



**PORT
GDAŃSK**



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www.portgdansk.pl



Port of Gdansk - the Logistics Hub for Central and Eastern Europe

Michał Stupak

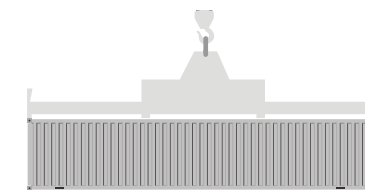
Mateusz Dawidowski (史孟平), Bratislava, Gdańsk, Shanghai 2022.03.31



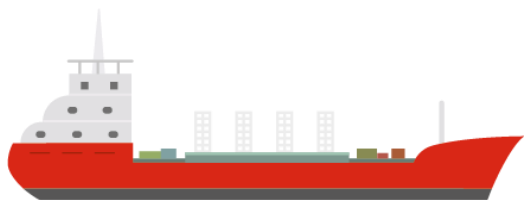
53.2
mln t
47%
share in the
Polish maritime
market



Import / Export
71% / 29%



Containers in 2021
2,117,829 TEU



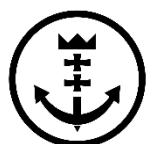
Commercial vessels
3,262 calls annually



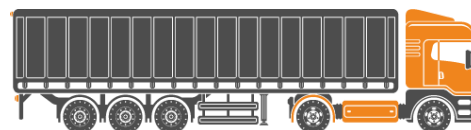
Regular connections
21 services



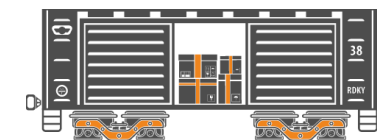
Quay length
23 km



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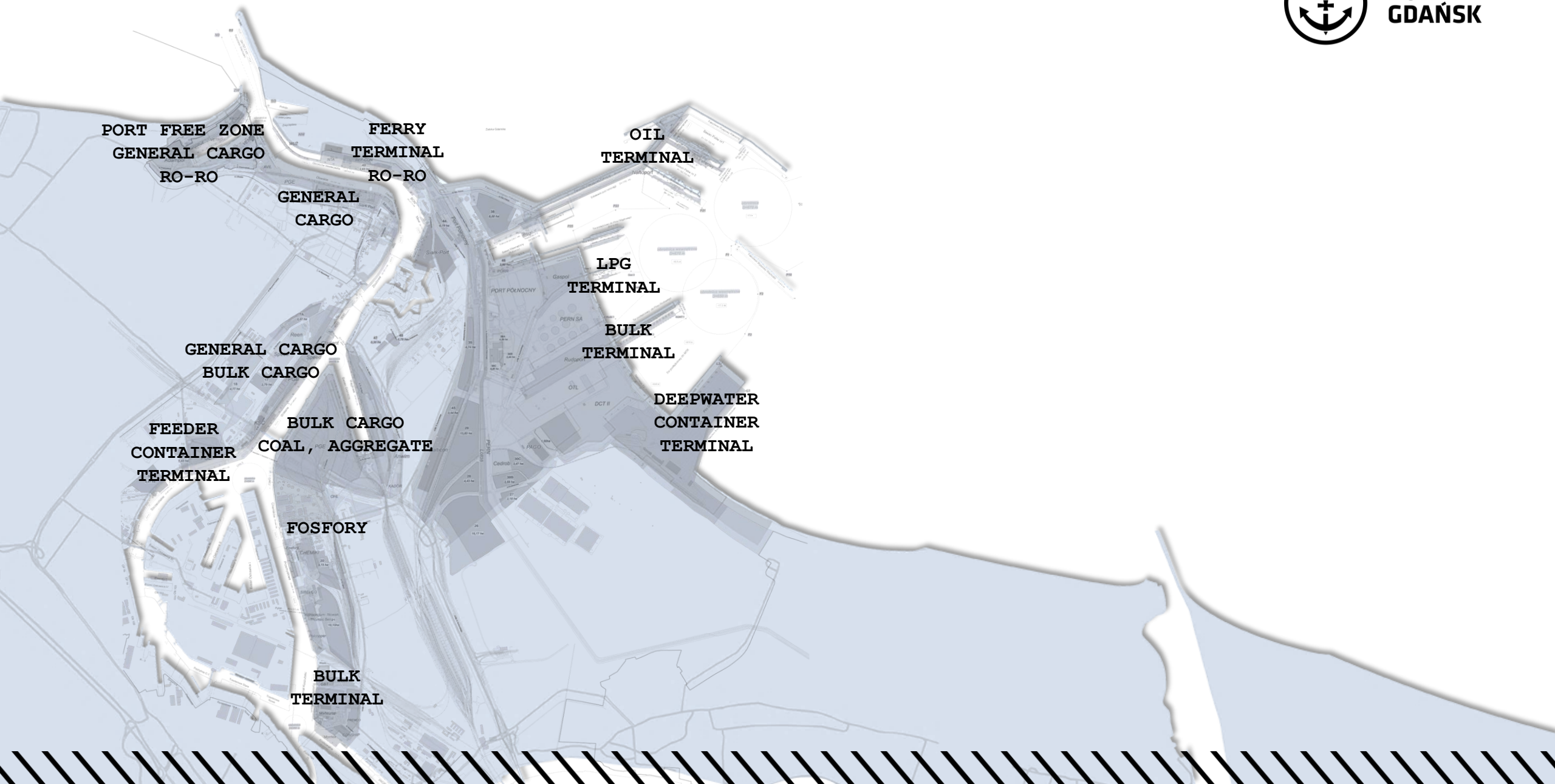
Trucks
2,068 daily



