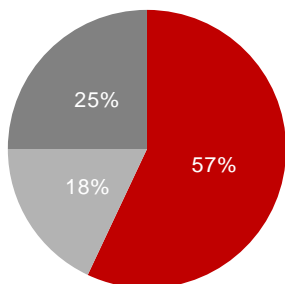


## SHAREHOLDERS



- Koc Group
- Burla Group
- Free Float

## CONTACTS

**Polat Şen**  
CFO  
+90 212 314 3434

**Hande Sarıdal**  
Finance Director  
+90 212 314 3185

**Orkun İnanbil**  
Investor Relations Manager  
+90 212 314 3114

## 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 23 factories in 9 countries (Turkey, Romania, Russia, China, S.Africa, Thailand, Pakistan, India and Bangladesh), marketing & sales organizations in 34 countries and 32,000 employees, Arcelik provides goods and services in more than 145 countries.

### Quick facts:

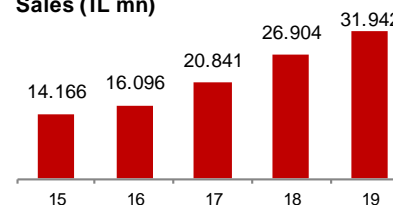
- Distant #1 in Turkey with >50% market share
- Largest sales and after-sales service network in Turkey with c.3.000 exclusive dealers and around 600 service points
- Third largest home appliance company in EMEA
- Beko, leading brand in Europe\*, UK, France\*
- Leading appliance company in Romania, S.Africa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

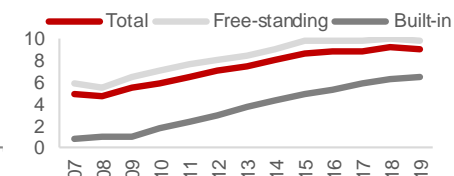
## FINANCIAL HIGHLIGHTS

TL mn	4Q19	4Q18	Δ%	2019	2018	Δ%
Revenue	8,366	7,414	13	31,942	26,904	19
EBITDA	876	908	-3	3,351	2,797	20
<i>EBITDA Margin %</i>	10.5	12.2		10.5	10.4	
EBIT	598	713	-16	2,296	2,107	9
<i>EBIT Margin %</i>	7.1	9.6		7.2	7.8	
Profit before tax	282	270	4	1,114	949	17
Net Profit	242	281	-14	953	856	11
<i>Net Profit Margin %</i>	2.9	3.8		3.0	3.2	

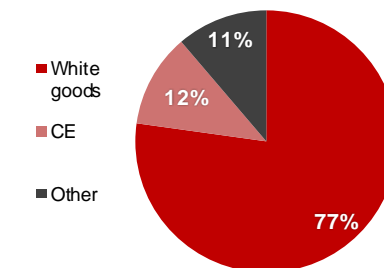
### Sales (TL mn)



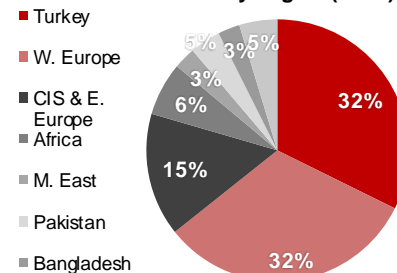
### Beko Market Share (Europe 24 countries)



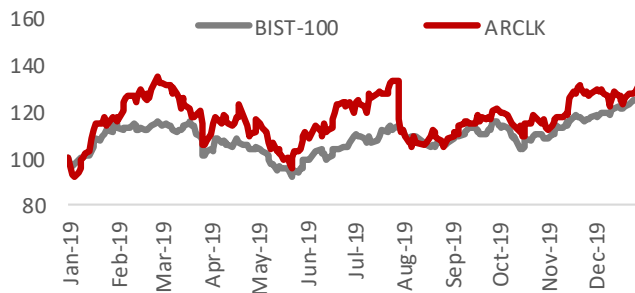
### Sales Breakdown by Segment (2018)



### Sales Breakdown by Region (2019)



## SHARE INFO



# of shares (mn)	675.73
Shares in the Float (mn)	169.96
Foreign Ownership 31.12.2019	74%
Last Dividend (TL mn) (2017)	435
Market Cap (TL mn) 31.12.2019	14,082

TL mn	2019	2018
Current Assets	23,183	19,196
Non-current Assets	11,547	9,172
<b>Total Assets</b>	<b>34,730</b>	<b>28,368</b>
Current Liabilities	14,715	12,497
Non-Current Liabilities	10,199	7,652
Equity	9,816	8,219
<b>Total Liabilities</b>	<b>34,730</b>	<b>28,368</b>
Net Debt	8,018	6,607
<i>Net Debt/Equity</i>	0.82	0.80
Working Capital	8,630	7,541
<i>Working Capital/ Sales %</i>	27.0	28.0
Total Liabilities/Total Assets	0,72	0,71