

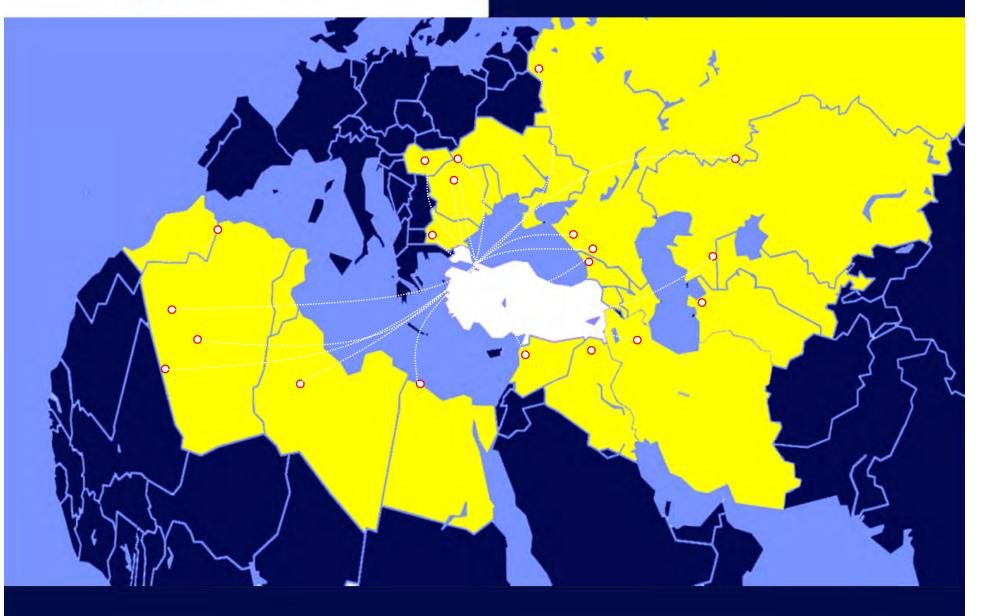
Maximising the productivity of container term - a case study of Marport

