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**T.R. ENERGY MARKET REGULATORY AUTHORITY (EMRA)**

Petroleum Market Department

ANKARA, 2012



# MESSAGE FROM THE CHAIRMAN

*Turkey has a very strong and long standing petroleum market.*

*As the Energy Market Regulatory Authority, we are bearing the responsibility of regulating and auditing such a strong market.*

*As of 2005, we are sharing with the public regularly the yearly market reports*

*We made this regular yearly reporting monthly last year and thus added the ability of including more updated information to the comprehensive content.*

*We strongly believe that;*

*The central pillar of a regulation, decision is information.*

*2011 Petroleum Market Sector Report prepared in line with our understanding of enduring examination, learning, improvement and being innovative is an outcome of such belief.*


*As the Energy Market Regulatory Authority, we are responsible for performing the functions of guiding, monitoring and surveillance required for the duly functioning of the Turkish petroleum market in line with the structure defined by the Petroleum Market Law No. 5015. We are doing our best to fully accomplish that task..Although significant progress has been made towards this aim, we are aware of the fact that there is still much to do. We give utmost importance to gathering sectoral information and making it public in the most efficient way in line with our belief that transparency has a key role in reaching the desired market structure.*

*Within that framework, in today's conditions where everything changes rapidly, ensuring that not only sector participants but all citizens have an understanding of the participants, activities, sizes, yearly changes and denotations, constitutes a part of our better serving understanding. In all this process, the needs and expectations of everyone who is in need of information on our country's petroleum market such as national and international institutions and organizations, license holders, consumers, investors, local and foreign researchers, are tried to be met. To this aim, Petroleum Market Information System is being operated successfully*

*This report has been prepared with high scrutiny as was the case for the previous years, being aware of the fact that all parties related with the petroleum market desire to reach sectoral information and data within the shortest time and in most reliable way Besides providing rapid and effective information, to create a reference book, the whole sector with all its aspects is objected as our content I would like to state that we give utmost importance to invaluable contributions of stakeholders to this report as is the case in all our implementations.*

*I thank all market participants who elaborately fulfill the notification liabilities. I congratulate all Petroleum Market Department staff who put efforts in the preparation of this gap filling report in addition to fulfilling the duties entrusted by the legislation.*

*Wish that this report will be beneficial to everyone concerned.*

  
**Hasan KÖKTAŞ**  
Chairman

# EXECUTIVE SUMMARY

By the end of 2011, although 6 refinery licences were granted; 2 licence owners are at the building phase and are not yet active.

The capacity utilization rate of the refineries (including the intermediate products) in 2008, 2009, 2010 and 2011 are 86%, 69% , 68.4% and 74.7% respectively.

Since, the amount of crude oil supplied from the domestic production by the refinery licence holders is almost constant and approximately 2,5 millions tonnes, any increase in the demand for crude oil has a raising impact on the crude oil dependency.

Only 12% of the crude oil provided by the refinery license holders in 2011 was supplied by domestic production and almost all the rest was imported from Iran, Russia, Saudi Arabia, Iraq and Kazakhstan as the case in the previous years.

In 2010, 7.460 tons of autobiodiesel was produced by only 1 processing (biodiesel) license holder, 5.774 tons were sold to distributor license holders and 3.011 tons were exported.

In 2011, 11.646 tons of autobiodiesel was produced by only 1 processing (biodiesel) license holder again and 10.136 tons were sold to distributor license holders.

Distributor licence holders have procured approximately 17,5 millions tonnes of fuel in 2011 and 10 millions tonnes of this amount has been procured from the refinery licence holders, the remaining 7,5 millions tonnes of fuel has been imported. The amount of sales in the form of trade among the distributors is 1,5 million tonnes. As a result; supply via import accounts for approximately 40% of the total supply of the distributor licence holders. The amount of total fuel sales of distributor licence holders is 17,5 million tonnes.

Although the sales of gasoline types decreased by 5% compared to the previous year, the total sales of diesel types increased by 6%. On the other hand, the sales of LPG, which is a strong substitute for gasoline, increased by 6%. The total sales of gasoline, diesel oil and autogas LPG increased by 5% in 2011 compared to 2010. The amount of fuel sales through Vehicle Identification Systems (VIS) by the distributor license holders in 2011 was 1.674.843 tons in total, consisting of 128.706 tons of gasoline types and 1.546.137 tons of diesel types and constituting 10% of the overall fuel deliveries of the distributor license holders. As this ratio was 8% in 2010, it is observed that sales through VIS increased in 2011 compared to the previous year.

It is observed that the total market share of the first 10 companies with the largest market share have a downward tendency. Therefore, it is considered that the concentration level in the fuel distribution market has a tendency to decline. The case is the same also for the first 5 companies; the total market share of the first 5 companies was 80% in 2009, 76,8% in 2010 and 74,5% in 2011. As can also be seen from the HHI index values, the other indicator of the concentration in the market, the concentration level in the fuel distribution sector has been declining continuously in the last three years.

The amount of total imports of the refinery and distributor licence holders is 9,2 millions tonnes of which 7,5 millions tonnes is the amount of imports by distributor licence holders. Approximately 90% of the total amount of imports is diesel fuel imports. The amount of imports of the first 7 distributor licence holders with the largest import share and the refinery licence holder accounts for the 75% of the total imports of Turkey.

Off-road diesel fuel import from Russia carried out by the distributor licence holders has come to a standstill with the removal of the off-road diesel from the market on 01/04/2011. While the import from Russia had constituted 50% of the total import in 2010, this ratio declined to 0.8% in 2011. This resulted in a less dependence to Russia and increased the source diversification.

Licencees imported oil products (gasoline, diesel fuel, fuel oil, refinery intermediate products, condensate and crude oil) in charge of 33,6 billion ₺ of which 13 billion ₺ is for diesel oil and 14,5 billion ₺ is for crude oil.

Amount of fuel marked with national marker by distributor and refinery licence holders is 20,7 million m<sup>3</sup>.

The amount of marine fuel sales by the licencees in 2011 is 2.232.168 tonnes of which 6.879 tonnes is with Value added tax (VAT) and Special Consumptin Tax (SCT) included in the price, 281.699 tonnes is with VAT and zero SCT and 1.326.590 tonnes is transit (without tax). During the same period, the amount of aviation fuel sales by the licencees is 3.082.023 tonnes of which 761.040 tonnes is domestic sales, 2.147.989 tonnes is exported and 172.994 tonnes is transit sales. Therefore, a total amount of 5.314.191 tonnes of bunker delivery was realized. If the annual data on bunker delivery are assessed, it is clearly observed that the bunker deliveries to aircrafts has been increasing at an increasing rate.

By the end of 2011, total storage capacity is 10,2 million m<sup>3</sup> of which 4,7 million m<sup>3</sup> capacity is owned by the storage licence holders, 5,5 million m<sup>3</sup> capacity is owned by the refinery licence holders and 46.000 m<sup>3</sup> capacity is owned by distributor licence holders with storage subtitle. Since the total storage capacity was 9,9 million m<sup>3</sup> in 2010, the storage capacity of our country increased by 3% in 2011 compared to 2010.

The main charging point for the rail road transport was Kocaeli (1,02 million ton) and the main discharging point was Kırıkkale (1,13 million ton). Regarding the sea transport, the main destinations were İzmit-İstanbul and İzmir-Antalya.

Sea transport capacity, which was 339.700 tonnes in 2009, decreased to 265.797 tonnes in 2011; rail road transport capacity, which was 42.262 tonnes in 2009, increased to 51.083 tonnes in 2011.

When the retail (pump) prices are considered, the sum of VAT and SCT accounts for approximately 60,4% of gasoline price and 51% of diesel oil price. The sum of VAT and SCT collected from the fuel sales is approximately 39,2 billion ₺ which accounts for the 13% of total tax income of the government.



## GENERAL VIEW OF THE PETROLEUM MARKET

| Product (ton)        | Refinery Production | Refinery Import  | Distributor Import | ITLS Import    | ITLS Bunker Export | Refinery Bunker Export | Distributor Fuel Export | Refinery Export  | Distributor Sales | Other Refinery Sales | Other Distributor Sales | ITLS Bunker Sales |
|----------------------|---------------------|------------------|--------------------|----------------|--------------------|------------------------|-------------------------|------------------|-------------------|----------------------|-------------------------|-------------------|
| Gasoline types       | 4.271.797           | 0                | 139.276            | 0              | 0                  | 0                      | 239                     | 2.441.872        | 1.976.662         | 3.521                | 1880                    | 643               |
| Diesel types         | 6.992.387           | 985.955          | 7.259.461          | 0              | 0                  | 0                      | 2.000                   | 109.937          | 14.679.799        | 188.347              | 48.583                  | 318920            |
| Fuel Oil types       | 2.465.968           | 537.742          | 138.095            | 0              | 0                  | 0                      | 44                      | 2.147.546        | 793.406           | 125.102              | 206                     | 1731              |
| Marine Fuels         | 686.157             | 0                | 0                  | 0              | 631.255            | 0                      | 0                       | 0                | 0                 | 0                    | 0                       | 36178             |
| Aviation Fuels       | 2.878.544           | 94.294           | 0                  | 473.705        | 2.152.853          | 229.851                | 0                       | 0                | 0                 | 261.369              | 0                       | 710.959           |
| <b>Total</b>         | <b>17.294.853</b>   | <b>1.617.991</b> | <b>7.536.832</b>   | <b>473.705</b> | <b>2.784.108</b>   | <b>229.851</b>         | <b>2.283</b>            | <b>4.699.355</b> | <b>17.449.867</b> | <b>578.339</b>       | <b>50.669</b>           | <b>1.068.431</b>  |
| <b>GENERAL TOTAL</b> | <b>26.923.381</b>   |                  |                    |                |                    |                        |                         |                  |                   |                      |                         | <b>26.862.903</b> |

# CONTENTS

|                                |           |
|--------------------------------|-----------|
| <b>1. OIL IN THE WORLD</b>     | <b>1</b>  |
| 1.1 World Oil Demand           | 2         |
| 1.2 World Oil Supply           | 6         |
| 1.3 World Oil Prices           | 8         |
| 1.4 World Refining Capacity    | 11        |
| <b>2. OIL IN TURKEY</b>        | <b>15</b> |
| 2.1 Refining Activities        | 18        |
| 2.2 Processing Activities      | 27        |
| 2.3 Distribution Activities    | 28        |
| 2.4 Bunker Delivery Activities | 63        |
| 2.5 Vendor Activities          | 87        |
| 2.6 Eligible User Activities   | 92        |
| 2.7 Lube Oil Activities        | 92        |
| 2.8 Storage Activities         | 94        |
| 2.9 Transmission Activities    | 103       |
| 2.10 Transportation Activities | 103       |

### **3. PRICE MOVEMENTS** **107**

|   |     |
|---|-----|
| 3.1 Price Movements in the Mediterranean Region and Import Prices in Turkey | 108 |
| 3.2 Domestic Fuel Price Movements   | 110 |
| 3.2.1 Unleaded Gasoline 95 Octane Price Movements                           | 110 |
| 3.2.2 Diesel Price Movements  | 119 |
| 3.2.3 Fuel Oil 4 (Heating Oil) Price Movements                              | 126 |
| 3.2.4 Fuel Oil 6 Price Movements  | 130 |
| 3.3 Fuel Prices in the European Union                                       | 135 |
| 3.4 Taxation in the Oil Market  | 138 |
| 3.5 Storage Tariffs   | 143 |
| 3.6 Transmission Tariffs  | 146 |

### **4. OIL QUALITY, AUDIT AND LEGISLATION ACTIVITIES** **149**

|  |     |
|--|-----|
| 4.1 National Marker Implementation           | 150 |
| 4.2 Establishment of Accredited Laboratories | 152 |
| 4.3 Vendor Automation System                 | 153 |
| 4.4 Technical Arrangements                   | 154 |
| 4.5 Other Legal Regulations                  | 155 |
| 4.6 Audit Activities                         | 157 |

# TABLES

|                   |   |    |
|-------------------|---|----|
| <b>Table 1.1</b>  | World Oil Demand  | 3  |
| <b>Table 1.2</b>  | Number of Cars by Countries   | 5  |
| <b>Table 1.3</b>  | Petroleum Products Consumptions in the World  | 6  |
| <b>Table 1.4</b>  | World Oil Supply  | 7  |
| <b>Table 1.5</b>  | Primary Countries in Crude Oil And Liquid Fuel Production in 2011   | 7  |
| <b>Table 1.6</b>  | Number of Refineries Between 2009-2011  | 11 |
| <b>Table 1.7</b>  | World Refining Capacities by Regions  | 12 |
| <b>Table 2.1</b>  | Definition of Petroleum (Crude Oil and Products) according to C.T.S.P.  | 16 |
| <b>Table 2.2</b>  | Refinery License Activities   | 18 |
| <b>Table 2.3</b>  | License Information on Refineries not active yet  | 18 |
| <b>Table 2.4</b>  | Capacity Utilization Rates between 2010 and 2011  | 19 |
| <b>Table 2.5</b>  | Crude Oil Import of Refinery License Holders between 2009-2011<br>by countries                                  | 20 |
| <b>Table 2.6</b>  | Oil Products Production of Refinery License Holders between 2009-2011   | 22 |
| <b>Table 2.7</b>  | Production Amounts of Refinery License Holders in 2011  | 22 |
| <b>Table 2.8</b>  | Oil Products Import Amounts of Refinery License Holders by years  | 24 |
| <b>Table 2.9</b>  | Oil Products Export Amounts of Refinery License Holders by years  | 25 |
| <b>Table 2.10</b> | Amounts of Products Offered to the National Market by the<br>Refinery License Holders                           | 26 |
| <b>Table 2.11</b> | Processing License Activities   | 27 |
| <b>Table 2.12</b> | Processing (Biodiesel) Production Capacities  | 27 |
| <b>Table 2.13</b> | Distributor License Activities  | 28 |
| <b>Table 2.14</b> | Amounts of fuel that the Distributor License Holders procured from the refinery                                 | 28 |
| <b>Table 2.15</b> | Procurement Amounts of the Distributor License Holders that Purchase<br>Fuel Through Trade Between Distributors | 28 |
| <b>Table 2.16</b> | The Import Amounts of Distributor License Holders in 2011 by Fuel Type  | 30 |
| <b>Table 2.17</b> | The Import Amounts of Distributor License Holders in 2011 by countries  | 31 |
| <b>Table 2.18</b> | Distribution of Distributor License Holders by Procurement Sources  | 32 |
| <b>Table 2.19</b> | Fuel Sale Amounts of Distributor License Holders  | 32 |
| <b>Table 2.20</b> | Sales of Distributor License Holders by Fuel Types in 2009 - 2011   | 33 |
| <b>Table 2.21</b> | Sales of by Fuel Oil Types by Distributor License Holders in 2009 – 2011  | 33 |
| <b>Table 2.22</b> | Share of Sale by Distributors according to Total Fuel Types   | 34 |
| <b>Table 2.23</b> | The first 10 Distributor License Holders based on Sales Amounts   | 39 |
| <b>Table 2.24</b> | Monthly Distribution of the Sales of Distributor License Holders  | 42 |
| <b>Table 2.25</b> | Distribution of Fuel Types Delivered to Fuel Vendors according to<br>Distributor License Holders                | 43 |
| <b>Table 2.26</b> | Fuel Sales through VIS by Distributor License Holders   | 48 |
| <b>Table 2.27</b> | Fuel Sales by Cities  | 48 |
| <b>Table 2.28</b> | Distributor Sales to the Eligible Users according to Fuel Types   | 55 |

|                   |   |    |
|-------------------|---|----|
| <b>Table 2.29</b> | Sales Amounts according to Distributor License Holders Selling Fuel Between Distributors  | 57 |
| <b>Table 2.30</b> | Total Export Figures of Distributor Licence Holders in 2010 by Fuel Types   | 58 |
| <b>Table 2.31</b> | Bunker Delivery License Activities  | 63 |
| <b>Table 2.32</b> | Import Figures of Distributor license Holders with Bunker Delivery Subtitle and Bunker Delivery License Holders                                     | 64 |
| <b>Table 2.33</b> | Procurement Figures of Distributor license Holders with Bunker Delivery Subtitle and Bunker Delivery License Holders                                | 64 |
| <b>Table 2.34</b> | Marine Fuels sold Domestically by Distributor license Holders with Bunker Delivery Subtitle and Bunker Delivery License Holders                     | 65 |
| <b>Table 2.35</b> | Marine Fuels Exported by Distributor license Holders with Bunker Delivery Subtitle and Bunker Delivery License Holders                              | 67 |
| <b>Table 2.36</b> | Marine Fuels Subject to Transit Regime Delivered by Distributor license Holders with Bunker Delivery Subtitle and Bunker Delivery License Holders   | 68 |
| <b>Table 2.37</b> | Aviation Fuels sold Domestically by Distributor license Holders with Bunker Delivery Subtitle and Bunker Delivery License Holders                   | 70 |
| <b>Table 2.38</b> | Aviation Fuels Exported by Distributor license Holders with Bunker Delivery Subtitle and Bunker Delivery License Holders                            | 71 |
| <b>Table 2.39</b> | Aviation Fuels Subject to Transit Regime Delivered by Distributor license Holders with Bunker Delivery Subtitle and Bunker Delivery License Holders | 72 |
| <b>Table 2.40</b> | Amounts of Marine Fuels Delivered Domestically between 2005-2011 (with SCT and VAT)   | 73 |
| <b>Table 2.41</b> | Amounts of Marine Fuels Delivered Domestically between 2005-2011 (zero SCT + VAT)   | 74 |
| <b>Table 2.42</b> | Marine Fuels Exported between 2005-2011   | 77 |
| <b>Table 2.43</b> | Marine Fuels Delivered Subject to Transit Regime Between 2005-2011  | 79 |
| <b>Table 2.44</b> | Amounts of Aviation Fuels Delivered Domestically between 2005-2011 (with SCT and VAT)   | 82 |
| <b>Table 2.45</b> | Aviation Fuels Exported between 2005-2011   | 84 |
| <b>Table 2.46</b> | Aviation Fuels Delivered Subject to Transit Regime Between 2005-2011  | 86 |
| <b>Table 2.47</b> | Vendor License Activities   | 87 |
| <b>Table 2.48</b> | Vendor Changes among Distributor License Holders in 2011  | 88 |
| <b>Table 2.49</b> | Vendor License Statistics in 2011   | 90 |
| <b>Table 2.50</b> | Eligible User License Activities  | 92 |
| <b>Table 2.51</b> | Lube Oil License Activities   | 92 |
| <b>Table 2.52</b> | Production Capacities of Lube Oil License Holders   | 92 |
| <b>Table 2.53</b> | Lube Oil Activities in 2011   | 93 |
| <b>Table 2.54</b> | Storage License Activities  | 94 |
| <b>Table 2.55</b> | Storage Licenses and Storage Capacities by the end of 2011  | 95 |

|   |     |
|---|-----|
| <b>Table 2.56</b> Storage Capacity to Provide Service to Third Parties  | 99  |
| <b>Table 2.57</b> Storage Capacity of the Distributor License Holders with Storage Subtitle<br>by the end of 2010           | 100 |
| <b>Table 2.58</b> Storage Capacity of the Distributor License Holders with Storage Subtitle<br>by the end of 2011           | 100 |
| <b>Table 2.59</b> Storage Capacity of Refinery License Holders by the end of 2009   | 100 |
| <b>Table 2.60</b> Storage Capacity of Refinery License Holders by the end of 2010   | 100 |
| <b>Table 2.61</b> Storage Capacity of Refinery License Holders by the end of 2011   | 101 |
| <b>Table 2.62</b> Transmission License Activities   | 103 |
| <b>Table 2.63</b> Transportation License Activities   | 103 |
| <b>Table 2.64</b> Transportation Capacity   | 103 |
| <b>Table 2.65</b> Amounts of Gasoline and Diesel transported between cities by Transportation<br>License (Railroad) Holders | 104 |
| <b>Table 2.66</b> Sea Transport Routes  | 105 |
| <b>Table 3.1</b> 2011 Mediterranean Spot Prices and Average Import Prices of License Holders                                | 108 |
| <b>Table 3.2</b> Genova/Lavera CIF MED Average Price  | 109 |
| <b>Table 3.3</b> Unleaded Gasoline 95 Octane Differentiated Product Distribution  | 110 |
| <b>Table 3.4</b> Unleaded Gasoline 95 Octane Average Refinery Price   | 110 |
| <b>Table 3.5</b> Unleaded Gasoline 95 Octane Distributor Depot Price  | 111 |
| <b>Table 3.6</b> Unleaded Gasoline 95 Octane Vendor Prices  | 111 |
| <b>Table 3.7</b> Unleaded Gasoline 95 Octane Monthly Average Price Formation  | 111 |
| <b>Table 3.8</b> Unleaded Gasoline 95 Octane Average Price Change   | 112 |
| <b>Table 3.9</b> Unleaded Gasoline 95 Octane (Other) Average Refinery Price   | 114 |
| <b>Table 3.10</b> Unleaded Gasoline 95 Octane (Other) Distributor Depot Price   | 115 |
| <b>Table 3.11</b> Unleaded Gasoline 95 Octane (Other) Vendor Prices   | 115 |
| <b>Table 3.12</b> Unleaded Gasoline 95 Octane (Other) Monthly Average Price Formation                                       | 115 |
| <b>Table 3.13</b> Unleaded Gasoline 95 Octane (Other) Average Price   | 116 |
| <b>Table 3.14</b> Diesel Differentiated Product Distribution  | 119 |
| <b>Table 3.15</b> Diesel Average Refinery Price   | 119 |
| <b>Table 3.16</b> Diesel Distributor Depot Price  | 119 |
| <b>Table 3.17</b> Diesel Vendor Prices  | 119 |
| <b>Table 3.18</b> Diesel Monthly Average Price Formation  | 120 |
| <b>Table 3.19</b> Diesel Average Price  | 120 |
| <b>Table 3.20</b> Diesel (Other) Distributor Depot Price  | 123 |
| <b>Table 3.21</b> Diesel (Other) Vendor Prices  | 123 |
| <b>Table 3.22</b> Diesel (Other) Monthly Average Price Formation  | 123 |
| <b>Table 3.23</b> Diesel (Other) Average Price  | 124 |
| <b>Table 3.24</b> Fuel Oil 4 (Heating Oil) Average Refinery Price   | 126 |
| <b>Table 3.25</b> Fuel Oil 4 (Heating Oil) Distributor Depot Price  | 126 |
| <b>Table 3.26</b> Fuel Oil 4 (Heating Oil) Vendor Prices  | 127 |
| <b>Table 3.27</b> Fuel Oil 4 (Heating Oil) Monthly Average Price Formation  | 127 |
| <b>Table 3.28</b> Fuel Oil 4 (Heating Oil) Average Price  | 127 |
| <b>Table 3.29</b> Fuel Oil 6 Average Refinery Price   | 130 |
| <b>Table 3.30</b> Fuel Oil 6 Distributor Depot Price  | 131 |

|                   |   |     |
|-------------------|---|-----|
| <b>Table 3.31</b> | Fuel Oil 6 Vendor Prices  | 131 |
| <b>Table 3.32</b> | Fuel Oil 6 Monthly Average Price Formation  | 131 |
| <b>Table 3.33</b> | Fuel Oil 6 Average Price  | 132 |
| <b>Table 3.34</b> | Average Vendor price Changes in Selected EU Countries                                     | 135 |
| <b>Table 3.35</b> | Unleaded Gasoline 95 Octane Tax Burden  | 138 |
| <b>Table 3.36</b> | Unleaded Gasoline 95 Octane (Other) Tax Burden  | 139 |
| <b>Table 3.37</b> | Diesel Tax Burden   | 139 |
| <b>Table 3.38</b> | Diesel (with Additives) Tax Burden  | 139 |
| <b>Table 3.39</b> | Fuel Oil 4 (Heating Oil) Tax Burden   | 139 |
| <b>Table 3.40</b> | Fuel Oil 6 Tax Burden   | 139 |
| <b>Table 3.41</b> | Final Price Components in Fuel Types  | 140 |
| <b>Table 3.42</b> | Indirect Taxes Collected from Fuel  | 141 |
| <b>Table 3.43</b> | Amendments made in the sheets (A) and (B) of the list (I) of the SCT Law                  | 142 |
| <b>Table 3.44</b> | 2011 Storage Tariffs  | 143 |
| <b>Table 3.45</b> | 2011 Transmission Service Fees  | 146 |
| <b>Table 4.1</b>  | Amounts of Fuel marked with National Marker   | 150 |
| <b>Table 4.2</b>  | Amounts of Ethanol and Biodiesel marked with National Marker (m <sup>3</sup> )            | 151 |
| <b>Table 4.3</b>  | Administrative Fines Imposed on Distributor, Storage and Refinery License Holders in 2011 | 157 |
| <b>Table 4.4</b>  | Distribution of Administrative Fines Imposed on Vendors                                   | 157 |
| <b>Table 4.5</b>  | Administrative Sanctions regarding National Marker and Fuel Quality Nonconformity         | 158 |

# FIGURES

|                    |  |    |
|--------------------|--|----|
| <b>Figure 1.1</b>  | Distribution of World Oil Consumption According to Primary Energy Sources                            | 2  |
| <b>Figure 1.2</b>  | Sectoral Distribution of Oil Consumption   | 4  |
| <b>Figure 1.3</b>  | Sectoral Distribution of the Expected Increase until 2020 in Oil Consumption                         | 4  |
| <b>Figure 1.4</b>  | Crude Oil (Brent) and FOB Italy Fuel Prices between 2010-2011  | 9  |
| <b>Figure 1.5</b>  | Weekly Average Prices of Crude Oil, Gasoline and Diesel in 2011                                      | 10 |
| <b>Figure 1.6</b>  | Relative Value of Crude Oil (Brent) compared to Gold, Food and Some Currencies                       | 11 |
| <b>Figure 1.7</b>  | Number of Refineries and Total Refining Capacity between 2001-2011                                   | 13 |
| <b>Figure 2.1</b>  | Procurement Amounts of Refinery License Holders between 2009-2011                                    | 19 |
| <b>Figure 2.2</b>  | Amounts of Crude Oil Import by 7 Countries with the largest share                                    | 20 |
| <b>Figure 2.3</b>  | Distribution of Crude Oil Imported by Refinery License Holders in 2011<br>According to Gravity (API) | 21 |
| <b>Figure 2.4</b>  | Import and Export of Intermediate Products by Refinery License Holders<br>between 2009-2011          | 21 |
| <b>Figure 2.5</b>  | Percentages of Products Obtained from Crude Oil by Refinery License Owners<br>in 2011                | 23 |
| <b>Figure 2.6</b>  | Monthly Diesel, Gasoline and Fuel Oil Consumption Figures of Refinery License Holders                | 23 |
| <b>Figure 2.7</b>  | Monthly Product Percentages Obtained from Crude Oil by Refineries in Turkey                          | 24 |
| <b>Figure 2.8</b>  | Oil Products Import Amounts of Refinery License Holders throughout Years                             | 24 |
| <b>Figure 2.9</b>  | Monthly Oil Products Export Amounts of Refinery License Holders in 2011                              | 25 |
| <b>Figure 2.10</b> | Oil Products Export Amounts of Refinery License Holders Throughout Years                             | 26 |
| <b>Figure 2.11</b> | Market Shares of Distributor License Holders in Total Fuel Sales                                     | 40 |
| <b>Figure 2.12</b> | Market Shares of Distributor License Holders for Gasoline Types                                      | 40 |
| <b>Figure 2.13</b> | Market Shares of Distributor License Holders for Diesel Types  | 41 |
| <b>Figure 2.14</b> | Market Shares of Distributor License Holders for Fuel Oil Types Fuel Oil                             | 41 |
| <b>Figure 2.15</b> | Monthly Distribution of Fuel Deliveries of Distributor License Holders                               | 42 |
| <b>Figure 2.16</b> | Fuel Sales by Cities   | 51 |
| <b>Figure 2.17</b> | Total Fuel Sales by Regions  | 52 |
| <b>Figure 2.18</b> | Diesel Sales by Cities   | 53 |
| <b>Figure 2.19</b> | Gasoline Sales by Cities   | 54 |
| <b>Figure 2.20</b> | Market Concentrations of Fuel Sales (HHI)  | 58 |
| <b>Figure 2.21</b> | Market Concentrations of Gasoline Sales by cities (HHI)  | 59 |
| <b>Figure 2.22</b> | Market Concentrations of Gasoline Sales by regions (HHI)   | 60 |
| <b>Figure 2.23</b> | Market Concentrations of Diesel Sales by cities (HHI)  | 61 |
| <b>Figure 2.24</b> | Market Concentrations of Diesel Sales by regions (HHI)   | 62 |
| <b>Figure 2.25</b> | Amounts of Marine Fuels Delivered Domestically between 2005-2011<br>(with SCT and VAT)               | 74 |
| <b>Figure 2.26</b> | Amounts of Marine Fuels Delivered Domestically between 2005-2011<br>(zero SCT + VAT)                 | 77 |
| <b>Figure 2.27</b> | Amounts of Marine Fuels exported between 2005-2011   | 78 |
| <b>Figure 2.28</b> | Amounts of Marine Fuels Delivered Subject to Transit Regime between 2005-2011                        | 82 |

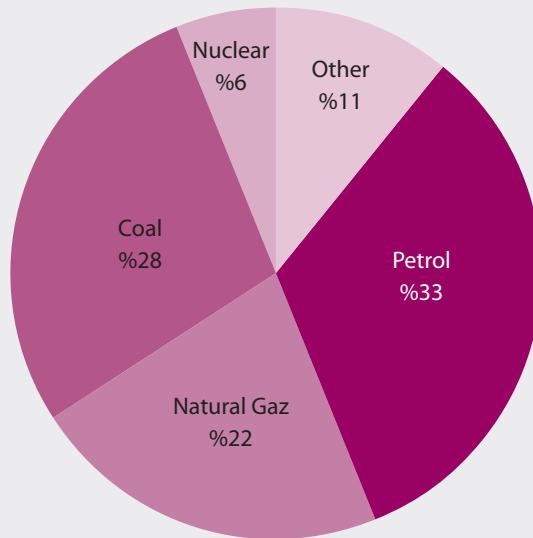
|   |     |
|---|-----|
| <b>Figure 2.29</b> Amounts of Aviation Fuels Delivered Domestically between 2005-2011<br>(with SCT and VAT) | 84  |
| <b>Figure 2.30</b> Amounts of Aviation Fuels exported between 2005-2011                                     | 85  |
| <b>Figure 2.31</b> Amounts of Aviation Fuels Delivered Subject to Transit Regime between 2005-2011          | 86  |
| <b>Figure 2.32</b> Storage Capacity of Distributor License Holders with Storage Subtitle                    | 102 |
| <b>Figure 3.1</b> Mediterranean Spot and Turkey Import Prices (Unleaded Gasoline 95 Octane)                 | 109 |
| <b>Figure 3.2</b> Mediterranean Spot and Turkey Diesel Import Prices  | 109 |
| <b>Figure 3.3</b> Unleaded Gasoline 95 Octane Price Changes (without tax)                                   | 113 |
| <b>Figure 3.4</b> Unleaded Gasoline 95 Octane Price Changes (with tax)                                      | 113 |
| <b>Figure 3.5</b> Unleaded Gasoline 95 Octane Tax-free Pump Price Formation                                 | 114 |
| <b>Figure 3.6</b> Unleaded Gasoline 95 Octane (Other) Price Changes (without tax)                           | 117 |
| <b>Figure 3.7</b> Unleaded Gasoline 95 Octane (Other) Price Changes (with tax)                              | 118 |
| <b>Figure 3.8</b> Unleaded Gasoline 95 Octane (Other) Tax-free Pump Price Formation                         | 118 |
| <b>Figure 3.9</b> Diesel Price Changes (without tax)  | 121 |
| <b>Figure 3.10</b> Diesel Price Changes (with tax)  | 122 |
| <b>Figure 3.11</b> Diesel Tax-free Pump Price Formation   | 122 |
| <b>Figure 3.12</b> Diesel (Other) Price Changes (without tax)   | 125 |
| <b>Figure 3.13</b> Diesel (Other) Price Changes (with tax)  | 125 |
| <b>Figure 3.14</b> Diesel (Other) Tax-free Pump Price Formation   | 126 |
| <b>Figure 3.15</b> Fuel Oil 4 (Heating Oil) Price Changes (without tax)                                     | 129 |
| <b>Figure 3.16</b> Fuel Oil 4 (Heating Oil) Price Changes (with tax)  | 129 |
| <b>Figure 3.17</b> Fuel Oil 4 (Heating Oil) Tax-free Pump Price Formation                                   | 130 |
| <b>Figure 3.18</b> Fuel Oil 6 Price Changes (without tax)   | 133 |
| <b>Figure 3.19</b> Fuel Oil 6 Price Changes (with tax)  | 134 |
| <b>Figure 3.20</b> Fuel Oil 6 Tax-free Pump Price Formation   | 134 |
| <b>Figure 3.21</b> EU Vendor Price Changes (without tax)  | 137 |
| <b>Figure 3.22</b> EU Vendor Price Changes (with tax)   | 137 |
| <b>Figure 3.23</b> Tax-free Vendor Prices in Turkey and Selected EU countries                               | 138 |
| <b>Figure 3.24</b> Unleaded Gasoline 95 Octane Price Components and Tax Burden                              | 140 |
| <b>Figure 3.25</b> Diesel Price Components and Tax Burden   | 141 |
| <b>Figure 3.26</b> Fuel Oil 6 Price Components and Tax Burden   | 141 |
| <b>Figure 3.27</b> Indirect Tax Revenue from Fuels in 2011  | 142 |
| <b>Figure 4.1</b> Amounts of Fuel marked between 2007-2011  | 151 |
| <b>Figure 4.2</b> Shares of Fuel marked by Distributors and Refineries                                      | 151 |
| <b>Figure 4.3</b> Amounts of Fuel marked by Distributors and Refineries in 2011 by quarters                 | 152 |
| <b>Figure 4.4</b> Distribution of Administrative Fines Imposed on Vendors                                   | 158 |



# 1. OIL IN THE WORLD

*In this section; the world crude oil demand and supply, price flows and distribution of refining capacities according to regions are analyzed under different headings.*

Petroleum still has the largest share among primary energy sources despite the incentives and investments in renewable energy sources as a result of the ever-increasing prices. (Figure 1.1). Although the share of petroleum in total energy consumption gets smaller every year, the amount of petroleum consumption has a tendency to increase. Hence, while the share of petroleum among primary energy sources was 46% in 1980, in 2000 decreased to 39% and today it is around 33%.<sup>1</sup>



**Figure 1.1** Distribution of World Oil Consumption According to Primary Energy Sources

Source: US Energy Information Administration, "International Energy Outlook 2011" Report<sup>2</sup>

### 1.1 World Oil Demand

In 2011 the petroleum demand in the world increased by 0.8% compared to the previous year and reached 89 million barrels a day (Table 1.1). However, this increase rate does not mean that the demand increased in all countries. On the contrary, when the world is divided into two regions according to their petroleum consumption tendencies, it is observed that the countries in which petroleum consumption decreases are developed countries, while the countries where the amount of petroleum consumption is on the rise are developing countries.

Hence, when the amount of oil consumption over the years displayed in Table 1.1 is analyzed, it is observed that the total consumption of advanced, OECD countries has a tendency to decrease while the demand in developing non-OECD countries keeps increasing. In 2011, while there was an increase of 1.3 million barrels per day in the demand of non-OECD nations, the demand of OECD nations decreased by 0.6 million barrels per day and the net increase in world demand totaled 0.7 million barrels per day.

<sup>1</sup> Data source: <http://www.eia.gov/cfapps/ipdbproject/iedindex3.cfm?tid=5&pid=5&aid=2&cid=ww,&syid=2006&eyid=2010&unit=QBTU>

<sup>2</sup> [http://www.eia.gov/oiaf/aeo/tablebrowser/#release=IEO2011&subject=1-IEO2011&table=2-IEO2011&region=0-0&cases=Reference-0504a\\_1630](http://www.eia.gov/oiaf/aeo/tablebrowser/#release=IEO2011&subject=1-IEO2011&table=2-IEO2011&region=0-0&cases=Reference-0504a_1630), February 2012

**Table 1.1** World Oil Demand (million barrel/day)

|                    | Crude Oil Demand | 2008        | 2009        | 2010        | 2011        | 2011 share (%) | Difference (%) 2010→2011 |
|--------------------|------------------|-------------|-------------|-------------|-------------|----------------|--------------------------|
| OECD               | North America    | 24,2        | 23,3        | 23,8        | 23,4        | 26,3           | -1,7                     |
|                    | Europe           | 15,4        | 14,7        | 14,6        | 14,3        | 16,1           | -2,1                     |
|                    | Pacific          | 8,1         | 7,7         | 7,8         | 7,9         | 8,9            | 1,3                      |
|                    | <b>Total</b>     | <b>47,6</b> | <b>45,6</b> | <b>46,2</b> | <b>45,6</b> | <b>51,2</b>    | <b>-1,3</b>              |
| Non OECD           | China            | 7,7         | 8,1         | 9,1         | 9,5         | 10,7           | 4,4                      |
|                    | Asia Other       | 9,7         | 10,1        | 10,4        | 10,6        | 11,9           | 1,9                      |
|                    | Former USSR      | 4,2         | 4,2         | 4,5         | 4,7         | 5,3            | 4,4                      |
|                    | Middle East      | 7,3         | 7,5         | 7,8         | 8,0         | 9,0            | 2,6                      |
|                    | Africa           | 3,3         | 3,3         | 3,4         | 3,3         | 3,7            | -2,9                     |
|                    | Latin America    | 6,0         | 6,0         | 6,3         | 6,5         | 7,3            | 3,2                      |
|                    | Europe Other     | 0,8         | 0,7         | 0,7         | 0,7         | 0,8            | 0,0                      |
|                    | <b>Total</b>     | <b>38,9</b> | <b>39,9</b> | <b>42,1</b> | <b>43,4</b> | <b>48,8</b>    | <b>3,1</b>               |
| <b>World Total</b> | <b>86,6</b>      | <b>85,6</b> | <b>88,3</b> | <b>89,0</b> | <b>100</b>  | <b>0,8</b>     |                          |

Source: International Energy Agency (<http://omrpublic.iea.org/balances.asp>, February 2012)

The "IMF World Economic Outlook April 2011"<sup>3</sup> report, which draws a parallel between the level of development and oil consumption, indicates that the long term income elasticity of petroleum consumption is -0.385 in the developed OECD countries and 0.589 in non-OECD countries. In other words, while a 10% increase in the Gross Domestic Product (GDP) results in a 3.8% decrease in oil consumption in developed countries, it causes a 5.9% increase in consumption in developing countries. The report lists the causes of this situation as the slowdown of growth in vehicle ownership per capita as saturation levels begin to be reached in the industrialized OECD countries, the downward tendency in the population of these countries, the decrease in energy density in the production industry and a shift towards the alternative energy sources.

When both developed and developing countries are considered, the world average in the income elasticity of oil consumption is 0.68 in the short term and 0.29 in the long term.<sup>4</sup> These rates indicate that the 10% increase in the World Gross Domestic Product will increase the petroleum demand by 6.8% in the short term and 2.9% in the long term. In accordance with the reasons mentioned above, the increase rate is lower in the long term.

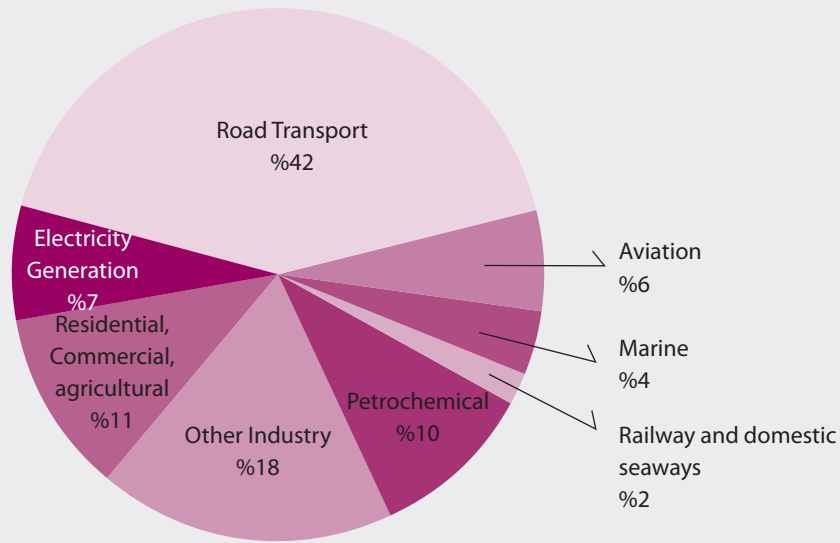
The rapid increase in the petroleum prices in the recent years because of the inelasticity of oil consumption in response to price increases has not really affected the amount of consumption. In the report<sup>5</sup>, that highlights this fact, it is stated that the price elasticity of world oil demand is -0.02 in the short term. In other words, a 10% increase in petroleum prices decreases the petroleum demand by only 0.2% in the short term. The fact that the price elasticity in the long term (at least 20 years) is -0.07 indicates that a 10% non-transitory increase in the petroleum prices will decrease the petroleum demand by only 0.7% in a period of twenty years. These rates are the primary indications of the fact that petroleum will remain as an essential source of energy economically.

As a matter of fact, although petroleum has yielded its place to other energy sources in several industries and areas of use, it keeps its important position in the transportation industry. The distribution of petroleum consumption among industries demonstrated in Figure 1.2 shows that 55% of petroleum is consumed in transportation industry involving road, sea, air and railroad transportation.

<sup>3</sup> <http://www.imf.org/external/pubs/ft/weo/2011/01/>

<sup>4</sup> *ibid* p.113

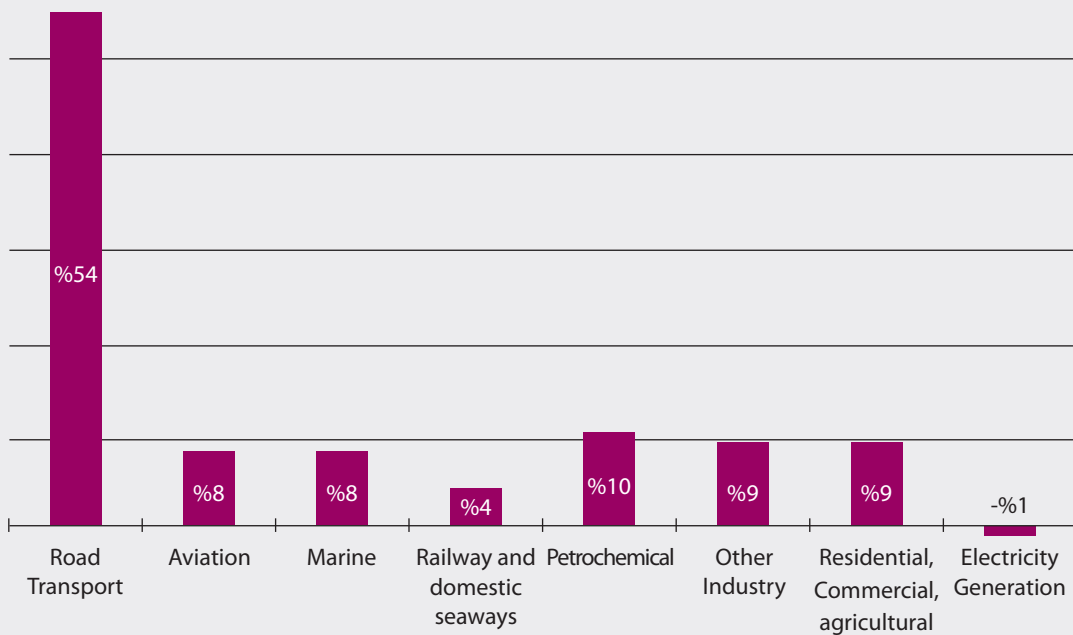
<sup>5</sup> *ibid* p.112



**Figure 1.2** Sectoral Distribution of Oil Consumption

Source: OPEC World Oil Outlook 2011<sup>6</sup>

The oil consumption change projections on an industrial basis until 2020 are displayed in Figure 1.3 and it is observed that 74% of the increase in oil consumption will depend on transportation industry. Therefore, the change in the number of cars in the world vehicle park and number of cars per capita is of utmost importance for future projections and these figures are followed closely by the countries producing petroleum. This is explained in detail in “OPEC World Oil Outlook 2011” report and it is stated according to 2008 statistics, there were almost 850 million passenger cars in the world, with almost 70% of these cars in OECD countries. Passenger car statistics provided in the report on a country basis are presented in Table 1.2.



**Figure 1.3** Sectoral Distribution of the Expected Increase until 2020 in Oil Consumption

Source: OPEC World Oil Outlook 2011

<sup>6</sup> [http://www.opec.org/opec\\_web/static\\_files\\_project/media/downloads/publications/WOO\\_2011.pdf](http://www.opec.org/opec_web/static_files_project/media/downloads/publications/WOO_2011.pdf)

**Table 1.2** Number of Cars by Countries (2008)

| Country   | Number of cars for 100 people | Total number of cars (million) | Country     | Number of cars for 100 people | Total number of cars (million) |
|-----------|-------------------------------|--------------------------------|-------------|-------------------------------|--------------------------------|
| USA       | 72,2                          | 225                            | South Korea | 25,9                          | 12,5                           |
| Italy     | 59,8                          | 35,7                           | S.Arabia    | 22,7                          | 5,6                            |
| Germany   | 50,1                          | 41,2                           | Russia      | 20,8                          | 29,5                           |
| Spain     | 49,8                          | 22,1                           | Brazil      | 16,8                          | 32,3                           |
| France    | 49,7                          | 30,9                           | Iran        | 11,5                          | 8,2                            |
| England   | 46,4                          | 28,4                           | Turkey      | 9,2                           | 6,8                            |
| Japan     | 46,3                          | 59,0                           | Egypt       | 3,1                           | 2,5                            |
| Greece    | 44,5                          | 5,0                            | Iraq        | 2,7                           | 0,8                            |
| Malaysia  | 29,8                          | 8,1                            | China       | 2,7                           | 36,0                           |
| Argentina | 26,6                          | 10,6                           | Syria       | 2,6                           | 0,6                            |
| World     | 12,6                          | 848,6                          | India       | 1,2                           | 14                             |

Source: OPEC World Oil Outlook 2011, p.80

Although the number of cars per capita increased every year, oil consumption per vehicle decreased by 0.9% on annual average between 1990-2008 while the total amount of oil consumption in land vehicles increased by 2.2% on annual average in this period.<sup>7</sup>

Table 1.3 presents the distribution of world consumption of gasoline ve diesel fuel that are the two main fuels in road transportation. Although gasoline and diesel fuel consumption are close in terms of total amounts, it can be observed that there is a distinction between the intensity of gasoline and of diesel fuel consumption on a regional basis. According to these figures, North America and Japan are gasoline-intensive regions while Europe and Asia are diesel-intensive regions.

As the main factor that determines the amounts of gasoline and diesel fuel that can be produced from crude oil is the technology used at the building stage of the refinery, the product range that can be obtained from crude oil cannot be altered in the short term according to the changes in product demand. Product ranges can be reconfigured according to the new demand to a certain extent with additional units that will take several years to be built. However, as it is not possible to produce only gasoline or only diesel from crude oil by means of refining because of its physical characteristics, in a refinery built in order to produce diesel fuel in a region where there is a high demand for diesel fuel, gasoline has to be produced to a certain extent even if it is not preferred. This product imbalance between the gasoline-intensive and diesel-intensive regions is balanced by counter trade. Therefore, in the case of a tendency towards diesel consumption in all regions, gasoline prices will decrease significantly compared to diesel fuel and the difference in consumption due to the unproductivity will be made up with the decrease in the prices and the consumption rates will be shaped according to the production range of the existing refineries. However, the most effective combination can be achieved in the long term as a result of the changes in refinery building, fuel preferences and vehicle engines.

It is projected that gasoline consumption in North America and Japan, where currently gasoline consumption is high, will slow down due to saturation levels reached while the demand for diesel fuel will increase as the number of diesel-powered cars in the developing countries rises. Thus, it is projected that there will be an

<sup>7</sup> *ibid* p.91.

increase in the diesel fuel prices and a decrease in gasoline prices and that the refineries to be built will focus on diesel fuel production. In the case that the supply and demand balance cannot be reached in the medium term, the preference for diesel-powered cars in the developing countries will give way to gasoline-powered cars.

While the diesel fuel prices and gasoline prices are close in the world markets, diesel-powered vehicles are still in demand in the European Union countries as diesel fuel enjoys a relative tax advantage of around 24% compared to gasoline. However, with the implementation of CO<sub>2</sub>-related taxation, the situation will be reversed and the tax for diesel will be 32% more compared to gasoline.<sup>8</sup> It is projected this will result in an inclination towards gasoline-powered cars in the European Union countries.

**Table 1.3** Petroleum Products Consumptions in the World (million barrel/day)

|              | Regions              | Gasoline          |              | Diesel            |             | Jet Fuel          |             |
|--------------|----------------------|-------------------|--------------|-------------------|-------------|-------------------|-------------|
|              |                      | Daily Consumption | World Share  | Daily Consumption | World Share | Daily Consumption | World Share |
| OECD         | <b>North America</b> | <b>10,04</b>      | <b>%45</b>   | <b>4,05</b>       | <b>%17</b>  | <b>1,62</b>       | <b>%25</b>  |
|              | USA(50)              | 8,46              | %38          | 3,45              | %15         | 1,43              | %22         |
|              | Canada               | 0,72              | %3           | 0,22              | %1          | 0,10              | %2          |
|              | Mexico               | 0,79              | %4           | 0,33              | %1          | 0,05              | %1          |
|              | <b>OECD Europe</b>   | <b>2,08</b>       | <b>%9</b>    | <b>4,49</b>       | <b>%19</b>  | <b>1,18</b>       | <b>%18</b>  |
|              | Germany              | 0,48              | %2           | 0,75              | %3          | 0,18              | %3          |
|              | England              | 0,33              | %1           | 0,47              | %2          | 0,31              | %5          |
|              | France               | 0,16              | %1           | 0,69              | %3          | 0,14              | %2          |
|              | Italy                | 0,22              | %1           | 0,48              | %2          | 0,08              | %1          |
|              | Spain                | 0,11              | %0           | 0,46              | %2          | 0,10              | %2          |
|              | <b>OECD Pacific</b>  | <b>1,55</b>       | <b>%7</b>    | <b>1,15</b>       | <b>%5</b>   | <b>0,84</b>       | <b>%13</b>  |
|              | Japan                | 0,97              | %4           | 0,42              | %2          | 0,50              | %8          |
|              | Korea                | 0,20              | %1           | 0,28              | %1          | 0,19              | %3          |
|              | Australia            | 0,32              | %1           | 0,39              | %2          | 0,13              | %2          |
| <b>Total</b> | <b>13,67</b>         | <b>%62</b>        | <b>9,69</b>  | <b>%41</b>        | <b>3,64</b> | <b>%56</b>        |             |
| Non OECD     | China                | 1,66              | %7           | 3,33              | %14         | 0,41              | %6          |
|              | India                | 0,36              | %2           | 1,37              | %6          | 0,30              | %5          |
|              | <b>Total</b>         | <b>8,54</b>       | <b>%38</b>   | <b>13,78</b>      | <b>%59</b>  | <b>2,92</b>       | <b>%44</b>  |
| <b>World</b> | <b>22,21</b>         | <b>%100</b>       | <b>23,47</b> | <b>%100</b>       | <b>6,56</b> | <b>%100</b>       |             |

Source: "International Energy Agency Oil Market Report, 18 January 2012 Version"<sup>9</sup>, p.7, November 2011 data

## 1.2 World Oil Supply

Table 1.4 shows that the total production of OPEC countries constitutes 40% of the total world production. In 2011 the total supply of OPEC countries increased by 1 million barrels, North America's supply increased by 0.4 million barrels and former USSR countries supply increased by 0.1 million barrels. With the decrease in production in the other regions, the world daily average oil supply increased by 0.9%. The decrease in the production in Europe and the Pacific within OECD nations was balanced by the increase in production in North America and a change in the total OECD supply did not occur.

<sup>8</sup> *ibid*, p.158

<sup>9</sup> <http://omrpublic.iea.org/currentissues/full.pdf>

**Table 1.4** World Oil Supply (million barrel/day)

|                    | Oil Supply     | 2009        | 2010        | 2011        | 2011 payı (%) | Difference 2009→2010 (%) | Difference 2010→2011 (%) |
|--------------------|----------------|-------------|-------------|-------------|---------------|--------------------------|--------------------------|
| <b>OECD</b>        | North America  | 13,6        | 14,1        | 14,5        | 16            | 3,7                      | 3                        |
|                    | Europe         | 4,5         | 4,2         | 3,9         | 4             | -6,7                     | -7                       |
|                    | Pacific        | 0,7         | 0,6         | 0,5         | 1             | -14,3                    | -17                      |
|                    | <b>Total</b>   | <b>18,8</b> | <b>18,9</b> | <b>18,9</b> | <b>21</b>     | <b>0,5</b>               | <b>0</b>                 |
| <b>Non OECD</b>    | OPEC           | 34,1        | 34,8        | 35,8        | 40            | 2,1                      | 3                        |
|                    | Former USSR    | 13,3        | 13,5        | 13,6        | 15            | 1,5                      | 1                        |
|                    | China          | 3,9         | 4,1         | 4,1         | 5             | 5,1                      | 0                        |
|                    | Asia Other     | 3,6         | 3,7         | 3,5         | 4             | 2,8                      | -5                       |
|                    | Middle East*   | 1,7         | 1,7         | 1,6         | 2             | 0,0                      | -6                       |
|                    | Africa*        | 2,6         | 2,5         | 2,5         | 3             | -3,8                     | 0                        |
|                    | <b>Total</b>   | <b>63,2</b> | <b>64,7</b> | <b>65,6</b> | <b>74</b>     | <b>2,4</b>               | <b>1</b>                 |
| <b>Other</b>       | Refinery Sahre | 2,0         | 2,1         | 2,2         | 2             | 5,0                      | 5                        |
|                    | Biofuels       | 1,6         | 1,8         | 1,8         | 2             | 12,5                     | 0                        |
| <b>World Total</b> |                | <b>85,6</b> | <b>87,5</b> | <b>88,4</b> | <b>100</b>    | <b>2,2</b>               | <b>1</b>                 |

Source: International Energy Agency (<http://omrpublic.iaea.org/balances.asp>)

\*The production of OPEC members in the Middle East and Africa are not included in this category but in the OPEC category.

Table 1.5 presents the countries with an oil and liquid fuel production of over 2 million barrels per day. The total supply of these 14 countries constitutes 70% of the total world oil supply.

**Table 1.5** Primary Countries in Crude Oil And Liquid Fuel Production in 2011

|           | Country      | Daily Production (million barrel) | World Share |
|-----------|--------------|-----------------------------------|-------------|
| <b>1</b>  | Russia       | 10,22                             | 11,7        |
| <b>2</b>  | USA          | 9,98                              | 11,4        |
| <b>3</b>  | Saudi Arabia | 9,44                              | 10,8        |
| <b>4</b>  | China        | 4,29                              | 4,9         |
| <b>5</b>  | Iran         | 3,66                              | 4,2         |
| <b>6</b>  | Canada       | 3,65                              | 4,2         |
| <b>7</b>  | Mexico       | 2,97                              | 3,4         |
| <b>8</b>  | Brazil       | 2,69                              | 3,1         |
| <b>9</b>  | Iraq         | 2,60                              | 3,0         |
| <b>10</b> | BAE          | 2,57                              | 2,9         |
| <b>11</b> | Kuwait       | 2,48                              | 2,8         |
| <b>12</b> | Venezuela    | 2,20                              | 2,5         |
| <b>13</b> | Nigeria      | 2,13                              | 2,4         |
| <b>14</b> | Norway       | 2,02                              | 2,3         |

Source: <http://www.eia.gov/forecasts/steo/query/>, February 2012

The major incident that occurred in regard to world oil supply in 2011 was the disruption in Libya's oil production which used to be 1.6 million barrels per day (1.5 million barrels exported), due to the internal disturbances that began in February. However, as this disruption occurred in the winter months in the Northern Hemisphere where the oil consumption is at a minimum level and when the annual maintenance of the refineries are carried out, it did not have a significant impact at the beginning.

However, as the disruption in production continued through the summer months, International Energy Agency (IAE) decided to make 60 million barrels of oil available to the market from the national stocks on June 23, 2011 and stated that this amount can be increased based on market needs. Turkey also had an active role in this emergency response plan which consists of releasing emergency stocks in 12 IEA member countries which hold emergency stocks and where the share in total IEA oil consumption is greater than 1%. Within the framework of the mentioned plan, 176 thousand barrels of gasoline and 895 thousand barrels of diesel, totaling 1,071 million barrels, have been offered to the market from our national stock.<sup>10</sup> As it is an obligation to have oil stock levels that equate to no less than 90 days of net imports and as the amount of our national stock in June equated 102 days of our net import, this decrease in our national stocks remained at a negligible level.<sup>11</sup> Besides, IAE's response plan of releasing stocks was ended on 15 September 2011 since the amount of oil consumption in summer months remained below expectations and the level of production in Saudi Arabia and Libya increased. The production in Libya that had come to a standstill in the second and third quarters of 2011 reached 0.6 million barrel/day in November and closed the year at the level of 0.8 million barrel/day.<sup>12</sup>

Although OPEC spare capacity, the cushion of world oil supply, was theoretically 3.8 million barrel/day in December 2011, IES states that the amount of the spare capacity that can be put in use practically is 2.85 million barrel/day<sup>13</sup>. In OPEC report it is stated that in 2010, OPEC's spare capacity stood at more than 5 mb/d and while this capacity fell to about 4 mb/d during the second and third quarter of 2011 as a result of the disruption in Libya's production, it is expected to stabilize at about 8 mb/d over the medium term.<sup>14</sup>

### 1.3 World Oil Prices

Oil is the most traded commodity, with world exports averaging US\$1.8 trillion annually during 2007–2009, which amounted to about 10 percent of total world exports in that period.<sup>15</sup>

Figure 1.4 presents the monthly average FOB prices of crude oil and several fuels in Italy since 2010. As is seen, there was a rapid increase in prices from the beginning of 2011 and the general price level in 2011 was 40% higher in US Dollars compared to 2010.

<sup>10</sup> <http://www.iea.org/files/Breakdowncollectiveaction.pdf>, February 2012

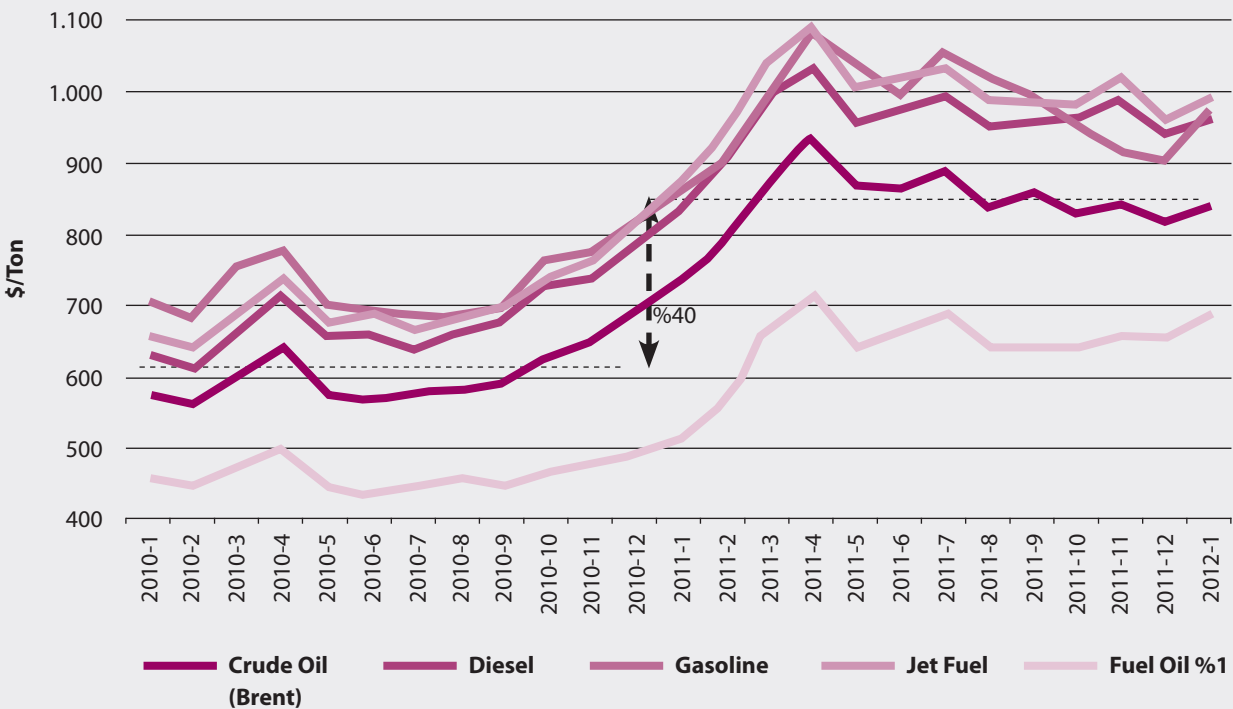
<sup>11</sup> <http://www.iea.org/netimports.asp?y=2011&m=06>, February 2012

<sup>12</sup> International Energy Agency Oil Market Report, 18 January 2012 Version, s.16

<sup>13</sup> *ipid*

<sup>14</sup> OPEC World Oil Outlook 2011, s.127, February 2012

<sup>15</sup> IMF World Energy Outlook April 2011, s.90, February 2012



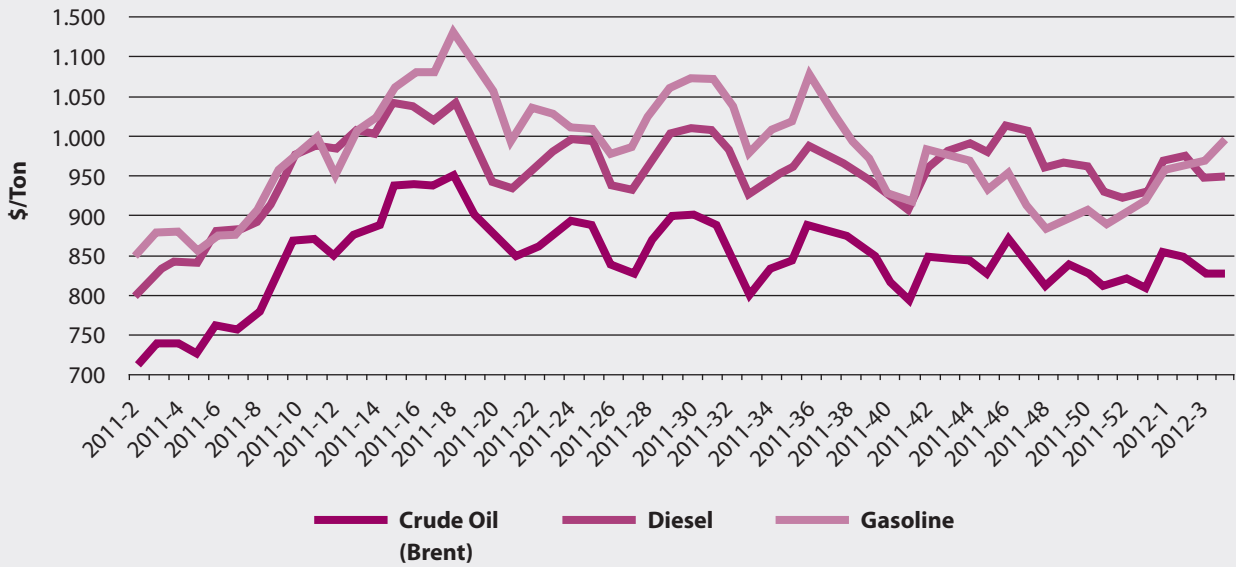
**Figure 1.4** Crude Oil (Brent) and FOB Italy Fuel Prices between 2010-2011 (\$/ton)

Source: Platts

The first apparent cause of this price increase in 2011 is the concern that a problem in oil supply might occur due to the Arab Spring in the Middle East and North Africa and the political uncertainties that follow. However, when the non-transitory nature of the price increase is taken into consideration, a more important reason appears to be the narrowing of the gap between the supply and demand in the oil market. The demand for oil, which is a limited source, keeps growing every year while the amount of production in several large oil fields keeps decreasing every year. Most of the newly discovered oil fields can only compensate for the loss of production in the existing fields instead of boosting total production.

As it takes a period of 8 to 10 years to discover and develop new oil fields, the main reason behind the high oil prices today is that oil prices remained around 40\$/barrel between 1990 and 2005 thus failing to attract new investments in the industry. The result of the exploration and production investments that were postponed due to low prices appear as supply shortage in the world today. On the other hand, with the increase in the oil prices, there are more exploration and production investments; alternative production methods such as generating oil from oil sand, natural gas and coal, become more economical resulting in a supply increase.

When the Brent oil, gasoline and diesel prices in 2011 are compared, the lowest price of Brent oil appears to be 93,7 \$/barrel (711,9 \$/ton) on the first day of the year and the highest price was 126,6 \$/barrel (962 \$/ton) on April 11. The yearly average was 111,3 \$/barrel (845,3 \$/ton). The weekly average prices of Brent Oil, Gasoline and Diesel (FOB Italy) are presented in Figure 1.5.



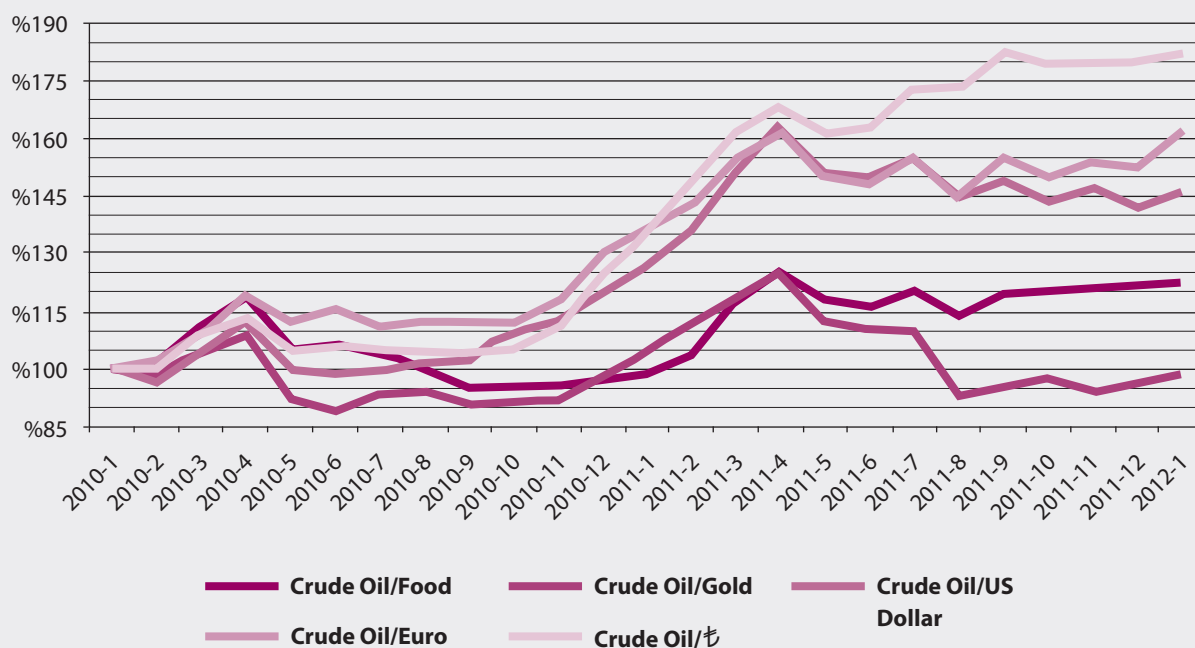
**Figure 1.5** Weekly Average Prices of Crude Oil, Gasoline and Diesel in 2011 (\$/ton)

Source: Platts

The gasoline prices that were above the diesel prices for most of the period, were lower than diesel prices by the end of the year after the decrease at the end of October but went up again at the beginning of 2012 surpassing diesel prices once more. While the price of 1 ton of gasoline was \$132.6 higher than the price of crude oil, this difference was \$111.9 for diesel fuel. The price of Fuel Oil(%1) was \$202.9 lower per ton than the price of crude oil.

As it is obvious from the prices of oil products, the main factor that determines the price is the demand for that product rather than the production costs. Hence, the market value of fuel oil, which is a product generated from crude oil by means of refining, turned out to be lower than unprocessed crude oil in the end.

As crude oil is the most traded commodity in the financial markets, the movements in the crude oil prices are of particular concern to both the commodity and financial markets. Figure 1.6 presents the changes in food and gold prices and some currencies in comparison with crude oil. If it is assumed that it was possible to purchase 100 units of food, 100 units of gold and 100 units of foreign currency in exchange for one barrel of crude oil in January 2010, by the end of 2011 121 units of food, 96 units of gold, 142 units of US Dollars, 154 units of Euro and 180 units of ₪ can be bought with one barrel of crude oil. When interpreting the figure, it should be noted that the ascending lines indicate that the relevant unit loses value compared to oil and the descending lines mean that it gains value. This figure indicates that the value of oil increased compared to all other units except gold.



**Figure 1.6** Relative Value of Crude Oil (Brent) compared to Gold, Food and Some Currencies

Source: Food Price Index (<http://www.fao.org/worldfoodsituation/wfs-home/foodpricesindex/en/>, February 2012), gold and exchange rates ([http://www.bundesbank.de/statistik/statistik\\_veroeffentlichungen\\_beiheft5.en.php](http://www.bundesbank.de/statistik/statistik_veroeffentlichungen_beiheft5.en.php), February 2012)

## 1.4 World Refining Capacity

While the refineries expanded in terms of number and capacity in 2009 and 2010, this situation did not continue in 2011. As is seen in Table 1.6 and Table 1.7, by the end of 2011, there were 655 refineries in the world and the total crude oil processing capacity of these refineries was 88 million barrels/day.

**Table 1.6** Number of Refineries Between 2009-2011

| Regions       | 2009 <sup>1</sup> | 2010 <sup>2</sup> | 2011 <sup>3</sup> |
|---------------|-------------------|-------------------|-------------------|
| Africa        | 45                | 45                | 45                |
| Asia          | 161               | 165               | 164               |
| Europe        | 191               | 190               | 188               |
| Middle East   | 44                | 44                | 44                |
| North America | 154               | 152               | 148               |
| South America | 66                | 66                | 66                |
| <b>Total</b>  | <b>661</b>        | <b>662</b>        | <b>655</b>        |

Sources

<sup>1</sup> [http://www.ojg.com/index/article-display.articles.oil-gas-journal.volume-107.issue-47.processing.special-report\\_global.QP129867.dcmp=rss.page=1.html](http://www.ojg.com/index/article-display.articles.oil-gas-journal.volume-107.issue-47.processing.special-report_global.QP129867.dcmp=rss.page=1.html), March 2011.

<sup>2</sup> <http://www.ojg.com/index/article-display/7057387312/articles/oil-gas-journal/volume-108/issue-46/special-report/global-capacity-growth-slows-but-asian.html>, March 2011.

<sup>3</sup> <http://www.ojg.com/1/vol-109/issue-49/special-report-worldwide/global-capacity-growth-full.html>, March 2012.

**Table 1.7 World Refining Capacities by Regions (million barrel/day)**

| Regions       | 2009 <sup>1</sup> | 2010 <sup>2</sup> | 2011 <sup>3</sup> |
|---------------|-------------------|-------------------|-------------------|
| Africa        | 3,3               | 3,2               | 3,2               |
| Asia          | 23,5              | 24,9              | 24,9              |
| Europe        | 25,3              | 25,0              | 24,8              |
| Middle East   | 7,2               | 7,2               | 7,3               |
| North America | 21,3              | 21,3              | 21,2              |
| South America | 6,6               | 6,6               | 6,6               |
| <b>Total</b>  | <b>87,2</b>       | <b>88,2</b>       | <b>88,0</b>       |

**Sources**

<sup>1</sup> [http://www.ogj.com/index/article-display.articles.oil-gas-journal.volume-107.issue-47.processing.special-report\\_global.QP129867.dcmp=rss.page=1.html](http://www.ogj.com/index/article-display.articles.oil-gas-journal.volume-107.issue-47.processing.special-report_global.QP129867.dcmp=rss.page=1.html), March 2011.

<sup>2</sup> <http://www.ogj.com/index/article-display/7057387312/articles/oil-gas-journal/volume-108/issue-46/special-report/global-capacity-growth-slows-but-asian.html>, March 2011.

<sup>3</sup> <http://www.ogj.com/1/vol-109/issue-49/special-report-worldwide/global-capacity-growth-full.html>, March 2012.

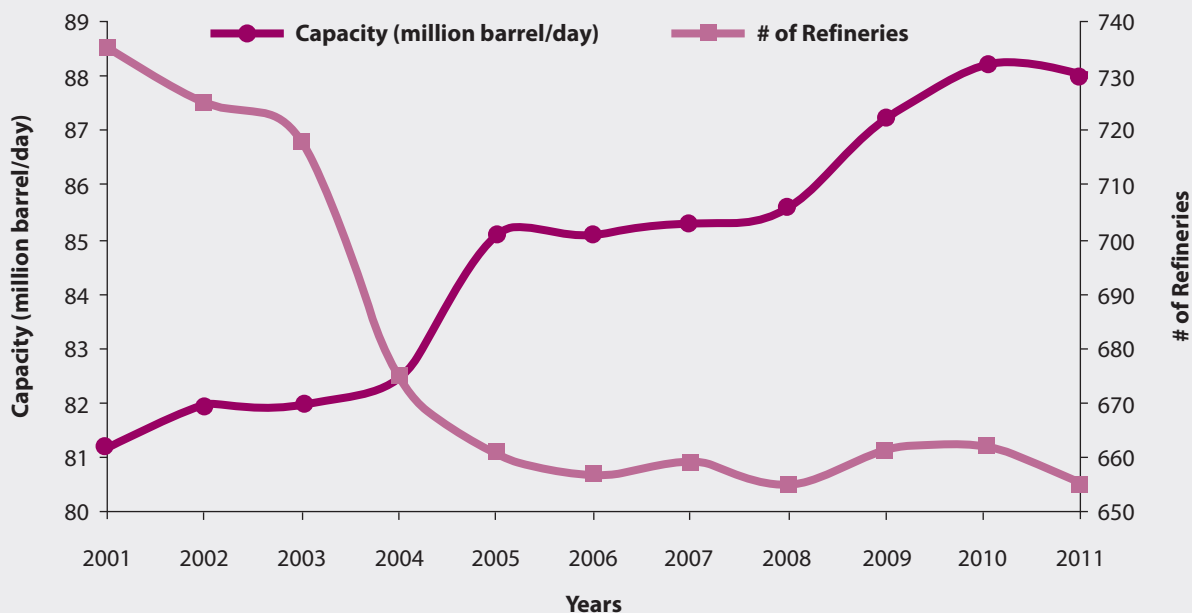
When the figures in Table 1.6 and 1.7 are analyzed together; it is observed that the change in the Refinery capacities is not only based on the number of the refineries but also on the improvements made in the refineries. While the number of refineries decreased by 1% between 2009 and 2011, total refining capacity increased by 1% in the same period. While the number of refineries dropped significantly in Europe and North America as the oil consumption of developed countries decreased, the number of refineries increased in Asia where countries like China and India with a fast-growing economy and high amounts of consumption are situated. When regions with developing economies are examined, it is observed that in order to meet the rising need for oil products, other investments to improve the existing refineries and increase the capacity are made in addition to the new refinery investments, and this results in a growth both in terms of refinery numbers and refinery capacities. It is believed that the reason behind shutting down the refineries in the developed countries and building new refineries in Far East Asia instead of moving the existing refineries to those regions is that the transportation of crude oil is more economical than the transportation of oil products and that the ratio of white products that can be produced in the refineries employing new technologies is higher.

