

Results Q4 2010



Istanbul , March 16,2011

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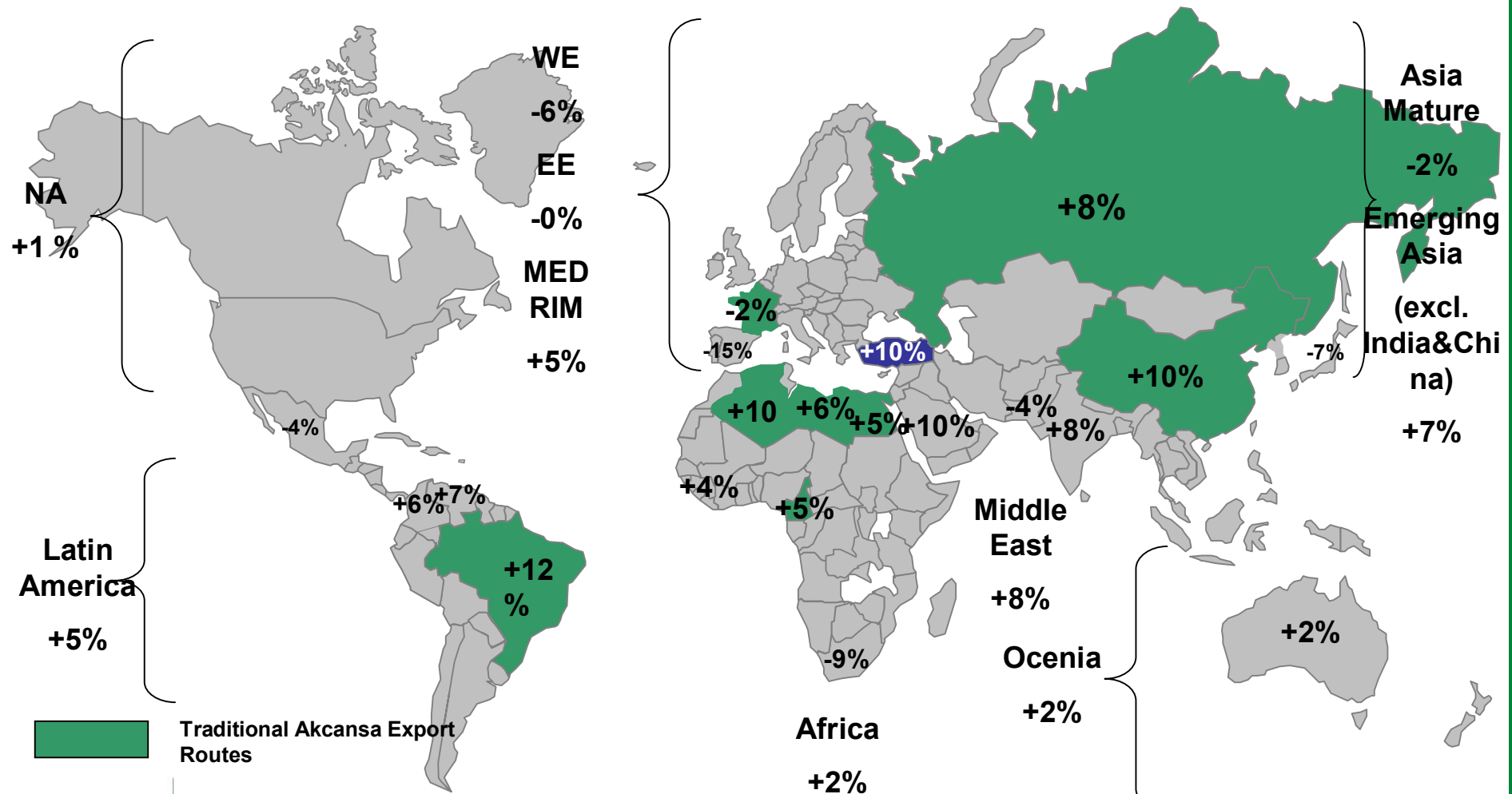
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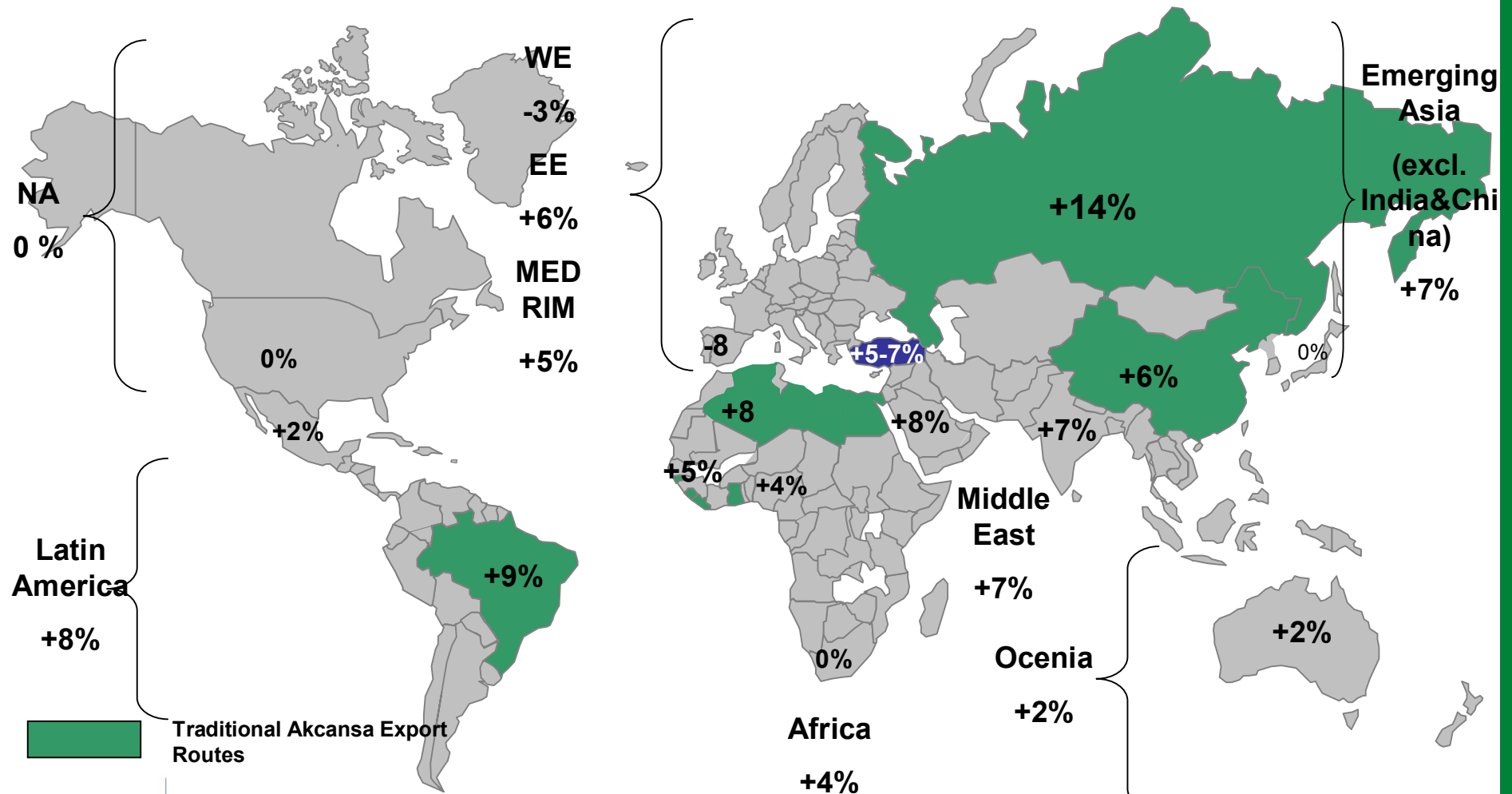
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Cement Consumption Trends : Regional Consumption 2010-Forecast

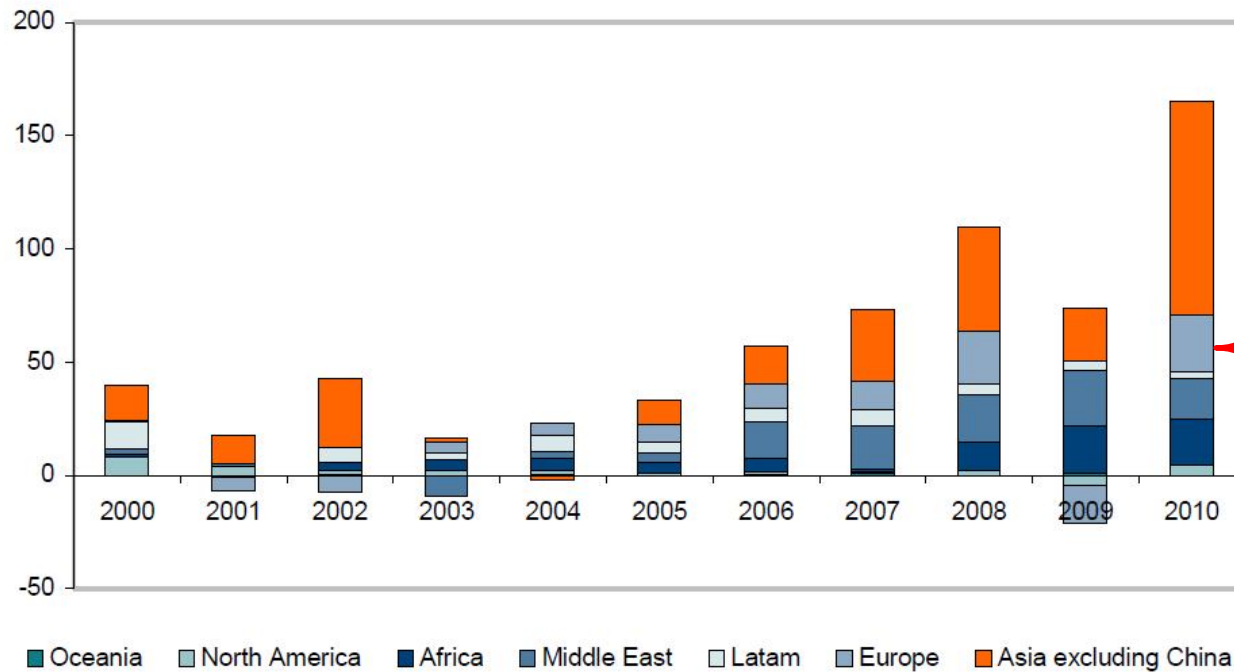
+7%e excl. India & China; +2%e incl. India & China



