

Developing a World-Class Port for the Black Sea

Linking
Europe, Asia,
the Middle East,
and Africa



Erhan CILOGLU
YILPORT HOLDING INC.
Chief Marketing Officer



Istanbul / September 2014



Overview of YILDIRIM GROUP

Headquartered in Istanbul

International family-run holding company established in 1963 in Samsun, Turkey

Domestic strength, global reach

Currently active in over 15 countries spanning 5 continents with Turkey as home base

The Group's vision for growth will leverage our presence across the globe



SECTORS - Industry

Mining & Ferroalloys
Fertilizer & Chemicals
Coal & Coke
Construction
Energy
Real Estate Development

SECTORS - Maritime

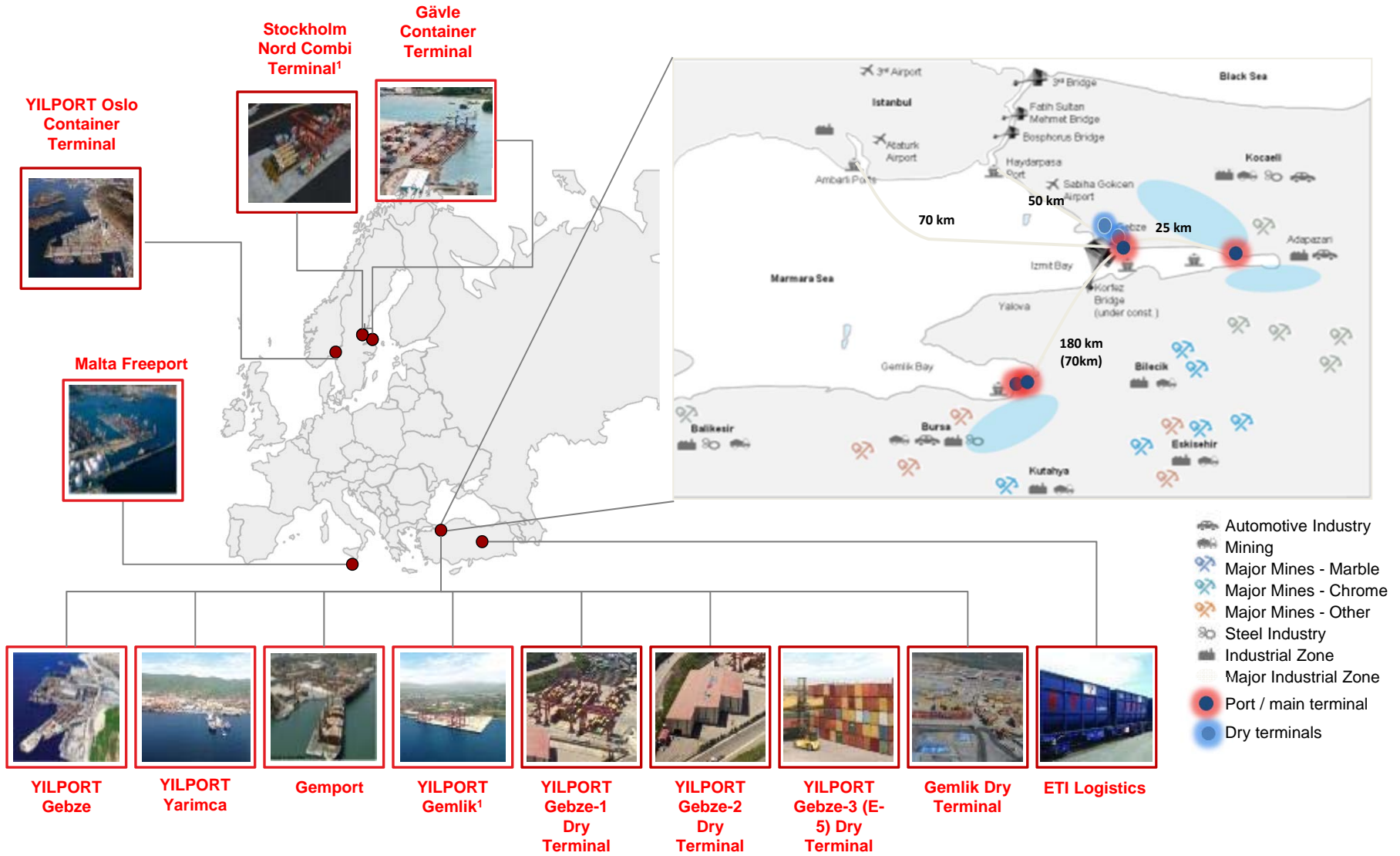
Port Management
Shipping & Ship Building
Fleet Management
Private Equity (CMA-CGM
Sealease)



