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A benchmark company: Tekfen Engineering

The leading company of its industry in recent years thanks to its engineering approach and the state of the art technologies it uses, Tekfen Engineering serves as a benchmark internationally.

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Search Conferences

Tekfen Group Companies continue taking steps towards determining their future strategies. Tekfen Construction, Tekfen Real Estate and Toros Agri teams have come together at search conferences where various ways of conducting business were discussed along with valuable ideas on future goals and methods to reach them.

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Spectacular anniversary concerts from Tekfen Philharmonic

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Editor's note

2016 was a difficult year for the whole world as a result of economic, political, and social developments. We lived through a series of shocking events like the war and the subsequent human tragedy in our region, the heinous coup attempt against the Republic of Turkey, and the growing number of terror attacks. But we are here, and this life is ours, it belongs to all of us. We are a great family of 15 thousand; we work together, earn together, and take home our daily bread from Tekfen to our respective families. In these tumultuous times we pass through, creating "common values" is more important than ever. And as members of Tekfen, that's what we do.

10 years ago, on the 50th anniversary of our company, we created a written record of the values that we had sustained verbally until then. Now, in our 61st year, our very first motto "Do what you know best in the best way possible," has become even more meaningful.

A great many staff of young and senior professionals, from the Contracting, Agri-Industry, Real Estate Development Groups and the Holding, have come together at search conferences organized for each Tekfen business, and created future scenarios using their "shared wisdom" to determine Tekfen's values, aims, and strategies to attain them. Similarly, we are reviewing all job definitions and processes from scratch, going through an important phase in terms of corporate governance. The restructuring that began at Tekfen Holding earlier in the year has accelerated with the increase of new recruitments. At the holding level, Sustainability, HSE-Q, and Internal Audit Coordinators have joined us, which will make possible a much greater level of interaction and synergy between the Holding and its Group Companies.

In short, we start 2017 as a "new version" of Tekfen, improved and streamlined. Thus, having gotten stronger with these changes and innovations, our duty in the future is to continue our strong relations with our shareholders, employers, clients, personnel, suppliers, and our society – in short, with all our stakeholders, and to generate value, like we have done for the past 60 years. Are we ready?

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Tekfen Construction has completed many infrastructure projects in Qatar since 2005, and has recently signed an agreement with the State of Qatar for the construction of the Al Khor Expressway. Tekfen Construction has pledged to complete the turnkey project in 36 months.

Tekfen adds another prestigious project to its portfolio in Qatar. Tekfen Construction had signed a preliminary protocol with the State of Qatar last summer, after which the final agreement has also been signed for the 34-km long Al Khor Expressway project.

Signed by Mohammed bin Abdullah al Rumaihi, Minister of Municipality and Environment of Qatar, and Murat Gigin, Chairman of the Board of Tekfen Holding, under the auspices of Ahmet Arslan, Minister of Transportation of the Republic of Turkey, the preliminary protocol indicates that the Al Khor Expressway will be 34 km long, with ten lanes in both directions. Involving numerous junctions, viaducts, over- and under-passes, the project will be one of the most prestigious in Qatar.

The total cost of the project is 7.6 billion Qatari Riyals (approx. 2.1 billion US Dollars), doubling Tekfen Construction's backlog and constituting the biggest one-off contract in Tekfen Construction's 60-year history.

1.5-BILLION DOLLAR BUSINESS VOLUME IN QATAR

Tekfen Construction has been active in Qatar without interruption since 2005 and has reached a total business volume of USD1.5 billion, including projects such as the Qatar North Road Project Contract 2 and 3 for ASHGHAL (Qatar's Office for Public Works), the Ceremonial Road, and the Qatar North Road Bypasses and Addition-

al Junctions. As for the industry, Tekfen Construction has successfully built a Low-Density Polyethylene Plant for QAPCO, and a Crude Oil and Ethane Gas Transmission Pipeline for Qatar Petroleum.



Cahit Oklap, Tekfen Holding Vice President, and Levent Kafkaslı, President of Tekfen Construction, are signing the contract for construction of the Al Khor Expressway Project with Nasser Rashid Al-Naimi, Managing Director of Private Engineering Office (PEO).



