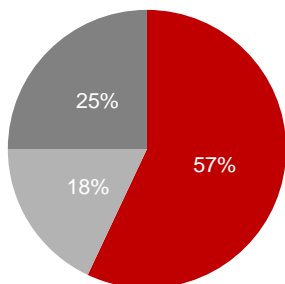


SHAREHOLDERS



- 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 32 countries and 30.000 employees, Arcelik provides goods and services in more than 130 countries.

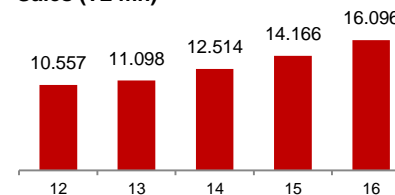
Quick facts:

- 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
- #3 home appliance company in EMEA
- #2 brand in Europe (Beko)
- #1 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

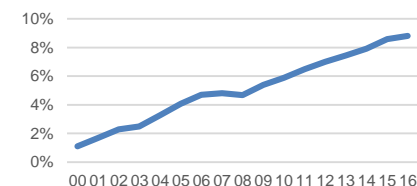
FINANCIAL HIGHLIGHTS

TL mn	Q416	Q415	Δ%	2016	2015	Δ%
Revenue	4.526	4.067	11	16.096	14.166	14
EBITDA	423	465	-9	1.769	1.527	16
<i>EBITDA Margin %</i>	9,3	11,4		11,0	10,8	
EBIT	301	371	-19	1.331	1.157	15
<i>EBIT Margin %</i>	6,7	9,1		8,3	8,2	
Profit before tax	108	243	-55	1.202	785	53
Net Profit	230	212	9	1.304	893	46
<i>Net Profit Margin %</i>	5,1	5,2		8,1	6,3	

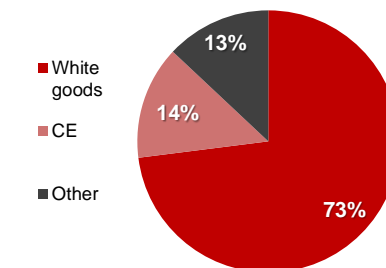
Sales (TL mn)



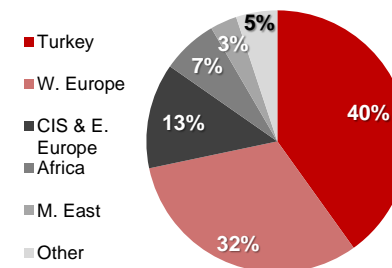
Beko Market Share (Europe 27 countries)



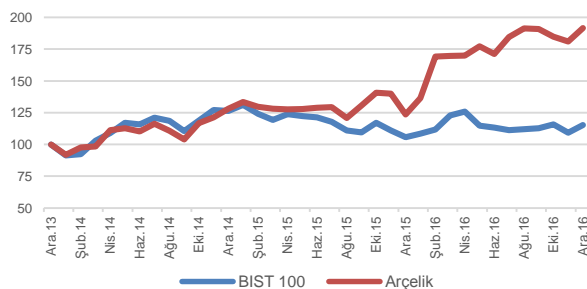
Sales Breakdown by Segment (2016)



Sales Breakdown by Region (2016)



SHARE INFO



# of shares (mn)	675.73
Shares in the Float (mn)	169.96
Foreign Ownership 30.12.2016	89%
Last Dividend (TL mn) (2016)	262
Market Cap (TL mn) 30.12.2016	14.325

TL mn	2016	2015
Current Assets	10.986	9.406
Non-current Assets	5.924	4.332
Total Assets	16.909	13.739
Current Liabilities	6.606	5.236
Non-Current Liabilities	4.299	3.826
Equity	6.005	4.676
Total Liabilities	16.909	13.739
Net Debt	3.216	3.286
<i>Net Debt/Equity</i>	0,54	0,70
Working Capital	4.719	4.611
<i>Working Capital/ Sales %</i>	29,3	32,5
Total Liabilities/Total Assets	0,64	0,66