

2014 Third Quarter Earnings Release

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2014 Expectations

	2013	2014 (E)	2015 (E)
GDP Growth,%	4.1	3.0-3.5	3.0-3.5
Increase in CPI (%)	7.4	9.3	7.6
USD/TL, Year end	2.13	2.27	2.45
CA Deficit/GDP, %	8.0	5.8	5.2

Moderate Growth Sustained in 2015



•• 2014 - Recent Developments

Insurance • Bookbuilding completed in Avivasa IPO. Shares to start trading on November 13th

Energy

- Continued impact of hydrology on operational profitability; 187 MTL EBITDA effect in 9M 2014.
 - Continued proactive management of FX exposure through forward transactions

Industrials • New production line in Kordsa Indonesia operational later this month

Cement • Çimsa acquiring Sançim shares, subject to Competition Board approval



Net Sales

	TOTAL BEFORE CONSOLIDATION ADJUSTMENTS (COMBINED)						
MILLION TL	Q3 2013	Q3 2014	% Change	9M 2013	9M 2014	% Change	
TOTAL	8.875	11.162	26%	26.178	33.144	27%	
BANK	3.495	4.286	23%	10.965	12.648	15%	
NON-BANK	5.380	6.876	28%	15.213	20.496	35%	
ENERGY	1.641	2.958	80%	4.173	8.210	97%	
ENERGY- Adjusted for comparison*	1.316	1.418	8%	3.848	4.209	9%	
RETAIL	1.465	1.607	10%	4.012	4.462	11%	
CEMENT	598	656	10%	1.614	1.903	18%	
INSURANCE	429	465	8%	1.322	1.549	17%	
INDUSTRIALS	1.218	1.157	-5%	3.397	3.647	7%	
INDUSTRIALS-Adjusted for comparison**	1.513	1.550	2%	4.226	4.730	12%	
OTHER	28	33	20%	695	726	4%	

Revenue growth sustained in all segments

* Excluding Ayedaş and Toroslar regions

** Line by line consolidation of Sasa and Temsa Construction Equipment excluding the effects of sale transactions for both companies.



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• **EBITDA** (Excluding Non Operational Items)

MILLION TL	Q3 2013	Q3 2014	% Change	9M 2013	9M 2014	% Change
TOTAL	1.497	1.823	22%	5.854	5.882	0%
BANK	835	1.104	32%	3.594	3.137	-13%
NON-BANK	662	719	9%	2.260	2.745	21%
ENERGY	151	230	52%	487	687	41%
ENERGY- Adjusted for comparison*	133	151	13%	469	519	11%
RETAIL	59	60	1%	126	140	11%
CEMENT	166	205	23%	364	557	53%
INSURANCE	55	4	-92%	139	78	-44%
INDUSTRIALS	242	221	-9%	562	671	19%
INDUSTRIALS-Adjusted for comparison**	255	255	0%	594	758	28%
OTHER	-11	-1	N.M	581	612	5%

TOTAL BEFORE CONSOLIDATION ADJUSTMENTS (COMBINED)

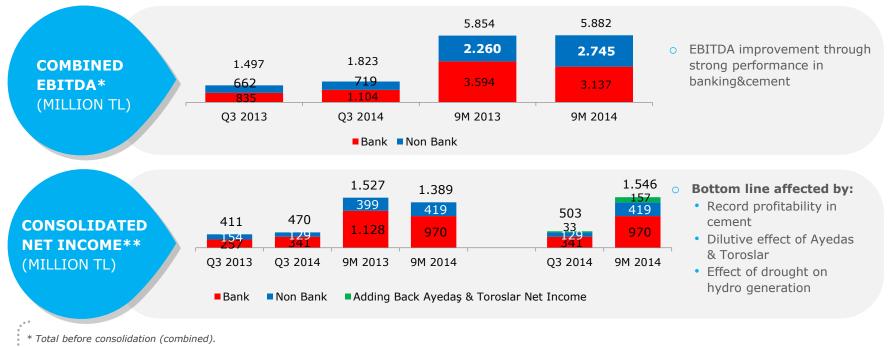
Increase in operational profitability mainly due to strong Bank and Cement performance

* Excluding Ayedaş and Toroslar regions

** Line by line consolidation of Sasa and Temsa Construction Equipment excluding the effects of sale transactions for both companies.