Railway carriages
862 daily



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DAILY TRAINS CAPACITY IN THE PORT OF GDAŃSK



DUTY FREE ZONE



FERRY
TERMINAL

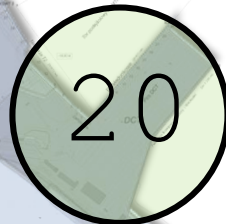


OLIWSKIE
QUAY

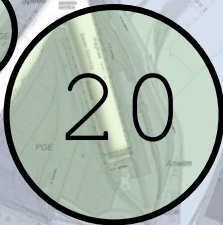
SEA INVEST

GÓRNICZY
BASIN

DCT



WIŚLANE
QUAY



CONTAINERS
SZCZECIŃSKIE
QUAY



FOSFORY

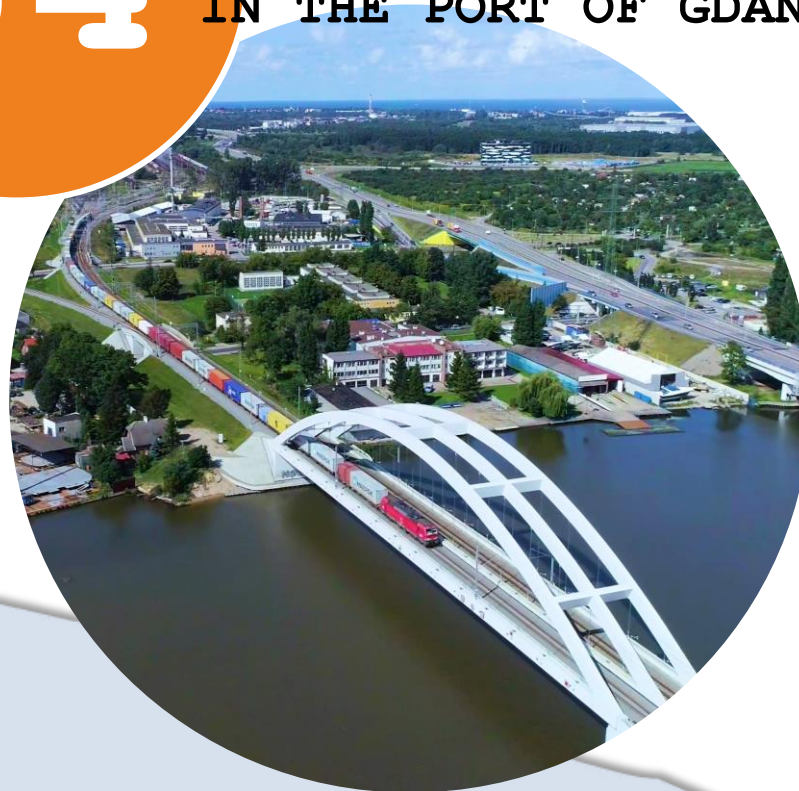




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64

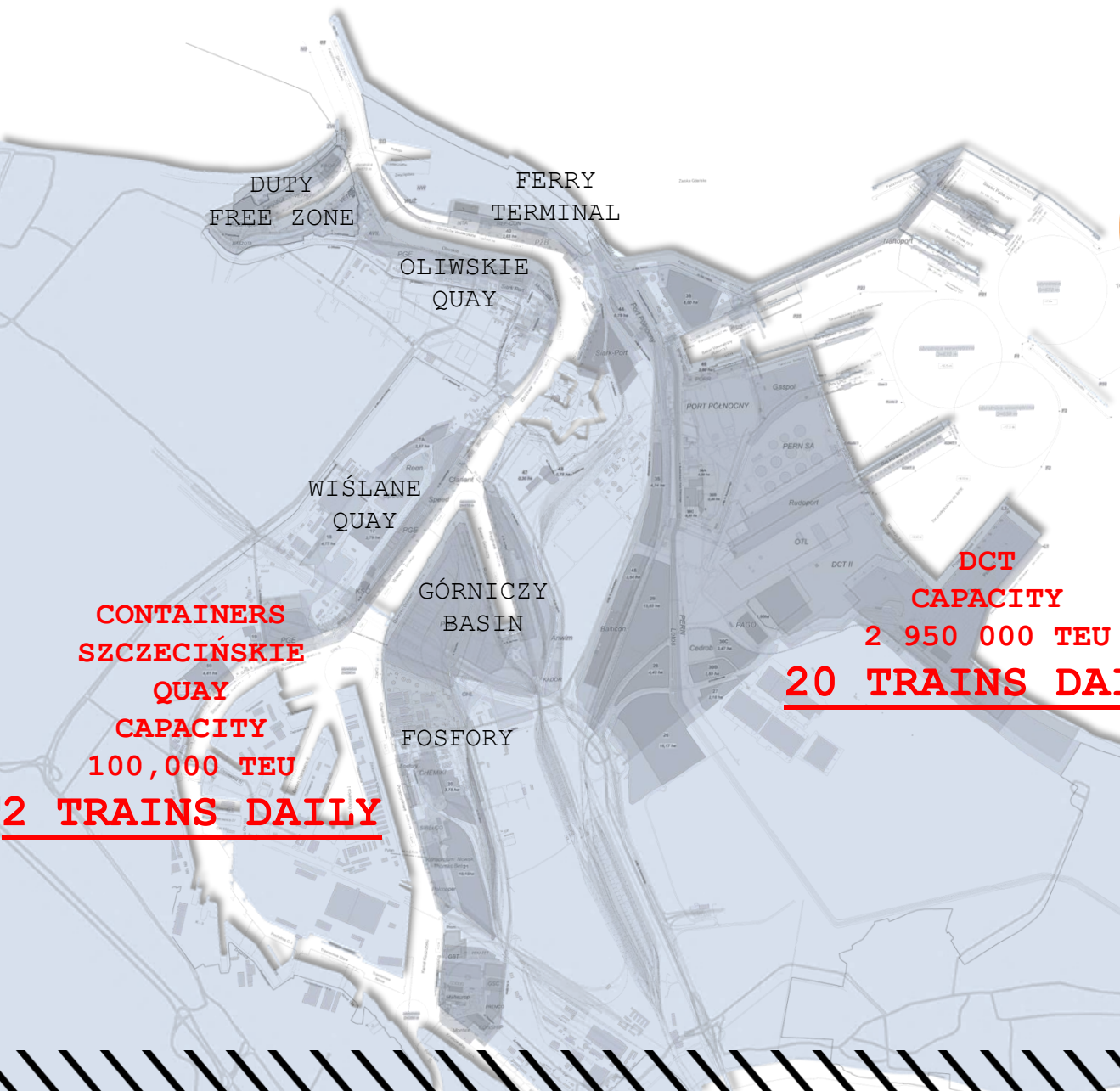
**TRAINS DAILY
IN THE PORT OF GDAŃSK**



**CONTAINERS
SZCZECIŃSKIE
QUAY
CAPACITY
100,000 TEU**

2 TRAINS DAILY

**DCT
CAPACITY
2 950 000 TEU
