

WE. CONNECT. MARKETS.

ANNUAL REPORT 2022



Members' comments

» We feel very fortunate to be in the Port Metropolitan Region of Germany and value the willing and professional cooperation from HHM – especially on the international stage. This is also of great benefit for the Port of Kiel. «

Dr. Dirk Claus, CEO, Port of Kiel

» HHM and SBO – Saxon Inland Ports on the Upper Elbe are linked, not just by the River Elbe, but by a partnership for decades. Along with HHM, we cultivate clients and interests throughout the world, organize events, and engage ourselves for efficient hinterland services along the Elbe. With its commitment and network, here HHM is the finest support for our work, decisively contributing to SBO's success. We look forward to many more successful joint projects in cooperation and partnership, and heartily thank you for our joint activities to date. «

Heiko Loroff, CEO, Saxon Inland Ports on the Upper Elbe

» CTOS' membership in the HHM network strengthens the seaport's partnership with Osnabrück's economy. Together, we are creating new transport opportunities and enhancing the attractiveness of multimodal transport. «

Björn Tiemann, CEO, Container Terminal Osnabrück

» For SmartLoC, cooperation with HHM offers the maximum possible networking impact. For us and our target group, its professional events are of maximum relevance. HHM partnerships at local and international level help to progress innovative and pioneering solutions for international trade and logistics, and to network leading decision-makers. SmartLoC profits immensely. «

Britta Balden, Founder and CEO, Smart Letter of Credit

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CEO's foreword

Dear Readers,

2022 will go down in the history books as a turning point. The event that changed everything was Russia's invasion of Ukraine. Since then, not only trade flows have changed massively: On a political level, a new ice age has started between the West and Russia. The EU sanctions against Russia are not the only reason for this. However, they have had consequences for the Port of Hamburg, and for all of the other European seaports in the North Range. Still, in the previous year, Russia ranked fourth among the trading partners for the Port of Hamburg. During 2022, throughput came to a virtual standstill. Despite this incisive development, container handling in the Port of Hamburg developed positively in the first two quarters. The Asian ports that were closed at times due to lockdowns caused by the corona pandemic, reopened, resulting in the ocean-going containership traffic jams outside the ports being reduced to some extent. First signs of a cooling down were, however, apparent at the beginning of the third quarter with the emerging possibility of an energy crisis, caused by the lack of Russian gas. This massively impacted production costs, industry and trade planning, and the resulting shopping mood among citizens. In this challenging environment, it was once again evident how important diverse, high-quality marketing work for the Port of Hamburg is, carried out by HHM - Port of Hamburg Marketing association on behalf of its members. In particular, our representatives' personal contacts have helped to make the growing

disruptions in the supply chain comprehensible and therefore more tangible. In addition, our team succeeded again in contributing to many events, or indeed, in organizing them. Last year, this already included showcasing at some trade fairs; on an international level, for example: 'CIIE - China International Import Expo' in Shanghai, 'transport logistic Americas' in Miami and 'Breakbulk' in Rotterdam. Just how much explanation of the Port of Hamburg is needed was demonstrated by the media reporting related to all aspects of a Chinese shipping line wanting to take a share in a Hamburg container terminal. In this case, the HHM team provided support with many interviews, background discussions, plus press releases too. We were able to carry out a lot of briefing work at the half-yearly press conference, which at long last was held as an in-person event again. The facilities were made available by our member EVOS.

Further important instruments in our marketing work is the digital content. In the course of the year, we have professionally upgraded our studio. Meanwhile, we do not only use it for the established online 'PORTtalk live' conferences. Some of our members are already using it just as successfully. Concurrently, some colleagues were developing their video recording skills. Our 'PORTtalk' comes across really well on our social-media channels. This video series facilitates taking our members into consideration, putting them across 'in a perfect light'. Moreover, we have made our social media profile more professional and

» In this challenging environment, it was once again evident how important diverse, high-quality marketing work for the Port of Hamburg is carried out by HHM - Port of Hamburg Marketing association on behalf of its members. «

expanded it. One area that is continuing to be very successful is our project department. Our team is currently working concurrently on a number of sponsored projects at EU level, in which some member companies are actively involved. The content, for example, covers the development of ecologically worthwhile measures for the port and hinterland infrastructure.

This Annual Report should give you an insight into our day-to-day work for the Port of Hamburg. It portrays what the Association has achieved during 2022. I want to thank all members and supporters for the trust that they have placed in us.

Yours,

Axel Mattern

CEO Port of Hamburg Marketing Association

Hafen Hamburg Marketing e.V. – a strong voice for the Port of Hamburg



Axel Mattern, CEO Port of Hamburg Marketing

Port of Hamburg Marketing has been active nationally and internationally for over 35 years. Its key goal is to strengthen and develop the Port of Hamburg's market position. Established in 1985, this registered association is active on behalf of the Hamburg port and logistics region. And successfully so: Today, the Port of Hamburg stands for professionalism, innovation, and sustainability. HHM is widely positioned both nationally and internationally. At a total of twelve locations, the employees of the headquarters and representative offices promote the interests of the seaport transport sector for both Hamburg and the surrounding region.

The experts maintain good contacts in the market regions to numerous industrial and trading companies, the transport and logistics sector, business organisations and political decision-makers. HHM provides competent support to terminal operators, shipping companies and liner agents, transport service providers, warehousing, logistics and packing companies, customs experts, initial and in-service training organisations, as well as many other companies and organisations. To this end, the association implements tailor-made communication, as well as project and marketing activities at the Hamburg headquarters and the Port of Hamburg's core markets. In so doing, all activities within the membership are neutral in terms of companies and competition.

Organisational structure

A major change took place at the executive board level. On the 1st of April, joint CEO Ingo Egloff retired. Since then, Axel Mattern has continued as the only CEO. Digital communication channels and video content are increasingly commanding more space in communications. The association has therefore decided to pay more attention to this area and to develop it. Back in 2021, HHM had decided to adjust the organisational structure accordingly. This process was completed during 2022. After Bengt van Beuningen, head of Communications and Information retired, Mathias Schulz took over this position on the 1st of September 2022.

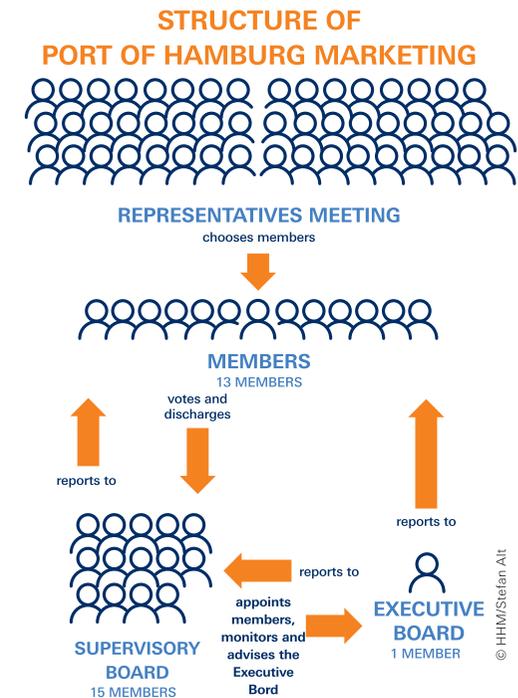
Due to the strong development of online communication and video production, the communications department has been restructured, now consisting of Press & Print, Digital & Live and Web & Technology. In addition, Marina Basso Michael has taken on responsibility for the Representative Offices in Central and Eastern Europe and Inga Gurries has taken on responsibility for activities at the Representative Offices in Asia during the second half of the year.

Association organs

The Supervisory Board consults and constructively observes the HHM executive board. Apart from resolutions related to the business plan and annual accounts, the supervisory board determines the main focus and principal guidelines. The supervisory board consists of representatives from different membership categories, plus a delegate from the Hamburg Chamber of Commerce, the Metropolitan region's ports and the Port of Hamburg's companies' association. The members' meeting is made up of members from different membership categories. Among other things, it is responsible for the election, dismissal and discharge of supervisory board members, setting membership fees and amendments to the Articles of Association.

Staffing

As of December 31st, 2022, HHM employed a total of 39 staff: 20 at headquarters – plus two part-time students – as well as 17 in the Representative Offices.





Headquarters

The restructuring of the communications department may also be seen in staff development. Having just received her Master's Degree, Birte Hirsch has started her working career as Social Media Manager. On September 1st 2022, after completing his studies, Mahdi Ahmadi started at headquarters with responsibility for Media Technology and Video Production. Moreover, the Communications team welcomed Saskia Hasskamp as an intern in May. Straight after her six-month work experience, she continued working part-time as a working student. As of the 1st of July 2023, Saskia Hasskamp is continuing in her role as a full-time member of staff.

Report by the Chairman of the Supervisory Board

**Ladies and Gentlemen,
Dear members,**

This is the last time that I shall be addressing you with this report. I am retiring after several busy years, and therefore handing over the chairmanship of Port of Hamburg Marketing's Supervisory Board. Advising and supervising HHM's Executive Board has proven a responsible task, but also an agreeable one. Allow me to share some personal impressions: Competition



Thomas Lütje, Chairman of the Supervisory Board

between European ports in the North Range has intensified in recent years. One of my key tasks was therefore invariably to promote the advantages and quality of the Port of Hamburg as a logistics hub. The workers in the Port all do a tremendous job. That has needed and still needs to be emphasized again and again. Whether in Hamburg or in HHM's representative offices, its staff successfully do so. I would like to thank all of them for that.

Once again, I wish to express my thanks to all HHM members. It is a great honour to have been entrusted with the leadership of HHM's Supervisory Board for so many years. Nevertheless, I could not have done it without my colleagues on the Board. This year, I would like to report to you once again on our work.

Challenging times

The past year was not only marked by the corona pandemic, persisting at the start of the year, but also by Russia's aggressive war against Ukraine. These two events and their repercussions determined the association's work.

Despite these negative factors, Port of Hamburg Marketing repeatedly succeeded in promoting the Port of Hamburg's advantages as a location.

The end of the pandemic and the related relaxations enabled HHM staff to finally plan and hold in-person events again. This also presented HHM with the challenge of managing both the newly introduced digital formats and in-person events with its available staff.

Four successful meetings

In 2022 the Supervisory Board held four regular meetings. Only the first of these, in February, was still an online event. The others were all held in person. In addition, a Representatives' Meeting was held. Rainer Fabian, in his capacity as Chairman of the Supervisory Board, provides the details. The Executive Board regularly reported on the association's financial and HR situation at the Supervisory Board meetings. The focus was on internal restructuring, with both Ingo Egloff and Bengt van Beuningen retiring during the year. In addition, the Executive Board and senior management provided the members of the Supervisory Board with extensive information on the activities of the individual departments at headquarters and the representative offices.

At last, the focus was once again on in-person events, but also on the various online formats. Dr Rolf Strittmatter regularly participated in the meetings as a permanent guest.

The first meeting of the year, held on 8 February, was already notable for some staff changes. Jens Meier officially stepped down as a Supervisory Board member, and here I would like to take this opportunity to thank him for his work. At the same time, we welcomed Friedrich Stuhmann, his successor, who attended the meeting as a guest. For Joint CEO Ingo Egloff, this meeting was his last. The Supervisory Board decided to admit him to the Advisory Council w.e.f. 1 April 2023.

At our second meeting, we were the guests of MSC. The Annual Report for 2021 was approved at this meeting on 10 May. Further decisions were the appointment of Mathias Schulz to HHM's Management Board, and the approval of the internal reorganisation of the association structures. This placed Axel Mattern, Kerstin Pfietzmann and Mathias Schulz at the head of the association, with Marina Basso Michael, Stefan Breitenbach, Ralf Johanning and Jochen Wischhusen as heads of department. Decisions were also taken on adjustments in the press area, and the reorganisation of activities in Asia.

On 13 September 2022, the members of the Supervisory Board met at GHB for their third meeting of the year. The meeting focused on the financial statement for 2021, which was approved along with a statement on the implementation of port communication measures. The Supervisory Board also discharged the Chairman and selected Grant Thornton to audit the Annual Financial Statement. We also elected Friedrich Stuhmann as Deputy Chairman of the Supervisory Board.

In the last quarter of the year 2022, the Supervisory Board met at HHLA on 22 November. It passed the Economic Plan for 2023 and approved the acquisition of a new CRM system. The Supervisory Board also decided to accept the special contribution of the Hamburg Port Authority.

We are also pleased to welcome Hapag Lloyd as a 'C' member. Volker Werner succeeds me on the

Supervisory Board, which elected Hans-Jörg Heims as the new Chairman of the Supervisory Board, who took office on 1 January 2023.

In many areas, we may have been able to leave the corona pandemic behind us. However, new challenges have arisen in its place. Despite all the unpredictability, as an association we have mastered 2022 in an excellent manner. On behalf of the entire Supervisory Board, I should like to thank all the members of Port of Hamburg Marketing for the trust they have placed in us in these challenging times. I must now take my leave. It has been a wonderful time.

