



2020

A Look Back at 2020 With TIRPORT

The 100 Billion Dollar Turkish Logistics Sector is
Entering 2021 with Hope

Overview of the Global Logistics Industry

According to the investigation results of the international market research company IMARC Group, the size of the global logistics market was 4.96 trillion dollars by 2019. With the impact of the Covid-19 Pandemic in 2020, the decrease in global production, especially automotive, went down to 4.6 trillion dollars. In 2025, the global size of the logistics industry is expected to rise again, reaching 7 trillion dollars.

The lion's share of the turnover generated by the logistics industry is in road transport with 61%. FTL (Full Truck Load) and LTL (Less than a truck) transportation stands out with 35% in this category, while micro-distribution operations in FMCG (Fast Moving Consumer Goods) have a share of 26%. This is followed by maritime transport with 17%, air transport with 14% and rail transport with 4%.



When we look at the global logistics market in the third- and fourth-party logistics services (3PL and 4PL) category, we see a size of approximately 800 billion dollars by the end of 2020. FMCG and health transport stands out as the largest category. FMCG is expected to increase its weight in the next 5 years. Among the biggest players in the 3PL and 4PL categories in the world, C.H. Robinson Group, J.B. Hunt Transport Inc., FedEx Corporation, CEVA Logistics AG, Expeditors International of Washington Inc., United Parcel Service Inc., Kenco Group, XPO Logistics Inc., Americold, Deutsche Post AG, and DSV Panalpina A / S stands out.

Competition in partial transportation around the world is also very intense. DHL leads the market, followed by UPS and FedEx.



According to the 2019 data of the Total Logistics Report, the largest market for road transport in the world is the USA.

Approximately 500 thousand companies operate in the field of transportation in the US market. For most of them the number of self-owned trucks is below 20. The number of self-owned trucks in the portfolio of 25 companies in the USA is over 10 thousand.

Pandemic triggered the e-commerce market all over the world. E-commerce has entered in a very rapid growth process. In 2019, the rate of e-commerce in total retail sales around the world was near 10%. About \$ 4 trillion was spent on e-commerce all over the world. Before the pandemic, this rate was: 20% in China, 14% in the US, 12% on average in Europe, and in Turkey around 6%. As of the beginning of 2021, the e-commerce volume in the world is approaching to 7 trillion dollars. There is a complete e-commerce revolution in China, the ratio of e-commerce in total trade has approached to 40%. In Turkey, it has passed from 6.6% to 14% in one year.

E-Commerce means "logistics". Even if you are committed to offering the best product in the world to the customer at the most affordable price, you will fail if you cannot deliver the goods to your customers at the expected speed and in the expected quality.

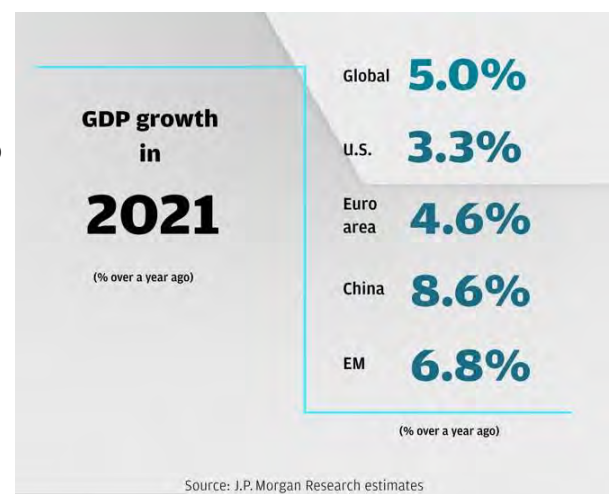
99% of E-Commerce is logistics. If you cannot deliver the goods that meet the expectations of the customers quickly, you have no chance of success. If you cannot manage the delivery operation effectively while making fast supply and distribution, if you do not manage to collect returns of goods in a smart way while distributing, the result will again be disappointing. In particular, the return rates of products purchased in the clothing segment are approaching 40%. There is no way to solve this operation with conventional cargo systems. Location-based smart systems supported by mobile applications will come to the fore.

According to the World Trade Organization's (WTO) data; Global production of goods was around \$ 18.9 trillion (with a decrease of 2.8%) in 2019. In 2020, this figure was around \$ 18 trillion with a further decrease. The world economy is expected to rise again in 2021 and grow by 5%.

The Highlights of the World Regarding 2020 In the Shadow of the Pandemic.

The world was caught unprepared for Covid-19. The global virus outbreak has shown everyone how vital the logistics industry is in the world. For life to fit home, it was inevitable that someone would continue to produce, and that trucks to be on the road.

The country with the largest production volume in the world is China. Production in China in 2021, according to J.P. Morgan Research analysis, is predicted to increase by 8.6%. The source of China's "One Belt One Road Project" was to deliver the products produced in China to qualified markets, especially in Europe, in the fastest way possible.



Goods produced anywhere in the world can reach their customers by traveling an average of 6,500-7,000 kilometers under international trade conditions. Access to quality markets will become much more important in the coming years.

World trade is expected to grow at least twice within 30 years and goods production to reach the 40 trillion-dollar threshold. 1/3 of the trade in the world is somehow related to logistics. If you cannot deliver the goods you produce on time in accordance with the expectations of the customer, there is no point in producing. The basis of the supply system is the continuity and sustainability of the supply. Although it may seem like an exaggeration, 99% of trade is logistics. In international trade, logistics costs (including transportation and storage) can sometimes increase up to 60% of the product cost.

It is at the level of 20-25% in most of the products. Therefore, the logistics sector will increase its vital importance in the upcoming period.

The distribution of Covid-19 vaccines to the world alone has created a great excitement in the sector. Covid-19 vaccines have paved the way for a new commercial action of up to 1 trillion dollars, in which cold chain storage and transportation costs will be close to 40%.

Logistics Sector Stands Out in Digital Transformation

Logistics is one of the sectors where digitalization is most intense. The growth in the logistics sector is triggered by the investments made in the digital field. The growth in e-commerce has accelerated the digital transformation in the logistics industry.

The impact of COVID-19 on global trade and the entire workforce has emerged as an important factor that increases the digital transformation pressure in logistics. E-commerce continues to grow at a rate beyond predictions. The pandemic not only accelerated the growth in e-commerce, but also highlighted visibility and operational transparency among companies on the B2B side and led supply chain innovation agendas to gain momentum and priority.

The exponential growth of e-commerce compared to the previous year deeply affects the logistics industry and its components all over the world. Now, manufacturers want to monitor the entire transportation journey of the goods they send to their customers, to be in real-time, location-based control in the download-unloading processes, and to receive live reports. They are waiting to confirm the reliability of the truckers to which they deliver the cargo. They expect to be informed and pre-emptive without any problems during the transportation process.

Approaching \$ 8 trillion in 2025, the global logistics industry is shaped by logistics technology startups.

The logistics sector is one of the industries where the digital revolution is most intense. Logistics is digitizing and transforming faster than expected. US logistics technology companies Coyote, Convoy, Project44, Next Trucking, CloudTrucks, Flexport, Fourkites, Uber Freight, Chinese Manbang, Indian Delhivery, Blackbuck and Rivigo, Brazilian CargoX, Unicorn stand out as digital platforms that continue to grow rapidly. With the new investment of \$ 1.7 billion in the last quarter of 2020, the Chinese Manbang has passed the valuation of \$ 12 billion. It manages nearly 10 million trucks within its company and mediates the rental of thousands of trucks every day.

