





Find the partner to match your requirements at the German Seaports:

Brake, Bremen, Bremerhaven, Brunsbüttel, Büsum, Cuxhaven, Emden, Flensburg, Glückstadt, Hamburg, Husum, Kiel, Leer, Lübeck, Nordenham, Oldenburg, Papenburg, Puttgarden, Rendsburg, Rostock, Sassnitz, Stade, Stralsund, Wilhelmshaven, Wismar

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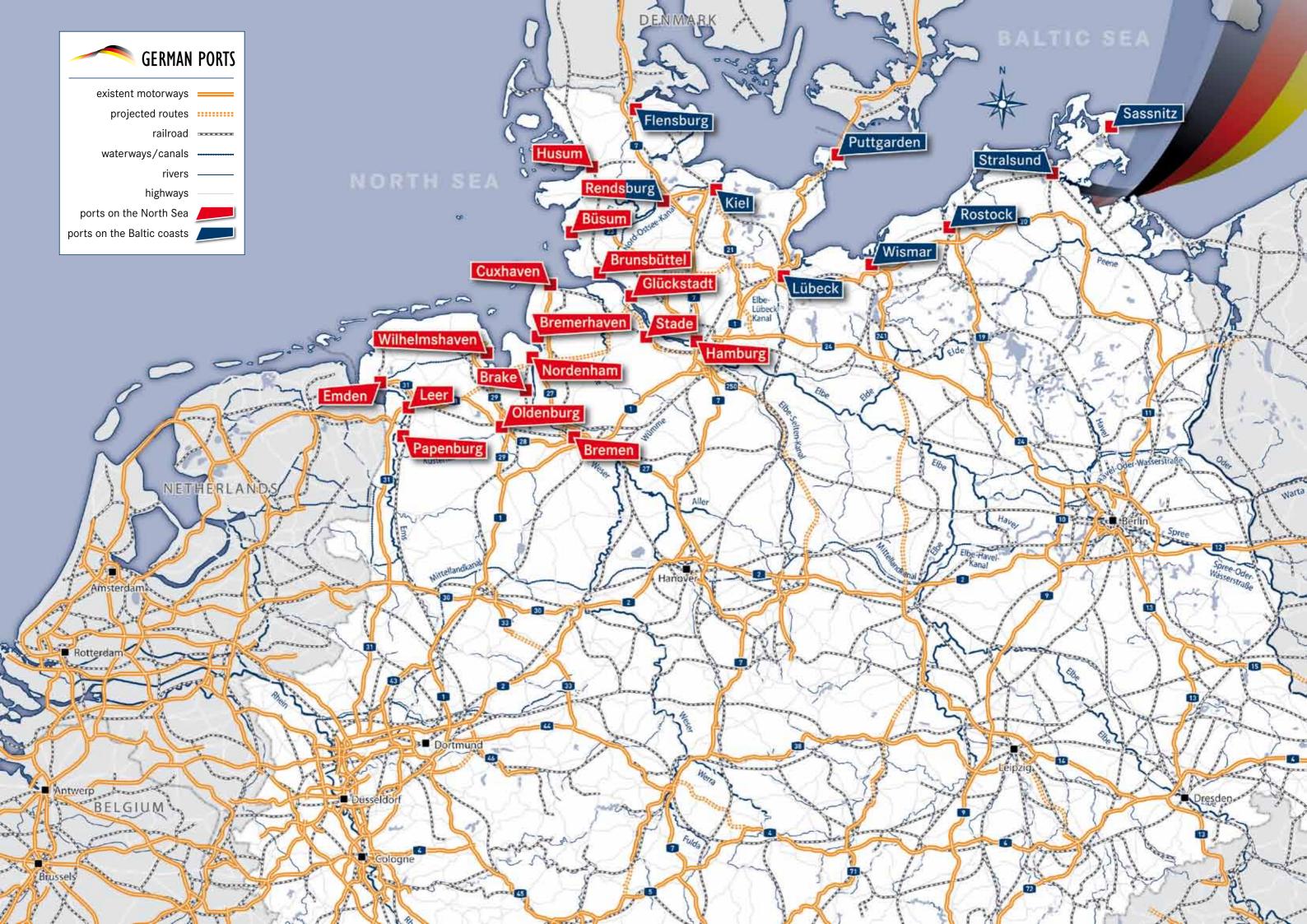
Shipping routes to holiday destinations

