



HPA 2009 – What is new?

14. September 2009

Being the economic heart, the port of Hamburg is directly bound to the urban area around it.



Quo vadis HPA

Port of Hamburg facts and figures

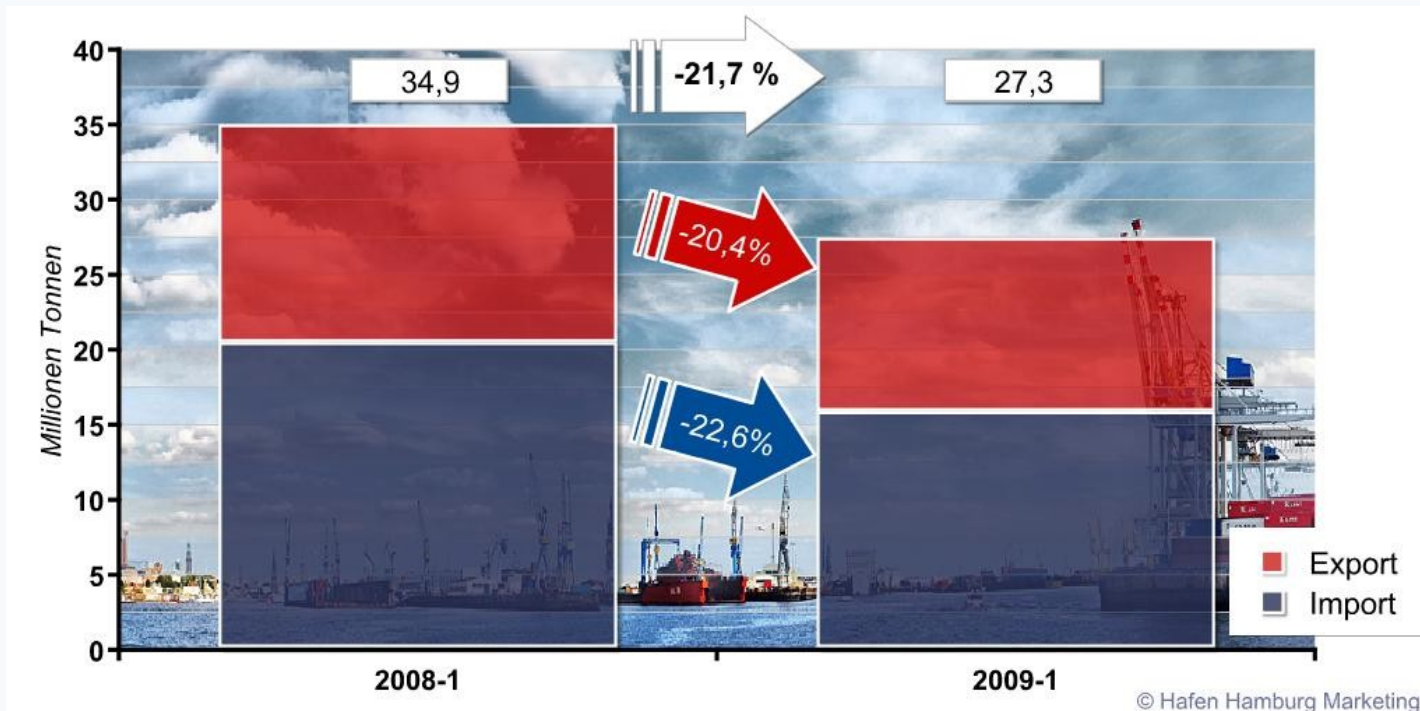
HPA staff
therefrom

1.916 employees
199 civil servants
66 trainees







World economic crisis provides chances and risks, what is necessary

- 🚢 Critical review of previous approaches and plans for the future
- 🚢 Stick on best practise as well as consequent realisation of aims where it is possible
- 🚢 New ideas have to be developed for those areas, where it is necessary



Within the next years HPA will meet different challenges -

Major tasks:

-  Extension and maintenance of the Port of Hamburg's competitive position under current market conditions in the world economy
-  Expansion of existing terminal capacities including their optimal connection during running business operations
-  Operation and maintenance of the existing port infrastructure as well as the public infrastructure of the port
-  Upgrading the balance between economy and ecology








In order to be able to cope future challenges successfully, a new management organisation has been implemented from 01.01.2009

