

PRIVILEGE
BECOMES
STANDARD

ONE
STOP
SHOP

GAME CHANGER IN PORT OPERATIONS AND MANAGEMENT



INDUSTRIAL
PORT
OPERATOR

YILDIRIM Group Overview



YILDIRIM GROUP: Across 4 Continents & 51 Countries



YILDIRIM GROUP of companies employ more than 13,000 people around the world

- Established in 1963 as Garip YILDIRIM and Sons Co.
- 5 Subholdings under YILDIRIM Holding umbrella
- Headquarters are located in Istanbul, Turkey

| KEY | |
|-----|-------------------------|
| | Headquarters |
| | Representative Office |
| | Metals & Mining |
| | Fertilizers & Chemicals |
| | Port Management |
| | Energy |
| | Coal & Coke |
| | Logistics |
| | Shipping |
| | Shipbuilding |
| | Industrial Construction |
| | Real Estate Development |
| | Private Equity |
| | Transitex (Forwarding) |

YILDIRIM GROUP's activities in **11 sectors** is opening synergies and huge business development potentials

WORLD'S #2

HC FeCr Producer

WORLD'S #4

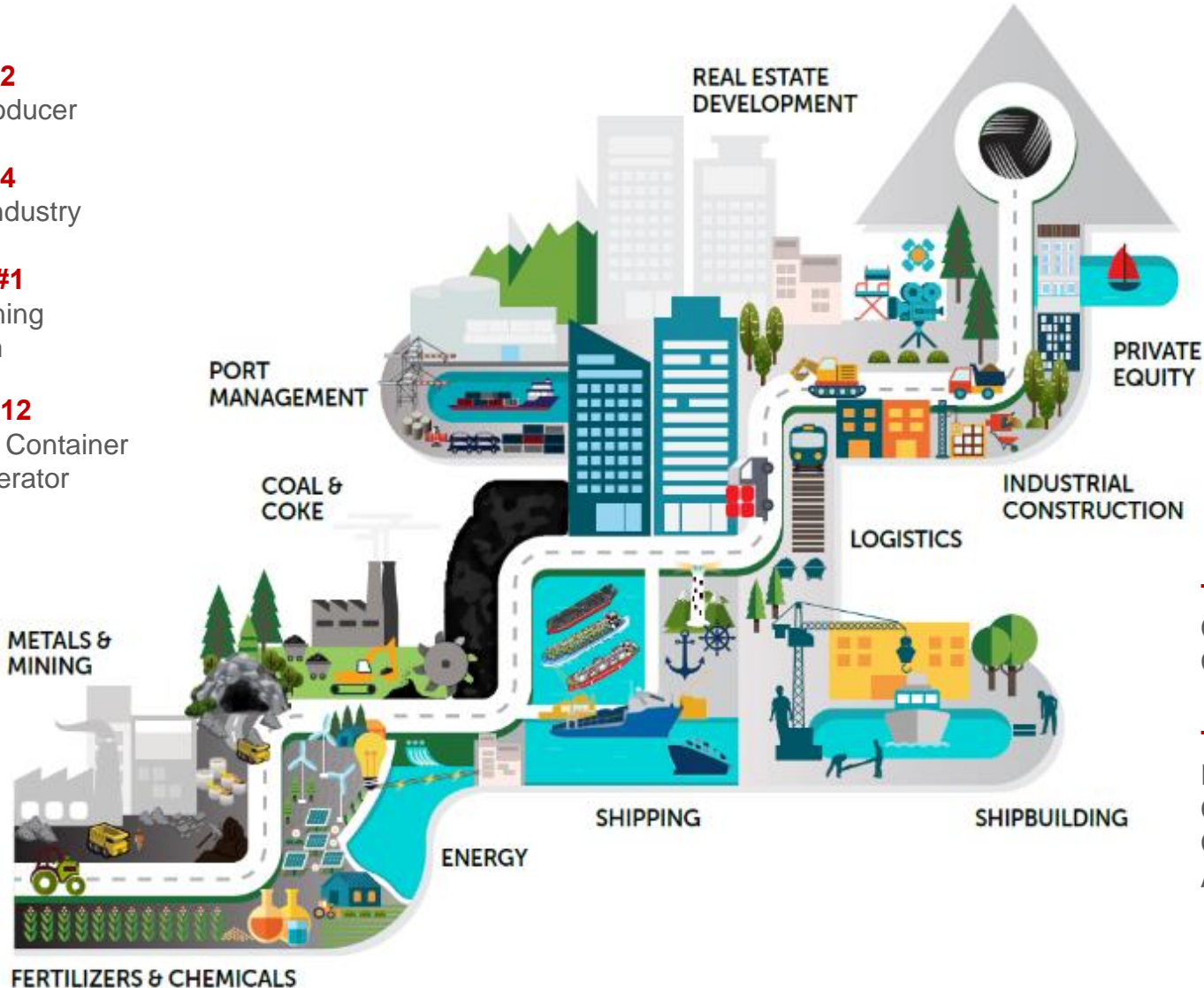
Chromium Industry

TURKEY'S #1

Metals & Mining
in Chromium

WORLD'S #12

International Container
Terminal Operator



TURKEY'S #1
Coal & Coke
Coke Importer

TURKEY'S #1
Fertilizers &
Chemicals
CAN &
Ammonia

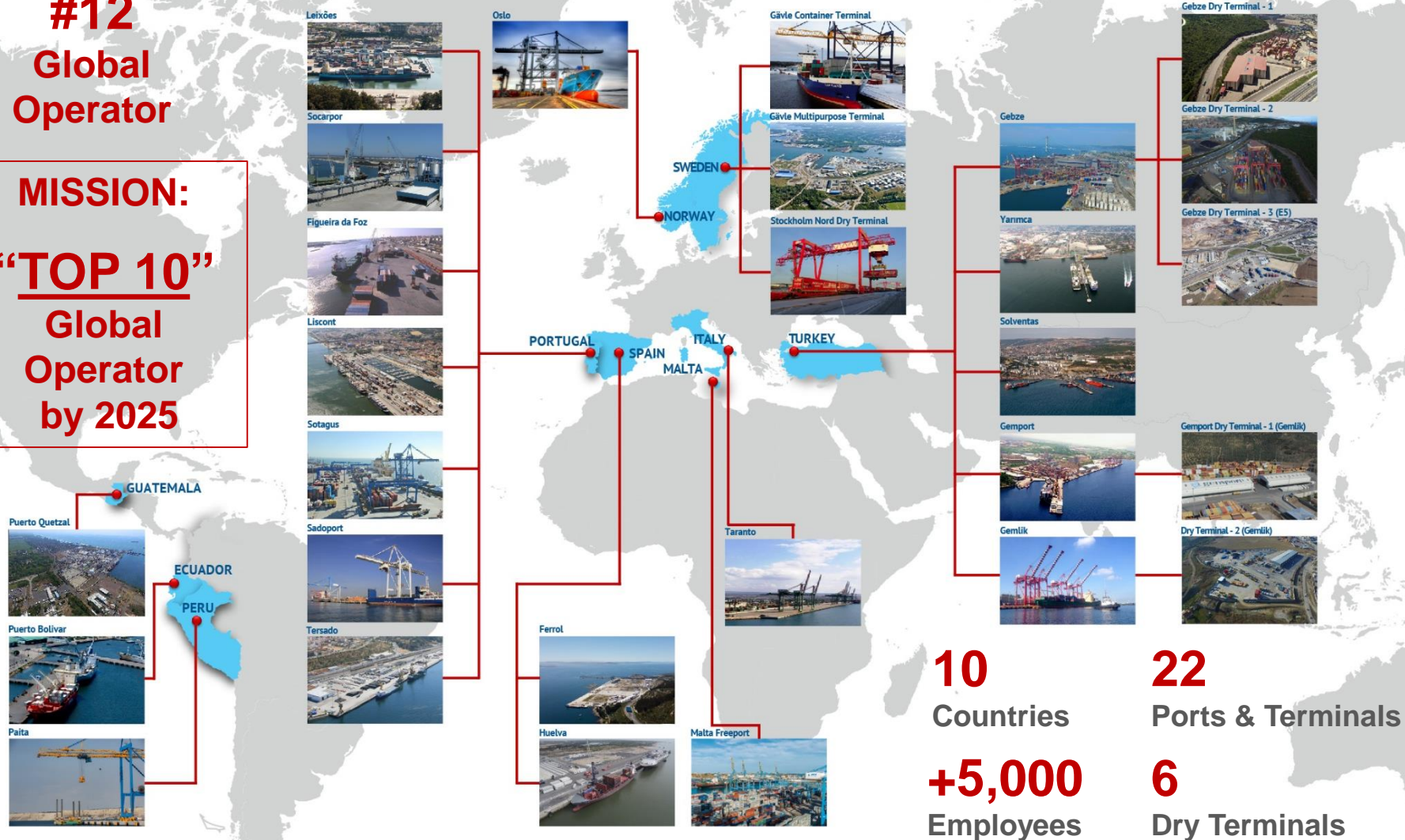
YILPORT Holding Overview



YILPORT HOLDING **the fastest growing International Container Terminal Operator** (following Drewry 2018)

