



INVESTOR PRESENTATION

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INVESTMENTS

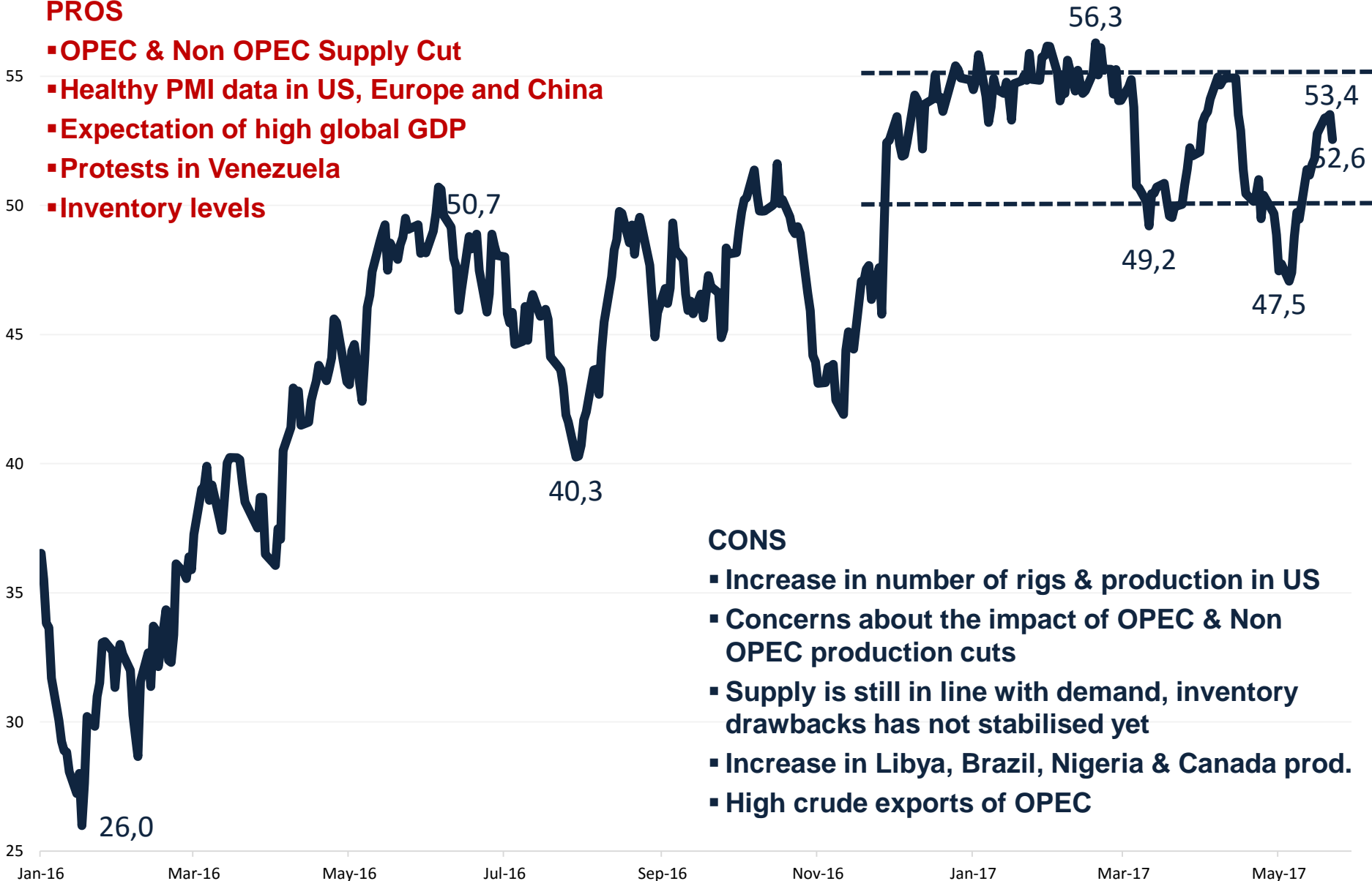
01

Refining Industry

Brent Crude Oil Prices (\$/bbl)

PROS

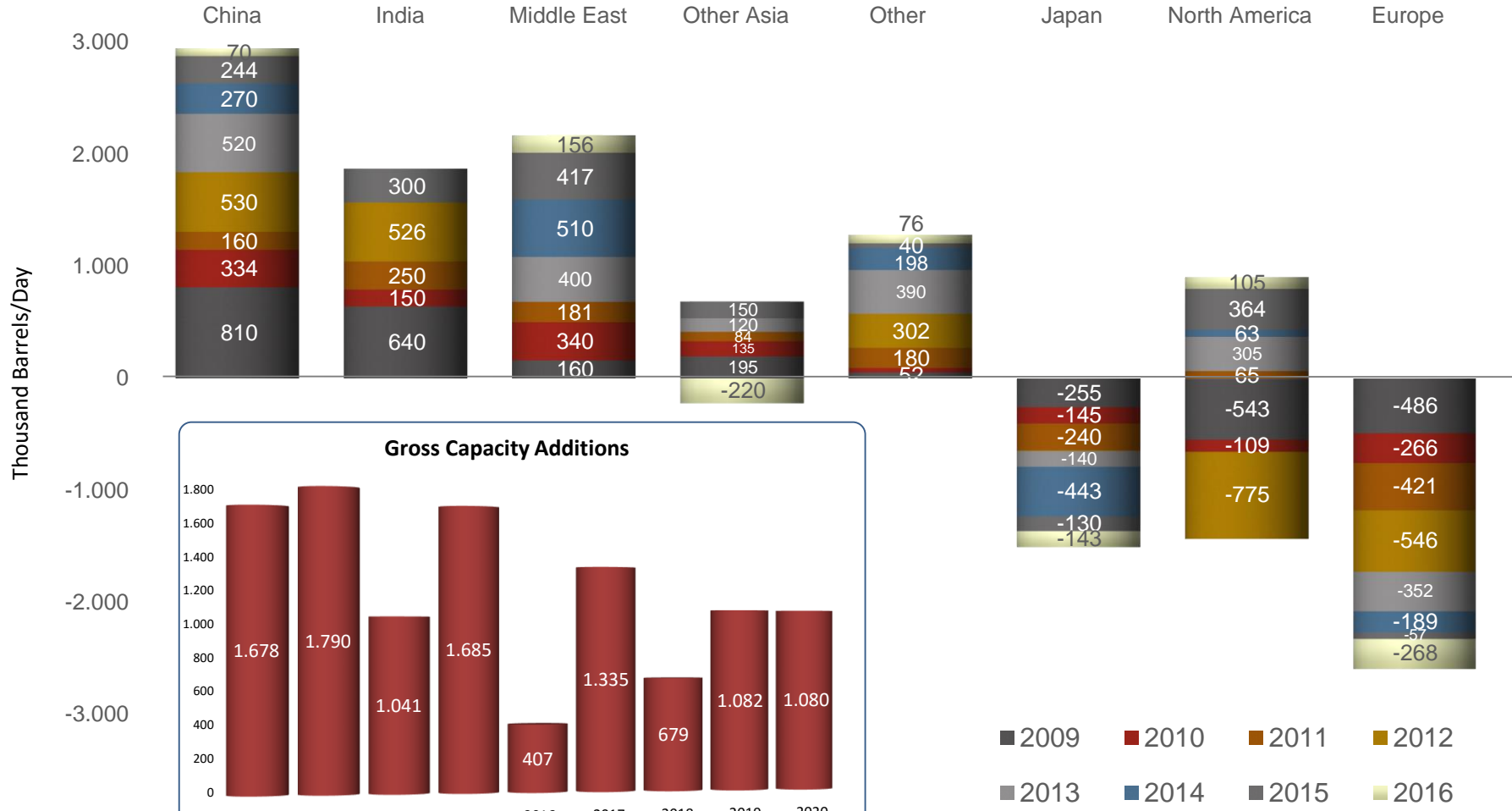
- OPEC & Non OPEC Supply Cut
- Healthy PMI data in US, Europe and China
- Expectation of high global GDP
- Protests in Venezuela
- Inventory levels



CONS

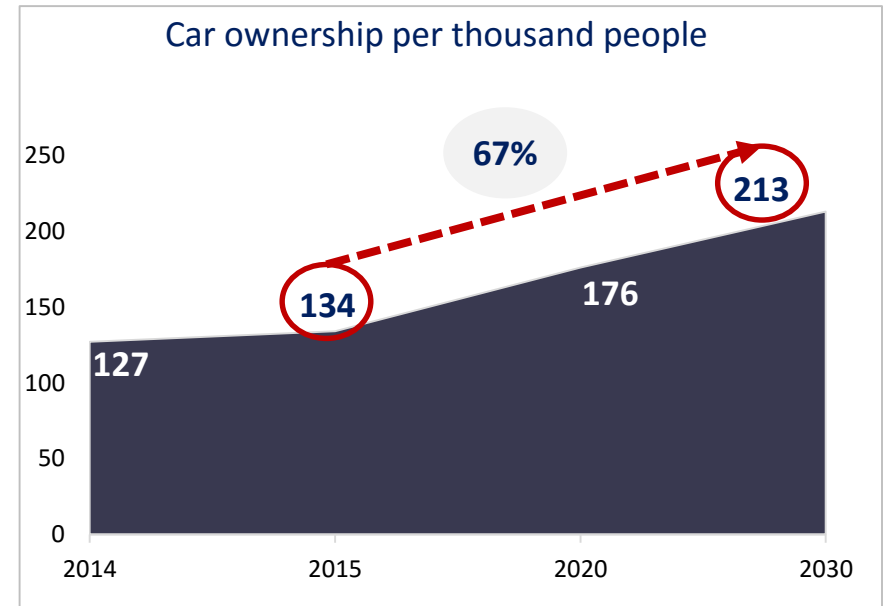
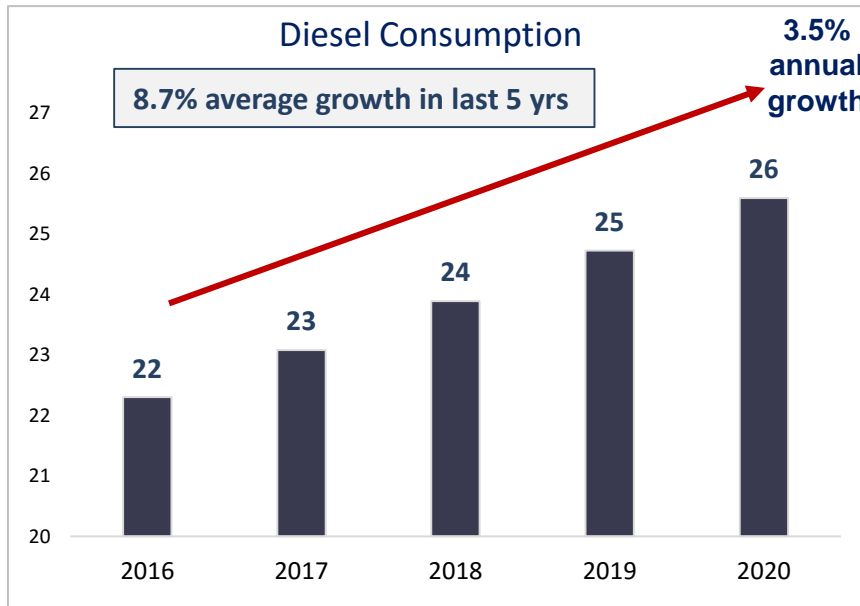
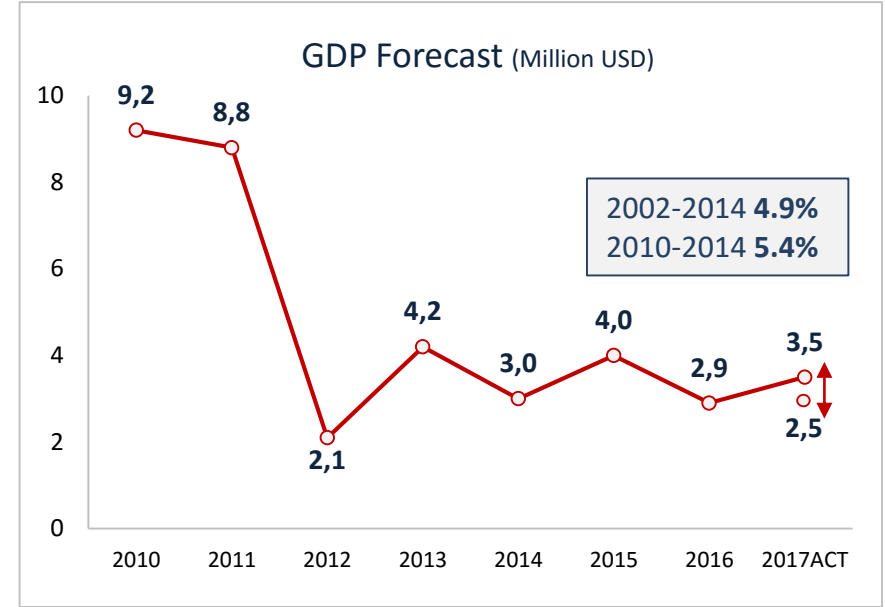
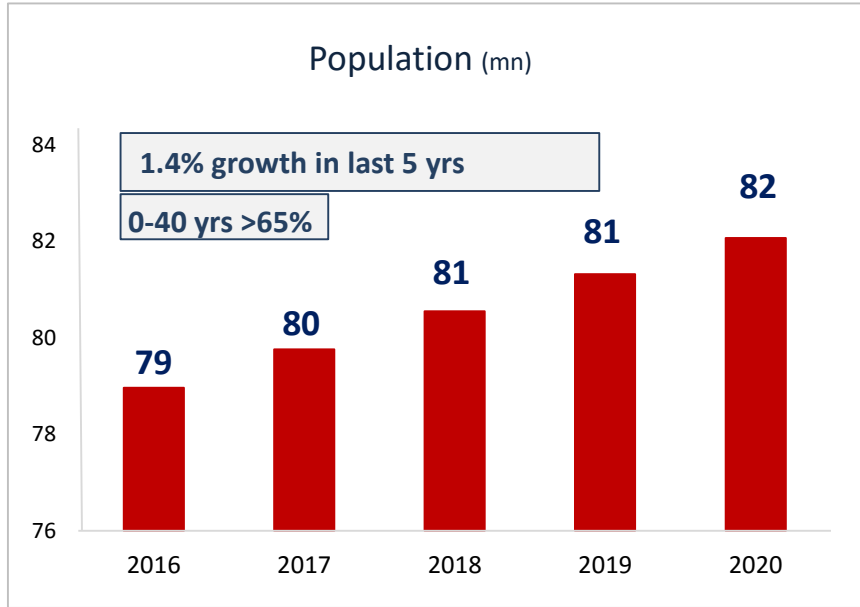
- Increase in number of rigs & production in US
- Concerns about the impact of OPEC & Non OPEC production cuts
- Supply is still in line with demand, inventory drawbacks has not stabilised yet
- Increase in Libya, Brazil, Nigeria & Canada prod.
- High crude exports of OPEC