••• Results Snapshot



** Consolidated figures exclude non operational items

Robust non-bank EBITDA and net income growth in 9M 2014 excluding dilutive effect of new distribution regions



Non-bank Results- Q3 2014

MILLION TL	Q3 2013	Q3 2014	% Change	9M 2013	9M 2014	% Change
CONSOLIDATED NET INCOME*	154	129	-16%	399	419	5%
ENERGY	-40	-40	N.M	-31	- 52	N.M
ENERGY- Adjusted for comparison**	-43	-7	N. M	-34	105	N.M
RETAIL	13	3	-74%	-10	- 5	N.M
CEMENT	48	58	21%	92	153	67%
INSURANCE	18	7	-61%	54	41	-24%
INDUSTRIALS	110	107	-2%	244	317	30%
INDUSTRIALS-Adjusted for comparison***	110	108	-2%	244	318	31%
OTHER	6	-6	N.M	51	-35	N.M

* Excluding non operational items.

** Excluding Ayedaş and Toroslar regions

*** Line by line consolidation of Sasa and Temsa Construction Equipment excluding the effects of sale transactions for both companies

Continued dilutive effect of Ayedaş and Toroslar regions



••• FX Position and Leverage

	MILLION EURO			
CONSOLIDATED NET FX POSITION (excl. Bank) M€	DEC 31, 2013	SEP 30, 2014		
ENERGY*	-420	-433		
INDUSTRIALS	41	4		
CEMENT	4	7		
RETAIL	-5	-5		
HOLDING, INSURANCE & OTHER	20	22		
TOTAL CONSOLIDATED FX POSITION AFFECTING PL	-360	-405		

COMBINED NET DEBT (excl. Bank) M€	DEC 31, 2013	SEP 30, 2014
ENERGY*	3.527	3.702
INDUSTRIALS	611	594
CEMENT	84	103
RETAIL	-155	-54
HOLDING, INSURANCE & OTHER	-667	-694

*Capitalized borrowings of Energy segment amounting to 388 MEUR and the other FX assets/liabilities that do not create FX gain/loss are excluded (Capitalized borrowings Dec 31, 2013: 497 MEUR) .**Holding Only Net Debt is 348 MTL**

Proactive FX exposure management:

FX Exposure stable through forward transactions, despite new plants coming online

On 15 Jul 2014; Sabanci Holding issued a 350 million TL bond with 9,31% interest rate and duration of 178 days. Total forward contracts of Enerjisa as of September 30 2014 were 446 M€





		TOTAL BEFORE CONSOLIDATION ADJUSTMENTS (COMBINED)			CONTRIBUTION TO CONSOLIDATED FINANCIALS			
MILLION TL	Q3 2013	Q3 2014	% Change	Q3 2013	Q3 2014	% Change		
SALES	1.641	2.958	80%	-		N.M		
EBITDA	151	230	52%	-40	-40	N.M		
NET INCOME	-80	-80	N.M	-40	-40	N.M		
EBITDA MARGIN	9,2%	7,8%						
MILLION TL	9M 2013	9M 2014	% Change	9M 2013	9M 2014	% Change		
SALES	4.173	8.210	97%	-	-	N.M		
EBITDA*	487	687	41%	-31	-52	N.M		
NET INCOME*	-62	-104	N.M	-31	-52	N.M		
EBITDA MARGIN	11,7%	8,4%						

*Excludes non operational items from 2013 figures

Spot Market Electricity Price (TL/MWh)

