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## AN ALTERNATIVE CONNECTION FOR THE BLACK SEA TRADE



**IBRAHIM DOLEN**  
Head of Borusan Port & International  
Chartering-Project Cargo

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## Borusan Holding



Steel & Pipe



Distributorship



Logistics




Energy

 **BORUSAN  
MANNESMANN**

 **BORÇELİK**



 **KERİM ÇELİK**

 **BORUSAN  
PASLANMAZ BORU**

 **BORUSAN  
MÜHENDİSLİK**



 **BORUSAN  
MAKİNA** 

 **BORUSAN  
GÜÇ SİSTEMLERİ** 

 **SUPSAN**

 **Marheim  
TÜRKİYE**

 **BORUSAN  
LOJİSTİK**

 **BALNAK**

 **BORUSAN** — **EnBW**  
Enerji Grubu

4,5 billion \$ revenue  
7.200 employees

 **BORUSAN  
LOJİSTİK**

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## Borusan Lojistik Milestones

**1973**

Founded as  
Boru  
Transport

**1984**

First Borusan  
Jetty Built

**2000**

Second jetty  
started  
operations to  
serve  
container  
liners

**2006**

Borusan  
Logistics  
established as  
part of our  
vision of  
leadership  
beyond  
borders

**2010**

Borusan Port  
Expansion  
Investment  
(port capacity  
doubled)

**2012**

Acquisition of  
Balnak



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## Borusan Port Services

### Container



- Loading \ Unloading
- Container CFS Operations
- Reefer Container Port Services
- Empty Container Depot
- Fully Integration with Liners

### Ro-Ro



- Loading \ Unloading
- Stevedoring
- On board lashing
- Detection and repair of small damages on cars

### General Cargo



- Loading \ Unloading
- Terminal Services
- Bonded \ Unbonded Warehousing

### Project Cargo



- Loading \ Unloading
- L/S/D services for **all kind of oversize cargos**
- Bonded \ Unbonded Warehousing

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## Borusan Port Terminals

### CONTAINER&RO-RO TERMINAL



- 560 m linear berthing place
- 14,5 m maximum depth
- Welcomes super post panamax type vessels

### MULTI – PURPOSE TERMINAL



- Total 788 m berthing place with 4 alternative piers
- Maximum 254 m linear berthing place
- 12 m maximum depth
- Welcomes panamax type vessels

**280.000 m<sup>2</sup> of Bounded**  
**80.000 m<sup>2</sup> of Unbounded Area**  
**360.000 m<sup>2</sup> total area**

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## Borusan Port capacities...

**450.000**  
**TEU** per year



**300 K**

Ro-Ro (cars) per  
year

**5 Million**  
**TONS**

General Cargo per  
year



**130 Million \$**  
investment  
2008 - 2015

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## Borusan Port Tomorrow



### Capacity @ 2015

General Cargo: 5M m.ton  
Container: 450K TEUs  
Ro-Ro : 300K CEUs



### Capacity @ 2019

General Cargo: 6,5M m.ton  
Container: 650K TEUs  
Ro-Ro : 300 K CEUs

**A** - 450 m liner berth is under expansion , (total berthing place will be 560 m) - 2015

**B** - 165 meters long berth (old jetty) will be reconstructed and will be 300m - 2017

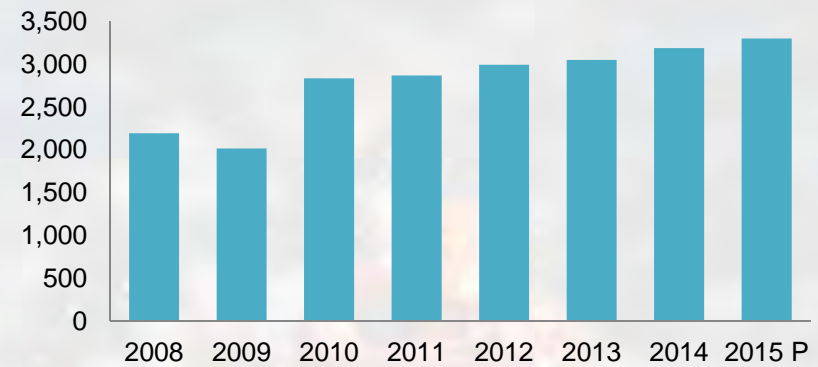
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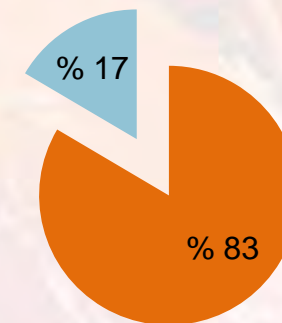
## General Cargo & Project Cargo Services



