"Turkey's Largest Food Company"

Fourth Quarter 2015
Financial Results
March 3, 2016

Borsa Istanbul: ULKER
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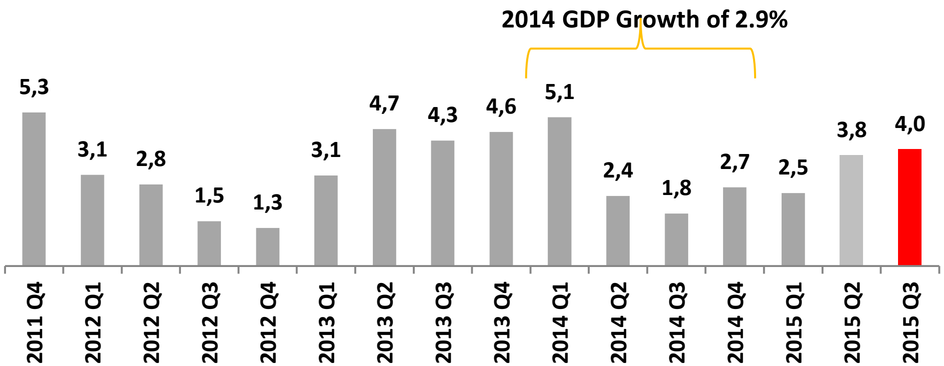
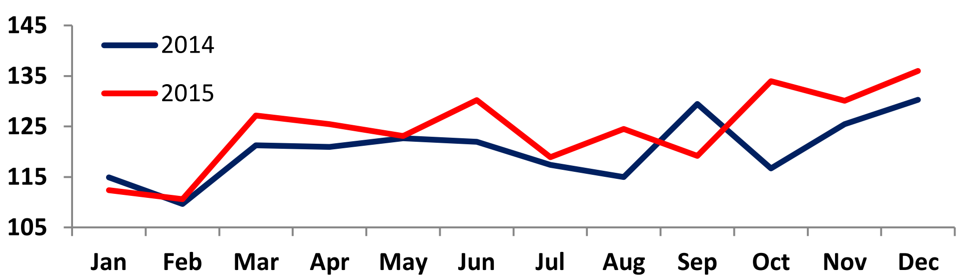
Turkey Macro Economic Overview

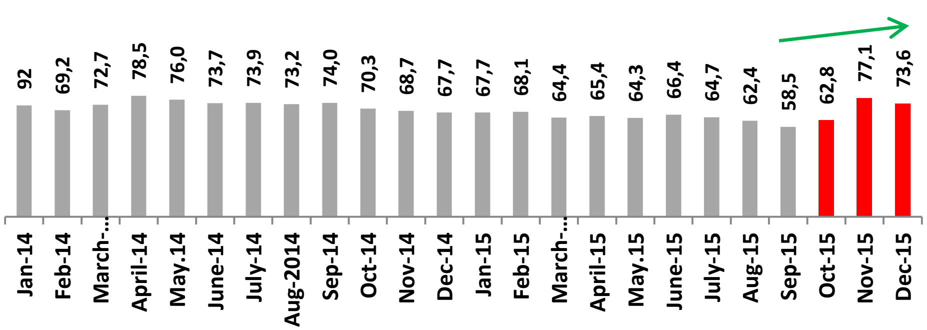
GDP Growth (%)



Industrial Production



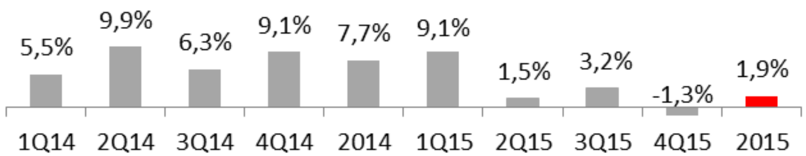
Consumer Confidence Index



- GDP grew by 4.0% in 3Q15 thanks to government spending &household spending
- Industrial Production was up by 3.1% in 2015 YoY
- Consumer prices of 8.81% in 2015 YoY
- Food price inflation 10.9% in 2015 YoY
- Consumer confidence reached 73.6

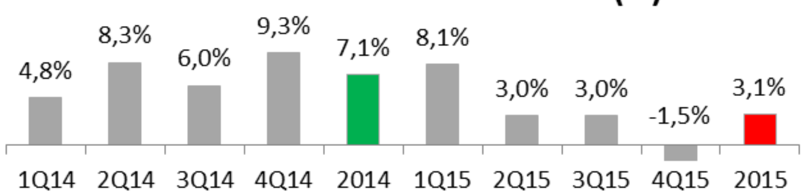
Market Growth

Market Growth Trend (%)

