

TÜRK PRYSMIAN KABLO VE SİSTEMLERİ A.Ş.

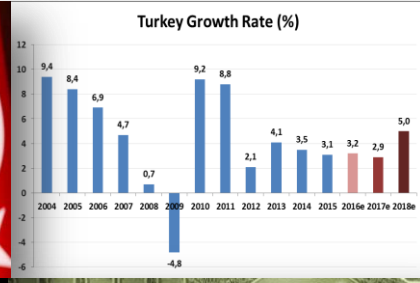
2016 Year-End Disclosure Meeting

Mudanya, 01.03.2017

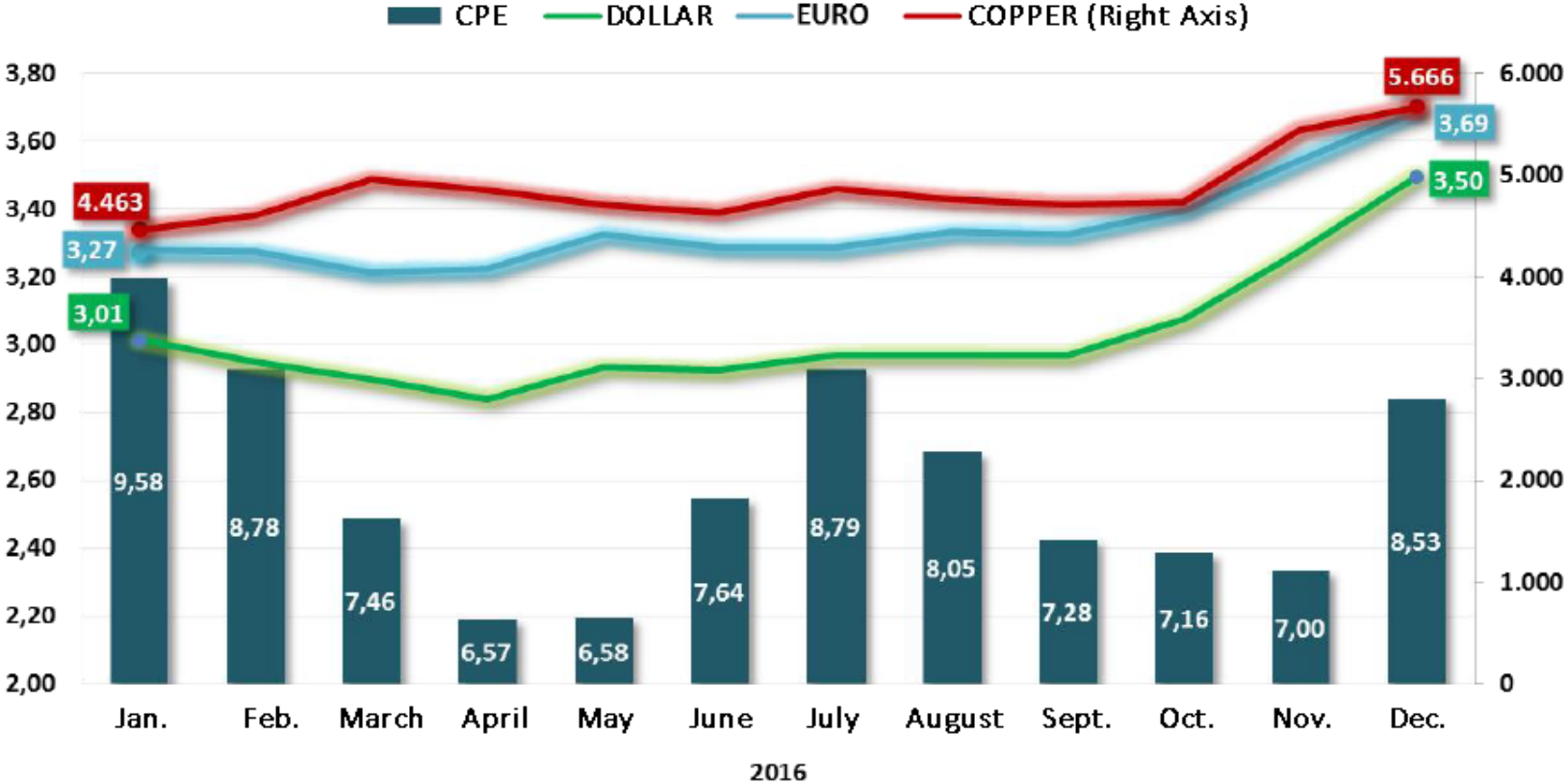


2016 Highlights

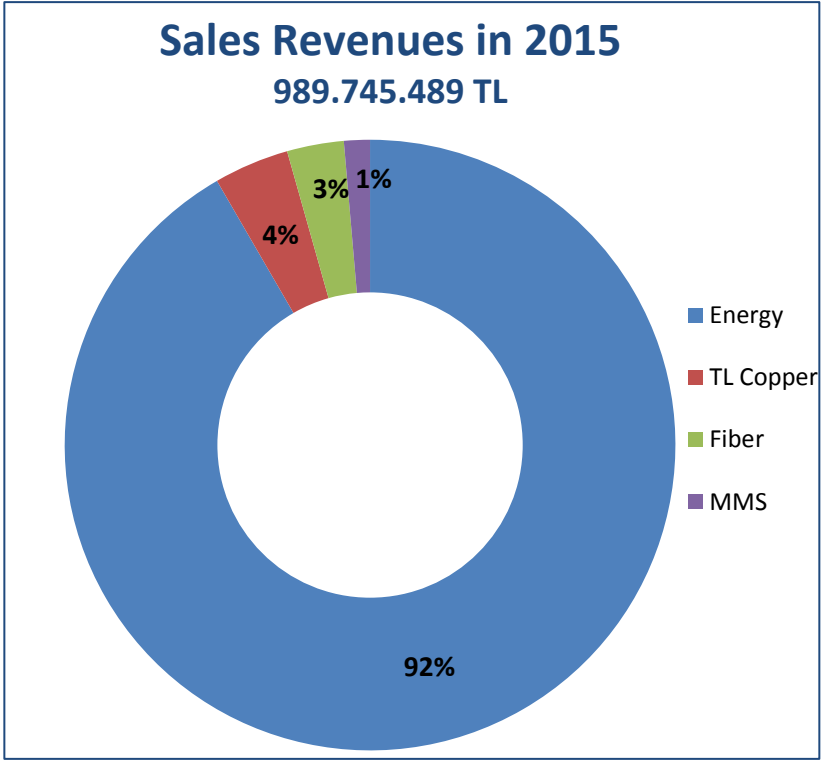
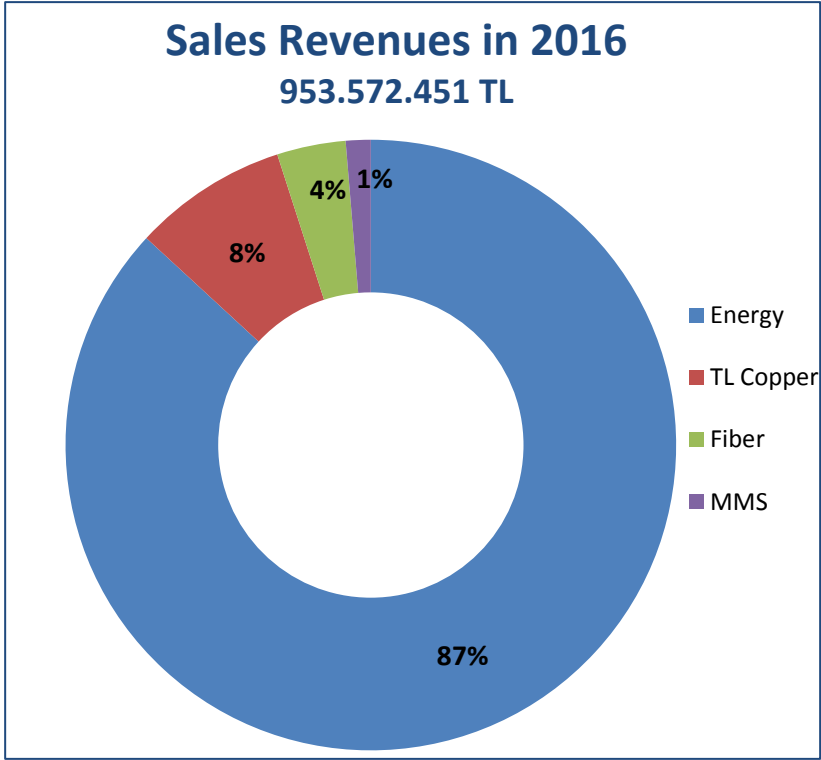
- Prime Minister Change
- Brexit – United Kingdom Leaves EU
- Trump – New President of the US
- Coup Attempt – Failed
- State of Emergency – Remains
- Markets risky, bankruptcies increase
- Foreign Currency Rise Over TL
- Increases in Copper (LME) prices
- Exports Fall (-2,4%)
- Terror Threat Remains
- Rivals Financially Troubled



