INSIGHTS ON **HOW PORTS COULD HELP** A **REGION** IN **ACHIEVING ECONOMIC STABILITY**, **GROWTH** AND **PROSPERITY**

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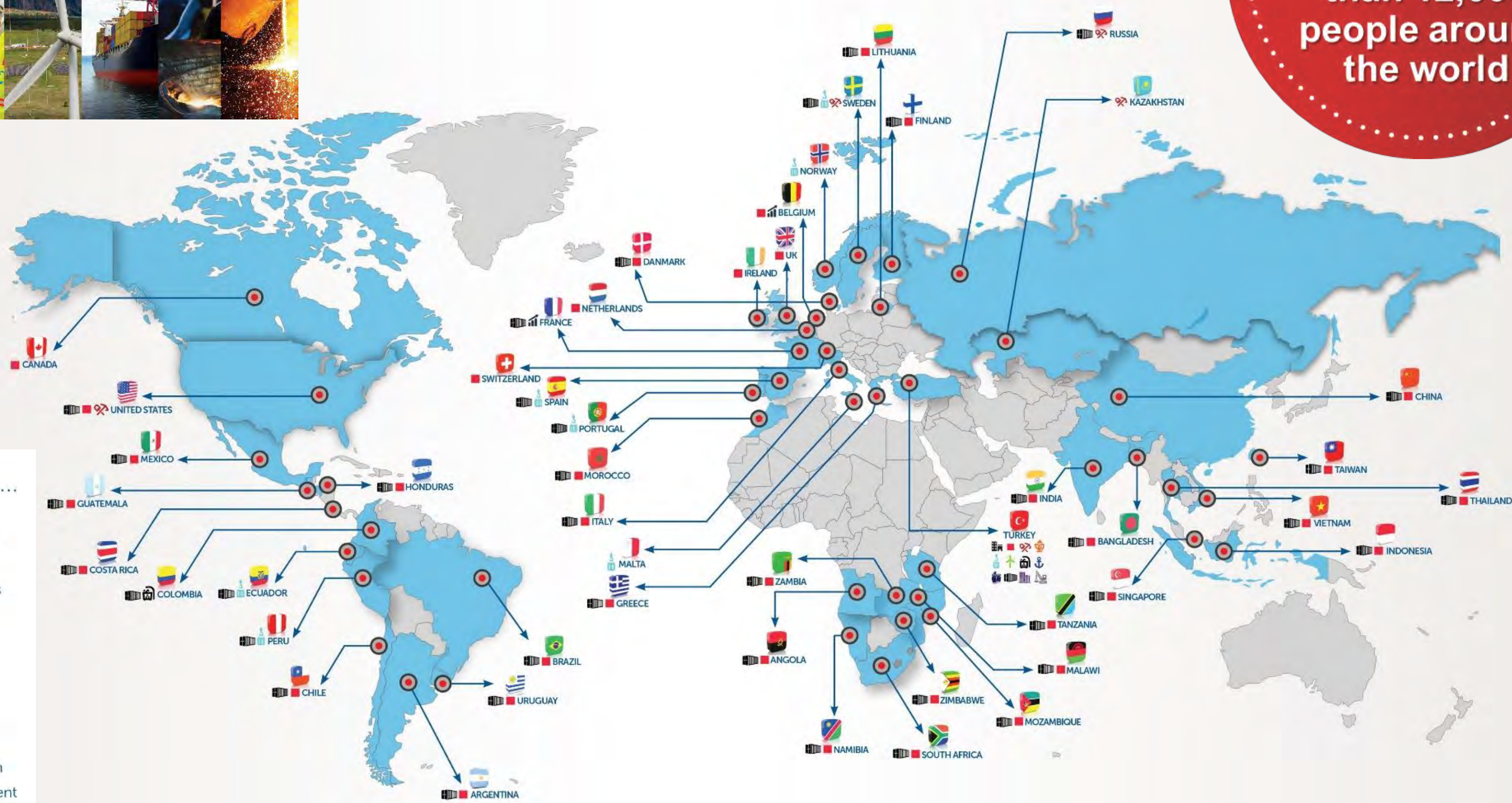
Sales & Marketing Manager
YILPORT HOLDING INC.

