

CONNECTION

YILPORT HOLDING INC. QUARTERLY CORPORATE MAGAZINE

2018 - Q4

YILPORT Holding Wins Port Operator Award at Lloyd's List Global Awards

PORT OPERATOR OF THE YEAR



A YILPORT subsidiary
company OLG
Awarded to Perform
the Multi-Purpose
Operations within
Puerto Quetzal

The new container
terminal in **Gävle**
is being built to
handle **600,000 TEU**
> Grand opening
summer 2020

YILPORT Leixões
Won **The Best**
Container
Terminal
Operator
Award

YILPORT'S GLOBAL PORTFOLIO



Gebze



Solventas



Gemport - Gemlik



Yilfert - Gemlik



Rotaport



Malta Freeport



Gavle



Stockholm Nord



Oslo



Leixoes



Lisbon Liscont



Lisbon Sotagus



Setubal Sadoport



Setubal Tersado



Figueira Da Foz



Aveiro



Huelva



Ferrol



Paita



Puerto Bolivar



Puerto Quetzal



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Period : Quarterly

YILPORT Holding's Golden Year of **Exceptional** Business Results



**Chairman
Robert Yuksel YILDIRIM**



2018 was a golden year of huge business results and continuing growth at Yilport Holding, port management and logistics subsidiary of Yildirim Group. The worldwide terminals handled 6.41 million TEU containers in 2018, reporting 5% year-on-year volume growth compared to 2017. The company closed in on its target to rank among top 10 international container terminal operators by 2025 as it is listed in the 12th place according to 2018 Drewry's Global Container Terminal Operators Annual Review and Forecast Report. The company also reached another high after winning Port Operator of the Year Award by Lloyd's List in December 2018.



YILPORT Gebze, Turkey

Yilport Holding reported a 5% year-on-year increase in container throughput for the full year of 2018, led by its 10 container terminals in Turkey, Scandinavia, Iberia, and Latin America. Gross container volume for Yilport Holding increased to 6.41 million TEU in 2018, displaying 5% increase on 2017's 6.11 million TEU volume.

The main drivers of growth were Turkey's growing seaborne trade and the Latin American region. In 2018, Yilport Holding terminals around the globe also recorded 11.86 million tons of general cargo volume, 444,973 CEU ro-ro operations, and 3.51 million cubic meters of liquid cargo volume.

In Turkey, the container volume increase was driven by the strong export performance of the Turkish economy. Yilport Gebze terminal in Turkey recorded 554,223 TEU for 2018 that reflects 11% increase on 2017 volume. On the other hand, Yilport Gemlik terminal in Turkey closed the year with 524,652 TEU, 11% more than 2017.

Banana exports in Ecuador and containerization investments positively affected Latin American growth for Yilport Holding. Yilport Puerto Bolivar in Ecuador, the one and only deep-sea container terminal of the country, helped boosting Latin American



YILPORT Leixões, Portugal

container handling to 380.276 TEU, displaying 23% growth compared to 2017.

Yilport's Nordic container terminals also added to the overall growth. The volume increase in Sjursøya Container Terminal (SCT) was the main driver in the Nordic region. Yilport's Nordic terminal portfolio in Sweden and Norway grew by 2% to 474.535 TEU compared to 2017 volumes. General cargo in the region grew by a promising 8% to 2.22 million tons.

In Yilport's Iberian terminals, container volume was flat. On the other hand, the leading terminal of the Iberian portfolio Yilport Leixões closed 2018 with 660,835 TEU, recording 6% growth. Consolidated general cargo grew by 5% to 4.15 million tons in Yilport's Iberian portfolio.

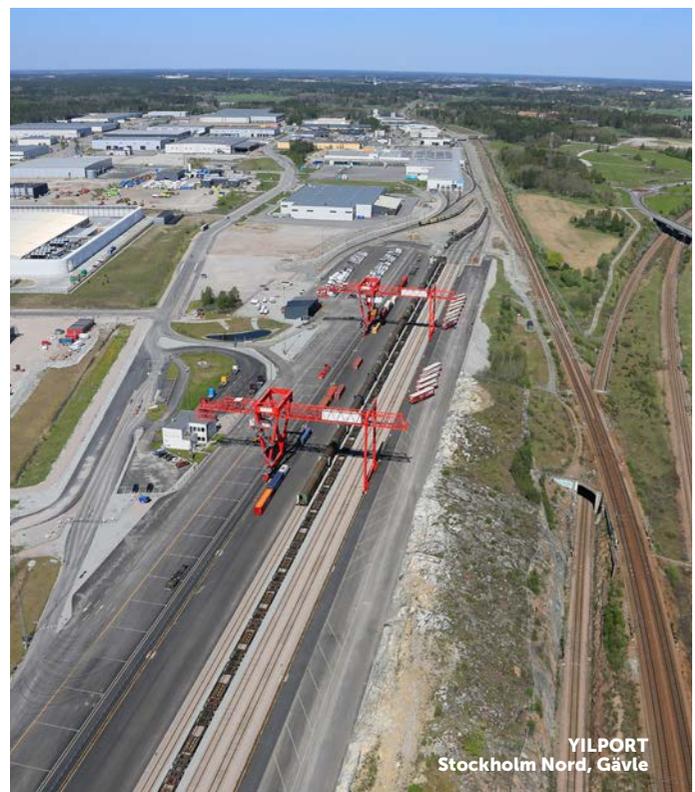
Yilport also owns 50% shares in Malta Freeport (MFTL), which recorded 3.31 million TEU volume in 2018.

Yilport's success acclaimed by the industry in 2018

Yilport's consistent growth is also acclaimed by the industry. According to Drewry's Global Container Terminal Operators Annual Review and Forecast 2018 report, Yilport Holding is listed in the 12th place among international container terminal operators. The company reached another high after winning Port Operator of the Year Award by Lloyd's List in December 2018.

Yilport's marine terminals portfolio includes 5 terminals in Turkey, 7 in Portugal, 2 in Sweden, 2 in Spain, 1 in Norway, 1 in Malta, 1 in Peru, 1 in Guatemala, and 1 in Ecuador.

In addition, Yilport's dry terminals portfolio includes 3 in Gebze, and 2 in Gemlik in Turkey, and the Stockholm Nord Dry Terminal in Sweden. Yilport's consolidated annual handling capacity is calculated over 10 million TEUs in containers, 22 million tons of dry bulk and general cargo, 2.15 million cubic meters of liquid cargo, and ro-ro capacity of 1,000,000 CEUs. Yilport is looking forward to 2019 with aggressive organic growth outlook across all operations.



YILPORT Stockholm Nord, Gävle



YILPORT Holding Wins Port Operator Award at Lloyd's List Global Awards



YILPORT Holding won Port Operator Award at Lloyd's List Global Awards presented on December 11 at the Hilton Hotel on Park Lane, London. YILPORT became the first ever Turkish company to win the prestigious award.

The awards were attended by 400 industry professionals and managed by Lloyd's List, the leading maritime commerce since 1734. YILPORT Holding was chosen among global competitors and adjudicated by a distinguished judging panel. This year's panel included Lars Green, CEO, Green Consulting Group; Oskar Levander, SVP Concepts & Innovation, Digital & Systems, Rolls Royce; John Lloyd, Chief Executive Officer, The Nautical Institute; Michael Parker, Global Industry Head for the Shipping, Logistics and Offshore industries, Citi; Guy Platten, CEO, UK Chamber of Shipping; Bob Sanguinetti, Chief Executive Officer, UK Chamber of Shipping; Chris Welsh MBE. YILPORT Holding was announced as a finalist in the Port Operator category for the third consecutive year, finally winning the prize.

YILPORT Holding targets to be ranked among the top 10 container terminal operators by 2025. Headquartered in Istanbul, Turkey, and active in 9 countries with 21 marine ports and 6 dry terminals, YILPORT Holding is currently the 12th among the global container terminal operators, ranked by Drewry. The parent company YILDIRIM Holding also owns 24% shares of CMA CGM Group, the third largest container shipping company in the world.

A YILPORT subsidiary company OLG Awarded to Perform the Multi-Purpose Operations within Puerto Quetzal



YILPORT Holding would like to present the newest member of YILPORT portfolio; OLG. YILPORT Holding own 55% share of a Guatemalan OLG company which has been awarded by EPQ (Puerto Quetzal Port Authority) to operate Mobile Harbor Cranes in the terminal as of 18 October 2018 after the contract having signed between Port Authority(EPQ) and OLG. Puerto Quetzal is the Guatemala's largest Pacific Ocean port and by this agreement YILPORT will provide Mobile Harbor Crane Services for Multi-Purpose cargo including container and bulk. With this investment YILPORT Holding is already running 21 terminal in the world and the 3rd one in LATIN AMERICA Region after YILPORT Puerto Bolívar (Ecuador) and TPE, Paíta (Perú).



Puerto Quetzal, located 102 km from Guatemala City, is the first multi-purpose Guatemalan port on the Pacific Ocean able to accommodate vessels up to Panamax size.

The First YILPORT Investment Already Started Operations:
2 Mobile Harbor Cranes are Delivered

YILPORT Holding has already started its investments by 2 Mobile Harbor Cranes which start to operate in Puerto Quetzal and another 2 Mobile harbor Cranes will be delivered in June 2019.

With their lifting capacity up to 208 tonnes and outreach of up to 58 meters, the new MHCs are suitable for container movement, dedicated bulk handling, heavy lifts, and project cargo.

The cranes are capable of servicing vessels up to 19 container rows across the ship. Thanks to increasing speed and flexibility they provide to operations, Puerto Quetzal will be able to give services to ships up to new-Panamax size (with a cargo capacity of up to 13,000 TEU).

The new cranes were already shipped on the 3rd week of October from Rostock, Germany and arrived at Puerto Quetzal on the first week of November and started operations after the assembly and commissioning of the equipment. The other 2 cranes are expected to be delivered in June 2019.

YILPORT Holding CMO Erhan CILOGLU

Explained How Terminal Investment Can Help the Economic Growth of a Region



YILPORT Holding
CMO Erhan CILOGLU



YILPORT Holding CMO Erhan CILOGLU and YILPORT Holding Global Operations Director R. Cem GOKTAS attended 15th Trans Middle East 2018 Exhibition and Conference that held Intercontinental Aqaba Resort, Aqaba, Jordan between 24- 25th of October. Mr. CILOGLU mentioned how the group has gone through three phases of development by initial focus on domestic operations of original sectors until 2000, rapid expansion into new sectors during the next five years and strong international expansions over the last decade respectively.

By highlighting the strategic importance of Middle East region that always keeps the region on the main trade lanes; he also gave detailed sectoral updates related to impacts of growing vessel sizes, new opportunities which altered by Panama channel & alliances and trade routes inherently rooted by the geostrategic position of Middle East region.

He emphasized that “The right investment on a port with its terminals and connection roads can easily drive the growth of the hinterland and add the location to the global trade network.” He said, “This is what we are doing at Ecuador Puerto Bolivar”. Similar to Middle East, West Coast of South America has big potential reciprocally. There are 17 different shipping line services call ports in Ecuador. The average size is about 3,080 TEU and the main problem of the country is shallow water short sea-feeder

network terminals. As YILPORT this is what we are developing in the hearth of the banana production at South of Ecuador is the first deep-sea terminal of Ecuador.

As the day, YILPORT Puerto Bolivar’s current capacity reached to 450,000 TEU in the container, 3,600,000 Tons in general cargo and 50,000 CEU in Ro-Ro operations. As a part of modernization and investment plans, we ordered 6 STS and 12 RTG cranes. The overall capacity of the terminal will increase to 2.6 M TEU after the completion of the project and Puerto Bolivar is already become a well-known port in the shipping industry which is not in any consideration of the shipping lines just 2 years ago”

YILPORT Holding CIO Mark WOOTTON

Shared Long Range Vision of the Company

Digital Ship Maritime CIO Forum



YILPORT Holding
CIO Mark WOOTTON

YILPORT Holding CIO Mark WOOTTON attended Digital Ship Maritime CIO Forum organized in Bergen, Norway on the 22nd of October. At the event where many technology leaders from port industry and supply chain management attended, Mr. WOOTTON, briefly mentioned the overall activities of YILDIRIM Group of Companies and digital transformation practices of YILPORT Holding within the supply chain.

By emphasizing how YILPORT integrates the business model to the entire value chain covering freight forwarding, stevedoring, shipping agency, land transport, rail transport, warehousing, and other value-added services, he also highlighted the importance of digitalization and company's target to implement this business model to the ports.

He also emphasized that "The rise of digitalization and advanced technologies such as IoT, blockchain autonomy, AI and VR, promise a faster, safer and more scalable supply chain for all parties and better business outcomes and increased supply chain transparency. Our target is to implement this end-to-end business model to the ports to provide the utmost efficiency."

£ million

Incom

PBT



by **GORKEM KAVCAK**
YILDIRIM Group of
Companies
Market Research &
Intelligence Director

2018 Economic Review

While we are leaving 2018 behind, the most significant topic on the global scale was the trade wars. While the President of the United States Donald Trump was the one who fired the war, the country standing on the opposite side was China. On a smaller scale, the import duty on certain Chinese products has gradually increased and it reached to an import level corresponding to \$ 500 billion.

Economists and those who were close to this topic by taking the past examples into consideration stated that there is no winner in this war in the long term, while it was emphasized that America was importing inflation in the short term. As a result, while America was importing some products which have no substitution and China is still competitive with, America not only imported them but also imported inflation too. This is a factor that negatively affects overall economic growth.

Developing Countries Witnessed Important Reduction in Value

The exchange rate side of these trade wars was significantly activated in the summer period of 2018 and it was clearly observed that especially developing countries witnessed important reduction in value. In such countries as Turkey, this losses went beyond of estimations, however, exchange rate moves were relatively soft in the rest of the year. However, 2019 will be important and must be closely observed not only by Turkey but also by other emerging markets.

As for interest rates in the world, the statements of European Union Central Bank in the last days of the year that they will stop monetary expansion caused some speculations as Europe is also in line for interest rate hike. An Europe-originated change following the increase in interest rate triggered by The U.S. Federal Reserve (FED)'s interest rate hike process is the most important signal that this process will continue.

the most important reason is the global trade wars. Although there is a negative outlook in the short term, the decrease in investments in commodity markets since the crisis of 2008 and the lagging of the supply-side growth compared to demand give signals that there may be some price increases in some commodities. Of course, this may be a long-term expectation, while in 2019, it is obvious that the above factors will put pressure on commodity markets and property prices.

On the other hand, the fact that China's growth rate stayed in 6% and not expecting an upward and permanent maneuver indicates that China, which is the dynamo of commodity markets, will have difficulty in creating a demand.



2019 Year Expectations

When we evaluate 2019 in general, we can easily state that global trade wars will continue. However, it would be useful to say that this will be a year in which we will see the side effects of this war. Not only will it affect America or China, but other trade partners will also be affected by this war. In this period of slowdown in the world economies, the depreciation of the shares of the pie indicates that the war may turn to be even harder.

