



SEEHAFEN KIEL

Welcome to the Port of Kiel

www.port-of-kiel.com



SEEHAFEN KIEL GmbH & Co. KG



Owner of the port infrastructure

Terminaloperator

Maintenance of port facilities

Real estate management

Provider of port services

Public railway company

Marketing & port development

Port of Kiel – a company of Federal Estate Capital of Kiel



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Kiel – favourable located at the fjord



Natural deep water harbour

Short & attractive estuary navigation

No tidal influence

Weather protection by near coastline

Located at the Kiel-Canal

Kiel-Canal:
More than 100 passages of merchant ships every day



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Maritime Cluster



Navy

Shipbuilding

Kiel Canal

Science & Research

Harbour

Sailing

Tourism



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Commercial harbour Kiel



Canal Ports

Regional supply function
Maritime industrial area

Ostuferhafen

Freight centre
RoRo-lines: Russia/Baltic States

City Harbours

Passenger terminals
Ferry lines to Scandinavia
Cruise ships

Figures of the year 2006

5,0 Mio tons of cargo

1,5 Mio passengers



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Canal Harbours



Nordhafen & Scheerhafen

**Regional supply function
bulk cargo import**

**Export of agricultural
products**

**Way-port
at the Kiel-Canal**

**Maritime
industrial area**



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Ostuferhafen



Kiels main freight harbour on the East Bank of the fjord



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Passengerterminals in the city harbour



Quays and terminal facilities in the heart of the city



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Kiel – Ferry- and Cruiseterminals



Schwedenkai
Stena Line
Kiel - Gothenburg



Norwegenkai
Color Line
Kiel - Oslo



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Ferryservices from and to Kiel



