

Proceedings

Workshop 02-3
“Port Financing I”
Hamburg
11.-15.09.2006



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1. Introduction

2. Presentations

Annex A Programme

Monday, September 11

Individual afternoon arrival of participants at Hamburg

Check-in at: "Hotel Hafen Hamburg"
Seewartenstraße 9 - 20459 Hamburg
Telephone: +49 (0)40 / 31 11 3 - 0

18:00-18:45

Registration of participants from partner organisations at hotel lobby
Silke Lorenzen c/o UNICONSULT (PMT-Administration)

18:45-19:00

Transfer/walk from hotel

19:00-21:30

Welcome Drink (incl. small bite)
Restaurante SAGRES
Vorsetzen 53 - 20459 Hamburg

Tuesday, September 12

09:00-09:30

Walk (12-15 min) to State Ministry for Economic and Labour Affairs (BWA)
Alter Steinweg 4 - 20459 Hamburg

09:30-10:15

General Assembly (GA) Part I:

- Official Welcome by Dr. Matthias Ross; Hamburg Port Authority (HPA) Port-Net Representative
 - Present Status of Port-Net Implementation, Dr M. Ross (HPA) and Hans-Ulrich Wolff (Project Management Team)
 - Discussions
- Location: BWA, Room 826

10:15-10:30

Coffee Break

10:30-11:30

GA Part II:

- Outlook
- Diskussions

11:30-11:45

Walk to Jungfernstieg

11:45-13:45

"Alstertörn" (inkl. lunch bite)

13:45 – 14:00

Walk to BWA

13:30 – 14:00

Registration of workshop participants and guests
Location: BWA, Room 826

14:00-15:15

"State aid and the port sector - the legal aspects" (Jana Schiedek, HPA)

Location: BWA, Room 826

15:15-15:45

Coffee Break

15:45-17:00

"State aid and the port sector - the european perspective" (Lieselot Marinus, European Sea Ports Organisation, ESPO)

Location: BWA, Room 826

19:30-20:00

Transfer

20:00-22:00

Official dinner

Warsteiner Elbspeicher

Wednesday, September 13

09:00-10:45

City Information Tour (by bus) Free and Hanseatic City of Hamburg
(Departure from hotel, arrival at BWA)

11:00-12:15

"Public Private Partnership - Chances and limits for financing port infrastructure"
(Dr. Ullrich Hautau, HPA)

Location: BWA, Room 826

12:15-13:30

Lunch Break

13:30-14:45

"Private Port Financing - Best Practice in Great Britain"
(Richard Morton / John Winn, Haven Gateway Partnership)
Location: BWA, Room 826

14:45 - 15:00

Coffee Break

15:00 - 16:00

"Hafenquerspanne - PPP for financing Hamburg port infrastructure?"
Dr. Jörg Märkt (Hamburg Chamber of Commerce)
Location: BWA, Room 826

18:30 - 19:45 (walk from hotel starts at 18:15 hours)

Cultural Event

Hamburgmuseum: i.a. Grand special exhibition of
"THE HAMBURG SOUND – BEATLES, BEAT & GROSSE FREIHEIT".

From 21:00 (optional)

Around the Außenalster
Chinatime 2006
"Night of Harmony" with big fireworks

Thursday, September 14

09:00-09:30

Transfer by public transport

09:30:10:00

Welcome and introduction to HypoVereinsbank (HVB)
Role in infrastructure financing (Hans-Hermann Wilckens, Director Maritime
Industries/Scandinavia)
Room: HVB, Großer Sitzungssaal

10:00-11:15

"Project Financing - Financing of the Ports"

Michael Piwaronas ,

Vice President Transportation/PP, Global Project & Structured Finance (HVB)

Room: HVB, Großer Sitzungssaal

11:15 - 11:45

Coffee Break

11:45 – 13:00

"Project Financing - Financing of the Ports - Case Study"

Angelo Bartoli, Project Manager Transportation/PP, Global Project & Structured Finance (HVB)

Room: HVB, Großer Sitzungssaal

13:00-14:15

Lunch Buffet (sponsored by HVB)

