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2019 Q-1



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DEEPSEA
TERMINAL
OF ECUADOR

insider:

YILPORT Gempert
General Manager

Mustafa Levent ADALI

YILPORT Gebze
General Manager

Berkan OZKAN

YILPORT Puerto Bolivar

Celebrates 2nd Anniversary

Development Project

of the Container Terminal
South of the Port of Leixões

toptalks: YILPORT Holding CIO
Mark WOOTTON

Technology
Matters

YILDIRIM Technology
General Manager
Omer ARTUK

YILPORT'S GLOBAL PORTFOLIO



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Gebze



Rotaport



Malta Freeport



Gavle



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Leixoes



Lisbon Liscont



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Setubal Sadoport



Setubal Tersado



Figueira Da Foz



Aveiro



Huelva



Ferrol



Paíta



Puerto Bolivar



Puerto Quetzal

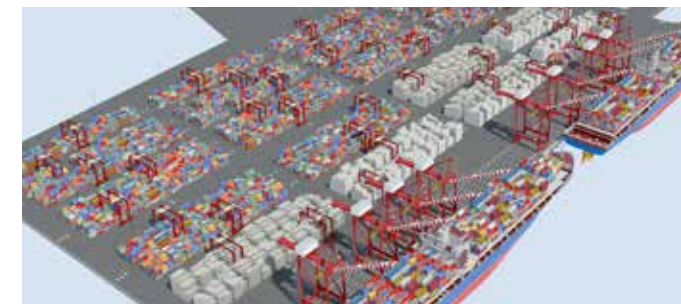
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Peo APEL
Kernal AYSEL

Leixões Development Project of the Container Terminal South of the Port of Leixões

The groundbreaking event held on the 8th of February, at "Terminal de Cruzeiros de Leixões" with the presence of YILPORT Holding Chairman Mr. Robert Yuksel YILDIRIM, YILPORT Holding CEO Mr. Christian BLAUERT, several YILDIRIM Group and YILPORT Holding Executives, Portuguese Ministers of Economy and Sea, Mrs. Ambassador of Turkey in Portugal, Mrs. President of Matosinhos Municipality, APDL (Leixões Port Authority) Board Members, Customers and other relevant stakeholders.

YILPORT Holding CEO Christian BLAUERT emphasized on the opening speech "We are YILPORT Holding. We are known as the fastest growing port management company in the world. Leixões handled 660,000 TEU last year which is 60% of the volume we have in Iberia. This shows the importance of Leixões for us and also motivate us to develop and build more capacity. Development Project at Leixoes will increase the capacity to 860,000 TEUs and will cost EUR 43 million."

The Minister of the Sea, Ana Paula Vitorino and YILDIRIM Group of Companies President Robert Yuksel YILDIRIM launched the first stone.

"The port of Leixões is the most impacting harbour infrastructure of the Portuguese territory. The port of Leixões will continue to be the crown jewel of all the North region and, I do not dare to say more than that, but surely the crown jewel of the national economy. And or that, today the port of Leixões deserves congratulations. The Yilport Group deserves congratulations as well because it is a major contributor. Welcome. Portugal welcomes who comes for good reasons. And, in fact, the Yilport Group is making investments that are an added value for Portugal. With that, we can continue to grow in Leixões and therefore in all country." The Minister of the Sea, Ana Paula Vitorino said on her speech.

YILDIRIM Group of Companies President Robert Yuksel YILDIRIM emphasized that "We extended our concession agreement and we want to stay here long. What you see in the project video is our dream in Porto, which is a jewel, a diamond for us. We need to work on it to make it better, to help Portugal economy to grow. That is why we are so excited to finish our mission in Portugal which will serve a big return to the economy."



The Minister of the Sea
Ana Paula VITORINO



YILDIRIM Group of Companies
President Robert Yuksel YILDIRIM



YILPORT Holding CEO
Christian BLAUERT

Quarterly Container Shipping Industry Outlook



Hasan CIFTCI
YILPORT Holding
Sales & Marketing Manager

After a strong 4.3% growth in 2018, Drewry expects a 3.9 % growth on Global Container port throughput in 2019. uncertainties and leader’s unpredictable movement are making it difficult to forecast. US-China trade tariff talks, Brexit and its uncertain effects, Iran sanctions will also affect the 2019 growths.

IMO 2020 Cutting Sulphur Emission and Its possible effect to the Shipping Industry.

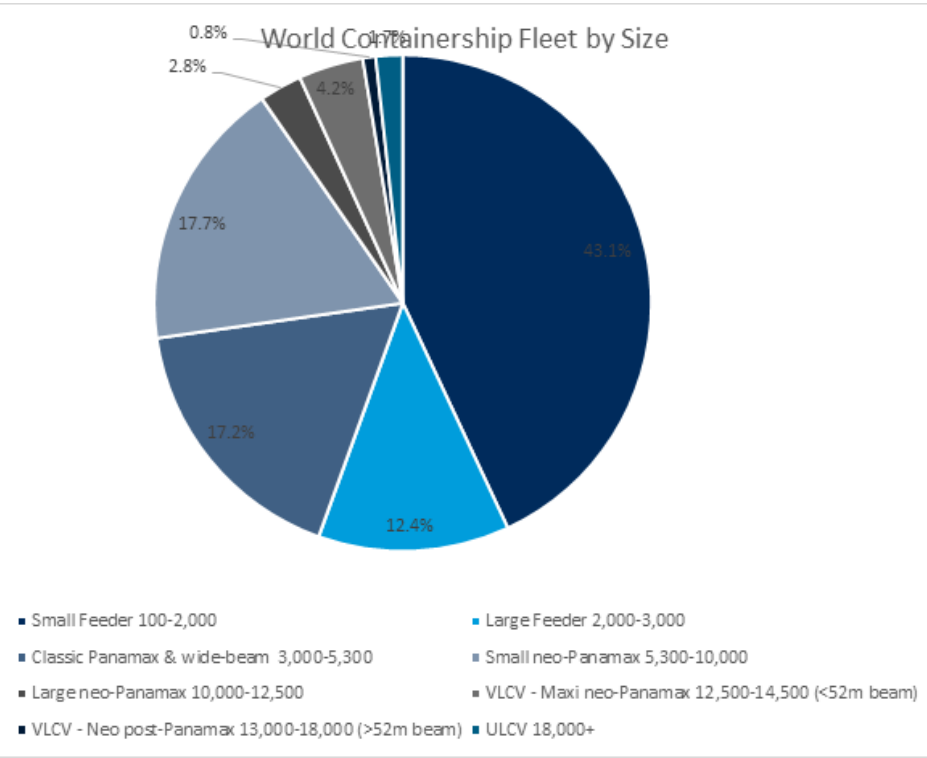
The IMO MARPOL regulations limit the Sulphur content in fuel oil, all sizes of ships will need to use fuel oil that meets 0.50% limit from 1 January 2020 or install “scrubbers” to reduce the output of SOx. This regulation is expected to have a negative effect on freight rates, as some sources published that Industry will face additional cost of over 15 b USD on fuel.

The fuel cost is already representing more than half of the total operating expenses. With the IMO MARPOL regulations, fuel oil cost proportion will increase dramatically therefore high increase expected on freight rates.

Supply & Demand; Last three years Largest growth recorded on the demand.

Below table shows the world containership fleet by size, Supply increased by 5.8 % in 2018 which is the largest annual rise of last 3 years. But according to Drewry experts, 3.2% growth is expected in 2019 which is slightly in line with the supply rates. Going larger is the reason for the main growth in demand, over 500k TEU capacity added by the new arrival of ULCV. Order book shows industries

appetite for going larger as one of the Global Liner already ordered 23,000 TEU vessels.



OVERVIEW OF GLOBAL ECONOMY

Global Growth Is Set to Moderate in the Near Term, Then Pick Up Modestly.

FED raised interest rate to 2.5% in Dec. 2018 but not in January meeting

2018 Global Growth (F) 3.6%

2019(F) Global Growth 3.3%

Global growth is projected to slow from 3.6 percent in 2018 to 3.3 percent in 2019 according to April 2019 World Economic Outlook (WEO) forecast. Global growth is expected to level off in the first half of 2019 and firm up after that.

In the latest World Economic Outlook report released in April 2019, the International Monetary Fund said China is projected to grow by 6.3 percent this year — higher than the previous forecast of 6.2 percent. China’s economy, the second-largest in the world, grew by 6.6. percent last year — its worst performance in 28 years.

The Euro Area economy lost more momentum than expected as consumer and business confidence weakened and car production in Germany was disrupted by the introduction of new emission standards; investment dropped in Italy as sovereign spreads widened; and external demand, especially from emerging Asia, softened. Elsewhere, natural disasters hurt activity in Japan.

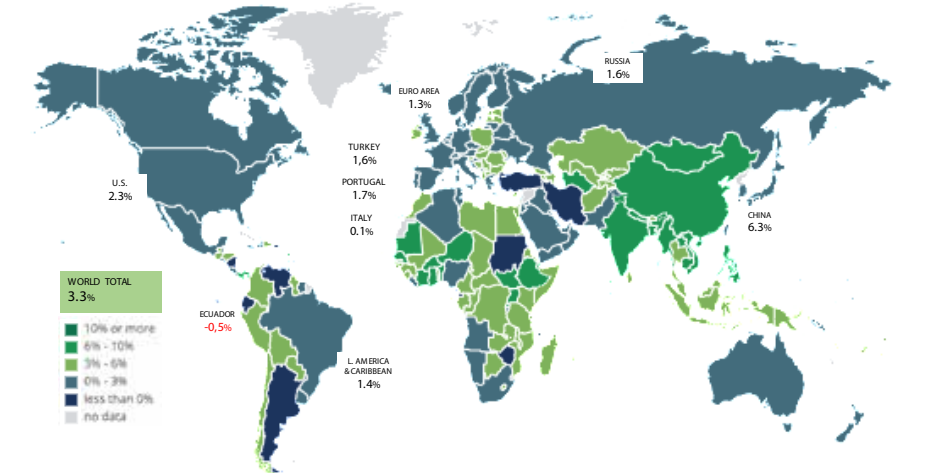
Trade tensions increasingly took a toll on business confidence and, so, financial market sentiment worsened, with financial conditions tightening for vulnerable emerging markets in the spring of 2018 and then in advanced economies later in the year, weighing on global demand.

Source: IMF, WEO April 2019

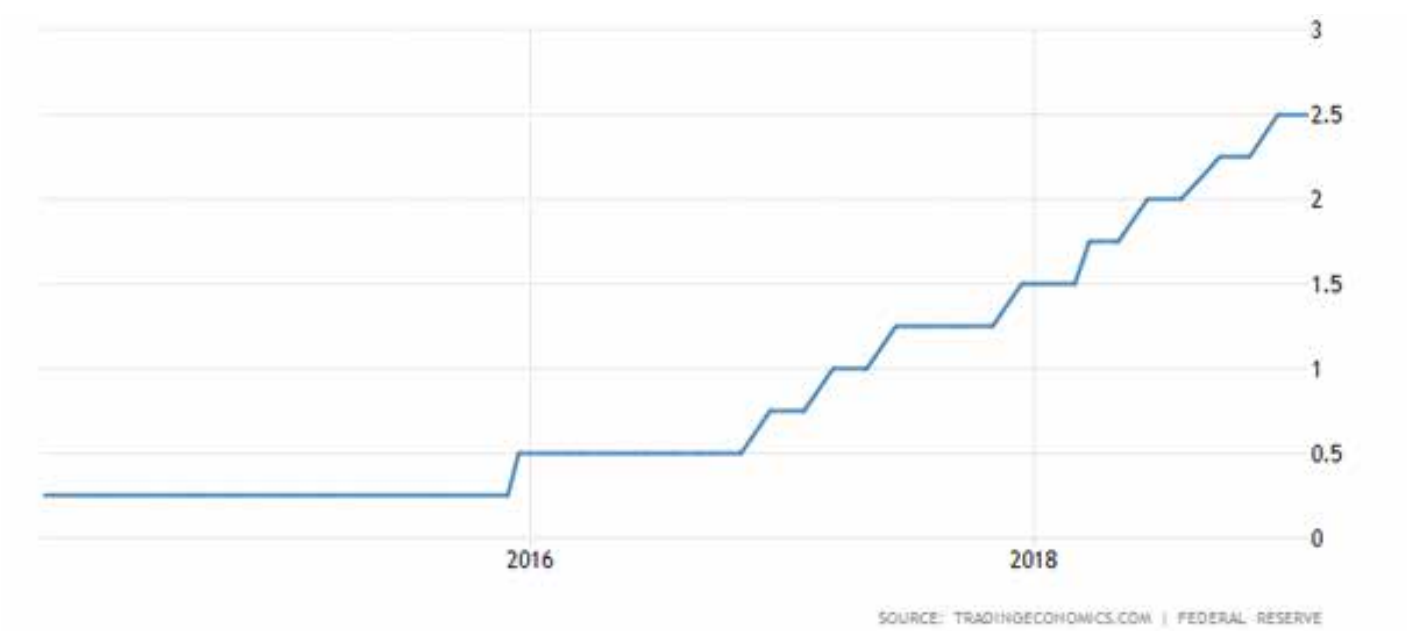
WORLD GDP

FED raised interest rate to 2.5% in December 2018

The Federal Reserve raised the fed funds rate to 2.5 percent in December 2018. It expects to leave rates there at least through 2021 according to its most recent economic outlook.



US FED FUNDS RATE



Brexit Dilemma

Brexit was one of the main topics discussed in March 2019 as the actual date for Brexit was 29th of March. The UK's agenda was intense, in trying to leave EU with a deal that would be beneficial for both sides, especially for the UK. As the deal was not passed by parliament, Prime Minister Theresa May asked European Committee to extend the Brexit date by at least two weeks further, which was accepted by the committee, moving the date to 12th of April.

Before going into further detail, we will be looking at the answers to the following questions:

What does Brexit mean?

Why is it wanted by UK citizens?

Why and by whom was it presented in referendum?

Brexit is short for "British exit" and it is a term used for UK's decision to leave the European Union (EU). It is beneficial to remember that the EU is a political and economic union of 28 countries that trade with each other and allow citizens freedom to move between countries easily (compared with the countries outside the EU) to live and work.

In addition; EU laws and regulations give the right to countries to leave the EU whenever they want to (as long as the bill is paid when leaving) in accordance to article 50.

The UK applied to join to the European Economic Community (EEC) two times in 1963 and 1967 but they were both declined.

The UK finally joined the EU, then known as the EEC, in 1973. Though the UK has been in the European Union (EEC earlier) for more than 45 years, there has been always a little discomfort from the outset of the union. The UK has been debating the pros and cons of membership in a European community of nations, almost from the moment the idea was broached.

The first Brexit referendum took place just two years after the UK joined the EEC. What we can definitely say is that Brexit has been in the UK politicians' and public's minds for a long time. In 1975, 67% of the public voted to stay in the EEC, which was still a divisive number for a new union member country. There are various advantages of being a member of the EU, but there are also various political, economic and fundamental reasons for the public and politicians to want to leave the EU, such as;

- Membership fee is one of the main reasons. Brexiteers argued that leaving the EU would result in an immediate cost saving, as the country would no longer contribute to the EU budget. (net contribution was around £8.5 bn in 2016)
- It was thought that it was an obstacle to the UK's sovereignty.
- The refugee (immigration) crises in Europe and terror attacks around the world before and during the referendum affected the public's vote.
- Being obliged to co-operate with the union members in most cases.



