



**Results for 1st Quarter 2010  
Analyst Teleconference**

# Key Messages



## Global Conditions Improving

- Crude Differentials
- Margins

## Turkish Market demand poor

- Weather
  - Lower demand for auto fuels
  - Hydro dams full
- Fuel oil expensive compared to gas

## Typical 1st Quarter

- Maintenance
- Low Capacity Utilisation
- Weak local demand

## Tüpraş Strategy

- Continuation of 2009
- Natural Gas instead of Fuel Oil

## Financial Performance

- Better than 2009
- Good platform for the year

[www.tupras.com.tr](http://www.tupras.com.tr)

**Market**



**Operations**

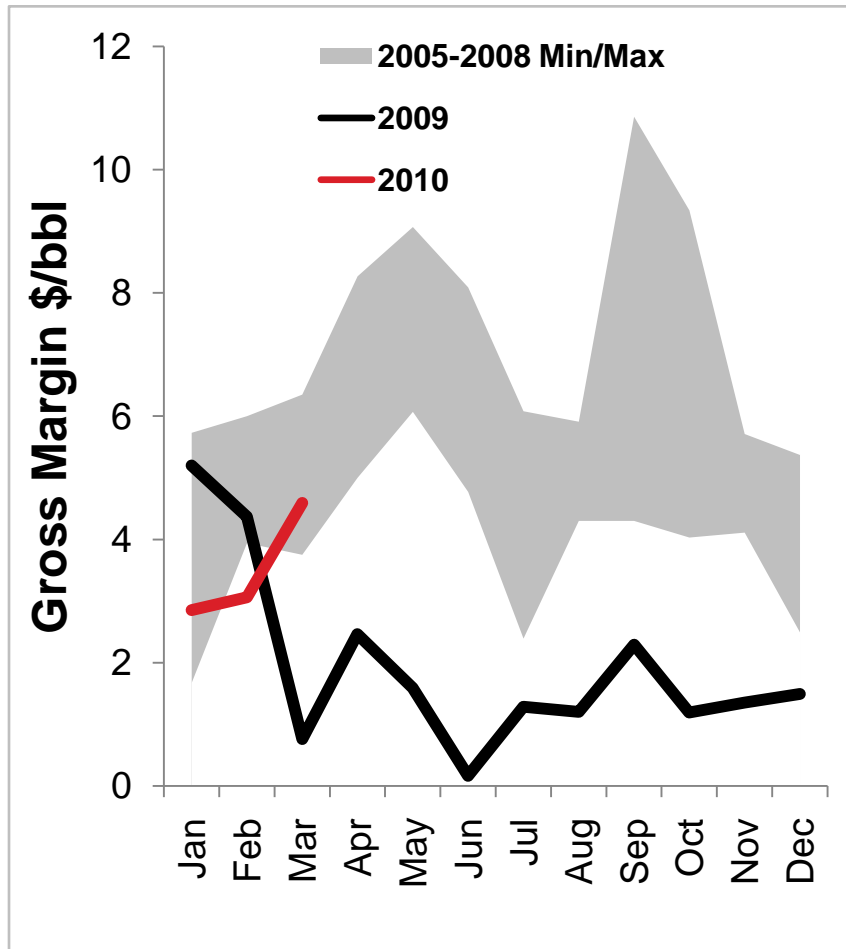


**Financials**

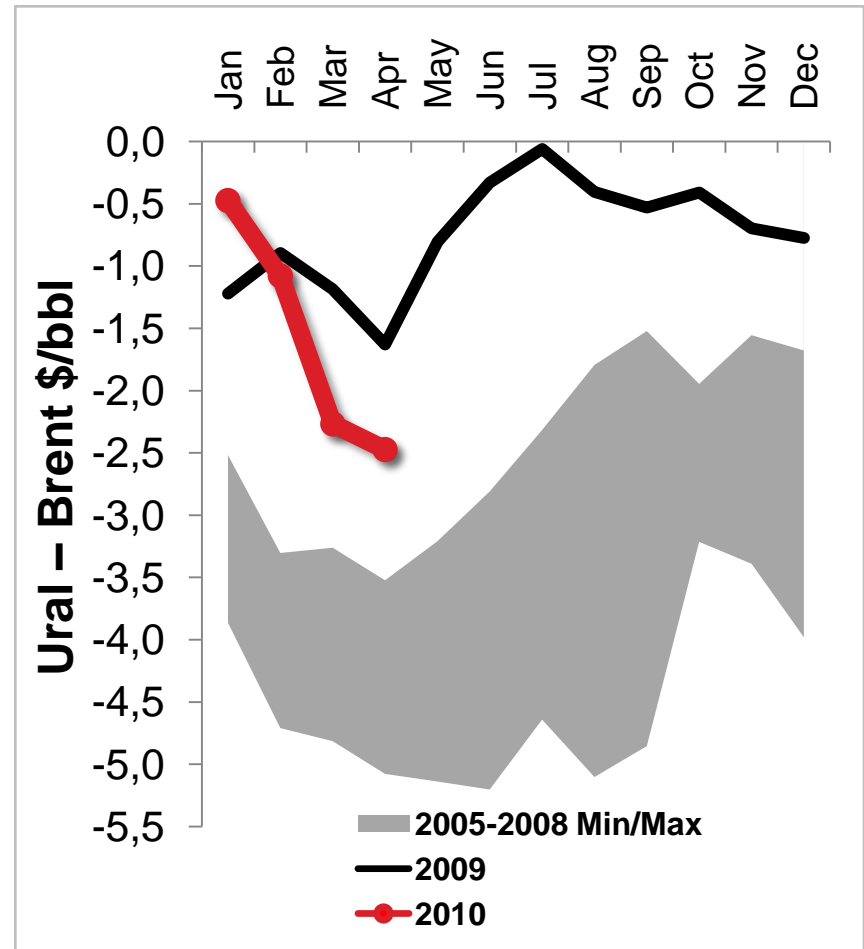


# The Med Market Conditions

## Med Complex Refining Margins



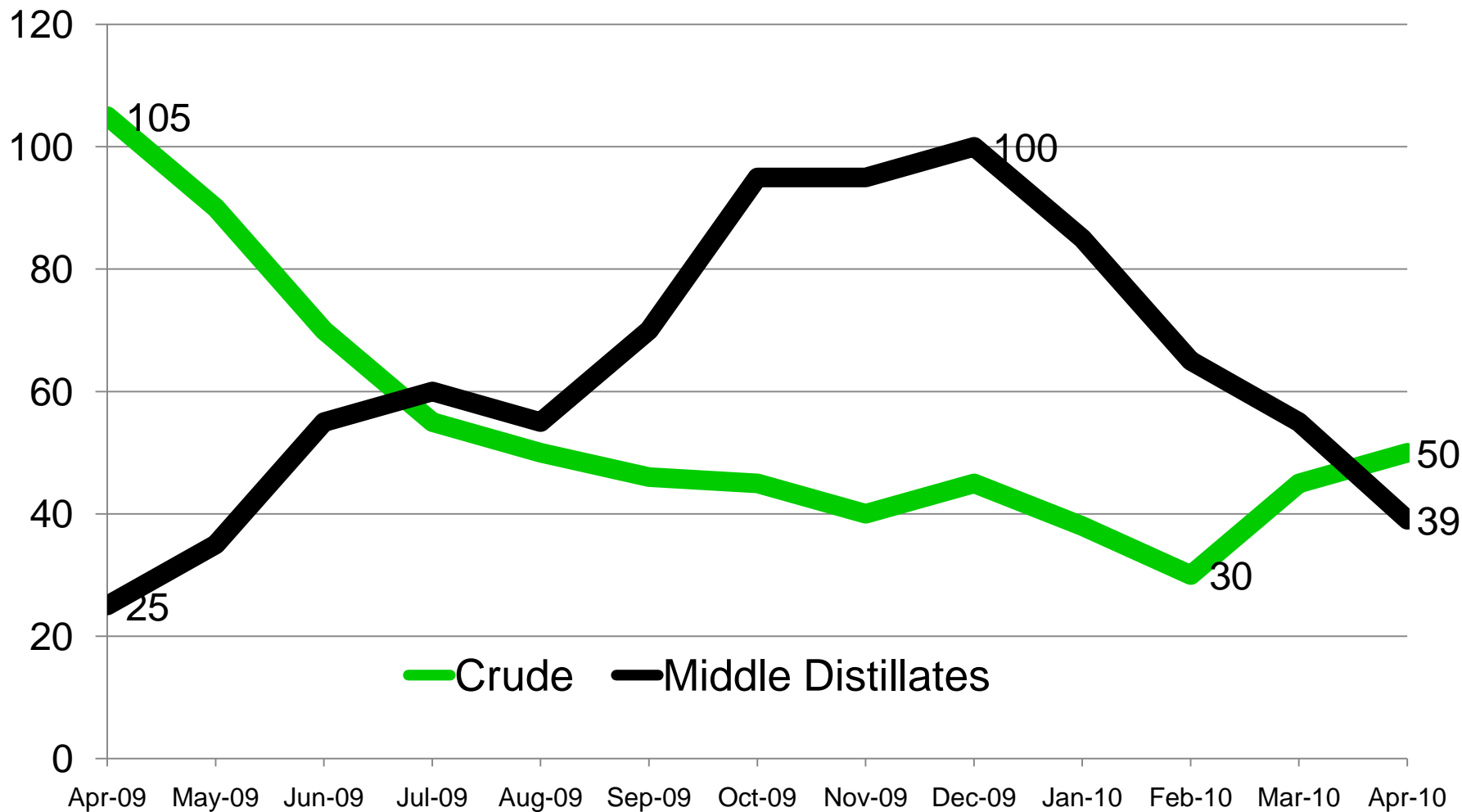
## Ural Brent Differentials



www.tupras.com.tr

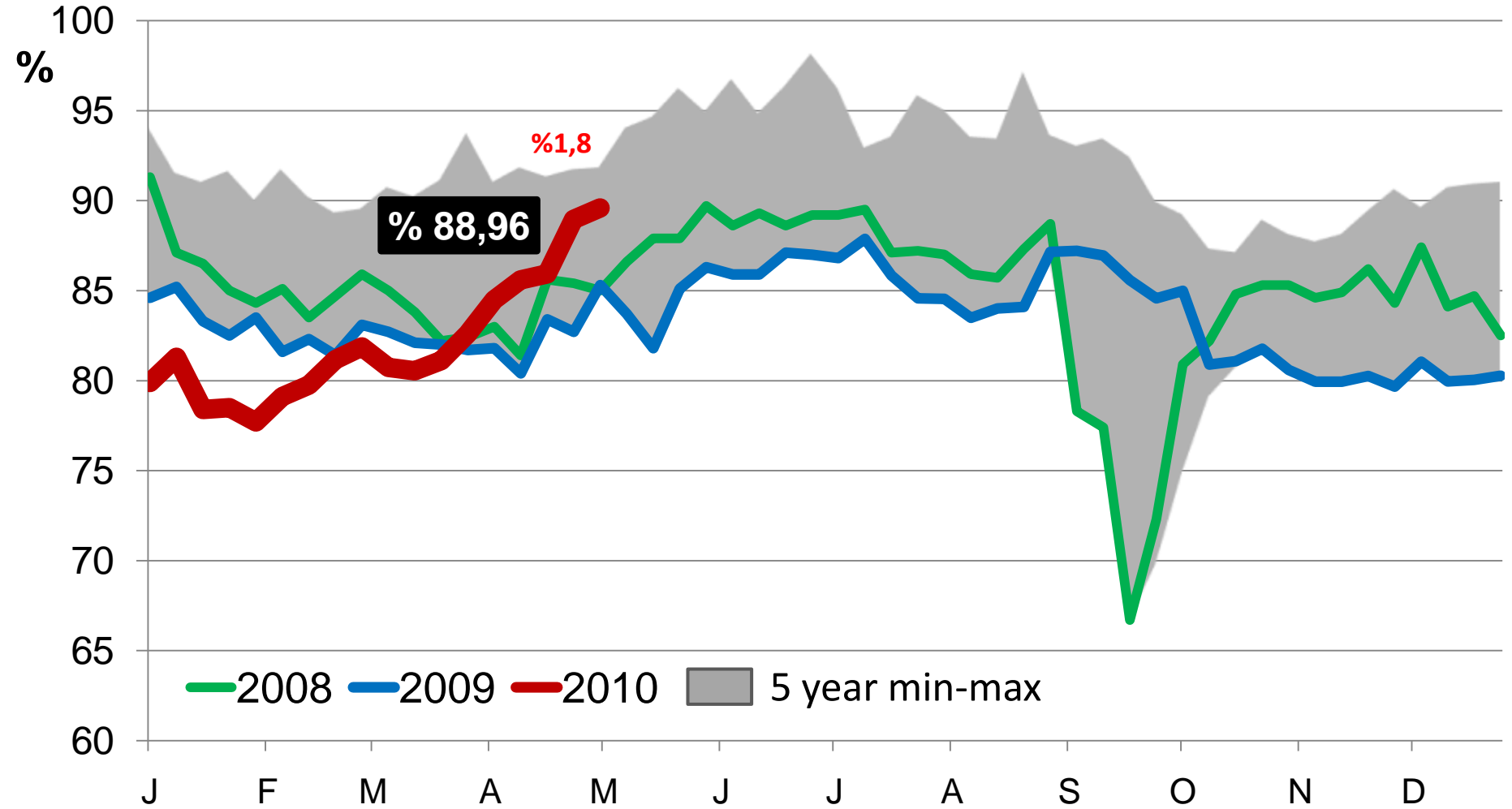
# Floating Stock: 12 Month Change

Million Barrels



[www.tupras.com.tr](http://www.tupras.com.tr)

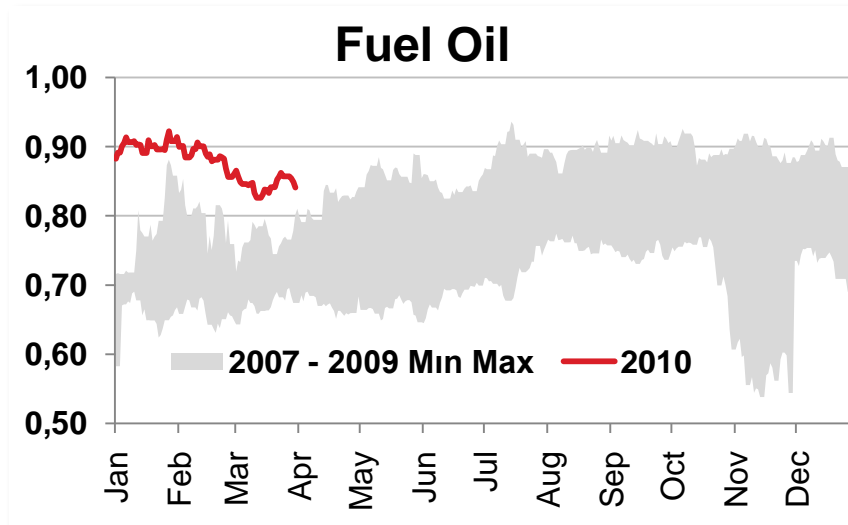
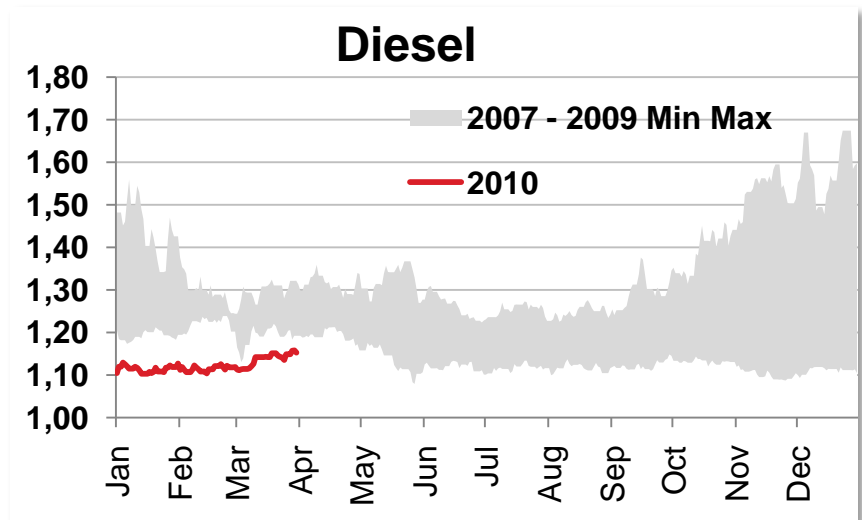
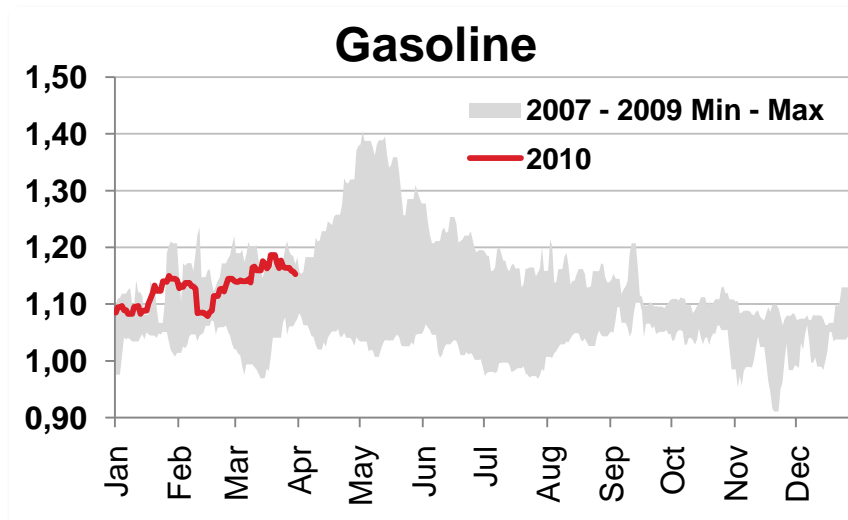
# USA Refinery Capacity Utilisation



