



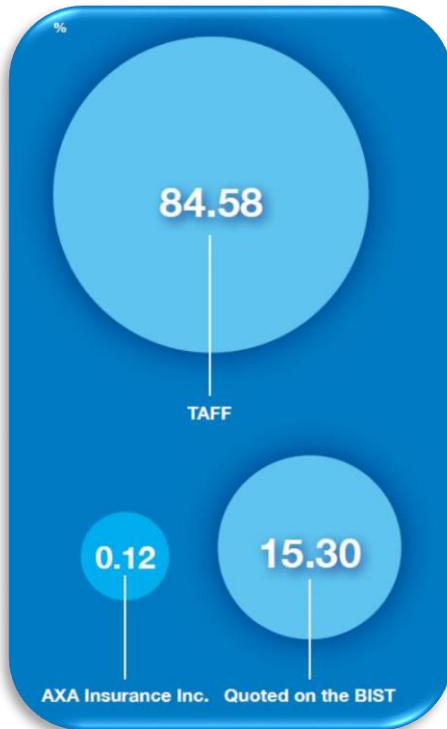
ASELSAN

MONEY MAKERS -2017



ASELSAN

Shareholding Structure



ASELSAN is a global brand with over 5,000 employees, production facilities in 3 continents and products sold and utilized in over 60 countries.

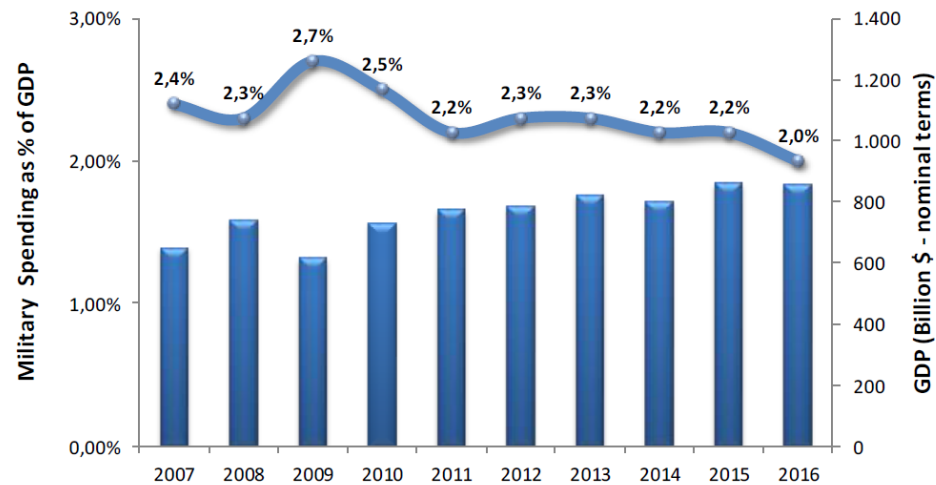
ASELSAN has become a more recognized brand among its peers in the global defense industry's top companies thanks to its in-depth technological know-how, strong R&D arm and its competency in design-production facilities. In 2016, we continued climbing up on the Defense News' Top 100 Global Defense Companies List. In fact, ASELSAN climbed from the rank of 62nd in 2015 to 58th in 2016.



- ASELSAN is a joint stock company and one of the subsidiaries of the Turkish Armed Forces Foundation (TAFF). As the main shareholder, TAFF owns 84.58% of the shares and 15.30% of the shares are listed on Borsa İstanbul (BIST).

BALANCED GROWTH OF TURKISH MILITARY SPENDING

MILITARY SPENDING as % of GDP (TURKEY)



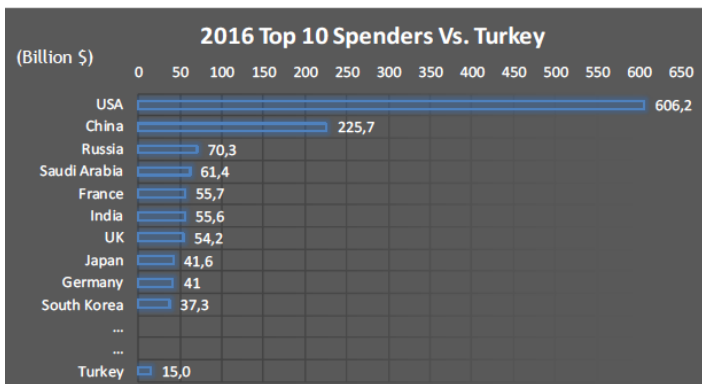
As being the 2nd biggest army in NATO, Turkey has healthy growth rate of defense budget.

