

# PREMIUM PORT

STRATEGY IS DECISIVE

Key figures of the duisport Group (in EUR million)				
	2016	2017	2018	Change in % <sup>1</sup> 18/17
Sales revenue <sup>2</sup> (incl. sales that cannot be consolidated)	230.0	249.7	278.5	+12
Sales revenues <sup>2</sup>	205.5	222.7	251.6	+13
Balance sheet sum	371.8	368.8	387.5	+5
Gross investments	18.3	34.3	20.0	−42
Earnings before interest, taxes, depreciation, and amortization (EBITDA)	40.4	40.5	42.5	+5
Earnings after taxes	10.8	11.7	12.1	+3
Cash flow I <sup>3</sup>	31.0	24.6	28.3	+15
Permanent employees	877	896	1,205	+34

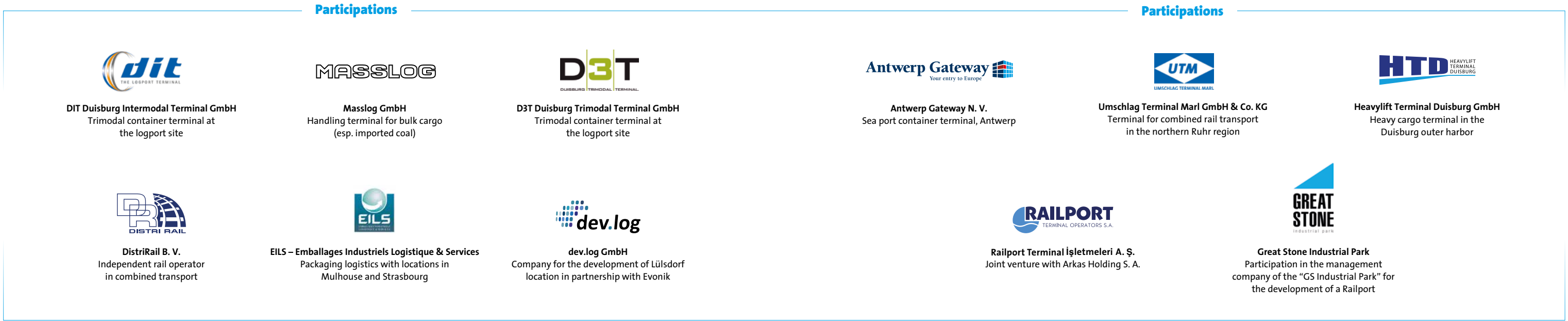
Goods handled at all Duisburg ports (incl. private company ports, in million metric tons)

	2016	2017	2018	Change in % <sup>1</sup> 18/17
Ship Rail Truck <sup>4</sup>	53.1	50.2	48.1	−4
	30.8	32.5	32.1	−1
	49.2	48.7	47.3	−3
<b>Total</b>	<b>133.1</b>	<b>131.4</b>	<b>127.5</b>	<b>−3</b>

Goods handled at duisport Group ports (in million metric tons)				
	2016	2017	2018	Change in % <sup>1</sup> 18/17
Ship	16.2	15.7	14.2	−10
Rail	17.6	18.8	18.7	−1
Truck	33.1	33.8	32.4	−4
<b>Total</b>	<b>66.9</b>	<b>68.3</b>	<b>65.3</b>	<b>−4</b>

<sup>1</sup> Percentage figures have been rounded; rounding tolerance 0.1.  
<sup>2</sup> Sales revenues +/- changes in stocks + own work capitalized.  
<sup>3</sup> Annual profit + depreciation for fixed assets + change in provisions (previous year: in long-term provisions).  
<sup>4</sup> Truck-handling volume at company ports has been estimated.

# The duisport Group and its business segments



# PREMIUM PORT

STRATEGY IS DECISIVE

Over the years, duisport has earned a place in the front row of important ports and is now ranked in 36th place of the top 100 container ports – the only inland port to achieve this ranking. The course is driven by the requirements and needs of the customers. This strategy has resulted in an extensive and diverse service portfolio.

We act where others react. We develop new business fields in logistics. We plan and successfully market turnkey solutions based on the logport model – right in front of our door and along the global trade routes.

We create solutions to overcome obstacles on the path to success, as the domestic export economy requires such solutions for its continued growth – now even more along the Silk Road, but by far not only there.

In this way, duisport has developed into a premium port with a claim to shape the industry. Continuing to confirm this status will remain a challenge in the years to come.



# Table of contents

20 years of logport	8
The Digital Mission Statement	16
The company	18
Image credits and source information	60
Imprint	62
Port map	63

“20 years of logport –  
we can be proud of this  
**success story on the  
Rhine and Ruhr.** And it  
will continue.”

Armin Laschet  
Minister President of the State  
of North Rhine Westphalia

**20**  
J A H R E  
**logport**





20



“

A RESULT THAT  
HIGHLIGHTS A  
SUCCESSFUL  
STRUCTURAL  
TRANSFORMATION.”

North-Rhine Westphalia Minister of Economic Affairs and Digitization **Prof. Dr. Andreas Pinkwart** (FDP) speaking about the successful development of the logport concept on the occasion of the 20 years logport anniversary event.





**Snow-white pagoda tents, blue skies with white puffy clouds, and roughly 200 guests in a festive mood: The conditions could not have been better at the 20th anniversary celebration of logport I.**

20

On September 7, 2018, politicians, partners, and customers gathered for conversation, light music and equally light buffet delicacies at a construction site of the future logport VI container terminal refurbished as a festival site. The excavators parked nearby were on break.

Not only was the anniversary of the totally new type of logistics center introduced in Duisburg-Rheinhausen the focus of the celebration, but also what became of the blueprint from back then: The combination of densely interwoven traffic networks and real estate and logistics services focusing on customer requirements became the essence of the brand. Today, this logport spirit has produced five more successor projects under the same brand, with a total area of



“The port is a particularly important part of Duisburg. In its role as a **hub of economic life**, it has become an essential part of Duisburg and the federal state.”

**Sören Link**, Mayor of the City of Duisburg

14 million square meters, with another two million square meters of covered hall space and already more than 7,000 newly created jobs so far.

“I warmly congratulate you on the first 20 years and look forward to the next 20 years,” wrote Armin Laschet, Minister President of the state of North Rhine-Westphalia in a greeting for the anniversary. Duisburg’s Mayor, Sören Link, wrote about the event in the commemorative publication: “The Port is an especially important part of Duisburg. It is the mainstay of economic life in Duisburg and simply indispensable to our state.”

The Minister President of NRW from 1998, Wolfgang Clement, was among the guests of the anniversary celebration, as was the current Minister of Economic Affairs and Digitization, Andreas Pinkwart. As the guests departed late in the evening, they received a 118-page anniversary publication bound in snow white entitled “Shaping the Future Together” as a going-away present. And on the following Sunday, September 9, a special 8-page supplement appeared in the German Sunday newspaper WELT am SONNTAG throughout NRW, specially produced by and for duisport: It provided current photos, reports, and interviews on the subject of logport.