Thursday, 4th September 2014



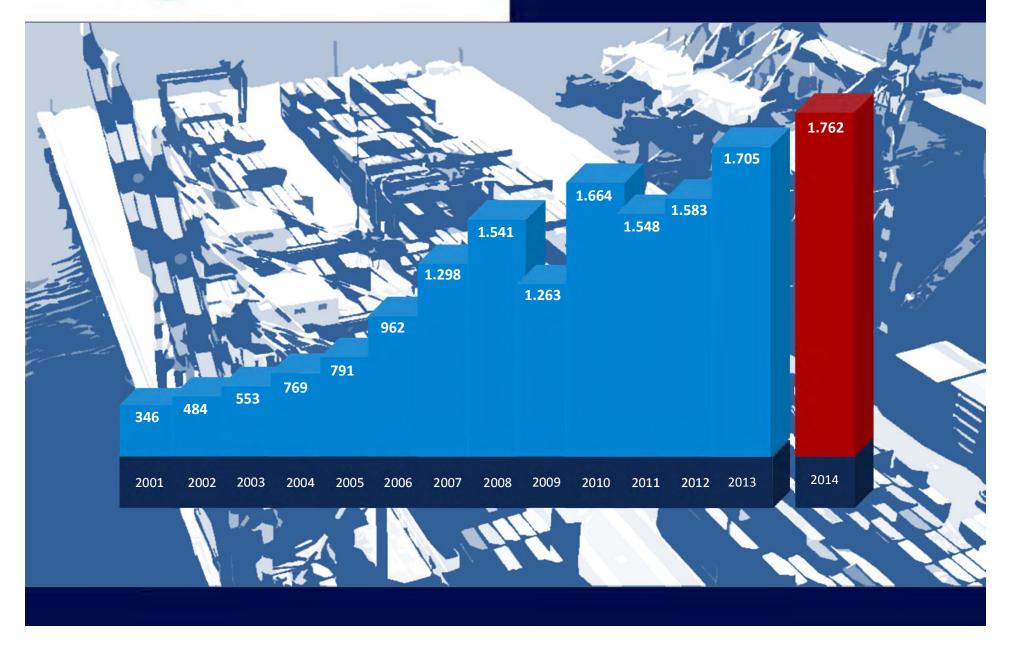


Market Access



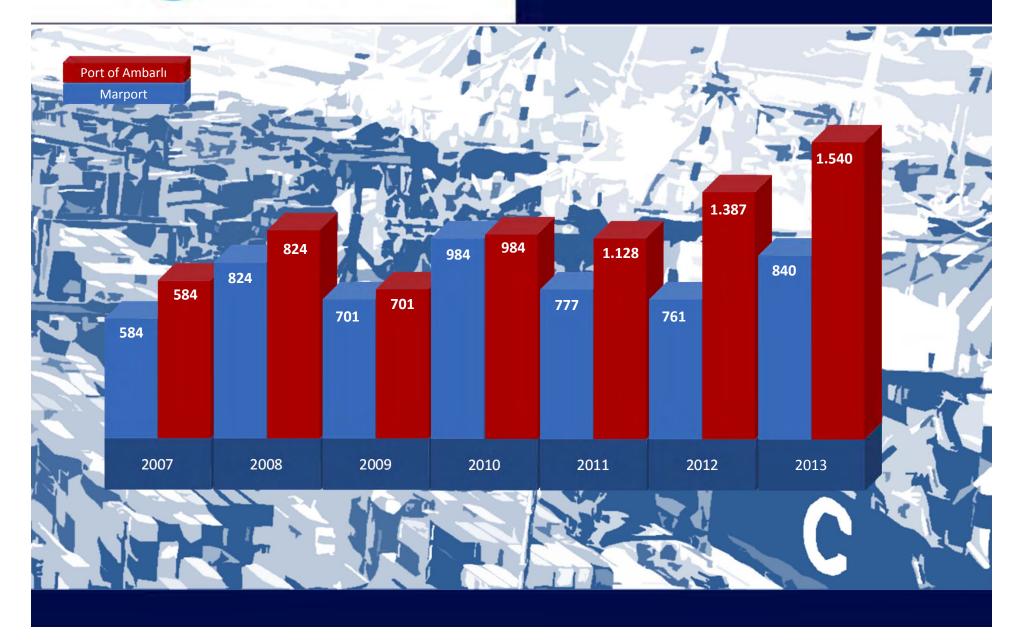


Terminal Total Throughput 2001 – 2014 ('000 TEU)



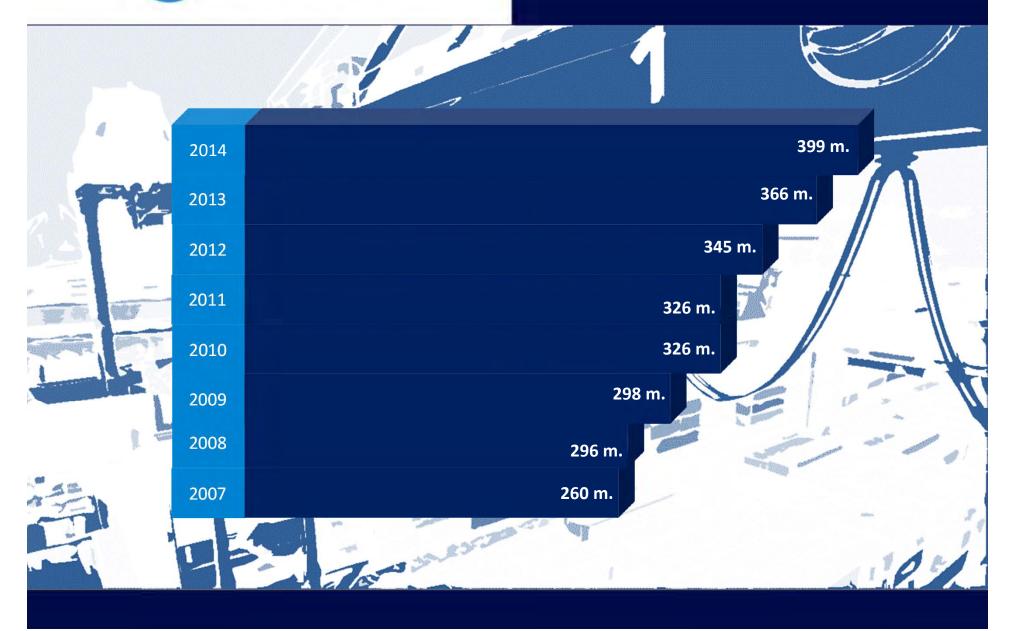


Terminal Transhipment Throughput 2007–2013 ('000 TEU)





