

JANUARY 2017

Ideas contest Steinwerder-Süd: short profile

Submit an innovative utilisation concept for the Steinwerder-Süd area and your ideas will form the foundations of the future Port of Hamburg.

In this way, together we will sharpen our international profile.

Ideas contest Steinwerder-Süd

Information on the project

Objectives of the ideas contest

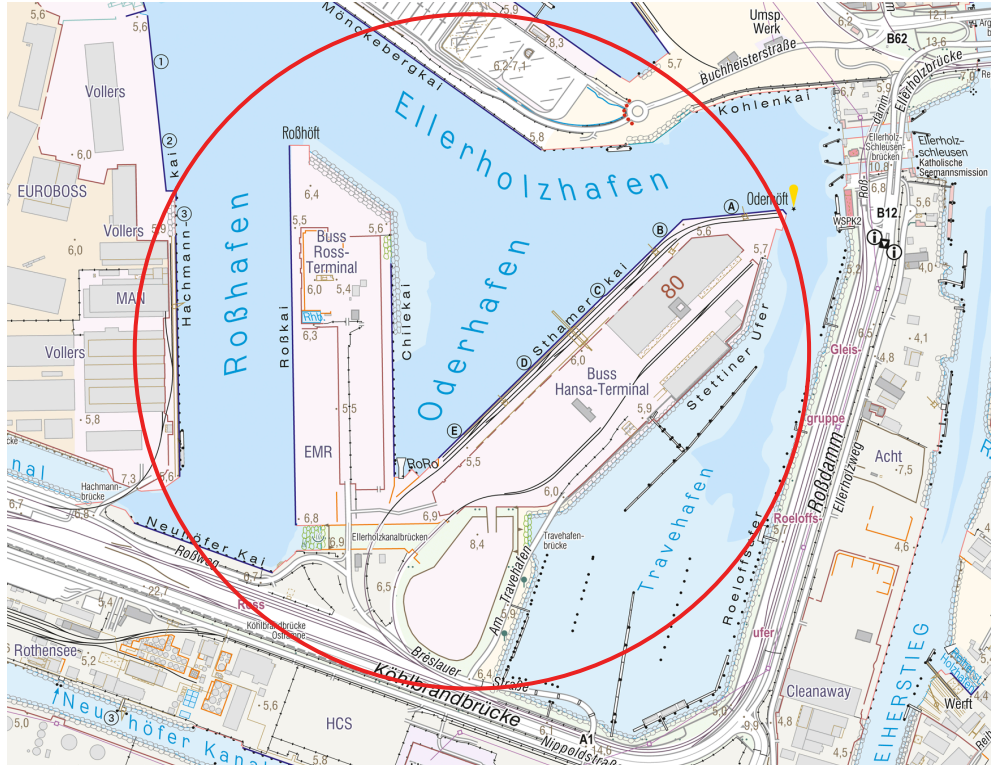
Hamburg Port Authority plans to further develop the area of approx. 42 hectares located centrally in the Port of Hamburg and called "Steinwerder-Süd" to ensure its future sustainability. An international ideas contest will be held for a prior market consultation in order to obtain a market-conform and contemporary space and utilisation concept for the area.

The objective is to initiate proposals for solutions ensuring an efficient, innovative and sustainable use of the area. Participants are requested to develop realistically conceivable and future-oriented area development concepts which illustrate under which conditions private providers could ensure an economic operation of the project area, also with a view to creating permanent, skilled jobs.

By taking part in the ideas contest, participants will gain first-class references for profiling their business: Given its high importance for the Universal Port of Hamburg and the Free and Hanseatic City of Hamburg the project will attract great attention in the global network of the port and transport industry. The focus will be on participants' concepts that provide a new utilisation strategy for the Steinwerder-Süd area as a possible result of the ideas contest.

In addition, participants in the contest are given opportunities to create impulses for any possible subsequent award procedure. Another incentive for participating in the contest is the award of prize moneys totalling EUR 100,000 and of special prizes in the amount of EUR 50,000.