Kiel – Oslo (Color Line)
daily 14.00 h Norwegenkai

Kiel – Gothenburg (Stena Line)
daily 19.30 h Schwedenkai

Kiel – Klaipeda (DFDS Lisco)
6 x weekly Ostuferhafen

Kiel – St. Petersburg (DFDS)
2 x weekly Ostuferhafen



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MS „Color Magic“

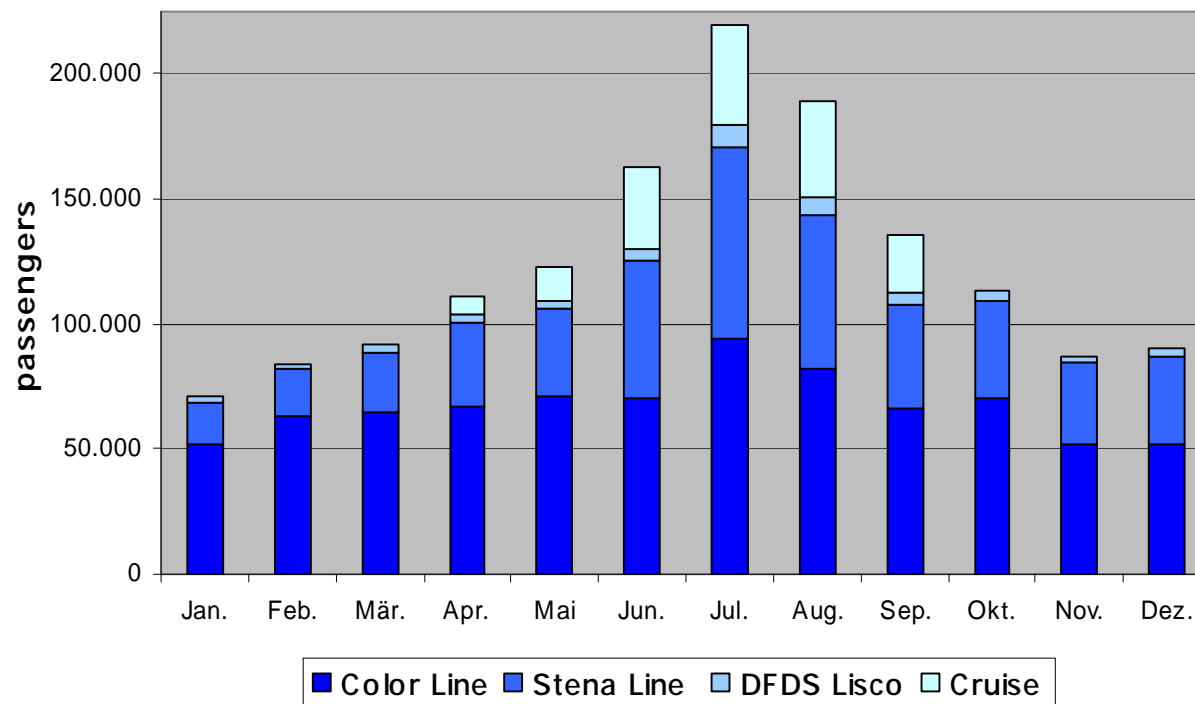


Tonnage: 75.000 GT,
Capacity: 2.975 Pax, 1.200 Lanemeter
Christening: 15. September 2007 in Kiel



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Kiel - passengers in the course of the year



More than 1,5 Mio. travellers via the Port of Kiel per year



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Cruise Port Kiel



Costa Classica

MSC Lirica

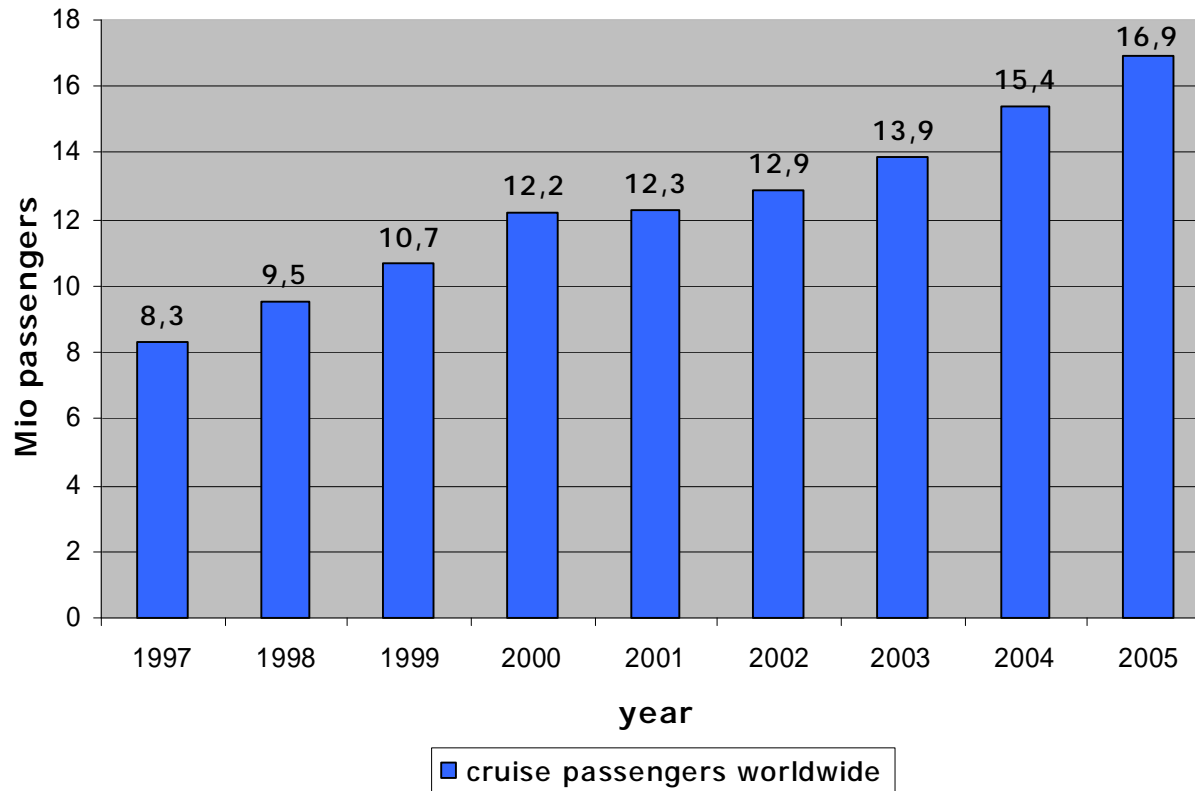
2006:
93 calls
154,250 passengers

2007:
115 calls
175,000 passengers



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Growing World Cruise Market



Cruises in Northern Europe becoming more and more popular with an expected growth ratio of > 10% per year



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Cruises in Northern Europe



Attractive itineraries
Baltic Sea Region & North Sea



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Kiel – a German Homeport



Road

Good reachability via motorways
A7 (from Hamburg)
und A21 (from Berlin).

