VILPORT HOLDING INC. QUARTERLY CORPORATE MAGAZINE 2017 - Q3

Development Era Has Begun at Iberia Terminals

TOP TALK INTERVIEW SERIES RAFAEL SAPIÑA GARCÍA



1963 - 🔿

Home Terminal Gebze is Expanding

INFINITY- ISPS Form Now Available on in Y Android and IOS...

Positive Vibes in YILPORT Oslo

OUR GREAT LOSS

YILDIRIM Group of Companies Executive Vice President, Mr. Mehmet YILDIRIM, has passed away.

We are in deep sorrow.

Our thoughts and prayers are with the deceased, The YILDIRIM Family, and his loved ones.



Connection Magazine HIGHLIGHTS | Q3 - 2017

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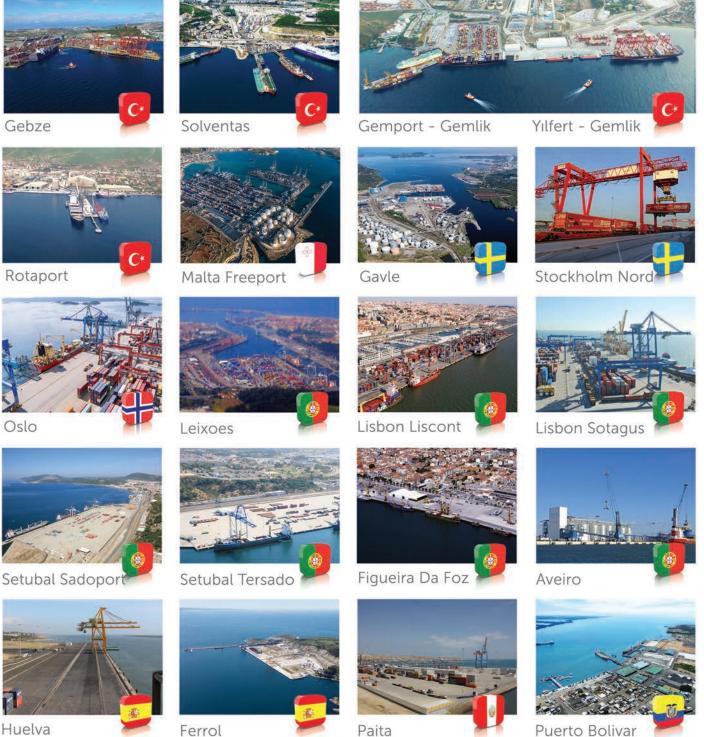
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YILPORT'S GLOBAL PORTFOLIO



Huelva

YILPORT Holding CEO Christian BLAUERT framed 2018 Outlook with the Participation of Top Executives from Various Regions



YILPORT Holding Executives and colleagues from several functions, such as operations, Sales & Marketing, technology and management team from Scandinavia, Iberia, Latin America and Turkey terminals came together at Istanbul, Turkey for the annual meeting.

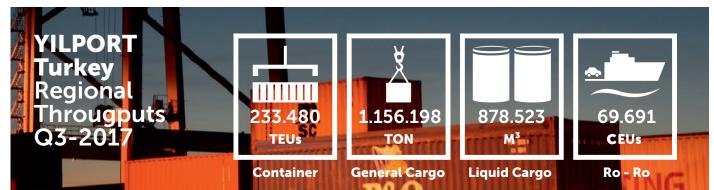
During the meetings, executives from different terminals in YILPORT's portfolio shared 2017 annual reviews, their 2018 expectations and set up plans.

freight rates, consolidations of liners, increase in vessel sizes and changing outlook were also on the agenda during the meetings. Executives shared their feedback and exchanged ideas to frame the 2018 outlook.

The impacts of global trends on the port industry were discussed along with developments in regions and new investments plans. Several crucial issues for port industry such as container trade,









The expansion of Gebze terminal was in YILPORT's agenda for some time. YILPORT Gebze will have additional 10,000 square meters of area built by regulations and in accordance with the terminal development project after demolition and construction works.

The expansion of Gebze terminal was in YILPORT's agenda for some time. YILPORT Gebze will have additional 10,000 square meters of area built by regulations and in accordance with the terminal development project after demolition and construction works. The new area will be equipped with RTG blocks for container operations, expected to be completed by the second quarter of 2018. Another expansion is planned to be finished by the end of March 2018. It will be completed in two phases according to the plan. Additional .00 TEUs will be ready by the end of December in 2017. The last planned phase will be finished by the end of March 2018 and provide 720 TEUs. With this latest expansion, the total area of the new yard will reach up to 34,000 square meters.



Connection Magazine | **TURKEY** | **YILPORT GEBZE**

YILPORT Holding Appoints Uygun DEGIRMENCI as Turkey Region General Manager



Mr. Uygun DEGIRMENCI joined YILPORT Holding management team as Turkey Region General Manager. He is responsible from all terminals and subsidiaries in Turkey.

Born in 1971 in Kirklareli, Uygun DEGIRMENCI is married and has two children. He received his bachelor's degree in Business Administration from Anadolu University, and master's degree on Logistics Management from Okan University.

In 1996, he started his career as an Operation Manager at Incolab Turkey and in 1999, he worked as the Operation Supervisor at Armaport. In 2000, he continued his career as Operation Manager, Port Operation Manager and executive board member responsible from Borusan Port respectively. Uygun DEGIRMENCI had been active in many projects such as Black Sea Petroleum Exploration Project (by BP and TPAO) in 1999 and several Borusan projects such as the Borusan Port project, Port Development Project, Phase 1 Investment Project, Navis Implementation Project and Lean Six Sigma Project between 2005 and 2015. He also completed Leadership Development Program, Faculty of Leadership and International Terminal Planning and Management Programs during his career at Borusan.

Breathtaking Privileged Project Cargo Operations at Gebze

YILPORT Gebze continues to offer the best solutions to its customers. Terminal attracts attention with the special equipment and experienced personnel in the yard. Owing to the wide operational diversity range, terminal handles different operations no matter the size or weight.

As one of the valuable business partners, the Cobantur Boltas Company, specialized in international transport and integrated logistics services especially in Europe and Middle East. The company chose YILPORT's privileged services. The 98 tons of project cargo, brought from Antwerp via MV Medemborg was successfully handled at Gebze Terminal. Another comprehensive operation completed with expertise was the 8800 tons of project cargo in irregular size (3.5 m wide and 3.97 m long) that belongs to Revago. The Belgium-based company operates in 50 countries and owns over 200 subsidiaries in sales, distribution and recycling. The cargo was discharged from Amazon vessel on 7 August in a breathtaking operation within just two hours.

The customers emphasized that they are very satisfied with the services and operation, and their cooperation will increase for future operations.







YILPORT Gebze Becomes the Primary Choice for Agricultural Products Trade

YILPORT Gebze maintains its leading terminal position with its wide range of import and export operations. Gebze Terminal, which is just adjacent to Dilovasi customs directorate, now becomes the first choice in agricultural products.

Dilovasi customs directorate is authorized for execution of agricultural products processes per the latest regulations. This will provide extra end-to-end solutions for our business partners especially for the services calling to Europe.

Customers Having Benefit from the Warehousing Services at YILPORT Gebze



Our Home Terminal YILPORT Gebze offers one-stop-shop services to its customers. The terminal becomes the first choice in warehousing services as well as its entire operations.

Gebze consists of bonded and non-bonded warehouses in opened and closed areas. Owing to the business oriented approach, products of valued business partners are secured and safely stored for the next destination that they will go.

There are container freight stations, a liquid terminal, general & bulk cargo terminals at the terminal facilities. Entire operations run smoothly with 24/7 operational excellence. As a crown of this excellence, Gebze broke a non-bounded warehousing record by storing 10,000 tons of products belonging to 5 different companies in September.

Cinar Pipe Company has chosen YILPORT Gebze Terminal



Cinar Pipe Company chose YILPORT Gebze for export operations. The company has established in 1980. Cinar provides ERW pipes ϑ tubes at its 25,000 square meters covered area. The company manufactures pipes for automotive, house appliances, steel construction and furniture industries.

According to the contract, the expected annual volume will be 1.000 TEU. The first operation of 25 containers was handled safely in a short time owing much to the privileged services offered at the Gebze terminal and the cooperation of the expert sales and operation teams.

Cinar Pipe Company General Manager Ali Turan and Bayram Yagmuroglu seized the opportunity to observe the operational processes on site. After the completion of their operation, company executives left the home terminal by expressing their gratitude. Connection Magazine | TURKEY | YILPORT GEMPORT

Synchronized Operations at Gemport Multipurpose Terminal

6 Different Types of Operations and 8 Vessels Just in One Day

YILPORT Gemport peaked at operational performance. On 24 June, terminal performed 6 different types of operations. One project cargo vessel named MV Pagadder which carried project cargo and windmill parts, MSC's two container vessels Samanta and Cordoba, one liquid cargo and ammonia carrying vessel Marycam Swan, one general cargo and steel coil vessel Bolaman and two bulk cargo wheat and feldspar vessels were handled at Gemport Terminal. In addition, the ro-ro vessel Grande Sicilia was also under operation.

