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INVESTMENT OPPORTUNITIES IN TURKEY

PRESIDENCY OF THE REPUBLIC OF TURKEY
INVESTMENT OFFICE


MARINA PROJECTS IN THE PIPELINE

AVŞA ISLAND
TÜRKELİ MARINA

Avşa Island Türkeli Marina Project

Project Snapshot

Contract Type	Built-Operate-Transfer
Tender Criteria	Maximum Yearly Rent to be Paid to Government
Payment Mechanism	Marina Operation Revenues and Commercial Revenues
Governing Law	3996 BOT Law
Contracting Authority	General Directorate of Infrastructure Investments
Construction Period	18 months
Contract Duration	40 years
Expropriation Responsibility	Belongs to the SPV
Yacht Capacity	200
Revenue Sharing with Government	1% (one percent) of total annual gross revenue

Project Explanation

The SPV will build the marina with total yacht capacity of 200 (150 at the sea and 50 at the land), operate, and transfer back to government at the end of contract period.
Constructed infrastructure will include 650 m long main breakwater, 570 m sub breakwater, lantern towers, 502 m long berth (4 sections with 80 m long -5 m deep, 72 m long -4 m deep, 280 m long -3 m deep, 70 m long -2 m deep), 25 m wide 5 m deep cover ramp, 50 m wide batter pull, 190 m long fortifications.

Bidder Requirements

Work Completion Certificate	Work Experience Certificate
Bid Bond	Financial Statements/Bank Reference Letter
Draft Project	Summary Work Program

Other requirements will be stated in the tender documents.

Indicative Project Timeline

(i) Tender Notice Date – 2020

ii) Bid Due Date – 2020

(iii) Issue of Letter of Award – 2020

(iv) Signing of BOT Agreement - 2021

Approvals & Permits

Enviromental Impact Assessment	Prepared
Feasibility Report	Not prepared
President Authorization	Not obtained
Expropriation	Not started

Government Support

VAT Exemption

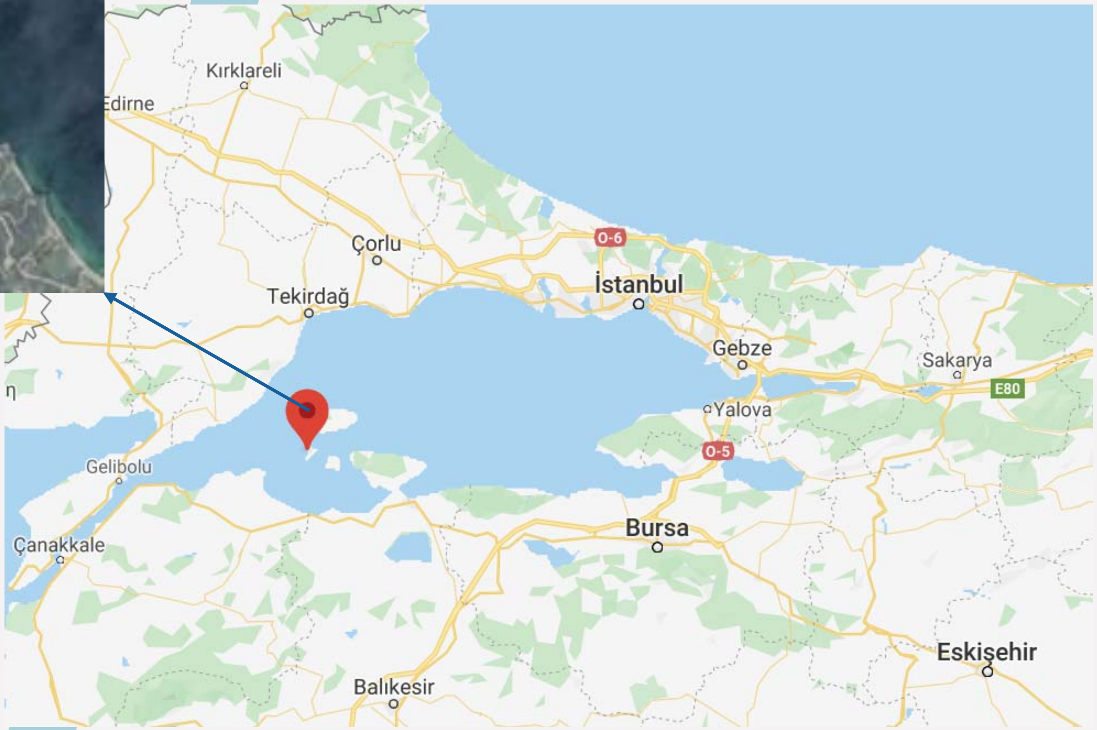
Project Stage

Feasibility Preparation Stage

Project Details

The project covers the construction of facilities that accommodate a total of 200 yachts at the same time. The construction must be carried out based on specifications provided and will include:
- Completion of required infrastructure,
- Construction of yacht berthing piers,
- Back site concrete coating, site arrangement, drainage, landscaping,
- In-Port dredging and construction of anti-turbulence structures if necessary,
- Construction of connection roads,
- Port entry-exit arrangement,
- Electricity, telephone, water and fire systems installation.

Avşa Island Türkeli Marina Project



ÇEŞME
ŞİFNE MARINA

Çeşme Şifne Marina Project

Project Snapshot

Contract Type	Built-Operate-Transfer
Tender Criteria	Maximum Yearly Rent to be Paid to Government
Payment Mechanism	Marina Operation Revenues and Commercial Revenues
Governing Law	3996 BOT Law
Contracting Authority	General Directorate of Infrastructure Investments
Construction Period	30 months
Contract Duration	35 years
Expropriation Responsibility	Belongs to the SPV
Yacht Capacity	460
Revenue Sharing with Government	1% (one percent) of total annual gross revenue

Project Explanation

The SPV will complete Infrastructure constructions (breakwater, docks, piers, travel lift docks, back-field fillings and field concretes etc.) as well as the necessary superstructure based on the Coastal Act No. 3621, other related regulations and approved the zoning plan.
The SPV is also responsible for procurement of equipment and operation of the facilities.
At the end of the contract period, all assets related to marina will be transferred back to administration in well maintained condition.

Bidder Requirements

Work Completion Certificate	Work Experience Certificate
Bid Bond	Financial Statements/Bank Reference Letter
Draft Project	Summary Work Program

Other requirements will be stated in the tender documents.

Indicative Project Timeline

(i) Tender Notice Date – 2020

ii) Bid Due Date – 2020

(iii) Issue of Letter of Award – 2020

(iv) Signing of BOT Agreement - 2021

Approvals & Permits

Enviromental Impact Assessment	Prepared
Feasibility Report	Not prepared
President Authorization	Not obtained
Expropriation	Not started

Government Support

VAT Exemption

Project Stage

Feasibility Preparation Stage

Project Details

The project covers the construction of facilities that accommodate a total of 460 yachts (360 at the sea and 100 at the land) at the same time. The construction must be carried out based on specifications provided and will include:
- Drilling works,
- Main and secondary breakwater construction,
- Construction of yacht berthing piers,
- Dock construction,
- Construction of travel lift dock,
- Back field fill, concrete coating, field arrangement, drainage, landscaping,
- Construction of connection roads,
- Port entry-exit arrangement,
- Electricity, telephone, water and fire systems installations,
- Construction of lantern towers.

YENİ FOÇA
MARINA

Yeni Foça Marina Project

Project Snapshot	
Contract Type	Built-Operate-Transfer
Tender Criteria	Maximum Yearly Rent to be Paid to Government
Payment Mechanism	Marina Operation Revenues and Commercial Revenues
Governing Law	3996 BOT Law
Contracting Authority	General Directorate of Infrastructure Investments
Indicative Investment Amount	26.000.000 TL
Construction Period	18 months
Contract Duration	30 years
Expropriation Responsibility	Belongs to the SPV
Yacht Capacity	330
Revenue Sharing with Government	1% (one percent) of total annual gross revenue

Project Explanation

The SPV will build the marina with total yacht capacity of 330 (230 at the sea and 100 at the land).
The SPV is also responsible for procurement of equipment and operation of the facilities.
At the end of the contract period, all assets related to marina will be transferred back to administration in well maintained condition.
Constructed infrastructure will include 490 m long main breakwater, lantern tower, 645 m long berth (3 sections with 271 m long -5 m deep, 138 m long -4 m deep, 236 m long -3 m deep), - 5m deep travel lift dock, rainwater channel and back field fillings.

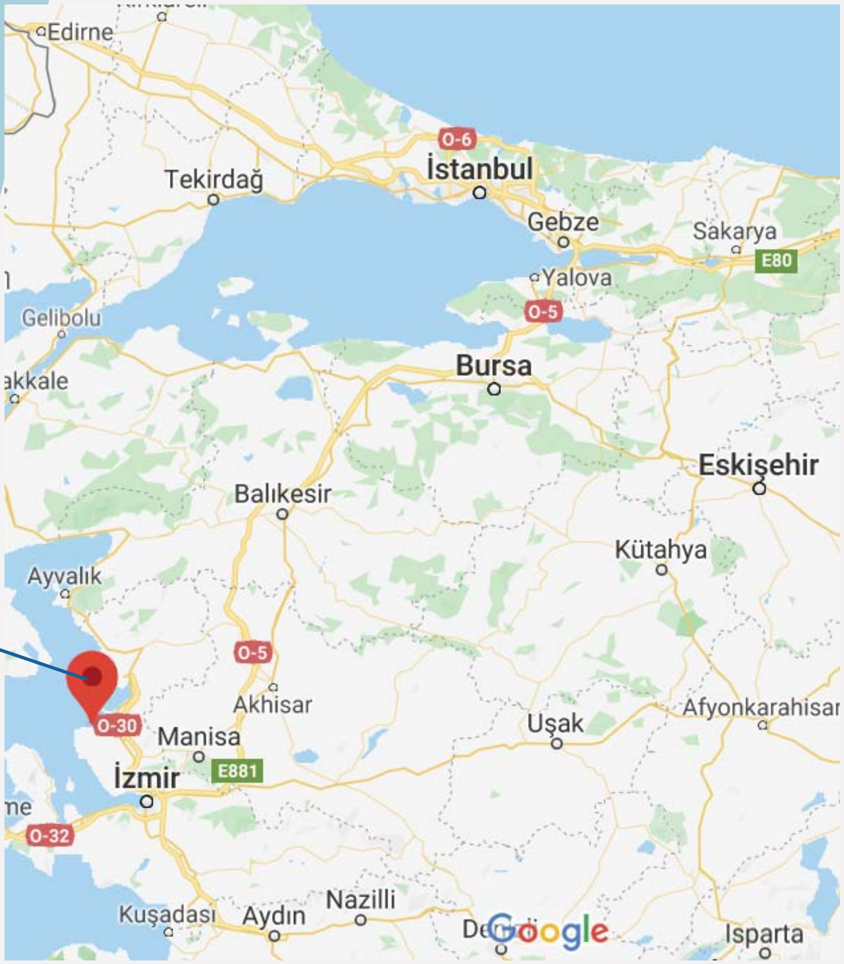
Bidder Requirements	
Work Completion Certificate	Work Experience Certificate
Bid Bond	Financial Statements/Bank Reference Letter
Draft Project	Summary Work Program
Other requirements will be stated in the tender documents.	

Indicative Project Timeline	Approvals & Permits	
(i) Tender Notice Date – 2020	Enviromental Impact Assessment	Prepared
ii) Bid Due Date – 2020	Feasibility Report	Not prepared
(iii) Issue of Letter of Award – 2020	President Authorization	Not obtained
(iv) Signing of BOT Agreement - 2021	Expropriation	Not started
Government Support	VAT Exemption	
Project Stage	**Feasibility Preparation Stage**	

Project Details

The project covers the construction of facilities that accommodate a total of 330 yachts at the same time. The construction must be carried out based on specifications provided and will include:
- Completion of required infrastructure,
- Construction of yacht berthing piers,
- Back site concrete coating, site arrangement, drainage, landscaping,
- In-Port dredging and construction of anti-turbulence structures if necessary,
- Construction of connection roads,
- Port entry-exit arrangement,
- Electricity, telephone, water and fire systems installation.

Yeni Foça Marina Project




AIRPORT PROJECTS IN THE PIPELINE

ÇUKUROVA
AIRPORT

Çukurova Airport Project

Project Snapshot	
Contract Type	Built-Operate-Transfer
Tender Criteria	Maximum Yearly Rent to be Paid to Government
Payment Mechanism	Terminal Operation Revenues and Commercial Revenues
Governing Law	3996 BOT Law
Contracting Authority	General Directorate Of State Airports Authority (DHMİ)
Construction Period	30 months
Contract Duration	25 years
Revenue Sharing with Government	One third of the revenue after guranteed passenger revenue

Project Explanation

The SPV will construct superstructure facilities of Çukurova Airport within the framework of Build-Operate-Transfer model. At the end of the contract period, the SPV will transfer all assets including domestic and international terminal buildings with their complementaries back to the administration.

Passenger Projections	Domestic	International
2025	7.285.594	938.889
2030	9.548.517	1.200.572
2035	12.331.797	1.526.006
2040	15.750.910	1.930.600

Indicative Project Timeline

(i) Tender Notice Date –N.A

ii) Bid Due Date – N.A

(iii) Issue of Letter of Award –N.A

(iv) Signing of BOT Agreement - N.A

Project Rationale

The project area is close to the logistics centers, industrial zones, international airports and container ports of the Eastern Mediterranean region. Although Adana Airport operates at full capacity, it is not sufficient for the needs of the region. The inhabitants of Mersin are not able to benefit from Adana Airport sufficiently due to long travelling distance.

