

# Your global sourcing partner

Chemicals | Polymers | Engineering Polymers | Plasticizers | Specialties





# ABOUT US

**With over 80 years of experience, BAYEGAN is engaged in global sourcing, sales, marketing and distribution of petrochemicals.**



Over **80** years of experience



# BAYEGAN in FIGURES



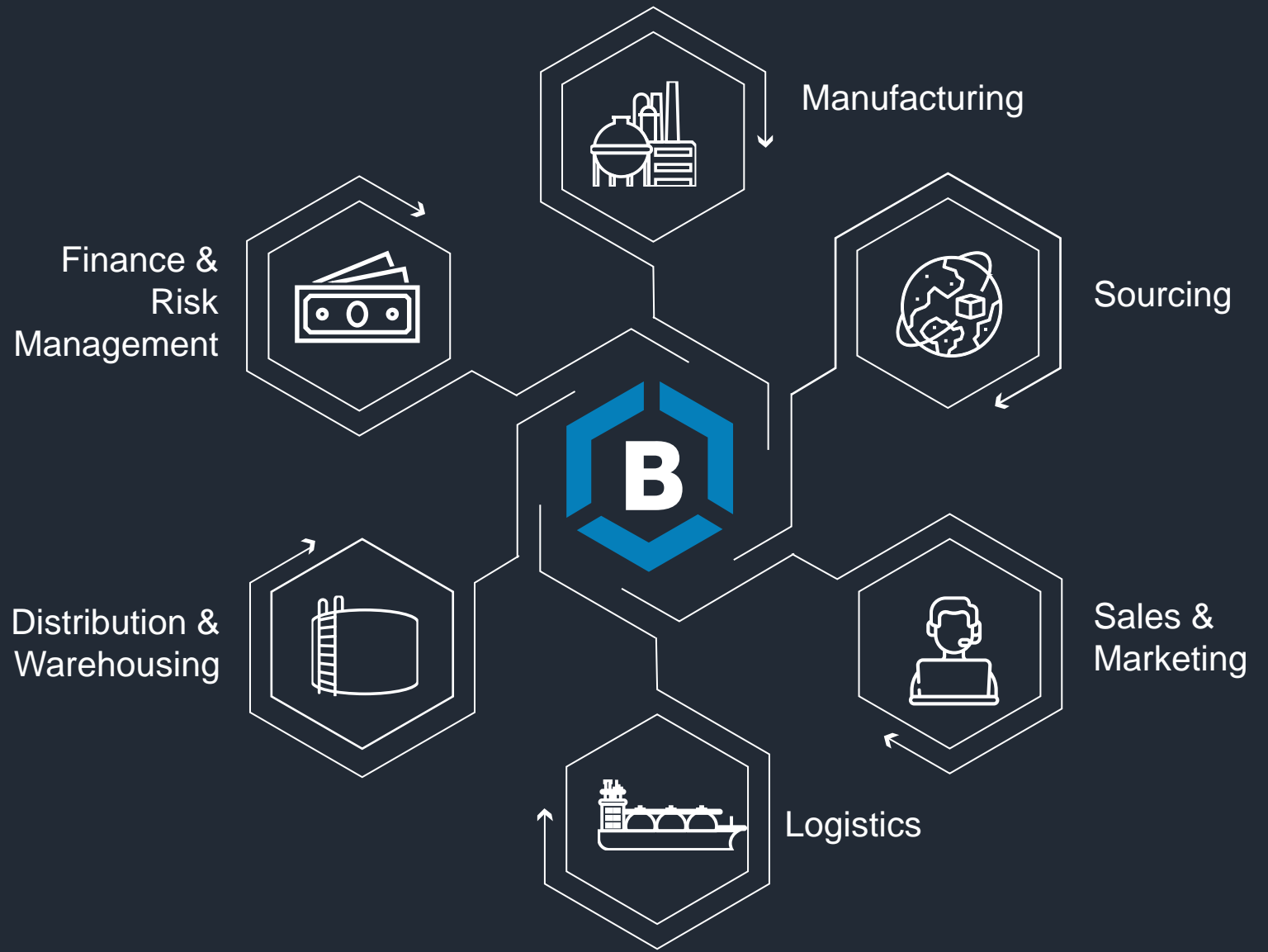


# BUSINESS MODEL

ABOUT US | SECTORS | LOGISTICS & WAREHOUSING | FINANCE & RISK MANAGEMENT | PRODUCTS | SUSTAINABILITY

**Our strong positioning, door-to-door delivery, financing options bring us leadership in the markets where we operate.**

**Our investment focus in R&D and production provides us competitiveness and efficiency in our operations.**





# WHAT WE DO

- **Global sourcing, marketing, logistics & warehousing, distribution, finance & risk management**

- **Manufacturing of DOTP & TPU**

- **R&D**

## STANDARD PLASTICS

- PE
- PP
- PVC
- PET

## ENGINEERING POLYMERS

- ABS
- PC
- PA6
- PA66