# On the importance of logport: Words that outlast the day

## Enablers

At the event, duisport CEO Erich Staake greeted the guests with a reflective, witty speech. It recollected the deep wounds caused by the closure of the Krupp steelworks in Rheinhausen. “Steelworkers fought for their jobs here. And in the process, they conquered the hearts of the entire state. They couldn’t keep the plant, but their fight was not in vain.” For: “Today, more people work on the logport I premises than at the time of the closure of the Krupp steelworks. This is a rarity for a former industrial area.”

Staake extended his thanks to the premium customers from the logistics sector who opted for logport I. Many of these customers had “also become very good personal friends,” Staake added. He also thanked the employees and supporters from the political realm: “The number of enablers has always been much greater than that of the hinderers.” Now that the conditions have improved considerably compared to 20 years ago, the time has come to courageously accept new challenges, enjoined the CEO. According to Staake, the motto is: “Don’t talk, take action.”

## Exemplary cooperation

Economics Minister Andreas Pinkwart reminded the guests that the state government has always stood by the Port of Duisburg: “Since 1998, over EUR 133 million of EU, federal, and state funds have been invested in the logport project. And today, the success is apparent everywhere.” Pinkwart emphasized the importance of logistics as a cooperation partner of industry, especially in NRW, and urged the necessity to digitize this cooperation. According to Pinkwart, duisport has provided a model for progressive action in this regard with its founder platform startport, “an example for a cooperation between different players. Cooperation is a keyword for future viability, not only in logistics, and here is where it is put into practice.”



The Rheinhausen industrial brownfield under the name “logport I” was redeveloped into a worldwide trimodal networked port area with logistical Full Service.



The Port of Duisburg also played a central role in the development of Kühne + Nagel, one of the world’s leading logistics service providers: In 1991 Kühne + Nagel put the first phase of construction of its Eurologistics-Center at the logistics park Kaßlerfeld into operation. Today Kühne + Nagel is operating in a 220,000 square meter area in the Port of Duisburg.



The then-chancellor Gerhard Schröder (right) was impressed by the positive course of the structural change, when visiting logport I in February, 2000.



In the presence of North-Rhine Westphalia Premier Dr. Jürgen Rüttgers and numerous guests, CMA CGM and NYK, together with duisport, open the Duisburg Trimodal Terminal (D3T) in the logport logistics center in 2008.



“For decades, the port in Ruhrort was dominated by coal, ore and steel. Now, it is all about logistics. The globalization of markets and **growing trade** have not only increased the flow of goods; the logistics services industry in particular has become an **extremely dynamic growth market** in the past few years.”

**Wolfgang Clement**  
Premier of the federal state of North Rhine-Westphalia, 2001



# The Digital Mission Statement

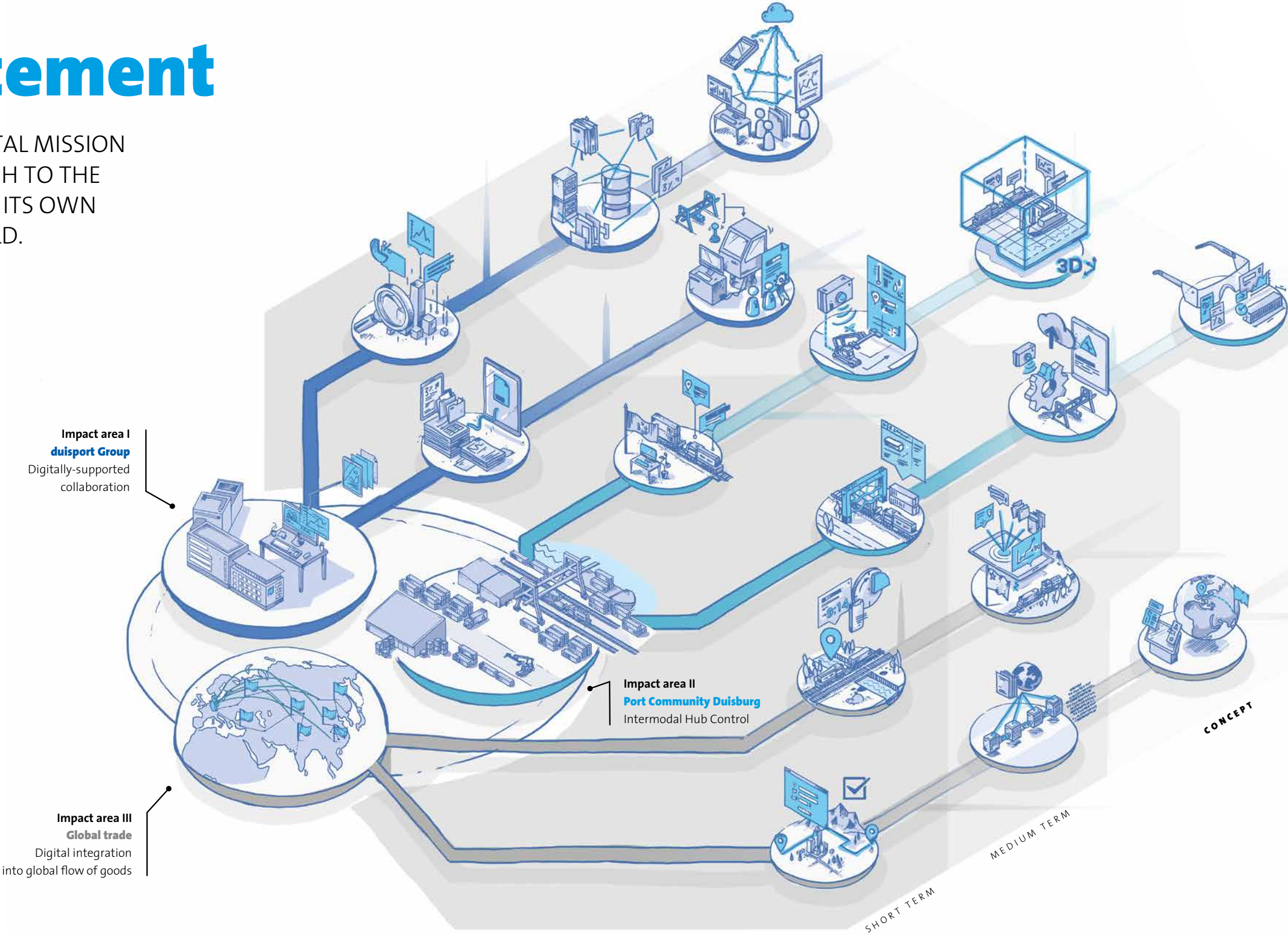
DUISPORT HAS WORKED OUT A DIGITAL MISSION STATEMENT TO CLARIFY ITS APPROACH TO THE SUBJECT OF DIGITIZATION FOR BOTH ITS OWN EMPLOYEES AND THE OUTSIDE WORLD.