On the other hand, the lack of required investments in order to produce high quality fuel because of the detrimental impacts of the economic depression in 2008 on the financial markets of developed countries causes the refineries to be shut down. In addition, the increase in biofuel consumption, advanced automotive technologies and the high taxes applied to oil products result in a decrease in demand for the oil products in advanced regions. When this is combined with low refinery shares, refinery profitability decreased significantly and shutting down the refineries that require investments became unavoidable. As a result, the decrease in the demand for oil products in OECD countries reduces the refinery profit margins in these countries and creates a competition of endurance about which refinery is going to shut down first. When some of the refineries are shut down, the profit margin of the remaining refineries will increase. Because of this, each refinery aims to carry on refining activities as long as possible and waits for other refineries to be shut down. By July 2011, five facilities were formally shut down, with a total capacity of around 500,000 barrels/day, and refineries totalling some 900,000 barrels/day are reportedly up for sale or going to be turned into terminals.<sup>16</sup>

<sup>16</sup> OPEC World Oil Outlook 2011, p.189

Besides the operational profitability, the capacities of the refineries are also based on the economic and political decisions of the countries. For instance, with the ordinance of Japan's Ministry of Economy in July 2009, the ratio of the refineries' cracking capacity to their distillation capacity has to be 13% by March 2014. As the demand for oil products in Japan is decreasing, the existing refineries follow this decision by shutting down their distillation capacity instead of expanding the cracking capacity and as a result, it is expected that a distillation capacity of 1 million barrels will have been shut down by the end of 2015. Similarly, increasing the minimum refinery capacity limit to 40,000 barrel/day in China results in the elimination of small scale refineries. In Russia, instead of a direct intervention to the refineries, the export duties for oil products are altered in order to keep the refining value within the country. In past years, export duties for light products, such as gasoline and diesel/gasoil, were around 70% of the duty rate for crude, while heavy products, mainly fuel oil, had lower rates of around 40% in order to promote the sale of oil products rather than direct crude oil sale. However, as it is possible to make higher profits by producing only black products due to the tax advantage, improvement of the refineries in order to produce high value white products was neglected and exportation of black products produced by means of simple refining processes was preferred. Therefore, as of 1 October 2011, the taxation of all products – with the exception of gasoline – has been unified at 66% in Russia. The export duty rate for gasoline is around 90% of the crude oil due to the gasoline shortage in the country. This implementation is expected to eliminate simple refineries or create an incentive for refineries to redirect their volumes to higher value products.<sup>17</sup>

It is estimated that the situation presented in Figure 1.7 will continue in the upcoming period as the demand for some fuel products will decrease as a result of the increase in biofuel consumption and the relative decrease in the fuel consumption due to advanced automotive technologies. In other words, while a decrease in the number of refineries is expected in the upcoming period, an increase in the refining capacity mainly due to the refinery investments in Asia is projected.



**Figure 1.7** Number of Refineries and Total Refining Capacity between 2001-2011

**Sources**

1. <http://www.ogj.com/index/article-display/7057387312/articles/oil-gas-journal/volume-108/issue-46/special-report/global-capacity-growth-slows-but-asian.html>, March 2011.
2. <http://www.ogj.com/1/vol-109/issue-49/special-report-worldwide/global-capacity-growth-full.html>, March 2012.

<sup>17</sup> *ibid*, p.172



## **2. OIL IN TURKEY**

*This chapter includes the information about the market activities.*

In "Decision on Crude Oil, Fuel-oil, Marine Fuel, Lube Oil, Base Oil and Oil-Related Substances" numbered 2957 prepared within the framework of Petroleum Market Law numbered 5015 and published in the Official Gazette dated 28/12/2010 and numbered 27799, crude oil and products that would be available in the market in 2011 were defined. The definitions of oil and Customs Tariff Statistics Positions (C.T.S.P.) stated in the mentioned decision are presented in Table 2.1. The product definitions used in this report are based on the information given in this table.

**Table 2.1** Definition of Petroleum (Crude Oil and Products) according to C.T.S.P

| Product Type                          | C.T.S.P.                | Product Definition  |
|---------------------------------------|-------------------------|---|
| Fuel                                  | 2710.11.15.00.11        | Fuel Naphtha  |
|                                       | 2710.11.45.00.11        | Unleaded Gasoline 95 Octane   |
|                                       | 2710.11.45.00.12        | Unleaded Gasoline 95 Octane with Additives  |
|                                       | 2710.11.49.00.11        | Unleaded Gasoline 98 Octane   |
|                                       | 2710.19.25.00.11        | Kerosene  |
|                                       | 2710.19.41.00.11        | Diesel  |
|                                       | 2710.19.61.00.11        | Fuel Oil 3  |
|                                       | 2710.19.63.00.11        | Fuel Oil 4 (Heating Oil)  |
|                                       | 2710.19.65.00.11        | Fuel Oil 5  |
|                                       | 2710.19.69.00.11        | Fuel Oil 6  |
| 3824.90.97.90.55                      | Fuel Biodiesel          |   |
| Products Blended with Fuel/<br>Diesel | 3824.90.97.90.54        | Auto Biodiesel  |
| Base Oil                              | 2710.19.75.00.00        | Ones that will go through chemical changes once procedures other than those stated in 2710.19.71.00 |
|                                       | 2710.19.99.00.21        | Spindle Oil   |
|                                       | 2710.19.99.00.22        | Light Neutral   |
|                                       | 2710.19.99.00.23        | Heavy Neutral   |
|                                       | 2710.19.99.00.24        | Bright Stock  |
| 2710.19.99.00.98                      | Other                   |   |
| Products Blended with Gasoline        | 2207.20.00.10.13        | Bulk Ethyl Alcohol  |
|                                       | 2207.20.00.10.14        | Packaged Ethyl Alcohol  |
| Marine Fuels                          |                         | Methyl Tert-Butyl Ether (MTBE)  |
|                                       | 2710.19.45.00.13        | Marine Diesel (DMX)   |
|                                       | 2710.19.45.00.14        | Marine Diesel (DMA)   |
|                                       | 2710.19.45.00.15        | Marine Diesel (DMB)   |
|                                       | 2710.19.45.00.16        | Marine Diesel (DMC)   |
|                                       | 2710.19.49.00.13        | Marine Diesel (DMX)   |
|                                       | 2710.19.49.00.14        | Marine Diesel (DMA)   |
|                                       | 2710.19.49.00.15        | Marine Diesel (DMB)   |
|                                       | 2710.19.49.00.16        | Marine Diesel (DMC)   |
|                                       | 2710.19.61.00.12        | Marine Diesel (RMA-30)  |
|                                       | 2710.19.61.00.13        | Marine Diesel (RMB-30)  |
|                                       | 2710.19.61.00.14        | Marine Diesel (RMD-80)  |
|                                       | 2710.19.61.00.15        | Marine Diesel (RME-180)   |
|                                       | 2710.19.61.00.16        | Marine Diesel (RMF-180)   |
|                                       | 2710.19.61.00.17        | Marine Diesel (RMG-380)   |
|                                       | 2710.19.61.00.18        | Marine Diesel (RMH-380)   |
|                                       | 2710.19.61.00.21        | Marine Diesel (RMK-380)   |
|                                       | 2710.19.61.00.22        | Marine Diesel (RMH-700)   |
|                                       | 2710.19.61.00.23        | Marine Diesel (RMK-700)   |
|                                       | 2710.19.63.00.12        | Marine Diesel (RMA-30)  |
| 2710.19.63.00.13                      | Marine Diesel (RMB-30)  |   |
| 2710.19.63.00.14                      | Marine Diesel (RMD-80)  |   |
| 2710.19.63.00.15                      | Marine Diesel (RME-180) |   |

|                  |                         |  |
|------------------|-------------------------|--|
| Marine Fuels     | 2710.19.63.00.16        | Marine Diesel (RMF-180)  |
|                  | 2710.19.63.00.17        | Marine Diesel (RMG-380)  |
|                  | 2710.19.63.00.18        | Marine Diesel (RMH-380)  |
|                  | 2710.19.63.00.21        | Marine Diesel (RMK-380)  |
|                  | 2710.19.63.00.22        | Marine Diesel (RMH-700)  |
|                  | 2710.19.63.00.23        | Marine Diesel (RMK-700)  |
|                  | 2710.19.65.00.12        | Marine Diesel (RMA-30)   |
|                  | 2710.19.65.00.13        | Marine Diesel (RMB-30)   |
|                  | 2710.19.65.00.14        | Marine DieselRMD-80)   |
|                  | 2710.19.65.00.15        | Marine Diesel (RME-180)  |
|                  | 2710.19.65.00.16        | Marine Diesel (RMF-180)  |
|                  | 2710.19.65.00.17        | Marine Diesel (RMG-380)  |
|                  | 2710.19.65.00.18        | Marine Diesel (RMH-380)  |
|                  | 2710.19.65.00.21        | Marine Diesel (RMK-380)  |
|                  | 2710.19.65.00.22        | Marine Diesel (RMH-700)  |
|                  | 2710.19.65.00.23        | Marine Diesel (RMK-700)  |
|                  | 2710.19.69.00.12        | Marine Diesel (RMA-30)   |
|                  | 2710.19.69.00.13        | Marine Diesel (RMB-30)   |
|                  | 2710.19.69.00.14        | Marine Diesel (RMD-80)   |
|                  | 2710.19.69.00.15        | Marine Diesel (RME-180)  |
|                  | 2710.19.69.00.16        | Marine Diesel (RMF-180)  |
|                  | 2710.19.69.00.17        | Marine Diesel (RMG-380)  |
|                  | 2710.19.69.00.18        | Marine Diesel (RMH-380)  |
| 2710.19.69.00.21 | Marine Diesel (RMK-380) |  |
| 2710.19.69.00.22 | Marine Diesel (RMH-700) |  |
| 2710.19.69.00.23 | Marine Diesel (RMK-700) |  |
| Crude Oil        | 2709.00.10.00.00        | Natural Gas Condensate   |
|                  | 2709.00.90.00.00        | Others   |
| Aviation Fuels   | 2710.11.31.00.00        | Airplane Fuel  |
|                  | 2710.11.70.00.00        | Gasoline Type Jet Fuel   |
|                  | 2710.19.21.00.00        | Jet Fuel   |
| Lube Oil         | 2710.19.81.00.00        | Motor Oils, Compressor Lubricants, Turbine Lubricants                            |
|                  | 2710.19.83.00.00        | Liquid Oils for Hydraulic Use  |
|                  | 2710.19.85.00.00        | White Oils, Liquid Paraffin  |
|                  | 2710.19.87.00.00        | Gear Lubes   |
|                  | 2710.19.91.00.00        | Compounds for Metal Processing, Shaping lubes, Special friction preventing lubes |
|                  | 2710.19.93.00.00        | Lubes for electrical isolation   |
|                  | 2710.19.99.00.25        | Other lubes  |
|                  | 3403.11.00.00.00        | Lubes and additives for textile industry   |
|                  | 3403.19.10.00.00        | Lubes containing min 70% of lube or bituminous oils                              |
|                  | 3403.19.90.00.00        | Others   |
|                  | 3403.91.00.00.00        | Additives and special lubes products for textiles                                |
|                  | 3403.99.00.00.00        | Others   |

## 2.1 Refining Activities

Information regarding refinery licenses are displayed in Table 2.2. The last two plants subject to license are at the building phase and are not yet active.

**Table 2.2** Refinery License Activities (unit)

|  | 2009     | 2010     | 2011     |
|--|----------|----------|----------|
| Applications                           | -        | -        | -        |
| Licenses Issued                        | -        | 1        | -        |
| Licenses Expired / terminated          | -        | -        | -        |
| <b>Licenses by the end of the year</b> | <b>5</b> | <b>6</b> | <b>6</b> |

**Table 2.3** License Information on Refineries not active yet

| Name of Refinery                                      | Construction Start Date | Time of Completion |
|---|-------------------------|--------------------|
| Doğu Akdeniz Petrokimya ve Rafineri San. ve Tic. A.Ş. | 06/12/2007              | 60 ay              |
| Socar & Turcas Rafineri A.Ş.                          | 23/06/2010              | 60 ay              |

By the end of 2011; expropriation project activities of Doğu Akdeniz Petrokimya ve Rafineri Sanayi ve Ticaret A.Ş. and the construction infrastructure works of Socar & Turcas Refinery A.Ş. were still continuing. The commercial activities of the refinery license holders can be listed as procurement of oil and oil products domestically or from abroad, domestic marketing and export of the products produced by means of refining. Further information regarding these activities is provided below.

Despite the worldwide decrease in the number of refineries and the refining capacities in 2011 because of the neighbouring European Union countries, such a situation was not observed in the refineries in Turkey. Although there was not a change in our total refining capacity (613.3 thousand barrel/day), important steps were taken towards expanding the capacity.

The increase in demand for oil products in Turkey despite the problems across the globe in 2011 did not affect the active license holders negatively. On the contrary, as the refining capacity did not change, refinery utilization rate increased compared to the previous year.

While the amount of domestically produced crude oil decreased by 4% and the amount of imported crude oil increased by 8% in 2011 compared to 2010, a 6% increase in total crude oil supply compared to 2010 was observed. The increase in the amount of derivatives imported in addition to crude oil supply, enabled the refinery license holders to produce more oil products, thus reducing their unutilized capacities.

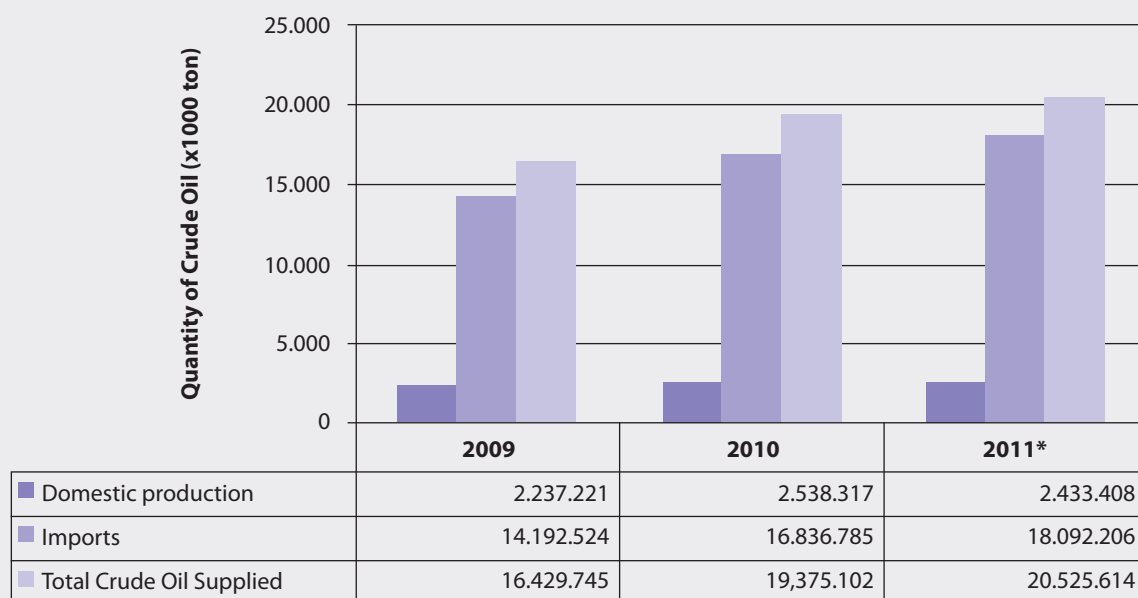
When the refinery capacities and the amount of crude oil processed by the refinery license holders that actively carry out refining activities in Turkey are considered, it is observed that the capacity utilization rate of the refineries, which was 68.4% in 2010, increased to 74.7% in 2011.

**Table 2.4** Capacity Utilization Rates between 2010 and 2011\*

| Name of Refinery   | Refinery Capacity (ton) | Amount of Crude Oil Processed (ton) |                   | Capacity Utilization Rates (%) |             |
|--------------------|-------------------------|-------------------------------------|-------------------|--------------------------------|-------------|
|                    |                         | 2010                                | 2011              | 2010                           | 2011        |
| İzmit Refinery     | 11.000.000              | 8.375.069                           | 9.025.945         | 76,1                           | 82,1        |
| İzmir Refinery     | 11.000.000              | 7.326.758                           | 8.061.488         | 66,6                           | 73,3        |
| Kırıkkale Refinery | 5.000.000               | 2.624.219                           | 2.955.046         | 52,5                           | 59,1        |
| Batman Refinery    | 1.100.000               | 899.429                             | 945.621           | 81,8                           | 86,0        |
| <b>Total</b>       | <b>28.100.000</b>       | <b>19.225.475</b>                   | <b>20.988.100</b> | <b>68,4</b>                    | <b>74,7</b> |

\*Based on the declarations made

According to the table below demonstrating the feedstock supply of refinery license holders in 2011; 18.09 million tons of crude oil was imported by the license holders and 2.43 million tons of crude oil was provided from domestic production.

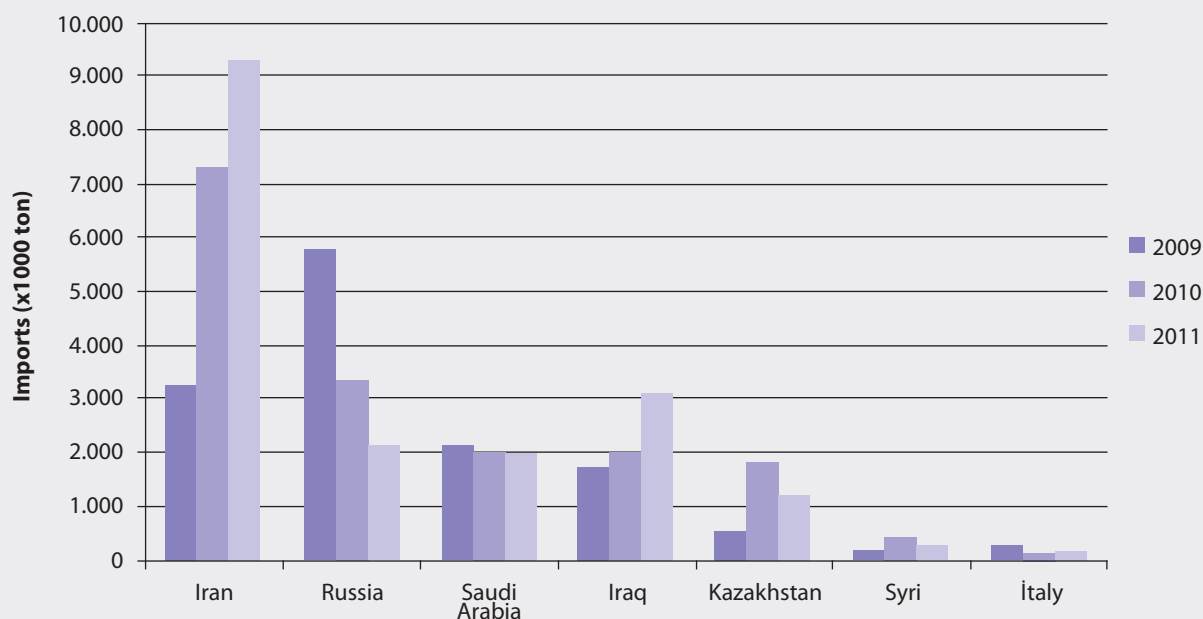
**Figure 2.1** Procurement Amounts of Refinery License Holders between 2009-2011

\*Includes 14.503 ton condensate imported.

Table 2.5 lists the amounts of crude imported according to the country of origin in the last three years. It is observed that the amount of crude oil imported had increased by 19% in 2010 due to the global crisis in 2008, it increased by 6% in 2011. In other words, while the total import of crude oil by refinery license holders in Turkey was 16.43 million tons in 2009, it reached 19.38 million tons in 2010 with an increase of 2.95 million tons. In 2011, the amount of crude imported increased to the level of 20.53 million tons. Only 12% of the crude oil provided by the refinery license holders in 2011 was supplied by domestic production and almost all the rest was imported from Iran, Russia, Saudi Arabia, Iraq and Kazakhstan.

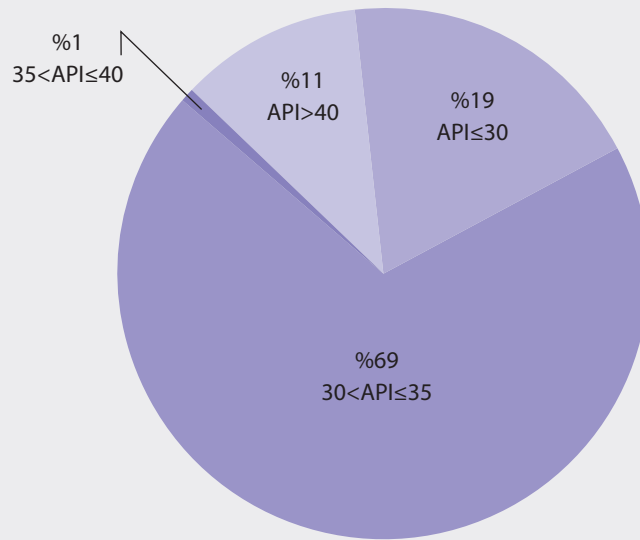
**Table 2.5** Crude Oil Import of Refinery License Holders between 2009-2011 by countries (1.000 tons)

| Country      | Amounts       |               |               | Share (%)  |            |            |
|--------------|---------------|---------------|---------------|------------|------------|------------|
|              | 2009          | 2010          | 2011          | 2009       | 2010       | 2011       |
| Iran         | 3.228         | 7.261         | 9.287         | 23         | 43         | 51         |
| Russia       | 5.762         | 3.320         | 2.131         | 41         | 20         | 12         |
| S.Arabia     | 2.096         | 1.953         | 1.965         | 15         | 12         | 11         |
| Iraq         | 1.733         | 2.001         | 3.071         | 12         | 12         | 17         |
| Kazakhstan   | 522           | 1.786         | 1.186         | 4          | 11         | 7          |
| Syria        | 160           | 406           | 255           | 1          | 2          | 1          |
| Italy        | 249           | 110           | 116           | 2          | <1         | <1         |
| Azerbaijan   | 77            | -             | 81            | <1         | -          | <1         |
| Libya        | 139           | -             | -             | <1         | -          | -          |
| Georgia      | 36            | -             | -             | <1         | -          | -          |
| Nigeria      | 190           | -             | -             | 1          | -          | -          |
| <b>Total</b> | <b>14.192</b> | <b>16.837</b> | <b>18.092</b> | <b>100</b> | <b>100</b> | <b>100</b> |


**Figure 2.2** Amounts of Crude Oil Import by 7 Countries with the largest share

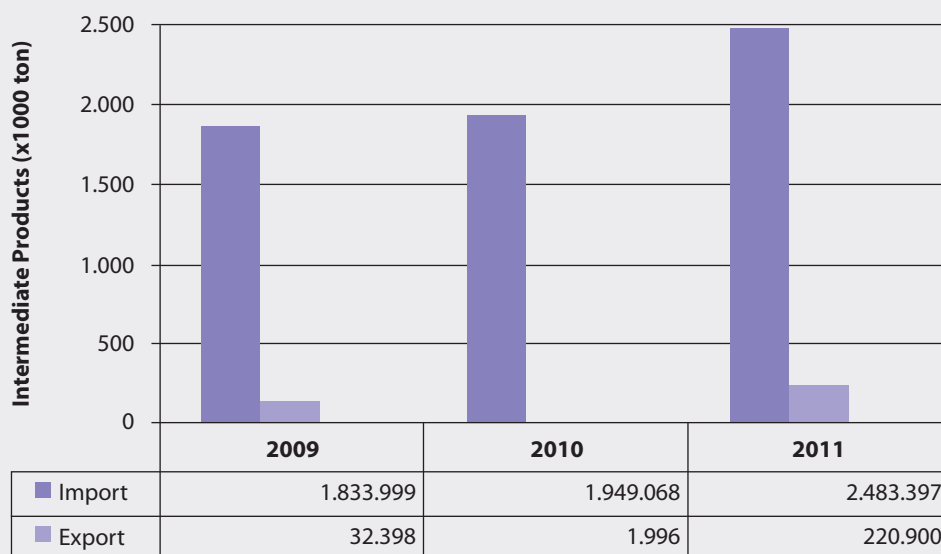
When the data provided in Table 2.5 regarding the amount of crude oil imported is analyzed; it is observed that 98% of the crude oil imported was imported from only five countries and although the ranks of these countries changed between 2009-2011, these five countries remained as the only source of import.

The analysis of crude imports made by refinery license owners in 2011, reveals that the average price per barrel of the crude oil imported was 110 USD (802 USD / ton) with an average density of 860 ton/m<sup>3</sup> (with gravity of 33 API). Considering the fact that the sources of imported crude oil are Iran, Russia, Saudi Arabia and Kazakhstan, the sulfur levels of the refined crude oil are high in 2011.



**Figure 2.3** Distribution of Crude Oil Imported by Refinery License Holders in 2011 According to Gravity (API)

In 2011, the refinery license holders carried out refining activities by using the crude oil and the intermediate products they provided from the domestic market and through import as feedstock.



**Figure 2.4** Import and Export of Intermediate Products by Refinery License Holders between 2009-2011

Table 2.6 shows the amounts of oil products, refined either from crude or through processing of intermediate products procured from domestic production or through import by the refinery license holders in the last three years. In 2011, Heavy Vacuum Gas Oil (HVGO), Atmospheric Straight Run Fuel Oil (ASRFO), Low Sulphur Fuel Oil and Methyl Tertiary Butyl Ether (MTBE) were imported and used in refining operations by the refinery license owners.

**Table 2.6** Oil Products Production of Refinery License Holders between 2009-2011 (ton)

| Definition      | 2009              | 2010              | 2011              | Difference (%) |             |
|-----------------|-------------------|-------------------|-------------------|----------------|-------------|
|                 |                   |                   |                   | 2009-> 2010    | 2010-> 2011 |
| Gasoline Types  | 3.795.165         | 3.793.712         | 4.271.797         | <-1            | 13          |
| Diesel Types    | 4.694.922         | 5.243.398         | 6.992.387         | 12             | 33          |
| Fuel Oil Types  | 2.076.000         | 2.591.618         | 2.465.968         | 25             | -5          |
| Other Products* | 8.816.818         | 7.938.860         | 7.197.294         | -10            | -9          |
| <b>Total</b>    | <b>19.382.905</b> | <b>19.567.588</b> | <b>20.927.446</b> | <b>1</b>       | <b>7</b>    |

\* Other Products: Jet fuel, base oils, LPG, kerosene, raw material naphtha, refinery fuel gas etc.

When the data presented in Table 2.6 is analyzed, it is observed that the amount of gasoline and diesel fuel types produced increased in 2011 compared to 2009 and 2010

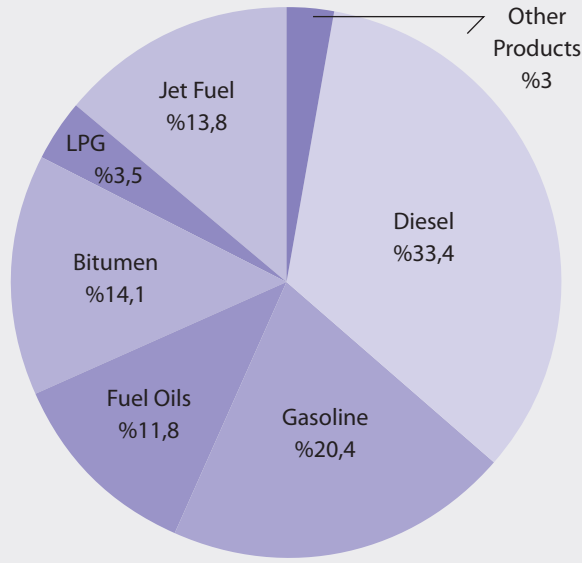
**Table 2.7** Production Amounts of Refinery License Holders in 2011 (ton)

| Product                     | Production**      | Import           | Domestic Supply | Stock Change   | Transfer Between Products |
|-----------------------------|-------------------|------------------|-----------------|----------------|---------------------------|
| Fuel Oil 3                  | -524.121          | 537.742          | 0               | 7.297          | -566.281                  |
| Fuel Oil 4                  | 424.299           | 0                | 0               | 4.816          | 344.333                   |
| Fuel Oil 5                  | 296.722           | 0                | 0               | 26.671         | 156.682                   |
| Fuel Oil 6                  | 2.269.068         | 0                | 0               | 35.368         | 136.499                   |
| Other Diesel                | 48.042            | 0                | 0               | -4.766         | 27.676                    |
| Diesel                      | 6.992.387         | 985.955          | 0               | 71.696         | 110.232                   |
| Unleaded Gasoline 95 Octane | 4.271.797         | 0                | 0               | 46.272         | 1.802.038                 |
| Gas Oil                     | 47.783            | 0                | 0               | -2.580         | -245.239                  |
| Jet Fuel (Kerosene)         | 2.878.544         | 94.294           | 0               | -20.153        | 158.473                   |
| Marine Fuels (Residues)     | 607.853           | 0                | 0               | 28.185         | 288.488                   |
| Marine Fuels (Fraction)     | 78.304            | 0                | 0               | 417            | 24.959                    |
| LPG                         | 730.519           | 65.611           | 97.521          | -12.974        | -18.183                   |
| Base Oils                   | 391.806           | 0                | 0               | 11.697         | 260                       |
| Other products*             | 2.414.443         | 2.493.373        | 12.722          | 75.997         | -2.220.103                |
| <b>Total</b>                | <b>20.927.446</b> | <b>4.176.975</b> | <b>110.243</b>  | <b>267.943</b> | <b>-166</b>               |

\*Other Products include; White spirit & SBP, bitumen, crude naphtha, naphtha, refinery fuel gas and other such products.

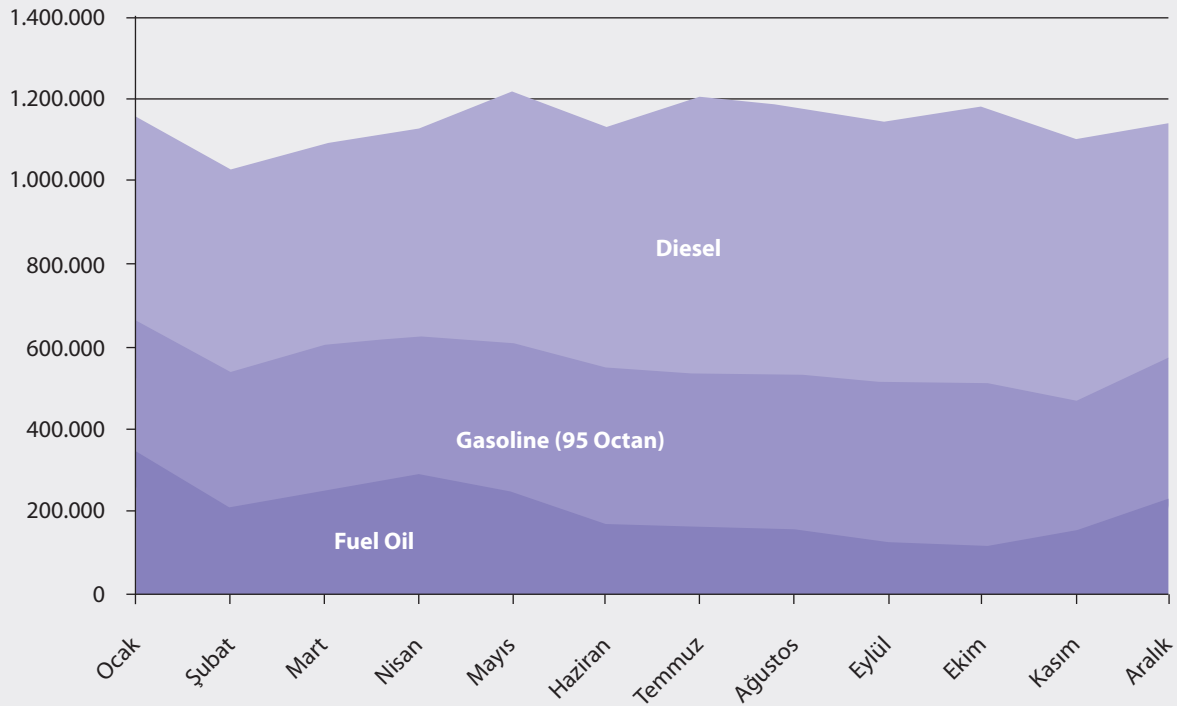
\*\* The minus in the production column means that the product in the stock or imported was reused by the refinery and new products were produced.

Table 2.7 gives a general view of the mass balance of all operations performed by the refinery on product basis, including stocks exchange, and transfers between products. According to the Table above, products such as Fuel Oil 3, Jet Fuel, Diesel Fuel, LPG etc. were imported; Fuel Oil 3, the largest part of which is provided through import, is processed in order to produce higher value products.



**Figure 2.5** Percentages of Products Obtained from Crude Oil by Refinery License Owners in 2011

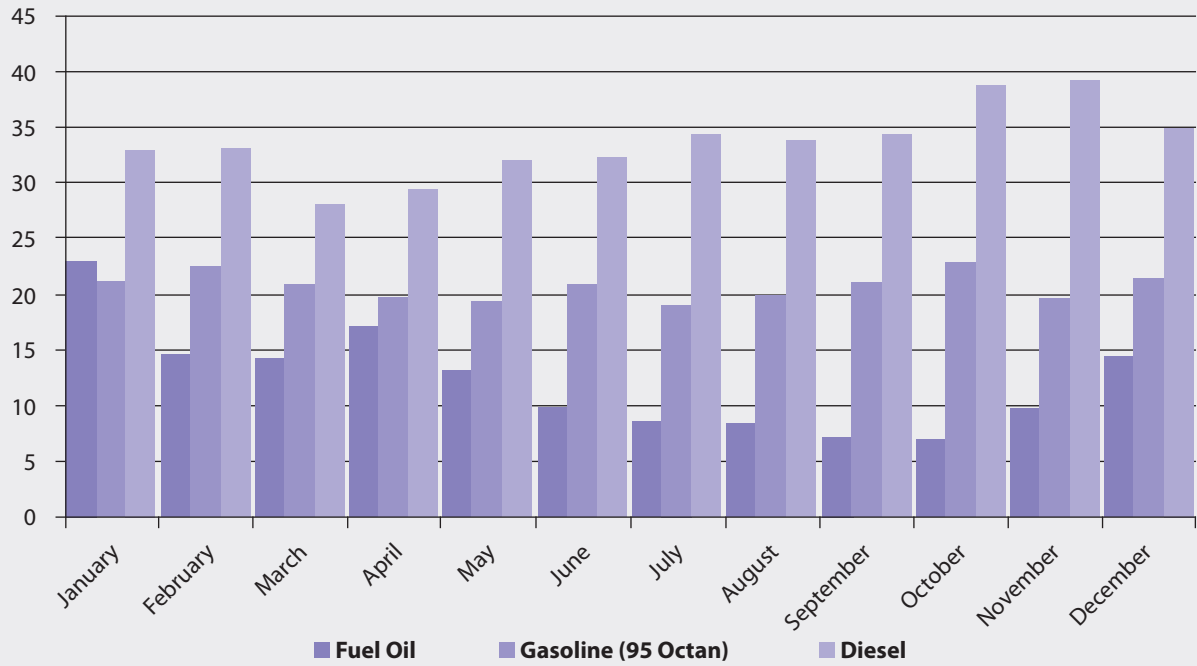
Based on data provided in Table 2.7 regarding the production of oil products, it is observed that when the crude oil is produced by means of refining, the breakdown of the output is as follows: 33% diesel types, 20% gasoline types and 12% fuel types. These figures are shown in detail in Figure 2.5.



**Figure 2.6** Monthly Diesel, Gasoline and Fuel Oil Consumption Figures of Refinery License Holders (ton)

Considering the refinery production levels in the light of domestic demand, imports and exports; it is observed that the amount of gasoline types to be produced by the refinery license holders is based on the demand for export while the amount of domestic sales determines the amount of diesel types to be produced.

The pattern of fuel oil production is shaped by both domestic and foreign demands. It is considered that the seasonal fluctuations influence fuel oil production.

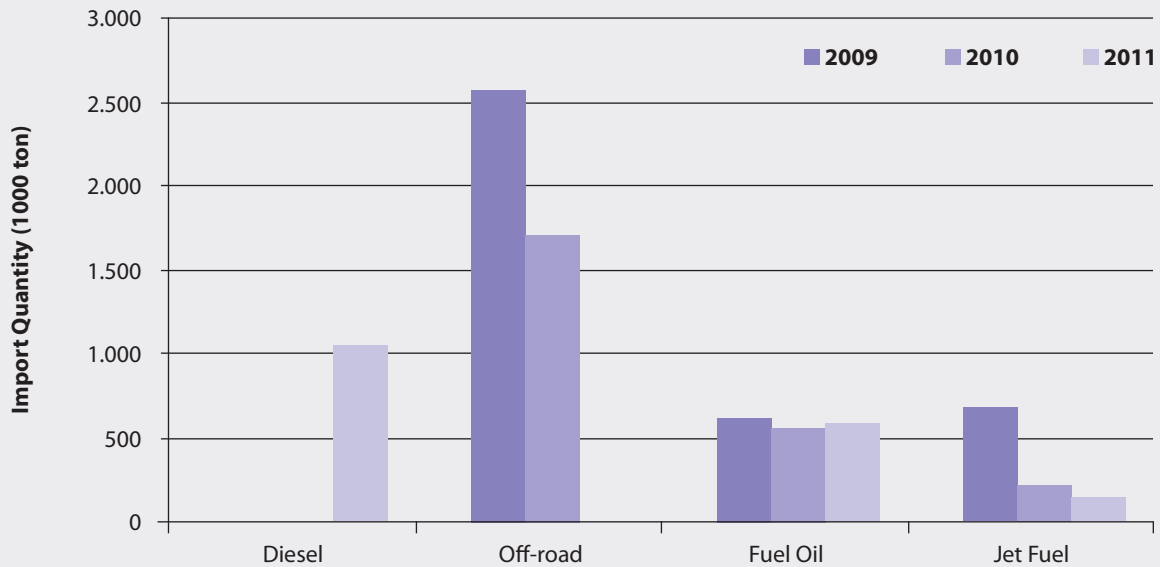


**Figure 2.7** Monthly Product Percentages Obtained from Crude Oil by Refineries in Turkey

Table 2.8 and Figure 2.8 present the figures for the oil products imported by the refinery license holders. It is observed that there was a significant decrease in oil products import between 2009-2011.

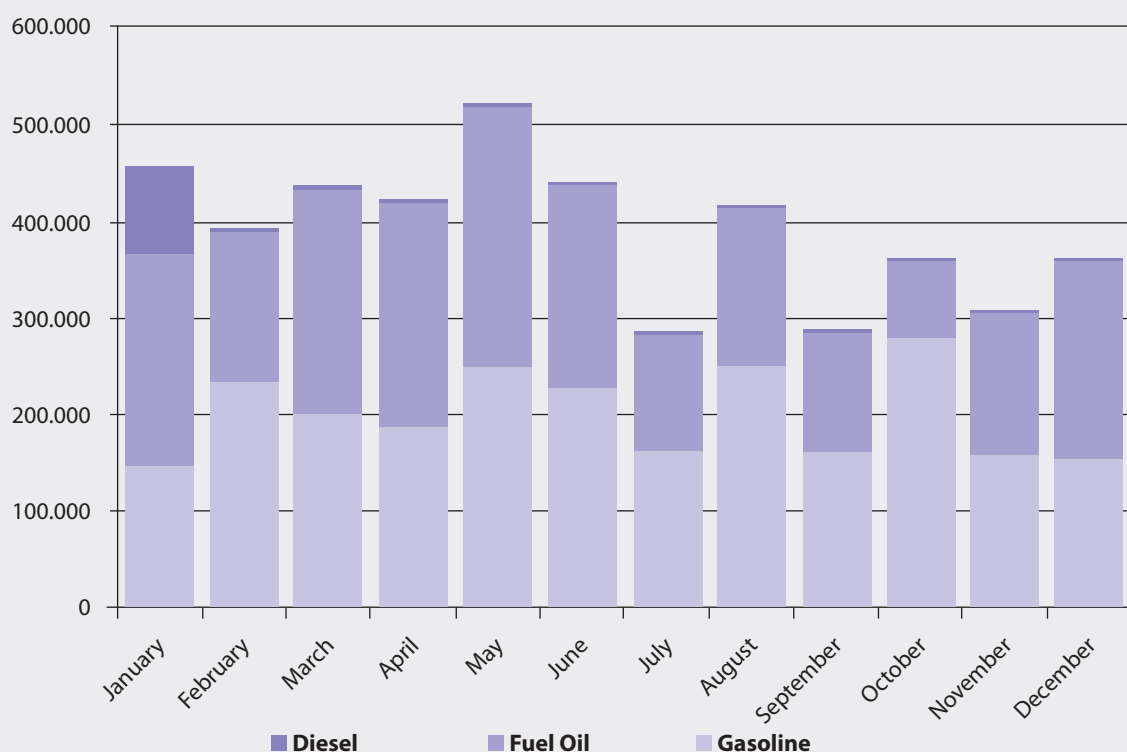
**Table 2.8** Oil Products Import Amounts of Refinery License Holders by years (ton)

| Oil Product     | 2009             | 2010             | 2011             | Difference (%) |            |
|-----------------|------------------|------------------|------------------|----------------|------------|
|                 |                  |                  |                  | 2009->2010     | 2010->2011 |
| Diesel          | -                | -                | 985.955          | -              | -          |
| Off-Road Diesel | 2.502.953        | 1.645.397        | -                | -34            | -100       |
| Fuel Oil Types  | 548.949          | 515.778          | 537.742          | -6             | 4          |
| Jet fuel        | 615.308          | 156.008          | 94.294           | -75            | -40        |
| <b>Total</b>    | <b>3.667.210</b> | <b>2.317.183</b> | <b>1.617.991</b> | <b>-37</b>     | <b>-30</b> |



**Figure 2.8** Oil Products Import Amounts of Refinery License Holders throughout Years

As is seen in Table 2.9 and Figure 2.10, an increase of 48% in total oil products import was observed in 2010 compared to 2009. The highest increase in export was in jet fuel, fuel oil types and diesel fuel by percentage. Although the amount of oil products exported increased a great deal in 2009-2010 period, this increase slowed down in 2011. In 2011, oil products import increased by 3% and this increase was a result of the increase in the export of jet fuel and gasoline types. In contrast with the gasoline types and jet fuel, there has been a significant decrease in the amount of diesel exported in 2011. Monthly amounts of export in 2011 are presented in Figure 2.9.

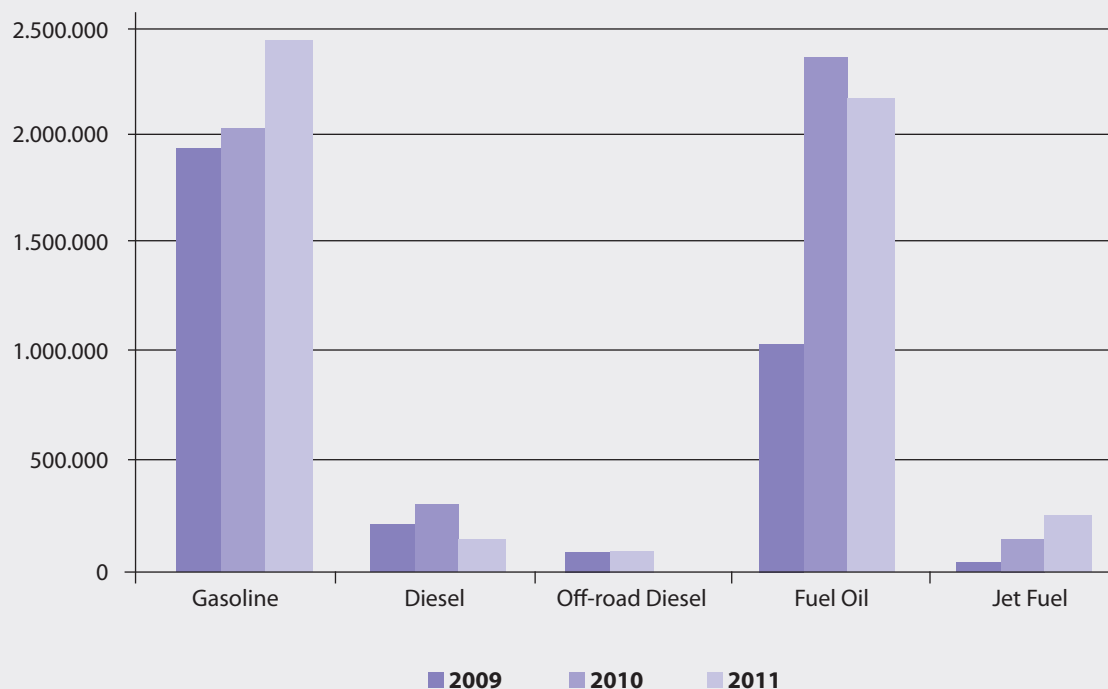


**Figure 2.9** Monthly Oil Products Export Amounts of Refinery License Holders in 2011

**Table 2.9** Oil Products Export Amounts of Refinery License Holders by years (ton)

| Definition     | 2009             | 2010             | 2011             | Difference (%) |            |
|----------------|------------------|------------------|------------------|----------------|------------|
|                |                  |                  |                  | 2009->2010     | 2010->2011 |
| Gasoline Types | 1.919.632        | 2.008.407        | 2.414.872        | 5              | 20         |
| Diesel         | 196.117          | 260.506          | 109.937          | 33             | -58        |
| Other Diesel*  | 55.373           | 57.608           | 0                | 4              | -100       |
| Fuel Oil Types | 1.036.255        | 2.329.530        | 2.147.546        | 125            | -8         |
| Jet fuel       | 11.649           | 110.062          | 229.851          | 845            | 109        |
| <b>Total</b>   | <b>3.219.026</b> | <b>4.766.113</b> | <b>4.902.206</b> | <b>48</b>      | <b>3</b>   |

\* Diesel with sulphur content more than 10 ppm



**Figure 2.10** Oil Products Export Amounts of Refinery License Holders Throughout Years

When the products obtained by means of refining activities by the refinery license holders and sold in the domestic market are analyzed, it is observed that while the amount of gasoline types released to the domestic market has a tendency to decline, the amount of diesel types has a tendency to rise and that the amount of Fuel Oil types supplied to the domestic market decreased significantly. (Table 2.10)

**Table 2.10** Amounts of Products Offered to the National Market by the Refinery License Holders (1.000 tons)

| Definition        | 2009          | 2010          | 2011          | Difference (%) |            |
|-------------------|---------------|---------------|---------------|----------------|------------|
|                   |               |               |               | 2009->2010     | 2010->2011 |
| Gasoline Types    | 2.004         | 1.768         | 1.810         | -12            | 2          |
| Diesel Types      | 7.350         | 6.606         | 7.793         | -10            | 18         |
| FuelOil Types     | 2.640         | 855           | 781           | -68            | -9         |
| Other products(*) | 6.590         | 5.909         | 6.042         | -10            | 2          |
| <b>Total**</b>    | <b>18.584</b> | <b>15.138</b> | <b>16.426</b> | <b>-19</b>     | <b>9</b>   |

\* Other products: Asphalt, LPG, Heavy Vacuum Gas Oil (HVGO), Heavy Sulphur Gasoil (HSG), Naphtha, Base oil etc.

\*\* Includes the military and bunker delivery sales by the refinery license holders

## 2.2 Processing Activities

By the end of 2011, there were 2 processing (petrochemistry) license holders in Turkey and during 2011 there were no license applications, issued or expired (petrochemistry) licenses.

**Table 2.11** Processing License Activities (unit)

|  | 2009      | 2010      | 2011      |
|--|-----------|-----------|-----------|
| Applications                           | 1         | 1         | 2         |
| Licenses Issued                        | 0         | 1         | 1         |
| Licenses Expired / Terminated          | 10        | 5         | 10        |
| <b>Licenses by the end of the year</b> | <b>49</b> | <b>45</b> | <b>36</b> |

The licenses of the 6 license holders who had been regenerating biodiesel from waste vegetable oil have expired; by the end of the year there are not any license holders regenerating biodiesel from waste vegetable oil.

**Table 2.12** Processing (Biodiesel) Production Capacities

|                            | 2009           | 2010           | 2011           |
|----------------------------|----------------|----------------|----------------|
| <b>Capacity (ton/year)</b> | <b>918.199</b> | <b>812.200</b> | <b>561.217</b> |

In 2010, 7460 tons of autobiodiesel was produced by only 1 processing (biodiesel) license holder, 5774 tons were sold to distributor license holders and 3011 tons were exported.

In 2011, 11646 tons of autobiodiesel was produced by only 1 processing (biodiesel) license holder again and 10136 tons were sold to distributor license holders.

The raw material processing capacity of processing (petrochemistry) license holders did not change in 2011. The raw material processing capacity of Petkim Petrokimya Holding A. Ş. is 1.606.000 ton/year and the capacity of Sanko Petrokimya Mamulleri Sanayi ve Ticaret A.Ş. is 1.000.000 ton/year, totaling 2.606.000 ton/year.

## 2.3 Distribution Activities

Table 2.13 presents information on distributor license holders.

**Table 2.13** Distributor License Activities (unit)

|  | 2009      | 2010      | 2011      |
|--|-----------|-----------|-----------|
| Applications                           | 9         | 16        | 5         |
| Licenses Issued                        | 9         | 11        | 4 + 3*    |
| Licenses Expired / Terminated          | -         | 13        | 9         |
| <b>Licenses by the end of the year</b> | <b>54</b> | <b>52</b> | <b>50</b> |

\* 3 licenses terminated in 2010 were returned by court decision

(Karahan Nakliyat Hafriyat Petrol Ürünleri Otomotiv Sanayi ve Ticaret Limited Şirketi, Standart Yağ Gaz Petrol Ürünleri Dağıtım Pazarlama Sanayi ve Ticaret Anonim Şirketi, Cen Petrol Ürünleri Madeni Yağlar Dağıtım Sanayi ve Ticaret Limited Şirketi)

The activities of the distributor license holders are presented separately in terms of procurement and delivery types. Procurement types involve; through production, through import and through trade between distributors.

Table 2.14 presents the breakdown of the amounts of fuels procured from the refineries by the distributor license holders.

**Table 2.14** Amounts of fuel that the Distributor License Holders procured from the refinery (ton)

| Product        | Procurement from Refinery |
|----------------|---------------------------|
| Gasoline types | 1.836.158                 |
| Diesel types   | 7.566.087                 |
| Fuel Oil types | 649.357                   |
| Aviation Fuels | 135.241                   |
| Marine Fuels   | 37.505                    |
| Other Products | 52.044                    |
| <b>Total</b>   | <b>10.276.392</b>         |

Table 2.15 presents a company based breakdown of the amounts of fuels procured through trade between distributors in 2011.

**Table 2.15** Procurement Amounts of the Distributor License Holders that Purchase Fuel Through Trade Between Distributors (ton)

| Purchasing Company                            | Gasoline Types | Diesel Types | Fuel Oil Types | Total  |
|---|----------------|--------------|----------------|--------|
| Akpet Akaryakıt Dağ. A.Ş.                     | 6.951          | 4.118        |                | 11.069 |
| Altınbaş Petrol ve Tic. A.Ş.                  | 2.844          | 17.066       |                | 19.910 |
| Antoil Akaryakıt Dağ. San. ve Tic. A.Ş.       | 1.640          | 24.057       |                | 25.697 |
| Asya Akaryakıt Tic. ve San. A.Ş.              | 7.165          | 35.219       |                | 42.384 |
| Aytemiz Akaryakıt Dağ. A.Ş.                   | 2.314          | 22.677       |                | 24.991 |
| Balpet Petrol Ürünleri Taş. San. ve Tic. A.Ş. | 3.234          | 40.204       | 238            | 43.676 |

|   |                |                  |               |                  |
|---|----------------|------------------|---------------|------------------|
| Birleşik Petrol A.Ş.  | 1.368          | 27.392           |               | 28.760           |
| Bölünmez Petrolcülük A.Ş.   | 4.874          | 38.469           | 256           | 43.599           |
| BP Petrolleri A.Ş.  | 12.012         | 58.549           | 550           | 71.111           |
| Can Aslan Petrolcülük San. A.Ş.   | 261            | 5.102            |               | 5.363            |
| Damla Oil Akaryakıt A.Ş.  | 1.108          | 23.187           |               | 24.295           |
| Delta Akaryakıt Tic. A.Ş.   | 1.379          | 23.358           |               | 24.737           |
| Enerji Petrol Ürünleri Paz. A.Ş.  | 2.212          | 16.904           | 6.125         | 25.241           |
| Erk Petrol Yatırımları A.Ş.   | 689            | 47.286           |               | 47.975           |
| Eropet Ak. Dağ. Taş. İnş. Pz. Pet. Ür. İth. İhr. San. ve Tic. Ltd. Şti. |                | 4.682            |               | 4.682            |
| Goldser Turizm Otelcilik Ve Petrol San. Tic. A.Ş.                       |                | 526              |               | 526              |
| Kadooğlu Petrolcülük Taşımacılık Tic. San. İth. ve İhr. A.Ş.            | 5.283          | 26.770           | 167           | 32.220           |
| Kaleli Best Oil Petrolcülük Tic. Ltd. Şti.                              | 793            | 20.188           |               | 20.981           |
| Link Kimya Petrol Ürünleri San. ve Tic. Ltd. Şti.                       | 29             | 76               |               | 105              |
| Lukoil Eurasia Petrol A.Ş.  | 16.898         | 259.059          | 682           | 276.639          |
| Milan Petrol San. ve Tic. A.Ş.  | 63             | 578              | 14            | 655              |
| Milangaz Petrol Tic. ve San. A.Ş.                                       | 2.744          | 35.151           |               | 37.895           |
| N-Pet Petrol Ürünleri Paz. Nak. San. Tic. ve Dağ. Ltd. Şti.             | 3.825          | 40.261           | 483           | 44.569           |
| Opet Petrolcülük A.Ş.   | 12.267         | 52.850           | 88            | 65.205           |
| Ozan Enerji LPG Akaryakıt Dağ. ve Nak. Tic. A.Ş.                        | 69             | 3.706            |               | 3.775            |
| Parkoil Petrol Ürünleri Taş. San. ve Tic. Ltd. Şti.                     | 162            | 8.463            |               | 8.625            |
| Petline Petrol Ürünleri Tic. A.Ş.                                       | 1.283          | 11.502           |               | 12.785           |
| OMV Petrol Ofisi A.Ş.   |                | 675              |               | 675              |
| Raman Ak. Dağ. Nak. Petrol Ür. San. İç ve Dış Tic. Ltd. Şti.            | 3              | 4.122            | 31            | 4.156            |
| RMG Petrol Ürünleri Dağ. San. Tic. Ltd. Şti.                            | 36             | 289              | 99            | 424              |
| Shell & Turcas Petrol A.Ş.  | 8.243          | 64.560           | 6.285         | 79.088           |
| Siyam Petrolcülük San. ve Tic. A.Ş.                                     | 848            | 5.537            |               | 6.385            |
| Starpet Garzan Akaryakıt Dağ. Paz. A.Ş.                                 | 1.812          | 20.166           | 251           | 22.229           |
| Teco Petrolcülük San. ve Tic. A.Ş.                                      | 934            | 17.711           |               | 18.645           |
| Termopet Akaryakıt Nak. ve Tic. Ltd. Şti.                               | 3.566          | 47.812           | 298           | 51.676           |
| Total Oil Türkiye A.Ş.  | 17.069         | 174.314          | 1.443         | 192.826          |
| TP Petrol Dağıtım A.Ş.  | 2.053          | 35.380           | 9.669         | 47.102           |
| Turkuaz Petrol Ürünleri A.Ş.  | 4.204          | 43.605           | 88            | 47.897           |
| Türkoil Petrol Ürünleri San. Tic. ve Dağ. A.Ş.                          | 2.104          | 30.428           | 75            | 32.607           |
| VTM Akaryakıt Petrol Ürünleri Dağ. San. ve Tic. A.Ş.                    | 568            | 4.035            |               | 4.603            |
| <b>TOTAL</b>  | <b>132.907</b> | <b>1.296.034</b> | <b>26.842</b> | <b>1.455.783</b> |

Table 2.16 presents a company and product based breakdown of the import carried out by the distributor license holders in 2011. When Table 2.16 is analyzed, it is observed that Diesel fuel constitutes a large part of the fuel imported.

**Table 2.16** The Import Amounts of Distributor License Holders in 2011 by Fuel Type (ton)

| Distributor License Holder                         | Unleaded Gasoline 95 Octane | Diesel           | Fuel Oil 3    | Fuel Oil 5    | General Total    | Share (%)  |
|--|-----------------------------|------------------|---------------|---------------|------------------|------------|
| OMV Petrol Ofisi A.Ş.                              |                             | 2.024.671        |               |               | <b>2.024.671</b> | 26,9       |
| Opet Petrolcülük A.Ş.                              |                             | 1.372.920        | 59.379        |               | <b>1.432.299</b> | 19,0       |
| Shell & Turcas Petrol A.Ş.                         | 19.444                      | 1.397.748        |               |               | <b>1.417.192</b> | 18,8       |
| BP Petrolleri A.Ş.                                 | 75.138                      | 673.909          |               | 48.768        | <b>797.815</b>   | 10,6       |
| Total Oil Türkiye A.Ş.                             | 34.214                      | 496.368          |               |               | <b>530.582</b>   | 7,0        |
| Altınbaş Petrol ve Tic. A.Ş.                       | 10.480                      | 331.046          |               |               | <b>341.526</b>   | 4,5        |
| Akpet Akaryakıt Dağıtım A.Ş.                       |                             | 327.456          |               |               | <b>327.456</b>   | 4,3        |
| Kadooğlu Pet. Taş. Tic. San. İth. ve İhr. A.Ş.     |                             | 140.510          |               |               | <b>140.510</b>   | 1,9        |
| Balpet Pet.Ür. Taş. San. ve Tic. A.Ş.              |                             | 110.078          |               |               | <b>110.078</b>   | 1,5        |
| TP Petrol Dağıtım A.Ş.                             |                             | 69.819           | 29.948        |               | <b>99.767</b>    | 1,3        |
| Siyam Petrolcülük San. ve Tic. A.Ş.                |                             | 97.385           |               |               | <b>97.385</b>    | 1,3        |
| Enerji Petrol Ürünleri Paz. A.Ş.                   |                             | 60.627           |               |               | <b>60.627</b>    | 0,8        |
| Starpet Garzan Akaryakıt Dağıtım Paz. A.Ş.         |                             | 50.421           |               |               | <b>50.421</b>    | 0,7        |
| Can Aslan Petrolcülük San. A.Ş.                    |                             | 28.395           |               |               | <b>28.395</b>    | 0,4        |
| N-Pet Pet. Ür. Pz. Nk. San. Tic. ve Dağ. Ltd. Şti. |                             | 21.825           |               |               | <b>21.825</b>    | 0,3        |
| Aytemiz Akaryakıt Dağıtım A.Ş.                     |                             | 19.991           |               |               | <b>19.991</b>    | 0,3        |
| Turkuaz Petrol Ürünleri A.Ş.                       |                             | 18.582           |               |               | <b>18.582</b>    | 0,2        |
| Asya Akaryakıt Tic. ve San. A.Ş.                   |                             | 10.094           |               |               | <b>10.094</b>    | 0,1        |
| Petline Petrol Ürünleri Tic. A.Ş.                  |                             | 7.616            |               |               | <b>7.616</b>     | 0,1        |
| <b>Total</b>                                       | <b>139.276</b>              | <b>7.259.461</b> | <b>89.327</b> | <b>48.768</b> | <b>7.536.832</b> | <b>100</b> |

As is seen in Table 2.16, the first 7 distributor license holders have carried out 91% of the total import.

Table 2.17 presents a product and country based breakdown of the import carried out by the distributor license holders in 2011.

**Table 2.17** The Import Amounts of Distributor License Holders in 2011 by countries (ton)

| Country of Origin    | Unleaded Gasoline 95 Octane | Diesel           | Fuel Oil 3    | Fuel Oil 5    | General Total    | Share (%)  |
|----------------------|-----------------------------|------------------|---------------|---------------|------------------|------------|
| India                |                             | 2.003.372        |               |               | 2.003.372        | 26,6       |
| Italy                | 28.062                      | 1.191.904        | 18.397        |               | 1.238.363        | 16,4       |
| Greece               | 10.013                      | 1.189.552        |               |               | 1.199.565        | 15,9       |
| Israel               | 10.480                      | 987.249          |               | 10.500        | 1.008.229        | 13,4       |
| Malta                |                             | 457.115          |               |               | 457.115          | 6,1        |
| USA                  |                             | 354.271          |               |               | 354.271          | 4,7        |
| South Korea          |                             | 239.477          |               |               | 239.477          | 3,2        |
| Bulgaria             |                             | 222.259          |               | 5.060         | 227.319          | 3,0        |
| Romania              | 76.747                      | 47.173           |               |               | 123.920          | 1,6        |
| Singapore            |                             | 120.148          |               |               | 120.148          | 1,6        |
| Netherlands          |                             | 86.528           |               |               | 86.528           | 1,1        |
| Russia               |                             | 29.669           |               | 33.208        | 62.877           | 0,8        |
| Turkey               |                             | 43.474           | 13.096        |               | 56.570           | 0,8        |
| France               |                             |                  | 51.937        |               | 51.937           | 0,7        |
| Norway               |                             | 41.341           |               |               | 41.341           | 0,5        |
| Venezuela            |                             | 34.489           |               |               | 34.489           | 0,5        |
| Spain                |                             | 30.885           |               |               | 30.885           | 0,4        |
| Tunisia              |                             | 26.954           |               |               | 26.954           | 0,4        |
| Ukraine              |                             | 26.914           |               |               | 26.914           | 0,4        |
| Germany              |                             | 24.001           |               |               | 24.001           | 0,3        |
| Other                |                             | 23.343           |               |               | 23.343           | 0,3        |
| Gibraltar            |                             | 21.220           |               |               | 21.220           | 0,3        |
| England              |                             | 18.016           |               |               | 18.016           | 0,2        |
| Belarus              |                             | 14.095           |               |               | 14.095           | 0,2        |
| Korea                |                             | 14.077           |               |               | 14.077           | 0,2        |
| Croatia              | 13.974                      |                  |               |               | 13.974           | 0,2        |
| Japan                |                             | 11.932           |               |               | 11.932           | 0,2        |
| Switzerland          |                             |                  | 5.897         |               | 5.897            | 0,1        |
| Israel               |                             | 3                |               |               | 3                | <0,1       |
| <b>General Total</b> | <b>139.276</b>              | <b>7.259.461</b> | <b>89.327</b> | <b>48.768</b> | <b>7.536.832</b> | <b>100</b> |

The total procurement amounts of the distributor license holders are provided in Table 2.18 based on the procurement types mentioned above. Within the framework of the legal regulation effective from 01/01/2011, off-road diesel fuel import from Russia carried out by the distributor license holders has come to a standstill with the removal of the off-road diesel from the market on 01/04/2011. While the import from Russia had constituted 50% of the total import in 2010, this ratio declined to 0.8% in 2011.

**Table 2.18** Distribution of Distributor License Holders by Procurement Sources (ton)

| Product                                    | Procurement from Refinery | Procurement between Distributors | Import           | Other*        |
|--|---------------------------|----------------------------------|------------------|---------------|
| Unleaded Gasoline 95 Octane                | 1.825.659                 | 129.237                          | 139.276          | 30            |
| Unleaded Gasoline 95 Octane with Additives | 10.463                    | 2.617                            | 0                | 0             |
| Unleaded Gasoline 98 Octane                | 36                        | 0                                | 0                | 0             |
| Diesel                                     | 7.566.087                 | 1.151.946                        | 7.259.461        | 36.565        |
| Fuel Oil 3                                 | 5.345                     | 0                                | 89.327           | 0             |
| Fuel Oil 4 (Heating Oil)                   | 287.462                   | 8.212                            | 0                | 18            |
| Fuel Oil 5                                 | 121.127                   | 16.582                           | 48.768           | 0             |
| Fuel Oil 6                                 | 235.423                   | 2.244                            | 0                | 0             |
| Gas oil                                    | 52.044                    | 86                               | 0                | 0             |
| Jet Fuel                                   | 135.241                   | 0                                | 462.894          | 379           |
| Airplane fuel                              | 0                         | 0                                | 5.158            | 0             |
| Marine Fuel                                | 36.965                    | 0                                | 0                | 0             |
| Maritime Diesel                            | 540                       | 0                                | 0                | 0             |
| Blended Ethanol                            | 0                         | 0                                | 0                | 7.976         |
| Blended Biodiesel                          | 0                         | 0                                | 0                | 2.332         |
| Autobiodiesel                              | 0                         | 0                                | 0                | 7.759         |
| <b>General Total</b>                       | <b>10.276.392</b>         | <b>1.310.924</b>                 | <b>8.004.884</b> | <b>55.059</b> |

\* Other: From the Biodiesel producer or other means

The fuel sales offered to domestic market by the distributor license holders excluding the trade between the distribution companies is shown in Table 2.19. It is observed that the decline in the sales of gasoline and fuel oil types continues.

**Table 2.19** Fuel Sale Amounts of Distributor License Holders (ton)\*

| Fuel Types*    | 2009              | 2010              | 2011              | Difference (%) |            |
|----------------|-------------------|-------------------|-------------------|----------------|------------|
|                |                   |                   |                   | 2009 ->2010    | 2010->2011 |
| Gasoline Types | 2.186.708         | 2.075.247         | 1.978.542         | -5,1           | -4,7       |
| Diesel Types   | 13.714.924        | 13.896.876        | 14.728.382        | 1,3            | 6,0        |
| Fuel Oil Types | 1.638.192         | 833.620           | 793.612           | -49,1          | -4,8       |
| <b>Total</b>   | <b>17.539.824</b> | <b>16.805.743</b> | <b>17.500.536</b> | <b>-4,2</b>    | <b>4,1</b> |

\* Includes the sales to the vendor license holders, eligible user license holders, VIS sales and military deliveries

Breakdown of the total fuel sales by the distributor license holders is shown in Table 2.20.

**Table 2.20** - Sales of Distributor License Holders by Fuel Types in 2009 - 2011 (ton)\*

| Product                                    | 2009              | 2010              | 2011              | Difference (%) | Difference (%) |
|--|-------------------|-------------------|-------------------|----------------|----------------|
|  |                   |                   |                   | 2009 -> 2010   | 2010 -> 2011   |
| Unleaded Gasoline 95 Octane                | 2.140.228         | 2.060.928         | 1.961.198         | -4             | -4,8           |
| Unleaded Gasoline 95 Octane with Additives | 35.500            | 14.319            | 17.344            | -60            | 20,9           |
| Unleaded Gasoline 98 Octane                | 10.980            | 0                 | 0                 | -100           | -              |
| <b>Gasoline Types Total</b>                | <b>2.186.708</b>  | <b>2.075.247</b>  | <b>1.978.542</b>  | <b>-5</b>      | <b>-4,7</b>    |
| Diesel                                     | 3.397.846         | 4.205.698         | 14.194.486        | 24             | 237,5          |
| Off-Road Diesel                            | 10.317.078        | 9.691.178         | 533.896           | -6             | -94,5          |
| <b>Diesel Types Total</b>                  | <b>13.714.924</b> | <b>13.896.876</b> | <b>14.728.382</b> | <b>1</b>       | <b>6,0</b>     |
| <b>Fuel Total</b>                          | <b>15.901.632</b> | <b>15.972.123</b> | <b>16.706.924</b> | <b>0,4</b>     | <b>4,6</b>     |
| Autogas LPG**                              | 2.305.240         | 2.489.501         | 2.642.133         | 8              | 6,1            |
| <b>GENERAL TOTAL</b>                       | <b>18.206.872</b> | <b>18.461.624</b> | <b>19.349.057</b> | <b>1,4</b>     | <b>4,8</b>     |

\* Includes the sales to the vendor license holders, eligible user license holders, VIS sales and military deliveries

\*\* Based on 2011 EMRA LPG Sector Report.

Although the sales of gasoline types decreased by 5% compared to the previous year, the total sales of diesel types and LPG increased by 6%.

Table 2.21 presents the fuel oil sales figures of the distributor license holders comparatively based on fuel oil types. According to this table, the downward tendency in the total sales of fuel oil types continues.

**Table 2.21** Sales of by Fuel Oil Types by Distributor License Holders in 2009 – 2011 (ton)

| Product                     | 2009             | 2010           | 2011           | Difference (%) | Difference (%) |
|-----------------------------|------------------|----------------|----------------|----------------|----------------|
|                             |                  |                |                | 2009-> 2010    | 2010-> 2011    |
| Fuel Oil 3                  | 53.978           | 49.625         | 88.391         | -8             | 78,1           |
| Fuel Oil 4 (Heating Oil)    | 347.722          | 293.738        | 293.124        | -16            | -0,2           |
| Fuel Oil 5                  | 352.551          | 134.360        | 169.874        | -62            | 26,4           |
| Fuel Oil 6                  | 883.941          | 355.897        | 242.223        | -60            | -31,9          |
| <b>Fuel Oil Types Total</b> | <b>1.638.192</b> | <b>833.620</b> | <b>793.612</b> | <b>-49</b>     | <b>-4,8</b>    |

\* The amount delivered to the vendor license holders and eligible user license holders

Table 2.22 presents a fuel type and company based breakdown of the fuel sales by the distributor license holders in 2011.