- PBT
- POM
- Polyketone
- SAN

## RUBBERS & COMPOUNDS

- PP
- PA
- EPDM
- SBR
- PBR
- Silicones

## CHEMICALS

- Solvents
- Monomers
- Alcohols
- Acids
- Isocyanates
- Plasticizers

## PLASTICIZERS

- DINP
- DIDP
- DOA
- DOTP
- TOTM

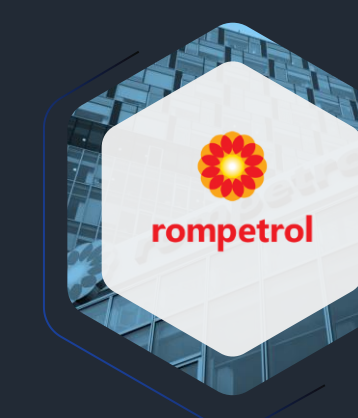
## SPECIALTIES

- Carbon Black
- Fumed Silica
- Titanium Dioxide
- Zinc Powder
- Zinc Oxide



# PARTNERS

**Exclusive distributorship of sector leaders with well-established, strong partnerships based on mutual trust**





# MANUFACTURING / BY PETROKIMYA

## The biggest DOTP manufacturer in Türkiye, Europe and the Middle East Region

**60,000** tonnes / year  
**+132,000** tonnes / year outsourcing



### ESTABLISHMENT

September 2019 in Kocaeli  
GEBKIM Organized Industrial Zone  
7,000 m<sup>2</sup> area



### AREA of OPERATIONS

Petrochemicals, warehousing,  
production



### PRODUCTS

DOTP (Diocetyl terephthalate)  
DOA (Diocetyl adipate)  
TOTM (Triocetyl trimellitate)

