

2018 1H FINANCIAL RESULTS

Dear Stakeholders,

By 49,2% decrease compared to the same period of previous year, Otokar generated TRY 488.159 thousand 2018 1H.

Sales (Thousand TRY)	2018 1H	2017 1H	Change (%)
Domestic	331.870	759.511	(56,3%)
Export	156.289	201.717	(22,5%)
Total	488.159	961.228	(49,2%)

In 2018 1H, Otokar's production and sales units were 1.208 and 1.196 respectively.

Units	2018 1H	2017 1H	Change (%)
Production	1.208	1.271	(5%)
Sales	1.196	1.466	(18%)

SUMMARY FINANCIAL STATEMENTS

Income Statement (Thousand TRY)	2018 1H	2017 1H	Change (%)
Net Sales	488.159	961.228	(49,2%)
Cost of Sales	(385.971)	(742.962)	(48,0%)
Gross Profit	102.188	218.266	(53,2%)
Operating Expenses	(141.633)	(133.898)	5,8%
Operating Profit	(39.445)	84.368	(146,8%)
Financial Expenses	(46.574)	(57.509)	(19,0%)
Income(loss) before min&taxes	(86.020)	28.080	(406,3%)
Taxation	7.301	0	100
Net Profit	(78.719)	28.080	(380,3%)
EBITDA	(34.694)	85.586	(140,5%)

Balance Sheet (Thousand TRY)	2018 1H	2017
Current Assets	1.724.195	1.631.551
Current Liabilities	1.100.889	1.072.319
Working Capital	623.306	559.232
Property, Plant & Equipment –Net	403.767	378.036
Total Assets	2.127.962	2.009.587
Total Liabilities	1.993.175	1.726.033
Shareholders' Equity	134.787	283.554

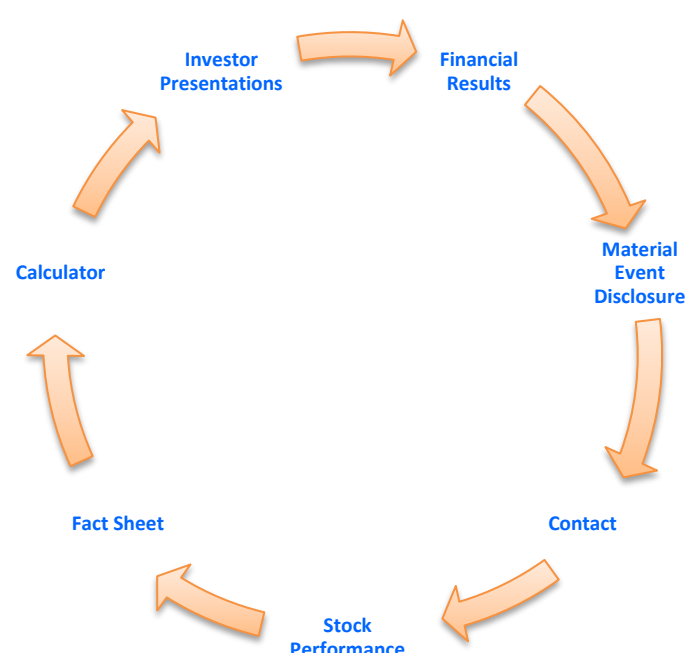
Financial Ratios	2018 1H	2017
Current Ratio	1,57	1,52
Liquidity Ratio	1,02	1,14
Current Assets / Total Assets	0,81	0,81
Current Liabilities / Total Liabilities	0,52	0,53
Current&Non-current Liabilities / Total Assets	0,94	0,86

Statement of Cash Flow (Thousand TRY)	2018 1H	2017 1H
Cash and Cash Equivalents at the Beginning of the Period	228.958	38.598
Net Cash Provided by Operating Activities	(107.863)	(254.019)
Net Cash Used in Investment Activities	(49.731)	(42.697)
Pre-Financing Cash Flow	(157.595)	(296.716)
Net Cash Obtained From Financing Activities	(43.611)	317.861
Net Increase in Cash and Cash Equivalents	(200.296)	(21.429)
Cash and Cash Equivalents at the End of the Period	28.662	60.027

Margins	2018 1H	2017 1H
Gross Margin	20,9%	22,7%
Operating Margin	(8,1%)	8,8%
EBITDA Margin	(7,1%)	8,9%
Net Margin	(16,1%)	2,9%

DISCLAIMER

This Bulletin is prepared for our stakeholders to get the informations about the activities of our company easier, containing the summary informations in the 2018 1H financial statements that are disclosed on Public Disclosure Platform. In case of a discrepancy between this bulletin and the financial statements, financial statements shall prevail.



Dividend

Year	Profit for the Period (TRY)	Dividend Amount (Thousand TRY)	Dividend Yield
2017	99.422.469	70.000	%2
2016	69.725.866	60.000	%2
2015	79.506.151	72.000	%3
2014	72.771.198	80.000	%4
2013	96.561.743	100.000	%8

Otokar has continued to pay dividends to its shareholders as in previous years. The planned dividend payment that was agreed at the General Assembly, dated 15.03.2018, for the year 2017 was TRY 70.0 million was paid on March 22, 2018.

Altay Tank Project

Within the scope of the "Modern Tank Production Project using National Sources" signed on July 29, 2008 between Otokar and the Undersecretariat for Defense Industries, it is reported to our company by Undersecretariat for Defence Industries (SSM) on April 25, 2018, that the Serial Production of Altay Project offer has been evaluated in all aspects. In accordance with the decision of Defence Industry Executive Committee (SSIK), the agreement for the Serial Production of Altay Project is found appropriate to be fulfilled by other bidder.

Investments

Otokar has continued to invest on R&D activities field in 2018 like the previous years. Our Company's total investments amounted to USD 3 million in the 2018 1H.

Fairs

Otokar attended with its defence vehicles in April 2018 Chile FIDAE 2018, Brasil LAAD 2018, Malaysia DSA 2018, in May 2018 Slovakia IDEB 2018, Kazakhstan KADEX 2018, Bulgaria HEMUS 2018 and in June 2018 France EUROSATORY 2018 fair; with its commercial vehicles in April 2018 İzmir BUSWORLD 2018 and in June 2018 France PUBLIC TRANSPORT 2018 fairs.