Project Details

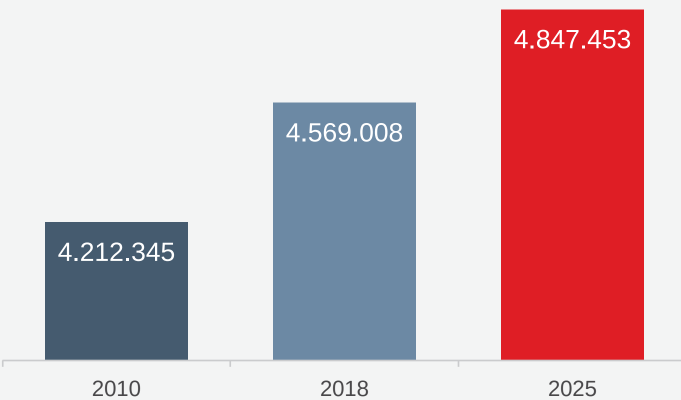
Domestic and international Terminal buildings
Car parking area
ATC Tower, Garage etc.

Government Support

- Yearly minimum passenger guarantee
- VAT and Customs Duty exemptions for procurement
- Stamp duty exemption for all contracts.
- Exemption from building and property taxes.
- Services provided at airports are exempt from VAT.

Approvals & Permits	Current Situation
Enviromental Impact Assessment	Obtained
Feasibility Report	To be Prepared
President Authorization	To be applied by the DHMİ
Expropriation	Completed
Project Stage	**Feasibility Preparation**

Population Growth Projection of Adana and Surrounding Region



PRIVATIZATION PROJECTS IN THE PIPELINE

PROJECTS
IN THE PIPELINE

1. Fenerbahçe - Kalamış Marina
2. Tekirdağ - Marmara Ereğlisi Nato Port
3. Taşucu Port
4. Highways and Bridges
5. Sugar Factories
6. Akköprü Hydropower
7. Çamlıca Hydropower
8. Derbent Hydropower
9. Topçam Hydropower

FENERBAHÇE - KALAMIŞ MARINA

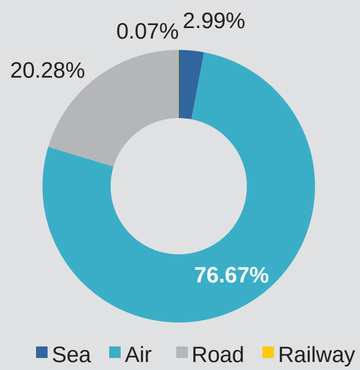
Turkey-Prominent Country in Global Tourism Sector

Growing Turkish Tourism Sector

- Turkey has been offering many types of tourism with its geographical location, natural beauties, convenient climate as well as cultural and historical heritage and being surrounded on three sides by the sea. With increasing tourism investments in the recent years, Turkey has been one of the most significant countries in tourism sector.
- In 2016, total number of foreign tourist arrivals significantly decreased to 25.4 mn from 36.2 mn in 2015 due to the extraordinary conditions within the country as well as in the neighboring countries. Total number of foreign tourist arrival has started to recover remarkably in the first half of 2017 and reached 45 mn foreign visitors in 2019.
- Based on the data provided by UNWTO for 2018, Turkey ranked sixth in terms of the number of visitors. Turkey stands out as an important tourism destination among the emerging economies with developing tourism sector.

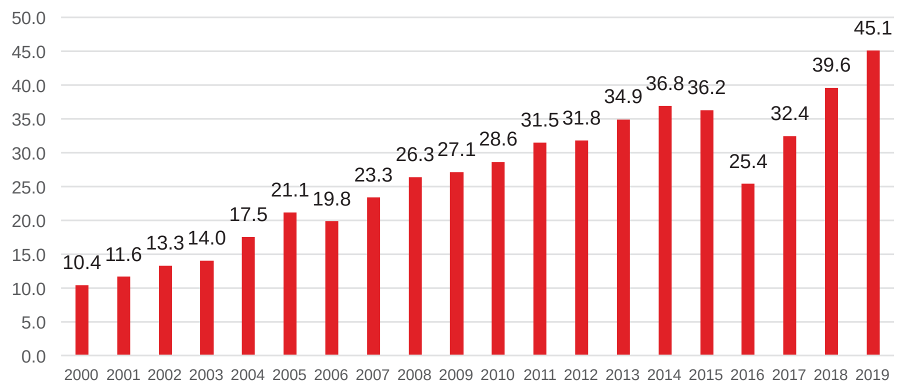
- The majority of foreign visitors travel by airways to Turkey. The share of sea transportation is anticipated to increase with growing yacht tourism in the country
- Turkish tourism sector is expected to grow in the long term with developing national economy as well as increasing tourism investments going forward.

International Visitors by Mode of Transport *(2019)*



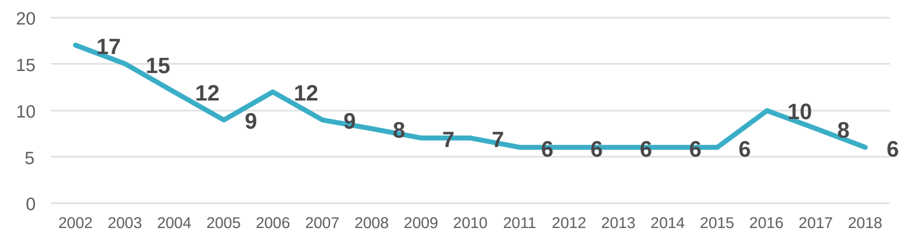
Source: Ministry of Culture and Tourism, Tourism Statistics

Number of Foreign Visitors Arriving in Turkey *(Million)*



Source: Ministry of Culture and Tourism, Tourism Statistics

Turkey's Ranking Based on Number of Tourists



Source: UNWTO

** The latest UNWTO data published for 2018. 2019 data set has not been published yet*

Turkish Marina Sector-Great Potential for Yacht Tourism

Developing Marina Sector in Turkey

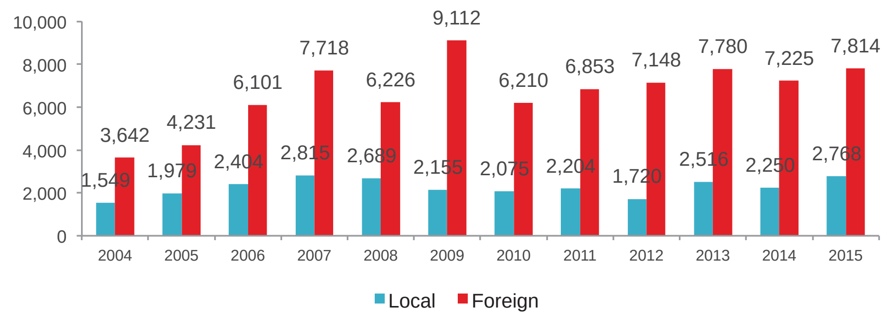
- As a country with a great harmony of historical, cultural and natural inheritance, surrounded by Mediterranean, Aegean and Black Seas, Turkey is well attracted country with a great potential for yachting activities along with significantly growing sea tourism
- In the last 10 years, the total number of Q flagged yachts including private and commercial yachts having arrived Turkey has substantially increased to 10,582 in 2015 form 5,191 in 2004 and despite a slight decrease in 2014 to 9,475. The number of foreign yachts showed a sharp increase between 2004 and 2015 and achieved a total growth of 115%
- Turkey has a great potential for further improvement by increasing its mooring capacity of 25,188 in 65 marinas given that Turkey involves one of the largest coast lines in the world along Mediterranean basin with a total length of 8,333 km
- Having long coast lines along which the yachting activities can be further improved, Turkey is capable of predominating the sector through the well-directed investments
- As of today, Turkey has a total available capacity of 25,188 yachts, 71% of which is off shore capacity where the remaining 29% is on shore capacity
- Muğla is the most intensified city in terms of yachting activities with a total capacity of 9,948 yachts, corresponding to 40% of Turkey's total capacity

Ports and Capacities in Competitor Mediterranean Countries

Country	Length of Coast Lines (km)	Number of Ports	Capacity
Italy	6,500	380	128,042
Spain	4,964	360	130,467
Turkey	**8,333**	**65**	**25,188**
Croatia	5,835	50	15,009

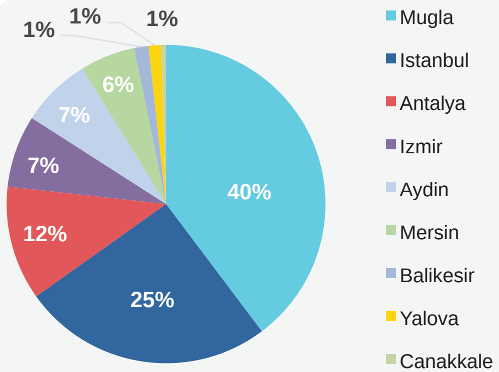
Source: Chamber of Shipping

Number of Q Flagged Yachts Visited Turkey



Source: Ministry of Culture and Tourism

Capacity in Turkey - City Breakdown



Source: Chamber of Shipping, Port Websites

Fenerbahçe - Kalamış Marina Location

- Fenerbahçe – Kalamış Marina, currently operated by Setur, is located in Zühtüpaşa Neighborhood, Fenerbahçe District, Kadıköy County, İstanbul and has the coordinates of 40°58.5′ 42″ N and 29°02.1′ 12″ E
- The Marina which is located on the Asian side of İstanbul, on the coast of Marmara Sea, south of Kadıköy and Moda, is between the districts of Kızıltoprak and Çiftehavuzlar
- Fenerbahçe – Kalamış Marina is built through land reclamation on an area owned and controlled by the government

General Overview of İstanbul

- İstanbul, the largest city in Turkey, is located on a very strategic location north of the Marmara Region which is located on the northwest of the country
- İstanbul has a total of 39 counties, 14 located on the European side and 25 on the Asian side
- İstanbul which boosts the most developed transportation network in Turkey, is a major global hub connecting Eastern Europe, Middle East, Western Asia and Northern Africa
- As a result of this situation, the most significant transportation networks and hubs of Turkey are all located in İstanbul
- Being a vital hub in and outside of Turkey, İstanbul has the most developed highway infrastructure, international airports, crucial ports and railroad networks
- Fenerbahçe – Kalamış Marina has a strategic location in İstanbul, the most important city of Turkey, 3 km away from Central Kadıköy, 25 km from İstanbul Esenler Bus Terminal, 34 km from İstanbul Atatürk Airport, 21 km from Sabiha Gökçen International Airport and 2 km from a private hospital

İstanbul's Transport Infrastructure

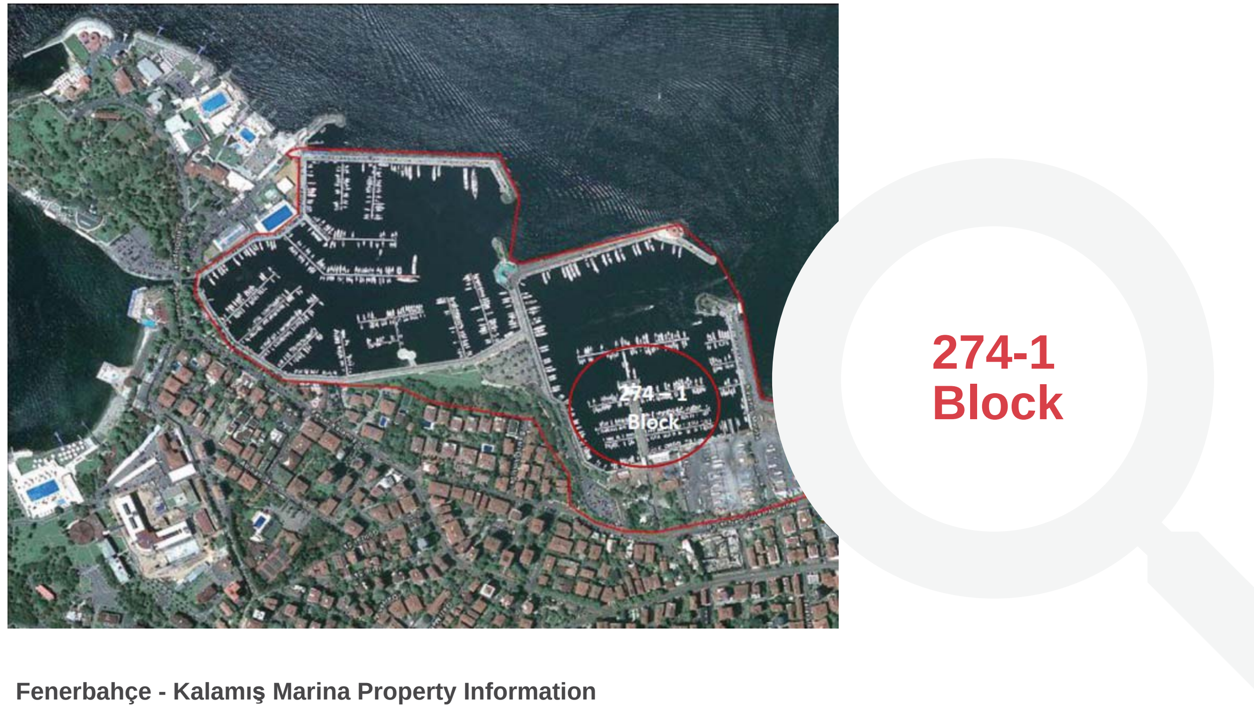
- İstanbul has a very strategic importance in Turkey with its well-developed transportation network of airways, railroads, highways and sea routes, which is the most developed infrastructure in Turkey
- 1% of the 64,278 km of state highways and provincial roads are located in İstanbul. Connected to major cities like İzmir, İzmit, Bursa and Ankara via land routes, İstanbul has the busiest highways, D-100 and TEM, which connect Asia to Europe through 2 bridges
- İstanbul has a wide network of domestic and international railroads. Metro lines that have been built especially in the last 10 years, contribute significantly to the city's transportation network. Currently Yenikapı – Kirazlı, Yenikapı – Hacıosman, Başakşehir – Kirazlı, Kadıköy – Kartal, Levent – Boğaziçi Hisarüstü, Bağcılar – Kabataş, Heritage Tramway, Habibler – Topkapı, Taksim – Kabataş lines are operational and various new lines are under construction. Additionally, Marmaray Project connecting Asia to Europe via tubular passages under the Bosphorus has been in service since 2013
- Local and intercity maritime transport has a significant importance in the city as well. Local ferry routes connecting Asia to Europe on various locations play an important part in city transportation. Another key maritime transport player is İstanbul Deniz Otobüsü A.Ş. ("IDO"), connecting two sides of the city

