



Hamburg - Ideal location for Indian companies in Europe

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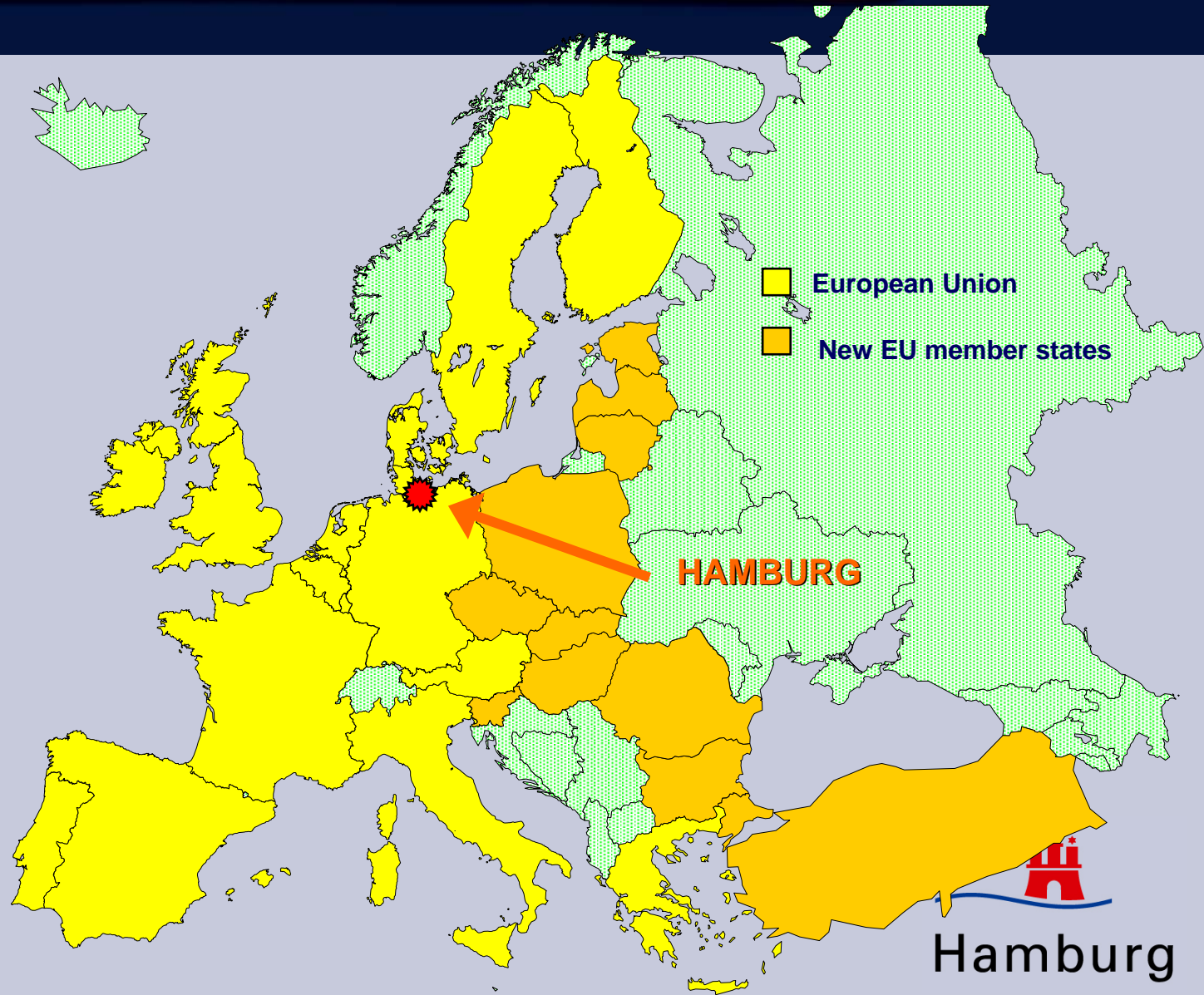
Director International Business