Evolving Liners Needs Serviced Vessel Size & Cascading @ Marport





Evolving Liners Needs Serviced Vessel Size & Cascading @ Marport





Facilitating Growth Marport 2001







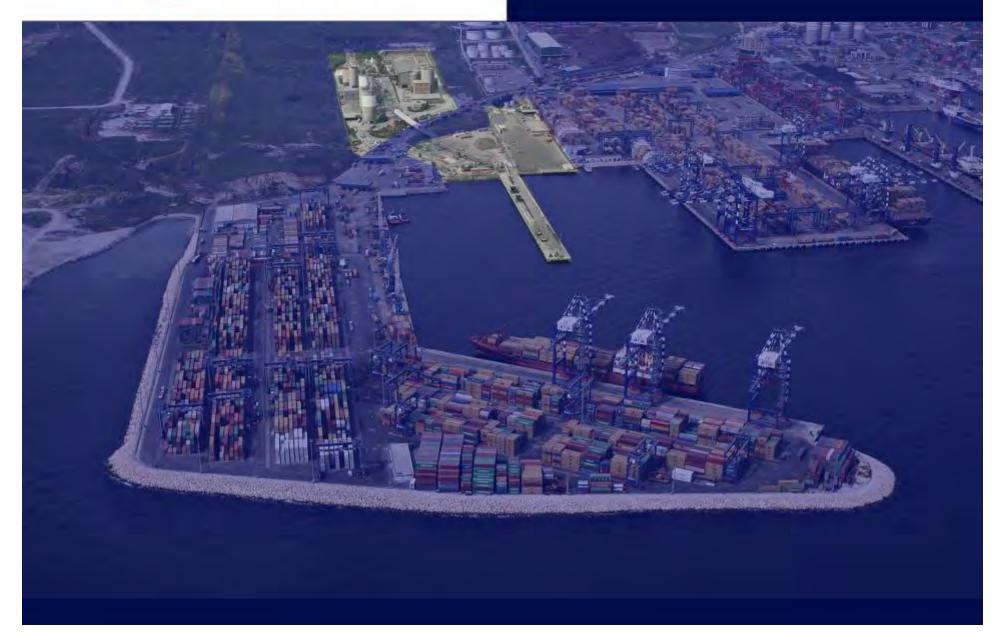


Facilitating Growth Marport 2014





Facilitating Growth Terminal Expansion





Terminal Merger & Expansion Land Side Development





Terminal Merger & Expansion Connection Underground Tunnel





Terminal Merger & Expansion Quay Side Development





Terminal Merger & Expansion





Maximizing Terminal Productivity Marport Terminals Merge





| 4 | | Marport Terminals | | Marport 2015 |
|------------------|----------------------------|-------------------|---------------|-----------------|
| | | West Terminal | Main Terminal | Marport 2015 |
| Terminal Details | Quay Length | 760 meters | 800 meters | 1.8 kilometers |
| | Maximum Draft | 16,5 meters | 14,5 meters | 16.5 meters |
| | Total Yard Area | 170,000 sqm | 170,000 sqm | 440.000 sqm |
| | Stacking Capacity | 12.165 | 12.520 | 34.271 units |
| | Annual Throughput Capacity | 950 k TEU | 950 k TEU | 2.4 million TEU |

Marport Expansion 2014, Key Facts

- Total Cost of Investment including acquisition: US\$ 255 m.
- 240 meters berth & 6 additional RTGs to accommodate extra berth & stacking capacity.
 - 100.000 m2 additional yard capacity increasing Marport's total stacking capacity by 39%



Closing Remarks



Poor profitability of Liner shipping.

Loss margins are closing, situation is clearly better than 2011 but poor returns and continued unstable economy remains.

Containership size growth and the eventual cascading. From 170 meters to 399 meters over 8 years. 16.500 TEU is scheduled to become a weekly call at Marmara.

Carrier Alliances.

Asia to Europe alliances are increasing the need for terminal capacity with ex P3 - new 2M, G6, and CKYH calling directly at Marmara terminals.

Increasing requirements for higher productivity.

Larger ships, more boxes, longer berth times – need to shift vessels out with better utilisaiton.



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