



**Koç Holding**  
**1Q10 Earnings Presentation**

May 2010



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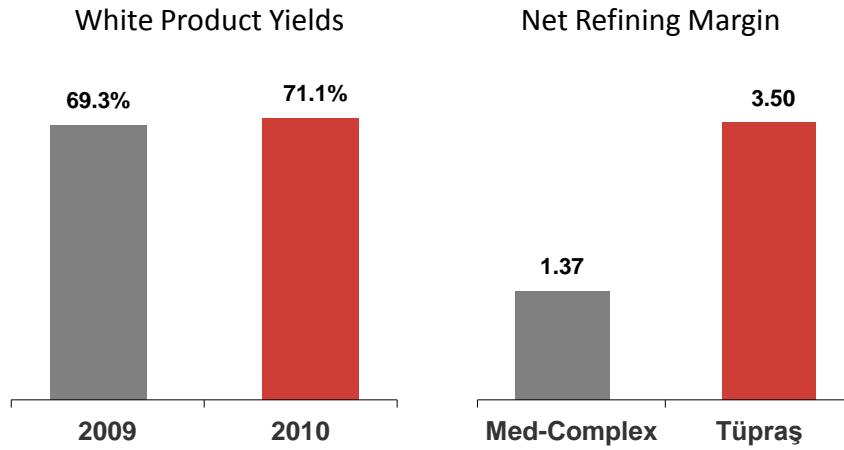
# 1Q10

