

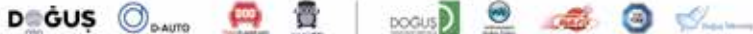
Investor Relations Presentation

Q1 2019 Results

Updated: July 2019



DOĞUŞ 25 YIL

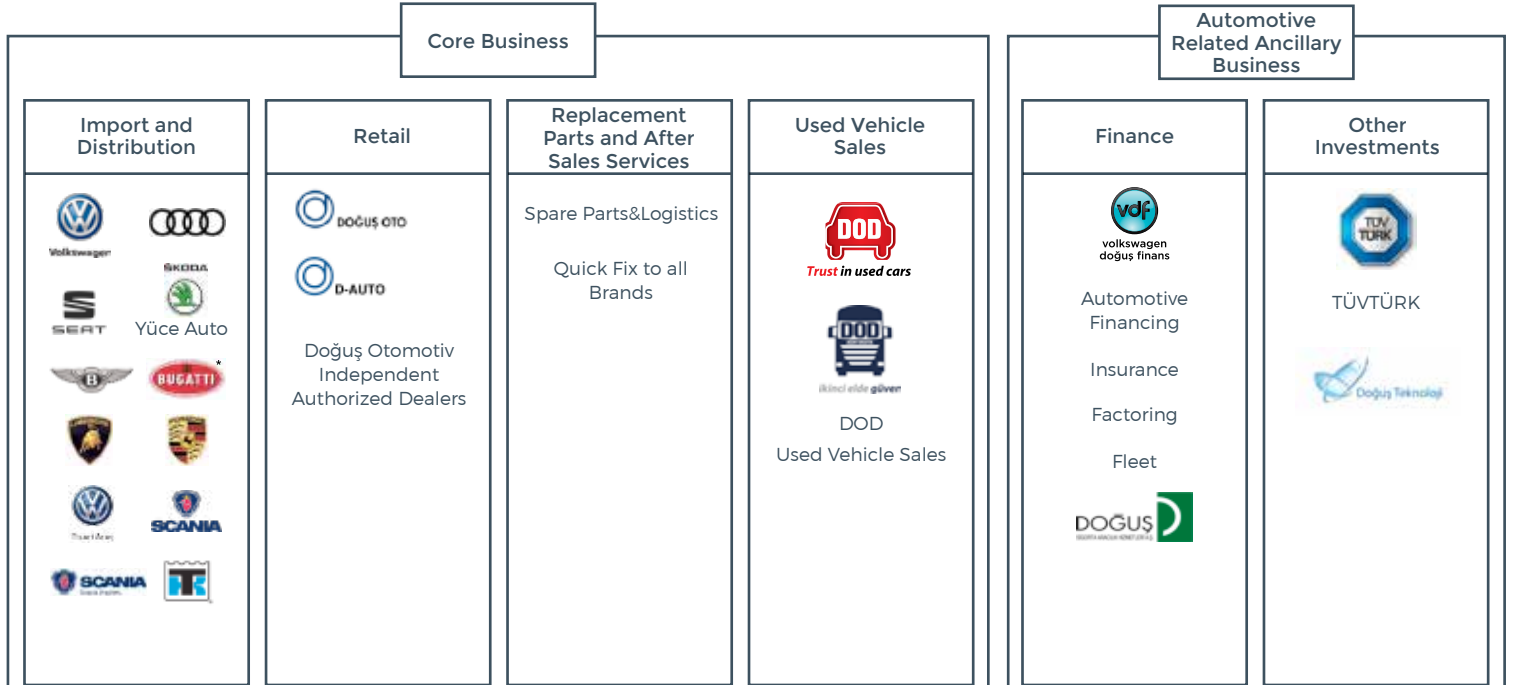


Agenda

- Doğu Otomotiv
- Macroeconomic Outlook
- Automotive Market
- Financial Performance