Mehmet Cihat ALTAY
YILDIRIM Holding
Marketing Research Analyst

- Immigration makes the job market more difficult as it brings more competition.
- It is difficult to apply monetary policies (QE or QT) for the UK without discussing it with the EU.
- The EU is not a free-trade area; it is a customs union. Free trade is only available for/between the member countries.



The UK will be the first country to leave the EU, if Brexit happens with or without a deal.

The issue resurfaced again in 2015 when David Cameron made a promise to hold an in-or-out-referendum, and stated beforehand that he would support staying inside the bloc. The outcome of the referendum was a close decision and the Leave Campaign won by 51.9% to 48.1%, a gap of 1.3 million votes in 23 June 2016. Even though Cameron was the man who presented the referendum, he always in favour of the UK continuing to be an EU member, thus he announced his resignation the following day.

After Cameron's resignation, Theresa May has taken his place and has been negotiating with the EU for a smooth Brexit for more than two years now and eventually agreed on a withdrawal agreement but it was rejected by parliament three times. The interesting part of the story is that parliament rejected a "no-deal-Brexit" option too. There is not much time for the UK to agree on a deal, parliament is in deadlock as all the proposals and draft deals have been rejected. There have been various complaints of the deal proposed, many of which claim that the deal fails to give back the UK control of its own affairs from the EU and the vital divergence between the UK and EU is the border discussion between Northern Ireland (Part of the UK) and the Republic of Ireland (Part of the EU), which is the only land border between the UK and EU.

As May could not finalize the withdrawal agreement before 12th April, she went back to the EU to ask for another extension – which EU has agreed to. The deadline is now 31 October 2019. However, the UK can leave before then if the Prime Minister can somehow get her deal approved by Parliament. Theresa May has to convince them to leave the EU with a withdrawal agreement



before the new deadline because it will be much difficult to extend the deadline for the third time, as they look for clarity.

Europe is Britain's most important export market and its biggest source of foreign investment, with the help of UK's EU membership. Most European and international companies have been planning to leave the UK, as they will no longer have the advantage of "being a member of the customs union that includes 27 more countries". The government expects the country's economic growth to be anywhere from %4 to %9 less than it would be inside the bloc over the next 15 years, all depending on how the UK leaves.

The uncertainty has already been harming the economy since the outset. Keeping the Brexit saga alive will have a continuous negative impact. Therefore, the UK would better off to agree on a Brexit deal sooner than later, even though they have just asked for six month extension for Brexit.

YILPORT TURKEY REGIONAL INFORMATION

ROOT TERMINALS OF GLOCAL EXPERIENCE

Located in the Marmara region, YILPORT's multipurpose Turkish terminals offer the best solutions among local competitors. Each terminal is located at different coasts of Marmara Region. All of them are located in the hearts of industrial zones.

The terminals are also closely connected to main highways and offer easy access. Terminals all utilize bonded and non-bonded areas, warehouses, supported by end-to-end logistic services. YILPORT Turkey's terminals in Marmara offer customers entire import and export operations 24/7 with the famous YILPORT discipline and global know-how.



YILPORT
Turkey

Quarterly Regional
Throughputs
End of Q1 2019

<div>271,832 TEUs</div> <div>Container</div>	<div>912,406 TON</div> <div>General Cargo</div>	<div>859,786 M³</div> <div>Liquid</div>	<div>62,724 CEUs</div> <div>Ro - Ro</div>
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YILPORT Gebze Update Q1

PROJECT 1 Yard Capacity Development including 4 RTGs investment

CAPACITY INCREASE:

How are we going to proceed?
Firstly, the existing Semi-Closed Warehouse and CFS yard will be removed. A new yard area of 150.000 TEU will added to the main terminal area in order to meet increasing container volumes.

Additional 4 RTGs investment is already planned and expected to arrive at the terminal to be deployed in this new yard. With these 4 RTGS, total number of RTGs will be 27 in YILPORT Gebze Terminal.

NEW CFS AND WAREHOUSE
CFS Operations will be Realized in the New Location. After having dedicated the previous CFS area to the new yard of 150,000 TEU, we'll re-locate our CFS & Warehouse Area by gaining additional 2.000 m2 area with the construction of sustaining wall.

This area to be located in outside of the terminal will also enable our customers to gate their containers out as soon as the CFS operations terminate, reducing turnaround time inside the terminal.

NEW X-RAY AREA
More Productive and Secure Container Scanning Operations
The X-Ray was moved to outside area of the terminal. By doing so, this area will only be dedicated to X-Ray operations without being affected by ongoing terminal operations.



PROJECT 2 Empty Depot Capacity Development including Pavement

E-5 TERMINAL GROUND IMPROVEMENT WORKS

Value-Added Services are Now Available in E-5 Terminal

Ground improvement works for 62.000 m² area of E-5 Terminal still goes on to ease operations and lessen possible traffic caused by unfavorable ground.



Currently 80% of ground concreting was completed until now. After necessary improvement works, E-5 Terminal will also be used as;

Empty Container Depot, New CFS & Shed Area (to be ready in 4th Quarter 2019)
M&R – PTI Services. 2 more new Forklifts (16 and 21 tons capacity) will also serve in this new area.

PROJECT 3 Terminal Access Road Capacity Development including Truck Appointment System

ROAD EXPANSION

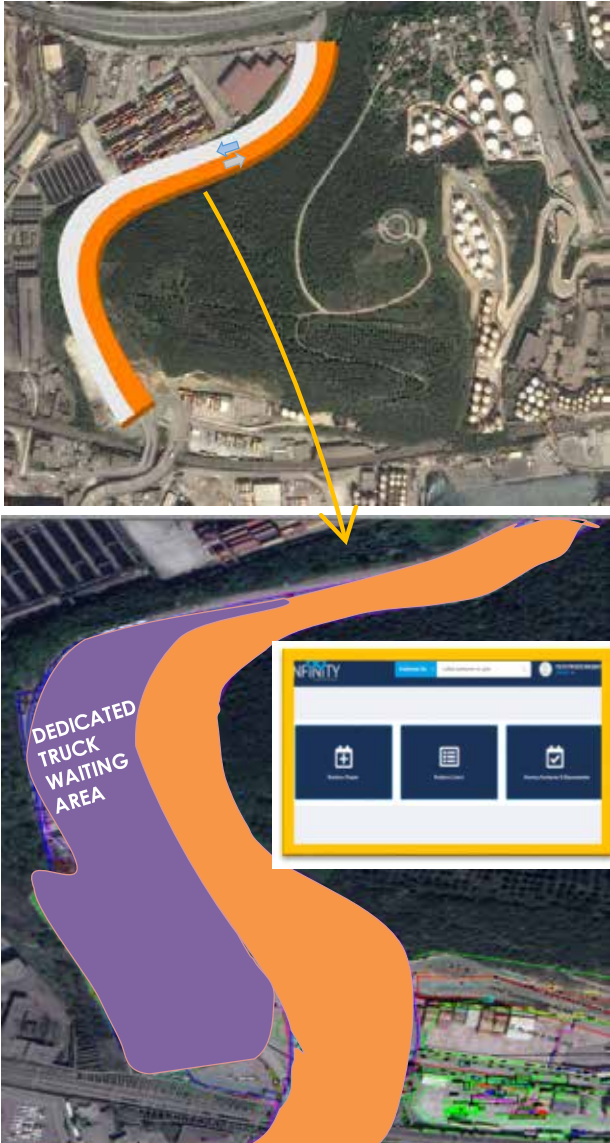
YILPORT GEBZE will be Ready for More Truck Moves

After having received necessary approvals from the Ministry of Forestry for the road construction, extra lanes will be added from the highway bridge to the main port. The land was delivered by the ministry. A total of 19.000 m² of road expansion will be realized and totally 38.000 m² of road will be came into service at the end of the project. Implementation of additional gates and further project details are also under process.

APPOINTMENT SYSTEM

New Function To Infinity Portal For Truckers

The Project was developed in order to To minimize waiting time and congestion in & outside the Terminal and distribute truck arrival density.



Completed Projects at Gebze Terminal

**CAPACITY
INCREASE
TOTAL
170.000
TEU/yr**



**NEW
BOUNDED
AREA
11,304 M²**



**GATE &
CRANE
OCR
SYSTEM**



**SAFER
PRE-
INSPECTION
WEB
PREGATE**



**ADDITIONAL
4,400 M²
OPEN
CUSTOMS
AREA
13,000 TON
STORAGE
CAPACITY**



insider: YILPORT Gebze General Manager BERKAN OZKAN

We made an interview with Berkan OZKAN, General Manager of YILPORT Gebze, about his career journey, 2018 evaluation, 2019 market expectations and projects at Gebze Terminal.

Thank you for accepting our interview request. Could you tell us about yourself?

I was born in Tarsus, Turkey in 1973. I am married, with a daughter. I completed my high school education in Icel Anatolian Highschool. After completing my bachelor's degree in Yildiz Technical University in Mechanical Engineering, I completed my master's degree in economics at the same university. I started my career in Sistem Alt Yapi as project engineer. I worked in several worksites in Turkey. My journey in BP started in 2001 in Gemlik BP facilities until May 2018 when became General Manager of ATAS. Then I joined to YILPORT family as the General Manager of YILPORT Gebze terminal.

During my 21 years of work life, I had the opportunity to participate in several projects. Some of them were technical, some of them were organizational and system implementations.

Basketball is an inseparable part of my life since I have been playing for many years. Doing team sports has a big contribution to my working life in developing my management style.

During 2018, you executed several projects for YILPORT Gebze. Can you mention about these projects and their inputs created afterwards?

First of all, we have carried out several improvements and developments in the terminal entrance, gate in, and terminal roads to ensure the adaptation of YILPORT Gebze to the increasing business volume and changing customs procedures and to improve the service quality we

offer to our clients. As a team we thought over projects to decrease the turnover time of trucks coming to terminal area and decrease possible congestion in busy days and as a result we came up with web pre-gate project.

What we aim with this project is to make the trucks directly go to inland terminal and proceed to web pre-gate solution. Previously the vehicles arriving at the port entrance for pre-gate were completing paperwork and turning back to inland terminal after completing the procedures. Thanks to this project, we achieved a 15% improvement in traffic between the warehouse and the main terminal.

The processes in gate transactions were detailly examined with IT, operations, TOS and project departments. As a result, we managed to decrease the time spent on gate processes from 62 secs to 51. Our aim is to decrease this time period by considering the customs procedures. For 2019, our target is to drag down this time to 45 secs.

In liquid tank farm, we conducted 3rd party control services and quality certificate documentations for maintenance and inspections. This had been a fruitful project for us that shows the conducted maintenances, corrosion rate and competency in API 650/653 standard requirements. We will be able to organize of maintenance history of tanks and archiving for next years by creating corporate memory.

We continued additional container yard construction and new equipment investment projects. The ongoing projects of T1 yard and phase 2 project before the time I start my duty continued during 2018. As a result, we put into use of an additional 800 TEU's of capacity primarily and D2 yard of the phase 2 gradually on the beginning of

April, we gained an additional 1,050 TEUs additional capacity.

Another project that we started in 2018 is the surface concreting work of 60,000 m2 area. The 70% of the project is completed for now. We went out to tender for cantilever project which we aim to prevent the goods affecting from the weather conditions in container stuffing operations. We will be able to provide service for all products sensitive to rain and sun. As another benefit of this concreting project, the costs alter from equipment maintenance and breaks will decrease in the same parallel.

We know that there will be several projects in 2019 as well, can you tell us about these projects and values that you will add to YILPORT Gebze terminal?

YILPORT Gebze will have two important projects in 2019. One of them is shared main road project, the other is the T2 yards and construction of CFS/Depot yards. The common main road project together will release the congestion along terminal road and contribute increase in our business volume. We target to increase our yard capacity approximately by 3,200 TEUs with new stacking yards. With these projects while we increase our capacity, we will be increasing and continue to be the best terminal for our customers which provides world class service quality among the region.

Our investment on liquid tank farm heating systems also continue. To escalate our process safety, we continue to make investments in electrical and instrument infrastructures.

YILPORT traces latest trends in occupational health and safety among its worldwide portfolio. In this context, can you mention about the projects that you realized on occupational health and safety in Gebze terminal? What do you tell us about transferring your experience to YILPORT Gebze?

As an inherent nature of the sector that I previously worked in, we have a significant potential for developing our terminals on occupational health and safety implementations. The employee and environment safety are strictly traced in all world, all sectors. For this context; health, safety and environment (HSE) departments' responsibilities increased to a higher level. The occupational health and safety are the processes that are not just in the responsibility of our HSE department but all of the employees.

Adopting the work and safety culture to employees and implementing without a single spot is something related with top managements point of view and their embracement level of this process. Our consciousness on occupational health and safety issues have been increasing day by day.

Which occupational health and safety projects have been conducted in Gebze during 2018?

At the beginning of the year we prepared Health, Safety Hand book to distribute our employees and contractors to highlight the importance. We revised our terminal visit information guide,

work permission system including the contractors.

We started a campaign named "Safety Belt Saves Life" to increase awareness in safe driving, we started to have safety meetings in which we evaluate the accidents and prevent their occurrence.

We work in a sector that is categorized in dangerous class. In this context, embracing our "Safety by choice Not by chance and Everyone is a safety leader" mottos have crucial importance. My priority has always been the health and safety of our employees. We all have our loved ones, and they expect us to return our home safely. As executives and employees, our duty is not disappointing their expectations and do whatever it takes for this.

How do you see the market? What is your message for 2019 to YILPORT Gebze customers in specific?

For sure, economically our country is going through difficult days. Although the domestic market, which has a reduced import volume, seems to be a little balanced with increasing export volumes, we see that the potential of our country can do much better than the current situation. Working in a multinational company which operates in 9 countries, 21 Terminals enables us to trace updates among the world closely. We constantly see the latest commercial trends and how the world economy is shaped. We hope that we will use the potential of our country Turkey, efficiently and develop more trade routes.



The importance of being a port operator company in the economy shows itself at this point. The seaway network impacting our trade starts with countries and widens by connecting us to trans oceans. Our terminal Gebze has an advantageous hinterland owing to its close location to industrial zones. In the second quarter of 2019, we forecast adjustment in domestic market and volume increase in exports. We renew and develop our inland terminal in Muallimkoy. For the import business, we work intensely to expand our terminal and increase the turnover time in our terminal to provide better service for our customers each day.

We hope that YILPORT Gebze will be a port that will be much more efficient and will increase the satisfaction of our customers with the projects that we started and will start in 2019. Me and my team have dedicated ourselves to finish our projects in a timely and safe way.

YILPORT has never lost its position as a leading port in the Gebze region and has made the necessary investments as a port which has continuously improved itself and continues to do so. I would like to say "Stay with us and Peace out" on behalf of myself and my team.

Synergy of YILPORT & MMK Metallurgy

YILPORT Gebze keeps providing win-win solutions for its customers. As one of the leading Metallurgy giants the MMK Metallurgy Company, decided to steer the wheel of its general cargo vessels to Gebze terminal. Also, in return, one of the Yildirim Group of Companies, the world's largest lumpy marketable chrome ore producer, ETI Chrome, will use the port facility of MMK Metallurgy in Iskenderun, Turkey within the scope of this two years term agreement.

The terminal started to conduct loading and discharging steel coil operations of the company with maiden call of M / V IBRAHIM SIMSEK actualized on the 25th of March.

The multi-purpose terminal Gebze offers combined Services with special equipment in its general cargo terminal with container freight station both for bulk and break-bulk cargos.



