



Koç Holding
1Q15 Earnings Presentation

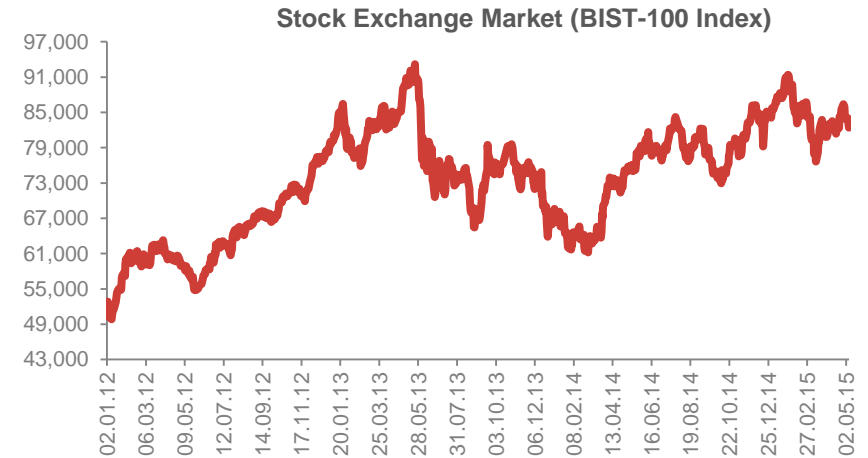
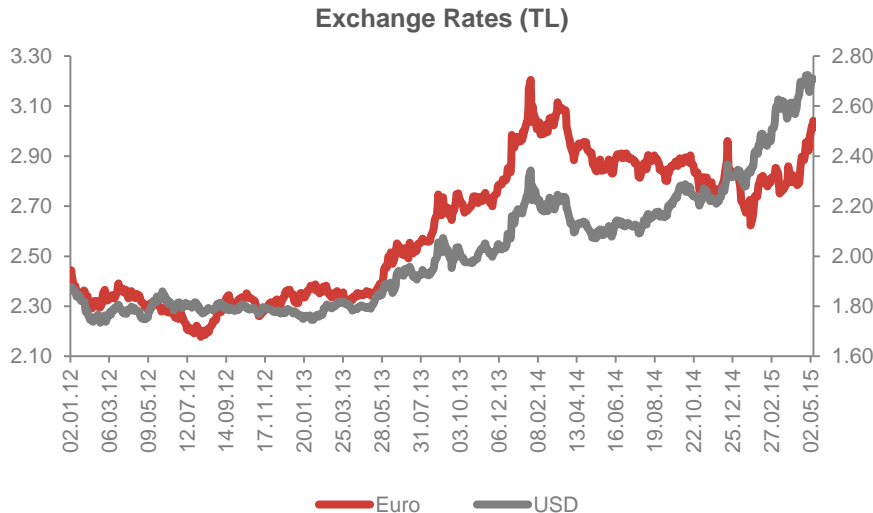
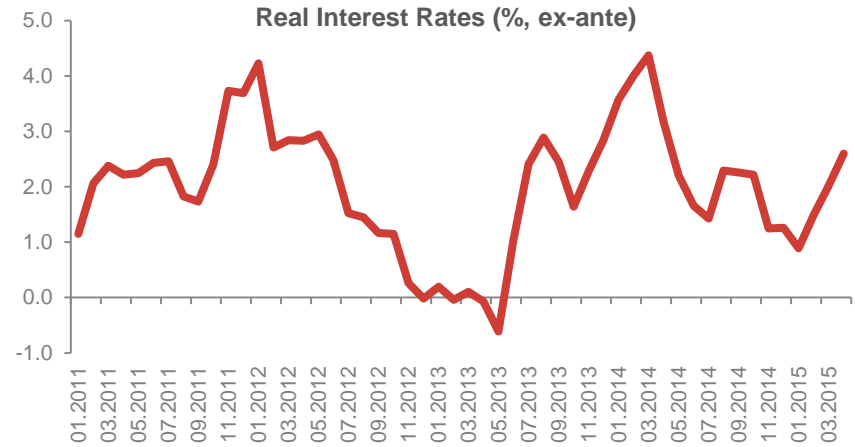
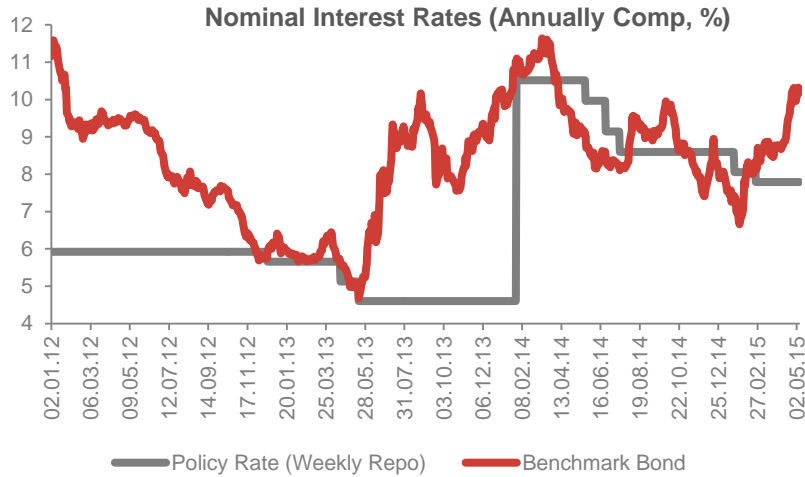
11 May 2015