The terminal provides full range of services. It proved its expertise not by just handling different type of cargo, but also performing operations simultaneously. While construction work continues intensely at the terminal, entire operations were completed within the priority of occupational health and safety related matters.

We congratulate Gemport colleagues and our business partners on their great efforts and lifting up YILPORT business performance continuously.



YILPORT Gemport Overtakes Competitors with Safe Lashing Services

Gemport terminal kicked off its brand-new service by its one-stop-shop philosophy. The terminal conducts entire lashing operations now, within the focus of occupational health and safety.

The process was established by considering customer feedbacks. Key performance indicators and operational processes will gain a significant momentum. The official operational transition began on 7 July. The new process has displayed its merits in operations. Marble stuffing of Ozerler Company was completed with a successful operation.



Gemport Increased Market Share of General and Bulk Cargo

Gemport Terminal knows no borders in operational performance. The terminal constantly develops and upgrades itself. The operations are performed smoothly and always focused to reach new records in performance.

Gemport broke its own record in history by serving 30 bulk cargo and general cargo vessels in July, handling 115,654 tons.

The terminal is increasing its market share of bulk cargo and general cargo in the region. This record is amplified by satisfaction of customers, and Gemport's broad spectrum of product handling with successful operations.



Another Comprehensive Operation by Gemport

The Gemport multi-purpose terminal has successfully completed a comprehensive operation. Project cargo loaded from Italy for Tanap project was brought to Gemport terminal.

Harbor cranes were used during cargo discharging operation. 2 units and 766 pieces of products were discharged and stored in the terminal area.

The products which were stored in the terminal area for three weeks were transferred by Navitrans. Products to be delivered to Ata freight firm were sent on their way to Eskisehir.

Expert Team of Kaplanlar Refrigeration Company Visited YILPORT Gemport

The Kaplanlar Refrigeration Company's overseas sales a logistics team visited the Gemport terminal.

In a very productive and pleasant visit, company representatives received detailed information on loading details and port operations from Gemport Sales Specialist Metin Toker and Operations Responsible Onur Aslan.

In addition to the port site visit, company officials also had the opportunity to observe areas where their operations took place.

onnection Magazine | TURKEY | YILPORT SOLVENTAS

Solventas Renewed Coastal Facilities Operation Certificate



YILPORT Solventas has renewed its coastal operation facilities certificate. The certificate is given by Ministry of Transport, Maritime Affairs and Communication on the grounds of compliance with regulations, renewed for five years.

Solventas will continue to conduct loading and discharging operations of bulk carrier vessels and crude oil and product tankers.

We congratulate the Solventas family!

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Solventaş is the one top performing and among most important liquid terminal of Turkey, is now part of **Yilport**'s global portfolio.



What's Next?

By 2025, YILPORT aims to rank among the TOP 10 port operators in the world. With 11 new terminals in the last year,

we're making every move count.

TURKEY 2005 - GEBZE 2012 - ROTAPORT 2012 - GEMPORT

MALTA 2011 - MALTA FREEPORT

SWEDEN

2014 - GAVLE 2014 - STOCKHOLM NORD

NORWAY

2014 - OSLO

PORTUGAL

2016 - LISBOA LISCONT 2016 - LISBOA SOTAGUS 2016 - AVEIRO 2016 - LEIXOES 2016 - FIGUEIRA DA FOZ 2016 - SETUBAL SADOPORT 2016 - SETUBAL TERSADO

SPAIN

2016 - HUELVA 2016 - FERROL

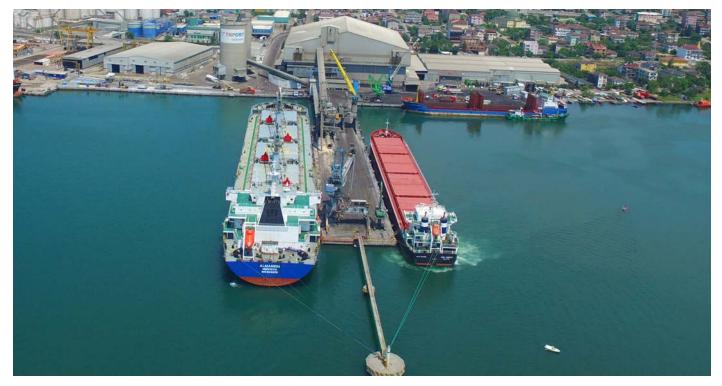
PERU 2016 - PAITA

ECUADOR 2016 - PUERTO BOLIVAR



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Silica Sand Operation at Rotaport

Rotaport accomplished 6,500 tons of silica sand transportation. Products reached their destination safely with the cooperation of Gebze Sales Team, Rotaport Operations and the Eti Logistics which provides local solutions.

Owing to the supervision and control of Eti Logistics's experienced operation team, the products were delivered safely in cooperation with subcontractors in the pool dock called Hardox to Park Cam Company, which is affiliated with Ciner Group companies located in Bozuyuk of Bilecik Province, to produce glass packaging products.

Rotaport terminal is the primary choice for general and bulk cargo operations. 24/7 ongoing operations are traced with state-of-the -art technology with expert team.

With its strategic location, terminal consist opened and closed warehouses which you can conduct entire stuffing, discharging and warehousing operations.





Rotaport Continues to Offer New Solutions YILPORT Turkey's general & bulk cargo leader Rotaport continues to offer solutions to its customers. Wide terminal area and state-of-the-art equipment enables warehousing of different types of products with opened and closed warehouses at the terminal.

Ozersoylar Company is one of the leading companies in petrocoke, petrochemicals and agricultural products and in business since 1950. The products of Ozersoylar are stored in Rotaport terminal. A total of 19,000 tons of products were stored in Marmara Shipyard, terminal area and warehouse safely.

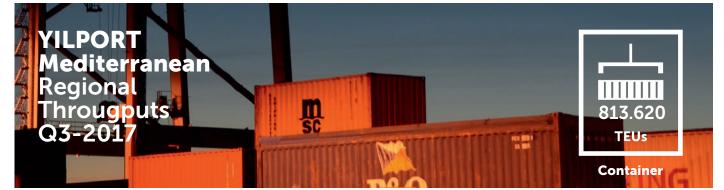
YILPORT MALTA FREEPORT MAJOR TRANSSHIPMENT HUB IN THE MEDITERRANEAN

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

GLOBALLY LINKED WITH OVER 115 PORTS

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Connection Magazine | MEDITERRANEAN | MALTA FREEPORT TERMINALS





Extension of the License to Malta Freeport Terminals

In August the Malta Freeport Corporation (the port authority) granted an extension to the license and lease of Malta Freeport Terminals (MFT) for an additional 30 years as stipulated in the concession agreement following the fulfilment of the original agreement conditions. The original license agreement of 2008 provided for an automatic extension of the license to MFT for an additional 30 years providing that the company fulfilled its investment obligations stipulated in the agreement.

Such obligations stipulated that the capacity of the terminals has to be increased to at least 3 million TEUs. To this effect, MFT not only honored its obligations, but also exceeded the criteria set in the license agreement. The license agreement which was due to expire in 2039 has now been extended by a further 30 years.



Connection Magazine | MEDITERRANEAN | MALTA FREEPORT TERMINALS



Shipping Lines calling at Malta Freeport Terminals

During 2017, Malta Freeport Terminals has continued registering encouraging results. Two shipping alliances are presently calling at the Port in addition to various other carriers. Malta Freeport has managed to rope in the Ocean Alliance (CMA CGM, COSCO Shipping, Evergreen Line, and OOCL), a significant accomplishment for the Freeport attesting to the Freeport's facilities that can accommodate the largest vessels. The 2M Alliance has sustained its calls at the Port since early 2015. Other carriers that are presently calling regularly at the Freeport include Hamburg Sud, Hapag-Lloyd, Seago Line and UASC together with a number of other shipping lines offering feeder services. Malta Freeport presently has 20 mainline services calling on a weekly basis.

During 2017 Malta Freeport Terminal is projecting to handle around 3.2 million TEUs.

Recent services that commenced calling at Malta Freeport Terminals

IndaMed Service

Malta Freeport Terminals has added a new weekly service to its thriving operations which links major ports in India, Pakistan, Eastern Mediterranean and the Arabian Gulf. The service, known as 'IndaMed', is operated by three of the world's largest shipping lines: CMA CGM, APL and COSCO Shipping. The first vessel to service this route was 'CMA CGM Virginia' which has a carry capacity of 5,100 TEUs.