Turkey is currently the world's 18th-largest military spender.

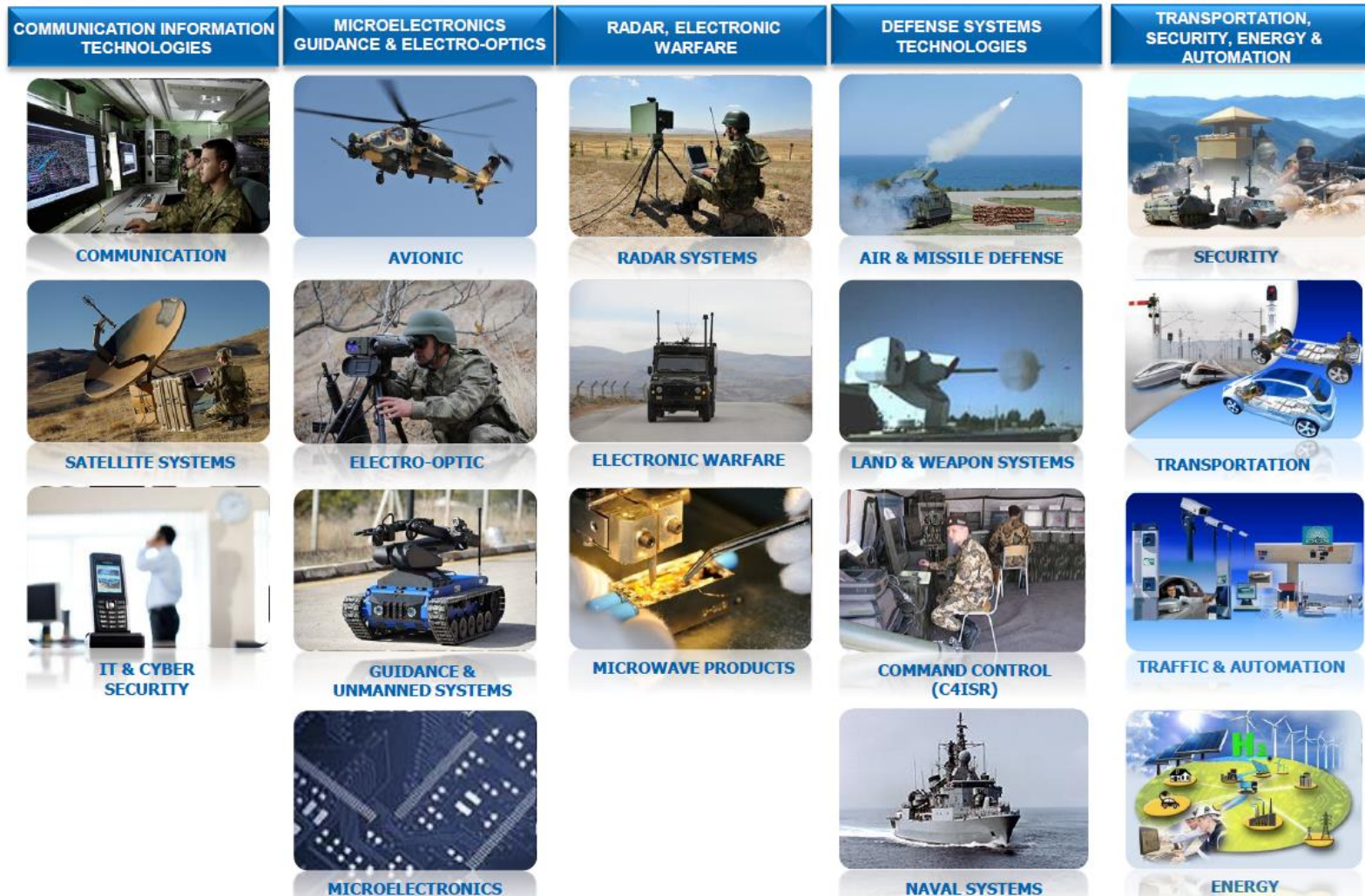
Turkey plans to boost its military spending significantly in 2018, according to preliminary budget figures revealed in October 2017.