1Q15

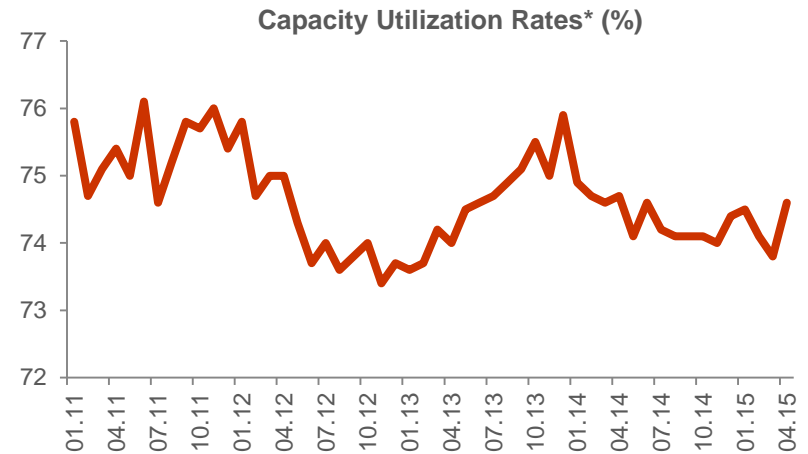
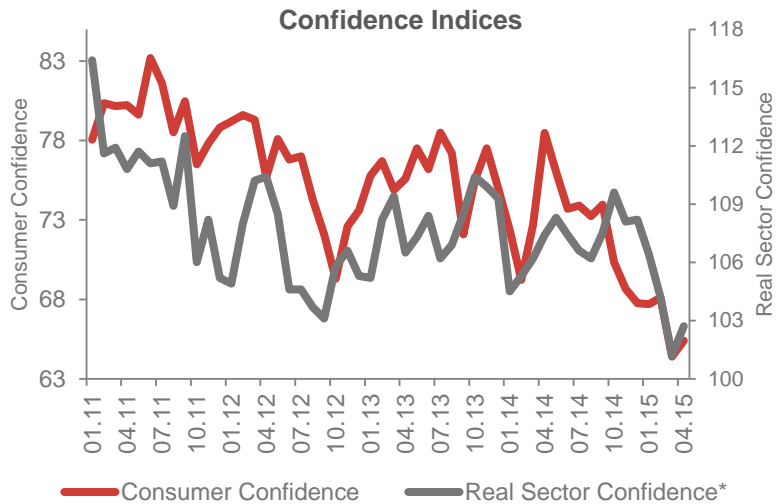
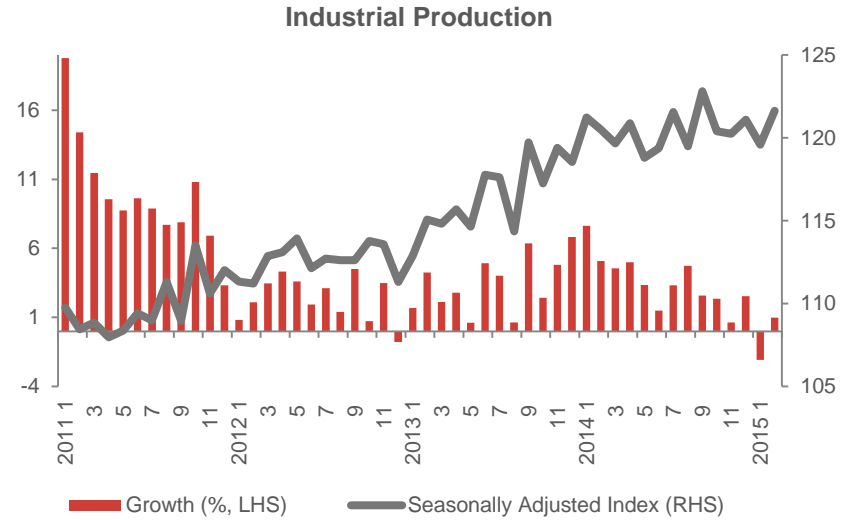
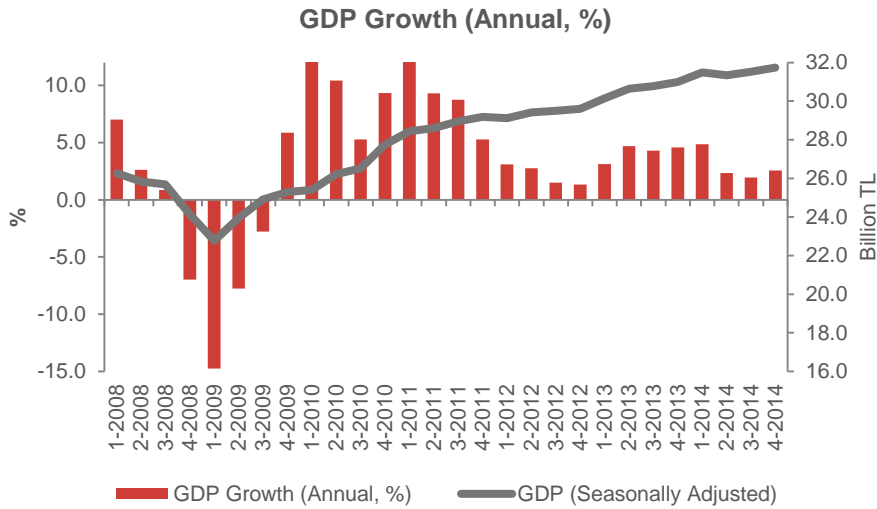
Operating Environment



Dollar strength in global markets, noise in domestic financial markets and disappointing inflation readings led to sell-off in Turkey from February onwards



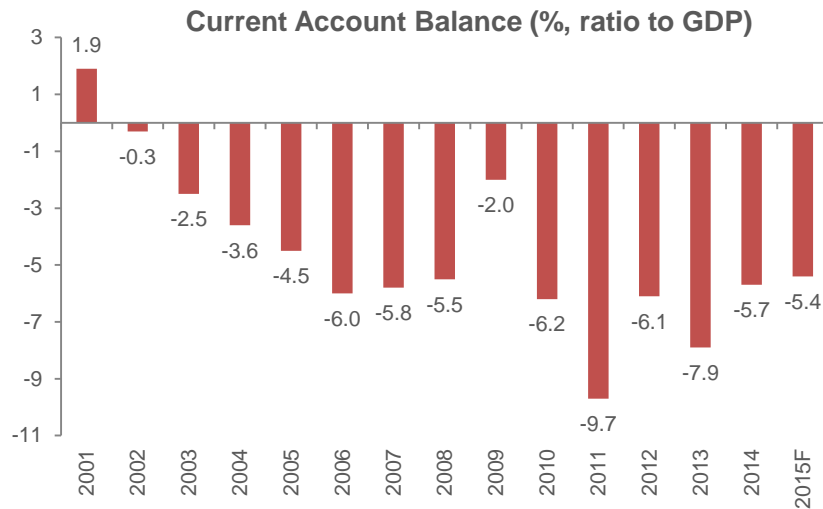
Household and business confidence hit multi-year lows in 1Q15 on the back of increase in unemployment, financial market volatility and weak exports



* Seasonally adjusted

Exports contracted in 1Q15 despite surging gold exports. As the imports fell even faster, foreign trade and current account deficits declined