Sirius Service

As from the beginning of October the Sirius Service started calling at the Freeport. The Sirius service strengthened the Freeport's connections in South America. As a result the Freeport now offers clients links to Argentina and Brazil providing connections to the port of Buenos Aires in Argentina and the ports of Itajai, Itapoa, Itaguai, Rio Grande, Salvador and Santos in Brazil.

The first vessel to call on this service was 'CMA CGM Magdalena' which has a carrying capacity of 9,130 TEUs. As a result of all the services presently calling at Malta Freeport Terminals, clients benefit from global links by regular liner services with 127 ports worldwide, 60 of which are in the Mediterranean.





Connection Magazine | MEDITERRANEAN | MALTA FREEPORT TERMINALS



Malta Freeport Terminals receives largest-ever vessel – Munich Maersk

One of the world's largest container vessels and the biggest ever to visit Malta, has called at the Freeport in August 2017 on its maiden voyage. Forming part of an exclusive club of megaships, the Munich Maersk stretches some four football pitches in length (399 m) and spans a breadth of 58.6 m. At full capacity, it can carry 20,568 TEU containers. To service the vessel, Malta Freeport deployed four super-post Panamax Quayside Cranes that were acquired specifically to ensure that the facility can cater for the world's largest megaships.

Malta Freeport Terminals CEO Alex Montebello said: "The container ship industry has been changing dramatically as shipping lines commission bigger and better vessels. The challenge for us has been to have the vision to change with them so we can remain at the forefront of a hugely competitive market.

"The Freeport left no stone unturned to modernize its facilities and equipment to ensure it can handle vessels of such magnitude. It has also increased its workforce, organized intensive training programs for employees and implemented new work practices to raise performance levels and service standards to the highest possible level. "What we are seeing today is the fruit of the huge investment, amounting to some € 250 million that has taken place at Malta Freeport since it was privatized in 2004."

Maltese Investment in Navis N4

The present maritime market conditions and the severe competitive forces within the shipping industry have spurred Malta Freeport Terminals to step up its technological investment by the introduction of the most advanced Terminal Operating System (TOS) Navis N4 which controls the entire logistical operation of each container ship. It also produces an accurate model of each ship to enable operations staff to work with a live image in real time. Navis N4 also maximizes efficiency within the terminal area, where some 45,000 containers can be stored at any one time, automatically calculating where each unit should be located and directing trucks to the nearest one to ensure the loading operation is carried out as quickly as possible.

Malta Freeport Terminals CEO Alex Montebello said: "Around 2,000 to 3,500 containers are typically loaded or unloaded when a mainliner berths, so getting this right and ensuring the vessel leaves as early as possible is absolutely essential for a major terminal like ours. Navis N4 will significantly enhance our

The Munich Maersk, built by Daewoo Shipbuilding and Marine Engineering (DSME) in Korea was delivered to Maersk Line the world's largest container shipping company - in June and belongs to a new breed of high efficiency vessels that can load a significantly higher number of containers as shipping lines seek to replace smaller, less efficient ships.

ability to do this and enable us to introduce the latest technology which fits in with our overall mission to position Malta Freeport Terminals as one of the best in the region."

The N4 system was a fundamental step forward for Malta Freeport Terminals to support the Terminal's business performance as a whole by optimizing the long-term operational efficiency and strengthen the intelligent movement of cargo through the container terminal. This system supports the future growth at the container terminals while it reduces operational overheads and maintains customer-focused services. Evidently, Malta Freeport Terminals is on a constant drive to improve its services and facilities and is seeking to invest in more equipment in the future to further increase capability and efficiency. Connection Magazine | YILDIRIM GROUP OF COMPANIES | CHEMFLEET

Chemflect

Golden Anchor Award to Chemfleet Company 2017

GOLDEN ANCHOR WINNER Tanker Shipping and Management

CHEMPLEET

http://www.chemfleet.org/

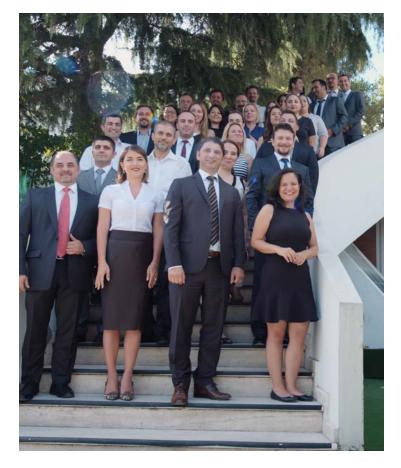


Golden Anchor Award to Chemfleet Company

The world maritime sector came together at the 12th International Golden Anchor Maritime Achievement Awards Ceremony held in Istanbul Ataköy.

The Golden Anchor Maritime Achievement Awards, the only international ceremony in the Turkish maritime industry was held 12th time this year. For the ceremony, 600 mariners from 71 different countries came together.

Chemfleet, a YILDIRIM Group subsidiary, received Tanker Shipping and Management award. The award was received on behalf of Chemfleet by YILDIRIM Group of Companies CEO Robert Yuksel YILDIRIM.



CHEMFLEET, Turkey's first independent chemical tanker operating company was established in 2006. Company made headlines when 51% of its shares were bought by YILDIRIM Group in 2012. As a result of this consolidation, Chemfleet has risen among Turkey's most dynamic and reliable shipping companies in the 10 years it has been operating.

Chemfleet continues its technical and operational tanker operations for the transport of chemical and petroleum products. Company currently operates 28 chemical tankers belonging to 8 different national or international groups and employs over 50 office workers with about 750 seafarers in its vessels.

With ISM, ISO 9001, 14001 and 18001 certifications, Chemfleet provides reliable and efficient services to its customers with high quality, safe and environmental standards. Chemfleet carried 7.7 million tons of oil derivatives and chemical load in 2016.

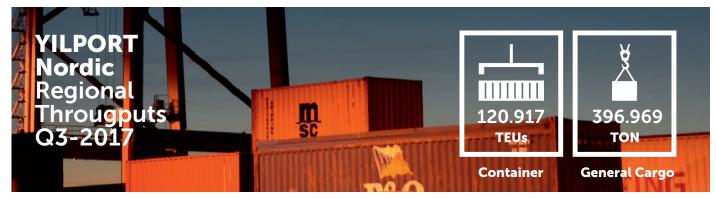
Chemfleet, which has been actively pursuing its development philosophy, continues its operations in the world seas with zero accident, zero environmental pollution and zero harbor arrest.

THE NORTHERN LIGHTS HAVE LED US TO SCANDINAVIA

YILPORT GAVLE | YILPORT STOCKHOLM NORD | YILPORT OSLO

Yilport commits to bring excellence to all ports of call, and merges its global mark with local know-how. As a result, Gavle, Stockholm Nord and Oslo extend their high quality and privilege service to the Scandinavia market.

www.yilport.com



Strong YILPORT Message at The Leading Logistics Conference in Norway



YILPORT Oslo played a significant role at the yearly shipping and transport conference arranged by The Port of Kristiansand in August. With an audience of executives in shipping, technology and logistics YILPORT Nordic Region Manager Eryn DINYOVSZKY stressed the fact that the YILPORT terminals in Norway and Sweden show overall good performance. She also underlined possibilities of continued growth in Scandinavia and in the future also in other Nordic and Baltic countries.

"In Oslo, I've seen and predict growing volumes to continue in a very efficient and productive terminal. Strong and healthy relations with the employees and mainly happy customers have contributed to the results so far. YILPORT Gävle is also in a very intensive period with steadily growing volumes as Swedish industry and export is in an incredible boom cycle. The Gothenburg conflict has of course also attracted shipping companies to use YILPORT Gävle instead", Eryn DINYOVSZKY emphasized in her speech. She also presented the prescription for even better future establishing YILPORT as one of the world's 10 biggest terminal operators by 2025: Acquisitions in the Nordic and the Baltics and improved infrastructure to and from the ports will contribute to YILPORT achieving its goal.

Connection Magazine | SCANDINAVIA | YILPORT GAVLE

New Contract With Billerudkorsnäs

YILPORT Gävle has signed a new three-year agreement with the forestry company BillerudKorsnäs. It means that the Granudden terminal will continue to stock, stuff, and load liquid packaging board production from BillerudKorsnäs' factory in Gävle. The agreed yearly volume is 500,000 tons.

Paper Operations Started at Gävle Terminal

Gävle Terminal started paper handling operations for Stora Enso Skutskär and Fors. The contract value is in the range of 15-20 million USD, and include warehouse management and logistic services to handle 530.000 ton of pulp per year.

Paper comes to port via rail and trucks than send after containerization. First volume of handled operations was 5,000 tons and more is expected to be coming soon.

