

TOFAŞ TÜRK
OTOMOBİL
FABRİKASI A.Ş.

ANALYST MEETING

April, 07 2006



Disclaimer

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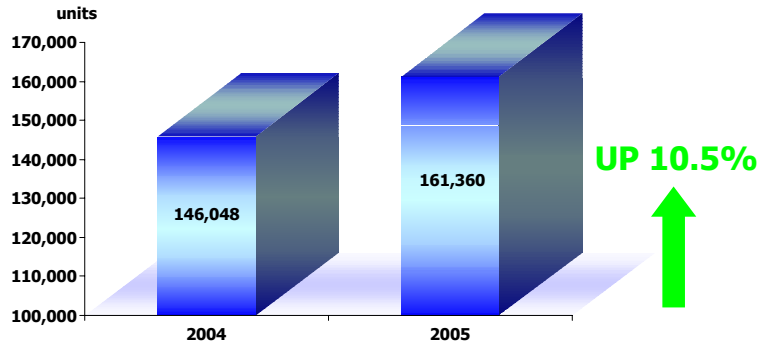
Agenda

- Opening
- Performance highlights of 2005
 - 2005 at a glance
 - Domestic market
 - Tofaş domestic sales
 - Exports
 - Financial results
- 2006 Outlook
 - Market share
 - Export Volumes
- Recent Developments
- Q&A
- Special Exhibition

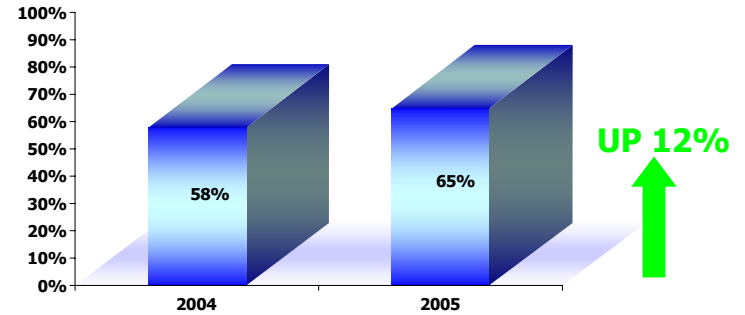
2005 at a glance

A TRANSFORMATION YEAR. STILL...

