

# CONNECTION

YILPORT TURKEY Q4-2016 NEWSLETTER

2016-4



## A YEAR FULL OF SUCCESS: 2016

**HAPPY NEW  
YEAR !**

We wish the New Year to bring happiness,  
good health and success  
to you and your loved ones.



**GEBZE-GEMLIK:**  
NEW FEMEX  
AEGEAN SERVICE PREFERS  
YILPORT'S PRIVILEGE

**GEMLIK:**  
A DREAM  
COMES TRUE

**GEBZE:**  
FIRST FEMALE  
RTG OPERATOR

**YILPORT HOLDING:**  
DIGITAL TRANSFORMATION  
STARTED



## First Female RTG Operator at YILPORT Gebze!



YILPORT Gebze terminal has employed one of the very first female RTG operators in its staff! Miss Tuba Yazıcı just started working at Gebze terminal. At first, she will work as an Intern Operator, and she will participate in YILPORT Operator Training Program led by the Technical Training Department. Right after six months of training, she will become an RTG operator after passing her exam. In addition to that, YILPORT Gebze Operation Specialist, Miss Gülem Canbolat is also participating in the RTG Operator Training, she will be YILPORT's first certified female RTG operator if she passes the exam.

YILPORT is not only providing equal opportunities for everyone but also moving forward to obtain a more diverse workforce at all terminals.

## YILPORT Gebze Welcomes ISTLAP Project Committee



Istanbul Metropolitan Municipality runs Istanbul Logistics Master Plan ISTLAP project to regulate and plan the logistics infrastructure of Istanbul, in order to cater to the settlement, traffic and environment of the city. The committee is running the project on behalf of IBB themselves.

The committee states that they intended to visit YILPORT Gebze due its strategic location for import and export. Also because our terminal is one of the most important gateways for goods in the Marmara region. Terminal General Manager Mr. Efe Hatay and Eti Logistics Operations Manager, Mr. Onur Kucukakdere have delivered their opinions and enlightened the committee for the project.

## Kocaeli University Barbaros Maritime Faculty Visit



On 20 December 2016, YILPORT Holding welcomed students of Barbaros Maritime College of Kocaeli University. Sales and marketing team gave a presentation about the growing portfolio of the company.

Students also had the opportunity to meet with YILPORT Holding CMO Erhan Çiloğlu. During their conversation, he gave a brief talk about his career path and the growing importance of logistics industry.

## TURKLIM's choice is YILPORT Gebze



Port Operators Association of Turkey (TURKLIM) has chosen YILPORT Gebze terminal for its ISO 17024 audit that will be held by the Turkish Accreditation Agency. TURKLIM also held a scope-broadening audit at YILPORT Gebze by the Central Executive Committee in the first days of 2016.

The audit is accomplished under the coordination of YILPORT Technical Training Team and the contribution of Operation and HSE departments.



## Throughput: YILPORT Gebze Container Terminal



## Throughput: YILPORT Gebze General Cargo



## NEW FEMEX-Aegea Service Alliance Made its First Call



NEW FEMEX-Aegea Service Alliance of CMA CGM-Seago-Hamburg Sued made its first call to YILPORT Gebze. The operation of 300 meters' length vessel, Rabelais, was completed successfully at the second quay with 974 moves in total consisting of 677 discharging, 289 loading and 8 restow moves.

When the new Femex Line berthed, NWCEXP line's 294-Length MSC SARAH vessel was already in operation at the first quay. Operation of these two vessels simultaneously took for 15 hours and within just 24 hours, YILPORT Gebze recorded 2964 vessel moves in total.

## Gebze Adds Containerships Group to its Portfolio



YILPORT's Gebze Terminal is proud to welcome Containerships Group. New boxships call the port within a new weekly service.

The Finland-based company Containerships Group is shipping between Russia and the Baltic, Europe, UK, Ireland and the North Sea, as well as between North Africa and the Mediterranean.

## LCL CARGO SERVICE AT YOUR **ONE-STOP-SHOP**



> Far East  
> North Africa  
> Northern Europe

[marketing@yilport.com.tr](mailto:marketing@yilport.com.tr)



## NEW FEMEX-Aegea Service Alliance - North Europe to Med to Turkey chooses world class YILPORT services



The leading container lines CMA CGM, Seago Line and Hamburg Süd have signed a vessel sharing agreement with on an enhanced Aegean Sea /New FEMEX service with improved port coverage and high reliability.

