

OTOKAR REPORTS 3Q 2011 RESULTS

In this report we submit 3Q 2011 figures to compare with 3Q 2010 figures. 3Q 2011 & 3Q 2010 financial results published in this press release are prepared according to International Financial Reporting Standards.

Highlights of 3Q 2011

- Otokar generated USD 357.7 million total revenues in 3Q 2011, 72% greater than the 3Q 2010. Otokar's 3Q 2011 domestic revenues were USD 302.8 million and export revenues were USD 54.9 million.
- Otokar generated USD 19.6 million net profit with a net margin of 5% in 3Q 2011 whereas the same figure was USD 4.8 million in 3Q 2010.
- In the 3Q 2011, Otokar vastly increased its sales and production units. Otokar's production and sales units in 3Q 2011 were 4329 and 4137, 96% and 92% greater than 3Q 2010 respectively.

Overview

OTOKAR IFRS P/L Statement Highlights	3Q 2011 USD (thousands)	3Q 2010 USD (thousands)	USD Based Change
Net Sales	357.688	207.614	72%
Cost of Sales	(286.357)	(172.011)	66%
Gross Profit	71.332	35.603	100%
Operating Expenses	(45.219)	(29.492)	53%
Operating Profit	26.113	6.111	327%
Income/(loss) before minorities & taxes	21.883	376	5713%
Taxation	(2.259)	4.443	151%
Net Profit	19.624	4.819	307%
EBITDA	35.031	12.259	186%

Net Sales

In the year 2011, the total sales of Otokar which was USD 357.7 million for 3Q2011, 72% greater than the same period a year ago, increased in comparison to the total sales of 3Q 2010. The domestic sales revenues of 3Q 2011 is USD 302.8 million, 65% higher than the 3Q 2010 and also the export sales revenue is USD 54.9 million, 127% better than the 3rd quarter of 2010. In total sales revenue, the highest increase came

from trailer segment with a rise by 219%. In export revenues armoured tactical vehicles was the leader with an increase by 628%. Lastly, in domestic sales revenues, the highest advance came from trailer with an increase by 219%. Also in total sales units, the

	3Q 2011 USD (thousands)	3Q 2010 USD (thousands)	Change %
Domestic Sales	302.822	183.442	65%
Exports	54.866	24.172	127%
Total	357.688	207.614	72%

highest increases came from trailer and armoured tactical vehicles. From the analysis of the distribution of product segments we can see that: In total revenues, auto&midibus segment is the leader with its 37% share; in domestic revenues, again the midibus&bus segment is at the first place with its 37% share and lastly in exports, armoured tactical vehicle sales dominates the exports with its 59% share. Finally, from the comprise of sales aspect, the commercial vehicles revenue is the leader of both total and domestic sales with 57% and 65% ratios and the defence vehicles revenue leads the exports with its 74% share.

The total sales units figure of 3Q 2011 was 4137, 92% greater than the same period a year ago. 3821 units of domestic sales indicated an increase by 96% and 316 units of export sales indicated an increase by 54%. From the product group aspect; in total sales units, trailer segment increased its sales units by 210%; and in export sales units, armoured tactical vehicles heightened by 520%.

The leader of the domestic market share was primarily OTOKAR given the following figures: In all 12-meter public transport city bus, 9-10-meter mid cap sized bus and 7-meter midibus categories Otokar is the leader with its 43%, 58% and 46% market shares respectively. As for the minibus niche market the share of OTOKAR was 34%.

Profit

Gross profit in 3Q 2011 was USD 71.3 million, 100% above the same period a year ago. Gross margin was 20%, whereas it was 17% in 3Q 2010.

Operating profit was USD 26.1 million in 3Q 2011. Operating margin increased to 7% in 3Q 2011 from 3% in 3Q 2010.

The company's EBITDA was USD 35.0 million in 3Q 2011, having an EBITDA margin of 10%. The same figures were USD 12.3 million and 6% respectively in 3Q 2010.

Otokar's net profit was USD 19.6 million in 3Q 2011, having a net margin of 5%.

The company 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 2010 was TL 15.0 million which was paid on 22.03.2011. Dividend payment percentages were 30%, 85% and 62.5% for the years 2009, 2010 and 2011 respectively.

Investments

The total investment expenditure of Otokar was realised about USD 9.6 Million in 3Q 2011 which was spent on machinery equipment and mould purchases for R&D Center and modernisation processes and the plot of land entries. For the full year 2011, the planned investment expenditure figure is around USD 15 million to be spent on modernization and renovation of existing products and also on purchase of additional devices for production units.

Objectives

In 2011, Otokar will continue to be active both on commercial and defensive side. The increase in demand on the commercial side especially by the municipalities is going to be the main reason for domestic increase. As for the defence vehicles, the concentrated interest in international fairs and exhibitions, show that there will be quite a lot of sales in that area. It can be expected to be a better year in 2011 than 2009-2010. After the first order for Otokar's new armoured vehicle ARMA 6X6 came in 2010, Otokar has taken its second export contract with an increasing quantity in 2011 which was signed quite soon after the presentation of the vehicle to the customers. This second contract is a strong indicator that ARMA will be one of the flagships of Otokar's products range in the future. As the leading designer and exporter of armoured vehicles in Turkey, Otokar will continue to grow in defence industry with local and international orders.

In order to realize the export and total revenues objectives, Otokar will attend both the defensive and commercial fairs held both in Turkey and abroad. Until the 1H 2011, Otokar attended in IDEX-2011-Abu Dhabi with its 6X6 ARMA, Cobra and KAYA armoured tactical vehicles and IDEF-2011-Istanbul with KAYA, Cobra, 6X6 and 8X8 ARMA vehicles and also with a model showing the most recent process of the Altay tank in original size. Otokar participated for the first time in The Brunei International Defence Exhibition, BRIDEX 2011, between 06th and 09th July and presented its worldwide known 4x4 armoured vehicle "COBRA" at the show.

FINANCIALS

OTOKAR IFRS Balance Sheet	3Q 2011 USD (thousands)	3Q 2010 USD (thousands)
Current Assets	347.817	294.915
Current Liabilities	338.522	300.465
Working Capital	9.295	(5.550)
Property, Plant & Equipment -Net	57.745	68.982
Total Assets	490.939	426.080
Total Liabilities	387.833	315.816
Shareholders Equity	103.106	110.264

OTOKAR IFRS Balance Sheet	3Q 2011
Current Ratio	1.03
Liquidity Ratio	0.65
Current Assets / Total Assets	0.71
Current Liabilities / Total Liabilities	0.87
Total Liabilities / Total Liabilities & Shareholders' Equity	0.79

OTOKAR IFRS Statement of Cash Flow	3Q 2011 USD (thousands)
Cash and Cash Equivalents at the Beginning of the Period	60.459
Net Cash Provided by Operating Activities	(63.047)
Net Cash Used in Investment Activities	(16.451)
Pre-Financing Cash Flow	(79.498)
Net Cash Used in Financing Activities and Effect of Exchange Rate Changes	29.315
Net Increase in Cash and Cash Equivalents	(50.183)
Cash and Cash Equivalents at the End of the Period	10.276

For Further Information please contact:

Ö.Ahmet Özerol
Investor Rel.s
Tel:(+90 264) 229 22 44 – 6213
aazerol@otokar.com.tr

Yasemin Orhon
Finance Section Manager
Tel: (+90 264) 229 22 44 – 6210
yorhon@otokar.com.tr

Hüseyin Odabaş
Asst. Gen. Manager, Finance
Tel: (+90 264) 229 22 44 - 6001
hodabas@otokar.com.tr