Doğuş Otomotiv

Presence in every stage of the lifecycle of owning a vehicle



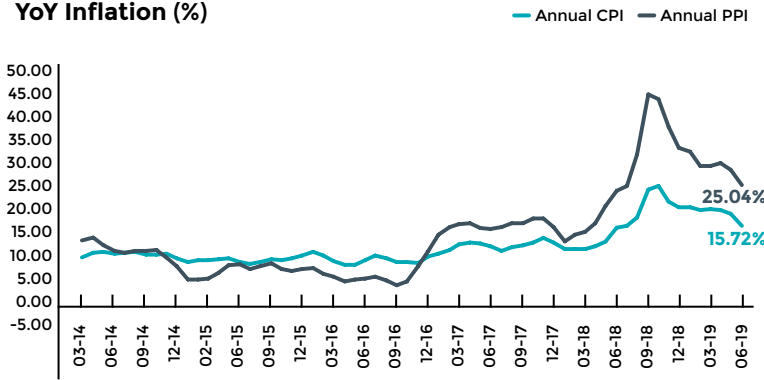
*Representative Offices

Macroeconomic Outlook

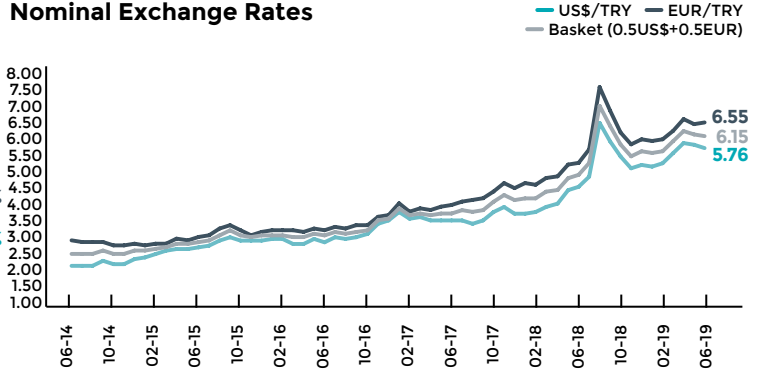


Macroeconomic Indicators

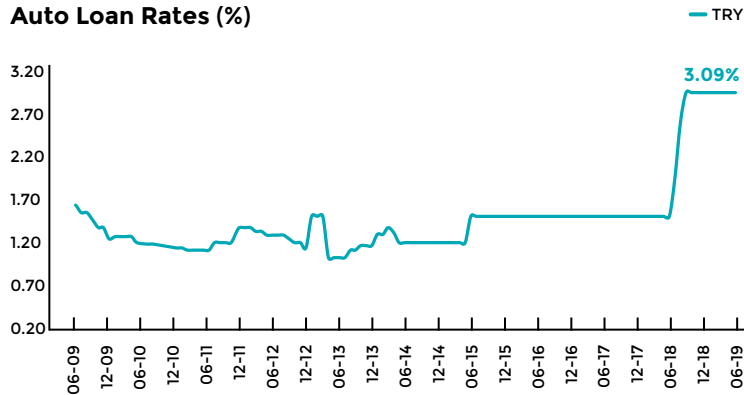
YoY Inflation (%)



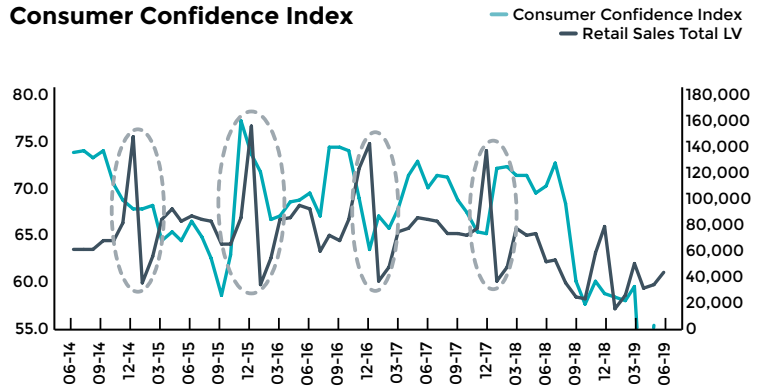
Nominal Exchange Rates



Auto Loan Rates (%)

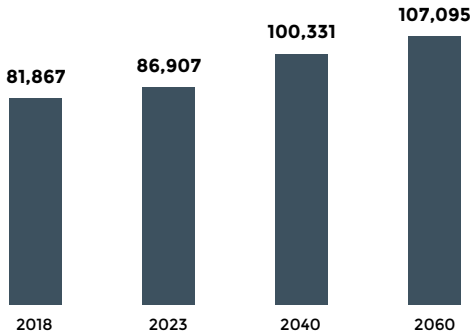


Consumer Confidence Index

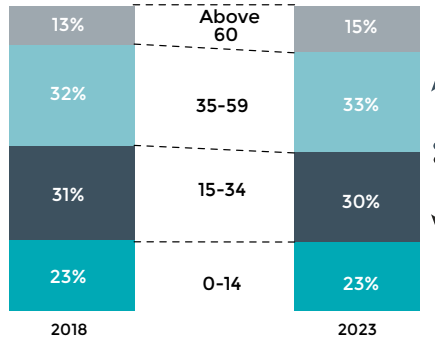


Population & Demography

Population Statistics ('000)

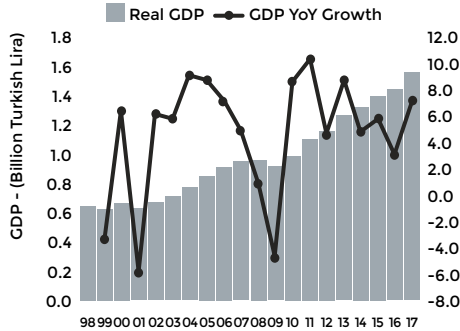


Age Demography

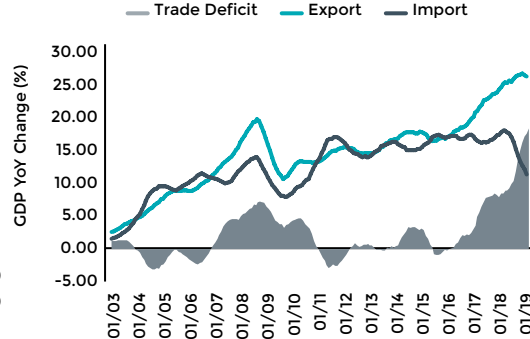


- Young population is a main driver in Turkey.
- Population is expected to grow above 10%.
- Over 50% of the population will be between the age group of 15 to 59 years by 2060.
- Median age is expected to increase by 9% by 2060.

