

Process of elaboration of a maritime and port strategy in Germany

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importance of ports and shipping

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- double function of ports
 - transport function
 - economic function

- economic contribution of shipping

reasons for a maritime and port strategy

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strategic guidance

provide all relevant stakeholders with a reliable basis for political and economic action

structure of the German strategy

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- analytical part
 - what are the present deficits ?

- objectives
 - what should be achieved?

- implementation part
 - what are the measures to reach the objectives?

success criteria of the German strategy

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- high-level political/administrative mandate
- participatory approach
- cabinet decision and publication

working structure of the German strategy

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- **governance board**
 - task: guidance and decision taking

- **maritime working group**
 - task: implementation of measures

- **Germany: coordination group**
 - task: evaluation of measures

- **Tunisia: maritime task force**
 - task: evaluation and coordination

Tunisian maritime and port strategy – first recommendations

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identify and concentrate on markets which are profitable in the long run

- liquid bulk
- passenger shipping
- car handling
- container shipping

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shipping industry

➤ identified deficits

- lack of access to finance of ships
- running costs for ship owners too high

➤ goals

- enhance the competitiveness towards the international shipping companies

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shipping industry

➤ measures

- establish an international (second) ship register
- provide investors with long term loans on favourable interest rates
- introduce a tonnage tax
- abolish the 6 % surtax

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ports industry

➤ identified deficits

- complex administrative and clearing requirements
- inefficient and delayed port operations
- natural limitations of the ports
- insufficient railway integration

➤ goals

- enhance the attractiveness of Tunisia's ports (speed of port operations; quality of services)

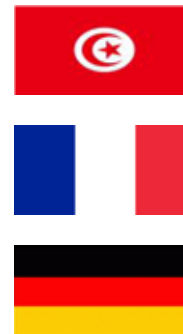
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ports industry

➤ measures

- reduce administrative burden and clearing requirements: concept of „one contact point“ or „single window“
- accelerate port operations:
hardware: port equipment, infrastructure
software: organisation and deployment of personnel
- attract medium sized ships and search for new markets



Thank you for your attention