



German-Australian Business Conference – Perspectives of Regional Cooperation 6 to 8 September 2005, Hamburg

Program as of 10 June 2005

Tuesday, 6 September 2005

- 17:00 hrs Welcome reception by the Hamburg State Government,
State Premier Ole von Beust, Hamburg Town Hall
- 19:00 hrs Buffet-dinner on board of Cap San Diego, Überseebrücke
Built in 1962 at the Deutsche Werft in Hamburg, the Cap San Diego is
a real ship of Hamburg from bow to stern. Out of service since 1986 it
is today used as a favoured event location.

Wednesday, 7 September 2005

Launch of conference in the Hamburg Chamber of Commerce, Albert-Schäfer-Saal

- 9:00 hrs **Opening of conference**
- Prof. Dr.-Ing. Eckhard Rohkamm**, Chairman of OAV
Peter Duncan, President of AGA
Paul König, Chairman of the German-Australian Chamber of Industry
and Commerce
Dr. Karl-Joachim Dreyer,
President of the Hamburg Chamber of Commerce,
Member of the Executive Board, Hamburger Sparkasse
- 9:30 hrs **Session 1: Infrastructure Projects in Australia**
- speakers:** **Martin Stanley**, Director of the Macquarie Bank, London
- Infrastructure development has always been an important issue for
Australia – best proof of which is the frequently use term of the
“Tyranny of Distance”. In recent years, especially private infrastructure
investment has attracted a lot of attention, not only from Australian
companies, but from German investors as well. Infrastructure projects
in Australia offer great potential for German construction companies. In
Germany on the other hand, infrastructure investment is mainly state
driven. Modern ways of financing might therefore serve as a model for
German infrastructure development. Prerequisites and consequences
of privatisation of state owned infrastructure should be discussed as
well in this respect.
- 10:45 hrs Coffee break

11:15 hrs

Session 2: Port Logistics

speakers:

Dr. Stefan Behn, Member of the Board of Executive Directors,
Hamburger Hafen- und Lagerhaus-AG (HHLA)

Chris Ingham, Director of P&O Ports

Willem van der Schalk, Managing Director,
a. hartrodt (GmbH & Co) KG

Transportation is a widely discussed topic in Germany these days, seen the shortage of capacity in the European ports due to booming trade with the Asia-Pacific. Australia is suffering the same challenges to an even more severe extent. One solution to the problem – next to building up more capacity – is enhancing freight operations. Already most of the goods traded use container-based methods of transportation. Hamburg, being one of the largest ports in Europe, is among the leaders in technological innovation. Apart from technological perspectives of port development optimisation of the transportation chain plays a major role – be it hinterland traffic or the management of integrated transportation chains. Australian ports as well are facing challenges in keeping up with the growing trade with Asia. The further development of the port of Darwin is a strong sign for Australia's commitment to facilitating trade with the region. What else is being planned to cope with growing traffic, within the Asia-Pacific region as well as with Europe? How do Australian logistics companies cope with ever more complicated logistical challenges?

12:45 hrs

Buffet-Luncheon

13:45 hrs

Session 3:

Market Access to Eastern Europe – Hamburg as Gateway

Market Access to the Asia Pacific – Australia as Partner

speakers:

Peter Bachem, Managing Director of Degussa Australia Pty. Ltd. and
Regional President of Degussa Asia-Pacific (tbc)

Dr. Jens Peter Breitengroß, Vice President of the Hamburg Chamber
of Commerce, Managing Director, Jos. Hansen & Soehne GmbH

New markets both in Europe and in the Asia-Pacific offer trade and investment opportunities. To explore those while minimizing risks, companies should rely on competent partners with expertise and experience in those countries.

Germany is traditionally the most important entry point to the Eastern European States: common borders, historical linkages and fast growing economic relations since the opening of the East have created an effective network companies from abroad can make use of. Hamburg plays a crucial role in this respect: its port is the greatest container port in Europe and an entry point for transportation to the region by road and rail, as well as a logistical hub for transportation by sea. Furthermore, Hamburg has outstanding know-how on market access to Germany's eastern neighbours.

With the regional integration in the Asia Pacific, the notion of Australia as a springboard has received renewed attention in this context. In a more and more closely linked region, investment and trade will benefit from political frameworks such as bilateral trade agreements. Excellent

regional knowledge and contacts are another important factor for market access into the more demanding Asian markets.

