

We firmly believe that our fleet will take its well-deserved place in Europe

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Hakan Çendik

We will exhibit our expertise in the sector at the fair

Underlining that ESMS is known for its reliability and quality in the sector, Onur Çoban, General Manager of the company, said: "The 2024 SMM

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Onur Çoban

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The goal is to reach the top 5 in the world

AVS Global Ship Supply, Türkiye's leading ship supply company, is rapidly advancing in the world market by crossing borders. Stating that they are working without slowing down to be among the top 5 in the world, AVS Global Ship Supply Deputy Country Director Doğukan Şimşek said, "We have grown 5 times in capacity and turnover in the last 5 years. We want to carry this momentum even further, both with our existing partnerships and with other partnerships we will make in the future. We are working intensively for this purpose."

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Doğukan Şimşek

We will consolidate our leadership in the sector



Serkan Karamanlı

Serkan Karamanlı, General Manager of Yalova Shipyard, said: "In the medium and long term, our goal is to expand our range of services and consolidate our leading

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Özge Tunc

Women's leadership in shipping must increase

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Yusuf Özcan Demir

We are not just a software company

With the growing importance of energy efficiency and regulations, the demand for fleet management software is rising. OddyShip, known for its software and consultancy services, is meeting this demand by closely monitoring sector needs.

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Erhan Esinduy

Erhan Esinduy: Always for the better and further

Erhan Esinduy, Co-Founder and Managing Director of Esko Group of Companies, said: "We want to get better and go further in all the services we provide. We are constantly pursuing high-tech products. It is up to us to determine what will and will not work in the sector. Our goal is to bring as many good products and services as we can to this sector."

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Medium and Long-Term Goals of Our Company in the Maritime Supply Industry



Gökhan ŞİMŞEK CO-Founder

Company Establishment and Industry Position

Since our company's establishment, we have adopted the principle of "Everyone Wins with Us," building beneficial and long-lasting relationships with shipowners and business partners. This approach has strengthened our reliability in the industry and positively contributed to our overall performance. As GS Marine, we continue our commitment to being the best in valve and ship supply. Achieving this goal is possible through utilizing innovative technologies, prioritizing customer satisfaction, and adhering to the highest quality standards in the industry.

Services and Regions Served

By providing import and export services worldwide, we place great importance on global maritime trade. We supply products for incoming ships, making us a globally recognized and preferred company. Since our entry into the sector, we have been striving to meet every need of ships in ports, shipyards, and offshore areas across Turkey. Besides our initial focus on ship valves, we also offer our customers:

- Provision supply
- Custom-made anchors
- Ship chains
- Technical materials
- Spare parts
- Calibration and service jobs

As a result of these efforts, we maintain our position in the sector while continuing to develop our commercial network globally as GS Marine at various trade fairs.



Medium-Term Goals

- Growth and Development: In the medium term, expanding our existing customer portfolio and improving service quality are among our main goals. We plan to increase our number of employees and expand the areas of expertise within our team. This will enable us to offer more diverse and comprehensive services.
- Technological Investments: We aim to complete our digital transformation by strengthening our technological infrastructure. In this context, we aim to increase operational efficiency by using stock management and customer relationship management (CRM) systems more effectively.
- Expanding Product Range: By keeping up with industry innovations, we want to expand our product range and offer more options to our customers. In this context, we aim to maximize customer satisfaction by increasing the supply of new product groups and spare parts.

Conclusion

In the maritime supply industry, our medium and long-term goals are to maintain customer satisfaction at the highest level by continuing our understanding of quality, trust, and service. We are determined to be among the leading companies in the industry with innovative approaches and sustainability policies

Personal Entry and Career in the Sector

After working in this sector for 23 years, we decided to establish our own company. We started our journey with two people, and today we continue with a team of 13. Initially, we focused on valves and equipment, but over time, we expanded to offer comprehensive ship supply services. Our core values in the industry are quality, trust, and service. We aim to provide the best and highest quality service with new product ranges and spare parts. We collaborate with significant and reputable firms in the industry, striving to achieve our goals steadily and consistently. Our aim is to meet needs and provide the best service in all areas. Our clients are very satisfied with our work, and maintaining this satisfaction is very important to us. We work to strengthen and expand our business network and connections.



GS MARINE

International Regions and Service Network

Managing a company operating at an international level requires a broad geographical reach and diverse service networks. Our company operates in the maritime industry and provides services globally in the following regions:

- Europe: We operate in various ports and maritime centers in Europe. As a significant player in the European shipbuilding industry, we offer both product supply and technical support. Currently, we mainly serve ships in Greece, due to Turkey's geographical location. Our long-term goal in Europe is to make the GS Marine name more widely known.
- Middle East: Our services extend to ports and maritime facilities in the Middle East, where our priority is providing ship equipment, spare parts, and local customer support.
- Asia-Pacific: We have a presence in the Asia-Pacific region, primarily in Singapore, China, and South Korea, offering various products to the maritime industry and expanding our customer base. Given the region's workforce, cost, and population density, every company in our field aims to establish a presence in Asia. Our priority in this region is to make our name known with confident and solid steps and to establish commercial relationships on the right foundations.
- North America: Our activities in North America focus on providing solutions for ports and maritime operations, with particular emphasis on the US and Canada. We build our service network to meet local customer needs, guaranteeing quality and reliable services to international maritime companies. By prioritizing customer satisfaction and promoting cooperation, we continue to develop strong business relationships in all areas.

Medium and Long-Term Goals and Plans

We always offer alternative scenarios to our customers, making it easier for them to make decisions. Being available at all times and hours is a significant advantage for us. Additionally, we avoid making small calculations and keep our vision broad, which plays a significant role in our continuous growth. Our medium and long-term goal is to further develop our existing services, increase customer satisfaction, and achieve a stronger position in the global market. We will continue to expand our business network, invest in new technologies, and enhance our service quality by keeping up with industry innovations.

Long-Term Goals

- Global Market Expansion: In the long term, we aim to have a presence not only locally but also in international markets. In line with this goal, we aim to increase our export activities and become a globally recognized and trusted brand.
- Sustainability and Eco-Friendly Approaches: Adopting sustainability policies, offering eco-friendly products and services is among our priorities. In this context, we plan to focus on supplying energy-efficient and environmentally friendly products.
- R&D and Innovation: By investing in research and development (R&D) activities, we want to keep up with innovative solutions in the industry and offer these solutions to our customers. By encouraging an innovation culture, we aim to be a leading and innovative company in the sector.
- Strengthening Business Partnerships: Strengthening our collaboration with significant and reliable firms in the industry and expanding our business network are among our long-term strategic goals. This way, we will be able to provide the necessary resources and infrastructure to offer the best service to our customers.



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We firmly believe that our fleet will take its well-deserved place in Europe

"Turkish coaster fleet is making a name for itself in the world maritime with the rapid development momentum it has achieved. We are confident that the Turkish coaster fleet, with its rejuvenated and modernized structure, will be in its rightful place in Europe as well as in the Mediterranean and Black Sea." Hakan Çendik, Chairman of the Board of Directors of the Coaster Shipowners and Operators Association (KOSDER), and I talked to him about the strengths of our fleet and its dominance in the region.



Hakan Çendik

Turkish coasters are the gateway of our shipowners and operators to the world

Giving information about the importance and power of the Turkish coaster fleet in the Black Sea and Mediterranean region, Hakan Çendik, Chairman of the Board of Directors of KOSDER, said: "Nearly 40 percent of the coaster fleet carrying out intensive transportation activities in the Black Sea/Mediterranean region is composed of Turkish-owned coaster vessels. Turkish coasters, which make a great contribution to employment as well as the economies of the country and the region, have become the gateway of Turkish shipowners and operators to the world. Although their carrying capacity is lower than large tonnage ships, coasters provide considerable economic contribution to countries as well as increase the prestige of the sector by 'carrying the region's cargo' in the Black Sea/Mediterranean and Europe. Coasters, which have a long history, are also the starting point for shipowners and operators in maritime trade and pave the way for their growth."

Our coasters are an economic lifeline

"Türkiye has made significant progress in coaster transportation as it has in every field of maritime. When we take into consideration that more than 800 of the 2000-ship coaster fleet carrying out transportation in the Black Sea and the Mediterranean are Turkish-owned vessels, it is seen that our country has a serious advantage over other countries in the region." Continuing his words, Çendik said, "In addition to this, the commercial network and good relations established by coaster shipowners and operators in the region have been another issue that reinforced the dominance of the Turkish

coaster fleet in the Mediterranean and the Black Sea. Moreover, in times of global economic and political crises and war, Turkish coaster shipowners, who dominate this tonnage, act as a lifeline for the sustainability of the supply chain and transportation. Our fleet, which has a strong structure in terms of tonnage and number of ships, continues to provide added value to other sub-sectors of maritime, especially ship maintenance and repair."

We believe that our fleet will take its well-deserved place in Europe

Çendik summarized his assessment of the future of the Turkish coaster fleet as follows: We firmly believe that the Turkish coaster fleet, which has made a name for itself in the world maritime with its increasing momentum, will take its rightful place in Europe as well as in the Mediterranean and the Black Sea with its young and modernized structure.

We attach importance to bringing world seafarers together

Making statements about KOSDER's vision and activities, Çendik said, "Our association contributes to the maritime industry with its national and international organizations and presents an innovative vision. It also provides up-to-date information to our seafarers and seafarer students through the training organized at KOSDER Academy. Being aware of the advantage of being located in Istanbul, one of the most important centers of the maritime industry, KOSDER attaches great importance to bringing the world's seafarers together in this city." Çendik stated that the biggest step taken by KOSDER towards this goal was the Istanbul International Conference and Gala Dinner (ISTSHIP) organization held



on September 22, 2022, and continued his statements with the following words: I would like to thank once again the Chairman of the Board of Directors of the Hellenic Short Sea Shipowners Association (HSSA), Mr. Charalampos Simantonis, the members of the Board of Directors and all our Greek friends, who contributed greatly to the emergence and successful realization of ISTSHIP-22, and whom we hosted in our country representing Greece, the guest country of the organization.

Our guest of honor is the Royal Netherlands Shipowners Association

Emphasizing that KOSDER will continue to take steps to bring together the world's seafarers and chart the future course of maritime, Çendik said, "In this year's voyage, which we set out with the motto 'The Route of Shipping Istanbul (SHIPROUTE)', we are turning the route of the Netherlands, one of the world's important maritime countries, to Istanbul, the cradle of civilizations and the pearl of the Bosphorus, as the 'guest country' of our event. We would like to thank our guest of honor, the Royal Dutch Shipowners' Association (KVNRR), who is one of the architects of this cooperation and who made valuable contributions to every stage of our organization with their knowledge and experience.

We will host more than 600 seafarers from 40 countries around the world at SHIPROUTE-24

Coinciding with the 100th anniversary of the friendship between Türkiye and the Netherlands, SHIPROUTE-24 will also host more than 600 distinguished mariners from 40 countries around the world in the magical atmosphere of Istanbul. Industry representatives will come together with the unforgettable view of Istanbul, which connects Asia and Europe and is one of the capitals of maritime and will also meet at SHIPROUTE-24 to expand their communication networks, create new opportunities for themselves, and further their professional development.

The topics we will cover in detail

In the conference section of SHIPROUTE-24, panelists who are experts in their fields and have a prominent role in international maritime transportation will discuss the topics on the maritime agenda. These topics

include COVID-19, geopolitical turmoil, the maritime economy in the face of increasing legislation and regulations, the approach to shipbuilding from a financial perspective, the use of ships focusing on energy conversion within the scope of IMO Regulations and EU ETS, and new opportunities for the Turkish ship recycling industry within the framework of the Hong Kong Convention.

The conference will be attended by BIMCO President Mr. Nikolaus H. Schües, European Community Shipowners' Association President Karin Orsel, Dutch Shipowners' Association President Theo Klimp, WISTA International President Elpi Petraki, Maritime Economics and Logistics Editor-in-Chief Prof. Dr. Hercules Haralambides and many other distinguished speakers and guests of honor.

About Koster Shipowners and Operators Association (KOSDER)

Koster Shipowners and Operators Association (KOSDER) is a maritime non-governmental organization established to strengthen solidarity among the shipowners and operators of all types of Turkish-owned vessels, called coasters, engaged in close sea transportation in national and international waters. Since its establishment in 2014, the Association has increased the number of its members and the number of ships and cargoes it represents and has now reached 140 members, 550 ships, and 5 million DWT cargo capacity. Celebrating its 10th anniversary this year, KOSDER is the only non-governmental organization in Türkiye and one of the few in the world representing this tonnage.

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ROBERT ALLAN

The goal is to reach the top 5 in the world



Doğukan Şimşek

We work with more than 4 thousand suppliers

Providing information about the company's global network, Şimşek said, "We are a company that has been under our legal entity for about 39 years, but has more than 50 years of experience in total. Therefore, this supply network was not formed in a day. We work together with more than 4,000 suppliers, manufacturers and consultants thanks to our long-standing relationships, the bond of trust between us and our customers and suppliers, and the international recognition that our industry provides us. The ship supply business is a sector that is very intertwined with each other in the world. We are as close to our suppliers as we are to our customers. We meet them periodically at fairs, events or meetings organized by us. In addition, we have been going through a technological structure regarding a supplier network for about a year and a half. We will put this system into operation as soon as possible. We want to reach our suppliers through a single portal and speed up the process and services even more. This portal has reached this stage with many years of experience and work. It is not an easy task."