Hamburg, April 2023

Thomas Lütje

Chairman of the Supervisory Board

MEMBERS OF THE SUPERVISORY BOARD

for the periods 2021 – 2024, as at 31.12.2022

CHAIRMAN

Thomas Lütje, Supervisory Board Chairman

HHLA

Friedrich Stuhmann, Deputy Chairman

Hamburg Port Authority

Nils Kahn, Deputy Chairman

MSC Germany .

FURTHER MEMBERS

Thomas Brüggmann

GHB Gesamthafenbetriebs-
Gesellschaft mbH

Dr. Dirk Claus

Port of Kiel (Ports of the
Metropolitan Region)

Oliver Dux

HHLA

Hans-Jörg Heims

HHLA

Jan Holst

Ocean Network Express
(Europe) Ltd.

Ina Illing

Unternehmensverband
Hafen Hamburg e.V.

Aleksandar Jovanović

Wallmann & Co.

Jörn Kamrad

Eurogate

Frank Schnabel

Brunsbüttel Ports

Jan-Oliver Siebrand

Hamburg Chamber of
Commerce

Ben David Thurnwald

Hansaport

Jörg Ullrich

ECL European Cargo
Logistics

Report by the Chairman of the Representatives' Assembly

**Ladies and Gentlemen,
Dear members,**

In 2022, the association once again held an in-person meeting. It was certainly splendid for all those present to be able to network again in an informal and relaxed atmosphere. At the same time, it was also an evening of farewells. Both Thomas Lütje, Chairman of the Supervisory Board for many years, and Joint CEO Ingo Egloff made their last official appearance for the association. I would like to express my personal thanks to them once again for their work. It has been a pleasure to work with you and to promote the Port of Hamburg.

»» By launching new and expanding existing online content and the Port of Hamburg Magazine, the HHM staff have created invaluable instruments for communication. These require intensive usage and further expansion from us. ««

The need for comprehensive and professional marketing activities will continue to be essential in the future. The importance of these activities was also



demonstrated by the debates about the stake in Container Terminal Tollerort. An immense knowledge gap persists about the structures and the composition of the Port of Hamburg. As an association, we see this as a clear signal that we need to do more explanatory work, both nationally and internationally. By launching new and expanding existing online content and the Port of Hamburg Magazine, the HHM staff have created invaluable instruments for communication. These require intensive usage and further expansion from us. In addition, the end of the pandemic provides us with a further instrument: We enjoy again the opportunity to canvas for new customers for the Port of Hamburg at in-person events and to present the port's wide range of services in an appropriate way. We are all very aware that this has not been an easy task in 2022. I therefore wish to express my thanks to the staff in our Representative Offices who repeatedly came up with fresh ways to publicise the Port of Hamburg, even in these challenging times. The task is made somewhat easier when considering that the companies in and around the Port of Hamburg have proven to be extremely robust.

In 2022, the members of the Representatives' Assembly gathered at Saco Shipping for their annual meeting on 29 November. I was once again confirmed in my position as Chairman following my transfer to TCO Transcargo. Furthermore, there

were some other changes: Julia Hartmann replaced Anette Krüger for HHLA, and Sandra Mertens did so for Mark Hennings for GHB – Port of Hamburg Employment Agency.

In addition, the Representatives' Assembly discharged the Supervisory Board for the 2021 financial year and decided on an increase in membership subscriptions with effect from January 2023. On behalf of the Representatives' Assembly, I would like to express my gratitude to all members of Port of Hamburg Marketing for their commitment. Especially in these challenging times, it is essential that the companies in the Port of Hamburg and many close partners join together to champion and promote the location and the Metropolitan Region. Together with its employees, our association is the indispensable backbone in doing so. In that sense, I look forward to our further joint efforts.

Hamburg, April 2023

Rainer Fabian

Chairman of the Representatives' Assembly

MEMBERS OF THE REPRESENTATIVES' ASSEMBLY

for the periods 2021 – 2024

Kai Gerullis

Hamburg Port Authority

Björn Pistol

Hamburg Port Authority

Anne Scholz

Hamburg Port Authority

Holger Heinzl

HHLA

Sandra Mertens

GHB Gesamthafenbetriebs-Gesellschaft mbH

Julia Hartmann

HHLA

Timo Beyer

Port of Kiel

Sven Hargens

Brunsbüttel Ports

Ortwin Harms

Port of Lübeck

Andrea Briks

Saco Shipping

Rainer Fabian

C. Steinweg - SW Terminal

Benito di Racca

H.S.H. Festmachergesellschaft mbH

Willem van der Schalk

a.hartrodt Deutschland

Advisory Council of Port of Hamburg Marketing

After one year of activities, the Advisory Council has settled down well in its role as an external advisory body for the association. Last year, HHM's Executive Board regularly met with the Advisory Council for joint consultations on current developments in the economy, society and of course, the Port of Hamburg in particular. The persisting pandemic in many parts of the world and Russia's aggressive war on Ukraine not only disrupted global supply chains. Many European and federal German political decisions had to be debated and aired.

The experts on the council were available for considering especially problematical questions.

From 1 April 2022, it has consisted of seven personalities in public life. All members offer different qualifications to advise and support HHM on further developments. In alphabetical order, the membership on 31.12.2022 consisted of Norbert Brackmann, Ingo Egloff, Knut Fleckenstein, Wolfgang Rose, Petra Vorsteher, Martina Warning and Pieter Wasmuth.

Members of the HHM Advisory Council



Norbert Brackmann

Federal Government Coordinator for the Maritime Industry, 2009-2021, now retired



Ingo Egloff (since April 2022)

Former member of Federal German parliament, 2009 – 2013, Former CEO of Port of Hamburg Marketing



Knut Fleckenstein

Former member of European parliament, where he was Deputy Chair of SPD parliamentary party, and Deputy Chair of Transport Committee



Wolfgang Rose

Former member of Hamburg state parliament, former regional head of the 'ver.di' trade union



Petra Vorsteher

Founder and CEO of 'AI for Hamburg', Formerly founder and owner of the 'smaato' company



Martina Warning

Managing Partner of the Hamburg PR agency John Warning Corporate Communications



Pieter Wasmuth Chairman of the Advisory Council,

CEO of management consultants COMPANY – PARTNERS CMP, formerly senior manager with Vattenfall

Permanent guests



Kurt Bodewig

European coordinator, TEN-T Corridor, EU Commission, Federal German Minister for Transport, Construction and Housing, 2000 – 2002



Frank Horch

Senator of Economics, Free and Hanseatic City of Hamburg, 2011 – 2018



Port Highlights



© HHM / Hasenpusch Productions

Clearance for second stage of adjustment of navigation channel

Modification of the navigation channel of the Lower and Outer Elbe was completed at the end of January 2022. Depending on vessel dimensions, incoming and departing shipping profited from a draft increase of between 1.00 and 1.90 metres in comparison to the situation before adjustment of the navigation channel. Partial widening of the channel is of at least equal importance. With a length of eight kilometres, a passing box with a width of 385 metres has been constructed between Wedel and Blankenese. Downstream, the channel has been widened from 300 to 320 metres between Wedel and the mouth of the River Stör.

In practice, it showed that it was especially this section that simplified their work for all those involved.



© Emvato Slash Alin Stock

Hamburg as test city for autonomous trucks

Hamburg was selected as the first test city in Germany for autonomous trucks in October. As part of the MODIP project, the next four years will see trials of test runs by autonomous trucks between the autobahn and the Port of Hamburg. The prime aim of the project is to appropriately counter the current shortage of drivers and scarce transport capacities in Europe.

World's largest container-ship in Hamburg

The 'Ever Alot' called Hamburg in September 2022. With a length of 400 metres and width of 61.5 metres, the vessel has space for 24,004 TEU. This makes her the world's largest container-ship just now, but also the first Megamax vessel to crack the magic figure of 24,000 TEU. She sails between Northern Europe and Asia for Evergreen, the Taiwanese shipping company.



© Hasenpusch Productions



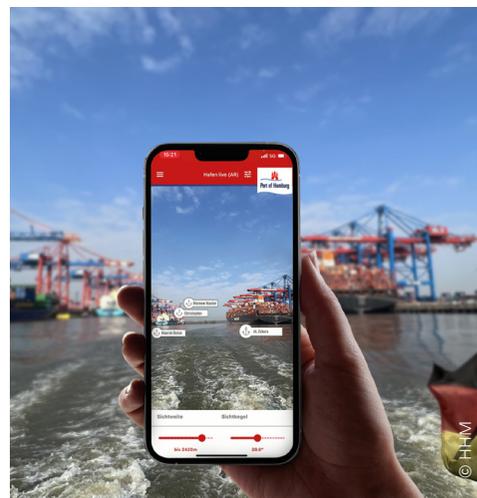
Successful first test delivery of ammonia

October saw the first low-emission delivery of hydrogen in the form of ammonia, which had been transported from the United Arab Emirates to copper smelter Aurubis. HHLA transhipped the pilot consignment at its Container Terminal Altenwerder. Completion marked an important milestone for the import in the medium term of green hydrogen for Germany and Europe.



Hamburg to have import terminal for green hydrogen

Germany's first large import terminal for green energy is to be built in the Port of Hamburg, as announced by Air Products and Mabanaft in November. The construction project now agreed seeks to supply Germany with hydrogen from 2026. Its location at Mabanaft's tank farm facilitates strategic access to the green ammonia produced in the plants operated worldwide by Air Products. This is to be transformed into green hydrogen in Hamburg before being distributed from there.



Using the App to become a port expert

Port of Hamburg Marketing released the new Port of Hamburg App in December. This provides extensive port data for everybody – from logistics experts to the port fan interested in the port as tourist. One highlight is the function 'Hafen live.' This uses augmented reality to show which vessels, terminals and companies are located in the vicinity of the user.

A 'Port plan' and data on 'Liner services' can also be downloaded from the app, which is obtainable from the Google Play and Apple stores.

HHM Activities

Port of Hamburg Marketing represents the interests of its members through targeted communication, project and marketing activities at its Hamburg Headquarters as well as in its core markets:



Member and customer events

Using worldwide networking and information events on current topics, HHM provides an excellent opportunity for nurturing and developing high value business relationships.



Press activities

HHM informs the media regularly about topics in the Hamburg port economy and supports its members with press work, by spreading their press releases and organising press activities.



Publications

Numerous publications in German and English not only give an overview regarding the performance and development of the Port of Hamburg, but also insights into projects and special topics. Moreover, members can produce their own editorial contributions for the Port of Hamburg Magazine and place advertisements for their company. The publications are also issued in the Port of Hamburg App.



Video production

HHM independently produces various video types, from the creation of a storyboard to the editing. This is often carried out with recording partners, who are members. In addition, we record videos to order. To achieve this, there is a professionally equipped studio in HHM's office. From here, panel discussions and similar online events can be streamed live or recorded.



Social Media Activities

HHM carries the Port of Hamburg brand into international markets via our social media channels. Whether on LinkedIn, Instagram, Twitter or Facebook, the Port of Hamburg is always present with news and background information. HHM also gives its members the opportunity to supply content. This presence is rounded off on the main networks through channels, such as YouTube.



Market research

Regular statistics and reports provide information regarding developments throughout the entire seaborne foreign trade and in the Port of Hamburg's hinterland traffic. In addition, HHM reports on the basis of studies and analyses, as well as using data on current market developments.



Congresses and specialized events

HHM organises numerous events of its own for the use of the port. In addition, it

supports its members when designing and carrying out their own events – whether by finding service providers, looking for suitable premises or marketing the event. Turnkey approach is also available – handling the entire coordination of events. Online events can be streamed from the HHM studio.



Website and App

At www.portofhamburg.com there are current news and special topics, contacts to port service providers, a databank with

direct liner services via Hamburg, as well as an overview of ships expected in Hamburg. HHM members' press releases are published here. In the new Port of Hamburg App, these functions are provided compact for mobile applications. This App additionally has an Augmented Reality function..



Projects

HHM participates jointly with members tendering tenders for EU and nationally sponsored projects, which cover current transport policy topics and optimization potential for transport and handling processes.



Market development

Since HHM is present in the important core markets both nationally and internationally, its members profit from delegation tours, company visits and events, during which valuable market contacts can be established.



Trade fairs

Under the Port of Hamburg umbrella brand, HHM designs and organises exhibition presence worldwide for members on a joint stand with complete coordination, a comprehensive service package, as well as especially favourable conditions – including guidance through targeted press work.



Expert tour programme

For domestic and international delegations and groups, HHM designs individual visitor programmes – from fact-finding tours with an expert guide, via terminal visits and company visits to expert lectures. For the upcoming logistics generation HHM designs gripping information programmes.



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Transport policy lobbying

Placing port industry topics at federal political level is of great importance, especially after federal lower house – Bundestag – elections.

At all levels of federal politics, the people to be approached have often changed. In their new function, they are automatically confronted with many maritime questions and need to familiarize themselves with those topics. Port of Hamburg Marketing (HHM) actively provides support in the form of personal discussions and many event formats. At the beginning of the year, Axel Mattern and Ingo Egloff held numerous appointments with members of parliament to get to know them and to place port policy topics.