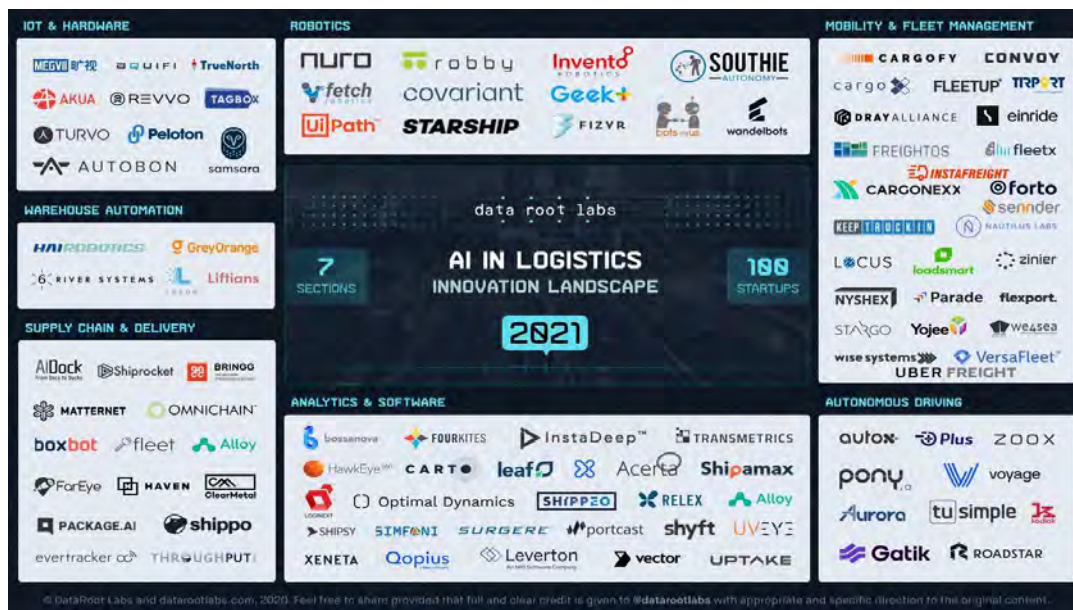
In Europe, the rapidly growing German-based logistics technology company Sennder draws attention to the surprising acquisition of Uber Freight Europe and French Everoad in 2019. Sennder, which stands out with its aggressive growth, plays to the leadership in Europe. It seems that it will continue to grow by creating business partnerships regionally. It is apparently the new address of the new normal in logistics.

When we look at the developments in 2019-2020; It is observed that many classical logistics and cargo companies such as DHL, J.H. Robinson, Maersk, UPS, FedEx make huge investments of billions of dollars in logistics technologies. Many of them have established venture capital companies for this purpose. In fact, leading global retailers such as WalMart, Ikea, energy giants such as Shell, BP, Saudi Aramco stand out as "startup hunters" in this league. Startups, which are the source of innovation in the information age, are under intense scrutiny.

These companies invest in technology companies that will create value for the future of their conventional business and carry their business to the future with the VC funds they have established.

Logistics companies will witness major transformations in the next 5 years. Within 5 years, logistics technologies alone are expected to attract over \$ 100 billion in direct investment.

Logistics technologies show themselves in 7 areas around the world: Mobility, Visibility and Digital Fleet Management, Embedded Logistics Technologies, Robotics, Warehouse Automations, Supply Chain and Intelligent Delivery Technologies, Data Analytics and Autonomous Driving Technologies.



The Turkish Logistics' Technology Startup TIRPORT, that is operating in 5 countries including Turkey and is growing rapidly in the sector, and its European competitors Sennder, OnTruck, Forto, Shippeo and InstaFreight continue growing together in the market. Also, in Africa, the Nigerian Kobo360 and the Kenyan Lori System draw attention with their significant investments from global funds and growing business volumes in their regions. TIRPORT has become one of the few logistics technologies in Europe with its digital assets and business volume.

As always, those who adapt and spread new technologies in the fastest way and can develop their workforce to adapt to this technology will have a competitive advantage in the sector.

It can be said that COVID-19 has enabled faster transformations such as current innovation in logistics, end-to-end operations management, real-time location-based transportation reporting, and carried the digitalization efforts in the sector a few years forward.

It is obvious that the dynamic growth observed in end-to-end live traceability of the cargo with trucks, the performance of the drivers, data analytics, increased intelligence applications in load-truck matching, partial load optimization, robotics, IoT, Cloud and APIs indicate a new normal for the logistics industry.

Logistics companies will quickly turn into technology companies. On the other hand, environmental sensitivity will increase, and electric trucks will become widespread. It can be predicted that the European Union will push on this issue even more apparent. Standards for reducing carbon dioxide emissions and waste generation are also expected to tighten.

Considering that one out of every three trucks in the world returns home empty after unloading its load, it can be seen how big of CO2 emissions can be avoided with smart load matching systems.



According to the estimates of IDC FutureScape for Worldwide Digital Transformation; From 2020 to 2023, over \$ 6.8 trillion will be invested globally in digital transformation. Studies on Turkey show that cutting speed of digital investment. According to a survey of PwC Covid-19 Pulse, even if the CFOs across Turkey delay their intellectual capital expenditures, 94% of them are planning to continue their investments in digital transformation.

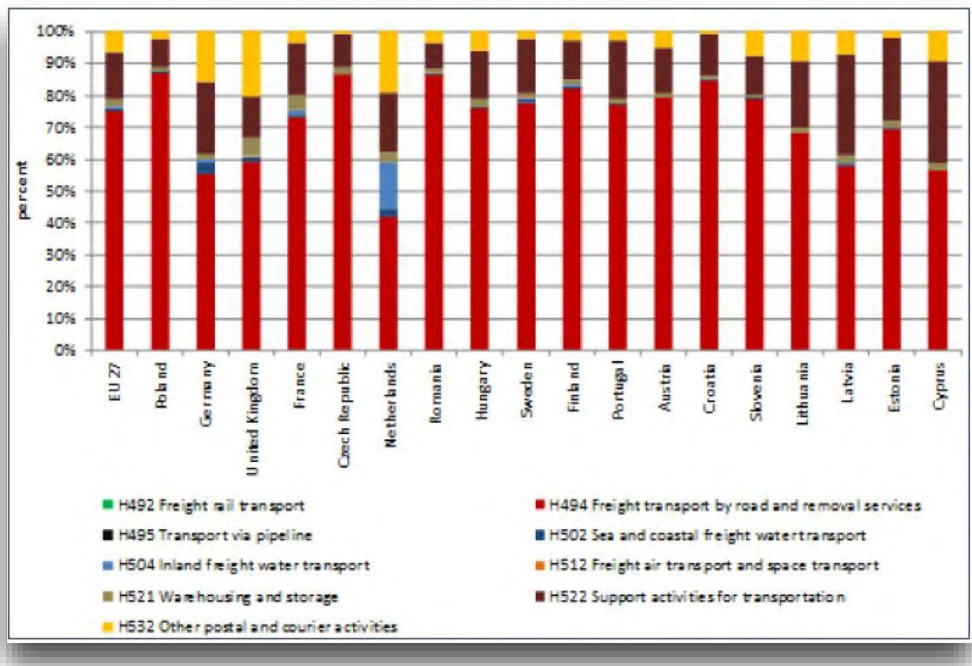
With the pandemic, the e-commerce volume, which has gone from 6.5% to 15% in a year, has reached 8 million transactions per day. The cargo market corresponds to approximately 50% of this volume. Shipping companies are visiting around 4 million doors in Turkey.

According to the analysis of MarketsandMarkets, the market of digital ERP solutions, called the Transportation Management System (TMS), which refers to managing the logistics operations management from end to end, reached \$ 7.7 billion in 2020 with 18.2% growth compared to the previous year. This growth is expected to continue increasingly and exceed \$ 17.8 billion in 2025.

Road Transport Continues Its Global Leadership in the Logistics Sector

Highways continue to be the dominant sector in the global transfer of products from one point to another. 70% of freight travel in the world is done by highways. While the average of the European Union is around 75%, this rate is 70% in the USA and 60% in the UK. In Turkey, it is 90% of the road transport. Also, Poland, Rumania, Czech Republic with the 87% and Croatia with the 85% follow Turkey. The country with the lowest road transport in Europe is the Netherlands. The rate of road transport in the Netherlands has been around 40% for years.