A new pipeline project in Saudi Arabia

Tekfen Construction has signed a USD299million agreement with Saudi Aramco for the construction of a 33-km pipeline project between Yanbu and Jeddah. According to the agreement, Tekfen will carry out the project on an EPC basis and deliver it turnkey.

The pipeline extends in the western part of the country, between Yanbu and Jeddah, comprising 20" gasoline and 24" jet fuel pipelines. The project is scheduled to be completed in 47 months.



On with the records

Tekfen Construction continues to break records at the TANAP project, crowning its expertise in pipeline engineering. Tekfen set the world record in the number of automated welds completed in a day, while also carrying out the longest horizontal drill in Europe for the Sakarya River pass.

Since its establishment in 1956, Tekfen Construction has completed numerous ambitious projects in pipeline engineering, and has recently broken a world record at TANAP (Trans Anatolian Natural Gas Pipeline) project. Tekfen, having already completed over 6000 kilometers of pipelines in many parts of the world, has successfully joined a 2000-meter pipeline in 14 hours, setting a new world record.

Tekfen Construction has undertaken the construction of Lot 3 in the TANAP project, the 1850-km pipeline that aims to meet the natural gas demand of Europe and Turkey, and has successfully completed a total of 145 welds with 5 welding stations and 16 welders in

one work day. This marks the greatest length of a 56"-pipeline joined at one go with flawless welding. In addition, a 5-km section of the welded pipeline was lowered in one piece, thus successfully completing a 10-km pipe-laying in a single day.

Tekfen Construction has also carried out the longest horizontal drill in Europe within the scope of TANAP. With a riverbed width nearly 1100 meters, the Sakarya River posed one of the toughest phases of the project, and was traversed underground using horizontal directional drilling technique. In terms of pipe diameter (56") and length (1100 m), this work constitutes the longest horizontal drill in Europe.

New Opportunities with Saudi Aramco

Saudi Aramco, the largest energy company in the world, has signed a memorandum of understanding with Tekfen Construction to invite the company to the tenders it will hold in the future.

At the 23rd World Energy Congress, held this year in İstanbul, Tekfen Construction and Saudi Aramco, the Saudi petroleum company, have signed a memorandum of understanding marking the intent of both parties to develop potential opportunities. Signed on October 11, 2016, the memorandum makes Tekfen Construction eligible to bid for the engineering, procurement, and construction works of Saudi Aramco's future projects.

The cooperation between Tekfen and Saudi Aramco goes back to the early 1990s. To date, Tekfen Construction has completed various projects such as the Hawiyah Natural Gas Pipeline, the Cuaima-Berri Ethane Gas Pipeline, the Harad Gas and Condensate Pipelines, Quad-1 Pipeline, and the Yanbu Refinery, successfully meeting the expectations of Saudi Aramco, which is known for its extremely high standards regarding quality and safety.



A benchmark company:

Tekfen Engineering

The leading company of its industry in recent years thanks to its engineering approach and the state of the art technologies it uses, Tekfen Engineering serves as a benchmark internationally. The integrated engineering solutions used by Tekfen Engineering have been extensively covered in the September 2016 issue of *Hydrocarbon Engineering*, one of the reputable international journals of the petroleum and gas industry.

Written by Tolga Timirci, head of the Process Plant Layout and Piping Design Department, the article entitled "Working in 3D – Laser Scanning and Integrated 3D Design Technology" reviews the works and experience of Tekfen Engineering, which is known for its innovative approach in this field.

In today's industrial plant projects, where project periods keep getting shorter and project stages overlap more and more, it has become almost impossible for engineering companies working with traditional methods to survive. Even mere hours are of crucial impor-

tance especially in revamp projects where plants continue to work. The use of laser scanning technology and 3D integrated engineering applications is more or less a requirement for such projects in order to create a minimum level of revision work on the site, to shorten project periods, and to ensure correspondence among documents produced as well as between these documents and the site itself.

Tekfen Engineering is the leading company in Turkey in this regard, offering considerable advantages to its clients in terms of cost, application, and time in revamp and greenfield projects. The article covers Tekfen Engineering's work in this field, emphasizing the increase in productivity, cost management, and process safety made possible through digitization in engineering, construction, and operation stages of existing plants with insufficient documentation.

This subject had previously been covered by *AVEVA World Magazine* in an article discussing Tekfen Engineering's work, published in English, Spanish, and Portuguese.



