2016 YEAR-END

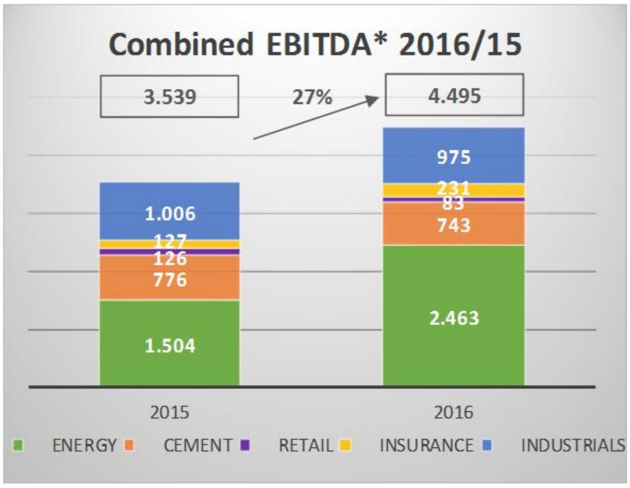
EARNINGS RELEASE

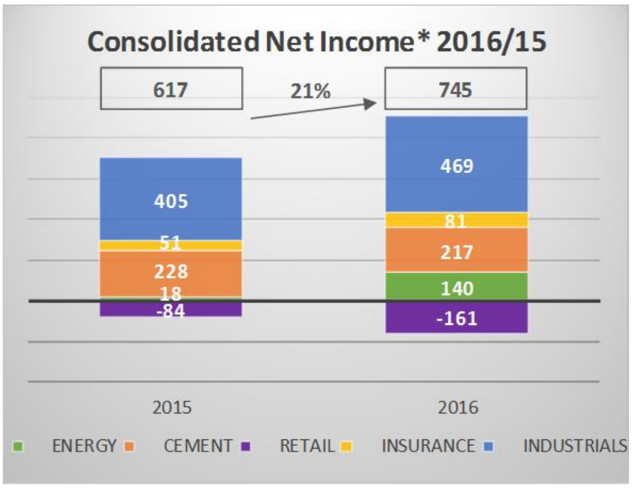
Raised Expectations Met

		2016 Growth Guidance	2016 Growth Realization	
ENERGY*	SALES	5-10%	6%	✓
	EBITDA	55-60%	64%	↑
INDUSTRIALS*	SALES	5-10%	3%	✗
	EBITDA	0-5%	-3%	✗
SABANCI HOLDING COMBINED NON-BANK *	SALES	5-10%	6%	✓
	EBITDA	20-30%	27%	✓

- Managed to deliver or exceed all targets; except for the sales and EBITDA growth target for Industrials mostly due to the underperformance of Brisa and Yünsa.
- In energy, managed to beat EBITDA guidance and realized 64% growth y/y, thanks to strong operational performance in all segments.

Results Snapshot





* One off items and Other segment excluded

- 2016 was the year of **Energy**, as this segment helped achieve strong growth from revenues to the bottom line, despite challenging macroeconomic backdrop. The main drivers of profitability were the returns on RAB in distribution and FIT impact in generation.
- Performed strongly in **Insurance** thanks to traffic product growth and strong underwriting results and pension profitability.

- Combined non-bank revenues posted 6% growth in 2016 while non-bank EBITDA posted 27% growth.

- Consolidated non-bank net income increased by 21%. The strong performance in Energy offset the decline in Retail.

Net Sales

MILLION TL	Q4 2015	Q4 2016	% Change	2015	2016	% Change
TOTAL*	12.758	13.990	*10%*	47.110	52.836	*12%*
BANK	4.765	6.022	26%	18.414	22.411	22%
NON-BANK*	**7.993**	**7.968**	**0%**	**28.696**	**30.425**	**6%**
ENERGY	3.224	3.299	2%	11.827	12.565	6%
CEMENT	704	662	-6%	2.640	2.631	*0%*
RETAIL	2.146	1.911	-11%	7.099	7.566	7%
INSURANCE	457	615	35%	1.886	2.213	17%
INDUSTRIALS	1.388	1.425	3%	5.054	5.228	3%
OTHER*	75	56	-25%	190	222	17%

** Holding dividend income excluded*

- The key driver of the top line growth was insurance, with 35% growth y-o-y, on the back of traffic insurance growth.

