

Amsterdam Airport Area

Study tour

Hamburg

Programme &
Delegation

01-03 November 2023

I amsterdam.

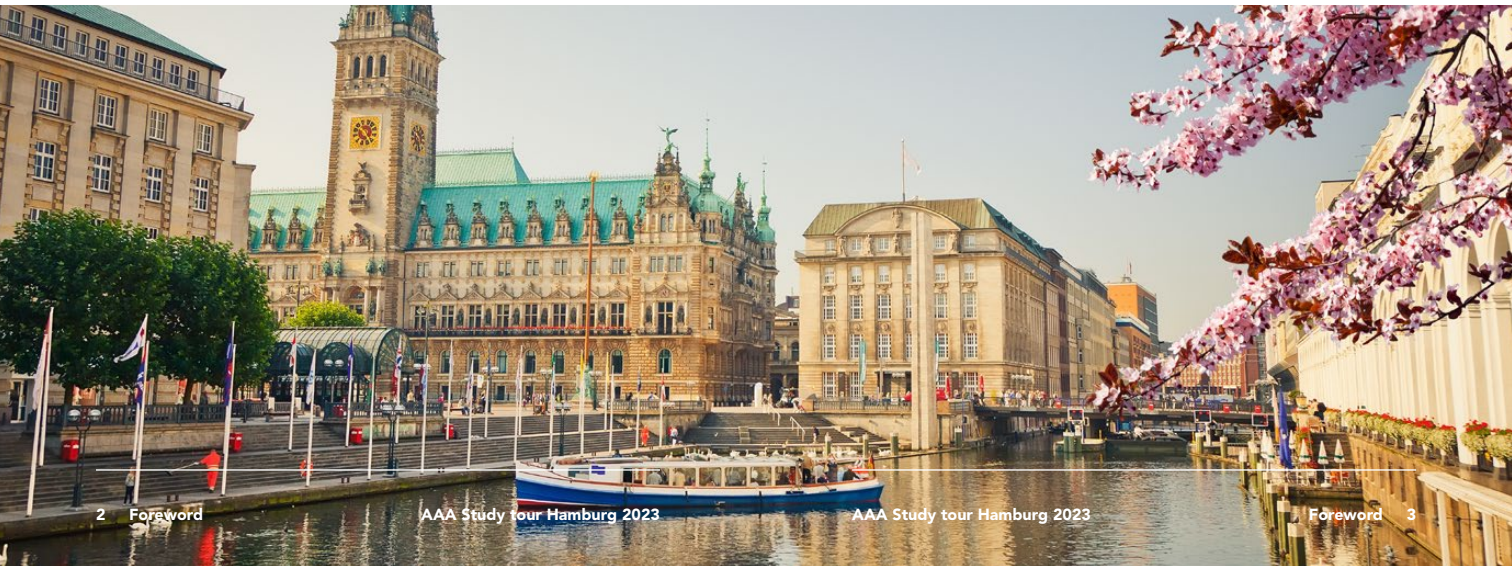
Amsterdam Airport Area (AAA)

