

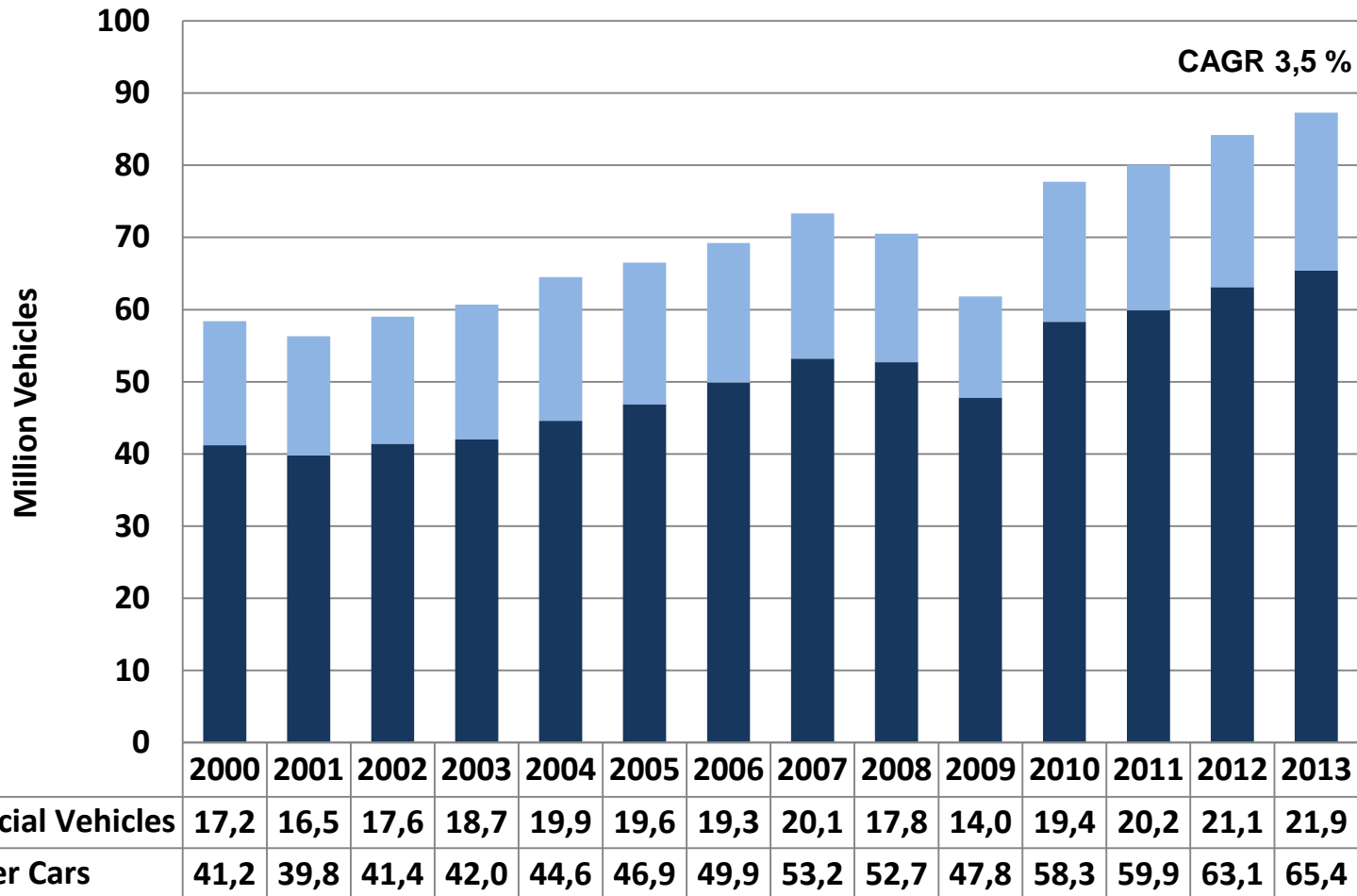


CAPT MURAT HATABAY – CATONI MARITIME AGENCIES SA

Istanbul 11 September 2014

***The need for roro terminals and adequate fleet to boost
Turkey's strategic hub role - Turkish automotive market.***