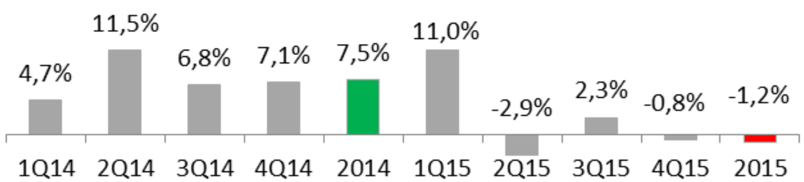


Source: ACNielsen

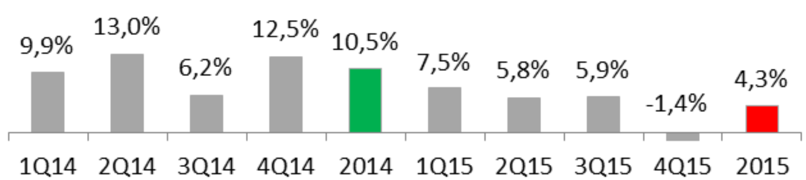
Biscuit Market Growth Trend (%)



Chocolate Market Growth Trend (%)



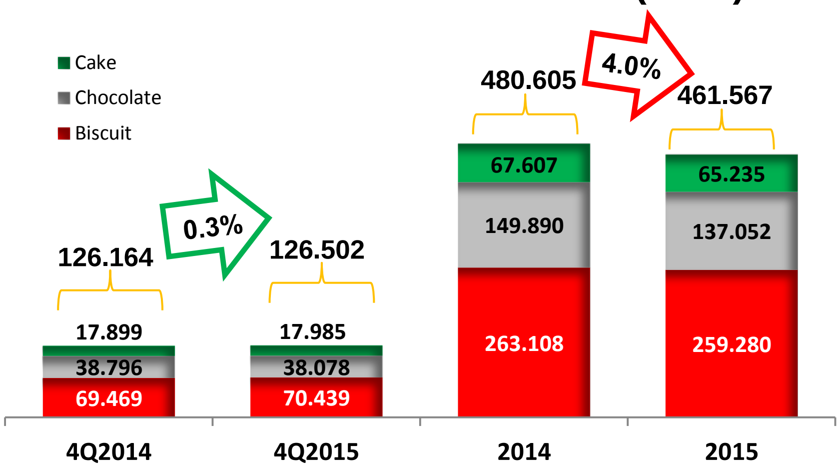
Cake Market Growth Trend (%)



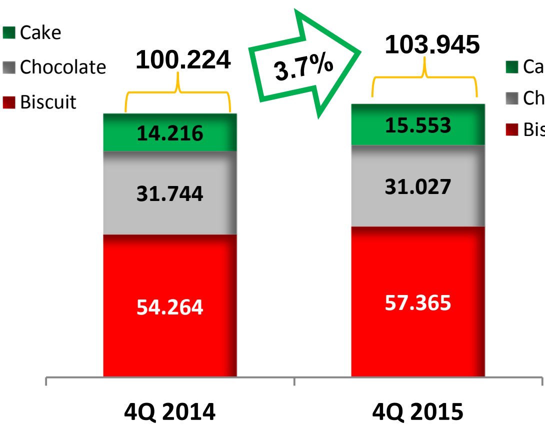
- Confectionery market expanded by 1.9% in 2015
- Biscuit market continued to grow in 2015 with a growth of 3.1%
- Chocolate market contracted by 1.2% in 2015
- Cake market posted a growth of 4.3% in 2015

Breakdown of Net Sales

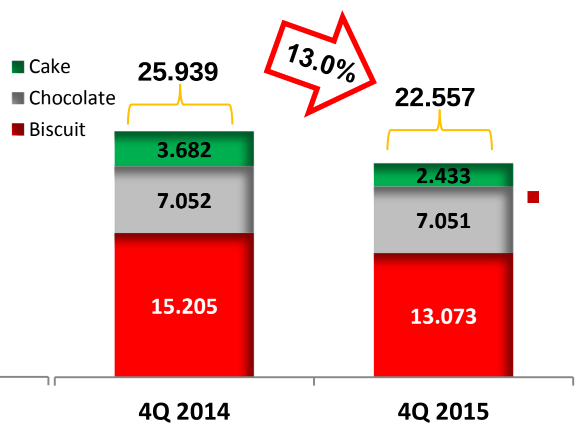
Breakdown of Sales Volume (Tons)



