



UPS Services Overview

Turn Our Expertise into Your Advantage to move forward



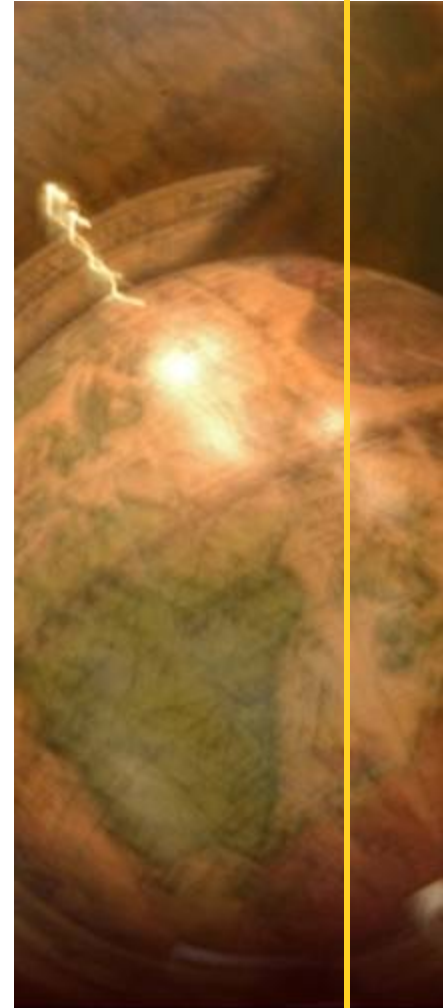
Did you know if UPS:

- Is the world's largest package delivery company;
- Is the world's 8th largest airline;
- Employs +400,000 people worldwide;
- Handles world's 8% GDP;
- Is a publicly traded, fortune 50, \$47+ billion corporation;
- Is one of the most recognized and admired brands in the world;
- Manages the flow of goods, funds, and information worldwide;
- Has a financial institution & insurance business;
- Can deliver your products on New Year's day even if that fall on a Sunday;
- Is ??? years old?



Today's marketplace

- The recession is behind us, but it sure slowed the global economy, putting revenue and profit pressure on many companies
- Companies are now positioning themselves for economic recovery
- Security and regulatory programs are growing more complex
 - Since September 11, 2001, more than 25 new programs have been initiated
- Global logistics players are changing
 - Consolidation through merger and acquisition
 - Financial trouble/bankruptcy
- While global supply chains are extending with increased sourcing from overseas, companies continue to evaluate new opportunities.

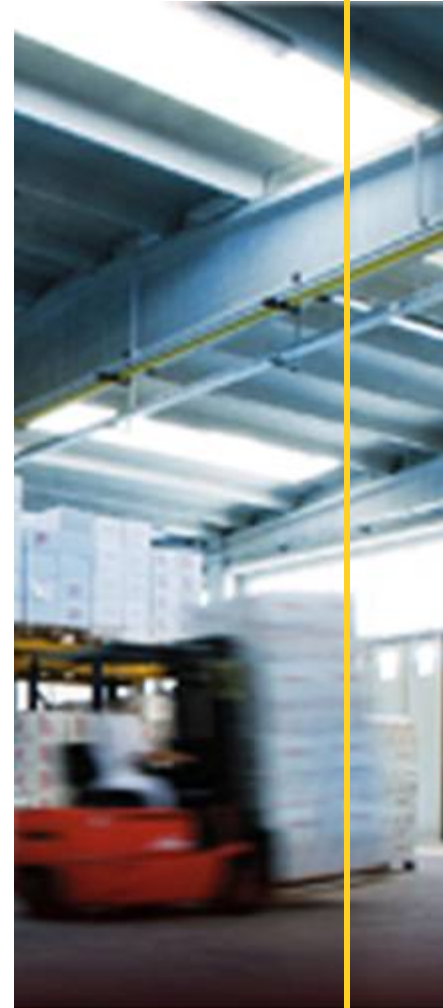


Extended global supply chains present numerous occasions for service failures, which result in loss, damage, diversion and delay.