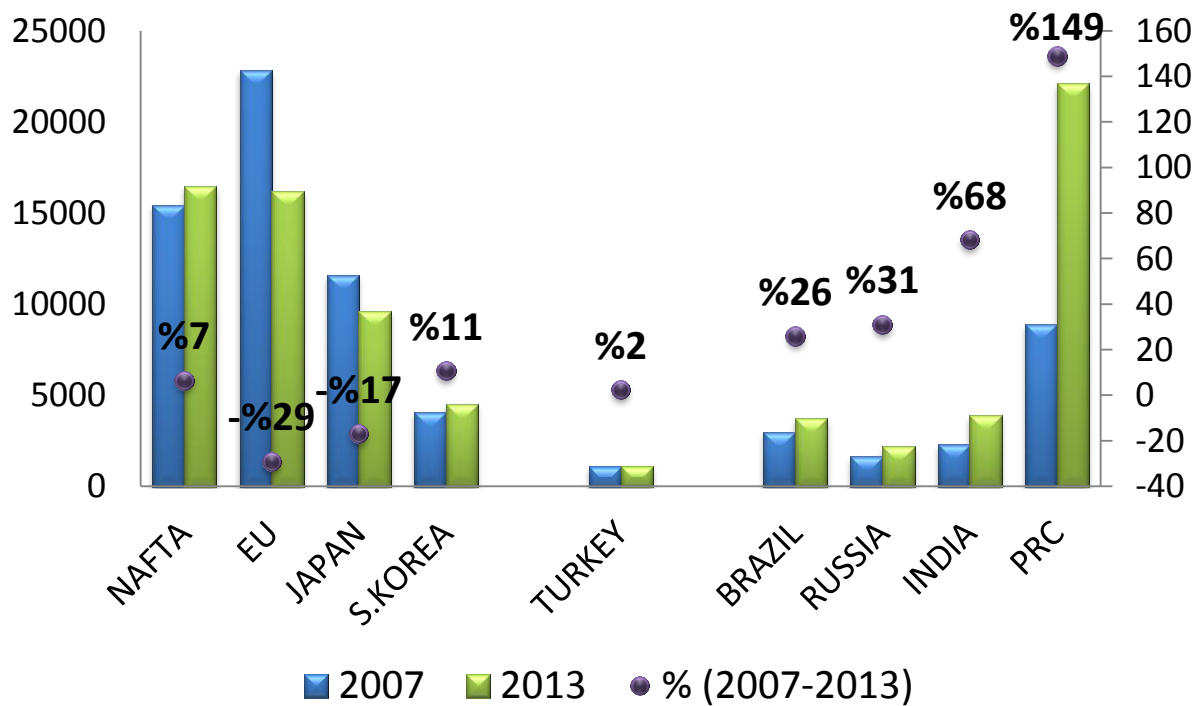
GLOBAL AUTOMOBILE PRODUCTION



Source: Statista

MOTOR VEHICLE PRODUCTION

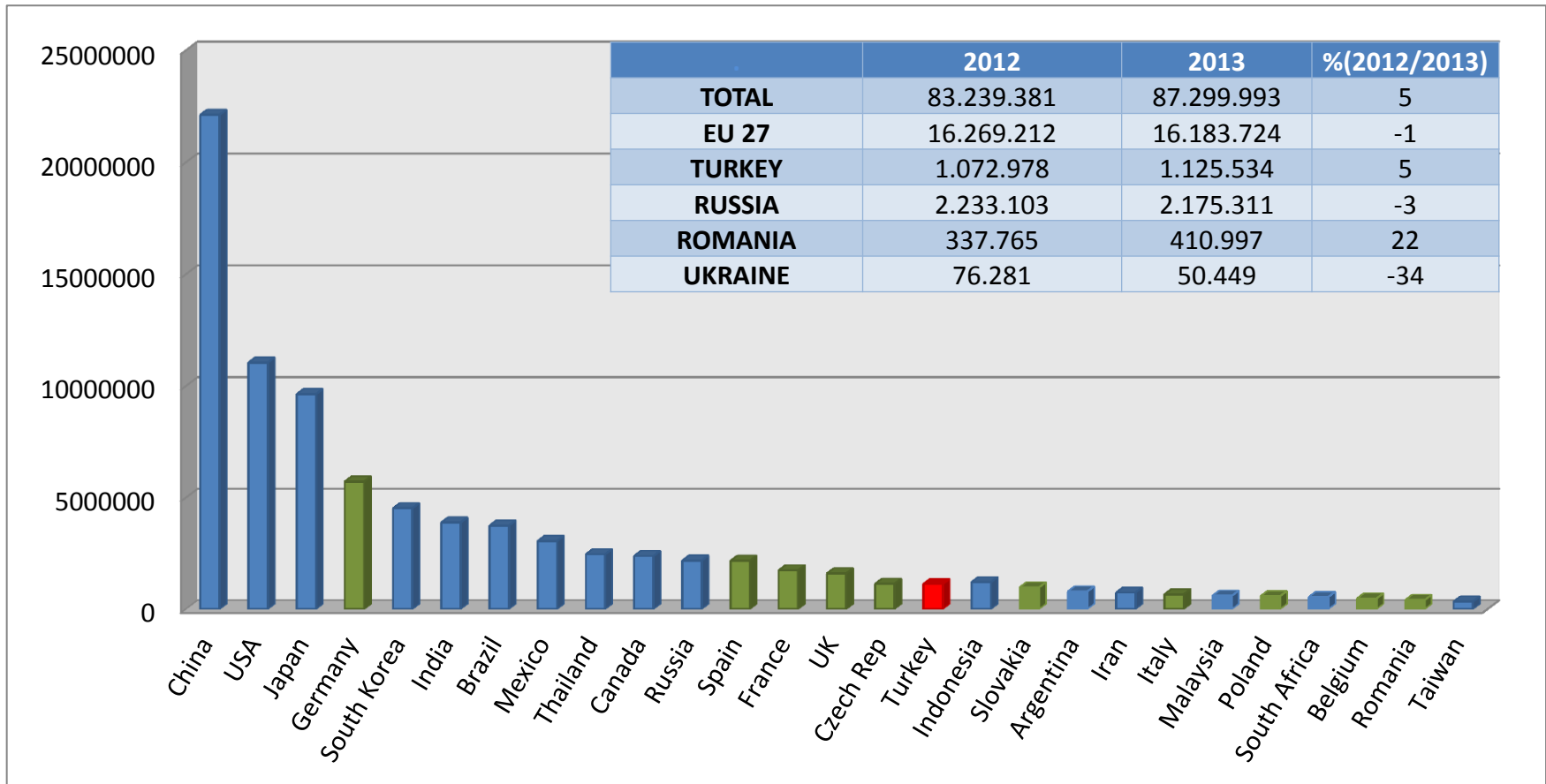
X1.000 UNITS



	2007	2013
NAFTA	15454	16478
EU	22845	16183
JAPAN	11596	9630