## Operating Environment & Koç Group

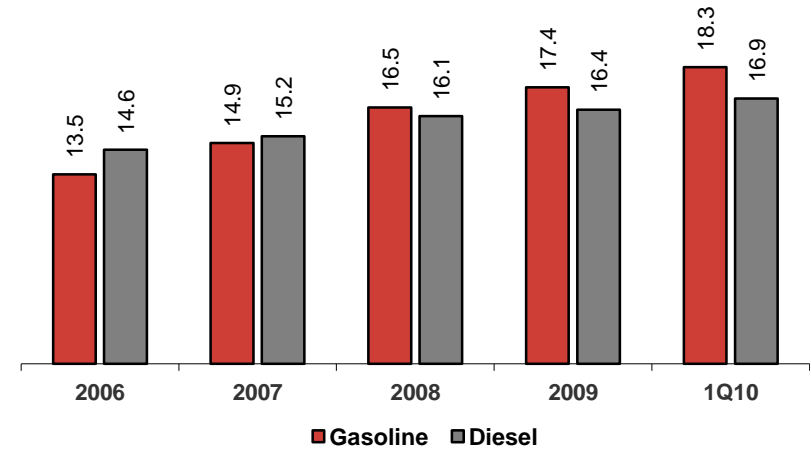


# Energy – Higher Refining Margins Compared to Global Peers

## Tüpraş Products Yields & Refining Margins



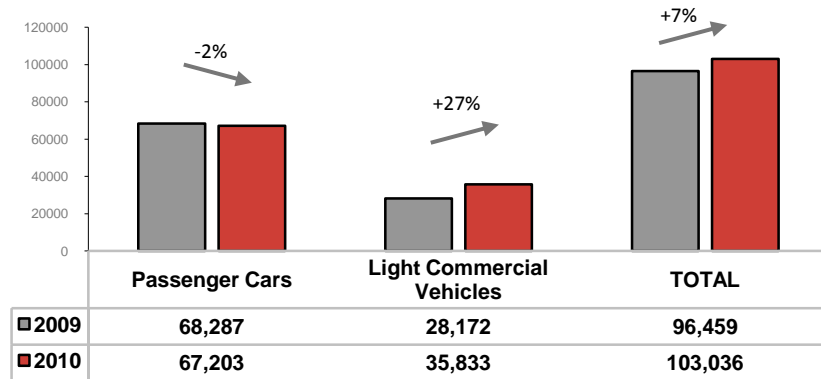
## Opet Market Share Development – %





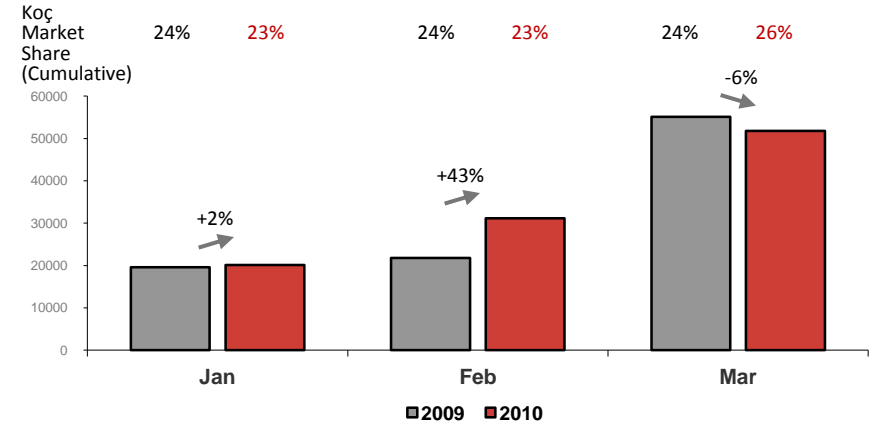
# Automotive – Strong Sales Driven by LCV Segment

Sales Units, Market \* – January-March



Source: ADA

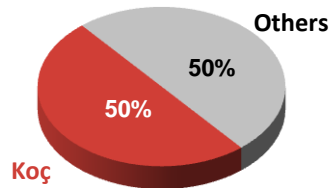
Sales Development, Market \* – Units, Monthly



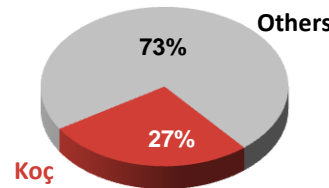
## Koç Group Share

### Leader in Turkey

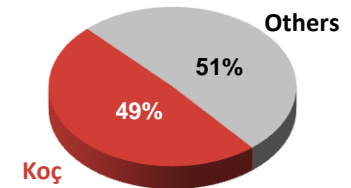
Turkey's Motor Vehicle Production



Turkey's Domestic Motor Vehicle Sales



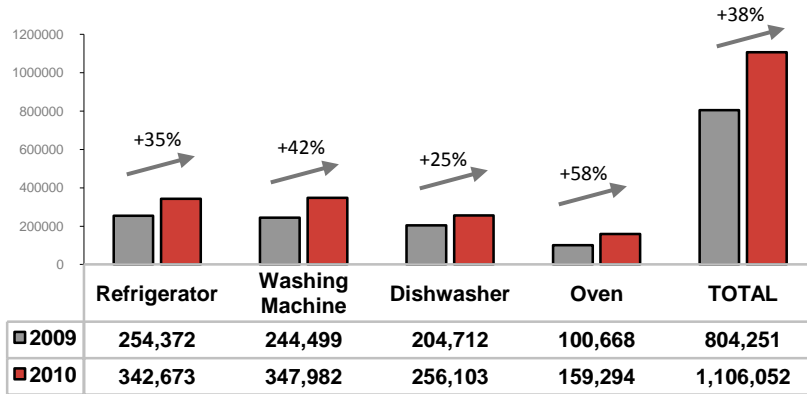
Turkey's Motor Vehicle Exports





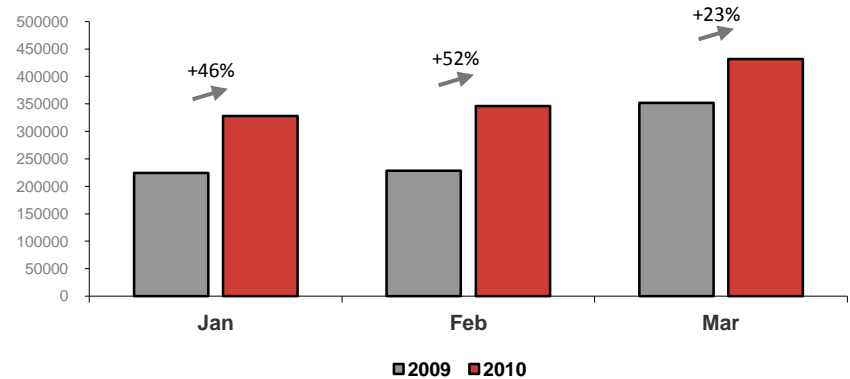
# Consumer Durables – High Growth Performance in line with the Revival in Economic Activity

