



## INVESTOR BULLETIN

Q4 2018

20.02.2018

**BRIDGESTONE**

**SABANCI**

## EXPORT MARKET – 34% of BRISA REVENUE

Export volume increased in 2018

	Q4			FULL YEAR		
	2018	2017	%	2018	2017	%
<b>TOTAL</b>	<b>1.330</b>	<b>1.061</b>	● 125%	<b>5.424</b>	<b>4.732</b>	● 115%
EU	814	701	● 116%	3.402	3.190	● 107%
Non- EU	515	360	● 143%	2.022	1.543	● 131%







FULL YEAR	R1 (EU)	R2 (NON-EU)
MARKET	● 2%	● 11%
LASSA	● 10%	● 36%









Export figures consist of both Lassa and Bridgestone branded export

# REPLACEMENT MARKET- 53% of BRISA REVENUE

Tough market conditions, significant increase in Market Share

BRISA Sales (M UNIT)	Q4			FULL YEAR		
	2018	2017	%	2018	2017	%
Total	1,2	1,5	 78%	5,0	5,0	 100%
Consumer	1,1	1,3	 80%	4,3	4,3	 100%
Commercial	0,1	0,2	 64%	0,7	0,7	 103%

BRISA M/S %	Q4			FULL YEAR		
	2018	2017	%	2018	2017	%
Total	39%	31%	 7,5%	32%	29%	 3,9%
Consumer	39%	31%	 8,3%	32%	28%	 4,0%
Commercial	36%	34%	 1,5%	34%	31%	 2,5%

Brisa gained market share in all quarters

# AUTOMOTIVE MARKET – OE Market – 11% of BRISA REVENUE

K UNITS	VEHICLE PRODUCTION						VEHICLE SALES					
	Q4			FULL YEAR			Q4			FULL YEAR		
	2018	2017	%	2018	2017	%	2018	2017	%	2018	2017	%
TOTAL	385	477	81%	1.565	1.712	91%	164	344	48%	657	1.003	65%
PC	257	304	85%	1.026	1.143	90%	124	246	50%	486	723	67%
LCV	119	157	76%	486	517	94%	34	83	41%	135	233	58%
Midibus	1	3	34%	6	8	76%	1	1	65%	3	3	84%
Bus	2	2	115%	9	8	105%	0	1	75%	1	2	69%
Truck	4	7	65%	23	19	118%	3	9	34%	17	25	65%
Trailer	2	5	46%	15	16	96%	2	5	46%	15	16	96%

OE TIRE MARKETS	OE TIRE MARKETS					
	Q4			FULL YEAR		
	2018	2017	%	2018	2017	%
TOTAL	1.780	2.206	81%	7.277	7.925	92%
Consumer	1.700	2.071	82%	6.857	7.518	91%
Commercial	80	135	59%	420	407	103%

BRISA SALES (TONNAGE)	BRISA SALES (TONNAGE)					
	Q4			FULL YEAR		
	2018	2017	%	2018	2017	%
TOTAL	4.200	7.760	54%	23.226	25.337	92%

# INCOME STATEMENT Q4

## Exceptional growth in revenue and EBITDA

(M TL)	Q4			FULL YEAR		
	2018	2017	%	2018	2017	%
Net Sales	762	673	● 113%	2.999	2.294	● 131%
Gross Profit	192	190	● 101%	767	611	● 125%
%	25%	28%		26%	27%	
Total Expenses	(104)	(134)	● 78%	(428)	(391)	● 109%
EBITDA	125	84	● 149%	497	325	● 153%
%	16%	12%		17%	14%	
EBIT	150	66	● 229%	429	258	● 167%
%	20%	10%		14%	11%	
Net Profit	21	20	● 106%	96	95	● 101%
	3%	3%		3%	4%	

Significant growth in revenues and nominal gross profit, thanks to increase in export revenues.

Remarkable increase on EBITDA by 53% increase and operating profit by 67% as of Dec-18 (In Q4 49% increase on EBITDA and 129% increase on operating profit).

Net profit increased, although financing expenses and depreciation expenses related with Aksaray investment has started to be shown in profit/loss statement due to operational start of Aksaray plant at the beginning of 2018.

## BALANCE SHEET Q4

## Financial ratios and working capital continues to improve

<u>(M TL)</u>	<u>31.12.2018</u>	<u>31.12.2017</u>	
Trade Working Capital	565	638	Improvement in debt leverage of Brisa is continuing. <b>2.0</b> improvement in Net Debt/Ebitda as of December 2018
Short Term Financial Debt	275	232	
Long Term Financial Debt	1.610	1.651	
Net Financial Debt	1.601	1.686	
<u>Ratios</u>	<u>31.12.2018</u>	<u>31.12.2017</u>	
Net Debt / Ebitda	3,2	5,2	Improvement in working capital days of Brisa is continuing. <b>65 Days</b> improvement in working capital as of December 2018
Trade Working Capital Days	72	137	
<u>Cash Flow (M TL)</u>	<u>2018</u>	<u>2017</u>	
Operational Cash Flow	664	647	Better operating cash flow and lower capex resulted a decrease in net debt of Brisa.
Investment (-)	(228)	(636)	
Dividend (-)	-	-	
Change in Financial Debt	1	187	

As foreign currency denominated borrowings are hedged by Cross Currency Swap (CCS) transactions, the foreign currency losses are offset since these loans were fixed with CCS contracts obtained by the same financial institutions