**Table 2.22** Share of Sales by Distributors according to Total Fuel Types\*

| No | Company                             | Fuel Type      | Sales Amount (Ton) | General Total (Ton) | Market Share (%) | General Market Share (%) |
|----|-------------------------------------|----------------|--------------------|---------------------|------------------|--------------------------|
| 1  | OMV Petrol Ofisi A.Ş.               | Gasoline types | 423.853            | 4.155.386           | 21,4             | 23,7                     |
|    |                                     | Diesel types   | 3.518.021          |                     | 23,9             |                          |
|    |                                     | Fuel Oil types | 209.406            |                     | 26,4             |                          |
|    |                                     | Other          | 4.106              |                     | 7,5              |                          |
| 2  | Shell & Turcas Petrol A.Ş.          | Gasoline types | 512.550            | 3.094.355           | 25,9             | 17,6                     |
|    |                                     | Diesel types   | 2.551.716          |                     | 17,3             |                          |
|    |                                     | Fuel Oil types | 28.722             |                     | 3,6              |                          |
|    |                                     | Other          | 1.367              |                     | 2,5              |                          |
| 3  | Opet Petrolcülük A.Ş.               | Gasoline types | 376.199            | 3.024.156           | 19,0             | 17,2                     |
|    |                                     | Diesel types   | 2.520.368          |                     | 17,1             |                          |
|    |                                     | Fuel Oil types | 126.786            |                     | 16,0             |                          |
|    |                                     | Other          | 803                |                     | 1,5              |                          |
| 4  | BP Petrolleri A.Ş.                  | Gasoline types | 237.999            | 1.653.490           | 12,0             | 9,4                      |
|    |                                     | Diesel types   | 1.336.045          |                     | 9,1              |                          |
|    |                                     | Fuel Oil types | 77.237             |                     | 9,7              |                          |
|    |                                     | Other          | 2.209              |                     | 4,1              |                          |
| 5  | Total Oil Türkiye A.Ş.              | Gasoline types | 100.933            | 915.991             | 5,1              | 5,2                      |
|    |                                     | Diesel types   | 795.676            |                     | 5,4              |                          |
|    |                                     | Fuel Oil types | 18.903             |                     | 2,4              |                          |
|    |                                     | Other          | 479                |                     | 0,9              |                          |
| 6  | Altınbaş Petrol ve Ticaret A.Ş.     | Gasoline types | 26.188             | 530.686             | 1,3              | 3,0                      |
|    |                                     | Diesel types   | 462.461            |                     | 3,1              |                          |
|    |                                     | Fuel Oil types | 40.481             |                     | 5,1              |                          |
|    |                                     | Other          | 1.556              |                     | 2,9              |                          |
| 7  | Lukoil Eurasia Petrol A.Ş.          | Gasoline types | 33.212             | 359.927             | 1,7              | 2,1                      |
|    |                                     | Diesel types   | 324.014            |                     | 2,2              |                          |
|    |                                     | Fuel Oil types | 1.677              |                     | 0,2              |                          |
|    |                                     | Other          | 1.024              |                     | 1,9              |                          |
| 8  | TP Petrol Dağıtım A.Ş.              | Gasoline types | 8.606              | 350.295             | 0,4              | 2,0                      |
|    |                                     | Diesel types   | 251.131            |                     | 1,7              |                          |
|    |                                     | Fuel Oil types | 90.441             |                     | 11,4             |                          |
|    |                                     | Other          | 117                |                     | 0,2              |                          |
| 9  | Milan Petrol Sanayi ve Ticaret A.Ş. | Gasoline types | 25.126             | 298.389             | 1,3              | 1,7                      |
|    |                                     | Diesel types   | 265.253            |                     | 1,8              |                          |
|    |                                     | Fuel Oil types | 6.010              |                     | 0,8              |                          |
|    |                                     | Other          | 2.000              |                     | 3,7              |                          |
| 10 | Akpert Akaryakıt Dağıtım A.Ş.       | Gasoline types | 16.483             | 266.188             | 0,8              | 1,5                      |
|    |                                     | Diesel types   | 195.010            |                     | 1,3              |                          |
|    |                                     | Fuel Oil types | 52.485             |                     | 6,6              |                          |
|    |                                     | Other          | 2.210              |                     | 4,1              |                          |

|    |  |                |         |         |      |     |
|----|--|----------------|---------|---------|------|-----|
| 11 | Aytemiz Akaryakıt Dağıtım A.Ş.   | Gasoline types | 24.674  | 243.478 | 1,2  | 1,4 |
|    |  | Diesel types   | 209.180 |         | 1,4  |     |
|    |  | Fuel Oil types | 7.707   |         | 1,0  |     |
|    |  | Other          | 1.917   |         | 3,5  |     |
| 12 | Kadooğlu Petrolcülük Taş. Ticaret Sanayi İthalat ve İhracat A.Ş.           | Gasoline types | 11.808  | 243.290 | 0,6  | 1,4 |
|    |  | Diesel types   | 223.872 |         | 1,5  |     |
|    |  | Fuel Oil types | 6.888   |         | 0,9  |     |
|    |  | Other          | 722     |         | 1,3  |     |
| 13 | Balpet Petrol Ürünleri Taş. Sanayi ve Ticaret A.Ş.                         | Gasoline types | 14.159  | 233.682 | 0,7  | 1,3 |
|    |  | Diesel types   | 212.933 |         | 1,4  |     |
|    |  | Fuel Oil types | 6.124   |         | 0,8  |     |
|    |  | Other          | 466     |         | 0,9  |     |
| 14 | Asya Akaryakıt Ticaret ve Sanayi A.Ş.                                      | Gasoline types | 37.839  | 228.094 | 1,9  | 1,3 |
|    |  | Diesel types   | 190.255 |         | 1,3  |     |
|    |  | Fuel Oil types | -       |         | -    |     |
|    |  | Other          | -       |         | -    |     |
| 15 | Turkuaz Petrol Ürünleri A.Ş.   | Gasoline types | 12.316  | 204.636 | 0,6  | 1,2 |
|    |  | Diesel types   | 182.456 |         | 1,2  |     |
|    |  | Fuel Oil types | 4.982   |         | 0,6  |     |
|    |  | Other          | 4.882   |         | 9,0  |     |
| 16 | Termopet Akaryakıt Nakliyat ve Ticaret Limited Şirketi                     | Gasoline types | 11.366  | 182.567 | 0,6  | 1,0 |
|    |  | Diesel types   | 159.249 |         | 1,1  |     |
|    |  | Fuel Oil types | 11.147  |         | 1,4  |     |
|    |  | Other          | 805     |         | 1,5  |     |
| 17 | Siyam Petrolcülük San. ve Tic. A.Ş.  | Gasoline types | 8.803   | 171.356 | 0,4  | 1,0 |
|    |  | Diesel types   | 148.916 |         | 1,0  |     |
|    |  | Fuel Oil types | 7.668   |         | 1,0  |     |
|    |  | Other          | 5.969   |         | 11,0 |     |
| 18 | Enerji Petrol Ürünleri Pazarlama A.Ş.                                      | Gasoline types | 8.201   | 166.769 | 0,4  | 0,9 |
|    |  | Diesel types   | 129.384 |         | 0,9  |     |
|    |  | Fuel Oil types | 28.971  |         | 3,7  |     |
|    |  | Other          | 213     |         | 0,4  |     |
| 19 | Teco Petrolcülük Sanayi ve Ticaret A.Ş.                                    | Gasoline types | 9.243   | 158.354 | 0,5  | 0,9 |
|    |  | Diesel types   | 139.732 |         | 0,9  |     |
|    |  | Fuel Oil types | 7.167   |         | 0,9  |     |
|    |  | Other          | 2.212   |         | 4,1  |     |
| 20 | Starpet Garzan Akaryakıt Dağıtım Pazarlama A.Ş.                            | Gasoline types | 22.413  | 141.880 | 1,1  | 0,8 |
|    |  | Diesel types   | 102.646 |         | 0,7  |     |
|    |  | Fuel Oil types | 12.993  |         | 1,6  |     |
|    |  | Other          | 3.828   |         | 7,0  |     |
| 21 | N-Pet Petrol Ürünleri Pazarlama Nakliye Sanayi Ticaret ve Dağıtım Ltd.Şti. | Gasoline types | 9.801   | 137.912 | 0,5  | 0,8 |
|    |  | Diesel types   | 122.439 |         | 0,8  |     |
|    |  | Fuel Oil types | 4.771   |         | 0,6  |     |
|    |  | Other          | 901     |         | 1,7  |     |

|    |  |                |         |         |      |     |
|----|--|----------------|---------|---------|------|-----|
| 22 | Petline Petrol Ürünleri Ticaret A.Ş.                                       | Gasoline types | 11.197  | 134.653 | 0,6  | 0,8 |
|    |  | Diesel types   | 118.174 |         | 0,8  |     |
|    |  | Fuel Oil types | 4.536   |         | 0,6  |     |
|    |  | Other          | 746     |         | 1,4  |     |
| 23 | Kaleli Best Oil Petrolcülük Ticaret Limited Şirketi                        | Gasoline types | 4.501   | 97.830  | 0,2  | 0,6 |
|    |  | Diesel types   | 89.980  |         | 0,6  |     |
|    |  | Fuel Oil types | 1.633   |         | 0,2  |     |
|    |  | Other          | 1.716   |         | 3,1  |     |
| 24 | Delta Akaryakıt Ticaret A.Ş.   | Gasoline types | 5.773   | 85.328  | 0,3  | 0,5 |
|    |  | Diesel types   | 78.734  |         | 0,5  |     |
|    |  | Fuel Oil types | 592     |         | 0,1  |     |
|    |  | Other          | 229     |         | 0,4  |     |
| 25 | Can Aslan Petrolcülük San. A.Ş.  | Gasoline types | 5.566   | 77.875  | 0,3  | 0,4 |
|    |  | Diesel types   | 64.967  |         | 0,4  |     |
|    |  | Fuel Oil types | 6.119   |         | 0,8  |     |
|    |  | Other          | 1.223   |         | 2,2  |     |
| 26 | Erk Petrol Yatırımları A.Ş.  | Gasoline types | 807     | 63.679  | <0,1 | 0,4 |
|    |  | Diesel types   | 62.872  |         | 0,4  |     |
|    |  | Fuel Oil types | -       |         | -    |     |
|    |  | Other          | -       |         | -    |     |
| 27 | Ozan Enerji LPG Akaryakıt Dağıtım ve Nakliye Ticaret A.Ş.                  | Gasoline types | 2.060   | 44.092  | 0,1  | 0,3 |
|    |  | Diesel types   | 40.612  |         | 0,3  |     |
|    |  | Fuel Oil types | 130     |         | <0,1 |     |
|    |  | Other          | 1.290   |         | 2,4  |     |
| 28 | Türkoil Petrol Ürünleri San. Tic. ve Dağıtım A.Ş.                          | Gasoline types | 2.755   | 40.823  | 0,1  | 0,2 |
|    |  | Diesel types   | 37.504  |         | 0,3  |     |
|    |  | Fuel Oil types | 564     |         | 0,1  |     |
|    |  | Other          | -       |         | -    |     |
| 29 | Birleşik Petrol A.Ş.   | Gasoline types | 1.616   | 34.134  | 0,1  | 0,2 |
|    |  | Diesel types   | 31.445  |         | 0,2  |     |
|    |  | Fuel Oil types | 355     |         | <0,1 |     |
|    |  | Other          | 718     |         | 1,3  |     |
| 30 | VTM Akaryakıt Petrol Ürünleri Dağıtım Sanayi ve Ticaret A.Ş.               | Gasoline types | 3.107   | 31.876  | 0,2  | 0,2 |
|    |  | Diesel types   | 27.378  |         | 0,2  |     |
|    |  | Fuel Oil types | 375     |         | <0,1 |     |
|    |  | Other          | 1.016   |         | 1,9  |     |
| 31 | Antoil Akaryakıt Dağıtım Sanayi ve Ticaret A.Ş.                            | Gasoline types | 1.655   | 30.858  | 0,1  | 0,2 |
|    |  | Diesel types   | 26.367  |         | 0,2  |     |
|    |  | Fuel Oil types | 2.836   |         | 0,4  |     |
|    |  | Other          | -       |         | -    |     |
| 32 | Pars Petrol Madeni Yağlar İthalat İhracat Pazarlama Sanayi ve Ticaret A.Ş. | Gasoline types | 1.104   | 30.853  | 0,1  | 0,2 |
|    |  | Diesel types   | 15.565  |         | 0,1  |     |
|    |  | Fuel Oil types | 13.969  |         | 1,8  |     |
|    |  | Other          | 215     |         | 0,4  |     |

|    |   |                |        |        |      |      |
|----|---|----------------|--------|--------|------|------|
| 33 | Eropet Akaryakıt Dağıtım Taş. İnşaat Paz. Petrol Ür. İth. İhr. San. ve Tic. Ltd. Şti. | Gasoline types | 2.036  | 28.706 | 0,1  | 0,2  |
|    |   | Diesel types   | 24.388 |        | 0,2  |      |
|    |   | Fuel Oil types | 971    |        | 0,1  |      |
|    |   | Other          | 1.311  |        | 2,4  |      |
| 34 | Raman Akaryakıt Dağıtım Nakliyat Petrol Ürünleri Sanayi İç ve Dış Tic. Ltd. Şti.      | Gasoline types | 1.560  | 27.421 | 0,1  | 0,2  |
|    |   | Diesel types   | 21.742 |        | 0,1  |      |
|    |   | Fuel Oil types | 2.694  |        | 0,3  |      |
|    |   | Other          | 1.425  |        | 2,6  |      |
| 35 | Parkoil Petrol Ürünleri Taş. Sanayi ve Ticaret Limited Şirketi                        | Gasoline types | 839    | 24.673 | <0,1 | 0,1  |
|    |   | Diesel types   | 18.323 |        | 0,1  |      |
|    |   | Fuel Oil types | 1.618  |        | 0,2  |      |
|    |   | Other          | 3.893  |        | 7,1  |      |
| 36 | RMG Petrol Ürünleri Dağıtım Sanayi Ticaret Limited Şirketi                            | Gasoline types | 352    | 14.645 | <0,1 | 0,1  |
|    |   | Diesel types   | 5.314  |        | <0,1 |      |
|    |   | Fuel Oil types | 6.316  |        | 0,8  |      |
|    |   | Other          | 2.663  |        | 4,9  |      |
| 37 | Damla Oil Akaryakıt A.Ş.  | Gasoline types | 203    | 10.555 | <0,1 | 0,1  |
|    |   | Diesel types   | 10.352 |        | 0,1  |      |
|    |   | Fuel Oil types | -      |        | -    |      |
|    |   | Other          | -      |        | -    |      |
| 38 | Pasifik Liman İşletmeleri Den. Ulus. Den. Taş. Pet. Ür. Tic. Ltd. Şti.                | Gasoline types | 661    | 6.747  | <0,1 | <0,1 |
|    |   | Diesel types   | 5.973  |        | <0,1 |      |
|    |   | Fuel Oil types | -      |        | -    |      |
|    |   | Other          | 113    |        | 0,2  |      |
| 39 | Link Kimya Petrol Ürünleri Sanayi ve Ticaret Ltd. Şti.                                | Gasoline types | 231    | 3.310  | <0,1 | <0,1 |
|    |   | Diesel types   | 2.962  |        | <0,1 |      |
|    |   | Fuel Oil types | 92     |        | <0,1 |      |
|    |   | Other          | 25     |        | <0,1 |      |
| 40 | Uluslararası Akaryakıt Dağıtım Limited Şirketi  | Gasoline types | 76     | 2.023  | <0,1 | <0,1 |
|    |   | Diesel types   | 1.841  |        | <0,1 |      |
|    |   | Fuel Oil types | -      |        | -    |      |
|    |   | Other          | 106    |        | 0,2  |      |
| 41 | Goldser Turizm Otelcilik ve Petrol San. Tic. A.Ş.                                     | Gasoline types | 102    | 1.732  | <0,1 | <0,1 |
|    |   | Diesel types   | 1.453  |        | <0,1 |      |
|    |   | Fuel Oil types | 169    |        | <0,1 |      |
|    |   | Other          | 8      |        | <0,1 |      |
| 42 | Meram Otomasyon Bilgisayar Petrol Dağıtım Nakliyat ve Turizm Ticaret A.Ş.             | Gasoline types | 439    | 782    | <0,1 | <0,1 |
|    |   | Diesel types   | 343    |        | <0,1 |      |
|    |   | Fuel Oil types | -      |        | -    |      |
|    |   | Other          | -      |        | -    |      |
| 43 | Cen Petrol Ürünleri Madeni Yağlar Dağıtım Sanayi ve Ticaret Limited Şirketi           | Gasoline types | 123    | 689    | <0,1 | <0,1 |
|    |   | Diesel types   | 566    |        | <0,1 |      |
|    |   | Fuel Oil types | -      |        | -    |      |
|    |   | Other          | -      |        | -    |      |

|                      |  |                       |                   |     |      |      |
|----------------------|--|-----------------------|-------------------|-----|------|------|
| 44                   | İztaş Taş. İnşaat Petrol Sanayi ve Ticaret Ltd. Şti.                       | Gasoline types        | 2                 | 523 | <0,1 | <0,1 |
|                      |  | Diesel types          | 521               |     | <0,1 |      |
|                      |  | Fuel Oil types        | -                 |     | -    |      |
|                      |  | Other                 | -                 |     | -    |      |
| 45                   | Bospet Petrol Ürünleri Ticaret Limited Şirketi                             | Gasoline types        | 5                 | 174 | <0,1 | <0,1 |
|                      |  | Diesel types          | 169               |     | <0,1 |      |
|                      |  | Fuel Oil types        | 0                 |     | <0,1 |      |
|                      |  | Other                 | -                 |     | -    |      |
| 46                   | Damla Petrol İnşaat Ticaret A.Ş.   | Gasoline types        | 0                 | 80  | <0,1 | <0,1 |
|                      |  | Diesel types          | 80                |     | <0,1 |      |
|                      |  | Fuel Oil types        | -                 |     | -    |      |
|                      |  | Other                 | -                 |     | -    |      |
| 47                   | Orsan Ambalaj Gıda Petrol İnşaat ve Taş. Sanayi Ve Ticaret Limited Şirketi | Gasoline types        | -                 | 77  | -    | <0,1 |
|                      |  | Diesel types          | -                 |     | -    |      |
|                      |  | Fuel Oil types        | 77                |     | <0,1 |      |
|                      |  | Other                 | -                 |     | -    |      |
| 48                   | MMG Petrol Dağıtım Ve Paz. İç ve Dış Tic. A.Ş.                             | Gasoline types        | -                 | 55  | -    | <0,1 |
|                      |  | Diesel types          | -                 |     | -    |      |
|                      |  | Fuel Oil types        | -                 |     | -    |      |
|                      |  | Other                 | 55                |     | 0,1  |      |
| <b>TOTAL</b>         |  | <b>Gasoline types</b> | <b>1.978.542</b>  |     |      |      |
|                      |  | <b>Diesel types</b>   | <b>14.728.382</b> |     |      |      |
|                      |  | <b>Fuel Oil types</b> | <b>793.612</b>    |     |      |      |
|                      |  | <b>Other</b>          | <b>54.538</b>     |     |      |      |
| <b>GENERAL TOTAL</b> |  |                       | <b>17.555.080</b> |     |      |      |

\* There are no statements received from those distributor firms not included in the table. The sales include the sales to the vendor license holders, eligible user license holders, VIS sales and military deliveries

Table 2.23 presents a total sales market share based breakdown of the sales of the 10 distributor license holders with the largest market share for the years 2009, 2010 and 2011.

**Table 2.23** The first 10 Distributor License Holders based on Sales Amounts\*

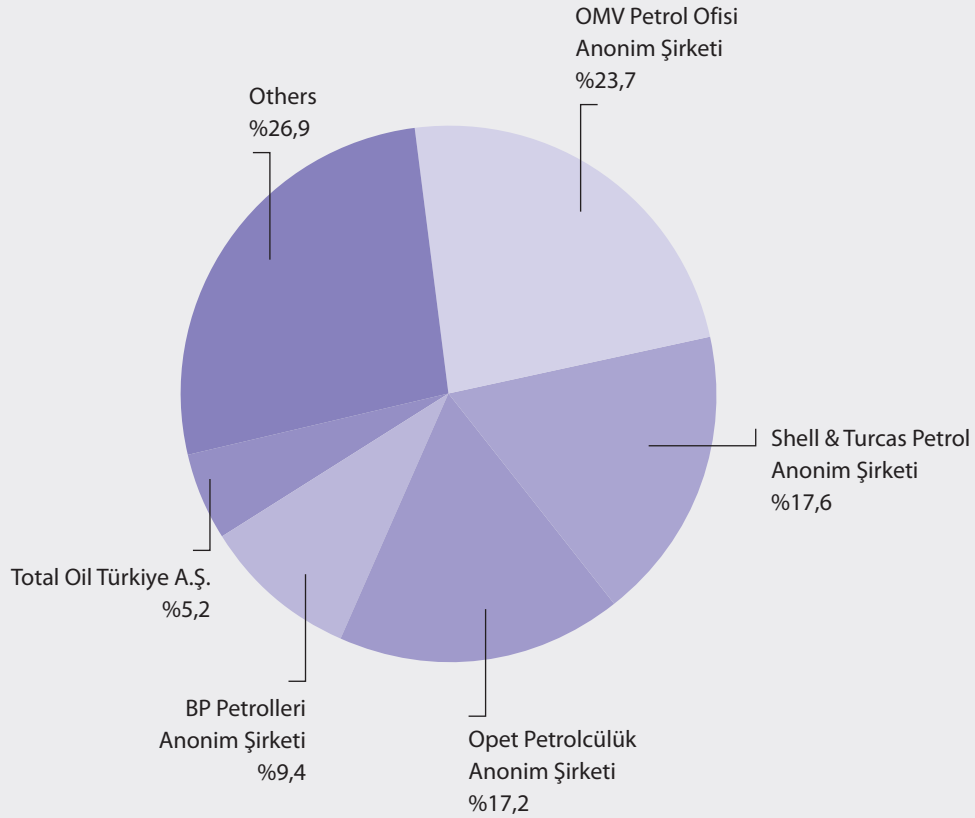
| No | 2009   | Share (%) | No | 2010   | Share (%) | No | 2011   | Share (%) |
|----|--|-----------|----|--|-----------|----|--|-----------|
| 1  | Petrol Ofisi A.Ş.                              | 26,7      | 1  | Petrol Ofisi A.Ş.                              | 24,7      | 1  | OMV Petrol Ofisi A.Ş.                          | 23,7      |
| 2  | Shell & Turcas Petrol A.Ş.                     | 18,6      | 2  | Shell & Turcas Petrol A.Ş.                     | 19,1      | 2  | Shell & Turcas Petrol A.Ş.                     | 17,6      |
| 3  | Opet Petrolcülük A.Ş.                          | 17,6      | 3  | Opet Petrolcülük A.Ş.                          | 16,6      | 3  | Opet Petrolcülük A.Ş.                          | 17,2      |
| 4  | BP Petrolleri A.Ş.                             | 11,3      | 4  | BP Petrolleri A.Ş.                             | 10,8      | 4  | BP Petrolleri A.Ş.                             | 9,4       |
| 5  | Total Oil Türkiye A.Ş.                         | 5,8       | 5  | Total Oil Türkiye A.Ş.                         | 5,6       | 5  | Total Oil Türkiye A.Ş.                         | 5,2       |
| 6  | Akpet Akaryakıt Dağıtım A.Ş.                   | 2,7       | 6  | Akpet Akaryakıt Dağıtım A.Ş.                   | 2,3       | 6  | Altınbaş Petrol ve Tic. A.Ş.                   | 3,0       |
| 7  | Altınbaş Petrol ve Tic. A.Ş.                   | 2,5       | 7  | Altınbaş Petrol ve Tic. A.Ş.                   | 3         | 7  | Lukoil Eurasia Petrol A.Ş.                     | 2,1       |
| 8  | TP Petrol Dağıtım A.Ş.                         | 1,8       | 8  | TP Petrol Dağıtım A.Ş.                         | 1,9       | 8  | TP Petrol Dağıtım A.Ş.                         | 2,0       |
| 9  | Bölünmez Petrolcülük A.Ş.                      | 1,4       | 9  | Bölünmez Petrolcülük A.Ş.                      | 1,4       | 9  | Milan Petrol ve Sanayi Ticaret A.Ş.**          | 1,7       |
| 10 | Turkuaz Petrol Ürünleri A.Ş.                   | 1,2       | 10 | Lukoil Eurasia Petrol A.Ş.                     | 1,4       | 10 | Akpet Akaryakıt Dağıtım A.Ş.                   | 1,5       |
| 11 | Diğer Dağıtıcı Lisans Sahibi Şirketler Toplamı | 10,4      | 11 | Diğer Dağıtıcı Lisans Sahibi Şirketler Toplamı | 13        | 11 | Diğer Dağıtıcı Lisans Sahibi Şirketler Toplamı | 16,6      |

\*There are no statements received from those distributor firms not included in the table. The sales include the sales to the vendor license holders, eligible user license holders, VIS sales and military deliveries

\*\* As of 2011, Bölünmez Petrolcülük A.Ş. has been changed as Milan Petrol San. Ve Tic. A.Ş.

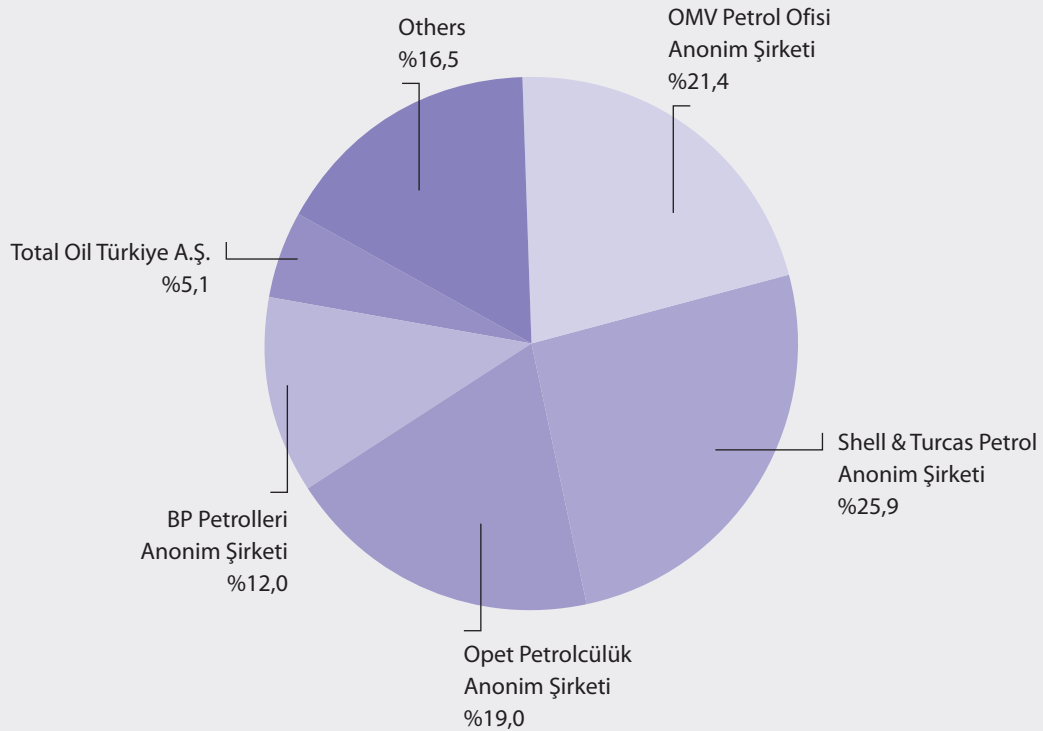
It is observed that the total market share of the first 10 companies with the largest market share have a downward tendency. Therefore, it is considered that the concentration level in the fuel distribution market has a tendency to decline.

Figure 2.11 presents the market shares of the first 5 distributor license holders according to total fuel sales.



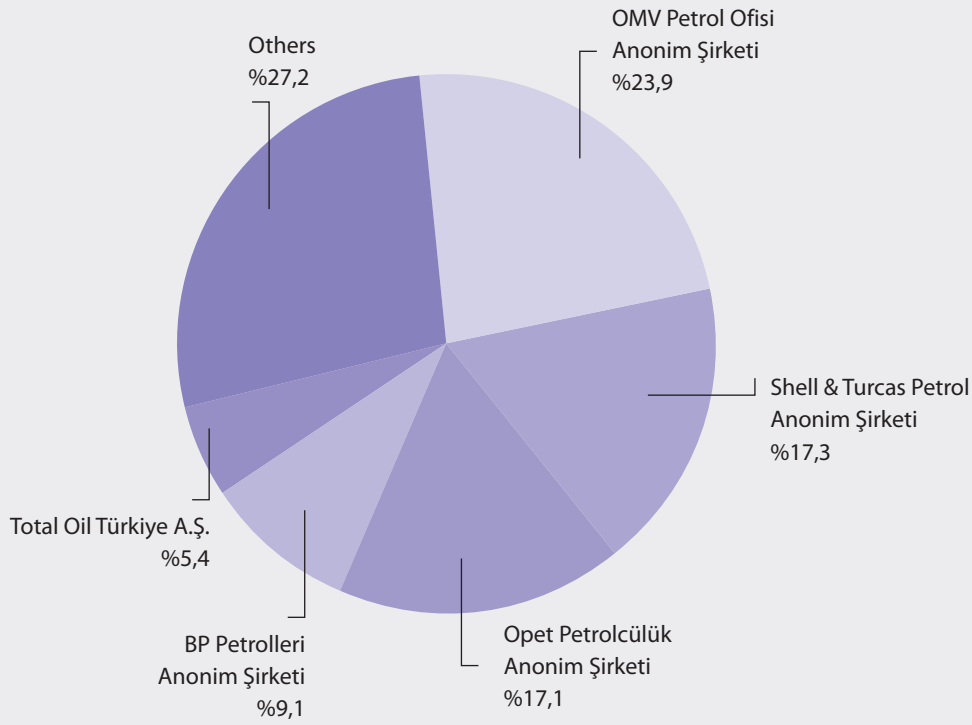
**Figure 2.11** Market Shares of Distributor License Holders in Total Fuel Sales

While the market shares of the first 5 companies for gasoline types totaled 89% in 2010, it declined to 83.5% in 2011. The market shares of the distributor license holders according to their sales of gasoline types is presented in Figure 2.12.



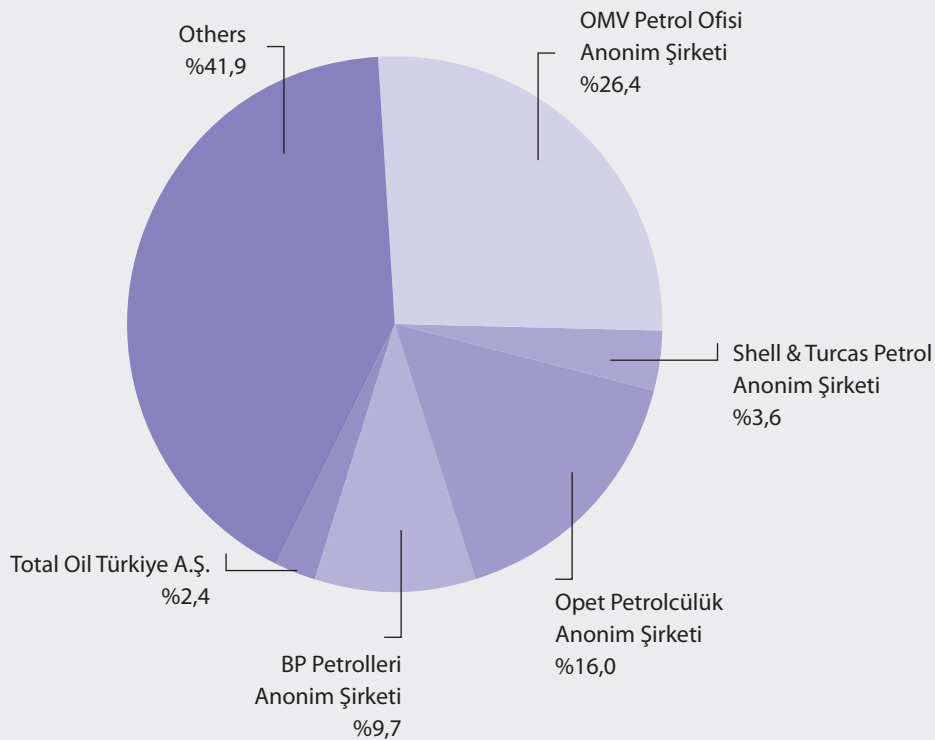
**Figure 2.12** Market Shares of Distributor License Holders for Gasoline Types

While the market shares of the first 5 companies for diesel types totaled 76% in 2010, it declined to 73% in 2011. The market shares of the distributor license holders according to their diesel sales are presented in Figure 2.13.



**Figure 2.13** Market Shares of Distributor License Holders for Diesel Types

While the market shares of the first 5 companies for fuel oil types totaled 64% in 2010, it declined to 58% in 2011. The market shares of the distributor license holders according to their sales of fuel oil are presented in Figure 2.14.



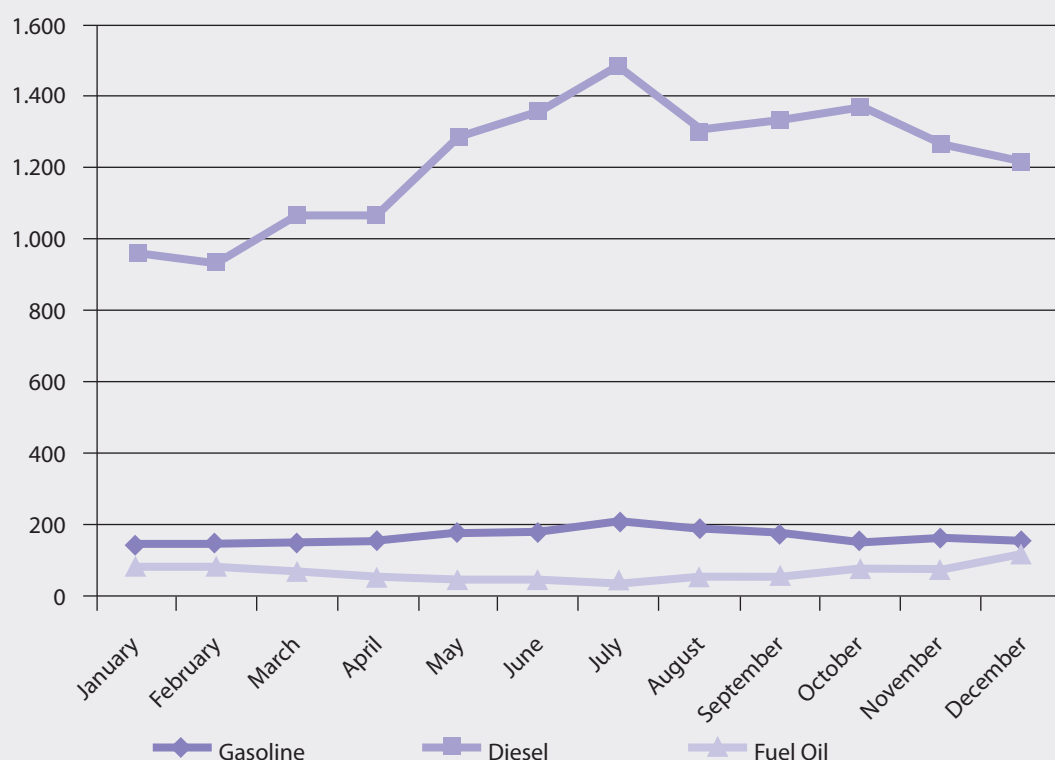
**Figure 2.14** Market Shares of Distributor License Holders for Fuel Oil Types Fuel Oil

Table 2.24 and Figure 2.15 present the monthly breakdown of fuel sales by the distributor license holders.

**Table 2.24** Monthly Distribution of the Sales of Distributor License Holders (ton)\*\*

|           | Gasoline Types | Diesel Types | Fuel Oil Types | Total     |
|-----------|----------------|--------------|----------------|-----------|
| January   | 143.845        | 962.258      | 82.535         | 1.188.638 |
| February  | 143.245        | 929.942      | 81.805         | 1.154.992 |
| March     | 148.310        | 1.064.847    | 66.461         | 1.279.618 |
| April     | 154.420        | 1.064.847    | 53.888         | 1.273.155 |
| May       | 175.332        | 1.281.060    | 43.538         | 1.499.930 |
| June      | 176.304        | 1.359.887    | 45.287         | 1.581.478 |
| July      | 206.854        | 1.484.523    | 41.644         | 1.733.021 |
| August    | 188.492        | 1.305.278    | 51.897         | 1.545.667 |
| September | 173.241        | 1.331.847    | 54.649         | 1.559.737 |
| October   | 153.057        | 1.366.807    | 77.389         | 1.597.253 |
| November  | 162.611        | 1.265.422    | 73.287         | 1.501.320 |
| December  | 152.822        | 1.214.621    | 121.232        | 1.488.675 |

\* Includes the sales to the vendor license holders, eligible user license holders, VIS sales and military deliveries



**Figure 2.15** Monthly Distribution of Fuel Deliveries of Distributor License Holders

As it can be seen in Figure 2.15, unleaded gasoline and diesel sales peaked in July. As is expected, fuel oil sales have an opposite tendency.

While the distributor license holders delivered 2.1 million tons of gasoline, 13.2 million tons of diesel, 522 thousand tons of fuel oil types, in total 15.8 million tons of fuel to the vendors in 2010, in 2011 approximately

16.5 million tons of fuel, consisting of 2 million tons of gasoline, 14 million tons of diesel and 476 thousand tons of fuel oil types, was delivered to the vendors.

Table 2.25 displays the amounts of deliveries by the distributor license holders to the fuel vendors.

**Table 2.25** Distribution of Fuel Types Delivered to Fuel Vendors according to Distributor License Holders\*

| No | Company                        | Fuel Types     | Sales Amount (Ton) | General Total (Ton) | Market Share (%) | General Market Share (%) |
|----|--------------------------------|----------------|--------------------|---------------------|------------------|--------------------------|
| 1  | OMV Petrol Ofisi A.Ş.          | Gasoline Types | 422.469            | 3.867.317           | 21,4             | 23,4                     |
|    |                                | Diesel Types   | 3.295.481          |                     | 23,5             |                          |
|    |                                | Fuel Oil Types | 145.261            |                     | 30,5             |                          |
|    |                                | Other          | 4.106              |                     | 7,5              |                          |
| 2  | Shell & Turcas Petrol A.Ş.     | Gasoline Types | 512.326            | 3.033.468           | 25,9             | 18,4                     |
|    |                                | Diesel Types   | 2.491.061          |                     | 17,8             |                          |
|    |                                | Fuel Oil Types | 28.722             |                     | 6,0              |                          |
|    |                                | Other          | 1.359              |                     | 2,5              |                          |
| 3  | Opet Petrolcülük A.Ş.          | Gasoline Types | 375.927            | 2.872.889           | 19,0             | 17,4                     |
|    |                                | Diesel Types   | 2.424.825          |                     | 17,3             |                          |
|    |                                | Fuel Oil Types | 71.334             |                     | 15,0             |                          |
|    |                                | Other          | 803                |                     | 1,5              |                          |
| 4  | BP Petrolleri A.Ş.             | Gasoline Types | 237.999            | 1.616.232           | 12,0             | 9,8                      |
|    |                                | Diesel Types   | 1.321.212          |                     | 9,4              |                          |
|    |                                | Fuel Oil Types | 54.812             |                     | 11,5             |                          |
|    |                                | Other          | 2.209              |                     | 4,1              |                          |
| 5  | Total Oil Türkiye A.Ş.         | Gasoline Types | 100.933            | 909.380             | 5,1              | 5,5                      |
|    |                                | Diesel Types   | 789.065            |                     | 5,6              |                          |
|    |                                | Fuel Oil Types | 18.903             |                     | 4,0              |                          |
|    |                                | Other          | 479                |                     | 0,9              |                          |
| 6  | Altınbaş Petrol ve Tic. A.Ş.   | Gasoline Types | 26.179             | 428.428             | 1,3              | 2,6                      |
|    |                                | Diesel Types   | 396.832            |                     | 2,8              |                          |
|    |                                | Fuel Oil Types | 3.861              |                     | 0,8              |                          |
|    |                                | Other          | 1.556              |                     | 2,9              |                          |
| 7  | Lukoil Eurasia Petrol A.Ş.     | Gasoline Types | 33.212             | 355.977             | 1,7              | 2,2                      |
|    |                                | Diesel Types   | 320.064            |                     | 2,3              |                          |
|    |                                | Fuel Oil Types | 1.677              |                     | 0,4              |                          |
|    |                                | Other          | 1.024              |                     | 1,9              |                          |
| 8  | Milan Petrol San. ve Tic. A.Ş. | Gasoline Types | 25.126             | 264.082             | 1,3              | 1,6                      |
|    |                                | Diesel Types   | 230.946            |                     | 1,6              |                          |
|    |                                | Fuel Oil Types | 6.010              |                     | 1,3              |                          |
|    |                                | Other          | 2.000              |                     | 3,7              |                          |
| 9  | Aytemiz Akaryakıt Dağıtım A.Ş. | Gasoline Types | 24.674             | 243.478             | 1,2              | 1,5                      |
|    |                                | Diesel Types   | 209.180            |                     | 1,5              |                          |
|    |                                | Fuel Oil Types | 7.707              |                     | 1,6              |                          |
|    |                                | Other          | 1.917              |                     | 3,5              |                          |

|    |  |                |         |         |      |     |
|----|--|----------------|---------|---------|------|-----|
| 10 | Kadooğlu Petrolcülük Taş. Tic. San. İth. ve İhr. A.Ş.          | Gasoline Types | 11.808  | 241.289 | 0,6  | 1,5 |
|    |  | Diesel Types   | 221.999 |         | 1,6  |     |
|    |  | Fuel Oil Types | 6.760   |         | 1,4  |     |
|    |  | Other          | 722     |         | 1,3  |     |
| 11 | Balpet Petrol Ürünleri Taş. San. Ve Tic. A.Ş.                  | Gasoline Types | 14.159  | 230.589 | 0,7  | 1,4 |
|    |  | Diesel Types   | 209.840 |         | 1,5  |     |
|    |  | Fuel Oil Types | 6.124   |         | 1,3  |     |
|    |  | Other          | 466     |         | 0,9  |     |
| 12 | Asya Akaryakıt Tic. ve San. A.Ş.                               | Gasoline Types | 37.839  | 227.321 | 1,9  | 1,4 |
|    |  | Diesel Types   | 189.482 |         | 1,4  |     |
|    |  | Fuel Oil Types | -       |         |      |     |
|    |  | Other          | -       |         |      |     |
| 13 | Akpet Akaryakıt Dağıtım A.Ş.                                   | Gasoline Types | 16.483  | 224.685 | 0,8  | 1,4 |
|    |  | Diesel Types   | 192.830 |         | 1,4  |     |
|    |  | Fuel Oil Types | 13.162  |         | 2,8  |     |
|    |  | Other          | 2.210   |         | 4,1  |     |
| 14 | Turkuaz Petrol Ürünleri A.Ş.                                   | Gasoline Types | 12.316  | 201.375 | 0,6  | 1,2 |
|    |  | Diesel Types   | 179.195 |         | 1,3  |     |
|    |  | Fuel Oil Types | 4.982   |         | 1,0  |     |
|    |  | Other          | 4.882   |         | 9,0  |     |
| 15 | Termopet Akaryakıt Nak. ve Tic. Ltd. Şti.                      | Gasoline Types | 11.366  | 182.567 | 0,6  | 1,1 |
|    |  | Diesel Types   | 159.249 |         | 1,1  |     |
|    |  | Fuel Oil Types | 11.147  |         | 2,3  |     |
|    |  | Other          | 805     |         | 1,5  |     |
| 16 | Enerji Petrol Ürünleri Paz. A.Ş.                               | Gasoline Types | 8.201   | 166.769 | 0,4  | 1,0 |
|    |  | Diesel Types   | 129.384 |         | 0,9  |     |
|    |  | Fuel Oil Types | 28.971  |         | 6,1  |     |
|    |  | Other          | 213     |         | 0,4  |     |
| 17 | Siyam Petrolcülük San. ve Tic. A.Ş.                            | Gasoline Types | 8.803   | 162.525 | 0,4  | 1,0 |
|    |  | Diesel Types   | 140.085 |         | 1,0  |     |
|    |  | Fuel Oil Types | 7.668   |         | 1,6  |     |
|    |  | Other          | 5.969   |         | 10,9 |     |
| 18 | Teco Petrolcülük San. ve Tic. A.Ş.                             | Gasoline Types | 9.243   | 158.354 | 0,5  | 1,0 |
|    |  | Diesel Types   | 139.732 |         | 1,0  |     |
|    |  | Fuel Oil Types | 7.167   |         | 1,5  |     |
|    |  | Other          | 2.212   |         | 4,1  |     |
| 19 | Starpet Garzan Akaryakıt Dağıtım Paz. A.Ş.                     | Gasoline Types | 22.413  | 141.880 | 1,1  | 0,9 |
|    |  | Diesel Types   | 102.646 |         | 0,7  |     |
|    |  | Fuel Oil Types | 12.993  |         | 2,7  |     |
|    |  | Other          | 3.828   |         | 7,0  |     |
| 20 | N-Pet Petrol Ürünleri Paz. Nakliye San. Tic. ve Dağ. Ltd. Şti. | Gasoline Types | 9.801   | 137.912 | 0,5  | 0,8 |
|    |  | Diesel Types   | 122.439 |         | 0,9  |     |
|    |  | Fuel Oil Types | 4.771   |         | 1,0  |     |
|    |  | Other          | 901     |         | 1,7  |     |

|    |   |                |         |         |     |     |
|----|---|----------------|---------|---------|-----|-----|
| 21 | Petline Petrol<br>Ürünleri Tic. A.Ş.                              | Gasoline Types | 11.197  | 134.653 | 0,6 | 0,8 |
|    |   | Diesel Types   | 118.174 |         | 0,8 |     |
|    |   | Fuel Oil Types | 4.536   |         | 1,0 |     |
|    |   | Other          | 746     |         | 1,4 |     |
| 22 | TP Petrol<br>Dağıtım A.Ş.   | Gasoline Types | 8.257   | 108.877 | 0,4 | 0,7 |
|    |   | Diesel Types   | 98.355  |         | 0,7 |     |
|    |   | Fuel Oil Types | 2.148   |         | 0,5 |     |
|    |   | Other          | 117     |         | 0,2 |     |
| 23 | Kaleli Best Oil<br>Petrolcülük Tic.<br>Ltd. Şti.                  | Gasoline Types | 4.501   | 97.830  | 0,2 | 0,6 |
|    |   | Diesel Types   | 89.980  |         | 0,6 |     |
|    |   | Fuel Oil Types | 1.633   |         | 0,3 |     |
|    |   | Other          | 1.716   |         | 3,1 |     |
| 24 | Can Aslan<br>Petrolcülük San.<br>A.Ş.                             | Gasoline Types | 5.566   | 77.875  | 0,3 | 0,5 |
|    |   | Diesel Types   | 64.967  |         | 0,5 |     |
|    |   | Fuel Oil Types | 6.119   |         | 1,3 |     |
|    |   | Other          | 1.223   |         | 2,2 |     |
| 25 | Delta Akaryakıt<br>Tic. A.Ş.                                      | Gasoline Types | 5.773   | 62.752  | 0,3 | 0,4 |
|    |   | Diesel Types   | 56.158  |         | 0,4 |     |
|    |   | Fuel Oil Types | 592     |         | 0,1 |     |
|    |   | Other          | 229     |         | 0,4 |     |
| 26 | Erk Petrol<br>Yatırımları A.Ş.                                    | Gasoline Types | 807     | 59.619  | 0,0 | 0,4 |
|    |   | Diesel Types   | 58.812  |         | 0,4 |     |
|    |   | Fuel Oil Types | -       |         |     |     |
|    |   | Other          | -       |         |     |     |
| 27 | Ozan Enerji LPG<br>Akaryakıt Dağı-<br>tım ve Nakliye<br>Tic. A.Ş. | Gasoline Types | 2.060   | 44.092  | 0,1 | 0,3 |
|    |   | Diesel Types   | 40.612  |         | 0,3 |     |
|    |   | Fuel Oil Types | 130     |         | 0,0 |     |
|    |   | Other          | 1.290   |         | 2,4 |     |
| 28 | Türkoil Petrol<br>Ürünleri San. Tic.<br>ve Dağıtım A.Ş.           | Gasoline Types | 2.755   | 40.823  | 0,1 | 0,2 |
|    |   | Diesel Types   | 37.504  |         | 0,3 |     |
|    |   | Fuel Oil Types | 564     |         | 0,1 |     |
|    |   | Other          | -       |         |     |     |
| 29 | Birleşik Petrol<br>A.Ş.   | Gasoline Types | 1.616   | 34.134  | 0,1 | 0,2 |
|    |   | Diesel Types   | 31.445  |         | 0,2 |     |
|    |   | Fuel Oil Types | 355     |         | 0,1 |     |
|    |   | Other          | 718     |         | 1,3 |     |
| 30 | VTM Akaryakıt<br>Petrol Ürünleri<br>Dağıtım San. ve<br>Tic. A.Ş.  | Gasoline Types | 3.107   | 31.804  | 0,2 | 0,2 |
|    |   | Diesel Types   | 27.306  |         | 0,2 |     |
|    |   | Fuel Oil Types | 375     |         | 0,1 |     |
|    |   | Other          | 1.016   |         | 1,9 |     |
| 31 | Antoil Akaryakıt<br>Dağıtım San. ve<br>Tic. A.Ş.                  | Gasoline Types | 1.655   | 29.447  | 0,1 | 0,2 |
|    |   | Diesel Types   | 24.956  |         | 0,2 |     |
|    |   | Fuel Oil Types | 2.836   |         | 0,6 |     |
|    |   | Other          | -       |         |     |     |

|    |   |                |        |        |      |      |
|----|---|----------------|--------|--------|------|------|
| 32 | Eropet Akaryakıt Dağıtım Taş. İnş. Paz. Pet. Ür. İth. İhr. San. ve Tic. Ltd. Şti. | Gasoline Types | 2.036  | 28.706 | 0,1  | 0,2  |
|    |   | Diesel Types   | 24.388 |        | 0,2  |      |
|    |   | Fuel Oil Types | 971    |        | 0,2  |      |
|    |   | Other          | 1.311  |        | 2,4  |      |
| 33 | Raman Akaryakıt Dağıtım Nak. Petrol Ürünleri San. İç ve Dış Tic. Ltd. Şti.        | Gasoline Types | 1.560  | 27.421 | 0,1  | 0,2  |
|    |   | Diesel Types   | 21.742 |        | 0,2  |      |
|    |   | Fuel Oil Types | 2.694  |        | 0,6  |      |
|    |   | Other          | 1.425  |        | 2,6  |      |
| 34 | Parkoil Petrol Ürünleri Taşımacılık San. Ve Tic. Ltd. Şti.                        | Gasoline Types | 839    | 24.673 | <0,1 | 0,1  |
|    |   | Diesel Types   | 18.323 |        | 0,1  |      |
|    |   | Fuel Oil Types | 1.618  |        | 0,3  |      |
|    |   | Other          | 3.893  |        | 7,1  |      |
| 35 | Pars Petrol Madeni Yağlar İth. İhr. Paz. San. ve Tic. A.Ş.                        | Gasoline Types | 1.104  | 19.880 | 0,1  | 0,1  |
|    |   | Diesel Types   | 15.565 |        | 0,1  |      |
|    |   | Fuel Oil Types | 2.996  |        | 0,6  |      |
|    |   | Other          | 215    |        | 0,4  |      |
| 36 | RMG Petrol Ürünleri Dağıtım San. Tic. Ltd. Şti.                                   | Gasoline Types | 352    | 14.645 | <0,1 | 0,1  |
|    |   | Diesel Types   | 5.314  |        | <0,1 |      |
|    |   | Fuel Oil Types | 6.316  |        | 1,3  |      |
|    |   | Other          | 2.663  |        | 4,9  |      |
| 37 | Damla Oil Akaryakıt A.Ş.  | Gasoline Types | 203    | 10.555 | <0,1 | 0,1  |
|    |   | Diesel Types   | 10.352 |        | 0,1  |      |
|    |   | Fuel Oil Types | -      |        | -    |      |
|    |   | Other          | -      |        | -    |      |
| 38 | Pasifik Liman İşl. Den. Ulus. Den. Taş. Pet. Ürn. Tic. Ltd. Şti                   | Gasoline Types | 661    | 6.747  | <0,1 | <0,1 |
|    |   | Diesel Types   | 5.973  |        | <0,1 |      |
|    |   | Fuel Oil Types | -      |        |      |      |
|    |   | Other          | 113    |        | 0,2  |      |
| 39 | Link Kimya Petrol Ürünleri San. ve Tic. Ltd. Şti.                                 | Gasoline Types | 231    | 3.310  | <0,1 | <0,1 |
|    |   | Diesel Types   | 2.962  |        | <0,1 |      |
|    |   | Fuel Oil Types | 92     |        | <0,1 |      |
|    |   | Other          | 25     |        | <0,1 |      |
| 40 | Uluslararası Akaryakıt Dağıtım Ltd. Şti.  | Gasoline Types | 76     | 2.023  | <0,1 | <0,1 |
|    |   | Diesel Types   | 1.841  |        | <0,1 |      |
|    |   | Fuel Oil Types | -      |        | -    |      |
|    |   | Other          | 106    |        | 0,2  |      |
| 41 | Goldser Turizm Otelcilik Ve Petrol San. Tic. A.Ş.                                 | Gasoline Types | 102    | 1.732  | <0,1 | <0,1 |
|    |   | Diesel Types   | 1.453  |        | <0,1 |      |
|    |   | Fuel Oil Types | 169    |        | <0,1 |      |
|    |   | Other          | 8      |        | <0,1 |      |
| 42 | Meram Otomasyon Bilgisayar Petrol Dağıtım Nak. ve Tur. Tic. A.Ş.                  | Gasoline Types | 439    | 782    | <0,1 | <0,1 |
|    |   | Diesel Types   | 343    |        | <0,1 |      |
|    |   | Fuel Oil Types | -      |        | -    |      |
|    |   | Other          | -      |        | -    |      |

|                      |   |                       |                   |     |      |      |
|----------------------|---|-----------------------|-------------------|-----|------|------|
| 43                   | Cen Petrol Ür. Madeni Yağlar Dağıtım San. ve Tic. Ltd. Şti.   | Gasoline Types        | 123               | 689 | <0,1 | <0,1 |
|                      |   | Diesel Types          | 566               |     | <0,1 |      |
|                      |   | Fuel Oil Types        | -                 |     | -    |      |
|                      |   | Other                 | -                 |     | -    |      |
| 44                   | İZTAŞ Taşımacılık İnş. Petrol San. ve Tic. Ltd. Şti.          | Gasoline Types        | 2                 | 523 | <0,1 | <0,1 |
|                      |   | Diesel Types          | 521               |     | <0,1 |      |
|                      |   | Fuel Oil Types        | -                 |     | -    |      |
|                      |   | Other                 | -                 |     | -    |      |
| 45                   | Bospet Petrol Ürünleri Tic. Ltd. Şti.                         | Gasoline Types        | 5                 | 174 | <0,1 | <0,1 |
|                      |   | Diesel Types          | 169               |     | <0,1 |      |
|                      |   | Fuel Oil Types        | -                 |     | <0,1 |      |
|                      |   | Other                 | -                 |     | -    |      |
| 46                   | Damla Petrol İnş. Tic. A.Ş.                                   | Gasoline Types        | -                 | 80  | -    | <0,1 |
|                      |   | Diesel Types          | 80                |     | <0,1 |      |
|                      |   | Fuel Oil Types        | -                 |     | -    |      |
|                      |   | Other                 | -                 |     | -    |      |
| 47                   | Orsan Ambalaj Gıda Petrol İnş. ve Taş. San. ve Tic. Ltd. Şti. | Gasoline Types        | -                 | 77  | -    | <0,1 |
|                      |   | Diesel Types          | -                 |     | -    |      |
|                      |   | Fuel Oil Types        | 77                |     | <0,1 |      |
|                      |   | Other                 | -                 |     | -    |      |
| 48                   | MMG Petrol Dağıtım ve Paz. İç ve Dış Tic. A.Ş.                | Gasoline Types        | -                 | 55  | -    | <0,1 |
|                      |   | Diesel Types          | -                 |     | -    |      |
|                      |   | Fuel Oil Types        | -                 |     | -    |      |
|                      |   | Other                 | 55                |     | <0,1 |      |
| <b>TOTAL</b>         |   | <b>Gasoline Types</b> | <b>1.976.304</b>  |     |      |      |
|                      |   | <b>Diesel Types</b>   | <b>14.023.408</b> |     |      |      |
|                      |   | <b>Fuel Oil Types</b> | <b>476.253</b>    |     |      |      |
|                      |   | <b>Other</b>          | <b>54.530</b>     |     |      |      |
| <b>GENERAL TOTAL</b> |   |                       | <b>16.530.495</b> |     |      |      |

\* There are no statements received from those distributor firms not included in the table. The sales to the vendor license holders include VIS sales.

The amount of fuel sales through Vehicle Identification Systems (VIS) by the distributor license holders in 2011 was 1.674.843 tons in total, consisting of 128.706 tons of gasoline types and 1.546.137 tons of diesel types (Table 2.26) and constituting 10% of the overall fuel deliveries of the distributor license holders. As this ratio was 8% in 2010, it is observed that sales through VIS increased in 2011 compared to the previous year.

**Table 2.26** Fuel Sales through VIS by Distributor License Holders (ton)

| Companies                          | Gasoline Types | Diesel Types     | General Total    | VIS Market Share (%) |
|------------------------------------|----------------|------------------|------------------|----------------------|
| Shell & Turcas Petrol A.Ş.         | 52.482         | 562.620          | 615.102          | 36,7                 |
| OMV Petrol Ofisi A.Ş.              | 33.004         | 351.377          | 384.381          | 23,0                 |
| BP Petrolleri A.Ş.                 | 21.840         | 255.912          | 277.752          | 16,6                 |
| Opet Petrolcülük A.Ş.              | 16.325         | 227.520          | 243.845          | 14,6                 |
| Total Oil Türkiye A.Ş.             | 4.025          | 99.803           | 103.828          | 6,2                  |
| Asya Akaryakıt Tic. ve San. A.Ş.   | 459            | 30.039           | 30.498           | 1,8                  |
| Lukoil Eurasia Petrol A.Ş.         | 319            | 11.000           | 11.319           | 0,7                  |
| Akpet Akaryakıt Dağıtım A.Ş.       | 136            | 4.069            | 4.205            | 0,3                  |
| Altınbaş Petrol Ve Ticaret A.Ş.    | 115            | 3.394            | 3.509            | 0,2                  |
| Aytemiz Akaryakıt Dağıtım A.Ş.     | 1              | 304              | 305              | <0,1                 |
| Teco Petrolcülük San. ve Tic. A.Ş. | -              | 98               | 98               | <0,1                 |
| <b>General Total</b>               | <b>128.706</b> | <b>1.546.137</b> | <b>1.674.843</b> | <b>100</b>           |

The amounts of products delivered by the distributor license holders to the vendors within provincial borders are presented in Table 2.16, Figure 2.16, Figure 2.17, Figure 2.18 and Figure 2.19.

**Table 2.27** Fuel Sales by Cities (ton)

| City      | Gasoline Types | Diesel Types | Fuel-Oil Types | Biofuel | Gasoil | Total     |
|-----------|----------------|--------------|----------------|---------|--------|-----------|
| Adana     | 43.020         | 337.431      | 20.476         | 12      | 255    | 401.194   |
| Adıyaman  | 4.644          | 57.322       | 1.764          | 1       | 1      | 63.732    |
| Afyon     | 13.578         | 135.299      | 484            | 28      | 1.259  | 150.648   |
| Ağrı      | 2.642          | 33.477       | 2.554          | 0       | 0      | 38.673    |
| Aksaray   | 5.954          | 69.597       | 257            | 0       | 538    | 76.346    |
| Amasya    | 5.890          | 86.468       | 1.036          | 0       | 633    | 94.027    |
| Ankara    | 173.099        | 957.592      | 23.515         | 6       | 2.935  | 1.157.147 |
| Antalya   | 88.520         | 519.046      | 7.421          | 0       | 1.002  | 615.989   |
| Ardahan   | 1.214          | 17.018       | 172            | 0       | 0      | 18.404    |
| Artvin    | 2.571          | 22.436       | 382            | 0       | 5      | 25.394    |
| Aydın     | 33.439         | 207.785      | 1.763          | 28      | 1.698  | 244.713   |
| Balıkesir | 39.088         | 274.410      | 8.675          | 33      | 3.080  | 325.286   |

|                    |         |           |        |    |       |           |
|--------------------|---------|-----------|--------|----|-------|-----------|
| Bartın             | 3.938   | 38.047    | 2.472  | 0  | 1     | 44.458    |
| Batman             | 5.275   | 69.192    | 13.056 | 0  | 350   | 87.873    |
| Bayburt            | 916     | 18.361    | 242    | 0  | 0     | 19.519    |
| Bilecik            | 4.793   | 55.330    | 682    | 0  | 134   | 60.939    |
| Bingöl             | 1.670   | 16.461    | 1.476  | 0  | 0     | 19.607    |
| Bitlis             | 2.121   | 23.421    | 1.038  | 0  | 0     | 26.580    |
| Bolu               | 11.965  | 117.528   | 3.046  | 0  | 127   | 132.666   |
| Burdur             | 6.580   | 64.646    | 236    | 0  | 929   | 72.391    |
| Bursa              | 85.529  | 535.677   | 6.383  | 30 | 2.864 | 630.483   |
| Çanakkale          | 19.941  | 114.925   | 1.437  | 19 | 79    | 136.401   |
| Çankırı            | 3.240   | 37.820    | 2.604  | 10 | 277   | 43.951    |
| Çorum              | 8.526   | 146.217   | 1.678  | 37 | 1.092 | 157.550   |
| Denizli            | 22.941  | 229.696   | 7.814  | 35 | 1.164 | 261.650   |
| Diyarbakır         | 14.309  | 115.000   | 9.933  | 0  | 607   | 139.849   |
| Düzce              | 9.205   | 81.817    | 2.970  | 1  | 20    | 94.013    |
| Edirne             | 16.465  | 244.472   | 1.695  | 0  | 55    | 262.687   |
| Elazığ             | 7.719   | 94.401    | 2.674  | 0  | 45    | 104.839   |
| Erzincan           | 3.831   | 45.456    | 215    | 0  | 115   | 49.617    |
| Erzurum            | 9.888   | 91.605    | 3.045  | 2  | 66    | 104.606   |
| Eskişehir          | 24.151  | 220.224   | 9.958  | 3  | 1.103 | 255.439   |
| Gaziantep          | 27.005  | 317.302   | 47.185 | 0  | 58    | 391.550   |
| Giresun            | 6.641   | 59.197    | 1.688  | 0  | 36    | 67.562    |
| Gümüşhane          | 1.604   | 24.739    | 498    | 0  | 0     | 26.841    |
| Hakkari            | 942     | 6.110     | 249    | 0  | 0     | 7.301     |
| Hatay              | 27.774  | 219.180   | 22.937 | 8  | 470   | 270.369   |
| Iğdır              | 1.743   | 9.125     | 1.016  | 0  | 0     | 11.884    |
| Isparta            | 9.892   | 78.882    | 1.813  | 7  | 170   | 90.764    |
| İstanbul (Anadolu) | 241.966 | 915.988   | 32.800 | 83 | 151   | 1.190.987 |
| İstanbul (Avrupa)  | 314.759 | 1.498.454 | 31.799 | 1  | 476   | 1.845.488 |
| İzmir              | 128.832 | 771.185   | 31.098 | 8  | 2.967 | 934.091   |
| Kahramanmaraş      | 11.424  | 119.053   | 3.480  | 13 | 107   | 134.077   |
| Karabük            | 4.452   | 44.262    | 1.791  | 0  | 1     | 50.506    |
| Karaman            | 3.627   | 43.308    | 1.504  | 0  | 98    | 48.537    |
| Kars               | 2.776   | 25.139    | 1.891  | 0  | 26    | 29.832    |
| Kastamonu          | 8.051   | 68.544    | 1.184  | 5  | 197   | 77.981    |
| Kayseri            | 23.567  | 245.579   | 4.816  | 20 | 758   | 274.740   |

|              |                  |                   |                |            |               |                   |
|--------------|------------------|-------------------|----------------|------------|---------------|-------------------|
| Kırıkkale    | 4.704            | 137.551           | 8.231          | 5          | 499           | 150.990           |
| Kırklareli   | 13.433           | 112.647           | 4.048          | 0          | 99            | 130.227           |
| Kırşehir     | 3.781            | 37.293            | 337            | 14         | 1.605         | 43.030            |
| Kilis        | 1.011            | 6.461             | 227            | 0          | 0             | 7.699             |
| Kocaeli      | 55.306           | 425.809           | 7.099          | 39         | 1.596         | 489.849           |
| Konya        | 35.231           | 454.054           | 7.566          | 35         | 5.743         | 502.629           |
| Kütahya      | 10.655           | 100.795           | 3.337          | 29         | 741           | 115.557           |
| Malatya      | 9.617            | 96.417            | 7.930          | 5          | 2.015         | 115.984           |
| Manisa       | 29.867           | 245.801           | 5.024          | 3          | 2.208         | 282.903           |
| Mardin       | 4.313            | 32.737            | 2.711          | 0          | 58            | 39.820            |
| Mersin       | 41.408           | 551.379           | 12.389         | 4          | 1.578         | 606.759           |
| Muğla        | 50.165           | 234.594           | 4.214          | 11         | 112           | 289.096           |
| Muş          | 1.818            | 16.746            | 1.029          | 0          | 0             | 19.593            |
| Nevşehir     | 5.434            | 98.171            | 2.440          | 18         | 140           | 106.203           |
| Niğde        | 5.137            | 78.984            | 4.084          | 6          | 1.223         | 89.434            |
| Ordu         | 10.253           | 88.891            | 1.286          | 0          | 33            | 100.463           |
| Osmaniye     | 7.193            | 65.837            | 2.678          | 0          | 0             | 75.708            |
| Rize         | 5.022            | 51.729            | 4.653          | 0          | 39            | 61.443            |
| Sakarya      | 22.508           | 206.954           | 2.927          | 30         | 337           | 232.757           |
| Samsun       | 21.348           | 255.375           | 11.428         | 1          | 1.111         | 289.264           |
| Siirt        | 1.610            | 16.705            | 2.495          | 0          | 0             | 20.810            |
| Sinop        | 4.363            | 27.583            | 576            | 0          | 46            | 32.568            |
| Sivas        | 9.608            | 122.593           | 1.267          | 16         | 33            | 133.518           |
| Şanlıurfa    | 13.026           | 100.689           | 6.061          | 1          | 89            | 119.867           |
| Şırnak       | 1.687            | 27.463            | 1.484          | 0          | 0             | 30.634            |
| Tekirdağ     | 31.573           | 246.911           | 7.099          | 13         | 416           | 286.012           |
| Tokat        | 8.321            | 111.003           | 3.290          | 29         | 523           | 123.166           |
| Trabzon      | 13.277           | 152.958           | 6.018          | 0          | 74            | 172.327           |
| Tunceli      | 977              | 9.578             | 1.119          | 0          | 0             | 11.674            |
| Uşak         | 6.927            | 74.719            | 3.317          | 3          | 2.262         | 87.228            |
| Van          | 6.960            | 32.922            | 3.449          | 0          | 56            | 43.387            |
| Yalova       | 8.242            | 55.957            | 657            | 0          | 110           | 64.966            |
| Yozgat       | 5.182            | 86.226            | 752            | 33         | 1.955         | 94.148            |
| Zonguldak    | 12.439           | 78.547            | 1.543          | 13         | 1             | 92.542            |
| <b>Total</b> | <b>1.954.113</b> | <b>13.966.302</b> | <b>459.667</b> | <b>701</b> | <b>50.652</b> | <b>16.431.435</b> |



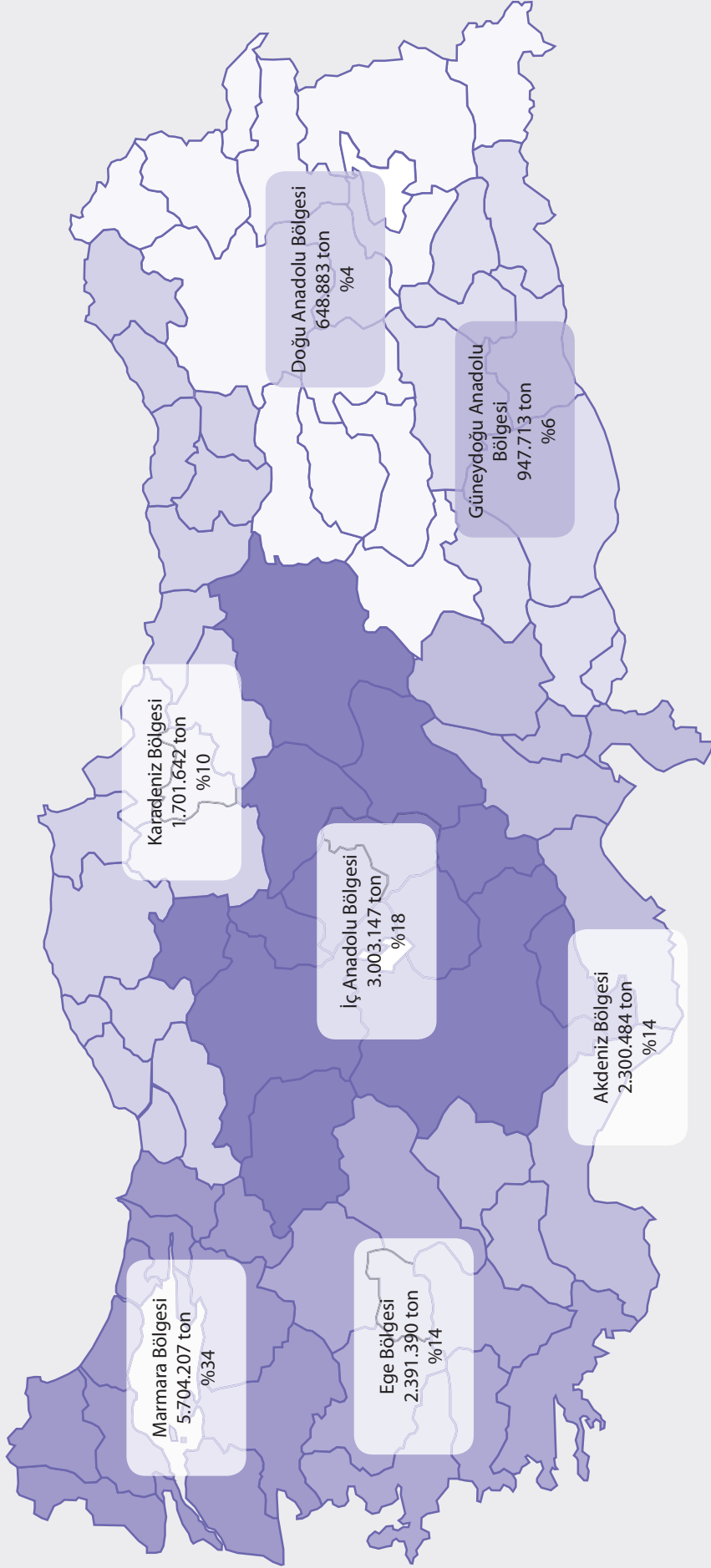


Figure 2.17 Total Fuel Sales by Regions <sup>19</sup>

<sup>19</sup> Includes sales of Gasoline, Diesel, Fuel Oil, Biofuels and Gas Oil

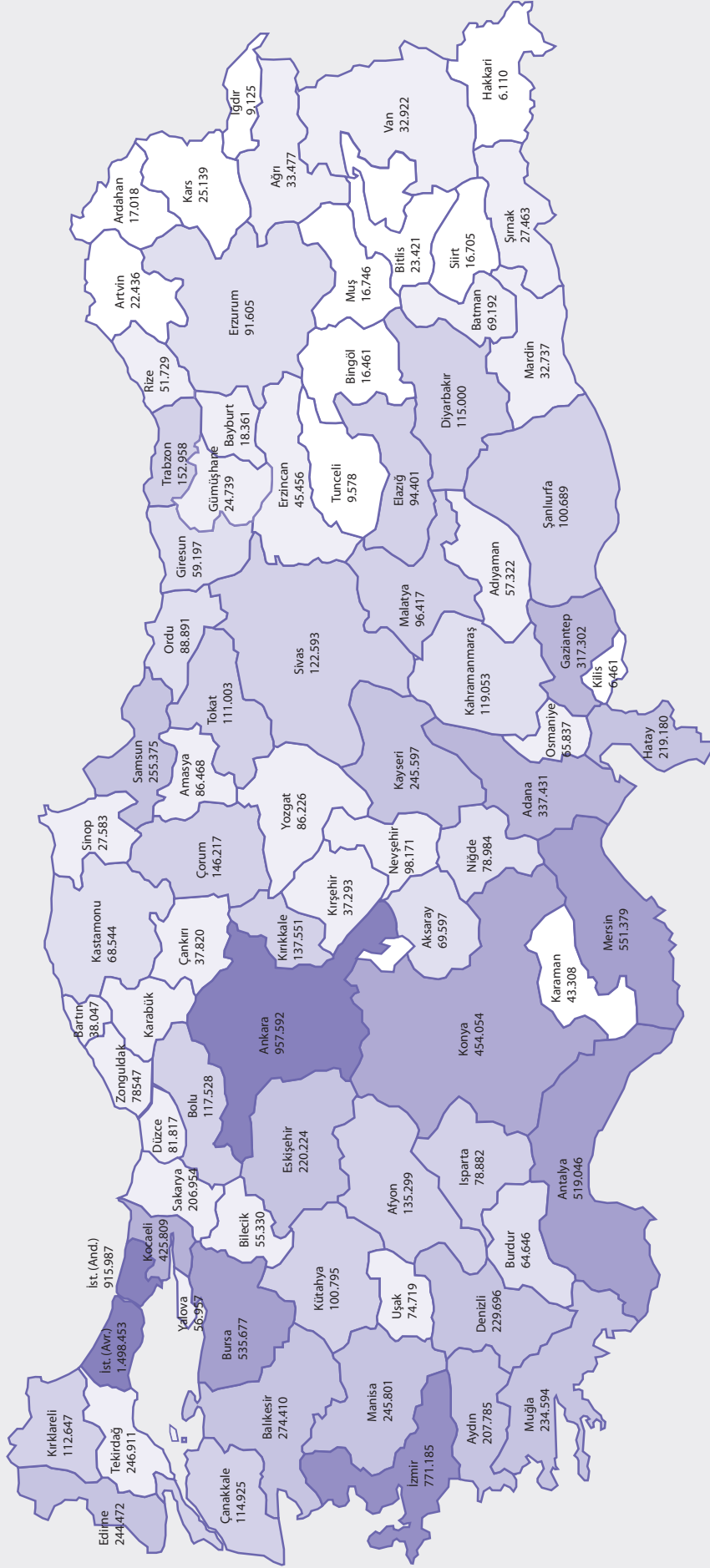


Figure 2.18 Diesel Sales by Cities (ton)



While in 2010 the amount of fuels delivered by the distributor license holders to eligible users was about 974 thousand tons, consisting of 674 thousand tons of diesel and 300 thousand tons of fuel oil types, in 2011 this amount totaled 974 thousand tons, consisting of 657 thousand tons of diesel and 317 thousand tons of fuel oil types. The amounts of deliveries to consumers by the distributor license holders are given in Table 2.28.

**Table 2.28** Distributor Sales to the Eligible Users according to Fuel Types\*

| No | Company  | Fuel Type        | Sales Amount (ton) | General Total (ton) | Market Share (%) | General Market Share (%) |
|----|--|------------------|--------------------|---------------------|------------------|--------------------------|
| 1  | OMV Petrol Ofisi Anonim Şirketi  | Motorin Türleri  | 203.932            | 268.059             | 31,0             | 27,5                     |
|    |  | Fuel Oil Türleri | 64.127             |                     | 20,2             |                          |
| 2  | TP Petrol Dağıtım Anonim Şirketi   | Motorin Türleri  | 150.853            | 239.146             | 23,0             | 24,5                     |
|    |  | Fuel Oil Türleri | 88.293             |                     | 27,8             |                          |
| 3  | Opet Petrolcülük Anonim Şirketi  | Motorin Türleri  | 85.783             | 141.175             | 13,1             | 14,5                     |
|    |  | Fuel Oil Türleri | 55.392             |                     | 17,5             |                          |
| 4  | Altınbaş Petrol ve Ticaret Anonim Şirketi  | Motorin Türleri  | 65.629             | 102.249             | 10,0             | 10,5                     |
|    |  | Fuel Oil Türleri | 36.620             |                     | 11,5             |                          |
| 5  | Shell & Turcas Petrol Anonim Şirketi   | Motorin Türleri  | 44.911             | 44.911              | 6,8              | 4,6                      |
|    |  | Fuel Oil Türleri | 0                  |                     | 0,0              |                          |
| 6  | Akpet Akaryakıt Dağıtım Anonim Şirketi   | Motorin Türleri  | 2.180              | 41.503              | 0,3              | 4,3                      |
|    |  | Fuel Oil Türleri | 39.323             |                     | 12,4             |                          |
| 7  | BP Petrolleri Anonim Şirketi   | Motorin Türleri  | 14.230             | 36.655              | 2,2              | 3,8                      |
|    |  | Fuel Oil Türleri | 22.425             |                     | 7,1              |                          |
| 8  | Milan Petrol Sanayi ve Ticaret Anonim Şirketi  | Motorin Türleri  | 34.307             | 34.307              | 5,2              | 3,5                      |
|    |  | Fuel Oil Türleri | 0                  |                     | 0,0              |                          |
| 9  | Delta Akaryakıt Ticaret Anonim Şirketi   | Motorin Türleri  | 22.576             | 22.576              | 3,4              | 2,3                      |
|    |  | Fuel Oil Türleri | 0                  |                     | 0,0              |                          |
| 10 | Pars Petrol Madeni Yağlar İthalat İhracat Pazarlama Sanayi ve Ticaret Anonim Şirketi | Motorin Türleri  | 15                 | 10.988              | 0,0              | 1,1                      |
|    |  | Fuel Oil Türleri | 10.973             |                     | 3,5              |                          |

|                      |   |                       |                |       |     |     |
|----------------------|---|-----------------------|----------------|-------|-----|-----|
| 11                   | Siyam Petrolcülük San. ve Tic. A.Ş.   | Motorin Türleri       | 8.831          | 8.831 | 1,3 | 0,9 |
|                      |   | Fuel Oil Türleri      | 0              |       | 0,0 |     |
| 12                   | Total Oil Türkiye A.Ş.  | Motorin Türleri       | 6.611          | 6.611 | 1,0 | 0,7 |
|                      |   | Fuel Oil Türleri      | 0              |       | 0,0 |     |
| 13                   | Erk Petrol Yatırımları Anonim Şirketi                                       | Motorin Türleri       | 4.060          | 4.060 | 0,6 | 0,4 |
|                      |   | Fuel Oil Türleri      | -              |       | -   |     |
| 14                   | Lukoil Eurasia Petrol A.Ş.  | Motorin Türleri       | 3.950          | 3.950 | 0,6 | 0,4 |
|                      |   | Fuel Oil Türleri      | -              |       | -   |     |
| 15                   | Turkuaz Petrol Ürünleri Anonim Şirketi                                      | Motorin Türleri       | 3.261          | 3.261 | 0,5 | 0,3 |
|                      |   | Fuel Oil Türleri      | -              |       | -   |     |
| 16                   | Balpet Petrol Ürünleri Taşımacılık Sanayi ve Ticaret Anonim Şirketi         | Motorin Türleri       | 3.093          | 3.093 | 0,5 | 0,3 |
|                      |   | Fuel Oil Türleri      | -              |       | -   |     |
| 17                   | Antoil Akaryakıt Dağıtım Sanayi Ve Ticaret Anonim Şirketi                   | Motorin Türleri       | 1.411          | 1.411 | 0,2 | 0,1 |
|                      |   | Fuel Oil Türleri      | -              |       | -   |     |
| 18                   | Asya Akaryakıt Ticaret Ve Sanayi Anonim Şirketi                             | Motorin Türleri       | 773            | 773   | 0,1 | 0,1 |
|                      |   | Fuel Oil Türleri      | -              |       | -   |     |
| 19                   | Cen Petrol Ürünleri Madeni Yağlar Dağıtım Sanayi ve Ticaret Limited Şirketi | Motorin Türleri       | 636            | 636   | 0,1 | 0,1 |
|                      |   | Fuel Oil Türleri      | -              |       | -   |     |
| <b>TOTAL</b>         |   | <b>Diesel Types</b>   | <b>657.042</b> |       |     |     |
|                      |   | <b>Fuel Oil Types</b> | <b>317.153</b> |       |     |     |
| <b>GENERAL TOTAL</b> |   |                       | <b>974.195</b> |       |     |     |

\* There are no statements received from those distributor firms not included in the table

In 2010, a total of 1.62 tons of fuel was traded between the distributors consisting of 1.43 million tons of diesel types, 152 thousand tons of gasoline types and 42 thousand tons of fuel oil types. In 2011, the total amount decreased to 1.46 million tons consisting of 132 thousand tons of gasoline types, 1.3 million tons of diesel types and 26 thousand tons of fuel oil types. Sales in the form of trade among the distributors decreased by 10% compared to the previous year. Table 2.29 presents a company based breakdown of the amount of sales through trade between distributors in 2011.

