



EKOL[®]

logistics for a better world

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contents

The World is Getting Smaller, Ekol is Growing

Becoming a Leading Brand in Europe

Step by Step Excellence

Types of Services

Sectors

Human Resources and Management Systems Development

Contact

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TR

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79

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KORUYUNUZ

J20

The World
is Getting
Smaller,
Ekol
is Growing

The World is Getting Smaller, Ekol is Growing

As the communication and transportation technologies develop, the world gets smaller. While production was confined to certain quantities in previous years, nowadays driven by the globalisation and industrialisation, it is carried out irrespective of place and time. Together with the rising demand, the need for products to be at the desired location at the required quantity with suitable value, cost and timing have developed the concept of logistics as a science, which drives us to do more and better.

In 1990 we set out with the objective to provide to our customers the best service, and during the intervening years we have become a logistics business partner that can reach every corner of Turkey and of the world by keeping pace with the changing world and conditions.



At the present moment, with our technology and the innovation we have created, we are now a big European player who can adapt to contemporary needs, produce multi - dimensional logistics solutions and is proud of being able to offer our customers tailor made projects.

As Ekol, in addition to providing the best service, we are now looking for ways to be more useful to society by protecting our planet more and depleting less our natural resources and we are striving to achieve a sustainable success.

We believe that we will grow as the Turkish economy continues to develop and grow, and we will become stronger as our country gets stronger. We know that the more advanced the logistics sector of a country is, the higher the competitiveness of the economy of that country is.

We are committed to developing solutions for you and to strengthening you at competitive conditions. We also know that this is what will make us strong, big and indispensable.



Becoming a Leading Brand in Europe

Becoming a Leading Brand in Europe

Since our establishment, we have set out with the objective to become a leading brand in Europe. Considering this objective when thinking about the most appropriate name for the Ekol Logistics, we thought for a name that can be read in every language in the same way. To this end, we decided to use the word "école", a word of Latin origin which means "school". As Ekol today, we are accomplishing achievements worthy of our name by training human resources for the logistics sector where we have undertaken a leading role to develop new business models. Thanks to the services that we provide to world's leading multi-national companies we have in our portfolio, we have managed to rank among major companies in the logistics industry in Turkey and in the world. We take firm steps further in achieving our goal of becoming a leading brand in Europe.

Starting from the point of load organisation in international transportation, we have achieved an integrated structure that offers third-party integrated logistics services. We design and deliver integrated logistics and supply chain solutions to our domestic and foreign customers in various industries with the know-how, qualified human resources and advanced technology applications we have created as Ekol.

We rank among the leading providers of integrated logistics services in Turkey and Europe with our distribution centres in excess of 400.000 m² closed area in Turkey; facilities in Germany, Italy, Romania, France and Greece fleet over 2,000 vehicles and over 4,000 employees.

Facts and Figures

400.000 m²

storage area

over 2.000

vehicles

over 4.000

employees

28

worldwide facilities

222.000.000€

turnover (2011)



European Eco Performance Award 2012 winner



Step
by Step
Excellence

Step by Step Excellence

1990 - 1993, we were founded and provided services in the area of international road transportation.

1994, we accomplished the biggest one-time fleet investment done in Turkey, and we expanded our service network by offering services such as air and sea transportation, and customs clearance. In so doing, we took the first step to becoming a complete logistics provider.

1996, we established our first branch abroad in Germany.

1997 and 2001, with Kardelen and Orkide Logistics Centres established in, we began providing services in the area of contract logistics.

2002, we realised a rapid growth by acquiring Unok/Unatsan, the industry's most important transportation companies. In an unprecedented move in the sector, we set up the Process Development Department staffed completely with industrial engineers.

2002-2010, we managed to turn our service network into what it is today by opening successive storage and distribution centres all over Turkey; today we continue to deliver services in 18 distribution centres and 28 facilities in Turkey and Europe.

2003, as Ekol we made a breakthrough in the sector with the strength of our technological infrastructure by beginning to actively use the SAP Program and launching the integrated quadro™ software, designed by our own IT team to accelerate the operation of the logistics processes and provide transparency to customers.



2008, we implemented the first Block Train transportation between Trieste and Ludwigshafen Terminal.

2009, we increased our strength by establishing partnership for the minority shares of Invest AD, a mutual fund in Abu Dhabi.

2010, together with the leading Scandinavian corporation STS International Transportation, which we acquired in December, we became the leader company in the sector on this route too.

2011, we made a quick start by opening Ekol Italy and recorded a 300% growth on the Eastern European Route in the last quarter of the year by purchasing a company in Romania, and established Ekol Romania. Exhibiting a considerable breakthrough in Health Logistics, we opened Turkey's largest representative pharmaceutical warehouse in Tuzla Logipark Campus.



Types of Services

Supply Chain Management

With its integrated logistics services, Ekol offers to its customers an efficient supply chain management from a single source.

Provision of operations from a single source of control result in better management of the process and cost advantages.

Every solution, tailor-made for the customer, is being undertaken and implemented as a project. The scope, purpose, objectives and success criteria and responsibilities of the project are defined in the finest detail. Efficient management of resources is ensured to fulfil the set objectives in accordance with cost and time criteria.

Efficient use of resources and healthy solutions in line with the project targets...

The most creative solutions for the development of supply processes

Ekol first analyses the existing processes in its quest to offer its customers innovative solutions for the improvement of supply chain processes. Mapping existing situation as well as efficiency and cost analyses is carried out within this context.

Ekol works with experienced industrial engineers and system analysts to analyse and improve the supply chain. Thus, it ensures the traceability of the whole supply chain performance and makes it possible to foresee in advance potential problems or opportunities. At this stage of the project management, outputs are obtained through process design, equipment and resource planning, layout design, software customization and development, and feasibility studies.

Ekol always supports and develops the quality of offered logistics services with its technological infrastructure. Thanks to operational software which can be integrated easily with various software such as Oracle, SAP and AS 400, Ekol has no technological boundaries in its solutions.



Types of Services

Road Transportation

Ekol offers partial and complete road transportation services between Turkey and all European countries, with one of the largest and most modern vehicle fleets in Turkey and Europe.

Ekol offers transparent, high - quality and reliable services with its large service network, global network of agencies, operational and industrial expertise, and customer-oriented solution, staff who have adopted concrete customer relations approach, order management system, transportation ability and modern over 2,000 - vehicle fleet.



Ekol provides tailor - made solutions in many sectors including automotive, chemical, industrial, health and personal care, e - Commerce, FMCG, textiles, retail, construction and decoration sectors.

