### **NEWSLETTER**



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**OPERATIONAL RESULTS 1ST HALF 2015** 









**OPERATIONAL RESULTS FOR THE FIRST HALF OF 2015** 

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## DUTCH SENIOR EXPERT SUPPORTS THE OPTIMIZATION OF GIFP'S CONTAINER TERMINAL OPERATION



"Fantastisch" was the favourite comment of Dolf Dalmeijer while he visited Danube Logistics and GIFP for two weeks in March.

With over 20 years of experience in container terminal operations, Dolf is a professional senior expert, providing his expertise on a voluntary basis via Dutch governmental the program PUM - Netherlands Senior Experts. PUM identifies suitable senior experts that are interested in providing business advice and technical assistance

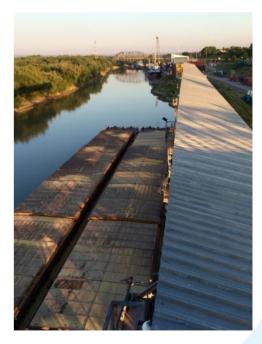
to organizations in developing countries and emerging markets. Before Giurgiulesti Port, Dolf advised more than 25 ports in Africa, Middle East, Eastern Europe and the Caribbean mainly on logistical, operational and organizational matters.

The objective of our collaboration in March was to identify and to take away bottlenecks of our port terminal operations and to identify measures in order to prepare for increasing volumes.

The entire container process chain was observed and analyzed on-site including unloading and loading from/onto the container vessel, the organization of the storage of containers and the loading/unloading onto/from trucks. The most important part were the

detailed and fruitful discussions with Dolf, our head of departments and the workers with an exchange of ideas, discussion of best practices and determining measures for further improvement.

Thereby after the PUM mission and Dolf's contribution, we took another step in our efforts to "fantastic" operations of GIFP's Container Terminal.



## GIFP ON EURONEWS: THE DANUBE PROVIDES NEW TRADE ROUTE FOR MOLDOVA



Moldova is increasing its efforts to overcome Russia's export embargo.

It is using a 460-metre stretch of a port on the Danube river to send its good abroad to the European Union and beyond.

Danube Logistics are the Dutch operator's of the Giurgiulesti port.

Thomas Moser, Danube Logistics' General Manager, said: "We saw, because of this embargo, last year for the first time the export of apples. It's the same with wine, we see a steady increase in the export of wine in containers to far growing markets like the United States and China and elsewhere. We are happy to support the Moldovan exporters in these difficult times."

### **BUSINESS**

# The Danube provides new trade route for Moldova



Through the new port, Moldova's products reach 43 countries, something they didn't do before, as previously the majority of exports were taken by truck to Russia.

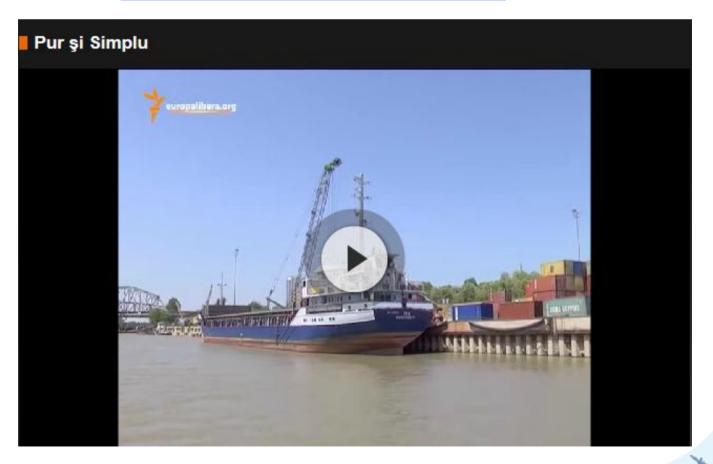
Article & video on: <a href="http://www.euronews.com/2015/04/17/">http://www.euronews.com/2015/04/17/</a>
the-danube-provides-new-trade-route-for-moldova/

### GIFP ON "PUR SI SIMPLU" - A VIDEO PROJECT BY RADIO EUROPA LIBERA

#### At maritime gates | A report by Alexandru Popescu.

For almost ten years, Republic of Moldova has a maritime gate at the most southern tip of the country - Giurgiulesti International Free Port, a place that becomes more and more attractive for the business environment, always seeking new ways to diversify export. The private company administering Giurgiulesti International Free Port has been continuously increasing the volumes of goods transshipped via the Port, be it imports or exports. This, together with new investors in the Free Economic Zone within the territory of the Port determined the company operator and administrator of the Port to open new terminals and build the necessary infrastructure. To find out more about how the Port operates, the advantages and growth potential, as well as how these investments changed the lives of many people in the area, you can watch the video report by Alexandru Popescu.