**Table 2.29** Sales Amounts according to Distributor License Holders Selling Fuel Between Distributors (ton)

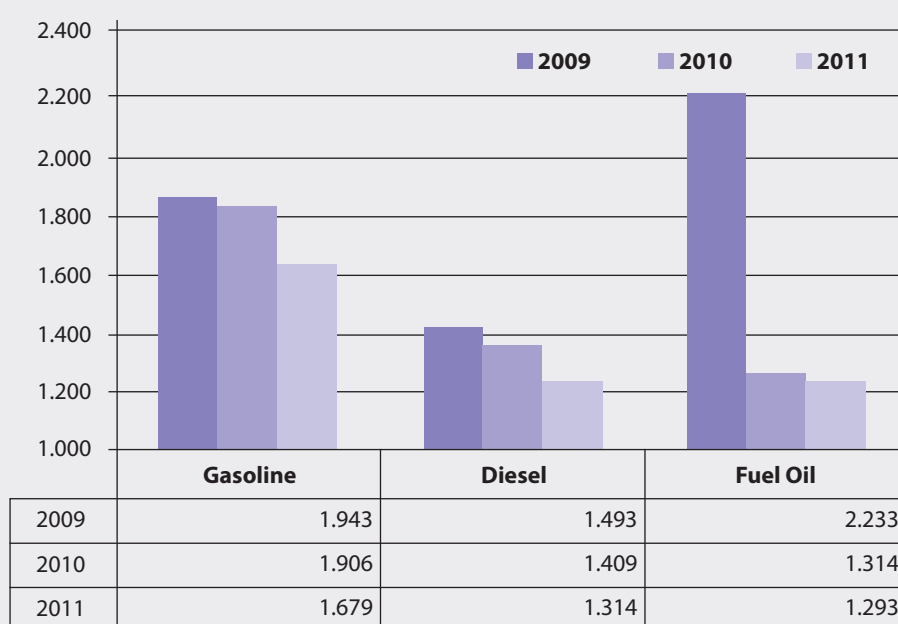
| Seller Company   | Gasoline types | Diesel types     | Fuel Oil types | Total            |
|--|----------------|------------------|----------------|------------------|
| Akpet Akaryakıt Dağıtım Anonim Şirketi                       | 28.042         | 413.366          | 682            | 442.090          |
| BP Petrolleri Anonim Şirketi                                 | 39.319         | 230.100          | 22.786         | 292.205          |
| Shell & Turcas Petrol Anonim Şirketi                         | 35.524         | 254.495          | 1.181          | 291.200          |
| Total Oil Türkiye A.Ş.                                       | 9.714          | 110.772          |                | 120.486          |
| OMV Petrol Ofisi Anonim Şirketi                              | 10.039         | 92.760           | 2.193          | 104.992          |
| Altınbaş Petrol ve Ticaret Anonim Şirketi                    | 5.613          | 70.687           |                | 76.300           |
| Kadooğlu Petrolcülük Taşımacılık Tic. San. İth. ve İhr. A.Ş. | 33             | 56.187           |                | 56.220           |
| Turkuaz Petrol Ürünleri Anonim Şirketi                       | 1.939          | 16.696           |                | 18.635           |
| Teco Petrolcülük Sanayi ve Ticaret Anonim Şirketi            | 939            | 17.628           |                | 18.567           |
| Balpet Petrol Ürünleri Taşımacılık Sanayi ve Ticaret A.Ş.    |                | 9.664            |                | 9.664            |
| Parkoil Petrol Ürünleri Taşımacılık Sanayi ve Tic. Ltd. Şti. | 176            | 7.608            |                | 7.784            |
| Opet Petrolcülük Anonim Şirketi                              | 1.249          | 5.513            |                | 6.762            |
| Siyam Petrolcülük San. ve Tic. A.Ş.                          | 250            | 2.945            |                | 3.195            |
| Can Aslan Petrolcülük San. A.Ş.                              |                | 2.717            |                | 2.717            |
| Enerji Petrol Ürünleri Pazarlama A.Ş.                        | 70             | 2.528            |                | 2.598            |
| TP Petrol Dağıtım Anonim Şirketi                             |                | 1.693            |                | 1.693            |
| Erk Petrol Yatırımları Anonim Şirketi                        |                | 675              |                | 675              |
| <b>TOTAL</b>   | <b>132.907</b> | <b>1.296.034</b> | <b>26.842</b>  | <b>1.455.783</b> |

Table 2.30 presents a product based breakdown of the export carried out by the distributor license holders in 2011.

**Table 2.30** Total Export Figures of Distributor Licence Holders in 2010 by Fuel Types (ton)

| Company                      | Fuel Oil 6 | U. Gasoline 95 Octane | Diesel       | General Total |
|------------------------------|------------|-----------------------|--------------|---------------|
| Altınbaş Petrol ve Tic. A.Ş. | 44         |                       |              | 44            |
| BP Petrolleri A.Ş.           |            |                       | 600          | 600           |
| OMV Petrol Ofisi A.Ş.        |            | 239                   | 1.400        | 1.639         |
| <b>General Total</b>         | <b>44</b>  | <b>239</b>            | <b>2.000</b> | <b>2.283</b>  |

HHI<sup>20</sup> index values, indicator of level of competition in the market, are shown in Figure 2.20. As can be seen in the figure, the concentration level in the fuel distribution sector has been declining and there has been a more competitive environment in the sector for the last three years.

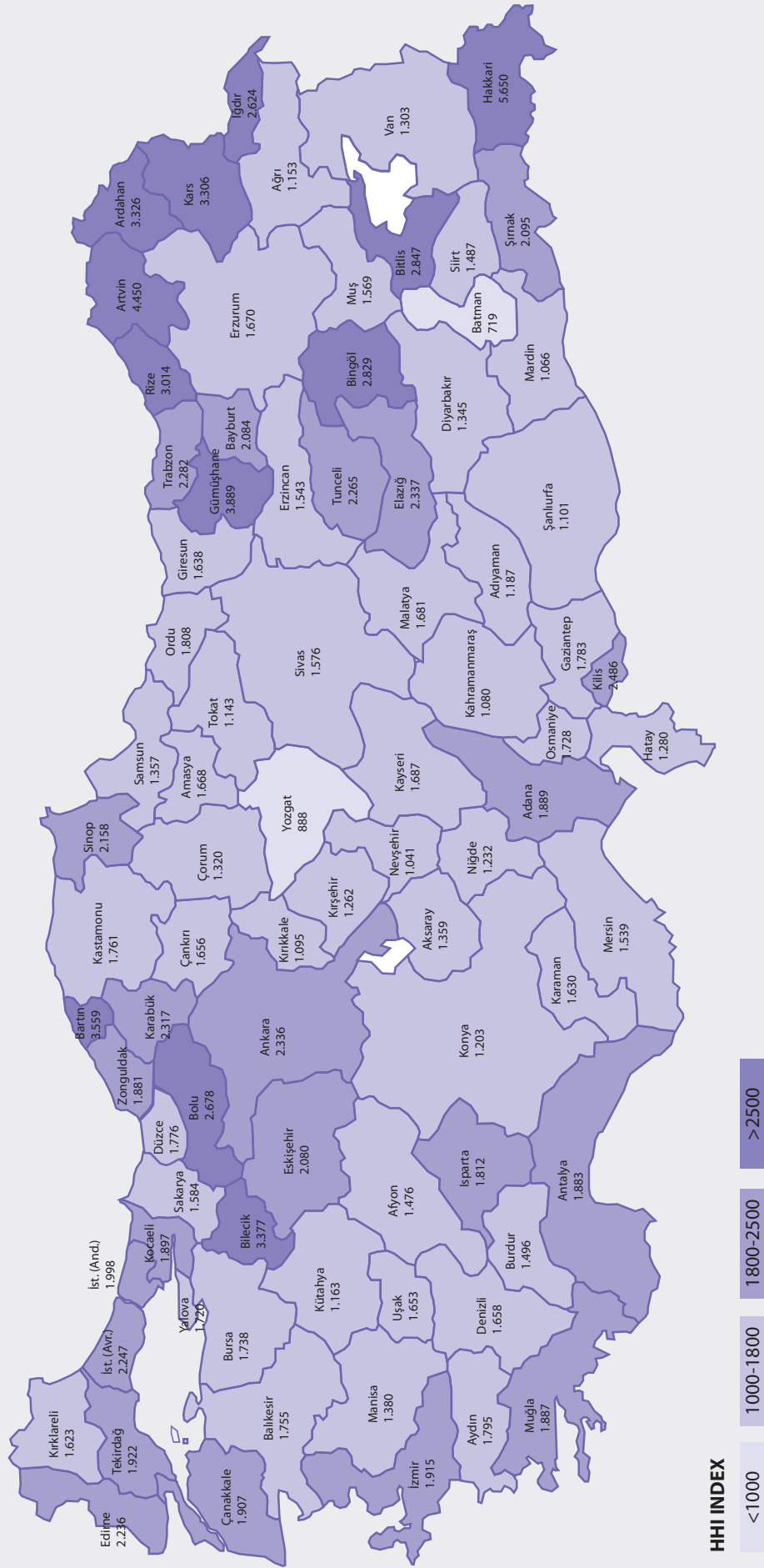


**Figure 2.20** Market Concentrations of Fuel Sales (HHI)

Based on HHI index values; while the conditions of competition in the Turkish gasoline market corresponded to 5.25 distributor companies of equal size in 2010, this figure increased to 5.96 companies in 2011. Similarly, while the conditions of competition in the diesel market corresponded to 7.10 companies of equal size in 2010, this increased to 7.61 companies in 2011.

Figures 2.21, 2.22, 2.23 and 2.24 display the HHI index values in the gasoline and diesel markets respectively according to cities and regions. While calculating HHI values, the total sales of the fuel stations in the city or the region are separated according to the distributor companies and the potential market volume of the city is calculated. As the sales of the stations in the border cities and on intercity highways cannot be separated as urban or extra-urban consumption, the sales were included in the sales in that city. Therefore, when considering that the HHI index value is high especially in the cities where the customs stations are located, it should be noted that SCT-free sales to the vehicles passing through customs stations can be carried out by only a few stations with exemption and that this situation increases the market concentration of that region.

<sup>20</sup> Market concentration is defined as a function of the number of companies in the relevant market and the market shares of these companies. An index widely used in market concentration calculations is (HHI (Herfindahl-Hirschman Index). The index converges to zero in the case that there are many companies with close market shares and the value is 10.000 if a single company dominates the market. According to Horizontal Merger Guidelines published by US Federal Trade Commission, a market in which the post-merger HHI is below 1000 is considered as "unconcentrated," between 1000 and 1800 as "moderately concentrated," and above 1800 as "highly concentrated." (Source: U.S. Department Of Justice and Federal Trade Commission, HorizontalMergerGuidelines, 1997, <http://www.ftc.gov/bc/docs/horizmer.htm>)



**Figure 2.21** Market Concentrations of Gasoline Sales by cities (HHI)

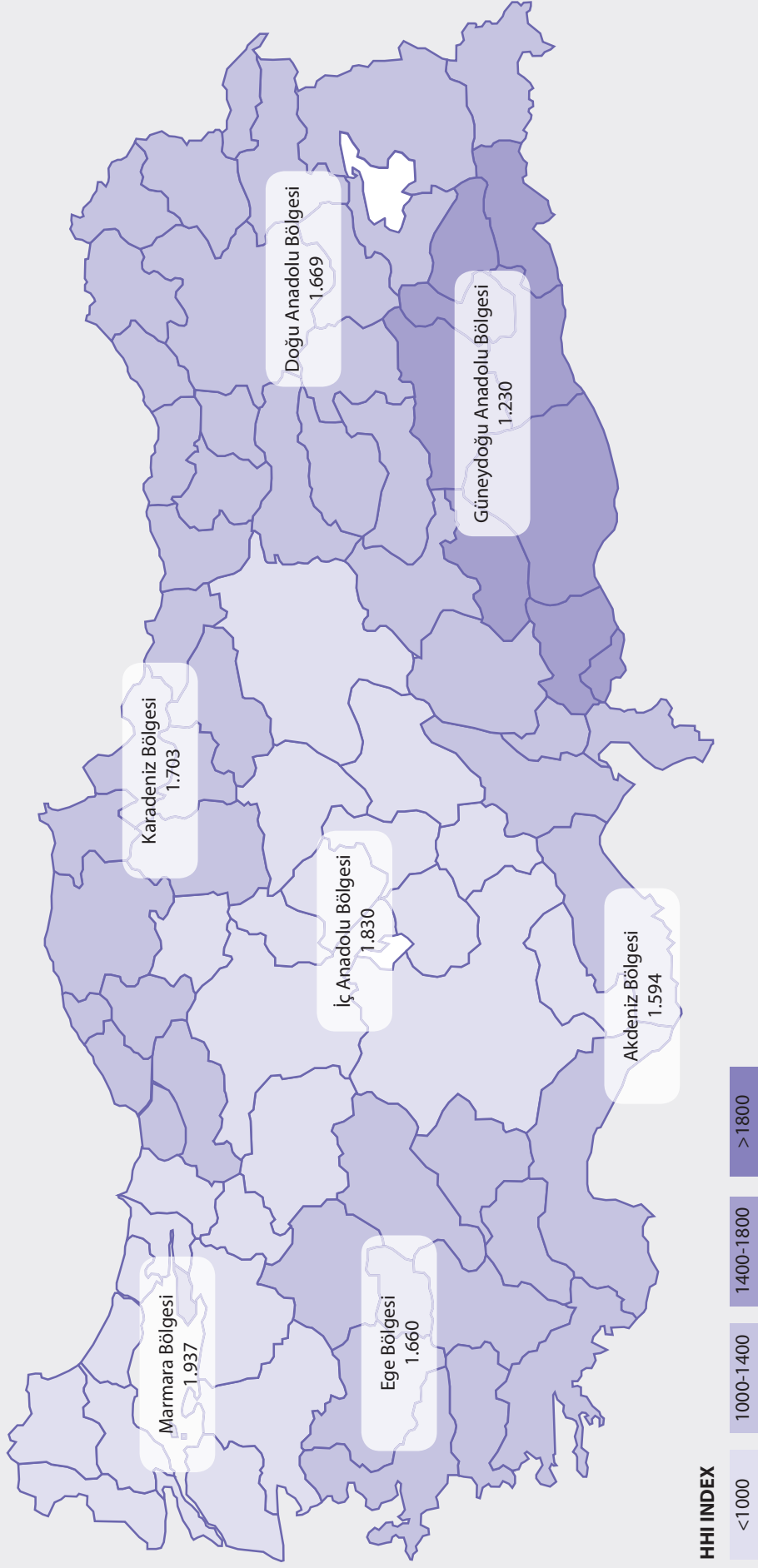
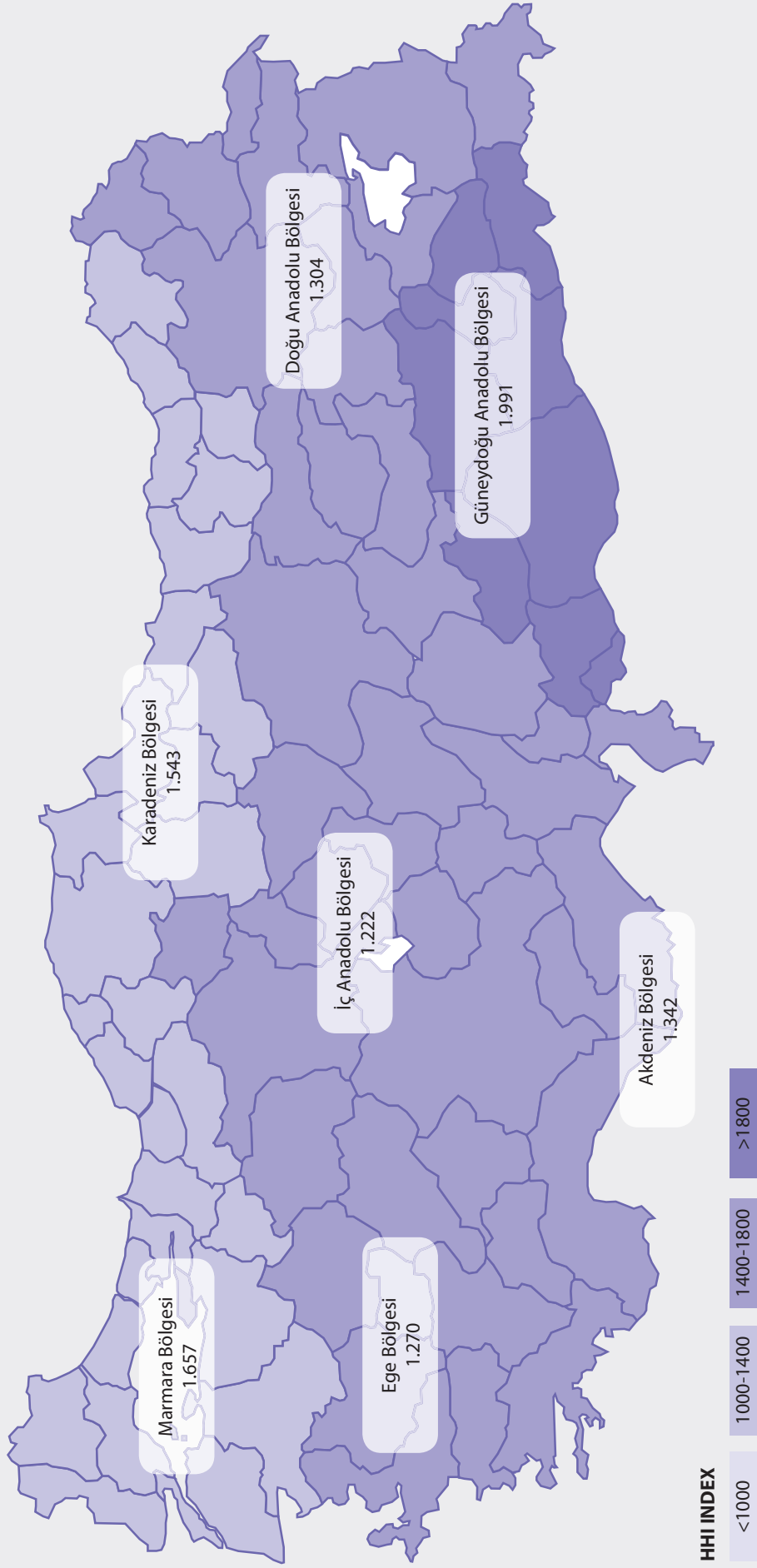


Figure 2.22 Market Concentrations of Gasoline Sales by Regions (HHI)





**Figure 2.24** Market Concentrations of Diesel Sales by regions (HHI) <sup>22</sup>

<sup>22</sup> Based on deliveries to fuel vendors

## 2.4 Bunker Delivery Activities

Within the scope of Petroleum Market Law and the secondary legislation, bunker is defined as "Liquid fuel and lube oil supplied to sea vehicles in and/or next to territorial waters or to domestic or foreign airplanes at airports, whether taxed or not"; the products that are defined as bunker fuel in 2011 are stated in "Decision on Crude Oil, Fuel-oil, Marine Fuel, Lube Oil, Base Oil and Oil-Related Substances" published in the Official Gazette dated 28/12/2010 and numbered 27799. Within the framework of the mentioned legal regulations, it is observed that these products fall under two main categories in terms of their area of utilization and content. As this classification complies with the actual situation in the oil markets in Turkey and in the world, the activities regarding aviation and marine fuels are presented separately.

Table 2.31 presents data regarding bunker delivery license holders that operate in Turkey in this context.

**Table 2.31** Bunker Delivery License Activities (Unit)

|  | 2009      | 2010      | 2011      |
|--|-----------|-----------|-----------|
| Applications                           | 6         | 14        | 11        |
| Licenses Issued                        | 6         | 11        | 6 + 1*    |
| Licenses Expired / Terminated          | 1         | 5         | 3         |
| <b>Licenses by the end of the year</b> | <b>61</b> | <b>67</b> | <b>71</b> |

\*1 license terminated in 2010 was returned by court decision (Günsel Petrol Ürünleri Ticaret Ltd. Şti.)

By the end of 2011, there were bunker delivery sub-titles in 37 distributor licenses and 3 refinery licenses. 2 of the 37 bunker delivery activities in the sub-titles were issued in 2011. 6 bunker delivery sub-titles expired or were cancelled in 2011 due to the expiration or cancellation of distributor licenses.

With intercontinental trade as a result of globalization, sea and air transportation activities increased and as air transportation became more attractive in order to save time, the demand for aviation and marine fuels increases day by day.

Data regarding the import, procurement and delivery of the liquid fuels and lube oils supplied to sea vehicles in and/or next to territorial waters or to domestic or foreign airplanes at airports and figures classified according to delivery types between 2005 and 2011 are provided below.

According to Petroleum Market Law numbered 5015, bunker delivery in Turkey can be carried out by bunker delivery license holders and holders of licenses that include the bunker delivery sub-title. The products physically delivered by these entities are procured from the producers (refinery license holders), other license holders and through import and are delivered with SCT-VAT and SCT-free. While the products obtained from the producers on re-export basis are sent abroad as SCT-free and VAT-free (export), the products procured from abroad and not released for free circulation are exported as SCT-free and VAT-free and subject to transit regime.

As area of utilization is not certain at the procurement stage of Diesel and Fuel Oil types, it is not possible to classify these products as bunker until the delivery. Therefore, diesel and fuel oil products are not included in the tables regarding procurement.

**Table 2.32** Import Figures of Distributor license Holders with Bunker Delivery Subtitle and Bunker Delivery License Holders (2011) (ton)

| Company   | Jet Fuel       | Airplane Fuel | General Total (ton) |
|---|----------------|---------------|---------------------|
| Alt Başlığına İhrakiye Teslimi Eklenmiş Distributor | 462.894        | 5.158         | 468.052             |
| BP Petrolleri A.Ş.                                  | 37.925         | -             | 37.925              |
| OMV Petrol Ofisi A.Ş.                               | 424.969        | 5.158         | 430.127             |
| İhrakiye Teslim Lisansı Sahibi                      | 5.653          | -             | 5.653               |
| THY Opet Havacılık Yakıtları A.Ş.                   | 5.653          | -             | 5.653               |
| <b>General Total (ton)</b>                          | <b>468.547</b> | <b>5.158</b>  | <b>473.705</b>      |

**Table 2.33** Procurement Figures of Distributor license Holders with Bunker Delivery Subtitle and Bunker Delivery License Holders (2011) (ton)

| Product              | Procurement from Refinery | Procurement from Other License Holders | Import         | Other*        | Export registered procurement |
|----------------------|---------------------------|--|----------------|---------------|-------------------------------|
| Jet Fuel             | 840.805                   | 4.396                                  | 468.547        | 55.143        | 1.640.341                     |
| Airplane Fuel        | 0                         | 0                                      | 5.158          | 0             | 0                             |
| Maritime Diesel      | 10.993                    | 252                                    | 0              | 2.333         | 66.927                        |
| Marine Fuel          | 85.496                    | 0                                      | 0              | 0             | 493.509                       |
| <b>General Total</b> | <b>937.294</b>            | <b>4.648</b>                           | <b>473.705</b> | <b>57.476</b> | <b>2.200.777</b>              |

\*Procurement subject to transit regime is not included

When the product procurement of the holders of distributor license including bunker sub-title and holders of bunker delivery license in 2011 (Table 2.32 and 2.33) analyzed, it is observed that a great deal of the aviation and marine fuels (85.4%) is provided from refinery license holders.

The products procured through import and from the producer either on a re-export basis or with SCT and VAT are delivered as SCT and VAT added, SCT-free VAT added and SCT-free VAT-free (export) (Table 2.34, 2.35, 2.37 and 2.38). The products that are subject to transit regime are sold to the end user within the scope of transit regime unless they are imported. (Table 2.36 and 2.39).

**Table 2.34** Marine Fuels sold Domestically by Distributor license Holders with Bunker Delivery Subtitle and Bunker Delivery License Holders (2011) (ton)

|   | With SCT and VAT | Zero SCT + VAT | General Total (ton) | Market Share (%) |
|---|------------------|----------------|---------------------|------------------|
| <b>Opet Petrolcülük A.Ş.</b>                                | 958              | 124.303        | 125.261             | 44,0             |
| Diesel Types  | 889              | 108.468        | 109.357             | 44,2             |
| Gasoline Types  | 0                | 272            | 272                 | 100,0            |
| Fuel Oil Types  | 69               | 15.563         | 15.632              | 41,9             |
| <b>OMV Petrol Ofisi A.Ş.</b>                                | 4.814            | 101.554        | 106.368             | 37,3             |
| Diesel Types  | 3.037            | 81.932         | 84.969              | 34,4             |
| Gasoline Types  | 0                | 0              | 0                   | 0,0              |
| Fuel Oil Types  | 1.777            | 19.622         | 21.399              | 57,4             |
| <b>Balpet Petrol Ürn. Taş. San. ve Tic. A.Ş.</b>            | 356              | 11.195         | 11.551              | 4,1              |
| Diesel Types  | 356              | 11.195         | 11.551              | 4,7              |
| Gasoline Types  | 0                | 0              | 0                   | 0,0              |
| Fuel Oil Types  | 0                | 0              | 0                   | 0,0              |
| <b>Akpet Akaryakıt Dağıtım A.Ş.</b>                         | 0                | 10.811         | 10.811              | 3,8              |
| Diesel Types  | 0                | 10.754         | 10.754              | 4,3              |
| Gasoline Types  | 0                | 0              | 0                   | 0,0              |
| Fuel Oil Types  | 0                | 57             | 57                  | 0,2              |
| <b>Cen Petrol Ür. Mad. Yağ. Dağ. San. ve Tic. Ltd. Şti.</b> | 620              | 5.642          | 6.262               | 2,2              |
| Diesel Types  | 620              | 5.642          | 6.262               | 2,5              |
| Gasoline Types  | 0                | 0              | 0                   | 0,0              |
| Fuel Oil Types  | 0                | 0              | 0                   | 0,0              |
| <b>Termopet Aky. Nak. ve Tic. Ltd. Şti.</b>                 | 0                | 5.860          | 5.860               | 2,1              |
| Diesel Types  | 0                | 5.860          | 5.860               | 2,4              |
| Gasoline Types  | 0                | 0              | 0                   | 0,0              |
| Fuel Oil Types  | 0                | 0              | 0                   | 0,0              |
| <b>RMG Petrol Ür. Dağ. San. Tic. Ltd. Şti.</b>              | 0                | 4.536          | 4.536               | 1,6              |
| Diesel Types  | 0                | 4.536          | 4.536               | 1,8              |
| Gasoline Types  | 0                | 0              | 0                   | 0,0              |
| Fuel Oil Types  | 0                | 0              | 0                   | 0,0              |
| <b>Pars Pet. Mad.Yağ. İth. İhr. Paz. San. ve Tic. A.Ş.</b>  | 15               | 3.879          | 3.894               | 1,4              |
| Diesel Types  | 15               | 3.879          | 3.894               | 1,6              |
| Gasoline Types  |                  | 0              | 0                   | 0,0              |
| Fuel Oil Types  | 0                | 0              | 0                   | 0,0              |
| <b>Uluslararası Akaryakıt Dağ. Ltd. Şti.</b>                | 0                | 2.765          | 2.765               | 1,0              |
| Diesel Types  | 0                | 2.765          | 2.765               | 1,1              |
| Gasoline Types  | 0                | 0              | 0                   | 0,0              |
| Fuel Oil Types  | 0                | 0              | 0                   | 0,0              |
| <b>Kadooğlu Pet. Taş. Tic. San. İth. ve İhr. A.Ş.</b>       | 0                | 2.395          | 2.395               | 0,8              |
| Diesel Types  | 0                | 2.267          | 2.267               | 0,9              |
| Gasoline Types  | 0                | 0              | 0                   | 0,0              |
| Fuel Oil Types  | 0                | 128            | 128                 | 0,3              |

|  |              |                |                |            |
|--|--------------|----------------|----------------|------------|
| BP Petrolleri A.Ş.                                   | 0            | 1.535          | 1.535          | 0,5        |
| Diesel Types   | 0            | 1.535          | 1.535          | 0,6        |
| Gasoline Types                                       | 0            | 0              | 0              | 0,0        |
| Fuel Oil Types                                       | 0            | 0              | 0              | 0,0        |
| Aytemiz Akaryakıt Dağıtım A.Ş.                       | 0            | 1.426          | 1.426          | 0,5        |
| Diesel Types   | 0            | 1.358          | 1.358          | 0,5        |
| Gasoline Types                                       | 0            | 0              | 0              | 0,0        |
| Fuel Oil Types                                       | 0            | 68             | 68             | 0,2        |
| Goldser Tur. Otel. ve Pet. San. ve Tic. A.Ş.         | 0            | 1.196          | 1.196          | 0,4        |
| Diesel Types   | 0            | 1.196          | 1.196          | 0,5        |
| Gasoline Types                                       | 0            | 0              | 0              | 0,0        |
| Fuel Oil Types                                       | 0            | 0              | 0              | 0,0        |
| TP Petrol Dağıtım A.Ş.                               | 0            | 437            | 437            | 0,2        |
| Diesel Types   | 0            | 437            | 437            | 0,2        |
| Gasoline Types                                       | 0            | 0              | 0              | 0,0        |
| Fuel Oil Types                                       | 0            | 0              | 0              | 0,0        |
| VTM Akaryakıt Pet. Ür. Dağ. San. ve Tic. A.Ş.        | 0            | 185            | 185            | 0,1        |
| Diesel Types   | 0            | 185            | 185            | 0,1        |
| Gasoline Types                                       | 0            | 0              | 0              | 0,0        |
| Fuel Oil Types                                       | 0            | 0              | 0              | 0,0        |
| Enerji Petrol Ürünleri Pazarlama A.Ş.                | 0            | 154            | 154            | 0,1        |
| Diesel Types   | 0            | 154            | 154            | 0,1        |
| Gasoline Types                                       | 0            | 0              | 0              | 0,0        |
| Fuel Oil Types                                       | 0            | 0              | 0              | 0,0        |
| Total Oil Türkiye A.Ş.                               | 5            | 148            | 153            | 0,1        |
| Diesel Types   | 5            | 148            | 153            | 0,1        |
| Gasoline Types                                       | 0            | 0              | 0              | 0,0        |
| Fuel Oil Types                                       | 0            | 0              | 0              | 0,0        |
| Kalkavan Den. Nak. Gıda Bil. Tic. Ltd. Şti.          | 62           | 0              | 62             | <0,1       |
| Diesel Types   | 62           | 0              | 62             | <0,1       |
| Gasoline Types                                       | 0            | 0              | 0              | 0,0        |
| Fuel Oil Types                                       | 0            | 0              | 0              | 0,0        |
| As-mira Pet. ve Kim. Ür. Nak. San. ve Tic. Ltd. Şti. | 25           | 0              | 25             | <0,1       |
| Diesel Types   | 25           | 0              | 25             | <0,1       |
| Gasoline Types                                       | 0            | 0              | 0              | 0,0        |
| Fuel Oil Types                                       | 0            | 0              | 0              | 0,0        |
| Petline Petrol Ürünleri Ticaret A.Ş.                 | 24           | 0              | 24             | <0,1       |
| Diesel Types   | 24           | 0              | 24             | <0,1       |
| Gasoline Types                                       | 0            | 0              | 0              | 0          |
| Fuel Oil Types                                       | 0            | 0              | 0              | 0          |
| Diesel Types   | 5.033        | 242.311        | 247.344        | 100        |
| Gasoline Types                                       | 0            | 272            | 272            | 100        |
| Fuel Oil Types                                       | 1.846        | 35.438         | 37.284         | 100        |
| <b>General Total</b>                                 | <b>6.879</b> | <b>278.021</b> | <b>284.900</b> | <b>100</b> |

Table 2.34 shows that the marine fuels sold with SCT and VAT or SCT-free with VAT in the domestic market in 2011 were sold by the distributors with a license including the bunker delivery sub-title and that the diesel content of these products is high. Moreover, another thing that draws attention is that 98% of the sales were to the "Fuel Purchase and Journal Book" owners.

**Table 2.35** Marine Fuels Exported by Distributor license Holders with Bunker Delivery Subtitle and Bunker Delivery License Holders (2011) (ton)\*

|  | Total Sale     | Market Share (%) |
|--|----------------|------------------|
| OMV Petrol Ofisi A.Ş.                              | 257.767        | 41,7             |
| Diesel Types                                       | 28.187         | 36,2             |
| Gasoline Types                                     | 0              | 0                |
| Fuel Oil Types                                     | 229.580        | 42,5             |
| Enerji Petrol Den. Tic. ve San. A.Ş.               | 168.504        | 27,3             |
| Diesel Types                                       | 25.936         | 33,3             |
| Gasoline Types                                     | 0              | 0                |
| Fuel Oil Types                                     | 142.568        | 26,4             |
| Arkas Petrol Ürünleri ve Ticaret A.Ş.              | 97.410         | 15,8             |
| Diesel Types                                       | 4.202          | 5,4              |
| Gasoline Types                                     | 0              | 0                |
| Fuel Oil Types                                     | 93.208         | 17,3             |
| TBS Denizcilik ve Petrol Ürünleri Dış Ticaret A.Ş. | 61.723         | 10,0             |
| Diesel Types                                       | 12.399         | 15,9             |
| Gasoline Types                                     | 0              | 0                |
| Fuel Oil Types                                     | 49.324         | 9,1              |
| CYE Petrol Tic. Ltd. Şti.                          | 31.099         | 5,0              |
| Diesel Types                                       | 6.962          | 8,9              |
| Gasoline Types                                     | 0              | 0                |
| Fuel Oil Types                                     | 24.137         | 4,5              |
| Turkish Petroleum Int. Comp.                       | 1.248          | 0,2              |
| Diesel Types                                       | 143            | 0,2              |
| Gasoline Types                                     | 0              | 0                |
| Fuel Oil Types                                     | 1.105          | 0,2              |
| Diesel Types                                       | 77.829         | 100              |
| Gasoline Types                                     | 0              | 0                |
| Fuel Oil Types                                     | 539.922        | 100              |
| <b>General Total</b>                               | <b>617.751</b> | <b>100</b>       |

\*The figures in the table include bunker fuel sold to transit vehicles

Table 2.35 shows that a large part of the marine fuels export in 2011 was carried out by the distributors with a license including the bunker delivery sub-title and that the fuel oil content of these products is high. Nearly 70% of the marine fuels export was carried out by the distributors including the bunker delivery sub-title.

**Table 2.36** Marine Fuels Subject to Transit Regime Delivered by Distributor license Holders with Bunker Delivery Subtitle and Bunker Delivery License Holders (2011) (ton)

|   | Total   | Market Share (%) |
|---|---------|------------------|
| <b>Anadolu Uluslararası Tic. Taş. A.Ş.</b>                | 327.995 | 24,6             |
| Diesel Types  | 56.857  | 14,7             |
| Gasoline Types  | 0       | 0                |
| Fuel Oil Types  | 271.138 | 28,7             |
| <b>Arkas Petrol Ürünleri ve Ticaret A.Ş.</b>              | 272.496 | 20,5             |
| Diesel Types  | 36.900  | 9,6              |
| Gasoline Types  | 0       | 0                |
| Fuel Oil Types  | 235.596 | 24,9             |
| <b>TBS Denizcilik ve Petrol Ürünleri Dış Ticaret A.Ş.</b> | 206.204 | 15,5             |
| Diesel Types  | 33.361  | 8,6              |
| Gasoline Types  | 0       | 0                |
| Fuel Oil Types  | 172.843 | 18,3             |
| <b>OMV Petrol Ofisi A.Ş.</b>                              | 160.026 | 12,0             |
| Diesel Types  | 39.117  | 10,1             |
| Gasoline Types  | 0       | 0                |
| Fuel Oil Types  | 120.909 | 12,8             |
| <b>CYE Petrol Tic. Ltd. Şti.</b>                          | 123.184 | 9,2              |
| Diesel Types  | 52.496  | 13,6             |
| Gasoline Types  | 0       | 0                |
| Fuel Oil Types  | 70.688  | 7,5              |
| <b>Beyaz Martı Petrol Ticaret Denizcilik Ltd. Şti.</b>    | 90.936  | 6,8              |
| Diesel Types  | 83.711  | 21,7             |
| Gasoline Types  | 0       | 0                |
| Fuel Oil Types  | 7.225   | 0,8              |
| <b>Enerji Petrol Den. Tic. ve San. A.Ş.</b>               | 46.967  | 3,5              |
| Diesel Types  | 17.308  | 4,5              |
| Gasoline Types  | 0       | 0                |
| Fuel Oil Types  | 29.659  | 3,1              |
| <b>Lukoil Bunker İstanbul İhrakiye Tic. Ltd. Şti.</b>     | 43.558  | 3,3              |
| Diesel Types  | 43.558  | 11,3             |
| Gasoline Types  | 0       | 0                |
| Fuel Oil Types  | 0       | 0                |

|  |                  |              |
|--|------------------|--------------|
| Lukoil Eurasia Petrol A.Ş.   | 37.425           | 2,8          |
| Diesel Types   | 0                | 0            |
| Gasoline Types   | 0                | 0            |
| Fuel Oil Types   | 37.425           | 4,0          |
| A/B Petrol Ürünleri Paz. San. ve Tic. Ltd. Şti.                          | 7.780            | 0,6          |
| Diesel Types   | 7.780            | 2,0          |
| Gasoline Types   | 0                | 0            |
| Fuel Oil Types   | 0                | 0            |
| As-Mira Petrol ve Kimya Ürünleri Nak. San. ve Tic. Ltd. Şti.             | 6.499            | 0,5          |
| Diesel Types   | 6.499            | 1,7          |
| Gasoline Types   | 0                | 0            |
| Fuel Oil Types   | 0                | 0            |
| Seymen Petrol İnşaat Tur. Nak. Mad. ve Tic. Ltd. Şti.                    | 5.213            | 0,4          |
| Diesel Types   | 5.213            | 1,3          |
| Gasoline Types   | 0                | 0            |
| Fuel Oil Types   | 0                | 0            |
| Akıntürk Petrol ve Petrol Ürünleri Nak. İnş. Tur. San. ve Tic. Ltd. Şti. | 3.454            | 0,3          |
| Diesel Types   | 3.454            | 0,9          |
| Gasoline Types   | 0                | 0            |
| Fuel Oil Types   | 0                | 0            |
| Türkerler Petrol Tic. Ltd. Şti.  | 66               | <0,1         |
| Diesel Types   | 66               | <0,1         |
| Gasoline Types   | 0                | 0            |
| Fuel Oil Types   | 0                | 0            |
| Diesel Types   | 386.320          | 100,0        |
| Gasoline Types   | 0                | 0            |
| Fuel Oil Types   | 945.483          | 100,0        |
| <b>General Total</b>   | <b>1.331.803</b> | <b>100,0</b> |

Table 2.36 shows that a large part of the delivery of marine fuels subject to transit regime was carried out by the distributors with a license including the bunker delivery sub-title in 2011 and that the fuel oil content of these products is high. It is observed that 16% of the marine fuels subject to transit regime was delivered by distributors including the bunker delivery sub-title.

**Table 2.37** Aviation Fuels sold Domestically by Distributor license Holders with Bunker Delivery Subtitle and Bunker Delivery License Holders (2011) (ton)

|   | Total Sales | Market Share (%) |
|---|-------------|------------------|
| <b>THY Opet Havacılık Yakıtları A.Ş.</b>                                      | 379.389     | 49,4             |
| Jet Fuel  | 379.389     | 49,6             |
| Airplane Fuel   | 0           | 0                |
| <b>OMV Petrol Ofisi A.Ş.</b>  | 204.707     | 26,7             |
| Jet Fuel  | 202.075     | 26,4             |
| Airplane Fuel   | 2.632       | 100              |
| <b>İstanbul Sabiha Gökçen Uluslararası Havalimanı Yat. Yapım ve İşl. A.Ş.</b> | 76.566      | 10,0             |
| Jet Fuel  | 76.566      | 10,0             |
| Airplane Fuel   | 0           | 0                |
| <b>Sun Havacılık Ticaret Ltd. Şti.</b>  | 49.580      | 6,5              |
| Jet Fuel  | 49.580      | 6,5              |
| Airplane Fuel   | 0           | 0                |
| <b>The Shell Company of Turkey Limited Türkiye Şb.-Merkezi Londrada</b>       | 15.626      | 2,0              |
| Jet Fuel  | 15.626      | 2,0              |
| Airplane Fuel   | 0           | 0                |
| <b>Mobil Oil Türk A.Ş.</b>  | 15.490      | 2,0              |
| Jet Fuel  | 15.490      | 2,0              |
| Airplane Fuel   | 0           | 0                |
| <b>F.S.D. Enerji Taşımacılık Pet. San. Dış Tic. A.Ş.</b>                      | 9.603       | 1,3              |
| Jet Fuel  | 9.603       | 1,3              |
| Airplane Fuel   | 0           | 0                |
| <b>BP Petrolleri A.Ş.</b>   | 6.329       | 0,8              |
| Jet Fuel  | 6.329       | 0,8              |
| Airplane Fuel   | 0           | 0                |
| <b>Tezer İnşaat İhrakiye Tem. Gıda Mad. Nak. San. ve Tic. Ltd. Şti.</b>       | 3.978       | 0,5              |
| Jet Fuel  | 3.978       | 0,5              |
| Airplane Fuel   | 0           | 0                |
| <b>Lukoil Jet Yakıtı Dağıtım ve Ticaret Ltd. Şti.</b>                         | 3.363       | 0,4              |
| Jet Fuel  | 3.363       | 0,4              |
| Airplane Fuel   | 0           | 0                |
| <b>Güneydoğu Havacılık İşletmesi Ltd. Şti.</b>                                | 2.386       | 0,3              |
| Jet Fuel  | 2.386       | 0,3              |
| Airplane Fuel   | 0           | 0                |
| <b>Mavi Hat Havacılık İşletmesi Tic. Ltd. Şti.</b>                            | 193         | <0,1             |
| Jet Fuel  | 193         | <0,1             |
| Airplane Fuel   | 0           | 0                |
| <b>Goldser Turizm Otelcilik ve Petrol San. ve Tic. A.Ş.</b>                   | 115         | <0,1             |
| Jet Fuel  | 115         | <0,1             |
| Airplane Fuel   | 0           | 0                |

|  |                |              |
|--|----------------|--------------|
| Batı Karadeniz Ak. Mad. Yağ, LPG San. Tic. Ltd. Şti. | 44             | <0,1         |
| Jet Fuel   | 44             | <0,1         |
| Airplane Fuel  | 0              | 0            |
| Jet Fuel   | 764.737        | 100,0        |
| Airplane Fuel  | 2.632          | 100          |
| <b>Total</b>   | <b>767.369</b> | <b>100,0</b> |

Table 2.37 shows that the aviation fuels sold in the domestic market in 2011 were delivered by the distributors holding a license including the bunker delivery sub-title and that jet fuel constitutes 99.6% of these products. When procurement-delivery balance is analyzed, it is observed that a large part of the aviation fuels procured through import and from the producers and other license holders is delivered through free circulation and that the rest is exported.

**Table 2.38** Aviation Fuels Exported by Distributor license Holders with Bunker Delivery Subtitle and Bunker Delivery License Holders (2011) (ton)

|   | Total Sales | Market Share (%) |
|---|-------------|------------------|
| OMV Petrol Ofisi A.Ş.   | 967.182     | 45,0             |
| Jet Fuel  | 965.937     | 45,0             |
| Airplane Fuel   | 1.245       | 100              |
| THY Opet Havacılık Yakıtları A.Ş.                                       | 788.662     | 36,7             |
| Jet Fuel  | 788.662     | 36,7             |
| Airplane Fuel   | 0           | 0                |
| İstanbul Sabiha Gökçen Uluslar arası Havalimanı Yat. Yapım ve İşl. A.Ş. | 143.654     | 6,7              |
| Jet Fuel  | 143.654     | 6,7              |
| Airplane Fuel   | 0           | 0                |
| The Shell Company of Turkey Limited Türkiye Şubesi-Merkezi Londrada     | 103.641     | 4,8              |
| Jet Fuel  | 103.641     | 4,8              |
| Airplane Fuel   | 0           | 0                |
| BP Petrolleri A.Ş.  | 72.662      | 3,4              |
| Jet Fuel  | 72.662      | 3,4              |
| Airplane Fuel   | 0           | 0                |
| Mobil Oil Türk A.Ş.   | 56.891      | 2,6              |
| Jet Fuel  | 56.891      | 2,7              |
| Airplane Fuel   | 0           | 0                |
| Lukoil Jet Yakıtı Dağıtım ve Ticaret Ltd. Şti.                          | 13.670      | 0,6              |
| Jet Fuel  | 13.670      | 0,6              |
| Airplane Fuel   | 0           | 0                |
| Sun Havacılık Ticaret Ltd. Şti.   | 1.337       | 0,1              |
| Jet Fuel  | 1.337       | 0,1              |
| Airplane Fuel   | 0           | 0                |

|  |                  |              |
|--|------------------|--------------|
| Batı Karadeniz Ak. Mad. Yağ, LPG San. Tic. Ltd. Şti. | 290              | <0,1         |
| Jet Fuel   | 290              | <0,1         |
| Airplane Fuel  | 0                | 0            |
| Jet Fuel   | 2.146.744        | 100,0        |
| Airplane Fuel  | 1.245            | 100          |
| <b>Total</b>   | <b>2.147.989</b> | <b>100,0</b> |

Table 2.38 shows that 52% of the aviation fuels exported in 2011 was delivered by the holders of distributor license including bunker sub-title and holders of bunker delivery license and that almost all of these products is jet fuel.

**Table 2.39** Aviation Fuels Subject to Transit Regime Delivered by Distributor license Holders with Bunker Delivery Subtitle and Bunker Delivery License Holders (2011) (ton)

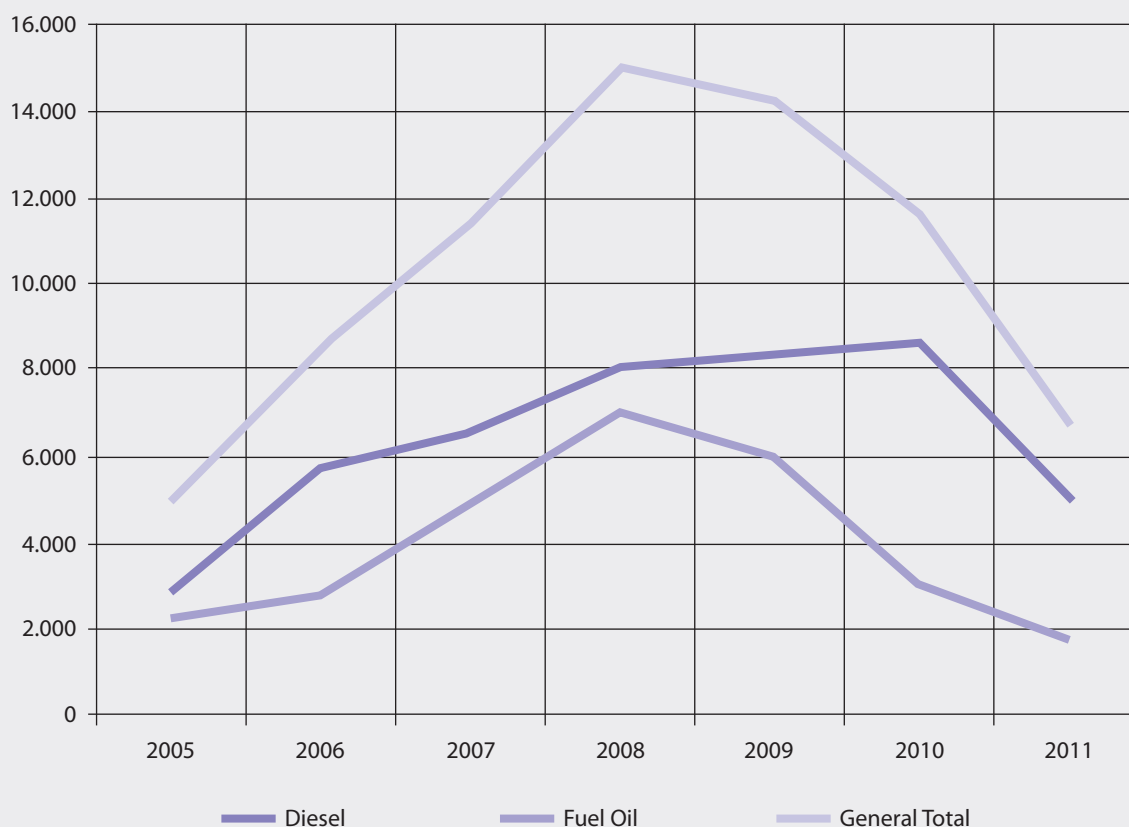
|   | Total Satış    | Market Share (%) |
|---|----------------|------------------|
| The Shell Company of Turkey Limited Türkiye Şubesi-Merkezi Londrada | 101.674        | 56,5             |
| Jet Fuel  | 101.674        | 56,5             |
| Airplane Fuel   | 0              | 0                |
| Mobil Oil Türk A.Ş.   | 67.551         | 37,6             |
| Jet Fuel  | 67.551         | 37,6             |
| Airplane Fuel   | 0              | 0                |
| BP Petrolleri A.Ş.  | 6.839          | 3,8              |
| Jet Fuel  | 6.839          | 3,8              |
| Airplane Fuel   | 0              | 0                |
| THY Opet Havacılık Yakıtları A.Ş.                                   | 3.769          | 2,1              |
| Jet Fuel  | 3.769          | 2,1              |
| Airplane Fuel   | 0              | 0                |
| Jet Fuel  | 179.833        | 100              |
| Airplane Fuel   | 0              | 0                |
| <b>Total</b>  | <b>179.833</b> | <b>100</b>       |

Table 2.39 shows that most of the aviation fuels subject to transit regime were delivered by only bunker delivery license holders in 2011 (rather than by distributor license holders with Bunker Delivery Subtitle.)

## Bunker Delivery Activities between 2005-2011

**Table 2.40** Amounts of Marine Fuels Delivered Domestically between 2005-2011 (with SCT and VAT) (ton)

|  | 2005         | 2006         | 2007          | 2008          | 2009          | 2010          | 2011         |
|--|--------------|--------------|---------------|---------------|---------------|---------------|--------------|
| OMV Petrol Ofisi A.Ş.                                  | 4.429        | 7.469        | 7.824         | 9.680         | 8.899         | 8.010         | 4.814        |
| Diesel Types   | 2.298        | 4.748        | 3.768         | 4.263         | 5.538         | 4.990         | 3.037        |
| Fuel Oil Types   | 2.131        | 2.721        | 4.056         | 5.417         | 3.361         | 3.020         | 1.777        |
| Opet Petrolcülük A.Ş.                                  | 570          | 958          | 2.526         | 4.061         | 3.901         | 557           | 958          |
| Diesel Types   | 570          | 958          | 1.766         | 2.434         | 1.232         | 509           | 889          |
| Fuel Oil Types   | 0            | 0            | 760           | 1.627         | 2.669         | 48            | 69           |
| Cen Pet. Ür. Md. Yğ. Dğ. San. ve Tic. Ltd. Şti.        | 0            | 0            | 0             | 0             | 1.099         | 2.404         | 620          |
| Diesel Types   | 0            | 0            | 0             | 0             | 1.099         | 2.404         | 620          |
| Fuel Oil Types   | 0            | 0            | 0             | 0             | 0             | 0             | 0            |
| Akpet Akaryakıt Dağıtım A.Ş.                           | 0            | 0            | 990           | 1.004         | 146           | 103           | 0            |
| Diesel Types   | 0            | 0            | 990           | 1.004         | 146           | 103           | 0            |
| Fuel Oil Types   | 0            | 0            | 0             | 0             | 0             | 0             | 0            |
| Kalkavan Den. Nak. Gıda Bil. Tic. Ltd. Şti.            | 0            | 0            | 0             | 142           | 166           | 332           | 62           |
| Diesel Types   | 0            | 0            | 0             | 142           | 166           | 332           | 62           |
| Fuel Oil Types   | 0            | 0            | 0             | 0             | 0             | 0             | 0            |
| Balpet Petrol Ürn. Taş. San. ve Tic. A.Ş.              | 0            | 0            | 0             | 0             | 93            | 139           | 356          |
| Diesel Types   | 0            | 0            | 0             | 0             | 93            | 139           | 356          |
| Fuel Oil Types   | 0            | 0            | 0             | 0             | 0             | 0             | 0            |
| As-mira Pet.ve Kim. Ür. Nak. San. ve Tic. Ltd. Şti.    | 0            | 0            | 61            | 71            | 39            | 73            | 25           |
| Diesel Types   | 0            | 0            | 61            | 71            | 39            | 73            | 25           |
| Fuel Oil Types   | 0            | 0            | 0             | 0             | 0             | 0             | 0            |
| Ünal Pet. Hayv. Tek. Tur. İnş. Taah. San. ve Tic. A.Ş. | 0            | 0            | 0             | 73            | 0             | 73            | 0            |
| Diesel Types   | 0            | 0            | 0             | 73            | 0             | 73            | 0            |
| Fuel Oil Types   | 0            | 0            | 0             | 0             | 0             | 0             | 0            |
| Petline Petrol Ürünleri Ticaret A.Ş.                   | 0            | 0            | 0             | 18            | 0             | 2             | 24           |
| Diesel Types   | 0            | 0            | 0             | 18            | 0             | 2             | 24           |
| Fuel Oil Types   | 0            | 0            | 0             | 0             | 0             | 0             | 0            |
| Pars Pet. Mad. Yağ. İth. İhr. Paz. San. ve Tic. A.Ş.   | 0            | 0            | 0             | 0             | 0             | 0             | 15           |
| Diesel Types   | 0            | 0            | 0             | 0             | 0             | 0             | 15           |
| Fuel Oil Types   | 0            | 0            | 0             | 0             | 0             | 0             | 0            |
| Total Oil Türkiye A.Ş.                                 | 0            | 0            | 0             | 0             | 0             | 0             | 5            |
| Diesel Types   | 0            | 0            | 0             | 0             | 0             | 0             | 5            |
| Fuel Oil Types   | 0            | 0            | 0             | 0             | 0             | 0             | 0            |
| Diesel Types   | 2.868        | 5.706        | 6.585         | 8.005         | 8.313         | 8.625         | 5.033        |
| Fuel Oil Types   | 2.131        | 2.721        | 4.816         | 7.044         | 6.030         | 3.068         | 1.846        |
| <b>General Total</b>                                   | <b>4.999</b> | <b>8.427</b> | <b>11.401</b> | <b>15.049</b> | <b>14.343</b> | <b>11.693</b> | <b>6.879</b> |



**Figure 2.25** Amounts of Marine Fuels Delivered Domestically between 2005-2011 (with SCT and VAT) (ton)

As can be seen in Table 2.40 and Figure 2.25, the content of diesel that includes less sulphur compared to fuel oil types increased in marine fuels delivered domestically. It is observed that the delivery of marine fuels with SCT and VAT that was on the increase between 2005-2008 had a downward tendency between 2009-2011.

**Table 2.41** Amounts of Marine Fuels Delivered Domestically between 2005-2011 (zero SCT + VAT) (ton)

|                                     | 2005    | 2006    | 2007    | 2008    | 2009    | 2010   | 2011    |
|-------------------------------------|---------|---------|---------|---------|---------|--------|---------|
| <b>OMV Petrol Ofisi A.Ş.</b>        | 109.551 | 179.193 | 162.225 | 186.499 | 170.284 | 97.248 | 101.554 |
| Diesel Types                        | 101.682 | 162.294 | 145.070 | 164.300 | 148.960 | 74.328 | 81.932  |
| Gasoline Types                      | 0       | 0       | 0       | 0       | 0       | 0      | 0       |
| Fuel Oil Types                      | 7.869   | 16.899  | 17.155  | 22.199  | 21.324  | 22.920 | 19.622  |
| <b>Opet Petrolcülük A.Ş.</b>        | 63.043  | 43.595  | 56.789  | 54.611  | 57.395  | 97.283 | 124.303 |
| Diesel Types                        | 63.043  | 43.500  | 50.540  | 46.526  | 48.402  | 85.898 | 108.468 |
| Gasoline Types                      | 0       | 0       | 0       | 0       | 149     | 310    | 272     |
| Fuel Oil Types                      | 0       | 95      | 6.249   | 8.085   | 8.844   | 11.075 | 15.563  |
| <b>Akpet Akaryakıt Dağı. A.Ş.</b>   | 0       | 3.380   | 7.665   | 9.085   | 9.832   | 12.861 | 10.811  |
| Diesel Types                        | 0       | 3.380   | 7.598   | 8.921   | 9.279   | 12.578 | 10.754  |
| Gasoline Types                      | 0       | 0       | 0       | 0       | 0       | 0      | 0       |
| Fuel Oil Types                      | 0       | 0       | 67      | 164     | 553     | 283    | 57      |
| <b>Petline Petrol Ür. Tic. A.Ş.</b> | 8.656   | 13.301  | 14.194  | 5.667   | 4.057   | 0      | 0       |
| Diesel Types                        | 8.656   | 13.301  | 14.194  | 5.667   | 4.057   | 0      | 0       |
| Gasoline Types                      | 0       | 0       | 0       | 0       | 0       | 0      | 0       |
| Fuel Oil Types                      | 0       | 0       | 0       | 0       | 0       | 0      | 0       |

|  |       |       |       |       |        |        |        |
|--|-------|-------|-------|-------|--------|--------|--------|
| Balpet Petrol Ürn. Taş. San. ve Tic. A.Ş.                  | 0     | 0     | 0     | 4.844 | 8.125  | 11.288 | 11.195 |
| Diesel Types   | 0     | 0     | 0     | 4.844 | 8.125  | 11.288 | 11.195 |
| Gasoline Types   | 0     | 0     | 0     | 0     | 0      | 0      | 0      |
| Fuel Oil Types   | 0     | 0     | 0     | 0     | 0      | 0      | 0      |
| Turkuaz Petrol Ürünleri A.Ş.                               | 0     | 0     | 112   | 3.400 | 12.451 | 2.900  | 0      |
| Diesel Types   | 0     | 0     | 112   | 3.400 | 12.451 | 2.866  | 0      |
| Gasoline Types   | 0     | 0     | 0     | 0     | 0      | 0      | 0      |
| Fuel Oil Types   | 0     | 0     | 0     | 0     | 0      | 34     | 0      |
| BP Petrolleri A.Ş.   | 3.222 | 3.503 | 2.491 | 1.882 | 1.431  | 1.506  | 1.535  |
| Diesel Types   | 3.006 | 3.503 | 2.491 | 1.882 | 1.431  | 1.506  | 1.535  |
| Gasoline Types   | 0     | 0     | 0     | 0     | 0      | 0      | 0      |
| Fuel Oil Types   | 216   | 0     | 0     | 0     | 0      | 0      | 0      |
| Cen Petrol Ür. Mad. Yağ. Dağ. San. ve Tic. Ltd. Şti.       | 0     | 0     | 0     | 0     | 2.961  | 6.113  | 5.642  |
| Diesel Types   | 0     | 0     | 0     | 0     | 2.961  | 6.113  | 5.642  |
| Gasoline Types   | 0     | 0     | 0     | 0     | 0      | 0      | 0      |
| Fuel Oil Types   | 0     | 0     | 0     | 0     | 0      | 0      | 0      |
| The Shell Comp. of Turkey Ltd. Türkiye Şb.-Mrk. Londra     | 3.293 | 6.879 | 0     | 0     | 0      | 0      | 0      |
| Diesel Types   | 3.293 | 6.879 | 0     | 0     | 0      | 0      | 0      |
| Gasoline Types   | 0     | 0     | 0     | 0     | 0      | 0      | 0      |
| Fuel Oil Types   | 0     | 0     | 0     | 0     | 0      | 0      | 0      |
| Termopet Akaryakıt Nak. ve Tic. Ltd. Şti.                  | 0     | 0     | 0     | 0     | 0      | 819    | 5.860  |
| Diesel Types   | 0     | 0     | 0     | 0     | 0      | 819    | 5.860  |
| Gasoline Types   | 0     | 0     | 0     | 0     | 0      | 0      | 0      |
| Fuel Oil Types   | 0     | 0     | 0     | 0     | 0      | 0      | 0      |
| RMG Petrol Ürünleri Dağ. San. Tic. Ltd. Şti.               | 0     | 0     | 0     | 0     | 0      | 393    | 4.536  |
| Diesel Types   | 0     | 0     | 0     | 0     | 0      | 393    | 4.536  |
| Gasoline Types   | 0     | 0     | 0     | 0     | 0      | 0      | 0      |
| Fuel Oil Types   | 0     | 0     | 0     | 0     | 0      | 0      | 0      |
| Pars Petrol Madeni Yağlar İth. İhr. Paz. San. ve Tic. A.Ş. | 0     | 0     | 0     | 0     | 0      | 0      | 3.879  |
| Diesel Types   | 0     | 0     | 0     | 0     | 0      | 0      | 3.879  |
| Gasoline Types   | 0     | 0     | 0     | 0     | 0      | 0      | 0      |
| Fuel Oil Types   | 0     | 0     | 0     | 0     | 0      | 0      | 0      |
| Kadooğlu Pet. Taş. Tic. San. İth. ve İhr. A.Ş.             | 0     | 0     | 0     | 0     | 0      | 524    | 2.395  |
| Diesel Types   | 0     | 0     | 0     | 0     | 0      | 524    | 2.267  |
| Gasoline Types   | 0     | 0     | 0     | 0     | 0      | 0      | 0      |
| Fuel Oil Types   | 0     | 0     | 0     | 0     | 0      | 0      | 128    |
| Uluslararası Aky. Dağ. Ltd. Şti.                           | 0     | 0     | 0     | 0     | 0      | 0      | 2.765  |
| Diesel Types   | 0     | 0     | 0     | 0     | 0      | 0      | 2.765  |
| Gasoline Types   | 0     | 0     | 0     | 0     | 0      | 0      | 0      |
| Fuel Oil Types   | 0     | 0     | 0     | 0     | 0      | 0      | 0      |

|   |                |                |                |                |                |                |                |
|---|----------------|----------------|----------------|----------------|----------------|----------------|----------------|
| Aytemiz Akaryakıt Dağıtım Anonim Şirketi                                      | 0              | 0              | 0              | 0              | 0              | 0              | 1.426          |
| Diesel Types  | 0              | 0              | 0              | 0              | 0              | 0              | 1.358          |
| Gasoline Types  | 0              | 0              | 0              | 0              | 0              | 0              | 0              |
| Fuel Oil Types  | 0              | 0              | 0              | 0              | 0              | 0              | 68             |
| Goldser Turizm Otelcilik ve Petrol San. ve Tic. A.Ş.                          | 0              | 0              | 0              | 0              | 0              | 0              | 1.196          |
| Diesel Types  | 0              | 0              | 0              | 0              | 0              | 0              | 1.196          |
| Gasoline Types  | 0              | 0              | 0              | 0              | 0              | 0              | 0              |
| Fuel Oil Types  | 0              | 0              | 0              | 0              | 0              | 0              | 0              |
| Eropet Pet. Aky.Dağ. Taş. İnş. Paz. Pet. Ür. İth. İhr. San. ve Tic. Ltd. Şti. | 0              | 0              | 0              | 0              | 0              | 1.195          | 0              |
| Diesel Types  | 0              | 0              | 0              | 0              | 0              | 1.195          | 0              |
| Gasoline Types  | 0              | 0              | 0              | 0              | 0              | 0              | 0              |
| Fuel Oil Types  | 0              | 0              | 0              | 0              | 0              | 0              | 0              |
| Total Oil Türkiye A.Ş.  | 124            | 115            | 65             | 101            | 72             | 49             | 148            |
| Diesel Types  | 124            | 115            | 65             | 101            | 72             | 49             | 148            |
| Gasoline Types  | 0              | 0              | 0              | 0              | 0              | 0              | 0              |
| Fuel Oil Types  | 0              | 0              | 0              | 0              | 0              | 0              | 0              |
| TP Petrol Dağıtım A.Ş.  | 0              | 0              | 0              | 0              | 30             | 50             | 437            |
| Diesel Types  | 0              | 0              | 0              | 0              | 30             | 50             | 437            |
| Gasoline Types  | 0              | 0              | 0              | 0              | 0              | 0              | 0              |
| Fuel Oil Types  | 0              | 0              | 0              | 0              | 0              | 0              | 0              |
| Enerji Petrol Ürünleri Pazarlama A.Ş.   | 0              | 0              | 0              | 0              | 0              | 114            | 154            |
| Diesel Types  | 0              | 0              | 0              | 0              | 0              | 114            | 154            |
| Gasoline Types  | 0              | 0              | 0              | 0              | 0              | 0              | 0              |
| Fuel Oil Types  | 0              | 0              | 0              | 0              | 0              | 0              | 0              |
| VTM Akaryakıt Petrol Ür. Dağ. San. ve Tic. A.Ş.                               | 0              | 0              | 0              | 0              | 0              | 0              | 185            |
| Diesel Types  | 0              | 0              | 0              | 0              | 0              | 0              | 185            |
| Gasoline Types  | 0              | 0              | 0              | 0              | 0              | 0              | 0              |
| Fuel Oil Types  | 0              | 0              | 0              | 0              | 0              | 0              | 0              |
| Diesel Types  | 179.804        | 232.972        | 220.070        | 235.641        | 235.768        | 197.721        | 242.311        |
| Gasoline Types  | 0              | 0              | 0              | 0              | 149            | 310            | 272            |
| Fuel Oil Types  | 8.085          | 16.994         | 23.471         | 30.448         | 30.721         | 34.312         | 35.438         |
| <b>General Total</b>  | <b>187.889</b> | <b>249.966</b> | <b>243.541</b> | <b>266.089</b> | <b>266.638</b> | <b>232.343</b> | <b>278.021</b> |



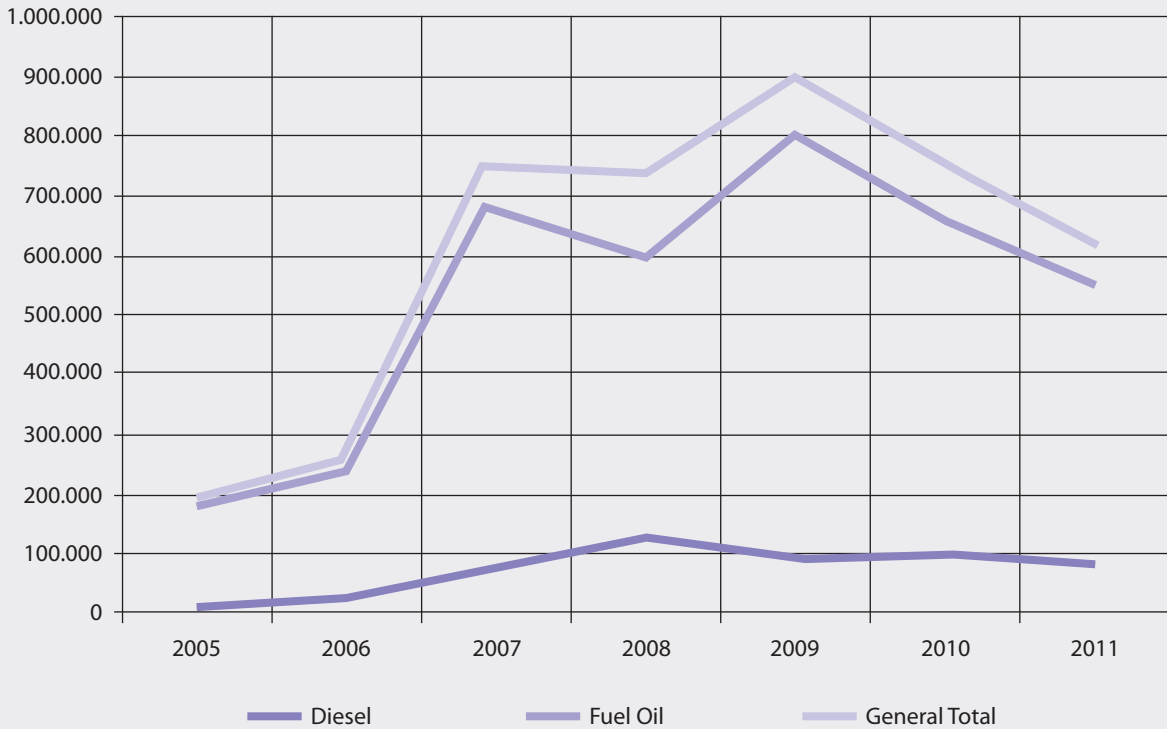
**Figure 2.26** Amounts of Marine Fuels Delivered Domestically between 2005-2011 (zero SCT + VAT) (ton)

It is observed that the delivery of SCT-free marine fuels with VAT delivered to the end users with “Fuel Purchase and Journal Book” increased between 2005-2011 and that this increase was due to the increase in diesel types.

**Table 2.42** Marine Fuels Exported between 2005-2011 (ton)

|   | 2005    | 2006    | 2007    | 2008    | 2009    | 2010    | 2011    |
|---|---------|---------|---------|---------|---------|---------|---------|
| <b>OMV Petrol Ofisi A.Ş.</b>                              | 0       | 0       | 317.068 | 350.526 | 309.164 | 349.292 | 257.767 |
| Diesel Types  | 0       | 0       | 29.201  | 84.943  | 49.507  | 57.377  | 28.187  |
| Gasoline Types  | 0       | 0       | 0       | 0       | 0       | 0       | 0       |
| Fuel Oil Types  | 0       | 0       | 287.867 | 265.583 | 259.657 | 291.915 | 229.580 |
| <b>Enerji Pet. Den. Tic. ve San. A.Ş.</b>                 | 145.724 | 147.609 | 135.103 | 156.819 | 148.815 | 152.176 | 168.504 |
| Diesel Types  | 0       | 0       | 1.547   | 11.475  | 6.973   | 20.704  | 25.936  |
| Gasoline Types  | 0       | 0       | 0       | 0       | 0       | 0       | 0       |
| Fuel Oil Types  | 145.724 | 147.609 | 133.556 | 145.344 | 141.842 | 131.472 | 142.568 |
| <b>TBS Denizcilik ve Petrol Ürünleri Dış Ticaret A.Ş.</b> | 0       | 0       | 164.889 | 138.414 | 141.460 | 89.523  | 61.723  |
| Diesel Types  | 0       | 0       | 35.914  | 37.651  | 24.964  | 12.314  | 12.399  |
| Gasoline Types  | 0       | 0       | 0       | 0       | 0       | 0       | 0       |
| Fuel Oil Types  | 0       | 0       | 128.975 | 100.763 | 116.496 | 77.209  | 49.324  |
| <b>CYE Petrol Tic. Ltd. Şti.</b>                          | 25.136  | 132.088 | 65.021  | 21.989  | 132.585 | 51.732  | 31.099  |
| Diesel Types  | 6.915   | 20.127  | 0       | 0       | 5.632   | 6.564   | 6.962   |
| Gasoline Types  | 0       | 0       | 0       | 0       | 0       | 0       | 0       |
| Fuel Oil Types  | 18.221  | 111.961 | 65.021  | 21.989  | 126.953 | 45.168  | 24.137  |
| <b>Arkas Petrol Ür. ve Ticaret A.Ş.</b>                   | 0       | 0       | 0       | 6.776   | 154.757 | 118.750 | 97.410  |
| Diesel Types  | 0       | 0       | 0       | 910     | 3.015   | 6.941   | 4.202   |
| Gasoline Types  | 0       | 0       | 0       | 0       | 0       | 0       | 0       |
| Fuel Oil Types  | 0       | 0       | 0       | 5.866   | 151.742 | 111.809 | 93.208  |

|  |                |                |                |                |                |                |                |
|--|----------------|----------------|----------------|----------------|----------------|----------------|----------------|
| Opet Petrolçülük A.Ş.                            | 0              | 0              | 61.248         | 61.531         | 16.503         | 0              | 0              |
| Diesel Types                                     | 0              | 0              | 10.094         | 10.045         | 1.893          | 0              | 0              |
| Gasoline Types                                   | 0              | 0              | 0              | 0              | 0              | 0              | 0              |
| Fuel Oil Types                                   | 0              | 0              | 51.154         | 51.486         | 14.610         | 0              | 0              |
| Lukoil Eurasia Petrol A.Ş.                       | 0              | 0              | 2.298          | 0              | 0              | 0              | 0              |
| Diesel Types                                     | 0              | 0              | 0              | 0              | 0              | 0              | 0              |
| Gasoline Types                                   | 0              | 0              | 0              | 0              | 0              | 0              | 0              |
| Fuel Oil Types                                   | 0              | 0              | 2.298          | 0              | 0              | 0              | 0              |
| Turkish Pet. Int. Nat. Comp.                     | 0              | 0              | 0              | 0              | 136            | 571            | 1.248          |
| Diesel Types                                     | 0              | 0              | 0              | 0              | 20             | 180            | 143            |
| Gasoline Types                                   | 0              | 0              | 0              | 0              | 0              | 0              | 0              |
| Fuel Oil Types                                   | 0              | 0              | 0              | 0              | 116            | 391            | 1.105          |
| Samsunbunker Ak. ve Mad. Yağ Hiz. Tic. Ltd. Şti. | 0              | 0              | 0              | 0              | 0              | 20             | 0              |
| Diesel Types                                     | 0              | 0              | 0              | 0              | 0              | 20             | 0              |
| Gasoline Types                                   | 0              | 0              | 0              | 0              | 0              | 0              | 0              |
| Fuel Oil Types                                   | 0              | 0              | 0              | 0              | 0              | 0              | 0              |
| Diesel Types                                     | 6.915          | 20.127         | 76.756         | 145.024        | 92.004         | 104.100        | 77.829         |
| Gasoline Types                                   | 0              | 0              | 0              | 0              | 0              | 0              | 0              |
| Fuel Oil Types                                   | 163.945        | 259.570        | 668.871        | 591.031        | 811.416        | 657.964        | 539.922        |
| <b>General Total</b>                             | <b>170.860</b> | <b>279.697</b> | <b>745.627</b> | <b>736.055</b> | <b>903.420</b> | <b>762.064</b> | <b>617.751</b> |



**Figure 2.27** Amounts of Marine Fuels exported between 2005-2011 (ton)

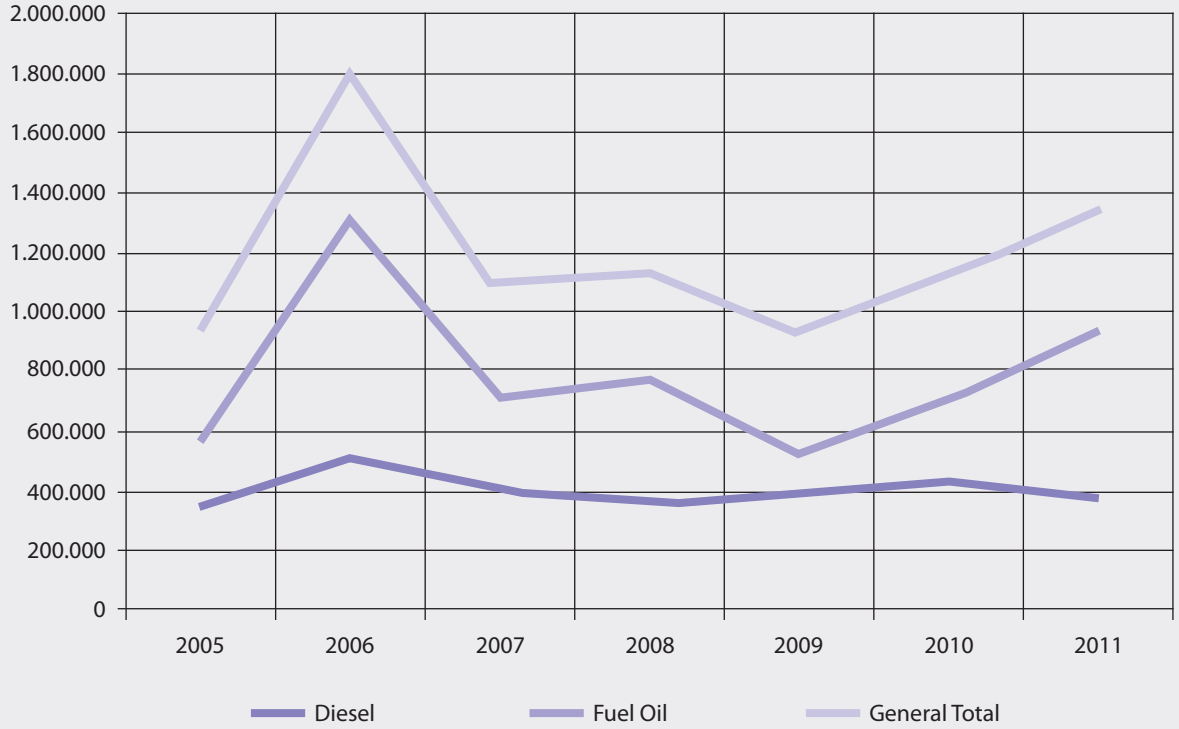
2005- 2011 yılları arasında ihraç edilen denizcilik yakıtlarının alt başlığında ihrakiye teslimi eklenmiş dağıtıcılar tarafından yapıldığı ve bu ürünlerin fuel oil içeriği yüksek olan ürünler olduğu görülmektedir. Denizcilik yakıtları ihracatı, 2005-2009 döneminde artarken 2009-2011 yılları arasında azalmıştır (Tablo 2.42).