Fenerbahçe – Kalamış Marina: Current Situation

Current Situation

- Kadıköy, located in the middle of İstanbul and among the most populous counties, is surrounded on the east by Maltepe, on the west by Marmara Sea and the Bosporus, on the north by Üsküdar and on the south by Marmara Sea
- Kadıköy with an area of 25.2 mn sqm has a 21 km coast line from Haydarpaşa to Bostancı. Kadıköy which is home to Fenerbahçe Park, Göztepe Park and Özgürlük Park alongside its coast line, has 21 neighborhoods
- Fenerbahçe – Kalamış Marina, among city's and region's most prominent facilities, is located in Fenerbahçe which is south of Central Kadıköy and Moda, between Kızıltoprak and Çiftehavuzlar
- Fenerbahçe – Kalamış Marina is built through land reclamation on an area owned and controlled by the government. Consequently the aforementioned area can not be registered and only parcel 274 Block No 1 which has an area of 1,135 sqm have been registered
- Aforementioned parcel is owned by TDİ and registered as a "Ferry Quay Fixture"
- Fenerbahçe – Kalamış Marina is inside Tier 1 and 2 natural protected areas and Tier 3 archeological protected area. İstanbul Directorate of Cultural Heritage Conservation District Board No. 5 has a declaration of the issue on parcel 272 Block No 1
- Currently the Marina has 22,751.91 sqm of mole, 6,383.59 sqm of floating quay and 80,266.42 sqm of land
- Fenerbahçe – Kalamış Marina consists of two parts: the Kalamış Marina and the Fenerbahçe Marina named after its proximity to the Fenerbahçe Park
- Due to both marinas sharing the same hinterland, two marinas are located as one. Two lighthouses are located on two ends, Kalamış and Fener, of the facility which has a narrow hinterland

Fenerbahçe - Kalamış Marina Current View



Fenerbahçe - Kalamış Marina Property Information

City / Country	Block / Parcel No	Owner	Neighborhood / Village	Status of the Property	Area (sqm)
İstanbul - Kadıköy	274-1	TDİ	Zühtüpaşa Neighborhood	Ferry Quay Fixture	1,135.00

Fenerbahçe - Kalamış Marina Privatization Process: Important Notes

Increasing Yachting Activities in Turkey as well as in İstanbul

- Turkey has a great potential for further improvement by increasing its mooring capacity of 25,188 in 65 ports given that Turkey involves one of the largest coast lines in the world along Mediterranean basin with a total length of 8,333 km
- Additionally, İstanbul is prominent city for yachting activities given its long coastline along the Sea of Marmara with city and marine lives being lived together
- Total mooring capacity in İstanbul through 10 operating facilities with a total mooring capacity of 6,361, including offshore (5,221) and onshore (1,140) capacities represents %25 of total capacity of 65 marinas with 25,188 capacity in Turkey

Convenient Location of Fenerbahçe - Kalamış Marina

- The marina which is located on the Asian side of İstanbul on the coast of Marmara Sea south of Kadıköy and Moda, is between the districts of Kızıltoprak and Çiftehavuzlar
- Being a vital hub in and outside of Turkey, İstanbul has the most developed highway infrastructure, international airports, crucial ports and railroad networks. Kadıköy, one of the largest city of İstanbul, has a strategic location across all transportation types which also promotes the location of Fenerbahçe – Kalamış Marina given its easy access by alternative transportation modes
- Social-economic situation of the region covering Fenerbahçe – Kalamış Marina is very suitable for yachting activities, which makes the location of the Marina more attractive to yacht owners

Fenerbahçe - Kalamış Marina Development Plan

- Starting its operations in 1987, Fenerbahçe – Kalamış Yat Limanı has been operated by Tek-Art Kalamış Fenerbahçe Marmara Turizm A.Ş. (“Setur”) since 1998. The Marina has been included in the scope of the privatization agenda following 2011/17 numbered decree of High Board of Privatization on March 7th, 2011
- In the current situation, Fenerbahçe – Kalamış Marina is being operated by Tek-Art
- As one of the largest marinas in mooring capacity in Turkey, Fenerbahçe – Kalamış Marina is expected to operate with the capabilities of a 5-anchored marina through the new development plan prepared in line with the Coastal Law. New development plan was approved by High Board of Privatization on November 6th, 2017 and published in the Official Gazette on November 10th, 2017
- Upon the completion of envisaged investments proposed by the new development plan, Fenerbahçe – Kalamış Marina is expected to lead the sector and contribute significantly to the regional tourism sector as well as social and economic level of the region while maintaining its strong position in the sector

Fenerbahçe–Kalamış Marina Privatization Snapshot

General Information		Tender Method
Contract Type	Transfer of Operating Rights	The tender will be realized with the “bargaining procedure” taking into account the valuation of the marina. The bid of the investor who meets the tender conditions and makes the highest offer will be submitted for the Presidential approval. Following the approval of the tender, the implementation contract will be signed.
Tender Criteria	Maximum Rent to be Paid to Government	
Rent Payment Schedule	Can be paid in advance or in yearly installments	
Payment Mechanism	Marina Operation and Commercial Revenues	
Governing Law	4046 Privatization Law	
Contracting Authority	Privatization Authority	
Revenue Sharing with Government	Doesn’t exist	
Contract Duration	30 - 49 years	
Existing Capacity	1.291 yacht	**Indicative Project Timeline**
Existing Land Capacity	220 yacht	(i) Tender Notice Date – 2021 First Quarter
Available Car Parking Space	350	ii) Bid Due Date – 2021 Second Quarter
Maximum Water Depth	-6.5 meter	(iii) Signing of Agreement -2021 Third Quarter

Bidder Requirements	Investment Requirement
Company Information	The investment requirement is that realization of infrastructure and superstructure investments enabling the marina to serve as a minimum 4 anchor yacht port within the framework of the approved and effective zoning plan. The investor who takes over the port will be able to determine the investment stages within the framework of his own business plan. Transfer Agrement will include detailed regulations regarding investment and operation.
Financial Statements/Bank Reference Letter	
Certificate of operation/completion	
List of Authorized Signatures/Trade Registry	
Bid Bond	
Other documents needed	

NATO-PORT

PRIVATIZATION PROJECTS IN THE PIPELINE

Global Maritime Trade

- The amount of global cargo transportation reached 11 billion tons that the dry cargo with had highest share in it with 71%.

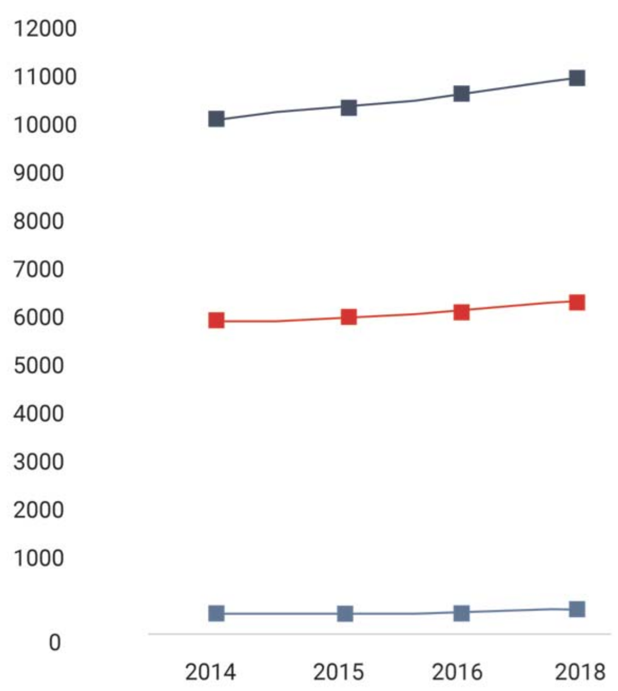
- **Table-1: Share of Freight Types in the world between 2017 and 2018**

	2017 *(million ton)*	2018 *(million ton)*	Variation *(%)*	2018 share *(%)*
Dry cargo	7.570	7.811	▲3.2	71
Crude oil	1.875	1.886	▲0.6	17
Other Liquid Load	1.271	1.308	▲2.9	12
TOTAL	10.716	11.005	▲2.7	100

In the projections of the United Nations Conference on Trade and Development (UNCTAD), global maritime trade growth is estimated to reach 2.6% in 2019, and the annual compound growth rate between 2019-2024 would be 3.4%.

Maritime Trade in Turkey

- When the development of the maritime trade is analyzed in Turkey it is observed that there is a slightly parallel trend with the world and developing countries between the years 2014-2018.



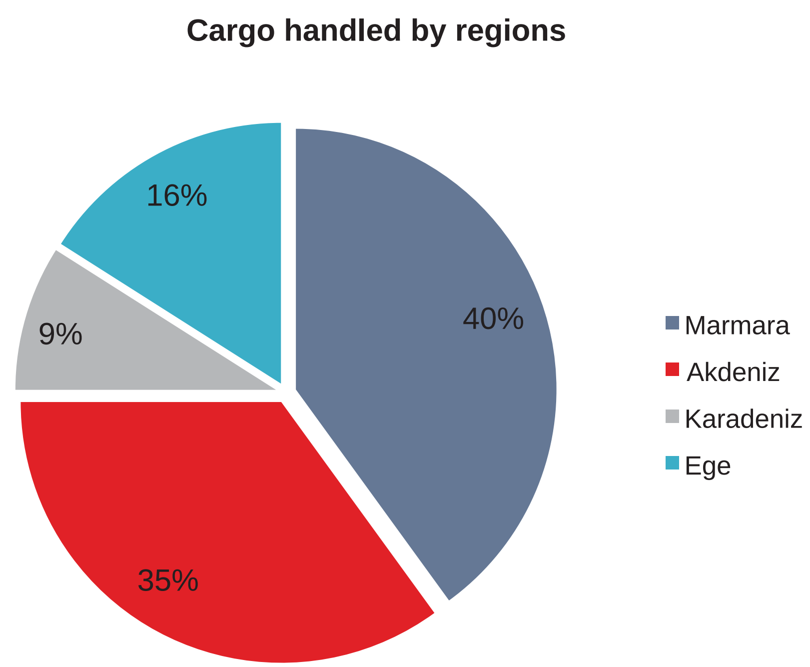
- When the cargo handling data for the last three years in Turkey are surveyed, it is seen that there was a total decrease of 2.3% in 2018, but it gained upward momentum again in 2019 with an increase of 5.5% compared to 2018.

	2017	2018	2019
Dry bulk cargo	128.842.715	133.653.221	150.344.563
General cargo	72.147.186	63.977.765	52.672.991
Liquid bulk cargo	152.897.347	139.717.069	155.253.914
Container	107.917.908	114.231.465	118.768.010
Vehicle	9.368.740	8.574.040	7.128.934
TOTAL	471.173.896	460.153.56	484.168.412

Marmara and Thrace Region

- Izmit and Ambarli are the biggest port authorities in the Marmara region, representing 37.6% of Turkey's total cargo.

