

## Manual

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



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## General Information

### Transportation:

The easiest way to reach the hotel at Hamburg is

- from Hamburg Airport by taxi (approx. 25 €),
- from Central Train Station (Hbf) by taxi (approx. 15 €).

Other possibilities: see hotel website.

### Hotel


All PORT-NET partners have accommodation reserved at the *Hotel Hafen Hamburg*, one of the most famous harbor views directly above St. Pauli Landungsbrücken.


#### Address

Hotel Hafen Hamburg

Seewartenstraße 9

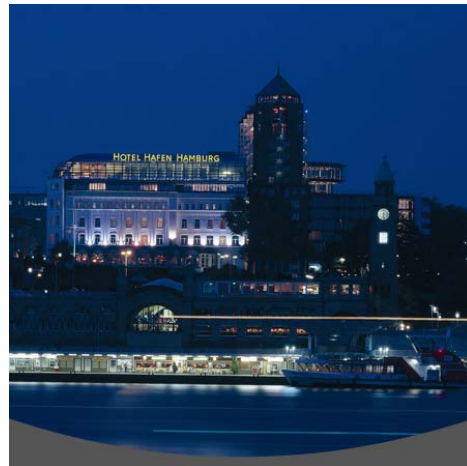
20459 Hamburg

 +49 (0) 40 31 11 3 - 0

 +49 (0) 40 31 11 3 - 0

 [info@hotel-hamburg.de](mailto:info@hotel-hamburg.de)

[www.hotel-hamburg.de](http://www.hotel-hamburg.de)