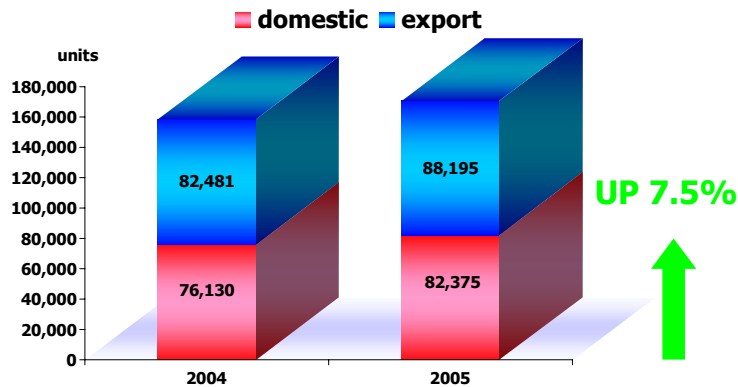
PRODUCTION



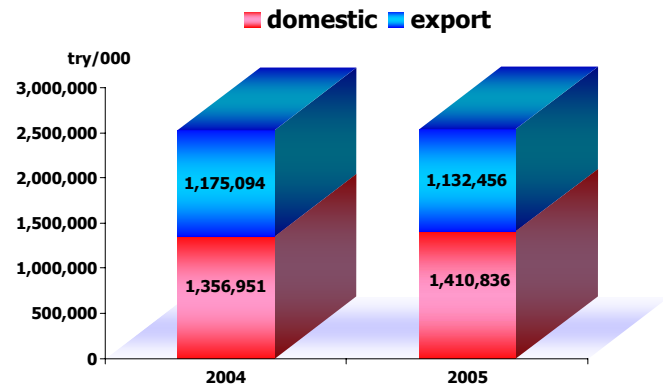
CAPACITY UTILIZATION



SALES

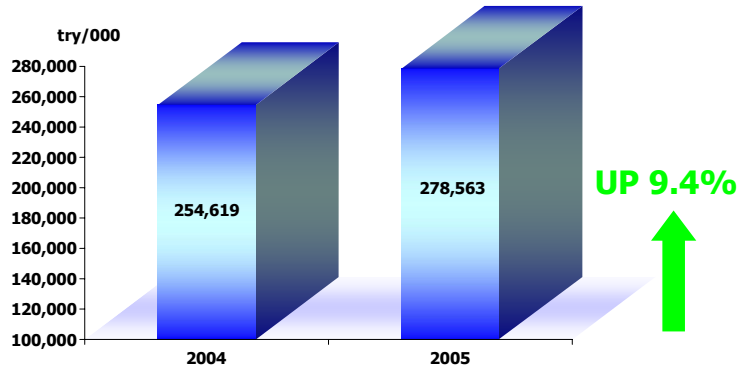


REVENUE

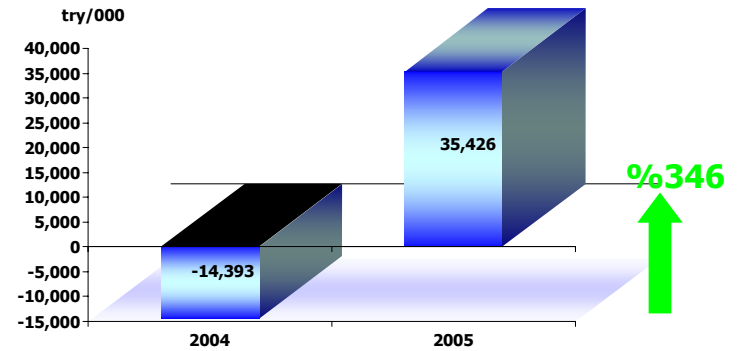


Performance Highlights of 2005

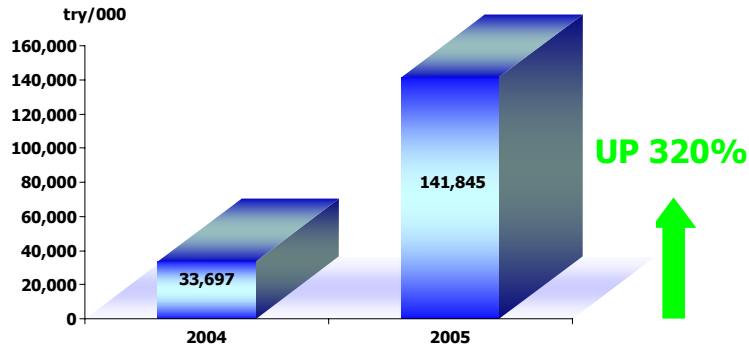
GROSS PROFIT



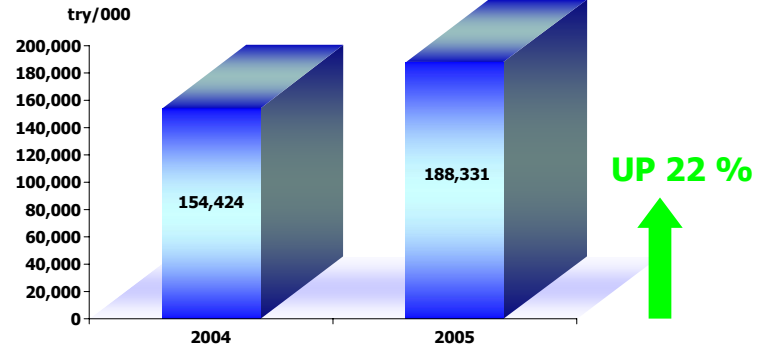
NET OPERATING PROFIT



NET PROFIT