20 TRAINS DAILY**



HINTERLAND AND FORELAND OF THE PORT OF GDAŃSK

21 MILLION CONSUMERS

66 MILLION CONSUMERS

6 MILLION CONSUMERS

100 MILLION CONSUMERS



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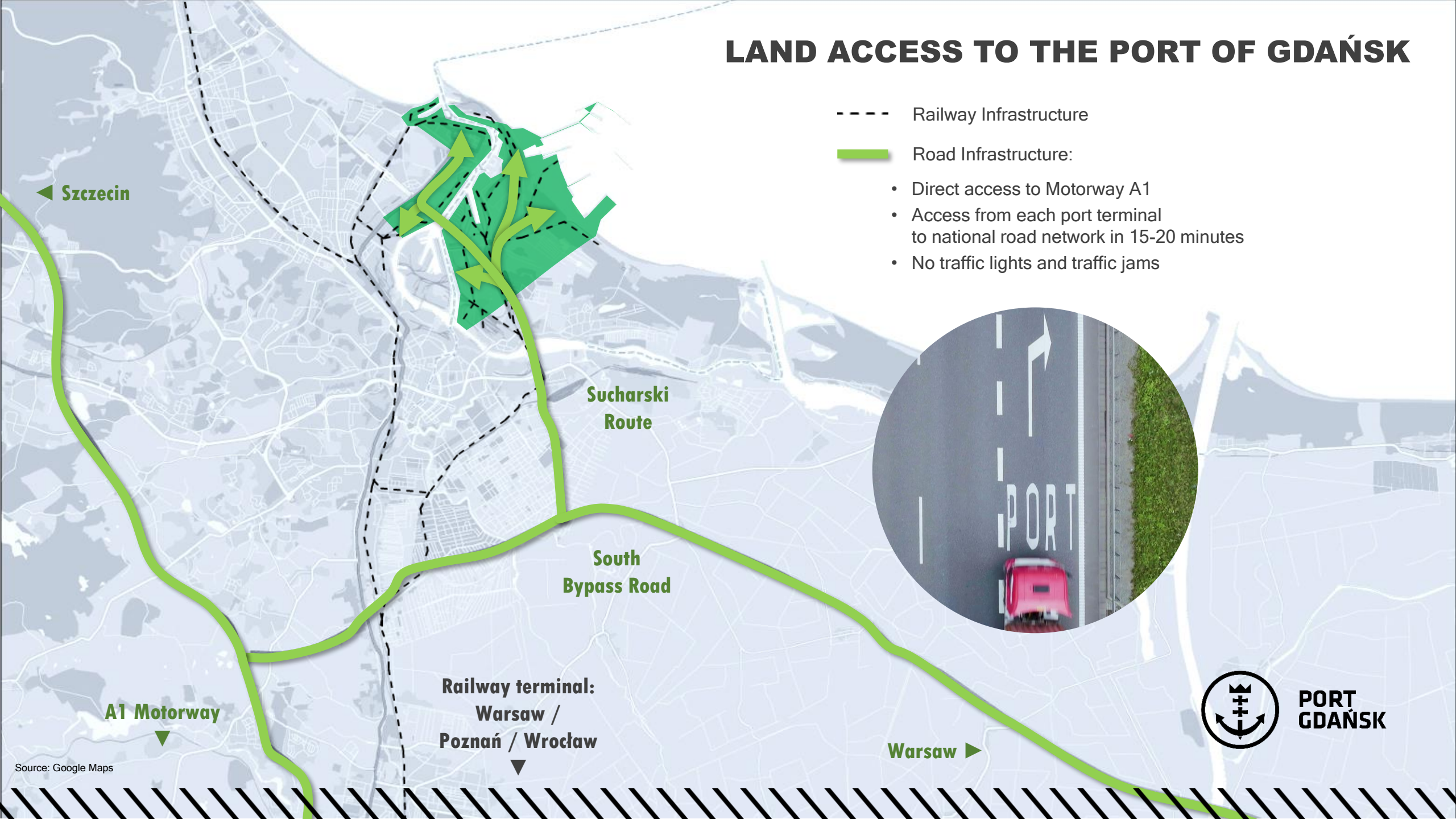


LAND ACCESS TO THE PORT OF GDAŃSK

--- Railway Infrastructure

— Road Infrastructure:

- Direct access to Motorway A1
- Access from each port terminal to national road network in 15-20 minutes
- No traffic lights and traffic jams



← Szczecin

Sucharski
Route

South
Bypass Road

A1 Motorway

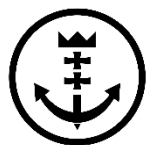
Railway terminal:
Warsaw /
Poznań / Wrocław

