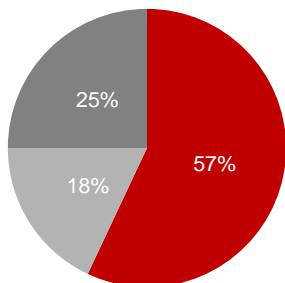


SHAREHOLDERS



- 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 22 factories in 8 countries (Turkey, Romania, Russia, 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:

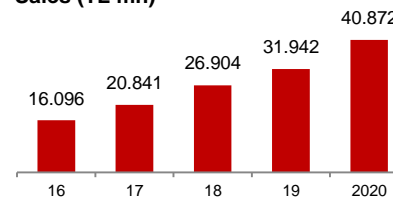
- Distant #1 in Turkey with >50% market share
- Largest sales and after-sales service network in Turkey with c.3.000 exclusive dealers and around 600 service points
- Third largest home appliance company in EMEA
- Beko, leading brand in Europe*, UK, France*
- Leading appliance company in Romania, S.Africa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

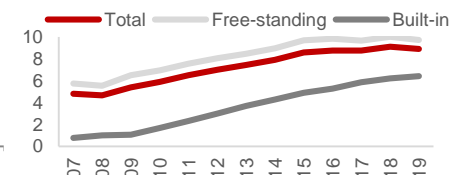
FINANCIAL HIGHLIGHTS

TL mn	4Q20	4Q19	Δ%	2020	2019	Δ%
Revenue	13,335	8,366	59	40,872	31,942	28
EBITDA	1,932	872	122	5,357	3,351	60
<i>EBITDA Margin %</i>	14.5	10.4		13.1	10.5	
EBIT	1,607	593	171	4,145	2,296	80
<i>EBIT Margin %</i>	12.0	7.1		10.1	7.2	
Profit before tax	1,379	282	389	3,498	1,114	214
Net Profit	1,163	240	385	2,848	925	208
<i>Net Profit Margin %</i>	8.7	2.9		7.0	2.9	

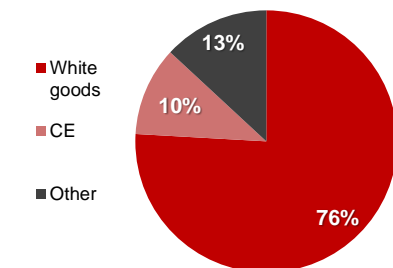
Sales (TL mn)



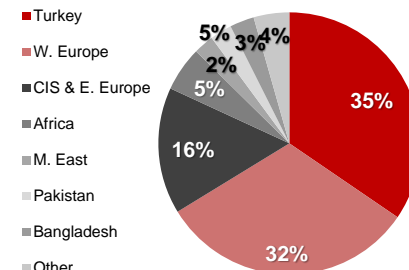
Beko Market Share (Europe 24 countries)



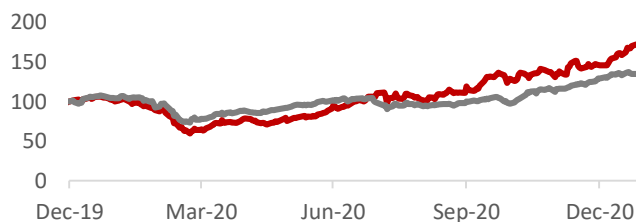
Sales Breakdown by Segment (2020)



Sales Breakdown by Region (2020)



SHARE INFO



— ARCLK — BIST-100

# of shares (mn)	675.73
Shares in the Float (mn)	169.96
Foreign Ownership 31.12.2020	59%
Last Dividend (TL mn) (2017)	435
Market Cap (TL mn) 31.12.2020	20,542

TL mn	2020	2019
Current Assets	33,042	23,183
Non-current Assets	13,515	11,547
Total Assets	46,559	34,730
Current Liabilities	23,810	14,715
Non-Current Liabilities	8,698	10,199
Equity	14,051	9,816
Total Liabilities	46,559	34,730
Net Debt	5,073	8,018
<i>Net Debt/Equity</i>	0.36	0.82
Working Capital	8,375	8,630
<i>Working Capital/ Sales %</i>	20.5	27.0
Total Liabilities/Total Assets	0.70	0.72