Fast, efficient, reliable and sustainable

Sharing his company's policy on customer satisfaction, Şimşek said, "Our philosophy as a company is to be fast, efficient, reliable and sustainable. There are certain obligations that our sector and the world markets expect from us. We make supplies that will minimize the carbon footprint. As AVS Global Supply, we have taken an initiative in the supply of these products. When we say sustainability, we should not only think of green order. We apply the philosophy of sustainability in all processes, from the production of the products we sell to their transportation to the customer, from their presentation to their recycling. Another reason for our close ties with our customers is hidden in our motto. We try to communicate with our customers in the fastest way possible. We take care to respond to requests in the fastest way possible. There is a trust and closeness that we have built up over the years. When our new customers see this trust when they reach us by reference or on other platforms, they prefer to stay with us. There are much bigger companies than us in the sector, but we have started to increase our customer portfolio in different categories both at home and abroad. This also brings us some new partnerships. Nordic Hamburg was our customer, now it is our partner. We are showing this kind of closeness. We have been utilizing technology for the last 2-3 years. We are not satisfied with just phone traffic or face-to-face meetings. We take action to hear the voice of the customer and get in touch with them, so we try to collect much more feedback. We strive to analyze our data much more properly."

Effective use of technology is an important topic

Stating that they attach great importance to the use of technology and digitalization, Şimşek said, "We have not only invested in digitalization and technology utilization on the customer side. We also have investments and transformations on the operations side. We use the Microsoft Dynamics platform, which provides an end-to-end ERP system in our operations. AVS is a company

AVS Global Ship Supply, Türkiye's leading ship supply company, is rapidly advancing in the world market by crossing borders. Stating that they are working without slowing down to be among the top 5 in the world, AVS Global Ship Supply Deputy Country Director Doğukan Şimşek said, "We have grown 5 times in capacity and turnover in the last 5 years. We want to carry this momentum even further, both with our existing partnerships and with other partnerships we will make in the future. We are working intensively for this purpose."

Stating that they are a company that thinks globally but acts locally, AVS Global Ship Supply Deputy Country Director Doğukan Şimşek said: "We have been in the industry since 1985 and we will celebrate our 40th anniversary next year. The most important factor that keeps us in the sector is that we are a company that thinks globally but acts locally. We have achieved significant growth in the last 10 years. By specializing in supply and procurement in different and difficult geographies, and therefore developing our staff and supply network in this sense, we are trying to provide our customers with the best and fastest service at the most affordable price in the safest way. We also have various investments. Two years ago, we signed an agreement with Nordic Hamburg, which became a shareholder

of our company. With its synergy, we have expanded our customer and supplier network".

Our target is to be among the top 5 in the world

Commenting on his company's view of the sector and its vision for the future, Şimşek said, "As a company that has come to the forefront with its visionary identity in Türkiye, our main goal is to be one of the top 5 companies providing catering management and global supply services worldwide. In this sense, we have achieved a very good momentum. We have grown 5 times in capacity and turnover in the last 5 years. We want to carry this momentum even further with our existing partnerships and possible future partnerships. We are carrying out our work for this."

All ships are our potential customers

Emphasizing that their main business is catering management, Şimşek said, "We supply all food and technical materials to ships on a contractual basis. All ships that are not contracted but waiting for supply in any geography of the world are our potential customers. We can provide this service wherever those ships are in the world. We have made some investments in the offshore sector for many years. We have started to see the return on these investments. Our staff consists of approximately 450 people. This number is increasing more and more. We act with the concept of facility services in the offshore field. We have an infrastructure that can provide all facility services such as accommodation, cooking, food service and hotel services. We are the leading company in Türkiye providing services in this sense."

that has been using technology for many years and trying to promote it. We are at a time when we are trying to figure out how to integrate artificial intelligence, which is now a reality in the world, into our own lives. We utilize Microsoft's Copilot application in this field. We continue on our way with applications that analyze all our data for us and add speed and power to our business with its guidance. We really take initiatives that many companies do not take. Our investments in technology will not be limited to these. AVS will not only be a company that provides supply services in the future. AVS will turn into a company that provides technological services in about 10 years."

Future targets

Providing information about the company's future goals, Şimşek said, "Our primary goal is to be among the top 5 largest supply companies in the world. We are the leader in our own country and we want to strengthen this situation with investments such as warehouses, technology, human resources or investments that will meet different needs. We aim to multiply our power by establishing our own centers in different geographies and acquiring the world's important supply companies. We have the necessary infrastructure for this. These are works that require time and budget. Considering the current conjuncture of the world, we are very meticulous in making such moves. These are not obstacles to reach the target. I believe that we will achieve these goals only with the trust of

our customers and the cooperation of our suppliers."

Wars have an extremely negative impact on the sector

Stating that the wars in the world affect the sector negatively, Şimşek said, "As it is known, there are wars in different geographies of the world. These wars sometimes come to a point where they can hinder international transportation. There is the Israeli-Palestinian war. Because of this, some Arab countries have closed the routes that are used intensively. There are some interventions on ships passing through there and this has changed the international transportation routes. It is really hard to predict where the world will evolve now. Every day there is a new development, but we see that certain points never change. We have achieved a good momentum, especially in our Greece office, and we have plans to build on this momentum to look for new opportunities in the Far East, especially in Singapore and China. We are thinking of opening an office in the Philippines. We do not see these as new markets. We will only make these moves to further strengthen our weight in the market. We are already good at a certain level in Europe. Although the fact that our partner is a German company and that we have had good suppliers in Europe for many years has kept us from being physically there, our Greek office is very old and we continue to provide services from there. We are also strong in South America. We have no new plans there. For the moment, we find it more appropriate to focus on the Far East."

We started being environmentally friendly long ago

Explaining his company's policies on environmentalism, Şimşek said, "Although environmentalism seems to be a new trend in the world, it has been on the agenda for many years. They say if you want to change the world, start with yourself. That is why we made a very simple move many years ago. We moved our business cards to digital. We do not use paper printed business cards. We use NFC enabled business cards. We used to use maybe millions of business cards in a year, but after that move, each of us uses a single business card. This was one of the most important moves for sustainability. We are also trying to eliminate paper printing in our own operations by using technology. All our files are stored online. We get digital signatures. Thus, we also act within the framework of the Personal Data Protection Law (KVKK). When there is paper printing, you cannot track where that paper goes. We are going through such a transformation within ourselves. You will see in our operations and new projects, we will create environments where our customers can grow their own products. In land projects, we try to use food products that we grow ourselves in our own kitchens. By doing so, we reduce costs and create environments that all people can benefit from. We attach great importance to vertical agriculture. We want to apply this on ships as well. When they grow on ships, their costs are also affordable. We have included paper-based cups and

plates in our plans, and we give these to our customers who request them. We are the only supply company in the world that produces and fails projects on these issues. We have obligations in this sense. This is how we approach our customers under the name of sustainability projects."

"We carried our experience to the field of education"

Stating that AVS is a company that has achieved many successes considering that it came from scratch, Şimşek said, "We have a maritime school called Ekol Denizcilik. We have carried the experience we have gained over the years and the service we have provided to the sea to an education area. We want to train qualified personnel for the sector. We ensure that the knowledge we have turns into concrete applications in the sector. The fact that a large international company is our partner shows our success in our business. Customer satisfaction is the key factor in our work. I think it will be a great opportunity for them to work in a company that is very suitable for understanding the transformation in the transformation journey that both the company, the world and the digital world are on. I would like to emphasise that this is an important opportunity and I would like to state that our door is always open to everyone. Because our philosophy and speed is our main point of difference. Our door is open to everyone who sees themselves suitable to work he





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Erhan Esinduy: Always for the better and further

Erhan Esinduy, Co-Founder and Managing Director of Esko Group of Companies, said: "We want to get better and go further in all the services we provide. We are constantly pursuing high-tech products. It is up to us to determine what will and will not work in the sector. Our goal is to bring as many good products and services as we can to this sector."



Erhan Esinduy

Both our service range and the number of our customers are increasing

Erhan Esinduy, Co-Founder and General Manager of Esko Group of Companies, emphasizes that their goal as a company is to grow further and makes the following statements about the products and services offered by Esko: "We recently opened a new office in Dubai and now we have a goal to expand it. We divide our business into two parts. There is a service side and an equipment sales side. On the service side, Esko's main starting point is shipyard representation. Today, we have a very unique system in China. From China to Europe, we have a large network of shipyards in Poland, Spain, Germany, Greece, Bulgaria, Romania, Malta and Panama. Our shipyard service is generally for Turkish shipowners. Each shipyard has representatives in different countries. We are very assertive about shipyards, especially in China, but recently we have seen an increase in demand for European yards (North and South) by Turkish

owners operating in the region and of course we are very well geared up to provide solutions in this region. We then entered the armed guard business some 9 years back, which was slow at first however picked up gradually and in a healthy manner, so much so that now we carry out around 95 percent of the armed guard business of Turkish shipowners in both East and West Africa, in Nigeria. We also receive returns from foreign shipowners that we provide services through charterers and serve their ships there after. There are 4-5 world-renowned guard companies that we work with. We have come to such a point that we no longer search for new principles to serve but they find us having heard our name in the market and ask if we would like to represent them. We started the guard business in East Africa, and now it has become very active in West Africa. Especially Nigeria. We have firmly taken our place in the market in terms of guard. Apart from that, we have supervision services that started with the pandemic.

We provide inspector supervision services to the ships of foreign shipowners coming to shipyards in Türkiye.

Our customers know that we will not represent a bad product

When we look in to the sales sector, we started with large equipments such as Scrubbers, BWT Systems. We still represent an American scrubber company. In the ballast water side, that has now seen a natural decline owing to the deadline date having passed now. Apart from that, we are also distributors for Wencon of Denmark this is two part epoxy repair and maintenance kit manufacturerers with an extremely high quality product that certain goes beyond its competitors in the market in terms of quality and simplicity. As a distributor of course we hold a healthy stock locally and deliver promptly to our clients based on their needs. It has been 4 years since we started this business with the Danes. We have made excellent progress there too. We have succeeded in making Wencon brand well known in Türkiye. Apart from these, there are many other products we represent. After those who work with us in the guard area recognize us, they are sure that they will receive the same quality service in other products we serve. Our customers do business with us with peace of mind because they know that we will not represent any bad quality products in Türkiye."

Our goal is to grow step by step in ship management

Stating that they have targets in management, Esinduy said, "Captain Behzat Esinduy is in charge of this area. We started to work under his experience and with the team he established. Obviously, we started to operate difficult ships. Captain Esinduy and his team have overcome this job. We will continue to grow in this field."

We need to keep ourselves updated

Underlining that the maritime sector is constantly undergoing changes in terms of regulations and equipment as well as sociological, political and economic developments, Esinduy said, "All events in the world directly affect maritime. Because 90 percent of trade is carried by sea. Naturally, wars sometimes affect the sector negatively and sometimes positively. Regulations undergo changes within the framework of accidents. Equipment may need to be renewed. For this reason, we keep both ourselves and our customers up-to-date. It is indispensable for our business to learn everything about maritime and to share all these with our customers. We offer consultancy services in this field. We stand behind every service we offer to our customers."

The important thing is not to get representation, but to do business

Esinduy continues his words as follows; "We want to go better and further in all the services we provide. We are constantly after technological products. If they have added value for our shipowners, we constantly follow the whole market and look at the products that are coming out. Let's not forget that we are in Türkiye. The perspective of other countries on these technological products and the perspective of our maritime community are not in parallel. While some countries attach much more importance to these, we do not attach as much importance to them or we can say 'we will look at it later'. The important thing is not to get appointed as a representative, but to do excel in terms of selling that product or service which one represents. Otherwise, we can go and get 100 more representative offices. But if we fail to make sales locally that would not be good image of us to the companies we represent. It is up to us to predict what can and cannot do business in the community. In some cases we are successful and in very seldomly our predictions may not be that accurate. Our goal is to offer as good products and services as we can to this community."

Vision of Esko Group of Companies

As Esko Marine, we provide services in many areas in the maritime field. At the very beginning, our aim was to offer the maximum range of services we could provide to shipowners in general. We set out to offer this business to Turkish shipowners. Afterwards, our name and the quality of service we provided associated with it was heard abroad. Especially in armed guard services. We have many customers abroad in this field. Our vision is first and foremost to offer our customers the highest quality work we do. Our job is to take the burden of a job related to the service we provide from A to Z from our customer and take it to the end and deliver it.



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We will consolidate our leadership in the sector

Serkan Karamanlı, General Manager of Yalova Shipyard, said: "In the medium and long term, our goal is to expand our range of services and consolidate our leading position in the sector. To be among the world's first-choice shipyard as an innovative company known for its quality, efficiency, reliable services with satisfied customers and happy employees."

Transferring his experience in shipbuilding to shipyard management

"Yalova Shipyard was established in 2023 as a part of Akar Shipping, which has extensive experience in the maritime industry," said Serkan Karamanlı, General Manager of Yalova Shipyard. "Akar Shipping is renowned as a well-known and respected ship owner in the industry. This experience is known for providing innovative and comprehensive services to the industry by combining both shipyard operation and ship ownership perspectives in the Yalova Shipyard brand. Our shipyard is strategically located in Yalova, close to Istanbul, providing easy access to both national and international customers.

