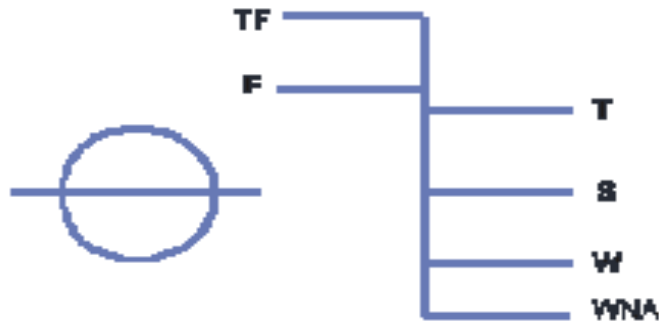


Do we have any strategy so far?



Botond Szalma
Hungarian National
Shipping Federation

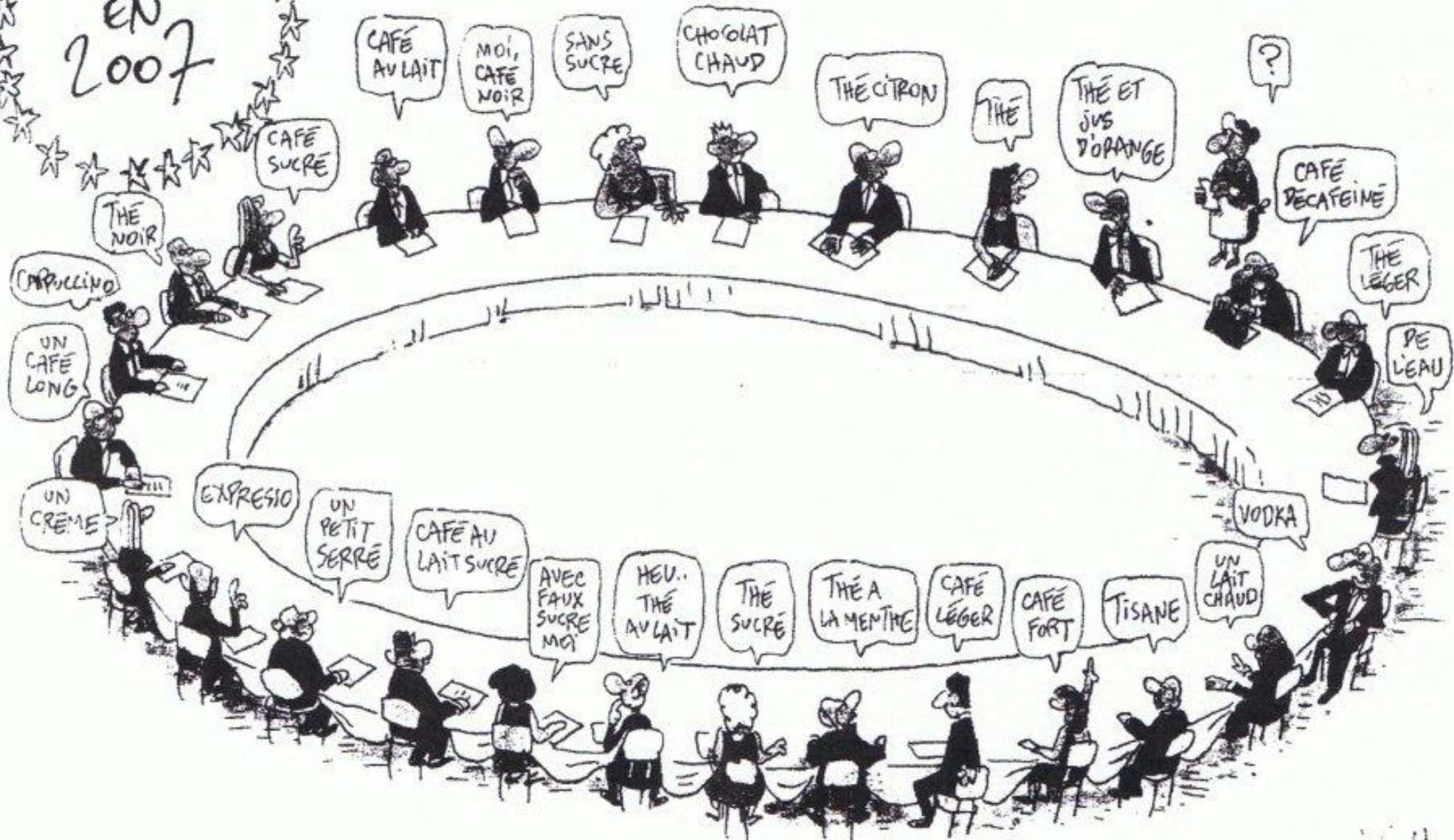
L'EUROPE
EN
1957

CAFE?