**The new service will be operated by five 6,500 TEUs vessels: 2 by CMA CGM, 2 by SEAGO and 1 by Hamburg Süd.**

The Aegean Sea offers direct, reliable connection between North Europe and Greece, Turkey as well as export coverage from Valencia to North Europe.

The first southbound phase for this new service will be performed by "CMA CGM Rabelais" reached Rotterdam on December 2. First salutations for this Aegean Sea / New FEMEX services berthed to YILPORT Gebze on 19th of December and YILPORT Gemlik on the 21st of December respectively.

YILPORT Gebze with its newly developed Berth 2 welcomed the first call on 19th of December. Berth 2 has 4 new Mitsui QC's provide the best productivity intra Marmara Sea.

YILPORT Gemlik under YILPORT Gempport brand merges the two YILPORT terminals in Gemlik and welcomed the first call to its newly developed YILFERT Terminal.

This new berth is 630 meters with -17 m. draft and 4 new Mitsui QC's provide YILPORT highest productivity intra Marmara Sea.





## Throughput: Gemport Container Terminal



## Throughput: Gemport Ro-Ro Terminal



## A Dream Comes True



Gemport organized a barbecue party to celebrate the expansion project. YILDIRIM Holding Vice President Mehmet YILDIRIM also attended the party. Mehmet YILDIRIM emphasized the importance of the project and how it had been a dream for YILDIRIM brothers since 2013 that we grow together.

He also emphasized that, licenses required by the regulations due to the merger of YILFERT Gemlik and Gemport ports are a bit late but operations of ports will proceed under the same roof.

Gemport General Manager Antonio Barbara gave an inspirational speech to motivate the team:

New, challenging days are ahead of us. We just set a record in Ro-Ro car handling last month and thanks to the support of Mr. Mehmet YILDIRIM and custom authorities, we are now able to use the new terminal! Maersk Seago and Hamburg Süd will start calling our terminal by December 2016. We count on our team's support and efforts to make all liners fully satisfied by our services.

Despite the pessimistic economic overview, YILDIRIM brothers, YILPORT and our company believe in a shiny future and we are investing in the growth of the terminal. We will keep on hiring and growing. You will have more colleagues to support our growth. Our family grows as we grow.

For this reason, we expect your highest commitment and motivation to speed up operations and work more efficiently. At the end of each operation, I would like to see vessel's crew to clap their hands in respect of our good performance!

Dear colleagues, work hard and work safe: We will have really good days ahead thanks to your efforts.





## State-of-the-Art Auto Gate System is Live at Gemport



Auto gate system developed by YILPORT software team (Solution Engineering Department) has gone live on 15 November. Auto gate system provides service to export, Ro-Ro and stuffing customers and offers service to entire customs regimes.

Current system operates following the entrance of license plate data to kiosk by the driver and directly displays on the operator's screen after weighing. OCR system will be live and put into use anytime soon as well. Holding operations simultaneously with VGM data and weighbridge influenced operations positively. Entire gate-in gate-out steps done by drivers are traced and recorded via photographs. Auto gate system is used parametrically, which comprises of two general cargos gate-in, Ro-Ro, two gate-in container and one gate-off for each cargo type. It is another success that, the software program produced and applied by YILPORT software team, is also implementable for other ports.

## Twist lock on off and Seal Cutting Stations at Gemlik



YILPORT Gemlik keeps improving safety by revising and improving twist lock configuration. Twist locks are dedicated to reducing dangerous interference between working equipment and pedestrians. New Twist lock on/off and Seal Cutting Stations have been redesigned and activated on 7 November 2016.

One Twist Lock station is located just at the entrance of the marine terminal and one Twist Lock station is in the CFS area. No trucks with open twist locks are authorized to go through slopes and turn between marine and higher land terminal. The area was determined in front of the flag hill designated as the seal cutting station. Trash bins have placed to collect removed seals of empty containers and scissors are provided for safe cutting.

All notifications about the subject have been made to our employees and stakeholders and are followed by Gemport operations and security.