TOYOTA & MSC Visited YILPORT Gebze Terminal

MSC and TOYOTA executives visited Gebze terminal. During the visit which the presentations were made by MSC Turkey and YILPORT, each company shared the structure of the operational processes and international network. YILPORT Gebze Executives and operation team also gave detailed information on the developed safety precautions.

During the port site visit, company officials also had the opportunity to observe areas where the operations of TOYOTA and MSC take place.



Gemport Completed First Phase of New CFS Yard

Gemport terminal completed the first phase concreting works of 80,000 square meters new yard. The terminal started its operations after 1-year of intense work completed in March.

The formerly used CFS area located on the north side of the terminal, transferred after its joint to the customs area. The operations have gained a big momentum after this expansion project. The container stuffing operations of steel coil, steel bar, steel sheet, pipe, billet iron, and marble block will continue to be carried out in this area which has a capacity of more than 700 containers daily. The terminal is not solely extending its operational area but also increasing its equipment inventory. Formerly used 32 tons of lifting capacity forklifts are replaced with 40 tons of portal cranes.

In this new yard, each operational area has a special storage facility. The terminal is equipped with cost-effective, safer and eco-friendly electrical engines. The new area is 1.6 kilometers closer to the terminal which will increase the turnover time in 35-50% and shorten the time by 20-25 minutes accordingly.

In the new CFS area, there will be also and 5,000 TEUs of unbonded bulk storage yard which has two weighbridges licensed for VGM. By combining these three operational processes in this new area, the cost of the stacker operations is adjusted 10%.



insider: YILPORT Gempport General Manager LEVENT ADALI

We made an interview with Levent ADALI, General Manager of YILPORT Gempport, about his career journey, 2018 evaluation, 2019 market expectations and projects at Gempport Terminal.

Thank you for accepting our interview request.

Could you tell us about yourself?

My career in this sector begun as an operations officer in Catoni Maritime which was primarily the agency of NYK and P&O shipowners and promoted to regional operations manager in 1995 respectively. I worked 9 years in Maersk Line Izmir office as Branch Operations Manager and Turkey Equipment Manager which I started at the end of 1997. Between 2007-2009, I worked as a planning manager in Hutchinson Ports & Global Holdings during Izmir port privatization project.

In 2009 with my transfer to Nempport as Operations and Commercial Manager, I continued my working life as Operations and Business Development Manager in Global Holding Ports - the Mediterranean between 2010-2013. Before joining YILPORT I was in privatization project for Mogadishu Port in Somalia between 2013-2016 as General Manager. In 2016, I started to work for YILPORT as Operations Director in Gempport. Since March 2018 I have been working at Gempport terminal as General Manager.

How was the performance of YILPORT Gempport terminal in 2018?

As Gempport, we had a busy and joyful 2018 in terms of both operations and volume. With the several projects that we performed along with our increasing volumes, we worked hard as we do every year to become the primary solution provider for our business partners.

We increasingly continued our cooperation with our customers in general cargo and project cargo operations in the region. In 2018, Gempport General cargo business volume increased by 66% compared to the previous year, and we handled a total of 1.590.000 tons of cargo and broke the highest overall cargo business volume of all time. Additionally, we successfully provided service in the projects of the windmill with high tonnage and volume. In 2018, we handled approximately 4,000 tons of project cargo.

We achieved a steady acceleration in productivity, which is one of the most important factors that contributed to this increase in high tonnages and volumes. In

2018, the bulk and the highest volume (61,500 tons) of bulk cargo (realized by Gempport in one), loading operation was carried out. This operation was completed in a record time of only 4.5 days, and the loading service was performed with an average rate of 13,500 tons/day.



What are the factors that enabled Gempport to increase its market share in the previous year?

As you mentioned, Gempport Terminal had an all-time high by handling 525,000 TEUs of containers and as a result, it's market share has increased up to 60%. Even during the flat times of the market, we maintained our leadership in the region by performing a 11% business volume increase in container owing to our steady collaboration.

One of the most contributing factors of this business increase is the new lines start to call at our terminal. We have strengthened our bonds with our business partners in the region with new calls of MAERSK, HAPAG LLOYD and the Adriatic Service of Arkas Line.

With its current business volume, Turkey's 7th biggest container terminal Gempport broke new ground in Gemlik Region with transit grain operations. The transit grain cargoes discharged with bulk operations simultaneously loaded to containers and exported. We expect this volume to increase in the next period owing to this new process.

Lastly, in Ro-Ro operations again we continued to maintain our market leadership despite the stagnation in the automotive sector.

Gempport offers end-to-end solutions for customer satisfaction and terminal operations as a multipurpose terminal in Gemlik region. In professional progress of the operational flow, what does make Gempport get

one step ahead of the other terminals in the region?

As Gempport we provide extended services to all of our business partners. By giving priority to the expectations of our customers; we add value to the logistics processes of our customers with diverse services such as warehousing, container loading/discharging, lashing, inland transportation in our bonded / nonbonded yards in open/closed areas.

In addition to the extended service range competent with the multipurpose structure of our terminal, we add value to ship owners providing towage service for all vessels making a call at other ports in Gemlik region.

With its current state-of-the-art and environmentally friendly equipment inventory, our experienced staff structure who sees the occupational health and safety as the essential of the operations, and the wide-open space that enables us to perform the operations in the most efficient and accelerated manner, we provide safe, environmentally and human-focused service to all business partners.

What are the factors that make Gempport unique in port operating business?

We see the port operating business as a whole in all of our processes. Our colleagues are in touch with business partners in all stages by the time that the goods will arrive at our terminal. Owing to our customer feedback communication channels, we give ear to suggestions, complaints, and expectations of our customers and endeavor to instantly come up with permanent solutions. In this manner, we use most of our sources to increase customer

satisfaction. Our customers are the core of our business; we encourage our organization to interact with the customers with this perspective.

Another unique characteristic of Gempport is that we have a structure which is capable of providing world-class service on terminal, gate and dock operations. By breaking new ground in Turkey, we decreased turnover time at the terminal to 25 mins in gate-in/out.

There are plenty of projects in Gempport's 2019 business plan. Can you mention about these projects?

2As a result of expansion works in the first quarter of 2019, we doubled up the capacity at CFS terminal and started preparations for the 55 acres of area that we plan to add our bonded area. We aim to increase our business volume by 8% with 560,000 TEUs. In addition to the goods stored in the mining yard, we plan to add 60k tons of feldspar business volume and contribute to our container volumes increase.

In addition to our current general cargo operations, we plan approximately 70,000 tons of magnesite and 100,000 tons of cement loading for 2019. Our expectation for the bauxite mineral that has been started to be loaded last year at Gempport, is also 150,000 tons.

Due to the stagnation in the automotive market, we aim to compensate for decreasing Ro-Ro business volume with value-

added jobs such as construction machinery and mafi.

How do you forecast regional basis market in 2019? What is your 2019 message for YILPORT Gempport customers?

While 2019 has uncertainties in terms of world trade and economy and trade of the country, Gempport targets to grow stronger in this term by creating new opportunities.

With the investments we have almost finished in 2018, we have begun 2019 stronger. In our region, we provide boutique services for niche jobs such as mines, block marbles that have high business volume. We are planning to support our customers and business volumes by providing a more proactive response to the demands of our customers with the completion of our improvement works in our yards.

Just as the previous year, we aim to create value and satisfaction for all our business partners in 2019 by establishing close and

intimate communication with them, focusing on understanding their requirements and producing solutions first and foremost. Our doors are wide open to our customers and business partners. As Gempport, we will continue our target to become a shining star of the sector with our service quality that increases each day both in Turkey and international league.



YILPORT Gempport's New Stackers are in the Field!



Gempport, which handling the 65% container volume of the Gemlik region, is getting ready to launch new reach stackers as 2 pieces full and 1-piece empty container handling equipment into the field.

Our new equipment, which will increase the operational efficiency for Gempport, will enable us not only

to provide instant response to our increasing business volumes and demands of the customers but also will increase the quality of value-added services. Reach stackers that arrived with Grimaldi Ro-Ro Vessel, will become operational right after the import procedures is completed.

The new generation Kalmar

stackers are more environment friendly, more efficient with less 25% -40% fuel consumption safer, and more user-friendly with ECO Efficient feature. We are excited to see new players in our equipment park.



Mafi-Excavator & Project Cargo Operations at Gempport

The construction machinery and project cargo operations, which have considerable importance, in terms of business volume and revenue of the YILPORT Gempport terminal, showed a significant increase in 2019 compared with the last year. The terminal offers end-to-end solutions owing to its expert Gempport team and state-of-the-art technology.

It is forecasted that this increase on construction machinery, Mafi and project operations will move upwards steadily also in 2019, along with the new Grimaldi / Euromed service.

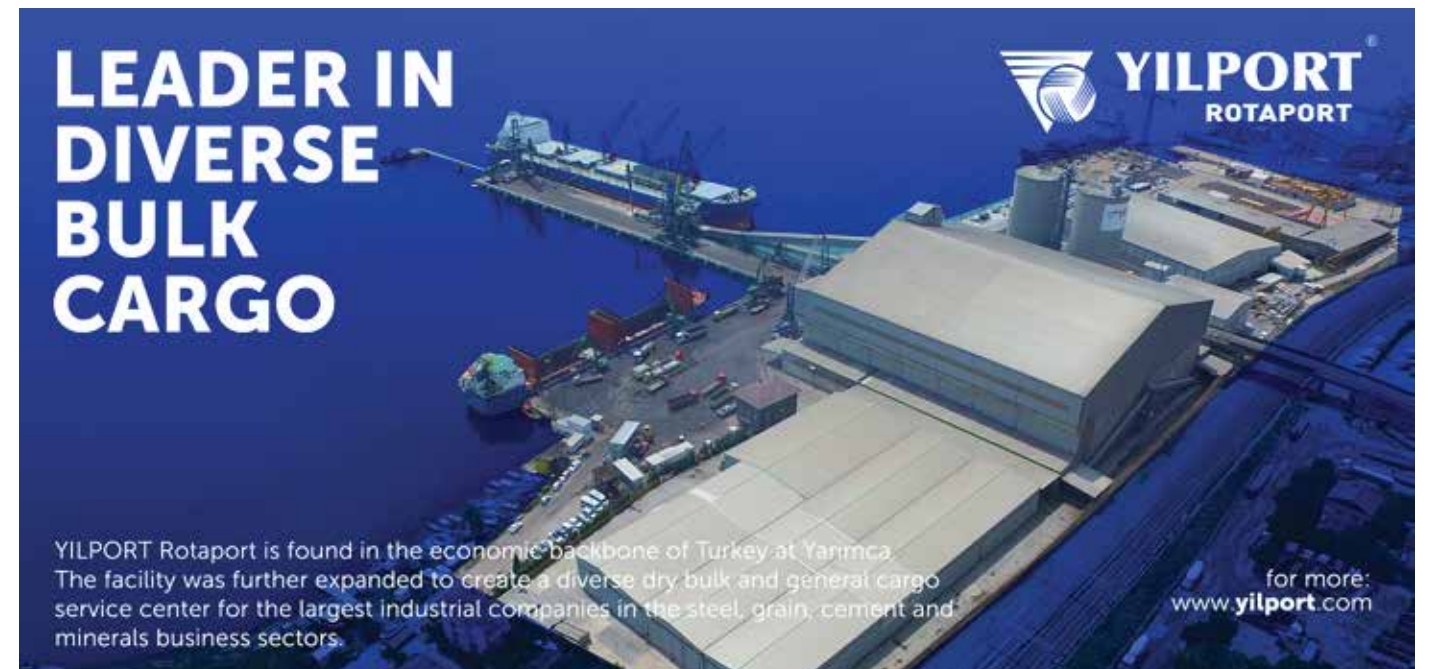


Grain Record from Rotaport Terminal

Located on the northeast coast of Marmara Sea in the Kocaeli province, YILPORT Rotaport, is specialized as the dry bulk cargo terminal of the region. The terminal has two allocated terminals for grain and cement operations with conveyor systems.

Rotaport terminal which made a steady start to 2019, broke all-time high record in March by handling 134,000 tons of grain products consist of soybean meal, soybean and corn was handled from Supramax and Panamax vessels with the operations of the TMO (MAHA ARTI) and Bunge (LBC EARTH) companies in March.

In addition to grain and cement handling in Rotaport terminal, it is also eligible for the operations of fertilizer, silica sand, steel coil, aluminum as well.



LEADER IN DIVERSE BULK CARGO

YILPORT
ROTAPORT

YILPORT Rotaport is found in the economic backbone of Turkey at Yarıncı. 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

Turkey's Leading Liquid Terminal



THE SHORT SEA SOLUTION



for more
www.yilport.com

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YILPORT NORDIC REGIONAL INFORMATION

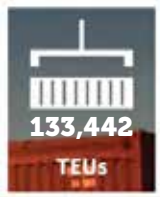
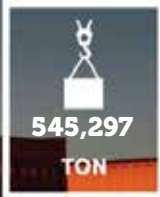

IN THE HEARTH OF SCANDINAVIA'S LOGISTIC NETWORK

Located on Scandinavia, YILPORT Nordic terminals offer best solutions among its multipurpose peers. The terminals are located at different countries in Scandinavia. All of them are adjacent to industrial zones with connections to main roads and offering easy access.

YILPORT Oslo, YILPORT Gävle and Stockholm Nord Terminals offer bonded and non-bonded areas, warehouses, supported by in-house logistic services. YILPORT Nordic terminals provide entire logistics operations, import and export 24/7 powered by YILPORT's global know-how.



YILPORT Nordic
Quarterly Regional Throughputs
End of Q1 2019

 133,442 TEUs	 545,297 TON	 6,177 CEUs
Container	General Cargo	Ro - Ro



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YILPORT Nordic continues to grow

After the first months of 2019, YILPORT Nordic sees no signs of a weakening economic climate.

"On the contrary, the beginning of 2019 has resulted in increased volumes in all of our Nordic terminals - Stockholm, Oslo and Gävle - with a continued active market and a strong inflow of inquiries from potential customers seeing the need for improved logistics solutions," says Håkan Bergström.

New Business and Record Volumes at Stockholm Nord

Stockholm Nord continues to develop rapidly into one of the Stockholm region's most important logistics and freight hubs. The train shuttle to and from Gävle is being used by an increasing number of customers. For example, the container shipping company MSC is trying out Stockholm Nord for empty containers, which then go by rail to Gävle Container Terminal (GCT), where they are filled with export goods, and shipped out to the world. The flow of import goods from GCT, with the destination being the Stockholm metropolitan area, is also increasing significantly. It includes, among else, building materials, furniture, and foodstuffs (large amounts of coffee beans).

"Last year was a very good year, but 2019 has started with record volumes. We are served weekly by at least 15 trains, both from the European continent and from Sweden," says terminal manager Britta Lundgren.

Four 750 meter long tracks, two gantry cranes, and an 80,000 m² large terminal mean both great capacity and flexibility. The business has evolved to not only deal with trailers and containers. Since last year, the car train to Stockholm Nord arrives from Malmö and Halmstad five days per week with over one hundred new cars each time.

A new operation implemented is the storage and handling of timber destined for sawmills in southern Sweden

"Those timber transports used to go by truck, and that we can now offer rail transport instead is, of course, an environmental advantage", says Britta Lundgren.