#12
Global
Operator

MISSION:
“TOP 10”
Global
Operator
by 2025



10
Countries
+5,000
Employees

22
Ports & Terminals
6
Dry Terminals

YILPORT PROVIDES ONE-STOP-SHOP

COMBI & INLAND

mty Depot (sweeping, repair, washing and etc...)
Storage (bonded, temporary bonded, open, closed)
Special yards (mineral,marble, tiles)

LOGISTICS & FORWARDING

Freight Forwarding
Trucking
Rail
Feeder
Combined Services

LIQUID

Vessel Operations
Liquid to Container
Transfer from Container to Tank
Blending and Marking



RO-RO

Vessel Operations
Inspection
PDI
Touch-up

TUGBOAT & PILOTAGE

Maneuvering
Tugboat
Pilotage

GENERAL BULK

Vessel Operations
G.C./Bulk to Container
Project
Lashing – Blending - Fumigation

CONTAINER

Vessel Operations
CFS (Stuffing, stripping, inspection)
Reefer services
IMO Services

YILPORT Holding COVID-19 PREVENTIVE ACTIONS



COVID-19 IMPACT; preventive actions for protection creates new working environment at the ports,

Training & Information:

- Awareness Sessions on COVID-19 Prevention

Attendance WHO Guidelines:

- Group Risks Employees, as per WHO criteria place at a protected environment, with reduced contagion likelihood

Field Practical Actions & Routines on Disinfection:

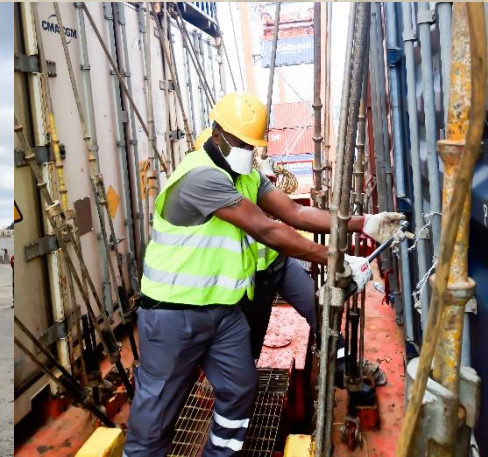
- Terminal buildings & associated facilities
- Equipment & Machinery Cabins
- Terminal Shuttle Buses

Organizational Changes:

- Remote Work to extent of possibilities
- Biometric accesses and time management controls changed for RFID systems;
- Isolation Room at our Terminals & Administration Buildings for COVID-19
- COVID-19 contingency kit, for attendance to suspicious cases
- Visitors health condition & travel history tracing

Personal Protection Routines:

- Biohazard Masks and Gloves Generally Available for Everyone
- Public Attendance workstations with full-time COVID-19 prevention PPE use Policy
- Extra shuttle capacity and extended meal hours to obey the social distancing
- Hydroalcoholic gel available to all employees

