



INVESTOR PRESENTATION

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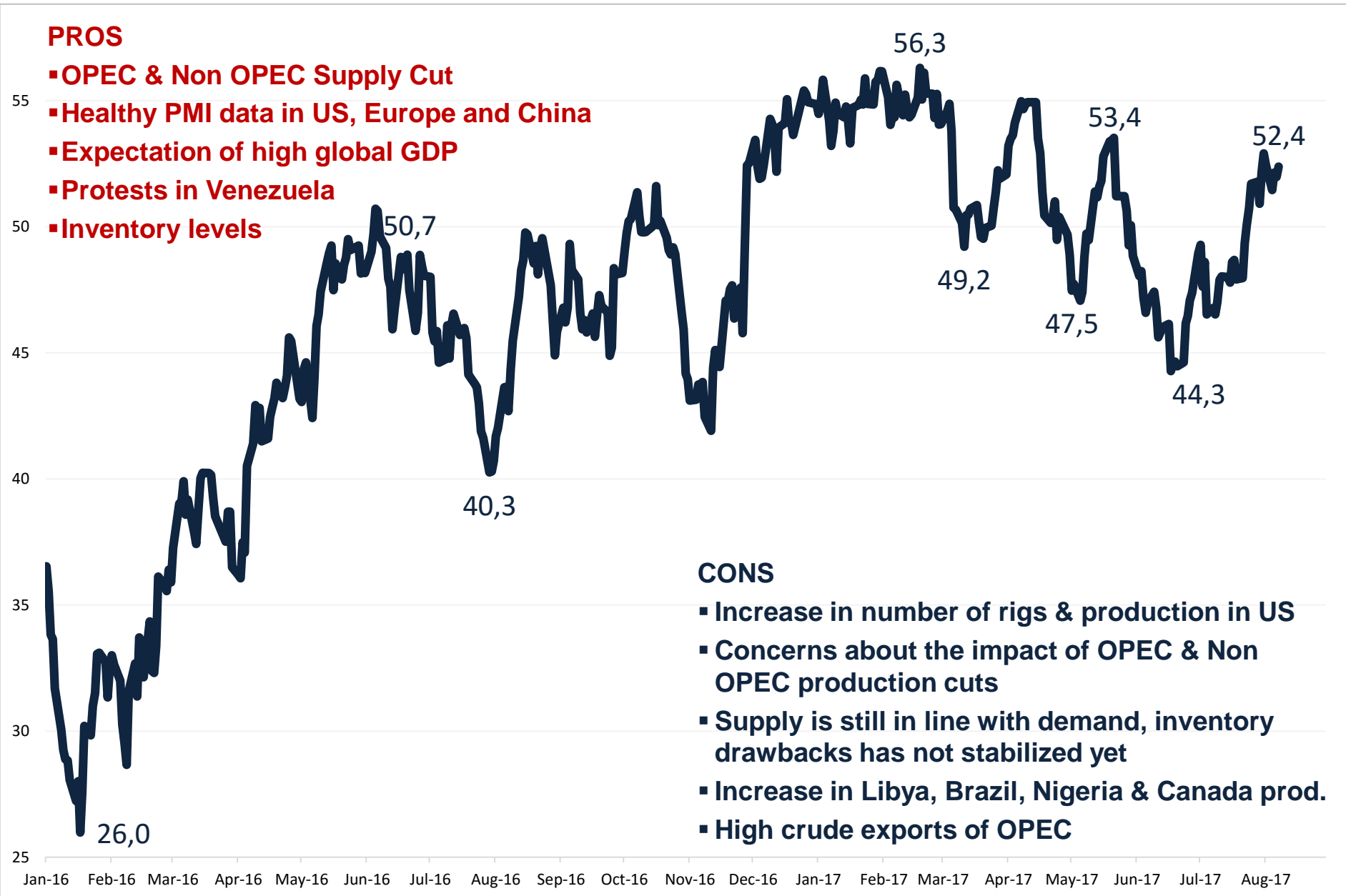
04

INVESTMENTS

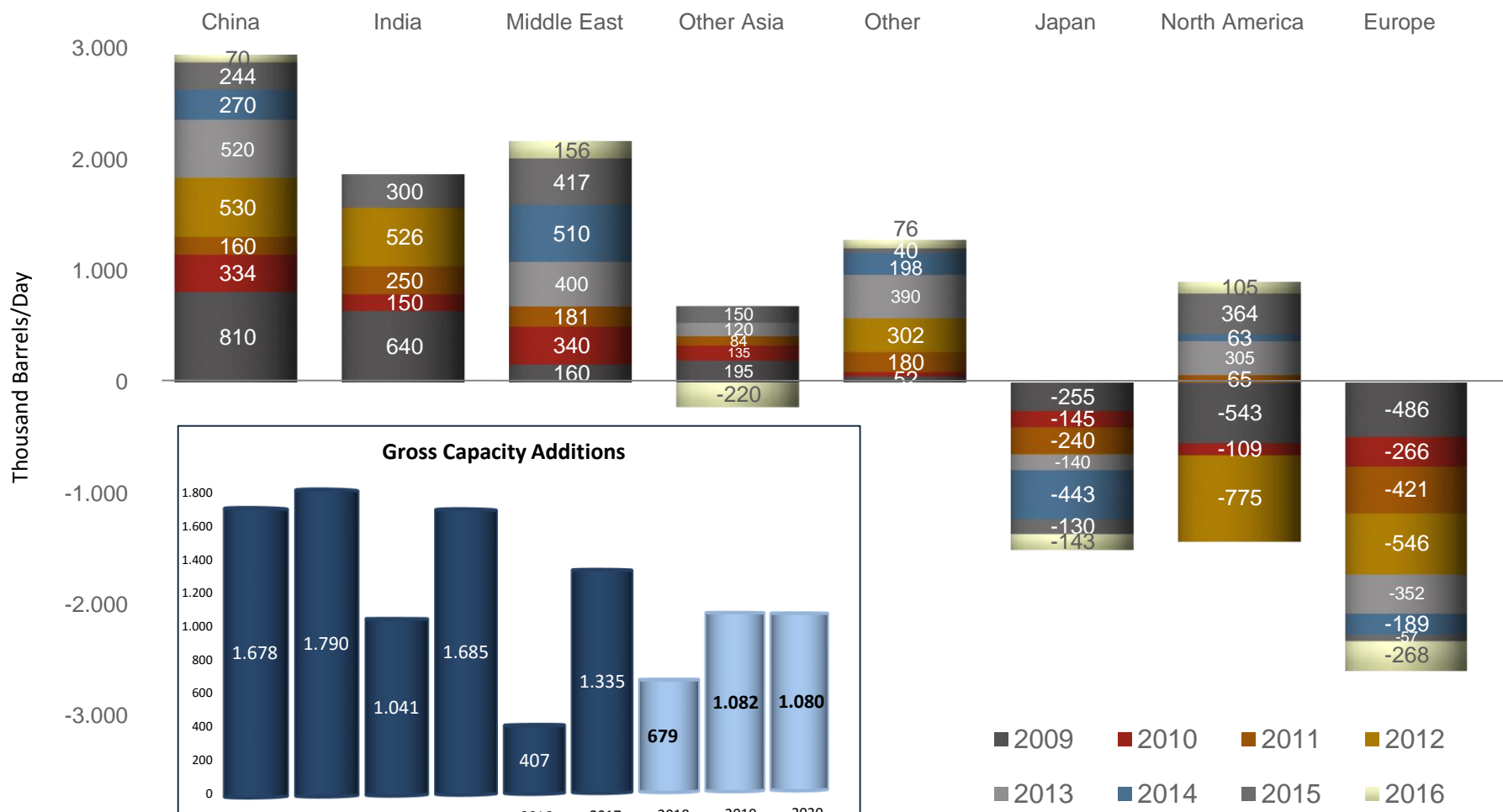
01

REFINING INDUSTRY

Brent Crude Oil Prices (\$/bbl)

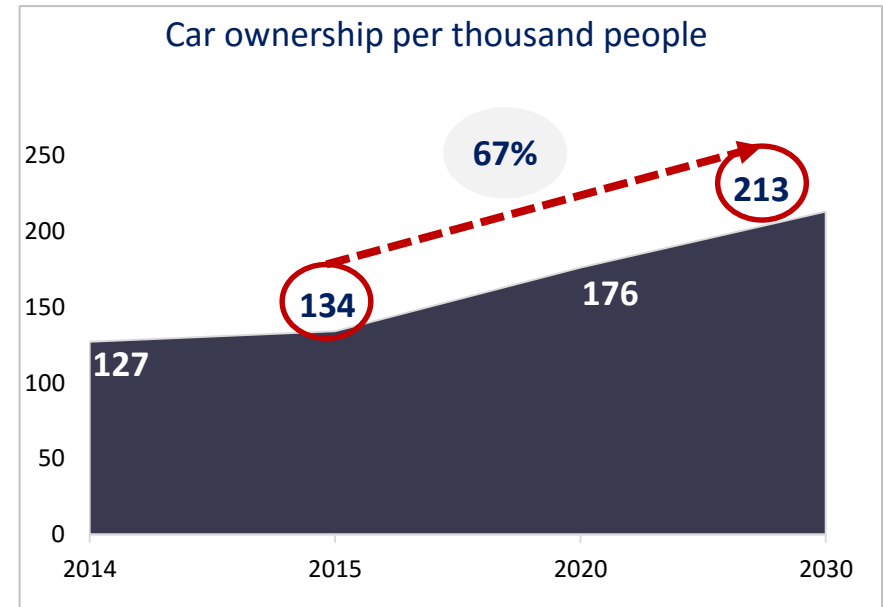
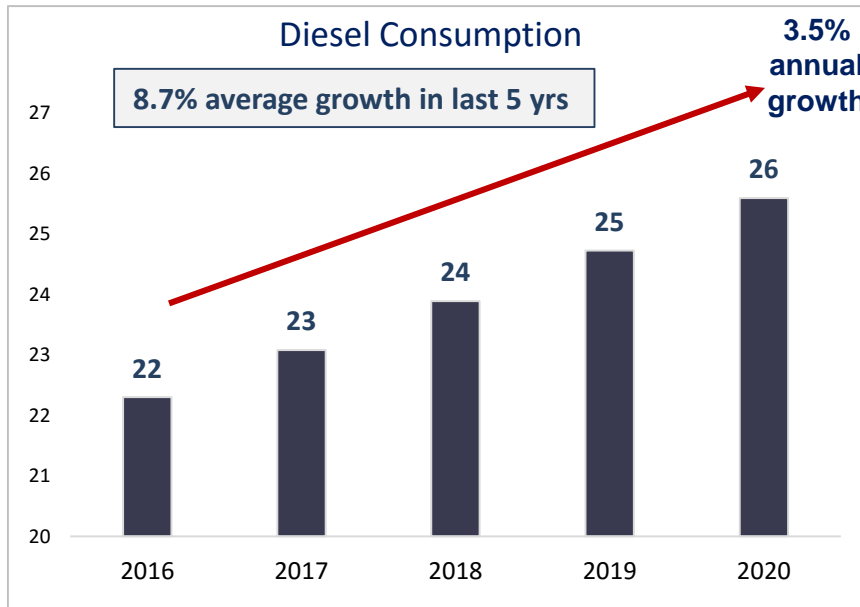
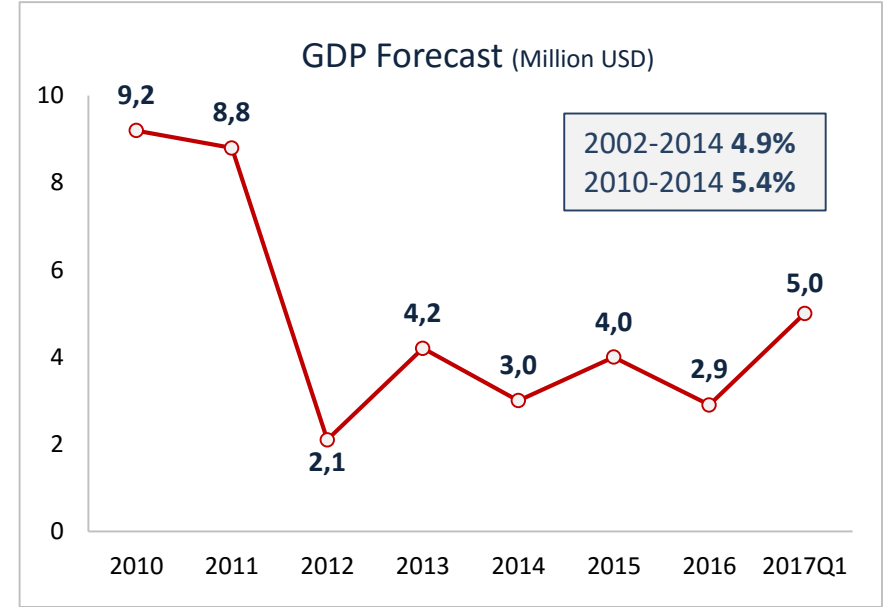
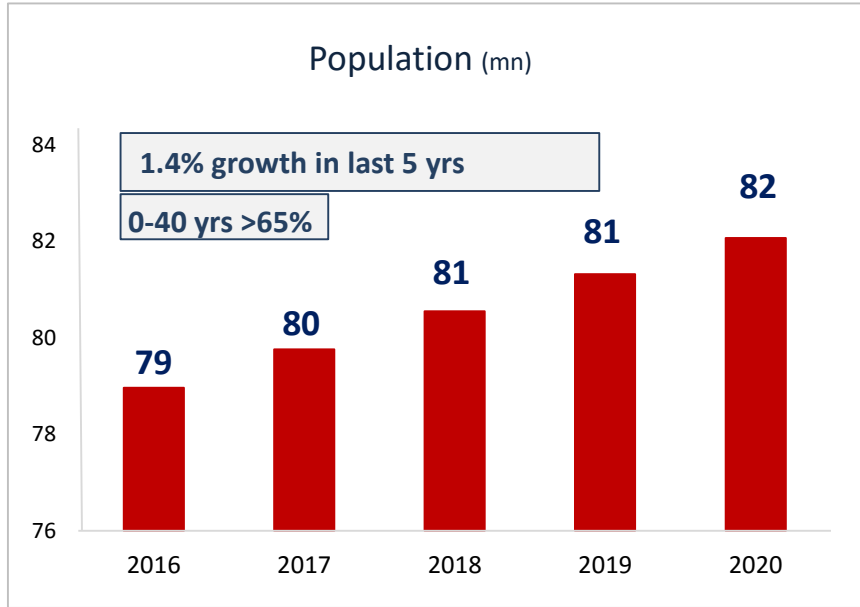


Refinery Capacity Change



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)