YILDIRIM GROUP OVERVIEW

Across 5 Continents & 49 Countries

- **Established in 1963 as Garip YILDIRIM and Sons Co.**
- **Became YILDIRIM Holding in 2006**
- **Headquarters are in Istanbul, Turkey**

YILDIRIM Group of Companies employ more than 12,000 people around the world



KEY

- Headquarters
- Representative Office
- Metals & Mining
- Fertilizers & Chemicals
- Port Management
- Energy
- Coal & Coke
- Logistics
- Shipping
- Shipbuilding
- Industrial Construction
- Real Estate Development
- Private Equity
- Transitex

YILDIRIM GROUP OVERVIEW

Turkey
Discover the potential

Active in 11 Sectors

Port Operation Management & Container Terminal Operating

#1 (TURKEY)

	Market Share
State-of-the-Art Container Terminal Operator in Turkey	10%
The Most Effective & Productive Container Terminal Operating Company in Turkey	#1

International Container Terminal Operator (2016) #13 (WORLD)

Metals & Mining

Chromium #1 (TURKEY)

	Market Share
Cr Ore Producer	25%
Hard Lumpy Marketable Cr Ore Exporter	30%
High Quality HC FeCr Producer	100%

#2 (WORLD) HC FeCr Producer

#4 (WORLD) Chromium Industry

Fertilizers & Chemicals

CAN & Ammonia #1 (TURKEY)

	Market Share
CAN Producer	35%
CAN Exporter	90%
Ammonia Exporter	100%

Energy

#5 (TURKEY) by 2023

5 GW Projects to build for Energy Production

Coal & Coke

#1 (TURKEY)

	Market Share
Coke Importer	29%

#2 (TURKEY)

Sized Coal Importer	16%

YILPORT HOLDING OVERVIEW

PORT MANAGEMENT & LOGISTICS

The
FASTEST GROWING
international container terminal operator in the world.

Vision to rank
Among **TOP 10** international container terminal operators by 2025

Mission is to rank among top 10 port operators by 2025

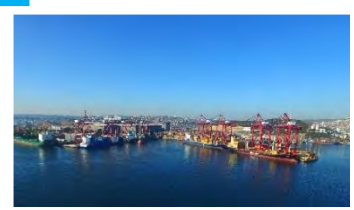
1963 Start of **YILDIRIM**

2004

Acquisition of **Sedef Port**

2005

Acquisition of **Alemdar Port**
Merger of **Sedef** & **Alemdar** ports
YILPORT Container Terminal & Port Operations Inc. established
YILPORT Gebze terminal opened



2011

New Terminal **Malta Freeport**

2012

YILPORT Holding established
New Terminals **Gemport** & **Rotaport**

2014

New Terminals **Gavle CT**, **Stockholm Nord Combi Terminal and Oslo CT**.