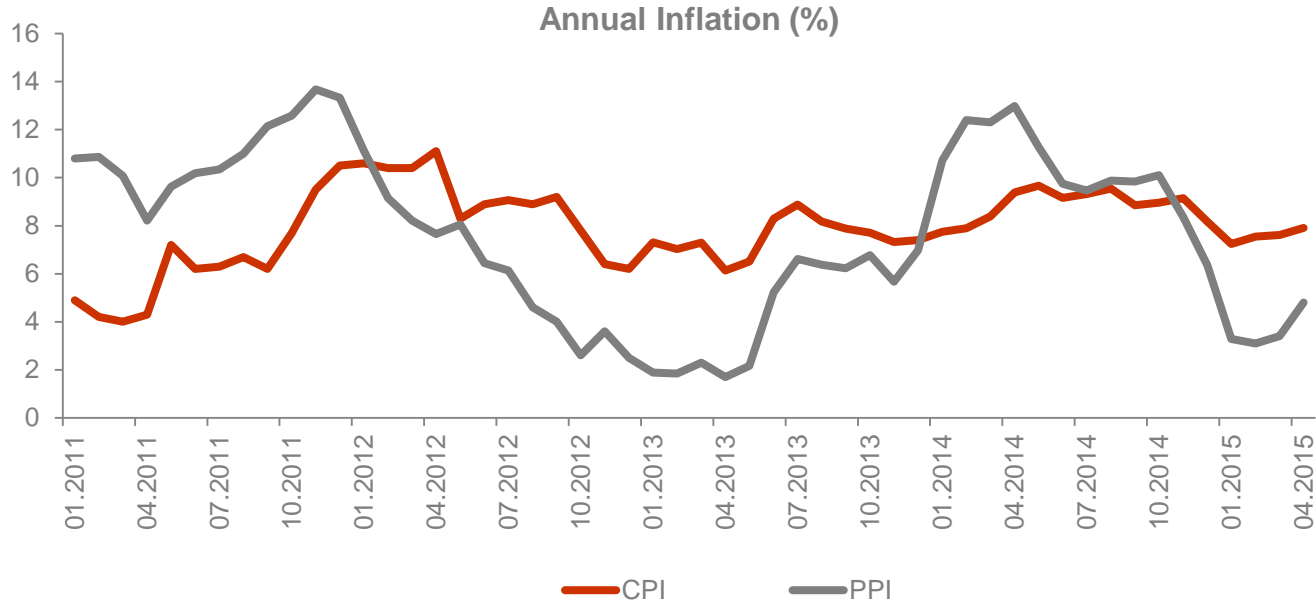
	March 2015		Last 12 Months	
	\$ Billion	Annual Chg.	\$ Billion	Annual Chg.
Exports	12.6	-14.4%	154.6	-0.2%
Imports	18.7	-6.1%	237.0	-5.3%
Trade Balance	-6.2	17.2%	-82.4	-13.6%



	2015 February	2014 February	2015 Feb Annual	2014 Feb Annual
C/A Balance	-3.196	-3.342	-42.822	-62.159
Capital Flows(net)	2.185	-2.147	-49.375	-53.822
FDI (net)	713	1.247	5.621	9.728
Portfolio Inv. (net)	-168	-1.512	22.829	18.325
Other Investment (net)	-2.730	2.412	20.925	25.769
Net Errors & Omission	4.282	2.811	127	10.011
Change in Official Reserves	-1.099	1.616	6.634	1.571



Surging food prices and weakness in TL exert pressure on inflation



%	Oct	Nov	Dec	Jan 15	Feb	Mar	Apr
CPI (Annual)	9.0	9.2	8.2	7.2	7.6	7.6	7.9
CPI (Monthly)	1.90	0.18	-0.44	1.10	0.71	1.19	1.63
Core Inflation (Annual)	9.0	9.0	8.7	8.6	7.7	7.1	7.0
PPI (Annual)	10.1	8.4	6.4	3.3	3.1	3.4	4.8



1Q15 Koç Group



Koç Holding Credit Ratings

	Ratings	Outlook
S&P *	BBB-	Stable
Moody's **	Baa3	Positive

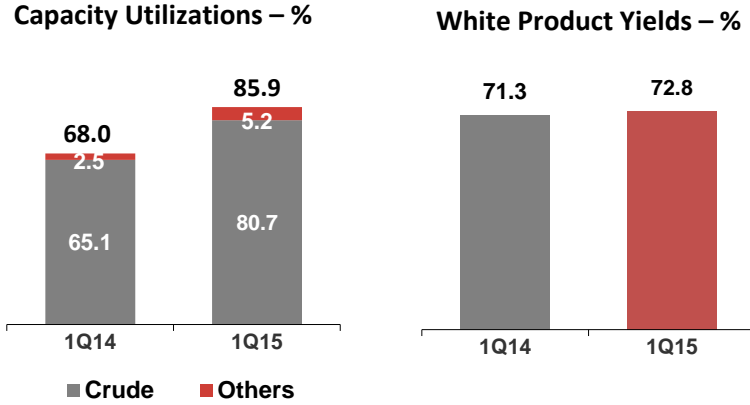
*As of April 2015

** As of April 2014



Energy – Koç Group Companies

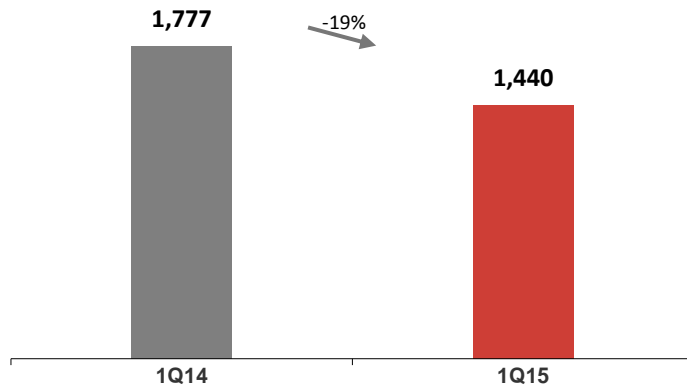
Tüpraş Capacity Utilizations & White Product Yields



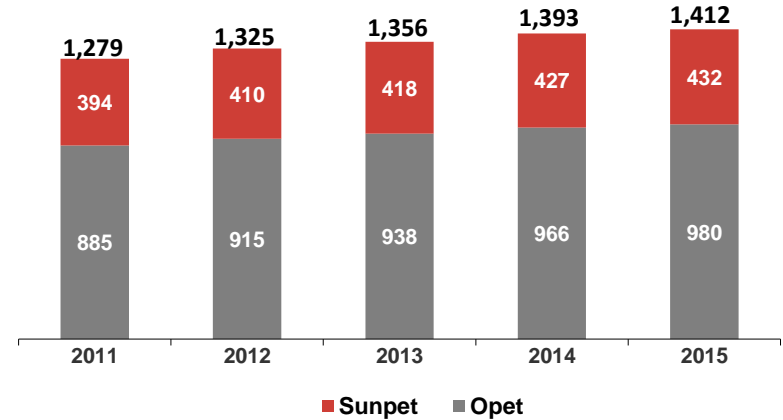
Tüpraş & Med Complex Margins – US\$/Barrel

	Tüpraş Clean Net Margin	Inventory Effect	Tüpraş Net Margin	Med Complex Margin
1Q14	2.07	0.34	2.41	0.44
1Q15	5.48	-0.79	4.69	5.98