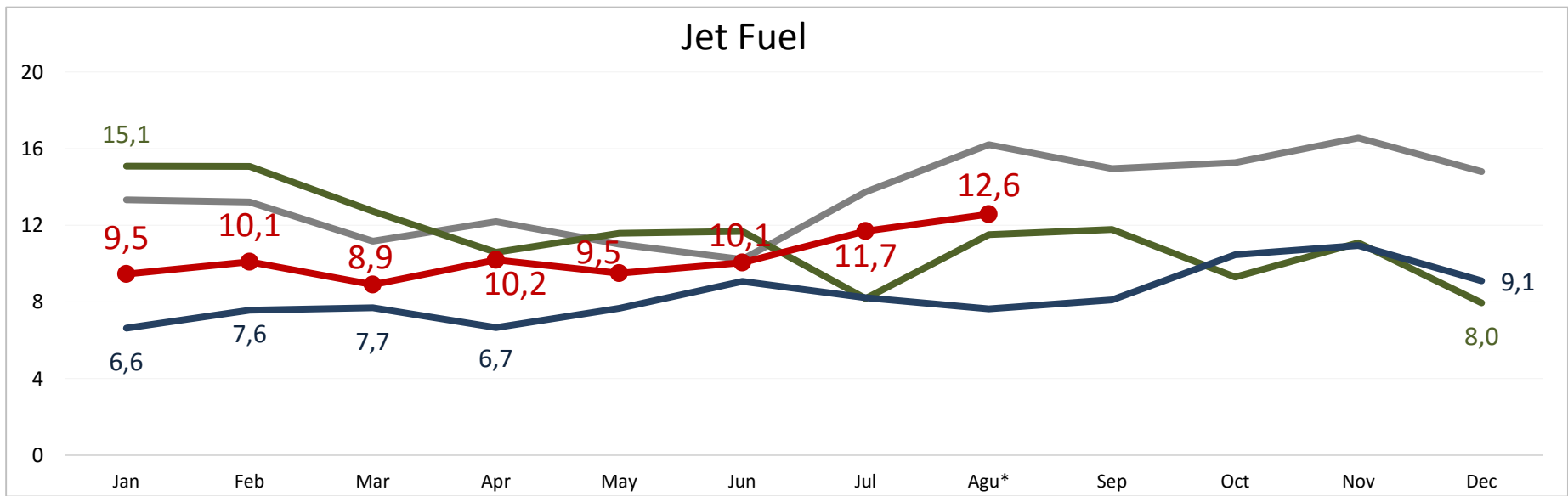
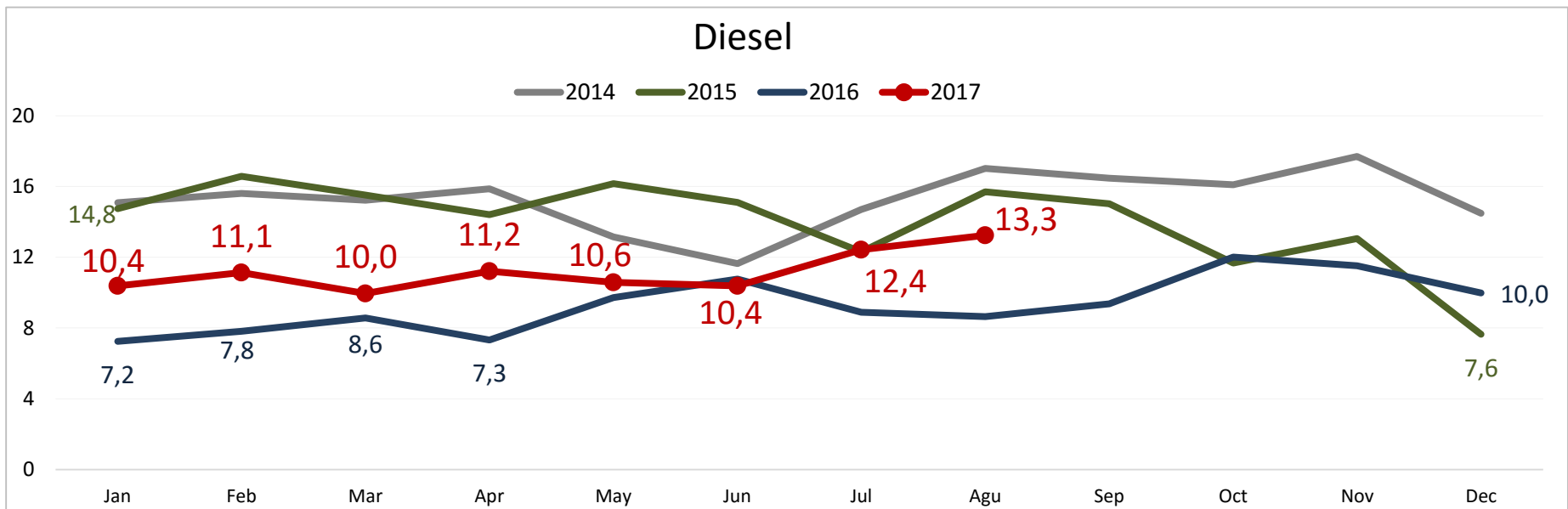
Cost Base of Tüpraş

Energy Efficient

Crude Oil & Feedstock Cost Advantage

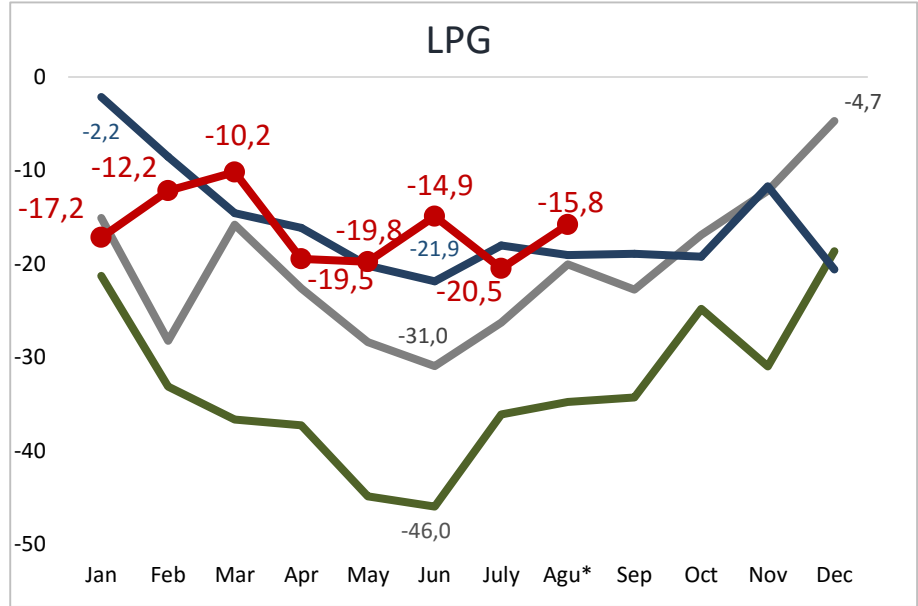
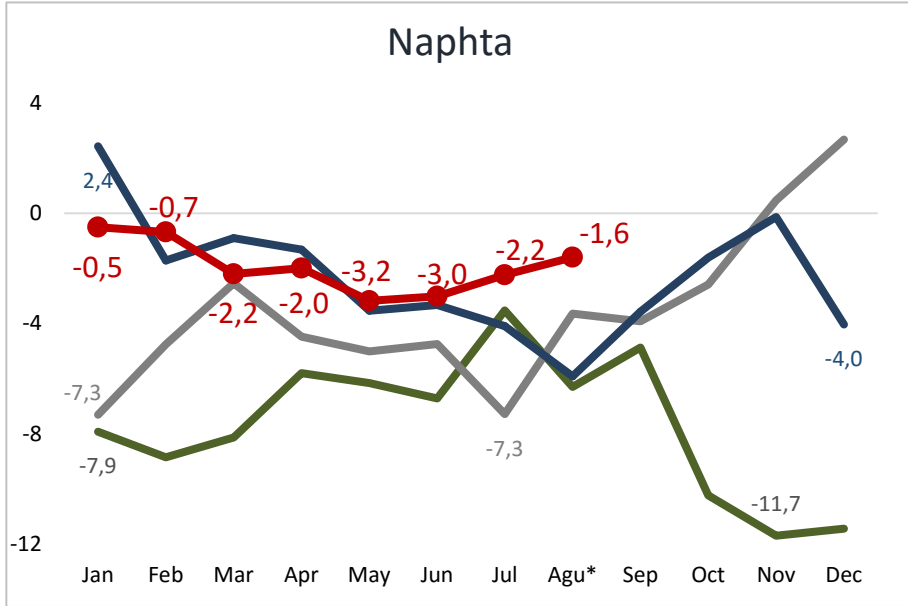
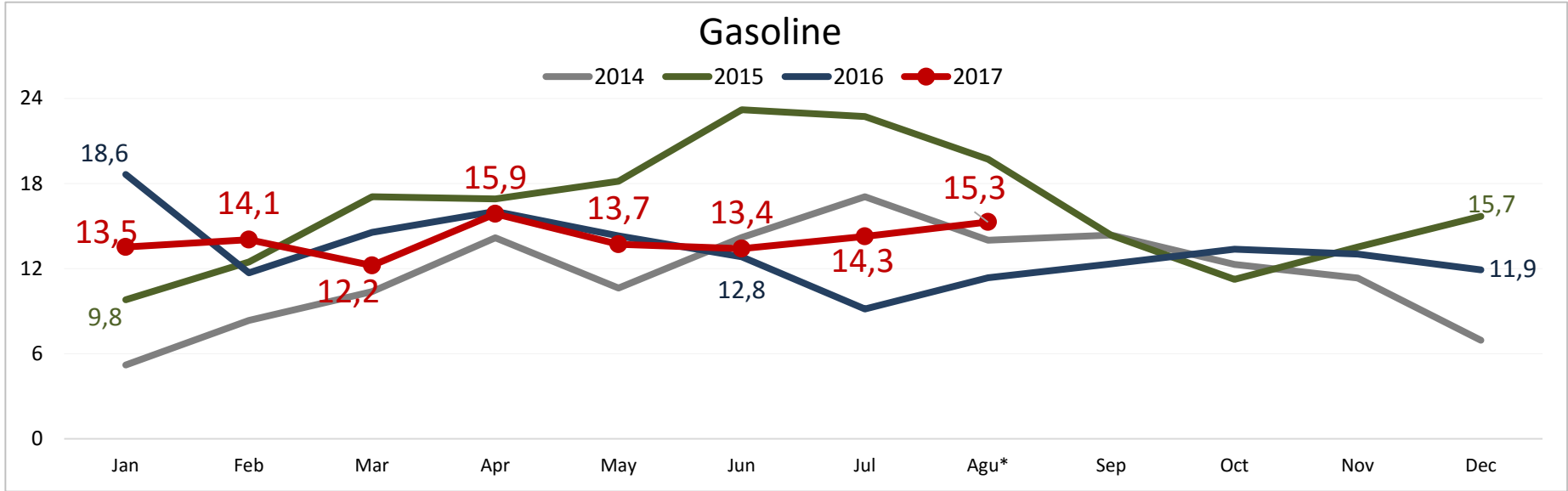
Economies of Scale

Middle Distillate Cracks (\$/bbl)



Kaynak: Platts
 *As of 10th Aug, 2017

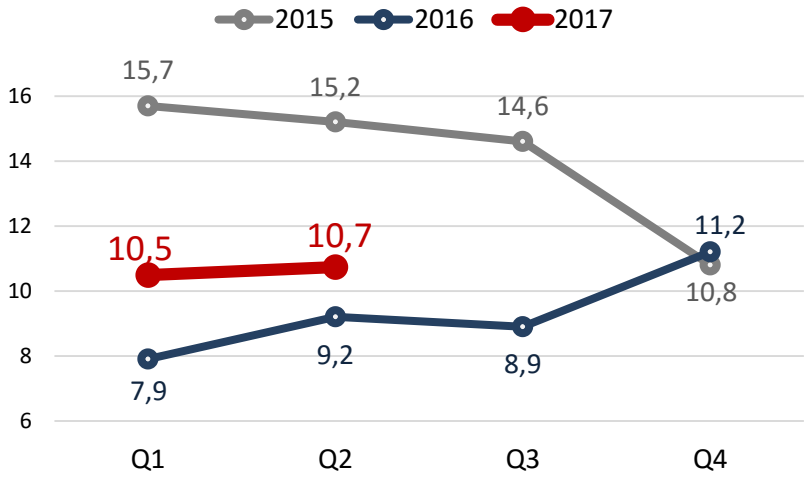
Light Distillate Cracks (\$/bbl)



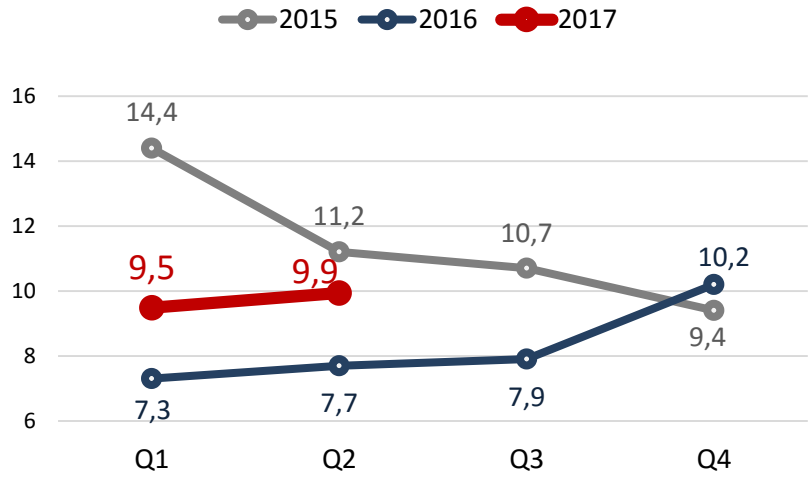
Kaynak: Platts
 *As of 10th Aug, 2017

Quarterly Product Crack Margins (\$/bbl)

