

PRIVATE  
BECOMES  
STANDARD

ONE  
STOP  
SHOP

# GAME CHANGER IN PORT OPERATIONS AND MANAGEMENT

YILPORT HOLDING  
GENERAL PRESENTATION, 2021

INDUSTRIAL  
PORT  
OPERATOR



## YILPORT Holding



**Erhan CIOGLU**  
*CMO*

Joined Yilport in 2012 as the head of sales and marketing and keep leading sales and marketing together with port centric logistics division of Yilport Holding.

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# YILPORT Holding Overview



# YILPORT HOLDING – Introduction

## Who we are;

- YILPORT Holding is one of the **fastest growing global port operator** 100% owned by YILDIRIM Holding
- As of January 2021, we serve liners and customers at **22 port terminals** and **6 dry-terminals** across **10 countries** including Turkey, Portugal, Spain, Malta, Italy, Sweden, Norway, Ecuador, Peru and Guatemala
- We are a **multi-purpose port operator** with 10m TEUs of container, 22m tons of general cargo, 2.15m tons of liquid cargo, 1mm CEUs of Ro-Ro handling capacity per year
- As per Drewry league table, since 2018, YILPORT Holding has become the **12th largest international container terminal operator** globally

## Our mission;

- We see massive opportunity in the port space through continued expansion of global trade
- Building a global ports platform leveraging on industry expertise
- We have gone from being a local player to one of the world's most promising international names
- Our mission is to be within the **top 10 global port operators by 2025** and to generate long-term sustainable growth and profitability
- Further develop our international presence and further diversify our portfolio internationally

## We propose;

- YILPORT, as a multi purpose port operator, we focus on **gateway cargo** and we see a strategic focus on **cargo owners**. We are proposing sustainable business and growth to liners in our terminals
- As an **independent port operator**, we are looking to generate long term business partner with each and every liner
- Our **port centric logistic** activities support the liner-agency activities and keep the competitiveness in our ports, beyond the terminal gates
- We are proposing **world class service** level in every terminal that we are operating and strong hinterland where the liners can easily access and get the cargo

# YILPORT HOLDING's 17 YEARS TIMELINE OF GROWTH

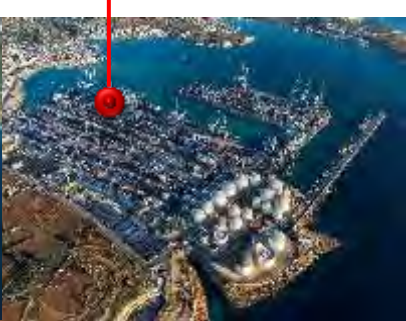
## 2004 – 2005

Acquisition of Sedefport and Alemdarport  
YILPORT Container Terminal and Port Operations Inc. established  
YILPORT Gebze terminal opened



## 2011

Acquisition of 50% Malta Freeport



## 2012

YILPORT Holding established  
Acquisitions of Gemport and Rotaport in Turkey



## 2014

Acquisitions of Gavle CT, Stockholm Nord Dry Terminal and Oslo CT.



## 2015

Acquisition of TERTIR Group (10 Terminals)



## 2016

Acquisitions of Gävle BSG, Solventas and Puerto Bolivar



## 2017

Operation started in Puerto Bolivar  
Yilport Nordic Logistics Group established



## 2018

MoU signed for Gulfport Mississippi and Taranto CT  
Acquisitions of Puerto Quetzal, Guatemala



