CONNECTIONS'S CONNECTIONS



2019 Q-4



Italian Chamber of Commerce and Industry Foundation Awarded YILPORT Holding

YILPORT Leixões: Developing a Robust Business

YILPORT Puerto Bolívar Now Operates with Four Mobile Harbor Cranes

YILPORT
Holding
Announces New
Business Plans
for 2020 and
Beyond

YILPORT Grows Bigger with Prosperity

toptalk:

INTERNATIONAL BUSINESS DEVELOPMENT DIRECTOR

Rafael Sapiña GARCÍA

YILPORT'S GLOBAL PORTFOLIO











































Connection Magazine 2019-Q4

28

Shortsea

- A Successful Venture for YILPORT Oslo with **Great**

Potential to Grow

6

YILPORT Grows Bigger with Prosperity



- **44** YILPORT Puerto Bolívar Now Operates with Four Mobile Harbor Cranes
- TPE Operated
 The Largest Vessel of Its History

- **10** | Container Shipping Industry Outlook
- **12** Review & 2020 Expectations
- 15 Italian Chamber of Commerce and Industry Foundation Awarded YILPORT Holding
- **21** General Cargo Equipment Inventory Expands in Gemport Terminal
- **41** YILPORT Leixões:

 Developing a Robust Business
- 49 Malta Freeport
 Welcomed The Largest Vessel

YILPORT
Holding
Announces
New
Business
Plans for
2020 and
Beyond



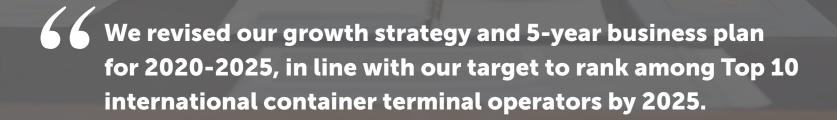
TopTalk
International Business
Development Director
Rafael Sapiña GARCÍA

connection MASTHEAD

Executive Editor : Aytug PIRIMOGLU Editor-in-Chief : Ece YAVUZ Guest Editors:

Peo APEL Kemal AYSEL





Robert Yuksel YILDIRIM, the Founder and Chairman of YILPORT Holding, took the helm at the company as CEO, after Christian Blauert stepped down in December 2019. In YILPORT Holding's driving seat, Executive Chairman & CEO Robert Yildirim announced his new vision, his short-term and mid-term business plans for the company.

YILPORT will focus on organic growth in 2020. We will prioritize efficiency increase across our current portfolio of 22 terminals in 10 countries. We are looking forward to grow throughput volumes, and enlarge some of our terminals to elevate their annual handling capacities. 2020 will be the year of expansion and modernization at YILPORT. We place emphasis on value-added projects and state-of-the-art equipment; thus we will boost productivity through process excellence.

We are currently engaged in final phases to start operations in two container terminals in 2020; Taranto Container Terminal in Italy, and Gulfport Terminal in Mississippi, USA. We plan to revamp Taranto Container Terminal, and bring annual capacity up to 1.5 million TEU. At Gulfport, we

committed to reach 600,000 TEU annual throughput in 2 years with immediate investments, after taking over the terminal in the second half of 2020.

In Ecuador's Puerto Bolívar, we are expanding the port by constructing the 450-meter long second container berth with 6 new STS cranes and 18 e-RTG's from Mitsui E&S. 2 STS's with 22-row outreach plus 6 e-RTG's shipped from Japan this month. The remaining 4 STS's with 24-row outreach and 12 e-RTG's are going to be delivered at the end of 2020 or in the first days of 2021. All these e-RTG's are 1-over-6 high and 7+1 wide. We also received 2 MHC's from Gottwald for super-post-Panamax cranes in October 2019, and they are in operation. Hence, the annual capacity of the terminal will reach 1 million TEU.

In October 2019, we added 4 new e-RTG's at YILPORT Gebze terminal in Turkey. They helped us to improve yard and berth productivity. On the other hand, we just ordered 4 new STS's with 23-row outreach and 6 new e-RTG's for our Gemport terminal in Turkey.

We constructed a 400-meter long additional container berth at Gävle Container Terminal in Sweden. We are preparing a new yard for automated e-RTG operations. For this reason, we have ordered 3 STS's with 22-row outreach from Mitsui E&S, and 6 automated e-RTG's with 1-over-6 height and 7+1 wide from Konecranes. These cranes will be delivered in the first quarter of 2021.

In Portugal, we have ordered 6 e-RTG's for Leixões Container Terminal in Porto, and 6 e-RTG's for Liscont Container Terminal in Lisbon from Konecranes. These cranes will be delivered in the first half of 2021. In addition, we will sign a new contract with Mitsui E&S to order 4 new STS cranes with 22-row outreach. We expect to receive these cranes from Japan in the first quarter of 2022.

In Puerto Quetzal in Guatemala, we purchased 4 new MHC's to handle the super-post-Panamax container vessels. Two of those cranes were purchased from Liebherr, and two from Gottwald.

YILPORT Looking Forward to the Second Phase of Acquisitions

After our intensive investments for terminal equipment and cranes in 2019 and 2020, YILPORT will be ready to serve our customers more productive and more efficient. In addition to organic growth, YILPORT will continue its second round of acquisitions, especially pursuing gateway terminals in emerging markets. We will try to acquire one or two ports per year in line with our typical growth strategy.

In the mid-term, we plan to collaborate with infrastructure, pension, and sovereign funds to make some sizeable acquisitions. YILPORT will welcome major financial investors to team up with us for win-win investments. YILPORT Holding will continue to look for investments in Europe, North America, Latin America and Africa, that offer potential growth.

On the other hand, we will continue to value our talented human resources as the crown jewels of our organization. In 2020, we will also invest in talent development via Yildirim and YILPORT Academy. In order to grow in the future sustainably and healthy, we will reorganize YILPORT Holding's executive management structure in Istanbul headquarters and regional offices.

We are looking forward to the new decade's investments with excitement. We believe YILPORT will become the niche global container terminal operator after our strategic investment projects with our unique game-changer can-do attitude and customer-oriented service.





YILPORT Grows Bigger with Prosperity

2019 has been another intense year that YILPORT lefts behind with full of infrastructure and substructure investments. The company also signed the concession agreement of Taranto container terminal for operating terminal for 49 years in July 2019. In 2019, YILPORT Holding is listed in the 12th place among international container terminal operators by Drewry's Global Container Terminal Operators Annual Review and Forecast 2019 report.

The worldwide terminals handled 6.1 million TEU containers in 2019, reporting 8% year-on-year volume growth compared to 2018. In 2019, YILPORT Holding terminals around the globe also recorded 10.5 million tons of general cargo volume, 316,920 CEU ro-ro operations, and 3.4 million cubic meters of liquid cargo volume.

Despite the regional and global basis economic fluctuations which had been altered from rising protectionism and other political developments such as the US-China trade war, US-Iran sanctions, Brexit, introvertish behaviors of country rules and conservative policies over the growth numbers globally; the main drivers of the company's volume growth were Latin America, Iberia, Nordic Region and Turkey respectively.

Today, YILPORT Holding globally operates 22 marine ports and terminals: 5 in Turkey, 7 in Portugal, 2 in Spain, 2 in Sweden, 1 in Norway, 1 in Malta, 1 in Italy, 1 in Peru, 1 in Ecuador and 1 in Guatemala. In addition, YILPORT operates 6 dry terminals: 5 in Turkey and 1 in Sweden. YILPORT team is fully committed to using all endeavors for providing the best service to customers. The ambitious target of the company will continue to be strengthened with state-of-the-art technology and developments. terminal operator by 2025.







TURKEY:

Turkey growth in total volumes resulted a 3% increase for the region. Overall container volume handled across Turkey terminals is 1.115,103 TEUs. YILPORT Gemport welcomes to the new Containership 2 services (Libya and Tunisian) in October 2019. YILPORT Gebze terminal in Turkey, expansion projects continued to meet the needs of increasing demand and volume both in the container and liquid cargo handling assets. The terminal added 4 new E-RTG's and completed the berth construction and renovated the liquid terminal. Gemport terminal completed the first phase concreting works of 80,000 square meters new yard. YILPORT Solventas liquid terminal sustained its leading position and added new customers to its portfolio. Railway project continues to widen the logistics opportunities for the port. Marmara Shipyard became a part of YILPORT Rotaport, and the operations started in 2019.

NORDIC:

In Nordic region YILPORT has continued the aggressive growth path by delivering new solutions, services, and supporting the growing short sea trend which enables the environmental shift from road to sea that Nordic countries are targeting. The overall region volume is increased by 4%. Main drivers of this volume increase occurred in YILPORT Stockholm with 75% and YILPORT Oslo with 8% respectively. Total amount of volumes handled in the region is recorded 495,278 TEUs in container operations, 2.241,502 tons in general cargo and 28,197 CEUs.

In addition to new service port of calls, region's general cargo operational volume had triggered the volumes in positive manner. In Gavle, the terminal continues construction of a new fully automated high-rise warehouse for 600,000 tonnes of paper, the planned foodstuff laboratory, and a new logistics area adjacent to the port in addition to 600,000 TEUs expansion of the ongoing project.

A highlight for the Nordic region in 2019 was the introduction of InfraNode, a long-term Swedish investor, into the Swedish terminal portfolio. While only taking a minority share, this acknowledgment from the financial markets on the sustainability of the business and the growth strategy proves that YILPORT is maturing in its governance structure and sophistication in its long-term infrastructure planning.

This also delivers fresh capital for further investments in greenfield infrastructure to support the cargo owners. This type of transaction is a first for YILPORT Holding. The Nordic Region will continue to lead YILPORT as a role model for development and acting as a game changer.

MEDITERRANEAN:

2019 has been a challenging year for Malta Freeport Terminals (MFT). The Company which YILPORT Holding has 50% shares started off the year operating at elevated levels of capacity after having handled a record-breaking 3.3 million TEUs in 2018. Later this year, Malta Freeport experienced changes in its services portfolio. Within this context, the company closed the year registering a throughput of 2.7 million TEUs approximately.



IBERIA:

Iberia region showed an up-and-coming performance during the year 2019. The year had a 11% volume increase with the new service port of calls to YILPORT Figueira da Foz and YILPORT Sotagus. The region closed the year with 1.224,046 TEUs container handling and recording 2,753,430 tons of general cargo and 36,969 CEUs volumes.

The company simultaneously continue the projects in Leixões, Liscont, Huelva, and Aveiro. The Leixões development project of the container terminal south of the port of Leixões started in 2019. The capacity of the terminal will increase to 860,000 TEUs eventually with the investment that will cost EUR 43 million in total.

YILPORT Liscont signed memorandum to contemplate investment of 122 million Euros in the concession agreement. The investment will modernize the Alcântara Terminal, providing it with the latest technology used, both in equipment and in information systems, being compatible with the defense of the environment and promoting the tourism activities.



LATIN AMERICA:

In Latin America overall volume is increased by 23% among the region. The volume of the region is 300,101 TEUs of containers, 1.669,763 tons of general cargo. YILPORT Puerto Bolivar terminal volume increased by 40% with a total of 151,482 TEUs. The terminal added new services to its portfolio. The tender process which has been opened for expansion of container terminal is expected to be concluded latest at the beginning of the second quarter of 2020. The terminal increased its current equipment inventory with the addition of 2 giant mobile harbour cranes. The OLG company which YILPORT owns 55% shares in Puerto Quetzal, Guatemala added two new Gottwald Mobile harbour cranes in addition to two Liebherr Mobile Harbor Cranes LHM600 arrived at Puerto Quetzal last year. TPE Paita handled 292,000 TEU containers in 2019 with an 8% growth compared to 2018. Upgraded Navis TOS system enables the terminal to provide efficient, smooth, and safe operations. In 2020, TPE Paita will finalize its +60 meters berth expansion project by finally reaching 360 meters container berth length.

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

2016 - SOLVENTAS

MALTA

2011 - MALTA FREEPORT

SWEDEN

2014 - GAVLE

2014 - STOCKHOLM NORD

NORWA

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

ECUADO:

2016 - PUERTO BOLIVAR

GUATEMANA

2018 - OLG

MALAY

2019 - TARANTO









After a 2.2 % growth in 2019, a faster 3.4 % growth is expected in Container growth rate in 2020. 2019 growth rate was the slowest of the last 3 years, however, the better growth rate is expected for 2020, thanks to positive developments such as phase-one trade deal agreement between China and the US, promising positive talks for future phases and planned UK- EU trade agreement talks.

It is also expected a better freight rate in 2020 by many experts, considering settled IMO2020 sulfur measures effect, promising developments on trade talks and more balanced supply & demands also support it. It was seen a positive turn on November and December Freight rates after a year of decline on major trading routes.

The Imbalance on the demand and the supply was one of the major issues in the industry especially for the last 10 years, however, Consolidation in the Industry shows its positive effect on the control of the current order book which means more balance on supply and demand and promising future.