S.KOREA	4086	4521
TURKEY	1099	1125
BRAZIL	2970	3740
RUSSIA	1660	2175
INDIA	2306	3880
PRC	8882	22116

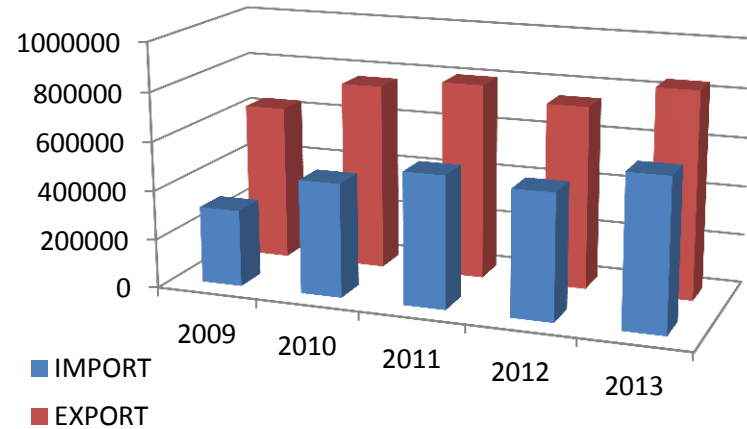
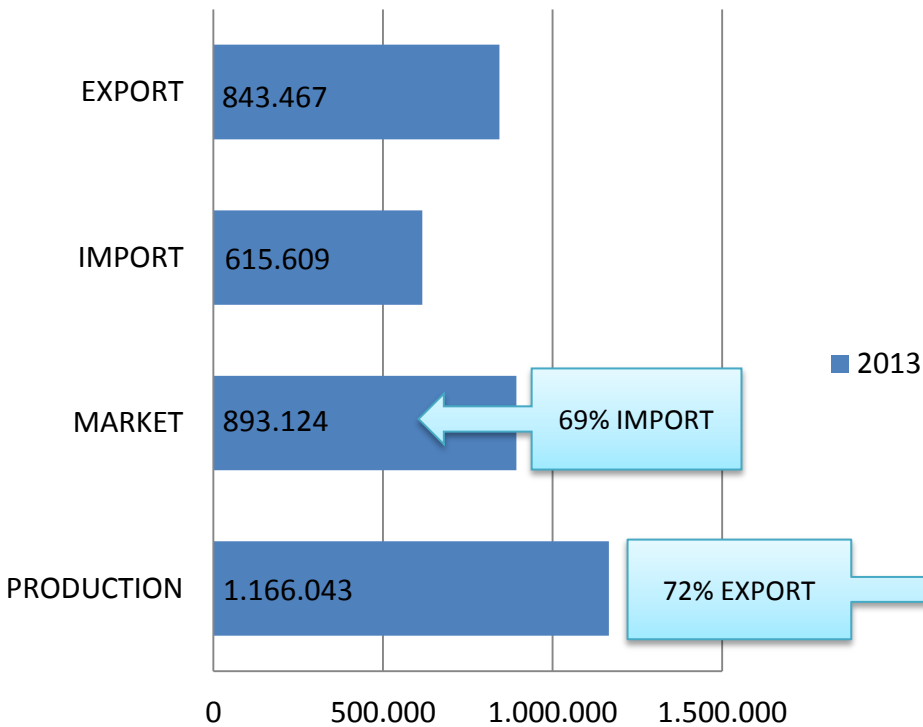
China and India becoming key players in global automotive market

