

Vittorio Zagaia
CEO

**"WE BELIEVE THAT WE HAVE
WELL INTEGRATED
OUR INTERMODAL
TRANSPORTATION SERVICES
TO OUR OTHER SERVICES"**

► Established in 1997 with the the joint venture of Albini & Pitigliani Spa (Alpi World), Galata Taşımacılık is celebrating this year its 25th year in Türkiye. Having set off to its journey with 13 people, the company today is one of the leading players in the Turkish logistics industry with more than 250 employees. Deputy Board Chairman and CEO Vittorio Zagaia underlines the ongoing investments of the company also in intermodal transportation field investing regularly in 45"PW High Cube containers. Vittorio Zagaia mentions that they have well integrated this service into the other services of Galata thanks to the wide coverage area of the company.

Mr. Zagaia, you are celebrating your company's 25th year. What would you like to say about the level the sector has reached in 25 years and the position of Galata in the sector as well as its contributions to the sector?

Today we are handling more than 100thousand shipments yearly. Chosen consecutively and 3 years in a row Great Pace to Work Turkey , our company is also among the top 10 Türkiye's Biggest Service Exporters as per Turkish Exporters Assembly in 2021. We have a structure designed to provide always the best solutions and services with innovations to maximize our service quality.

Can we call Galata as a fully integrated logistics company? Can you please summarize the services you provide in all fields of freight forwarding and logistics?

The entire team of our organization has adopted the principle of taking firm steps towards the goal since day 1. Before starting a new service we do extensive researches and investments. For instance, I can say that we are the only freight forwarding company that provides weekly and regular road transportation services to 17 countries, but this took

us 25 years to build. While we have a global coverage both in air and sea transportations thanks to our extensive agency network that took years to build too. Another important subject is the diversity of the industries that we provide services. This has a very important share in our growth and versatility in our services.

Can you please provide information on the activities of Galata in the field of intermodal transportation?

Intermodal transportation is one of the recent services among the overall services we provide. We have preferred investing directly in to 45"PW High Cube containers owned by us starting this service. We made our first investment back in 2020 and today we still continue to invest in our fleet. The customer profile of the intermodal being an alternative transportation service is entirely different and thus, their expectations are also very different. Thanks to our diverse and extensive coverage area with customers from many industries, we believe that we have well integrated this service to out other services. Every container we have ordered has been quickly and directly included in the system. This transportation mode will become more prominent in future. This is because of different reasons such as increasing transport costs and European Union green deal. We are changing our structure accordingly and plan our medium- and long-term investments accordingly.

If you are to make projections regarding a few years after the pandemic, what developments and changes will occur in the logistics sector?

The pandemic has once again shown the importance of our sector. The part played by the sector in maintaining our daily lives normally during the restrictions is undoubtedly very important. Thanks



to the technological transformation we have initiated many years back, we have worked remotely since day 1 and we still continue the same system.

We are continuing to invest in digital transformations and technology because our future as industry will be surely very much depending on the digitalization and transformation coming accordingly.

Comparing 2019 to 2021, what growth rate have you achieved?

We have achieved a growth over 20% on average than the budgeted and targeted numbers. In 2020, we have experienced a growth caused by the transportation of different products and an increase caused by logistics and add value services 2021. We believe that we have correctly foreseen and calculated this and added it to our budgets and we still continue to grow in line with our expectations.

What are your goals and expectations for 2022? If you are to evaluate the first quarter of the year, can you say that the progress in these three months is parallel with your goals?

2022 is also our 25th year in the Turkish market. Therefore, it is very important and valuable for us. I can say that we continue our journey with results parallel to and higher than our budget in the first quarter. Therefore, we have decided to anticipate some of the investments earlier than planned. One of these investments is the new logistics warehouse that we plan to open in the Anatolian Side of Istanbul. Another one is to increase the number of our intermodal containers. Moreover, we would like to continue our initiatives and investments in the African continent and to continue to grow there. ■