

PORT OF HAMBURG MARKETING



Annual Report



Port of Hamburg
www.portofhamburg.com



Port of Hamburg Marketing at a glance

Port of Hamburg Marketing was established in 1985. Today, as an international marketing organisation we are active in 14 locations further strengthening the Port of Hamburg's market position in international competition. With real commitment and very diverse activities we promote the attractiveness of the location and wide range of services provided in the Port of Hamburg. The ports in the Metropolitan Region have also found in us a strong partner for professional location marketing. Our members are particularly important to us. We

offer terminal operators, shipping lines, liner agents, rail companies, transport service providers, container packers, customs experts, basic and further training bodies, and many other companies professional marketing support with targeted communication, project and marketing activities, locally in Hamburg as well as in all the important target markets. The activities are company and competitively neutral and in the common interest of the port location.

A STRONG VOICE

280
MEMBERS

More than 280 members are involved in the Port of Hamburg Marketing Association.

ACTIVE IN THE MARKETS

14
LOCATIONS

14 locations worldwide strengthen the international position of the Port of Hamburg.

BROAD RANGE OF EXPERTISE

15
BUSINESS AREAS

Companies from over 15 fields are network their strengths in the marketing organisation.

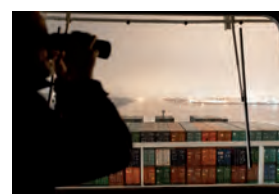
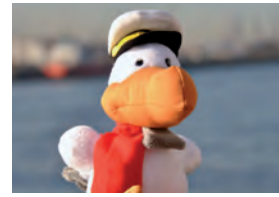
MARKET PRESENCE

25
MARKETS

Port of Hamburg Marketing and its members are active in 25 markets: in the German hinterland as well as in relevant international markets.

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FROM THE EXECUTIVE BOARD, SUPERVISORY BOARD AND REPRESENTATIVES MEETING

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A letter from the Executive Board

Ladies and Gentlemen,
Members and Partners,

In 2014 the Port of Hamburg achieved its best-ever result with total throughput of 145.7 million tons. This record became feasible because the high quality of Hamburg's performance was acknowledged by ship-owners and port customers. The quality and speed of its cargo handling and hinterland links, and a broad range of logistics services, led customers from all over the world to route their cargo via Hamburg.

However, the year 2014 was also marked by challenges. Against a background of delays to ships on container services, storage problems arose at terminals in the port. On top of these, numerous building works in the port and the Hamburg area sometimes hindered traffic flow. That a throughput record should have been attained despite difficult traffic and handling conditions shows how superbly the port and transport industry, along with all those involved, pulled together to one end. It also showed how essential frank and transparent communication is with shippers, shipping companies and the media.

The good result on throughput confirmed the strength of performance of cargo handling, storage and logis-

tics companies, on the one hand, and the success of the manifold activities undertaken by Port of Hamburg Marketing to position and strengthen the location, on the other. In the Port of Hamburg's most essential core markets, in 2014 we were involved in a host of different activities to build up relations between Hamburg's port and transport industry and its clients and partners. One priority in our work was to expand our activities in the Baltic region. With customer events, market projects, as well as intensification and build-up of new links in the Baltic and Scandinavia, we aim to strengthen our presence in these target markets and provide optimal backing for our members.

The mid-year opening of our Representative Office in North Rhine-Westphalia proved an outstanding success for us. We were able to accomplish this important step in cooperation with the Port of Dortmund. From there, we are now even closer to the market and able to serve the region faster and more intensively. North Rhine-Westphalia is a market hotly contested among the North Range ports, and of immense importance to the Port of Hamburg as its second largest market partner on hinterland container services.

During the last financial year we have also been very heavily engaged with trade associations and the world of politics in order to successfully position vital North German transport projects at a Federal level in Berlin. The German seaports are of tremendous importance for the entire German economy. Apart from the dredging of the Lower and Outer Elbe, adaptation and expansion of rail, road and inland waterway access corridors to handle growing freight volumes will be essential for keeping the universal port of Hamburg on its growth path.

The following pages will give you a detailed insight into our manifold marketing activities.

At this point we should like to express our warmest thanks to all staff of Port of Hamburg Marketing for

their work. It is only their dedicated commitment that has rendered possible our worldwide marketing for the Port of Hamburg.

Our special thanks are also due to Port of Hamburg Marketing's members. Their engagement in promoting the positive development of the Port of Hamburg is irreplaceable. Here we should once again like to emphasize this: Cooperation and membership in Port of Hamburg Marketing pay off. From among the large number of firms linked to seaborne foreign trade and the Port of Hamburg, we would wish to have numerous active members, dedicated like us to the location and the region, and joining our international network.



Ingo Egloff



Axel Mattern



Ingo Egloff
Executive Board

Ingo Egloff has been a member of the Executive Board of Port of Hamburg Marketing since 1 January 2014. As a corporate counsel he assists the Chairman of the Supervisory Board on legal matters, and is also responsible for the Projects Division.



Axel Mattern
Executive Board

Axel Mattern has been a member of the Executive Board of Port of Hamburg Marketing since 1 July 2011. He is responsible for the Communication and Information Division.

The Executive Board members are jointly responsible for the Self-Marketing, Administration and Market Coverage Divisions.



Report of the Chairman of the Supervisory Board

Ladies and Gentlemen,

The Port of Hamburg has completed a successful year and has asserted itself well in competition with other ports in the North Range. Professional port marketing plays a major role in underpinning and expanding the Port of Hamburg's competitiveness. The positive response we receive for Port of Hamburg Marketing's work from our customers, partners and other leading personalities in business, politics and trade associations demonstrates the high esteem that we enjoy. As an association, Port of Hamburg Marketing is the envy of other port locations in Europe.

In the past year we have once again performed the duties conferred on us as a Supervisory Board by the law and by our Articles of Association with the utmost care. In close and trustful cooperation, we have regularly advised the Executive Board on managing the association and continually supervised its conduct of the business. The Supervisory Board pays close attention to the operational and strategic development of the association.

The Supervisory Board held four meetings in 2014. These took place in February, June, September and November. Supervisory Board meetings were notable for the intensive and frank exchange of views between the Executive and Supervisory Boards. "Internal meetings" also took place in the course of the Supervisory Board meeting. These gave its members an opportunity to discuss topics in the absence of the Executive Board.

Insofar as the law, the Articles of Association or the rules of procedure required Supervisory Board assent for specific measures, an appropriate decision was passed. The members of the Supervisory Board regularly prepare for decisions on Executive Board measure requiring its assent on the basis of documents made available in advance by the latter.

Away from the meetings, as Chairman of the Supervisory Board, in addition I regularly conducted a personal dialogue with the Executive Board.

From September 2013, with expert assistance from independent consultants, the Supervisory Board searched for a person to fill the vacant position on the Executive Board. After an intensive process of selection involving several candidates, conducted by circulating written voting papers, in December 2013 the Supervisory Board appointed Ingo Egloff as a member of Port of Hamburg Marketing's Executive Board. For many years Ingo Egloff was a member of the Hamburg City Parliament and the German Bundestag, Germany's parliament. We were delighted that the association was able to embark on the year 2014 with a team of two once again heading its Executive Board.

Recurring topics at our regular meetings were the Executive Board reports on the financial situation of the association, the membership status, and the current activities and projects of headquarters and the repre-

sentative offices. The Executive Board also briefed us on the current market situation and the competition.

At its meeting of 26 February 2014, the Supervisory Board devoted close attention to the German Ports marketing alliance as well as the Port of Hamburg's activities in its core markets. The Supervisory Board also considered a revision of the Executive Board's plan for distribution of duties.

On 4 June 2014 the Executive Board reported on current activities in North Rhine-Westphalia and the related opening of the Representative Office in Dortmund in July. The Supervisory Board exhaustively considered the tight traffic situation in the Port of Hamburg and reached agreement that Port of Hamburg Marketing should coordinate PR work on current traffic projects in Hamburg, acting in close consultation with the Unternehmensverband Hafen Hamburg (UVHH), the Chamber of Commerce, the Logistics Initiative as well as public bodies. The Executive Board also presented the 2013 Annual Report.

The highlight of the meeting on 18 September 2014 was the Executive Board report on the Annual Accounts and related documents as at 31.12.2013. The Supervisory Board accepted the reports as presented and granted the Executive Board exoneration for the 2013 financial year. After full discussion and on the recommendation of the Executive Board, ESC Wirtschaftsprüfung GmbH of Hamburg was appointed auditor for the 2014 financial year. Another point considered by the meeting was the renewed revision of the Executive Board's plan for distribution of duties.

At its last meeting of the year on 18 November 2014, the Supervisory Board considered the budget for 2015. The Executive Board presented the traffic section of the new Internet presence www.hafen-hamburg.de currently under construction to the Supervisory Board. This section provides users with briefing on the current traffic situation in the Port of Hamburg.

The entire Supervisory Board thanks the members of Port of Hamburg Marketing for the trust placed in them. The Supervisory Board would also like to thank the Executive Board and all employees for their commitment and the work done. Together, they have contributed to a successful year in 2014.

Hamburg, June 2015

Thomas Lütje
Chairman of the Supervisory Board

MEMBERS OF THE SUPERVISORY BOARD Period 2012 – 2015

Thomas Lütje

Chairman
HHLA Container Terminal Tollerort GmbH

Dr. Dirk Claus

Vice Chairman
Seehafen Kiel GmbH & Co. KG

Jaana Kleinschmit von Lengefeld

Vice Chairman
ADM Hamburg Aktiengesellschaft

Heinrich Ahlers

Buss Port Logistics GmbH & Co. KG

Christine Beine

Handelskammer Hamburg

Andrea Briks

SACO Shipping GmbH

Thomas Brüggmann

GHB Gesamthafenbetriebs-Gesellschaft mbH

Nils Kahn

MSC Germany GmbH

Ina Luderer

Unternehmensverband Hafen Hamburg e.V.

Jens Meier

HPA Hamburg Port Authority AöR

Erhard Meller

Hansaport Hafenbetriebsgesellschaft mbH

Joern Prahl

Evergreen Shipping Agency (Deutschland) GmbH

Frank Schnabel

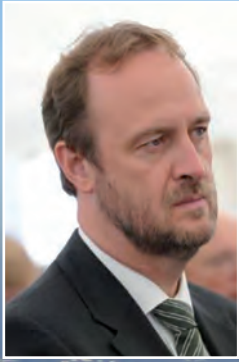
Brunsbüttel Ports GmbH

Michael Sieck

Hamburger Hafen und Logistik AG

Ingo Witte

HHLA Container Terminal Altenwerder GmbH



Report by the Chairman of the Representatives' Meeting



Ladies and gentlemen,
Dear members,

With 280 firms currently committed to Hamburg as a port and logistics base in our marketing organisation, total membership is at a good level. The total may not be up on the previous year, but generally we can report a growing number of members in recent years. That is a clear signal of trust and a sign that our activities are catering to members' interests.

An ordinary session, also an extraordinary session, of the Representatives Meeting took place during 2014.

The extraordinary session of the Representative' Meeting on 17 March 2014 addressed a renewed adaptation of the Articles of Association. In the Representatives' Meeting on 4 November 2013 The Articles of Association of Port of Hamburg Marketing were already passed but were not accepted by the Commercial Register because it was not evident who belonged to the Executive Board under Para 26 of the German Civil Code (BGB). On account of this, I requested the Executive Board to summon an Extraordinary Representatives Meeting in order to pass an appropriate change in the Articles of Association. The required one-third majority of those entitled to vote was achieved. In addition, the Representatives Meeting assented to the co-opting of Jörn Lauk, Walter Lauk Ewerführerei as successor

to Thomas Wolnewitsch, TCO Transcargo, who had to leave the Representatives' Meeting on account of a change of membership category with effect from 1 January 2014.

At the regular session on 24 November 2014, the Executive Board reported extensively on the association's current situation, and in particular on total membership as well as the current activities and projects by headquarters and the representative offices. The Executive Board also provided briefing on the current market and competitive situation. The report by the Chairman of the Supervisory Board was a further highlight. Thomas Lütje reported on the work of the Supervisory Board in 2013. The Representatives' Meeting then granted the Supervisory Board exoneration for the 2013 financial year. The Representatives' Meeting assented to co-opting Mark Hennings, GHB, as successor to Horst Nordhorn, who left the company on 30 September 2014 on reaching retirement age.

The entire Representatives Meeting thanks the members of Port of Hamburg Marketing for the trust placed in it. The Representatives Meeting thanks the members of the Executive Board and all staff for their commitment and performance. Together, they have con-



**MEMBERS OF THE
REPRESENTATIVES MEETING**
Period 2012 – 2015

Uwe Gaede

Chairman
Hamburg Südamerikanische Dampfschiffahrts-
Gesellschaft KG

Michael Berger

Buss Port Logistics GmbH & Co. KG

Hartmut Buß

Hansaport Hafenbetriebsgesellschaft mbH

Thomas Cotterell

H.D.Cotterell GmbH & Co. KG

Rainer Fabian

C. Steinweg (Süd-West Terminal)
GmbH & Co. KG

Sven Hargens

Brunsbüttel Ports GmbH

Holger Heinzel

Hamburger Hafen und Logistik AG

Mark Hennings (since 24.11.2014)

GHB Gesamthafenbetriebs-Gesellschaft mbH

Thorsten Kröger

NYK LINE (Deutschland) GmbH

Horst Nordhorn (until 30.09.2014)

GHB Gesamthafenbetriebs-Gesellschaft mbH

Thomas Wolnewitsch (until 31.12.2013)

TCO Transcargo GmbH

Jörn Lauk (since 17.03.2014)

Walter Lauk Ewerföhreerei GmbH

tributed to an extremely successful year in 2014. In addition, I should like to thank Messrs. Wolnewitsch and Nordhorn as former members for their contribution to the Representatives Meeting.

Hamburg, June 2015

Uwe Gaede
Chairman of the Representatives Meeting

Membership and contact persons

Become a member of Port of Hamburg Marketing now:

www.hafen-hamburg.de/en/member-form

All the contact persons, whether at headquarters or in the representative offices, can be found on our Internet site www.hafen-hamburg.de:

www.hafen-hamburg.de/en/hhm/contacts



A STRONG VOICE FOR THE PORT OF HAMBURG

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12 Port of Hamburg Marketing

16 Staff



Port of Hamburg Marketing

The Port of Hamburg is one of the most flexible, high performance universal ports in Europe. Cutting-edge handling and qualified specialist personnel ensure fast, safe cargo handling. Port of Hamburg Marketing promotes the diverse port services and the Hamburg logistics region – with success. The universal Port of Hamburg has a positive image worldwide, renowned for professionalism, efficiency and innovation.

