



AKSA

Aksa Akrilik Kimya Sanayii A.Ş.



► CONTENT

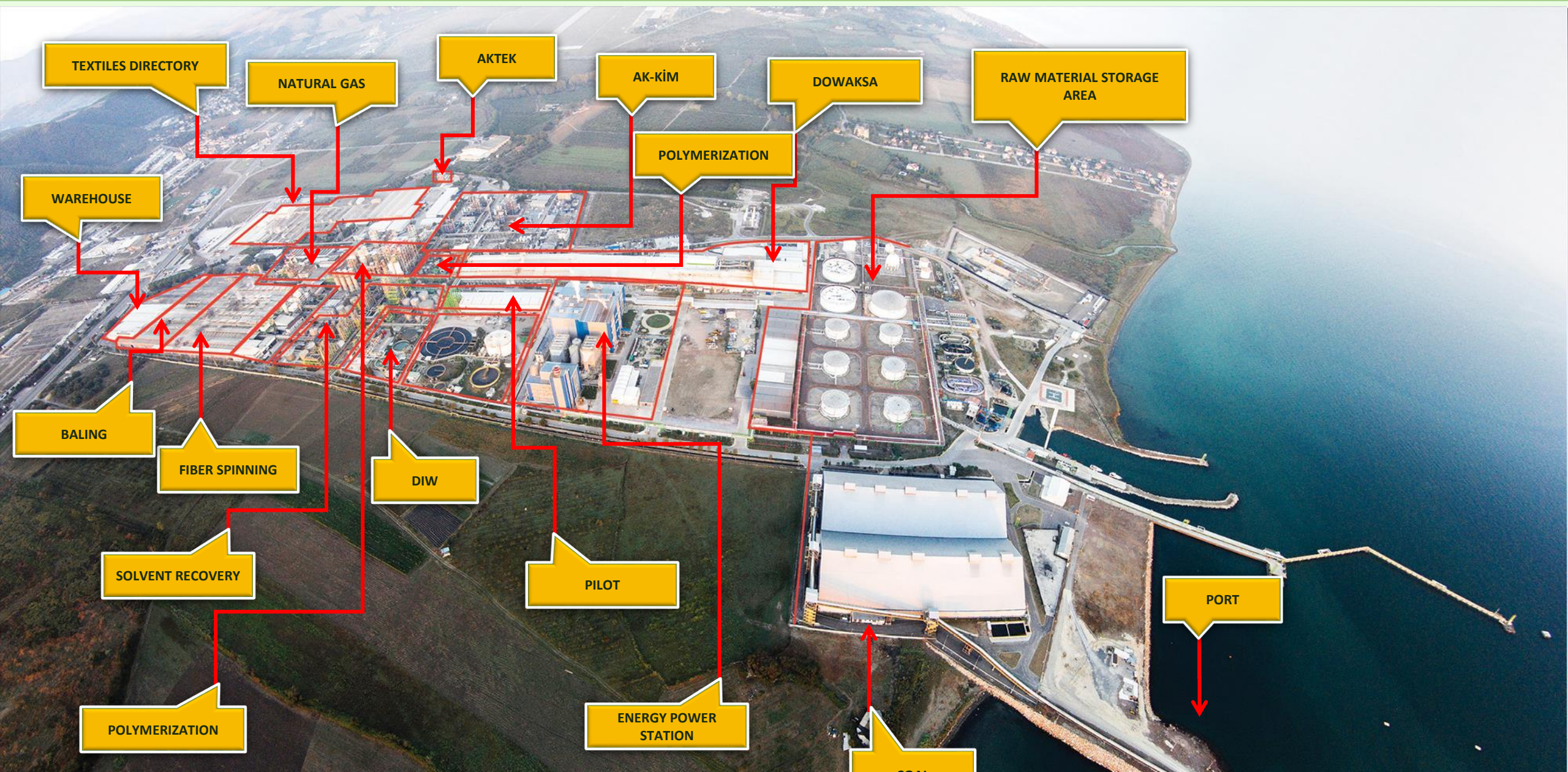
- Aksa in Brief
- Business Information
- Financial Highlights
- Financial Information





AKSA IN BRIEF

► PRODUCTION FACILITY



► AKSA IN BRIEF

Company Name	Aksa Akrilik Kimya Sanayii A.Ş.
Establishment	1968
Paid Capital	185.000.000 TL
Stock	Borsa İstanbul (BIST) (1986>)
Stock Code	AKSA
Adress	Merkez Mahallesi Yalova-Kocaeli Yolu Caddesi No: 34 Yalova / Türkiye
Web	www.aksa.com
E-mail	ir@aksa.com
Tel. / Fax	0 226 353 25 45 / 0 226 353 33 07