## Damage Free Ro-Ro Operations



YILPORT Gemlik-Gemport is pushing the limits with A+ audit scores recorded within 3 years. Owing to the upgraded system, integrated solutions and its professional team, YILPORT Gemlik-Gemport shows great performance in damage free Ro-Ro operations.

YILPORT Gemlik, which had a successful year, closed the last quarter with 38,798 CEU vehicles handled in October 2016.

All operations have been a success this year facing the growing demand. This is an outcome of our field force and planning team that hold our motto "Privilege is standard" close to their hearts. Entire operations of the year have been completed successfully.

## X-Ray system now live at YILPORT Gemlik Gemport Terminal



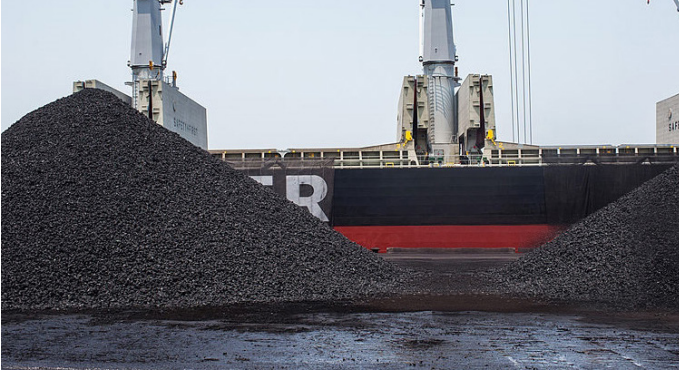
YILPORT Gemlik-Gemport continues to use all advantages of high technology. Now our customers can bring their import container for X-ray inspection to YILPORT Gemlik Gemport multi-purpose terminal.

The X-ray machine of Ministry of Customs and Trade has been installed at the terminal, and went live on 20 December 2016. The X-ray machine installation will serve our import customers in cost advantages and shorten operation times.

The brand new X-ray machine will boost YILPORT in delivering its customers the best services.



## YILPORT Yarimca: Choice of the Leading Companies



Petro coke operations continue without slowing down. 20,500 tons of petro coke products were warehoused, handled and loaded onto vessels at our port in 2016. Leaders of the industry have already booked their place for 2017 warehousing and vessel loading operations.

In addition to this, 5000 tons of sulphur will also be loaded and handled for warehousing at YILPORT Yarimca Terminal.

YILPORT offers multiple services to its customers. While the transportation service is carried out by Eti Lojistik; the agency service in ship operations, on the other hand, is provided by another YILDIRIM Group Company, YIL-MAR.

YILPORT Yarimca terminal, where operations continue without slowing down, will continue to be the center of its customers' attention. The advantageous hinterland and state-of-the-art equipment obviously boost the attention.

## Joint Contribution to Environment



YILPORT Yarimca is going one-step further with its unique services and reliable operations. YILPORT Yarimca is not just offering state-of-the-art equipment but also it contributes to the preservation of the environment as well.

YILPORT Yarimca will invest in future generations by contributing to the environment by a new agreement. Pneumatic conveying system project is expected to kick-off by the first quarter of 2017. Cement operations will be held sanitarily and environmentally friendly by the dust preventive conveyor belt system.

## Throughput: YILPORT Yarimca Terminal







2016 / Q1

## YILPORT GEBZE reached 1 million TEU annual capacity

YILPORT Gebze reached 1 million TEU annual capacity. New berth now able to handle vessels with a capacity +18,000 TEU



2016 / Q1

## YILPORT proud to welcome Hapag Lloyd Containers

Hapag Lloyd and its valuable import and export customers will experience YILPORT's privileged container operations services



2016 / Q1

## New RTGs to YILPORT Gemlik Terminal

Mitsui Engineering & Shipbuilding Co. Ltd. will deliver Six (6) units of RTGs to YILPORT Gemlik Terminal in Turkey



2016 / Q1

## The Honorary Night of YILDIRIM Group Leaders of the Economy 2015 Awards

Gemport ranked as winner in logistics sector leaders and tax championship category



2016 / Q1

## YILPORT Holding Has Concluded the Biggest Turkish Investment Ever in Portugal

YILPORT Holding Bought TERTIR for 335 Million Euros and Became the Owner of 10 New International Ports



2016 / Q1

## Newest Tugboat Garip Y. has joined to the fleet

The tug fleet of Gemport serves five other terminals in Mudanya and Gemlik region as well



2016 / Q2

## YILPORT Holding Acquired SOLVENTAS Terminal In Turkey!

YILPORT Holding acquired 100% shares of Turkey's largest liquid terminal Solventas Technical Storage Co. Inc.