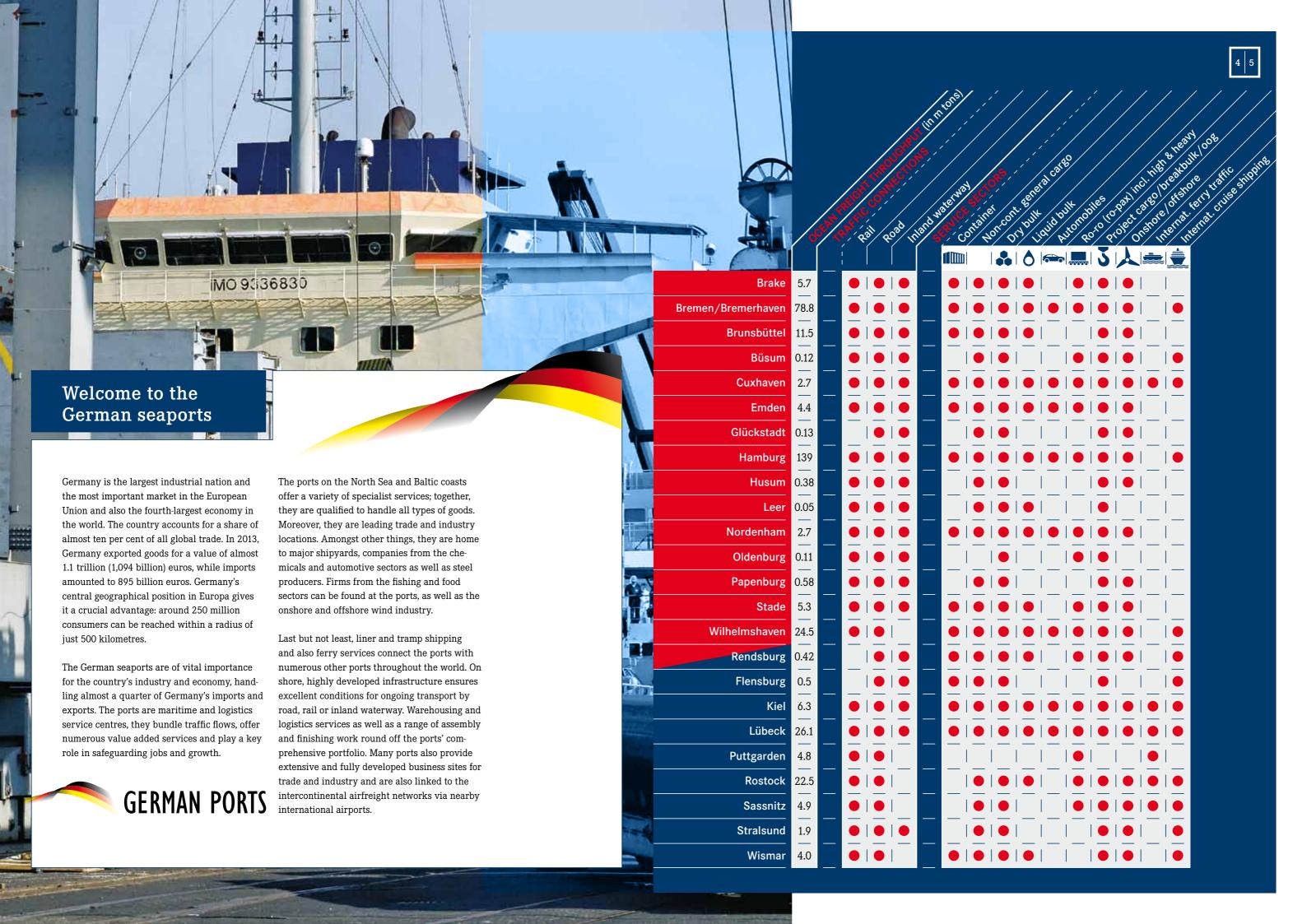
INTERNATIONAL CRUISE SHIPPING

Cruise tourism is booming

YOUR LINKS TO THE GERMAN SEAPORTS















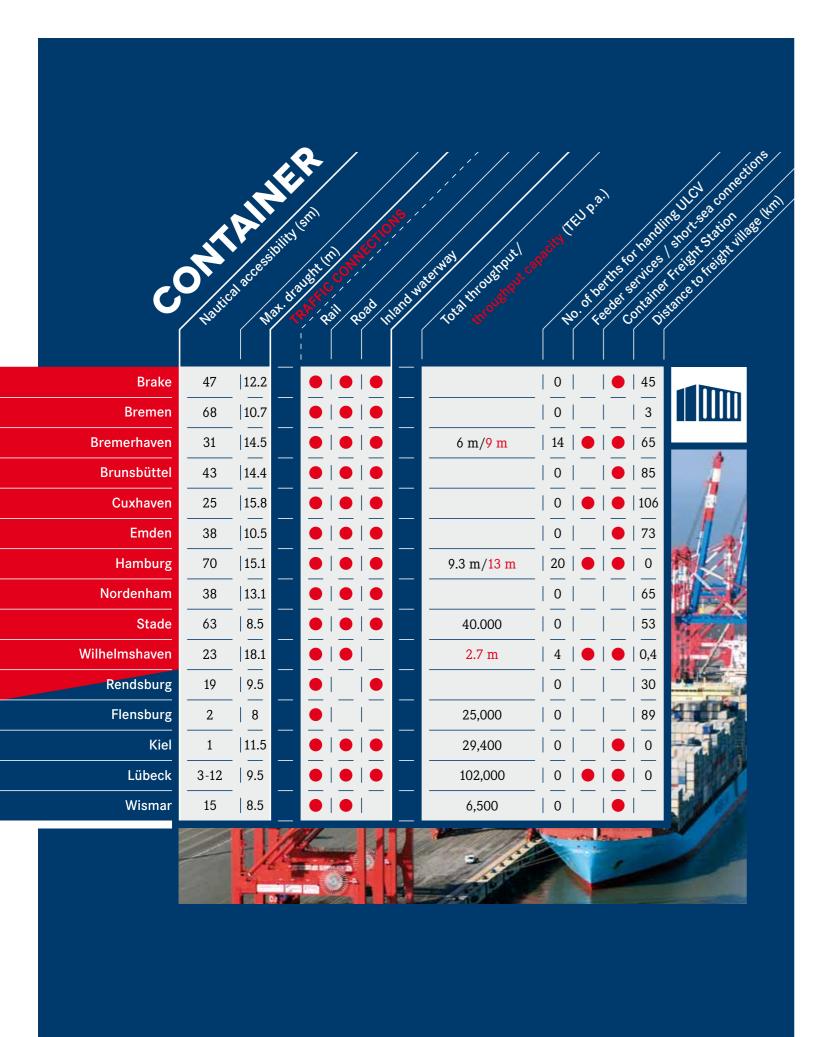
International container hub

Every year, more than 15 million standard containers are handled at the German seaports and the figure is steadily rising. The "magic box" is the essential means of transport of this day and age, with approx. 75 per cent of all international seaborne general cargo transported in containers. In Germany, the two major universal ports of Hamburg and Bremen/Bremerhaven play a leading role in the intercontinental container transport market. In response to this growth market, a new deep-water terminal has been built in Wilhelmshaven to load and discharge the world's largest container vessels. Feeder services link the Baltic ports with the ports along the North Sea coast.

The European ports are key players in the international container transport business, handling more than 57 per cent of the total global container transports. The German ports are steadily increasing their market shares and their percentage of the total volume handled by North European container terminals is continuously rising.