Toros at Growtech Eurasia 2016

One of the biggest organizations of the agriculture industry in Turkey, Growtech Eurasia 16th International Greenhouse, Agricultural Equipment and Technologies fair was held between November 30 and December 3, 2016. The fair brought together more than 650 leading companies and brands from over 30 countries, and was visited by more than 80 thousand industry professionals from as many as 80 countries.

Toros Agri, Tekfen Holding's affiliate company in the Agri-Industry Group, participated in Growtech once again with a strong presence. Toros Agri showcased its mineral and water-soluble fertilizers as well as its products in techno-agriculture and seedling cultivation. "Toros 1003" the company's new type of wheat seed was presented to the public for the first time at Growtech Eurasia 2016, along with "Toros Farmer Smart Agriculture and Fertilization Application," an agricultural decision-making and support app developed specially for farmers.



Toros Agri receives tech award

"Toros Farmer Smart Agriculture and Fertilization Application" won the first prize at the Growtech Eurasia 2016 Innovation Agriculture Awards.

Growtech Eurasia 2016 Innovation Agriculture Awards have been given as part of the Growtech Eurasia 16th International Greenhouse, Agricultural Equipment and Technologies Fair. Toros Agri won the first prize in the "Agricultural Informatics" category at the ninth instalment of the competition this year with its "Toros Farmer Smart Agriculture and Fertilization Application." The application was noted for its uniqueness, creativeness, and its farmer-friendly aspects combining technology with agriculture, and was awarded the first prize by the selection committee and the popular vote.



THE APP IN SHORT

"Toros Farmer" is an agricultural decision support application that farmers can download for free on their smart phones, personal computers, and tablets; it provides specific suggestions of fertilization to the farmer for the field in question, and aims to help farmers carry out the right procedure at the right time through alerts based on accumulated field knowhow of scheduling for the meteorologically right moment. The app helps farmers use their limited resources correctly and increase their productivity; it leads to increases in savings and production through recommending the adequate fertilization based on coordinates of the field and instantaneous weather, soil, and plant conditions.

Farmers upload their information to the system and receive warnings for frost, storm, and excessive rain risks, while also obtaining important agricultural information concerning rain-fall and temperature. "Toros Farmer" app is available to all farmers regardless of whether or not they are Toros clients, and the simple and easy-to-use app aims to reach a wide range of users. The app makes it easier for farmers to be prepared for climate change, and by providing them a continuous flow of information regarding crops, weather conditions, and yield, it also aims to establish stronger bonds and communication between Toros and the farmers.

In search of shared
wisdom for Tekfen's
future



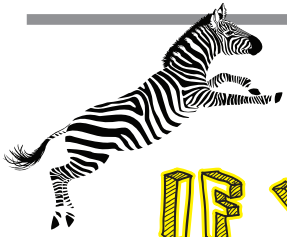
Search Conferences

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While steps are taken in the new term to increase the variety of Tekfen Holding's businesses and to develop existing ones, a series of search conferences have been organized in order to determine the road map for the transition process and make use of ideas and suggestions from employees. Led by Assistant Professor Dr. Oğuz Babüroğlu, from Sabancı University and founding director of Arama (Search) Participatory Management Consulting, these conferences brought together the employees and executives from various disciplines and fields of the Group Companies.

The first of the series of conferences, which examined current ways of conducting business, sectoral aspects, competition, potential areas for growth, and productivity, was held at the Sabancı University Campus on August 5-6 and addressed Tekfen Real Estate. The search conference for Toros Agri was held at Şile Gardens - Best Western Hotel on August 26-27, and the final conference for Tekfen Construction was held at Green Park Hotel, Pendik, on October 21-22.



A CONTEST WHERE YOU WIN IF YOU KNOW A LOT

IF YOU KNOW IT, CALL IT - 3

Tekfen's 3rd Traditional "If You Know It, Call It" Trivia Contest was held at Kemer Country Forest House on October 16, where Tekfen members really fought it out. This year's contest saw the highest level of participation, with 13 teams competing. Contestants were supported by their families and friends, and fought hard to win the grand prize of 2000 liras per person.