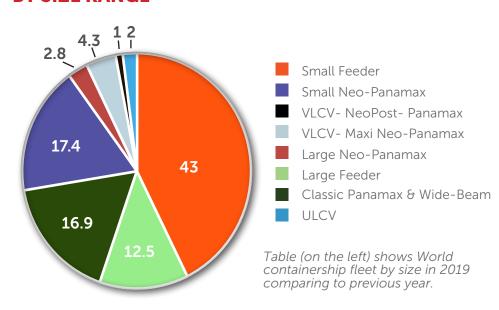
Quarterly Container

Shipping Industry Outlook

LATEST DEVELOPMENTS IN CONTAINERSHIP FLEET

According to Drewry December report, the fully cellular containership fleet reach 22,6 Million TEU capacity, a 1.3 % increase in 3 months. After a 3.7% growth in 2019 on cellular fleet capacity a similar growth projected for 2020, however, around 1.4 Million TEU of this capacity is idle. Majority of the Idle fleet is waiting for Scrubber retrofits at yards. On the last week of December total idle fleet reach up to over 250 vessels with 1.4 Million TEU Capacity.

WORLD CELLULAR CONTAINERSHIP FLEET BY SIZE RANGE



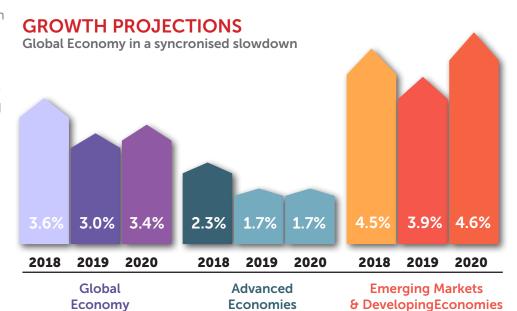
Global growth is expected 3.0% in 2019, lowest level over a decade and a 3.4% predicted for 2020 according to World Economic Outlook

OVERVIEW OF GLOBAL ECONOMY

FED lowered the rates to 1.5 %- 1.75 %

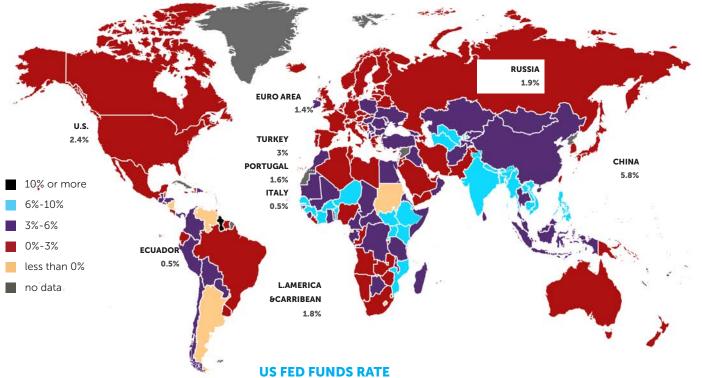
World Economic Outlook, the IMF in October viewed that global growth would recede in 2019 to its slowest rate since the financial crisis and that the self-inflicted wounds of the US-China trade conflict had created a "precarious" economic situation. It trimmed its previous forecast for global growth by 0.3 percentage points to 3.0%, with a rate of 3.4% predicted for 2020.

2019 Global Growth (F) 3.0% 2020(F) Global Growth 3.4%

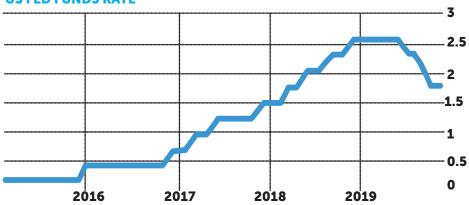


WORLD GDP

The Federal Reserve maintained the current fed funds rate at a range of between 1.50% and 1.75% at its Dec. 11, 2019 meeting. It first lowered to this range in October 2019. It had raised the fed funds rate to a range of between 2.25% and 2.5% in December 2018.



FED lowered the rates **to 1.5% – 1.75%** in December 2019



2 19

Review & 2020 Expectations



Emre UZUN
YILDIRIM Holding
Market Research Analyst

While we are looking ahead 2019, a year of drama with respect to changes in both macroeconomic and geopolitical environment, the cloud on the horizon has not vanished yet and pessimism persists in the global markets. Several events that hit the headlines during the year, including the endless trade war between USA and China, the impeachment story, the Brexit puzzle, street protests across the world from Hong Kong to Chile and escalation of geopolitical tensions in Middle East, have had a significant impact on global economy and financial markets' sentiments.

This kind of events and associated risks also brought about macroeconomic policy shifts around the world. FED and other major central banks started to run the show again in 2019 by loosening monetary policy and lowering interest rates in order to stimulate economic growth, although many economists had anticipated an increase in the rates at the end of 2018. FED lowered its rates from 2.25-2.50% to 1.50-1.75%, also pumped money into the REPO market to stabilize short-term rates despite a resilient US economy. ECB announced that they are to continue the quantitative easing policy and keep the rates negative as long as they need. PBOC has taken similar

'The yield curve of US bonds inverted in 2019 and it may still be a sign of a probable recession'

actions to offset the adverse effects of slowing Chinese economy.

When we look at the financial markets, it is obvious that safe havens, notably gold, have taken advantage of those monetary easing policies and uncertainty over the global economy. Gold prices went up by approximately 20% to \$1550/ oz, the highest level after the 2011-2012 period, as central banks hold more gold in their reserves and investment demand has been surging amid uncertainties. S&P 500 also experienced the best year after 2013 and soared 29% in 2019 thanks to an upcoming phase-1 trade deal and strong US macroeconomic parameters. Oil prices were somewhat volatile and rose more than 20%, taking into account Saudi Aramco attack, US sanctions on Iran, OPEC production cuts.

On the other hand, the slowdown in the Chinese economy, lower than expected economic growth of Japan and European countries in spite of all the monetary and fiscal policy measures, have continued to weigh on markets sentiment. Furthermore, unresolved issues in global and domestic affairs such as Brexit, trade wars, USA-North Korea relations, Iran sanctions and nuclear deal with the country, endless Middle East conflicts are other significant parameters that

may affect the outlook in 2020. I would like to remind that yield curve of US bonds inverted in 2019 and it may still be a sign of a probable recession. Historical data suggests that the curve has had a negative slope (inverted) before every US recession since the 1950s, on average 16 months earlier than the beginning of the recession period.

FED's accommodative policy and strong domestic economy, namely record low unemployment and inflation in line with the target, may result in the continuation of the stock rally in the US. Trump will likely avoid any actions or policies that may hit the US economy hard in the election year. Besides, historical data shows that election years in the US have typically produced positive equity results. Even so, it is clear that presidential election/ impeachment and trade talks are of vital importance for the direction of financial markets in 2020.

In the very first day of the new year, President Trump has chosen to take muscular actions against Iran and ordered killing of Iran's one of the most influential commander Qasim Soleimani. This leads to a surge in oil prices and crude climbs 5% after the assassination, surpassing \$70 level. Rising tension in the region will create additional uncertainties and



may weigh on the global economy amid potential retaliations. If oil prices continue to increase, one of the outcomes may be an inflationary pressure across the world, especially in the US, where FED's policy may be affected.

As for the Brexit issue, most people believe that Brexit dilemma is to be unravelled after the election in December 2019 and this result caused appreciation of sterling. Similarly, stock markets in the US reached record highs as Phase-1 trade deal is expected to be signed in the first months of the year. Investors continue to follow developments regarding these issues very carefully since they are seen as potential threats to markets if unresolved.

The US and developed economies seem supportive for emerging markets going into 2020. FED and ECB's policies will likely remain in the same path such that they will either keep interest rates unchanged or continue to ease cycles. China is willing to provide a stimulus for its domestic economy as well. All of these actions may bolster the risk appetite of investors, which in return give support for emerging economies. On the other hand, substantial risks still exist and capital

flows to EMs may show high volatility due to changes in risk appetite resulting from developments in trade talks or other issues. Country specific risks such as that of Argentina, Chile, Brazil or South Africa, should also be followed for the health of the emerging markets economies.

Turkey had rough times in 2019 because of global developments explained above in addition to its distinctive domestic and international issues. Elections and increased political tensions in the last year hit the economy and pushed the foreign currencies upwards. Potential US sanctions to the country for its purchase of \$400 air defence systems and military operation in Northern Syria had also adverse impacts on the country's already sluggish economy. Apart from longstanding issues like Syria, Iraq and problematic relations with the US and major regional countries, Libya file added to the country's agenda at the end of the year.

In order to overcome macroeconomic problems like high unemployment and low growth, the government has implemented an easy monetary policy and the central

bank lowered the interest rates very quickly. CBRT also utilized some unusual tools such as foreign currency swaps to ensure financial stability and supported budget deficit by allowing government to use contingency reserves. All of these geopolitical and financial issues remain to be obstacles for the wellbeing of the Turkish economy as we are passing through 2020. Commodities market experienced a dismal period in 2019, as most commodity prices tend to fall during the year, except commodities such as gold, nickel and palladium, all of which have their own stories. We believe that deals on US-China trade dispute, the trajectory of geopolitical issues, and growth of Chinese economy, fiscal and monetary policies implemented in the US, EU, China and other major countries are going to determine the direction of commodities markets in 2020. As such, we are relatively optimistic regarding commodities market compared to 2019, keeping our cautious stance for the outlook.



Yıldırım Executive Management

Visited GLC Iberia



YILDIRIM Group and YILPORT Holding Executives paid a surprise visit to YILPORT Iberia Global Logistics Center. were briefed on ongoing processes and had a chance to meet in person with the team who work at GLC in Iberia Region.

Global Logistics Center Iberia Region Director Grant NOADES emphasized that; "It was a wonderful surprise for all of us and special to see and meet Mr. Robert Yuksel YILDIRIM in person."

Port Development Executive Director Rafael Sapina at TOC Americas

YILPORT Holding Port Development Executive Director Rafael SAPINA gave a presentation TOC Americas at Port Investment & Port Infrastructure Forum CCCI, Cartagena, Colombia.



During his speech, Mr. SAPINA gave detailed information on the projects conducted among Latin America Region. By explaining the ongoing projects on YILPORT Puerto Bolivar expansion and dredging works, he shared the vision of the company and insight into the latest developments and challenges of the U.S., Central and Latin America infrastructure projects.

He highlighted that; "There is overcapacity in many areas and lack of transparency on the private and public sides causing to unfair competition inside the same country. Thus, the lack of a stable policy, varying with government changes" and he added by quoting the American management consultant Peter Drucker that "You can't manage what you can't measure.", with the meaning that you can't know whether or not you are successful unless success is defined and tracked. Some others add "You can't improve it".

Italian Chamber of Commerce and Industry Foundation

Awarded YILPORT Holding



YILPORT Holding was awarded related to the concession agreement which YILPORT to undertake all operations at the multipurpose terminal of Taranto Port for 49 years by the Italian Chamber of Commerce and Industry Foundation.

The event held at Italian Embassy Venezia Palace at Beyoglu, Istanbul Turkey. While YILPORT Holding Port Development Director Rafael Sapina and CMO Mr. Erhan CILOGLU and YILDIRIM Holding Government Affairs & Corporate Relations Director Kemal Ekin AYSEL executives attended the event, Mr. CILOGLU received the award on behalf of YILPORT Holding.

The Italian Ambassador Massimo Gaiani emphasized that "This investment is very important because of better connectivity. I think everyone will benefit from your investments. It will make trade easier and you can reach Italy and Turkey more easily. So, your investment is not only important what you bring to Italy but support to give to all trade relations. Thank you very much for your investment."

By thanking the ambassador and president Mr. CILOGLU emphasized that "As YILPORT holding we are active in 10 countries with Italy under the YILDIRIM Group globally besides the other investments and industries that YILDIRIM Group. Italy has been always a country that we are seeking for investment. We are very glad to have this opportunity in Taranto. Taranto is a very lovely part of Italy and the port itself will be an extremely state-of-the-art port of Italy. We believe the potential of the hinterland a lot. I would like to thank all local authorities the president of the port Mr. Sergio Prete and the Mayor of the Taranto Rinaldo Melucci and the Governor Puglia Region Michele Emiliano. I am taking this award on behalf of YILPORT Holding and I would like to share President & CEO of YILPORT Holding Mr. Robert Yuksel YILDIRIM's thanks. Thank you very much. We are very happy to be in Italy."

YILPORT TURKEY REGIONAL INFORMATION

ROOT TERMINALS OF GLOCAL EXPERIENCE

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

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















4 RTGs Arrived at **Gebze Terminal**

YILPORT Gebze welcomed 4 new RTGs on September. The terminal will gain 3,182 TEUs additional space with stacking site to be built in the place of former CFS yard. With this new euipment investments and ongoing road and gate projects, terminal targets to reach utmost efficiency in operations.

Gebze Moves Forward in Project Cargo Operations

YILPORT Gebze completed a new successful project cargo loading. The loading operation of a boat with 55 tons and 14 m long has been completed on named Mv NAVIOS DORADO.



This domestic manufacturing boat was exported as quickly and safely as possible and loaded from the sea to vessel. With the meticulous operation of our team, YILPORT has once again proved its professionalism in project cargo operations.

