



Passenger Transport on European Waterways

Economic Situation

By Capt. Robert Straubhaar



International Union of Marine Insurance

September 20, 2005

Contents



RIVERS



SHIPS



BUSINESS



Rivers



Rivers



Cruises & Seasons



On Season

March – October

March / April

December

Holiday Cruises

Tulip Cruises NL

Christmas Cruises



Off Season

November – February

Hotelships for Fairs



Always

January – December

Charter Business



Rivers



Typical Itineraries

- ◆ Rhine: Basel – Amsterdam 1 week
- ◆ Elbe: Prague – Magdeburg 1 week
- ◆ Rhône: Avignon – Lyon 1 week
- ◆ Danube: Budapest – Passau 1 week
- ◆ Rhine/Danube: Amsterdam – Constanta 3 weeks





Ships



Figures



Construction



Finance



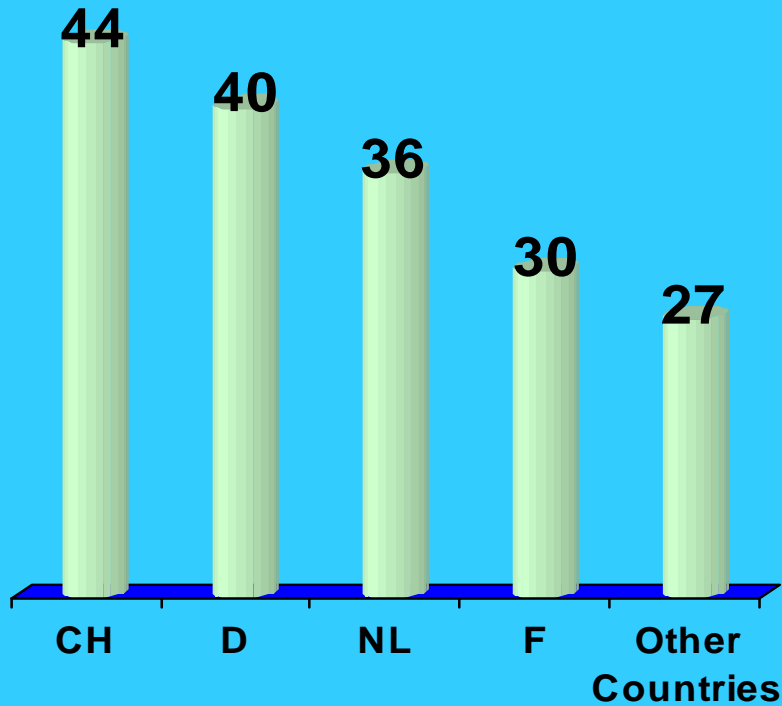
Organization



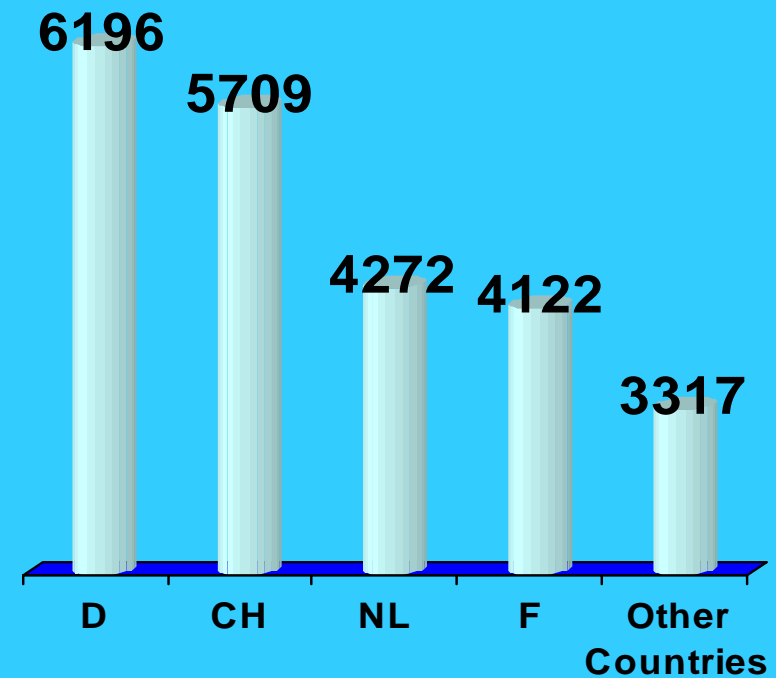
Ships

Figures: Ships & Beds, Season 2005

177 Ships



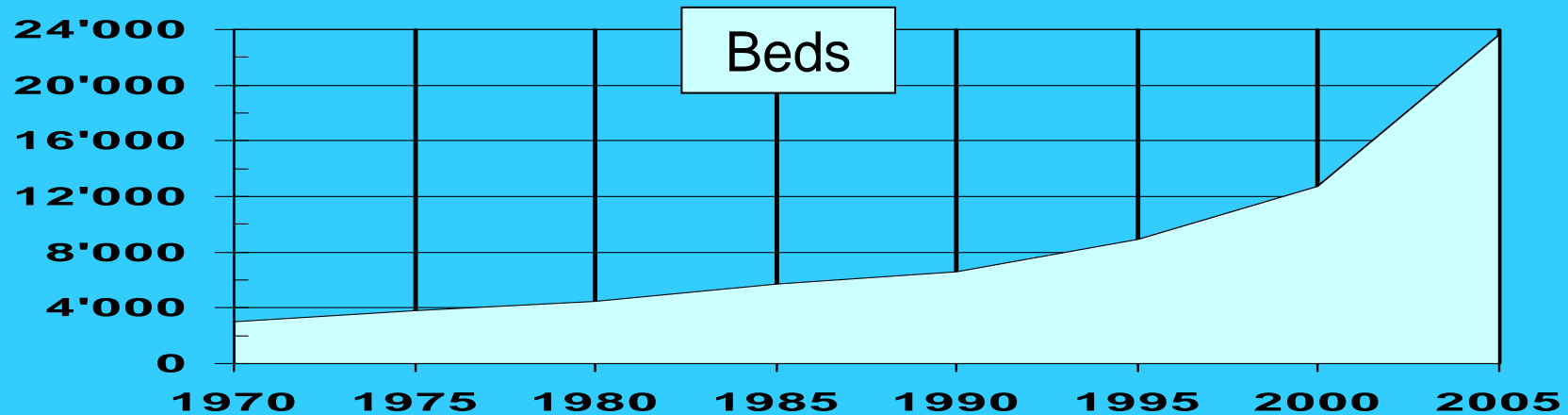
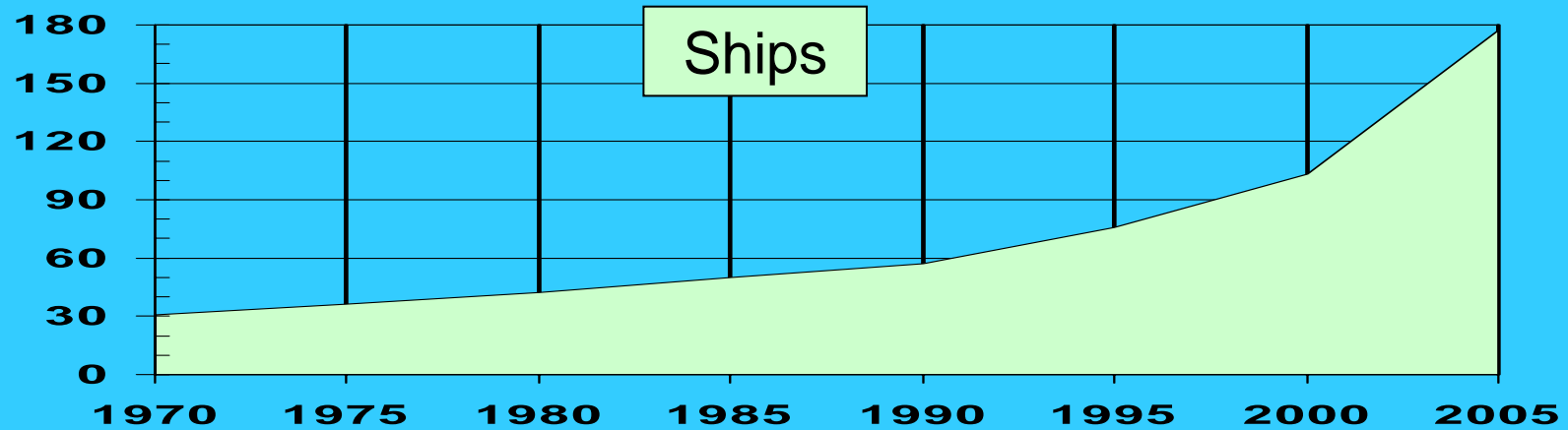
23'616 Beds