Sales Units, Market \* – January-March



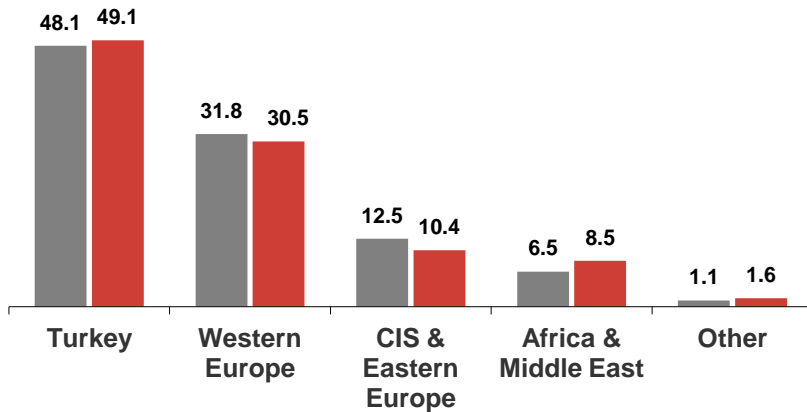
Source: WGMA

Sales Development, Market \* – Units, Monthly

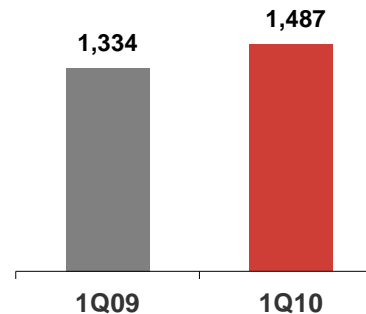


## Arçelik Main Indicators

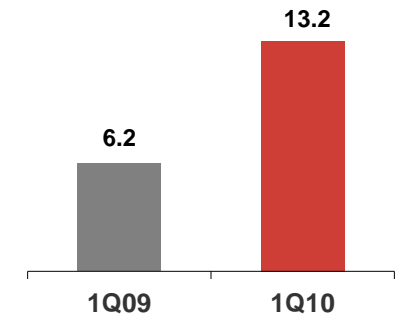
Regional Breakdown of Revenue – %



Revenues – TLmn



EBITDA Margin – %



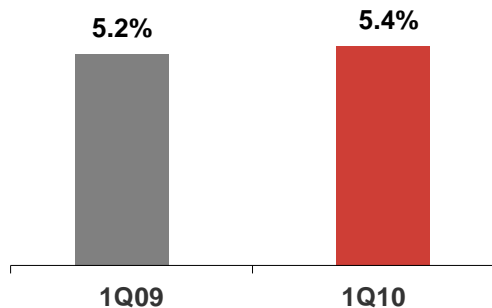


# Finance – Strong Growth in Lucrative Business Lines with Improving Asset Quality

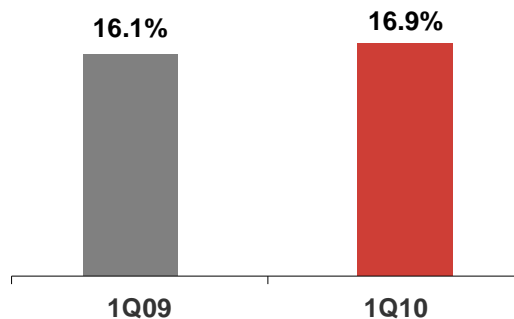
1Q10 Loan Growth	YTD		YKB Market Shares		1Q10 Deposit & AUM Growth	1Q10 vs 4Q09		YKB Market Shares	
	Sector	YKB	1Q10	ΔYTD		Sector	YKB	1Q10	ΔYTD
Total Loans	6%	9%	10.8%	↑ +37 bps	Total Deposits	3%	4%	8.9%	↑ +5 bps
TL Loans	5%	11%	9.7%	↑ +50 bps	TL Deposits	5%	7%	7.3%	↑ +10 bps
FC Loans (\$)	6%	6%	13.6%	↓ -1 bps	FC Deposits (\$)	-2%	-1%	12.5%	↑ +15 bps
Consumer Loans	7%	8%	7.7%	↑ +10 bps	AUM	2%	5%	17.9%	↑ +40 bps
Mortgages	7%	9%	9.1%	↑ +17 bps	Demand Deposits	-7%	0%	11.5%	↑ +80 bps
Auto Loans	-6%	-1%	14.6%	↑ +57 bps					
General Purpose	8%	10%	5.8%	↑ +8 bps					
Credit Cards	1%	2%	20.5%	↑ +9 bps					