As mentioned above, the end of the monetary expansion processes provided after 2008 and the increasing monetary tightening in the opposite direction will be another important obstacle for global growth. Although the FED is expected to be more careful in the rate hike decisions, it does not mean that there will be no increase in the end of the increases. The fact that there can be seen similar processes on the European side indicates that the interest issue will be decisive for 2019 and upcoming years.



Commodity Markets Surpassed A Volatile Year

While there is these developments on the axis of trade, exchange and interest on a global scale, commodity markets surpassed a volatile year. Commodity prices, which increased in two years after rapid price decreases in 2016, started to decline again towards the end of the year. At this point, it must be stated that



2018

Container Shipping Industry Outlook



by **HASAN CIFTCI**
YILPORT Holding
Sales & Marketing
Manager

Container Shipping Industry

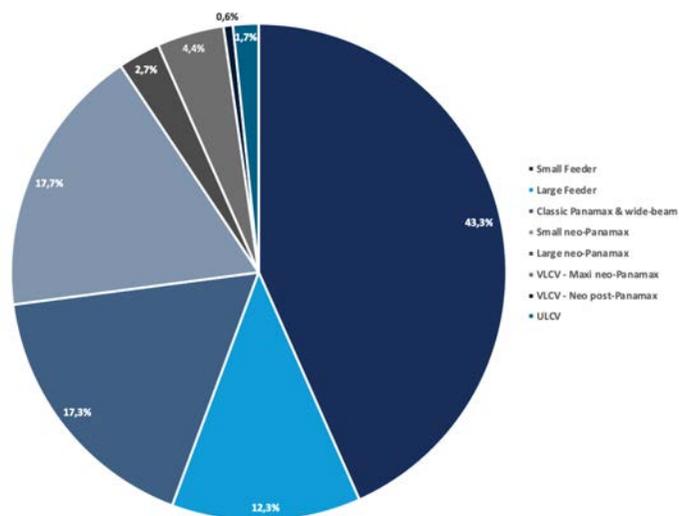
The container shipping industry is facing enormous changes in recent years. We have witnessed large M&A activities, creation of massive alliances due to imbalances on supply and Demand, lower freight rates and also the appetite for getting bigger. The number of Global Liners reduced but their market shares are increased. These changes also affected short sea carriers, we have witnessed more vessel shares on short sea trade routes, M&A on short sea liners an even a decision for stopping operations from the beginning of 2019.

2018 was the year with lots of uncertainty and unpredictable movement due to on/off Trade war talks. Leading market research companies had to revise their prediction almost in all quarters. April 2018 US tariffs on Chinese exports has mostly affected Transpacific bulk cargo operators however currently on hold 200bl USD US's tariffs on Chinese export still have the risk for Transpacific container trade which remains uncertain for 2019.

After a 4,7 % growth (estimated) in 2018, a 4,1 % growth is estimated on Global Container port throughput according to Drewry experts. Due to, Oil prices fluctuation imbalance on the supply and demand, US sanctions on Iran and Russia, Brexit and its impacts to EU, changing on tariffs are expected to shape the global growth, therefore, container growth number in 2019.

OVERVIEW OF GLOBAL ECONOMY

Global economic expansion is losing momentum as IMF cuts growth forecasts 0,2% in 2019.



The imbalance on the supply and demand is also seems easing on 2019

Above table shows World containership fleet by size, Despite the uncertainty bigger vessel joining to main trade lanes and it cause a cascading effect to the other trade lanes, but the number show more balance on supply and demand in 2019 comparing to previous years.



Global growth for 2019 is estimated as 3.5% according to WEO January update which is 0.2% point below from October 2018 World Economic Outlook (WEO) forecast, despite weaker performance in some economies, notably Europe and Asia.

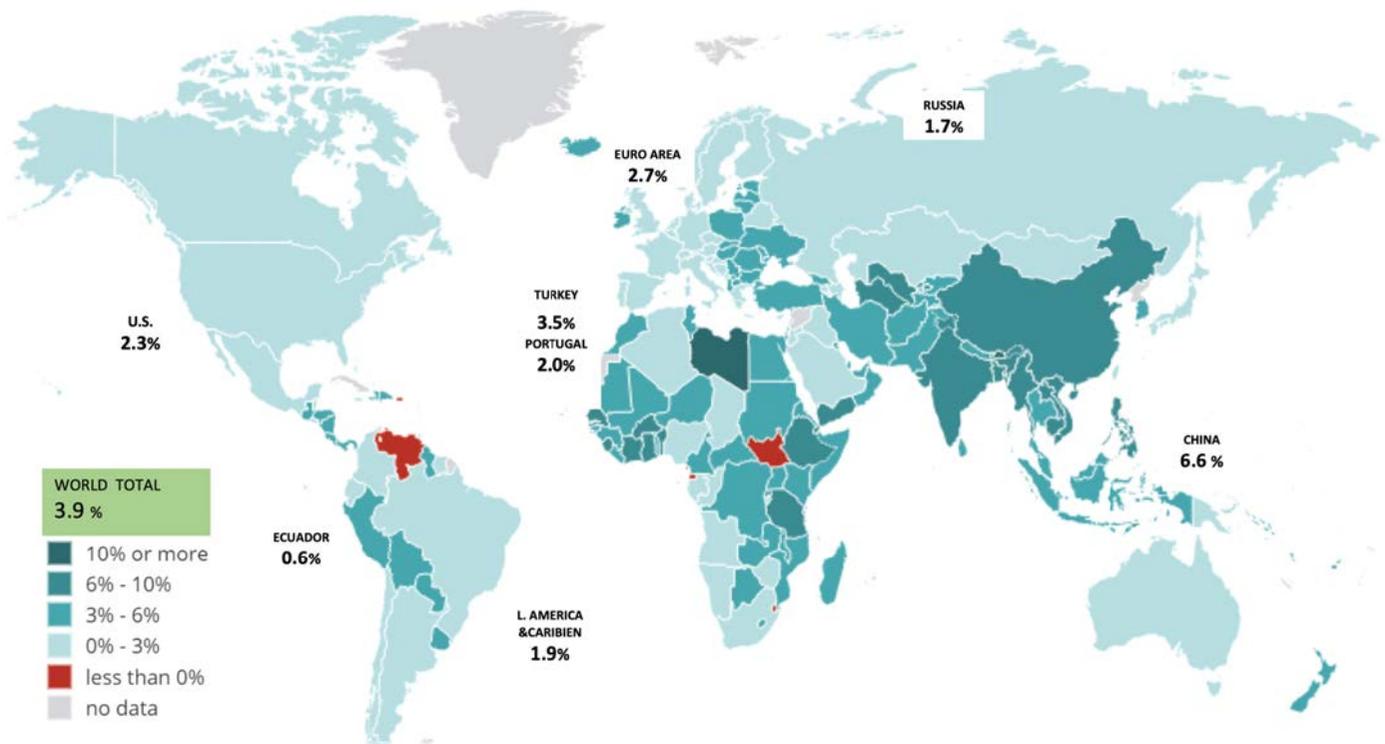
US-China tariff tensions are casting a “shadow” over global economic prospects, and the downward revisions were also driven by the tariffs imposed by the two countries on each other’s goods.

The US economy is forecasted to grow by 2.5% in 2019, in line with the October forecast.

China’s economy is expected to grow by 6.2% in both 2019, in line with the WEO’s previous prediction. The latest WEO report came just hours after official data showed the Chinese economy grew 6.6% in 2018 which is the slowest rate since 1990.

The WEO highlighted “substantial uncertainty” over the UK forecasts for 2019 and 2020. This baseline projection assumes that a Brexit deal is reached in 2019 and that the UK transitions gradually to the new regime. However, as of mid-January, the shape that Brexit will ultimately take remains highly uncertain.

Euro area growth is forecasted at 1.6% in 2019 and 1.7% in 2020, with the former down 0.3 % points from the WEO’s October forecast and the latter unchanged.



Regional Container Activity Volume (TEU of Port Handling, Including Empties and Transshipment) and Growth comparison)

FED raised interest rate to 2.5% in December 2018

The Federal Reserve raised the fed funds rate to 2.5% in December 2018, held the target range for the federal funds rate at 2.25-2.5% during its first policy meeting of 2019.



SOURCE: TRADINGECONOMICS.COM | FEDERAL RESERVE

GAME CHANGER PORT INNOVATION CONTEST 2019



**EFFICIENCY
OPTIMIZATION**



AUTOMATION



**SAFETY
PEOPLE
SECURITY**



**ARTIFICIAL
INTELLIGENCE**



**BIG DATA
BLOCK CHAIN
IOT**



**PORT
INFRASTRUCTURE**



**ENVIRONMENT
GREEN PORT**



**PORT CITY
INTEGRATION**

**GRAND
PRIZE
7,500 €**

**SECOND
PRIZE
5,000 €**

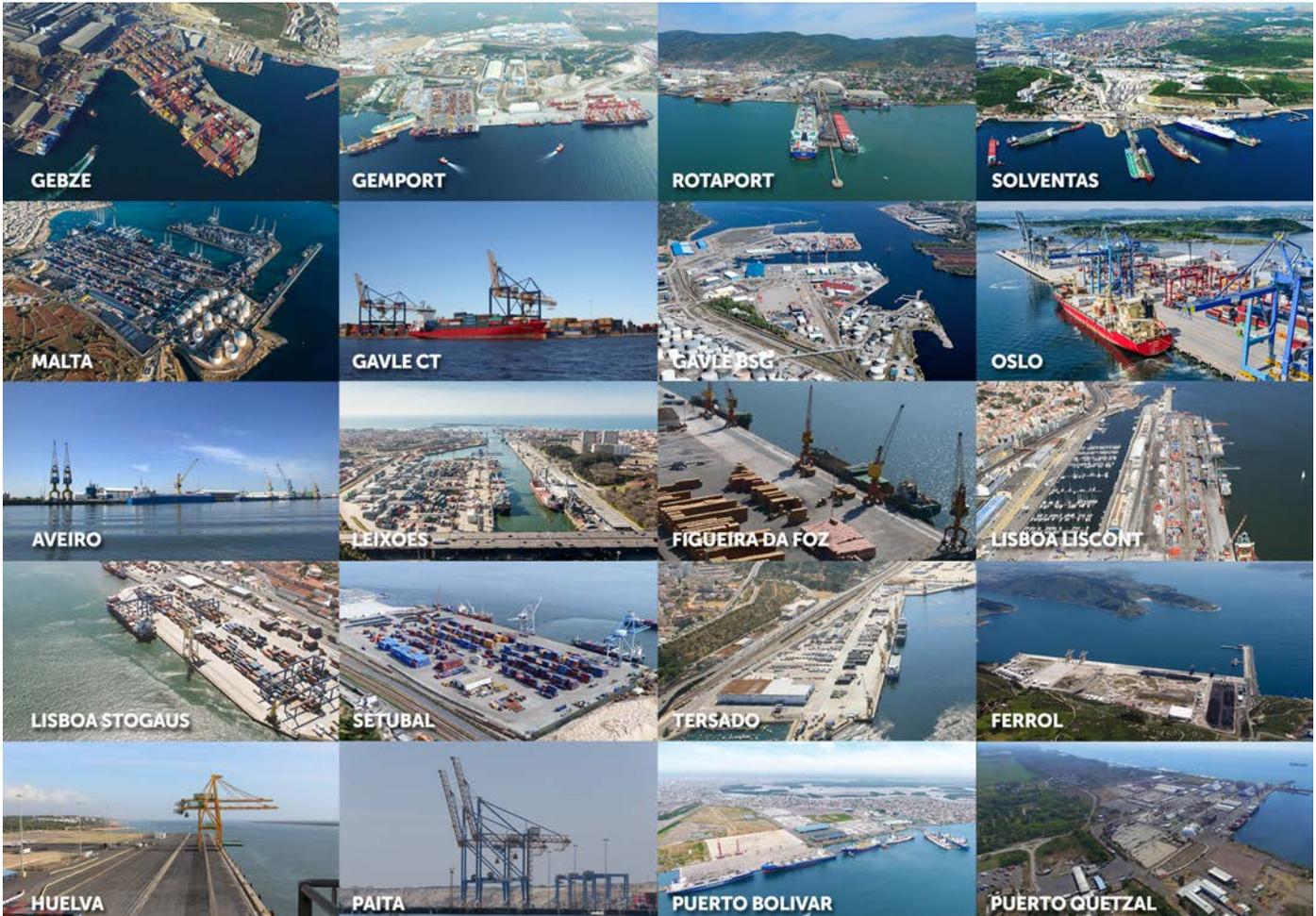
**THIRD
PRIZE
2,500 €**

**HONORABLE
MENTION
1,000 €**

Please visit www.yilport.com for
further information and application.



YILPORT Holding Kicks Off “Port Innovation Contest”



Garip and Zeycan Yildirim Foundation, established by Yildirim Holding’s and YILPORT Holding’s donations, announces “Game Changer” Port Innovation Contest. The international contest is organized with YILPORT Holding’s full support, and it is the first innovation contest in the Turkish port industry.

Undergraduate, graduate, or doctoral students at universities can submit their projects in “Game Changer Port Innovation Contest”. Individual or group submissions are accepted and there is no age limit for participants. One participant can apply with a maximum of three different projects.

The themes of the contest are “Productivity and Optimization”, “Safety, Human, Security”, “Big Data, Block Chain, IoT”, “Environment, Green Port”, “Automation”, “Port Infrastructure”, “Port-City Integration”, and “Artificial Intelligence”. Originality and innovativeness of the project, the project’s capacity to meet current needs of the port industry, economic, technical, and technological feasibility, risk factors, and availability of alternative solutions are crucial points to be assessed. In addition, having a well-prepared file, supporting the project with strong visuals and graphics, fluent expression of the ideas are other criteria for evaluation.

Garip and Zeycan Yildirim Foundation accepts submissions without a fee. Participants may visit Garip and Zeycan Yildirim Foundation (www.gzyv.org.tr) or YILPORT Holding’s website

(www.YILPORT.com) to register and submit their projects until April 26, 2019. Specifics of the contest are also listed on the websites. The winners will be announced on the websites on May 2, 2019 after jury review.

The prize for the first project is set at 7500 Euros. The second project will be awarded 5000 Euros and the third with 2500 Euros. Honorable mention will be 1000 Euros. Garip & Zeycan Yildirim Foundation will also award the top three winners with education scholarships in Turkey until the end of their studies. The owner of the first project will participate in an international event sponsored by YILPORT Holding.