Gebze Team Hosted Multi Regional Customer SSAB

SSAB which is one of the most valuable customers in both Nordic Region and Gebze terminal in Turkey visited YILPORT Gebze terminal in November. Gebze Sales and Eti Logistics Operations team accompanied SSAB Regional Sales Manager Mr. Ural ALGIER and Customer Care Coordinator Mrs. Merve AKALIN from SSAB during the visit.



The visitors wanted to see the stripping operations of their containers which the operations have been conducted in our CFS terminal primarily. After the terminal tour, they conveyed their thanks for our collaboration and hospitality. We are very glad to host them to improve our collaboration for the next periods.



Gebze Team Hosted 'Leading Chemical Company' BASF

BASF, which is one of the most valuable customers in YILPORT Gebze visited our terminal with their customs broker, Pirsan Customs Broker with BASG Global Customs Vice President Mr. Jochen DACHERT was in Turkey.

In addition to Mr. Jochen Dachert, Senior Manager Customs Europe South Mr. Nurettin SEZER, Customs & Foreign Trade Manager Mrs. Zeynep Şirin YILMAZ from BASF; Mr. Ahmet Vural and Mr. Ayhan Ayvacı from Pirsan Gümrük Müşavirliği were accompanied by our Gebze Sales Team and Operation Team during the visit. After a presentation about our terminals in Turkey and our global structure, a terminal tour was made. They conveyed their thanks for our collaboration and hospitality after the terminal tour. We are very glad to host them to improve our collaboration for the next periods.

MSC Visited

Gemport Terminal

The senior management of MSC Shipping

Agency, which held its executive committee in

Bursa in October, visited Gemport Terminal.

While the meeting was held in a very warm and friendly environment, Gemport had the opportunity to evaluate the sector and market conditions and exchange ideas.

MSC senior management was informed in detail about the existing yards where the terminal visits were made and the investments planned for the upcoming periods after the meeting.





The 5th Bursa Block Marble Fair, which is attended every year has been completed as an efficient activity for Gemport as in previous years. Gemport, which has come together with its customers from the region and hinterland, has introduced new services as well as VGM, Gate, Pregate and so on. systematic changes have the opportunity to inform customers one-to-one.

Gemport marble warehouse operations, which started to increase the amount of marble warehouse volumes day by day, started to market the existing storage service as an improved and expanded service at the end of 2017 and especially targeted 2019 block marble fair stones. At the point reached after the fair with effective marketing and promotion, it has managed to take approximately 75% of the block marble fair's pre-export storage. Due to the fact that approximately 1500 of the 2000 and 40.000 tons of block marble exhibited at the fair, approximately 30.000 tons of descending into Gemport marble warehouse and then departing from Gemport in a containerized manner, the storage of the block marble fair will make a significant contribution to the container volumes in the short term.

General Cargo Equipment Inventory

Expands in Gemport Terminal

YILPORT Gemport expands its equipment inventory to provide solutions to its customers. The terminal continues to make difference in general and bulk cargo operations with customized equipment.

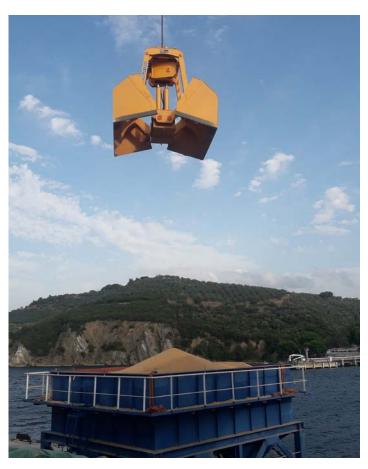


PORTAL CRANE FOR MARBLE PRODUCTS

YILPORT Gemport has added the Portal crane with a capacity of 40 tons and a lifting height of 20 meters to its equipment inventory.

The new equipment is used especially for block marble stacking. By this way, YILPORT Gemport will be able to provide more efficient service to its customers in the block marble storage services with less costs. Thanks to the gantry crane installed in the new CFS site, our operation speed will be increased for block marble stacking and at the same time it enabled us to perform safer operations in terms of occupational health and safety.

By changing the portal crane equipment attachment, it will be possible to stack and load various products which can serve various loadings.



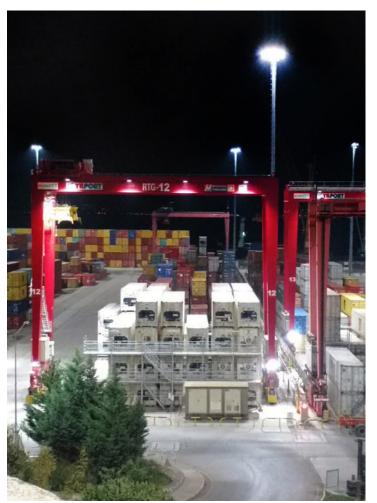
NEW GRABBING EQUIPMENT FOR GRAIN PRODUCTS

The current grabs are mainly used in mineral and stone chips commodities handling, but the newly supplied grabs will be used especially for bulk grain business. Thanks to the grab specs/volume, we are able to fully load one vehicle at 2 moves. With the arrival of new grabbing equipment, the terminal will be able to handle the bulk operations with our own equipment by minimizing the services supplied from subcontractor companies.

With the arrival of new equipment, YILPORT Gemport will continue to achieve faster, more efficient and successful operations in bulk cargo operations.



YILPORT Gebze and Gemport terminals started to use state-of-the-art and environmentally friendly LED lighting systems technologies in terminals to provide maximum efficiency. As a result of intense researches to find custom solutions for the terminal, most resistant and low electricity consuming by increasing the quality and comfort of the lightening. The new system will enable to conduct port operations in the safest and comfortable way as working under the day light.



What makes this technology different from the basic LED lighting system is that, the RF systems which has a remotably controlled system and can be monitored and programmed for a certain scheduling.

The New LED Technology

- Terminals are surrounded by the most efficient and safest lightning
- The carbon footprint is decreased in all terminal operations
- RF System enables trace operations simultaneously via remote monitoring, and also system enables controlling and adjusting light intensity with hourly/daily programming for safer operations.
- Terminals decreased their electricity consumption by 40%

YILPORT Turkey Terminals aim to provide best operational experience to its customers with an environmentally friendly company culture.



MARBLE YARD

One of the region's major contributors **Yilport Gemlik-Gemport** continues to set the pace among its competitors with **10.000 m**² 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.

15.000 mt storage capacity

0-

10.000 m² storage area



ADVANTAGES

- > Damage free opeations with specialized equipment
- > Block based adressing 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

50th Anniversary of YILPORT Solventas

Turkey Chemical Manufacturers Association organized an event on November 8, 2019 at the Sheraton Grand Istanbul Maltepe hotel gathering Turkey's chemical industry and the leading companies of Turkey in "Secure the Future of Chemical Industry" organization. In the event, plaques were given to the companies that completed their 50th anniversary. YILPORT Solventas General Manager Mr. Elif ARTAN received the plaque on behalf of YILPORT Solventas.





YILPORT Solventaş Successfully

Passed SHELL Audit

In November 2019, the audit performed by YILPORT Solventaş by the team of SHELL's worldwide Experts team was completed successfully. The terminal, which is one of the priority suppliers of SHELL, hosts SHELL auditors periodically.

Turkey's Leading Liquid Terminal





















YILPORT NORDIC REGIONAL INFORMATION

IN THE HEART OF SCANDINAVIA'S LOGISTIC NETWORK

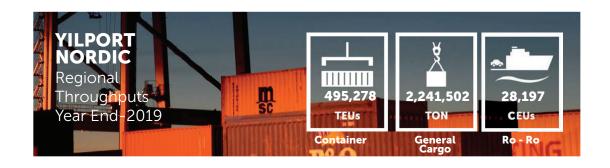
Located on Scandinavia, YILPORT Nordic terminals offer best solutions among its multipurpose peers. The terminals are located at different countries in Scandinavia. All of them are adjacent to industrial zones with connections to main roads and offering easy access.

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



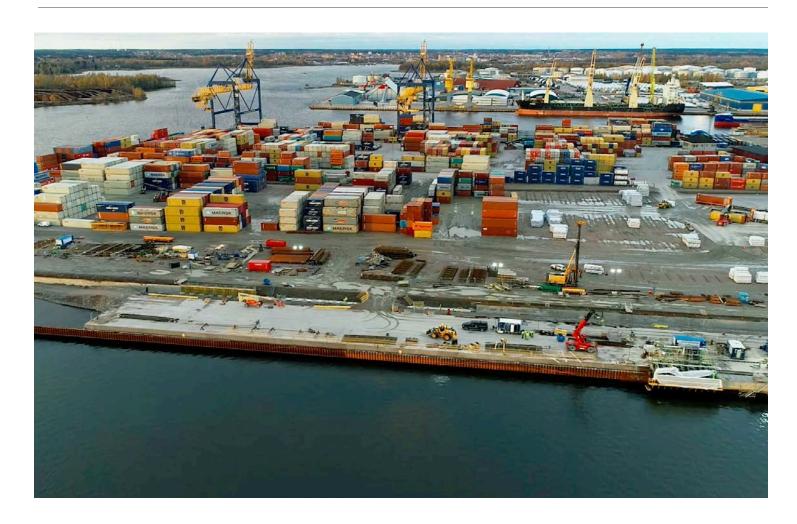




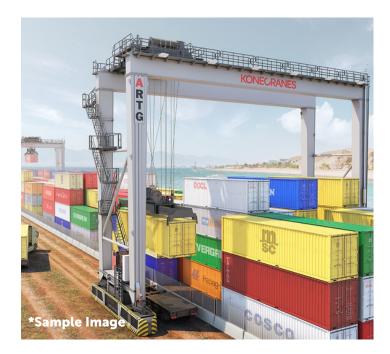




Three New Giant Cranes as Gävle Container Terminal Expands



YILPORT is set to make extensive investments in the expanding container business in Gävle. The new container quay being built includes three recently ordered Super Post Panamax cranes, which can serve significantly larger vessels than the terminal is capable of today. Among other things, they have much greater reach, and are able to load and discharge vessels carrying up to 8,000 TEU and with a width of 22 containers eleven more than the existing cranes can handle. They also come with the possibility of a high degree of automation, although the cranes can also be run traditionally; with operators placed in the crane.



"With this investment, we take decisive steps towards fantastic opportunities to further strengthening our position as the East Coast's largest—and one of Sweden's most important container ports. As the size of vessels increase, we are now well prepared to meet the needs of the shipping companies," says terminal manager Fredrik Rönnqvist.

6 New RTG's as Well

For maximum efficiency when handling containers in the new container yard, YILPORT has also ordered six electrically powered automated rubber tyred gantry cranes (RTGs). With their high stacking capacity—6 containers on top of each other—as well as excellent maneuverability, the RTGs are the smartest possible combination with the new cranes.

Customers Hurried to

Granudden's New Warehouse



The two new warehouses at Terminal Granudden were longed for. Even before the doors were in place, they were filled with cardboard rolls from the main customer BillerudKorsnäs. 16 000 tonnes of paper products are now stored on 10,000 m2.

"When we opened in October, the warehouses filled up quickly. It actually began filling up just before we got the doors in place. So, of course, even though we knew the demand existed when decisions were made about more storage space this spring, this is obviously something our customers really appreciate," says Terminal Manager Stefan Andersson.

The investment strengthens Granudden's position as a significant export terminal for the Swedish paper industry. In addition to BillerudKorsnäs, Swedpaper also stores and stuffs at Terminal Granudden. Both companies' production facilities are located right next to the terminal, and close contacts and cooperation between the parties are simple as well as important for efficient flows and handling of loads.

Every week, seven trains with 39 forty-foot containers each, run the short distance to YILPORT Gävles' container terminal on the other side of the bay. Three trains a week also departs for APM Terminals in Gothenburg.

YILPORT Trucks for Last Mile Delivery to Energy Giant E.ON



YILPORT Nordic's new trucks are now in place at Stockholm Nord intermodal terminal. They are the last step in the logistics chain when YILPORT supplies nearby

E.ON's combined Heat and Power Plant with biofuel from Port of Gävle, from where it's transported to Stockholm Nord with YILPORT's railway shuttle. The assignment covers 8,000 TEU annually, and in addition to the trucks, this Last Mile Delivery solution also means longer trains and more departures from Port of Gävle to Stockholm Nord.



Shortsea - A Successful Venture for YILPORT Oslo with Great Potential to Grow

With the Shortsea Promotion Center Norway (SPC-N), the Norwegian government wants to promote maritime transport as an alternative to road. This, of course, makes YILPORT Oslo an important contributor. For a couple of years now, the focus has been to increase shortsea shipping between Oslo and the continent, the Baltic countries, as well as Russia and Poland. The results of the studies and marketing activities done by the Port of Oslo and YILPORT Oslo have produced results in the form of more container traffic. In 2018, an increase of 14 percent was noted, and 2019 also looks very good.

With the Shortsea Promotion Center Norway (SPC-N), the Norwegian government wants to promote maritime transport as an alternative to road. This, of course, makes YILPORT Oslo an important contributor. For a couple of years now, the focus has been to increase shortsea shipping between Oslo and the continent, the Baltic countries, as well as Russia and Poland. The results of the studies and marketing activities done by the Port of Oslo and YILPORT Oslo have produced results in the form of more container traffic. In 2018, an increase of 14 percent was noted, and 2019 also looks very good.

