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01

TURKISH CARGO & TURKISH AIRLINES IN BRIEF

Turkish Cargo Timeline, Global Ranking, Fleet, Business Growth
Turkish Airlines was founded in 1933. In the meantime, Turkish Airlines carried small packages and post.

1933: First international cargo was carried in 1936.

1936: 2 C-47 cargo aircraft joined the fleet.

1972: 2 DC-10 aircraft joined the fleet.

1995: 3 B727-200 aircrafts were converted to cargo planes.

2000: Turkish Cargo brand was established within Turkish Airlines.

2004: First A310F was operated.

2010: First A330F joined the fleet.

2016: 889k tons of cargo.
120 Countries
More countries than any other in the world

248 International Destinations
More international destinations than any other in the world

299 Destinations
4th largest network in the world
TURKISH CARGO’S GROWTH

Tonnage Carried

Thousand tonnes

196 236 313 386 455 566 666 717 889 950 1050 1160 1290 1410 1590 1800
Turkish Cargo Market Share

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<tr>
<th>Year</th>
<th>Market Share</th>
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<td>2010</td>
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<tr>
<td>2011</td>
<td>1.3%</td>
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<td>2012</td>
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<tr>
<td>2015</td>
<td>2.3%</td>
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<td>2016</td>
<td>2.7%</td>
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GLOBALIZE YOUR BUSINESS

Freighter Destinations

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Transit Ratio

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FLEET

Widebody Pax

- 32 B777-300 ER
- 32 A330-300
- 20 A330-200
- 4 A340-300

Freighter Aircraft

- 9 A330-200 F
- 2 A310-300 F
- 1 B747-400 F
- 1 A300-600 F

Total: 13 Freighter
88 Widebody
ISTANBUL NEW AIRPORT CARGO HUB

Logistics Center of Gravity, Importance of Istanbul, Importance of a Single Hub
Turkey is located at the center of world air cargo traffic
LOGISTICS CENTER OF GRAVITY

Varış ve Çıkış satış ağırlik merkezlerimiz 2016’da daha doğruya kaymıştır.
ISTANBUL NEW AIRPORT – IMPORTANCE OF ISTANBUL

- **Geographical location**
  Very near to the logistics center of gravity

- **Infrastructure**
  Transportation, energy, raw materials etc.

- **Human Resources**

- **Fleet / Aircraft Range**
  High coverage rate in a coupe of hours

Number of countries and cities covered in three hour flight time
ISTANBUL NEW AIRPORT

Phase 1
annual capacity
2 million tonnes

Automated Systems
ASRS - PCHS

Modular Design
& Extensions

Focus on Special Cargo
Cool Center – Animal Center – Express – E-Commerce etc.

Intermodal Logistics
Road – Sea - Railway

IT Improvements
& Process Optimization

Footprint
120,000 m²
Facility Ground
60,000 m²
Closed Area
130,000 m²

Closed Area
130,000 m²

%67 Increase in capacity

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ISTANBUL NEW AIRPORT – PRODUCT INFRASTRUCTURE

VULNERABLES
High value products are accepted, stored, handled and transported with extensive care.

LIVE ANIMALS
Special rooms and extreme care

DANGEROUS GOODS
High safety standards, extreme attention, dedicated storages

PERISHABLES
Not only storage but also acceptance and handling areas for cool operations

EXPRESS SERVICES
Late acceptance, quick transfer, early delivery with dedicated facility and team

E-COMMERCE
Integration with postal services, dedicated reserve areas for future evolutions in the industry

VALUABLES
Extensive security standards throughout the whole chain

PHARMA
Keeping cool chain from start to end
IMPORTANCE OF A «SINGLE» HUB

- Center of all flights
- Civil Aviation Rules – Flight limitations
- Coverage / Network range
- One single investment and connection for Cargo, MRO, fuel/energy, catering etc.
- Efficiency in capacity and operations
- Frequency depth / Penetration
- Connection Times – Very important for transfer/transit operators

Connections from a single point
Fifth Freedom

Connections from a single point
Fifth Freedom
# Importance of a «Single» Hub – Istanbul New Airport

## Keeping Single Hub Strategy
- Operational efficiency
- Wide network
- Penetration
- Short connections

## Intermodal Opportunities
- Sea port in long term master plan
- Possible railway connections

## Better Road Connections
- Huge and integrated projects in transportation master plan, led by the government
- Third bridge on Bosporus and connecting highways
- Highway connections from the Europe to the eastern and southern borders and ports

## Interline Opportunities
- More flight competitor flights with the additional slots
- Effective use of codeshares and interline options
ISTANBUL NEW AIRPORT – EFFECTS ON THE COMPETITION

- **Infrastructure quality**
- **Modular and integrated extension availability**
- **Room for improvement in case of radical changes in the industry**
- **Additional capacity for the high value products**
- **Higher level of automation, lower operational costs**
- **Optimization in processes through the enhanced IT features**

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**104.000 m²**
- ASRS ve PCHS
- 2 M tonnes

**87.000 m²**
- ASRS ve PCHS
- 1,8 M tonnes

**82.000 m²**
- ASRS ve PCHS
- 1 M tonnes

**72.000 m²**
- ASRS ve PCHS
- 1,2 M tonnes

**130.000 m²**
- ASRS ve PCHS
- 2,1 M tonnes

**230.000 m²**
- ASRS ve PCHS
- 2,6 M tonnes

**390.000 m²**
- ASRS ve PCHS
- 3,5 M tonnes