## 2019

Puerto Quetzal, Guatemala operations started



## 2020

Taranto SCCT Terminal operations started  
Automated paper WH at Gavle



# YILPORT PROVIDES ONE-STOP-SHOP

## COMBI & INLAND

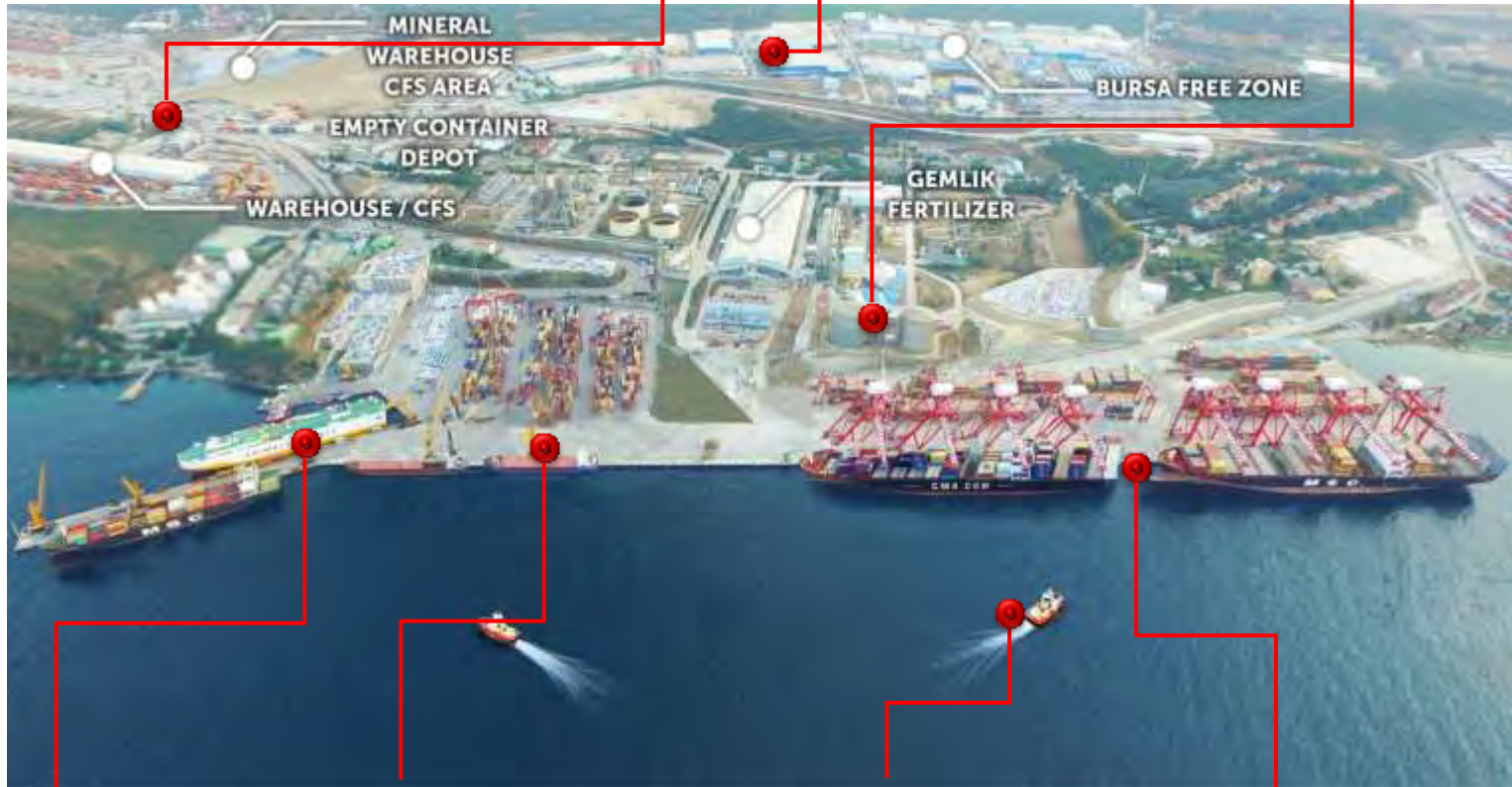
mty Depot (sweeping, repair, washing and etc...)  
Storage (bonded, temporary bonded, open, closed )  
Special yards (mineral,marble, tiles)