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YILPORT Locations



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Company Overview – Key facts of YILPORT

Privately Owned,
Multi-Purpose Port
Operator

Acquired Gemport and
Rotaport in 2012,
Gavle Container Terminal,
Stockholm Nord Combi
Terminal and Oslo
Container Terminal in 2014

Average 28.8 mph
Crane Productivity
99% Crane Availability

Turkey's
#1 State-of-the-art
Container Terminal
Operator

Group Owns
4 ports in Turkey,
1 port in Malta,
2 terminals in Sweden and
1 terminal in Norway

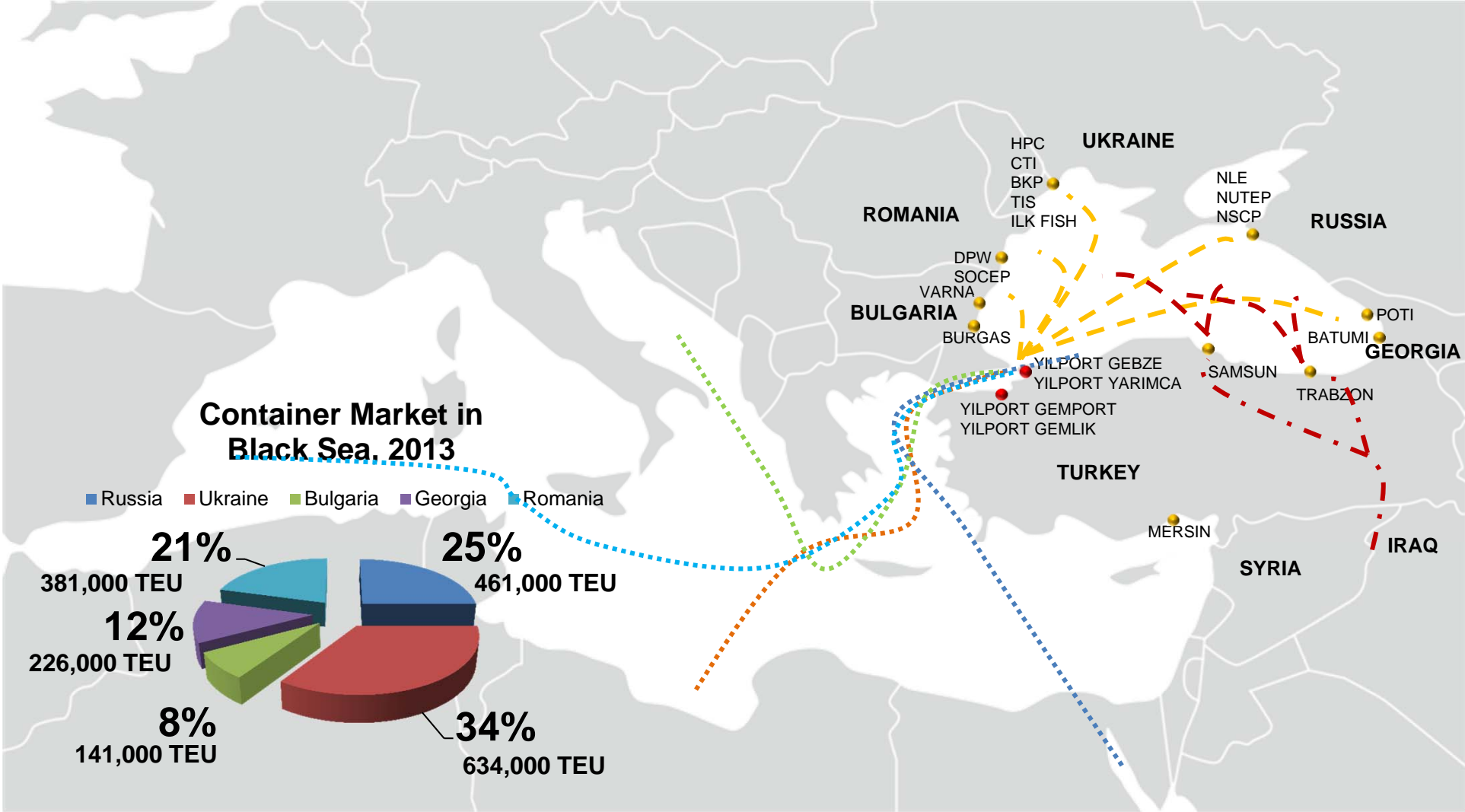
Complete Solutions
& Service Provider
"one-stop-shopping"