Container traffic is the prime mover of globalisation, with liner services linking up the continents. While the North Atlantic has traditionally been one of the main trade routes served by the ports of Bremen, Asia-Pacific is of central importance for Hamburg, with North-East and South-East Asia accounting for roughly half of all container traffic to and from Hamburg.









Sustainable logistics, not only for renewable resources

Although Germany is a highly industrialised country, it has few natural resources and therefore relies on the import of metals and minerals. Raw materials such as iron ore, copper, bauxite and zinc are vital for modern economies. The entire iron ore required for Germany's steel production, for instance, has to be imported. More than one third of iron ore imports are handled through the German North Sea ports, which are thus responsible for safeguarding essential supplies to Germany's industry.

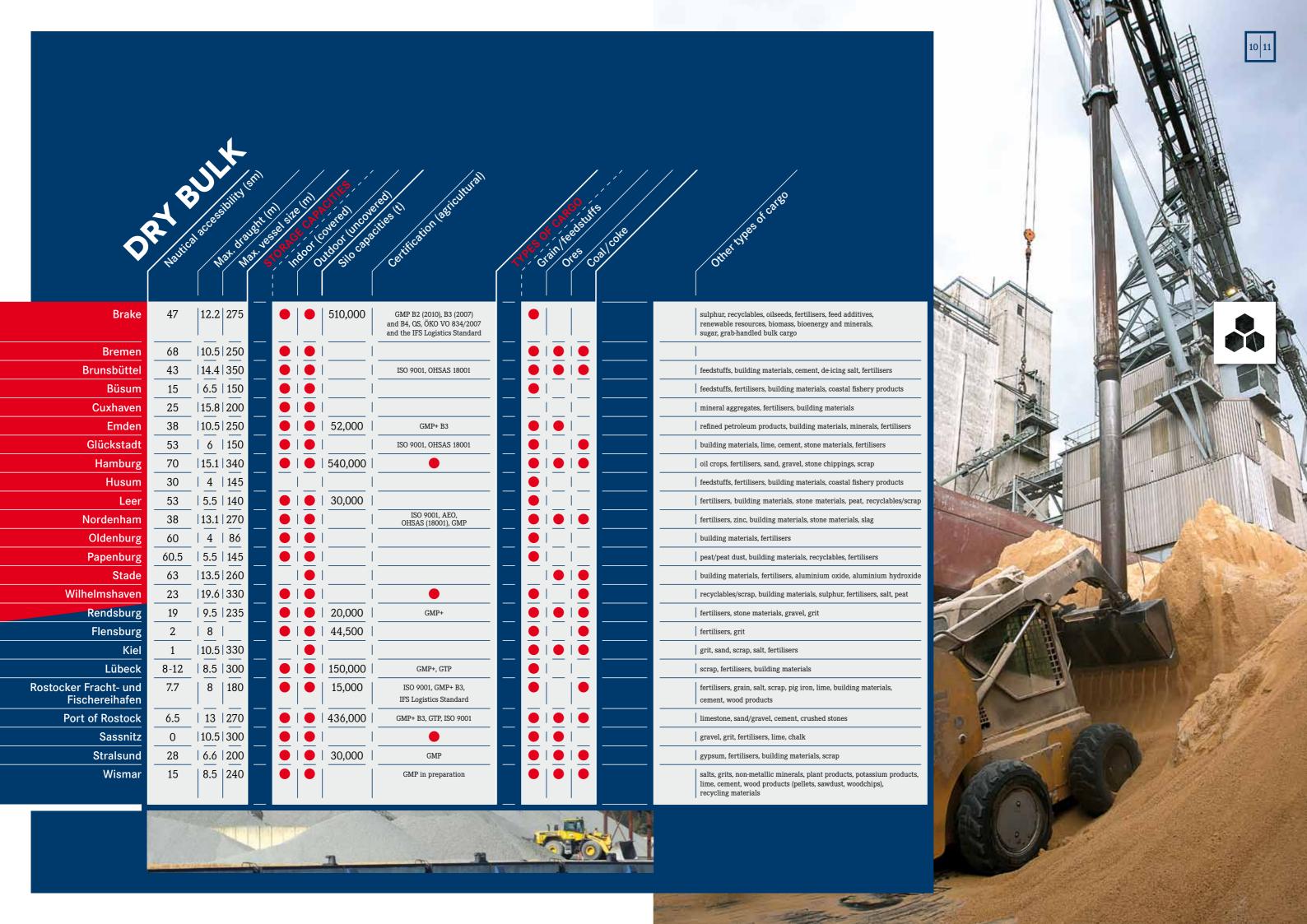
Coal is also transhipped and stored at the North Sea and Baltic ports and forwarded to the power stations in the hinterland as required. Diverse agricultural products, food and food-related products as well as renewable resources also play a central role in the sea freight handling business. They enter the country through the