**Table 2.43** Marine Fuels Delivered Subject to Transit Regime Between 2005-2011 (ton)

|  | 2005    | 2006    | 2007    | 2008    | 2009    | 2010    | 2011    |
|--|---------|---------|---------|---------|---------|---------|---------|
| Anadolu Uluslararası Tic. Taş. A.Ş.                | 43.399  | 521.808 | 613.444 | 525.785 | 454.292 | 433.936 | 327.995 |
| Diesel Types                                       | 10.962  | 110.837 | 115.859 | 92.523  | 88.707  | 88.943  | 56.857  |
| Gasoline Types                                     | 0       | 0       | 0       | 0       | 0       | 0       | 0       |
| Fuel Oil Types                                     | 32.437  | 410.971 | 497.585 | 433.262 | 365.585 | 344.993 | 271.138 |
| OMV Petrol Ofisi A.Ş.                              | 367.935 | 533.917 | 178.412 | 135.125 | 54.545  | 17.070  | 160.026 |
| Diesel Types                                       | 72.554  | 102.593 | 56.818  | 15.835  | 10.874  | 2.221   | 39.117  |
| Gasoline Types                                     | 0       | 0       | 0       | 0       | 0       | 0       | 0       |
| Fuel Oil Types                                     | 295.381 | 431.324 | 121.594 | 119.290 | 43.671  | 14.849  | 120.909 |
| TBS Denizcilik ve Petrol Ürünleri Dış Ticaret A.Ş. | 166.809 | 215.071 | 0       | 0       | 70.982  | 128.591 | 206.204 |
| Diesel Types                                       | 40.295  | 41.259  | 0       | 0       | 13.308  | 35.101  | 33.361  |
| Gasoline Types                                     | 0       | 0       | 0       | 0       | 0       | 0       | 0       |
| Fuel Oil Types                                     | 126.514 | 173.812 | 0       | 0       | 57.674  | 93.490  | 172.843 |
| CYE Petrol Tic. Ltd. Şti.                          | 147.657 | 76.586  | 26.019  | 174.501 | 91.766  | 132.774 | 123.184 |
| Diesel Types                                       | 33.129  | 0       | 6.676   | 57.729  | 62.299  | 64.229  | 52.496  |
| Gasoline Types                                     | 0       | 0       | 0       | 0       | 0       | 0       | 0       |
| Fuel Oil Types                                     | 114.528 | 76.586  | 19.343  | 116.772 | 29.467  | 68.545  | 70.688  |
| Lukoil Eurasia Petrol A.Ş.                         | 84.667  | 79.345  | 122.172 | 144.851 | 54.780  | 29.744  | 37.425  |
| Diesel Types                                       | 84.667  | 79.345  | 94.196  | 73.110  | 54.780  | 6.457   | 0       |
| Gasoline Types                                     | 0       | 0       | 0       | 0       | 0       | 0       | 0       |
| Fuel Oil Types                                     | 0       | 0       | 27.976  | 71.741  | 0       | 23.287  | 37.425  |
| Beyaz Martı Petrol Ticaret Denizcilik Ltd. Şti.    | 54.125  | 63.296  | 63.346  | 58.032  | 85.412  | 94.167  | 90.936  |
| Diesel Types                                       | 54.125  | 63.296  | 63.346  | 58.032  | 85.412  | 94.167  | 83.711  |
| Gasoline Types                                     | 0       | 0       | 0       | 0       | 0       | 0       | 0       |
| Fuel Oil Types                                     | 0       | 0       | 0       | 0       | 0       | 0       | 7.225   |
| Arkas Petrol Ürünleri ve Ticaret A.Ş.              | 0       | 0       | 0       | 564     | 41.248  | 147.640 | 272.496 |
| Diesel Types                                       | 0       | 0       | 0       | 564     | 25.360  | 34.849  | 36.900  |
| Gasoline Types                                     | 0       | 0       | 0       | 0       | 0       | 0       | 0       |
| Fuel Oil Types                                     | 0       | 0       | 0       | 0       | 15.888  | 112.791 | 235.596 |

|   |        |         |        |        |        |        |        |
|---|--------|---------|--------|--------|--------|--------|--------|
| Enerji Petrol Den. Tic. ve San. A.Ş.                                | 50.798 | 57.279  | 60.665 | 48.602 | 61.594 | 52.152 | 46.967 |
| Diesel Types  | 50.798 | 49.740  | 51.664 | 41.850 | 43.134 | 27.154 | 17.308 |
| Gasoline Types  | 0      | 0       | 0      | 0      | 0      | 0      | 0      |
| Fuel Oil Types  | 0      | 7.539   | 9.001  | 6.752  | 18.460 | 24.998 | 29.659 |
| Opet Petrolcülük A.Ş.   | 0      | 242.822 | 8.066  | 0      | 0      | 0      | 0      |
| Diesel Types  | 0      | 53.304  | 1.031  | 0      | 0      | 0      | 0      |
| Gasoline Types  | 0      | 0       | 0      | 0      | 0      | 0      | 0      |
| Fuel Oil Types  | 0      | 189.518 | 7.035  | 0      | 0      | 0      | 0      |
| Lukoil Bunker İstanbul İhrakiye Tic. Ltd. Şti.                      | 0      | 0       | 0      | 0      | 0      | 39.704 | 43.558 |
| Diesel Types  | 0      | 0       | 0      | 0      | 0      | 39.704 | 43.558 |
| Gasoline Types  | 0      | 0       | 0      | 0      | 0      | 0      | 0      |
| Fuel Oil Types  | 0      | 0       | 0      | 0      | 0      | 0      | 0      |
| A/B Petrol Ürünleri Paz. San. ve Tic. Ltd. Şti.                     | 239    | 3.950   | 6.283  | 6.125  | 8.933  | 10.442 | 7.780  |
| Diesel Types  | 239    | 3.950   | 6.283  | 6.125  | 8.933  | 10.442 | 7.780  |
| Gasoline Types  | 0      | 0       | 0      | 0      | 0      | 0      | 0      |
| Fuel Oil Types  | 0      | 0       | 0      | 0      | 0      | 0      | 0      |
| As-mira Petrol ve Kimya Ürünleri Nak. San. ve Tic. Ltd. Şti.        | 0      | 0       | 4.834  | 5.880  | 6.272  | 7.092  | 6.499  |
| Diesel Types  | 0      | 0       | 4.834  | 5.880  | 6.272  | 7.092  | 6.499  |
| Gasoline Types  | 0      | 0       | 0      | 0      | 0      | 0      | 0      |
| Fuel Oil Types  | 0      | 0       | 0      | 0      | 0      | 0      | 0      |
| Seymen Petrol İnş. Tur. Nak. ve Mad. Tic. Ltd. Şti.                 | 0      | 0       | 0      | 6.920  | 9.132  | 8.699  | 5.213  |
| Diesel Types  | 0      | 0       | 0      | 6.920  | 9.132  | 8.699  | 5.213  |
| Gasoline Types  | 0      | 0       | 0      | 0      | 0      | 0      | 0      |
| Fuel Oil Types  | 0      | 0       | 0      | 0      | 0      | 0      | 0      |
| Akıntürk Petrol ve Petrol Ür. Nak. İnş. Tur. San. ve Tic. Ltd. Şti. | 2.170  | 1.803   | 1.815  | 2.543  | 1.902  | 3.588  | 3.454  |
| Diesel Types  | 2.170  | 1.803   | 1.815  | 2.543  | 1.902  | 3.588  | 3.454  |
| Gasoline Types  | 0      | 0       | 0      | 0      | 0      | 0      | 0      |
| Fuel Oil Types  | 0      | 0       | 0      | 0      | 0      | 0      | 0      |
| The Shell Company of Turkey Ltd. Türkiye Şb.-Merkezi Londrada       | 9.451  | 5.002   | 0      | 0      | 0      | 0      | 0      |

|  |                |                  |                  |                  |                |                  |                  |
|--|----------------|------------------|------------------|------------------|----------------|------------------|------------------|
| Diesel Types                                       | 9.451          | 5.002            | 0                | 0                | 0              | 0                | 0                |
| Gasoline Types                                     | 0              | 0                | 0                | 0                | 0              | 0                | 0                |
| Fuel Oil Types                                     | 0              | 0                | 0                | 0                | 0              | 0                | 0                |
| Mobil Oil Türk A.Ş.                                | 5.656          | 6.054            | 0                | 0                | 0              | 0                | 0                |
| Diesel Types                                       | 5.656          | 6.043            | 0                | 0                | 0              | 0                | 0                |
| Gasoline Types                                     | 0              | 0                | 0                | 0                | 0              | 0                | 0                |
| Fuel Oil Types                                     | 0              | 11               | 0                | 0                | 0              | 0                | 0                |
| Master Petrol Ürünleri Tic. ve Taş. A.Ş.           | 4.241          | 0                | 0                | 0                | 0              | 0                | 0                |
| Diesel Types                                       | 1.346          | 0                | 0                | 0                | 0              | 0                | 0                |
| Gasoline Types                                     | 0              | 0                | 0                | 0                | 0              | 0                | 0                |
| Fuel Oil Types                                     | 2.895          | 0                | 0                | 0                | 0              | 0                | 0                |
| Türkerler Petrol Tic. Ltd. Şti.                    | 0              | 0                | 0                | 549              | 1.206          | 310              | 66               |
| Diesel Types                                       | 0              | 0                | 0                | 549              | 1.206          | 310              | 66               |
| Gasoline Types                                     | 0              | 0                | 0                | 0                | 0              | 0                | 0                |
| Fuel Oil Types                                     | 0              | 0                | 0                | 0                | 0              | 0                | 0                |
| Canas Petrol Ürn. ve Gemicilik Tic. San. Ltd. Şti. | 0              | 0                | 155              | 0                | 0              | 0                | 0                |
| Diesel Types                                       | 0              | 0                | 155              | 0                | 0              | 0                | 0                |
| Gasoline Types                                     | 0              | 0                | 0                | 0                | 0              | 0                | 0                |
| Fuel Oil Types                                     | 0              | 0                | 0                | 0                | 0              | 0                | 0                |
| Diesel Types                                       | 365.392        | 517.172          | 402.677          | 361.660          | 411.319        | 422.956          | 386.320          |
| Gasoline Types                                     | 0              | 0                | 0                | 0                | 0              | 0                | 0                |
| Fuel Oil Types                                     | 571.755        | 1.289.761        | 682.534          | 747.817          | 530.745        | 682.953          | 945.483          |
| <b>General Total</b>                               | <b>937.147</b> | <b>1.806.933</b> | <b>1.085.211</b> | <b>1.109.477</b> | <b>942.064</b> | <b>1.105.909</b> | <b>1.331.803</b> |



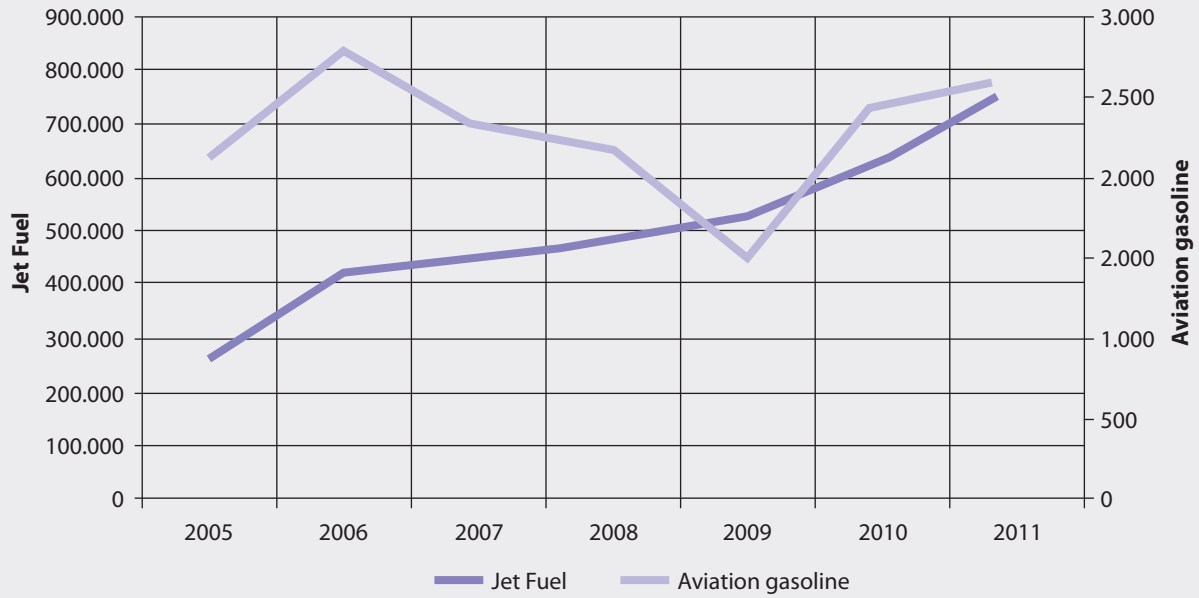
**Figure 2.28** Amounts of Marine Fuels Delivered Subject to Transit Regime between 2005-2011 (ton)

The marine fuels delivered subject to transit regime fluctuated between 2005-2011. 70% of the marine fuels delivered subject to transit regime consisted of fuel oil types while the rest was diesel types. Moreover, these products subject to transit regime were delivered mostly by bunker delivery license holders in the mentioned period. (Table 2.43).

**Table 2.44** Amounts of Aviation Fuels Delivered Domestically between 2005-2011 (with SCT and VAT) (ton)

|   | 2005    | 2006    | 2007    | 2008    | 2009    | 2010    | 2011    |
|---|---------|---------|---------|---------|---------|---------|---------|
| <b>OMV Petrol Ofisi A.Ş.</b>  | 266.691 | 403.092 | 414.684 | 416.324 | 416.768 | 354.863 | 204.707 |
| Jet Fuel  | 264.593 | 400.327 | 412.310 | 414.190 | 415.336 | 352.466 | 202.075 |
| Airplane Fuel   | 2.098   | 2.765   | 2.374   | 2.134   | 1.432   | 2.397   | 2.632   |
| <b>THY Opet Havacılık Yakıtları A.Ş.</b>                                      | 0       | 0       | 0       | 0       | 0       | 131.285 | 379.389 |
| Jet Fuel  | 0       | 0       | 0       | 0       | 0       | 131.285 | 379.389 |
| Airplane Fuel   | 0       | 0       | 0       | 0       | 0       | 0       | 0       |
| <b>İstanbul Sabiha Gökçen Uluslararası Havalimanı Yat. Yapım ve İşl. A.Ş.</b> | 0       | 0       | 0       | 29.545  | 68.816  | 104.197 | 76.566  |
| Jet Fuel  | 0       | 0       | 0       | 29.545  | 68.816  | 104.197 | 76.566  |
| Airplane Fuel   | 0       | 0       | 0       | 0       | 0       | 0       | 0       |
| <b>Mobil Oil Türk A.Ş.</b>  | 0       | 10.027  | 25.552  | 26.105  | 32.952  | 23.066  | 15.490  |
| Jet Fuel  | 0       | 10.027  | 25.552  | 26.105  | 32.952  | 23.066  | 15.490  |
| Airplane Fuel   | 0       | 0       | 0       | 0       | 0       | 0       | 0       |
| <b>Sun Havacılık Tic. Ltd. Şti.</b>   | 0       | 0       | 0       | 0       | 0       | 2.235   | 49.580  |
| Jet Fuel  | 0       | 0       | 0       | 0       | 0       | 2.235   | 49.580  |
| Airplane Fuel   | 0       | 0       | 0       | 0       | 0       | 0       | 0       |

|   |                |                |                |                |                |                |                |
|---|----------------|----------------|----------------|----------------|----------------|----------------|----------------|
| The Shell Company of Turkey Limited Türkiye Şubesi-Merkezi Londrada | 0              | 85             | 109            | 65             | 4.369          | 15.611         | 15.626         |
| Jet Fuel  | 0              | 85             | 109            | 65             | 4.369          | 15.611         | 15.626         |
| Airplane Fuel   | 0              | 0              | 0              | 0              | 0              | 0              | 0              |
| Güneydoğu Havacılık İşletmesi Ltd. Şti.                             | 0              | 0              | 1.450          | 1.498          | 3.498          | 2.542          | 2.386          |
| Jet Fuel  | 0              | 0              | 1.450          | 1.498          | 3.498          | 2.542          | 2.386          |
| Airplane Fuel   | 0              | 0              | 0              | 0              | 0              | 0              | 0              |
| F.S.D. Enerji Taşımacılık Pet. San. Dış Tic. A.Ş.                   | 0              | 0              | 0              | 0              | 0              | 0              | 9.603          |
| Jet Fuel  | 0              | 0              | 0              | 0              | 0              | 0              | 9.603          |
| Airplane Fuel   | 0              | 0              | 0              | 0              | 0              | 0              | 0              |
| BP Petrolleri A.Ş.  | 0              | 0              | 0              | 0              | 0              | 0              | 6.329          |
| Jet Fuel  | 0              | 0              | 0              | 0              | 0              | 0              | 6.329          |
| Airplane Fuel   | 0              | 0              | 0              | 0              | 0              | 0              | 0              |
| Tezer İnş. İhr. Tem. Gd. Mad. Nak. San. ve Tic. Ltd. Şti.           | 0              | 0              | 0              | 0              | 0              | 0              | 3.978          |
| Jet Fuel  | 0              | 0              | 0              | 0              | 0              | 0              | 3.978          |
| Airplane Fuel   | 0              | 0              | 0              | 0              | 0              | 0              | 0              |
| Lukoil Jet Yakıtı Dağıtım ve Ticaret Ltd. Şti.                      | 0              | 0              | 0              | 0              | 0              | 45             | 3.363          |
| Jet Fuel  | 0              | 0              | 0              | 0              | 0              | 45             | 3.363          |
| Airplane Fuel   | 0              | 0              | 0              | 0              | 0              | 0              | 0              |
| Parkoil Petrol Ürn. Taş. San. Tic. Ltd. Şti.                        | 0              | 0              | 0              | 0              | 1.453          | 1.671          | 0              |
| Jet Fuel  | 0              | 0              | 0              | 0              | 1.453          | 1.671          | 0              |
| Airplane Fuel   | 0              | 0              | 0              | 0              | 0              | 0              | 0              |
| Akpet Akaryakıt Dağ. A.Ş.   | 0              | 108            | 1.028          | 1.767          | 78             | 143            | 0              |
| Jet Fuel  | 0              | 108            | 1.028          | 1.767          | 78             | 143            | 0              |
| Airplane Fuel   | 0              | 0              | 0              | 0              | 0              | 0              | 0              |
| Mavi Hat Havacılık İşletmesi Tic. Ltd. Şti.                         | 0              | 0              | 0              | 0              | 0              | 0              | 193            |
| Jet Fuel  | 0              | 0              | 0              | 0              | 0              | 0              | 193            |
| Airplane Fuel   | 0              | 0              | 0              | 0              | 0              | 0              | 0              |
| Goldser Turizm Otelcilik ve Petrol San. ve Tic. A.Ş.                | 0              | 0              | 0              | 0              | 0              | 0              | 115            |
| Jet Fuel  | 0              | 0              | 0              | 0              | 0              | 0              | 115            |
| Airplane Fuel   | 0              | 0              | 0              | 0              | 0              | 0              | 0              |
| Batı Karadeniz Ak. Mad. Yağ, LPG San. Tic. Ltd. Şti.                | 0              | 0              | 0              | 0              | 2              | 38             | 44             |
| Jet Fuel  | 0              | 0              | 0              | 0              | 2              | 38             | 44             |
| Airplane Fuel   | 0              | 0              | 0              | 0              | 0              | 0              | 0              |
| Jet Fuel  | 264.593        | 410.547        | 440.449        | 473.170        | 526.504        | 633.299        | 764.737        |
| Airplane Fuel   | 2.098          | 2.765          | 2.374          | 2.134          | 1.432          | 2.397          | 2.632          |
| <b>Total</b>  | <b>266.691</b> | <b>413.312</b> | <b>442.823</b> | <b>475.304</b> | <b>527.936</b> | <b>635.696</b> | <b>767.369</b> |



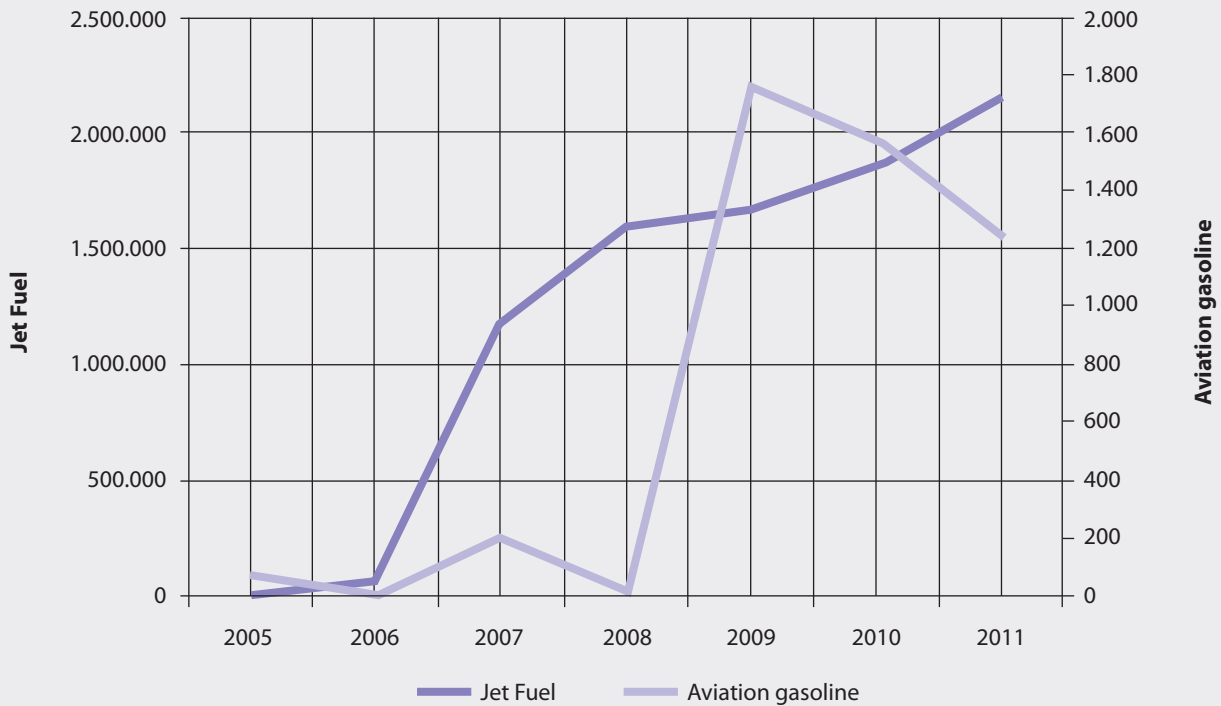
**Figure 2.29** Amounts of Aviation Fuels Delivered Domestically between 2005-2011 (with SCT and VAT) (ton)

It is observed that the amount of the aviation fuels delivered domestically increased continuously between 2005-2011. Since the SCT is cancelled out for these products according to the SCT Law, only VAT is paid for the domestic sale of these products. When the companies that deliver products to the aircrafts within this context are considered, it is observed that distributors holding a license including a bunker delivery sub-title are in the minority. (Table 2.44).

**Table 2.45** Aviation Fuels Exported between 2005-2011 (ton)

|  | 2005 | 2006   | 2007    | 2008      | 2009      | 2010      | 2011    |
|--|------|--------|---------|-----------|-----------|-----------|---------|
| <b>OMV Petrol Ofisi A.Ş.</b>                                       | 60   | 57.342 | 912.728 | 1.119.442 | 1.180.917 | 1.196.153 | 967.182 |
| Jet Fuel   | 0    | 57.342 | 912.520 | 1.119.442 | 1.179.156 | 1.194.581 | 965.937 |
| Airplane Fuel  | 60   | 0      | 208     | 0         | 1.761     | 1.572     | 1.245   |
| <b>THY Opet Havacılık Yakıtları A.Ş.</b>                           | 0    | 0      | 0       | 0         | 0         | 220.536   | 788.662 |
| Jet Fuel   | 0    | 0      | 0       | 0         | 0         | 220.536   | 788.662 |
| Airplane Fuel  | 0    | 0      | 0       | 0         | 0         | 0         | 0       |
| <b>The Shell Company of Turkey Ltd. Türkiye Şb.-Mrk. Londrada</b>  | 0    | 0      | 145.483 | 217.923   | 246.115   | 206.003   | 103.641 |
| Jet Fuel   | 0    | 0      | 145.483 | 217.923   | 246.115   | 206.003   | 103.641 |
| Airplane Fuel  | 0    | 0      | 0       | 0         | 0         | 0         | 0       |
| <b>Mobil Oil Türk A.Ş.</b>   | 0    | 0      | 125.159 | 147.455   | 100.436   | 69.689    | 56.891  |
| Jet Fuel   | 0    | 0      | 125.159 | 147.455   | 100.436   | 69.689    | 56.891  |
| Airplane Fuel  | 0    | 0      | 0       | 0         | 0         | 0         | 0       |
| <b>İstanbul Sabiha Gökçen Ulus. Hvlmn. Yat. Yapım ve İşl. A.Ş.</b> | 0    | 0      | 0       | 57.841    | 96.839    | 148.360   | 143.654 |
| Jet Fuel   | 0    | 0      | 0       | 57.841    | 96.839    | 148.360   | 143.654 |
| Airplane Fuel  | 0    | 0      | 0       | 0         | 0         | 0         | 0       |
| <b>BP Petrolleri A.Ş.</b>  | 0    | 0      | 0       | 0         | 0         | 0         | 72.662  |
| Jet Fuel   | 0    | 0      | 0       | 40.334    | 36.901    | 17.819    | 72.662  |
| Airplane Fuel  | 0    | 0      | 0       | 0         | 0         | 0         | 0       |

|  |           |               |                  |                  |                  |                  |                  |
|--|-----------|---------------|------------------|------------------|------------------|------------------|------------------|
| Lukoil Jet Yakıtı Dağıtım ve Tic. Ltd. Şti.          | 0         | 0             | 0                | 0                | 0                | 359              | 13.670           |
| Jet Fuel   | 0         | 0             | 0                | 0                | 0                | 359              | 13.670           |
| Airplane Fuel  | 0         | 0             | 0                | 0                | 0                | 0                | 0                |
| Opet Petrolcülük A.Ş.                                | 0         | 0             | 0                | 0                | 6.123            | 0                | 0                |
| Jet Fuel   | 0         | 0             | 0                | 0                | 6.123            | 0                | 0                |
| Airplane Fuel  | 0         | 0             | 0                | 0                | 0                | 0                | 0                |
| Sun Havacılık Ticaret Ltd. Şti.                      | 0         | 0             | 0                | 0                | 0                | 0                | 1.337            |
| Jet Fuel   | 0         | 0             | 0                | 0                | 0                | 0                | 1.337            |
| Airplane Fuel  | 0         | 0             | 0                | 0                | 0                | 0                | 0                |
| Akpet Akaryakıt Dağıtım A.Ş.                         | 0         | 0             | 0                | 0                | 928              | 39               | 0                |
| Jet Fuel   | 0         | 0             | 0                | 0                | 928              | 39               | 0                |
| Airplane Fuel  | 0         | 0             | 0                | 0                | 0                | 0                | 0                |
| Batı Karadeniz Ak. Mad. Yağ. LPG San. Tic. Ltd. Şti. | 0         | 0             | 0                | 0                | 0                | 587              | 290              |
| Jet Fuel   | 0         | 0             | 0                | 0                | 0                | 587              | 290              |
| Airplane Fuel  | 0         | 0             | 0                | 0                | 0                | 0                | 0                |
| Jet Fuel   | 0         | 57.342        | 1.183.162        | 1.582.995        | 1.666.498        | 1.857.973        | 2.146.744        |
| Airplane Fuel  | 60        | 0             | 208              | 0                | 1.761            | 1.572            | 1.245            |
| <b>Total</b>   | <b>60</b> | <b>57.342</b> | <b>1.183.370</b> | <b>1.582.995</b> | <b>1.668.259</b> | <b>1.859.545</b> | <b>2.147.989</b> |

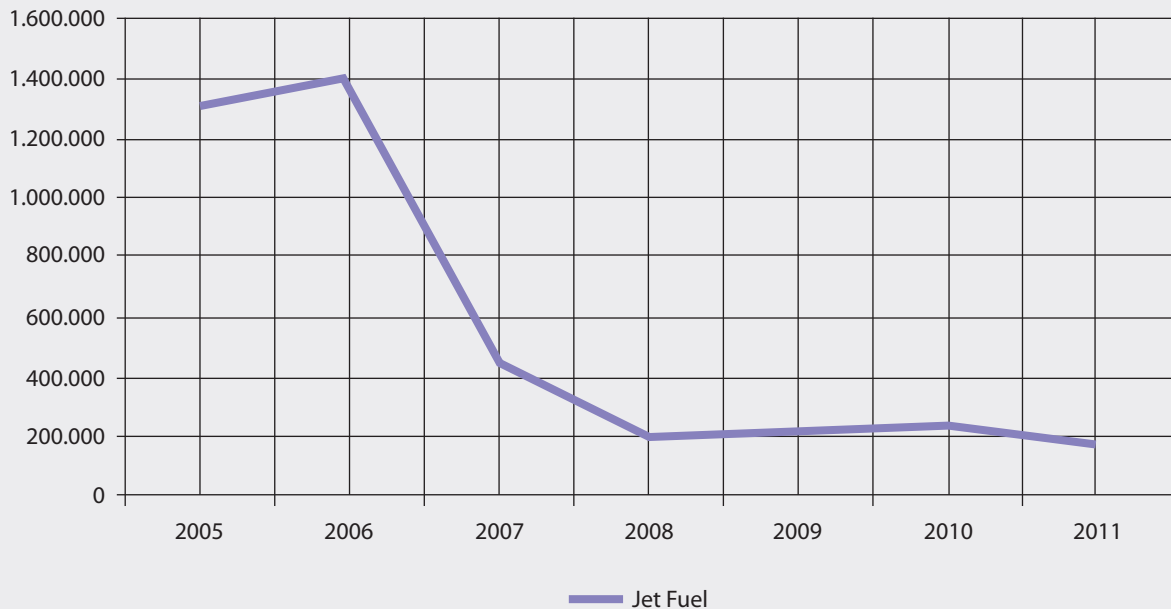


**Figure 2.30** Amounts of Aviation Fuels exported between 2005-2011 (ton)

It is observed that the amount of aviation fuels exported increased continuously between 2005-2011. Nearly 82% of the export was carried out by only two companies. (Table 2.45).

**Table 2.46** Aviation Fuels Delivered Subject to Transit Regime Between 2005-2011 (ton)

|   | 2005             | 2006             | 2007           | 2008           | 2009           | 2010           | 2011           |
|---|------------------|------------------|----------------|----------------|----------------|----------------|----------------|
| OMV Petrol Ofisi A.Ş.                                     | 826.936          | 975.438          | 169.478        | 679            | 30.016         | 0              | 0              |
| Jet Fuel  | 826.936          | 975.438          | 169.478        | 679            | 30.016         | 0              | 0              |
| Airplane Fuel   | 0                | 0                | 0              | 0              | 0              | 0              | 0              |
| Mobil Oil Türk A.Ş.                                       | 225.580          | 194.711          | 148.769        | 137.830        | 88.645         | 44.703         | 67.551         |
| Jet Fuel  | 225.580          | 194.700          | 148.769        | 137.830        | 88.645         | 44.703         | 67.551         |
| Airplane Fuel   | 0                | 11               | 0              | 0              | 0              | 0              | 0              |
| The Shell Comp. of Turkey Ltd. Türkiye Şb.-Mrkz. Londrada | 140.403          | 163.976          | 75.539         | 32.468         | 64.052         | 124.150        | 101.674        |
| Jet Fuel  | 140.403          | 163.976          | 75.539         | 32.468         | 64.052         | 124.150        | 101.674        |
| Airplane Fuel   | 0                | 0                | 0              | 0              | 0              | 0              | 0              |
| BP Petrolleri A.Ş.  | 117.145          | 84.878           | 74.037         | 19.095         | 20.924         | 68.700         | 6.839          |
| Jet Fuel  | 117.145          | 84.878           | 74.037         | 19.095         | 20.924         | 68.700         | 6.839          |
| Airplane Fuel   | 0                | 0                | 0              | 0              | 0              | 0              | 0              |
| THY Opet Havacılık Yakıtları A.Ş.                         | 0                | 0                | 0              | 0              | 0              | 5.320          | 3.769          |
| Jet Fuel  | 0                | 0                | 0              | 0              | 0              | 5.320          | 3.769          |
| Airplane Fuel   | 0                | 0                | 0              | 0              | 0              | 0              | 0              |
| Jet Fuel  | 1.310.064        | 1.418.992        | 467.823        | 190.072        | 203.637        | 242.873        | 179.833        |
| Airplane Fuel   | 0                | 11               | 0              | 0              | 0              | 0              | 0              |
| <b>Total</b>  | <b>1.310.064</b> | <b>1.419.003</b> | <b>467.823</b> | <b>190.072</b> | <b>203.637</b> | <b>242.873</b> | <b>179.833</b> |


**Figure 2.31** Amounts of Aviation Fuels Delivered Subject to Transit Regime between 2005-2011 (ton)

It is observed that the amount of aviation fuels delivered subject to transit regime decreased continuously between 2005-2011. Jet fuel constituted a large proportion of the deliveries. (Table 2.46).

## 2.5 Vendor Activities

License activities of vendors with Fuel and Bunker sub-titles are provided below.

**Table 2.47** Vendor License Activities (Unit)

|  | With stations |               |               | Without stations |              |            |
|--|---------------|---------------|---------------|------------------|--------------|------------|
|  | 2009          | 2010          | 2011          | 2009             | 2010         | 2011       |
| Applications                           | 1.414         | 1.437         | 1.420         | 73               | 182          | 67         |
| Licenses Issued                        | 1.383         | 1.386         | 1.396         | 69               | 180          | 61         |
| Licenses Expired / Terminated          | 1.007         | 1.192         | 1.935         | 246              | 1.351        | 697        |
| <b>Licenses by the end of the year</b> | <b>12.693</b> | <b>12.887</b> | <b>12.348</b> | <b>2.358</b>     | <b>1.187</b> | <b>551</b> |

57 licenses issued in 2011 were either terminated or cancelled in the same year.

By the end of 2011, the number of village pumps registered to the vendor licenses was 1362 and the number of agricultural sale tankers was 1615.

In 2011, 39 vendors changed their distributors twice and 2 vendors changed their distributors three times. The licenses of 2 of the mentioned vendors were terminated as they failed to submit the new contracts to the Authority.

**Table 2.48** Vendor Changes among Distribitor Licence Holders in 2011

|                        | Parkoil    | OMV PO    | Termopet  | Aytemiz   | VTM       | Balpet    | Kadooğlu  | Milan     | RMG       | Turkuaz   | Kaleli    | Starpet   | Türkoil   | Lukoil    | TP        | Uluslararası | Ozan      | Raman     | Birleşik  | Can Aslan | Opet      | BP        | Meram     |
|------------------------|------------|-----------|-----------|-----------|-----------|-----------|-----------|-----------|-----------|-----------|-----------|-----------|-----------|-----------|-----------|--------------|-----------|-----------|-----------|-----------|-----------|-----------|-----------|
| OMV PO                 | 2          |           |           | 17        | 2         | 7         | 4         | 9         | 1         | 2         | 5         | 1         | 4         | 1         | 6         |              | 3         | 3         | 1         |           | 4         | 4         |           |
| Erk                    |            | 45        |           |           | 1         | 2         |           | 1         |           | 2         | 1         |           | 2         |           | 2         |              |           |           |           | 1         | 1         |           |           |
| Akpet                  | 6          | 1         | 2         | 1         | 3         | 3         | 1         |           | 2         |           | 2         | 1         | 2         | 18        |           | 1            | 1         | 1         | 2         | 1         | 1         |           | 3         |
| Balpet                 | 9          |           | 2         | 2         | 2         |           | 1         | 4         | 1         | 1         | 1         | 3         | 3         |           |           | 3            | 1         | 1         | 3         | 2         | 1         |           |           |
| Can Aslan              | 12         |           | 2         | 1         | 5         | 1         | 1         |           | 8         | 1         |           | 4         | 1         |           | 1         | 1            |           | 1         | 1         |           |           |           | 1         |
| Kadooğlu               | 15         |           | 1         |           | 1         | 2         |           | 1         | 1         | 3         | 1         |           | 5         |           |           |              |           | 3         | 1         | 1         |           |           | 1         |
| Shell&Turcas           |            | 6         |           | 4         | 1         | 1         | 1         | 2         |           | 2         |           |           |           | 3         | 1         |              |           |           |           |           | 1         | 4         |           |
| Enerji                 | 5          |           | 4         |           | 1         |           | 1         |           | 2         | 2         | 3         | 3         | 1         |           | 4         | 1            |           | 2         |           | 2         | 1         |           |           |
| Milan                  | 2          | 1         | 3         |           | 2         |           | 2         | 1         |           | 1         | 1         | 1         | 2         |           |           | 2            |           | 1         |           |           | 1         | 2         | 2         |
| Türkoil                | 19         |           | 1         |           | 2         |           |           |           | 2         |           |           | 1         |           |           |           |              |           | 1         | 3         | 1         |           |           |           |
| Starpet                | 7          |           | 3         | 1         | 3         | 2         | 1         | 3         |           | 1         |           |           | 1         |           | 2         | 1            | 1         |           |           | 1         | 1         |           |           |
| Teco                   | 5          |           | 4         | 1         | 2         | 2         | 1         | 1         | 2         | 2         | 2         | 2         |           |           |           | 1            | 4         |           | 3         |           |           |           |           |
| Birleşik               | 4          | 1         | 10        |           |           |           | 1         |           | 3         | 1         |           |           |           |           |           | 1            |           | 2         |           | 2         |           |           | 2         |
| Opet                   |            | 1         | 1         | 3         | 2         |           | 3         | 1         |           | 1         |           |           | 1         | 1         | 1         |              |           |           |           | 3         |           | 1         |           |
| Eropet                 | 3          |           | 1         | 1         | 1         | 5         | 2         | 3         | 2         | 1         | 1         | 1         | 1         |           |           | 1            |           | 2         |           | 1         |           |           |           |
| Kaleli                 | 4          |           | 2         | 1         | 1         | 1         |           |           |           | 2         |           | 2         | 1         |           | 2         |              | 4         |           | 1         |           |           |           |           |
| Makro                  | 1          | 1         | 1         | 4         | 1         | 1         | 2         |           |           |           |           | 1         |           | 1         |           |              |           |           |           |           | 3         |           |           |
| Ozan                   | 2          |           | 2         |           |           | 1         |           |           |           | 1         | 3         |           |           |           |           | 2            |           |           |           |           |           |           | 2         |
| Siyam                  |            |           | 2         |           | 1         | 2         | 2         | 1         |           | 2         | 1         | 1         | 1         |           | 1         | 1            | 1         |           |           |           |           | 1         |           |
| Termopet               |            |           |           | 1         | 3         | 1         |           |           |           |           | 3         | 1         |           | 1         |           | 1            | 3         | 2         |           |           |           |           |           |
| N-PET                  | 4          |           | 2         | 1         | 1         | 2         | 1         |           | 1         |           |           | 1         |           |           |           |              |           | 1         | 1         |           |           |           | 1         |
| Pet-Line               | 3          | 1         |           |           |           |           | 4         |           |           |           |           | 1         |           |           |           | 1            |           |           | 1         |           |           | 2         |           |
| Raman                  | 6          |           |           |           | 2         |           | 1         | 1         |           | 2         |           | 1         |           |           |           |              |           |           | 1         | 1         |           |           | 1         |
| Turkuaz                |            |           | 2         | 2         | 1         |           |           |           |           |           | 2         | 1         |           |           |           | 2            | 1         |           |           |           |           |           |           |
| Parkoil                |            |           | 1         |           | 1         | 1         | 1         |           | 1         | 1         |           |           |           |           |           | 2            |           | 1         | 2         |           |           |           | 1         |
| BP                     |            | 1         | 1         |           |           |           | 1         |           |           |           |           |           |           |           | 1         |              |           |           |           |           |           |           |           |
| Total                  |            |           |           | 5         |           |           |           | 1         |           |           |           | 1         |           |           |           |              | 1         |           |           |           |           |           |           |
| Ülke                   | 1          |           |           |           |           |           |           |           |           | 1         |           |           |           |           |           |              | 1         |           |           | 2         |           |           |           |
| VTM                    |            |           | 2         | 1         |           |           |           |           |           |           | 1         |           |           |           |           |              |           |           |           | 1         |           |           | 1         |
| Aytemiz                |            |           |           |           |           |           | 1         |           | 1         |           |           |           |           |           |           | 1            |           |           |           |           | 1         |           |           |
| Altınbaş               |            | 1         |           |           |           |           | 1         | 1         |           |           |           |           |           |           |           |              |           |           |           |           | 1         |           |           |
| Link                   |            |           |           | 1         | 1         |           | 2         |           |           |           |           |           |           |           |           |              |           |           |           |           |           |           |           |
| Meram                  | 1          |           |           |           |           |           |           |           |           |           |           |           |           |           |           | 1            |           | 1         |           |           |           |           |           |
| RMG                    | 1          |           | 1         |           |           |           |           |           |           |           |           |           |           |           |           |              |           |           |           |           |           |           |           |
| Goldser                | 2          |           |           |           |           |           |           |           | 1         |           |           |           | 1         |           |           |              |           |           |           |           |           |           |           |
| Yalçinkaya             | 2          |           | 1         |           |           |           |           |           |           |           |           |           |           |           |           |              |           |           |           |           |           |           |           |
| Damla Oil              | 1          |           |           |           |           |           |           |           |           |           |           |           |           |           | 1         |              |           |           |           |           |           |           |           |
| Delta                  | 1          |           |           |           |           |           |           |           |           | 1         | 1         |           |           |           |           |              |           |           |           |           |           |           |           |
| Güvengaz               | 1          |           |           |           |           |           |           |           |           |           |           |           |           |           | 1         |              |           |           |           |           |           |           |           |
| Lukoil                 |            |           |           |           |           |           |           |           |           |           |           |           |           |           |           |              |           |           |           |           |           | 1         |           |
| Cen                    |            |           |           |           |           |           |           |           |           |           |           |           |           |           |           |              |           |           |           |           |           |           |           |
| Damla Petrol           |            |           |           |           |           |           |           |           |           |           |           |           |           |           |           |              |           |           |           |           |           |           |           |
| Gören                  |            |           |           |           |           | 1         |           |           |           |           |           |           |           |           |           |              |           |           |           |           |           |           |           |
| MMG                    |            |           |           |           |           |           |           |           | 1         |           |           |           |           |           |           |              |           |           |           |           |           |           |           |
| Orsan                  |            |           |           |           |           |           |           |           |           |           |           |           |           |           |           |              |           |           |           |           |           |           |           |
| Pars                   |            |           |           |           |           | 1         |           |           |           |           |           |           |           |           |           |              |           |           |           |           |           |           |           |
| Pasifik                |            |           |           |           |           |           |           |           |           |           |           |           |           |           |           |              | 1         |           |           |           |           |           |           |
| TP                     |            |           |           |           |           |           |           |           |           |           |           |           |           |           |           |              |           |           |           |           |           |           |           |
| <b>Increased Total</b> | <b>119</b> | <b>59</b> | <b>51</b> | <b>47</b> | <b>40</b> | <b>36</b> | <b>35</b> | <b>30</b> | <b>29</b> | <b>29</b> | <b>28</b> | <b>28</b> | <b>26</b> | <b>25</b> | <b>23</b> | <b>23</b>    | <b>22</b> | <b>22</b> | <b>20</b> | <b>19</b> | <b>16</b> | <b>15</b> | <b>15</b> |

Number of vendors

| Pet-Line | Shell & Turcas | Teco | Enerji | Siyam | Total | N-PET | Altınbaş | Asya | Makro | Antoil | Eropet | Goldser | Cen | Pasifik | Damla Oil | Bospet | Erk | Gören | Link | Akpet | İztaş | Pars | Kaybedilen Toplam |
|----------|----------------|------|--------|-------|-------|-------|----------|------|-------|--------|--------|---------|-----|---------|-----------|--------|-----|-------|------|-------|-------|------|-------------------|
| 1        | 3              | 5    | 1      | 1     | 1     | 1     | 2        | 1    |       | 1      |        |         | 1   |         |           | 1      | 2   |       |      |       |       |      | 97                |
| 1        |                | 1    |        |       |       |       |          |      | 1     |        | 1      |         |     |         |           |        |     |       |      |       |       |      | 62                |
|          | 1              |      |        | 1     |       | 1     | 1        |      | 1     |        | 1      |         |     |         |           |        |     |       |      |       |       |      | 58                |
| 2        | 1              | 1    |        |       |       |       | 2        |      |       | 1      | 1      |         |     |         |           |        |     |       |      |       |       |      | 48                |
|          |                |      |        | 1     |       |       |          |      | 1     |        |        |         |     |         |           |        |     |       |      |       |       |      | 43                |
|          |                |      | 3      |       | 1     |       |          |      |       | 2      |        |         |     |         |           |        |     |       |      |       |       |      | 42                |
| 2        |                |      | 1      |       | 2     |       | 1        | 4    | 1     | 1      |        |         |     |         | 1         |        |     |       |      |       |       |      | 39                |
| 1        |                | 1    |        |       |       | 2     |          |      |       |        |        |         |     |         |           |        |     |       |      |       |       |      | 36                |
|          | 3              | 3    |        | 4     | 1     |       |          |      | 1     |        |        |         |     |         |           |        |     |       |      |       |       |      | 36                |
|          | 1              |      | 1      |       |       | 1     |          |      |       |        |        | 2       |     |         |           |        |     |       |      |       |       |      | 35                |
|          | 1              | 1    |        |       |       |       | 1        |      |       |        | 2      |         |     |         | 1         |        |     |       |      |       |       |      | 34                |
|          |                |      | 1      | 1     |       |       |          |      |       |        |        |         |     |         |           |        |     |       |      |       |       |      | 34                |
| 1        |                |      |        | 1     |       |       |          |      |       |        |        |         |     | 1       |           |        |     | 1     |      |       |       |      | 31                |
|          | 3              |      |        | 1     | 3     |       |          | 1    |       |        |        |         | 2   |         |           |        |     |       |      |       |       |      | 29                |
|          |                |      |        |       |       |       |          |      |       |        |        |         |     |         |           |        |     |       |      |       |       |      | 26                |
| 1        |                | 1    | 2      |       |       | 1     |          |      |       |        |        |         |     |         |           |        |     |       |      |       |       |      | 26                |
|          |                |      |        |       |       |       |          |      |       |        |        |         |     |         | 5         | 1      |     |       |      |       |       |      | 22                |
|          | 1              |      | 1      |       | 1     | 1     |          |      | 1     |        | 1      |         | 3   |         |           |        |     |       |      |       |       |      | 21                |
|          |                | 1    |        | 1     |       | 1     | 1        |      | 1     |        |        |         |     |         |           |        |     |       |      | 1     |       |      | 21                |
|          |                |      | 1      |       |       |       |          |      |       | 1      |        | 1       |     |         |           |        |     |       |      |       |       |      | 18                |
|          |                |      |        | 1     |       |       |          |      |       |        |        | 1       |     |         |           | 1      |     |       |      |       |       |      | 16                |
|          |                |      |        |       |       |       |          |      |       |        |        |         |     |         |           |        |     |       |      |       |       |      | 16                |
| 2        |                |      |        | 1     |       |       |          |      |       |        |        |         |     |         | 1         |        |     |       | 1    |       |       |      | 16                |
|          |                | 1    |        |       |       |       |          |      |       |        |        |         |     |         |           |        |     |       |      |       |       |      | 13                |
| 2        |                |      |        |       | 3     |       |          | 2    |       |        | 1      |         |     |         |           |        |     |       |      |       |       |      | 12                |
|          | 1              |      | 1      |       |       |       |          |      | 1     |        |        |         |     |         |           |        |     |       |      |       |       |      | 11                |
|          |                |      |        | 1     |       |       |          |      |       |        |        | 1       |     |         |           |        |     |       |      |       |       |      | 7                 |
|          |                |      | 1      |       |       |       |          |      |       |        |        |         |     |         |           |        |     |       |      |       |       |      | 7                 |
|          |                |      |        |       |       |       |          | 1    |       | 1      |        |         |     |         |           |        |     |       |      |       |       |      | 6                 |
|          |                |      |        |       |       |       |          |      |       |        |        |         |     |         |           |        |     |       |      |       |       | 1    | 5                 |
|          |                |      |        | 1     |       |       |          |      |       |        |        |         |     |         |           |        |     |       |      |       |       |      | 5                 |
|          |                |      |        |       |       | 1     |          |      |       |        |        |         |     |         |           |        |     | 1     |      |       |       |      | 5                 |
|          |                |      |        |       |       | 1     |          |      |       |        |        | 1       |     |         |           |        |     |       |      | 1     |       |      | 5                 |
|          |                |      |        |       |       |       |          |      |       |        |        |         |     |         |           |        |     |       |      |       |       |      | 4                 |
| 1        |                |      |        |       |       |       |          |      |       |        |        |         |     |         |           |        |     |       |      |       |       |      | 4                 |
|          |                |      |        |       |       |       |          |      |       |        |        |         |     |         |           |        |     |       |      |       |       |      | 2                 |
|          |                |      |        |       |       |       |          |      |       |        |        |         |     |         |           |        |     |       |      |       |       |      | 2                 |
|          |                |      |        |       |       |       | 1        |      |       |        |        |         |     |         |           |        |     |       |      |       |       |      | 2                 |
|          |                |      |        |       |       |       |          |      |       |        |        |         |     |         |           |        |     |       |      |       |       | 1    | 1                 |
|          |                |      |        |       |       |       |          |      |       |        |        |         |     |         | 1         |        |     |       |      |       |       |      | 1                 |
|          |                |      |        |       |       |       |          |      |       |        |        |         |     |         |           |        |     |       |      |       |       |      | 1                 |
|          |                |      |        |       |       |       |          |      |       |        |        |         |     |         |           |        |     |       |      |       |       |      | 1                 |
|          |                |      |        |       |       |       |          |      |       |        |        |         |     |         |           |        |     |       |      |       |       |      | 1                 |
| 1        |                |      |        |       |       |       |          |      |       |        |        |         |     |         |           |        |     |       |      |       |       |      | 1                 |
| 15       | 15             | 15   | 14     | 14    | 12    | 11    | 9        | 9    | 8     | 7      | 7      | 7       | 6   | 6       | 5         | 2      | 2   | 2     | 2    | 1     | 1     | 1    | 928               |

Number of vendors decreased

increased

**Table 2.49** Vendor License Statistics in 2011

| Cities         | Vendor Licenses by the end of 2011 |                  |               |                  | Vendor Licenses issued in 2011 |               |                  |               | Distributor Changes in 2011 |               |               |                  |               |                  |
|----------------|------------------------------------|------------------|---------------|------------------|--------------------------------|---------------|------------------|---------------|-----------------------------|---------------|---------------|------------------|---------------|------------------|
|                | Fuel                               |                  | Bunker        |                  | General Total                  | Fuel          |                  | Bunker        |                             | General Total | Fuel          |                  | Bunker        |                  |
|                | With Stations                      | Without Stations | With Stations | Without Stations |                                | With Stations | Without Stations | With Stations | Without Stations            |               | With Stations | Without Stations | With Stations | Without Stations |
| Adana          | 306                                | 8                |               |                  | 314                            | 24            | 3                |               |                             | 27            | 13            | 1                |               | 14               |
| Adiyaman       | 137                                | 1                |               |                  | 138                            | 13            |                  |               |                             | 13            | 17            |                  |               | 17               |
| Afyonkarahisar | 254                                | 2                |               |                  | 256                            | 39            | 1                |               |                             | 40            | 14            |                  |               | 14               |
| Ağrı           | 75                                 |                  |               |                  | 75                             | 8             |                  |               |                             | 8             | 16            |                  |               | 16               |
| Aksaray        | 168                                |                  |               |                  | 168                            | 16            |                  |               |                             | 16            | 29            |                  |               | 29               |
| Amasya         | 104                                |                  |               |                  | 104                            | 14            |                  |               |                             | 14            | 13            |                  |               | 13               |
| Ankara         | 515                                | 71               | 1             |                  | 587                            | 68            | 8                | 1             |                             | 77            | 35            | 3                |               | 38               |
| Antalya        | 389                                | 11               | 3             |                  | 403                            | 35            | 2                | 1             |                             | 38            | 17            |                  |               | 17               |
| Ardahan        | 30                                 |                  |               |                  | 30                             | 4             |                  |               |                             | 4             | 5             |                  |               | 5                |
| Artvin         | 23                                 | 2                |               |                  | 25                             | 2             |                  |               |                             | 2             |               |                  |               | 0                |
| Aydın          | 233                                | 2                | 1             |                  | 236                            | 34            |                  |               |                             | 34            | 14            |                  |               | 14               |
| Balıkesir      | 300                                | 8                | 1             |                  | 309                            | 34            |                  |               |                             | 34            | 17            |                  |               | 17               |
| Bartın         | 27                                 |                  |               |                  | 27                             | 3             |                  |               |                             | 3             | 2             |                  |               | 2                |
| Batman         | 85                                 | 34               |               |                  | 119                            | 5             | 7                |               |                             | 12            | 8             | 1                |               | 9                |
| Bayburt        | 15                                 |                  |               |                  | 15                             |               |                  |               |                             | 0             | 1             |                  |               | 1                |
| Bilecik        | 57                                 |                  |               |                  | 57                             | 8             |                  |               |                             | 8             | 5             |                  |               | 5                |
| Bingöl         | 33                                 |                  |               |                  | 33                             |               |                  |               |                             | 0             | 2             |                  |               | 2                |
| Bitlis         | 47                                 |                  |               |                  | 47                             | 8             |                  |               |                             | 8             | 6             |                  |               | 6                |
| Bolu           | 103                                | 1                |               |                  | 104                            | 22            |                  |               |                             | 22            | 6             |                  |               | 6                |
| Burdur         | 112                                |                  |               |                  | 112                            | 9             |                  |               |                             | 9             | 8             |                  |               | 8                |
| Bursa          | 344                                | 16               |               |                  | 360                            | 28            | 1                |               |                             | 29            | 18            | 2                |               | 20               |
| Çanakkale      | 143                                | 1                | 2             |                  | 146                            | 11            |                  | 1             |                             | 12            | 8             |                  |               | 8                |
| Çankırı        | 63                                 |                  |               |                  | 63                             | 10            |                  |               |                             | 10            | 3             |                  |               | 3                |
| Çorum          | 158                                | 1                | 1             |                  | 160                            | 17            |                  | 1             |                             | 18            | 10            |                  |               | 10               |
| Denizli        | 227                                | 8                |               |                  | 235                            | 29            | 1                |               |                             | 30            | 10            |                  |               | 10               |
| Diyarbakır     | 191                                | 13               |               |                  | 204                            | 23            | 3                |               |                             | 26            | 17            |                  |               | 17               |
| Düzce          | 89                                 |                  |               |                  | 89                             | 14            |                  |               |                             | 14            | 7             |                  |               | 7                |
| Edirne         | 142                                |                  |               |                  | 142                            | 17            |                  |               |                             | 17            | 8             |                  |               | 8                |
| Elazığ         | 106                                | 3                |               |                  | 109                            | 10            | 2                |               |                             | 12            | 2             |                  |               | 2                |
| Erzincan       | 47                                 |                  |               |                  | 47                             | 4             |                  |               |                             | 4             | 5             |                  |               | 5                |
| Erzurum        | 143                                | 1                |               |                  | 144                            | 20            |                  |               |                             | 20            | 7             |                  |               | 7                |
| Eskişehir      | 145                                | 3                |               |                  | 148                            | 19            | 1                |               |                             | 20            | 8             |                  |               | 8                |
| Gaziantep      | 218                                | 22               |               |                  | 240                            | 20            | 3                |               |                             | 23            | 22            |                  |               | 22               |
| Giresun        | 67                                 |                  |               |                  | 67                             | 4             |                  |               |                             | 4             | 3             |                  |               | 3                |
| Gümüşhane      | 24                                 |                  |               |                  | 24                             | 1             |                  |               |                             | 1             | 4             |                  |               | 4                |
| Hakkari        | 11                                 |                  |               |                  | 11                             | 2             |                  |               |                             | 2             | 1             |                  |               | 1                |
| Hatay          | 233                                | 13               |               |                  | 246                            | 16            | 3                |               |                             | 19            | 20            |                  |               | 20               |



## 2.6 Eligible User Activities

Data regarding eligible user license activities is presented in Table 2.50.

**Table 2.50** Eligible User License Activities (Unit)

|  | 2009      | 2010      | 2011      |
|--|-----------|-----------|-----------|
| Applications                           | 31        | 22        | 21        |
| Licenses Issued                        | 28        | 16        | 16        |
| Licenses Expired / Terminated          | 20        | 24        | 20        |
| <b>Licenses by the end of the year</b> | <b>68</b> | <b>60</b> | <b>56</b> |

## 2.7 Lube Oil Activities

**Table 2.51** Lube Oil License Activities (Unit)

|  | 2009       | 2010       | 2011       |
|--|------------|------------|------------|
| Applications                           | 52         | 129        | 72         |
| Licenses Issued                        | 28         | 123        | 67         |
| Licenses Expired / Terminated          | 41         | 47         | 25         |
| <b>Licenses by the end of the year</b> | <b>192</b> | <b>268</b> | <b>310</b> |

By the end of 2010, 16 out of 268 licenses pertained to waste oil recovery activities. 7 waste oil recovery licences were terminated or cancelled in 2010. 13 lube oil license applications were made in 2010 in order to carry out waste oil recovery activities.

By the end of 2011, 19 out of 310 licenses pertained to waste oil recovery activities. 6 waste oil recovery licences were terminated or cancelled in 2011. 5 lube oil license applications were made in 2011 in order to carry out waste oil recovery activities. The mentioned applications were accepted and issued a license. The difference compared to the previous year resulted from the license amendments.

By the end of 2010, 9 distributor licences included lube oil sub-titles. 2 lube oil sub-titles were registered to distributor licenses and there were no distributor licenses whose lube oil sub-title expired or was cancelled in 2010.

By the end of 2011, 9 distributor licences included lube oil sub-titles. In 2011, 1 application was made to register lube oil sub-title to the distributor license and lubeoil sub-title was registered to the distributor license in the mentioned year. There was only 1 distributor license whose lube oil sub-title was cancelled or expired.

**Table 2.52** Production Capacities of Lube Oil License Holders (ton)

|          | 2009      | 2010      | 2011      |
|----------|-----------|-----------|-----------|
| Capacity | 3.506.919 | 4.370.000 | 5.163.046 |

The capacities presented in Table 2.52 include license holders who carry out waste oil recovery activities and the total production capacity of these facilities by the end of 2011 was 156.108 tons. By the end of 2010, the total production capacity of these facilities was 206.017 tons.

The total capacity of lube oil production registered in the sub-title of the distributor licenses was 525.512 tons by the end of 2010. The mentioned capacity was 372.383 tons by the end of 2011.

In 2010 85.598 tons and in 2011 86.698 tons of this capacity was provided by individual lube oil licence holders. As a result, the total capacity of distributor license holders with lube oil production facilities was 285.685 tons in 2011.

The lube oil production, import and export amounts based on the figures declared to the Authority are presented in Table 2.53. According to this, import and export amounts were close to each other and lube oil production totaled 536.184 tons.

**Table 2.53** Lube Oil Activities in 2011\*

| No                   | Product Definition   | Production (ton) | Import (ton)   | Export (ton)   |
|----------------------|--|------------------|----------------|----------------|
| 2710.19.81.00.00     | Motor Oils, Compressor Lubricants, Turbine Lubricants                            | 42.758           | 20.969         | 100.933        |
| 2710.19.83.00.00     | Liquid Oils for Hydraulic Use  | 36.608           | 3.529          | 13.711         |
| 2710.19.85.00.00     | White Oils, Liquid Paraffin  | 494              | 22.929         | 1.416          |
| 2710.19.87.00.00     | Gear lubes   | 33.402           | 5.280          | 8.468          |
| 2710.19.91.00.00     | Compounds for Metal Processing, Shaping lubes, Special friction preventing lubes | 5.753            | 2.306          | 764            |
| 2710.19.93.00.00     | Lubes for electrical isolation   | 10.873           | 30.954         | 913            |
| 2710.19.99.00.25     | Other Lube Oils  | 30.757           | 20.592         | 12.698         |
| 3403.11.00.00.00     | Lubes and additives for textile industry   | 48.191           | 4.434          | 550            |
| 3403.19.10.00.00     | Lubes containing min 70% of lube or bituminous oils                              | 222.960          | 1.411          | 1.628          |
| 3403.19.90.00.00     | Others   | 58.464           | 15.918         | 2.170          |
| 3403.91.00.00.00     | Lubes and additives for textile industry   | 12.119           | 11.822         | 743            |
| 3403.99.00.00.00     | Others   | 33.807           | 11.049         | 1.370          |
| <b>General Total</b> |  | <b>536.184</b>   | <b>151.193</b> | <b>145.364</b> |

\* Production figures include the production amounts of Lube Oil License Holders and Distributors with Lube Oil Subtitle. Import and Export figures include the activities of those who do not hold a license

Amendments pertaining to issues such as the production and packaging of lube oil were made with the Communiqué Pertaining to Packing and Marketing of Mineral Oils. In accordance with the provision “Lube oil license holders cannot produce lube oil in a facility other than the facility within the scope of the license. However, the productions that are not within the scope of this clause can be carried out with permission and according to the procedures and principles set by the Authority” in the 3<sup>rd</sup> clause of Article 11 of this Communiqué, the principles and procedures pertaining to the issue were set with the Board Decision dated 28/04/2011 and numbered 3195-11. According to this, the “distributor license holders who carry out activities registered in the lube oil sub-title and lube oil license holders” are authorized to produce lube oil for the “distributor license holders, industrialists and original equipment manufacturers (OEM)” as subcontractors. In order to be able to carry out these activities, they need to make an application to the Authority submitting the documents stated in the 2<sup>nd</sup> Article of the Board Decision numbered 3195-11. However, the licenses issued prior to the Board Decision mentioned are excluded from this practice.

A Communiqué Pertaining to Packing and Marketing of Mineral Oils was published within the framework of the legislation pertaining to lube oils and it was amended twice based on the comments received. In terms of mineral oil licence applications, the amendment published in the Official Gazette dated 10/08/2011 and numbered 28021 introduces the requirement for mineral oil licences to include a submission of the capacity report to the Energy Market Regulatory Authority evidencing a minimum production competence point of 50 per cent. This requirement was set as it is considered that this point system will create a more measurable and trackable structure and encourage licence holders to improve laboratory facilities and product range in order to meet the criteria for the required points.

## 2.8 Storage Activities

Table 2.54 presents storage license activities in the last three years.

**Table 2.54** Storage License Activities (Unit)

|  | 2009      | 2010       | 2011       |
|--|-----------|------------|------------|
| Applications                           | 6         | 41         | 9          |
| Licenses Issued                        | 9         | 28         | 6          |
| Licenses Expired / Terminated          | 5         | 8          | 6          |
| <b>Licenses by the end of the year</b> | <b>82</b> | <b>102</b> | <b>102</b> |

**Table 2.55 Storage Licenses and Storage Capacities by the end of 2011**

| License No        | Company  | City       | Date Issued | Period | Number of Tankers | Total Capacity (m <sup>3</sup> ) | Number of Warehouses | Warehouse Capacity (m <sup>3</sup> ) | Customs Warehouses | Customs Capacity (m <sup>3</sup> ) |
|-------------------|--|------------|-------------|--------|-------------------|----------------------------------|----------------------|--------------------------------------|--------------------|------------------------------------|
| DEP/3467-1/29036  | Aytemiz Akaryakıt Dağ. A. Ş.   | Kocaeli    | 20.10.2011  | 1      | 8                 | 18.800                           |                      |                                      | 8                  | 18.800                             |
| DEP/3346-2/29035  | Aves Dep. ve Antr. Hiz. A. Ş.  | Mersin     | 04.08.2011  | 15     | 18                | 102.236                          | 14                   | 98.047                               | 4                  | 4.189                              |
| DEP/3295-8/29033  | Mobil Oil Türk A. Ş.   | Muğla      | 30.06.2011  | 15     | 2                 | 1.252                            |                      |                                      | 2                  | 1.252                              |
| DEP/3295-9/29034  | Mobil Oil Türk A. Ş.   | Ankara     | 30.06.2011  | 15     | 2                 | 850                              |                      |                                      | 2                  | 850                                |
| DEP/3131-3/29032  | Makro Petrol Ürünleri Otom. Plas. Metal ve Enj. San. ve Tic. A. Ş.               | Kırkkale   | 24.03.2011  | 15     | 15                | 21.405                           |                      |                                      | 15                 | 21.405                             |
| DEP/3078-13/29031 | Aves Dep. ve Antr. Hiz. A. Ş.  | Mersin     | 17.02.2011  | 15     | 21                | 100.349                          | 14                   | 88.533                               | 7                  | 11.815                             |
| DEP/2901-9/28666  | Akım-Tek Enerji Elektrik Üretim Petrol Ürünleri Paz. Nak. San. ve Tic. Ltd. Şti. | Ankara     | 02.12.2010  | 15     | 15                | 33.403                           |                      |                                      | 15                 | 33.403                             |
| DEP/2877-7/28574  | Samsun Akaryakıt Dep. A. Ş.  | Kocaeli    | 11.11.2010  | 15     | 18                | 104.698                          | 6                    | 82.885                               | 12                 | 21.813                             |
| DEP/2758-2/28241  | Aytemiz Akaryakıt Dağ. A. Ş.   | Kırkkale   | 06.09.2010  | 15     | 10                | 27.296                           |                      |                                      | 10                 | 27.296                             |
| DEP/2671-7/28064  | Lukoil Jet Yakıtı Dağ. ve Tic. Ltd. Şti.   | Antalya    | 29.07.2010  | 15     | 4                 | 4.155                            |                      |                                      | 4                  | 4.155                              |
| DEP/2671-11/28065 | OMV Petrol Ofisi A. Ş.   | İstanbul   | 29.07.2010  | 15     | 4                 | 19.197                           | 3                    | 14.476                               | 1                  | 4.721                              |
| DEP/2671-12/28066 | OMV Petrol Ofisi A. Ş.   | Ankara     | 29.07.2010  | 15     | 6                 | 6.825                            |                      |                                      | 6                  | 6.825                              |
| DEP/2671-13/28067 | OMV Petrol Ofisi A. Ş.   | Diyarbakır | 29.07.2010  | 15     | 6                 | 488                              |                      |                                      | 6                  | 488                                |
| DEP/2671-15/28069 | OMV Petrol Ofisi A. Ş.   | Gaziantep  | 29.07.2010  | 15     | 2                 | 677                              |                      |                                      | 2                  | 677                                |
| DEP/2671-16/28070 | OMV Petrol Ofisi A. Ş.   | Elazığ     | 29.07.2010  | 15     | 2                 | 686                              |                      |                                      | 2                  | 686                                |
| DEP/2671-17/28071 | OMV Petrol Ofisi A. Ş.   | Erzurum    | 29.07.2010  | 15     | 2                 | 781                              |                      |                                      | 2                  | 781                                |
| DEP/2671-18/28072 | OMV Petrol Ofisi A. Ş.   | Denizli    | 29.07.2010  | 15     | 2                 | 61                               |                      |                                      | 2                  | 61                                 |
| DEP/2671-19/28073 | OMV Petrol Ofisi A. Ş.   | Muğla      | 29.07.2010  | 15     | 8                 | 7.642                            | 4                    | 6.322                                | 4                  | 1.320                              |
| DEP/2671-20/28074 | OMV Petrol Ofisi A. Ş.   | Van        | 29.07.2010  | 15     | 2                 | 652                              |                      |                                      | 2                  | 652                                |
| DEP/2671-21/28075 | OMV Petrol Ofisi A. Ş.   | Nevşehir   | 29.07.2010  | 15     | 2                 | 2.147                            |                      |                                      | 2                  | 2.147                              |
| DEP/2671-22/28076 | OMV Petrol Ofisi A. Ş.   | Şanlıurfa  | 29.07.2010  | 15     | 2                 | 60                               |                      |                                      | 2                  | 60                                 |
| DEP/2671-23/28077 | OMV Petrol Ofisi A. Ş.   | Isparta    | 29.07.2010  | 15     | 3                 | 727                              |                      |                                      | 3                  | 727                                |

|                   |   |           |            |    |    |         |    |         |    |        |
|-------------------|---|-----------|------------|----|----|---------|----|---------|----|--------|
| DEP/2671-24/28078 | OMV Petrol Ofisi A. Ş.  | Konya     | 29.07.2010 | 15 | 4  | 121     |    |         | 4  | 121    |
| DEP/2671-25/28079 | OMV Petrol Ofisi A. Ş.  | Adana     | 29.07.2010 | 15 | 6  | 2.643   |    |         | 6  | 2.643  |
| DEP/2671-26/28080 | OMV Petrol Ofisi A. Ş.  | Tekirdağ  | 29.07.2010 | 15 | 2  | 2.177   |    |         | 2  | 2.177  |
| DEP/2671-27/28081 | OMV Petrol Ofisi A. Ş.  | Kayseri   | 29.07.2010 | 15 | 8  | 789     |    |         | 8  | 789    |
| DEP/2671-28/28082 | OMV Petrol Ofisi A. Ş.  | Samsun    | 29.07.2010 | 15 | 2  | 2.176   |    |         | 2  | 2.176  |
| DEP/2626-5/27943  | Marmara Depoculuk Hiz. A. Ş.                                      | Tekirdağ  | 01.07.2010 | 15 | 10 | 25.024  |    |         |    |        |
| DEP/2610-8/27893  | Opet Petrolcülük A. Ş.  | İstanbul  | 23.06.2010 | 15 | 6  | 17.898  |    |         | 6  | 17.898 |
| DEP/2574-1/27767  | GS Petrol Ürünleri Tic. A. Ş.                                     | Kocaeli   | 27.05.2010 | 15 | 7  | 20.175  | 4  | 14.757  | 3  | 5.418  |
| DEP/2574-2/27768  | Akdeniz Ak. Dep. Nak. ve Tic. A. Ş.                               | Antalya   | 27.05.2010 | 15 | 25 | 58.177  |    |         | 25 | 58.177 |
| DEP/2110-2/26086  | Samsun Akaryakıt Dep. A. Ş.                                       | Samsun    | 28.05.2009 | 15 | 17 | 41.443  | 5  | 20.612  | 12 | 20.831 |
| DEP/2088-2/25985  | Can Aslan Petrolcülük San. A. Ş.                                  | Mersin    | 07.05.2009 | 15 | 19 | 66.000  | 12 | 53.200  | 7  | 12.800 |
| DEP/2066-1/25885  | Shell & Turcas Petrol A. Ş.                                       | Antalya   | 15.04.2009 | 15 | 8  | 30.700  |    |         | 8  | 30.700 |
| DEP/2066-2/25886  | Akpet Akaryakıt Dağ. A.Ş.   | Samsun    | 15.04.2009 | 15 | 8  | 41.004  | 3  | 18.809  | 5  | 22.195 |
| DEP/2023-4/25774  | Altınbaş Petrol ve Tic. A. Ş.                                     | Kocaeli   | 19.03.2009 | 15 | 12 | 15.811  | 2  | 5.706   | 10 | 10.105 |
| DEP/2003-5/25704  | Garzan Petrol Nak. Kuyum. İth. İhr. San. ve Tic. Ltd. Ş.          | Mardin    | 05.03.2009 | 15 | 8  | 3.931   |    |         | 8  | 3.931  |
| DEP/1983-2/25620  | Starpet Garzan Ak. Dağ. Paz. A. Ş.                                | Kırıkkale | 18.02.2009 | 15 | 5  | 4.294   |    |         | 5  | 4.294  |
| DEP/1956-2/25544  | OMV Petrol Ofisi A. Ş.  | Batman    | 29.01.2009 | 15 | 10 | 7.416   |    |         | 10 | 7.416  |
| DEP/1907-1/25398  | Motoil Uluslararası Taş. ve Petrol Ürünleri Denizcilik Tic. A. Ş. | Hatay     | 25.12.2008 | 15 | 4  | 12.571  | 3  | 10.493  | 1  | 2.078  |
| DEP/1886-2/25334  | Kadooğlu Petrolcülük Taş. Tic. San. İth. ve İhr. A. Ş.            | Mersin    | 16.12.2008 | 15 | 21 | 149.881 | 14 | 140.938 | 7  | 8.943  |
| DEP/1830-2/25208  | TP Petrol Dağ. A. Ş.  | Hatay     | 06.11.2008 | 15 | 4  | 94.000  | 2  | 46.000  | 2  | 48.000 |
| DEP/1718-6/24922  | Shell & Turcas Petrol A. Ş.                                       | Kocaeli   | 14.08.2008 | 15 | 18 | 51.250  | 7  | 26.450  | 11 | 24.800 |
| DEP/1624-5/24494  | Nergis Petrol Madencilik San. ve Tic. Ltd. Şti.                   | Mersin    | 29.05.2008 | 15 | 25 | 154.650 | 21 | 148.482 | 4  | 6.168  |
| DEP/1541-1/24043  | Türkuaz Petrol Ürünleri A. Ş.                                     | Antalya   | 20.03.2008 | 15 | 9  | 24.350  |    |         | 9  | 24.350 |

|                   |  |           |            |    |    |         |    |         |    |        |
|-------------------|--|-----------|------------|----|----|---------|----|---------|----|--------|
| DEP/1503-2/23872  | TP Petrol Dağ. A. Ş.   | Kırıkkale | 21.02.2008 | 15 | 10 | 20.000  |    |         | 10 | 20.000 |
| DEP/1474-2/23721  | Altınbaş Petrol ve Tic. A. Ş.  | Batman    | 24.01.2008 | 15 | 9  | 4.455   |    |         | 9  | 4.455  |
| DEP/1464-2/23670  | Mobil Oil Türk A. Ş.   | Antalya   | 17.01.2008 | 15 | 6  | 11.467  | 3  | 9.422   | 3  | 2.045  |
| DEP/1464-5/23673  | The Shell Company Of Turkey Ltd. Merkezi Londra Türkiye Şubesi                             | İzmir     | 17.01.2008 | 15 | 4  | 1.600   |    |         | 4  | 1.600  |
| DEP/1464-6/23674  | The Shell Company Of Turkey Ltd. Merkezi Londra Türkiye Şubesi                             | Muğla     | 17.01.2008 | 15 | 2  | 2.000   |    |         | 2  | 2.000  |
| DEP/1412-1/23473  | Turkuaz Petrol Ürünleri A. Ş.  | Kocaeli   | 13.12.2007 | 15 | 8  | 23.139  | 4  | 13.285  | 4  | 9.854  |
| DEP/1328-5/23031  | ATAŞ Anadolu Tasfiyehanesi A.Ş.  | Mersin    | 27.09.2007 | 15 | 6  | 19.586  | 2  | 3.993   | 4  | 15.593 |
| DEP/1304-2/22919  | Lukoil Eurasia Petrol A. Ş.  | Kocaeli   | 06.09.2007 | 15 | 12 | 10.010  | 6  | 7.535   | 6  | 2.475  |
| DEP/1272-6/22699  | Opet Petrolcülük A. Ş.   | Giresun   | 03.08.2007 | 15 | 15 | 43.130  | 1  | 4.969   | 14 | 38.161 |
| DEP/1247-2/22472  | Shell & Turcas Petrol A. Ş.  | Kırıkkale | 05.07.2007 | 15 | 8  | 20.100  |    |         | 8  | 20.100 |
| DEP/1206-11/22147 | Damla Petrol Tic. Tur. Ltd. Şti.   | Kırıkkale | 25.05.2007 | 15 | 7  | 11.000  |    |         | 7  | 11.000 |
| DEP/1144-5/21771  | Altınbaş Petrol ve Tic. A. Ş.  | İzmir     | 29.03.2007 | 15 | 16 | 51.339  | 10 | 40.049  | 6  | 11.290 |
| DEP/988-3/20678   | Güvengaz Petrol Ürünleri Enerji Sistemleri Doğalgaz İnş. Taah. Tek. Taş. San. ve Tic. A.Ş. | Bartın    | 23.11.2006 | 15 | 7  | 9.326   | 5  | 7.121   | 2  | 2.205  |
| DEP/923-112/20027 | Yılport Konteyner Terminali ve Liman İşl. A. Ş.  | Kocaeli   | 21.09.2006 | 15 | 8  | 11.926  | 8  | 11.926  |    |        |
| DEP/807-19/17615  | Shell & Turcas Petrol A. Ş.  | Kocaeli   | 28.06.2006 | 15 | 15 | 28.144  |    |         | 15 | 28.144 |
| DEP/767-14/17135  | Bölünmez Petrolcülük A. Ş.   | Denizli   | 26.05.2006 | 15 | 4  | 460     |    |         | 4  | 460    |
| DEP/767-16/17137  | Altınbaş Petrol ve Tic. A. Ş.  | Samsun    | 26.05.2006 | 15 | 19 | 44.771  | 8  | 29.929  | 11 | 14.842 |
| DEP/767-17/17138  | Opet Petrolcülük A. Ş.   | Tekirdağ  | 26.05.2006 | 15 | 30 | 241.212 | 10 | 164.486 | 20 | 76.726 |
| DEP/753-114/17092 | The Shell Company Of Turkey Ltd. Merkezi Londra Türkiye Şubesi                             | İstanbul  | 11.05.2006 | 15 | 18 | 54.135  | 11 | 37.979  | 7  | 16.156 |
| DEP/654-6/15759   | Altınbaş Petrol ve Tic. A. Ş.  | Kırıkkale | 09.02.2006 | 15 | 10 | 12.000  |    |         | 10 | 12.000 |
| DEP/594-32/15475  | Enerji Petrol Ürünleri Paz. A. Ş.  | Kırıkkale | 15.12.2005 | 15 | 6  | 2.740   |    |         | 6  | 2.740  |
| DEP/485-20/11277  | GS Petrol Ürünleri Tic. A. Ş.  | İzmir     | 12.05.2005 | 15 | 11 | 12.064  |    |         | 11 | 12.064 |

|                   |  |           |            |    |    |         |    |         |    |         |
|-------------------|--|-----------|------------|----|----|---------|----|---------|----|---------|
| DEP/482-5/11099   | İzgin Dep. San. ve Tic. Ltd. Şti.                  | Kocaeli   | 04.05.2005 | 15 | 6  | 12.665  | 3  | 7.247   | 3  | 5.418   |
| DEP/482-8/11102   | Denge Petrol San. ve Tic. İth. İhr. Paz. Ltd. Şti. | Ankara    | 04.05.2005 | 15 | 9  | 28.419  |    |         | 9  | 28.419  |
| DEP/480-113/11080 | Ambarlı Dep. Hiz. Ltd. Şti.                        | İstanbul  | 28.04.2005 | 15 | 17 | 60.733  | 5  | 27.358  | 12 | 33.375  |
| DEP/480-114/11081 | Akpet Akaryakıt Dağ. A.Ş.                          | Kocaeli   | 28.04.2005 | 15 | 15 | 31.000  | 2  | 7.000   | 13 | 24.000  |
| DEP/480-115/11082 | Akpet Akaryakıt Dağ. A.Ş.                          | Kırıkkale | 28.04.2005 | 15 | 12 | 27.400  |    |         | 12 | 27.400  |
| DEP/480-116/11083 | Akpet Akaryakıt Dağ. A.Ş.                          | Mersin    | 28.04.2005 | 15 | 8  | 28.516  | 3  | 18.116  | 5  | 10.400  |
| DEP/480-117/11084 | Akpet Akaryakıt Dağ. A.Ş.                          | İzmir     | 28.04.2005 | 15 | 7  | 14.037  |    |         | 7  | 14.037  |
| DEP/480-118/11085 | Akpet Akaryakıt Dağ. A.Ş.                          | Batman    | 28.04.2005 | 15 | 5  | 5.000   |    |         | 5  | 5.000   |
| DEP/480-119/11086 | Akpet Akaryakıt Dağ. A. Ş.                         | Hatay     | 28.04.2005 | 15 | 18 | 83.820  | 7  | 54.393  | 11 | 29.427  |
| DEP/480-123/11090 | Park Den. ve Hopa Liman İşl. A. Ş.                 | Artvin    | 28.04.2005 | 15 | 7  | 38.000  | 4  | 31.000  | 3  | 7.000   |
| DEP/480-124/11091 | Enerji Petrol Ürünleri Paz. A. Ş.                  | Mersin    | 28.04.2005 | 15 | 14 | 40.600  | 10 | 33.000  | 4  | 7.600   |
| DEP/480-125/11092 | Altınbaş Petrol ve Tic. A. Ş.                      | Mersin    | 28.04.2005 | 15 | 26 | 95.597  | 17 | 74.208  | 9  | 21.389  |
| DEP/480-126/11093 | Altıntel Liman ve Terminal İşl. A.Ş.               | Kocaeli   | 28.04.2005 | 15 | 4  | 5.885   | 4  | 5.885   |    |         |
| DEP/476-155/10875 | Çekisan Dep. Hiz. Ltd. Şti.                        | İstanbul  | 21.04.2005 | 15 | 25 | 75.636  | 4  | 22.262  | 21 | 53.374  |
| DEP/476-157/10877 | Çekisan Dep. Hiz. Ltd. Şti.                        | Antalya   | 21.04.2005 | 15 | 11 | 40.426  | 3  | 12.820  | 8  | 27.606  |
| DEP/476-159/10879 | Opet Petrolcülük A. Ş.                             | Kocaeli   | 21.04.2005 | 15 | 22 | 37.165  |    |         | 22 | 37.165  |
| DEP/476-160/10880 | Opet Petrolcülük A. Ş.                             | İzmir     | 21.04.2005 | 15 | 19 | 54.506  | 4  | 14.806  | 15 | 39.700  |
| DEP/476-161/10881 | Opet Petrolcülük A. Ş.                             | Mersin    | 21.04.2005 | 15 | 34 | 240.000 | 14 | 128.465 | 20 | 111.535 |
| DEP/476-163/10883 | Total Oil Türkiye A.Ş.                             | İzmir     | 21.04.2005 | 15 | 17 | 125.844 | 5  | 77.500  | 12 | 48.344  |
| DEP/476-164/10884 | Total Oil Türkiye A.Ş.                             | İstanbul  | 21.04.2005 | 15 | 11 | 47.050  | 2  | 29.400  | 9  | 17.650  |
| DEP/475-14/10691  | Petline Petrol Ürünleri Tic. A. Ş.                 | Kocaeli   | 14.04.2005 | 15 | 24 | 20.834  | 16 | 13.728  | 8  | 7.106   |
| DEP/475-15/10692  | Petline Petrol Ürünleri Tic. A. Ş.                 | Kırıkkale | 14.04.2005 | 15 | 6  | 5.841   |    |         | 6  | 5.841   |
| DEP/473-14/10348  | ATAŞ Anadolu Tasfiyehanesi A.Ş.                    | Mersin    | 08.04.2005 | 15 | 57 | 551.228 | 35 | 510.414 | 22 | 40.814  |
| DEP/474-3/10361   | OMV Petrol Ofisi A. Ş.                             | Antalya   | 08.04.2005 | 15 | 23 | 108.637 | 9  | 62.182  | 14 | 46.455  |

|                            |                                   |           |            |    |             |                  |            |                  |            |                  |
|----------------------------|-----------------------------------|-----------|------------|----|-------------|------------------|------------|------------------|------------|------------------|
| DEP/474-4/10362            | OMV Petrol Ofisi A. Ş.            | Trabzon   | 08.04.2005 | 15 | 19          | 78.267           | 4          | 27.884           | 15         | 50.383           |
| DEP/474-5/10363            | OMV Petrol Ofisi A. Ş.            | Mersin    | 08.04.2005 | 15 | 21          | 109.856          | 6          | 59.718           | 15         | 50.138           |
| DEP/474-8/10366            | OMV Petrol Ofisi A. Ş.            | Kocaeli   | 08.04.2005 | 15 | 29          | 240.692          | 11         | 137.446          | 18         | 103.246          |
| DEP/474-9/10367            | OMV Petrol Ofisi A. Ş.            | İzmir     | 08.04.2005 | 15 | 28          | 192.472          | 8          | 103.242          | 20         | 89.230           |
| DEP/474-10/10368           | OMV Petrol Ofisi A. Ş.            | İstanbul  | 08.04.2005 | 15 | 27          | 101.188          | 2          | 15.151           | 25         | 86.037           |
| DEP/474-11/10369           | OMV Petrol Ofisi A. Ş.            | Kırkkale  | 08.04.2005 | 15 | 10          | 19.702           |            |                  | 10         | 19.702           |
| DEP/474-12/10370           | OMV Petrol Ofisi A. Ş.            | Hatay     | 08.04.2005 | 15 | 15          | 98.221           | 5          | 44.222           | 10         | 53.999           |
| DEP/474-13/10371           | OMV Petrol Ofisi A. Ş.            | Samsun    | 08.04.2005 | 15 | 19          | 54.065           | 3          | 21.741           | 16         | 32.324           |
| DEP/444-2/01592            | Poliport Kimya San. ve Tic. A. Ş. | Kocaeli   | 24.02.2005 | 15 | 7           | 17.100           | 7          | 17.100           |            |                  |
| DEP/436-21/01560           | Solventaş Teknik Dep. A.Ş.        | Kocaeli   | 17.02.2005 | 15 | 24          | 82.707           | 22         | 77.207           | 2          | 5.500            |
| DEP/399-1/00357            | Askar Ak. Dağ. ve Paz. Ltd. Şti.  | Gaziantep | 21.12.2004 | 15 | 9           | 8.662            |            |                  | 9          | 8.662            |
| <b>Total Licenses: 102</b> |                                   |           |            |    | <b>1228</b> | <b>4.697.242</b> | <b>397</b> | <b>2.739.899</b> | <b>821</b> | <b>1.932.319</b> |

**Table 2.56** Storage Capacity to Provide Service to Third Parties

|                            | 2009      | 2010      | 2011      |
|----------------------------|-----------|-----------|-----------|
| Capacity (m <sup>3</sup> ) | 4.206.196 | 4.539.009 | 4.697.242 |

There were 6 distributor licences including storage sub-titles in 2010. The number of these licences decreased to 4 in 2011. There were no applications for the registration of sub-titles. The mentioned decrease resulted from an amendment in 1 license whose sub-title was removed and expiration of 1 distributor license. In 2011, there were 6 distributor licenses including the storage sub-titles as in 2010. It should be noted that 2 of these licenses is not active yet.