Strong improvement in operational profitability of Ayedaş and Toroslar





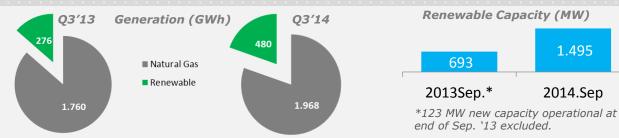


•• Energy - Excluding Acquisition Impact

		ORE CONSOLI MENTS (COMB		CONTRIBUTION TO CONSOLIDATED FINANCIALS		
MILLION TL	Q3 2013	Q3 2014	% Change	Q3 2013	Q3 2014	% Change
SALES	1.316	1.418	8%	-	-	N.M
EBITDA	133	151	13%	-43	-7	N.M
NET INCOME	-87	-15	N.M	-43	-7	N.M
EBITDA MARGIN	10,1%	10,6%				
MILLION TL	9M 2013	9M 2014	% Change	9M 2013	9M 2014	% Change
SALES	3.848	4.209	9%	-	-	N.M
EBITDA*	469	519	11%	-34	105	N.M
NET INCOME*	-69	210	N.M	-34	105	N.M
EBITDA MARGIN	12,2%	12,3%				

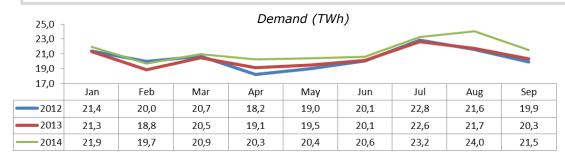
*Excludes non operational items from 2013 figures

Weak EBITDA growth due to significant procurement volume at higher prices due to drought





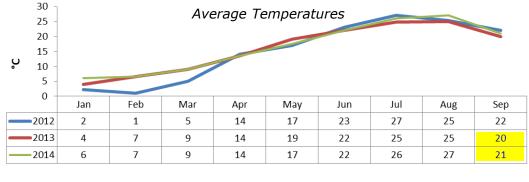
•• Enerjisa



Strong demand growth in first nine months (4.6%) and Q3 2014 (6.3%) due to industrial production..

..and temperatures in line with last year's levels, but **higher in August**

Water Inflow - Turkey



16.000 14.000 12.000 10.000 8.000 6.000 Million M3 4.000 2.000 0 Feb Mar Jul Jan Apr May Jun Aug Sep Long Term Average 4.181 4.520 8.165 12.603 10.611 4.915 3.098 2.161 1.936 -2012 4.003 3.722 5.972 15.178 9.644 4.465 2.574 1.850 1.654 2013 5.310 5.347 9.013 9.072 5.760 2.976 2.748 2.731 2.049 1.782 1.850 1.609 2014 2.565 2.301 3.847 3.391 3.146 2.237

Drought continues to affect generation mix.



	Enerjisa Loans					
	Original	Total TL				
Million	TL	EUR	Equivalent			
Generation	326	1.893	5.801			
Distribution	5.002	90	5.262			
Total	5.328	1.983	11.063			

	Original	Total TL	
Million	TL	EUR	Equivalent
Fixed	1.788	1.120	5.026
Floating	1.188	863	3.685
PPI Indexed	2.352		2.352
Total	5.328	1.983	11.063

Successful rollover of acquisition debt

Ayedaş 1st Installment: 473 MTL Principal + 167 MTL interest Toroslar 1st Installment: 703 MTL Principal + 250 MTL interest Total :1.176 MTL Principal + 417 MTL interest

Financed by 900 MTL capital increase + 200 MTL — internal funding + 480 MTL new loan + 13 MTL cash on hand