- In Energy, the company had a strong growth in generation and distribution segments topline, but these were mostly netted off with the decrease in the retail segment topline due to focus on more profitable segments rather than volume.

- The 11% drop in Retail top line is a result of store closures, while Cement segment sales were adversely affected from colder than usual Q4 weather.

EBITDA (EXCLUDING NON OPERATIONAL ITEMS)

MILLION TL	Q4 2015	Q4 2016	% Change	2015	2016	% Change
TOTAL*	**2.162**	**3.006**	**39%**	**7.966**	**10.768**	**35%**
BANK	1.386	1.581	14%	4.450	6.323	42%
NON-BANK*	**777**	**1.425**	**83%**	**3.516**	**4.445**	**26%**
ENERGY	284	836	194%	1.504	2.463	64%
CEMENT	175	144	-18%	776	743	-4%
RETAIL	10	117	1063%	126	83	-34%
INSURANCE	0	83	N.M.	127	231	82%
INDUSTRIALS	309	258	-17%	1.006	975	-3%
OTHER*	-1	-12	-832%	-23	-50	-120%

Excluding one off items
** Holding dividend income is excluded*

- Energy segment has posted nearly 3 times EBITDA in Q4 y-o-y and now represents 59% of the total combined non-bank EBITDA. This is on the back of tariff impact on distribution side, feed-in-tariff impact and the new power plants' contribution on the generation side and focus on profitability on the retail side.

- In the retail segment, the action plan for both food and technology retail businesses have delivered solid results. This quarter, managed to improve EBITDA more than 10 fold, **making Q4 retail EBITDA the highest over the last five years.**

- In insurance segment, **high underwriting performance and pension profitability** has led to a higher technical profitability in Q4.

- Industrials EBITDA was mainly affected by **a high base effect** during Q4 last year, along with weak demand in local and global markets.

CONSOLIDATED NET INCOME

MILLION TL	Q4 2015	Q4 2016	% Change	2015	2016	% Change
CONSOLIDATED NET INCOME*	**568**	**792**	**39%**	**2.024**	**2.800**	**38%**
BANK	431	491	14%	1.368	1.979	45%
NON-BANK	**137**	**301**	**120%**	**656**	**821**	**25%**
ENERGY	9	50	461%	18	140	666%
ENERGY-Adjusted for comparison*	-5	31	728%	26	153	480%
CEMENT	50	44	-12%	228	217	-5%
RETAIL	-47	-11	77%	-84	-161	-91%
INSURANCE	2	29	1639%	51	81	58%
INDUSTRIALS	133	127	-5%	405	469	16%
OTHER	-9	62	763%	38	76	99%
NON BANK CONSOLIDATED NET INCOME-Adjusted for comparison*	*123*	*282*	*130%*	*664*	*835*	*26%*

**Excludes non-operational one off items.*
*** Consolidated Net Income Adjusted for Comparison - Excluding the effect of Enerjisa Tufanbeyli tax incentive*

- Energy net income is 5x last year's, despite adverse development of the FX rates.
- Despite remaining flat, **Industrials** still makes up a major part of the consolidated non-bank net profit (42%), thanks to the stellar Philsa
- **Insurance** segment achieved the highest growth mainly thanks to strong operational profitability and financial income.
- Strong operational profitability has covered major portion of the financing costs in **Retail**, reducing the negative impact on bottom line.
- FX long position at holding level also contributed to the bottom line in Q4.

SEGMENT HIGHLIGHTS

Energy

	BEFORE CONSOLIDATION ADJUSTMENTS (COMBINED)		
MILLION TL	Q4 2015	Q4 2016	% Change
SALES	3.224	3.299	2%
EBITDA*	284	836	194%
NET INCOME*	19	101	438%
NET INCOME** - Adjusted for comparison	-9	60	748%
EBITDA* MARGIN	8,8%	25,3%	

MILLION TL	2015	2016	% Change
SALES	11.827	12.565	6%
EBITDA*	1.504	2.463	64%
NET INCOME*	37	279	650%
NET INCOME** - Adjusted for comparison	54	307	472%
EBITDA* MARGIN	12,7%	19,6%	

**Excludes non-operational one off items.*
***Tax Incentive regarding Tufanbeyli Lignite Plant is recalculated based on the changes in economic assumptions; the incentive itself is not treated as a one-off item in the financials; excluded only for comparison purposes*

- Overall, Enerjisa with all business lines had fantastic quarter with 25% EBITDA margin. This was the most strong quarter in terms of profitability.
- And as previously mentioned, despite challenging financing conditions, profitability was carried to the bottom line as well.