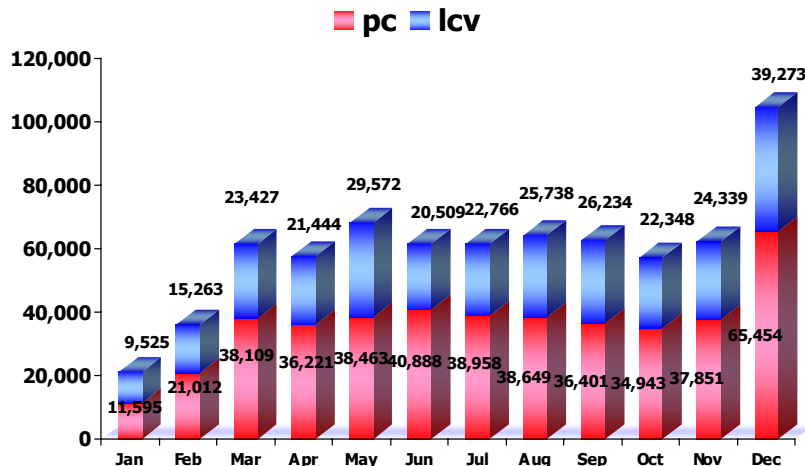
EBITDA



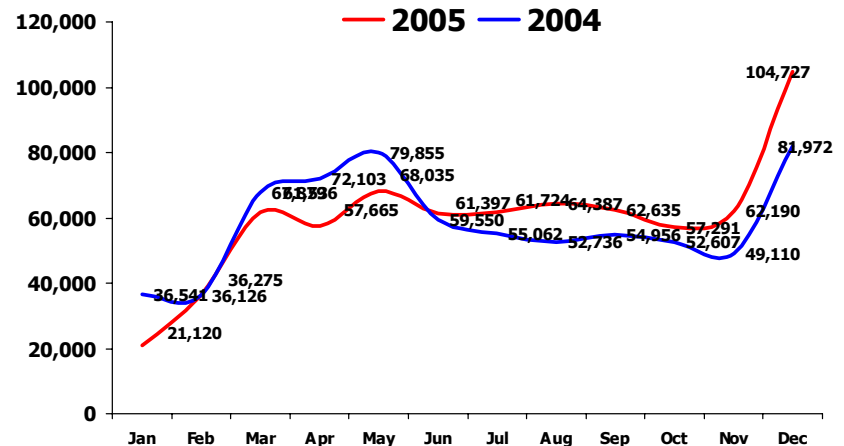
Domestic Market

- The sales in domestic market continued to increase in 2005, ending up with an all time high sales second year in a row, though lost pace compared to 2004. While the pc market contracted by 2.8% in 2005, the lcv sales increased by 13.3%, resulting in an increase of 2.9% on combined terms.

