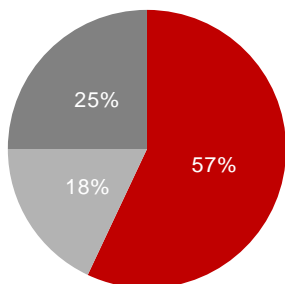


## SHAREHOLDERS



- Koc Group
- Burla Group
- Free Float

## CONTACTS

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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 23 factories in 9 countries (Turkey, Romania, Russia, China, S.Africa, Thailand, Pakistan, India and Bangladesh), marketing & sales organizations in 35 countries and 32,000 employees, Arcelik provides goods and services in more than 145 countries.

### Quick facts:

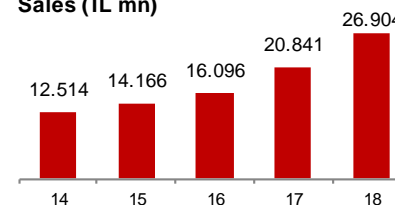
- Distant #1 in Turkey with >50% market share
- Largest sales and after-sales service network in Turkey with c.3.000 exclusive dealers and around 600 service points
- Third largest home appliance company in EMEA
- Beko, leading brand in Europe\*, UK, France\*
- Leading appliance company in Romania, S.Africa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

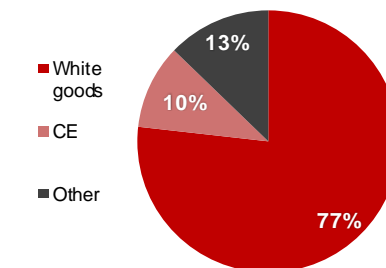
## FINANCIAL HIGHLIGHTS

TL mn	3Q19	3Q18	Δ%	9M19	9M18	Δ%
Revenue	8,246	7,696	7	23,576	19,490	21
EBITDA	910	2,511	16	2,475	1,890	31
<i>EBITDA Margin %</i>	11.0	10.2		10.5	9.7	
EBIT	640	603	6	1,698	1,394	22
<i>EBIT Margin %</i>	7.8	7.8		7.2	7.2	
Profit before tax	270	332	-19	832	679	23
Net Profit	253	253	0	711	575	24
<i>Net Profit Margin %</i>	3.1	3.3		3.0	2.9	

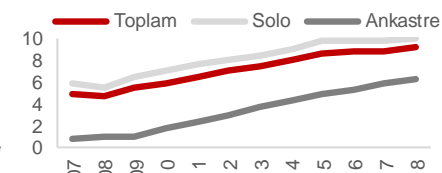
### Sales (TL mn)



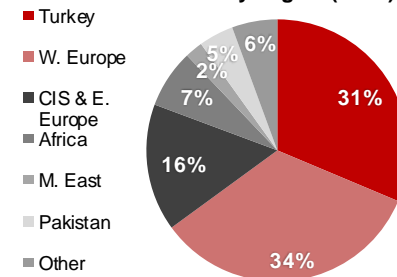
### Sales Breakdown by Segment (2018)



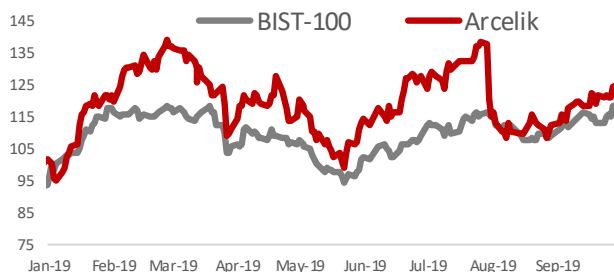
### Beko Market Share (Europe 24 countries)



### Sales Breakdown by Region (2018)



## SHARE INFO



# of shares (mn)	675.73
Shares in the Float (mn)	169.96
Foreign Ownership 30.09.2019	74%
Last Dividend (TL mn) (2017)	435
Market Cap (TL mn) 30.09.2019	12,866

TL mn	9M19	2018
Current Assets	22,217	19,196
Non-current Assets	10,725	9,172
<b>Total Assets</b>	<b>32,942</b>	<b>28,368</b>
Current Liabilities	14,555	12,497
Non-Current Liabilities	9,235	7,652
Equity	9,153	8,219
<b>Total Liabilities</b>	<b>32,942</b>	<b>28,368</b>
Net Debt	8,371	6,607
<i>Net Debt/Equity</i>	0.91	0.80
Working Capital	8,771	7,541
<i>Working Capital/ Sales %</i>	28.3	28.0
Total Liabilities/Total Assets	0,72	0,71