Partial road transportation, which allows scale economy by bringing together small quantities of products to make larger cargo parties, offers more flexibility compared to complete transportation, due to the higher frequency of departure dates. Thanks to the extensive service network, deliveries are made all over Europe within the pre - determined time frames.



Types of Services

Fast and efficient transportation services with an extensive and environmental - friendly fleet

Ekol offers different service types according to transit times such as Standard, Express, Super Express and Speedy.



Service quality and standards are guaranteed with smart solutions ensuring time flexibility by route planning to minimise the distances and more efficient vehicle service life. Ekol Logistics is able to offer its customers transportation solutions such as road, cold chain, Ro - Ro - road and Intermodal transportation with its extensive and environment-friendly fleet of trucks, all compliant with Euro 5 norms. Ekol is able to offer its customers competitive prices with suitable time frames with its diverse transportation solutions.

High-performance transport solutions with environmental - friendly fleet of 2,000 vehicles...

Delivery at the Speed of Airplane with Ekol Speedy

Ekol ensures that its customers save time by creating fast and customer specific solutions with its small volume vehicles called Speedy.



Time Saving Service

In order to cater for its customers' needs and expectations in a timely manner, Ekol launched the speedy service which offers special lead time for special freights. With its speedy vehicle service, Ekol offers its customers faster and economic service with approximately 30 m³/ 3.5 tons per vehicle capacity, without having to rent the vehicle completely. With this service, Ekol enables its customers to take benefit of the same advantages they experience with the airfreight.

over **2000** vehicles,
all in **Euro 5** standards

average of age **2**

**extensive and
environmental
- friendly**

fleet

For more information about Road Transportation services:
road@ekol.com

Air Transportation

Ekol has adopted the principle of offering the most appropriate solution to any demands of its customers. Ekol, holder of an IATA license and a member of UTIKAD, HTFN and Conqueror, strives to offer its customers the highest quality service in air freight at the most affordable cost, through an extensive network of agents around the globe and agreements with the leading airlines.

Ekol offers Economic, Priority, Console, and Charter services with low operational costs by taking into consideration the time and cost needs of its customers...

The regular weekly Far Eastern import, the United Kingdom import, Germany and the U.S. export air consoles are offered at competitive prices and campaigns. Ekol has the ability to handle cargo in every corner of the world with international (cross trade) and third party services.

Ekol has enhanced its high-standard service quality with memberships to HTFN and Conqueror networks, and has strengthened its presence in Europe, America, Asia, Middle East and Africa. As in all over Turkey, Ekol can provide customs clearance, warehousing and door - to - door services through a network of global agencies at many places in the world.

With its extensive agency network and established locations, Ekol offers different solutions to deliver products from Turkish airports to all airports in the world...

Ekol offers not only airport - to - airport, but also different service options such as door - to - airport, airport - to - door and door - to - door, including transit loading service and cross transportation services between two countries outside Turkey. In line with the needs of the customer, services such as integrated warehousing, handling, distribution, customs clearance, palletising and insurance are also offered within the framework of air freight.



Ekol provides direct or charter transportation services in a fast and safe manner of many product types from many sectors ranging from general freight to perishable freight, from hazardous material to textile products on hanger, from heavy weight tonnage products within the scope of the transportation project to out of gauge products, from live animals to factory transportation, and special bulk transportations.

Established locations, fast and integrated solutions...

Ekol Air Cargo benefits from the advantage of its network of established locations and is able to offer ever more optimal, fast and integrated solutions from its headquarters in Istanbul and domestic branches in Izmir, Ankara, Bursa, and Mersin. With offices located at airports, Ekol is able to provide terminal services, and step - by - step freight tracking services for door - to - door services with tracking reports from the receipt of the freight.

For more information about Air Transportation services:
air@ekol.com



Sea Transportation

Today, where 80% of all global transportation is conducted over maritime routes, Ekol offers smart intercontinental logistics solutions for customers all around the world, not only between Turkey and other countries but also between different countries other than Turkey, thanks to agreements with reputable ship owners, a large network of agencies, and FIATA, ITCO, UTIKAD memberships.

Ekol offers FCL (Full Container Load) and LCL (Less than Container Load) transportation on a container basis, and provides the optimal solution using intermodal options such as road - maritime, maritime - air, and maritime - rail. In addition to port - to - port, port - to - door, door - to - door transportations, Ekol also offers transit loading services and cross transportation services that are conducted between two different countries other than Turkey. Ekol offers freight alternatives through its special contracts with all shipping agencies in Turkey, hence creating transportation alternatives and providing cost advantages.

Ekol has the know-how and infrastructure to transport all kinds of products in various types of containers...

Ekol provides the transportation of products ranging from garments on hangers to flammable or non-flammable chemicals, to food products, and all solid, liquid and gas substances in addition to general consignments. It provides all types of container transportation services according to types of goods and specifications with specialized containers such as standard, open top, open side, reefer, flat-rack, platform, ISO tank, Flexi tank and garments on hangers.



Ekol has also started to make its mark in Liquid Transportation with its recent investments and agency contracts concluded with the world's leading tank operators. With its expertise in transportation, it provides additional services such as Flexi - tank shipments as well.

With its own ISO tanks and the fleets of ITCO member tank operators of which it operates as an agent, Ekol can now provide liquid transportation services to many places in the world...

Thanks to special contracts made with ship owners, Ekol has a service diversity which can provide boutique services based on customer demands for maritime freights to the Far East, America, Africa, Europe and the Middle East.

Thanks to the existing partnership agreements and its membership to the HTFN & Conqueror network of global agencies, Ekol provides door - to - door delivery, customs clearance and distribution services anywhere in the world...

Thanks to its expert staff and regular cargo tracking reporting system, Ekol aims to provide its customers with time and cost savings, and to offer more competitive and cost - effective solutions with integrated logistics services.

For more information about Sea and Liquid Transportation services:

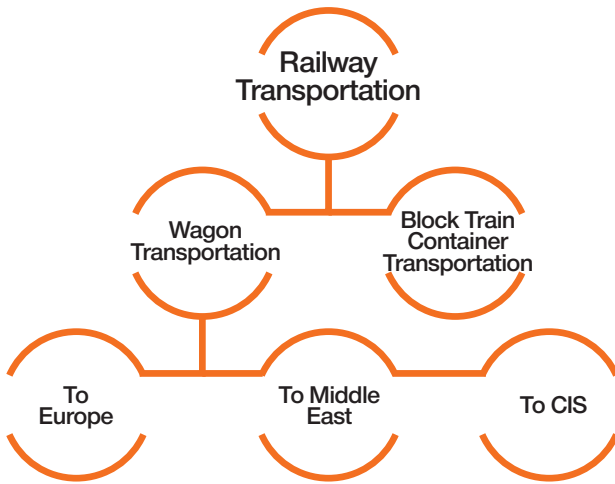
sea@ekol.com
liquid@ekol.com



Types of Services

Railway Transportation

Being one of the few enterprises which engages in railway transportation in Turkey and offers the advantages of railway transportation to the customers, Ekol offers customer - oriented solution alternatives in rail transportation with project - based works.