Kaynak: EIA: 9 Nisan.10

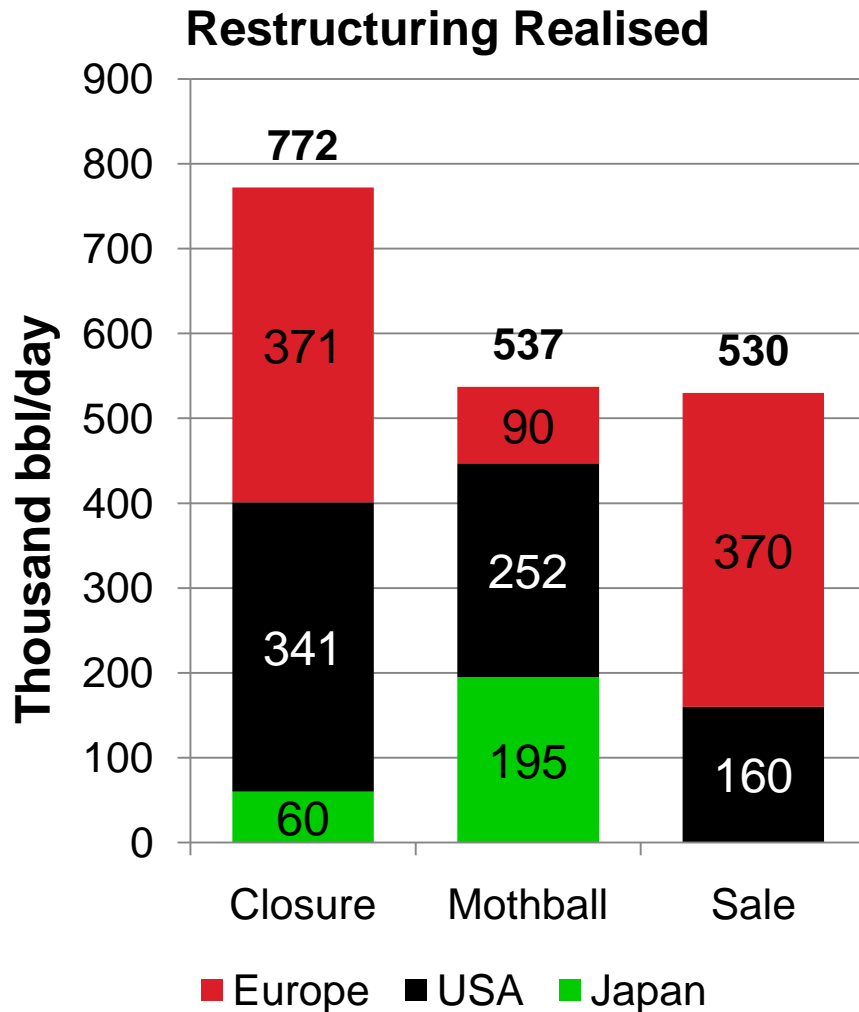
[www.tupras.com.tr](http://www.tupras.com.tr)

# Product Ratios (Barrel/Barrel)



- ❖ Margin weakness is fundamentally driven by middle distillates.
- ❖ Gasoline ratios are back to normal
- ❖ Fuel oil prices have been strong.
  - Ratios are however falling.

# Sector Restructuring



## ❖ Definite Closures Rising

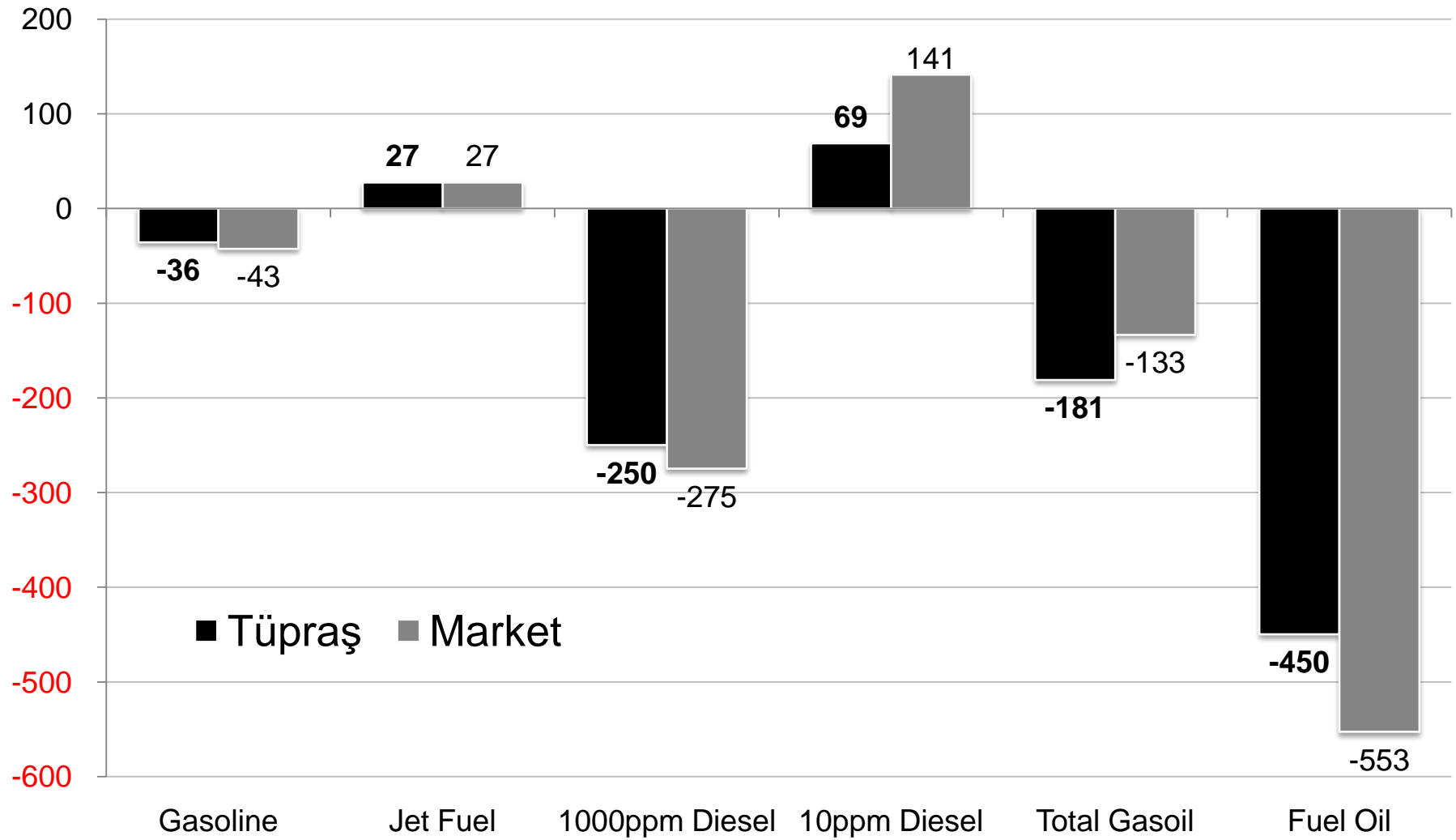
- Additions from companies such as Total & Shell
- Delaware to get a new lease of life

## ❖ Disposals proving difficult





# Turkish Market versus Tüpraş (1q 2010 vs.1q 2009- Thousand Tons)



[www.tupras.com.tr](http://www.tupras.com.tr)