In 2018, \$26 billion will be spent on military defense expenditures, out of a total national budget of \$195 billion. That amount is likely to put Turkey in top 15 defense spenders in 2018.

ASELSAN continued to be the primary national resource for the procurement of electronic systems and equipment for Turkish armed and security forces



FIELD OF ACTIVITIES



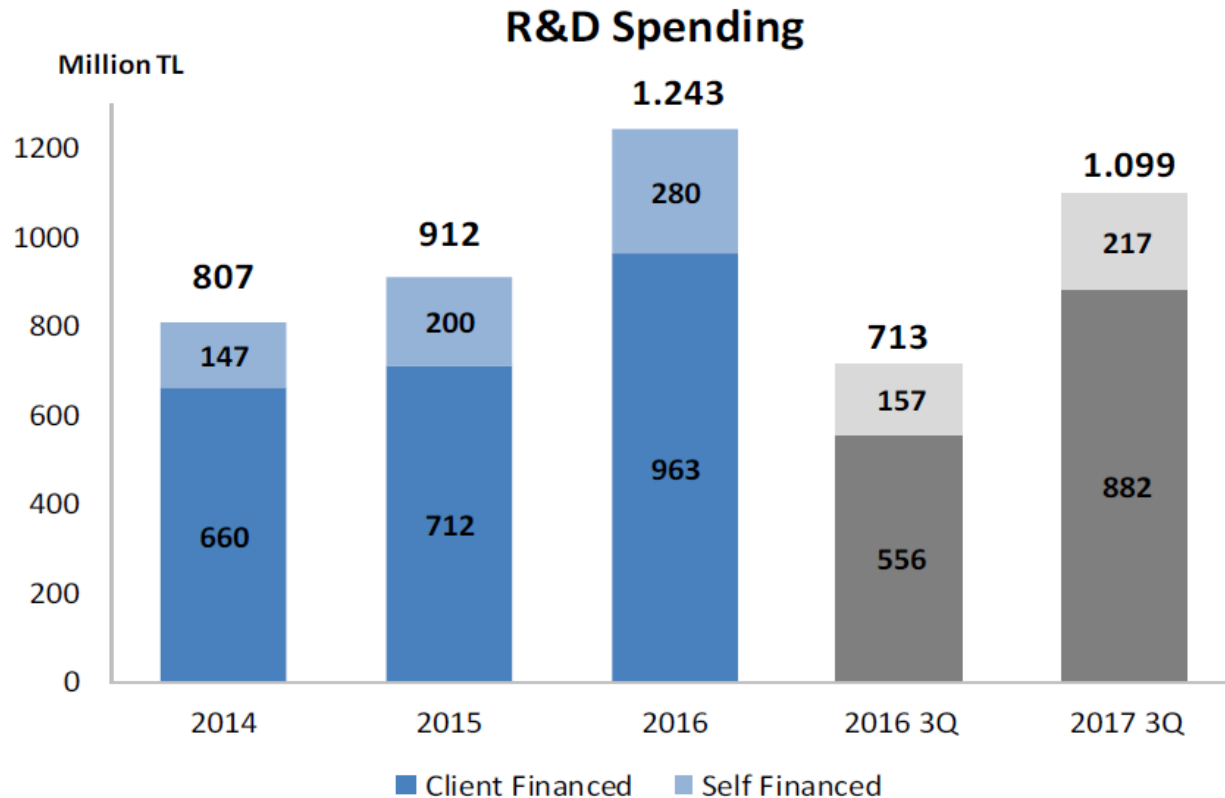
ASELSAN is a technology center providing electronic systems not only for military but also for Turkey in general.

More and more public or private institutions and companies in Turkey depend on ASELSAN for their high-tech system requirements.

Military technologies are translated into novel products in a wide array of areas such as public safety, energy and automation systems, civil communication products and high-end agricultural technologies.

