

**UNION OF ROAD TRANSPORT ASSOCIATIONS
in the black sea economic cooperation region (BSEC-URTA)
IXth General Assembly**



11.05.2006 Istanbul



Corporate Information / Figures



Sole address in Turkey for Logistics ...

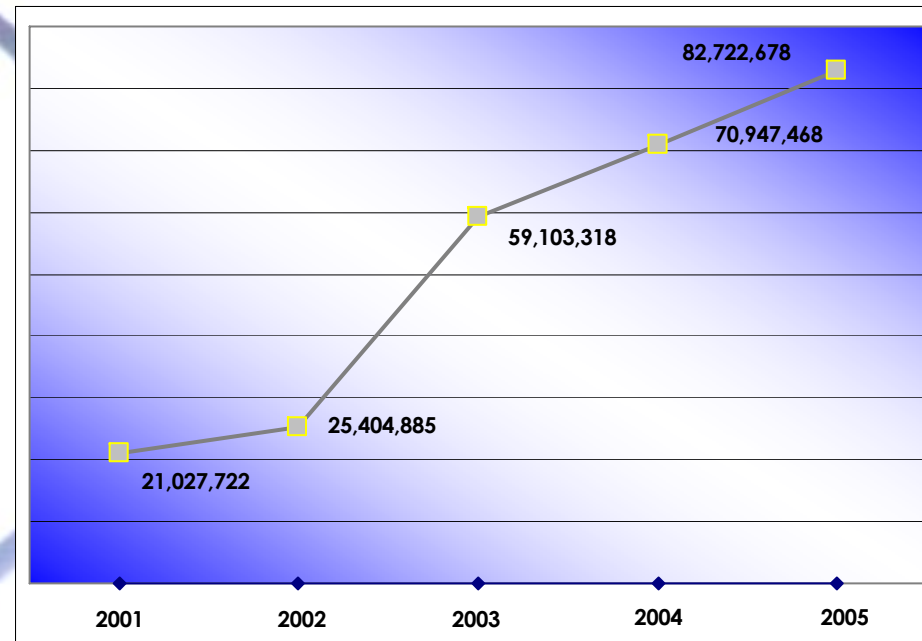
Established ; 1990 Core Business ; 3PL

Number of Employees ; ~1.300

Paid Capital ; € 8.200.000

Total Assets ; € 34.200.000

Turnover



First 10 Customers Make Up 25,27% of The Total Revenue

Total Active Customers ; ~1.500

Affiliates :