Domestic Sales Volume Breakdown (Tons)



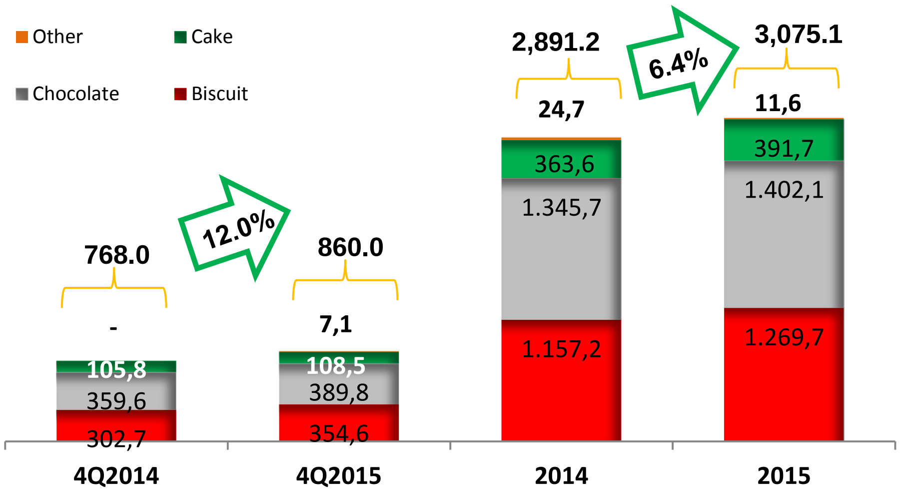
Export Sales Volume Breakdown (Tons)



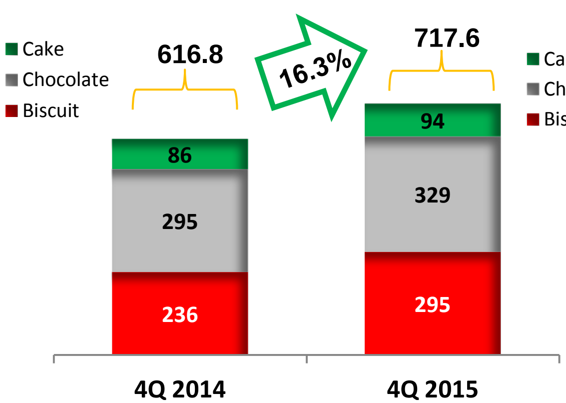
- **Consolidated sales volume was up by 0.3% in 4Q15 attributable to:**
  - Betterment at domestic sales
    - Higher Biscuit & Cake Sales
- Domestic sales volume was up by 3.7% in 4Q15
- Export volume contracted by 13.0%to 23K tons in 4Q15
  - Lower exports to Iraq, Yemen, and Algeria
- Turkey sales volume in 4Q15 vs 4Q14
  - Biscuit +6%
  - Chocolate -2%
  - Cake +9%
- Export sales volume in 4Q15 vs 4Q14
  - Biscuit -14%
  - Chocolate -%
  - Cake -34%

Breakdown of Net Sales

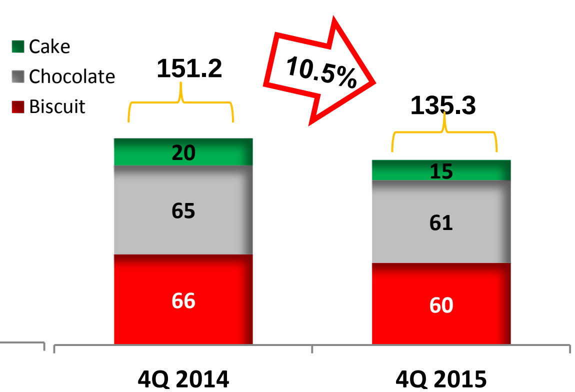
Breakdown of Sales Revenue (TL mn)



Domestic Sales Rev Breakdown (TL mn)