•• Enerjisa Balance Sheet

MILLION TL	2013 YE	9M 2014	% Change
Cash	865	300	-65%
Trade Receivables	1.749	1.989	14%
Other Current Assets	743	897	21%
TOTAL CURRENT ASSETS	3.357	3.187	-5%
Fixed Assets	15.109	15.458	2%
Other Non Current Assets	4.921	5.270	7%
TOTAL NONCURRENT ASSETS	20.030	20.728	3%
TOTAL ASSETS	23.387	23.915	2%
Short Term Bank Borrowings	1.872	1.926	3%
Trade Payables	1.303	1.135	-13%
Other Current Liabilities*	2.166	1.910	-12%
TOTAL CURRENT LIABILITIES	5.342	4.971	-7%
Long Term Bank Borrowings	5.711	6.701	17%
Other Non Current Liabilities*	4.652	3.787	-19%
TOTAL NON CURRENT LIABILITIES	10.364	10.489	1%
TOTAL EQUITY	7.681	8.456	10%
TOTAL LIABILITIES AND EQUITY	23.387	23.915	2%

* Includes, in total 2,4 bn TL debt to Privatization Authority

Strong Balance Sheet with Improving D/E Ratio



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•• ENERJISA Financing Cost Drivers



Stable Euro rate positively impacts leverage



··· Retail

		ORE CONSOLI MENTS (COMB			CONTRIBUTION TO CONSOLIDATED FINANCIALS			
MILLION TL	Q3 2013	Q3 2014	% Change	Q3 2013	Q3 2014	% Change		
SALES	1.465	1.607	10%	1.462	1.605	10%		
EBITDA*	59	60	1%	60	60	-1%		
NET INCOME*	22	6	-72%	13	3	-74%		
EBITDA MARGIN	4,0%	3,7%						
MILLION TL	9M 2013	9M 2014	% Change	9M 2013	9M 2014	% Change		
SALES	4.012	4.462	11%	2.813	4.456	58%		
EBITDA*	126	140	11%	108	140	30%		
NET INCOME*	-49	-8	N.M	-10	-5	N.M		
EBITDA MARGIN	3,1%	3,1%						

*Starting from Q3 2013, Carrefoursa is fully consolidated in financials; first 6M effect of Carrefoursa is included only at net income level with equity pick-up method

In 2013 figures, Diasa net loss (-78 MTL) booked only in net income level, since it is counted as discountinued operations. Excludes non operational items

Increasing profitability in food retail offsetting decline in technology retail



•• Carrefoursa

		ORE CONSOLI MENTS (COMB		CONTRIBUTION TO CONSOLIDATED FINANCIALS		
MILLION TL	Q3 2013	Q3 2014	% Change	Q3 2013	Q3 2014	% Change
SALES	681	831	22%	681	831	22%
EBITDA*	17	36	105%	17	36	105%
NET INCOME*	1	5	328%	1	2	328%
EBITDA MARGIN	2,6%	4,3%				
MILLION TL	9M 2013	9M 2014	% Change	9M 2013	9M 2014	% Change
SALES	1.878	2.297	22%	681	2.297	237%
EBITDA*	30	93	208%	11	93	734%
NET INCOME*	-15	5	N.M	-6	2	N.M
EBITDA MARGIN	1,6%	4,0%				

* Includes net income effect of H1'13. Fully consolidated at EBITDA level in H1 2014 and excludes non operational items

170 bps improvement in EBITDA margin: Doubling EBITDA in Q3 y-o-y Ongoing robust LFL growth

- Q3 2014 LfL: 20,5%
- 9M 2014 LfL: 20,6%



••• Key Achievements in Carrefoursa

- Increased traffic through clarification of store formats
- Focus on strategic priorities: (fresh produce display and advertisement) in category management.
- Direct sourcing from farmers through the «From the Field to the Table» initiative. Delivery time reduced from 72 to 36 hours for fresh produce.
- Proactive management and optimization of the store network; closure of unproductive stores.
- Investment in brand recognition; localized, closer to the consumer
- Carrefoursa Retail Academy established
- SAP integration completed

Number of stores by format (as of September 30, 2014)	#
Carrefour	27
Carrefour gurme	19
	83
Carrefour () SA	175
TOTAL	304

