



# AKSA

Aksa Akrilik Kimya Sanayii A.Ş.



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- Financial Information

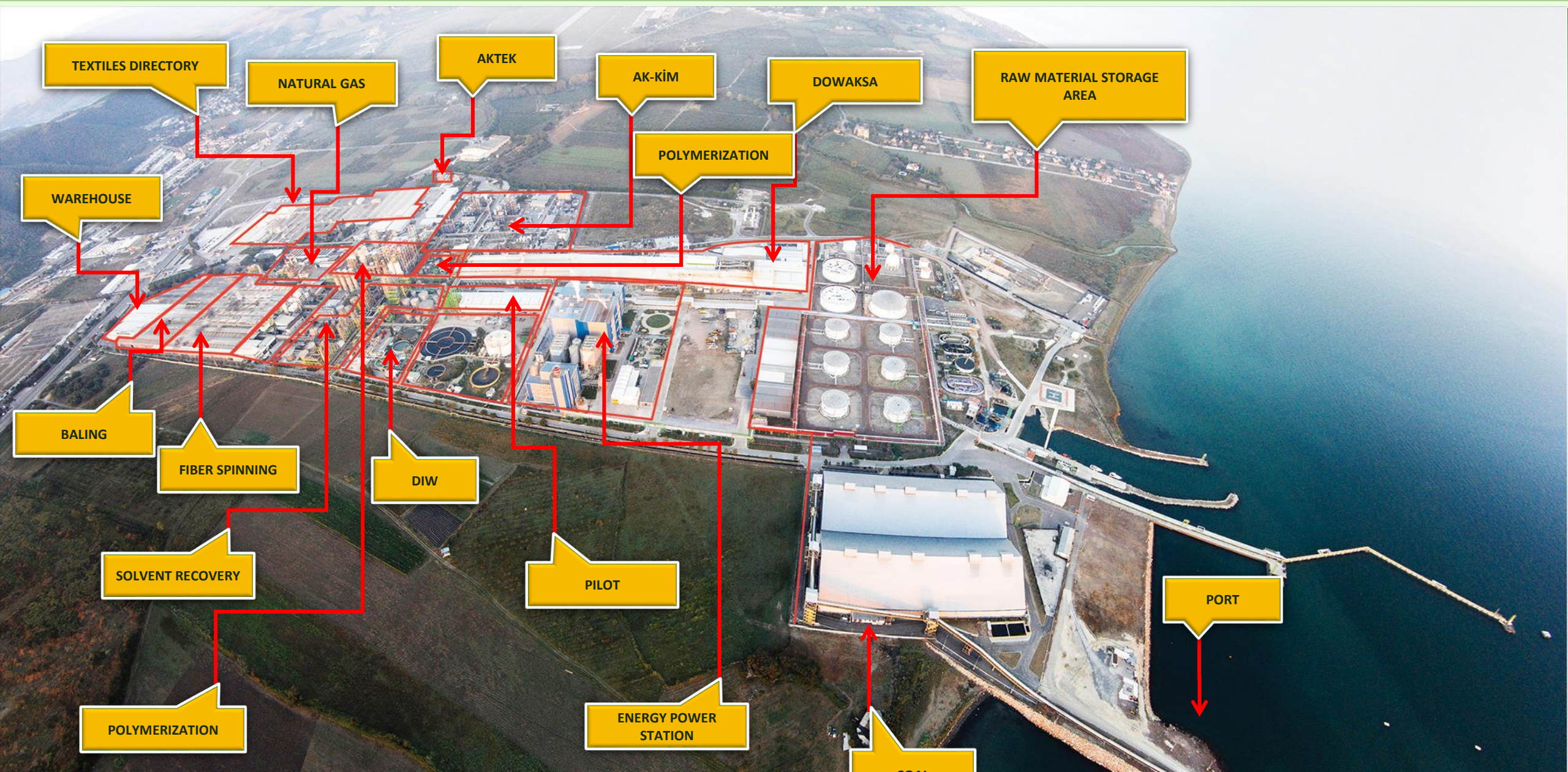




# AKSA IN BRIEF



# ► PRODUCTION FACILITY





## ► AKSA IN BRIEF

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

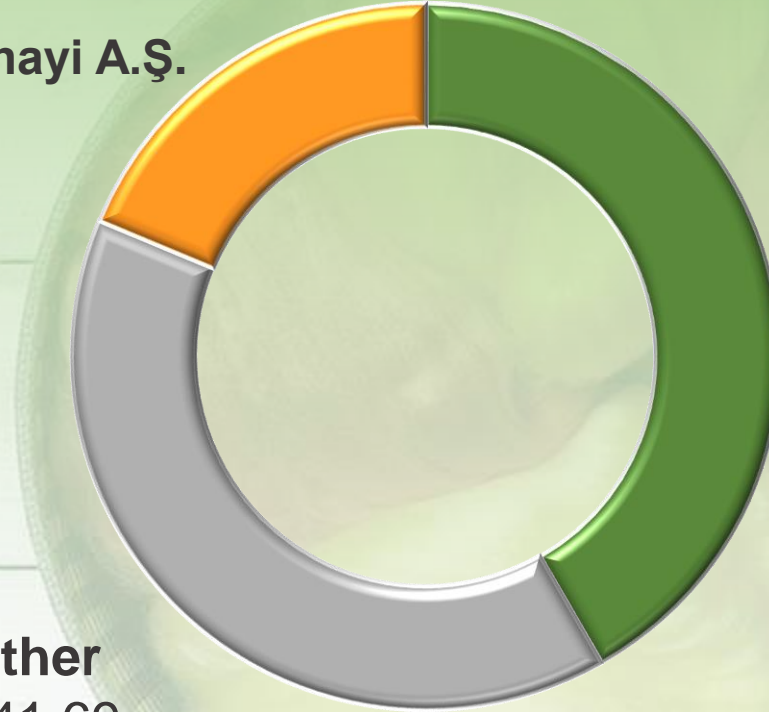
# ► SHAREHOLDERS

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

**Emniyet Ticaret ve Sanayi A.Ş.**  
%18,72