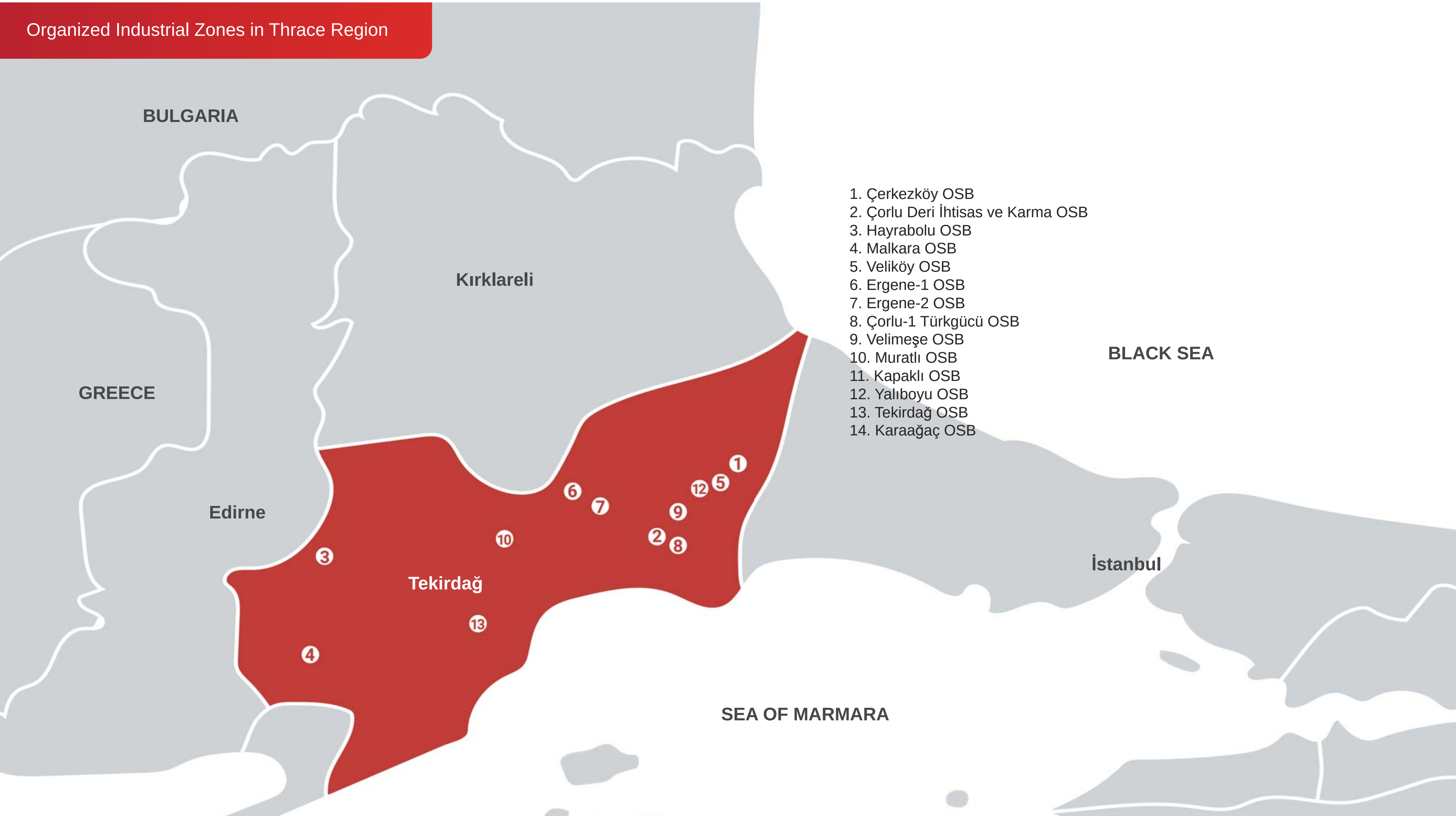
- Under the responsibility of Tekirdağ Port Authority, which has grown significantly in the last 10 years, there are Marmara Warehousing Services, Argaz Terminal, Botaş LNG Terminal, Butangas Terminal, Marmara Ereğlisi Military Pier, Marmara Ereğlisi Opet Terminal, Martaş Pier, Şarköy Pier, TDİ Tekirdağ Port, TMO Pier and Asyaport Port Operation, which came into service in July 2015



- Tekirdag Port Authority is in the 7th region across the country where the highest loading figures take place. The cargo movement that took place in 2019 under the facilities of Tekirdağ Port Authority exceeded 29 million tons. NATO Port is within the borders of Tekirdağ Port Authority.

Total Cargo Handling of Port Authorities between 2015 and 2019 *(ton)*

Port Authorities	2015	2016	2017	2018	2019	Country Percentage
Aliağa	48.794.379	50.540.449	55.635.041	53.985.243	65.799.062	14
Ambarlı	36.177.123	33.004.197	36.353.157	35.168.246	34.649.484	7
Botaş (Ceyhan)	78.093.461	78.453.904	70.916.515	60.730.436	66.945.044	14
Gemlik	12.747.057	13.272.808	14.496.108	14.296.862	13.908.352	3
İskenderun	36.134.784	40.188.126	55.521.237	57.715.999	62.167.713	13
İzmir	9.604.994	9.692.386	9.891.727	9.040.779	9.226.482	1.9
Karabiga	9.172.815	11.076.946	13.176.830	14.871.125	12.969.988	2.7
Karadeniz E.	10.426.460	10.167.846	10.916.166	10.679.346	9.271.475	1.9
Kocaeli	64.628.031	66.406.649	73.234.029	73.139.021	72.196.415	14.9
Mersin	31.996.360	31.683.808	33.846.812	33.040.533	36.373.703	7.5
Samsun	9.776.562	10.003.832	12.325.083	11.847.538	11.150.996	2
Tekirdağ	14.979.216	20.788.187	24.253.367	25.816.303	29.933.977	6.2
TÜRKİYE	416.036.695	471.173.896	471.173.896	460.153.560	484.168.412	


Organized Industrial Zones in Thrace Region
BULGARIA
Kırklareli
GREECE
Edirne
Tekirdağ
BLACK SEA
İstanbul
SEA OF MARMARA
1
2
3
4
5
6
7
8
9
10
12
13
1. Çerkezköy OSB
2. Çorlu Deri İhtisas ve Karma OSB
3. Hayrabolu OSB
4. Malkara OSB
5. Veliköy OSB
6. Ergene-1 OSB
7. Ergene-2 OSB
8. Çorlu-1 Türkgücü OSB
9. Velimeşe OSB
10. Muratlı OSB
11. Kapaklı OSB
12. Yalıboyu OSB
13. Tekirdağ OSB
14. Karaağaç OSB

NATO Port Current Situation

- The NATO Port which consists of 205,428 sqm immovable and 82,156 sqm fill area in conjunction with the total of 572,051 sqm backland area of the port.

- The NATO Port, located in Tekirdağ province, Marmara Ereğlisi district, Çeşmeli village, was included in to the privatization portfolio by in 2017.

- Currently port and surrounding immovable are state owned lands.

- Investments for the port and its backland were initiated in 2002. Certain amount of the fillings and construction of transportation road was completed until 2005.
- However, the construction of the facilities was halted due to the cancellation of the project later.

- The project development studies for the zoning plan of port area and its backland has been implemented by Privatization Administration. At the first step, zoning plan studies for the port area were completed and the studies are underway to develop projects for backland 572,051 sqm area of the port.

NATO Port Layout

Location of the Port

- The Port is located on the Tekirdağ-Istanbul highway (E-84), 4 km from the Tekirdağ-Çorlu road on the junction of the Çeşmeli Village in the Marmaraereğlisi District. It is 20 km to Çorlu, 25 km to Çorlu airport, 40 km to Çerkezköy Organized Industrial Area, 35 km to European highway, 40 km to Kapıkule-Istanbul railway.

- Other ports in the vicinity of the NATO Port can be listed as Asyaport (container), TDI Tekirdağ Port (Bulk Cargo, Container) Martaş (Dry-Liquid-General Cargo, Ro / Ro-Passenger, Container), Botaş LNG Port.

NATO Port Privatization Snapshot

General Information		Tender Method
Contract Type	Transfer of Operating Rights	The tender will be realized with the "bargaining procedure" taking into account the valuation of the assets as well as operation period expenses. The bid of the investor who meets the tender conditions and makes the highest offer will be submitted for the Presidential approval. Following the approval of the tender, the implementation contract will be signed.
Tender Criteria	Maximum Rent to be Paid to Government	
Rent Payment Schedule	Can be paid in advance or in yearly installments	
Payment Mechanism	Operation Revenues	
Governing Law	4046 Privatization Law	
Contracting Authority	Privatization Authority	
Revenue Sharing with Government	Doesn't exist	
Contract Duration	36 - 49 years	
Capacity at the end of Phase-1	4,5 million ton/year liquid cargo	**Indicative Project Timeline**
Capacity at the end of Phase-2	4 million ton/year bulk cargo and general cargo, 90.000 vehicle/year	(i) Tender Notice Date – 2021 Second Quarter
Ro-Ro Capacity	100.000 vehicle/year	ii) Bid Due Date – 2021 Third Quarter
		(iii) Signing of Agreement -2021 Fourth Quarter

Bidder Requirements	Investment Requirement
Company Information	The port is expected to be completed in two stages within the framework of the approved zoning plan. First stage requires completion of filling investments, construction of liquid cargo terminal and Ro-Ro berth. Second stage requires completion of additional filling investment in the port area, construction of bulk solid cargo and general cargo terminals. The machinery-equipment investment, which meets the capacity requirement according to the cargo projection of the port, will also be specified as the investment condition. The investment period is determined as 15 years from the date of contract signing for the 1st stage. All of the investment and operating costs belong to the operator. The investor who takes over the port can determine the investment schedule within the framework of his own business plan, taking into account the investment phases project.
Financial Statements/Bank Reference Letter	
Certificate of operation/completion	
List of Authorized Signatures/Trade Registry	
Bid Bond	
Other documents needed	

Capacity of the Port

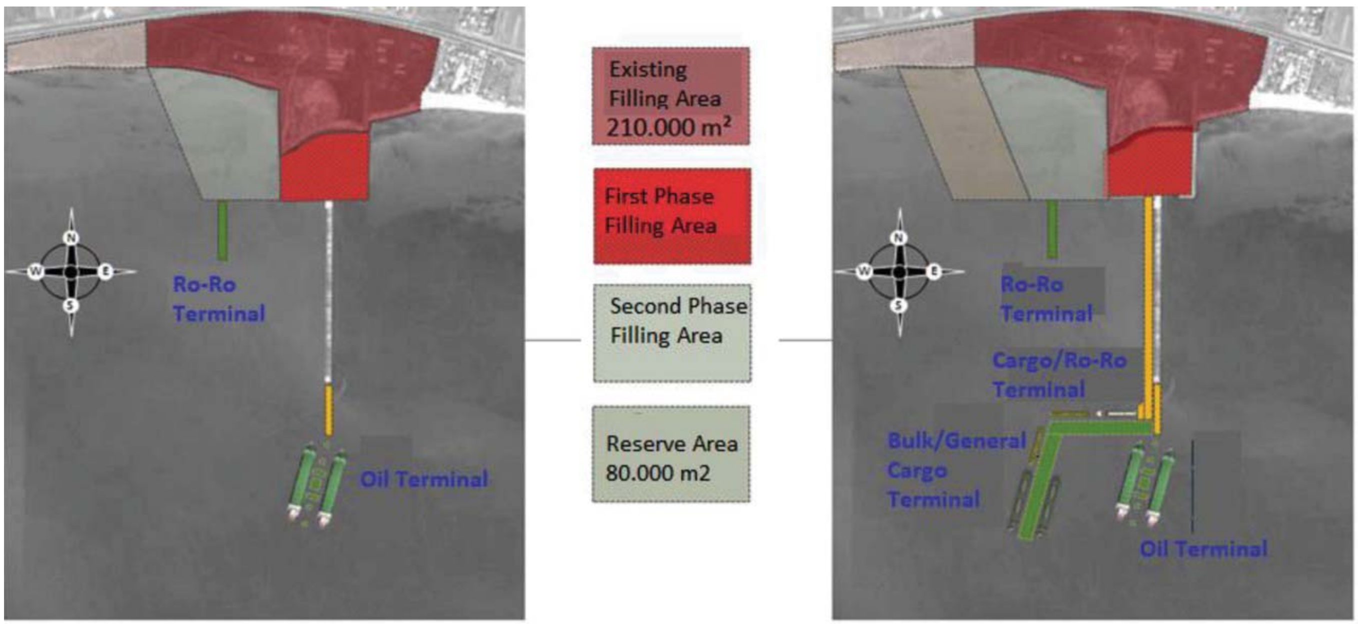
- 1 / 100.000 scale Environment Plan Change, 1 / 25.000 scale Environment Plan Modification, 1 / 5.000 scale Master Plan Modification and 1 / 1.000 scale Application Plan Modification were approved by Presidency in 2019 and are in effect.

- The Port is planned to operate as a multipurpose port (Bulk Cargo, General Cargo, Liquid Cargo, Container), and it also aims to provide service for Ro-Ro transportation.

AREA USAGE	Surface area *(m^2)*	Rate *(%)*
PORT AREA	589,695	40.17
DOLPHIN/ PLATFORM	3,145	0.21
ROAD	2,101	0.15
SEA AREA	873,055	59.47
TOTAL	1,467,997	100.00

Current Project of the Port

- The port has been designed in two stages. Ro-Ro terminal, Liquid cargo terminal will be constructed and port filling investment will be made in first stage. The bulk and general cargo terminal will be constructed in the second stage 2.



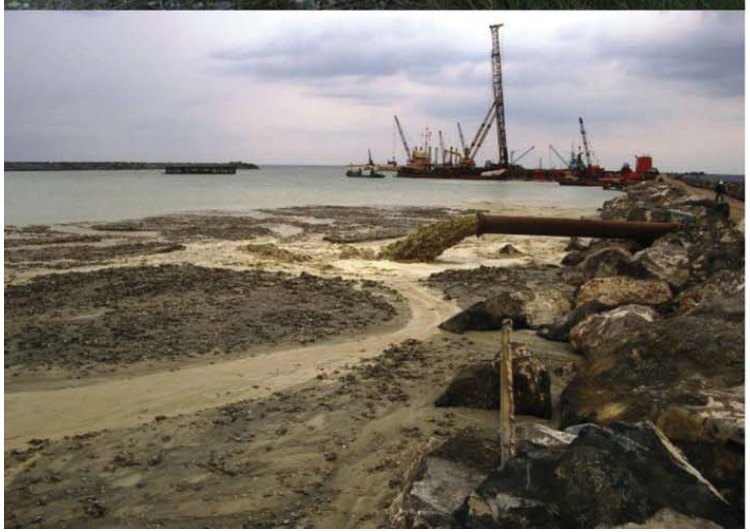
First Phase:
Liquid Cargo Storage Area 100.000 m2
Ro/Ro Storage Area 70.000 m2

Second Phase:
Capacity of Liquid Cargo Terminal: 4.500.000 ton/year
Capacity of Bulk/General Cargo Terminal: 4.000.000 ton/year
Capacity of Ro-Ro Terminal: 100.000 CEU/year