## LOGISTICS & FORWARDING

Freight Forwarding  
Trucking  
Rail  
Feeder  
Combined Services

## LIQUID

Vessel Operations  
Liquid to Container  
Transfer from Container to Tank  
Blending and Marking



## RO-RO

Vessel Operations  
Inspection  
PDI  
Touch-up

## GENERAL BULK

Vessel Operations  
G.C./Bulk to Container  
Project  
Lashing – Blending - Fumigation

## TUGBOAT & PILOTAGE

Maneuvering  
Tugboat  
Pilotage

## CONTAINER

Vessel Operations  
CFS (Stuffing, stripping, inspection)  
Reefer services  
IMO Services

# YILPORT HOLDING the fastest growing International Container Terminal Operator (following Drewry 2018)

10 Countries,  
22 Marine  
Ports & 6 Dry  
Terminals



#12 Global Operator

**MISSION:**  
"TOP 10" Global Operator by 2025



- Yilport Gemlik / Gempport
- Yilport Ankara
- Yilport Taranto



# YILPORT Regions / **TURKEY** - In the **HEART** of Turkish Industry and Trade



**CONTAINER**  
**3,000,000 TEUs**



**RO-RO**  
**650,000 CEUs**



**GENERAL CARGO**  
**17,000,000 TON**



**LIQUID CARGO**  
**5,720,000 M<sup>3</sup>**

- Located in the Marmara region, YILPORT's multipurpose Turkish terminals offer the best solutions among local competitors. Each terminal is located at different coasts of Marmara Region. All of them are located in the hearts of industrial zones.
- The terminals are also closely connected to main highways and offer easy access. Terminals all utilize bonded and non-bonded areas, warehouses, supported by end-to-end logistic services. YILPORT Turkey's terminals in Marmara offer customers entire import and export operations 24/7 with the famous YILPORT discipline and global know-how.



Gebze

Gemport

Solventas

Rotaport

BURSA

**Multi Purpose**   
**Bulk & Grain**   
**Liquid** 



# YILPORT GEMLIK - GEMPORT

## NEW TRANSSHIPMENT HUB IN MARMARA SEA

Berth Max. Vessel Size Handling Capacity:  
**ULCV - 24.000 TEUs**

Member of YILPORT HOLDING INC.