### CERTIFICATES



**ISO/IEC 27001:2013**  
Information Security Management System



**ISO/IEC 9001:2015**  
Quality Management System



**ISO/IEC 14001:2015**  
Environmental Management System



**ISO/IEC 45001:2018**  
Occupational Health and Safety Management System







# MANUFACTURING / BY PETROKIMYA







# MANUFACTURING / BYCHEM

## The FIRST Nationally Capitalized TPU Manufacturer in Türkiye w/ the Highest Manufacturing Capacity

TPU Production Capacity

**12,000** tonnes / year

Polyester Polyol Production Capacity **7,000** tonnes / year



### ESTABLISHMENT

Kocaeli GEBKIM Organized Industrial Zone 34,000 m<sup>2</sup> area



### START DATE

TPU Production – Qtr 1, 2025



### AREA of OPERATIONS

Petrochemicals production



### PRODUCTS

TPU (Thermoplastic Polyurethane)  
Polyester Polyol



### BRAND

**BYFLEXX**

### CERTIFICATES



#### ISO/IEC 27001:2013

Information Security Management System



#### ISO/IEC 9001:2015

Quality Management System



#### ISO / IEC 14001:2015

Environmental Management System



#### ISO/IEC 45001:2018

Occupational Health and Safety Management System



# LOGISTICS & WAREHOUSING







# GLOBAL SERVICES POINTS

Fast and efficient logistics services from warehouses and storage terminals

4 countries

13 warehouses





# WAREHOUSING

## İSTANBUL ANATOLIAN SIDE

10,000 m<sup>2</sup> dry products  
50,000 m<sup>3</sup> bulk chemicals

38,000 m<sup>3</sup>  
storage capacity  
for dry products

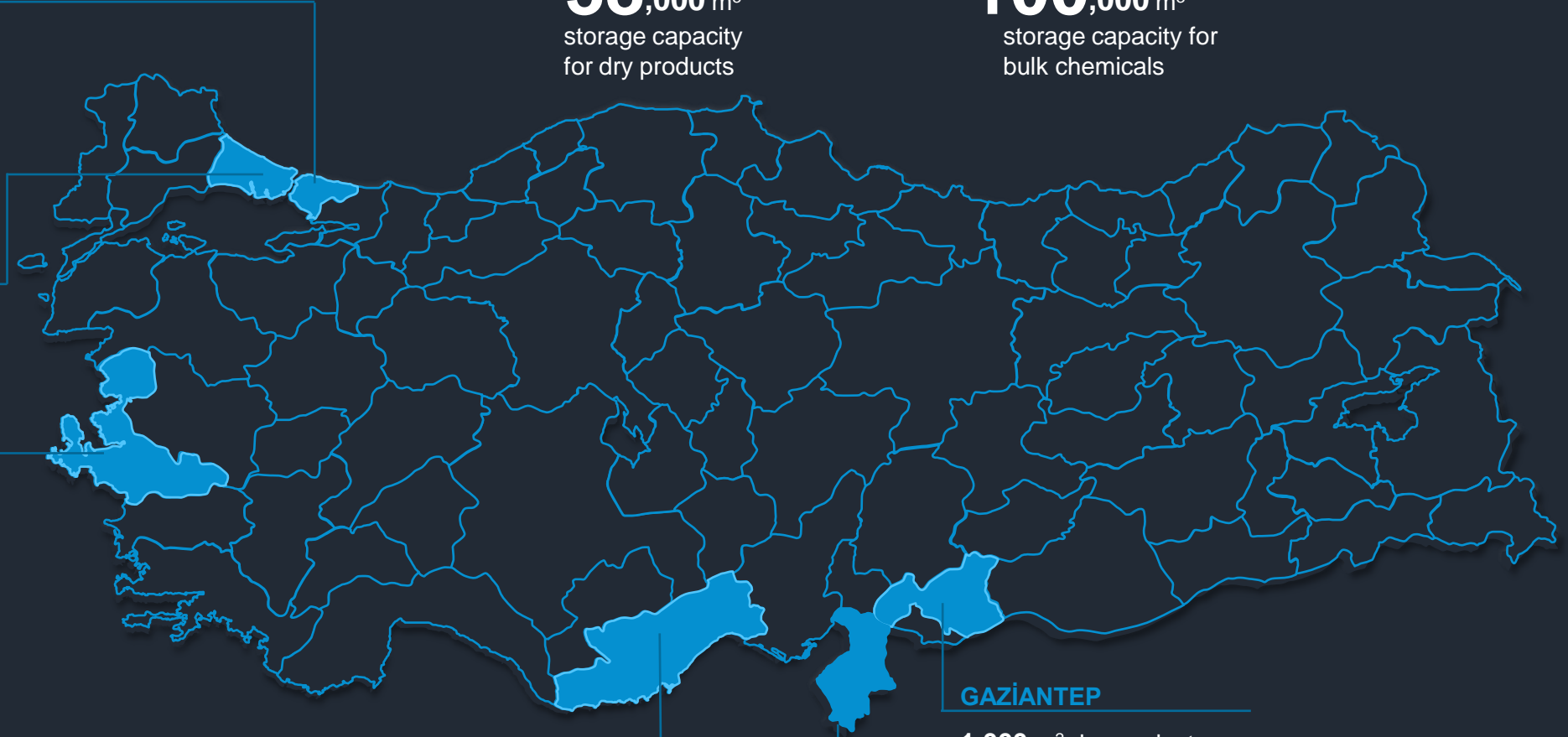
100,000 m<sup>3</sup>  
storage capacity for  
bulk chemicals