Railways

ICE-connection into the German
urban areas. Central station within the
range of vision of the cruise ships

Air

Various liner and charter flights via
Hamburg-Fuhlsbüttel.
Transfer time approx. 70 minutes



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Passenger terminals in the city centre



Kiel city centre:

- Shopping
- Hotels & Restaurants
- Sightseeing
- Culture & Entertainment
- Near Central Station
- Et al.

Ferries and cruise ships close to the city centre



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Complete range of services available

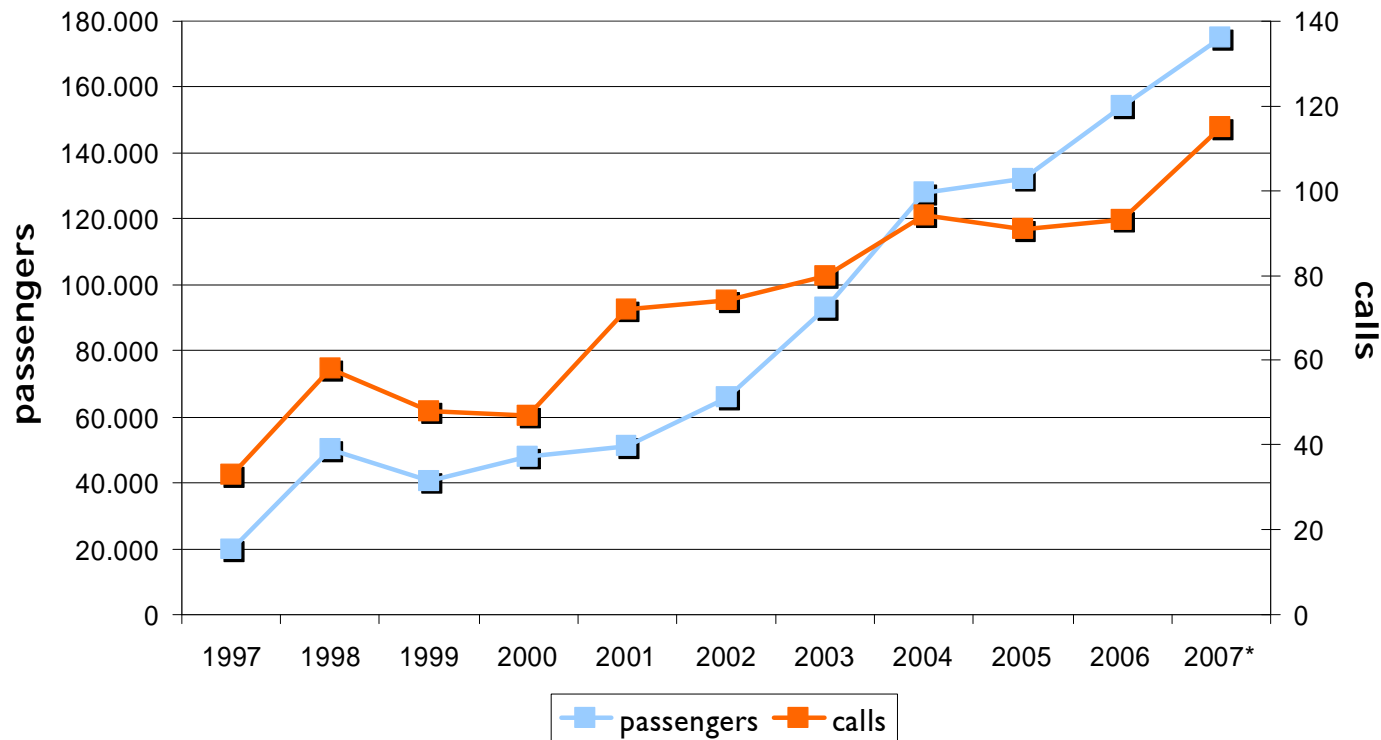


- § Agents
- § Bunker services
- § Crew
- § Disposer
- § Mooring
- § Luggage service
- § Dock worker
- § Pilotage
- § Seamen's mission
- § Service guides
- § Security service
- § Terminal staff
- § Valet parking
- § Supplier
- § Harbour police
- § Customs



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Kiel – cruise statistics



Within only one decade the number of calls triplicated, the number of passengers nearly octuplicated.