Cement Consumption Trends : Regional Consumption 2011 Estimate



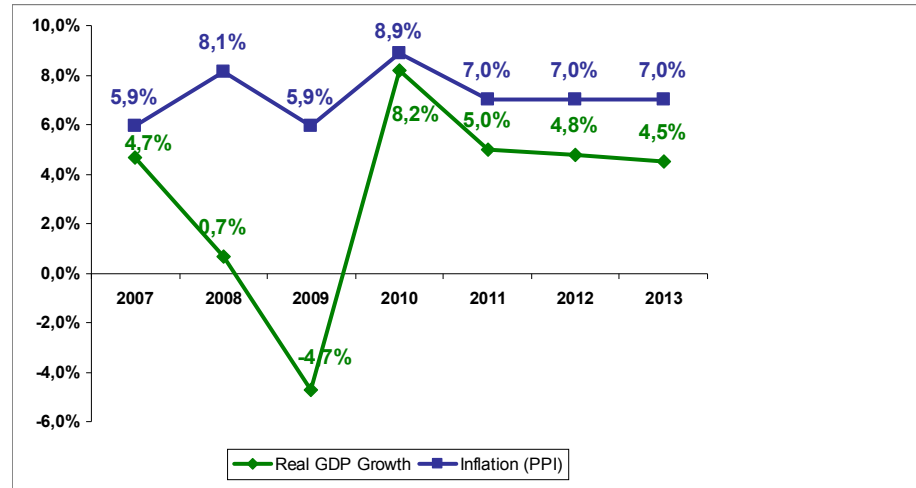
Capacity Additions



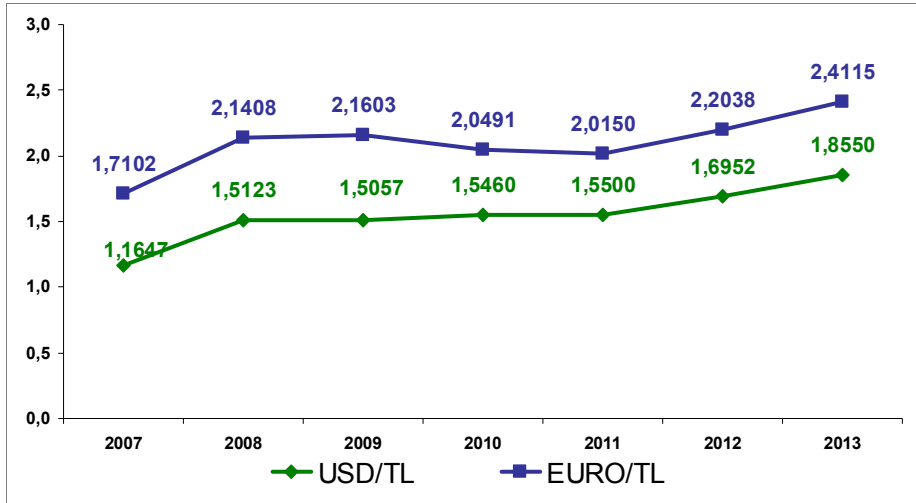
Country Announcements	New Capacity Announced 2010-2016 e	New Capacity %2010 Capacity
India	92	30%
Russia	73	72%
Iran	50	67%
Indonesia	30	64%
Brazil	27	35%
Nigeria	22	233%
Egypt	17	33%
Iraq	10	134%
Saudi Arabia	6	16%
Syria	6	52%

Turkey Macroeconomic Assumptions 2007-2013

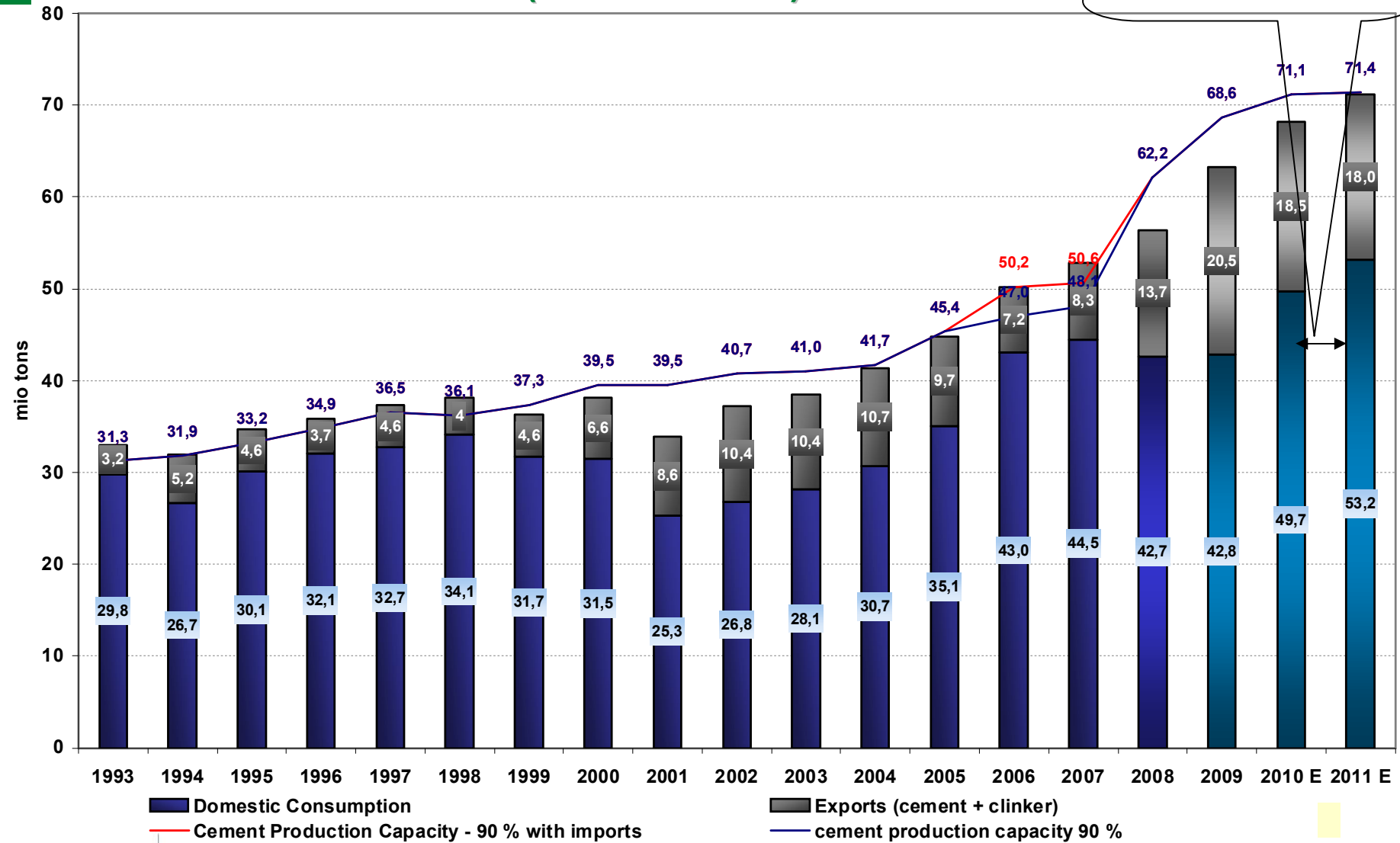
Turkey Macroeconomic Indicators	Government Budget Deficit/GDP	TR-3 Months Deposit Rate, Annual, %	Population (mio)
2007	-1,6%	17,6%	70,3
2008	-1,8%	20,0%	71,1
2009	-5,5%	9,3%	71,9
2010	-3,6%	7,6%	72,7
2011	-2,8%	7,8%	73,5
2012	-2,4%	9,2%	74,3
2013	-1,6%	10,6%	75,1



- Positive developments in the economy have led to revision in our growth expectation for 2011 from 4.5% to 5.0%.
- EUR/TRL exchange rate is up by %3, due to weakening of USD against Euro.



