



INVESTOR BULLETIN

2017 Q2

08.08.2017



REPLACEMENT MARKET - 56% of BRISA'S REVENUE

Vehicle Sales *	Q2			H1		
	(K Units)	2017	2016	vs PY	2017	2016
Total	251	278	-10%	411	451	-9%
Passenger Car	190	211	-10%	306	338	-10%
Light Commercial Vehicle	55	60	-8%	95	100	-5%
Heavy Commercial Vehicle	6	7	-24%	9	12	-22%

Local market decreased by -9% with Special Consumption Tax rates and increase in FX rates in H1 2017

Market ** □	Q2			H1		
	(K Units)	2017	2016	vs PY	2017	2016
Total	3.949	3.724	6%	7.796	7.069	10%
Consumer	3.443	3.215	7%	6.768	6.124	11%
Commercial	506	509	-1%	1.029	945	9%

Brisa Sales ** □	Q2			H1		
	(K Units)	2017	2016	vs PY	2017	2016
Total	1.107	1.177	-6%	2.059	2.192	-6%
Consumer	942	996	-5%	1.732	1.874	-8%
Commercial	165	181	-9%	327	319	3%

In first half, sell-in demand has been preponed by +10% due to price increases in line with r/m price increase

Brisa Sell-out ***	Apr-May			May YTD		
	MS %	2017	2016	vs PY	2017	2016
Total	31,2%	28,9%	2%	29,9%	29,9%	0%

* Source : AMA & ADA Reports

** Sell-in to the dealer

*** Sell-out from dealer to the consumer (May ytd)

OE MARKET - 12% of BRISA'S REVENUE

Vehicle Production (K Units)	Q2			H1		
	2017	2016	vs PY	2017	2016	vs PY
Total	445	380	17%	869	725	20%
Passenger Car	301	233	29%	602	441	36%
LCV	136	138	-1%	253	270	-6%
HCV	8	8	-7%	15	14	5%

Brisa OE Tyre Sales (K Units)	Q2			H1		
	2017	2016	vs PY	2017	2016	vs PY
Total	377	391	-4%	719	770	-7%
Consumer	336	353	-5%	650	710	-8%
Commercial	41	38	7%	68	59	15%

Passenger Car Vehicle production continues to increase compared with the same period in the previous year

Export driven vehicle production increased a total of +20%

Brisa sales started to increase in commercial segment whereas consumer segment shows a decline compared to previous year

EXPORT MARKET - 32% of BRISA'S REVENUE

Export Sales (K Units)	Q2			H1		
	2017	2016	vs PY	2017	2016	vs PY
Total	1.254	1.223	3%	2.447	2.239	9%
EUROPE	856	720	19%	1.602	1.349	19%
MEA & OTH	289	439	-34%	643	787	-18%
CIS	110	64	71%	202	104	95%

EU market is on target except Italy

Market shrinkage in Iran and Egypt due to currency allocation limitations

TOTAL SALES AND REVENUES BREAKDOWN

Tonnage	Q2			H1		
	2017	2016	vs PY	2017	2016	vs PY
Total	40.472	41.967	-4%	78.175	76.884	2%
Replacement	20.322	21.912	-7%	39.764	40.252	-1%
OE	6.411	6.160	4%	11.626	11.607	0%
Export	13.740	13.895	-1%	26.784	25.025	7%

Revenue (M TL)	Q2			H1		
	2017	2016	vs PY	2017	2016	vs PY
Total	535	463	16%	1.008	865	17%
Replacement	302	277	9%	563	519	8%
OE	70	56	25%	124	107	15%
Export	163	130	25%	321	239	35%

INCOME STATEMENT

	Q2			H1		
(M TL)	2017	2016	vs PY	2017	2016	vs PY
Net Sales	535	463	16%	1.008	865	17%
Gross Profit	127	152	-17%	255	287	-11%
%	24%	33%		25%	33%	
EBITDA	56	74	-24%	125	138	-9%
%	10%	16%		12%	16%	
EBIT	42	66	-37%	100	122	-18%
%	8%	14%		10%	14%	
Net Profit	2	28	-93%	27	60	-56%
%	0,4%	6,1%		2,6%	6,9%	

Increase in both sales volume and prices resulted with an increase in net sales

Raw material prices has seen the peak point in Q2, started to decrease in Q3

Quarterly and half-year gross profit is below the same period of prior year due to increase in raw material prices

Thanks to disciplined control over OPEX, expenses in H1 2017 is below 7% than prior year and expenses in Q2 2017 is below 3% than prior year

Net profit level decreased due to increasing financing expenses, raw material prices and bad debt provision booked in the second quarter