Refinery Capacity Change



Source: TÜPRAŞ, Reuters, Reports

Turkish Economy Strengths



Competitive Advantages of Tüpraş

Added Value Created by Tüpraş

Best Fit for the Market
with high diesel yield

High Complexity of
Tüpraş

Presence in all over
Turkey through
refineries and terminals

Local Market Dynamics

High Growth

Short on Diesel

Import Parity Pricing
(Freight advantage of
Tüpraş)

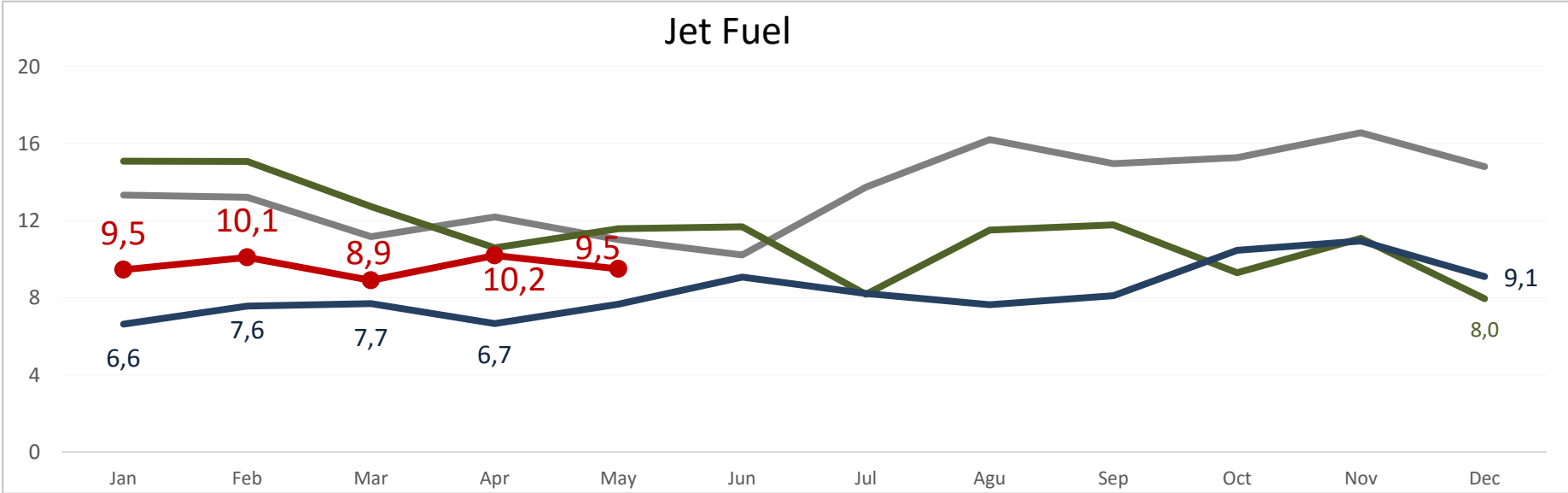
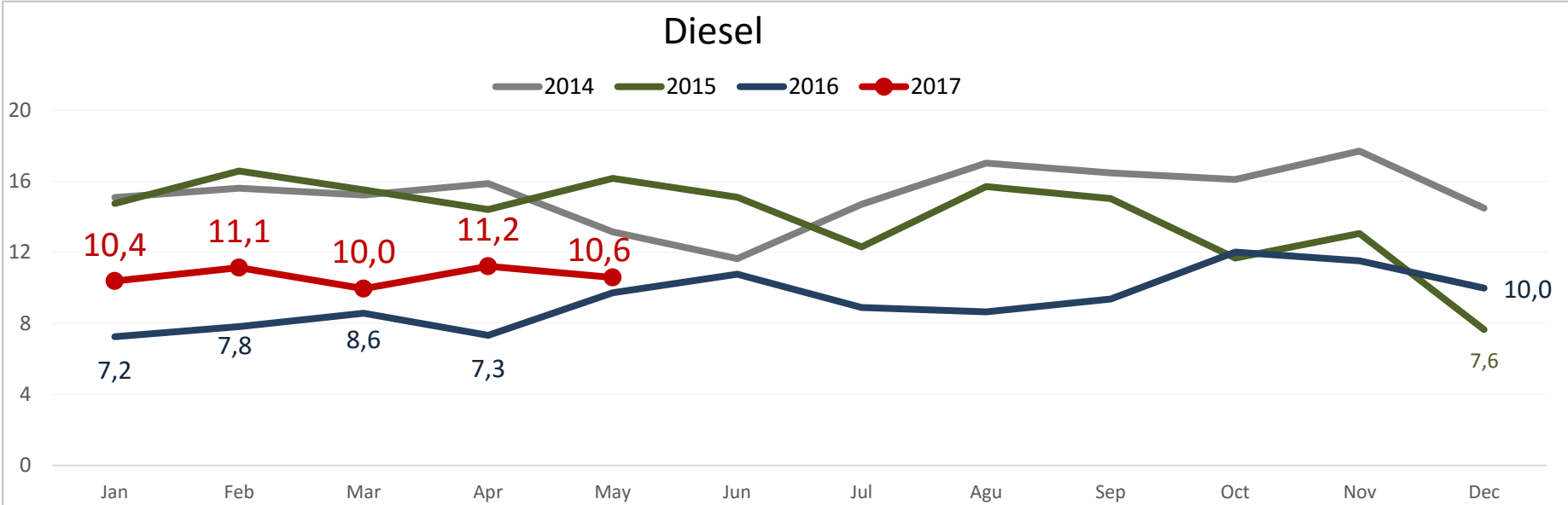
Cost Base of Tüpraş

Energy Efficient

Crude Oil & Feedstock
Cost Advantage

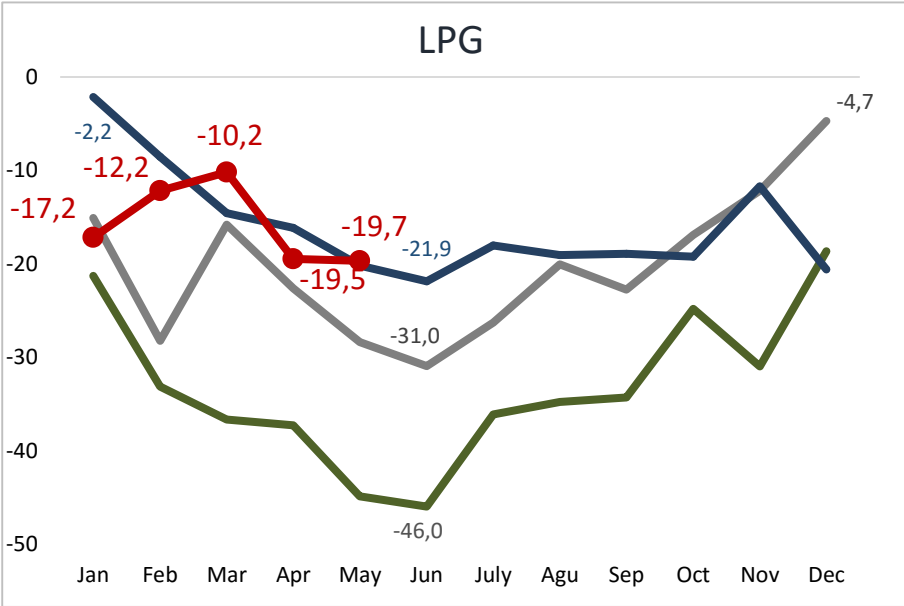
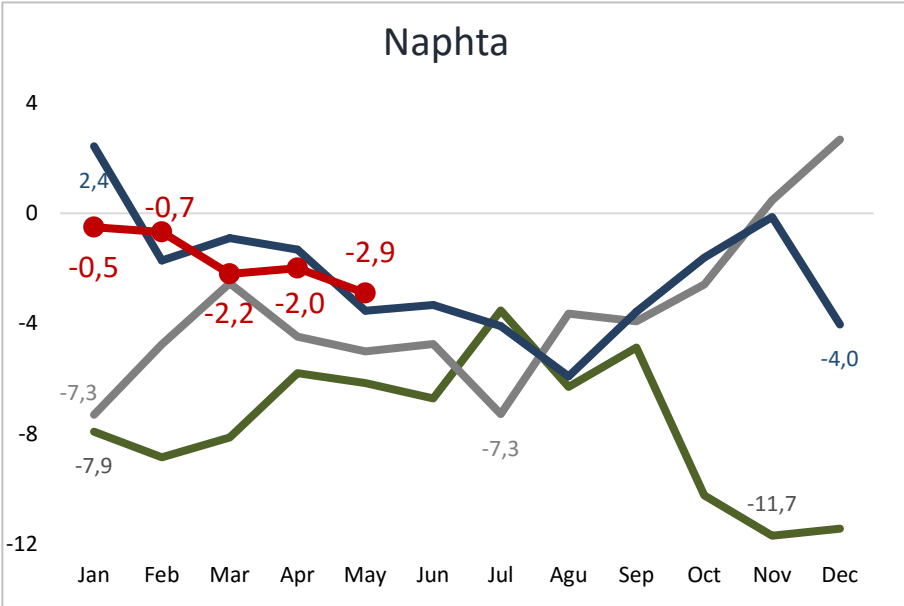
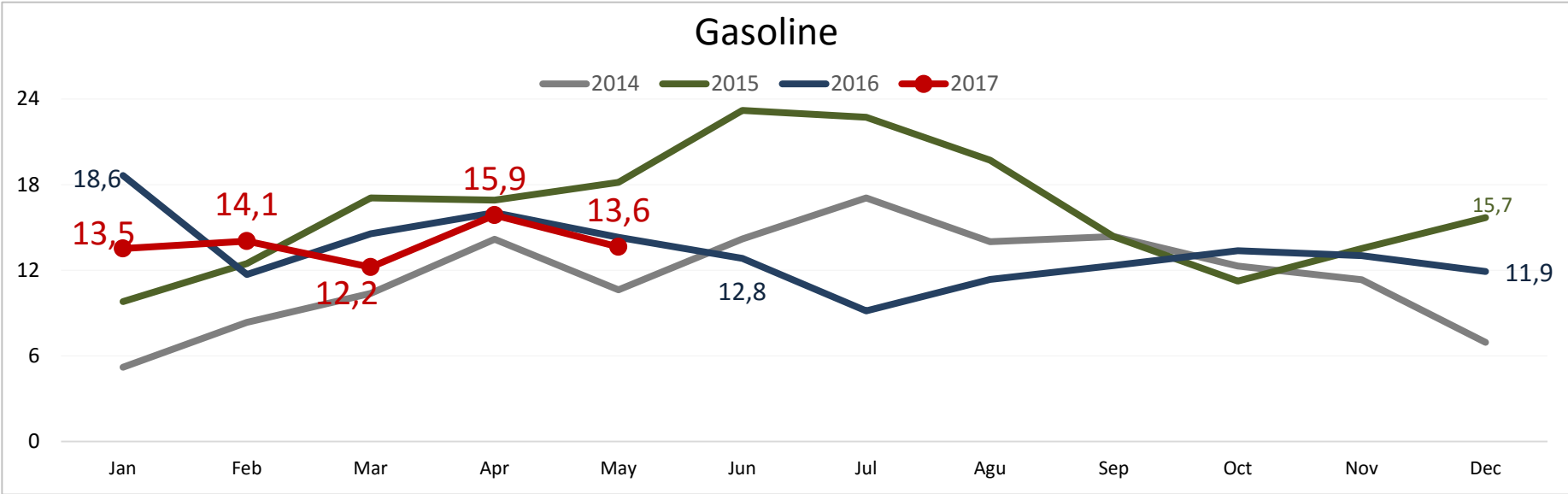
Economies of Scale

Middle Distillate Cracks (\$/bbl)



Kaynak: Platts
 *As of 24th May, 2017

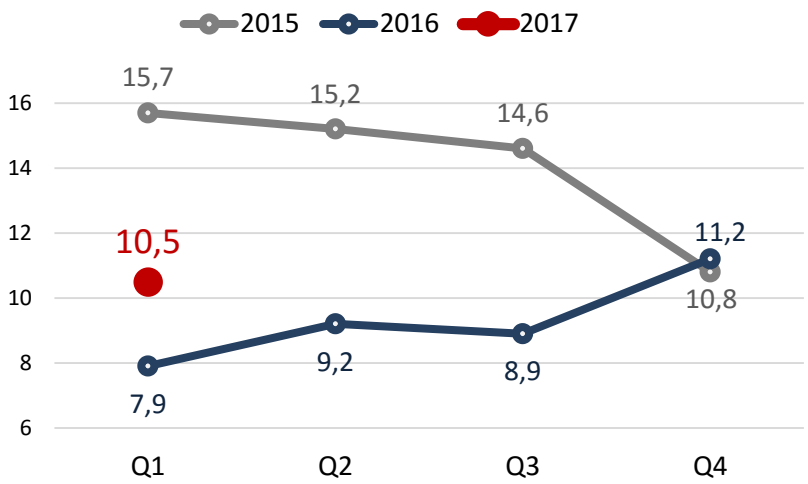
Light Distillate Cracks (\$/bbl)



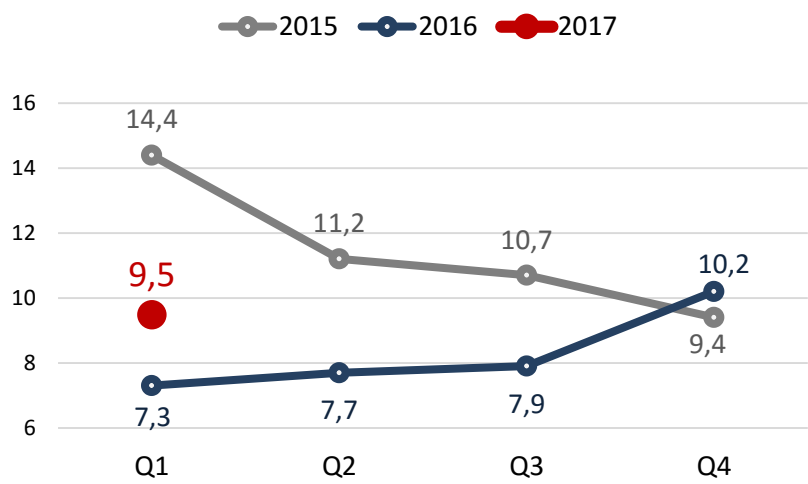
Kaynak: Platts
*As of 24th May, 2017

Quarterly Product Crack Margins (\$/bbl)