Stora Enso is a leading global provider of renewable solutions in packaging, biomaterials, wooden constructions and paper. Stora Enso, with some 25 000 employees is one of the largest companies in the Nordic countries.



First direct call from China for YILPORT Oslo



1st of August, the vessel Chipolbrok Star owned by Chinese-Polish Joint Stock Shipping Company arrived directly from Nantong China to Oslo Carrying 325 special swap body containers for the Norwegian postal service. Units are specially designed for use on Norwegian Railway.



In two years, the New expansion area at YILPORT Gävle Container Terminal will be ready to receive its first customers. The expansion will double the capacity of the current container port with Panamax-standard, faster turnaround times for vessels, more available berth capacity, several other substantial improvements and new opportunities for our customers. Placed close to the quayside the new CFS with two load plates means even more efficient handling of export goods. Sweden's National Food Agency will conduct controls of imported food in a modern food laboratory also at the yard. This will expand and streamline terminal's food import, for instance to Stockholm via YILPORT's train shuttle over YILPORT Stockholm Nord.

The project is led by YILPORT veteran Nathaniel Calimon. He has been working for YILPORT since 2008 as a crane operator, crane operator trainer, and has a maintenance background. As project manager for the expansion of YILPORT Gävle, Nathaniel's responsibility is to get all pieces in place on time.

"My task is to strengthen and stabilize the yard, and prepare for two new wide span gantry cranes of same type as YILPORT Gävle already has. Right now, we are working with the design company to develop the terminal's master plan based on YILPORT Holding's roadmaps, which includes a facility for inspection of imported food. My full focus is of course to get everything ready until September 2019, and then welcome the first container ships to the new quay" says Nathaniel Calimon.

Nathaniel Calimon is 39 years old, and comes from Manila in the Philippines where he first came in contact with the port industry, and there he still has a wife and children.

"Well, I live in an apartment here in Gävle and talk to my family almost every day. Of course, I long for them. But on the other hand, the project manager's job is very interesting, stimulating and demanding. So, it occupies most of my time." Nathaniel's mission is not only limited to Gävle. He is responsible for all YILPORT's Scandinavian development projects. Implementing remote control of YILPORT Oslo's eight Rubber Tire Gantry Cranes (RTG) is one of them. The aim of remote control is to be able to have a more efficient workforce in using the RTG's by providing remote access for the operators.



New employees welcomed at YILPORT Gävle



Monday 28 august, 25 new employees arrived at YILPORT Gävle. They are all trained and ready to start working in many different positions. The increased workforce is needed to meet the demands of a steadily increasing flow of shipping companies using YILPORT Gävle. The containerterminal it will now run around the clock except for Christmas Eve, New Year's Eve and Midsummer Eve. Opening hours at CFS timber and CFS Fredriksskans will also be extended.

Connection Magazine | SCANDINAVIA | YILPORT OSLO



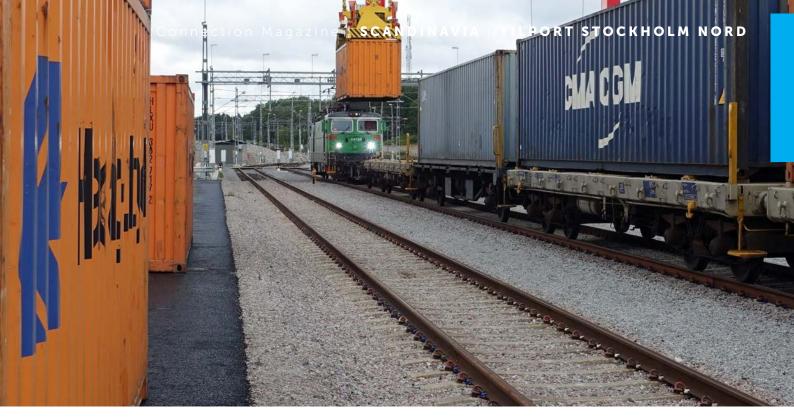
Improved Schedules from DFDS

DFDS now has two weekly vice versa direct calls from UK (Immingham) to Norway (YILPORT Oslo and Fredriksstad). Updated schedules will improve DFDS's service and offerings in line with customer requirements.

"We have seen an increased need for capacity on our container/ sideport routes from the UK to Norway for both containers and bulk cargo. Therefore, both our container/sideport loops will now call in the UK (Immingham). This will double the capacity from the UK to Norway", says Kasper Svenningsen, Director of Shipping Logistics. "We are very pleased to see the short sea trade expand further in Oslo with DFDS's direct UK Immingham call. It proves again that YILPORT Oslo is well positioned to competitively and effectively serve the short sea market for the Oslo fjord region. We look forward to provide world class terminal services to DFDS to help facilitate their continued growth," says Eryn DINYOVSZKY, Regional Manager for YILPORT Nordic.

Positive Vibes n YILPORT Oslo

70 representatives of Swedish, Norwegian and Danish shipping companies visited YILPORT Oslo in August. Overall, they were very pleased with YILPORT Oslo's development in terms of quality and efficiency. During the event, YILPORT also invited the shipping representatives to a sailing ship on the Oslo Fjord, where opportunity was given for both networking with YILPORT's representatives Erhan Çiloğlu, Eryn Dinyovszky, Håkan Bergström and Björn Engelsen.



Mutual Benefits of Green Cargo and YILPORT Stockholm Nord

Green Cargo started to run the container train service between YILPORT Gävle and YILPORT Stockholm Nord in September. The traffic has also been extended to two shuttle services a week.

"Green Cargo running the trains is a big advantage. We are also part of Green Cargo's comprehensive network, with efficient traffic from all of Sweden and Europe to and from Stockholm Nord. That's great and opens up new business opportunities" says Stockholm Nord chief executive officer Britta Lundgren. Green Cargo operates almost 400 freight trains per day in Sweden, and 24 freight trains to and from the continent. With 1,600 employees, 360 locomotives and 5,000 trolleys, Green Cargo offers eco-labeled door-to-door transport in a network that reaches all of Sweden, and together with partners, the system encompasses thousands of resorts in Europe.



GOT imports to Stockholm? Short of equipment in the North? Try the better way, Save positioning and link it up with YILPORT rail shuttle!



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TOP TALK INTERVIEW SERIES RAFAEL SAPIÑA GARCÍA

This quarter, our guest in TopTalk Interview series is Rafael Sapiña García, the International Business Development Director of YILPORT Holding with his inspirational career and knowledge in Port Industry.

We wish you a pleasant reading...



Can we have a little background information on you? Where are you from? What did you study in college and where have you worked before YILPORT?

I was born in Spain in 1960. I graduated from Mechanical-Industrial Engineering from EUITI Valencia (Valencia Politech. University, UPV), 1982.

I had Project Management Institute courses from Valencia University, Spanish Official Title of Freight Forwarder and Transporter and took several courses on Information Technologies such as IBM, UPV and so on.

In addition, I have been co-writer of several books on Port Terminal matters such as CT systems, CT Capacity, CT R+D+i, CT Energy Efficiency. I also was Project Manager for Greencranes EU TEN-T Call 2011. I also led Spain Port Systems projects like Masport, Eficon and similar subjects. I have been lecturer in Master Courses in Spain MGPT Valencia Port, Master on Process Planning and Management University of Valencia), in Panamá (FVP-UMIP), and Post Degree Courses (Port Management Latin America from Spanish Port Head Office).

I have started my career in a Spanish Ferry Company in Port operations and IT, as a clerk in Trasmediterranea. Then my career continued as a port manager, port director respectively in Martico company.

I was also co-founder of an IT company named Sof-ix SL in Alzira, Madrid; dealing with DBMS, Vertical Applications in Unix-Xenix, Windows, Network Plan and installation, RFID and similar subjects.

During my career, I worked in several companies and executed several projects such as Condeminas, Valenciaport, Maritime Valenciana, Grimaldi Logistics, Starlogic, MSC Spain, Fundacion Valenciaport, Emirates Team New Zealand as a commercial manager, shareholder and board of director, project manager, director and currently as an international business development director in YILPORT Holding.

How did you get into port business and when did you join YILPORT?

I got through my family: I am number 5 in the business, and some more after. I met Sean Pierce at Bremen TOC, 2009, and then Robert Yuksel Yildirim. Then, Puerto Bolívar opportunity was taking shape.

What motivates you? What inspires you?

I love my job. Teamwork, the challenges, training, and team members motivate me.

There are several things that inspire me like my former mistakes, the team, the challenges from top management and my respect for YILDIRIM Group.

As an International Business development director, your responsibility covers all YILPORT terminals. Are there any special projects at spotlight?

We have now relevant projects in Scandinavia, Iberia and Ecuador, but new challenges in South America, Europe, and also Big Data, Innovation, etc.