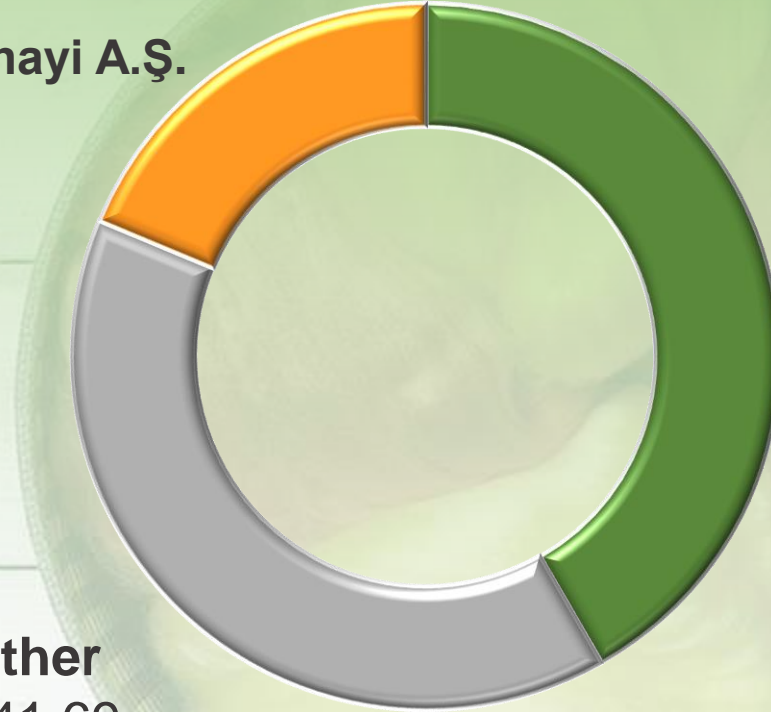
► SHAREHOLDERS

Aksa is a public company traded on the ISE since 1986.

Emniyet Ticaret ve Sanayi A.Ş.
%18,72

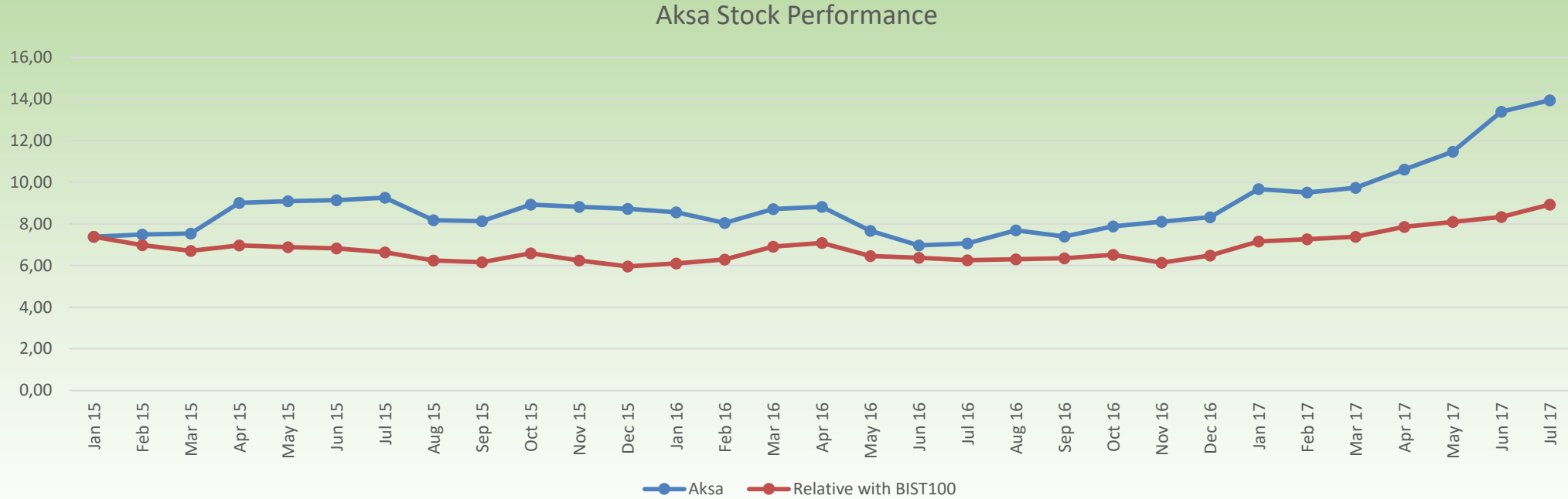
Akkök Holding
%39,59

Other
%41,69



STOCK INFORMATION

Aksa Stock Performance



Share Performance	2011	2012	2013	2014	2015	2016	1Q17	2Q17
Lowest Price (TRY)	2,00	2,44	3,32	4,65	5,72	6,34	8,21	8,21
Highest Price (TRY)	3,49	3,34	6,46	6,32	10,26	9,16	10,51	14,56
Year-end Price (TRY)	2,69	3,32	5,68	5,78	8,72	8,32	9,73	14,42
Issued Share Capital (k TRY)	185.000	185.000	185.000	185.000	185.000	185.000	185.000	185.000
Market Value (k TRY)	497.650	614.200	1.050.800	1.069.300	1.613.200	1.539.200	1.800.050	2.667.700