## YKB Main Indicators

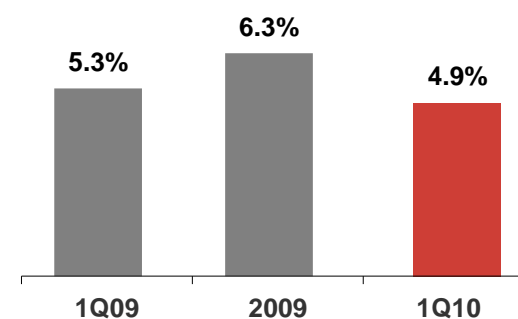
Net Interest Margin



Capital Adequacy Ratio (Bank Only)



NPL Ratio





# 1Q10 Financial Results



# Financial Performance

## Revenues



- TL11,104mn (US\$7,396mn)
- 27% YoY increase in TL terms and 40% in US\$ terms

## Operating Profit



- TL867mn (US\$578mn)
- 30% YoY increase in TL terms and 43% in US\$ terms

## EBITDA



- TL1,102mn (US\$734mn)
- 25% YoY increase in TL terms and 38% in US\$ terms

## Profit Before Tax



- TL 796mn (US\$530mn)
- 417% YoY increase in TL terms and 468% in US\$ terms

## Net Income



- TL359mn (US\$239mn)

## Margins



- EBITDA margin was 9.9%
- Operating profit margin was 7.8%



## Main Financial Indicators

	€ Mn*	US\$ Mn*	TL Mn	TL Mn	Change	Change
	31.Mar.10	31.Mar.10	31.Mar.10	31.Mar.09	%, TL	%, US\$
Revenues	5,342	7,396	11,104	8,731	▲ 27	▲ 40
Gross Profit	951	1,317	1,978	1,818	▲ 9	▲ 20
EBITDA	530	734	1,102	880	▲ 25	▲ 38
Operating Profit	417	578	867	667	▲ 30	▲ 43
FX Gain/(Loss)	-30	-41	-62	-376	NM	NM
Financial Income/(Loss) excl. FX Gain/(Loss)	-5	-6	-9	-137	NM	NM
Income Before Tax	383	530	796	154	▲ 417	▲ 468
Taxes (net)	71	98	148	107	▲ 39	▲ 52
Net Income before minority interest	312	432	648	47	▲ 1276	▲ 1412
Minority Interest	139	193	289	44	▲ 553	▲ 617
Net Income	173	239	359	3	▲ 12700	▲ 13963
Total Assets	34,287	46,249	70,367	** 66,386	▲ 6	▲ 5
Shareholder's Equity	5,621	7,582	11,535	** 11,170	▲ 3	▲ 2

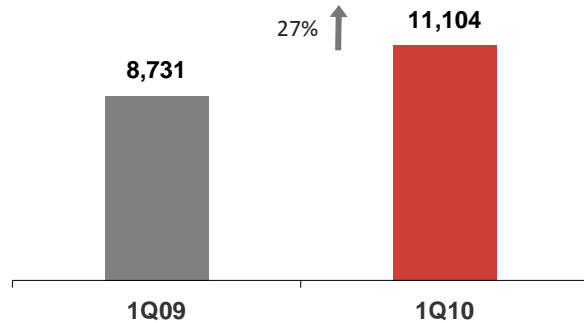
\* EUR and USD amounts presented above are translated from TL for convenience purposes only and do not form part of these consolidated financial statements. Balance sheet items have been converted at the official TL exchange rate announced by the Central Bank of Turkey at 31 March 2010 (2.0523 TL=1 EUR and 1.5215 TL =1 USD); income statement items have been converted using the average exchange rate (2.0787 TL=1 EUR and 1.5014 TL=1 USD).

