



LNG in Transport from vision into reality
Cees Dikker



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MARKET ATTRACTIVENESS OF IWW

Vast network of IWW with high accessibility

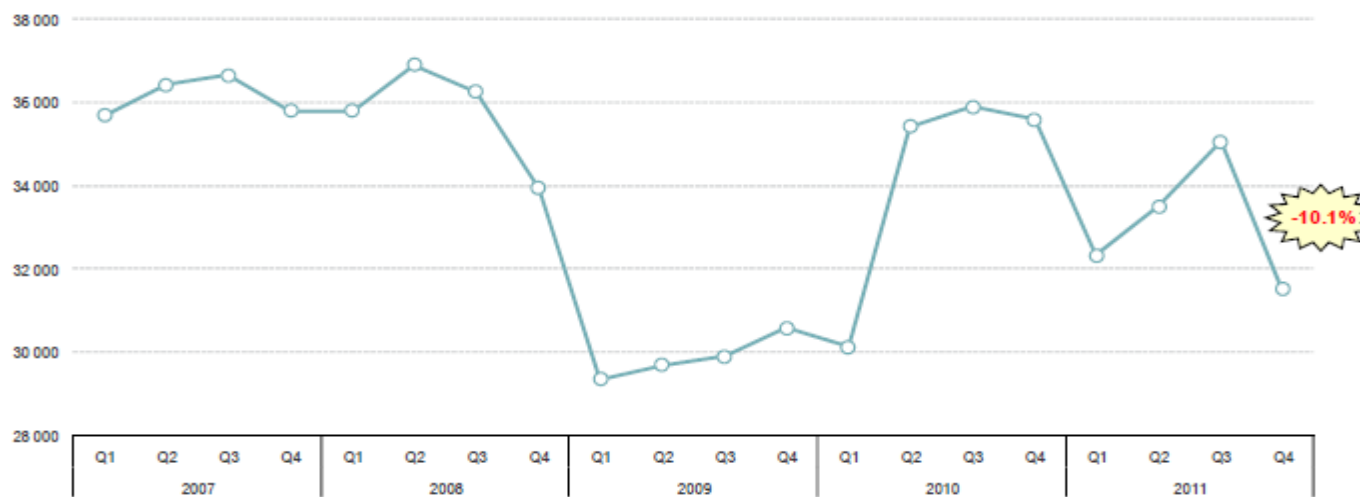
Cheapest modal transport option

High operational safety

High on-time delivery standards

- High growth potential
- Innovation in engine technology, fuel will develop the market

Figure 1: Quarterly transport performance of goods on inland waterways in EU-27 - Mio TKm



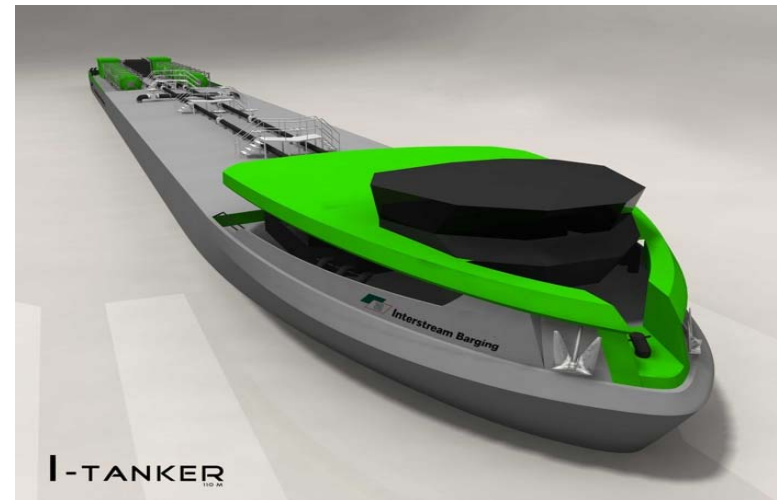
MARINE EVOLUTION

Environmental

Containerized fuel oil propelled barge



LNG propelled barge



Total costs of ownership

HOW WILL LNG BENEFIT IWW



Pricing discounted to diesel



leaner burning fuel , with zero x,
 reduced . x & .



\ reliable . . . engine technology
 availability



EUROPE

- Focus on Marine & Road
- North West Europe
- Including Addressing Own Demand
 - 2 barges with ISB on Rhine



WHAT WILL HELP DEVELOP THE MARKET

LNG POLICY ASKS

**DERISK
CUSTOMER
CONVERSION**

**DEVELOP
STANDARDS**

**GENERATE
AWARENESS**



Engine technology

- Fuel substitution, Emissions compliance
- Fuel quality, Engine efficiency



Economics

- Price premium to diesel technology
- Total costs of ownership
- Payback period



Regulations

- Fueling infrastructure providers (Permits, safety guidelines)

**FOCUS ON KEY
PRIORITIES**

SUMMARY

- Solve the market entry barriers
- Drive Regulation & Standards to promote on LNG propelled barges in the Rhine
- Promote awareness session on LNG fuel amongst key policy making bodies

Think Big