Economy



Auto Industry Trade Balance (US\$ bn)



Note: All figures are rounded.
Source: TurkStat

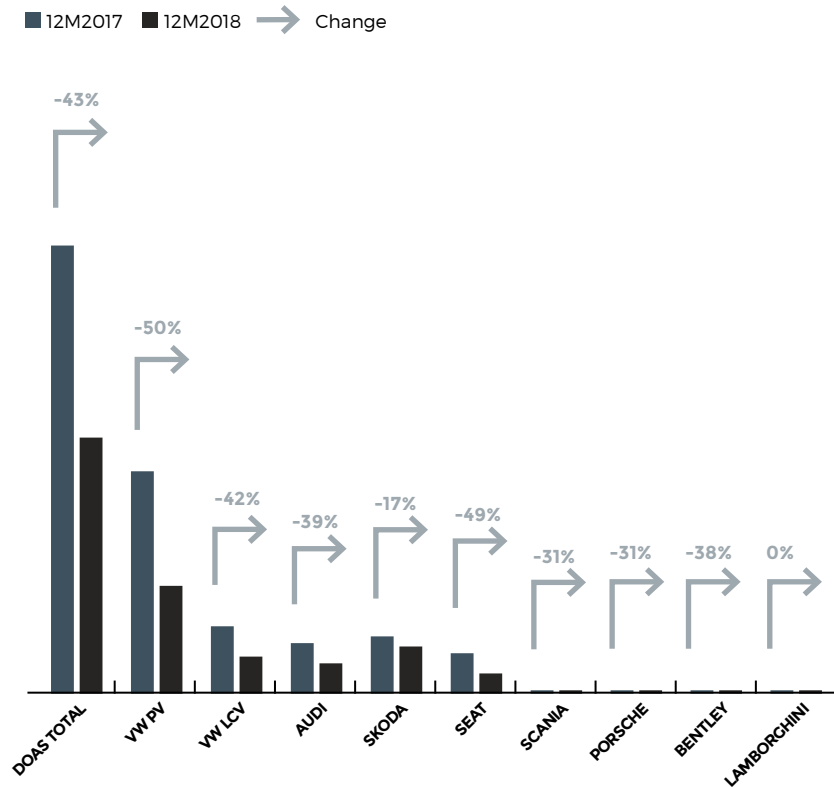
Automotive Market



DOAS Wholesales Performance - December 2018

	12M2017	12M2018	Change
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DOAS TOTAL	184,692	105,268	-43%
VW PV	91,343	45,388	-50%
VW LCV	28,041	16,175	-42%
AUDI	21,172	12,969	-39%
SKODA	24,714	20,425	-17%
SEAT	17,002	8,640	-49%
SCANIA	1,697	1,177	-31%
PORSCHE	700	481	-31%
BENTLEY	16	10	-38%
LAMBORGHINI	7	3	-57%