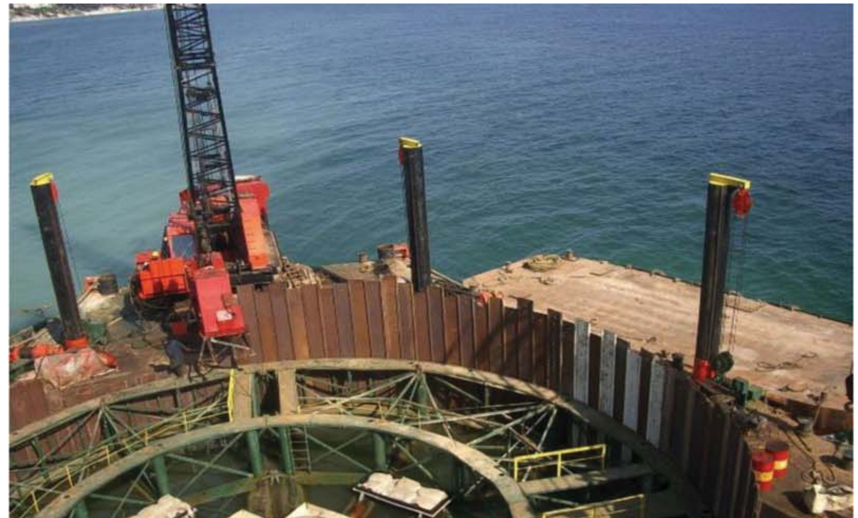
Highlights of the NATO Port Privatization

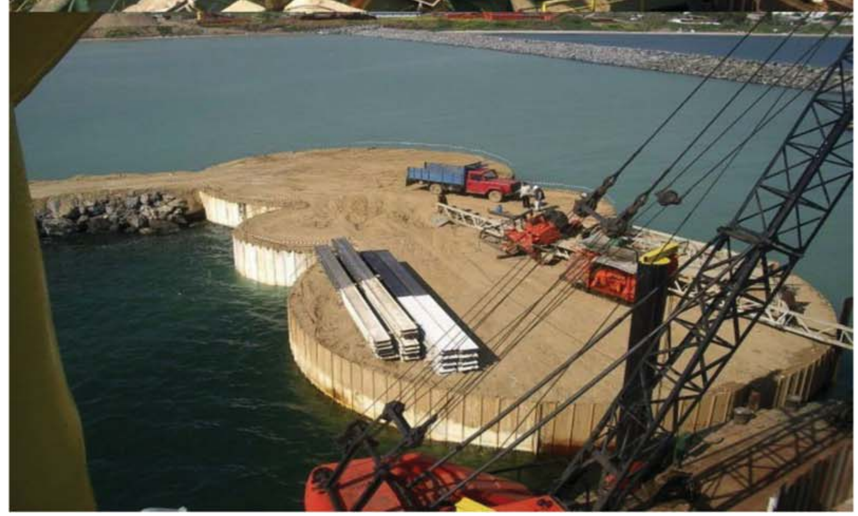
- NATO Port is in a more favorable position than the surrounding ports due to its geographical location, sufficient backland that is suitable for port operation, its attractive location on the main artery highway as well as in terms of sea traffic and safety.
- The port area is designed in the quality and quantity that management, support, maintenance and storage units of technical and social infrastructure facilities which will allow to load, unload, dock and demurrage of general cargo, container, bulk cargo and all kinds of solid and liquid cargo ships
- With the project developed with a zoning plan in the idle port area, a total of 1,467.997.80 m2 port area will be activated.
- Furthermore, it is foreseen that the port will be in a much more advantageous position if a zoning plan supporting the port such as industry or logistics is developed in an area of 572.051,30 m2 on the backland of the port.
- It will be developed a competitive and value-added port facility with investments and professional port management.

Project Area



Project Area





TAŞUCU PORT

Maritime Sector and Industry in Mersin

Location of Mersin & Maritime Activities in the City

- Located in the Mediterranean Region, the south of Turkey, Mersin is positioned very strategically of state highway network which connects Southeastern Anatolia, Eastern and Western Mediterranean and the inner and western Anatolia.
- Mersin International Port ("MIP"), the only other port of the city along with Taşucu, Turkey's largest foreign trade port, has the advantages of geographical location, capacity, wide hinterland and domestic & international multimodal connectivity. As such, MIP is positioned as one of the most important ports not only the Turkey but also in Middle East and Eastern Mediterranean.
- Mersin International Port aims at turning into a container port and focuses mainly on containers, Taşucu Port, having a similar hinterland with MIP, could expand its volume by focusing on general cargo and dry bulk cargo.
- The Mersin Free Zone is adjacent to the Mersin International Port and is connected by a road called "corridor" within the port. Mersin International Port's proximity to the free zone affects the freight traffic positively and saves time for freight owners. Mersin International Port is the only port in Turkey that can be connected with a free zone corridor.

Location of Mersin and Provinces

Industrial Activities/Logistics Sector in Mersin

- Mersin is one of the most developed cities of Turkey in several fields. The reasons this are the fact that the land is fertile, that it is advanced in terms of industry, rich in natural and underground resources as wells as the existences of the Mersin Port and Mersin Oil Refinery.
- The total exports of Mersin Province increased by 4.8% on an annual basis in 2019, amounting to US $ 1.49 billion. In addition, total trade volume of the Mersin Free Zone is approximately 15% of the total volume of the free zones in Turkey.
- In the logistics sector of Mersin, food sector based mostly on agriculture and tourism are at the forefronts. The city has an important logistic advantage with the proximity of the industrial areas to the city center of the city, with its international port, free zone and maritime trade.
- The widespread incentives of the government in the industrial sector have the potential to increase industrial concentration in the region.
- As per the 1/100.000 scale environmental plan revision of Ministry of Environment and Urbanization presented below, one of the three industrial regions in Mersin is close to the Taşucu Port.

Industrial Regions in Mersin as per the 1/100.000 Scale Environmental Plan Revision

Location

Location and Current Situation

Location, History, and Characteristics

- TDI Taşucu Port is located in the Mediterranean region which is the second largest region in terms of freight transport of Turkey and is the second largest port of Mersin province.
- Taşucu District is within the borders of Silifke County. Silifke is surrounded by Erdemli in the east, Mut and Gülnar districts in the west, the city of Karaman in the north, and the Mediterranean Sea in the south.
- Taşucu District is at the junction of Adana - Antalya State Highway network which connects Southeastern Anatolia, West Mediterranean and Inner Anatolia.
- Taşucu District is at a distance of 7km from Silifke County and 90km from Mersin City Center. The nearest airport to the neighborhood is Adana; the nearest railway station is Mersin. Taşucu is one of the sea customs gates in Turkey.
- Taşucu District is the most developed town of Silifke County. Taşucu has plenty of historical places and cultural tourism in the historical harbor castle and its vicinity. The western part of the Taşucu coasts is covered by the "Taşucu-Boğsak Tourism Center".
- According to the Ministry of Environment and Urbanization's 1/100.000 scaled environmental planning plan regarding the Mersin-Adana Planning Region, the area just north of the Taşucu Port is one of the three logistics centers of the city of Mersin.
- There are residential areas on the west side of the area, which is about 100 meters from the northeast by the D-400 highway, while there are vineyards and agricultural areas on the east side
- As one of the enterprises belonging to Türkiye Selüloz ve Kağıt Fabrikası (SEKA), it had been operating as "SEKA Akdeniz Facility Paper Factory" starting 1984 and its activities have been interrupted since 2003. As a result of the privatization efforts made as paper mills, they were transferred to Sümer Holding. With the Decision No 2009/64 of the Higher Board of Privatization, all activities in "Sümer Holding Inc. Taşucu Paper Industry Establishment'' were terminated and the operations was closed.

Current Situation

Current Situation of TDI Taşucu Port

- The Taşucu port is the passenger entrance-exit gate with the decision of the Council of Ministers No. 98/12199, and regular Ro-Ro passenger services with Kyrenia 3 days a week. Currently, the port which has ferry and Ro-Ro services to Turkish Republic of Northern Cyprus customs infrastructure.

- The used hinterland area is 186.183 square meters. There are 118,000 square meters of concrete open storage area and three closed warehouses with a total area of 9,000 square meters. The theoretical load handling capacity with the existing qualities of the port is calculated as 1,200,000 tons / year. At the same time, one 20.000 dwt and four 3,000 dwt cargo ships and one Ro-Ro ship can approach the port.

- Total loading/unloading at the Taşucu Port was around 92k tons in 2014; 139k tons in 2015, and 38k tons in 2016. Of the 38k ton total, 26k tons was loading and 12k ton was unloading.

- Looking at the revenues of the port in the last 4 years, we observe that they rose to 8.8 million Turkish Lira at the end of 2016 from 3.9 million Turkish Lira in 2012 by growing 22.7% CAGR. In 2016, vehicles revenues constituted 33% of the total revenues; towing revenues made up 18% of total while pilotage income was 13% of total revenues.

TDI Taşucu Port's Berths

Berth Number	Length *(m)*	Depth *(m)*
1	83	6
2	77	6
3	120	6
4	130	6
5	180	10
6	20	10

Current Situation of TDI Taşucu Port

Characteristics of the TDI Taşucu Port

- The harbor is surrounded by two jetties and the port entrance between jetties is 230 meters. The marine area within the jetties has maneuvering circle with 400 m diameter and 10 m depth.

- The port has 6 berths and total berth length of 610 meters. 1. 2. and 3. Berths, serving as passenger berths, have length of 280 meters and depth of 6 meters. The 4th berth is 130 meters long and 6 meters deep, 5th berth is 180 meters long and 10 meters deep. The 6th berth is 20 meters long and 9.6 meters deep and is used as Ro-Ro berth.

Planning Decisions

- According to the Decision of Higher Board of Privatization dated 28.12.2016 and numbered 2016/111, the new Zoning Plan of Taşucu Port and the Real Estate in its Hinterland is introduced.
- With the new zoning plan, the 'Logistics Facility Area' connected to the port to the north the 'Industrial Facility Area' to the north of the old factory area were arranged.
- The sea and land side lines of the port are arranged in accordance with the Layout Plan prepared in line with the Modeling and Technical Infrastructure reports. The berth is designed in accordance with the Layout Plan prepared within context of the Technical Infrastructure Report.
- Port is designed so as to enable loading, unloading and lashing of all types of cargo, bulk cargo, general cargo and liquid cargo vessels as well as including technical and social infrastructure facilities along with management, maintenance, repair and warehouse units.
- To the north of the port, the Logistics Area connected to the port is reserved.
- The northern part of the old factory area has been proposed as the Industrial Area without pollutant effect.
- The existing roads passing through the north and south direction from east and west of the planning area will be enlarged to further improve the connectivity of the port.

Distribution of Functions According the New Zoning Plan

Usage	Area (sqm)	Share
Port Area	454.420	21,4%
Logistics Facility Area	329.509	15,5%
Industrial Facility Area	714.183	33,7%
Park	124.560	5,9%
Roads	126.281	6,0%
Jetty	22.571	1,1%
Sea	349.767	16,5%
Total	**2.121.292**	**100,0%**

Taşucu Port Privatization Snapshot

General Information		Tender Method
Contract Type	Transfer of Operating Rights	The tender will be realized with the “bargaining procedure” taking into account the valuation of the assets as well as operation period expenses. The bid of the investor who meets the tender conditions and makes the highest offer will be submitted for the Presidential approval. Following the approval of the tender, the implementation contract will be signed.
Tender Criteria	Maximum Rent to be Paid to Government	
Rent Payment Schedule	Can be paid in advance or in yearly installments	
Payment Mechanism	Operation Revenues	
Governing Law	4046 Privatization Law	
Contracting Authority	Privatization Authority	
Revenue Sharing with Government	Doesn’t exist	
Contract Duration	36 - 49 years	
Existing Project Capacities	1.200.000 ton/year cargo handling, 9.045 sqm storage area, 12.000 ton handled in 2019	**Indicative Project Timeline**
New Project Total Area/Port Area	1.520.000 million sqm / 455.000 sqm	(i) Tender Notice Date – N.A
New Project Capacities	10 million ton/year cargo handling, 5 million ton/year storage capacity, 100.000 Ro-Ro/cargo-passenger/year	ii) Bid Due Date – N.A
New project areas allocated to the port	330.000 sqm logistic area, 715.000 sqm industrial area	(iii) Signing of Agreement –N.A

Bidder Requirements	Investment Requirement
Company Information	Within the framework of the approved zoning plan for the port, it is envisaged to make a retrofit investment for the main breakwater, to rebuild the Ro-Ro dock, to reinforce other docks, and to make a machinery-equipment investment in a way that will allow minimum 3 million tons of cargo handling. The investment period is determined as 15 years from the date of signing the contract. All investment and operating costs will belong to the operator. The investor who takes over the port can determine the investment schedule within the framework of his own business plan, taking into account the investment phases project.
Financial Statements/Bank Reference Letter	
Certificate of operation/completion	
List of Authorized Signatures/Trade Registry	
Bid Bond	
Other documents needed	

Increasing Trade and Maritime Activities in Turkey and Mersin

- Turkey, which is located in a very strategic region in the middle of global trade routes, has become one of the most powerful and stable economies of the world. The total amount of cargo handled in the Turkish port industry reached a significant growth rate of 6.0% on average over the 15 years between 2004 and 2019 thanks to the growth of both foreign trade and transit freight.
- With its geographical location, economic, social and cultural capacity and wide hinterland along with multiple connections to other regions and abroad, the city of Mersin is positioned as one of the most important logistic centers of the Middle East and Eastern Mediterranean. MIP, Mersin Free Zone and 2 Organized Industrial Regions in the city support the maritime sector and the industrial development.