OUI MERCI



L'EUROPE
EN
2007



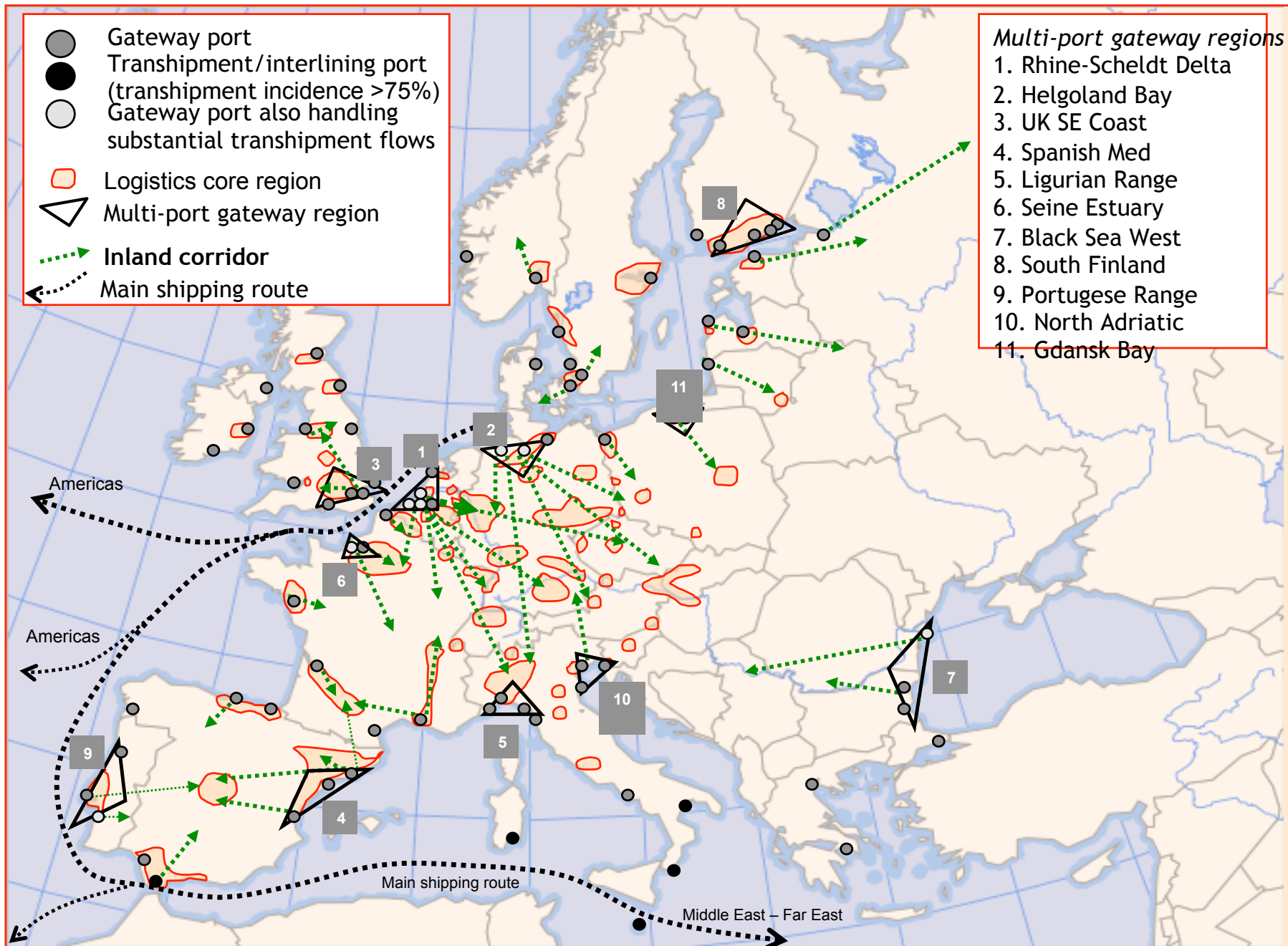
Actual market and