



**DANUBE
LOGISTICS**

FIRST BAVARIAN-MOLDOVAN BUSINESS
AND LOGISTICS FORUM

DANUBE LOGISTICS PARTICIPATES AT
EXPORT FORUM WITHIN THE MOLDOVAN
BUSINESS WEEK 2014.

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Shipping



Inland Transportation



Business Park

OPERATIONAL RESULTS FOR FIRST HALF OF 2014

The transshipment volumes at Giurgiulesti International Free Port (GIFP) continue to increase. During the first six months of 2014 the total volume of cargo transhipped via GIFP almost doubled, reaching a total of 306,234 tons compared to 155,051 tons during the same period last year... see full story on p. 7



FIRST BAVARIAN-MOLDOVAN BUSINESS AND LOGISTICS FORUM

On 6th of May 2014 took place the first Bavarian-Moldovan Business and Logistics Forum in the port of Regensburg – Bavaria's largest Port on the Danube, organized by Danube Logistics in co-operation with Bayernhafen Gruppe.

Moldova was represented at the conference by Deputy Minister of Economy Octavian Calmîc, and the administration of Danube Logistics, general investor and operator of Giurgiulesti International Free Port (GIFP). From the host side there were representatives of the Ministry of Economy of Bavaria, the management of

the Bayernhafen Gruppe, representatives of Bayern International and of Bavarian regional Chambers of Industry and Commerce as well as numerous Bavarian companies.

The goal of the event was to foster the co-operation between Bavaria and the Republic of Moldova in light of the Deep and Comprehensive Free Trade Agreement between Moldova and the European Union and in context of the opportunity to transport goods cost efficiently between Bavaria and Moldova by vessels via the Danube.

"The first Bavarian-Moldovan Business and Logistics Forum was a success. Already today Bavarian companies are among the largest investors in Moldova and major suppliers of goods and services. Bavaria is the 8th largest economy in Europe and growing. Bavarian companies are among the largest investors in Eastern Europe. We actively co-operated with Bavarian companies during the construction of Giurgiulesti International Free Port and regularly receive German goods transhipped via Bavarian Danube ports in GIFP." stated Thomas Moser, chairman of Danube Logistics.



DANUBE LOGISTICS PARTICIPATES AT THE EXPORT FORUM WITHIN THE MOLDOVAN BUSINESS WEEK 2014



After last year's initiative to organize the 1st MOLDOVAN EXPORT FORUM, this year the administration of Danube Logistics was also present at the Export Forum within the Moldovan Business Week 2014 that took place in the period of 5-12 June.

During the event, then Deputy Prime Minister, Minister of Economy Valeriu Lazar mentioned that exports lead the economy of the country and that the government is working on an economic model focused on exporting goods and services instead of people.

Giurgiulesti International Free Port facilitates the diversification of Moldova's export through its complex logistics chain and favorable tariffs; in particular the export tariffs to Asian markets continue to be attractive for Moldovan companies, starting as low as 1,065USD for a 20' container.

During the time of the forum, it was reported that in the first 5 months of 2014, a total of 140,000 tons of Moldovan grain and oil seeds as well as 49,000 tons of vegetable oil were exported in lots of 3,000 – 6,000 tons directly by maritime vessels from Giurgiulesti International Free Port (GIFP) to countries located in the Mediterranean Sea. During the same period Moldovan companies exported goods in about 500 sea containers via GIFP predominantly to Asia, the USA and the EU. The goods exported in sea containers ranged from grain, sunflower seeds, wine, spirits, textiles, sugar, machinery, metals, walnuts, electronics and wood products.

EXPORTERS BENEFIT FROM FAVORABLE TRANSPORTATION TARIFFS FOR THE EXPORT OF GOODS IN SEA CONTAINERS VIA GIURGIULESTI INTERNATIONAL FREE PORT

Also within the Export Forum, Danube Logistics stated that Moldovan exporters continue to benefit from favorable tariffs for the export of Moldovan goods in sea containers via Giurgiulesti. In particular the export tariffs to Asian markets continue to be attractive for Moldovan companies. *The rates for the main export destinations and import origins you will find on the following pages.*

For the export of fruits and vegetables, dairy products and other goods requiring refrigeration during transportation, Danube Logistics offers its clients the transportation of their cargo in refrigerated containers from Moldova via Giurgiulesti to the world markets. The service allows Moldovan companies to diversify the export of fruits and vegetables as well as dairy products to lucrative markets in Middle East, Africa, India and the Far East.