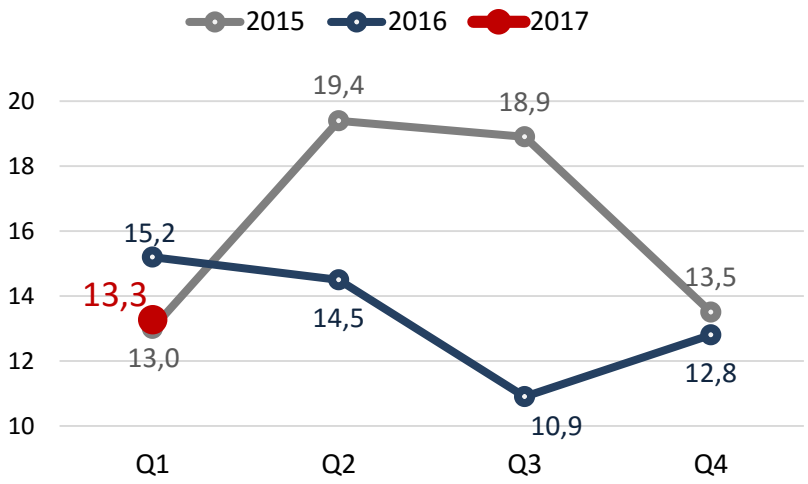
Diesel



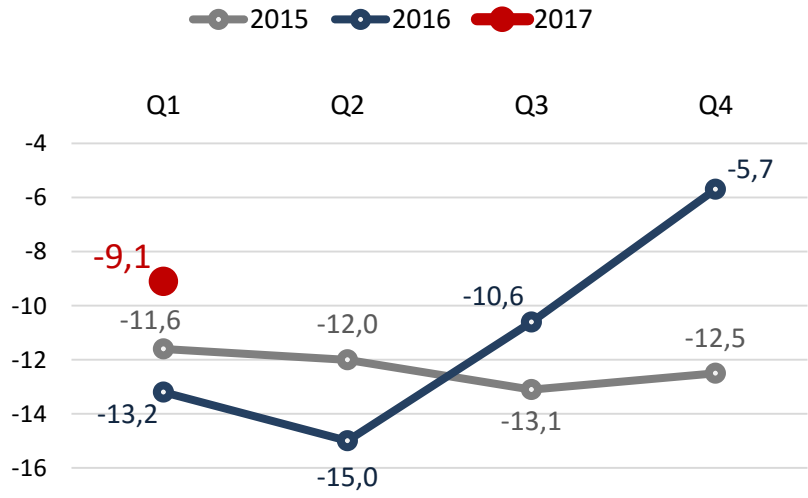
Jet Fuel



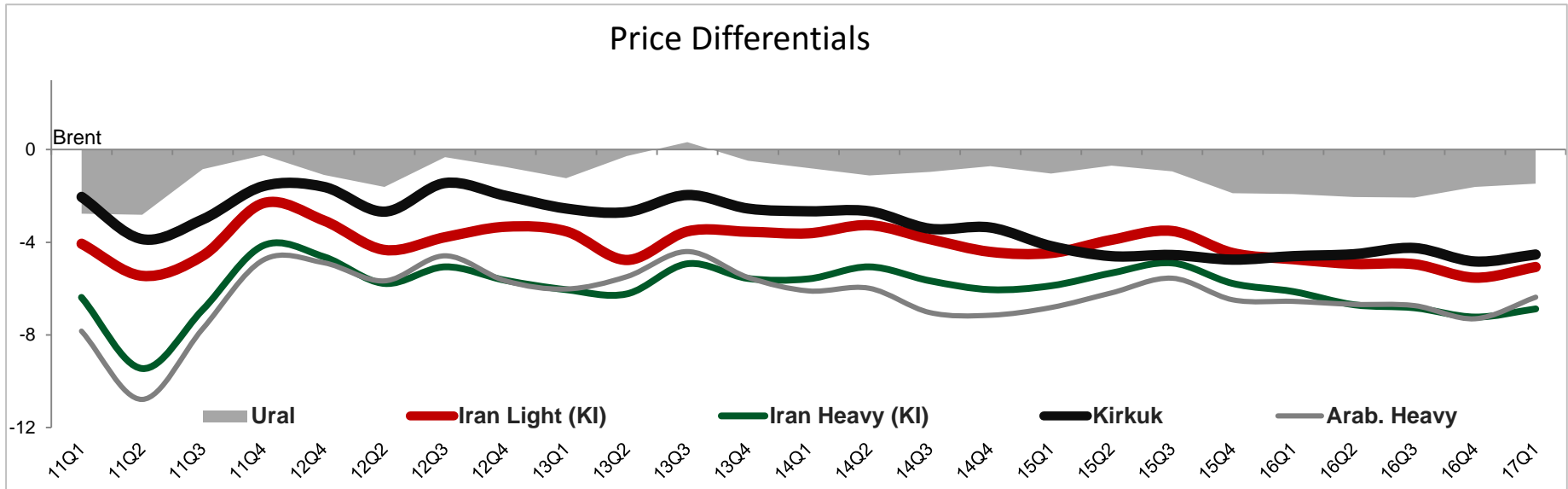
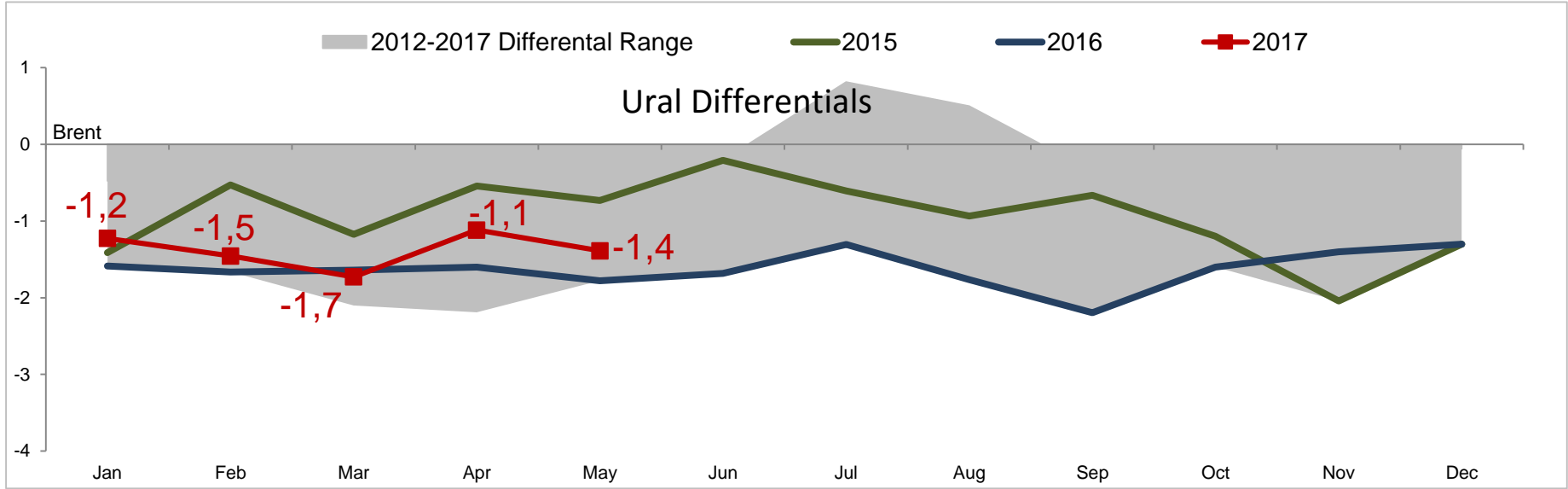
Gasoline



Fuel Oil



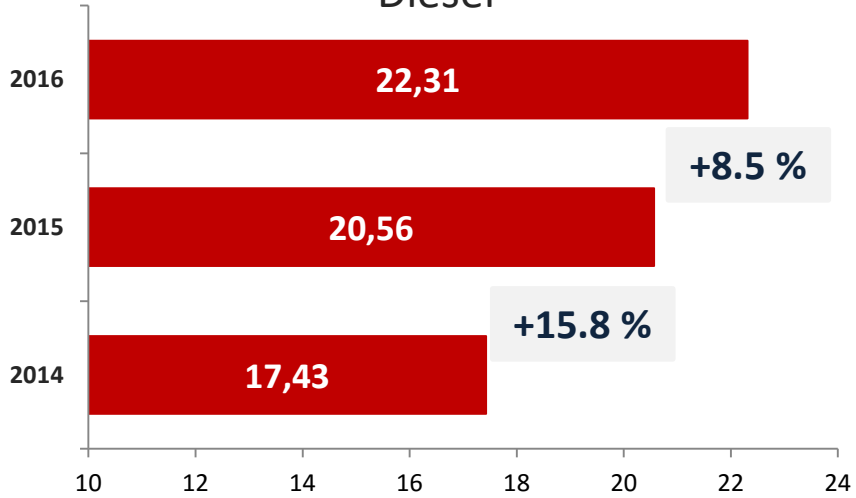
Crude Price Differentials (\$/bbl)



*As of 24th May, 2017

Turkish Consumption (Million tons)