The full potential of digitization can only be realized if employees, customers, and partners are integrated in further developments at an early stage.

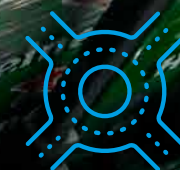
Our Digital Mission Statement defines three “spheres of action”. These spheres of action stand for topic areas in which we are advancing digitization.

- 1. duisport Group:** This sphere of action concerns all “internal” issues concerning Duisburger Hafen AG and its subsidiaries
- 2. Port community Duisburg:** In this sphere of action, we address digital issues in cooperation with our industrial and logistics customers based at the location. The City of Duisburg with its Smart City initiative is also part of this.
- 3. World trade:** The largest sphere of action geographically speaking is concerned with the question of what duisport can contribute to the digitization of international goods flows.

The Digital Mission Statement is not rigid, but is rather subject to permanent adaptation to the requirements and demands of the company, the workforce, and our customers and international partners.







## “CHEERS!” LEADER

Heineken Deutschland relies on partnership with duisport subsidiary

A new central warehouse in Werne, which went into operation in March 2019, ensures timely supplies of fresh beer and cider beverages from Heineken Deutschland to people across Germany. It is at this location that duisport subsidiary Bohnen Logistik manages the German logistics activities – from storage and order picking to the delivery of the kegs and crates. Not just as a service provider, but as a real partner.



# LAND DEVELOPMENT ON THE RHINE AND RUHR

## logport VI in Duisburg-Walsum

The dismantling works on the 40-hectare area of the former paper factory have been completed. This area will be the future site of a trimodal container terminal located directly on the Rhine.



Up to 600 work-places to be created on the logport VI site in Duisburg-Walsum.



**“WE FOCUS ON QUALITY. THE LOGISTICS PARCELS DEVELOPED BY US ARE PREMIUM LOCATIONS. WE ALSO OFFER DIVERSIFIED AND STABLE VALUE CHAINS.”**

Erich Staake, Chief Executive Officer of Duisburger Hafen AG





# NEW HUB FOR FOOD PRODUCTS

**EDEKA Rhein-Ruhr builds retail and distribution center in logport V in Oberhausen**

EDEKA Rhein-Ruhr is building a new central warehouse in logport V in Oberhausen. The site is ideal for deliveries to EDEKA Rhein-Ruhr's food and beverage markets. And it demonstrates once more the effectiveness of the logport concept in promoting the structural transformation in the region, as the former coal site is turned into one of the leading logistics locations in Germany and Europe.



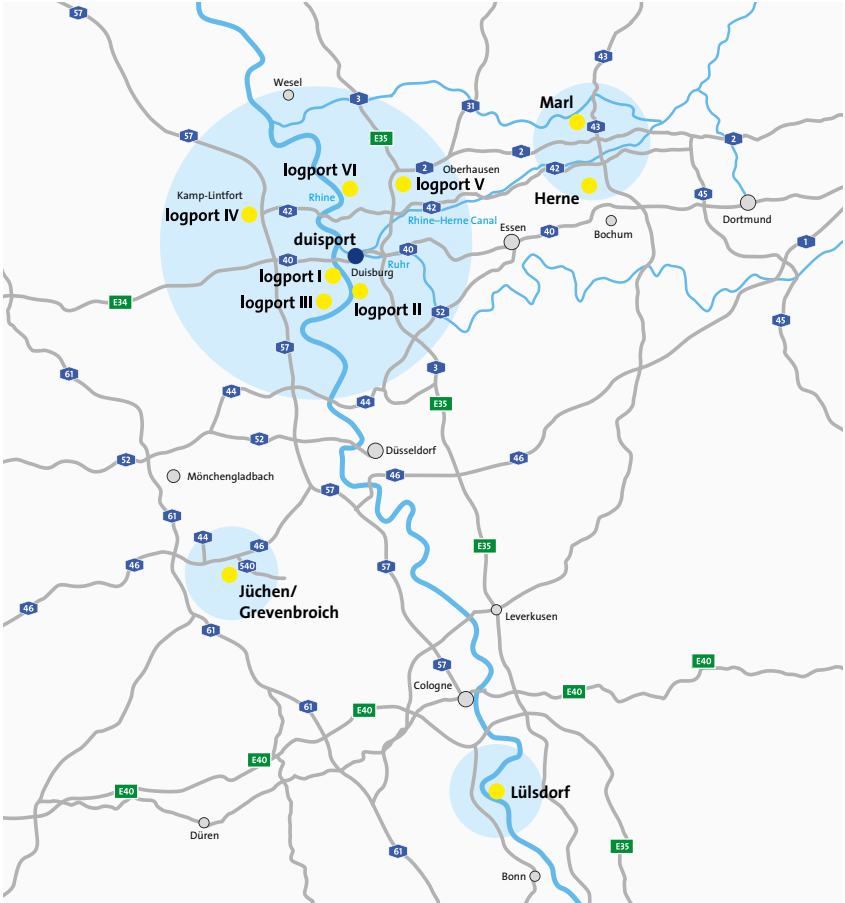
EDEKA Rhein-Ruhr GmbH has received the building permit for the construction and operation of the central warehouse from the city of Oberhausen.



**logport V in Oberhausen**

logport ruhr GmbH, a joint venture of duisport and RAG Montan Immobilien, is in the process of preparing a 30-hectare area in Oberhausen for EDEKA Handelsgesellschaft Rhein Ruhr mbH. The lot will be home to a logistics center that will create over 1,000 jobs.

With the joint development of the Lülldorf site, duisport and Evonik are bundling their know-how, which enables realization of considerable value-added potentials in the region.



RWE Power and duisport collaborate to develop a bimodal commercial and industrial park at the re-cultivated area of the Garzweiler surface mine in Jüchen.

**Grevenbroich/Jüchen commercial and industrial area**

Together with RWE Power AG, duisport is developing a commercial and industrial area on a 53-hectare plot in the area of the city of Grevenbroich and the municipality of Jüchen. Development plans for the re-cultivated land of the Garzweiler surface mine include a container terminal. The bimodal commercial and industrial area has excellent access to cross-regional rail transport and the A 46 and A 540, the latter of which is to be graded as a federal highway / road for better accessibility. Initial construction projects can be expected for the highly attractive plot in 2021.

**Niederkassel-Lülldorf combination park**

dev.log GmbH, a joint venture of duisport and Evonik, is currently developing a 50-hectare area directly on the Rhine into a trimodal container terminal. The dismantling works around the terminal have been completed, allowing the construction of the container terminal and marketing to be initiated as quickly as possible.





