

**BALNAK ACTIVITIES**  
about conventional and combined  
**RAILFREIGHT TRANSPORTS to**  
***CIS COUNTRIES***  
through  
***IRAN***

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*by*

*Aydın Güvenler & Emre Yenil*

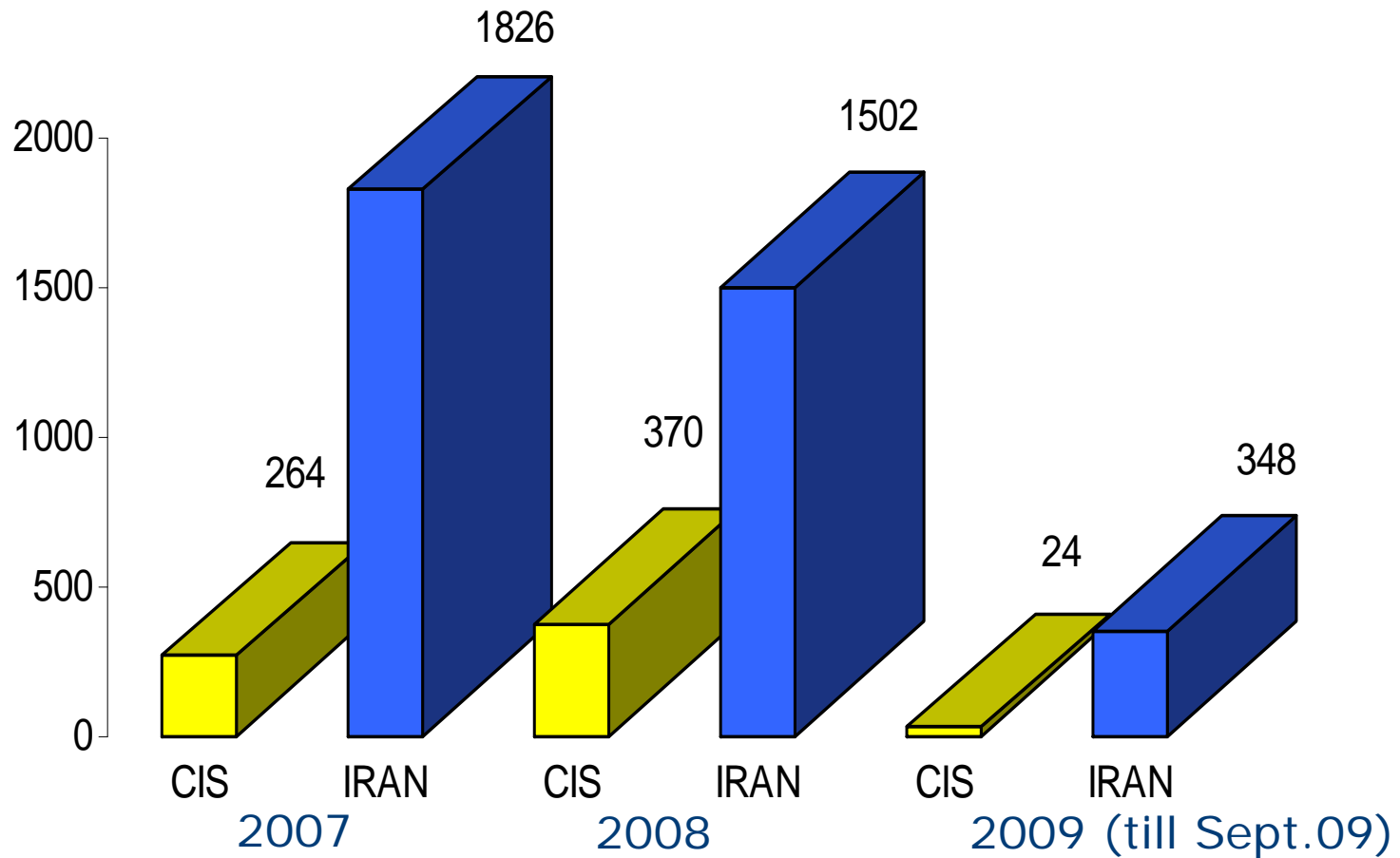


# AGENDA

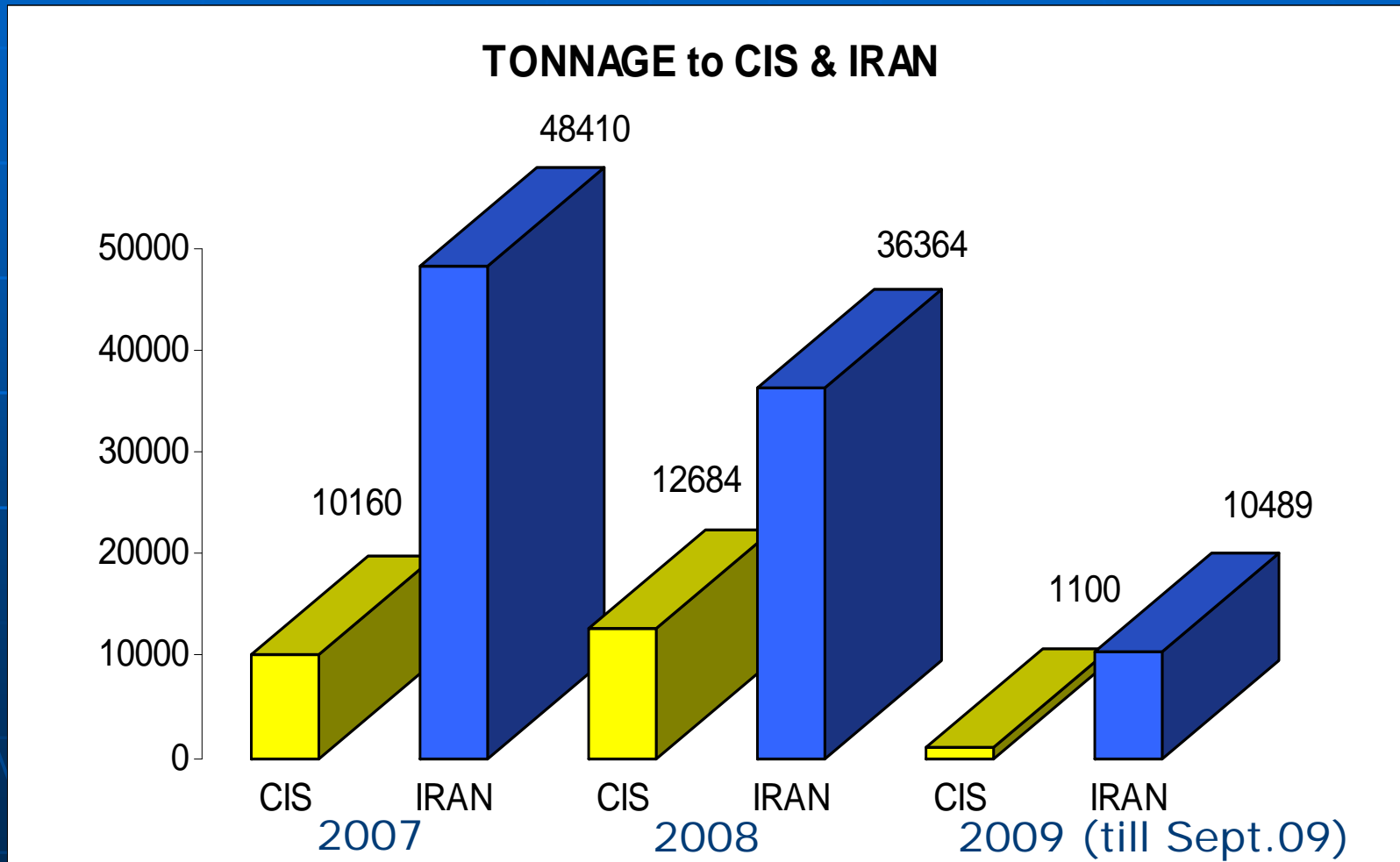
- Understanding business volume of Balnak in 2007, 2008 and today
- Business sectors have a preference on rail freight transportation
- Type of merchandise delivered by rail freight
- Balnak in numbers & it's philosophy
- Balnak's activities in rail freight
- Infrastructure
- Today's weak points
- Tomorrow's opportunities

# Business Volume of BALNAK in Rail Freight to CIS & Iran

**NUMBER of WAGONS to CIS & IRAN**



# Business Volume of BALNAK in Rail Freight to CIS & Iran



# Sectors using Rail Freight

- Construction
- Raw material

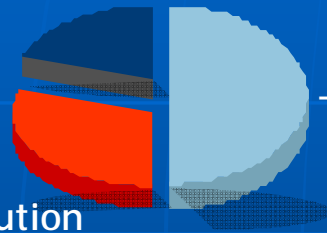
# Merchandise delivered by Rail Freight

- MDF
- Steel
- Iron
- Cement
- Glass
- Chemicals
- Meerschaum (sepiolite)

are mostly delivered by rail freight  
from/through Turkey to Iran & CIS

# Balnak in numbers...

VAS & Warehousing 20%



International Transport 50%

