

PRIVILEGE
BECOMES
STANDARD

ONE
STOP
SHOP

GAME CHANGER IN PORT OPERATIONS AND MANAGEMENT

MITSUI-PACECO PORTAINER
S.W.L.
61Ton UNDER SPREADER (TWIN)
40.5Ton UNDER SPREADER (SINGLE)
70Ton UNDER LIFTING BEAM
120Ton HATCH COVER STAND

YILPORT QC4

MITSUI-PACECO PORTAINER
S.W.L.
61Ton UNDER SPREADER (TWIN)
40.5Ton UNDER SPREADER (SINGLE)
70Ton UNDER LIFTING BEAM
120Ton HATCH COVER STAND

YILPORT QC3

MITSUI-PACECO PORTAINER
S.W.L.
61Ton UNDER SPREADER (TWIN)
40.5Ton UNDER SPREADER (SINGLE)
70Ton UNDER LIFTING BEAM
120Ton HATCH COVER STAND

YILPORT QC2

MITSUI-PACECO PORTAINER
S.W.L.
61Ton UNDER SPREADER (TWIN)
40.5Ton UNDER SPREADER (SINGLE)
70Ton UNDER LIFTING BEAM
120Ton HATCH COVER STAND

YILPORT QC1

SC
INDUSTRIAL
PORT
OPERATOR



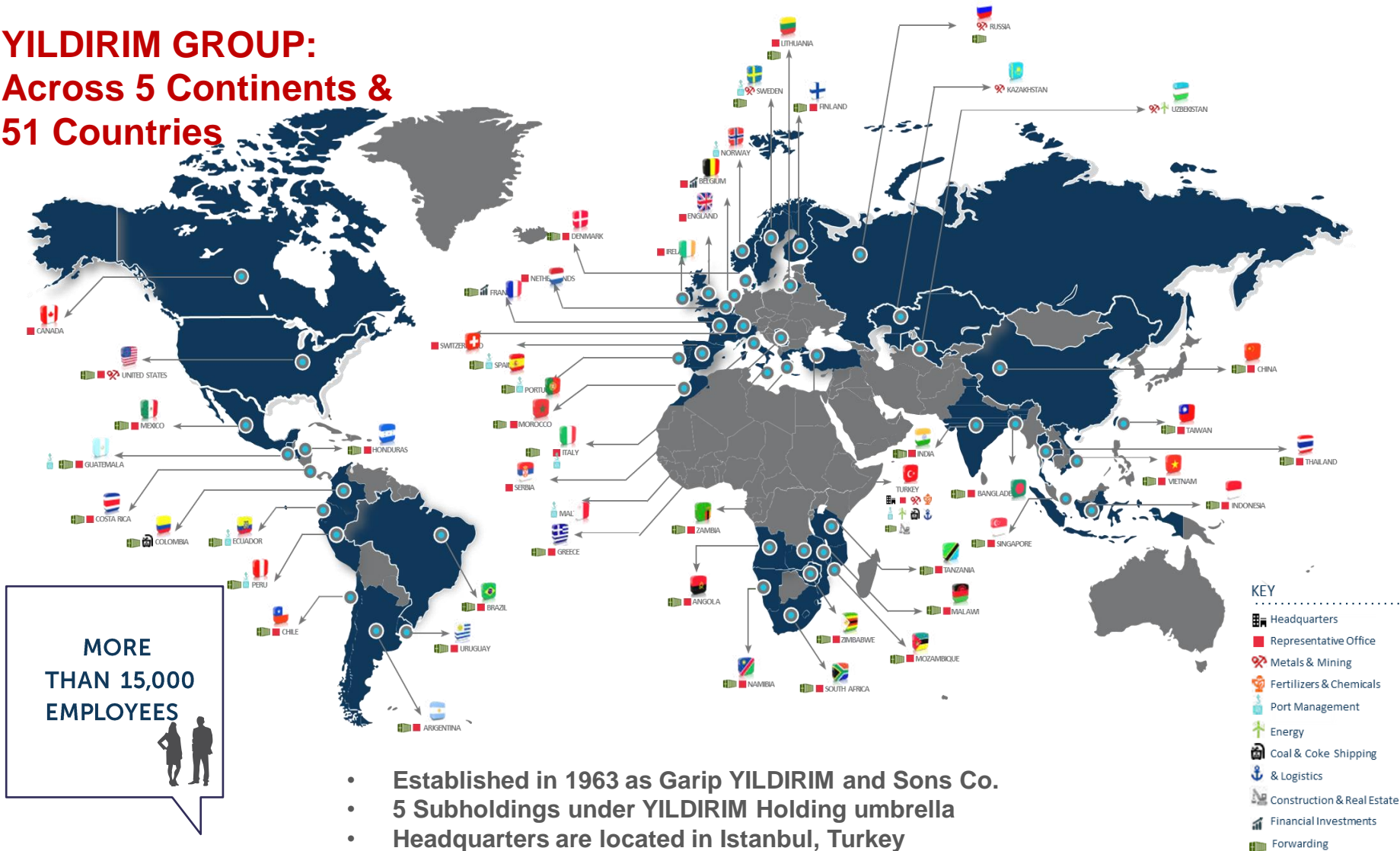
YILDIRIM GROUP

Overview



YILPORT HOLDING as subsidiary of **YILDIRIM GROUP** benefits of global well diversified industrial knowledge and experience

YILDIRIM GROUP: Across 5 Continents & 51 Countries



YILDIRIM is active in **9 industries** which open synergies and huge business development potentials

