



Green Inland Ports



PIONEERS
Portable Innovation Open Network
for Efficiency and Emissions
Reduction Solutions

Danube Ports Days 2025

16 – 17 September

📍 Constanta, Romania | Hybrid



pro DANUBE

 **DANUBE**
Ports Network

Funded by
the European Union





Welcome Session



Welcome & Introduction

Herfried Leitner
Pro Danube International



Panel Discussion I

Panel Discussion I



DORU MIHAI
MPAC
MODERATOR



BENGT RAMNE
ScandiNAOS AB



MARIA CHIARA BODDA
SEAFAR NV



RADU COMANICI
LÜFTNER CRUISES



COSTEL IULIAN MOCANU
NAVROM SHIPYARD S.R.L



ANDREEA HRONEC
FREQUENTIS AG

Panel Discussion I



BENGT RAMNE
ScandiNAOS AB

ScandiNAOS AB



- Established in 2005
- **ScandiNAOS AB** is a Swedish ship design company with expertise within energy efficient and sustainable shipping. We aim to find the best environmental and economic alternative for a sustainable and successful maritime transport industry.

Methanol Pioneers

- **ScandiNAOS AB**

- Naval architects that have pioneered the introduction of methanol as marine fuel
- Methanol design since 2009



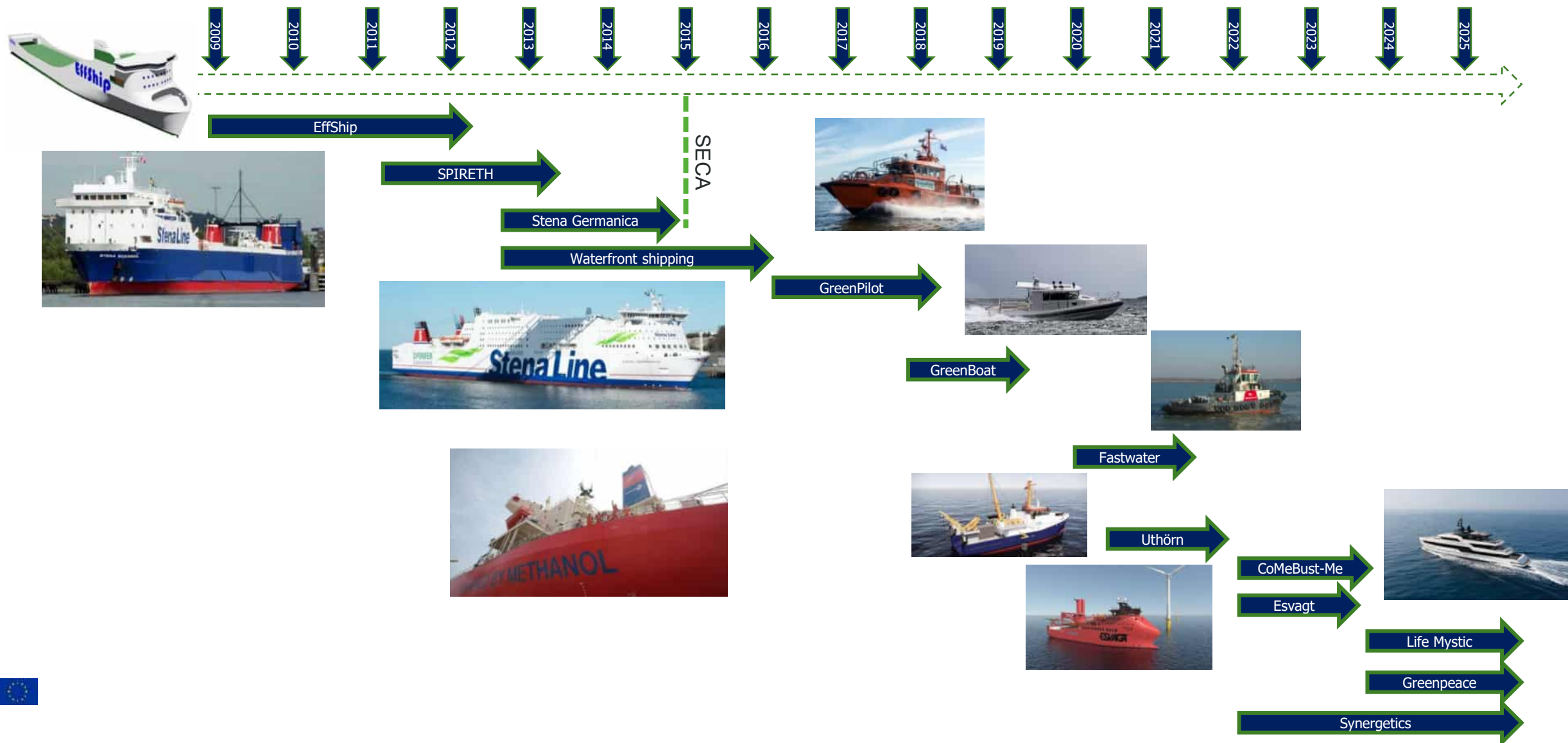
Enmar Engines AB

- Part of ScandiNAOS group
- Supplier of methanol engines
- Dual-fuel retrofit kit

Enmar Engines ab



Relevant methanol projects



Panel Discussion I



COSTEL IULIAN MOCANU
NAVROM SHIPYARD S.R.L

Navrom Shipyard is mainly engaged in the repair of powered and non-powered ships. Over time, new ships for inland navigation have also been built. We do this activities with a number of 212 peoples divided into the two sites as follows: 166 in Galați and 46 in Cernavodă. Directly productive workers have the qualifications: construction locksmiths, electric and autogenous welders, mechanical locksmiths, pipe fitters and electricians. Also the two construction sites have a number of naval engineers, purchaser, human resources, life protection, etc.

Who we are (presentation) ?

NAVROM SHIPYARD

Address: Galați, No. 54, Portului Street, 800211

Email: office@navromshipyard.ro

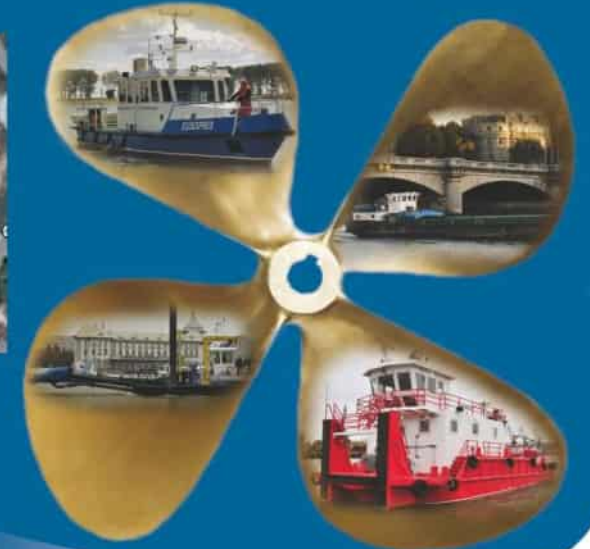
Tel: +40 236 460 990

You can find us in

Galați

Cernavodă

Repair / Build ships only with us



The facilities with which the technological processes of repairs / new constructions ships are carried out are:

- Galați site: four floating docks with a lifting capacity of 800 t each, construction hall with 40 t crane, guillotine shears, sheet metal bending machine, roller, work benches, warehouses and a floating crane in capacity of 100 t. Also we can repair shafts, propellers;
- Cernavodă site: slipway for lifting and launching ships into the water, mechanical processing hall, warehouses, and other facilities. A 220 kW photovoltaic park is installed at the Cernavodă site of Navrom Shipyard, which produces electricity for the needs of the shipyard and also for injection into the grid. We intend to bring also an floating dock in near future.