PROFILE

The Port of Hamburg employs around 151,000 people and with a gross added value of almost 20 billion euro has great significance for the whole German economy. To keep the universal Port of Hamburg on course for further growth, it is essential that port policy is future oriented, aiming to exploit handling potential to the full, creating optimal infrastructure and taking responsibility for ecological development and sustainability. With very strong competition between the ports in the North Range, it is essential to give Hamburg as a port and logistics location a distinct profile in the marketplace.

For this purpose Port of Hamburg Marketing was established in 1985. Today, as an international marketing organisation we are active all over the world, strengthening the Port of Hamburg’s market position in international competition. With real commitment and very

diverse activities we promote the attractiveness of the location and wide range of services provided in the Port and logistics region. The ports in the Metropolitan Region have also found a strong partner in us for professional location marketing.

The operative efficiency of the Port of Hamburg is supported by companies from the whole region. Many of them are among our 280 members. We represent the interests of our members through targeted communication, project and marketing activities in Hamburg as well as in the markets along the transport chain worldwide. The activities are company and competitively neutral and in the common interest of the port location.

LOCATIONS

Port of Hamburg Marketing is nationally and internationally represented in a total of 14 locations. In addition to the head office in Hamburg there are four regional offices in Berlin, Dortmund, Dresden and Munich.

Dortmund is the newest location. With the opening of our representative office in North Rhine-Westphalia in July 2014 we set a very clear course. For the universal Port of Hamburg the state of North Rhine-Westphalia is of great importance, ranking second for Hamburg’s inland container traffic. Local presence intensified market support in the region: Previously it was supported from Hamburg.

International offices in Budapest, Hong Kong, Mumbai, Prague, Seoul, Shanghai, St. Petersburg, Warsaw and Vienna represent the interests of the seaport transport industry for Hamburg and the region. The experts in over 25 market regions maintain good contacts to numerous industrial and commercial companies, the transport and logistics field, commercial organisations and political decision-makers. They support the international marketing of the Port of Hamburg through many local marketing initiatives.





MEMBERSHIP DEVELOPMENT

At the close of 2014 the association had 272 members. Among them are highly reputable companies in sea transport and the port economy, industry and logistics as well as other service providers, institutions and associations. By extending marketing activities along

the transport chain, more and more companies from the Hamburg Metropolitan Region, the region along the River Elbe and its side canals, as well as the extended seaport hinterland, are using the network and services of Port of Hamburg Marketing.

In 2014 Port of Hamburg Marketing welcomed 19 new members:

ADECON Sp. zo.o. Sp.K.	www.adecon.pl
ALC Timber Worxx Packaging GmbH	www.timber-worxx.de
Argo Capital Management Ltd.	www.argogrouplimited.com
Contargo GmbH & Co. KG	www.contargo.net
DD Legal Rechtsanwälte & Steuerberater	www.ddlegal.de
EKO Logistics s.r.o.	www.ekologistics.cz
Hanseatic Cruise Staff Service GmbH	www.hanseatic-cruise-staff.de
Hanseatic Tally Service GmbH	www.hanseatic-tally.de
Hapag-Lloyd AG	www.hapag-lloyd.com
Imperial BARIS GmbH	www.imperial-baris.de
Initiative Kiel-Canal e.V.	www.initiative-kiel-canal.de
Marsh GmbH	www.marsh.de
NORD EVENT GmbH	www.nordevent.de
ORCA Transport Agency GmbH	www.orca-transport.de
Port of Halifax	www.portofhalifax.ca
S&A Service und Anwendungstechnik GmbH	www.s-und-a.de
Sallaum Lines Germany GmbH	www.sallaumlines.com
SGKV Studiengemeinschaft für den kombinierten Verkehr e.V.	www.sgkv.de
Vanguard Logistics Services	
Deutschland Schifffahrt und Transport GmbH	www.vls-global.com

NETWORK

With developments in the markets and increasing globalisation good contacts are essential, for fast, targeted reaction to change. To achieve this we not only work in Hamburg but also the relevant markets staging logistics initiatives together with Chambers of Commerce and other associations and organisations. We represent the interests of the Hamburg port and logistics location in a series of international associations and initiate cooperation with strategically important ports.

Port of Hamburg Marketing also collaborates in 'membership reciprocity' with numerous organisations. The aim of cooperation is to exchange information regularly, to follow common interests and cooperate on joint projects.

In 2014 we were able to extend our network through membership reciprocity with SGKV, the intermodal transport association, that is committed to the needs of intermodal, rationalised transport chains. Its aim is to make freight transportation in Germany and Europe more environmentally-friendly, efficient and sustainable using intelligent intermodal transport chains.

MEMBERSHIP RECIPROCITY:

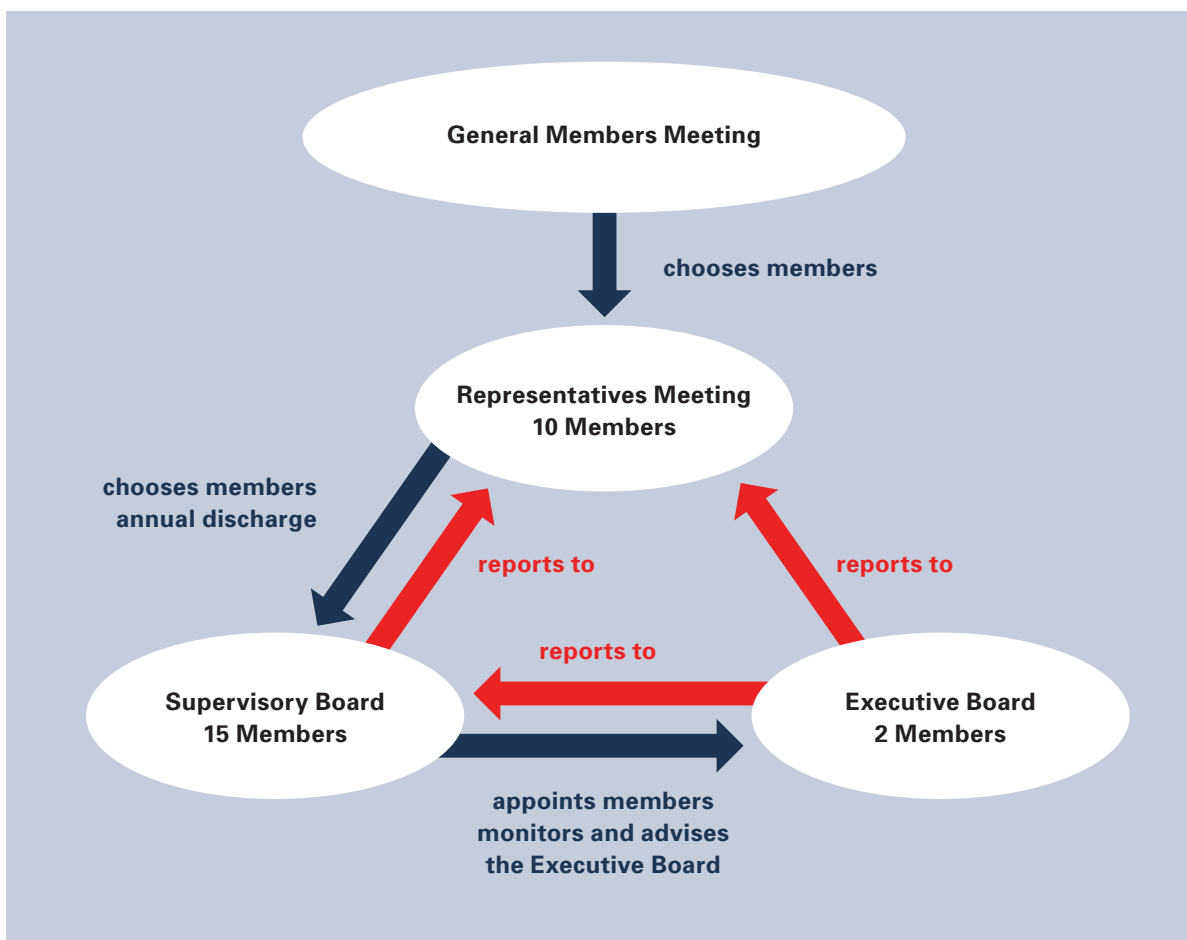
- **Deutsch-Chinesische Wirtschaftsvereinigung e.V.**
- **Deutscher Tarifeur-Verein e.V.**
- **DVWG Bezirksvereinigung Hamburg**
- **Elbe Allianz e.V.**
- **European River-Sea-Transport Union e.V.**
- **FILog Forschungsgemeinschaft Innovative Logistik e.V.**
- **Forschungsgemeinschaft für Logistik e.V.**
- **Gesamtverband Schleswig-Holsteiner Häfen e.V.**
- **Hafenkultur e.V.**
- **Hamburg Cruise Center e.V.**
- **Initiative Kiel-Canal e.V.**
- **Logistik-Initiative Hamburg e.V.**
- **Maritimes Cluster Norddeutschland**
- **Netzwerk Logistik Leipzig-Halle e.V.**
- **Ost- und Mitteleuropa Verein e.V.**
- **SGKV - Studiengesellschaft für den Kombinierten Verkehr e.V.**
- **Unternehmensverband Hafen Hamburg e.V.**



ORGANISATION

In line with our Articles of Association, Port of Hamburg Marketing has four main bodies: General Members Meeting, Representatives Meeting, Supervisory Board and Executive Board. The individual decision-making authority is clearly defined for each.

In accordance with the Articles of Association, the Executive Board invites the members of the association to a General Members Meeting every three years. The last meeting took place on 12 June 2012 when the members of the Representatives Meeting for the period 2012 to 2015 were appointed. They then elected the members of the Supervisory Board in the member categories B, C and F for the same period, 2012 – 2015.



The Representatives Meeting represents the membership rights of the association's members. In line with the Articles of Association the Representatives Meeting is made up of three members from each category A and B as well as two representatives of the members in both categories C and F.

The Representatives Meeting takes place at the invitation of the Executive Board once in each business year.

The Supervisory Board advises and monitors the Executive Board on the running of the association and is closely involved in all significant decisions. In accordance with the Articles of Association the Supervisory Board consists of one person from the member companies in category A, three members voted from cat-

egory B, two voted from category C, one voted member from category F as well as one nominated member each from the Hamburg Port Authority, the Hamburg Chamber of Commerce and the Ports of the Metropolitan Region and the Unternehmensverband Hafen Hamburg (UVHH). The Supervisory Board meets at the invitation of its Chair at least four times per year.

The Executive Board runs the association's business.

The basic structure of this system is laid out in the Articles of Association of Port of Hamburg Marketing as well as the rules of procedure set out by the Executive Board. The Articles of Association also define the association's intended purpose.

Staff

To ensure the success of the international marketing organisation, Port of Hamburg Marketing relies on professional, accountable staff. We offer quality-assured and sustainable general conditions, supporting and promoting both specialist and personal development of our employees. Teamwork and close cooperation are integral in our daily work.

As of 31 December 2014, Port of Hamburg Marketing employed 40 staff, located as follows: 23 positions at head office in Hamburg, 15 jobs in the regional and international representative offices and two Executive Board positions. Port of Hamburg Marketing is well positioned with personnel. At head office the need to adapt was minimal in 2014. The employees in the association's representative offices remained stable during the year: There were no changes.

WORK EXPERIENCE FOR STUDENTS

Port of Hamburg Marketing offers places to students who need to take part in work experience to complete their studies. During work experience, lasting several months the students at head office in Hamburg can get to know an international marketing organisation, gain professional experience and profit from the association's international network. In business year 2014 Port of Hamburg Marketing has three students who successfully complete their final Bachelor or Masters special study during their practical work experience.

FURTHER AND IN-SERVICE TRAINING

Qualified, high-performing, motivated employees are our most important resource. This is why in 2014 Port of Hamburg Marketing offered its employees various programmes for further development. The offer ranged from English training and IT courses to workshops on time and self-management. The aim of all our in-service training measures is to qualify our employees for the challenges of today and tomorrow.



AKTIVITÄTEN

18 Highlights 2014

ACTIVITY REPORTS:

- 20 Transport policy work
- 21 Market research
- 22 Press work, publications and worldwide image promotion
- 24 Online media
- 26 Visitor groups
- 28 Trade fairs
- 30 Events
- 32 Projects



HIGHLIGHTS 2014



01.01.
Hamburg, Germany
New Executive Board member appointed

Ingo Egloff joins Port of Hamburg Marketing's Executive Board on 1 January 2014. Along with Axel Mattern, he constitutes the Executive Board.



22.04.
Moscow, Russia
Port of Hamburg showcases at TransRussia

For Hamburg, "TransRussia" is Russia's most important transport trade fair. Advertising the strong performance of the Port of Hamburg and its logistics sector, Port of Hamburg Marketing was showcasing alongside member companies here for the 15th time.

18.06.
Shanghai, China
Positive response to "transport logistic China"

"transport logistic China" is among Asia's foremost logistics events, offering a superb opportunity to exchange experience with decision-makers in Chinese trade and industry. Advertising the strong performance of the Port of Hamburg and its logistics sector, Port of Hamburg Marketing was already showcasing alongside member companies here for the sixth time.

27.02.
Hamburg, Germany
Final conference of Amber Coast Logistics (ACL) project

After around two and a half years, the ACL project initiated by Port of Hamburg Marketing ended with "The Transport and Logistics Sector in the Baltic Region: Challenges, Concepts and Recommendations" conference. Delivery of a final report, including recommendations for action, to politicians marked the official completion of the project.

12.05
Hamburg, Germany
"Enabling everyone to experience the port industry"

To mark the Port of Hamburg's birthday, under this motto Port of Hamburg Marketing joins some of its member firms in the port industry in offering private individuals various opportunities for visiting terminals.



02.07.
Hamburg, Germany
Welcome to the network: Port of Halifax

The Canadian port of Halifax becomes a member of Port of Hamburg Marketing.



HTS 2014



18.07.
Dortmund, Germany
Representative Office
opens in Dortmund

Port of Hamburg Marketing opens a Representative Office in North Rhine-Westphalia. The second most important market region in Germany for Hamburg will now be served even faster and more intensively from Dortmund.

19.08.
St. Petersburg, Russia
Hamburg and St. Petersburg
go for dialogue

At the traditional Port of Hamburg Evening in St. Petersburg, despite the politically tense situation representatives of the port and transport industries in Hamburg and Russia go for dialogue and cooperation.



26.08.
Hamburg, Germany
A maritime sector gathering

With over 220 guests from industry and the port & logistics sector, the Members' Event "Mitglieder-Treff" in Hamburg is one of the year's highlights. The motto: Network for all you're worth!



09.10.
Prague, Czech Republic
Prague Port Evening

Here around 250 guests from the Czech Republic, Slovakia and Germany discuss the still outstanding dredging of the navigation channel on the Lower and Outer Elbe as well as essential improvement of the navigability of the whole of the Elbe.