## İSTANBUL EUROPEAN SIDE

8,000 m<sup>2</sup> dry products

## İZMİR

4,000 m<sup>2</sup> dry products



## MERSİN

5,000 m<sup>2</sup> dry products

## GAZİANTEP

1,000 m<sup>2</sup> dry products

## HATAY - İSKENDERUN

10,000 m<sup>2</sup> dry products  
50,000 m<sup>3</sup> bulk





**DRYBULK  
OPERATIONS  
PETROCHEMICALS**



# OVERVIEW

*The global dry bulk shipping industry is a cornerstone of international trade, responsible for transporting vital commodities like iron ore, coal, grain and petrochemicals*

*The total annual volume of international seaborne cargoes exceeds 12 billion metric tons (MT), according to UNCTAD. The total international dry bulk cargoes are estimated to be around 5.6 billion MT in 2024*



Focusing on **competitive dry bulk service provider** and expanding to the global trade

Main Pillars for us

**Freight Costs**

**Transit Time**

**Operational Excellence**



Shipping **100KT petrochemicals** globally as dry bulk

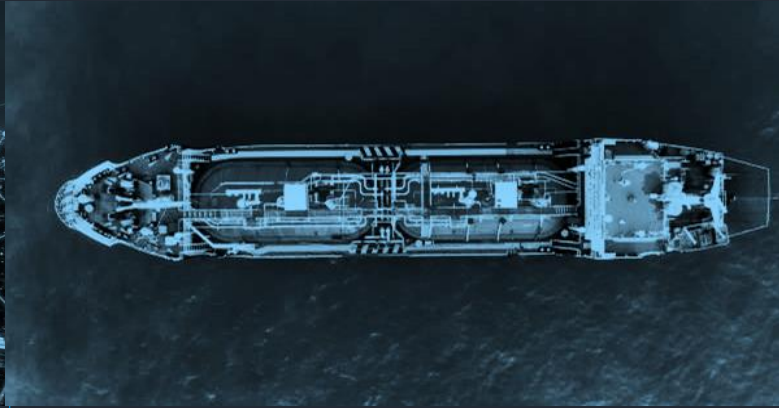
2-6 vessels per month shipment schedules



Optimization of **Operations with all parties to have full control** and prevent undesired consequences, losses, unexpected costs



# KEY TAKEAWAYS FOR EFFICIENT DRY BULK OPERATIONS



## 1 COST

- Freight Cost
  - Demurrage Costs for loading and unloading
  - pre- and post-fixture
  - Quality Of the Shipping Contracts
- Minimize costs with despatch and demurrage*
- Understand principles governing despatch and demurrage to reduce unnecessary expenses and streamline the operations*

## 2 TRANSIT TIME

- Route of the vessel
  - Number of port of loading
  - Number of port of discharge
- Controlling the risk of delay*
- Additional days spent on loading or offloading*

## 3 EXCELLENCE

- Vessel Agency Efficiency
- Customs Operations
- Cargo Handling Operations
- Quality of Loading Plan
- Stowage Plan
- Risk of mixing multiple grades and products
- Damages for loading and unloading
- Inspection
- Loading & Discharge Port Operation Efficiency such as equipments
- Safety & Sustainability
- Claim Handling

# LOADING OPERATIONS





# STOWAGE PLAN





# STOWAGE PLAN IMPACT ON CARGO





# DISCHARGING OPERATION RISKS ON GOODS





# DISCHARGING OPERATION RISKS ON GOODS







**THANK** YOU

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