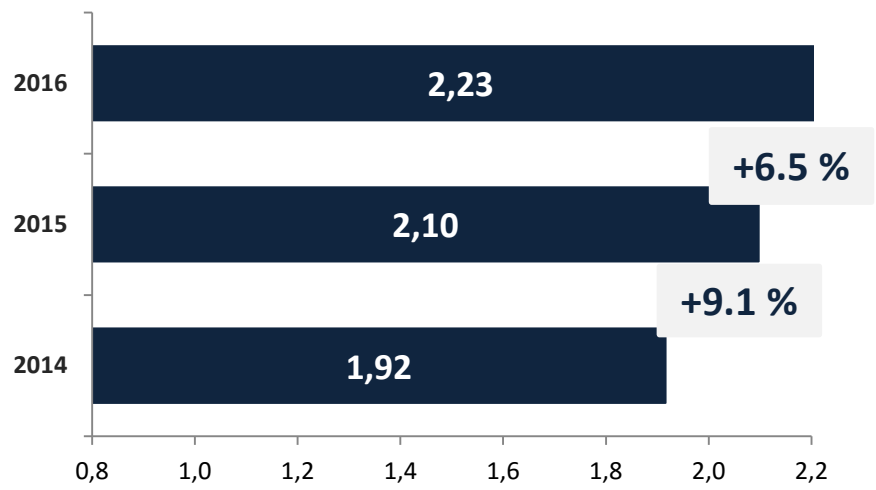
Diesel



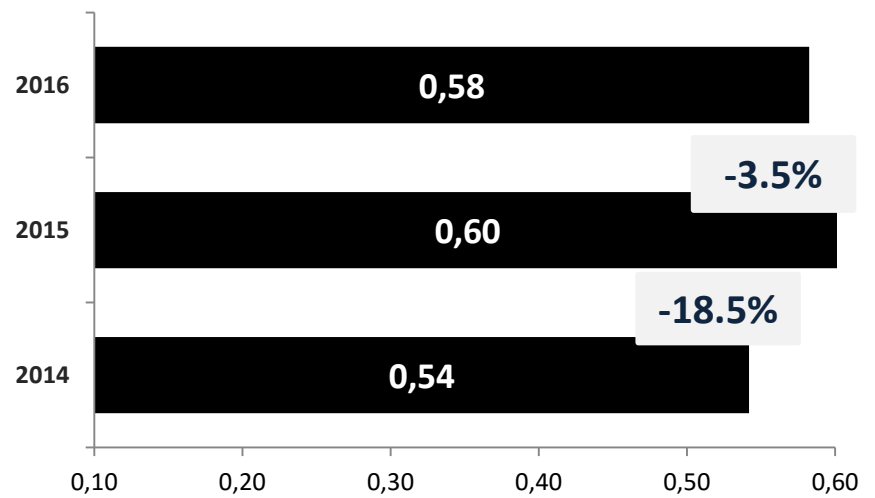
Jet Fuel



Gasoline

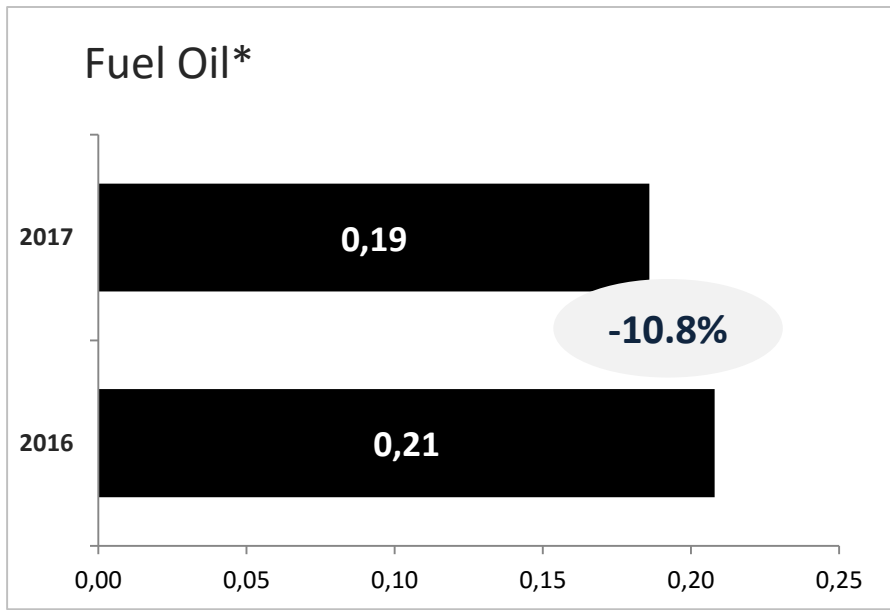
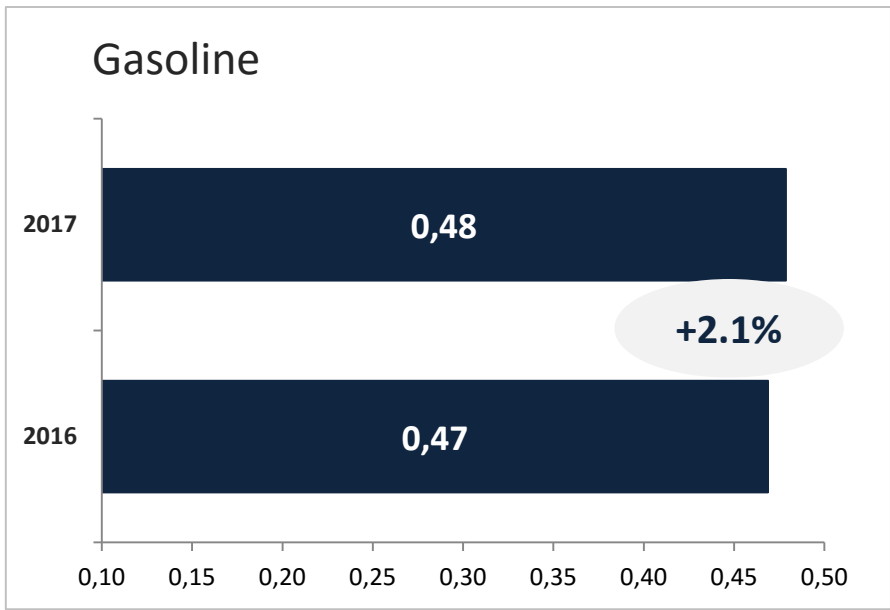
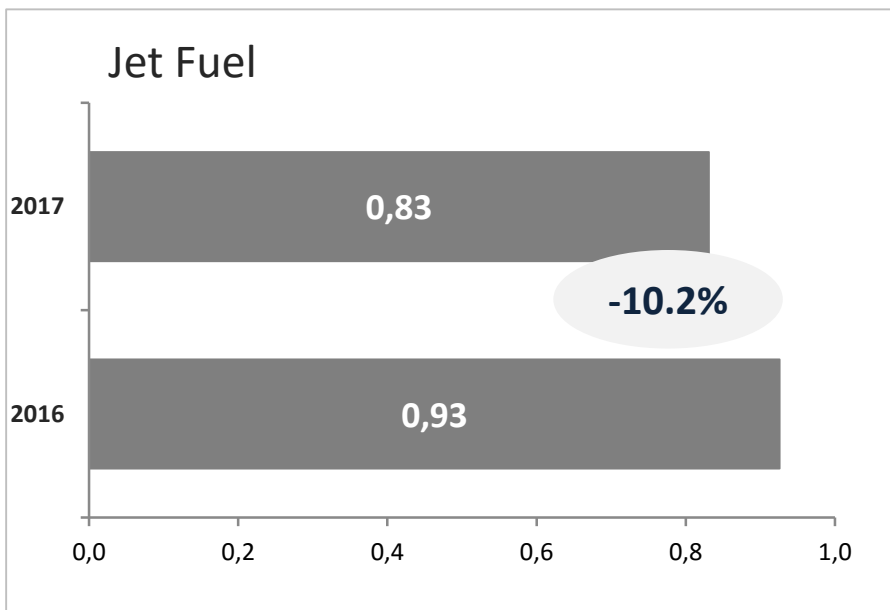
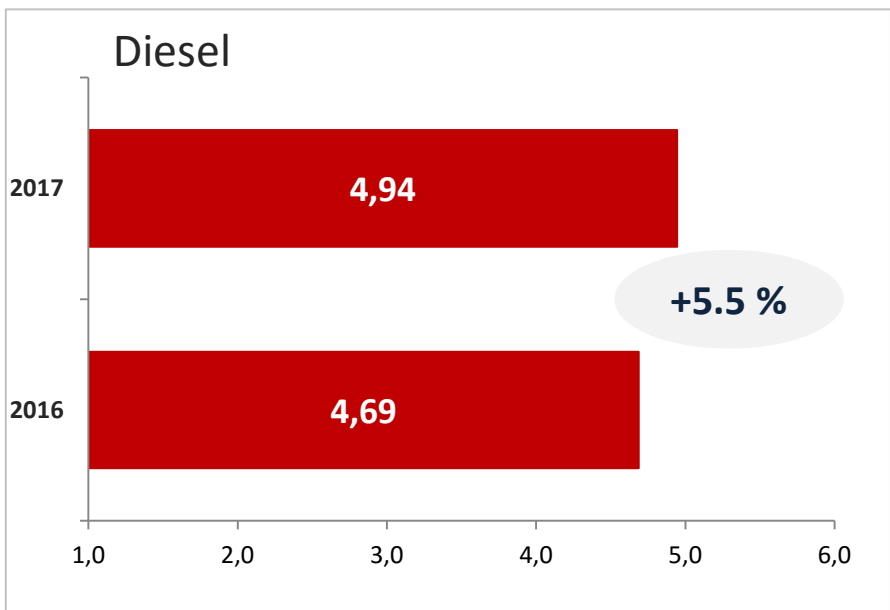


Fuel Oil*



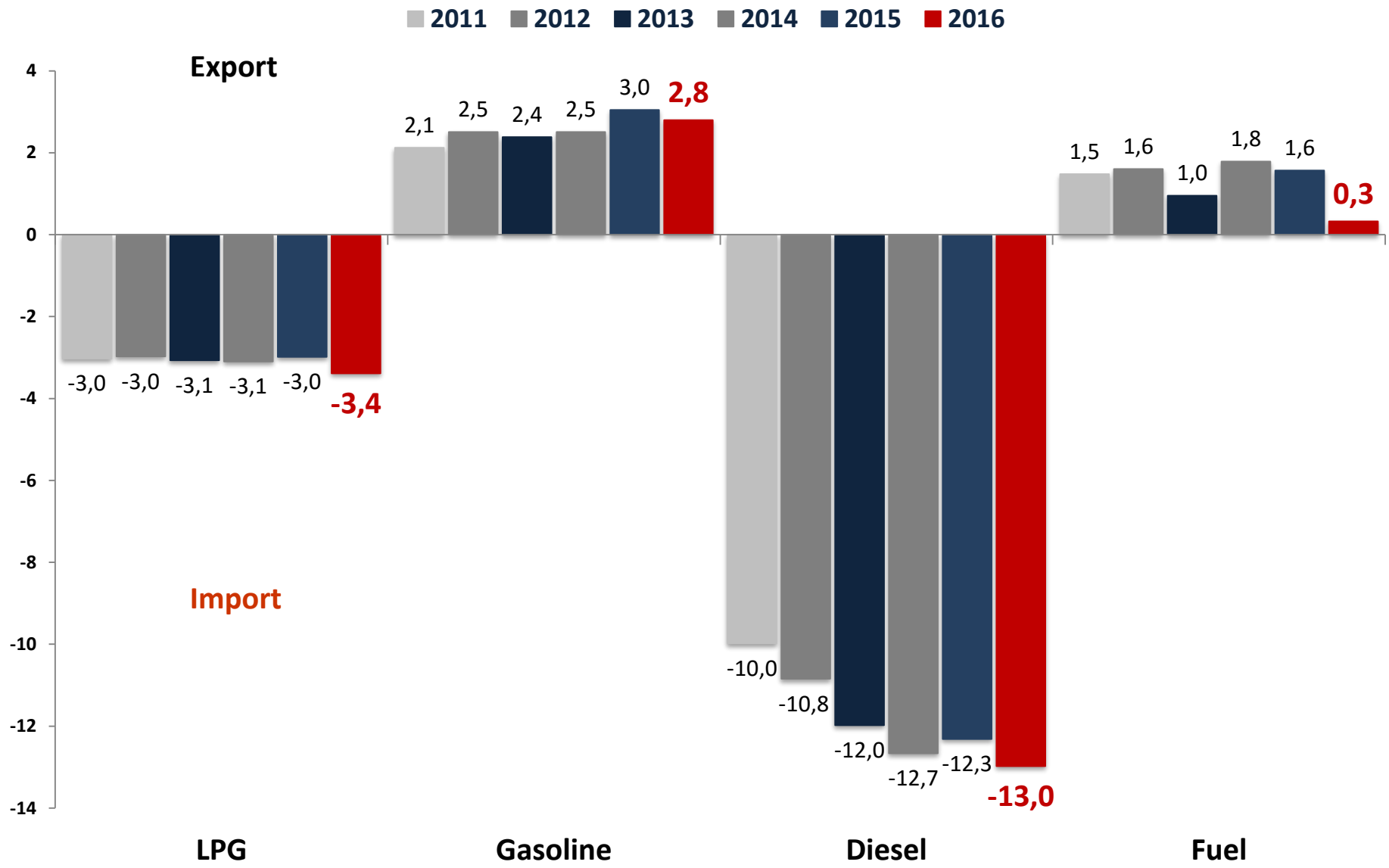
Source: EMRA
*bunker excluded.

3 Months 2017 - Turkish Consumption (Million tons)



Source: EMRA
*bunker excluded.

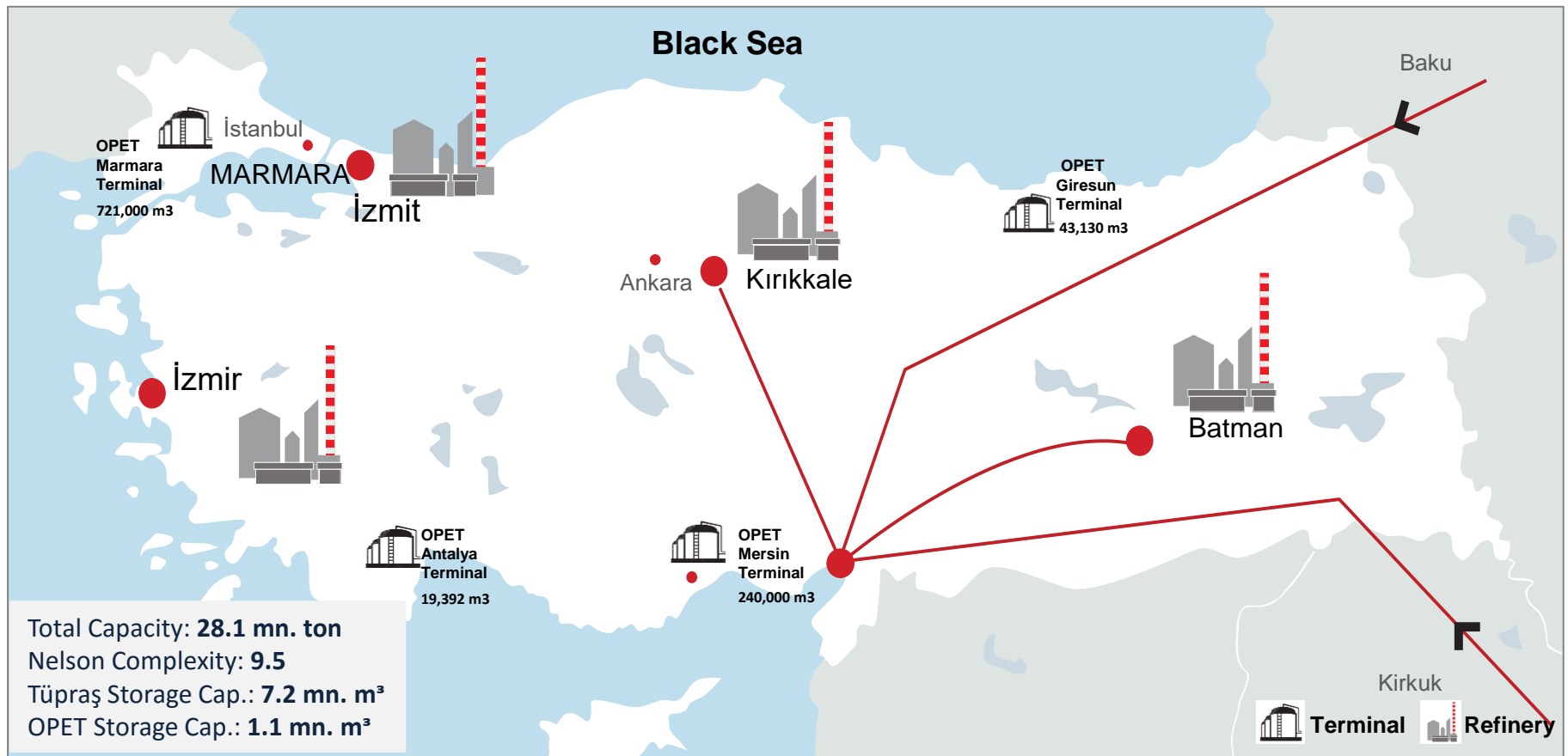
Turkey's Import / Export Balance (Net) (Million Ton)



02

Company Overview

Tüpraş Refining Assets & Distribution Network



İzmit

- 11.0 MT Capacity
- NC: 14.5
- Storage Capacity: 3.0 mn m³

İzmir

- 11.0 MT Capacity
- NC: 7.66
- Storage Capacity: 2.5 mn m³
- Base oil 400 k tons

Kırıkkale

- 5.0 MT Capacity
- NC: 6.32
- Storage Capacity: 1.4 mn m³

Batman

- 1.1 MT Capacity
- NC: 1.83
- Storage Capacity: 0.25 mn m³



1.524 Stations

- Market positions: 18.9% in White product; 10.5% in black product



1.1 Million M3 Storage

- Marmara, Aegean, Black Sea & Mediterranean



2nd Biggest Distribution Company by Volume

- # 1 Brand Royalty Award



Jet Fuel Sales

- Turkish Airlines JV
- 66% Market Share











Lubricants

- Fuchs JV



International Trading

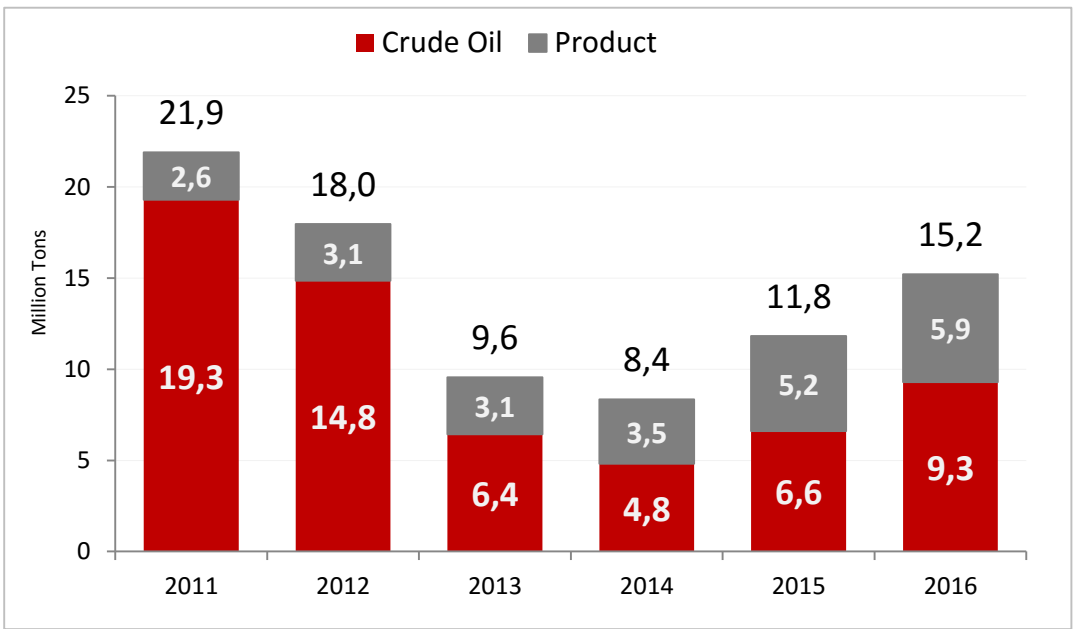
- London

Cumhuriyet	Sevgi	Gönül	Suna	Leyla	Esra & Aylin	Caroline	Nevbahar
							
<ul style="list-style-type: none"> •Crude •2001 •164,9 K DWT 	<ul style="list-style-type: none"> •Products •2008 •10,98 K DWT 	<ul style="list-style-type: none"> •Products •2009 •10,87 K DWT 	<ul style="list-style-type: none"> • Products • 2012 • 51,5 K DWT 	<ul style="list-style-type: none"> •Products •2011 •6,3 K DWT 	<ul style="list-style-type: none"> •Bitumen •2x20 K DWT •Esra 2014 •Aylin 2015 	<ul style="list-style-type: none"> •Products •2009 •10,9 K DWT 	<ul style="list-style-type: none"> • Products • 2009 • 11,5 K DWT