Repairs

MERCUR - RIVER PUSHER CLASS 300



CUTTER SUCTION DREDGER

Tehnickal data
Length: 22m
Breath: 9.1m
Max draught: 1.25m



SERVICE VESSELS

ROVINARI 15



New Buildings



VEGA - RIVER PASSENGER VESSEL

Tehnickal Data
Length : 30 m
Breath: 7 m



DIVING SUPPORT VESSEL

Tehnickal Data
Class ABS
Length : 33.87 m
Breath: 7.60 m



CUSTOMS AUTHORITIES SERVICE PONTOON

Tehnickal Data
Length : 40 m
Breath: 11.50 m



Tehnickal Data

Length. 17.30m
Max Draught: 2.01m
Speed 8-12 knots



We are here to help you to transport products safely!

Panel Discussion I



MARIA CHIARA BODDA
SEAFAR NV

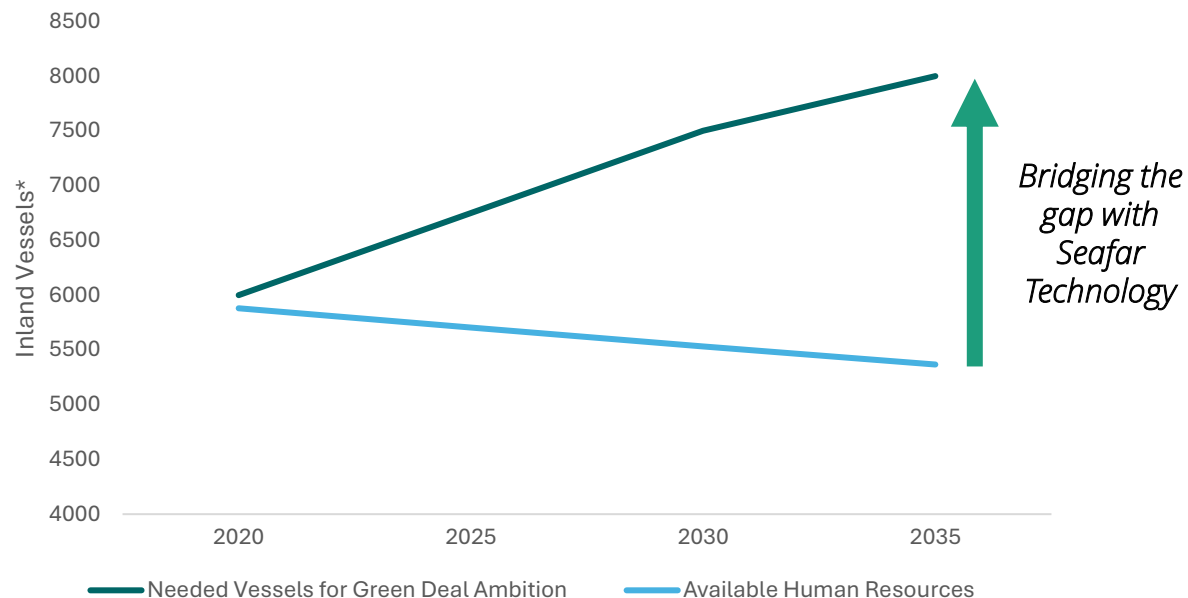
Why

Future trends & vision

Our vision is to centralize and optimize workforce via remote operations.

The ambition of the EU Green deals states a 25% increase of waterborne logistics by 2030 and 50% by 2050. However, each year the number of available workforce is decreasing. Technology can bring a solutions to bridge the gap between ambition and reality:

- ▶ Enhancing **competitiveness** of waterborne transport
- ▶ Reducing **operational costs** via onboard crew reduction
- ▶ Strengthen the **business case** to increase **green** investments
- ▶ **Centralize operators** and increase efficiency and safety