seren

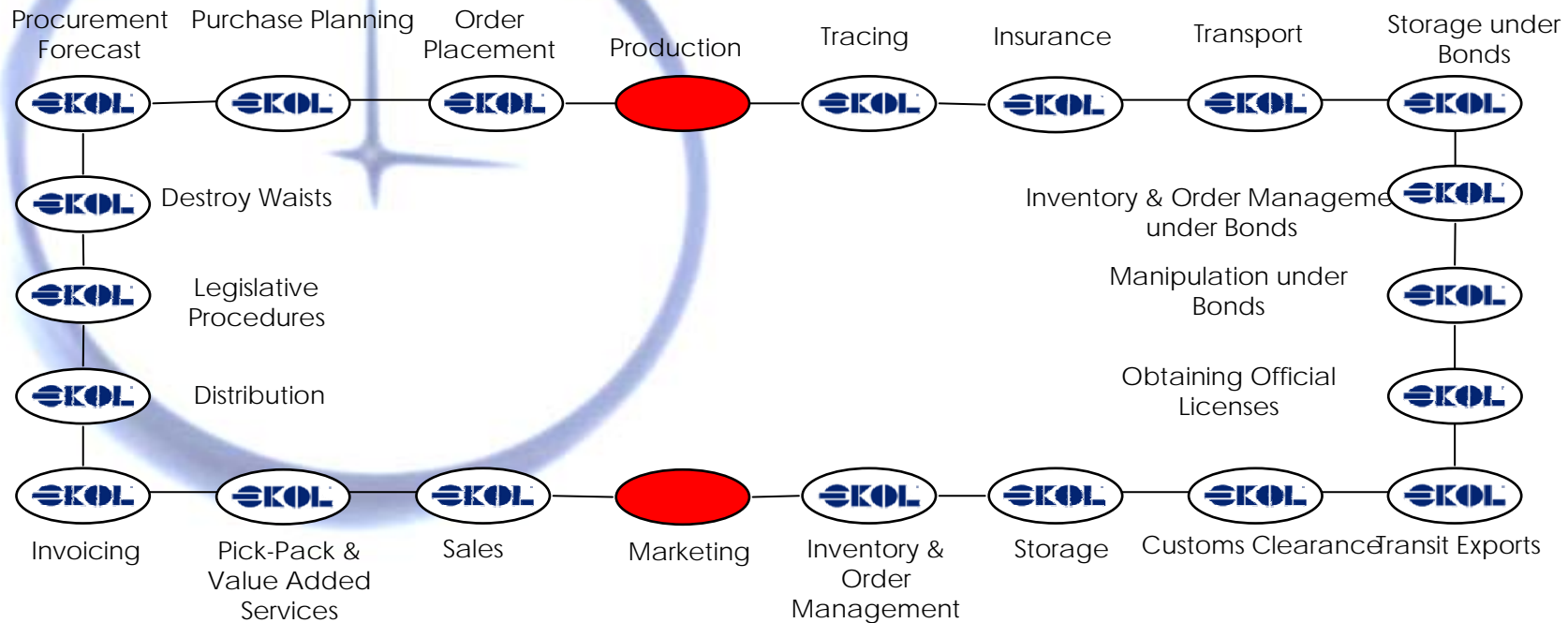


Supply Chain Solutions / New Business Models

Circles of The Chain...

In a typical supply chain only circles that we can't interfere are production and marketing of your product. Though it sounds impossible, yes we commit to take ownership of customers' inventory and to rule it on customers' behalf while undertaking all administrative responsibilities such as invoicing, accounting, tax issues, performing legislative necessities. Therefore, customer avoids all fixed costs, changes into variable expenditures, concentrate on their core business. Briefly saying, customer makes her mind busy only with ;