MONTHLY VOLUMES - 2005



2005 VOLUMES VS. 2004

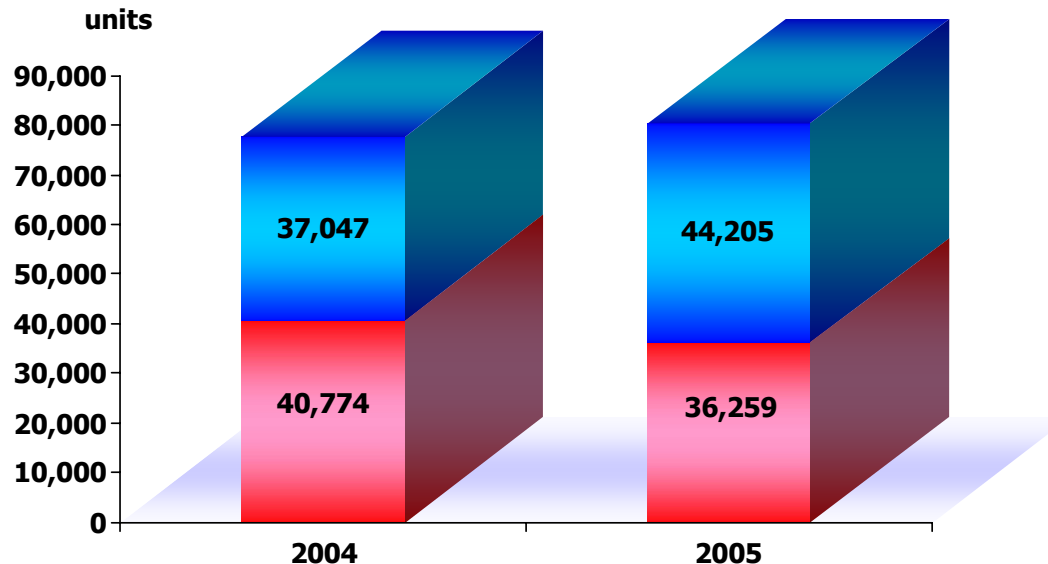


Tofaş Domestic Sales

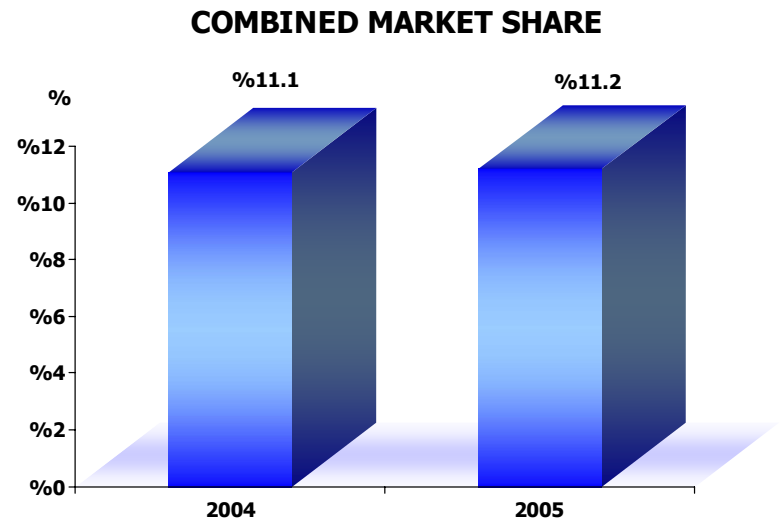
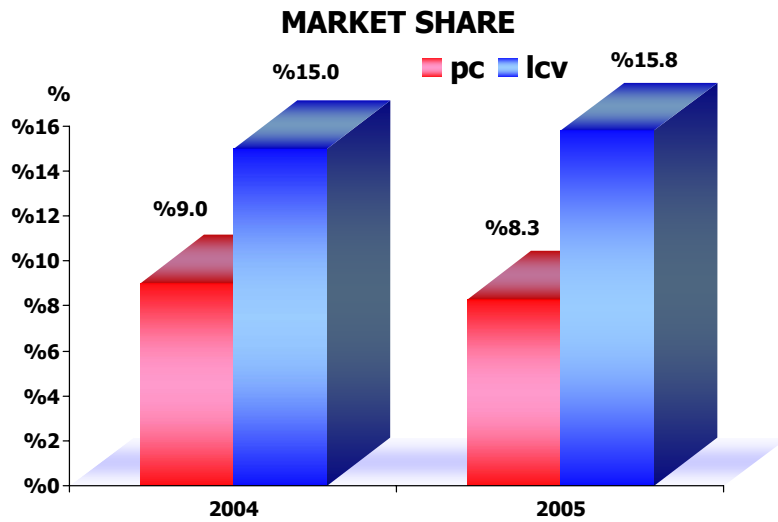
- The decrease in pc sales was mainly driven by the overall contraction in the local pc market. However, with the strong contribution of lcv sales, the Company overall sales was over 2004.

TOFAŞ DOMESTIC RETAIL SALES

■ pc ■ lcv



Market Share



Tofaş Domestic Sales

- Doblo was once again the leader in its segment in 2005 with strong market share, despite the temporary effect of pre-phase-out experienced before the launch of restyled Doblo in October.



