

# Bridge to fast-growing markets

Thanks to its ideal location in the south-west corner of the Baltic Region, Schleswig-Holstein plays a key role as a hub of trade and traffic between German, European and global markets. No other German state can boast such **direct links to international ports and airports, direct access to the Baltic and North Sea and powerful road and rail networks**. Schleswig-Holstein has made a name for itself in the Baltic Region through direct trading links to strongly growing markets in Scandinavia, Russia, Poland and the Baltic States and as a bridge to Western Europe.



An Icelandic containership taking a short cut through the Kiel Canal, an important waterway for trade to and from the Baltic Region



Thanks to its strategic location on the Lower Elbe and at one end of the Kiel Canal, Brunsbüttel has a great deal to offer: direct access to the North Sea, the Baltic and Europe's inland waterway network, proximity to Hamburg, and industrial sites close to the harbour.

transport goods to and from Scandinavia will be reduced even further when the fixed link between the island of Fehmarn and Denmark – most likely a tunnel – is finished, probably in 2020. This will further strengthen Schleswig-Holstein's position as a **logistics hub in the Baltic Region**.

Businesses profit from the close proximity to Hamburg, whose seaport is the "gateway to the world" and the economic heart of Northern Germany. Liner services link Hamburg to some 900 ports and harbours in more than 170 countries of the world. Hamburg's port and the international airport located on the northern fringe of the city are no more than an hour's drive from almost anywhere in Schleswig-Holstein.

The ports of Kiel, Lübeck and Brunsbüttel account for most of the freight traffic.

Almost two-thirds of the goods passing through Germany's Baltic ports are handled in Schleswig-Holstein. The state's **30 ports and harbours** have a total annual cargo turnover of some **50 million tonnes** and handle more than **15 million ferry passengers**. The world's busiest artificial waterway, the Kiel Canal, allows ships to significantly shorten their journey from the major North Sea ports to the Baltic. In future, the time taken to

Besides such “home-grown” locational advantages, Schleswig-Holstein also cultivates excellent contacts to some of the world’s booming economies. The Business Development and Technology Transfer Corporation of Schleswig-Holstein (WTSH) runs **representative offices with incorporated business facilities in Brazil, China, India, Russia and Malaysia** with the aim of facilitating the engagement of small to mid-sized businesses in these fast-growing markets.

### Schleswig-Holstein’s infrastructure



Source: WTSH, as per May 2011  
[www.wtsh.de/locations](http://www.wtsh.de/locations)