Market



Operations

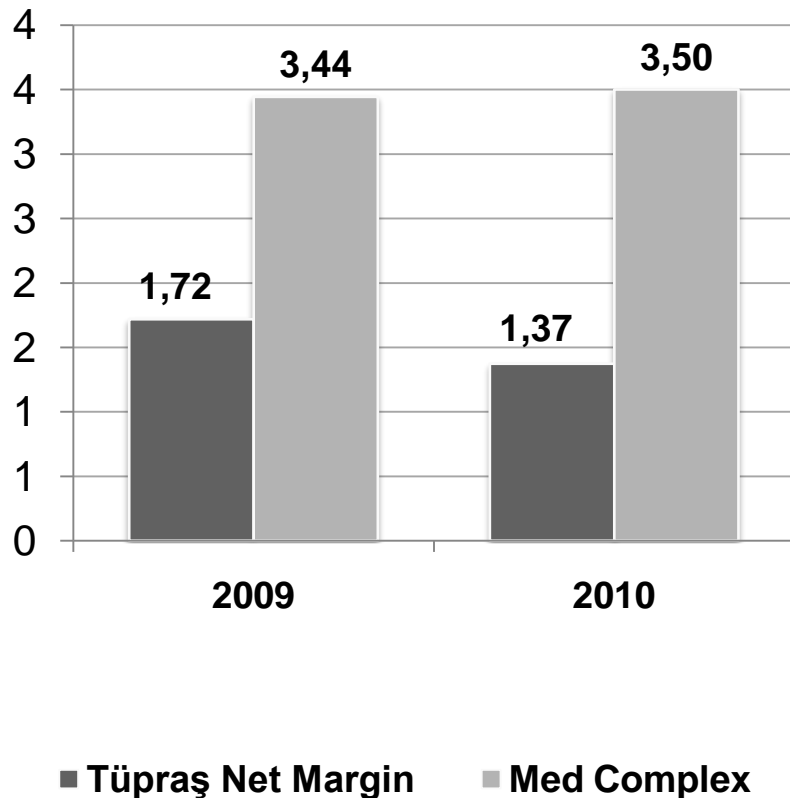


Financials

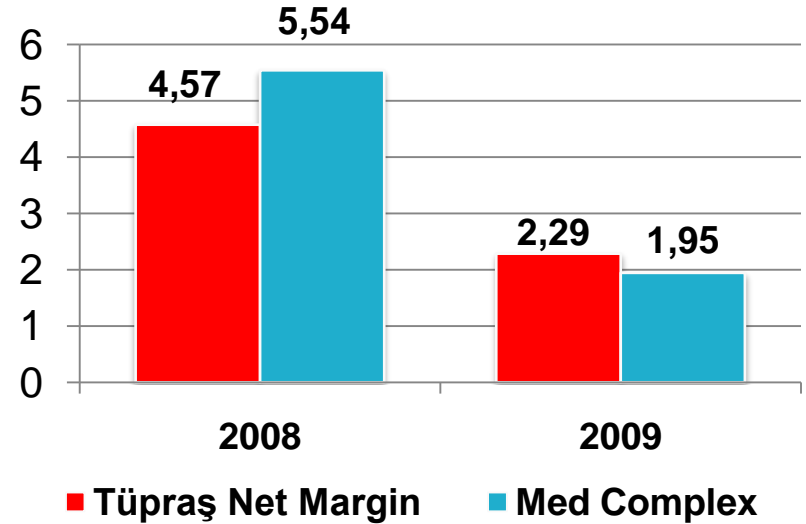


# Net Margins (Statutory)

## 1st Quarter Margins



## Full Year Margins

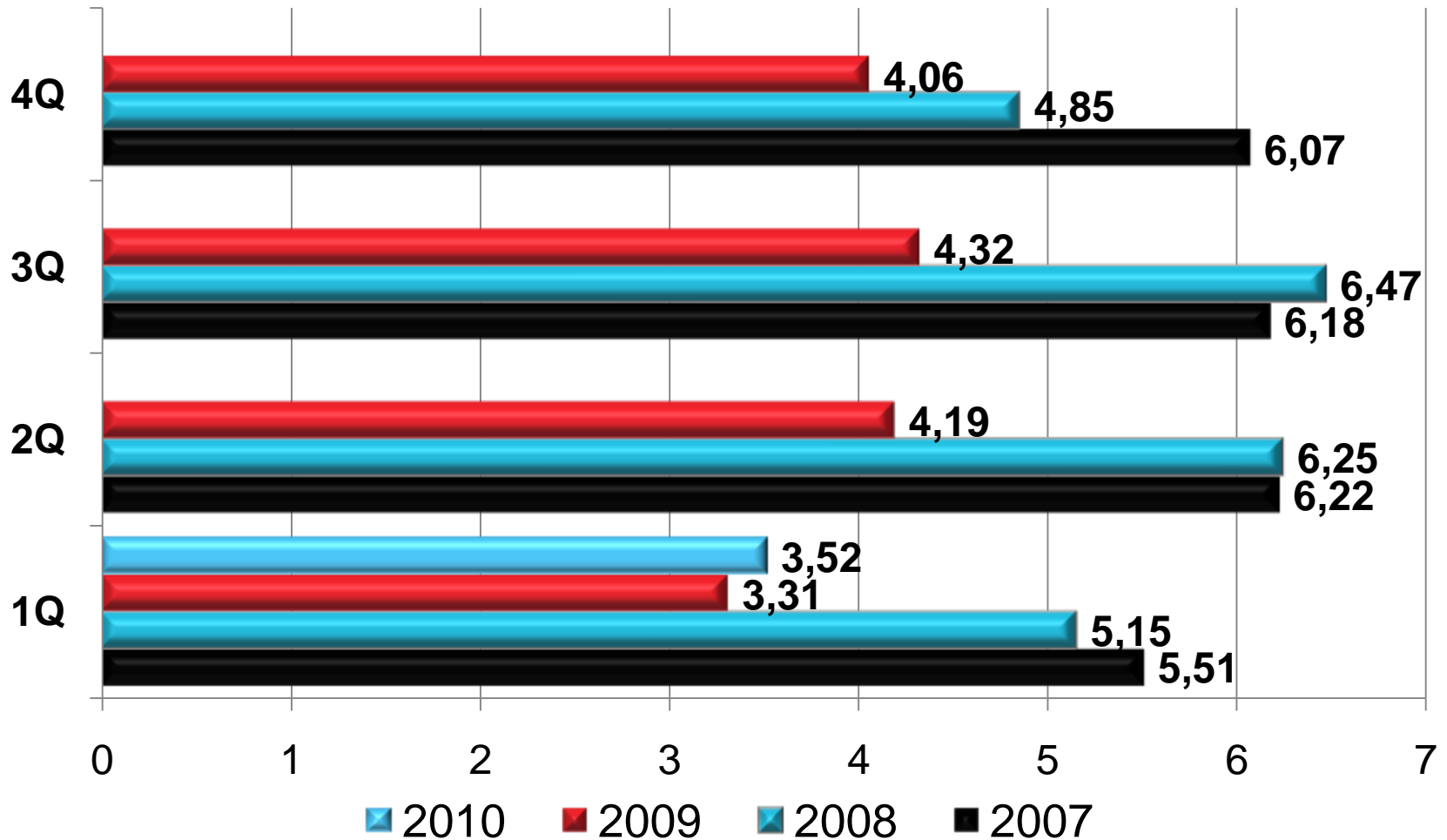


### ❖ Factors on Margins

- Maintenance – Low capacity utilisation
- Continued use of semi finished products