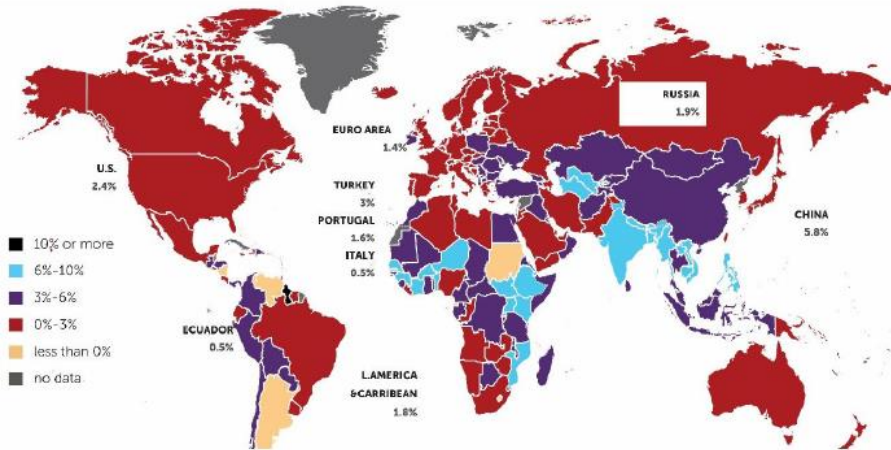


COVID-19 PERIOD ECONOMIC OUTLOOK

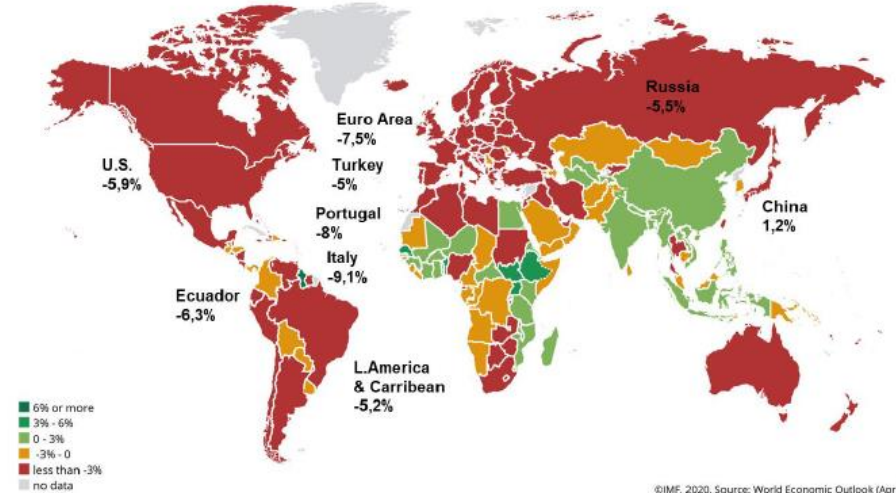


COVID-19 IMPACT; global economy is in a fast (-) negative growth trend, growth forecast for 2020 downgraded from (3,3%) to (-3,0%)

January-2020



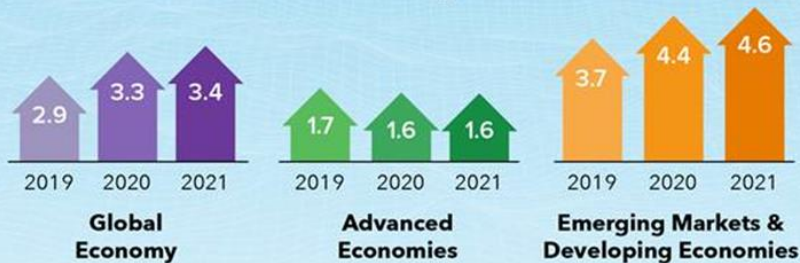
April-2020



©IMF, 2020, Source: World Economic Outlook (April 2020)

GROWTH PROJECTIONS

Global growth has been declining... but there are tentative signs of stabilization



INTERNATIONAL MONETARY FUND • IMF.org • #WEO

The COVID-19 health crisis will have a severe impact on economic activity in 2020