Aygaz Net Sales – TLmn

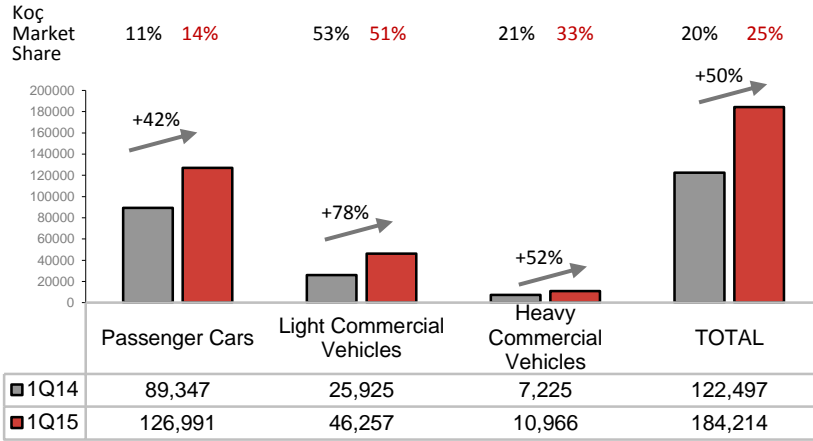


Opet Station Numbers



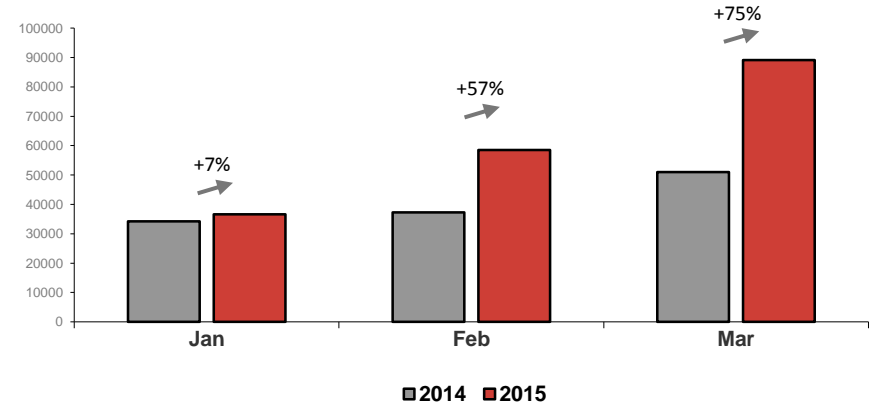
Automotive – Ford Otosan & Tofaş vs Sector

Sales Units, Domestic Market *



* Source: AMA

Sales Development, Domestic Market * – Units, Monthly



Koç Group Share – January-March 2015

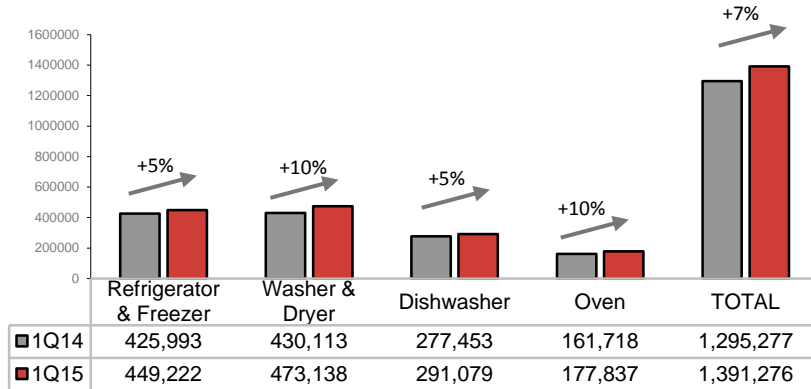
	Ford Otosan		Tofaş	
	Market Share	Rank	Market Share	Rank
Total Automotive*	12.9%	2	11.3%	3
PC	6.3%	6	7.4%	4
LCV	27.1%	2	39.6%	1
MCV	32.8%	1	8.0%	4
Heavy Truck	24.0%	2	---	-