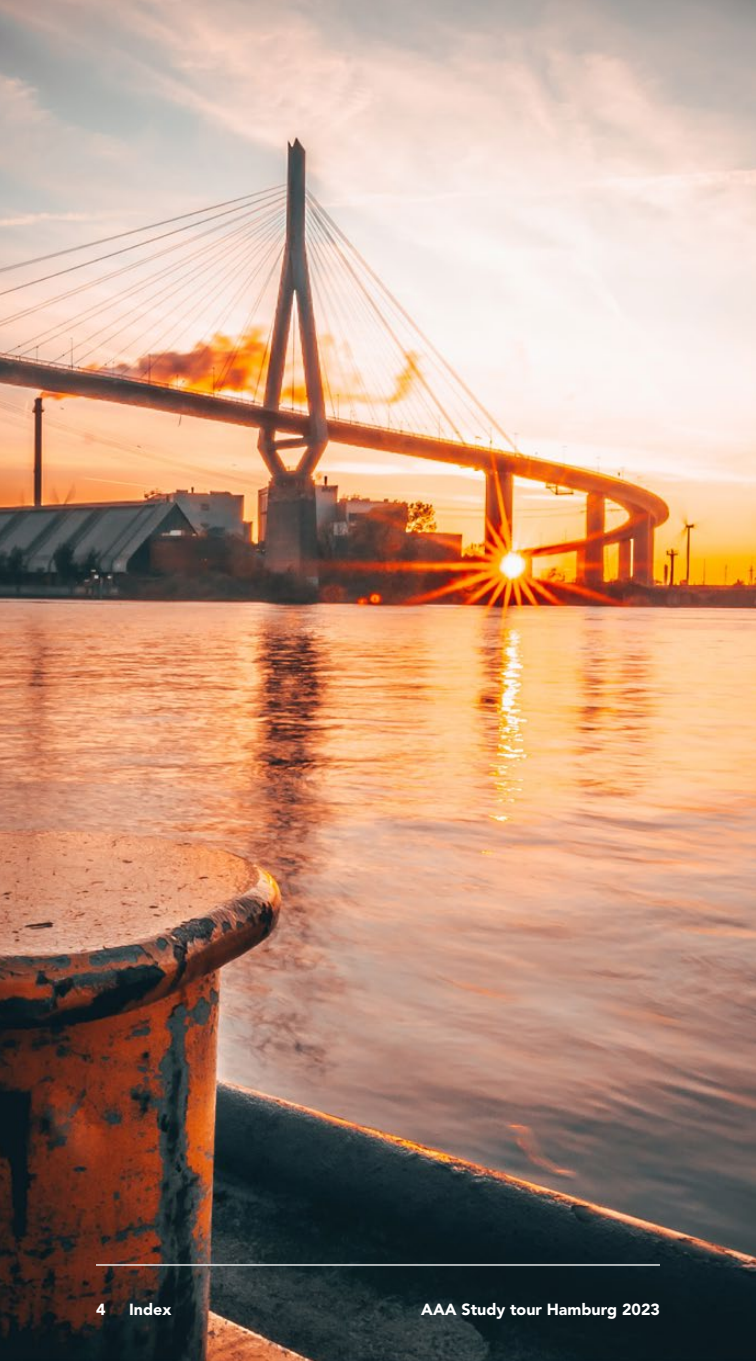
Amsterdam Airport Area (AAA) is a public-private partnership of organizations who are all involved in the development of business locations in the greater Amsterdam region. AAA offers its members a platform to work together and join forces for the international marketing and promotion of the region. The underlying aim is to improve the international competitiveness of the region by attracting new international companies and investors. For this, AAA has developed an extensive range of marketing activities to present the region and its specific strengths successfully to prospective clients. Amsterdam Airport Area is specialized in the Logistics, Aerospace, and Datacenter Industry in the Amsterdam Metropolitan Area.

In addition to its international promotion activities, AAA aims to provide her members and stakeholders

with a perspective on developments in international metropolitan city regions worldwide. To see them not only as competition, but also to serve as inspiration, to learn from related developments and to explore mutual interests. For this purpose, AAA has organized previous study tours to Berlin (2012), Manchester & Liverpool (2013), Stockholm (2014), Istanbul (2015), Frankfurt (2016), London (2017) Paris (2018), Dublin (2019). In 2020 and 2021, we were unable to schedule the study tour due to covid-19 restrictions and last year (2022) we went to Copenhagen.

This year, AAA took the opportunity to organize a study tour to Hamburg. The delegation for this study tour consists of representatives from the Amsterdam Metropolitan Area business community among which local government officials and representatives from public and private organizations, who are all involved in either the harbor of Amsterdam, airport development, urban planning, logistics, and/or development of business parks and real estate.