Since our establishment, we have quickly established a firm foothold in the industry with our modern facilities and state-of-the-art infrastructure. Our range of services includes ship maintenance, repair, conversion projects and new shipbuilding. We also offer state-of-the-art solutions such as the integration of Ballast Water Treatment Systems (BWTS) and scrubber systems, prioritizing environmental sustainability. With this wide range of services and our innovative approach, Yalova Shipyard aims to have a leading position in the sector."

Providing information about the services offered by Yalova Shipyard, Karamanlı said, "Yalova Shipyard offers a wide range of services in ship maintenance, repair, conversion and new construction projects. Our services include hull and deck repairs, engine and machinery maintenance, updating electrical and electronic systems, paint applications, insulation works and hardware installations. These services are designed to improve the operational efficiency of vessels and bring them in line with international maritime standards."

We are strategically located

"Our shipyard is strategically located in Yalova, in the Marmara Region and has the advantage of providing fast and efficient service to international customers thanks to its proximity to Istanbul. In addition, our large berth areas and high-capacity cranes enable us to serve large-scale vessels. Yalova Shipyard operates in a wide geographical area, providing services to maritime companies in Europe, the Middle East and Asia as well as Türkiye."

We do not stop new investments

Stating that Yalova Shipyard aims to compensate for the stagnation in the shipbuilding sector in Türkiye by expanding its ship maintenance and repair services and making significant investments in this field, Karamanlı said: "At our shipyard, we make the maintenance and repair processes of ships more efficient and effective by using state-of-the-art equipment and innovative solutions. We also ensure the integration of environmentally friendly technologies such as Ballast Water Treatment Systems (BWTS) and scrubber



Serkan Karamanlı

systems in accordance with environmental regulations in the maritime sector.

In this context, we have realized various projects and investments. For example, we are making investments to increase energy efficiency and reduce carbon footprint. We have also implemented waste management and recycling practices in ship repair processes. These projects and investments allow us to meet the needs of not only domestic ship owners but also international customers. In this way, we contribute to making Türkiye a center of attraction in the ship maintenance and repair sector."

Türkiye is a strategic transit point

Emphasizing that Türkiye is located at a strategic transit point for the maritime sector, Karamanlı said, "As Yalova Shipyard, we believe that we are making effective use of this advantage. Our location at the intersection of international maritime trade routes allows us to offer services to a wide customer portfolio. The high quality services we offer to both domestic and foreign ship owners increase Türkiye's attractiveness in this field. In order to increase the interest of foreign vessels in Türkiye, it is necessary to offer competitive prices as well as to continuously improve service quality. Furthermore, complying with environmental regulations and offering sustainable solutions are important factors influencing the preferences of foreign customers. We also aim to establish and maintain long-term business relationships by maximizing customer satisfaction."

We will consolidate our leadership in the sector

Speaking about his company's medium and long term goals and plans, Karamanlı said, "In the medium and long term, our goal as Yalova Shipyard is to expand our

range of services and consolidate our leading position in the sector. Our primary goals include focusing more on new shipbuilding projects and providing our customers with customized, high quality and safe vessels. To this end, we will continuously modernize our shipyard and continue to use the latest technologies.

We also aim to be a leader in sustainability and environmental awareness. To this end, we are making significant investments to increase energy efficiency, reduce our carbon footprint and use environmentally friendly technologies. By closely following technological innovations, we plan to continuously improve our service quality and maximize customer satisfaction. In addition, we will continue to improve our service quality through continuous training and development of our employees."

About Serkan Karamanlı

Serkan Karamanlı, General Manager of Yalova Shipyard, graduated from Beykoz Maritime High School and then Istanbul Technical University (ITU) Deck Department. After completing his education, he worked in various positions in the maritime industry. In 2009, Mr. Karamanlı started to work as a manager at Kuzey Star (Tecnomarin) Shipyard and successfully continued in this position until 2021. In 2021, Karamanlı joined Akar Group and worked as a dry cargo and container fleet manager, and in 2022 he became General Manager at Yalova Shipyard.

Customer satisfaction is our priority

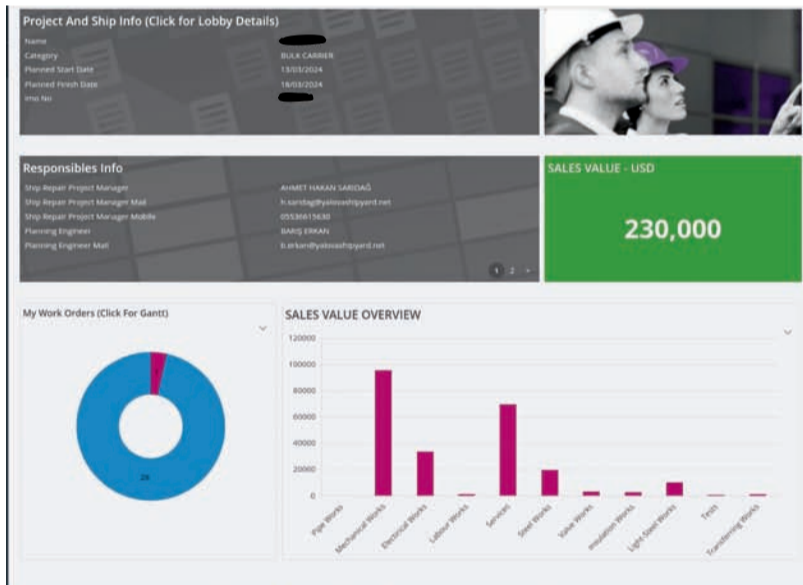
Underlining that Yalova Shipyard always prioritizes providing flexible and innovative solutions for the needs of our customers, Karamanlı said, "We increase our service quality through continuous training and development of our employees, and continue to be the pioneer of the sector in terms of safety and environmental awareness. We work hard to provide the best service to our customers and closely follow the changes and developments in the sector. In addition, we aim to be not only a commercial but also a social leader in the sector by continuing our social responsibility projects and social benefit activities."



DISCOVER INNOVATION AT YALOVA SHIPYARD



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Work Order	Directive	Wo Pre	W11 - Mar 2024	W12 - Mar 2024	W13 - Mar 2024											
			13 Wed	14 Thu	15 Fri	16 Sat	17 Sun	18 Mon	19 Tue	20 Wed	21 Thu	22 Fri	23 Sat	24 Sun	25 Mon	26 Tue
> 1873	ENGINE ROOM WORKS ...	%0	1873 - ENGINE ROOM WORKS // CRANKSHAFT REPLACEMENT OF DIESEL GENERATORS													
> 1938	EDG PC Board Repair	%0	1938 - EDG PC Board Repair													
> 2129	Labour Hour Rates	%0														
> 1913	G/E Governor Extra Wo...	%0	1913 - G/E Governor													
> 1903	Safety Valve Overhaul	%0	1903 - Safety Valve Overhaul													
> 1871	ALTERNATOR repairs	%0	1871 - ALTERNATOR repairs													
> 2030	NDTs	%0	2030 - NDTs													
> 2006	GE-Alternator Alignment	%0	2006 - GE-AL...													
> 1936	Alternator Extra Work	%0														
> 1987	GE Exhaust Pipe Additi...	%0														
> 2097	No.3 GE Extra Work	%0	2097 - No.3 GE Extra													
> 1908	Insulation Renewal	%0	1908 - Insulation Renewal													
> 1918	G/E Governor Extra Wo...	%0	1918 - G/E Governor													
> 1890	FRESH WATER SUPPLY	%0	1890 - FRESH WATER SUPPLY													
> 1872	GOVERNOR	%0	1872 - GOVERNOR													
> 2044	No.1 GE Extra Work	%25														
> 1935	No.1 GE Crank Shaft Ad...	%0														
> 1939	Alternator Foundation ...	%0	1939 - Alternator Foundation Crack Built Up Repair (Option-1)													



We are not just a software company

With the growing importance of energy efficiency and regulations, the demand for fleet management software is rising. OddyShip, known for its software and consultancy services, is meeting this demand by closely monitoring sector needs.



Yusuf Özcan Demir

Captain Yusuf Özcan Demir, owner of OddyShip, leverages his industry experience to develop solutions that ensure ships comply with new regulations, saving on fines and taxes. A 2002 graduate of Istanbul Technical University's Deck department, Demir worked on major ships before transitioning to ship management systems and software. He later acquired the commercial rights to Shippernetix Ship Management System Software and founded OddyShip.

In service since 2010

Demir, who said that they have been serving the maritime sector in many areas since 2010, continued his words as follows: "I focused on software, thinking that software would become mandatory in the sector. However, the maritime market had its ups and downs. Along with the software topics we are working on, I also turned to different topics that I am interested in. At the top of them was the energy issue. Because I predicted that the maritime sector would be subjected to certain sanctions and practices regarding carbon and greenhouse gas emissions in terms of energy. In 2012, we started working on the energy issue in the maritime sector. We put the experience we gained there into the service of our sector along with the regulations."



We made EEXI calculations for over 500 ships

Stating that they have made EEXI calculations for more than 500 ships based on IMO's and EU's regulations on energy, Demir said: "Subsequently, we made SEEMP PART III plans for nearly 350 ships in accordance with these regulations. As the first local company in Türkiye, we have become capable of limiting the ship's machinery, which we call EPL. We



have made EPL applications on nearly 100 ships. We have saved dozens of ships from EPL by performing CFD Analysis (computational fluid dynamics) on ships that do not have a pool test, or we have reduced the EPL rate and kept them tradeable. We recommend all ship owners who have problems with the EPL rate or SHAPOLI applications contact us on every platform. The EU has introduced a carbon tax system MRV-ETS. In this system, we have transformed into a structure that can collect data, calculate and report, and at the same time receive and transfer Carbon Allowances, which is the way the taxes are paid, on behalf of shipowners. There are much more important and difficult rules about the penalty called FuelEU Maritime. We recently held a meeting to inform the sector about it, and we are currently working mainly on it."

Intense participation to the seminar

Demir commented on their recent event: "Energy efficiency is a new topic in the maritime industry. At our recent hotel seminar, I emphasized this issue. Both experienced colleagues and new graduates lack information on these new regulations, especially those from the EU, which have been around for only 1-2 years. Our sector is very curious, and the seminar had higher participation than expected."

It was very successful and productive. Unlike other seminars, we focused on practical aspects like preparing FuelEU plans and calculating penalties. We answered all questions, unlike previous seminars where many questions were left unanswered. The participants were aware of the high financial stakes. We received great attention and countless phone calls after the seminar."

Lack of knowledge in energy management

Demir highlighted the misinformation in the sector: "We often correct false information about energy management given at various events. I participate in webinars and meetings to clarify these misconceptions. To address the sector's lack of knowledge, we plan to create a training platform focused on energy in the maritime sector. This interactive portal will feature videos and expert Q&A sessions. We're also negotiating with class companies to verify our information."

We are closely following the Türkiye-ETS system, which was put into service by the Turkish government, as we follow the EU ETS regulations. We are also monitoring other regulations that are in service or may be put into service in other countries. and our Energy Management software module is under evaluation

by TEYDEP. Our goal is to share our expertise with relevant institutions and authorities."



Benefit to the shipowner

Demir emphasized the importance of data continuity in the maritime sector: "There are too many documents and too much data stored in different places. Continuity in data is crucial to avoid interruptions. Our MRV-DCS VOYAGE module collects and analyzes data from various platforms in a single software, helping shipowners make accurate and efficient decisions. This helps them foresee potential fines, operational issues, and unexpected expenses."

With the introduction of carbon tax and greenhouse gas emission penalties, our module stands out by providing real-time data on incurred taxes and penalties. It generates year-end reports, automatically enters data into the MRVTHETIS system, and estimates future costs for voyages. This prevents high tax and penalty payments due to incorrect calculations. By analyzing the collected data, we can measure the financial benefits provided by our software, showing how much money shipowners save and how many problems are avoided.

I've been in the sector for many years, and my motto has always been to make money for the people we serve. We aim to provide significant benefits so that when we charge a fee, our clients feel it's justified. Even if the software doesn't offer a direct monetary return, it prevents many issues that could lead to financial losses."

Position in the industry

Demir explained their journey: "We began with software for large fleets but expanded to offer consultancy services. Now, we work with all Turkish

shipowners and many international ones. We've led in asbestos removal in Türkiye and increased our service scope with BWTS D-2 Commissioning Tests. The EEXI limit reduction allowed us to serve more ships, and we've advised many on MOHA accounts. We'll continue as a carbon allowance supplier."

We have established a strong design team. Our design team is led by a friend of ours who has worked as a manager for many years in a classification society and many shipyards. CFD calculations, ship conversions, stability revision calculations, MEG 4 - MBL calculations, BWTS design, etc. We continue to work on many subjects."