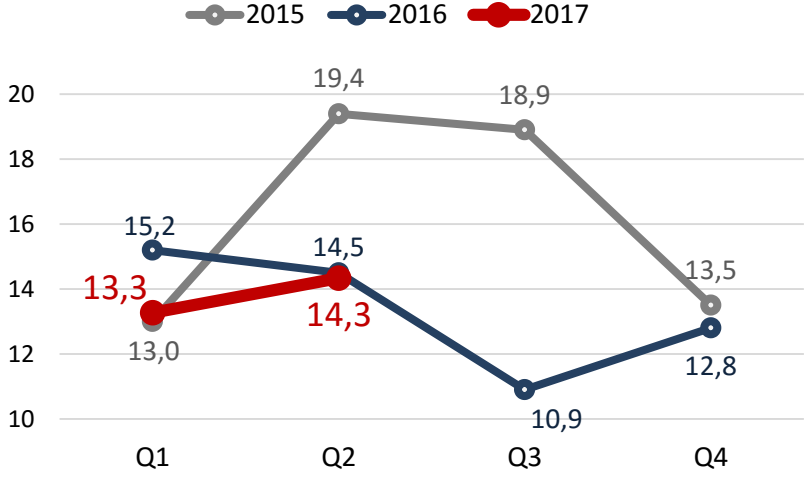
Diesel



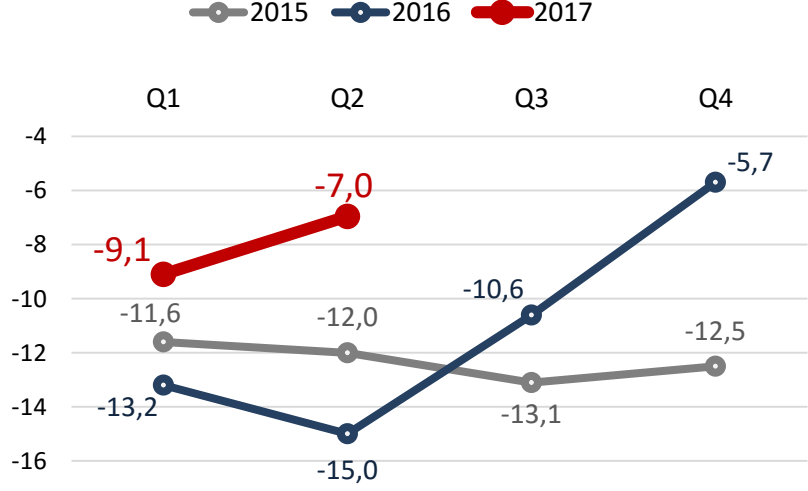
Jet Fuel



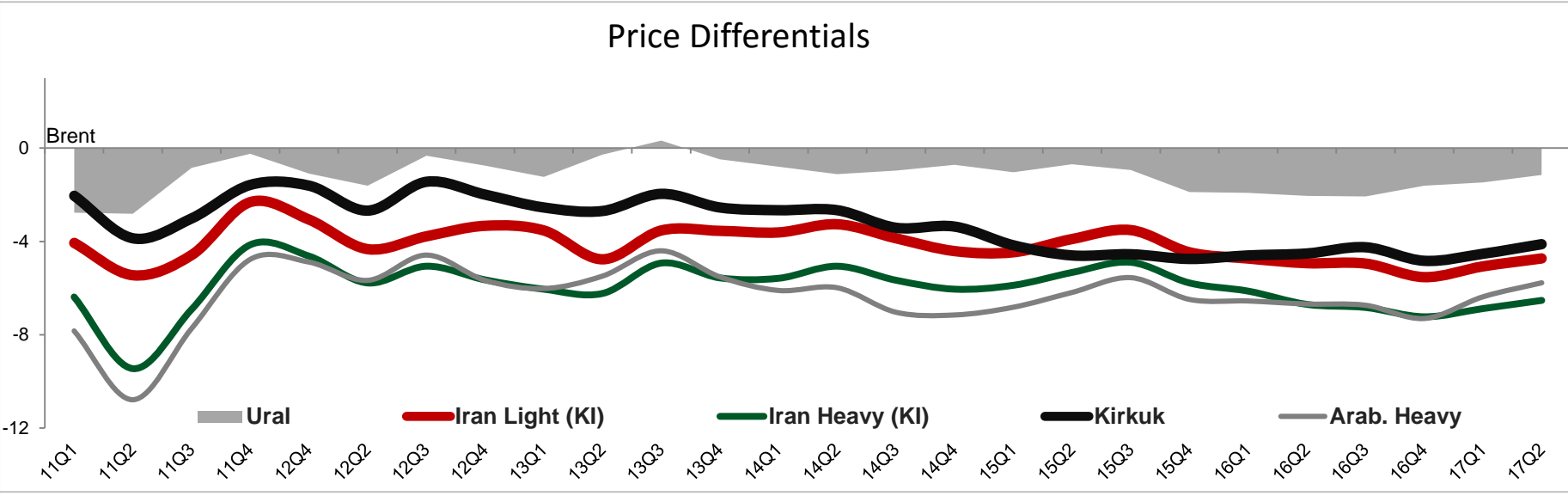
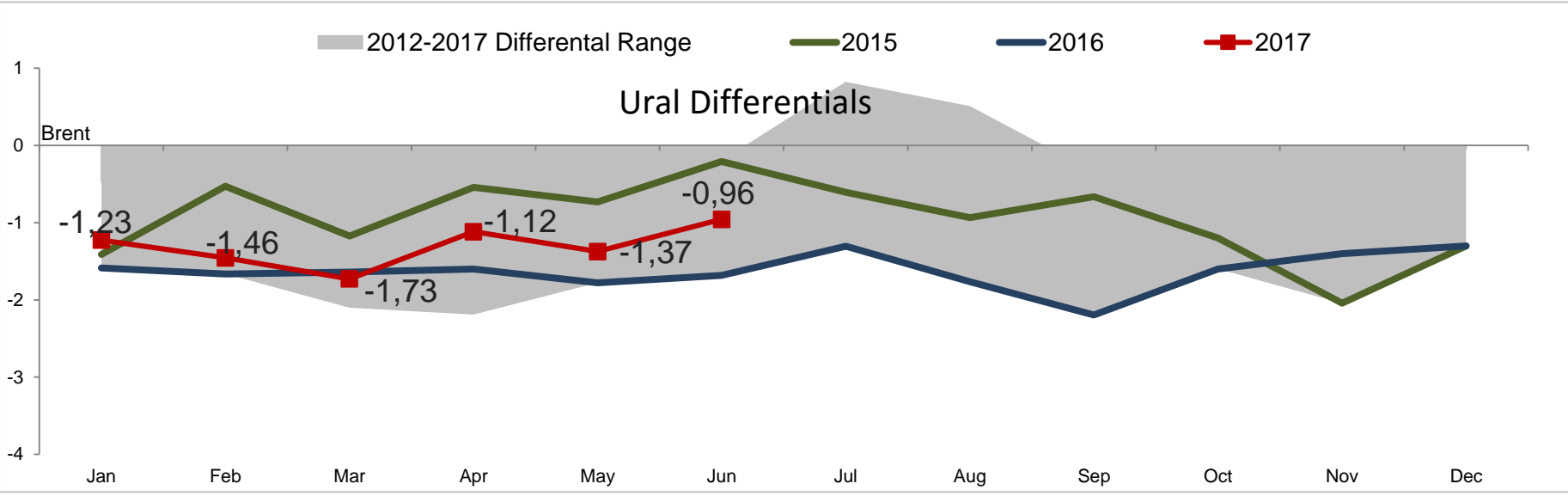
Gasoline



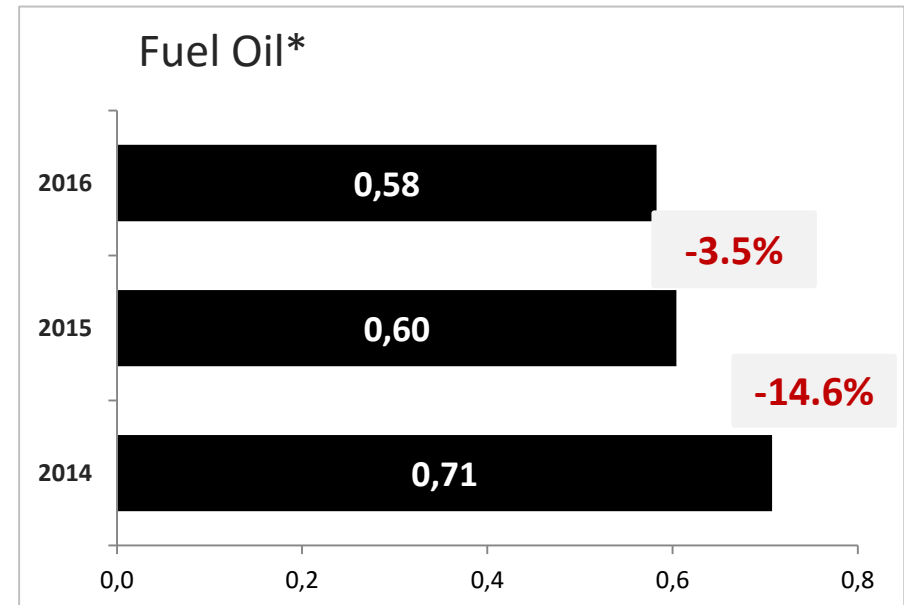
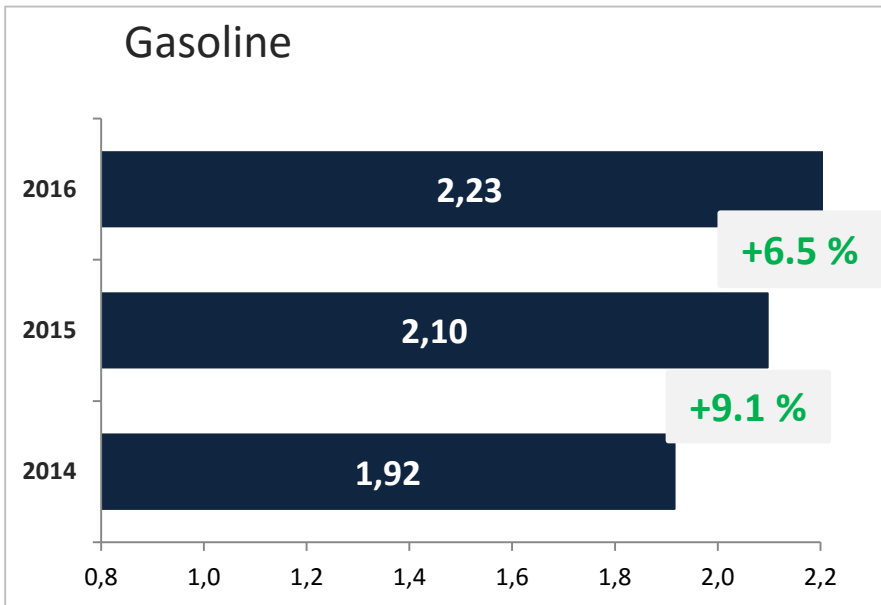
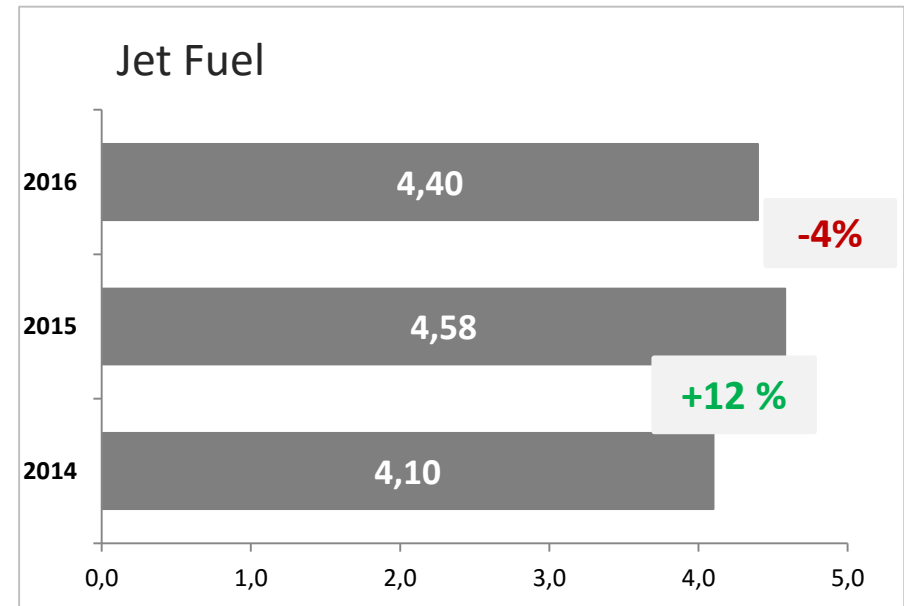
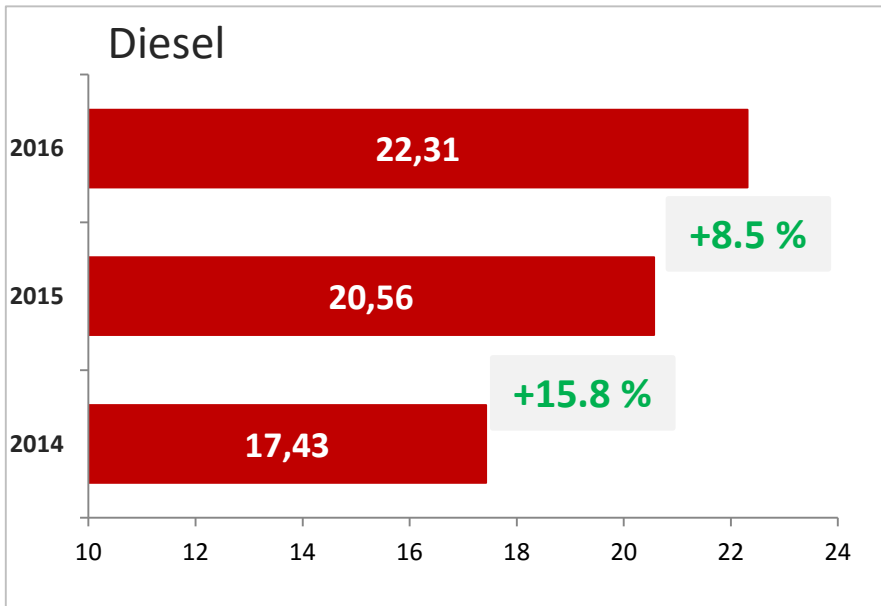
Fuel Oil