close future



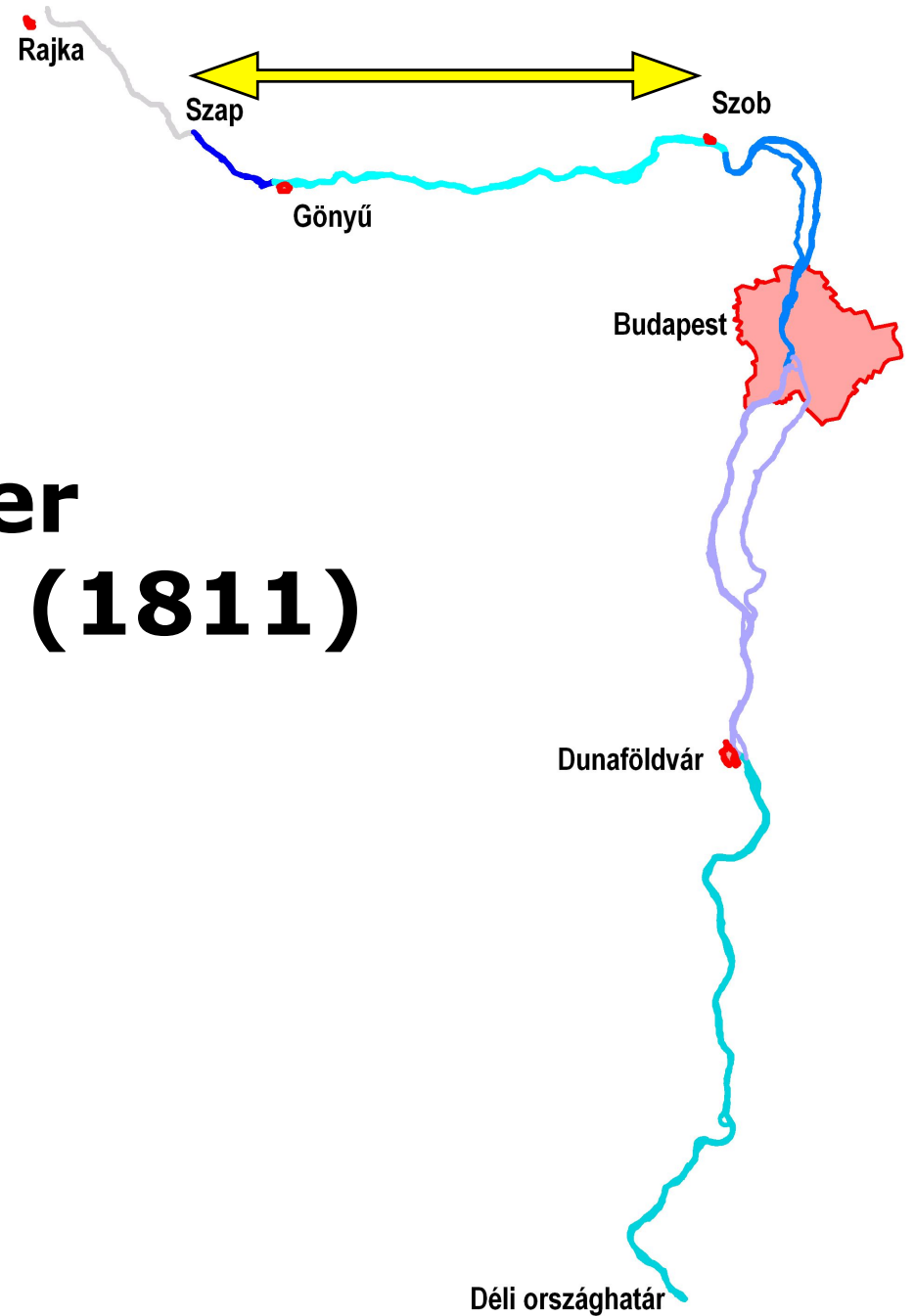
What do we need as an industry?