**Capacity:**  
Container: 2.000.000 teu  
General Cargo: 6.000.000 mt  
Liquid: 500.000 cbm  
Roro: 500.000 ceu

**Warehouse:**  
Covered: 21.000 m<sup>2</sup>  
Open: 75.000 m<sup>2</sup>

**Length of Quay:**  
13 Berths, 2.050 m

**Drafts:**  
Container: 12 – 35 m  
General Cargo: 10 – 14 m  
Liquid: 12 – 16 m

**Equipment:**  
QC: 8  
RTG:30  
MHC: 6  
RS: 6, ECHs: 3

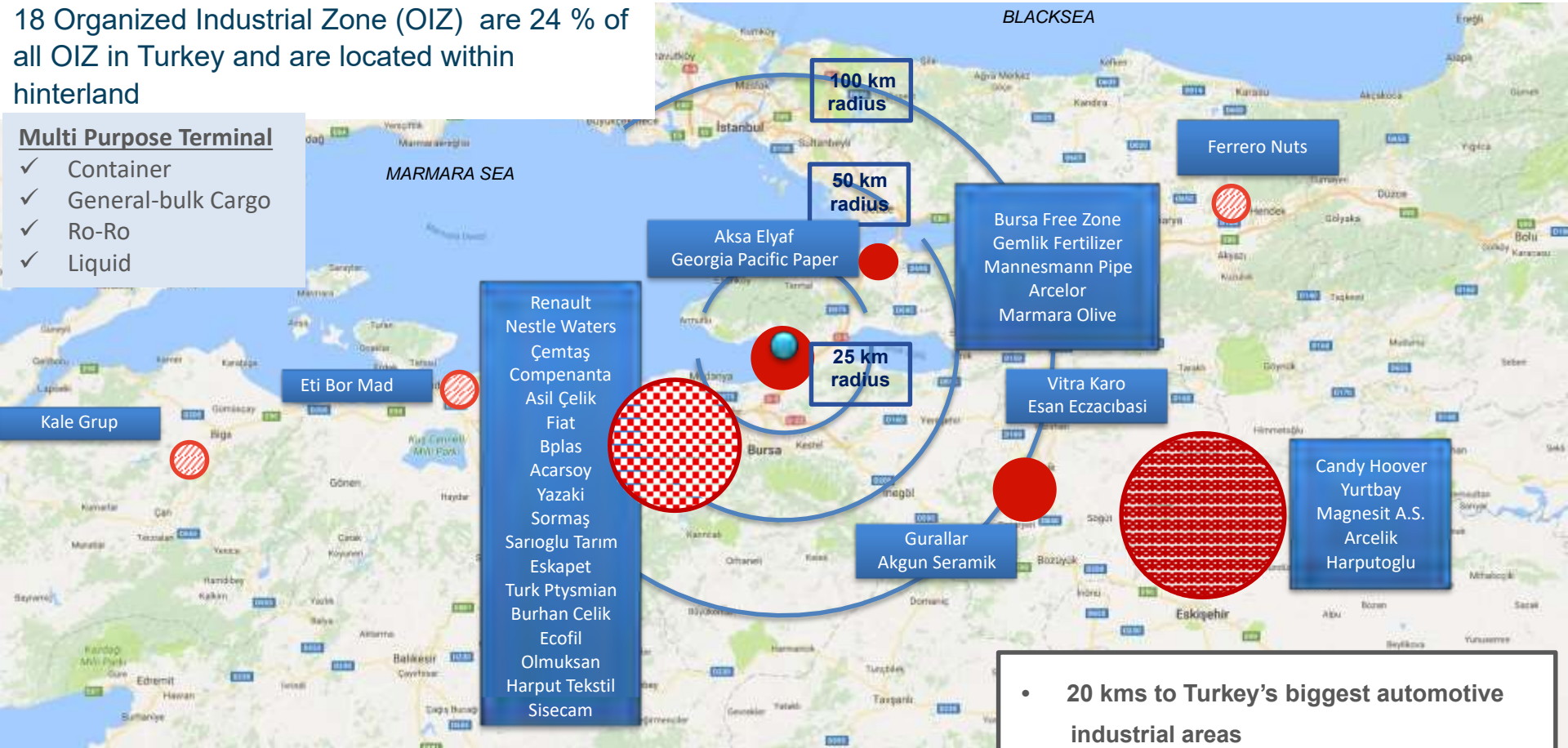
**Latitude & Longitude:**  
40°24'59.28"N  
29° 6'40.13"E

**Terminal Area:**  
1.250.000 m<sup>2</sup>

# YILPORT GEMPORT / Perfect Location And Accessibility

18 Organized Industrial Zone (OIZ) are 24 % of all OIZ in Turkey and are located within hinterland

- Multi Purpose Terminal**
- ✓ Container
  - ✓ General-bulk Cargo
  - ✓ Ro-Ro
  - ✓ Liquid



## Main Industries

- Automotive
- White Goods
- Minerals & Marbles
- Textile
- Forest Products
- Food Products
- Plastics

- 20 kms to Turkey's biggest automotive industrial areas
- Accessibility without congestion
- Main export gate for minerals & marbles
- YILPORT Gempport's hinterland
- Generates %27 of Turkey's GDP

# YILPORT GEMPORT TERMINAL INFORMATION



**Total Terminal Area**  
1.250.000 m<sup>2</sup>

**Total Length of Quay: 2,050 m**  
(Linear 1050 m Berth)

**Draft of 17 meters**  
on linear berth

**Main Terminal:**  
1.000.000 m<sup>2</sup>

**Dry Terminals:**  
250.000 m<sup>2</sup>

**Equipment**  
8 QC's 23 out reach  
5 MHC's 16 out reach

**Multi Purpose Terminal**

- ✓ Container
- ✓ General-bulk Cargo
- ✓ Liquid
- ✓ Ro-ro



**Dry Terminal**

- ✓ built-in or adjacent logistics parks
- ✓ warehouses,
- ✓ dry terminals
- ✓ tailor-made logistics services to final customers