16.10.
Hamburg, Germany
European agricultural terminal
operators impressed by
Hamburg as a universal port

With around 3,500 participants, the 54th European Commodities Exchange Day, the annual gathering of players in the cereal industry, is held in Hamburg, underlining the importance of bulk cargo handling in the Port of Hamburg. Apart from liquids, coal and ores, above all such dry bulk cargoes as cereals, fertilizers and other agricultural products are handled at special terminals in Hamburg. With around one million tons of silo storage capacity, for suction goods Hamburg is one of the leading players in Europe. Being held simultaneously in Hamburg is the AGM of Unistock Europe, the association of European agri terminal operators. A launch trip gave the international guests the opportunity of briefing themselves on the performance of the agri terminals in the universal port of Hamburg as well as over processes generally and the latest developments there.

05.11.
Hamburg, Germany
5th Seaport Congress

Experts from the worlds of politics and business, trade associations and science attending the 5th Seaport Congress discuss the requirements and opportunities for development of industry in the Lower Elbe area, along with the background parameters essential for promoting the attractiveness of this region.

ACTIVITY REPORT

Transport policy work

German seaports are of pre-eminent importance for the entire Germany economy. The Port of Hamburg alone annually generates countrywide added value of 20 billion euros and secures 260,000 jobs, of which 110,000 are outside the Hamburg Metropolitan Region. If Hamburg as a port and logistics base is to continue asserting itself against international competition, the infrastructure parameters must be right. At the political level Port of Hamburg Marketing lobbies for the transport infrastructure projects required.

Port of Hamburg Marketing was very actively involved with trade associations and the world of politics during the year in order to position important North German transport projects at Federal level in Berlin. Apart from the dredging of the Elbe navigation channel on the Lower and Outer Elbe, in the next few years, for instance, the inbound and outbound corridors for freight transport by rail, road and inland waterways will need to be adjusted and expanded for growing freight volumes. Port of Hamburg Marketing aims here for a frank and transparent interchange of information with all those involved to facilitate joint discussion of new transport routes and schemes. The focus here is on events and personal contact.

Port of Hamburg Marketing regularly joins other trade associations and institutions in holding a Port Breakfast for members of the German Bundestag and staff of

central government ministers in Berlin, briefing them there on current topics of importance to Hamburg's seaport industry. During the year, participants at five dates in February, March, May, September and November are briefed on the following current topics: the Kiel Canal, shipping on the Elbe, short-sea services, the Fehmarn belt fixed link, and Port Package III.

A Parliamentary Evening on the topic "The Kiel Canal as a vital artery: Maritime logistics for Germany and Europe" was held in Berlin in September 2014. Port of Hamburg Marketing hosted the event along with the Initiative Kiel-Canal and other partners from Northern Germany. Around 100 guests, more than 20 of them members of the German Lower House, received a briefing on the current state of the Kiel Canal and the investments required.



ACTIVITY REPORT

Market research

Continuous market research and analysis forms the basis for many of Port of Hamburg Marketing's project and marketing activities. Member firms profit from exclusive data and evaluations in seaborne cargo throughput, liner and hinterland transport services, and use this data as the basis for their corporate activities and decisions.

Port of Hamburg Marketing continuously collects, analyses and interprets data on seaborne cargo throughput and liner/hinterland transport. The extensive range of data here for the most part extends along the entire transport chain – from the sea side via the Port of Hamburg into the hinterland. Apart from databases maintained monthly, this store of knowledge is enriched by and linked with textbooks, market surveys, statistics and sectoral services as well as regional, national and international trade journals, but also by press and expert interviews. With regard to the hinterland, especially, the expert knowledge of the representative offices boosts this market research data pool. All this data permits analyses and assessments of freight and traffic flows and placing them in the context of the ports' competitive environment.

MARKET DATA AND MARKET ANALYSES

In 2014 Port of Hamburg Marketing submitted four quarterly reports and eight monthly reports to its members. These contained detailed data and background information on the development of seaborne cargo throughput in the Port of Hamburg and in its competitive environment. This included observation and analysis of developments in liner services and seaport-hinterland transport. For analyses of seaborne cargo and container throughput, access is available to several own databases, among other sources. Up to 250 trade routes can be evaluated. In the liner shipping area, quarterly and fixed-date/time analysis of trade routes and service portraits for container and general cargo shipping, also of fleet development and order books, are produced. The portfolio is supplemented by publications about current liner shipping changes such as new services, ships or links.

In addition to the reports produced periodically, Port of Hamburg Marketing conducted a large number of cargo, carrier and trade route investigations prompted by projects and enquiries, or commissioned by member companies.

The market research department also drafts the basic material for the contents of publications and presentations. This is in the form of evaluations, editorial content and diagrams, etc. In this way, evaluation and analysis of seaborne cargo throughput data and changes in liner services constitute the basis for press events with a public impact.

PORT OF HAMBURG LINER SERVICES

In the year under review the "Port of Hamburg Liner Services" was updated and released. The brochure offers an overview of the Port of Hamburg's direct liner service connections. The liner services database on the Internet page www.hafen-hamburg.de supplements this listing with additional data and functions. Both the online database and the print edition represent a very frequently tapped data source for port customers in Germany and elsewhere. 12,000 copies of the print edition were distributed during the year. In addition, every month the liner sailings database on the Internet attracts more than 30,000 hits.





ACTIVITY REPORT

Press work, publications and worldwide image promotion

Port of Hamburg Marketing deploys the whole battery of instruments used in press and PR work to position Hamburg as a port and logistics centre in German and international media. The range of topics extends from the latest developments on seaborne cargo throughput to the ranges of services offered by the port and transport industry. Numerous publications complement the extensive range of data.

PRESS WORK

Held annually in February, the Port of Hamburg's Annual Press Conference attracts more than 80 print, radio and TV media representatives from the Free and Hanseatic City of Hamburg and business in the Port of Hamburg, and is our largest annual press event. Along with Frank Horch, Hamburg's Senator for Economics and Wolfgang Hurtienne, Director and Strategy Head of Hamburg Port Authority, Axel Mattern and Ingo Egloff of Port of Hamburg Marketing's Executive Board briefed those present on the port's seaborne cargo throughput results in 2013, background parameters in transport policy, and the Port of Hamburg's current infrastructure projects.

For its 2014 mid-year press conference on the throughput trend in the first six months and other topics, Port of Hamburg Marketing issued invitations to Buss Hansa Terminal. Frank Horch, Senator for Economics, and Jens Meier, Chairman of the Hamburg Port Authority's Management Board, provided briefing on current infrastructure projects that are of growing importance for

the transport of bulky and heavy cargoes, which to a special extent generate added value. After this event, the media representatives had a chance to inspect processes at Buss Hansa's Multipurpose Terminal at close quarters.

For the first and third quarters of 2014, Port of Hamburg Marketing organized two additional press events for specialised media and local editorial teams on the universal port's throughput results. The Hamburg Port Authority also used these to brief participants about sections of the smartPORT logistics project. In addition, press releases were drafted weekly on average on sea transport and port business topics. These mainly covered new liner services via Hamburg, deployment of ships of new sizes, developments on important trade routes, joint activities with ports along the Elbe, and project results.

Numerous events and trade fair participations in Germany and elsewhere offered occasions for briefing the

press on activities by Port of Hamburg Marketing and its members. With support from staff in representative offices, media coverage of all press campaigns was local and regional, as well as national and international. Its extensive press distribution list was once again expanded in 2014.

Daily, interested callers were also able to find the latest business news from the Port of Hamburg and partner ports in the region on the Internet platform www.hafen-hamburg.de. Along with own topics, this also carries press releases from more than 270 Port of Hamburg Marketing member firms and partner institutions. This service is backed by a Press Picture Archive that offers print-ready port subjects/settings for use and download gratis.

In the year under review, every day, Port of Hamburg Marketing handled press enquiries on figures, data and facts relating to the Port of Hamburg, supplied journalist with reports, statistics, photo material and background information. Port of Hamburg Marketing also conducted background discussions with media representatives and escorted them on launch trips through the port. In addition, editorial contributions were drafted for special publications by a variety of media.

WORLDWIDE IMAGE PROMOTION

Port of Hamburg Marketing ran advertisements in around 80 leading German and international print and online media during the year. Media planning primarily took into account trade publications in the relevant core markets for the Port of Hamburg. The themes of the advertisements placed, promoted the PORTlog lo-

gistics exchange as well as the broad range of services available in Hamburg as a universal port. Advertisements were also placed adjacent to long special articles on the Port of Hamburg as well as in publications highlighting specific topics such as seaport-hinterland services, container and bulk cargo handling.

PUBLICATIONS

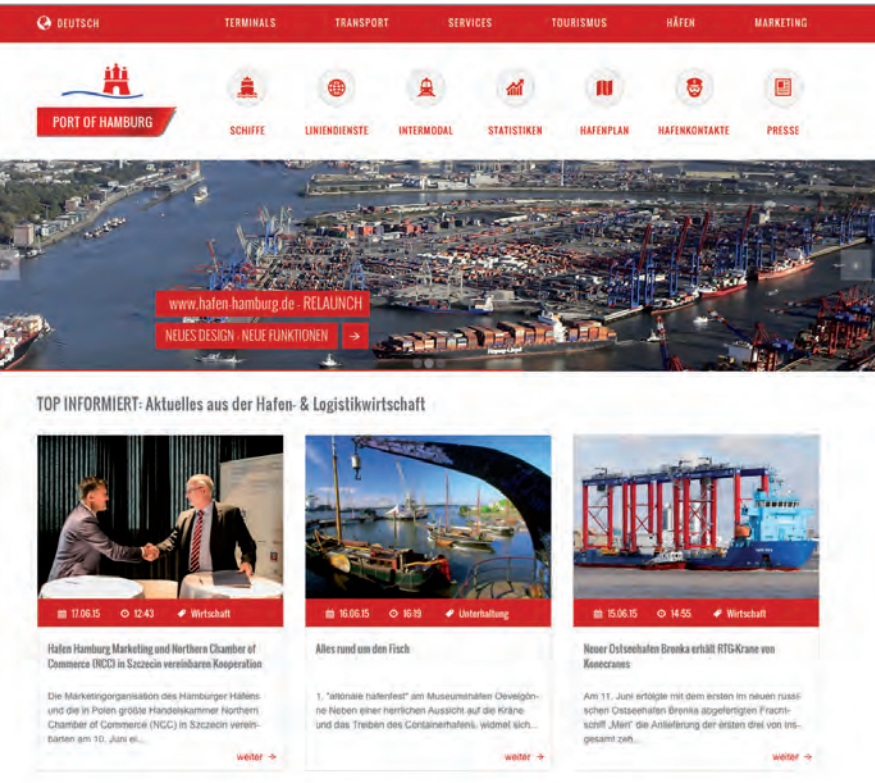
With a total circulation of about 100,000 copies, the publications created and published by Port of Hamburg Marketing in 2014 are primarily designed for the Port of Hamburg's customers and partners. Distribution is through the address database as well the representative offices in Germany and other countries. Among the publications appearing regularly is the quarterly Port of Hamburg Magazine. For forwarding, foreign trade and logistics experts engaged in transport management, the two-language magazine supplies a multi-faceted overview of developments in Port of Hamburg and its prospects. The magazine also reports on the numerous events held in the market regions. Foremost among the print products are the 'Port of Hamburg Handbook' showing the entire variety of port services there, and the 'Liner Services via Hamburg'. Both publications were revamped in 2014 and specifically deployed in Germany and internationally to promote the Port of Hamburg and provide information on it. These titles also constitute platforms for corporate advertising by Port of Hamburg member firms and partners of the ports. Also in 2014, the 'Data & Facts' leaflets were produced in German, English, Chinese and Russian, and a new version of the Annual Report published. Port of Hamburg Marketing also produced appropriate publications to cater for surveys and projects.



ACTIVITY REPORT

Online-media

Port customers, media representatives and the general public all use Port of Hamburg Marketing’s varied range of online sources. These include the Internet portal www.hafen-hamburg.de, the PORTnews newsletter and the PORTlog search engine for warehousing and logistics services. Member firms and partners also profit from the PORTblog members’ portal as well as special offers in the online marketing area.



www.hafen-hamburg.de

Google’s index for the Internet portal www.hafen-hamburg.de currently runs to over 60,000 separate pages, making this one of the most comprehensive port information portals worldwide. Along with comprehensive statistics on the Port of Hamburg, the port classified directory and the liner sailings database are especially popular. Port of Hamburg Marketing worked on the relaunch of the information portals www.hafen-hamburg.de and www.portlog.de during the year. The revamped portals were released at the ‘transport logistic’ trade fair in Munich in 2015.

PORTnews

During 2014, 26 editions of the Port of Hamburg’s PORTnews information bulletins were issued, six of them in English. This digital Newsletter supplies subscribers with facts on port and logistics topics in Hamburg and the region, and discusses the world economic background and its repercussions on the Port of

Hamburg. Readers are also briefed on current developments in liner and intermodal services via Hamburg as well as events in the market regions. PORTnews is currently sent to around 3,000 subscribers in German and to about 500 in English.

PORTblog

The members’ portal PORTblog is used as an internal communications platform between member firms and Port of Hamburg Marketing. Carrying the latest news on port and transport industry topics, the automated press review of local, national and international media is especially popular. PORTblog also offers the opportunity for interactive communication including dates, events and company news.

PORTlog

PORTlog enables international customers from the transport, logistics, port, trade and industry sectors to find suitable suppliers for transport runs, freight handling, storage and other services in Hamburg, the Metropolitan Region and along the transport chain rapidly and accurately. With PORTlog, Port of Hamburg Marketing has developed a logistics portal entirely corresponding to market requirements.

PORTlog has been continually developed and adapted to the demands of international users ever since being launched in 2013. Company profiles with details of storage types, capacities, siding lengths and technical features create a qualitative view of the service portfolio of suppliers. In addition, new filter functions assist PORTlog users to achieve an even more precise search for appropriate service partners.



PETER PICKHUBEN: HAMBURG'S PORT SEAGULL

Peter Pickhuben, a tenth-generation port seagull is Port of Hamburg Marketing's cute little mascot fielded as a promotional ambassador for the Port of Hamburg. Peter Pickhuben guides users through the menu on the logistics portal PORTlog, also providing useful tips.

Peter Pickhuben also runs a Facebook page of his own, regularly posting short items there from in and around the Port of Hamburg and the logistics sector. Peter Pickhuben as a soft toy travelled widely during the year. He is a popular gift among port customers all over the world.