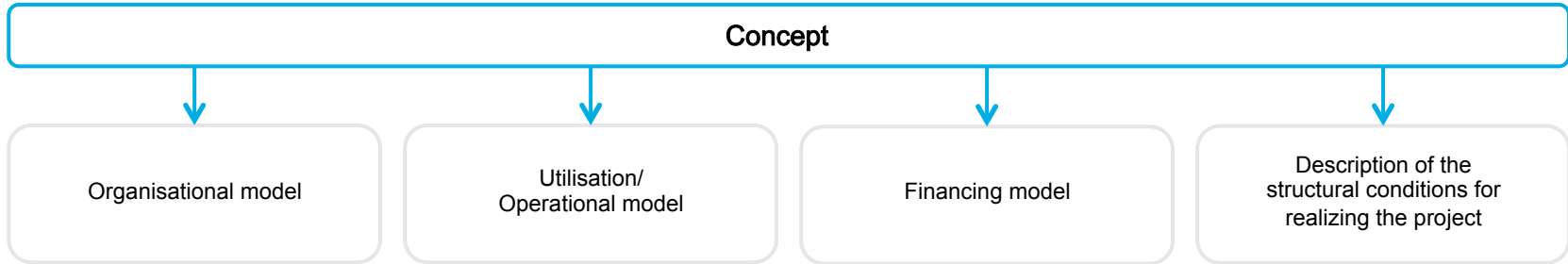
Steinwerder-Süd: the area



- Potential for up to 1,100 meters of quay wall, including three berths for large vessels and the establishment of terminal areas in the Oderhafen basin and of new water areas as manoeuvring space for large vessels.
- Space for progressive solutions such as networked logistics processes, new production flows or innovative digitisation plans.

Concepts for the ideas contest

The object of the concepts to be submitted by participants are proposals for a suitable, conclusive but also concise organisational model, utilisation/operational model and financing model and a description of the structural conditions for realizing the project. The submission of partial concepts is permitted.

