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

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by
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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

<table>
<thead>
<tr>
<th>Year</th>
<th>CIS</th>
<th>IRAN</th>
</tr>
</thead>
<tbody>
<tr>
<td>2007</td>
<td>264</td>
<td></td>
</tr>
<tr>
<td>2008</td>
<td>1826</td>
<td>370</td>
</tr>
<tr>
<td>2009 (till Sept.09)</td>
<td>1502</td>
<td>348</td>
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2007 2009
Business Volume of BALNAK
in Rail Freight to CIS & Iran

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<tbody>
<tr>
<td>Tonnage</td>
<td>10160</td>
<td>12684</td>
<td>10489</td>
<td>48410</td>
<td>36364</td>
<td>1100</td>
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</tbody>
</table>
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%
- **Local Distribution & Projects**: 30%

- **2008 REVENUE**: 256 Million TL
- **WAREHOUSING CAPACITY**: 210,000m²
- **EMPLOYEES**: + 1500
- **FLEET**:
  - 115 owned trucks
  - Over 1550 3rd party vehicles
Balnak’s “ONE STOP SHOP” philosophy

PICK UP FROM YOUR ADDRESS

CUSTOMS CLEARANCE

WAREHOUSING & VALUE ADDED SERVICES

DISTRIBUTION TO FINAL POINT

ALL MODES OF INTERNATIONAL TRANSPORT AS REQUIRED
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)

<table>
<thead>
<tr>
<th></th>
<th>TR</th>
<th>IRAN</th>
<th>GEORGIA</th>
<th>ARMENIA</th>
<th>AZERBAYCAN</th>
<th>KAZAKHST.</th>
<th>TURKM.</th>
<th>UZBEK.</th>
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<tbody>
<tr>
<td>Main</td>
<td>11400</td>
<td>7066</td>
<td>1554</td>
<td>1125</td>
<td>2994</td>
<td>14400</td>
<td>2138</td>
<td>3986</td>
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<tr>
<td>railway</td>
<td></td>
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</table>
Today’s weak points

- Problems by crossing Bosporus 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