► AKKOK HOLDING



Chemicals

- Aksa
- DowAksa
- Ak-Kim
- Gizem Frit



Energy

- Akenerji
- SEDAŞ
- Sepaş



Textile

- Aksa Egypt



Real Estate

- Akiş
 - Akbatı
 - Akasya
- Akmerkez



Services

- Akmerkez Lokantacılık
- Ak-Pa
- Aktek
- Dinkal

► AKKÖK HOLDING

5.225

Employee

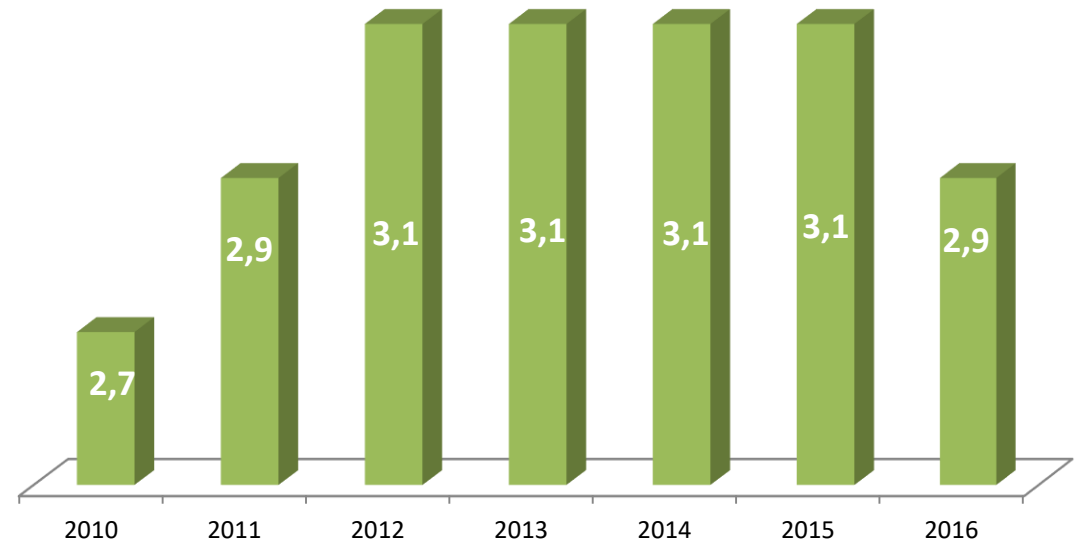
18

Company

4

Listed
Company

Net Sales (Billion USD)



► PARTICIPATIONS – SUBSIDIARIES – JOINT VENTURES.

Joint Ventures

DowAksa Holdings

%50 share

370 mio. USD capital

Carbon Fiber production

Subsidiaries

Aksa Egypt

%100 share

Textile

• **Fitco BV**

%100 share - Investment

Company

► ACRYLIC FIBER

Aksa is at the 1st position as of October in 2016 BIST corporate governance index

9.63



MAIN SECTIONS: Avg. 96.32

Shareholders: 97.32



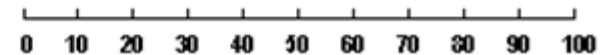
Public Disclosure & Transparency: 98.43



Stakeholders: 98.51



Board of Directors: 93.16



► ACRYLIC FIBER .

Aksa is one of the
biggest 44
industry
companies from
the beginning of
the index.



► MILESTONES



1960
1970s

- Company Foundation
- The plant in Yalova began to operate with a capacity of 5,000 tons /year
- First export
- Increasing the capacity to 35,000 tons/year



1980
1990s

- Distributed Control System (DCS) was established for the first time in Turkey
- Acrylic fiber production capacity reached 116,000 tons/year
- Jel dying tech was developed and dyed tow production initiated
- Realized the first CCE steam generation in Turkey



2000
2010s

- Carbon Fiber production
- Capacity increased to 315.000 tons/year
- Carbon Fiber Company is founded via a partial spin-off
- Included in the Turquality Program, state-sponsored brand development initiative
- Achieved to have the highest note in Corporate Governance Index in 2016
- Obtained the First Credit Rating Note
- Founded the R&D Center



BUSINESS INFORMATION



► STRATEGIC BUSINESS UNITS



Acrylic Fibers

Largest acrylic fiber producer under a single roof in the world

●
%17 Global, %69 local market share

●
Around 650-700 mio.USD revenue

●
Export over 50 countries



Technical Fibers

High value-added products / Develop fibers for technical end-use areas

●
Global market leader



Energy

122.5 Mw electricity licence

●
Around 40 - 50 mio USD revenue

► WHAT IS ACRYLIC FIBER?