The contest was held in three stages. First, teams of three had to pass a preliminary written test of 90 multiple-choice questions. Four teams with the highest scores made it to the semifinals. After the tough 25-question semifinals, two teams were left for the finals – *İki Sıfır Bir Bir* (Two Zero One One) and *Avevam Şekil Önümden Çekil* (an untranslatable but witty pun by wittiest engineers, editor's note), both from Tekfen Engineering. It was a close race whereby *İki Sıfır Bir Bir* won the trophy.



More accident-free days



The first piece of good news on accident-free performance came from BTC Pipelines and Facilities Repair Work Project. A total of 4.1 million man-hours (in other words, 3100 days or 8 years) have been completed accident-free at the project involving the 1071-km long BTC Pipeline. This achievement is made all the more remarkable when the extensive region the project covers and the tough climate conditions are taken into consideration.

2 million accident-free man-hours without time loss have been clocked at the TANAP Pipeline Project, and another 1 million man-hours at the TANAP Compressor and Metering Stations. Vehicles used in the project have travelled 1 million km without any serious accident. Our client TANAP has presented the project team with a plaque noting these achievements.

30 million man-hours without any accidents leading to loss of workday have been completed at the Shah Deniz Stage 2 Sangachal Land Terminal in Azerbaijan. During his site visit, Bruce Luberski, Vice President of BP, presented the project management with a certificate

in recognition of the outstanding performance. In addition, 22.8 million accident-free man-hours have been recorded at the Shah Deniz Platform Construction Project.

Another piece of good news came from the Qatar North Road Bypasses and Additional Junctions Project. Tekfen Construction has attained 16.3 million accident-free man-hours in this challenging project, and received the "Outstanding Contribution to Safety by a Contractor Award" at the Qatar Transport Safety Forum held between October 17 and 19, 2016.

4.9 million accident-free man-hours have been completed at the Sadara Propylene Oxide Plant Construction and Fitting Works Project in the Kingdom of Saudi Arabia. And last but not least, 4.3 million accident-free man-hours were reached at the Ceyhan Steel Fabrication Plant.

We congratulate each and everyone who has contributed to these remarkable achievements, and hope safe and healthy days will continue, taking this opportunity to make the reminder that no work is urgent or important enough to do unsafely.



TANAP Compressor and Metering Stations Project team was presented a plaque of appreciation by the client for its achievement to complete 1 million man-hours without any accidents.



SPECTACULAR ANNIVERSARY CONCERTS FROM TEK FEN PHILHARMONIC

As part of Tekfen Group's 60th anniversary celebrations, Tekfen Philharmonic scheduled a special gala programme. After concerts in Ankara on November 2 and in İstanbul on November 3, the orchestra played for children on November 6 as "Tekfen Philhar-mini."

Tekfen Philharmonic directed by Aziz Shokhakov, the Uzbek wunderkind of classical music, gave a series of gala concerts on the occasion of Tekfen's 60th anniversary. Known also as "The Sound of Three Seas", the orchestra hosted guest soloists

from the Black Sea, the Aegean, and the Mediterranean Sea in honour of the three founding partners of Tekfen. The Black Sea was represented by music from Russian composer Tchaikovsky, performed by accomplished domra player Inna Akulinina, the Aegean by Alkistis Protosalti, the diva of Greek music, and the Mediterranean by Rabih Abou Khalil, the famous Lebanese oud player and composer. Tekfen Philharmonic also accompanied its regular soloists, kanun player Göksel Baktagır, oudi Yurdal Tokcan, and lutist Ercan Irmak, all master musicians of Turkey.

On November 6, Tekfen Philharmonic played for children at the Zorlu Performance Arts Centre in the form of "Tekfen Philhar-mini" in order to get children to enjoy classical music at a young age. The lively narrative of award-winning actress Serra Yılmaz took the children on an unforgettable journey of classical music carefully selected for the younglings.

The program included works that are both entertaining and instructive, such as polka favourites by Richard Strauss, *The Carnival of the Animals* by Camille Saint-Saëns, *The Flight of the Bumblebee* by Rimsky Korsakov, and *The Dance of the Knights* by Sergei Prokofiev. Yiğit Sertdemir,



the actor, director and founder of theatre company "Theater After Six," and his team were also part of the show; their group of clowns called "The Philhar-minis" as well as giant colourful puppets shared the stage, adding a visual dimension to the musical feast.