Turkish Cement Sector (1993 – 2011E)



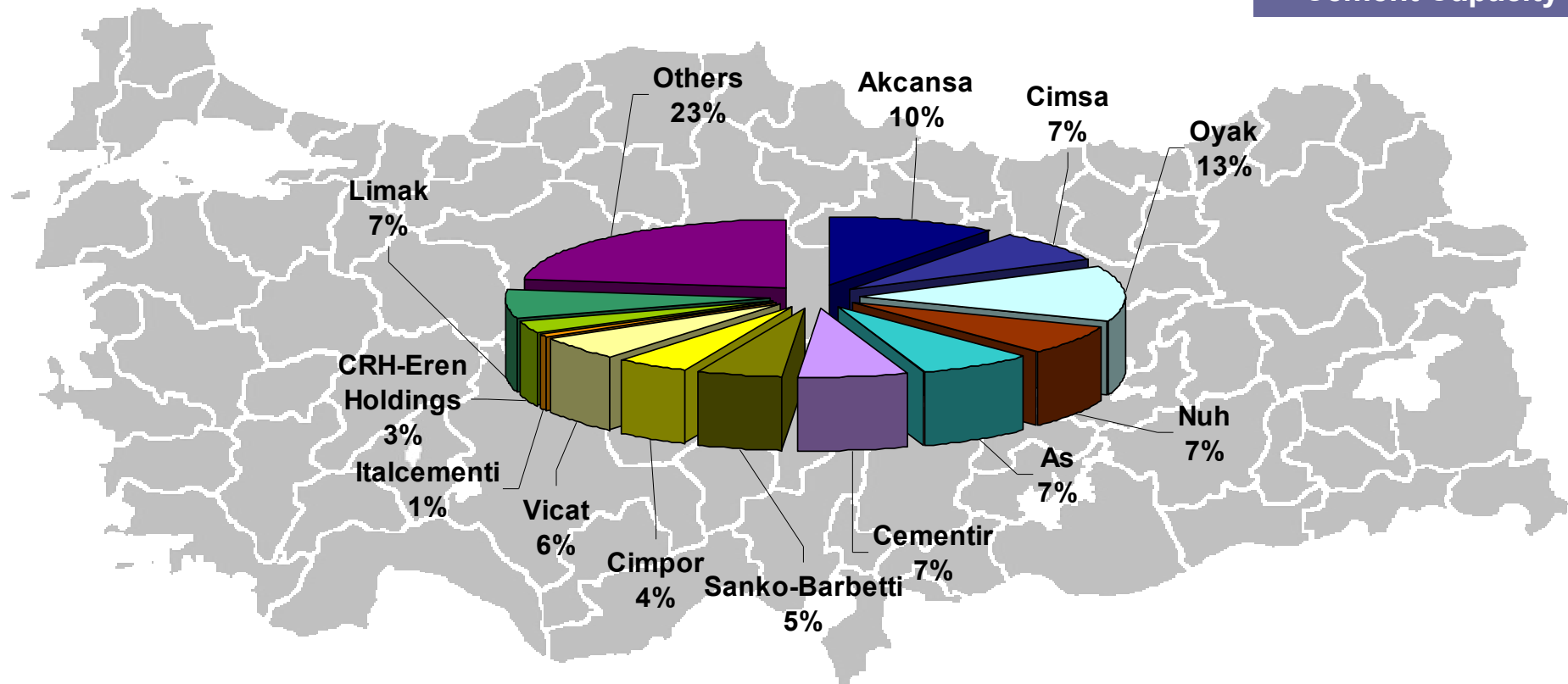
Turkish Cement Market (Expectations)



	2006	2007	2008	2009	2010E	2011E
1. Private Housing	66%	61%	53%	55%	55%	54%
2. Commercial	13%	15%	12%	8%	8%	8%
3. Public	3%	4%	4%	4%	4%	4%
4. Infrastructure/Projects	17%	20%	30%	33%	33%	34%