Warsaw →

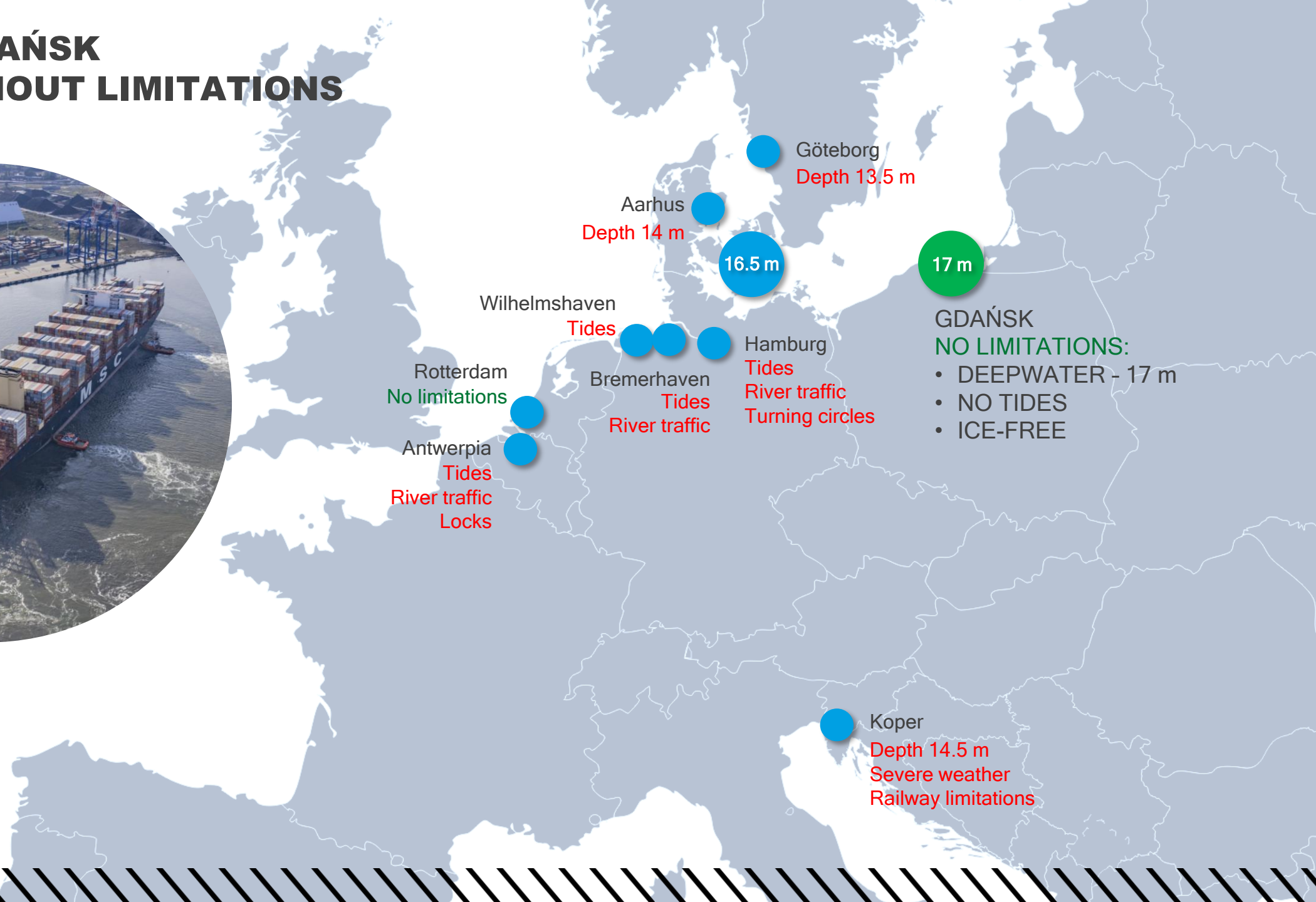


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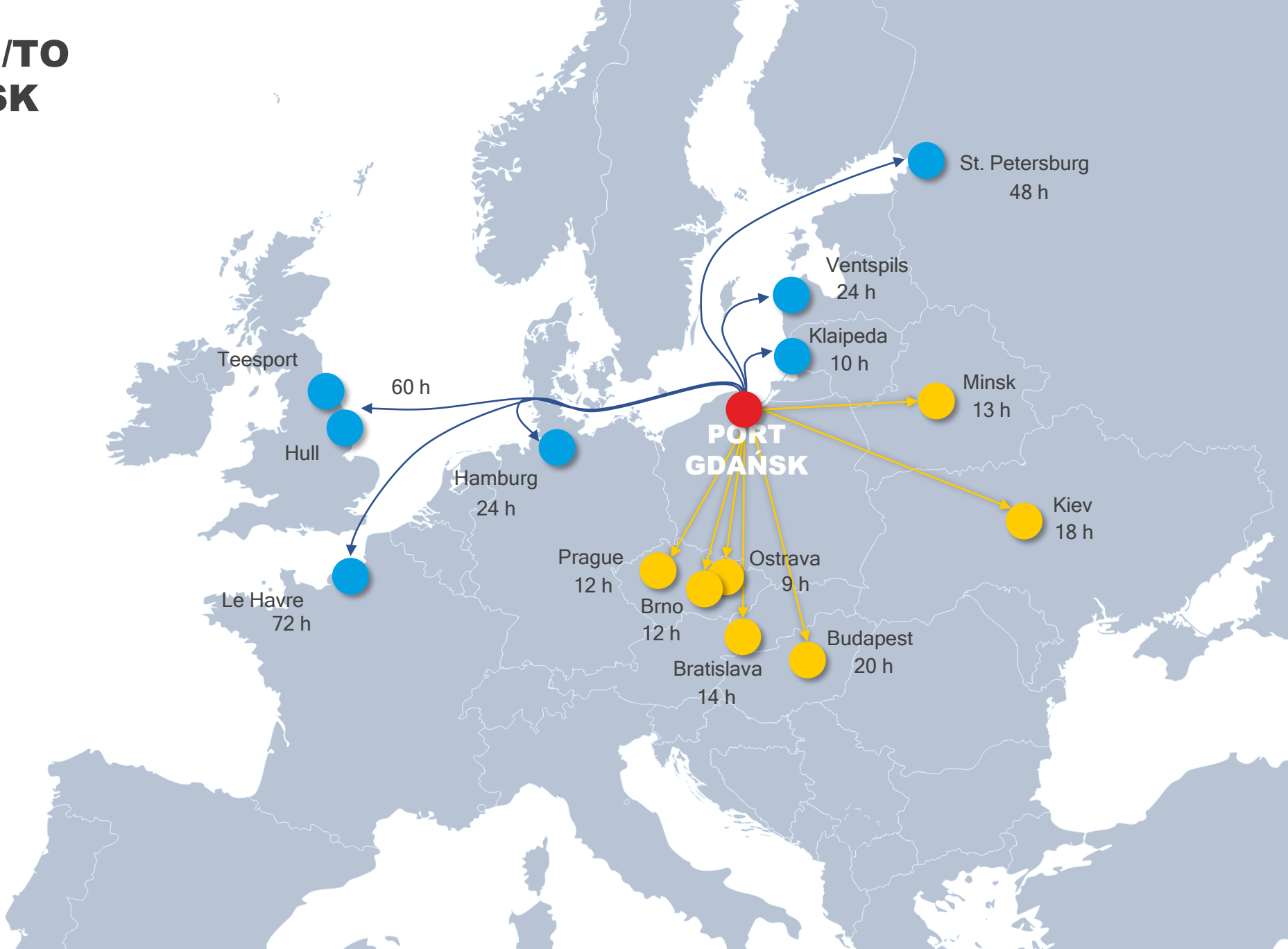
PORT OF GDAŃSK – PORT WITHOUT LIMITATIONS