2016 / Q2

## Yilport Holding appoints Christian Blauert as new CEO

Mr. Baluert performed in top management roles and positions nearly half the time he spent within the port business





2016 / Q2

## Gemport To Handle Hatchback Egeas

Fiat is planning to export 700,000 cars in collaboration with Gemport during the year



2016 / Q2

## YILPORT Taking Over All Operations in Port of Gävle

YILPORT has been awarded a 30-year concession with the Port of Gävle on May 2 for the rights to operate the port related terminal services



2016 / Q2

## YILPORT Gebze and Gemport Are Ready For VGM-Solas

YILPORT Gebze and YILPORT Gemport Terminals are ready to provide VGM data



2016 / Q3

## YILPORT Gemlik's YILFERT Terminal is Ready For Operations

Game changer new terminal at Gemlik



2016 / Q3

## Gemport Beats New Records

Gemport reached all-time-high number with 33.531 CEU in a single month by June



2016 / Q3

## YILPORT Holding Secures 50-Year Concession For Ecuador's Puerto Bolívar

YILPORT Holding Secures 50-Year concession for Ecuador's Puerto Bolívar and commits to invest USD 750 Million in the port



2016 / Q3

## YILPORT won the International Investment Award Golden Anchor 2015

YILPORT Holding won the international investment award with four deal closing agreement for Tertir, Solventas, Sweden and Ecuador



2016 / Q3

## Reaching the privilege is just one click away INFINITY

Privilege becomes E-standard!





# MARBLE YARD

**15.000 mt**  
storage capacity

**10.000 m<sup>2</sup>**  
storage area

One of the region's major contributors **Yilport Gemlik-Gemport** continues to set the pace among its competitors with **10.000 m<sup>2</sup>** full concrete outdoor storage area. In this totally lighted up and secured area which is being controlled 24/7 with security cameras is also feasible for container and truck loading.

## ADVANTAGES

- > Damage free operations with specialized equipment
- > **Block based addressing system**
- > Non-bonded area
- > **No overtime**
- > Three available heavy duty forklifts and specialized manpower
- > **Storage services**
- > Stuffing services
- > **Dunnage and lashing available on demand**
- > Weighing
- > **Reduced cargo handling**
- > Direct loading to container from storage area





## YILPORT Bolivar is at Ecuador's Biggest Banana Exporters AEBE Fair



YILPORT attended one of the most prestigious banana exporters event in Ecuador. AEBE Fair took place between 10-13 November 2016 to gather banana exporters, fresh fruit container liners, conventional liners, and paper providers for banana boxes at Guayaquil, Ecuador.

YILPORT Holding International Business Development Director Mr. Rafael Sapina who is leading the YILPORT Ecuador project stated that banana production is over 2.5 million tons per year. Now the banana exporters do not need to transport their goods to 4 hours' distance. Mr. Sapina also mentioned that YILPORT Bolivar will be the first deep sea terminal in Ecuador and liners will get the benefit of the Panama Canal expansion. Terminal is planned to start container operations by the end of first quarter of 2017 with 500,000 TEU capacity in the first phase.

## YILPORT Nordic at Logistic Trade Fair in Gothenburg



YILPORT attended Sweden's largest logistics trade fair for the first time. Game changing motto of "A better way to Stockholm" was utilized in marketing Oslo, Gävle and Stockholm Nord terminals at Svenska Mässan - Swedish Exhibition & Congress Centre between 15-16 October 2016.

Businesspeople from various industries visited YILPORT Nordic stand and had a chance to get information about the growing portfolio of the company and multi-purpose advantages that it provides to 8 countries and 20 terminals. Overall it was a successful event with lots of new connections made.