What keeps a supply chain from running smoothly?

- Multiple service providers
- Inconsistent delivery performance
- Limited transportation choices
- Inconsistent customer service
- Sub-optimized inventory management
- Anxiety about security and regulatory compliance
- Fragmented information management
- Delays due to forwarders/brokers not making prompt payment to carriers



What if you could...

- Mitigate the risk of international trade?
 - Avoid shipment delays
 - Reduce fines and penalties
 - Minimize damages and losses
- Decrease transportation expenses?
 - Access multiple service options
 - Balance speed and cost
- Cut down supply chain disruptions?
 - Avoid stock-outs
 - Prevent production-line delays

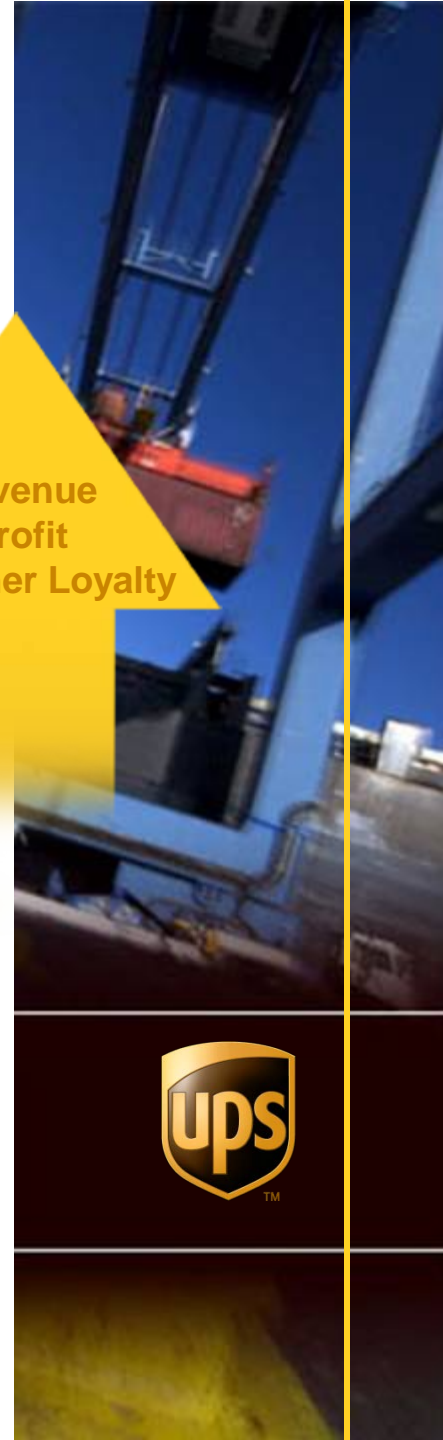
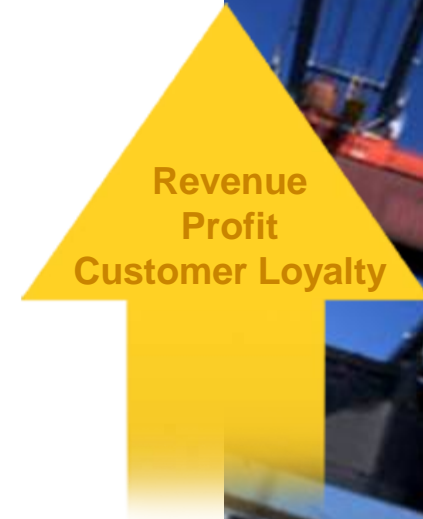