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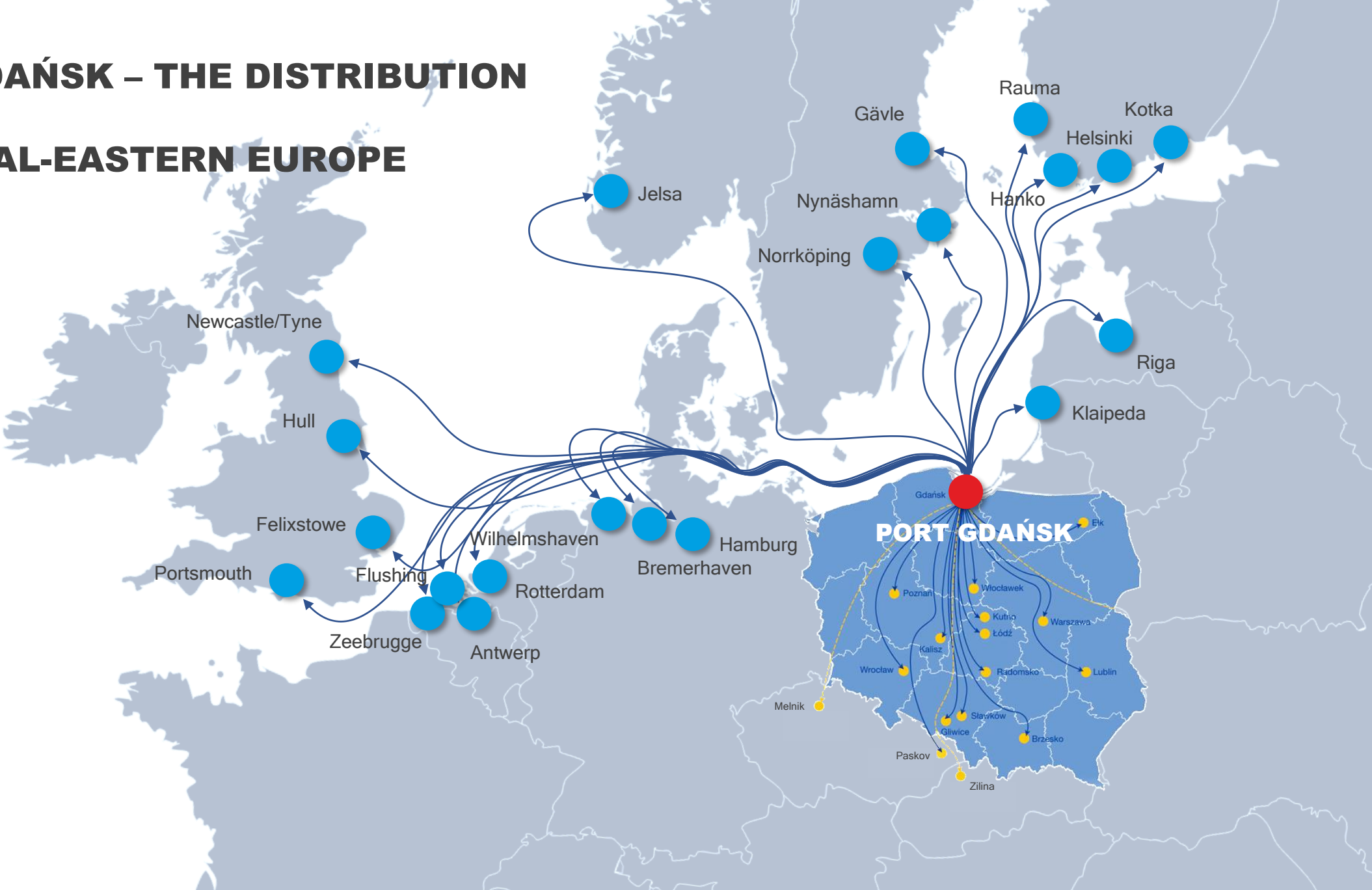
TRANSIT TIME FROM/TO THE PORT OF GDAŃSK



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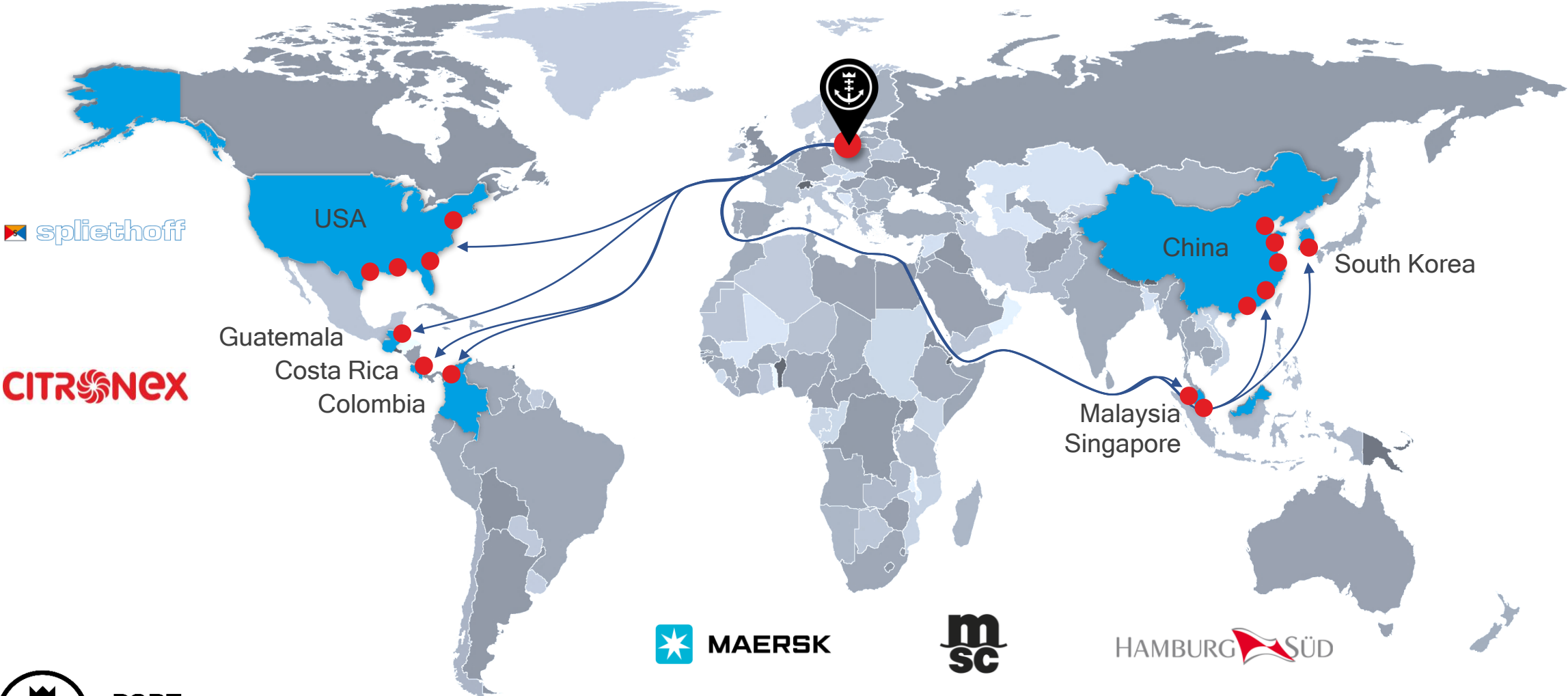
PORT OF GDAŃSK – THE DISTRIBUTION CENTRE FOR CENTRAL-EASTERN EUROPE



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Source on rail connections: DGT Gdansk

INTERCONTINENTAL CONNECTIONS



 splinehoff

CITRUSNEX

Guatemala
Costa Rica
Colombia

USA

China

South Korea

Malaysia
Singapore

 **PORT
GDANSK**

 **MAERSK**

**m
sc**

HAMBURG  **SÜD**

 **APL**

 **CMA CGM**

 **COSCO
SHIPPING**

 **EVERGREEN**




 **OOCL**



Why did we establish office in Shanghai?