Wool
(Natural Fiber)



Acrylic Fiber
(Synthetic Fiber)

- Wool-like in appearance and touch (natural and warm)
- Washable and keeps its shape
- Resistance to moth, oil and chemicals
- Resistance to sunlight
- Dyeable with bright, resistant colours

► ACRYLIC FIBER APPLICATION AREAS

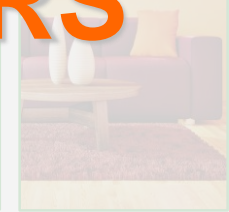
CLOTHING

Jumpers, socks, plush, hand knitting, sports wear and child wear



HOME TEXTILES

Carpet, upholstery, blankets, rugs, velvet fabrics



TEXTILE FIBERS

Areas of use in
Acrylic Fiber

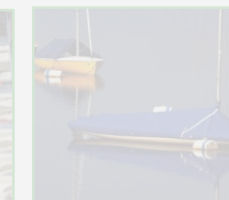
AREAS OF INDUSTRIAL USE

Dust filters, padding, earplugs



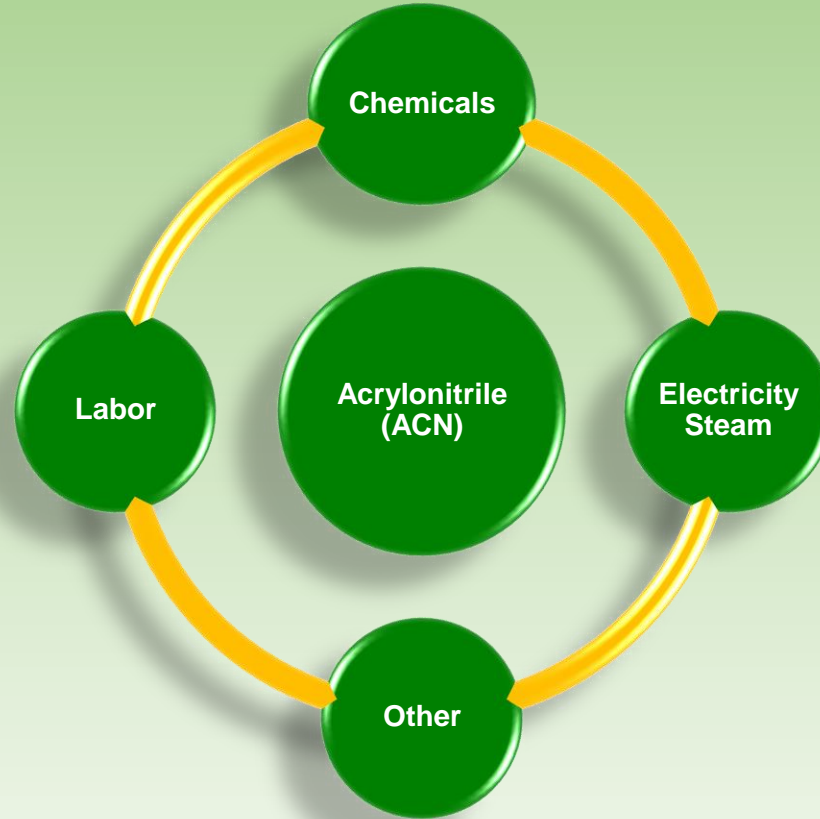
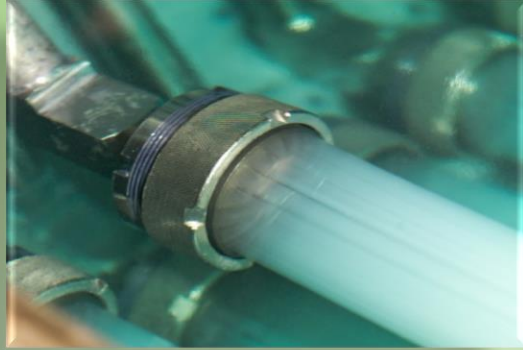
USE OF AREAS FOR OUTDOOR

Car ceilings, boat covers, balecloth, upholstery



TECHNICAL FIBERS

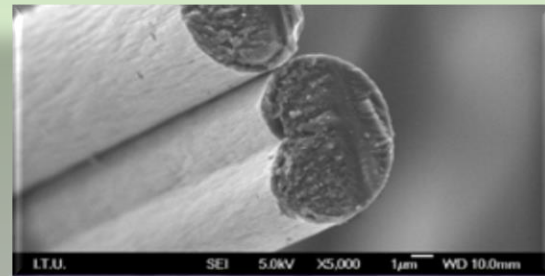
► ACRYLIC FIBER COST COMPONENTS



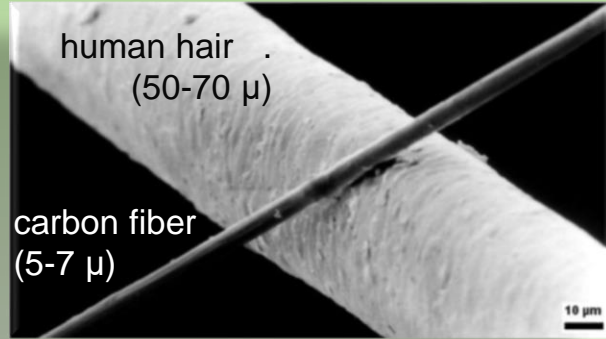
► WHAT IS TECHNICAL FIBER?



