



www.katmerciler.com.tr

KATMERCİLER A.Ş. PRESENTATION for INVESTORS

31.12. 2010

TABLE of CONTENTS

- Definition and Details of Stocks 1
- Results for Year 2010 2
- Sales Performance 3-5
- Financial Performance 6-8
- Circulating Capital 9
- Investments 10



DEFINITION and DETAILS of STOCKS



Stock Market : İMKB II. National Market

İMKB Symbol :KATMR

Reuters Code : KATMR.IS

Bloomberg Code : KATMR.TI

ISIN Code : TREKTMR00015

Ratio of Publicly-held Shares (%) : 24

Date of Public Offering : November 3-4-5, 2010

1 İMKB Transaction Date : Thursday, November 11, 2010



RESULTS for YEAR 2010

- Leader in the on-board equipment sector in Turkey, Katmerciler increased net profit by 63 % in 2010.
- As of 12/31/2010, the total assets of the Company increased by 42 % compared to the previous year and reached to 59.549.723TL.
- As of 12/31/2010 equities of the Company reached to 26.473.844 TL, which is an increase of 137 % compared to previous year.
- Katmerciler completed manufacture of 1.225 units of Equipment in 2010.
- Katmerciler made an export to 17 different countries in 2010, reaching to 16.900.803 USD.



RESULTS for YEAR 2010

SALES PERFORMANCE

Endorsement and Gross Profit

(TL)	2010	2009
Consolidated Endorsement	61.659.456	66.472.134
Gross Profitability (%)	30 %	30 %
Garbage Equipment and Trucks	12.621.129	5.461.367
Gross Profitability (%)	17 %	24 %
Firefighting Equipment and Trucks	19.366.606	33.015.330
Gross Profitability (%)	37 %	34 %
Other Sales	29.671.721	27.995.437
Gross Profitability (%)	31 %	27 %



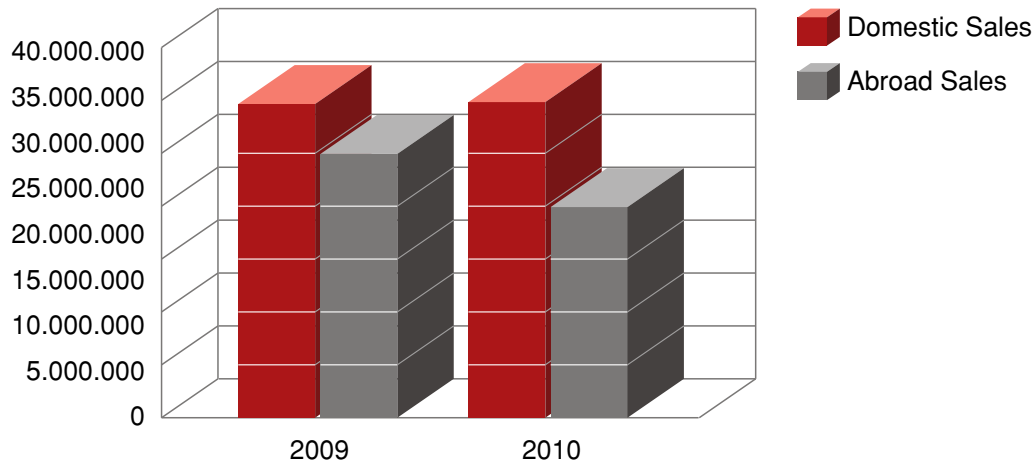
RESULTS for YEAR 2010

SALES PERFORMANCE

Distribution of Endorsement

(TL)	2010	2009
Domestic Sales	35.742.843	35.583.185
Abroad Sales	25.916.613	30.888.949
TOTAL	61.659.456	66.472.134

Sales (TL)



RESULTS for YEAR 2010 SALES PERFORMANCE

Total Sales Amount

Units	2010	2009
Domestic Sales	831	447
Abroad Sales	385	811
TOTAL	1216	1258



RESULTS for YEAR 2010

FINANCIAL PERFORMANCE

INCOME STATEMENT (TL)	2010	2009	Increase (%)
NET SATIŞLAR	61.659.456	66.472.134	- 7
Gross Profit	18.458.587	20.040.630	- 8
Gross Profit Margin (%)	30 %	30 %	
Business Income	10.405.183	7.136.821	46
Business Income Margin (%)	17 %	11 %	
Depreciation Interest and Pre-tax Income (FAVÖK)	10.760.840	7.332.117	47
Depreciation Interest and Pre-tax Income (FAVÖK) Margin	17 %	11 %	
Net Profit	7.926.977	4.869.637	63
Net Profit Margin (%)	13 %	7 %	