"Now we continue with a comprehensive study to gain even more knowledge about the transport needs. We want to know more about who the potential customers are that are already sending goods by truck between Oslo and the Baltic countries and vice versa. The knowledge base we are building will, when completed,

also be available to interested shipping companies," says Maiken Solemdal, Commercial Manager at YILPORT Oslo.

The Port of Oslo and YILPORT Oslo are now continuing to expand their network, gathering knowledge, and marketing the benefits of shortsea shipping at trade fairs and meetings throughout the Baltic region. Norwegian and Baltic embassies as well as the countries' business organizations are important partners in this work.

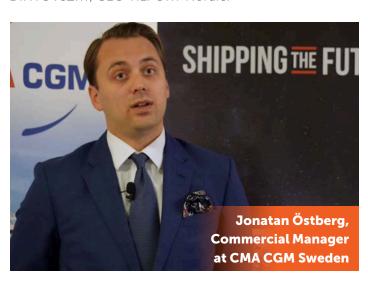
"We are constantly learning more, and our network is expanding. Our partners have been very active in collecting information and establishing new contacts. The effort we have put on shortsea has so far been successful, and I really believe in continued growth going forward," says Maiken Solemdal.



YILPORT's Major Investment A Game Changer in Gävle

The extensive investments in the Port of Gävle are now being implemented with full force. For YILPORT, this means a SEK 1.2 billion investment to equip the new container terminal with cranes and all other technology needed to service ever-larger vessels, as well as being able to handle the 1,200 TEU / week that the unique automated high stock for paper products will generate.

"Gävle has a unique location in the heart of a region with several of the largest Swedish export industries. Our investment strategy is long-term. One of the challenges for the Swedish export industry has been the lack of investment in the logistics chain's port assets. We are here to change that with a brand-new container port and significantly increased productivity," says Eryn DINYOVSZKY, CEO YILPORT Nordic.



All the major shipping companies are already present in Gävle, including Maersk, MSC, OOCL, Cosco, Hapag Lloyd, and CMA CGM.

"The Port of Gävle has played an important role in our growth in recent years. Our export and import volumes have increased in both short and deep sea. We are looking very positively at the investments that the port is now making to attract more goods which can lower the cost per unit. Then our volumes will increase as well," says Jonatan Östberg, Commercial Manager at CMA CGM Sweden.

The large investments in Gävle are made in close cooperation between the municipality owned Gävle Hamn AB and YILPORT. The new container terminal will be operational during 2021.



How was the year 2019, in terms of the company's organic and inorganic growth targets?

2019 was an intense year for YILPORT. In number of new adding to our portfolio was only one, Taranto Container Terminal (San Cataldo Container Terminal), in Puglia, Italy. But there is a significantly long list of new and potential opportunities in YILPORT's pipeline. The years have 365 days, and some of the work done in 2019 looking for new acquisitions or adding ports will be seen in 2020, like hopefully Gulfportand more. We can refer to the words of our CEO and Chairman, Mr. Robert Yuksel YILDIRIM, in his recent interview for this magazine. Also, I want to thank him for the opportunity he gave to me when joining this amazing project which if Yildirim / YILPORT project, in 2013.

So, our inorganic growth was not high in numbers yet, but I am sure we as a Team, we shall take over and develop Taranto soon and big.

Also, OLG in Puerto Quetzal, Guatemala, is still not included in our consolidated numbers, but as Mr. YILDIRIM also mentions in his interview, we have now four new generation MHC's, reaching 25 moves/hour, and competing in productivity with APMT terminal in front of OLG.

The new Government of Guatemala, with power take in coming week, has declared their intention to complete the dredging and

extension of a new berth, with 330m length and -14,5m depth, which will allow OLG to growth significantly.

But I would like to highlight that, of course, our professional corporate Organization makes us to believe and to follow a Budget Control, and also KPI's definition and follow up in order to have proper Management Tools (What you cannot measure, you cannot manage it, Lord Kelvin / P. Drucker). So, the real numbers of YILPORT 2019 in terms if throughput, revenue, and EBITDA, are below those we as a Team initially

defined.

for this has been Some of our colleagues in the above they left, but we still must thank them for their job and effort and wishing and addressed them all the best.

The

reason

internally

discussed

in all the

and also other

HQ meetings

forums, looking for

permanent improving

and with the target

Unfortunately (I have Nov

2019 figures), our throughput

to reach the budget.

and revenue went below the

budget, but not that much as

the EBITDA, which is in part due

to the more competitive scenarios

and also of the Global Economy

and Regional turmoil and external

factors, like making leaner our

effects. But also, we work on better

understanding and acting on internal

vision.

Like in the military, which is always one of biggest Companies, with huge number of assets, personal and material, huge capex per individual and as a whole, we are formed by people from very different origins, but we become YILPORT and then we have to act training any one of us in our Mission, Vision, Values, Organization and Discipline, Skills and prepared for tomorrow's challenges. Our Management works on analysis of threats and Opportunities, to adapt our Strategies to these, and we as a Team must be trained and Skilled in a Flexible and Adaptative way to the new environment. As Mr.

Teamwork, must give fruits in 2020, and further on. And this applies for organic throughput, revenue and EBITDA, but also for inorganic new cargoes and new terminals. We are working hard together to our CEO Mr. R.Y.YILDIRIM, Board of Directors members Ozer OZ, Evren OZTURK and Mustafa ERKANAT and to Yildirim PF, M&A, Law, Taxes Teams in order to continue the work done in 2019 and before, in order to continue achieving our mission and

which is clearly a

Yildirim mentions, we as YILPORT are investing already significant money, and we must be very supportive to the management with any indications from the scenario and competition that may make we have to adapt, to change the resources we have, or those we still must invest. And this is not a Silo task, but a participative one.

In fact, the present scenario with very big competitors, more present in our niches, makes we must work more on our training to become more preventive in approach, leaner in resources, innovative in mindset and increasingly reliant in our Global Deployment.

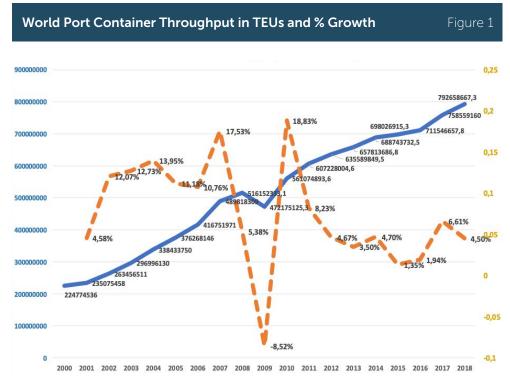
We must be agile, capable and fast on transitioning seamlessly between fighting with our competitors, training our team, fulfilling our corporate needs and functions, advising and assisting our clients.

I am sorry not to mention all our terminals and departments, but of course I consider them all as an excellent team, which still must show and to do much more and good. Thanks to all of you.

The world has been shaken by the trade war between the U.S.A. & China and BREXIT negotiations in the European Union during 2019. What was the impact on the investors in the port management & shipping industry?

First, both the Trade War (US-China Trade War) and the Brexit negotiations started in 2016. The Trade War was first hinted by D. Trump as the candidate to US Presidency, and Brexit vote was on 2016 as well, with an apparently "unexpected" win of the leave from EU.

Moreover, since the 2008/2009 financial crisis, especially from 2010, until 2017, the container liners did not make profits. It was just at the end of 2016 when started to recover, and 2017 was the best after the crisis, with profits. Trade growth in 2017 was a historical record of 4.1% vs 2016, with



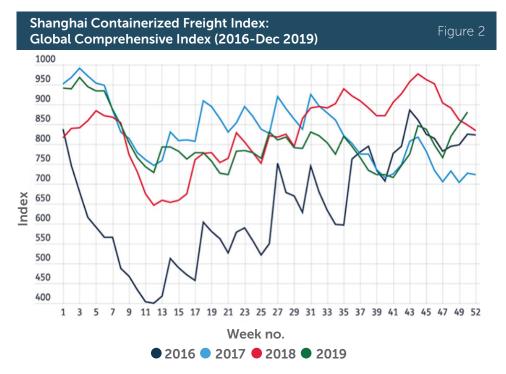
But the drop of trade started in 2018 when the trade growth vs 2017 went down to 2.7%, and port traffic growth of 2018 vs 2017 went down to 4.7%.

In container traffic, the growth in 2017 was of 6.61%, whilst in 2018 was of 4.5%. (as shown in Figure 1.)

The impact is very different for per region and ports. Los Angeles container throughput went down -12.4% in 2018, and Long Beach -3%.

But if we look at the Shanghai Containerized Freight Index, we can see that these crises are affecting the effects. (as shown in Figure 2)
The Trade War also is hiding other
geostrategic and geopolitics changes,
like the growing military power of
China in the West Pacific, forcing
the US to quickly change the kind of
equipment and forces in the area, and
to look for new allies in the Region.

About the Brexit, history is more complicated, with many changes in protagonists, in the negotiations. The Brexit started with a reaction against immigration of new Eastern EU into the UK. The curious thing is that many of these immigrants have an education or skills that the UK



needs, in big part due to eldering population. It is unknown yet the effects in ports and shipping, but the port container throughput in the UK grew significantly in 2017 and drop significantly again in 2018. (as shown in Figure 3).

There are many comments about the UK to increase their trade with third countries with which the UK may swift the trade with other EU countries, like South America, US and Canada, Far East. But this is difficult to confirm now.

So far, the last developments in the EU and UK negotiations make difficult to believe on a complete agreement within 2020, so Brexit would be a Hard Brexit and EU would apply normal WTO countries rules for trade with EU.

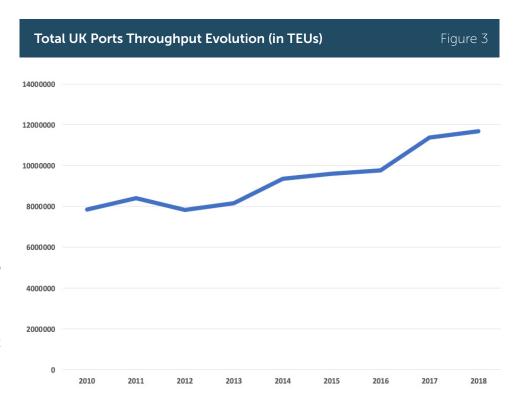
In that case, the affection to other EU ports, like the ones in the Iberia region, it is still unclear. So, we must closely follow up these developments and being agile, lean, flexible, proactive with our clients, to minimize the risks.

How is the process on Gulfport, Mississippi terminal concession agreement has been going so far?

Gulfport Port was heavily damaged by Katrina hurricane, in August 29th, 2005, as we can see from the two pictures, first is from July 12, 2005, and the second end of the August just after the Katrina.

Then, the MSPA (Mississippi Port Authority), started with the reconstruction and extension, and we can see a third picture of how it is today. They invested around USD 500 Million, a big part of them from Federal Funds.

We can see the good work done, and how four tenants (Chiquita, Crowley, Dole and Chemours), they are working in the new facilities, with a model where every one of them they have a different Tenant Contract, and also they use a Stevedoring Company



Gulfport, Mississippi







tenant under demand.

The MSPA was looking for a Port Operator who would invest on developing not only the rest of the existing area but to improve the whole West Pier of Gulfport, in order to make profitable the huge amount invested in the reconstruction.

This is when MSPA and YILPORT Holding got in contact, and we have been working together on the analysis of the local models, of the competitive scenario, which includes the whole East and Central US, and discussions with the Unions, Commissioners, Politicians, Tenants, and some other Stakeholders.

The model and conditions in between MSPA and YPH have already been drawn, and reflected in an LOI, with a Term Sheet with the main conditions for a future Concession Contract.

MSPA, the Politicians and the Commissioners, they expressed their interest on having the acceptance also of the Tenants, apart from the need of YPH to understand the different services and conditions given to the Tenants today, and also those changes or new services they would expect YPH to give to them, as well as the Governance for it.

So, we are now in the process of discussions with the Tenants, which will allow us to be more accurate on the final Business Model, including dimensioning the Demand Forecast, the Capacity

Analysis

for

future

YPH needs to have
a Pipeline of Potential
Projects, not only as part of
the mechanism or method to
reach the Mission target of being
one of Top 10 Container Port
Operators of the World but also as

What are the

current terminal

projects on the line?

a support for the Finance. The Banks and Funds they want to see YILPORT knowledge, strategies, and capability to return the loans whilst securing growth.

triggers, the incomes, costs and CAPEX needed to fulfil all the above.

Another important task and necessary in between MSPA and YPH, but also needed for the Tenants as a guarantee for their discussions, is the Concession Contract. So, in parallel, now we are working on these Tenants discussions and in the Concession Contract.

We expect to conclude all the above in the coming 6 months. We needed, also one MHC, whilst the 3 existing STS and another MHC are owned by MSPA and rented to every tenant under

demand.

origin
of the
opportunities
in the Pipeline
is not only from
YPH Strategies
and Proactive
actions but also from
Third Party Companies
who contact YPH
offering some of these
opportunities.