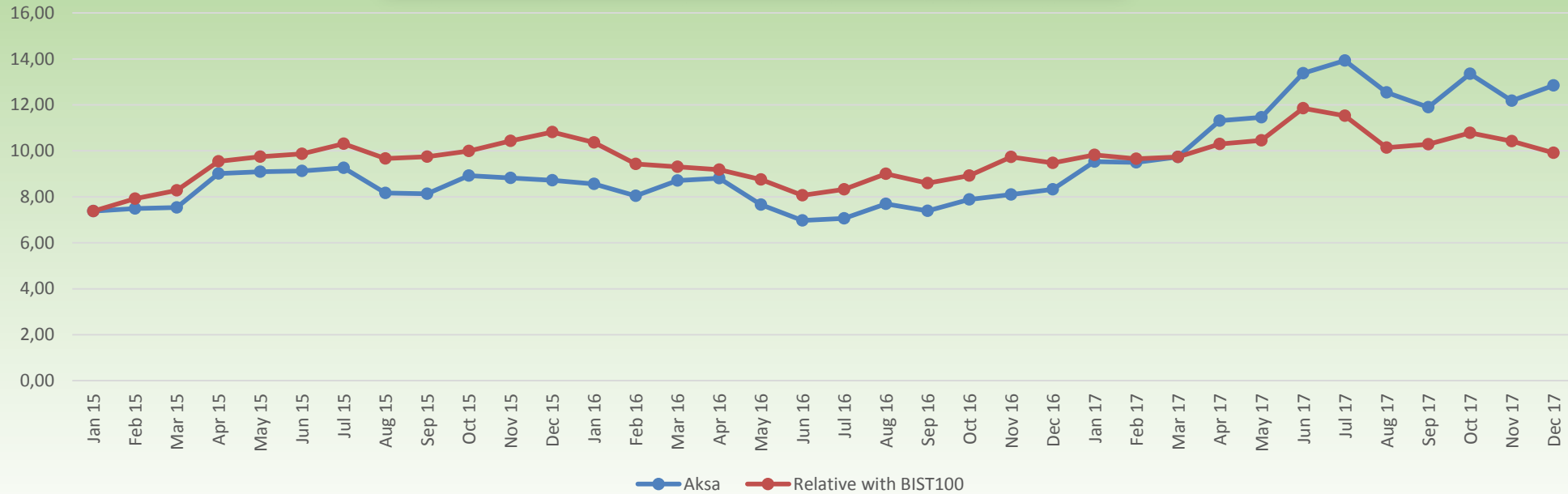
**Akkök Holding**  
%39,59

**Other**  
%41,69



# ► STOCK INFORMATION

## Aksa Stock Performance



Share Performance	2011	2012	2013	2014	2015	2016	2017
Lowest Price (TRY)	2.00	2.44	3.32	4.65	5.72	6.34	8.33
Highest Price (TRY)	3.49	3.34	6.46	6.32	10.26	9.16	14.42
Year-end Price (TRY)	2.69	3.32	5.68	5.78	8.72	8.32	12.85
Issued Share Capital (k TRY)	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	2,377,250