WEB PROJECTS FOR MEMBERS AND PARTNERS

Port of Hamburg Marketing assisted member firms and partners in designing, building and maintaining their own websites in the year under review. We provided assistance on the following web projects:

RELAUNCH OR WEB DEVELOPMENT

www.mytcigroup.com	<ul style="list-style-type: none"> ■ Relaunch ■ Maintenance and support
www.hamburgcruisecenter.eu	<ul style="list-style-type: none"> ■ Relaunch ■ Newsletter despatch ■ Maintenance and support
www.cruiseeurope.com	<ul style="list-style-type: none"> ■ Newsletter production and despatch ■ Maintenance and support
www.atlantic-alliance.eu	<ul style="list-style-type: none"> ■ Newsletter despatch ■ Maintenance and support

MAINTENANCE AND SUPPORT for Internet pages created by Port of Hamburg Marketing

www.offshore-haefen-sh.de	<ul style="list-style-type: none"> ■ Maintenance and support
www.condaco.de	<ul style="list-style-type: none"> ■ Maintenance and support
www.elbe-seaports.com	<ul style="list-style-type: none"> ■ Maintenance and support
www.silo-p-kruse.com	<ul style="list-style-type: none"> ■ Maintenance and support

ADVICE, MAINTENANCE AND SUPPORT on EU project Internet pages

www.ambercoastlogistics.eu	<ul style="list-style-type: none"> ■ Maintenance and support
www.maritimetransportcluster.eu	<ul style="list-style-type: none"> ■ Maintenance and support
www.tentans.eu	<ul style="list-style-type: none"> ■ Maintenance, support and development of an interactive toolbox

SUPPORT for Internet pages created by Port of Hamburg Marketing

www.eichholtz.de	<ul style="list-style-type: none"> ■ Support
www.petersen-alpers.de	<ul style="list-style-type: none"> ■ Support

ACTIVITY REPORT

Visitor groups

Port of Hamburg Marketing develops tailor-made visitor programs in Hamburg and the Metropolitan Region for interested delegations and groups from Germany and elsewhere. The range includes expertly escorted briefing trips, terminal visits, company tours and expert lectures.

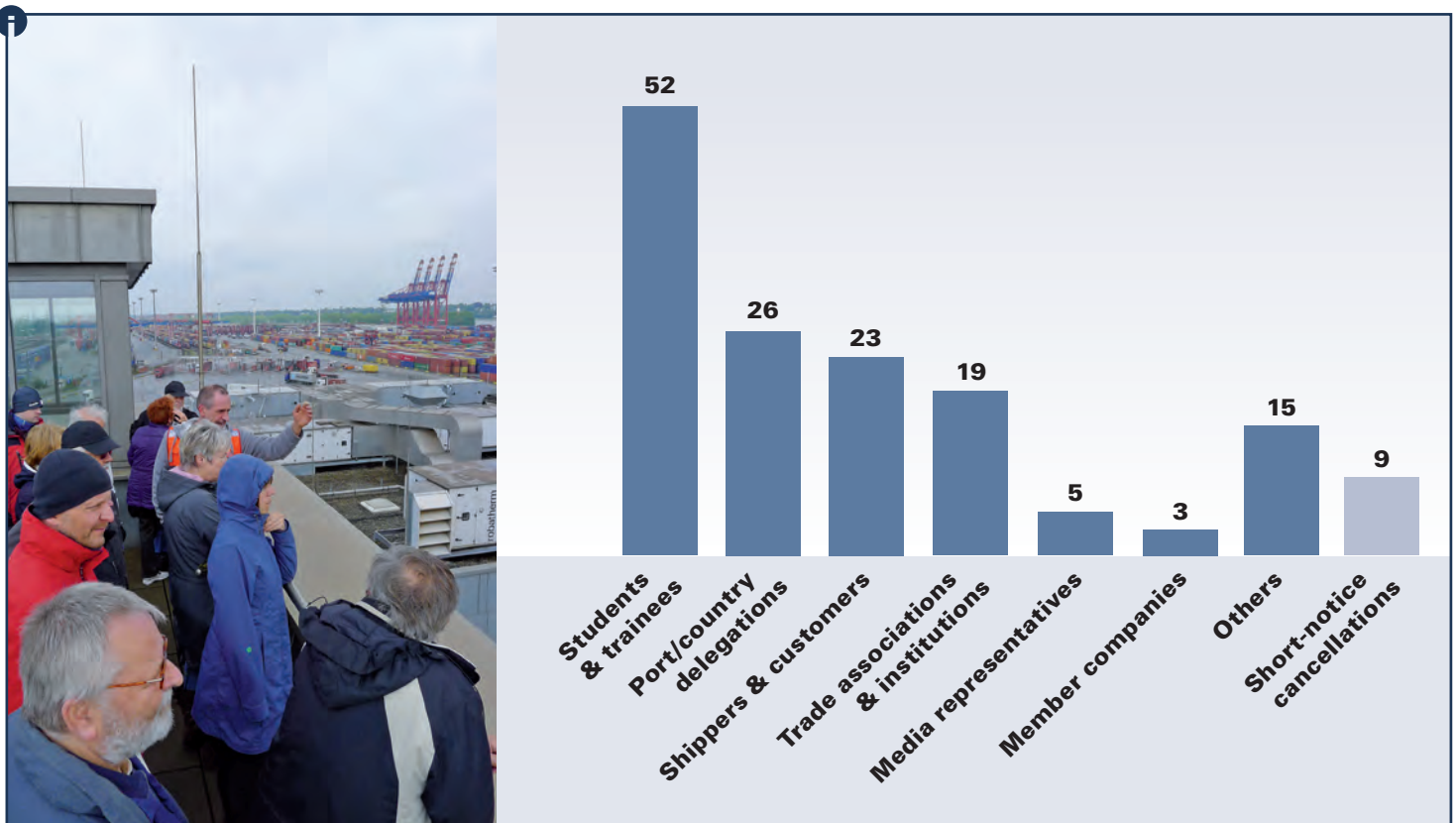
Port of Hamburg Marketing organized a variety of visitors programs for specialist German and international delegations and visitor groups during the year. Among the groups were shippers and customers, port and national delegations, press and media representatives as well as trade associations and institutions.

Interest in escorted tours of Germany's largest seaport was again especially strong among German and international universities, polytechnics and vocational schools. Port of Hamburg Marketing supported the new generation in port-related careers by organizing and escorting port briefing trips, visits to terminals and company tours. Over 50 groups with a total of over 1,800 schoolchildren and students toured the Port of Hamburg during the year. Accounting for 34 percent of all visitors, they constituted the biggest segment.

Shippers and customers are happy to attend expert discussions, company tours and briefing events in the Port of Hamburg. Port operators and importers/exporters in trade and industry, trading companies and the transport sector all profit from these visits and the resultant contacts. 23 groups from this segment visited the port during the year. That represented a 15 percent share of the total.

As part of its transport policy work, Port of Hamburg Marketing hosted altogether six escorted groups of representatives of political life in Germany. This produced an exchange of views on the background parameters for transport policy and essential Port of Hamburg infrastructure projects.

Port of Hamburg Marketing looked after around 150 specialist visitor groups during the year:





China, Hamburg's largest trading partner for container traffic, headed the visitor group statistics for countries. Nine groups from the Middle Kingdom visited the port during the year. These included representatives from ports and public administration in the provinces, as well as journalists. Austria took second place in the rankings. Altogether 95 groups of specialist visitors, or almost 63 percent, came from outside Germany. Visits from numerous delegations from the neighbouring countries of Denmark, Poland, Russia and the Czech Republic underlined Hamburg's significance as a hub for European freight traffic. Yet delegations from countries such as Argentina, Chile, India, Korea, Myanmar and the USA also inspected the Port of Hamburg during the year under review, to brief themselves extensively on its significance in worldwide freight trade, logistics processes and port management.

In 2014 Port of Hamburg Marketing once again organized tours of the port for visitors to the Port of Hamburg Birthday. HHLA, Eurogate, Buss, K&S Transport and the ma-co maritime competence centre, as well as the Hamburg Port Museum, opened up and briefed

visitors on processes at the cargo-handling terminals and port working methods nowadays and in the past. Experiencing the port at close quarters, around 130 private individuals received valuable insights.

In organizing and looking after visitor groups, Port of Hamburg Marketing as representative of business in the Port of Hamburg is on the look-out for specialist economic and political delegations as well as the new generation of those opting for careers in the port and transport industry. Port of Hamburg Marketing provides visitor groups they are unable to cater for, contacts to suppliers of special port tours, harbour launches, etc. and the maritime museums.



ACTIVITY REPORT

Trade fairs

Trade fairs are a well-tried platform for showcasing that aims to position the Port of Hamburg internationally and at the same time to arouse enthusiasm among interested customers for new offers and innovations. Port of Hamburg Marketing exhibits at selected trade fairs in important core markets as well as growth regions with strong potential. Under the Port of Hamburg umbrella, member companies present their extensive range of services.

Port of Hamburg Marketing annually presents the service portfolio offered by Hamburg as a universal port at several international transport and logistics trade fairs. Trade fair participation is especially designed and organized for member companies in the form of a joint stand under the Port of Hamburg umbrella brand. Port of Hamburg Marketing showcased with members at eight trade fairs during the year.

At the breakbulk trade fairs in Antwerp, Houston and Shanghai, member companies exhibiting introduced the international audience of professionals to their logistics services, and others in project shipment and general cargo sector. Trade fair participation at Breakbulk China in Shanghai was arranged jointly with the ports of Bremen and Lower Saxony under the 'German Ports' banner. In China Hamburg's port and logistics industry also showcased at the trade fairs 'transport lo-

gistic China' in Shanghai and 'China International Logistics and Transportation Fair (CILF)' in Shenzhen. As part of the participation in Shenzhen, a reception was held on the stand for selected customers and partners, and company visits organized. The trade fair 'TransRussia' was held in Moscow in April. Port of Hamburg Marketing, along with member companies, was represented by a shared stand at Russia's leading transport trade fair for the 15th time.

Represented by Port of Hamburg Marketing, the universal port of Hamburg showed under the 'German Ports' brand at 'Intermodal South America', South America's largest logistics trade fair, in Sao Paulo alongside the ports Bremen and Lower Saxony.

German Ports

In international competition between port locations, the aim must be to secure the position of German seaports, and also to reinforce their advantages on location and in competition. A communication and marketing platform coordinated between coastal states and ports in North Germany can contribute substantially to more efficient marketing of German ports. The organizations responsible for marketing of port centres in the North German coastal states of Bremen, Hamburg, Mecklenburg-Western Pomerania, Lower Saxony and Schleswig-Holstein cooperate in planning and implementing selected joint trade fair participations outside Europe under the umbrella brand 'German Ports'.



PORT OF HAMBURG: TRADE FAIR PARTICIPATION IN 2014

BREAKBULK CHINA 2014, SHANGHAI 12 – 13 March 2014	Co-exhibitors: Brunsbüttel Ports, Buss Port Logistics, Hamburger Hafen und Logistik AG
INTERMODAL SOUTH AMERICA 2014, SAO PAULO 1 – 3 April 2014	Co-exhibitors: None
TRANSRUSSIA 2014, MOSCOW 22 – 25 April 2014	Co-exhibitors: Buss Port Logistics, Hamburger Hafen und Logistik AG, Maritime Cargo Logistics, Seehafen Kiel, Team Lines Germany
BREAKBULK EUROPE TRANSPORTATION CONFERENCE & EXHIBITION, ANTWERP 12 – 15 May 2014	Co-exhibitors: Alfons Köster, Brunsbüttel Ports, Buss Port Logistics, Hamburger Hafen und Logistik AG, LHG Lübecker Hafen-Gesellschaft, Paul Grimm, Rendsburg Port Authority, Wallmann & Co.
TRANSPORT LOGISTIC CHINA, SHANGHAI 17 – 19 June 2014	Co-exhibitors: Hamburger Hafen und Logistik AG, Brunsbüttel Ports, Maritime Cargo Logistics, SACO Shipping, TCO Transcargo
BREAKBULK AMERICAS, HOUSTON 30 September – 2 October 2014	Co-exhibitors: Buss Ports Logistics, Brunsbüttel Ports
CHINA INTERNATIONAL LOGISTICS AND TRANSPORTATION FAIR (CILF), SHENZHEN 14 – 16 October 2014	Co-exhibitors: Hamburger Hafen und Logistik AG, SACO Shipping
TANK STORAGE GERMANY, HAMBURG 19 – 20 November 2014	Co-exhibitor: Hamburg Port Authority



ACTIVITY REPORT

Events

Using different event formats, Port of Hamburg Marketing strengthened the port’s image both in Germany and internationally. In Hamburg and the Metropolitan Region, Port of Hamburg Marketing held conventions, workshops and networking events, offering partners and member firms broad support in event management ranging from a complete package to individual services. Port of Hamburg Marketing with its events placed topics crucial for the Hamburg port and logistics industry in relevant core markets, offering a superb platform for networking.

During the year Port of Hamburg Marketing undertook the entire organization of events, featured as a cooperation partner or external service supplier and supported companies, for instance in the search for the appropriate venue for an event, coordination of external service providers or tendering for an event. In addition, Port of Hamburg Marketing supported a large number of congresses and events in the maritime logistics sector with announcements in its events calendars on the Internet page www.hafen-hamburg.de, and in the PORTblog members’ portal as well as the PORTnews digital newsletter.

OWN EVENTS

Organized by Port of Hamburg Marketing, the Final Conference of the EU-backed Amber Coast Logistics (ACL) project was held in Hamburg in February. 110 logistics experts from various countries participated in the conference entitled ‘The Transport and Logis-

tics Sector in the Baltic Sea Region: Challenges, Concepts and Recommendations’. They presented their findings and recommendations for action to expand the transport sector in the south-eastern Baltic region of Europe. Among the notable speakers were Uwe Beckmeyer, Parliamentary Under-Secretary of State in the German Federal Ministry of Economics and Energy and the German government’s Coordinator for the Maritime Industry; James Pond, Chief Adviser on the TEN-T corridor ‘North Sea-Baltic’ at the European Commission, Andreas Rieckhof, Under-Secretary in the Hamburg Ministry of Economics, Transport and Innovation; and Kurt Bodewig, former German Minister of Transport, Chairman of the Executive Board of the Baltic Sea Forum.

The annual port tour organized by Port of Hamburg Marketing as part of the celebrations of the Port of Hamburg Birthday ensured an excellent mood among the over 120 participants from the worlds of politics and business. The Canadian, Austrian and United

States ambassadors were among the guests, as were the Israeli Ambassador in Helsinki and a Delegation of the Department of National Defense of the Philippines. Around 220 members of the association accepted invitations to another annual event, the Members' Event "Mitglieder-Treff" held as part of the annual Representatives' Convention. This once again won good acceptance among member firms as an industry meeting and networking platform.

During the year Port of Hamburg Marketing for the first time ran workshops in Hamburg especially designed for members. These were held in June and September on the topics 'The possibilities for encouraging, gaining and training new members of staff in the blue-collar sector' and 'When Brussels asks and port business answers – EU projects (in cooperation) with Port of Hamburg Marketing'.