15:15 hrs Coffee break

15:30 hrs **Session 4: EU-enlargement and Regional Cooperation in the Asia-Pacific**

Keynote address by:

Wolfgang Clement, German Federal Minister for Economics and Labour

further speakers: **Dr. David Charles**, Director of the Allen Consulting Group

Regional co-operation plays a growing role in Europe as well as in the Asia-Pacific. This has consequences for both regions, for bi-regional co-operation and for world trade, especially the WTO process. With the EU-enlargement, the common market has grown considerably. Integration of the eastern countries implies new challenges for competitiveness within the EU and offers new opportunities for businesses from abroad. In the Asia-Pacific, regional and bilateral free trade agreements will foster intra-regional trade and investment. ASEAN, ASEAN +3 and other initiatives may mean a step ahead towards an integrated market. In parallel a network of bilateral trade agreements within the Asia Pacific and with third parties is growing. They provide new opportunities but at the same time affect the competitive environment. The session will discuss the impact for the EU-Asian relationship and the role Australia intends to play in a more integrated Asia Pacific region.

17:00 hrs End of first day conference program

19:00 hrs Dinner at Hotel Süllberg
Dinner speech by Senator Gunnar Uldall, Minister for Economics and Labour, Hamburg State Government.
The dinner is accompanied by a music program by the winner of the German-Australian Opera Grant, Emma Pearson, and the German-Australian Lied Prize winner, Shaun Brown, accompanied by Antonio Grimaldi (piano) and staged by the Hessisches Staatstheater Wiesbaden.

Thursday, 8 September 2005

9:00 hrs **Session 5: Energy Supply**

speakers: **Prof. Dr. Fritz Vahrenholt**, CEO, REpower Systems AG
Dr. John Wright, Director of the Energy Transformed Flagship Program (CSIRO)

While renewable energy still is a hot topic in Australia, it has become more or less a fact of life in Germany. German companies are on the forefront of new developments in different fields of renewable energy with wind energy being the most prominent example. On the other hand, Australia has developed state of the art technologies in the field of bio mass. The country as well is an important producer and exporter of fossil fuels. As demand for energy is growing – especially due to China's dynamic development – both countries look set for growing markets for their exports – be they fuel or technology. Australia is also leading the field of innovative fuels for power generation. The

substantial contracts for the export of LNG (liquefied natural gas) to China are a point in case. Questions to be addressed are experiences in cooperation in the fields of renewable as well as classical forms of energy and prospects for the future as well as new ways of exploiting natural resources in Australia and technological advances in the field.

10:30 hrs Coffee break

11:00 hrs **Session 6: Health Systems – Management, Service and Technology**

speakers:

Prof. Dr. Jörg F. Debatin, Member of the Board of Directors,
University Hospital Hamburg-Eppendorf (UKE)
Dr. Colin Goldschmidt, Managing Director, Sonic Healthcare Ltd.

Health systems both in Germany and in Australia are driven by an ongoing need for reforms, rapid technological developments and a thrive for internationalisation. This is valid for clinical service providers, for specialised medical services and for software based management systems. The session will explore strategies of internationalisation, investment opportunities and experiences in both health sectors and the perspectives of mutually beneficial co-operation.

12:30 hrs End of conference

Afternoon: Lunch followed by
Port highlights - Visit to the port of Hamburg and the Container Terminal Altenwerder (CTA), the technologically most advanced terminal worldwide.

Registration fees

Members of the convenors	€ 400 (incl. VAT)
Other delegates	€ 500 (incl. VAT)
Accompanying person	€ 300 (incl. VAT)

Accompanying persons' registration

Accompanying persons' registration includes the buffet-dinner on board of Cap San Diego (6 September), the dinner at Hotel Süllberg (7 September) as well as the partners' program on 7 and 8 September (visit to Lübeck and sight-seeing in Hamburg).

Accommodation

Special conference room rates have been negotiated with Hamburg Marriott Hotel, Steigenberger Hotel Hamburg and Dorint Sofitel Am alten Wall Hamburg. For bookings please contact the hotels directly.

Hotels	Prices per room	Booking under the name	Rooms available until
Marriott Hamburg ABC-Strasse 52 D-20354 Hamburg phone: (0 40) 35 05-0 fax: (0 40) 35 05 18 22 www.marriotthotels.com	Single 160.00 € Double 170.00 €	OAV	26.07.2005
Steigenberger Hotel Hamburg Heiligengeistbrücke 4 D-20459 Hamburg phone: (0 40) 36 80 61 80 fax: (0 40) 36 80 67 75 reservierung@hamburg.steigenberger.de www.hamburg.steigenberger.de	Single 155.00 € Double 188.00 €	OAV	02.08.2005
Dorint Sofitel Am alten Wall Hamburg Alter Wall 40 D-20457 Hamburg phone: +49 (0)40 36 950 2957 fax: +49 (0)40 36 950 2960 saskia.schmidt2@dorint.com www.dorint.de	Single 145.00 € Double 155.00 € excl. breakfast buffet (20.00 €)	OAV	26.07.2005