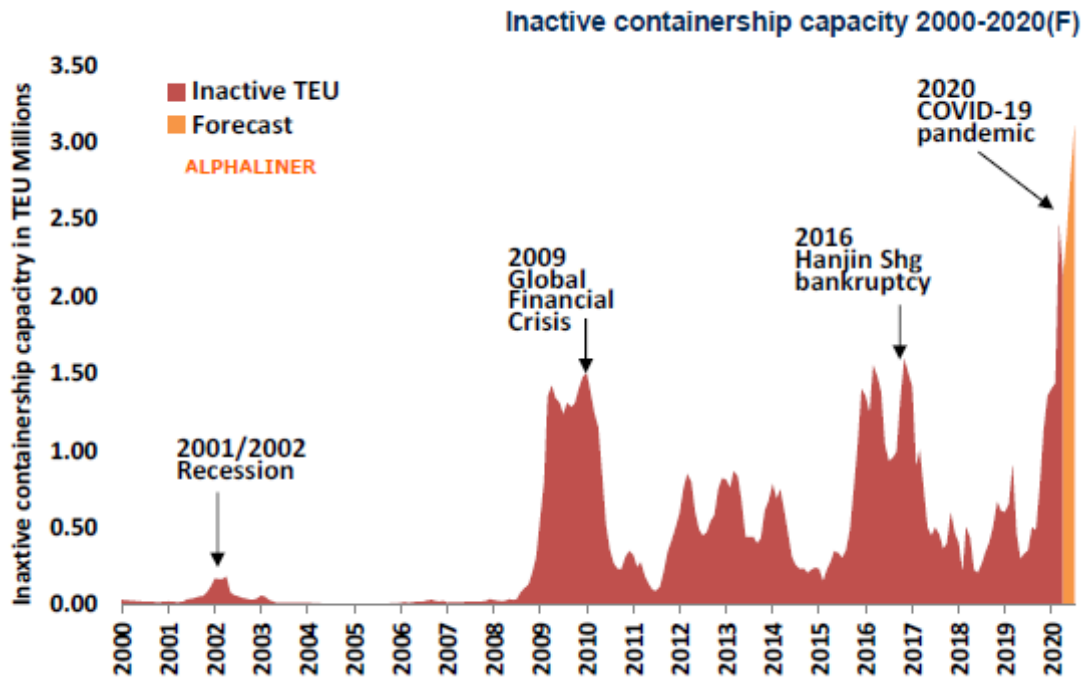


INTERNATIONAL MONETARY FUND

IMF.org #WEO

COVID-19 IMPACT; global crises generates the last 20 years highest inactive containership capacity (Alphaliner)

Inactive containership fleet set to breach 3M TEU mark



- Oil prices fell on signs that worldwide oil storage is filling rapidly, raising concerns that production cuts will not be fast enough to catch up with the collapse in demand from the coronavirus pandemic.

U.S. West Texas Intermediate crude; ~\$14.7

Brent Crude Future; ~\$20.8

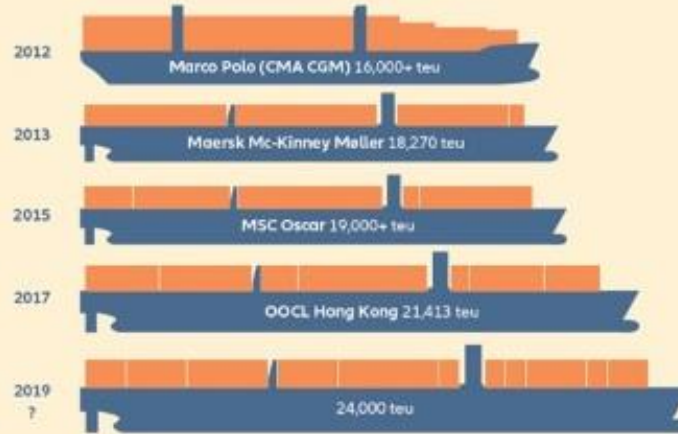
- Commodity prices on metals are down in between -10% to 50% on weekly basis.

QUICK LOOK; Vessel size growth and Alliances

50 YEARS OF CONTAINER SHIP GROWTH



Container-carrying capacity has increased by around 1,500% since 1968 and has almost doubled over the past decade



Approximate ship capacity data: Container-transportation.com; AGCS

Source: Allianz Global Corporate & Specialty (AGCS)

- **Vessel size growth and Alliance structure bring huge investment in port industry; mainly dredging, new quay-wall constructions and bigger size cranes. New standards are;**
 - **-17m draft, >700m linear berth, min 6 cranes with 24 outreach capacity**

- **When we look at the last 10 years, we see the containerships size - capacity are more than double. This brings a period of “Alliances”**
- **Top 3 Alliance is shipping 79% of the throughput on the main trade lanes**

| | |
|----------------|-----|
| 2M | 34% |
| Ocean Alliance | 28% |
| THE Alliance | 17% |
| Others | 21% |

QUICK LOOK; What is happening on pandemic period

High investment – fixed commercial structure - **Ports**

- The cost of a crane shift is increased, 15% to 20% of labor is on sick leave,
- The moves per call is decreased, -20% volume decreased in avg.
- The administration cost is nearly double due to preventive protection actions,
- Liners and business cargo owners is asking huge discounts to support their activities,
- The governments declares that ports are strategic and we should keep them open,
- Not a direct positive incentive provided so far to Terminal Operators,
- Main energy consumption – electricity prices are more or less on same level,

High investment – variable commercial structure - **Liners**

- The freight rates increase announcements on every week,
- Cost reduction from Terminal Operators and still looking for same service level,
- Fuel prices are at the historical lowest level,
- Blank sailings due to decrease on bookings to save cost, up to 39% on specific trades like Transpacific trade,
- Digitalization bring paperless operation, generates cost saving at agency cost,

20 Port Authorities Signed Declaration to Keep Ports Open to Seaborne Trade to Support Fight Against the COVID-19 Pandemic



Thank You