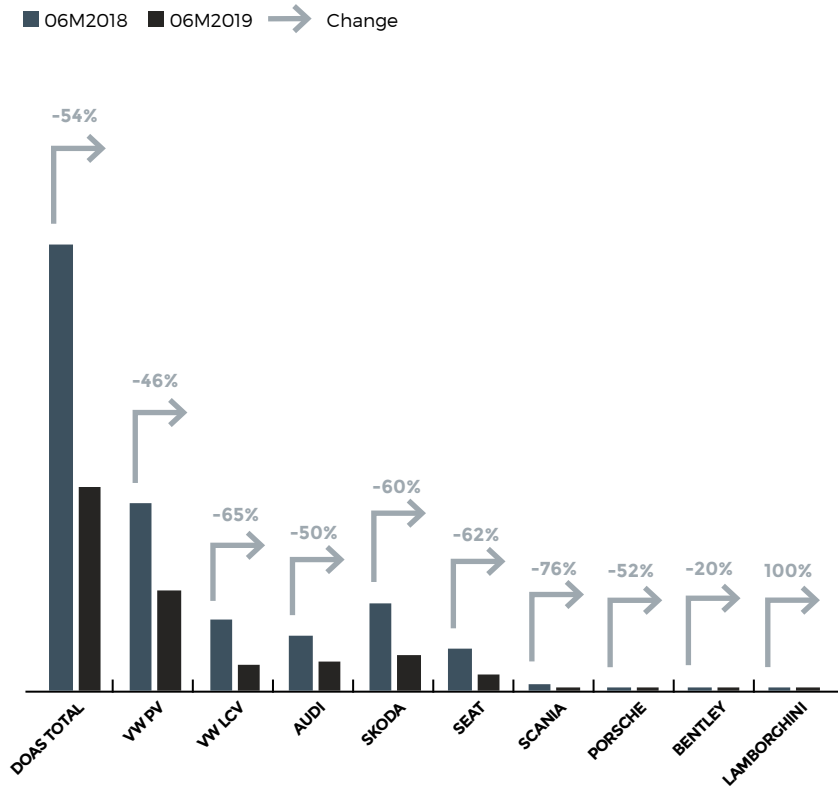


*Source: ADA

DOAS Wholesales Performance - June 2019

	06M2018	06M2019	Change
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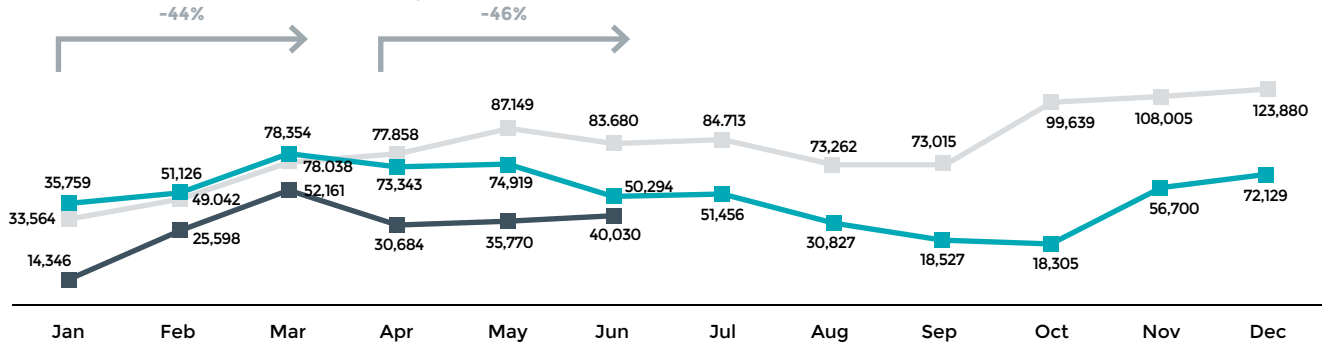
DOAS TOTAL	63,965	29,227	-54%
VW PV	26,612	14,284	-46%
VW LCV	10,179	3,544	-65%
AUDI	7,795	3,869	-50%
SKODA	12,480	4,990	-60%
SEAT	5,691	2,168	-62%
SCANIA	901	220	-76%
PORSCHE	300	144	-52%
BENTLEY	5	4	-20%
LAMBORGHINI	2	4	100%



*Source: ADA

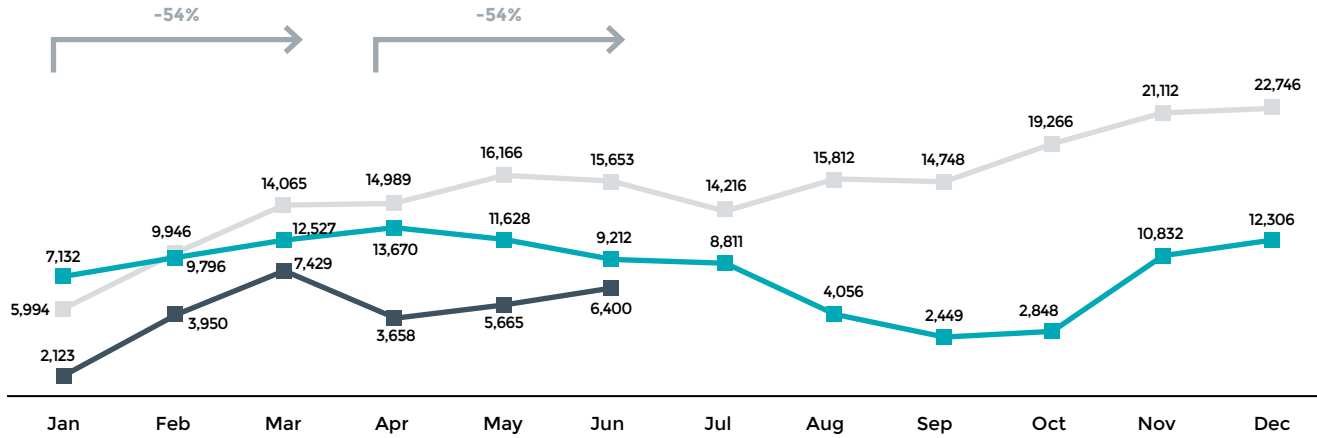
Wholesale Market Monthly Sales

2017 2018 2019



DOAS Monthly Sales

2017 2018 2019

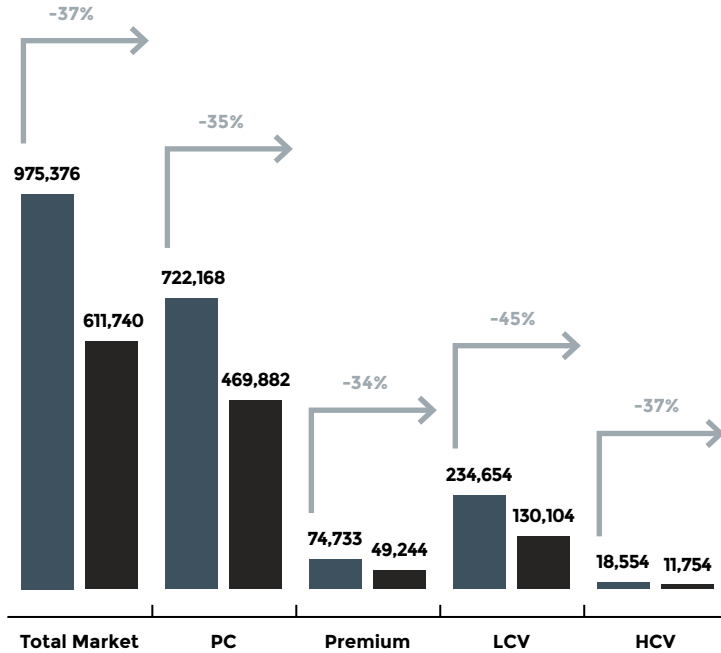


* Source: ADA. Skoda included.