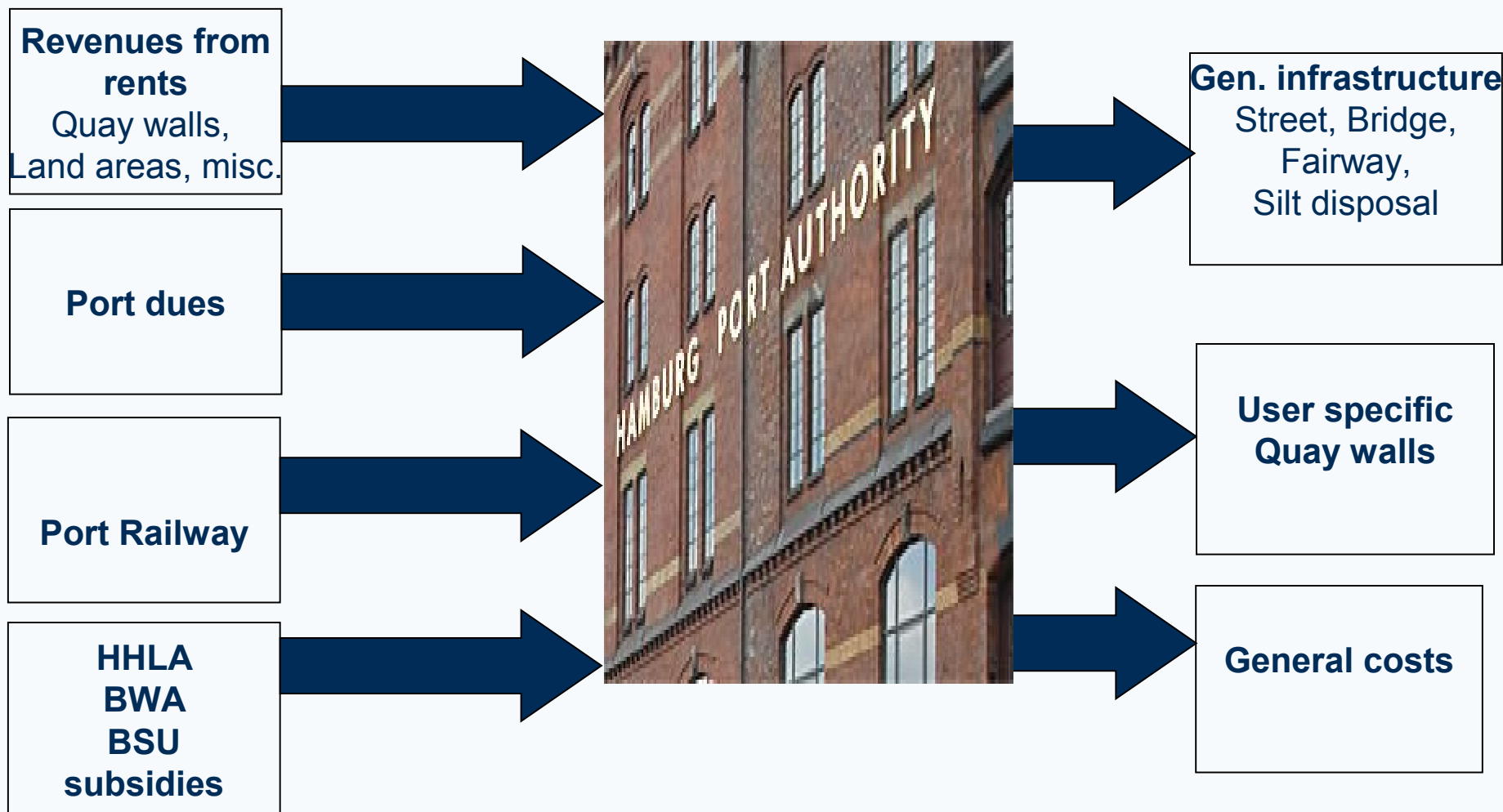
HPA is divided into business units




Division of projects and regular business

Explicit assignment of task and responsibility

-  minimization of interfaces
-  each project gets one projectleader
-  efficient workflows/operational sequences
-  effective procedures
-  economic orientation

„Port finances port“ – HPA income is currently generated by our customers and by FHH



-  Attainment of a cost-effective rent for all investments in user specific areas
-  Consequent implementation of the principle „the one who is ordering will be the one who is paying“
-  Improvement of the income situation and cost-effectiveness of the HPA with due consideration of the competition



...what else are we doing:
Adding to the desirability of Hamburg is part of the
civil service HPA performs.

Easter Fire and consequences
- Beach cleaning



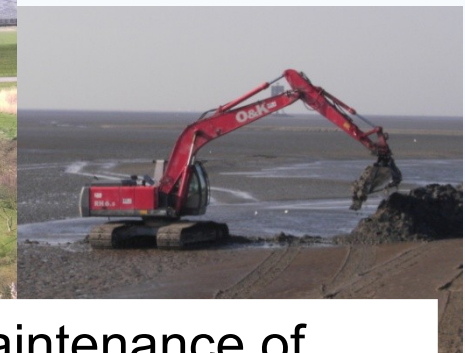
Harbour birthday



Old Elbe Tunnel



Maintenance of
Neuwerk



The tariff system of the port railway is a prime example for efficiency and effectiveness

- 🚂 The Railway transport company (RTC) who is performing the run in/run out of the train in the port is taking responsibility for the transport
- 🚂 Lump-sum per train for run in/run out as well as stoppage in the port
- 🚂 Variable fees per waggon which are dependend on the users's behaviour(per exceeding of standard times and per category of rail track)



Incentive system for efficient usage is working well

- Aim 1: cover current operation expenses of the port railway
- Aim 2: improvement of the income situation of HPA according to new financial principles

Thank you for your attention!