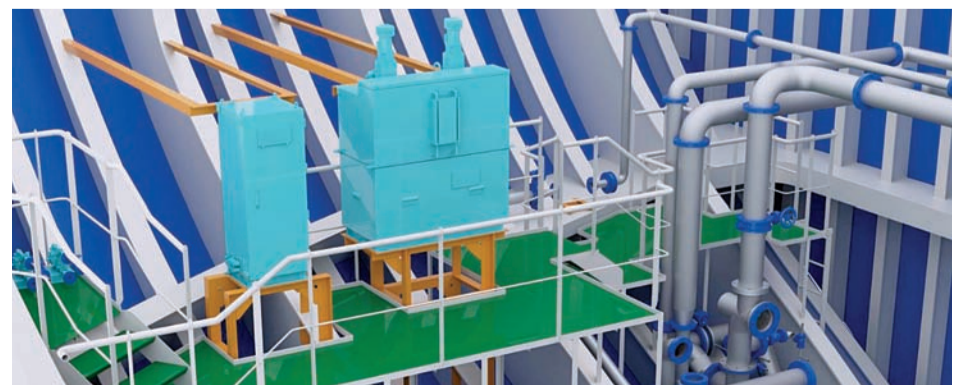
In order to improve the quality of the services we provide to tanker and chemical fleets, a colleague who is a doyen of the sector has recently joined us. In this way, we will continue to provide consultancy and software services to the sector on issues such as SIRE - CDI - TMSA both with his own experience and with the Inspection Software Module we have."

We want to expand our business abroad

Demir said that they also work with foreign companies and added, "All international shipowners are essentially subject to the regulations in the field in which we mainly serve Turkish shipowners. Regulations are the same for all countries. Our software serving in this field is being moved to cloud-based systems. We will move all our customers in to this system. By this way, we will provide more comfortable service in the world markets. We already have a certain number of overseas customers. We want to expand our overseas customer network by explaining ourselves a little more. We are in negotiations with some large agencies and management companies that want to work with us in this regard."

We are not only a software company

Stating that OddyShip is not a company focused only on software and energy, Demir said, "Our way of working is to learn every new rule and application correctly and effectively. When we achieve this, we determine the work to be done with what we have learned and do it on behalf of the shipowner. Then, we develop software modules that will help the shipowner during the implementation. Then to continue to provide services in business follow-up and management. We are trying to do this for each new rule and application. We have Black Carbon and Cyber security issues ahead of us. We are continuing our preparatory work on both of these issues."



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Ship Name	Company	Port of Origin	Port of Destination	ETA	Status	Color
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MS KONGA	MSK	Yokohama	Amsterdam	14/07/2021 08:00	On Time	Green
MS KONGA	MSK	Yokohama	Amsterdam	14/07/2021 08:00	On Time	Green
MS KONGA	MSK	Yokohama	Amsterdam	14/07/2021 08:00	On Time	Green
MS KONGA	MSK	Yokohama	Amsterdam	14/07/2021 08:00	On Time	Green
MS KONGA	MSK	Yokohama	Amsterdam	14/07/2021 08:00	On Time	Green
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MS KONGA	MSK	Yokohama	Amsterdam	14/07/2021 08:00	On Time	Green

SOFTWARE

MRV - DCS - CII VOYAGE
“ETS & FUEL EU”

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DOCNETIX
INOMARINE
TECHNETIX

MLC 2006 WORK
REST HOURS

CONSULTANCY

MRV ETS - CARBON ALLOWANCE
FUEL EU MARITIME
SEEMP - DCS - CII
EEXI - EPL APP - OMM
DESIGN - CFD ANALYSIS

IHM INVENTORY
ASBESTOS REMOVAL

BWTS D2 COMM TEST - SAMPLING

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SIRE - CDI - TMSA



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Women's leadership in shipping must increase



Özge Tunç

Can you tell us about Özge Tunç?

I started my career at Sadikoğlu Shipyard in 2005. I have been working professionally in companies for 14 years. Gold Marine was established in 2019, where I am the general manager. I am talented in creating collaborations, team building, and effective communication. I am a person who can motivate a team, create a vision, establish good relationships with my colleagues, have high empathy, be flexible to change and adapt quickly to changing conditions. I do not give up in the face of difficulties, I walk towards the goal without giving up. When necessary, I am not afraid to take risks to seize opportunities. I am a dreamer. I dream a lot, believe it will come true, and work as if it is. For me, success is not only the financial gain or the number of customers I have in my business life. If any of the areas such as happiness, health, family relationships, and personal development are missing, I don't consider myself very happy. The satisfaction and peace of mind I feel when I reach my goal is very important to me. I can say that I feed on customer satisfaction, not on financial gain.

What are the principles you never give up?

I always try to be transparent and fair in my work. I need to be reliable in my

business relationships. I pay attention to doing my work on time and with care. I keep my promises and I am responsible towards my work and my colleagues. I strive to be open to innovations and constantly strive to improve myself. In business life, it is important to be customer-oriented, to ensure customer satisfaction and to meet customer needs. I know the importance of cooperation and teamwork in the business environment. I adopt the principle of being flexible and open to change to adapt to rapidly changing business environments. I take care that my work not only provides financial gain but also benefits people and other living beings in our world. Customer satisfaction and employee welfare are important to me. After doing my work properly, I add my rituals on top of it. If I were to criticize myself, I would say this: I am not very professional. It is very difficult for me to separate personal feelings from work. I act by listening to my heart rather than my logic.

How do you evaluate being a woman in business life?

When evaluating women in business life, it is important to focus on their skills, experience, and performance without gender discrimination. Recruitment processes should be fair and impartial. There should be equal

We interviewed Özge Tunç, General Manager of Gold Marine, one of the successful female managers of the maritime sector, about being a woman in maritime. In our conversation, we both got to know Özge Tunç and evaluated the place of women in Turkish maritime. "I do not give up in the face of difficulties, I walk towards the goal with determination. When necessary, I am not afraid to take risks to utilize opportunities," says Tunç, adding that women should be more involved in leadership positions in the sector.

opportunities between men and women in the workplace. Women should have the same opportunities as their male colleagues when they have the same skills and performance. Women often have to balance work and family life. More widespread supportive policies, such as flexible working schedules and childcare facilities, can help women pursue their careers.

So, what do you think about the role of women in the maritime industry?

The maritime sector is traditionally a male-dominated field, but in recent years the presence of women in this sector has been increasing. However, there are still fewer women than men in this sector and it is still rare for women to hold senior positions. In Türkiye, various steps are being taken to strengthen the position of women in the maritime industry. These include increasing women's access to education and employment opportunities, strengthening gender equality policies, and encouraging women to take leadership positions. The role of women in the maritime sector starts as ship crew or working in maritime-related services. However, it is still less common for women to occupy leadership roles in the maritime sector and rise to positions such as ship captains, engineers, or managers.

In your opinion, what should be done in the maritime industry to ensure equal opportunities?

Women should be offered maritime training and professional improvement opportunities. In addition, women should be given opportunities to pursue careers in ship crewing, port work, and other maritime positions. Maritime companies and organizations should adopt recruitment policies that promote gender equality. I think it is important to reduce the responsibilities that often fall on women in their working conditions, such as flexible working schemes and childcare facilities.

Do you model yourself after successful women?

Of course, successful women are sources of inspiration for both women and society with their courage, determination, and success. There are women leaders, entrepreneurs, and professionals who are successful, especially in business life, whom I also follow and admire. Prof. Dr.

Türkan Saylan has made a great impact in Türkiye and around the world with her work on equal opportunities in education and women's rights. Her determination and courage are a great source of inspiration for me. Arzuhan Doğan Yalçındağ has a successful career in the business world and plays an active role not only in business life but also in the fields of culture, arts, and education. Her leadership style and social contributions are exemplary for me.

Do you think women appreciate their fellow women so openly and comfortably?

Social and cultural factors play a major role in the emergence of competition and jealousy among women. In society, women are thought to compete. The perception of success and beauty is socially defined. All these factors strengthen competition.

In reality, many women appreciate and are inspired by other women who are successful in their respective fields. Solidarity, support, and mentoring relationships between women are becoming increasingly important. Solidarity and empathy are common, especially among women who experience the same challenges.

For example, WISTA Türkiye, of which I am a member, aims to bring together women working and aspiring to work in the maritime industry to create a network, provide opportunities for collaboration, and support women's career progression. It promotes knowledge sharing among women professionals in the maritime industry, organizes training and mentoring programs, and supports the promotion of women's leadership.

Finally, what advice would you give to women in business following in your footsteps?

An important way to succeed in the maritime industry is to network with other professionals in the industry. You should expand your contacts by attending conferences, seminars, and events. It is important to maintain self-confidence and trust in your abilities, be flexible, have resilience, and stress management skills, and be able to adapt quickly to changing situations.



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We will exhibit our expertise in the sector at the fair

Underlining that ESMS is known for its reliability and quality in the sector, Onur Çoban, General Manager of the company, said: "The 2024 SMM Hamburg fair is of great importance for ESMS. We have been carrying out a meticulous preparation process for this fair for a long time. At our stand, we will showcase the innovative services, technological solutions, and industry expertise offered by both ESMS and ESMS Mechanics."

Onur Çoban says that ESMS, operating under Echoes Holding, was established to supply spare parts and ship maintenance and repair services to the maritime industry. "Our company is known for its reliability and quality in the industry with its first-class suppliers and key representatives worldwide. Based in Istanbul with access to Europe and MENA regions, ESMS has a strong position in the industry with many years of experience. This experience, combined with our proactive dynamism and professionalism, enables us to provide the best service to our customers."

We offer a full-service guarantee

Emphasizing that ESMS provides spare parts supply for ship main engines, overhaul, maintenance, and repair services for 2 and 4 stroke engines and auxiliary machinery, Çoban said, "On the other hand, as ESMS Mechanics, we manage the technical aspects of ship maintenance and repair processes and provide services to ships both on-site and in our workshop. We also have a spare parts stock of more than 20,000 parts in our warehouses worldwide. In this way, we guarantee our customers timely and complete service."

Extensive service network in Europe and MENA regions

Emphasizing that ESMS has a wide service network on a global scale, especially in Europe and MENA regions, Çoban said, "While providing easy access to these regions from our headquarters



Onur Çoban

in Istanbul, our sub-offices in Europe and MENA support our operations and strengthen our global presence. We offer comprehensive solutions to our customers through our key representatives and suppliers around the world. Our ESMS Mechanics team is an important part of this network, providing maintenance and repair services both in our workshop and on board with our mobile team."

We aim to consolidate our industry leadership

Speaking about ESMS's goals for the future, Çoban said, "Our goals for the near future include reinforcing our leadership in the industry by investing more in technological innovations and R&D studies. We plan to increase the capacity of our ESMS Mechanics facility, expand our services, and further strengthen our worldwide presence. We are also working on innovative projects in the areas of sustainability and energy efficiency. With these projects, we aim to offer more efficient and environmentally friendly

solutions in the maritime industry."

Maximum speed in maintenance and repair processes

Adding that ESMS considers technological innovations and R&D studies as the cornerstones of their business, Çoban continues; "As a company, we closely follow the latest technologies in the industry and integrate these technologies into our business processes. All fixtures, machines, and benches in our ESMS Mechanics facility are equipped with innovative technologies, enabling us to provide maximum speed and efficiency in maintenance and repair processes. Our R&D efforts allow us to offer more effective and efficient solutions to our customers, which increases our competitiveness in the industry."

We will exhibit our expertise in the sector at the fair

Sharing his views and expectations about the fair, Çoban said, "The 2024

SMM Hamburg fair is of great importance for ESMS. We have been conducting a meticulous preparation process for this fair for a long time. At our booth, we will exhibit the innovative services, technological solutions and our expertise in the sector offered by ESMS and ESMS Mechanics. Our expectations from the fair are to reach a wider international customer base and establish new business partnerships. SMM Hamburg is an important meeting point for the global maritime industry and we aim to further strengthen our international activities through this exhibition."

All solutions in one with ESMS Mechanics' new facility

The new facility of ESMS Mechanics, which was put into service in Yalova Shipyards Region, has a large area of 3000m². It also offers ship maintenance, repair, workshop, and engineering services as well as high stock capacity with its 1000m² warehouse. Aiming to fill important gaps in the sector and become a reliable business partner in the maritime world, ESMS Mechanics specializes in the maintenance and repair of not only 2 and 4-stroke engines but also high-speed engines and turbochargers. All fixtures, machines, and workbenches are equipped with the latest innovative technologies. This ensures maximum speed and efficiency in maintenance and repair processes. On the other hand, with its expert team of 100 people, it offers ship owners all the solutions they need under a single roof. With its ship and workshop team, ESMS Mechanics aims to be with its customers at every stage and to maximize the speed and quality of its services.

"As ESMS, we always aim to keep the quality of the services we offer to our customers at the highest level. In line with the principles of reliability, quality, and innovation, we will continue to offer sustainable and long-term solutions in the maritime industry. With both ESMS and ESMS Mechanics, we aim to consolidate our leadership in the sector and always offer the best to our customers."