Wagon Transportation

Wagon Transportation to Europe

Through its extensive agency network, Ekol carries out transportation with closed, open and special type wagons from Turkey to every point in Europe, and from Europe to every point in Turkey.



Wagon Transportation to the Middle East

Thanks to its partners at every station in Turkey, Ekol carries out transportation with closed, open and special type wagons from every point of Turkey to Syria, Iran and Iraq.

Wagon Transportation to the CIS Countries

Through its agencies in Kazakhstan, Turkmenistan, Uzbekistan, Tajikistan, Mongolia, Russia, Ukraine and Belarus, Ekol sends heavy tonnage or project cargoes to the region. Since the rail gauges in CIS countries are different from the European standards, either the wagons or the materials have to be transferred.



Types of Services

Ekol carries out transportation to Turkic Republics and Russia with five different methods

Transportations through Romania - Moldova border Ungheni

Wagons belonging to Turkish State Railways (TSR) sent from Turkey are sent to Turkic Republics and Russia by transferring to CIS wagons at the Ungheni station on the Romania - Moldova border.

Transportations through the ports of Poti, Kavkaz and Illichivsk

40 ft and 20 ft containers coming from all ports in Europe, Turkey and the world, and all bulk loads are distributed to the ports of Poti in Georgia, Kavkaz in Russia and Illichivsk in Ukraine by transferring to CIS wagons.

Transportations through Derince

The loads in Derince port are transferred by ferries carrying wagons to the port of Illichivsk in Ukraine by loading them to special CIS wagons coming from Russia and Ukraine. There, they are distributed without any further handling operations.



Transportations through Sarakhs

TSR wagons sent from Turkey are transferred to CIS wagons at Sarakhs station on the Iran - Turkmenistan border and sent to the Turkic Republics and Russia.

Transportations through Halkali

Materials arriving at Halkali are sent, with special type wagons whose axles can be changed, to the final destination as they were loaded, without the need for second handling.

This type of wagons is brought to Halkali upon special request, and only the axles of the wagons are changed.



Types of Services

Block Train Container Transportation

Ekol carries out block train services with its own 45 PWHC containers to all over Europe, together with its collaborators.

Countries to which block train container transportation services are provided:

- Germany
- The Netherlands
- Belgium
- Hungary
- Austria
- The Czech Republic
- Poland

Transit Time:

Door to door transportation is done with transit times from 8 to 11 days.

Departure Days:

There are departures every weekday from Halkali to Europe and at least 3 departures per week from Europe to Halkali.

Container Sizes and Pictures

DRY FREIGHT CONTAINER

external dimensions

length: _____ 13716 mm
width: _____ 2500 mm
height: _____ 2896 mm

internal dimensions

length: _____ 13556 mm
width: _____ 2444 mm
height: _____ 2695 mm

door opening

door width: _____ 2416 mm
cargo access height: _____ 2551 mm

door height: _____ 2585 mm

capacity

89.2 m³ _____ europallet (1200 mm x 800 mm) _____ 33
iso pallet (1200 mm x 1000 mm) _____ 26

ratings

max. gross weight: _____ 37000 kgs
max. payload: _____ 29720 kgs

tare weight: _____ 4260 kgs



For more information about Railway Transportation services:
rail@ekol.com

Types of Services

Intermodal Transportation

Intermodal transportation is a method where the cargo is transported to multiple points with multiple transportation models and no actions are performed on the cargo when changing the transportation modes. Within the framework of intermodal transportation, special containers or semi-trailers that allow the transfer of products from one model of transportation to another without the need for re-packaging are used.

In the provision of intermodal services to customers, Ekol makes use of transportation models used in intermodal transportation such as trucks, Ro - Ro ships, airplanes and trains.



Ekol offers its customers the following advantages with intermodal transportation:

- Premium and guaranteed intermodal services for time - sensitive cargoes.
- Value pricing on the basis of various equipment types and service options for commodities with lower value.
- Equipment flexibility allows customers to choose the most suitable option for the cargo: Several options including 20', 40', 45' containers and mega semi - trailers, and high - cube containers.
- Timely picking up and delivery through contracts with selected Dryage providers.
- Benefits for customers who pursue environmentally sensitive policies due to reduced fuel usage, and therefore CO₂ emission, thanks to intermodal transportation.



Types of Services

- Ekol customers can easily follow up their shipment through the robust Ekol quadro™ software which reports automatically the location and situation of a freight.
- Ekol's experienced staff handles each parcel carefully so that a trustable and consistent performance is ensured that its customers require within a dispatch program.
- Ekol offers intermodal services to a substantial majority of the best known global companies and brands by carrying thousands of containers full of materials, finished products, industrial and consumer goods each day.
- Ekol has been providing transportation services to its customers through 1 block train service each day between Worms / Germany and Trieste / Italy and now has also added Worms / Germany - Arad / Romania block train service due to increasing demand day by day.
- Currently 3 block train services are run weekly each way and our target is to increase the service to 5 block trains by the end of the year. Ekol has started test runs for intermodal services between Antwerp, Belgium and Malmö, Sweden with the intention of improving its intermodal lines all around Europe.



EKOL®

Each month with our environmental friendly intermodal solution between Europe and Turkey we save;

1.9 million liters of fuel and 3.65 million kg of CO₂ to rescue 550 football fields of forest,

5.38 million km distance which corresponds to 135 times the circumference of the earth and we keep on working for a better world.

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The EU Cream Consortium and Ekol

Ekol is an active member of the CREAM Consortium (Customer - driven Rail - freight services on an European mega - corridor based on Advanced business and operating Models) established under the 6th Framework Programme of the European Commission. The CREAM project is a research and development project financed under the coordination of European Commission. The aim of the project is to further develop rail and intermodal transportation in transport corridors between Europe and Turkey.

One of the works within the scope of the CREAM Project is the development of trimodal transportation chain with integration of Ro - Ro - Rail - Road.

Environmental Impacts

Savings per trip in Intermodal Transportations are:

5.000 km of road
1.600 litres of fuel
5.520 kg of CO₂

Ekol's solution of sending the semi-trailers, suitable for intermodal operation, from Turkey to port of Trieste in Italy by Ro - Ro, and from there to Worms in Germany by block trains, and finally distributing to Europe with German license - plated trailers, manages to reduce the distance from 7,000 km to 2,000 km as compared to the case where the entire transportation is carried out by road transportation. In this way, 1,600 litres of fuel, 5,20 kg of CO₂, 25.86 kg of NO_x, 3.98 kg NMHC and 0.70 kg of particles are saved per each round trip.