HWF Hamburg Business Development Corporation



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Location of Hamburg in Europe



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Hamburg - A Commercial Hot Spot

Main sectors in Hamburg:

- Service Industry
 - International trade
 - Logistics
 - Media / IT / Telecommunications
- Civil Aviation Industry
- Life Sciences
- Tourism
- Nanotechnology



Hamburg – International Centre of Trade

Hamburg's historical role as a trade center is as current today as ever

- Centuries of trade with the whole world
- Central point for trade with the Baltic region
- Central point for trade with Russia and the new EU member states
- European hub for trade with Asia, particularly China
- World-renowned businesses and brands
- World's largest ship financing region

Hamburg – International Centre of Trade

- Hamburg is an intersection and a hub for commodity flows
- 650 Asian companies
 - Hub and European centre for trade with China (400 Chinese firms)
 - European headquarters of Japanese global players such as Olympus, Panasonic, Sharp, Casio, Citizen (100 Japanese firms)
- 400 Northern European companies
- 100 American companies
- 250 companies from Eastern Europe and Russia
 - Hub for trade with the Baltic Region, Russia and the new EU member states

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Hamburg – Europe's Logistics Hub

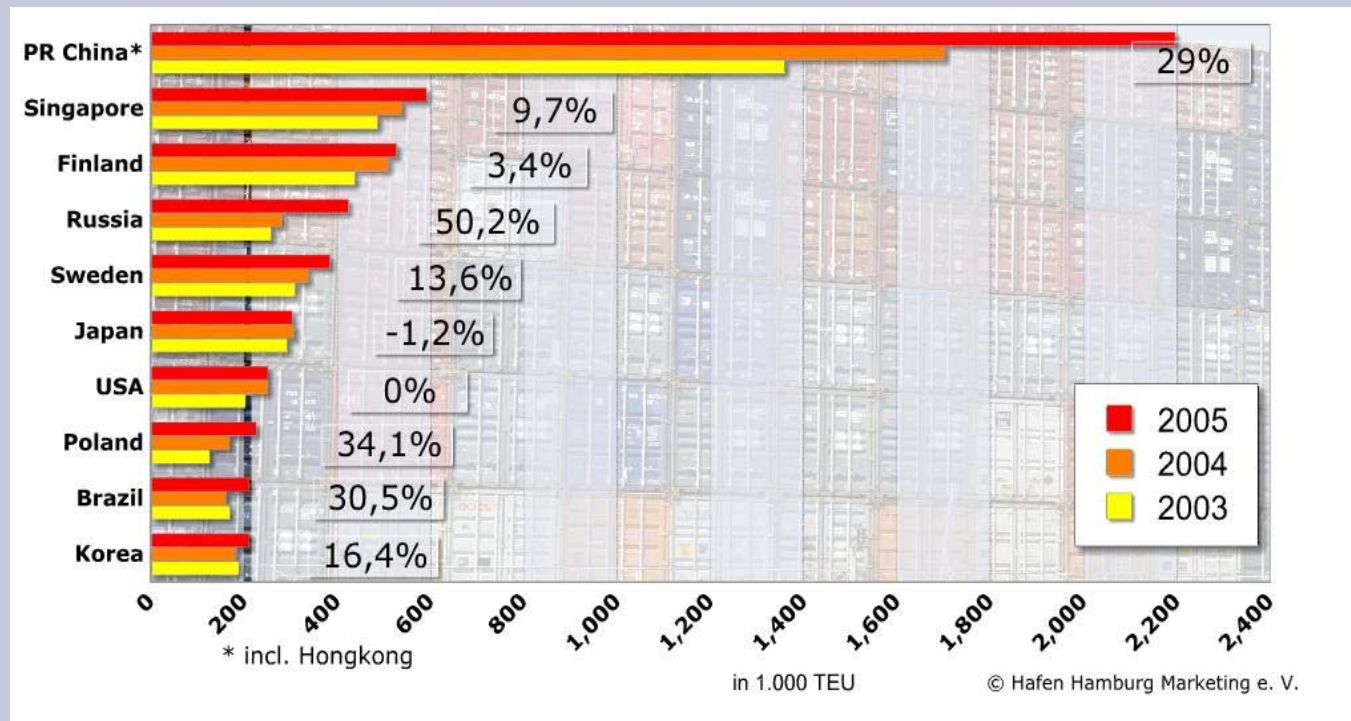
- Logistics: 12% of value added for Hamburg (6% in Germany)
- Port of Hamburg second largest seaport in Europe (after Rotterdam)
- Port of Hamburg fastest-growing container port in Europe
- 8 million TEU handled in 2005
- Port has the world's most modern container terminal
- 125 million tons of cargo handled annually
- European headquarters of the 7 largest shipping companies from Japan, Korea, Taiwan and China