YILPORT Nordic Terminals General Manager Eryn Dinyovszky gave presentation at a session regarding intermodality, and how YILPORT connects Gävle to Stockholm's import market.

## Transitex Won the Business Excellence Award



The Transitex team was awarded with the Standard Bank Business Excellence Award 2016 for best company with less than 50 employees by the Portuguese Chamber of Commerce in South Africa. This award is given to companies of Portuguese origin operating in South Africa.

The award ceremony took place at the World Trade Center in Sandton, South Africa. Transitex South Africa responsible, Tiago Martins appreciated the prize: "This award is an important recognition of the work we have done in South Africa over the years. Being a prize awarded by the Portuguese Chamber of Commerce in South Africa, it renews our commitment to continue to enhance the Portuguese companies that want to invest and export to this market, helping them to be competitive with reliable logistics solutions and quality."

## Transitex Goes Solo in Africa



Starting in December 2016, Transitex inaugurated its international road transport service, guaranteed by a fleet of its own trucks in Africa. The service allows transportation of dry cargo, project cargo and machinery. It operates from and to South Africa and Mozambique, with connections from here being possible to Malawi, Zimbabwe, Zambia, Botswana, Namibia, Angola, Tanzania, Rwanda and Uganda.

To support this service, Transitex has its own warehouses in Maputo and Johannesburg, which allow the consolidation and deconsolidation of cargo.

The purpose of this service is to better connect Southern Africa, creating logistics solutions that are continuously more flexible and competitive.



## Digital Transformation Powered by SAP Atlas Project Kicked Off



**YILDIRIM Group took the first step towards business transformation with the ATLAS project. The pilot project kicked off at YILPORT Holding targeting digital transformation.**



With the ATLAS Project, YILDIRIM Group has set out to implement the SAP solutions in all its companies to establish a standard structure to manage all functions from a single center. The system will ensure a process management linked with each other, manageable, controllable, observable, traceable and efficient.

In this transformation project SAP is implemented as the enterprise resource planning (ERP) system. SAP offers modular, integrated business platforms tailored for the goals of a company. It offers smart and simple infrastructure, integration control, and compatibility with non-SAP applications. It provides interfaces that users can easily adapt to. SAP provides the environments where it is possible to define company strategies, risks, monitoring, and control the parameters within the system. ERP accelerates financial consolidation and reporting processes. Thanks to process traceability, SAP provides an environment suitable for process improvements. As a result, it contributes to increased efficiency.

A project announcement meeting was held in Crown Plaza on November 3 to promote ATLAS project to process managers and key users.



Every participant was informed in detail about SAP, which will make it easier for every employee it touches. The system will enable role-based work models, on-system approvals, system-wide traceability, fast and flexible reporting. SAP will be easily and simply usable by every employee. YILDIRIM Group Senior Manager of Corporate Systems Ömer Artuk and Process Transformation Manager Salmine Pektaş made the presentation. YILDIRIM Group CAO and YILPORT Board Member Mustafa Erkanat, YILPORT CEO Christian Blauert, YILPORT Gebze General Manager Efe Hatay and YILPORT Gempport General Manager Antonio Barbara gave speeches, commenting on employee obligations and the how they will benefit from the project in the end. By giving the message "one job at a time," the importance of designing a working system that does not include repetitive tasks is underlined.



## YILPORT Gebze Won Above the Line Sectoral Performance Award



9th Above the Line Sectoral Performance Award ceremony held at Wellborn Luxury Hotel Kocaeli in 28th of November. YILPORT Gebze won the award in Transportation and Logistics Services field. This yearly organized award ceremony is held by Kocaeli Chamber of Industry and covers the companies operating among Marmara Region.



YILDIRIM Group President Robert Yuksel YILDIRIM received the award on behalf of YILPORT Gebze. YILPORT Holding Board Member Mustafa Erkanat, YILPORT Holding CMO Erhan Ciloglu, YILPORT Gebze General Manager Efe Hatay, YILPORT Holding Marmara Region Sales Director Captain Serhan Cilengir, YILPORT Dilovası-Solventas General Manager Mustafa Selcuk also attended the event.