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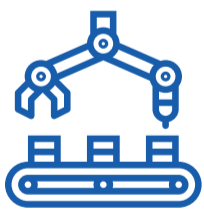
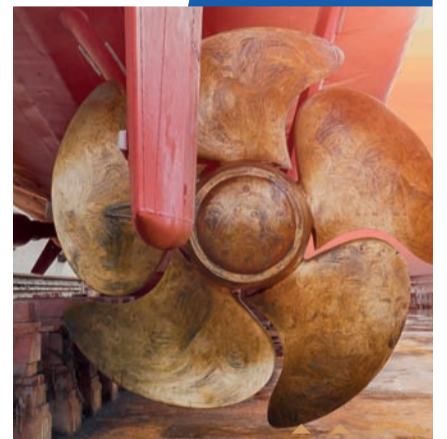
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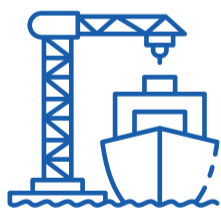


Ingenuity That Floats

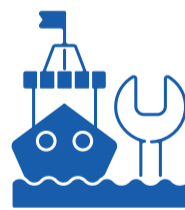
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Promarine Solution's strong vision

We talked to Emre Uyanık, Owner of Promarine Solution, about the gains and benefits of the service they offer their customers. Mr. Uyanık emphasizes that they primarily provide quality spare parts for ship owners to ensure safe and efficient operations. Then, he adds that they always ensure there is no disruption in the supply chain for the continuity of this service. Afterward, he states that they always stand by their customers with the high-quality technical service they offer.



Emre Uyanık

We interviewed Emre Uyanık, Owner of Promarine Solution, about high-quality OEM Spare Parts, Promarine

Solution's field of work, product portfolio, activities, and goals. "Our product portfolio of original and high-quality OEM spare parts is quite wide. Our portfolio includes ship machinery, mechanical and electrical systems, hydraulic and pneumatic systems, underwater and offshore services, and automation systems." Mr. Uyanık said, "Our stocks include ship main engines, generators, separators, 2 and 4-stroke machines, and all other spare parts. Our company guarantees the rapid distribution of the parts in our stocks and the continuity of the supply chain."

Spare parts are vital

Emphasizing that the reliability of spare parts and their compliance with quality standards are of vital importance for the uninterrupted and safe continuation of ship operations, Mr. Uyanık said: "Poor quality or incompatible spare parts can lead to malfunctions in ship systems, which can cause operational disruptions. For this reason, as Promarine Solution,

we always provide high quality and compliant spare parts to ensure safe and efficient operations of ship owners."

We provide quality technical service on time

Underlining that Promarine Solution offers fast and effective solutions to ship owners with a wide technical service network, Uyanık said, "Quality and timely technical service is quite important for the uninterrupted continuity of ship operations. Technical service ensures that malfunctions occurring in ship systems are quickly resolved and thus operational disruptions are prevented."

Serving the world with our global reach capacity

Mr. Uyanık added that there are differences between the expectations of domestic and international shipowners and said, "While domestic shipowners are generally looking for fast and local solutions, international shipowners may prefer to benefit from the advantages of global access and a wide logistics network. As Promarine Solution, we offer solutions suitable for both groups and serve our customers around the world with our global access capacity."

"We are a company in the maritime sector with a strong team structure, solid business partners, and our product stocks. Our employees have work experience in different areas of maritime, are aware of customer expectations and requirements, and have high expertise and experience in the field of ship spare parts supply and ship maintenance services."

We offer reliable spare parts fast

Mr. Uyanık summarizes the advantages Promarine Solution offers to its customers as follows; "An extensive logistics network provides great advantages in terms of spare parts supply and technical service. This network helps customers quickly access the parts and services they need. In addition, our logistics network ensures supply chain continuity and increases operational efficiency. By taking advantage of our high-capacity warehouse in China, we are able to provide our customers with reliable spare parts extremely quickly."

We are proud to offer high-quality OEM spare parts

Mr. Uyanık also emphasized the importance of receiving support from high-quality OEMs in the production of spare parts for the maritime industry: "High-quality OEM support is of great importance for us. High-quality OEM parts are produced according to the standards set by the ship manufacturers so that the parts are fully compatible with the ships. As Promarine Solution, we are proud to offer high-quality OEM spare

parts. Our stocks are sufficient to meet the high demand in the industry, allowing us to respond quickly and efficiently to our customers' needs. Thanks to our high-capacity warehouse, manufactured parts are distributed quickly and the continuity of the supply chain is guaranteed. OEM spare parts undergo strict quality control processes set by shipbuilders. OEM parts are designed to fit ships precisely, which simplifies the installation process and eliminates compatibility issues. Original spare parts have the required durability and performance standards to ensure the continuity and safety of ship operations. Manufactured using high-quality materials and precision manufacturing techniques, OEM parts last longer and reduce maintenance costs."

We produce superior solutions with Pro-Optima

Explaining that they established Pro-Optima by joining forces with Optima Power, Uyanık said, "With Pro-Optima, we aim to offer superior solutions in ship routine maintenance services. With this cooperation in the Tuzla region, we increase our effectiveness in regional markets by working with experienced companies in the field. In addition, with our office in Tuzla, we can provide closer and faster service to our customers. In this way, we continue to offer the best service to our customers."

We aim to further strengthen our reliability in the sector

Mr. Uyanık expressed the company's future goals as follows; "Our goal is to increase the operational efficiency of our customers by providing high-quality spare parts and technical services in the maritime industry. With our global reach and wide product portfolio, we aim to address different maritime markets around the world and increase our reliability in the sector. We also attach great importance to developing mutually beneficial and long-term relationships with our business partners."





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It all started with our passion for classic yachts



Ceyda Hilal Eğerci



that Türkiye has great potential in yacht charter and management. However, in order to fully utilize this potential, the sector needs to be developed in various areas."

We see that we made the right decision in establishing MCE Yachts

Explaining the story of MCE Yachts from yesterday to today, Ms. Eğerci said, "As MCE Kargo, we were already carrying out our activities in the maritime sector. We decided to carry this experience, which our business has given us over the years, to the yachting sector and established MCE Yachts, which we can call a boutique company. The interest and high demand we have seen recently show us more and more clearly every day how we have made the right decision in this regard."

Our passion for classic yachts

Speaking about MCE Yachts' success in the field of classic yachts, Ms. Eğerci said, "It all started with our passion for classic yachts. The boats created by world-renowned Turkish designers and great masters were our focal point. After we bought our first boat, Shiraz, the feeling of a classic yacht further reinforced our existing passion. But I think the real turning point for us was Larimar. We can say that the inclusion of an iconic boat like Larimar in our lives clarified the path we wanted to walk."

MCE Yachts services

Speaking about MCE Yachts' fleet, Ms. Eğerci said, "As MCE Yachts, we provide classic yacht buying and selling, new build, refit, charter and boat consultancy services. We also host boutique events for our guests with our iconic boat Larimar. Our general focus is on classic motor yachts. In addition to this, our sailing boat named Knidos in the Tirhandil style, which is a Bodrum heritage, has recently joined our fleet."

Our renovated yachts shine like stars

Saying that the refit process, i.e. the maintenance and renovation process, does not only bring classic boats to the seas, Ms. Eğerci said, "At the same time, we also restore the boat to its former glittering days and make them shine like a star in Türkiye's unique seas. It is very valuable for us to witness and experience this process as a necessity of our job. As you can see from our passion for classics, it was inevitable for us to use old and rare accessories in our offices. We collected each piece one by one, over time, from carefully recycled ships. That's why we think that our Istanbul and Bodrum offices are not just offices, but special spaces where you will continue to feel like you are at sea."

Classics are timeless boats

Commenting on the current increase in interest in classic design yachts, İfei said,



"Classics are timeless boats. I think it is also very important for sustainability to be able to use a good classic boat made by a good designer safely and with pleasure for many years. We can even say that it is the exact equivalent of true sustainability. When we talk about our boats, we often emphasize "Classic but dynamic" and we want to tell sea enthusiasts that they can enjoy the pleasure of a classic boat and the comfort of a modern boat at the same time. We think that the interest in classics will increase even more over time. Our favorite routes are the Bosphorus, Golden Horn and the islands. Of course, Bodrum bays are indispensable for the summer season."

Recommendations for sea enthusiasts

Giving advice to sea enthusiasts, Ms. Eğerci said, "In Türkiye's unique seas, we want to see more of our classic boats that carry a deep soul beneath their aesthetic appearance and stand the test of time. As our world-renowned designer Tanju Kalaycıoğlu said, "Our classic boats are our national treasures" and we should protect them better. We have many exciting projects that we plan to realize in the coming days. In time, we will be announcing them all on our social media accounts. However, we already have some very exciting news that we would like to share with you: We will prepare Knidos and participate in the Bodrum Tirhandil Cup. We will also exhibit our Larimar and Leylim boats at the Bosphorus Boat Show, which will take place at Marintürk Istanbul City Port Pendik between October 26 - November 3, 2024.

Bringing the knowledge and experience of its founding partners to the world of yachting, MCE Yachts offers sea enthusiasts an unforgettable journey on Türkiye's unique coasts by prioritizing aesthetics and sustainability. Ceyda Hilal Eğerci, Co-Founder of MCE Yachts, which brings classic yachts back to life with modern touches, emphasizes the unique feeling of classic yachts and their place in the modern maritime world.

A graduate of Public Relations, International Trade and Logistics, Ceyda Hilal Eğerci, Co-Founder of MCE Yachts, is currently pursuing a master's degree in logistics and supply chain. Ceyda Hilal Eğerci, who started her career in this sector 4 years ago at MCE KARGO and said that she gained valuable experience in the logistics sector during this time, has been continuing her career at MCE YACHTS, of which she is the co-founder for the last 1 year.

Stating that she adopts an innovative and solution-oriented approach in her business life, Ms. Eğerci said, "I have always aimed to provide the best service to our customers and to manage logistics processes in the most efficient way. With MCE YACHTS, we maintain the same quality and customer satisfaction-oriented service approach in the field of maritime tourism. I aim to make a difference with both my experience in the logistics sector and my initiatives in this new business area."

Türkiye has great potential

Stating that the yacht charter and management sector in Türkiye has shown a great development in recent years, Ms. Eğerci said, "Especially the

Mediterranean and Aegean coasts have become attractive destinations for yacht tourism. Regions such as Bodrum, Marmaris, Göcek and Fethiye are some of the centers of yacht tourism. However, in order for the sector to develop further and meet international standards, some deficiencies need to be completed and improvement steps need to be taken. Although the number and capacity of marinas in Türkiye has increased in recent years, they are still struggling to meet demand in the summer months, especially in popular destinations. New marinas need to be built and the capacities of existing marinas need to be increased. Türkiye's yacht tourism potential needs to be better promoted internationally. The country's attractiveness can be increased through participation in international fairs, the development of digital marketing strategies and the establishment of international collaborations. Special incentives and supports can be provided for yacht construction and maintenance. Thus, the sector can be expanded by encouraging domestic production. Yacht tourism should not be limited to the summer season, but should be supported by different tourism activities such as winter tourism, cultural tours and special events. In conclusion, it is clear



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Adds PLUS value to projects



Taner Çakır

Speaking about the establishment of the company and its position in the sector, Mr. Çakır said, "Established about 23 years ago with the mission of "Adding PLUS value to projects", ARTI Denizcilik serves its customers in all sub-branches of the maritime and shipbuilding industry with its experienced staff and prestigious representation portfolio. Our main field of activity is commercial projects, military projects, yacht and tugboat projects, and we offer systems, spare parts and services to these projects with the world brands we represent. The satisfaction of our business partners is our priority and we contribute impartially to the establishment of relationships based on justice and trust between the companies we represent and their customers. While we are proud to be known in the sector with a trade understanding based on honesty, the feedback we receive from our business partners motivates us to follow the developing technologies and innovations to meet the needs of the sector."

Services and regions of operation

Providing information about the services offered by ARTI Denizcilik and the regions in which it operates, Çakır said, "We are currently the representative of nearly 40 European companies in Türkiye and we supply our customers with equipment, mainly engine room and deck equipment, as well as outfitting materials, military systems and measurement equipment. To follow the needs of the sector and develop technologies, we participate in the most important fairs, events, and trainings of the shipbuilding industry and maritime sector as a team and transfer our gains and experiences to the projects we are a part of. In recent years, as the Turkish shipbuilding industry has started to focus on niche, more technological, and environmentally friendly projects, our product range has started to diversify in this direction. We can say that fishing vessels equipped with the latest technology, offshore support vessels, and ferries are the main projects we work on. We also supply different equipment for shipyards that build tugboats and mega yachts/superyachts, which we can characterize as factories. In addition to these, Türkiye is now in a position to export military ships. Our military shipbuilding sector continues to increase its experience with various ship types. We are proud to be a part of these projects with the solutions we have been offering for years. In addition, one of our focal points in recent years is to contribute to our country's exports by bringing together our quality domestic manufacturers with the companies we represent."

Certificates and brands

Providing information about the certificates they hold and the main

Taner Çakır, Sales Manager at ARTI Denizcilik, who graduated from Yıldız Technical University, Department of Naval Architecture and Marine Engineering, says that he decided to continue his career in sales after a short experience in navigation. After assuming various duties in the company he joined five years ago, the successful sailor is now the sales manager at ARTI Denizcilik.



brands they represent, Çakır said, "As ARTI Denizcilik, we have ISO 9001 certificate within the scope of shipbuilding materials supply services, and the companies we represent can also provide the class certificates requested on a project basis. Although we can supply different equipment from each other, the technologies under the concept of "Green Ship" today create diversity in our product range. The solutions we supply in this context include waste heat recovery systems, energy efficiency solutions, alternative fuel and digitalization-oriented solutions. Especially waste heat recovery in ships and generating electricity from recovered waste heat are systems that we have been working on frequently in the projects of European shipowners recently."