Risk and
Costs

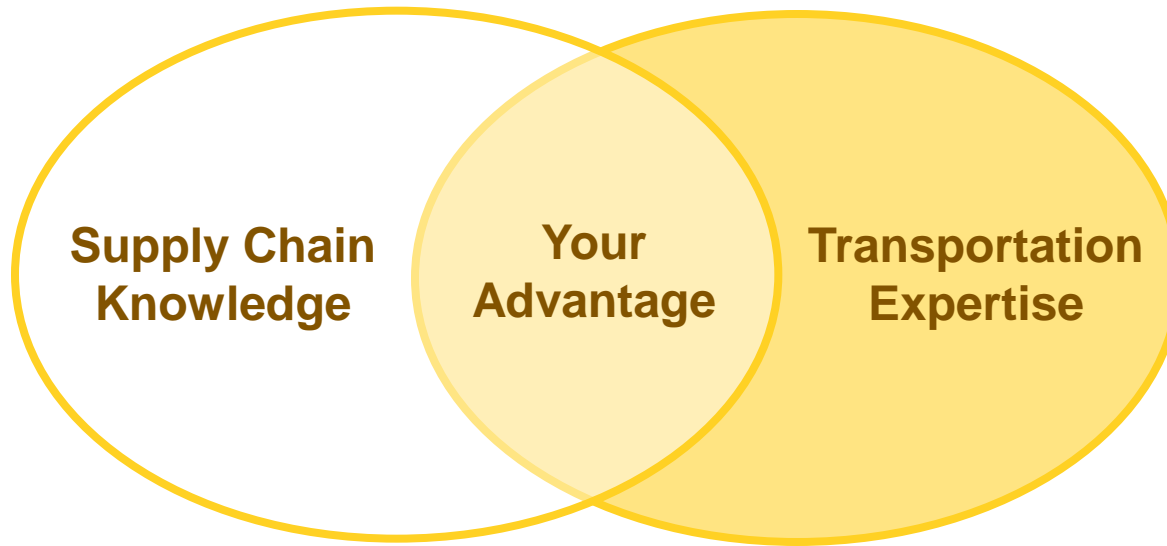


And what if you could...

- Simplify international transportation?
 - Use a single provider for all global trade
 - Increase visibility and control
 - Speed goods to market
- Increase working capital that's vital to your business?
 - Reduce excess inventory costs
 - Manage cash flow
- Improve customer satisfaction?
 - Provide accurate shipment status information
 - Ensure on-time delivery
- Feel confident trading in all parts of the world?
 - Gain access to a reliable global network
 - Enter new markets

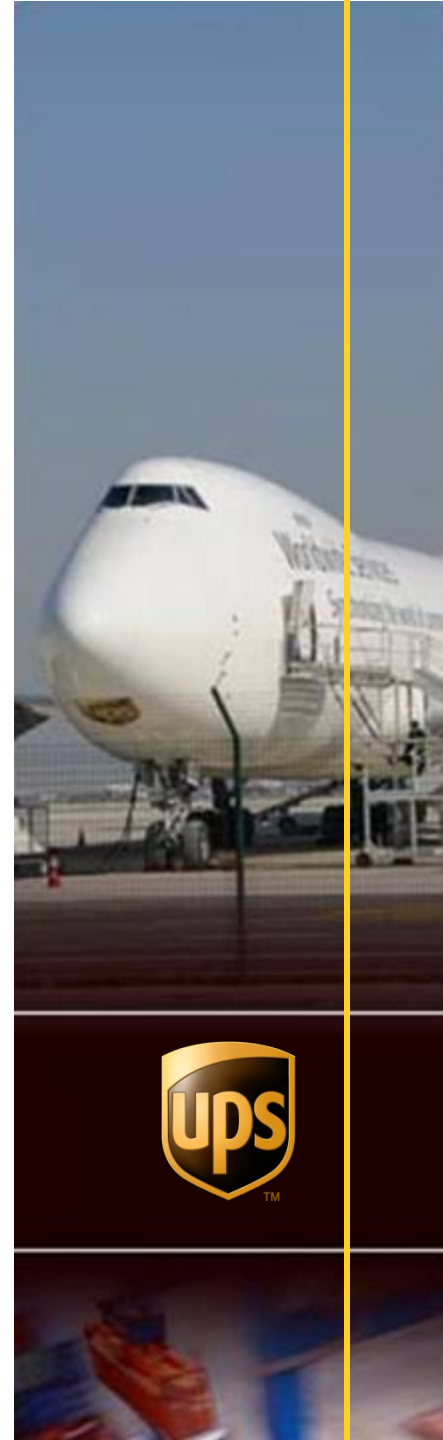


We combine transportation expertise with supply chain knowledge to create your advantage in the marketplace