- Industrial and outdoor applications
- High Endurance
- High resistance to rotten and mold



► WHAT IS CARBON FIBER?



a carbon fiber and a human hair



“3k” = 3.000 filaments

- Carbon fibers are extremely fine fibers (typ. 5-7 μ in dia.) consisting mostly of carbon atoms
- Carbon fiber is >95% carbon
- Carbon fibers are produced in tows (yarns) ranging from 1.000 filaments 1k, 3k, 6k, 12k, 24k, 50k, etc.
- Carbon fiber has an indisputable potential for replacing current materials (aluminium, steel, etc.)
- Properties of Carbon Fiber: high stiffness, high tensile strength, low weight, high chemical resistance, high temperature tolerance and low thermal expansion

► CARBON FIBER – APPLICATION AREAS



Wind Turbine Blades



Pressurized Vessels



Civil Infrastructure



Marine



Aerospace



Automotive



Oil and Gas



Power Transmission

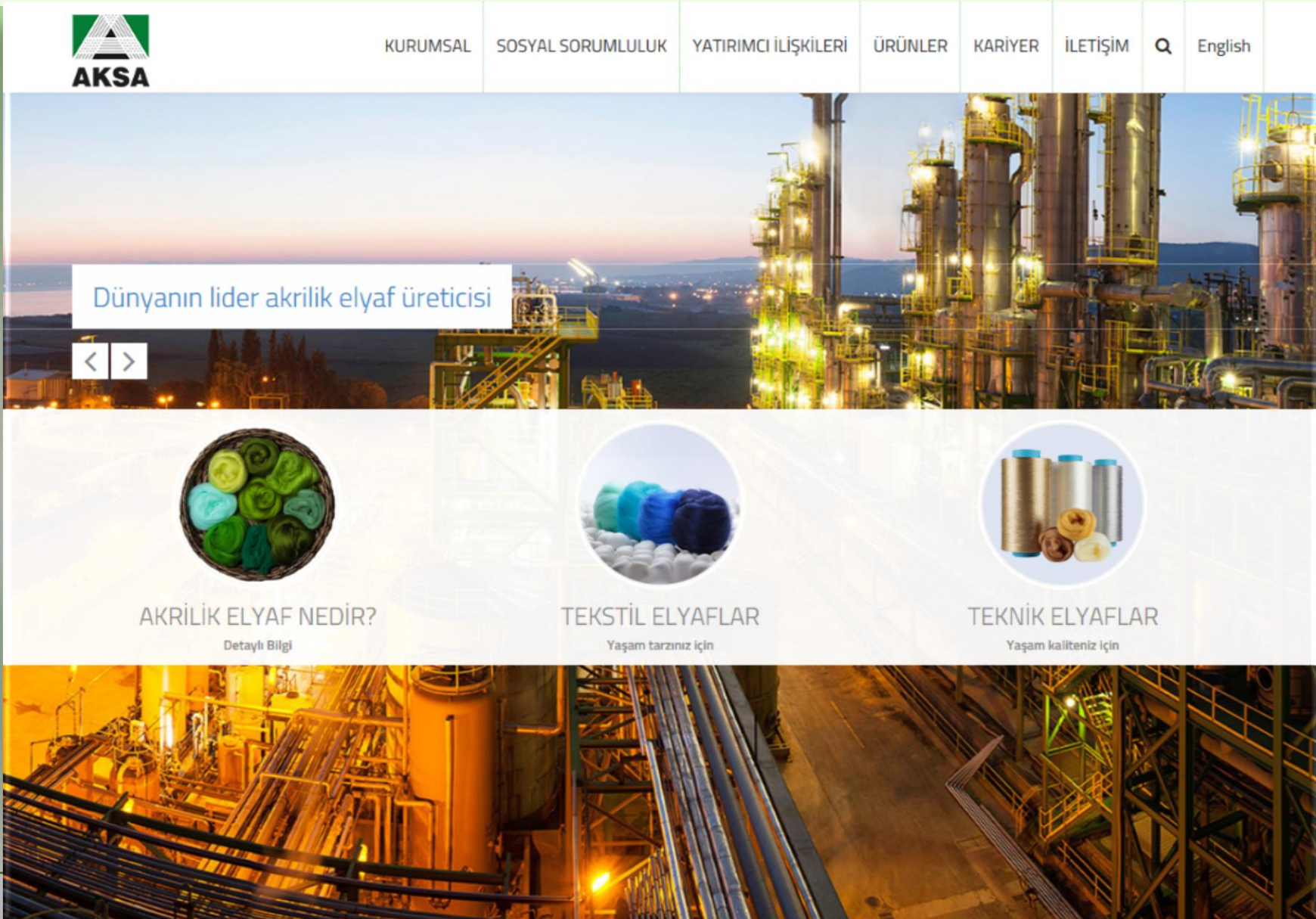


Sporting Goods



Defense

► WEB SITE – AKSA.COM





2017 HIGHLIGHTS

► 2017 HIGHLIGHTS

Dividend Payment

In 3 April dated General Assembly Meeting, dividend amount for shareholders is settled as 187 Mio TRY. Payment is done immediately on 5 April.