For more information about Intermodal Transportation services:
intermodal@ekol.com

Domestic Distribution

Ekol offers its customers tailor-made, wide ranging and economical solutions with its country - wide distribution network, and reliable service and competitive prices for partial and complete vehicle transportations. With its advanced technology, trained work force and environmental approach, Ekol is the leader in the industry and the brand of choice for many domestic and international brands.

Services offered within the scope of Domestic Distribution:

- Quality and reliable partial transportation service, within the standard delivery times without restrictions on tonnage and volume, through a distribution network covering the whole of Turkey,
- Provision of trip-based vehicles for complete loads
- Sector-specific transportation solutions with vehicles and trained personnel dedicated to work for multi - point distribution and collection services within/ outside the city,
- Product delivery to drug stores and warehouses with special fleet set up to serve the pharmaceutical industry,
- Transportation solutions with temperature - controlled vehicles to meet the needs of customers in the pharmaceutical and food industries,

- Collection from addresses and delivery of the products to central units in a timely and traceable way through the returns portal developed for our customers,
- Transfer services among stores and other units in Turkey,
- Transport solutions for B2C business partners operating in the e - Commerce sector,
- Transportation with milk run and flexible milk run models of raw materials and packaging materials from suppliers to production bands in the manufacturing industry,

Process monitoring with the web portal designed by Ekol...

The web portal, designed by Ekol, enables suppliers to perform data entry on the basis of product and packaging, and the Ekol planning unit to plan the dispatches, to collect these from the door according to the type of company or to deliver them to the Ekol X Docks centre. The whole process, including the transportation of products to the production line by consolidating, can be tracked by the Suppliers, Ekol and the Customers.

With its domestic distribution services, Ekol offers sorting and consolidation centres set up for main warehouse and store deliveries in the retail sector, warehouse and store - based complete and partial distribution services, and intermediate transportation services with dedicated vehicles for transportations of raw materials, packaging materials and finished goods between the factories and warehouses of customers together with intercity pre - collection from suppliers.

Ekol delivers 2 million m³ of products annually to 20,000 addresses in 81 provinces with 500 staff, 2,000 vehicles and 24 locations across the country.

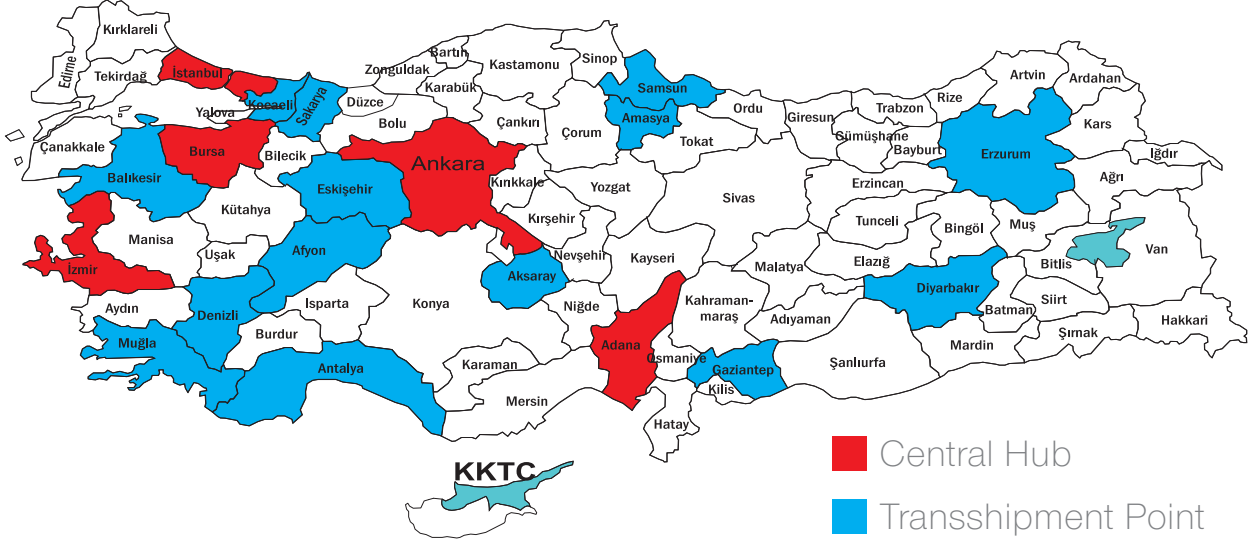


Types of Services

Network

Ekol delivers distribution services in 81 provinces through 24 transfer centres with its distribution network set up across Turkey.

Network Map and Transfer Centres



Deliveries are carried out in 1 day for distances up to 600 km to the provincial centres across Turkey, 2 days for distances between 600 -1,000 km, and 3 days for distances over 1000 km.



Ekol consolidates at the main transfer centre in Istanbul the products collected from the customer addresses and from its own warehouses during the day, and dispatches them to the transfer centres of the relevant destination provinces. The dispatches, sorted according to recipients at the transfer centres, are being delivered to the recipients across Turkey using micro - distribution vehicles.

For more information about Domestic Distribution services:
domestic.distribution@ekol.com

Types of Services

Fair and Exhibition Logistics

Ekol, which stands out with the solutions it has developed and the services it provides, offers also tailored solutions for companies in fair logistics that make a difference.

The Fair Logistics Department of Ekol, which is expert in the field, has the skills to serve with the same quality all over the world predominantly in the textile, food and construction - building sectors.

Ekol stands out among its competitors with its service rate, undamaged delivery guarantee and different transportation models for fair logistics, and offers its customers the tailored solutions they need.

Ekol provides services for exhibitors, stand manufacturers and fair organisers where customer-specific solutions are needed for events such as fairs, special exhibitions, congresses, meetings and concerts that are the most important aspects of international trade and global economy.

Services provided within the scope of Fair and Exhibition Logistics:

- Insurance
- Duty - paid or free of duty warehousing services
- Exhibition area consulting
- Distribution and loading services in Turkey
- Import / Export customs clearance service
- International transportation services (Round Trip): Road, Air, Sea, Intermodal
- Distribution services and import procedures in the countries hosting the fairs



Customer - Oriented Integrated Logistics Service

Offering integrated logistics services with a customer oriented organisational structure, Ekol provides solutions to bring competitive advantage to its customers, thanks to its fleet, technological infrastructure allowing cargo tracking and monitoring, high quality of services, wide network of agencies all around the world, and a team specialising in fairs and exhibitions.