UPS has a proven track record that is unsurpassed in our industry:

- More than 60 years of experience moving heavy freight
- More than 100 years providing reliable delivery service





Global
Network



Broad Range
of Services

Our
Expertise



Innovative
Technology



Regulatory
Compliance



Global
Reliability



More
Choice

Your
Advantage

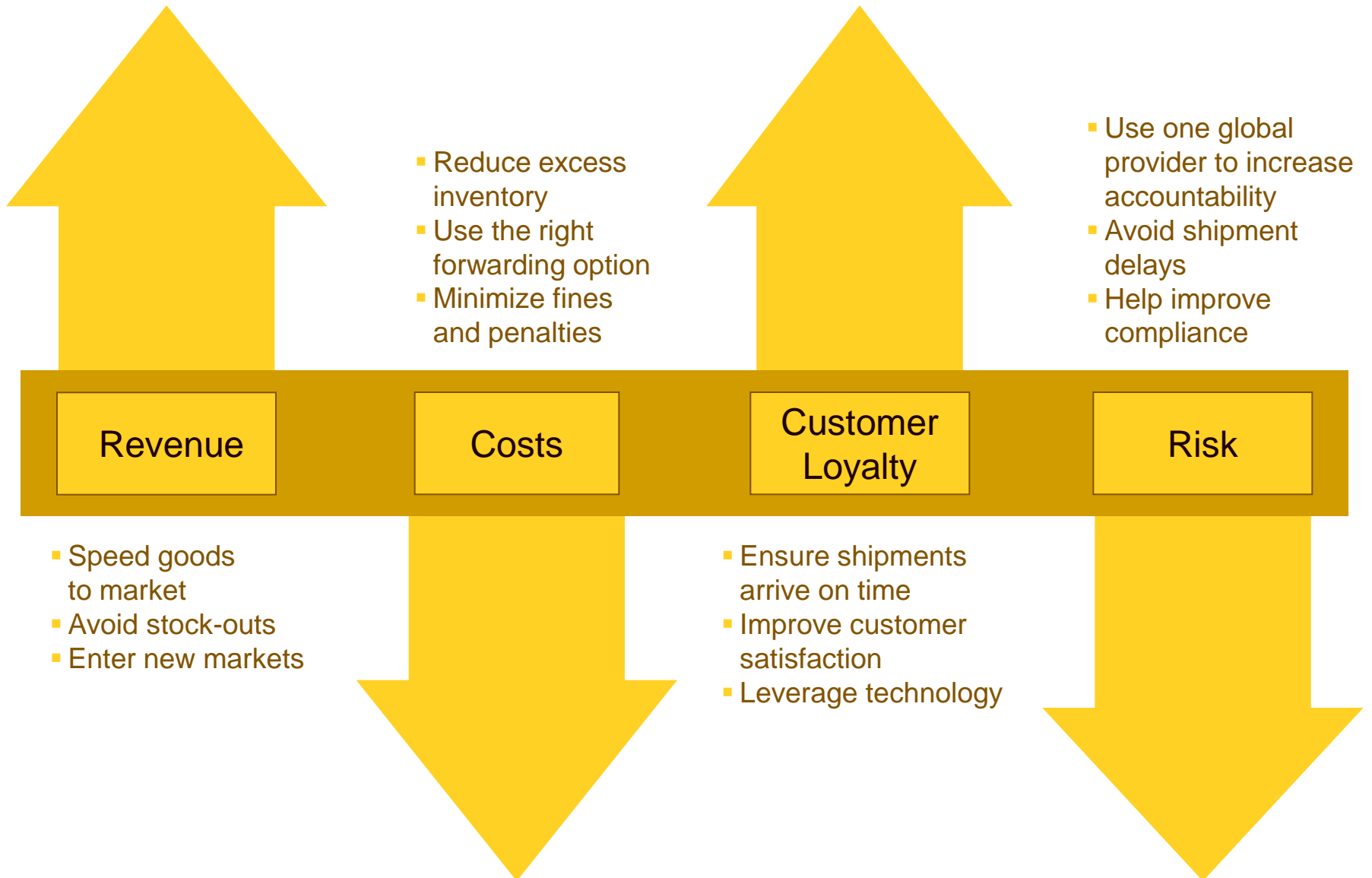


Improved
Efficiency



Less Risk

Moving your business in the right direction



Global Network

Where you need us to be

- Operations in more than 120 countries and territories, covering 97 percent of global GDP
- 877 aligned air and ocean operating facilities around the globe
- Service to any airport in the world*
 - Network of carrier relationships, including UPS Airlines — among the top 10 in the world
 - International Air Transport Association (IATA) agent status
- Ocean service to all of the world's major ports*
 - Licensed Non Vessel Operating Common Carrier (NVOCC)
 - Contracted relationships with steamship lines
- UPS-owned ground and air networks with a single global operating system
- Customer service 24/7 via local service centers, call centers and online access