The

In this part, Business
Development works directly with
our CEO, and some of them are
directly rejected. Those accepted
to analyze, are shared with M&A, PF
Team, YPH M&S, Law Team, in order
to make the models and analysis that
will be shown to the CEO and BoD for
discussion and final decision to go or
not.

For those opportunities which finally are taken as targets or goals, there are different types of procedures, like Tenders, Private Initiatives, Competitive Dialogue, etc. The important aspects here are to understand the Relationship Model and the Process to reach the opportunity in our Portfolio.

At this moment, we are working on opportunities in US West Coast, of course, Gulfport in the US Gulf, Salvador, Guatemala, Panamá, Colombia, Ecuador, Surinam, Luanda in Angola, Russia, Iraq, etc.

Some of them, as indicated before, fit in our sectorial strategies, some others just came through 3rd parties.

The company has come a long way to make real its target ranking among the top 10 port operators by 2025 and you have been along

22



almost every step of the journey since 2013. Now there are five years left to reach the target, what is the motivator of reaching to the peak?

YILPORT essence is the Yildirim family. The Mission of YILPORT, designed by Yildirim brothers, says: "Our mission is to be ranked within the top 10 international terminal operators by 2025 and keep YILPORT as the "Game Changer" in port and terminal operations."

We have been working on that from a long time ago, and I have to thank again to Yildirim brothers for the opportunity they gave me on 2013. Sometimes things go faster, better, or not. But we are working for this, and we shall reach it.

What is your message to YILPORT's customers?

Our Mission makes us rank Top 10 in 2025, one of our Vision elements is "Privilege becomes standard for all customers". This Privilege is already given, making materialized our Vision, and it is given from all our resources, Human resources, Equipment, Facilities and Installations, Software, Automation

and Administrative Resources.

Our Values are exactly the three that make possible this: People, Process and Technology.

Relationship, Customer Relations, all this is important for all YILPORT people, as part of their competences, skills, and it is what allows our customers to be sure they are listening, attending owing to the Quality of our services. It is the Quality perceived by them.

Processes are to perform the Objectives that allow YILPORT to reach the Mission and Vision and secured by our people capability. Especially the Objectives related to Customer Satisfaction.

Technology is the third value of YILPORT, and our clients they know how important it is for our CEO, also how much involved he personally is on it.

Our clients can be sure that YILPORT knows how to be the most effective with their expectations whilst as much efficient with our resources to secure profitability and sustainability.

YILPORT IBERIA REGIONAL INFORMATION

DOMINATING POWER OF IBERIAN PENINSULA

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

























Best Container Terminal Award to YILPORT Leixões

YILPORT Leixões was once again awarded Best Container Terminal in Portugal by readers of "Transportes & Negócios" magazine.

The results of the online vote were announced last 21st November in the annual event/dinner promoted by the magazine to gather the main players of maritime, road and air cargo sectors such as carriers, freight forwarders, agents and terminals.

YILPORT Lisbon, Liscont was also nominated in the same category. YILPORT Aveiro was nominated to "Best General Cargo Terminal" category.



YILPORT Iberia Attends

10th Anniversary Event of Tarros Line Service

YILPORT joined the celebration of the 10th Anniversary of the TARROS Service in Portugal. As Mr. Rui D'Orey – TARROS PORTUGAL - mentioned, along with other partners (namely the shipper Navigator) the terminal YILPORT Setubal (Sadoport) was fundamental supporting since day one this Atlantic Service that evolved and is currently also calling YILPORT Leixões.



The motto is "Developing a Robust Business" and the vision is to provide our customers the span of high-quality services they require to grow their business. With consistent volume growth during 2019 and breaking operational records in a year of downward trend in containerized cargo moved by Portuguese Ports, YILPORT Leixões is not only strengthening the position as leader in gateway throughputs in the country but also strengthening the pillars of the future, by investing in modernization and suitable infrastructure in the Terminal as well as betting in complementary services, in this case a Logistics Platform project to be launched in the very short term.

South Container Expansion Project is moving at very good pace with civil works such as pavement of depot area, installation of main rainwater collector and drainage system, installation of lighting poles foundations, administration and maintenance buildings are already well visible. Important to highlight that all these works are being conducted with minimum adjustments and minimum impact in the daily operation of the Terminal.

The YILPORT Leixões Logistics Platform will be developed in Logistics Center #1 of Port of Leixões Logistics Platform, in an area of approximately 2.3 hectares and privileged distance of 1.5 kilometers of YILPORT Leixões Terminal allowing improved depot and storage capabilities, additional services such as EMR (Equipment Maintenance and Repair) and, in a second phase, CFS and Contract Logistics.



YILPORT Iberia Invited as Guest Speaker by APLOG

Diogo Vaz MARECOS, representing YILPORT Iberia, was guest speaker in the second day of the 22nd Annual Congress of APLOG, Portuguese Logistics Association.

The discussion panel under the theme "Port Structures - reinforcement of the perimeter" included as co-speakers board members of Port of Aveiro, Port of Sines, ETE Group and Pérez Torres Marítima and was conducted by a PwC representative.



The impressive Almada Negreiros room in Gare Maritima Rocha Conde D'Obidos, in the Port of Lisbon was once again the venue chosen to the Annual Cocktail of YILPORT Liscont and Sotagus Terminals.

New Year Event from YILPORT Iberia

More than 120 attendees honored YILPORT with their presence in this traditional moment of balance of the closing year and networking amongst YILPORTERS and our dear Customers, Port Authorities, Shipping Community and other relevant stakeholders.

Mr. Richard MITCHELL, YILPORT Iberia Regional General Manager, addressed to the guests words of appreciation for the support during 2019 challenging year and also set a positive note of ambition towards the new year 2020, with high expectations in terms of new investments and projects to allow a successful and improved service delivery to our customers.



Minister of Infrastructure and Housing Visits YILPORT Iberia

The Minister of Infrastructure and Housing, Mr. Pedro Nuno Santos, renewed in the position in the recently elected Portuguese Government, visited YILPORT Sotagus on the 27th November 2019.

This visit was part of the journey that the Minister, whom has in the new Government the tutelage of the Ports (formerly in the scope of the Ministry of the Sea), conducted to the Ports of Leixões, Lisbon, Aveiro, Setúbal, Viana do Castelo and Sines.

YILPORT took the chance to reinforce the Group strategy in Portugal, investing in the Terminals and supporting the economic growth of the country, and to highlight the challenges to be overcome with the actions and commitment of the public structures to attain this common goal.



YILPORT Leixões Invited as Guest Speaker at APAT

YILPORT was one of the main sponsors of the 17th Convention of Portuguese Freight Forwarders Association which in 2019 took place in October in Portimão, Algarve.

Nuno David Silva, YILPORT Leixões General Manager, was a guest speaker in the panel dedicated to Cooperative Strategies for the Development of the Sea.

This prestigious event that happens every other year gathered Associations of the Sector, Port Authorities, Public entities, Media and of course representatives of the Freight Forwarders that support the Portuguese Importers and Exporters in their international business.



YILPORT Ferrol Making Difference in Project Cargo Operations

YILPORT FERROL has, since October, a connection in Algeciras with CMA CGM FAL 1 service. This service is one of fastest of its class from Asia to Algeciras. This was a milestone for the terminal as it allowed the start and the development of deep-sea import cargo to Ferrol hinterland.

Taking advantage of this new service and the expertise that CMA CGM has been developing with its Project Cargo division, YILPORT FERROL partnered up with the customer and had the opportunity to discharge its first breakbulk project cargo during November.

CMA CGM project cargo division is proud of "providing Special Cargo services and finding reliable shipping solutions, whether shipping sensitive materials or heavy and bulky equipment...".

In this specific case, the breakbulk piece was a propeller that was originally shipped on board the vessel "Newark" in

Kobe Port in the 25th of October and transshipped twice, in Singapore and Algeciras till its final destination in Ferrol, where it was discharged the 29th of November.

The propeller weighed approximately 39 tones and had been previously loaded on top of 2 x 20' flat rack units on the deck of the ship operated by CONTAINERSHIPS. YILPORT FERROL operation included the unlashing and lifting of this piece. It was discharged directly from the vessel to a barge that was berthed just on the front of the vessel in an operation that was successfully accomplished in less than 1 hour.



With the aim to accelerate the container weighing process, YILPORT Ferrol is successfully using Strainstall's Container Weighting System (CWSTM). In response to the latest SOLAS requirements, YILPORT searched at length for an industry partner that could reduce its weighing time and costs, while maximizing asset protection for its customers. Recognizing Strainstall's experience in supporting ports and terminals, YILPORT Ferrol chose the load monitoring specialist's proven CWSTM as part of its commitment to delivering excellent customer service.

Previously, by not having a weigh bridge, YILPORT Ferrol had to weigh all containers at a facility located offsite. The port contracted an external company to weigh the containers and covered the costs of truck hire to transport them back and forth. This flow congested YILPORT Ferrol's warehouse, with outbound and inbound containers taking up valuable operational space. The numerous stakeholders and stages involved in the port's weighing process also added unnecessary variables, increasing overheads while putting its time-bound service targets at risk. With the alternative solution, YILPORT Ferrol not only is fully SOLAS compliant, with the system delivers EU-type approved, verified gross mass (VGM) with leading accuracy, providing shippers with a seamless service when exporting goods through any port or terminal. but also has a simple interface with real-time load monitoring which provides immediate insights to ensure safe container weighing, stowage and transportation. For the peace of mind of asset owners, CWS also delivers container snag detection and center of gravity (COG) data.

While removing subcontractors, truck hire and offsite transportation from the equation, YILPORT Ferrol increased its productivity by 300%, accelerating its weighing speed from 4 containers an hour (15 minutes per container) to 12 containers an hour (5 minutes per container). With its streamlined weighing process, YILPORT Ferrol is now able to offer a faster service for its customers than its competitors.



*Partnered Content: Strainstall



YILPORT Huelva: Consolidating and Preparing to 2020

Looking at 2019 and particularly at the last quarter of this year, we can say that YILPORT Huelva has the basis to consolidate and grow as privileged gateway terminal in the Mediterranean. An ambitious and experiment team is driving the Terminal towards the high standards that our demanding customers require and deserve.

In the first days of 2020, Huelva Terminal will complete 20.000 sqm yard extension reaching 50.000 sqm of yard capacity. The new area will connect directly with the railway network, providing a Mediterranean and Atlantic multimodal connection. Civil works which started in the last quarter of 2019 also comprise closing the perimeter of the Terminal in accordance to the commitment with Spanish Border Protection and Customs Authorities, reinforcing Security and compliance with ISPS requirements. A new Maintenance area and other improvements in the facilities were also contemplated in this project.

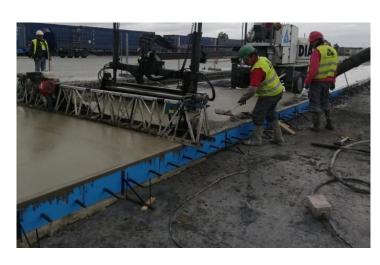
Along with Huelva Port Authority investments planned for the Port, benefitting the shipping community such as warehouses, a new Ro-Ro ramp, new quay line (500 meters) and extension of the yard (+100,000 sqm), YILPORT investments in Huelva will support the development and attraction to the local and global customers.

Additional yard equipment and cranes are part of the vision to improve the capabilities of the Terminal: a reach

stacker is already in the field and soon 2 platforms and 2 terminal tractors are expected. The procurement process to equip the terminal with a third crane, a Post Panamax crane, is about to be concluded.

All these enhancements will allow YILPORT Huelva to keep serving existing services and cope with their additional volumes, namely in Ro-Ro segment to the Canary Islands, and also support new services soon to be launched by CONTAINERSHIPS and MAERSK.

*Partnered Content: OGENSA



YILPORT MEDITERRANEAN REGIONAL INFORMATION

IN THE HEART OF MEDITERRANEAN

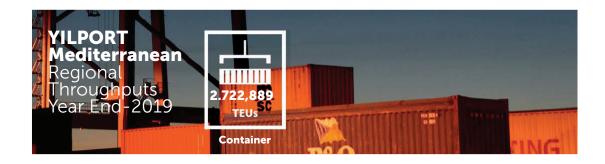
Located in Italy and Malta YILPORT's mediterranean terminals offers hubs-home terminals for container, general - bulk and ro-ro operations, and provide easy access to roads and logistics services.

The Multipurpose Pier of the port of Taranto, located in the heart of the Mediterranean basin, is particularly strategic as a natural gateway for sea traffic from/to Central Europe and the Far East and the developing economies of the Near and Middle East and North Africa.