**For more information and applications
please visit:**

www.gzyv.com.tr
www.yilport.com



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Special yards (mineral, marble, tiles)



RO-RO

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PDI
Touch-up

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Trucking
Rail
Feeder
Combined Services

LIQUID

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Liquid to Container
Transfer from Container to Tank
Blending and Marking



TUGBOAT & PILOTAGE

Maneuvering
Tugboat
Pilotage

GENERAL & BULK

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

CONTAINER

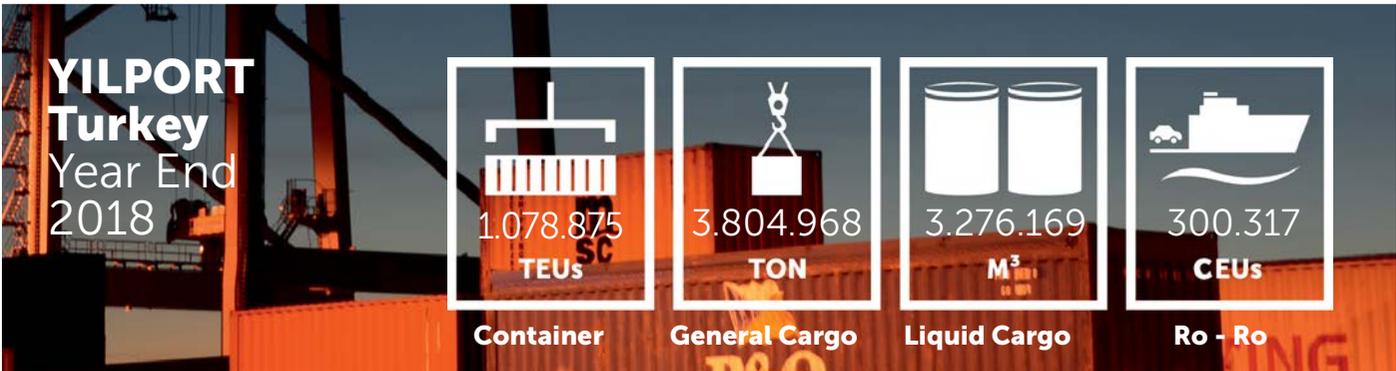
Vessel Operations
CFS (Stuffing, stripping,
inspection)
Reefer services
IMO Services

CONNECTION | **TURKEY**

YILPORT TUR KEY

Gebze | Solventas | Rotaport | Gemport

www.yilport.com



2018 YILPORT Turkey Container Business



Foreign currency exchange rates to record levels in 2018 in Turkey. Foreign trade was also affected by the increase in foreign exchange rates, almost like each item in the country's economy.

Although the export data fluctuated during the year, it entered an upward trend since September 2018. Import data were also at high levels until July, but in August it fell about 25% month-on-month and continued to fall.

When we look at the overall YILPORT, we completed 2018 by handling a total of 6.41 million TEU containers with an increase of 5% compared to the previous year. If we look to Yilport Turkey; In YILPORT Gebze Terminal, we handled 554.226 TEU

Container with an 11% increase and 524.652 TEU with an 11% increase in YILPORT Gempport Terminal. We achieved record business volumes with figures exceeding 50,000 TEUs per month for the first time in both of our terminals. Terminals of YILPORT Gebze with a capacity of 1 million TEU and YILPORT Gempport with 1.2 million TEU capacity will continue to maintain their leading positions in Izmit and Gemlik Gulf with capacity utilization rates.

If we look at the reasons for these achievements, let's review which investments were made in 2018 in our ports, which are devoted to continuous self-improvement:

YILPORT Gebze

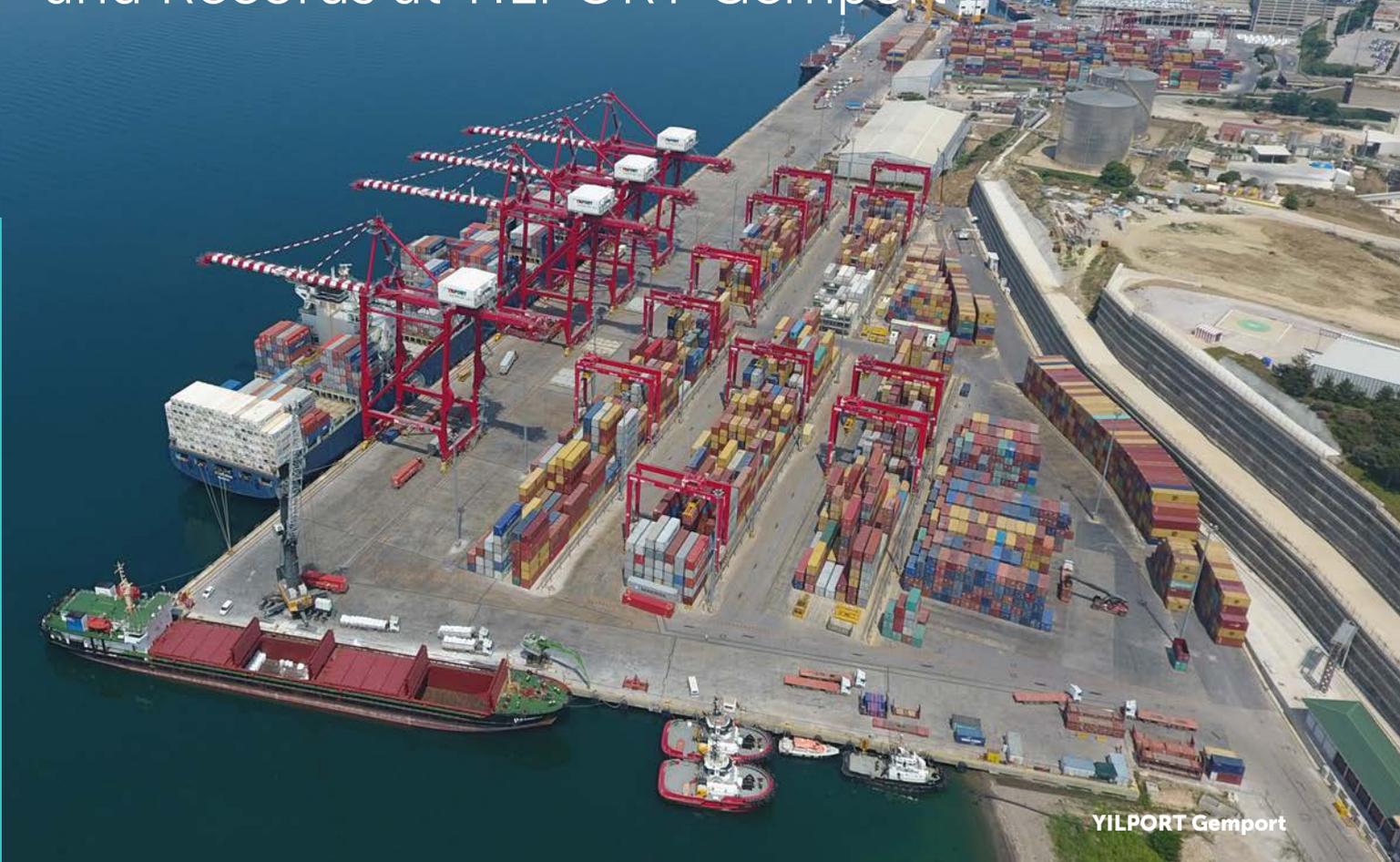
- RTG block was placed in this area by removing Liquid Terminal. (additional 1,000 TEU)
- A new area of 11.000 m² was obtained within the bonded area.
- 25% capacity increase was made by expanding the container entry-exit doors.
- Web pre-gate system was installed to reduce vehicle traffic by 25%.
- An additional open area of 4,400 m² was obtained in the temporary storage area.
- Ground improvement and concreting works were carried out in E-5 Terminal empty container storage area.

YILPORT Gempport

- Port gates were extended to 9 automatic lines including 4 entrances, 4 exits, 1 passenger vehicle road. Emergency exit door added.
- 80.000 m² new area was obtained by concrete work at the mine yard.
- Unbonded CFS yard has been expanded.
- A total length of 2040 meters was reached with 1020 meters of a linear berth.

With the new investments of Yilport which we plan to finalize at the end of 2019, we aim to build the connection paths, new yards and new technologies at Yilport Turkey Terminals. Do not forget to follow us to learn about our new investments.

A Year With Full of Developments and Records at YILPORT Gempport



YILPORT Gempport

YILPORT Gempport, one of the leading terminals of the Gemlik region, which continues its capacity and expansion projects continuously, achieved a number of successes in 2018. In order to maintain its record-breaking terminal operations to its new service calls YILPPORT Gempport's projects continued simultaneously without slowing down in 2018. The terminal, which has increased in the container and general cargo volumes, recorded annual growth.

The terminal reached 524,572 TEU throughput in 2018 thanks to new service calls. In particular, the terminal handled 54,003 TEU and served to 67 container vessel in December. As a result of liners preferences, YILPORT Gempport achieved 11% volume growth compared to the previous year.

As a result of widened service scope and contribution of business partners general cargo volume reached to all-time record with 1,589,850 tons by 65% growth in 2018 compared to the previous year. YILPORT Gempport served 379 general cargo vessels and will continue to serve its customers in 2019 with the latest technology investments and projects.

Expansion Continues

The new area, which has been in use since the last quarter of 2018, has been dedicated to parking and controlling of terminal tractors in order to meet the increasing volume in the most efficient manner. The new field has been reserved for stacking of additional container and project cargos in order to accelerate the operational flow.

Faster Customs Transactions by Centralized Control

YILPORT Gempport has the most efficient gate management with 9 lines. Terminal also built new offices for customs enforcement officers to decrease the time at the gate in and gate out processes.

Our customers are able to handle their transactions easily from this single point, where customs officers, Gempport gate personnel and security presence altogether.

New Dedicated Gate for General Cargo and CFS Operations

In addition to the auto-gate system at YILPORT Gempport terminal, an additional and dedicated gate is launched for general cargo and external CFS operations. Thanks to this new gate which is close to the outer CFS area, brought operational efficiency to us and decrease fuel consumption.

The Best Logistics Service Provider of Bursa

YILPORT Gempport



The 45th Value Adders to Economy Award Ceremony took place within the participation of Minister of Culture and Tourism Mehmet Nuri Ersoy by the Bursa Chamber of Commerce and Industry.

The award ceremony was held at the last council meeting Bursa Chamber of Commerce and Industry service building. Minister of Culture and Tourism Mehmet Nuri Ersoy congratulated Bursa Chamber of Commerce and Industry for their successful works. 52 Awards in 5 different categories found their owners in income tax, company tax, export, tax special awards and sector leaders. Successful business people and firms received their awards, from Minister of Culture and Tourism Mehmet Nuri Ersoy, Governor

of Bursa Yakup Canpolat, Bursa Deputies of Bursa Efan Ala and Hakan Çavuşoğlu, Bursa Municipality Mayor Alinur Aktaş besides BTSO Chairman İbrahim Burkey and Council President Ali Uğur.

Turkey Region General Manager Mr. Uygun Değirmenci has received the award as the winner in logistics in sector leaders category from Minister of Culture and Tourism Mehmet Nuri Ersoy.

YILPORT Turkey Gathered with World Automotive Sector

Gempport General Manager Levent ADALI and Gebze Sales Manager Ertan OCAK participated in the World Automotive Conference event held at Wyndham Grand Levent Istanbul Hotel with over 800 participants from 30 countries worldwide.

The event featured industry-leading topics such as Industry 4.0, Robotics and Digitalization, Supply Chain and Logistics, Electric Vehicles and Industry Transformation, Connected and Driverless Vehicles, and Smart Mobility.



The Best Ro-Ro Terminal Again Certified by Industrial Leaders



Gemport is one of the most important ports of the Turkish maritime sector with its strategic location, vast hinterland, and rational investments. Since the port was founded, its contribution to the Bursa region and national economy has been steadily increasing. As well as having the container services as its main business operation, Gemlik is the crucial exportation port of the automotive sector giants in the Marmara region.

Gemport has a weekly internal audit just for Ro-Ro operations to follow up the quality level of the conducted operations. Exclusive designed audit form format provides operational efficiency which enables to make operations for multiple branded cars and vehicles at the same time.

The form consists of several evaluation segments such as parking track, personnel performance, handling index, vehicle allocation and security. After each audit, the result is released to each party at the terminal, then follow up the non-conformities with corrective action plans.

Gemport facilitates its operations with inhouse development of information technology. Owing to this technology, operations held are cost and time effective with less shifting and uplifted vessel planning is provided by using hand terminals.

This systematic coordination is designed to meet all requirements of customers. YILPORT's commitment to solution oriented operational excellency is supported with integrated management systems policy and quality certificates. Gemport functions as a gateway for automotive giants in its hinterland by serving fast and high-quality service to Ro-Ro vessels.



Gemport team has successfully passed all external audits. The quality certificates were renewed with satisfactory results from all audits performed by external auditors of organizations such as Opel (Ro-Ro), SGS (Integrated Management Systems), Port Authority (Operation Authorization and TMUB) and Renault (Ro-Ro) in August, September, and October.

Web Pre-gate System is Live at YILPORT Gebze



Web pre-gate system was developed to for a new function to the Infinity Customer platform and to save time by creating an export container entry record and gathering gate information (Main or Inland Terminal) via the system started to be used by the carriers.

The aim of the project is;

- Reducing the traffic inside of the inland terminal
- Giving the position information of the container before export container truck arrives at the terminal
- Using the hand terminal at the gate-in at the port and inland terminal
- Preventing traffic jam by preventing container carrying trucks coming to the port without customs transaction
- To provide the direct entrance of the containers to take empty containers, without going into the pre-gate registration point.

Multipurpose Terminal Visit by Mining Leaders



ChinMetal Information Tech Co., Ltd. and Ferro-alloys.com organized "The 6th Asian Pacific Steel & Ferro-alloys International Conference" at Istanbul Hilton Hotel with the sponsorship of YILDIRIM Holding. YILDIRIM Holding representatives and event participants visited YILPORT Gempport and Gebze Terminals.

Visitors had been informed with a brief terminal presentation and made a terminal tour in which they gathered information about the port and security measures, port operations, capacity, and equipment.

YILPORT Rotaport
Terminal Director
Serhan CILENGIR





Thank you for accepting our interview request. Can we have a background information on you?

In my career which started with maritime; I was 3rd, 2nd and 1st captain respectively. worked in general cargo, LPG and container vessels about 8 years. In 2010, I decided to go ashore. Yildirim Holding adventure started for me along when I was appointed as Gemlik Fertilizer Port Manager. I continue my mission today as Rotaport Terminal Director after conducting Gemlik Fertilizer Port Management, Business Development Manager, Turkey Marketing and Sales Director respectively.

Which projects did you involve in Gemlik?

Gemlik was a school for me. Gemlik Fertilizer was very valuable and instructive for me because of in the first work experience I had the chance to work closely with our bosses. We involved in many new businesses in Gemlik Fertilizer. We started loading Panamax ships that were not done before. We started to store and load mine, cement, palletized products, and grain. At the end of 2012, our port had reached 1,500,000 mt of handling capability and all of our warehouses were full. But the most exciting thing for me was the construction of the port we started at the end of 2010.

With the completion of the Gemlik Fertilizer expansion project with a 300-meter berth at that time and the acquisition of Gempport, Gempport became a giant facility that could provide solutions to our customers in all matters by merging with Gempport. It was a great pride for me to turn this small port into such a huge facility and it was the messenger of YILPORT Holding's global success at that time.