*Denial of Embargoed Vessels and Countries — Due to the fact we are a U.S.-based company, we are required to fulfill U.S. embargo regulations worldwide. The U.S. government has identified vessels and countries with which U.S. companies may not conduct international business. Other countries' embargoes are covered on a national level with the involvement of the local customs authority.



Broad Range of Services

More air and ocean freight options

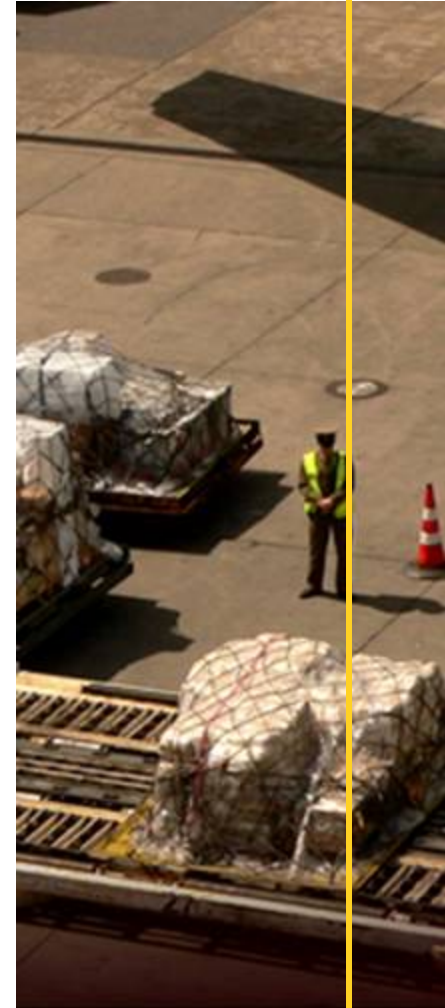
- Wider selection of *global air freight forwarding services* than the competition, from critical to routine... from small to large
- Leading air freight provider, handling over 2.9 million kgs per day
- Time-definite air freight services that offer accountability with on-time performance measurement
- *Versatile ocean services* with usage-based pricing and fixed sailing schedules
- Leading ocean freight provider (NVOCC), handling more than 600,000 TEUs annually (LCL & FCL)
- Consolidation of international freight shipments to multiple consignees via UPS Trade Direct[®] Ocean and Air
- A Sea-Air product that combines the economy of ocean transport with the speed of air transport