Distribution of transport in Europe by country (Future of Transportation in EU, Metropolia, 2020)



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In Turkey, where every day around 450 thousand trucks perform FTL transportation, the number of trucks on the road is around 856. 1.2 Million SRC Certified truckers earn a living directly from their trucks. In our country where 90% of the goods are transported by highways, the freight fee in one day is over one billion TL in the transportation sector.

Inland Transportation in Turkey
90% Highway Transport

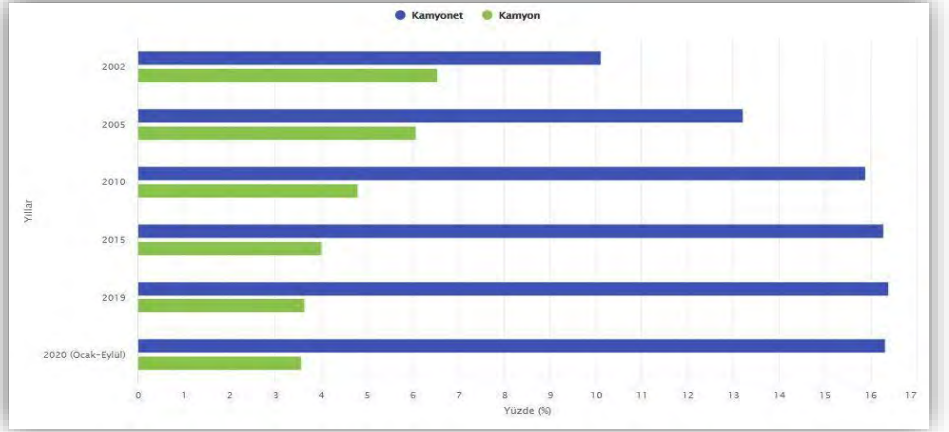
- Turckers SRC**: 1,2 million truckers (SRC)
- Transport**: 450 Thousand FTL transport truck / day
- Trucks**: 850 thousand trucks are on roads
- Payment**: 85 million freight payment per day
- Truck Ownership**: %95 of truckers are individual owners

www.tirport.com

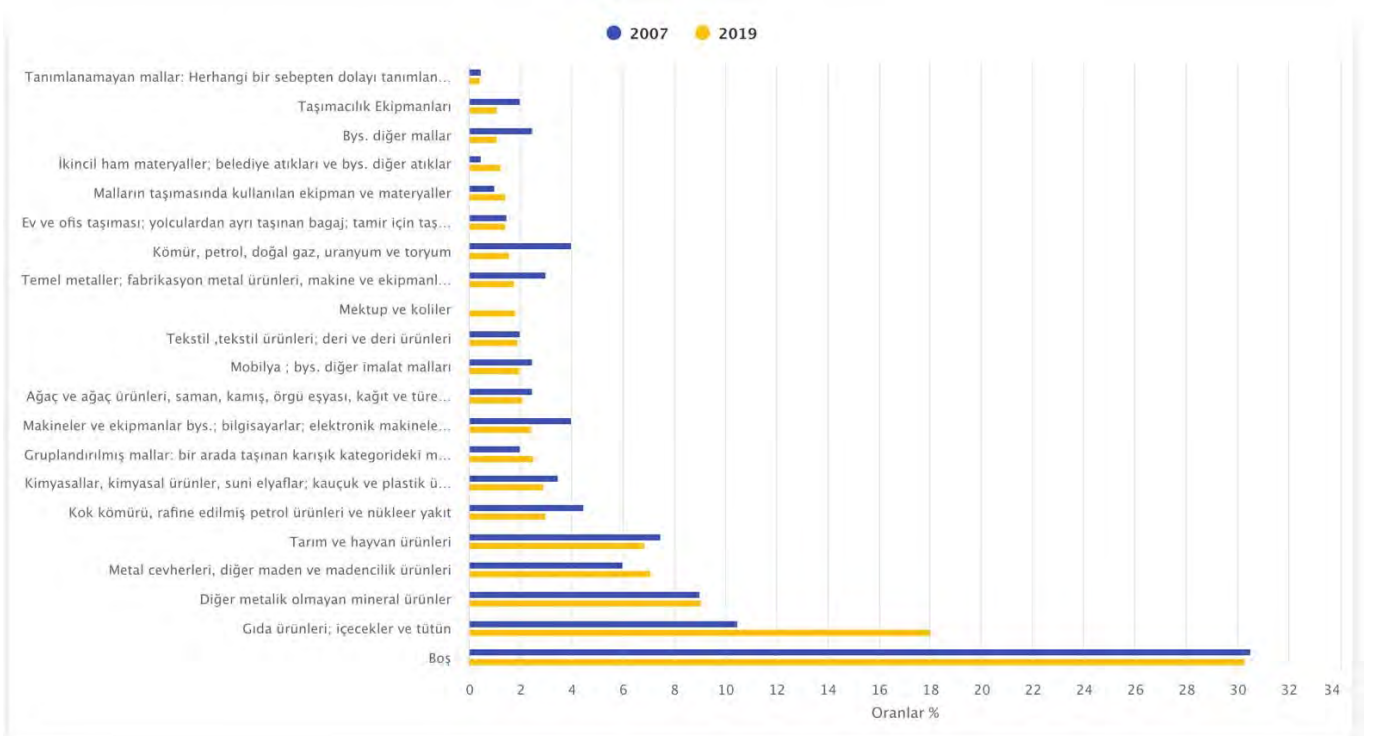
According to TIRPORT's 2020 year-end data, company that is becoming in the biggest digital platform of Turkey, out of approximately 450 thousand daily FTL transportations performed in Turkey only 1/3 consists of transports with a contract. Transportation of nearly 300 thousand trucks per day takes place entirely in the spot market. Logistics companies cannot get a share of this cake as there is no contracted logistics.

Most of these shipments are carried out in certain regions with closed loops: Short lines such as Aliğa-İzmir, Gebze-Derince, Sakarya-Derince, İnegöl-Bursa, Merzifon-Samsun, Tarsus-Mersin. Loaders are also mostly producers in the SME category. Half of the cargo from the spot leaves from 326 Organized Industrial Zones, ports, and warehouses.

As in 2020 in Turkey exist 3,911,706 pick-up trucks and 856.706 trucks; during the period of 2002-2019 a gradually reduction in the number of trucks is observed.



When we analyze the loads that the trucks transport in Turkey it can be said that it is notoriously shocking the way almost the 40% of the trucks come and go empty, it can also be said that FMCG has come to the fore especially in parallel with the development of retailing since 2007.



Logistics World in Turkey Now Has a Domestic Data Source: TIRPORT Insights

TIRPORT, which has come to be one of the most important logistics platforms, not only in Turkey, but also in the modern world with its digital services, has launched its logistics information service **TIRPORT INSIGHTS** as of January 01, 2021.

Live and up-to-date data of the logistics sector, reports, evaluations, functional analysis, and accurate predictions for the sector have started to be published from **TIRInsights**.

Data from the Turkish logistics sector, comparative analyses of the sector from the world and Turkey, report summaries published from state institutions and sector associations are shared by TIRPORT from **TIRInsights**. TIRPORT also presents a remarkably valuable content based on live data to sector stakeholders, education, and the academic world.



What is in TIRInsights?

- 🌐 There is a Turkey's road transport traffic density map.
- 🌐 There is a density map of Turkey's load output points based on city-district.
- 🌐 There is a provider of periodic comparisons and analyzes regarding the sector, infographics showing the pulse of the sector.
- 🌐 There is a platform that shares reports published by various private and public institutions on the sector, Important news, reports, reviews, and analysis from the world and Turkey, concerning the logistics sector.
- 🌐 There are articles and evaluations leaders on the sector.
- 🌐 There are data libraries containing anonymous data stacks and sets based on real data that can be used by students and academicians for scholar purposes.