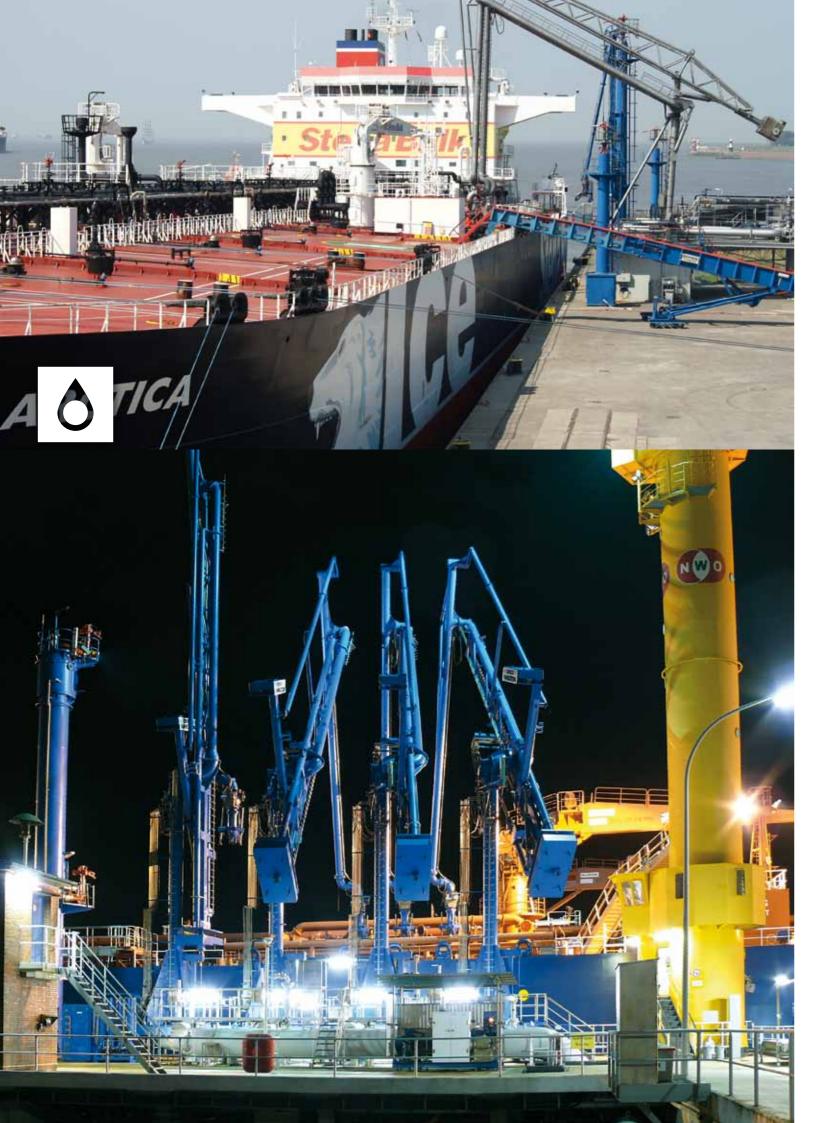
German seaports, where they are placed in intermediate storage ready for just-in-time delivery to customers in the European finishing industry. One of the largest silos in Europe, for example, is operated at the conveniently located terminal in Brake.

Grain and fertilisers, soda, potash and salts of all kinds, building materials such as cement, stone chippings, gypsum and insulating materials, coal and ores, peat, woodchips and alternative fuels, rape expellers and oilseeds, minerals as well as scrap and recyclable materials – the list of bulk goods that are handled, stored and processed at the ports is long.

