

Welcome to EuDA
2020 Brainstorming Workshop
Monday 17 February 2020, 11.00

*Trade Defence Instruments for Services
or
Enforcement of State Aid Regulations
to all non-EU State-owned Enterprises ?*





EUROPEAN
SHIPPING
WEEK



Alan Lievens
EuDA Chairman

EVENT HOST



EUROPEAN DREDGING ASSOCIATION



EUROPEAN
SHIPPING
WEEK



Paris Sansoglou
EuDA Secretary General

WORKSHOP MODERATOR



EUROPEAN DREDGING ASSOCIATION

Global Competition



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Competition against State-owned Enterprises



SoEs don't need to (cannot) apply Market Economy Principles.

In general, **managerial inefficiency** can lead to

- 👉 **substandard** (faulty) **under-priced** products or services;
- 👉 **value destruction** (value trap \gg added value) for the clients.

The poor can't afford to buy cheap. (Finnish proverb)

Private companies with managerial inefficiency go bankrupt (MT-LT).

SoEs with Managerial inefficiency

- 👉 can remain in business (e.g. with **cross-subsidisation**);
- 👉 can keep **inefficient** business models or technologies;
- 👉 at the **expense of competitors** with competitive advantage;



Global Competition from State-owned Enterprises

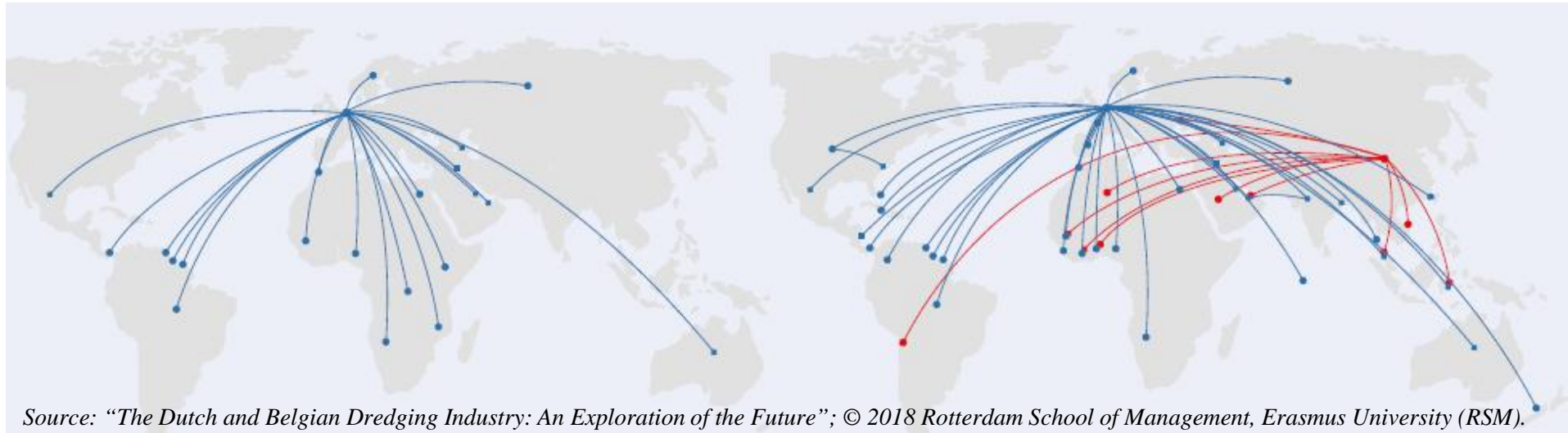


Overcapacity in global sectors and markets result in progressive elimination of the older and/or less productive capacity worldwide.

Global dredging projects

between 2010-2013

between 2013-2017



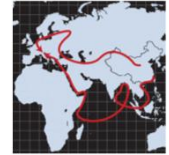
Source: "The Dutch and Belgian Dredging Industry: An Exploration of the Future"; © 2018 Rotterdam School of Management, Erasmus University (RSM).

“Combined with global State-owned Enterprises, domestically designed overcapacity becomes an economic weapon in global markets against all the other competitors.”



The Belt & Road Initiative

Opportunity or Threat to Europe ?