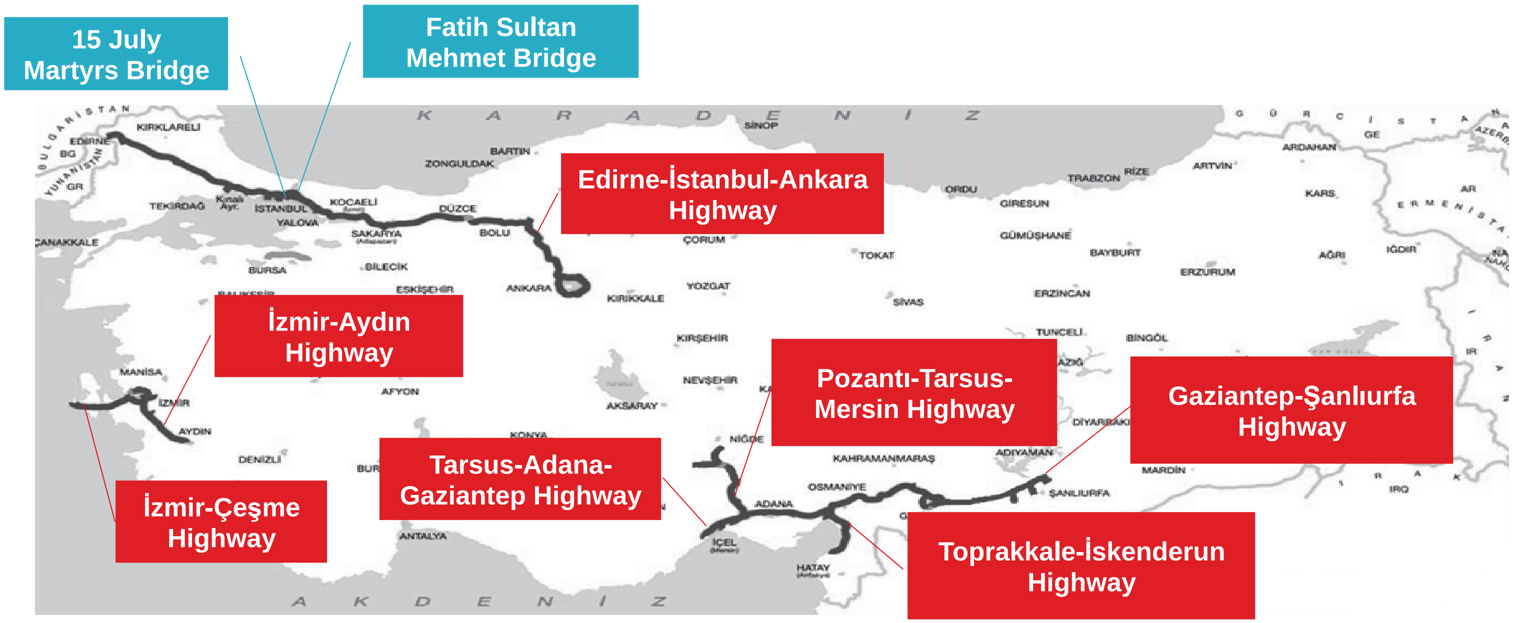
Attractive Positioning and Strengths of the Taşucu Port

- The location of the port very convenient in terms of proximity to transportation networks. In addition, the existing roads passing through the north and south direction from east and west of the planning area will be enlarged to further improve the connectivity of the port.
- As the Mersin International Port aims at turning into a container port and focuses mainly on containers, Taşucu Port, having a similar hinterland with MIP, could expand its volume by focusing on general cargo and dry bulk cargo.
- According to the 1/100.000 scale environmental plan revision for Mersin-Adana Planning Region by the Ministry of Environment and Urban Planning, one of the three logistic regions in the city of Mersin is located in the north of Taşucu Port.

TDI Taşucu Port's New Zoning Plan

- "Industrial facility area", "logistics facility area", "park" and "road" functions were introduced with 1/100.000 scale Environmental Plan Zoning Change , 1/5000 scale Master Plan and 1/1000 Zoning Plan.
- Port is designed so as to enable loading, unloading and lashing of all types of cargo, bulk cargo, general cargo and liquid cargo vessels as well as including technical and social infrastructure facilities along with management, maintenance, repair and warehouse units.
- As a result of these plan changes, Taşucu Port and its hinterland is expected to provide port services in line with global standards, competing with the other ports in Mediterranean and Middle East, supporting Turkey's maritime trade whereas the industrial facility is to help production and growth in the economy and the logistics facility should satisfy the needs to region in terms of logistics.
- Within the framework of this privatization, the Taşucu Port (Port Area and Logistics Facility Area) located in Mersin, Silifke County is to be privatized through the delivery of operating rights for 36-49 years and its hinterland (Industrial Facility Area) is to be privatized through an asset sale. Interested parties should offer their bids for the sum of the 36-49 years operating rights and asset sale within the framework of the provisions of Law No.4046.

HIGHWAY AND BRIDGES



- Construction, maintenance, repair and operation activities of the highways and bridges subject to privatization are currently carried out by the General Directorate of Highways (KGM).
- It is envisaged that 7 highways, 2 bridges, maintenance and operation facilities, service facilities and other goods and service production units and assets on them will be privatized.

Existing Highways

Open to Service

Under Construction with BOT Model

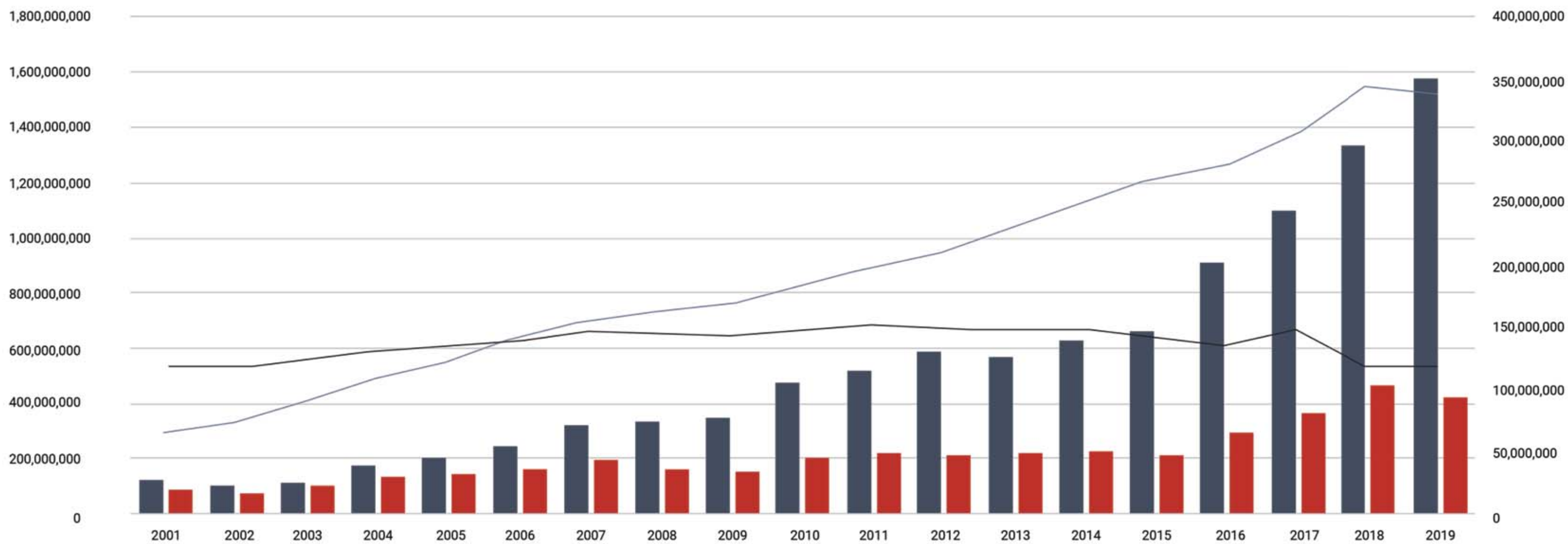
Under Operation with BOT Model

Revenues of Highways and Bridges

BRIDGES		
	Net Revenue (TL)	Number of Vehicles
2001	83.529.847	119.869.952
2002	77.720.258	120.874.552
2003	103.784.774	126.180.632
2004	137.775.328	133.984.528
2005	150.710.887	136.669.864
2006	162.205.484	139.354.186
2007	193.587.079	147.355.028
2008	160.586.626	146.037.378
2009	152.135.093	144.116.740
2010	210.694.879	148.156.872
2011	216.316.187	151.969.052
2012	214.116.158	149.101.262
2013	217.303.659	152.400.194
2014	226.047.677	150.133.024
2015	219.865.515	141.036.112
2016	290.497.113	134.920.661
2017	362.323.101	149.409.456
2018	464.286.901	118.202.658
2019	425.426.012	117.487.776
Total	3.643.486.566	2.627.259.927

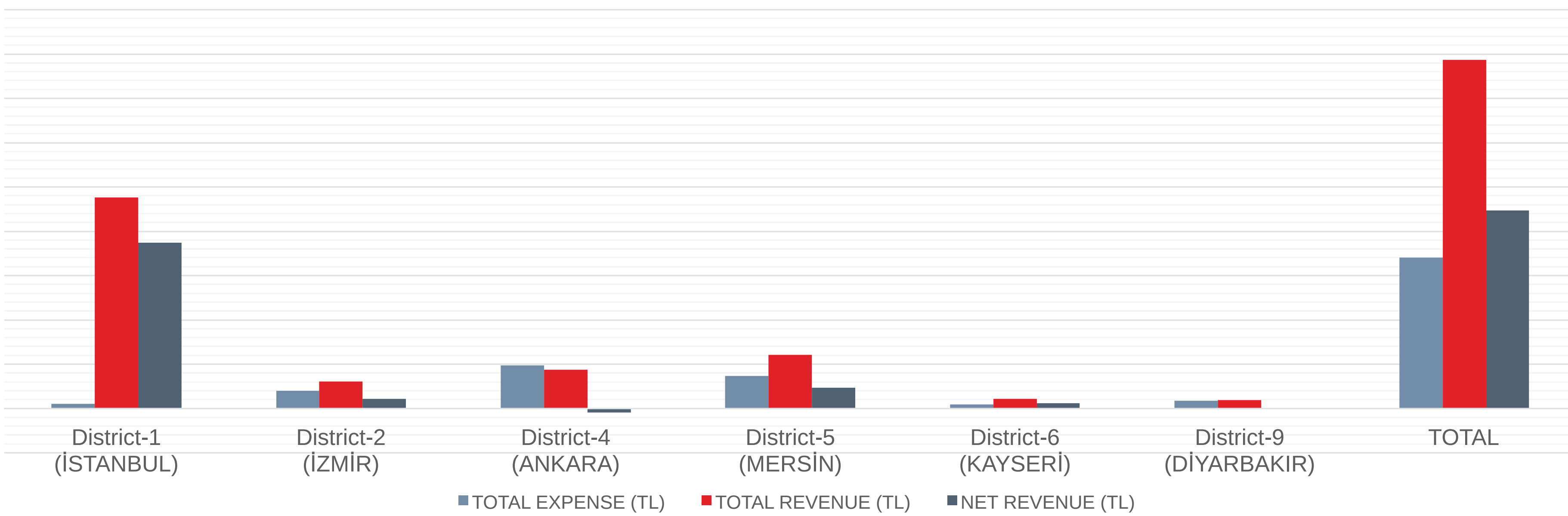
HIGHWAYS		
	Net Revenue (TL)	Number of Vehicles
2001	114.129.616	67.542.663
2002	104.314.825	75.548.976
2003	117.343.215	91.142.242
2004	173.183.822	108.659.472
2005	200.781.986	120.807.342
2006	248.458.005	141.595.076
2007	328.566.575	155.756.452
2008	332.968.371	163.796.804
2009	342.752.020	170.098.080
2010	479.163.292	181.482.471
2011	516.364.975	197.878.071
2012	589.309.837	210.704.498
2013	572.405.303	231.218.770
2014	628.237.657	249.358.765
2015	660.362.165	271.437.242
2016	913.707.940	282.311.520
2017	1.095.754.414	308.930.212
2018	1.334.451.289	345.238.894
2019	1.581.989.027	337.607.036
Total	10.334.244.334	3.711.114.586

Revenues of Highways and Bridges



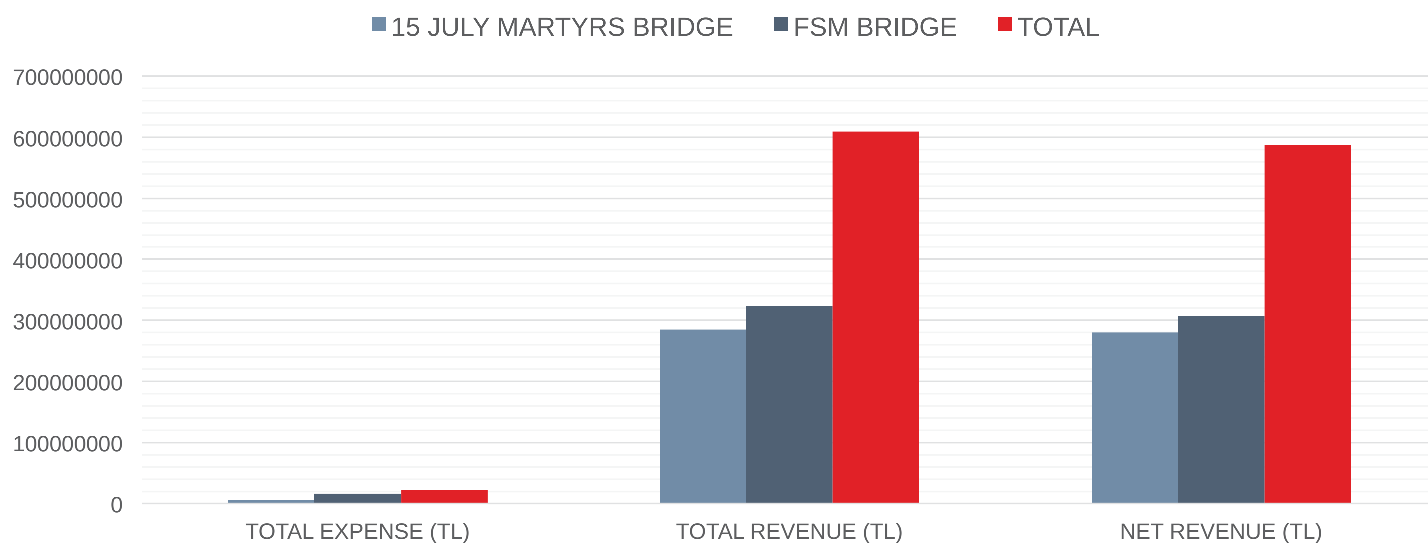
- Monthly revenue and realized traffic data can be reached via KGM website. (https://www.kgm.gov.tr/Sayfalar/KGM/SiteTr/Otoyollar/Gelirler.aspx)

Revenues and Expenses of Highways by District



	District-1 (İSTANBUL)	District-2 (İZMİR)	District-4 (ANKARA)	District-5 (MERSİN)	District-6 (KAYSERİ)	District-9 (DİYARBAKIR)	TOTAL
TOTAL EXPENSE (TL)	20.587.732	78.638.249	193.433.512	147.264.028	19.666.642	36.228.053	681.108.216
TOTAL REVENUE (TL)	953.603.878	122.924.851	176.142.077	242.187.268	43.109.638	36.684.809	1.574.652.521
NET REVENUE	933.016.146	44.286.602	-17.291.435	94.923.240	23.442.996	456.756	893.544.305

Revenues and Expenses of Bridges



	15 JULY MARTYRS BRIDGE	FSM BRIDGE	TOTAL
TOTAL EXPENSE (TL)	5.506.582	16.282.696	21.789.278
TOTAL REVENUE (TL)	285.297.209	323.434.505	608.731.714
NET REVENUE	279.790.626	307.151.809	586.942.436


SUGAR FACTORIES

Turkey Sugar Sector

- There are 33 sugar beet factories in Turkey and five starch-based sweetener producers.