State-of-the-art equipment such as conveyor belts, grabs, cranes, bunker hopper gantry cranes and discharge terminals ensure safe and fast handling. Employees with extensive experience of the bulk goods business guarantee the best possible service.











Energy in liquid form

Germany is dependent on imports for the greatest share of its energy requirements. The German ports play a decisive role in securing oil supplies to the country, with Bremen, Brunsbüttel, Hamburg, Nordenham, Rostock and Wilhelmshaven ranking in the top positions. These locations import an annual quantity of approx. 55 million tons of crude oil and refined petroleum products. This figure amounts to more than half of total German domestic consumption.

The liquid bulk cargoes handled by the German ports also include liquefied petroleum gas and liquefied natural gas, as well as numerous chemical products (e.g. naphtha, liquid fertilisers, styrene) and other liquids (such as rapeseed oil and urea). A number of ports on the Baltic and North Sea coasts have special handling and storage facilities for this type of cargo.

The liquid and gaseous cargoes are delivered to efficient handling facilities and stored in large tank depots. The service portfolio ranges from intermediate storage and the storage of strategic petroleum reserves through to spot market transactions. The crude oil is processed into refined petroleum products at the terminals. Pipelines connect the berths and storage tanks at the oil terminals to inland refineries.

Sidings are also available for loading and discharging tank wagons and modern filling platforms for ongoing road and rail transport. Vapour recovery units and fully automatic handling systems satisfy strict safety and environmental standards and ensure safe storage and fast transhipment of the products.









Guaranteed mobility for the world

German automobiles enjoy an excellent reputation all over the globe. In 2012, the country exported no fewer than 4.1 million cars.

Imports amounted to roughly half that figure. The auto terminals in Bremerhaven, Cuxhaven, Emden and Hamburg are central hubs for the automotive industry and approx. 85 per cent of all German vehicle exports leave the country via these terminals.

The automobile terminals offer not only operating and storage areas for hundreds of thousands of cars, but also a successful range of value added services. The ports are a highly appreciated link in the supply chains of the leading automobile manufacturers, as they bundle transports, provide comprehensive management of entire transport chains and offer diverse value-enhancing ancillary services.

Specialists at the technical centres deal with several hundred thousand vehicles a year, dewaxing them and carrying out pre-delivery inspections and minor repairs. They also attend to any necessary retrofitting that may be required to comply with licensing regulations in the different destination countries.

The technical centres also install various extras such as sunroofs, satnavs, leather seats, designer wheel rims or spoilers. Special series are also assembled at the terminals. It goes without saying that all processes are certified and meet the highest quality standards.















Rolling on board

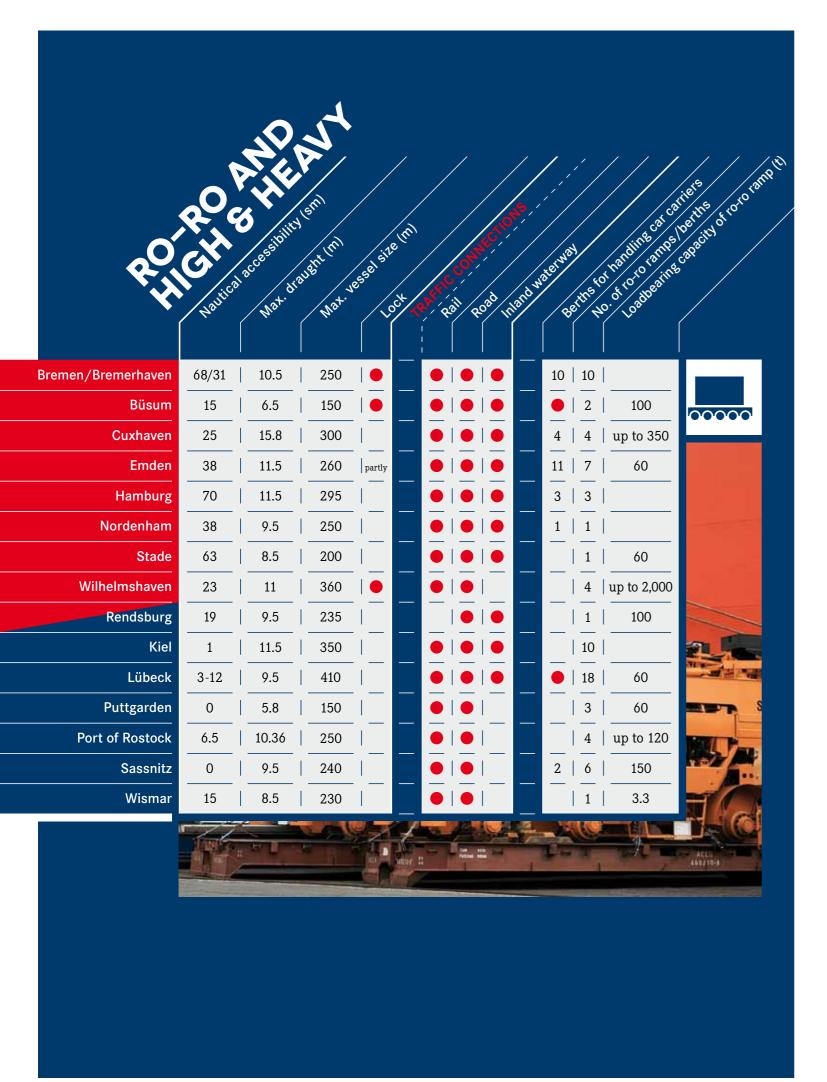
Along the North Sea and Baltic coasts, it is not only cars that roll onto specially designed car carriers on their own wheels. Increasing quantities of trucks, trailers, heavy-lift and project cargo with unit weights of up to 350 tons are meanwhile loaded and unloaded via ro-ro ramps. This cargo handling segment is summed up under the heading of "high & heavy" and includes large, heavy or bulky vehicles and also ro-ro trailers that are preloaded at the terminal.

