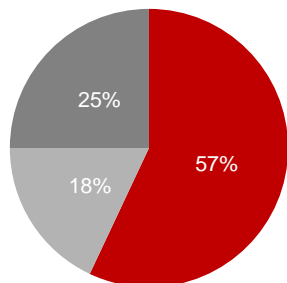


## SHAREHOLDERS



- 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 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:

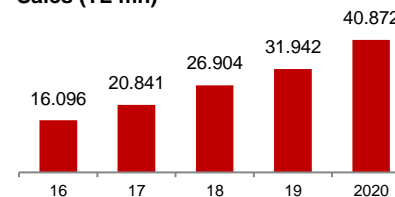
- Distant #1 in Turkey with >50% market share
- Largest sales and after-sales service network in Turkey with c.3.000 exclusive dealers and around 600 service points
- Third largest home appliance company in EMEA
- Beko, leading brand in Europe\*, UK, France\*
- Leading appliance company in Romania, S.Africa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

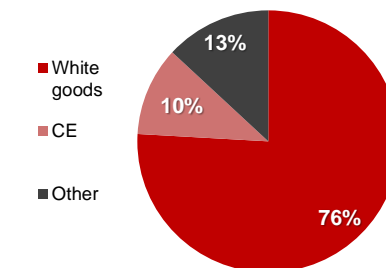
## FINANCIAL HIGHLIGHTS

TL mn	1Q21	1Q20	Δ%	2020	2019	Δ%
Revenue	12,984	7,768	67	40,872	31,942	28
EBITDA	1,890	871	117	5,357	3,351	60
<i>EBITDA Margin %</i>	14.6	11.2		13.1	10.5	
EBIT	1,678	773	117	4,145	2,296	80
<i>EBIT Margin %</i>	12.9	10.0		10.1	7.2	
Profit before tax	1,294	308	320	3,498	1,114	214
Net Profit	1,100	259	327	2,848	925	208
<i>Net Profit Margin %</i>	8.5	3.3		7.0	2.9	

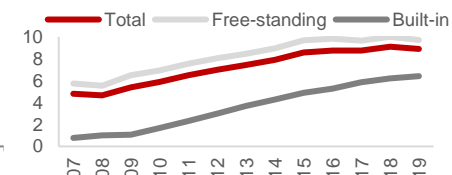
### Sales (TL mn)



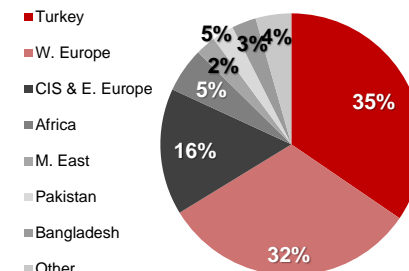
### Sales Breakdown by Segment (2020)



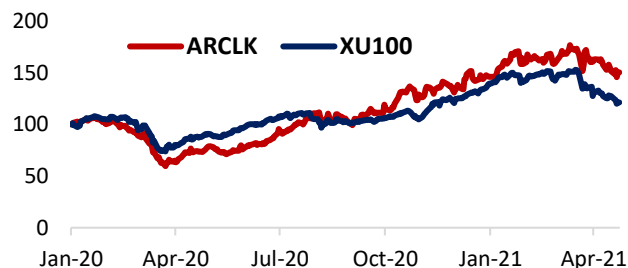
### Beko Market Share (Europe 24 countries)



### Sales Breakdown by Region (2020)



## SHARE INFO



# of shares (mn)	675.73
Shares in the Float (mn)	169.96
Foreign Ownership 31.12.2020	65%
Last Dividend (TL mn) (2020)	1,500
Market Cap (TL mn) 31.03.2021	22,610

Sensitivity: Public

TL mn	1Q21	2020
Current Assets	38,187	33,042
Non-current Assets	14,816	13,515
<b>Total Assets</b>	<b>53,003</b>	<b>46,559</b>
Current Liabilities	27,966	23,810
Non-Current Liabilities	10,548	8,698
Equity	14,489	14,051
<b>Total Liabilities</b>	<b>53,003</b>	<b>46,559</b>
Net Debt	9,074	5,073
<i>Net Debt/Equity</i>	0.63	0.36
Working Capital	12,490	8,375
<i>Working Capital/ Sales %</i>	27.1	20.5
Total Liabilities/Total Assets	0.73	0.70