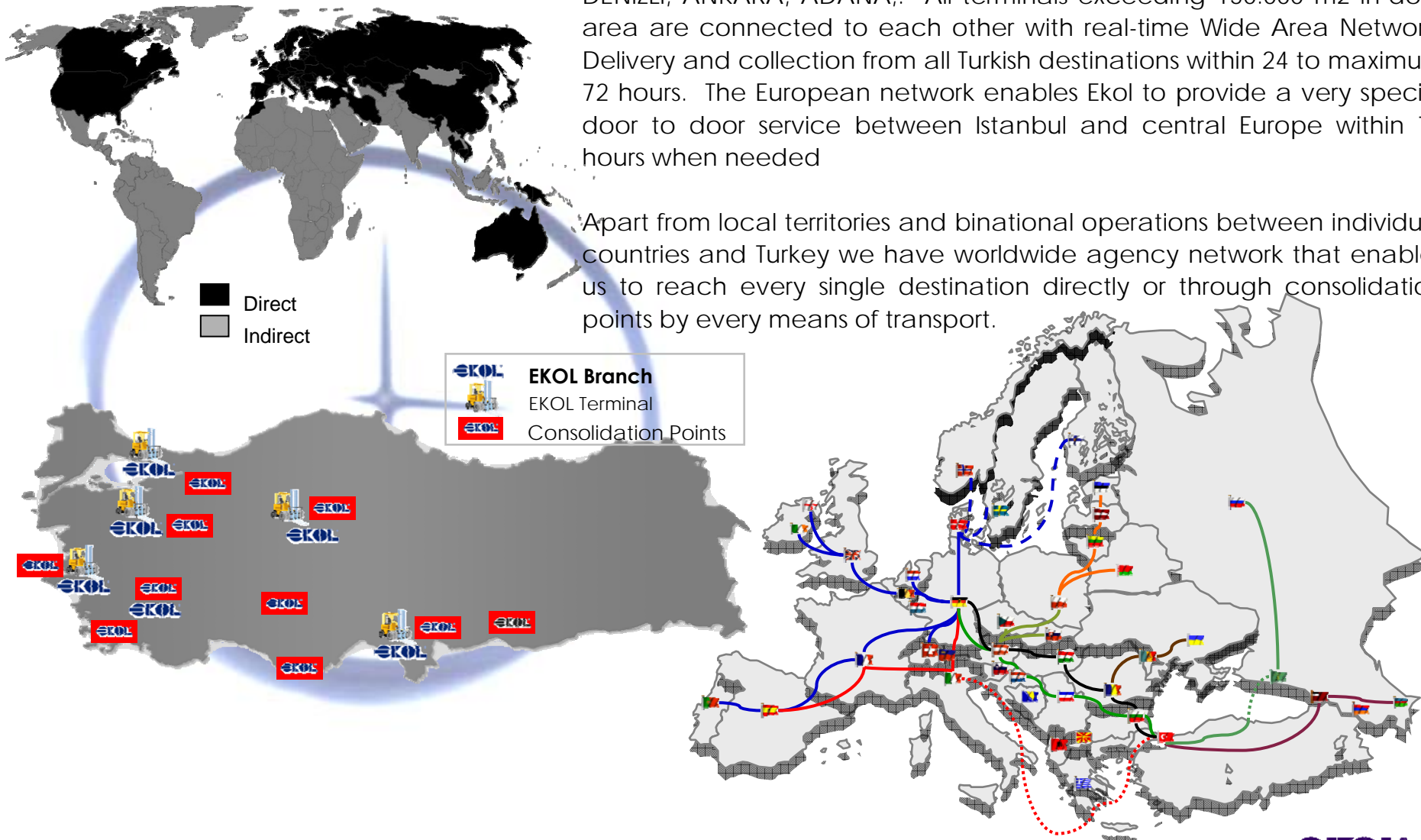
- What to sell, To whom to sell, When to sell, How many for which price to sell



Network

Ekol exists in 6 industrial centers of Turkey i.e. ISTANBUL, BURSA, IZMIR, DENIZLI, ANKARA, ADANA,. All terminals exceeding 150.000 m2 in-door area are connected to each other with real-time Wide Area Network. Delivery and collection from all Turkish destinations within 24 to maximum 72 hours. The European network enables Ekol to provide a very special door to door service between Istanbul and central Europe within 72 hours when needed

Apart from local territories and binational operations between individual countries and Turkey we have worldwide agency network that enables us to reach every single destination directly or through consolidation points by every means of transport.



Land Transport

From & To Europe - TR Route & Service Options

There are daily departures on both sides. According to 3 optional services, the lead-times vary. Normal service is routed via Istanbul – Trieste ferry line and it takes 6-7 days. Express service lead-time varies between 4 to 5 days according to the weekday of departure. Super Express is a service of guaranteed 3 days and 3 drivers take place on the truck in Interchange system. The fleet consists of Brand new 410 high cube trailers for general cargo and garments on hangers.

All fleet is equipped with "Dynafleet" technology. Dynafleet is the market's only fully comprehensive transport information system. Clear communication and exact information make it easier for all involved in the transport chain to make the right decisions.

Web-based service that permits easy vehicle follow-up directly on the Web. Convenient access to all vehicle data from the entire fleet. Information about how the vehicles are being driven. The distance covered, Fuel consumption, The next scheduled service, Environment-related reports.

Vehicle and driver data can be downloaded directly to the office via the GSM system. The driver does not need to do anything.