Regulatory Compliance

World's largest customs broker

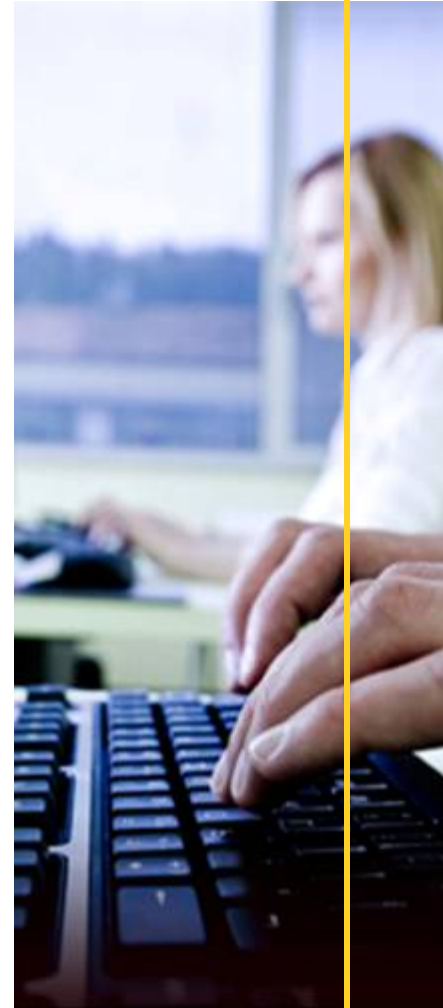
- Over 80 years of experience
- Clearance in more than 60 countries
- Industry-specific knowledge and expertise
- Centralized entry processing and account management
- Leading-edge involvement with government agencies
- Customized reporting tracks compliance and performance measurements
- Comprehensive filing requirements to U.S. Customs and Border Protection and other government agencies
- Bundled with UPS transportation or stand-alone service
- Trusted heavy-freight broker for more than half of all U.S.-based top 250 global retailers



Innovative Technology

Advanced solutions to drive efficiency

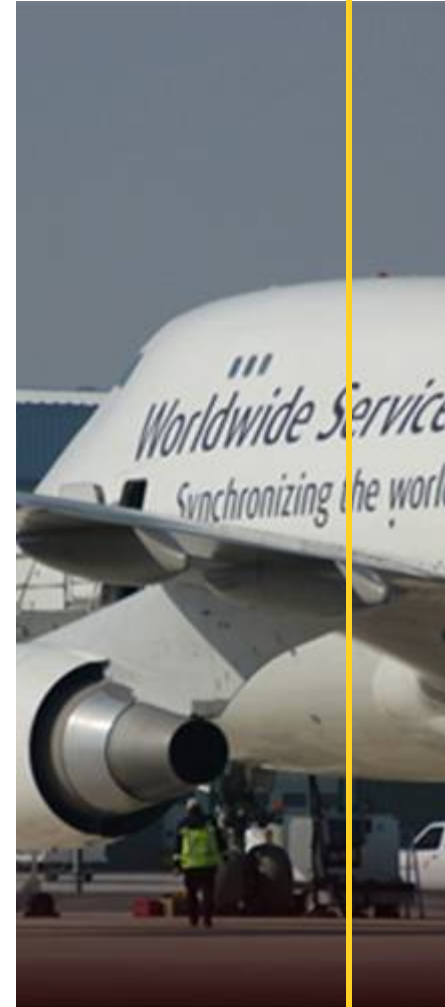
- Most freight shipments shipped and tracked using the same tools as your package shipments — available only from UPS
- Heavy investment in technology upgrades — more than \$1 billion annually
- Automated solutions, available online or via UPS software, benefiting multiple parts of your supply chain with multiple levels of capability/complexity to fit your need
- **Shipping solutions** to schedule pickups electronically, create shipping and clearance documents, and streamline processing
- **Visibility solutions** that track shipments door-to-door and across modes, provide proactive notifications on shipment status and offer customized reports
- **Specialized systems** providing trade and regulatory information, plus calculating time and cost options