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Programme

Wednesday November 1

08.30 - 08.30	Gather at Amsterdam Central Station
09.10 - 14.14	NS International, Amsterdam CS - Hamburg Hbf with transfer in Osnabrück
14.15 - 15.15	Travel time to Digital start-up Hub
15.15 - 17.00	Presentation Hamburg Invest + Chamber of Commerce
17.00 - 18.30	Travel time, check-in and freshen-up time Hotel Atlantic
18.30 - 19.00	Walk to restaurant Tchebull
19.00 - 21.00	Dinner at restaurant Tchebull

Thursday November 2

07.15 - 08.15	Breakfast at Hotel Atlantic
08.30 - 09.00	Travel time to Hamburg Aviation
09.00 - 10.00	Presentation Hamburg Aviation
10.00 - 11.00	Travel to Port of Hamburg
11.00 - 13.00	Tour Port on boat incl presentation Port of Hamburg + lunch on board
13.00 - 14.00	Tour HHLA Container Terminal Alterwerder by bus
14.00 - 14.45	Travel time to ZAL TechCenter
14.45 - 17.00	Tour + presentation Airbus
17.00 - 18.15	Travel time to Hotel Atlantic + freshen-up time
18.15 - 19.00	Travel time to Restaurant Störtebeker Elbphilharmonie
19.00 - 21.30	Dinner at Restaurant Störtebeker Elbphilharmonie

Friday November 3

07.00 - 08.00	Breakfast and check-out Hotel Atlantic
08.00 - 08.30	Travel time to HafenCity
08.30 - 10.00	Presentation and walking tour HafenCity
10.00 - 11.00	Travel time to Hamburg Airport
11.00 - 12.00	Check-in flight
12.00 - 13.30	Presentation Hamburg Airport + Lunch
13.30 - 14.45	Walk to gate + spare time
14.45 - 15.50	Flight Hamburg Airport – Amsterdam Schiphol KLM KL 1782



Hamburg as a location

The Free and Hanseatic City of Hamburg is both a municipality and a city-state of the Federal Republic of Germany. Hamburg is not only the second largest city in Germany, but also the seventh largest city within the EU as well as the largest non-capital EU city.

Located in the world's fourth largest economy, Hamburg's history as a port city and trading centre spans more than 1,000 years. Today, Hamburg features a diverse mix of industries, while at the same time being highly specialised in numerous fields.

Hamburg's innovation ecosystem spans a broad range, with a leading position in technology sectors such as civil aviation, wind energy, laser and X-ray technology as well as port logistics. Hamburg has also evolved as a leading German location for startups.

Interesting facts about Hamburg

More than 5 million people live and work in the Hamburg Metropolitan Region – the economic centre of Northern Europe. Situated between the North and Baltic Seas, with the River Elbe as its lifeline and the vibrant City of Hamburg at its centre, the region is a highly attractive economic area with an excellent quality of life for national and international companies and their staff.

A diverse industry mix

Hamburg is more diversified than many other metropolitan regions, and at the same time it is highly specialised. Hamburg is home to many strong players especially in the following sectors: services, logistics, industry, aviation, IT, media & creative industries, information & communication



technology, the medical, pharmaceutical, environmental and biotech industries, as well as life sciences and renewable energies. As a result, Hamburg is an industry leader in the following key technologies:

- Materials and processes
- Mobility, transport and logistics
- Energy, climate, environmental protection and marine technology
- Healthcare, applied life sciences and nutrition
- As well as the cross-sectoral field of digitisation

The city's strong economy and sectoral diversity on the one hand and its excellent scientific institutions, application-oriented initiatives and transfer projects on the other, provide stakeholders with many cooperation opportunities. Hamburg can offer professional partners for almost every step in the innovation process, from basic research and test fields to market launch.

And this is especially true when it comes to financing as Hamburg records an above-average volume of private capital. Many affluent Hamburg citizens strongly identify with their hometown and are happy to invest their capital locally whenever an investment appears to be promising.





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Hamburg's innovation ecosystem

Spin-offs from universities and research institutions are important drivers of innovation. Yet these startups also need a business-friendly environment that allows them to connect with other entrepreneurs, benefit from synergies and receive expert support in establishing a corporate structure.