Information Source: Volvo Truck Company



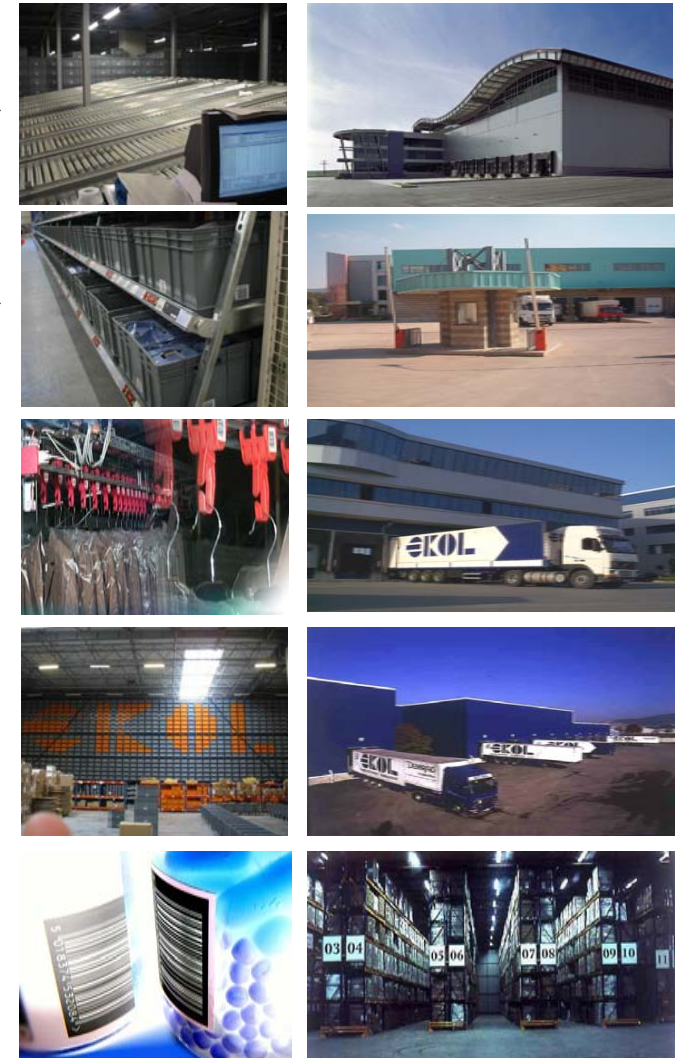
Inventory & Order Management, Consolidation

Not to Keep Only But Rule Also...

Ekol handles over 3 Million SKU per year in giant size logistics centers of ~150.000 sqm owned in-door storage facility in the country. Daily processed orders per day exceeds 10.000 orders. These orders include ~50.000 order lines or different articles with more than 300.000 single items to be picked per day. The terminals are designed according to nature of products and business type. For example garments on hangers are handled with special automation systems developed for such a special product. Pharmaceutical products are handled sensitively again with special technologies developed for medicines. Therefore, every product is treated properly as it deserves. According to handling strategy and nature of product 3 different handling methods are applied;

- X-DOCK within same day
- FLOWTHRU within 24 hours
- PUT AWAY & REPLENISHMENT as per customer orders

In order to shorten process times, save costs on labor side and increase accuracy in service level Ekol has been investing on high technology for Dynamic Storage, Picking & Sorting. The terminals also include sections under customs bonds where Transit Trade Operations, Segregation & Manipulation opportunities are provided to customers. Apart from typical warehousing services Ekol provides also Value added services such as Quality Control, Tagging, Kitting, Packing, Labeling, etc...



Customs Clearance & Foreign Trade

Knowledge of Customs Legislations, relation with official bodies and turning disadvantages into advantages

As same as ordinary logistics procedures, all logistics needs that arise in bonded areas can be visible and manageable through either WEB or Interfaces between the systems. Ekol gives service to customers in customs clearance and customs consultancy at all customs offices in Turkey. 4 customs consultants decorated with A carnet and an organization of 98 persons, Ekol handles thousands of transactions through EDI connection with customs managements and legislative procedures without visiting the customs offices. obtaining all kinds of certificates, licenses and permissions through official bodies on behalf of customers without bureaucratic disturbance are other tasks of this group. Same Day customs clearance performance is 89%. Customers are regularly informed by mails about the changes in legislations. Ekol's customers never have surprising, unforeseen costs. Just the opposite; financing tax payments of customers are funded by Ekol on daily basis to accelerate procedures on customs side.