- 🌐 There are a source library services to support artificial intelligence studies in the sector.
- 🌐 There is a platform that provides deep learning infrastructures that guide artificial intelligence studies such as natural language processing, interpretation of a text or visual content, development of recommendation systems, optimization of distribution systems for the sector.

Our goal: TIRInsights aims to facilitate the transition of the logistics sector and actors to industry 4.0, increase the productivity and profitability in the sector, increase the logistics capacity of the country vertically and horizontally while making sense of the data in the sector and actively sharing it with the public.

In Turkey, for the first time, the information of the traffic from the departure points is open for sharing. Days density data of the actual freight in Turkey's path began to be published from January 1, 2021.

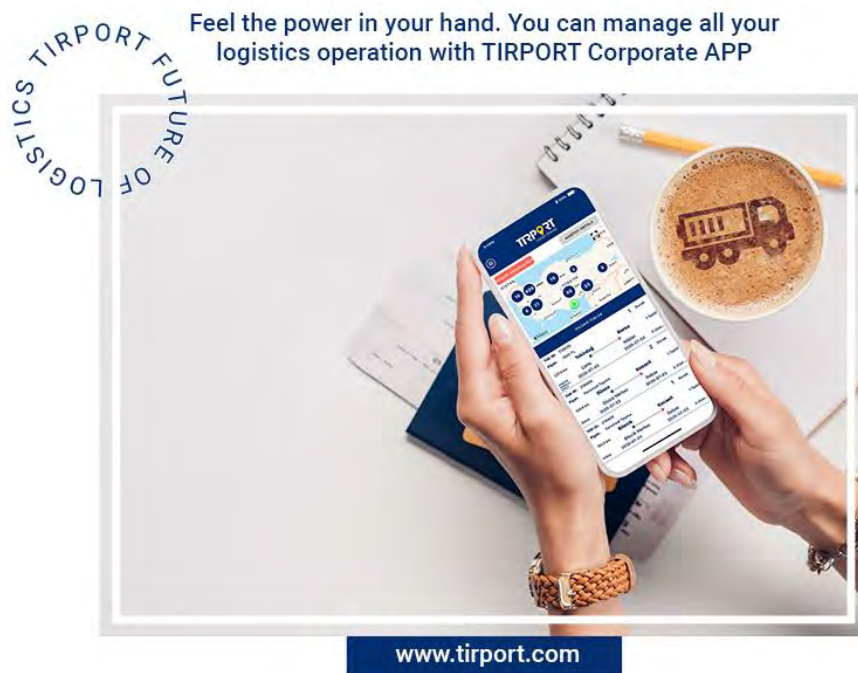


90% of freight transport is carried out by the roads in Turkey, which is home to the largest truck market in Europe. Every day, 450 thousand trucks are delivering cargo in Turkey.



TIRPORT Launches Digital Transformation in Logistics Sector in 2020

TIRPORT Turkey, which has become the leading digital platform in the logistics sector, considering the regional and global needs, after a development period of approximately 2.5 years using the most advanced software technologies since January 2018 began a pilot in the market. Numerous advanced technology digital products that will create value for truckers and logistics companies, increase efficiency and prioritize safety in transportation with their technological infrastructures powered by increased intelligence have been developed. In the years 2018-2019, Turkey's leading logistics companies and many of the companies that perform big loads put TIRPORT into test. As of January 2020, it started to serve logistics companies, factories, load owner manufacturers and importers, and truck cooperatives in the market.



At the end of just one year, despite the pandemic, TIRPORT has increased its business volume by more than 400% and started to manage the daily FTL transport of 3 thousand trucks through its platform. In 2020, approximately 700 thousand transports were made via TIRPORT.

TIRPORT introduced many new technologies to the logistics industry. 10 Innovations offered by TIRPORT to Logistics Companies, Truckers Cooperatives and Freight Owners:

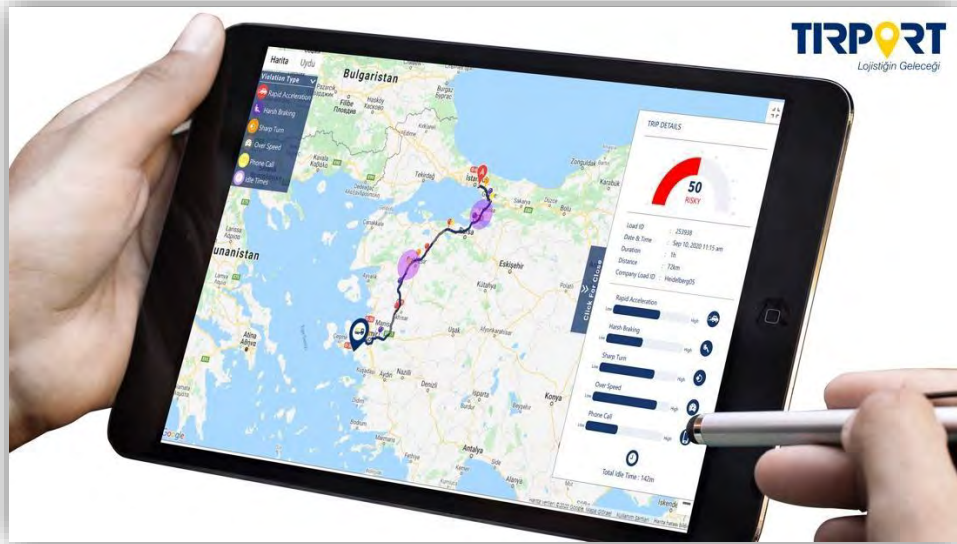
To be able to monitor and manage the TIRPORT Corporate Application on a mobile phone 24/7 in the dashboard logic of thousands of transport operations per day, and to be able to intervene immediately by being informed of malfunctions.

Tracking the entire transportation process from end-to-end, receiving location-based, real-time reports, without the need for a vehicle tracking device.

Finding suitable trucks instantly at the desired place and time, creating approved and safe truckers' portfolios as corporate users, and offering loads to them.

Effective digital operations management that runs and is managed from all platforms (web, iOS, Android)

Monitoring the driving performances of self-owned and rental vehicle drivers or truck drivers who are supplied instantly from the spot directly, with TIRPORTDrive technology, without the need for any device embedded in the vehicle and make comparative analysis.



With the PARAM TIRPORT powered by Troy, which is the leading payment tool for the electronic market in the sector, the truckers will be able to do their transportation payments 24/7. With the TIRPParam TIRPORT card, tens of thousands of truck drivers get rid of payment tracking and hassle. Logistics companies and freight owners will now be able to make their transportation payments 24/7 directly to their Param TIRPORT cards. Truckers will be able to follow their payments with the TIRPORT Mobile App.



With the TIRPORT Smart Operation Management System powered by artificial intelligence algorithms, you can personalize the entire transportation operation within the company and manage digitally with less people.

Practically digitizing all information about drivers and trucks with TIRPORT OCR technologies, accessing information from all platforms whenever desired.

Receiving digitally approved, real-time, location-based delivery reports remotely with TIRPORT technologies, being instantly informed of disruptions.



10 Innovations that TIRPORT offers to the truckers:

With the TIRPORT YükCepte application, it is possible to quickly reach the cargo that meets the specifications and expectations of the truck, whenever and wherever is needed.

Ability to organize proper return load while on the road with the support of smart algorithms.

To be able to take part in the "Reliable" portfolios of certain freight owners and logistics companies, to be instantly informed of the freight opportunities that may arise from them.

With the PARAM TIRPORT Card with IBAN number, you can receive transportation payments directly, follow up current accounts based on transportation and company.

With Param TIRPORT Card, meeting with the highest fuel discount offered by the sector to truckers, and the ability to access to discounts with the Troy Logo Param TIRPORT card from many in-network providers.

