

TAT KONSERVE SANAYII A.S. 6M-2012 EARNINGS REVIEW

- Net Sales realized as 398 mio TL in 6M-2012 up by 16% compared to 343 mio TL in 6M-2011,
- Gross Profit realized as 78,5 mio TL in 6M-2012, and 63,6 mio TL in 6M-2011 indicating 23% increase. Gross profit margin increased to 19,7 % from 18,5% in 6M-2012 when compared to the same period of year 2011.
- Operating Profit realized as 12,4 mio TL in 6M-2012, and 8 mio TL in 6M-2011 indicating 57% increase. Operating profit margin increased to 3,1% from 2,3% in 6M-2012.
- Income Before Tax realized as 6,5 mio TL in 6M-2012, and 0,3 mio TL in 6M-2011 with a significant change. The margin is 1,6% over the margin 0,1% of 6M-2011.
- Net Income is 4,9 Mio TL with YoY increase of 45,7%,
- Ebitda in 6M-2012 realized as 19,7 mio TL with the margin of 4,9 % showing the positive improvement as to 14,6 mio TL and 4,3% in 6M-2011.

INCOME STATEMENT (TL)

INCOME STATEMENT (TL)	Margin 6M-12 (%)		Margin 6M-11 (%)		YoY Change %
	Jan-June 2012		Jan-June 2011		
Net Sales	397.541.330	100,0	343.116.298	100,0	15,9
COGS (-)	(319.070.254)		(279.534.688)		
Gross Operating Profit	78.471.076	19,7	63.581.610	18,5	23,4
Marketing, Sales & Distribution Expenses	(51.846.703)		(42.172.771)		
General Administrative Expenses	(14.870.209)		(14.642.713)		
R&D Expenses	(5.051)		(4.202)		
Other Operating Income	1.596.846		1.512.164		
Other Operating Expenses	(909.839)		(350.271)		
Operating Profit	12.436.120	3,1	7.923.817	2,3	56,9
Share in Profit/Loss of Assets Appraised as to Equity Method	554.353		448.028		
Financial Income	15.760.970		6.426.580		
Financial Expenses	(22.264.709)		(14.453.610)		
Income Before Tax of Continuing Operations	6.486.734	1,6	344.815	0,1	1.781,2
Tax Income/Expense in the Current Period	1.413.322		(306.837)		
Deferred Tax Income/Expense	(3.255.994)		(1.239.807)		
Minority Interest	(218.880)		(4.539.372)		
Net Income	4.862.942	1,2	3.337.543	1,0	45,7
EBITDA	19.653.756	4,9	14.613.987	4,3	34,5

BALANCE SHEET (TL)	30/06/2012	31/12/2011
ASSETS		
Current Assets	441.058.782	428.056.413
Cash and Cash Equivalents/Financial Investments	24.357.034	36.184.794
Trade Receivables (net)	64.688.759	68.232.564
Due From Related Parties (net)	145.001.208	99.450.422
Other Receivables (net)	30.976	43.999
Inventories (net)	118.846.867	153.078.074
Biological Assets (net)	34.561.752	31.354.180
Other Current Assets	53.572.186	37.599.020
Derivative Financial Assets		2.009.599
Available for Sale Assets		103.761
Non-Current Assets	172.683.141	177.876.586
Other Receivables (net)	75.997	75.997
Financial Assets (net)	2.075.554	2.075.554
Assets Appraised as to Equity Method	6.585.948	6.421.595
Property, Plant and Equipment (net)	153.341.496	155.843.626
Intangible Assets (net)	801.761	873.682
Deferred Tax Assets	8.584.475	11.840.469
Other Non-Current Assets	1.217.910	745.663
TOTAL ASSETS	613.741.923	605.932.999
LIABILITIES		
Current Liabilities	218.629.923	161.573.145
Short-term Bank Borrowings (net)	138.910.898	83.245.508
Trade Payables (net)	39.224.418	56.808.284
Due to Related Parties (net)	11.909.146	12.481.312
Tax Liability		285.105
Other Current Liabilities (net)	25.437.074	5.812.181
Provisions	174.000	334.000
Provisions Regarding to Benefits Provided to the Employees	2.974.387	2.606.755
Non-Current Liabilities	154.634.274	208.526.190
Long-term Bank Borrowings (net)	144.507.244	198.376.934
Provisions Regarding to Benefits Provided to the Employees	10.127.030	10.149.256
SHAREHOLDERS' EQUITY	240.477.726	235.833.664
Equity Regarding to Majority Shareholder	198.372.241	193.509.299
Paid-in Capital	136.000.000	136.000.000
Inflation Adjustment to Shareholders' Equity	21.601.088	21.601.088
Share Premium	10.107.809	10.107.809
Financial Assets Fair Value Reserve	492.271	492.271
Limited Reserves	60.404	60.404
Previous Years' Income / Loss	25.247.727	16.258.558
Net Income /Loss	4.862.942	8.989.169
Minority Interest	42.105.485	42.324.365
TOTAL SHAREHOLDERS' EQUITY and LIABILITIES	613.741.923	605.932.999
Key Ratios		
	30/06/2012	31/12/2011
Current Ratio	2,02	2,65
Liquidity Ratio	1,07	1,28
Net Debt/Equity	1,08	1,04
Total Liabilities/Equity	1,55	1,57
Short-Term Net Financial Debt/Total Net Debt	0,44	0,19

In 6M-2012 tomato paste and canned foods segment, sales and gross profit are increased up by 11,5% and 11,7% YoY respectively. The gross profit margin is in line with YoY figure.

Dairy segment sales increased by 30% and gross profit increased by 18,6% YoY. The gross profit margin is realized as 19%. The recovery after the rise in raw milk price during H2-2011 is maintained.

Meat segment sales was realized as 77 mio TL with limited increase of 1% YoY. Gross profit increased to 9,6 Mio TL up by 131% YoY. The margin was recorded as 13% when compared to 6% of previous year.

Pasta segment sales increased to 33 mio TL up by 8% YoY and gross profit to 5,1 mio TL up by 26% YoY. The gross profit margin is also increased to 15% from 13% YoY.

January 1 - June 30 2012 Segment Analysis					
	Tomato Paste & Canned Products	Dairy Products	Meat Products	Pasta	TOTAL
Net Sales	119.159.018	168.459.023	76.808.141	33.115.148	397.541.330
COGS	-87.454.559	-136.392.910	-67.161.846	-28.060.939	-319.070.254
Gross Profit	31.704.459	32.066.113	9.646.295	5.054.209	78.471.076
Gross Profit %	27	19	13	15	20
Operating Income/(Expense)					-66.034.956
Operating Profit					12.436.120
Operating Profit %					3

January 1 - June 30 2011 Segment Analysis					
	Tomato Paste & Canned Products	Dairy Products	Meat Products	Pasta	TOTAL
Net Sales	106.885.672	129.737.416	75.826.365	30.666.845	343.116.298
COGS	-78.511.132	-102.706.122	-71.648.973	-	-279.534.688
Gross Profit	28.374.540	27.031.294	4.177.392	3.998.384	63.581.610
Gross Profit %	27	21	6	13	19
Operating Income/(Expense)					-55.657.793
Operating Profit					7.923.817
Operating Profit %					2

In all categories, Tat continues to invest marketing, sales, and expansion in product differentiation to strengthen the brand image and expectations on consumer insight.

Instead of the product types and series recently launched to the market in all categories, new products are researched and developed continuously to improve the business and meet the consumer expectations day by day.