Apr-Jun 2014

MAIN EXPORT RATES AND DESTINATIONS FOR PERIOD JUNE-SEPTEMBER 2014

USD	20ft Container	40ft Container
Asia		
China	1,065	1,115
Vietnam	1,475	1,610
Philippines	1,550	1,700
Indonesia	1,360	1,625
Thailand	1,360	1,625
India	1,640	1,875
North America		
USA	2,500	2,850
Canada	2,400	3,090
Europe		
Germany	1,050	1,460
Holland	1,050	1,460
England	1,200	1,460
France (Med)	900	1,000
Italy	1,665	2,300
Turkey	1,050	1,050
Russia (Black Sea)	1,400	2,000
Russia (Baltic Sea)	1,600	2,300
Middle East		
Jebel Ali	1,430	1,730
Africa		
Northern Africa	1,450	1,810
Western Africa	1,850	2,950

Apr-Jun 2014

MAIN IMPORT RATES AND PORTS OF ORIGIN FOR SEPTEMBER 2014

Please note, the rates below are FOB port of loading

USD	20ft Container	40ft Container
China		
Shanghai	2,045	3,045
Ningbo	2,045	3,045
Shenzhen	2,045	3,045
Qingdao	2,070	3,100
Tianjin	2,070	3,100
India		
Mundra	2,145	3,045
Japan		
Kobe	2,070	3,095
Pakistan		
Karachi	1,945	2,945
Turkey		
Istanbul	1,125	1,325
U.A.E		
Jebel Ali	1,745	2,845
U.S.A.		
New York	2,500	3,500

PHOENIX COMMODITIES INVESTS IN GIURGIULESTI FREE ECONOMIC ZONE

In June this year Phoenix Commodities Srl, a Moldovan based affiliate of the global commodity trading corporate, entered into a long-term lease of some 6,000 m² in the Business Park of Giurgiuilesti International Free Port.

The company will invest in warehouse facilities for the storage, manufacturing and processing of agricultural products. The location is advantageous for Phoenix Commodities in particular due to the close access to the container terminal of Giurgiuilesti International Free Port enabling the company to conduct

direct world-wide exports from Moldova to Phoenix Commodities customers worldwide.

“We have been successfully working together with Phoenix Commodities since last year. The conclusion of the long-term agreement with this reputable global partner proves the significance of access to modern infrastructure and efficient multimodal logistic services” stated Thomas Moser after signing.



**GIURGIULESTI
INTERNATIONAL
FREE PORT**

BUSINESS PARC

REGIM DE ZONĂ ECONOMICĂ LIBERĂ

SERVICII DE LOGISTICĂ MULTIMODALĂ:

- SERVICII DE EXPEDIȚIE PE CALE MARITIMĂ ȘI RIVERANĂ
- CALE FERATĂ CU ECARTAMENT ÎNGUST ȘI LARG

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OPERATIONAL RESULTS FOR FISRT HALF OF 2014

The transshipment volumes at Giurgiulesti International Free Port (GIFP) continue to increase. During the first six months of 2014 the total volume of cargo transhipped via GIFP almost doubled, reaching a total of 306,234 tons compared to 155,051 tons during the same period last year.

The majority of the transhipped volumes were grain and oil seeds in bulk with 167,272 tons mostly exported via Giurgiulesti in maritime vessels directly to the Mediterranean market. Other cargo transhipped via Giurgiulesti International Free Port were 64,756 tons of mineral oil products originating from Romania, Bulgaria, Israel and Austria, 54,791 tons of vegetable oil exported with maritime tanker vessel to the Mediterranean market, 7,737 tons of construction materials delivered to Giurgiulesti in bulk by barges from Romanian Danube ports, 7,691 tons of soda ash in big bags delivered by

maritime vessels from Turkey and Bulgaria, 2,999 tons of malt delivered to Giurgiulesti from Austria via the Danube by river barges and about 1,000 tons of other cargo such as agricultural machines delivered by barges via the Danube from Germany.

In addition to the transshipment of cargo in bulk and general cargo, a total of 2,768 sea containers, equivalent to 4,226 TEU, were transhipped via Giurgiulesti International Free Port during the first half of 2014 compared to 1,370 sea containers during the same period in 2013. Over 50% of the import containers originated from China with the remainder originating from Spain, Turkey, India, United Arab Emirates, Canada, Argentina and the USA. About 33% of the export containers were delivered to the USA. Other important destinations for export containers were the Philippines, Taiwan, Malaysia, China and Turkey.



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