Freight such as trains, yachts, buses, combine harvesters, building machinery or cranes as well as smaller breakbulk items are loaded and discharged as ro-ro cargo. A large number of ro-ro liners call at the ports, in some cases offering a daily service. Many terminals offer a complex range of services, from organisation

to management and monitoring of the entire transport chain – as in tracking & tracing – as well as all related services. Modern IT systems effectively supplement the flexible logistics services at the ports.

In addition to some Baltic ports such as Kiel, Lübeck, Puttgarden, Rostock and Sassnitz, the North Sea port of Cuxhaven is a major player in the ro-ro and ferry traffic sectors. It ships both private cars and commercial vehicles and also handles paper and forest products. Almost 60 per cent of German paper imports arrive via Lübeck. In the Baltic region, Sassnitz is the only German port that has handling facilities for rail freight cars with the Russian broad gauge, making it one of the central hubs for the fast-growing business with Russia.









Specialists for the heavyweights

The term breakbulk covers all general cargo which does not fit inside a container because of its size, weight or volume (e.g. out of gauge cargo/OOG) or which cannot be loaded and transported using conventional vehicles. This category includes not only pipes, steel coils and bulk bags, but also complete industrial plants. This cargo calls for special handling, which means special equipment, continuous coordination and supervision, inspection and monitoring.

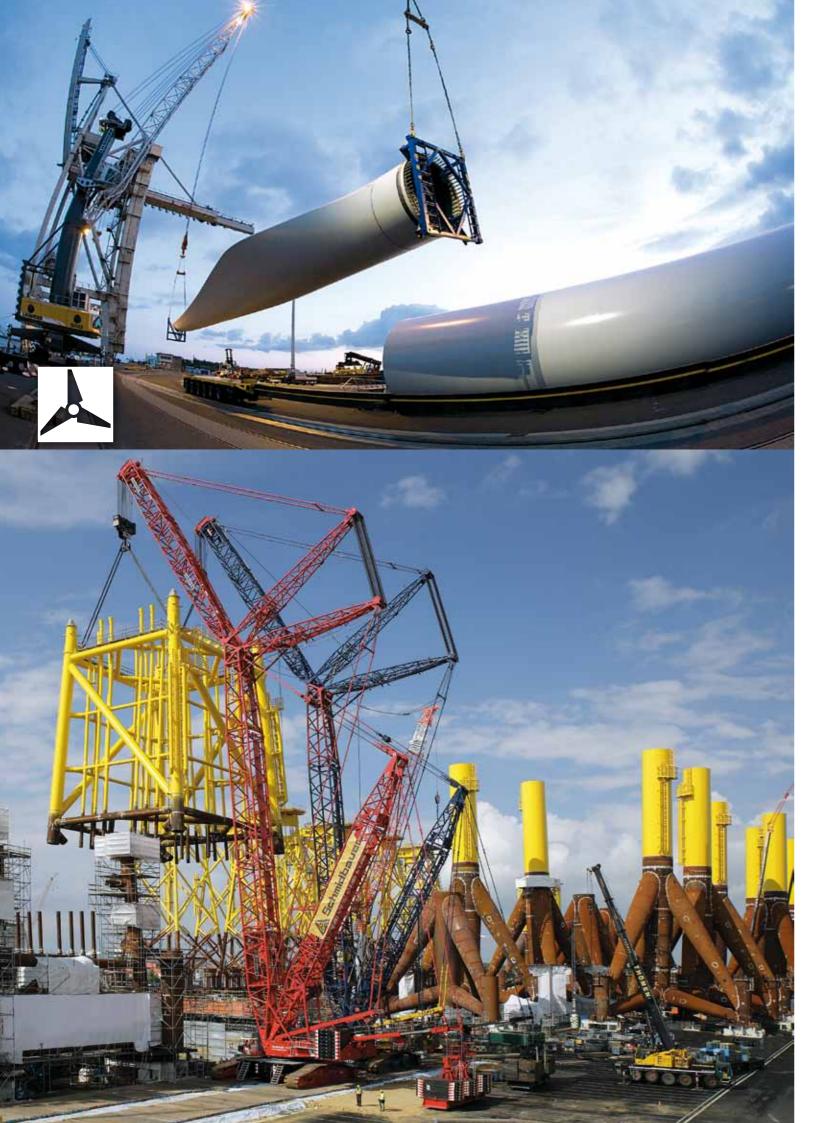
To ship industrial plants, for example, the terminals have to satisfy specific site management requirements. This involves assembling and loading extremely heavy components. In addition to operating areas which can cope with heavy

loads, the terminals also have to offer suitable warehouses for the storage and final assembly of extremely heavy and weather-sensitive components. All of these facilities are available at numerous terminals along the German North Sea and Baltic coasts which specialise in the handling of breakbulk.