2015

Acquisition of **Tertir Group**

2016

New Terminals **Gävle BSG , Solventas and Puerto Bolivar**

2017

Bolivar operations started
Yilport Nordic Logistics established

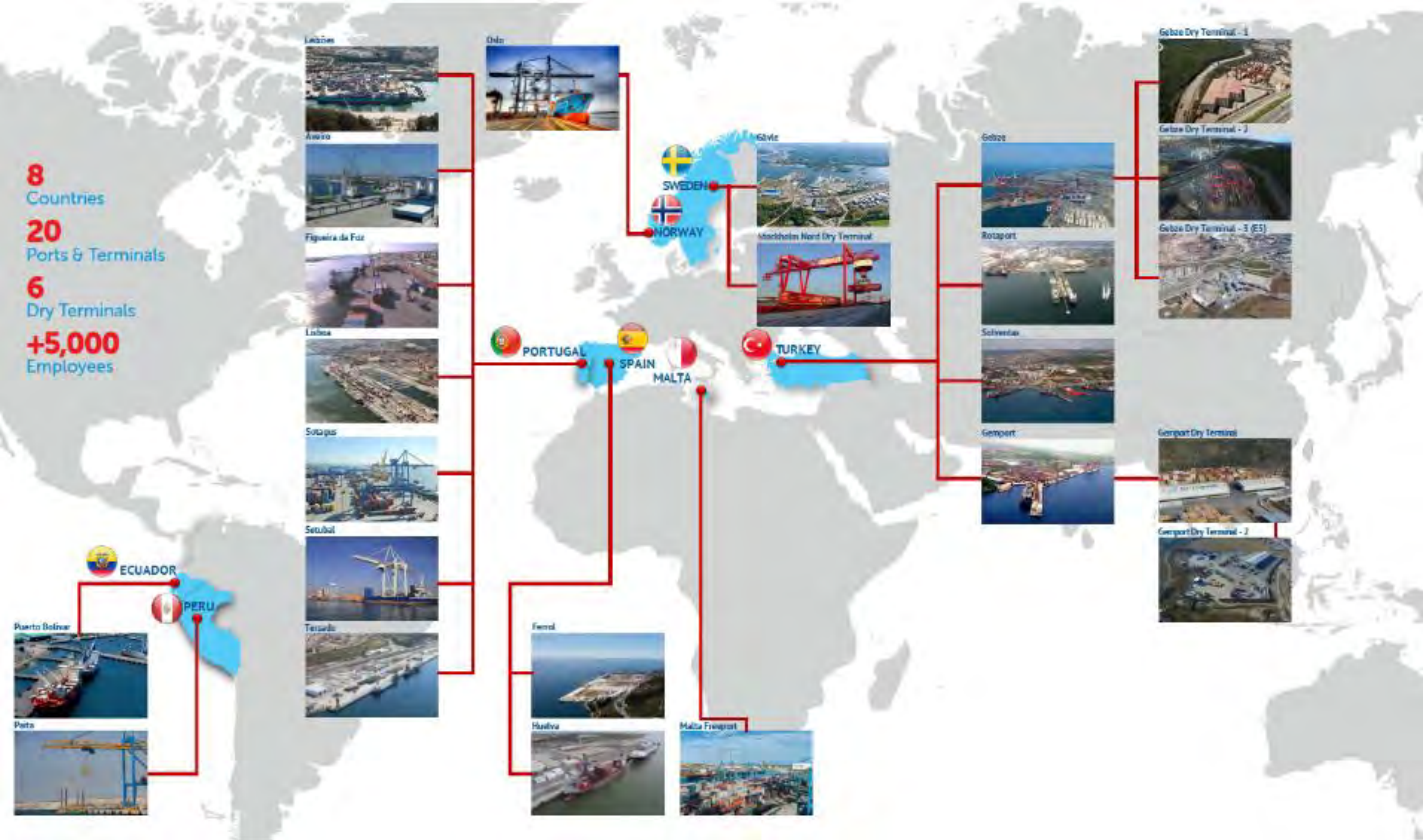
2018