\*\* As of December 31, 2009

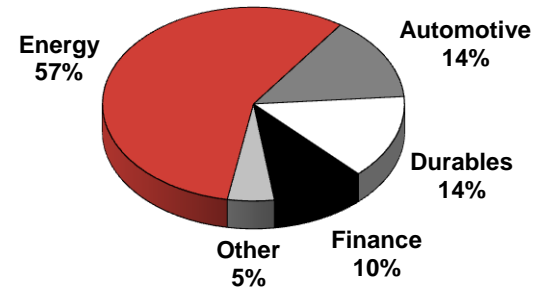


# Solid Performance in Revenues due to Low Base Year & Better Operating Environment

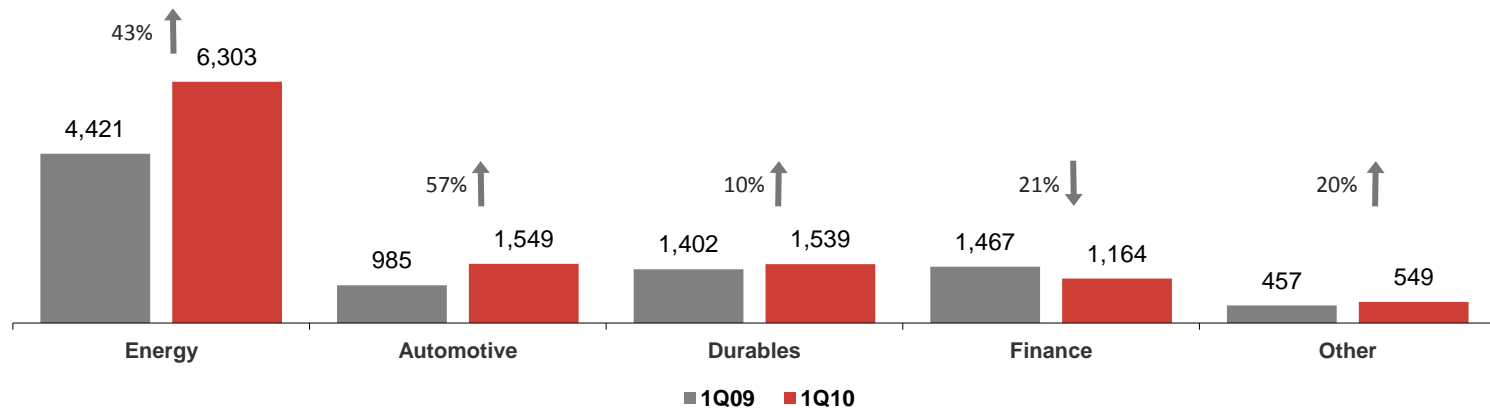
Revenues – TLmn



Share of Segment Revenues – %



Segment Contribution to Revenues – TLmn

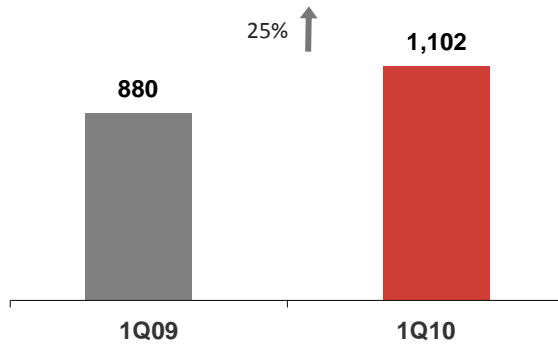




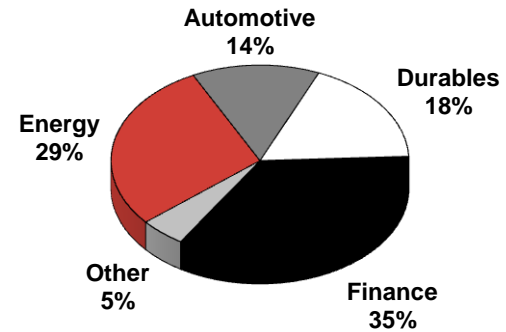
## 25% Increase in EBITDA

EBITDA TL mn	Energy	Automotive	Consumer Durables	Finance	Other	Consolidated Total
1Q10	316	149	199	387	51	1,102