Ships



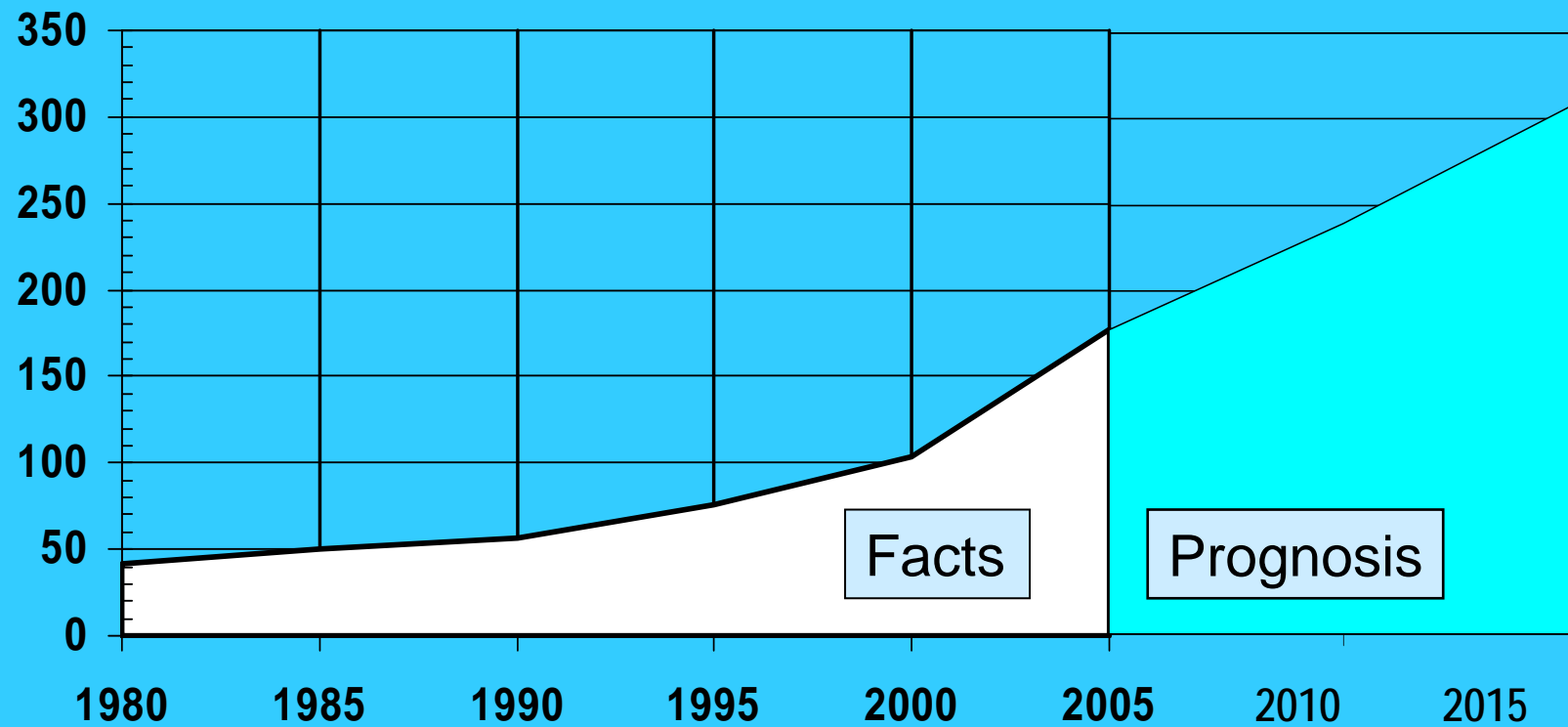
Figures: Ships & Beds, Development



Ships



Figures: Facts & Prognosis



Ships



Construction



Time for Construction: 6 – 12 months (approx.)