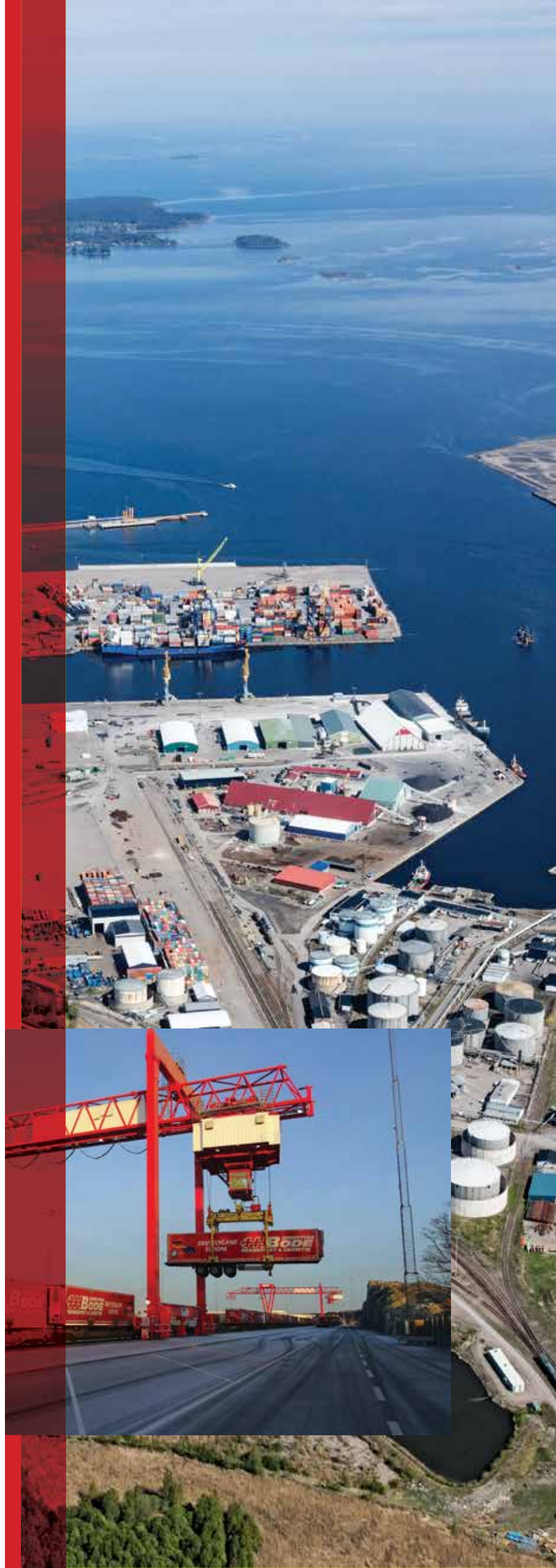
The Swedish Government Wants to Make Freight Transport More Efficient by Increasing Shipping and Intermodal Transport

More goods need to be transported by domestic shipping, short sea shipping, and by rail. Sweden, therefore, needs an increased inter-modality, with terminals such as YILPORT Stockholm Nord, where goods are moved smoothly between the different modes of transport. Terminals and ports must be developed so that it becomes easier to move goods between trains and feeders. These are some of the points in the Swedish Government's strategy and the assignment given to the Swedish Transport Administration.

In the coming years, streamlining of freight transport will have high priority. The amount of goods in movement is increasing, and the Government wants to use Sweden's existing transport infrastructure in a more efficient way, eg. by having the logistics industry starting to share data with each other to jointly ensure that the capacity of trucks, trains and ships is used to 100 %.

"I have worked with shipping all my life and hope that with my knowledge and experience we can get an increase in the transferring of goods to sea. This is something all parties involved have desired. Collaboration between the relevant authorities, the industry, and interest groups, is an important factor in achieving the goal of better utilizing the sea mode," says Pia Berglund, national coordinator for domestic shipping at the Swedish Transport Administration.

Sweden needs more inter-modality, with terminals such as YILPORT Stockholm Nord...



The terminal at Sjørøya Grows Bigger

The Port of Oslo will invest in land filling, new cranes, and administration buildings at Sjørøya.

"Based on the positive volume development that the terminal experiences, we have - together with the management of YILPORT - initiated dialogue and identified content and timeline for the next phases when it comes to land area and cranes. This being part of our proactive support of the future development of Norway's largest and most modern container terminal," says Ingvar M. Mathisen, head of The Port of Oslo.

The expansion consists of preparing larger areas for container handling, updating and expanding the cranes, and completing the implementation of remote-controlled RTGs. All of this is planned to start in autumn 2019, provided all necessary permits are granted. In addition, a new and larger administration building is planned, which will replace the current inconvenient offices.

YILPORT is, furthermore, a long way ahead in rebuilding their conventional RTG cranes to be remotely operated from a control room.

This means, among other things, that YILPORT can reduce its costs regarding crane operators and offer a better product to the market, including the option of increased opening hours.

"The total investment in cranes, buildings, and infrastructure for the next two to five years amounts to just over NOK 315 million. It is very important that The Port of Oslo follows up its contractual obligations and is proactive when it comes to investment in cranes and other necessary infrastructure. All of this, in order to further develop the container terminal. With this investment the Port of Oslo and YILPORT together can continue the work of becoming the forefront of the drive of moving cargo volumes from road to sea," says Ingvar M. Mathisen.

SSAB Moves More of Their Steel Exports to YILPORT Gävle

With an annual supplement of 500 containers from SSAB, YILPORT Gävle has deepened its cooperation with the Swedish steel giant.

In addition to the various steel products that already occupy a completely separate section in the CFS, SSAB has chosen to now also move the stuffing of pipes for the world's mining industries to YILPORT Gävle.

"It's a good feeling that we can meet SSAB's demands for efficient and safe handling. One reason for the choice of us was that we are already connected to SSAB's IT system, while the former operator was still dependent on physical document handling. With our solution, the customer now has real-time control of where the products are located in the supply chain," says terminal manager Jörgen Flank.

In order to be able to offer SSAB a completely separate section in the CFS area, other types of goods have been moved to a tent warehouse in direct connection with the CFS. A load plate has also been rebuilt to cope with the stuffing of the SSAB pipes.



Gävle Prepared for Windmill Boom

The import of wind turbines to the Port of Gävle continues to increase. After extensive preparatory work, YILPORT Gävle is now equipped to cope with this year's record-high inflow of wind turbines. More than 1,800 parts—wings, turbines, and towers—must be unloaded and stored before being transported to Scandinavian wind power projects.

At the end of March, all preparations were completed for the massive assignment.

The staff has been trained for eg. the precision of driving required to move extremely long parts—that can weigh up to 90 tonnes—all while maintaining safety. It requires two specially equipped reach-stackers that together move heavy and bulky loads to the storage areas. Three of the six involved reach-stackers have for this purpose been equipped with hooks instead of the usual container bar. In order to not steal capacity from the container terminal, second-hand equipment has been acquired.

"Since it is about short driving distances, and a low-intensity operation, it works well with second-hand equipment that has been carefully inspected and serviced," says terminal manager Jörgen Flank.

More fruit and vegetables transported to Oslo by sea

New record

In March YILPORT Oslo handled more than 23 000 TEU over quay wall. With 3 record months in a row first quarter of 2019 shows a 18 % increase compared to 2018. The Cool Oslo Short Sea project between Oslo Havn, YILPORT Oslo and customers starts to show increased volumes.

BAMA took the lead

Oslo Havn started in 2017 the project Cool Oslo Shortsea together with YILPORT Oslo, the Norwegian Fruit and Vegetable's Association, Interfruit, COOP and BAMA for increased use of sea transport on imports of fresh fruits and vegetables from Europe. The project highlighted a significant transfer potential of goods from road to sea. 50% of 20,000 transports from Southwest Europe were considered transferable, provided that the quality of the sea product met the quality requirements throughout the supply chain.

BAMA took the lead, and together with shipping companies and logistics providers on land, ports and terminals, they have transferred approx. 2,000 full loads from road to sea already after one year. The project has been expanded with several product groups such as plants, flowers, fish and alcoholic beverages.



More fruit and vegetables by sea

BAMA has incorporated sea transport into its transport strategy for fruit and vegetables imports from Europe. BAMA now chooses to import more fruit and vegetables by sea, rather than by truck.

Now we see that sea freight can deliver on price, emission requirements and quality so that the stores get fruit and vegetables when they need to. This means that in the future we will increase the use of maritime transport and believe that sea freight can take a greater part of our transport needs. It fits well into our environmental profile, says Logistics Manager, Arve Aspli, BAMA.

Environmental efficient sea transportation

The increased volume shows that forwarders, shipping lines and logistics providers have worked to improve and deliver the quality needed to move more cargo from road to sea through close cooperation in the supply chain. YILPORT Oslo wishes to contribute so customers choose the environmentally efficient and sustainable maritime transport, says Commercial Manager, Maiken Solemdal.

YILPORT IBERIA REGIONAL INFORMATION

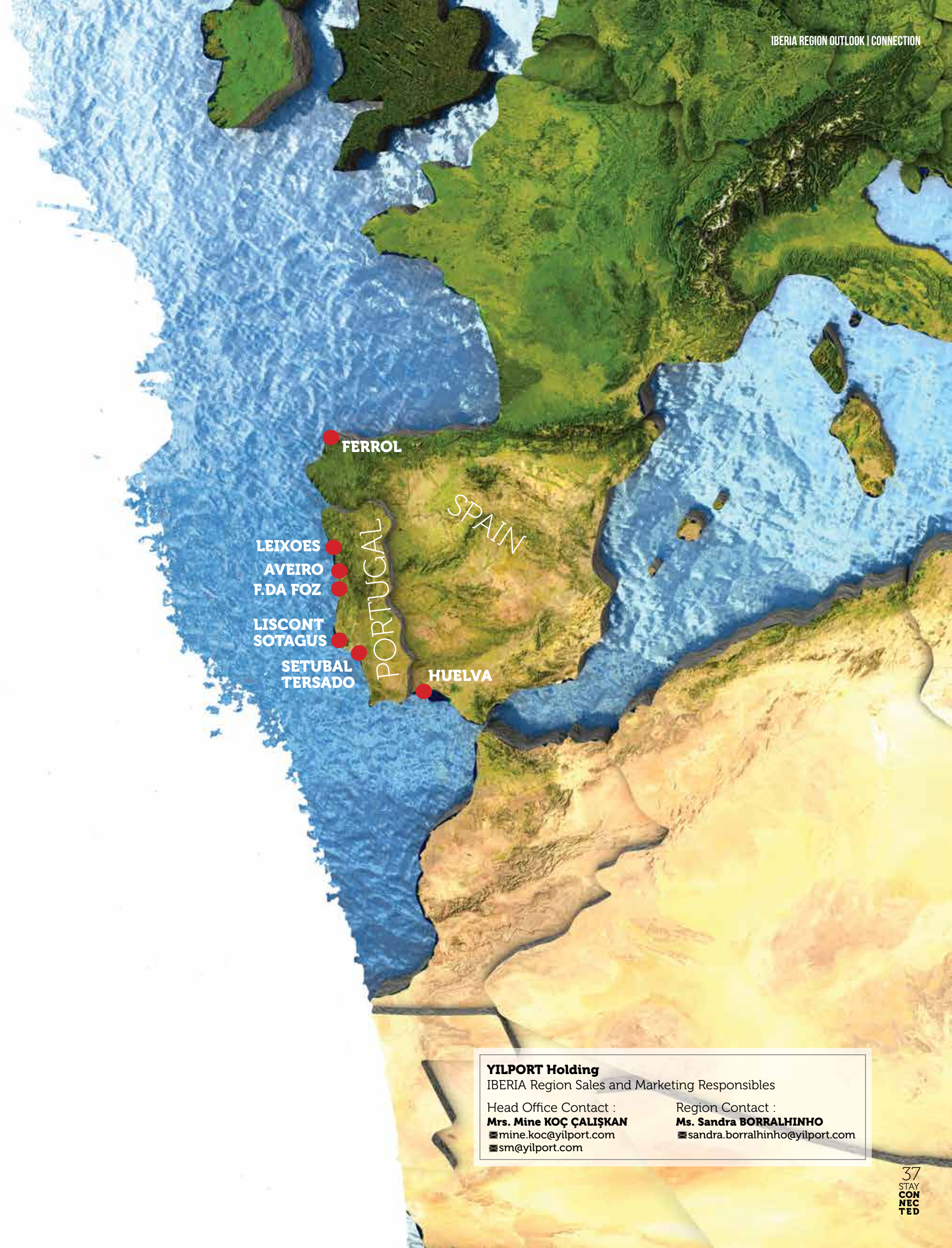
DOMINATING POWER OF IBERIAN PENINSULA

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



YILPORT Iberia
Quarterly Regional Throughputs
End of Q1 2019

 298,514 TEUs	 634,713 TON	 7,882 M³
Container	General Cargo	Liquid



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Ship2Iberia Seminar hosted YILPORT Iberia GM Richard Mitchell

Iberia Region General Manager Richard MITCHELL attended to Ship to Iberia Seminar as a guest speaker where YILPORT Holding CMO (Chief Marketing Officer) Erhan CILOGLU and Iberia Region Sales and Marketing Manager Sandra Borralhinho also participated to the event.

Iberian Port Authorities were also present, same as shipping lines and other relevant stakeholders at the event.

Mr. Mitchell pointed out Container Terminal Developments in the Iberian Peninsula and YILPORT's strategy in the region. As Portugal has a big potential to further grow as a hub with its unique geographical location by being in the center of east-west and north-south trade route, Mr. Mitchell stated that YILPORT's terminals in both Portugal and Spain are at the strategic location by providing direct services to the key trade lanes and key hinterland markets.

Nuno Araújo, Member of the Board of Directors of Port of Leixões underlined that Leixões Terminal is the main gateway port in Portugal by handling 20% of Portuguese foreign trade which is 19,2 million tones and 668.000 TEU in 2018. Nevertheless, Port of Leixões invests on increasing maritime accessibilities and Information Systems to have better procedures to be more efficient and more effective in port operations.

J. Manuel Vega, Commercial Director of Port Authority of Huelva presented Developments in the Port of Huelva and the importance of its geostrategic location for Africa, North and South America, North Europe sea trade. Huelva port is the shining in the region and presents new business opportunities by providing land availability, competitive prices, high capacity of rail and road connectivity to the hinterland.



YILPORT Liscont is Officially the Best Performer in The YILPORT Group in First Quarter 2019 with the Highest Gmph_(Gross Move Per Hour) Result

YILPORT Liscont, one of Lisbon Terminals, the traditional gateway in the center of Portugal handling and supporting deep sea Shipping Lines to develop their trades. YILPORT Liscont has been showing a significant improvement in average vessel productivity since 2016, when became part of YILPORT portfolio.

Along the years, the team was able to move from an average of 20 vessel moves per hour in 2015/2016 to quite different figures 35 VMPH in 2019.

Thanks to the great effort of all teams, from operations to maintenance, with the support of the management, Liscont Terminal reached to the best performance in the YILPORT group in first quarter 2019 with the highest gmph result.

We talked to YILPORT Liscont Operations Director, Alexandre Gonçalves, to better understand the process and the challenges involved.

What is the main factor to reach such improvement?

We assign the improvements to two important factors: first is a technically skilled and polyvalent team and the second is Focus Vessel program conducted since 2017, following the already implemented process improvement routines.

How did you build such a successful team?

