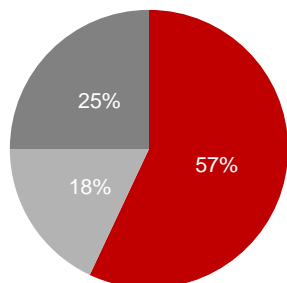


SHAREHOLDERS



- Koc Group
- Burla Group
- Free Float

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COMPANY DESCRIPTION

Arcelik A.S., 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, Arcelik provides goods and services in more than 130 countries.

Quick facts:

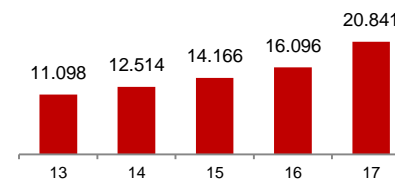
- Distant #1 in Turkey with c.50% market share
- Largest sales and after-sales service network in Turkey with c.3.000 exclusive dealers and around 600 service points
- Third largest home appliance company in EMEA
- Beko, leading brand in Europe*, UK, France* and Poland
- Leading appliance company in 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

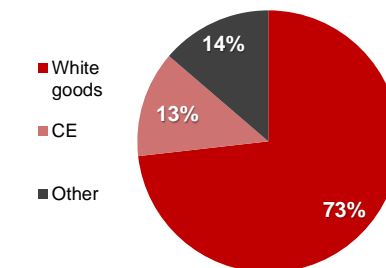
FINANCIAL HIGHLIGHTS

TL mn	Q417	Q416	Δ%	2017	2016	Δ%
Revenue	5,706	4,526	26	20.841	16.096	29
EBITDA	427	423	1	1.954	1.769	10
<i>EBITDA Margin %</i>	7,5	9,3		9,4	11,0	
EBIT	282	301	-6	1.406	1.331	6
<i>EBIT Margin %</i>	4,9	6,7		6,7	8,3	
Profit before tax	112	108	4	821	1.202	-32
Net Profit	90	230	-61	845	1.304	-35
<i>Net Profit Margin %</i>	1,6	5,1		4,1	8,1	

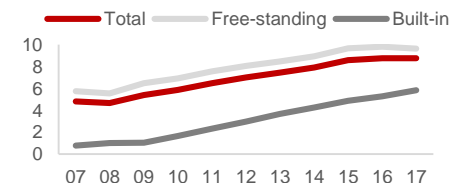
Sales (TL mn)



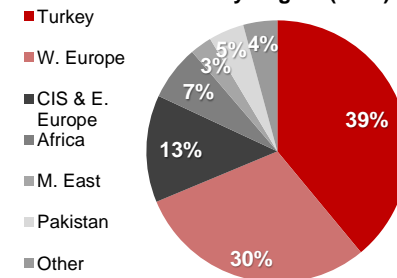
Sales Breakdown by Segment (2017)



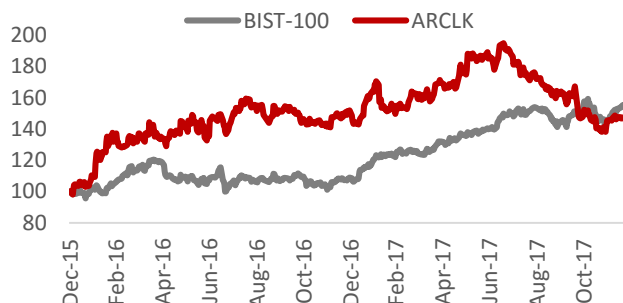
Beko Market Share (Europe 27 countries)



Sales Breakdown by Region (2017)



SHARE INFO



# of shares (mn)	675.73
Shares in the Float (mn)	169.96
Foreign Ownership 29.12.2017	76%
Last Dividend (TL mn) (2016)	425
Market Cap (TL mn) 29.12.2017	14.542

TL mn	2017	2016
Current Assets	13.610	10.974
Non-current Assets	6.827	5,935
Total Assets	20.436	16.909
Current Liabilities	8.403	6.606
Non-Current Liabilities	5.118	4.299
Equity	6.915	6.005
Total Liabilities	20.436	16.909
Net Debt	4.794	3.216
<i>Net Debt/Equity</i>	0,69	0,54
Working Capital	6.308	4.719
<i>Working Capital/ Sales %</i>	30,3	29,3
Total Liabilities/Total Assets	0,66	0,64