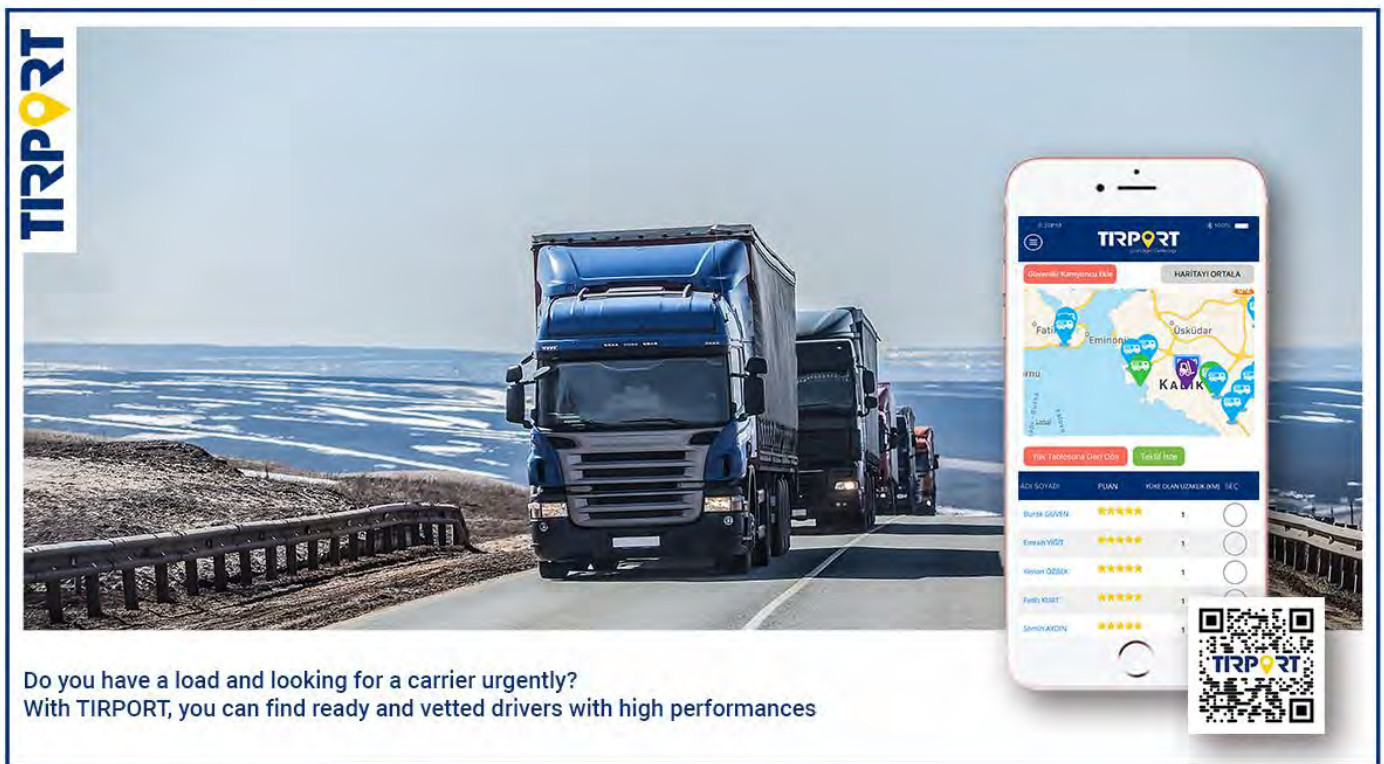
With TIRPORT YükCepte application, instant access to all invoices and dispatches via the application and the ability to share them.

The ability to benefit from e-invoice advantages with TIRPORT.

To be able to present the past transportation and driving performances to those who carry the load, and to resign from the privileges of being a qualified driver.

Be able to create U-ETDS reports with one click using the TIRPORT YukCepte Application.

Capture many advantages with TIRPORT driver league.



The advertisement features a blue truck driving on a road towards a body of water. A smartphone in the foreground displays the TIRPORT app interface, which includes a map, a list of drivers with ratings, and a QR code. The TIRPORT logo is visible in the top left corner of the image.

Do you have a load and looking for a carrier urgently?
With TIRPORT, you can find ready and vetted drivers with high performances

When we take a closer look at the TIRPORT Insights data, the following findings stand out:

TIRPORT currently works with more than 300 logistics companies and freight owner SMEs. As of the end of 2020, the number of active truckers registered within its database reached 60 thousand.

61% of SRC Certified truck drivers who are members of TIRPORT are from the Marmara Region. 67% of the shipments in 2020 were made from the Marmara Region.

As of the end of 2020, nearly 3,000 FTL transportation per day started to be managed end-to-end with TIRPORT technologies. The first day of the week is the busiest freight traffic in Turkey. Freight traffic gradually decreases towards the end of the week, and on Sunday it decreases to 30% of the total volume.

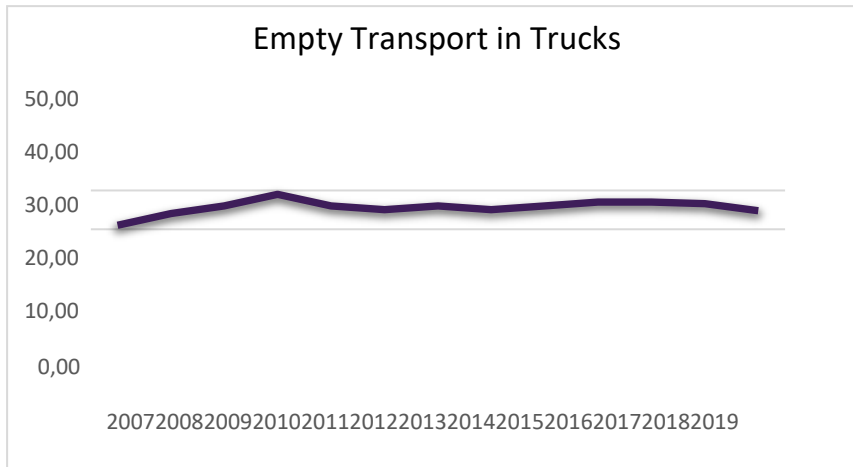
In 2020, nearly 700 thousand FTL transports were made via TIRPORT. The rate of using self-owned and leased fleet in logistics companies that use TIRPORT as ERP in logistics operations management was 18%. Logistics companies in Turkey did 82% of their operations with trucks they found on the spot. There are non-self-owned companies among the top 10 biggest logistic companies in Turkey.

When we look at TIRPORT data for the year 2020; we see that the average waiting period for trucks to unload is approximately 11 hours. The average waiting period in the pick-up process reaches 13 hours. Unfortunately, these waiting periods are still very high. It cannot be solved with the use of one-sided technology. 64% of the calls made by truckers to TIRPORT's smart call center are related to the waiting in the download-overlay processes. With the widespread use of smart upload-download appointment systems developed by TIRPORT, these durations are expected to be reduced significantly in the coming days.

	Average Waiting Time for Trucks While Loading and Unloading According to Vehicle Type (minute)										Unloading Trucks Total		Loading Trucks Total		Loading + Unloading Trucks Total	
	Trailer-truck		Heavy Commercial Truck		Light Commercial Truck		Van		Mini Van							
	Unloading Trucks	Loading Trucks	Unloading Trucks	Loading Trucks	Unloading Trucks	Loading Trucks	Unloading Trucks	Loading Trucks	Unloading Trucks	Loading Trucks						
Production	43	52	28	45	33	38	32	44	20	22	156	10,37%	201	9,86%	357	10,08%
Construction	25	30	21	34	24	44	20	21	35	43	125	8,31%	172	8,44%	297	8,38%
Group H	111	168	69	117	74	90	103	125	311	298	668	44,41%	798	39,14%	1466	41,38%
Retail Trade	44	37	22	31	24	31	21	25	13	20	124	8,24%	144	7,06%	268	7,56%
Wholesale trade	61	67	35	38	32	35	29	34	24	14	181	12,03%	188	9,22%	369	10,42%
Accommodation and Food	10	10	6	1	18	21	15	18	44	32	93	6,18%	82	4,02%	175	4,94%
Other	26	301	65	67	36	49	16	19	14	18	157	10,44%	454	22,27%	611	17,24%
Total	320	665	246	333	241	308	236	286	461	447	1.504		2.039		3.544	

The average number of trips per month for a truck using TIRPORT was 7.7. They covered an average of 344 km with load-per-voyage. The rate of return was 37% empty trucks in Turkey, this ratio remained at 24% for TIRPORT truckers.