**Table 2.57** Storage Capacity of the Distributor License Holders with Storage Subtitle by the end of 2010 (m<sup>3</sup>)

| Name  | City      | Status   | Capacity (m <sup>3</sup> ) |
|---|-----------|----------|----------------------------|
| Kaleli Best Oil Petrolcülük Tic.Ltd.Şti.                    | Kırıkkale | Gümrüklü | 7.530                      |
| Turkuaz Petrol Ürn.A.Ş.                                     | Kırıkkale | Gümrüklü | 7.766                      |
| BP Petrolleri A.Ş.  | Bursa     | Antrepo  | 26.381                     |
| Goldser Turizm Otelcilik ve Petrol San.Tic.A.Ş.             | Gaziantep | Gümrüklü | 4.483                      |
| Bölünmez Petrolcülük A.Ş.                                   | Ankara    | Gümrüklü | 715                        |
| Orsan Ambalaj Gıda Petrol İnş.VeTaş. San. ve Tic. Ltd. Şti. | Kilis     | Gümrüklü | 9.760                      |
| <b>Total</b>  |           |          | <b>56.635</b>              |

**Table 2.58** Storage Capacity of the Distributor License Holders with Storage Subtitle by the end of 2011 (m<sup>3</sup>)

| Name  | City      | Status   | Capacity (m <sup>3</sup> ) |
|---|-----------|----------|----------------------------|
| Kaleli Best Oil Petrolcülük Tic.Ltd.Şti.        | Kırıkkale | Gümrüklü | 4.730                      |
| Kaleli Best Oil Petrolcülük Tic.Ltd.Şti.        | Çorum     | Gümrüklü | 354                        |
| Turkuaz Petrol Ürn.A.Ş.                         | Kırıkkale | Gümrüklü | 10.160                     |
| BP Petrolleri A.Ş.                              | Bursa     | Antrepo  | 26.630                     |
| Goldser Turizm Otelcilik ve Petrol San.Tic.A.Ş. | Gaziantep | Gümrüklü | 4.528                      |
| <b>Total</b>                                    |           |          | <b>46.402</b>              |

**Table 2.59** Storage Capacity of Refinery License Holders by the end of 2009 (m<sup>3</sup>)

| Name of Refinery            | Product and Intermediate product | Crude Oil        | Total            |
|-----------------------------|----------------------------------|------------------|------------------|
| Tüpraş Batman Rafinerisi    | 118.000                          | 29.000           | 147.000          |
| Tüpraş Kırıkkale Rafinerisi | 600.000                          | 413.000          | 1.013.000        |
| Tüpraş İzmir Rafinerisi     | 948.000                          | 468.000          | 1.416.000        |
| Tüpraş İzmit Rafinerisi     | 758.000                          | 719.000          | 1.477.000        |
| <b>General Total</b>        | <b>2.424.000</b>                 | <b>1.629.000</b> | <b>4.053.000</b> |

**Table 2.60** Storage Capacity of Refinery License Holders by the end of 2010 (m<sup>3</sup>)\*

| Name of Refinery     | Product and Intermediate product | Crude Oil      | Total            | Toplam           |
|----------------------|----------------------------------|----------------|------------------|------------------|
| Batman Rafinerisi    | 72.000                           | 46.000         | 32.000           | 150.000          |
| Kırıkkale Rafinerisi | 521.000                          | 194.000        | 413.000          | 1.128.000        |
| İzmir Rafinerisi     | 886.702                          | 319.908        | 704.099          | 1.910.709        |
| İzmit Rafinerisi     | 890.893                          | 315.472        | 937.593          | 2.143.958        |
| <b>General Total</b> | <b>2.370.595</b>                 | <b>875.380</b> | <b>2.086.692</b> | <b>5.332.667</b> |

\* The data above was compiled from the declarations to the Authority by the Refinery License Holders

**Table 2.61** Storage Capacity of Refinery License Holders by the end of 2011 (m<sup>3</sup>)\*

| Name of Refinery     | Product          | Intermediate product | Crude Oil        | Total            |
|----------------------|------------------|----------------------|------------------|------------------|
| Batman Rafinerisi    | 124.000          | 56.000               | 32.000           | 212.000          |
| Kırıkkale Rafinerisi | 521.000          | 194.000              | 413.000          | 1.128.000        |
| İzmir Rafinerisi     | 720.153          | 484.522              | 708.847          | 1.913.522        |
| İzmit Rafinerisi     | 705.105          | 529.111              | 1.000.218        | 2.234.434        |
| <b>General Total</b> | <b>2.070.258</b> | <b>1.263.633</b>     | <b>2.154.065</b> | <b>5.487.956</b> |

\* The data above was compiled from the declarations to the Authority by the Refinery License Holders

There has been a decrease in the total product capacity and an increase in the total amount of intermediate products and crude oil compared to the previous year. The total capacity increased by 155.289 m<sup>3</sup>. There has been an increase in the capacity of Batman and Izmit refineries while there has not been a significant change in the capacity figures of Kırıkkale and Izmir refineries.

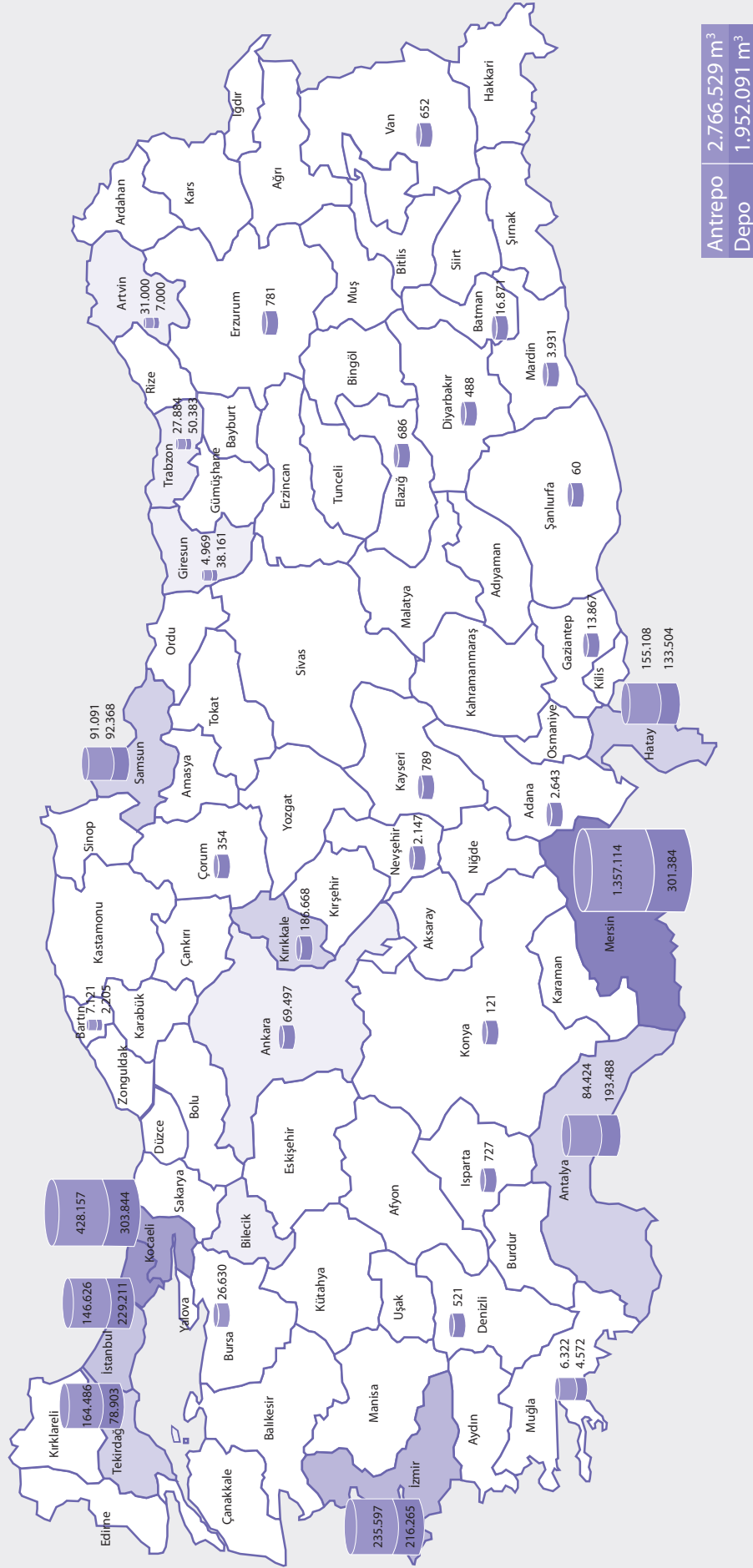


Figure 2.32 Storage Capacity of Distributor License Holders with Storage Subtitle (1,000 m³)

## 2.9 Transmission Activities

Data regarding transmission licenses is provided in Table 2.62.

**Table 2.62** Transmission License Activities (Unit)

|  | 2009      | 2010      | 2011      |
|--|-----------|-----------|-----------|
| Applications                           | 2         | 6         | 4         |
| Licenses Issued                        | 3         | 3         | 4         |
| Licenses Expired / Terminated          | -         | -         | -         |
| <b>Licenses by the end of the year</b> | <b>19</b> | <b>22</b> | <b>26</b> |

## 2.10 Transportation Activities

Data on license activities regarding transportation is provided in Table 2.63.

**Table 2.63** Transportation License Activities (Unit)

|                                      | Sea        |            |           | Railroad |          |          |
|--------------------------------------|------------|------------|-----------|----------|----------|----------|
|                                      | 2009       | 2010       | 2011      | 2009     | 2010     | 2011     |
| Applications                         | 64         | 37         | 35        | -        | -        | 3        |
| Licenses Issued                      | 55         | 35         | 50        | -        | 1        | 1        |
| <b>Licenses Expired / Terminated</b> | <b>109</b> | <b>111</b> | <b>96</b> | <b>5</b> | <b>4</b> | <b>6</b> |

**Table 2.64** Transportation Capacity

|          | Sea (netton) |         |         | Railroad (ton) |        |        |
|----------|--------------|---------|---------|----------------|--------|--------|
|          | 2009         | 2010    | 2011    | 2009           | 2010   | 2011   |
| Capacity | 339.700      | 265.797 | 221.645 | 44.262         | 43.650 | 51.083 |

The increase in the railroad transportation and the decrease in sea transportation are related to the number of licenses. There are no existing transportation sub-titles registered to distributor licenses.

**Table 2.65** Amounts of Gasoline and Diesel transported between cities by Transportation License (Railroad) Holders (ton)\*

| Source<br>Discharg | Kocaeli          | Kırıkkale      | Mersin         | Batman         | Hatay         | Malatya       | Total            |
|--------------------|------------------|----------------|----------------|----------------|---------------|---------------|------------------|
| Kırıkkale          | 989.379          | 3.115          | 10.810         | 109.607        | 21.018        |               | 1.133.929        |
| Kocaeli            |                  | 284.082        |                |                |               |               | 284.082          |
| Ankara             | 1.043            | 18.258         | 179.504        |                |               |               | 198.805          |
| Batman             |                  | 20.936         |                |                | 4.824         |               | 25.760           |
| Mersin             |                  | 20.077         |                |                |               |               | 20.077           |
| Kayseri            |                  | 12.497         |                |                |               |               | 12.497           |
| Sivas              |                  | 11.166         |                |                |               |               | 11.166           |
| Hatay              |                  |                | 1.553          |                |               | 8.381         | 9.934            |
| Malatya            |                  |                | 7.600          | 2.276          |               |               | 9.876            |
| İzmir              | 8.461            |                |                |                |               |               | 8.461            |
| Afyon              | 7.608            |                |                |                |               |               | 7.608            |
| Eskişehir          | 1.610            | 5.511          |                |                |               |               | 7.121            |
| İstanbul           | 5.938            |                |                |                |               |               | 5.938            |
| Karabük            |                  | 4.611          |                |                |               |               | 4.611            |
| Adana              |                  |                | 3.832          |                |               |               | 3.832            |
| Amasya             |                  |                |                |                |               | 3.588         | 3.588            |
| Çankırı            |                  | 3.579          |                |                |               |               | 3.579            |
| Kütahya            | 3.160            |                |                |                |               |               | 3.160            |
| Zonguldak          |                  | 3.086          |                |                |               |               | 3.086            |
| Samsun             |                  | 2.807          |                |                |               |               | 2.807            |
| Balıkesir          | 2.722            |                |                |                |               |               | 2.722            |
| Erzurum            |                  | 1.485          |                |                |               |               | 1.485            |
| Kars               |                  | 1.236          |                |                |               |               | 1.236            |
| Van                |                  |                | 1.227          |                |               |               | 1.227            |
| Uşak               | 1.108            |                |                |                |               |               | 1.108            |
| Yozgat             |                  | 1.083          |                |                |               |               | 1.083            |
| <b>Total</b>       | <b>1.021.029</b> | <b>393.528</b> | <b>204.526</b> | <b>111.883</b> | <b>25.842</b> | <b>11.969</b> | <b>1.768.777</b> |

\* Cities with less than 1000 tons are not included

**Table 2.66** Sea Transport Routes by Percentage (%)\*

| Discharg \ Source | Kocaeli   | İzmir     | Tekirdağ | Mersin   | İstanbul | Total      |
|-------------------|-----------|-----------|----------|----------|----------|------------|
| İstanbul          | 35        | 3         | 2        |          |          | 40         |
| Antalya           | 1         | 10        |          | 2        |          | 13         |
| Mersin            | 1         | 7         |          |          |          | 8          |
| Kocaeli           | 7         |           |          |          | 1        | 8          |
| Giresun           | 7         | 1         |          |          |          | 7          |
| Samsun            | 5         |           | 1        |          | 1        | 7          |
| Tekirdağ          | 5         | 1         |          |          |          | 6          |
| Bursa             | 3         |           | 1        |          |          | 3          |
| Hatay             |           | 3         |          |          |          | 3          |
| Trabzon           | 1         |           |          |          |          | 1          |
| İzmir             | 1         |           |          |          |          | 1          |
| <b>Total</b>      | <b>65</b> | <b>25</b> | <b>4</b> | <b>2</b> | <b>2</b> | <b>100</b> |

\*Based on data obtained through sampling from Transportation License Holders



### **3. PRICE MOVEMENTS**

*In this chapter, the prices in the Mediterranean Region and in Turkey are analyzed. The prices in Turkey are classified as the annual average refinery, distributor, vendor prices, monthly average price formations, vendor price changes and tax-free price margin distribution on a product basis. A comparison with the European Union prices is provided at the end of the chapter.*

### 3.1 Price Movements in the Mediterranean Region and Import Prices in Turkey

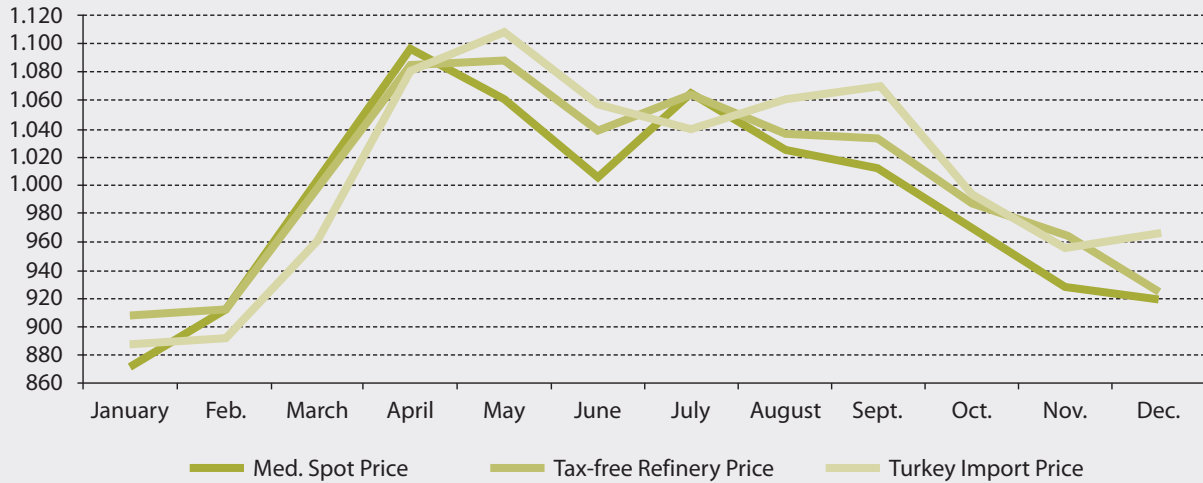
2011 was a busy year in which significant events occurred affecting not only the general economic and the political situation of the world but also the petroleum market. The "Arab Spring" that began with the protests in Tunisia in December 2010 continuing through the first half of 2011 and reaching a certain level with the overthrow of the government in Libya in October, caused the oil prices to rise and fluctuate. The detrimental impacts of the restlessness caused by the incidents upset the market expectations and with the effect of the low scale disruption in supply, the prices increased. The events in Syria reveal that the process still continues which prevents a decrease in the prices. Another factor that caused the prices to increase was the crisis between Iran and the Western world regarding the claims about nuclear weapon production. Iran's threats about closing the Strait of Hormuz added to the already tense atmosphere and it was reflected on the prices. Deepening of the crisis in Europe, failure to employ solution measures that will please everybody and the economic recovery in the United States of America that could not reach the desired level stand out as the key economic factors affecting oil prices.

When the Brent crude oil prices are analyzed in this context, it is observed that the highest increase in the monthly average prices during the year was 28.66% compared to the first month of the year and that crude oil completed the year with an increase of 12.42%. Similarly, the Mediterranean gasoline prices formed in Genova/Lavera region increased by 25.57% and 5.3% respectively and the diesel prices increased by 25.51% and 14.05%.

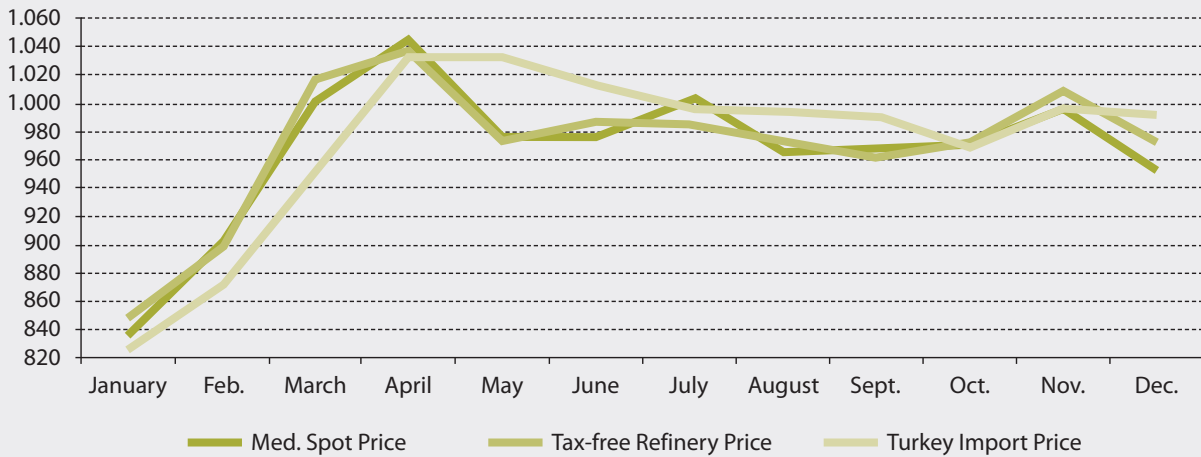
**Table 3.1** 2011 Mediterranean Spot Prices and Average Import Prices of License Holders

| Date      | Brent (Dated) \$/Barrel | Unleaded 95 Octane Gasoline (\$/ton) |                         |                     | Diesel (\$/ton)          |                         |                     |
|-----------|-------------------------|--------------------------------------|-------------------------|---------------------|--------------------------|-------------------------|---------------------|
|           |                         | Mediterranean Spot Price             | Tax-free Refinery Price | Turkey Import Price | Mediterranean Spot Price | Tax-free Refinery Price | Turkey Import Price |
| January   | 95,97                   | 872,70                               | 908,55                  | 889,70              | 838,91                   | 848,05                  | 828,66              |
| February  | 103,17                  | 910,86                               | 912,84                  | 893,67              | 906,39                   | 904,61                  | 874,63              |
| March     | 114,51                  | 1.001,69                             | 1.003,61                | 962,55              | 1.005,69                 | 1.023,39                | 955,31              |
| April     | 123,48                  | 1.095,84                             | 1.086,92                | 1.080,94            | 1.052,91                 | 1.046,54                | 1.032,83            |
| May       | 115,28                  | 1.063,34                             | 1.089,71                | 1.109,39            | 979,77                   | 979,94                  | 1.033,25            |
| June      | 113,99                  | 1.006,51                             | 1.039,14                | 1.058,58            | 980,64                   | 991,83                  | 1.013,22            |
| July      | 116,50                  | 1.064,69                             | 1.064,08                | 1.042,13            | 1.004,31                 | 990,18                  | 1.000,70            |
| August    | 110,08                  | 1.025,29                             | 1.038,64                | 1.061,39            | 965,94                   | 978,05                  | 996,98              |
| September | 113,76                  | 1.014,14                             | 1.033,83                | 1.070,35            | 971,23                   | 967,91                  | 989,19              |
| October   | 109,43                  | 971,62                               | 988,61                  | 995,41              | 973,06                   | 977,22                  | 973,51              |
| November  | 110,45                  | 927,62                               | 962,25                  | 957,41              | 1.001,73                 | 1.010,27                | 1.003,13            |
| December  | 107,89                  | 918,96                               | 925,36                  | 967,20              | 956,74                   | 975,47                  | 997,81              |

The weighted average prices of import carried out by license holders in 2011, tax-free refinery prices and Mediterranean Region spot prices (CIF MED) are presented in Table 3.1. When the prices in the table are analyzed, it is observed that the refinery prices for Unleaded Gasoline 95 Octane were at the most 4.11% above and at the least -0.81% below the Mediterranean prices and that the annual average was 1.52% above the Mediterranean prices. When the import prices of the license holders and the Mediterranean prices are compared, it is seen that the import prices in Turkey were at the most 5.54% above and at the least -3.91% below respectively and the annual average was 1.81% above the Mediterranean prices. When the same comparison is made in terms of diesel prices, the tax-free refinery prices are at the most 1.96% above and at the least -1.41% below the Mediterranean prices and that the annual average was 0.48% above the Mediterranean prices. In the comparison of the Mediterranean prices with the refinery prices and import prices, diesel prices, in which there is a more fierce competition and intensive import, are closer to the Mediterranean prices.



**Figure 3.1** Mediterranean Spot and Turkey Import Prices (Unleaded Gasoline 95 Octane) (\$/ton)



**Figure 3.2** Mediterranean Spot and Turkey Diesel Import Prices (\$/ton)

When the Mediterranean Region spot prices are analyzed in terms of TL/l, it is observed that the prices are far above the figures stated in US Dollars above, which reflects the impact of the 20% increase in exchange rates.

**Table 3.2** Genova/Lavera CIF MED Average price

|                       | Sale Price (₺/l) |            |            |            | Annual Difference (%) |      |      |
|-----------------------|------------------|------------|------------|------------|-----------------------|------|------|
|                       | 01.01.2009       | 01.01.2010 | 01.01.2011 | 31.12.2011 | 2009                  | 2010 | 2011 |
| U. Gasoline 95 Octane | 0,37             | 0,82       | 0,98       | 1,34       | 118,9                 | 20,3 | 36,9 |
| Diesel                | 0,56             | 0,83       | 1,05       | 1,52       | 50,0                  | 25,6 | 45,0 |
| Fuel Oil %1           | 0,33             | 0,72       | 0,77       | 1,29       | 114,9                 | 8,1  | 66,6 |
| Fuel Oil %3,5         | 0,22             | 0,69       | 0,75       | 1,17       | 210,4                 | 8,5  | 56,4 |
| Fuel Oil 4*           | 0,39             | 0,78       | 0,88       | 1,39       | 98,2                  | 12,9 | 57,9 |

\* Calculations based on production rates used by TÜPRAŞ

### 3.2 Domestic Fuel Price Movements

There is not a single purchasing or selling price applicable throughout our country in a certain region or province for any fuel and prices may vary depending on the commercial practices of the distributor and vendor license holders operating in the oil market. The price data used in this chapter is prepared based on the refinery output prices of TÜPRAŞ İzmit Refinery and the average Kocaeli (Gulf) depot prices of the eight distribution companies with the highest market shares and the vendor prices in Istanbul Province, European Side. The calculations regarding the European Union prices are based on data from the European Commission official website, data published by the government agencies of the countries and other sources. In the report, the refinery share represents the difference between the tax-free refinery sale price and the CIF price in the Mediterranean Region, the distributor share represents the difference between the tax-free depot price and tax-free refinery price and the vendor share represents the difference between the tax-free vendor price and the tax-free depot price.

In this chapter, the prices of the primary fuels offered to the national market, Gasoline 95 Octane, Diesel Fuel, Fuel Oil 4 (Heating Oil) and Fuel Oil 6, are analyzed. Within the scope of the Petroleum Market Legislation, refinery and distributor license holders are obliged to notify the Authority of their ceiling prices. These notifications are made using the official names stated by the Authority and based on the product with the highest price among others. However, in order to carry out a more detailed price tracking, it was considered beneficial to collect price information on the sub products which are offered to the market under different commercial names and with various commercial aims. In this context, in 2011, license holders provided data on the product with an octane number between 97 and 97.99, officially called Unleaded Gasoline 95 Octane, under the name of Unleaded Gasoline 95 Octane (other) and for the products officially called diesel but containing additives, under the name of diesel (other). The prices of the mentioned products are also provided in this chapter.

#### 3.2.1 Unleaded Gasoline 95 Octane Price Movements

Table 3.3 presents the monthly amounts of Unleaded Gasoline 95 Octane and Unleaded Gasoline 95 Octane (other) in 2011. As can be understood from the table, Unleaded Gasoline 95 Octane with an octane number between 95-96.99 constitute a large part of the total sales.

**Table 3.3** Unleaded Gasoline 95 Octane Differentiated Product Distribution (%)

|                                     | Jan   | Feb   | March | April | May   | June  | July  | Aug   | Sept  | Oct   | Nov   | Dec   |
|-------------------------------------|-------|-------|-------|-------|-------|-------|-------|-------|-------|-------|-------|-------|
| Unleaded Gasoline 95 Octane         | 90,76 | 90,71 | 91,55 | 91,69 | 86,82 | 91,82 | 91,74 | 92,56 | 92,86 | 92,56 | 92,62 | 92,18 |
| Unleaded Gasoline 95 Octane (Other) | 9,24  | 9,29  | 8,45  | 8,31  | 13,18 | 8,18  | 8,26  | 7,44  | 7,14  | 7,44  | 7,38  | 7,82  |

**Table 3.4** Unleaded Gasoline 95 Octane Average Refinery Price

|                | Sale Price (₺/l) |            |            |            | Annual Difference |        |        |
|----------------|------------------|------------|------------|------------|-------------------|--------|--------|
|                | 01.01.2009       | 01.01.2010 | 20.01.2011 | 31.12.2011 | 2009              | 2010   | 2011   |
| Without tax    | 0,47             | 0,88       | 1,09       | 1,37       | 87,2%             | 23,8%  | 25,7%  |
| With tax       | 2,32             | 3,27       | 3,52       | 3,85       | 40,9%             | 7,6%   | 9,4%   |
| Refinery Share | 0,08             | 0,06       | 0,05       | 0,03       | -19,5%            | -24,8% | -44,7% |

**Table 3.5** Unleaded Gasoline 95 Octane Distributor Depot Price

|                | Sale Price (₺/l) |            |            |            | Annual Difference |       |       |
|----------------|------------------|------------|------------|------------|-------------------|-------|-------|
|                | 01.01.2009       | 01.01.2010 | 21.01.2011 | 31.12.2011 | 2009              | 2010  | 2011  |
| Without tax    | 0,66             | 1,04       | 1,29       | 1,59       | 57,6%             | 24,2% | 22,8% |
| With tax       | 2,54             | 3,47       | 3,76       | 4,11       | 36,6%             | 8,3%  | 9,2%  |
| Refinery Share | 0,19             | 0,17       | 0,19       | 0,22       | -10,5%            | 9,7%  | 16,1% |

**Table 3.6** Unleaded Gasoline 95 Octane Vendor Prices

|              | Sale Price (₺/l) |            |            |            | Annual Difference |       |       |
|--------------|------------------|------------|------------|------------|-------------------|-------|-------|
|              | 01.01.2009       | 01.01.2010 | 21.01.2011 | 31.12.2011 | 2009              | 2010  | 2011  |
| Without tax  | 0,87             | 1,22       | 1,47       | 1,76       | 40,2%             | 20,6% | 19,8% |
| With tax     | 2,79             | 3,68       | 3,97       | 4,31       | 31,9%             | 7,9%  | 8,7%  |
| Vendor Share | 0,21             | 0,18       | 0,18       | 0,18       | -14,3%            | -0,1% | -1,8% |

When Table 3.4, 3.5 and 3.6 are analyzed, it is observed that the highest tax-free price increase was in the refinery prices and the lowest increase was in the vendor prices; the prices increased in parallel with the developments in the world; the level of increase in the refinery, distributor and vendor prices mainly remained below the level of increase in the Mediterranean market spot prices in terms of TL/l and increased more when compared in terms of \$/ton.

**Table 3.7** Unleaded Gasoline 95 Octane Monthly Average Price Formation (₺/l)

| Dönem     | Refinery Tax free | SCT    | Income Share | Distributor Share | Vendor Share | Total VAT | Vendor Sale Price |
|-----------|-------------------|--------|--------------|-------------------|--------------|-----------|-------------------|
| January   | 1,08              | 1,8915 | 0,00187      | 0,18              | 0,18         | 0,60      | 3,94              |
| February  | 1,10              | 1,8915 | 0,00187      | 0,18              | 0,18         | 0,60      | 3,96              |
| March     | 1,21              | 1,8915 | 0,00187      | 0,19              | 0,18         | 0,62      | 4,09              |
| April     | 1,26              | 1,8915 | 0,00187      | 0,19              | 0,18         | 0,63      | 4,16              |
| May       | 1,30              | 1,8915 | 0,00187      | 0,19              | 0,18         | 0,64      | 4,21              |
| June      | 1,26              | 1,8915 | 0,00187      | 0,20              | 0,18         | 0,64      | 4,18              |
| July      | 1,34              | 1,8915 | 0,00187      | 0,21              | 0,18         | 0,65      | 4,27              |
| August    | 1,39              | 1,8915 | 0,00187      | 0,21              | 0,18         | 0,66      | 4,33              |
| September | 1,41              | 1,8915 | 0,00187      | 0,21              | 0,18         | 0,66      | 4,35              |
| October   | 1,38              | 1,8915 | 0,00187      | 0,21              | 0,18         | 0,66      | 4,32              |
| November  | 1,32              | 1,8915 | 0,00187      | 0,21              | 0,18         | 0,65      | 4,25              |
| December  | 1,31              | 1,8915 | 0,00187      | 0,21              | 0,18         | 0,65      | 4,24              |

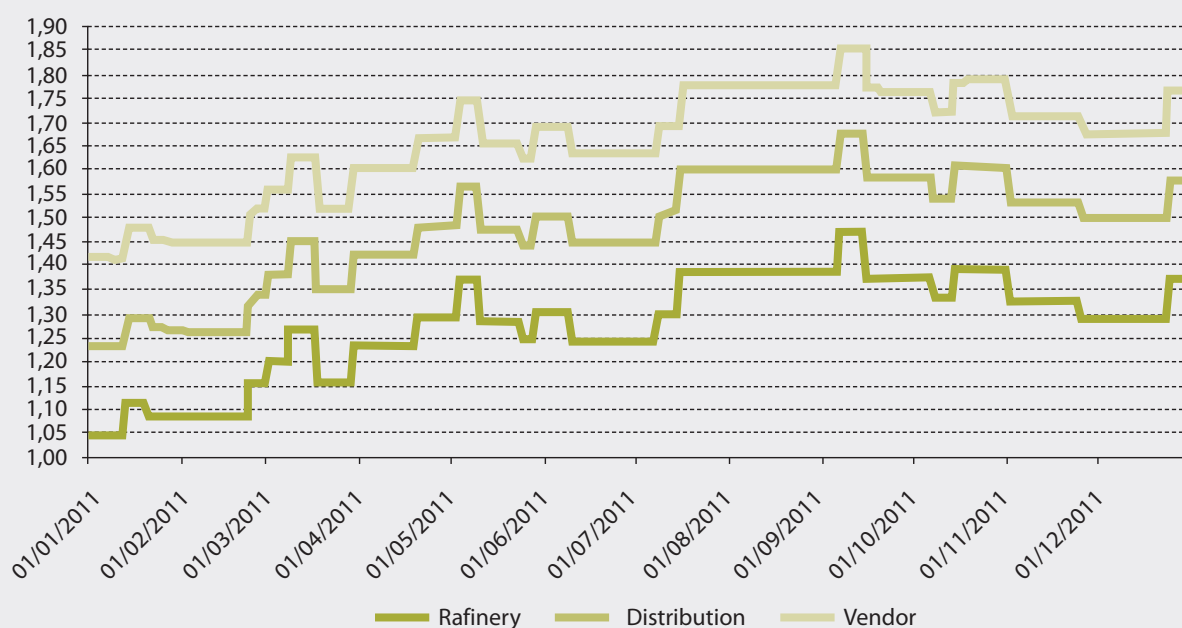
When the monthly average price formation in 2011 is analyzed, it is observed that the average prices increased by 7.61% in December compared to January and that the prices never decreased to the level in January during the year. The highest increase during the year was 10.41%. The dates that the prices with tax and tax-free prices of the refineries, the distributors and the vendors changed in 2011 are shown in Table 3.8.

**Table 3.8** Unleaded Gasoline 95 Octane Average Price Change

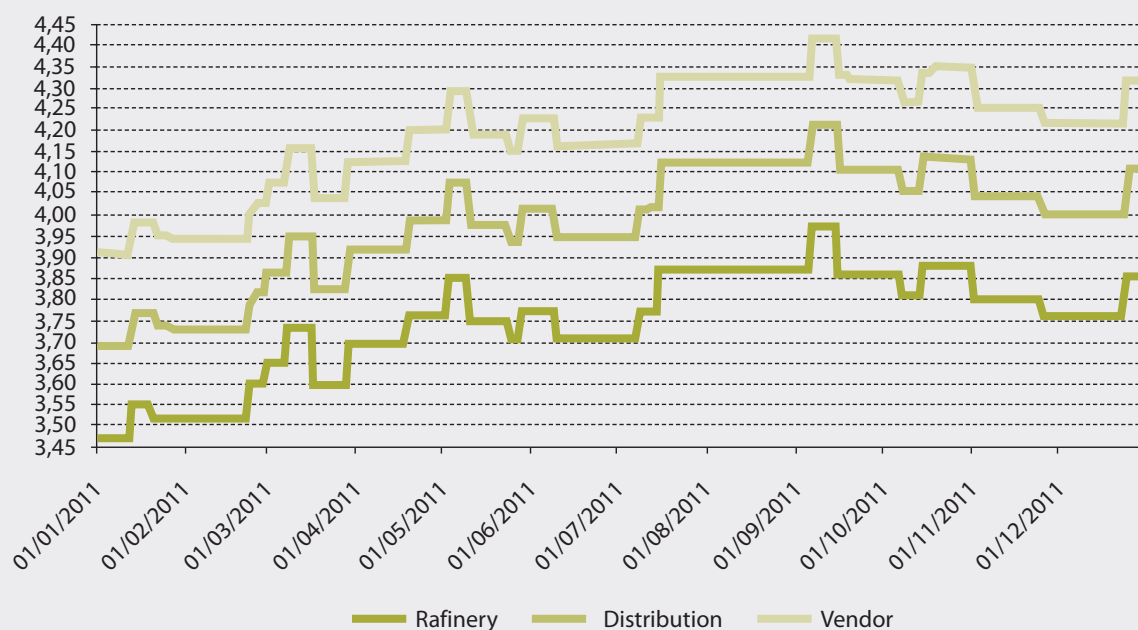
|            | Sale Price without tax (₹/l) |             |        | Sale Price with tax (₹/l) |             |        |
|------------|------------------------------|-------------|--------|---------------------------|-------------|--------|
|            | Refinery                     | Distributor | Vendor | Refinery                  | Distributor | Vendor |
| 01.01.2011 | 1,05                         | 1,23        | 1,42   | 3,47                      | 3,69        | 3,91   |
| 13.01.2011 | 1,12                         | 1,27        | 1,46   | 3,55                      | 3,74        | 3,96   |
| 14.01.2011 | 1,12                         | 1,30        | 1,48   | 3,55                      | 3,76        | 3,98   |
| 20.01.2011 | 1,09                         | 1,30        | 1,48   | 3,52                      | 3,76        | 3,98   |
| 21.01.2011 | 1,09                         | 1,29        | 1,47   | 3,52                      | 3,76        | 3,97   |
| 02.02.2011 | 1,09                         | 1,27        | 1,45   | 3,52                      | 3,73        | 3,95   |
| 23.02.2011 | 1,16                         | 1,32        | 1,50   | 3,60                      | 3,79        | 4,01   |
| 24.02.2011 | 1,16                         | 1,33        | 1,51   | 3,60                      | 3,80        | 4,02   |
| 25.02.2011 | 1,16                         | 1,34        | 1,52   | 3,60                      | 3,82        | 4,03   |
| 01.03.2011 | 1,20                         | 1,38        | 1,55   | 3,65                      | 3,86        | 4,07   |
| 02.03.2011 | 1,20                         | 1,38        | 1,56   | 3,65                      | 3,87        | 4,08   |
| 08.03.2011 | 1,27                         | 1,45        | 1,62   | 3,73                      | 3,94        | 4,15   |
| 09.03.2011 | 1,27                         | 1,45        | 1,63   | 3,73                      | 3,95        | 4,16   |
| 17.03.2011 | 1,16                         | 1,36        | 1,54   | 3,60                      | 3,83        | 4,05   |
| 18.03.2011 | 1,16                         | 1,35        | 1,53   | 3,60                      | 3,83        | 4,04   |
| 29.03.2011 | 1,23                         | 1,42        | 1,60   | 3,69                      | 3,91        | 4,12   |
| 30.03.2011 | 1,23                         | 1,43        | 1,61   | 3,69                      | 3,92        | 4,13   |
| 19.04.2011 | 1,29                         | 1,48        | 1,66   | 3,76                      | 3,98        | 4,19   |
| 20.04.2011 | 1,29                         | 1,48        | 1,66   | 3,76                      | 3,99        | 4,20   |
| 03.05.2011 | 1,37                         | 1,56        | 1,73   | 3,85                      | 4,07        | 4,28   |
| 04.05.2011 | 1,37                         | 1,56        | 1,74   | 3,85                      | 4,08        | 4,29   |
| 10.05.2011 | 1,28                         | 1,48        | 1,67   | 3,75                      | 3,99        | 4,21   |
| 11.05.2011 | 1,28                         | 1,48        | 1,66   | 3,75                      | 3,98        | 4,19   |
| 24.05.2011 | 1,25                         | 1,45        | 1,63   | 3,71                      | 3,94        | 4,16   |
| 28.05.2011 | 1,30                         | 1,50        | 1,68   | 3,77                      | 4,01        | 4,22   |
| 29.05.2011 | 1,30                         | 1,50        | 1,69   | 3,77                      | 4,01        | 4,23   |
| 09.06.2011 | 1,25                         | 1,46        | 1,64   | 3,71                      | 3,96        | 4,17   |
| 10.06.2011 | 1,25                         | 1,45        | 1,64   | 3,71                      | 3,95        | 4,17   |
| 08.07.2011 | 1,30                         | 1,50        | 1,68   | 3,77                      | 4,00        | 4,22   |
| 09.07.2011 | 1,30                         | 1,50        | 1,69   | 3,77                      | 4,01        | 4,23   |
| 12.07.2011 | 1,30                         | 1,51        | 1,69   | 3,77                      | 4,02        | 4,23   |
| 15.07.2011 | 1,39                         | 1,59        | 1,76   | 3,87                      | 4,11        | 4,32   |
| 16.07.2011 | 1,39                         | 1,60        | 1,78   | 3,87                      | 4,12        | 4,33   |
| 06.09.2011 | 1,47                         | 1,67        | 1,84   | 3,97                      | 4,20        | 4,41   |
| 07.09.2011 | 1,47                         | 1,68        | 1,85   | 3,97                      | 4,21        | 4,42   |
| 15.09.2011 | 1,38                         | 1,59        | 1,78   | 3,86                      | 4,12        | 4,33   |
| 16.09.2011 | 1,38                         | 1,59        | 1,78   | 3,86                      | 4,11        | 4,33   |
| 19.09.2011 | 1,38                         | 1,59        | 1,77   | 3,86                      | 4,11        | 4,32   |
| 07.10.2011 | 1,34                         | 1,55        | 1,73   | 3,81                      | 4,06        | 4,28   |
| 08.10.2011 | 1,34                         | 1,55        | 1,73   | 3,81                      | 4,06        | 4,27   |

|            |      |      |      |      |      |      |
|------------|------|------|------|------|------|------|
| 14.10.2011 | 1,39 | 1,61 | 1,78 | 3,88 | 4,13 | 4,34 |
| 18.10.2011 | 1,39 | 1,61 | 1,79 | 3,88 | 4,14 | 4,35 |
| 21.10.2011 | 1,39 | 1,61 | 1,79 | 3,88 | 4,13 | 4,35 |
| 01.11.2011 | 1,33 | 1,54 | 1,72 | 3,80 | 4,05 | 4,27 |
| 02.11.2011 | 1,33 | 1,54 | 1,72 | 3,80 | 4,05 | 4,26 |
| 25.11.2011 | 1,29 | 1,50 | 1,69 | 3,76 | 4,01 | 4,22 |
| 24.12.2011 | 1,37 | 1,57 | 1,76 | 3,85 | 4,09 | 4,31 |
| 25.12.2011 | 1,37 | 1,59 | 1,76 | 3,85 | 4,11 | 4,31 |

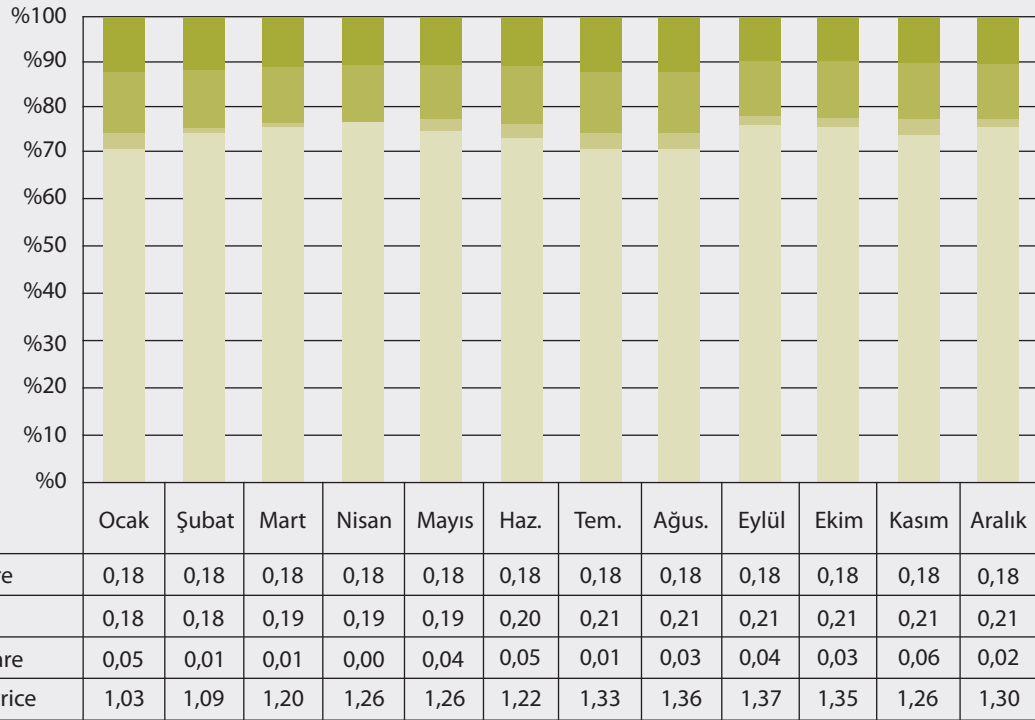
Figure 3.3 and Figure 3.4 present the price changes on the dates above on a graph and the tax-free price formations are presented in Figure 3.5.



**Figure 3.3** Unleaded Gasoline 95 Octane Price Changes (without tax) (TL/l)



**Figure 3.4** Unleaded Gasoline 95 Octane Price Changes (with tax) (TL/l)



**Figure 3.5** Unleaded Gasoline 95 Octane Tax-free Pump Price Formation (₺/l)

It is observed that the average refinery share is 3 Kr/l, the distributor share is 20 Kr/l and the vendor share is 18 Kr/l in this period. The refinery share varied during the year, the distributor share increased by 16.67% and the vendor share remained steady. The breakdown of the average tax-free price was as follows: 75.42% Mediterranean spot margin, 1.68% refinery share, 12.07% distributor share and 10.83% vendor share. Similarly, the breakdown of the average price with tax was as follows: 29.85% Mediterranean spot margin, 0.67% refinery share, 4.78% distributor share and 4.29% vendor share.

When Table 3.9, 3.10 and 3.11, presenting data on products with more than 97 Octane, are analyzed, it is observed that the highest tax-free price increase was in the refinery prices and the lowest increase was in the vendor prices; the prices increased in parallel with the developments in the world; the level of increase in the refinery, distributor and vendor prices mainly remained below the level of increase in the Mediterranean market spot prices in terms of ₺/l and increased more when compared in terms of \$/ton.

**Table 3.9** Unleaded Gasoline 95 Octane (Other) Average Refinery price

|                | Sale Price (₺/l) |            |            |            | Annual Difference (%) |      |       |
|----------------|------------------|------------|------------|------------|-----------------------|------|-------|
|                | 01.01.2009       | 01.01.2010 | 20.01.2011 | 31.12.2011 | 2009                  | 2010 | 2011  |
| Without tax    | -                | -          | 1,12       | 1,41       | -                     | -    | 26,6  |
| With tax       | -                | -          | 3,55       | 3,90       | -                     | -    | 9,9   |
| Refinery share | -                | -          | 0,04       | 0,03       | -                     | -    | -26,8 |

**Table 3.10** Unleaded Gasoline 95 Octane (Other) Distributor Depot Price

|                   | Sale Price (₹/l) |            |            |            | Annual Difference (%) |      |      |
|-------------------|------------------|------------|------------|------------|-----------------------|------|------|
|                   | 01.01.2009       | 01.01.2010 | 21.01.2011 | 31.12.2011 | 2009                  | 2010 | 2011 |
| Without tax       | -                | -          | 1,30       | 1,64       | -                     | -    | 26,0 |
| With tax          | -                | -          | 3,77       | 4,17       | -                     | -    | 10,6 |
| Distributor share | -                | -          | 0,19       | 0,23       | -                     | -    | 22,7 |

**Table 3.11** Unleaded Gasoline 95 Octane (Other) Vendor Prices

|              | Sale Price (₹/l) |            |            |            | Annual Difference (%) |      |      |
|--------------|------------------|------------|------------|------------|-----------------------|------|------|
|              | 01.01.2009       | 01.01.2010 | 01.01.2011 | 31.12.2011 | 2009                  | 2010 | 2011 |
| Without tax  | -                | -          | 1,48       | 1,82       | -                     | -    | 23,2 |
| With tax     | -                | -          | 3,98       | 4,38       | -                     | -    | 10,2 |
| Vendor share | -                | -          | 0,18       | 0,18       | -                     | -    | 2,0  |

When the monthly average price formation in 2011 is analyzed, it is observed that the average prices increased by 9.11% in December compared to January and that the prices never decreased to the level in January during the year. The highest increase during the year was 13.16%. It is also observed that both the price increase rate and the average annual price (7 Kr/l – 1.67%) are significantly higher compared to the products with 95 Octane. The dates that the prices with tax and tax-free prices of the refineries, the distributors and the vendors changed in 2011 are shown in Table 3.12.

**Table 3.12** Unleaded Gasoline 95 Octane (Other) Monthly Average Price Formation (₹/l)

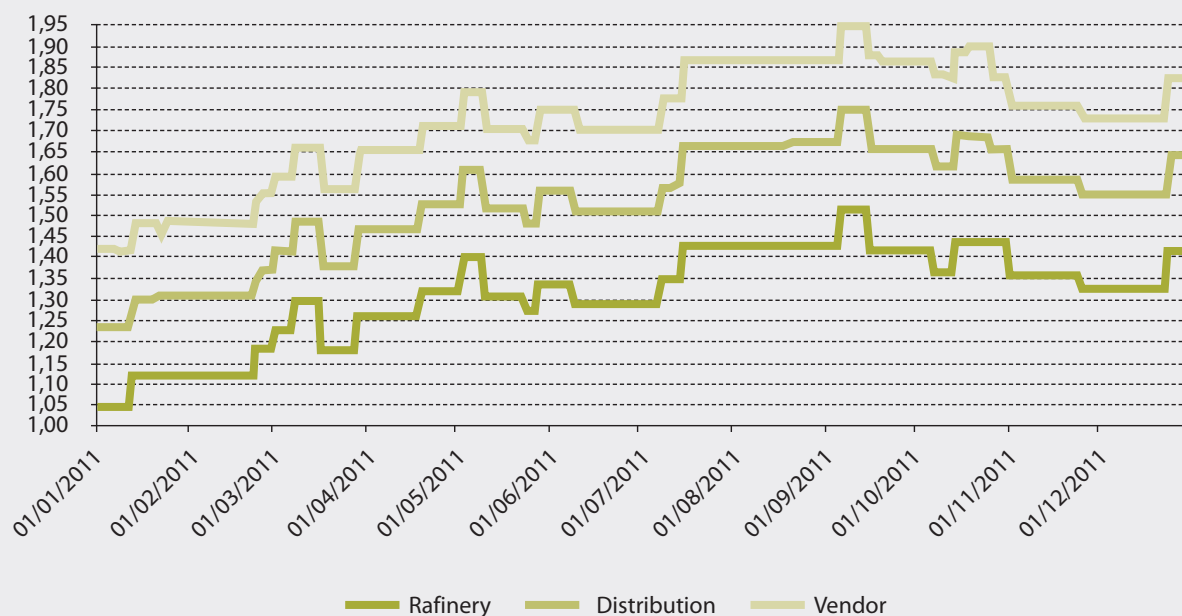
| Month     | Refinery Tax free | SCT    | Income Share | Distributor Share | Vendor Share | Total VAT | Vendor Sale Price |
|-----------|-------------------|--------|--------------|-------------------|--------------|-----------|-------------------|
| January   | 1,09              | 1,8915 | 0,00187      | 0,18              | 0,18         | 0,60      | 3,95              |
| February  | 1,13              | 1,8915 | 0,00187      | 0,18              | 0,18         | 0,61      | 4,00              |
| March     | 1,23              | 1,8915 | 0,00187      | 0,19              | 0,18         | 0,63      | 4,13              |
| April     | 1,28              | 1,8915 | 0,00187      | 0,20              | 0,19         | 0,64      | 4,21              |
| May       | 1,33              | 1,8915 | 0,00187      | 0,21              | 0,19         | 0,65      | 4,27              |
| June      | 1,30              | 1,8915 | 0,00187      | 0,22              | 0,20         | 0,65      | 4,27              |
| July      | 1,38              | 1,8915 | 0,00187      | 0,23              | 0,20         | 0,67      | 4,37              |
| August    | 1,43              | 1,8915 | 0,00187      | 0,24              | 0,20         | 0,68      | 4,44              |
| September | 1,45              | 1,8915 | 0,00187      | 0,24              | 0,21         | 0,68      | 4,47              |
| October   | 1,42              | 1,8915 | 0,00187      | 0,24              | 0,20         | 0,68      | 4,43              |
| November  | 1,35              | 1,8915 | 0,00187      | 0,23              | 0,18         | 0,66      | 4,31              |
| December  | 1,35              | 1,8915 | 0,00187      | 0,23              | 0,18         | 0,66      | 4,31              |

**Table 3.13** Unleaded Gasoline 95 Octane (Other) Average Price

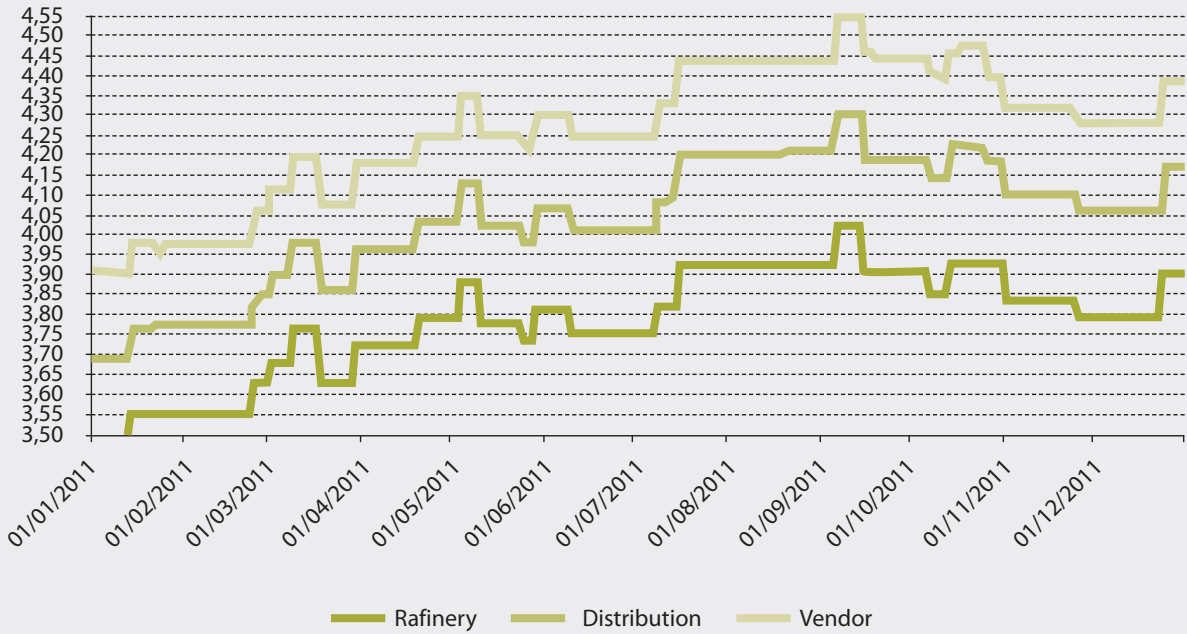
|            | Sale Price without tax (¢/l) |             |        | Sale Price with tax (¢/l) |             |        |
|------------|------------------------------|-------------|--------|---------------------------|-------------|--------|
|            | Refinery                     | Distributor | Vendor | Refinery                  | Distributor | Vendor |
| 21.01.2011 | 1,12                         | 1,30        | 1,48   | 3,55                      | 3,77        | 3,98   |
| 22.01.2011 | 1,12                         | 1,30        | 1,46   | 3,55                      | 3,77        | 3,96   |
| 24.01.2011 | 1,12                         | 1,30        | 1,49   | 3,55                      | 3,77        | 3,99   |
| 01.02.2011 | 1,12                         | 1,30        | 1,48   | 3,55                      | 3,77        | 3,98   |
| 23.02.2011 | 1,18                         | 1,35        | 1,53   | 3,63                      | 3,82        | 4,04   |
| 24.02.2011 | 1,18                         | 1,35        | 1,54   | 3,63                      | 3,83        | 4,05   |
| 25.02.2011 | 1,18                         | 1,37        | 1,55   | 3,63                      | 3,85        | 4,06   |
| 01.03.2011 | 1,23                         | 1,41        | 1,59   | 3,68                      | 3,89        | 4,11   |
| 02.03.2011 | 1,23                         | 1,41        | 1,59   | 3,68                      | 3,90        | 4,11   |
| 08.03.2011 | 1,29                         | 1,47        | 1,65   | 3,76                      | 3,97        | 4,18   |
| 09.03.2011 | 1,29                         | 1,48        | 1,66   | 3,76                      | 3,98        | 4,20   |
| 17.03.2011 | 1,18                         | 1,39        | 1,58   | 3,63                      | 3,87        | 4,10   |
| 18.03.2011 | 1,18                         | 1,38        | 1,57   | 3,63                      | 3,87        | 4,08   |
| 29.03.2011 | 1,26                         | 1,46        | 1,64   | 3,72                      | 3,96        | 4,17   |
| 30.03.2011 | 1,26                         | 1,47        | 1,65   | 3,72                      | 3,96        | 4,18   |
| 19.04.2011 | 1,32                         | 1,52        | 1,70   | 3,79                      | 4,03        | 4,24   |
| 20.04.2011 | 1,32                         | 1,52        | 1,71   | 3,79                      | 4,03        | 4,25   |
| 03.05.2011 | 1,39                         | 1,60        | 1,78   | 3,88                      | 4,12        | 4,33   |
| 04.05.2011 | 1,39                         | 1,60        | 1,79   | 3,88                      | 4,13        | 4,35   |
| 10.05.2011 | 1,31                         | 1,53        | 1,72   | 3,78                      | 4,04        | 4,26   |
| 11.05.2011 | 1,31                         | 1,52        | 1,71   | 3,78                      | 4,03        | 4,25   |
| 24.05.2011 | 1,28                         | 1,49        | 1,68   | 3,74                      | 3,99        | 4,22   |
| 28.05.2011 | 1,34                         | 1,55        | 1,74   | 3,81                      | 4,06        | 4,29   |
| 29.05.2011 | 1,34                         | 1,55        | 1,75   | 3,81                      | 4,07        | 4,30   |
| 09.06.2011 | 1,29                         | 1,51        | 1,75   | 3,76                      | 4,02        | 4,30   |
| 10.06.2011 | 1,29                         | 1,51        | 1,71   | 3,76                      | 4,02        | 4,25   |
| 25.06.2011 | 1,29                         | 1,51        | 1,71   | 3,76                      | 4,01        | 4,25   |
| 08.07.2011 | 1,34                         | 1,56        | 1,76   | 3,82                      | 4,07        | 4,32   |
| 09.07.2011 | 1,34                         | 1,57        | 1,78   | 3,82                      | 4,08        | 4,33   |
| 12.07.2011 | 1,34                         | 1,57        | 1,78   | 3,82                      | 4,09        | 4,33   |
| 15.07.2011 | 1,43                         | 1,66        | 1,85   | 3,92                      | 4,19        | 4,42   |
| 16.07.2011 | 1,43                         | 1,67        | 1,87   | 3,92                      | 4,20        | 4,44   |
| 20.08.2011 | 1,43                         | 1,67        | 1,87   | 3,92                      | 4,21        | 4,44   |

|            |      |      |      |      |      |      |
|------------|------|------|------|------|------|------|
| 06.09.2011 | 1,51 | 1,74 | 1,94 | 4,02 | 4,29 | 4,53 |
| 07.09.2011 | 1,51 | 1,75 | 1,96 | 4,02 | 4,30 | 4,54 |
| 15.09.2011 | 1,42 | 1,67 | 1,88 | 3,91 | 4,20 | 4,46 |
| 16.09.2011 | 1,42 | 1,66 | 1,88 | 3,91 | 4,19 | 4,46 |
| 19.09.2011 | 1,42 | 1,66 | 1,87 | 3,91 | 4,19 | 4,44 |
| 07.10.2011 | 1,37 | 1,62 | 1,84 | 3,85 | 4,15 | 4,40 |
| 11.10.2011 | 1,37 | 1,62 | 1,83 | 3,85 | 4,15 | 4,39 |
| 14.10.2011 | 1,44 | 1,68 | 1,89 | 3,93 | 4,22 | 4,46 |
| 15.10.2011 | 1,44 | 1,69 | 1,89 | 3,93 | 4,23 | 4,46 |
| 18.10.2011 | 1,44 | 1,69 | 1,90 | 3,93 | 4,22 | 4,47 |
| 26.10.2011 | 1,44 | 1,66 | 1,85 | 3,93 | 4,19 | 4,41 |
| 27.10.2011 | 1,44 | 1,66 | 1,83 | 3,93 | 4,19 | 4,40 |
| 01.11.2011 | 1,36 | 1,60 | 1,77 | 3,84 | 4,12 | 4,33 |
| 02.11.2011 | 1,36 | 1,59 | 1,76 | 3,84 | 4,11 | 4,32 |
| 25.11.2011 | 1,33 | 1,56 | 1,74 | 3,80 | 4,07 | 4,29 |
| 26.11.2011 | 1,33 | 1,55 | 1,74 | 3,80 | 4,07 | 4,28 |
| 24.12.2011 | 1,41 | 1,63 | 1,82 | 3,90 | 4,15 | 4,38 |
| 25.12.2011 | 1,41 | 1,64 | 1,82 | 3,90 | 4,17 | 4,38 |

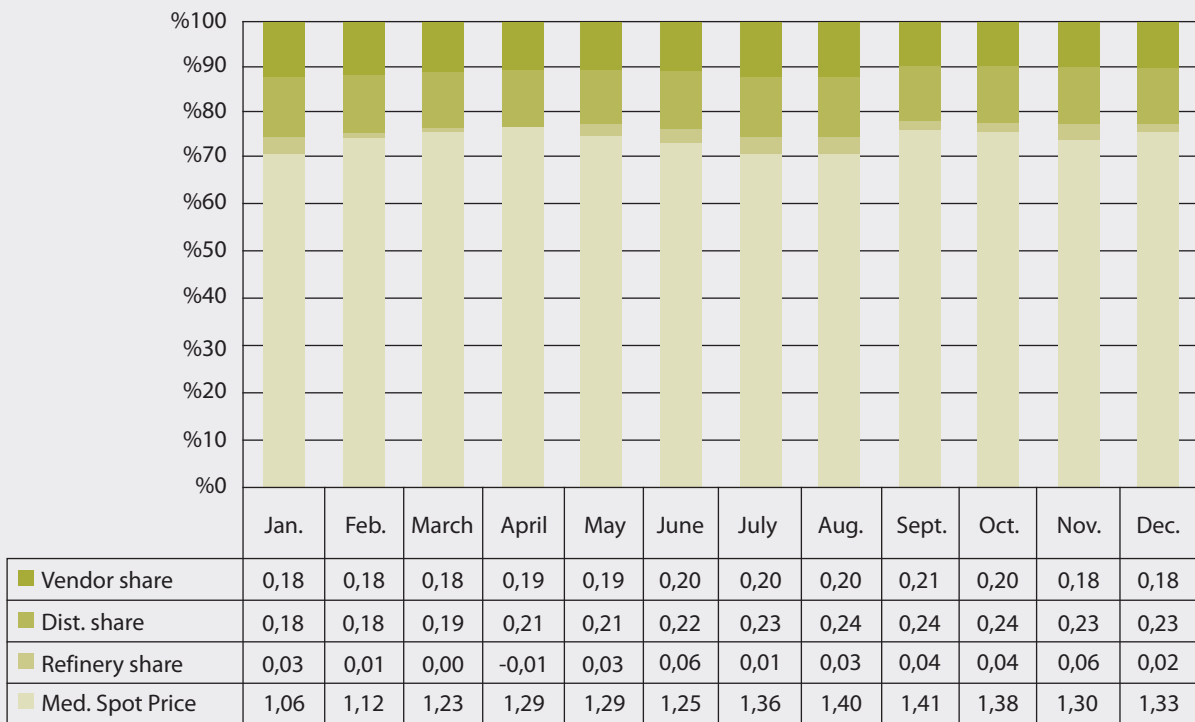
Figure 3.6 and Figure 3.7 present the price changes on the dates above on a graph and the tax-free price formations are presented in Figure 3.8.



**Figure 3.6** Unleaded Gasoline 95 Octane (Other) Price Changes (without tax) (₺/l)



**Figure 3.7** Unleaded Gasoline 95 Octane (Other) Price Changes (with tax) (TL/l) (₺/l)



**Figure 3.8** Unleaded Gasoline 95 Octane (Other) Tax-free Pump Price Formation (₺/l)

It is observed that the average refinery share is 3 Kr/l, the distributor share is 22 Kr/l and the vendor share is 19 Kr/l in this period. The margins varied during the year, the distributor share increased by 27.78% by the end of the year and the vendor share remained steady. The breakdown of the average tax-free price was as follows: 74.70% Mediterranean spot margin, 1.59% refinery share, 12.60% distributor share and 11.11% vendor share. Similarly, the breakdown of the average price with tax was as follows: 30.13% Mediterranean spot margin, 0.64% refinery share, 5.08% distributor share and 4.48% vendor share. (As there is not a different price formation for 97 Octane in the Mediterranean Region, the other price dynamics were excluded from the existing price and a benchmark price was set using the concentration parameter to be able to make comparisons)

### 3.2.2 Diesel Price Movements

Table 3.14 presents the monthly amounts of Diesel and Diesel (other) in 2011. as can be understood from the table, while diesel without additives constitutes the larger part of the sales, sales of diesel with additives also reached a considerable volume.