ACN Prices AF Prices

Starting in 2016 at 850 USD, ACN closed the year at around 1,100 USD, on the back of rising oil prices. In the first quarter of 2017, ACN prices have moved in the range of 1,100-1,400 USD and it is expected to complete the year around 1,400-1,500 USD. The increase trend in ACN also increased Acrylic fiber prices.

► 2017 HIGHLIGHTS

Credit Rating Note

On 30th of March, 2017 JCR Eurasia Crédit Rating Corp. (Japan Credit Rating Eurasia Rating) has assessed Aksa Akrilik in the high level investable category and specified its long term national note as “AA (Trk)” and its prospect as “Stable”.

Research & Development Center

Our company, which aims to find new usage areas for acrylic fiber and has growth targets with new products or strategic alliances, has been awarded R&D Center Certificate with the official letter numbered 82209870 - 206.01.99E.1512 of Ministry of Science, Industry and Technology.

► 2017 HIGHLIGHTS

Regional Incentive

New spinning and winding machines investment was evaluated under the scope of regional incentive by Turkish Ministry of Economy, General Directorate of Incentive Implementation and Foreign Capital. The investment which is worth TRY 57,700,00 shall be supported as tax rebate rate 55%, investment contribution rate 20%, insurance premium support for employer 3 years. There is also VAT and customs duty exemption.

Strategic Incentive

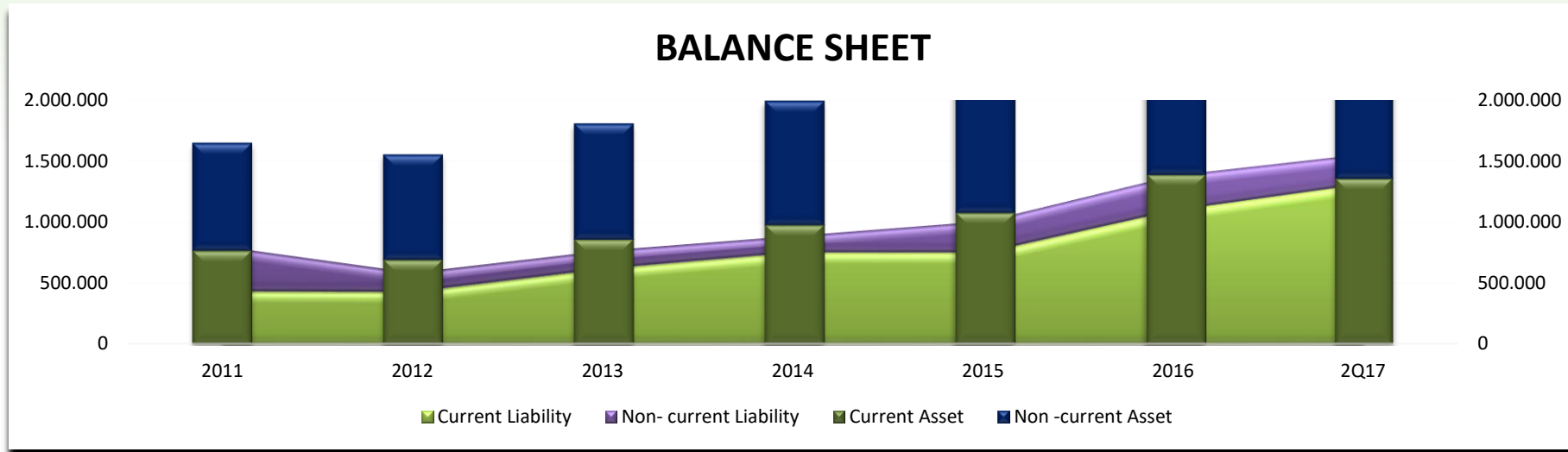
Our new investment to be made for Modacrylic fiber polymer was evaluated under the scope of strategic product investments by Turkish Ministry of Economy, General Directorate of Incentive Implementation and Foreign Capital. The investment which is worth TRY 70,000,000 shall be supported as tax rebate rate 90%, investment contribution rate 50%, insurance premium support for employer 7 years. There is also interest support, VAT and customs duty exemption.



