

2016 3Q FINANCIAL RESULTS

Dear Stakeholders,

By 26% increase compared to the same period of previous year, Otokar generated TRY 1.118,8 million in 2016 3Q.

Sales (Thousand TRY)	2016 3Q	2015 3Q	Change (%)
Domestic	811.686	653.204	24,3%
Export	307.152	235.731	30,3%
Total	1.118.838	888.935	26,0%

In 2016 3Q, Otokar's production and sales units were 2.185 and 2.584 respectively.

Units	2016 3Q	2015 3Q	Change (%)
Production	2.185	3.772	(42%)
Sales	2.584	3.475	(26%)

SUMMARY FINANCIAL STATEMENTS

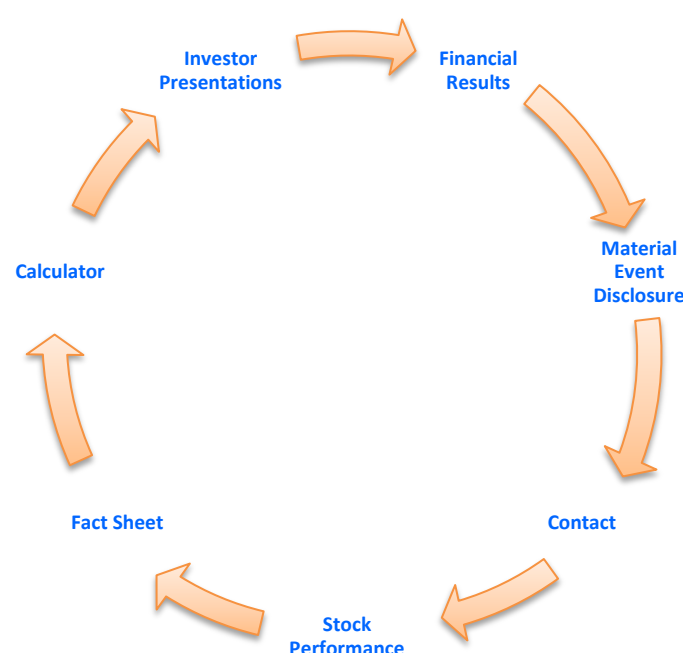
Income Statement (Thousand TRY)	2016 3Q	2015 3Q	Change (%)
Net Sales	1.118.838	888.935	26%
Cost of Sales	(842.311)	(677.296)	24,4%
Gross Profit	276.527	211.639	30,7%
Operating Expenses	(172.616)	(146.713)	17,7%
Operating Profit	103.911	64.926	60,0%
Financial Expenses	(65.651)	(50.594)	29,8%
Income(loss) before min&taxes	38.294	15.804	142,3%
Taxation	(5.211)	718	(825,7%)
Net Profit	33.083	16.522	100,2%
EBITDA	137.664	98.382	39,9%

Balance Sheet (Thousand TRY)	2016 3Q	2015 3Q
Current Assets	1.451.687	932.462
Current Liabilities	999.781	832.864
Working Capital	451.906	99.598
Property, Plant & Equipment –Net	102.656	105.889
Total Assets	1.812.626	1.544.058
Total Liabilities	1.606.198	1.363.764
Shareholders' Equity	206.428	180.294

Statement of Cash Flow (Thousand TRY)	2016 3Q	2015 3Q
Cash and Cash Equivalents at the Beginning of the Period	62.960	44.528
Net Cash Provided by Operating Activities	(83.936)	(66.338)
Net Cash Used in Investment Activities	(49.713)	(33.064)
Pre-Financing Cash Flow	(133.649)	(99.402)
Net Cash Obtained From Financing Activities	90.158	104.443
Net Increase in Cash and Cash Equivalents	(43.152)	5.041
Cash and Cash Equivalents at the End of the Period	19.808	49.569

Financial Ratios	2016 3Q	2015 3Q
Current Ratio	1,45	1,12
Liquidity Ratio	0,93	0,67
Current Assets / Total Assets	0,80	0,60
Current Liabilities / Total Liabilities	0,55	0,54
Current&Non-current Liabilities / Total Assets	0,89	0,88

Margins	2016 3Q	2015 3Q
Gross Margin	24,7%	23,8%
Operating Margin	9,3%	7,3%
EBITDA Margin	12,3%	11,1%
Net Margin	3,0%	1,9%



Year	Profit for the Period (TRY)	Dividend Amount (Thousand TRY)	Dividend Yield
2015	79.506.151	72.000	3,4%
2014	72.771.198	80.000	4%
2013	96.561.743	100.000	8%
2012	76.384.978	64.000	7%

Dividend;

Otokar has continued to pay dividends to its shareholders as in previous years. The planned dividend payment that was agreed at the General Assembly for the year 2015 was TRY 72.0 million was paid on Apr 04, 2016.

Altay Tank Project

Turkish Main Battle Tank Project ALTAY, which the contract was signed in 2008, continues in accordance with the planned timetable. Production of PV1 and PV2 prototypes which will be used for final acceptance and qualification tests has been completed in 2014. System qualification tests, one of the most important process within the scope of the third and the last phase "Prototype Production and Qualification", has been started by April,2015. Additionally, under related article of the existing contract, proposal for Altay Project Phase II Serial Production Stage related with production of 250 tanks and its Integrated Logistics Support activities was submitted to SSM on 18.01.2016, and the BAFO(Best and Final Offer) was submitted to SSM on 29.08.2016.

Investments

Otokar has continued to invest on R&D activities field in 2015 like the previous years. Total investment expenditure of Otokar was realized over USD 3 Million in 2015.

Fairs;

Otokar attended with its defence vehicles in January 2016 Bahrain BIAS 2016, in April 2016 Malaysia DSA 2016, in May 2016 Hemus Bulgaria, in June 2016 Eurosatory in France and in September 2016 AAD in South Africa and ADEX in Azerbaijan also with its commercial vehicles Otokar attended in April 2016 Busworld Turkey Fair in Istanbul and in Dubai UITP MENA 2016, in May 2016 Convex in Istanbul, in June Transport Publics 2016 in France and in September 2016 IAA in Hannover.

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 2016 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.