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Cruise ships to visit Kiel - Example: Costa



COSTA MARINA

Until 2005 in Kiel
28.000 GT
800 passengers

COSTA CLASSICA

2006/2007 in Kiel
53.000 GT
1.300 passengers

COSTA VICTORIA

2008 in Kiel
76.000 GT
1.900 passengers

COSTA MAGICA

As from 2009 in Kiel
102.500 GT
2.700 passengers



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(Mega-) Cruise ships in Kiel



„MSC Poesia“

GT: 90.000, length: 293.0 m, width: 32.2 m, draught: 8.0 m
2,550 passengers (max. 3,000), 987 crewmember

**Kiel becomes homeport of the newbuilding
during next years summer season**



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City harbour – infrastructure development



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Ostseekai before reconstruction

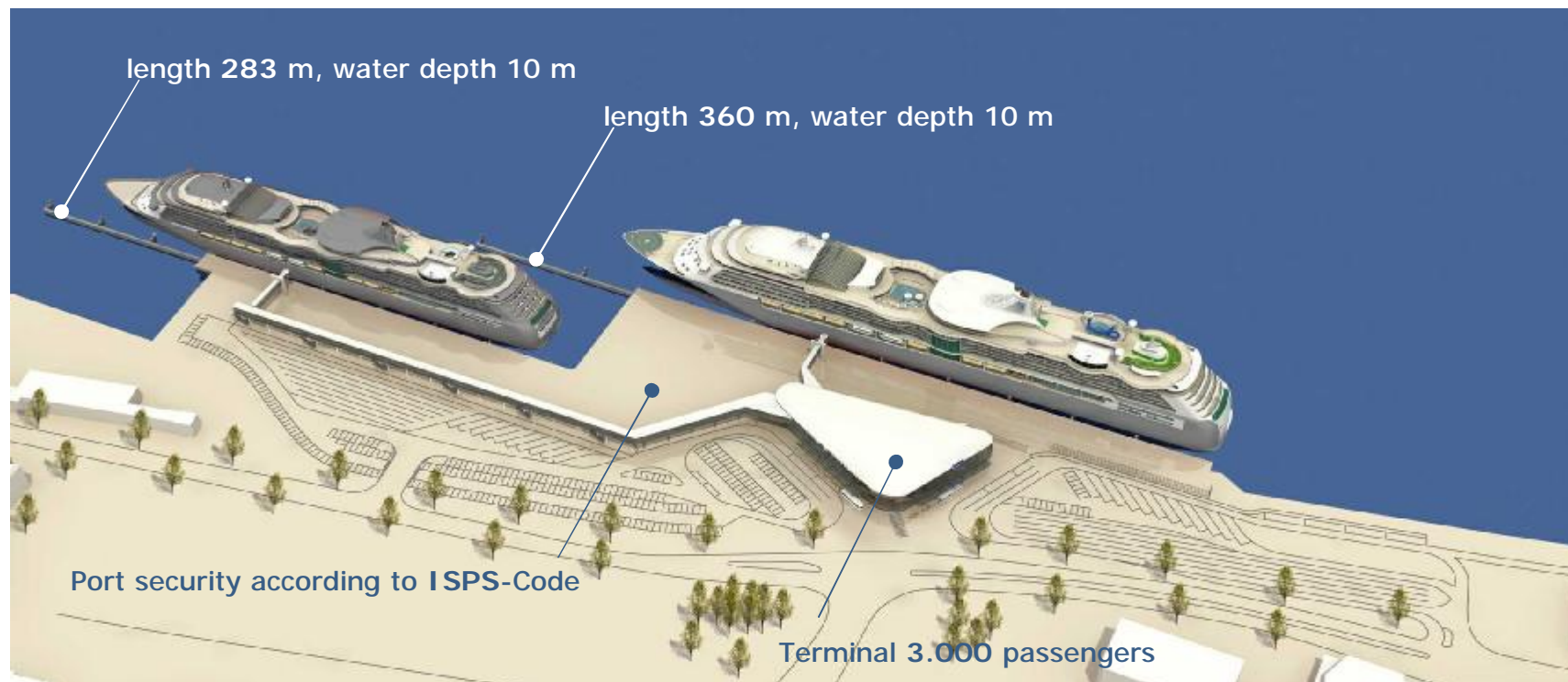


From ferry terminal to cruise terminal



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Cruise Terminal Ostseekai



Investment: 28.5 Mio Euro

**Co-funded by the Schleswig-Holstein
„Regional Programme 2000“**



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Construction work at the Ostseekai