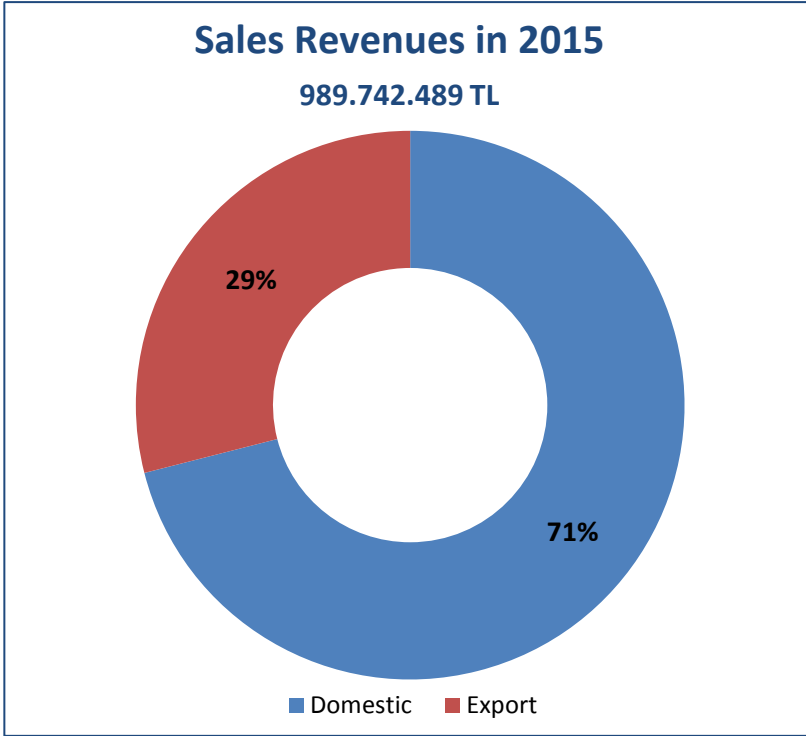
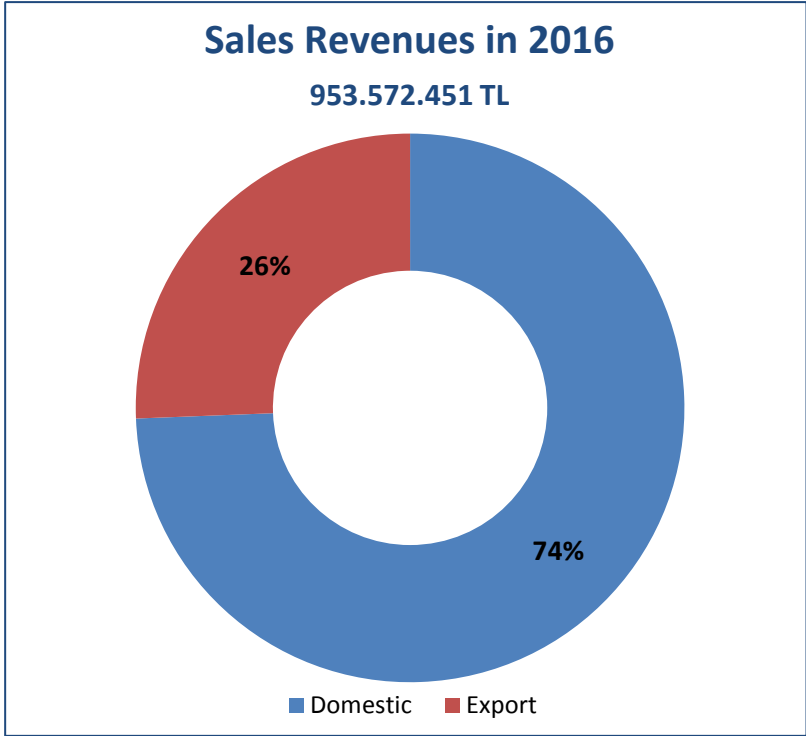
Macroeconomics



