

Linking Türkiye by Danube

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Introduction to Tawil Group

- Established in 1964
- Operates in over 25 countries
- Employs over 800 employees worldwide
- Key sectors: Metal Recycling, Shipping, Real Estate and Trade
- Largest metal recycling network in CEEE
- Exports over 1.5m tons of ferrous and nonferrous scrap annually.

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Key Metrics of Tawil Group on the Danube

- Ships between 150– 250k metric tons of steel through the Danube annually.
- Operations through Sometal GmbH (Austria) and Sometal SAL (Lebanon).
- Ports: 15 direct operating ports from Brake (Germany) all the way to Constanta (Romania)
- Route: Austria and Hungary to Romania (Constanta Port), then to Turkey.

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Importance of the Danube in Enhancing Commerce in Europe

- The Danube River is a vital waterway for European trade.
- Connects Central and Eastern Europe to the Black Sea.
- Facilitates the movement of goods, reducing transportation costs.
- Supports economic integration and regional development.
- Promotes sustainable and environmentally friendly transport.

Challenges in Danube Navigation: Overview

- Introduction to challenges
- Significance of addressing these issues



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Challenges: Drought-Induced Low Flow

- During the summer season, the Danube experiences low levels of water causing a 'drought-induced low flow'.
- Impact on shipping costs and navigation.
- Reduced water depth limits vessel load capacity.
- Increased frequency of groundings and delays.
- Higher shipping costs and longer transit times.
- Potential for disrupted supply chains and increased prices.

Solutions to Drought-Induced Low Flow

- Infrastructure improvements: Dredging, construction of reservoirs and dams.
- Technological solutions: Shallow-draft vessels, real-time water level monitoring.
- International cooperation: Collaborative water management strategies.
- EU initiatives to enhance waterway infrastructure.
- Acknowledgement of continued efforts: Sustained investment and innovation.
- Importance of international cooperation in mitigating climate impacts.

Challenges: Navigation Permits

- Occasional delays in obtaining navigation permits.
- Positive collaboration with European officials.
- Role of the Danube Commission and embassies in resolving issues.
- Acknowledge the efforts and cooperation of states' authorities.
- Importance of streamlined regulatory processes.

The logo for TAWIL GROUP is a circular emblem with a gradient from light green at the top to light orange at the bottom. Inside the circle, the letters 'T' and 'G' are intertwined in a stylized, light green font.

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Importance of Turkey in International Business

- Major importer of steel scrap from Europe.
- Significant foundries supporting regional industry.
- Pro-business policies attracting foreign investment.
- Clear business regulations and predictable environment.
- Turkey as a key market for Tawil Group's steel output.
- Highlighting Turkey's economic growth and industrial capabilities.
- Importance of Turkey for Tawil Group's business strategy.

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Future Plans

- Tawil Group purchased a fully fledged shipyard in Sulina, Romania.
- Plan is to build innovative and modern barges to navigate the Danube.
- Positive impact on Danube navigation and traffic.
- Strengthening the mutual relationship with the Danube commission.



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Conclusion

- Importance of the Danube Commission in facilitating European and international trade.
- Turkey's strong economy and favorable business environment.
- Tawil Group's strong ties with both the Danube region and Turkey.
- Looking forward to continued collaboration and growth with both by strengthening synergies and mutual benefits.

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