Integrated Supply Chain Solution Example

Best Practises for New Outsourcing Business Models

EKOL as one of the major players in Supply Chain world of **METRO Group**

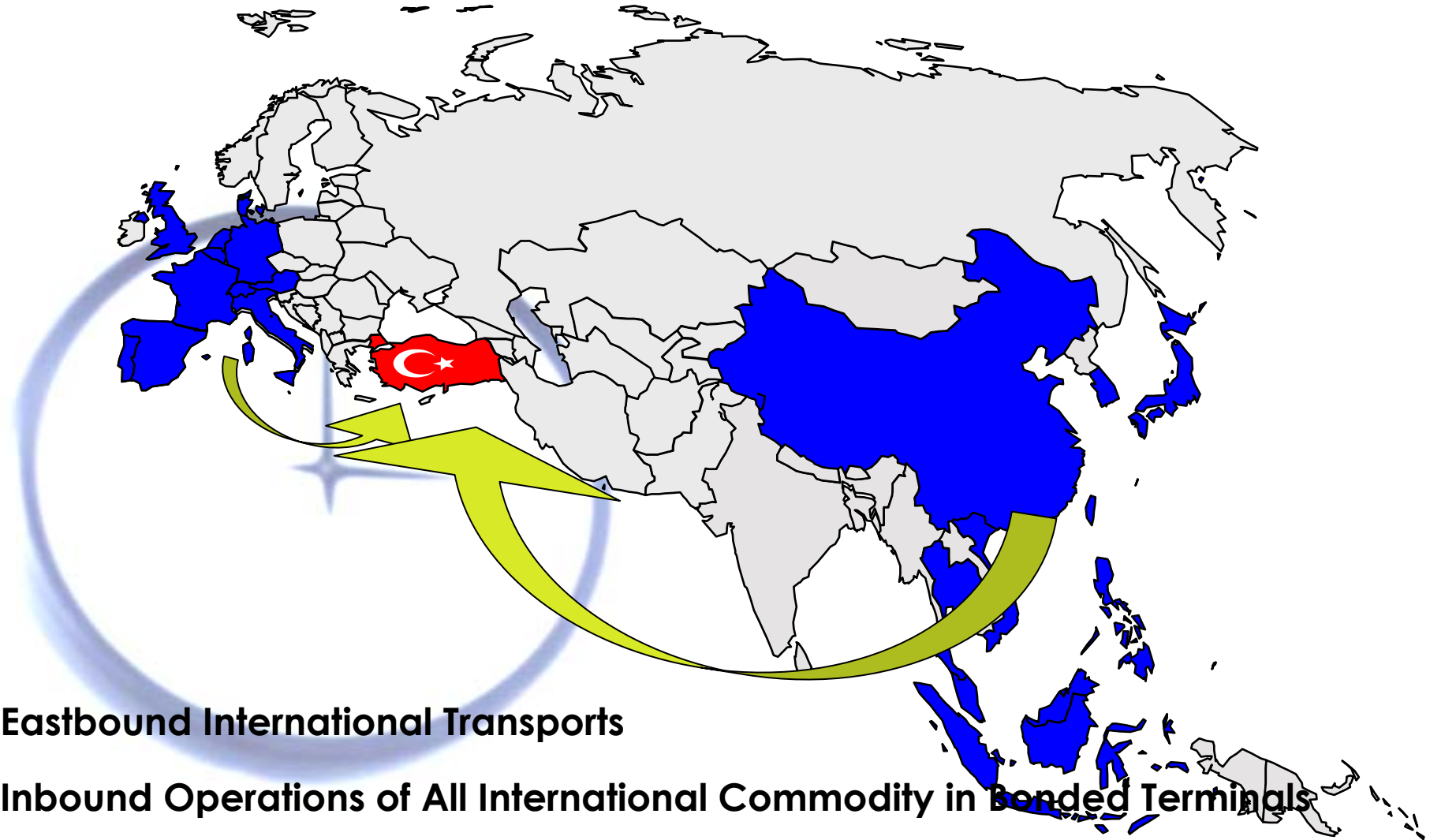


Import Inbound Operations

Distribution in Domestic Markets

Export Outbound to European Destinations

Import Inbound Operations

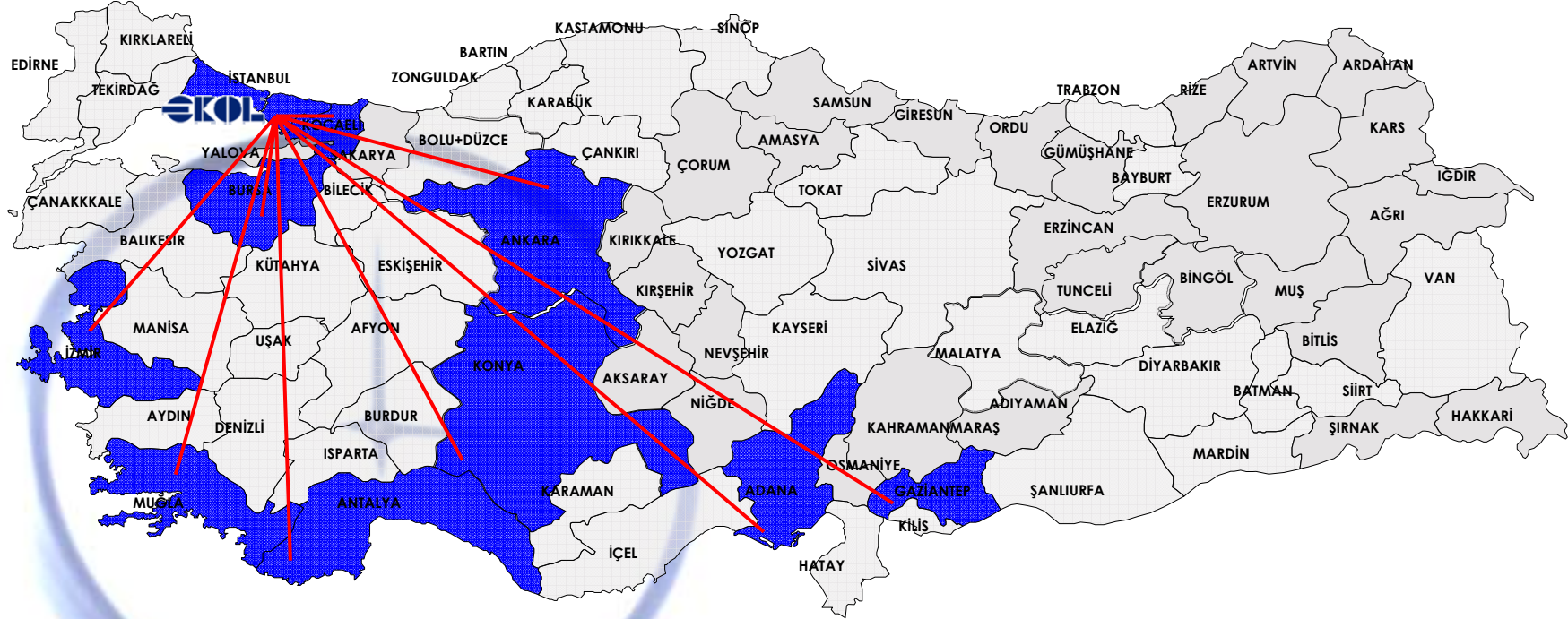