14:15 – 15:15

EBRD in Infrastructure/Port Financing (open)

Room: HVB, Großer Sitzungssaal

15:45 - 16:00

Coffee Break

16:00 – 17:00

Official Closing: Evaluation, Results and Recommendations

Room: HVB, Großer Sitzungssaal to Port Authority

Evening for individual scheduling

Friday, September 15

09:00 – 10:30

Working Group I meeting

Antwerp, Hamina, Riga and Hamburg plus "interested" other Steering Committee members

Departure of participants

End of workshop 02-3

Annex B *Speakers, Participants and Guests*

List of Participants (Partners and Guests)

No	Name	Company / Institution
1	Michael Stange	State Ministry for Economic and Labour Affairs (BWA)
2	Dr. Judith Wieczorek	BWA
3	Liselot Marinus	European Sea Ports Organisation (ESPO)
4	Edgars Suna	Freeport of Riga Authority
5	Dr. Jörg Märkt	Hamburg Chamber of Commerce
6	Dr. Matthias Ross	Hamburg Port Authority (HPA)
7	Wolf von der Mosel	HPA
8	Jana Schiedek	HPA
9	Michael Bölting	HPA
10	George Courtauld	Haven Gateway Partnership
11	Peter Winn	Haven Gateway Partnership
12	Richard Morton	Haven Gateway Partnership
13	John Winn	Haven Gateway Partnership
14	Beata Kuleviciute	Klaipeda State Seaport Authority
15	Björn Jacobsen	Lübeck Business Development Corp. (LBDC)
16	Johannes Scharnberg	LBDC
17	Dario Arendt	LBDC
18	Ray Stafrace	Malta Maritime Authority
19	Rita Gobbi	Municipality of Ancona
20	Grzegorz Kowalski	Polish Ministry of Maritime Economy / Warsaw
21	Prof. Krzysztof Luks	Port of Elblag
22	Birgitta Olsson	Port of Hamina
23	Thomas Kampmann	Port of Koege
24	Riina Palu	Port of Tallinn
25	Maurizio Campanai	Regione Emilia Romagna
26	Iwona Górecka	Szczecin-S. Seaports Authority

27	Krzysztof Pilarski	Szczecin-S. Seaports Authority
28	Maciej Adamkiewicz	Szczecin-S. Seaports Authority
29	Jens Benecke	Technical University (TU) – Hamburg-Harburg
30	Helmut Varchmin	TÜV Nord
31	Andrey Stavnitser	TIS-Port Ukraine
32	Busmann	BWA-Schifffahrt
33	Jan Herzberg	Wirtschaftsförderung Lübeck
34	Hans-Ulrich Wolff	Uniconsult / PMT
35	Silke Lorenzen	Uniconsult / PMT
36	Claus Heuer	Uniconsult / PMT

List of Speakers

No	Name	Company / Institution
1.	John Winn	Haven Gateway Partnership
2.	Richard Morton	Haven Gateway Partnership
3.	Jana Schiedek	HPA
4.	Dr. Ullrich Hautau	HPA
5.	Angelo Bartoli	HypoVereinsbank (HVB)
6.	Michael Piwaronas	HVB
7.	Hans-Hermann Wilckens	HVB
8.	Liselot Marinus	European Sea Ports Organisation (ESPO)
9.	Dr. Jörg Märkt	Hamburg Chamber of Commerce

Other panelists to be confirmed

Annex C Press Releases and Reactions

PRESS RELEASE

Port-Net delegates call for transparency in port finance

TRANSPARENCY over port finance is still lacking in many areas of Europe and clear definitions are needed in all discussions of port development funding in order to make fair comparisons, port delegates from across Europe concluded at a workshop in Hamburg.

Members of the European Port-Net project also agreed that timely and sufficient infrastructure financing is one of the outstanding challenges for nearly all European ports, whether publicly owned, private or “intermediate”.

The Port Financing Workshop, organised in parallel with Port-Net’s General Assembly 2006, considered current trends in the financing of port developments, discussed the various options for funding such investments, and listened to “best practice” cases from Hamburg and from the UK, the latter being presented by representatives of the Haven Gateway, the UK’s Port-Net partner.