Research and innovation parks tend to be an ideal breeding ground for the global market leaders of tomorrow. According to BVIZ, the German Association of Innovation, Technology and Business Incubation Centres, startups based in innovation centres actually have a survival rate of 90 percent.

To support local R&D, the Hamburg Senate is currently establishing a network of research and innovation parks in Hamburg.

Each provided with a scientific anchor institution, the R&I parks will offer commercial space for innovation-based companies, research institutions and startups. The R&I parks will be geared towards different focal areas and will facilitate the creation of synergies along different value chains.

As a location for innovation, Hamburg is well-positioned for the future, occupying a leading role in numerous

technology fields, such as civil aviation, wind energy, laser and X-ray technology as well as port logistics. Moreover, Hamburg has huge potential as a location for developing and producing green hydrogen, which is also owing to the Hamburg Hydrogen Network, a joint initiative of renowned players from the region.

Connectivity and infrastructure

Through its port, which is located directly on the River Elbe, Hamburg provides direct access to the North and Baltic Seas. In terms of connectivity by road, Hamburg allows easy access to the A1 and A7 motorways, which are among Germany's main traffic routes. The A24 motorway connects Hamburg and Berlin, Germany's capital, and the A21 and A39 motorways, which are currently in development, will free up existing traffic routes in the Hamburg region.

There are five long-distance railway stations in Hamburg: the central train station (Hauptbahnhof), Dammtor, Altona, Harburg and Bergedorf. South of Hamburg, in Maschen, you will also find Europe's largest marshalling yard.

Hamburg Airport, which, since 2016, has also been known as Hamburg Airport Helmut Schmidt, is Hamburg's international airport and also the oldest and fifth largest airport in Germany. From here, you can take daily direct flights to destinations such as New York, Dubai and Shanghai.

Source: www.invest-immobilien.hamburg



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Projects and businesses

Hamburg Invest

Hamburg Invest is the one-stop agency for relocation and investment in Hamburg as well as the main partner of Hamburg's business sector on all topics relating to business development. As well as offering a wide range of services for small and medium-sized enterprises in particular, Hamburg Invest is in charge of marketing the city's commercial and industrial spaces – from land development and advertising to targeting clients and allocating properties. In addition, Hamburg Invest serves as the main port of call for technology- and knowledge-based startup and scaleup businesses.

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Wirtschaftsförderungsgesellschaft mbH
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www.hamburg-invest.com



Chamber of commerce

As representative organisation of Hamburg's business community, Hamburg Chamber of Commerce is the political lobbyist, service provider as well as mediator and advocate for the local business community of 180.000 enterprises. Based on our location strategy "Hamburg 2040 - how do we want to live in the future - and what on?", we aim to strengthen Hamburg's competitiveness as a sustainable business location. Our guiding principle is: "Shaping Hamburg's future together".

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Hamburg Chamber of Commerce
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Startseite - Handelskammer Hamburg (ihk.de)



Digital Hub Logistics Hamburg

The Digital Hub Logistics Hamburg connects companies, investors, startups, research and education in one place to drive innovation and digitalization in logistics, trade and supply chain. Located in the heart of the historic Speicherstadt and part of the Germany-wide de:hub-initiative, the Digital Hub Logistics is an ecosystem in which collaboration is actively promoted and supported. Since 2019, the number of participating partners has increased from 5 to 24, while the number of startups in the Hub has climbed to over 100. At the Hub's co-working space international startups work side-by-side colleagues of corporate players such as Volkswagen, Lufthansa, DHL, Ingenics, Shell, Tchibo, Gebr. Heinemann, HHLA and many more. The Digital Hub Logistics sees itself as a creative platform for collaboration formats and offers all participants to try out new ideas. As a platform, the hub organizes a variety of different events such as startup competitions, workshops, collab days, networking events and many more. The common goal, whether for startups or large companies, is to achieve competitive as well as ecologically and socially sustainable logistic solutions for the future.