FINANCIAL INFORMATION

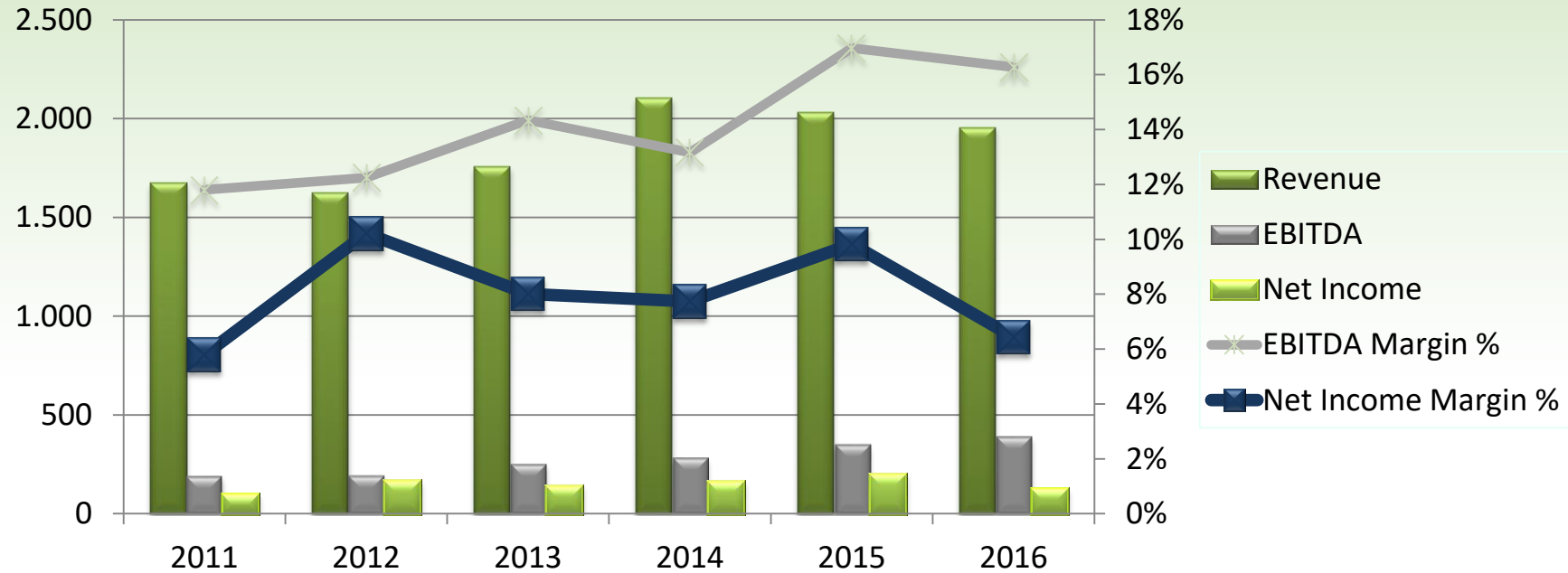
► BALANCE SHEET

BALANCE SHEET (K TL)							
	2011	2012	2013	2014	2015	2016	2Q17
Current Asset	768.174	692.258	857.189	977.000	1.075.543	1.387.576	1.356.358
Non -current Asset	884.391	864.698	954.416	1.021.065	1.178.532	1.245.394	1.410.998
Total	1.652.565	1.556.956	1.811.605	1.998.065	2.254.075	2.632.970	2.767.356
Current Liability	432.974	429.596	616.554	751.751	751.107	1.097.750	1.310.960
Non- current Liability	368.644	156.440	147.565	132.951	254.372	285.515	240.943
Shareholders' Equity	850.947	970.920	1.047.486	1.113.363	1.248.596	1.249.705	1.215.453
Total	1.652.565	1.556.956	1.811.605	1.998.065	2.254.075	2.632.970	2.767.356