RESULTS for YEAR 2010

FINANCIAL PERFORMANCE

BALANCE SHEET (TL)	2010	2009		2010	2009
CURRENT ASSETS	38.947.047	27.869.389	SHORT TERM LIABILITIES	24.609.672	27.003.080
Cash	2.074.438	419.443	Short Term Financial Liabilities	7.182.429	7.843.977
Trade Receivables	15.643.023	18.702.190	Trade Liabilities	10.674.481	14.379.399
Inventories	11.416.680	5.979.627	Reserves for Loan Losses	376.878	0
Other	9.812.906	2.768.129	Other	6.375.884	4.779.704
FIXED ASSETS	20.602.676	14.171.450	LONG TERM LIABILITIES	8.466.208	3.852.047
Tangible Fixed Assets	11.914.946	6.674.574	Long Term Financial Liabilities	6.606.667	2.287.198
Other	8.687.730	7.496.876	Other	1.859.541	1.564.849
			EQUITIES	26.473.844	11.185.712
			Capital	12.500.000	3.500.000
			Profit	8.011.228	4.857.510
			Other	5.962.616	2.828.202
TOTAL ASSET	59.549.723	42.040.839	TOTAL LIABILITIES	59.549.723	42.040.839



RESULTS for YEAR 2010

FINANCIAL PERFORMANCE

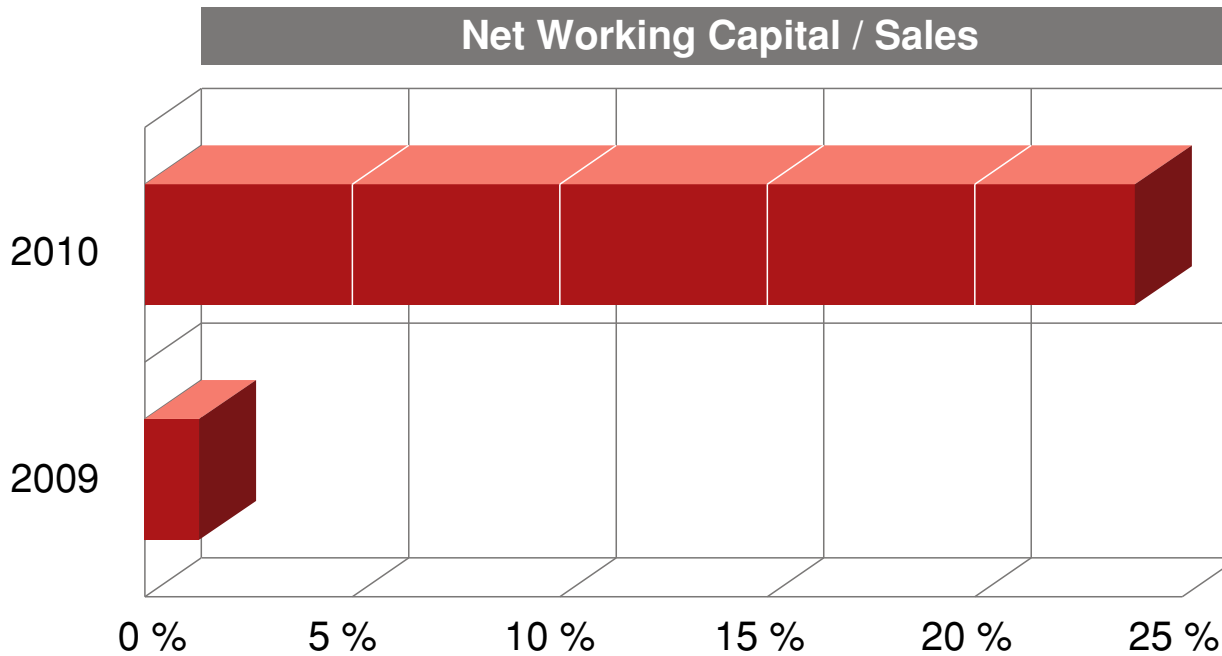
- As of 12/31/2010, the total assets of the Company increased by 42 % compared to the previous year and reached to 59.549.723TL.
- As of 12/31/2010 equities of the Company reached to 26.473.844 TL, which is an increase of 137 % compared to previous year.
- As of 12/31/2010 Current Ratio is 1.58, Liquidity Ratio is 1.12, and Net Working Capital is 14.337.375 TL.



RESULTS for YEAR 2010

WORKING CAPITAL

	2010	2009
Net Working Capital (TL)	14.337.375	866.309
Net Working Capital / Sales	23 %	1 %



RESULTS for YEAR 2010 INVESTMENTS

- Katmerciler purchased the adjacent parcel of 17.052 m² on March 15, 2010 for a cost of 4.600.000 TL.
- Katmerciler plans to make building and machinery investment of approximately 5.650.000 TL on this parcel in 2011.
- 30 % increase in capacity and an additional employment for 100 individuals is foreseen with the planned investment.
- Investment incentive certificate number 100766 amounting to 5.461.545 TL is awarded by the Undersecretariat of Treasury.

