

„Europe: Passengers (Cruise)“, Hamburg 27.06.2007

GLAMOUR FOR THE PORT

THE LARGE OCEANLINERS IN HAMBURG

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WHY UNIKAI OPERATES THE CRUISE TERMINAL?



As a Port Facility Operator UNIKAI is a former foundation of Hapag-Lloyd AG

Therefore UNIKAI attended to all Hamburg-Calls of the wellknown ms EUROPA

A long tradition now has been continued

FOR A LONG TIME HIDDEN DEEP IN THE INDUSTRIAL PORT



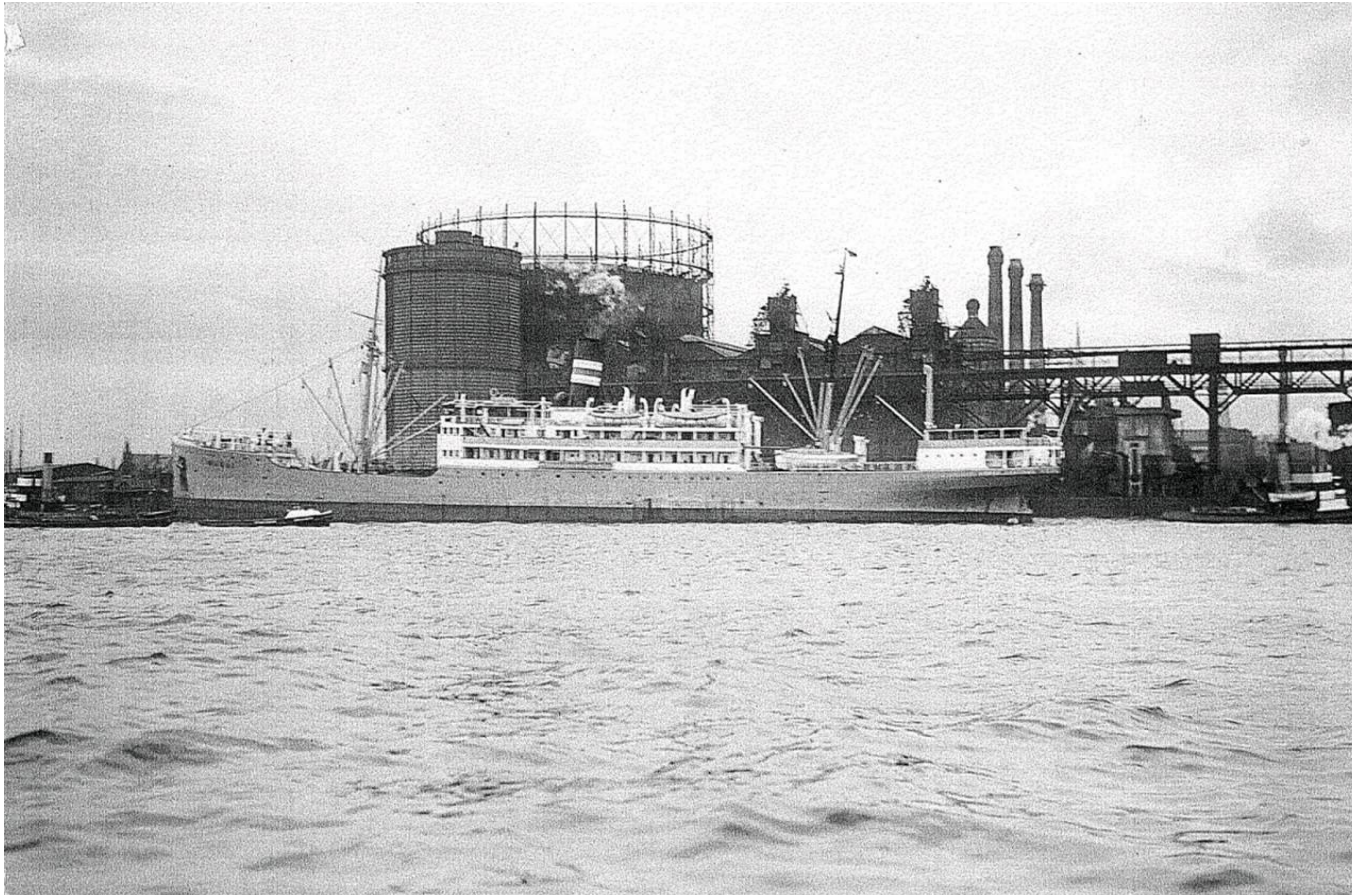
Queen Elizabeth 2 – maiden call in Hamburg 1972

UNIKAI's facilities were sited in the industrial area of Kaiser-Wilhelm-Hafen at Shed 73

That is the reason why no-one took notice of Cruiseships in Hamburg

Only a few larger Cruise-Liners prominently moored down-town at Überseebrücke

FOR MORE THAN 100 YEARS - PORT ACTIVITIES NEARBY THE CITY ...