Sales Revenues by Sector



Sales Revenues by Distribution Channel



CPR – Construction Products Regulations

CPR Turkey 2016 Action Plan

- Bulletins
- Seminars (WIN, ETMD, TSE, ÇVŞB)
- Webinars
- Virtual Trade Fairs
- Certification (NHXMH)
- 200+ CPR tests
- Road Show (129 locations)
 - ✓ 21 cities
 - ✓ 26 vendors
 - ✓ 103 sub-vendors and other companies



Trade Fairs and Factory Tours...

Trade Fairs

- EBO (Ankara)
- EIF (Ankara)
- EURASIA (Istanbul)
- INTERSOLAR (Almanya)
- SOLAREX (Istanbul)
- SANAL FUAR - Voltimum
- TÜMKAF (Istanbul)

Factory Tours

- Ankara ETO
- ITU Electrical Engineering
- YTU Electrical Engineering
- Kıraç Electric
- Turkish Telekom
- Focabex
- Baku Telekom
- FGC Cameroon



R&D Center

- The first and only Ministry-approved R&D Center of the industry
- The only TÜRKAK-accredited private-sector laboratory in Turkey for fire-resistant product tests
- 6 R&D units on a total area of 5000 m²
- Specialized and professional staff
- Increasing our capacity and skills through our cooperations with Universities and Tübitak



Connecting Turkey's dreams with tomorrow!

Connecting Turkey to a cleaner future through solar power projects!

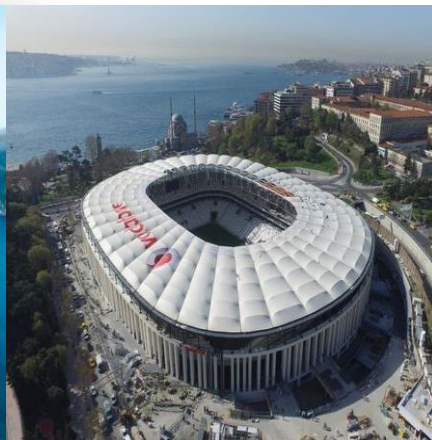
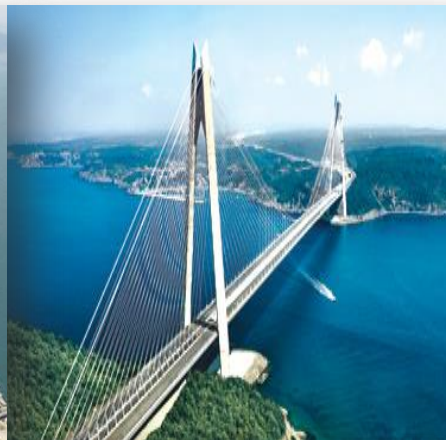
- Kayseri OIZ (51 MW)
- Konya (27 MW)
- Adana (16 MW)
- Aksaray (12 MW)
- Niğde (12 MW)
- Eskişehir (10 MW)
- Kırşehir (10 MW)



Connecting Turkey's dreams with tomorrow!