EEDAŞ Consolidated***

MILLION TL	Q4 2015	Q4 2016	% Change	2015	2016	% Change
Net sales	2.853	2.540	-11%	10.640	10.027	-6%
*Gross margin (%)***	28,3%	33,3%	5,0pp	19,0%	26,0%	7,0pp
*Operational Expenses***	-316	-430	-36%	-899	-1.171	-30%
Other income/(expense)	5	-14	-395%	18	-9	-150%
EBITDA*	151	423	180%	740	1.416	91%
EBITDA* margin (%)	5,3%	16,6%	11,3pp	7,0%	14,1%	7,2pp
Operational Fx and Interest Income/(expense)	12	13	5%	60	54	-10%
Interest and other financial	-163	-197	-21%	-544	-699	-29%
FX income/(expense)	20	-37	-283%	-17	-54	-218%
Net income*	-42	102	340%	-12	365	3079%

****EEDAŞ;Enerjisa Electricity Distribution Company: Distribution & Retail businesses consolidated*

- With the impact of acquisition financing; distribution and retail businesses recorded remarkable profitability.
- The 11,3 percentage points improvement in EBITDA* margin is remarkable.

Energy – Distribution Business

MILLION TL	Q4 2015	Q4 2016	% Change
SALES	985	1.096	11%
EBITDA*	120	350	191%
EBITDA* MARGIN	12,2%	32,0%	

MILLION TL	2015	2016	% Change
SALES	2.731	3.474	27%
EBITDA*	510	1.103	116%
EBITDA* MARGIN	18,7%	31,8%	

** One off items excluded*

- 2016 was the year of efficiency and profitability boost the Distribution Business.
- Regulated Asset Base has continued to increase in 2016 with ongoing investments.
- With this RAB growth, and the impact of ~200 bps escalation in regulated WACC, and efficiencies in capex management, EBITDA increased by 228 MTL vs last year.

Energy – Retail Business

MILLION TL	Q4 2015	Q4 2016	% Change
SALES	2.537	2.130	-16%
EBITDA*	32	72	127%
EBITDA* MARGIN	1,2%	3,4%	

MILLION TL	2015	2016	% Change
SALES	10.492	9.459	-10%
EBITDA*	231	313	36%
EBITDA* MARGIN	2,2%	3,3%	

** One off items excluded*

- In 2016, retail business has increased its EBITDA margin by 1,1pp to reach 3.3% and Q4 margin was even slightly higher. The strategy of focusing on more profitable Mid and SME customers have paid out well.
- In addition to the segmentation based on profitability, there was a positive volume impact of large industrial customers that were sourcing electricity through regulated tariff. With these effects there is a contraction in the top line.
- Retail business had a fantastic quarter and year, despite volume conraction and additional cost items like FIT.
- With all actions taken and efficiencies implemented, EBITDA more than doubled in Q4.

Energy – Generation Business

MILLION TL	Q4 2015	Q4 2016	% Change	2015	2016	% Change
Net sales	901	1.087	21%	3.277	3.822	17%
Gross margin (%)	17%	21%	3,8pp	26%	25%	-1,0pp
EBITDA*	**141**	**417**	**196%**	**777**	**1.054**	**36%**
EBITDA* margin (%)	**16%**	**38%**	**22,8pp**	**24%**	**28%**	**3,9pp**
Depreciation	-59	-102	-74%	-231	-308	-33%
Interest and other financial	-54	-95	-75%	-235	-282	-20%
FX income/(expense)	18	-153	-967%	-207	-419	-102%
Net income*	72	4	-95%	88	-82	-193%
NET INCOME - Adjusted for comparison**	**44**	**-37**	**-185%**	**104**	**-54**	**-152%**

** One off items excluded*

- At the end of 2016, all major projects were completed on the generation side. On top of new capacity coming online, Q4'16 was a strong quarter in terms of operational performance as well. Generation volumes were 1,7x of the Q4 in last year and EBITDA margin increased by 22,8 pp and reached 38%.
- The combined impact of hydro and thermal dispatch is 39 MTL. With the impact of natural gas curtailment, electricity prices in Q4 reached 169 TL/MWh and this is 17% higher than the same period last year.
- Additional capacity coming online and higher electricity prices contributed to the EBITDA with additional 89 MTL.
- With the commissioning of Tufanbeyli and Bandırma 2, capitalization for these plants have ended and financial expenses have started to directly impact P&L.

