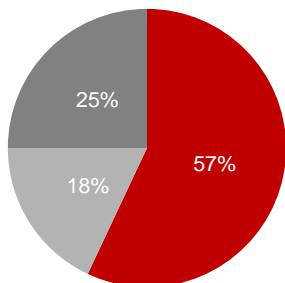


## SHAREHOLDERS



- 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 28 factories in 9 countries (Turkey, China, Romania, Russia, S.Africa, Thailand, Pakistan, India and Bangladesh), marketing & sales organizations in 48 countries and more than 40,000 employees, Arcelik provides goods and services in more than 150 countries.

### Quick facts:

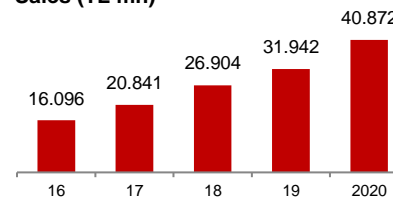
- Market leader in Turkey MDA6 market
- Largest sales and after-sales service network in Turkey with c.3.000 exclusive dealers and around 600 service points
- Third largest home appliance company in EMEA
- Beko, leading brand in Europe\*, UK, France\*
- Leading appliance company in Romania, S.Africa 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

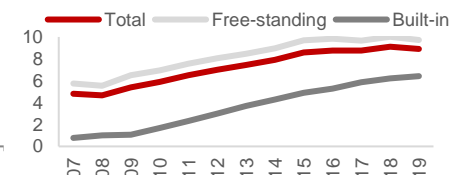
## FINANCIAL HIGHLIGHTS

TL mn	3Q21	3Q20	Δ%	2020	2019	Δ%
Revenue	18,148	11,938	52	40,872	31,942	28
EBITDA	1,782	1,735	3	5,357	3,351	60
<i>EBITDA Margin %</i>	9.8	14.5		13.1	10.5	
EBIT	1,265	1,874	(32)	4,145	2,296	80
<i>EBIT Margin %</i>	7.0	15.7		10.1	7.2	
Profit before tax	770	1,285	(40)	3,498	1,114	214
Net Profit	717	1,041	(31)	2,848	925	208
<i>Net Profit Margin %</i>	3.9	8.7		7.0	2.9	

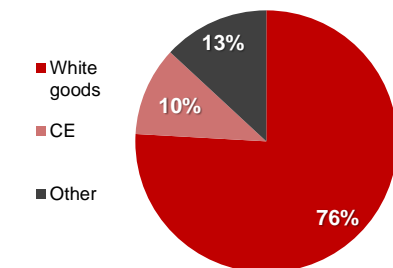
### Sales (TL mn)



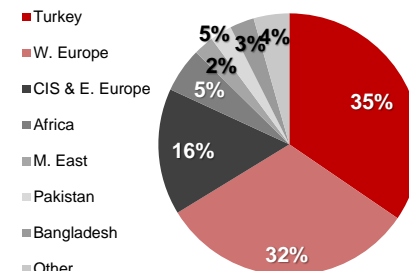
### Beko Market Share (Europe 24 countries)



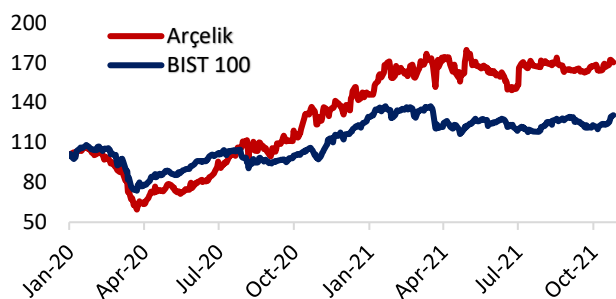
### Sales Breakdown by Segment (2020)



### Sales Breakdown by Region (2020)



## SHARE INFO



# of shares (mn)	675.73
Shares in the Float (mn)	169.96
Foreign Ownership 30.09.2021	45%
Last Dividend (TL mn) (2020)	1,500
Market Cap (TL mn) 30.09.2021	22,056

TL mn	9M21	2020
Current Assets	43,335	33,042
Non-current Assets	18,954	13,515
<b>Total Assets</b>	<b>62,289</b>	<b>46,559</b>
Current Liabilities	30,402	23,810
Non-Current Liabilities	16,039	8,698
Equity	15,848	14,051
<b>Total Liabilities</b>	<b>62,289</b>	<b>46,559</b>
Net Debt	13,973	5,073
<i>Net Debt/Equity</i>	0.88	0.36
Working Capital	15,397	8,375
<i>Working Capital/ Sales %</i>	26.1	20.5
Total Liabilities/Total Assets	0.75	0.70