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Digital Hub Logistics GmbH
Am Sandtorkai 32
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en.digitalhublogistics.hamburg



Airbus

Airbus SE is a leading global player in the aerospace industry and ranks among the largest aircraft manufacturers worldwide. The company was founded in 1970 and is headquartered in Toulouse, France. Airbus is renowned for its extensive portfolio of commercial aircraft, military aircraft, helicopters, and aerospace products and services.

One of Airbus's most notable achievements is the introduction of the Airbus A320 family, which revolutionized the aviation industry by introducing fly-by-wire technology and fuel-efficient aircraft. This family includes the A318, A319, A320, and A321, capturing a significant market share in the narrowbody aircraft category.

Airbus competes vigorously with its American rival Boeing and maintains a strong international presence. The company has manufacturing facilities and facilities across the globe, including production sites in Europe, the United States, China, and other countries. This allows Airbus to develop and manufacture aircraft that cater to the needs of customers worldwide.

In addition to commercial aircraft, Airbus is active in the defense and aerospace sector, providing products and services such as military transport aircraft, helicopters, satellites, and launch systems. The company engages in international collaborative projects, such as the development of the Airbus A400M transport aircraft and the Airbus A380 passenger aircraft, which is one of the world's largest commercial airplanes.

Airbus is also involved in environmentally friendly initiatives and is committed to sustainability in the aviation industry. It has

announced plans to reduce the CO₂ emissions of its aircraft and work on the development of hybrid and electric aircraft to reduce the aviation industry's ecological footprint.

Over the years, Airbus has built an impressive reputation for innovation, technical excellence, and global collaboration. It continues to be a major player in the evolution of the aviation industry, contributing to the connectivity and mobility of people worldwide.

Address

Airbus Operations GmbH
Kreetslag 10
21129 Hamburg
Germany
www.airbus.com

The Airbus logo, consisting of the word "AIRBUS" in a bold, blue, sans-serif font, is centered within a light blue rectangular box.

ZAL Center of Applied Aeronautical Research

ZAL is the leading technological research and development platform for civil aviation. Together with its partners, ZAL works on the integration and industrialization of innovative aviation technologies. Together, they are making an important contribution to strengthening the world's third-largest civil aviation site, true to the principle: Future. Created in Hamburg. The Hamburg Aviation cluster is the umbrella brand for their activities. Their activities are carried out in close cooperation with all partners at this aviation hub.

ZAL TechCenter

The fundamental idea of the ZAL TechCenter is to establish an international platform for aviation research under one roof. Since its opening in 2016, the research center provides around 600 workspaces distributed across hangars, laboratories and offices for partners from academia and industry. Modern research infrastructure coupled with various event formats for knowledge transfer and networking round off the TechCenter's services.



ZAL GmbH

The heart of the research center is the ZAL GmbH team of about 60 people. Its task is to create the ideal conditions for applied aviation research. This includes the operation of the ZAL TechCenter as well as the provision of research facilities or events. In addition, a dedicated Research & Technology team of 40 scientists and engineers work on research and innovation projects and support partners to develop technological solutions.

Shareholders

Nine different partners with a common vision. ZAL GmbH was founded as a public-private partnership by nine associates. These partners represent multiple aspects of the aerospace industry from politics, business and science.

- 20% Free and Hanseatic City of Hamburg
- 20% Airbus Operations GmbH
- 20% Lufthansa Technik AG
- 18% ZAL Association for SMEs, Supply Chain and Start-ups
- 10% German Aerospace Center (DLR)
- 3% Technical University Hamburg (TUHH)
- 3% Hamburg University of Applied Science (HAW)
- 3% Helmut Schmidt University (HSU)
- 3% University of Hamburg

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www.zal.aero



Port of Hamburg

As a universal port, the Port of Hamburg is a European hub for goods of all kinds. As an efficient interface between inland Europe and its global trading partners, it is a strong link in every supply chain. The Port of Hamburg is thus not only of national and European, but also of global importance. A good 60 percent of Germany's exports that do not go to other EU states use the sea route. At the same time, the Port of Hamburg ensures the import of raw materials and goods that are indispensable for the economy and everyday life. It is also becoming increasingly important for energy supply as a production location and transshipment hub.