Panel Discussion I



ANDREEA HRONEC
FREQUENTIS AG



Frequentis Corporate Presentation

MarTRX - Maritime Product Suite

Andreea Hronec – Strategic Product Manager

We are the only company focusing solely on safety-critical control centres

Air Traffic Management



Civil



Defence

Air navigation service providers

Aeronautical data service providers

Flight information service providers

Airports

Uncrewed traffic service providers

Space agencies

Air force

Army

Navy

Homeland security

Joint forces

Public Safety and Transport



Public Safety



Public Transport



Maritime

Police forces

Fire services

Emergency and medical services

Critical infrastructure for industries

Heavy rail

Urban rail

Coast guard / navy

Offshore

Port authorities

Search and rescue



FREQUENTIS
FOR A SAFER WORLD

Integrated control centre solutions for maritime

Overview

Maritime

Answering the needs
of the modern
maritime markets



World's
largest
coastline

40+



customers

7 seas

5 continents

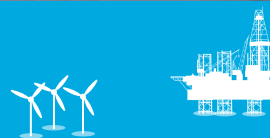
Ports &
harbours



Navy &
coast guard



Offshore



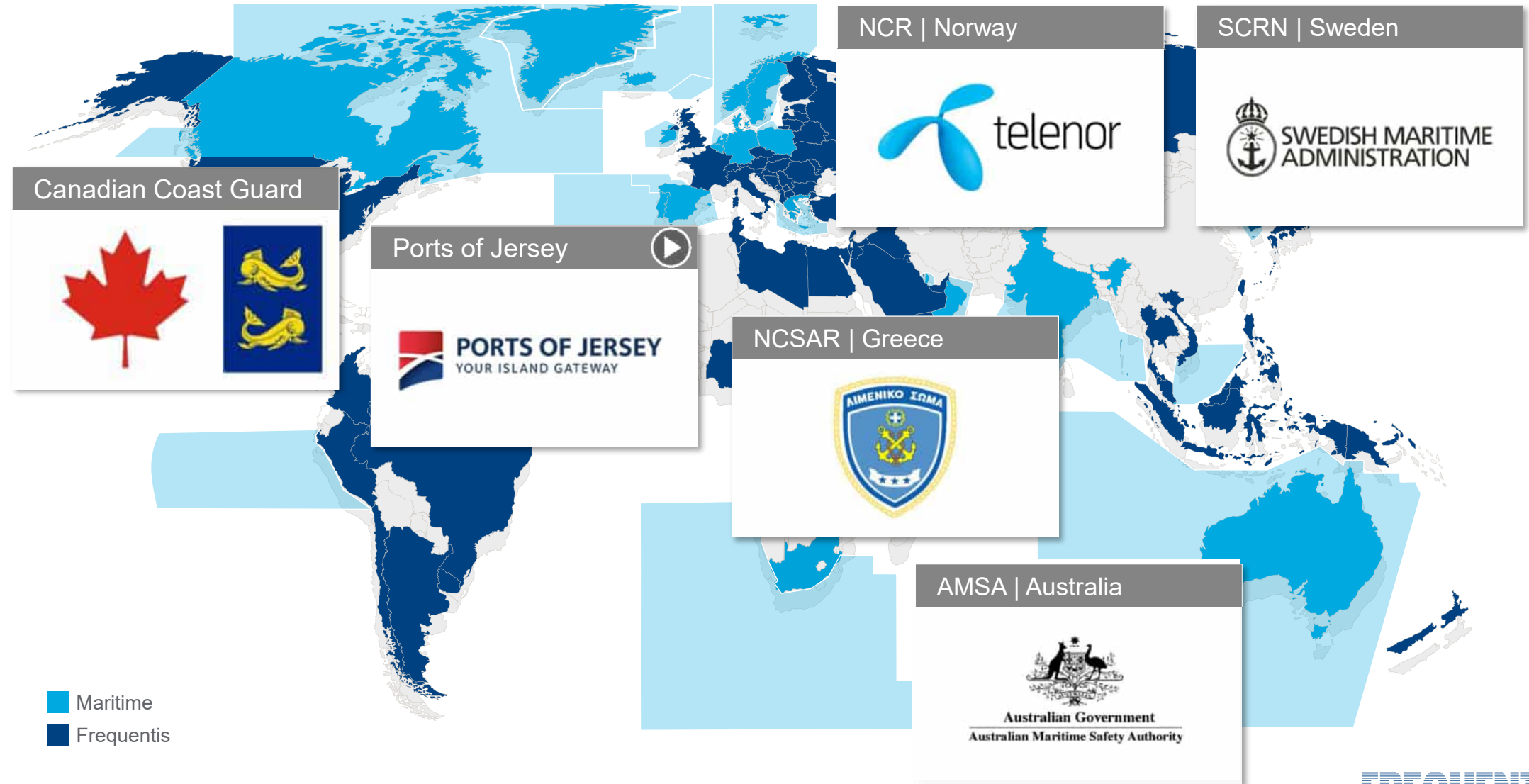
Coastal radio

Coastal surveillance

Maritime rescue coordination

Vessel traffic services

Selected Reference Maritime Communication Solutions





2 lives

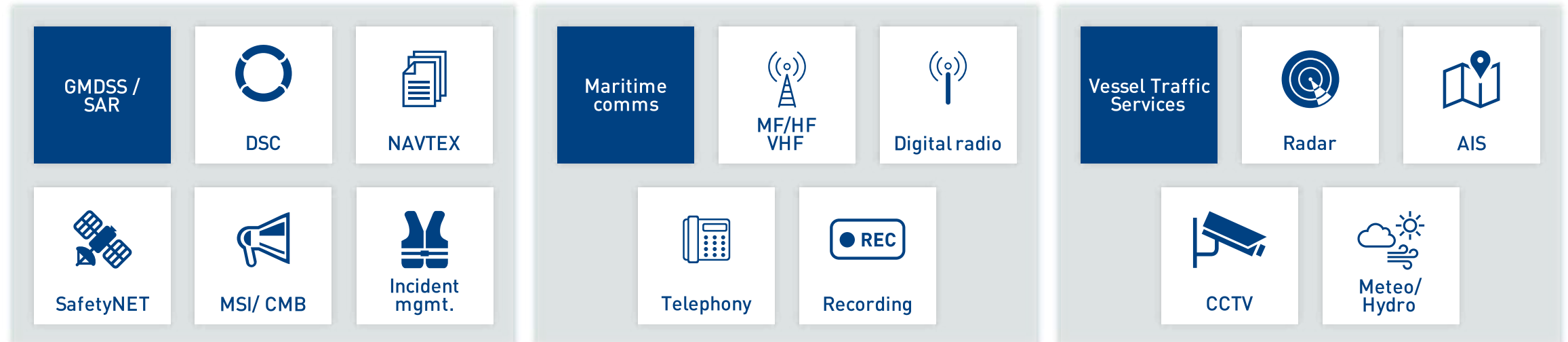
saved every day using Frequentis systems

Living the safety-critical DNA

FREQUENTIS

One solution for the seven seas

Born from operational expertise of our customers and our technological know how



An integrated maritime control centre solution

MarTRX
Modularity on
system level



FREQUENTIS
FOR A SAFER WORLD

Panel Discussion I



RADU COMANICI
LÜFTNER CRUISES

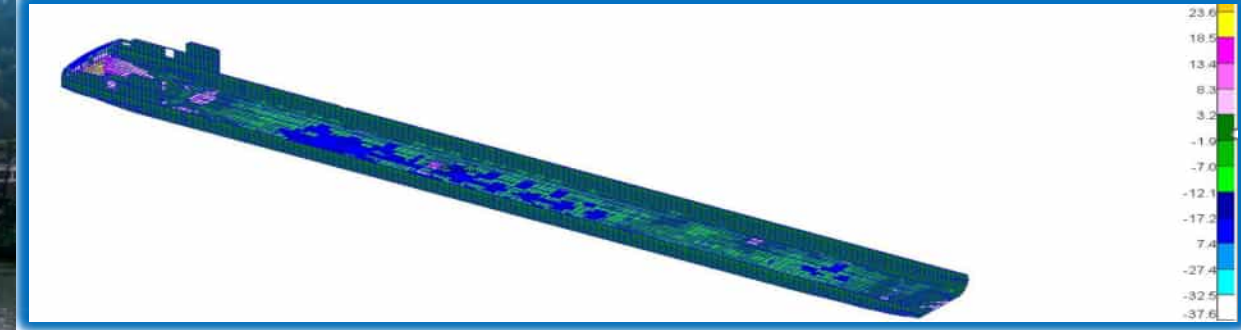


AMADEUS

Luxury River Cruising

Rivers of Europe

SEE EUROPE'S BEAUTY FROM A WHOLE NEW PERSPECTIVE



A.I. & MACHINE LEARNING WORKS



STORE – LEARN – ANTICIPATE – PREDICT - CONTROL



next generation cruise vessel concept

AMADEUS Fleet Development Strategy

Pioneering sustainable river cruising – setting milestones in **performance, safety, and competitive advantage**