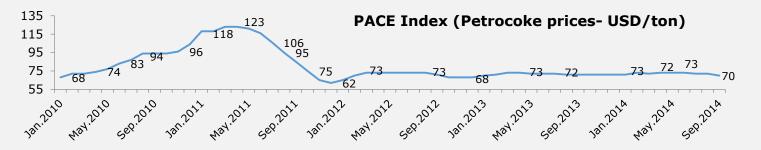
Strong execution and progress in turnaround



· · · Cement

	TOTAL BEFORE CONSOLIDATION ADJUSTMENTS (COMBINED)			CONTRIBUTION TO CONSOLIDATED FINANCIALS		
MILLION TL	Q3 2013	Q3 2014	% Change	Q3 2013	Q3 2014	% Change
SALES	598	656	10%	270	289	7%
EBITDA	166	205	23%	98	123	25%
NET INCOME	105	128	22%	48	58	21%
EBITDA MARGIN	27,8%	31,2%				
MILLION TL	9M 2013	9M 2014	% Change	9M 2013	9M 2014	% Change
SALES	1.614	1.903	18%	739	824	12%
EBITDA	364	557	53%	211	325	54%
NET INCOME	205	343	68%	92	153	67%
EBITDA MARGIN	22,6%	29,2%				

Continuing profitability continues with strong demand and prices



SABANCI

•• Insurance

	TOTAL BEFORE CONSOLIDATION ADJUSTMENTS (COMBINED)		CONTRIBUTION TO CONSOLIDATED FINANCIALS			
MILLION TL	Q3 2013	Q3 2014	% Change	Q3 2013	Q3 2014	% Change
SALES	429	465	8%	-	-	N.M
EBITDA	55	4	-92%	18	7	-61%
NET INCOME	44	11	-75%	18	7	-61%
EBITDA MARGIN	12,8%	0,9%				
MILLION TL	9M 2013	9M 2014	% Change	9M 2013	9M 2014	% Change
SALES	1.322	1.549	17%	-	-	N.M
EBITDA*	139	78	-44%	54	41	-24%
NET INCOME*	129	86	-33%	54	41	-24%
EBITDA MARGIN	10,5%	5,0%				

*Excludes non operational items

Weak profitability in non-life insurance due to increase in provisions and major claims

- 29 MTL additional provision in motor segment in Q3 2014
- Major claims in agriculture, energy and real estate industries continued in Q3: 22 MTL



•• Aksigorta

	TOTAL BEFORE CONSOLIDATION ADJUSTMENTS (COMBINED)			CONTRIBUTION TO CONSOLIDATED FINANCIALS			
MILLION TL	Q3 2013	Q3 2014	% Change	Q3 2013	Q3 2014	% Change	
SALES	379	403	6%	-	-	N.M	
EBITDA	45	-11	N.M	10	- 4	N.M	
NET INCOME*	28	-12	N.M	10	- 4	N.M	
MILLION TL	9M 2013	9M 2014	% Change	9M 2013	9M 2014	% Change	
SALES	1.144	1.354	18%	-	-	N.M	
EBITDA	103	28	-73%	27	6	-77%	
NET INCOME*	75	17	-77%	27	6	-77%	

*Excludes non operational items from 2013 figures

Excessive claims continued in Q3 due to climate factors



•• Avivasa

	STAND ALONE FINANCIALS		CONTRIBUTION TO CONSOLIDATED FINANCIALS				
MILLION TL	Q3 2013	Q3 2014	% Change	Q3 2013	Q3 2014	% Change	
SALES	50	63	26%	-	-	N.M	
EBITDA	15	17	13%	8	11	41%	
NET INCOME	19	22	16%	8	11	41%	
MILLION TL	9M 2013	9M 2014	% Change	9M 2013	9M 2014	% Change	
SALES	178	195	9%	-	-	N.M	
EBITDA*	45	57	27%	27	35	30%	
NET INCOME*	60	69	15%	27	35	30%	