It is important to highlight that we have both in operative and in planning tasks an experienced and flexible team. We plan operation and create alternative scenarios to react to unforeseen events by being aware of almost 100% of the process cycle, which is a value-added resource. The fact that each team member is aware of how his actions and performance impacts the chain of events, is for sure a plus to grant cooperation and optimize the outcome.



What is Focus Vessel Exercise?

We made an upgrade to what was already being developed in terms of process analysis and revision. Focus Vessel exercise started by choosing regular and significant vessel, in this case from our good customer Hapag Lloyd, and go through all the steps and tasks, including all details. Both internal teams and customer were involved, as changes and adjustments were not possible to achieve without the collaboration of the involved stakeholders.

What are your future projections for YILPORT Liscont?

This is an on-going process which never ends, most importantly, was replicated to other vessels / customers in order to achieve the best result possible. The aim is to make these results sustainable and win the trust and loyalty of our customers through reliability and continuous improvement of our service levels, keeping the dialog and flows of information, and increasing our internal performance levels.



YILPORT Iberia is Being in Solidarity with Iberian Industry Leaders

In line with YILPORT Holding Global vision, YILPORT Iberia is confident to expand the hinterland by strengthening its relationship with industry. YILPORT Iberia believes that supporting industry promotes new business opportunities, expand or develop new markets.

Ignacio Rodriguez and Diogo Marecos attended to the event and represented YILPORT Iberia at the event which is promoted by the Chamber of Commerce and Industry Portugal Spain with guest speaker the Minister of Economy, Mr. Pedro Siza Vieira.

In the event, a business lunch for 250 people, were present the most representative companies associated with the Chamber of Portuguese and Spanish Industrial, Services and Finance stakeholders.

Iberia Executives Attended Intermodal South America

YILPORT Iberia attended Intermodal South America in Brazil which is an international trade fair for freight transport, logistics, and foreign trade started in São Paulo, Brazil.

YILPORT Leixões General Manager Nuno David Silva and YILPORT Setubal General Manager Ignacio Rodrigues participated the event, which is jointly attended with YILPORT Leixões, Port Authority of Leixões (APDL), Setúbal and the Portuguese Ports Association (APP).

The Brazilian market is already important today for the traffic of the Port of Leixões and YILPORT Leixões, but above all represents an important potential when considering the growing trade with Europe. The same is true for all Latin America, being YILPORT Leixões (and the Port of Leixões) committed to integrate these supply chains in North-South traffic.

In this context, the presence in Intermodal São Paulo is very important, since it is the transport and logistics largest fair in Latin America, attracting thousands of professionals and decision-makers from around the world.



Technology Matters

toptalks:

YILPORT Holding CIO
Mark WOOTTON

Thank you for accepting our interview request. Could you tell us about yourself?

I grew up in South Africa and studied Mechanical Engineering. After university I started my career as a management consultant focused on IT development and systems projects. After that I worked in the clothing industries for a few years before moving to the ports. I worked for a number of years in the Port Sector in South Africa responsible for IT operations and infrastructure and eventually overall IT responsible for the company. During this time, we implemented Navis and related automation solutions across a number of terminals. For the last two and a half years I have been working for YILPORT and based in Istanbul.

I am married with three children, two of them are at university and one has started working after completing her studies. They are all based in South Africa and I am living together with my wife in Istanbul. She is working as a teacher.

As an experienced executive in terminal operations and port automation processes, what is your five years term plan for YILPORT's information technologies?

Currently we are working to convert all out terminals onto our standard IT systems and infrastructure. This includes network connectivity, email and office applications, Terminal Operating Systems (Navis) as well as our standard ERP system, SAP. We have a number of projects currently in progress and without any additional terminals we still see this work going on for at least two more years.

In parallel we are also implementing technologies focused on operational efficiencies, these include remote control systems for our RTG cranes. We are looking at automation options for all new equipment and integrating these into our current operational systems.

Security is also a focus area and we are looking at ways to improve the security of our systems from both a technology and people perspective. Educating and improving awareness amongst our employees is an important aspect of security.



What is your opinion on implementation of block chain and IoT to port operations?

For blockchain we are currently looking at ways it can be used within the port environment. We are also looking at collaboration with other blockchain networks and how that will be beneficial to YILPORT and to our customers. At the end of the day, whichever technology we look at, it has to provide some benefits through improvement in operational performance, reduction in costs or revenue potential.

For IOT we see a lot of future potential in this and I think it will become pervasive and commoditized in the near future. All equipment will come standard with its own sensors and the challenge will be how to use this vast amount of data in an intelligent manner. Other technologies such as machine learning and artificial intelligence will also play a role in analyzing and sifting through this data which will not be possible for a person to manage.

How do you evaluate automation of the ports and unmanned terminal operations?

I still see fully automated terminals as mainly targeting large multi-million TEU facilities with labour challenges and/or shortage. While we are pushing suppliers to make this technology more accessible and affordable on a smaller scale of operation this will still be some time in the future in my opinion. What we are doing though is working out which technologies, like I mentioned remote control, will give us a return on investment and can scale down to work in our size of terminals and locations.

That's not to say there aren't similar challenges no matter what size or scale you are automating. Ensuring the automated or remote-controlled equipment is properly tested, certified and safe to operate is key no matter the size or scale of the project.

A trend that we are following (and pushing) with interest is self-driving or autonomous trucks. We see great potential for using these to transport containers internally within the terminals and allowing us to scale up without significantly increasing our labour costs.

As you know two years ago one of the world's biggest liners faced a cyber-attack which cost the company above USD 300 million because of the information security issues. What is your opinion on lately announced regulatory acts about general data protection and prevention of data leakages?

I don't think these will stop the cyber-attacks or hackers from continuing to find and exploit companies for their own objectives. What we have to do is continue to improve the quality of our own protection but also to improve our contingency measures should such an event occur.

For data protection this focuses mainly on personal data and how we manage and control that to protect the individual's rights to privacy. This places additional requirements onto the organization to formalize and manage these processes and the related data. I expect that this trend of increased oversight and control of personal and potentially other data types will increase in the future.

What is your message to YILPORT's customers?

In my opinion YILPORT is an organization that focuses a lot on providing good service to our customers. We go out of our way to accommodate and assist our customers to work with us and to grow both of our businesses together. We are aiming to improve our customer facing systems in the short-term and welcome any feedback and improvement ideas that we can use to improve the systems we have which are used by our customers.



YILPORT Holding CIO Mark WOOTTON
& Editor-in-Chief Ece YAVUZ



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

PORT OPERATOR OF THE YEAR



Technology Matters

toptalks:

YILDIRIM Technology
General Manager
Ömer ARTUK

What are the new trends closely followed by Yildirim Technology ?

As YILDIRIM technology we plan to take our position in technological developments as much as we can. With the initiatives of our founders whom are tracing the latest technological developments, we constantly have been working on the feasibility of Blockchain, Artificial Intelligence and IoT (Internet of Things) to our business models.

Is there a technology that the company prioritizes?

We started with Blockchain technology primarily. We brought together all industries that can be integrated into the Blockchain processes in Yildirim group. YILPORT's processes were selected as the pilot industry with the projects that we could get closest and more conclusive in terms of the applicability of the blockchain process.

How did the blockchain process begin?

As a result of meeting series, we signed contract with PwC (PriceWaterhouseCoopers)

company which we formerly worked in different occasions.

The purpose of bringing the Yilport departments together was to create a conceptual use cases or solutions by taking information as much as possible and sharing the knowledge of the expert people who have experience solving these problems preferably using blockchain technology.

We have created a series of meetings to pick most problematic processes and in response to the question of whether we can bring a solution to this problems with a blockchain enabled system.

For YILPORT's business flows in specific; people who are expert on their fields came from Germany, Belgium, India and Turkey offices. As the consultation company representatives attended our meeting, As well as consultant company representatives who are expert in port and terminal operations attended the meetings, YILPORT Holding CEO Christian BLAUERT, other departments such as Sales & Marketing, Information Technologies, Operations, Global Logistics Center, Logistics Group consisting Eti Lojistik & Transiteks and CEO of our shipping company Chemfleet also participated.

We have come up with a number of ideas as a result of active participation of YILPORT management. In fact, we evaluated the process in the initiative of Yilport, and thought over some names related to this process in YILPORT specific. In just one day, a simple software solution was created that could create a collaboration environment over supply chain system related to solutions.

What are the stages of this cooperation in port processes?

In our first demo model, the processes in port and terminal operations were carried out between the transporter, cargo owner and the port. After the information entered on the system is recorded and approved by all parties, sharing and monitoring will take place; the flow will only appear in the system when all parties approve the validity of the same information as a standard practice of Blockchain technology.



What is the purpose of validating information on the system by all parties?

Our goal is to have a reliable and trusted data sharing environment. Reliable means; If any data is requested to be changed, all data in the system is checked after the flow confirmation.

Thus, it is ensured that the data in one-to-one communication is transferred to 3rd and 4th parties in a healthy way and can be tracked on the common platform. This project will be a nice project that significantly improves work efficiency where the cargo will leave and transferred to the gate will be known by all who needs such info to prepare themselves accordingly on time.

Will this work be carried out locally at operations on terminals or will it have a global impact as YILPORT?

Blockchain technology can be used anywhere. Planned and created demo system is developed on a common blockchain platform. It can be shared with the desired parties all around the world instantly. One of the best features of the system is that it can be improved easily. Thus, the works which take long time can be solved in a short time. In time, we can implement the models we want with these platforms, make the system completely traceable, develop, shape and manage as we want. It is possible to make small groups, on a regional or global scale. This system now exists in our portfolio. We can use any time we want.

What are the benefits of outsourced developed software systems?

There are many companies providing services in blockchain processes. If you are a member of a platform you are able to reach other services offered in that system. Most important advantage of these type of platforms is their ability to talk to each other. The companies who offer free platforms and charges may occur only exceeding a defined number of users or transactions.

Is there any risk on this system?

This is a secure encrypted platform, which means it cannot be manipulated because of blockchain technology. The system which is new for now can be developed according to the strategy of the company. The world wide known firms have made a big investment to this process. We have the knowledge and experience to apply our business models in all sectors and to respond to the business need in a short time. We need to think about how to position ourselves.

How do you evaluate the future of Blockchain process?

I see the development of Blockchain technology as the process that begins with communication between networks. Accepting the data that everyone approves in the system will ensure the existence of a single data on the system.

Since the main goal is to ensure data consistency, the progress in the blockchain technology slowly taking its place. They set the system standards with models that will meet the sector-based needs. We also closely follow

developments in the sector. In this context, we completed our first workshop and information sessions at YILPORT Holding.

How do you evaluate the future of Blockchain process?

We plan to do similar studies. Our next goal is Yilmaden. We have been creating awareness by collecting world-wide cases. We have been creating implementable scenarios that we can adapt to our workflows.

How was Yıldırım Technology in 2018? What are your projects in 2019?

2018 was a year in which we strengthened our foundation of information systems locally and took strong steps. In 2019, our aim is to spread these steps to our companies in abroad. In line with our strategic plan, we will continue our efforts to keep up with the information systems environment, which is evolving day by day as an organization and infrastructure and with the avalanche of cloud computing and service-based services.



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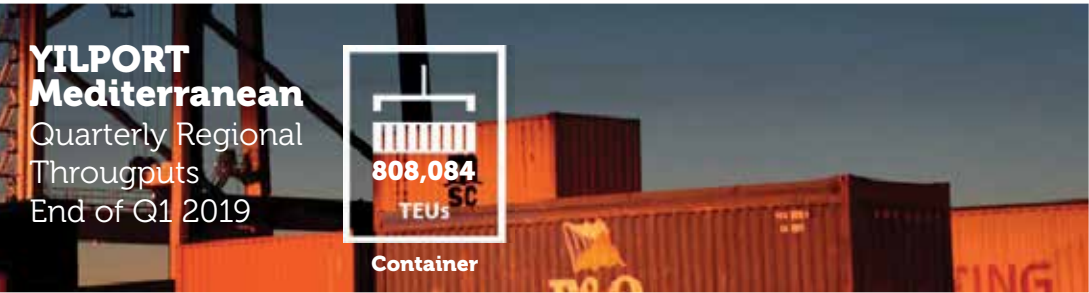
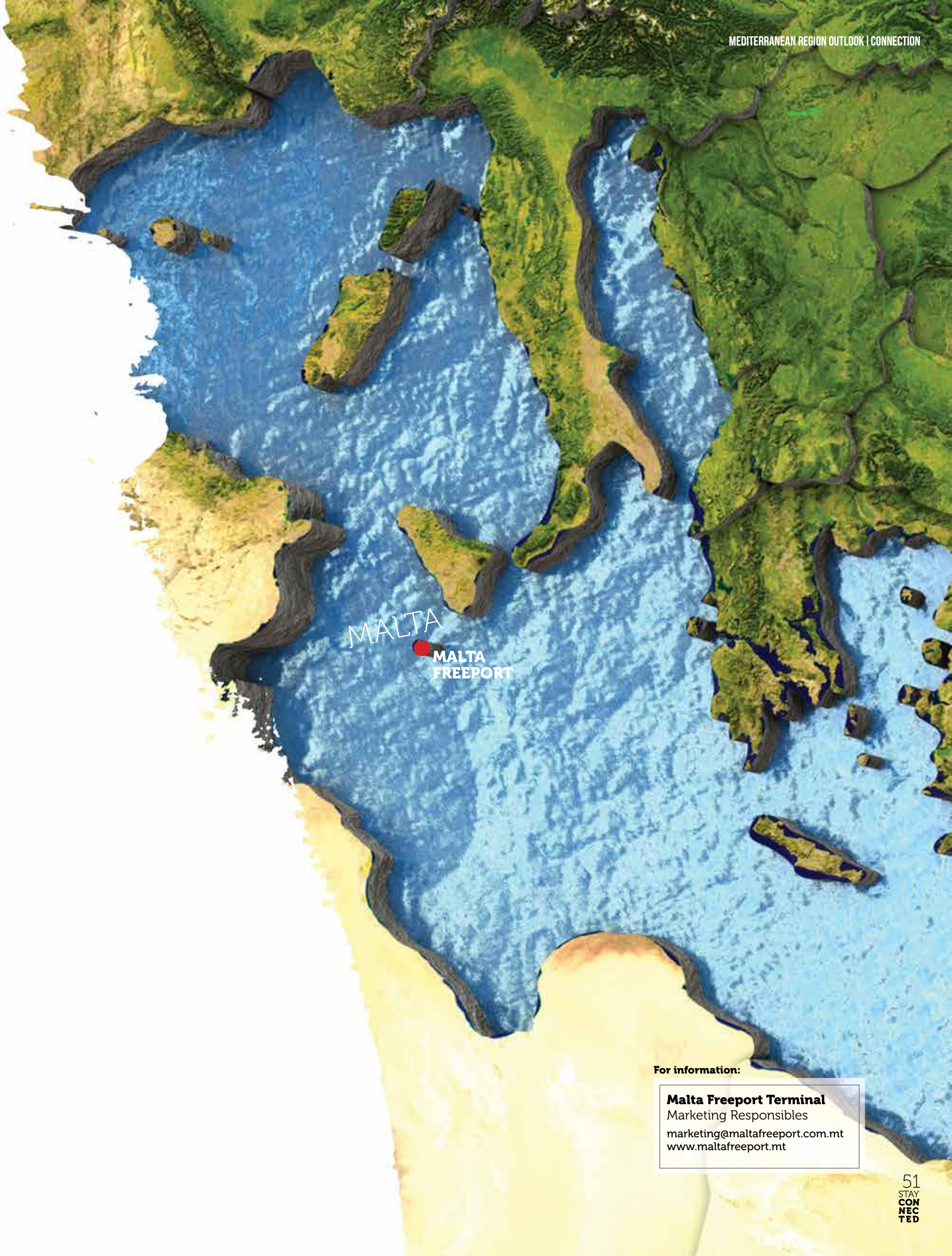
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YILPORT MEDITERRANEAN REGIONAL INFORMATION

IN THE HEARTH OF MEDITERRANEAN

Located in Malta YILPORT's mediterranean terminal offers hubs-home terminals for container, general - bulk and ro-ro operations, and provide easy access to roads and logistics services.