Eastbound International Transports

Inbound Operations of All International Commodity in Bonded Terminals

Consolidated Inventory & Order Processes in Distribution Centres

Distribution in Domestic Markets

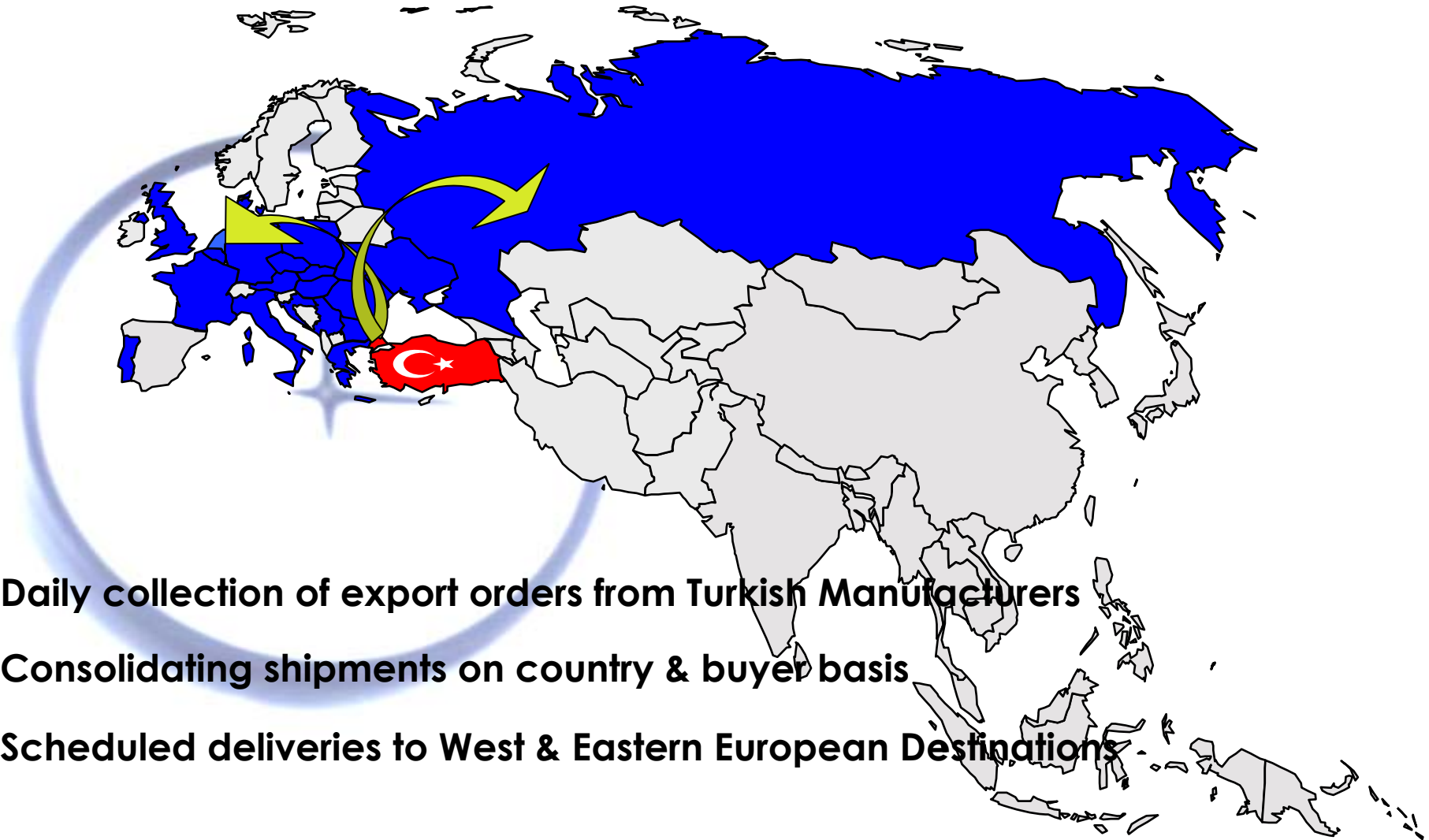


Order Processes in Distribution Centres within 24 Hours

Order Processes in x-docking Centres within the same day

