

TAT GIDA SANAYI A.S. 3M-2014 EARNINGS REVIEW

- a. Net Sales realised as 219 mio TL in 3M-2014 up by 12% when compared to 196 mio TL in 3M-2013.
- b. Gross Profit realised as 44 mio TL in 3M-2014 same as in 3M-2013, and the gross margin was recorded as 20.1%.
- c. Operating Profit realised as 11 mio TL in 3M-2014 and operating profit margin was recorded as 5,1%. On the other hand; the net operating profit (eliminating the other income and expenses from operations) was recorded as 9 mio TL in 3M-2014 while it was 10 mio TL in 3M-2013.
- d. Income Before Tax from continued operations realised as 4.3 mio TL.
- e. Net Income is 3 Mio TL with the margin of 1,3%.
- f. Ebitda was recorded as 11 mio TL with the margin 5,1 % in 3M-2014, while it was 13 mio TL in 3M-2013.

TAT GIDA SANAYI A.Ş. INCOME STATEMENT (TL)	1 Jan- 31 Mar		1 Jan- 31 Mar	
	2014	%	2013	%
Continuing Operations				
Revenue	218.573.260	100,0	196.007.575	100,0
Cost of Sales (-)	(174.678.535)		(151.502.900)	
Gross Profit	43.894.725	20,1	44.504.675	22,7
Marketing Expenses (-)	(27.179.986)		(25.996.797)	
General Administrative Expenses (-)	(8.000.448)		(8.406.468)	
Research and Development Expenses (-)	(6.971)		(1.937)	
Other Income from Operating Activities	5.003.217		4.077.980	
Other Expenses from Operating Activities (-)	(2.532.517)		(827.858)	
Operating Profit	11.178.020	5,1	13.349.595	6,8
Income from Investing Activities	68.767		301.562	
Expense from Investing Activities (-)	(176.462)		-	
Share of Profit of Investments Accounted by the Equity Method	(666.673)		407.712	
Operating Profit before Finance Expense	10.403.652		14.058.869	
Finance Expense (-)	(6.092.974)		(6.050.861)	
Profit/Loss Before Tax from Continuing Operations	4.310.678	2,0	8.008.008	4,1
Tax Expense from Continuing Operations				
Current Tax Expense	(1.447.721)		(1.904.444)	
Deferred Tax Expense/Income	404.422		70.366	
Profit/Loss For the Period from Continuing Operations	3.267.379	1,5	6.173.930	3,1
Discontinued Operations				
Profit After Tax from Discontinued Operations	(410.243)		273.419	
Period Profit	2.857.136	1,3	6.447.349	3,3
Allocation of Profit for the Period :				
Attributable to Non-controlling Interests	(60.605)		114.426	
Attributable to Equity Holders of the Parent Company	2.917.741	1,3	6.332.923	3,2
	2.857.136		6.447.349	
NET OPERATING PROFIT*	8.707.320	4,0	10.099.473	5,2
AMORTIZATION	2.372.270		2.969.117	
EBITDA	11.079.590	5,1	13.068.590	6,7

* Other Income/Expenses from operating activities were eliminated from Operating Profit.

SEGMENT ANALYSIS

In 2013 tomato paste and canned foods segment, sales and gross profit are increased up by 21% and 16% YoY respectively. The gross profit margin is recorded as 30,2%.

Dairy segment sales increased to 104 mio TL up by 5% and gross profit margin was recorded as 17,8% .

Meat segment sales realized as 26 mio TL with an increase of 4% YoY, and gross profit realized as 1,9 Mio TL with the margin of 7,2 %.

Pasta segment sales realized as 19 mio TL, and gross profit is recorded as 2,5 mio TL with the margin of 12,9 %.