**2.000.000**  
**TEU/yr**

**5.000.000**  
**mt/yr**

**500.000**  
**m<sup>3</sup>/yr**

**700.000**  
**CEU/yr**

# YILPORT GEMPORT - GEMLIK



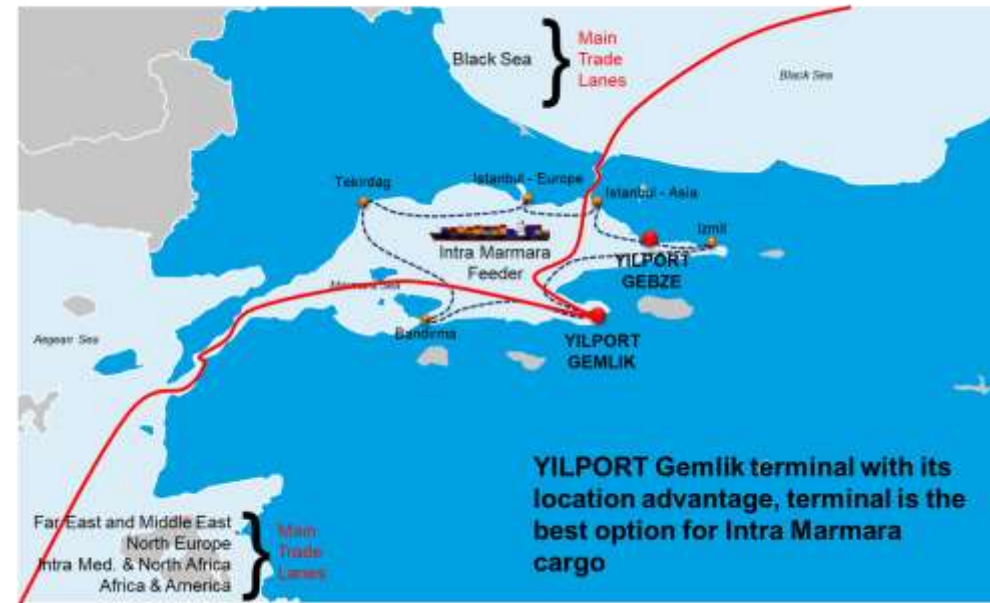
- Gemport is a multi purpose terminal which provides container, general-bulk cargo, liquid and ro-ro terminal services. Gemport offers a unique combination of built-in or adjacent logistics parks, warehouses, dry terminals and tailor-made logistics services to final customers. The company also has an exclusive license to provide tugging services in the Gemlik Bay. The total supply-chain solutions offered at the facility are unique in Turkey and strengthen YILPORT's partnerships with leading traders.
- Focus on minerals, tiles, marble and automotive, textile and forest products export as cargo volume drivers.
- State of the art terminal with 2m TEU container handling capacity as well as dedicated multi-story car park (capacity: 9,500 vehicles) for vehicle exports.
- Gemport's ability to offer packaged deals for services calling both Izmit Bay and Gemlik Bay is a key competitive advantage.