Highly popular Port Breakfast in Berlin

One of the most popular events as part of lobbying activity is the Port Breakfast. The Hamburg Chamber of Commerce and HHM devised this format back in 2010. Its aim was, and remains, to inform members of parliament and representatives of ministries about the maritime logistics chain. In 2015, the Port Breakfast found a new home with the Maritime Forum in the Capital, or the Maritimes Hauptstadtforum. This also expanded the range of organizers. Along with HHM, these are the German Industries Federation, the Federation of Public Inland Ports, the Chamber of Commerce & Industry - North, the German Shipowners Association, VSM – the Shipbuilding and Maritime Technology Federation, the German Shipbrokers Association, and the Federation of German Seaports. They take it in turns

to host the event. In the period under review, the first two breakfasts had to be organized in a digital event.

As in the previous year, the breakfasts received a great deal of support on the topics of the adjustment of the Elbe navigation channel and the protection of the Kiel Canal. In May, participants were at last able to gather again at Hamburg's Berlin representative office and discuss the plan for the port's future. Three Port Breakfasts followed on the topics 'German Deepsea Shipping: Transition in a sector for the future,' "Seaports to a German Schedule' and 'An era of change for the maritime industry.'

The Blue Hour

To familiarize both politicians and government officials more closely with maritime topics, four Hamburg-based organizations and associations have joined forces and developed a new format: the Blue Hour.

Hamburg Cruise Net, the Elbe Pilots Fraternity, the Hamburg & Bremen Shipbrokers' Association and HHM issued invitations to the first session on April 6, 2022. The aim is to hold discussions aside from everyday routine. The new format kicked off with data on maritime transport chains from the standpoint of the various players. Participants enjoyed a get-together afterwards. On November 22, the second Blue Hour then addressed the question 'The economy without waterways – can that function?' Both events were very well received in Berlin.



HHM Representative Office in Eastern Germany also invited to a Port Evening in Berlin



Axel Mattern

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Ingo Egloff

Ingo Egloff retired in April 2022. He continues to support HHM as a member of its Advisory Council.

Port Evenings each attract more than 100 guests

HHM twice issued invitations to Port Evenings at Hamburg's representative office. The first of these was novel in being organized jointly by the Bremen ports, Seaports of Lower Saxony, and HHM. Under the heading 'Germany's North Sea ports – jointly into the future', representatives of trade and industry and top representatives of the relevant ministries discussed the future positioning of Germany's North Sea ports.

In November, the HHM Representative Office for Eastern Germany held an additional Port Evening in Berlin. Around 100 guests accepted this invitation to the Hamburg Representative Office in Berlin. Among the speakers were Andreas Rieckhof, Under-Secretary in the Hamburg Ministry of Economics and Innovation, and Friedrich Stuhmann, CCO and board member at HPA – Hamburg Port Authority.

As guests in Hamburg

To a special extent, transport policy lobbying involves looking after federal MPs and other politicians from Germany and the world when they visit Hamburg. Escorted port tours are extremely popular and informative. Among guests in the port in 2022 were Dr. Volker Wissing, Federal Minister of Transport, and his Lithuanian counterpart, Dr. Marius Skuodis.

Press & Print

» The importance of the Port of Hamburg for a well-functioning economy needs to be stressed again and again. «

The importance of the Port of Hamburg for a well-functioning economy needs to be stressed again and again. To this end, the diversity of companies offers a good working basis for HHM - Port of Hamburg Marketing's press team. At the same time, last year we came to recognize a great sense of uncertainty in the media. This was most evident in the case of a shipping line possibly acquiring a share at Container Terminal Tollerort belonging to HHLA - Hamburger Hafen und Logistik AG. In this case above all, we provided support, answering questions from the national and international press and publishing press releases. However, this was not the only major topic keeping us busy in 2022. The consequences of the Ukraine war and the resulting sanctions against Russia occupied



Half-year press conference back in-person

us just as much. Here too, we tried to provide as much information to the media. This applied equally to disruptions in the global supply chains and ship traffic jams in front of the ports worldwide. In total, the HHM press team issued 37 press releases during



Ulfert Cornelius (EVOS Hamburg) at the Half-year press conference

last year. These included releases for members, such as Eichholtz' ninetieth anniversary. Many of our own press releases were issued bilingually. To this end, our team continually updates our own press distribution list, expanding it to ensure that we are present in the media worldwide.

At the beginning of the year, for the release of the annual and first-quarter figures HHM continued to rely on online presentations of handling figures from its own studio. This format had proven its worth during the previous corona pandemic years. During the presentation of the annual figures the accredited journalists were able to place their questions in the

chat function. Despite the successful format, it was a highlight for us to hold our half-yearly press conference in person again. Our member EVOS provided us with the necessary facilities. This event was a complete success for HHM, merging seamlessly with the time before the Corona-Pandemic.

Briefed by Port of Hamburg Magazine

Additionally, four times during the year, our team again switched into the role of editor, reporting in our in-house Port of Hamburg Magazine regarding trends and current news from the universal

Port of Hamburg. Each high-quality edition focuses on a specific topic, e.g. Port Working World, Container Port Hamburg, Port and Climate and Digitalization, during 2022. This provides HHM members the opportunity to present their particular services. The Magazines are also available in various online versions. The press team drafted and designed the HHM Annual Report. For a long time now, HHM has no longer been exclusively concerned with print products. The press department was concurrently always involved in making its own and members' news available in the Internet portal www.hafen-hamburg.de. Over and above this, the

staff helped with the storyboards for PORTtalk and supported subsequent reporting on the PORTtalk live events.



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Digital & Live

The Digital & Live team in the Communications Department handles online content, social media and video production, along with trade fairs and events. In 2022 we were able to enjoy an unprecedented, colourful mixture of online events plus real on-the-spot happenings. Some methods and ideas created and ripened during the pandemic survived, while others returned after a two-year break! We created and uploaded exciting content, being active both on-line and offline as promoters, co-promoters, speakers and organizers. In addition, we ended the year with a total of around 55,000 followers on social-media channels.

Networking and interchange – at long last both online AND offline

At the beginning of the year, the pandemic still had social life firmly in its grip. Until spring, it was still impossible to hold trade fairs and events on the customary scale or in the usual form. HHM - Port of Hamburg Marketing worked continuously on appropriate changes to communication methods and developing new ones. Digitally, by hybrid means or in person, we succeeded in maintaining a lively presence, including trade fair participations, round-table contributions, or our own and external events.

In the course of 2022, in-person events once again became part of everyday marketing. Wherever possible, personal encounters were the aim.

Wherever we did not wish to forfeit coverage achieved during the pandemic, hybrid settings were created – for the half-annual press conference in August, for instance.

One highlight after the long winter of the pandemic was the first in-person trade fair presence at Breakbulk Europe in Rotterdam. HHM participated in the form of a joint venture stand showcasing a total of nine co-exhibitors.

Events and in-person sessions for Port of Hamburg Representative Offices continued to receive head office support. Towards the end of the year, in November, a leap across the big pond to 'transport logistic America' in Miami proved feasible. A joint venture stand under the umbrella 'German Ports' was mounted together with the ports of Bremen and Lower Saxony. Also in November, the focus in organizing events was on continuation of the Future Conference for industry, logistics and ports on the topic of 'Northern Germany as an AI base.' This event was now in its third round, and for the first time as a hybrid conference. After a move shortly beforehand, the recently opened Digital Hub Logistics served as the location. An exciting keynote discussion panel



Shooting PORTtalk at TCO Transcargo

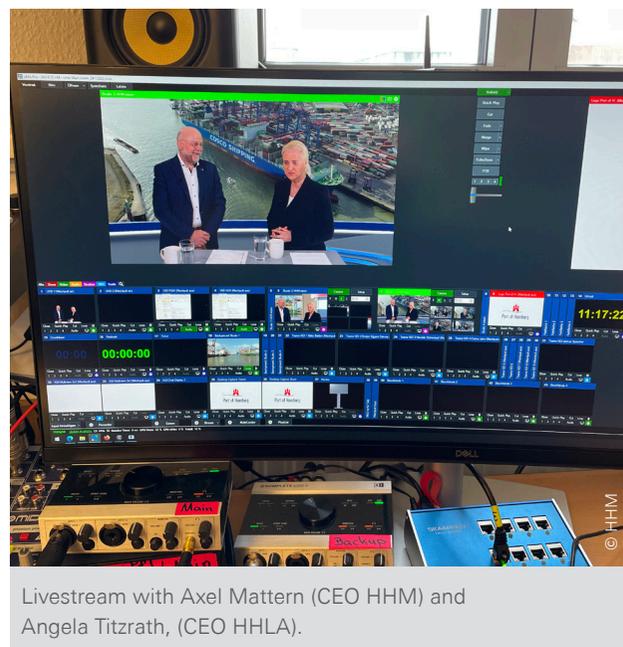
plus two others enabled experts and scientists along with people currently working in various areas of the port, transport and energy sector to discuss 'Logistics innovations and secure energy supply with the aid of digitalization and artificial intelligence.' Like the second, the third Future Conference can also be downloaded from our website as a recording.

We were once again able to let the year expire in a relaxed atmosphere, with our second Maritime

Christmas Market. This is an event staged jointly by HHM, LIHH – Logistics Initiative Hamburg, VHBS -Hamburg/Bremen Shipbrokers' Association, HCN - Hamburg Cruise Net and the cooperation partner Cruise Gate Hamburg. The event series was launched in 2021 to provide an opportunity for networking despite the winter of the pandemic.

On Land, Water and in the Air – we continue to film!

In the area of video production HHM made continued progress in 2022, not solely at a technical level, but also in respect of content emphasis in the different video types. This year Mathias Schulz and Birte Hirsch featured as moderators for around ten clips in the PORTtalk series. Right from the ideas stage, the team is engaged in planning, filming, cutting and publicity to bring exciting port topics in an attractive way to viewers everywhere. To the fore here is our network of members, partners in the port, and political figures. This year we captured TCO Transcargo, Packing Center Hamburg, Eichholtz, and the Port Captain himself, on film. We also produced an explanatory video of the innovative project BOSS - Border One Stop Shops. At the same time, we further developed the concept behind the PORTtalk series established in 2020. Now and in future, the idea is for focus to be more on the range of logistics and port company topics. The storyline meanwhile consists less of the traditional interview than the



Livestream with Axel Mattern (CEO HHM) and Angela Titzrath, (CEO HHLA).

actual sequence of a working, creation or handling process at the shooting location. New camera and drone equipment and new storytelling mean that the series is continuously improving, while remaining entertaining and informative, even after numerous sequences.

Since we produce PORTmovies to mark special events, our followers can also experience events and visual highlights from the port anytime via our channels. Here, everything revolves around spectacular views showing the port from its most beautiful and impressive side. The arrival of the containership 'Ever Alot' and the Port Anniversary

held again in September were visual highlights. Short video summaries are available of our online and hybrid events, for example the half-yearly press conference, or the Future Conference. An extended clip of the livestream can also be found on the events page of our website.

On Air – Networking at lunchtime on PORTtalk live

The 'PORTtalk live' series continues to be produced in cooperation with Representative Offices. With a few exceptions, once a month this has featured briefing and discussion of various topics and the latest developments in the Port of Hamburg. For eight editions of this event series for the mid-day lunch break, we welcomed fascinating discussion partners to our virtual studio. Moderator Mathias Schulz led discussions on the topics of digitalization, LCL and RoRo. The English edition of 'PORTtalk live' was moderated by Maciej Brzozowski, head of HHM's Warsaw Representative Office. Another highlight was the first issue of PORTtalklive in January 2022. As an exception, the association itself was to the fore. Under the motto 'Inside HHM', we were able to introduce live the different departments and their staffers in short video clips for PORTtalk live. This provided a glimpse behind the scenes of our everyday activities and our technical equipment. Altogether, we were happy to welcome around 1,350 viewers for our live PORTtalk issues during 2022.

Hamburg, Your Port – on LinkedIn, Instagram, Twitter, Facebook, YouTube, and in the App

We are still growing! More than 21,000 followers watched our LinkedIn focus page on the Port of Hamburg at the end of the year, while Facebook attracted around 20,000 port fans and Twitter and Instagram each counted almost 5,000 followers. With their own LinkedIn channels, our colleagues in the Representative Offices were also able to generate fresh coverage in the relevant market regions of Europe.

After the sub-page of the Vienna Representative Office had already successfully gained over 1,500 followers, the LinkedIn pages of the Budapest, Warsaw and Prague Representative Offices were also delighted by rising follower numbers. The content on the Port of Hamburg LinkedIn page was viewed 1.8 million times, i.e. it scored that many clicks. On Facebook our score was 2.1 million clicks.

We were able to use the various social media networks to reach our different target groups with relevant topics, to communicate ad-hoc and live on the spot, to cultivate our network, and not least to stay informed ourselves.

Along with news of our member companies, video contributions and general impressions of the port, various briefing formats also form part of our editorial plan. Along with the recurring format 'Did you know?', an additional template can now be used repeatedly for the latest industry news. The

'rePORT' format is especially suitable for the latest local news. New Port of Hamburg liner services can be handily summarized there.

With over 30,000 competitors for prizes, the annual Advent calendar run in cooperation with our members proved to be a total success. This meant that we had over 30,000 takers for the second year running, and were delighted to be able to offer 21 of our member companies a special form of coverage.

