

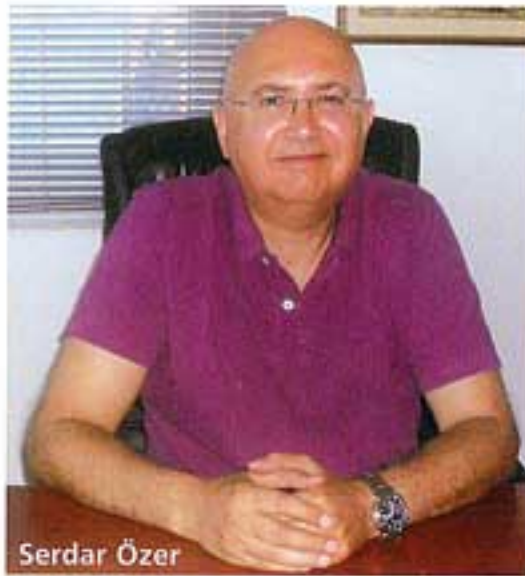


Middle East, Mediterranean, North Europe, Far East and recently East and West Africa regions are the main areas that Reba focuses on for project transportation. The main project transportations that the Company is involved in are energy projects and new factory and infrastructure constructions.

REBA TRACKS the TRENDS in Project Transportation

Turkish company Reba Shipping is specialized in project cargo transportation especially in heavy cargoes such as transformers, generators and factory parts along with machinery, equipments, and yachts. Since its foundation Reba has been involved in special cargo transportation and handled the booking of such cargoes as well as the port operations with its expert operations staff. Reba acts as booking agents as well as port agents in Turkish ports for its ship owners and operators.

In recent years, there has been quite an activity in the Far East area due to increased capacities in China, Korea and Japan. Reba has taken the initiative to serve this area with ship owners and operators. Reba Shipping General Manager Serdar Özer says, "Along



Serdar Özer

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with this region, we have been closely scrutinizing the East African ports due to an upward trend in commercial activity. Expert analysis indicate an increase in cargo, following an increase of investment in regional countries such as Ethiopia, Tanzania, Kenya and Madagascar. We are therefore planning ahead to extend our shipping line to reach the area along with our services. Also West African ports are attracting attention especially in construction sector. The next area of concentration is this area."

Almost every kind of cargoes

Telling that Reba has reliable partners in the Far East, Serdar Özer adds, "These partners entrust us of their cargoes and their ships for transportation of cargoes mainly project cargoes and steels.

We consider this being our investment. Reba has been booking cargoes for monthly sailings from Korean and Chinese ports into East Mediterranean / Turkey / Black Sea. Main cargoes moving from Far East into Turkey and Black Sea are steel coils and plates, new factory investment parts, ship engines, steel constructions, wind turbines, transformers, generators. Return cargoes are also transformers, steel constructions, boats and other project cargoes."

Over 10 years in project transportation

Announcing the future plans of Reba Shipping, Özer says, "Recently, our operators are receiving port calls for their vessels at Shanghai and Masan for their cargoes. This operation is slowly but surely turning into a semi-liner parcelling service. The intentions and the plans for this area are to continue serving Reba clients and their cargoes to and from Far East ports with 4/5,000 tonner box hold vessels suitable to transport project cargoes. The project transportation is our core business. With the relevant expertise in this field, we have been serving our customers for over 10 years. Reba is mainly involved in port agency and booking agency for project cargo transportation."

Reba is regularly involved in transportation of transformers from Turkey into Saudi Arabia and Emirates. Serdar Özer adds, "Furthermore, Reba is involved in projects concerning the development of Iraq through southern port of Umm Qasr. This year almost one vessel every month has carried cargoes especially related with energy projects into Umm Qasr. Besides this the company has been involved in the transportation of coast-guard boats from Turkey to Emirates through Abu Dhabi port."

The Company's services involve Black Sea - Mediterranean - Red Sea - Persian Gulf - Far East. Serdar Özer stresses that it is anticipated that by new investments to be done in East Africa, the freight amount in the region will be higher in the future. Özer announces that due to this anticipation, the Company plans to enlarge its service area by covering this region and the target countries of the region will be Ethiopia, Tanzania, Kenya, and Madagascar.



Reba, Proje Taşımacılığında Trend Takipçisi

Proje taşımacılığında Orta-doğu, Akdeniz, Kuzey Avrupa, Uzakdoğu ve son zamanlarda da Doğu ve Batı Afrika'ya odaklanan Reba Denizcilik ağırlıklı olarak enerji projeleri, yeni fabrikalar ve altyapı yatırımlarına hizmet sunuyor ve taşıdığı yükler arasında transformatörler, jeneratörler, fabrika parçaları, makineler ve yatlar gibi farklı gruplar bulunuyor. Son zamanlarda Uzakdoğu'da Çin, Kore ve Japonya'daki kapasite artışını takip eden şirket bu bölgeye de odaklanıyor. Reba Denizcilik Genel Müdürü Serdar Özer gelecekte odaklanmayı planladıkları bölgeler ile ilgili olarak şunları söylüyor: "Uzakdoğu'nun yanı sıra son zamanlarda ticari hareketliliğin arttığı Doğu Afrika limanlarını iyice gözden geçiriyoruz. Uzmanların analizleri, Etiyopya, Tanzanya, Kenya ve Madagaskar'a yapılan yatırımlardaki artışla-

rın yük trafiğinde de artış sağlayacağını işaret ediyor. Biz de hizmetlerimizi bu bölgeye doğru genişletmeyi planlıyoruz. Batı Afrika limanları da özellikle inşaat sektörü açısından ilgi çekici konumda. Bir sonraki adımda da bu bölgeye konsantre olacağız."

Proje taşımacılığında müşterilerine 10 yıldan uzun süredir hizmet sunan Reba Denizcilik Türkiye'den Suudi Arabistan ve Birleşik Arap Emirliklerine düzenli olarak trafo taşıması gerçekleştiriyor. Irak'ın yapılanması ile ilgili olan bazı projelerde de yer aldıklarını aktaran Serdar Özer, enerji projelerine yönelik olarak Um Qasr'a bu yıl içinde yaklaşık ayda bir gemi operasyonu gerçekleştirdiklerini açıklıyor.

Ayrıca Türkiye'den Arap Emirlikleri'ne Abu Dabi limanı üzerinden sahil güvenlik botu taşıması da gerçekleştirdiklerini duyuruyor.