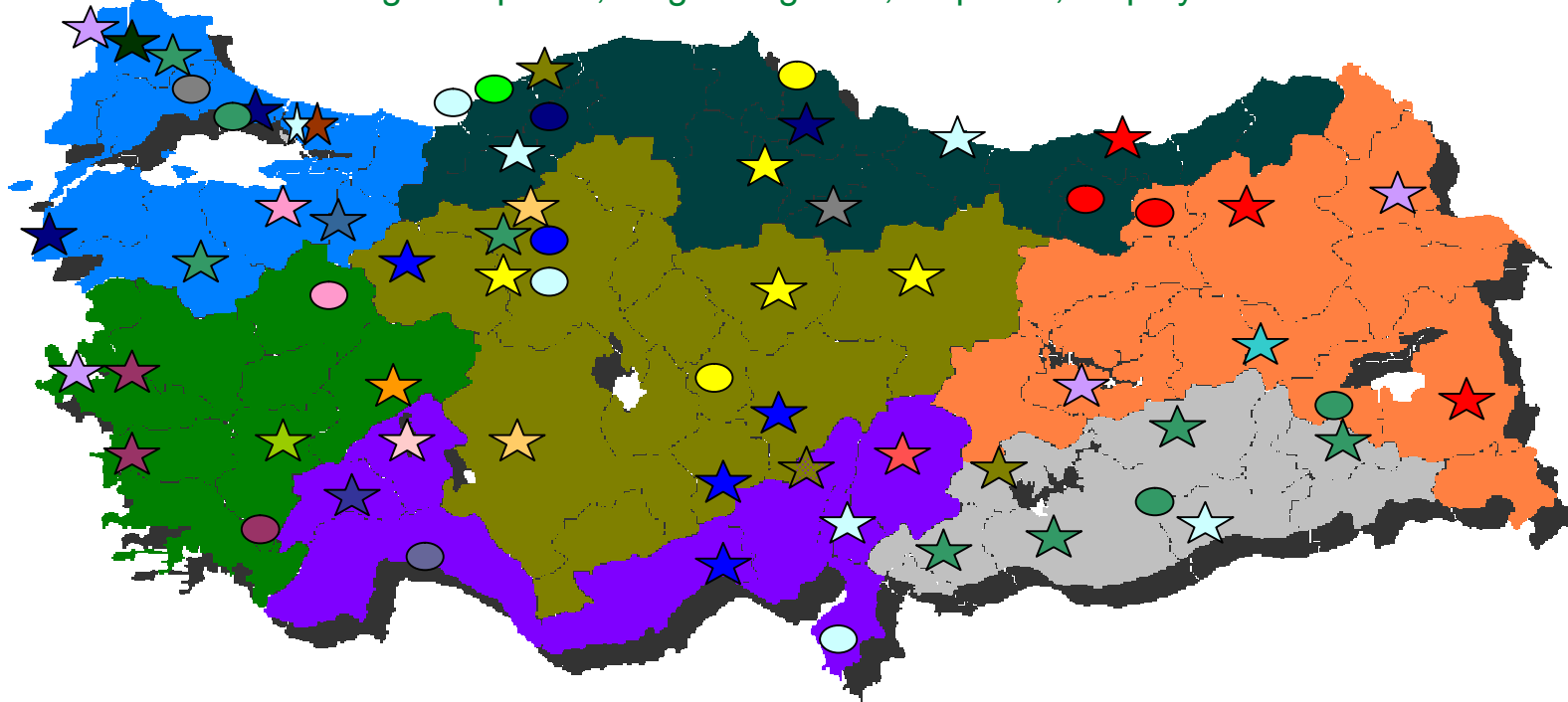
Turkey Clinker Capacity Distribution

First 3 groups form
37% of the Turkish
Cement Capacity



Turkey Cement Sector Distribution

48 integrated plants, 17 grinding mills, 65 plants, 22 players



■ Cimpor
■ Askale
■ AkcanSA
■ Bursa
■ Italcementi
■ BatıGroup

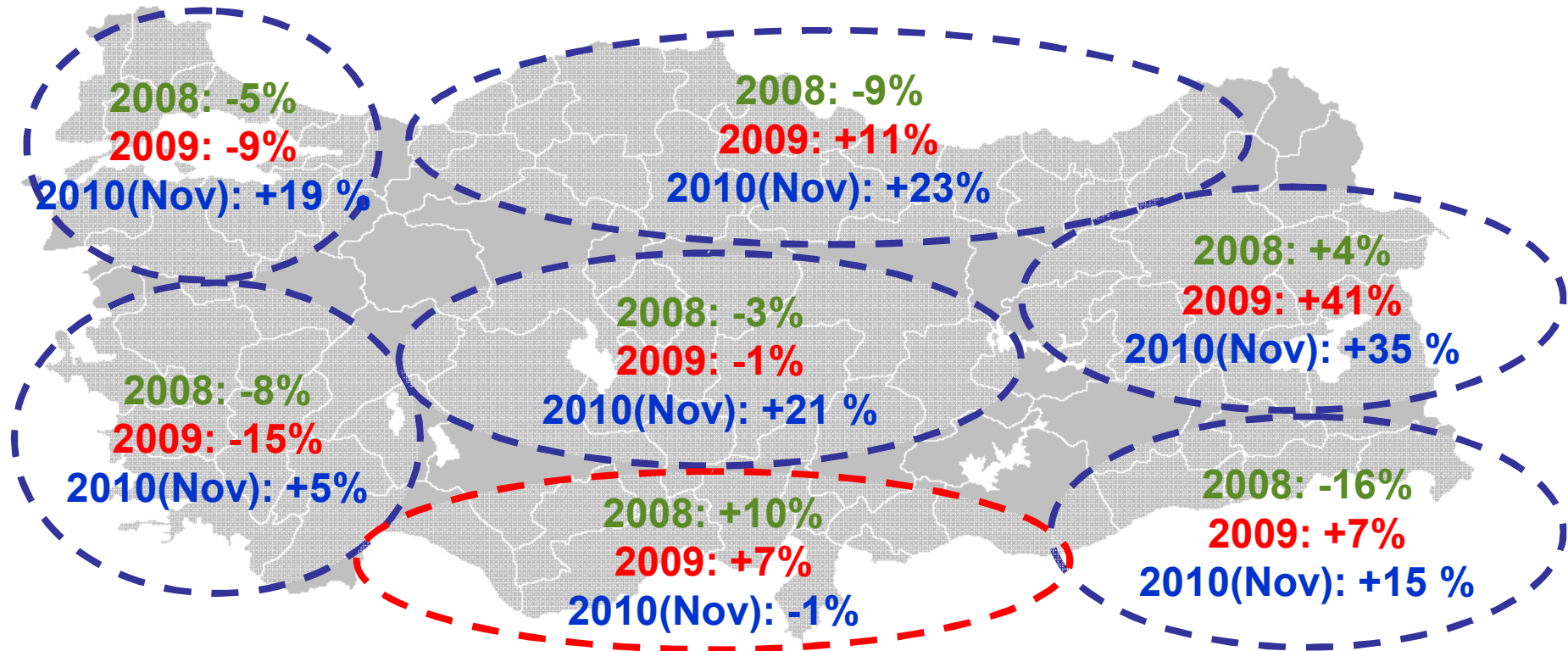
■ Limak
■ Oyak
■ CimSA
■ Cementir
■ Vicat
■ Denizli-CRH

■ Nuh
■ Tracim
■ AS
■ Titan-ADO
■ Sancim
■ Goltas

■ Kipas
■ Yurt
■ Lafarge
■ Sanko/Barbetti
★ **Integrated Plants**
● **Grinding&Packing**

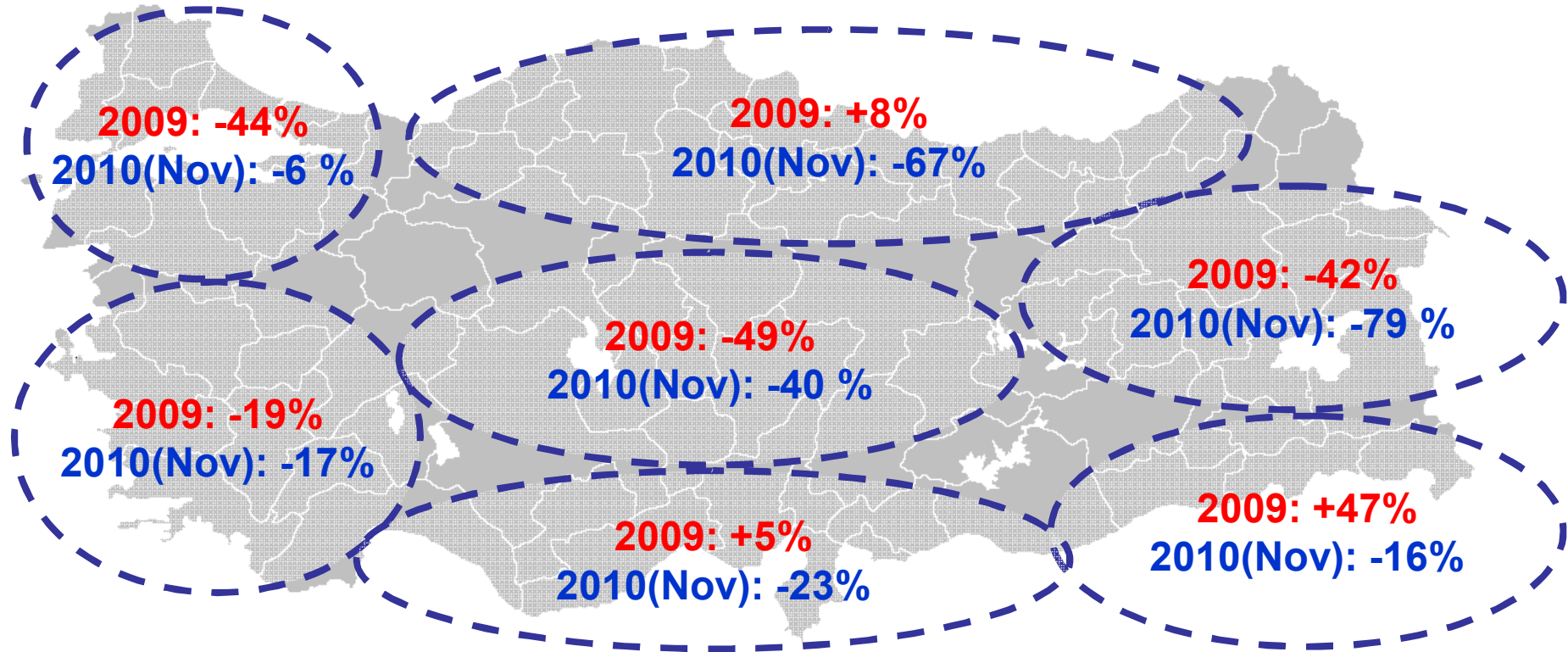
Source: TCMA

Turkish Cement Market, Sales Volumes Change %, (November YTD)

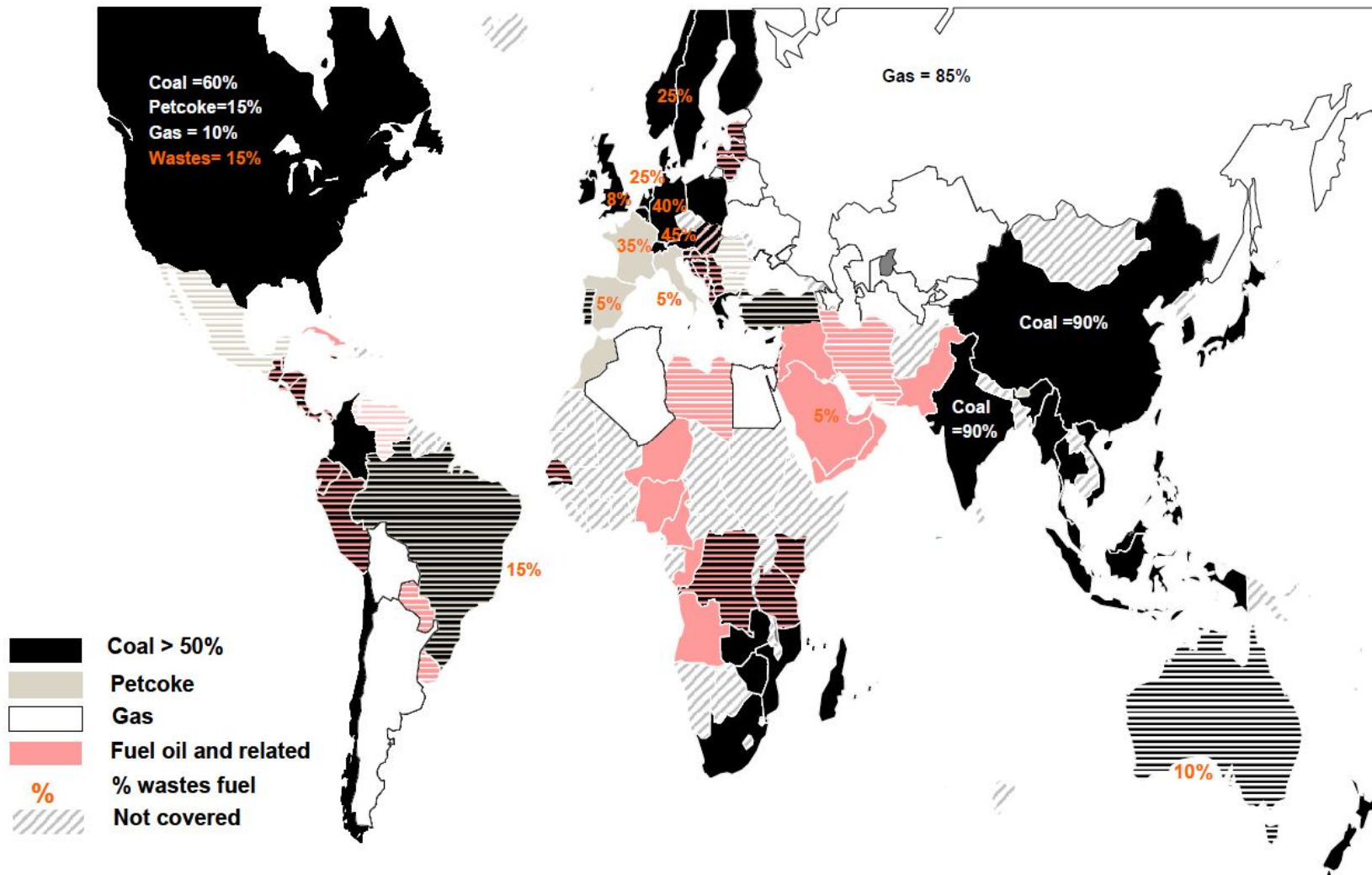


- Cement demand in Turkish domestic market increased by 16,3% yoy.
- Mediterranean region is the only region experiencing decline in volumes in 2010.
- Akçansa operates in Marmara, Aegean and Black Sea regions with increasing cement demand