MOTOR VEHICLE PRODUCTION



High quality, strong supplier existence, customs union, strong domestic market

AUTOMOTIVE OVERVIEW



EXPORT	6 Months		2013/2014
	2013	2014	
Passenger Cars	233.032	296.156	27
Commercial Vehicles	187.825	156.435	-17
Total (Motor Vehicles)	420.857	452.591	8

IMPORT

2013 (6 mo) 2014 (6 mo)

275.617 **-25%** 204.514

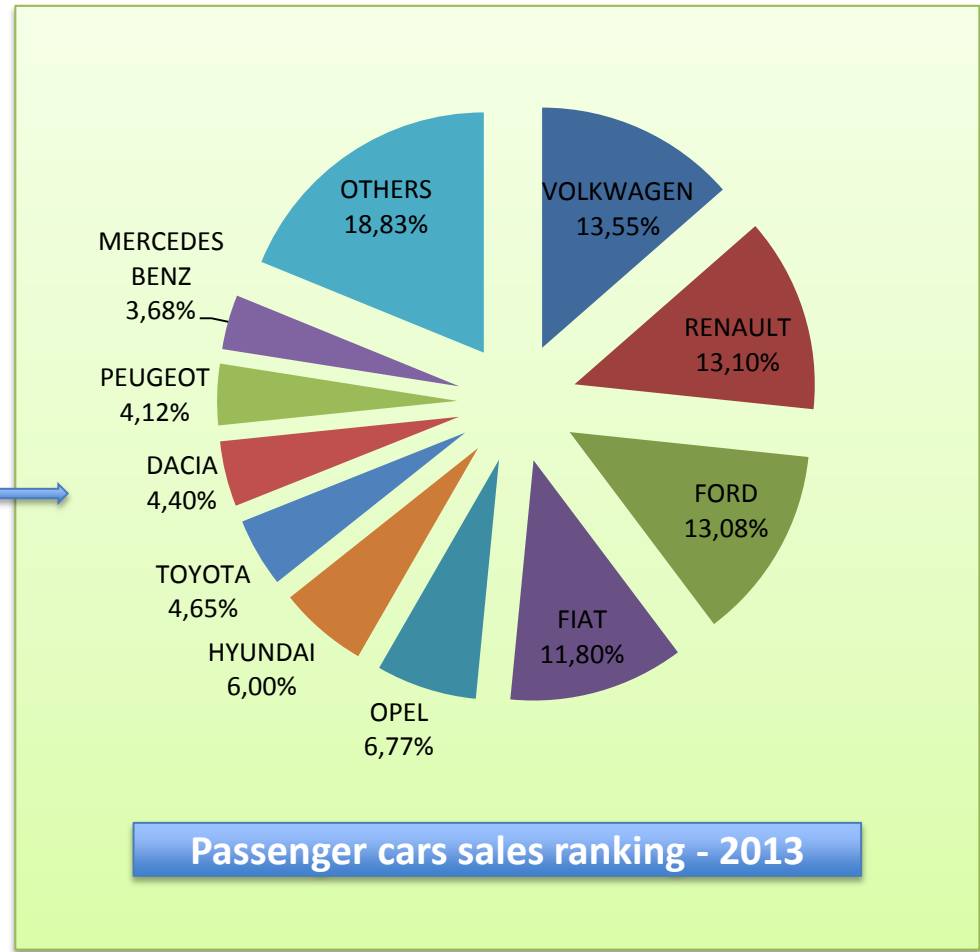
DOMESTIC MARKET (PC and CV) - 2013



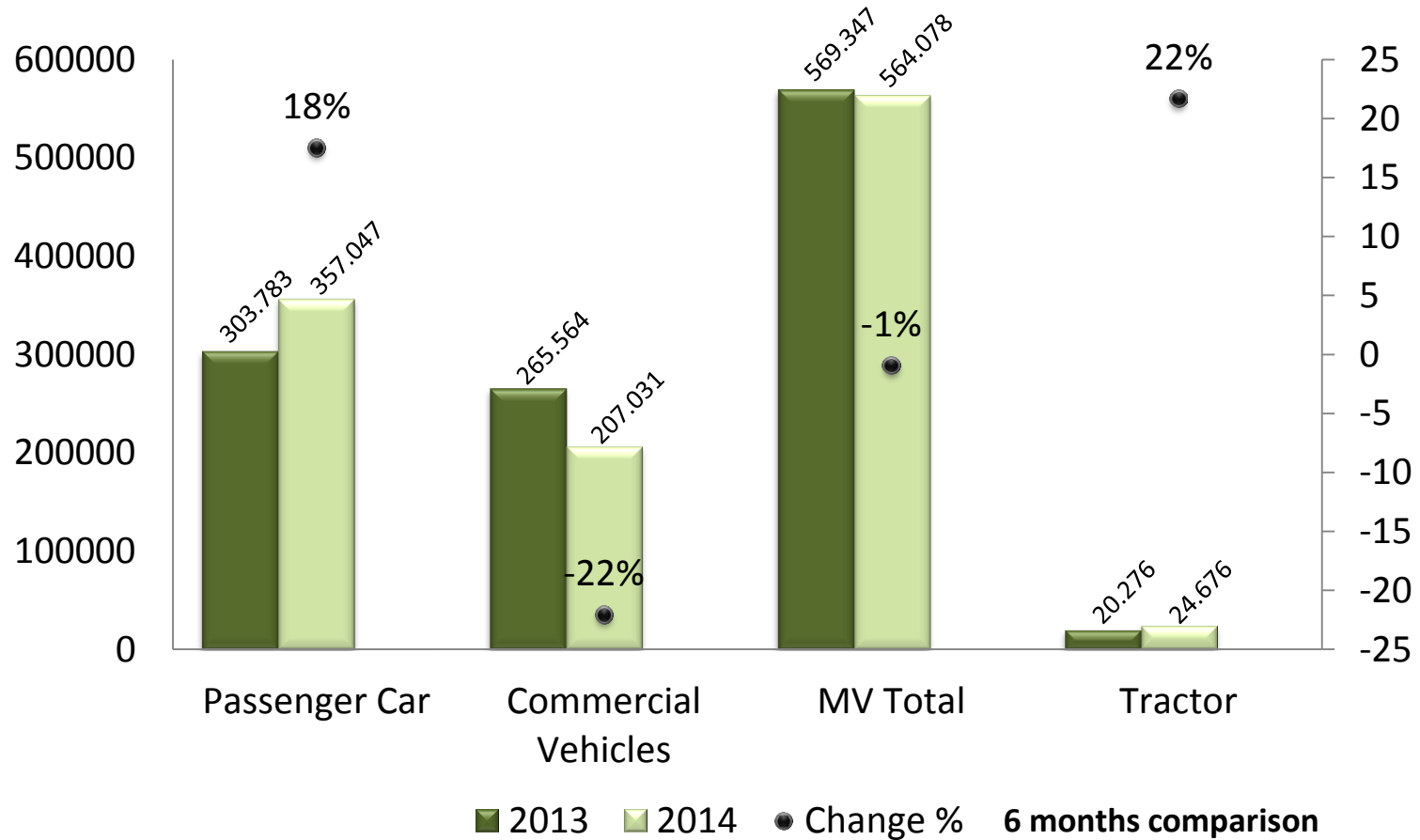
Domestic Total Market	
2009	575.869
2010	793.172
2011	910.867
2012	817.620
2013	893.124
%(2009-2013)	55,09
%(2012-2013)	9,23