New projects are using Prysmian Group cables :

- Osmangazi Bridge
- Yavuz Sultan Selim Bridge
- Çanakkale II Submarine Project
- Eurasian Tunnel
- Vodafone Arena
- Şenol Güneş Stadium
- Istanbul's New Airport
- Ilgaz July 15 Freedom Tunnel



Connecting Turkey's dreams with tomorrow!

Çanakkale II Submarine Cable Project Completed!

- **Power & Voltage** 2000MW, 380KV AC
- **Route Length;**
 - Sea 4,00km
 - Land 0,75km
- **Cable Length (2nd phase)**
 - Sea 27,8km,
 - Land 5,35km
- **Max. depth** 80m
- **HV AC Cable Cross Section**
 - Submarine Cable 1600mm²
 - Land Cable 2000mm²
- **Cable Type** XLPE, Cu
- **Contractual Price** 66,7m€
- **Final Acceptance** 2017



Çanakkale II Submarine Cable Project Completed!

- **Power & Voltage** 2000MW, 380KV AC
- **Route length;**
 - Sea 4,35km
 - Land 0,25km
- **Cable Length (2nd phase)**
 - Sea 24,6km
 - Land 1,5km
- **Max. depth** 90m
- **HV AC Cable Cross Section**
 - **Submarine Cable** 1600mm²
 - **Land Cable** 2000mm²
- **Cable Type** XLPE, Cu
- **Contractual Price** 63,6m€
- **Invoiced** 58,4m€
- **Completion** Haziran 2017