# Production Volumes

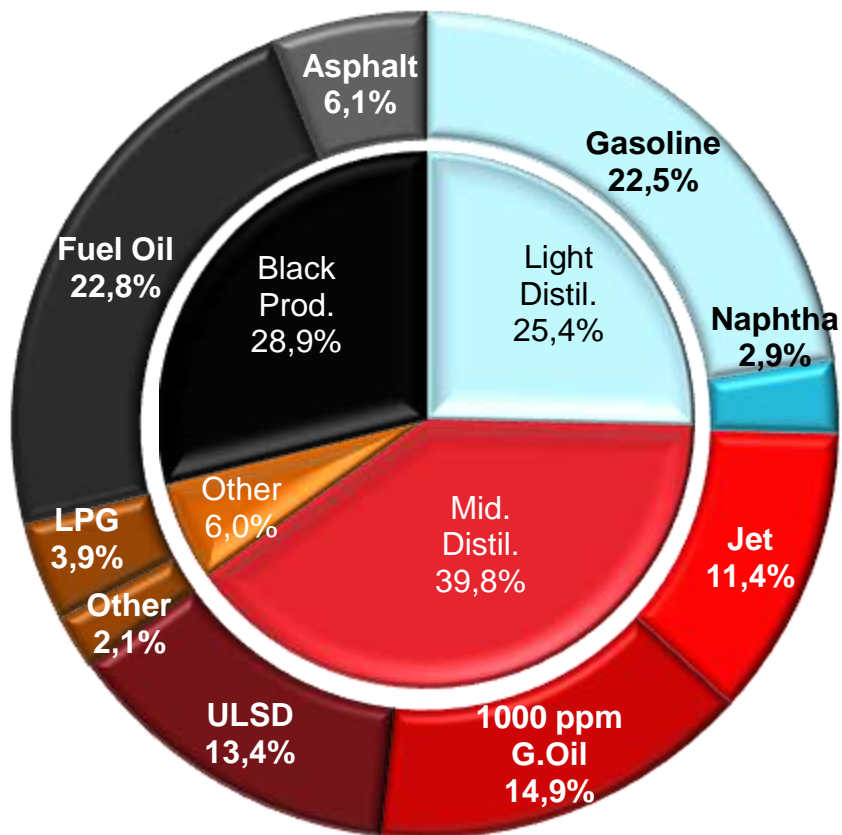
## Quarterly Volumes (Million Tons)



[www.tupras.com.tr](http://www.tupras.com.tr)

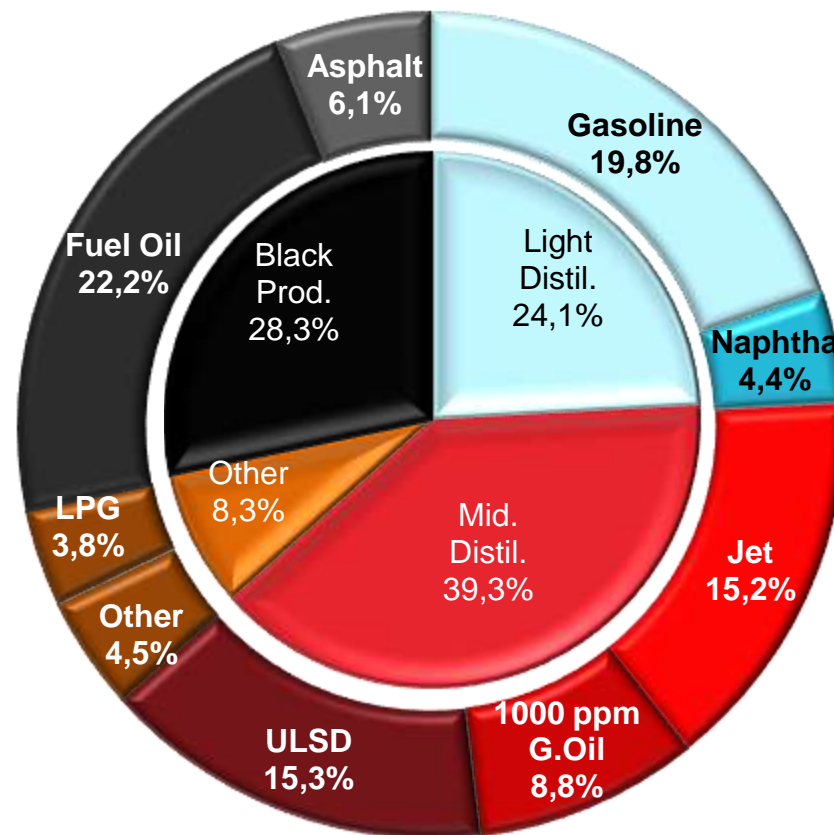
# 1st Quarter Products Yields

2009



**White Product 69.3%**  
**Production 3,31 mn ton**  
**API:33,21**

2010



**White Product 71.1%**  
**Production 3,52 mn ton**  
**API:32,76**

[www.tupras.com.tr](http://www.tupras.com.tr)

# Production – Import - Sales Balance / 1st Quarter

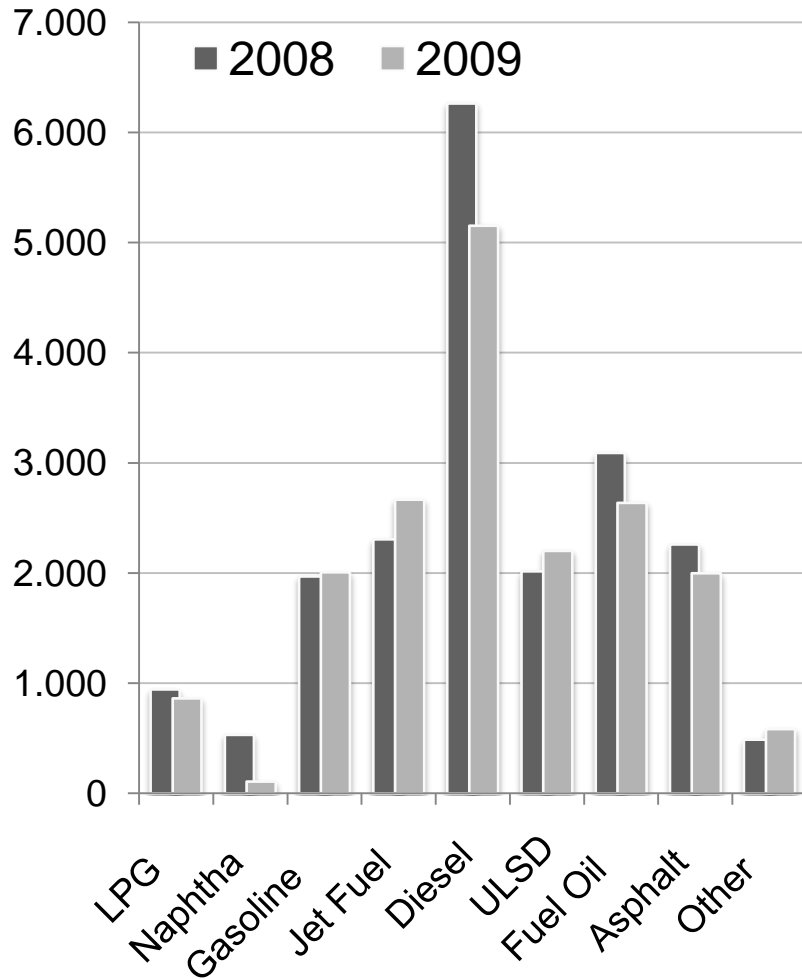
(million ton)



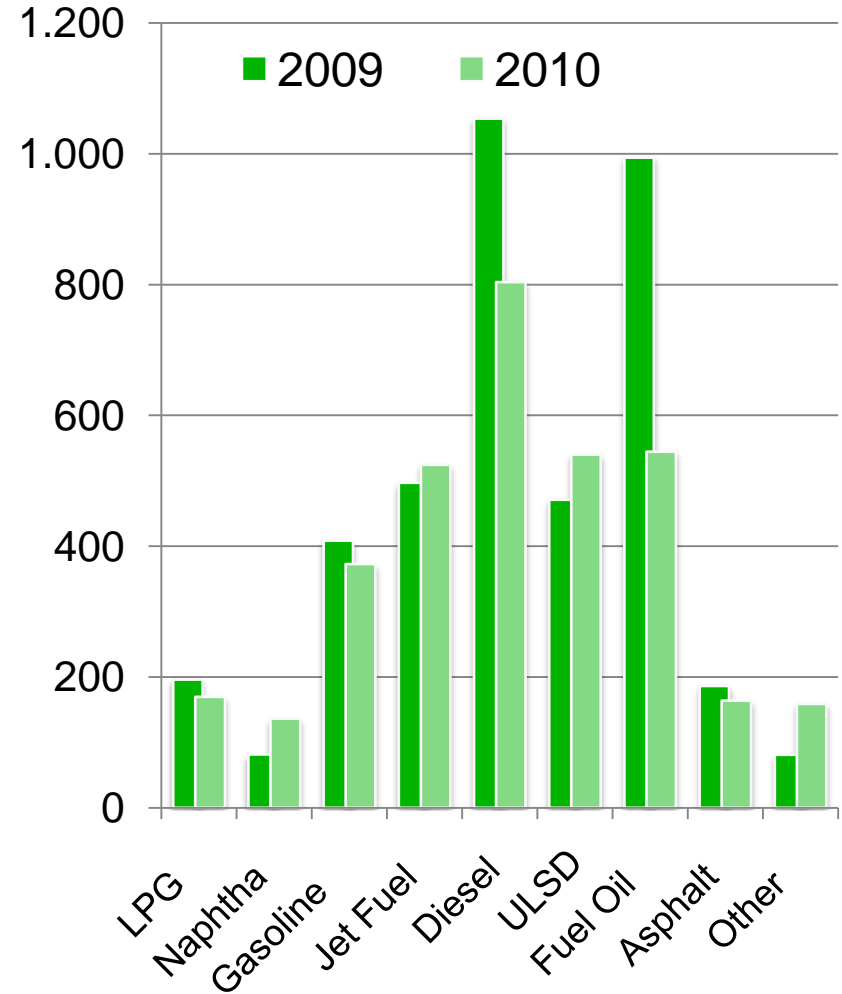
[www.tupras.com.tr](http://www.tupras.com.tr)

