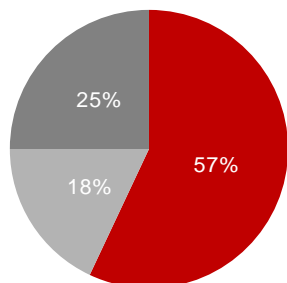


## SHAREHOLDERS



- Koc Group
- Burla Group
- Free Float

## CONTACTS

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## COMPANY DESCRIPTION

Arçelik A.Ş., Turkey's leading household appliance manufacturer, is engaged in the production and marketing of consumer durable goods, consumer electronics, small home appliances and kitchen accessories as well as in the provision of after-sales services. With 18 factories in 7 countries (Turkey, Romania, Russia, China, S.Africa, Thailand and Pakistan), marketing & sales organizations in 33 countries and 30.000 employees, Arçelik provides goods and services in more than 130 countries.

### Quick facts:

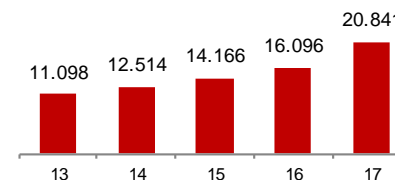
- Distant #1 in Turkey with c.50% market share
- Largest sales and after-sales service network in Turkey with c.3.000 exclusive dealers and around 600 service points
- Third largest home appliance company in EMEA
- Beko, leading brand in Europe\*, UK, France\* and Poland
- Leading appliance company in Romania, S.Africa and Pakistan
- Company manufactures solely using proprietary technology
- The only Turkish company repeatedly on the top 200 PCT applicants list of WIPO within the last 5 years

\* In free-standing segment in Europe and France

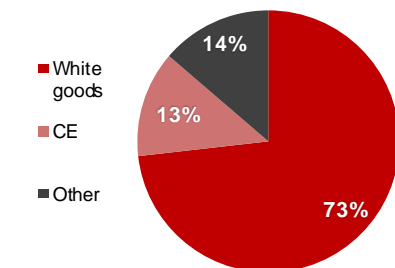
## FINANCIAL HIGHLIGHTS

TL mn	2Q18	2Q17	Δ%	1H18	1H17	Δ%
Revenue	6,512	5,061	29	11,794	9,695	22
EBITDA	579	496	17	1,102	981	12
<i>EBITDA Margin %</i>	8.9	9.8		9.3	10.1	
EBIT	373	361	16	792	715	11
<i>EBIT Margin %</i>	6.4	7.1		6.7	7.4	
Profit before tax	189	214	-11	347	450	-23
Net Profit	145	257	-44	322	498	-35
<i>Net Profit Margin %</i>	2.2	5.1		2.7	5.1	

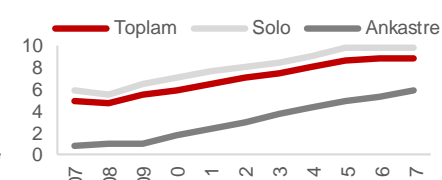
### Sales (TL mn)



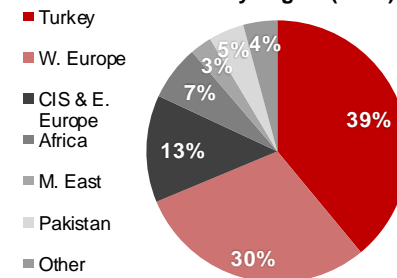
### Sales Breakdown by Segment (2017)



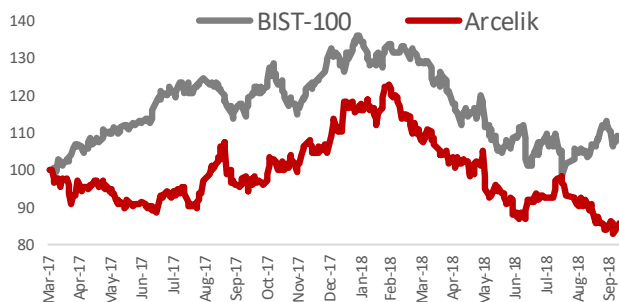
### Beko Market Share (Europe 27 countries)



### Sales Breakdown by Region (2017)



## SHARE INFO



# of shares (mn)	675.73
Shares in the Float (mn)	169.96
Foreign Ownership 30.06.2018	72%
Last Dividend (TL mn) (2017)	435
Market Cap (TL mn) 30.06.2018	10,305

TL mn	1H18	2017
Current Assets	16,369	10.974
Non-current Assets	8,000	5,935
<b>Total Assets</b>	<b>24,368</b>	<b>16,909</b>
Current Liabilities	10,894	6.606
Non-Current Liabilities	6,258	4.299
Equity	7,216	6.005
<b>Total Liabilities</b>	<b>24,368</b>	<b>16,909</b>
Net Debt	6,486	3.216
<i>Net Debt/Equity</i>	0.90	0,54
Working Capital	7,508	4.719
<i>Working Capital/ Sales %</i>	32.7	29,3
Total Liabilities/Total Assets	0,70	0,64