



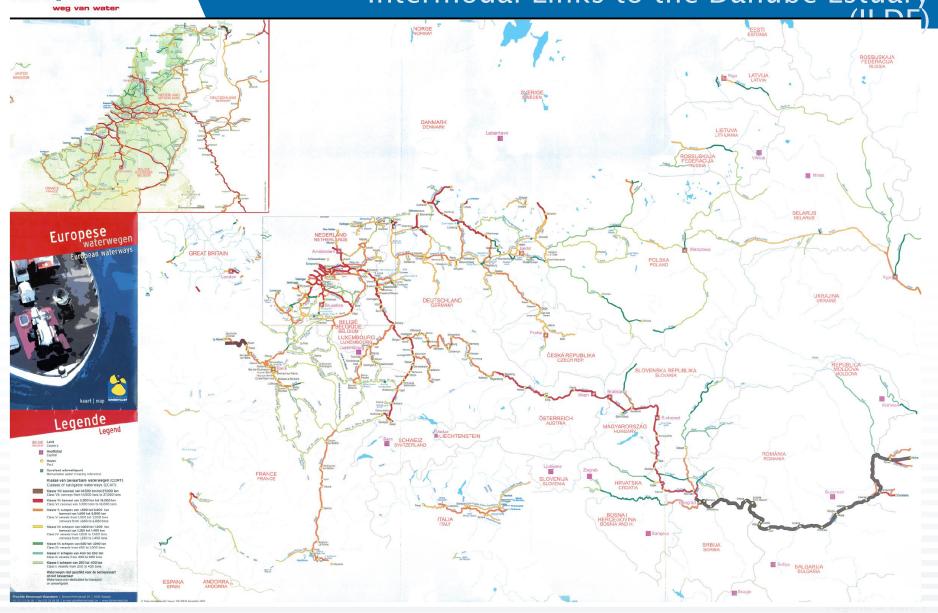
Waterwegen en Zeekanaal NV (W&Z)



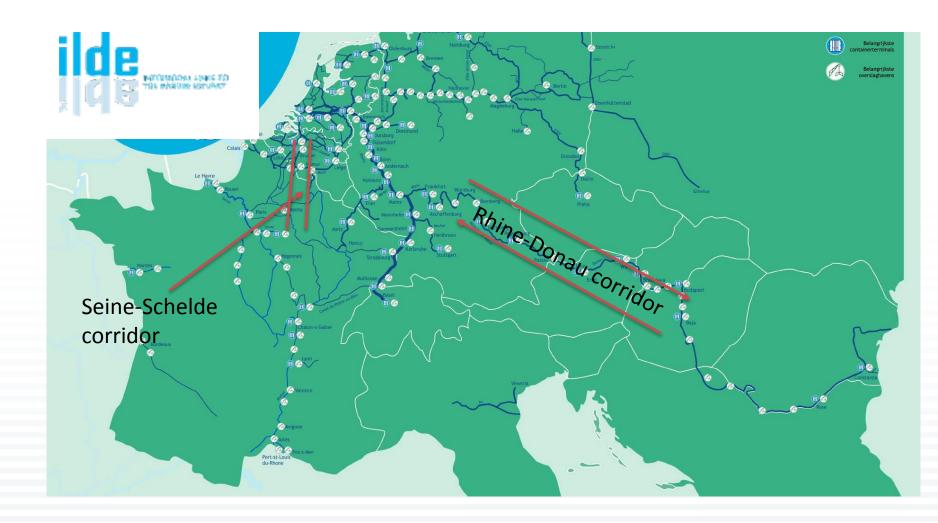


Ir. Leo Clinckers Chief Executive Officer (CEO) Waterwegen en Zeekanaal NV







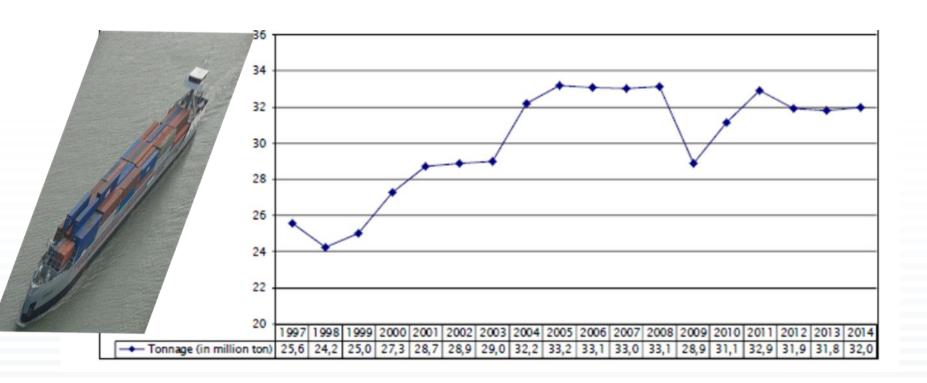








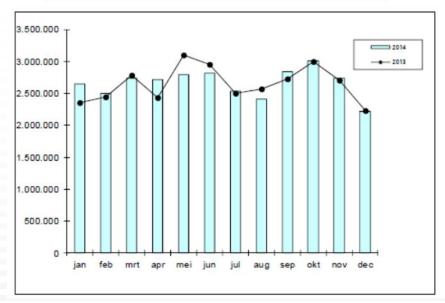
Total Amount of cargo transport (tonnage) in Flanders on the inland waterways in management of Waterwegen en Zeekanaal, 1997-2014