- Turkey’s leading company in marine transportation of crude oil and petroleum products
- World’s biggest Asphalt Tankers (2 x 20,000 DWT) for semi-product transfers btwn refineries

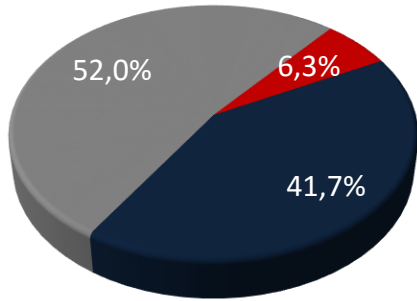


DİTAŞ Financials	2016 (mn \$)
Net Sales	151,3
Op. Profit	40,5



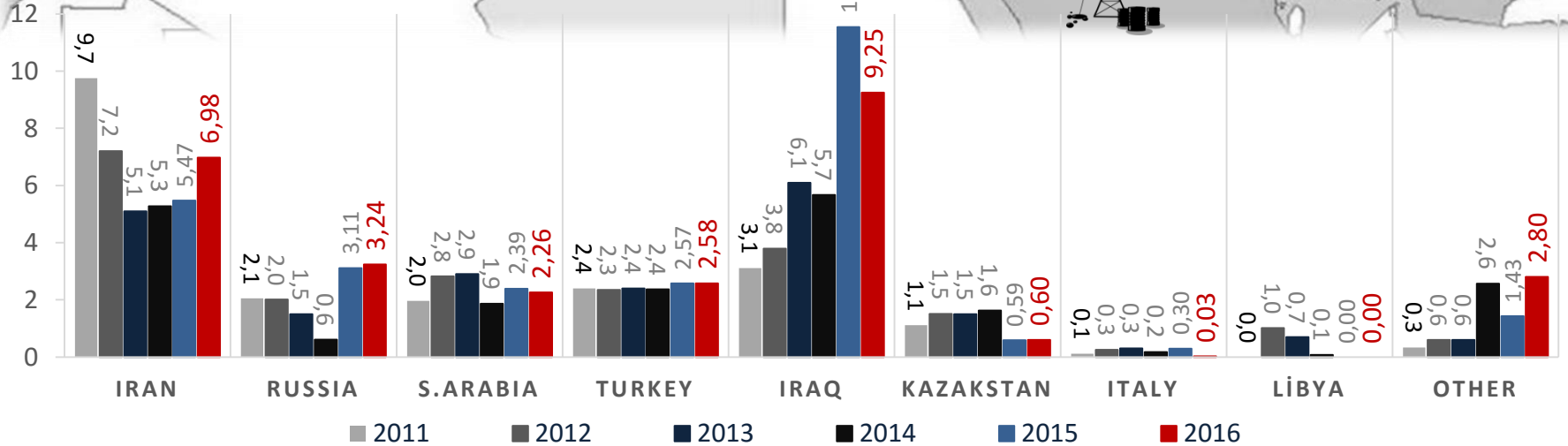
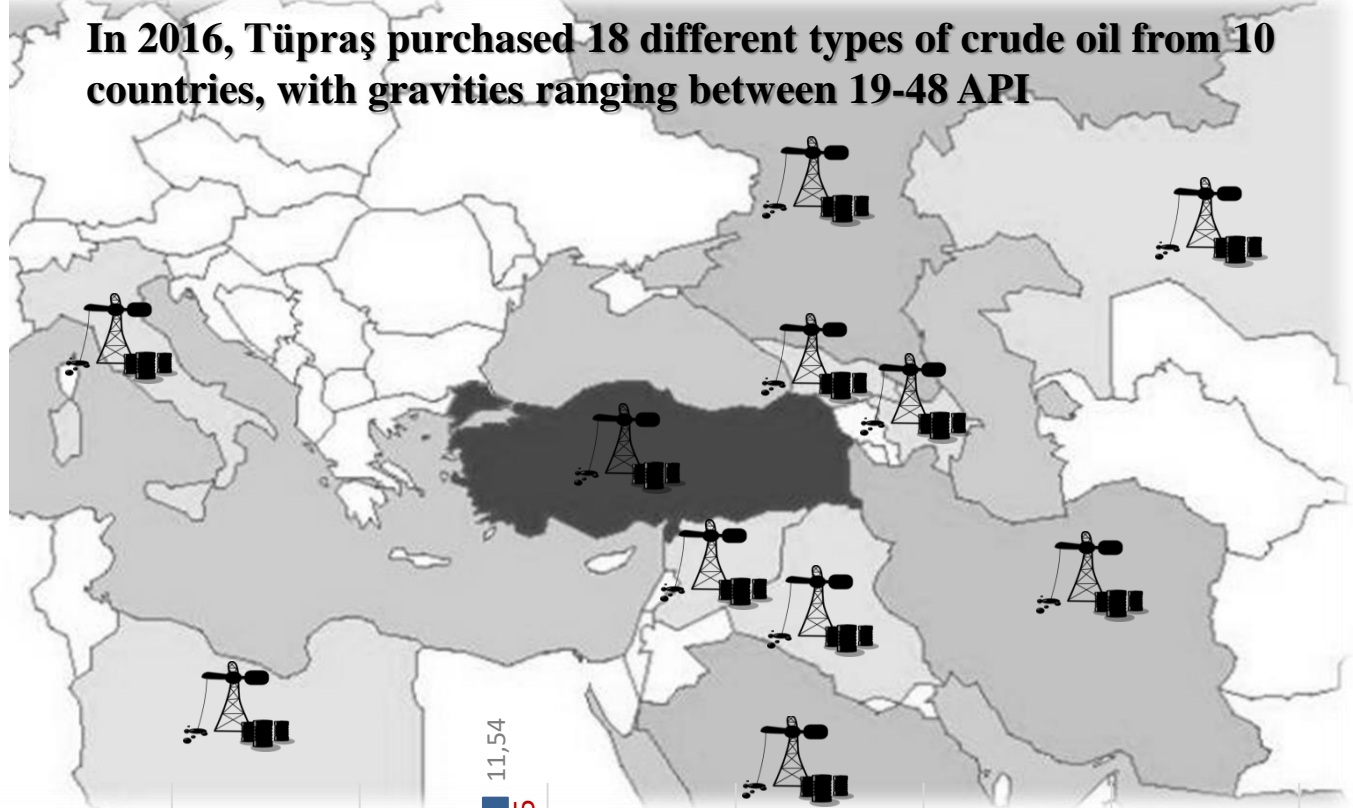
Crude Suppliers of TÜPRAŞ (Million Tons)

Crude Type - 2016

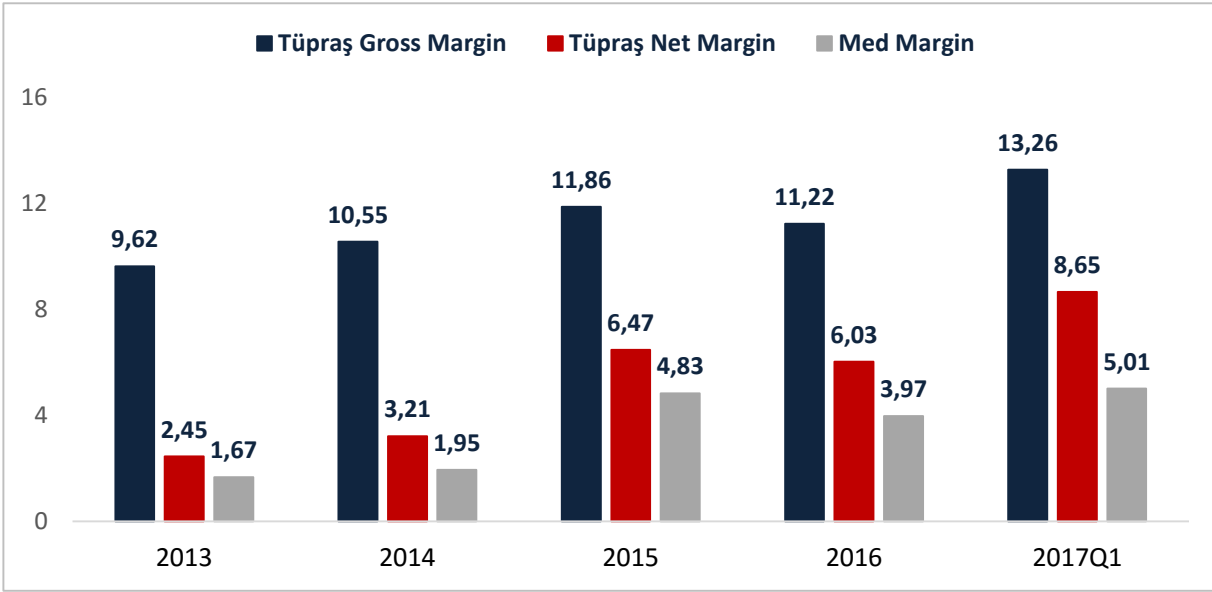
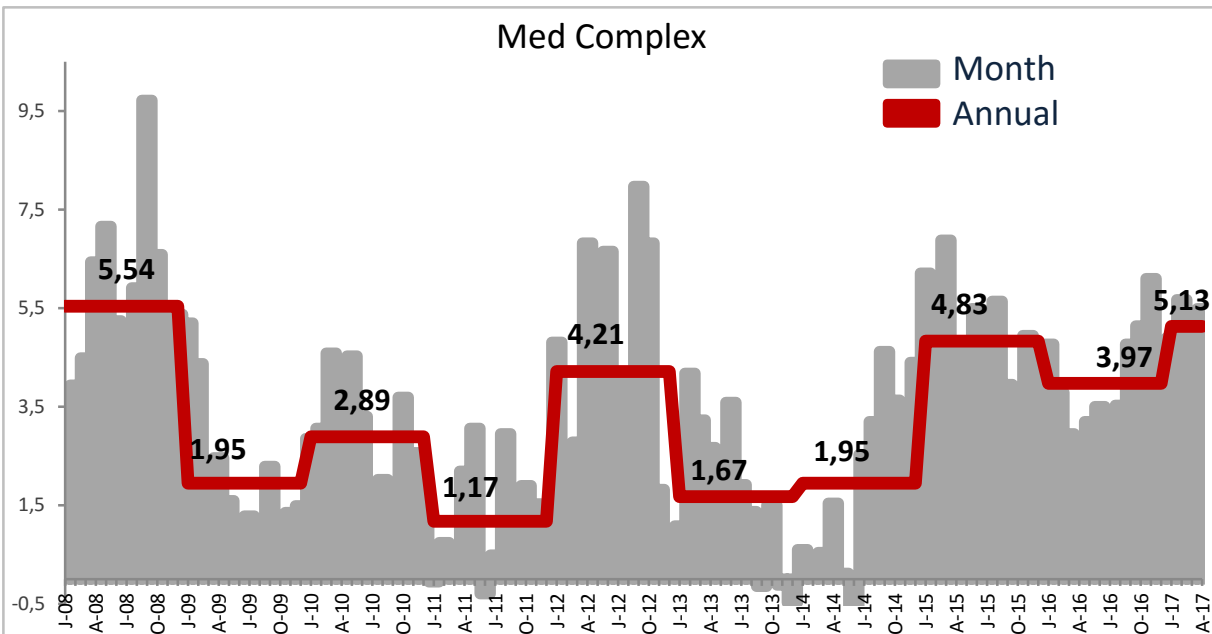


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In 2016, Tüpraş purchased 18 different types of crude oil from 10 countries, with gravities ranging between 19-48 API



Margin Environment (\$/bbl)