MERICs China Mapping

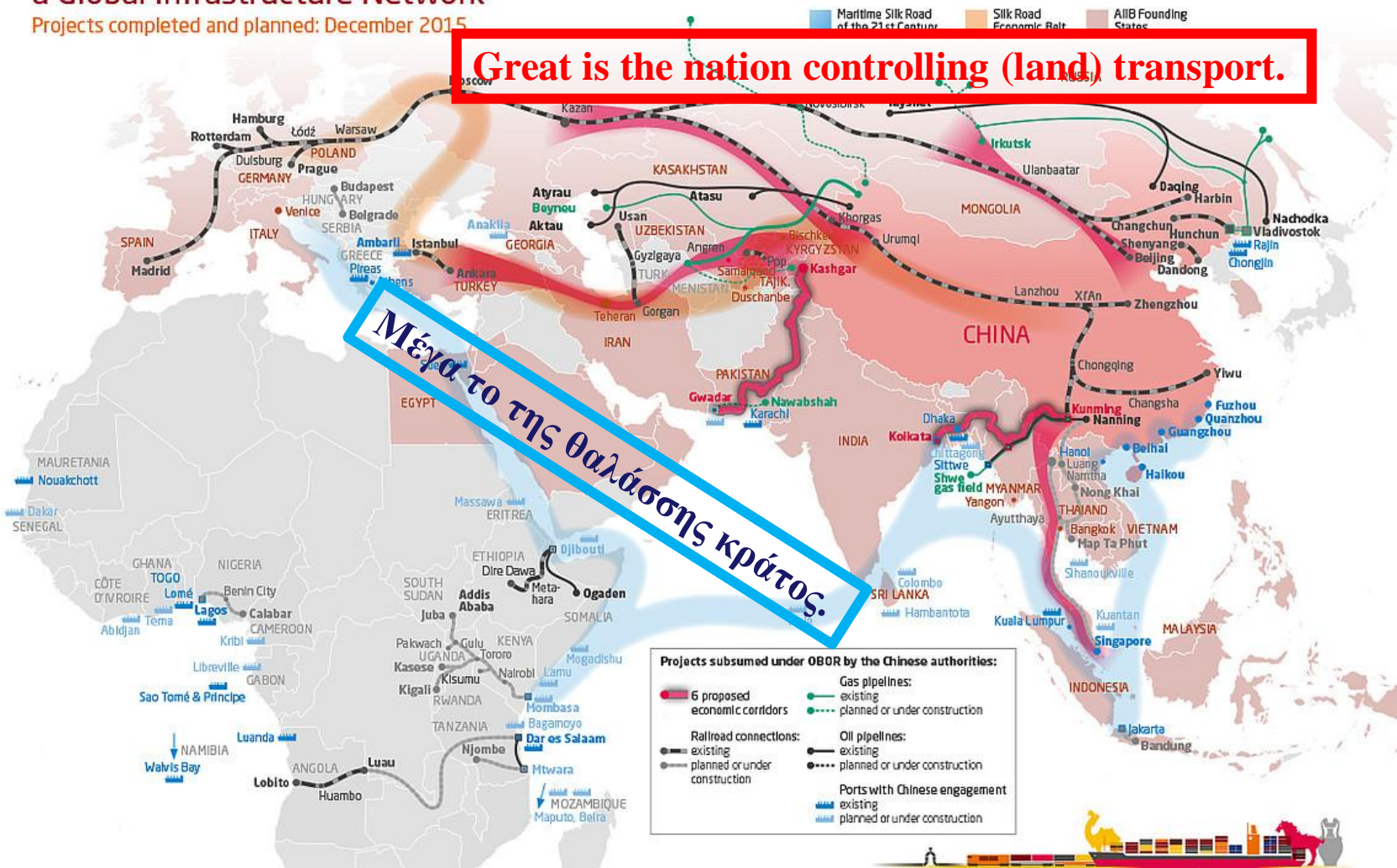
One Belt, One Road: With the Silk Road Initiative, China Aims to Build a Global Infrastructure Network

Projects completed and planned: December 2015



Great is the nation controlling (land) transport.

Μέγα το της θαλάσσης κράτος.



