

NOT TO BE RELEASED BEFORE: Thursday November 1st 2013, 18.30.
The spoken word applies.

Hamburg Shipbrokers' Association
Chairman Christian Koopmann
Welcoming address at the Senate reception
on November 1st 2013 at 18.00

President Melsheimer,
Vice President of the Hamburg Parliament Schira,
Ambassador Poulsen-Hansen
Senator Horch,
Members of the German Parliament
Members of the Consular Corps,
Ladies and gentlemen,

Finally, I would also like to welcome you here today, and I do this on behalf of the Hamburg Shipbrokers' Association. I am delighted that you have accepted the invitation to attend the Senate reception on the occasion of the 65th Eisbein dinner.

Our thanks also go this year to the Senate of the Free and Hanseatic City of Hamburg for staging the reception. I believe that this clearly confirms how highly the maritime sector is regarded in this city. Dear Senator Horch, please pass on our gratitude also to your colleagues.

I would also like to express my appreciation to Mr Melsheimer, President of the Hamburg Chamber of Commerce, for the hospitality given today and the good cooperation with the Chamber of Commerce.

Our special thanks go to our Danish guests and colleagues, who are also representatives of this year's partner country.

Your Excellency Poulen-Hansen, and dear Tonny, we are very grateful for your welcoming speeches and your participation in this special event today.

(“jeg vil gerne begynde med et hjerteligt velkommen til vores gæster og venner fra Danmark”)

The nomination of a partner country is meanwhile a good tradition and offers a great opportunity to highlight the spirit of cooperation and sense of affinity with our business friends and partners.

I think that the nomination of Denmark speaks for itself and actually does not need any further explanation. And anyway, why should one search so far afield when the good is so close (at hand)? Hamburg and Denmark have in fact always been closely connected with one another. It is worth recalling that about 150 years ago it took just ten minutes to go from Hamburg to what used to be Danish Altona, which after Copenhagen was the second largest city of the then Kingdom of Denmark.

Today, the geographical distance is somewhat greater, but on the other hand the business contacts and cultural ties are all the closer. Being near the water was and is fundamental to the sense of identity of both the Danes and the people of Hamburg. It is thus also not surprising that Denmark, like Hamburg, is visibly maritime in character. Aarhus is an important port of call for the feeder vessels from Hamburg. And Copenhagen is the headquarters of the world's largest shipping company, which, like its competitors based in Hamburg, is a key player in global container transport. Danish shipping companies are

trendsetters for the entire sector in terms of freight rates and ship sizes as well as technology deployed.

In this connection, the Kiel Canal plays a crucial role for smooth trade between the Port of Hamburg and Denmark. We will thus continue to promote the modernization and expansion of this vital waterway together with our Danish friends. Despite all the success achieved in the recent past, we have regrettably seen scarcely any progress with the expansion of the waterways and hinterland links in recent years. The ship channels on the Weser and on the Elbe have not been widened, nor have the hinterland links of North German ports by road and rail been expanded sufficiently.

Unfortunately, we are increasingly losing ourselves in discussions on planning law and debates on financing possibilities. Every day we are confronted with the consequence of this development over the years in the form of blocked bridges, deferred expansion projects and tailbacks on the roads.

If the new federal government fails to provide more funds for investment in port infrastructure, this will already have an impact on the competitiveness of German ports in the short term, as the issue has long since not been whether large ships will be deployed – the crucial question is now what ports they will serve.

It is thus also already foreseeable that competition will further intensify between all the north range ports. This rivalry is extremely fierce and certainly not always entirely fair. Hence, the latest initiative of the EU on port policy was expressly welcomed by the shipbrokers. The regulations presented could form for the first time a binding legal framework for market

access and financial transparency in the ports and therefore would serve as the basis for fair competition within and between ports.

However, in view of the resistance to these proposals we probably cannot seriously expect that the regulations will be implemented. That is regrettable. It is thus necessary to ensure in another way that individual suppliers do not assume monopoly positions in the ports. And it is essential that public tenders are always invited for new areas and services. This must, of course, also apply in case of major changes to existing areas, e.g. the development of a new cruise and/or container terminal.

Without a legal framework binding throughout Europe, competition between the ports of the north range will probably be mainly on the basis of price. And Hamburg would do well to prepare for this. We should not just rely on shipping lines coming on their own to Hamburg.

The customer is king, as in other sectors of the economy. That means that calling at the Port of Hamburg must pay off for the shipping companies, otherwise they will stay away. Our joint aim must thus be to make the Port of Hamburg even more attractive for customers. From our point of view, this means that the start-up and terminal costs must adjust to a competitive level and the over-elaborate system of registration and the customs regulations must be reduced to a minimum. Moreover, ensuring the loyalty of shipping lines to the location by means of dedicated terminals must no longer be a taboo subject.

Ladies and gentlemen, shipping is not just a business. It also helps to bridge distances and to bring people closer together. We are thus delighted that some 5,000 colleagues, business

partners and friends from Germany and abroad have again followed our invitation this year and will attend our traditional Eisbein dinner tomorrow evening.

(“All this would not be possible if there were not helping hands in the background who organize everything with great passion and dedication. I would like to take the opportunity to thank the head assistant of our association. Mrs. Sylvia Scheper, for organizing the Eisbeinessen together with her colleagues now for the 25th time with great success. Dear Mrs. Scheper, many thanks on behalf of all Eisbein participants!”)

The great popularity of the Eisbein event not only underlines the significance of the Port of Hamburg and the high reputation of the local brokers but also offers an excellent opportunity to demonstrate to the international shipping world that Hamburg – in any case tomorrow – is the maritime hub of the world.

I’m already looking forward to seeing you all again at the dinner.

Thank you very much for your attention.