# YILPORT GEMLIK

- ✓ No Restriction on berthing
- ✓ Fast Productivity / 6 cranes vessel productivity of 180 mph
- ✓ No impact on transit time for the end destination
- ✓ Last call to take the export cargo to Far East

Feeder network from YILPORT Gemlik to intra Marmara



- Bulk to container
- Liquid to container

**Multipurpose concept allows efficient and cost effective containerization**

Hub for Black Sea t/s and regional empty repositioning





# YILPORT ANKARA INTERMODAL TERMINAL PROJECT

**THE 5<sup>th</sup> BIGGEST ORGANIZED INDUSTRIAL ZONE IN TURKEY**

# YILPORT ANKARA INTERMODAL HUB PROJECT



**Connect to YILPORT GEBZE via weekly scheduled Trains**

Yilport Gebze → Bilecik → Bozuyuk → Eskisehir → Yilport Ankara

➤ **Hinterland** – Ankara / Cankiri / Kirikkale / Samsun / Giresun / Trabzon / Rize / Konya / Aksaray / Kayseri

➤ **Trains Ankara to/from** Izmit Bay / Mersin / Iskenderun / Izmir Alsancak – Aliaga / Ereğli / Samsun



# ETI LOJISTIK ANKARA INTERMODAL HUB - October 2021 Go-Live

- Sustainable solution focus on cargo - Privilege Becomes Standard
- Cost effective - competitive terms generates value proposition
- Ankara's one and only logistic platform serves for intermodal modes
- Integrated solutions with ports and container lines
- A platform to convert general and bulk cargo to containerized cargo

- Growth Drivers**
- Steel
  - Construction Materials
  - Aviation
  - Automotive
  - Plastics
  - Furniture
  - Minerals
  - White Goods



- YILPORT Ankara
- Gebze / 470km - 10 hours
- Körfez / 450km - 10 hours
- Mersin / 1045km - 20 hours
- Izmir / 800km - 18 hours
- İskenderun/1165km- 24 hours

### Potential Clients

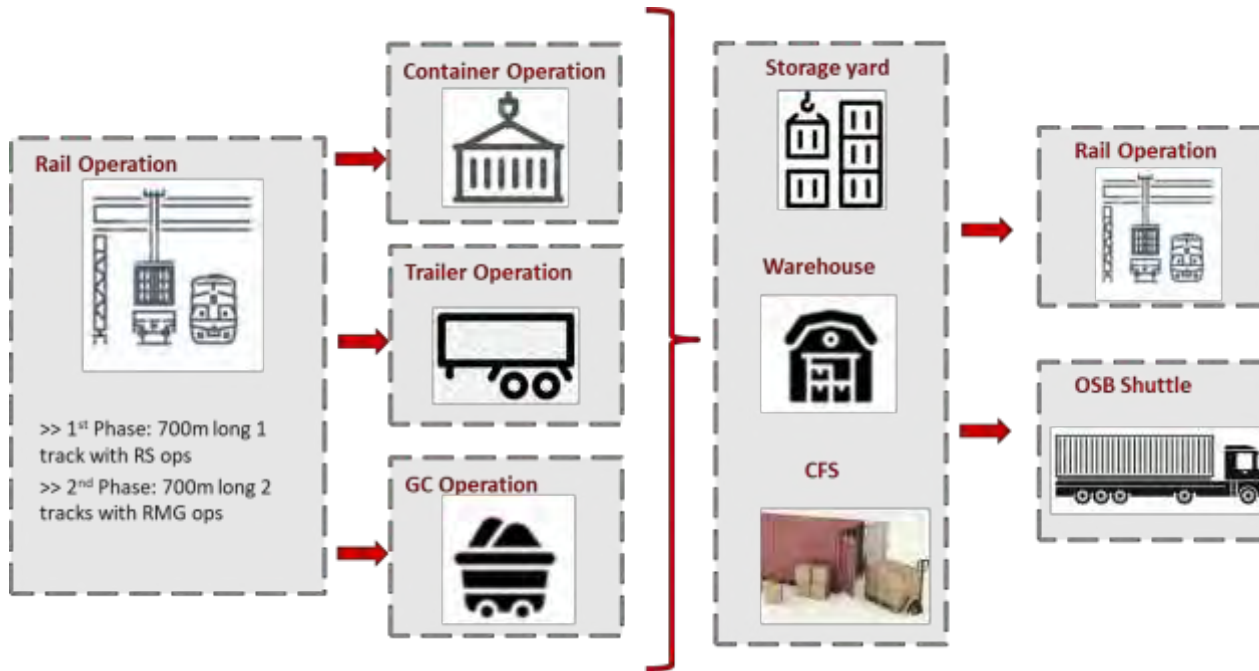


✓ **Competitive transit time allows cargo flow to shift from road to rail - Access to all ports of Turkey less than 24 hours**