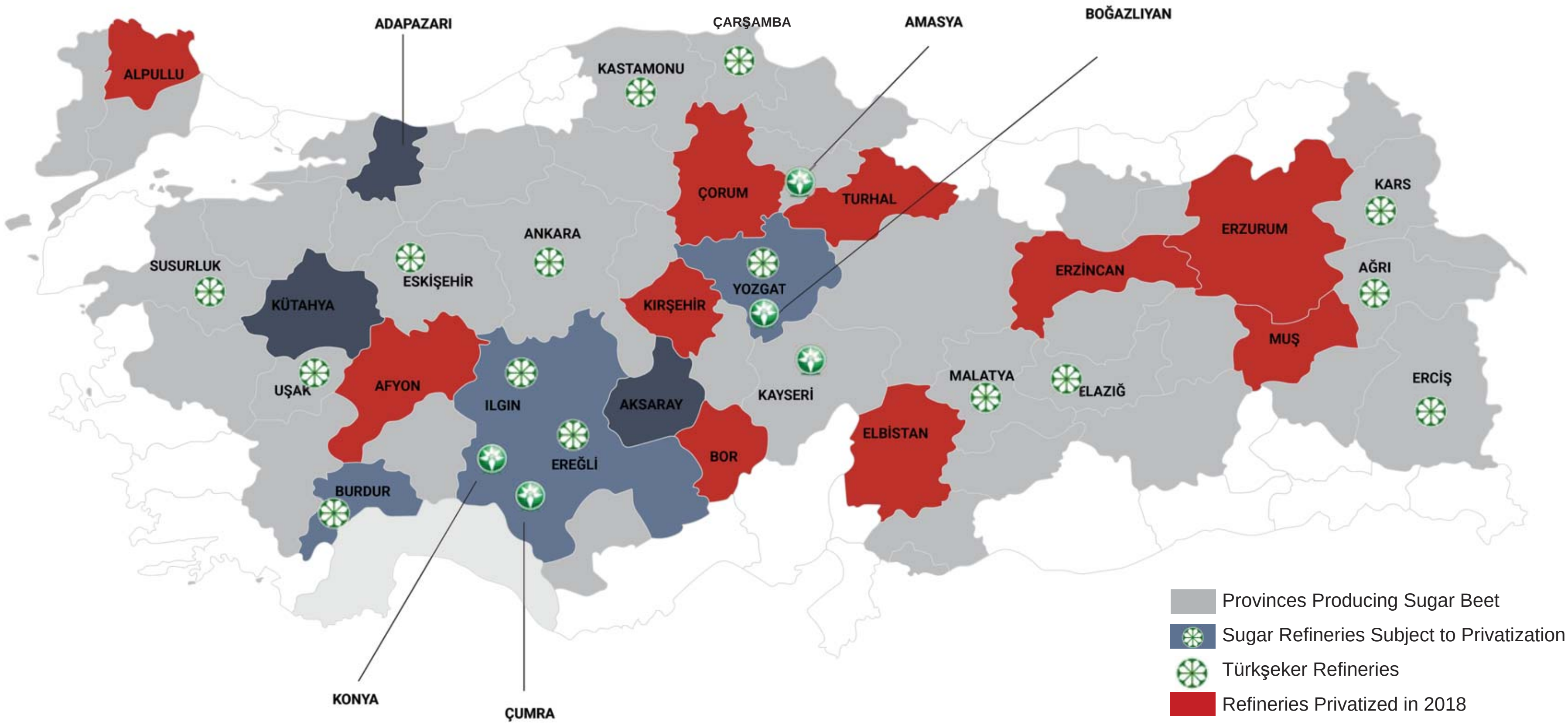
- The state currently owns 15 sugar beet refineries (Türk Seker). Private sector operates 18 sugar beet refineries 10 of which were privatized in 2018.

- Turkey is the largest beet sugar producer in the Middle East and fifth largest beet sugar producer in the world, ranking only behind France, Germany, the United States and Russia.

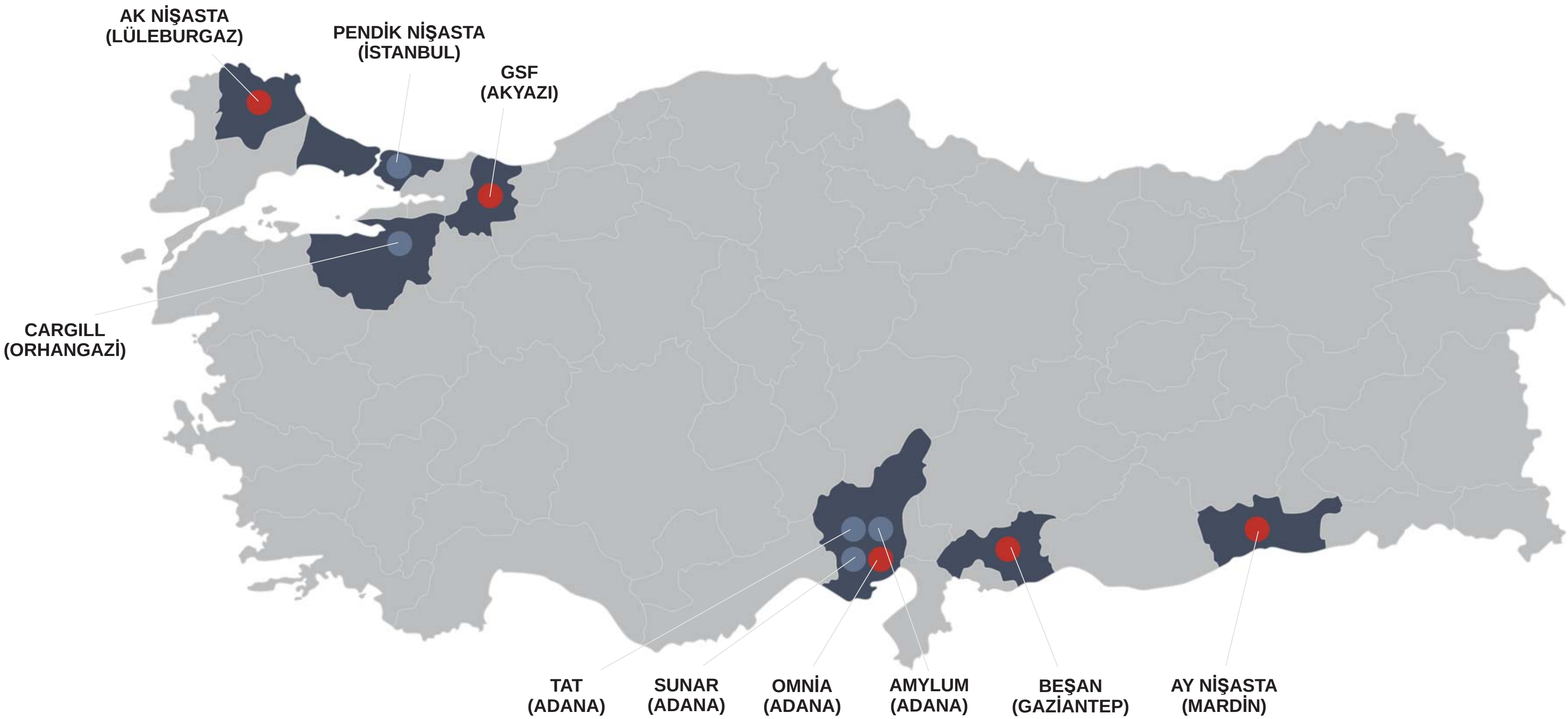
- With a population approaching 84 million, Turkey also is a significant sugar consumer with approximately 3.4 million tons. Turkey's annual per capita consumption of total sugar is estimated to be 30 kg. Sugar consumption breaks down to about 80 percent used by the industry and 20 percent by households.

- The sugar sector in Turkey is regulated and operated based on quota system allocated by state (Ministry of Agriculture and Forestry.

Sugar Refineries in Turkey



Starch-Based Sugar Companies



- Starch based sugar factories producing under the quota to the domestic market
- Quota-free Starch Based Sugar factories producing for foreign markets

Basic Features of Quato System

- The quota distributed to state and private companies is based on their performance during the previous three years.
- Beet refineries based on their allocated sugar production quotas contract with farmers.
- At the beginning of the harvest period, State announces a base procurement price for beet (for a polarity rate of 16).
- Refineries make payment to farmers with regard to the polarity rate (the amount of sugar obtained from a beet) of the beet produced.
- For 2018/19 period, the announced beet prices were 235 TL per metric tone while it is 300 TL per tone for 2019/20 period (1 US$ = 6,90 TL as of April 2020).
- The state also provides support for fertilizer and gasoline used in beet production.

Potential Sugar Refineries for Privatization

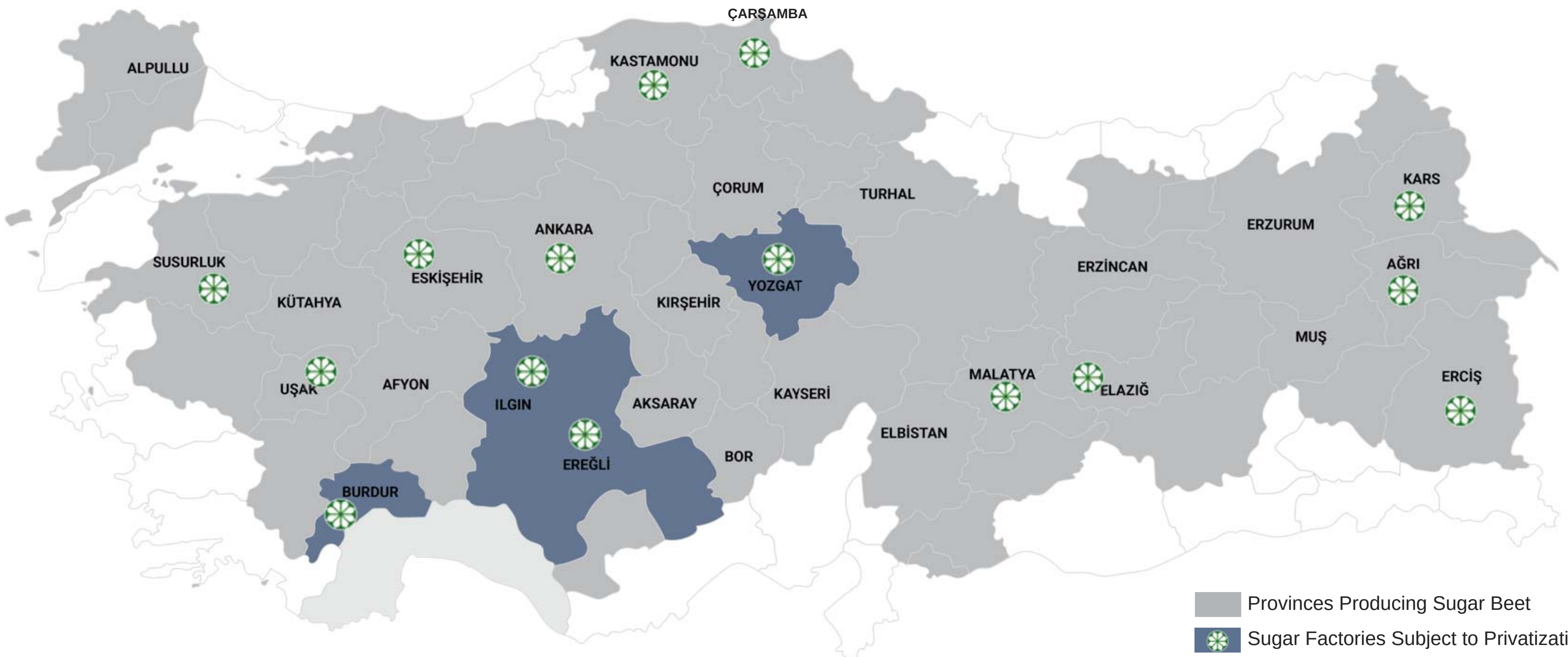
Burdur Sugar Refinery

Ereğli Sugar Refinery

Ilgın Sugar Refinery

Yozgat Sugar Refinery

Potential Sugar Refineries for Privatization



Burdur Sugar Refinery-Overview

Operational Data Summary

	2014	2015	2016	2017	2018	2019
Quota (tone)	74.881	74.760	77.070	75.589	74.000	86.350
Sugar Production (tone)	64.000	56.100	80.315	78.900	49.580	70.355