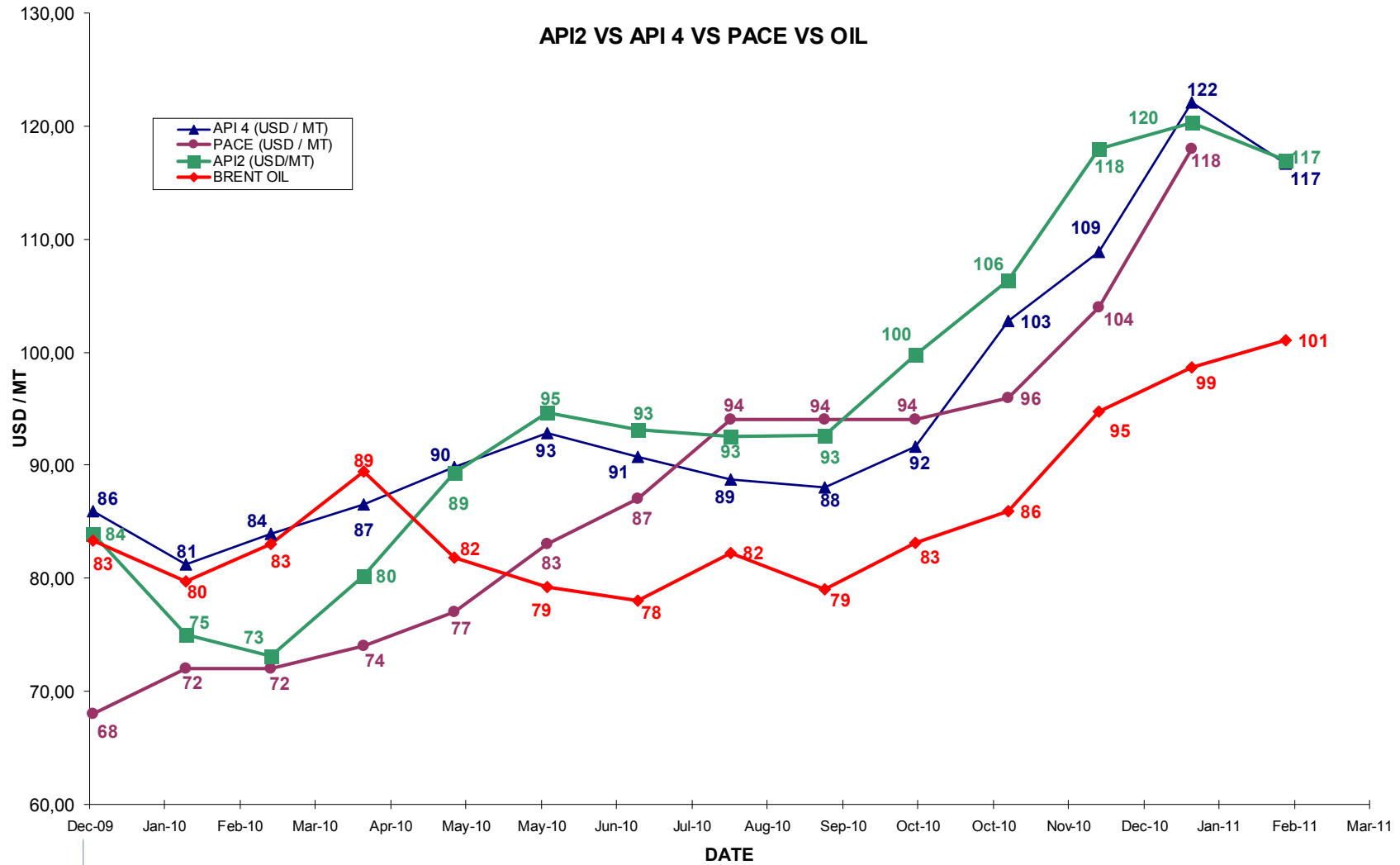
Turkish Cement Market, Clinker Stock Volumes % change (November YTD)