Market Review - Wholesale - December 2018

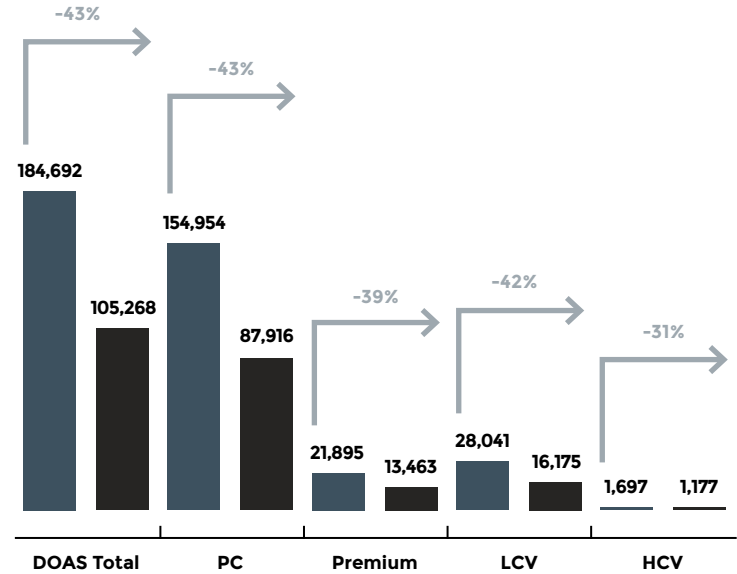
MARKET

■ Dec 2017 ■ Dec 2018 → Change



DOAS

■ Dec 2017 ■ Dec 2018 → Change

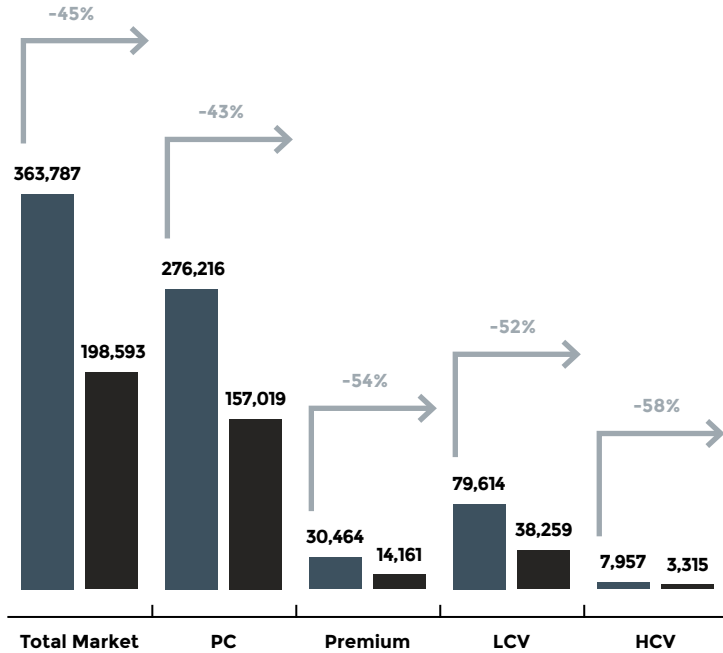


* Source: ADA. Skoda included.

Market Review - Wholesale - June 2019

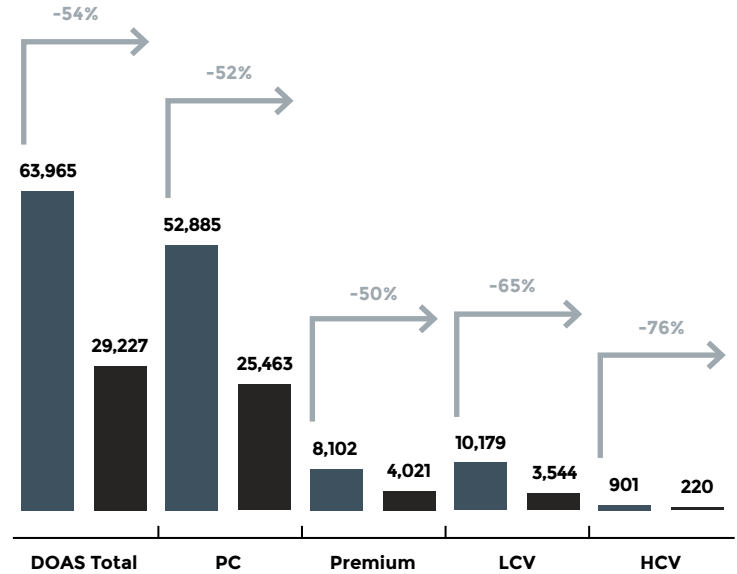
MARKET

■ Jun 2018 ■ Jun 2019 → Change



DOAS

■ Jun 2018 ■ Jun 2019 → Change



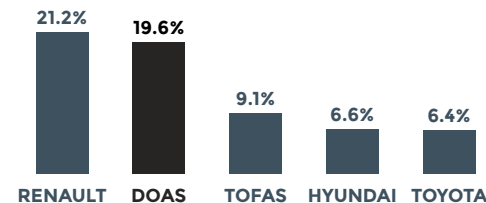
* Source: ADA. Skoda included.