Measurements & Facts of a Typical River Cruise Ship

- Length 110.00 m (360 feet)
- Beam 11.40 m (37 feet)
- Draught 1.50 m (5 feet)
- Passengers 140 (70 Guest Cabins)
- Ship & Cabins are Air Conditioned
- Every Cabin is equipped with Shower or Bath
- TV, Telephone
- E-mail Facilities
- Elevator









Ships



Finance



Price of New Buildings: €9 – 15 Mio



Ways of Financing:

- Bank – Mortgage 70%
- Bank – Leasing 70%
- Premicon Model up to 100%

With the Premicon Model the Tour Operator has the Choice

- Finance
- Yardsupport & Finance
- Yardsupport & Finance & Operation
(nautical / technical / catering)
 - Premicon Model is based on a Limited Partnership Tax Model in Germany



Ships



Organization



Crew / Passengers

Nautical 5 - 7

Hospitality 20 - 30

Fix Crew 25 - 37

Progr. Dir. 1 - 3

Total Crew 26 - 40

Passengers 120 - 200

Total People 146 - 240

Logistics / Services

- Fuel
- Water
- Spare Parts
- Food & Beverages
- Newspapers / Mail
- Laundry
- Medicine



Business



Passengers



Market Shares



IG River Cruise



Business

Passengers



The Typical Passenger

Age 55 +, Experienced Traveller

Good Level of Education

Interested in Culture and History