Source and video: <a href="http://www.europalibera.org/media/video/27051573.html">http://www.europalibera.org/media/video/27051573.html</a>



## CHINA SHIPPING CONTAINER LINES EXPANDS ITS SERVICES TO GIURGIULESTI INTERNATIONAL FREE PORT

On 25 June 2015 China Shipping Container Lines and Danube Logistics, the general investor and of operator Giurgiulesti International Free Port, signed a terminal service agreement enabling China Shipping Container to expand its global container shipping services to Moldova. This decision of China Shipping Container Lines is part of the Chinese government's initiative to revive the ancient Silk Road via its Silk Road Economic Belt and 21st Century Maritime Silk Road projects.

China Shipping Container Lines is third of international container shipping lines offering a direct service to Giurgiulesti International Free Port. In 2014 the transshipment of containers via Giurgiulesti International Free Port increased by 68% to more than 11,000 TEU. Last year 57% of import containers originated from China and 76% of the export containers were shipped from Giurgiulesti International Free Port to Asian markets.

Thomas Moser, the Chairman of Danube Logistics stated: "China Shipping Container Lines decision to offer direct services to Moldova via Giurgiulesti International Free Port is the result of our successful

collaboration over the last three years. Moldovan exporters will from now on be able to export their goods in regular or refrigerated containers from Moldova with China Shipping Container Lines' to the world market. Especially Moldovan companies exporting agricultural goods to the fast growing markets in Asia and the Arabian Gulf will greatly benefit from this new service.

Our collaboration with China Shipping Container Lines is the first project of our strategy to develop Giurgiulesti International Free Port as one of the logistics centers and business parks of the New Silk Road. The service agreements we have signed today will enable us to start the development of a special zone within the territory of Giurgiulesti International Free Port for Chinese investments of companies, who wish to access not only the Moldovan but also the European Union and CIS markets."



## MAIN EXPORT RATES AND DESTINATIONS VIA GIFP FOR AUGUST 2015

USD	20ft Container	40ft Container
Asia		
China	1,100	1,150
Vietnam	1,300	1,600
Philippines	1,400	1,750
Indonesia	1,000	1,465
Thailand	950	1,465
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

## MAIN IMPORT RATES AND PORTS OF ORIGIN VIA GIFP FOR AUGUST 2015

Please note, the rates below are FOB port of loading, unless specified otherwise

USD	20ft Container	40ft Container
China		
Shanghai	1,200	1,850
Ningbo	1,200	1,850
Shenzhen	1,200	1,850
Qingdao	1,225	1,900
Tianjin	1,200	1,850
India		
Mundra	2,195	3,145
Japan		
Kobe	1,920	2,895
Pakistan		
Karachi	1,995	3,045
Turkey		
Istanbul	900	1,135
U.A.E		
Jebel Ali	1,795	2,945
U.S.A.		
New York	2,500	3,500
Spain		
Castelon* *EXW	1,615	-

#### OPERATIONAL RESULTS FOR THE FIRST HALF OF 2015

Transshipments volumes via Giurgiulesti International Free Port increased by 32%. During the first six months of 2015, transshipments reached a total of 403,236 metric tons of cargo, compared to 306,589 in the same period last year.

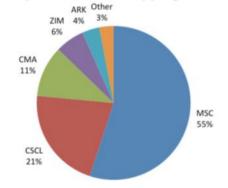
With the 2014/2015 grain export season finishing around 190,000 tons of grain were transshipped in the first half of 2015, which represents an 11% increase compared with over 170,000 tons for the same period last year.

A significant increase of 85% to 120,000 tons is registered at import of oil products compared to over 64,000 for the same period last year. Also export of vegetable oil increased by 18% reaching 65,000 metric tons.

Transshipment of construction materials increased almost 4 times, from 7,737 tons in the first half of 2014 to 28,230 same period this year.

## CONTAINER TRANSSHIPMENT | TOP 5



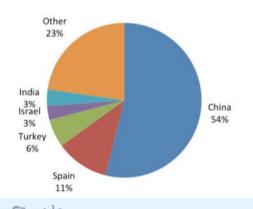


In addition to general cargo, 2,800 containers were transshipped via GIFP's Container and General Cargo Terminal, slightly increasing to last year's period.

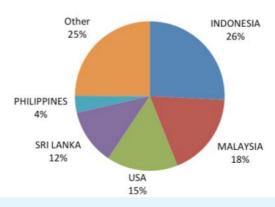
Main imports: electronics, construction materials, tires & machinery, detergents and consumer goods.

Main exports: grain, flour, spirits, wine, glass and wood.

**Top 5 Import Countries** 



### **Top 5 Export Destinations**



## AVAILABLE LAND FOR LEASE | RESIDENT GFEZ

Danube Logistics offers 6ha of land for long term lease in Giurgiulesti Free Economic Zone, suitable for investment in warehouses and distribution centers, manufacturing facilities, processing plants and other. Residents of Giurgiulesti Free Economic Zone benefit of the following fiscal and customs advantages:

#### Saving income tax

75% reduction on applicable corporate income tax of Moldova in the first ten years (currently 3% instead of 12%), further the tax will be reduced by 50% for the remaining period until 2030

#### Eliminating customs duties and indirect taxes

All operations in the GFEZ are free of duties, excise taxes and VAT including transactions between residents and the supply of goods and services from outside of the GFEZ to the residents e.g. for the construction and operation of the facilities

Contact us for more details!





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