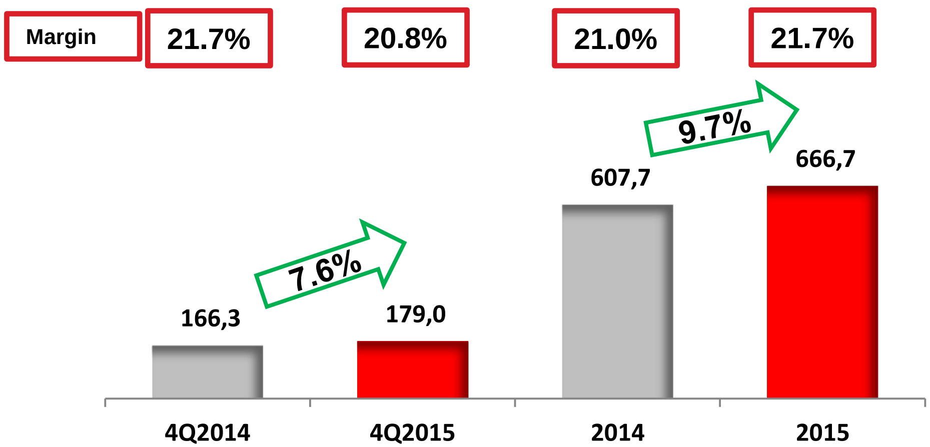
Export Sales Rev Breakdown (TL mn)



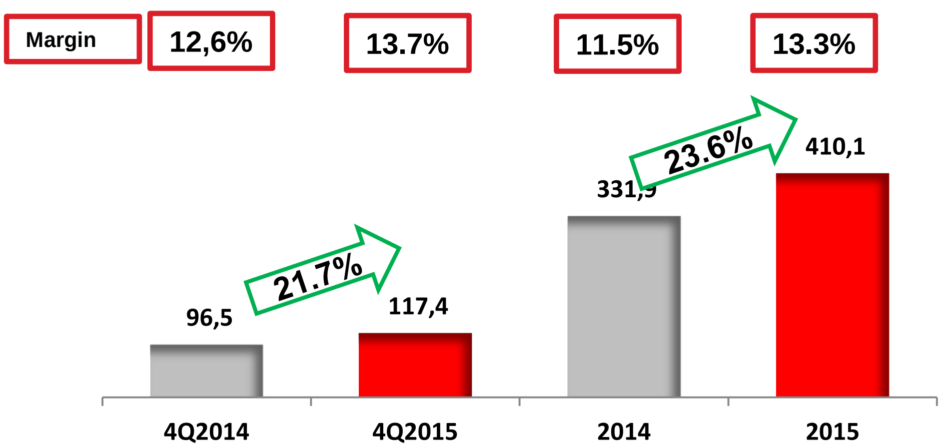
- **Consolidated sales revenue was up by 12.0% in 4Q15 primarily as a result of:**
  - Carry on price increases & downsizings impact
  - Mix impact
- **Average revenue increases in 4Q15 over 4Q14;**
  - Biscuits +17%
  - Chocolate +8%
  - Cake +3%
- **Average price per ton increases in 4Q15 over 4Q14;**
  - Biscuits +16%
  - Chocolate +10%
  - Cake +2%

Gross Profit & EBITDA

Gross Profit (TL mn)



EBITDA* (TL mn)



*Excludes Other Nonoperating Income&Expenses

- **Gross profit increased by 7.6% to TL 179.0 mn in 4Q15**
- **Gross margin contracted by 0.9 pp to 20.8% due to;**
  - Rising input costs
- **EBITDA grew by 21.7% to TL 117.4 mn in 4Q15**
- **EBITDA margin widened by 1.1 pp to 13.7% mainly due to;**
  - Lower G&A expenses
  - Lower personnel cost

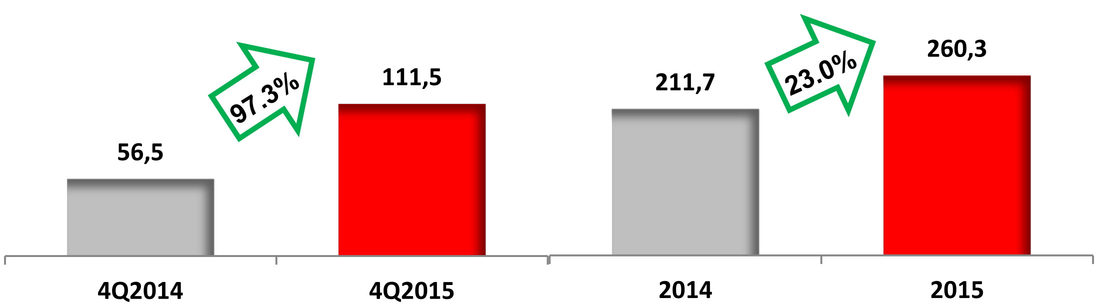
FX and Net Profit

Net Foreign Exchange Gain/Loss

(TL mn)	4Q 2014	4Q 2015	2014	2015
Net Foreign Exchange Gain/Loss From Operations	0.2	0.6	4.2	6.9
Net Foreign Exchange Gain/Loss From Investments	10.9	(89.1)	61.1	199.6
Net Foreign Exchange Gain/ Loss From Finance	(13.2)	102.8	(79.6)	(262.4)
Net Foreign Exchange Gain/Loss	**(2.1)**	**14.3**	**(14.3)**	**(55.9)**