# ► AKKOK HOLDING



## Chemicals

- Aksa
- DowAksa
- Ak-Kim
- Gizem Frit



## Energy

- Akenerji
- SEDAŞ
- Sepaş



## Real Estate

- Akiş
  - Akbatı
  - Akasya
- Akmerkez



## Textile

- Aksa Egypt



## Services

- Akmerkez Lokantacılık
- Ak-Pa
- Aktek
- Dinkal



# ► AKKÖK HOLDING

**5.156**

Employee

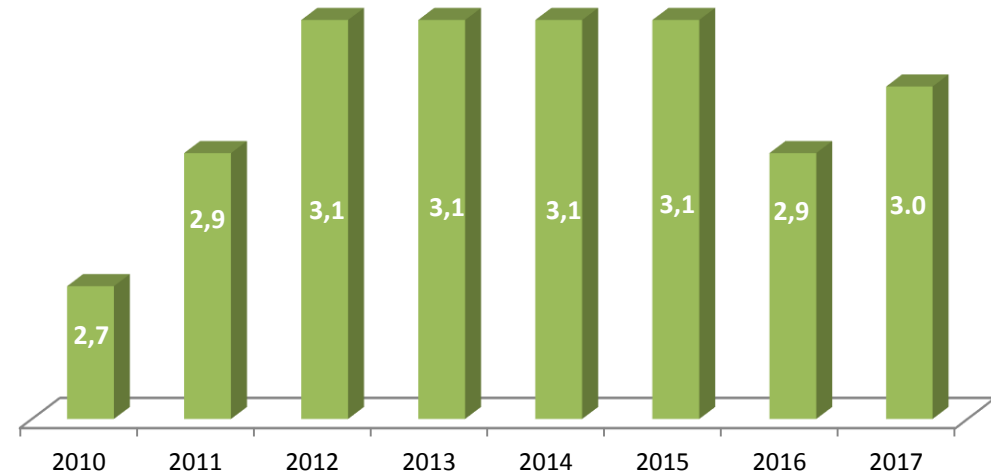
**19**

Company

**4**

Listed  
Company

**Net Sales (Billion USD)**



# ► PARTICIPATIONS – SUBSIDIARIES – JOINT VENTURES.

## Joint Ventures

**DowAksa Holdings**

%50 share

400 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 2017 BIST corporate governance index (2016:1st , 2015:3rd)

9.63



MAIN SECTIONS: Avg. 96.32

Shareholders: 97.32



Public Disclosure & Transparency: 98.43



Stakeholders: 98.51



Board of Directors: 93.16



0 10 20 30 40 50 60 70 80 90 100



# ► ACRYLIC FIBER .

Aksa is one of the  
**biggest 50**  
industry companies  
from the beginning  
of the index.  
(2017: 44 th)



Textile & Textile  
Raw Materials  
Exporters  
**1st Position**



# ► 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 2017 & 2016
- Obtained the First Credit Rating Note
- Founded the R&D Center