Hamburg

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Port of Hamburg: Top 10 – Seaborne Container Traffic



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Port of Hamburg: Main Markets

Volume in 2005, growth over two years



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Life Sciences in Hamburg / Schleswig Holstein

Norgenta

Northern German Life Science Agency

- Internationally competitive Life Sciences Cluster
- Competences:
 - Biotechnology
 - Healthcare
 - Medical Technology
 - Pharmaceutical Industry

The logo for Norgenta, featuring the word "norgenta" in a lowercase, sans-serif font. The letters "n", "o", "r", "g", "e", and "n" are blue, while "t", "a", and the dot on the "i" are red.

Biotechnology

- 160 businesses with approximately 9.500 employees involved in production, research or service for the biotechnology sector in Hamburg & Schleswig Holstein
- Biomedical Sciences (e.g. Eppendorf AG, Evotec AG, Sequenom AG)
- Innovative Entrepreneurs
- Sophisticated Research Environment
 - 6 Universities offering Life Science Courses
 - Interdisciplinary research: DESY (German Electron Synchrotron)



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Hamburg City Development: HafenCity



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Metropolitan Amenities

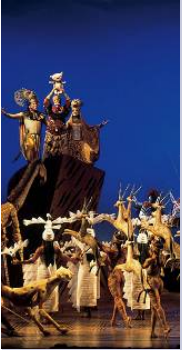
Due to its low site density, the city provides plenty of green spaces and clean air despite a large population, offering a high quality of life:

- Lively „scene“ and neighbourhoods
- Many neighbourhoods with a unique character
- Beautiful city centre
- More parks than in any other German city
- Close to both the North Sea and the Baltic Sea



