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**KATMERCİLER A.Ş. PRESENTATION for INVESTORS**  
**30.09.2011**

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# STOCK PERFORMANCE MARKET VALUE (TL)



One lot of our company stocks, which are traded in National Market II of Istanbul Stock Exchange Market, were traded at 2,97 TL which is the lowest and at 7.51 TL which is the highest figure in the period of 1/1/2011 - <9/30/2011

Development of market values of our company stocks in the period of 01.01.2011 - 30.09.2011 is shown in the chart above.



# RESULTS for FIRST 3 QUARTERS of 2011

- Leader in the on-board equipment sector in Turkey, Katmerciler realized a net profit of 2.565.852 TL in the period of 01.01.2011- 30.09.2011.
- As of 9/30/2011, the total assets of the Company increased by 86% compared to 12/31/2010 and reached to 110.914.878 TL.
- As of 9/30/2011 equities of the Company reached to 29.901.698 TL, which is an increase of 13 % compared to 12/31/2010.
- Katmerciler completed manufacture of 643 units of Equipment in the period of 1/1/2011 - 9/30/2011.
- Katmerciler made an export to 21 different countries reaching to 20.314.812 USD in the period of 1/1/2011 - 9/30/2011.
- Katmerciler obtained 64% of sales revenues from abroad sales in the period of 1/1/2011 - 9/30/2011.
- Katmerciler made an investment of 1.823.906 TL in the period of 1/1/2011 - 9/30/2011.
- Number of employees of Katmerciler in the period of 1/1/2011 - 9/30/2011 is 300 individuals. Additional employment of 76 individuals is provided compared to the same period of the previous year.
- Gimkat Araç Üstü Ekipman Sanayi ve Ticaret A.Ş., an affiliate of our Company with a nominal value of 1.249.998 TL (49.99%), became a legal entity on 10/11/2011, after its registration by İzmir Trade Registry Office.



# ENDORSEMENT and GROSS PROFIT

## Endorsement and Gross Profit

(TL)	Friday, September 30, 2011	Thursday, September 30, 2010
<b>Consolidated Endorsement</b>	<b>52.990.497</b>	<b>35.693.799</b>
Gross Profitability (%)	31%	31%
<b>Garbage Equipment and Trucks</b>	<b>13.574.947</b>	<b>9.759.791</b>
Garbage SMM	11.143.578	7.769.261
Gross Profitability (%)	18%	20%
<b>Firefighting Equipment and Trucks</b>	<b>8.635.726</b>	<b>8.220.700</b>
Firefighting SMM	6.252.491	5.051.129
Gross Profitability (%)	28%	39%
<b>Gross Profitability (%)</b>	<b>30.779.824</b>	<b>17.713.308</b>
Other SMM	19.065.814	11.770.564
Gross Profitability (%)	38%	34%

