Port of Hamburg – Hub in Northern Europe

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1 - Port of Hamburg Marketing at a glance

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3 - Transhipment / Hinterland Traffic

4 - The Future: smartPORT
PORT OF HAMBURG MARKETING

Public Private Partnership

MEMBERS
over 280 members

HPA
Hamburg Port Authority

REPRESENTATIVES MEETING AND SUPERVISORY BOARD

Represents members’ interests
Advise Executive Board
<table>
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<th>Core Competencies</th>
<th>Core Markets</th>
<th>Market Research</th>
<th>Lobbying</th>
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Port of Hamburg – Annual Figures for 2015
Seaborne Cargo Handling

January to December

<table>
<thead>
<tr>
<th>Year</th>
<th>Export (Million Tons)</th>
<th>Import (Million Tons)</th>
</tr>
</thead>
<tbody>
<tr>
<td>2014</td>
<td>81.1</td>
<td>64.5</td>
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<tr>
<td>2015</td>
<td>77.2</td>
<td>60.7</td>
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Possible discrepancy in sum due to rounding.

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Container Handling

January to December

<table>
<thead>
<tr>
<th>Year</th>
<th>Million TEU</th>
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</thead>
<tbody>
<tr>
<td>2011</td>
<td>9.01</td>
</tr>
<tr>
<td>2012</td>
<td>8.86</td>
</tr>
<tr>
<td>2013</td>
<td>9.26</td>
</tr>
<tr>
<td>2014</td>
<td>9.73</td>
</tr>
<tr>
<td>2015</td>
<td>8.82</td>
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Top 10 Trading Partner in Seaborne Container Handling

January to December

1. China *
2. Singapore
3. Russia
4. Finland
5. USA
6. South Korea
7. Malaysia
8. Sweden
9. Poland
10. India

* incl. Hong Kong

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Transhipment / Hinterland Traffic

- Hinterland Traffic: Rail, Barge, Truck
- Transhipment: Deep Sea and Feeder Ships

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Modal Split in Container Hinterland Traffic 2015

Million TEU

- **Total**: 8.8
- **Transhipment**: 3.2
- **Hinterland Traffic**: 5.6

- **Share of Transport Carriers for Hinterland Transports**
  - **Rail**: 41.0%
  - **Truck**: 56.7%
  - **Barge**: 2.3%

*Estimate on data basis Jan-Oct 2015

Possible discrepancy in sum due to rounding

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Container vessels: size trend

Built in 2014
CSCL Globe

- Length: 400 m
- Width: 59 m
- Height: 16 m

Built in 2009
CMA CGM Christophe Colomb

- Length: 366 m
- Width: 51 m
- Height: 15.5 m

Built in 2002
OOCL Shenzhen

- Length: 316 m
- Width: 43 m
- Height: 14.5 m
More Ultra Large Container Ships at the Port of Hamburg

January to December 2015

Further Increase in Calls of Ultra Large Container Ships

10,000 – 13,999 TEU

+11.7 %

14,000 – 19,000+ TEU

+141.9 %
Transport peaks in hinterland traffic

Handling of 13,000 TEU
ULCS 19,000 TEU Class

Transshipment: 4,800 TEU
Hinterland: 8,200 TEU

2,921 Trucks
4,674 TEU

45 Block trains
3,362 TEU

2 Barges
164 TEU

Main challenge for landside infrastructure: more support for trains and barges
Weekly Intermodal Railway Services via Hamburg

- Denmark 10
- Estonia a. r.
- Latvia a. r.
- Lithuania a. r.
- Poland 69
- Belarus 6
- Russia a. r.
- Latvia a. r.
- Lithuania a. r.
- Poland 69
- Belarus 6
- Russia a. r.
- Latvia a. r.
- Lithuania a. r.
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Port of Hamburg: Heading into the Future with smartPORT
The Strategy for Intelligent Port Development

smartPORT

energy

Lower energy use and environmental impact

smartPORT

Efficient use of energy and infrastructures

smartPORT

logistics

Optimized supply chain and transportation networks
Driving Forces behind current Developments in the Port

- **High cargo volumes in limited areas**
  - 2000: 85 million tons
  - 2015: 138 million tons

- **Larger vessels & cargo loads**
  - 2000: 126 ships
  - 2015: 617 ships

- **Increasing traffic**

- **Limited parking areas**

- **Increased environmental awareness**
Context of smartPORT Management Projects

- **Road traffic**
  - Port road management, drivers, road maintenance

- **Ocean transport**
  - Shipping lines, pilots, ship traffic control, bridges

- **Rail traffic**
  - Railway companies

- **Environment**
  - Disaster control, city-port and citizens

- **Terminals**
  - Port operators

- **Public authorities**
  - Construction, civil engineering
Thank you very much for your attention!