Less Risk

Feel confident trading in all parts of the world

- **Reduced fines and penalties** working with knowledgeable trade experts
- **Fewer shipment delays and damages** due to minimal handoffs moving through the UPS-owned air and ground network
- **Increased customer satisfaction** resulting from improved delivery performance with timely customs clearance
 - **For example: One high-tech customer experienced improvement in shipments arriving at destination in compliance with customs requirements from 70 percent to 97 percent... a 27 percent improvement**
- **Fewer errors and less time spent preparing documentation** thanks to time-saving import/export tools



UPS Turkey Overview

OPERATING CENTRES

53 UPS owned + 222 Service Provider

EMPLOYEES

2700 (whereof 688 are drivers)

DELIVERY FLEET

1247 (whereof 521 are package cars)

NETWORK CONNECTION

Daily Flight Airbus A300-400

Connecting Tel Aviv and Istanbul with main Europe hub in Cologne

DOMESTIC AIRPORTS SERVED

Istanbul (Main Hub) & Ankara, Izmir, Antalya and Adana Airports

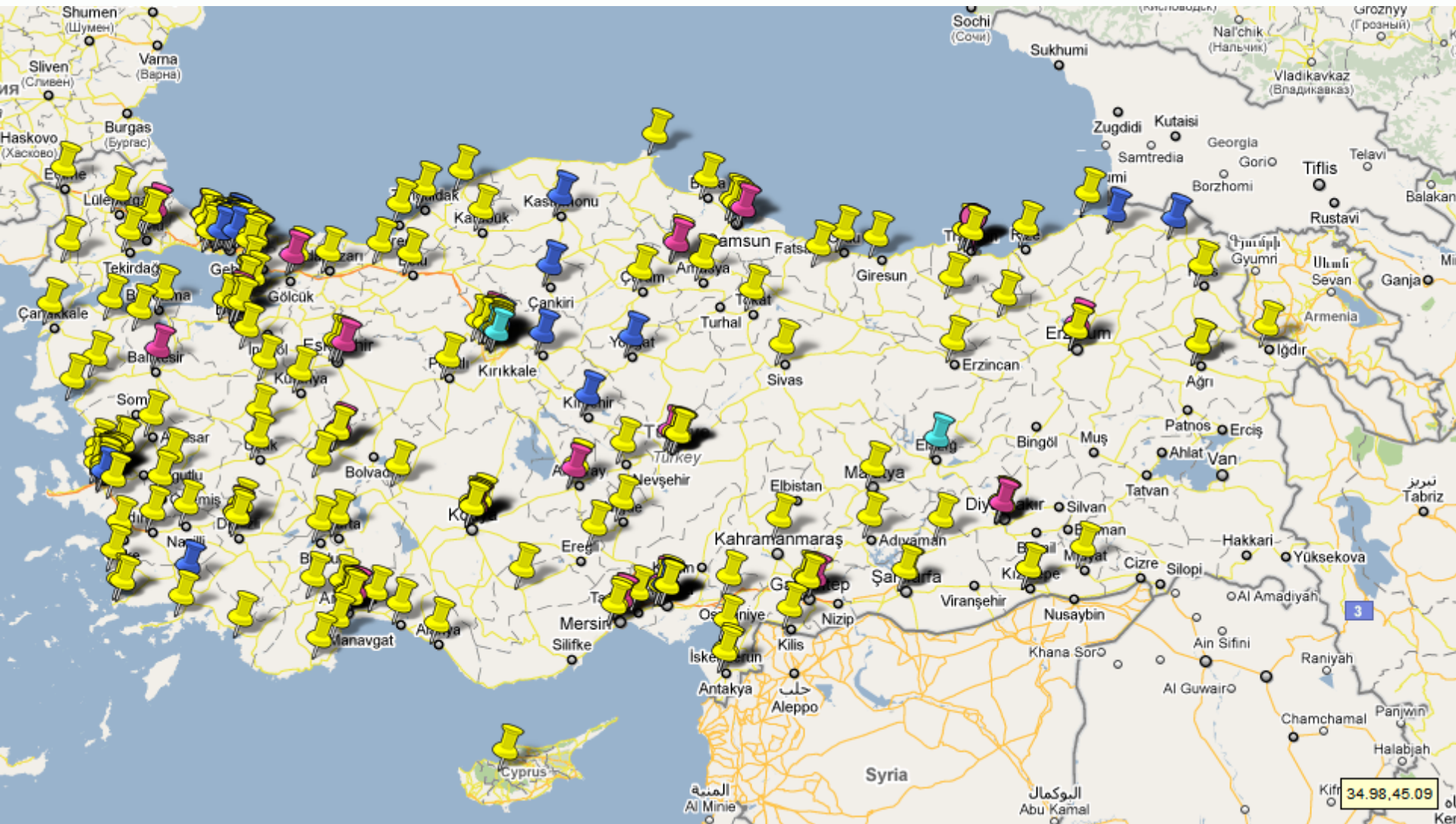
UPS PRODUCT OFFERING

UPS Worldwide Express Plus,
UPS Worldwide Express
UPS Express Saver,
UPS Worldwide Expedited
UPS Worldwide Standard
UPS Domestic Express and Domestic Standard

OTHERS

UPS Exchange Collect, UPS World Ease, UPS Return Services, UPS Online and Host-Host shipping solutions (Nikeship).
Brokerage, Freight Forwarding
Warehousing, Logistics

UPS Locations in Turkey



UPS Freight & Logistics Services in Turkey

- Warehouse space total: 1,100 m²
- 1 Distribution Centre
- 2 Field Stocking Locations (FSL)
- 3 PUDOs (Pick-up Drop-off)

Key

- ▲ Distribution Centres
- ▲ PUDO
- ▲ FSL
- Offices
- Airports
- Ports



Integrated Service Capabilities

Supply Chain Design and Planning	Logistics and Distribution Services	Transportation and Freight Services	International Trade Services