Key Facts

- **1.3 m draft** for a 135 m vessel (operational with 50% consumables on board)
- Use of **lightweight high-tensile steel** and special paneling → up to **100 t weight reduction**
- **Innovative hydrodynamics** (CFD-based): DRF drag-reduction flap & bulbous bow
- **Challenge:** Successful integration requires full **commitment of all project participants**



Danube Ports Days 16-17 Sept. 2025

YES Marine Group



DM Constanța
RO



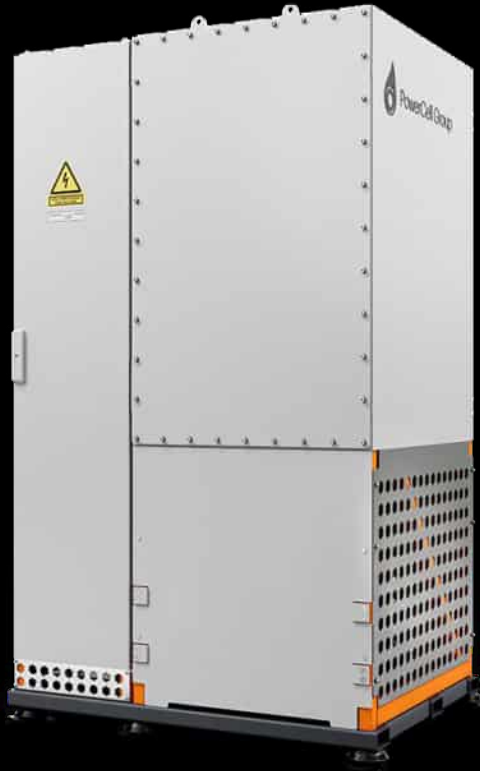
YES Yerseke
NL



ADR Antwerp
BE



YES Green Power Solutions: Fuel cell on Hydrogen



Dimensions wxdxh : 1200x900x2000

Weight : 1000 kg

Net output Power : 225 kW

Gross output Pwr : 33-258 kW

Curr. and Voltage : 45-450 A

430-775 VDC

1120VDC max





YES Green Power Solutions: Fuel cell on Methanol



Dimensions wxdxh : 2,3x2,5x2,5m

Weight : 6000 kg

Net output Power : 250 kW

Net Efficiency : 40-45%

Recoverable heat : < 270 kW

Coolant Outlet T : 65-70 C

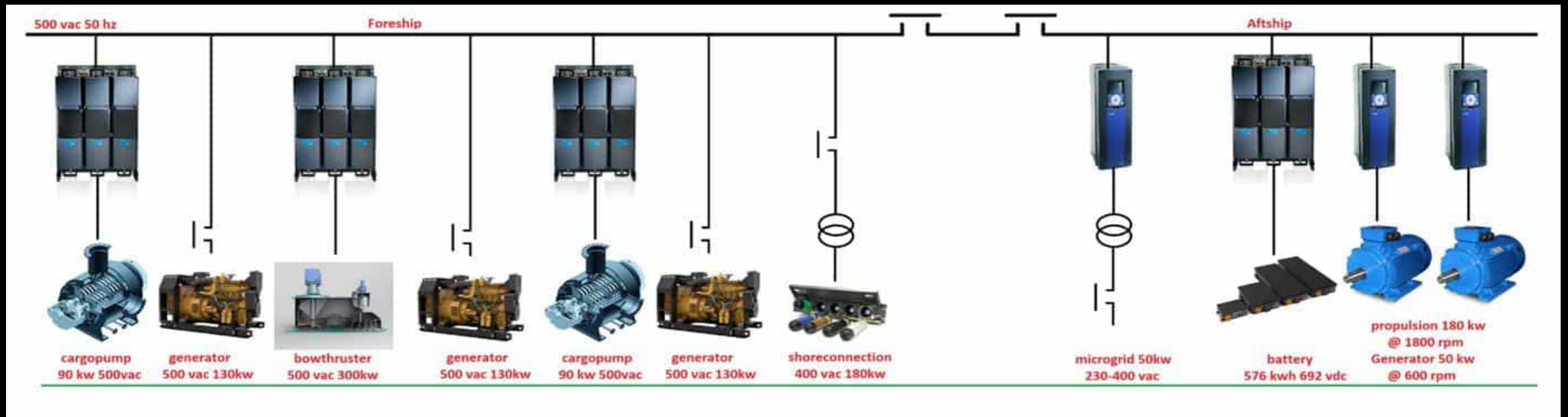
Voltage Output : 450-800 VDC





YES Green Power Solutions:

- Modular Hybrid systems: Gensets, Battery packs and Fuel cells. Avoids uneconomical running hours!
- Example of an Inland tanker vessel system: 1 Genset can be replaced by a Fuel- Cell, running on Methanol or Hydrogen.





Are there any questions?

For more information, you can visit our websites

www.yesmarinegroup.com

Thank you for your attention!



Panel Discussion I



DORU MIHAI
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BENGT RAMNE
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ANDREEA HRONEC
FREQUENTIS AG



UND
International Transporters' Association of Türkiye

Kadir Çirkin
Vice Chairperson of Executive Committee



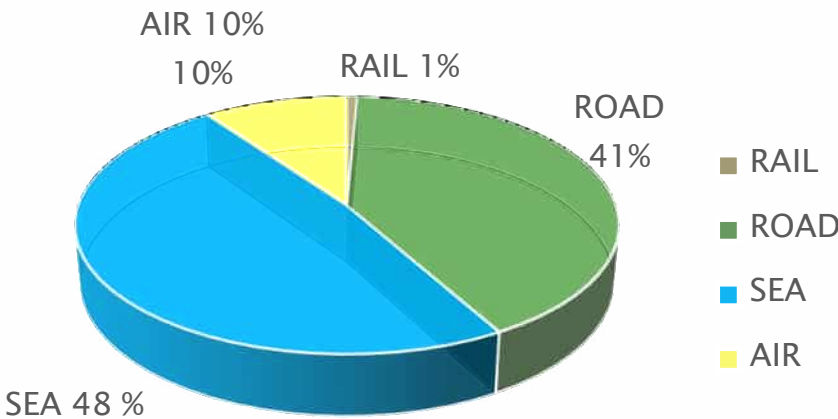
EXPORTS OF TÜRKİYE BY TRANSPORT MODE (USD)

3 % increase in share of Road Transport
between 2023-2024.

TRANSPORT MODE/ YEAR	2023	2024	CHANGE
RAIL	1.957.324.539	1.849.808.958	-5,5%
ROAD	104.815.500.262	107.496.848.173	2,6%
SEA	123.247.345.269	126.527.663.880	2,7%
AIR	25.512.385.172	25.980.356.000	1,8%
TOTAL	255.532.555.242	261.854.677.012	2,5%

Value of exports by Road in 2024
\$ 107 Billion

MODAL SPLIT OF TURKISH EXPORTS IN 2024



EXPORT ROAD TRIPS 2023-2024

- α Comparing 2024 and 2023 performance, 3% increase in export road freight transport operations (including Ro-Ro transport).
- α Main export destinations for road freight transport are Iraq, Syria and Germany.