# Domestic Sales

## Full Year (Ton\*000)



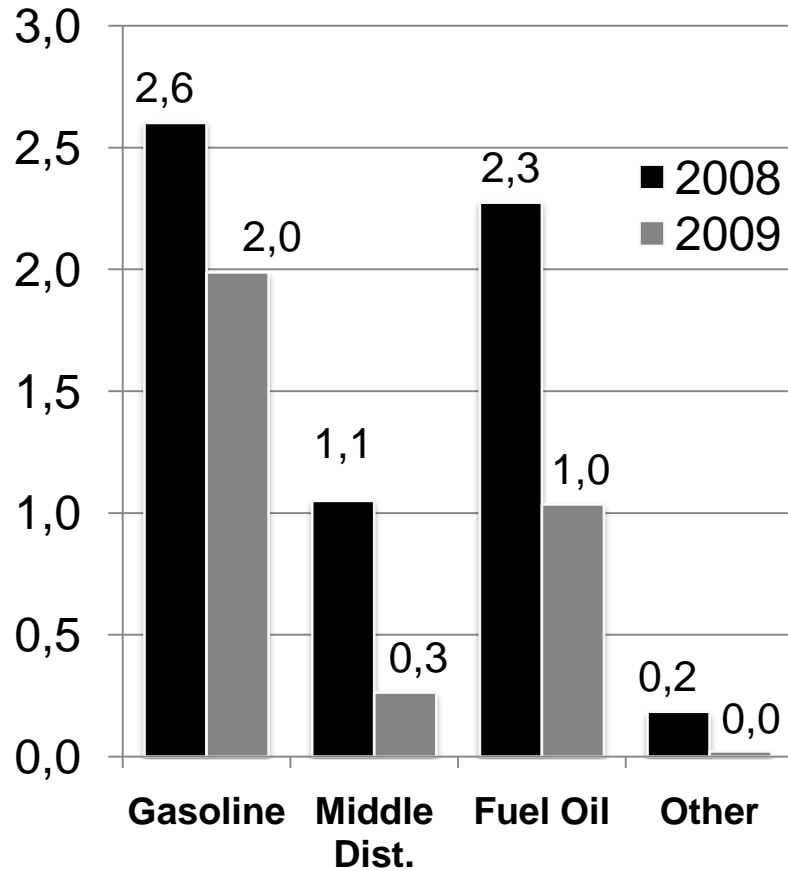
## 1st Quarter (Ton\*000)



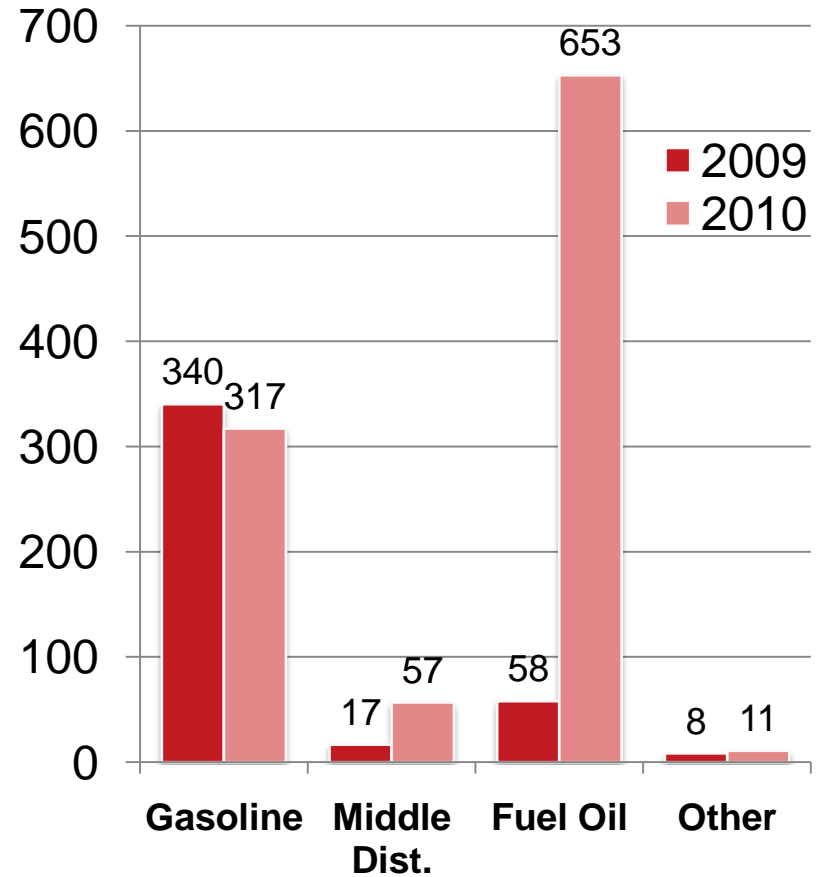
[www.tupras.com.tr](http://www.tupras.com.tr)

# Export Volumes

## Full Year (Million Tons)



## 1st Quarter (Ktons)



[www.tupras.com.tr](http://www.tupras.com.tr)



# Trading Activities

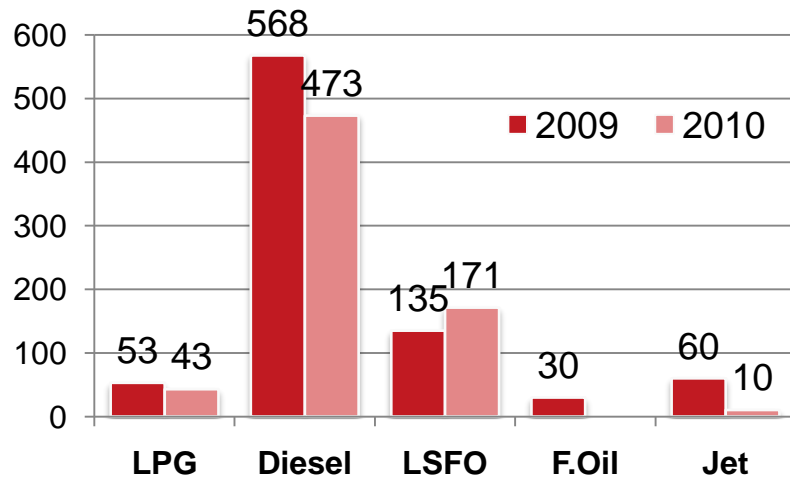
## ❖ Finished Products

- Diesel imports down 17% due to lower demand & heavy winter conditions
- LSFO imported to blend

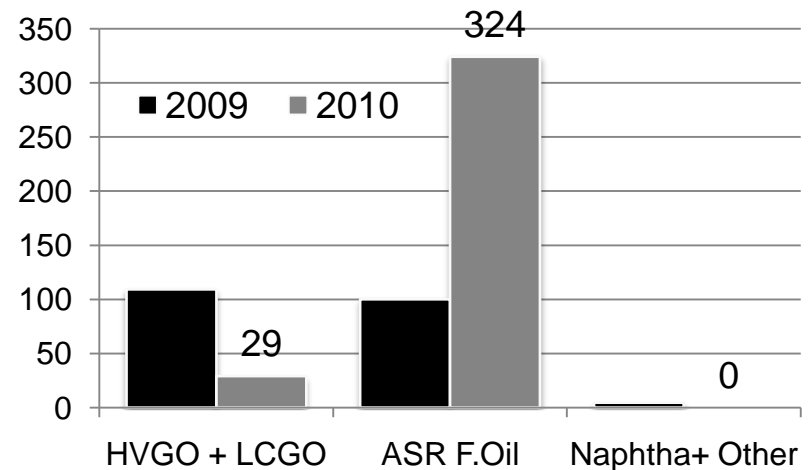
## ❖ Intermediates

- HVGO & ASRFO were imported to keep the hydrocrackers running high capacity.