- Removing obstacles, improving Danube infrastructure + navigability!
- First program in the history of the Danube to be finished
- Equal conditions for each and every player
- We do not need more port along the Danube
- „New for old” for the newcomers as well
- Long term loans (Capital related industry)

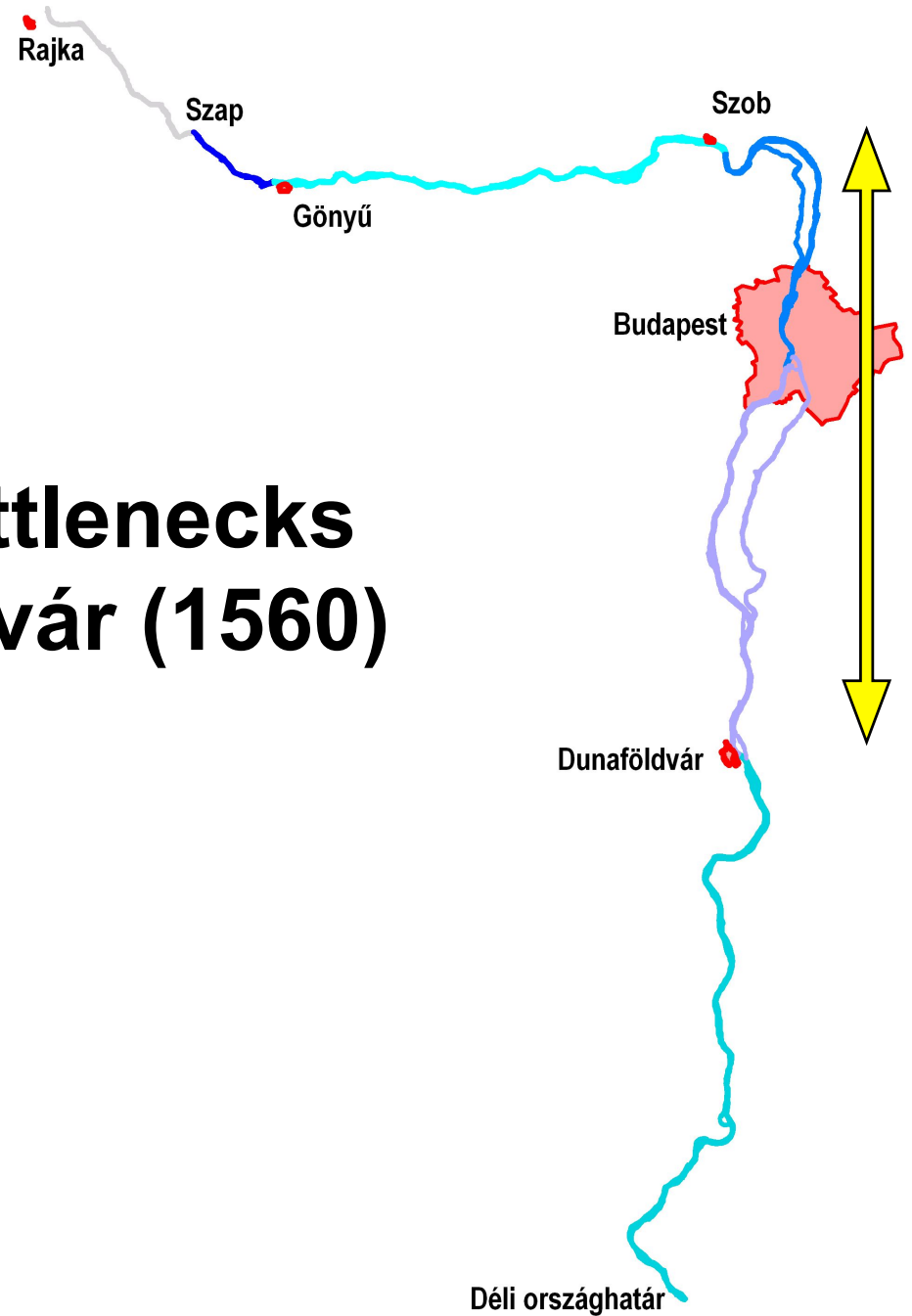
Logistics core regions and multi-port gateways - Source: Notteboom 2008