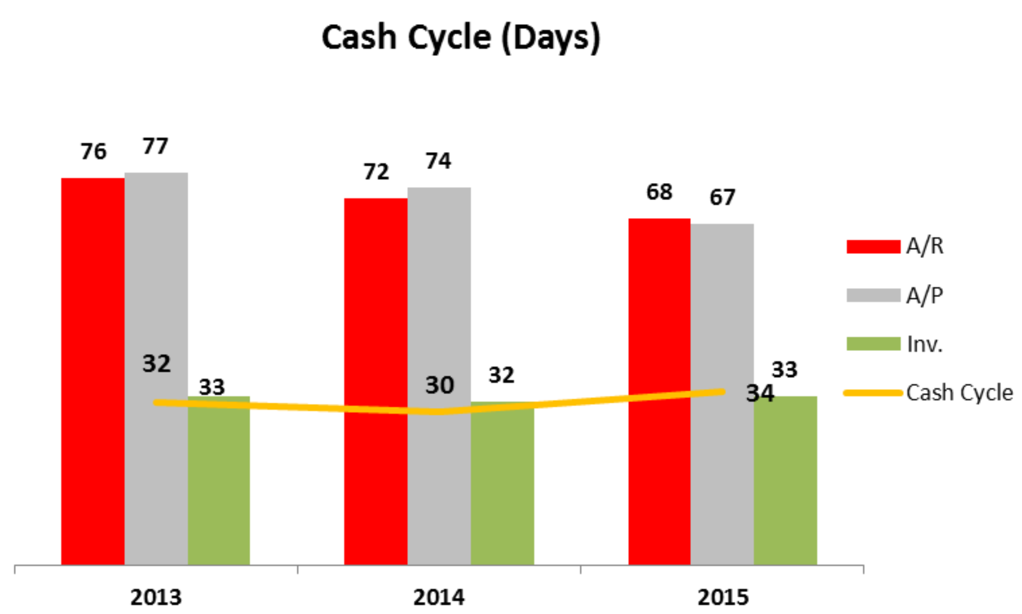
- **Net foreign exchange gain was TL 14.3 mn in 4Q15**
  - TL 295 mn of short FX position as of December 31, 2015

Net Profit (TL mn)

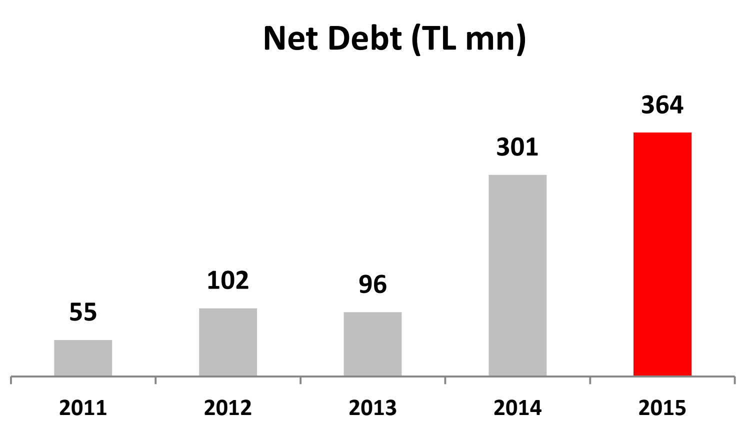


- **Net income was TL 111,5 mn in 4Q15, increase in net income is mainly attributable to:**
  - Better operational performance
  - FX gains from FX denominated debt

Cash Cycle and Net Debt



- Cash Cycle of 34 days in 2015



- Net debt stands at TL 364 mn, as of December 31, 2015

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FDM Business

United Biscuits

- United Kingdom
- Northern Europe
- Nigeria
- India
- Saudi Arabia
- ME & NA

Ulker International

- FMC – Saudi Arabia
- Hi – Food - Egypt
- Hamle - Kazakhstan
- Istanbul Gıda - Export
- CCC

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Questions & Answers

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