Puerto Bolívar is our newest concession, 50 + 10 years, in 5 phases, with an initial investment of USD 240 million in Phase I, and USD 750 million in total. It is already handling around 400 vessels a year, and more than 1.5 million tons of cargo, mainly bananas.

TCL Leixões concession was recently extended for 5 years, with an estimated investment of EUR 43 million, to increase yard capacity, with civil works and new equipment, new office building, etc.

We are in the process of renegotiating the concession contract with Liscont Lisbon and define a new expansion plan. The expected investment would be of around EUR 95 million, but this is to justify the concession extension until 31 December 2042. This investment is on 2 new STS Super Post Panamax, new yard equipment, pavement of some areas, expansion of gates, etc.

In Gävle, we are extending the container terminal, almost doubling the present capacity with new yard, new yard equipment, new rail ramps, 2 new wide span gantry cranes for new berth, with higher draft (-12m) and 360m length.

What is the target for 2018 about ongoing projects in Puerto Bolívar?

We continue our projects as in the framework of our business plan. Consolidation of the ongoing business, growth in container, equipment purchase, and start of the new constructions are on the agenda for Puerto Bolívar.

Do you see any challenges for working in a multicultural environment?

Not at all. I mean, no more or no less than I would see anywhere else, in a global business as where we are.

I think that the professionalism. Teamwork and good behavior is the more important aspect. I think we have it in YILDIRIM. On top, of it, we have a very young team, and I think they are motivated by the huge growth potential our top management is showing.

Arethere anything that you would like to add?

We have to be happy and proud of being part of a Team reaching so high goals, with so high targets, and good environment to growth together.



SYNTHESIS OF EXCELLENCE

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

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

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



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YILPORT continues to make investments worldwide without slowing down. The growth strategy is not limited to terminal acquisitions but also extends with continuous operational development and improvements among 21 terminals across 8 countries by combining state-of-the-art equipment with YILPORT intelligence.

YILPORT starts to take steps in expansion and development plans for Iberian terminals. The terminals in Portugal include the concessions Liscont and Sotagus, in the Port of Lisbon; Leixões; Socarpor in Aveiro with two concessions; Sadoport and Tersado in Setúbal and a Liscont operation in Figueira da Foz.

The first phase of expansion and equipment investments planned in Iberia are for YILPORT Liscont and Leixões terminals. As per to the projected plans, terminals will provide the end-to-end solution to its business partners for the Iberian market.



Liscont Expansion Plan is On the Agenda

Liscont Terminal conducts container operations in the heart of Lisbon. With its strategic location, Liscont terminal is in the regional center of production and consumption area in Portugal.

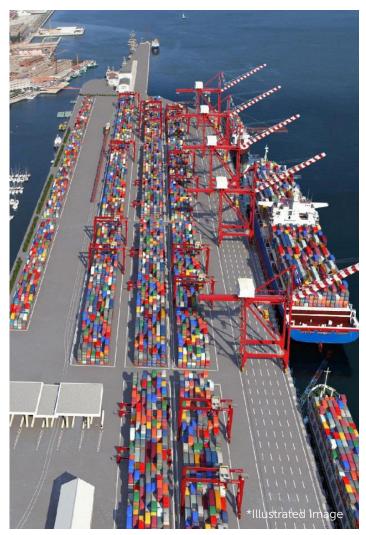
New
Environmentally
Friendly
Terminal
will reduce
carbon footprint
88 percentage

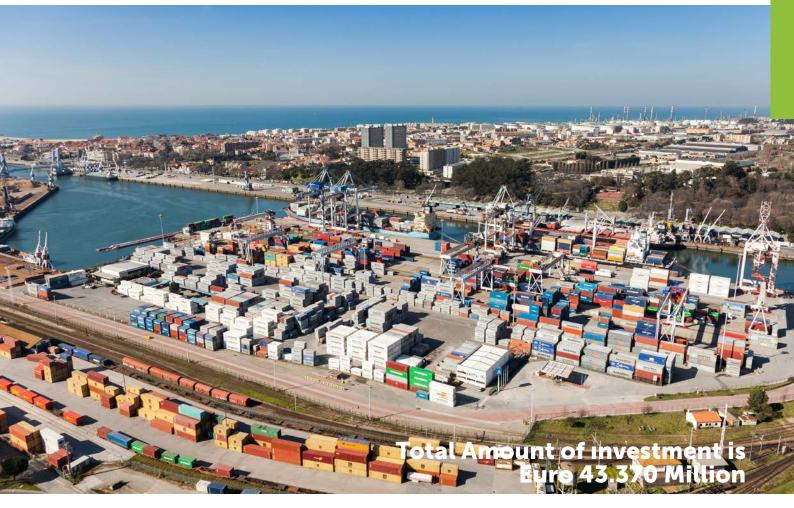
Terminal also has an advantageous location being the intersection of North-South and East-West seaborne trade routes.

The development project is planned to provide 24/7 continuous high-quality operations. With its great hinterland, terminal also offers railway access enriching Porto, Elvas, Guarda, Madrid, Tarragona, Valencia, Zaragoza,

Barcelona and Bilbao with its connections to the national railways.

According to the project plan; transformation will be conducted in two phases. First phase includes construction, infrastructure, pavement and equipment investments. By investing in equipment and transforming former RTGs with state-of-the-art electrified ones and addition of new ERTGs, yearly carbon dioxide ratio is expected to reduce 88%.





YILPORT Leixões South Terminal is **Expanding**

Strategically located on the Northwest front of the Iberian Peninsula with a hinterland rich in industry, YILPORT Leixões comprises the largest seaport infrastructure in the north of Portugal.

Total will be Million

YILPORT Leixões consists of North and South Terminal. In order to increase yard capacity **investment** of South terminal, YILPORT has already hit the ground running for the expansion. Total amount of investment will be around EUR **EURO** 45 million and expected to be completed 43.370 in 36 months.

> The expansion plan comprises infrastructural work, expansion of the terminal, equipment

investments and central control of entire operations. This plan will relieve terminal congestion, increase the capacity by 1,500 TEU additional ground slots. With the acquisition of new E-RTGs, RMGs and several equipment investments,

YILPORT Leixões has the goal of operating its new yard in the most productive and cost-efficient way possible. The concession which is granted until 2024 is also expected for extension of five years until 2029 correspondingly.



Rachid BAHO Appointed as Regional General Manager of YILPORT Iberia



Rachid Baho joined YILPORT Holding as a Regional General Manager of YILPORT Iberia. Rachid Baho received his Bachelor's degree in Law from University of Antwerp and a Master of Science degree in Maritime Sciences from the University Ghent in Belgium.

Mr. Rachid Baho started his career in 1991 and worked in various operational positions at Maersk Netherlands, Noord Natie and Katoennatie in Belgium until 1999. The following years, Baho worked as a Terminal Manager at P&O Ports Antwerp and GMP Le Havre. In 2004, he continued his career as a Project Director at P&O Ports Belgium where he managed the startup of the first automated terminal of DP World within budget and on time.

Then, between 2006 and 2014, he worked as a Chief Operating Officer (COO) at DP World Antwerp Gateway, Belgium. Before joining YILPORT Holding, he continued working as a Chief Executive Officer (CEO) at Madagascar International Container

Terminal Services Ltd., a wholly owned subsidiary of International Container Terminal Services Inc. (ICTSI). There, he remained remarkable footprints with proven facts and figures in commercial, engineering & operations as well as management systems and quality assurance. Rachid Baho has a considerable depth and breadth of experience in the ports and logistics sectors.

WEC Line Services Calling to YILPORT Huelva



YILPORT Huelva is proud to welcome new WEC line services after a great teamwork performed by YILPORT. WEC line is a wellknown customer of YILPORT which calls Setúbal, Figueira da Foz and Leixões terminals of Iberia region in container operations.

The idea of the WEC Lines to launch a new service in the south of Spain. Because of the lack of an office there, the process was postponed for another time. As a solution, YILPORT team put them in contact with Sealine Portugal. In the short period, Sealine Spain was announced to support the new WEC service at Huelva.

This new weekly service calls to Huelva - Leixões - Vigo - Liverpool - Dublin - Leixões - Huelva respectively. This creates a new opportunity to connect Huelva with all North Europe ports at France, Belgium, Netherland, Germany, Poland, Baltic and all Scandinavian countries using Leixões as the transshipment port.

This new service creates an interesting option to connect South of Spain area to North Europe with a short-shipping specialist carrier offering door to door service for all the continent. First call performed on 27 September with Anna G – Heinz Schepers vessel.

YILPORT Leixões Sponsors The 4th Race of The Port of Leixões



The Port of Leixões celebrated its "Day" on 16 September. Normally, on that day, the Port opens its doors to the population, allowing, all those who want, to better know the port activity and even enjoy the infrastructure area.

