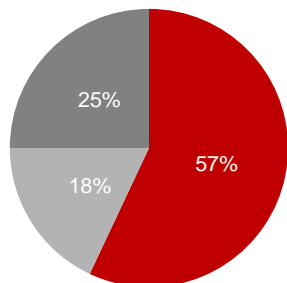


## SHAREHOLDERS



- 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 34 countries and 32,000 employees, Arcelik provides goods and services in more than 145 countries.

### Quick facts:

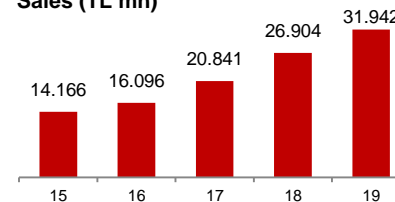
- Distant #1 in Turkey with >50% market share
- Largest sales and after-sales service network in Turkey with c.3.000 exclusive dealers and around 600 service points
- Third largest home appliance company in EMEA
- Beko, leading brand in Europe\*, UK, France\*
- Leading appliance company in Romania, S.Africa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

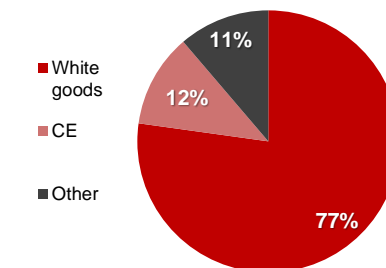
## FINANCIAL HIGHLIGHTS

TL mn	3Q20	3Q19	Δ%	9M20	9M19	Δ%
Revenue	11,938	8,246	45	27,538	23,576	17
EBITDA	1,713	914	87	3,453	2,479	39
EBITDA Margin %	14.3	11.1		12.5	10.5	
EBIT	1,368	644	112	2,529	1,703	49
EBIT Margin %	11.5	7.8		9.2	7.2	
Profit before tax	1,285	270	377	2,119	832	155
Net Profit	1,041	253	311	1,709	711	140
Net Profit Margin %	8.7	3.1		6.2	3.0	

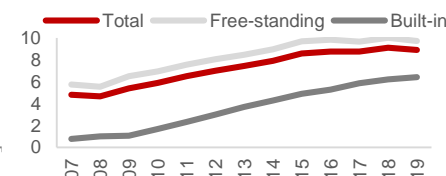
### Sales (TL mn)



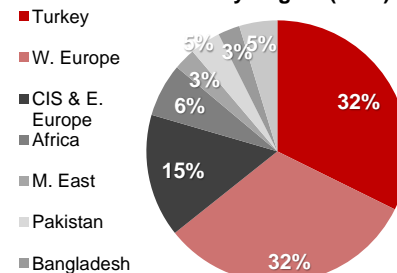
### Sales Breakdown by Segment (2018)



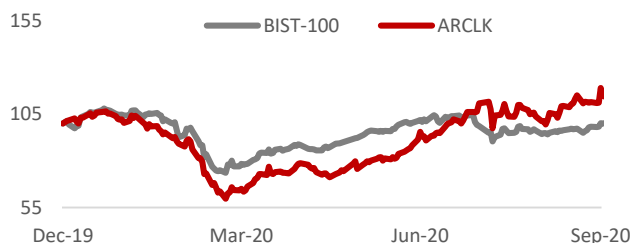
### Beko Market Share (Europe 24 countries)



### Sales Breakdown by Region (2019)



## SHARE INFO



# of shares (mn)	675.73
Shares in the Float (mn)	169.96
Foreign Ownership 30.06.2020	65%
Last Dividend (TL mn) (2017)	435
Market Cap (TL mn) 30.09.2020	16,758

TL mn	2020-3Q	2019
Current Assets	31,721	23,183
Non-current Assets	13,422	11,547
<b>Total Assets</b>	<b>45,143</b>	<b>34,730</b>
Current Liabilities	23,140	14,715
Non-Current Liabilities	9,098	10,199
Equity	12,905	9,816
<b>Total Liabilities</b>	<b>45,143</b>	<b>34,730</b>
Net Debt	5,367	8,018
Net Debt/Equity	0.42	0.82
Working Capital	8,620	8,630
Working Capital/ Sales %	24	27.0
Total Liabilities/Total Assets	0.71	0.72