# GLOBAL BALANCING ACT

## The success formula for dpl's full-service logistics portfolio

duisport packing logistics is one of the market leaders in the area of special packaging for the capital goods industry and offers total solutions in every dimension. Our employees provide logistical services revolving around packaging for goods of any size and weight, and transport them multimodally around the world at more than 20 locations in Germany, France, Belgium, the Netherlands, China, and India. Over the past 20 years, duisport packing logistics has ensured for example that the equipment of Linde AG, Linde Engineering with its sometimes extreme measurements and weights, reaches its destination in all regions.





New developments

In 2018, duisport marketed a total area of 223,000 square meters. The newly settled companies include Amazon in Kasslerfeld, Flaschenpost in the free port, EMR European Metal Recycling on the Schrottinsel, and TIP Trailer Services in logport III. In total, the Port of Duisburg has access to more than 2.2 million square meters of covered warehouse space, which is used by approximately 300 companies based in the port.

The main business of EMR is the recycling of old metal.



Beverage delivery service flaschenpost also started operations in Duisburg by opening its 8,500 square meter logistics center in the free port; the new center is one of the company's largest logistics centers in Germany.

For deliveries to customers in Duisburg and in the Rhine-Ruhr region, Amazon has leased warehouse space of 9,300 square meters and office and social areas of 1,200 square meters on the port premises in the city district of Kaßlerfeld.







# TOMORROW'S EXPERTS

## Dedicated apprentices as port guides

The duisport Group has welcomed enthusiastic apprentices for many years – all the more when they also show a commitment to the company far beyond their training - e.g. as duisport guides who tell visitors about the history and importance of the world's largest inland port during bus tours. After all, the most effective way to understand the Port of Duisburg is to explain it to others – no matter which of the 12 apprenticeship categories we offer the apprentices are currently taking.





## JOB ENGINE IN THE RHINE-RUHR REGION

### Excellent educator

For the third time in a row, duisport was certified by its 46 apprentices as an "Excellent training facility" in 2018. The seal of approval, which has been awarded every year since 2001, is the largest neutral certification for training facilities in Germany.



In the anonymous survey conducted for the purpose, nearly 90 percent of the duisport apprentices responded that they identify with the company. This value lies far above the average of the participating companies. "The certification recognizes our enormous efforts in promoting young talent," said Chairman of the Board Erich Staake.



Handover of the certificate: (from left) Christiane Bey (Manager Human Resource Development), Judith Grefe (Managing Director Ertragswerkstatt GmbH), Stephanie Landwehr (Apprentice Manager).



IN 2017, ALMOST  
**47,000 WORKPLACES**  
IN THE RHINE-RUHR  
REGION WERE DIRECTLY  
OR INDIRECTLY  
DEPENDENT ON THE  
PORT OF DUISBURG.  
FOR REFERENCE, IN  
THE YEAR 2000 THIS  
NUMBER WAS **19,000**.

# +500 NEW WORK- PLACES IN DUISBURG IN 2018



Additional new workplaces are coming:  
At least 600 workplaces are expected to  
be added in logport VI by 2020.

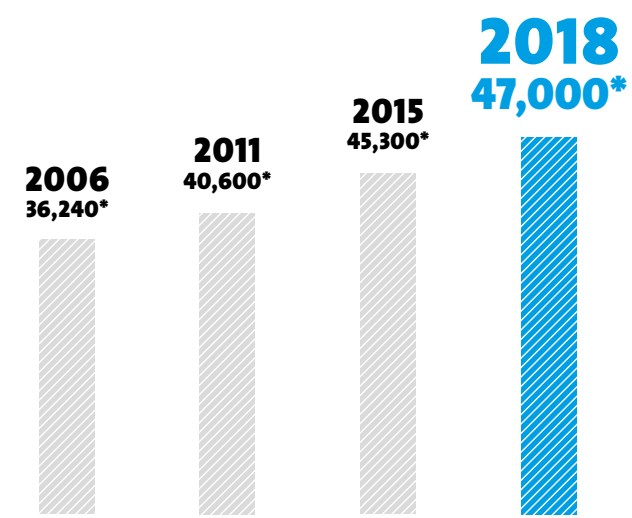
As the job engine for the entire Rhine-Ruhr region, the renowned Berlin market research institute Regionomica described the Port of Duisburg in its most recent study. According to this study, approximately 47,000 jobs in the Rhine-Ruhr region depended directly or indirectly on the Port in 2017, the year under investigation. By comparison, this figure was only 19,000 in 2000. The biggest winner of this outstanding development in a cross-regional comparison was the port city of Duisburg itself. There, the rate of employment originating from the Port over the past three years even saw a disproportionately high increase of 8.2 percent.

And Duisburg also profited the most from the growth of value creation. Within three years, value creation in the vicinity of the Port increased by EUR 280 million to a present figure of well over three billion. In Duisburg alone, the figure was 14.5 percent more than in 2015 – i.e. EUR 1.6 billion.

Logistics as a beacon of hope where other, once leading sectors are stagnating or being negatively impacted by politics – that is the prospect that has become apparent in the former mining region of the Rhine-Ruhr thanks to the development of logport. Additional increases are currently in store: A total of 1,000 jobs will be created in the new EDEKA central warehouse to be built on the logport V site in Oberhausen. And this figure is expected to grow by at least 600 at logport VI in Walsum by 2020.

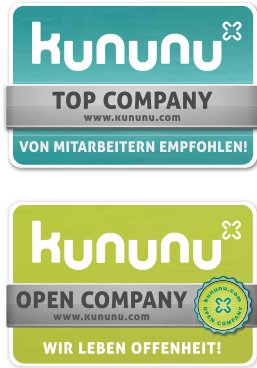
That is an important indicator for the development that can now be introduced in the brown coal fields. The first industrial and logistics site based on the logport model is already in planning for a remaining area of the Garzweiler surface mine. And this project will see duisport and RWE Power working together for the first time.





# STEADY GROWTH IN THE LABOUR MARKET

\* direct and indirect port-dependent employments, rounded value



## Career by network

Job advertisement in the newspaper, application by mail – and then the long wait: This traditional path to the new workplace has largely become obsolete. Career networks such as Xing and LinkedIn are setting a new pace, creating short and fast paths between employers and job seekers. Digital services on the web connect 10 to 13 million users. And since July 1, 2018, duisport has also started to exploit these new methods of communication to attract qualified specialists. The newly designed company web presence is the result of a close cooperation between Human Resources and Corporate Communication at duisport.

The TalentAward honors individuals who have shown an extraordinary commitment to the education and further training of young talent in the Ruhr region. The Port of Duisburg has also been active in this area for many years.