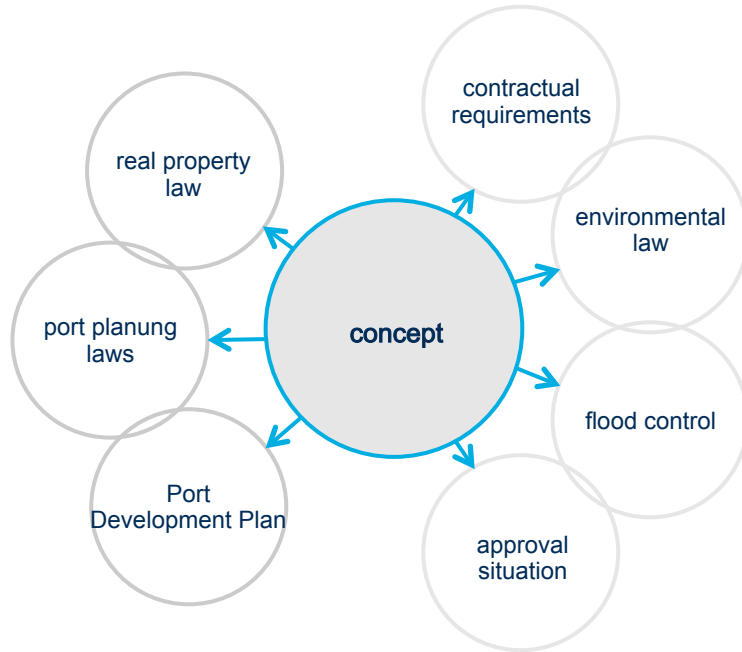


Overview of the economic parameters

- HPA is interested in participating in the economic success of the Steinwerder-Süd project area on the basis of a performance-based fee structure.
- The factual point of reference for agreeing on the performance-based fees is that HPA will provide and maintain infrastructure facilities (including preparation of the area/infill of water areas) – depending on the conception of the models. These fees should ensure a refinancing of the investments made by HPA over the assumed term of the project.
- An additional direct effect on the efficiency of the project realisation comes from the fact that a major part of the plots of land located within the port area is owned by HPA and currently must not be sold according to the provisions of the Port Development Act (Hafenentwicklungsgesetz – HafenEG). In addition, no heritable building rights (Erbbaurechte) can be granted at the present time. It is, however, certainly conceivable that these special ownership law characteristics of the port area will be adapted to the market requirements in the future, so that alternative proposals are welcome.
- HPA regularly concludes long-term utilisation/operational contracts – for a maximum of 30 years (cf. Sec. 567 of the German Civil Code), – for the utilisation of existing areas, in some cases with extension options for 20 years (“Landlord Model”). In addition to the Landlord Model, an alternative contractual structure may be considered in the context of realisation of this project.

Overview of the legal and strategic business parameters

The following legal framework conditions must be taken into account for the ideas contest:



Directional for the development of concepts are also the strategic objectives for the Port of Hamburg, as presented in the Port Development Plan until 2025 "Hamburg hält Kurs".

Ideas contest Steinwerder-Süd

Information on participation and on the course of the contest

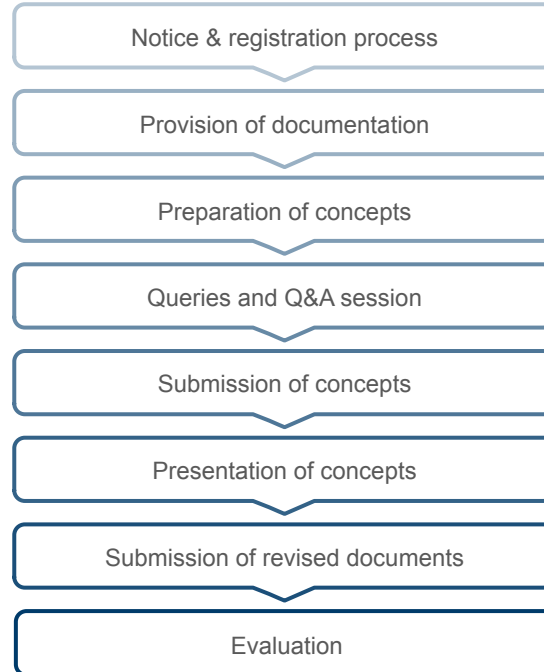
Registration for a participation in the ideas contest

Interested companies are **welcome to register for participation in the ideas contest**.

- They need to complete the registration documents, including a non-disclosure Agreement. These documents can be retrieved under https://www.twobirds.com/de/More-information/Ausschreibungen/HPA_Ideenwettbewerb_ideas_contest.
- Please send the completed registration documents and the signed non-disclosure agreement to hpa.stsued@twobirds.com. Registration for participation is possible until **23 February 2017**.
- Having sent in the documents, registered participants will receive more detailed information on the ideas contest Steinwerder-Süd and essential tools for preparing concepts as follows.
- HPA has prepared an **information memorandum**, including annex. The information memorandum, including annex, will be provided for download in a separate electronic data room.
- Registered participants will receive the data allowing access to the data room by e-mail from **23 January 2017**.
- Please do not hesitate to send your questions on the ideas contest or the registration process by e-mail to hpa.stsued@twobirds.com.

Procedural steps/structure of the ideas contest

The ideas contest is divided in the following procedural steps. The further course of the procedural steps will be explained in more detail in the Information Memorandum. Hamburg Port Authority reserves the right to make changes.



Procedural steps/structure of the ideas contest: indicative schedule

	Procedural steps	Schedule
I.	Notice	12.01.17
II.	Registration	from 13.01. to 23.02.2017
III.	Provision of the information memorandums	until 23.01.2017
IV. a	Preparation of concepts	from 23.01. to 30.03.2017
IV. b	Queries and Q&A session	from 01. to 02.03.2017
V.	Submission of concepts	30.03.17
VI.	Dates for the presentation	from 10. to 12.04.2017
VII.	Submission of revised concepts	26.04.17
VIII.	Awards for the best concepts	31.05.17

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