*Excludes non operational items

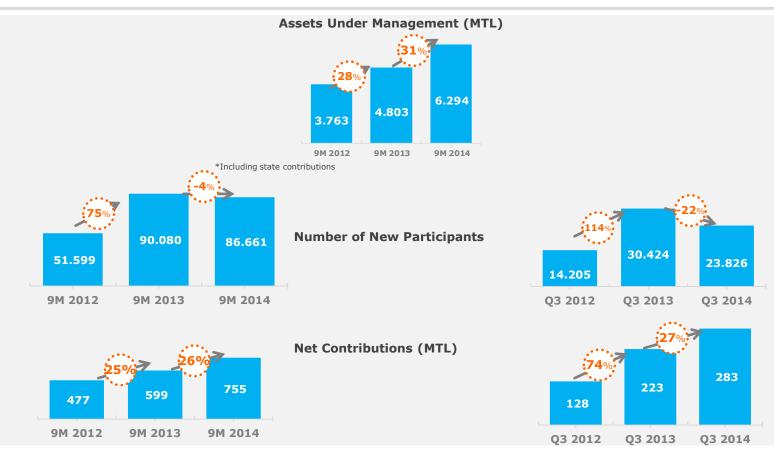
Strong growth in pension AUM and life pension GWP

9M 2014 VNB → 146 MTL

VNB measures the present value of future profits expected from new policies sold during a particular reporting period. In this case, 9M VNB represents the present value of future profits expected from the sales generated in the first 9M of 2014



••• Avivasa - Key Metrics in Pension





Avivasa – Initial Public Offering

- 19.67% of total shares listed
- Offer Price: 47 TL/share
- Market Capitalization: 1.7 BTL
- Allocation: 70% international 30% domestic
- 2.6x international demand received 3.2x domestic demand: 2.8x Overall
- Trading date: November 13, 2014
- Diverse international investor base: UK, US, Scandinavia, Continental Europe, the Gulf

Value crystallization through listing of high growth and highly profitable portfolio company





•• Industrials

	TOTAL BEFORE CONSOLIDATION ADJUSTMENTS (COMBINED)		CONTRIBUTION TO CONSOLIDATED FINANCIALS			
MILLION TL	Q3 2013	Q3 2014	% Change	Q3 2013	Q3 2014	% Change
SALES	1.218	1.157	-5%	799	732	-8%
EBITDA*	242	221	-9%	176	141	-20%
NET INCOME*	168	169	1%	110	107	-2%
EBITDA MARGIN	19,9%	19,1%				
MILLION TL	9M 2013	9M 2014	% Change	9M 2013	9M 2014	% Change
SALES	3.397	3.647	7%	2.297	2.434	6%
EBITDA*	562	671	19%	409	468	14%
NET INCOME*	344	481	40%	244	317	30%
EBITDA MARGIN	16,6%	18,4%				

*Excludes non operational items

Strong performance in export driven companies in 9M 2014



••• Industrials – Adjusted for Sasa and Temsa Impacts

	TOTAL BEFORE CONSOLIDATION ADJUSTMENTS (COMBINED)			CONTRIBUTION TO CONSOLIDATED FINANCIALS		
MILLION TL	Q3 2013	Q3 2014	% Change	Q3 2013	Q3 2014	% Change
SALES	1.513	1.550	2%	1.093	1.125	3%
EBITDA*	255	255	0%	189	175	-8%
NET INCOME*	168	171	2%	110	108	-2%
EBITDA MARGIN	16,9%	16,4%				
MILLION TL	9M 2013	9M 2014	% Change	9M 2013	9M 2014	% Change
SALES	4.226	4.730	12%	3.126	3.518	13%
EBITDA*	594	758	28%	441	554	26%
NET INCOME*	344	483	40%	244	318	31%
EBITDA MARGIN	14,1%	16,0%				