Besides the Advent calendar, in December the focus of our social media activities was on the just launched Port of Hamburg app. This launch reaped nothing but positive feedback on all social media channels. The app campaign will be continued with further postings during 2023.

Comprising around 55,000 followers on social media channels, our network gives us more than sufficient reason to say 'Thank You', and the motivation to constantly expand our content.



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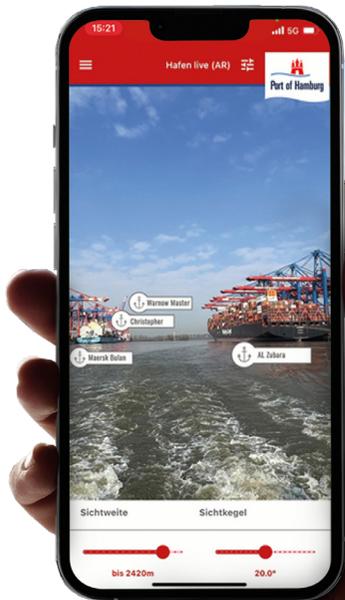
Web & Technology

The year's highlight for the Web & Technology team was the introduction of the new Port of Hamburg App. Moreover, online events became an established part of our association's work. The website and many services were further developed.

New App for the port

Port of Hamburg Marketing (HHM), has issued a new Port of Hamburg App, equipped with numerous functions. One of its highlights is the 'Port live' function. It shows what is to be seen in the user's vicinity. If, for example, you hold your Smartphone in the direction of a ship, the app displays the name of the vessel in augmented reality.

This function is just one of eight in the new Port of Hamburg App. All information on the website can also be called up on the App. This includes the ship database, the cruise ship sailing list, the port map and a great deal of data such as liner services and the intermodal databank.



The new Port of Hamburg App

Reporting live from our own studio

During 2022, even more state-of-the-art technology has moved into our own studio. This supports the production of online live events such as our 'PORT-talk live' format and the online events commissioned by our members. A total of ten events were produced in the HHM studio. It was also used to record video contributions and to send greetings.

Image film 'Green, reliable and fit for the future: Inland waterway craft'

Right on time for the 'Elbe Shipping Day', an image film about inland waterway shipping was produced on commission. The film was first screened during the event's opening ceremony, performed by Hamburg's First Mayor, Dr Peter Tschentscher. This first commissioned production proved to be a complete success for HHM.

portofhamburg.com

After its relaunch in 2021, the team optimized the Port of Hamburg website, further fine-tuning it to customer needs. This included close cooperation with the Hamburg Vessel Coordination Center (HVCC). An interface to the HVCC now provides qualitatively and quantitatively better data on ship arrivals. During 2022, we have also succeeded in taking the important transport carrier – inland waterway craft - more into account. A variety of vessels are held in the ship database and the ship arrivals are also on the website. Apart from our own

web presence, customers' internet pages, as well as EU projects, have been modified, extended and updated.

PORTTALK VIDEOS PRODUCED:

In total, the team has produced 15 videos, including:

- Virtual port tour episodes 5-11
- More cargo for Hamburg
- Port assistance - Helping Ukraine
- Securing cargo – part 1: Containers
- Securing cargo – part 2: Flat-racks
- 'BCF Glückauf' container barge - From Magdeburg to Hamburg
- Motor vessel 'MS BLEICHEN'
- BOSS – Border One-Stop Shop
- Full-service logistics with tradition



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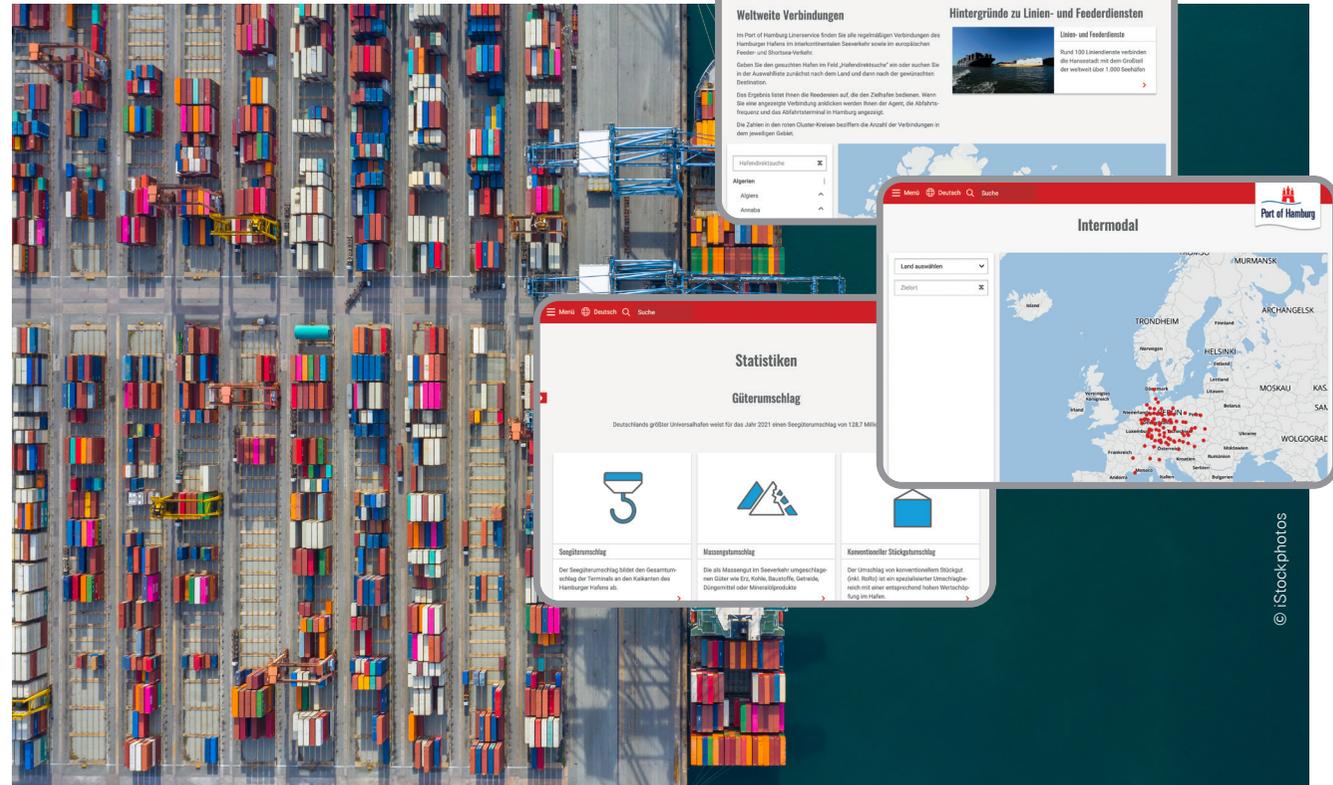
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Market Research

In 2022 the Russian attack on Ukraine and its consequences triggered many questions to HHM - Port of Hamburg Marketing's market research department. These repeatedly revolved around the repercussions for the Port of Hamburg. Uncertainties about the economy also arose in the course of the year. While the end of the pandemic meant a step towards reality for ship traffic, high inflation, full warehouses and shipping bottlenecks caused fresh uncertainties. In 2022, HHM's market research managed to engender some calm, badly needed in the fraught situation in the media.

Last year, the tense situation worldwide also affected the Port of Hamburg. While throughput rose slightly during the first half, in the second it followed the trend for all European ports by falling. However, seaport-hinterland services via the Port of Hamburg proved extremely resilient and stable. The trend in its modal split remained satisfactory. Rail transport with over 50 percent of volume in tonnage terms outpaced other carriers. During 2022, HHM market research once again reported regularly on the current situation. Monthly reports informed members on port trends, liner services and developments in seaport-hinterland transport.

'SeegüterrePORT' – the seaborne cargo report – also invariably analyzed a specific market of interest for Hamburg, or likely to be.



HHM also provided much market-relevant data online for members, port customers and partners. For example, the databases 'Intermodal' and 'Liner Services' were continuously updated, enabling those interested to view current links – both by sea and on land – to and from Hamburg at any time. In addition, all the official statistics on the port can be found on the Port of Hamburg website.



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Projects



Senate Chancellery information event on the Interreg-Programmes

In crisis-ridden times and, above all, with regard to the increasingly noticeable impact of climate change, the development of efficient, innovative and ecological transport solutions tops the agenda for HHM - Port of Hamburg Marketing and its members. Topics such as the generation, storage and use of alternative energies and fuels, as well as the expansion of intermodal transport solutions, and increased efficiency through automation, characterized the project landscape in 2022. During the year, our colleagues in the Project team have, once again, done a really good job in the right direction by leading, or collaborating in, EU and nationally promoted projects. Below, there is a brief overview over current, completed and upcoming projects:

CURRENT PROJECTS:

Aim: Low emission, 'smooth' ports have been important economic centres and growth motors for centuries. By integrating players from administration, port and logistics companies along the supply chain, the **Smooth Ports** project aims to reduce the CO₂ emissions of port-related road traffic through a holistic approach. HHM is acting here as communications manager, supporting the Ministry of Economics and Innovation (BWI) with its project management function. During the first phase of the project the partners have developed various regulations and solutions to reduce emissions in ports, testing them for their suitability for other port locations. The content work in the Smooth Port

project, promoted by the Interreg Europe programme, was completed in 2021. A twelve-month monitoring phase followed in 2022, during which the implementation measures were checked for their success.

SMOOTH PORTS INTERREG EUROPE

PROJECT MANAGEMENT

BWI

HHM MEMBER COMPANIES INVOLVED

BWI

DURATION

08/2019 – 01/2022 + twelve-month monitoring phase

WEBSITE

www.projects2014-2020.interregeurope.eu/smoothports



Projectmeeting Smooth Ports

Smart Intermodality

The North Sea Region - NSR is a logistics zone in Europe: The major seaports are located there, and the many intermodal transport hubs, too. To enhance the attractiveness of a location, together with its market potential, efficient, green transport networks are needed: This is being researched and tested in the **NSR Connect** project under HHM project management. North Sea Region Connect is intensively dealing with the improvement and increased efficiency of freight transport on the trans-European transport network - TEN-T in the North Sea Region.

The aim of the North Sea Region Connect Project is to promote intelligent, intermodal and sustainable freight traffic growth in the North Sea Region. To this end, the most varied pilot applications were developed. Among them is one that HPA - Hamburg Port Authority – is implementing in Europe's biggest rail port. Some 200 freight trains run on the Hamburg port rail network daily. Coordinating the freight traffic is a corresponding challenge.

HPA enhanced the central Rail Port Community System with a slot-plan data structure for more intermodal seaport terminals. Each terminal can continue to use its own planning system. This will lead to further digitalization and increased efficiency in freight train transport.

NSR CONNECT NORTH SEA REGION PROGRAMME

PROJECT MANAGEMENT

HHM

HHM MEMBER COMPANIES INVOLVED

HPA

DURATION

07/2020 – 03/2023

WEBSITE

northsearegion.eu/north-sea-connect/

COMPLETED PROJECTS:

Concentrated expertise for the Baltic Sea Region

The project platform, **BSR Access (BSR = Baltic Sea Region)** promoted by the Interreg Baltic Sea programme serves to promote clean, efficient, multimodal transport corridors in the Baltic Sea Region. BSR Access pools the competences of the EMMA, TENTacle, NSB CoRe, GREAT und Scandria2Act transport projects in a cooperation platform for transport inter-operability and regional development. HHM is a project partner in the first three projects named above. The main aim of the project platform is to mobilize the interested parties for a coherent, supra-sector, more adaptable planning approach, facilitating better access to the TEN-T Core Network Corridor infrastructure, resulting in sustainable regional growth.

In March 2022 the project was successfully completed.

BSR ACCESS INTERREG BALTIC SEA REGION

PROJECT MANAGEMENT

Helsinki-Uusimaa Reginal Council

DURATION

10/2018 – 03/2022

WEBSITE

www.bsraccess.eu



Visit of the tank section at the European Security Center Duisburg e.V.

NEWLY STARTED PROJECTS

Helping robots for geater safety in work processes

The **CoboTank** research project is covering automated solutions in the area of handling liquid cargo in German inland ports. Until now, this has been characterized as manual, physically exhausting work. The formulated project aim is the development of robotic aids (COBOTS) when loading and discharging tankers.

The CoboTank plans to develop a partly-automated Cobot and a fully-automated Robot. The implementation of a Cobot should lead to higher process and occupational safety. In turn, the Robot should facilitate automation, where practicable, for loading processes.

COBO TANK IHATEC II

PROJECT MANAGEMENT

Garant mineral oil trading company

HHM MEMBER COMPANIES INVOLVED

DST – Development Centre for Ship Technology and Transport Systems assoc.

DURATION

07/2022 – 06/2025

WEBSITE

www.dst-org.de/cobotank/

Strengthening the role of ports

To promote the implementation of alternative fuels in freight transport, at the same time, it is a good approach to push ahead in ports with the development of appropriate infrastructure, too. After all, the handling, storage and distribution of the alternative energy carriers and fuels take place there.