ASELSAN is aiming to utilize its accumulated know-how and experience in defense electronics in the much needed security, transportation, energy, automation and health technologies in Turkey and thus, initiated new projects to this end

TAX ADVANTAGE ON R&D SPENDING



ASELSAN will not pay any corporate taxes till 2023 due to tax incentives on R&D activities.

Currently, over three thousand employees work in the six R&D centers within ASELSAN.

ASELSAN has invested TL 217 million of its own equity and TL 882 million of external funds into R&D to develop systems and equipments for armed forces and public institutions.

2017 – Q3 KEY ACHIEVEMENTS

New Contracts Awarded: 1.160 Million USD



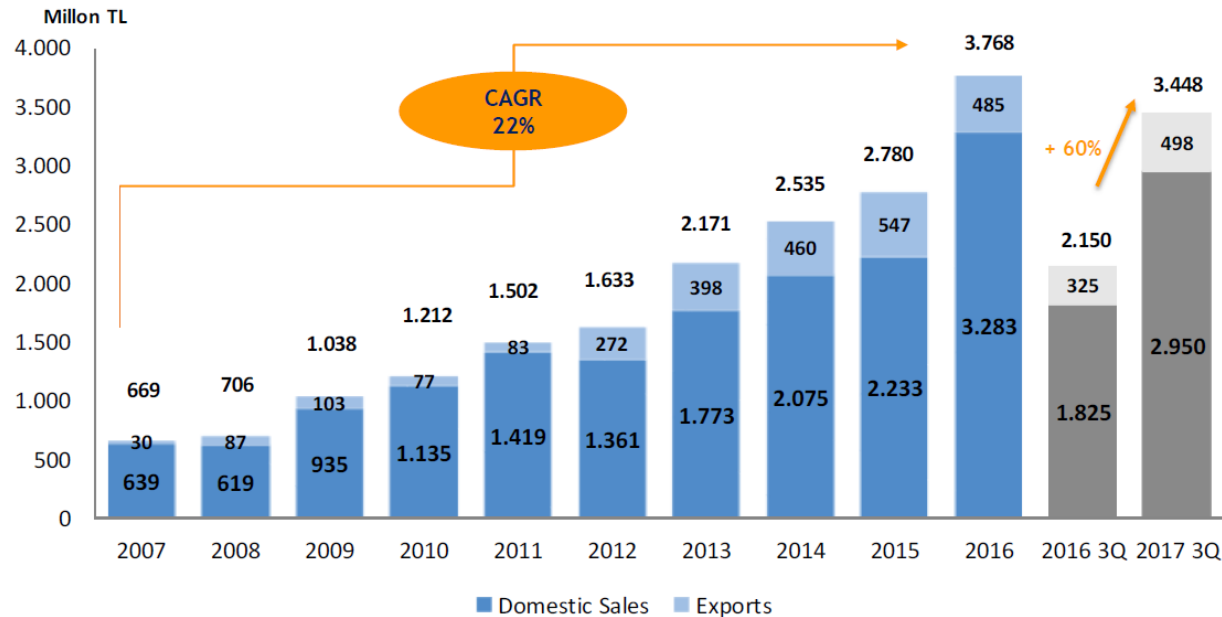
Backlog: 6,4 Billion USD

Net Sales (Jan-Sep): +60% (TL)

EBITDA increase (Jan-Sep): +60%

EBITDA margin: 19% (in line with the year-end target 18-20%)

FINANCIAL HIGHLIGHTS



Income Statement	09/2017	09/2016	2016	2015	2014	2013
Sales Revenue	3.448	2.15	3.768	2.780	2.535	2.171
Gross Profit / Loss	828	542	923	626	619	559
Operating Profit / Loss	700	364	810	203	344	175
Profit / Loss*	828	389	795	213	392	239
Profit Margins (%)						
Gross Profit	24	25	24	23	24	26
Operating Profit	20	17	21	7	14	8
Net Profit	24	18	21	8	15	11