## Acquisition of full-service provider Bohnen Logistik

Acquired at the end of 2017, the logistics service provider Bohnen Logistik has now been successfully integrated into the duisport Group. Bohnen Logistik develops logistics solutions with connected transport services, thereby complementing the wide service range of the duisport parent company. For example, Bohnen Logistik took charge of sales for Heineken Deutschland GmbH in the newly erected central warehouse in Werne, Westphalia in spring 2019. Bohnen Logistik has a workforce of 200 and generated revenues of EUR 24.4 million in the past business year.



# HUB FOR THE ENERGY TRANSFORMATION

## Solar film

Since the cooperation concluded in 2016 between duisport and innogy to develop the Port of Duisburg into the “Hub for the Energy Transformation”, the first self-adhesive, ultra-light solar film was applied to a building façade in the Port of Duisburg in 2018. The film was developed by innogy affiliate Heliathek. This is the first time the film has been used in a port. The solar film has the potential of capturing solar energy on up to 10 million square meters of façade and roof surface.



## Shore power fueling stations

As part of the development of the Port of Duisburg into the “Hub for the Energy Transformation”, three shore power fueling stations operated by innogy were installed in Duisburg-Ruhrort in the spring of 2019. They can supply electricity to up to six moored inland water vessels simultaneously. Dispensing with diesel engines as the power supply for the inland water vessels means a considerable reduction in emissions suffered by the populace. Additional shore power fueling stations for the growing number of river cruise ships moored in the Port of Duisburg are in the planning stage.

## Electromobility

Last year, five electric charging stations with ten charging ports were installed in the Port of Duisburg with the support of innogy. The duisport fleet already includes ten electric vehicles.

## LNG

In the scope of a joint research project between duisport, RWE Supply & Trading, and the University of Duisburg-Essen, the first vehicles retrofitted for use with environmentally-friendly liquefied natural gas (LNG) went into operation in logport III in 2018. The vehicles are fueled using a mobile LNG fueling system. A stationary LNG fuel station is planned in the Port of Duisburg.

## Conversion to LED

The lighting for over 100,000 square meters of warehouse space was converted to energy-efficient LED in 2018. The more than 500 luminaires in the port’s entire road system will be converted to LED this year.





From left to right: Erich Staake (CEO of Duisburger Hafen AG), moderator Anja Müller (Correspondent for Family Businesses, Companies and Markets Unit, Handelsblatt), North-Rhine Westphalia Minister of Industry and Digital Affairs Prof. Dr. Andreas Pinkwart and Peter Trapp (Managing Director startport GmbH).



# 1st startport Conference

Industry, investors and start-ups in one place: The investor conference of the port subsidiary startport was held for the first time on 4 July 2019 in the Duisburg interior port. With this event, the “1st startport Conference” set new trends for the logistics sector and for the attractiveness of the start-up scene in the Rhine-Ruhr region.

duisport CEO Erich Staake is pleased with the attention received by the startport initiative: “I am very impressed by the performance of our founder team. startport has only been in the market for 18 months but is already perceived as a leader in logistics start-ups. That should encourage us to continue to expand the initiative.”

The start-ups can draw on the experience of well-known investors such as Damian Polok, Vice President of the Silicon Valley Bank.



STARTPORT 

After only one year, the successful startport accelerator has become the place to be for founders from the logistics industry across Europe. Working in the Werhahnmühle, they are the focus of attention and receive professional all-round support.



“An awareness of **tradition**, a **vision for the future** and a **founder’s spirit** are coming together in the Duisburg interior port. It is on this basis that the first startport conference is bringing together investors, industry and start-ups from the logistics sector. This innovative environment for new ideas and future concepts is an important idea that benefits the entire economic location of North Rhine-Westphalia.”

**Prof. Dr. Andreas Pinkwart**  
North Rhine-Westphalia Minister of Economic Affairs and Digitization



Participants included providers of capital and investors from Earlybird Venture Capital, Coparion, TEV I Tengelmann Ventures, DN Capital, Almaz Capital and Silicon Valley Bank. Borussia Dortmund, Klöckner & Co, Initiativkreis Ruhr, Deutsche Bank and Thyssengas participated in the industry panel discussion.



The brand of duisport subsidiary startport GmbH won honors at the industry prize German Brand Award 2019 in Berlin. The company won two prizes in the categories Brand Design and Agency of the Year with a rating of “Excellence in Brand Strategy and Creation”. The award went to dws Werbeagentur GmbH from Duisburg, which developed the startport brand together with duisport.





# CHINA TRANSFER

## duisport and BVB active in the Far East together

Within the context of the “New Silk Road” initiative, the channels of exchange between China and Europe are manifold. One aspect: duisport’s function as a “regional partner” of BVB regarding its activities in China. A partnership with which the duisport Group is attracting new attention in the Far East, thanks to a number of PR and advertising opportunities. Here, for instance, an example would be its presence on the players’ jerseys, during Borussia’s guest appearances in China. After all, in this country with the largest population on earth, the Dortmund Bundesliga club has about 80 million fans.





From left: Hans-Joachim Watzke, Managing Director (Chairman) of Borussia Dortmund GmbH & Co. KGaA, Erich Staake and Carsten Cramer, Managing Director of Borussia Dortmund GmbH & Co. KGaA.



# ATHLETIC PARTNERSHIP

## How BVB and duisport are connected



duisport has been a “Regional Partner” of the Bundesliga club BVB Borussia Dortmund for its activities in China since 1 July 2018. The Bundesliga club has many fans in China. The new partnership provides duisport with numerous new advertising and PR opportunities in China.

They include: multi-faceted use of partner logo, background advertising during BVB exhibition games in China. The duisport logo is featured on the players’ jerseys. duisport first showcased the company at the local Signal-Iduna-Park in virtual background advertising for the home game between the BVB and FC Bayern München.

Beyond the football stadium, duisport also uses the regional partnership with the BVB when it attends trade fairs in China, e.g. the world’s largest trade fair “China International Import Expo” (CIIE). This trade fair was first held in November 2018 as part of the “Belt and Road Initiative”; it will be held annually in Shanghai in the future.

