



"Your Safe Harbour"

4th Black Sea Ports and Shipping 2015 Istanbul 28-29 May 2015

"New Port Development in Aliaga – Izmir"

Süleyman Çokan
Petlim Limancılık Ticaret A.Ş.
Operations Manager

Asset Owner



PETLİM LİMANCILIK TİCARET A.Ş.

Project Consultant and Superintendence (PMC)



2ER MÜŞAVİRLİK PROJE KONTROLLÜK VE TİC.A.Ş.

Operator



APM TERMİNALLERİ LİMAN İŞLETMECİLİĞİ A.Ş.

Petlim Limancılık Ticaret A.Ş.

- Petlim Limancılık Ticaret A.Ş. was incorporated as a wholly-owned subsidiary of Petkim in November 2010. Currently, it's owned 70% by Petkim and 30% by Goldman Sachs.
- Representing one of the vital rings of the value site chain characterized by the "Refinery-Petrochemical-Energy-Logistics Integration", the Petkim Container Terminal is launched for the "logistics" leg.
- For the sake of growing in the field of logistics and kicking off container operations in the port, Petlim collaborates with APM Terminals, a globally reputable organization in the field of container terminal operations.

Petkim Container Terminal Project - General information

- Petlim is responsible for the design, construction and financing
- The terminal will have an initial capacity of 1,5 million TEU/Year.
- With it's -16 m deep basin Petkim Container Terminal enables bigger sized vessels to berth.
- First phase will be completed in 2015 and second phase in 2016.
- When completed, the terminal capacity will be almost 50% larger than the current TCDD Alsancak Port capacity.

Petkim Container Terminal Project – Adding value

- First terminal operating facility of APM Terminals in Turkey with collaboration of Petlim Limancilik ve Ticaret A.Ş.
- Easier and shorter arrival and berth access for bigger sized vessels in region.
- During the construction phase app. 1000 and during operation phase app. 300 jobs will be created.
- Shipping lines and Turkish industry prevent spending extra time in ports such as Alexandria and Piraeus. Customers will decrease their freights and local costs.
- The terminal will provide high quality and comply with international standards with it's "Green Port Concept".
- Aliğa and Izmir region will become a new logistics center.
- Last major port call before entering Marmara and Black Sea

Terminal overview – end of 2016

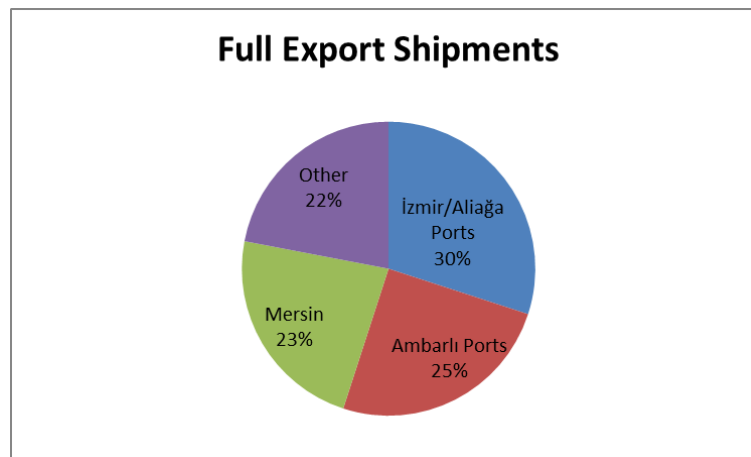


Project is supported by Turkish and Danish Governments, official ceremony dated March, 20th 2013



Aliğa/Izmir ports status

Aliğa/Izmir region is the export locomotive of Turkey. 30% of the country export volumes are shipped out via Aliğa/Izmir ports.



Forecast for the Aegean region by the Ministry of Transport, Maritime Affairs and Communications

| | Worst | Intermediate | Best |
|-------------|-----------|--------------|-----------|
| 2015 | 1.365.743 | 1.569.579 | 1.774.221 |
| 2020 | 1.909.758 | 2.398.243 | 2.890.454 |
| 2025 | 2.792.112 | 3.448.715 | 4.115.606 |
| 2030 | 3.750.888 | 4.539.989 | 5.351.927 |

Resource Ministry of Transport, Maritime Affairs and Communications

Current terminal capacities vs performed volumes

| Port | 2008 TEU | 2009 TEU | 2010 TEU | 2011 TEU | 2012 TEU | 2013 TEU | 2014 TEU | Capacity |
|---------------------|----------------|----------------|----------------|------------------|------------------|------------------|------------------|------------------|
| TCE EGE - EGE GÜBRE | | 885 | 99.388 | 127.961 | 149.429 | 219.469 | 283.516 | 400.000 |
| NEMPORT | | 6.902 | 139.684 | 256.598 | 279.853 | 258.275 | 256.554 | 400.000 |
| PETKİM | | 357 | 47 | 111 | 257 | 61 | - | 1.500.000 |
| TCDD ALSANCAK İZMİR | 884.966 | 826.645 | 727.443 | 690.539 | 705.097 | 697.026 | 680.972 | 1.000.000 |
| Total | 884.966 | 834.789 | 966.562 | 1.075.209 | 1.134.636 | 1.174.831 | 1.221.042 | 3.300.000 |

Resource Türklım

Why to invest in Aliğa ?

- a) Aliğa region has been specifically identified by the Ministry of Environment and Urban Planning to invest and develop for container business.
- b) Aliğa is an industrial district, enough place for growth in hinterland.
- c) Water depth is by minimum -16 meters.
- d) Easy in/out access as it's on the navigation routes, eliminating an additional 50 nautical-mile trip before reaching Izmir.

Thank you !