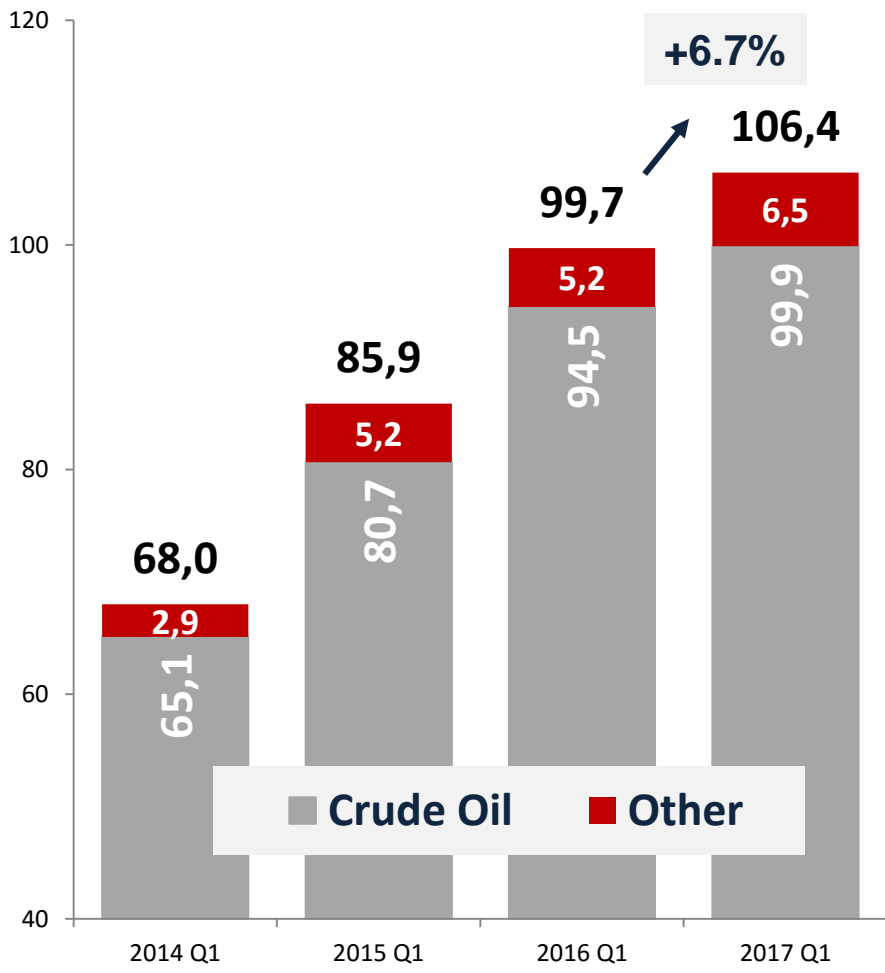


Premium to the benchmark Mediterranean peers' refining margin due to:

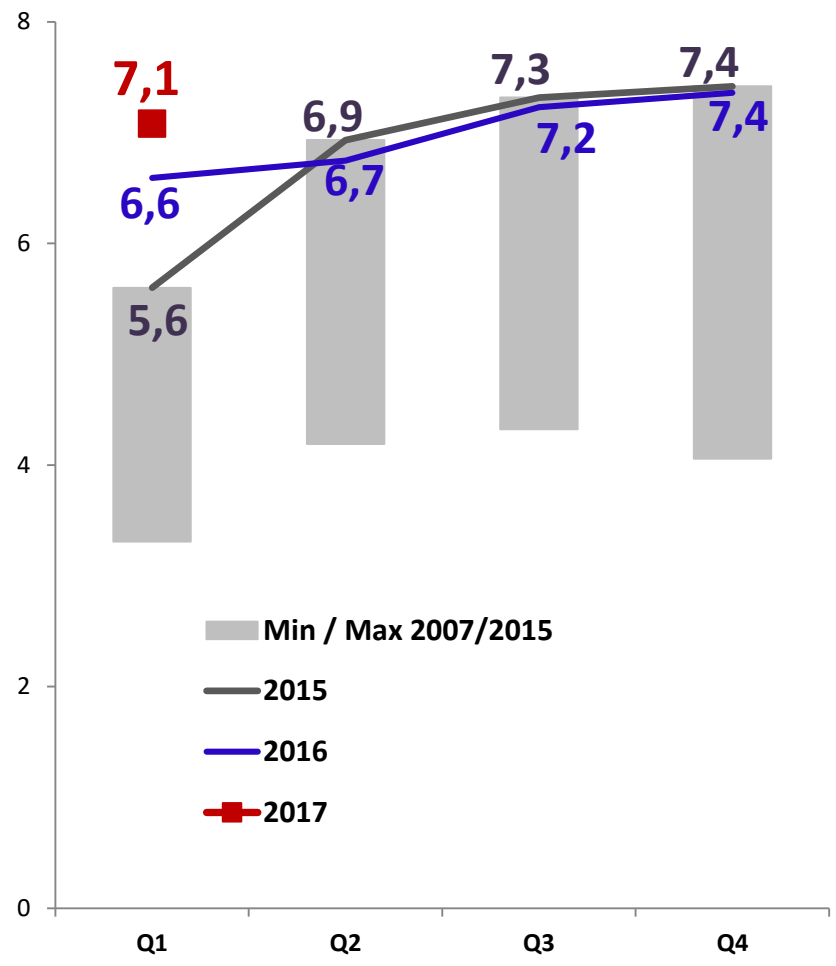
- ▶ Refined products deficit characteristic to the Turkish market
- ▶ **Access to cheaper sources of crude oil**
 - Ability to use heavier and sour crudes
- ▶ **Proximity to major suppliers**
 - Reduces transport costs
- ▶ **Implemented cost reduction measures**
 - Energy efficiency programs
- ▶ **Capacity to produce higher value added range of refined products**
- ▶ **Direct pipeline connections with domestic clients**
- ▶ **High export capability**

Production

Capacity Utilisation* (%)



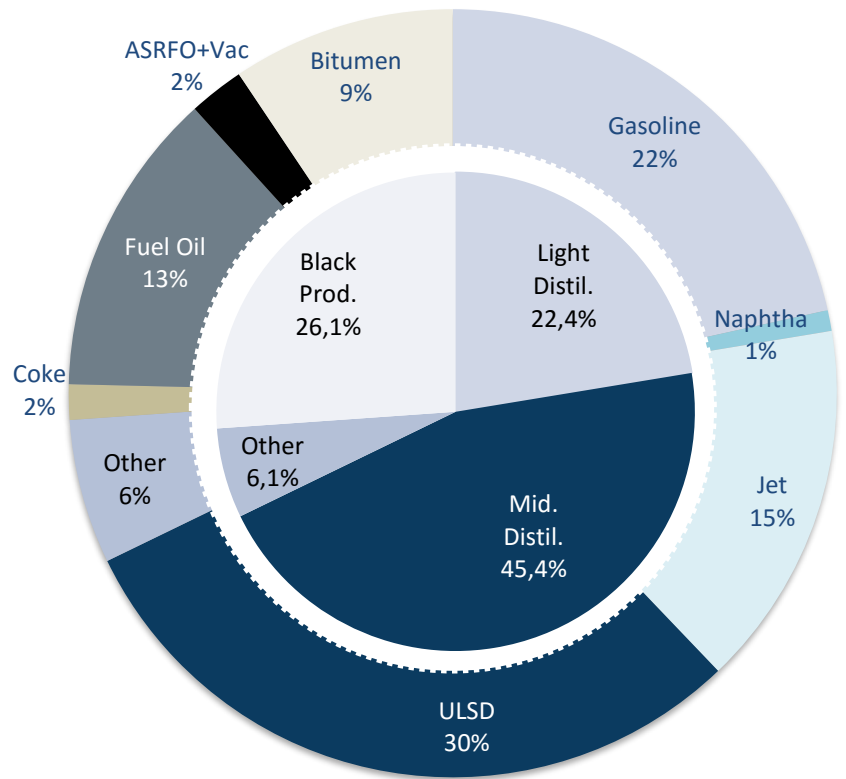
Quarterly Production Volume (Mn Tons)



*Nameplate capacity calculated by standard 330 days of operations.

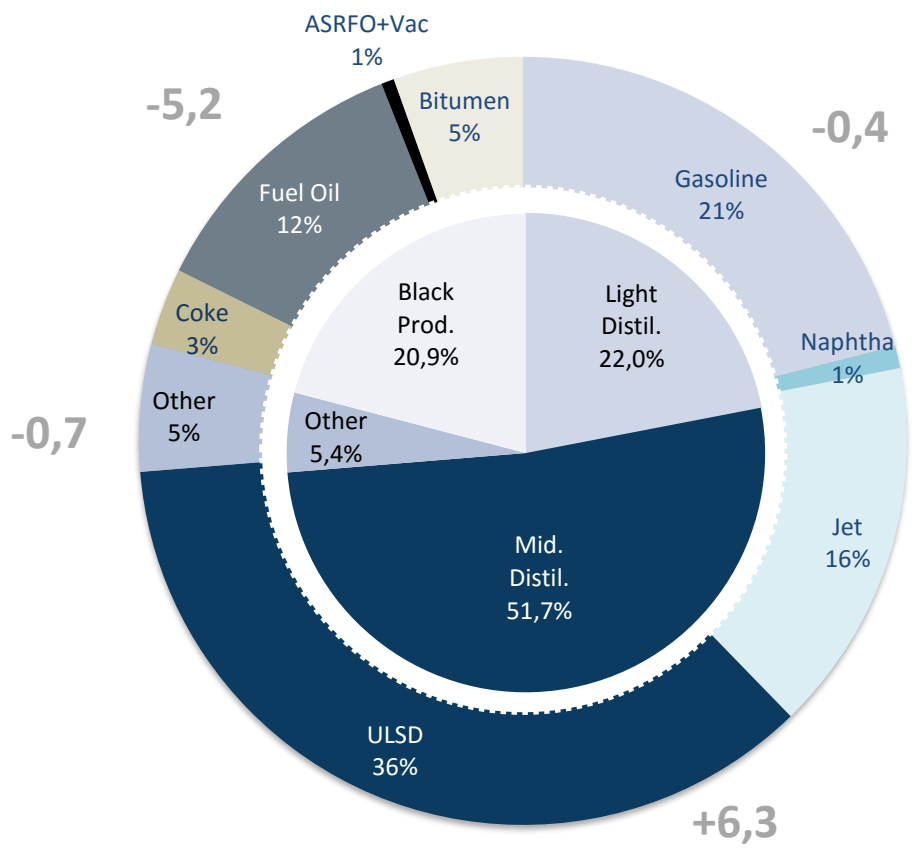
1st Quarter Product Yields

2016



White Product 72,94%
 Production : 6,6 mn tons
 API: 31,14

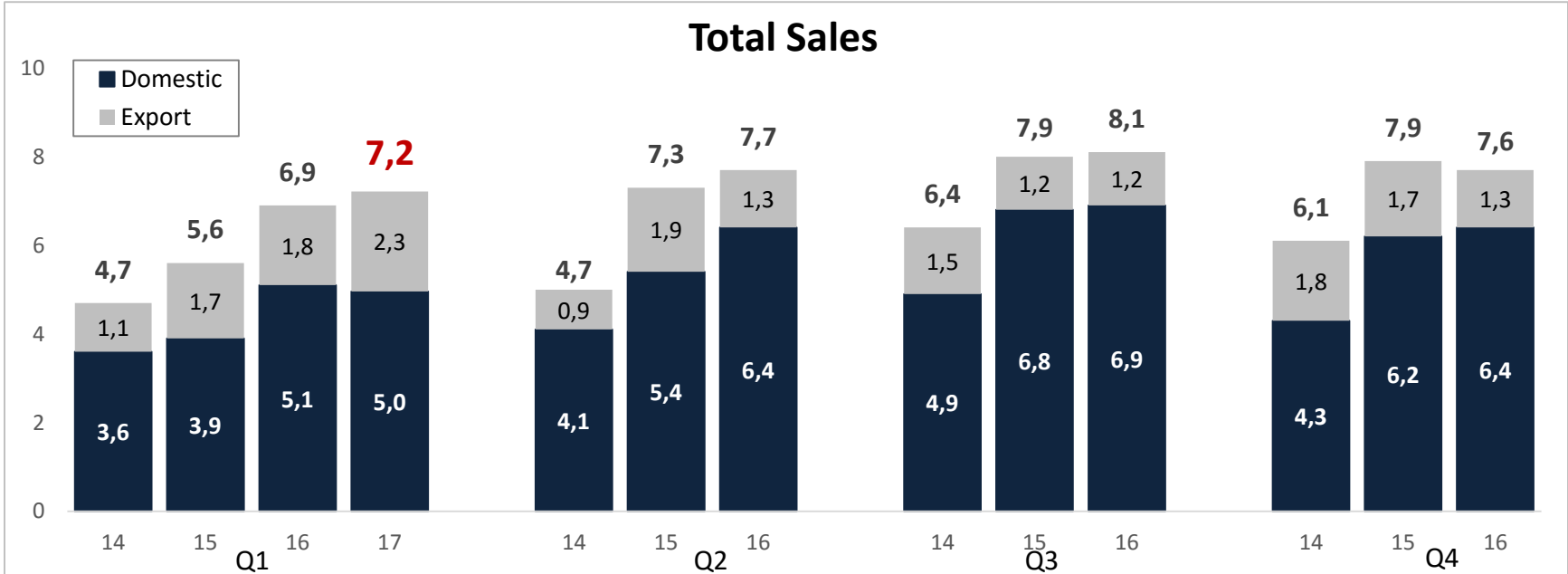
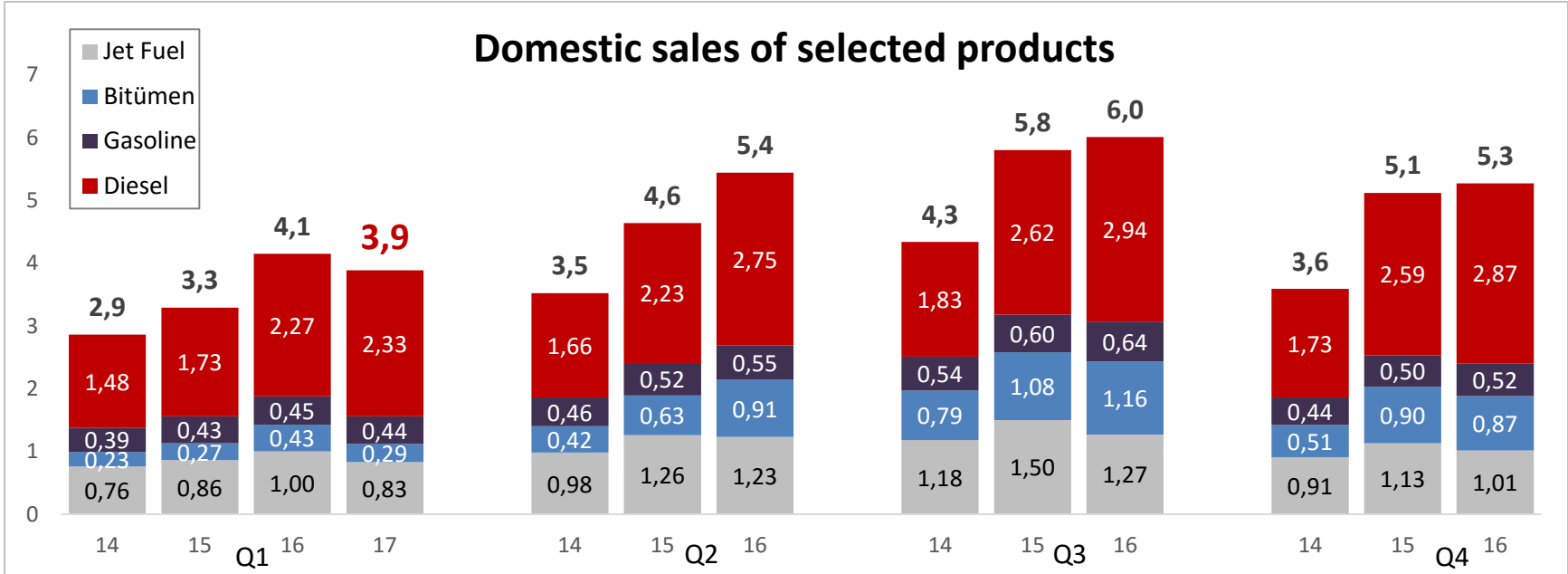
2017