Domestic Total Market

2013 (6 mo)	2014 (6 mo)
400.966	305.075
-24%	



PRODUCTION IN TURKEY – 2013 vs 2014



VEHICLE PRODUCTION IN TURKEY

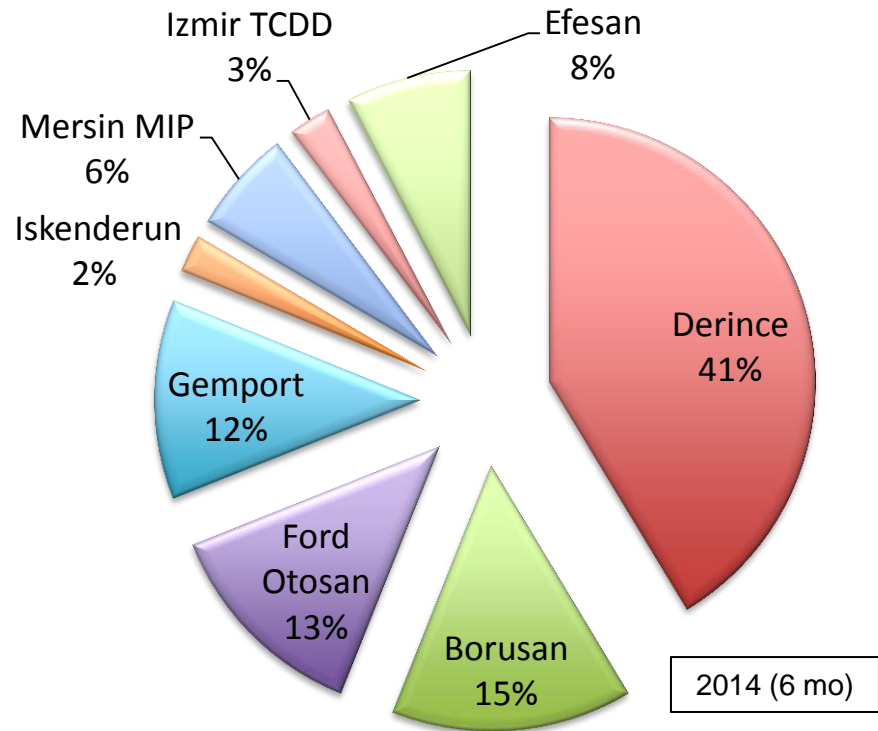
Companies	2012	2013	2014(6 Mo)
OYAK RENAULT	227.162	266.508	131.436
FORD OTOSAN	191.149	208.722	92.556
HYUNDAI ASSAN	67.453	85.500	88.040
TOFAS	154.068	160.309	75.647
TOYOTA	63.549	86.908	61.346
TURK TRAKTOR	14.572	14.402	7.712
M. BENZ TURK	4.054	5.331	1.507
HONDA TURKIYE	7.659	2.121	815
HATTAT TARIM	859	594	597
MAN TURKIYE	885	898	493
A.I.O.S.	943	770	394
OTOKAR	510	620	199
TEMSA GLOBAL	856	663	146
KARSAN	10.994	10.120	12
BMC	341	1	0
TOTAL	745.054	843.467	460.900

97%

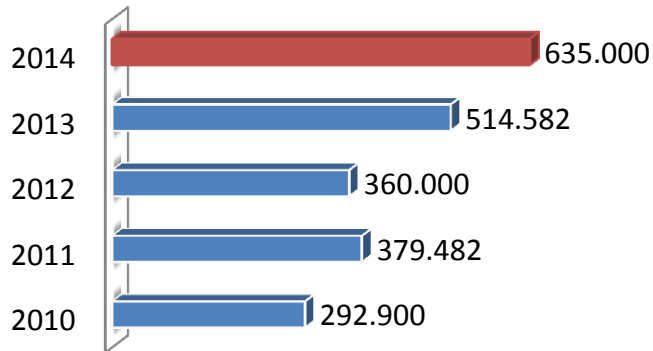
MV BRANDS		
Brand	Capacity (unit)	Model
Ford	415.000	Transit Connect, Courier
Tofaş Fiat	400.000	Doblo, Linea
Renault	360.000	Clio, Megane HB, Fluence
Hyundai	200.000	i10, i20
Toyota	150.000	Corolla, Verso, mini SUV -2016
Honda	50.000	Civic

RORO ACTIVITY AT TURKISH TERMINALS

	2013	2014 (6 Mo)
Derince	514.582	336.878
Ford Yeniköy	261.402	105.181
Efesan	70.496	62.200
Autoport	24.956	(-)
Borusan	200.937	119.720
Gempport	233.954	98.971
MARMARA - TOTAL	1.306.327	722.950
	2013	2014 (6 Mo)
Izmir TCDD	74.974	21.239
Mersin MIP	117.176	51.455
Iskenderun	63.689	18.893
TURKEY - TOTAL	1.562.165	759.278



Derince - CAGR 21 % (2010 -2014)



AUTO PRODUCTION SITES AND PORT COMPOUNDS



RORO CONNECTIONS BETWEEN BLACK SEA PORTS AND TURKEY



	TOTAL VEHICLES	
	2012	2013
ZONGULDAK-YEVPATORIA	20.679	27.007
ZONGULDAK-SKODOVSK	4.447	8.001
ZONGULDAK-SEVASTOPOL	5.323	4.477
SAMSUN-NOVOROSSIYSK	7.670	14.682
SAMSUN-TUAPSE	2.901	2.964
SAMSUN-GELINCIK	7.789	3.634
SAMSUN-KAVKAZ	1.236	895
HAYDARPASA-ILICHEVSK	11.528	18.343
DERINCE-POTI	0	646
TRABZON-SOCHI	518	228
ZONGULDAK-ILICHEVSK	0	2
TUZLA-CONSTANTA	10.883	0

Source: <http://www.kugm.gov.tr/>

RORO OPERATORS IN THE REGION



DERINCE PORT PRIVATIZATION



In June 2014, privatized for **USD 543 million** to Safi Katı Yakıt for a concession period of 39 years.