In addition to floating cranes, outdoor and covered storage, the terminals have to have modern IT and communications technology to facilitate smooth processing and documentation. Qualified and experienced employees who are familiar with the special requirements of this type of cargo are equally important.



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Bremerhaven	31	14.1	unlimited	partly		• •							•		•			wind turbine components (on/offshore)		
Brunsbüttel	43	14.4	350			• •				25								aluminium bars, transformers, aerated concrete, wind turbines		
Büsum	15	6.5	150			• •			•	10-60	i i	_	•						De tse	
Cuxhaven	25	15.8	300							up to 90	1 •		•	_				fish products, dangerous goods, offshore, containers	PRO KT	LEOPAR CO
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Glückstadt	53	66	150	1_				<u>•</u>		5	•		_	_		_		pulp, lime in bulk bags		
Hamburg	70	13.1	200							up to 150								cellulose, motor vehicles, heavy lift, wind turbine components (on/offshore)		
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Papenburg	60,5	5.5	145						<u> </u>	2-3,3			<u>•</u>	_	_		- ' —	wind turbines, generators, pig iron		
Stade	63	8.5	180	_ -	_ _ '				- :-	5-25	•			_				paletted cargo		
Wilhelmshaven	23	19.6	400	partly						4-20								forest products, nonferrous metals, paletted cargo, chemical products in bulk bags		NOT TO OF DUM
Rendsburg	19	9.5	235							90								wind turbines, transformers, pig iron	1	NOT TO BE BUMPED
Flensburg	2	8	l	1_				<u>•</u>	<u> </u>		•	_	_	_	_	_	_	pulp, bulk bags		
Kiel	1	11.5	350									_						· -		
Lübeck	3-12	9.5	410							5								plant parts, tanks, agricultural machinery, boats, military vehicles, industrial plants, crane parts, bridge components, building material		
tocker Fracht- und Fischereihafen	7.7	8	180							2-5								big bags, project cargo, cellulose, fish/meat, paletted cargo		
Port of Rostock	6.5	10.36	240	<u> </u>		<u> </u>	-		· .	25	i i	_	<u> </u>	_		-	-	wind turbine components, paper, large-diameter pipes		
Sassnitz	0	9.5	300	-	<u> </u>	<u> </u>	-	<u> </u>	•	20		_	•	_	_			wind turbine components		
Stralsund	28	6.6	200	-	<u> </u>	■ ■		•	_			_	•	_	• I			wind turbine components		
Wismar	15	8.5	240							10							•	precast concrete parts, machine parts, plant parts, wind turbine components, paletted cargo		The second second







Close to the wind

Germany is a pioneer when it comes to the use of renewable energy. According to the European Wind Energy Agency (EWEA), the electricity produced all year round off the German coast will become a reliable cornerstone of the energy turnaround. In the first half of 2013 alone, 21 new offshore wind turbines with a total output of 105 megawatt (MW) were installed and connected to the grid in Germany. Development of the offshore wind energy sector continues to pick up speed and onshore wind energy is becoming more and more important. The producers of wind farm plant and equipment rely on the comprehensive services of the ports for their logistics, storage and supply chain management activities.

Thanks to their natural site conditions, the seaports of Brake, Bremerhaven, Brunsbüttel, Büsum, Cuxhaven, Emden, Husum, Kiel, Lübeck, Nordenham, Papenburg, Rendsburg, Rostock, Stade, Stralsund, Wilhelmshaven and Wismar are ideally suited for wind energy research and for the construction and transhipment of wind turbines. They have already built or are in the process of constructing special handling facilities with the appropriate equipment, can offer spacious storage and assembly sites and also have the necessary expertise. Numerous manufacturers and suppliers to the wind energy industry are also active at the ports.

The ports also help their customers optimise their supply chain management by providing holistic logistics concepts that cover all aspects of the handling, storage, logistics and maintenance of the huge components that are involved in this business. Special heavy-lift terminals offer ideal conditions for the delivery, consolidation and loading of onshore and offshore modules with unit weights of up to 1,000 tons. They can handle anything from voluminous items, such as machine casings, to small parts.

Qualified employees and state-of-the-art equipment at the ports are they key to efficient parts logistics. Modern IT, customised anti-ageing services, individual spare parts and after-sales logistics as well as maintenance and repair work effectively complete the ports' service portfolio.