“This partnership allows us to target important decision-makers and hopefully continue to expand our **successful China business.**”

**Erich Staake**  
Chief Executive Officer of  
Duisburger Hafen AG



**Regional  
Partner  
in China**

# DUISPORT EXPANDS NATIONAL AND INTERNATIONAL NETWORK

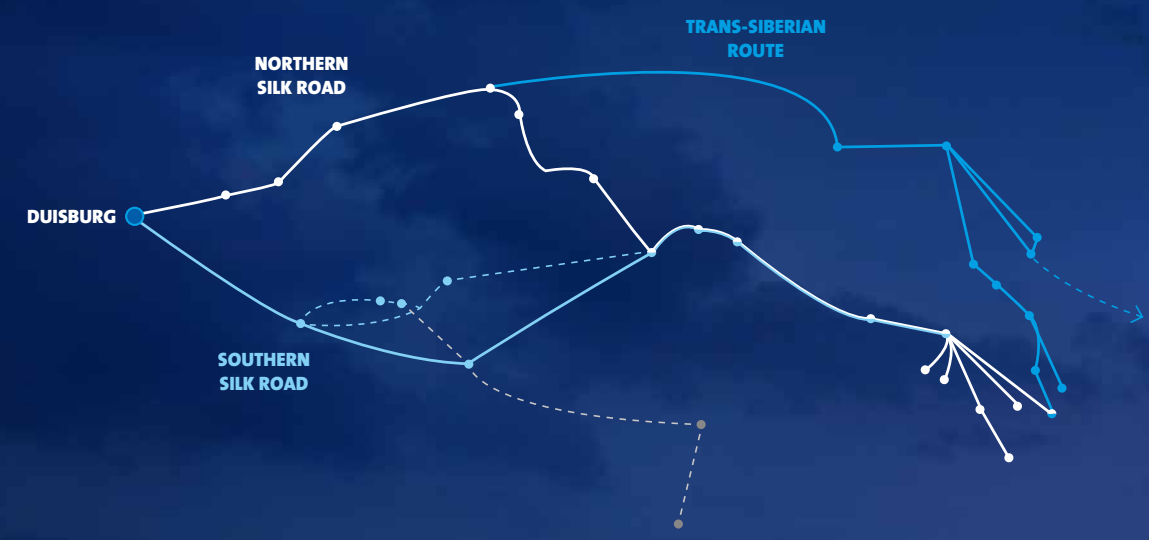
## Focus on China

The photo from the visit of the Chinese President Xi Jinping to the Port of Duisburg in 2014 documents a reality that actually began for China and Duisburg as early as 2011: the start of a more than 10,000 kilometer-long land bridge between a dozen industrial centers in the Middle Kingdom and the industrial heart of the European Union – initially between Chongqing and the Port of Duisburg.

In March 2014, Chinese President Xi Jinping visited the Port of Duisburg and was on hand to welcome the Yuxinou train.







- Cheaper than air transport
- Faster than sea freight
- Door-to-door service
- Daily tracking



# MADE IN EUROPE FOR CHINA

## Europe's goods are well-received in China

Wealthy Chinese love German and European luxury cars. That is a well-known fact. But there are many other German and European quality goods that are increasingly making their way into this region via the "New Silk Road". Every week, 35 to 40 trains travel on this transcontinental rail connection in order to trade computers and filter bags, beer and clothing and many other goods between the continents.







From left: Consul General Robert von Rimscha (German Consulate-General in Chengdu), Hendrik Wüst (North-Rhine Westphalia Transportation Minister), Mr. Yuqing Hu (Vice Director of Sichuan Development and Reform Commission), Erich Staake (CEO of duisport Group) and Mrs. Wei Deng (Director of Division of Foreign Capital and Overseas Investment of Sichuan Provinciale Development and Reform Commission)



From left: Thomas Schlipköther, Member of the Management Board of Duisburger Hafen AG, Hendrik Wüst, NRW-Transportation Minister, Erich Staake, CEO of Duisburger Hafen AG, Han Jun, Assistant President of China COSCO SHIPPING Corporation Ltd., Chairman and President of COSCO SHIPPING Logistics, Mrs. Wang Songwen, Vice President of COSCO SHIPPING (Europe) GmbH, Vice Preseident of COSCO SHIPPING Lines (Europe) GmbH and Wei Chen, President of COSCO SHIPPING Specialized Carriers Co., Ltd.

Strategic partnerships

In recent years, duisport has entered into strategic cooperations with China's leading transport and logistics companies to ensure efficient and competitive value creation and process chains. North-Rhine Westphalia's transportation minister Hendrik Wüst also visited Chongqing and Chengdu, the capital of North-Rhine Westphalia's partner province Sichuan, as part of a trade mission.

In the presence of North-Rhine Westphalia's Transportation Minister Hendrik Wüst (second row, 2. f. l.) as well as Vice-Mayor of Chongqing, Mrs. Yuqin Pan, duisport Chief Executive Officer Erich Staake signed a cooperation agreement with the terminal operator PSA to develop multi-modal logistics platforms together.