The quay at Grasbrook about 1935

...TODAY PREMIUM SPOT IN HAMBURG'S NEW HAFENCITY



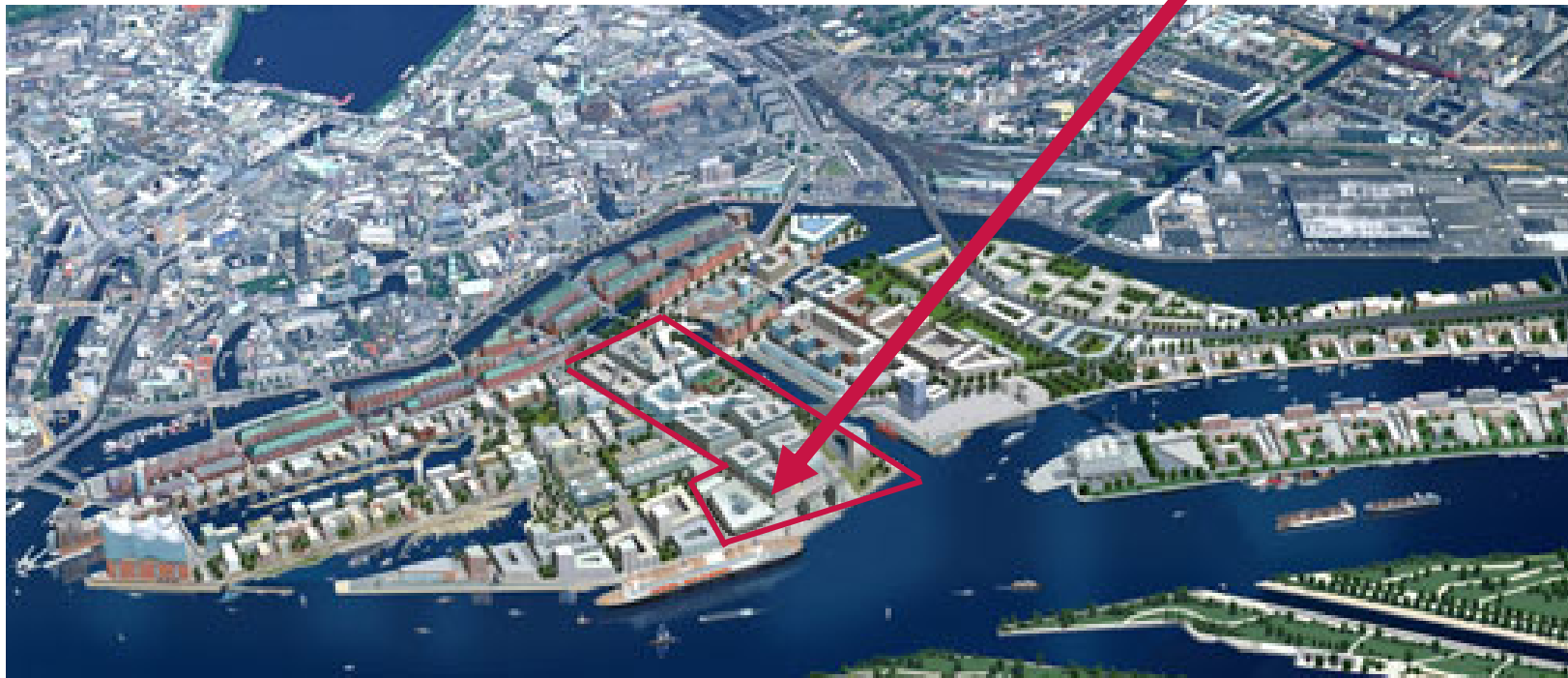
1998: Foundation of Hamburg Cruise Center e.V. [registered Association]

Since then always present at Seatrade Cruise Convention in Miami – starting with the slogan - „**Hamburg is back**“ – today together with all German Cruise Ports promoting - „**Destination Germany**“ -

First Cruise-Ships still at the former Forest-Products-Terminal

Step by step an established name – „**Hamburg Cruise Center**“ -

HAFENCITY AND HAMBURG CRUISE CENTER – A GOOD RELATIONSHIP



The planned Cruise Terminal is an essential brick-stone of the new Überseequartier (Overseas Quarter)

BUT SOON IT GOT GOING ...