After 2012 along with the acquisition of Gempport in December, I entered to Gempport as head responsible for commercial integrations. In a short time, I was assigned Gempport as the Sales

Manager when the time I was also continuing my Gemlik Fertilizer Port Manager duty. We became a solution partner to our end customers. We put into practice Marble, ceramics, the palletized product storing areas. We established the project of deceased Mehmet Yildirim, the first closed system mine warehousing and container stuffing facility in Turkey. Efficient use of our yards as a salesperson strengthened our hands and taking us one step further in competition. In my opinion, the most powerful aspect of YILPORT Holding is to add value to the facilities that buy, to increase its efficiency and not to avoid investment.

YILPORT is continuously investing in all its terminals. Are there any planned investment plans for the Rotaport terminal?

There will also be new investments at the Rotaport terminal. I am excited to be assigned to such a position on the eve of this investment. Following the neighboring Marmara Shipyard going out of business, our neighboring facility joined the Rotaport Terminal. With this joint, terminal reached two times the size of its current area. Currently, we have a grain silo with a capacity of 120,000 square meters and cement silos with a capacity of 20,000 square meters. We also have 40,000 square meters closed and open warehouse areas. With the addition of this new area to our terminal, the largest storage and warehouse facilities in the region, we plan to produce solutions for the needs of our customers by increasing the diversity in operations.

Firstly, we will expand our open warehouses up to 10.000 square meters in line with the needs of our customers and we have made the necessary preparations in this regard. We work with our customers for closed warehouses. Our port has an approved railway project. In a short time, our railway terminal will also be operational. The terminal will be more accessible with our rail link being operational and we will produce intermodal solutions.



Additionally, we will start containerization, container discharging/loading operations soon. With our link to the railway, these operations will become more valuable. Opened and closed warehousing facilities will become beneficial for the customers who conduct the container transportation business.

Is there any special product type in warehouse projects, or will they be used for multipurpose operations?

We target to become a solution partner for all of the customers by designing our warehouses to be able to use in a multipurpose manner as much as possible

What is the strongest factor behind the fact that Rotaport is conducting operations so consistently?

The most important factor is the person itself. Our port has adopted a port as our own port Our staff circulation is very low, the number of employees for more than 20 years is a port. Each of our operators able to use 2 to 7 equipment. Today, 18 of our colleagues in our operator headcount were recruited from the lower cadres within ourselves and turned into certified operators. We are an organization that gives value to the people.

How was the year of 2018 for Rotaport?

We left behind a year which economical fluctuations have been experienced in the Marmara Region hinterland.

Despite the fact that general cargo volumes have been affected worldwide due to the trade wars between the US and China, and

later on partially spread to other countries; we could end the year in a good place as Rotaport. In spite of the market conditions, we had the chance to work with new companies by also conserving our existing customers. We used our warehouses in the most efficient way, reached the highest storage volume of all time. I believe that this growth will continue with the addition of new storage areas.

Which activities are carried out as a Rotaport on occupational health and safety?

We have made many improvements in our yards on occupational health and safety. As a result of our risk analyzes, we reorganized our fields, made our traffic flow safer, and made our operations safer with a number of improvements that we made. As all our YILPORT terminals, we continue our way with a "Zero" damage target.

What is your message to our customers for 2019?

We act in harmony with our customers with our management approach. We've made a nice final as a team. We will stand side of our customers with our supportive projects and continue to be a solution partner in all of their projects as well. We will continue to do our best to provide the best service with our experienced staff, equipment park, and warehouse areas. I would like to wish all our customers that 2019 will be a prosperous year in which they do not experience any occupational accidents.



Samsung Officials Visited YILPORT Rotaport



Samsung Authorities, YILPORT Rotaport Terminal Director Serhan CILENGIR & Sales Chief Serhat YIGENLI

As one of the general and bulk cargo terminals in YILPORT Turkey's portfolio, the Rotaport, hosted visitors from Samsung company last week.

Samsung Company Financial & Risk Manager Onur Hatipoglu, Turkey Office responsible Fatma Sevinc and Grace Lee from Strategy Management Department participated to the visit organized by Rotaport Terminal Director Serhan CILENGIR and Sales Chief Serhat YIGENLI.

LEADER IN DIVERSE BULK CARGO

 **YILPORT**
ROTAPORT

YILPORT Rotaport is found in the economic backbone of Turkey at Yarimca. The facility was further expanded to create a diverse dry bulk and general cargo service center for the largest industrial companies in the steel, grain, cement and minerals business sectors.

for more:
www.yilport.com

YILPORT Solventas General Manager **ELIF ARTAN**





Thank you for accepting our interview request. Can we have a background information on you?

I was born in 1972 and have a child. I received my bachelor's degree in Business Administration from Istanbul University. Since 1995, I had been working in shipping management. I was General Manager of Marmara Shipping Yard, which was formerly operated under the umbrella of Yildirim Group of Companies. For over the years, the company built 20 vessels which 10 of them tankers and 10 was general cargo vessel. Following the close up of the shipping yard, I took over the torch of YILPORT Solventas and have become the General Manager of the terminal since April 2018.

What is making YILPORT Solventas unique?

There are plenty of unique specifications of our terminal. Terminal itself has state-of-the-art equipment and executed by the experts in liquid operations. We are committed to operate better for smooth processes. Each tank has separate scaffold circuit connections. Work is carried out with full automation as it is in other operations of Solventas. 13 tanks are at various diameters and they have a volume of approximately 48,860 cubic metres.

Our terminal provide storage services for bulk liquid chemical and petroleum product. Concerning petroleum product we are working with the companies active in bunkering business. Terminal's API (American Petroleum Institute) standards fire extinguishing systems for tanks were designed in NFPA (National Fire Protection Agency) standards. Solventas is also, a member of the CDI-T (Chemical Distribution Institute – Terminals) multinational chemical producers. We also successfully completed this year's CDI-T audit which is repeated every three years term. Solventas Terminal, adopts the policy of constant development in quality, people and work place safety. The terminal has ISO 9001 Quality Management System, ISO 14001 Environment Management System

and OHSAS 18001 Occupational Health and Safety Management System, Green Port certificates and also signed Responsible Care certificate as well.

When you look back over 2018, how was it in general?

2018 had passed under the shadow of the important economic developments and geostrategic pressures among the world. By saying this, we can show trade wars that the United States experienced with China, the US interest rate of the United States and the increasing US Dollar rate against the currencies of the developing countries and the deterioration of the economic stability in Europe with the Brexit decision of the UK and some EU countries as of 2019 (Italy, in the light of the projections of downsizing) respectively.

The structural fragility in Turkey's Economy (such as current account deficit, imposed foreign debts, import-based production, and so on.) caused These developments caused the international community to show more reaction comparing the other countries





while a economic crisis. As you know, the exchange rate fluctuations caused uncertainty in the country especially in the period between May and October.

Was the year of 2018 had been satisfactory, despite such an economic environment?

Each economic crisis contains its opportunities in it. As YILPORT Solventas we also saw 2018, as an adaptation year for new sectors. Adaptation as itself is developing new behavior which suitable to the changing situations.

Our primary aim is to provide a business sector of total business volume not standing above %20. For this, in addition to the current sectors that we provide service we also wanted to enter to the sectors that we have not entered earlier. Firstly, we verged to the higher unit priced but low costed chemical product storage, by transforming our tank farm which contains 14 tanks (38,500 cubic meters) to the chemical storage farm. In this line, we provided required certification in denaturation from Tobacco and Alcohol Market Regulatory Authority (TAPDK) in order to cover up our gap in Methanol and Ethanol sectors.

Followingly, as a result of the application that we made to Customs Tariff letter of guarantee, we achieved an implementation of 10%. When the implementation is done on this matter, we increased our competitiveness when comparing to the other ports in addition to our technical infrastructure. As a result, despite all of the economic fluctuations during the 2018, we reached our target on the budget and even showed a surplus business performance during this period.

As we understand from what you tell us, have you also added new customers to YILPORT Solventas?

Of course, we got the opportunity to work with 9 new companies different than our current customers. Some of them even were the ones that previously worked with YILPORT Solventas, however

they left us for the favorable commercial conditions of other terminals. Some of them are the customers which actualized their first storage in Turkey and we found the opportunity to cooperate during the numerous networking events, conferences and customer visits.

As Solventas, we endeavor to actively participate and be in close cooperation with all the components of the sector such as refinery, producer, traders, shipping agencies, logistics companies, laboratories and inspection companies and strive to hear latest developments in Turkey and world market from the first person.

What are your expectations from 2019? What is your plan?

The year of 2019 will be a year for the world trace closely especially the decisions UK leaving the EU and macroeconomic information such as growth and unemployment. The sign of recession possibility which has been received in the USA by the end of 2018 has a crucial importance. This kind of situation can pose developed country related crisis but on the other hand could create advantages for the developing countries which needs to be followed.

From the Turkey's position, following the results of local elections it can be considered that economic expectations might increase in the same parallel. Especially, it is estimated that an intervention to Syria might cause foreign capital outflow and go to into an exchange-rate-inflation spiral. Thus, when we consider the basis effect of 2018, we estimate that 2019 will be between +/- 1% growth interval.

As Solventas, we suffer to go over this term by predetermining our plan. We will work on our developable sides. Especially abrasive product storage which requires risky handling specifications. With the contracts that has been signed, we plan to operate these tanks in the second quarter of 2019. In addition, we continue to carry out our contact with overseas-based direct manufacturers on their studies in Turkey's market.

What is your message to our customers?

In this period of economic fluctuations in the country; we will continue our efforts to become the most reliable business partner in 2019 with our high quality and standards, our superior technological infrastructure and effective use of information, as we do in every year.



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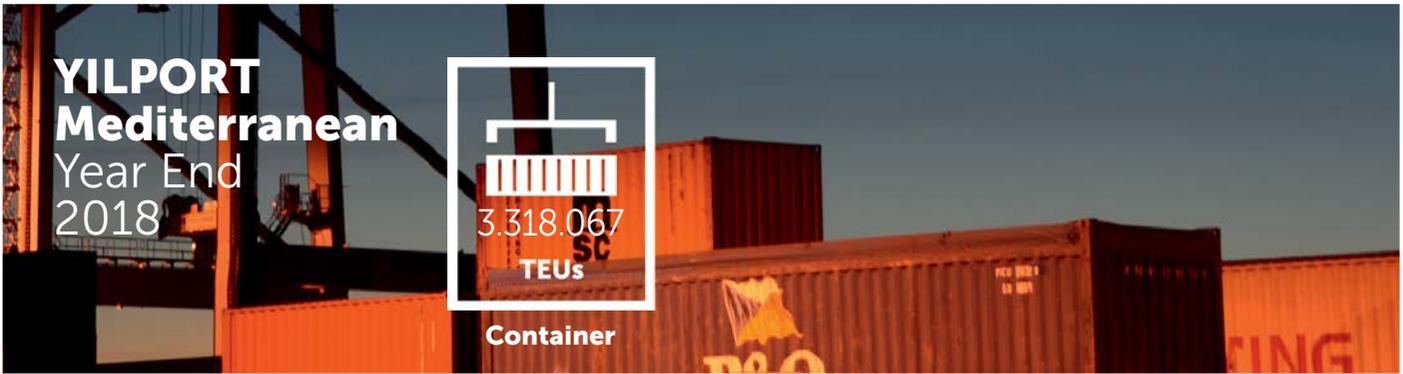
YILPORT MALTA FREEPORT

MAJOR TRANSSHIPMENT HUB IN THE MEDITERRANEAN

YILPORT's first global expansion move in port operations took place in 2011 with the acquisition of 50% shares in Malta Freeport Terminals, one of the leading transshipment and logistics centers in the Mediterranean.

**GLOBALLY LINKED
WITH 135 PORTS**

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Malta Freeport has witnessed healthy growth during the year 2018



Malta Freeport Terminals (MFT) has taken significant strides forward in recent years in a concerted drive to ensure it is able to meet the growing demands from the world's largest container lines and sustain its reputation as one of the Mediterranean's leading transshipment hubs.



Malta Freeport has witnessed healthy growth in its operations during the year 2018 breaking the records once again in terms of throughput as it handed 3.31m TEUs. This notwithstanding the fact that the Terminals are operating at elevated capacity in a difficult and highly competitive environment. Today the Freeport has established a solid mix of strong clients including the two mega alliances of 2M (Maersk Line and MSC) and Ocean Alliance (CMA CGM, Cosco, Evergreen and OOCL) alongside other shipping lines Hamburg Sud, Hapag-Lloyd and Sealand – A Maersk Company. Through these services, clients are benefiting from global links with 135 ports, 65 of which are in the Mediterranean.

This growth is also being supported by a strong commitment, both from the Company as well as its shareholders, in heavy investment in the Freeport facilities to increase its annual capacity to over 4 million TEUs. This year MFT invested €25 million in new equipment. This investment consists primarily of the purchase of 15 new Kone Rubber-Tyred Gantry Cranes (RTGs) with variable speed engine. Nine of these Cranes have been erected and four Cranes were handed over.

Delivery and commissioning of the remaining RTGs is expected in the coming weeks and should be completed by March 2019. These new RTGs will be able to stack 6 containers high and



feature auto steering and stack profiling. They are also energy efficient and are greener machines with lower emissions. As for performance, these RTGs have the fastest load handling cycle in the market, and carry out a very stable operation due to a rigid structure and a 16 wheel configuration instead of 8. They are also safer to operate, featuring an anti-collision system. This investment is expected to boost the overall operational efficiency both in terms of productivity as well as to turn around container vessels more quickly.

These yard cranes are being complemented by further investment in other yard equipment including 31 Tractors and 36 Trailers. Twenty-three of the Tractors and all the Trailers ordered have already been delivered. Another 2 Reach Stackers were also ordered and will be delivered in the beginning of January 2019. This investment in equipment is linked to a huge infrastructural development plan which will involve the squaring off of Terminal Two North Quay following the renewal of the development permit.