With four container terminals, six general cargo terminals, three cruise terminals and thirty bulk terminals, the Port of Hamburg demonstrates its universality. Containers, project cargo, coal, ores, grain, fertilisers, animal feed, mineralised fuels and also natural gas pass over the quay edges here. Sea-going vessels can berth at 233 berths, 40 of which are reserved for large container ships with a length of more than 300 metres.

Largest railway port in the world

No other port in Europe has such a unique rail connection as the Port of Hamburg. Every day, more than 200 goods trains roll over the tracks here. On the one hand, they distribute the goods in Europe and, on the other hand, they ensure deliveries to the Port of Hamburg. The Port of Hamburg railway therefore has many superlatives to offer. With almost 300 kilometres of tracks and over 750 integrated points, the Hamburg railway port is considered the largest in the world.

Last year alone, the goods trains transported 2.7 million TEU (Twenty-foot Equivalent Unit), according to information from Hafen Hamburg Marketing (HHM). The figures sound



even more impressive when you look at bulk cargo. With 47.3 million tonnes, the railways achieved the third-best result after 2021 and 2019 - and that despite the global crises.

Fit for the future

The new port development plan explicitly emphasises its importance as an energy hub. A variety of measures have already been initiated to anchor hydrogen technology in the north and thus also in the port. At the same time, the HEP also wants to secure the claim as a universal port. It is clear from its guiding principles that the Port of Hamburg is to be strengthened in many areas. Particularly important for the handling of bulk cargo and containers are both the expansion of the infrastructure, the further digitalisation and automation of processes and the development of CO₂-neutral handling at the terminals. These measures will make the Port of Hamburg future-proof and provide a modern logistics hub for all those involved in a supply chain.



© Port of Hamburg Marketing (HHM)

With the Container Terminal Altenwerder (CTA), the Port of Hamburg already has a container terminal that is largely digitalised and automated. When it was launched, it was the first automated terminal of its kind in the world. Only this year it received recertification as a climate-neutral terminal. The container gantry cranes and autonomous vehicles are almost all powered by green electricity. The others are being successively converted and adapted.

The Hamburg Port Authority is also continuously expanding the shore power facilities in the Port of Hamburg. The first system was already tested at the Cruise Center Altona in 2016 before going into regular operation a year later.

The Port of Hamburg is a pioneer in the use of alternative energies in maritime shipping. In 2021, the first shore power system for inland and passenger ships was installed. By next year, all cruise and container terminals are to be equipped with shore power technology. The Cruise Center Steinwerder also supplies the cruise ships with liquefied natural gas (LNG).

The comprehensive coordination of seagoing vessels in the Port of Hamburg is also unique. Due to its geographical location, ships sail 135 kilometres inland to reach the tidal harbour. The nautical centre and the Hamburg Vessel Coordination Center (HVCC) ensure that everything runs smoothly.

Important location for bulk cargo

Bulk cargo handling is also an important component in Hamburg. Last year, 36.2 million tonnes of bulk cargo passed over the quaysides in the Port of Hamburg. Hansaport, for example, is a leader in the handling of coal and ores. Germany's largest terminal for dry bulk cargo has a discharge capacity of 110,000 tonnes of ore and 70,000 tonnes of coal per day. The gigantic unloaders with their jumbo grabs, the stacker-reloaders, the two rail loading terminals and the ship loader operate fully automatically.

In addition, with a silo capacity of more than one million tonnes, the Port of Hamburg is one of the most important hubs for suction goods in Europe. Ships can berth directly

in front of the large silos, where powerful equipment takes care of loading and unloading. Hamburg is also home to numerous mineral oil companies and other companies that process liquid raw materials, as well as highly specialised tank farms that handle and store liquid substances such as oil products, biodiesel, alcohol, latex or chemicals.