LCV MARKET SEGMENT SHARES (%)

	2002	2003	2004	2005
FIAT DOBLO	43.1	30.6	27.9	28.4
PEUGEOT PARTNER	20.8	16.3	11.7	8.6
RENAULT KANGOO	15.5	20.5	20.3	17.8
FORD CONNECT	5.9	19.8	22.0	24.5
CITROEN BERLINGO	7.5	6.3	4.3	3.4
OPEL COMBO	5.2	5.4	3.7	4.8
VW CADDY	1.0	0.6	9.1	12.2
OTHERS	1.0	0.7	1.0	0.3
1B (MINIVAN) TOTAL	100.0	100.0	100.0	100.0
SHARE OF SEGMENT IN MARKET	41.8	37.4	42.2	46.3
1B (MINIVAN) TOTAL (VOLUME)	28,028	51,988	104,354	129,793

Exports

Units

	2004	2005	Δ
Doblo Cargo	42,680	46,856	4,176
Doblo Panorama	27,196	26,613	-583
Albea - Palio	4,153	4,733	580
Other CBU	3,076	1,689	-1,548
CKD	5,376	8,304	2,928
TOTAL UNITS	82,481	88,195	5,714

Total export revenue			
EUR/mill.	663	687	24

Financial Results

All values are TRY millions

	2004	2005	Δ
Net sales	2,532.0	2,543.3	11.3
Gross profit	254.6	278.6	24.0
Net operating profit	-14.4	35.4	49.8
Net profit before taxes	27.7	163.9	136.2
Net profit	33.7	141.8	108.1
EBITDA	154.4	188.3	33.9

	2004	2005
EBITDA margin	6.1%	7.4%
Gross margin	10.1%	11.0%
Net operating margin	-0.6%	1.4%
Net profit margin	1.3%	5.6%