As usual, the Port of Leixões went further in its communion with the surrounding community, opening its gates and its internal road to carry out a sports event.

It was the 4th Race of the Port of Leixões. The race was run on 10 September. The runners and walkers (walking was also included in the program) ran along the route that encircles the north entrance, next to the suspension bridge, on the Leça da Palmeira side, to the south entrance, at the other end of the bridge, in Matosinhos, and back, going through the general and bulk cargo terminals and the South Container Terminal.

Naturally, YILPORT Leixões partnered with the Port Authority (APDL) in another initiative that affirms the pioneering of the Port of Leixões, by being one of the sponsors of the race.

PRIVILEGE IS JUST AROUND THE CORNER



GAME CHANGER OF THE ATLANTIC

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

The best location for container transhipment and feedering to Spain, Portugal, France, south United Kingdom and Ireland.

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

YILPORT Ferrol Container Terminal, SA Puerto Exterior de Ferrol, Cabo Prioriño 15593 Ferrol (A Coruña) Spain Phone : 34 981 359 421 fct-ferrol@fct-ferrol.es ww.fct-ferrol.es



Connection Magazine | IBERIA | AVEIRO ADVERTORIAL



YILPORT Aveiro, offers a full range of services in the port cargo handling, warehousing, distribution and logistics. The continuous growth of our activity is a direct result of the way we approach the market. The reliability of our company, our neutrality and dedication, based on the real added-value, has secured us a partnership position with major customers of the Port.

In order to meet customers' ever-growing needs of high-quality and efficiency standards at competitive costs, Socarpor has heavily invested in and will continue to invest in handling equipment, offering lifting capacities from 12 tons up to 120 tons. Socarpor has four terminals in operation. Both North and South Terminals offer breakbulk and bulk handling operations.

Infrastructure

YILPORT Aveiro operates in all commercial terminals of the Port:

South Terminal - Breakbulk terminal, concession of Socarpor (Aveiro), S.A. Quay length 400 m; max. LOA 100 m / max. Draft -6 m; 52,600 square meters of storage facilities, of which 5600 square meters are covered.

Agribulk Terminal (Sograin) - Owned and operated by Socarpor (Aveiro), S.A., the Terminal covers an area of 20,250 square meters and features a 350-meters-long quay with alongside draft -9 m, capable of receiving vessels up to LOA 150 meters. Steel silos storage capacity 60,000 Mtons. Ship unloader - rated 1.000 Mtons per hour.

<u>Solid Bulk Terminal</u> - Public; Quay length 400 m; max. LOA 150 m / max. Draft -9m; open storage 151,000 square meters.

Sograin Agribulk Silos Terminal is a state-of-the-art facility dedicated to grain in bulk, while all other types of solid industrial bulk cargo are handled at the Solid Bulk Terminal.

Other equipment includes forklifts, wheel loaders, bobcats, grabs, hoppers and 52,600 square meters of storage facilities, of which 5600 square meters are covered.

<u>North Terminal</u> – Public breakbulk terminal; Quay length 1350 m, max. LOA 150 m / max. draft -9m; 375,000 square meters of storage facilities, of which 15,000 sqm are covered.





YILPORT AVEIRO'S AGRIBULK TERMINAL: SOGRAIN

The Agribulk Terminal in the Port of Aveiro - owned and operated by YILPORT Aveiro. This state-of-the-art investment was projected to overcome the critical shortage and inadequate conditions of the existing port storage facilities. The target is to boost port's throughput capacity.

The terminal benefits from excellent connections to domestic and international road and rail networks.

The facility is environment friendly, covers an area of 20,250 square meters, is located 2.4 miles from the main port entrance, has a draft of 10 meters alongside its 350 meters of quay length.

Main details:

- 60,000 tons of steel silos storage capacity.
- Ship unloader, rated 1000 tons per hour.
- Dust controlled mobile receiver hopper, 200 cbm capacity.
- Completely enclosed conveying systems from ship to silos and transfer from silos to truck or wagon.
- Automatic silo scale bulk weighing system.
- Monitor control room fully computerized.
- Housing truck intake pit.
- Housing truck loading.
- Rail wagon loading system.
- Independent electronic weighbridges to trucks and rail wagons

Certification

The facility meets the requirements of the standard NP EN ISO 9001:2008, implemented in the provision of unloading, storage and shipment of agribulk since September 2010.

The facility was certified under standard NP EN ISO 22000:2005 in November 2011. Food Safety Management System was implemented in the provision of unloading, storage and shipment of agribulk.

Sograin is also registered by Agriculture Ministry as a warehouse manager without commercial purposes, under art 9th of Reg (CE) Nr 183/2005 since January 2005.

<u>Certificates</u> ISO 9001:2008 - ISO 22000:2005 - Other

With a view to boosting Port throughput capacity, this state-ofthe-art investment was projected as well to overcome the critical shortage and inadequate conditions of the existing Port storage facilities and benefits from excellent connections to domestic and international road and rail networks.

YILPORT LATAM

THE MAIN PORT OF NORTHERN PERU YILPORT PAITA

THE BEST CHOICE IN ECUADOR'S MARINE TRADE YILPORT PUERTO BOLIVAR

EXPORT GATE FOR ECUADORIAN'S BANANA TRADE

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Carlos CRUZ Appointed as General Manager of YILPORT Puerto Bolivar



Mr. Carlos Cruz has joined YILPORT Puerto Bolívar as the General Manager effective in July 2017.

Born in 1971 in Mexico, Carlos Cruz is married and has two children. Cruz has a bachelor's degree in Industrial Engineering and a master's degree in Business Administration (MBA). In addition, he also has a management degree at Harvard Business School. He started his career in 1995 and worked in Hutchison Port Holdings Ltd. (HPH) in Veracruz, Mexico. Within the following years, he gained valuable experience in the engineering area working as an engineering technician and a supervisor and later became the head of engineering.

In 2004, Carlos Cruz joined HPH in Manzanillo, Mexico as maintenance manager. Between 2005-2014, he worked as a Finance Manager, and after that, he moved to HPH Panama as executive and took an active role as a Chief Operations Officer until 2016.



As a major banana and shrimp exportation port of YILPORT, a brand new state-of-the-art Cold Storage Warehouse is being built in Puerto Bolívar. The product range for storage extends from unripe bananas (green and hard), partially ripened bananas and fully ripe bananas (yellow and soft) and shrimps which are consumer ready packed and frozen ones.

The products which arrive CSW in special crates, carton boxes and on pallets in trucks will be unloaded and placed in the reserved special storage cells of the CSW. The degree of CSW is 13 Celsius for bananas and -25 Celsius for shrimps.

The largest line calls to Puerto Bolívar is Mediterranean Shipping Company. Company has three vessels calling MSC Nora, MSC Katya and MSC Vaishinavi. Overall, the approximate annual volume calling to Puerto Bolívar is 1,5 million tons of cargo handling around 400 vessels a year, mainly banana.

This investment will provide end-to-end solutions to our business partners to conduct their operations 24/7 with operational excellency.

YILPORT LOGISTIC SERVICES

Land Transport



Stevedoring

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Shipping Agency



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Value Added Services

Custom Clearance - Cargo Insurance Pre Inspection

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Connection Magazine | **PORT OPERATOR** | **LOGISTICS**



Synergy of YILDIRIM Group of Companies: Cross Border Equipment Transfer by Eti Logistics to Tikhvin Ferroalloy (TFZ)

Established in 2011, Eti Logistics was originally conceived for the transportation of raw materials and end products from Elazig in the eastern region of Turkey to the port cities of Mersin and Iskenderun on the Mediterranean coast. The company increased its transportation network and has become one of the prominent service providers across Turkey. By extending its network, Eti Logistics continues to offer utmost quality to its business partners with the equipment transfers that it provides across borders.

Company's transportation strategy is based on delivering products to customers using world-class transport system, safe and affordable solutions. With trained personnel, technology, self-owned modern tools and vehicle fleet, Eti Logistics offers integrated, door-todoor services for container and open freight shipment.

Eti Logistics made road transportation of heavy duty vehicles for one of its Group Companies the Tikhvin Ferroalloy (TFZ). The machines loaded from Gemlik, will reach the port of St. Petersburg and then will be transported by land route to one of YILDIRIM Group of Companies Tikhvin Ferroalloy factory which is located in Tikhvin. Tikhvin Ferroalloy (TFZ) is one of Russia's biggest producers of high carbon ferrochrome with a chrome content of over 68.5%. Located in the town of Tikhvin to the southeast of St. Petersburg, the plant accounts for 30% of the country's high carbon ferrochrome production volume. TFZ is equipped with 4 arc furnaces and has an annual high quality high carbon ferrochrome production capacity of 130,000 tons, with a slag recovery rate of 10,000 tons per year. The consolidation of the production facilities at Eti Krom, Vargön Alloys and TFZ under one roof has enabled YILMADEN to respond to vastly different demands from its customers in terms of high carbon ferrochrome product diversity.