* Including Heavy Commercial Vehicles



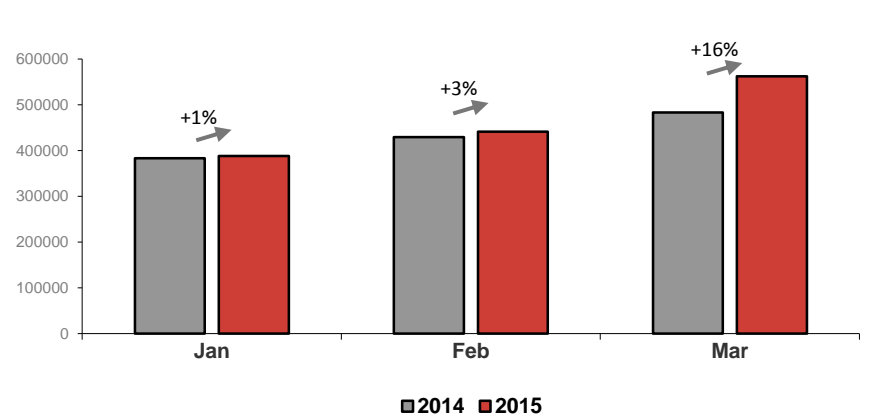
Consumer Durables – Arçelik vs Sector

Sales Units, Domestic Market *

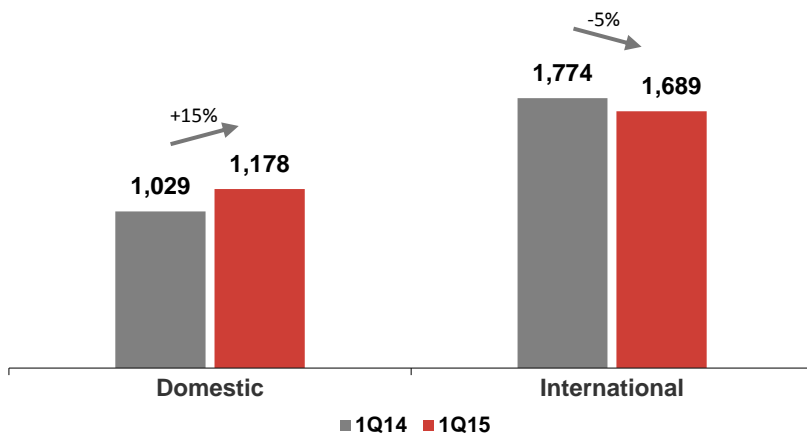


* Source: WGMA

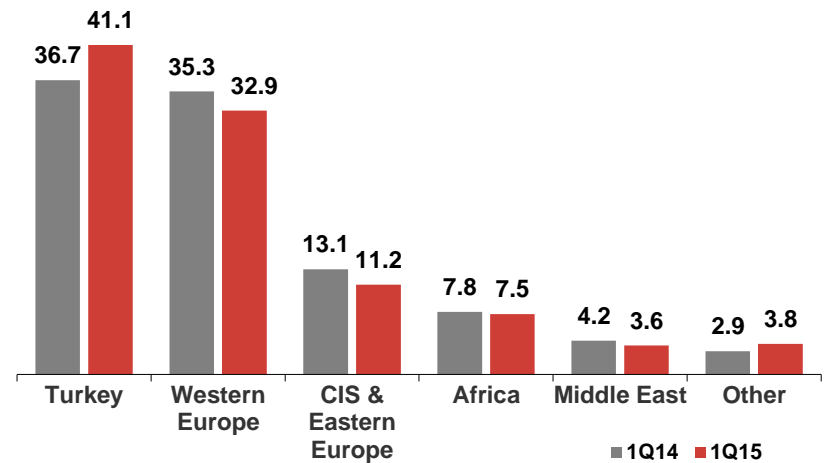
Sales Development, Domestic Market * – Units, Monthly



Arçelik Revenues – TL million



Arçelik Regional Breakdown of Revenue – %



Finance – Yapı Kredi Bank

Strategic Guidelines

Growth

- Above sector growth with loan book remix
- Ongoing investments
- Focus on Digital



- Ranking increase in both loans and customer deposits from 4th to 3rd
- Effective loan book remix ongoing (cards share down 1pp ytd to 13%)
- Visible development in digital with internet/mobile banking market share increasing rapidly and growth investments at a milder pace

Fundamentals

- CAR above 14%
- LDR in comfortable band
- Better than sector asset quality evolution



YKB	Peers
14.3%	14.1%
108%	109%
-10bps	+4bps

- CAR stable at ~15% excluding currency impact
- LDR within comfortable band, aligned with peers
- NPL+restructured loan ratio evolution better than peers

Profitability

- Accelerating revenue generation
- Disciplined ordinary cost management
- Improving profitability



- Accelerating top-line growth supported by productivity gains. 24% y/y revenue growth vs 18% sector
- Ongoing discipline in ordinary cost management. Cost growth incorporating significant investments; to moderate in upcoming quarters
- Net income +17% y/y, above sector

Note: Asset quality indicates NPL+restructured loan ratio evolution between 1Q15 and YE14



1Q15 Financial Results



Group's Overall Financial Performance

TL million	Energy	Automotive	Consumer Durables	Finance	Other	1Q15 Total	Change Over 1Q14 Total
Combined Revenues *	11,988	7,544	2,960	4,697	2,163	29,353	-1%
Combined Gross Profit	783	911	882	1,997	335	4,909	13%
Combined Operating Profit **	368	484	177	608	-55	1,583	8%
Combined Profit Before Tax	-123	421	112	619	-15	1,014	-18%
Combined Net Income	191	483	130	496	-17	1,282	-13%
Consolidated Net Income ***	71	189	53	166	-19	459	-18%

* Before intra-group revenue eliminations

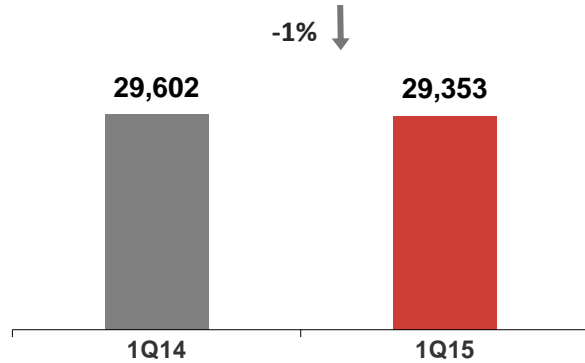
** Excluding FX gains/losses and credit finance income/charges on trade receivables and payables (Combined operating profit reported in 1Q15 financial report is TL 1,364 mn)