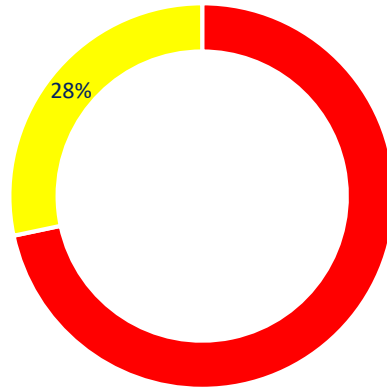
TRADE EXCHANGE BETWEEN POLAND IN CHINA IN 2021 (+ 35,7%)

Poland exports to China (TOP 3)

-  Metals and objects (copper)
-  Electromechanical equipment and parts
-  Plastic and its products

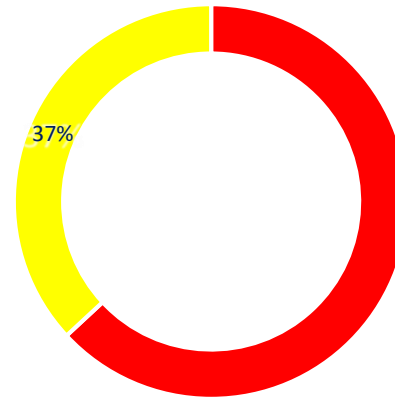
EXPORT

5,5 bln USD
(+28,3%)






IMPORT

36,6 bln USD
(+36,9%)



Poland imports from China (Top 3)

-  Electromechanical equipment and parts
-  Textile materials and garment
-  Other manufactured goods

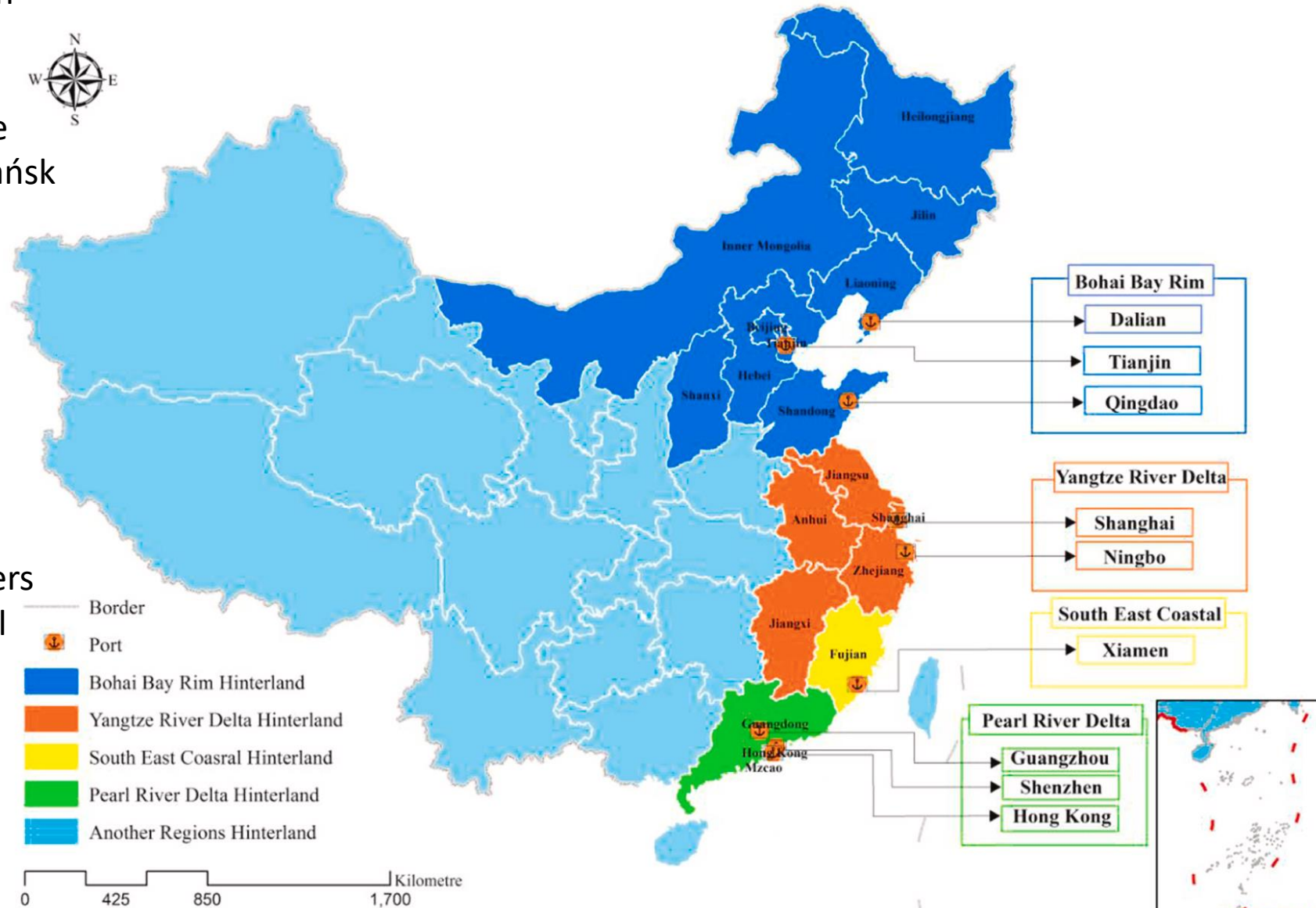
TOTAL TRADE EXCHANGE
42,1 BLN USD (2021/2017 +100%)

+35,7% Y/Y 2021/2020
+51,5% Y/Y 2021/2019

A large number of Polish goods entered China through Germany. According to economist **Polish export** to China is **3x higher**

What are the main functions of Port of Gdańsk Authority Shanghai Office?