Terminal reconstruction

New Cruise Terminal Ostseekai



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Terminal inauguration on April 24th, 2007



Starguest: „AIDAdiva“



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Ostseekai in operation



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Cruise Terminal Ostseekai

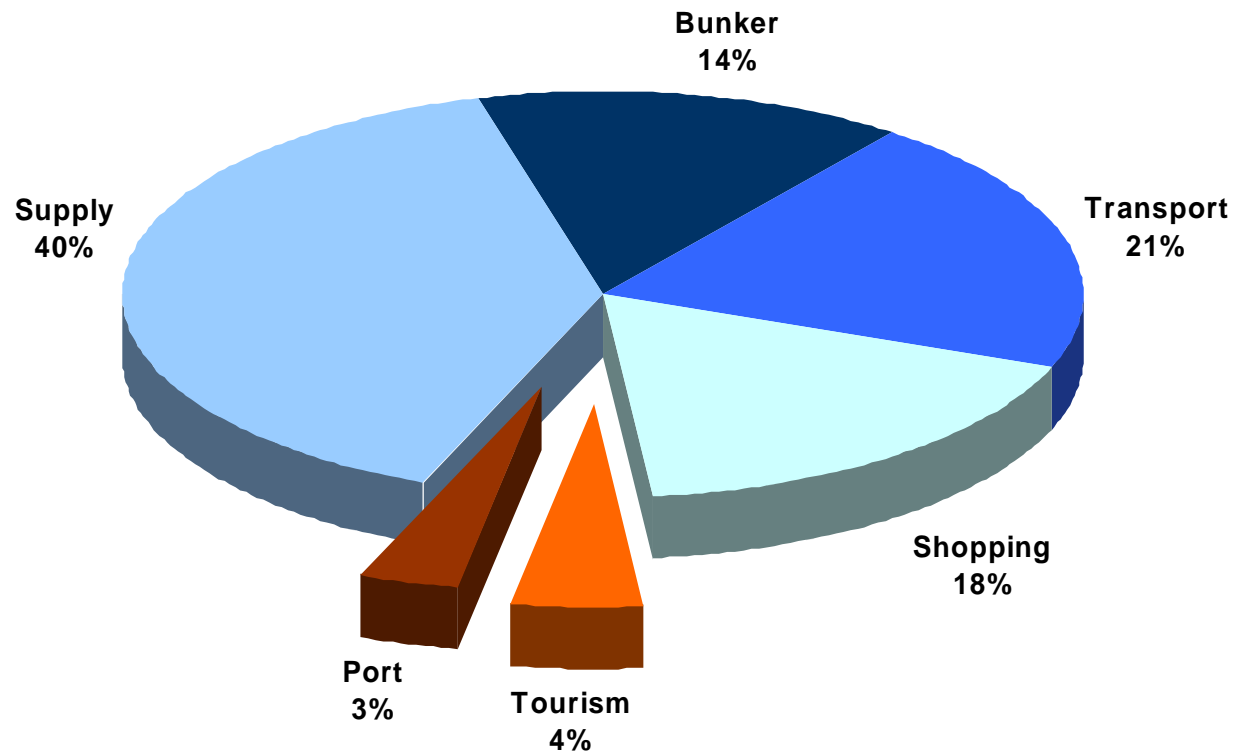


Among the best terminal facilities in Northern Europe



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Added value of the Ostseekais



The Ostseekai sets economical impulses for port, trade & tourism in Schleswig-Holstein



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Destination Schleswig-Holstein and Hamburg



Attractive shore excursions to

- § Lübeck
- § Schleswig
- § Hamburg
- § Molfsee, Laboe, ...



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Cruise Port of Kiel



1,5 Mio. passengers
via Kiel every year

Kiel is among the leading
turnaround port for cruises

Kiel offers three modern
passenger terminals

Visit the Port of Kiel at the Seatrade Europe
25.-27. September 2007, Congress Center Hamburg, Stand 229



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Thank you for your attention!



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