The **REDII Ports (North Sea)** investigates the resources for a technically feasible and commercially viable generation, storage and use of alternative energies and fuels in port locations.

The analyses serve the project partners involved for the development of medium and long-term strategies to equip their ports for these developments.

To achieve this goal, REDII Ports is working on a three-phase roadmap, covering local sources, via production and storage in the ports and on to the market, coming full-circle by benefitting the regions.

REDII PORTS (INTERREG NORTH SEA REGION) INTERREG NORTH SEA REGION

PROJECT MANAGEMENT

Port of Skagen

HHM MEMBER COMPANIES INVOLVED

Port of Trelleborg

DURATION

10/2022 – 09/2025

WEBSITE

www.interregnorthsea.eu/redii-ports



Blue Supply Chain Kick Off Meeting in Hamburg

Decarbonizing port locations thanks to electrification and intermodal transport

The Blue Supply Chains project is supporting port authorities and operators with the implementation of effective long-term measures for decarbonizing port locations. To achieve this, the project is following several different approaches. It is looking for the opportunity to find solutions to electrifying more handling equipment. A further point is the development of strategies for storing and handling alternative fuels. In addition, promoting more environment-friendly transport chains into the hinterland

are in the project plan, with the focus centred on enhancing intermodal transport.

Those working on the project for a better integration of the Rostock-Trelleborg ferry service in intermodal transport chains are Stena Line, Rostock Port, modility, Studiengesellschaft für den Kombinierten Verkehr – ‘Feasibility studies for intermodal transport’ and the Port of Trelleborg. The two ports are the quay-wall for the last remaining railway ferry on the Baltic Sea. At the same time this service and the port system represent an important infrastructural redundancy for Scandinavia’s rail connection to mainland Europe.

BLUE SUPPLY CHAINS INTERREG BALTIC SEA REGION

PROJECT MANAGEMENT
HHM

HHM MEMBER COMPANIES INVOLVED
Stena Line, Rostock Port, modility, Studiengesellschaft für den Kombinierten Verkehr

DURATION
01/2023 – 12/2025

WEBSITE
interreg-baltic.eu/project/blue-supply-chains/

Outlook 2023

Two project grant applications for two Interreg North Sea and one Interreg Baltic Sea were developed and

submitted in 2022. Each of the grant awards are expected this year.



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Locations and Markets



To optimize coverage of the Port of Hamburg's core markets, Port of Hamburg Marketing (HHM) is active worldwide with its Representative Offices. In 2022, at eleven locations, Port of Hamburg Representative Offices (HHR) represented the interests of HHM member companies and the metropolitan region. In their regions, the Representatives are the initial point of contact on the spot for customers and members. They function as intermediaries, market researchers, and project managers, to put across and underline the efficiency of the Port of Hamburg. Among other activities, the HHRs cultivate relations with bodies in industry, trade, transport and logistics, as well as trade associations, political decision-makers, and leading training/educational institutions.

The representatives are also actively involved in relevant networks, alliances and associations, engaging in port and transport policy lobbying. Also part of the portfolio are regular networking and information events such as Port Evenings, Shippers' Days and industry trade fairs. Of special importance is proximity to the upcoming forwarding and logistics generation – HHR colleagues promote the industry and the Port of Hamburg at universities and trade schools with expert lectures, panel memberships and visit programs.

At the beginning of 2022, the pandemic continued to restrict the activities of Representative Offices, so that in many places, events and meetings

were only feasible in digital form. Yet that did not limit their work. With the outbreak of Russia's war of aggression against Ukraine, our colleagues in St. Petersburg limited activities to no more than reporting. Over the year, however, many Representative Offices were able to return to normality. Our colleagues took advantage of that, once again inviting guests to a wide variety of events. In close cooperation with the head office, they continued to plan and hold the 'PORTtalk live' series in 2022.

HHM Representative Offices

D-A-CH – GERMANY-AUSTRIA-SWITZERLAND

HHR Eastern Germany
HHR Western Germany
HHR Southern Germany
HHR Vienna

EASTERN EUROPE, BALTIC REGION

HHR Budapest
HHR Prague
HHR Warsaw
HHR St Petersburg

ASIA

HHR Mumbai
HHR Hong Kong
HHR Shanghai

D-A-CH Markets in Germany, Austria and Switzerland

HHR Southern Germany

The Port of Hamburg has for many years led the field in handling overseas exports and imports to and from Southern Germany. Of the port's throughput, more than one million TEU have their origin or destination there. For the strongly export-oriented economy of the region, a top-notch rail link between Germany's largest seaport and its manufacturing centres is especially advantageous.

International, well-organized middle-ranking companies, the long-standing variety of industries, a marked willingness to innovate and invest, and an above-average services sector ensure flourishing trade.

The beginning of 2022 was notable for a strong recovery of the economy after corona pandemic restrictions. Yet even in Southern Germany, such international crises as the Ukraine war hampered growth. The Port of Hamburg has been present in Bavaria with its own Representative Office since 1961. Also covering Switzerland and Baden-Württemberg, since the beginning of last year, this has been located in Augsburg, with Karin Lengenfelder, head of HHM's Representative Office, Southern Germany/Switzerland, busy building up and expanding business links in the region.

HHR Western Germany

With its industry largely shaped by foreign trade, North Rhine-Westphalia is of great significance for the Port of Hamburg. Shippers and logistics providers from the region use the dense network of worldwide liner services for the worldwide distribution of import and export freight, including trade and department store goods, metals and metal products, machines and equipment, and food and beverages. With annual throughput of 530,00 TEU, North Rhine-Westphalia ranks second among the regions for the Port of Hamburg's container hinterland. The connections by rail once again proved resilient in 2022.

HHM – Port of Hamburg Marketing has been active for many years in the most important market regions, and especially in North-Rhine-Westphalia, Lower Saxony and Hesse.

Markus Heinen as Head of HHM's Representative Office maintains close contact with key players among shippers and logistics providers. Using events with differing formats, he repeatedly stresses the Port of Hamburg's advantages. For enterprises in the region, he is the first person to approach on building up and maintaining logistic chains via the Port of Hamburg.

HHR Eastern Germany

Especially for containerized shipments, the Port of Hamburg is the top port for Central and Eastern Germany. The port is also an important gateway to markets around the world for conventional breakbulk and bulk cargo. Its connections to inland waterways play an important role for the latter, since overweight and oversized shipments can be transported along them without problems. The most significant branches of industry in the region are engineering, plant and vehicle manufacture, chemicals and mining, as well as agricultural and forestry output. Leading manufacturers have invested in the region in recent years, boosting the regional economy.

The cutting-edge stance of such companies helped to keep the repercussions of the corona pandemic within manageable limits. The interests of Hamburg's seaport business have been represented in the 'new states' since 1990. Headed by Stefan Kunze, HHM's Representative Office in Dresden cultivates intensive contacts with companies in trade and industry, the transport and logistics sector, and trade associations. Close contacts are maintained too with political decision-makers in Mecklenburg-Western Pomerania, Berlin, Brandenburg, Saxony-Anhalt, Saxony and Thuringia, to provide news of developments in Hamburg as a all-purpose port and conduct political lobbying. Transport by inland waterway vessels is one of the top themes for these activities.

HHR Vienna

Excellent trade relation between Austria and Hamburg have existed for centuries. Since the 1950s the Port of Hamburg has gained in importance for the Austrian economy, and since the 1970s as a very important transshipment hub. Companies in Austria especially appreciate the Port of Hamburg's fine rail infrastructure and worldwide liner network – and Hamburg has now topped Austria's container traffic for over 40 years. In

2022, 323,000 TEU were transported between Hamburg and Austria. Among the main cargoes imported and exported were timber, paper, beverages, fittings, automotive equipment, machinery and plant elements. At 6.3 million tons, tonnage in 2022 reached a new record. Among the reasons for this was voestalpine's import business. Over the last ten years, the Port of Hamburg's transshipment total for freight from/to Austria has doubled. The country's industry uses Hamburg as an

all-purpose port. Apart from container trades and the bulk cargo handling just mentioned, notable project shipments from Austria are transported across Hamburg's quays. The Port of Hamburg has been present in Austria with its own Representative Office ever since 1951, making it the oldest in the world. In 2021, Alexander Till and the HHR Vienna Representative Office were able to celebrate its 70th anniversary.



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Highlights D-A-CH Markets



15 March

Information event with Port of Vienna

The MS 'Admiral Tegetthoff' was the venue for this information event hosted by HHM – Port of Hamburg Marketing and its member Port of Vienna. Participants received the opportunity to exchange views of topics raised in keynote speeches by Axel Mattern, HHM's CEO, Alexander Till, Head of the Port Hamburg Representative Office in Vienna, and Fritz Lehr, Commercial Director of the Port of Vienna.



4 May

Elbe Tour with Saxon Inland Ports on the Upper Elbe

HHR Eastern Germany joined Saxon Inland Ports on the Upper Elbe in inviting customers from Central Germany and Hamburg Metropolitan Region for an expert exchange of views during a traditional Elbe mini-cruise. Information was provided and discussed on current developments in the Port of Hamburg and ports in Saxony.



14 June

HHM Event with CTOS & TFG at Osnabrück Terminal site

In cooperation with CTOS and TFG, HHM's Representative Office Western Germany hosted an event at the site of Osnabrück Terminal. Under the motto 'Logistics at your fingertips', around 240 guests enjoyed an open-air 'Logistics Street Market'.



27 April

Port Breakfast in Leipzig for logistic specialists in Central Germany

Along with Bremen Ports, HHM's Representative Office – Central Germany invited the Central German Logistics Network to Leipzig for a Port Breakfast. Those attending exchanged news and views on current developments in the seaports, the sea transport industry and hinterland transport services.



3 May

Port Evening in Vienna

HHR Vienna hosted a Port Evening to celebrate the 833rd anniversary of the Port of Hamburg. After being welcomed by Axel Mattern, HHM's CEO, Alexander Till, Head of the Port of Hamburg Representative Office in Vienna, and Chargé d'Affaires Rainer Rudolph from the German Embassy, guests enjoyed the opportunity of exchanging new about the current situation with industry colleagues.



16 June

Elbe Shipping Day 2022 in Hamburg

As a member of the Elbe Alliance, HHR Eastern Germany hosted Elbe Shipping Day 2022 in Hamburg. Headed by Dr. Peter Tschentscher, First Mayor, those present were able to brief themselves on inland waterway shipping's future in the Elbe basin on the basis of contributions from the German and Czech ministries of transport and notable shipping experts.


22 June

Parliamentary Evening HH-HB-NDS at the Hamburg Office in Berlin

Along with Seaports of Lower Saxony and Bremen Ports, HHM invited guests to Berlin for a reception hosted by German's North Sea ports. After interesting impromptu lectures, around 105 guests from different industries and the world of politics exchanged news and concluded the evening with a get-together.


10 August

Parliamentary Delegations visits Warsteiner Brewery

HHR – Western Germany organized a visit to Warsteiner Brewery for member of the Federal German Lower House. The Chairman of the Federal German Parliamentary Transport Committee and two other MPs, each with a constituency in the region, were able to brief themselves on logistics activities, the container terminal and regular rail services to Hamburg.


22 September

LCL Working Party

A PORTtalk live on the topic 'Less than full Container Load' revealed a need for optimization on collective load delivery. This was followed by formation of a Working Party, plus an event. The LCL Working Party has triggered a pilot project on consolidated freight from the Rhine/Ruhr area to Hamburg.


21 June

Summer Reception for the Augsburg area

On 21.6, HHM's Representative Office – Southern Germany hosted a Summer Reception in Augsburg. Cooperation with LCS - Swabian Logistics Cluster was agreed, with reciprocal membership of their networks strengthening these two active logistics organizations. Around 60 guests from the port industry, the Bavarian logistics sector and the shipper fraternity enjoyed a stimulating and communicative evening at the new home of HHM's Representative Office Southern Germany/Switzerland.


14 September

HHM & Duisport Event in Duisburg 'Overland services with China'

HHM and Duisport hosted an interesting platform discussion on 'Overland services with China' in September. Attendance for the event totalled around 140.


8 November

Port Evening in Berlin

HHR – Eastern Germany invited logistics specialists and politicians interested in transport to Berlin for a Port Evening. A lecture on modernization of the Port of Hamburg by Friedrich Stuhmann, HPA's CCO, offered the basis for a brisk exchange between those present. Discussion centred on digitalization and sustainability. Calls for an expansion of hinterland infrastructure as part of transport policy were also in order.

Eastern Europe / Baltic Region

HHR Budapest

The Port of Hamburg's excellent infrastructure for hinterland transport and effective logistics processes make it an attractive partner for the Hungarian market. Hungary is of great importance for the distribution of freight flows within Europe. Its favourable geographical location between the countries of Central, Southern and Eastern Europe as well as the TEN-T corridors running through the country, make a decisive contribution here. Although in 2022 economic growth in Hungary was slightly lower than in the previous record year, with 4.6 percent, its annual growth rate was one of the highest since 1989. In 2022, the Port of Hamburg was able to report a notable increase in the volume of containers transported to/from Hungary to 153,179 TEU.