Volumes (mton)



Market Share by April 2015



■ Borusan Port ■ Other ports @ Gemlik

- Bonded and unbonded warehouses and A- type antrepot areas
- Daily handling volume : 6.000 tons



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## General Cargo & Project Cargo Services

### IT Systems

- The entire operation is followed by BOPSNET (Borusan Port Service Network).
- All products are labeled with RFID.
- Customers are regularly updated with special reports.
- Interconnecting and integrating with customer systems. (EDI)
- Web-based ship registering.
- Online customer monitoring of cargo information



### Equipments



#### **1 Gottwald HMK7608 Crane**

Max lifting capacity: 140 Tons

#### **2 Gottwald HMK260E Crane**

Max lifting capacity: 100 Tons

#### **2 Liebherr LHM 150**

Max lifting capacity: 40 Tons

#### **7 Heavy Tractors**

#### **13 Light Tractors**

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## Project Cargo Services

- With advantage of equipment park, easy connection to high ways, large gateway and closeness to industry zone; Borusan Port could handle the largest project cargoes in Turkey.
- Furthermore, Borusan port is a good option as a transit port to Caspian Sea from Far-East, West-Europe, America.



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## Project Cargo Services

-The top three highest tonnage single piece project cargo loads handled in Turkey were all dispatched from Borusan Port.

- 1.100 ton / unit
- 550 ton / unit
- 350 ton / unit



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## Project Cargo Services



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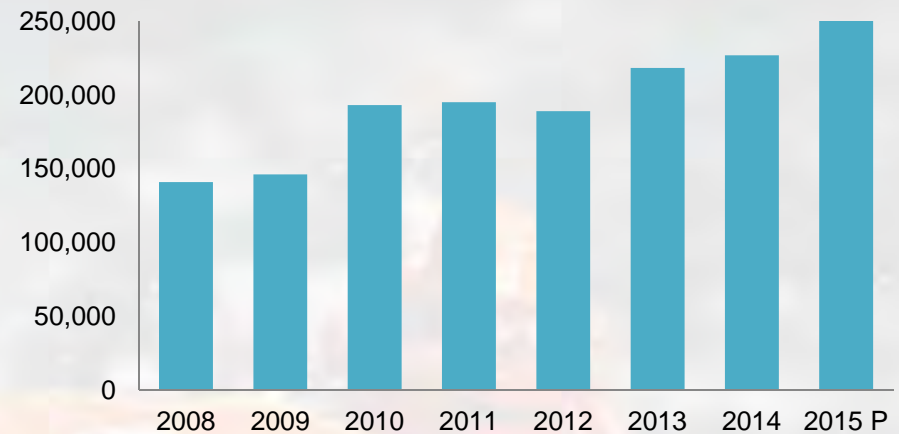


## Container Services

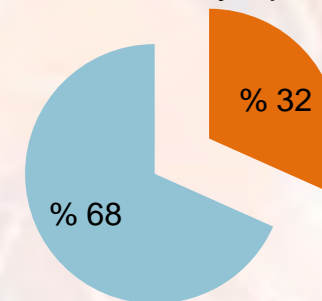


- 560 m linear berth
- 120.000 sqm terminal area
- 3 SSGs, 8 RTGs
  
- Operation rate : 90 containers/hour
- Truck turn time : Less than 25 min

Volumes (TEUs)