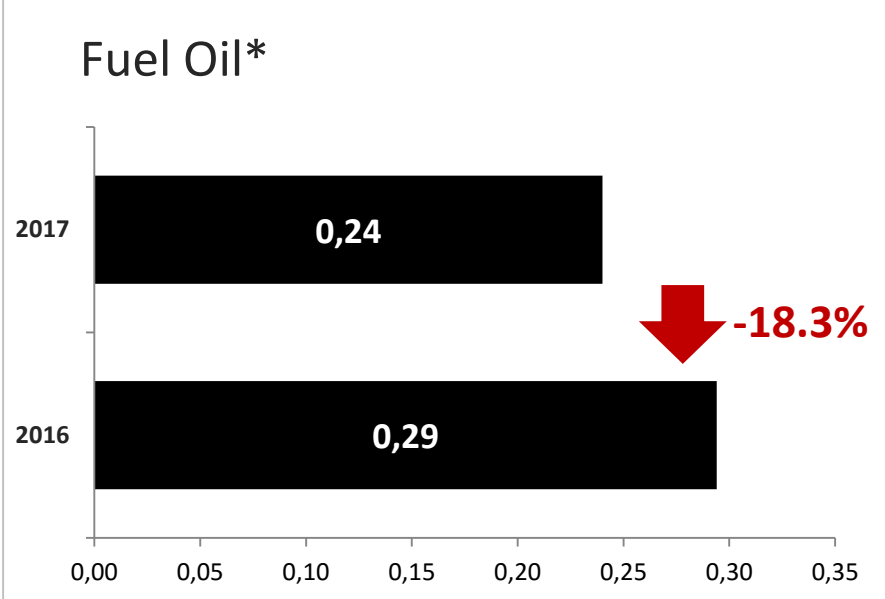
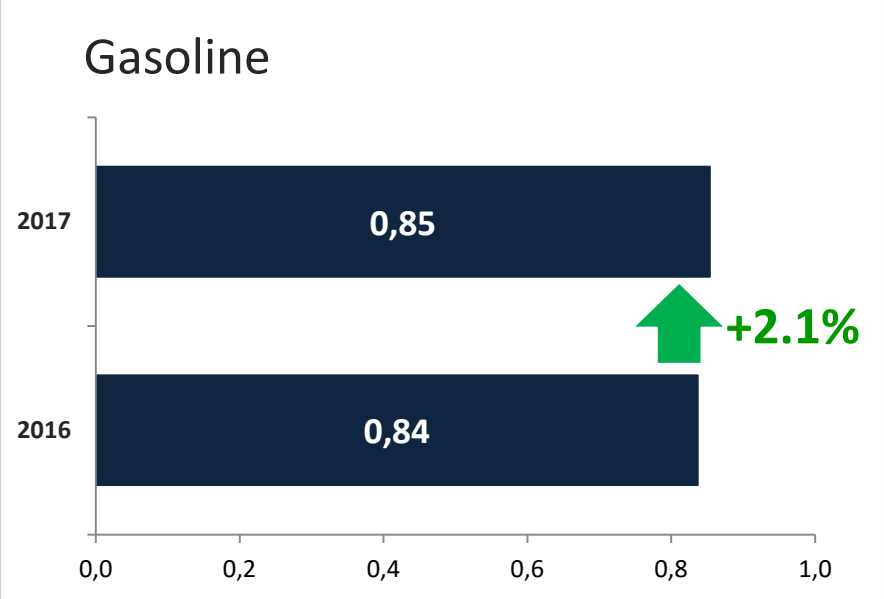
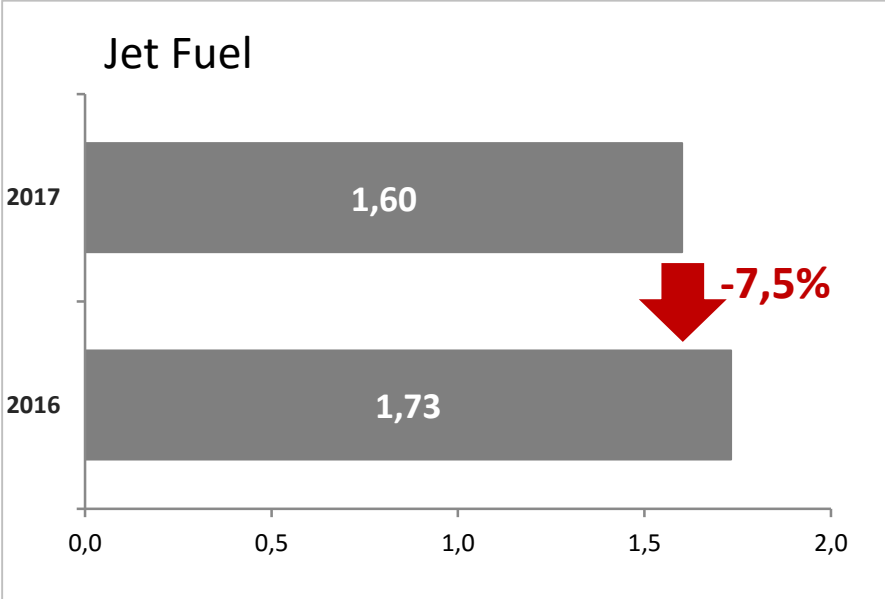
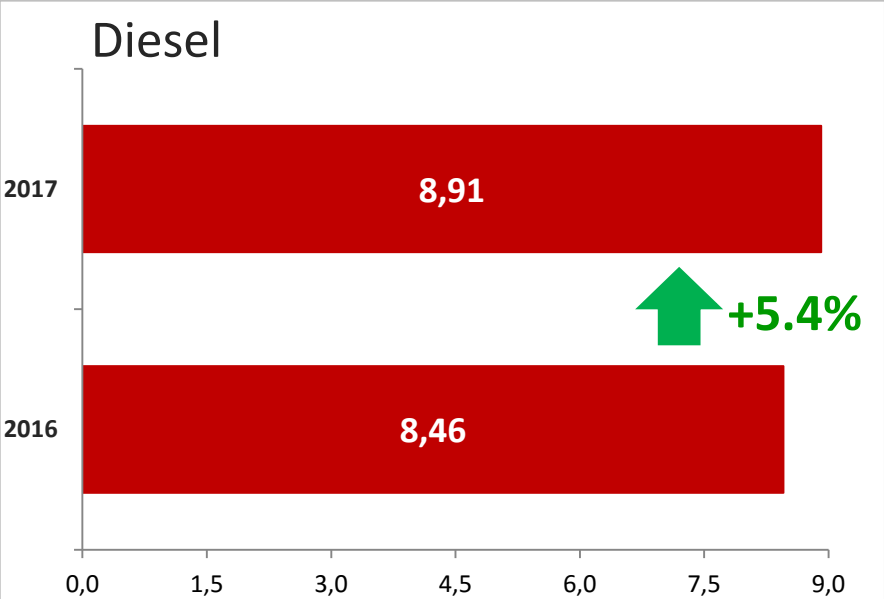
Crude Price Differentials (\$/bbl)



Turkish Consumption (Million tons)

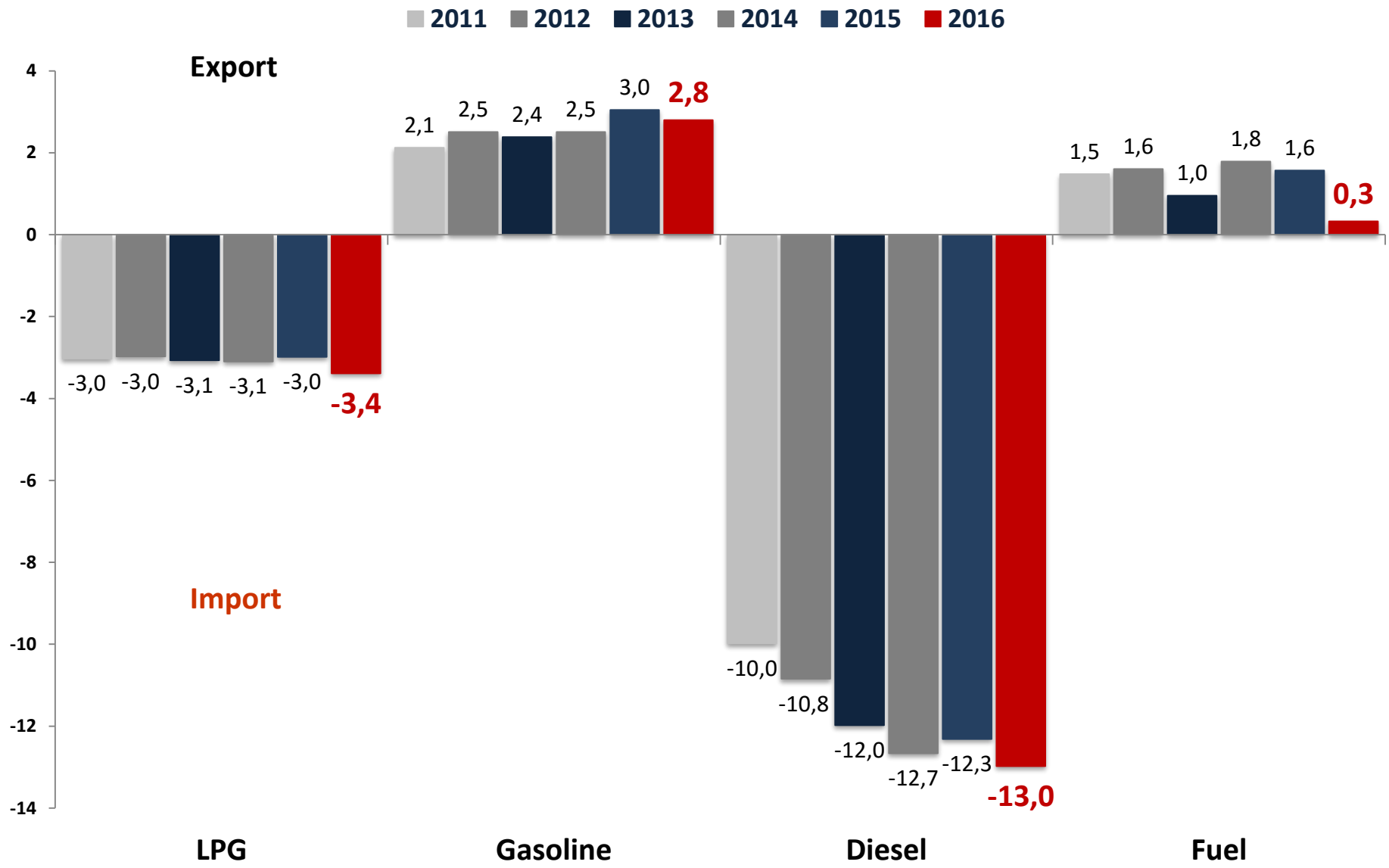


5 Months 2017 - Turkish Consumption (Million tons)



Source: EMRA
*bunker excluded.

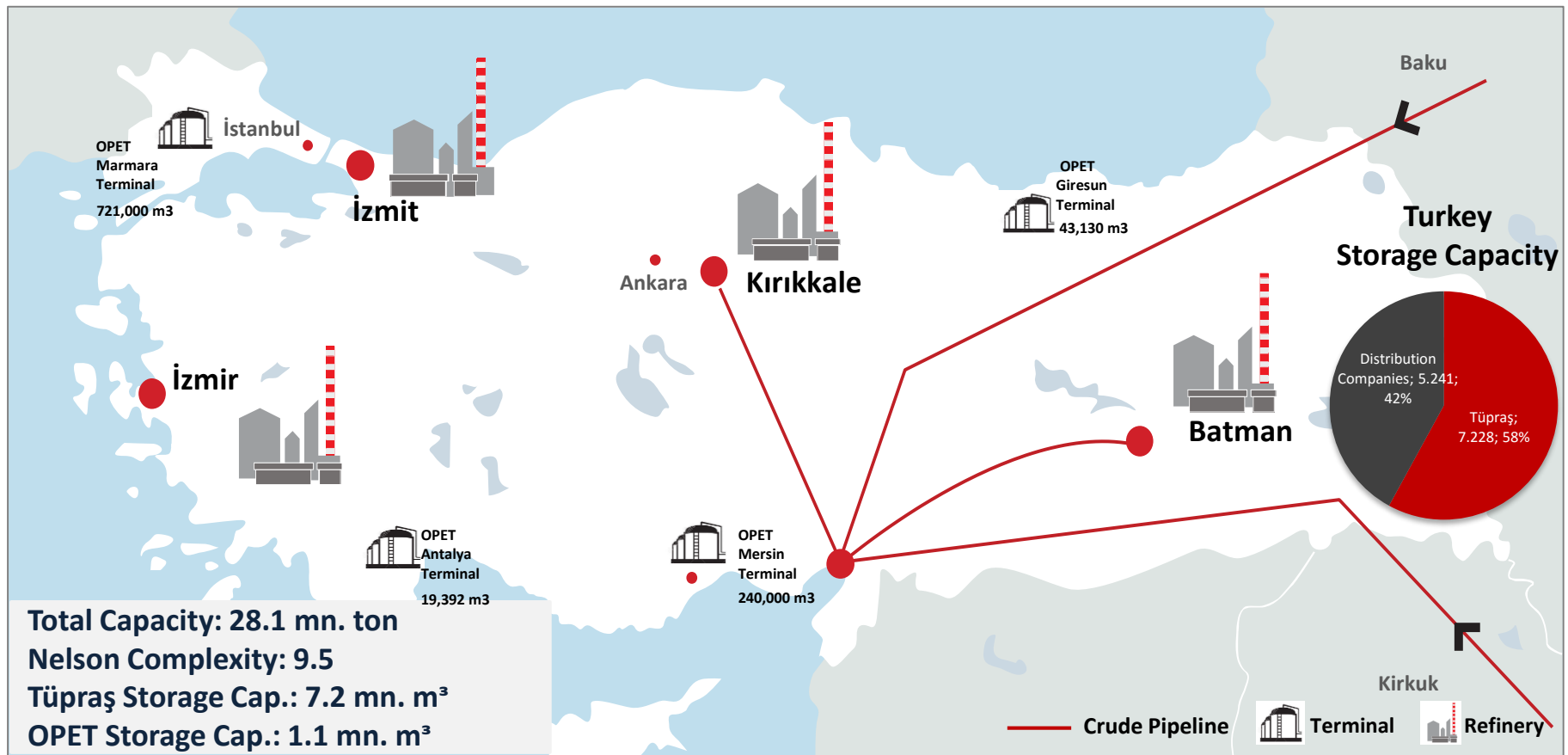
Turkey's Import / Export Balance (Net) (Million Ton)



02

COMPANY OVERVIEW

Tüpraş Refining Assets & Distribution Network



İzmit

- 11.0 MT Capacity
- NC: 14.5
- Storage Capacity: 3.03 mn m³

İzmir

- 11.0 MT Capacity
- NC: 7.66
- Storage Capacity: 2.51 mn m³
- Base oil 400 k tons

Kırıkkale

- 5.0 MT Capacity
- NC: 6.32
- Storage Capacity: 1.41 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