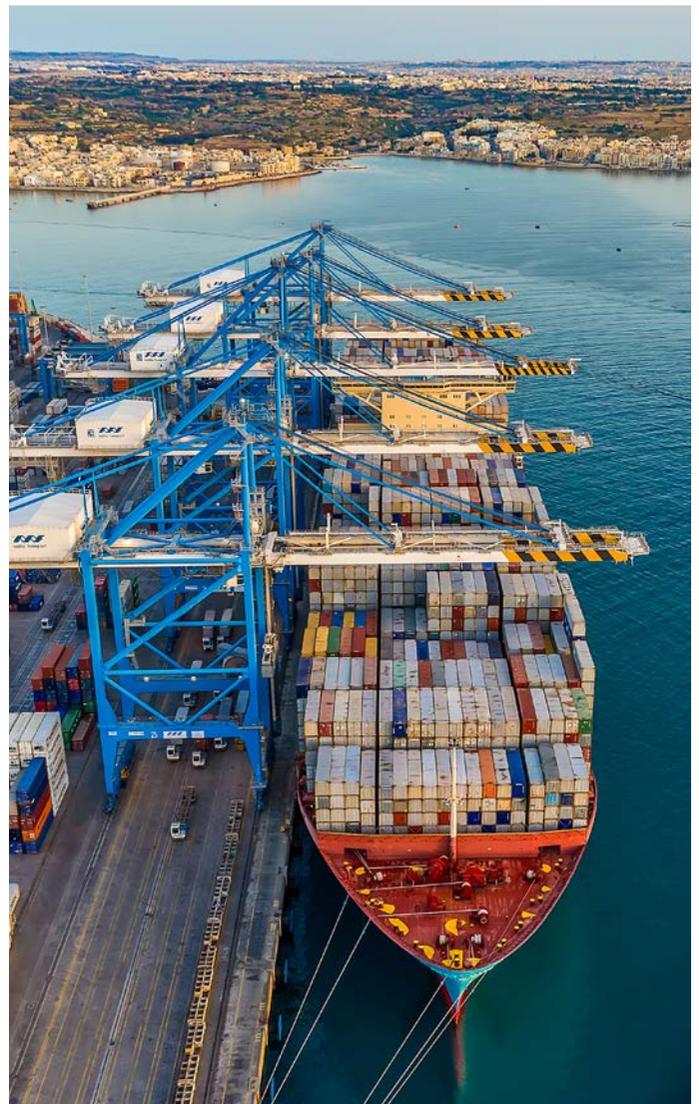
This project is presently at tendering stage. Other infrastructural works undertaken during the past months include Terminal One yard upgrade of an area between Blocks 1 and 2 to be able to stack 6 high increasing the yard capacity by 4,000 TEUs as well as the upgrade to 7 high stacking of the Rail-Mounted Gantry Crane area on Terminal One.

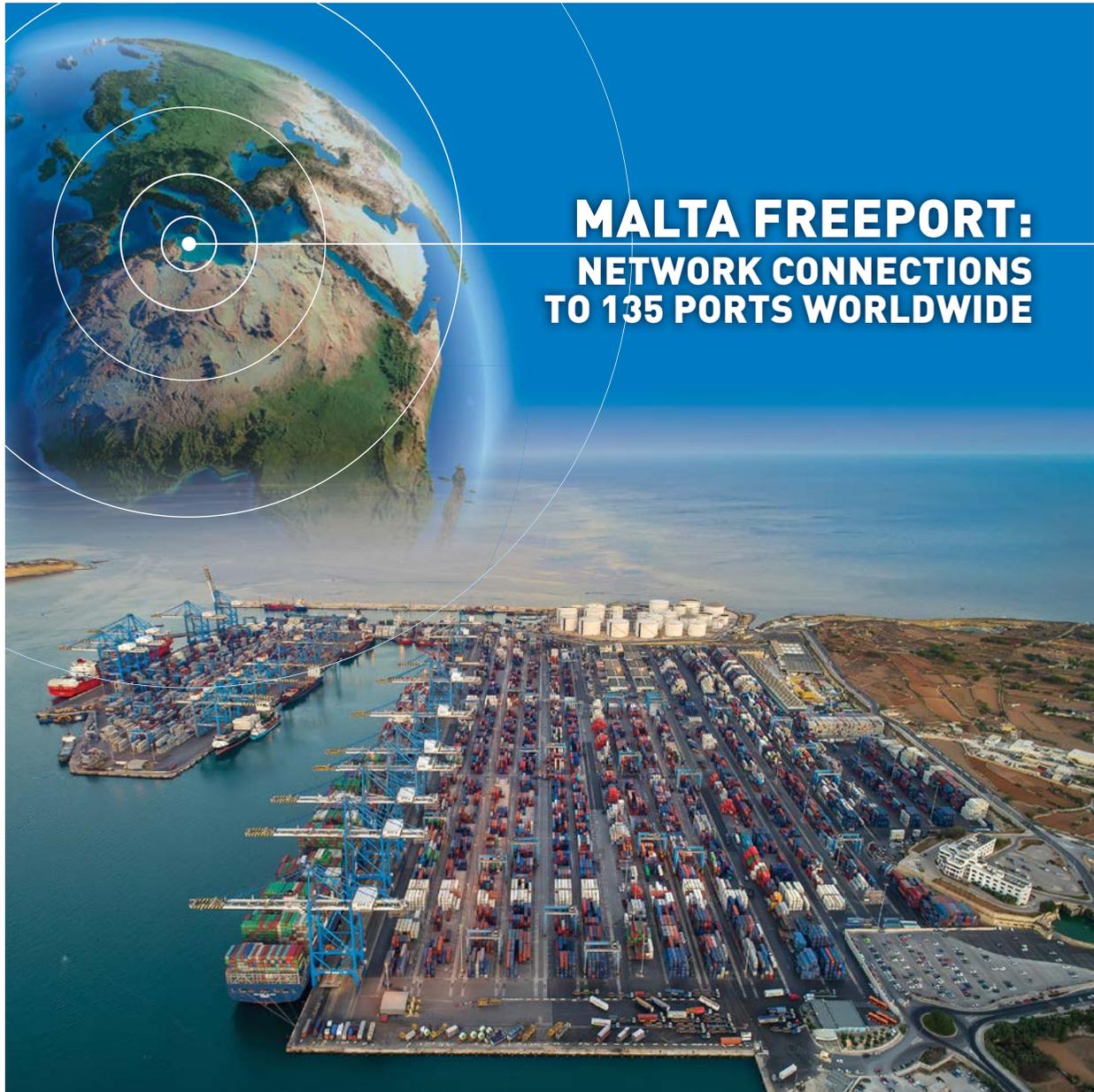
The reefer activity business has increased heavily this year due to the introduction of new services. In view of this, MFT invested significantly in additional reefer slots increasing the total number of reefers available to a total of 1,582 reefer slots for the storage of perishable cargo on both Terminal One and Terminal Two. This is providing new trading opportunities to the Freeport's clients operating in this sector of business.

MFT remains committed to continuous improvement in its Health and Safety and Environmental Management Systems. DNV-GL carried out surveillance audits this year and certification to OHSAS 18001:2007 and ISO 14001:2015 standards were confirmed.

Moreover, MFT personnel continued to be trained and retrained during the past months since equipment, technology and work methods are continually evolving. Malta Freeport strives to develop a multi-skilled workforce capable of operating flexibly and responding rapidly to changes in business and organisational needs.

Corporate Social Responsibility continues to rank high on Malta Freeport's agenda. MFT has been actively involved in the interests of the Birzebbugia Community through support and sponsorships of various initiatives. Of notable worth is an Embellishment Project, covering an area of around 5,000 square metres. This project will serve as a recreational area for the community as well as a green boundary between the Freeport site and the village.





MALTA FREEPORT: NETWORK CONNECTIONS TO 135 PORTS WORLDWIDE

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The world's most renowned shipping lines have chosen Malta Freeport as their main transshipment hub in the central Mediterranean. Their strong global operations are increasingly strengthening Malta Freeport's accessibility and presently the Freeport's clients are benefiting from extensive regular network connections to 135 ports worldwide, 64 of which are in the Mediterranean. Such a scenario provides ample proof that Malta Freeport Terminals offers clients the right mix of resources which are fully geared up to efficiently handle 20,000 TEU vessels and larger on both berths. Malta Freeport Terminals has become synonymous with reliable, effective and efficient services – all vital attributes to a successful operation.

Malta Freeport Terminals is rooted in its mission of exceeding the customers' increasing expectations. Renewing our focus and energy towards its fulfilment is vital to our continued success.



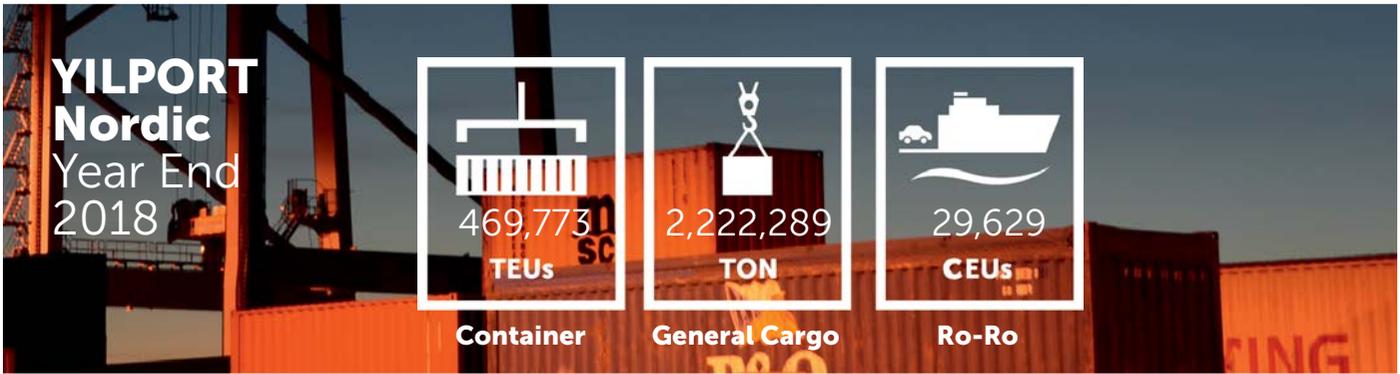
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The new container terminal in Gävle is being built to handle 600,000 TEU —Grand opening summer 2020



“The development in Gävle is inspiring for other ports, and the doubling of the capacity is important for all of Sweden,” says Sweden’s Minister for Infrastructure, Tomas Eneroth, in connection with the official construction start on December 12. When completed in the summer of 2020, it will increase the annual capacity to 600,000 TEU.

“The development in Gävle is inspiring for other ports, and the doubling of the capacity is important for all of Sweden,” says Sweden’s Minister for Infrastructure, Tomas Eneroth, in connection with the official construction start on December 12. When completed in the summer of 2020, it will increase the annual capacity to 600,000 TEU.

The Minister of Infrastructure emphasized the importance of ports and shipping to reach the government’s goal of developing Sweden into the world’s first fossil-free welfare state, and he is very pleased that he is now seeing an increase in ocean freight to and from Sweden.



"I particularly appreciate the joint initiative of YILPORT and Gävle Hamn, which establishes new conditions for more efficient and more environmentally friendly transport.

Every year, Swedish companies export and import more than 700 million tonnes of goods. 15 million tonnes of these are produced within 150 km of Gävle. YILPORT's chairman, Robert Yuksel Yildirim, emphasized in his speech that he has great faith in Sweden and the Nordic region.

Robert Yuksel Yildirim also emphasized that shipping companies today require the handling of bigger ships. With the new quay, larger cranes, and even smarter IT systems, the Port of Gävle and YILPORT take this into consideration.



"We are game changers, and we share the ambition of the minister of infrastructure. YILPORT will support and help in every way we can so that we together can strengthen the status of ocean freight and contribute to the goals of reducing greenhouse gas emissions and a cleaner environment. What we are building in Gävle is a mostly electrified and a highly efficient container terminal. It's a milestone for YILPORT."



Katarina Norén, the Director General at The Swedish Maritime Administration, focused in her speech, among other things, on the great significance of Gävle’s new shipping lane.

“This is the first time the Swedish state, and not the industry, has financed a shipping lane. And that’s a success! With significantly fewer restrictions, the new shipping lane has increased the amount of cargo, and has grown Gävle’s significance when Sweden’s largest port—Gothenburg—had major strikes. The effort from YILPORT and the Port of Gävle shows that an increased amount of ocean freight to and from Sweden is possible.”

Katarina Norén also paved the way for a further strengthening the competitiveness of ocean freight.

“The Swedish Maritime Administration is pushing for more digital solutions to simplify communication between—and to integrate—the various modes of transportation. Today Gävle and Gothenburg are at the forefront of the ongoing development,” said Katarina Norén.



Fredrik Svanbom,
CEO of the Port of Gävle

“This project is the biggest thing that has ever happened in our port. The development is extremely pleasing,” says Fredrik Svanbom, CEO of the Port of Gävle.

Ambition to Become A Zero-Emission Terminal, YILPORT Oslo



Chairman Roger Schjerva in Port of Oslo and Commercial Manager Maiken Solemdal in YILPORT are pleased to see that the environmental contribution contributes to new electric forklifts.

YILPORT, which operates Oslo's container terminal, receives up to NOK 1.8 million in environmental subsidies from Oslo Havn KF. The ambition is to become a zero-emission terminal.

Other stakeholders in the port can now apply for environmental subsidies and help achieve the objectives of Oslo's Zero Emission Plan.

"The environmental contribution is one of many means to realize the city's ambition for a zero-emission port. Oslo Havn must work well with customers. It is with customers most of the port activity is happening. I am pleased that Oslo Havn can help YILPORT to buy electric forklifts. The measure alone reduces CO2 emissions by nearly 35,000 kg annually and NOx emissions by more than 900 kg, says chairman Roger Schjerva in Oslo Port.

Ambition Can Be A Reality

Commercial Manager Maiken Solemdal in YILPORT Oslo is pleased that the grant allows for the purchase of six new electric forklifts to replace diesel-powered machines.

- The goal is to become a zero-emission terminal. We take step by step. YILPORT is well on track and wants to be at the forefront of this development. We already have electric cranes. Now we get electric forklifts. The next step is the electric terminal tractors. Then it remains to get electric-Reach stackers. The electric technology for this vehicle is not yet on the market, but I strongly believe that technology is coming. Then we are a zero-emission terminal, says Maiken Solemdal.

She adds that the most important environmental measure is still moving goods from road to the sea. YILPORT has so far this year had a volume growth of more than twelve percent.

Gävle sees increased coffee imports

as Arvid Nordquist redirects their cargo through YILPORT



The distinguished Stockholm-based coffee roaster Arvid Nordquist will from December route its main flow of raw coffee beans through the Gävle Container Terminal. Previously, the cargo has been imported through the Port of Stockholm. The agreement with YILPORT entails an annual volume of more than 1,000 containers of coffee beans.

The distinguished Stockholm-based coffee roaster Arvid Nordquist will from December route its main flow of raw coffee beans through the Gävle Container Terminal. Previously, the cargo has been imported through the Port of Stockholm. The agreement with YILPORT entails an annual volume of more than 1,000 containers of coffee beans.

When discharged from the ship, the containers will be transferred to YILPORT's train shuttle—the Containerexpress—for transport directly to the Stockholm Nord multimodal terminal in Rosersberg. There, a quality control of the coffee beans will be performed. The cargo is then stored at the terminal, until it is transported to Arvid Nordquist's roastery located north of Stockholm.

"We are, of course, very pleased to be trusted to be part of the supply chain of such a well-reputed high quality coffee. With the addition of Arvid Nordquist's volumes, I estimate that half of Sweden's coffee imports now pass through us," says Håkan Bergström, Sales Director at YILPORT Nordic.

"The decision to route our import through Gävle and Stockholm Nord is of course carefully considered. Crucial to us has—among else—been YILPORT Gävle's proven record of effectiveness and their ability to find a smart and sustainable logistics solution together with us. It is also an advantage that the coffee arrives on the same side of the Greater Stockholm Area as to where our roastery is located," says Sophie Tärnström, Supply Chain Manager Coffee at Arvid Nordquist.



Increased staffing and machinery in Skutskär

YILPORT Logistics is planning to strengthen their capacity with a few new employees and more trucks at the pulp mill in Skutskär, just south of Gävle. The reason behind this is that Stora Enso will build an additional warehouse for the factory's production of pulp. This means increased demand for YILPORT's services. YILPORT Logistics took over the responsibility for the logistics on January 28, 2018, and the operations have developed very well during the first year.