## YILPORT at IMO Congress Parallel Event



This year's parallel event for international maritime day was hosted by Ministry of Transportation, Maritime Affairs and Communications at Halic Congress Center Istanbul between 4-6 November 2016. IMO defined the theme of this year's events as "Shipping: Indispensable to The World." IMO General Secretariat Kitack Lim and 172 IMO member countries' representatives attended the event.

Minister Ahmet Arslan visited YILPORT Holding's booth and received information about the growing portfolio of the company.



YILPORT Holding team had an opportunity to mention the aggressive growth strategy of the company and its goal to be ranked among top 10 international port operators by 2025. During the fair, YILPORT Holding Sales and Marketing team strengthened its communication network.

## Certificate of Appreciation by Governorship of Bursa

On 8 December 2016, Huseyin Can YILDIRIM was honored with certificate of appreciation by Governorship of Bursa regarding to our contributions and support for the construction of Gemlik Anatolian High School within our social responsibility scope.





## A Successful Fire Drill at YILPORT Gebze



On 25 November 2016 YILPORT Gebze HSE team performed a successful fire drill at Terminal-II filling station. The drill was conducted to implement firefighting in emergencies, fire extinction and rescuing techniques within the scope of Emergency Action Plan (EAP).

Per the scenario, a fire broke at Terminal-II filling station during the filling of a truck. An employee was rescued who was blacked out during the maintenance. 23 employees attended the fire drill and it took approximately one hour.

YILPORT Gebze team consistently updates their safety principles and awareness to provide essential trainings.



## Safety Training at YILPORT Gebze



Developing a safety culture among employees is one of the utmost priorities of YILPORT Holding. It carries on with its continuous improvement and development works within this context.

The latest one of these trainings was held at YILPORT Gebze. 82 employees completed an intense 5-day training.

Being a milestone for safety awareness, these trainings ensure YILPORT to continue accident-free and damage-free operations. Safety trainings will continue further with commitment to our "Safety first" principle.



**SAFETY BY CHOICE  
NOT BY CHANCE**



# Meet Our New Terminal Operating System: SIGMA



## YILPORT Holding's IT development team is bringing another game changing system into action with Sigma

This in-house developed application allows operators to monitor general cargo and bulk cargo movements as well as covering inventory control and various other business requirements for Bulk, LCL and General Cargo. Wireless applications allow for remote inventory control using mobile devices with scanning and data entry capabilities.

The primary goal of Sigma is to enable the operations department to access the information they need instantly, thereby reducing the workload and increasing the quality of service. The system has different user profiles and secure access options, allowing operators to see different information from the inside. It provides real-time information on output and input operations with the latest internet technologies. Users will be able to compare data quickly and synchronously.

Sigma provides a platform from which users can monitor cargo information while allowing YILPORT to record and share operational data. The program contributes to the continuity of the operations and sustainability of the company with multi-user

portal used by all YILPORT general cargo terminals. The process of planning and controlling cargo operations is addressed with special reference to the derivation of the loading and unloading plans and the requirements for ship to shore communication. Sigma handles non-containerized cargo operations, managing shipment details and events from bill of lading and declaration submission.

In the first phase application will provide reports for entire YPH users. In the near future, the application will provide faster reporting capabilities for all users. With Sigma, users will be able to meet the end-to-end traceability of operational records on a single platform.

Sigma's user-friendly software improves the productivity and performance of people and equipment. This software is designed by user interaction experts, working closely with YILPORT's expanding user network to deliver continuous improvement that simplifies your operations.

## BENEFITS OF SIGMA

Sigma  
Multi-purpose  
Terminal  
Systems

- ✓ More traceability
- ✓ Easier reporting to the customer
- ✓ Better and more transparent operations
- ✓ Flexible reports

SigMa  
Multi-purpose  
Terminal  
Systems





# 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 , Yarimca, Gemlik, Gempport, Gebze E-5

### Malta

Malta Freeport

### Norway

Oslo

### Sweden

Gavle, Stockholm Nord, Baltic Sea Gateways

### Portugal

Liscont, Figuera Da Foz, Leixoes, Socarpor, Sotagus, Sadoport, Tersado

### Spain

Huelva, Ferrol

### Peru

Paita

### Ecuador

Puerto Bolivar

### Contact Us:

YILPORT HOLDING Inc.



YILDIRIM Group