2023-2024 Top 10 Countries for Export Trips by Road

RANK	DESTINATION/ YEAR	2023	2024	SHARE	CHANGE
1	IRAQ	463.308	492.705	24%	6%
2	SYRIA	170.734	189.862	9%	11%
3	GERMANY	156.436	146.661	7%	-6%
4	ROMANIA	107.852	123.738	6%	15%
5	GEORGIA	93.153	95.574	5%	3%
6	BULGARIA	90.724	92.558	4%	2%
7	İRAN	87.316	81.292	4%	-7%
8	RUSSIAN FED.	93.300	79.404	4%	-15%
9	UKRAINE	67.158	60.813	3%	-9%
10	OTHER	696.429	732.181	35%	5%
TOTAL		2.026.410	2.094.788	100%	3%

International Transporters are Service Exporters !

19 BILLION US \$
EXPORT REVENUE
IN 2024



Kaynak: TİM/TC. Merkez Bankası
Kapsam: posta-kargo-boruhatları taşımaları dahil
H= Orta vadeli programa göre 2024-2026-2028 yılı için hedeflenen döviz geliri

2028
GOODS EXPORTS TARGET
375 Billion \$

2028
SERVICE EXPORTS TARGET
200 Billion \$

2028
TRANSPORT SERVICES
EXPORTS TARGET
40 Billion \$

TURKEY'S STRATEGIC OBJECTIVE: BECOMING A REGIONAL LOGISTICS HUB...

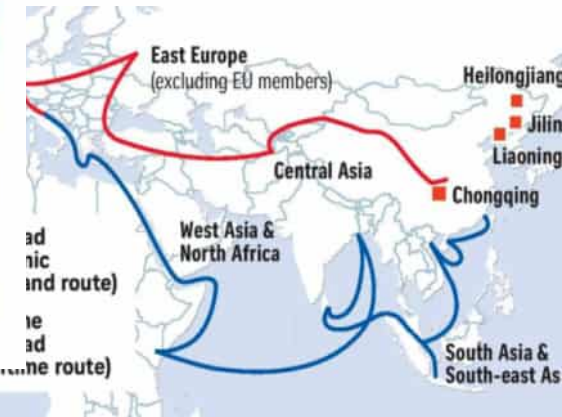


Turkey is located at the crossroads of the new global trade attractions including Middle East, Central Asia, Asia and Northern Africa...

offers uninterrupted, efficient, reliable and effective multimodal trade & transit route for global traders, supporting alternative corridor projects...

Turkey-Iraq Development Road Project Kalkınma Yolu Projesi

Türkiye-Irak arasında hayata geçirilmesi planlanan projeye Basra'dan Türkiye'ye kara ve demir yolu ulaştırma koridoru kurulması hedefleniyor

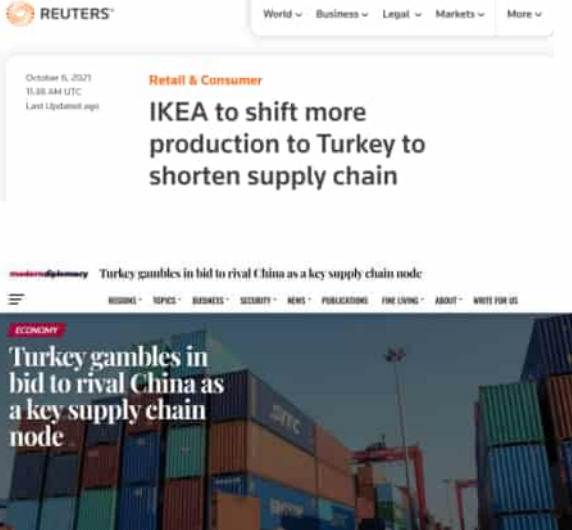
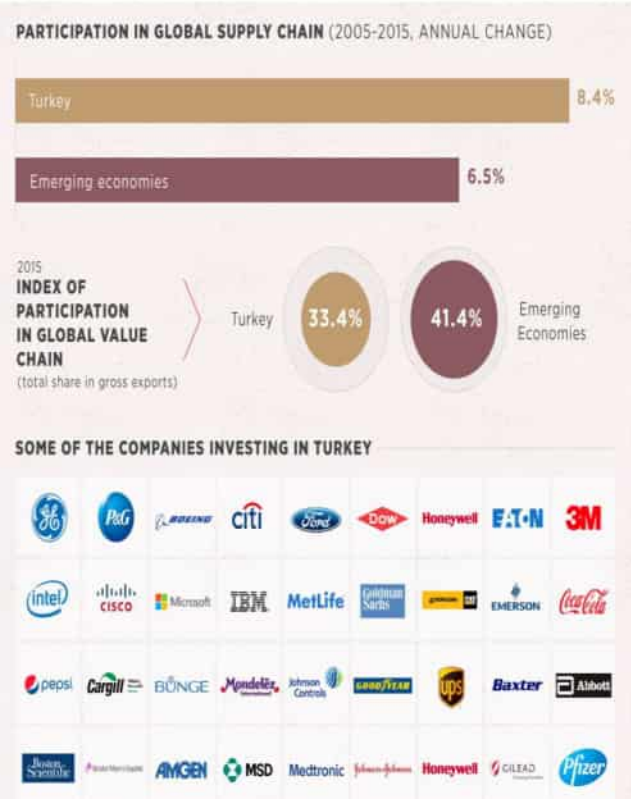
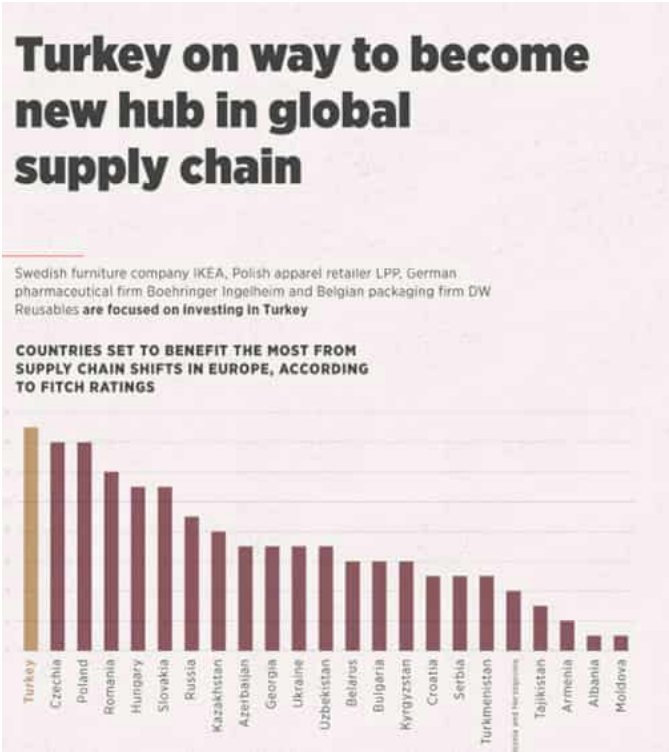


Belt-Road Initiative

Zangezur Corridor Project



TÜRKİYE, EUROPE'S EMERGING LOGISTICS HUB



“According to Kearney, Turkey’s Star Shines in Global Supply Chain”



Kearney underlined that Turkey has a great advantage with its proximity to Europe, having the same intellectual property rules as the EU and its developed production infrastructure.