While the rate of "empty" transportation for "Truck" type vehicles carrying freight was 31% in 2007, this rate was 34.8% in 2019. While in Turkey a truck waits 2.5 days to find a new load, the users of TIRPORT wait an average maximum of 1.5 days.

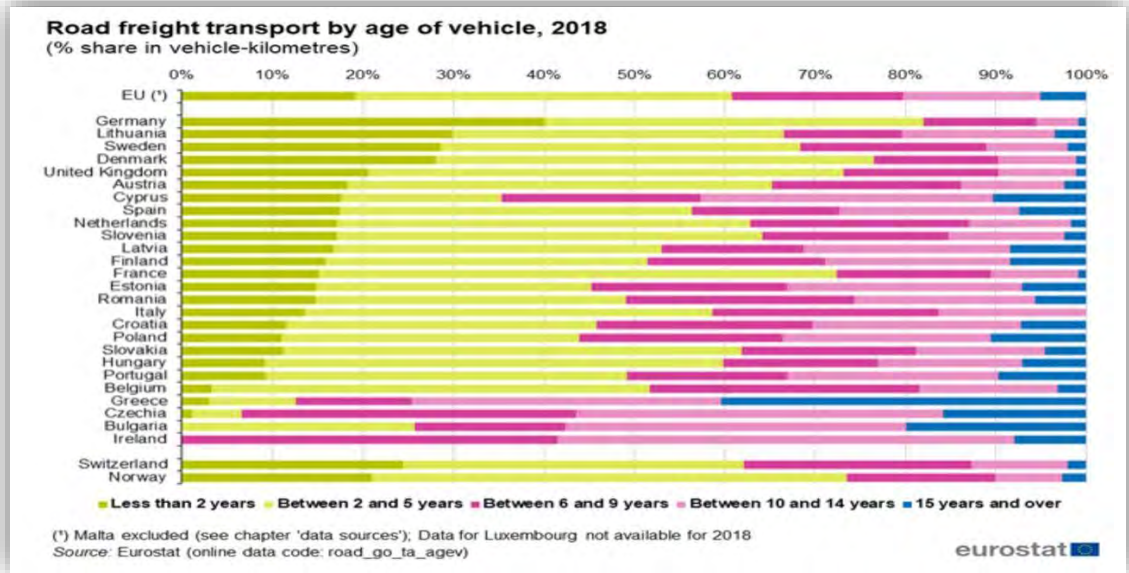


The 11.2% transports in Turkey are contracted, most of those are made by Motor Transport Cooperatives that subcontract logistic companies. Across Turkey there is 586 of a big kind of Motor Transport Cooperatives, these cooperatives have a total of 76 thousand trucks. The biggest problem for cooperatives that do not have a problem in creating the output load is the return load.

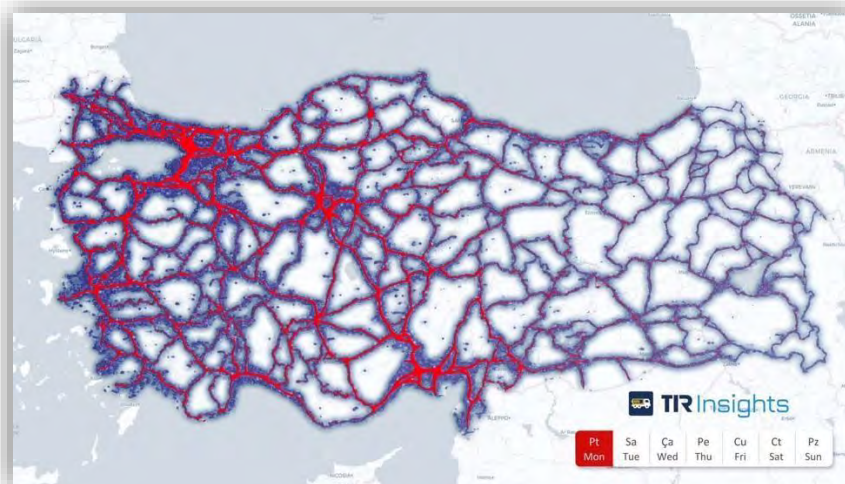


The average age of the trucks within TIRPORT is 12 years old, while in Turkey the average age goes around 16 years old. When compared with the general market in Turkey, it is seen that the public prefer a fleet of new trucks operated by TIRPORT.

If we compare with Europe on this issue, we can notice that the fleet of trucks of Turkey is quite old, and that this issue will be a problem on the entrance to European countries. 50.5% of the total exports of Turkey are made to European Union and the United Kingdom. When we look at the data of countries such as Germany and England, to which we export the most, from the Eurostat chart below; we can see that almost 70% of the truck fleets are in the 0-5 age range:



The busiest road freight transport traffic that occurs between provinces in Turkey took place in Kocaeli and Istanbul. This is Istanbul-Ankara, Bursa-Kocaeli, Ankara-Adana, Bursa-Istanbul, Istanbul-Izmir, Mersin-Adana, Antalya-Mersin, Antalya-Istanbul, Çanakkale-Balıkesir, Konya Ankara, Konya-Adana, Samsun-Trabzon, Çorum- Samsun, Adana and Gaziantep followed the axles. The most intensive traffic of trucks in Turkey takes place between Gebze-Kocaeli. This line is followed by Gebze-Istanbul, Adana-Mersin, Tarsus-Adana, Ankara-Polatlı, Nilüfer-Gemlik, Bursa Balıkesir, Çorlu-Istanbul, Çumra-Konya lines.



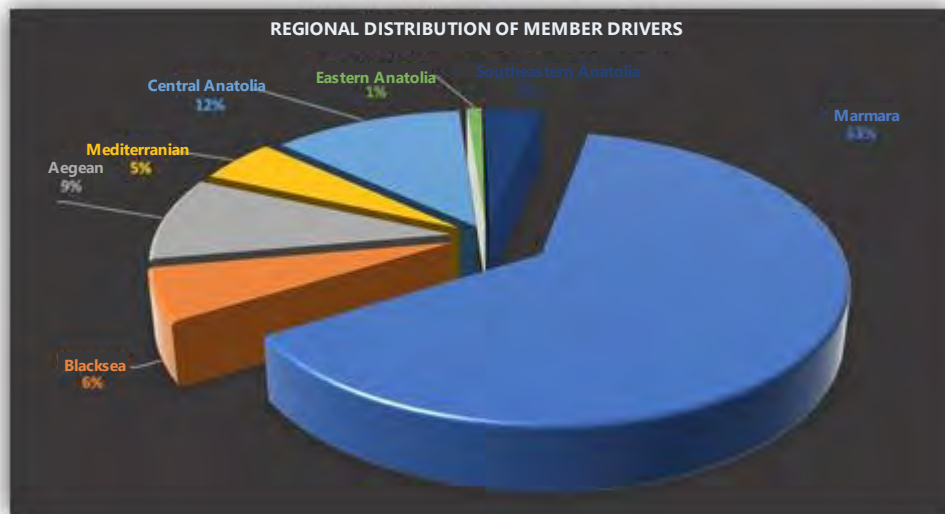
In 2020, the highest rate of return of empty trucks carrying exports was of 90% from Iraq.