### Product Imports, Ton\*000



### Intermediate Imports, Ton\*000

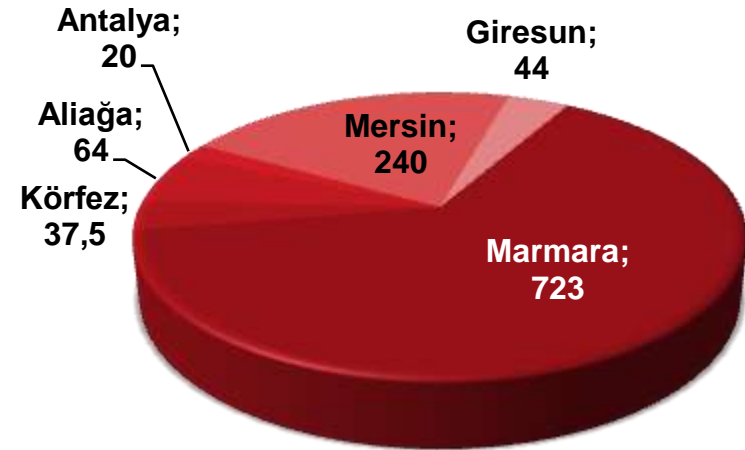


# Distribution - Opet

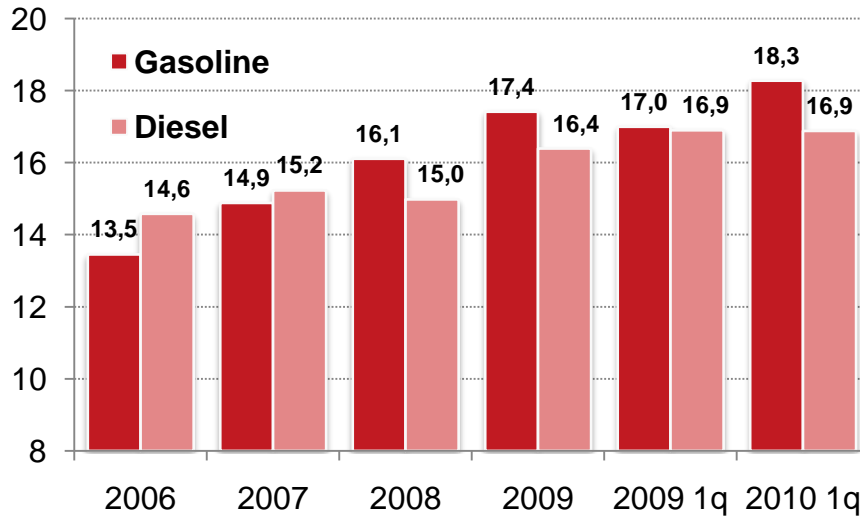
## ❖ Summary

- Stations, Opet 806, Sunpet 536
- Terminal Capacity, 1,130 ,000 M<sup>3</sup>

## Terminal Capacities M<sup>3</sup>



## % Market Share Development



## ❖ Key Issues

- Contract Lengths
  - Increases competition, reduces ROI
  - Brand & Customer Service become more important

Market



Operations



Financials

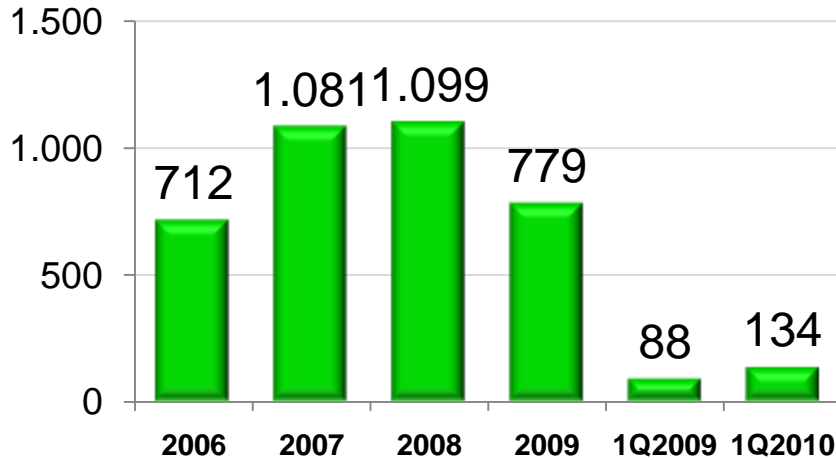


# Profitability Indicators , First Quarter

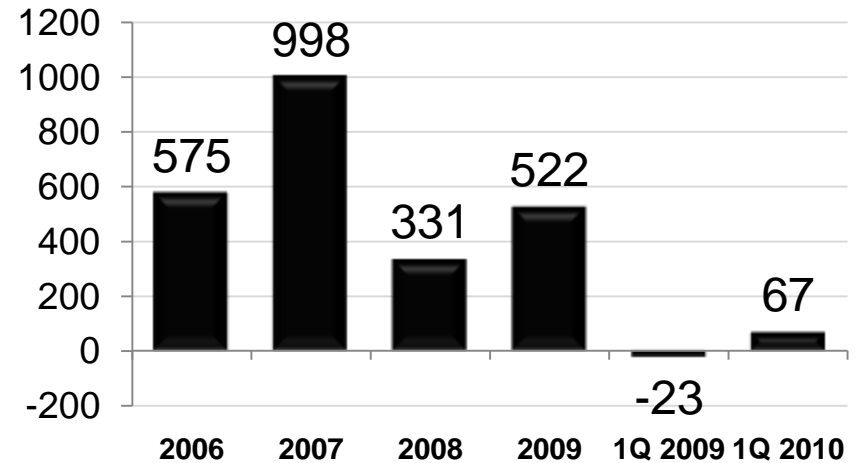
|                                     | 2009  | 2010  | Difference |       |
|-------------------------------------|-------|-------|------------|-------|
|                                     |       |       | Amount     | (%)   |
| Dtd.Brent Price, (\$/bbl)           | 44,40 | 76,24 | 31,84      | 71,7  |
| Processed Crude API                 | 33,21 | 32,76 | -0,45      | -1,4  |
| White Product Yield, (%)            | 69,30 | 71,10 | 1,80       |       |
| Med. Complex Margin,(\$/bbl)        | 3,44  | 3,50  | 0,06       | 1,7   |
| Tüpraş Net Margin,(\$/bbl)          | 1,72  | 1,37  | -0,34      | -20,1 |
| Operating Profit, (mn. \$)          | 58    | 100   | 42         | 72    |
| EBITDA (mn. \$)                     | 88    | 134   | 46         | 53    |
| EBITDA (mn. \$) CCS                 | 116   | 111   | -5         | -4    |
| Opet Operating Profit -40% (mn. \$) | 10,7  | 30,5  | 19,9       | 186,6 |
| Opet EBITDA -40% (mn. \$)           | 15,3  | 35,0  | 19,8       | 129,5 |