MEMBER AND CUSTOMER EVENTS IN THE MARKET REGIONS

Port of Hamburg Marketing organized around 40 events in the Port of Hamburg's hinterland markets during the year. Networking and briefing events constituted the framework for platform discussions on current topics. The same applied to expert lectures on innovations and services in the Hamburg port and logistics region, as well as general trends and developments in the maritime industry. The topics for each event were adapted for the region concerned, the customers attending, and members' interests. Altogether around 5200 decision-makers from the Hamburg port and logistics industry, along with trade, industry and

transport in the market regions attended these events in Germany and internationally. In 2014 member and customer events once again offered a superb platform for building up and expanding business relations.

COOPERATIVE EVENTS

The 5th Seaport Congress was held in Hamburg in November. The congress was jointly organized with our member firm UMCO Umwelt Consult. Port of Hamburg Marketing coordinated the contents of the programme and services from external partners, supported the event on the spot, and undertook follow-up and press work. Around 80 participants from the port industry, as well as the logistics, pharmaceutical and chemical industries, were able to brief themselves on demands on industry and opportunities for developing it in the Lower Elbe region, and discuss the essential background parameters for promoting the attractiveness of this region. The focus of keynote lectures and platform discussions was on development prospects for the Lower Elbe as a chemicals region, cooperation between ports on the Lower Elbe, and the requirements posed for seaport-hinterland transport by rail and by inland waterway craft.

During the year Port of Hamburg Marketing also frequently supported external events, being primarily involved in organizing and escorting port tours and tendering for such events. 'DCW China Logistics 2014', '10th Port of Hamburg Day of the Hamburg Branch of the German Association of Transport Sciences (DWWG)' and 'Tank Storage Germany' were just three examples.



ACTIVITY REPORT

Projects

Along with members firms and scientific, business and public sector partners, Port of Hamburg Marketing tenders for projects enjoying EU and national backing. The work focuses on current transport policy topics as well as opportunities for optimizing transport and handling processes. International marketing strategies are developed, for instance, and sustainable schemes devised in the coastal shipping and hinterland areas.

Acquisition and implementation of transport and logistics projects at national and European levels significantly contributes towards strengthening Hamburg as a port and logistics centre in the international competitive environment. Reinforced by publications on project results as well as supporting events, the Port of Hamburg's project-related presence in the market has a positive effect on its image and those of all the project partners. Participation in a project is decided on the basis of the interests of member firms, and aims to serve Hamburg's common interest as a port location.

Participation in projects requires the build-up and expansion of international business relations. Events and round-table discussions enable member companies to exchange knowledge at international level.

Port of Hamburg Marketing cooperated during the year in six projects with a total of 70 project partners from 16 countries. The Amber Coast Logistics (ACL) and TransBaltic Extension projects were successfully completed in 2014.

Projects completed in 2014



www.ambercoastlogistics.eu

Project priorities:

More efficient organization of freight transport between the S.E. Baltic region and Central Europe as well as exchange and transfer of knowledge.

Added value for members:

Network building and opening up markets



www.transbaltic.eu

Project priorities:

Backing for environmentally compatible and sustainable transport schemes, for instance on short-sea services

Added value for members:

Promotion of short-sea traffic as well as raising European awareness of SECA problems, presentation of possible solutions.



Successful progress was made during the year on 'Business to Motorways of the Sea (B2MoS)', 'Hinterland solutions by boosting efficiency between Hamburg and Saxony (HILDE)', 'Sweden-Italy Freight Transport and Logistics Green Corridor (SWIFTLY Green)' and 'TENT-T and the North Sea Region (TEN-TaNS)'.



HILDE HAMBURG – SAXONY

For shippers in Saxony, the Port of Hamburg is the most important foreign trade hub, while Saxony is the federal state in the Eastern part of Germany that generates most transport for the port. Here rail and inland waterway play the dominant part as modes of transport between Saxony and the Port of Hamburg, since by combining freight volumes they facilitate low-cost and environmentally compatible freight transport runs. Capturing about 75 percent of the modal split, rail and the inland waterway vessel today already have a high proportion of seaport-hinterland transport between Hamburg and Saxony. Yet the forecast volume trend, combined with existing route/terminal utilization, will make further efforts essential if this high share is to be retained and/or further increased.

In cooperating on the 'HILDE Hamburg – Saxony' project on hinterland solutions, the Free and Hanseatic City of Hamburg and the Free State of Saxony together aim to work towards an increase in the rail & inland waterway share here by boosting efficiency. They will be joined in this by project partners in research bodies, trade associations and firms. Port of Hamburg Marketing and a project partner from Saxony share responsibility for coordination. The focus of the project work is on multimodal transport chains that are efficient

and appropriate for the future. These will facilitate improved utilization of existing road, rail and inland waterway capacities. Existing data, including the findings of a questionnaire to export-oriented firms and shippers/transport companies, is being used here. Joint investigations as part of the project have identified a number of fields of action whose implementation should ensure the future of ecological transports. These are being pursued by partners in the project and include:

- Preparation of a profile of demands on vocational and further training (rail/inland waterway vessels)
- Elimination of capacity bottlenecks and/or capacity optimization in the rail network and at freight handling facilities
- Expansion of the guideline on promotion of multimodal handling facilities, storage areas and service facilities
- Attention to supra-regional considerations on regional transport buildings, especially in communal planning of access routes to multimodal terminals

BUSINESS TO MOTORWAYS OF THE SEA (B2MOS)

The aims of the EU-backed B2MoS project are to boost the efficiency of European short-sea shipping and to secure competitive door-to-door transport solutions. A total of 22 partners from Germany, Greece, the United Kingdom, Italy, Slovenia and Spain are involved in the project. Port of Hamburg Marketing backs the following project activities:

Reporting formalities for seagoing ships

Under EU Directive 'Reporting formalities for ships arriving in and/or departing from ports of the Member States', since 1 June 2015 ships have been obliged to

report calls in European ports. The entry into force of this Directive produces changes in the obligations to report a ship's arrival in and/or departure from a port in Germany and also for a ship's transit through the Kiel Canal. Technical implementation at national level in Hamburg is by the partners Hamburg Port Authority (HPA) and DAKOSY. At the same time and along with the administrative body 'National Single Window on national implementation of Guideline 2010/65/EU', Port of Hamburg Marketing is producing appropriate information material, including a manual on changes in the reporting process.

Interoperability and digitalization

Interoperable transport documents for interchanging data between seaport terminal systems and inland waterway shipping companies can contribute towards an improvement in data quality and communication between the players. Creation of an electronic interface between the systems aims to facilitate interchange between different data formats and/or conversion into the formats required in each case. Port of Hamburg Marketing is supporting project partner DAKOSY on this undertaking. Integration of inland waterway shipping into the systems of the Feeder Logistics Centre

(FLZ) is also being implemented as a test run within the project. The FLZ can function as the central communications platform between inland waterway shipping companies, seaport terminals and other players in the port, and optimize the runs by inland waterway craft between the different terminals with the aid of digitalized ship maps. This integration aims to improve the situation on handling at container terminals in the Port of Hamburg for inland waterway ships.

www.b2mos.eu



SWEDEN-ITALY FREIGHT TRANSPORT AND LOGISTICS GREEN CORRIDOR (SWIFTLY GREEN)

The SWIFTLY Green project aims to develop and promote environmentally compatible solutions for the European transport and logistics sector. In addition to production of a survey aiming to indicate ways of applying sustainable transport solutions within the Scandinavia-Mediterranean corridors, the project focuses on the development of solutions that conserve resources and secure effective implementation. The results will

initially be applied in the Scandinavia-Mediterranean Corridor. In addition, the intention is for the resultant Green Corridor Development Plan to serve as the basis for the future design of the TENT-T Core Network corridor.

www.swiftlygreen.eu



TENT-T AND THE NORTH SEA REGION (TEN-TANS)

Along with four partners from the North Sea Region and as part of a project promoted by the Inter-regional IV B North Sea Programme, Port of Hamburg Marketing examined various legal acts and position papers from the European Union on Trans-European Transport Networks (TEN-T). The opportunities and challenges for developing infrastructure in the North Sea region were highlighted and transferred to regional level. Using a toolbox still to be developed, the goal of the projects is to acquaint regional administrations and

players more closely with the latest political decisions on the TEN-T networks, the opportunities for funding infrastructural expansion in the freight transport sector, and possible measures. Within the project, Port of Hamburg Marketing is responsible for communications activities.

www.tentans.eu



THE OUTLOOK FOR 2015

With the start of the new 2014–2020 period for the European Structural Fund, at European level new project ideas have already been set in motion. At national level, along with the Hamburg Ministry of Economics, Transport and Innovation (BWVI), a scheme for opti-

mizing freight transport between Hamburg and North Rhine-Westphalia is being developed. In close consultation with the relevant players on the market, this will aim primarily to identify and implement measures for achieving an improved modal split.

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Port of Hamburg 2014 Facts & Figures

The Port of Hamburg is characterised by high handling quality and speed, excellent hinterland connections and the diverse range of logistics services on offer. The port and logistics location Hamburg is well-known internationally and has a very positive image. This is reflected once again in excellent figures for 2014. The universal port has grown in all segments and positioned itself well in the competitive environment.

Seaborne Cargo Handling



+ 4.8 %
145.7 M. tons
Record Result

Container handling
+ 5.1 %
9.7 M. TEU

Bulk cargo handling
+ 1.7 %
43.0 M. tons

Conventional general
cargo handling
+ 3.8 %
2.0 M. tons



Container Handling in Ports of the North Range

Hamburg
+ 5.1 %
9.73 M. TEU

Rotterdam
+ 5.8 %
12.30 M. TEU

Antwerp
+ 4.7 %
8.98 M. TEU



Port railway transport volume – Container traffic

+ 7 %
2.2 M. TEU

Hamburg is Europe's
biggest rail port



Full and empty container Handling

Empty
+ 2.2 %
1.3 M. TEU

Full
+ 5.5 %
8.5 M. TEU

Container handling by trade areas

North East Asia
+ 8.4 %
3.7 M. TEU

South East Asia
+ 2.3 %
0.8 M. TEU

Russia
- 7.8 %
0.66 M. TEU

China
+ 9.8 %
2.97 M. TEU

India
+ 14.9 %
0.23 M. TEU

Africa
+ 24.3 %
0.3 M. TEU

Baltic
+ 0.5 %
2.3 M. TEU

Poland
+ 22.6 %
0.39 M. TEU



More Ultra Large Container Ships

6,000–7,999 TEU
- 13 %

8,000–9,999 TEU
- 4 %

10,000–13,299 TEU
0 %

≥ 13,300 TEU
+ 112 %

≥ 10,000 TEU + 24 %



In 2014 seaborne cargo throughput in the Port of Hamburg reached a volume of 145.7 million tons, an increase of 4.8 percent or 6.6 million tons over the previous year. This is a new record for the Port of Hamburg. The previous best 140.4 million tons was reached in 2007.

The main force behind this growth was general cargo traffic at 102.7 million tons, a 70.5 percent share of the total freight handled. With a plus of 6.1 percent or 5.9 million tons in comparison to the previous year, general cargo handling also hit a new record. This is mainly due to the handling of containerised general cargo, at 100.7 million tons showing growth of 6.2 percent or 5.9 million tons over the previous year. This takes Hamburg above the 100-million-ton mark for the very first time in this segment.

Handling of non-containerised general cargo in 2014 totalled 2 million tons, up by 3.8 percent.

Bulk cargo handling rose during the year by 1.7 percent to a total of 43 million tons, or 29.5 percent of total throughput and contributed to the positive annual result for the Port of Hamburg. With throughput of 8.2 million tons of suction cargo (+1.5 percent) and 20.4 million tons of grab cargo (+3.5 percent), seaborne cargo throughput in 2014 rose again. In the liquid cargo segment, 14.4 million tons (-0.8 percent) almost matched the previous year's result.

Hamburg's top ten trading partners in seaborne container traffic 2013/2014

RANK 2014 (prev. y.)	Trade Partner	CONTAINER (in 1,000 TEU) jan.– dec.			
		2013	2014	Change	in %
1 (1)	China*	2,705	2,969	264	9.8
2 (2)	Russia	718	662	-56	-7.8
3 (3)	Singapore	547	533	-14	-2.5
4 (8)	Poland	322	395	73	22.6
5 (4)	South Korea	371	367	-4	-0.9
6 (6)	Finland	350	366	16	4.5
7 (7)	Sweden	350	326	-24	-6.7
8 (5)	USA	364	325	-39	-10.8
9 (9)	Malaysia	234	265	31	13.2
10 (10)	India	202	232	30	14.9
	Total	6,163	6,440	277	4.5
	other countries	3,094	3,288	194	6.3
	TOTAL	9,257	9,729	471	5.1

* incl. Hong Kong

Source: HPA / Port of Hamburg Marketing

Container Handling in Ports of the North Range, January – December 2014

PORT	Total (1,000t)	Change prev. year %	Bulk cargo (1,000t)	Change p. y. %	Gen. cargo (1,000t)	Change p. y. %	Containers (1,000t)	Change p. y. %	Containers TEU	Change p. y. %
HAMBURG	145,673	4.8	42,992	1.7	102,680	6.1	100,676	6.2	9,728,666	5.1
BREMEN PORTS	78,260	-0.6	10,215	3.2	68,045	-1.2	59,832	-1.8	5,795,624	-0.6
ROTTERDAM	444,733	1.0	291,091	-1.7	153,642	6.3	127,598	5.2	12,297,570	5.8
ANTWERP	199,012	4.3	76,340	3.3	122,672	4.9	108,317	5.9	8,977,738	4.7
TOTAL	867,678	2.2	420,638	-0.3	447,039	4.7	396,424	4.5	36,799,598	4.3

All weights in this table are gross (weight of cargo plus weight of empty container)

Source: Port Authorities, preliminary data

MARKET AND ACTIVITY REPORTS

Baltic Region

With around 2.3 million TEU handled, the Baltic region is the second strongest factor in container handling in Hamburg, although it achieved only 0.5 percent growth overall, an unusually low figure. Inconsistencies were evident in the development of individual countries in the reporting year: Russia, the second largest trading partner for Hamburg showed a sharp decline for the first time after many years of above-average growth. In contrast, container traffic with Denmark and Poland showed double-digit growth rates.



In 2014 the Port of Hamburg remained the strongest seaport in Europe for container traffic with the Baltic region. With a share of 77 percent the Baltic region generates a high proportion of Hamburg’s container traffic on European routes.