Among their results and recommendations, the 35 delegates, mainly from European port authorities, agreed that transparency is still lacking in some areas/countries, although basic rules exist, including the EU Directive 2000/52/EC.

“The participants agreed that an ongoing study for the European Commission could bring some more ‘definite’ clarity and that a closer look at ‘EU aid’ for ports and its impact on competition in this sector could also be worthwhile,” said Dr Matthias Ross of Hamburg Port Authority. “Also, it was agreed that, in particular, clear definitions are needed for all terms used in infrastructure financing discussions, to avoid comparing apples and pears.”

Other conclusions were:

- The role of private investors in financing port infrastructure will grow, especially in the light of increasing public funding constraints;
- Examples of privately financed projects in UK ports demonstrate demand-driven investments and operational efficiency;
- Future EU-seaport policy and the development of Seaport Policy Guidelines should take into account all factors, including efficiency and external welfare.

“We have still to become used to the fact that we are living in ‘one Europe’ and that national port policies sometimes still follow not economic rationality but political (national, regional and local) preferences,” said one delegate.

The issue of port financing is becoming ever more critical in the light of the European Commission’s ongoing liberalisation policy and the dramatically increased demand for new port handling capacities and improved hinterland connections, especially in the container sector.

“As it is the clear objective of the European Commission to encourage private investment in the port sector, the ‘Public Private Partnership’ (PPP) model was discussed and experiences exchanged, especially with regard to their impact on the port’s role as a catalyst for regional development,” said Dr Ross.

A follow-up workshop, Port Financing II, will be hosted by two more Port-Net partners, Hamina (Finland) and Tallinn (Estonia) in June 2007.

PORT-NET: notes for editors

Port-Net is an EU Interreg IIIC Network project with 20 partners from 12 European countries and Russia. Its objective is to identify and tackle the main challenges faced by European ports in order to create better operational structures and capacities as well as to achieve the best possible regional integration of ports. These targets continue to be achieved through workshops, presentations, studies and best practice tours. Previous events have taken place in Belgium, Great Britain, Italy, Latvia, the Netherlands and Poland.

Three components differentiate the activities by topics. The first component deals mainly with the application and further development of EU policies. Improvements in the multimodal transport structure and maritime cargo challenges are the subjects under discussion within the second component. The final component focuses on tourism and urban development from a port perspective.

The lead partner of Port-Net is the Free and Hanseatic City of Hamburg, represented by the Hamburg Port Authority (HPA). A full list of partners can be founded at www.port-net.net. A democratic network structure guarantees equal involvement and a proper consideration of the interests of all partners. Project co-ordination is executed by UNICONSULT, a port and transport consultancy from Hamburg.

Further information can be obtained from Hamburg Port Authority, Dr Matthias Ross (E-mail: matthias.ross@hpa.hamburg.de / Phone: +49 40 42847 3012), Project Management Team, Hans-Ulrich Wolff (E-mail: u.wolff@uniconsult-hamburg.de / Phone: +49 40 74008 105) and from the project website: www.port-net.net.

Hamburg, September 17th, 2006

PRESS RELEASE

Financial agenda for Port-Net partners

THE increasing role of private investment in the international ports sector will be one of the key issues to be discussed by members of the European Port-Net initiative at a Port Financing Workshop to be held in Hamburg from September 12 to 15.

The workshop, organised in parallel with Port-Net's General Assembly 2006, will consider current trends in the financing of port infrastructure. The 35 participants, mainly from European port authorities, will have intensive discussions around this specific field of sustainable port development in Europe and a broad exchange of know-how is expected.

The issue of port financing is becoming ever more critical in the light of the European Commission's ongoing liberalisation policy and the dramatically increased demand for new port handling capacities and improved hinterland connections, especially in the container sector.

"The workshop will hear about and discuss finance options for port investments in the light of EU proposals on public funding and 'user pays' principles," said Dr Matthias Ross, of Hamburg Port Authority. "As it is the clear objective of the European Commission to encourage private investment in the port sector, the 'Public Private Partnership' (PPP) model will be discussed and experiences exchanged, especially with regard to their impact on the port's role as a catalyst for regional development."