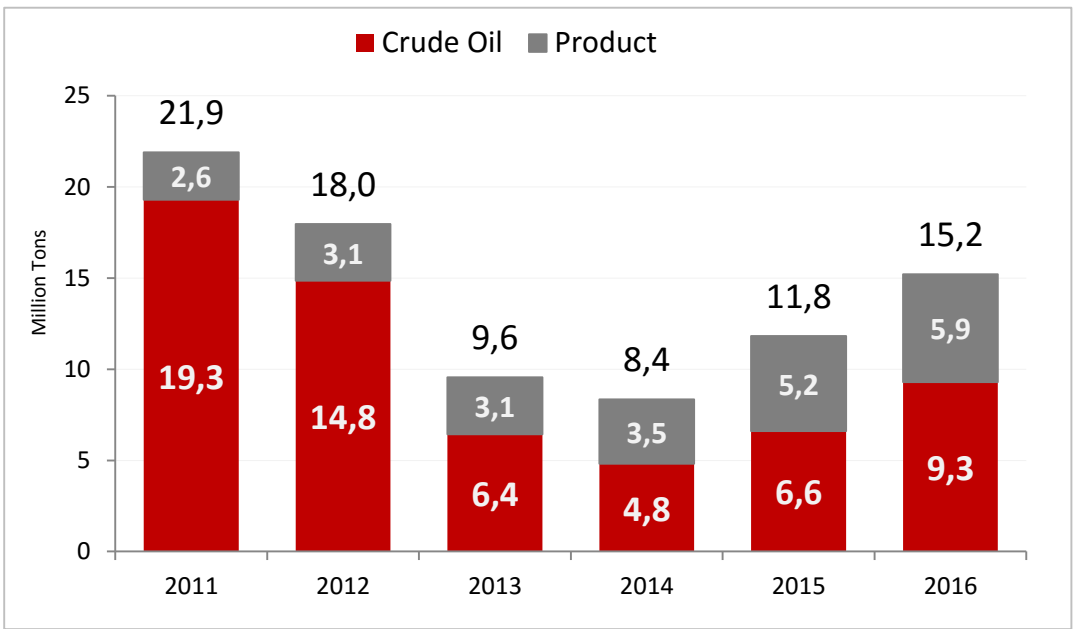
- London

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

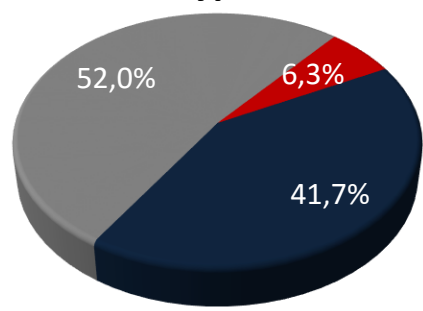


DİTAŞ Financials		2016 (mn \$)
Net Sales		151,3
Op. Profit		40,5



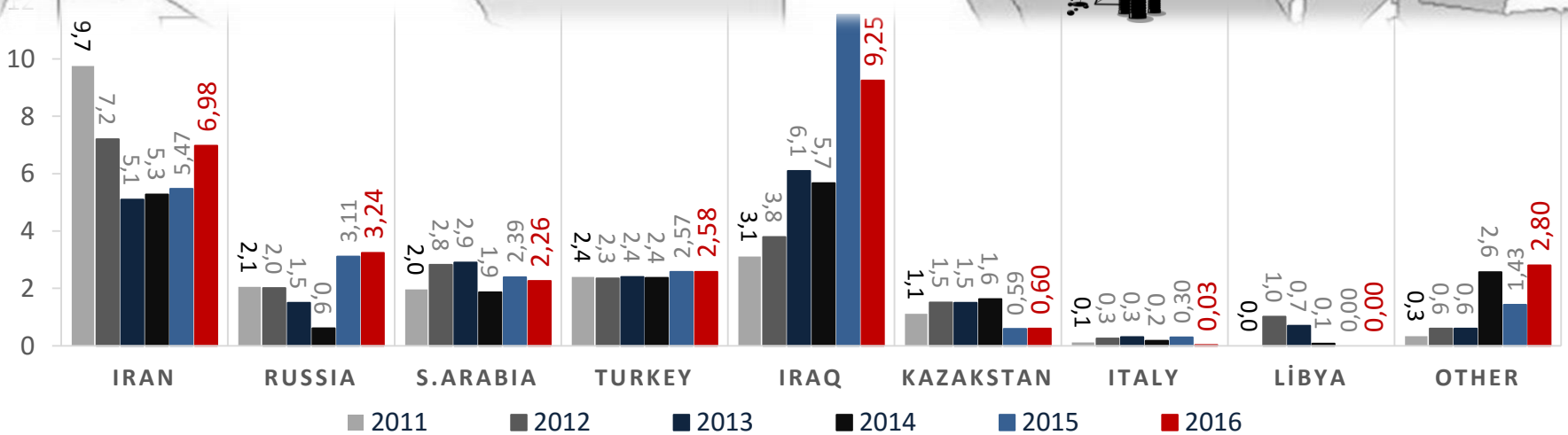
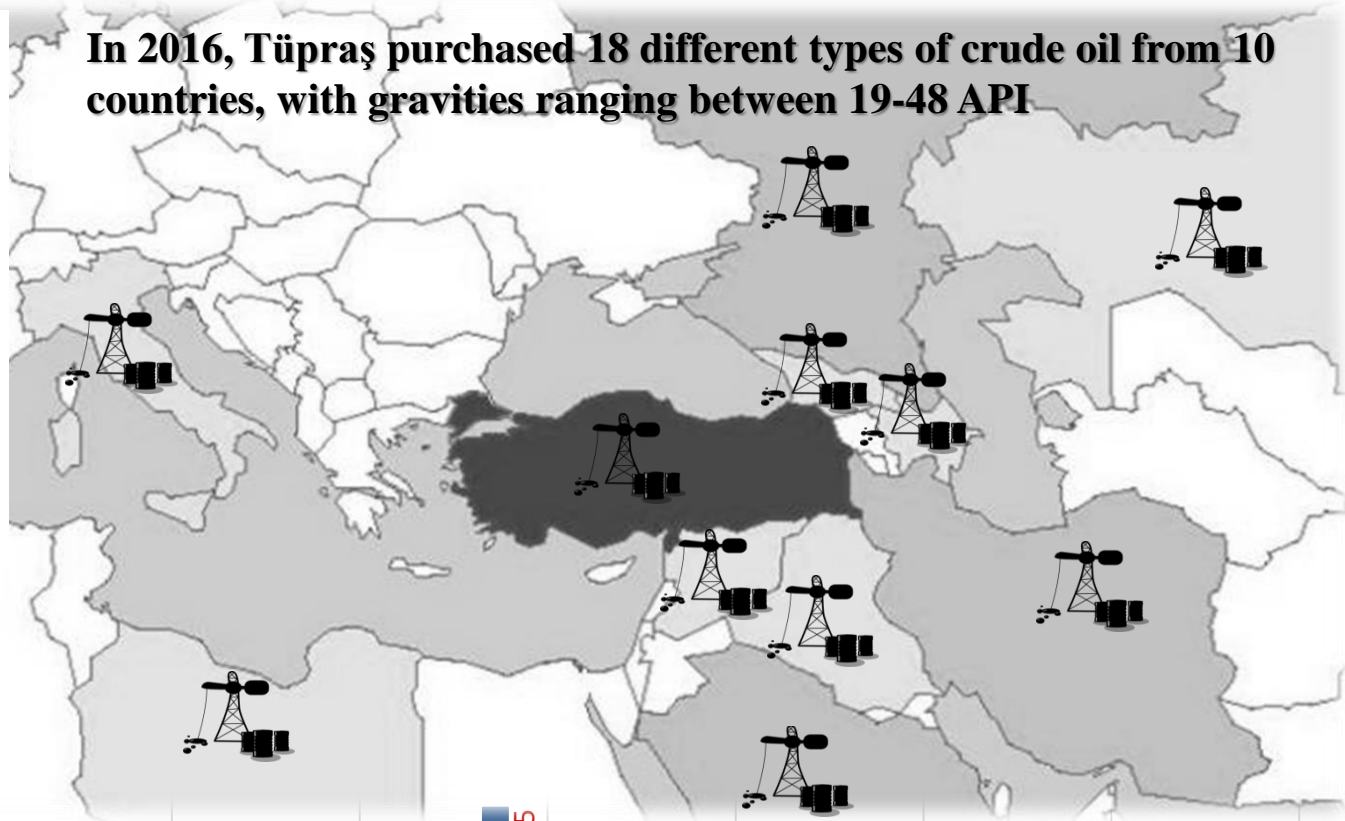
Crude Suppliers of TÜPRAŞ (Million Tons)

Crude Type - 2016

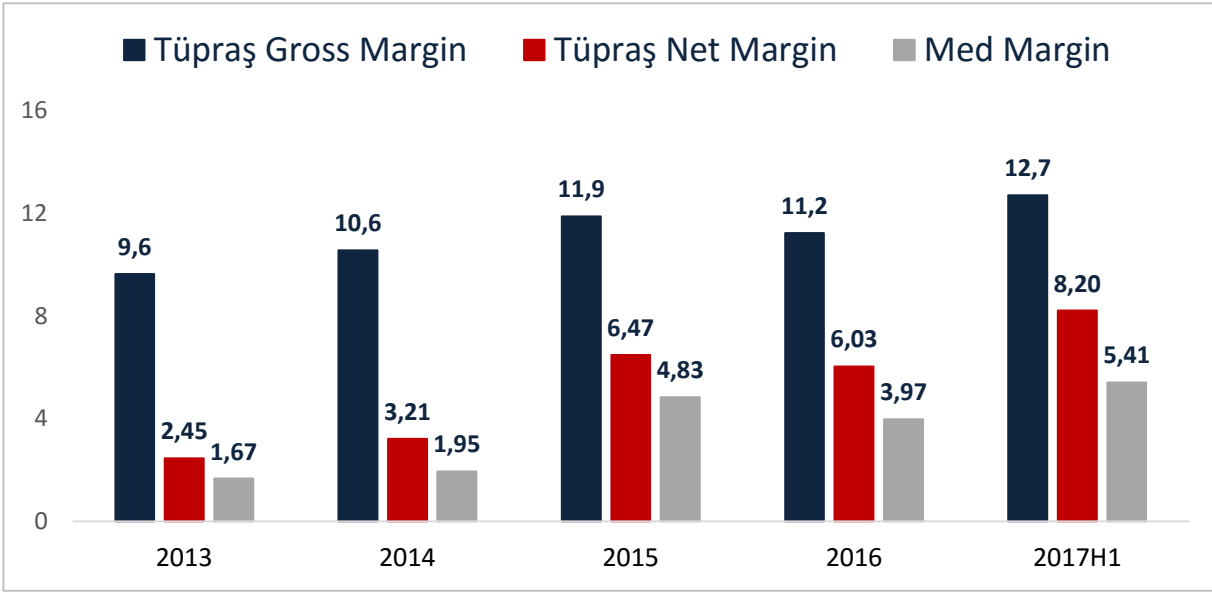
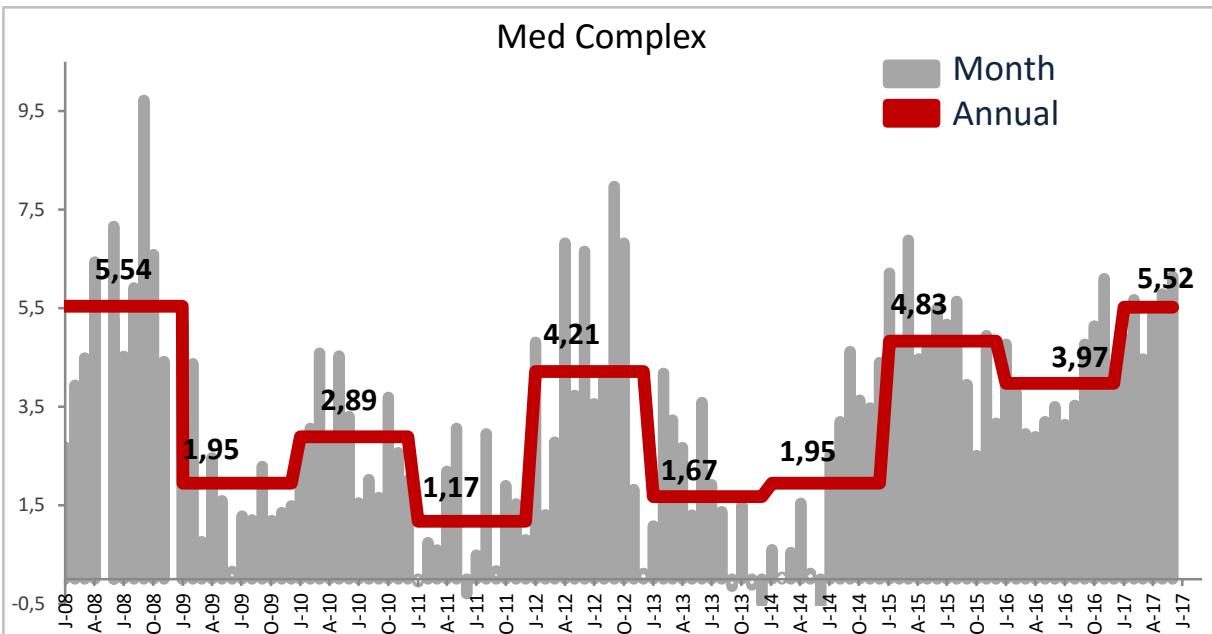


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In 2016, Tüpraş purchased 18 different types of crude oil from 10 countries, with gravities ranging between 19-48 API



Margin Environment (\$/bbl)

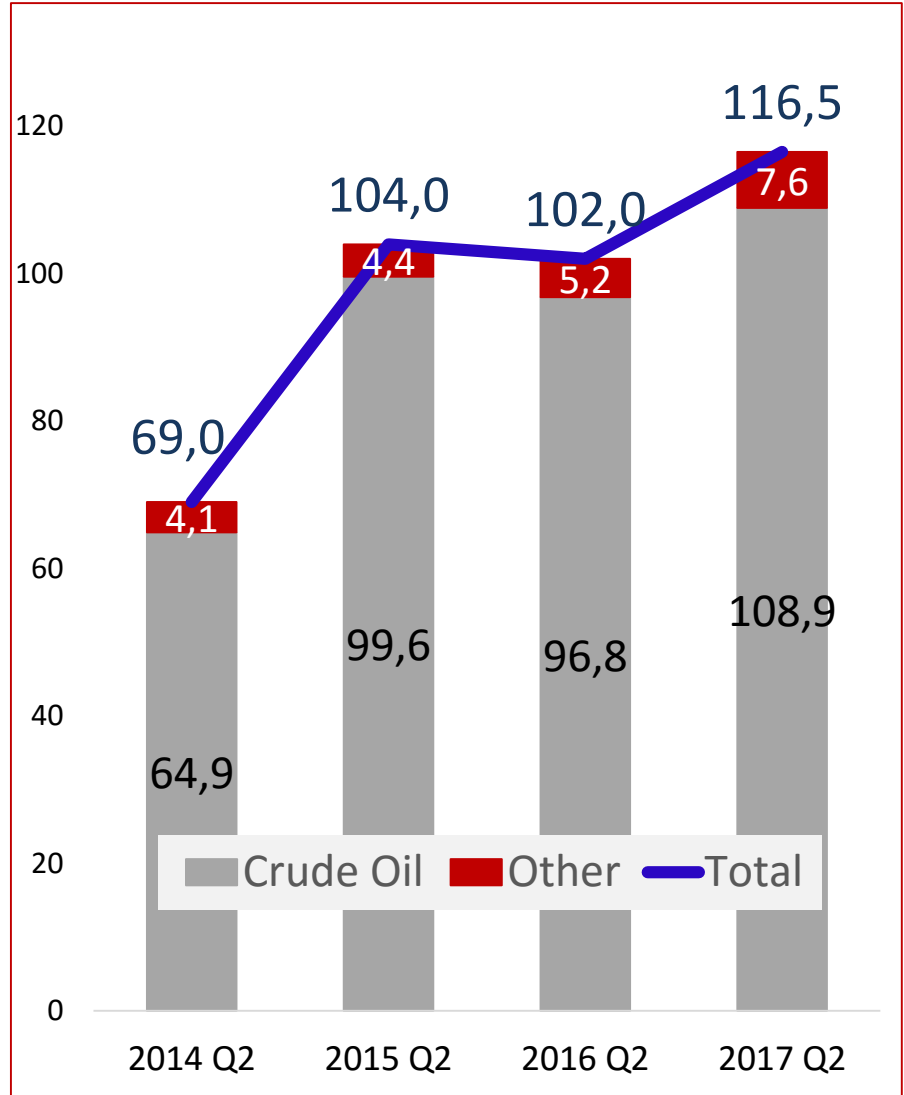


Premium to the benchmark Mediterranean peers' refining margin due to:

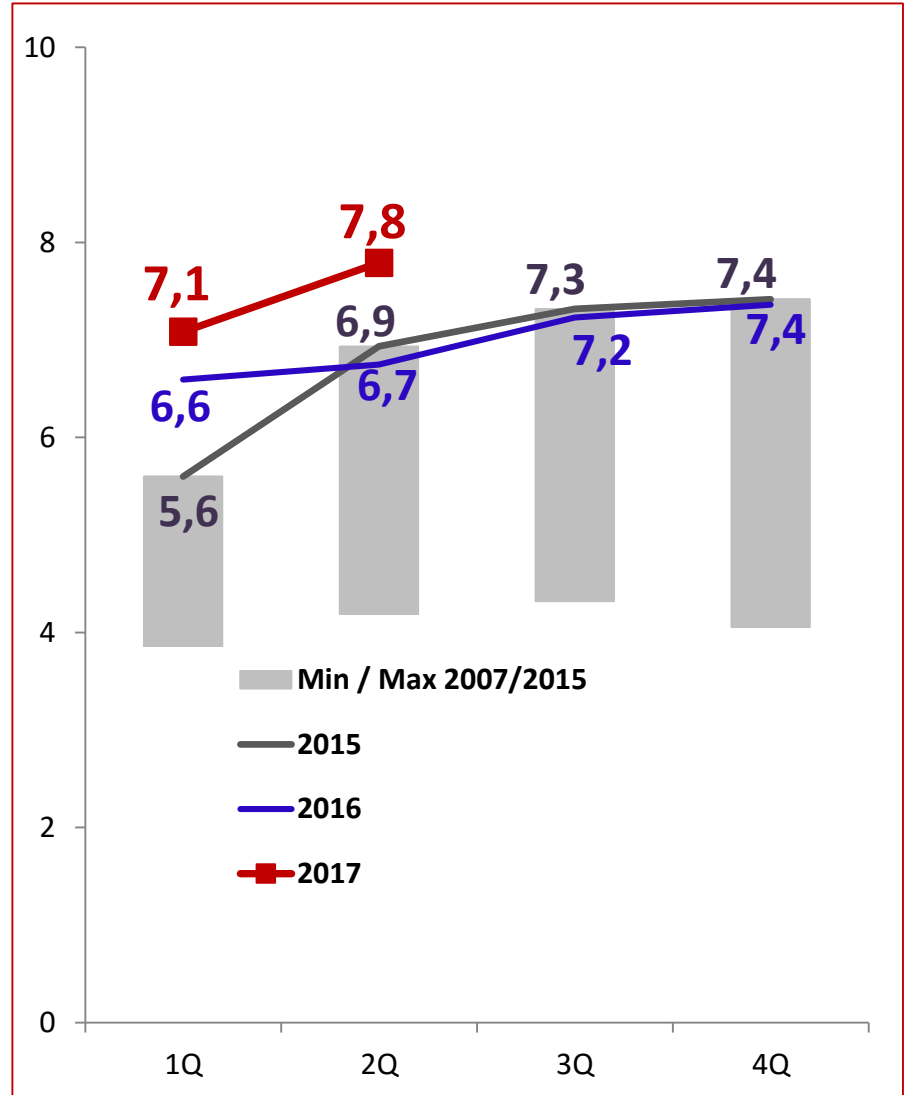
- ▶ Refined products deficit characteristic to the Turkish market
- ▶ **Access to cheaper sources of crude oil**
 - Ability to use heavier and sour crudes
- ▶ **Proximity to major suppliers**
 - Reduces transport costs
- ▶ **Implemented cost reduction measures**
 - Energy efficiency programs
- ▶ **Capacity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

Production

Capacity Utilisation* (%)



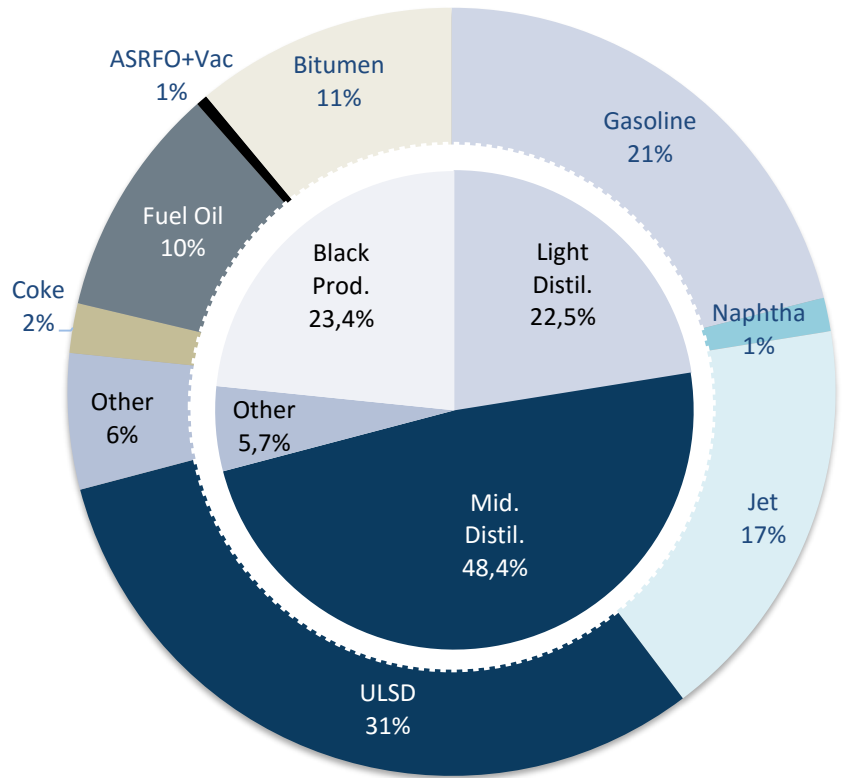
Quarterly Production Volume (Mil. Tons)



*Nameplate capacity calculated by standard 330 days of operations.

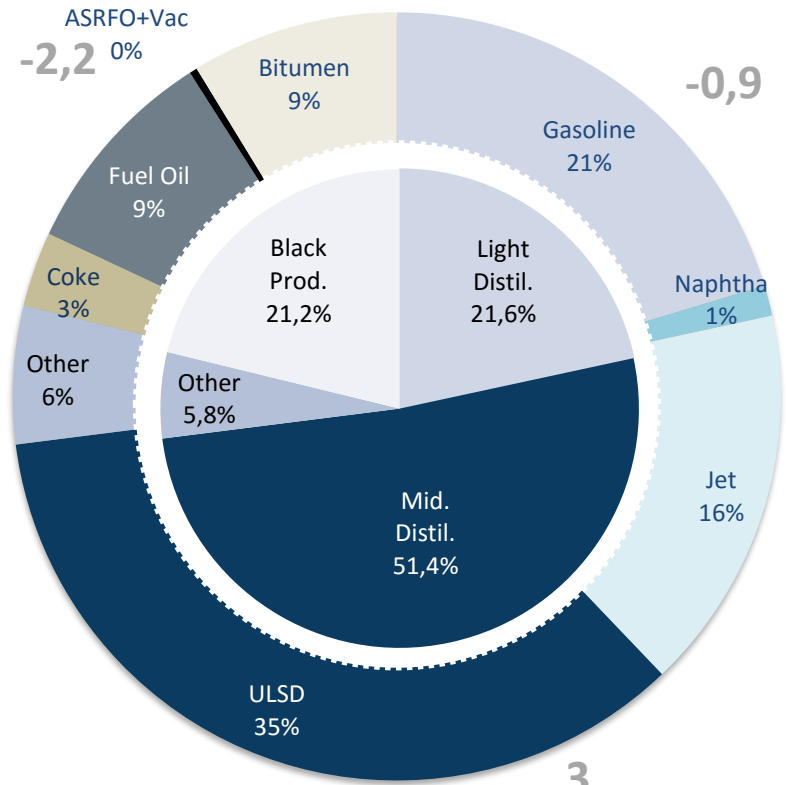
1st Half Product Yields

2016



White Product %75,59
 Production : 13,34 mn tons
 API: 30,99

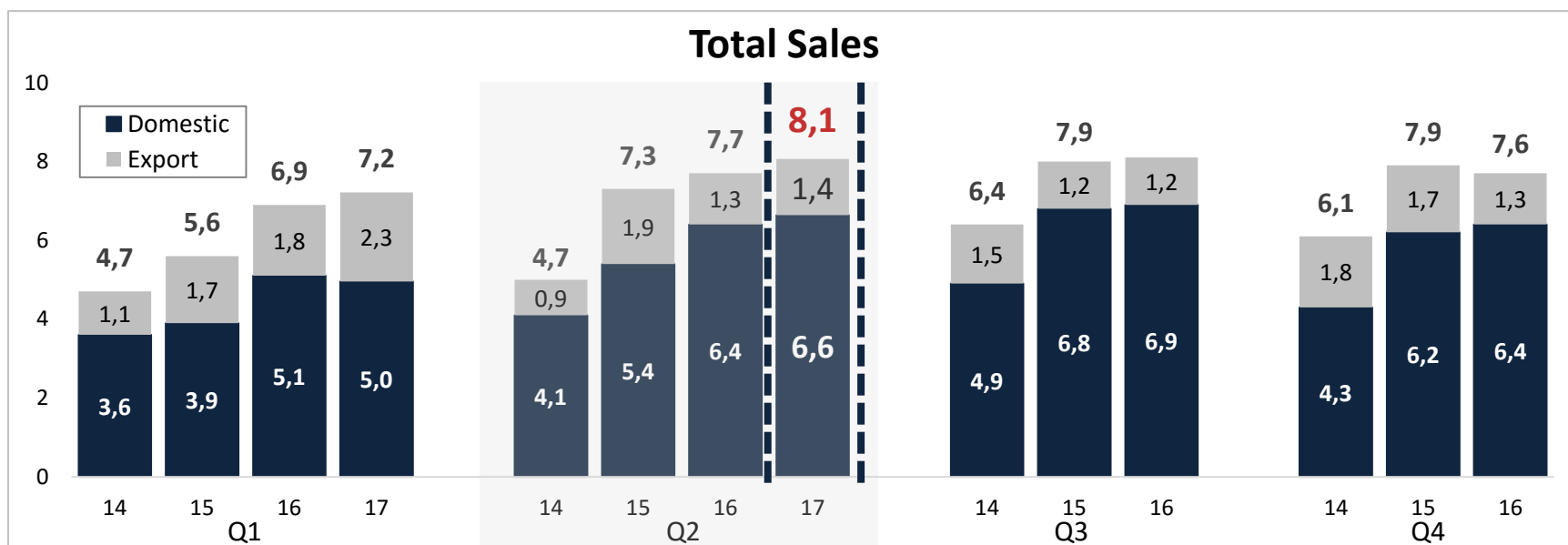
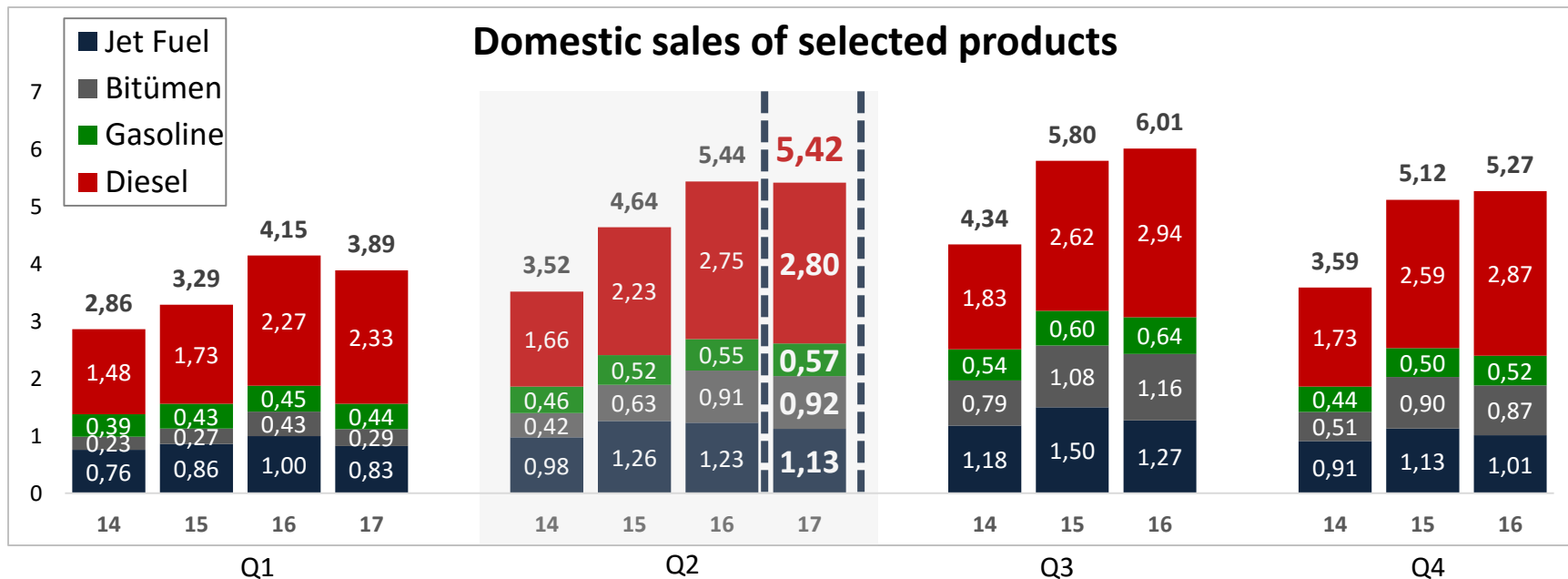
2017