Market Share - Retail - December 2018

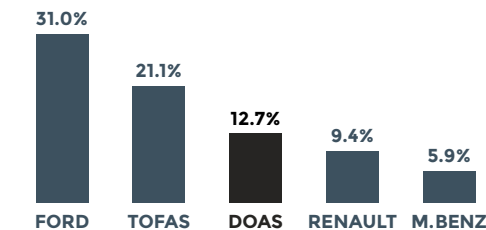
RETAIL MARKET	2016 YEAR END	2017 YEAR END	2018 YEAR END	2017 YEAR END/ 2016 YEAR END CHANGE	2018 YEAR END/ 2017 YEAR END CHANGE
PASSENGER VEHICLE %					
RENAULT	19.7	21.5	21.2	1.9	-0.3
DOGUS OTOMOTİV	23.0	21.1	19.6	-1.9	-1.5
TOFAS	7.3	8.9	9.1	1.6	0.3
HYUNDAI	6.5	6.8	6.6	0.3	-0.2
TOYOTA	6.2	5.6	6.4	-0.6	0.7
HONDA	2.7	3.7	5.9	1.0	2.2
PEUGEOT	3.3	4.2	5.1	0.9	1.0
NISSAN	4.0	4.4	5.1	0.4	0.6
OTHER	27.3	23.8	21.1	-3.5	-2.8
LIGHT COMMERCIAL VEHICLE %					
FORD	30.1	30.5	31.0	0.4	0.4
TOFAŞ	23.7	25.1	21.1	1.4	-4.1
DOGUS OTOMOTİV	14.5	11.9	12.7	-2.5	0.8
RENAULT	9.0	10.0	9.4	0.9	-0.6
MERCEDES-BENZ	3.6	3.9	5.9	0.3	2.1
PEUGEOT	4.5	4.5	3.9	0.0	-0.6
CITROEN	3.7	3.5	3.4	-0.2	0.0
MITSUBISHI	1.8	1.7	2.7	-0.1	1.0
OTHER	9.2	9.0	9.9	-0.3	0.9
LIGHT VEHICLE %					
RENAULT	17.2	18.7	18.6	1.5	0.0
DOGUS OTOMOTİV	21.0	18.9	18.1	-2.2	-0.8
TOFAŞ	11.1	12.8	11.7	1.8	-1.1
FORD	11.1	11.6	10.5	0.5	-1.1
HYUNDAI	5.3	5.5	5.5	0.2	0.7
TOYOTA	5.4	4.7	5.4	-0.6	-0.1
PEUGEOT	3.6	4.2	4.9	0.6	0.6
HONDA	2.1	2.8	4.6	0.7	1.9
OTHER	23.2	20.8	20.7	-2.4	-0.1

*Source: ADA. Skoda included.

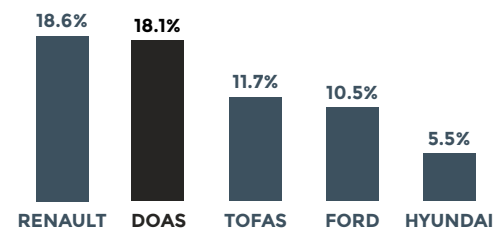
PV TOP 5 DECEMBER 18



LCV TOP 5 DECEMBER 18



LV TOP 5 DECEMBER 18

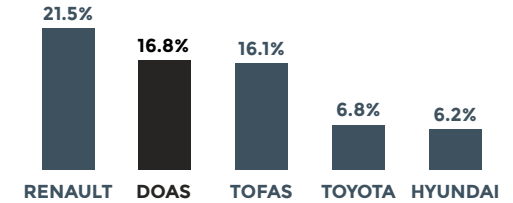


Market Share - Retail - June 2019

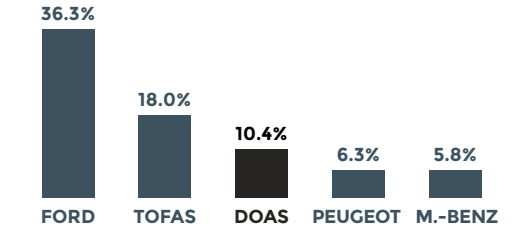
RETAIL MARKET	2017 YEAR END	2018 YEAR END	JUN 2018	JUN 2019	2018 YEAR END/ JUN 2019 CHANGE	JUN 2018/ JUN 2019 CHANGE
PASSENGER VEHICLE %						
RENAULT	21.5	21.2	22.3	21.5	0.3	-0.7
DOGUS OTOMOTİV	21.1	19.6	19.9	16.8	-2.8	-3.1
TOFAS	8.9	9.1	8.5	16.1	7.0	7.7
TOYOTA	5.6	6.3	5.4	6.8	0.5	1.4
HYUNDAI	6.8	6.6	7.8	6.2	-0.4	-1.6
PEUGEOT	4.2	5.1	5.1	5.6	0.5	0.6
HONDA	3.7	5.9	5.1	5.4	-0.5	0.3
OPEL	5.0	3.2	4.5	3.8	0.7	-0.6
OTHER	23.8	21.1	21.5	17.7	-3.4	-3.9
LIGHT COMMERCIAL VEHICLE %						
FORD	30.5	31.0	31.1	36.3	5.4	5.3
TOFAŞ	25.1	21.1	22.1	18.0	-3.1	-4.1
DOGUS OTOMOTİV	11.9	12.7	13.1	10.4	-2.3	-2.7
PEUGEOT	4.5	3.9	2.8	6.3	2.4	3.5
MERCEDES-BENZ	3.9	5.9	6.4	5.8	-0.1	-0.6
RENAULT	10.0	9.4	6.7	5.1	-4.3	-1.6
CITROEN	3.5	3.4	3.4	3.5	0.1	0.1
MITSUBISHI	1.7	2.7	2.6	2.3	-0.5	-0.3
OTHER	9.0	9.9	11.8	12.3	2.4	0.5
LIGHT VEHICLE %						
RENAULT	18.7	18.6	19.4	18.8	0.1	-0.6
TOFAŞ	12.8	11.7	11.5	16.5	4.8	5.1
DOGUS OTOMOTİV	18.9	18.1	18.4	15.5	-2.6	-2.9
FORD	11.6	10.5	10.9	10.0	-0.5	-0.9
PEUGEOT	4.2	4.9	4.6	5.8	0.9	1.2
TOYOTA	4.7	5.5	4.8	5.7	0.2	0.9
HYUNDAI	5.5	5.4	6.3	5.2	-0.2	-1.1
HONDA	2.8	4.6	4.0	4.3	-0.3	0.4
OTHER	20.8	20.7	20.2	18.1	-2.5	-2.1

*Source: ADA. Skoda included.