TÜRKİYE, EUROPE'S EMERGING LOGISTICS HUB



Companies will shift supply chains away from China after coronavirus crisis, Mark Mobius predicts

"But at the end of the day, I think there's going to be a diversification where these supply chains get moved into places like Vietnam, Bangladesh, **Turkey**, even Brazil, so that these companies can have a more diversified supply chain," he added.



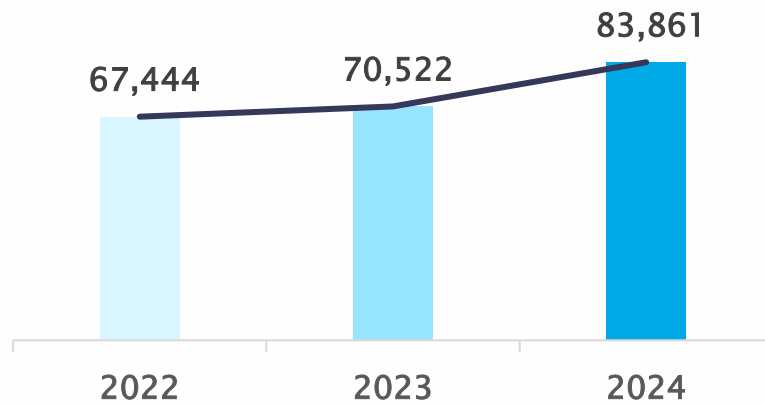
Companies must move supply chains further from China

Alicia Garcia Herrero | Feb 26 - 4 min read

Alicia Garcia Herrero, Natixis Asia Pacific Chief Economist, Bruegel Senior Fellow

Implementing such wholesale change to supply chains is hard but necessary. Countries with sufficiently large supplies of available labor, adequate logistical capabilities and comparatively low dependence on China will be most attractive for new production sites. Mexico, **Turkey** and Eastern European nations are among those which should soon be busy entertaining visits from major multinationals.

TRUCKS CARRING GOODS FROM EUROPE TO THE WORLD TRANSITING TÜRKİYE 2023-2024



Loaded vehicles transporting from Europe to Central Asia through Türkiye has increased by 5 % between 2022-23 and increased by 19 % between 2023-2024

SIRA	COUNTRY OF DESTINATION	2023	2024
1	GEORGIA	15.503	17.736
2	İRAN	18.007	16.456
3	IRAQ	13.981	16.379
4	AZERBAIJAN	7.427	9.627
5	ARMENIA	6.608	6.561
6	KAZAKHSTAN	3.472	5.782
7	UZBEKİSTAN	1.108	2.275
8	AFGHANISTAN	678	1.880
9	JORDAN	785	1.536
10	KYRGIZISTAN	347	1.529
11	TURKMENISTAN	829	1.510
12	UAE	566	900
13	SYRIA	359	480
14	LEBANON	282	317
15	TAJIKISTAN	177	242
16	RUSSIAN FEDERATION	161	167
17	OTHER	232	484
	TOTAL	70.522	83.861

Focus on EU - Türkiye International Bilateral - Transit Road Transport

INTERNATIONAL TRANSPORTERS' ASSOCIATION OF TÜRKİYE



2024



EU - Türkiye EXPORT
68.034.540.466



Türkiye - EU EXPORT
65.045.246.818



Number of vehicles coming from Europe and transit Türkiye



Report of the European Parliament 2016

30 minute DELAY

The cost of transporting export loads (from one Schengen country to another) is EUR 3.6 billion.
The cost of the delay in imports is EUR 3 billion.
If Schengen is suspended for two years, the annual cost of export transport is estimated at EUR 7.2 billion and the cost of import transport at EUR 6 billion.

Transit quota is a measure having equivalent effect to a quantity restriction
Transit charge is a tax having equal effect to a customs duty

Judgment of the EU Court of Justice for Case C-65/16 :

- ...those charges constitute an obstacle to the movement of goods, in that **they artificially increase the price of imported or exported goods** in relation to domestic products
- ...the Customs Union necessarily entails the free movement of goods between the Member States. **That freedom could not itself be complete if it were possible for the Member States to impede or interfere in any way with the movement of goods in transit.**

World Bank Report of 2014, "Evaluation of Turkey-EU Customs Union":

- By limiting the number of Turkish-registered vehicles that can carry goods in their territory, EU member states set limits on Turkish goods that can be transported to the EU by Turkish road transport operators.
- This raises costs if the most efficient transport operator can no longer be used.

The Impact Analysis of 2015 made for the DG MOVE of the EU Commission:

- **Transit liberalisation leads to increase in the value of EU-Turkey trade by an estimated €3.5 billion per annum, out of which €1.9 bn are additional imports from Turkey and €1.6 bn are exports to Turkey.**
- **The EU is projected to see an additional 14,000 jobs and for the European consumers, cost savings for the goods imported from Turkey are expected in the order of €143 per annum.**
- **Liberalisation would benefit EU firms looking to source inputs and products from Turkey, and those selling into the Turkish market (an estimate of €0.15 billion relates to EU-majority owned firms)**

PORTUGAL
Additional permits can be
received upon demand.

 Turkish vehicles using Ro-La trains due to insufficient Austrian Road Transit quota

**INTERNATIONAL TRANSPORTERS' ASSOCIATION
OF TÜRKİYE**



Road transit restrictions (quota and charges) imposed by certain EU member states (mainly Poland, Czech Republic, Austria, Slovenia, Italy) on Turkish transporters as well as Schengen visa restrictions on Turkish truck drivers constitute breach of Turkey-EU customs union as non-tariff barriers and bring extra costs for EU-Turkey-Central Asia supply chains.