White Product %77,64
 Production : 14,88 mn tons
 API: 30,71

0,1
 % +3

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: \$ 3,2 Billion
Total Incentive: TL 3,78 Billion
Remaining: TL 3,18 Billion

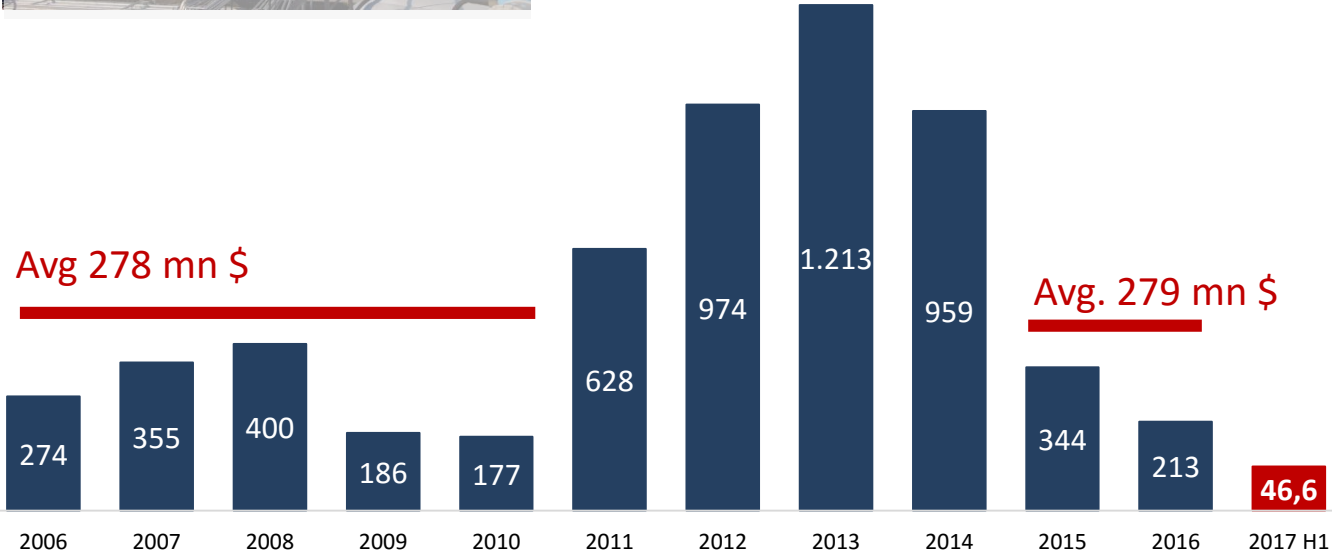
Avg 943 mn \$

Ongoing Projects

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

Avg 278 mn \$

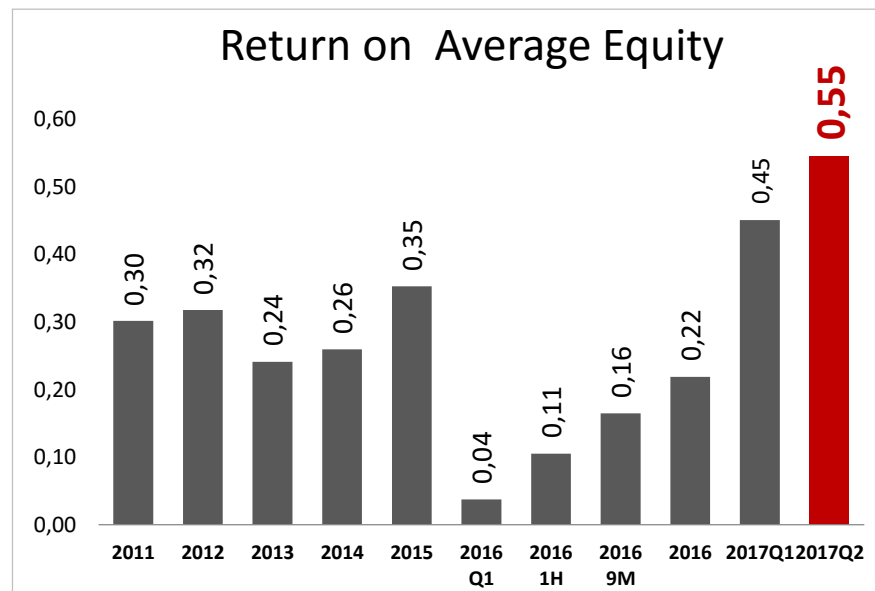
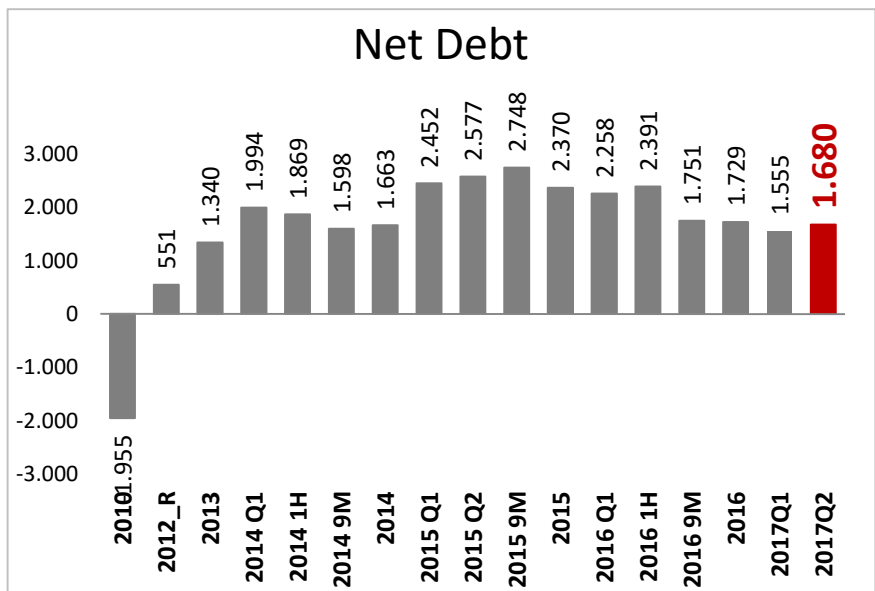
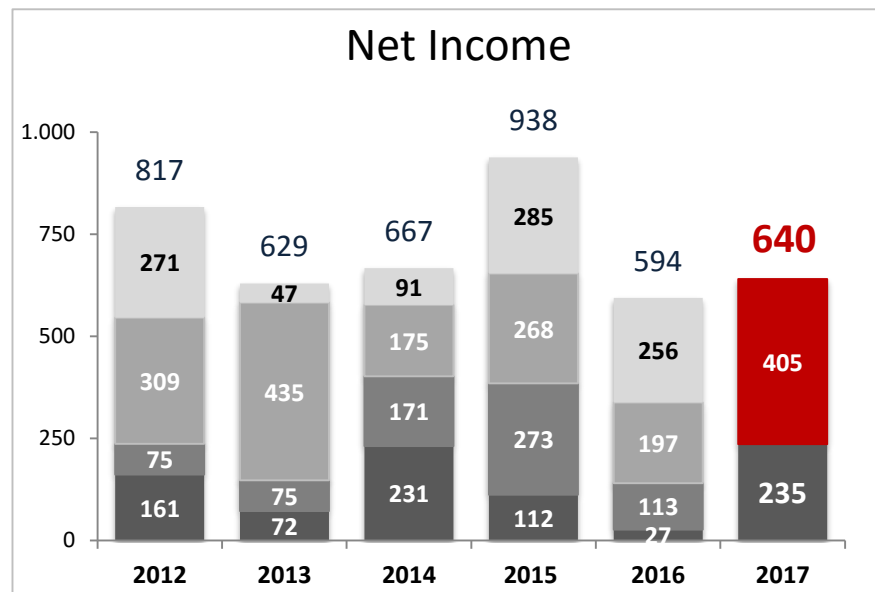
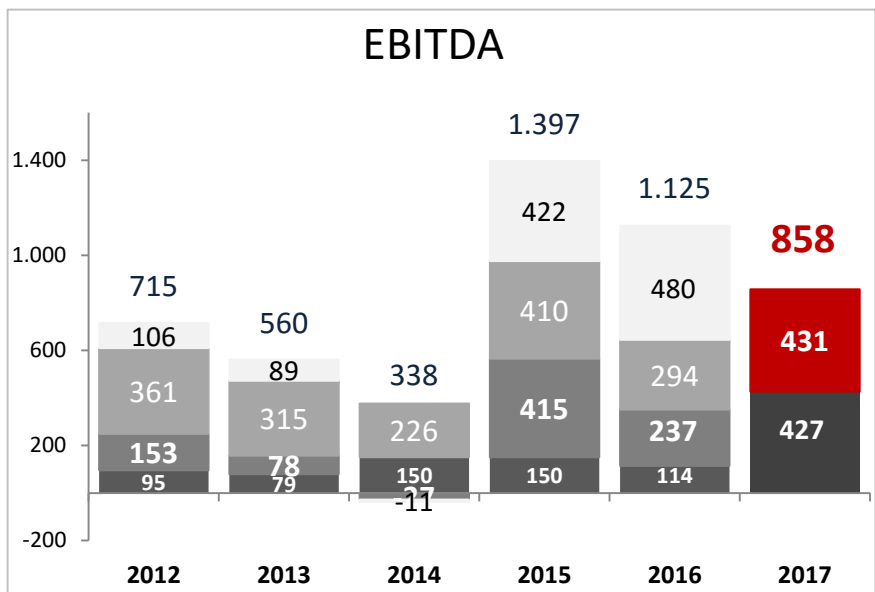
Avg. 279 mn \$



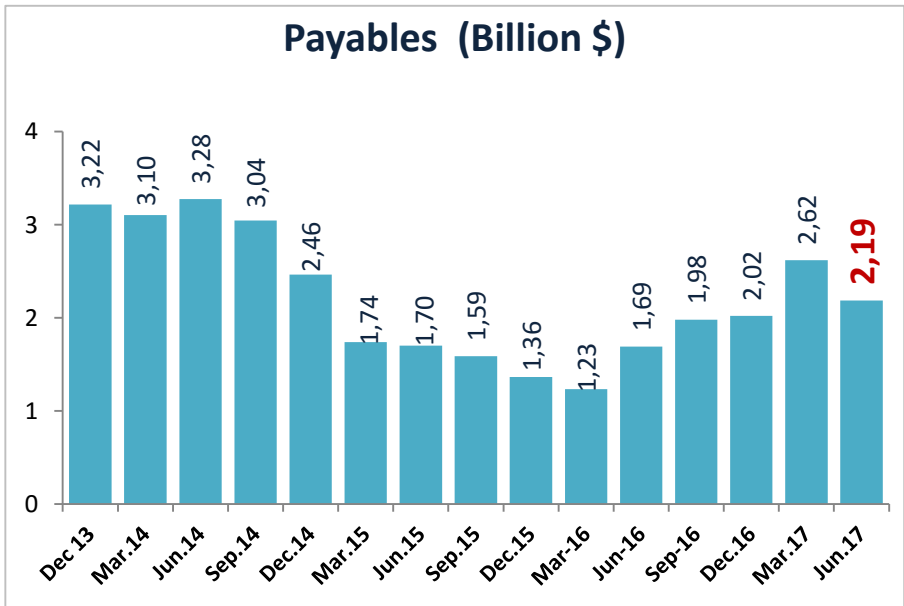
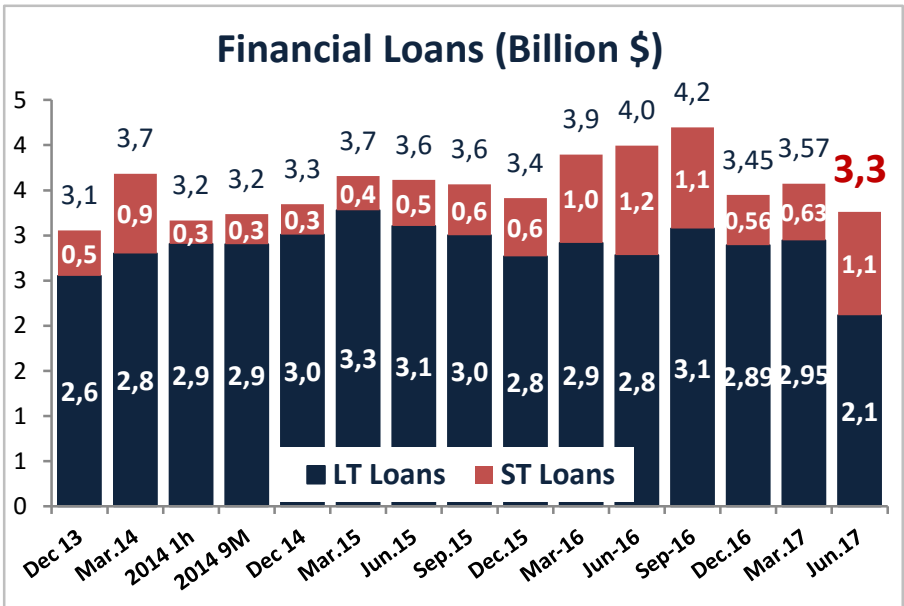
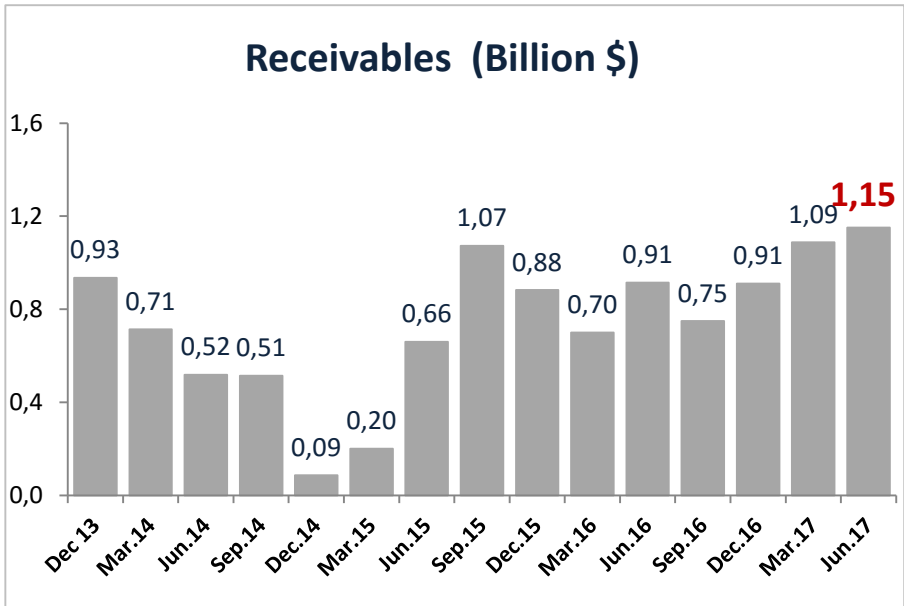
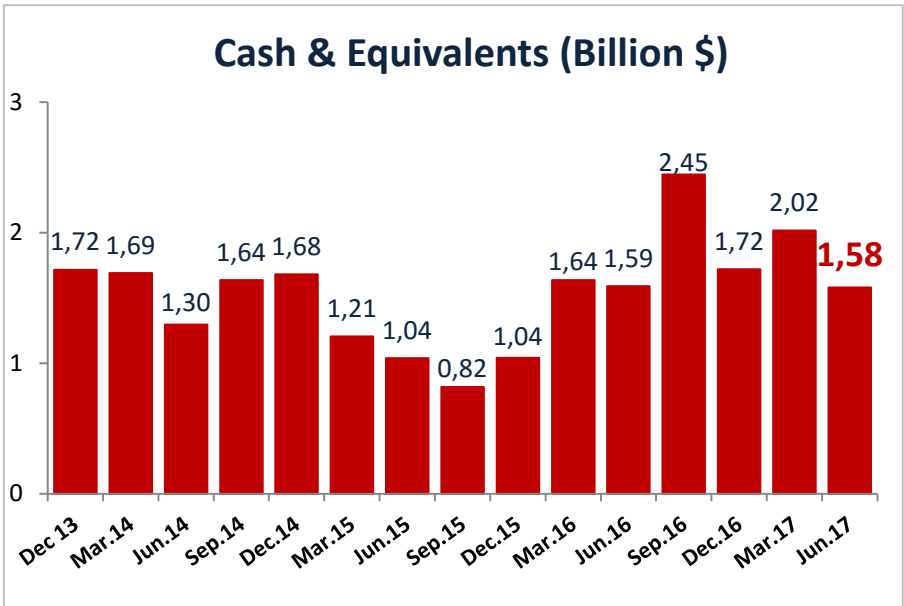
03