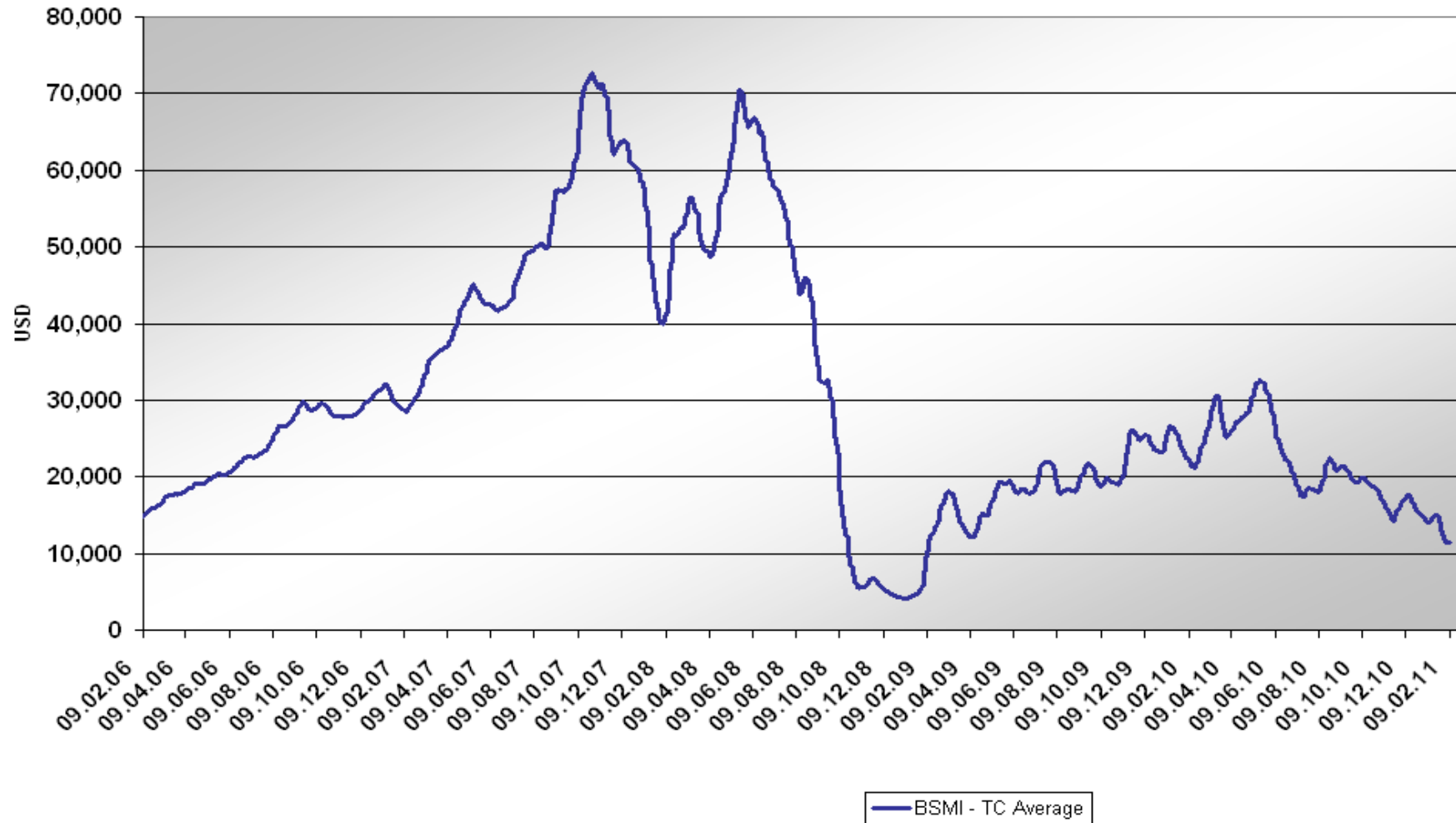
Coal the main Source of Energy



Steam Coal Prices vs. Petroleum Coke and Oil



Baltic Supramex Index



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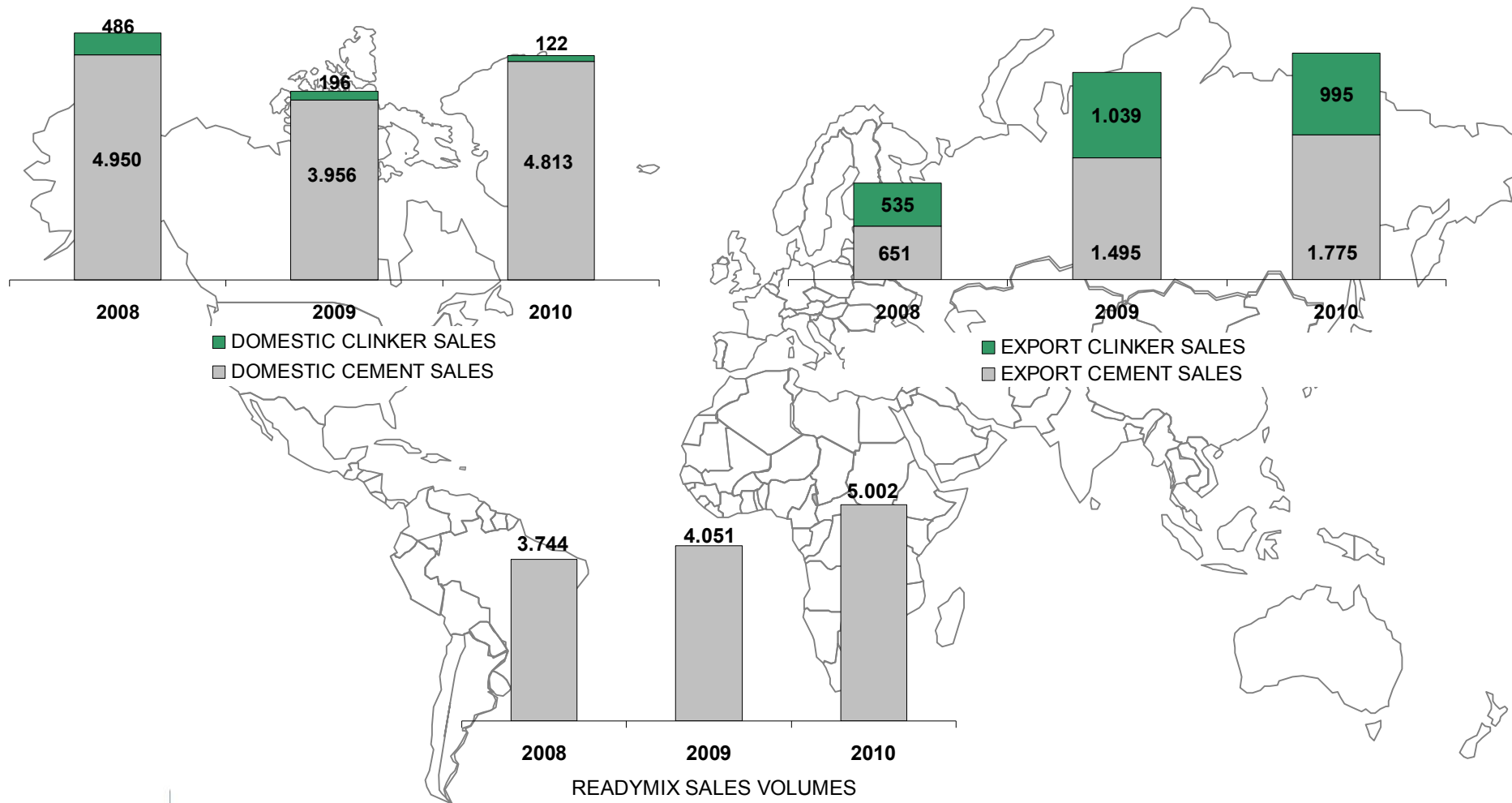
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Financial Highlights

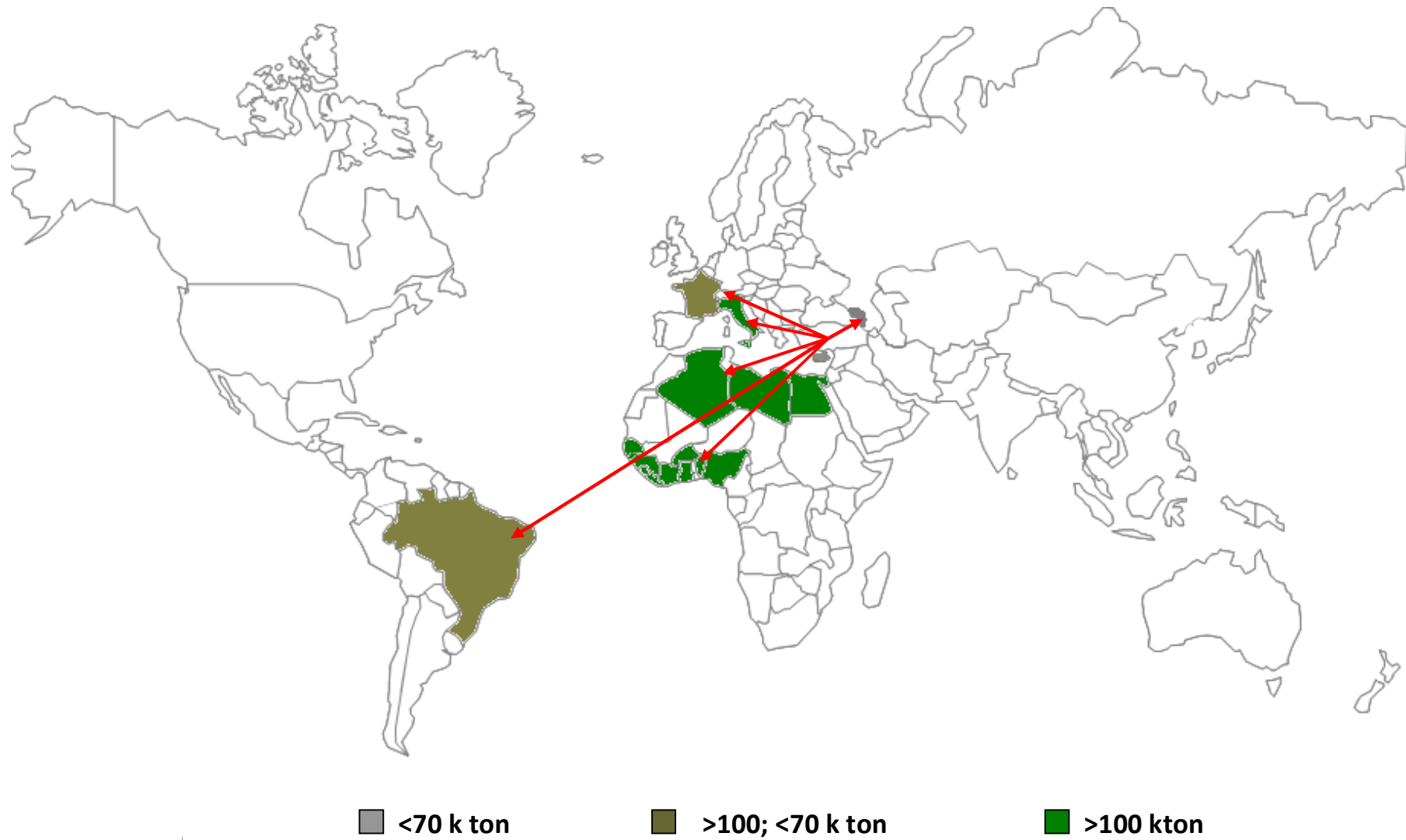
YTD'10 vs. YTD'09

- Turnover is up by 15% to 839,4 mio TL which is at highest level.
- Cement&Clinker in total, Readymix sales volumes and Karçimsa sales at highest levels.
- Highest clinker production in Çanakkale and Ladik, highest cement production in Ladik.
- Higher cost of sales due to increased volume and input price inflation, notably in fuel and electricity prices.
 - Fuel prices increased significantly compared to last year (60%).
 - Purchasing Fitness and energy efficiency management (highest alternative fuel consumption in BCM achieved) to offset the effect of increasing prices
- Operating Income is 28% lower in Dec'10 vs. Dec'09 (71,8 mio TL vs. 100,4 mio TL) due to the higher energy costs.

