

2018 3Q FINANCIAL RESULTS

Dear Stakeholders,

By 41% decrease compared to the same period of previous year, Otokar generated TRY 808.636 thousand 2018 3Q.

Sales (Thousand TRY)	2018 3Q	2017 3Q	Change (%)
Domestic	444.446	1.030.477	(56,9%)
Export	364.190	339.042	7,4%
Total	808.636	1.369.519	(41%)

In 2018 3Q, Otokar's production and sales units were 1.785 and 1.741 respectively.

Units	2018 3Q	2017 3Q	Change (%)
Production	1.785	2.020	(12%)
Sales	1.741	2.156	(19%)

SUMMARY FINANCIAL STATEMENTS

Income Statement (Thousand TRY)	2018 3Q	2017 3Q	Change (%)
Net Sales	808.636	1.369.519	(41,0%)
Cost of Sales	(602.450)	(1.041.713)	(42,2%)
Gross Profit	206.186	327.806	(37,1%)
Operating Expenses	(203.254)	(184.866)	9,9%
Operating Profit	2.932	142.940	(97,9%)
Financial Expenses	(98.188)	(93.417)	5,1%
Income(loss) before min&taxes	(95.077)	50.769	(287,3%)
Taxation	9.171	0	100
Net Profit	(85.906)	50.769	(269,2%)
EBITDA	(5.815)	138.891	(104,2%)

Balance Sheet (Thousand TRY)	2018 3Q	2017
Current Assets	1.935.619	1.631.551
Current Liabilities	1.077.414	1.072.319
Working Capital	858.205	559.232
Property, Plant & Equipment –Net	419.115	378.036
Total Assets	2.354.734	2.009.587
Total Liabilities	2.224.113	1.726.033
Shareholders' Equity	130.621	283.554

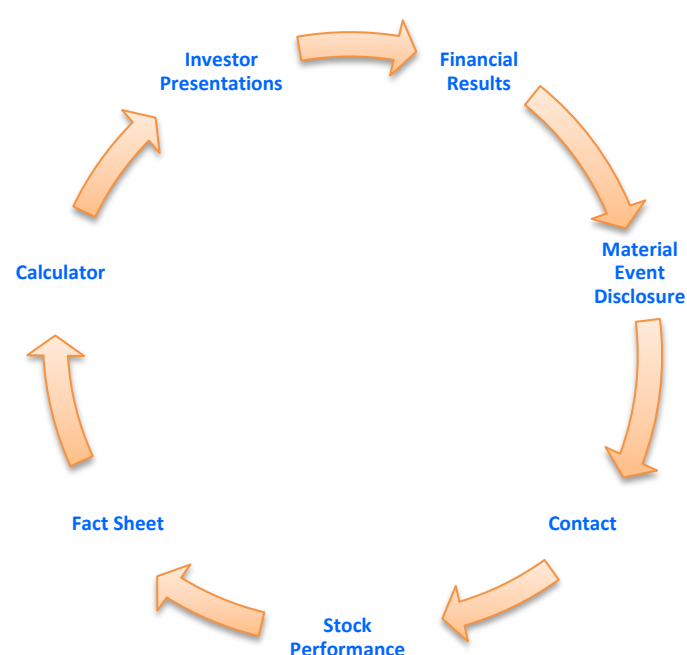
Financial Ratios	2018 3Q	2017
Current Ratio	1,80	1,52
Liquidity Ratio	1,10	1,14
Current Assets / Total Assets	0,82	0,81
Current Liabilities / Total Liabilities	0,46	0,53
Current&Non-current Liabilities / Total Assets	0,94	0,86

Statement of Cash Flow (Thousand TRY)	2018 3Q	2017 3Q
Cash and Cash Equivalents at the Beginning of the Period	228.958	38.598
Net Cash Provided by Operating Activities	(173.156)	(310.715)
Net Cash Used in Investment Activities	(76.287)	(62.804)
Pre-Financing Cash Flow	(249.443)	(373.519)
Net Cash Obtained From Financing Activities	68.476	378.073
Net Increase in Cash and Cash Equivalents	(177.477)	4.999
Cash and Cash Equivalents at the End of the Period	51.481	43.597

Margins	2018 3Q	2017 3Q
Gross Margin	25,5%	23,9%
Operating Margin	0,4%	10,4%
EBITDA Margin	(0,7%)	10,1%
Net Margin	(10,6%)	3,7%

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 3Q 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 approximately USD 3 million in the 2018 3Q.

Fairs

Otokar attended with its defence vehicles in September 2018 Azerbaijan ADEX 2018, and Philippines ADAS 2018 fairs; with its commercial vehicles in September 2018 Germany IAA 2018, Italy IBE 2018 and France AUTOCAR EXPO 2018 fairs.