As of the end of 2020 in Turkey, there are 856 thousand trucks. The heavy commercial vehicle market (Truck&Attractive), which has been in a downward trend since 2016, saw the bottom with an annual sale of 7.400 in 2019. Despite the 2020 Pandemic, the market kept moving. According to the December 2020 data of the Automobile Industry Association (OSD), the fleet investments of companies increased by more than 200% compared to 2019 and exceeded 17 thousand. Thus, the sales of trucks, which increased to 45 thousand units annually in 2011 and then decreased continuously until 2019, started to increase again in 2020.

Yil / Year	1	2	3	4	5	6	7	8	9	10	11	12	1-11 Toplam / Total	Toplam / Total
2010	768	960	1.950	1.949	2.140	2.314	2.403	2.754	2.864	3.001	3.231	6.158	24.334	30.492
2011	2.651	3.544	5.142	4.503	4.563	3.852	2.261	2.745	3.784	3.400	3.149	5.712	39.594	45.306
2012	1.703	2.454	3.866	3.209	3.678	3.540	2.750	2.403	3.296	2.497	3.154	5.300	32.550	37.850
2013	1.484	2.113	3.343	2.925	3.504	3.186	2.777	2.103	2.875	2.086	3.631	5.444	30.027	35.471
2014	1.522	2.065	3.094	3.224	3.727	3.726	2.578	2.783	3.708	2.858	3.384	6.869	32.669	39.538
2015	2.215	3.346	5.699	3.729	3.600	4.253	2.922	2.211	2.687	2.266	3.146	7.307	36.074	43.381
2016	1.167	1.648	2.515	2.319	2.711	2.623	984	1.796	1.438	2.238	2.485	3.127	21.924	25.051
2017	931	1.290	1.982	1.888	2.184	1.891	1.974	1.860	2.284	2.188	2.487	4.438	20.959	25.397
2018	1.237	1.552	2.630	2.328	1.909	1.272	1.235	603	653	488	905	1.695	14.812	16.507
2019	342	579	1.255	842	728	981	435	497	854	1.047	1.100	2.087	8.660	10.747
2020	682	1.475	1.290	628	921	1.570	1.809	1.835	2.660	2.239	2.518		17.627	17.627

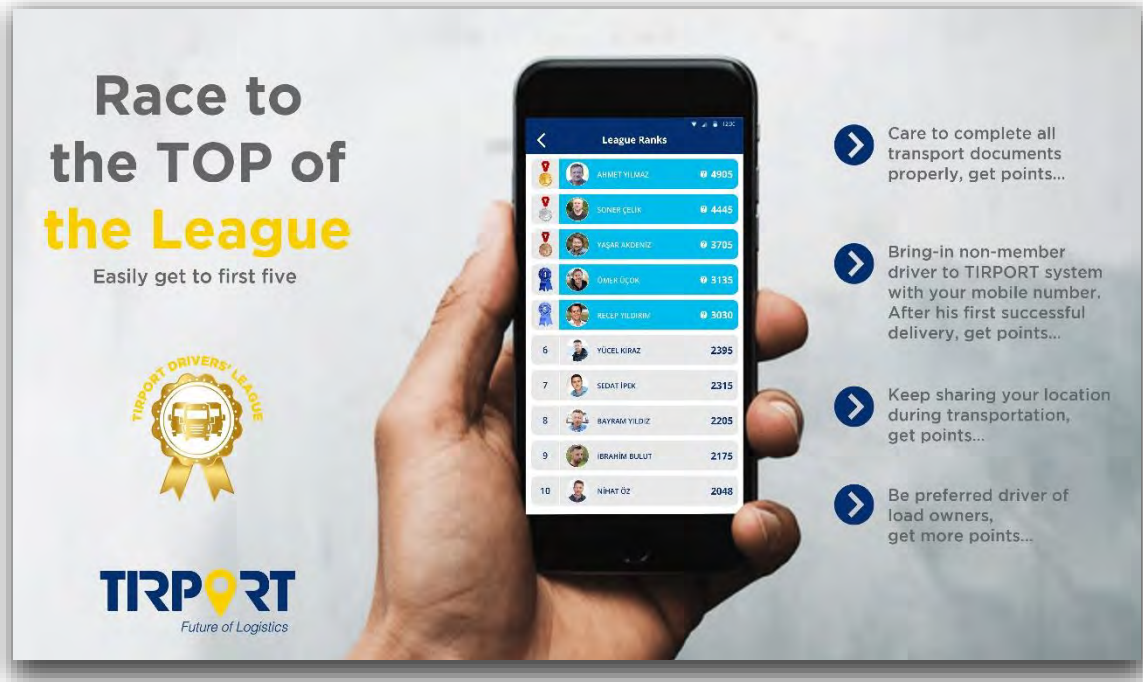
Depending on the economic conditions, the rate of self-ownership of logistics companies is rapidly decreasing. Currently, 95% of the 850 thousand trucks on the road in Turkey belong to individuals. This is a very important rate, no country in the world has such a high rate of truck ownership on natural persons. There are large-volume logistics companies that do not have a single self-owned truck, despite transporting more than 2 thousand FTL per day. In Turkey where is around 8 thousand logistic and cargo companies, the 5 biggest companies in the country do not share even the 2% of the market.

Turkey's largest digital logistics platform, TIRPORT, has passed the number of thousand truckers at the end of 2020. When the status of truckers who are members of TIRPORT is analyzed by regions, it is seen that the Marmara Region stands out.



TIRPORT Driver's League Adds Excitement to the Transport Industry

TIRPORT broke new ground in the logistics sector with the TIRPORT Driver League application, which was launched in January 2020, and enabled truckers to show themselves with their performance. With the TIRPORT driver league sponsored by CEVA Logistics and TIRPORT, one of the most important FTL companies in the world, truckers who use the system and are evaluated with many criteria earn points per trip.



Race to the TOP of the League
Easily get to first five

TIRPORT DRIVERS' LEAGUE

TIRPORT
Future of Logistics

League Ranks

Rank	Driver Name	Points
1	ARMET YILMAZ	4925
2	SUNER GELIK	4445
3	YAGAS AKDENIZ	3795
4	OMER GOK	3135
5	REZAP YILDIZ	3030
6	YUCEL KIRAZ	2395
7	SEDAT IPEK	2315
8	BAYRAM YILDIZ	2205
9	IBRAHIM BULUT	2175
10	NEHAT OZ	2048

- Care to complete all transport documents properly, get points...
- Bring-in non-member driver to TIRPORT system with your mobile number. After his first successful delivery, get points...
- Keep sharing your location during transportation, get points...
- Be preferred driver of load owners, get more points...

TIRPORT truckers earn points for each successful transport. TIRPORT truckers are listed with the points calculated monthly. Every month, drivers who are among the top ten in the league rankings are entitled to various cash prizes and gifts. TIRPORT member drivers can also get their TIRPORT points accumulated for a year, as well as contracted tire manufacturers, repairmen, service, spare parts, warehouse, parking etc. services can be offered at a discount.

The TIRPORT Driver's League is the scene of a great competition. The drivers ranking the highest are given their certificates every month. These certificates are also very important in terms of showing the trucker's performance.

What is Next in Turkey in 2021

No logistics company has reached a capacity of over 4 thousand FTL transport daily in Turkey. It does not technically seem possible to exceed these figures with conventional organizational structures.

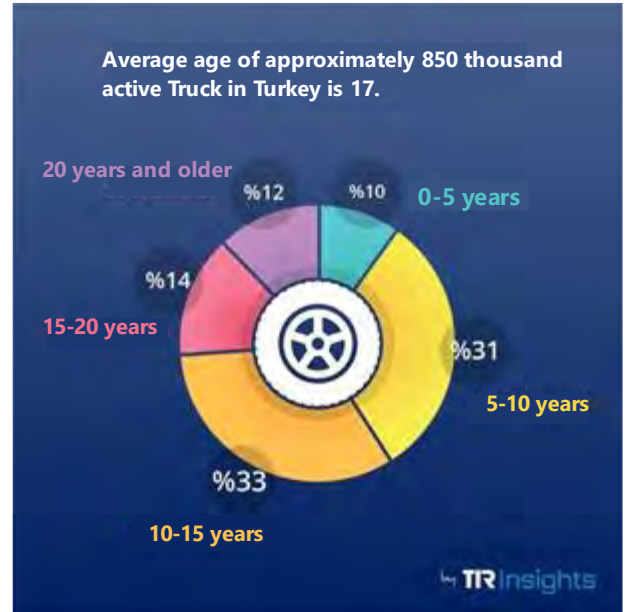
In 2020, Pandemic energized the Turkish logistics industry. Turkey, that is an important production base located next to Europe; with the increasing domestic and foreign demand, especially for food and hygiene, it started to increase its logistics performance again.