White Product 77,97%
 Production : 7,1 mn tons
 API: 31,08

% +5,0

Tüpraş Sales (Million Tons)



Investments (mn \$)



- 9.5 Nelson complexity
- High white product yield
- Process more heavier and sour crudes
- Run all refineries with 100% capacity utilization

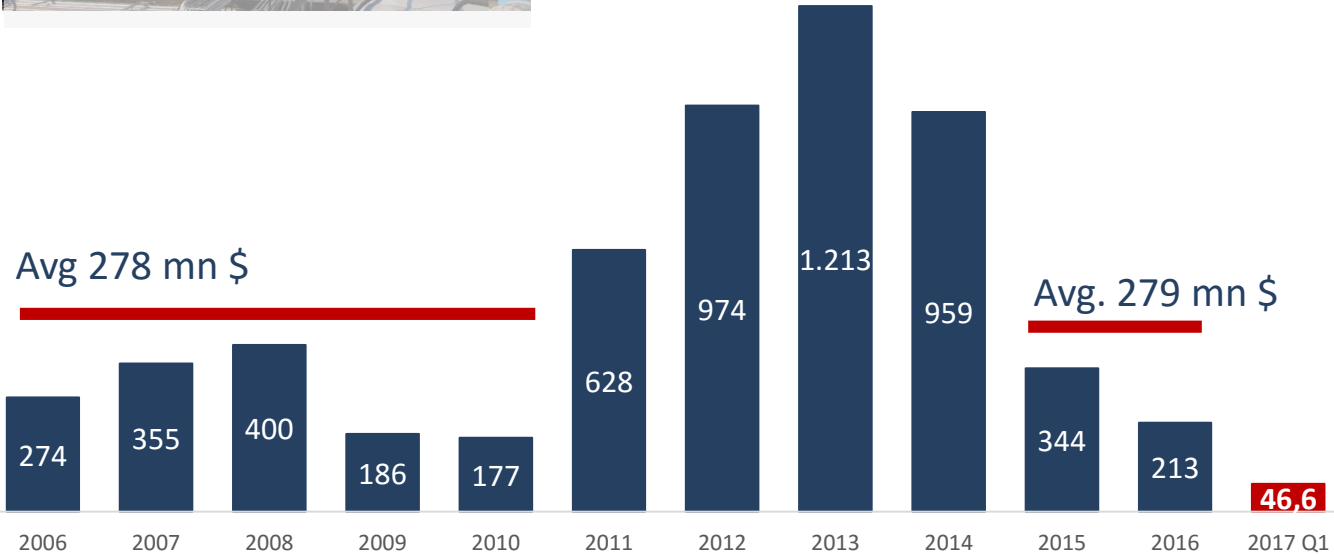
RUP
Total Investment: 3,1 Billion \$
Total Incentive: 3,78 Billion TL
Remaining : 3,18 Billion TL

Avg 943 mn \$

- ### Ongoing Projects
- New Power Plant
 - Revamp of Crude Unit
 - FCC Modernization
 - New Sulphur Units
 - Energy Saving Projects
 - Optimization of conversion units

Avg 278 mn \$

Avg. 279 mn \$

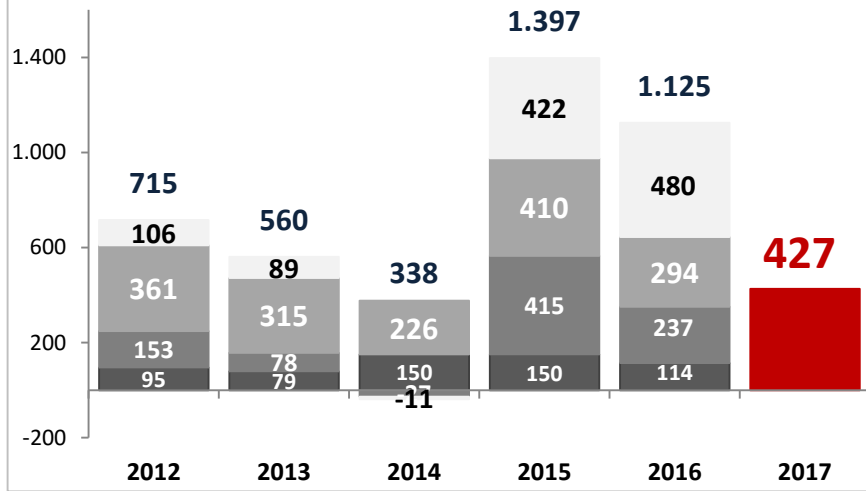


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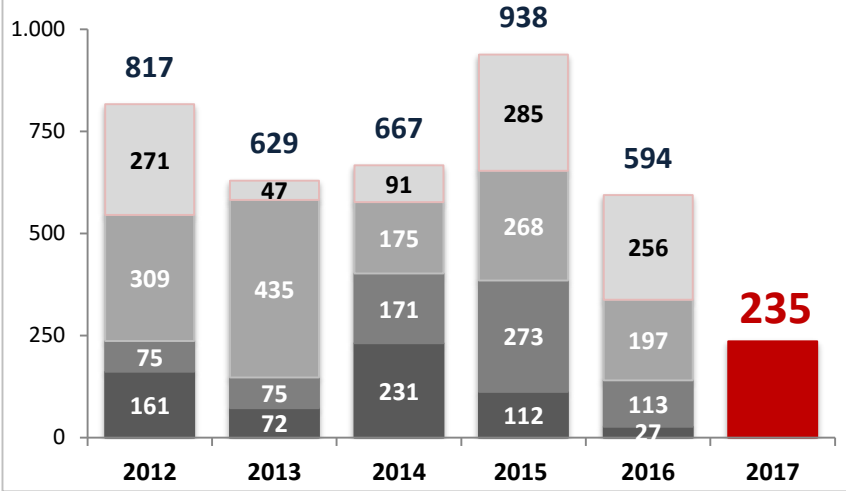
Key Financials

Financial Highlights (mn \$)

EBITDA

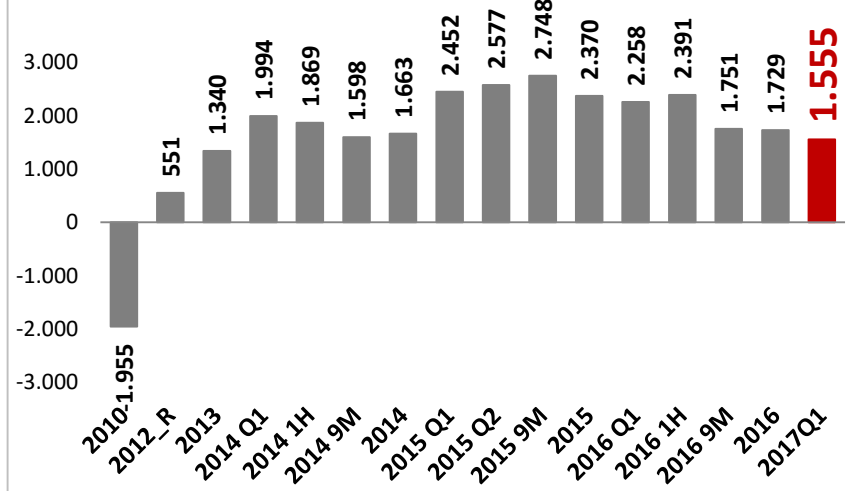


Net Income

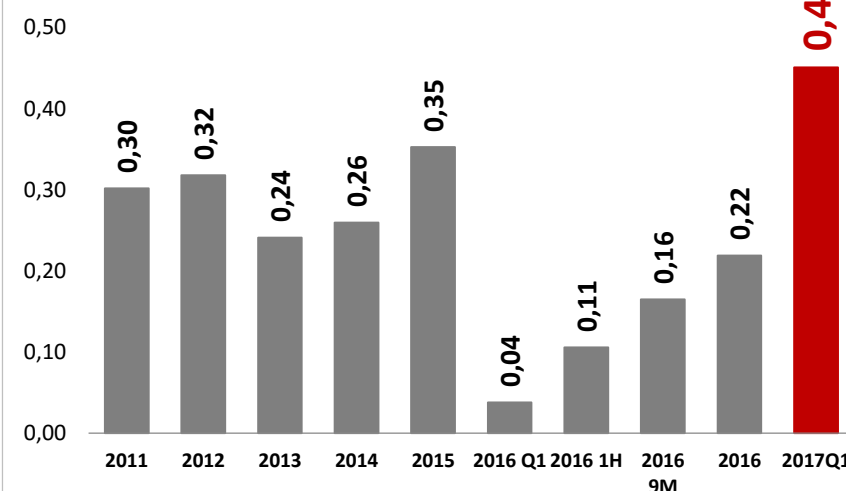


Net Debt / EBITDA	2012	2013	2014	2015	2016	2017
Net Debt / EBITDA	0,77	2,39	4,92	1,70	1,54	1,08

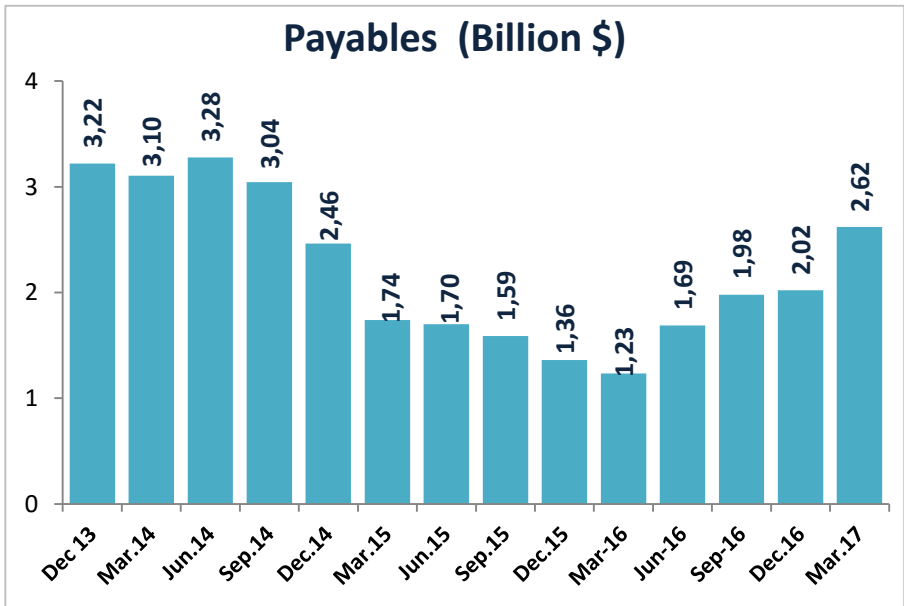
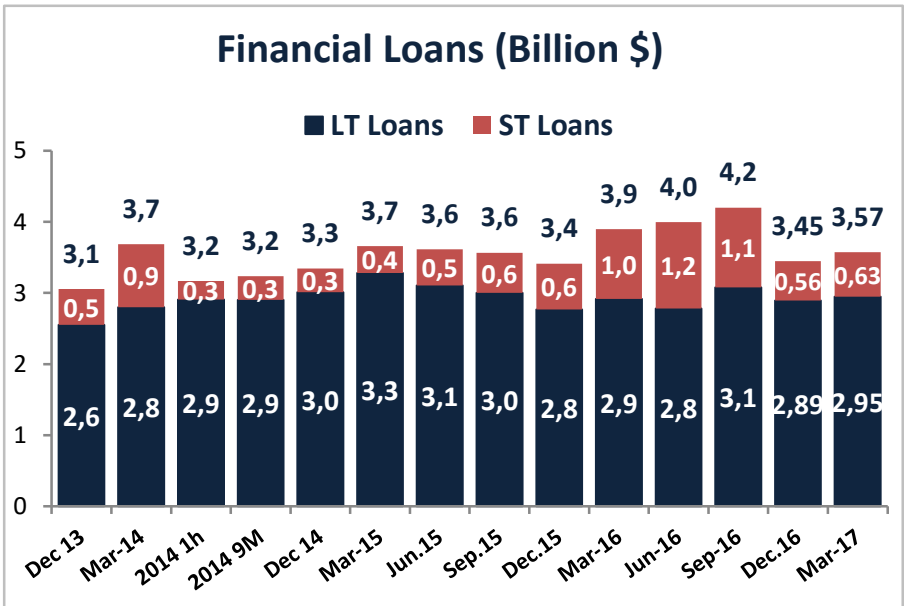
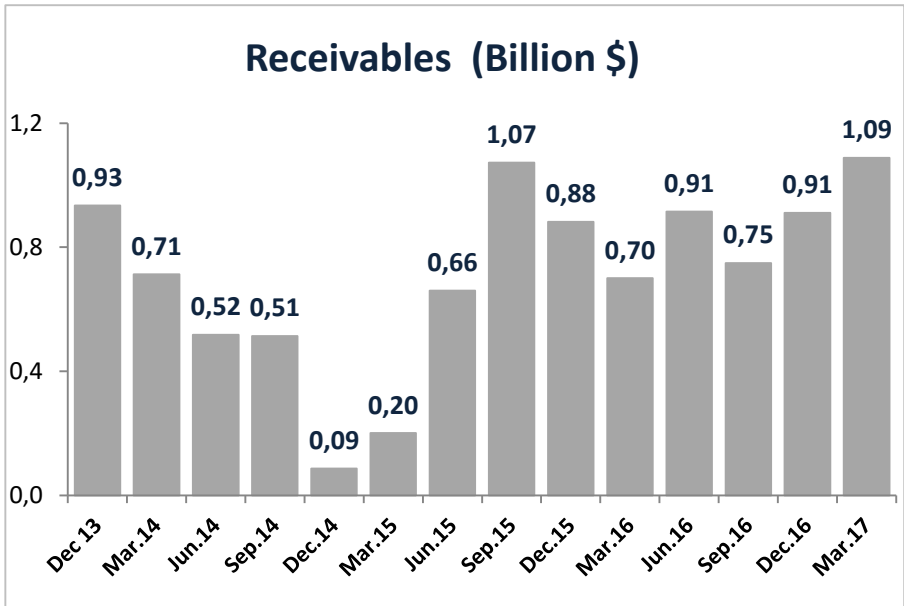
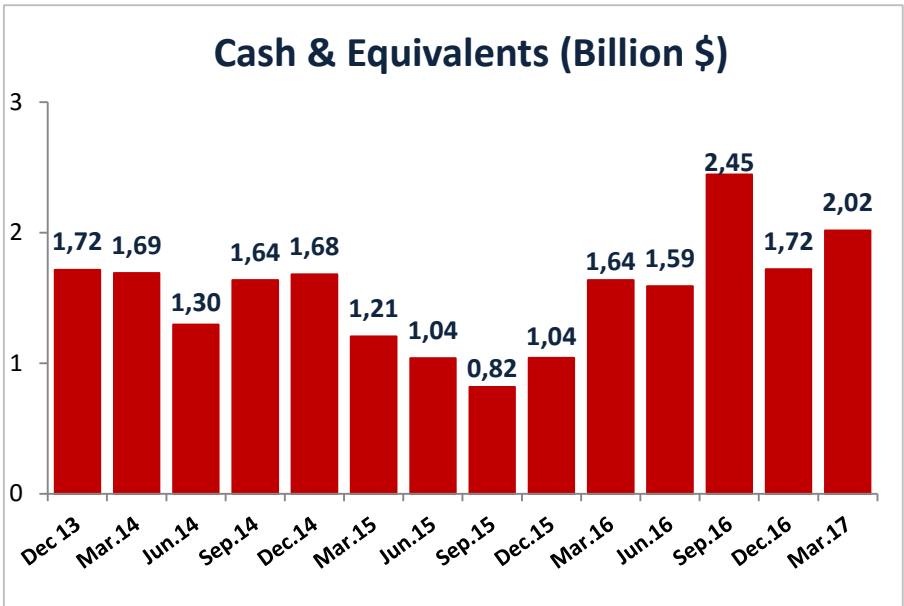
Net Debt