*** Koç Holding's consolidated net income after the share of JV partners and non-controlling interests

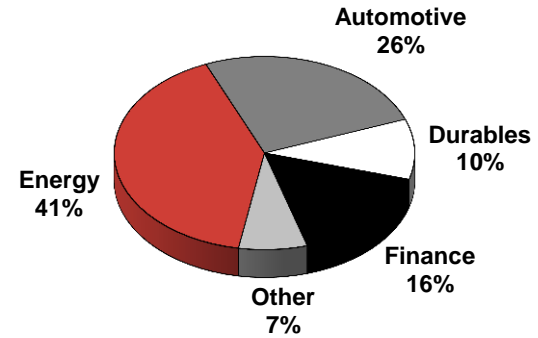


Combined Revenues

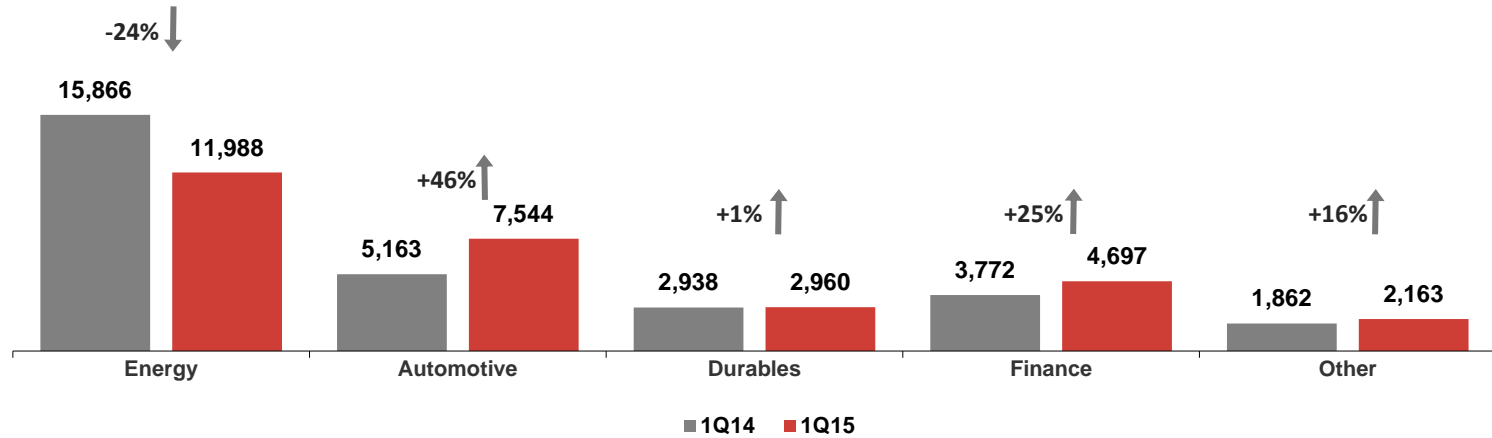
Combined Revenues – TLmn



Segmental Combined Revenues Breakdown – %

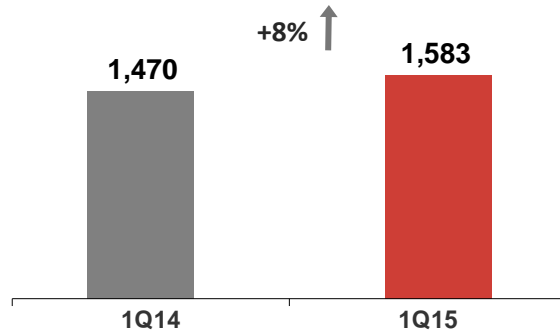


Segment Contribution to Combined Revenues – TLmn

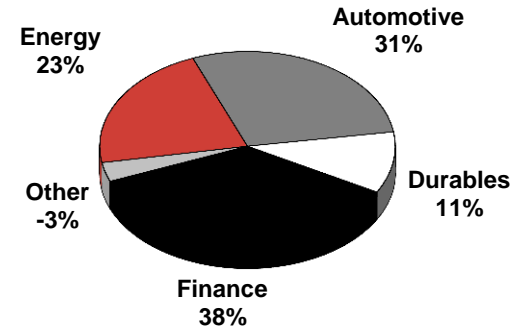


Combined Operating Profit *

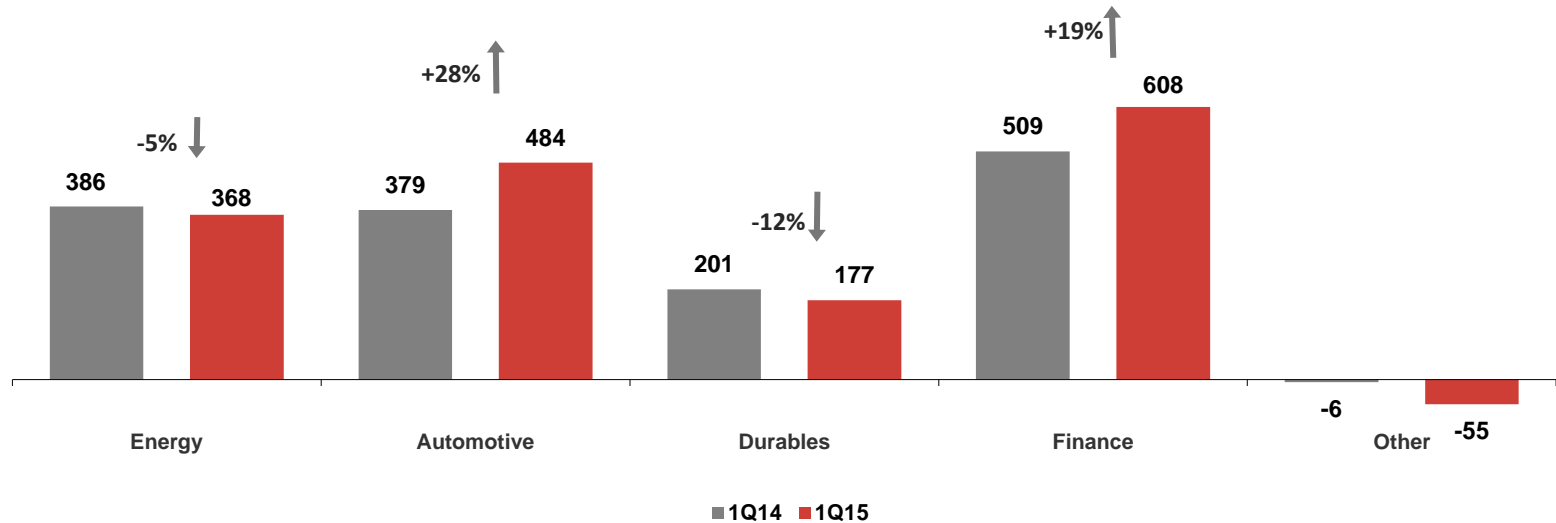
Combined Operating Profit – TLmn



Segmental Combined Operating Profit Breakdown – %



Segment Contribution to Combined Operating Profit – TLmn



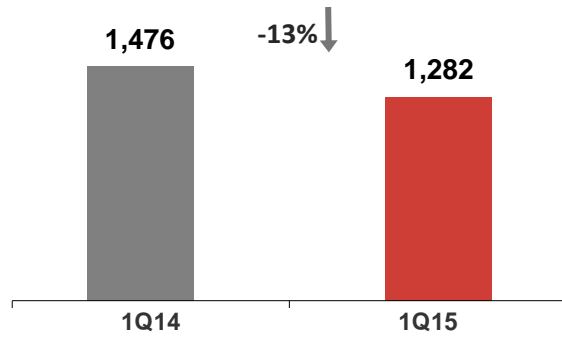
■ 1Q14 ■ 1Q15

* Excluding FX gains/losses and credit finance income/charges on trade receivables and payables