MoU signed for **GULFPORT Mississippi**

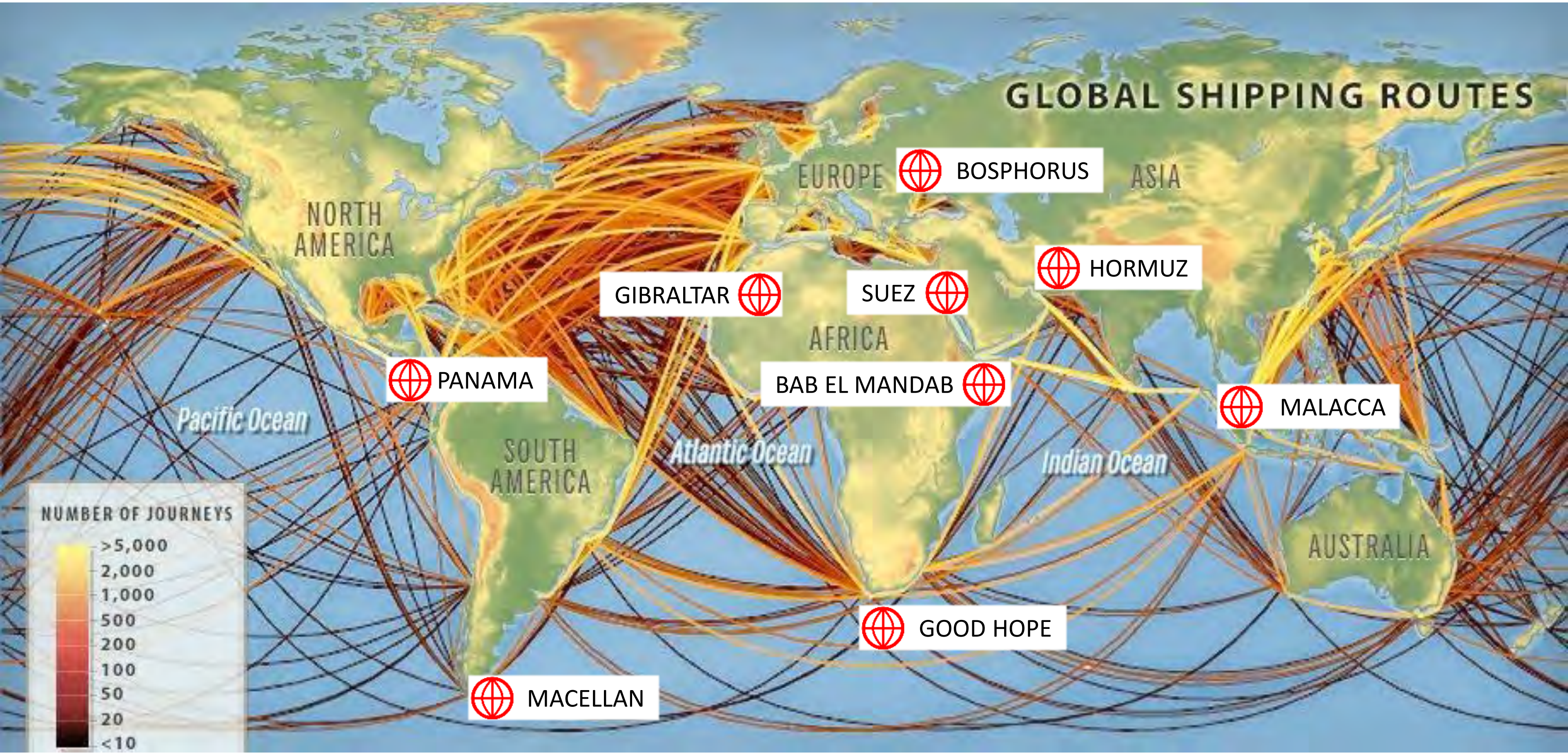
2025

YILPORT's Portfolio

Turkey
Discover the potential

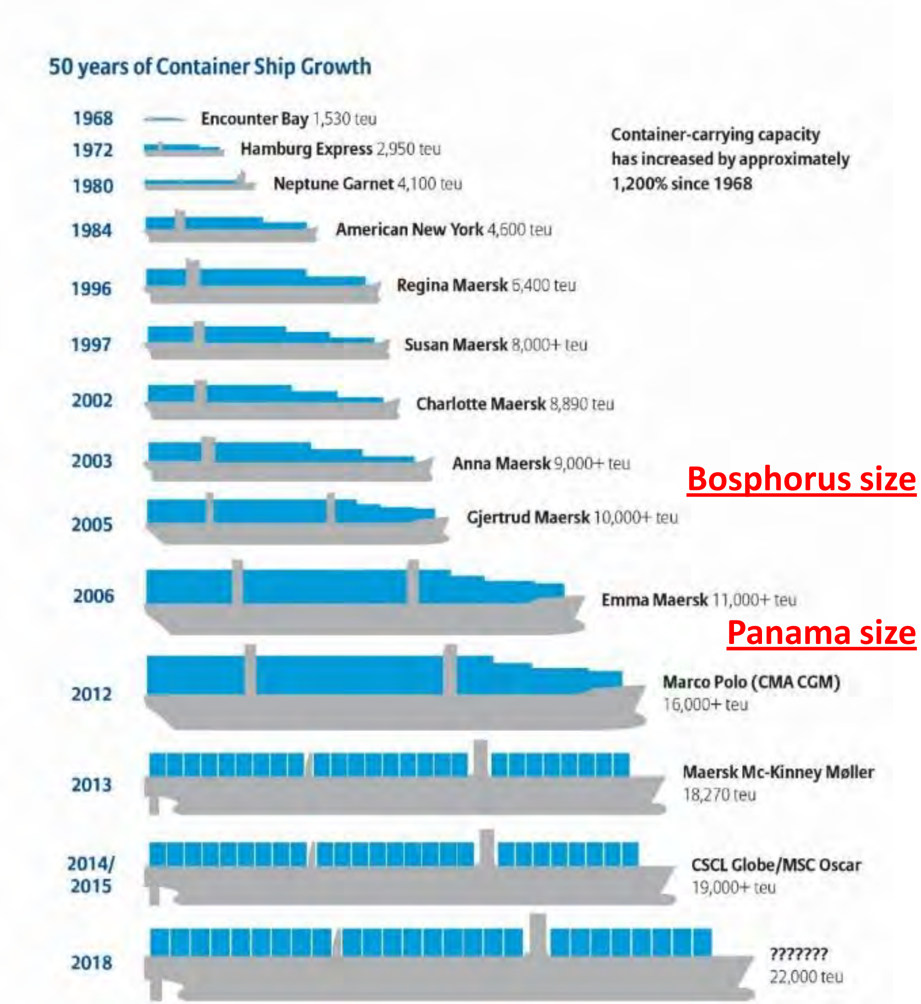


Global Trade and Main Trade Lanes

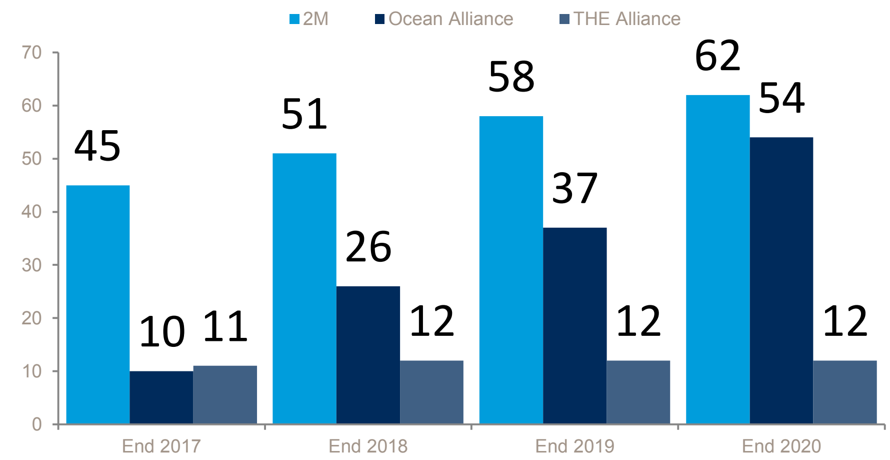


- East to West trade is the main route in global shipping
- Straights are limiting the vessel size and has negative effect on cost
- Main trades to Black Sea are Far East, Med and Europe
- Max size for Bosphorus is 299 meters