Best practice cases from Hamburg and UK, the latter to be presented by a representative of the Haven Gateway, also a Port-Net partner, will highlight the increasing role of private investment in the international port sector, Dr Ross added. The workshop is being supported by one of the leading European private banks, which will give the inside view on project financing instruments and present a recent case study.

A follow-up Port Financing workshop will be held in Hamina, Finland, in mid-2007.

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Hamburg, September 12th, 2006

PRESSEMITTEILUNG

PORT-NET Hauptversammlung 2006 mit dem Schwerpunktthema Hafenfinanzierung

Hamburg, 11. September 2006 - PORT-NET, ein Netzwerkprojekt mit 20 Partnern aus 12 europäischen Ländern und Russland, hat zu seiner diesjährigen Hauptversammlung am 12. September nach Hamburg eingeladen. Während der anschließenden internationalen Fachtagung zum Thema „Port Financing“ sollen aktuelle Trends im Bereich Hafenfinanzierung vorgestellt und diskutiert werden.

Fragen zur Hafenfinanzierung sind im Zuge der fortschreitenden Liberalisierungspolitik der Europäischen Kommission sowie der dramatisch gestiegenen Nachfrage nach neuen Hafenumschlagskapazitäten und verbesserten Hinterlandverbindungen, vor allem im Containerverkehr, in letzter Zeit immer aktueller geworden.

Der Workshop, an dem rund 40 Repräsentanten europäischer Hafenverwaltungen und Transport und Logistik Institutionen bzw. Firmen teilnehmen, wird über Finanzierungsoptionen für Hafeninvestitionen unter besonderer Berücksichtigung der EU-Vorhaben zur öffentliche Finanzierung und der „user-pays principles“ informieren. Da es das erklärte Ziel der Kommission ist, private Investitionen im Hafensektor zu fördern, sollen Ansätze des Public Private Partnership, mit besonderem Fokus auf ihre Auswirkungen auf die Rolle des Hafens als Kern für regionale Entwicklung, diskutiert und die Erfahrungen hierzu ausgetauscht werden. Das Programm erläutert „best practice“ Fälle aus Großbritannien und Hamburg und hebt zusätzlich die zunehmende Bedeutung privater Investitionen im internationalen Hafensektor hervor. Der Veranstaltung wird von einer führenden europäischen Bankengruppe unterstützt, die Einblicke in Projektfinanzierungsinstrumente gewährt und ein praktisches Fallbeispiel vorstellt. Eine Folgeveranstaltung ist für Mitte 2007 in Hamina/Finnland geplant.

PORT-NET ist ein EU Interreg IIC Netzwerkprojekt mit 20 Partnern aus 12 europäischen Ländern und Russland. Ziel ist es, zentrale Herausforderungen an den europäischen Hafensektor zu identifizieren und für die beteiligten Partner so aufzuarbeiten, daß verbesserte operative und administrative Strukturen sowie eine verstärkte regionale Integration erreicht werden kann. Dieses Ziel soll vorrangig durch praxisorientierte Informationsveranstaltungen, Seminare und die Vergabe einzelner Fachgutachten erreicht werden. Bisherige Veranstaltungen fanden in Belgien, Großbritannien, Italien, Lettland, den Niederlanden und Polen statt.

Die einzelnen Projektkomponenten befassen sich mit der EU Hafen- und Transportpolitik, den multi-modalen Hafen- und Hinterlandstrukturen, modernen Entwicklungen im Schifffahrtsbereich und mit Fragen der integrierten Stadt- und Hafenentwicklung, einschließlich Tourismus.

Federführend für PORT-NET ist die Freie und Hansestadt Hamburg, vertreten durch die Hamburg Port Authority. Die Gesamtprojektkoordination wird im Auftrag der HPA von UNICONSULT, einer Tochterfirma der Hamburger Hafen- und Logistik AG, durchgeführt.

Weitere Informationen erhalten Sie im Internet unter www.port-net.net

Pressekontakt: Hamburg Port Authority, Christiane Kuhrt, Tel. 040 42847 2301