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





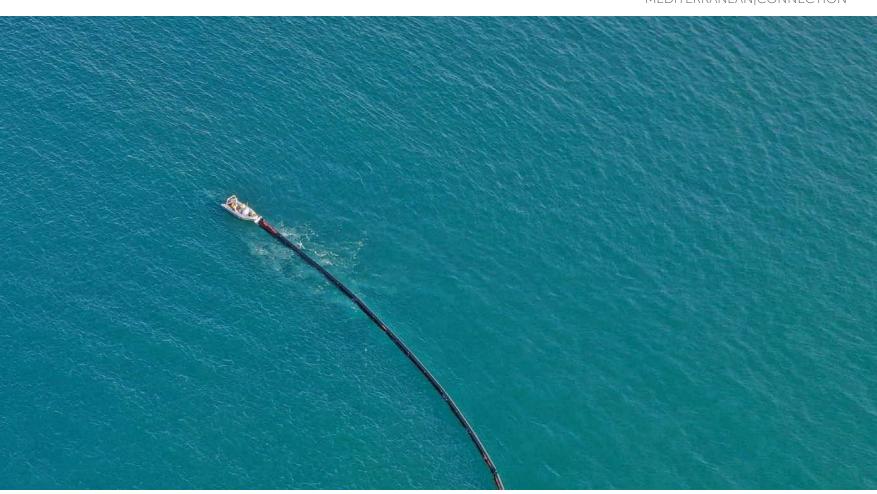






MFT hosted the ICHCA 20/20 Cargo Vision Conference which was held in Malta early in November. This conference brought all the stakeholders together to explore and discuss ways on how to create safer, more sustainable and secure maritime cargo operations across land and sea. With so much change taking place worldwide this Conference was a good opportunity for dialogue between industry and regulators.

Malta Freeport's address focused on the fact that safety is at the very top of the Freeport's agenda and that the facility takes every conceivable step to protect the delicate marine environment in which it operates. Complementing environmentally friendly initiatives, MFT supported an initiative in a new inflatable boom to contain oil spills which can also be used in rough weather. This investment, which was inaugurated at MFT, was made by Maritime Pilots Cooperative and complements the investment which the Company had undertaken to protect the bay from any contamination. The inflatable boom is stationed at the Freeport and can be deployed in 14 minutes, giving pilots a quicker response time in case of emergency.



Malta Freeport Welcomed The Largest Vessel



Malta Freeport welcomed the largest vessel to date, the CMA CGM JEAN MERMOZ capable of carrying up to 20,954 TEUs. This vessel stretches 400 metres long with a width of 59 metres. Built in 2018 by HANJIN HIC PHIL INC and sailing under the Malta Flag, CMA CGM JEAN MERMOZ is currently deployed on CMA CGM Group's FAL3 service, which connects Northern Europe to Asia. The vessel, which will be calling regularly at the Freeport, berthed on arrival at Terminal One North Quay with five quayside cranes deployed to operate the vessel in the shortest possible time.

YILPORT LATAM REGIONAL INFORMATION

GAME CHANGER OF LATIN AMERICA

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

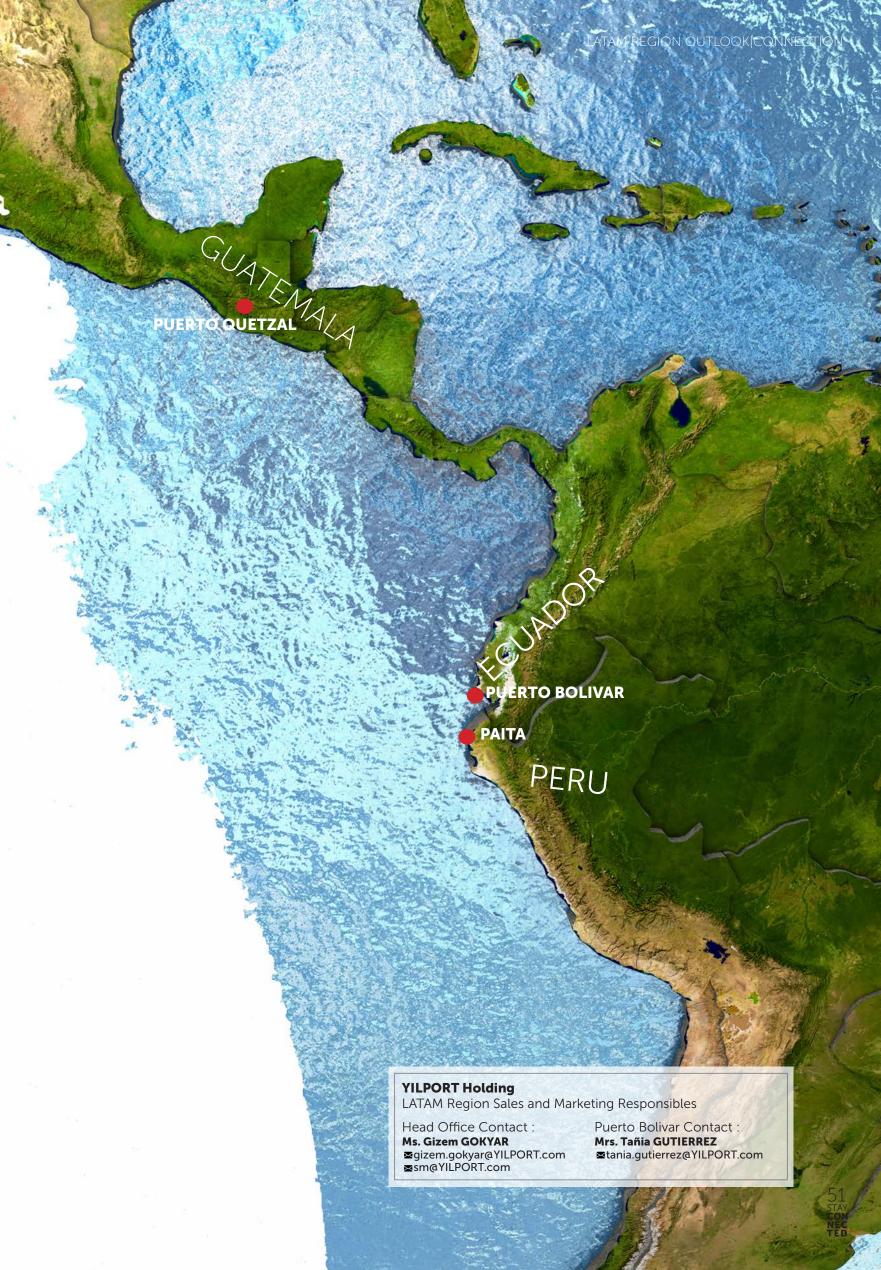
YILPORT Puerto Bolivar in Ecuador, YILPORT Paita in Peru, Puerto Quetzal are the three terminals in the portfolio. Container and bulk cargo operations, liquid cargo are offered at the terminals.

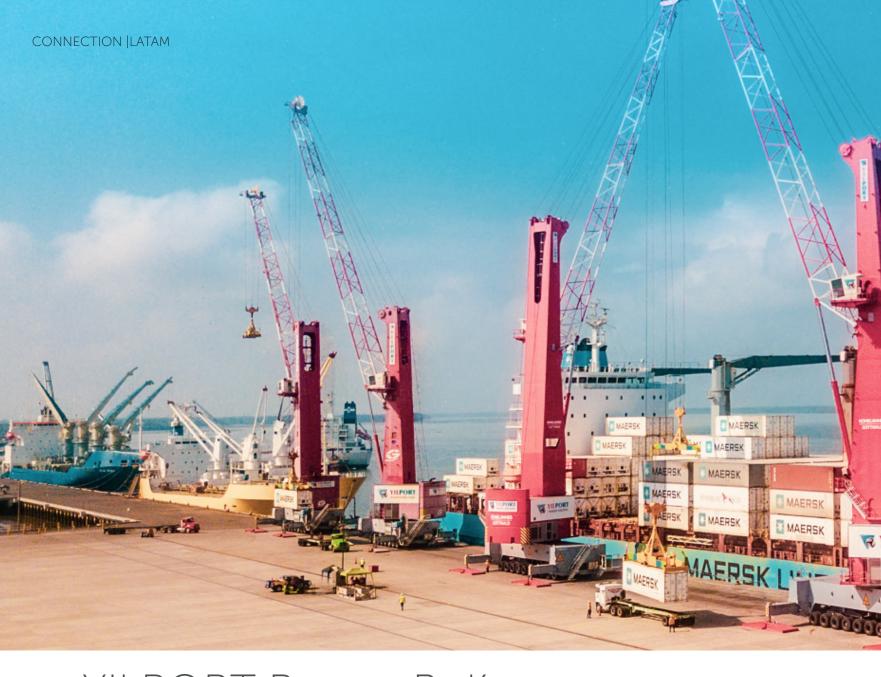












YILPORT Puerto Bolívar Now Operates with

Four Mobile Harbor Cranes

YILPORT Holding's latest investment, two brand new state-of-the-art mobile harbor cranes from Gottwald are operational now. Following necessary site erection process, two mobile harbor cranes from Gottwald sailed from Westdore, Holland started their operations. These two The Gottwald HMK 8410 Mobile Harbor Cranes have 58 meters working radius, 100 tons safe working load, 60 meters boom length and are capable of serving vessels up to 19 rows wide.

In 2017, two MHCs had arrived at the terminal to speed up terminal operations and improve productivity. With these two state-of-the-art mobile harbor cranes to have become operational in November 2019; the terminal now operates with totally four mobile harbor cranes in its berth of -14.5 m draft.

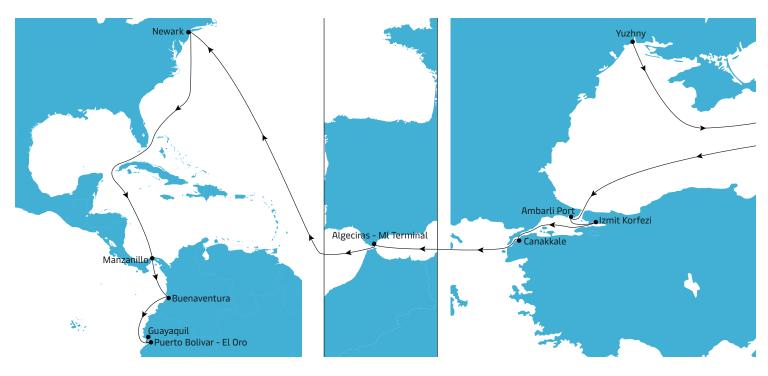
YILPORT Puerto Bolívar now waits for the arrival of its upcoming equipment investment to get close to its target of elevating the port among the leading terminals capable of handling ultra-large container vessels in the West Coast of Latin America. Phase 1 investments in Ecuador's YILPORT Puerto Bolívar will be 6 STS gantry cranes and 18 electrified rubber-tired gantry (e-RTG) cranes to be delivered by Mitsui E&S Machinery Co.

These gantry cranes will be delivered in three shipments to complete YILPORT's concession commitment for Puerto Bolívar. The first part of three shipments to include 2 STS gantry cranes with 22-row outreach and 6 e-RTG cranes will be delivered in January 2020. Additionally, 36 brand new terminal tractor and 36 trailers will support current terminal equipment. After the completion of first phase of dredging operations, the channel and the port currently has -14.5 meters draft. Second part of dredging operation will bring the draft to -16.5 meters to allow YILPORT Puerto Bolivar to serve largest container vessels.

MAERSK ECUMED Service Connecting Puerto Bolivar with Three Continents (Mediterrenean) MAERSK MAERSK

YILPORT continues to enhance its service network by adding new calls to connect Ecuadorian products with new destinations from different corners of the world. Maersk's West Med-East Med-NCSA-Ecuador 'Ecumed' service revised its service to turn in ten weeks with ten L'-class vessels of 4,500 teu (1,100 plugs) and added YILPORT Puerto Bolivar as port of call in this revised service.

The first ship arrived at the port December 22, 2019 by loading 126 full reefer containers. The welcoming plaque was presented to Cap. Mykola Andriychuk. The service will continue to call at Tangier, Algeciras, Piraeus, Yarimca (DPW), Ambarli (Marport), Pivdennyi (ex Yuzhny), Novorossisk (Nutep), Ambarli (Marport), Yarimca (DPW), Algeciras, Newark (New York), Manzanillo (Pan) ... (Pan Canal) ... Buenaventura, Puerto Bolivar, Guayaquil, Puerto Bolivar, Balbao ... (Pan Canal) ... Manzanillo (Pan), Tangier.







YILPORT Puerto Bolivar has a new service calling at the terminal; WCCA 2 of Sealand (a Maersk company). The terminal welcomed the first vessel of this new service, Sealand Los Angeles, on 3rd of December 2019.

With WCCA 2 Service which will connect to another Maersk Service in Panama, YILPORT Puerto Bolivar will have coverage to Europe and Russia and continue its growth in Mediterranean.

The routes of WCCA 2 is as follows: Guayaquil - Puerto Bolivar - Balboa -Puerto Caldera – Puerto Quetzal – Port Hueneme - Oakland - Los Angeles-Lazaro Cardenas - Puerto Quetzal -Balboa.



The Mission Accomplished with Great Teamwork.

Puerto Bolivar Terminal went live with Navis TOS implementation on 27th of October. Changes are not easy, YILPORT experienced this many time in the past, specially making a change at this scale would touch all stakeholders in a great way. However, the implementation successfully completed with great effort of all project teams. Local and implementation teams took ownership of the project and showed splendid determination to make it happen. Even, Local subcontractors supported the project and worked as one of us. This is the story of hard work and success.