Consolidated and pre-scheduled deliveries to Markets spread around Turkey

Export Outbound to European Destinations



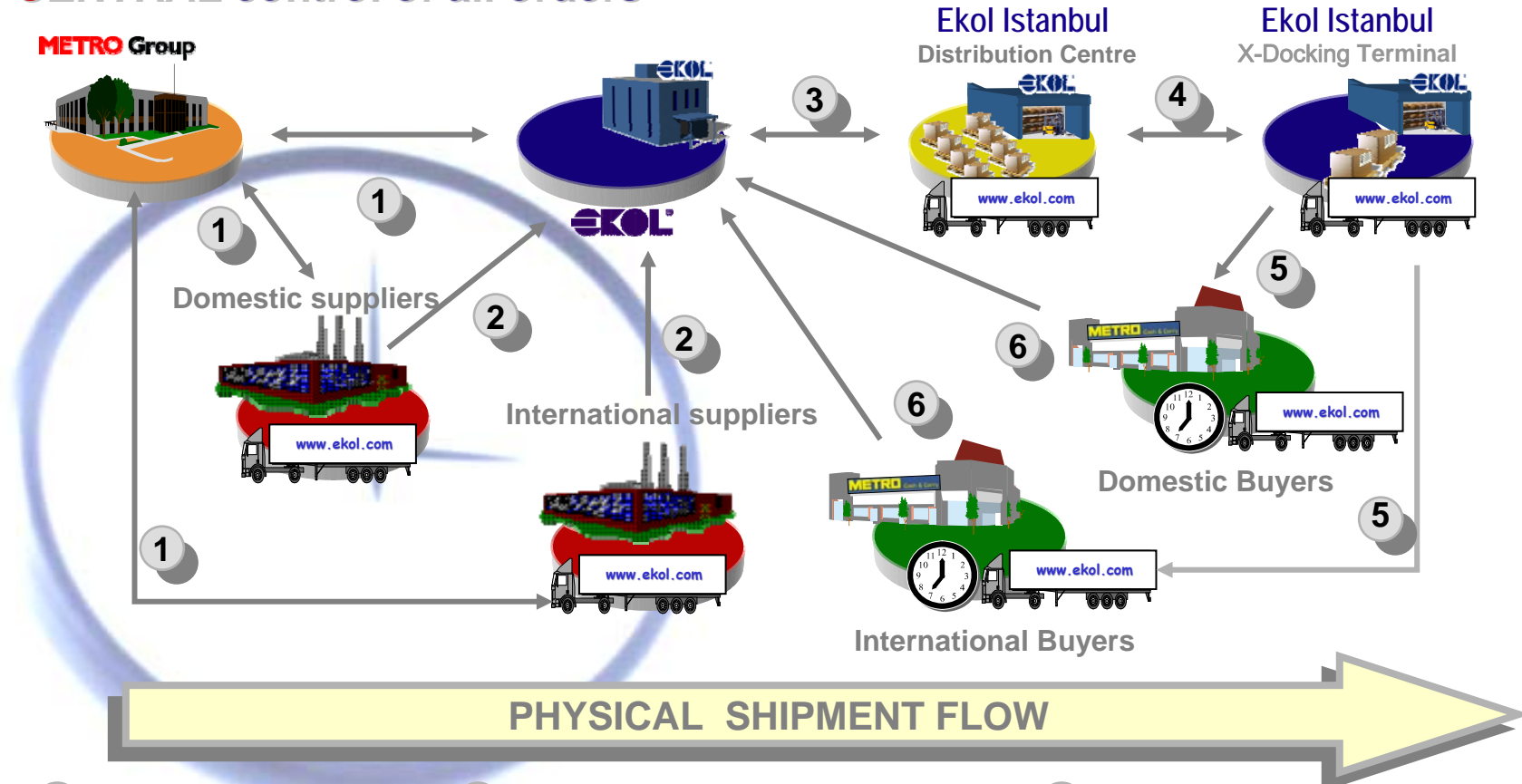
Daily collection of export orders from Turkish Manufacturers

Consolidating shipments on country & buyer basis

Scheduled deliveries to West & Eastern European Destinations

Centralised Product & Information flow

CENTRAL control of all orders



- 1 Order
- 2 Collection order
- 3 internal collection order
- 4 Consolidation & Optimization (Mix Supplier Pallet per Market per delivery)
- 5 Delivery at specified hour
- 6 Equal time POD receipt

Some of The Reasons of Our Existance



**UNION OF ROAD TRANSPORT ASSOCIATIONS
in the black sea economic cooperation region (BSEC-URTA)
IXth General Assembly**



11.05.2006 Istanbul