Malta Freeport offers extensive worldwide regular network connections, high performance levels, cost effectiveness, ease of access to markets with minimal diversion distance, easy port accessibility, safe maneuverability of vessels and all-year favorable weather conditions



For information:

Malta Freeport Terminal
Marketing Responsibles
marketing@maltafreeport.com.mt
www.maltafreeport.mt

Malta Freeport Terminals

Investment is A Catalyst for Growth

Malta Freeport Terminals marked yet another milestone as it showcased the recent delivery of its new equipment. 15 new Rubber-Tyred Gantry Cranes (RTGs) will be complementing the existing 50 RTGs already in operation. To date 13 new RTGs have been commissioned and delivery and commissioning of the remaining 2 RTGs should be completed by April. The new RTGs were acquired from world leading manufacturers KCI Kone Cranes.

As well as being considerably faster than conventional cranes, they are also safer to operate, featuring an anti-collision system and are more energy efficient with lower emissions. These Cranes are 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, 36 Trailers and another 2 new Reach Stackers.

A heavy investment programme worth over €31 million was undertaken last year in new equipment and infrastructure. Malta Freeport Terminals broke the records again in terms of throughput as it handled a record 3.31 million TEUs in 2018.



KEEPING YOU GLOBALLY CONNECTED

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.



YILPORT LATAM REGIONAL INFORMATION

GAME CHANGER OF LATIN AMERICA

Located in Ecuador, Peru and Guatemala , YILPORT's Latin American terminals offer solutions that are unmatched in the region. The terminals offer container, bulk and liquid cargo operations, and provide bonded and non-bonded areas, warehouses, easy access to roads and logistics services.

YILPORT Puerto Bolivar in Ecuador, YILPORT Paita in Peru, Puerto Quetzal are the three terminals in the portfolio. Container and bulk cargo operations, liquid cargo are offered at the terminals.



YILPORT Holding
LATAM Region Sales and Marketing Responsibles

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YILPORT Puerto Bolivar: Celebrates 2nd Anniversary !

On 10 March 2019 YILPORT Holding celebrated its 2nd anniversary of the beginning of operations in Puerto Bolívar. Since the very first day of takeover of port operations, YILPORT Puerto Bolívar continues to add new values to the Terminal and the El Oro Province with the same commitment, enthusiasm, and dynamism collaborating with the Autoridad Portuaria de Bolívar (APPB). We wanted to look back at some of our highlights from these past two years full of success and exciting projects.

an advantage on shipments from Southern Ecuador.” Mr.Robert Yuksel YILDIRIM, the Chairman of YILPORT Holding



YILPORT’S JOURNEY IN ECUADOR BEGINS - AUGUST, 2016

The concession agreement was signed on 8 August 2016 inside Puerto Bolívar. Yilport Holding committed to invest USD 750 million in 5 phases for the development and modernization of the port, starting to its aiming to turn YILPORT Puerto Bolívar into Latin America’s largest container terminal with 2,500,000 TEU annual container handling capacity. The 50-year concession deal marked the largest ever Turkish investment in Ecuador. The investment is outlined to be completed in 5 phases. “We committed to invest US\$750m in the expansion and modernisation of the port as long as there is continuous growth. We will invest US\$230m in the first phase, which will take 3 years. Our primary goal here is to create the container terminal, while keeping the existing bulk banana services. Also this new container terminal will provide more options to shippers and banana exporters, and will create

YILPORT TAKES OVER OPERATIONS IN PUERTO BOLIVAR - MARCH 2017

YILPORT Puerto Bolivar started its operations on 10 March, 2017. After the arrival of YILPORT Puerto Bolivar team to Turkey to know more about YILPORT culture, its standard terminal operations and terminal operating system, a group from different departments of Yilport Holding was sent to YILPORT Puerto Bolivar to support the takeover proceess and implement all existing Yilport systems to the terminal to meet the needs. During the takeover process, all YILPORT Puerto Bolivar teams, YILPORT Holding teams, APPB responsables and local parties did their best for a smooth transition and start for succesful operations.



2 MOBILE HARBOR CRANES ARE OPERATIONAL IN YILPORT PUERTO BOLIVAR - MAY 2017

Two Mobile Harbor Cranes with an outreach of up to 52 metres were shipped from the home terminal of YILPORT portfolio, YILPORT Gebze, and arrived at their destination on the 21st of May. After two-day long loading operations, the vessel shipped from Turkey and arrived at YILPORT Puerto Bolivar after 30 days.

A team consisting of 4 technicians and 1 operator accompanied to YILPORT Holding CTO Yoshiaki Suematsu and Chief Mechanical Engineer Gökhan Önen completed implementation of the cranes. Necessary trainings were also conducted for crane operators for safe and effective operations. On the 17th of June, testing period was accomplished and MHCs handled their very first containers. Puerto Bolivar welcomed MSC Nora vessel and handled the containers with two operating mobile harbor cranes.

Thanks to YILPORT’s operational know-how, the entire operations completed smoothly.



NEW INSPECTION AREA IS OPERATIONAL IN PUERTO BOLIVAR - APRIL 2017

New Antinarcotics Inspection area is active in Ecuador as from April 17, 2018, for effective and secure inspection operations. To have this new area, existing semi-closed warehouses No.8 and No.9 were dedicated to inspections. With this project, YILPORT Ecuador will have a dust-free and waterproof new yard with sun protection which will enable operations to continue

on possible adverse weather conditions by providing fruit quality protection. Additionally, the new area will enable inspections time to be reduced. In this area, operations will be secured not only through 24/7 active camera system but also with security personnel. In order to see customer reactions and evaluate service performance in this New inspection area, a customer satisfaction survey was applied to customers. Results showed that 95% of attendants are content with security, equipment and facility

availability and antinarcotics inspection. Customers’ general comments were also gathered in order to be evaluated for any possible improvement in the future. The project is expected to enhance operations speed and service quality for anti-drug inspections. Yilport aims to come up with new projects to maintain ongoing development process in Puerto Bolivar.

MAINTENANCE AND REPAIR AREA IS EXPANDED - MAY 2017

As a part of projects have planned to be realized, currently assigned area for maintenance and repair service inside the terminal is expanded in YILPORT Puerto Bolívar. While 29000 m2 are was assigned to this service previously, now the terminal has an area of 56000 m2 for maintenance and repair by nearly doubling the size. Operations started as of 18th May. In this new area weekly container capacity to be operated was also doubled from 150 to 300. In addition to capacity growth, the operation time is also planned to be reduced with this project. Security, one of the priorities, is also guaranteed in this new area through related personnel and 7/24 active security cameras. Additionally, thanks to COARRI and EDI connections, real-time movements are reported to customers for a secure and proper communication.



DREDGING WORKS PHASE 1 STARTS TO TURN YILPORT PUERTO BOLIVAR INTO THE THE FIRST DEEPSEA TERMINAL OF ECUADOR - MARCH 2018

As a part of general investment plans, YILPORT Puerto Bolívar started to dredging works with the aim of reaching to -14.5 m on Berth #5 and turning YILPORT Puerto Bolívar into the 'The First and Only Deepsea Terminal of Ecuador'. After having dredged a total amount of 7 268.526,00 cubic meters, during the First Step of Dredging, executed from 29 March to 31 May 2018, Puerto Bolívar has reached an operational depth capable of generating an important change in the nature of the maritime and land transportation logistic scheme for cargo handling in southern Ecuador.

During more than two months of dredging works, a highly technical,

professional and environmental friendly dredging work was performed. After the First Phase (Stage 1) of Dredging works, we have deepened; Berth # 3, # 4 to -12.50 m (MLWS), Access Channel to -13.80 m (MLWS), Turning Basin to -13.80 m (MLWS), Berth #5 to -14.50 m * (MLWS).

In the second stage of Phase 1 which started on 10 April 2019 and will be completed until 31 May 2019. Once The First Phase of Dredging works are completed; YILPORT Puerto Bolívar will reach to: Access Channel: -15 m (MLWS), Turning Basin: -15 m (MLWS), Berth #5: -14.50 (MLWS) (+0.50 m tolerance).



A HUGE STEP IN EQUIPMENT INVESTMENT: YILPORT PUERTO BOLÍVAR ORDERS 6 NEW STS AND 18 E-RTG CRANES - OCTOBER 2018

As part of its modernization and expansion project, YILPORT Puerto Bolívar has ordered 6 ship-to-shore (STS) cranes and 18 electrified rubber-tired gantry (E-RTG) cranes from Mitsui E&S Machinery Co. to boost capabilities of the terminal and meet customer expectations by YILPORT Holding's global standards. The cranes will be delivered in three shipments to support increasing volumes and modernization plans of YILPORT Puerto Bolívar.

In the first phase, 2 STS cranes and 6 RTG cranes are expected to be delivered in the last quarter of 2019. The second and third deliveries to include 4 STS and 12 RTG cranes will be shipped in the first half of 2020. The first 2 STS cranes will have 62 meters 22 rows out-reach capacity, designed to serve 14,000 TEU vessels. Remaining 4 STS cranes will have 67 meters 24 rows out-reach capacity, which will allow them to serve the largest containerships up to 20,000 TEUs.

E-RTG cranes will be 1 over 6 high and 7+1 wide to handle the yard operations. All 18 E-RTG cranes will be fitted state-of-the-art technologies and equipment. "YILPORT Holding aims to create world-class, multipurpose facilities on an international scale. When we acquired YILPORT Puerto Bolívar, we committed to bringing state-of-the-art technology, infrastructure, and equipment to Ecuador.

Development is a never-ending job for us, so we are more than happy to empower our terminal with the world's most advanced crane equipment from Mitsui. I believe YILPORT Puerto Bolívar will continue delivering superior performance after the completion of new STS and E-RTG crane

investments." Mr.Robert Yuksel YILDIRIM, the Chairman of YILPORT Holding



YILPORT PUERTO BOLIVAR ORGANIZED A SMALL EVENT TO CELEBRATE ITS 2ND ANNIVERSARY

To celebrate YILPORT Puerto Bolívar's 2nd Anniversary, a small event was organized on 8 March 2019 in Hotel Oro Verde, Machala. The event in which all YILPORT Puerto Bolívar departments were present started with the speech given by The Terminal General Manager Alfredo Jurado. After briefly having mentioned the developments realized since YILPORT's take over, he expressed his thanks to all colleagues who worked hard during these two years and gave his warm wishes for upcoming successes to be accomplished as a big team.



YILPORT Puerto Bolivar Welcomed the Biggest Reefer Vessel Arriving to Ecuador



YILPORT Puerto Bolivar continues its 'Firsts' in parallel with ongoing modernization developments in the terminal. This time, the port received in 27 March 2019 the biggest reefer vessel arriving to Ecuador, Cool Explorer, belonging to Baltic Shipping.

A small event was organized by YILPORT Puerto Bolivar to welcome Cool Explorer

with the participation of APPB (Autoridad Portuaria de Puerto Bolivar), Baltic Shipping, authorities, shipping agencies and press. 189.90 m long Cool Explorer, capable of carrying 900k boxes on the same vessel, was operated in Berth 4 and sailed to transport 350.000 boxes of Ecuadorian bananas in addition to reefer containers for its final destination, Saint Petersburg, Russia. After

the event, Roberto Córdova (General Manager of APPB), Nikolay Pavlyuchenko (General Manager of Baltic Reefers Ecuador) and Alfredo Jurado (General Manager of YILPORT Puerto Bolivar) also answered questions from press regarding Cool Explorer's call at YILPORT Puerto Bolivar.



YILPORT Puerto Bolivar Resumes Dredging Works to Finish First Phase of Dredging Project

After the initial step of Dredging Project First Phase, which was completed in 31 May 2018, in the Second Step of Phase 1 of Dredging works started in the beginning of April 2019. After having finished this second step, Phase 1 of overall Dredging Projects will have been completed before 31 May 2019. After the first step YILPORT Puerto Bolivar reached these below drafts;

- Berth # 3, # 4 -12.50 m (MLWS)
- Access Channel -13.80 m (MLWS)
- Turning Basin -13.80 m (MLWS)
- Berth #5 -14.50 m * (MLWS)

THE FIRST & ONLY DEEPSEA TERMINAL OF ECUADOR

Once the First Step of Dredging works are completed; YILPORT Puerto Bolivar will deepen;

Access Channel to -15 m (MLWS)
Turning Basin to -15 m (MLWS)

2 More State-of-The-Art Mobile Harbor Cranes Arrive at YILPORT Puerto Bolivar

In addition to existing MHCs in the terminal, YILPORT Puerto Bolivar is waiting for the delivery of its 2 new Gottwald HMK 8410 of 58 m outreach that can be used alongside ships up to super-post-Panamax and Capesize Bulker.

In May 2017, 2 state-of-the-art mobile harbor cranes (MHC) with an outreach of up to 52 metres had arrived at YILPORT Puerto Bolivar. With these two additional MHCs, YILPORT Puerto Bolivar aims to increase effectivity on vessel operations to meet the needs of increasing volume of the terminal.



YILPORT Holding Paid A Visit to Mitsui

YILPORT Holding CTO Mr. Yoshiaki SUEMATSU and Procurement Director Mr. Tugrul YAYIM visited Mitsui Oita plant to have Design Review, Quality Control and Status Update meetings for STS and E-RTG cranes ordered for YILPORT Puerto Bolivar.

After kick-off meeting on 9-14 December 2018 held at Oita plant, required actions of Kick Off meeting were reviewed, and ongoing production processes were gone through with Mitsui Oita plant

members. After having analyzed MES manufacturing and painting scheme for Puerto Bolivar, STS, E-RTG R&D studies were observed at test bench and at site. Local plant experts accompanied to Mr.SUEMATSU and Mr. YAYIM in site-tour to let YILPORT team know more about ongoing manufacturing processes. After Oita visit, other meetings held in MTS, Okayama concerning with YILPORT Puerto Bolivar After servicing operation organization.

YILPORT Puerto Bolivar Eyes Northern Peruvian Cargo

After the first cooperation with Northern Peruvian cargo realized in the last quarter of 2018, YILPORT Puerto Bolivar started 2019 with new products arriving from the neighboring country. In the first months of 2019, YILPORT Puerto Bolivar started to transport Peruvian organic banana following Peruvian mangoes and cacaos being exported through the terminal. In line with the commercial strategy and overall effort of the

terminal, other products from northern Peru such as grapes, avocados and shrimp are also expected to be exported to the world through YILPORT Puerto Bolivar. For now, it is estimated that this year approximately 1,000 refrigerated Peruvian containers will cross the border to be exported through YILPORT Puerto Bolivar.



IT Infrastructure Works for Navis Implementation Project Started in YILPORT Puerto Bolivar

Before N4 terminal operating system (TOS), infrastructure works started in YILPORT Puerto Bolivar to make the terminal completely ready before Navis Implementation.