For more information about Fair and Exhibition Logistics services: fair@ekol.com



Project Transportation

Within the high - quality service range offered to customers through its project transportation services, Ekol transports the heavy and bulky loads, considered to be out - of - gauge, to the desired point within ideal time and costs.

With its experienced team of specialists in this field, Ekol plans the project process with customer - specific solutions, develops project plan suitable for the dynamics of every out - of - gauge transportation and ensures the flawless implementation and success of the project and the reliable delivery to the desirable point.

Within the scope of Project Transportation services, with its experienced team Ekol provides project management and consultancy services by analysing correctly the customer expectations and the project requirements.

Ekol develops solutions in line with the needs of customers by formulating traceable costs with transparent pricing policy.

Sets up special solutions for each required point and process...

Ekol's team of Project Transportation experts formulates business plans by developing innovative and custom solutions for the customers, and develops and implements resource management strategies.

Ekol offers project transportation services in energy, industry, construction, oil and gas sectors, and provides transportation services to every point, particularly in Europe and the Middle East, with its technical knowledge and strong partner network.



Ekol also offers its customers foreign trade legislation support and local information when providing services in the area of project transportation. Ekol plans the route and logistics scenarios by evaluating climate and geographical conditions and offers its customers the appropriate road, air, sea, rail and intermodal transportation options.

When providing project transportation services, Ekol:

- creates multi - model - Combined and Heavy Cargo solutions.
- produces Warehousing and Transfer solutions.
- carries out Lashing, Material fixing and packaging
- provides order tracking - monitoring service.
- offers Crane hire, Survey and commodity insurance.
- offers Document flow (post delivery), CMR and FBL services.
- provides strong flow of information through IT software.

For more information about Project Transportation services : project@ekol.com



Contract Logistics

Contract Logistics is one of the most important links in the supply chain and has importance in terms of efficient management of warehousing operations, feeding the sales points rapidly, providing effective solutions in order preparation and warehousing operations, and reducing the logistics cost and therefore the product costs.

Ekol, with its knowledge and experience, provides operational solutions that ensure the highest efficiency with the least usage of resources by designing the most appropriate processes for business models, keeping in mind the customers' demands and expectations. Whilst generating these solutions, it creates optimization opportunities in the usage of resources and provides savings in its customers' logistics expenses. Ekol transforms idle resources into productivity with the created synergy and common use of resources at its multi-user facilities. Operational quality is increased with the productivity works featured in process setups and thus the indirect damages arising from sales losses are minimised.

Having increased the variables it can manage with its IT infrastructure, Ekol utilises the manpower as qualified resources that oversee and improve the designed processes instead of just plain work force in the field.

Ekol offers its customers with flexible and diverse solutions by looking from a broader perspective at the knowledge acquired over the years through the services provided to portfolio of customers operating in different sectors.



Ekol's Approach to Contract Logistics:

Ekol identifies the problems, expectations, and logistics needs of customers, providing tailor-made solutions that will add value to their businesses. Ekol monitors closely any developments in warehousing technologies, adapting the applicable automation solutions to its existing processes in order to offer its customers from all sectors higher quality and more robust solutions, which provide also cost benefits. In this way, by using less manpower, Ekol increases efficiency as well as manages more flexibly and cost-effectively daily demand fluctuations.

Project Management:

Ekol employs a "Business Development" team specialised in project management and specific sectors. Team members who work locally in each facility, follow up the operation closely and ensure that processes that are designed with the principle of constant development and the aim of increasing the efficiency and the operational quality are implemented in the field in time and smoothly.



Types of Services



Services:

The main solutions offered by the Warehouse Management Service Unit include bonded warehouse management, distribution centre management, production logistics, value added services and returns management.

Bonded Warehouse

Through its bonded warehouses located at various locations and operating with connection to Erenköy, Dilovası, Halkalı, and Esenboğa customs, Ekol offers mainly two distinct services in this area. These services include warehousing during the customs procedures of the products received from abroad, and order preparation and shipment of the products for transit trade, in line with the requests of the customer. The first bonded warehousing service with automation system in Turkey was launched in 2012.

Distribution Centre

Ekol responds to various requests of its customers with its staff equipped with sector-based know-how, and the synergy and cost and operational flexibility achieved in terms of resource utilisation through shared warehouses. Order management, inventory management and vendor management services are offered at the Ekol Distribution Centres.



Production Logistics

Ekol offers "production logistics" services within the factory, in line with the production plans, such as simultaneous raw material feeding and storage with the production line, feeding and storage of consumables and packaging materials constituting the product, picking of finished goods from production lines and delivery to the distribution centre, and provision of the material flow between various units of the factory.

Value Added Services

A variety of value-added services based on customer requests are offered (such as labelling, 2 - D Bar Coding, instruction manual attachment, price tag printing, assortment creation, hanging, safety belt installation, creating promotional packages, adding a warranty card).

The value-added services are managed and monitored through a module, developed specifically for this service in our warehouse management system, and can be reported simultaneously in real time with the operation.



Returns Management

The returns management, included in the reverse logistics service chain, is provided by our Warehouse Management service unit. Within the framework of return management, services regarding the acceptance, handling and sorting, quality control of the returns delivered to Ekol's warehouses, the return of the acceptable ones to the inventory, and destruction of required ones in accordance with disposal procedures are carried out.

Types of Services



Technology

With the quadro™ Order Management and Rainbow Warehouse Management software, continuously developed by its own IT team, Ekol aims to respond to the changing needs and expectations of customers, by managing their operations in the most efficient way.

Full transparency and mobility with custom software

- Vehicles and loads can be traced on the map in real time,
- The estimated driving times and mileage information can be obtained,
- The locations of Ekol offices and agencies that collaborate with Ekol as well as the locations of customers and suppliers can be viewed on the map,
- Order and/or time based analysis and reports in connection with orders can be accessed and customised on customer and/or supplier basis,
- The status of all orders can be monitored in real-time.
- Ekol strives to make the most efficient use of technology in order to respond quickly to varying requirements of customers, and to offer flexibility in quality service in line with customer requirements. In addition, Ekol minimizes the error rate in its warehouses through smart application of automation technologies, provides real - time information to its customers over portal applications, and ensures traceability of its operations.

Warehouse Management System - WMS

By using software that is completely developed by its in - house IT team, Ekol achieves a flexibility to rapidly meet customer expectations, and ensures development of solutions in a larger spectrum by the help of the experience gained within different industries, and a sustainable improvement process in its services. Furthermore, this system has the capacity and flexibility to be interfaced with different software preferred by the customers.