EBITDA – TLmn



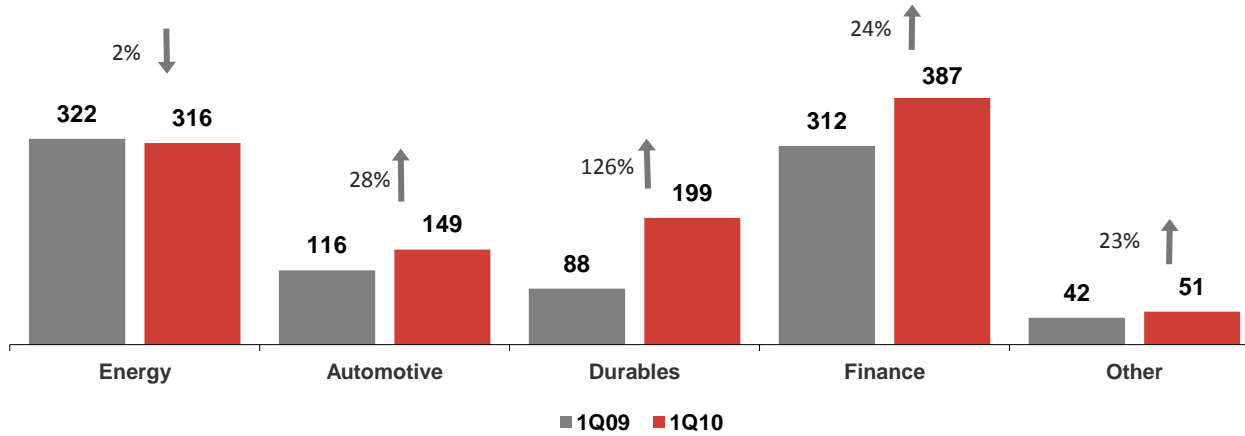
Segmental EBITDA Breakdown – %



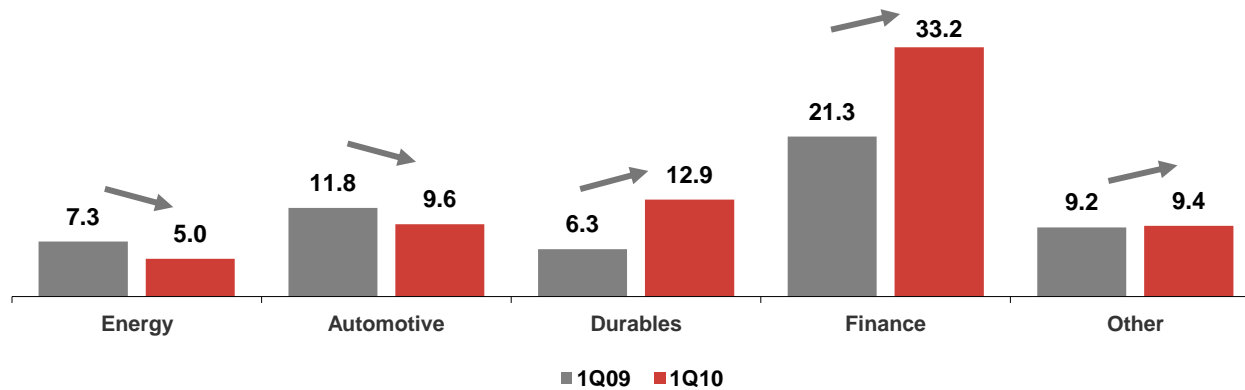


# Strong Improvement in Consumer Durables & Finance

Segment Contribution to EBITDA – TLmn



EBITDA Margin by Segment – %

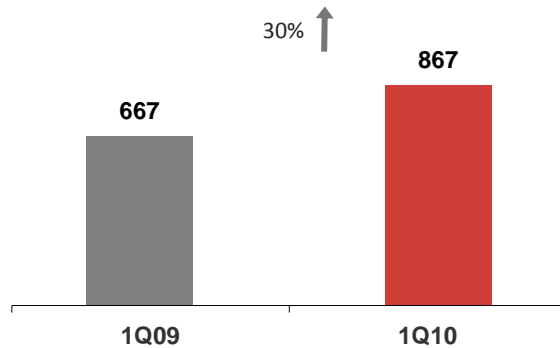




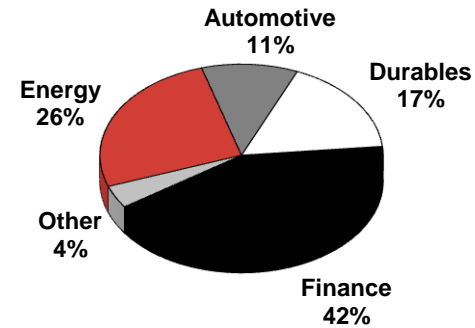
## 30% Increase in Operating Profit

Operating Profit TL mn	Energy	Automotive	Consumer Durables	Finance	Other	Consolidated Total
1Q10	225	92	152	365	33	867