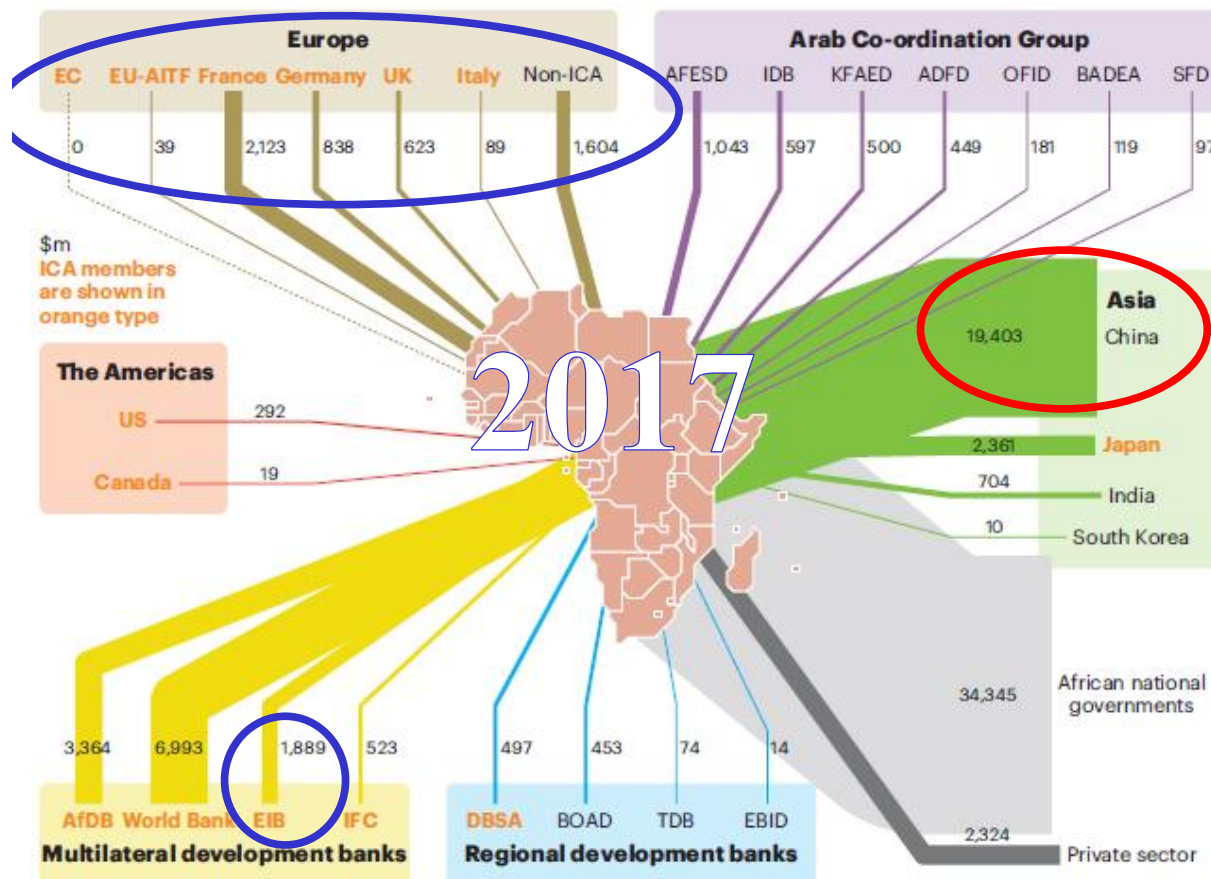
The BRI

Inside Europe: invisible tenders



The BRI

Outside Europe: closing of markets



Source: Annual Report 2017, Infrastructure Consortium for Africa

Tied Financing Arsenal: Development Aid

- Grants;
- zero-interest loans;
- debt relief;
- and concessional loans;

Financing Facilities

- export credit;
- market-rate export buyers' credits;
- commercial loans;
- equity funds.

Collaterals (key assets)

For Donors' Goods & Services



Europe at a crossroad !

Decisive action needed !





Karel De Gucht
Former European Commissioner for Trade
Belgian Minister of State and
President of the VUB Institute for European Studies

Call for Action

OPENING ADDRESS







*Trade Defence Instruments for Services or
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to all non-EU State-owned Enterprises ?*

Frank Hoffmeister

EUROPEAN COMMISSION – DG TRADE

Head of Unit H3 on

Trade Defence Investigations II. Anti-circumvention

Challenges ahead for TDIs on Services







*Trade Defence Instruments for Services or
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Bojana Dohms

EUROPEAN COMMISSION – DG COMP

Case Handling Assistant

in Unit E3 on State aid: Industrial restructuring

European Commission's Strategy on State Aid



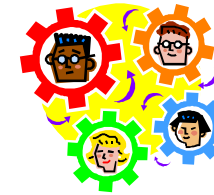




Paris Sansoglou
EuDA Secretary General

CONFERENCE MODERATOR







Thank you !

- **European Dredging Association:**
148 Avenue Grandchamp, B-1150 Brussels
e-mail: info@euda.be
Tel.: +322 6468183
Fax : +322 6466063
- **Website:**
www.european-dredging.eu





Welcome to EuDA Lunch

Monday 17 February 2020, 12.30

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