Types of Services

Material Flow Control Systems - MFS

The maximum capacities of all kinds of hardware (cranes, conveyors, sorters, turn - tables, transfer units, lifts, pick - by - voice etc.) included in the process can only be achieved through the harmonious operation of all elements of the system.

With its MFS software developed in - house, Ekol manages, controls, and optimises the flow of materials and information within the automated warehousing solutions system.

Portal Applications

The portal has screens where the customer and Ekol staff can view online in real time the same information. Thanks to the transparent system which can be monitored in real time, Ekol can be monitored continuously by the customer, and the customer can instantly plan its other processes based on the relevant data on the screen.



Automated Storage and Retrieval Systems (ASRS)

Automated storage and retrieval systems are robotic systems, which stock up a load (palette, tray or carton) to pre - determined destinations and unload from shelves, when required. The advantages that ASRS applications provide for Ekol customers:

- Reduction of storage spaces: With this system, which requires less aisle space and enables to store in higher shelves, the product amount stored in a unit space increases approximately 2.5 times, when compared to traditional storage methods.
- Reduction of labour costs: Since stacking and retrieving out of shelves is done fully automated with this system, the stacking machine operators used in traditional warehouses are no longer needed. With reduction in equipment and operators, the risk of industrial accidents is inherently reduced.

- Reduction in throughput cycle times: With this system, the period needed to place the products on shelves or retrieve from the shelves is reduced by approximately 80% when compared to equipment performances used in traditional systems.
- Reduction of error risks to zero: After the installation of the system, the operation is becoming free from risks and errors that may occur due to human factor and thus both the inventory accuracy and the accuracy rate of order preparation reaches to 100%.
- Address optimisation: In free times the system carries the frequently moved items to destinations nearer to exits by following the defined algorithms through changes of destinations within itself, so that the items are retrieved faster.



Automation Systems for Garments on Hanger

These are automated systems ensuring that the garments on hanger are carried, stored, sorted according to orders and brought to dispatch area without human touch. This automated system that Ekol provides for its customers from ready - to - wear and textile industries, not only reduces the costs of storage and handling of garments on hanger to minimum but also increases the order accuracy rate to 100%.

Types of Services



Vertical Lift Systems

This system is based on using the platforms (trays), each of which that can move/be moved freely, as stacking equipments. This system, where the trays are stored vertically by the built - in automated lift systems, ensures that the storage space is used in the most efficient way by reducing the space between the trays to a minimum. In addition, this system places the products, to be picked up during the order picking, in front of the operator so the walking distance of the operator is reduced to a minimum. Ekol utilises the vertical lift systems in operations where product range is high and security and hygiene should be at the highest level in order to increase operational quality and reduce the usage of resources (space and staff) to a minimum.

Automatic Sorter Systems

Focusing on automated solutions in sorting operations, that require intense labour and therefore are leading the operations that are most vulnerable to errors, Ekol uses automated sorting systems that are designed in a way to provide service to different stocking units.



Product Pick by Voice

These are systems that enable the person picking the order to receive commands from the system through a headphone and also to give feedback to the system through a microphone. Ekol uses this system, which enables the staff to free their hands and eyes during order picking process, particularly in the operations of its customers in the fast moving consumer goods industry.

Pick to Light Systems

It is a system that shows on a led screen to the staff the address of the products to be picked and how many products to be picked at the address, and that enables through the buttons on it the entry into the system of the result of the picking process. This system, which does not require the staff to carry any equipments for picking up and sorting out the products, is used within Ekol for the operations in textile, retail and health sectors that require detailed order picking.



RF Handheld Terminal

RF Handheld terminal enables the staff to receive work orders from the system in relation to the processes within the warehouse and to insert the results into the system in relation to the completed work. By using these terminals, it is ensured that the Warehouse Management System is reached through many different processes in the warehouse, and that physical activities in the warehouse and the systemic records of these activities are managed simultaneously.

For more information about Contract Logistics services:
contract.logistics@ekol.com

Customs Clearance

When the question is customs clearance, Ekol is known as one of the pioneering actors in its sector, for developing the most appropriate solutions by analyzing the needs of its customer as diligently as possible, thanks to its corporate experience and expertise and customer - oriented approach.

Ekol has its own external operations staff located in all customs houses and dedicated special courier staff in order to achieve documentation flow in the fastest way possible, and finalizes any customs clearance process as quickly as possible without any issues.

Using the flexible and innovative software developed in-house, Ekol ensures that the declarations for all cargoes brought in via any mode of transportation are prepared in the shortest possible time frame and with ease. By means of its infrastructure to ensure electronic flow of data even when the cargoes are still en route, the customer representatives are supported in completing preliminary preparations, requirements stipulated on regulations on the basis of tariffs are determined, and the customers are guided within the shortest time. Hence potential problems are prevented before occurrence.

Fast and high quality solutions for declarations of any type of cargo by means of the unique, flexible and innovative software

The flexible software able to communicate with all kinds of databases enables quick preparation of customs documents. The EDI interface with the customs system allows the data transfers to the customs system. The system allows electronic transfer of all expenditures of freight, customs, and storage that occurs in relation to closed declarations, and enables online exportation of the relevant data to the accounting records of the customer. This is achieved with the help of software that can integrate with all kinds of software used by the customers. This, in turn, leads to savings of resources used for relevant accounting records.

Applicable rates in the customs tariffs are determined by reviewing the specifications of the products subject to foreign trade regulations. It is ensured that any and all kind of permits and certificates, required in foreign trade procedures, are followed up and concluded.

Customers are informed instantly about relevant regulations with online publication of clear, comprehensible, and up to date information about the changing provisions of regulations and their applications.

Deployment of Ekol's experienced staff in the foreign trade departments of firms not only enables the communication to ensure fast conclusion of foreign trade procedures, but also allows for operational control over procedures with highly experienced team members.

For more information about Customs services:
customs@ekol.com



Sectors

Sectors

Each sector has different logistics needs.

Ekol offers solutions customised for Automotive, FMCG (Fast Moving Consumer Goods), Food, Healthcare, e - Commerce, Textile, Industry, Construction, Decoration, Technology and Retail sectors.

Automotive

Ekol models warehousing and distribution systems, required to increase the efficiency of the spare parts distribution network established for aftermarket support and spare parts sales, by creating custom solutions for its customers and taking into consideration ever changing requirements.

FMCG

Good planning, speed, and timely placement of correct product on the correct store shelf is gaining ever increasing importance in the FMCG industry. In this respect, Ekol plans and produces logistics solutions customised for the fast moving consumer goods industry.