Energy – Generation Balance Sheet and Cash Flows

MILLION TL	2015	2016	% Change
Cash	96	21	-78%
Trade Receivables	474	422	-11%
Fixed Assets	10.765	11.116	3%
Other Assets*	1.330	1.780	34%
TOTAL ASSETS	**12.667**	**13.339**	**5%**
Bank Borrowings	6.622	7.371	11%
Trade Payables	591	409	-31%
Other Liabilities**	354	793	124%
TOTAL LIABILITIES	**7.567**	**8.573**	**13%**
TOTAL EQUITY	**5.099**	**4.766**	**-7%**
TOTAL LIABILITIES AND EQUITY	**12.667**	**13.339**	**5%**

	2015	2016	% Change
Cash the beginning of the year	77	96	26%
Net cash provided by operating activities	**816**	**1.366**	**67%**
Net cash used in investing activities	**-864**	**-909**	**-5%**
Net cash (used in)/provided by financing activities	68	-532	-885%
Cash at the end of year	96	21	-78%
Free cash flow	**-48**	**457**	**1051%**

- As Tufanbeyli and Bandırma 2 plants became operational, all major projects completed in 2016,
- Increase in operational cash flow on the back of additional capacity and favorable dispatch opportunities resulted in a significant improvement in the free cash flow.

Cement

	BEFORE CONSOLIDATION ADJUSTMENTS (COMBINED)		
MILLION TL	Q4 2015	Q4 2016	% Change
SALES	704	662	-6%
EBITDA*	175	144	-18%
NET INCOME*	112	95	-16%
EBITDA* MARGIN	24,9%	21,8%	

MILLION TL	2015	2016	% Change
SALES	2.640	2.631	0%
EBITDA*	776	743	-4%
NET INCOME*	504	477	-5%
EBITDA* MARGIN	29,4%	28,2%	

** One off items excluded*

- Cement business posted a 3% decline in volumes on the back of two factors: High base of last year's Q4 and severe weather conditions especially in December.
- Grey cement export markets were challenging particularly in MENA, however promising in the US. Also, sales volumes were strong particularly in high margin white cement exports.
- On the costs side, petcoke and coal prices are on the rise. For the petcoke, issues in Venezuela is the main reason, while China`s lower coal production and India's increasing demand have led to increases in coal prices.
- Domestic grey cement prices declined 3% due to competitive environment.
- New Afyon plant of Çimsa has started its test production at the end of the 2016.
- Topline of cement segment declined 6% mainly driven by decrease in volume due to severe weather conditions, especially in December and declining domestic grey cement prices.
- With the declining prices and increasing energy and fuel prices cement segment EBITDA decreased by 18% (2016:144 MTL, 2015: 175 MTL) and EBITDA margin decreased by 315 bps vs last year. (2015: 24.9%, 2016: 21.8%)
- Looking forward, key focus areas will be production costs and new demand driven by infrastructure segment and mega construction projects rather than residential segment.

Retail

MILLION TL	BEFORE CONSOLIDATION ADJUSTMENTS (COMBINED)		
	Q4 2015	Q4 2016	% Change
SALES	2.146	1.911	-11%
EBITDA*	10	117	1063%
NET INCOME*	-89	-25	72%
EBITDA* MARGIN	0,5%	6,1%	

MILLION TL	2015	2016	% Change
SALES	7.099	7.566	7%
EBITDA*	126	83	-34%
NET INCOME*	-159	-310	-95%
EBITDA* MARGIN	1,8%	1,1%	

** One off items excluded*

- Revenues of retail segment fell 11% y-o-y in Q4 2016. The decline was driven by the loss of revenue from the stores that were closed within the restructuring program.
- EBITDA of the segment showed an unprecedented level of change y-o-y in Q4 driven improvement in gross margins and optimization of SG&A expenses per sqm in both businesses, Carrefoursa and Teknosa.
- Finance expenses for both companies hit the bottom in the fourth quarter due to an increase in interest payable driven by additional financing. One of the current primary focus areas is deleveraging in food retail through real estate sales.