Consolidated
5.9 million TEU
Container Throughput
Capacity

850,000 CEU
Handling Capacity

16 million tons
General Cargo &
1.65 million m³
Liquid Cargo Capacity

Trades



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What do our customer need?

Customer Needs

- **Customer Service**
 - Well-equipped operations and well-trained employees
 - Established relationships
 - Fast customs services
 - Account management
- **Flexibility**
- **Attention to detail**
- **Availability of information**
 - EDI process
 - 24/7/365 service



Customer Needs

Simple processes

- Less paperwork
- Automated Gate Systems
- Fast data analysis



Customer Needs

Variety of services

- Container, RoRo, liquid, bulk, general cargo, warehousing, logistics, feeders, CFS Area

“one-stop-shopping”

Value added services

Train

- Rail operations

Truck

- ETI Logistics

Storage

- Inland warehouses, yard services





What do our lines need?



Line Needs

Fast Service

- Consistent and high-quality service
- Maximizing velocity of cargo flows

Damage Free Operations

- Smooth and efficient loading
- Hassle-free and cost-effective exports
- Minimal number of touches
- Reliable insurance to cover any damages
- Qualified employees



Line Needs

Flexibility

- Solution oriented

Security

- ISPS
- Integrated security management system
- Dependable surveillance
- Highly trained security staff



Line Needs

Technology

- **Navis N4**
 - *Automation*
 - *Web based*
 - *Advanced integration tools*
- **EDI process**
- **Automated gate systems**
 - *OCR and integrated scales*
 - *Transactions measured in seconds*
- **Crane OCR**



Line Needs

Reliability

- Periodic and standartized tariffs
- Proven track record

Value Added Services

- CFS Services
- Feeders
- Empty depots
- Lashing
- PTI
- Repair and maintenance



Line Needs

Berth & Equipment

- Gemlik
- Multipurpose
- +1000 m. of lineer
- -17m depth
- +2000 m. total length
- 4 QC - 7 MHC



- Gebze
- Multipurpose
- 450 m. berth
- -17m depth
- +1500 m. total length
- 8 QC – 2 MHC





What do our employees need?

Employee Needs

Specialized Training

- Dual crane simulator
- Online and overseas training
- Documented safety & operational training
- In house language courses



Small turnover rates

- Less than 4% turnover



Employee Needs

Continuous improvement of technology

- IT staff continuously researching and implementing the newest technology

Highly skilled and international work force

- Highly diverse staff with employees from locations like Belgium, Japan, the United States, Spain, Italy and the Philippines

Flexible working hours



Employee Needs

HSSE

Health

- On-site medical facility

Safety

- Safety training, enforcement of safe procedures, adhere to all safety regulations

Security

- Trained security staff and 24/7 surveillance system

Environment

- LED utilization, usage of eco-friendly materials, emission permit documentation





What does the public need?

Public Needs

Corporate Social Responsibility

Education

- Internships
- Relationships with career centers at local universities
- Research and development projects
- Yilport Maritime High School



International ISO Certificates

- ISO 9001, ISO 14001, ISO 10002, OHSAS 18001



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Public Needs

Environment

- LED lighting
- Safe handling of dangerous materials
- Minimal truck idle time
- Electrical automation
- Main terminal water treatment system
- E-RTG and E-MHC projects
- Trained and prepared spill-response teams



What's Next?

By 2025, YILPORT aims to rank among the TOP 10 port operators in the world.
With 5 new terminals in the last 2 years,
we're making every move count.

TURKEY

2005 - YILPORT GEBZE
2012 - YILPORT YARIMCA
2012 - YILPORT GEMPORT
2013 - YILPORT GEMLIK

MALTA

2011 - MALTA FREEPORT

SWEDEN

2014 - GAVLE CONTAINER TERMINAL
2014 - STOCKHOLM NORD COMBI TERMINAL

NORWAY

2014 - SJURSOYA CONTAINER TERMINAL OSLO

Thank you for your attention