**Table 3.14 Diesel Differentiated Product Distribution (%)**

|                | Ocak  | Şubat | Mart  | Nisan | Mayıs | Haz.  | Tem.  | Ağus. | Eylül | Ekim  | Kasım | Aralık |
|----------------|-------|-------|-------|-------|-------|-------|-------|-------|-------|-------|-------|--------|
| Diesel         | 69,55 | 68,46 | 54,80 | 58,63 | 69,20 | 70,38 | 69,96 | 69,31 | 70,97 | 71,33 | 69,52 | 67,98  |
| Diesel (Other) | 30,45 | 31,54 | 45,20 | 41,37 | 30,80 | 29,62 | 30,04 | 30,69 | 29,03 | 28,67 | 30,48 | 32,02  |

**Table 3.15 Diesel Average Refinery Price**

|                | Sale Price (₺/l) |            |            |            | Annual Difference (%) |       |        |
|----------------|------------------|------------|------------|------------|-----------------------|-------|--------|
|                | 01.01.2009       | 01.01.2010 | 20.01.2011 | 31.12.2011 | 2009                  | 2010  | 2011   |
| Without tax    | 0,68             | 0,89       | 1,09       | 1,52       | 30,9                  | 22,7  | 38,8   |
| With tax       | 1,99             | 2,59       | 2,83       | 3,33       | 30,2                  | 9,3   | 17,7   |
| Refinery share | 0,08             | 0,05       | 0,04       | 0,00       | -35,4                 | -19,0 | -109,0 |

**Table 3.16 Diesel Distributor Depot Price**

|                   | Sale Price (₺/l) |            |            |            | Annual Difference (%) |      |      |
|-------------------|------------------|------------|------------|------------|-----------------------|------|------|
|                   | 01.01.2009       | 01.01.2010 | 21.01.2011 | 31.12.2011 | 2009                  | 2010 | 2011 |
| Without tax       | 0,85             | 1,06       | 1,36       | 1,73       | 24,7                  | 28,2 | 26,9 |
| With tax          | 2,19             | 2,79       | 3,15       | 3,58       | 27,4                  | 12,7 | 13,7 |
| Distributor share | 0,17             | 0,17       | 0,22       | 0,21       | 0,0                   | 27,1 | -3,1 |

**Table 3.17 Diesel Vendor Prices**

|              | Sale Price (₺/l) |            |            |            | Annual Difference (%) |      |       |
|--------------|------------------|------------|------------|------------|-----------------------|------|-------|
|              | 01.01.2009       | 01.01.2010 | 21.01.2011 | 31.12.2011 | 2009                  | 2010 | 2011  |
| Without tax  | 1,02             | 1,27       | 1,57       | 1,90       | 24,5                  | 23,8 | 21,0  |
| With tax     | 2,39             | 3,04       | 3,40       | 3,79       | 27,2                  | 11,7 | 11,5  |
| Vendor share | 0,17             | 0,21       | 0,21       | 0,18       | 23,5                  | 1,4  | -16,7 |

When Table 3.15, 3.16 and 3.17 are analyzed, it is observed that the highest tax-free price increase was in the refinery prices and the lowest increase was in the vendor prices; the prices increased in parallel with the developments in the world; the level of increase in the refinery, distributor and vendor prices mainly remained below the level of increase in the Mediterranean market spot prices in terms of ₺/l and increased more when compared in terms of \$/ton.

**Table 3.18 Diesel Monthly Average Price Formation (¢/l)**

| Month     | Refinery Tax free | SCT    | Income Share | Distributor Share | Vendor Share | Total VAT | Vendor Sale Price |
|-----------|-------------------|--------|--------------|-------------------|--------------|-----------|-------------------|
| January   | 1,12              | 1,3045 | 0,00187      | 0,20              | 0,23         | 0,51      | 3,37              |
| February  | 1,22              | 1,3045 | 0,00187      | 0,20              | 0,19         | 0,52      | 3,43              |
| March     | 1,37              | 1,3045 | 0,00187      | 0,20              | 0,19         | 0,55      | 3,61              |
| April     | 1,35              | 1,3045 | 0,00187      | 0,19              | 0,19         | 0,55      | 3,58              |
| May       | 1,30              | 1,3045 | 0,00187      | 0,20              | 0,19         | 0,54      | 3,53              |
| June      | 1,34              | 1,3045 | 0,00187      | 0,20              | 0,18         | 0,55      | 3,58              |
| July      | 1,38              | 1,3045 | 0,00187      | 0,21              | 0,19         | 0,56      | 3,64              |
| August    | 1,45              | 1,3045 | 0,00187      | 0,21              | 0,19         | 0,57      | 3,73              |
| September | 1,46              | 1,3045 | 0,00187      | 0,21              | 0,19         | 0,57      | 3,75              |
| October   | 1,51              | 1,3045 | 0,00187      | 0,21              | 0,19         | 0,58      | 3,80              |
| November  | 1,54              | 1,3045 | 0,00187      | 0,21              | 0,18         | 0,58      | 3,81              |
| December  | 1,54              | 1,3045 | 0,00187      | 0,21              | 0,17         | 0,58      | 3,82              |

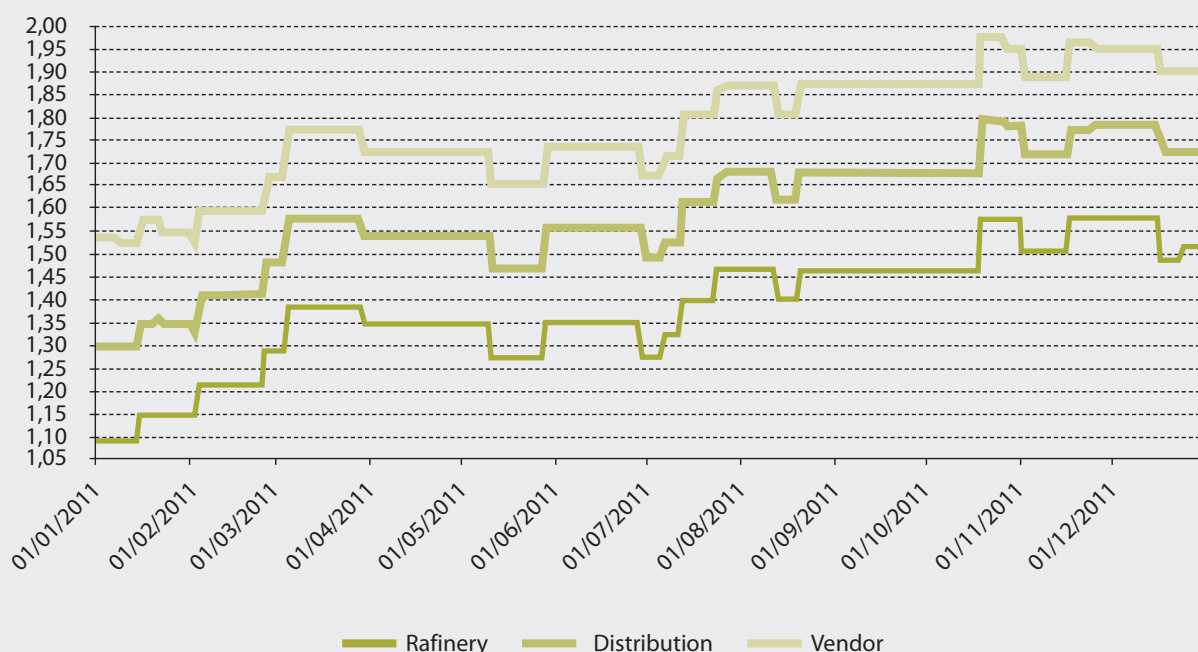
When the monthly average price formation in 2011 is analyzed, it is observed that the average vendor sale prices increased by 13.35% in December compared to January (the highest level of the year) and that the prices never decreased to the level in January during the year. The dates that the prices with tax and tax-free prices of the refineries, the distributors and the vendors changed in 2011 are shown in Table 3.19.

**Table 3.19 Diesel Average Price**

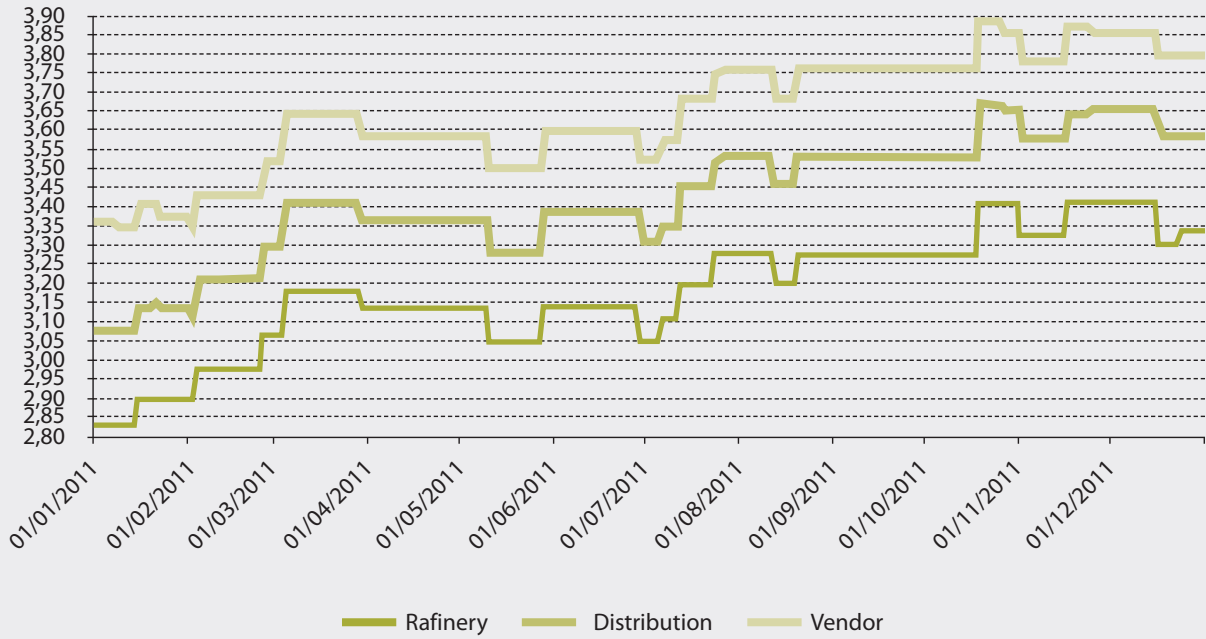
|            | Sale Price without tax (¢/l) |             |        | Sale Price with tax (¢/l) |             |        |
|------------|------------------------------|-------------|--------|---------------------------|-------------|--------|
|            | Refinery                     | Distributor | Vendor | Refinery                  | Distributor | Vendor |
| 01.01.2011 | 1,09                         | 1,29        | 1,54   | 2,83                      | 3,07        | 3,36   |
| 08.01.2011 | 1,09                         | 1,29        | 1,53   | 2,83                      | 3,07        | 3,35   |
| 15.01.2011 | 1,14                         | 1,34        | 1,56   | 2,89                      | 3,12        | 3,39   |
| 16.01.2011 | 1,14                         | 1,34        | 1,57   | 2,89                      | 3,13        | 3,40   |
| 21.01.2011 | 1,14                         | 1,36        | 1,57   | 2,89                      | 3,15        | 3,40   |
| 22.01.2011 | 1,14                         | 1,34        | 1,55   | 2,89                      | 3,13        | 3,37   |
| 01.02.2011 | 1,14                         | 1,34        | 1,54   | 2,89                      | 3,12        | 3,36   |
| 02.02.2011 | 1,14                         | 1,33        | 1,53   | 2,89                      | 3,12        | 3,35   |
| 03.02.2011 | 1,21                         | 1,40        | 1,59   | 2,97                      | 3,20        | 3,42   |
| 25.02.2011 | 1,29                         | 1,47        | 1,65   | 3,06                      | 3,28        | 3,49   |
| 26.02.2011 | 1,29                         | 1,48        | 1,66   | 3,06                      | 3,28        | 3,51   |
| 04.03.2011 | 1,38                         | 1,56        | 1,74   | 3,17                      | 3,38        | 3,60   |
| 05.03.2011 | 1,38                         | 1,58        | 1,77   | 3,17                      | 3,40        | 3,63   |
| 29.03.2011 | 1,35                         | 1,54        | 1,73   | 3,13                      | 3,36        | 3,58   |
| 10.05.2011 | 1,27                         | 1,48        | 1,67   | 3,04                      | 3,28        | 3,51   |
| 11.05.2011 | 1,27                         | 1,47        | 1,66   | 3,04                      | 3,28        | 3,50   |
| 28.05.2011 | 1,35                         | 1,54        | 1,72   | 3,13                      | 3,36        | 3,58   |
| 29.05.2011 | 1,35                         | 1,55        | 1,73   | 3,13                      | 3,37        | 3,59   |

|            |      |      |      |      |      |      |
|------------|------|------|------|------|------|------|
| 29.06.2011 | 1,28 | 1,49 | 1,68 | 3,05 | 3,30 | 3,53 |
| 30.06.2011 | 1,28 | 1,49 | 1,68 | 3,05 | 3,30 | 3,52 |
| 06.07.2011 | 1,32 | 1,53 | 1,71 | 3,10 | 3,34 | 3,56 |
| 12.07.2011 | 1,40 | 1,60 | 1,78 | 3,19 | 3,43 | 3,65 |
| 13.07.2011 | 1,40 | 1,61 | 1,80 | 3,19 | 3,44 | 3,66 |
| 23.07.2011 | 1,46 | 1,66 | 1,85 | 3,27 | 3,50 | 3,72 |
| 24.07.2011 | 1,46 | 1,67 | 1,86 | 3,27 | 3,51 | 3,74 |
| 25.07.2011 | 1,46 | 1,67 | 1,86 | 3,27 | 3,51 | 3,74 |
| 26.07.2011 | 1,46 | 1,68 | 1,87 | 3,27 | 3,52 | 3,75 |
| 11.08.2011 | 1,46 | 1,63 | 1,87 | 3,27 | 3,46 | 3,75 |
| 12.08.2011 | 1,41 | 1,62 | 1,81 | 3,20 | 3,45 | 3,68 |
| 19.08.2011 | 1,46 | 1,68 | 1,86 | 3,27 | 3,52 | 3,74 |
| 20.08.2011 | 1,46 | 1,68 | 1,87 | 3,27 | 3,52 | 3,75 |
| 18.10.2011 | 1,57 | 1,78 | 1,96 | 3,40 | 3,64 | 3,86 |
| 19.10.2011 | 1,57 | 1,79 | 1,98 | 3,40 | 3,66 | 3,87 |
| 26.10.2011 | 1,57 | 1,79 | 1,97 | 3,40 | 3,65 | 3,86 |
| 27.10.2011 | 1,57 | 1,79 | 1,96 | 3,40 | 3,65 | 3,85 |
| 01.11.2011 | 1,51 | 1,72 | 1,90 | 3,32 | 3,58 | 3,79 |
| 02.11.2011 | 1,51 | 1,72 | 1,89 | 3,32 | 3,57 | 3,78 |
| 16.11.2011 | 1,57 | 1,77 | 1,95 | 3,40 | 3,63 | 3,85 |
| 17.11.2011 | 1,57 | 1,77 | 1,96 | 3,40 | 3,63 | 3,86 |
| 24.11.2011 | 1,57 | 1,78 | 1,95 | 3,40 | 3,64 | 3,85 |
| 16.12.2011 | 1,49 | 1,75 | 1,91 | 3,30 | 3,60 | 3,79 |
| 17.12.2011 | 1,49 | 1,73 | 1,90 | 3,30 | 3,58 | 3,79 |
| 23.12.2011 | 1,52 | 1,72 | 1,90 | 3,33 | 3,58 | 3,79 |

Figure 3.9 and Figure 3.10 present the price changes on the dates above on a graph and the tax-free pump price formations are presented in Figure 3.11.



**Figure 3.9 Diesel Price Changes (without tax) (₺/l)**



**Figure 3.10 Diesel Price Changes (with tax) (₹/l)**

It is observed that the average refinery share is 1 Kr/l, the distributor share is 21 Kr/l and the vendor share is 19 Kr/l in this period. The refinery share varied during the year, the distributor share increased and the vendor share decreased. Based on this, the distributor share increased by 5% and the vendor share decreased by 26.09% by the end of the year. The breakdown of the average tax-free price was as follows: 77.41% Mediterranean spot margin, 0.40% refinery share, 11.54% distributor share and 10.64% vendor share. Similarly, the breakdown of the average price with tax was as follows: 37.80% Mediterranean spot margin, 0.20% refinery share, 5.64% distributor share and 5.20% vendor share.



**Figure 3.11 Diesel Tax-free Pump Price Formation (₹/l)**

Although some distributor license holders offer the market different products with additives in accordance with various commercial aims, refinery licence holders do not follow such a practice. When Table 3.20, and 3.21, presenting diesel products with additives, are analyzed, it is observed that the tax-free distributor prices increased more than the vendor prices; the prices increased in parallel with the developments in the world; the level of increase in the distributor and vendor prices mainly remained below the level of increase in the Mediterranean market spot prices in terms of ₺/l and increased more when compared in terms of \$/ton.

**Table 3.20 Diesel (Other) Distributor Depot Price**

|                   | Sale Price (₺/l) |            |            |            | Annual Difference (%) |      |       |
|-------------------|------------------|------------|------------|------------|-----------------------|------|-------|
|                   | 01.01.2009       | 01.01.2010 | 21.01.2011 | 31.12.2011 | 2009                  | 2010 | 2011  |
| Without tax       | -                | -          | 1,54       | 1,79       | -                     | -    | 16,0  |
| With tax          | -                | -          | 3,36       | 3,65       | -                     | -    | 8,7   |
| Distributor share | -                | -          | 0,40       | 0,27       | -                     | -    | -31,6 |

**Table 3.21 Diesel (Other) Vendor Prices**

|                   | Sale Price (₺/l) |            |            |            | Annual Difference (%) |      |       |
|-------------------|------------------|------------|------------|------------|-----------------------|------|-------|
|                   | 01.01.2009       | 01.01.2010 | 21.01.2011 | 31.12.2011 | 2009                  | 2010 | 2011  |
| Without tax       | -                | -          | 1,80       | 1,99       | -                     | -    | 10,2  |
| With tax          | -                | -          | 3,67       | 3,89       | -                     | -    | 5,9   |
| Distributor share | -                | -          | 0,26       | 0,20       | -                     | -    | -23,8 |

When the monthly average price formation in 2011, presented in Table 3.22, is analyzed, it is observed that the average vendor sale prices increased by 12.68% in December compared to January and that the prices never decreased to the level in January during the year. The highest increase during the year was 13.54%. It is also observed that both the price increase rate and the average annual price (12 Kr/l – 3.3%) are significantly higher compared to the products without additives. The dates that the prices with tax and tax-free prices of the distributors and vendors changed in 2011 are shown in Table 3.23.

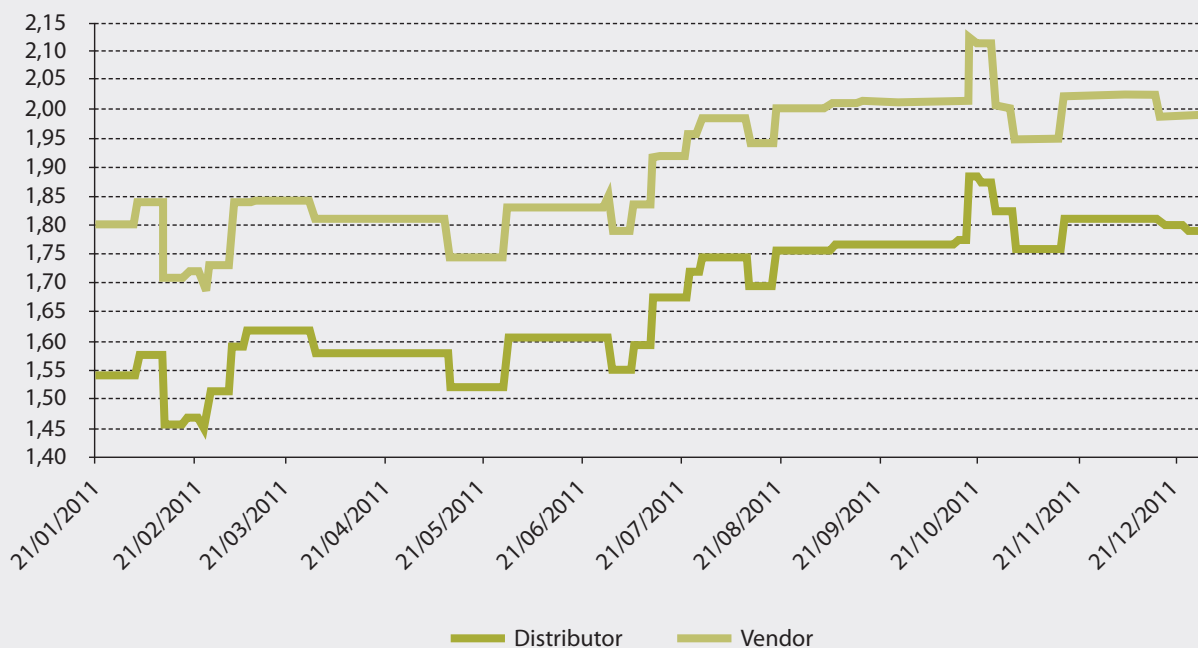
**Table 3.22 Diesel (Other) Monthly Average Price Formation (₺/l)**

| Month     | Refinery tax free | SCT    | Income share | Distributor share | Vendor share | Total VAT | Vendor sale price |
|-----------|-------------------|--------|--------------|-------------------|--------------|-----------|-------------------|
| January   | 1,12              | 1,3045 | 0,00187      | 0,27              | 0,25         | 0,53      | 3,47              |
| February  | 1,22              | 1,3045 | 0,00187      | 0,29              | 0,25         | 0,55      | 3,61              |
| March     | 1,37              | 1,3045 | 0,00187      | 0,23              | 0,23         | 0,56      | 3,69              |
| April     | 1,35              | 1,3045 | 0,00187      | 0,23              | 0,23         | 0,56      | 3,67              |
| May       | 1,30              | 1,3045 | 0,00187      | 0,25              | 0,23         | 0,55      | 3,64              |
| June      | 1,34              | 1,3045 | 0,00187      | 0,26              | 0,23         | 0,56      | 3,70              |
| July      | 1,38              | 1,3045 | 0,00187      | 0,27              | 0,24         | 0,58      | 3,78              |
| August    | 1,45              | 1,3045 | 0,00187      | 0,28              | 0,24         | 0,59      | 3,88              |
| September | 1,46              | 1,3045 | 0,00187      | 0,30              | 0,25         | 0,60      | 3,91              |
| October   | 1,51              | 1,3045 | 0,00187      | 0,29              | 0,23         | 0,60      | 3,94              |
| November  | 1,54              | 1,3045 | 0,00187      | 0,24              | 0,20         | 0,59      | 3,88              |
| December  | 1,54              | 1,3045 | 0,00187      | 0,26              | 0,20         | 0,60      | 3,91              |

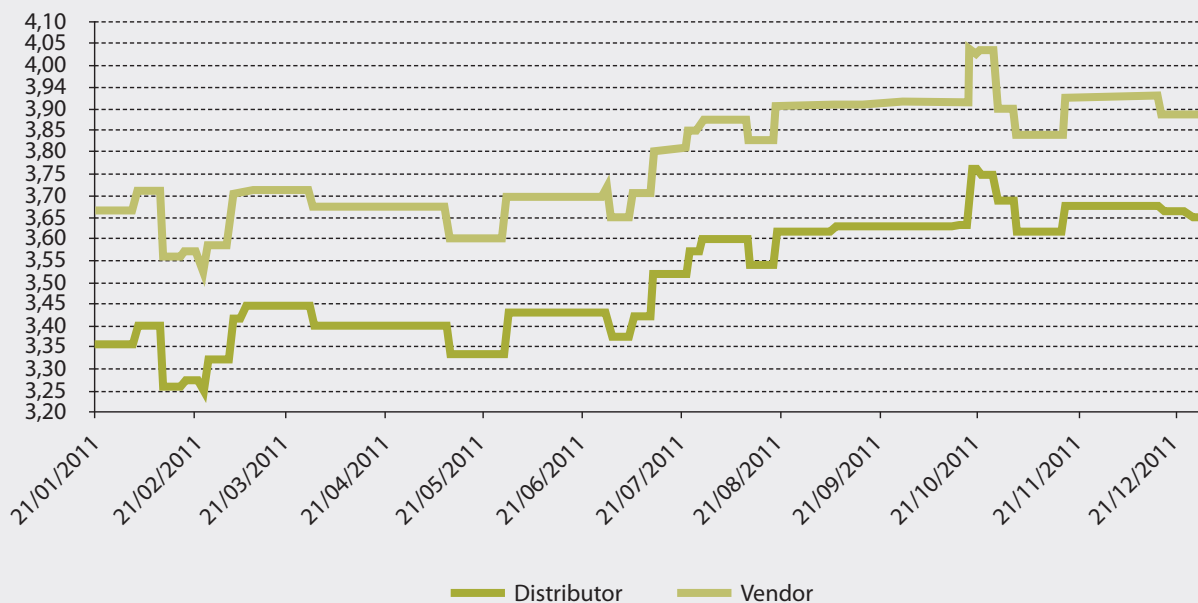
**Table 3.23 Diesel (Other) Average Price**

|            | Sale Price without tax (₺/l) |        | Sale Price with tax (₺/l) |        |
|------------|------------------------------|--------|---------------------------|--------|
|            | Distributor                  | Vendor | Distributor               | Vendor |
| 21.01.2011 | 1,54                         | 1,80   | 3,36                      | 3,67   |
| 03.02.2011 | 1,58                         | 1,84   | 3,40                      | 3,71   |
| 11.02.2011 | 1,46                         | 1,71   | 3,26                      | 3,56   |
| 18.02.2011 | 1,46                         | 1,72   | 3,27                      | 3,57   |
| 23.02.2011 | 1,45                         | 1,69   | 3,25                      | 3,53   |
| 25.02.2011 | 1,51                         | 1,73   | 3,32                      | 3,59   |
| 04.03.2011 | 1,59                         | 1,81   | 3,42                      | 3,68   |
| 05.03.2011 | 1,59                         | 1,84   | 3,42                      | 3,71   |
| 08.03.2011 | 1,61                         | 1,84   | 3,45                      | 3,71   |
| 29.03.2011 | 1,58                         | 1,81   | 3,41                      | 3,67   |
| 10.05.2011 | 1,52                         | 1,75   | 3,34                      | 3,61   |
| 28.05.2011 | 1,60                         | 1,83   | 3,43                      | 3,70   |
| 28.06.2011 | 1,61                         | 1,84   | 3,44                      | 3,72   |
| 29.06.2011 | 1,56                         | 1,79   | 3,38                      | 3,65   |
| 05.07.2011 | 1,56                         | 1,79   | 3,38                      | 3,66   |
| 06.07.2011 | 1,59                         | 1,84   | 3,42                      | 3,71   |
| 12.07.2011 | 1,67                         | 1,92   | 3,52                      | 3,80   |
| 15.07.2011 | 1,67                         | 1,92   | 3,52                      | 3,81   |
| 23.07.2011 | 1,72                         | 1,96   | 3,57                      | 3,85   |
| 27.07.2011 | 1,74                         | 1,98   | 3,60                      | 3,88   |
| 11.08.2011 | 1,70                         | 1,94   | 3,54                      | 3,83   |
| 19.08.2011 | 1,76                         | 2,00   | 3,61                      | 3,90   |
| 06.09.2011 | 1,77                         | 2,01   | 3,62                      | 3,91   |
| 15.09.2011 | 1,77                         | 2,01   | 3,62                      | 3,92   |
| 14.10.2011 | 1,77                         | 2,01   | 3,63                      | 3,92   |
| 18.10.2011 | 1,88                         | 2,12   | 3,76                      | 4,04   |
| 19.10.2011 | 1,88                         | 2,11   | 3,76                      | 4,03   |
| 21.10.2011 | 1,87                         | 2,11   | 3,75                      | 4,03   |
| 26.10.2011 | 1,83                         | 2,00   | 3,70                      | 3,91   |
| 27.10.2011 | 1,82                         | 2,00   | 3,69                      | 3,90   |
| 01.11.2011 | 1,76                         | 1,95   | 3,62                      | 3,84   |
| 16.11.2011 | 1,81                         | 2,02   | 3,68                      | 3,93   |
| 16.12.2011 | 1,80                         | 1,98   | 3,67                      | 3,88   |
| 20.12.2011 | 1,80                         | 1,99   | 3,67                      | 3,89   |
| 24.12.2011 | 1,79                         | 1,99   | 3,65                      | 3,89   |

Figure 3.12 and Figure 3.13 present the price changes on the dates above on a graph and the tax-free pump price formations are presented in Figure 3.14.



**Figure 3.12 Diesel (other) Price Changes (without tax) (₺/l)**



**Figure 3.13 Diesel (other) Price Changes (with tax) (₺/l)**

As diesel with additives is not offered to the market by the refinery, the refinery share for diesel is not changed in Figure 3.14. It is observed that the average distributor share is 26 Kr/l and the vendor share is 23 Kr/l in this period. The margins varied during the year and the distributor share first increased and then decreased by the end of the year, vendor share decreased gradually. Based on this, the distributor share decreased by 3.7% and the vendor share decreased by 25% by the end of the year. The breakdown of the average tax-free price was as follows: 73.23% Mediterranean spot margin, 0.38% refinery share, 14.11% distributor share and 12.27% vendor share. Similarly, the breakdown of the average price with tax was as follows: 36.60% Mediterranean spot margin, 0.19% refinery share, 7.05% distributor share and 6.13% vendor share. The higher prices of the products with additives is reflected upon the distributor and vendor shares. Another point that draws attention regarding both the Unleaded Gasoline 95 Octane and Diesel prices is that while the distributor shares increased during the year, the vendor shares decreased continuously and that the absolute value of the distributor shares is always above the vendor shares.



**Figure 3.14 Diesel (Other) Tax-free Pump Price Formation (₺/l)\***

### 3.2.3 Fuel Oil 4 (Heating Oil) Price Movements

When Table 3.24, 3.25 and 3.26 are analyzed, it is observed that the highest tax-free price increase was in the refinery prices and the lowest increase was in the vendor prices and the prices increased in parallel with the developments in the world. Since there is not an equivalent product directly sold in the Mediterranean Region, in order to use for calculations, a benchmark price was set for this product by using the input proportionality employed in production by the refiner. In this context, the increase rates of the refinery, distributor and vendor prices in terms of ₺/l are below but close to the increase rate of the the Mediterranean market spot prices (57.9%).

**Table 3.24 Fuel Oil 4 (Heating Oil) Average Refinery Price**

|                | Sale Price (₺/l) |            |            |            | Annual Difference (%) |      |      |
|----------------|------------------|------------|------------|------------|-----------------------|------|------|
|                | 01.01.2009       | 01.01.2010 | 01.01.2011 | 31.12.2011 | 2009                  | 2010 | 2011 |
| Without tax    | 0,47             | 0,84       | 0,96       | 1,51       | 79,7                  | 15,2 | 57,2 |
| With tax       | 1,11             | 1,55       | 1,70       | 2,35       | 39,3                  | 9,7  | 38,2 |
| Refinery share | 0,07             | 0,06       | 0,08       | 0,12       | -22,4                 | 48,3 | 49,7 |

**Table 3.25 Fuel Oil 4 (Heating Oil) Distributor Depot Price**

|                   | Sale Price (₺/l) |            |            |            | Annual Difference (%) |      |      |
|-------------------|------------------|------------|------------|------------|-----------------------|------|------|
|                   | 01.01.2009       | 01.01.2010 | 01.01.2011 | 31.12.2011 | 2009                  | 2010 | 2011 |
| Without tax       | 0,64             | 1,01       | 1,14       | 1,75       | 58,6                  | 12,8 | 53,6 |
| With tax          | 1,32             | 1,76       | 1,91       | 2,63       | 33,5                  | 8,7  | 37,8 |
| Distributor share | 0,17             | 0,18       | 0,18       | 0,24       | 2,1                   | 1,6  | 33,9 |

**Table 3.26** Fuel Oil 4 (Heating Oil) Vendor Price

|              | Sale Price (¢/l) |            |            |            | Annual Difference (%) |      |      |
|--------------|------------------|------------|------------|------------|-----------------------|------|------|
|              | 01.01.2009       | 01.01.2010 | 01.01.2011 | 31.12.2011 | 2009                  | 2010 | 2011 |
| Without tax  | 0,76             | 1,09       | 1,23       | 1,85       | 43,8                  | 12,6 | 50,5 |
| With tax     | 1,46             | 1,85       | 2,02       | 2,75       | 26,9                  | 8,8  | 36,4 |
| Vendor share | 0,12             | 0,08       | 0,09       | 0,10       | -34,4                 | 9,9  | 10,2 |

**Table 3.27** Fuel Oil 4 (Heating Oil) Monthly Average Price Formation (¢/l)

| Month     | Refinery tax free | SCT    | Income share | Distributor share | Vendor share | Total VAT | Vendor Sale Price |
|-----------|-------------------|--------|--------------|-------------------|--------------|-----------|-------------------|
| January   | 0,99              | 0,4760 | 0,00198      | 0,18              | 0,08         | 0,31      | 2,05              |
| February  | 1,09              | 0,4760 | 0,00198      | 0,18              | 0,08         | 0,33      | 2,17              |
| March     | 1,25              | 0,4760 | 0,00198      | 0,19              | 0,08         | 0,36      | 2,37              |
| April     | 1,26              | 0,4760 | 0,00198      | 0,20              | 0,08         | 0,36      | 2,38              |
| May       | 1,23              | 0,4760 | 0,00198      | 0,20              | 0,09         | 0,36      | 2,34              |
| June      | 1,27              | 0,4760 | 0,00198      | 0,20              | 0,08         | 0,36      | 2,38              |
| July      | 1,32              | 0,4760 | 0,00198      | 0,19              | 0,08         | 0,37      | 2,45              |
| August    | 1,36              | 0,4760 | 0,00198      | 0,20              | 0,08         | 0,38      | 2,50              |
| September | 1,37              | 0,4760 | 0,00198      | 0,21              | 0,08         | 0,39      | 2,53              |
| October   | 1,41              | 0,4760 | 0,00198      | 0,21              | 0,08         | 0,39      | 2,57              |
| November  | 1,43              | 0,4760 | 0,00198      | 0,23              | 0,08         | 0,40      | 2,61              |
| December  | 1,47              | 0,4760 | 0,00198      | 0,24              | 0,08         | 0,41      | 2,69              |

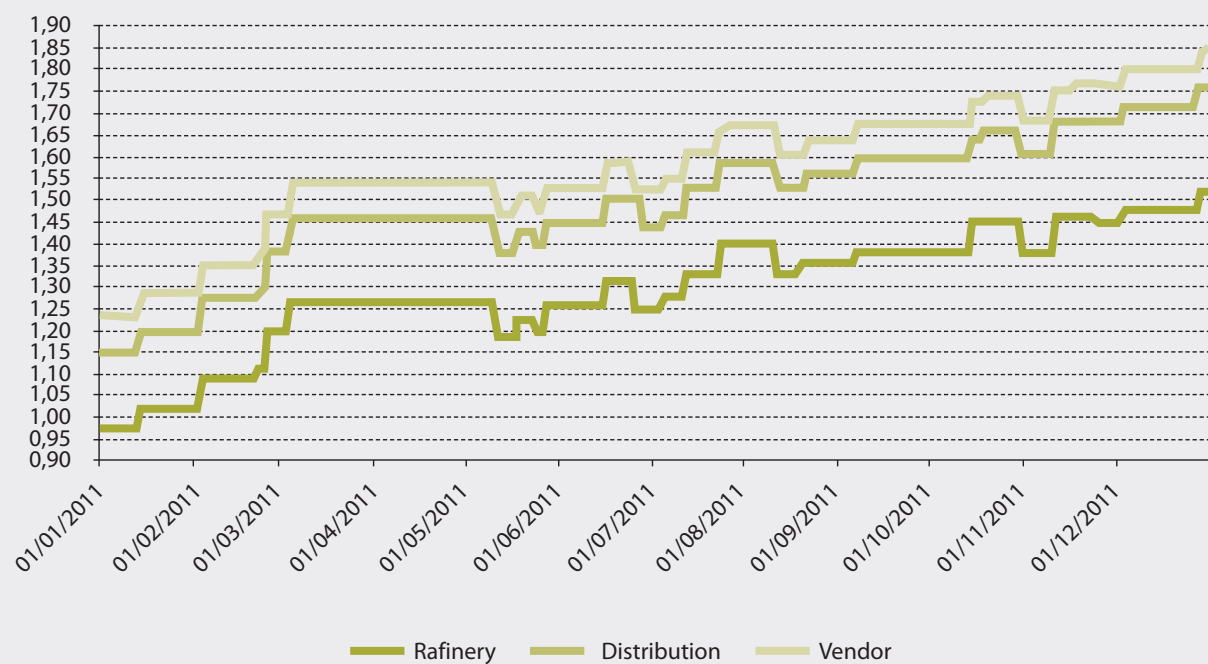
When the monthly average price formation in 2011, presented in Table 3.27, is analyzed, it is observed that the average vendor sale prices increased by 31.22% in December compared to January (the highest level of the year) and that the prices never decreased to the level in January during the year. The dates that the prices with tax and tax-free prices of the distributors and vendors changed in 2011 are shown in Table 3.28.

**Table 3.28** Fuel Oil 4 (Heating Oil) Average Price

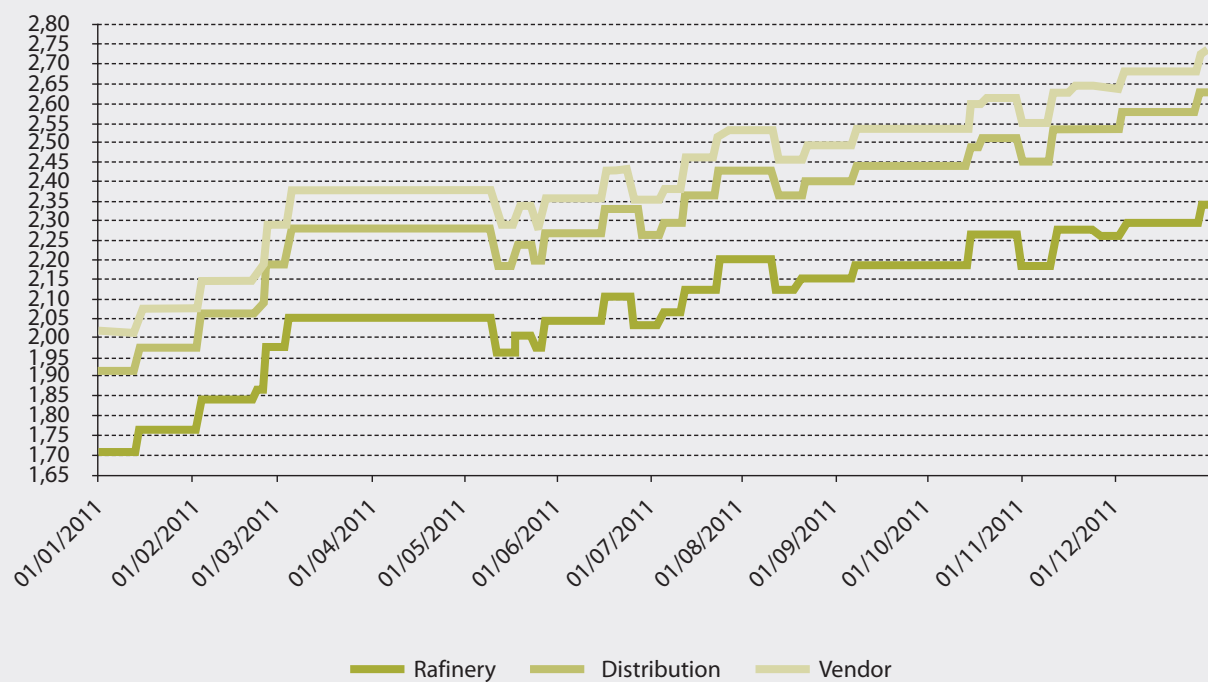
|            | Sale Price without tax (¢/l) |             |        | Sale Price with tax (¢/l) |             |        |
|------------|------------------------------|-------------|--------|---------------------------|-------------|--------|
|            | Refinery                     | Distributor | Vendor | Refinery                  | Distributor | Vendor |
| 01.01.2011 | 0,96                         | 1,14        | 1,23   | 1,70                      | 1,91        | 2,02   |
| 08.01.2011 | 0,96                         | 1,14        | 1,22   | 1,70                      | 1,91        | 2,01   |
| 14.01.2011 | 1,01                         | 1,18        | 1,26   | 1,76                      | 1,96        | 2,05   |
| 15.01.2011 | 1,01                         | 1,20        | 1,28   | 1,76                      | 1,97        | 2,08   |
| 21.01.2011 | 1,01                         | 1,20        | 1,28   | 1,76                      | 1,98        | 2,08   |
| 03.02.2011 | 1,08                         | 1,26        | 1,34   | 1,84                      | 2,05        | 2,15   |
| 04.02.2011 | 1,08                         | 1,27        | 1,35   | 1,84                      | 2,06        | 2,16   |
| 22.02.2011 | 1,11                         | 1,29        | 1,37   | 1,87                      | 2,08        | 2,18   |
| 23.02.2011 | 1,11                         | 1,29        | 1,38   | 1,87                      | 2,09        | 2,19   |
| 25.02.2011 | 1,19                         | 1,37        | 1,45   | 1,97                      | 2,18        | 2,28   |
| 26.02.2011 | 1,19                         | 1,38        | 1,46   | 1,97                      | 2,19        | 2,29   |

|            |      |      |      |      |      |      |
|------------|------|------|------|------|------|------|
| 04.03.2011 | 1,26 | 1,44 | 1,52 | 2,05 | 2,26 | 2,36 |
| 05.03.2011 | 1,26 | 1,45 | 1,54 | 2,05 | 2,28 | 2,38 |
| 11.05.2011 | 1,18 | 1,39 | 1,48 | 1,96 | 2,21 | 2,31 |
| 12.05.2011 | 1,18 | 1,38 | 1,46 | 1,96 | 2,19 | 2,29 |
| 18.05.2011 | 1,23 | 1,41 | 1,50 | 2,01 | 2,23 | 2,33 |
| 19.05.2011 | 1,23 | 1,42 | 1,51 | 2,01 | 2,24 | 2,34 |
| 24.05.2011 | 1,19 | 1,39 | 1,48 | 1,97 | 2,21 | 2,31 |
| 25.05.2011 | 1,19 | 1,39 | 1,48 | 1,97 | 2,20 | 2,31 |
| 27.05.2011 | 1,25 | 1,44 | 1,52 | 2,04 | 2,26 | 2,36 |
| 16.06.2011 | 1,31 | 1,50 | 1,57 | 2,11 | 2,33 | 2,42 |
| 17.06.2011 | 1,31 | 1,50 | 1,58 | 2,11 | 2,34 | 2,43 |
| 25.06.2011 | 1,24 | 1,50 | 1,53 | 2,03 | 2,34 | 2,37 |
| 26.06.2011 | 1,24 | 1,50 | 1,52 | 2,03 | 2,34 | 2,36 |
| 05.07.2011 | 1,27 | 1,46 | 1,54 | 2,06 | 2,28 | 2,38 |
| 06.07.2011 | 1,27 | 1,46 | 1,55 | 2,06 | 2,29 | 2,39 |
| 12.07.2011 | 1,33 | 1,52 | 1,60 | 2,13 | 2,36 | 2,45 |
| 13.07.2011 | 1,33 | 1,53 | 1,61 | 2,13 | 2,36 | 2,46 |
| 23.07.2011 | 1,39 | 1,58 | 1,65 | 2,21 | 2,43 | 2,52 |
| 24.07.2011 | 1,39 | 1,58 | 1,66 | 2,21 | 2,43 | 2,53 |
| 26.07.2011 | 1,39 | 1,58 | 1,67 | 2,21 | 2,43 | 2,54 |
| 11.08.2011 | 1,33 | 1,54 | 1,62 | 2,13 | 2,38 | 2,47 |
| 12.08.2011 | 1,33 | 1,53 | 1,61 | 2,13 | 2,37 | 2,46 |
| 21.08.2011 | 1,35 | 1,56 | 1,64 | 2,16 | 2,41 | 2,50 |
| 06.09.2011 | 1,38 | 1,58 | 1,67 | 2,19 | 2,43 | 2,53 |
| 14.10.2011 | 1,45 | 1,64 | 1,72 | 2,27 | 2,50 | 2,59 |
| 15.10.2011 | 1,45 | 1,64 | 1,73 | 2,27 | 2,50 | 2,60 |
| 18.10.2011 | 1,45 | 1,66 | 1,74 | 2,27 | 2,52 | 2,61 |
| 30.10.2011 | 1,38 | 1,61 | 1,69 | 2,19 | 2,46 | 2,56 |
| 31.10.2011 | 1,38 | 1,60 | 1,68 | 2,19 | 2,45 | 2,55 |
| 10.11.2011 | 1,45 | 1,68 | 1,76 | 2,28 | 2,54 | 2,64 |
| 17.11.2011 | 1,45 | 1,68 | 1,77 | 2,28 | 2,54 | 2,65 |
| 24.11.2011 | 1,45 | 1,68 | 1,76 | 2,27 | 2,54 | 2,64 |
| 03.12.2011 | 1,47 | 1,71 | 1,79 | 2,30 | 2,58 | 2,68 |
| 28.12.2011 | 1,51 | 1,75 | 1,85 | 2,35 | 2,63 | 2,74 |
| 30.12.2011 | 1,51 | 1,75 | 1,85 | 2,35 | 2,63 | 2,75 |

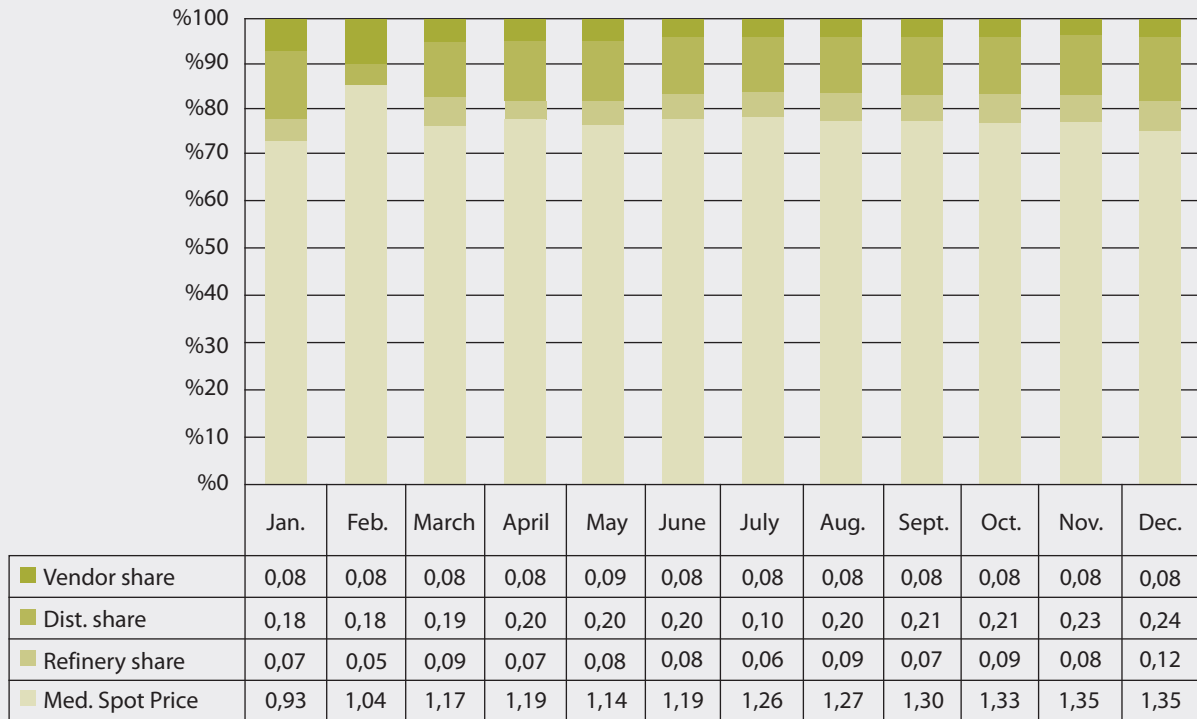
Figure 3.15 and Figure 3.16 present the price changes on the dates above on a graph and the tax-free pump price formations are presented in Figure 3.17.



**Figure 3.15** Fuel Oil 4 (Heating Oil) Price Changes (without tax) (₺/kg)



**Figure 3.16** Fuel Oil 4 (Heating Oil) Price Changes (with tax) (₺/kg)



**Figure 3.17 Fuel Oil 4 (Heating Oil) Tax-free Pump Price Formation (₺/kg)**

It is observed that the average refinery share is 8 Kr/l, distributor share is 20 Kr/l and the vendor share is 8 Kr/l in this period. The refinery share varied during the year and increased by the end of the year, the distributor share increased continuously and the vendor share remained steady. Based on this, the refinery share increased by 71.43% and the distributor share increased by 33.33% by the end of the year. The breakdown of the average tax-free price was as follows: 76.92% Mediterranean spot margin, 4.97% refinery share, 12.86% distributor share and 5.25% vendor share. Similarly, the breakdown of the average price with tax was as follows: 50% Mediterranean spot margin, 3.23% refinery share, 8.36% distributor share and 3.41% vendor share.

### 3.2.4 Fuel Oil 6 Price Movements

When Table 3.29, 3.30 and 3.31 are analyzed, it is observed that the highest tax-free price increase was in the refinery prices and the lowest increase was in the vendor prices as is the case with other products and the prices increased in parallel with the developments in the world. The price of 3.5% sulphur fuel oil was used for the comparisons with the Mediterranean region. In this context, it is observed that the average tax-free refinery price increased more and the distributor and vendor prices increased less compared to the increase rate of the Mediterranean region spot prices (56.4%).

**Table 3.29 Fuel Oil 6 Average Refinery Price**

|                | Sale Price (₺/l) |            |            |            | Annual Difference (%) |      |       |
|----------------|------------------|------------|------------|------------|-----------------------|------|-------|
|                | 01.01.2009       | 01.01.2010 | 01.01.2011 | 31.12.2011 | 2009                  | 2010 | 2011  |
| Without tax    | 0,27             | 0,71       | 0,77       | 1,22       | 163,0                 | 9,0  | 58,0  |
| With tax       | 0,58             | 1,11       | 1,18       | 1,71       | 91,4                  | 6,3  | 44,9  |
| Refinery share | 0,04             | 0,02       | 0,02       | 0,05       | -43,9                 | 0,6  | 109,9 |

**Table 3.30** Fuel Oil 6 Distributor Depot Price

|                   | Sale Price (¢/l) |            |            |            | Annual Difference (%) |      |      |
|-------------------|------------------|------------|------------|------------|-----------------------|------|------|
|                   | 01.01.2009       | 01.01.2010 | 01.01.2011 | 31.12.2011 | 2009                  | 2010 | 2011 |
| Without tax       | 0,43             | 0,87       | 0,94       | 1,44       | 102,3                 | 7,5  | 53,8 |
| With tax          | 0,77             | 1,3        | 1,37       | 1,96       | 68,8                  | 5,4  | 43,4 |
| Distributor share | 0,16             | 0,16       | 0,16       | 0,22       | 0,0                   | 0,7  | 33,7 |

**Table 3.31** Fuel Oil 6 Vendor Prices

|              | Sale Price (¢/l) |            |            |            | Annual Difference (%) |      |      |
|--------------|------------------|------------|------------|------------|-----------------------|------|------|
|              | 01.01.2009       | 01.01.2010 | 01.01.2011 | 31.12.2011 | 2009                  | 2010 | 2011 |
| Without tax  | 0,54             | 0,98       | 1,06       | 1,58       | 81,5                  | 7,7  | 49,3 |
| With tax     | 0,9              | 1,42       | 1,51       | 2,13       | 57,8                  | 6,5  | 40,6 |
| Vendor share | 0,11             | 0,1        | 0,12       | 0,14       | -9,1                  | 20,8 | 13,9 |

**Table 3.32** Fuel Oil 6 Monthly Average Price Formation (¢/l)

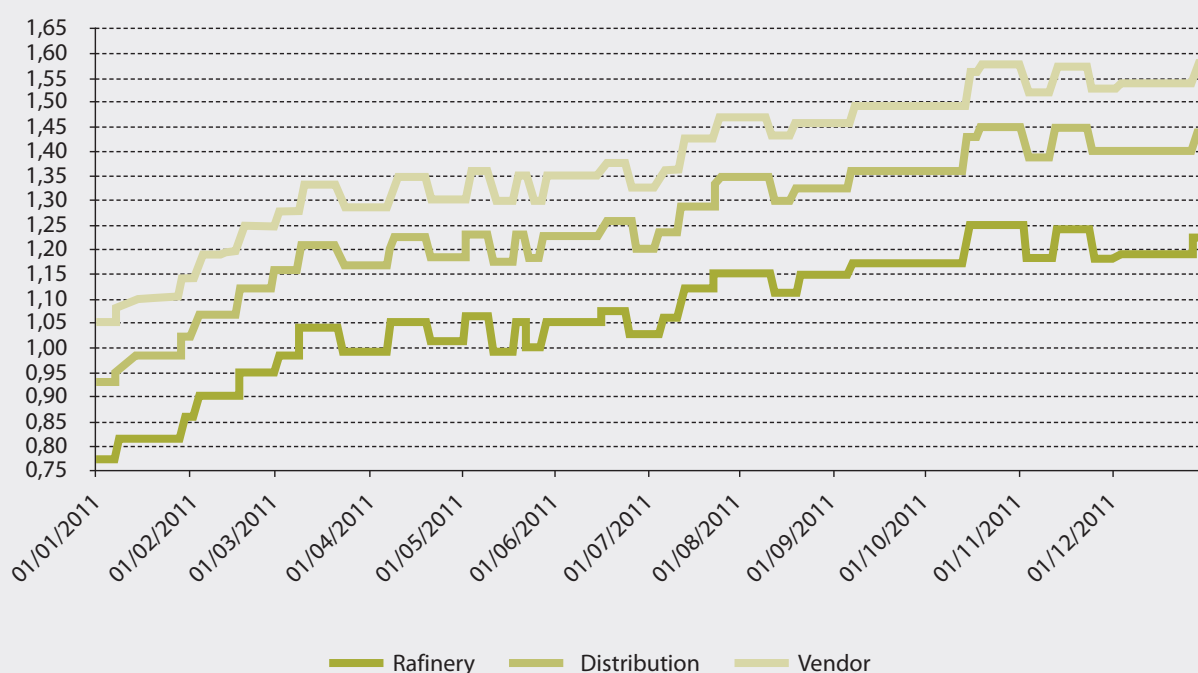
| Month     | Refinery tax free | SCT    | Income share | Distributor share | Vendor share | Total VAT | Vendor Sale Price |
|-----------|-------------------|--------|--------------|-------------------|--------------|-----------|-------------------|
| January   | 0,81              | 0,2240 | 0,00198      | 0,16              | 0,12         | 0,24      | 1,56              |
| February  | 0,92              | 0,2240 | 0,00198      | 0,17              | 0,13         | 0,26      | 1,70              |
| March     | 1,01              | 0,2240 | 0,00198      | 0,17              | 0,13         | 0,28      | 1,81              |
| April     | 1,03              | 0,2240 | 0,00198      | 0,17              | 0,13         | 0,28      | 1,82              |
| May       | 1,03              | 0,2240 | 0,00198      | 0,17              | 0,13         | 0,28      | 1,84              |
| June      | 1,06              | 0,2240 | 0,00198      | 0,18              | 0,12         | 0,28      | 1,87              |
| July      | 1,10              | 0,2240 | 0,00198      | 0,18              | 0,13         | 0,29      | 1,93              |
| August    | 1,14              | 0,2240 | 0,00198      | 0,19              | 0,13         | 0,30      | 1,98              |
| September | 1,17              | 0,2240 | 0,00198      | 0,19              | 0,13         | 0,31      | 2,02              |
| October   | 1,22              | 0,2240 | 0,00198      | 0,19              | 0,13         | 0,32      | 2,08              |
| November  | 1,21              | 0,2240 | 0,00198      | 0,21              | 0,13         | 0,32      | 2,09              |
| December  | 1,19              | 0,2240 | 0,00198      | 0,21              | 0,14         | 0,32      | 2,09              |

When the monthly average price formation in 2011, presented in Table 3.32, is analyzed, it is observed that the average prices increased by 33.97% in December compared to January (the highest level of the year) and that the prices never decreased to the level in January during the year. The dates that the prices with tax and tax-free prices of the distributors and vendors changed in 2011 are shown in Table 3.33.

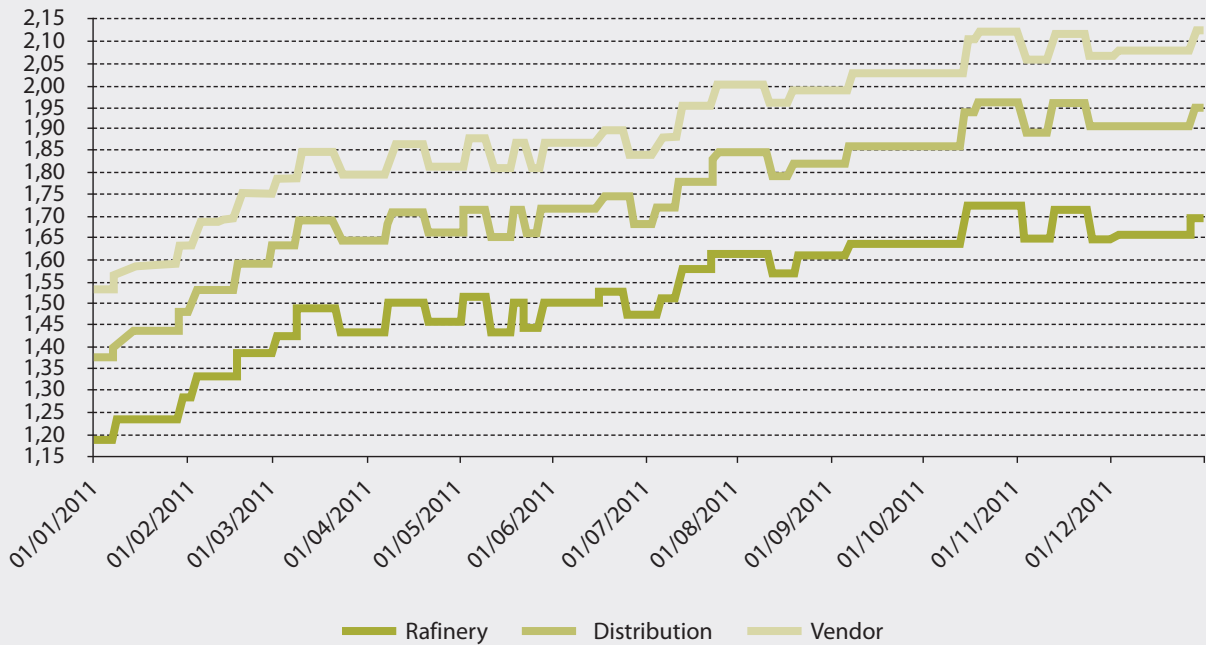
**Table 3.33 Fuel Oil 6 Average Price**

|            | Sale price without tax (¥/l) |             |        | Sale price with tax (¥/l) |             |        |
|------------|------------------------------|-------------|--------|---------------------------|-------------|--------|
|            | Refinery                     | Distributor | Vendor | Refinery                  | Distributor | Vendor |
| 01.01.2011 | 0,77                         | 0,94        | 1,06   | 1,18                      | 1,37        | 1,51   |
| 08.01.2011 | 0,82                         | 0,95        | 1,08   | 1,23                      | 1,39        | 1,54   |
| 09.01.2011 | 0,82                         | 0,96        | 1,08   | 1,23                      | 1,40        | 1,55   |
| 11.01.2011 | 0,82                         | 0,97        | 1,09   | 1,23                      | 1,41        | 1,55   |
| 13.01.2011 | 0,82                         | 0,98        | 1,09   | 1,23                      | 1,42        | 1,56   |
| 21.01.2011 | 0,82                         | 0,98        | 1,10   | 1,23                      | 1,43        | 1,57   |
| 29.01.2011 | 0,86                         | 1,02        | 1,14   | 1,28                      | 1,47        | 1,61   |
| 30.01.2011 | 0,86                         | 1,02        | 1,14   | 1,28                      | 1,47        | 1,62   |
| 03.02.2011 | 0,90                         | 1,06        | 1,18   | 1,33                      | 1,52        | 1,66   |
| 04.02.2011 | 0,90                         | 1,06        | 1,19   | 1,33                      | 1,52        | 1,67   |
| 11.02.2011 | 0,90                         | 1,07        | 1,19   | 1,33                      | 1,53        | 1,68   |
| 17.02.2011 | 0,95                         | 1,11        | 1,23   | 1,39                      | 1,58        | 1,72   |
| 18.02.2011 | 0,95                         | 1,12        | 1,25   | 1,39                      | 1,59        | 1,74   |
| 01.03.2011 | 0,99                         | 1,15        | 1,28   | 1,43                      | 1,63        | 1,78   |
| 09.03.2011 | 1,04                         | 1,19        | 1,32   | 1,49                      | 1,67        | 1,82   |
| 10.03.2011 | 1,04                         | 1,21        | 1,33   | 1,49                      | 1,69        | 1,84   |
| 22.03.2011 | 0,99                         | 1,17        | 1,30   | 1,44                      | 1,65        | 1,80   |
| 23.03.2011 | 0,99                         | 1,16        | 1,29   | 1,44                      | 1,64        | 1,79   |
| 07.04.2011 | 1,05                         | 1,21        | 1,32   | 1,51                      | 1,69        | 1,83   |
| 09.04.2011 | 1,05                         | 1,22        | 1,35   | 1,51                      | 1,71        | 1,86   |
| 20.04.2011 | 1,01                         | 1,19        | 1,31   | 1,46                      | 1,67        | 1,82   |
| 21.04.2011 | 1,01                         | 1,18        | 1,31   | 1,46                      | 1,66        | 1,81   |
| 03.05.2011 | 1,06                         | 1,23        | 1,35   | 1,52                      | 1,72        | 1,86   |
| 04.05.2011 | 1,06                         | 1,23        | 1,36   | 1,52                      | 1,72        | 1,87   |
| 11.05.2011 | 0,99                         | 1,18        | 1,31   | 1,44                      | 1,66        | 1,82   |
| 12.05.2011 | 0,99                         | 1,17        | 1,30   | 1,44                      | 1,65        | 1,80   |
| 18.05.2011 | 1,05                         | 1,22        | 1,34   | 1,51                      | 1,70        | 1,85   |
| 19.05.2011 | 1,05                         | 1,23        | 1,35   | 1,51                      | 1,71        | 1,86   |
| 23.05.2011 | 1,00                         | 1,18        | 1,35   | 1,45                      | 1,66        | 1,86   |
| 24.05.2011 | 1,00                         | 1,18        | 1,31   | 1,45                      | 1,66        | 1,81   |
| 25.05.2011 | 1,00                         | 1,18        | 1,30   | 1,45                      | 1,65        | 1,80   |
| 28.05.2011 | 1,05                         | 1,22        | 1,35   | 1,51                      | 1,71        | 1,86   |
| 29.05.2011 | 1,05                         | 1,23        | 1,35   | 1,51                      | 1,72        | 1,86   |
| 16.06.2011 | 1,08                         | 1,25        | 1,37   | 1,54                      | 1,74        | 1,89   |
| 17.06.2011 | 1,08                         | 1,26        | 1,38   | 1,54                      | 1,75        | 1,89   |
| 22.06.2011 | 1,08                         | 1,26        | 1,38   | 1,54                      | 1,75        | 1,90   |
| 25.06.2011 | 1,03                         | 1,26        | 1,34   | 1,48                      | 1,75        | 1,85   |
| 26.06.2011 | 1,03                         | 1,26        | 1,33   | 1,48                      | 1,75        | 1,84   |
| 28.06.2011 | 1,03                         | 1,21        | 1,33   | 1,48                      | 1,69        | 1,84   |

|            |      |      |      |      |      |      |
|------------|------|------|------|------|------|------|
| 05.07.2011 | 1,06 | 1,23 | 1,36 | 1,52 | 1,72 | 1,87 |
| 06.07.2011 | 1,06 | 1,24 | 1,36 | 1,52 | 1,73 | 1,88 |
| 12.07.2011 | 1,11 | 1,29 | 1,41 | 1,58 | 1,79 | 1,94 |
| 23.07.2011 | 1,16 | 1,33 | 1,46 | 1,63 | 1,84 | 1,99 |
| 24.07.2011 | 1,16 | 1,34 | 1,46 | 1,63 | 1,85 | 1,99 |
| 26.07.2011 | 1,16 | 1,34 | 1,47 | 1,63 | 1,85 | 2,00 |
| 11.08.2011 | 1,11 | 1,31 | 1,44 | 1,58 | 1,81 | 1,96 |
| 13.08.2011 | 1,11 | 1,30 | 1,43 | 1,58 | 1,80 | 1,95 |
| 18.08.2011 | 1,11 | 1,30 | 1,46 | 1,58 | 1,80 | 1,99 |
| 19.08.2011 | 1,15 | 1,33 | 1,46 | 1,62 | 1,83 | 1,99 |
| 06.09.2011 | 1,17 | 1,36 | 1,49 | 1,65 | 1,87 | 2,02 |
| 07.09.2011 | 1,17 | 1,36 | 1,49 | 1,65 | 1,88 | 2,03 |
| 14.10.2011 | 1,25 | 1,43 | 1,55 | 1,74 | 1,95 | 2,10 |
| 15.10.2011 | 1,25 | 1,43 | 1,56 | 1,74 | 1,95 | 2,11 |
| 18.10.2011 | 1,25 | 1,45 | 1,58 | 1,74 | 1,97 | 2,13 |
| 02.11.2011 | 1,19 | 1,40 | 1,53 | 1,67 | 1,91 | 2,07 |
| 03.11.2011 | 1,19 | 1,39 | 1,52 | 1,67 | 1,91 | 2,06 |
| 11.11.2011 | 1,24 | 1,44 | 1,57 | 1,73 | 1,97 | 2,12 |
| 12.11.2011 | 1,24 | 1,45 | 1,58 | 1,73 | 1,97 | 2,13 |
| 24.11.2011 | 1,18 | 1,40 | 1,53 | 1,66 | 1,92 | 2,08 |
| 26.11.2011 | 1,18 | 1,40 | 1,53 | 1,66 | 1,92 | 2,07 |
| 03.12.2011 | 1,19 | 1,40 | 1,54 | 1,67 | 1,92 | 2,08 |
| 28.12.2011 | 1,22 | 1,43 | 1,57 | 1,71 | 1,96 | 2,12 |
| 29.12.2011 | 1,22 | 1,44 | 1,58 | 1,71 | 1,96 | 2,13 |

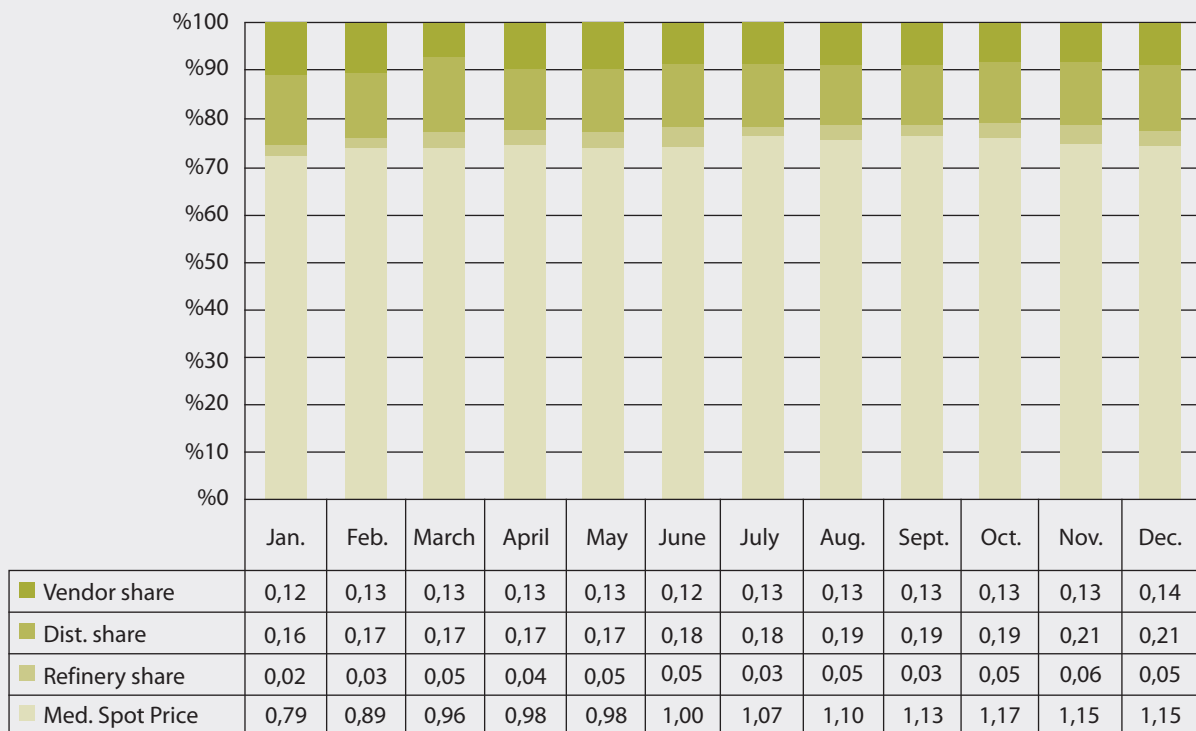


**Figure 3.18** Fuel Oil 6 Price Changes (without tax) (₺/kg)



**Figure 3.19** Fuel Oil 6 Price Changes (with tax) (₺/kg)

Figure 3.18 and Figure 3.19 present the price changes on the dates above on a graph and the tax-free pump price formations are presented in Figure 3.20.



**Figure 3.20** Fuel Oil 6 Tax-free Pump Price Formation (₺/kg)

It is observed that the average refinery share is 4 Kr/l, distributor share is 18 Kr/l and the vendor share is 13 Kr/l in this period. The refinery share varied during the year and increased by the end of the year, vendor share remained below the distributor share although it also increased. The breakdown of the average tax-free price was as follows: 74.58% Mediterranean spot margin, 3.06% refinery share, 13.16% distributor share and 9.20% vendor share. Similarly, the breakdown of the average price with tax was as follows: 54.33% Mediterranean spot margin, 2.23% refinery share, 9.58% distributor share and 6.70% vendor share.

### 3.3 Fuel Prices in the European Union

In this chapter, the comparisons for the vendor prices of the member states of European Union (EU) and our country will be analyzed. In the comparisons made, the vendor and distributor prices in Spain, France, Italy and Greece, which are among the European Union countries located in the Mediterranean Region where free market conditions are dominant and competitive practices are established and which meet the requirements of their market from similar supplying regions using similar supplying procedures and are similar to the conditions of our country with respect to issues such as population and other magnitudes, are used. Although the official figures published in the web site of the EU Commission were taken as basis in order to monitor the prices formed in those countries, the vendors' selling prices in these 4 EU member countries are obtained using the data taken from other resources due to the differences in these countries' data reporting procedures to the Commission and the form of determining the figures notified in representation of the country.

Table 3.34 presents the changes in EU (France, Greece, Spain and Italy average) vendor prices with and without tax of Unleaded Gasoline 95 Octane, Diesel, Fuel Oil 1% and Fuel Oil 3.5% in 2011.

