

2016 1Q FINANCIAL RESULTS

Dear Stakeholders,

By 44,2% increase compared to the same period of previous year, Otokar generated TRY 358,8 million in 2016 1Q.

Sales (Thousand TRY)	2016 1Q	2015 1Q	Change (%)
Domestic	243.426	193.715	25,7%
Export	115.406	55.043	109,7%
Total	358.832	248.758	44,2%

In 2016 1Q, Otokar's production and sales units were 485 and 788 respectively.

Units	2016 1Q	2015 1Q	Change (%)
Production	485	1.182	(59%)
Sales	788	1.109	(29%)

SUMMARY FINANCIAL STATEMENTS

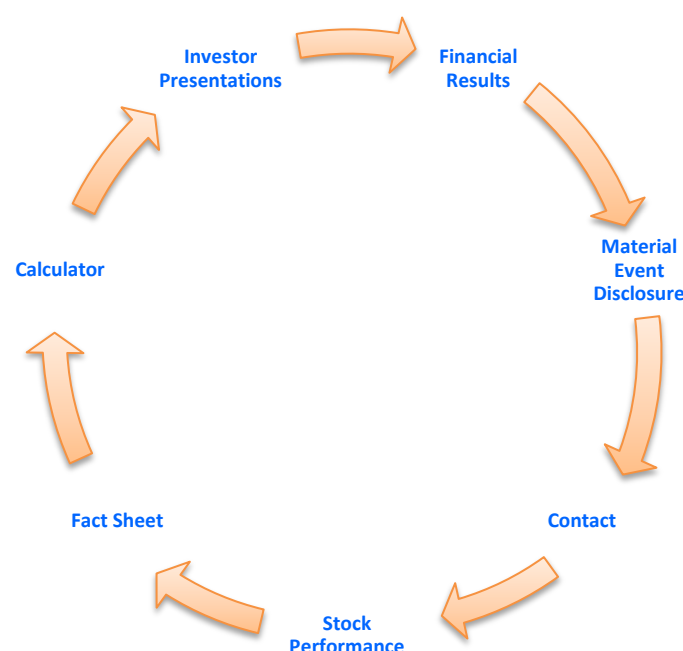
Income Statement (Thousand TRY)	2016 1Q	2015 1Q	Change (%)
Net Sales	358.832	248.758	%44,2
Cost of Sales	(267.027)	(191.139)	%39,7
Gross Profit	91.805	57.619	%59,3
Operating Expenses	(64.916)	(59.057)	%9,9
Operating Profit	26.889	(1.438)	%1970
Financial Expenses	(17.180)	(5.214)	%230
Income(loss) before min&taxes	9.717	(5.227)	%286
Taxation	(1.551)	3.006	(%152)
Net Profit	8.166	(2.221)	%468
EBITDA	38.873	10.109	%285

Balance Sheet (Thousand TRY)	2016 1Q	2015 1Q
Current Assets	1.154.746	660.593
Current Liabilities	777.141	785.564
Working Capital	377.605	(124.971)
Property, Plant & Equipment –Net	102.596	108.751
Total Assets	1.531.438	1.236.623
Total Liabilities	1.349.789	1.075.265
Shareholders' Equity	181.649	161.358

Statement of Cash Flow (Thousand TRY)	2016 1Q	2015 1Q
Cash and Cash Equivalents at the Beginning of the Period	62.960	44.528
Net Cash Provided by Operating Activities	80.695	23.402
Net Cash Used in Investment Activities	(13.060)	(10.076)
Pre-Financing Cash Flow	67.635	13.326
Net Cash Obtained From Financing Activities	(105.759)	(43.861)
Net Increase in Cash and Cash Equivalents	(38.108)	(30.535)
Cash and Cash Equivalents at the End of the Period	24.852	13.993

Financial Ratios	2016 1Q	2015 1Q
Current Ratio	1.49	0.84
Liquidity Ratio	0.95	0.45
Current Assets / Total Assets	0.75	0.53
Current Liabilities / Total Liabilities	0.51	0.64
Current&Non-current Liabilities / Total Assets	0.88	0.87

Margins	2016 1Q	2015 1Q
Gross Margin	25,6%	23,2%
Operating Margin	7,5%	(0,6%)
EBITDA Margin	10,8%	4,1%
Net Margin	2,3%	(0,9%)



Dividend;

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%

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 has just been submitted to SSM on 18.01.2016.

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 and in April 2016 Malaysia DSA 2016, also with its commercial vehicles Otokar attended in April 2016 Busworld Turkey Fair in Istanbul.

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 1Q 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.