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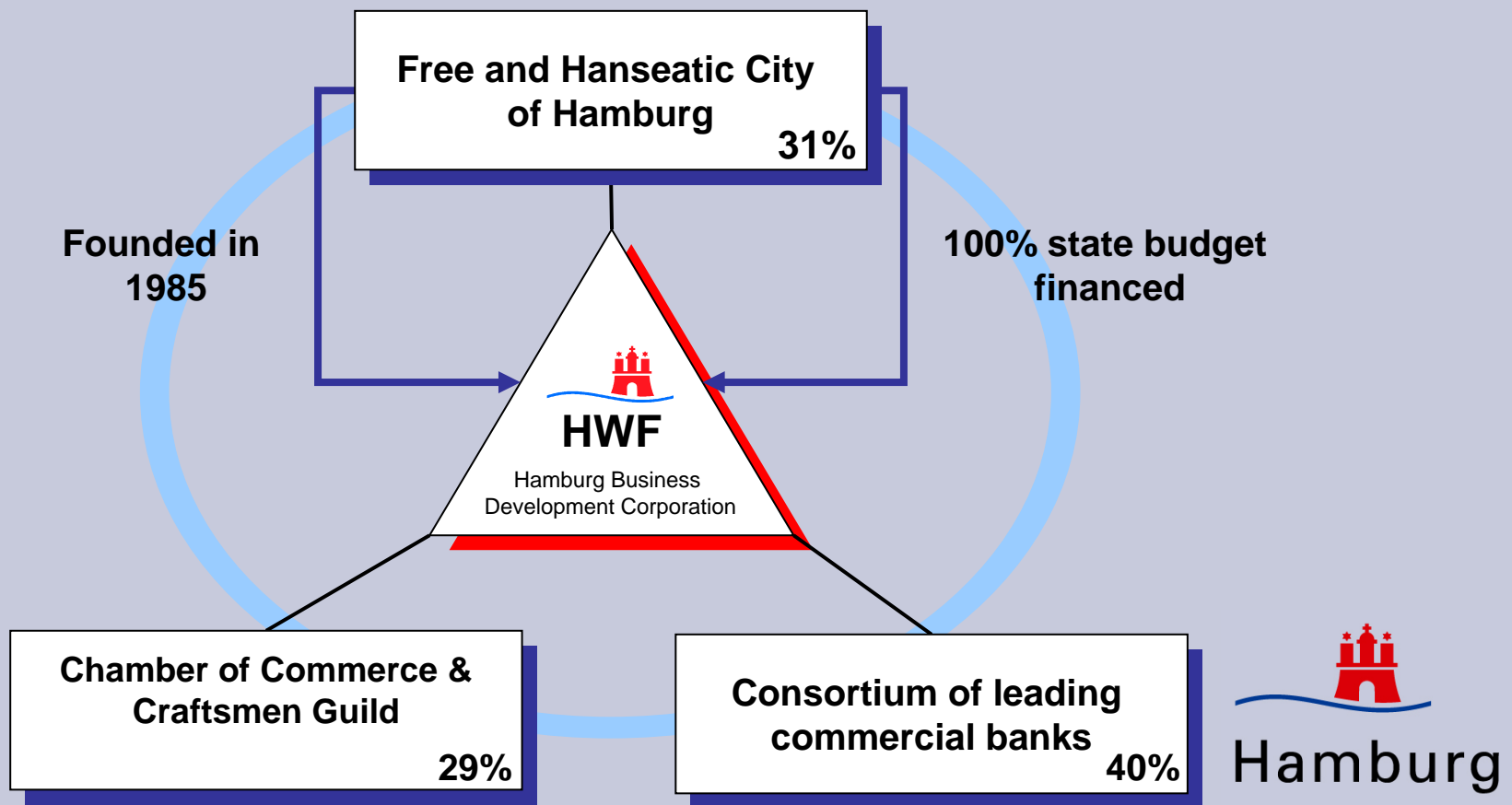
World-Class Culture



- Next to New York and London, Hamburg is the place to enjoy live musicals. Renowned productions such as The Lion King, Mamma Mia, and Dirty Dancing are on stage in Hamburg
- Hamburg has three state theatres which boast an international reputation: The Hamburg State Opera directed by John Neumeier, Deutsches Schauspielhaus and Thalia Theatre
- More than 50 museums, including the Hamburger Kunsthalle (State Gallery) and the Deichtorhallen, are exhibiting works by German and internationally acknowledged artists
- 30 theatres and several private stage companies put on a plethora of shows, classical and other concerts, opera and avant-garde performances