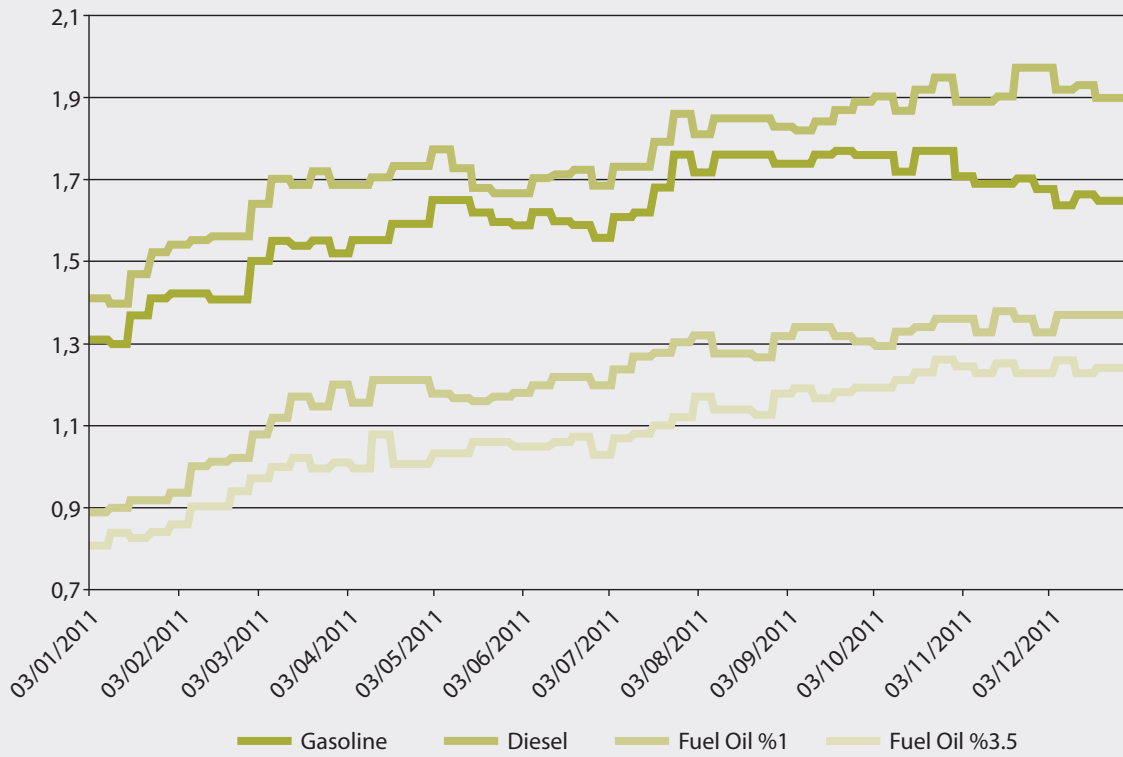
**Table 3.34** Average Vendor Price Changes in Selected EU countries

| Date       | WITHOUT TAX                 |        |             |               | WITH TAX                    |        |             |               |
|------------|-----------------------------|--------|-------------|---------------|-----------------------------|--------|-------------|---------------|
|            | Unleaded Gasoline 95 Octane | Diesel | Fuel Oil %1 | Fuel Oil %3,5 | Unleaded Gasoline 95 Octane | Diesel | Fuel Oil %1 | Fuel Oil %3,5 |
|            | ₺/l                         | ₺/l    | ₺/kg        | ₺/kg          | ₺/l                         | ₺/l    | ₺/kg        | ₺/kg          |
| 03.01.2011 | 1,31                        | 1,41   | 0,89        | 0,81          | 3,00                        | 2,71   | 0,94        | 0,86          |
| 10.01.2011 | 1,30                        | 1,40   | 0,90        | 0,84          | 2,97                        | 2,67   | 0,93        | 0,87          |
| 17.01.2011 | 1,37                        | 1,47   | 0,92        | 0,83          | 3,07                        | 2,78   | 0,99        | 0,89          |
| 24.01.2011 | 1,41                        | 1,52   | 0,92        | 0,84          | 3,17                        | 2,87   | 0,99        | 0,91          |
| 31.01.2011 | 1,42                        | 1,54   | 0,94        | 0,86          | 3,22                        | 2,92   | 1,01        | 0,93          |
| 07.02.2011 | 1,42                        | 1,55   | 1,00        | 0,90          | 3,22                        | 2,94   | 1,05        | 0,95          |
| 14.02.2011 | 1,41                        | 1,56   | 1,01        | 0,90          | 3,19                        | 2,94   | 1,05        | 0,94          |
| 21.02.2011 | 1,41                        | 1,56   | 1,02        | 0,94          | 3,18                        | 2,92   | 1,07        | 0,98          |
| 28.02.2011 | 1,50                        | 1,64   | 1,08        | 0,97          | 3,33                        | 3,05   | 1,16        | 1,05          |
| 07.03.2011 | 1,55                        | 1,70   | 1,12        | 1,00          | 3,41                        | 3,14   | 1,18        | 1,06          |
| 14.03.2011 | 1,54                        | 1,69   | 1,17        | 1,02          | 3,36                        | 3,10   | 1,20        | 1,05          |
| 21.03.2011 | 1,55                        | 1,72   | 1,15        | 1,00          | 3,41                        | 3,17   | 1,23        | 1,07          |
| 28.03.2011 | 1,52                        | 1,69   | 1,20        | 1,01          | 3,35                        | 3,11   | 1,23        | 1,04          |
| 04.04.2011 | 1,55                        | 1,69   | 1,16        | 1,00          | 3,37                        | 3,10   | 1,21        | 1,05          |
| 11.04.2011 | 1,55                        | 1,70   | 1,21        | 1,08          | 3,36                        | 3,10   | 1,25        | 1,11          |
| 18.04.2011 | 1,59                        | 1,73   | 1,21        | 1,01          | 3,44                        | 3,16   | 1,28        | 1,07          |
| 02.05.2011 | 1,65                        | 1,77   | 1,18        | 1,03          | 3,55                        | 3,24   | 1,26        | 1,11          |
| 09.05.2011 | 1,65                        | 1,73   | 1,17        | 1,03          | 3,55                        | 3,19   | 1,21        | 1,07          |
| 16.05.2011 | 1,62                        | 1,68   | 1,16        | 1,06          | 3,50                        | 3,12   | 1,23        | 1,12          |
| 23.05.2011 | 1,60                        | 1,67   | 1,17        | 1,06          | 3,49                        | 3,13   | 1,22        | 1,11          |
| 30.05.2011 | 1,59                        | 1,67   | 1,18        | 1,05          | 3,48                        | 3,13   | 1,25        | 1,12          |
| 06.06.2011 | 1,62                        | 1,70   | 1,20        | 1,05          | 3,53                        | 3,17   | 1,26        | 1,10          |
| 13.06.2011 | 1,60                        | 1,71   | 1,22        | 1,06          | 3,52                        | 3,19   | 1,26        | 1,11          |

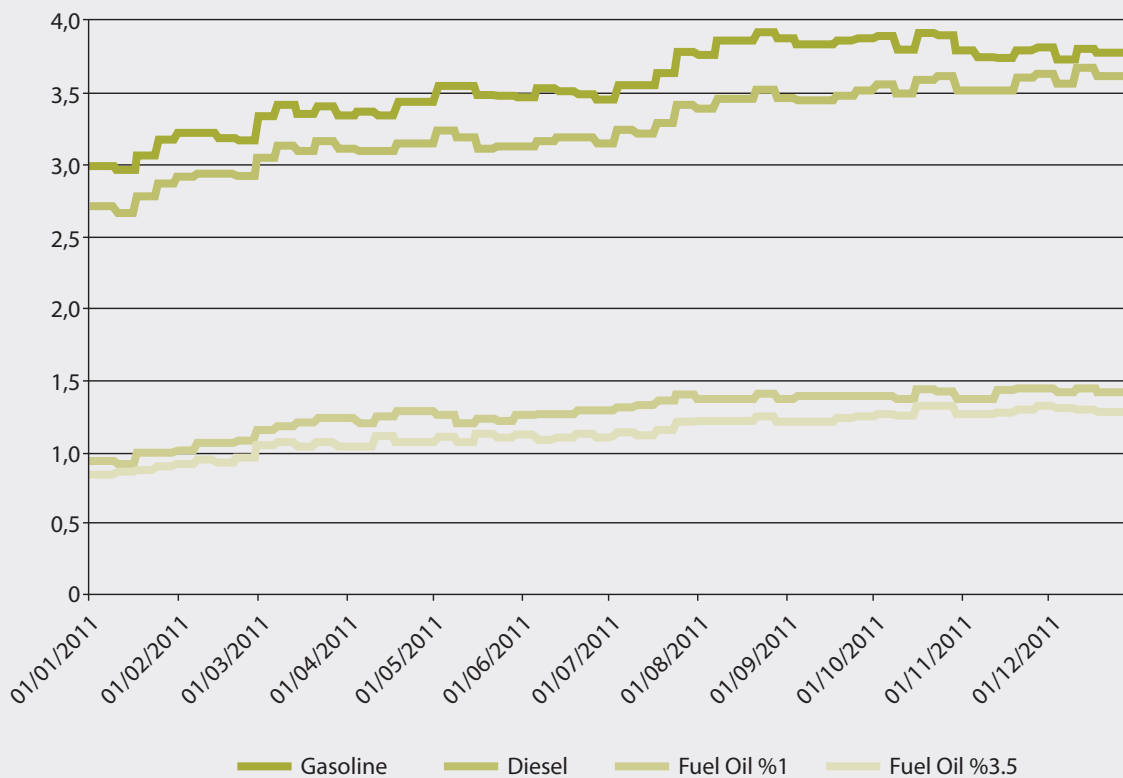
|            |      |      |      |      |      |      |      |      |
|------------|------|------|------|------|------|------|------|------|
| 20.06.2011 | 1,59 | 1,72 | 1,22 | 1,07 | 3,50 | 3,19 | 1,28 | 1,12 |
| 27.06.2011 | 1,56 | 1,69 | 1,20 | 1,03 | 3,46 | 3,15 | 1,28 | 1,10 |
| 04.07.2011 | 1,61 | 1,73 | 1,24 | 1,07 | 3,56 | 3,24 | 1,31 | 1,13 |
| 11.07.2011 | 1,62 | 1,73 | 1,27 | 1,08 | 3,56 | 3,22 | 1,32 | 1,12 |
| 18.07.2011 | 1,68 | 1,79 | 1,28 | 1,10 | 3,64 | 3,29 | 1,35 | 1,16 |
| 25.07.2011 | 1,76 | 1,86 | 1,30 | 1,12 | 3,79 | 3,42 | 1,41 | 1,21 |
| 01.08.2011 | 1,72 | 1,81 | 1,32 | 1,17 | 3,77 | 3,39 | 1,38 | 1,22 |
| 08.08.2011 | 1,76 | 1,85 | 1,28 | 1,14 | 3,86 | 3,47 | 1,38 | 1,22 |
| 22.08.2011 | 1,76 | 1,85 | 1,27 | 1,13 | 3,93 | 3,52 | 1,40 | 1,24 |
| 29.08.2011 | 1,74 | 1,83 | 1,32 | 1,18 | 3,88 | 3,47 | 1,38 | 1,22 |
| 05.09.2011 | 1,74 | 1,82 | 1,34 | 1,19 | 3,85 | 3,45 | 1,39 | 1,22 |
| 12.09.2011 | 1,76 | 1,84 | 1,34 | 1,17 | 3,85 | 3,45 | 1,39 | 1,22 |
| 19.09.2011 | 1,77 | 1,87 | 1,32 | 1,18 | 3,86 | 3,48 | 1,39 | 1,24 |
| 26.09.2011 | 1,76 | 1,89 | 1,31 | 1,19 | 3,87 | 3,52 | 1,39 | 1,25 |
| 03.10.2011 | 1,76 | 1,90 | 1,30 | 1,19 | 3,89 | 3,56 | 1,39 | 1,26 |
| 10.10.2011 | 1,72 | 1,87 | 1,33 | 1,21 | 3,82 | 3,50 | 1,38 | 1,25 |
| 17.10.2011 | 1,77 | 1,92 | 1,34 | 1,23 | 3,92 | 3,59 | 1,44 | 1,32 |
| 24.10.2011 | 1,77 | 1,95 | 1,36 | 1,26 | 3,91 | 3,62 | 1,43 | 1,32 |
| 31.10.2011 | 1,71 | 1,89 | 1,36 | 1,25 | 3,80 | 3,52 | 1,38 | 1,27 |
| 07.11.2011 | 1,69 | 1,89 | 1,33 | 1,23 | 3,76 | 3,52 | 1,38 | 1,27 |
| 14.11.2011 | 1,69 | 1,90 | 1,38 | 1,25 | 3,75 | 3,52 | 1,43 | 1,29 |
| 21.11.2011 | 1,70 | 1,97 | 1,36 | 1,23 | 3,79 | 3,61 | 1,44 | 1,30 |
| 28.11.2011 | 1,68 | 1,97 | 1,33 | 1,23 | 3,81 | 3,64 | 1,44 | 1,32 |
| 05.12.2011 | 1,64 | 1,92 | 1,37 | 1,26 | 3,73 | 3,57 | 1,42 | 1,30 |
| 12.12.2011 | 1,66 | 1,93 | 1,37 | 1,23 | 3,81 | 3,67 | 1,44 | 1,29 |
| 19.12.2011 | 1,65 | 1,90 | 1,37 | 1,24 | 3,79 | 3,62 | 1,43 | 1,28 |

When the figures in Table 3.34 are analyzed, it is observed that the annual increase rate of the average tax-free prices in the 4 EU countries are 25.66% for Unleaded Gasoline 95 Octane, 34.43% for diesel, 53.95% for Fuel Oil 1(%) and 52.67% for Fuel Oil (3.5%). When these rates are compared with the Mediterranean spot prices (TL/l) of the same products, it is observed that EU price increase is lower (36.9%, 45%, 56.4% and 57.9% respectively).

Figure 3.21 and Figure 3.22 present the price changes on the dates above on a graph.

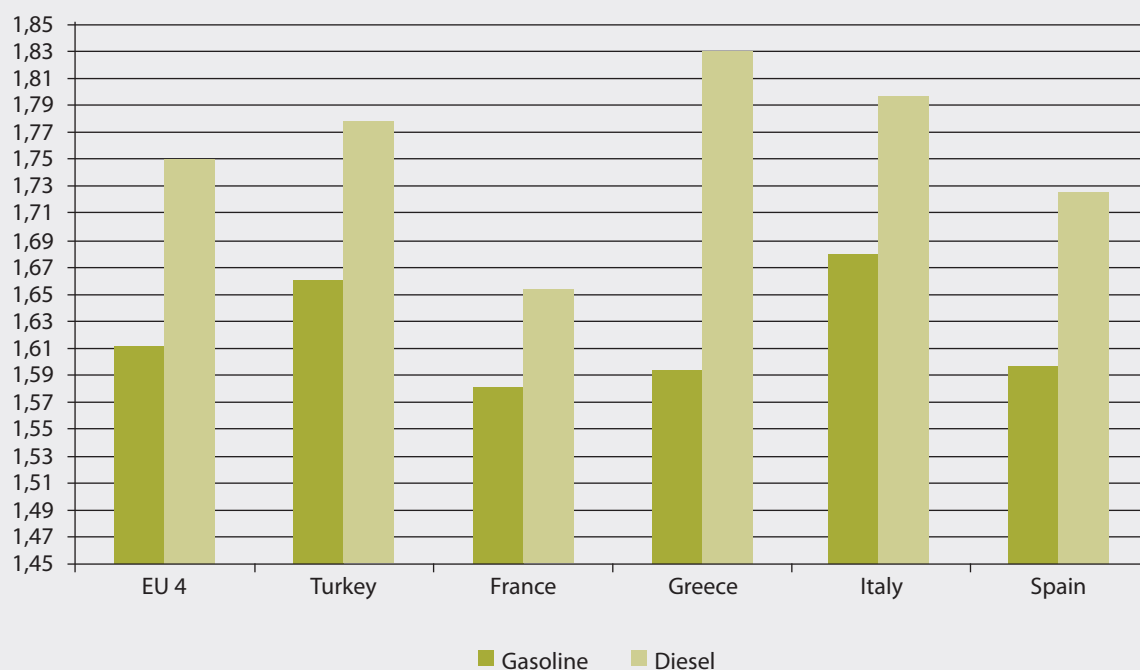


**Figure 3.21 EU Vendor Price Changes (without tax)**



**Figure 3.22 EU Vendor Price Changes (with tax)**

In Figure 3.23, the annual average tax-free prices in the 4 EU countries and in Turkey are shown together. According to this figure, the tax-free diesel prices in Turkey were lower and Unleaded Gasoline 95 Octane prices were higher than the annual average prices of the 4 EU countries.



**Figure 3.23** Tax-free Vendor Prices in Turkey and Selected EU countries (€/l)

### 3.4 Taxation in the Oil Market

The tax burdens on Unleaded Gasoline 95 Octane , Unleaded Gasoline 95 Octane (other)<sup>23</sup>, Diesel, Diesel with Additives<sup>24</sup>, and Fuel Oil 4 and Fuel Oil 6, based on average pump sale (vendor) prices in 2011<sup>25</sup>, are shown respectively in Table 3.35, Table 3.36, Table 3.37, Table 3.38, Table 3.39 and Table 3.40.

**Table 3.35** Unleaded Gasoline 95 Octane Tax Burden

| Year | Unleaded Gasoline 95 Octane      |                  |              |
|------|----------------------------------|------------------|--------------|
|      | Vendor Sale Price with tax (€/l) | Tax amount (€/l) | Tax Rate (%) |
| 2005 | 2,30                             | 1,71             | 74,49        |
| 2006 | 2,58                             | 1,76             | 68,09        |
| 2007 | 2,78                             | 1,79             | 64,33        |
| 2008 | 3,09                             | 1,95             | 63,07        |
| 2009 | 2,79                             | 1,92             | 68,77        |
| 2010 | 3,74                             | 2,46             | 65,94        |
| 2011 | 4,19                             | 2,53             | 60,40        |

<sup>23</sup> Unleaded Gasoline with Octane number between 97 and 97.99

<sup>24</sup> Diesel with Additives

<sup>25</sup> Vendor prices are formed in the free market. However, the distributors can determine the ceiling prices for the vendors within the framework of Vendor contracts. These are the average prices stated by the vendors of the 8 distributors with the largest market share in Istanbul European Side. Includes taxes.

**Table 3.36** Unleaded Gasoline 95 Octane (Other) Tax Burden

| Year | Unleaded Gasoline 95 Octane (Other) |                     |                 |
|------|-------------------------------------|---------------------|-----------------|
|      | Vendor Sale Price with tax<br>(¢/l) | Tax amount<br>(¢/l) | Tax Rate<br>(%) |
| 2011 | 4,27                                | 2,54                | 59,65           |

**Table 3.37** Diesel Tax Burden

| Year | Diesel                              |                     |                 |
|------|-------------------------------------|---------------------|-----------------|
|      | Vendor Sale Price with tax<br>(¢/l) | Tax amount<br>(¢/l) | Tax Rate<br>(%) |
| 2005 | 1,86                                | 1,21                | 65,09           |
| 2006 | 2,15                                | 1,26                | 58,35           |
| 2007 | 2,35                                | 1,28                | 54,79           |
| 2008 | 2,66                                | 1,40                | 52,74           |
| 2009 | 2,39                                | 1,37                | 57,35           |
| 2010 | 3,10                                | 1,78                | 57,38           |
| 2011 | 3,64                                | 1,86                | 51,16           |

**Table 3.38** Diesel (with additives) Tax Burden

| Year | Diesel (Other)                      |                     |                 |
|------|-------------------------------------|---------------------|-----------------|
|      | Vendor Sale Price with tax<br>(¢/l) | Tax amount<br>(¢/l) | Tax Rate<br>(%) |
| 2011 | 3,76                                | 1,88                | 50,01           |

**Table 3.39** Fuel Oil 4 (Heating Oil) Tax Burden

| Year | Fuel Oil 4 (Heating Oil)            |                     |                 |
|------|-------------------------------------|---------------------|-----------------|
|      | Vendor Sale Price with tax<br>(¢/l) | Tax amount<br>(¢/l) | Tax Rate<br>(%) |
| 2011 | 2,42                                | 0,85                | 34,98           |

**Table 3.40** Fuel Oil 6 Tax Burden

| Year | Fuel Oil 6                          |                     |                 |
|------|-------------------------------------|---------------------|-----------------|
|      | Vendor Sale Price with tax<br>(¢/l) | Tax amount<br>(¢/l) | Tax Rate<br>(%) |
| 2005 | 0,73                                | 0,32                | 43,06           |
| 2006 | 0,91                                | 0,34                | 37,63           |
| 2007 | 1,01                                | 0,36                | 35,75           |
| 2008 | 1,30                                | 0,42                | 32,47           |
| 2009 | 1,27                                | 0,42                | 33,09           |
| 2010 | 1,43                                | 0,44                | 31,08           |
| 2011 | 1,90                                | 0,52                | 27,14           |

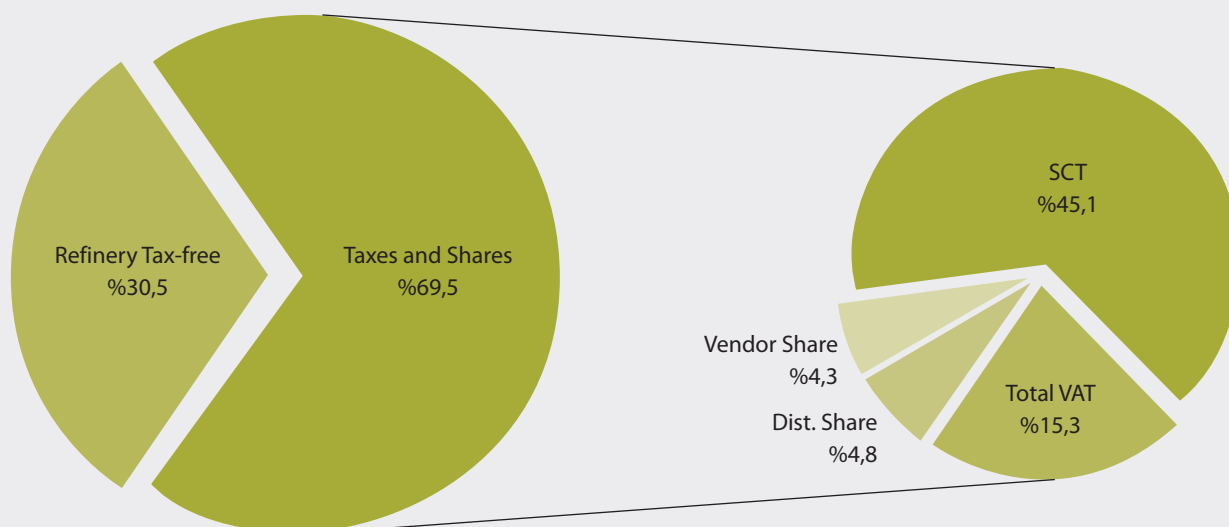
Table 3.41 presents the price components of fuel products from the ex-refinery price to the pump price.

**Table 3.41** Final Price Components in Fuel Types\*

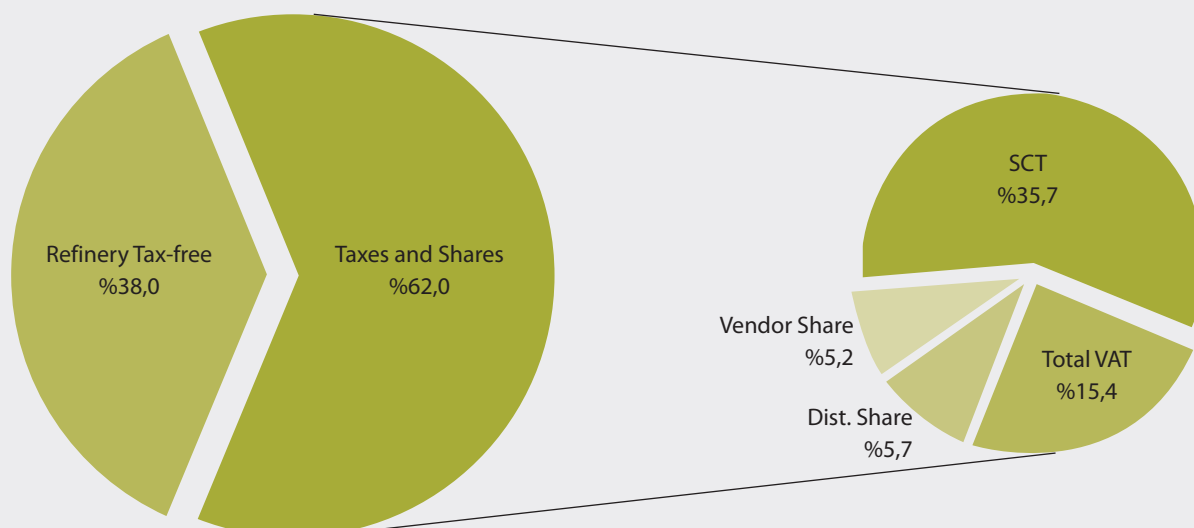
| Fuel type   | Refinery without tax | SCT    | Income share | Distributor share | Vendor share | Total VAT | Pump Price |
|---|----------------------|--------|--------------|-------------------|--------------|-----------|------------|
| Unleaded Gasoline 95 Octane                         | 1,28                 | 1,8915 | 0,00187      | 0,20              | 0,18         | 0,64      | 4,19       |
| Unleaded Gasoline 95 Octane (Other –with additives) | 1,31                 | 1,8915 | 0,00187      | 0,22              | 0,19         | 0,65      | 4,27       |
| Diesel  | 1,39                 | 1,3045 | 0,00187      | 0,21              | 0,19         | 0,56      | 3,64       |
| Diesel (Other-With Additives)                       | 1,39                 | 1,3045 | 0,00187      | 0,27              | 0,23         | 0,57      | 3,76       |
| Fuel Oil 4 (Heating Oil)                            | 1,30                 | 0,476  | 0,00198      | 0,20              | 0,08         | 0,37      | 2,43       |
| Fuel Oil 6  | 1,08                 | 0,224  | 0,00198      | 0,18              | 0,13         | 0,29      | 1,91       |

\*Arithmetic average of 2011 data

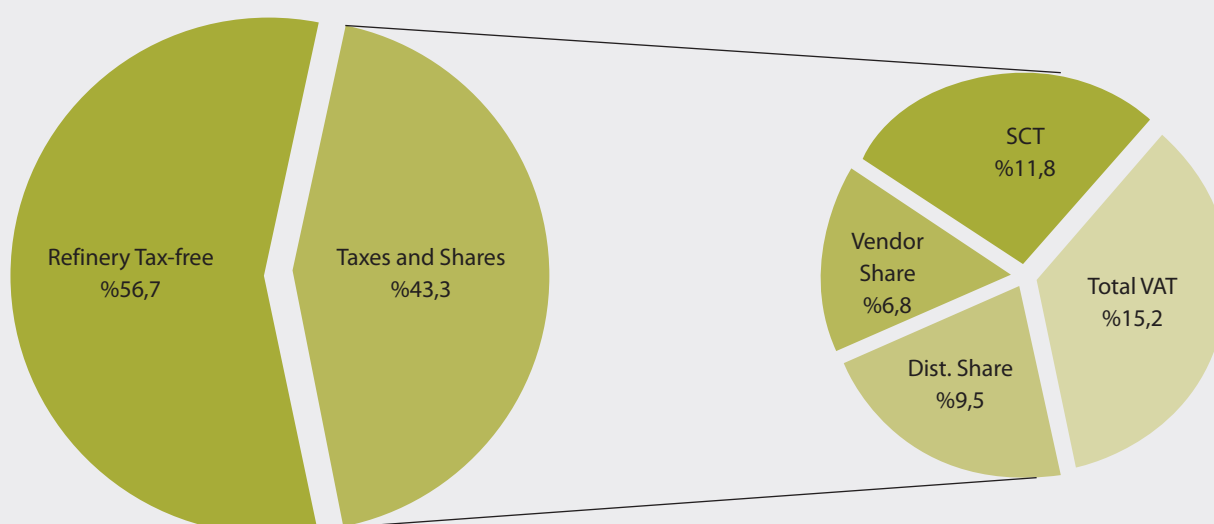
Figure 3.24, Figure 3.25 and Figure 3.26 present the 2011 average vendor price components of Unleaded Gasoline 95 Octane, Diesel and Fuel Oil 6.



**Figure 3.24** Unleaded Gasoline 95 Octane Price Components and Tax Burden



**Figure 3.25** Diesel Price Components and Tax Burden



**Figure 3.26** Fuel Oil 6 Price Components and Tax Burden

Table 3.42 presents the distribution of indirect taxes collected from fuel yearly.

**Table 3.42** Indirect Taxes Collected from Fuel (billion ₺)

|   | 2005  | 2006  | 2007  | 2008 | 2009  | 2010  | 2011  |
|---|-------|-------|-------|------|-------|-------|-------|
| SCT <sup>26</sup>   | 17,5  | 18,1  | 19,0  | 20,0 | 21,9  | 25,9  | 27,6  |
| VAT <sup>27</sup>   | 5,6   | 6,7   | 7,4   | 8,4  | 7,5   | 9,7   | 11,6  |
| SCT-VAT Total   | 23,1  | 24,8  | 26,4  | 28,3 | 29,4  | 35,6  | 39,2  |
| Tax Revenue <sup>28</sup>                                   | 119,6 | 150,3 | 169,5 | 190  | 200,6 | 248,3 | 301,7 |
| Gross Domestic Product by outlay Method (GDP) <sup>29</sup> | 649   | 758   | 843   | 951  | 953   | 1.104 | 1.276 |
| Share of Total SCT and VAT in total tax revenue (%)         | 19,3  | 16,5  | 15,6  | 14,9 | 14,7  | 14,3  | 13,0  |
| Share of total SCT and VAT in GDP (%)                       | 3,6   | 3,3   | 3,1   | 3,0  | 3,1   | 3,2   | 3,1   |

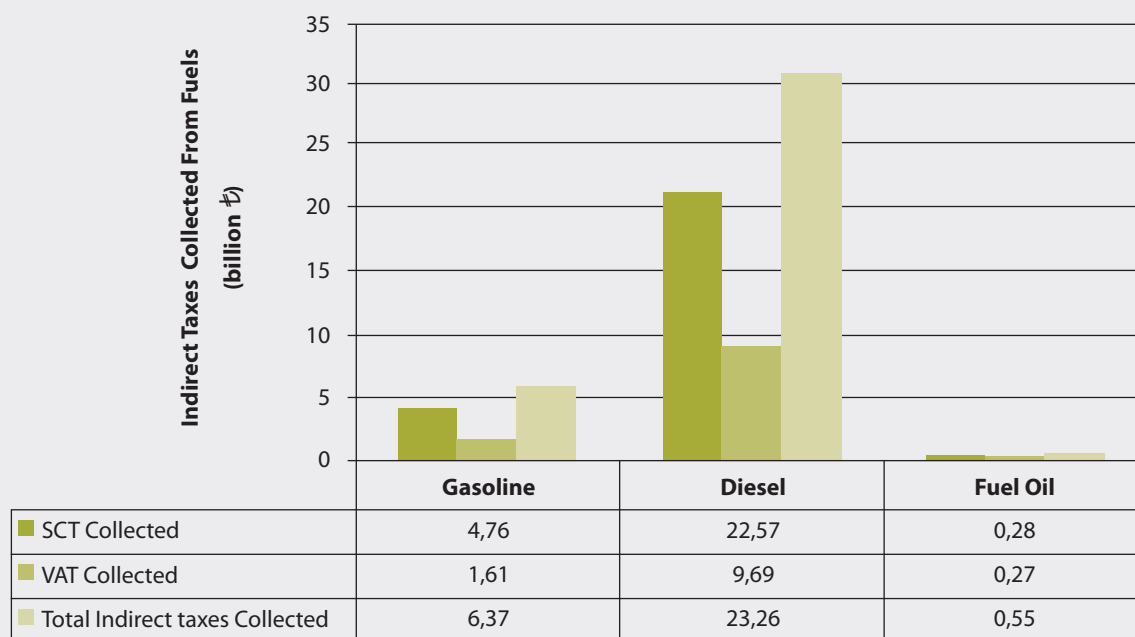
<sup>26</sup> Estimated considering Sales amounts of Gasoline types, Diesel types and Fuel Oil types and fixed SCT

<sup>27</sup> Estimated considering Sales amounts and prices of Gasoline types, Diesel types and Fuel Oil types

<sup>28</sup> Taken from the Table from the website of the Ministry of Finance General Directorate of Accounting

<sup>29</sup> Taken from Turkish Statistical Institute. 2010 figures estimated based on data for 9 months.

Figure 3.27 presents a product based distribution of the indirect taxes collected from fuel products in 2011.



**Figure 3.27** Indirect Tax Revenue from Fuels in 2011

SCT amendments made in the sheets (A) and (B) of the list (I) of the SCT Law are shown in Table 3.43.

**Table 3.43** Amendments made in the sheets (A) and (B) of the list (I) of the SCT Law\*

| Product Type   | Product Name          | 02/07/08 | 02/07/08 | 18/12/08 | 28/02/09 | 03/07/09 | 15/07/09 | 31/12/09 |
|----------------|-----------------------|----------|----------|----------|----------|----------|----------|----------|
| Fuel           | U. Gasoline 98 Octane | 1,6135   | 1,6135   | 1,6135   | 1,6135   | 1,6135   | 1,8135   | 2,0135   |
|                | U. Gasoline 95 Octane | 1,4915   | 1,4915   | 1,4915   | 1,4915   | 1,4915   | 1,6915   | 1,8915   |
|                | Diesel                | 1,0045   | 1,0045   | 1,0045   | 1,0045   | 1,0045   | 1,1545   | 1,3045   |
|                | Off-road Diesel       | 0,9345   | 0,9345   | 0,9345   | 0,9345   | 0,9345   | 1,0845   | 1,2345   |
|                | Fuel Oil 3            | 0,2370   | 0,2370   | 0,2370   | 0,2370   | 0,2370   | 0,2370   | 0,2370   |
|                | Fuel Oil 4            | 0,4760   | 0,4760   | 0,4760   | 0,4760   | 0,4760   | 0,4760   | 0,4760   |
|                | Fuel Oil 5            | 0,2240   | 0,2240   | 0,2240   | 0,2240   | 0,2240   | 0,2240   | 0,2240   |
| Fuel Oil 6     | 0,2240                | 0,2240   | 0,2240   | 0,2240   | 0,2240   | 0,2240   | 0,2240   |          |
| Other products | Solvent               | 1,6135   | 1,6135   | 1,6135   | 1,6135   | 1,6135   | 1,8135   | 2,0135   |
|                |                       | 0,3500   | 0,9345   | 0,920    | 0,9345   | 0,9345   | 0,9345   | 1,0560   |

\* SCT in White products is ₺/litre, in balck products and other products is ₺/kg.

### 3.5 Storage Tariffs

The prices in the storage tariffs provided in Table 3.44 are the first degree prices of the storage tariffs and effective from the end of 2011. Discounts can be made in the tariffs based on the storage amount and the number of days. Moreover, different prices might apply for delivery by sea. Details of the tariff can be viewed at [http://www2.epdk.org.tr/tarife/petrol/depolama\\_iletim/depolama\\_iletim.htm](http://www2.epdk.org.tr/tarife/petrol/depolama_iletim/depolama_iletim.htm).

**Table 3.44** 2011 Storage Tariffs

| City      | License Holder       | Storage Service Fee        |                          |                |                         | Delivery Fee Total         |                          |                |                         |
|-----------|----------------------|----------------------------|--------------------------|----------------|-------------------------|----------------------------|--------------------------|----------------|-------------------------|
|           |                      | ₺/Day                      |                          |                |                         | ₺/Realization              |                          |                |                         |
|           |                      | Gasoline (m <sup>3</sup> ) | Diesel (m <sup>3</sup> ) | Fuel Oil (ton) | Other (m <sup>3</sup> ) | Gasoline (m <sup>3</sup> ) | Diesel (m <sup>3</sup> ) | Fuel Oil (ton) | Other (m <sup>3</sup> ) |
| Adana     | TOROS                | 0,45                       | 0,40                     | 0,45           | 0,45                    | 24,00                      | 24,00                    | 24,00          | 28,50                   |
| Ankara    | AKIM-TEK ENERJİ      | 0,20                       | 0,20                     |                |                         | 1,93                       | 1,93                     |                |                         |
|           | DENGE PETROL         | 3,90                       | 3,90                     | 2,60           | 3,90                    |                            |                          |                |                         |
| Antalya   | AKDENİZ              | 0,00                       | 0,00                     |                | 0,00                    | 12,00                      | 13,50                    |                | 9,00                    |
|           | AKPET                |                            |                          |                | 0,50                    |                            |                          |                | 14,00                   |
|           | BÖLÜNMEZ PETROLÇÜLÜK | 0,58                       | 0,58                     |                |                         | 17,00                      | 17,00                    |                |                         |
|           | ÇEKİSAN              | 0,28                       | 0,28                     |                | 0,28                    | 14,5                       | 14,5                     |                | 14,5                    |
|           | MOBİL OİL TÜRK       |                            |                          |                | 0,14                    |                            |                          |                | 7,00                    |
|           | POAŞ                 | 0,52                       | 0,57                     | 0,68           | 0,54                    | 31,00                      | 34,48                    | 40,80          | 32,64                   |
|           | SHELL&TURCAS         | 0,43                       | 0,43                     |                | 0,43                    | 16,44                      | 16,44                    |                | 16,44                   |
|           | TURKUAZ PETROL       | 0,50                       | 0,50                     |                | 0,50                    | 17,00                      | 17,00                    |                | 17,00                   |
| Artvin    | PARK DENİZCİLİK      | 0,14                       | 0,14                     |                | 0,14                    | 2,80                       | 2,80                     |                | 2,80                    |
| Bartın    | GÜVENGAZ             |                            | 0,57                     |                |                         |                            | 17,24                    |                |                         |
| Batman    | AKPET                | 0,50                       | 0,50                     | 0,50           |                         | 14,00                      | 14,00                    | 14,00          |                         |
|           | AKPET (Habur)        | 0,50                       | 0,50                     |                |                         | 14,00                      | 14,00                    |                |                         |
|           | ALTINBAŞ             | 1,00                       | 1,00                     |                |                         |                            |                          |                |                         |
| Çanakkale | POAŞ                 |                            | 0,57                     | 0,68           |                         |                            | 6,03                     | 7,14           |                         |
| Denizli   | BÖLÜNMEZ PETROLÇÜLÜK | 0,58                       | 0,58                     |                |                         | 17,00                      | 17,00                    |                |                         |
| G.Antep   | ASKAR                | 0,20                       | 0,20                     | 0,20           | 0,20                    | 4,00                       | 4,00                     | 4,00           | 4,00                    |
| Giresun   | OPET                 | 0,27                       | 0,27                     |                | 0,27                    | 16,00                      | 16,00                    |                | 16,00                   |
| Hatay     | AKPET                | 0,50                       | 0,50                     |                |                         | 14,00                      | 14,00                    |                |                         |
|           | BİRLEŞİK             | 0,23                       | 0,23                     |                |                         |                            |                          |                |                         |
|           | DELTA                | 0,58                       | 0,58                     | 0,58           | 0,58                    | 17,40                      | 17,40                    | 17,40          | 17,40                   |
|           | EKSİM                |                            |                          | 0,33           |                         |                            |                          |                |                         |
|           | MOTOİL               |                            | 0,57                     |                |                         |                            | 17,24                    |                |                         |
|           | POAŞ                 | 0,52                       | 0,57                     | 0,68           |                         | 31,00                      | 34,48                    | 40,80          |                         |
|           | SHELL&TURCAS         | 0,50                       | 0,50                     |                |                         | 15,00                      | 15,00                    |                |                         |
|           | TP                   |                            | 0,70                     |                |                         |                            | 15,00                    |                |                         |

|                     |                       |      |      |      |       |       |       |       |       |
|---------------------|-----------------------|------|------|------|-------|-------|-------|-------|-------|
| İstanbul            | AMBARLI LTD. ŞTİ.     | 0,60 | 0,60 |      | 0,274 | 7,5   | 7,5   |       | 4,72  |
|                     | ANADOLU ULUSLAR ARASI |      | 0,35 | 0,30 |       |       |       |       |       |
|                     | BP                    |      |      |      | 0,20  |       |       |       | 10,00 |
|                     | ÇEKİSAN               | 0,30 | 0,30 | 0,30 | 0,30  | 12,50 | 12,5  | 18,75 | 12,50 |
|                     | OPET                  |      |      |      | 0,20  |       |       |       | 10,00 |
|                     | POAŞ                  | 0,52 | 0,57 | 0,68 | 0,60  | 31,00 | 34,48 | 40,80 | 35,97 |
|                     | SHELL                 | 0,53 | 0,53 |      |       | 12,00 | 12,00 |       |       |
|                     | TOTAL                 | 1,00 | 1,00 |      |       | 8,40  | 8,40  |       |       |
| İzmir               | AKPET                 | 0,50 | 0,50 |      |       | 14,00 | 14,00 |       |       |
|                     | ALTINBAŞ              | 0,75 | 0,75 |      |       | 5,00  | 5,00  |       |       |
|                     | GS                    | 0,50 | 0,50 |      | 0,50  | 24,00 | 24,00 |       | 24,00 |
|                     | OPET                  | 0,27 | 0,27 |      | 0,17  | 16,00 | 16,00 |       | 10,00 |
|                     | PETKİM                |      | 0,30 |      |       |       | 4,00  |       |       |
|                     | POAŞ                  | 0,52 | 0,57 |      | 0,56  | 31,00 | 34,48 |       | 33,56 |
|                     | SHELL                 |      |      |      | 0,20  |       |       |       | 12,00 |
|                     | SHELL&TURCAS          | 0,42 | 0,42 |      |       | 5,95  | 5,95  |       |       |
|                     | TOTAL                 | 1,00 | 1,00 |      | 1,00  | 7,50  | 7,50  |       | 7,5   |
| Kırıkkale           | AKPET                 | 0,20 | 0,20 |      |       | 9,00  | 9,00  |       |       |
|                     | ALTINBAŞ              | 0,40 | 0,40 |      |       |       |       |       |       |
|                     | DAMLA                 | 0,55 | 0,55 |      |       | 20,40 | 20,40 |       |       |
|                     | ENERJİ PETROL         |      | 0,20 |      |       |       | 5,00  |       |       |
|                     | EROPET                | 0,50 | 0,50 |      | 0,50  | 10,00 | 10,00 |       | 10,00 |
|                     | GARZAN                | 0,20 | 0,20 |      |       | 6,00  | 6,00  |       |       |
|                     | PETLINE               | 0,20 | 0,20 |      |       | 8,60  | 8,60  |       |       |
|                     | POAŞ                  | 0,52 | 0,57 |      |       | 31,00 | 34,48 |       |       |
|                     | SHELL&TURCAS          | 0,55 | 0,55 |      |       | 13,00 | 13,00 |       |       |
|                     | TP                    | 0,50 | 0,50 |      |       | 10,00 | 10,00 |       |       |
| TUN OİL             | 0,33                  | 0,33 |      |      |       |       |       |       |       |
| Kocaeli             | AKPET                 | 0,50 | 0,50 | 0,50 |       | 7,00  | 7,00  | 7,00  |       |
|                     | GÖREN PETROL          | 0,33 | 0,33 |      | 0,33  | 15,00 | 15,00 |       | 15,00 |
|                     | GS                    | 0,50 | 0,50 |      |       | 24,00 | 24,00 |       |       |
|                     | İZGİN                 |      | 0,30 |      | 0,30  |       | 7,66  |       | 7,66  |
|                     | LUKOİL                | 0,40 | 0,40 |      |       | 10,20 | 10,20 |       |       |
|                     | OPET                  | 0,27 | 0,27 | 0,28 | 0,28  | 12,00 | 12,00 | 13,00 | 12,50 |
|                     | PETLINE               | 0,23 | 0,23 |      |       | 10,90 | 10,90 |       |       |
|                     | POAŞ                  | 0,52 | 0,57 | 0,68 | 0,58  | 31,00 | 34,48 | 40,80 | 17,57 |
|                     | POLİPORT              |      |      |      | 0,40  |       |       |       |       |
|                     | SADAŞ                 | 1,00 | 1,00 |      | 1,00  | 3,90  | 3,90  |       | 3,90  |
|                     | SHELL&TURCAS-DERİNCE  | 0,27 | 0,27 |      |       | 2,09  | 2,09  |       |       |
| SHELL&TURCAS-KÖRFEZ | 0,21                  | 0,21 |      |      | 4,80  | 4,80  |       |       |       |

|                |                      |             |             |             |             |              |              |              |              |
|----------------|----------------------|-------------|-------------|-------------|-------------|--------------|--------------|--------------|--------------|
| Kocaeli        | SOLVENTAŞ            |             | 0,40        | 0,425       | 0,40        |              | 3,00         | 3,00         |              |
|                | TURKUAZ<br>PETROL    | 0,23        | 0,23        |             |             | 3,50         | 3,50         |              |              |
|                | YILPORT              |             | 0,33        | 0,33        |             |              | 2,03         | 2,03         |              |
|                | ZÜLFİKARLAR          | 0,23        | 0,23        |             |             | 3,50         | 3,50         |              |              |
| Mardin         | GARZAN               | 0,17        | 0,17        | 0,17        | 0,17        | 6,90         | 6,90         | 6,90         | 6,90         |
| Mersin         | AKPET                | 0,50        | 0,50        |             |             | 14,00        | 14,00        |              |              |
|                | ALTINBAŞ             | 0,40        | 0,40        |             |             |              |              |              |              |
|                | ATAŞ (Karaduvar)     | 0,18        | 0,18        | 0,18        |             | 7,90         | 7,90         | 9,60         |              |
|                | ATAŞ (Nusratiye)     | 0,18        | 0,18        |             |             | 7,90         | 7,90         |              |              |
|                | CAN                  | 0,20        | 0,20        | 0,20        | 0,20        | 6,00         | 6,00         | 6,00         | 6,00         |
|                | ENERJİ PETROL        | 0,30        | 0,20        |             | 0,20        | 5,00         | 5,00         |              | 5,00         |
|                | KADOĞLU              | 0,18        | 0,18        |             |             | 7,00         | 7,00         |              |              |
|                | NERGİS PETROL        | 0,21        | 0,21        |             |             | 1,55         | 1,55         |              |              |
|                | OPET                 | 0,27        | 0,27        | 0,28        | 0,27        | 8,00         | 8,00         | 9,00         | 8,00         |
|                | POAŞ                 | 0,52        | 0,57        |             | 0,54        | 31,00        | 34,48        |              | 32,64        |
|                | SİYAM<br>PETROLÇÜLÜK | 0,20        | 0,20        |             |             | 6,00         | 6,00         |              |              |
| Samsun         | AKPET                | 0,50        | 0,50        |             |             | 14,00        | 14,00        |              |              |
|                | ALTINBAŞ             | 0,40        | 0,40        |             |             |              |              |              |              |
|                | POAŞ                 | 0,52        | 0,57        | 0,68        |             | 31,00        | 34,48        | 40,80        |              |
|                | SADAŞ                | 1,00        | 1,00        |             |             | 7,20         | 7,20         |              |              |
| Şırnak         | TPIC                 |             | 0,70        |             |             | 12,00        |              |              |              |
| Tekirdağ       | OPET                 | 0,27        | 0,27        |             | 0,27        | 16,00        | 16,00        |              | 8,00         |
|                | PETLINE              | 0,25        | 0,25        |             |             | 12,90        | 12,90        |              |              |
| Trabzon        | POAŞ                 | 0,52        | 0,57        | 0,68        | 0,54        | 31,00        | 34,48        | 40,80        | 32,64        |
|                | LUKOİL JET           |             |             | 0,50        |             |              |              |              | 14,00        |
| <b>Average</b> |                      | <b>0,47</b> | <b>0,47</b> | <b>0,54</b> | <b>0,47</b> | <b>13,48</b> | <b>13,31</b> | <b>19,33</b> | <b>14,44</b> |

### 3.6 Transmission Tariffs

The price list for transmission activities is shown in Table 3.45.

**Table 3.45** 2011 Transmission Service Fees\*

| City      | License Holder | Transmission Service Fees** |                          |                |                                 |                   |                          |                                 |
|-----------|----------------|-----------------------------|--------------------------|----------------|---------------------------------|-------------------|--------------------------|---------------------------------|
|           |                | Gasoline (m <sup>3</sup> )  | Diesel (m <sup>3</sup> ) | Fuel-oil (ton) | Marine Diesel (m <sup>3</sup> ) | Marine Fuel (ton) | Gasoil (m <sup>3</sup> ) | Aviation Fuel (m <sup>3</sup> ) |
| Kırıkkale | AKPET          | 3,00                        | 3,00                     |                |                                 |                   |                          |                                 |
| Kırıkkale | POAŞ           | 2,71                        | 3,02                     |                |                                 |                   |                          |                                 |
| Kırıkkale | SHELL&TURCAS   | 2,00                        | 2,00                     |                |                                 |                   |                          |                                 |
| Kocaeli   | AKPET          | 3,00                        | 3,00                     | 3,00           |                                 |                   |                          |                                 |
| Kocaeli   | HABAŞ          | 8,50                        | 8,50                     |                | 8,50                            |                   |                          |                                 |
| Kocaeli   | LUKOİL         | 0,20                        | 0,20                     |                |                                 |                   |                          |                                 |
| Kocaeli   | OP-AY          | 3,25                        | 3,25                     | 3,25           | 3,25                            | 3,25              |                          |                                 |
| Kocaeli   | OPET           | 0,50                        | 0,50                     | 0,50           | 0,50                            | 0,50              |                          |                                 |
| Kocaeli   | POAŞ           | 2,71                        | 3,02                     |                |                                 |                   | 2,86                     | 2,86                            |
| Kocaeli   | SHELL&TURCAS   | 1,00                        | 1,00                     |                |                                 |                   |                          |                                 |
| Kocaeli   | TURKUAZ PETROL | 2,00                        | 2,00                     |                |                                 |                   |                          |                                 |
| İzmir     | OPET           | 0,50                        | 0,50                     |                |                                 |                   |                          |                                 |
| İzmir     | POAŞ           | 2,71                        | 3,02                     |                |                                 |                   | 2,86                     | 2,86                            |
| İzmir     | TOTAL          | 0,20                        | 0,20                     |                |                                 |                   |                          |                                 |
| Mersin    | ATAŞ           | 6,00                        | 6,00                     | 4,80           |                                 |                   |                          |                                 |

\* Tariffs related to crude oil transmission within the scope of BOTAŞ transmission license are not included.

\*\* Details can be found at [http://www2.epdk.org.tr/tarife/petrol/depolama\\_iletim/depolama\\_iletim.htm](http://www2.epdk.org.tr/tarife/petrol/depolama_iletim/depolama_iletim.htm)





## **4. OIL QUALITY, AUDIT AND LEGISLATION ACTIVITIES**

*This chapter covers the information on National Marker Implementation, Establishment of Accredited Laboratories, Vendor Automation System, Audit Activities and Legal Regulations.*

#### 4.1 National Marker Implementation

The national marker has been implemented since 01/01/2007 in accordance with the Regulation on National Marker Procedure in Oil Market under article 18 of the Oil Market Law No. 5015, in order to determine whether the oil products placed in local market follows the legitimate course of entry to the market and to prevent sale of smuggled and nonstandard products.

The control devices measuring national marker level in the products marked with national marker as well as the marker itself are manufactured by TUBITAK under the cooperation protocol executed by and between our Authority and Turkish Scientific and Technologic Research Institution (TUBITAK) on 17/03/2006. The national marker is provided to the license owners responsible for adding national marker to fuel at TUBITAK National Metrology Institute in Gebze/Kocaeli. In order to allow fine adjustment of marker levels in products to be marketed, refiners and distribution companies have been supplied with special national marker measurement equipment and the minimum and maximum levels of national marker to exist in fuel products is determined by the Authority.

As of 01/01/2007, national marker at a concentration level of 8 ppm is being added to gasoline, diesel and biodiesel types, (0,008 Liter Marker/1000 Liter) according to the procedures determined by the Authority at the port of ex-refinery, customs entries and other facilities where these products are to be commercialized. The process of adding national marker must be performed using special and sensitive injection systems with automatic dosing control installed. It is made sure that the fuel marked with the national marker contains the exact amount of marker, as specified by EMRA, using the equipment delivered to the license holders and then the fuel is supplied to the national market.

The amounts of fuel marked with national marker by the refinery and distributor license holders in 2007-2011 are shown in Table 4.1; the ethanol and biodiesel difference is shown in Table 4.2.

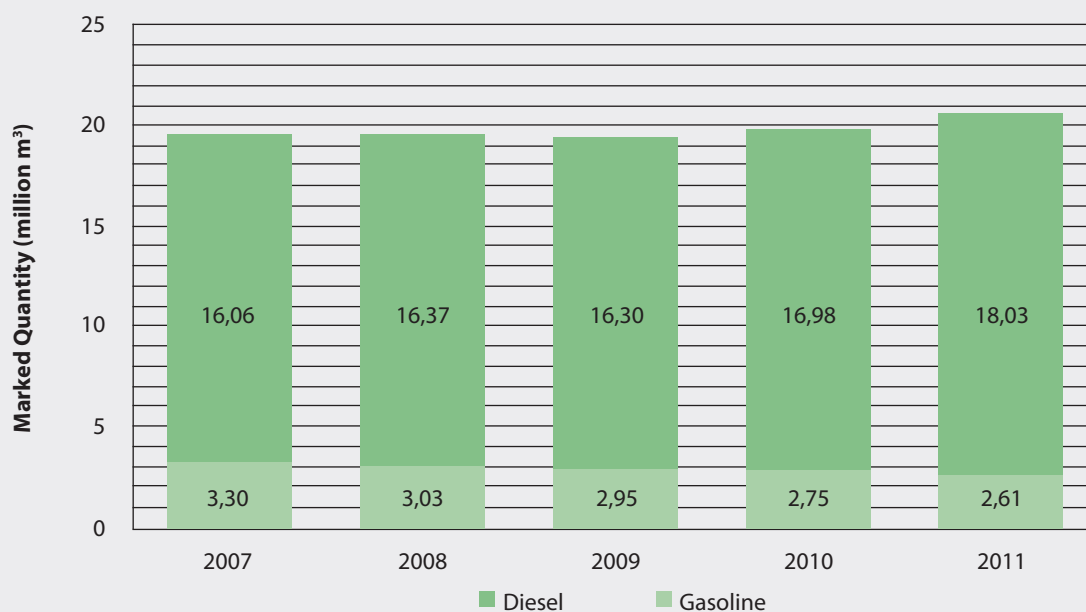
**Table 4.1** Amounts of Fuel marked with National Marker

|      |              | Amount of NM delivered (l) | Amount of NM used (l) | Amount of Gasoline marked (m <sup>3</sup> ) | Amount of Diesel marked (m <sup>3</sup> ) | Amount of Biodiesel/ ethanol marked (m <sup>3</sup> ) | Amount of total Fuel marked (m <sup>3</sup> ) |
|------|--------------|----------------------------|-----------------------|---|---|---|---|
| 2007 | Refinery     | 105.503                    | 100.937               | 2.550.960                                   | 9.813.110                                 | 0   | 12.364.070                                    |
|      | Distributors | 63.271                     | 56.523                | 751.636                                     | 6.247.129                                 | 26.719  | 7.025.484                                     |
|      | <b>Total</b> | <b>168.774</b>             | <b>157.460</b>        | <b>3.302.596</b>                            | <b>16.060.239</b>                         | <b>26.719</b>   | <b>19.389.554</b>                             |
| 2008 | Refinery     | 99.646                     | 97.632                | 2.632.398                                   | 9.527.443                                 | 0   | 12.159.841                                    |
|      | Distributors | 58.378                     | 58.724                | 394.211                                     | 6.843.603                                 | 18.568  | 7.256.382                                     |
|      | <b>Total</b> | <b>158.024</b>             | <b>156.357</b>        | <b>3.026.608</b>                            | <b>16.371.046</b>                         | <b>18.568</b>   | <b>19.416.223</b>                             |
| 2009 | Refinery     | 87.617                     | 88.219                | 2.675.966                                   | 8.320.760                                 | 0   | 10.996.726                                    |
|      | Distributors | 66.726                     | 66.141                | 276.821                                     | 7.975.514                                 | 12.231  | 8.264.566                                     |
|      | <b>Total</b> | <b>154.344</b>             | <b>154.360</b>        | <b>2.952.787</b>                            | <b>16.296.274</b>                         | <b>12.231</b>   | <b>19.261.292</b>                             |
| 2010 | Refinery     | 79.642                     | 79.615                | 2.380.445                                   | 7.571.627                                 | 0   | 9.952.072                                     |
|      | Distributors | 80.051                     | 78.336                | 367.442                                     | 9.405.426                                 | 18.591  | 9.791.459                                     |
|      | <b>Total</b> | <b>159.693</b>             | <b>157.951</b>        | <b>2.747.888</b>                            | <b>16.977.053</b>                         | <b>18.591</b>   | <b>19.743.532</b>                             |
| 2011 | Refinery     | 91.993                     | 92.304                | 2.413.099                                   | 9.124.916                                 | 0   | 11.538.015                                    |
|      | Distributors | 72.401                     | 72.963                | 193.624                                     | 8.903.953                                 | 22.982  | 9.120.599                                     |
|      | <b>Total</b> | <b>164.394</b>             | <b>165.267</b>        | <b>2.606.723</b>                            | <b>18.028.869</b>                         | <b>22.982</b>   | <b>20.658.574</b>                             |

**Table 4.2** Amounts of Ethanol and Biodiesel marked with National Marker (m<sup>3</sup>)

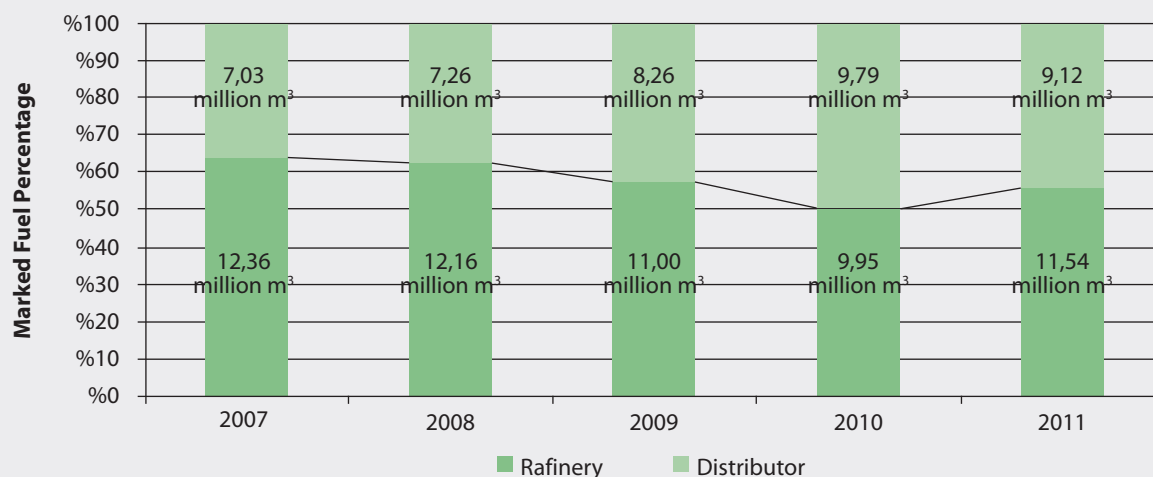
| Product   | 2007   | 2008   | 2009   | 2010   | 2011   |
|-----------|--------|--------|--------|--------|--------|
| Ethanol   | 15.003 | 12.909 | 11.503 | 12.000 | 10.885 |
| Biodiesel | 11.622 | 5.659  | 728    | 6.590  | 12.097 |

The amounts of Gasoline and Diesel marked with national marker by years are given in Figure 4.1.



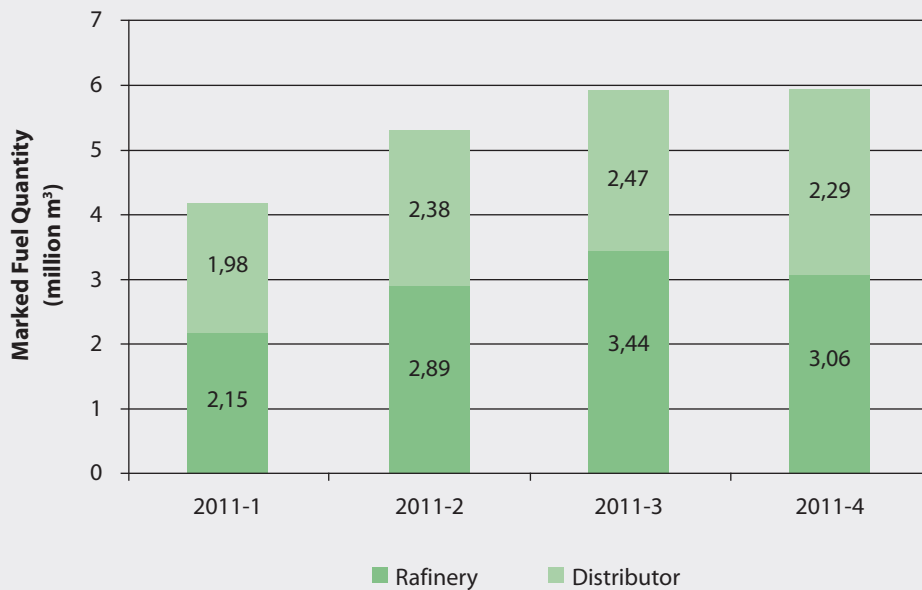
**Figure 4.1** Amounts of Fuel marked between 2007-2011 (million m<sup>3</sup>)

Figure 4.2 shows the total amount of fuel marked between 2007 and 2011. The amount of fuel marked by refineries mainly consists of their own production and the products they import; the amount of fuel marked by distributors consists of the products they import in terms of gasoline and diesel and the products they provide from the producers in terms of ethanol and biodiesel.



**Figure 4.2** Shares of Fuel marked by Distributors and Refineries

The amounts of fuel marked by the refinery and distributor license holders in 2011 by quarters are given in Figure 4.3.



**Figure 4.3** Amounts of Fuel marked by Distributors and Refineries in 2011 by quarters (m<sup>3</sup>)

Once the products are marked with national marker according to the rules defined by the Authority then they can be delivered to the market. The control of fuel circulating in local market can be checked for sufficiency of marker level within the supply chain, using 482 “National Marker Field Control Devices” manufactured by TUBITAK. These inspections in field are performed pursuant to the cooperation protocols executed between our Authority and the Ministry of Science, Industry and Technology, the Ministry of Internal Affairs and the Ministry of Customs and Trade.

On the other hand, in accordance with the Prime Ministry Circular no. 2007/25 that was published in the Official Gazette dated 15/10/2007 and came into force, national market inspections are performed when the gasoline, diesel and biodiesel purchased by governmental institutions are delivered to the tank or storage of the purchasing institution. The national marker inspections are also performed by the central or provincial organizations of the Ministry of Science, Industry and Technology, General Directorate of Security, Coast Guard Command and the General Command of Gendarme upon the request of the authority prior to the takeover of the fuel by the purchasing authority.

As a result of National Marker Implementation, the products entering into the market through illegal means can be easily separated from legal products providing a quick and reliable assessment. Thus, it is also ensured that the fuel supplied to the market complies with the standards indirectly.

## 4.2 Establishment of Accredited Laboratories

According to the article 14, of Oil Market Law “The Authority subjects market operations to control through its own personnel or by way of acquiring service from the government agencies and institutions and private inspection organizations. The Authority can establish or transfer sources for the establishment of accredited fixed-site or mobile laboratories in cooperation with the Turkish Accreditation Institution in order to use for inspections...” Accordingly, a study is performed by the Directorate of Petroleum Department and as a result

a Protocol of Cooperation on Performing Analyses of Fuel Types with Aegean University, Inonu University and Black Sea Technical University with the Board Resolution numbered 1136/12 and dated 22/03/2007 are signed on 02/04/2007. The universities carry on their activities for 100% accreditation of the laboratories and the terms provided for them to complete the accreditation transactions in analyses except for analysis of number of cetane are determined as follows:

- For Inonu University, 31/12/2012,
- For Aegean University, 31/12/2012,
- For Black Sea Technical University, 02/08/2012.

It is required that the accreditation procedures for cetane number analyses are completed by 13-14/10/2012.

On the other hand, Inonu University notified the Authority that they have completed the accreditation procedures for gasoline types and kerosene prior to the period it is provided and notified its request for signing a supplementary protocol for analyses. A service procurement agreement effective between 21/03/2011 and 31/12/2011 was signed between İnönü University and the Authority for the analyses of the gasoline and kerosene samples collected during audits and national marker measurements. Moreover, with its accreditation revised on 30/12/2011, the university has been accredited for diesel, fuel oil and naphtha fuel.

Black Sea Technical University has notified the Authority that they have been 100% accredited to carry out analyses of gasoline, fuel oil, kerosene, naphtha fuel and biodiesel fuel and requested that an additional protocol regarding the analyses is signed. An additional protocol was signed with the mentioned university along with a service procurement agreement for the accredited analyses of the fuel types and national marker measurements between 01/11/2011 and 31/12/2011.

Aegean University notified the Authority that applications for supervision and scope extension were made to TÜRKAK and on condition that all the parameters applied for in scope extension are accepted, the university will be accredited in all parameters in gasoline, fuel oil, kerosene and naphtha fuel. The application process continues. Upon its accreditation for all the analyses in any of the fuel types, the additional protocol will be signed with Aegean University and it is considered that service procurement from the university will begin in 2012 for the accredited analyses of the fuel types.

### 4.3 Vendor Automation System

Pursuant to the provision in Article 7, Oil Market Law *"Distributor license holders establish and implement a control system involving also the technological methods preventing sale of smuggled oil in their vendors according to the principles determined by the Authority"*, the Energy Market Regulatory Authority performed the necessary studies and the Board Resolution numbered 1240 and dated 27/06/2007 was published in the Official Gazette numbered 26574 and dated 06/07/2007 and came into effect. In accordance with the provision in subclause (b), first paragraph of article 4 of the said Board Resolution reading *"They shall establish a station automation system to monitor stock movements on daily basis and fuel trading transaction on electronical environment in the fuel stations. They shall monitor and report the fuel trading transactions in their vendors using the station automation system connected to the center. If any unregistered supply or sale is detected, they shall immediately notify the Authority"*, the distributor license holders are therefore responsible for establishing and implementing automation systems and the vendor automation systems are established pursuant to the contracts executed by the distributor license holders with their vendors. The mentioned liability is effective from

- 30/06/2011 for the fuel stations,
- 30/09/2011 for the fixed village pumps and agricultural sale tankers.

Since 01/07/2011, data received through the mentioned systems has been monitored daily by the Authority and for the station automation systems to operate more efficiently, the procedures and principles pertaining to the station automation system were prepared and submitted to the Board. The software and monitoring studies to monitor, assess and report the data received through the station automation systems in 2011 and to improve the efficiency of the station automation system.

Pump automation systems include the automation of tanks and pumps with level gauges for monitoring instant stock and purchase-sale transactions pursuant to the legislation. Pump automation system intends to monitor activities in a station effectively and consequently to prevent or reduce illegal fuel transactions, to increase the brand safety of distributor license owners, to ensure effective data exchange between the sector and the Authority and to enable the Authority to monitor the fuel movements performed through vendors instantly.

Through the automation system, the distributor license owners will be able to monitor all the movements of the fuel in their vendors (purchase, sale, stock, vehicle license plate, price, etc.) and keep the data in their own databases. If the distributor license owners detect any unregistered supply and sale, they shall immediately report to the Authority.

The obligation of the distributors to inform the Authority if they detect any unregistered supply and sale shall be a factor improving the efficiency of the market controls. It is considered that the system's efficiency shall be improved when the Authority monitors the distributor license owners while the distributors control their dealers using this system.

#### 4.4 Technical Arrangements

"Communiqué on the Amendment of the Communiqué Pertaining to the Technical Arrangements on Gasolene Types" published in the Official Gazette dated 25/05/2011 and numbered 27944 and the amendments made in the "TS EN 228 Automotive Fuels – Unleaded Gasoline – Requirements and Test Methods" standard by the Turkish Standards Institute in March 2010 and March 2011 were included in the technical regulation.

With the "Regulation on the Amendment of the Regulation Pertaining to Technical Criteria to be Applied in the Petroleum Market" published in the Official Gazette dated 25/06/2011 and numbered 27975, the definition of "Fuel Quality Tracking System" and Article 11/B, which states that the principles and procedures pertaining to the development of this system are to be set by Board Decision, were included in the regulation.

With "Principles and Procedures pertaining to Fuel Quality Tracking System in the Petroleum Market" published in the Official Gazette dated 05/08/2011 and numbered 28016 arrangements were made regarding the tracking, compiling, interpreting, reporting of the periodical developments regarding the requirement values of the fuels offered to the market and the geographical distribution of these developments; controlling the conformity of the relevant parties for the selected liabilities and the activities regarding legal actions to be taken in case of violations.

"Communiqué on the Amendment of the Communiqué Technical Arrangement Pertaining to Diesel Derivatives (Fuel Products Series N.:22)" published in the Official Gazette dated 27/09/2011 and numbered 28067 imposes the obligation to blend fatty acid methyl ester (FAME) produced from domestic agricultural products to the diesel types offered to the market as of 01/01/2014.

"Communiqué on the Amendment of the Communiqué Technical Arrangement Pertaining to Gasoline

Derivatives (Fuel Products Series N.:23)” published in the Official Gazette dated 27/09/2011 and numbered 28067 imposes the obligation to blend ethanol produced from domestic agricultural products to the gasoline types offered to the market as of 01/01/2013.

With “Regulation on the Amendment of the Regulation Pertaining to the Technical Criteria that Apply to the Petroleum Market” published in the Official Gazette dated 28/10/2011 and numbered 28098, arrangements were made regarding the inspection of the requirements in the Tables in Annex 1-A and Annex 1-B in the inspection reports for the effective use of sources.

With the Board Decision on the “Regulation Pertaining to the Procedures and Principles regarding the Requirements to be Examined During the Preparation of Inspection Reports” published in the Official Gazette dated 07/12/2011 and numbered 28135, the procedures and principles regarding the order of inspection of the requirements in the technical regulations during the organization of inspection reports on gasoline and diesel were arranged for the effective use of sources.

“Resolution pertaining to Crude Oil, Fuel, Bunker, Lube Oil, Base Oil and Substances related to Petroleum” was accepted and came into force with the Board Decision dated 22/12/2011 and numbered 3572-12 and published in the Official Gazette dated 31/12/2011 and numbered 28159.

With the “Communiqué on Technical Arrangement Pertaining to Fuel Oil Derivatives (Fuel Products Series N.:24)” published in the Official Gazette dated 05/01/2012 and numbered 28164 that came into force on the date of issue and is effective as of 01/01/2012, the technical regulation was brought in conformity with the Turkish Customs Tariff Schedule.

#### 4.5 Other Legal Regulations

Considering the dynamic market structure and the changing needs, some amendments in the secondary legislation were made in 2011.

##### • Regulation on the Amendment of the Regulation Pertaining to the National Marker Application in the Petroleum Market

With the “Regulation on the Amendment of the Regulation Pertaining to National Marker Implementation in the Petroleum Market” published in the Official Gazette dated 17/05/2011 and numbered 27937, the Temporary First Article of the mentioned regulation was amended as: “The provisions of this regulation do not apply to the naphtha, kerosene and fuel oil products and to the reference test fuels, provided from abroad for research and development activities and tests on the condition that it is permitted by the authority and documented afterwards, until 31/12/2012.

##### • Petroleum Market License Regulation

Petroleum Market License Regulation was amended 6 times in 2011;

With the amendment that came into force upon being published in the Official Gazette dated 15/03/2011 and numbered 27875; license amendment, time extension, expiration and cancellation procedures that affect the rights and obligations of the license holders significantly were arranged in detail and the ambiguities in these provisions were eliminated.

With the amendment that came into force upon being published in the Official Gazette dated 21/04/2011 and numbered 27912; it is stated that license holders carrying out bunker delivery activities in civil aviation airports without a licensed storage facility can supply fuel to the other license holders that carry out bunker delivery activities in those airports, provided that the provisions in the legislation are followed.

With the amendment that came into force upon being published in the Official Gazette dated 31/05/2011 and numbered 27950; it is stated that third parties can provide intermediary services for charging during the delivery of bunker to sea vehicles and aircrafts in the form of export or subject to transit regime provided that bunker delivery is carried out by the bunker delivery license holders.

With the amendment that came into force upon being published in the Official Gazette dated 28/07/2011 and numbered 28008; it is stated that the sales made by the distributor license holders within the scope of the vendor licenses with stations under the distributor's trade name cannot exceed 15 per cent of the total domestic market share of the distributor.

The amendment that came into force upon being published in the Official Gazette dated 10/08/2011 and numbered 28021 introduced the requirement for mineral oil licences to include a submission of the capacity report to the Energy Market Regulatory Authority evidencing a minimum production competence point of 50 per cent.

With the amendment that came into force upon being published in the Official Gazette dated 04/11/2011 and numbered 28105, arrangements were made regarding the payments of license fees, license amendment and time extension procedures, determination of the liabilities due to vendor contracts and station automation system and various administrative practices required for the license procedures.

#### • **Petroleum Market Information System Regulation**

With the Amendment to the Petroleum Market Information System Regulation that came into force upon being published in the Official Gazette dated 03/11/2011 and numbered 28104, some provisions were repealed.

#### • **Communiqué on Fines that would Apply in the Year 2012 as per Article 19 of the Petroleum Market Law**

With the Communiqué that came into force upon being published in the Official Gazette dated 03/12/2011 and numbered 28151, the amounts of administrative fines that would apply as of 01/01/2012 as per Article 19 of the Petroleum Market Law numbered 5015 were redetermined.

#### **Board Decisions**

- With the Board Decision dated 28/04/2011 and numbered 3195-11 and published in the Official Gazette dated 11/05/2011 and numbered 27931, a resolution was made pertaining to the Principles and Procedures regarding the productions in accordance with the 3rd clause of the 11th Article of the Communiqué Pertaining to Packing and Marketing of Mineral Oils.
- With the Board Decisions dated 31/05/2011 and numbered 3242/4, 3242/3, 3242/2 and published in the Official Gazette dated 09/06/2011 and numbered 27959, resolutions were made regarding the license application instructions and the information and documents required for license time extension and amendment applications.
- With the Board Decision dated 14/06/2011 and numbered 3274-3 and published in the Official Gazette dated 23/06/2011 and numbered 27973, a resolution was made pertaining to the Procedures and Principles regarding the Collection Intermediary Services to be Given During Bunker Supply to the Sea Vehicles and

Airplanes within the scope of export or transit regime.

- With the Board Decision dated 22/06/2011 and numbered 3287 and published in the Official Gazette dated 01/07/2011 and numbered 27981, an amendment was made to the Board Decision dated 27/06/2007 and numbered 1240 pertaining to the Procedures and Principles regarding the Vendor Audit System of the Distributor License Holders in the Petroleum Market.
- With the Board Decision dated 20/12/2011 and numbered 3556 and published in the Official Gazette dated 28/12/2011 and numbered 28156, a resolution was made to permit fuel trade between distributors between 01/01/2012 and 31/12/2012 in accordance with the provisions in the relevant legislation of the Authority, the Board Decision dated 22/04/2009 and numbered 2073 and the Petroleum Market Information System Regulation.

#### 4.6 Audit Activities

Table 4.3 presents the number of administrative sanctions and the sum of administrative fines imposed on the distributor, storage and refinery license holders in 2011.

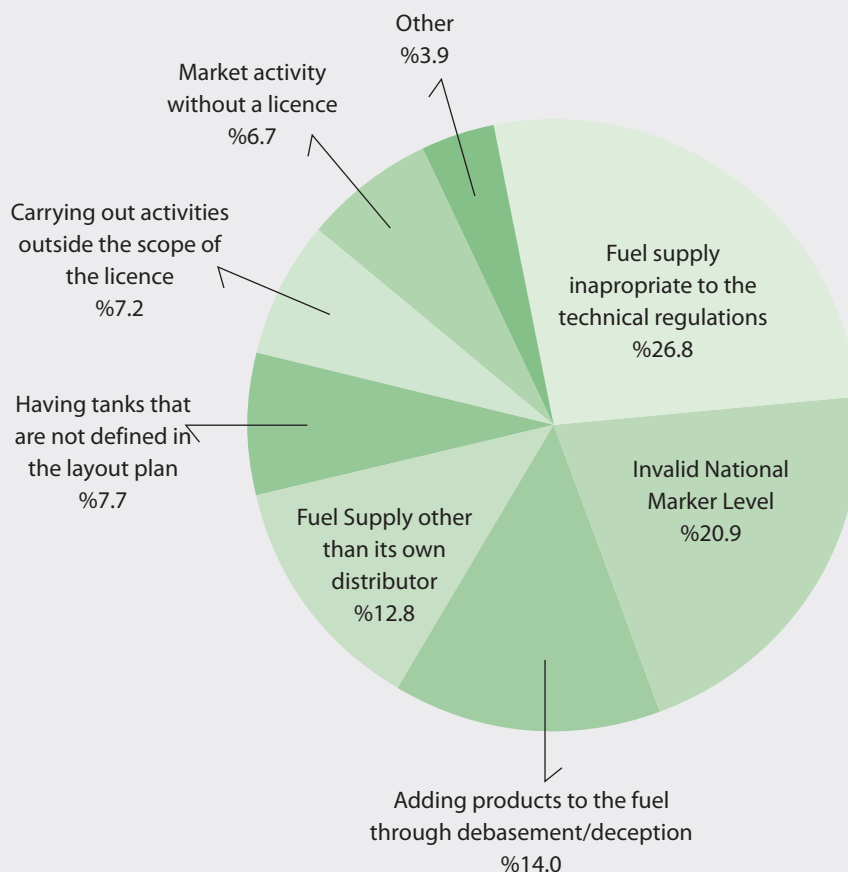
**Table 4.3** Administrative Fines Imposed on Distributor, Storage and Refinery License Holders in 2011

| Types of Violation   | Number of Fines | Sum of Administrative Fines (₺) |
|--|-----------------|---------------------------------|
| Fuel supply to the Non-licenced Stations   | 7               | 5.986.160                       |
| Fuel Supply to the Vendors of Other Distributors   | 4               | 4.800.000                       |
| Fuel supply inappropriate to the technical regulations   | 4               | 1.176.388                       |
| Fuel supply with invalid national marker level   | 3               | 1.800.000                       |
| Market activity without a license  | 1               | 672.000                         |
| Amendments to the license without permission, Having tanks that are not defined in the layout plan, etc. | 1               | 57.232                          |
| <b>Total</b>   | <b>20</b>       | <b>14.491.780</b>               |

The total sum of administrative fines imposed on the vendors in 2011 was 174.706.374 TL and Table 4.4 and Figure 4.4 present the number and breakdown of these administrative fines.

**Table 4.4** Distribution of Administrative Fines Imposed on Vendors

| Types of Violations                                      | Number of Fines |
|--|-----------------|
| Fuel supply inappropriate to the technical regulations   | 648             |
| Fuel supply with invalid national marker level           | 506             |
| Adding products to the fuel through debasement/deception | 338             |
| Fuel supply other than its own distributor               | 310             |
| Having tanks that are not defined in the layout plan     | 185             |
| Carrying out activities outside the scope of the license | 174             |
| Market activity without a license                        | 162             |
| Other  | 94              |
| <b>Total</b>   | <b>2.417</b>    |



**Figure 4.4** Distribution of Administrative Fines Imposed on Vendors

When the distribution of violations of legislation are analyzed, it is observed that most of the audit activities were about illicit fuel activities. 485 of the fines were imposed both because of the nonconformity of the fuel quality and illegal fuel activities. 163 actions were about supplying fuel violating the technical regulations and administrative sanctions were imposed. In 21 of the actions, only the national marker level was nonconforming and a nonconformity of the fuel quality was not detected in these actions and administrative sanctions were imposed (Table 4.5).

**Table 4.5** Administrative Sanctions regarding National Marker and Fuel Quality Nonconformity

|                 | National Marker Level and Fuel Quality Nonconformity | Only Fuel Quality Nonconformity | Only National Marker Level Nonconformity |
|-----------------|--|---------------------------------|--|
| # of Violations | 485  | 163                             | 21                                       |
| Percentage      | %72,5  | %24,4                           | %3,1                                     |