In 2014 container traffic with East European seaports (+0.2 percent to 1.1 million TEU) and with Scandinavian seaports (+1.1 percent to one million TEU) remained below the usual high growth rates in the Baltic region. Considering loaded container transport there was a slightly higher growth rate from 3.5 percent to two million TEU. There were two main reasons for

this subdued growth. On the one hand demand, with market growth of around 3 percent in 2014, was quite restrained. On the other hand competition for transshipment in the Western ports was stronger than in the previous year. This was favoured by falling bunker rates, which temporarily evened out the disadvantage of the longer distance to the Western ports in the Baltic. New terminal capacity in Rotterdam (Maasvlakte 2) with investment from certain shipping lines had an effect on transshipment goods flows.

The cargo handling trend in Hamburg for the Baltic region is significantly influenced by Russia as its sec-

ond strongest trading partner. By the end of 2013 the emerging weakness of the rouble already signalled its adverse impact on Russian transport. In addition the Russia-Ukraine crisis in 2014 was followed by spiralling of sanctions that weakened the Russian economy, consumption and trade, and so in turn container traffic. Against this backdrop, the reduction in container traffic between Hamburg and Russia, 7.8 percent down at 662,000 TEU, was to be expected. Container traffic to the Baltic ports, which also act as transit ports for Russian cargo, also declined with a total of 258,000 TEU in Hamburg representing a 5.4 percent drop.

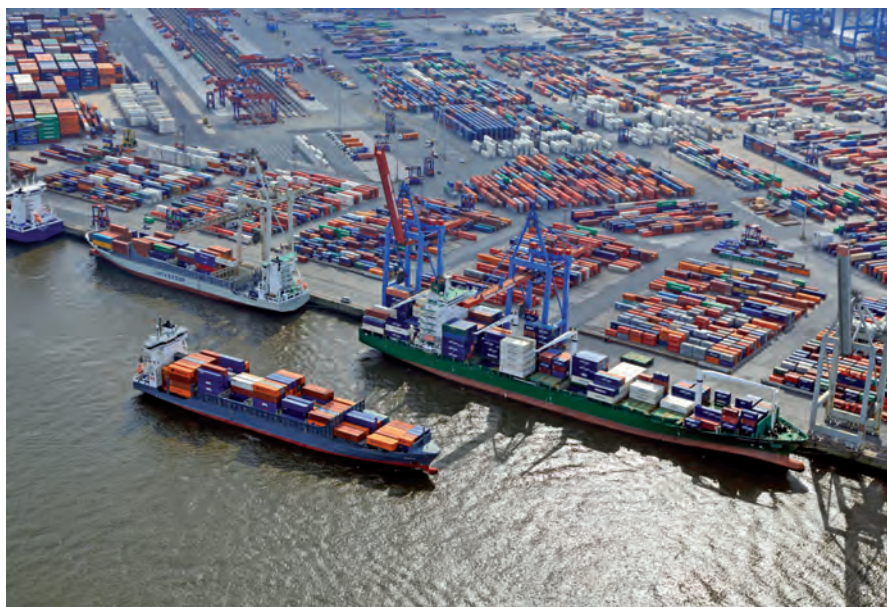
The weakness in Russian traffic was compensated for by very strong development in seaborne container traffic between Hamburg and Poland. For 2014 a new record of 395,000 TEU was reached for the Port of Hamburg, causing above-average growth of 22.6 percent in the handling statistics for this trade route. This result, makes Poland rank as the Port of Hamburg's fourth strongest trading partner in container traffic. This represents an improvement of four places in comparison to the previous year.

Double-digit growth, namely of 31.2 percent to 213,000 TEU, was also booked in Hamburg for seaborne container transport with Denmark in 11th place.

MARKET CULTIVATION

For the Port of Hamburg the Baltic region is one of the most important markets with the highest growth rates. To secure this development for the future, Port of Hamburg Marketing has strengthened its presence in the area during the year. The aim is to increase co-operation and marketing activities for shippers and the transport industry in the Baltic region and Scandinavia. To this end Port of Hamburg Marketing held a series of events in Poland and Russia offering shippers and forwarders the opportunity of making new contacts with member companies and representatives of Hamburg port businesses, in addition to strengthening existing business contacts.

Among the highlights, each with 220 participants, were port evenings in Warsaw and St. Petersburg. The main topic of the evening in St. Petersburg was the tense political situation caused by the Russia-Ukraine crisis. The participants expressed the wish to intensify economic contacts between Hamburg and St. Petersburg despite the current situation. The St. Petersburg port administration used the port evening as an opportunity to invite the Hamburg participants to an exclusive tour, viewing the container port and its terminals from the water. Port of Hamburg Marketing's Joint Managing Director Ingo Egloff used the visit in St. Petersburg to



tour the construction site at the Port of Bronka. The new outer and deep water port basins in St. Petersburg should go into operation in September 2015 and take on an important role for seaborne exports. When it goes into operation the Port of Bronka will represent the first stage of the extension in the container terminal and will offer annual capacity for 1.45 million TEU and RoRo terminal capacity for 260,000 units.

Marina Rimpo, head of market development in the Baltic region, representing Port of Hamburg Marketing, Maciej Brzozowski, representative for Poland and Natalia Kapkajewa, representative for Russia, gave presentations and facilitated events and conferences in the Baltic region, giving information on the many facets of Hamburg as a port and logistics location.

For their member companies in the Baltic States Port of Hamburg Marketing organised company visits, events, conference participation and tours for delegates. They made contacts to potential business partners, provided market and industry-specific data and carried out market analysis on commission.

Port of Hamburg Marketing was heavily involved in promoting new-generation logisticians in Poland. During the reporting year Maciej Brzozowski gave presentations on the Port of Hamburg at well-known high schools in Warsaw: Kozminski University, Warsaw School of Economics and Warsaw University of Technology.

INTERVIEW



**MARINA RIMPO,
HEAD OF MARKETING DEVELOPMENT
IN THE BALTIC REGION**

For the Port of Hamburg the Baltic region is one of the most important markets with the highest growth rates. Marina Rimpo has been responsible for market development reporting in the Baltic region since June 2014, she is also responsible for intensifying and building up contacts in the Baltic States and Scandinavia.



What does market development in the Baltic region achieve for marketing the Port of Hamburg?

The Baltic region is the second most important market for the Port of Hamburg. Growth rates in the region up to the crisis with Russia, at the end of 2013, were very impressive. At the same time the market is in a state of change. Many ports, for example in Poland, Russia and Sweden, are building up their handling capacity. With proximity to the market we want to observe this development and steer it to the advantage of the Port of Hamburg.



Will the new sphere of operations also bring added value for the members of the Association?

I represent the interests of our members and partners in the Baltic region. It is my job to know who is doing what, where and when. I provide our members with targeted market information, which is important for their business, and make contacts.



How do you convince customers who have up to now not used the Port of Hamburg?

The Port of Hamburg has a very good international reputation based on quality and a broad range of services. Many customers appreciate a personal discussion and targeted information. So I simply bring potential customers and service providers from Hamburg and the metropolitan region together. The rest works by itself.



Hasn't the Baltic region been supported for many years by Port of Hamburg Marketing?

Our representatives in St. Petersburg and Warsaw have been doing a good job locally for many years. In addition to Russia and Poland there are other markets in the Baltic region that are important for the Port of Hamburg. From Hamburg I take on coordination of the marketing activities for both representatives and also support the Scandinavian and Baltic State areas. Then we are optimally represented.



What are the personal and professional challenges in your job?

In Germany there is often a long lead time, for example for events. Planning in Eastern Europe is in contrast, last-minute. Interculturally, cooperation can sometimes be a real challenge especially for our partners. I grew up in Lithuania and so I understand both sides. I try to bring together the many interests and needs of all those involved. An exciting task and at the same time a challenge.

MARKET AND ACTIVITY REPORTS

Germany

Shippers and forwarders from the whole of Germany use the tightly-meshed network of regular services via Hamburg for their global imports and exports. All regions are linked by highly effective CT (combined transport) terminals to the Port of Hamburg. While around 79 percent of containers transported between Hamburg and North Rhine-Westphalia go by truck, rail is the dominant carrier in many other German states.



NORTH AND WEST GERMANY

In North Germany the economic area, Lower Elbe and short sea transport were in focus, while in North Rhine-Westphalia, Port of Hamburg Marketing concentrated intensively on seaport hinterland transport. At the port evening in Dortmund representatives from the states of Hamburg and North Rhine-Westphalia spoke about optimising freight transportation. They also discussed the potential for increasing the use of more environmentally-friendly modes of transport, rail and inland-waterway vessel, for inland transport. In addition, a port evening in Düsseldorf was held with almost 260 guests from business, logistics and the world of politics, as well as information events in Brunsbüttel, Flensburg, Hanover and Lübeck.

The representative Volker Hahn took part in a variety of specialist conferences and congresses and was involved in discussions and working groups in the Chambers of Commerce in Hanover, Braunschweig and Dortmund. Involvement in various logistics associations in North Rhine-Westphalia during the reporting year had a positive effect on the image of Hamburg as a port location.

EAST GERMANY

The topic of seaport hinterland traffic/transport, especially inland waterways, was also of great significance in East Germany. The discussion group 'Elbe radar' was continued in 2014 for member companies where regular exchanges took place on the question of inland-waterway shipping, especially in the Hamburg port area but also in the hinterland. For the 'HILDE Hamburg-Saxony' project on hinterland solutions, Port of Hamburg Marketing carried out a detailed market survey of Saxony.

In the reporting year, representative Stefan Kunze was an active member of the Executive Board of the Elbe Alliance association, and in his network he took part in various discussions and working groups. The Ber-

lin/Leipzig Maritime event forum met four times and has become an established discussion platform for forwarders. The trip on the Elbe organised in cooperation with the Sächsische Binnenhäfen Oberelbe, the port evening in Berlin and the roast-duck dinner in Dresden hosted by the heavy cargo terminals in Hamburg, all provided shippers and forwarders with opportunities to make new contacts to member companies and other Hamburg port industry representatives, and to extend existing connections.

SOUTH GERMANY

The Port of Hamburg was able to strengthen its good position as a logistics hub in seaport trade to and from Bavaria, not least through modernisation, extension and the opening of the CT terminals in Baden-Württemberg and Bavaria. For Port of Hamburg Marketing the marketing focus lay on the Port of Hamburg and its hinterland transport. Representative Jürgen Behrens closely supported rail transporting in the markets. This was emphasised by information events in Mannheim and Regensburg in cooperation with member companies in both areas. Among other successful events were New Year receptions in Stuttgart, Munich and Nuremberg.

Port of Hamburg Marketing participated in presentations and facilitated events and conferences in the market region that promoted the broad range of services offered by Hamburg as a port and logistics location. Jürgen Behrens took part in many events, successfully building up his network.

For their member companies in all market areas in Germany, Port of Hamburg Marketing organized company visits facilitated contact to potential business partners, provided market and industry-specific data, and carried out market analysis on commission.

MARKET AND ACTIVITY REPORTS

Central and Eastern Europe

The universal Port of Hamburg is first choice for countries in Central and Eastern Europe for handling their export goods. That is reflected in increasing activities between the competing ports, Koper, Trieste and Rijeka, as well as the Polish ports, which are especially active in the Czech Republic and Slovakia. Continual presence in Central and East Europe is very important.



CZECH REPUBLIC, SLOVAKIA

In the reporting year the Czech Republic actively supported increased use of the Elbe waterway. They sought to maintain the navigability of the Elbe challenging the Germany Federal Government and the EU. The aim was to ensure constant, year-round navigability of the channel. Port of Hamburg Marketing supported the Czech partner and member companies in this especially through cooperation with the Elbe/Oder Chamber of Commerce and the Elbe Alliance association.

In 2014 representatives Bohumil Průša and Vladimír Doboš were in the Chambers of Commerce Abroad working groups located in Prague and Bratislava, and were also active in Czech and Slovakian professional associations organizing and supporting conferences and events. In October a port evening took place attended by around 230 customers, forwarders and shipping lines from the Czech Republic and the Republic of Slovakia as well as member companies and other representatives of Hamburg port business. Both representative offices participated in presentations and facilitated events and conferences in the market region, promoting the broad range of services offered by Hamburg as a port and logistics location.

To promote young talent Port of Hamburg Marketing again organised a study tour for young forwarders from the Czech Republic and Slovakia to Hamburg and Lübeck where they were given information on logistics processes in the ports.

AUSTRIA

Maintaining and building up personal contacts is of special importance in Austria. Represented by Alexander Till, Port of Hamburg Marketing in Austria presented the service portfolio for Hamburg transport and logistics business in around 200 discussion appointments with various decision-makers in the Austrian transport industry.

In 2014 Port of Hamburg Marketing organised four events in Austria. In addition to the port evening in Vienna the information events in Vienna, Anif and Linz offered shippers and forwarders the opportunity of making new contacts with member companies and representatives of Hamburg port businesses, in addition to strengthening existing business contacts. The information events were held in cooperation with the



members CTS - Container Terminal Salzburg, and the Ports of Linz and Vienna.

After the tour by the Governor of Upper Austria and the Minister of Economic Affairs in Lower Austria, Port of Hamburg Marketing initiated a delegates tour from the Austrian state of Vorarlberg to Hamburg. The tour was in the spring of 2014. 20 participants from the state government, the Chamber of Commerce and Vorarlberg private business were able to see the performance capacity of the Port of Hamburg at first hand.

In addition to market cultivation, Alexander Till was especially active for young logisticians in Austria, and held a presentation for trainees of Rail Cargo Austria as well as the vocational school in Salzburg. These activities were rounded off by organising and accompanying a study tour to Hamburg, e.g. with students from the University of the Education Ministry BFI in Vienna.

HUNGARY

The annual port evening in Budapest is still one of the most important and most visited events of the year for the logistics field in Hungary. With a total of 220 participants, in 2014 the event offered an ideal platform for discussing the latest developments in the Port of Hamburg and in the logistics and transport industries in Hungary. In addition to the port evening Krisztina Kovacs, representative for Hungary, organized a factory visit to AUDI in Győr for the German visitors.

In the reporting year Krisztina Kovacs also visited transport and logistics conferences as well as customer information events for the competing ports of Koper and Rijeka, successfully building up her network. Port of Hamburg Marketing backs the young profes-

sionals in the transport and logistics business in Hungary with study visits, presentations and by providing teaching material. In autumn Krisztina Kovacs organised a study trip to Hamburg for young logisticians. During the two-day visit the students learned about the importance of the Port of Hamburg in world trade, the logistics processes at the terminals, and port management.

SWITZERLAND

Jürgen Behrens, representative for Switzerland acting on behalf of Port of Hamburg Marketing presented the service portfolio for Hamburg's transport and logistics business in various visits during the year to Swiss forwarders, shipping company agents/offices and loaders. Hamburg based Metrans organised an information event in April in Basle when setting up of the new regular block train service to and from there in October 2013.