Food

Ekol provides services with supply chain management dedicated to the food industry. Ekol aims to stand out by creating competitive and strategic solutions in terms of warehousing, distribution, quality management and customer satisfaction. The product traceability is provided either by developing joint solutions or within the framework of the existing quality systems of the companies.



Healthcare

Ekol develops effective and creative solutions for various chains of the healthcare industry, such as pharmaceutical producers and importers, medical firms, pharmaceutical warehouses and hospitals. Ekol offers its customer's international transportation, duty-paid- free of duty warehousing, customs clearance, value added services and domestic distribution services in an integrated manner, making use of customised models. In this process, the products are transported to destinations and stored under GMP and GDP conditions.

e-Commerce

Ekol provides integrated logistics services to its customers in the rapidly growing e - Commerce sector. Ekol develops customer-specific solutions and models that will increase competitiveness, and will optimise and differentiate business conduct in e - Commerce. Ekol provides flexible logistics services with its robust technological infrastructure, extensive service network, alternative product warehousing processes, and order - based product shipment and tracking.



Sectors



Textile

Ekol offers boutique solutions for the fashion and textile industry, where change and speed is at the forefront, by designing all logistics activities from the procurement of raw materials to the stage of delivery to the store in line with the needs and expectations of the customer.

Industry

In order to help its customers in increasing their productivity in a sustainable manner, Ekol provides services to Turkish as well as international public and private sector business partners in the industry and infrastructure sectors. For the industrial sector, Ekol enables the healthy monitoring of product, document and information flows, and the elimination of gray areas during the transition between service units for the industrial sector by recommending on the execution of the whole supply chain flow.

Construction and Decoration

Construction and decoration firms operate by procuring large numbers of diverse products from various suppliers, where timely feeding of the construction processes is required. This need as well as the scale of activity experienced with respect to logistics processes makes the management of logistics processes in this sector important. In this regard, Ekol produces industry - specific solutions for the logistics needs of manufacturers in the construction and decoration industry, and ensures effective management of processes.

Technology

Security standards, hygienic production and storage spaces, operational quality, speed, simple processes and software infrastructure, which are the basic requirements of the technology industry, are among the most important differences created by Ekol in its services offered to its customers.

Retail

Ekol provides warehousing and distribution services to its customers in the retail sector. Ekol offers warehousing and distribution services to leading firms in the retail business, including hypermarket groups and technology - store chains, and extends swiftly its distribution network in this respect.



Human
Resources
and
Management
Systems
Development

Human Resources and Management Systems Development

Working at Ekol is a privilege

Acting with the awareness that the primary responsibility is to produce intelligent solutions for customers, Ekol believes that the achievement of sustainable and efficient use of resources is possible by qualified and satisfied human resources. For this reason, Ekol invests continuously not only in technologies, but also in human resources.



Having approximately 4,000 multinational employees, Ekol continues its efforts to become the employer of choice. By adopting the skills management approach, Ekol increases the performance and employee satisfaction in human resources processes, and applies the best practices in human resources to provide an environment where employees can become efficient.

Ekol Academy Prepares Ekol for the Future

The aim of the Ekol Academy, the corporate university of Ekol founded in 2007 by taking the investment in people to the professional platform with the belief and awareness that the most important role for achieving the goals is the investment in people, is to ensure the continuity of every employee in a way that enhances performance through development with focus on strategic priorities and business. In order to achieve this goal, it acknowledged that acting with the awareness that the professional development of the employees alone would not be enough, but that the personal and cultural development should also be upheld.

Ekol Academy, which since its establishment has delivered training on various subjects ranging from direction setting to personal development training, vocational training to occupational health safety and quality training, adopted the the faculty structure in 2010, and was restructured so as to include three different faculties, namely "Sales", "Leadership" and "Continuous Development". With the offered development opportunities, these faculties establish a development and value chain that has similar vision and targets, takes appropriate steps by determining correctly the needs, and one that is continuously forward - looking.

In the scope of Continuous Development Faculty, accident rates and fuel consumptions have been significantly reduced with the Safe and Economic Driving, and Defensive Driving delivered to drivers at home and abroad with vehicle simulators, and practices that support environmental - friendly logistics service approach have been adopted in the training and development activities.

While an Ekol employee can enrol in one faculty based on his position, he also has the opportunity to take courses from the other faculties for career planning. The employees who graduate after studying at any of the faculties are eligible to receive certificates from the universities that have programme equivalence.



Human Resources and Management Systems Development



Total Training Hours at Ekol Academy:

2007: 1,254 hours / 1,165 employees / 10,462 man - hours
2008: 1,858 hours / 7,871 employees / 10,462 man - hours
2009: 2,450 hours / 5,21 employees / 10,462 man - hours
2010: 2,900 hours / 5,909 employees / 10,462 man - hours
2011: 3,573 hours / 13,682 employees / 10,462 man - hours



Driver Trainings per Year:

2007: 378 hours / 90 drivers / 2802 man - hours
2008: 280 hours / 110 drivers / 2792 man - hours
2009: 440 hours / 527 drivers / 3288 man - hours
2010: 416 hours / 160 drivers / 1728 man - hours
2011: 150 hours / 260 drivers / 1,620 man - hours

Management Systems Development

After receiving ISO 9001:2000 Quality Management System Certificate in year 2004, Ekol established in 2005 OHSAS 18001 Occupational Health and Safety System. As of 2010, Ekol moved on to ISO 9001:2008, and was the first logistics firm to certificate design in the industry. The move to Integrated Management System was completed with the establishment of ISO 14001 Environment Management System.

The bonded warehouse compliant with ISO 22000 Food Safety Management System, a first in Turkey, allows Ekol to meet customer requirements, and develop and commission new systems. With the most comprehensive Quality Management System in the industry, Ekol pioneered R&D activities through its custom solutions tailored for its customers. In 2011, Ekol was able to extent the scope of ISO 14001 Environment Management System, receiving certification for its all 3 large facilities.

In 2011, Ekol decided to undergo Safety Quality Assessment (SQAS) organized by the European Chemical Industry Council (CEFIC), with respect to International Road Transportation, and was able to pass the assessment in February 2012. By underlining the significance it attaches to Health, Safety, Environment, Security, and Quality in its services offered to Medical Industry, it trained the drivers assigned to international transportation operations accordingly.