Segment Analysis TL (1 Jan-31 Mar 2014)	Tomato Paste and Canned Products	Milk and Dairy Products	Meat and Meat Products	Pasta and Bakery Products	Total
Revenue	69.883.407	103.553.433	25.698.291	19.438.129	218.573.260
Cost of Sales	(48.772.378)	(85.145.195)	(23.837.052)	(16.923.910)	(174.678.535)
Gross Profit	21.111.029	18.408.238	1.861.239	2.514.219	43.894.725
Gross Profit Margin	30,2%	17,8%	7,2%	12,9%	20,1%
Operating Income/(Expense) (net)					(32.716.705)
Operating Profit					11.178.020
Operating Profit Margin					5,1%

Segment Analysis TL (1 Jan-31 Mar 2013)	Tomato Paste and Canned Products	Milk and Dairy Products	Meat and Meat Products	Pasta and Bakery Products	Total
Revenue	57.987.303	98.186.929	24.788.972	15.044.371	196.007.575
Cost of Sales	(39.810.981)	(76.908.317)	(21.745.816)	(13.037.786)	(151.502.900)
Gross Profit	18.176.322	21.278.612	3.043.156	2.006.585	44.504.675
Gross Profit Margin	31,3%	21,7%	12,3%	13,3%	22,7%
Operating Income/(Expense) (net)					(31.155.080)
Operating Profit					13.349.595
Operating Profit Margin					6,8%

BALANCE SHEET (TL)

ASSETS	31.03.2014	31.12.2013
Current Assets	449.110.666	450.083.597
Cash and cash equivalents	5.491.212	10.330.825
Trade Receivables	232.740.230	208.265.991
-Due from related parties	159.978.479	138.097.731
-Trade receivables from third parties	72.761.751	70.168.260
Other receivables	31.463	10.614
Inventories	140.322.875	159.295.645
Prepaid Expenses	5.742.131	433.883
Other current assets	35.096.756	31.765.117
	419.424.667	410.102.075
Assets held for sale	29.685.999	39.981.522
Non Current Assets	137.626.261	116.834.466
Other receivables	74.970	74.970
Financial investments	4.564.874	4.564.874
Investments accounted by the equity method	12.833.327	-
Property, plant and equipment	115.510.252	108.773.384
Intangible assets	910.372	603.087
Prepaid Expenses	600.870	90.977
Deferred tax assets	3.131.596	2.727.174
Total Assets	586.736.927	566.918.063

LIABILITIES	31.03.2014	31.12.2013
Current Liabilities	275.651.259	224.613.441
Short term borrowings	3.460.309	2.265.742
Short term portion of long term borrowings	166.686.405	127.811.887
Trade payables	79.756.946	79.450.437
- Trade payables to related parties	8.084.418	9.521.692
- Other payables to third parties	71.672.528	69.928.745
Deferred income	-	573.656
Current tax liabilities	1.447.721	1.317.107
Employee benefit payables	1.987.158	1.601.326
Other current liabilities	19.974.827	4.935.806
Short term provisions	1.159.570	2.891.230
- Other short term provisions	55.000	55.000
- Short term provisions for employment benefits	1.104.570	2.836.230
	<u>274.472.936</u>	<u>220.847.191</u>
Liabilities related to asset groups held for sale	1.178.323	3.766.250
Non Current Liabilities	86.414.742	120.490.832
Long term borrowings	75.569.400	109.940.100
Long term provisions for employment benefits	10.845.342	10.550.732
EQUITY	224.670.926	221.813.790
Equity attributable to equity holders of the parent company	204.640.327	201.722.586
Share capital	136.000.000	136.000.000
Inflation adjustment to share capital	21.601.088	21.601.088
Share premiums	10.107.809	10.107.809
Items that may be reclassified subsequently to profit or loss	2.981.591	2.981.591
- Gain/loss on revaluation	2.981.591	2.981.591
Items that will not be reclassified subsequently to profit or loss	533.935	533.935
- Actuarial losses in defined benefit plan	533.935	533.935
Restricted reserves	60.404	60.404
Previous years' profit	30.437.759	27.943.690
Net profit for the period	2.917.741	2.494.069
Non controlling interests	20.030.599	20.091.204
Total Liabilities	<u>586.736.927</u>	<u>566.918.063</u>

(TL)	31.03.2014	31.12.2013
Short term financial debt	170.146.714	130.077.629
Long term financial debt	75.569.400	109.940.100
Total financial debt	245.716.114	240.017.729
Total cash & cash equivalents	5.491.212	10.330.825
Net financial debt	240.224.902	229.686.904

Working Capital (TL)	293.306.159	288.111.199
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Current Ratio	1,63	2,00
Liquidity Ratio	0,99	1,15
Net Debt / Equity	1,07	1,04
Net short term financial debt/ Total net financial debt	0,69	0,52