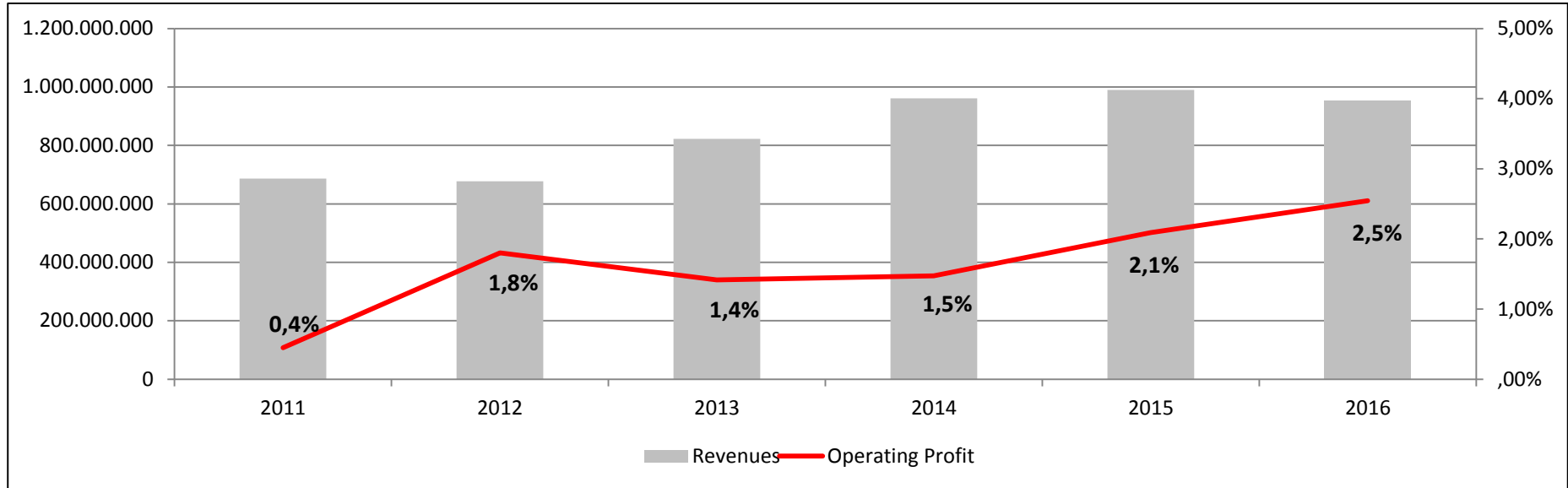
2016 Overview

| | January 1- March 31 2016 | April 1- June 30 2016 | July 1- September 30 2016 | October 1 - December 31 2016 |
|---|--------------------------------|-----------------------------|---------------------------------|------------------------------------|
| Revenues | 235,453,521 | 270,944,688 | 177,437,130 | 269,737,112 |
| Cost of Sales (-) | (202,844,217) | (241,284,170) | (152,214,999) | (236,066,595) |
| GROSS PROFITS | 32,609,304 | 29,660,518 | 25,222,131 | 33,670,517 |
| General Management Expenses (-) | (8,320,743) | (8,758,792) | (8,271,021) | (8,449,463) |
| Marketing Expenses (-) | (14,103,543) | (8,036,063) | (15,608,758) | (11,892,232) |
| Res.&Dev. Expenses (-) | (579,228) | (589,695) | (518,934) | (554,640) |
| Net Other Income/Expenses on Operations | (1,824,587) | (1,448,552) | (4,554,405) | (3,397,370) |
| Real Operating Profits | 7,781,203 | 10,827,416 | (3,730,987) | 9,376,812 |
| Revenues from Investment Operations | - | - | - | 403,060 |
| Financing Revenues/Expenses | 232,803 | 50,973 | 204,860 | 265,523 |
| Profit Before Tax | 8,014,006 | 10,878,389 | (3,526,127) | 10,045,395 |
| Tax Expenses | (1,462,051) | (2,100,892) | (87,936) | (1,524,834) |
| Period's Profit | 6,551,955 | 8,777,497 | (3,614,063) | 8,520,561 |

2016 Overview

| | January 1- December 31 2016 | January 1- December 31 2015 | October 1- December 31 2016 | October 1- December 31 2015 |
|---|-----------------------------------|-----------------------------------|-----------------------------------|-----------------------------------|
| Revenues | 953,572,451 | 989,742,489 | 269,737,112 | 267,710,712 |
| Cost of Sales (-) | (832,409,981) | (868,110,328) | (236,066,595) | (225,009,117) |
| GROSS PROFITS | 121,162,470 | 121,632,161 | 33,670,517 | 42,701,595 |
| General Management Expenses (-) | (33,800,019) | (33,586,919) | (8,449,463) | (9,127,146) |
| Marketing Expenses (-) | (49,640,596) | (47,542,000) | (11,892,232) | (9,839,629) |
| Res.&Dev. Expenses (-) | (2,242,497) | (1,967,910) | (554,640) | (536,217) |
| Net Other Income/Expenses on Operations | (11,224,914) | (17,858,614) | (3,397,370) | (19,420,691) |
| Real Operating Profits | 24,254,445 | 20,676,718 | 9,376,812 | 3,777,912 |
| Revenues from Investment Operations | 403,060 | 286,855 | 403,060 | 155,172 |
| Financing Revenues/Expenses | 754,159 | (928,467) | 265,523 | (65,563) |
| Profit Before Tax | 25,411,663 | 20,035,106 | 10,045,395 | 3,867,521 |
| Tax Expenses | (5,175,713) | (6,202,094) | (1,524,834) | (761,968) |
| Period's Profit | 20,235,950 | 13,833,012 | 8,520,561 | 3,105,553 |

Sales Revenues & Operating Profit (2011-2016)