**Currency:** Euro

**Venue:**

The PORT-NET workshop "Port Financing I" will take place at different locations

**1) State Ministry for Economic and Labour Affairs (BWA)**

Room: 826

Alter Steinweg 4

20459 Hamburg



**2) HypoVereinsbank (HVB)**

Großer Sitzungssaal

Alter Wall 22

20457 Hamburg



**Contact Persons:**

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| NORTH East South West<br><b>INTERREG IIC</b>  |   | Port-Net Workshop (WS 02-03), incl. General Assembly:<br><b>"Port Financing II", Hamburg, 11. – 15.09.2006 (Programme Overview)</b>  |  |     |  |  |
|---|---|--|--|---|--|--|
| 11.09.<br>Monday  | 12.09.<br>Tuesday   | 13.09.<br>Wednesday  | 14.09.<br>Thursday   | 15.09.<br>Friday  |  |  |
| <p>Individual arrival</p> <p>Check-in at Hotel "Hafen Hamburg"</p> <p>Hotel Hafen Hamburg<br/>Seewartenstraße 9 - 20459 Hamburg, Germany<br/>Telephone: +49 (0)40 / 31 11 3 - 0<br/>Telefax: +49 (0)40 / 31 11 3 - 70 601<br/>Info: <a href="http://www.hotel-hafen-hamburg.de/eng_index">http://www.hotel-hafen-hamburg.de/eng_index</a></p> | <p><b>09:00 – 09:30</b><br/>Walk (12-15 min) to State Ministry for Economic and Labour Affairs (BWA)<br/>Alter Steinweg 4<br/>20459 Hamburg</p> <p><b>09:30 – 10:15</b><br/>General Assembly (GA) Part I:<br/>- Official Welcome by Dr. Matthias Ross, Port-Net Representative, Hamburg Port Authority (HPA)<br/>- Present Status of Port-Net Implementation (Dr. Matthias Ross, HPA, and Hans-Ulrich Wolff, Project Management Team)</p> | <p><b>09:00 – 10:45</b></p> <p>City Information Tour<br/>Free and Hanseatic City of Hamburg<br/>(by bus, departure at hotel, arrival at BWA)</p>   | <p><b>09:00 – 09:30</b><br/>(Guided) transfer by public transport</p>  | <p><b>Morning</b><br/>Departure of foreign partners and guests</p>  |  |  |
|   | <p><b>10:15 – 10:30</b><br/>Coffee Break</p>  | <p><b>11:30 – 11:45</b><br/>Walk to Jungfernstieg</p>  | <p><b>11:00 – 12:15</b><br/>"Public Private Partnership - Chances and limits for financing port infrastructure"<br/>(Dr. Ullrich Hautau, HPA)<br/><br/>Location: BWA, Room 826</p>   | <p><b>09:30 – 10:00</b><br/>Welcome and introduction to HypoVereinsbank (HVB) role in infrastructure financing<br/>(Hans-Hermann Wilckens, Director Maritime Industries/Scandinavia)<br/>Alter Wall 22 - 20457 Hamburg<br/>Room: HVB, Großer Sitzungssaal</p> |  |  |
|   | <p><b>10:30 – 11:30</b><br/>GA Part II:<br/>- Outlook<br/>- Diskussions</p>   |  | <p><b>12:15 – 13:30</b><br/>Lunch Break</p>  | <p><b>11:15 – 11:45</b><br/>Coffee Break</p>  |  |  |
|   |   |  | <p><b>13:30 – 14:45</b><br/>"Private Port Financing - Best Practice in Great Britain"<br/>(Richard Morton/John Winn, Haven Gateway Partnership)<br/><br/>Location: BWA, Room 826</p> | <p><b>11:45 – 13:00</b><br/>"Project Financing - Financing of the Ports - Case Study"<br/>Angelo Bartoli, Project Manager Transportation/PP, Global Project &amp; Structured Finance (HVB)<br/>Room: HVB, Großer Sitzungssaal</p>                             |  |  |
|   |   | <p><b>11:45 – 13:45</b><br/>"Alstertörn" (inkl. lunch bite)<br/><b>13:45 – 14:00</b><br/>Walk to BWA</p>   | <p><b>14:45 – 15:00</b><br/>Coffee Break</p>   | <p><b>13:00 – 14:15</b><br/>Lunch Buffet<br/>(sponsored by HVB)</p>   |  |  |
|   |   | <p><b>13:30 – 14:00</b><br/>Registration of workshop participants and guests<br/><br/>Location: BWA, Room 826</p>  | <p><b>15:00 – 16:00</b><br/>"Hafenquerspanne - PPP for financing Hamburg port infrastructure?"<br/>(open)<br/>Location: BWA, Room 826</p>  | <p><b>14:15 – 15:30</b><br/>Official Closing:<br/>Evaluation, Results and Recommendations<br/>Room: HVB, Großer Sitzungssaal<br/><b>END OF WORKSHOP</b></p>   |  |  |
|   |   | <p><b>14:00 – 15:15</b><br/><br/>"State aid and the port sector - the legal aspects"<br/>(Jana Schiedek, HPA)<br/><br/>Location: BWA, Room 826</p>   |  | <p><b>15:30 – 17:00</b><br/><b>Wrap-up of General Assembly:</b><br/>Working Group I meeting ( Antwerp, Hamina, Riga and Hamburg) plus "interested" other Steering Committee members</p>   |  |  |
|   |   | <p><b>15:45 – 17:00</b><br/>"State aid and the port sector - the european perspective"<br/>(Lieselot Marinus, European Sea Ports Organisation, ESPO)<br/><br/>Location: BWA, Room 826</p>  |  |   |  |  |
|   | <p><b>18:00 – 18:45</b><br/>Registration of participants from partner organisations<br/>(at hotel lobby)</p>  |  |  |   |  |  |
|   | <p><b>18:45 – 19:00</b><br/>Transfer / walk</p>   |  |  |   |  |  |
| <p><b>19:00 – 21:30</b><br/>Informal welcome drink (incl. small bite)<br/>Restaurante SAGRES<br/>Vorsetzen 53<br/>20459 Hamburg</p>   | <p><b>19:30 – 20:00</b><br/>Transfer</p>  | <p><b>18:30 -19:45</b><br/><b>(walk from hotel starts at 18:15 hours)</b><br/>Cultural Event: Hamburg Museum<br/>Grand special exhibition of "THE HAMBURG SOUND – BEATLES, BEAT &amp; GROSSE FREIHEIT".<br/><b>From 21:00 hours (optional):</b> around the Außenalster<br/>Chinatime 2006<br/>Night of Harmony<br/>w</p> | <p><b>Evening</b><br/>For individual scheduling</p>  |   |  |  |



**PROJECT PART-FINANCED  
BY THE EUROPEAN UNION**

supported by:

State Ministry for Economic  
and Labour Affairs



HypoVereinsbank

Member of  
**UniCredit Group**

## 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  
(Mrs. Silke Lorenzen 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