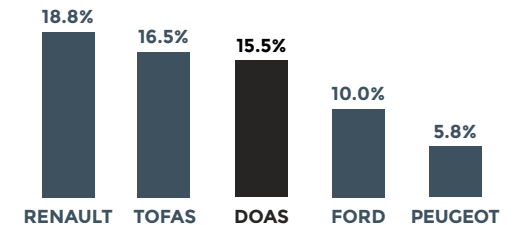
PV TOP 5 JUNE 19



LCV TOP 5 JUNE 19



LV TOP 5 JUNE 19



Financial Performance



Consolidated Income Statement

(TL mn, CMB)	31-Mar-19	31-Mar-18	Change (%)
Revenue	1,809	2,719	-33%
Gross Profit	255	324	-21%
Operational Expenses	-171	-167	2%
Selling and Marketing Expenses	-39	-72	-45%
General Administrative Expenses	-102	-96	7%
Warranty Expenses, net	-38	-22	74%
Other Operating Expenses, net	8	22	-62%
EBITDA	117	178	-34%
EBIT	84	157	-46%

Margins	31-Mar-19	31-Mar-18	Change (%)
Gross Margin	14.1%	11.9%	18%
Opex/Sales	9.4%	6.1%	53%
EBITDA Margin	6.5%	6.5%	-1%
EBIT Margin	4.7%	5.8%	-19%
Net Profit Margin	-3.8%	3.0%	-226%

Consolidated Income Statement

(TL '000)	31-Mar-19	Vertical Analysis	31-Mar-18	Vertical Analysis	Change (%)
Revenue	1,808,534		2,719,275		-33%
Direct cost of revenue	-1,553,795	-86%	-2,395,051	-88%	-35%
Gross profit	254,739	14%	324,224	12%	-21%
Selling, marketing and distribution expenses	-39,253	-2%	-71,654	-3%	-45%
SG&A Expenses	-101,846	-6%	-95,600	-4%	7%
Warranty expenses	-37,606	-2%	-21,654	-1%	74%
Other operating incomes/losses, net	8,148	0%	21,695	1%	-62%
Results from operating activities	84,182	5%	157,011	6%	-46%
Income Loss from Investing Activities	9,589		7,253		
Income Loss from Associates	-8,928	0%	29,318	2%	-130%
Financial incomes/costs, net	-160,241		-95,394		68%
Profit before income tax	-75,398	-4%	98,188	4%	-177%
Tax expense	7,419		-16,900		-144%
Profit for the year	-67,979	-4%	81,288	3%	-184%

	Passenger Segment	Commercial Segment	Other Segment	Total
Revenue from external customers	1,180,397	244,890	383,247	1,808,534
Cost of sales	-1,074,084	-216,723	-262,691	-1,553,498
Gross Profit	106,313	28,167	120,556	255,036
Gross Profit Margin	9.0%	11.5%	31.5%	14.1%

Depreciation increase due to IFRS 16 standard

Income/Loss from Associates	31 Mar 19 Cumulative	31 Mar 18 Cumulative
VDF Group	-36,802	16,860
VDF	-38,211	10,708
VDF Servis Holding	1,409	6,152
Doğuş Sigorta	820	765
SKODA (Yüce Oto)	778	4,067
TÜVTURK Group	25,785	7,862
Meiller-Doğuş	0	32
Doğuş Technology	491	-268
Grand Total	-8,928	29,318

Financing Costs

(mn TL)	31-Mar-19	31-Mar-18	Change (%)
Financing Costs, net	-160.24	-95.39	68%
Finance expenses	-145.07	-99.77	45%
Interest expense on borrowings	-132.65	-93.68	42%
Commission expenses on letters of guarantee	-8.82	-3.35	163%
Other financial expenses	-3.59	-2.74	31%
Foreign Exchange gain/loss, net	30.02	-	-
Interest on Lease Liability	7.86	-	-
Finance income, net	18.45	4.37	322%
Foreign exchange gains on derivative instruments	4.24	-	-

Consolidated Balance Sheet

(TL '000)	31-Mar-19	31-Dec-18
ASSETS	4,592,707	4,798,662
Cash and cash equivalents	412,666	365,892
Trade receivables	631,822	643,538
Inventories	1,187,136	1,365,896
Tangible and intangible non-current assets	996,112	1,017,732
Financial Investments	567,626	567,259
Investments in equity accounted investees	365,752	374,659
Right of Use Asset	137,392	-
Other	294,201	463,686
LIABILITIES	3,352,880	3,490,790
Financial liabilities	2,766,311	2,710,665
Trade payables	402,452	554,172
Provisions	116,322	107,262
Other	67,795	118,691
EQUITY	1,239,827	1,307,872

Inventories:

- Number of vehicles remained parallel at 8.153 units (31.03.2019) compared to 8.484 units as of 31.12.2018.

Financial Liabilities:

- Use of financing was realized as expected at TRY 2.7B.