2nd bidder FIBA Holding, operator of Kumport – USD 542 M
3rd bidder Yıldırım Group. USD 510 M

Existing third party compounds:

MOL	:~50.000 m ²
Cenk Group	:~25.000 m ²
GAC	:~26.000 m ²
Mastership	:~16.000 m ²
Yakindogu	:~5.000 m ²
Logitur	:~10.000 m ² (bonded warehouse)
TOTAL	:~132.000 m²

	Existing	After investment
Port Area	396.382 m ²	787.861 m ²
Draft	4-15 m	12-15 m
Berth Length	1322 m	2500 m
Operator	TCDD	Safi Katı Yakıt

THE CLOSEST ACCESS FOR EXPORTS TO BLACK SEA COUNTRIES KARASU PORT



- ✓ In 2010, Ictas got concession for 18 years – BOT project of USD 73 million.
- ✓ Ictas is a construction company who is among the contractors of the 3rd Istanbul Bridge, St Petersburg Airport and highway.
- ✓ 250.000 sqm planned as a multipurpose terminal. Construction expected to re-start soon.
- ✓ Shorter t/t and vessel running costs, by-passing Istanbul Strait .
- ✓ Ideal location for exports of motor vehicle production to Black Sea countries.

TURKEY'S HUB ROLE IN THE REGION

- Crossroads between Asia and Europe, Black sea, Africa and M.East.
- Stable economy, quick recovery, healthy banking system.
- Road infrastructure, biggest truck/trailer fleet in Europe.
- Railway liberization.
- Low risk of strikes.
- Strong domestic market for both container and ro-ro transportation.

S

- The economic and political unrest in Iraq and Syria.
- Customs ban for second hand vehicles in transit to Syria.
- Lack of inland storing yards, distribution centers for CBU.
- High port D/A, e.g. sanitary dues. - double of Med average .
- Uncompetitive bunkering and ship supply.
- Lack of IT systems (RFID, scanners, ipads) and PDI services at some of the terminals.
- Lack of terminals to increase cabotage trade.

W

- Restricted Bosphorus passage due to safety and environmental concerns and weather conditions.
- Trade bans imposed by Russia to EU countries.
- Low car penetration in Turkey and Black Sea Countries.
- supporting international trade with cabotage shipments.
- Turkish flagged vessels to increase efficiency of ports in terms of coastal trade.

O

- Uncertainty about the future of Turkey's busiest ro-ro terminal, Derince.
- Transit shipments to Iraq is obstructed due to IS.
- Continuous investment to Piraeus port expansion.
- OEM's trend to focus lower cost and closer locations like East Europe countries .
- CV industry has not yet adapted to the new Euro 6 emission standard for EU markets.
- Cabotage restrictions even for Turkish flag vessels. i.e. No foreign ports allowed in between two Turkish ports.

T

CATONI OFFICES



AGENCY	LINER
PORT LOGISTICS	SHIP AGENCY
	FREIGHT FORWARDING
	CHARTERING
INTEGRATED ENERGY LOGISTICS Offshore supply base logistics Onshore oilfield logistics Freight management Inventory management Waste management	

SINCE 1846



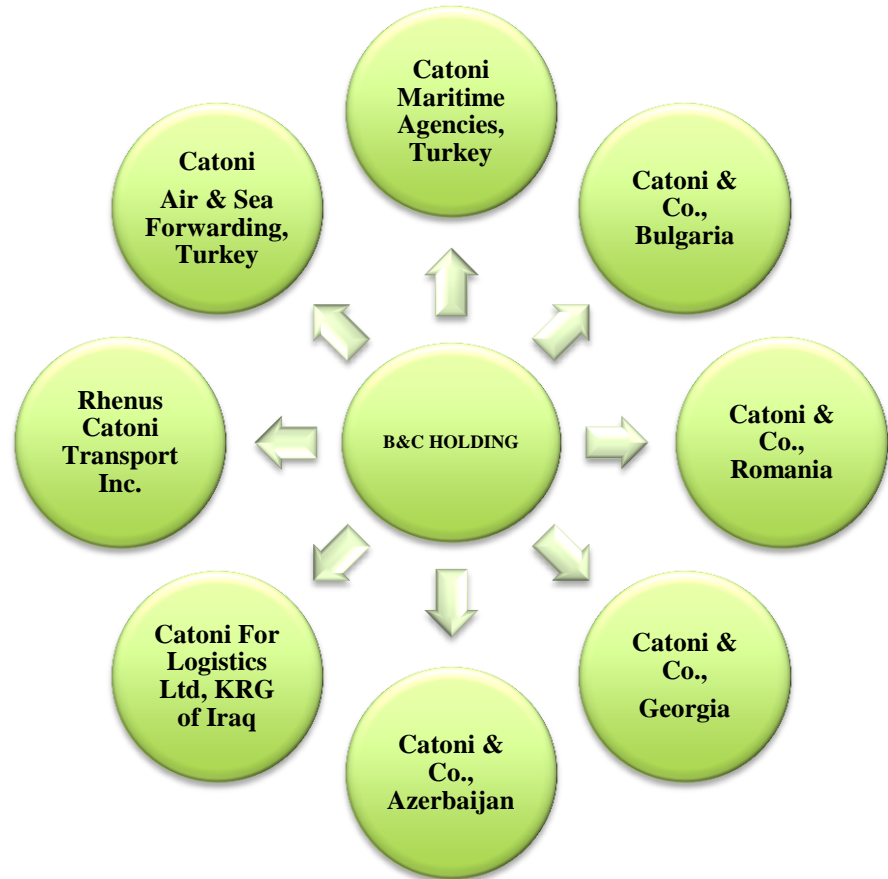
Catoni Group was founded in 1846 by an Italian refugee who immigrated in to this land to continue the family business of shipping under the name of **Belfante & Catoni**.