Intensified HSSE focus in Gävle

YILPORT General Cargo in Gävle has begun extensive work on further strengthening the HSSE (Health, Safety, Security, Environment) focus of the terminal. All job instructions will be revised and updated. YILPORT, together with the trade unions and safety representatives will conduct risk assessments in conjunction with each instruction. All employees will be involved in the work, with the aim being to report all incidents—and that the necessary reactions must be completed—within

30 days of occurrence of the incident. Every month, all accidents and incidents must be reported to the management of YILPORT Nordic.

"We prioritize safety issues, and I want to know everything that happens and that any flaws have been rectified," says Eryn Dinyovszky, General Manager of YILPORT Nordic.



Terminal Granudden in Gävle develops a new team-based work approach

Since October, operations at Terminal Granudden in Gävle are run in teams that work independently without operational supervisors. The overall responsibility for the operations still lies with terminal manager Stefan Andersson. Objective management and streamlined teams are the main components of the new workplace.

“It works. But, of course, it is new to our employees to be responsible for their own team’s daily output; how it’s being planned and conducted in the smartest possible way without sacrificing safety, efficiency and quality. It is largely because everyone understands how incredibly important each individual is for a successful result,” says Stefan Andersson.

Before the new work approach began fully in October, half a year was spent on preparation, mapping of work processes, and streamlining of working methods. In addition, a specially adapted team-training is in progress. Also, working groups have been established where YILPORT employees regularly discuss productivity improvements with staff at the nearby paper mill Billerud Korsnäs—which is Terminal Granuddens main customer.

“Our employees are by far the most important asset we have, and we already see that they take an increased joint responsibility for our daily operations. Many also see that this is a way to influence how they work, and develop both themselves and the terminal. I expect action from each one of them, and see great potential in

acquiring their knowledge and commitment. I am also convinced that increased influence for our employees makes us an even more attractive employer,” says Jonas Böös, YILPORT Nordic’s Logistics Director.

During the spring, the new work approach will be evaluated to see whether the new way of operating Terminal Granudden has given the intended results.

Terminal Granudden

- A part of YILPORT Logistics
- Handles the logistics for nearby Billerud Korsnäs´ mill producing world-leading paper and board material
- Railway to Gävle Container Terminal on the other side of the bay
- 22 employees





The Swedish government focuses on environmentally friendly maritime transport

www.portgdansk.pl

In order to accelerate the transfer of freight transport by road to shipping, the Swedish government has given clear signs of an eco-friendly bonus system for shipping. The government wants to exploit the full potential of shipping and reduce greenhouse gas emissions and air pollution in the freight transport.



Swedish infrastructure minister Tomas Eneroth

“Shipping is a climate-smart and important future industry, which is currently underutilized. We need more climate-efficient freight transports to enable Swedish companies to export their goods. An eco-friendly bonus system will speed up the necessary transfer from road to shipping,” says Swedish infrastructure minister Tomas Eneroth.

The eco-friendly bonus is aimed at shipowners who start new sea routes or improve existing maritime transports, resulting in that trucks are replaced by vessels. By 2020, 50 million SEK, per year, will be allocated to the eco-friendly bonus system. After which it will be evaluated.

“We are seeing new opportunities in developing short-sea traffic. Today, the container terminal in Gävle is mainly an export terminal for containers destined far beyond Europe,” says Håkan Bergström, Yilport Nordic’s marketing manager.

The idea is to—together with shipping companies—offer sea transports to and from the European continent. Cargo with final destination Europe, as well as European transports to Sweden, are now mostly carried by trucks, something which the government

has decided is bad for the environment.

“The government’s initiative is a step in the right direction. Our hope is that shipping companies will feel the same. In our joint effort to reduce greenhouse gas emissions, new flows of maritime transport to and from Gävle should be considered. Gdansk in Poland may, in this context, be interesting as a new hub for both short-sea and ocean-going traffic. Gdansk is closer to Gävle than for example Hamburg, Rotterdam, and Antwerp,” says Håkan Bergström.

The Deepwater Container Terminal in Gdansk has—after going through an extensive expansion—a capacity to manage 3 million TEU, and to receive the largest ocean-going container ships; with loads of more than 20,000 TEU.

“Gdansk opened the container port in 2007 with feeder traffic to and from countries around the Baltic Sea, and has developed very rapidly since then. As we are doubling the container capacity in Gävle, Gdansk may be an opportunity for both short-sea to and from the continent and for transshipment cargo to ocean-going vessels destined for the rest of the world,” says Håkan Bergström.



YILPORT Nordic Sales Director Håkan Bergström



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SYNTHESIS OF EXCELLENCE

"Excellence" as a philosophy underpins all endeavors at YILPORT's global business.

Yilport commits to bring excellence to all ports of call, and merges its global mark with local know-how. Yilport's new terminals are now equipped with state-of-the-art technology, run by top-notch human capital, and develop by continuous investment in all processes.

As a result, Yilport Iberia Terminals extend their high quality and privilege service to the Galicia market.



YILPORT Leixões Won The Best Container Terminal Operator Award



The distinction was awarded in the ambit of TRANSPORTES & NEGÓCIOS' CARGO AWARDS, with YILPORT Leixões winning the voting in its respective category.

YILPORT Leixões thus maintained the invincibility in the CARGO AWARDS, since it has won all the editions that, curiously, coincide with the years that leads the concession of the Leixões container terminal.

It should be noted that TRANSPORTES & NEGÓCIOS' CARGO AWARDS are assigned by a vote of readers, managers, business people and staff from the shipping industry.

For YILPORT Leixões, this victory represents the recognition for a job well done and a vote of confidence of the market - and a demand too - to face the challenges that lie ahead. In the event, YILPORT Lisbon, Liscont was also nominated in the same category. Tersado terminal was nominated in the Best General Cargo Terminal category.

TRANSPORTES & NEGÓCIOS' CARGO AWARDS were announced during a dinner that brought together around 150 participants in Porto.



YILPORT Leixões Breaks All-Time Record



YILPORT Leixoes terminal moved more cargo in 2018 than in any time in the Port's history, racking up 660,852 TEU, a 6% increase compared to previous year. Nevertheless terminal recorded 17% growth on RoRo volume in 2018.



This record was achieved despite being in the process of reconvertng the South Container Terminal with a normal decrease of available space. Safely success with efficiency is the testament to the high level at which YILPORT Leixoes team and labor partners performance.

Terminal's strategic growth plan continues with investments and developments in line with our mission as handling containers more swiftly, safely and sustainably than ever before. In 2019, YILPORT Leixoes will continue to its mission while focusing on efficiency, quality, safety and mitigating any adverse impacts on the operation as construction progresses.

YILPORT Leixoes General Manager, Nuno David Silva said, "This performance is only possible thanks to the inexhaustible effort and dedication of our employees, operational and maintenance teams, supporting staff, as well as the group of port workers, which together undoubtedly assure the response to the growing market demand and guarantee full equipment availability, contributing to YILPORT Leixões' daily success."

Leixões Welcomed Portugal's Minister of the Sea, Ana Paula Vitorino



Ana Paula Vitorino highlighted the excellence of Leixões as the first national port infrastructure to apply the Port Single Window (JUP)*1, to own the Port Single Invoice*2 and also to enjoy an exclusive Internal Road Access to the port.

The Minister of the Sea points out that it is essential to look at Leixões as a port of the Iberian Peninsula, a business enhancer and wealth creator for the North Region.

Port operators and other entities of the Port Community congratulated Ana Paula Vitorino for all the effort and strategy to increase the competitiveness of the Port of Leixões.

*1 The FUP (Fatura Única Portuária por Escala de Navio – "FUP") is the billing document that brings together the assessment and invoicing of all the public entities that provide services to ships, upon the departure notification, for each call by a ship.

*2 Port Single Window: Implementation and operation of an information system that automates, optimizes and secures business processes of public and private stakeholders in a port community through a concession.

YILPORT Leixões Welcomed Maiden Call of Hapag-Lloyd DEX (Dakar Express) Service Vessel Bomar Resilient



Hapag-Lloyd DEX (Dakar Express) Service which offers weekly service from North Europe to Senegal and Mauretania and calls respectively Antwerp – Dunkerque – Lisbon – Tangier – Dakar – Nouakchott – Tangier – Leixoes – Antwerp, made its maiden call to YILPORT Leixões terminal on the 19th of December with Bomar Resilient vessel.

YILPORT Leixões General Manager Nuno David Silva and YILPORT Leixões Team presented a plaque to the master of the ship.

Fred. Olsen Express and Baleària Lines Choose YILPORT Huelva for Ro-Ro Operations



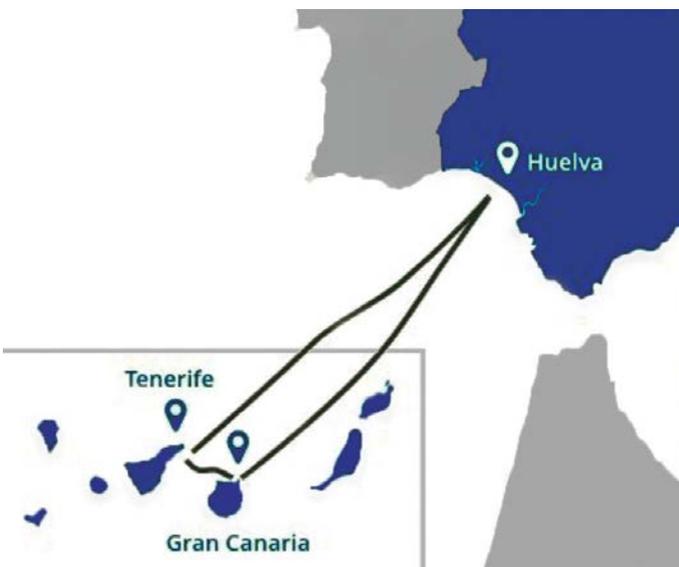
YILPORT Huelva



Fred. Olsen Express and Baleària which join the forces to link the Spanish mainland and Canaries chose YILPORT Huelva for its Ro-Ro operations. The first vessel made its first call on the 9th of November.

The first call of this new business alliance celebrated with a reception on the corporate level which was attended by Huelva Port Authority General Manager Ignacio Alvarez-Ossorio, Huelva Port Authority President Jose Luis Ramos Owner and President of BALEARIA Adolfo Utor, Fred Olsen General Manager Andres Marin, YILPORT Setúbal General Manager Ignacio Rodriguez – Transitex CEO Fernando Lima and YILPORT Iberia Procurement Manager Francisco Serra.

The two shipping lines will run three weekly services for passengers and goods between the port of Cadiz or Huelva and the Canary Islands. The volume forecast is 600 moves per week.



YILPORT Huelva Started its Operations with NAVIS N4



Implementation of NavisN4 to the YILPORT Huelva which YILPORT has %100 shares, has been successfully completed. With the addition of Huelva, the number of the Navis TOS supporting terminals increased to three. By that, the number of the terminals operating under the IBERIA Global Logistics Center increased to two.



YILPORT Huelva
Navis Implementation Team

The terminal actualized its very first operation on the 17th of December, as planned. The first vessel was successfully operated on the 18th December, from Shipping Line MacAndrews with a total of 156 moves.

YILPORT Huelva Operations Manager Francisco Jimenez emphasized that, "All migration or process requires a first technological step, the second step of construction, a change of mentality and thorough monitoring. The experience and work of the Implementation Team started weeks ago and precisely the need to establish correct operational and safety procedures in our new Huelva Terminal created the necessary synergy so that, not only the staff that works in the Terminal, but also authorities, agencies and Maritime Lines have taken with satisfaction the implementation of NAVIS4. In YILPORT Huelva we are eager to know how far this IT System can take us and develop its maximum potential in our Terminal thus strengthening our professionalism and experience".

YILPORT Huelva at Spanish National Stevedores Association Meeting

YILPORT Setubal General Manager Ignacio Rodriguez attended a meeting as representing YILPORT Huelva which was organized by the ANESCO (Spanish National Stevedores Association) in Valencia to discuss the new challenges of the sector to be faced in Spain.

The associates approved the strategic plan 2019-2022 with main guidelines.



All-time record from YILPORT Aveiro



We are proud to announce that YILPORT Aveiro Terminal has handled over approximately 2 million tons of break bulk cargo. With this success, YILPORT Aveiro Terminal represented 48% of market share of all dry cargo of the port of Aveiro which also set all-time record.



YILPORT Aveiro Team

YILPORT Aveiro based on the concessions of the South Terminal and Agri-bulk Sograin Terminal, as the only licensed terminal operator in the port, managed to react proficiently to a changing market, increased competition and implemented value added services through our scope. These enormous accomplishment reflected a strong results as increasing our cargo handling volume by 8,4% in 2018 compared to 2017.

“In 2019 we will continue on our forward plans by taking the necessary steps to maintain and enhance our service level.” said Paulo Sá, General Manager of YILPORT Aveiro. “The proactive management, the commitment and high skills of the company’s human assets made this achievement possible despite the limited resources. This allows YILPORT Aveiro to face the future with confidence and to keep deserving the choice of both clients and stakeholders.” Paulo Sá said.

YILPORT IBERIA Attended the Event Organized by Chamber of Commerce



YILPORT Setubal General Manager Ignacio Rodriguez and YILPORT IBERIA Sales and Marketing Manager Sandra BORRALHINHO attended an event representing YILPORT Iberia. At the event which was promoted by the Chamber of Commerce and Industry.

At the event which was promoted by the Chamber of Commerce and Industry Portugal Spain with Prime Minister of Portugal; Mr. António Costa attended as a guest speaker and the Spanish Ambassador Marta Betanzos Roig was also present as a special guest.

In the event, where a business lunch held for 250 people, the most representative companies associated to the Chamber, and also Portuguese and Spanish Industrial, Services and Finance stakeholders were among the attendees.

YILPORT Ferrol Role is Highlighted at the Development of Galicia Forum by YILPORT Ferrol GM, Diogo Castro



YILPORT Ferrol GM, Diogo Castro, participated in a Forum to discuss the first six months of Port of Ferrol container activity (operated by YILPORT Ferrol) and its role on the development of the Port itself and the economy of that Northwestern Spanish Region. YILPORT Iberia was also present, represented by Procurement Manager, Mr. Francisco Serra and Sales & Marketing Manager, Ms. Sandra Borralhinho.

Together with Diogo Castro the Forum counted with the presence of Mr. José Manuel Vilariño (President of Port of Ferrol), Mr. Javier Quiroga (Commercial Sub-Director of MacAndrews Spain) and Mr. Cristóbal Dobarro (President of Ferrol Business Association).

The sustainable operations in these 6 months and the prospects of a new MacAndrews service calling Ferrol in the first semester 2019, along with the investments in course promoted by Port of Ferrol (namely the new rail connection to allow access to the Galician and Spanish Hinterland, amount of 90 million EUR due in 2021), were the highlights of the session.