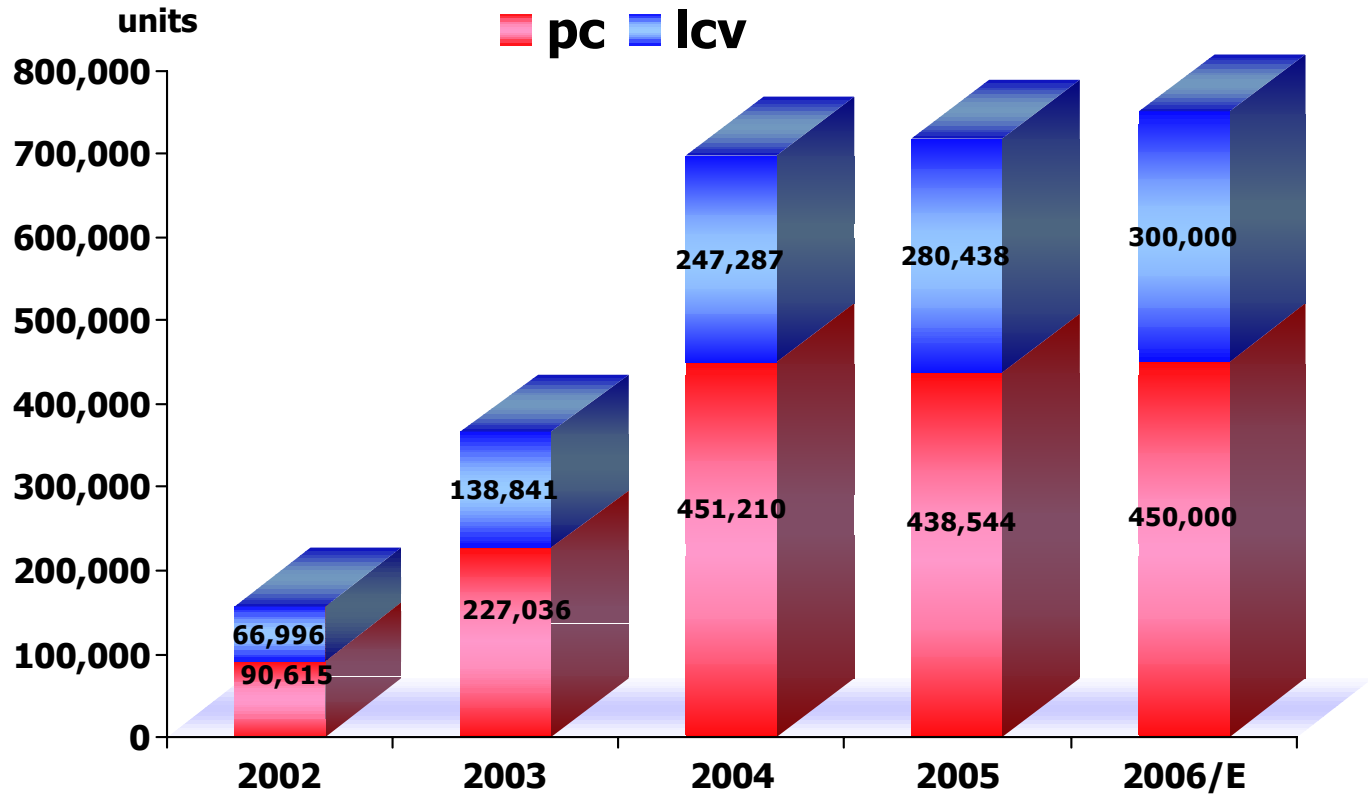
Financial Results

All values are TRY millions

	2004	2005	Δ
Net working capital	191.8	118.0	-73.8
Fixed assets	769.8	805.5	35.7
Funds	94.2	112.8	18.6
Net invested capital	867.4	810.6	-56.8
Net financial position	20.4	227.6	207.2
Equity	887.8	1038.3	150.5

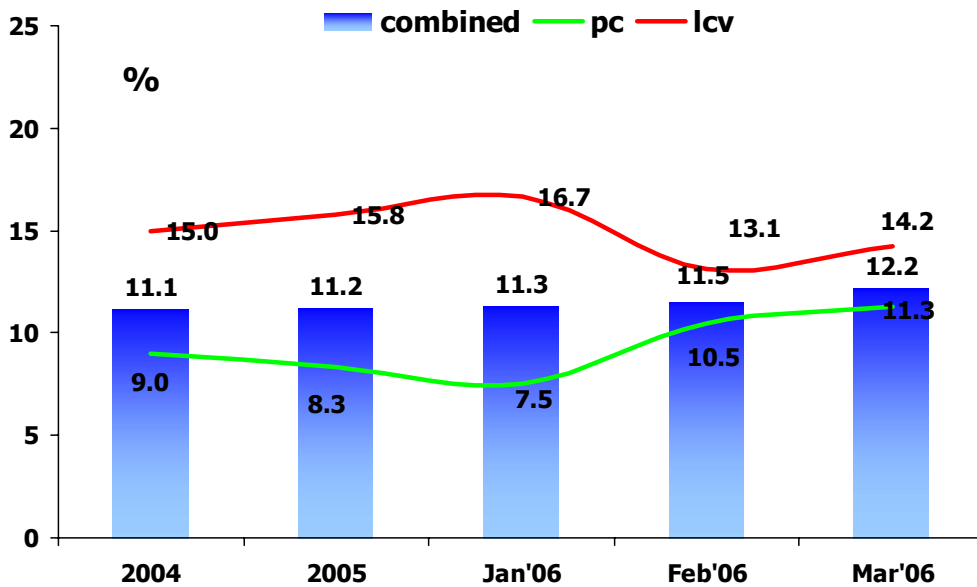
	2004	2005
Current Ratio	1.8	1.7
Gearing (Debt/Equity)	0.29	0.26