	2012	2013	2014	eff. groei	% groei
jan	2.571.176	2.349.397	2.648.814	+299.417	+12,74%
feb	2.397.092	2.448.437	2.498.555	+50.118	+2,05%
mrt	3.002.779	2.784.388	2.738.224	-46.164	-1,66%
apr	2.694.051	2.435.824	2.712.698	+276.874	+11,37%
mei	2.872.859	3.094.883	2.799.839	-295.044	-9,53%
jun	2.985.039	2.953.862	2.814.826	-139.036	-4,71%
jul	2.411.399	2.505.362	2.537.862	+32.500	+1,30%
aug	2.540.857	2.567.133	2.412.196	-154.937	-6,04%
sep	2.790.095	2.729.027	2.840.691	+111.664	+4,09%
okt	2.812.452	2.995.577	3.011.489	+15.912	+0,53%
nov	2.665.855	2.703.958	2.738.624	+34.666	+1,28%
dec	2.156.908	2.226.348	2.217.799	-8.549	-0,38%
TOTAAL	31.900.562	31.794.196	31.971.617	+177.421	+0,56%









Possible solution

MODAL SHIFT → INLAND NAVIGATION





1 SHIP 1200 TON

N WAGONS

TRUCKS





New relationships? ...



Trade between Belgium and Hungary

	2013	2013		
	Export (tonnes)	Import (tonnes)	Export (%)	Import (%)
Agricultural	45,687	46,265	(11%)	17%
Food	32,264	56,717	8%	(21%)
Textile	7,027	4,531	2%	2%
Wood, paper, printing industry	6,801	19,115	2%	7%
Chemicals	221,477	54,710	56%	20%
Building and building materials	8,040	6,886	2%	3%
Steel, iron, non-ferro and processed	42,534	35,608	(11%)	(13%)
Machinery, automotive; Industrial electronics	11,674	24,342	3%	9%
Consumer electronics	7,153	10,629	2%	4%
Other	3,199	645	1%	0%
Public utilities and waste	12,256	12,882	3%	5%
Total	398.112	272,330	100%	100%

Source: Comtrade; Processed by BCI





Mid-term potential for inland shipping		Belgium-Hungary		The Netherlands- Hungary		Belgium and the Netherlands - Hungary	
	Exports (tonne)	Imports (tonne)	Exports (tonne)	Imports (tonne)	Exports (tonne)	Imports (tonne)	
01 - Live animals	2	1	7,871	232	7,873	234	
02 - Meat and edible meat offal	574	222	10,039	661	10,613	883	
07 - Edible vegetables and certain roots and tubers	447	448	8,016	86	8,463	534	
08 - Edible fruit and nuts; peel of citrus fruits or melons		69	2,978	24	5,517	93	
12 - Oil seeds and oleaginous fruits; miscellaneous grains, seeds and fruit; industrial or medical plants; straw and fodder		1,889	5,784	7,207	5,935	9,096	
10 - Cereals	147	821	116	16,618	264	17,439	
15 - Animal or vegetable fats and oils and their cleavage products; prepared edible fats; animal or vegetable waxes	751	967	6,335	9,150	7,085	10,117	
22 - Beverages, spirits and vinegar	0	0	2,898	3,048	2,898	3,048	
72 - Iron and steel	1,913	1,255	12,862	811	14,775	2,066	
73 - Articles of iron or steel	525	360	2,469	451	2,993	811	
76 - Aluminium and articles thereof	987	260	16,620	266	17,606	525	
83 - Miscellaneous articles of base metal	20	142	7,823	13	7,843	156	
27 - Mineral fuels, mineral oils and products of their distillation; bituminous substances; mineral waxes		93	1,157	633	2,418	727	
29 - Organic chemicals	2,854	619	7,968	465	10,823	1,085	
31 - Fertilizers	3,203	7	11,353	0	14,555	7	
39 - Plastics and plastic products	7,478	1,337	20,440	504	27,918	1,842	
84 - Nuclear reactors, boilers, machinery and mechanical appliances; parts thereof	761	575	7,905	10,522	8,665	11,097	
87 - Vehicles other than railway or tramway rolling-stock, and parts and accessories thereof	218	799	14,642	687	14,860	1,486	
23 - Residues and waste from the food industries; prepared animal fodder		726	29,384	4,556	30,432	5,283	
Total	24,877	10,593	176,661	55,935	201,538	66,528	



- ILDE (Intermodal Links to the Danube Estuary)
 - partnership Hungary-Romania- Flanders
 - market potential → start an inland shipping test →
 - aim short term: 180.000 T or 9.000 truckloadsmid to long term: 280.000 T or 14.000 truckloads

Flanders: GDP = 216.286 mio euro

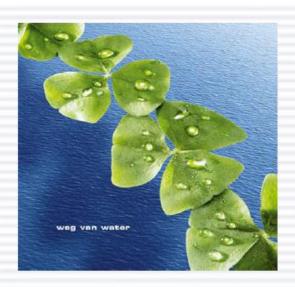
population = 6,4 million

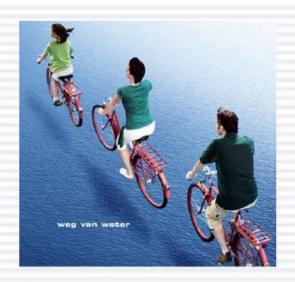
Hungary: GDP = 100,5 billion euro

population = 9,9 million











Waterwegen en Zeekanaal NV

weg van water

Thank you for your attention!

Any Questions?