Vessel Size Development



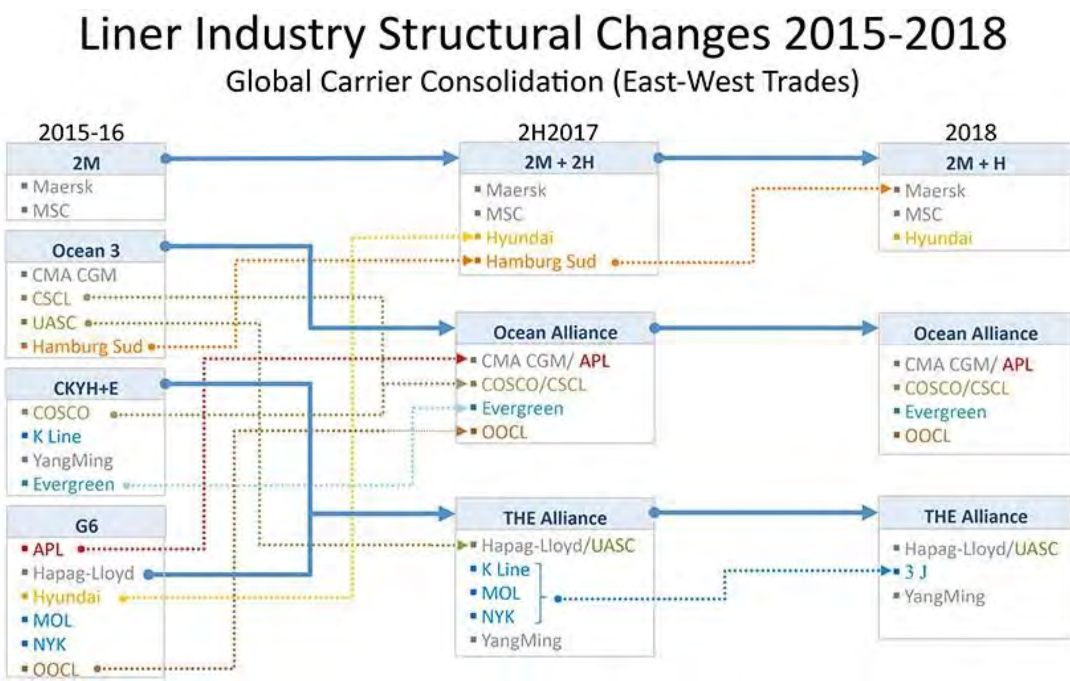
ULCV DEPLOYMENT PER ALLIANCE (NUMBER OF VESSELS)

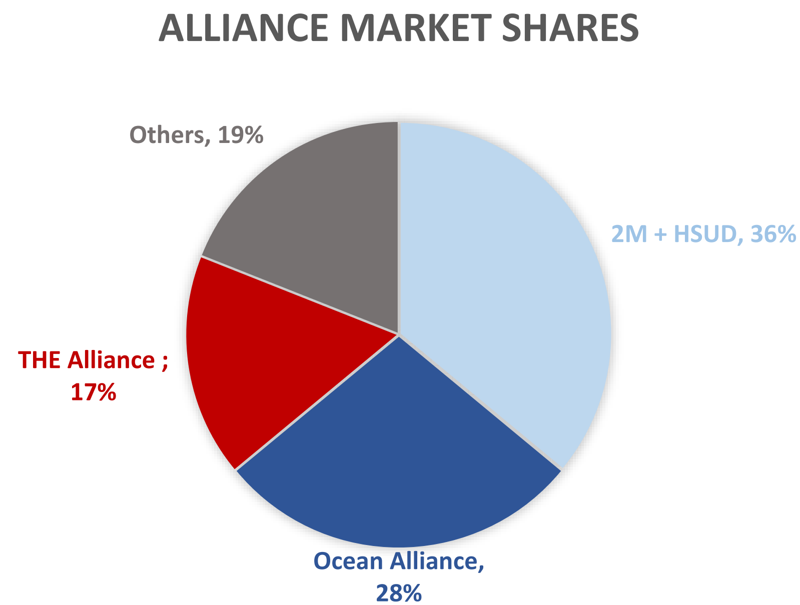


- Growing vessel size push liners to be consolidated on the major trade lanes and also put pressure on port operators to invest on infrastructure and superstructure.
- Ever-growing container ship sizes lead inevitably to Cascading. This means that the newest and biggest vessels will replace the current largest ships on the major loops.
- Ship sizes on main trade lanes are doubled over last 7 years.

Liners & Alliances Overview

- Latest Merger and Acquisitions decreased the number of liners in the market.
- Top 10 Liners control 90% of the global throughput.
- Over 80% of the major trade lanes' volumes are controlled by 3 Alliances.
- M&A Activities and Alliances on the major trade lanes make the Liners also stronger on the table with port operators.