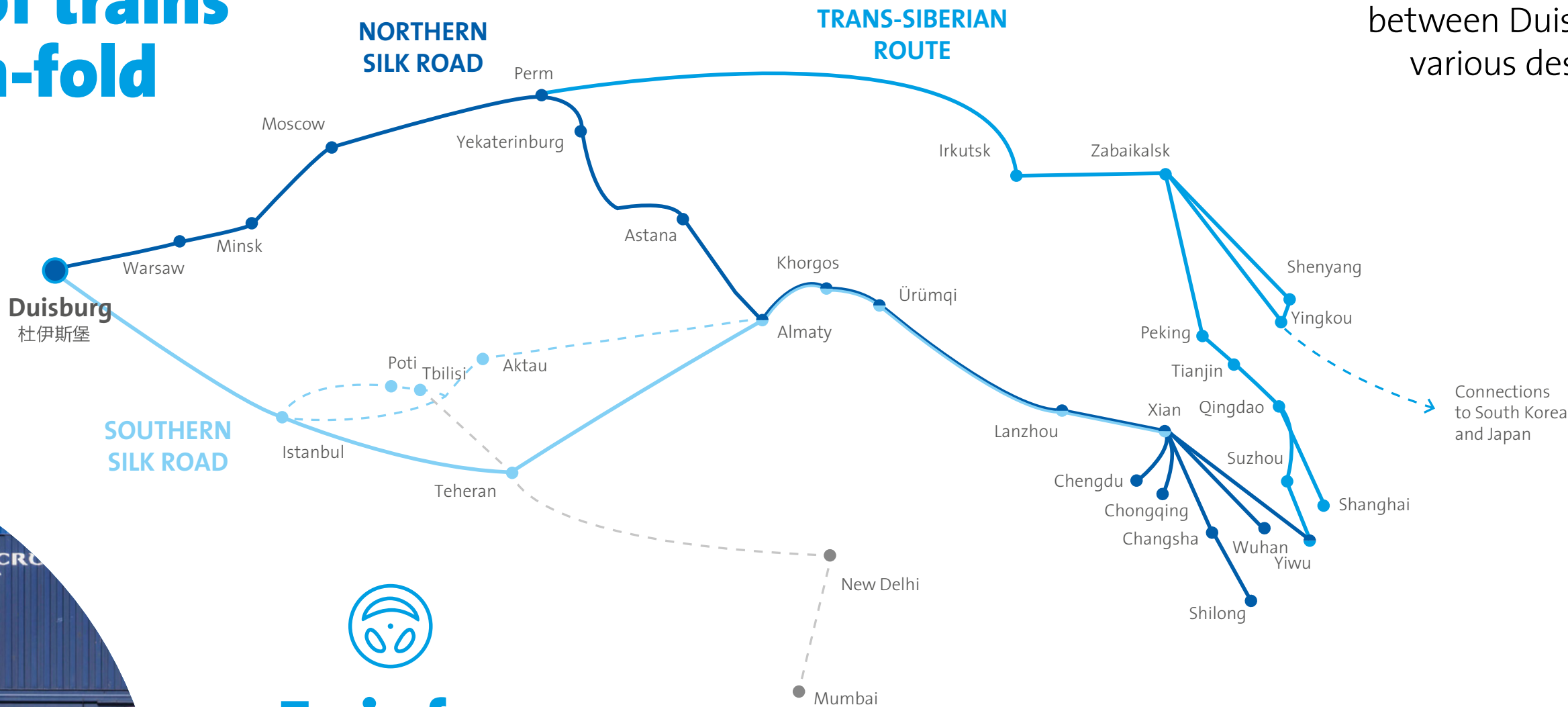




# 2014 to 2019: Number of trains grows ten-fold

In 2014, approximately four trains traveled on the “New Silk Road” between Europe and China every week; now, the number is nearly ten times as large. And it continues to increase.

Every week, **35–40 container trains** travel between Duisburg and various destinations in China.



## Train for vehicle components

The benefits of the road connection from and to China are also used by the automotive industry, among others. Whether complete vehicles or vehicle components - they are all transported by rail using the transcontinental connections.

In terms of the trade with China, the Port of Duisburg handles around **130,000 TEU** every year. And of the deliveries transported from China to Europe by rail, **30 percent** are destined for the Rhine-Ruhr region surrounding Duisburg.

“Nevertheless, by keeping an eye on future options, we have been committed to **developing and optimizing the new trade routes** since the beginning – and this approach is in the interest of the regional, national and European economy.”

**Erich Staake**  
Chief Executive Officer  
of Duisburger Hafen AG



duisport is an equal partner that works with large logistics stakeholders such as the COSCO SHIPPING Group to develop the Chinese trade routes.

**Rhine-Ruhr at the fore with duisport**

The development of the land bridge, which has since become branded by the media as the „New Silk Road“, is far from completion. However, the most important intermediate result of 2018/19 is clear: duisport has built on its position as a key Central European logistics hub at the northern end of this Silk Road. About 130,000 TEU of containers to and from China are handled in duisport each year, with 35 to 40 container trains arriving and departing each week. And about 30 percent of all deliveries traveling by train from China to Europe are destined for the Rhine-Ruhr region around Duisburg.

**In the interest of Europe**

duisport is aware of the unsolved geopolitical and trade issues associated with the Silk Road project and the nearly global strategy “One Belt, One Road”. Erich Staake: “Answers to these questions have so far eluded policy-makers. Nevertheless, by keeping an eye on future options, we have been committed to developing and optimizing the new trade routes since the beginning – and this approach is in the interest of the regional, national, and European economy.”

For this reason, duisport shares an allegiance as an equal partner with all Chinese industrial regions with importance for Chinese traffic, as well as with key logistics players such as China Merchants and Cosco Shipping.



# AT THE BEGINNING OF 2018, DUISPORT ACQUIRED A MINORITY STAKE IN THE DEVELOPMENT COMPANY FOR **THE GREAT STONE** INDUSTRIAL AND LOGISTICS PARK.



The 90-hectare logistics parcel will include a 30-hectare bimodal terminal with an initial annual handling capacity of 180,000 standard containers (TEU), which can be increased up to 500,000 TEU. The other 50 hectares will be used for attracting logistics companies. It is expected that the construction of the rail terminal will start in early 2020 and that the terminal will be commissioned in 2021.

## Strategic hub in Minsk

The objective and mode of action of this strategy are becoming apparent with the development of the world's largest industrial and logistics park, "Great Stone", at the border between Poland and Belarus near Minsk.

Board meeting of "Great Stone Industrial Park" in Minsk.



## New developments underway

Meanwhile, additional new facts have been created along the "New Silk Road". For example, the Chinese company Cosco acquired the port of Piraeus, which has since presented important growth results. Additional mainstays of the new strategy on the part of the China are being developed at the ports of Trieste and Valencia, among others.

From left to right: Du Baozhong (General Manager, China Merchants China-Belarus Commerce & Logistics Corporation, CJSC), Erich Staake (CEO, Duisburger Hafen AG), Vladimir Morozov (Head of the Belarusian Railways, State Enterprise Belarusian Railways) and Michail Stahlhut (Managing Director, Hupac SA).



The ultimate goal is to stimulate cargo handling in the Mediterranean region. This will reduce maritime transport flows towards the North Sea ports. For this reason, new, stable train connections in the south-north direction are in demand. And duisport has already positioned itself in this regard too in the past few years – for example through a partnership agreement with the port of Trieste.



# “ OUR RESPECTFUL PARTNERSHIP WITH THE PORT OF DUISBURG

**With his visit in 2014, Chinese President Xi Jinping placed special emphasis on the importance of the Port of Duisburg within the global Belt & Road initiative. Since as early as 2011, the world's largest inland port in Duisburg has been a start and end point for the freight trains that travel between various destinations in China and Europe. The Port of Duisburg owes its prominent role in trade with our country to its function as a Central European hub for transcontinental land connections.**



**WU KEN**, AMBASSADOR EXTRAORDINARY AND  
PLENIPOTENTIARY OF THE PEOPLE'S REPUBLIC OF CHINA  
TO THE FEDERAL REPUBLIC OF GERMANY

Almost 40 freight trains now travel each week between Duisburg and a dozen destinations in China. Almost a third of trade between China and Europe realized via rail is handled by the Port of Duisburg.

Moreover, representatives from duisport and our industrial metropolis of Chongqing recently agreed to cooperate in joint projects in the scope of the Belt & Road initiative. Cooperation has been intensified with the YuXinOu company, which organizes rail freight transport for the Chinese trains to and from Chongqing. This demonstrates how good, trusting and sustained by mutual respect relations are between China and duisport.

We hope that duisport will continue to actively support and contribute a major contribution to the dynamic development of China. We have a great interest in further expanding the traditionally good cooperation shared between China and Germany for the benefit of both of our national economies and of all countries along the Silk Road."

**Wu Ken**  
Ambassador Extraordinary and  
Plenipotentiary of the People's Republic of  
China to the Federal Republic of Germany



The brightly lit duisport stand once again became the meeting place for leading logistics experts from all over the world at transport logistic 2019 in Munich.

### Network management at international trade fairs

Direct communication is indispensable for building up or establishing trust among businesspeople. In consideration of the increasingly necessity of adopting an international orientation, duisport embraces this task again and again in close cooperation with its customers and partners at select leading trade fairs.