- Shanghai office has been **established** in **May 2018** (officially lunched in Novemeber 2018)
- Main goal: generate and accelerate the flow of the cargo between Port of Gdańsk and Chinese Sea Ports of **direct call**: **Tianjin, Qingdao, Shanghai, Ningbo, Shenzhen**
- Main areas of our activities:
 - I. **business development**
 - II. project **consulting** and **communication** support
 - III. building and maintaining the **relationship** with Chinese partners
 - IV. regular **promotion** during official **industry events**
 - V. **market research** and analysis of conditions and policites



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I. Business Development activities

- building relationships with Chinese partners;
- gathering first-hand market information (new projects, bidings, incentives, new policies)
- discussing the offer of Polish companies during B2B meetings,
- generating inquiries,
- constant promotion of sea and intermodal projects,
- TOP 100 Chinese companies :
 - 226.000 TEU/2021 to Port of Gdańsk
 - 2.524 TEU/Month by rail to Poland



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II. Project Consulting and Communication support:

- discussing and verifying projects,
- checking&recommending the most suitable services:
 - ✓ trucking,
 - ✓ warehousing,
 - ✓ packaging,
 - ✓ custom clearance,
 - ✓ shipping,
 - ✓ terminal conditions,
- developing a new partners,
- supporting communication between companies,
- verification of companies based on contacts and desk research



III. Building and Maintaining the Relationship with Chinese partners:

- Factories
- Freight forwarders
- Carriers
- Sea Port Group
- Sea and Land Terminals
- Trade Associations and Chambers
- Local authorities (municipal, provincial and central level)
- Shanghai Shipping Club and Global Port Group
- Relationship with more than **800 companies**



丝路海运
SILK ROAD MARITIME



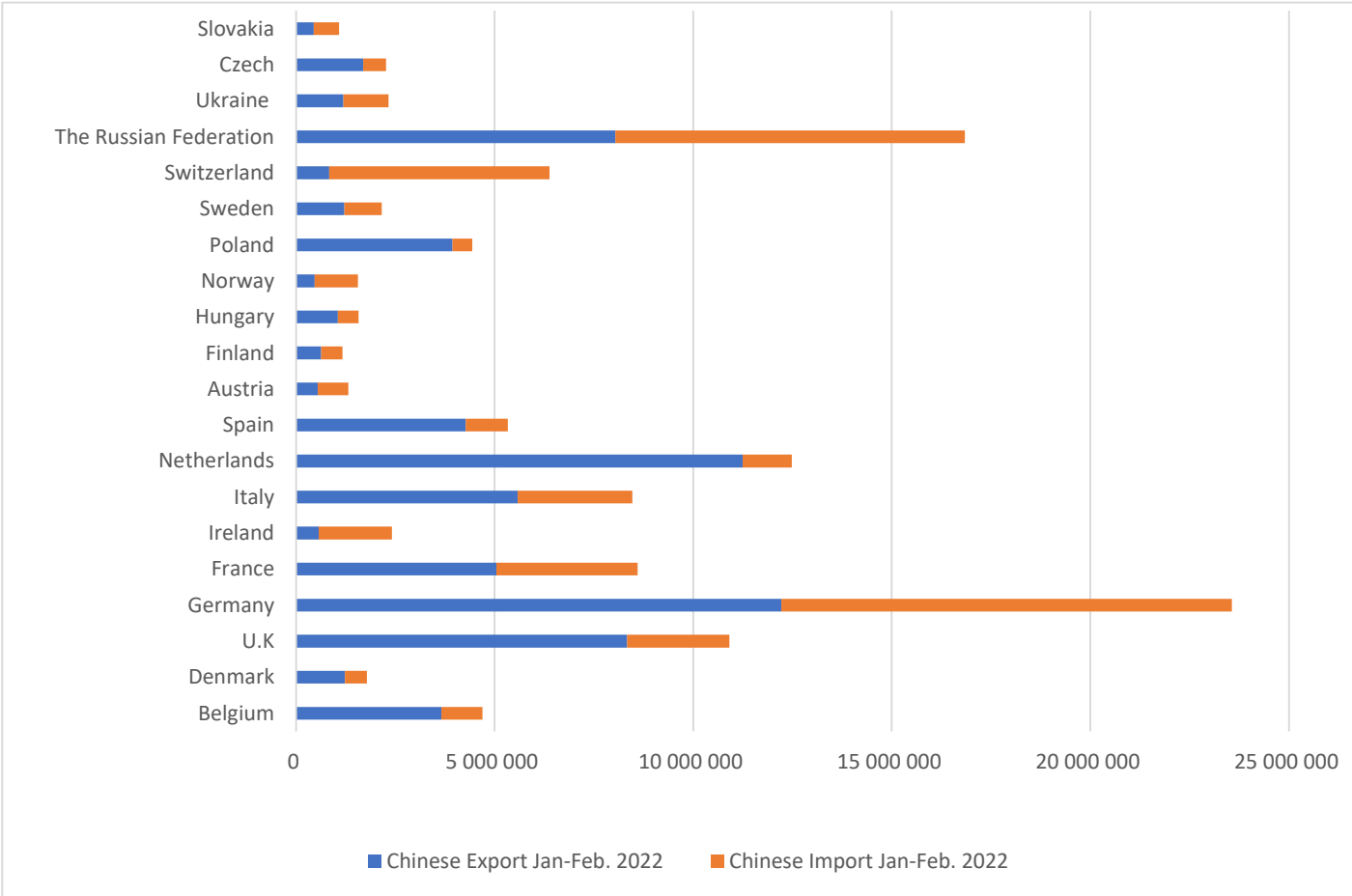
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IV. Regular promotion during official industry events:

