



**RWA**

Values connect us

# Danube navigation – the backbone of RWA's logistics?

Danube Business Talks 2024

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# RWA Overview



**Producer,  
trading company  
& service provider**



**Umbrella  
organisation**  
of the Lagerhaus coop. in  
AT



**Strategic alliance**  
with Europe's  
biggest AG group –  
BayWa



**3.56\***  
bn EUR sales



**40\***  
subsidiaries and  
participations in  
AT and CEE



**3.089\***  
employees  
internationally

# Innovative products and services in 5 business areas



## Agriculture

Cultivation/  
production/ sale of  
seeds

**Intake/ storage/  
marketing of  
agricultural  
products**

Trading of agricult.  
supplies

Implementation of  
technical  
innovations



## Machinery

Trading of agri.  
machinery and  
tractors from John  
Deere, Lindner and  
Pöttinger

Commercial vehicle

Spare parts, tyres  
and garage  
(workshops)



## Energy

Trade in:

- Fuels
- Compacted biomass
- Lubricants
- Electricity

Partner and  
conceptualiser for:

- Filling stations
- Fuel card
- E-mobility
- Photovoltaics



## Building materials

Trade in construction  
materials for  
building,  
refurbishing and  
renovating

Franchiser for  
Lagerhaus  
organisations

Services: irrigation  
equipment, greening  
technology, system  
house building



## Home & Garden

Trading in products  
for home & garden  
as well as local  
supply ranges

Franchiser for the  
warehouse  
organisations



# Agriculture - CEE

Purchase and sale of grain,  
crop protection and fertilizer

8 subsidiaries in Central and  
South-eastern Europe with  
focus on agriculture

Mixed feed company  
Patent Co. in Serbia

- HQ
- Office
- ▲ Warehouse
- ◆ Silos
- ★ Production / Treatment
- Port



2023/2024

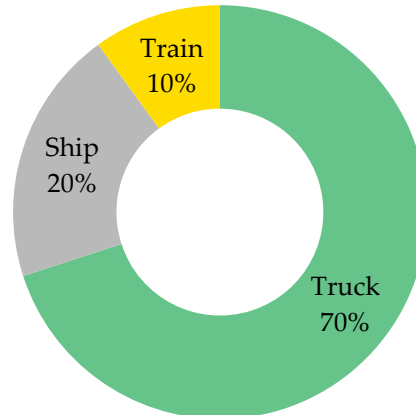
Employees approx. 1.000  
 Locations 39  
 Silo locations 19

# Inland waterways usage by RWA

- RWA has AG commodity silos at:
  - Aschach (AT)
  - Pöchlarn (AT)
  - Vienna | Albern (AT)
  - Krems (AT)
  - Baja (HU)
  - Beočin (SR)and cooperations with
  - Krems (AT)
  - Enns (AT)
- Most frequented routes:
  - AT ↔ SR, HU
  - AT, HU, SR ↔ RO
  - HU, SR, RO, AT → GER, NL
  - NL → AT

- Main goods:
  - Grain
  - Oilseeds
  - Meals
  - Fertilizer

RWA share on transportation means





# Future developments and projects

- Case Study Combined Container – Barge Transport



# Requirements for further increase of inland waterway transports

- Ensure a constant loaded draft of 250cm all the year
- Constructive discussion about an insurance in cooperation with inter/national authorities for low water phases
- Further investment in infrastructure to and at the Danube ports