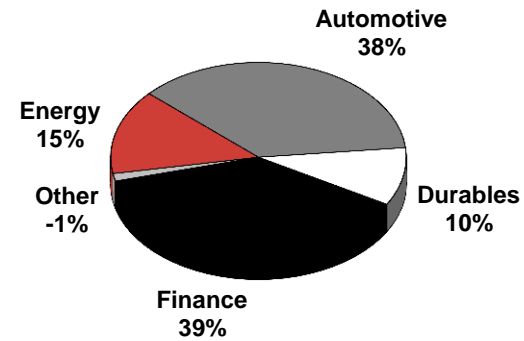


Combined Net Income

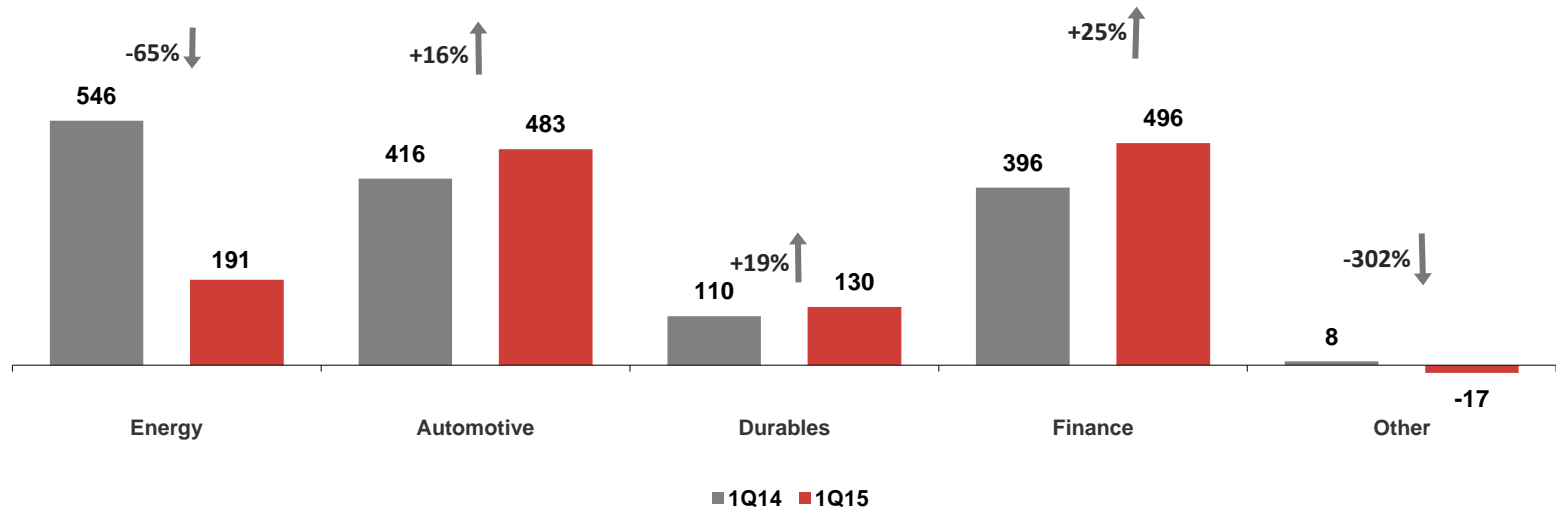
Combined Net Income – TLmn



Segmental Combined Net Income Breakdown – %

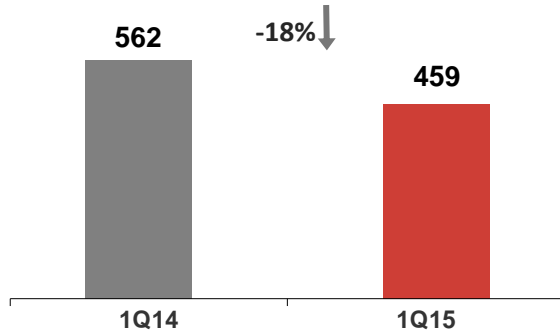


Segment Contribution to Combined Net Income – TLmn

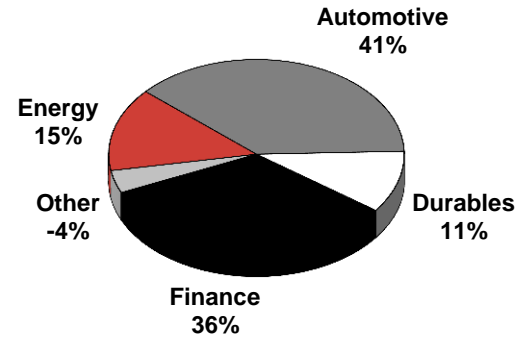


Consolidated Net Income

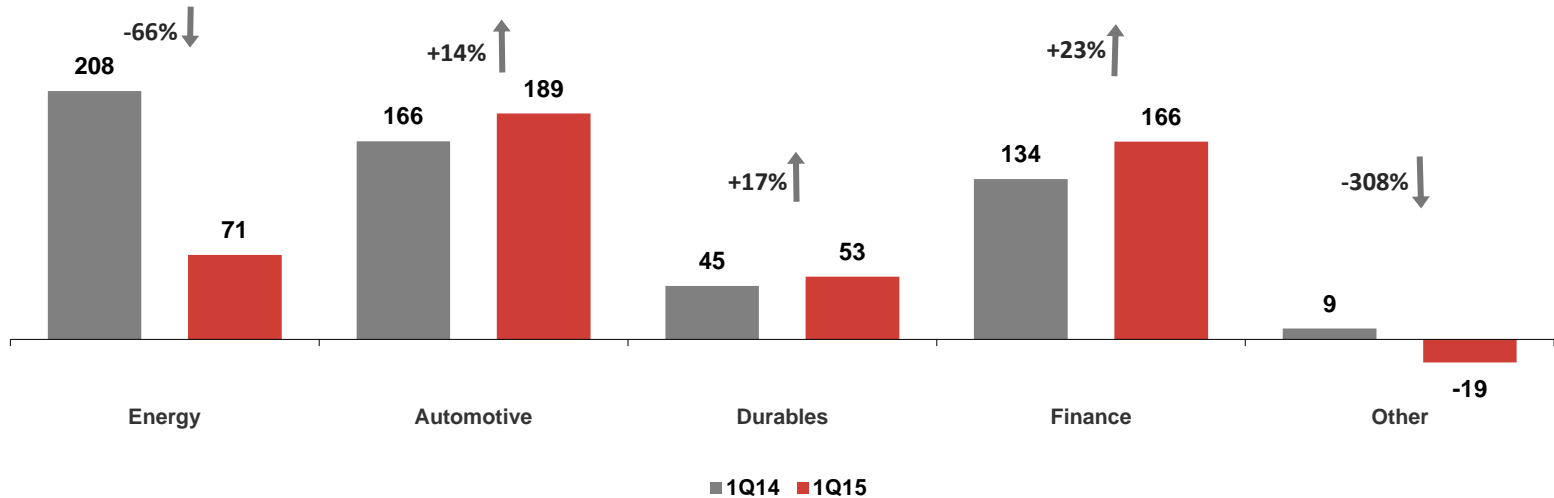
Consolidated Net Income – TLmn



Segmental Consolidated Net Income Breakdown – %

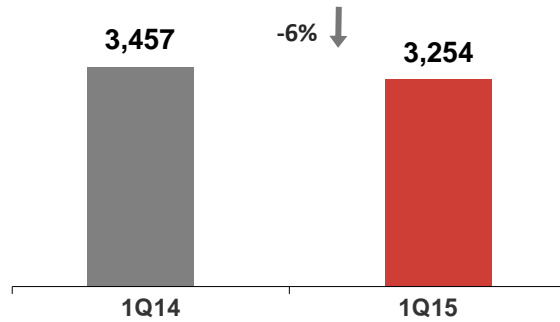


Segment Contribution to Consolidated Net Income – TLmn

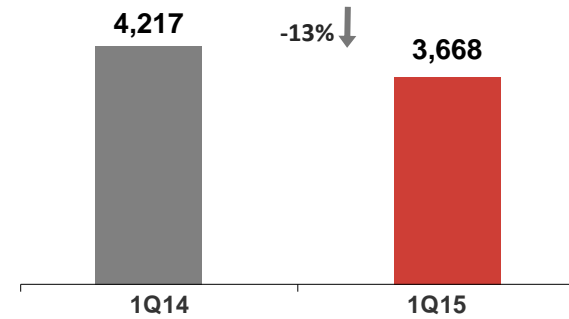


Combined Exports & International Sales

Combined Exports – US\$mn

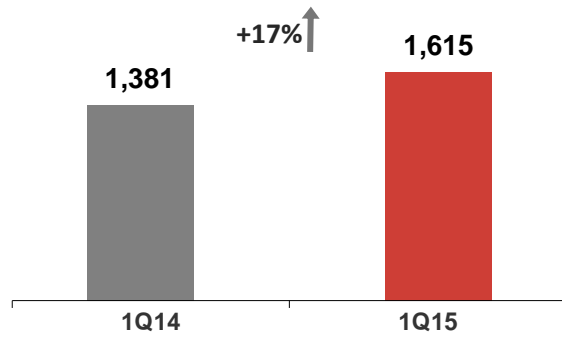


Combined International Sales – US\$mn

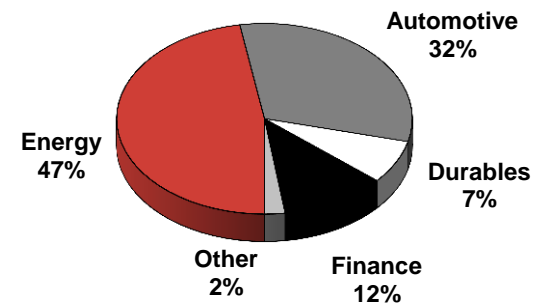


Combined Investments

Combined Investments – TLmn



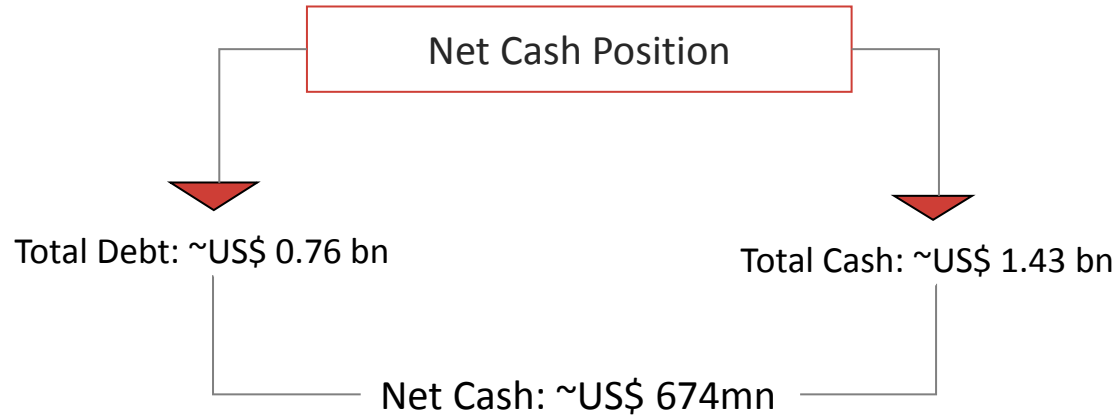
Segmental Investments Breakdown – %



Koç Holding Net Cash Position

Koç Holding Stand-Alone

31.03.2015



Consolidated Net Debt / Cash Excl. Finance

2014

~US\$ -3.3bn

1Q15

~US\$ -4.0bn



FX Position

Koç Holding Stand-Alone



Koç Holding Consolidated



* The natural hedging mechanisms due to FX linked pricing of Tüpraş inventory account for ~US\$1.0bn. Remaining US\$ 2 billion short FX position comes mainly from Tüpraş' RUP financing loans. Tüpraş applies "cash flow hedge accounting" for these investment loans under the related framework of IFRS.



Consolidated Main Financial Indicators

	€ Mn*	US\$ Mn*	TL Mn	TL Mn	Change	Change
	31.Mar.2015	31.Mar.2015	31.Mar.2015	31.Mar.2014	%, TL	%, US\$
Revenues	4,966	5,598	13,759	15,683	▼ -12	▼ -21
Gross Profit	692	780	1,916	1,792	▲ 7	▼ -4
Operating Profit	242	273	671	908	▼ -26	▼ -33
Profit Before Tax	140	157	387	715	▼ -46	▼ -51
Taxes (net)	115	130	319	235	▲ 36	▲ 22
Net Income Before Non-controlling Interest	255	287	706	951	▼ -26	▼ -33
Non-controlling Interest	89	100	247	388	▼ -36	▼ -43
Net Income After Non-controlling Interest	166	187	459	562	▼ -18	▼ -26
Total Assets	23,282	25,251	65,910	** 63,941	▲ 3	▼ -8