- **Main trade lanes;**
  - Far East to Black Sea
  - East Med to Black Sea
  - North Africa /Med to Black Sea
  - North Europe to Black Sea

Regional Economic Strategy

- Cost Effective Production
- Quality of Products
- Attractive Conditions
- Safety&Security
- Infrastructıres/Straights-Roads-Railways-Ports

Port Operators

- Infrastructures & Superstructure
- Hinterland Development of logistic solutions
- Productivity/qualified man power
- Global standards - State of the art Technology

Turkey
Discover the potential

Quay

Draft

Crane

Terminal

Process flow for high-productivity

Efficient gate

Hinterland

Logistics

‘One-stop-shop’

State of the art technology

Trade = Product Price + Supply Chain Solution cost

Product Price is set by the market

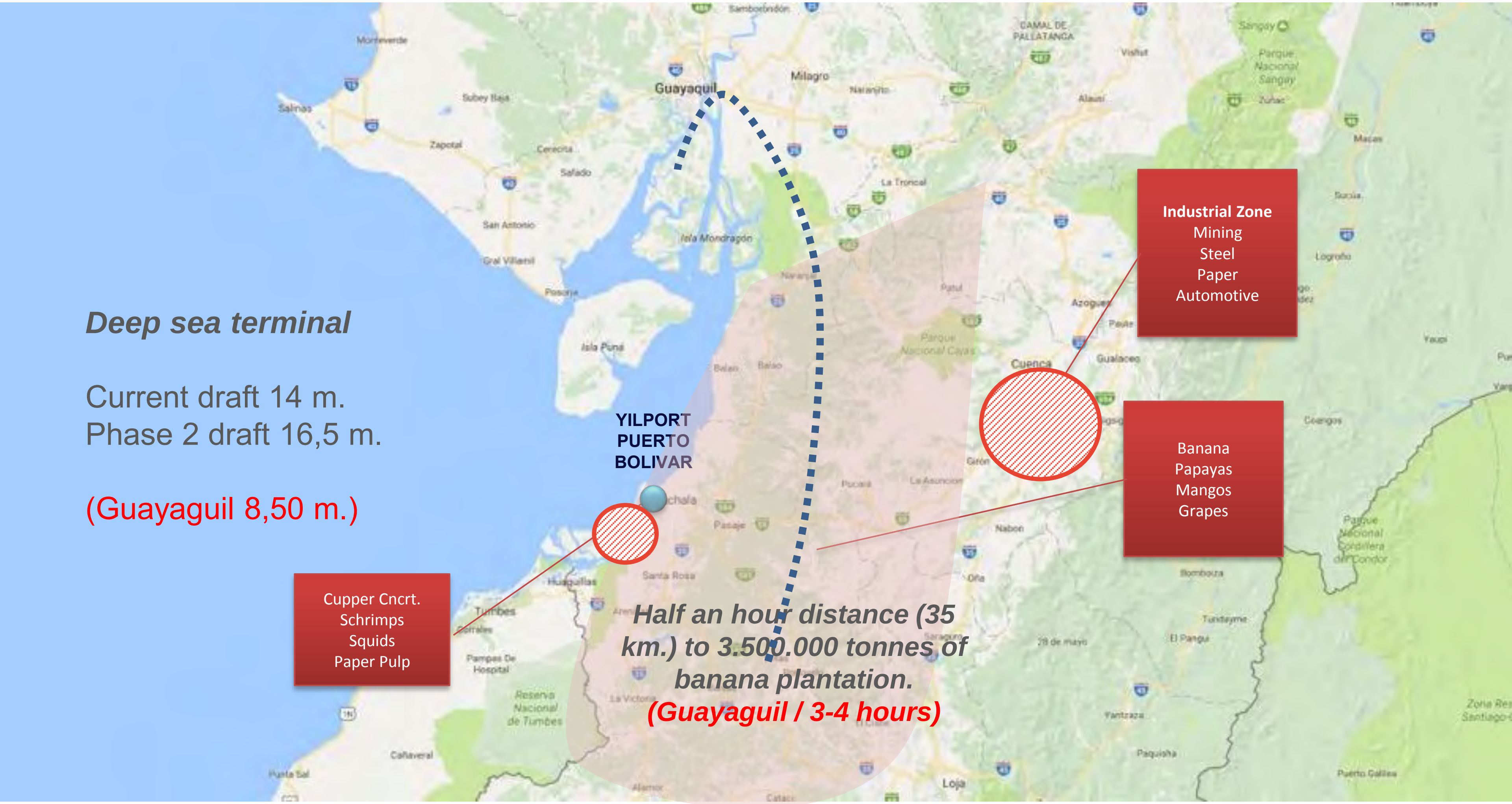
Supply chain solution cost is the main indicator to create a trade lane