WORLD'S #2

HC FeCr Producer

WORLD'S #4

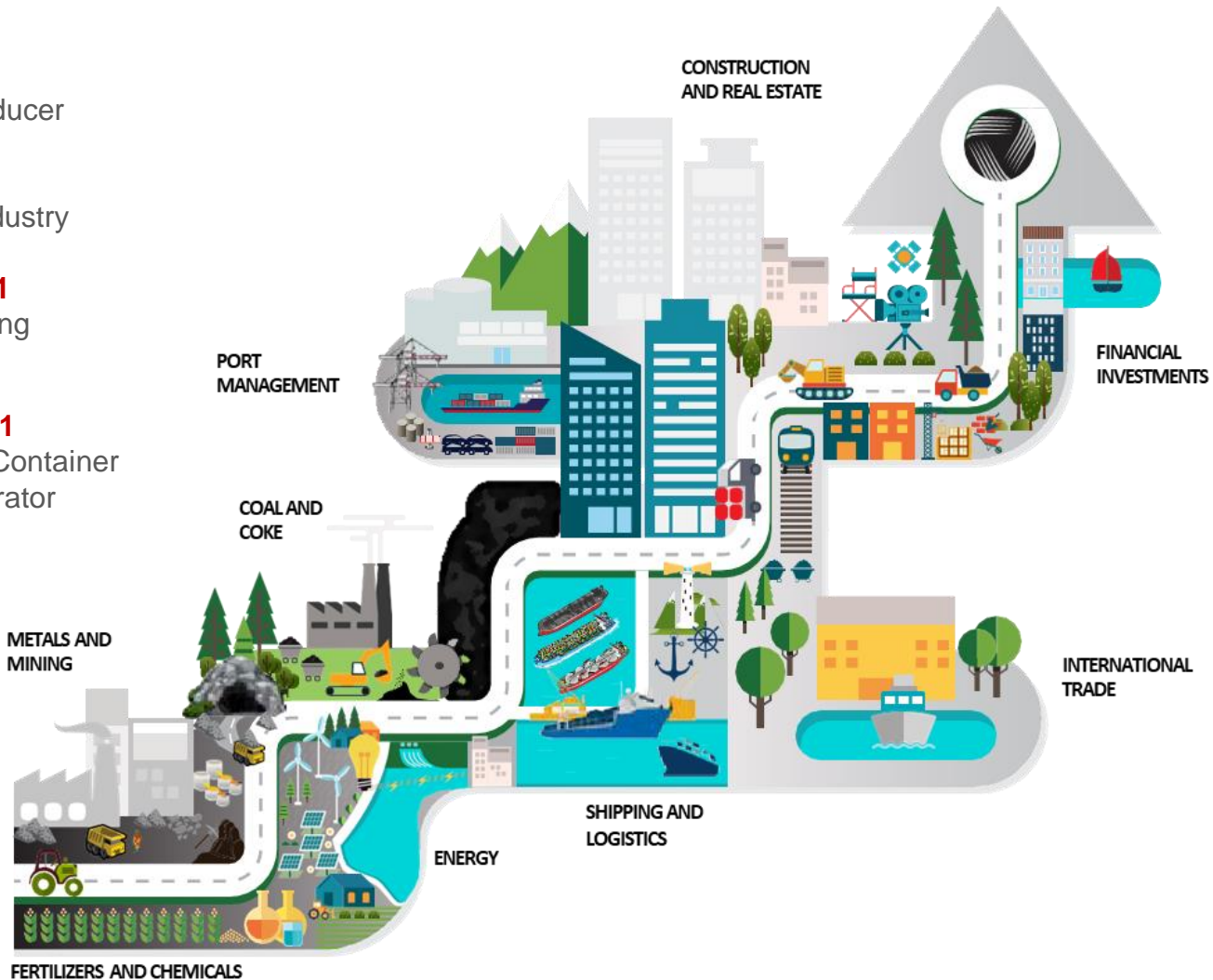
Chromium Industry

TURKEY'S #1

Metals & Mining
in Chromium

WORLD'S #11

International Container
Terminal Operator



TURKEY'S #1
Coal & Coke
Coke Importer

TURKEY'S #1
Fertilizers &
Chemicals
CAN &
Ammonia

YILPORT Holding Overview



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

10 Countries,
22 Marine
Ports & 6 Dry
Terminals

#11 Global Operator



Guatemala
Puerto Quetzal

Ecuador
Puerto Bolivar

Peru
Paita

Spain
Ferrol
Huelva

Portugal
Leixoes
Aveiro
Figueira Da Foz
Liscont
Sotagus
Setubal
Tersado

Malta
Malta
Freeport

Italy
Taranto SCCT

Norway
Oslo



Sweden
Gavle Container
Gavle Multipurpose
Stockholm Nord



Turkey
Gebze
Rotaport
Solventas
Gempport
Gebze Dry Terminal 1
Gebze Dry Terminal 2
Gebze Dry Terminal 3 (E5)
Gemlik Dry Terminal 1
Gemlik Dry Terminal 2