Compare to previous Navis Implementation projects, YILPORT stepped up its game by implementing 3 other

applications and 2 integrations along with Navis at the same time to bring the terminal to next level and prepare for future improvements. Each task has its own tale of transformation:

· Navis Terminal Operation System

TOS team worked extensively with local operation for Navis implementation. Self-sufficient Internal TOS team performed all configuration, system and stress testing, operational and system training and EDI integration by themselves. More than 200 people were trained, the main focus of the training was on the local super users, and subsequently the trained super users trained subcontractors and other operational teams with supervision of TOS implementation team.



The newly released Navis 3.7.5.1 version was implemented, along with following features to support operation;

- o Crane Team User Interface
- o Compass visual workflow management application

· Infinity Customer Portal



Standard customer portal was developed further by YILPORT Solution Engineering team to meet the need of the terminal. The below new functions are available for Puerto Bolivar Customers, Liners and Authorities:

o AISV (Vehicle Entry) Form

15,571 transactions were created by customers within first 5 weeks after go live for truck visits.

o Booking Upload Function

Liners, who doesn't have EDI system has an option to upload their bookings to Navis via Infinity.

o Customized Report Function

Nonstandard reports were developed for Authorities.

· Delta Commercial Billing Module



Internal Commercial Billing module was developed further by YILPORT Solution Engineering team to meet all commercial needs of the terminal including general cargo operations.

· Auto-gate/Weighbridge Application



Internally developed YILPORT Auto-gate application was implemented for all gates including internal weighbridge. The user interface of the application requires minimum effort to register the gate transaction, and also application creates flexible platform for operation to update Navis. The application retrieves weight

information directly from the weighbridge indicator and combines the gate transactions with updated weight data than updates Navis.

· Customs (Ecuapass) Integration

TOS N4 integrated with Customs System (Ecuapass) to pass each operational transaction to Customs System. Besides, sending operational data, the integration platform also retrieves data from Customs System for Terminal to handle its operation according to customs regulation and approval.

· Delta- EIKON Integration

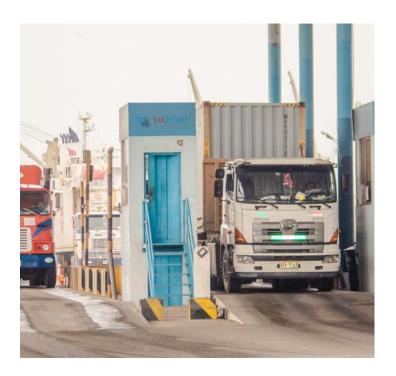
Delta Commercial module integrated with previous commercial system EIKON to send final invoice to related third parties such as tax authorities. YILPORT Commerce and Solution Engineering teams worked with EIKON to ensure success of the integration.

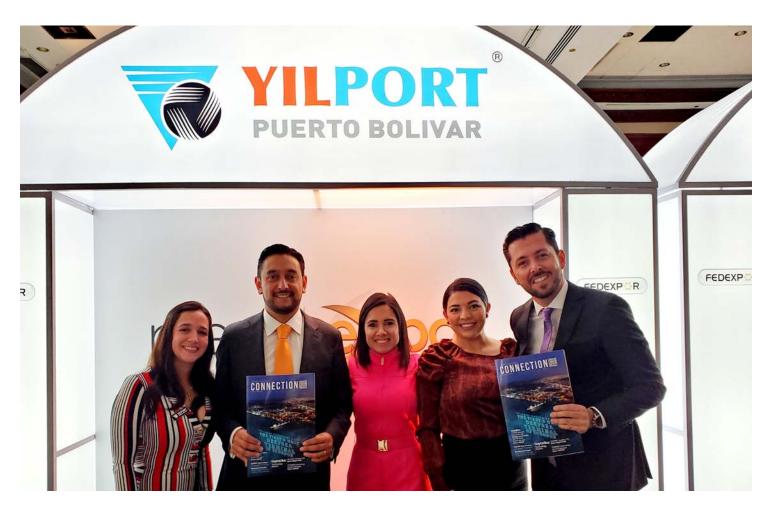
In order to accommodate the implemented systems, HQ Infrastructure and Local IT teams provided the Network structure and centralized systems to create TOS and system availability for local operation and GLC with implementation of Private IP SEC network between sites. Motorola Digital Mobile Radios were implemented for GLC to communicate with the terminal to manage daily operations over IP radio protocol. GLC also has access to the cameras to have visibility to terminal operation.

GLC Turkey started to plan the yard, vessel, equipment and gate operation Gebze Terminal from day one. GLC provides 24/ services with many skilled planners, yard controllers, data reporters, many more to provide their expertise to ensure smooth terminal operations 24/7. GLC and local operation handled 54 vessels since the go live.

The deployment of Navis was only the beginning story of Puerto Bolivar Terminal, improvements and developments will be continued with the strong operation minded team and hard work.

This project is a good example of YILPORT HOLDING is being very self-sufficient when it comes to technology and system implementation. With its strong in-house development team, it is its own solution provider for all terminals and customers. The success stories will continue for YILPORT HOLDING with next implementations.





YILPORT Puerto Bolivar Gathered with Exporters

YILPORT Puerto Bolivar attended the invitation made by the Ecuadorian Federation of Exporters FEDEXPOR to participate in the XI Convention of Exporters that was held in the city of Quito on November 26 and 27. In this event, local and foreign exhibitors addressed issues concerning investment strategies and challenges of the Ecuadorian export sector.



After the closing of the convention, awarding ceremony PREMIOEXPOR X Edition event took place where outstanding exporting companies during 2019 in various categories as well as other Ecuadorian logistics organizations where recognized, the gala also attended president, ministers and other important authorities in the country.

Following the awards ceremony, the Exporter's Hall was opened where YILPORT Puerto Bolívar s stand received among visitors to the current Ecuadorian president Lenin Moreno who commented as positive the investments made at the terminal during this 2019, he also received with highly interest our Connection magazine.

Suat Altas Commercial Advisor of the Turkish Embassy in Quito also showed up at the stand and expressed his great satisfaction at seeing a company part of YILPORT Holding represented at the event. Exporters of various products, especially flowers and spices made good comments about the presence of YILPORT Puerto Bolivar in the lounge.



TPE Paita has -14m Draft After Completing the Dredging Works

The dredging works started on the 1st of October in Terminales Portuarios Eurandinos have been completed. The terminal reached 14 meters draft to serve larger vessels in the terminal. The first phase of the dredging included the area between the finger pier and the container pier, allows TPE to receive ships bigger than 300 meters.

As of 15th of October 2019, TPE started to provide service to larger vessels after completed dredging work between the two piers and approved the methodology exposed in the manoeuvre study. This latest draft is expected to meet increasing container volume and strengthens TPE's position of being "the leading terminal of northern Peru".

TPE Operated The Largest Vessel of Its History

After dredging works which enabled TPE to welcome larger vessels than 300 meters with 14m draft; Hapag-Lloyd's Guayaquil Express became the largest vessel to have been operating in the terminal. The Guayaquil Express Service vessel, 333 meters long and 44 meters beam, with 11,000 TEUs capacity was operated on 26th of December 2019. TPE Paita, after 60 meters berth expansion, and dredging projects; now is capable of welcoming vessels up to 359 metres long with its 14m draft.





800 New Reefer Plugs to Enhance Container Yard

Paita continues its projects to increase its reefer capacity. The construction for new container plug implementation has started in October 2019. With these new additional 800 plugs to be activated towards the end of January, TPE Paita will be providing yard operations with 1,900 plugs in total which will make a great help to TPE to achieve its goals of having more reefer volume inside the terminal.

Reefer Monitoring System Has been Activated

As a part of modernization projects of TPE Paita, the reefer monitoring system has started to be used as of 25th of October. The system will enable 1,300 reefer containers to be remotely monitored. Owing to the new system, all process will be automatized eventually for the utmost operational performance.



TPE Paita Celebrated 10th Anniversary

TPE Paita, Terminales Portuarios Euroandinos celebrated its 10th anniversary of taking over the port services in the terminal and concession contract through which the Peruvian State, thorugh MTC, awarded Terminales Portuarios Euroandinos on September 9, 2009, for port services throughout thirty years.

TPE Paita, Terminales Portuarios Euroandinos celebrated its 10th anniversary of taking over the port services in the terminal and concession contract through which the Peruvian State, thorugh MTC, awarded Terminales Portuarios Euroandinos on September 9, 2009, for port services throughout thirty years.

TPE started operations on October 8 of the same year and since then successfully managed and operated the terminal, also contributing to the development of the community.

TPE Paita celebrated its 10th anniversary with an event inside the terminal for all colleagues for all their efforts in these years and the other one for its valuable customers for their collaboration, support and trust in TPE since take over, September 2009.

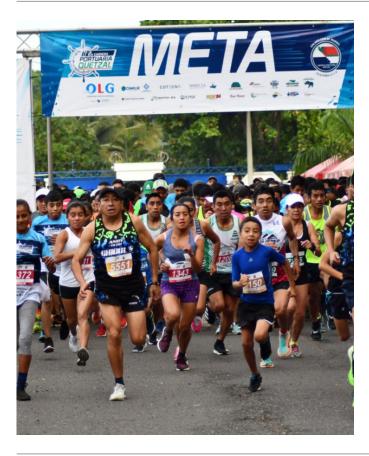
TPE Paita is The Leader

in Operational Productivity in Peruvian Ports After investments projects realized in 2019, TPE Paita proved its increasing operational performance by being the leader port among all Peruvian terminals in operational productivity.

According to November 2019 report of APN (Autoridad Portuaria Nacional), in 2019 TPE Paita became the leader port in crane productivity among all Peruvian port with its 33 moves/hour performance.

With this result, TPE once again proved its strength in terminal operations and readiness for increasing volumes in 2020.





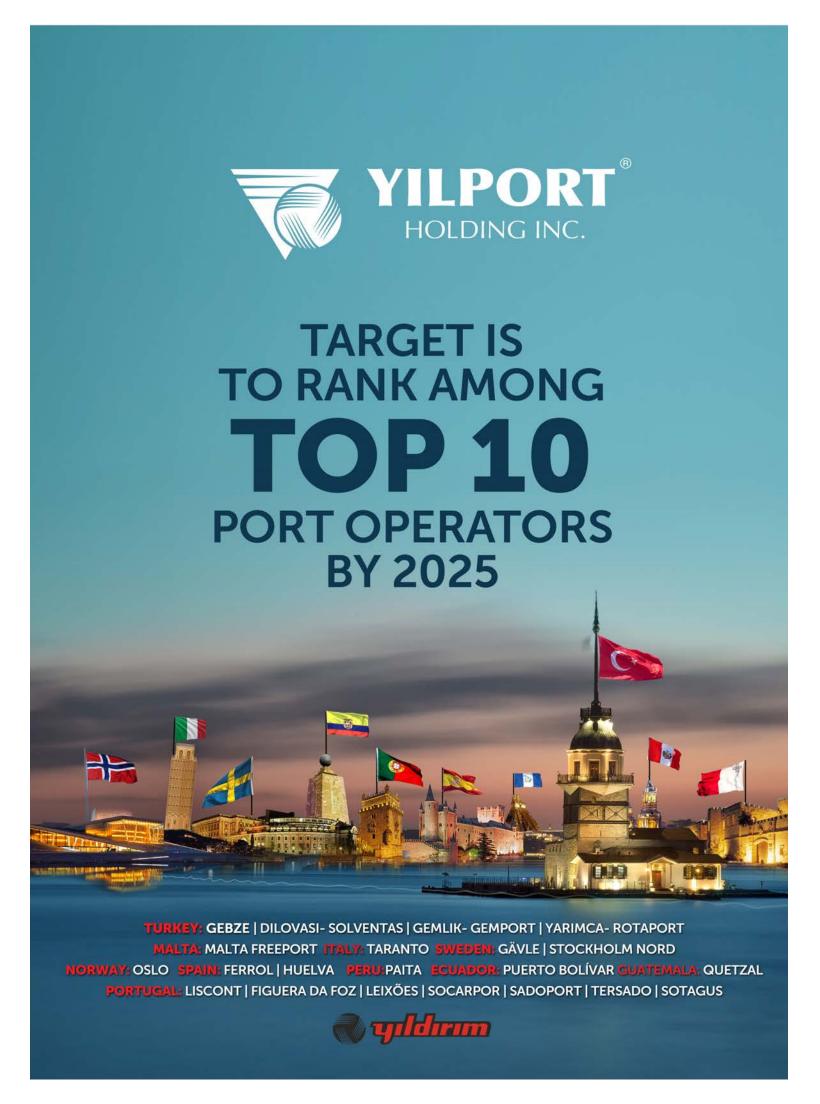
OLG Sponsored Second Port Race

As part of the celebrations of the port's thirty-fourth anniversary, EPQ organized the second port race on November 10, with the participation of more than 2,500 athletes. The EPQ authorities opened the race at 7:00 in the morning where men, women, children and part of the OLG staff participated.