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Shipping routes to holiday destinations

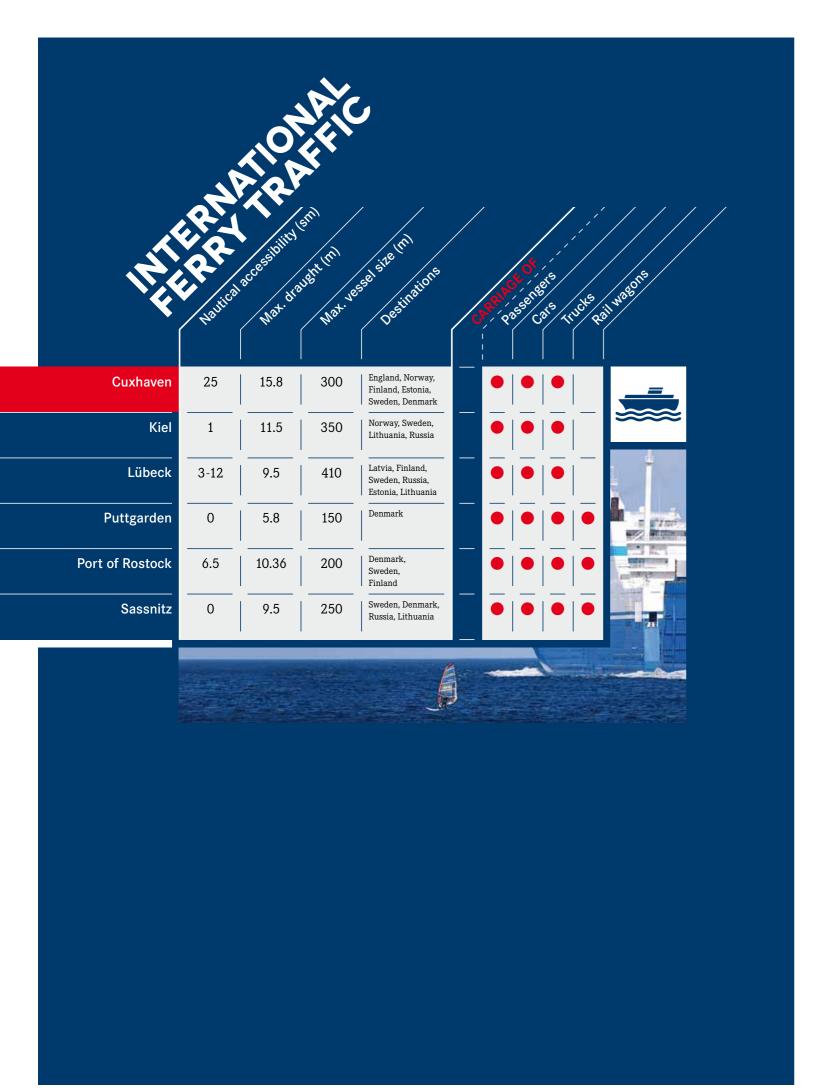
Many German ports on the Baltic offer regular ferry services to Denmark, Sweden, Finland and Russia. Ferries have always plied their trade back and forth across the Baltic Sea for centuries, but there has been a particularly sharp rise in ferry traffic since the beginning of the 20th century.

With around six million ferry customers per annum, Puttgarden is one of the major passenger hubs in the Baltic region. Ferries run between this terminal on the German island of Fehmarn and the Danish port of Rødby at hourly intervals. The port of Rostock is a major traffic hub in the southern Baltic, offering numerous scheduled services to other Baltic ports and to Helsinki in Finland. It handles an annual number of more than two million ferry passengers. A further 800,000 passengers per annum use the port of Sassnitz. Ferries to Sweden, Lithuania, Latvia and Russia depart from Kiel and Travemünde.

Altogether, ferry services account for a significant part of shipping in the Baltic region. Many holidaymakers use them as the fastest and most attractive way to reach their destination when travelling by car or bus. Numerous freight shippers in particular also rely on these fast connections.

In the purely domestic ferry sector, the North Sea ports provide links primarily between the holiday resorts of the North and East Frisian islands and the mainland. Again, this involves several million passengers per annum.









Cruise tourism is booming

Every year, roughly one million passengers use the German cruise terminals in Bremerhaven, Hamburg, Kiel, Lübeck, Rostock/Warnemünde and Wismar to embark on the voyage of a lifetime. Around 600 vessels a year call at the ports and the figure is steadily rising. Cruises are a booming market and the Germans are avid travellers, ranking close behind the US Americans and the British. In addition to ocean voyages, river cruises between the German capital and the Baltic ports in West Pomerania are another growing segment of maritime tourism.

The cruise terminals on the German North Sea and Baltic coasts offer an enormous range of services. They are easily accessible by private car or public transport and guarantee maximum security and quality standards. Facilities for the disabled, covered passenger walkways, spacious and pleasant waiting areas and, of course, perfect baggage handling are standard features of the German cruise terminals. Specialist agencies offer customised sightseeing programmes and regional excursions for cruise passengers who are visiting the ports for a day.

Cruise shipping has evolved into a major sector of the tourist business and has brought noticeable impetus to the coastal regions, as many of the cruise passengers go on shore and spend money inland. Counting the day of arrival and departure as well as day trips, cruise tourists spend an average of 2.5 days in the country and bring a significant amount of spending power into the region.







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