Carrefoursa

MILLION TL	BEFORE CONSOLIDATION ADJUSTMENTS (COMBINED) Q4 2015	Q4 2016	% Change
SALES	1.181	1.106	-6%
EBITDA*	0	40	9911%
NET INCOME*	-73	-40	45%
EBITDA* MARGIN	0,0%	3,6%	

MILLION TL	2015	2016	% Change
SALES	3.933	4.492	14%
EBITDA*	74	2	-97%
NET INCOME*	-120	-265	-121%
EBITDA* MARGIN	1,9%	0,0%	

** One off items excluded*

- Carrefoursa has made good progress in the fourth quarter against the top priorities which had outlined in the action plan in the first quarter. **(closing low performing stores, improving SKU availability, improvement in assortment and achieving 3% EBITDA margin by Q4)**
- In addition to store closures, these changes have been implemented:
  - Resizing the stores to reduce rents and offering the right sized store in the right region
  - Various assortment improvements towards simplification
  - Supply chain improvements such as shifting to direct delivery of dairy products to the stores
- To build on 2016 q4 momentum in 2017, focus will be on;
  - increasing the revenue and gross profit per sqm by improving customer experience through refurbishments in stores,
  - further cut down the costs through supply chain efficiencies
  - reducing the stock losses in stores where there is still improvement opportunities.
- Further progress will be driven by deleveraging through proceeds from real estate assets, in which the initial sale was realized in December 2016.

Insurance

MILLION TL	BEFORE CONSOLIDATION ADJUSTMENTS (COMBINED)		
	Q4 2015	Q4 2016	% Change
SALES	457	615	35%
EBITDA*	0	83	N.M
NET INCOME*	1	79	6337%

MILLION TL	2015	2016	% Change
SALES	1.886	2.213	17%
EBITDA*	127	231	82%
NET INCOME*	126	212	69%

** One off items excluded*

- Segment premium generation has boosted with Traffic insurance in **Aksigorta** and with Health and Protection related products in **Avivasa.**
- In **Aksigorta,** profitability has been boosted with focusing on highly profitable segments such as Fire and Marine insurance while reducing combined ratio – turning Underwriting Line from a loss of 14MTL to 31 MTL profit.
- Avivasa maintained market leadership position in pension business and continues to grow in Health and Protection products. Protection technical profit growth was at 6% in Q4, while pension technical profit increased by 20% thanks to higher fee income. **Avivasa** will continue to grow its pension assets base with the recently launched Auto Enrollment system while maintaining its market leadership position.

Industrials

MILLION TL	BEFORE CONSOLIDATION ADJUSTMENTS (COMBINED)		
	Q4 2015	Q4 2016	% Change
SALES	1.388	1.425	3%
EBITDA*	309	258	-17%
NET INCOME*	217	173	-20%
EBITDA* MARGIN	22,3%	18,1%	

MILLION TL	2015	2016	% Change
SALES	5.054	5.228	3%
EBITDA*	1.006	975	-3%
NET INCOME*	627	634	1%
EBITDA* MARGIN	19,9%	18,6%	

** One off items excluded*

- **Industrials** segment had a challenging year, mostly on the back of weaker demand in local and global markets. With the help of the exporting businesses, intensive focus on inventory and working capital management as well as Philsa`s contribution, EBITDA erosion have been contained.
- Segment top line posted 3% growth in Q4, which has been driven with Kordsa and Yunsa with growth in Global Markets for Kordsa and Inventory cleanup related sales in Yunsa. Brisa`s revenues contracted by 5% due to weaker demand.
- On the operational profitability side, EBITDA contracted by 17% in Q4. This is mainly due to weakness in Brisa and two of Temsa`s operational profitability. Thanks to growth in Philsa`s contribution contraction of EBITDA was limited.
- Coming down to the bottom line, net profit dropped by 20% in Q4. This is again mainly due to Brisa`s weaker operational performance as well as increased financial expenses for financing.

Kordsa Global

	STANDALONE FINANCIALS		
MILLION TL	Q4 2015	Q4 2016	% Change
SALES	452	505	12%
EBITDA*	70	78	12%
NET INCOME*	51	53	5%
EBITDA* MARGIN	15,5%	15,5%	

MILLION TL	2015	2016	% Change
SALES	1.737	1.908	10%
EBITDA*	242	293	21%
NET INCOME*	121	191	57%
EBITDA* MARGIN	13,9%	15,4%	

** One off items excluded*

- Tire market faced slowdowns and even shrinkage in regions such as South America but thanks to its global footprint, Kordsa managed to deliver higher operational profitability.
- Revenue grew 12% in the last quarter and 10% for the full year in 2016. EMEA and Asia Pacific regions were the main drivers where the new tire cord fabric and yarn investments were fully utilized.
- Increased capacity utilization and focus on both commercial and operational excellence lead to profitable growth.
- Efficiency, conversion cost improvements and commercial optimization helped operational margins to improve and in absolute terms EBITDA grew 21% YoY. Improved free cash flow also enabled the company to further decrease its leverage.
- Depreciation of Brazilian Real and Turkish Lira resulted in an FX gains boosting the bottom line further with net income improvement of 57% in 2016.