The Port of Hamburg is present in the Hungarian capital with a Representative Office. HHR Budapest was founded in 1992, celebrating its 30th anniversary in 2022 with a Port Evening. Krisztina Kovács as Head of the HHR regularly organizes visits and delegation tours to the Port of Hamburg. She keeps the Hungarian shipper community reliably informed of the latest developments there, also regularly making available current Hungarian market and industry data. Krisztina Kovács maintains contact with the Hungarian press and has been in discussion with the Hungarian Forwarders' Association about launching a taskforce 'Intermodal'.

HHR Prague

Hamburg and Czechia have been closely connected ever since the 14th century, and this remains true today. Hamburg has meanwhile established itself as the largest transshipment port for Czech and Slovakian foreign trade.

In 2022, almost 500,000 TEU were transported in hinterland transport with the Czech Republic and Slovakia. More than 130 direct weekly container block trains enabled more than 480,000 TEU, or almost 95 percent, of these import and exports containers to be transported by rail, protecting the environment. This makes rail the top carrier between Hamburg and the region.

Since 1990, the interests of the seaport transport business in Prague have been looked after by our HHM Representative Office. Vladimír Doboš, its head, is active here in the service of the port and 'keeps his ear to the ground', i.e., the market. He provides optimal coverage for Hamburg's Czech and Slovakian customers, keeping them informed of the latest developments in and around the all-purpose Port of Hamburg. Since the end of the corona pandemic again allows this, the Prague HHR plays an active part in various events and conventions in the region, also organizing the Port Evening and 'Hamburg Stammtisch' in Prague.

HHR Warsaw

The Port of Hamburg is an important linchpin for the distribution of Polish import and export goods. Over ten percent of all Polish container trade is handled via Hamburg. Poland is among the few countries connected to the Hanseatic port by both sea and land. This unique situation enables the Port of Hamburg to offer a superb combination of rapid and environment-friendly services by feeder ship, rail and truck.

The bulk of container traffic – or almost 300.000 TEU – is handled via the Kiel Canal between Hamburg and the container terminals in Gdansk, Gdynia and Szczecin. Rail is the second most important carrier between Hamburg and Poland. In 2022, some 30 weekly trains transported a total of 95,000 TEU.

Hamburg benefits too from rail services with the rail hub Małaszewicze in Eastern Poland. This makes it an important destination for container traffic with China. Chemical products, foodstuffs and beverages, along with machinery, furniture and electrical goods are the main exports.

The Port of Hamburg has had its own Representative Office in the Polish capital Warsaw since 1996. This serves to cultivate and expand contacts on the spot between the Hamburg port industry and customers, shippers, institutions, trade association and public bodies. With responsibility for advising and cultivating Polish companies, since 2002 Maciej Brzozowski

has assisted on questions relating to the Port of Hamburg. As Head of the HHR, he organizes events such as the Port Evening, presents the Port of Hamburg in the Polish media, and participates in panel discussions, all aimed at boosting awareness of the Hanseatic port.

HHR St. Petersburg

The Port of Hamburg has been present with a Representative Office in St. Petersburg since 2003. Since the beginning of Russia's aggressive war on Ukraine, however, the HHR has no longer done any active marketing.

The activities of Natalia Kapkajewa, Head of the HHR, and her colleagues Olga Starodubtseva have since been limited to monitoring the market, compiling analyses and statistics on the Russian economy, and making available data on the current state of the situation in Russia's logistics market.

Markets cultivated by Head Office

The recently formed MOE - Central & Eastern Europe - department in HHM head office aims to promote closer interchange between the Representatives and combine their joint strengths. Responsibility for supervising the Representative Offices in Eastern Europe/the Baltic lies with Marina Basso Michael. As Regional Director Europe, she is responsible for markets in Scandinavia and the Baltic too. These combine traditional elements and a young dynamic economy, and are seen as

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power-houses in Europe. Marina Basso Michael cultivates regular contacts with partners in these and neighbouring countries. HHM has established itself as a powerful player in Central and Eastern Europe and will continue to focus on the transport and logistics sector, while remaining engaged in close interchange with representatives of business and politics. Tailor-made events and campaigns will stress the advantages of the Port of Hamburg and strengthen the leading position of Germany's largest seaport. HHM sees welcoming delegations from its target regions in Hamburg, and convincing them on the spot of the merits of the Hanseatic City and the Metropolitan Region, as an especially valuable activity.



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Highlights Eastern Europe / Baltic Region 2022

26 April

Visit to the Port of Gdansk and Port of Hamburg Business Lunch for Polish port customers

In April 2022, HHR organized a visit to the container terminal in Gdansk. Along with the group leader of the Polish port customers, Friedrich Stuhmann, HPA, and Volker Werner, HHLA, invited the group to a Port of Hamburg Business Lunch afterwards.



9 June

Port Evening in Budapest & 30th Anniversary Celebration of Representative Office in Budapest

The Port Evening in Budapest offered guests not only the opportunity of a mutual exchange of industry news and views during a communicative evening, but also of celebrating the first thirty years of the Port of Hamburg Representative Office in the Hungarian capital.



23 February

PORTtalk live 'Smart Borders: Customs Clearance as a Service'

In close cooperation with HHM's head office, the Head of Warsaw Representative Office organized a PORTtalk live on 'Smart Borders: Customs Clearance as a Service'. 216 viewers watched the online webinar and were able to have discussions with the expert there.

5 May

Hamburg and Klaipeda boost cooperation in the Port & Logistics Sector

During a visit by Dr Marius Skuodis, Lithuania's Minister of Transport and Communications, on 5 May Algis Latakas, Director of Klaipeda State Seaport Authority, and Axel Mattern, CEO of Port of Hamburg Marketing, signed a Memorandum of Understanding in Hamburg City Hall providing for a further deepening of cooperation between the two universal ports.



28 June

Tour to Hamburg with Czech forwarding staff

For almost 20 years, HHR Prague has cooperated with the Czech Forwarders' Association in organizing a group visit to Hamburg for staff of Czech forwarding companies. After a tour of CTA Container Terminal Altenwerder, participants were given the opportunity of enjoying the Port of Hamburg from the water during a harbour boat tour.





1 July

ADECON staff and movement clerks were accompanied to Hamburg, which is regarded as an important container port for Polish shippers

During the visit to the Port of Hamburg, the group learned how simply containers can be shipped to, or from, Poland via the Port of Hamburg. The visit also helped the participants to understand transport processes in the port.



21 September

Port Evening in Warsaw

HHR Warsaw invited guests to a Port Evening for the first time since the outbreak of the corona pandemic. A congenial evening afforded guests the opportunity of exchanging news on current topics. The success of the event showed that interpersonal relationships and personal contacts are as important as ever.



18 October

Visit to Port of Hamburg by a group of trade visitors from Hungary

In close cooperation with head office, HHR Budapest organized a visit by a group of trade visitors from Hungary. During their stay in Hamburg they visited Saco Shipping and the Old Elbe Tunnel



13 September

Attendance at SpeedCHAIN conference in Prague

HHR Prague represented the Port of Hamburg with an information stand at the SpeedCHAIN conference in Prague, one of the largest logistics events in the Czech Republic and traditional meeting place for players in the logistics sector.



13 October

Port Evening in Prague

Hosted annually by HHR Prague for over 30 years, the Port of Hamburg Evening in Prague is one of the largest and most popular events for making contacts in the Czech logistics sector. Around 230 guests from the Czech Republic, Slovakia and Hamburg took part, grasping the opportunity for discussions on current topics.



24 November

'Hamburg Stammtisch' in Prague

HHR Prague organized the 'Hamburg Stammtisch', a traditional pre-Christmas get-together for customers and partners of the Port of Hamburg. All those present enjoyed a convivial evening and discussed current topics with friends and colleagues from the industry.

Asia / Overseas

HHR Mumbai

India is an important trading partner for the Port of Hamburg. Several times a week, container, general cargo, heavy-lift and RoRo services connect the Hanseatic City with India. Among the most transported goods are machinery and equipment, metals and metal products, chemical products and textiles and clothing. India's importance for Hamburg is even more apparent when Indian imports and exports routed as transit cargo via Sri Lanka and such Arab ports as Dubai are considered too.

The Hamburg Representative Office in Mumbai is the Free and Hanseatic City's official representation in India. This office was launched in January 2011 to expand relations between the two cities. Backing came from the Hamburg Senate Chancellery, Port of Hamburg Marketing, Hamburg Invest Business Development Agency, Hamburg Messe und Congress (HMC), and Hamburg Chamber of Commerce. The Representative Office cultivates contacts with Hamburg companies and organizations and to an equal extent with Indian partners interested in Hamburg. The local team benefits from the networks of the German-Indian Chamber of Commerce and its backers. Sameeha Pradeep Sule has headed the Representative Office in Mumbai since September 2022.

HHR Shanghai

Economic relations between China and Germany have deepened over recent decades. Foreign trade statistics indicate that in 2022, China was Germany's strongest trading partner for the seventh time running. Much of this cargo is transported via the Port of Hamburg as the central hub between land and sea transport. Although trade with China is naturally subject to fluctuations, over the years the share of 'China cargo' in Hamburg has steadily remained at about one-third of total throughput. The People's Republic regularly heads the list of the Port of Hamburg's TOP Ten trading partners. On both the import and export sides, the categories most transported include chemical products, machinery and household appliances, wooden products and metals and metal products. Chinese companies particularly appreciate the Port of Hamburg for its excellent transport infrastructure with the European hinterland, especially in Central and Eastern Europe.

HHM's Representative Office in Shanghai covers the markets in Central and Northern China. Along with Shanghai as the world's largest container port, the area contains the ports of Tianjin, Qingdao, Dalian and Ningbo, among others, as well the hinterland with its inland ports along the river Yangtze as far as Chongqing. Hamburg and Shanghai have been sister cities twinning since



1986. At the same time, HLO - Hamburg Liaison Office China (HLO) was established as Hamburg's official representation in China, fronting the interests of the Hamburg Senate, the Hamburg Chamber of Commerce, Hamburg Invest Business Development Agency, Port of Hamburg Marketing, Hamburg Tourism and Hamburg Marketing.

HHR Hong Kong

The Representative Office in Hong Kong is specially committed to deepening trading relations between the conurbations of Hamburg and Hong Kong, the rest of the Pearl River delta and Southern China. In addition, Shenzhen in China has been linked with Hamburg for 16 years in a port partnership. The markets of S.E Asia are also covered by the representative activities of the Hong Kong office.

Market development by HHM Headquarters

Asian markets are of special importance for the Port of Hamburg's foreign trade and are therefore intensively covered by headquarters. Until autumn 2022, Mathias Schulz was responsible for this area, including coordination of the Representative Office in Shanghai, Hong Kong and Mumbai. He was supported by Inga Gurries, who took over as Head of Market Development Asia on 1 October. Online and face-to-face events, participation in trade fairs and locally adapted social media marketing are used to promote the locational

advantages of the port of Hamburg and to cultivate contacts with overseas markets in Asia. Other overseas markets, such as North America, are covered by Port of Hamburg Marketing from its headquarters in Hamburg. In 2022, travel was still severely restricted by the corona pandemic. In November, however, it was possible to attend the transport logistic America trade fair in Florida. In covering overseas markets, HHM always tries to exploit synergies with Hamburg institutions and other ports.



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HONG KONG, SOUTHERN CHINA AND S.E. ASIA



Head of Representative Office in Hong Kong
Anne Thiesen

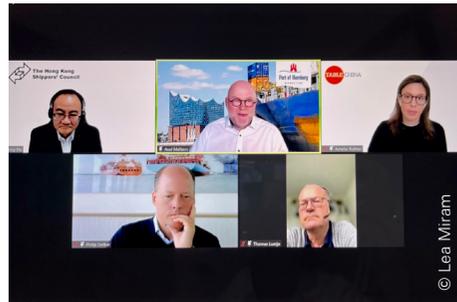
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Highlights Asia / Overseas

28 April

Organisation of the webinar 'Rethinking Global Supply Chain' in cooperation with the AHK – German International Chamber of Commerce

HHR Hong Kong, in cooperation with the AHK, organised a webinar on the topic of 'Rethinking Global Supply Chain.' During the panel discussion with Axel Mattern, CEO of HHM, Philip Oetker, Hamburg Süd commercial board member, as well as representatives of HHLA – Hamburger Hafen und Logistik AG and various forwarders and shippers, the delegates gained insights and expertise on current topics in this area.



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30 June

AHK 'Greater China Day' in Dresden

At the AHK 'Greater China Day' with the topic 'Special position Taiwan/Hong Kong: Business Opportunities and Locational Advantages in the Region', Anne Thiesen, Head of Hamburg Representative Office in Hong Kong, presented a lecture on 'Benefiting Greater China'.



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1 October

Sameeha Pradeep Sule becomes the new Representative in Mumbai

In October 2022, the economics graduate Sameeha Pradeep Sule took over as Head of the Hamburg Representative Office in Mumbai, replacing her predecessor Lea Miram after four years.