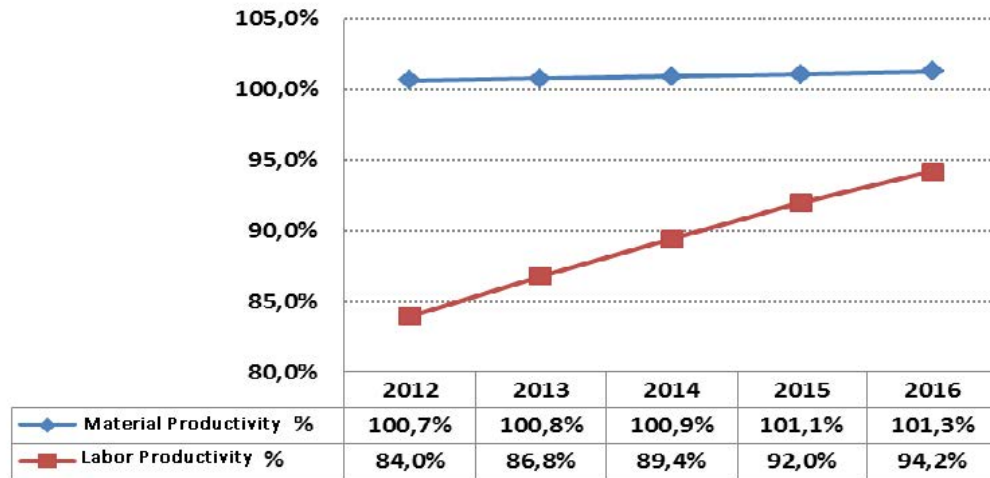


Key Financial Indicators

| | 2011 | 2012 | 2013 | 2014 | 2015 | 2016 |
|-------------------------------|-------------|-------------|-------------|-------------|-------------|-------------|
| Revenues | 686.690.260 | 677.424.555 | 822.448.217 | 961.448.858 | 989.742.489 | 953.572.451 |
| Gross Profit | 71.325.578 | 85.270.709 | 88.161.448 | 107.402.560 | 121.632.161 | 121.162.470 |
| Real Operating Profit | 3.073.577 | 12.201.465 | 11.636.920 | 14.169.248 | 20.676.718 | 24.254.444 |
| Profit Before Tax | 3.073.577 | 12.201.465 | 11.636.920 | 14.321.874 | 20.035.106 | 25.411.663 |
| Period's Profit/(Loss) | 3.530.373 | 7.703.583 | 9.145.892 | 11.810.474 | 13.833.012 | 20.235.950 |

| Margins | 2011 | 2012 | 2013 | 2014 | 2015 | 2016 |
|--------------------------------|-------|-------|-------|-------|-------|-------|
| Gross Profit % | 10,4% | 12,6% | 10,7% | 11,2% | 12,3% | 12,7% |
| Real Operating Profit % | 0,4% | 1,8% | 1,4% | 1,5% | 2,1% | 2,5% |
| Profit Before Tax % | 0,4% | 1,8% | 1,4% | 1,5% | 2,0% | 2,7% |
| Period's Profit % | 0,5% | 1,1% | 1,1% | 1,2% | 1,4% | 2,1% |

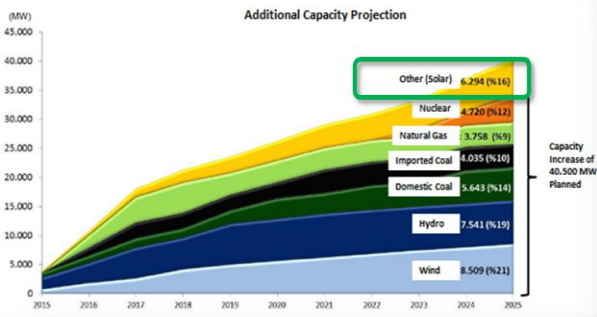
2017 Productivity Year



Value Added Projects (Nuclear, Solar, Rolling Stock)



**Akkuyu Nuclear Plant,
Sinop Nuclear Plant.**
Kirkklareli-İğneada (project)



Installed Solar Power (MW)

2012 : 0
2014 : 60
2016 : 660
2017 : 1.460



43 percent of our budget will be spent on transportation investments in 2017...

Kadir Topbaş (Mayor of Istanbul)

Thank you