Brisa

	BEFORE CONSOLIDATION ADJUSTMENTS (COMBINED)		
MILLION TL	Q4 2015	Q4 2016	% Change
SALES	519	494	-5%
EBITDA*	134	82	-39%
NET INCOME*	76	39	-49%
EBITDA* MARGIN	25,8%	16,6%	

MILLION TL	2015	2016	% Change
SALES	1.802	1.766	-2%
EBITDA*	368	251	-32%
NET INCOME*	192	87	-55%
EBITDA* MARGIN	20,4%	14,2%	

** One off items excluded*

- Brisa had a challenging year mainly because of limited growth in the markets. The company shifted sales to exports, as growth in the local tire market was limited.
- Overall replacement market was down by 1% (in units) YoY, which covers 62% of the overall sales revenue of Brisa.
- OE sales decreased due to production declines
- Total sales volume supported through increased Lassa export sales to Europe, Middle East and Africa.
- In addition to Low demand; low raw material prices forced all tire producers to decrease prices in 2016 – hurting margins
- On top of weaker operational performance and higher interest rates have led to the 50% contraction at bottom line.
- Inventory level of both Brisa and its dealers optimized towards 2016 year-end and close focus on pro-active working capital management (provisioning for receivables and aged tires) which should help turnaround in 2017.

MILLION TL	BEFORE CONSOLIDATION ADJUSTMENTS (COMBINED)		
	Q4 2015	Q4 2016	% Change
SALES	42	57	35%
EBITDA*	10	-6	N.M
NET INCOME*	4	-9	N.M
EBITDA* MARGIN	24,1%	-10,3%	

MILLION TL	2015	2016	% Change
SALES	264	247	-6%
EBITDA*	35	10	-71%
NET INCOME*	11	-12	N.M
EBITDA* MARGIN	13,2%	4,1%	

** One off items excluded*

- Yünsa, had a rough year due to challenging market conditions. Local markets were affected by the crisis with Russia.
- In the export markets, Italian companies gained competitive advantage due to EUR/USD depreciation.
- Additionally, the Company was impacted by working capital need resulting from increasing payment terms.
- As communicated earlier, 2016 was a restructuring year for Yünsa
- Inventory clean up was completed,
- Steps were taken to improve margins with TQM to minimize production costs.

Temsa

	TEMSA BUS		
	STAND ALONE FINANCIALS		
MILLION TL	2015	2016	% Change
SALES	750	889	18%
EBITDA*	102	85	-16%
NET INCOME*	71	52	-26%
EBITDA MARGIN	13,5%	9,6%	

	TEMSA CONSTRUCTION EQUIPMENT		
	STAND ALONE FINANCIALS		
MILLION TL	2015	2016	% Change
SALES	484	465	-4%
EBITDA	25	30	23%
NET INCOME	12	15	27%
EBITDA MARGIN	5,1%	6,5%	

	TEMSA AUTOMOTIVE		
	STAND ALONE FINANCIALS		
MILLION TL	2015	2016	% Change
SALES	503	417	-17%
EBITDA	65	41	-37%
NET INCOME	41	20	-52%
EBITDA MARGIN	12,9%	9,9%	

** One off items excluded*

- In Temsa businesses, BUS and Automotive, EBITDA margins are quite lower as compared to last year. Major impact is the regulatory changes creating additional costs.
- The regulation requires the usage of EURO6 engines instead of EURO5; however, this cost change have not yet reflected to the market prices. As a result, gross profit of bus and automotive business has narrowed.
- In all the Temsa companies, focus have been on inventory and working capital management. Thus, despite the narrowing EBITDA margin, companies are in a good position in terms of working capital and inventory management.
- In Temsa Construction Equipment, as the focus shifts to profitable segments, EBITDA margin improved 1,4pp and EBITDA increased by 23%. Also a distributorship agreement was signed with Volvo Heavy Truck within Temsa Construction Equipment.