Sizable Assured Income

Travels with Partner



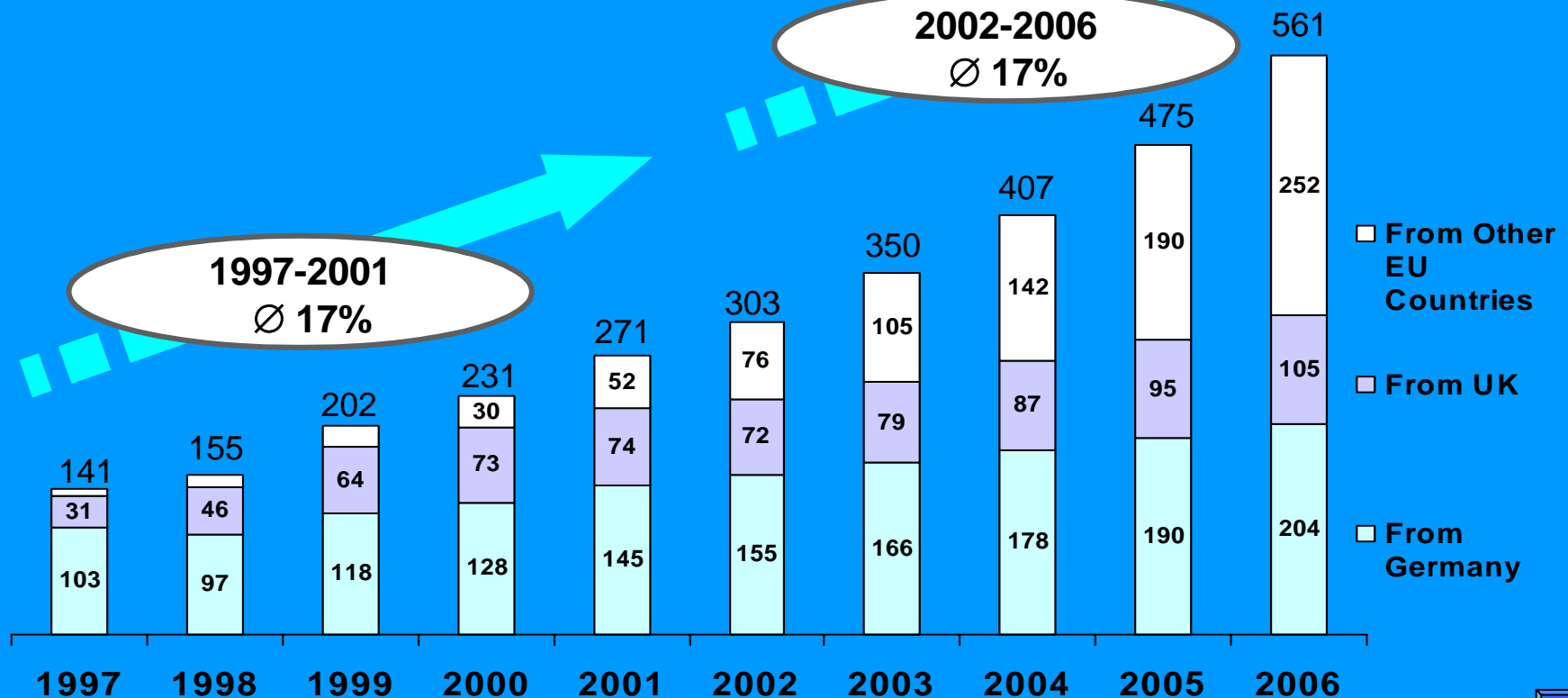
Target Group is Growing Rapidly



Business

Passengers

Strong EU Industry Growth



Source: DRV, PSA, VRC estimates

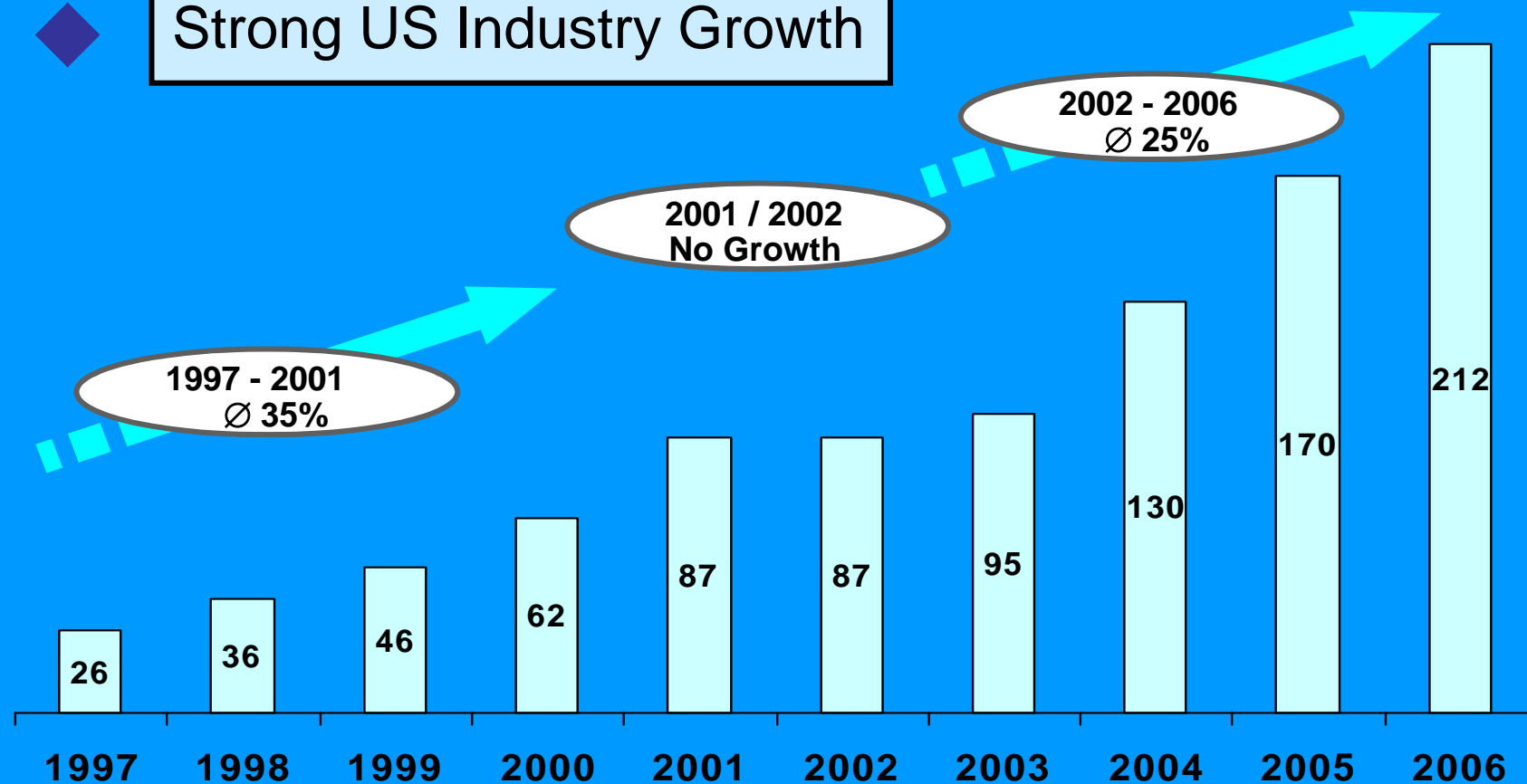


Business



Passengers

◆ Strong US Industry Growth

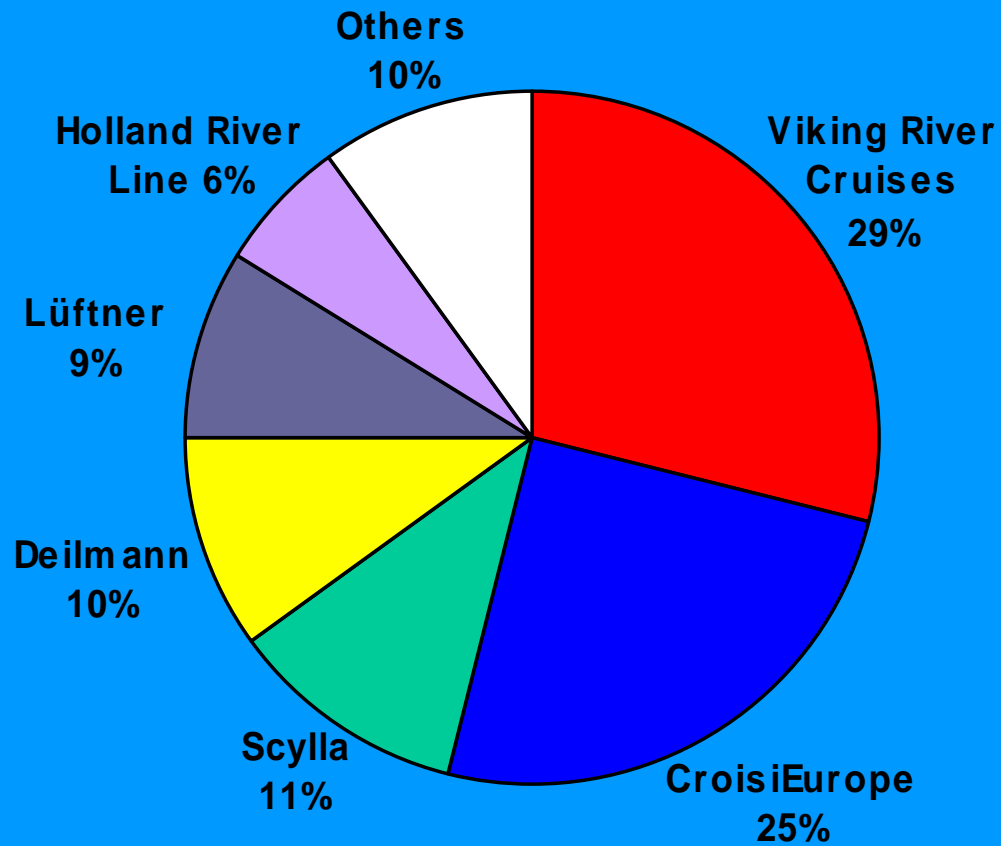


Source: VRC estimates



Business

Market Shares



Source: Analysis Viking River Cruises

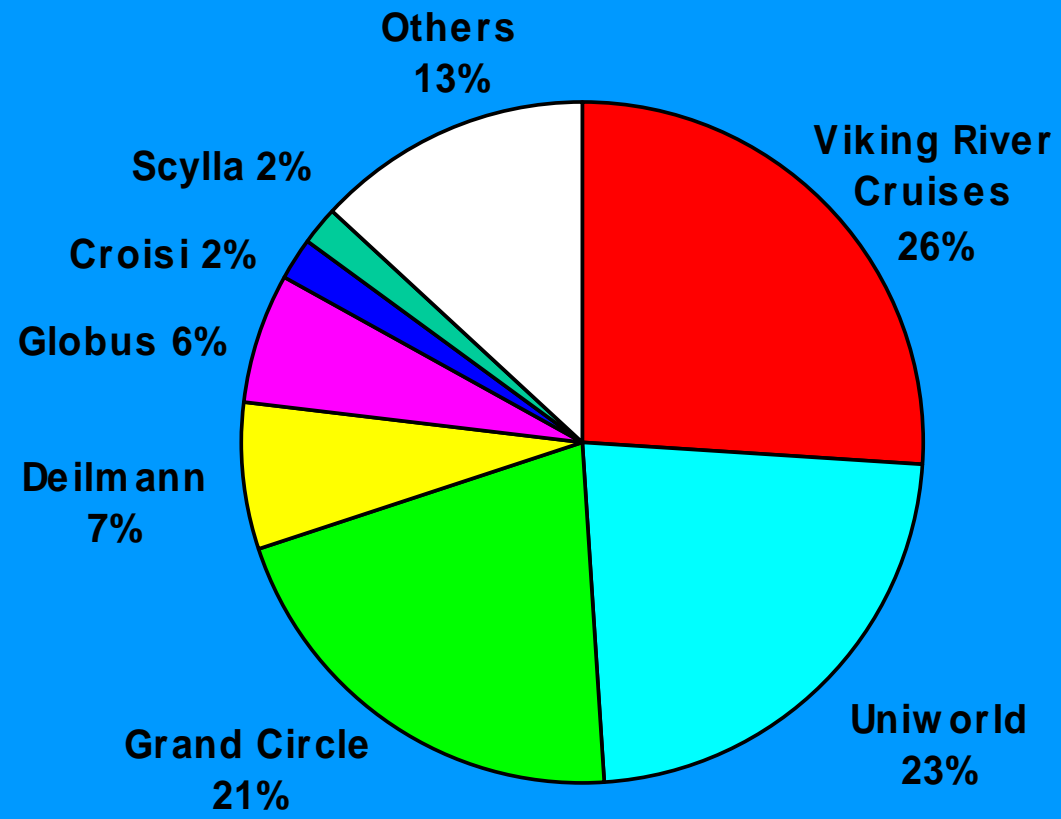


Business



Market Shares

◆ US



Source: Analysis Viking River Cruises



Business

Problems

- ◆ Moorings, Port Charges
- ◆ Delivery of Services to Ships Abroad
- ◆ Bridges: Novi Sad & Deggendorf
- ◆ Third Party Insurance for American Passengers
- ◆ VAT



Business



IG River Cruise

Founded: 2000 Bratislava / Summer 2004 Cologne

Association of the Leading European
River Cruise Companies



Purpose: A) Representation of Interests

B) Contact and Industry Representative

C) Internal Exchange of Information

D) Improvement of the Image of the Industry



Business



IG RiverCruise Contact



IG RiverCruise
Nauenstrasse 63A
Postfach
CH - 4002 Basel

Phone:
+41 61 205 1536
Fax:
+41 61 205 1539
E-Mail:
info@igrivercruise.com