8 Fords and 8 river bottlenecks Szap (1811) –Szob (1708)

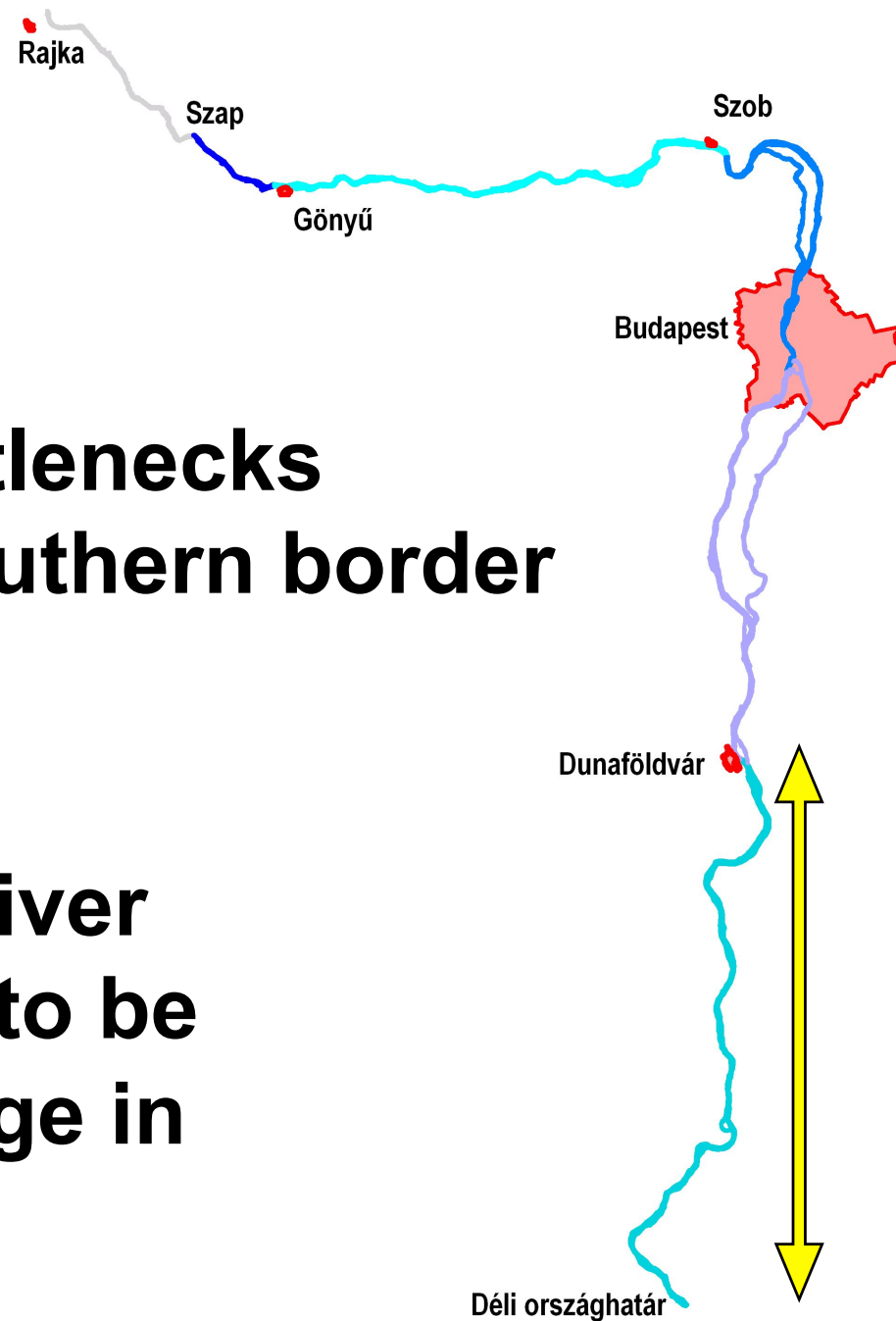


8 Fords and 9 river bottlenecks Szob (1708)- Dunaföldvár (1560)



**5 Fords and 11 river bottlenecks
Dunaföldvár (1560) – Southern border
(1433)**

**TOTAL: 21 Fords + 28 river
bottlenecks + 6 places to be
disposed to ice stoppage in
411 km**



Possibilities

- Danube Works for Europe!
- The Danube is the part of the European waterways system
- The Danube is the river of the European future
- This system is the economic backbone of Europe
- We have a 2 x 10 lanes highway crossing the continent

Working solutions

- We don't have ready made solutions, as a template. One thing works in Hungary and doesn't work in Germany
- Drop into the habit of cooperation instead of habit of confrontation!

AXIOMS

- Our product is a special service! Be proud of it!
- Shipping is often sick, but never dies!