Operating Profit – TLmn



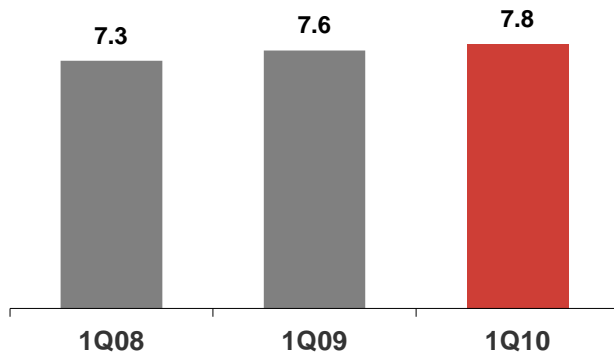
Segmental Operating Profit Breakdown – %



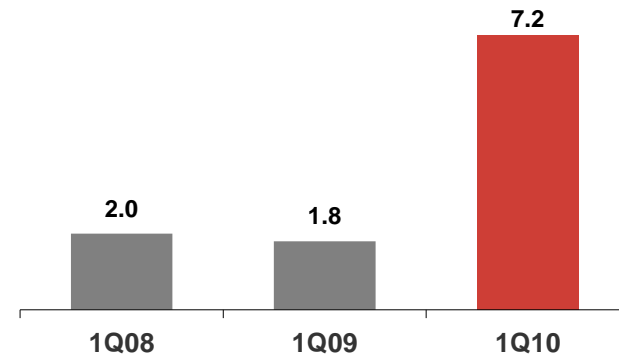


# Improving Profitability

Operating Profit Margin – %



Profit Before Tax Margin – %



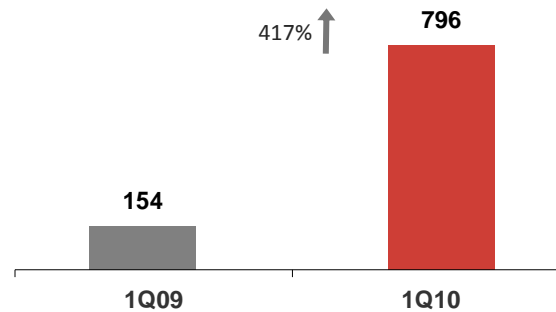


## Continuing Improvement in Profit Before Tax

Profit before tax increased by 417% YoY

- TL376mn FX loss in 1Q09 vs TL62mn FX loss in 1Q10
- Decline in net interest expense from TL192mn in 1Q09 to TL10 million in 1Q10