Market Share by April 2015



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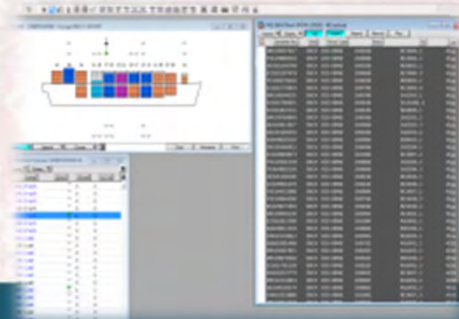


## Container Services

### IT Systems



- Borusan Port is using Navis Sparcs N4 since 2011.
- Container operations are tracked through automatically generated work orders.
- Prime Route ,Autostow and Expert Decking modules enable truck optimization, faster and efficient planning.



### Equipments

#### 3 SSG Cranes



- 1 x 20 Row handling
- 2 x 18 Row handling
- 60 Tons lifting from 50 m.
- Twin lift spreader
- 30 + moves\hr\crane

#### 8 RTG Cranes



- 41 tons lifting capacity
- 7+1 stacking width
- 5+1 stacking height

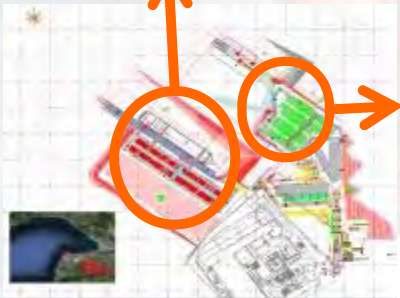
#### Stackers

- 7 Reach stackers

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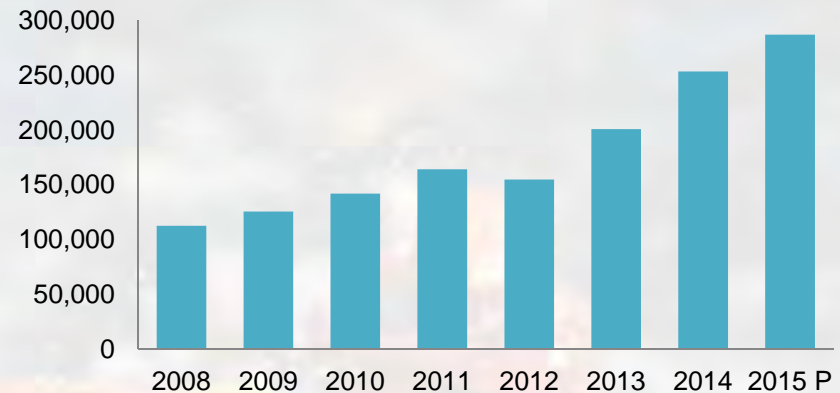


## Ro-Ro Services

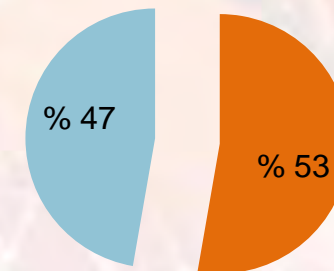


- Wide range terminal area
- Operation rate : 130 units / hour

Volumes (CEUs)



Market Share by April 2015



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## Certificates

**ISO**  
9001:2008  
Quality Management



**ISO**  
14001:2004  
Environmental Management

**ISO** 10002:2004  
Customer Satisfaction

**ISO** 27001:2008  
Information Security Management

**ISO** 50001:2011  
Energy Management

**OHSAS**  
18001:2007  
Occupational Health and Safety  
Management

**ISPS**  
Port Safety  
Management

**IIP**  
Human  
Resources

**Carbon  
Footprint  
Verification**





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## Conclusion

Borusan Port is ;

- In the strategic location of East Mediterranean and Black Sea maritime routes
- In the intersection point of East-West, North-South directed international transportation corridors
- A major import and export gate into the Turkish heartland.
- A key transit hub for Black Sea & Caspian.

&



➤ ready offering all kinds of port & terminal services;

- to consolidation and transshipment of the cargo from different parts of the world to Black Sea with the experience, market share, equipments, capabilities and superior location.