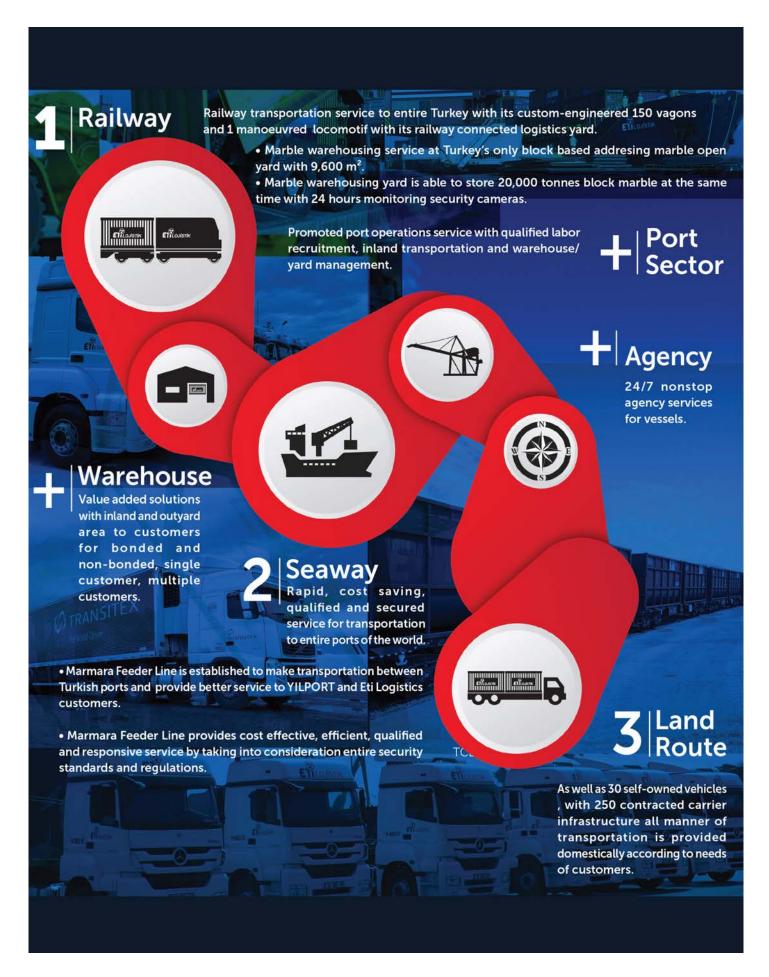
The first places in the different categories received cash prizes. Héctor Alvarado, Finance and Administrative Services Manager, was present during the award ceremony in conjunction with the port authorities.

For OLG it is important to participate as a sponsor in this type of social events and be part of the port community.





Door to Door Logistic Services



NEMTRANS, A Subsidiary of YILPORT Holding

Chooses Turkish Petroleum for the Next Five-Year





Established in 1996, NEMTRANS Inc. which has the highest sales volume of the region for 25 years, agreed with Turkey Petroleum Company. NEMTRANS provides fuel services for the customers in Gemlik, Gebze and Izmit hinterland.

With this agreement, Turkish Petroleum will be the business partner of NEMTRANS Inc. for the next five years. NEMTRANS Inc. targets to increase its annual white products volume from 6.500,000 litres to 8.000,000 litres by increasing the volume of 23% for 2020.

The station renovation works which compromises modern, technological and contemporary needs for the customers is planned to be completed in August 2020.



Turkish Grapefruit to Uruguay

In December Transitex team handled the first export of Turkish grapefruit to Uruguay. Turkey and Uruguay are both citrus producers and exporters, but being in different hemispheres created an opportunity to fill a gap on grapefruit supply in the Uruguayan market.

One container of fresh fruit exited Mersin Port in early December and will arrive in Uruguay by the beginning of January 2020. This operation was a joint work between Transitex in Montevideo and Mersin, showing the usual synergy between the team.

Because it is the first of its kind, this shipment is a trial. Even so, Transitex already secured another reefer container from the same market: the second one will be of oranges and lemons.

If these cargoes are successful in Uruguay, it can be the beginning of a new line of commercial changes, opening one more market to Turkish exports.

Transitex at Fruit Attraction 2019



Fruit Attraction is one of
Europe's biggest trade-shows. It
is the commercial meeting point
for the fruit and vegetables
business chain. The 2019
edition brought together 2.000
exhibitors and 95.000 visitants
from 140 countries from the
22nd to the 24th October.
Annually held in Madrid, Spain,
Fruit Attraction geographical
location strategically positions
the trade-show as a connection
point between Europe and Latin
America.

Transitex was once again present has an expositor- it has been present in this fair since 2012. The company's stand is a place where fruit importers and exporters reunite and Transitex team makes question to foster networking opportunities between sellers and potential buyers. A well known Fresh Transport Expert in the Iberian Peninsula, 60% of the containerized sea cargo handled by Transitex is reefer. Proving the recognition and appreciation of its services in this market, Transitex is the number one consignee in reefer cargo exported from Portugal and Spain entering Brazilian ports. At Transitex booth, in the Pavilion 10 of the IFEMA exhibitions center, was its team of reefer experts, made up of staff from Portugal, Spain, Italy, South Africa, Brazil and Colombia. Thanks to them, the fair was another great success!



YILPORT Gemport Attends"Students Meeting with the Sector" Event

Under the coordination of the Ministry of Transport and Infrastructure and Turkish Lloyd, Code of Practice for the Packaging of Freight Transport Units (CTU Code)' Training of Trainers Seminar was held.

The first event day was realized "Port Sector and Employment" and "being on the port area " panels. YILPORT Bursa Deputy Zafer ISIK and Gemport, Borusan and Rodaport port employees and managers attended the event at Gemlik.

The event started Head of Vocational School Marine and Port Management Program Academician E. Murat TACAR and Head of Gemlik Maritime Community Kaan ASK with an opening speech. "Port Sector and Employment" Bursa Deputy Zafer ISIK, who is the owner of a shipping agency, was the head of the session to the panel.

YILPORT Gemport Operations Manager Ali Akın DINCER and YILPORT Gemport Human Resources Manager Sibel DEMIRCAN TAS has attended the "Port Sector and Employment" panel as a speaker. They presented their knowledge and experience to the students about the port sector, port business and employment.

"Being on the port area "YILPORT Gemport Supervisor Ozan KARADEMIRLI was the head of the second session to panel. YILPORT Gemport Operations Chief Hakan DEMIREL shared his experiences and opinions with the students about "being on the area in the port". Also, The first woman tally Yasemin ULGER shared about their experiences and their opinions about "being on the port area as a woman".



Training for Packaging of

Freight Transport Units

Under the coordination of the Ministry of Transport and Infrastructure and Turkish Lloyd, Code of Practice for the Packaging of Freight Transport Units (CTU Code)' Training of Trainers Seminar was held.

IMDG Code trainers and administrative authorities participated in the training. After the training, Ozan Karademirli, Gemport Operation Supervisor and Aylin Aygün, YPH Technical Training Specialist became CTU Code Trainers authorized by the Ministry of Transport and Infrastructure.

CTU Code Trainer Training aims to contribute significantly

to the transportation and logistics sector in our country.

On the second day of the training, container loading and dispatching operations were explained with examples to see the theory in practice.

CTU Code Trainers will be able to provide CTU Code training to our employees without the need for external resources, as well as IMDG Code Trainings.





YILPORT Turkey Shared Sector Experiences

YILPORT Gemport Sales Manager Emre Atay and YILPORT Gebze Operations Specialist Veysel Sekin attended the IV. National Port Congress Organized by the Maritime Faculty of Dokuz Eylül University as speakers. The congress at which YILPORT Gebze Operations Director Ali Ekber Şimşek also participated, brought together academics, port representatives and stakeholders working in port to share their knowledge and experience in the sector.

Emre Atay, speaking on congress's first day, mentioned YILPORT's pioneering activities in the sector referring YILPORT's global portfolio and highlighted industry trends and their impact on Turkish and foreign ports in the session titled "Port Management on Global Trends, Local Strategies, Ports Developments in Turkey and Abroad, and Ports' Ability of Keeping Step With Global Changes".

On the second day of the congress, Veysel Sekin presented his academic paper titled "Optimum Storage Capacity Focusing on Vessel Operation Speed for Container Terminals" on which he also continues his academic studies at Piri Reis University. Veysel Sekin also mentioned the possible risks that incorrect optimum storage capacity calculations could negatively cause in capacity increase and operational efficiency.



100%
Support to
Education

YILPORT Gebze provided equipment and educational material support to students with disabilities in Sekerpinar Elementary School within the scope of 100 % Support to Education and Social Responsibility Project".

YILPORT Gebze General Manager Berkan OZKAN visited Sekerpinar Primary School on the International Day of Disabled Persons. School authoritative presented a plaque for YILPORT's support.





Yıldırım Academy

is Now with Us!

A new and structured term has started in the Training and Development processes of Yıldırım Group of Companies. Yıldırım Academy was launched in Maslak Yıldırım Tower on 25-29th November week, with Academy Meetings, Visionary Dialogues and Lunch & Learn event series.

Academy Launch has continued at YILPORT Gebze, Rota, Solventaş and Gemport ports during December 2-13. Yıldırım Academy has reached approximately 500 participant with 26 sessions of Academy Meetings which were discussed of the aim of the Academy, future goals, next programs and 2020 plans.

Yıldırım Academy envisions to be a worldwide exemplar and a reference point as a multidimensional training and development platform for the industries that Yıldırım operate in. For that purpose, Yıldırım Academy develops common programs for personal/professional development, talent development, occupational/technical development and corporate culture. Yıldırım Academy aims to reach all Yıldırım Group employees who are in Turkey and abroad.

Yıldırım Academy actualizes a digital learning platform which includes online and traditional training programs.

We would like to thank all participants of Yıldırım Group of Companies for their interests, participations and feedbacks in the processes.



YILPORT is committed to advance the skills, business acumen and careers of all its employees.

We invest heavily in the training, internal and external courses to **develop people** into innovative leaders.

YILPORT is pioneered in Operational Training with **the customization** of a dual crane simulator which we ship around our global facilities.

In-house language courses, safety & operational induction, mentorship and much more is actively pursued for our new and **talented employees!**



SAP Insurance and Claims Module Now Live!



The Insurance and Claims Department serving effective of 2013 within YILPORT Holding has put new software into practice so that the business processes could be conducted safely. The insurance and Claims Department is centrally in charge of acquiring insurance policies, following up the premium payments of these policies and the claims approval and invoicing procedures regarding the 19 terminals and companies within the structure of YILPORT Holding.

Before the development of the subject module, the requirements were determined by analyzing the current structure and procedures.

In line with the determined requirements, the existing interfaces and programs in the sector were examined and by considering the inadequate contribution of these to our company in consequence of the cost-benefit assessments, it was concluded that a custom program is developed specifically to YILPORT.

Following the finalization of the subject development, the module interconnecting the procedures and ensuring increased safety has gone live.

With the execution of the new module the following advantages have been achieved;

In full compliance with the existent SAP Applications, it was enabled that the claims payments and the acquisition of insurance policies were executed following the related authorization matrix by receiving the approvals of the related administers on the system.

Following the integration with the PM Module, the calculation and the indemnification of the damage costs in a whole and complete way was enabled.

The execution of all the payments related to the Insurance and Claims Department through the automation channels using SAP systems was put into practice.

It was made available for the terminal managements and the headquarter administrators to immediately access the terminal damage/accident performance tables.

By standardizing the records kept, it is now available for our companies to reach the required information properly and correctly.

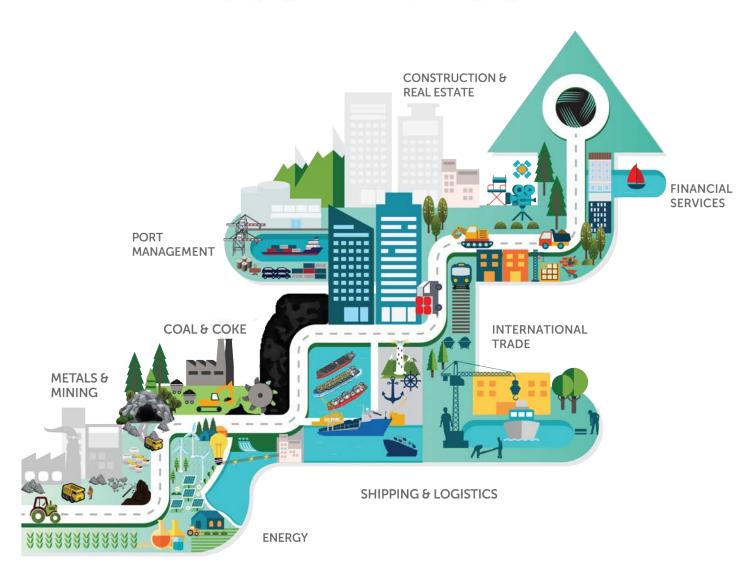
Thanks to the integration of this data into the other modules under SAP such as HR and CRM, a path for the abundance of information in these modules has arisen.

The module will be available for the terminals where the SAP already implemented and its coverage will be extended with the implementation of SAP to other terminals.



YOUR GLOCAL TURKISH PARTNER

YILDIRIM Group has grown to become a global force based in Istanbul, Turkey, active in 9 industries with operations in 51 countries on 5 continents, employing more than 13,000 people.



FERTILIZERS & CHEMICALS



www.yildirimgroup.com



GLOBAL REACH

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

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

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

YILDIRIM Group



YILPORT Holding