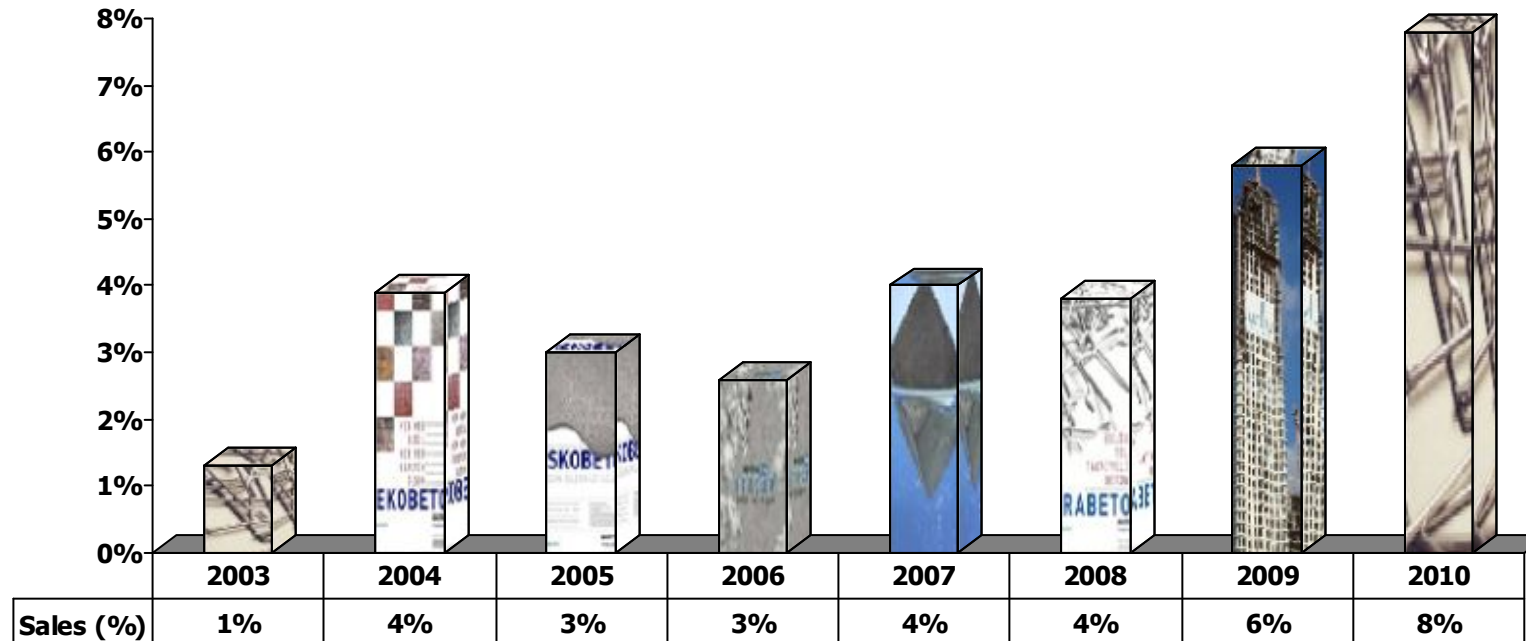
Akçansa Sales Volumes



Akçansa Export Regions 2010



Readymix Special Product Sales %



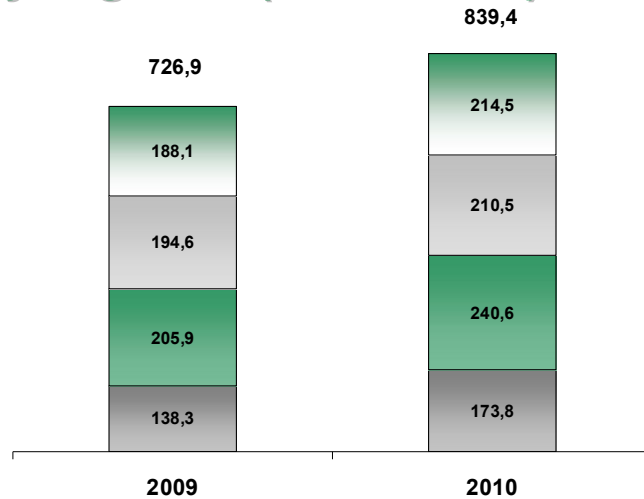
Market Performance Trend 2010

2010	Cement	
	Volume	Price (TL/ton)
Domestic Cement	↗	↗
North Marmara	↗	↗
South Marmara	↗	↗
East Marmara	↔	↗
Aegean	↔	↗
Black Sea	↗	↗

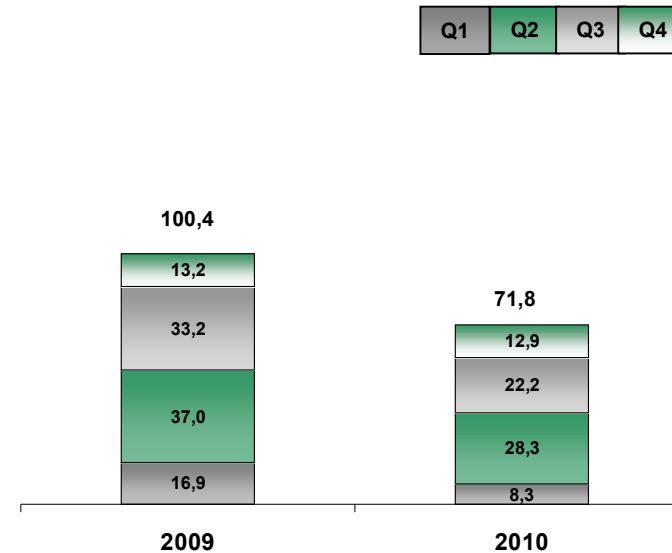
2010	Readymix	
	Volume	Price (TL/m3)
General	↗	↗
Europe	↗	↔
Asia	↗	↗
Thrace	↗	↗
Aegean	↗	↗
Black Sea	↗	↗

2010	Cement	
	Volume	Price (\$/ton)
Export Cement	↗	↗
Export Clinker	↘	↘

Key Figures (million TL)

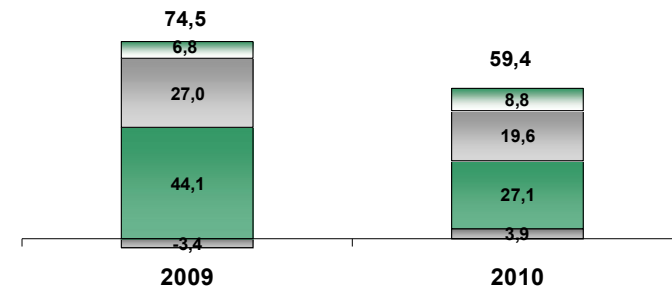


Turnover



Operating Income

- Operating income in 2010;
 - volume and price growth,
 - upward trend in the cost structure,
 - Electricity cost increase.
 - Fuel prices are higher in 2010, compared to 2009
 - Higher AF consumption in 2010 vs. 2009
- Higher Q4 Net Income Results starting from Q4'07.

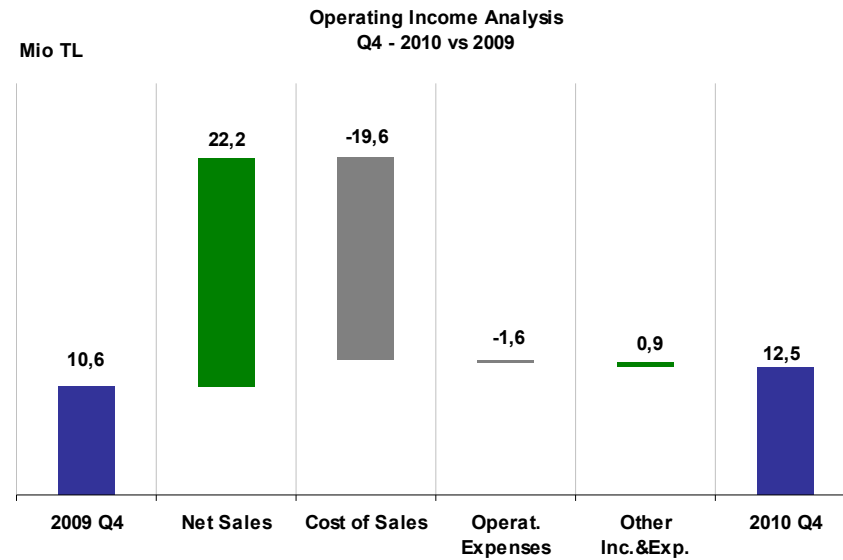
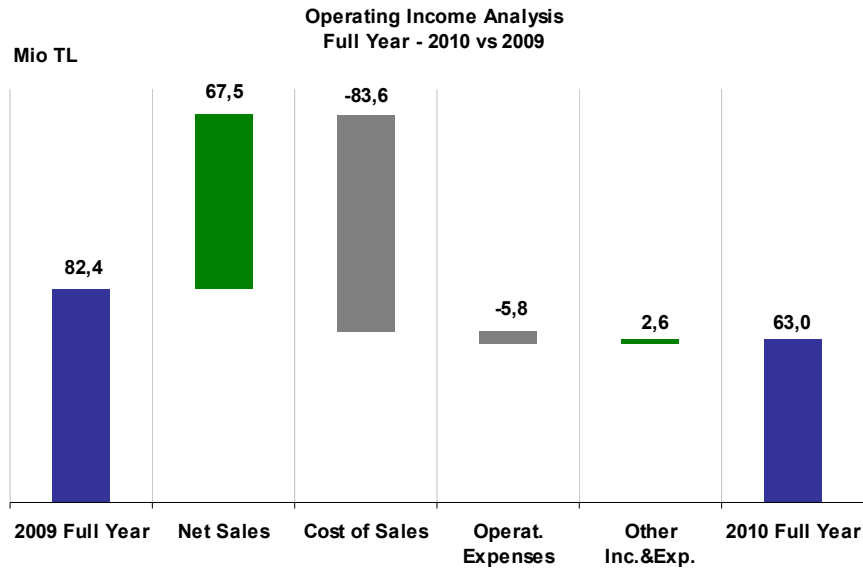