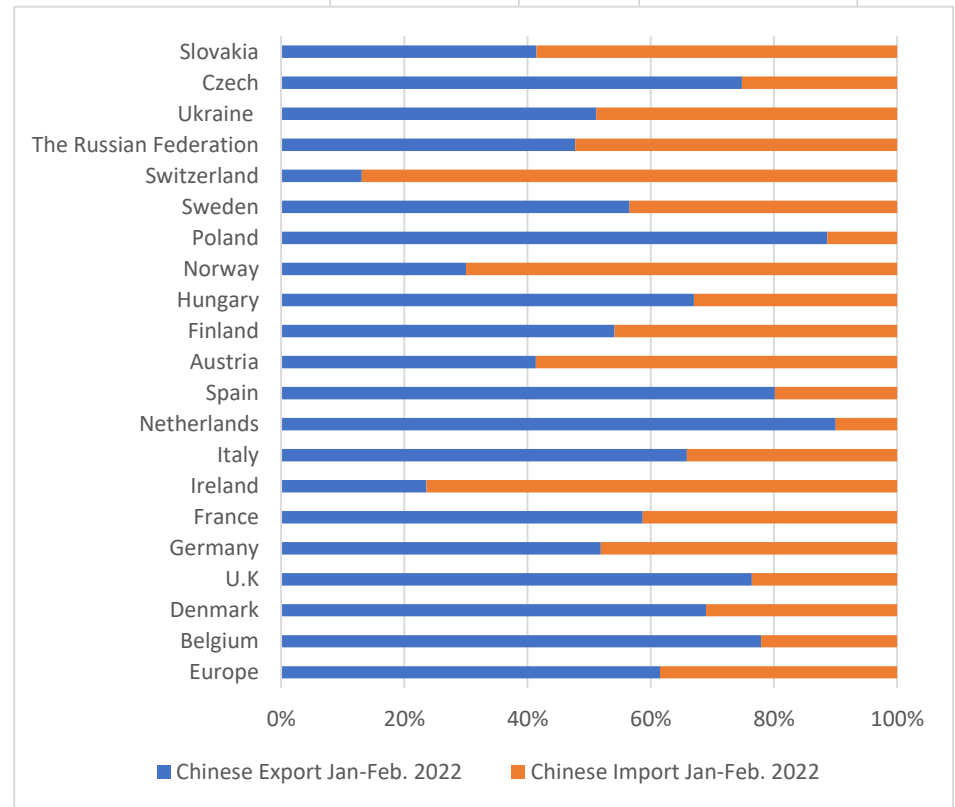
- supporting contractors during the trade fair:
 - ❖ Transport&Logistics
 - ❖ Intermodal
 - ❖ CIIE, CIIE, events org. by ports
- arranging dedicated B2B meetings,
- maintaining port's visibility and building the recognition of Port Gdansk Brand
- promoting port's and our client's service
- helping with media coverage



V. Market Research and Analysis



China's TOP Ports January-December 2021	Total Volume (t)	No. (t)	Container Volume (TEUs)	No. (TEU)
Port of Ningbo-Zhoushan	1,224,050,000	1	31,080,000	2
Port of Shanghai	698,260,000	2	47,030,000	1
Port of Qingdao	630,290,000	3	23,700,000	5
Port of Guangzhou	623,670,000	4	24,180,000	4
Port of Rizhao	541,170,000	5	5,170,000	9
Port of Tianjin	529,540,000	6	20,260,000	6
Beibu Gulf Port Group	358,200,000	7	6,020,000	8
Port of Dalian	315,540,000	8	3,670,000	
Port of Shenzhen (13 ports including Yantian)	278,380,000	9	28,760,000	3
Fuzhou	273,520,000	10	3,450,000	
Port of Lianyungang	269,170,000	11	5,040,000	10
Port of Xiamen	227,550,000	12	12,030,000	7
Ports of Hainan Island	203,750,000	13	3,340,000	
Haikou	121,590,000		2,030,000	
Yangpu	55,610,000		1,310,000	



Current lockdown in Shanghai and its consequences

不骗你，飞机票白菜价。

广州 - 上海		日期
03-30 后天	03-31 周四	04-01 周五
¥79	¥89	¥79
04-02 周六	04-03 周日	04-04 周一
¥79	¥79	¥79

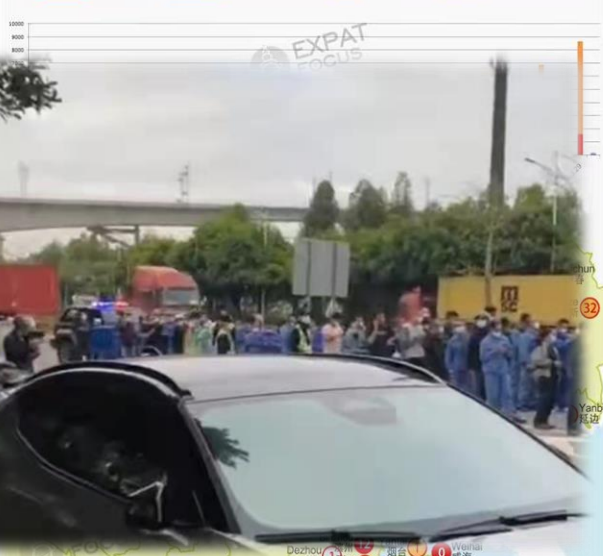
当前航价	21:10	23:35	¥79
白云T1	白云T1	虹桥T1	经济舱0.5折
春秋 9C8932	空客321(中)		

当前航价	06:10	08:35	¥99
白云T1	白云T1	浦东T2	经济舱0.8折
春秋 9C6886	空客320(中)		

当前航价	21:40	23:55	¥116
白云T1	白云T1	虹桥T2	经济舱0.7折
吉祥 HJ1288	空客321(中)		



这些日子以来大家齐心协力、同心抗疫
很多人舍小家、为大家，尽自己所能、无悔付出



TOP 10 (2021)	Port Name
1	Port of Shanghai
2	Port of Ningbo
3	Port of Shenzhen including Yantian
4	Port of Guangzhou
5	Port of Qingdao
6	Port of Tianjin
7	Port of Xiamen
8	Beibu Gulf
9	Port of Rizhao
10	Port of Lianyungang



3月以来 由新冠病毒奥密克戎变异株引发的疫情突袭申城
上海面临常态化疫情防控以来最严峻的考验

Container Volume
3,810.00
2,290.00
1,820.00
1,520.00
1,640.00
1,230.00
830.00
390.00
390.00
410.00



New local cases reported yesterday (including confirmed and asymptomatic)

- City with high-risk area
- City with med-risk area
- City with new local cases, but categorized as low risk area





How to contact with us?

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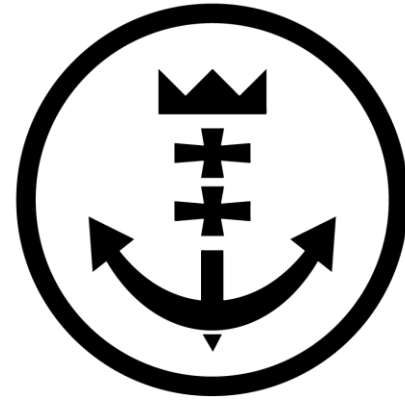
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中波轮船股份公司

CHINESE-POLISH JOINT STOCK SHIPPING COMPANY



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THANK YOU FOR YOUR ATTENTION