"We cooperate with companies with high reputation"

Providing information about the new equipment they have recently added to their company's product range, Çakır said, "In parallel with the current

needs of the sector, we cooperate with companies with high international reputation. Recently, we have established brand new collaborations with companies such as Spanish HAWKE for cable transit solutions, Belgian ILS for cargo security and lashing solutions, British DASIC Marine for tank washing and ventilation solutions, and Norwegian BRUUSGAARD for gas detection and security solutions."

Targets

Giving information about the company's targets and plans in the medium and long term, Çakır said, "As ARTI Denizcilik, we are aware of the responsibility of being a part of the Turkish shipbuilding industry, we continue our cooperation with all our business partners based on trust and honesty, and we improve ourselves with all the innovations brought by the sector. Our goal is to provide added value to the projects we are involved in and to continue to successfully serve the Turkish maritime industry."



Professional solutions to the needs of the market

Expressing that they provide technical support and engineering services to companies in the maritime sector through the company he established in 2005 after his experiences in the sector, Bodursan Maritime and Engineering Services Technical Manager Barış Bodur said that they offer professional solutions with their customer-oriented service approach.

Bodursan Maritime and Engineering Services started its activities in the Istanbul Tuzla region in 2005. The company continues to work to meet the needs of the sector with the products and services it offers. Technical Manager of Bodursan Maritime and Engineering Services Barış Bodur, after listing the main services they provide as a company, continued his words as follows: "Our rich services based on the supply of technicians and materials for repair-maintenance works among the works we do in shipyards have added a lot of experience and mastery to me. The early days of my career have always been a plus for me due to the intensity of our work. In addition to this, conducting the first and last control tests of the ships at the anchorage before and after the shipyard has improved my professional perspective."

"I am at the service of the sector with all my experience"

Bodur said, "I know the importance of my position as of today. I have the knowledge, know-how, expertise, and experience that is sought after and

desired in this sector. By adding Ship Agency services to our service network that we have had in the past years, we can offer all kinds of services 24/7 in every port of Türkiye, with our entire team and full capacity."

"We work in all ports"

Bodur, who also listed the works they offer to the sector, said, "We offer all maintenance and repair services in the engine room in all ports, ship electrical-electronic equipment renewal, malfunctions, and needs. We offer these services with our company's service network, service quality, and friendly team. Customer satisfaction is essential for us. Work safety is central to our work. We offer quality with our services such as cleaning, washing, painting and lubrication of hatches and hatch covers that are likely to be worn according to the last cargo status transported from transit ship waiting areas to tanker, dry cargo, and iron waiting areas."

"We provide convenience to our customers"

"We can observe the increase in costs and decrease in purchasing power due



to the economic problems we have been experiencing in our country in recent years in our sector as in every field and we follow this situation sensitively," said Bodur and continued his words as follows: "While offering our services, we try to relieve ship owners and operators to some extent by producing payment facilitation and cost solutions without compromising our quality. We offer services by targeting customer satisfaction regardless of the distance, wherever the ships are in our country, and whichever port they visit. Based on the principle that the satisfaction of our customers is 'our happiness', we are doing business that we can be proud of."

Quality of service

Underlining that they are good at supplying services, materials, and technical personnel that can be provided to ship owners, owners, and operators,

Bodur said, "We offer solutions for the supply of the requested materials, personnel training, foreign language knowledge needed in personnel, complete preparation of relevant documents and certificates, execution of visa procedures and travel ability solutions. Thanks to the full support and efforts of our state in this regard, the point our country has reached today is a source of pride."

A school discipline with the quality seen as an Ecole

Barış Bodur said, "We operate within the framework of an école-school discipline in personnel training in our company. Our first projects were to receive the technical training needed and to ensure occupational safety at work. It should be a basic goal for the sector to produce the demanded material supply in the industrial areas of our country, thus reducing both supply and transportation costs."

"The state should support human development"

Sharing his views on education and work experience, Bodur said, "In summary, what is essential to consider is that state authorities should fully support industrial training and technical capacity building in schools and vocational fields in our country. They should contribute more to the right jobs and experts in this field and provide them with experience. There should be no room for nepotism and trade-oriented approaches in schools. In my opinion, young people who come for job applications are not sufficient in the field of technical capacity and education."

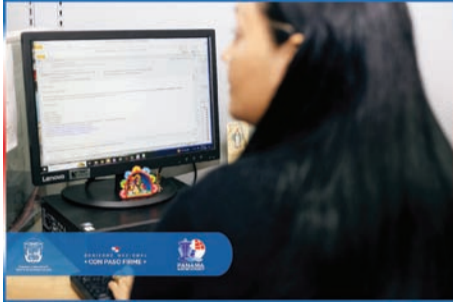
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THE PANAMA SHIP REGISTRY LAUNCHES ITS DIGITIZED SERVICE FOR RESPONDING TO USER QUERIES



Since Monday, July 8, the General Directorate of the Public Registry of Ship Ownership (DGRPN) of the Panama Maritime Authority (PMA) implemented an exclusive email address to monitor and resolve, uninterruptedly, all user queries.

The email address consultadgrpn@amp.gob.pa is attended by a group of specialists who will respond as soon as possible to queries, which will be documented and monitored until users see their questions resolved.

The director of the DGRPN, MSMB Marta Aparicio González, indicated that this service marks the beginning of a chain of digital changes proposed by the new administration of the PMA and aimed at improving interaction with our users at all times and from anywhere in the world.

The Panamanian Registry documents and certifies property titles, mortgages and other liens related to ships of the National Merchant Marine. Our

registries are made in Spanish and English, guaranteeing accessibility and understanding within the international maritime sphere.

The commitment of our Registry responds to the need to meet the demands of a non-stop operating sector, covering the multiple time zones in which global maritime traffic operates.

The DGRPN was transferred to the Maritime Authority of Panama since December 31, 2010, in compliance with Law 33 of 2010, in order to simplify and centralize the procedures related to the Registry of Ships in Panama, thus consolidating the services offered in one single public entity.

Efficiency in attention and agility in procedures are fundamental pillars in the mission and vision of the DGRPN. Communication channels and procedures have been established to achieve this purpose, allowing the registration of contracts related to ships expeditiously and without setbacks. This service extends internationally, facilitating registration matters from anywhere in the world through the Private Consulates of the Merchant Marine and the Economic and Commercial Offices of Panama abroad.

The DGRPN guarantees the legality and safety of transactions related to ships, contributing to the development and strengthening of maritime trade worldwide.

PMA EXCEEDS EXPECTATIONS IN FLAG REGISTRY AND REINFORCE ITS FLEET GROWTH STRATEGIES

The renewal of the Panama merchant fleet is one of the quality objectives of the Panama Maritime Authority (PMA), which is why the entry of vessels under 15 years of age to the Panama Ship Registry is being prioritized. As a result, 57% of ships registered in 2024 have an average age of four years. These vessels come mainly from the Asian market, a region in which the Panamanian Registry has technical offices (Japan, Singapore, South Korea, China, Hong Kong and the Philippines).

Among the strategies to improve the PMA indicators is also the recruitment of newly built vessels. The latest figures reveal indicators of 105% in compliance with this goal, meaning that Panama has exceeded its own expectations at the end of the first week of July 2024.

The fleet debugging process is also part of the PMA's plan to continue positioning itself worldwide. This consists of ensuring that the vessels of the Panama Ship Registry comply with current international regulations, which is why this year more than 5 million tons



of gross registration has been cancelled ex officio.

The PMA, through the General Directorate of Merchant Marine, carried out 771 new flag registries this year, which translates into 16.8 million gross tonnages (GT).

The Panama Ship Registry has 8,606 vessels, which represent more than 247.7 million of GT, according to IHS Markit international platform. In addition, Panama accounts for 15% of the world's tonnage, as seen in the "World Fleet Monitor" report, published at the end of June 2024 by Clarkson Research.

We are building safer maritime traffic in Türkiye



Minister of Transport and Infrastructure
Abdulkadir Uraloğlu

Minister of Transport and Infrastructure Abdulkadir Uraloğlu said, "In 2023, a total of 416 million tons of cargo was carried in the Bosphorus with 39 thousand ship movements. Approximately 165 million tons of these cargoes were within the scope of dangerous cargoes, including oil."

Minister of Transport and Infrastructure Abdulkadir Uraloğlu emphasized that Türkiye, which controls the Istanbul and Dardanelles Straits, among the most important straits in the world, is in a key position in terms of maritime transportation and international trade activities of countries in the Mediterranean and Black Sea Basin.

Stating that the Dardanelles Strait has the potential to pose a danger to navigation safety at least as much as the Bosphorus Strait, Uraloğlu said, "Turkish Straits Vessel Traffic Services consists of two parts, Istanbul Vessel Traffic Services Center and Çanakkale Vessel Traffic Services Center, and covers a total area of 204 miles. Istanbul Vessel Traffic Services Center consists of four sectors starting from the Black Sea entrance of the Bosphorus, namely Sector Türkeli, Sector Kandilli, Sector Kadıköy, and Sector Marmara. The area of responsibility covers an area of 80 miles. Our Çanakkale Vessel Traffic Services Center, on the other hand, consists of three sectors starting from the Marmara Sea entrance of the Dardanelles, namely Sector Gelibolu, Sector Nara, and Sector Kumkale. The area of responsibility is 124 miles."

416 million tons of cargo was transported in the Bosphorus in 2023

Uraloğlu said that they observe and manage maritime traffic 24/7 with the help of devices such as radar, electro-optical cameras, signal receivers and transmitters at a total of 16 traffic observation stations deployed at various points of the straits with two centers, and added, "I would like to share some statistics with you in order to better understand how intense ship traffic they manage. In 2023, a total of 416 million tons of cargo was transported in the Bosphorus with a total of 39 thousand ship movements, and approximately 165 million tons of these cargoes

were within the scope of dangerous cargoes, including oil. Of the 9,300 tankers carrying these dangerous cargoes, 2,000 of them are ships of 200 meters or more in length, carrying over one million barrels of crude oil at a time." Stating that a total of 44 thousand 892 ship movements took place in the Dardanelles in 2023 and 550 million tons of cargo were carried, Uraloğlu reported that the total amount of dangerous cargo carried was 185 tons and 2 thousand 500 tankers over 200 meters. Thus, the number of ships passing through the straits reached 83 thousand 892 in 2023."

A steady increase in the number of ships larger than 250 meters in the last 5 years

Uraloğlu said that in the last 5 years, there has been a steady increase in ship size groups, especially in the number of ships larger than 250 meters, and added, "At this point, the responsibilities of our Vessel Traffic Services Centers and the General Directorate of Coastal Safety increase to increase the safety of navigation, life, property, environment, and maritime safety."

Our pilotage service is important

Drawing attention to the increase in the pilotage service provided by the General Directorate of Coastal Safety and the increase in the rates of this service, Uraloğlu said, "In this regard, the pilotage rate in the Bosphorus, which was 40 percent in 2003 and 51 percent in 2013, has been increased to 65 percent in 2023. Likewise, the pilotage rate in the Dardanelles, which was 29 percent in 2003 and 43 percent in 2013, has been increased to 55 percent in 2023. These rates have reached 99 percent in the Bosphorus and 78 percent in the Dardanelles for ships over 150 meters by 2023."

Uraloğlu also shared information about the escort service provided by the General Directorate to risky ships passing through the Turkish Straits and said, "The number of ships provided escort service in the Bosphorus, which was 848 in 2017, has increased to 8 thousand as of 2023. In the Dardanelles, the number of ships provided escort service, which was 574 in 2017, has increased to 2,500 annually."


"We are building a safer and fully nationalized Türkiye at sea"

Uralolu stated that the Directorate General of Coastal Safety keeps pace with the constantly developing technology and continues to strengthen its fleet to fulfill its duties and responsibilities at the highest level and said, "Just yesterday, the signatures of the investment for the domestic production of 4 tugboats with a towing capacity of 2 70 tons and 2 80 tons and 6 pilotage boats in Turkish shipyards, which will add strength to the operational power of our General Directorate and will be used wherever needed, especially in the Turkish Straits, were signed."



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The position of the Turkish merchant fleet in the world

According to the 2024 Maritime Sector Report of IMEAK Chamber of Shipping, Türkiye ranked 12th in the world with a total of 1,962 foreign and national flag fleets. While Greece ranked first with 5,068 vessels, China ranked second with 9,043 vessels and Japan ranked third with 4,321 vessels.



Looking at the distribution of the world's 30 countries with the largest fleet under their own flags as of 1 January 2024 (1000 GT and above), Greece ranks 1st, China ranks 2nd and Japan ranks 3rd in national and foreign flag vessels, while Türkiye ranks 12th. As of the beginning of 2024, Türkiye's ratio of national flag vessels is 17.7 per cent in terms of numbers and 82.3 per cent in foreign flags. The ratio in terms of DWT is 12.6 per cent in national flag and 87.4 per cent in foreign flag. Of the 30 countries, 22.9 per cent of the vessels in terms of DWT are operating under national flag and 77.1 per cent under foreign flag.