YILPORT Holding HQ Infrastructure Team represented by Sener GERCEKER and Murat PARLAK completed installation and activation of system room within

the scope of the Navis implementation project. All existing systems were transferred to YILPORT's standard network and servers. The process will continue with the preparation of physical cabling and network boxes in the terminal area after the construction of the cable route which will be prepared in order to provide redundancy in the operational field.

Alfredo Jurado Gave A Speech in The First Ecuadorian-Italian Chamber Partnering Meeting



On Tuesday, January 29, 2019, the First Partnering Meeting of the Ecuadorian-Italian Binational Chamber of Commerce (CBEI) was gathered in Machala. The important event whose focus was "Trade, Logistics and Environment" brought local authorities and Ecuadorian businesspeople together. The General Manager of YILPORT Puerto Bolivar Mr. Alfredo JURADO also participated in the event and made a speech giving information

about main advances in the expansion and modernization of YILPORT Puerto Bolivar along with other projects to help regional development. Among multiple topics discussed in the event, one of the most important ones was how YILPORT would participate in large-scale mining projects in a dust & pollution-free environment-friendly way. Mr. JURADO stated that YILPORT is willing to invest in cutting-edge technology to

receive this type of cargo without giving any damage to nature and gave further info on planned projects. Experts in environmental issues, trade, development, mining and other sectors also made presentations in which they explained some important topics as the management of the companies, regulatory processes, the analysis and application of the law.



Students Continue To Visit Yilport Puerto Bolivar

67 students of Foreign Trade, Integration and Customs Engineering of UTE University from Santo Domingo visited YILPORT Puerto Bolivar to get to know more about the terminal and port operations. There were also visits of two separate marine guard student groups from Rafael Moran Naval Superior School. In the visits realized in 1st and 5th March, totally 40 students visited the port.

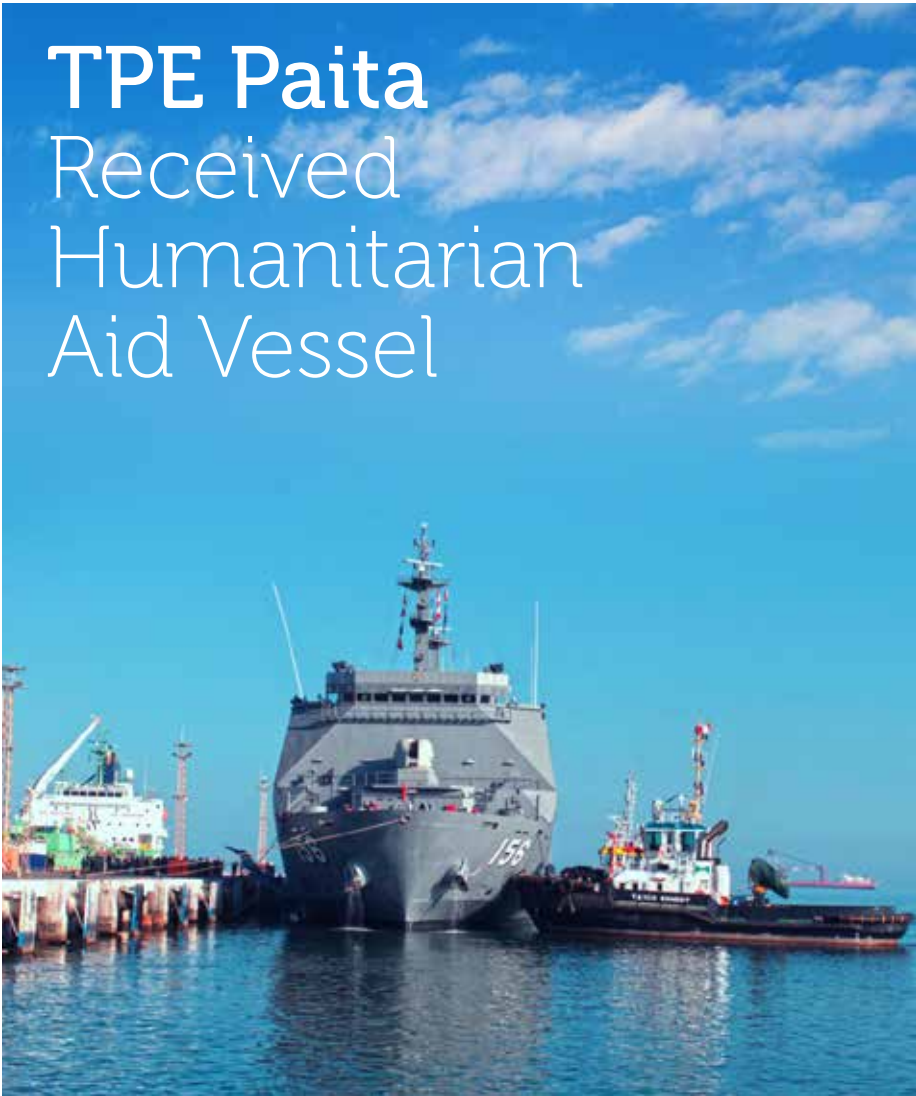


From right to left :Martin BARDI (VP X-Vela - Navis), Alberto ROBINSON (COO DPW Santos-Brazil), Ezequiel Bracco (Sales Manager Automation Division Kalmar LATAM), Eduardo CERDEIRA (Operations Manager - TPE)

TPE took part in the most important logistics event in the region, Intermodal South America 2019 held in 19-21 March in Sao Paulo, Brazil, with the participation of Operations Manager of Terminales Portuarios Euroandinos Eduardo Cerdeira. In this international exhibition for logistics, transport, cargo, and international trade, Cerdeira representing TPE had the chance of meeting with

professionals from international transport and representatives of business partners with the aim of getting more about ongoing trends in the sector and to see cooperation opportunities in Latin America Region. Eduardo Cerdeira evaluated the event; "It was an honor to be present at the Intermodal South America in São Paulo, especially in 2019, since they were celebrating 25 years as the largest logistics event

TPE Paita is in Intermodal South America Sao Paulo 2019



in Latin America. I had the chance to meet and exchange valuable perspectives with current and former colleagues, on this occasion, as part of YILPORT Holding Inc. and have beneficial conversations over the sector and ongoing market trends."

TPE received BAP Pisco, a vessel belonging to the Peruvian Navy, which arrived the terminal on 27 February to bring nearly 800 tons humanitarian aid for the zones of Piura Region affected by heavy rain. Not only health personnel but also shelter equipment, machines and medicines arrived to the region in order to give necessary help for the population affected by adverse weather conditions.

The humanitarian aid brought by BAP Pisco is transported by trucks belong to Peruvian Army to different zones of Piura. Discharge operations of the vessel, which brought logistics equipments like trucks in addition to medical ones, took two days.

TPE Gets Ready to Welcome Bigger Vessels with Its 360 M Long Berth and -14 M Draft Along with Other Development Projects

As a part of planned modernization projects, Terminales Portuarios Euroandinos makes a rapid start to 2019 with its various developments by investing 25 Million USD. In order to enhance productivity and to meet increasing reefer volume, TPE will realize below projects;

Dredging of Entrance Channel, Maneuvering Dock and Berth to -14m

Dredging works comprising 800.000 m3 dredging volume will start in 2019 and be completed in the 1st Quarter of 2020. After the project TPE will have deepened its current -13 m draft to reach -14 m draft in entrance channel, maneuvering dock and container berth. The dredging works are planned to help TPE to increase volume to be operated in the terminal and help Paita Region and neighbor markets to develop their businesses.

Expanding the Current Berth to 360m

60 m expansion will be constructed to enlarge current 300 m-long container berth to have 360 m long new berth. Together with its -14 m draft, 360 m berth will allow TPE to handle bigger vessels. A seawall will also be constructed for the future expansion of the container yard. For this construction; dredging, filling, castling and paving activities will be realized.

Reefer Yard Expansion Project

New Reefer Management Solutions Ensure Product Quality

This project is the second phase of "Reefer Yard Expansion Project – Stage 1" and the aim is to have a second Reefer rack in the terminal. Our aim in the project is to minimize possible risks for perishable goods and provide automated plug processes for reefer containers. Works to be executed are;

> Reefer Remote Control System Implementation: The whole reefer container process will be remotely controlled for a secure and automated plug in process. Thanks to re-trip inspection, alarm management and escalation, automated checking modules; reduced risk of perished goods and insurance claims are aimed.

> Construction of 2 electrical substations (civil works and electrical equipment)

> Construction of power pipe lines (electric duct) in yard

> Construction of 12 reefers platforms: 800 plugs (5-storey)



Bruno VALE
TPE Paita General Manager

Terminal Entrance Modifications

This project aims to widen the entrance and exit of yard 3 and automation of 3 lanes of gate in. This will allow optimized operations for trucks entrances from pre-parking area to weighbridge. Terminal entrance modifications are based on renewing the old entry/exit systems and replacing them with modern solutions to minimize the possible traffic inside the terminal and increase operational effectivity. Works to be executed in the scope of this project are;

- Entry modification of Yard
- Exit modification of Yard
- Relocation of security checkpoint
- Installation of 3 gates in addition to the existing 3 lanes.

In addition to these investments,

TPE will also purchase 3 new lift trucks; an electrical one for stuffing and stripping of reefer containers, one gas lift truck for general cargo and dry containers and one of 16 tons for general cargo and project cargo.

"Our developments will also bring diverse opportunities for exporters in the region by connecting them with new markets"

Bruno Vale

TPE General Manager Bruno Vale commented on ongoing development projects: "Thanks to our investments to be realized this year, Paita will handle more cargo on larger vessels and continue

its growth as one of the leading ports of the region. In addition to modernization of the terminal, our developments will also bring diverse opportunities for exporters in the region by connecting them with new markets. Considering sector trends and regional needs, we decided to invest on plugs and a reefer monitoring system. These investments will not only increase our reefer container capacity but also enable us to provide real time information to customers for the condition of their reefer cargo.

We will also increase the capacity in our main gate increasing the number of entering lanes to 6. These lanes to be equipped with a biometric system for truck drivers and a pre-inspection area will work with an appointment system to speed up ongoing gate process and improve our overall service level."

GUATEMALA

The Land of Eternal Spring

Guatemala known as the land of eternal spring and heart of the Mayan culture is located in Central América. It has a privileged geographical location south of México and bordered by El Salvador, Honduras, and Belize. It has a Pacific coastline to the southwest and a small Caribbean coastline to the east where the main ports are located becoming an attractive destination for cruise lines. The Pacific coast is also recognized as one of the best places for sailfish fishing in the world.

Guatemala is a country of extraordinary cultural and natural richness, combining its past and present. The country houses the largest number of Mayan archeological sites which are surrounded by exotic tropical forests and impressive fauna. In addition, Guatemala offers a cosmopolitan fast-paced city with modern facilities. The country with a population of 17.5 million people is divided into 22 areas called departments which in turn is divided into 340 municipalities, each with its own local government. Spanish is the official language but there are also 21 Mayan languages that are spoken in different areas of the country.

This fast-growing country has become a hub for Central America due to its competitive advantages such as geographical position, rich natural resources, qualified workforce, and increasing technological avidity. Its main exports are coffee, sugar, bananas, cardamom, apparel products, flowers, fruits, and vegetables. Due to its annual growth of

3.4%, Guatemala has become an attractive country for multinationals to invest.



Operations are in Safe Hands with OLG

Puerto Quetzal located 102 km. from Guatemala City and is the largest port located on the Pacific coastline serving the ships that bring different types of cargo, such as containerized, bulk, automobiles, grains, etc.

As of December 12, 2018, Operadora Logística Guatemala started crane operations in Puerto Quetzal. The administrative offices are located in Guatemala City while all operations are performed inside the port terminal with two mobile harbor cranes that can service large vessels of up to 19 rows. Two more harbor cranes will start operating in September, giving a competitive advantage to Puerto Quetzal.



Brenda Ramos

Ms. Brenda Ramos born in 1995 and mother to a five-year-old boy, joined OLG as our only female coworker and checker at the terminal. As part of her role, she is in charge of inspecting incoming loads and guiding the crane operator as the containers are placed on the trucks.

"I had always dreamed of working at the port and OLG gave me the opportunity to have a formal and stable job, where I can continue with my university studies."

Lizbeth Rios

Ms. Lizbeth Rios with her logistics background joined OLG as Office Administrator overseeing all the administrative issues that arise on a daily basis, such as purchases, imports, record keeping, payments, and logistics.

"I am proud to be part of the new fast-growing company full of opportunities and challenges. Being part of OLG will enforce my knowledge in the port industry and will help me grow professionally."



Hector Alvarado

Mr. Hector Alvarado with his expertise in finance joined OLG as the Finance and Administrative Services Manager in charge of the subsidiary. He oversees the administrative and operational aspects of OLG to ensure that the company's goals and objectives are met.

Alan Hernandez

Mr. Hernandez joined OLG as Maintenance Chief and with his expertise in mechanical engineering, he is in charge of having the cranes running smoothly and reliably. His work involves planning and undertaking scheduled maintenance and supervising the technical staff.



Door to Door Logistic Services



International Logistics and Trade Conference Hosted ETI Logistics Turkey Operation Manager Onur KUCUKAKDERE

IX. International Logistics and Trade Conference organized by Maltepe University brought together students, academicians, bureaucrats, civil society corporations and sector representatives.

On behalf of ETI Logistics, Turkey Operations Manager Mr. Onur KUCUKAKDERE attended the conference. On the conference where Deputy Commerce Minister Mr. Tuna TURAGAY made the opening speech; as Vice-President of the Association Mr. KUCUKAKDERE made a presentation about "The Latest Situation in the Railway Sector".

In his speech, he gave information about the latest investments on infrastructure, electrification, signaling, OIZ and port connections made to the railway sector in the last period, and explained the current situation and difficulties experienced after the liberalization of railways. He emphasized that the expected effect of the liberalization of the railroads remained below the expectations, and that the amount and variety of the freight transported by the railways did not increase at the desired level and therefore measures should be taken. He also emphasized the role of Turkey after the opening of the Baku-Tbilisi-Kars rail line, the advantages of this role will be created in Turkey and the



YILPORT Holding & Taranto Port Executives Visited Transitex's Booth at Fruit Logistica



FRUIT LOGISTICA 2019 brought together almost 3,000 exhibiting companies and around 70,000 visitors in three days fully dedicated to the perishable food market. Transitex Company attended the event as an exhibitor at Hall 5.2 booth D07. YILPORT Holding CMO Erhan CILOGLU and Enes GENCAL from Sales & Marketing Team also visited the booth.

This year's event flourished with the participation of Taranto & Ionian Sea Port Authority. YILPORT Holding CMO Erhan CILOGLU and Taranto Port Authority Ionian Sea Port Authority President Sergio PRETE together visit the potential customers at Fruit Logistica Berlin 2019.

YILPORT & Transitex Attended SISAB Portugal

Transitex participated in SISAB PORTUGAL trade show as an exhibitor and was also the official logistics operator for the event.

SISAB PORTUGAL is considered the biggest business platform of the agri-food sector in Portugal. It is an event where national companies meet with the most important importers of the agri-food industry of the five continents. It has unique characteristics, being the market leader in the export support of the companies in the event, making annually thousands of new business deals possible worldwide.