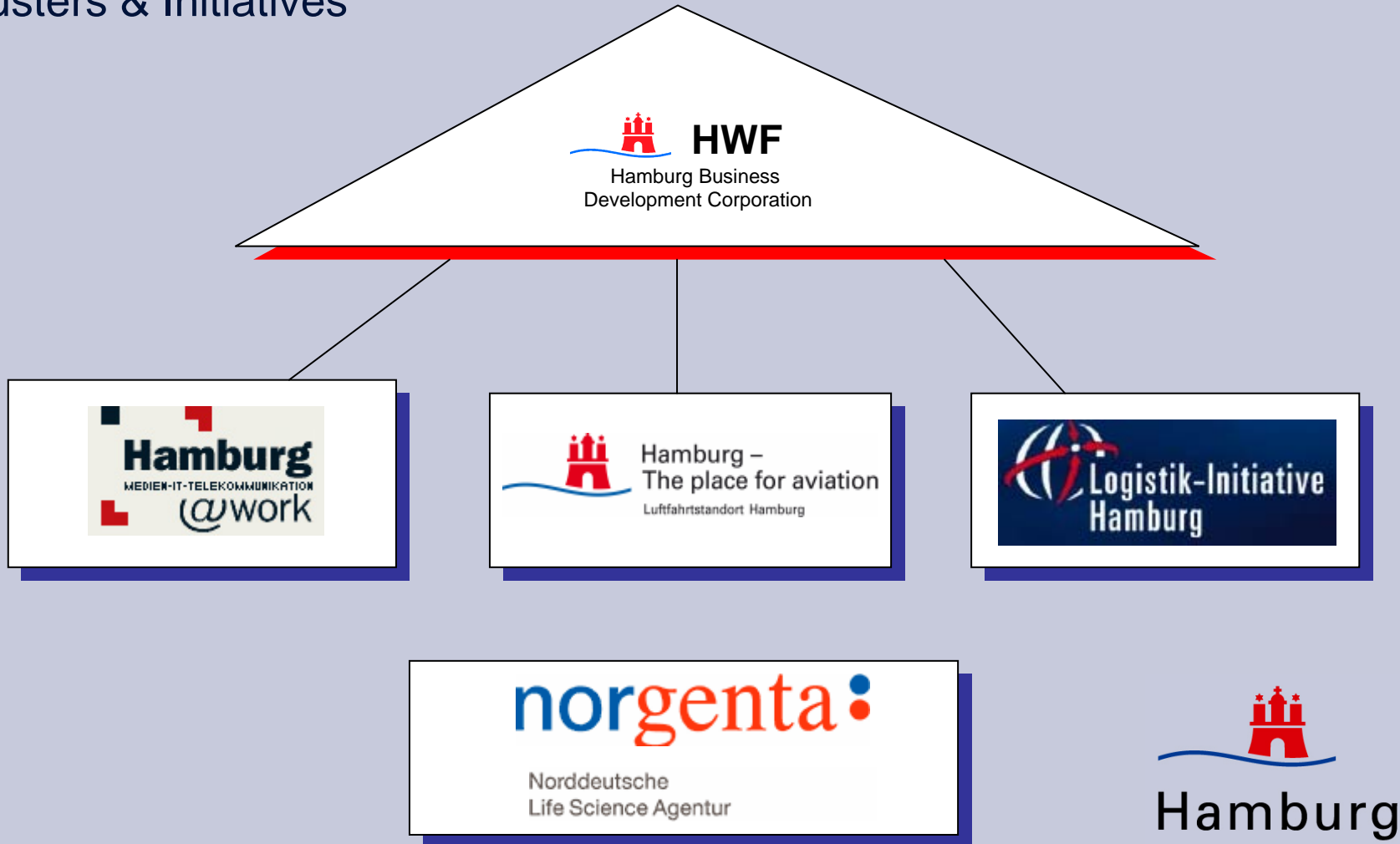
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HWF – A Public-Private Partnership



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Clusters & Initiatives



HWF international business programme

- Initial business contacts
 - Pointing out prime market opportunities
 - Optimizing setting-up procedures
 - Finding all kinds of premises
 - Personnel recruitment
 - Obtaining necessary permits
 - Making the most of available incentives
- > Contact us before you spend any money**



Auf Wiedersehen in Hamburg!
See you in Hamburg!