Investments in Equity Accounted Investees	31-Mar-19	31-Dec-18
Associates		
Doğuş Sigorta	36,762	35,921
vdf Group	181,237	218,039
VDF	87,197	85,788
VDF Servis Holding	94,040	132,251
Yüce Auto (Škoda)	26,715	25,937
Doğuş Technology	3864	3373
Joint Ventures		
TÜVTURK North - South (Consolidated)	117,175	91,390
Meiller-Doğuş	0	0
Total	365,752	374,659

Provisions	31-Mar-19	31-Dec-18
Warranty provisions	39,125	40,362
Legal provisions	27,392	27,748
Provision for unused vacation	41,453	39,152
Other provisions	8,352	0
Total	116,322	107,262

Consolidated Balance Sheet

(Balance Sheet mn,TL)	31-Mar-19	31-Dec-18	Change (%)
Total Assets	4,593	4,799	-4%
Total Equity	1,240	1,308	-5%
Net working capital	-828	-830	0%
Net cash position	-2,407	-2,403	0%
Receivable Turnover (day)	32	22	48%
Inventory Turnover (day)	70	53	32%
Payable Turnover (day)	24	21	12%
Net Debt/EBITDA	5.0	3.3	52%

(Balance Sheet mn,TL)	31-Mar-19	31-Dec-18	Change (%)
CAPEX	6	179	-97%
ROA	-1.5%	1.7%	-187%
ROE	-5.5%	6.2%	-188%

2019 EXPECTATIONS

Mobility

Digitalization

Service Areas

**Operational Efficiency and
Cautious Expenditure Management**

**Optimum
Profitability**

**OEM Strategy: Maintain represented brands'
competitive position.**

**Total Automotive Market
(PC+LCV+HCV)**

235-240,000 units

**Doğuş Otomotiv Sales Volume
(including ŠKODA)**

45-50,000 units

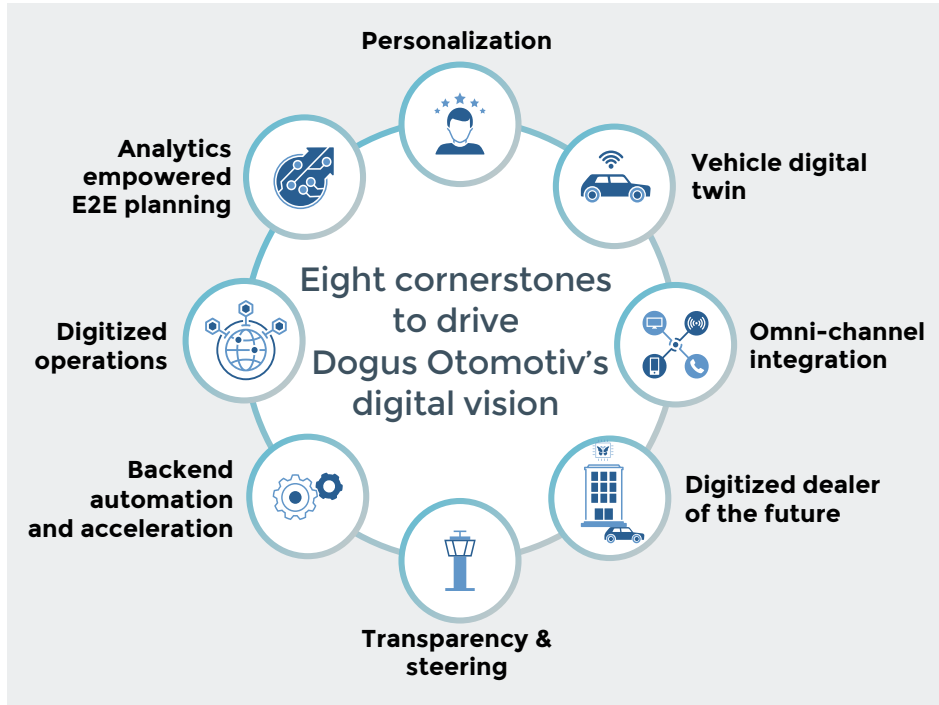
Investment Expenditure

TRY 60-70 million

- Expenditures for head office, logistics, spare parts, training areas and subsidiaries
- **Machinery and equipment** investments
- Investments in **information technologies**
- Investments presenting potential to create value

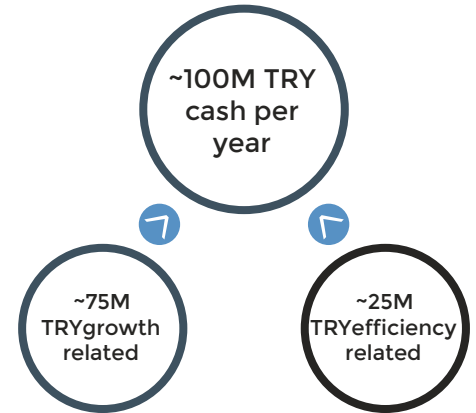
DIGITAL TRANSFORMATION STRATEGY OF DOAS

Dogus Otomotiv Road Map for Digital Vision



Solutions expected to generate ~100M TRY /year cash after 8 years

Impact of all 44 solutions



~30M TRY investment in the first 3 years

Self funding after 1,5 year

Stock Price History



Shareholder's Commercial Title	Share in Capital (TL)	Share in Capital (%)
Doğuş Holding A.Ş.	98,946,629	44.98
Doğuş Araştırma Geliştirme ve Müşavirlik Hizmetleri A.Ş.	66,638,086	30.29
Doğuş Otomotiv Servis ve Ticaret A.Ş.	22,000,000	10.00
Doğuş Sigorta Aracılık Hizmetleri A.Ş.	292	-
Publicly Traded Shares	32,414,993	14.73
Total	220,000,000	100.00

* In accordance with communique of CMB, the Company reacquired 22,000,000 units of its own shares, which is equivalent to 10% of its paid-in capital in 2016.

Disclaimer

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