MISSION:
"TOP 10" Global Operator by 2025

YILPORT Holding IBERIA Terminals



YILPORT Regions / **IBERIA – Atlantic Gate** of Europe



CONTAINER
3,300,000 TEUs

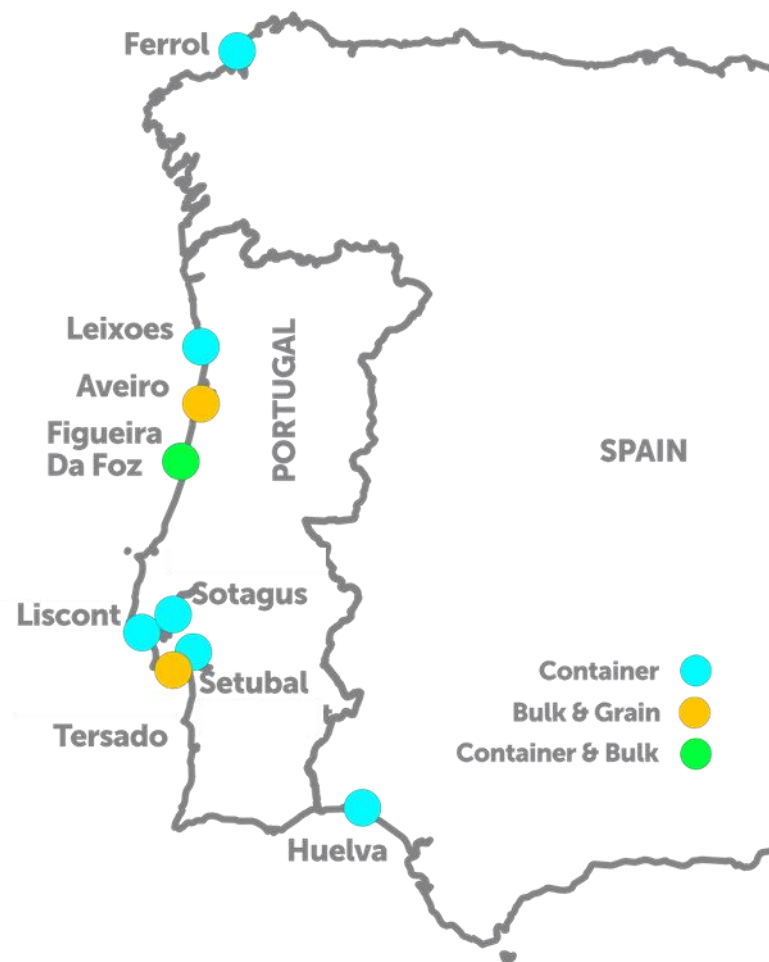


RO-RO
40,000 CEUs



GENERAL CARGO
6,000,000 TON

- Located among the Iberian Peninsula, YILPORT Iberia terminals offer best solutions among its multipurpose peers. The terminals are located in Portugal and Spain. They offer easy access to railroads and highways, and the terminals are close to industrial zones.
- YILPORT Leixões, Lisbon Liscont, Lisbon Sotagus, Setubal, Tersado, Figueira da Foz, Aveiro, Huelva and Ferrol Terminals offer bonded and non-bonded areas, warehouses, supported by logistic services.
- From beginning to the end, YILPORT Iberia terminals provide entire import and export operations 24/7 with a long-term YILPORT know-how discipline.



Ferrol Leixoes Aveiro F.Da Foz Liscont Sotagus Setubal Tersado Huelva

YILPORT HUELVA / SPAIN



DEEP SEA TERMINAL AT ATLANTIC COAST OF SPAIN GATE TO ANDALUSIA

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

Post Panamax Plus 9.600 TEUs

Latitude & Longitude:

37° 9'2.24"N
6°52'38.94"W

Terminal Area:

54.000 m²

Capacity:

Container: 400.000 Teu

Length of Quay:

500 m

Drafts:

14 m

Equipment:

QC: 5*

RS: 5

Spreaders: 2

**3 QC cranes
deployed in July 2021*

YILPORT HUELVA / Unique Location, Strong Terminal in the Region

Extended Proximity Hinterland + Madrid
 PIB: 321,890 Million €
 Population: 12 Million

Extended Proximity Hinterland
 PIB: 100,458 Million €
 Population: 5,5 Million

Huelva Province
 PIB: 10,007 Million €
 Population: 521,600



TOTAL POTENTIAL CARGO FOR THE LINE HUELVA -TANGER

Containerized cargo of **Extended Proximity Hinterland** exported and imported to/from TANGERMED through the port of Bahía de Algeciras (TEUS)
2,032 TEUS / WEEK

Containerized cargo of the **Community of Madrid** exported and imported to/from Morocco through the port of Bahía de Algeciras, Barcelona and Valencia (TEUS)
172 TEUS / WEEK



Huelva - Madrid
12h



Huelva - Madrid
6h



Huelva – Tanger
5h

YILPORT HUELVA / Strategic Position and Investments

✓ **Strategically positioned close to major global trade routes of goods, as well as in the North-South axis (Europe-Africa and Europe-America)**

✓ **New Short Sea HUB**

Ready for
TRANSSHIPMENT CARGO
by July 2021



4
STS



Rail
Connection

New Equipment Delivery Schedule:

- 3 x STS commissioned in July 2021
- 4 x Terminal Tractor due in September 2021
- 1 x Reach Stacker due in September 2021



✓ **Perfect Availability**

- Huelva Port is located in the southwest of Spain, on the Gulf of Cadiz coast which is a logistic and industrial hub for the region of Andalusia
- The port is located near the Strait of Gibraltar
- 1500 meters length of quay
- 14 meters depth
- Terminal Area: 28.500 m2

YILPORT HUELVA / Strategic Position and Investments

✓ Investing in Logistics, Intermodal, to increase our competitiveness

YILPORT NETWORK IN IBERIA

FERROL | LEIXÕES - OPORTO | LISCONT-LISBOA | SOTAGUS-LISBOA | SETUBAL | HUELVA | ALFARELOS | SEVILLE
ENTRONCAMENTO | ELVAS | MURCIA | MADRID | BILBAO | ZARAGOZA | BARCELONA | TARRAGONA | VALENCIA



YILPORT TARANTO / MEDITERRANEAN



NEW HUB IN THE CENTRAL MED SOUTHERN GATE OF CENTRAL EUROPE

**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 m²

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

RMG: 8*

RS: 3, ECHs: 4

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

YILPORT TARANTO is Getting Ready for Future



Ready for
TRANSSHIPMENT CARGO



4
STS

- ✓ 2 x 18 rows
- ✓ 2 x 22 rows



11
RMG



540
Reefer Plugs

Rail Line from SCCT is Active by December 2021

Daily trains to Northern Italy;