Transitex Won Best "Services Company" Prize from Extremadura Exporta Awards, in Spain

This event was created and is organized by Extremadura Avante and other Spanish public and private economic entities. Extremadura Avante is an organization that aims to support entrepreneurs and other economic agents that contribute to the economic and social development of Extremadura, as well as to develop a business policy for the economic growth of this province.

recognized by Extremadura Exporta is a confirmation that we are following the right path and that we are accomplishing the vision we created for ourselves." To be a differentiated company whose target is to promote the sustainable growth of export levels and sustain the increasing internationalization of our customers by building stable and long-lasting partnerships based on common goals."

The "Services Company" award distinguishes the "Extremadura company that stands out for its activity in other markets, transferring experience and knowledge."

Transitex team is very proud to receive such an important prize. It is well known that the start of our business was in Extremadura and that in this region fresh products exporters count on Transitex to make their production reach the four corners of the globe. To be



Training and Development Journey at YILPORT Holding

One of the most important ways to contribute to the sustainable growth of companies is to create a learning organization culture in today's world where technology, digitalization, and speed prevail.

The main purpose of our Training & Development Journey is to ensure that each individual in our organization has both learner and teaching role so that we have a sustainable learning culture.

During 2019, our priority is to increase personal awareness of our managers and employees and to develop their basic competencies and managerial skills.

Within this framework, our agenda has "Emotional Intelligence Based Relationship Management", "Performance Management and Giving Feedback", "Accountability" and "Conflict Management" training.

Introducing 2019 Training and Development Journey to Our Executives

We came together with our CEO and n-1 executives in a half-day meeting to share 2019 Training and Development Journey. We have started our meeting with an information session about "Generational Differences". After that, we made a brainstorming session about our company profile and the needs of the new generations. In the end, we have focused on the yearly Training and Development Plans.

Within the scope of developing management skills, our Performance Management and Giving Feedback training was completed with the participation of all our managers.

Our participants have experienced crucial topics like effective performance management, methods of revealing potential, golden tips of feedback giving and development plan preparation by taking part in role-playing exercises.

In today's business world where competition become more difficult, the importance of effective communication with customers is increasing day by day. Our "Unique Customer Experience" program designed for the development of our trade team includes 3 main development steps consisting of training, workshop and one to one coaching interviews. We have successfully completed the first program focusing on changing customer expectations and communication ways, tools and methods.

During December - April, we reached 528 participants with a total of 35 groups in our trainings at Yildirim Tower Head Quarters at Maslak, Istanbul and YILPORT Gempport at Gemlik, Turkey locations. We will continue our fast pace of the first quarter of the year with "Conflict Management" and "Self-Responsibility" trainings in the last quarter.



Teamwork

GOAL Leadership

JOIN US



Business Team

YILPORT HOLDING INC.

YILPORT Women Celebrated World Women’s Day

World Women’s Day (March 8th) is a global day celebrating the social, economic, cultural and political achievements of women all around the world. The day also marks a call to action for accelerating gender parity.

YILPORT Holding’s women employees from all regions were presented gifts to support women and to increase awareness about the gender parity in their countries. Textile bags designed by woman fashion designers of Mor Çatı Women’s Shelter Foundation in Turkey, Keychains from “Ajuda de Mãe” in Portugal and keychains from Centro Ecologico de Puerto Bolivar in Ecuador were given to our women colleagues.

As each Solidarity Association has a different mission over women, they mainly aim to prevent, lead and enlighten women against *physical, economic, sexual and verbal violence, and support every mother and family on childcare

and their participation in social life. These organizations have crucial importance on societies to overcome any doubts and difficulties that can lead to situations of risk and exclusion.

We would like to thank all our women employees for their contributions to our company, our society, and our families, also we share our best wishes with them for World Working Women’s Day. The World is Beautiful with You!



YILPORT Holding Continues to Meet with Students!

YILPORT Holding aims to connect with young talents and raise awareness on career opportunities and sectoral competencies with the career days. In this context, YILPORT Gebze Human Resources team attended the Career Days organized by Okan University in the mission with the nearest university to business between March 20 and March 21, 2019.

workforce profile, and recruitment efforts that are in line with Yilport Holding goals. Applications of students who want to be part of our company were received at the fair that offers opportunity to reach high potential professional candidates.

YILPORT signed O’COOP cooperative Learning - Workplace Training program agreement with Okan University, we provide long-term internship opportunities for students have been awarded the Certificate of Appreciation by the Career Center.

Our HR team informed the students and newly graduates about our operations at different terminals, sectoral developments, opportunities, required

A Great Campaign on Increasing the Safety Awareness

YILPORT had a fruitful and lifesaving quarter on increasing safety awareness.

The campaign kicked off by HSE, HR and Marketing Communications, aims to increase Safety in all means of operational processes.

Buckle Up for Safe Driving!

The usage of seat belt greatly reduces injuries to accidents and a large majority accepts that the use of safety belts in the car's front seats poses a great risk.

The first phase of the campaign, "Safety Belt Saves Lives", YILPORT Gebze Team has ignited the light of the Safe Driving Safety Awareness project. As a pilot project, all ETI Logistics vehicles and company fleet cars are equipped with safety belt adjuster, car scents, signboards, project themed sweatshirts with the slogan.

Eti Logistics and Company Cars were given a safety belt adjuster and car scent with a slogan on it within the scope of the project.

"Health, Safety and Environment" Handbook

Health Safety and Environment Handbook which is a guide about safe operations and protection of the environment prepared under the leadership of GM Berkan OZKAN and HSE dpt. employees.

We aim to increase awareness, create a sustainable environment and a safe work environment for port employees, contractors and visitors in our port. We will reach this goal together with all our stakeholders.

Visitor Badges for Utmost Safety Precautions

YILPORT Gebze Terminal has been introduced to the Visitor Badge which will be given to the visitors Gebze Terminal. The Visitor Badge is being required to wear in such a way that is clearly visible, which includes the port area layout plan, things to do in the event of an emergency and the meaning of health safety signs.

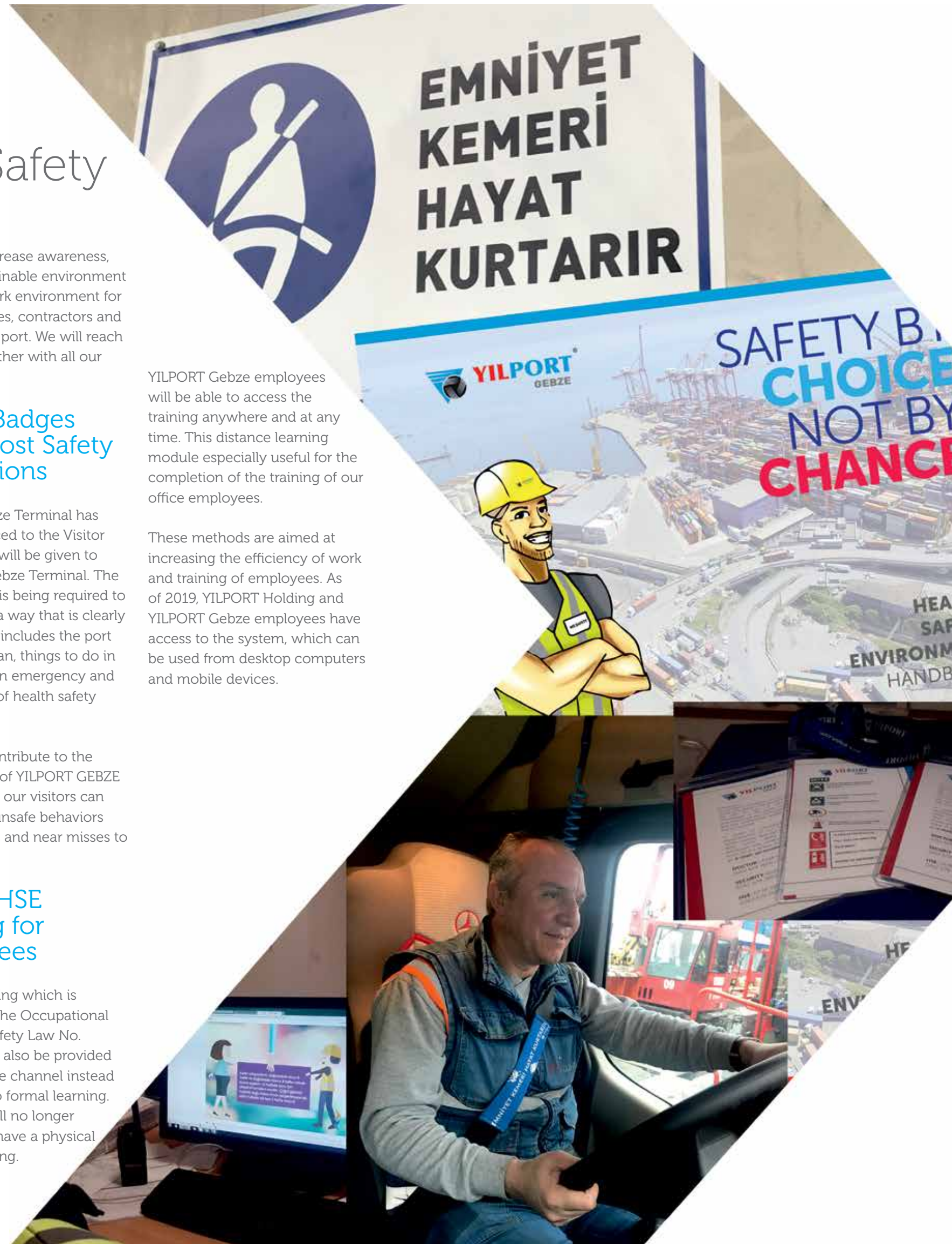
In order to contribute to the development of YILPORT GEBZE safety culture, our visitors can notify about unsafe behaviors and situations and near misses to HSE team.

Online HSE Training for Employees

The HSE training which is obligatory in the Occupational Health and Safety Law No. 6331 can now also be provided through online channel instead additionally to formal learning. Employees will no longer necessary to have a physical class for training.

YILPORT Gebze employees will be able to access the training anywhere and at any time. This distance learning module especially useful for the completion of the training of our office employees.

These methods are aimed at increasing the efficiency of work and training of employees. As of 2019, YILPORT Holding and YILPORT Gebze employees have access to the system, which can be used from desktop computers and mobile devices.



YILPORT LEIXÕES

THE BEST CONTAINER TERMINAL OPERATOR IN PORTUGAL



WHY YILPORT PUERTO BOLIVAR ?

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

- Unique Location in the Region
- Large Hinterland
- Closeness to Cuenca
- Easy Channel Access
- Proximity to Banana Farms

- Under-shed Area for Banana Inspections
- Cost-effective and Efficient Reefer M&R Solutions

- The Lowest Channel Due
- Ready to handle vessels up to 14,000 TEU

	LATITUDE & LONGITUDE 3° 15' 55" S 80° 00' 02" W		LENGTH OF QUAY 910 M		TERMINAL AREA TOTAL 450.000 M²		DRAFT 14 M
	CONTAINER 450,000 TEU		EQUIPMENT MHC: 2 ECH: 5 RS: 1				

GLOBAL
PORTFOLIO

TURKEY: GEBZE | DILOVASI- SOLVENTAS | GEMLIK- YILFERT | GEMLIK- GEMPORT | YARIMCA-ROTAPORT
MALTA: MALTA FREEPORT | **SWEDEN:** GÄVLE | STOCKHOLM NORD **NORWAY:** OSLO
SPAIN: FERROL | HUELVA **PERU:** PAITA **ECUADOR:** PUERTO BOLÍVAR **GUATEMALA:** QUETZAL
PORTUGAL: LISCONT | FIGUERA DA FOZ | LEIXÕES | SOCARPOR | SADOPT | TERSADO | SOTAGUS



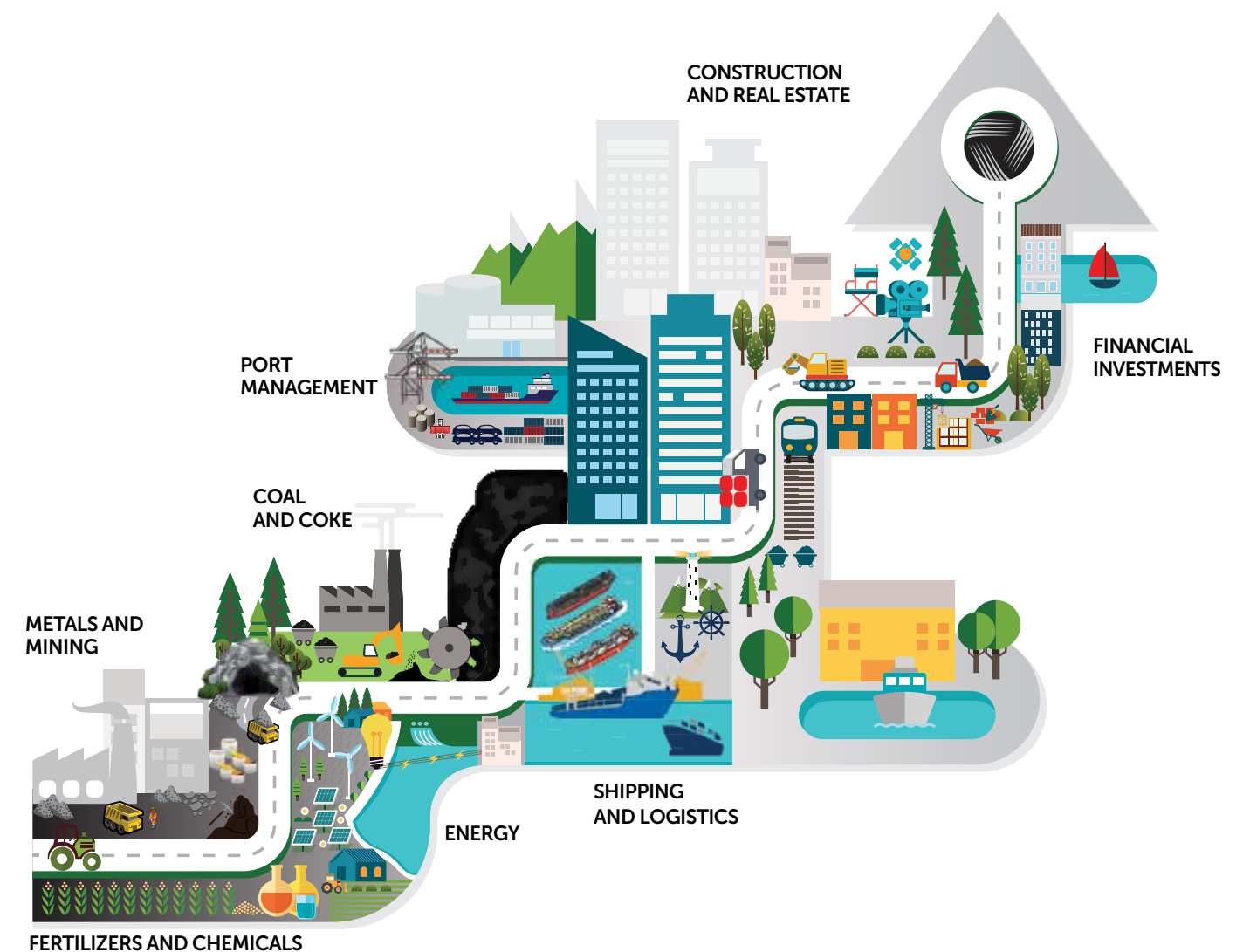
WORLD'S MOST ENVIRONMENTAL TERMINAL

The quietest STS Cranes



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 Transitex, global logistics and forwarding companies are part of YILPORT portfolio.

YILDIRIM Group



YILPORT Holding