TOTAL FLEETS OF COUNTRIES (1 JANUARY 2024)

COUNTRIES	TOTAL FLEETS	1000DWT	1000TEU	AGE	Foreign Flag DWT%
GREECE	5.068	420.318	1.847	13,7	86,8
CHINA	9.043	392.875	5.000	13,0	68,4
JAPON	4.321	255.923	2.483	9,5	84,7
S. KOREA	1.657	100.262	1.040	14,8	81
SINGAPORE	1.606	83.901	1.171	13,1	70,3
NORWAY	1.685	80.903	524	15,9	80,3
GERMANY	2.180	74.534	3.466	15	90,1
TAIWAN	1.019	62.342	1.826	12,7	90,8
HONG KONG	1.154	56.432	105	17,1	60,9
ITALY	1.223	55.335	2.849	17,7	88,5
USA	1.146	55.253	216	17,3	89
TÜRKİYE	1.962	47.976	324	22	87,4

SOURCE: ISL January-February 2024

In 2000, the fleet under the control of Turkish shipowners was 9.1 million DWT, of which 90.6 per cent was Turkish flagged and 9.4 per cent was foreign flagged. While these indicators show 38 million DWT at the end of 2023, the share of Turkish flagged vessels in this figure is 14.3% and the share of foreign flagged vessels is 85.7%. As of 1 January 2024, there is an increase of 25.9% between the foreign flagged vessels of Turkish shipowners and Turkish flagged vessels of 1000 GT and above compared to the beginning of 2023 and the beginning of 2024.

TURKISH FLAGGED AND FOREIGN FLAGGED SHIPS OF TURKISH ARMATORS (1000GT and above)

YEARS	TURKISH FLAGGED			FOREIGN FLAGGED			TOTAL FLEET		ANNUAL DWT CHANGE %
	UNIT	1000 DWT	%	UNIT	1000 DWT	%	UNIT	1000 DWT	
2010	560	7.246	42,1	665	9.954	57,9	1.225	17.201	12,2
2011	547	7.797	39,7	672	11.863	60,3	1.219	19.660	14,3
2012	523	8.479	37,6	642	14.093	62,4	1.165	22.572	14,8
2013	627	9.488	31,3	842	20.838	68,7	1.469	30.326	34,4
2014	599	8.580	28,2	890	21.846	71,8	1.489	30.427	0,3
2015	564	8.297	30,2	834	19.209	69,8	1.398	27.507	-9,6
2016	551	8.272	28,4	984	20.879	71,6	1.535	29.151	6,0
2017	525	7.800	26,7	1.022	21.465	73	1.547	20.265	0,4
2018	483	7.288	25,5	1.028	21.323	75	1.511	28.611	-2,2
2019	457	6.831	23,9	1.027	21.758	76	1.484	28.589	-0,1
2020	410	6.194	21,1	1.074	23.157	79	1.484	29.352	2,7
2021	384	5.432	18,8	1.108	23.497	81	1.942	28.929	-1,4
2022	353	5.157	16,8	1.164	25.523	83	1.517	30.680	6,1
2023	345	5.447	14,3	1.352	32.649	86	1.697	38.096	24,2
2024	348	6.026	12,6	1.614	41.950	87	1.962	48	25,9

SOURCE: ISL January-February 2024

As of 1 January 2024, according to the Shipping Statistics and Market Review, Turkish flagged vessels of 1000 GT and above are 6.0 million DWT, while the foreign flagged vessel tonnage of Turkish shipowners is 42.0 million DWT.

When the ships operating under foreign flags are added to the national flags of the countries with the largest fleets in the world, Greece ranks 1st with 410.3 million DWT, China ranks 2nd with 392.9 million DWT, Japan ranks 3rd with 255.9 million DWT and South Korea ranks 4th with 100.3 million DWT.

Among Türkiye's neighbours, Greece (56.3 million DWT) ranks first in the world in terms of national and foreign fleet, Greek Administration of Southern Cyprus (29.8 million DWT) ranks second, Iran (20.5 million DWT) ranks third, Russia (10.3 million DWT) ranks fourth and Türkiye (6.8 million DWT) ranks fifth.

MARITIME TRADE FLEETS OF TÜRKİYE AND NEIGHBOURING COUNTRIES (300 GT AND ABOVE)

WORLD RANKING	COUNTRY	TOTAL FLEETS	100 DWT	WORLD DWT%	ANNUAL DWT CHANGE %
9	GREECE	805	56.271	2,5	-4,9
11	SOUTHERN CYPRUS	801	29.787	1,3	-2,3
17	IRAN	497	20.535	0,9	1,6
22	RUSSIA	1.606	10.315	0,5	7,6
30	TÜRKİYE	668	6.791	0,3	10,4
54	EGYPT	100	1.644	0,1	6,7
91	UKRAINE	97	270	0	-0,4
100	SYRIA	7	143	0	-42,4
109	BULGARIA	24	96	0	0
120	ROMANIA	16	41	0	-2
145	GEORGIA	4	3	0	-

SOURCE: ISL JANUARY-FEBRUARY 2024



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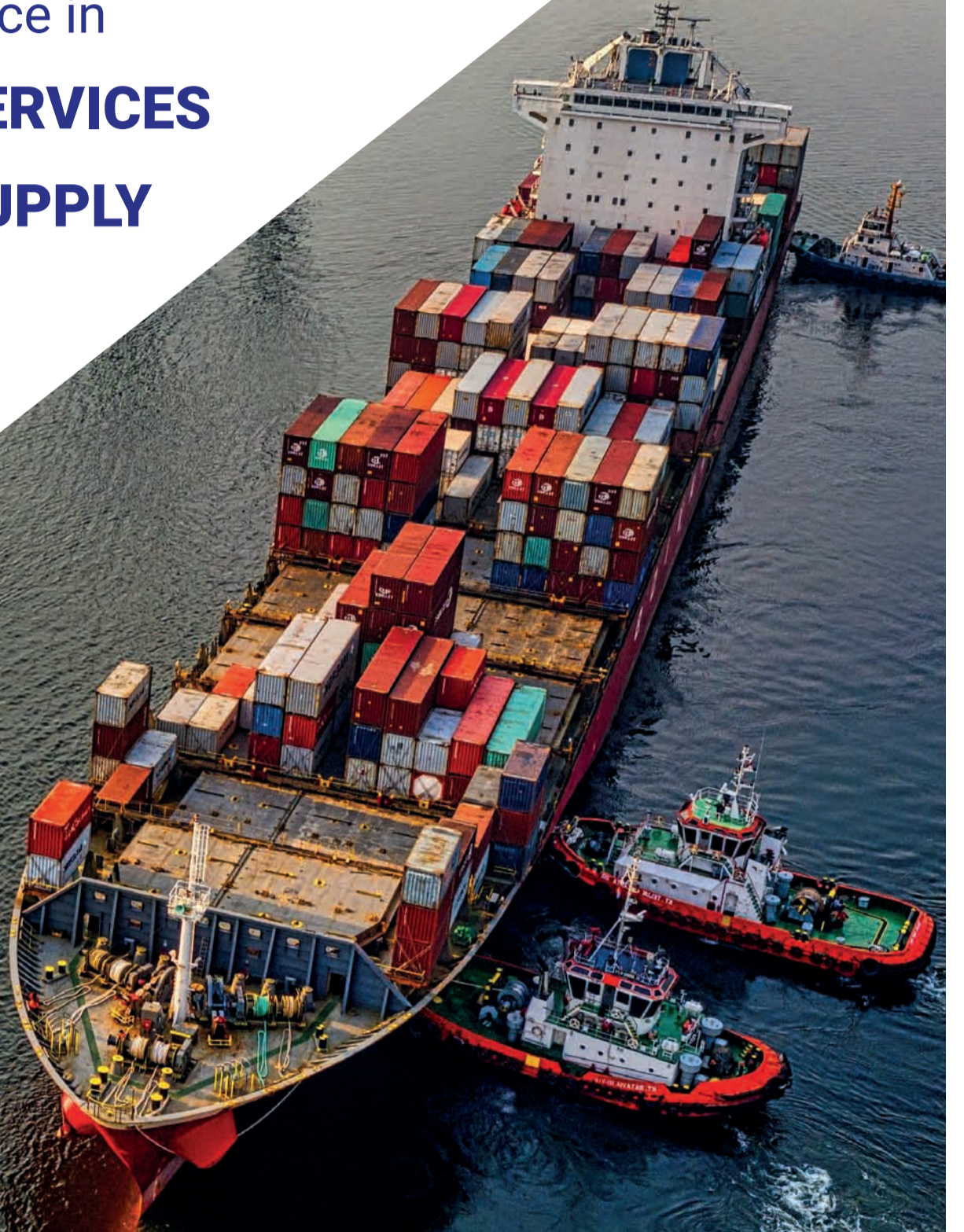
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The day you say “I know everything now” is the day you are screwed

We had a pleasant conversation with Selçuk Esenyel, Founding Partner of Esenyel&Partners, which is the most engaged firm in the field of maritime law in Türkiye which also operates within the international arena. We asked him about the problems frequently experienced in the field of Maritime Law. Esenyel, who shared his ideas with us with his sincere, open and solution-oriented approach, is one of our lawyers who is well established in his profession and has spread Maritime Law to every aspect of his life. With correspondent lawyers and offices in all port cities and in many countries around the world, Esenyel&Partners Attorneys and Consultancy's employs more than 100 employees who work non-stop with the motto “The day you say ‘I know everything’ is the day you are screwed”.

Born in Ankara in 1983, Selçuk Esenyel, whose family origin is from Çorum, had to continue his education in many cities and countries as the son of a military father. After completing his university education in Türkiye, Esenyel completed his master's degree in England and then joined the working life in England. Stating that he has been in this sector for about 18 years, Esenyel said, “I am an amateur fisherman however, I cannot spare as much time for myself as I did previously because I work very hard. But this conflict allowed my job and my sector to be my passion. The sea is in every aspect of my life and gives me a lot of pleasure.”

Esenyel, who stepped into business life in the last two years of his education, while still attending law school, said, “It was during these periods that I realized that lawyers should specialize, as in some other professions. I believe that we perform a very sacred duty. In this sense, I think that we should do our job competently and properly. In this respect, I have adopted the principle of specializing in a field personally but extended our services by adding specialists lawyers into the team. After completing my master's degree in Maritime and Commercial Law, I started to work and later I founded Esenyel & Partners in 2010. Currently, we provide services to this sector with more than 100 employees and try to respond to the needs of the sector. Our team consists of young, dynamic and most importantly sea-loving professionals like me.”

Maritime legislation in the world and in Türkiye

Esenyel evaluated how adequate and up-to-date the regulations on maritime law in our country are compared to the international legislation and said, “With the Turkish Commercial Code that entered into force in 2012, most, if not all, of the international legislation has entered into our laws and started to be implemented. With our new Code, many of the problems we experienced before 2012 have been eliminated.

What are the main problems of shipping community

Esenyel said, “I can easily say that shipping community faces a lot of problems these days due to ongoing conflicts between Ukraine- Russia and now in Israel”. Black Sea trade is highly

affected due to sanctions and long waiting times. We urge all shipping community about the sanctions and do a proper compliance check. We had to establish a team who is only working on sanction issues and doing checks for our Clients. The sanction issue is very important especially in terms of getting on the sdn lists and claims are rejected by the respective insurers.

We also note that the payment system is also another problem since the banks are very reluctant to make payments for any type of shipping activity. There is no flexibility at all and we are always in touch with the banks for improving the services. I hope the conflicts will come to an end soon and shipping community will have a breath soon. As our founder Mustafa Kemal Atatürk said: “Peace at home, peace in the World”.

“The education provided at universities is not good enough”

Esenyel, who evaluated the competence of young lawyers graduating from universities in these areas, said, “This is a very important issue that I emphasize, since maritime is an international field, it is important to follow the current legislation very well and to know the principles of International Laws. First of all, our merchants need to accept preventive law and introduce it into their lives. If counseling is taken at the beginning, the likelihood of problems is always lower. Knowing the legislation is a must. I have been in this profession for a long time, but I still read domestic and foreign court decisions on a daily basis. There is no such thing as completion of development in our business. The day you say you know everything is the day you are finished. The education given at universities is of course not enough. Very basic concepts are taught. However, unfortunately, there is a problem of private universities in our country. Especially our private universities convince both parents and students that as soon as they graduate from school, they are equipped like an expert and can find a job in an expert staff. However, the situation emerges when young friends face the reality. Generation Z is quite impatient. They don't have an agenda like learning a job and gaining experience. All their goals are unfortunately how to make money earlier and faster. In addition, maritime is an international business and foreign language is a must.



Selçuk Esenyel

“When business is good, lawsuits decrease”

I also wish our government would declare a region or an island as a duty-free area and open a new registry for the establishment of offshore companies, banking services, transit trade and the registration of boats and vessels belonging to foreigners. With such a project, I think we can bring foreign investors to our country as in Dubai, Singapore or the British Isles so that we can have build a new business center.

Commenting on the issues on which maritime law disputes are dominantly focused in Türkiye, Esenyel said, “As a matter of fact, when the markets are good, the number of lawsuits decreases and we

deal more with sudden developments. Indeed, the worst settlement is better than the best lawsuit. Believe me, it is also better for lawyers. Because both the clients and us are under more stress during the trial process. It is generally thought that lawyers are the ones who create animosities, but this is not the case. I have seen an increase in the number of ship fearer cases recently. I think times are changing and the perspectives of seafarers are also changing. In this regard, we need radical changes in both the education system and the legislation.”