Address

Hafen Hamburg Marketing e.V.
Pickhuben 6
20457 Hamburg
www.hafen-hamburg.de



© Port of Hamburg Marketing (HHM)





HafenCity

A European city for the 21st century

Following an intensive phase of several preliminary studies at the end of the 1990s, the Masterplan marks the first milestone in the urban planning of HafenCity. Despite its prominent role, the Masterplan was intended from the outset as a flexible concept that could be updated and refined and fleshed out in the further planning and development process. Thus, it comprises only basic technical statements on traffic, flood protection or open space planning, to be developed further by in-depth technical and planning studies. The structural design of the buildings themselves is also given individual form through neighborhood-specific urban planning competitions and architectural competitions for each individual building project. The multitude of competitive, and in some cases cooperative, procedures ensures the plurality of design,

technical, functional and social ideas that make up a European city.

Density and mix

HafenCity is a conversion project in which port areas formerly used by industry and logistics are being transformed into a mixed-use urban quarter for living, working and leisure. In order to enable living in the direct vicinity of the still existing port of Hamburg, the so-called HafenCity windows were developed in coordination with the Federal Environmental Agency. These windows have a special window reveal that allows natural ventilation while significantly reducing noise in the interior. In addition, a port planning ordinance was issued that limits noise emissions in the port areas opposite HafenCity. Together with a floor plan design in which the rooms to be protected

face away from the port, this ensures that the port and the city can coexist. The reuse of building land made possible by this and by the innovative flood protection model contributes to a long-term use of land that conserves resources, since unlike development on the outskirts of the city, no agricultural or natural areas are being built on for the first time.

Mix of uses

The idea of an intensive mix of different uses, which was already laid down in the Masterplan and continued in the urban planning competitions, is the mainstay of HafenCity's urban development. The district is characterized by a fine-

grained mix of uses including working, living, education, culture, leisure, tourism and retail. The integration of housing is of particular importance for the further development of inner-city Hamburg, hitherto sparsely populated. A diverse range of housing can be found almost everywhere in HafenCity. Only in locations particularly exposed to high noise levels, especially around the Elbe bridges, has housing had to be ruled out.