Return on Average Equity



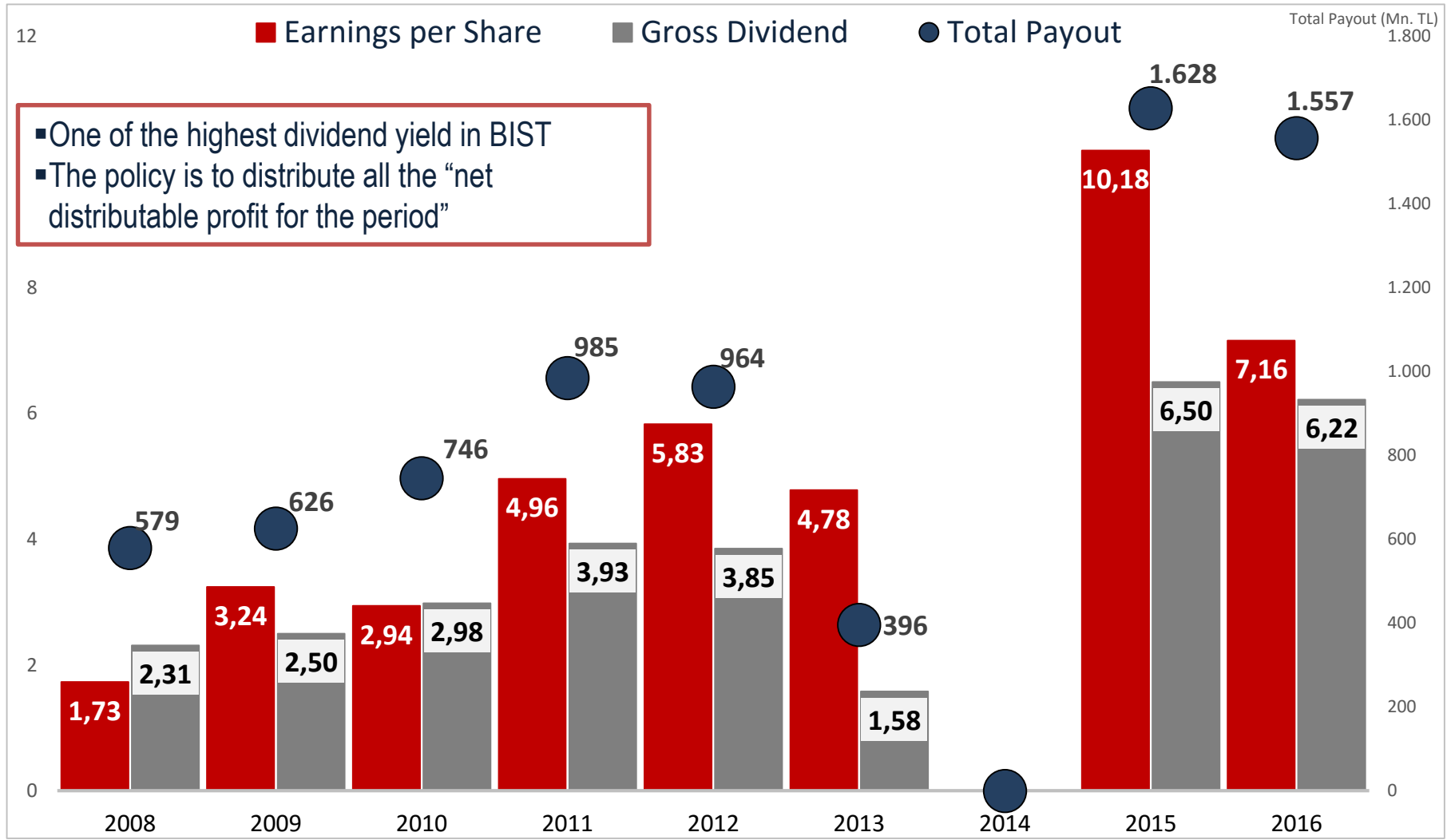
Balance Sheet Analysis



Tüpraş Balance Sheet

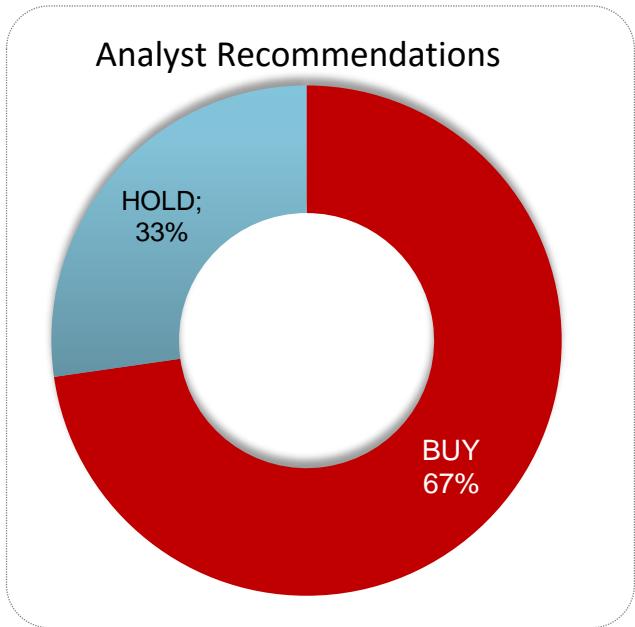
Million USD	31.03.2017	31.12.2016	Diff.	% Diff.
Current Assets	4.529	3.884	645	17
Cash & Equivalents	2.017	1.719	298	17
Receivables	1.088	911	177	19
Derivatives	10	10	0	5
Inventories	1.209	1.025	184	18
Pre-paid expenses	19	28	-9	-33
Other Current Assets	186	190	-4	-2
Long Term Assets	4.827	4.987	-160	-3
Financial Assets & Subsidiaries	252	264	-12	-4
Fixed Assets	3.224	3.338	-113	-3
Derivatives	109	105	4	4
Pre-paid expenses	77	68	9	14
Deferred Tax	874	917	-43	-5
Other Long Term Assets	290	296	-6	-2
Total Assets	9.356	8.871	485	5
Short Term Liabilities	4.315	3.597	718	20
Financial Loans	626	556	69	12
Payables	2.619	2.020	599	30
Derivatives	12	8	3	39
Deferred Incomes	1	4	-3	-79
Provisions	31	18	13	70
Other ST Liabilities	1.027	990	37	4
Long Term Liabilities	3.004	2.953	51	2
Financial Loans	2.946	2.892	54	2
Payables & Provisions	56	59	-3	-5
Derivatives	1	1	0	32
Other LT Liabilities	2	2	0	1
Equity	2.013	2.298	-285	-12
Minority Interests	23	22	1	4
Total Liabilities	9.356	8.871	485	5

Dividends (TRY)

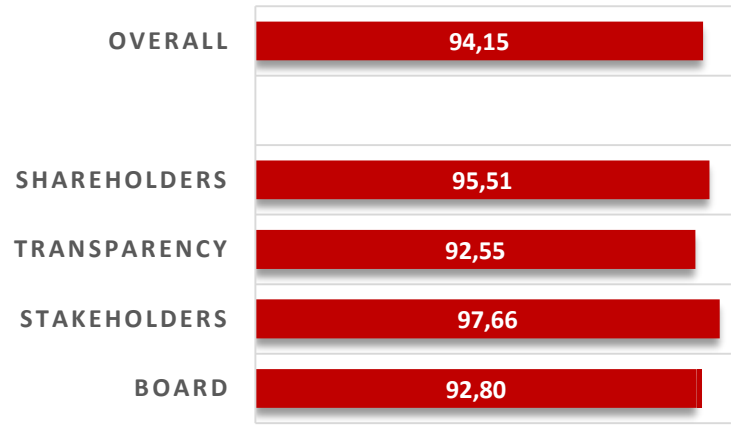


Creating Competitive & Sustainable Shareholder Value

Foreign Currency Long Term	FitchRatings	MOODY'S	S&P Global Ratings
Tüpraş	BBB- (IG)	Ba1	
Turkey	BBB-(IG)	Ba1 (-)	BB
Koç Holding		Baa3- (IG)	BBB (IG)

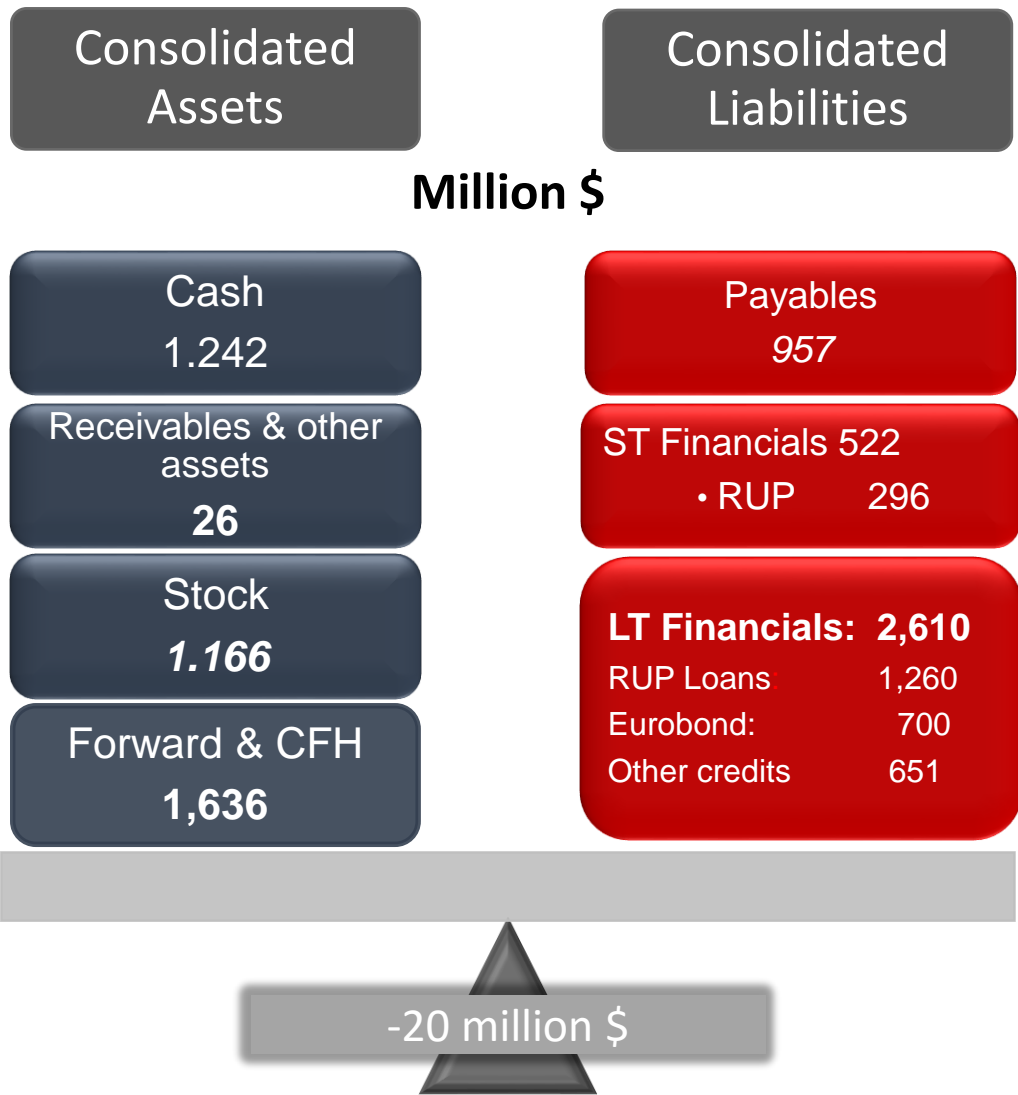


CORPORATE GOVERNANCE RATING



- Tüpraş has one of the highest Corporate Governance Ratings

FX Risk Exposure (31 March 2017)



*Cash flow hedge(CFH) accounting : 1,403 mn \$

Future Expectations

Brent Price Estimation

The average Brent price in 2017 is expected to be 55 dollars per barrel.

Med Complex Margin

We expect Med Complex margins to be between 4.0 – 4.5 dollars per barrel band in 2017.

Tüpraş Net Margin

Net Tüpraş refinery margin is expected to be in the region of 5.75 – 6.25 dollars per barrel

Capacity Utilisation

Expectations for 2017;

- Full Capacity Utilization
- Production: ~ 29.2 million tons
- Total sales: 30.6 million tons
- Imports of finished products will be minimal, as we focus on selling increased volumes of production

Investment

Refining CAPEX is expected to be 225 Million dollars. Additionally, 125 million dollar investment is planned for increasing the marine tanker fleet capacity.



Updated information can be found in the Investor Relations section of the company website

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.

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