1999 - 19 Calls – 13.800 Passengers

2004 - 53 Calls - 28.000 Passengers
first visit of „Queen Mary 2“

2006 - 68 Calls - 78.000 Passengers

2007 – 73 Calls – appr. 140.000 Pass.

2008 – 55 Reservations (06/2007)

Future prospects:

2010 – approximately – 120 Calls

FROM A TENT...



600 m² Area

...TO AN UNIQUE HALL BUILT WITH CONTAINERS



- April 2004 – Construction of Terminal 1
- 55 Container
- 1.250 m² Area
- Approx. € 1,3 Million incl. infrastructure

... AND ALLREADY TWO YEARS LATER GEARING UP WITH TERMINAL 2



April 2006 – Construction of Terminal 2

Now facilities in both Terminal-Buildings for 4.000 passengers



1.250 m² Area

Approximately € 750.000

HAMBURG CRUISE CENTER – SINCE JULY 1st, 2004 FULL COMPLIANCE WITH THE ISPS- CODE



■ The „International Ship and Port Security Code“ implemented against terrorism-dangers in shipping

■ Ship, Terminal and Authorities work hand in hand

HAMBURG THE CLASSIC PORT FOR THE PROMOTION OF NEWBUILDINGS



■ First ship of RCCL's Freedom-Class – Maiden call of „Freedom of the Seas“ - 24.04.2006

■ 158.000 GRT, 339 m long, 56 m wide, max. 4.370 Passengers, 1.800 Cabins, 1.360 Crew

■ “Queen Mary 2“ – the beloved ship of the maritime community of Hamburg citizens. Maiden call: July 19th, 2004 - now regularly calling twice a year

AIDA CRUISES – 2007 FIRST CUSTOMER USING HAMBURG AS A SUMMER SEASON BASE-PORT FOR TURNAROUNDS



■ 14 calls of „AIDAvita“ for cruises to Northern Europe (Norway – Iceland – Färöer – Scotland)

■ Full turnaround of 1350 Passengers every 10 to 14 days

TAILOR-MADE SERVICES WITH A SKILLED TEAM

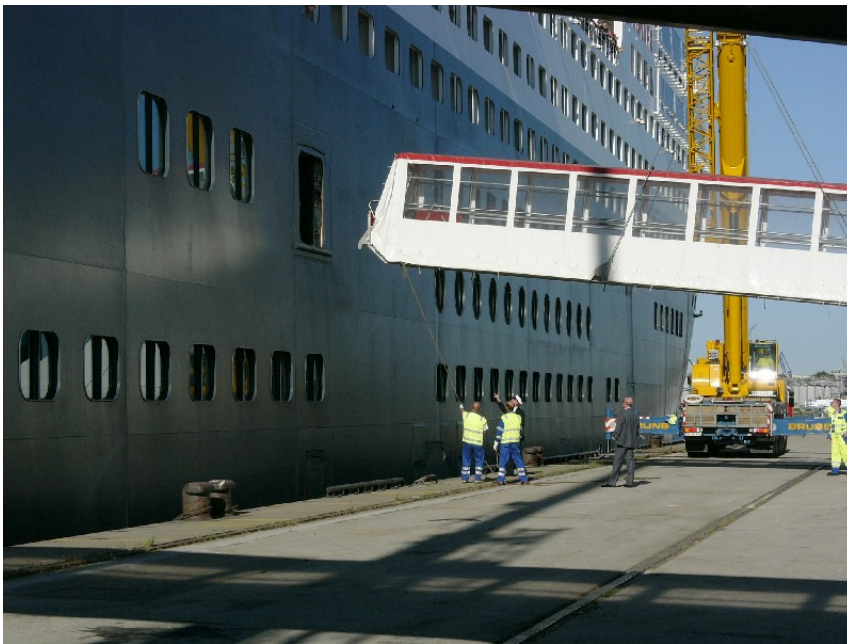


Terminal-Manager and
Security-Officer



Fresh-Water-Supply

TAILOR-MADE SERVICES WITH A SKILLED TEAM



Shorebased Gangways



Ground-Handling

TAILOR-MADE SERVICES WITH A SKILLED TEAM



Luggage - Handling

TAILOR-MADE SERVICES WITH A SKILLED TEAM



Handling of Provisions and other Stores

TIME TO SAY GOOD BYE – „AUF WIEDERSEHEN“ AT HAMBURG CRUISE CENTER