For their member companies in all market areas in Germany, Port of Hamburg Marketing organised company visits, facilitated contact to potential business partners, provided market and industry-specific data and carried out market analysis on contract.

MARKET AND ACTIVITY REPORTS

Asia

Traditionally Asia is one of Hamburg's strongest trades and so in 2014 the seaports in Asia were among the winners in container traffic with Hamburg. With 5.2 million TEU around 54 percent of Hamburg's total throughput was loaded and discharged with countries of origin or destinations in Asia. This represents an advance of 7.9 percent or 382,000 TEU over the previous year. Asian entrepreneurs appreciate the Port of Hamburg especially for its excellent connections to the European hinterland, above all central and east Europe.



This strong growth, a plus of 9.8 percent (previous year +2.9 percent) is above all due to the increase in container transport with the trading partner **China, including Hong Kong**. China accounts for around 31 percent of container handling in Hamburg. In 2014 this totalled around 3 million TEU. This makes the People's Republic of China Hamburg's strongest trading partner in container transport.

In 2014 **South Korea** with 367,000 TEU was in fifth position in the list of top trading partners for the Port of Hamburg in container transport. In comparison to a strong previous year container handling was at 0.9 slightly lower. Due to the strong trend in container traffic with Poland, South Korea dropped one position in the table of the strongest trading partners in container transport for Hamburg.

The Port of Hamburg can look back on growth in double digits with its tenth strongest trading partner, **India**, in 2014. Growth in direct container transport between India and Hamburg was a strong 14.9 percent. This made the 232,000 TEU handled in Hamburg a best-ever total. A proportion of the trade with India is indirect, routed via the Port in Sri Lanka, or Colombo. Container traffic between Hamburg and Sri Lanka improved considerably by 21.8 percent to 88,000 TEU.

Growth between Hamburg and **Taiwan** in container transport was also outstanding. During the year 189,000 TEU were booked, or 23.5 percent more than in the previous year. The rise was largely due to increase volumes routed via Kaohsiung.

The trade route **Red Sea/Gulf** to Hamburg developed strongly with a total 318,000 TEU an increase of 10.2 percent in comparison to the year before. Traditionally container traffic in the Red Sea/Gulf trades is strongly oriented to exports (proportion 2014: 86.4 percent) the difference is due to the strongly containerized structure of exports. Strong development in the reporting year was driven by trading partners in the United Arab Emirates (+17.2 percent to 167,000 TEU) and Saudi Arabia (+9.5 percent to 131,000 TEU). In this area in 2014 containerized foodstuffs were increasingly exported via Hamburg.

MARKET CULTIVATION

CHINA

On behalf of Port of Hamburg Marketing, Anne Thiesen, representative for Hong Kong, South China and Vietnam, and Lars Anke, representative for Central and North China, presented the broad service portfolio of the Hamburg port and logistics location through presentations, facilitated discussions, events and conferences.

In addition to trade fair showcasing at Breakbulk China, transport logistic China and China International Logistics and Transportation Fair (CILF) the Port of Hamburg had a stand at the Asian Logistics and Maritime Conference (ALMC) during the year. Anne Thiesen and Lars Anke were closely involved in the organisation of trade fair showcasing and with the individual general programmes. In Shanghai and Hong Kong Port of Hamburg Marketing staged port evenings. Marketing activities in China were accompanied by active presswork carried out in cooperation with the headquarters in Hamburg.

Important Chinese projects in the reporting year were on the one hand, development of the Shanghai Free Trade Zone, possibly being extended to other locations in the country in 2015. This could provide opportunities for German business. On the other, the Maritime Silk Road is intended to increase sea connections between Europe and China. The representatives worked intensively on both projects.

For their member companies, Port of Hamburg Marketing organised visits to Chinese companies, facilitated contact with potential business partners, provided market and industry-specific data. The representatives were also standing by to answer questions on founding companies, for contract and legal issues.

INDIA

Peter Deubet, the representative for India, maintained contacts to the transport industry during the year, with shippers, forwarders and shipping company agents, intensifying Port of Hamburg Marketing's network and successfully extending it.

On behalf of Port of Hamburg Marketing, Peter Deubet participated in events and conferences with presentations and facilitated discussions for the German-Indian Chamber of Commerce, the specialist publisher Maritime Gateway and the Confederation of Indian Industries. He promoted the broad range of services of Hamburg as a port and logistics location.

In the reporting year the activities of a representative also included publicising specialist articles in well-known media, collecting statistical data and processing members' enquiries.

SOUTH KOREA

In 2014 Namyoon Lee, representative for South Korea visited many Korean shippers, shipping lines and forwarders to promote the broad range of services offered by the Port of Hamburg. Monitoring and analysing of export goods flows from large Korean companies, among them Samsung, LG, and Hyundai/KIA also bulked large among the marketing activities.

In the reporting year the activities of the representative also included publicising special articles in well-known media, for example Korean Logistics News, the largest Korean logistics and shipping magazine. In July, in agreement with head office in Hamburg, Namyoon Lee organised a tour to Hamburg for Korean journalists and media representatives.

In the name of Port of Hamburg Marketing Namyoon Lee gave presentations and facilitated events and conferences in South Korea promoting the broad range of services offered by Hamburg as a port and logistics location. Within the scope of activities for new generation logisticians, Namyoon Lee held presentations at Incheon University informing students and professors about the Port of Hamburg and its efficient hinterland connections.

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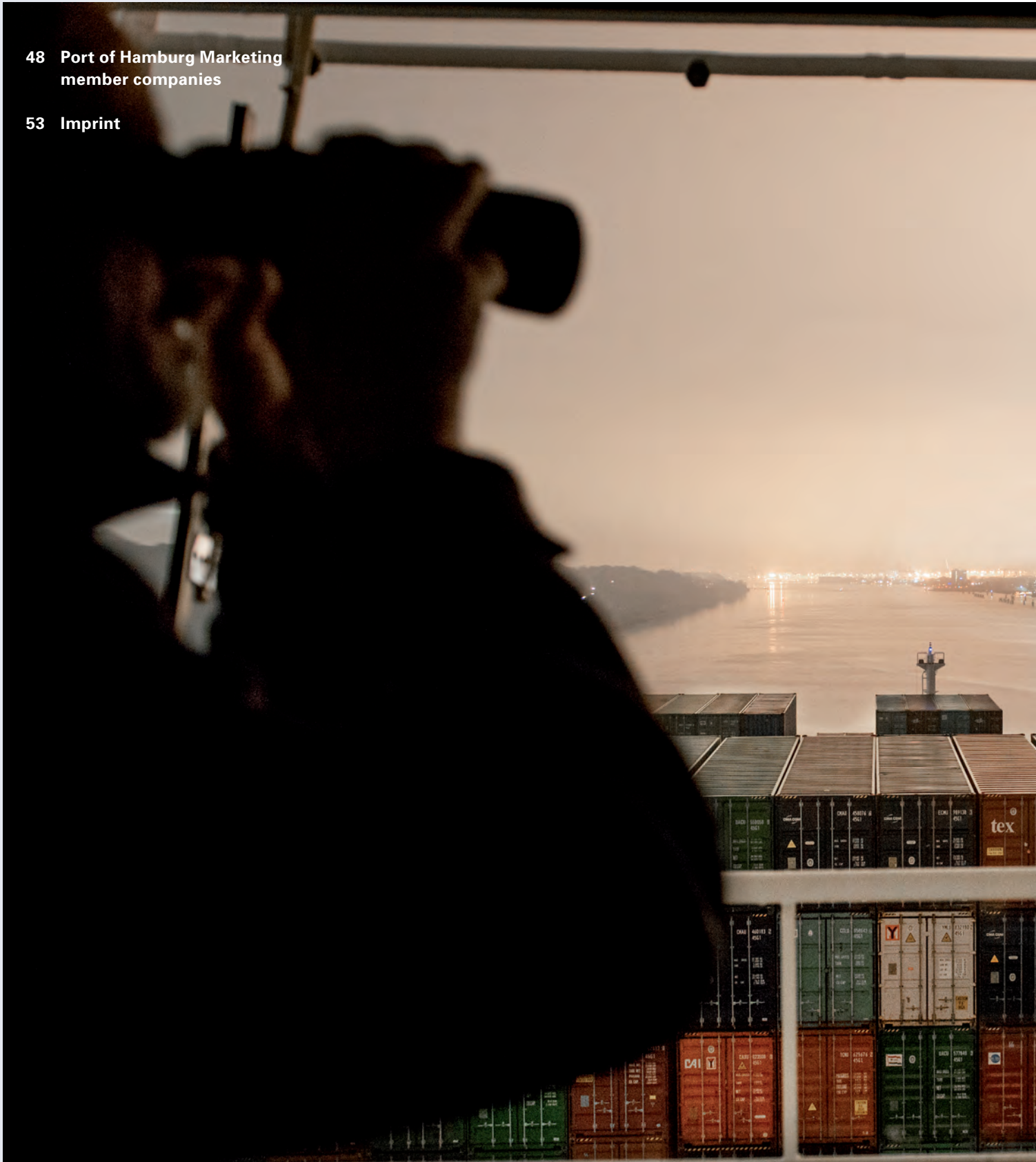
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ADDITIONAL INFORMATION

48 Port of Hamburg Marketing
member companies

53 Imprint



Port of Hamburg Marketing member companies

The Port of Hamburg is Germany's largest universal port. Its strength and competitive ability is especially thanks to the companies active here in the port in transportation, logistics and industry. Many of these companies are members of Port of Hamburg Marketing.

A

ACL Atlantic Container Line Deutschland GmbH	www.aclcargo.com
ADECON Sp. zo.o. Sp.K.	www.adecon.pl
ADM Hamburg Aktiengesellschaft	www.adm.com
ajax Loktechnik GmbH & Co. KG	www.ajax-loktechnik.com
ALC Timber Worxx Packaging GmbH	www.timber-worxx.de
Alcotrans Container Line GmbH	www.alcotrans.de
Alfons Köster & Co. GmbH	www.alfons-koester.de
APL Co. (Germany)	www.apl.com
Argo Capital Management Ltd.	www.argogrouplimited.com
ARIVIST Logistics Overseas GmbH	www.arivist.com
Arnold Koch jr. GmbH	www.arnold-koch.de
ATG Alster Touristik GmbH	www.alstertouristik.de
AWT Advanced World Transport a.s.	www.awt.eu

B

Baltic Rail Gate GmbH	www.baltic-rail-gate.de
Baltica-Trans	www.baltica-trans.ru
Barkassenbetrieb Bülow GmbH	www.barkassenvermietung-hamburg.com
Barkassen-Centrale Ehlers GmbH	www.barkassen-centrale.de
BEHALA Berliner Hafen- und Lagerhausgesellschaft mbH	www.behala.de
BOBE Speditions GmbH	www.bobe.de
boxXpress.de GmbH	www.boxxpress.de
BREEZE Industrial Packing GmbH	www.breeze-packing.com
Brunsbüttel Ports GmbH	www.brunsbuettelports.de
BSPartner GmbH & Co. KG	www.bspartner.de
Bugsier- Reederei- und Bergungsges. mbH & Co.	www.bugsier.de
Buss Capital GmbH & Co. KG	www.buss-capital.de
Buss Group GmbH & Co. KG	www.buss-group.de
Buss Hansa Terminal GmbH & Co. KG	www.buss-ports.de
Buss Port Logistics GmbH & Co. KG	www.buss-ports.de
BUSS Ross Terminal GmbH & Co. KG	www.buss-ports.de
Buss Sea Terminal Sassnitz GmbH & Co. KG	www.buss-sts.de
Buss Shipping GmbH & Co. KG	www.buss-group.de
Buss Terminal Stade GmbH & Co. KG	www.buss-ports.de

C

C. Steinweg (Süd-West Terminal) GmbH & Co. KG	www.csteinweg.de
Carl Robert Eckelmann Transport und Logistik GmbH	www.eckelmannag.de
Carl Wolter GmbH	www.carl-wolter.de
CBT Logistics GmbH	www.cbtham.de
CENEP Group SE	www.cenep-group.com
Česko-saské přístavy, s. r. o. Děčín	www.csp-labe.cz
China Shipping Agency (Germany) GmbH	www.china-shipping.de
CIS-Cargo GmbH	www.cis-cargo.de
CMA CGM (Deutschland) GmbH	www.cma-cgm.com
Color Line GmbH	www.colorline.de
CONDACO & KTD-M GmbH	www.condaco.de
CONICAL GmbH	www.conical.de
Contargo GmbH & Co. KG	www.contargo.net
Cosco Container Lines Europe GmbH - Germany Branch	www.cosco.de
CSAV North & Central Europe GmbH	www.csav.com
ČSPL a.s.	www.cspl.cz
CST Container-, Speditions- u. Transportges. mbH	www.cst-container.com
CTD Container-Transport-Dienst GmbH	www.ctd.de
CTS - Container Terminal Salzburg GmbH	www.ct-sbg.at