Philsa

	BEFORE CONSOLIDATION ADJUSTMENTS (COMBINED)		
MILLION TL	**Q4 2015**	**Q4 2016**	**% Change**
SALES	4.611	5.089	10%
NET INCOME	50	78	57%
MILLION TL	**2015**	**2016**	**% Change**
SALES	16.592	19.598	18%
NET INCOME	186	289	56%

- The business has been very strong in the first three quarters of 2016, and slowed down a bit in Q4, but ended the year with 1% volume growth and 50bn units.
- Philsa market share continues to expand and now the company covers 44.4% in Q4 of the market - 20bps up from last year.
- Strong market share is attributable to lower illicit trade especially through Southeastern frontiers.
- In terms of financials, net income from the business grew by 56% y-o-y, which contributes to bottom line.

FX Position

	MILLION EURO	
CONSOLIDATED NET FX POSITION (excl. Bank) M€	DEC 31, **2015**	DEC 31, **2016**
ENERGY*	-124	-278
INDUSTRIALS	2	-25
CEMENT	-1	-8
RETAIL	-4	3
HOLDING	115	167
INSURANCE & OTHER	13	6
TOTAL CONSOLIDATED FX POSITION AFFECTING PL	**1**	**-135**

Capitalized borrowings of Energy segment amounting to 29 MEUR and the other FX assets/liabilities that do not create FX gain/loss are excluded

Holding Only Cash Position is 1.114 MTL

2017 Guidance

		2017 Growth Guidance
ENERGY*	SALES	10-15%
	EBITDA	10-15%
INDUSTRIALS*	SALES	5-15%
	EBITDA	5-15%
SABANCI HOLDING COMBINED NON-BANK	SALES	5-10%
	EBITDA	10-15%

** One off items excluded*

APPENDIX-CONSOLIDATED FINANCIALS

Balance Sheet (000 TL)

	31.12.2016	31.12.2015
ASSETS		
Current Assets	**150.789.884**	**123.206.744**
Cash and Cash Equivalents	12.596.627	10.705.724
Financial Assets	3.835.458	1.702.308
- Held for Trading	63.921	40.513
- Available for Sale	3.050.872	1.540.670
- Held to Maturity	684.900	121.125
- Time Deposits	35.765	-
Trade Receivables	1.440.602	1.339.757
Receivables from Finance Sector Operations	87.848.505	78.541.392
Bank of the Republic of Turkey	33.171.783	24.007.327
Other Receivables	1.138.432	1.036.876
Derivative Financial Instruments	7.662.697	2.717.395
Inventories	2.005.735	2.021.777
Prepaid Expenses	486.716	338.199
Current Tax Assets	4.678	4.478
Other Current Assets	576.871	677.290
	150.768.104	**123.092.523**
Assets Classified As Held for Sale	21.780	114.221
Non-current Assets	**157.477.955**	**142.313.323**
Financial Assets	49.063.092	52.415.563
- Available for Sale	31.771.008	41.848.155
- Held to Maturity	17.292.084	10.567.408
- Time Deposits	-	-
Trade Receivables	110.032	46.561
Receivables From Finance Sector Operations	92.734.698	75.896.951
Other Receivables	884.996	379.138
Derivative Financial Instruments	807.874	651.367
Investments Accounted Through Equity Method	6.101.005	5.970.431
Investment Property	278.476	292.103
Property, Plant and Equipment	4.964.509	4.282.958
Intangible Assets	1.687.584	1.544.798
- Goodwill	1.014.815	1.014.355
- Other Non Current Assets	672.769	530.443
Prepaid Expenses	129.067	55.557
Deferred Tax Assets	635.401	714.698
Other Non Current Assets	81.221	63.198
Total Assets	**308.267.839**	**265.520.067**