Sugar Quota that can be Allocated (tone)	74.000-85.000
Installed Capacity (tone/day)	5.300
Average Amount of Sugar Beet Processed (tone/day)	5.192

Sugar Beet Production (2019)	70.355
Polarity Rate (%) 2018	15,01
Number of Farmers	3.277
Campaign Period (day) in 2018	80

Number of Workers	210

Factory Area	655.955 m²
Sugar Beet Planting Area	79.431 m²

Location

Other Players Operating in Proximity	Afyon Sugar Factory Ereğli Sugar Factory Ilgın Sugar Factory Uşak Sugar Factory

Other Significant Issues

Municipal Zoning Plan	Sugar Factory
Environmental Issues	-
Other Issues	-

Ereğli Sugar Refinery-Overview

Operational Data Summary

	2014	2015	2016	2017	2018	2019
Quota (tone)	**140.595**	**139.230**	**151.620**	**135.260**	**158.000**	**140.550**
Sugar Production (tone)	153.705	149.930	147.515	169.550	153.705	149.930

Sugar Quota that can be Allocated (tone)	120.000 170.000
Installed Capacity (tone/day)	8.500
Average Amount of Sugar Beet Processed (tone/day)	8.253

Sugar Beet Production (2019)	149.930
Polarity Rate (%) 2018	15,90
Number of Farmers	6.072
Campaign Period (day) in 2018	139

Number of Workers	319

Factory Area	2.228.985 m²
Sugar Beet Planting Area	187.914 m²

Location

Other Players Operating in Proximity	Bor Sugar Factory Ilgın Sugar Factory Kırşehir Sugar Factory Konya Sugar Factory

Other Significant Issues

Municipal Zoning Plan	Industrial Area
Environmental Issues	Waste Soil Problem
Other Issues	-

Ilgın Sugar Refinery-Overview

Operational Data Summary

	2014	2015	2016	2017	2018	2019
Quota (tone)	**144.200**	**144.270**	**157.605**	**113.340**	**107.500**	**153.300**
Sugar Production (tone)	102.650	100.028	137.850	140.300	102.000	144.829

Sugar Quota that can be Allocated (tone)	100.000-140.000
Installed Capacity (tone/day)	6.000
Average Amount of Sugar Beet Processed (tone/day)	8.710
Sugar Beet Production (2019)	144.829
Polarity Rate (%) 2018	15,26
Number of Farmers	6.572
Campaign Period (day) in 2018	95
Number of Workers	242
Factory Area	1.340.315m²
Sugar Beet Planting Area	186.117 m²

Location

Other Players Operating in Proximity	Bor Sugar Factory Ereğli Sugar Factory Kırşehir Sugar Factory Konya Sugar Factory

Other Significant Issues

Municipal Zoning Plan	Industrial Area
Environmental Issues	Waste Soil Problem Chimney Filter Problem
Other Issues	-

Yozgat Sugar Refinery-Overview

Operational Data Summary

	2014	2015	2016	2017	2018	2019
Quota (tone)	**61.800**	**61.320**	**63.630**	**61.086**	**58.000**	**61.350**
Sugar Production (tone)	44.450	43.470	56.320	52.250	46.565	50.700

Sugar Quota that can be Allocated (tone)	58.000-60.000
Installed Capacity (tone/day)	3.200
Average Amount of Sugar Beet Processed (tone/day)	3.659

Sugar Beet Production (2019)	50.700
Polarity Rate (%) 2018	16,70
Number of Farmers	2.879
Campaign Period (day) in 2018	93

Number of Workers	277

Factory Area	672.078,23 m²
Sugar Beet Planting Area	70.292.000. m²

Location

Other Players Operating in Proximity	Çorum Sugar Factory Turhal Sugar Factory Kırşehir Sugar Factory Kayseri Sugar Factory

Other Significant Issues

Municipal Zoning Plan	Industrial Area
Environmental Issues	-
Other Issues	-

Brief Information for Refineries

	Burdur	Ereğli	Ilgın	Yozgat
2019-2020 Campaign Period Quota (tone)	86.350	140.550	153.300	61.350
Installed Capacity (tone/day)	5.300	8.500	6.000.	3.000
Sugar Beet Processed (tone)	515.000	1.184.000	1.060.100	344.000
Number of Farmers (2019)	3.277	6.072	6.572	2.879
Sugar Beet Planting Area (decare)	79.431	187.914	186.117	70.292
Number of Workers	210	319	242	277
Sugar Production (tone)	70.355	169.550	144.829	50.700
Molases Production (tone)	22.454	52.900	46.600	14.670

The followings are possible terms to be included in tender specification in case of upcoming sugar refinery privatizations.

- The sale method will be applied and the ownership of refineries along with certain land shall be transferred.
- The tender shall be concluded with auction following the negotiations.
- The quota allocated for that specific refinery shall also be included in sale process.
- A bid bond shall be required for the participation to tender process.
- Buyer shall have right to pay the bided amount with instalments. In this case performance bod shall be required.
- The buyer is required to maintain existing contracts and quota rights between the farmers and Türkşeker.


HYDROPOWER PLANT

AKKÖPRÜ
HYDROPOWER PLANT

Akköprü Hydropower Plant

Project Snapshot		Project Explanation / Rationale
Contract Type	Transfer of Operating Rights	No feed-in tariff (pure merchant risk) Self contained in maintenance and rehabilitation investments All assets to be transferred back to state-owned electricity generation company (EUAS) at the end of 49 years
Tender Criteria	Maximum Privatization Revenue to be paid to Government	
Payment Mechanism	Cash or deferred payment denominated in TL.	
Governing Law	Privatization Law No:4046 and Electricity Market Law No: 6446	
Contracting Authority	Privatization Administration (OIB) and State Electricity Generating Company (EUAS)	
Expected Contract Duration	49 years	
Available Head	State Electricity Generating Company	
Installed Capacity	115 MW	
Annual Electricty Generation	201,3 GWh	
Capacity per Unit	57,5 MW	

Indicative Project Timeline

(i) Tender Announcement Date – 2021
ii)Last Bidding Date – An average of 3 months after the Tender Announcement Date
(iii) Signing of Transfer of Operating Rights Agreement - An average of 3 months after the Last Bidding Date

Project Details

Name	Country	City	County	Introduction to Service	Number of units	Installed power (MW)	Type	Average electricity production of the last five years (GWh)
Akköprü	Turkey	Muğla	Köyçeğiz	2012	2	115	Dam	201,3

Location Link

https://www.google.com/maps/place/Akk%C3%B6pr%C3%BC+Baraj%C4%B1+ve+HES/@36.8998302,28.8947658,15.75z/data=!4m13!1m7!3m6!1s0x14c0628b14146a03:0xb357bcc765b1f7dd!2zQWtrw7ZwcsO8LCBBa2vDtnByw7wgQmFyYWrEsSB2ZSBIaWRyb2VsZWt0cmlrIFNhbnRyYWxpLCA0ODgwMCBLw7Z5Y2XEn2l6L011xJ9sYQ!3b1!8m2!3d36.8981!4d28.9022!3m4!1s0x14c0628d4dd4a285:0x191161d83cbcf2a7!8m2!3d36.8986788!4d28.8955343

Government Support	Approvals & Permits	Current Situation
There will be no government support in the project.	Generation license's	Will be taken from EMRA by the bidder
	Feasibility Report	Prepared
	President Authorization	Not Obtained
	Project Stage	**Preparation Phase**

Akköprü Hydropower Plant

ÇAMLICA-1
HYDROPOWER PLANT

Çamlıca-1 Hydropower Plant

Project Snapshot		Project Explanation / Rationale
Contract Type	Transfer of Operating Rights	No feed-in tariff (pure merchant risk) Self contained in maintenance and rehabilitation investments All assets to be transferred back to state-owned electricity generation company (EUAS) at the end of 49 years
Tender Criteria	Maximum Privatization Revenue to be paid to Government	
Payment Mechanism	Cash or deferred payment denominated in TL.	
Governing Law	Privatization Law No:4046 and Electricity Market Law No: 6446	
Contracting Authority	Privatization Administration (OIB) and State Electricity Generating Company (EUAS)	
Expected Contract Duration	49 years	
Available Head	State Electricity Generating Company	
Installed Capacity	84 MW	
Annual Electricty Generation	250,1 GWh	
Capacity per Unit	28 MW	

Indicative Project Timeline

(i) Tender Announcement Date – 2021
ii)Last Bidding Date – An average of 3 months after the Tender Announcement Date
(iii) Signing of Transfer of Operating Rights Agreement - An average of 3 months after the Last Bidding Date

Project Details

Name	Country	City	County	Introduction to Service	Number of units	Installed power (MW)	Type	Average electricity production of the last five years (GWh)
Çamlıca-1	Turkey	Kayseri	Yahyalı	1998	3	84	Regulator	250,1

Location Link

https://www.google.com/maps/place/%C3%87aml%C4%B1ca+1+Hes/@37.9169019,35.4824451,16z/data=!4m8!1m2!2m1!1zw6dhbWzEsWNhIDEgaGVz!3m4!1s0x0:0x11038185143684d5!8m2!3d37.9211338!4d35.4937617

Government Support	Approvals & Permits	Current Situation
There will be no government support in the project.	Generation license's	Will be taken from EMRA by the bidder
	Feasibility Report	Prepared
	President Authorization	Not Obtained
	Project Stage	**Preparation Phase**

Çamlıca-1 Hydropower Plant

DERBENT
HYDROPOWER PLANT

Derbent Hydropower Plant

Project Snapshot		Project Explanation / Rationale
Contract Type	Transfer of Operating Rights	No feed-in tariff (pure merchant risk) Self contained in maintenance and rehabilitation investments All assets to be transferred back to state-owned electricity generation company (EUAS) at the end of 49 years
Tender Criteria	Maximum Privatization Revenue to be paid to Government	
Payment Mechanism	Cash or deferred payment denominated in TL	
Governing Law	Privatization Law No:4046 and Electricity Market Law No: 6446	
Contracting Authority	Privatization Administration (OIB) and State Electricity Generating Company (EUAS)	
Expected Contract Duration	49 years	
Available Head	State Electricity Generating Company	
Installed Capacity	56,4 MW	
Annual Electricty Generation	190 GWh	
Capacity per Unit	2*25,2 MW, 1*6 MW	

Indicative Project Timeline

(i) Tender Announcement Date – 2021
ii)Last Bidding Date – An average of 3 months after the Tender Announcement Date
(iii) Signing of Transfer of Operating Rights Agreement - An average of 3 months after the Last Bidding Date

Project Details

Name	Country	City	County	Introduction to Service	Number of units	Installed power (MW)	Type	Average electricity production of the last five years (GWh)
Derbent	Turkey	Samsun	Bafra	1991	3	56,4	Dam	190

Location Link

https://www.google.com/maps/place/Derbent,+Derbent+Baraj%C4%B1,+55400+Bafra%2FSamsun/@41.457775,35.8267125,13.5z/data=!4m5!3m4!1s0x40889de6dbfc1a75:0x3f989f675ce5f62c!8m2!3d41.4627506!4d35.8445803

Government Support

There will be no government support in the project.

Approvals & Permits	Current Situation
Generation license's	Will be taken from EMRA by the bidder
Feasibility Report	Prepared
President Authorization	Not Obtained
Project Stage	**Preparation Phase**

Derbent Hydropower Plant

TOPÇAM
HYDROPOWER PLANT

Topçam Hydropower Plant

Project Snapshot		Project Explanation / Rationale
Contract Type	Transfer of Operating Rights	No feed-in tariff (pure merchant risk) Self contained in maintenance and rehabilitation investments All assets to be transferred back to state-owned electricity generation company (EUAS) at the end of 49 years
Tender Criteria	Maximum Privatization Revenue to be paid to Government	
Payment Mechanism	Cash or deferred payment denominated in TL	
Governing Law	Privatization Law No:4046 and Electricity Market Law No: 6446	
Contracting Authority	Privatization Administration (OIB) and State Electricity Generating Company (EUAS)	
Expected Contract Duration	49 years	
Available Head	State Electricity Generating Company	
Installed Capacity	61,35 MW	
Annual Electricty Generation	163,1 GWh	
Capacity per Unit	20,45 MW	

Indicative Project Timeline

(i) Tender Announcement Date – 2021
ii)Last Bidding Date – An average of 3 months after the Tender Announcement Date
(iii) Signing of Transfer of Operating Rights Agreement - An average of 3 months after the Last Bidding Date

Project Details

Name	Country	City	County	Introduction to Service	Number of units	Installed power (MW)	Type	Average electricity production of the last five years (GWh)
Topçam	Turkey	Ordu	Mesudiye	2016	3	61,35	Dam	163,1

Location Link

https://www.google.com/maps/place/Top%C3%A7am+HES/@40.6548368,37.7934918,17z/data=!3m1!4b1!4m5!3m4!1s0x407ccbcfdaa06afd:0xffc40269b25cb4bd!8m2!3d40.6548368!4d37.7956858

Government Support

There will be no government support in the project.

Approvals & Permits	Current Situation
Generation license's	Will be taken from EMRA by the bidder
Feasibility Report	Prepared
President Authorization	Not Obtained
Project Stage	**Preparation Phase**

Topçam Hydropower Plant

PRESIDENCY OF THE REPUBLIC OF TURKEY
INVESTMENT OFFICE