Transitex and Eti Logistics Merged Their Operational Forces

With the cooperation of group companies Transitex and Eti Lojistik, a successful trial operation was performed with MSC and HAMBURG SUD.

14 twenty-foot containers and 2 forty-foot containers carried products of Hasçelik Sanayi, experienced in automotive and construction industry steel production in TAYSAD Organized Industrial Zone. The products were stuffed and delivered to YILPORT Gebze Terminal with precision.



Transitex Quality Globally Certified with ISO 9001:2005

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	Certification
	Certificación Certification
	Concedida a / Awarded to
	GRUPO TRANSITEX EDIFÍCIO LISCONT - TERMINAL DE CONTENTORES DE ALCÂNTARA DOCA NORTE, 1350-352, LISBOA. VER ANEXO / See Annex
	Bureau Veritas Certification certifica que el Sistema de Gestión ha sido auditado y encontrado conforme con los requisitos de la norma: Bureau Veritas Certification certifies that the Management System has been audited and found to be in accordance with the requirements of standard: NORMA / STANDARD
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Transitex participated FACIM Mozambique International Fair

Transitex was present in yet another edition of International Fair of Mozambique. The company has been participating since 2011. FACIM is held in Maputo for more than 50 years. It is organized by the Mozambican Export Support Institute, with the objectives of stimulating consumption and economic integration in the country.

Between August 28th to September 3rd, Transitex was presented as an exhibiting company at Gwaza Muthini, Portugal Sector, booth number 313. The importance of the event for Transitex was clear, both for its history (the company is present in Africa Austral since 2017), as well as for Mozambican commercial relations. Since Mozambique's main trading partners are Portugal, Italy, South Africa and China, Transitex has the advantage of being present with its own offices in all these locations. In fact, the company has a long experience in imports from Asia and Europe to this region of the African continent, which includes 600 containers moved from China to the construction site of the Luanda Towers.

FACIM event is important for TRANSITEX to reaffirm itself as the leading logistics operator in Mozambique and to support its exporters.

"Boots on the Ground" Project for protection of Forest Elephants The African Forest Elephant Foundation is an NGO dedicated to protect the highly endangered forest elephant, as well as its habitat.

The NGO started a project named "Boots on the Ground" with the aim of helping out some of the people protecting this elephants, the forest rangers, based on the Dzangha Sangha Special Reserve in the Central African Republic.

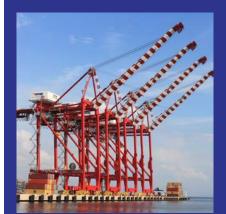
The African Forest Elephant Foundation donated one hundred boots and five hundred socks to the rangers, so they can work in conditions that are more comfortable.

Transitex team supported the project. We reached out to our service provider AMI (airline handlers), questioning if they were willing to cooperate with us, which they accepted. In an action of joint-work, we were able to offer the transport of the donations.

Transitex emphasized that they are happy to inform, the donations have already reached its destination. They would also like to thank these rangers for their noble work protecting the amazing elephants.

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Precise Operations at Gebze

YILPORT Gebze is taking a series of measures to prevent power interruptions that may occur in operations. Generators were supplied for the QC cranes on the floors to avoid operational risks and safety risks that may occur in unanticipated interruptions.

The main purpose of the supply of generators is to avoid operational disruptions in possible power cuts. The first fully automated system and testing process were successfully completed. The completion of the full automation system is expected to be completed and become operational at the nearest time.

Marine Pollution Intervention Praxis at Gebze



Operations continue 24/7 at YILPORT Gebze Terminal marine environment with control over petroleum and other hazardous materials in emergency situations.

Possible emergency scenarios are always laid out. The gathered information is transformed into practice after trainings. The participation of persons in charge and colleagues are important for us to evaluate our facilities and capabilities in emergency action plans.

The 7th of such operation was completed successfully with the participation of our staff in the emergency action plan for leaks.



Constant Training at YILPORT Terminals

In YILPORT Terminals, the smooth progress of operations and the safety of employees are top priority. In this context, employees are constantly trained for workflows and their own life safety.

In August, within the context of occupational health and safety, harbor fieldworker training was given at YILPORT Gebze terminal to the

permanent and sub-contractor employees authorized in General cargo, liquid cargo and container terminal operations. These trainings, which are held regularly at the terminals, have a crucial importance in order to ensure workflow with healthy knowledge.



YILPORT Employees and their valuable families met at annual picnic organization at Gemlik, Turkey. Families had a great time at the event. During the organization, children of Gemport employees gave safety messages for their parents. They shared safety slogans in which their families should be careful during the operations.

As a YILPORT principle safety is a core milestone of operations. Within this context, all employees in YILPORT portfolio take all the necessary precautions. Regularly conducted trainings and practices, not being applied just for operational quality but also for the utmost employee safety.



theoretical and practical training for terminal tractor operators in the scope of Occupational Health and Safety in August.

The introduction of the internal components of the terminal tractors, protection against possible accidents, and the rules in the terminal yard are emphasized.

Systematic Şa<mark>fety</mark> Review at Gävle s Bulk Terminal

In early October a five-step safety survey began at YILPORT Gävle's bulk terminal. The first step is an inventory of all existing safety documents, to check if they comply with existing safety-rules and laws Normally there are 35-40 regulations that are examined, and then approved or revised.

Step 2 is a Gemba Walk. Gemba Walk is a Japanese method, and all about observing, engaging and improving. In the review, a terminal risk inventory tour will take place to observe and detect dangers where the work is actually done, opposed to just discussing a warehouse problem in a conference room.

In step 3 necessary changes in existing regulations and work conditions are implemented. In the final step how to act if an accident or incident nevertheless occurs is discussed.

"Finally, we secure that future safety precautions at the terminal are conducted in a systematically and continuously ongoing way. And then we start the process again, and so it will continue on yearly basis", says Olle Lindblom, safety consultant at YILPORT Gävle.



In August, with the cooperation of Gemport HSE and Bursa Fire Department Gemlik Branch Directorate, 26 personnel including Gemport and sub employer personnel have been trained in firefighting and fire intervention methods.

After the training, fire extinguishing praxis was carried out together with the personnel who participated in the training. The first phase of the fire drill and fire extinguishing praxis has been completed successfully and new pieces of training and exercises are expected to be conducted soon.

Connection Magazine | **PORT OPERATOR** | **CUSTOMER FOCUS**





YILPORT Customer Relations Department would like to share the latest update our Customer Relations Management System which will enable our customers to give their feedbacks without needing to fill the customer feedback form in our website.

Through our Customer Portal http://vtiger.YILPORT.com/nordic/cportal, the customers will be able to create a case (i.e. ticket) for any kind of request, suggestion, complaint or appreciation by adding related documents or comments about the issue.

Afterwards, they'll be able to view the results / actions we'll provide for this specific case and write to us for any further clarification. The customers will log in with their e-mail address and password and afterwards they follow their open cases and add additional comments or files.

These updates by the customers will automatically be visible on our internal customer relations system, CRM VTiger, and be followed by Customer Relations team.



Customer Satisfaction Surveys Started at Turkey and Nordic Regions

Customer Relations Department launched its periodical customer satisfaction survey this quarter. The survey was sent to Turkey and Nordic Region in order to evaluate the service provided by YILPORT to its customers.

The answers obtained from survey will be categorized and in accordance with the report summarizing those responses will be shared with the management and with the related departments in order to provide necessary actions to be taken.

HELLO ERIK VÄSTHOLM !

NEWLY EMPLOYED AT YILPORT STOCKHOLM NORD

What made you to choose YILPORT?

"For a long time, I've been looking forward to work in a place like this. It is an exciting environment and I was attracted by the opportunity to become a crane driver. Watching the huge cranes has always been a thrill, and of course I'm now very happy that YILPORT picked me"

Impressions so far?

"I have been incredibly well received, and have completed excellent internal education both at YILPORT Gävle and here at Stockholm Nord. We are a well-balanced team, which means that we really know each other and quickly became very good friends. I'm so happy that I would like to recommend others to pursue vacancies here."



How do you see your future in YILPORT?

"To me this is the place to be and enjoy the feeling that a dream has come true. That's good enough for me"

Erik Västholm, age 36, has earlier experience in the logistics industry. He worked at Schenker, and before that, 10 years at the Gardemoen Airport in Oslo in several different positions like loading and unloading planes, planning and staff management.