Total Equity	10,207	11,070	28,895	** 29,301	▼ -1	▼ -12
Shareholders' Equity	7,118	7,720	20,150	** 20,348	▼ -1	▼ -12

* 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 2015 (2.8309 TL=1 EUR and 2.6102 TL =1 USD); income statement items have been converted using the average exchange rate for the three month period ended 31 March 2015 (2.7705 TL=1 EUR and 2.4578 TL=1 USD).

** As of 31 December 2014



Q&A



Disclaimer

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.



Shareholder Structures as of March 2015

Koç Holding

Koç Family: 68.51%
Free Float: 22.35%
Vehbi Koç Foundation: 7.15%
Koç Pension Fund: 1.99%

Energy

Tüpraş

SPV share: 51.00%
Free float: 49.00%

KH share: 43.70% (*)

SPV

KH share : 77.00%
Aygaz: 20.00%
Opet: 3.00%

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%

TürkTraktör

KH share: 37.50%
CNH Osterreich GMBH : 37.50%
Free float: 24.95%
Other: 0.05%

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: 16.73%
Burla Group: 17.61%
Free float: 25.15%

Finance

Koç Financial Services

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

Yapı Kredi Bank

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

Other

Tat Gıda

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 :

investorrelations@koc.com.tr

► Funda Güngör Akpınar, Coordinator
Investor Relations
fundag@koc.com.tr
+90 216 531 0535

► Gizem Bodur, Manager
Investor Relations
gizemb@koc.com.tr
+90 216 531 0533

► Neslihan Aycıl, Manager
Investor Relations
neslihana@koc.com.tr
+90 216 531 0516

www.koc.com.tr

The screenshot shows the Koc Holding Investor Relations website. The main content area is titled 'Investor Relations' and features a grid of links to various resources. The 'Why Koc Holding?' section includes links to 'WEB-CAST', 'AGM KIT', 'MATERIAL DISCLOSURES', 'PRESENTATIONS AND BULLETINS', 'INVESTOR KIT', and 'ANNUAL REPORTS'. A stock price chart for KCHOL is displayed, showing a downward trend from 9.00 to 7.00. The sidebar contains sections for 'KEYWORDS', 'USEFUL TOOLS', and 'DISCLAIMER'.