Today, the company turned out to be one of the most diversified service provider that includes **shipping, forwarding & logistics and trading** activities.



Catoni at a Glance (2013)

- 12 Offices
- 148 Employees
- \$45M Consolidated Turnover
- 850 Vessels Handled
- 29.500 TEUs Handled
- 90.700 Vehicles Handled
- 1.200 Tons of Air Cargo – IATA agent
- 1.320 International Truck Consignment
- 15.000 m2 Warehouse Capacity
- **The principals represented: Bahri, Hapag Lloyd, Med-Cross Line, Nile Dutch, NYK Line, NYK RoRo, Rhenus, UECC, UN RoRo.**
- **Bs En ISO 9001: 2008** Quality Management Systems Certificate
- **Bs En ISO 14001: 2004** Environmental Management Systems Certificate
- **Bs OHSAS 18001: 2007** Occupational Health and Safety Management Systems Certificate



CATONI



**RHENUS
LOGISTICS**



**RHENUS
CATONI**

RHENUS GROUP – KEY FACTS OVERVIEW

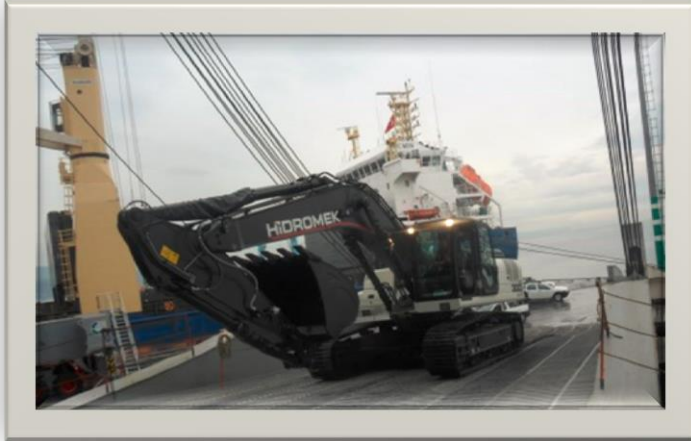
- Over 290 locations in 37 countries
- Own network in Europe and Asia
- 38 sea and inland ports in Europe.
- 18,000 employees
- Turnover of € 3 bn.
- Over 2 million m² covered warehousing space
- Over 7,000 trucks daily
- Over 19 million tons per annum transport volume
- Over 40 million tons of bulk cargo per anno transhipped at inland and sea ports
- Over 1 million TEU container handling per anno at trimodal terminals



FACTS & FIGURES ABOUT RMS

- Headquarters in Duisburg
- 81 vessels under control, primarily coasters with 1000-4000 ts dwcc; and container ships for 200-1650 TEU
- Currently 40 river-sea going vessels in operating by RMS Duisburg
- Total transport volume of RMS-Group abt. 7.5 Mil. ts p.a.

OUR RORO SERVICES



EME SERVICE

FROM EUROPE & MEDITERRANEAN TO MIDDLE EAST

FREQUENCY: 1-2 SAILINGS PER MONTH // VESSEL TYPE: 5000-6000 RT RAMP CAPA 80-150 TON
REGULAR CALL

POL: BREMERHAVEN, HAMBURG, ANTWERP, SOUTHAMPTON, BARCELONA, SAVONA, GEMLIK (BORUSAN)
POD: AQABA, JEDDAH, PSQ, DUBAI, ABU DHABI, DOHA, BAHRAIN, DAMMAM, KUWAIT, MUMBAI



OUR RORO SERVICES



OUR RORO SERVICES





CATONI GROUP

since 1846

CATONI MARITIME AGENCIES SA

murat.hatabay@catoni.com.tr

+ 90 533 2639335 + 90 212 3934218