# BUSINESS INFORMATION





# ► STRATEGIC BUSINESS UNITS



## Acrylic Fibers

Largest acrylic fiber producer  
in the world

●  
%17 Global, %69 local  
market share

●  
Around 800 mio.USD revenue

●  
Export over 50 countries



## Technical Fibers

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

●  
Global market leader



## Energy

145 Mw electricity licence

●  
Around 40 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

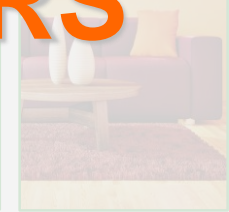
## CLOTHING

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

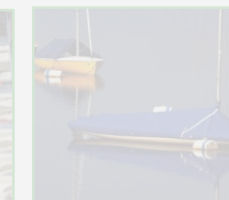
## AREAS OF INDUSTRIAL USE

Dust filters, padding, earplugs



## USE OF AREAS FOR OUTDOOR

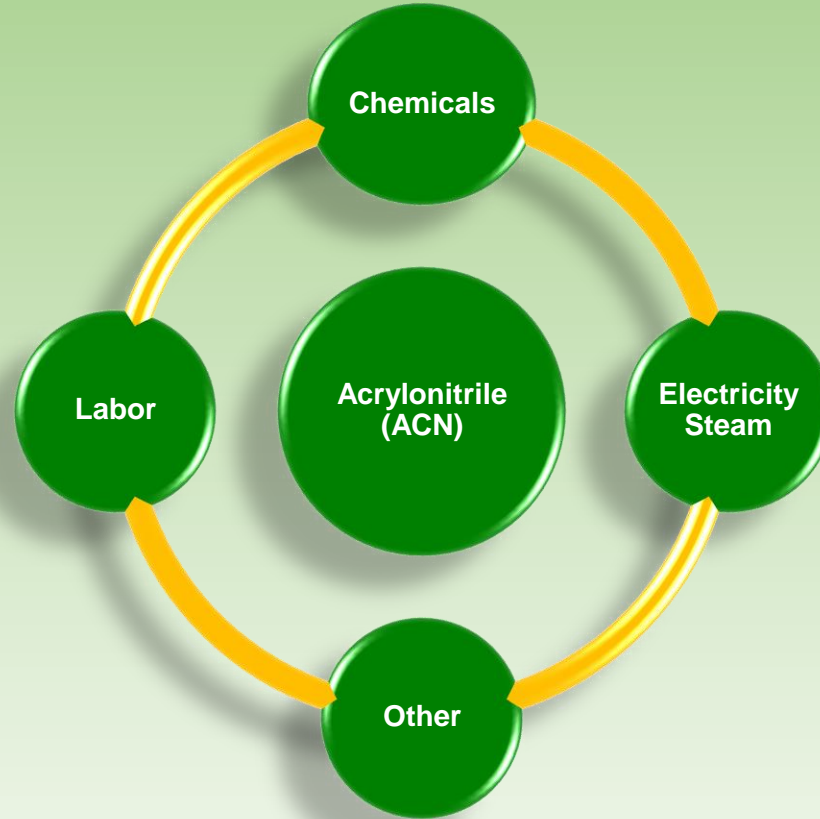
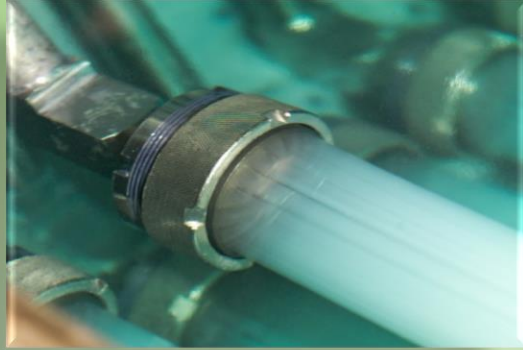
Car ceilings, boat covers, balecloth, upholstery



# TECHNICAL FIBERS



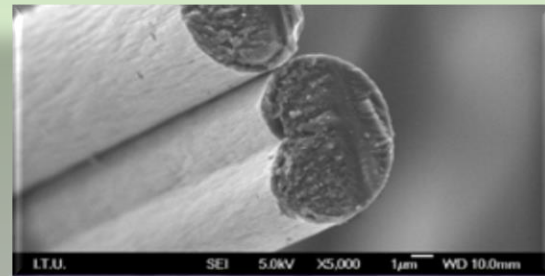
# ► ACRYLIC FIBER COST COMPONENTS



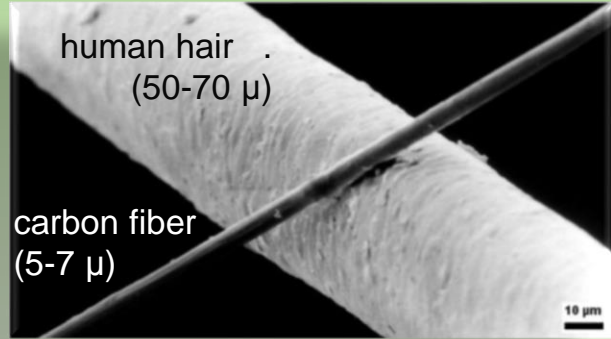
# ► WHAT IS TECHNICAL FIBER?