KEY FINANCIALS

Financial Highlights (mn \$)



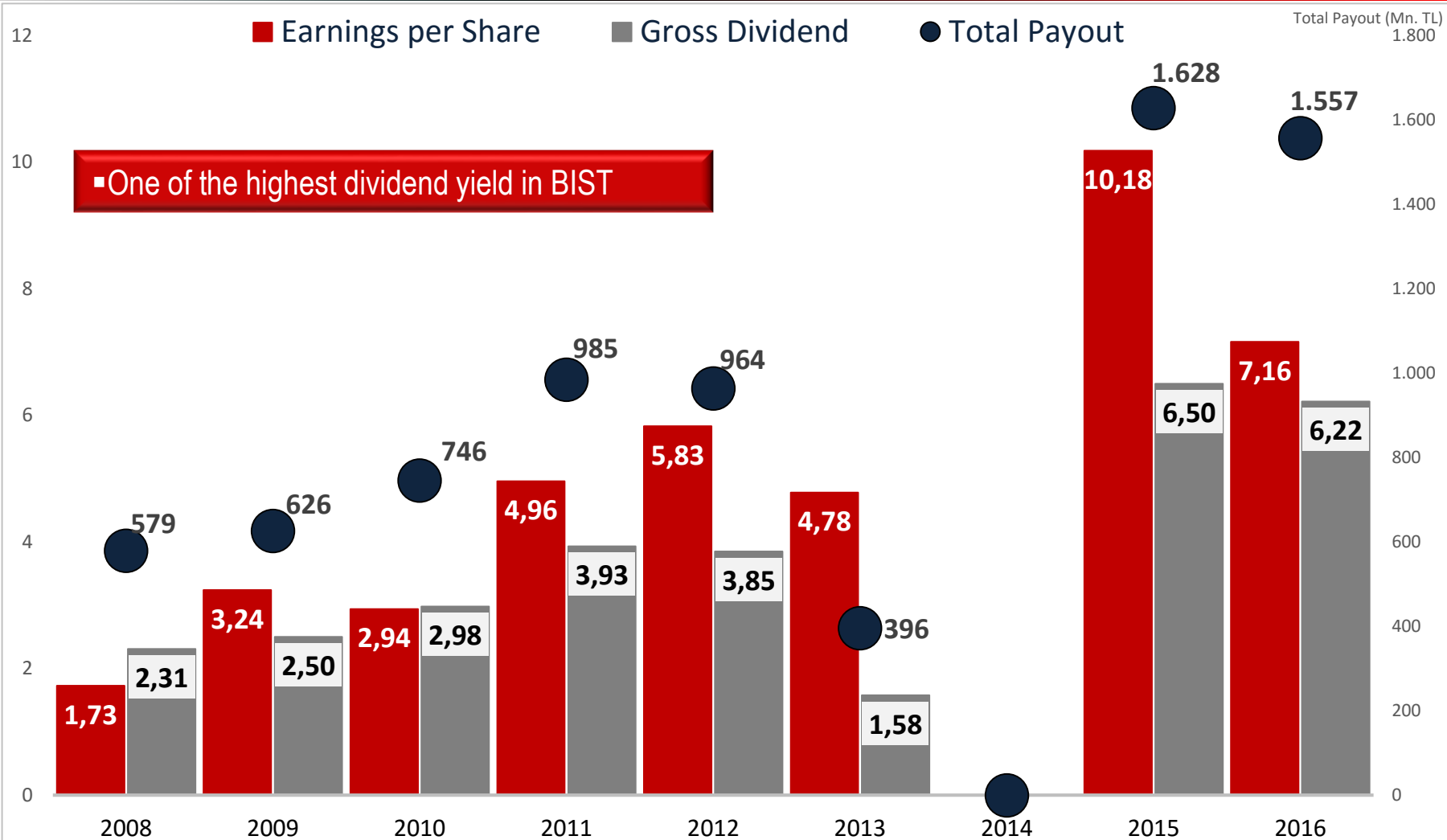
Balance Sheet Analysis



Tüpraş Balance Sheet

Million USD	30.06.2017	31.12.2016	Difference	% Difference
Current Assets	4.317	3.884	434	11
Cash & C. Equivalents	1.580	1.719	-140	-8
Receivables	1.151	911	240	26
Derivatives	96	10	86	872
Inventories	1.194	1.025	169	16
Pre-paid expenses	33	28	6	20
Other Current Assets	264	190	73	39
Long Term Assets	4.983	4.987	-4	0
Financial Assets & Subsidiaries	279	264	15	6
Fixed Assets	3.345	3.338	8	0
Derivatives	23	105	-82	-78
Pre-paid expenses	92	68	24	35
Deferred Tax	944	917	27	3
Other Long Term Assets	300	296	4	1
Total Assets	9.300	8.871	430	5
Short Term Liabilities	4.534	3.597	937	26
Financial Loans	1.142	556	586	105
Payables	2.186	2.020	166	8
Derivatives	16	8	8	92
Deferred Incomes	1	4	-3	-79
Provisions	37	18	18	98
Other ST Liabilities	1.152	990	162	16
Long Term Liabilities	2.182	2.953	-771	-26
Financial Loans	2.117	2.892	-775	-27
Payables & Provisions	62	59	3	6
Derivatives	1	1	0	35
Other LT Liabilities	2	2	0	0
Equity	2.558	2.298	260	11
Minority Interests	27	22	4	19
Total Liabilities	9.300	8.871	430	5

Dividend

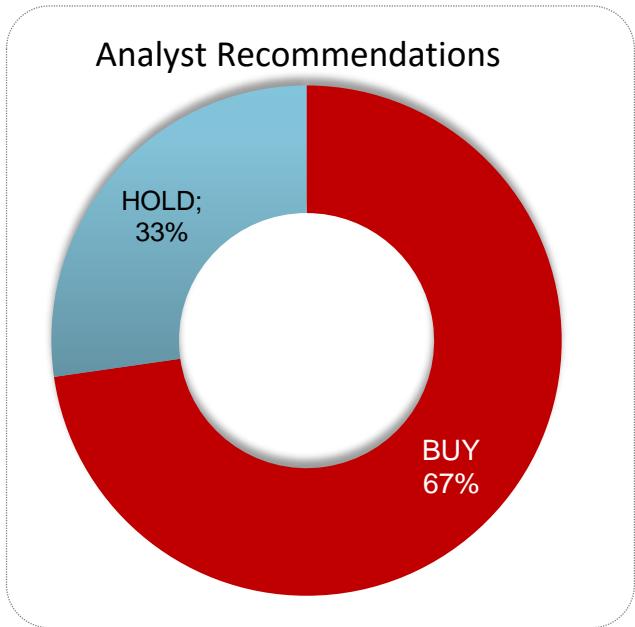


In principle; as far as the related regulations, investment needs and financial situation allow, the entire amount of the “net distributable profit for the period”, calculated within the frame of the Capital Markets Regulations, is distributed in cash – taking into consideration the market expectations, long term company strategies, investment and financing policies, profitability and cash position – as long as it is covered from the existing resources in our legal records.

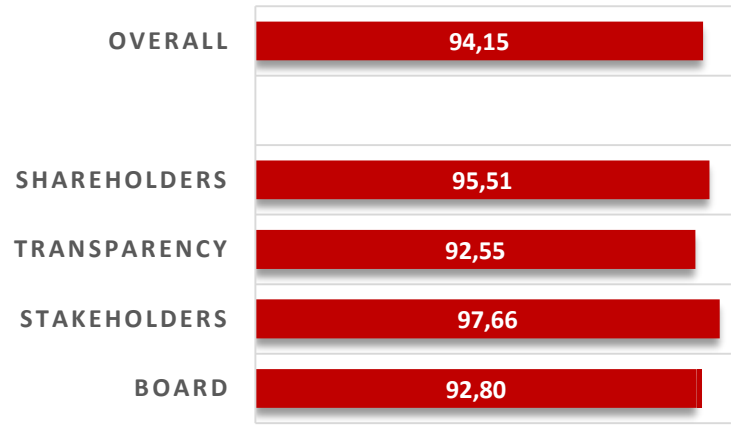
2012/2013 EPS includes the tax incentive

Creating Competitive & Sustainable Shareholder Value

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

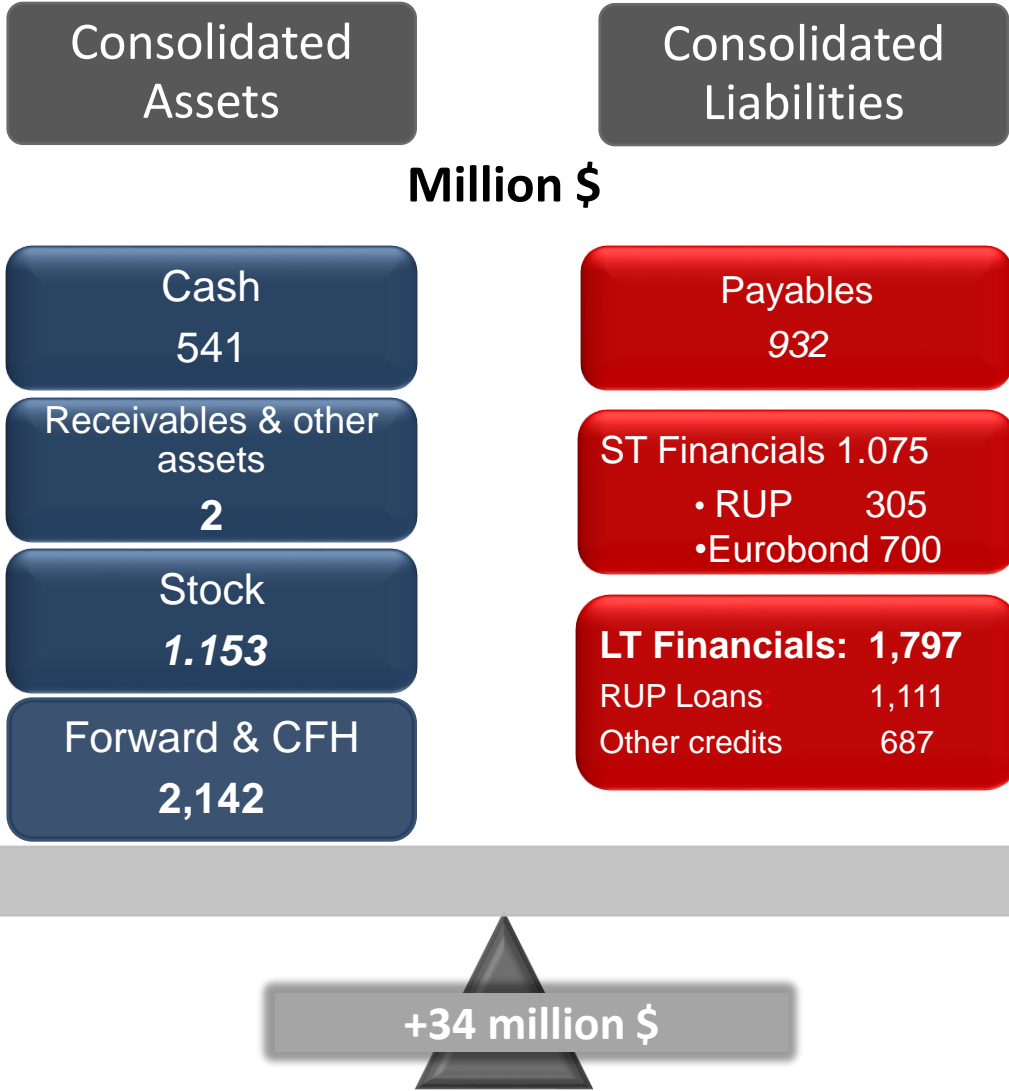


CORPORATE GOVERNANCE RATING



- Tüpraş has one of the highest Corporate Governance Ratings

FX Risk Exposure (30 June 2017)



- A significant portion of the Group's crude oil and refined product purchases are denominated in US Dollars. In addition, the Group finances its capital expenditures mostly through borrowings denominated in US Dollars.
- Natural Hedge: The Group is able to mitigate some of the impact of volatility in exchange rates through natural hedges: crude oil and refined product inventories are US Dollar denominated assets.
- Cash flow Hedge: RUP Facility financing loans designated as hedging instruments of highly probable export revenues.
- As a general Koç Holding financial policy, Group companies are allowed to keep foreign exchange positions within certain limits.

Future Expectations

Brent Price Estimation

- The average Brent price in 2017 is expected to be 50-55 dollars per barrel.

Med Complex Margin

- We expect Med Complex margins to be between 4.75 - 5.25 dollars per barrel band in 2017.

Tüpraş Net Margin

- Net Tüpraş refinery margin is expected to be in the region of 7.0 – 7.5 dollars per barrel

Capacity Utilisation

Expectations for 2017;

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

Investment

- Refining investments is expected to be 225 Million dollars. Additionally, 125 million dollars 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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