Ports are one of the main part of the supply chain and with the right design and service package, ports could easily bring the cost efficient supply chain solution to the hinterland.

Difference between a direct service call and feeder connected container freight is about 20 %

PUERTO BOLÍVAR

Regional Information

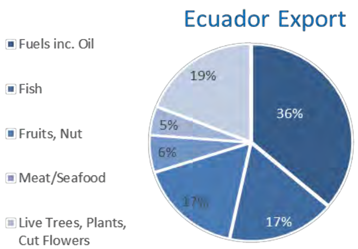


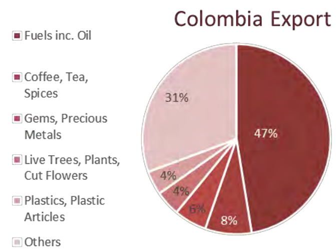
Deep sea terminal

Current draft 14 m.
Phase 2 draft 16,5 m.

(Guayaguil 8,50 m.)

Half an hour distance (35 km.) to 3.500.000 tonnes of banana plantation.
(Guayaguil / 3-4 hours)





Neo-postpanamax size 10,000 – 14,000 TEU vessels

Terminal	Country	Operators	Throughput (Teu)	Berth Draft (m)	Berth Length (m)	Canal draft (m)	Number of Plug	Rail Services	Largest Vessel to Access
BUENAVENTURA	Colombia	PSA-ICTSI, APMT, SPRB	1,821,654 (yr. 2016)	14.5 (16.5)	440	14.0 (16.0)	384	No	9,640 (Teu)
CARTAGENA	Colombia		2,300,000	16.5	700, 186, 202	na	1500	No	Super Post Panamax (16,000Teu)
CALLAO	Peru	DPW, APMT	915,741 (yr. 2016)	16		16	740		Super Post Panamax
POSORJA	Ecuador	DPW		16	400	16		No	Post Panamax (15,500 Teu)
Contecon GUAYAQUIL	Ecuador	ICTSI, SAAM, DOLE	793,372	11.5	360	9.5	3789	No	11,000 (Teu)
PUERTO BOLIVAR	Ecuador	YPH	85149	14.5 (16.5)	2x125, 2x180, 300	14.5 (16.5)	896	No	
COLON (2.6% increased in 2017)	Panama	MIT (Manzanillo International Terminal)	1,878,473	14 - 16.5	4x310m & 2x400m	16	2106	Yes	Super Post Panamax
COLON (10.9% increased in 2017)	Panama	Evergreen port (Colon Container Terminal)	701,516	14 - 16.5	1258	16	1032	Yes	Super Post Panamax
COLON (40% increased in 2017)	Panama	Cristobal - Panama Ports Company (PPC)	1,311,219	13.5 - 15.8	324, 327, 350	16	1143	Yes	18,000 (Teu)
BALBAO (2.6% increased in 2017)	Panama	Hutchison-Whampoa	2,905,049	12.6 - 17	2x300, 2x336, 442	17	3612	Yes	Super Post Panamax
San Antonio	Chile	SSA Marine	1,290,000 (yr. 2016)	15	769		2700	Yes	Super Post Panamax

THANK YOU

FOR YOUR ATTENTION