The total e-commerce in the retail market growth of more than 2 times and reaching 15% has greatly stimulated the logistics sector in terms of both FTL and cargo traffic in Turkey as well as all over the world.

Retail chains with thousands of branches focused on virtual stores and delivery service. Consumption was triggered as homes turned into home-offices.

E-commerce channels in Turkey have grown 150% compared to last year, the virtual grocery shopping has grown over 250% also. The growth in the e-commerce market, which was expected for 5 years, took place in just 11 months.

One of the shortest and cheapest roads to transport high volumes of mass-produced goods to Europe passes through Turkey. While the earliest a container can reach Europe from China is 4 weeks, it is possible to deliver products from Turkey to England in 1 week by road. Here, increasing the profitability of the Turkish logistics industry is also important. Truck costs in Turkey are quite high due to the high tax burden; the return on investment of a truck for approximately 1 million TL can exceed 10 years. This must go down to the level of 5-6 years. The 850 thousand trucks on the roads are getting old. The average age of trucks in Turkey is around 16 years old. Environmental sensitivities and pressures are increasing, especially in the EU. Turkey will accelerate the renewal of the fleet. To make transformation



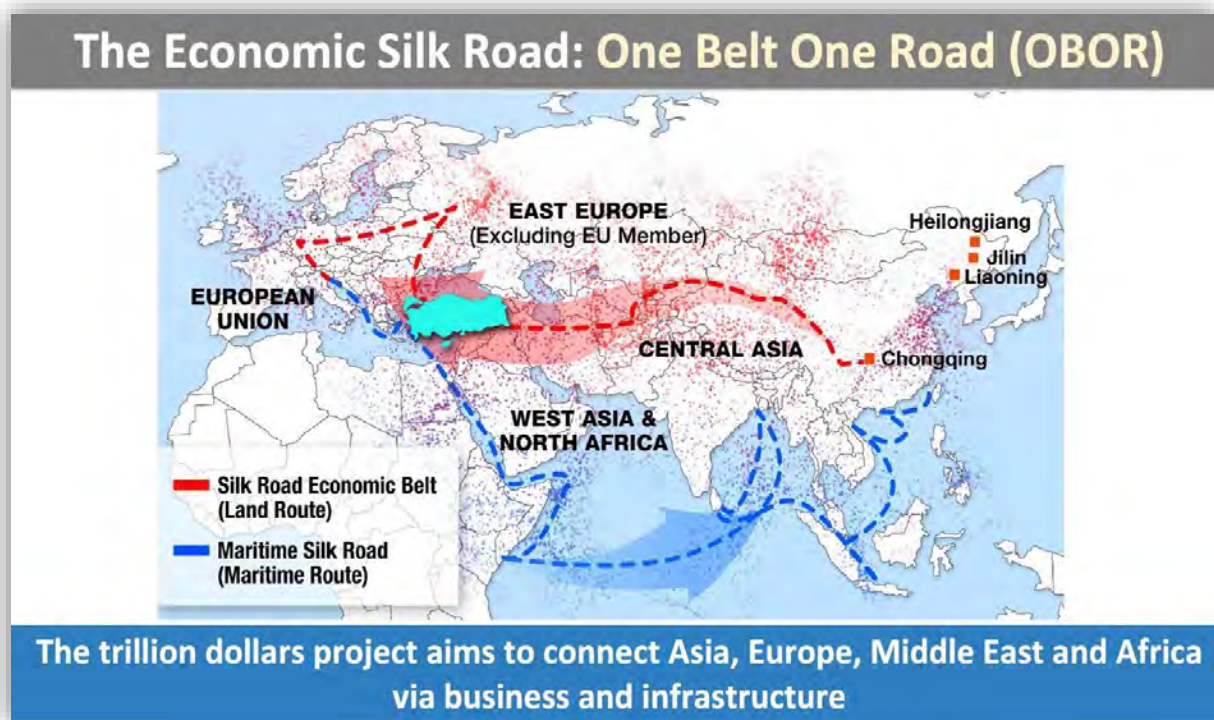
attractive, the state will need to consider taxes and similar regulations and some incentives. The unsustainable profitability in shipping has quickly made logistics companies run away from self-owned companies for the last 10 years. 95% of the trucks on the roads are now self-owned. There is also a problem of return load. Truckers are really fighting a standing war. In the coming years, some logistics companies that will strengthen their capital with foreign investors can speed up their investments in self-owned fleets with the technological operation management infrastructures they will strengthen.

According to TIRPORT Insights' 2020 year-end data, in Turkey a truck does 344 km per day. The average actual freight fee is 2,620 TL. Trucks on the roads wait at the shipping sites, factory, and port entrances for at least 2.5 days, and 37% of them must return to the exit point somehow, although they wait. In Turkey, where the freelancer trucks make around 6.8 works per month, to earn money trucks need to make around 10 works per month; this means around 8,500 km.

In EU plate trucks, the European Union empty rotation rate is at the level of 25%. Almost 80% of the trucks that go to Europe from Turkey are forced to return empty. With its digital solutions supported by enhanced intelligence, TIRPORT aims to create significant value for its member logistics companies and truckers creating smart return loads when and where they need it. In the second half of 2021 we are planning a cooperation with European digital brokers to provide our users that go to Europe a tool to find load for their return also.

Turkey may become one of the most important logistic bases in the world.

Located right next to the massive production facilities and in many areas of the European qualified market, Turkey can truly undertake the task of a logistics bridge between east and west.



According to Turkey Real Estate Sector Index GYODER 2020 third quarter report: there is 6.64 million square meters of logistics supply in the Istanbul-Kocaeli region; the total warehouse stock of approximately 10.41 million square meters in the Istanbul-Kocaeli region, which are the primary logistics markets, includes 6.64 million square meters of logistics supply for commercial use. As of the third quarter of 2020, there is a 12% gap. New investments have slowed down considerably, the volume of projects under construction is around 558 thousand square meters.

The total rentable storage capacity in Turkey is estimated to be around 15 million square meters. Approximately 70% of the total stock of Turkey is taking place in Istanbul and Kocaeli.

As of the third quarter of 2020, the primary warehouse rental fee in the logistics market is around \$ 4.50 per square meter monthly fee. In countries such as Germany and England, it is seen that this figure increased to 9 dollars in some cities. If we compared the population with the commercial leasable warehouse space near Turkey, the index is about 0.18%. Based on this situation, it is possible to easily say that: Turkey, if it can use a its good location; as a country, can triple its existing storage capacity in the next 10 years. Even at a capacity utilization level of 85%, there may be an income of over 3 billion dollars from storage alone. This situation can increase at least 5-6 times the international transport capacity in Turkey.

With the pandemic, the world is looking for its new normal. The most important metaphor of the new normal is digitization. If Turkey is to evaluate better the next 5 years; It can take important logistics initiatives based on criteria such as regional superiority, production power, and qualified workforce. It can increase its production and logistics power exponentially. Political stability, good relations to be developed in the international category; could turn the direction of foreign capital (as in 2006-2012) to Turkey again. Turkey can be one of the safe harbors looking for the investment capital in the world. 2021 could be an important exit point for a good start to all the opportunities.



Monitor all your transportation end-to-end with TIRPORT Corporate APP and TIRPORT's e-mobility technologies, get your location-based, real-timed PODs instantly



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