Address

HafenCity Hamburg GmbH
Osakaallee 11
D 20457 Hamburg
www.hafen-city.com



Hamburg Airport

Hamburg Airport – number 1 in the north

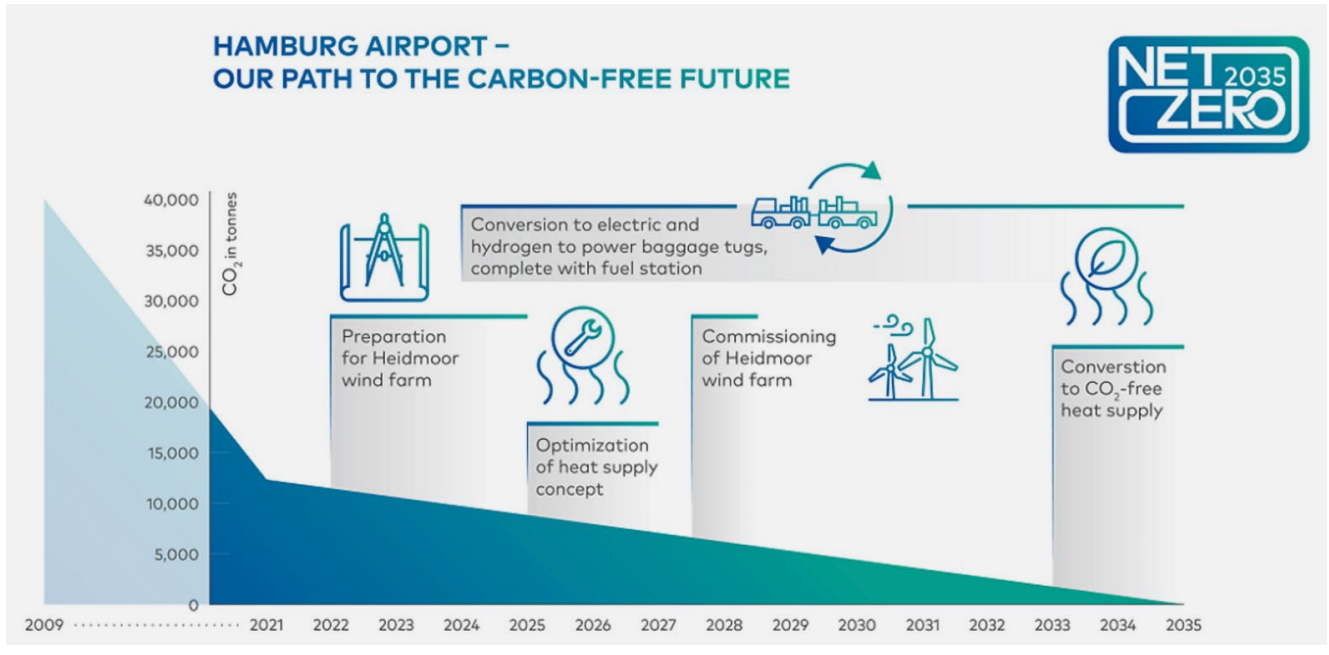
With more than 17 million passengers* per year, Hamburg Airport is the largest international commercial airport in northern Germany, and the fifth largest airport in Germany. There are around 160,000* take-offs and landings here each year. Around 50 airlines fly to some 105 domestic and international destinations from Hamburg. Approximately 1,000 destinations worldwide can be reached with only one connecting flight. Beyond this, Hamburg Airport is a “city within the city”, an attractive place to visit with around 40 shops, restaurants, travel agents, and leisure activities. (*2019)

Center of aviation – driver of jobs for the north

Around 15,000 people are employed at approximately 250 business at the Hamburg Airport site. In total, around 40,000 people work in the aviation industry in the Hamburg Metropolitan Region. This makes Hamburg is third-largest city worldwide in the civil aviation sector.

Net Zero means: No more compensations

Hamburg Airport has been working to reduce CO₂ emissions for three decades already. With demonstrable success: Since 2021, the airport has already been commercially CO₂-neutral. And now the decisive step has been taken: with its climate strategy “Net Zero 2035 – Now. For the Future”, Hamburg Airport wants to reduce



the greenhouse gas emissions of the airport city to zero by 2035, doing without offsets – the first major airport in Germany to do so. Hamburg Airport is underlining its pioneering role in climate protection.

Quarter of a billion euros for climate protection

Hamburg Airport is investing around 250 million euros in the “Net Zero 2035” climate protection project. The construction of the airport’s own wind farm near Kaltenkirchen (Schleswig-Holstein) alone is the target of around 70 million euros. Step by step, Hamburg Airport is moving towards independent, 100-percent renewable energy and heat supply for the airport city. Net Zero 2035 is an ambitious but achievable target, thanks to our climate protection measures, established over several decades and continually being adapted and adjusted.

Hamburg Airport – fossil-free from 2035

Europe’s airports, working together under the umbrella of the Airports Council International Europe (ACI), have agreed to reduce their fossil-driven greenhouse gas emissions to zero by the year 2050. Hamburg Airport is part of this and is setting the pace. The goal: Hamburg Airport aims to be the first major German airport to completely convert its operations to renewable energy, abandoning fossil fuels and operating CO₂-free by 2035.

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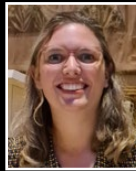
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Hotel Atlantic is inextricably linked to Hamburg's history, to its rise as a Hanseatic trading hub and to the entrepreneurial talent of its ship owners. One of the most important of these, Albert Ballin, was responsible for opening the hotel in 1909 at a time when maritime tourism was flourishing. Ballin's creation was the first highlight for first-class passengers: an exquisite place for them to stay prior to embarking on a journey with the famous HAPAG Hamburg America Line.



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