# Financial Highlights (mn \$)

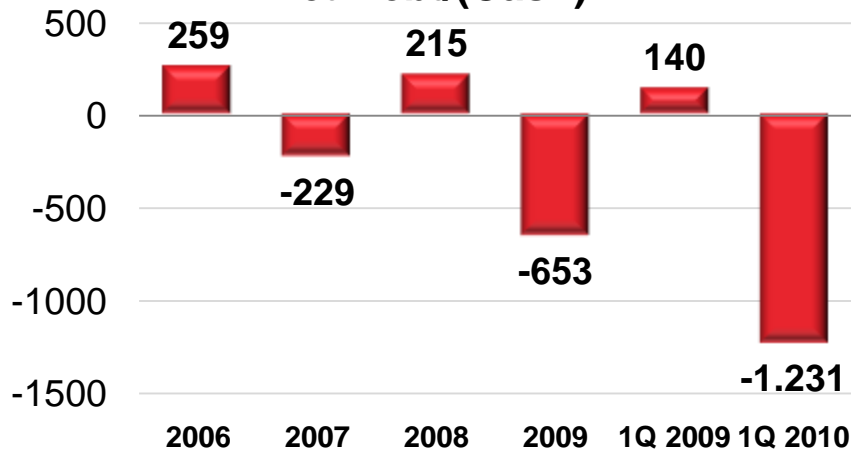
## EBITDA



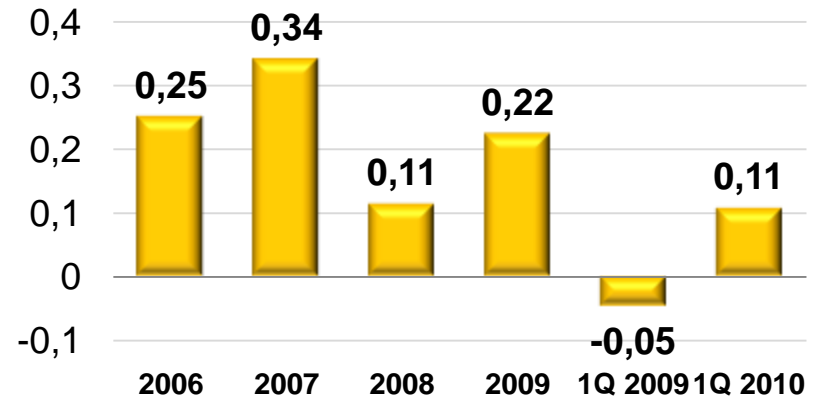
## Net Income



## Net Debt/(Cash)

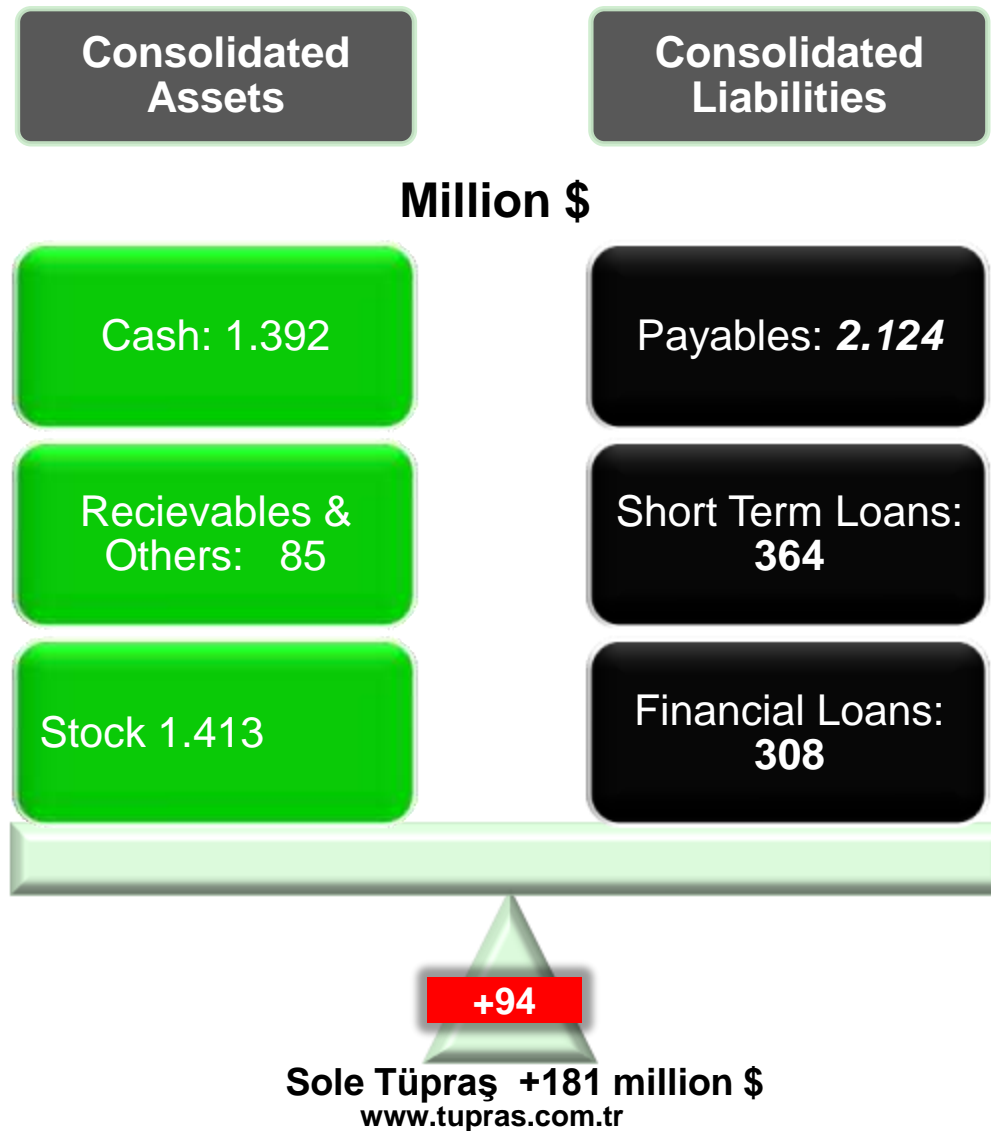


## Return on Average Equity



www.tupras.com.tr

# FX Risk Exposure (31 March 2010 )



# Income Statement

| 2009       | 2008       | % Diff.    | Million USD                       | 2010<br>1Q | 2009<br>1Q | % Diff.     |
|------------|------------|------------|-----------------------------------|------------|------------|-------------|
| 13.118     | 23.353     | -44        | Net Sales                         | 3.391      | 2.097      | 62          |
| 1.035      | 1.456      | -29        | Gross Profit                      | 215        | 141        | 53          |
| -423       | -513       | -18        | Operating Expenses                | -105       | -91        | 15          |
| 42         | 41         | 3          | Income/Loss from other operations | -11        | 8          | -237        |
| <b>654</b> | <b>984</b> | <b>-34</b> | <b>Operating Profit</b>           | <b>100</b> | <b>58</b>  | <b>72</b>   |
| 162        | 297        | -46        | Financial Income                  | 76         | 120        | -37         |
| -162       | -860       | -81        | Finance Expenses                  | -93        | -194       | -52         |
| 653        | 421        | 55         | Profit Before Tax & Minorities    | 83         | -16        | -615        |
| <b>522</b> | <b>331</b> | <b>58</b>  | <b>Net Profit</b>                 | <b>67</b>  | <b>-23</b> | <b>-397</b> |

# Tüpraş Balance Sheet-Assets

| Million USD             | 31.03.2010   | End 2009     | Difference   | % Difference |
|-------------------------|--------------|--------------|--------------|--------------|
| <b>Current Assets</b>   | <b>5.398</b> | <b>3.839</b> | <b>1.559</b> | <b>41</b>    |
| Cash & C. Equivalents   | <b>3.206</b> | <b>2.091</b> | <b>1.115</b> | <b>53</b>    |
| Receivables             | 334          | 482          | -148         | -31          |
| Inventories             | 1.415        | 1.011        | 404          | 40           |
| Other Current Assets    | 442          | 254          | 188          | 74           |
| <b>Long Term Assets</b> | <b>2.930</b> | <b>2.951</b> | <b>-21</b>   | <b>-1</b>    |
| Financial Assets        | 53           | 52           | 0            | 1            |
| Goodwill                | 124          | 126          | -1           | -1           |
| Fixed Assets            | 2.354        | 2.376        | -22          | -1           |
| Other Long Term Assets  | 398          | 397          | 2            | 0            |
| <b>Total Assets</b>     | <b>8.327</b> | <b>6.790</b> | <b>1.538</b> | <b>23</b>    |



# Tüpraş Balance Sheet- *Liabilities*

| Million USD                   | 31.03.2010   | End 2009     | Difference   | % Difference |
|-------------------------------|--------------|--------------|--------------|--------------|
| <b>Short Term Liabilities</b> | <b>5.037</b> | <b>3.556</b> | <b>1.481</b> | <b>42</b>    |
| Financial Loans               | 1.622        | 1.093        | 530          | 48           |
| Payables                      | 2.589        | 1.553        | 1.037        | 67           |
| Provisions                    | 66           | 55           | 11           | 20           |
| Other ST Liabilities          | 759          | 855          | -97          | -11          |
| <b>Long Term Liabilities</b>  | <b>739</b>   | <b>724</b>   | <b>15</b>    | <b>2</b>     |
| Financial Loans               | 353          | 346          | 7            | 2            |
| Payables & Provisions         | 63           | 66           | -3           | -4           |
| Tax Payable                   | 135          | 131          | 4            | 3            |
| Other LT Liabilities          | 189          | 182          | 7            | 4            |
| <b>Equity</b>                 | <b>2.532</b> | <b>2.491</b> | <b>41</b>    | <b>2</b>     |
| <b>Minority Interests</b>     | <b>20</b>    | <b>19</b>    | <b>0</b>     | <b>2</b>     |
| <b>Total Liabilities</b>      | <b>8.327</b> | <b>6.790</b> | <b>1.538</b> | <b>23</b>    |

www.tupras.com.tr

# Disclaimer

---

This presentation contains forward-looking statements that reflect the Company management's current views with respect to certain future events. Although it is believed that the expectations reflected in these statements are reasonable, they may be affected by a variety of variables and changes in underlying assumptions that could cause actual results to differ materially.

Neither Tüpraş nor any of its directors, managers or employees nor any other person shall have any liability whatsoever for any loss arising from use of this presentation.