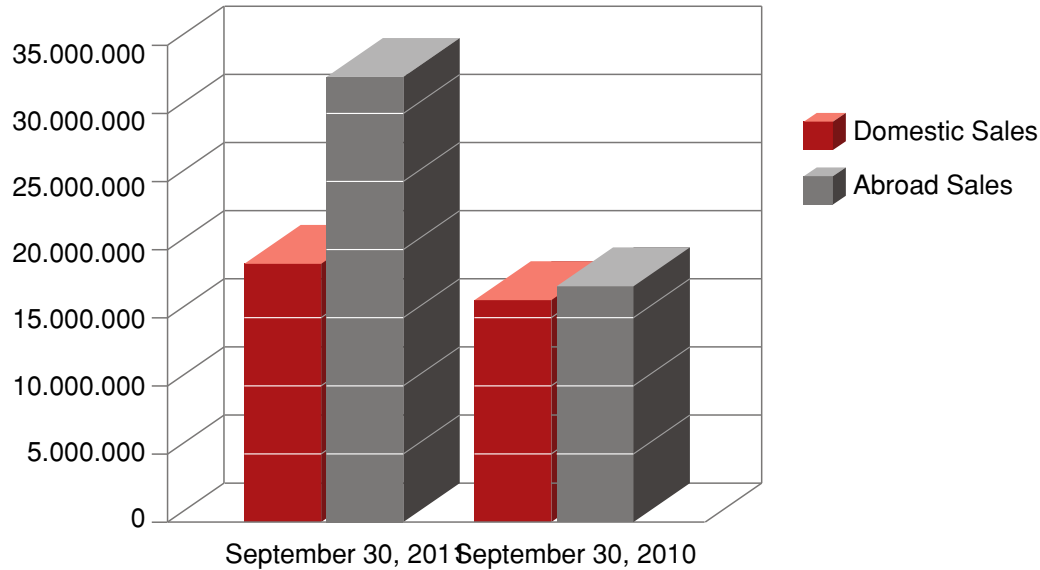


# DISTRIBUTION of ENDORSEMENT SALES

## Distribution of Endorsement

	Friday, September 30, 2011	Thursday, September 30, 2010
Domestic Sales (TL)	19.176.490	16.959.034
Abroad Sales (TL)	33.814.007	18.734.765
Abroad Sales (USD)	20.314.182	12.132.464
<b>TOTAL</b>	<b>52.990.497</b>	<b>35.693.799</b>

### Sales (TL)



# TOTAL SALES AMOUNT

## Total Quantities Sold

PIECES	September 30, 2011	September 30, 2010
Domestic Sales	344	395
Abroad Sales	286	262
	<b>630</b>	<b>657</b>



# FINANCIAL PERFORMANCE

GELİR TABLOSU (TL)	September 30, 2011	September 30, 2010	Increase (%)
NET SALES	52.990.497	35.693.799	48
Gross Profit	16.528.613	11.102.844	49
Gross Profit Margin (%)	31%	31%	
Business Income	8.379.389	6.646.610	26
Business Income Margin (%)	16%	19%	
Depreciation Interest and Pre-tax Income (FAVÖK)	8.735.040	6.955.496	26
Depreciation Interest and Pre-tax Income (FAVÖK) Margin (%)	16%	19%	
Net Profit	2.565.852	5.805.140	-56
Net Profit Margin (%)	5%	16%	



# FINANCIAL PERFORMANCE

<b>BALANCE SHEET</b>	September 30, 2011	December 31, 2010/1		September 30, 2011	December 31, 2010
<b>CURRENT ASSETS</b>	<b>86.579.746</b>	<b>38.947.047</b>	<b>SHORT TERM LIABILITIES</b>	<b>68.224.472</b>	<b>24.609.672</b>
Cash	1.675.393	2.074.438	Short Term Financial Liabilities	25.483.483	7.182.429
Trade Receivables	29.843.070	14.757.777	Trade Liabilities	18.779.402	10.674.481
Inventories	40.374.881	11.416.680	Reserves for Loan Losses	582.775	376.878
Other	14.686.402	10.698.152	Other	23.378.812	6.375.884
<b>FIXED ASSETS</b>	<b>24.335.132</b>	<b>20.602.676</b>	<b>LONG TERM LIABILITIES</b>	<b>12.788.708</b>	<b>8.466.208</b>
Tangible Fixed Assets	15.591.244	11.914.946	Long Term Financial Liabilities	10.434.354	6.606.667
Other	8.743.888	8.687.730	Other	2.354.354	1.859.541
			<b>EQUITIES</b>	<b>29.901.698</b>	<b>26.473.844</b>
			Capital	25.000.000	12.500.000
			Profit	2.565.852	8.011.228
			Other	2.335.846	5.962.616
<b>TOTAL ASSETS</b>	<b>110.914.878</b>	<b>59.549.723</b>	<b>TOTAL LIABILITIES</b>	<b>110.914.878</b>	<b>59.549.723</b>

	September 30, 2011	December 31, 2010
Current Ratio	1,27	1,58
Liquidity Ratio	0,68	1,12
Net Working Capital	18.355.274	14.337.375



# FINANCIAL PERFORMANCE

	September 30, 2011	December 31, 2010
Net Working Capital	18.355.274	14.337.375
Net Working Capital/Sales	% 35	% 23