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4 June

Delegation visit from NASSCOM

At the beginning of June, HHR Mumbai received a delegation from NASSCOM. Members visited the port and were given a guided tour there. This provided the opportunity of gaining insights into port workings and of exchanging views on current topics.

© HHR



16 September

Visit to the Port of Tianjin and Huawei Smart-Port

On September 16, HHR Shanghai visited Huawei's new Port Innovation Center in Tianjin. Huawei presented software solutions that should facilitate the integration of third-party systems into the Smart-Port. The system is already established in some Chinese ports and should find users in other countries long-term.

© HHR Hongkong



7 September

Presentation of AFLAS Awards

At this year's AFLAS Awards, Head of HHR Hong Kong, Anne Thiesen, attended the Award Ceremony and accepted 'The Best Seaport – Europe' Award. This is already the seventh award for the Port of Hamburg at the annual AFLAS Awards.

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5–10 November

Port of Hamburg's exhibition stand at the fifth CIIE

For the fifth time already, the Hamburg Liaison Office China showcased for the Port of Hamburg at CIIE in Shanghai. At the trade fair, many interviews were carried out by trade and leading media. The joint stand with HHLA and logo partner MEC Container Safety Systems was located in the Trade & Services hall.



23 November

LSCM Maritime Summit

Anne Thiesen, Head of HHR Hong Kong, was a delegate at the Hybrid 'LSCM Maritime Summit' event, delivering a Keynote Speech on the topic 'Smart Port Hamburg'. Following the keynotes, the participants had the opportunity of discussing various topics with each other.



24 November

Webinar 'Green Logistics Solutions from Germany' & Port Evening in Hong Kong

HHR Hong Kong organised a webinar on the topic of 'Green Logistics Solutions from Germany', followed by a Port Evening. The webinar led to a lively exchange about current opportunities and future ideas for various ecological logistics solutions from Germany. During the ongoing Port Evening, the guests were able to exchange views and network together.



4 November

German Logistics Round Table in Shanghai

In advance of the 'Fifth CIIE – China International Import Expo', the 'German Logistics Round Table' was held, organized by the Hamburg Liaison Office China. Along with reputable names such as DB Cargo, Eurogate and HHLA, the Consulate-General in Shanghai and GTAI Shanghai also took part in the conference as speakers. After lectures by the German logistics experts, facilitated group sessions were held. Apart from the German participants, many Chinese companies and representatives from transport authorities in adjacent provinces attended. In all, some 80 delegates were present.



14–19 November

Delegates on OAV tour to Thailand and Vietnam

In November, Anne Thiesen, Head of HHR Hong Kong, participated in a delegation tour to Thailand and Vietnam. The tour was organized by the German Asian-Pacific Business Association (OAV). During the tour, Anne Thiesen had the opportunity to exchange views with other delegates, gaining new insights into current topics.



29 November

Visit to Hamburg by HHR Mumbai

At the end of November, we welcomed Sameeha Pradeep Sule to the Hamburg head office and had the opportunity to introduce her to Hamburg-based colleagues. Sameeha Pradeep Sule took over as Head of HHR Mumbai in October 2022.

Member companies of Port of Hamburg Marketing

This list includes those companies that were members as of December 31, 2022.

A

a. hartrodt Deutschland (GmbH & Co) KG	www.hartrodt.com
ADECON Sp. z o.o. Sp.K.	www.adecon.pl
Addicks & Kreye Container Logistik GmbH & Co. KG	http://addicks.de
ADM Hamburg Aktiengesellschaft	www.adm.com
ALS Customs Service GmbH	www.als-cs.com
Arnold Koch jr. GmbH	www.arnold-koch.de
Atlantic Forwarding (Germany) GmbH	www.atlanticforwarding.com
Aurubis AG	www.aurubis.com

B

B. Dettmer Reederei GmbH & Co. KG	www.dettmer-reederei.de/de/
Baltic Rail Gate GmbH	www.baltic-rail-gate.de/index.php?id=22
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.brunsbuettel-ports.de
BSPartner GmbH & Co. KG	www.bspartner.de
Buss Port Services GmbH	www.buss-ports.de

C

C. Steinweg (Süd-West Terminal) GmbH & Co. KG	www.hamburg.steinweg.com/de
C.H.L. Containerhandel & Logistik GmbH	www.chlcontainer.com/de



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Captrain Deutschland GmbH	www.captrain.de
Carl Wolter GmbH	www.carl-wolter.de
Česko-saské přístavy, s. r. o. Děčín	www.csp-labe.cz
CHS Container Handel GmbH	www.chs-containergroup.de
CIS+ International GmbH	www.cis-international.com
CLC – China Logistic Center GmbH	www.tietjegroup.com/index.php/de
CMA CGM (Deutschland) GmbH	www.cma-cgm.com

Member companies of Port of Hamburg Marketing

This list includes those companies that were members as of December 31, 2022.

CMB Germany GmbH & Co. KG	www.cmb.be
CNA – Center for Transportation & Logistics Neuer Adler e.V.	www.c-na.de
Color Line GmbH	www.colorline.de
CONDACO & KTD-M GmbH	www.condaco.de
CONICAL GmbH	www.conical.de
Container Terminal Osnabrück GmbH	www.ct-os.de
Contargo GmbH & Co. KG	www.contargo.net/de/terminals/mannheim
COSCO SHIPPING Lines (Germany) GmbH	www.coscoshipping.de
CR Container Trading GmbH	www.cr-container.de
CTD Container-Transport-Dienst GmbH	www.ctd.de
CTS Container Terminal Salzburg GmbH	www.ct-sbg.at

D

DAKOSY AG	www.dakosy.de
DAL Schiffahrts-Agentur mbH & Co. KG	www.rantzau.de
DB Netz AG	www.fahrweg.dbnetze.com/fahrweg-de
DCP Dettmer Container Packing GmbH & Co. KG	www.dcp-hamburg.de
Deutsch-Chinesische Wirtschaftsvereinigung e.V.	www.dcw-ev.de
Deutsche Binnenreederei GmbH	www.binnenreederei.de
Deutsch-Russischer Wirtschaftsbund e.V.	www.deutsch-russischer-wirtschaftsbund.de
DFDS Germany ApS & Co. KG	www.dfds.com
Dortmunder Hafen AG	www.dortmunder-hafen.de
DST - Entwicklungszentrum für Schiffstechnik und Transportsysteme e.V.	www.dst-org.de
DVWG Bezirksvereinigung Hamburg	www.dvwg.de

E

ECE Projektmanagement G.m.b.H. & Co. KG	www.ece.de
Eichholtz GmbH	www.eichholtz.de

Eisenbahnen und Verkehrsbetriebe Elbe-Weser GmbH (EVB)	www.evb-elbe-weser.de
Elbe Allianz e.V.	www.elbeallianz.org
ELBREKLAME EMK GmbH	www.elbreklame.de
Emons-Rail-Cargo GmbH	www.emons.de
EMR European Metal Recycling GmbH	de.emrgroup.com
EPS ESTE PROJECT SERVICE GmbH	www.eps-hamburg.de
ERS Railways GmbH	www.ersrail.com
ESI Logistics & Trade Ltd.	www.esi-logistics.com
EUROGATE GmbH & Co. KGaA KG	www.eurogate.eu
EUROGATE Intermodal GmbH	www1.eurogate.de/Terminals/Hamburg
European Cargo Logistics GmbH	www.ecl-online.de
European River-Sea-Transport Union e.V.	www.erstu.com
Eurosib SPb-Transportation Systems	www.eurosib.biz
Evergreen Shipping Agency (Europe) GmbH	www.evergreen-line.com
Evos Hamburg GmbH	www.evos.eu
Evropská vodní doprava-Sped. s. r. o.	www.evd.cz

F

Far East Land Bridge Ltd.	www.felb.world
FENIX LLC	www.port-bronka.ru
FILog Gesellschaft für Innovation in Logistik und Verkehr e.V.	www.filog.org
Florens Asset Management (Deutschland) GmbH	www.florens.com
FONTENAY Consulting & Assekuranz-Makler GmbH	www.fontenay-assekuranz.de
Forschungsgemeinschaft für Logistik e.V.	www.fglhamburg.de
FOUR PARX GmbH	www.four-parx.com
Fr. Meyer's Sohn (GmbH & Co.) KG	www.fms-logistics.com
Fraunhofer-Institut für Fabrikbetrieb und -automatisierung	www.iff.fraunhofer.de

Member companies of Port of Hamburg Marketing

This list includes those companies that were members as of December 31, 2022.

Fricke-Schmidbauer Schwerlast GmbH	www.fricke-schmidbauer.de
Friedrich A. Kruse jun. Internationale Spedition e.K.	www.spedition-kruse.de
FRIGO Coldstore Logistics GmbH & Co. KG	www.frigo.de
G	
G.T.H. Getreide Terminal Hamburg GmbH & Co. KG	www.getreide-ag.de/ueber-uns.html
GCD Glomb Container Dienst GmbH	www.glomb.com
GEODIS FF Germany GmbH & Co KG	www.geodis.com
Gerlach Zolldienste GmbH	www.gerlach-customs.com
Gesamtverband Schleswig-Holsteinischer Häfen e.V.	www.haefen-sh.de
GHB Gesamthafenbetriebs-Gesellschaft mbH	www.ghb.de
Glückstadt Port GmbH & Co. KG	www.glueckstadtport.de
GREIWING logistics for you GmbH	www.greiwing.de/de/standorte/hamburg
Grimaldi Germany GmbH	www.grimaldi-germany.de

H	
H.D.Cotterell GmbH & Co. KG	www.cotterell.de
H.S.H. Festmachergesellschaft mbH	www.hsh-hamburg.de
HADAG Seetouristik und Fährdienst AG	www.hadag.de
Hafen Akademie Hamburg GmbH	www.hafenakademie.de
Hafen Hannover GmbH	www.hannover-hafen.de
Hafen Wien GmbH	www.hafen-wien.com/de/home
Hafenbetriebsgesellschaft Braunschweig mbH	www.braunschweig-hafen.de
HafenCity Hamburg GmbH	www.hafencity.com
Hafenkultur e.V.	www.hafenkultur.eu
Hafenschiffsverband Hamburg e.V.	www.uvhh.de
Hamburg Cruise Net e.V.	www.hamburgcruise.net
Hamburg Messe und Congress GmbH	www.cch.de/
Hamburg Südamerikanische Dampfschiffahrts Gesellschaft A/S & Co. KG	www.hamburgsud-line.com/liner/de/liner_services/index.html

Hamburger Hafen und Logistik Aktiengesellschaft	www.hhla.de
Hamburger Sparkasse AG	www.firmenkunden.haspa.de
HANBAO Container Shipping & Trading GmbH	www.hanbaocontainer.de
Handelskammer Hamburg	www.hk24.de
HANSAPORT HAFENBETRIEBSGESELLSCHAFT MBH	www.hansaport.de
Hapag-Lloyd AG	www.hapag-lloyd.de
HCCR Hamburger Container u. Chassis-Reparatur GmbH	www.hccr.de
Heinrich Osse Lagerhaus GmbH	www.osse-logistik.de
Heinrich Wegener & Sohn Bunkergesellschaft m.b.H.	www.wegener-bunker.de
HHLA Container Terminal Altenwerder GmbH	www.hhla.de/unternehmen/tochterunternehmen/container-terminal-altenwerder-cta
HHLA Container Terminal Tollerort GmbH	www.hhla.de
HHLA Frucht- und Kühlzentrum GmbH	www.hhla.de
HLS Eurocustoms24 Zollservice GmbH & Co.KG	www.eurocustoms24.de
HMM (Germany) GmbH & Co. KG	www.hmm21.com
HMS Hanseatic Marine Services GmbH & Co. KG	www.hms-services.com
HPA Hamburg Port Authority AöR	www.hamburg-port-authority.de
HPC Hamburg Port Consulting GmbH	www.hpc-hamburg.de

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.com
Industrie- und Gewerbecapark Mittelbe GmbH	www.gewerbecapark-mittelbe.de
Initiative Kiel-Canal e.V.	www.initiative-kiel-canal.de
IP Customs Solutions GmbH	www.ip-cs.com

Member companies of Port of Hamburg Marketing

This list includes those companies that were members as of December 31, 2022.