•• Kordsa Global

		TOTAL BEFORE CONSOLIDATION ADJUSTMENTS (COMBINED)			CONTRIBUTION TO CONSOLIDATED FINANCIALS		
MILLION TL	Q3 2013	Q3 2014	% Change	Q3 2013	Q3 2014	% Change	
SALES	405	420	4%	405	420	4%	
EBITDA*	58	46	-20%	58	46	-20%	
NET INCOME*	15	17	12%	9	10	9%	
EBITDA MARGIN	14,4%	11,1%					
MILLION TL	9M 2013	9M 2014	% Change	9M 2013	9M 2014	% Change	
SALES	1.140	1.294	13%	1.140	1.294	13%	
EBITDA*	106	159	49%	106	159	49%	
NET INCOME*	16	72	335%	10	51	412%	
EBITDA MARGIN	9,3%	12,3%					

* Eliminating the effect of exit from Argentina, EBITDA would be flat and the increase in net income would be 28%.



Kordsa Global – Growth in Asia

Kordsa's new PE yarn & tire cord fabric plant in Indonesia

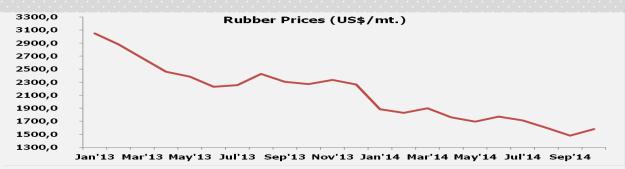
- Capacity Increase: 18kt Finished Product
- Projected Annual EBITDA Generation: +10 MUSD
- Contribution to Kordsa's Market Share in APAC: +6%
- Opening in November 2014



••• Brisa

		TOTAL BEFORE CONSOLIDATION ADJUSTMENTS (COMBINED)			CONTRIBUTION TO CONSOLIDATED FINANCIALS		
MILLION TL	Q3 2013	Q3 2014	% Change	Q3 2013	Q3 2014	% Change	
SALES	419	425	1%	-	-	N.M	
EBITDA	90	88	-3%	24	23	-3%	
NET INCOME	54	53	-3%	24	23	-3%	
EBITDA MARGIN	21,6%	20,7%					
MILLION TL	9M 2013	9M 2014	% Change	9M 2013	9M 2014	% Change	
SALES	1.095	1.212	11%	-	-	N.M	
EBITDA	203	247	22%	47	58	22%	
NET INCOME	109	133	22%	47	58	22%	
EBITDA MARGIN	18,5%	20,4%					

Strong profitability continued with all-time record sales quantity for the third quarter





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Non-Operational and Non-Recurring Items

	Q3 2013	Q3 2014	9M 2013	9M 2014
NET INCOME	481	456	1.570	1.435
Akbank Turkish Competition Board Penalty	0	0	53	0
Income from Akbank NPL Sale	0	0	-19	-14
Aksigorta Gain on Asset Sale	0	0	-26	0
Income from Diasa Sale	-85	0	-85	0
Carrefoursa Provision Impact	15	0	26	-3
Yünsa Gain on Asset Sale	0	0	0	-10
Temsa Gain on Asset Sale	0	0	0	-10
Gain on Share Sale of Temsa Cons. Equipment	0	0	0	-8
Other	0	15	9	-2
NET INCOME EXCLUDING NON OPERATIONAL & NON RECURRING ITEMS*	411	470	1.527	1.389

* Net income figures excluding non-operational or non-recurring items discussed in the presentation

No major one-off item in Q3 2014



2014 GUIDANCE

	SALES GROWTH	EBITDA GROWTH	REVISED GUIDANCE
Energy	45-50%	20-30%	+
Cement	10-15%	35-40%	
Retail	15-20%	5-15%	\Rightarrow
Industrials	15-20%	25-30%	+
Insurance	10-15%	5-10%	+

Lower EBITDA growth projection in Energy and Insurance



UPCOMING IR EVENTS - 2014

Industrials Day: November 12, 2014 – 10 am

BRISA KORDSAGLOBAL YÜNSA

Energy Day: December 2014

ENERJI SA

Avivasa Analyst Day: TBD



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