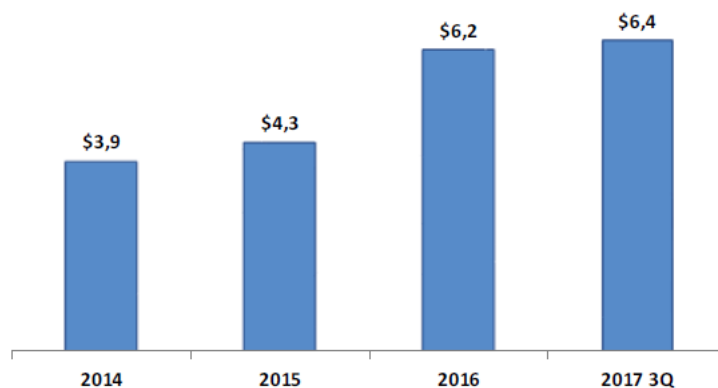
Balance Sheet	09/2017	09/2016	2016	2015	2014	2013
Total Assets	9.473	7.275	8.605	6.245	5.076	3.962
Current Assets	4.698	3.892	5.07	3.093	2.363	1.978
Total Liabilities	5.03	4.085	4.913	3.404	2.537	2.07
Advances Received	1.807	2.255	2.42	1.530	1.068	1.042
Total Equity	4.443	3.191	3.691	2.841	2.539	1.892

RATIOS

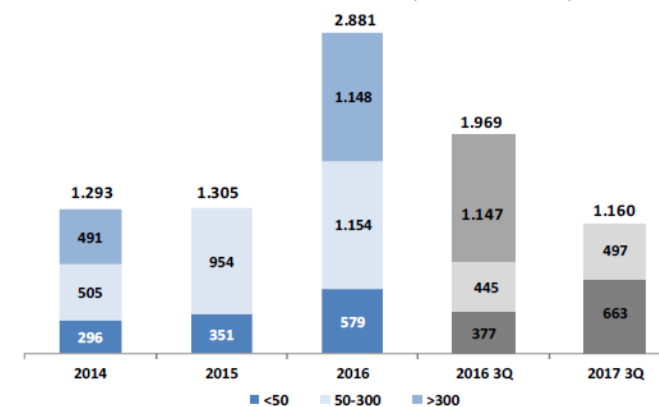
Ratios	09/2017	09/2016	2016	2015	2014	2013
Current Ratio	1,63	2,55	2,26	1,97	1,87	2,07
Asset Turnover Ratio	0,53	0,42	0,44	0,45	0,50	0,55
Total Equity/Total Assets	0,47	0,44	0,43	0,45	0,50	0,48
Fixed Assets/Total Assets	0,50	0,47	0,41	0,50	0,53	0,50
Return on Equity	0,32	0,16	0,24	0,08	0,18	0,15
Return on Assets	0,15	0,07	0,11	0,04	0,09	0,07
Revenue per Employee (TL)	937.591	606.995	714.335	515.658	475.07	406.406
Number of Employees (Average)	5.404	5.078	5.275	5.392	5.335	5.343

STRONG BACKLOG AND NEW CONTRACT AWARDS

Backlog History (Billion USD)



New Contract Awards (Million USD)

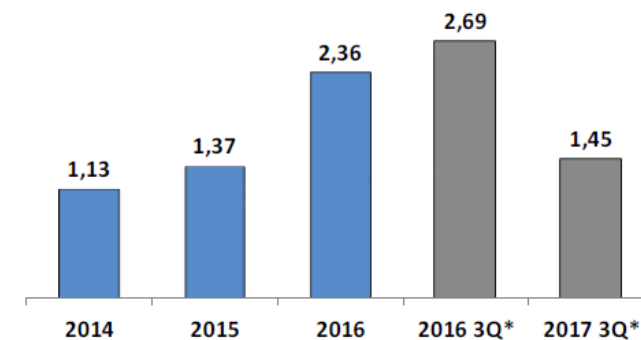


Backlog Aging (Billion USD)

2017*	0,4 – 0,7
2018	1,1 – 1,3
2019	1,4 – 1,6
2020	1,1 – 1,4
2021 and beyond	1,7 – 1,9

*Backlog for remaining 3 months

Book-to-Bill Ratio



*Annualized data

PROSPECTIVE PROJECTS



- Air Defense System Modernization Serial Production



- HAVASOJ (Stand-off Jammer)



- Long Range Air Defense Missile System



- MILGEM I - Class Frigate



- Turkish Fighter Aircraft Development (TF-X)



- ALTAY Tank Serial Production