PRIVILEGE IS JUST AROUND THE CORNER



YILPORT Ferrol Container Terminal is the deepest container terminal in South European Atlantic coast. It is the only deep sea container terminal in the North of Galicia, with several important towns and industrial areas within 120 kms radius.

With a quay wall expansible up to 1.450 m, capacity up to 1.500.000 teus per year and -20 m draft alongside, FCT presents you the privilege.

for more:
www.yilport.com



YILPORT Ferrol Container Terminal
SA Puerto Exterior de Ferrol, Cabo Prioriño 15593
Ferrol (A Coruña) Spain
Phone : 34 981 359 421



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**FIRST MULTI-PURPOSE GUATEMALAN
PORT ON THE PACIFIC OCEAN**

**YILPORT
PUERTO QUETZAL**



**THE BEST CHOICE IN ECUADOR'S
MARINE TRADE**

**YILPORT
PUERTO BOLIVAR**



**THE MAIN PORT OF
NORTHERN PERU**

**YILPORT
PUERTO PAITA**

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YILPORT Puerto Bolivar

Keeps Its Promise for Constant Growth by Ending the Year with 'Firsts'



YILPORT Puerto Bolivar's ultimate aim of turning the terminal into a multi-purpose one and the studies carried out for this purpose gave its results towards the end of 2018. YILPORT Holding is proud to see 28% growth in Ecuador's First Deepsea Terminal, YILPORT Puerto Bolivar with 85,129 TEU handled in 2018. Last year, in the first year of YILPORT's takeover, the terminal had ended the year with 85,129 TEU while the first two months the terminal were operated by APPB.

Additionally, YILPORT Puerto Bolivar operated new types of cargoes and welcomed bigger vessels as a result of First Phase Dredging works. The terminal is expected to see more volumes in line with projected investments in 2019.

For the first time, Peruvian mango was exported via YILPORT Puerto Bolivar after having transported to the port from Northern Peru. The terminal also started to conduct operations of Ecuadorian cacao in parallel with its target to be one of the important exportation stops for Ecuadorian cacao.

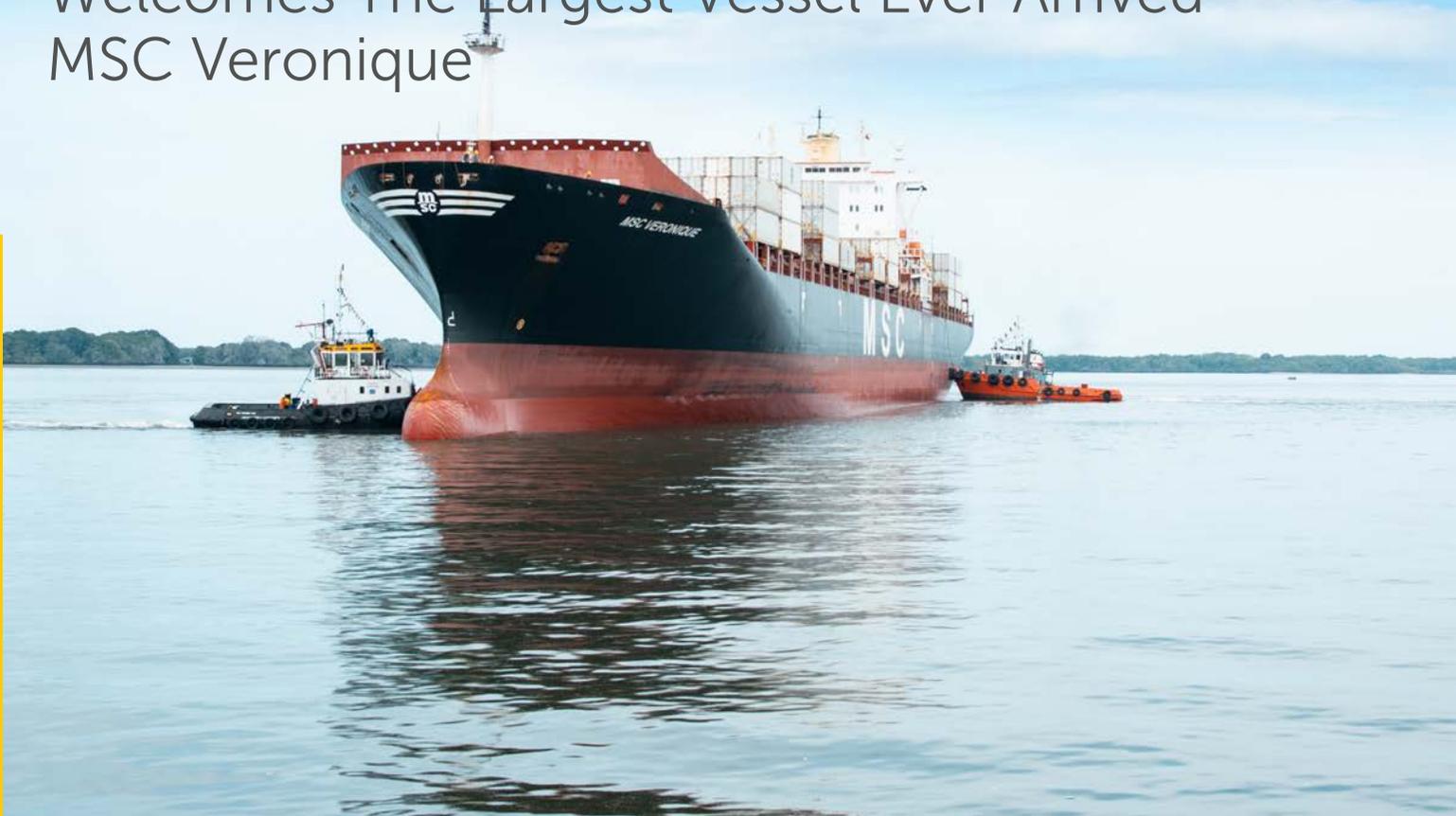
The first container of Peruvian mango crossed the border in Huaquillas to arrive at YILPORT Puerto Bolivar and shipped via Del Monte.

During the mango season which covers December-January 200 containers of Peruvian mangos are expected to be exported via YILPORT Puerto Bolivar.

On the other hand, in line with YILPORT Puerto Bolivar's target to increase the diversity of the products operated in the terminal, Ecuadorian cacao cultivated in El Oro Region has been started to be exported. During December, more than 26 containers of cocoa were exported via Maersk Line. In the first half of 2019 more than 360 containers in total are also expected to be exported from YILPORT Puerto Bolivar.

YILPORT Puerto Bolivar

Welcomes The Largest Vessel Ever Arrived MSC Veronique



YILPORT Puerto Bolivar organized a special welcome event for arrival of MSC Veronique. YILPORT Puerto Bolivar General Manager Alfredo JURADO gave a speech to lay emphasis on this call and gave detailed info about YILPORT's presence, completed projects and current developments.



During the Welcoming Ceremony of the MSC Veronique Vessel, Mr. Alfredo JURADO stated that; "Since the start of my management in YILPORT Puerto Bolivar, I have manifested my deep conviction that YILPORT Puerto Bolivar will be a leading port both in regional and global scale in the medium term. The faith and trust of Yildirim Group and YILPORT Holding in this port made these developments possible. Thanks to our tenacity and entrepreneurship for the different productive sectors of the province of El Oro, there is no doubt that we will convert this former and modest banana port into a modern and important international multipurpose port."

The first important steps in achieving this objective were the execution of the first phase of dredging works by reaching a depth of 14.5 meters in low tide. Moreover, with the second phase to be executed next year, YILPORT Puerto Bolivar will reach to 16.5 meters which will convert the port into the deepest terminal of Ecuador. The recent acquisition of 2 additional Mobile Harbour Cranes, 6 large capacity Gantry Cranes and 18 E-RTG cranes, with an investment of more than USD 90 million, has been of a great impact for worldwide port community attracting important shipping lines to call YILPORT Puerto Bolivar and making them valuable participants of this great project. This development project will also continue with the construction of a new berth; the pier 6, construction of direct access roads which do not interfere with the city, the implementation of VTS and Terminal Operating System- Navis, the systematization of all port processes and integral improvement of port security.



YILPORT Puerto Bolivar's great deployment of commerce efforts in recent months have also given its first rewards by catching the attention of all austral region of the country. All these progresses will convert our port into the country's exit door to international trade. We have also carried out exports of shrimp and cocoa beans, two non-traditional products for this port before being exported via any other port. We already have the first shipments of mangos from northern Peru exporters, who showed a great interest in our development, and soon the exports of organic bananas, grapes, cherries and asparagus from our southern neighbor will follow this initial step. We also continue our negotiations in the mining sector, who want to use our port. However, on this point, I'd like to clarify that YILPORT Puerto Bolivar is very respectful to the environment and the surroundings of the port, so every mining/logistic activity will be under our strict control and we'll execute non-contaminating operations with appropriate equipment.

Mr. JURADO added that, "Today, we celebrate the arrival of MSC Veronique, the largest ship ever arrived at this port with its 294.1 meters in length, and I would like to emphasize that this important

milestone was made possible thanks to the dredging works and the draft we have today. I want to present our deepest appreciation to Mediterranean Shipping Company for their confidence on us, bringing this great ship and helping us to prove the Ecuadorian Community that YILPORT Puerto Bolivar is now ready to handle this class of vessels. This modest but iconic ceremony serves as our symbolic first stone for what we plan for the future of YILPORT Puerto Bolivar and the development of El Oro Province along with the austral region of the country. I also want to thank MSC for being the first line to open us the doors for the import cargo, soon to arrive, and the inclusion of YILPORT Puerto Bolivar to its global itineraries as another destination in Ecuador, and not only an origin of cargo. I also want to thank each and every local authority helping us with their faith and believe in this strong project, and last but not least, I would like to thank every employee at YILPORT Puerto Bolivar, for their team work and efforts, struggling elbow to elbow, day and night to achieve our goals and objectives. I am really proud of them all. Thank you for coming and sharing this small but meaningful celebration with us."



YILPORT Puerto Bolivar

General Manager Alfredo JURADO



While YILPORT Puerto Bolivar ends the year with completed projects and is ready to welcome upcoming developments, we made a brief interview with our GM, Alfredo Jurado to get his opinions.

What is the importance of YILPORT Puerto Bolivar Project? What is its contribution to Ecuador?

Puerto Bolivar Project will convert a former modest banana port into a modern international multipurpose port for both exports and imports, contributing first to the economy of the southern region of Ecuador, and subsequently the entire country's economy. If we consider that actually 75% of the El Oro province banana production and 100% of the shrimp production have been exported via other ports, we can realize that the region's economy will increase substantially, only by using its local port

for those exports. Not considering other products as well and import cargo.

Could you please tell the importance of this new MSC Service, what means for YILPORT Puerto Bolivar?

This new service is our starting point into an anticipated future of Puerto Bolivar and confirmed the confidence of MSC in our project. Maersk Line also shares our vision and are considering to expand their services as well, and other lines have shown also their interest in Puerto Bolivar. Once we have the cranes and systems implemented, we will see the coming of new lines and bigger ships.

Is there any message for exporters?

First of all, a big thank you for those who believed and trusted Yilport, and then our compromise to provide the best service available, a secure port and continuous innovation to help them to be competitive. For those not so much supportive, also thank you for giving us the opportunity and motivation to demonstrate that we will be one of the important ports in the region and they will be also part of this important project.

What is the upcoming projects and targets of YILPORT Puerto Bolivar?

One of our core projects is to have a cold warehouse for palletizing and containers consolidation, that will extend the cold chain of export products, and will also reduce the overall operations time and vessels stay at the port, thus reducing the costs to exporters and carriers. Another big project we have is to become a high-tech port in terms of operations and security. Our target is to become an important transfer port for the region and consolidate most of import and export cargo of Ecuador's southern region and northern provinces of Peru.



WHY YILPORT PUERTO BOLIVAR ?

"The **1st.** and **only deepsea terminal** of Ecuador"

 The **Lowest Channel Due**

 **Cost-effective and Efficient Reefer M&R Solutions**

 **Under-shed Area for Banana Inspections**

 Ready to handle vessels up to **14.000 TEU**

 **Unique Location** in the Region

-  **Large Hinterland**
-  Closeness to **Cuenca**
-  **Easy Channel Access**
-  Proximity to **Banana Farms**

 LATITUDE & LONGITUDE 3° 15' 55" S 80° 00' 01" W	 LENGTH OF QUAY 910 M	 TERMINAL AREA TOTAL 450.000 M ²	 DRAFT 14 M
 CONTAINER 450,000 TEU	 EQUIPMENT MHC: 2 ECHs: 5 RS: 1		

YILPORT Puerto Bolivar Visited Palmar Cooperation and Observed Banana Production Process



YILPORT Puerto Bolivar paid a visit to one of the main customers of the terminal, Palmar Cooperation, with the aim of strengthening the relations between the organizations and get to know more about the whole production and exporting process of the main cargo of the port; banana. In the visit which took place on November 7, two of the largest banana exports of the province, Comersur and Exbaoro (group companies of Palmar Cooperation) were visited and YILPORT Puerto Bolivar Team were informed about the whole process of banana production and exportation.



After the tour in the banana plantation, production process e.g. harvesting, labeling, dispatch of banana boxes was being closely observed by the team. The bananas to be harvested are identified by a classification program and the selected ones are sent to warehouses to be washed. In order to keep the quality as the same, bananas are put into pools which has a specific temperature 5 degrees lower than room temperature and bananas are divided into clusters to go through another pool process. Finally, they're labeled according to final customer and packed in cardboard boxes to be transported to YILPORT Puerto Bolivar.

The team also had the opportunity to observe manufacture of cartoons used for banana packaging, elaboration of the plastic covers that will wrap the banana and the printing of the labels. In the end, YILPORT Puerto Bolivar Team expressed their thanks for this informative tour and ongoing strategic partnership YILPORT and Palmar have.

YILPORT Puerto Bolivar Welcomed the Biggest Cruise Vessel in Its History



On November 14, YILPORT Puerto Bolivar welcomed the biggest cruise vessel ever arrived at the port, "Seabourn Quest" with its 350 passengers. Local representatives of the Ministry of Tourism of and the Port Authority of Puerto Bolivar were present in YILPORT Team's welcome to Seabourn Quest.

The vessel started the cruise from Miami for the final stop, Antarctica after stopping by Colombia, Ecuador, Peru, Chile and Argentina. YILPORT Puerto Bolivar presented its welcome plaque to the captain and the crew of the vessel and assured to support the tourism for economic progress of the region.



Last Year Brought 21% Growth to Paita



The Port of Paita, one of the leading port of Northern Peru, handled 270,898 TEU containers in 2018 by showing 21% growth compared to the previous year in which 223,393 TEU containers were handled. Owing to constant progress and increasing vessel calls, Terminales Portuarios Euroandinos increased its volumes. 2019 is expected to turn TPE into a busier port with development projects and new calls.