2006 Market Outlook



Market Share – Q1

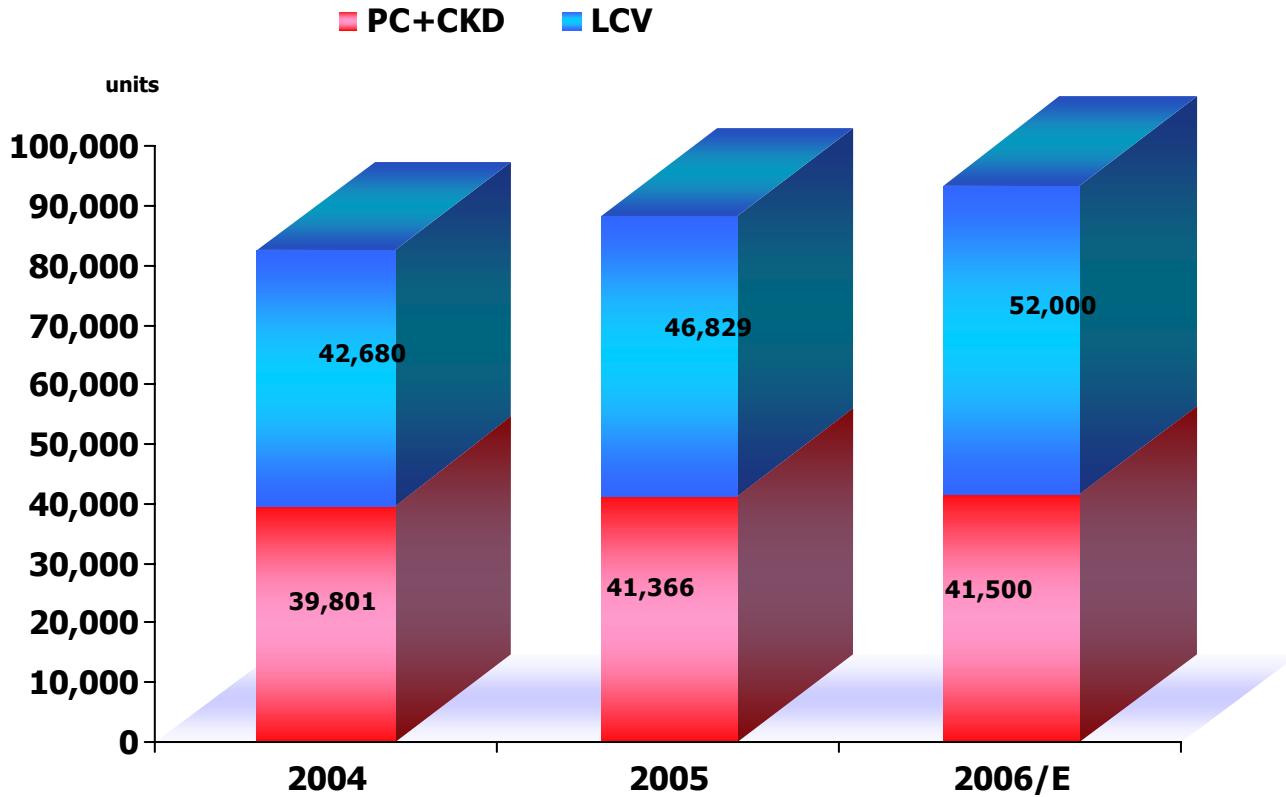
- With the introduction of our new model Grande Punto in February 2006, we gained 2.2% local market share in pc sales compared to 2005. A slight decrease was seen in lcv market share in February due to aggressive price cuts of the competition, however this has been mostly cured in March.