- Bologna • Piacenza • Milano



5th

crane in Oct. 2021



6th

crane in Nov. 2021



7th

crane in Dec. 2021

Delivery Schedule:

- 5th STS (18 rows) 15th of Oct. 2021
- 6th STS (18 rows) 15th of Nov. 2021
- 7th STS (18 rows) 15th of Dec. 2021
- 1 x RMG in Oct. 2021
- 1 x RMG in Nov. 2021
- 2 x RMG in Dec. 2021
- 1 x RMG in Jan. 2022

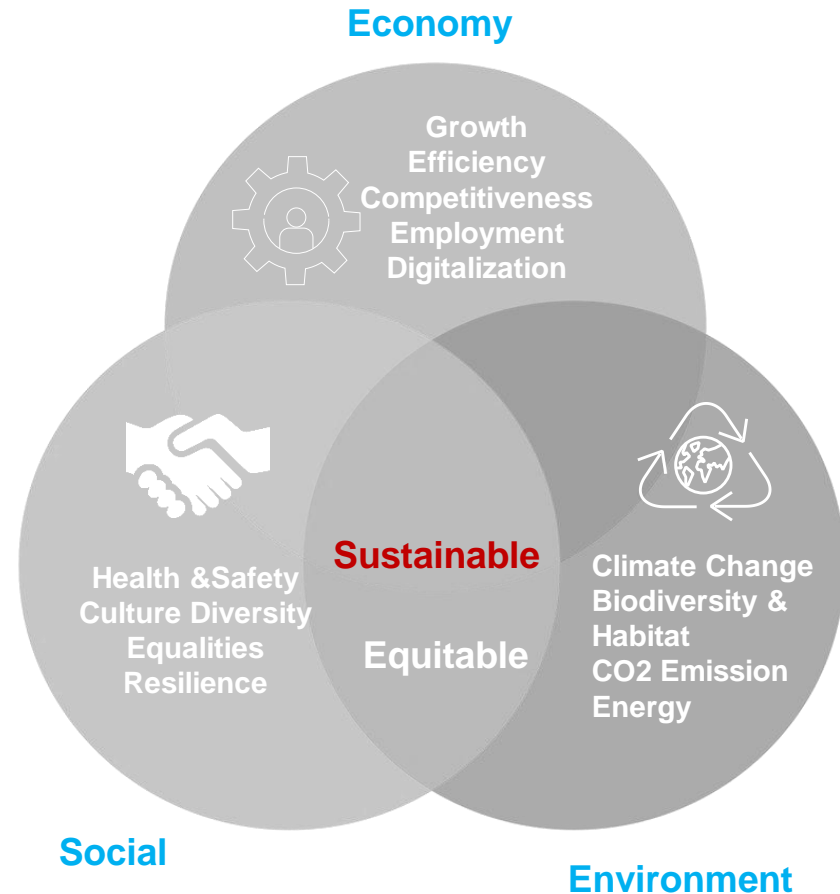
YILPORT Holding Sustainability Focus



Our Sustainability Focus

How We Aim to Improve and Enable Trade....

- Sustainable Business Growth through continuous improvement on our strategic and operational approach
- Proactive Engagements with Business Partners, Customers and Employees towards sustainability aspects
- Working towards “Decarbonizing” our supply chain
- Focusing on viable technologies
- Maintaining safe, healthy and cohesive working environment



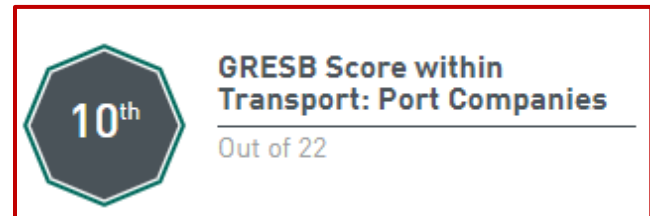
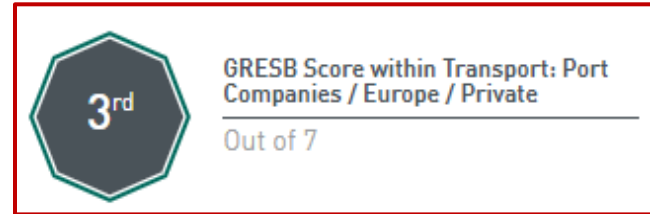
SUSTAINABLE DEVELOPMENT GOALS



OUR SUSTAINABILITY FOCUS

Accreditation: Our Proven Commitments Towards Sustainability

Ranking Ourselves from **1-Star Rating** to **3-Star Rating** Organization



Why ESG Rating Is (Increasingly) Important?

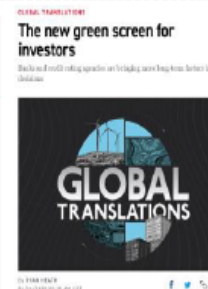
*“Investors use ESG rankings to compare businesses using the criteria that matter most to them. Analysing data from the same agency over many years allows them to **track the trajectory of the company in all areas relating to the Environment, Social issues and Governance.**”*

OUR SUSTAINABILITY FOCUS

ESG has increasing implications for Credit Ratings

Recent developments

- ESG factors are becoming important considerations for investors to focus on given their influence on a portfolio's risk and return profile.
- Improvement in coverage of ESG metrics, which allows investors to dig deeper for insights that may be financially material.
- Rating agencies such as S&P, Moody's and Fitch are already integrating sustainability into their ratings frameworks in different ways — and such analysis may take on even greater importance



S&P Global Ratings S&P Global Launches ESG Scores Based on 20 Years of SAM Corporate Sustainability Assessment Data

— Users can access separate ESG Data for over 7,300 entities through Knowledge™
 — S&P Global ESG Scores based on 20 years of data for more than 7,300 companies
 — Scores have powered Dow Jones Sustainability Index for two decades

May 18, 2020 - S&P Global Ratings announced the launch of the proprietary S&P Global ESG Scores with coverage of more than 7,300 companies, representing 95% of global market capitalization.