2008 REVENUE  
256 Million TL

Local Distribution & Projects 30%



WAREHOUSING CAPACITY  
210.000m<sup>2</sup>



EMPLOYEES  
+ 1500

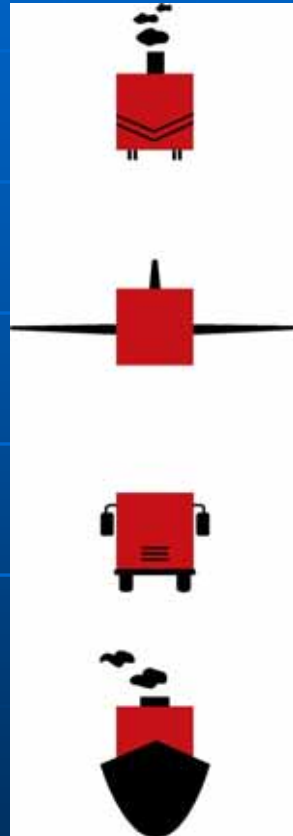


FLEET  
115 owned trucks  
Over1550 3rd party vehicles

# Balnak's "ONE STOP SHOP" philosophy



PICK UP  
FROM YOUR  
ADDRESS



ALL MODES OF  
INTERNATIONAL  
TRANSPORT AS  
REQUIRED



CUSTOMS  
CLEARANCE



WAREHOUSING  
& VALUE ADDED  
SERVICES



DISTRIBUTION  
TO FINAL POINT



# Balnak's activities in Rail Freight

- Organizing RF transportation from/to Europe and from/to Turkey
- Using conventional wagons and containers
- Block trains to CIS
- Direct shipments to CIS, Iran, Syria and Jordan

# Infrastructure (railways in km)

	TR	IRAN	GEORGIA	ARMENIA	AZERBAYCAN	KAZAKHST.	TURKM.	UZBEK.
Main railway	11400	7066	1554	1125	2994	14400	2138	3986

# Today's weak points

- Problems by crossing Bosphorus and Van Lake
- Tariffs of 2009
- Political open issues

# Tomorrow's Opportunities

- Positive effects of Marmaray
- Improving multimodal services

## *From EU/Balkans to Turkey*

- Cream Project
- RO-LA
- Ferry in Black Sea

## *From Turkey to East*

- By rail to Iran & CIS