Contact

Contact

Istanbul Anatolian Side

Kardelen Facility

Ekol Caddesi No:2
TR-34935 Sultanbeyli

Lavinya Facility

Eyüpsultan Mah.
TR-34885 Sancaktepe

Fulya Facility

Eyüp Sultan Mah.
Samandıra

Defne Facility

Eyüp Sultan Mah.
TR-34885 Sancaktepe

Nilüfer Facility

Akse Mah.
TR-41420 Çayırova

Lilyum Facility

Akse Mah.
TR-41420 Çayırova

Sakura Facility

Şekerpınar Mah.
TR-41420 Çayırova

Yasemin Facility

Orta Mah.
TR-34959 Tuzla



Istanbul European Side

Orkide Facility

Hastane Mah.
TR-34276 Amavutköy

Levent Office

Nispetiye Cad.
TR-34330 Levent

Zincirlikuyu Office

Kore Şehitleri Cad.
TR-34400 Zincirlikuyu

Manolya Facility

Gülbahar Cad.
TR-34212 Güneşli

Kamelya Facility

Karatoprak Mevkii
TR-34540 Çatalca

Begonya Facility

Örnek Mah.
TR-34517 Esenyurt

Mimoza Facility

Akçaburgaz Mah.
TR-34522 Esenyurt

Contact

Ankara

Menekşe Facility

Ankara Lojistik Üssü
TR-06980 Kazan

Central Office

Vega Studios Hilal Mah.
TR-06550 Çankaya

Lavanta Facility

Bahçelievler Mah.
TR-06780 Elmadağ

Denizli

Central Office

Ankara Yolu
TR-20155 Akkale

İzmir

Zambak Facility

Kabakçeşme Mevkii
TR-35730

Central Office

Kristal 2 İş Merkezi
TR-35220 Alsancak

Adana

Akasya Facility

Akasya Tesisi
Yenidoğan Mah.
TR-01310 Yüreğir

Bursa

Gül Facility

Demirtaş Organize Sanayi Bölgesi
TR-16245

Mersin

Central Office

Yeni Mah.
TR-33050 Akdeniz



Contact

Germany

Heppenheim

Schwarzwald Strasse 1
DE - 64646 Heppenheim
+49 6252 687 0
+49 6252 687 333

Köln

Am Eifeltor 10
50997 Köln

France

Allee Theodore Monod
FR - 84300 Cavailon
+33 49 075 86 99

Italy

Modena

Via Silvio Pellico 15
IT-41019 Sozzigalli / Modena
+39 059 851714
+39 059 5220523

Trieste

Via Ottaviano Augusto 9
IT-34123 Trieste Italy
+39 040 322 00 50
+39 040 322 00 51

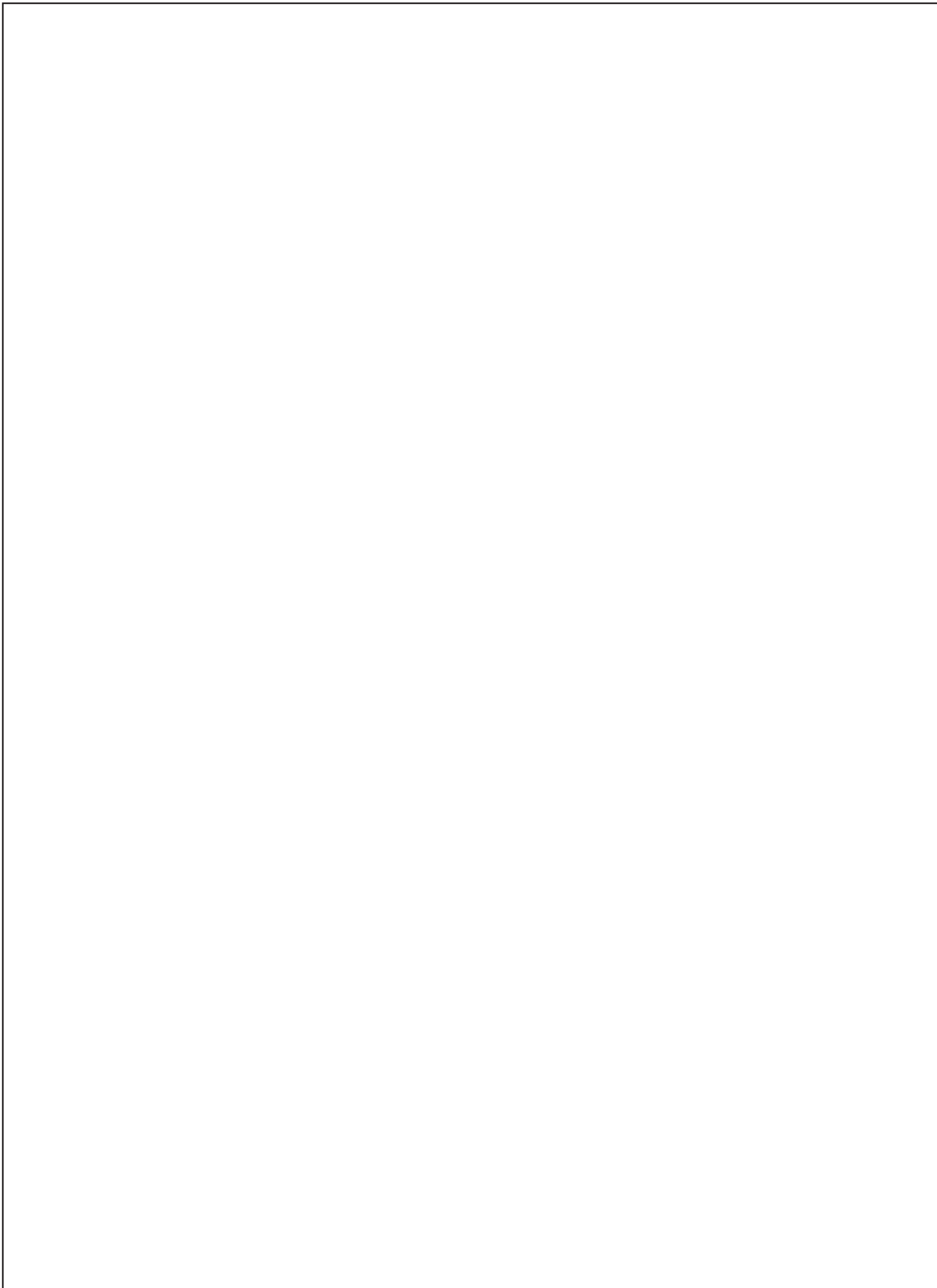
Greece

Ionos Dragoumi
GR - 54625
Thessaloniki
+30 2310 55 00 40
+30 2310 55 00 39

Romania

Prologis Park Bucharesti
A1, Str. DC 147 Cladirea DC1
RO - 087150 Sat Joita
Comuna Joita/Giurgiu
+40 213 697 050
+40 213 697 053

wearelistening@ekol.com



www.ekol.com