D	
DAKOSY AG	www.dakosy.de
DAL Schifffahrts-Agentur mbH & Co. KG	www.rantzau.de
DB Netz AG	www.dbnetze.com/fahrweg
DCP Dettmer Container Packing GmbH & Co. KG	www.dcp-hamburg.de
DD Legal Rechtsanwälte & Steuerberater	www.ddlegal.de
Delfs & Associates GmbH	www.delfs-associates.com
deugro (Deutschland) Projekt GmbH Zweigniederlassung Hamburg	www.deugro.com
Deutsch-Chinesische Wirtschaftsvereinigung e.V.	www.dcw-ev.de
Deutsche Binnenreederei AG	www.binnenreederei.de
Deutscher Tarifeur-Verein e. V.	www.dtvev.de
DFDS Seaways Baltic GmbH	www.dfdsdisco.de
DHL Global Forwarding GmbH	www.dhl.de
DNV GL SE	www.dnv.de
Dolezych GmbH & Co. KG	www.dolezych.de
Dortmunder Hafen AG	www.dortmunder-hafen.de
DVWG Bezirksvereinigung Hamburg	www.dvwg.de
E	
Eichholtz GmbH	www.eichholtz.de
Eimskip Deutschland	www.eimskip.com
EKO Logistics s.r.o.	www.ekologistics.cz
Elbe Allianz e.V.	www.elbstromverein.de
ElbePort Wittenberge GmbH	www.elbeport.de
Elmar Hertzog und Partner Management Consultants GmbH	www.hertzog.de
Emons Air & Sea GmbH	www.emons.de
Emons-Rail-Cargo GmbH	www.emons.de
Ennshafen OÖ GmbH	www.ennshafen.at
Ernst Glässel GmbH	www.glaessel.de
Eurofins Umwelt Nord GmbH	www.eurofins.de
EUROGATE Intermodal GmbH	www.egim.eu
European Cargo Logistics GmbH	www.ecl-online.de
European River-Sea-Transport Union e. V.	www.erstu.com
EVERGREEN SHIPPING AGENCY (DEUTSCHLAND) GmbH	www.evergreen-shipping.de
Evropská vodní doprava-Sped. s. r. o.	www.evd.cz
F	
FENIX Ltd.	www.port-bronka.ru
FILog Forschungsgemeinschaft Innovative Logistik e.V.	www.filog.org
Finnhub ry	www.finnhub.fi
FONTENAY Consulting & Assekuranz-Makler GmbH	www.fontenay-assekuranz.de
Forschungsgemeinschaft für Logistik e.V.	www.fglhamburg.de
Fr. Meyer's Sohn (GmbH & Co.) KG	www.fms.de
Fracht FWO Polska Sp. zo.o.	www.frachtfwo.pl
Fraunhofer-Institut für Fabrikbetrieb und -automatisierung	www.iff.fraunhofer.de
FRIGO Coldstore Logistics GmbH & Co. KG	www.frigo-hamburg.de
G	
G.T.H. Getreide Terminal Hamburg GmbH & Co. KG	www.getreide-terminal.de
GCD Glomb Container Dienst GmbH	www.glomb.com
Geodis Wilson Germany GmbH & Co. KG	www.geodiswilson.com
Gerd Buss Stevedoring GmbH	www.buss-ports.de
Gerlach Zolldienste GmbH	www.gerlachcs.de
Gesamtverband Schleswig-Holsteinischer Häfen e.V.	www.haefen-sh.de
GHB Gesamthafenbetriebs-Gesellschaft mbH	www.ghb.de
GLA German Liner Agencies GmbH	www.glagencies.de
Glückstadt Port GmbH & Co. KG	www.glueckstadtport.de
GOMULTIMODAL GmbH	www.gomultimodal.com
Grimaldi Germany GmbH	www.grimaldi-germany.de
GRIMEX Trade and Logistics GmbH	www.grimex-tl.com
H	
H.D. COTTERELL GmbH & Co. KG	www.cotterell.de
H.S.H. Schleppgesellschaft mbH	www.hsh-hamburg.de
HACKLIN Deutschland GmbH	www.hacklin.fi
HADAG Seetouristik und Fährdienst AG	www.hadag.de
Hafen Akademie Hamburg GmbH	www.hafenakademie.de
Hafen Hannover GmbH	www.hannover-hafen.de

Hafenbetrieb Aken GmbH	www.hafen-aken.de
Hafenbetriebsgesellschaft Braunschweig mbH	www.braunschweig-hafen.de
HafenCity Hamburg GmbH	www.hafencity.com
Hafenkultur e.V.	www.hafenkultur.eu
Hafenschiffsverkehrsverband Hamburg e. V.	www.uvhh.de
Hamburg Cruise Center e. V.	www.hamburgcruisecenter.eu
Hamburg Messe und Congress GmbH	www.hamburg-messe.de
Hamburg Südamerikanische Dampfschiffahrts-Gesellschaft KG	www.hamburg-sued.com
Hamburger Hafen und Logistik Aktiengesellschaft	www.hhla.de
Hamburger Sparkasse AG	www.firmenkunden.haspa.de
Handelskammer Hamburg	www.hk24.de
Hanjin Shipping Europe GmbH & Co. KG	www.hanjin.com
HANSA Heavy Lift GmbH	www.hansaheavylift.com
Hansaport Hafenbetriebsgesellschaft mbH	www.hansaport.de
Hanseatic Cruise Staff Service GmbH	www.hanseatic-cruise-staff.de
Hanseatic Tally Service GmbH	www.hanseatic-tally.de
Hapag-Lloyd AG	www.hapag-lloyd.com
HCCR Hamburger Container u. Chassis-Reparatur GmbH	www.hccr.de
HEINRICH KRÖGER Container Transport & Logistik GmbH	www.kroeger.biz
Heinrich Osse Lagerhaus GmbH	www.osse-logistik.de
HHLA Container Terminal Altenwerder GmbH	www.hhla.de
HHLA Container Terminal Tollerort GmbH	www.hhla.de
HHLA Frucht- und Kühlzentrum GmbH	www.hhla.de
HHLA Logistics GmbH	www.hhla.de
HLG Hamburger Lasch GmbH & Co. KG	www.hamburglasch.de
HLS Eurocustoms24 e.K. - Zollagentur	www.eurocustoms24.de
HMS Hanseatic Marine Services mbH & Co. KG	www.hms-services.com
HÖEGH Autoliners GmbH	www.hoegh.com
HPA Hamburg Port Authority AöR	www.hamburg-port-authority.de
HPC Hamburg Port Consulting GmbH	www.hpc-hamburg.de
HPTI Hamburg Port Training Institute GmbH	www.hpti.de
HTAG Häfen und Transport AG	www.htag-duisburg.de
Hyundai Merchant Marine (Deutschland) GmbH	www.hmm21.com

I

iCON International Container Service GmbH	www.icon-container.com
IFB International Freightbridge (Deutschland) GmbH	www.ifb-germany.de
IGS Schreiner GmbH	www.igs-logistics.de
Imperial BARIS GmbH	www.imperial-baris.de
IMPORT PARTNER Internationale Zollspedition GmbH	www.import-partner.de
IMS CARGO Austria GmbH	www.imscargo.com
Initiative Kiel-Canal e.V.	www.initiative-kiel-canal.de
Institut für BFSV an der Hochschule für	www.bfsv.de
INTTRA Germany GmbH	www.inttra.com
IPS International Packing Services GmbH	www.ips-hh.de
Ixocon GmbH	www.ixoccon.de

K

„K“ Line (Deutschland) GmbH	www.klineurope.com
Karl Gross Internationale Spedition GmbH	www.karlgross.de
Kewill GmbH	www.kewill.com
Konrad Zippel Spediteur GmbH & Co. KG	www.zippel24.com
KPMG AG Wirtschaftsprüfungsgesellschaft	www.kpmg.com
Kühne Logistics University - The KLU	www.the-klu.org
Küter & Staeck Creativepool	www.creativepool.de

L

LHG Service-Gesellschaft mbH	www.sg-luebeck.de
Lindner Fotografie	www.lindner-fotografie.de
LINZ AG - Hafen	www.linzag.at
Logistik-Initiative Hamburg e.V.	www.hamburg-logistik.net
Louis Hagel (GmbH & Co. KG)	www.louis-hagel.com
Lübeck Distribution Gesellschaft mbH	www.ldg.de
Lübecker Hafen-Gesellschaft mbH	www.lhg.com

M

ma-co maritimes kompetenzentrum GmbH	www.ma-co.de
MAERSK Deutschland A/S & Co. KG	www.maerskline.com

Magdeburger Hafen GmbH	www.magdeburg-hafen.de
MARITIME Cargo Logistics GmbH	www.maritimegroup.de
Maritime Circle Line	www.maritime-circle-line.de
Maritimes Cluster Norddeutschland	www.maritimes-cluster-nord.de
Marlière & Gerstlauer executive search	www.marliere-gerstlauer.com
MARSH GmbH	www.marsh.de
METRANS a. s.	www.metrans.cz
Mindener Hafen GmbH	www.mindener-hafen.de
MOL (Europe) BV	www.molpower.com
MSC Germany GmbH	www.msgermany.com

N

NAVIS Schiffahrts- und Speditions-AG	www.navis-ag.com
Netzwerk Logistik Leipzig-Halle e. V.	www.logistik-leipzig-halle.net
Nippon Express (Deutschland) GmbH Hamburg Branch	www.nipponexpress.com
NORD EVENT GmbH	www.nordevent.de
Nordic Rail Service GmbH	www.nordicrailservice.de
NORGATEC Handelsgesellschaft mbH	www.norgatec.de
Notariat Spitalerstrasse	www.notariatspitalerstrasse.de
NSA Schifffahrt und Transport GmbH	www.nsa-hamburg.de
NYK LINE (Deutschland) GmbH	www.nykeurope.com

O

Oiltanking Deutschland GmbH & Co. KG	www.oiltanking.com
ORCA Transport Agency GmbH	www.orca-transport.de
Ost- und Mitteleuropa Verein e. V.	www.o-m-v.org

P

Paul Grimm GmbH & Co. KG	www.paulgrimm.de
Paul Günther Rental A/S	www.paulguenther.com
PCH Packing Center Hamburg GmbH	www.pchpacking.de
Peter W. Lampke GmbH & Co. KG	www.pwl.de
Petersen & Alpers GmbH & Co. KG	www.petersen-alpers.de
PHH Personaldienstleistung GmbH	www.phh24.de
POHL & CO. GmbH	www.pohlgruppe.de
POLZUG Intermodal GmbH	www.polzug.de
Porath Customs Agents GmbH	www.porath.com
Port of Gothenburg	www.goteborgshamn.se
Port of Halifax	www.portofhalifax.ca
Přístav Pardubice, a.s.	www.pristav-pardubice.cz
PST CLC, a.s.	www.pst-clc.cz

Q

Quast & Cons. GmbH & Co. KG	www.quast-cons.de
Quehenberger Air & Ocean GmbH	www.quehenberger.com

R

Rail Cargo Operator - ČSKD s.r.o.	www.railcargooperator.cz
RAINER ABICHT Elbreederei GmbH & Co.KG	www.abicht.de
Reederei Ed Line GmbH	www.ed-line.de
Reinhold Bange (GmbH & Co.) KG	www.bange-hamburg.de
REMAIN GmbH Container-Depot and Repair	www.remain.de
Rendsburg Port Authority GmbH	www.rendsborg-port-authority.de
RENDSBURG PORT GmbH	www.rendsborg-port.com
REPACK Industrie-Verpackungs GmbH	www.repack.de
Rhenus Midgard Hamburg GmbH	www.rhenus.de
Rickmers-Linie GmbH & Cie. KG	www.rickmers-linie.com

S

S&A Service und Anwendungstechnik GmbH	www.s-und-a.de
Sächsische Binnenhäfen Oberelbe GmbH	www.binnenhafen-sachsen.de
SACO Shipping GmbH	www.saco.de
SALLAUM LINES GERMANY GMBH	www.sallaumlines.com
SAMSKIP GmbH Branch Office Hamburg	www.samskip.com
Sandtorkai Handel Papenhagen KG	www.sandtorkai-handel.de
Sartori & Berger	www.sartori-berger.de
Schiffsmeldedienst GmbH	www.smd.de
Schiffsvermietung BARKASSEN-MEYER Touristik GmbH & Co.KG	www.barkassen-meyer.de

Schmidt-Ohm + Partner Werbeagentur GmbH	www.sop-hamburg.de
Schwarze & Consort. GmbH	www.schwarze-cons.de
Seaco International Leasing GmbH	www.seacoglobal.com
Seaexpress Logistics GmbH	www.seaexpress.de
Securitas Gesellschaft für Seeverpackung mbH & Co. KG	www.securitas-gmbh.de
SECURITAS GmbH Sicherheitsdienste	www.securitas.de
Seehafen Kiel GmbH & Co. KG	www.port-of-kiel.com
Seehafen Stade e.V.	www.seehafen-stade.de
SGKV - Studiengesellschaft für den Kombinierten Verkehr e.V.	www.sgkv.de
Siemens AG	www.siemens.de
Silo P. Kruse Betriebs- GmbH & Co. KG	www.silo-p-kruse.de
SIS Internationale Speditions-GmbH	www.schaefer-sis.de
Skandic Service-Gesellschaft mbH	www.skandic-service.de
Softship AG	www.softship.com
STAQ Port Services GmbH & Co. KG	www.staq.de
STENA Line Scandinavia AB	www.stenalinefreight.com
STRABAG AG	www.strabag.de
SWOP Seaworthy Packing GmbH	www.swop.de

T

TB Logistik GmbH	www.tblogistik.com
TCI Transcontainer International Holding GmbH	www.tci-logistics.com
TCO TRANSCARGO GmbH	www.tco-transcargo.de
TEAM LINES Deutschland GmbH & Co. KG	www.teamlines.de
Terra Marine Consult Ltd.	www.tmc.com.ru
TFG Transfracht Internationale Gesellschaft	www.transfracht.com
TransLogix GmbH	www.translogix.ru
TX Logistik AG	www.txlogistik.eu

U

UCA United Canal Agency GmbH	www.kiel-canal.de
UHH Umschlags- und Handelsgesellschaft Haldensleben mbH	www.uhh-haldensleben.de
UMCO Umwelt Consult GmbH	www.umco.de
Uniconsult Universal Transport Consulting GmbH	www.uniconsult-hamburg.de
Unifeeder Germany - branch of Unifeeder A/S	www.unifeeder.com
Unikai Lagerei & Speditions-gesellschaft mbH	www.unikai.de
United Arab Shipping Agency Company (Deutschland) GmbH	www.uasc.net
United Depots Container Services GmbH	www.ctiedemann.de
Universal Transport Michels GmbH & Co. KG	www.universal-transport.com
Unternehmensverband Hafen Hamburg e.V.	www.uvhh.de
USS UNITED SHIPPING SERVICES AB Branch Germany	www.uss.se

V

Vanguard Logistics Services	www.vls-global.com
Vattenfall Kraftwerkgruppe Moorburg AG	www.vattenfall.de/moorburg
Verein Hamburger Spediteure e.V.	www.vhsp.de
Verein Hamburgischer Quartiersleute von 1886 e.V.	www.uvhh.de
Vereinigung Hamburger Schiffsmakler und Schiffsagenten e. V.	www.vhss.de
vesseltracker.com GmbH	www.vesseltracker.com
Vollers Hamburg GmbH	www.vollers.de
Vopak Dupeg Terminal Hamburg GmbH	www.vopak.com

W

W.E.C. Deutschland GmbH	www.weclines.com
Wach- und Kontrolldienst Nord Hamburg GmbH	www.wako-net.de
Wallmann & Co. (GmbH & Co. KG)	www.wallmann-hamburg.de
Walter Lauk Ewerföhreerei GmbH	www.walterlauk.de
WCT World Container Trading GmbH	www.wct-worldwide.de
Werner Bruhns Lagereigesellschaft mbH	www.wernerbruhns.de
Wiener Hafen, GmbH & Co KG	www.hafenwien.com
Willis GmbH & Co. KG	www.willis.com

Y/Z

Yang Ming Shipping Europe GmbH	www.yangming.com
ZIM Germany GmbH	www.zim-germany.com

Imprint:

Publisher:

Port of Hamburg Marketing regd. assn. · Pickhuben 6 · 20457 Hamburg · Germany

Layout:

www.simone-walter.de

Photos:

Dietmar Hasenpusch: Pages 3, 11, 13, 14, 16, 17, 37,

Michael Lindner: Outside cover, Pages 8–9, 20, 39

Jutta Schwolow: Page 35

Achim Multhaupt: Page 47

Michael Zapf: Inside cover





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