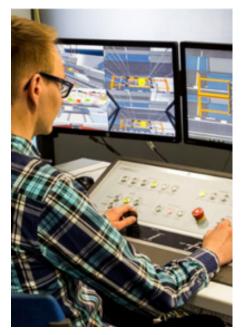




The Gemlik Sailing Club organized a sailing training for the children of Gemport employees between 17-28th of July at the "Sailing Summer School".

Just like in 2016, the training took place at Gemlik Hasanaga Scouting Camp with the participation of our children between the ages of 7-14.

In the first two days, professional trainers gave theoretical training on land and sea. Children found an opportunity to have good time in summer break, learning how to sail.



Paving the Way to Remote Operations

After years of consultation and deliberation, representatives from Kalmar, Vahle, Port of Oslo and YILPORT gathered to conduct the first technical meeting in how to remotely operate an RTG.

This project is the first of its kind in modifying a current RTGs to be remotely operated. In the application of this system, we will be able to gain flexibility in yard operations while providing a suitable office environment for the operator.

The project will have two phases, the first phase where all systems will be tested and safety protocols checked. Once this has been completed it will be rolled out to all the RTG's of YILPORT Oslo which will be in the second phase.

It is projected that the first phase of the project will be completed by the second quarter of 2018 and full implementation by end of the same year.

The future is looking bright in YILPORT Oslo!

Another Pilot Implementation from Home Terminal Gebze: CFS Module



In order to trace the operations in the terminal and to contribute operational efficiency and service quality, a new CFS module has gone live at Gebze terminal.

With this system, the yard staff can easily follow the position of the containers and reach entire integrated commercial records of the CFS operation and the work orders created by customer services.

This new module will boost the operational performance of the terminal.

YILPORT Turkey Integrates with Ministry of Customs and Trade with "Bilge" Project

YILPORT Holding Information Technologies team has embarked on a software integration project together with the Ministry of Customs. The "Bilge" project is an integration project, which enables harmonious work of the operational software of YILPORT Holding with the system of Ministry of Customs and Trade. The system enables Customs Officers to monitor and track operations in real-time.

With the "Bilge" project, infrastructure and equipment requested by the ministry is provided by our IT team. In parallel, the ministry software and our integration software are going live in accordance with the phase plan guided by the ministry.

YILPORT Gemlik;

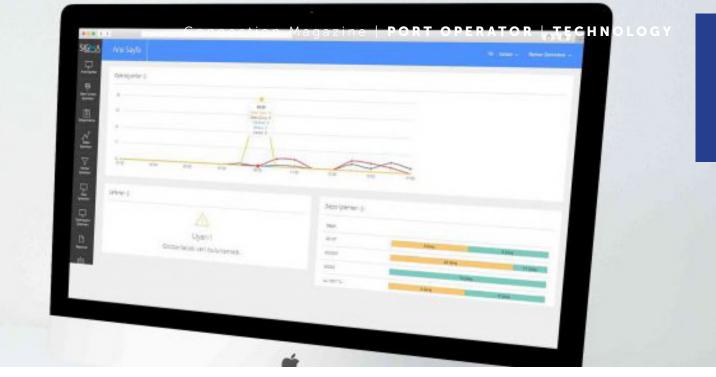
- Vessel operations
- Gate operations
- Pre-gate operations
- CFS operations

<u>YILPORT Gebze (test)</u>

- Vessel operations
- Gate operations
- Pre-gate operations
- CFS operations

The application was initially deployed in Gemlik. The applications which are currently in the test phase in the Gebze terminal. Operations which are subject to integration which have been commissioned as a result of the visits of the ministry related persons are as follows;

According to the project plan, the integration of the inland terminal and general cargo and gate operations in Gebze will go live in next phase.



New Sigma Modules Live at Turkey Terminals!

The business-oriented focus of YILPORT Holding continues with in-house developments in every process of service quality management. "Pilotage & Tugboat Services" located in Gemport Terminal, Rotaport Terminal general cargo operation services and Liquid Cargo Operations at Gebze Terminal continues to provide service with "Sigma" to several ports and stakeholders with its experienced team among Marmara Region.

YILPORT Rotaport terminal is pioneering among YILPORT terminals as the port where hand-held terminal usage is most intense. With the introduction of a web portal and barcode applications, the general cargo operation will gain momentum and are taking a step further in this sector. The application has gone live by the successful completion of training and testing periods by the Solution Engineering Department as well as the users' efforts. The software will continue to evolve to meet the needs of the user with different versions in the future.

The ISPS form which is obligatory for exporters to fill-in for YILPORT Oslo Terminal has being used since September 2016. Users can access and fill-in the form through Infinity program.

To increase the completion rate for empty containers, a new module has been developed and is now accessible through mobile devices used by transporters both for Android and iOS.

You can simply download the app and start using with your ISPS Form with your existing user name and password information on your smart phone.

Owing to the new user-friendly application interface, you may

> View ISPS form List Create ISPS Form

Use Search Functio Set your Language

ISPS Form Now Available on Android and iOS!



YILPORT Holding SAP- HYBRIS Project is in the spotlight...



YILPORT HOLDING CMO - Erhan CILOGLU was invited to the event as an executive guest to present why YILPORT decide to use SAP Hybris package.



ATLAS Project Event: Last Break Before the Peak

Part of Atlas Digital Transformation, a Yildirim Group project, Hybris billing solution of SAP is picked to be used by centralized billing process by YILPORT Holding. Hybris project phase 1 includes YILPORT's Turkey Region, and it will be finished by the end of the year.

"Billing" - Centralized Shared Service

As one of the strategic centralized function, billing is now moving to an integrated platform under the SAP-HYBRIS umbrella. The consultant partner of this project Itelligence and YILPORT were at the boot camp as an SAP and Itelligence guest.

YILPORT Holding CMO Erhan Çiloğlu was invited to the event as an executive guest to present why YILPORT decide to use Hybris package.

Mr. Çiloğlu made the following remarks for the boot camp;

"We were at the event for two days and had a chance to meet SAP executives during the meeting together with their other customers such as T-Telecom Croatia and Amadeus. All the sales teams of SAP HYBRIS from all around the world attended the boot camp and we had a chance for networking during the lunches and dinners.

Our project defined as a "catch" project for SAP HYBRIS

At the event, we had a chance to exchange the information and discuss the projects. We presented our project and YILPORT to SAP Global teams and we succeeded to get more attention to our project from the executive level of SAP. HYBRIS EMEA Region President Mrs. Zeynep Keskin became the executive sponsor of our project and we are glad to get top level support to our project from SAP."

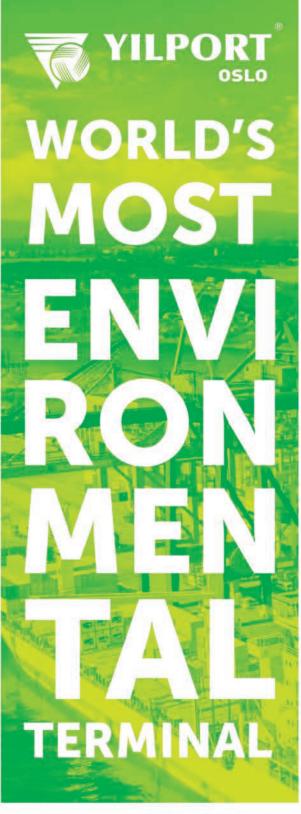


YILDIRIM Holding and YILPORT Holding colleagues met at Atlas Project's Last Break Before the Peak event at Radisson Blu Hotel Istanbul, Turkey on 6 October. All participants of the project were at the event to evaluate the project phases and threw a barbecue party after presentations.

The Atlas project kicked off in November 2016 and continues intensely. This event is seen as a Peak Climb for SAP for YILPORT's SAP live transition. Further summits will be reached in a shorter period of time with the standard structures designed within the scope of this project and the experiences.

Selcuk Oznal, who took part in the event from SAP Turkey, gave examples from past SAP projects and explained what we should pay attention to for a successful live transition. He wished YILPORT team success by emphasizing the innovation that SAP will contribute to the Summits that YILDIRIM Holding targets.





The quietest STS Cranes



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 6 terminals in Turkey, 8 in Portugal, 2 in Spain, 1 in Peru, 1 in Malta, 1 in Norway, 3 in Sweden and 1 in Ecuador.

Also Transitex, a global forwarding and support services company _ specialized in refrigerated cargo is part of YILPORT portfolio.

TERMINALS IN OPERATION

Turkey Gebze , Solventas , Rotaport , Gemport

Malta Malta Freeport

Norway Oslo

Sweden Gavle Stockholm Nord

Portugal Lisboa Liscont, Lisboa Sotagus , Setubal Sadoport , Setubal Tersado , Figueira da Foz , Aveiro

Spain Huelva, Ferrol

Peru Paita **Ecuador** Puerto Bolivar

Contact Us:

YILPORT HOLDING Inc.



YILDIRIM Group