"The S&P Global ESG Scores are backed by 20 years of SAM's comprehensive assessments enabling market participants to optimize their portfolios and allocate capital towards positive ESG performance."

Moody's

Moody's Launches Comprehensive ESG Solutions Group; Appoints Global Head

September 14, 2020 07:00 AM Eastern Daylight Time

LONDON—(BUSINESS WIRE)—Moody's Corporation (NYSE: MCO) announced today the formation of an Environmental, Social, and Governance (ESG) Solutions Group to serve the growing global demand for ESG insights. The group leverages Moody's data and expertise across ESG, climate risk, and sustainable finance, and aligns with Moody's Investors Service (MIS) and Moody's Analytics (MA) to deliver a comprehensive, integrated suite of ESG customer solutions.

- The ESG Solutions Group develops tools and analytics that identify, quantify, and report on the **impact of ESG-related risks and opportunities**.
- **ESG and climate risk considerations** are already integrated into credit ratings and research offered by Moody's Investors Service, and will be integrated into a range of Moody's Analytics risk management solutions.
- ESG offerings include **ESG assessments, controversy screening, climate risk scores, sustainable bond and loan reviews, ESG specialty indices, credit ratings and risk management solutions**.

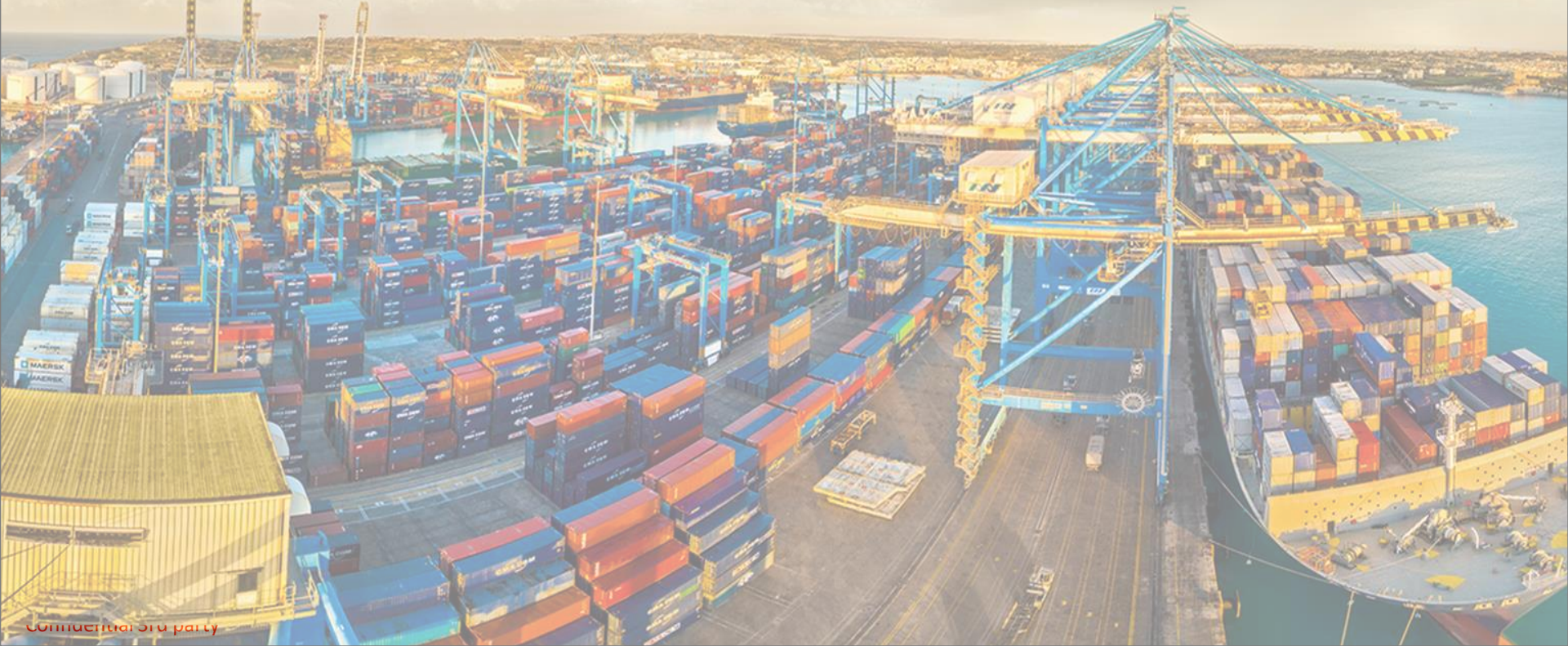
FitchRatings

Fitch emphasises the need for ESG consideration in credit rating in its 2020 ESG In Credit white paper



- Issuers, intermediaries and investors face growing demands to provide **measurable clarity** about the influence of ESG factors on their activities.
- Since 2015, investors have been calling **systematically incorporate ESG characteristics** on credit rating agencies to into issuer ratings
- Since the launch of our ESG Relevance Scores in January 2019, Fitch is now maintaining over **140,000 individual ESG scores** for more than **10,000 entities and transactions** worldwide.

YILPORT Holding Planning, Costs, etc.