Coffee Break

We return at 11:50

Panel Discussion II

Panel Discussion II

Logistics: Lessons and Opportunities



ANTONIO STOEAN
DANUBE COMMISSION
MODERATOR



DAN DOLGHIN
COMVEX



MARIAN DRAGOI
DP WORLD



SORIN CHINDE
GRAMPET GROUP



ROMEO SOARE
GALATI LOWER DANUBE RIVER
ADMINISTRATION, A.A



RAZVAN BANICA
TTS GROUP

Panel Discussion II Logistics: Lessons and Opportunities



ANTONIO STOEAN
DANUBE COMMISSION
Moderator

Panel Discussion II Logistics: Lessons and Opportunities



ROMEO SOARE
GALATI LOWER DANUBE RIVER
ADMINISTRATION, A.A



AFDJ Galati

River administration of the Lower Danube

- waterway authority under the coordination of the Ministry of Transport and Infrastructure;
- responsibilities for ensuring navigation conditions for the Romanian sector of the Danube in accordance with the recommendations of the Danube Commission and European regulations and bilateral agreements with the Republic of Serbia and the Republic of Bulgaria signed under the Belgrade Convention provisions
- main activities monitoring hydrological conditions and river morphology;
- ensuring navigation safety by installing and maintaining the marking scheme.
- maintaining the fairway parameters by carrying out dredging works

AFDJ Galati

improving navigation conditions through the implementation of infrastructure projects



- FAST DANUBE rkm 375 – rkm 845
- Calarasi – Braila rkm 175 - rkm 375
- FAIRway Danube II
- increasing technical capacity for hydrological and hydromorphological monitoring, modernization of hydrographic measurement systems and acquisition of aeronautical and aquatic drones;
- increasing navigation safety by installing a new signaling scheme from Braila to Calarasi;
- implementation of a new technology using mobile infrastructure to maintain fairway parameters.

DISMAR integrated marking system RO_BG

Panel Discussion II Logistics: Lessons and Opportunities



DAN DOLGHIN
COMVEX



COMVEX SA

Largest stevedoring company of
Constantza Port

COMVEX Minerals Terminal



COMVEX is the only terminal for the operation of solid bulk raw materials in the Black Sea area that is able to cater Cape size vessels of up to 220.000 tdw, having an unloading line at the maritime quay formed of 5 berths with a total length of 1.400 m and water depth comprised between 10.8 and 18.5 m

3 gantry cranes

- 45.000 mt/day

- 97.000 mt/first day/free digging rate

The quay for loading: 3 berths with a total length of 600 m and water depth between 6.6 – 7 m

The loading equipment:

- 3 loaders - average load capacity of 2.000 to / hour

- railway terminal - loading capacity of 20.000 mt/day

COMVEX Grains Terminal

Grain terminal in the area of the Berth 80 on a surface of approximately 60.000 sqm

First smart grain terminal :Four fully automated laboratories.No human intervention.

Fully automated control.Video analytics.

24/7 online analyzers

Storage capacity - 212.000 mt

3.000 t/h in, 3.000 t/h out

Total annual capacity of the grain terminal: 5 million tons

Deepest berth for grains in Black Sea @ -18 m



Panel Discussion II

Logistics: Lessons and Opportunities



MARIAN DRAGOI
DP WORLD

295 BUSINESS UNITS IN 78 COUNTRIES



WHAT WE DO

Ports & terminals

Building and operating world-class, multipurpose container terminals.

Economic zones

Building ecosystems of opportunity for global trade.

Marine services

Delivering comprehensive global solutions for whole maritime industry.

Logistics

Door-to-door cargo solutions that bring the world closer together.

CONSTANTA TERMINAL



Facility overview

- Storage space: 160,000 sqm
- Dedicated berths @ 16m depth
- Drive-through X-ray scanner

Project Cago terminal

- Dedicated berth
- Storage platform supports up to 22 tones/sqm
- Specialized handling equipment

- New Logistic Platform
- 12Ha area
- 45k sqm warehouse for logistics operations



5
countries



15
locations



500
Trailers



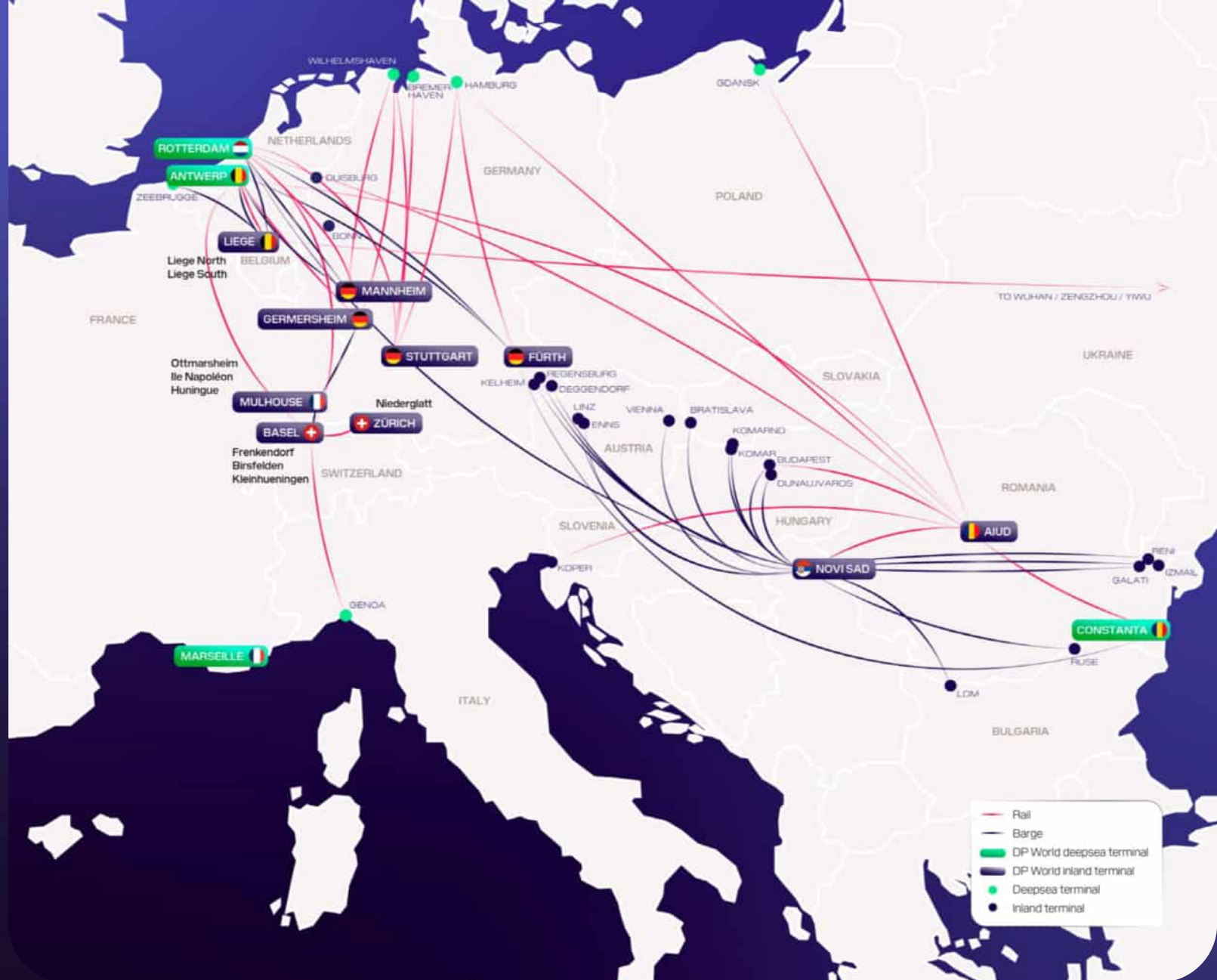
4
Barges



200
Trucks



420
Employees





DP WORLD

Panel Discussion II **Logistics: Lessons and Opportunities**



SORIN CHINDE
GRAMPET GROUP

GRAMPET Group, the first multinational company with Romanian capital is now **the largest private freight rail transporter in Central and South-Eastern Europe**, with operations in 10 European countries and a team of over 7,500 people working in 20 companies.