IPS International Packing Services GmbH	www.ips-hh.de
J	
Joint Stock Company "Russian Railways logistics"	www.rzalog.com
JSC Volga Shipping	www.volgafлот.com
K	
K+S Minerals and Agriculture GmbH	www.kpluss.com/de-de
Karl Gross Internationale Spedition GmbH	www.karlgross.de
Kaspiy Dock & Logistics Company LLC	
Konrad Zippel Spediteur GmbH & Co. KG	www.zippel24.com
KPMG AG Wirtschaftsprüfungsgesellschaft	www.kpmg.com
KRONE FLEET Deutschland GmbH	www.krone-fleet.com
L	
LHG Service-Gesellschaft mbH	www.sg-luebeck.de
Linz Service GmbH – Hafen Linz	www.hafenlinz.at
LogCoop GmbH	www.logcoop.de
Logistik-Cluster Schwaben (LCS) e.V.	www.logistik-schwaben.de
Logistik-Initiative Hamburg e.V.	www.hamburg-logistik.net
LogistikNetz Berlin-Brandenburg e.V.	www.logistiknetz-bb.de
Louis Hagel GmbH & Co. KG	www.louis-hagel.com
LTE Germany GmbH	www.lte-group.eu/de/Home.htm
Lübeck Distribution Gesellschaft mbH	www.ldg.de
Lübecker Hafen-Gesellschaft mbH	www.lhg.com
LUTRA GmbH	www.hafenkw.de
M	
ma-co maritimes kompetenzzentrum GmbH	www.ma-co.de
MACS Linienagentur GmbH	www.macship.com

Maersk Deutschland A/S & Co. KG	www.maersk.com
Magdeburger Hafen GmbH	www.magdeburg-hafen.de
MARITIME Cargo Logistics GmbH	www.maritimegroup.de
Maritime Circle Line	www.maritime-circle-line.de
MARITIME PLATTFORM e.V.	www.maritime-plattform.de/de
Marshall Stewart & Delaney GmbH	www.m-s-d.de
Mattson Containers GmbH	www.mccontainers.com
MEC Container Safety Systems GmbH	www.mec-seafastening.com
Menzell Döhle Shipping GmbH	www.menzelldoehle.de
METRANS a.s.	www.metrans.eu
Mindener Hafen GmbH	www.mindener-hafen.de
modal 3 Logistik GmbH	www.modal3.de
MSC Germany SA & Co. KG	www.msccgermany.com
Multicont Zrt	www.multicont.hu
N	
NAVIS Schiffahrts- und Speditions-Aktiengesellschaft	www.navis-ag.com
Necoss GmbH	www.necoss.de
neska Intermodal GmbH	www.neska.com/de
Netzwerk Logistik Mitteldeutschland	www.logistik-mitteldeutschland.de
NIPPON EXPRESS (DEUTSCHLAND) GmbH & Co. KG	www.nipponexpress.com
NORD EVENT GmbH	www.nordevent.de
Nordic Rail Service GmbH	www.nordic-rail-service.de
NORGATEC Handelsgesellschaft mbH	www.norgatec.de
NYK LINE (Deutschland) GmbH	www.nykoro.com

Member companies of Port of Hamburg Marketing

This list includes those companies that were members as of December 31, 2022.

O

Ocean Network Express (Europe) Ltd.	www.one-line.com
Oiltanking GmbH	www.oiltanking.com
ORCA Transport Agency GmbH	www.orca-transport.de
Ost-Ausschuss Osteuropaverein der Deutschen Wirtschaft e.V.	www.oaev.de

P

Paul Grimm GmbH & Co. KG	www.paulgrimm.de
PCH Packing Center Hamburg GmbH	www.pchpacking.de
Petersen & Alpers GmbH & Co. KG	www.petersen-alpers.de
Pfaff International GmbH	www.pfaffinternational.com
PKP Cargo Connect GmbH (Hamburg)	www.pkpcc-europe.de
POHL & CO. GmbH	www.pohlgruppe.de
Porath Customs Agents GmbH	www.porath.com
Port Logistics Ltd.	
Port of Gothenburg AB	www.portofgothenburg.com
PROLOGUE Solutions GmbH	www.prologue-solutions.com
PST CLC Mitsui-Soko as	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 - CSKD s.r.o.	www.railcargo.com/de/Operator
Railpool Lokservice GmbH & Co. KG	www.railpool-lokservice.eu
RAINER ABICHT Elbreederei GmbH & Co.KG	www.abicht.de
Reederei Ed Line GmbH	www.ed-line.de
REMAIN GmbH Container-Depot and Repair	www.remain.de

Rendsburg Port Authority GmbH	www.rendsburg-port-authority.de
RENSBURG PORT GmbH	www.rendsburg-port.com
REPACK Industrieverpackung + Service GmbH	www.repack.de
Rhenus Midgard Hamburg GmbH	www.rhenus.group/de
Rhenus PartnerShip – ČSPL, s.r.o.	www.cspl.cz
Rhenus SE & Co. KG	www.rhenus.com
ROSTOCK PORT GMBH	www.rostock-port.de
Rostocker Fracht- und Fischereihafen GmbH	www.rfh.de

S

Sächsische Binnenhäfen Oberelbe GmbH	www.binnenhafen-sachsen.de
SACO Shipping GmbH	www.saco.de
SAMSKIP GmbH	www.samskip.com
Sandtorkai Handel Papenhagen KG	www.sandtorkai-handel.de
Sartori & Berger GmbH & Co. KG	www.sartori-berger.de
SCA Logistics GmbH	www.sca.com
Schiffsvermietung BARKASSEN-MEYER Touristik GmbH & Co.KG	www.barkassen-meyer.de
Schmidt-Ohm + Partner Werbeagentur GmbH	www.sop-hamburg.de
Schönes Hamburg	www.heute-stadtfuehrung.hamburg
SCHRAMM Ports & Logistics Sweden AB	www.brunsbuettel-ports.de/schweden.html
Schwarze & Consort. GmbH	www.schwarze-cons.de
Seaco International Leasing GmbH	www.seacoglobal.com
SECURITAS GmbH Sicherheitsdienste	www.securitas.de
SEEHAFEN KIEL GmbH & Co. KG	www.portofkiel.com
Seehafen Stade e.V.	www.seehafen-stade.de
SGKV - Studiengesellschaft für	www.sgkv.de
SGS Germany GmbH	www.sgsgroup.de
Silo P. Kruse Betriebs- GmbH & Co. KG	www.silo-p-kruse.de
SIS Internationale Speditions-GmbH	www.schaefer-sis.de
Smart Letter of Credit GmbH	www.smartloc.link

Member companies of Port of Hamburg Marketing

This list includes those companies that were members as of December 31, 2022.

STAQ Port Services GmbH & Co. KG	www.staq.de
Stena Line GmbH & Co. KG	www.stenaline.com
STRABAG AG	www.strabag.de

T

TCI Transcontainer International Holding GmbH	www.mycigroup.com
TCO TRANSCARGO GmbH	www.tco-transcargo.de
TCU GmbH & Co. KG	www.tcu.de
TFG Transfracht GmbH	www.transfracht.com
TransContainer Europe GmbH	www.trcont.com/en
Trellborgs Hamn AB - Port of Trelleborg	www.trelleborgshamn.se
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
UIRR srl	www.uirr.com
UMCO GmbH	www.umco.de
UMT United Logistics GmbH	www.united-logistics.de
Unifeeder Germany - Branch of Unifeeder A/S	www.unifeeder.com
UNIKAI Lagerei- und Speditionsgesellschaft mbH	www.unikai.de
Universal Transport Michels GmbH & Co. KG	www.universal-transport.com
Unternehmensverband Hafen Hamburg e.V.	www.uvhh.de
USS United Shipping Services AB	www.uss.se

V

Vanguard Logistics Services	www.vls-global.com
Verband Hamburger und Bremer Schiffsmakler e.V.	www.vhbs.de
Verein Hamburger Spediteure e.V.	www.vhsp.de

Verein Hamburgischer Quartiersleute von 1886 e.V.	www.uvhh.de
vesseltracker.com GmbH	www.vesseltracker.com
Vollers Hamburg GmbH	www.vollers.com

W

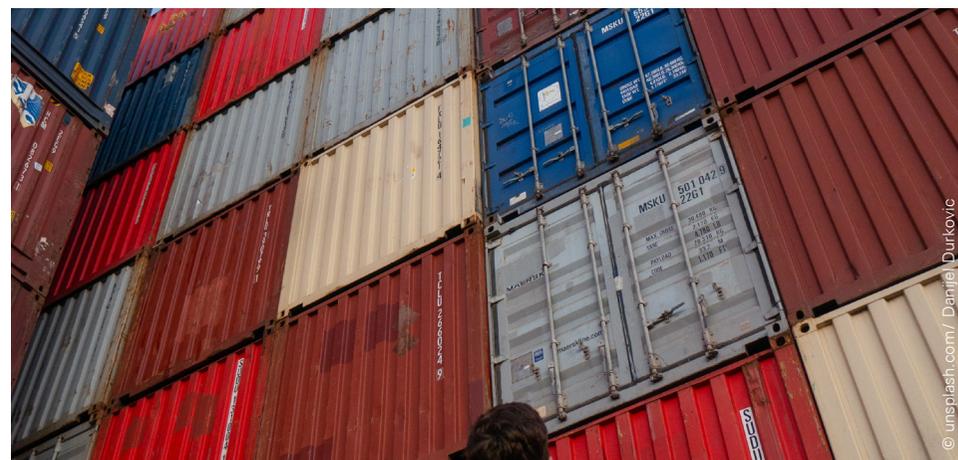
W.E.C. Deutschland GmbH	www.weclines.com
Wallmann & Co. (GmbH & Co. KG)	www.wallmann-hamburg.de
Walter Lauk Ewerföhreerei GmbH	www.walterlauk.de
Willis Towers Watson Versicherungsmakler GmbH	www.willis.com

Y

Yang Ming Shipping Europe GmbH	www.yangming.com
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Z

ZIM Germany GmbH & Co. KG	www.zim.com
ZPMC Germany GmbH	www.zpmc.com



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As a member of Port of Hamburg Marketing, you are part of a strong community, profiting from numerous advantages. Given below are the contact details for all head office staff in Hamburg.

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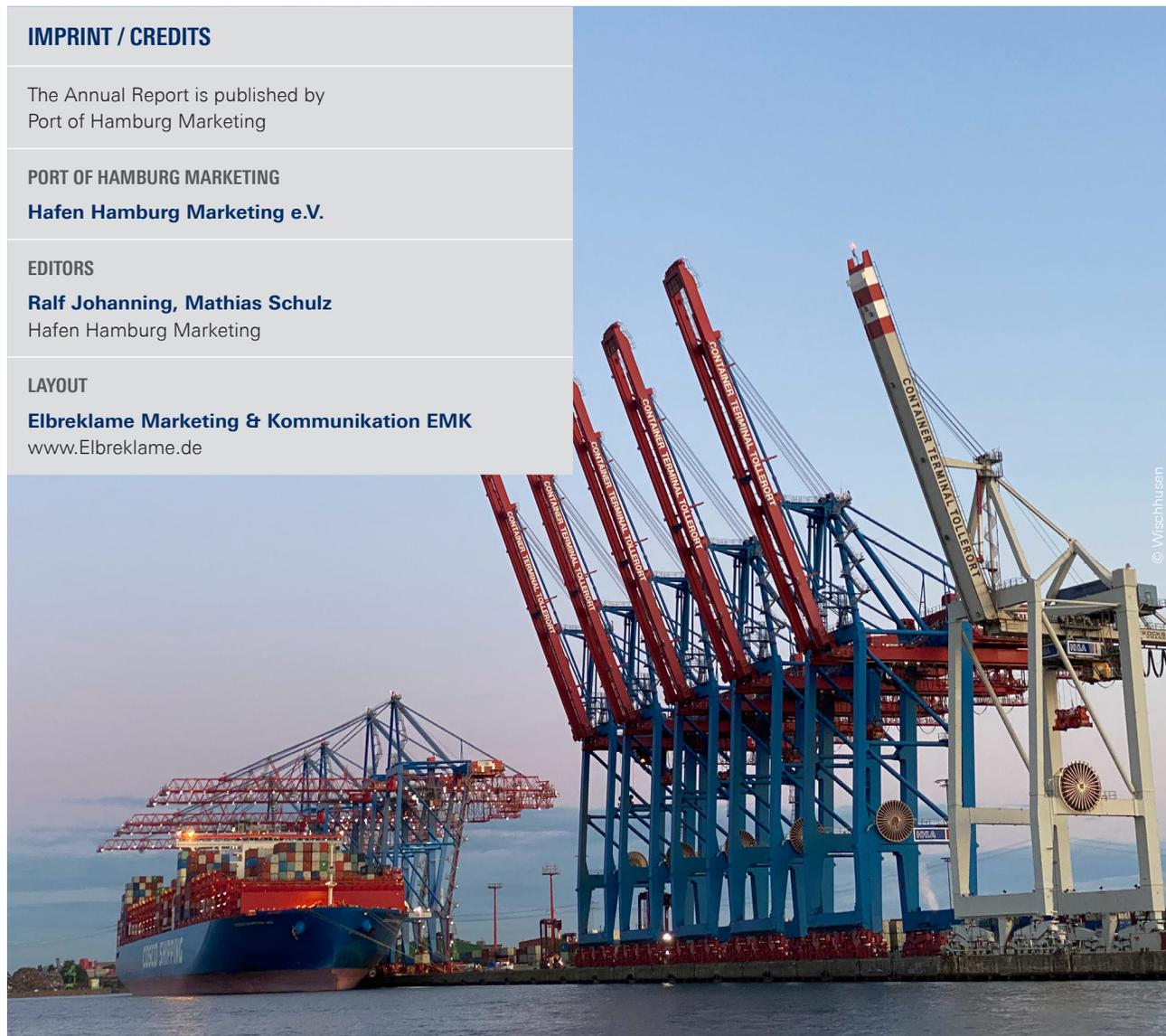
Hafen Hamburg Marketing e.V.

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www.Elbreklame.de





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