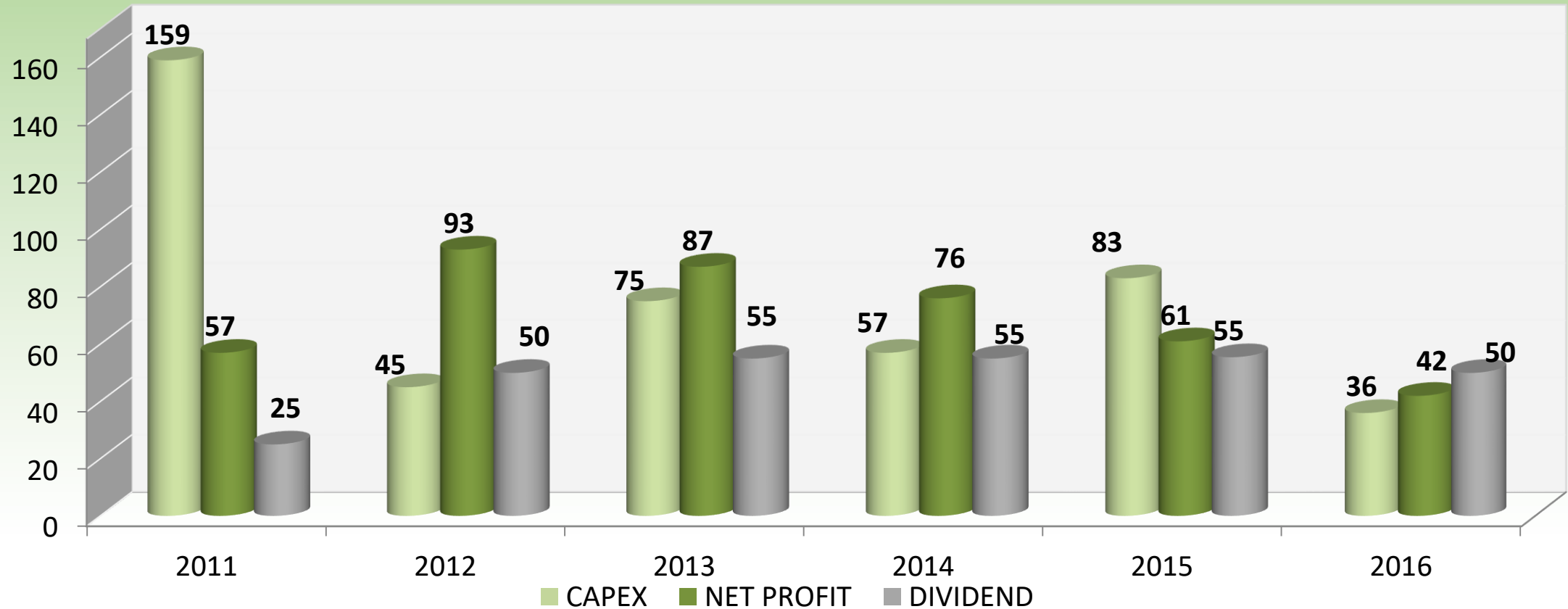


► INCOME STATEMENT

Million TL	2012	2013	2014	2015	2016	2Q17
Revenue	1.625	1.756	2.105	2.030	1.954	1.295
EBITDA	196	252	285	350	390	248
Net Income	166	141	163	199	126	154
EBITDA Margin %	12%	14%	14%	17%	20%	19%
Net Income Margin %	10%	8%	8%	10%	6%	12%



► INVESTMENT – PROFIT – DIVIDEND (MILLION USD)



► BUDGET FIGURES

MILLION USD		2017 Forecast	2016 Actual	2015 Actual
Net Sales		695-755	651	747
	Fibers	660-710	606	695
	Energy	31-40	41	48
	Other	4-5	4	4
Export		270-290	257	299
Capacity Utilization		98%	100%	98%
EBITDA Margin		17-18%	20%	17%
CAPEX		80-90	36	83

Attention

These figures reflect current expectations and assumptions. Future expectations are based on the circumstances and assumptions in the related period, may not be realized upon risk and uncertainties.

We are not obliged to update or revise budget figures due to potential incidents, new information or other reasons. Unless it is stated otherwise, financial information is consolidated and operational information is unconsolidated (solo).

► APPENDIX / DISCLAIMER

• Aksa Akrilik Kimya Sanayii A.Ş. ("Aksa") has prepared this book (the "Book") for the sole purpose of providing information relating to Aksa (the "Information"). The contents of this Book is based on public information and on data provided by Aksa management. No reliance may be placed for any purposes whatsoever on the Information contained in this Book or on its completeness, accuracy or fairness. The Information in this Book is subject to verification, completion and change. No rebook or warranty is made by Aksa or the Shareholders or any of their respective advisers or any of their representatives as to the accuracy or completeness of the Information and no liability is accepted by any such person for any such Information or opinion or for any loss howsoever arising from any use of this Book or the Information. This Book and/or the Information is confidential and cannot be copied, disclosed or distributed to any person and is being provided to you solely for your information. This Book and/or the Information cannot be distributed or disseminated into Turkey. This Book and/or the Information do not constitute or form part of any offer or invitation to sell or issue, or any solicitation of any offer to purchase or subscribe for, any securities of Aksa, nor shall it or any part of it nor the fact of its distribution form the basis of, or be relied on in connection with, any

contract or investment decision. Investors and prospective investors in securities of any issuer mentioned herein are required to make their own independent investigations and appraisal of the business and financial condition of such company and the nature of the securities. Any decision to purchase securities in the context of a proposed offering of securities, if any, should be made solely on the basis of information contained in an offering circular published in relation to such an offering.

• All statements other than statements of historical facts included in this Book, including, without limitation, those regarding our financial position, business strategy, plans and objectives of management for future operations (including development plans and objectives relating to our products), are Forward looking statements. Such forward-looking statements involve known and unknown risks, uncertainties and other factors which may cause our actual results, performance or achievements to be materially different from any future results, performance or achievements expressed or implied by such forward-looking statements. Such forward-looking statements are based on numerous assumptions regarding our present and future business strategies and the environment in which we will operate in the future. Further, certain forward-looking statements are based upon assumptions of future

events which may not prove to be accurate. The forward-looking statements in this Book speak only as at the date of this Book.

• Aksa and its Subsidiaries and Joint Ventures (Aksa) registered in Turkey maintain their books of account and prepare their statutory financial statements in accordance with the principles and obligations published by the CMB, Turkish Commercial Code, tax legislation, the Uniform Chart of Accounts issued by the Ministry of Finance. The foreign Subsidiaries maintain their books of account in accordance with the laws and regulations in force in the countries in which they are registered.

• US Dollar amounts shown in the presentation have been included solely for the convenience of the reader and are translated from TL as a matter of arithmetic computation only, at the Central Bank of the Republic of Turkey official TL exchange rates