I wish all shipping community fair winds and calm seas.

ABOUT US

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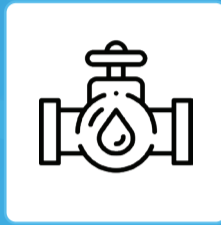
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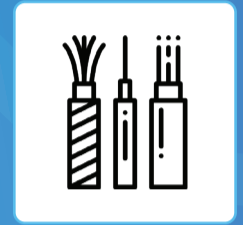
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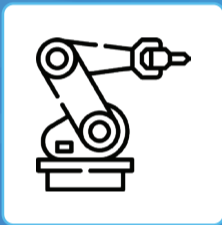
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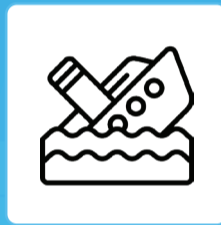
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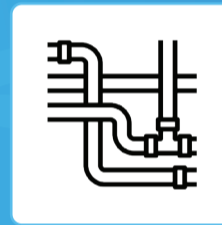
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OUR LOYDS



Turkish service quality from Hamburg to the world

Captain Kerim Şafak Özcan, Co-Founder and Operations Manager of Maveks Marine Survey & Consultancy Co. Ltd. talked about the position of his company, headquartered in Hamburg, in the sector and gave information about the services they provide.



Kerim Şafak Özcan

Captain Kerim Şafak Özcan, Co-Founder and Operations Manager of Maveks Marine Survey & Consultancy Co. Ltd, stepped into the maritime sector in 2001 after graduating from the ITU Maritime Faculty Deck Department. In 2006, after working on various ships, he started to work at the Harbour Master Istanbul as a Port State Control Officer (PSCO). Mr. Özcan voluntarily left this job in 2014 and worked in ship management companies and maritime consultancy firms for 3-4 years. After all this experience, he founded Maveks Marine Survey & Consultancy. "We carry out inspections on all kinds of ships in all ports of the world on behalf of the Shipowner / Charterer / P&I and Flag State," said Özcan.

Özcan reminded that they are a company established in Istanbul in 2015,

"Currently, our head office is located in Hamburg, Germany. We are concentrated in all Turkish ports, but we provide services in ports all over the world, especially in Northern Europe."

Services provided

Özcan summarizes the services they offer as follows: "Our company provides the following services as authorized by Hydor, Thomas Miller Specialty, Hanseatic P&I, London P&I, The Standard Club London, West of England P&I and Anadolu Sigorta & HDI Sigorta etc."

- Pre-Loading Survey - Tally
- Hatch Cover Ultrasonic Test
- Condition & Entry Survey / Draft Survey / Port Captain and Supercargo Services,
- Value Assessment Survey / P&I and H&M Entry - Condition Survey / Pre-purchase Survey,

In addition;

Flag State Inspection (ASI) – Barbados and Liberian Flag, (All Ports)

Preparing for and accompanying PSC, Flag State & Classification Surveys inspections, Vetting Surveys / Internal / External Audits,

Cargo Surveys, Sealing / Unsealing,

Bunker Quantity Survey (BQS),

On/Off Hire Bunker & Condition Survey,

In addition, with the overseas expansions that we started in 2018, all of the services we offer in Türkiye are provided by our surveyors in the following ports,

- Hamburg – Bremen - Rostock / Germany
- Aalborg - Skagen / DENMARK
- Galler / England
- Ghent / Belgium
- ARA Region (Amsterdam, Rotterdam, Antwerp)
- Casablanca / Morocco
- Egypt, Algeria, Tunisia
- Dubai,
- Singapore,

"Since our head office is located in Hamburg, we generally serve foreign shipowners in Turkish ports and Turkish Shipowners in European ports. In addition, as the Flag Authority of Barbados and Liberia, we carry out "Annual Safety Inspection" (ASI inspection) on behalf of the Flag State all over the world, especially in Northern Europe."

"Our employee with the least experience has 10 years of experience"

Speaking about the goals and plans of the company in the medium and long term, Özcan said, "Maveks Marine holds the Certificate for International Inspection Company. Our mission is to provide high-quality marine survey and consultancy services to our customers with our expert staff. All of our personnel have at least 10 years of sea experience, Farewell Captain, and Chief Engineer qualifications. Our company has been serving in the field of Marine Survey activities since 2015. With the bilateral cooperation we have made recently; In all ports of Türkiye (including the Straits) and European Countries, especially all ports, International Ship Operators, Shipowners, Ship Management Companies, P&I, and H&M organizations, the above-mentioned services are provided by our surveyors on behalf of the Flag State."



From being an intern to becoming a general manager



Talha Orhan

Saying that he decided to establish Mono Marine after this experience in the sector, Talha Orhan, the general manager of the company, continues his words as follows: "With this move, I made significant progress in my career by gaining experience in management. In particular, I stood out with my respect and commitment to my job, which allowed me to consolidate my position in the sector. Next February, Mono Marine will have completed its second year in business. Here, I am taking my Mono Marine career further with the idea of always innovating in the services we provide to tanker vessels. Throughout this journey, each different vessel we have served has made me a better equipped and successful professional."

Mono Marine General Manager Talha Orhan, who started his career in the sector in 2009 with an internship on a tanker ship, worked as a service engineer in the service department of several different companies in the sector after his internship. Stating that he gained valuable experience in marine automation during these years, Orhan said that he had the opportunity to better understand the dynamics of the sector.

Innovative solutions in the industry

Speaking about the position of his company in the sector, Orhan said, "Mono Marine was established in 2022 to provide innovative solutions in the maritime industry. Initially, it focused on providing service to tanker ships and gained a solid place in the sector in a short time. Today, our company, which has a wide service network on a global scale, is in an important position in service and spare parts trading. We are continuously increasing our reliability in the sector with our high-quality service understanding and customer-oriented approach."

Wide range of services

Giving information about the services offered by the company and the regions where it works, Orhan said, "Mono Marine offers a wide range of services. Our main services include marine automation services and spare parts supply and distributorship. Our company operates in regions such as Europe, Asia, America, the Middle East, and Africa. Thanks to our presence in these regions and our understanding of local markets, we provide

our customers with comprehensive and integrated solutions to meet their global maritime needs."

Serving the world

Underlining that Mono Marine has a comprehensive service network in the maritime sector, Orhan said, "We have teams operating in different parts of the world. We provide various maritime services in ports, shipyards, and sea routes in Europe, Asia, America, the Middle East, and Africa. We provide uninterrupted service to our customers on a global scale. As Mono Marine, we aim to provide the best experience to our customers by continuously increasing our service quality at international standards."

Targets

Giving information about the goals and plans of his company in the medium and long term, Orhan said, "Our company Mono Marine aims to further strengthen its position in the maritime sector in the medium and long term. Our priority plans include reaching more customers by expanding our service network,

increasing efficiency by improving our technological infrastructure and investing in sustainability projects. In addition, our strategic priorities include expanding our global presence by entering new markets and offering innovative solutions to our customers. In line with these goals, we plan to move forward by following the best practices in the sector and continuously improving ourselves."

Expert staff that attaches importance to development

Orhan said, "Our company attaches importance to the continuous training and development of its employees and provides services with its expert staff. We also continuously improve our service quality by taking customer feedback into account. We also develop pioneering projects on sustainability and innovation. In this way, we aim to ensure long-term success and customer satisfaction in the sector."



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Greener, smarter, more efficient: SMM is a hot spot for maritime innovation

The maritime economy is in the midst of the green transition, and advanced technologies are the enablers of this sweeping transformation. At SMM, international exhibitors will showcase the latest products and ideas paving the way into the future of shipping.

From wind jammers to steamships, and then to diesel engines: the maritime industry has had to re-invent itself at several instances in its history. But never has it seen change as radical as today. “Decarbonisation offers the industry the historic opportunity to take a leading role in the global efforts to combat climate change. It is an unbelievable innovation driver,” says Claus Ulrich Selbach, Business Unit Director Maritime and Technology Fairs at Hamburg Messe und Congress. At SMM, from 3 to 6 September, exhibiting companies will demonstrate in a compelling way how innovative solutions can increase efficiency, cut emissions and improve safety and security at sea. “Through new formats and exhibition sections, such as the Future Fuels Area, we want to give a boost to the innovative capabilities of our industry while establishing SMM as the key platform for sustainable maritime technologies,” says SMM Director Christoph Lücke.

Future fuels: not an option but a must

In the new Future Fuels Area, the award-winning French developer of hydrogen-based energy systems Genevos will highlight its recently-certified 250 kW H2 fuel cell module (HPM-250) for maritime applications. “Our modular drop-in solution offers high scalability and redundancy, whilst operating with no vibration, reducing maintenance requirements and conforming to zero emission regulations,” says Phil Sharp, CTO and Co-Founder of Genevos.

The Norwegian manufacturer Bergen Engines will promote its new engine generation. “The ready-to-sell offering of a

25% hydrogen blend engine is a testament to our dedication to providing cleaner and more efficient energy solutions. We are proud to offer our customers engines that not only meet their performance needs but also contribute to a greener future for our industry,” says Jon Erik Røv, Managing Director of Bergen Engines. Roughly 20 companies are participating in the Future Fuels Area: SMM | Future Fuels Area - SMM (smm-hamburg.de)

Refitting: upgrading the fleet in service

Demand for eco-friendly and energy-efficient ships is increasing steadily, and refitting the fleet in service is a major topic for shipowners. It also harbours substantial business opportunities for shipyards and component manufacturers. There are intriguing retrofitting options, including inventions like the eSails offered by the Spanish start-up Bound4Blue. “Our solution enables shipowners and operators to reduce their environmental footprint while cutting fuel costs. Because ‘good for the planet’ can also mean ‘good for your business’,” says Co-Founder and COO Cristina Aleixendri. Her company’s wind-assisted propulsion solution can reduce fuel consumption by up to ten per cent.

The rotor sail, also called Flettner rotor, could be called the mother of all wind propulsion technologies. The finish company Norsepower has developed a radically modernised version of a concept originally invented in Germany roughly 100 years ago. “Thanks to high-tech materials and sophisticated automation, our Norsepower Rotor Sails have become a key technology for decarbonising global shipping. They are both powerful and

reliable,” says CEO Heikki Pöntynen. For example, during their first year of operation on board Maersk Pelican, these rotor sails reduced fuel consumption by 8.2 per cent.

Digitalisation: heading for autonomous shipping

Integrating digital technologies is the second big item on the maritime industry’s agenda. Innovation is advancing at breathtaking speed. “From automation of wind-assisted propulsion devices to rapid, error-free energy management, we want to discuss at SMM how standardisation can support increased safety and fair competition, and we are looking forward to receiving feedback on our autonomous shipping technology,” says Ronald Epskamp, Maritime Business Unit Manager at automation specialist Bachmann electronic.

Autonomous shipping is on the menu of Avikus too: The classification society Korean Register has confirmed that the solution sold by the Korean software house does save fuel. “This certification is significant in that it proves that it is possible to actively respond to carbon emissions regulation through the use of autonomous navigation technology,” says Avikus CEO Lim Do-hyeong. “Autonomous ships represent a new turning point in the sustainable development of the shipping industry.”

Artificial Intelligence: Solutions supporting sustainable success

Artificial Intelligence (AI) is definitely a game changer for the industry. This is why SMM is putting this technology front and centre this year. The new AI CENTER will be an all-embracing showcase of advanced

AI technologies and their potential for maritime applications. Numerous established and start-up companies will present their AI solutions addressing a variety of challenges, from optimising fuel consumption to improving operational efficiency. One of them is Bearing AI, a Silicon Valley company established in 2019. “Our vision is to not only ease the industry’s transition towards green shipping but also enable it to harness AI to make confident decisions that support commercial and sustainability goals,” says Kristofer Maanum, Senior Product Leader at Bearing AI. Global players such as Hapag-Lloyd and K Line are already using this software.

But their economic success also depends on efficient port logistics. This is where Conbo.ai wants to start a revolution of its own. To avoid backups at terminals and in their immediate surroundings, the American-Israeli company offers a traffic analysis system that can increase the operational performance of these key nodes of the global supply chains significantly. “Our innovative solution delivers meaningful insights that help rationalise processes, reduce costs, increase revenues, improve safety and cut emissions,” says Eran Pereg, CEO and co-founder of the start-up. As an added benefit, Conbo.ai uses existing camera systems at terminals. “Implementing our platform solution takes only a few days,” says Pereg.

“SMM addresses everything that matters for the future of the industry by highlighting a wide range of forward-looking innovations. I am convinced that SMM 2024 will deliver a strong impetus for the transformation of the shipping sector,” says Claus Ulrich Selbach.

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WARTSILA	VOLCANO	MAN	HAMWORTHY	P-SEPARATOR	AZCUE	IHI SERIES
PIELSTICK	SUNFLAME	CUMMINS	DAIKIN	WESTFALIA	ALLWEILER	KBB SERIES
AKASAKA	AALBORG	VOLVO	WESTFALIA	OSE SERIES	TAIKO	
MAK	SAACKE	CAT	YORK		TIANJIN JUMP	
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