The group **owns the largest railway freight operator** - Grup Feroviar Român, **4 factories** in Romania and Hungary, where it builds, repairs and modernizes railway vehicles, and **5 logistics terminals**, located on the borders with Ukraine and the Republic of Moldova, as well as in the North of Bucharest.



• investments in terminals, infrastructure, and intermodal projects
• investments in Danube ports



- **Sorin Chinde** is the Vice President within the Transportation Division of GRAMPET Group. This division encompasses private railway operators across 8 European countries, where GRAMPET is activating.
- **After more than 13 years as the Chief Executive Officer of GFR,** he transitioned to the role of **Vice President of GRAMPET Group** in 2019, contributing his extensive experience and expertise to the organization's strategic direction and operational excellence.



Sorin Chinde - GRAMPET Group



Within the GRAMPET Group, various projects are being carried out:

- ✓ Investments in rolling stock factories;
- ✓ Investments in terminals and intermodal infrastructure;
- ✓ Investments in Danube ports.

Logistics: Lessons and Opportunities

Panel Discussion II

Logistics: Lessons and Opportunities



RAZVAN BANICA
TTS GROUP

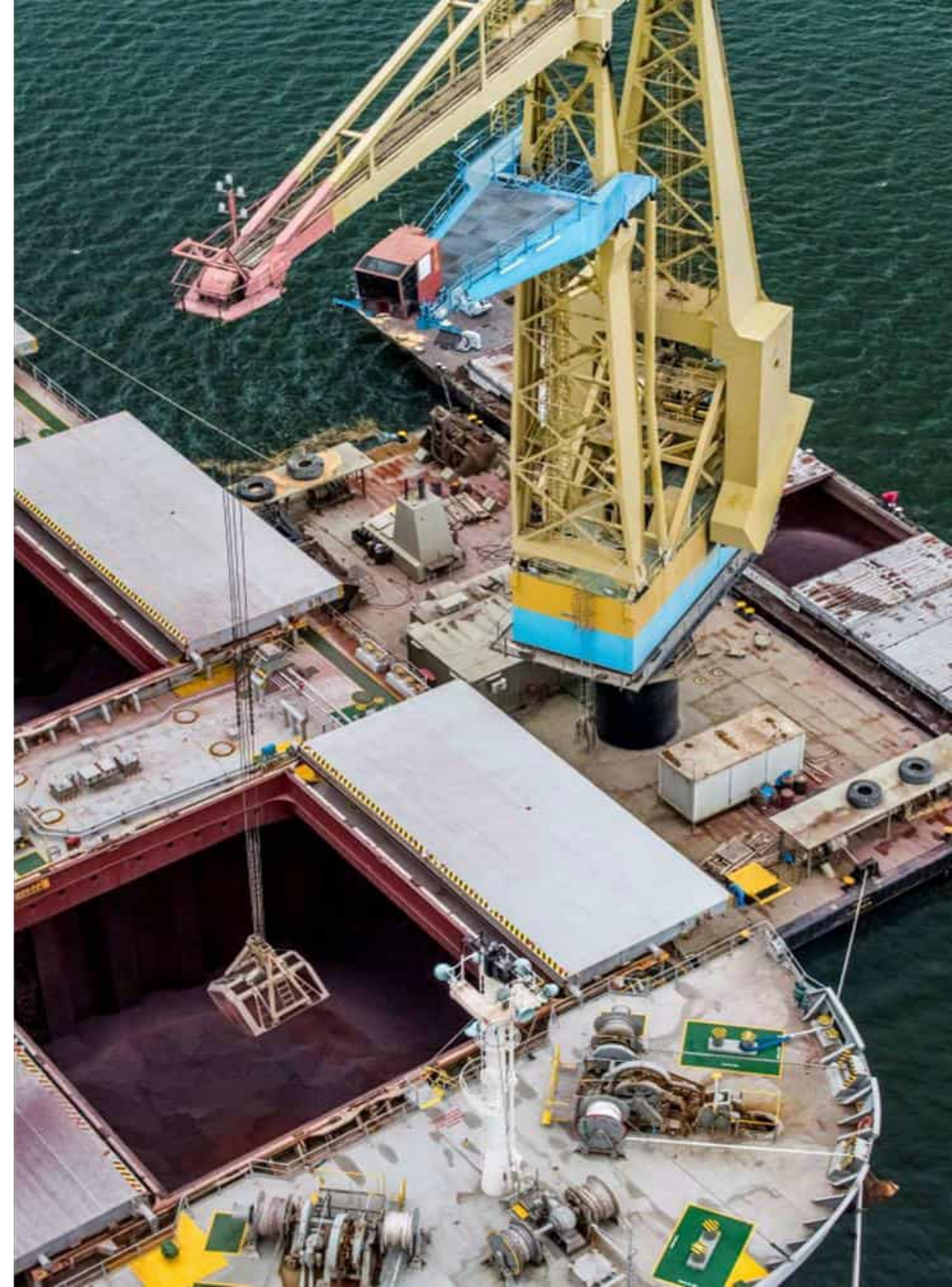


TTS Group

Integrated logistics solutions on the Danube, since 1997

forwarding • inland fleet • ports & terminals

-
- Network along the Danube corridor with Constanta as Black Sea gateway
 - Core cargoes: bulk minerals, steel products, agriculture, fertilizers/chemicals, project cargo
 - Value: asset-backed capacity, operational reliability, cross-border expertise



TTS Group



Razvan Banica

Director, Minerals Division — TTS

Graduated from ASE Bucharest (BA & MA)
Specialized in freight forwarding & business
administration

My path at TTS, started almost 20 years ago,
spanning multiple roles, with active involvement in
complex logistics and management projects

Focus: efficient, reliable supply chains



Panel Discussion II

Logistics: Lessons and Opportunities



ANTONIO STOEAN
DANUBE COMMISSION
MODERATOR



DAN DOLGHIN
COMVEX



MARIAN DRAGOI
DP WORLD



SORIN CHINDE
GRAMPET GROUP



ROMEO SOARE
GALATI LOWER DANUBE RIVER
ADMINISTRATION, A.A



RAZVAN BANICA
TTS GROUP



Concluding Remarks

Herfried Leitner
Pro Danube International