	31.12.2016	31.12.2015
LIABILITIES		
Short Term Liabilities	**213.371.296**	**189.599.353**
Financial Liabilities	8.838.741	8.678.744
Current Portion of Long-Term Financial Liabilities	13.620.874	12.862.826
Trade Payables	2.490.488	2.386.775
Payables from Finance Sector Operations	176.618.716	156.890.448
Short Term Employee Benefits	63.177	56.405
Other Payables	4.725.183	4.441.032
Derivative Financial Instruments	4.617.826	1.772.169
Deferred Income	149.461	164.578
Income Taxes Payable	347.607	402.774
Short Term Provisions	699.107	606.545
- Short Term Provisions for Employee Benefits	287.751	238.249
- Other Short Term Provisions	411.356	368.296
Other Short Term Liabilities	1.188.398	1.291.129
	213.359.578	**189.553.425**
Liabilities Classified As Held for Sale	11.718	45.928
Long Term Liabilities	**50.089.200**	**35.949.276**
Financial Liabilities	26.458.459	19.137.143
Trade Payables	29	216
Payables from Finance Sector Operations	22.096.811	15.532.084
Other Payables	829.968	595.931
Derivative Financial Instruments	98.991	158.960
Deferred Income	120.273	114.297
Long Term Provisions	327.449	289.523
- Long Term Provisions for Employee Benefits	323.210	284.829
- Other Long Term Provisions	4.239	4.694
Deferred Tax Liabilities	139.150	118.323
Other Long Term Liabilities	18.070	2.799
EQUITY	**44.807.343**	**39.971.438**
Equity Attributable to the Parent	**23.146.297**	**20.942.594**
Share Capital	2.040.404	2.040.404
Adjustment to Share Capital	3.426.761	3.426.761
Share Premium	22.237	22.237
Adjustments to Share Capital due to Cross Ownership(-)	(190.470)	-
Accumulated Other Comprehensive Income or Loss That Will Not Be Reclassified to Profit or Loss	(59.814)	(51.102)
- Actuarial Gains/Losses	(59.814)	(51.102)
Accumulated Other Comprehensive Income or Loss That Will Be Reclassified to Profit or Loss	(268.550)	(332.327)
- Currency Translation Reserve	499.438	283.604
- Hedge Reserve	(323.312)	(175.630)
- Revaluation Reserve	(444.676)	(440.301)
Restricted Reserves	929.750	892.819
Retained Earnings	14.585.848	12.707.474
Net Income for the Period	2.660.131	2.236.328
Non-controlling Interests	**21.661.046**	**19.028.844**
TOTAL EQUITY AND LIABILITIES	**308.267.839**	**265.520.067**

Income Statement (000 TL)

	31.12.2016	31.12.2015
CONTINUING OPERATIONS		
Sales (net)	12.362.180	11.657.193
Cost of Sales (-)	(9.778.272)	(9.093.701)
Gross Profit From Non-Financial Operations	**2.583.908**	**2.563.492**
Interest, Premium, Commission and Other Income	22.365.586	18.378.397
Interest, Premium, Commission and Other Expense (-)	(12.198.054)	(9.990.453)
Gross Profit From Financial Operations	**10.167.532**	**8.387.944**
GROSS PROFIT	**12.751.440**	**10.951.436**
General Administrative Expenses (-)	(4.931.039)	(4.926.706)
Marketing, Selling and Distribution Expenses (-)	(1.718.201)	(1.579.935)
Research and Development Expenses (-)	(5.756)	(3.323)
Income From Other Operating Activities	1.189.953	932.107
Expense From Other Operating Activities (-)	(864.195)	(567.842)
Interest in Income of Investments Accounted Through Equity Method	649.113	547.932
OPERATING PROFIT	**7.071.314**	**5.353.669**
Income From Investment Activities	86.203	177.633
Expense From Investment Activities (-)	(4.356)	(6.991)
OPERATING PROFIT BEFORE FINANCIAL INCOME / (EXPENSES)	**7.153.161**	**5.524.311**
Financial Income	48.601	54.974
Financial Expenses (-)	(371.658)	(279.921)
NET INCOME BEFORE TAX FROM CONTINUING OPERATIONS	**6.830.104**	**5.299.364**
Tax Income / (Expense) from Continuing Operations	**(1.273.606)**	**(973.144)**
Current Income Tax Expense	(1.215.115)	(1.023.810)
Deferred Income Tax Benefit / Charge	(58.491)	50.666
NET INCOME FOR THE YEAR FROM CONTINUING OPERATIONS	**5.556.498**	**4.326.220**
DISCONTINUED OPERATIONS		
Net Income After Tax From Discontinued Operations	(9.352)	94.862
NET INCOME FOR THE YEAR	**5.547.146**	**4.421.082**
ALLOCATION OF NET INCOME		
- Non-controlling Interests	2.887.015	2.184.754
- Equity Holders of the Parent	2.660.131	2.236.328
Earnings per share - thousands of ordinary shares (TL)	13,04	10,96
Earnings per share from continuing operations - thousands of ordinary shares (TL)	13,08	10,50

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