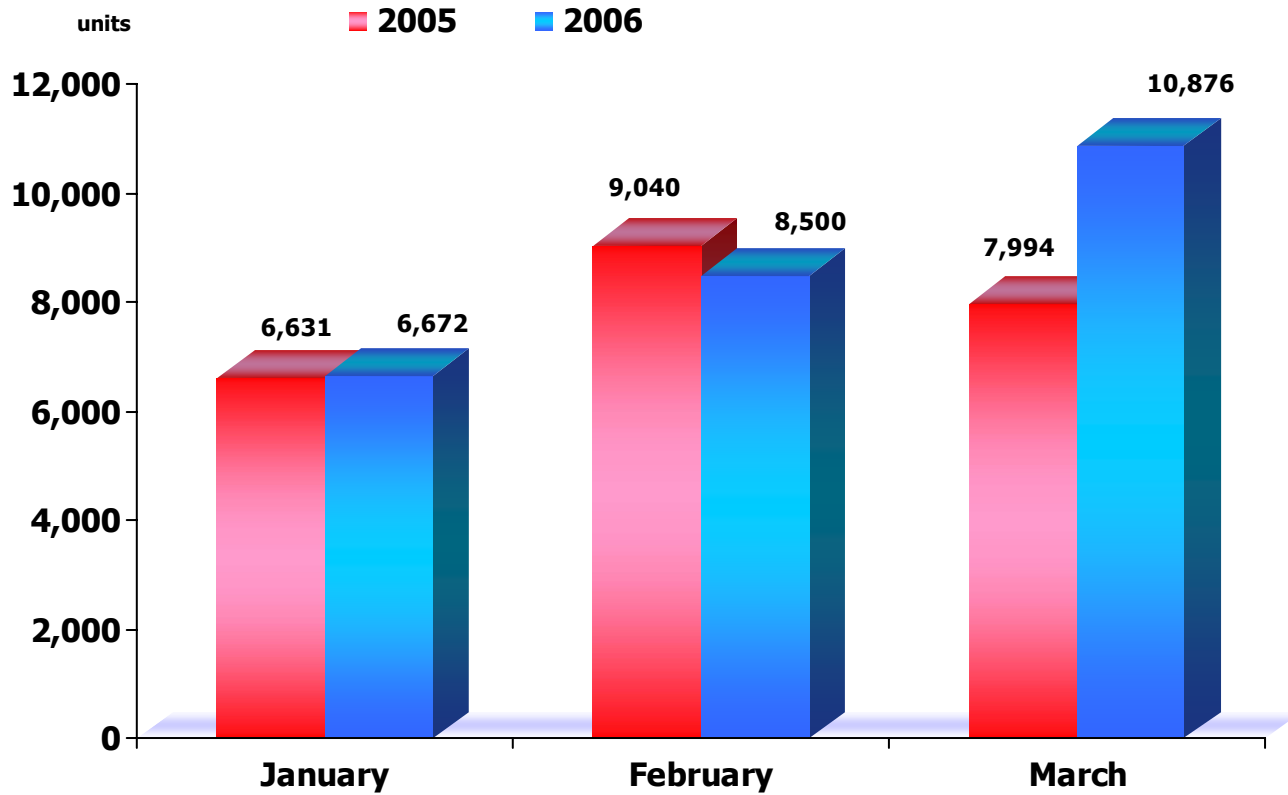
B Segment Market Share

PC SEGMENT SHARE %	2005	JAN. 2006	FEB. 2006	MAR. 2006
<i>PALIO</i>	9.2	7.9	5.1	4.9
<i>PUNTO</i>	1.5	1.4	1.0	0.5
<i>GRANDE PUNTO</i>			14.8	14.6
FIAT TOTAL	10.7	9.3	20.9	20.0
CLIO	4.8	2.4	1.5	2.7
CORSA	12.3	10.9	9.9	9.4
FIESTA	15.2	18.2	16.0	14.2
206	9.0	7.2	9.4	8.1
C3	3.4	2.3	3.1	3.3
POLO HB	8.1	8.5	8.6	8.7
YARIS	3.0	9.6	5.8	5.7
GETZ	13.9	13.4	10.5	11.2
JAZZ	4.1	1.9	1.5	4.0
KALOS HB	4.0	4.0	3.7	2.7
OTHERS	11.6	12.2	9.1	10.0
B TOTAL	100.0	100.0	100.0	100.0
SHR. OF SEG. IN MRKT.	24.0	21.8	23.9	26.1
B TOTAL (VOLUME)	105,329.0	3,591.0	5,963.0	9,664.0

Export Volumes



Export Volumes



Recent Developments

- Minicargo:
 - Annual production capacity increased by 30,000 units to 165,000 units
- Severstal (Russia):
 - Agreement signed to export 45,000 CKD sets annually starting from 2007
- D-200:
 - Start of production advanced by 2 months, from July to May 2007, in order to be ready for the high season
 - Take-or-pay agreement signed with Fiat for exports
- Change in Working Capital Structure:
 - Implementation of Direct Debiting for domestic dealer receivables → reduced collection cycle
 - Extended supplier payment terms from 45 to 60 days
- Announcement of the new organization chart

New Organization