Hamburg Süd Begins Seasonal Service for Mangos and Grapes from Paita

Paita, started to host Hamburg Süd's seasonal service, Oceania. Hamburg Süd has resumed its weekly direct service between Peru and the US East Coast for the forthcoming mango and grape season in South America and chose Paita as its port loading. The first vessel of the service, Maersk Innoshima, was successfully operated on 2 November. Oceania service will be operational until February 2019, with a transit time of 11 days from the Port of Paita, Peru, to Philadelphia.

YILPORT's newly acquired* Guatemalan Company OLG, Started its Operations in Puerto Quetzal, Guatemala



Operadora Logística Guatemala S.A (OLG), which YILPORT Holding owns 55% shares*, started its operations in Puerto Quetzal on 12th of December of 2019. After the arrival of YILPORT's state-of-the-art two mobile harbor cranes, a Ribbon cutting opening ceremony was held on the 12th of December. The event attended by the high level of Guatemalan authorities including Vice-minister of transport of Guatemala, president of the board of director of the EPQ, José Goubaud, (Port authority of Puerto Quetzal), General Manager and legal representative of EPQ (Roberto Arriaga) and YILPORT Holding Sales & Marketing Manager Hasan CIFTCI and YILPORT Holding Project Department Specialist Javier Sapiña Cárcel on YILPORT side, attended the event.

There will be another 2 more harbor cranes will be delivered in following months to Puerto Quetzal, Cranes are capable to handle up to 19th rows which means larger vessel can be handled in Puerto Quetzal.

YILPORT Holding Sales & Marketing Manager Hasan CIFTCI emphasized that "We are proud to start the operations of Puerto Quetzal. YILPORT is looking forward to bringing the GloCal vision of the company in order to provide sustainable growth for the region and contribute local economy as crane operators of the terminal. We see great opportunity in Guatemala with its natural reserves and qualified workforce. We believe that we will achieve great performance with the collaboration of the port authority and investments."



ETI LOGISTICS

Launched in 2011, Eti Logistics was originally established to transport raw materials and end products from Elazig in the eastern region of Turkey to the port cities of Mersin and Iskenderun on the Mediterranean coast.

Eti Logistics has since experienced exponential growth to become a complete logistics service provider in the Turkish market, offering unimodal, intermodal and multimodal rail, trucking and vessel transport for containers as well as indoor and outdoor bonded/non-bonded storage, project cargo, stevedoring, labor management, maintenance, car handling, ro-ro operation and vehicle PDI services.

Eti Logistics operates with a well-defined strategy; to provide quality, cost-effective logistics services for YILDIRIM Group subsidiaries as well as third parties in order to support their domestic and global expansion plans. In all of its operations, Eti Logistics seeks to develop strategies that suit the growth and changes of the market. With its customer oriented solution approach, the company provides highly diversified services in order to become its customers' best logistics solutions partner.

1 | Railway

Railway transportation service to entire Turkey with its custom-engineered 150 wagons and 1 manoeuvred locomotive with its railway connected logistics yard.

- Marble warehousing service at Turkey's only block based addressing marble open yard with 9,600 m².
- Marble warehousing yard is able to store 20,000 tonnes block marble at the same time with 24 hours monitoring security cameras.

Promoted port operations service with qualified labor recruitment, inland transportation and warehouse/yard management.



+ | Port Sector

+ | Agency

24/7 nonstop agency services for vessels.

+ | Warehouse

Value added solutions with inland and outyard area to customers for bonded and non-bonded, single customer, multiple customers.

2 | Seaway

Rapid, cost saving, qualified and secured service for transportation to entire ports of the world.

- Marmara Feeder Line is established to make transportation between Turkish ports and provide better service to YILPORT and Eti Logistics customers.

- Marmara Feeder Line provides cost effective, efficient, qualified and responsive service by taking into consideration entire security standards and regulations.



3 | Land Route

As well as 30 self-owned vehicles, with 250 contracted carrier infrastructure all manner of transportation is provided domestically according to needs of customers.

ETI Logistics Manager Onur KUCUKAKDERE

Shared the Route of Development in Railway



ETI Logistics Manager Onur KUCUKAKDERE attended the coordination meeting organized by Transportation and Infrastructure Ministry on the 19th of December in Ankara.

During his speech, Mr. KUCUKAKDERE emphasized on fuel oil and energy costs, inefficiency related to railway infrastructure, certification and training of machinists and who has a critical mission, combined transportation infrastructure and creating regulation and connecting the logistics centers with railway.

New Equipment Training for ETI Logistics



YILPORT Gebze Terminal truck drivers attended a training organized for the New equipment fleet of the terminal. The drivers lectured on the working mechanism of the vehicles.

After theoretical training, the team got hands-on training of the new truck fleet in order to meet maximum operational safety-related issues.

Turnover Record



Transitex is pleased to announce that, for the first-time, it reached the two digits mark in millions of turnover in a single month. By coincidence, this announcement almost coincides with our recently celebrated anniversary - the company turned 16 on

11th November last.

Transitex's global results during the month of October, obtained by our finance department, confirm that we arrived for the first time at 10.000.000 euros of revenue in a single month, more precisely, 11.757.889 €.

On this new milestone in the history of Transitex, our CEO, Fernando Lima, shared with us the following words of appreciation: "This is a fantastic result, especially considering that we surpassed the previous record in almost two million euros. An exceptional month in which all regions have collaborated with above-average volumes of business, transforming in numbers the work of prospection and conquest of new business that has been carried out tirelessly by our team. Congratulations, Transitex team".

Transitex is Now Tropicália's Partner



Tropicália is currently the biggest company in the business of foodstuff and beverages distribution operating in Mozambique. The company was founded in 2004 and is a food and non-food distribution company. It represents a great number of brands, distributing them in Mozambique and South Africa.

Tropicália is the main representor to Portuguese and Brazilian exporters selling their products in Mozambique. Transitex is a reference logistics operator in Portuguese speaking countries, working to promote a sustainable growth of the export levels between this group of countries.

Transitex team is present both in Brazil, Portugal and Mozambique, being the number one consignee of fruit exports from Iberian Peninsula to Brazil. Transitex is in Brazil since 2012, with offices both in São Paulo and Santos (Port of Santos), a fleet of refrigerated trucks and team of experts in the transport of foodstuff, that know and are known by most companies working with food and beverages imports and exports in the region.

In Mozambique, Transitex is a reference for Portuguese companies exporting to the country, since the company is of Portuguese origin and has the support needed both in country of origin as in country of destination. In Mozambique, Transitex has teams in Maputo, Beira and Nacala, one warehouse in Maputo and a fleet of trucks that are constantly crossing Southern Africa.

Based on our logistical structure, our team's know how and experience in several markets, our strong presence in Mozambique and our strong presence in Tropicália's most clients country of origin, Transitex was able to guarantee a partnership where we are the their only distributors for long distances road freights.

In Fruit Attraction, Transitex Seeks to Expand Its Areas of Influence to New Markets



Transitex, the logistics operator specialized in door-to-door transport, participated this year in the tenth edition of Fruit Attraction with the purpose of expanding its areas of influence to new markets. The company has seven offices and two logistics platforms in the Iberian Peninsula that allow it to be a reference freight forwarder in Portuguese-speaking countries and in Latin America.

Its specialty and core activity is containerized maritime transport. "Taking advantage of the saturation of certain traditional markets such as South America, we are expanding and increasing exports to Africa and the Middle East," Fernando Lima, CEO of Transitex told Diario del Puerto yesterday.

"Although our main market is still Brazil, other South American countries, Canada and the United States, the Arab Emirates and China are increasing their demand for fruit and vegetables," added the CEO of Transitex. An average volume of 60,000 TEUs per year, based on data from Transitex, allows the freight forwarder to negotiate with the different shipping lines "competitive freights reaching agreements that distinguish us and benefit our customers," said Transitex.

The company is also developing new technological tools to improve the quality of transport service provided to the exporters. "We understand that the future passes through the speed of information and we try to add value to all that we do with devices that help exporters control the quality of the fruit," explained Fernando Lima.

"All this we are doing through collaboration agreements with technology companies - added the CEO - such as the Otflow project that improves air circulation inside the refrigerated trucks".

YILPORT Setubal Intern is Now A Part of GLC IBERIA Team



Picture: Global Operations Director Grant Noades (on the left), GLC Iberia New Team Member Tomás Melo (on the right)

As a result of the cooperation between YILPORT Setubal and local Professional Schools and Universities, we recruited an intern in YILPORT Setubal and now, in a win/win situation, Tomás Melo was selected to GLC Iberia Team.

As per Ignacio Rodriguez, General Manager of YILPORT Setubal, "Tomas is the result of the cooperation YILPORT with Universities and Professional schools".

In the words of Grant Noades, Global Operations Director, "While Tomas was doing his internship at YILPORT Setubal he gained invaluable real-world experience about the office dynamics and business challenges as to how a team works together. This was a great benefit for us as he now starts at the GLC with a good understanding of the operational aspects of the business and a good relationship with people at the terminal. I'm sure this is going to be a good stepping stone for Tomas to further develop his career."



As per Tomás "Being alongside with the terminal daily operations was very important to understand the complexity and the main challenges behind this activity, it is not just a simple process of moving containers from one mode of transportation to another. Worldwide and especially in Portugal, there's still a lot to do to achieve and comply with the needs of a fast-moving and unpredictable market. Knowing the ambition that YILPORT Holding has on being the "game changer" in the terminal operations, there is no better place to start my career and be part of this "game-changing" environment.

I have no doubts that choosing YILPORT Setubal for my internship was the right choice, it was a challenging but enriching experience both in personal and professionally wise. The opportunity of joining YILPORT Iberia Team provided me precious insights about terminal operations and best practices and gave me the chance of working in a very proactive and multicultural environment."

Books are Delivered to YILPORT Students



The first batch of books donated by YILDIRIM Group employees within the context of Garip & Zeycan YILDIRIM Foundation's "Libraries for YILDIRIM Schools" campaign, have been delivered to YILPORT High School students. As the Foundation, we gathered with 300 students in the school campus in Kocaeli, and delivered 250 books and a desktop computer for the school library.

After a brief presentation about YILDIRIM Group and Garip & Zeycan YILDIRIM Foundation, we held a small contest and presented souvenirs to the winners. All 300 student were so happy and excited because of our visit.

As Garip & Zeycan YILDIRIM Foundation, the target is donating more books to the students of YILPORT High School and other YILDIRIM schools. Our campaign continues.

Gemport Welcomed Gemlik, Turkey Basketball Team



Gemlik Basketball Club visited YILPORT Gemport terminal. Club players and team heads visited departments in the administrative building. Turkey Region General Manager and Ugun DEĞİRMENÇİ Gemport General Manager Mustafa Levent ADALI had a brief chat with the visitors.

Team Building in Puerto Bolivar



YILPORT Puerto Bolivar organized Team Building activity on 1st of December, 2018 at Hosteria Tomas Adventure in Arenillas, El Oro, Ecuador.

The event was organized by HR & Administrative Services area with the aim of sharing a great time among coworkers, performing activities that enable us to get to know each other better, embrace team work and business synergy.



Ecuadorian Students Visit Puerto Bolivar



YIPORT Puerto Bolivar continues to host students not only from the schools in neighborhood but also from the different cities of Ecuador.

This time, 45 students students from la Unidad Educativa Particular CEDFI from Cuenca visited the terminal facilities in 20 November 2018 and had the opportunity to know more about terminal operations and daily business flow.



YILPORT Turkey Introduced Port Sector to the Young Talents

YILPORT Turkey met with students at career day organized by YILPORT Transportation Services Vocational and Technical Anatolian High School.

The aim of the event was to inform students about the port sector by explaining the diversified activities of YILPORT Holding on the overall supply chain processes. During the session, one of the most wondered topics by the students was the required workforce profile.

The event was carried out by Gemport Pilotage and Tugboat Services Manager Hakan ISIKCI, Rotaport Port Sales Chief Serhat YIGENLI, Gebze Shift Responsible Veysel SEKIN, Solventas Information Technologies & Energy Department Senior Manager Hasan Avni HAZNEDAROGLU and Ozlem BUGDAYCIOGLU from the Human Resources Team.

At the end of the session, students expressed their positive perceptions of the sector and YILPORT Holding and expressed gratitude thanks for the conference.

Within this scope, YILPORT Holding will keep on raising awareness for the sector and with these university activities.

Looking ahead to



As 2018 comes to a close the Information Technology and Projects teams are closing off a number of projects and also busy planning for 2019.

Key achievements in 2018 include the setup of a second Global Logistics Center in Lisbon combined with implementation of the Sparcs N4 terminal operating system at three terminals in the Iberia region (Ferrol, Huelva and Setubal).

In the Nordic region the successful completion of a proof of concept for Remote Controlled RTG was one of the highlights. For the Turkey region, the commissioning of crane OCR systems at both Gebze and Gempport terminals as well as upgrading and commissioning new gate infrastructure and solutions together with the deployment of SAP across all business units in the region were key to setting the foundation for future growth and expansion within the region.

Looking ahead to 2019

A number of projects which have started in 2018 will be continued into 2019 – these include the deployment of new and upgraded IT infrastructure and systems (Infinity, Navis, Delta) into our terminals in Puerto Bolivar, Lisbon (Liscont and Sotagus) as well as Gavle Container terminal in Sweden. Upgrades will be done to our customer access portal to support the rail terminal operations in Stockholm North and to our internal billing application Delta to accommodate additional cargo types (Ro-Ro and General Cargo).

The truck appointment system is planned for deployment initially in our Gebze terminal in the first quarter of 2019 to assist in reducing traffic bottlenecks and congestion at the terminal gates during peak hours and days of the week.

As new terminals are added to the YILPORT portfolio appropriate IT infrastructure and systems will be deployed – these include



new terminals in Guatemala and Taranto, Italy.

The team is also working on developing and deploying improved business intelligence and dashboard tools to provide operations with real-time views of productivity and efficiency. The workforce planning and rostering as well as customer relationship management systems are all due for upgrade and/or replacement in the new year.

In the digitalization space, YILPORT is working as part of the Terminal Industry Committee 4.0 to help to define standards and interfaces for equipment and systems to support the digitalization of the industry. In this area we continue to work closely with our customers and other stakeholders to improve our system to system integration and data sharing. Work will also continue to define the roadmap within YILPORT for the use of Blockchain and distributed ledger technologies in areas that require these type of solutions.



YOUR **GLOCAL** TURKISH PARTNER

YILDIRIM Group has grown to become a global force based in Istanbul, Turkey, active in 11 industries with operations in 49 countries on 4 continents, employing more than 12,000 people.



The key to success is in our DNA

www.yildirimgroup.com



GAME CHANGER IN PORT OPERATIONS AND MANAGEMENT

GLOBAL REACH

YILPORT Holding was established in August 2011 to combine the port and container terminal operations of YILDIRIM Group under one roof.

The Holding has a portfolio of 4 Terminals in Turkey, 7 in Portugal, 2 in Spain, 2 in Sweden, 1 in Norway, 1 in Malta, 1 in Peru, 1 in Ecuador and 1 in Guatemala.

Also ETI Logistics and Transixex, global logistics and forwarding companies are part of YILPORT portfolio.

YILDIRIM Group



YILPORT Holding