GLOBAL PORT OPERATOR GROWTH

GROWTH & EXPANSION:

PORTFOLIO

NORMAL OPERATIONS: EFFICIENCY

LABOR, MAINTENANCE, MAINTENANCE CAPEX, ENERGY, INSURANCE, LEASES, FINANCIAL, EQUIPMENT

TERMINAL DEVELOPMENT:

COMPETITIVE SCENARIO, DEMAND FORECAST, CAPACITY, TECHNICAL SOLUTION, PLANNING, MODELING (ASSUMPTIONS INCL OPEX), DECISION, PROCUREMENT, EXECUTION

NEW: GREENFIELD OR BROWNFIELD, PPPs (ACQUISITION, PI or PUBLIC TENDER), FREEHOLD (ACQUISITION)

TERMINAL DEVELOPMENT:

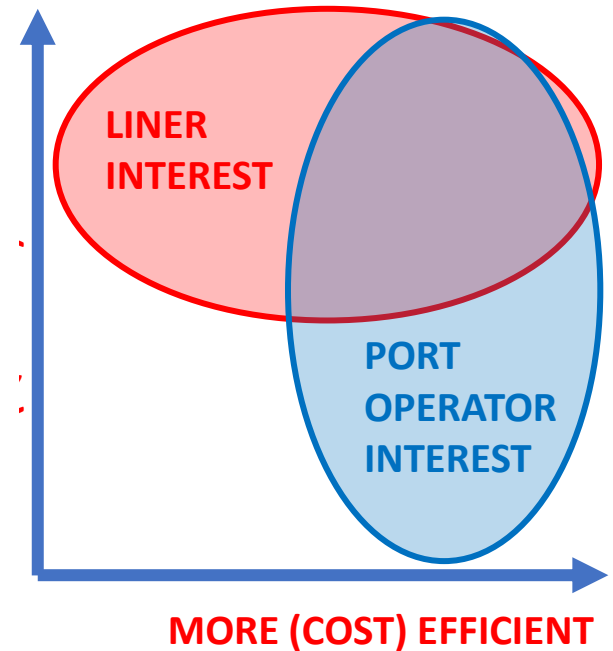
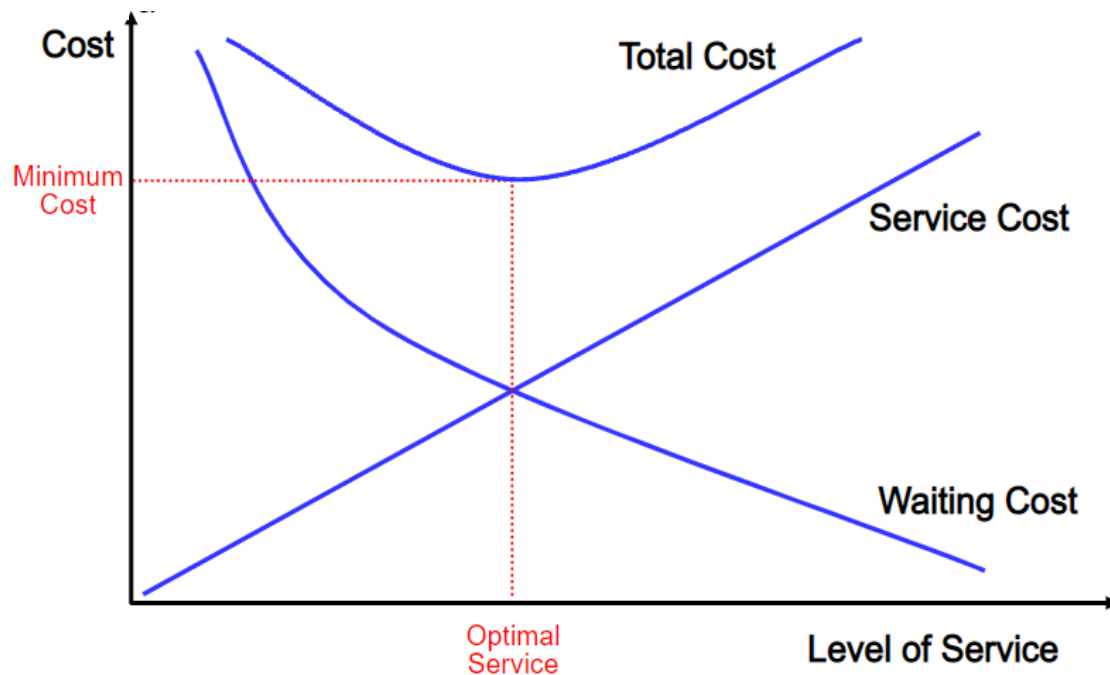
COMPETITIVE SCENARIO, DEMAND FORECAST, CAPACITY, TECHNICAL SOLUTION, PLANNING, MODELING (ASSUMPTIONS INCL OPEX), DECISION, ACQUISITION PROCESS (PI, TENDER, PURCHASE, ...), AWARDING, CONTRACT, TAKE-OVER, INTEGRATION, PROCUREMENT, EXECUTION



PORT TERMINALS CLIENTS:

EFFICIENCY vs EFFECTIVENESS, COSTS, COMPETITION

- The proper service level should be decided by considering the combined costs of both the operating costs of port system and ship's waiting costs. This leads to a proper throughput calculation