supported by



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

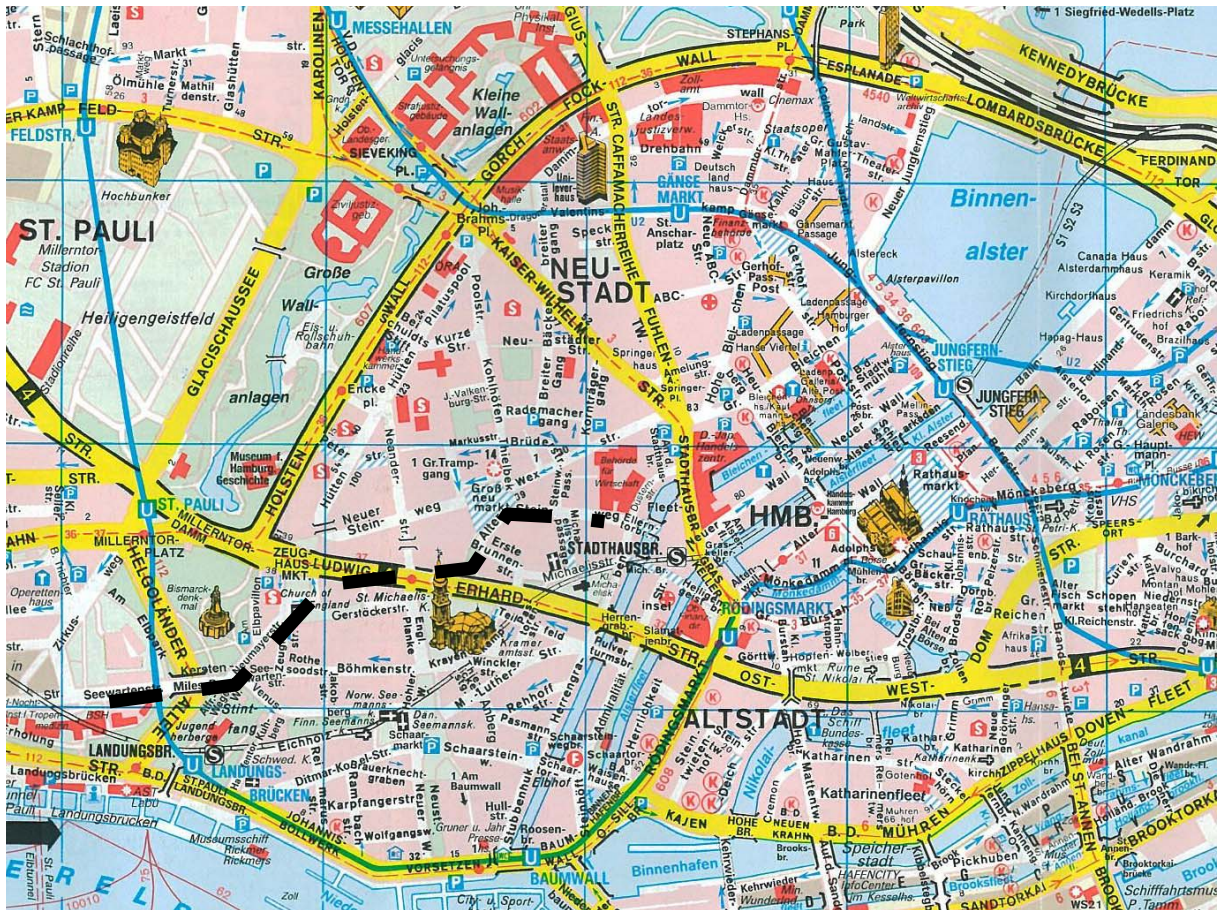
#### 09:30-10:15

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**

"Hafenquerspange - 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 (guided) by public transport

**09:30:10:00**

supported by



Welcome and introduction to **HypoVereinsbank (HVB)**

Role in infrastructure financing (Hans-Hermann Wilckens, Director Maritime Industries/Scandinavia)

Alter Wall 22 - 20457 Hamburg

Room: HVB, Großer Sitzungssaal (whole day)



**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)

**13:00-14:15**

Lunch Buffet (sponsored by HVB)

**14:15 – 15:30**

Official Closing: Evaluation, Results and Recommendations

**End of workshop 02-3**

**15:30 – 17:00**

Wrap-up of General Assembly:

Working Group I meeting

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

**Evening for individual scheduling (or departure)**

**Friday, September 15**

**Morning:**

Departure of foreign 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 Wiczorek  | 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 | Ray Stafrace,        | Malta Maritime Authority                             |
| 18 | Rita Gobbi           | Municipality of Ancona                               |
| 19 | Grzegorz Kowalski    | Polish Ministry of Maritime Economy / Warsaw         |
| 20 | Prof. Krzysztof Luks | Port of Elblag                                       |
| 21 | Birgitta Olsson      | Port of Hamina                                       |
| 22 | Thomas Kampmann      | Port of Koege  |
| 23 | Riina Palu           | Port of Tallinn                                      |
| 24 | Maurizio Campanai    | Regione Emilia Romagna                               |
| 25 | Iwona Górecka        | Szczecin-S. Seaports Authority                       |
| 26 | Krzysztof Pilarski   | Szczecin-S. Seaports Authority                       |
| 27 | Maciej Adamkiewicz   | Szczecin-S. Seaports Authority                       |
| 28 | Jens Benecke         | Technical University (TU) – Hamburg-Harburg          |
| 29 | Helmut Varchmin      | TÜV Nord   |
| 30 | Andrey Stavnitser    | TIS-Port Ukraine                                     |
| 31 | Angelo Gandini       | Province of Alessandria                              |
| 32 | Hans-Ulrich Wolff    | Uniconsult / PMT                                     |
| 33 | Silke Lorenzen       | Uniconsult / PMT                                     |
| 34 | 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            |