These clearly include the CIIE (China International Import Expo) in Shanghai. This event is the world's largest trade fair. It was held for the first time last November. duisport was represented there from November 5 to 10 and was met with strong interest among visiting representatives from international industry and logistics.

duisport made another essential trade fair appearance this year at the transport logistic in Munich. Here, duisport concluded an agreement with the Swiss company Hupac Intermodal, one of the largest operators of international intermodal transport networks, to better connect the Maasvlakte terminal in Rotterdam by means of a shuttle system operating several times per day. This will reinforce the role of the Port of Duisburg as a gateway for the onward transport of maritime freight from Rotterdam within Europe.

Moreover, duisport and Hupac will boost cooperation in the optimization of their activities in the scope of the Belt & Road initiative. The two partners will thus work together to develop terminals along the Silk Road and to find solutions for reducing the travel times of the Chinese trains.



"LogistiKids" is a joint venture of IHK NRW and Kompetenznetz Logistik.NRW under the patronage of Andreas Pinkwart, North-Rhine Westphalia's Minister of Industry. The sponsors also include the Port of Duisburg.

Markus Bangen, Member of the Executive Board of Duisburger Hafen AG, speaks with 80 students at "Dialog mit der Jugend", an event series initiated by the Initiativkreis Ruhr (IR), in early March 2019.



## REGIONAL SUPPORT PROJECTS

### duisport helps

In the past business year, duisport supported 46 social and cultural projects in the Rhine-Ruhr region. Our intention in this is to contribute to improving the cohesion of civil society.

For example, we supported the Duisburg Tafel in the reconstruction of its food bank for people in need, which had been destroyed in a fire. duisport was the main sponsor of the serenade concert held at the Duisburg regatta course. Additional assistance was provided to the Duisburg Zoo, the cubus kunsthalle, the Ruhrort mariners' children's home, the Stadtsportbund, and the "LogistiKids" idea competition, a fun event that introduces kindergarten and elementary schoolchildren to the world of logistics.

With the support of duisport, traffic mirrors were installed at dangerous intersections in the vicinity of the port in order to increase safety for cyclists. This is intended to prevent blind spots for truck drivers when taking turns.



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P. 50  
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P. 52–53  
**COSCO SHIPPING Group**

P. 54–55 top  
**Gesellschaft zur Entwicklung des**  
**Industrieparks Great Stone**

P. 54 bottom  
**Duisburger Hafen AG**

P. 55 bottom  
**Duisburger Hafen AG**

P. 57  
**Botschaft der Volksrepublik China in Deutschland**

P. 58  
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P. 59 left  
**IHK NRW, Witte**

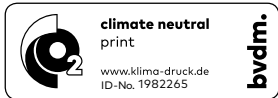
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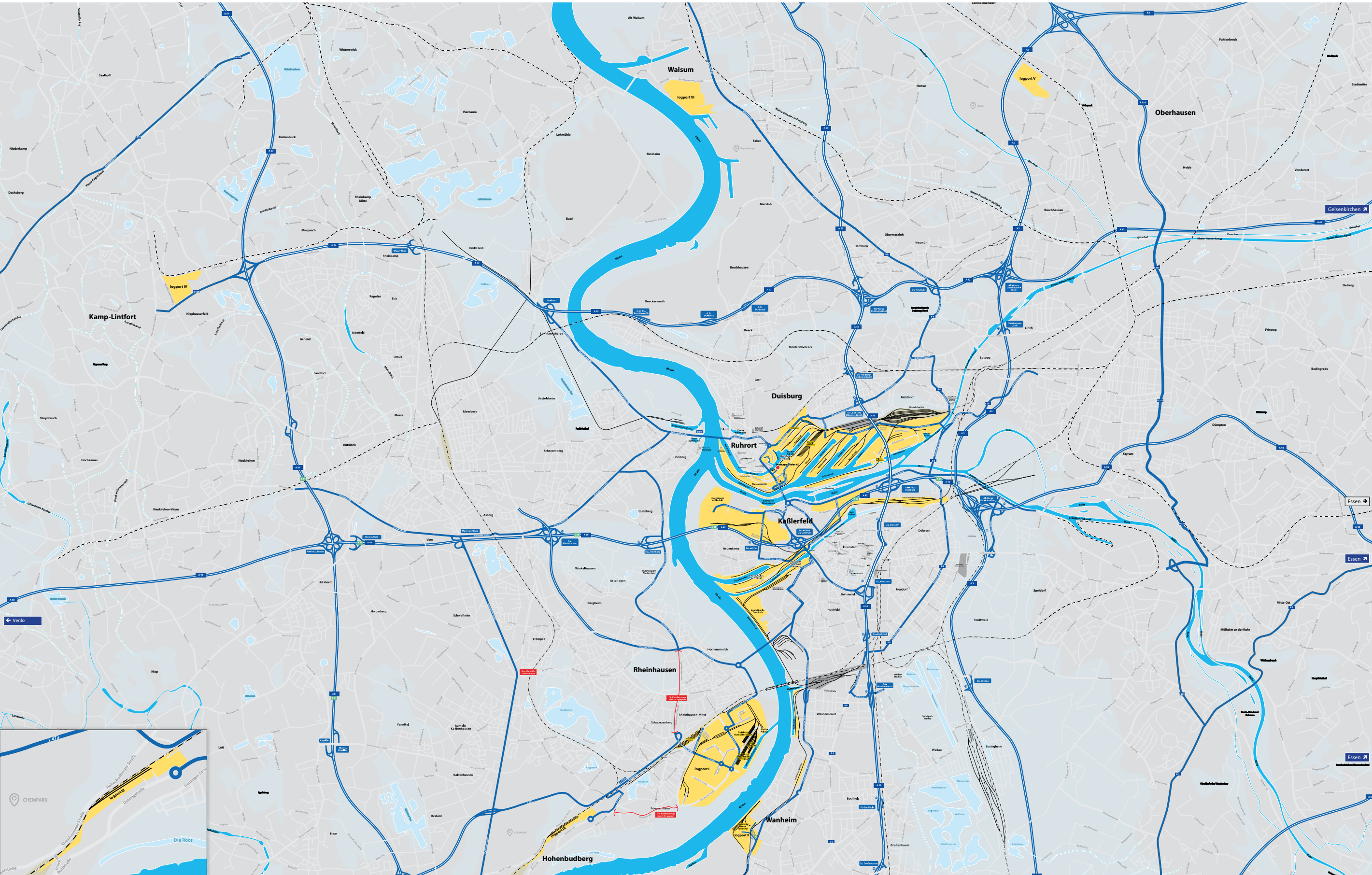
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# PORT MAP



Zeichenerklärung/Legend

- A 40

Autobahn/Motorway

Haupterschließungsstraßen/  
Important connecting road
- Haupteisenbahnliesen/  
Important connecting railway

Eisenbahn/Railway
- Wasserfläche/Water area

Hafengebiet duisport/  
duisport port area
- Sitz der/Headquarters of  
Duisburger Hafen AG



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