- 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  $\mu$  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



# **2017 HIGHLIGHTS**

# ► 2017 HIGHLIGHTS

## Dividend Payment

In 3 April dated General Assembly Meeting, dividend amount for shareholders is settled as 185 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. ACN prices have complete the year around 1,400-1,600 USD/t. 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.

## Large Scale Incentive

The port incentive application filed by Our company to Turkish Ministry of Economy, General Directorate of Incentive Implementation and Foreign Investment was considered as a large scale incentive. The subject to the investment is worth TRY 576 million. The incentive covers %30 ratio ( 55% corporate tax rebate) of contribution to investment , insurance premium employer share support for 3 years, VAT and Customs duty exemption. The activities conducted prior to the investment decision are on-going.

## Strategic Incentive

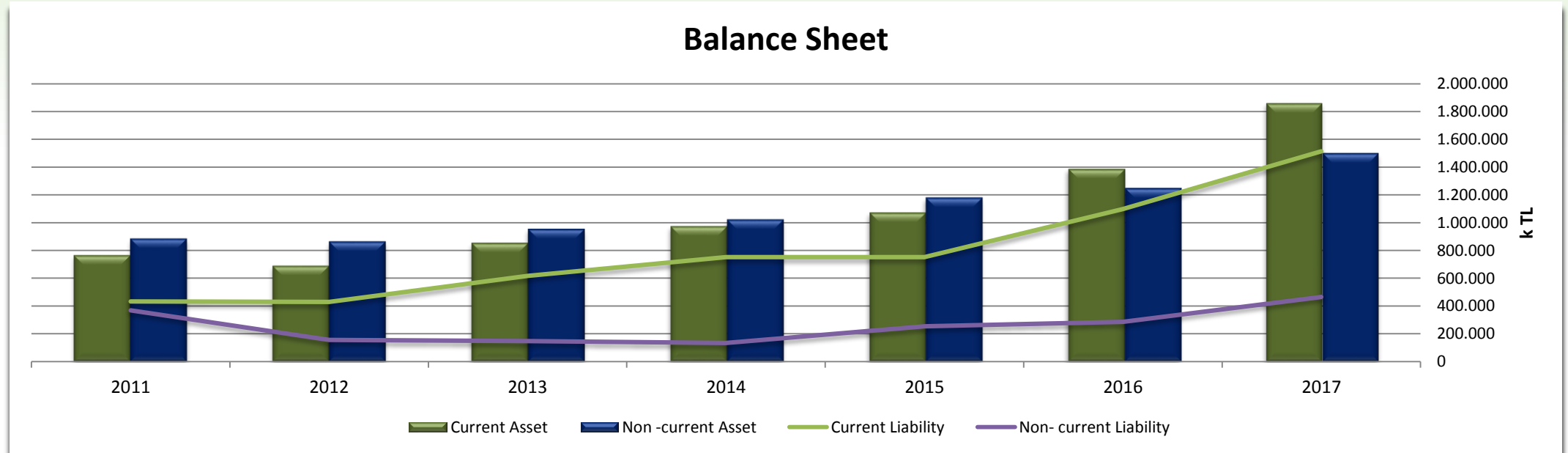
Our new investment to be made for Modacrylic fiber polymer was evaluated under the scope of strategic product investments by Turkish Ministry of Economy, General Directorate of Incentive Implementation and Foreign Capital. The investment which is worth TRY 70,000,000 shall be supported as tax rebate 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