<ul style="list-style-type: none">• Transportation and Site Optimization• Distribution Centre Design	<p>Warehousing & Distribution:</p> <ul style="list-style-type: none">• Cross docking• Distribution• Order fulfillment	<ul style="list-style-type: none">• Air• Ocean• Sea-Air• Road	<ul style="list-style-type: none">• Trade Consulting• Customs Brokerage• Trade DirectSM• Supplier Management• UPS TradeAbilityTM

UPS Trade Direct® combines freight and package delivery to create an integrated supply chain

Eliminates the need to warehouse goods and manage inventory, saving you time and money.

- It frees your time and puts supply chain management into the hands of the people who manage the world's largest transportation networks.

UPS's solution is end-to-end, so you can import or export goods around the world without ever seeing or touching them.

- UPS picks up or receives your shipments, consolidates them into a single freight shipment (ground, air or sea), then moves it through customs to the destination country.
- We then deconsolidate it and deliver the products through the UPS package or LTL network to multiple customers, bypassing distribution centres.



Notes to remember & value adds:

- Financial Support – Export credit agency, cargo financing, insurance agency (e.g. UPS Capital)
- True global coverage 24 Hours x 365 days (e.g. UPS Express Critical)
- Truck distribution network in both US & TR (e.g. UPS Freight)
- Total logistics from order-to-cash (e.g. UPS Logistics)
- Cold chain logistics (e.g. UPS Healthcare)
- Regulatory compliance (e.g. UPS Tradability)
- Full visibility and coverage any size any anywhere (UPS SCS)

If you have a logistics partner that provides you with such solutions, you are in good hands to move forward...



In closing...

- The oldest forms of international affairs are “trade” and “war”! That makes both freight forwarders and military armed forces the oldest professions in the world. While our businesses date back ancient time, now more than ever, we need one another to overcome the future’s unforeseen challenges as partners...

Onur Uranli

Director of Global Route Development, UPS





Worldwide Services
Synchronizing the world of commerce

N570UP

Thank you