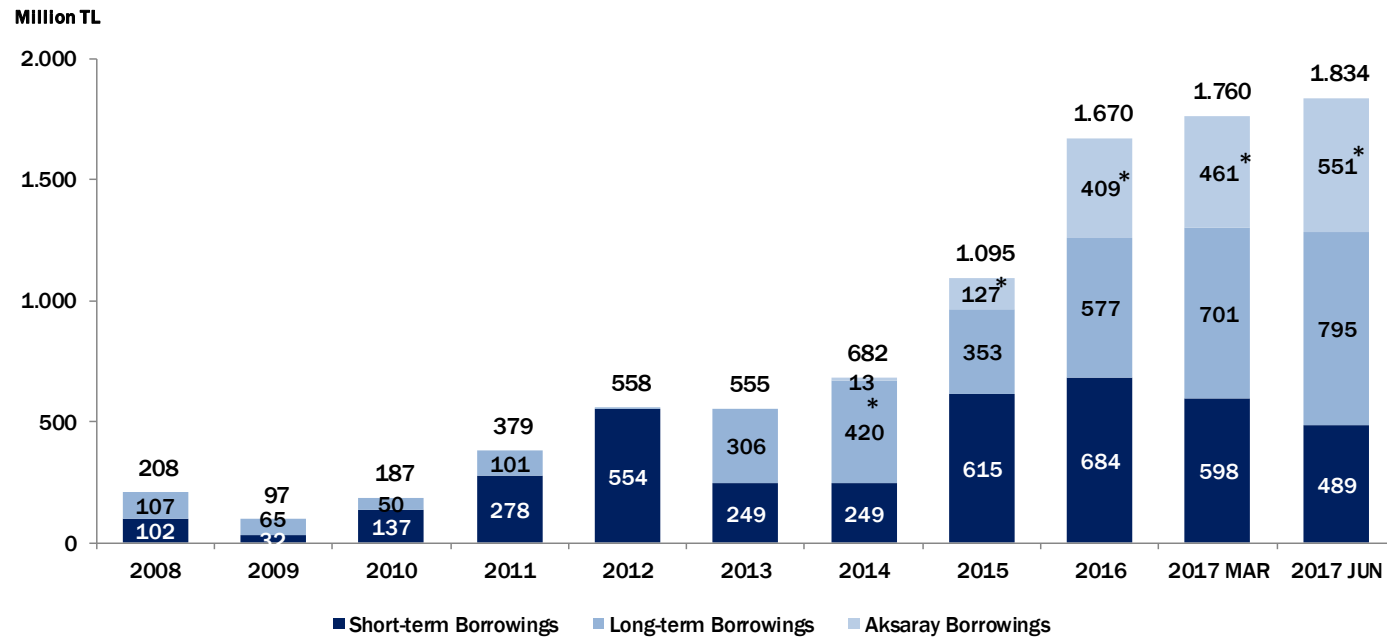
BALANCE SHEET

(M TL)	30.06.2017	31.12.2016		30.06.2017	31.12.2016
Current Assets	1.393	1.333	Current Liabilities	1.054	1.155
Cash	128	175	Short term bank borrowings	489	737
Trade Receivables	767	737	Short term trade payables	446	360
Inventory	441	364	Other	120	58
Other	56	57			
Long Term Assets	1.768	1.503	Long Term Liabilities	1.534	1.111
Tangible Assets	1.418	1.160	Long term bank borrowings	853	637
Other	350	343	Aksaray borrowings	551	409
			Other	130	65
			Equity	573	570
Total Assets	3.161	2.836	Total Liabilities	3.161	2.836

	30.06.2017	31.12.2016
Net Financial Debt (*) / Equity	2,97	2,62
Debt (*) / Equity	3,20	2,93
Net Financial Debt (*) / EBITDA	7,44	6,19
Net sales/TWC	2,50	2,38
TWC (M TL)	763	741

(*) Debt amounts exclude CCS swap transactions

FINANCIAL DEBT



* Aksaray plant investment

Debt amounts exclude CCS swap transactions

TOTAL BANK LOANS

30.06.2017

M TL	Amount	Effective Rate (%)
EUR	9	0,75%
USD	-	-
TL	1.798	12,32%
Total In TL	1.834	

CASH FLOW AND CAPEX

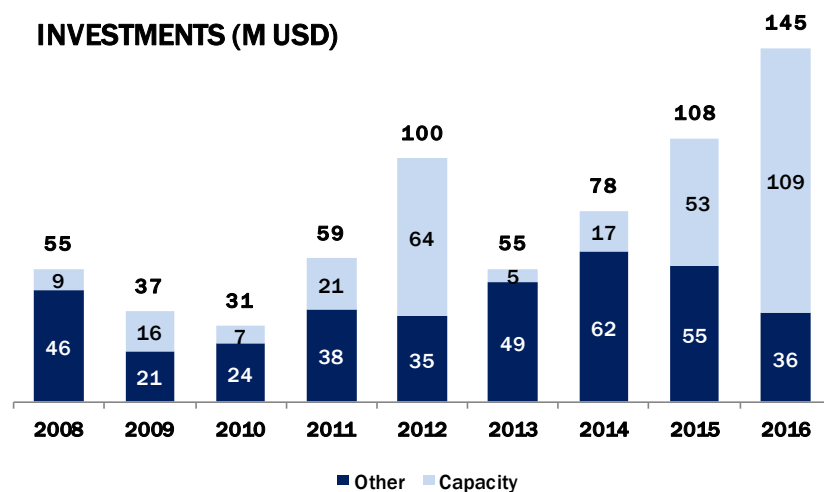
Cash Flow (M TL)	Q2		H1	
	2017	2016	2017	2016
EBITDA	56	74	125	138
Change in Working Capital	49	5	74	-8
Operational Cash Flow	105	79	199	130
Investment	-154	-117	-283	-184
Free Cash Flow	-50	-38	-84	-54
Dividend	0	0	0	-167
Credit undertaken/(Paid Back)	38	69	100	304
Financial Expenses	-36	-19	-90	-67
Tax/ Other	0	2	27	1
Beginning Balance	176	64	175	61
Ending Balance	128	78	128	78

Total 667 m USD investment in the last 9 years

300 m USD of this amount is only related with capacity increase

Other investment mainly consists of maintenance capex at the plant including efficiency improvement projects, environmental investment, IT investments and investment to sales points/dealers

INVESTMENTS (M USD)





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