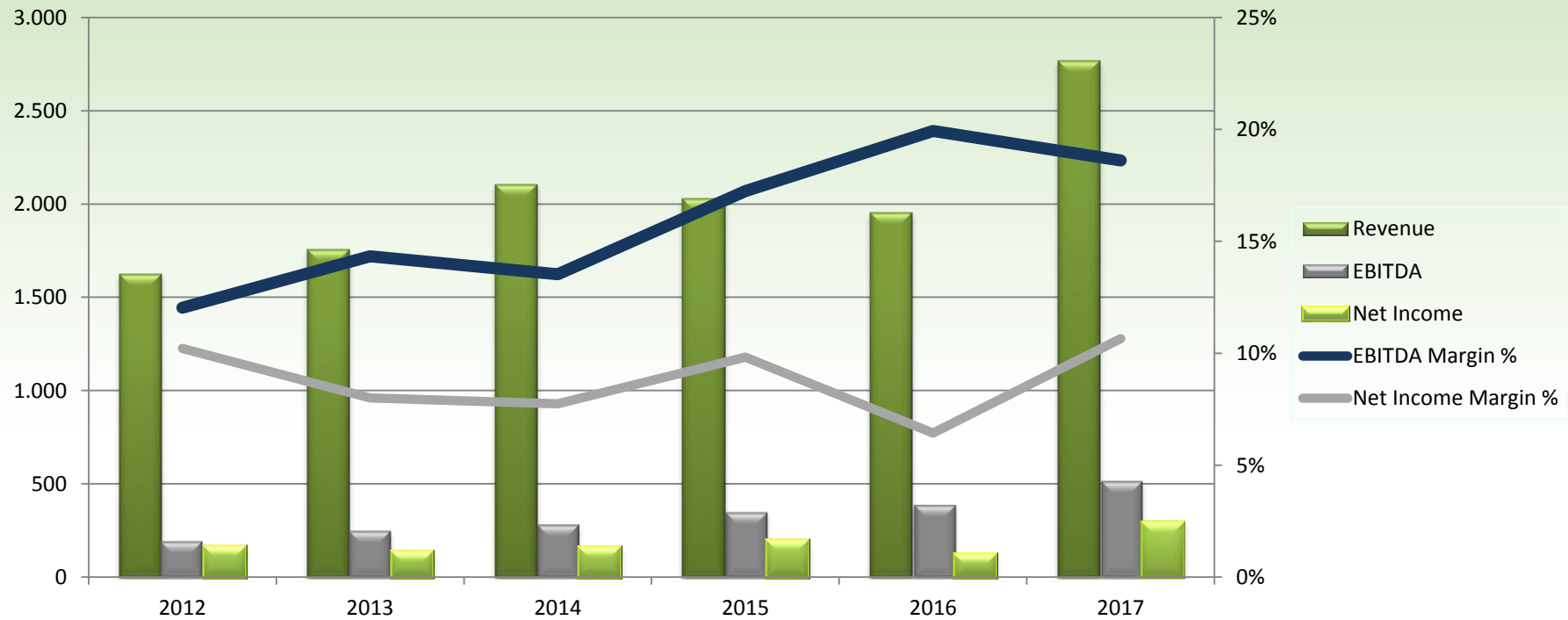
# ► BALANCE SHEET

BALANCE SHEET (K TL)	2011	2012	2013	2014	2015	2016	2017
Current Asset	768,174	692,258	857,189	977,000	1,075,543	1,387,576	1,858,921
Non -current Asset	884,391	864,698	954,416	1,021,065	1,178,532	1,245,394	1,495,380
Total	1,652,565	1,556,956	1,811,605	1,998,065	2,254,075	2,632,970	3,354,301
Current Liability	432,974	429,596	616,554	751,751	751,107	1,097,750	1,514,236
Non- current Liability	368,644	156,440	147,565	132,951	254,372	285,515	463,946
Shareholders' Equity	850,947	970,920	1,047,486	1,113,363	1,248,596	1,249,705	1,376,119
Total	1,652,565	1,556,956	1,811,605	1,998,065	2,254,075	2,632,970	3,354,301



# ► INCOME STATEMENT

Million TL	2012	2013	2014	2015	2016	2017
Revenue	1,625	1,756	2,105	2,030	1,954	2,767
EBITDA	196	252	285	350	390	515
Net Income	166	141	163	199	126	295
EBITDA Margin %	12%	14%	14%	17%	20%	19%
Net Income Margin %	10%	8%	8%	10%	6%	11%





# ► INVESTMENT – PROFIT – DIVIDEND (MILLION USD)



# ► BUDGET FIGURES

MILLION USD	2018 Forecast	2017 Actual	2016 Actual
<b>Net Sales</b>	<b>820-875</b>	<b>759</b>	<b>651</b>
Fibers	786-833	727	606
Energy	30-37	28	41
Other	4-5	4	4
<b>Export</b>	<b>315-335</b>	<b>274</b>	<b>257</b>
Capacity Utilization	97%	98%	100%
<b>EBITDA Margin</b>	<b>%15-%17</b>	<b>19%</b>	<b>20%</b>
CAPEX	130-140	99	36

## 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

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• 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