✓ **Only in Ankara more than 1500 exporters – producers - mills**

# YILPORT ANKARA INTERMODAL HUB; One Stop Shop

## Multipurpose Operations



### Available Capacity

- Total **70ha** area
- Total **700m** rail length with **2 rail tracks**
- **500,000 TEU** Storage capacity
- **70,000 TEU** Custom bonded storage capacity
- **6,700 sqm** closed warehouse for storage and CFS activities



### Fully Equipped Services

-  2 RMG
-  9 Reach Stacker
-  2 Empty Cont. Handler
-  14 Truck + Trailer
-  8 Various Size Forklifts
- + Technology Investment

# YILPORT TARANTO / MEDITERRANEAN

NEW HUB IN THE CENTRAL MED  
SOUTHERN GATE OF CENTRAL EUROPE

Member of YILPORT HOLDING INC.

**Berth Max. Vessel Size  
Handling Capacity:**

**ULCV - 24.000 TEUs**

**Latitude & Longitude:**

40° 28' 43.5" N

17° 13' 12.0" E

**Terminal Area:**

1.000.000 m<sup>2</sup>

**Capacity:**

Container: 2.000.000 teu

General Cargo: 5.000.000 mt

Roro: 300.000 ceu

**Length of Quay:**

1.800 m

**Drafts:**

16,5 m

**Equipment:**

STS: 4\*

MHC: 2

RTG: 22

RMG: 8\*

RS: 3, ECHs: 4

*\*4 QC crane will be deployed in July and additional 3 will be end of 2021. 8th RMG will be deployed end of 2021*

# YILPORT TARANTO / Economic Areas and Hinterland



## ✓ ITALY'S EXPORTS;

Have doubled in 10 years and the United States is the first destination for Italy's products outside the European Union and the No. 3 globally, behind Germany and France

## ✓ USA: THE TOP EXPORTED ITALIAN FOOD

Italy is the undisputed top supplier of **wine, olive oil, cheese, pasta and water** in value.

## Economic Products

- Olive & Olive Oil
- Grape
- Grain
- Steel
- Wine
- Grape

## Taranto Areas

- Steel
- Grape
- Food Products
- Wine

## Bari

- Textile
- Wood and Furniture
- Food Products

## Campania Region:

- Fruit & Vegetables (Nuts and tomato)
- Flowers
- Wine in Matera

## Foggia

- Automotive
- Food Processing

## Basilicata Region

- Wheat, Potato, Corn
- Manufacturing
- Wine in Matera
- Food Processing
- Automotive



#1 Puglia is Italy's top regional producer of **olive oil** with around 40% of total output

#2 Puglia is the 2<sup>nd</sup> largest **Wine Production** region in Italy

# YILPORT TARANTO is Getting Ready for Future




## Rail Line from SCCT is Active by July

Daily trains to Northern Italy;

- Bologna,
- Piacenza,
- Milano

are starting from July

 **5<sup>th</sup>**  
Crane in July

 **6<sup>th</sup>**  
crane in August

 **7<sup>th</sup>**  
crane in October

### Delivery Schedule:

- 5th STS (18 rows) in mid-July 2021
- 6th STS (18 rows) end of August 2021
- 7th STS (18 rows) mid-October 2021

Ready for  
TRANSSHIPMENT CARGO  
by July 2021

 **4**  
STS

- ✓ 2 x 18 rows
- ✓ 2 x 22 row

 **7**  
RMG

- ✓ 4 x 60 plugs by June 2021
- ✓ 4 x 60 plugs by July 2021

 **480**  
Reefer Plugs



*Thank You*