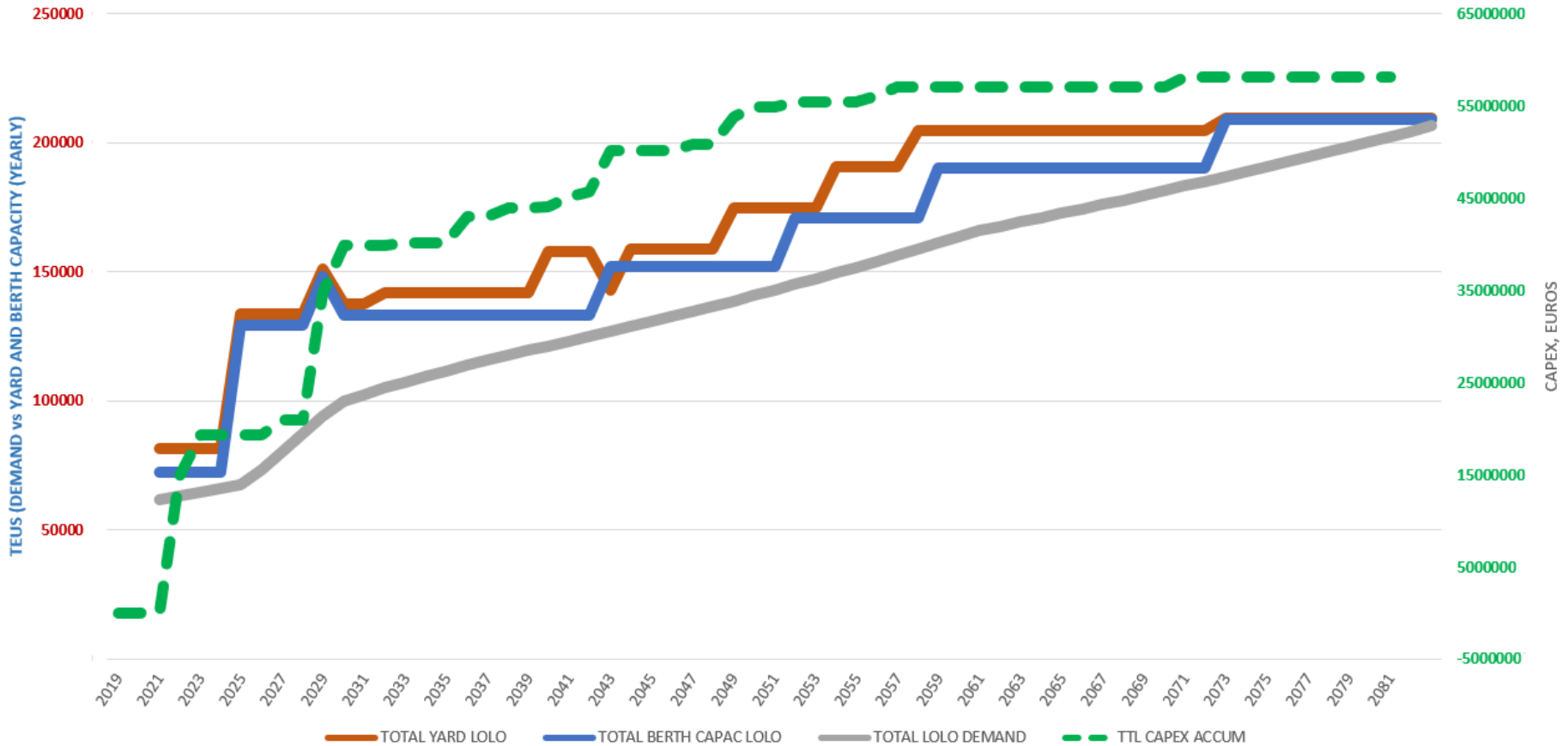


Source: Nam-kyu Park, Branislav Dragovic, Container Terminals Modeling

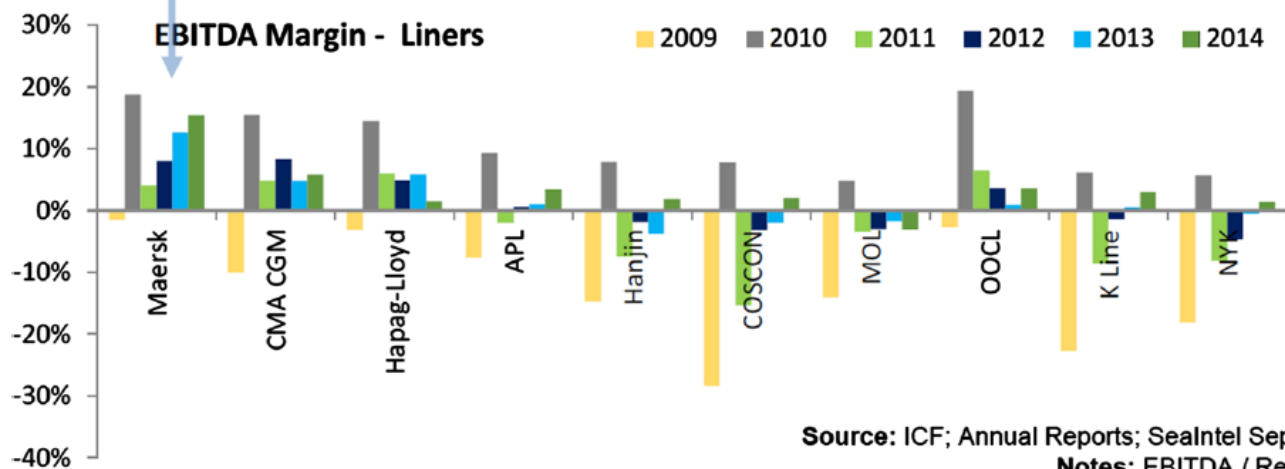
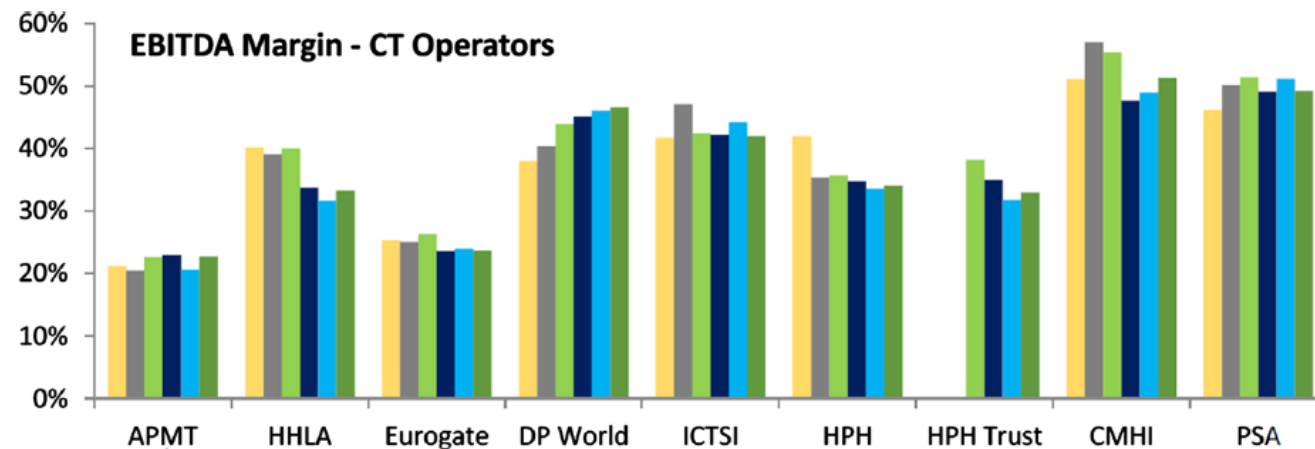
LONG TERM:

FORECASTS, ASSUMPTIONS, LOOKING FOR OPTIMAL CAPEX TIMING

YARD AND BERTH CAPACITY vs DEMAND, 60 YEARS (FICTIONAL DATA)



GTO vs LINERS EBITDA: IN BETWEEN 2009 CRISIS AND 2019 COVID



Source: ICF; Annual Reports; SeaIntel Sep 2014
Notes: EBITDA / Revenue

CRISIS	WORLD GDP EFFECT
1945	-15,40%
1975	-0,80%
1982	-1,30%
1991	-0,30%
2009	-2,90%
2019	-6,20%

Fig. 7 EBITDA margin for container terminal operators and carriers, 2009–2014. *Source:* authors based on data Alphaliner, SeaIntel and annual reports

Theo Notteboom^{1,2,3} · Thanos Pallis⁴ · Jean-Paul Rodrigue⁵

GTO EBITDA: IN BETWEEN 2009 CRISIS AND 2019 COVID

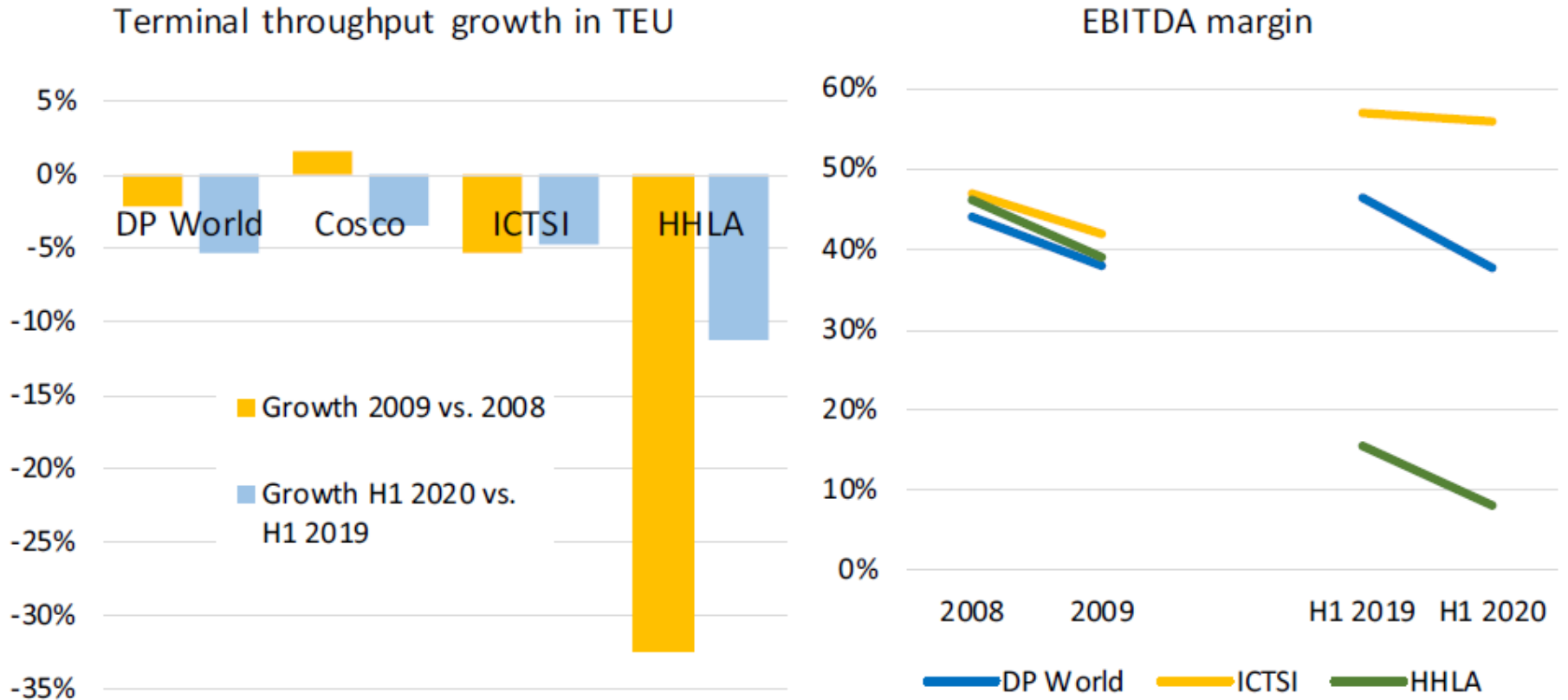


Fig. 8 EBITDA margin and TEU throughput for a selection of container terminal operators. *Source:* authors based on financial statements and data of respective operators

Theo Notteboom^{1,2,3} · Thanos Pallis⁴ · Jean-Paul Rodrigue⁵



Thank You