Profit Before Tax – TLmn

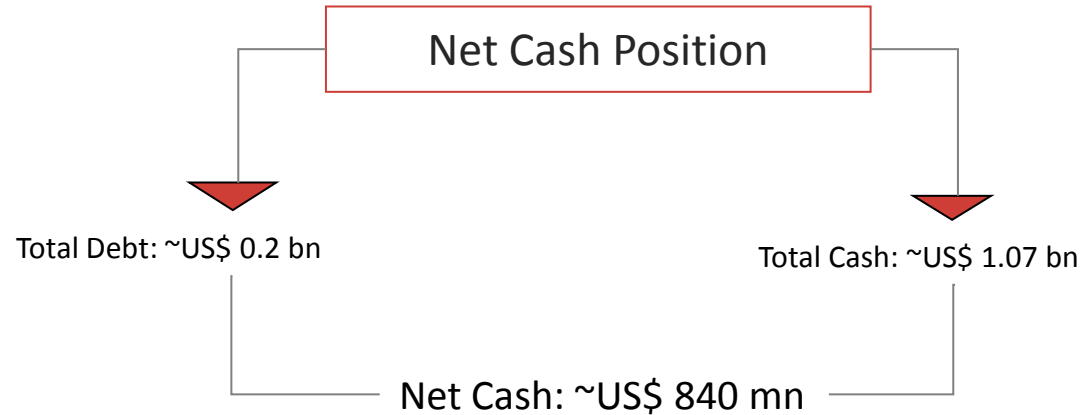




# High Resilience Against Volatility

## Koç Holding Stand-Alone

31.03.2010



## 2011-2013 Redemption Schedule

US\$ 225 mn – to be paid in equal annual installments of US\$ 75 mn each January

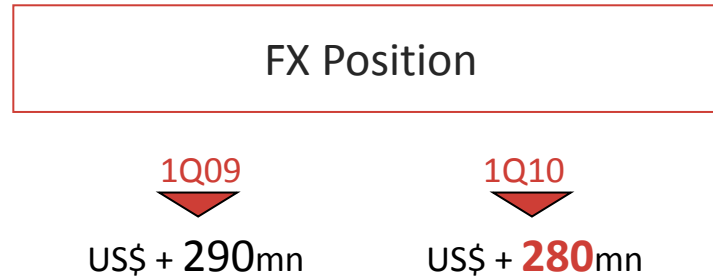
### Consolidated Net Debt Excl. Finance



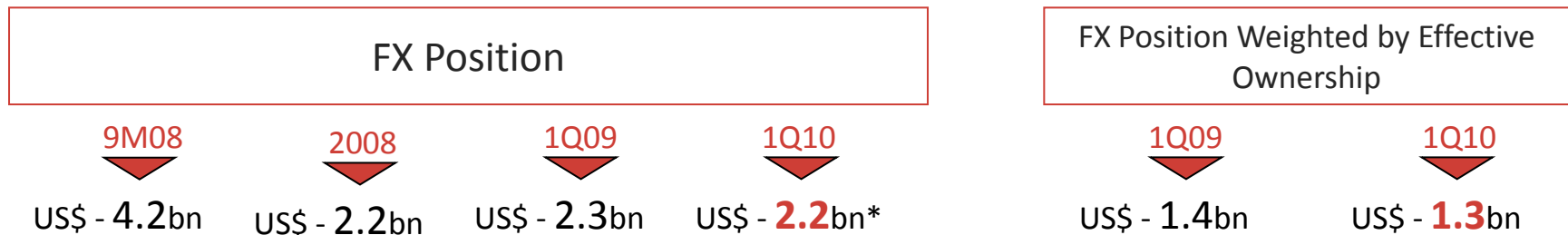


# Well-Managed FX Position

## Koç Holding Stand-Alone



## Koç Holding Consolidated



\* The natural hedging mechanisms due to FX linked pricing of Tüpraş, Opet & Aygaz inventory and take-or-pay agreements of Tofaş account for ~US\$ 1.6bn.



# Q&A



## Disclaimer

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This presentation does contain forward-looking statements that reflect the Company management's current views with respect to certain future events based on the base-case assumptions. Although it is believed that the expectations reflected in these statements are reasonable, they may be affected by a variety of variables and changes in underlying assumptions that could cause actual results to differ materially.

Neither Koç Holding nor any of its directors, managers or employees nor any other person shall have any liability whatsoever for any loss arising from the use of this presentation.

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# Shareholder Structures as of March 2010

## Koç Holding

Koç Family: 69.36%  
Free Float: 21.49%  
Vehbi Koç Foundation: 7.15%  
Koç Pension Fund: 1.99%

## Energy

### Tüpraş

SPV share: 51.00%  
Free float: 49.00%

KH share: 42.67% (\*)

### SPV

KH share : 75.00%  
Aygaz: 20.00%  
Opet: 3.00%  
Shell: 2.00%

### Aygaz

KH share: 40.68%  
Other Koç: 10.53%  
Liquid Pet. Co.: 24.52%  
Free float: 24.27%

### Opet

Tüpraş: 40.00%  
Other Koç: 10.00%  
Öztürk Group: 50.00%

## Automotive

### Ford Otosan

KH share: 38.46%  
Ford: 41.04%  
Other Koç: 2.58%  
Free float: 17.93%

### Tofaş

KH share: 37.59%  
Fiat: 37.86%  
Other Koç: 0.27%  
Free float: 24.29%

### Türk Traktör

KH share: 37.72%  
Other Koç: 2.09%  
CNH NV : 37.50%  
Free float: 22.69%

### Otokar

KH share: 44.68%  
Ünver Hold.: 24.81%  
Other Koç: 3.29%  
Free float: 27.22%

## Consumer Durables

### Arçelik

KH share: 40.51%  
Other Koç: 16.69%  
Burla Group: 19.53%  
Free float: 23.26%

## Finance

### Koç Financial Services

KH share: 37.55%  
Other Koç: 12.45%  
Bank Austria Creditanstalt: 50.0%

### Yapı Kredi Bank

KFS: 81.80%  
Free float: 18.20%  
KH share: 32.89% (\*)

## Other

### Tat Konserve

KH share: 43.65%  
Other Koç: 9.69%  
Partner: 5.26%  
Free float: 41.41%

(\*) Effective stake indirectly through subsidiaries



## For Further Questions, Please Contact :

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