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KATMERCİLER A.Ş. INVESTOR PRESENTATION
31.03.2012

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SHARE PERFORMANCE



1 Lot of our company shares traded in Istanbul Stock Exchange 2nd National Market were traded for minimum TRY 2.60 and maximum TRY 4,01 in the period between the dates of 01.01.2012 and 31.03.2012.

Developments on market value of our company shares in 01.03.2012 – 31.03.2012 period are graphed above.



3 MONTHS' RESULTS FOR 2012

- As leader of vehicle mounted equipment sector of Turkey Katmerciler has achieved TRY 2,945.971 net profit in 01.01.2012 – 31.03.2012 period
- As of 31.03.2012 total assets of the company has reached TRY 121.054.861, displaying and increase of 2,5% compared to 31.12.2011.
- As of 31.03.2012 equity capital of the company has reached TRY 33.441.804, displaying an increase of 12% compared to 31.12.2011 figure..
- Katmerciler has produced 237 pieces of equipment 01.01.2012 – 31.03.2012 period.
- Katmerciler has carried out USD 15.300.665 worth of export to 16 different countries 01.01.2012 – 31.03.2012 period.
- Katmerciler has obtained 87% of its revenue 01.01.2012 – 31.03.2012 period from international sales
- Katmerciler has invested TRY 389.661 in 01.01.2012 – 31.03.2012 period
- Katmerciler had 338 employees in 01.01.2012 – 31.03.2012 period. Compared to previous period 107 new positions were employed



ENDORSEMENT AND GROSS INCOME

Endorsement and Gross Income

(TL)	31 March 2012	31 March 2011
Consolidated Endorsement	32.084.246	13.043.175
Gross Profitability (%)	20 %	31%
Garbage Equipment and Truck	4.794.995	4.538.081
Gross Profitability (%)	29 %	12 %
Fire Department Equipment and Truck	5.093.624	2.068.472
Gross Profitability (%)	9 %	28 %
Other Sales	22.195.627	6.436.622
Gross Profitability (%)	25 %	45 %

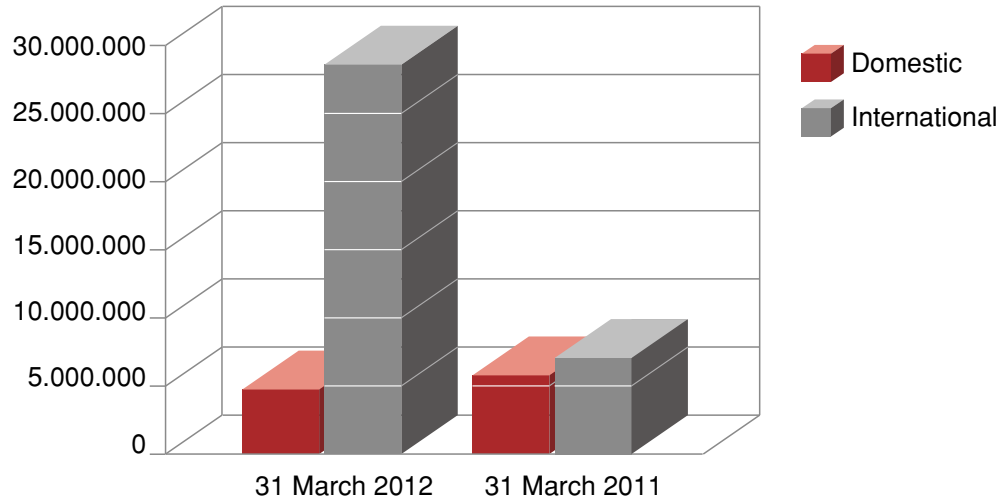


ENDORSEMENT DISTRIBUTION

Endorsement Distribution

	31 March 2012	%	31 March 2011	%
Domestic Sales (TL)	4.063.102	13	6.207.528	48
International Sales (TL)	28.021.144	87	6.835.647	52
International Sales (USD)	15.300.665		4.016.523	
TOTAL	32.084.246	100	13.043.175	100

Sales (TL)



TOTAL SALES QUANTITIES

Total Sales Quantities

PIECES	31 March 2012	31 March 2011
Domestic Sales	20	122
International Sales	231	86
	251	208



FINANCIAL PERFORMANCE

STATEMENT OF INCOME (TL)	31 March 2012	31 March 2011	Increase (%)
NET SALES	32.084.246	13.043.175	146
Gross Profit	6.534.259	4.039.977	62
Gross Profit Margin (%)	20 %	31 %	
Operating Profit	3.140.812	2.697.045	16
Operating Profit Margin (%)	10 %	21 %	
Favök	3.309.201	2.798.618	19
Favök Margin (%)	10 %	21 %	
Net Profit	2.945.971	2.005.450	47
Net Profit Margin	9 %	15 %	



FINANCIAL PERFORMANCE

BALANCE SHEET	31 March 2012	31 Dec 2011		31 March 2012	31 Dec 2011
LIQUID ASSETS	94.966.622	91.938.485	SHORT TERM DEBTS	73.751.111	75.537.711
Cash	2.216.828	5.360.843	Short Term Financial Debts	39.722.170	29.137.410
Trade Receivables	35.049.456	31.494.183	Commercial Debts	18.187.892	22.827.113
Inventories	40.235.321	43.762.638	Provisions	346.130	481.693
Other	17.465.017	11.320.821	Other	15.494.919	23.091.495
FIXED	26.088.239	26.173.500	LONG TERM DEBTS	13.861.946	12.682.603
Tangible Fixed Assets	18.566.515	18.234.585	Long Term Financial Debts	11.668.609	10.238.191
Other	7.521.724	7.938.915	Other	2.193.337	2.444.412
			SHAREHOLDER'S EQUITY	33.441.804	29.891.671
			Capital	25.000.000	25.000.000
			Profit	2.945.971	2.398.607
			Other	5.495.833	2.493.064
TOTAL ASSETS	121.054.861	118.111.985	TOTAL LIABILITIES	121.054.861	118.111.985

	31 March 2012	31 December 2011
Current Ratio	1,29	1,22
Liquidty Rate	0,74	0,64
Net Organization Capital	21.215.511	16.400.774



FINANCIAL PERFORMANCE

	31 March 2012	31 December 2011
Net Organization Capital	21.215.511	16.400.774
Net Organization Capital/Sales	66 %	19 %