Net Income

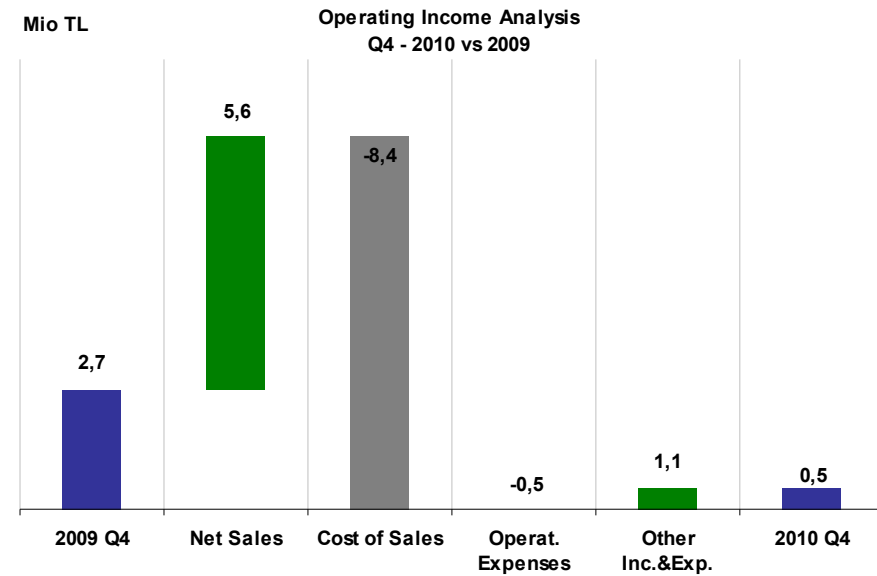
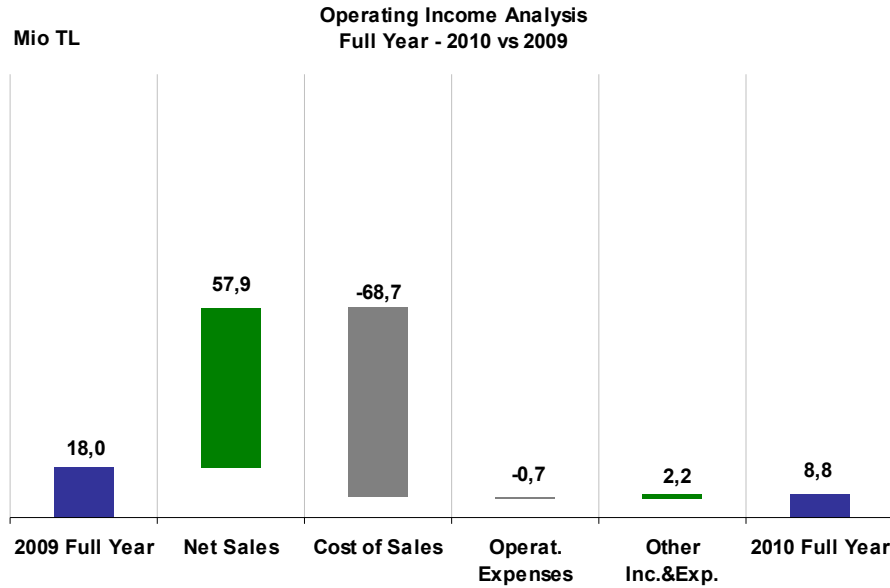
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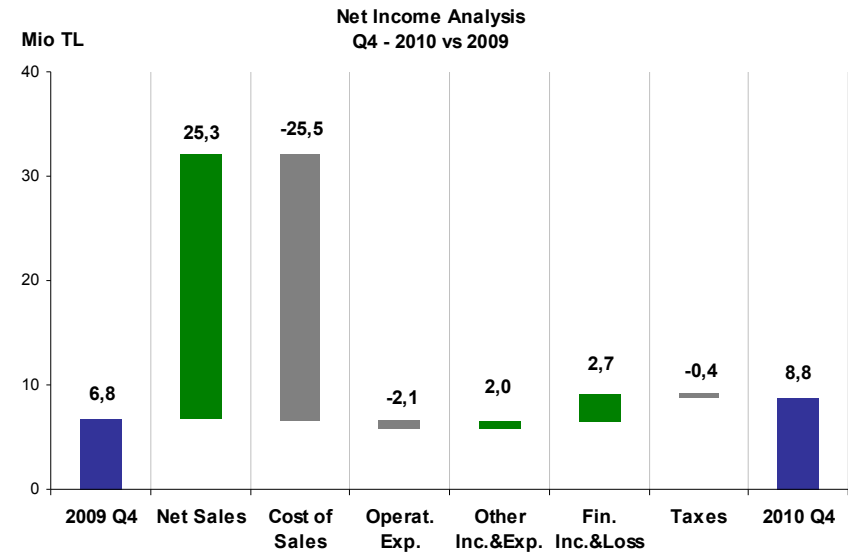
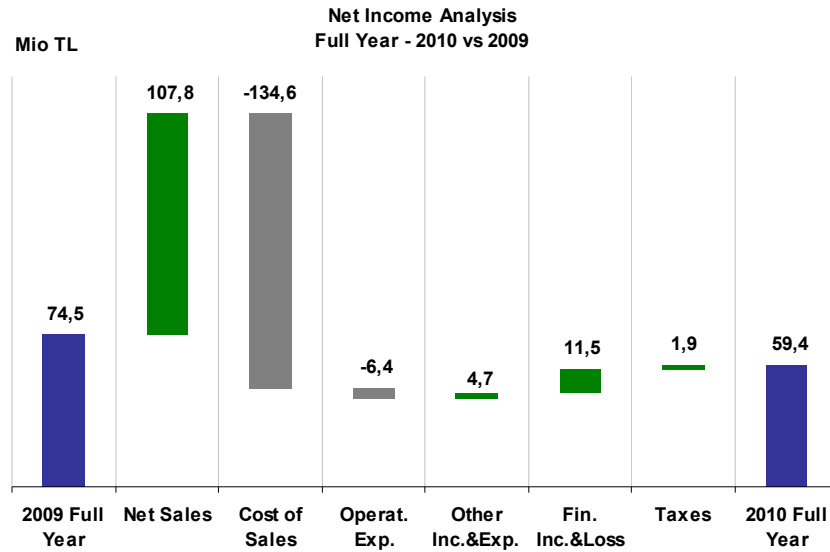
Cement B/L Profit and Loss Accounts YTD & Q4



Readymix B/L Profit and Loss Accounts YTD & Q4



Company B/L Profit and Loss Accounts YTD & Q4



Cash Flow Statement Jan-Dec 2010

Company Mio TL	YTD 2009	YTD 2010		
Cash flow from operating activities				
Operating Income before the adjustments in Working Capital	175,0	130,0		
Changes in Working Capital	(12,5)	(19,1)		
Decrease of provisions through cash payments	(3,9)	(2,4)		
		158,7		108,6
Cash flow from investing activities				
(*) Tangible fixed assets	(14,6)	(51,9)		
Financial assets	-	1,4		
Proceed from fixed asset disposals/consolidation	1,1	0,8		
Dividend Received	6,7	8,2		
		(6,8)		(41,5)
Cash flow from financing activities				
Dividend payments	(70,0)	(65,4)		
Net proceeds from bonds and loans	(71,1)	(1,5)		
	(141,1)	(141,1)		(66,9)
Net change in cash and cash equivalents - continuing operations		10,8		0,1
Change in cash & cash equivalents				
Cash & cash equivalents at 1 January	29,3	40,1		
Cash & cash equivalents on 31 Dec	40,1	40,2	10,8	0,1

(*) Capital expenditure increased in 2010 and will continue at this level in 2011.

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Prospects 2011 and beyond

- Significant sales volume growth in the domestic market
- Continuing growth expectations for the construction business
- Sales prices are increasing both in cement and readymix
- Electric cost reduction at Çanakkale Plant after mid 2011 following the Waste Heat project
- Continuous and steady increase in alternative fuel usage going forward
- Significant investment on environment, health and safety
- Continuous effort increase in customer satisfaction projects

Turkey is under construction



New Metro Routes

(Project Period: 2010-13)

- Kabataş - Mahmutbey
 - 2,4 bio TL
- Beylikdüzü – Bakırköy
 - 2,2 bio TL
- Üsküdar Ümraniye
 - 1,9 bio TL
- Bakırköy – Kirazlı
 - 0,8 bio TL



Marmaray

Continuing, 76 km - 320 k m³

Hydroelectric Power Plant Projects

- As of 2009:
 - Operating: 187
- As of May 2010:
 - Under construction: 145
 - Projects: 1.576
 - Planned: 325
- Source: Zaman July 19 2010



Sinpaş residence projects

Continuing, 500 k m³



Projects in the Pipeline



İzmit – İzmir Highway

Signed, not started

- Highway (421 km)
- İzmit Bridge
 - Length 1,7 km
 - Cost : 2 bio TL
- Four tunnels (7,4 km)
- 30 viaducts (18,2 km)



Çanakkale Bridge

Project

- Çanakkale Bridge (2,2 km)
- Highway (13,7 km)
- 2 mio ton cement excluding the accomodation consumption



Third Bridge

Project

- 1 mio ton cement excluding the accomodation consumption

Projects in the Pipeline



The Bosphorus Tunnel

- Project - 5,4 km
- Highway
- 1,1 bio USD



Tunnels Construction in İstanbul

- Project - 140 km
- 2 mio ton cement



Luxury Housing Projects

- (Total value 15 bio TL, starts in 2011)
- Emaar, Libadiye
- Aşçıoğlu, Ali Sami Yen
- Lord Norman Foster, Büyükdere Avenue
- Soyak, Zincirlikuyu

Market and Cost Expectations Trend 2011

2011	Cement	
	Volume	Price (TL/ton)
Domestic Cement	↗	↗
North Marmara	↗	↗
South Marmara	↗	↗
East Marmara	↗	↗
Aegean	↗	↗
Black Sea	↗	↗

2011	Readymix	
	Volume	Price (TL/m3)
General	↔	↗
Europe	↔	↗
Asia	↔	↗
Thrace	↗	↗
Aegean	↔	↗
Black Sea	↔	↗

2011	Cement	
	Volume	Price (\$/ton)
Export Cement	↔	↗
Export Clinker	↘	↗

2011	Energy	
	H1'11	H2'11
Coal	↗	↔
Petcoke	↗	↘
Electricity	↗	↗

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Sustainability Report General Information

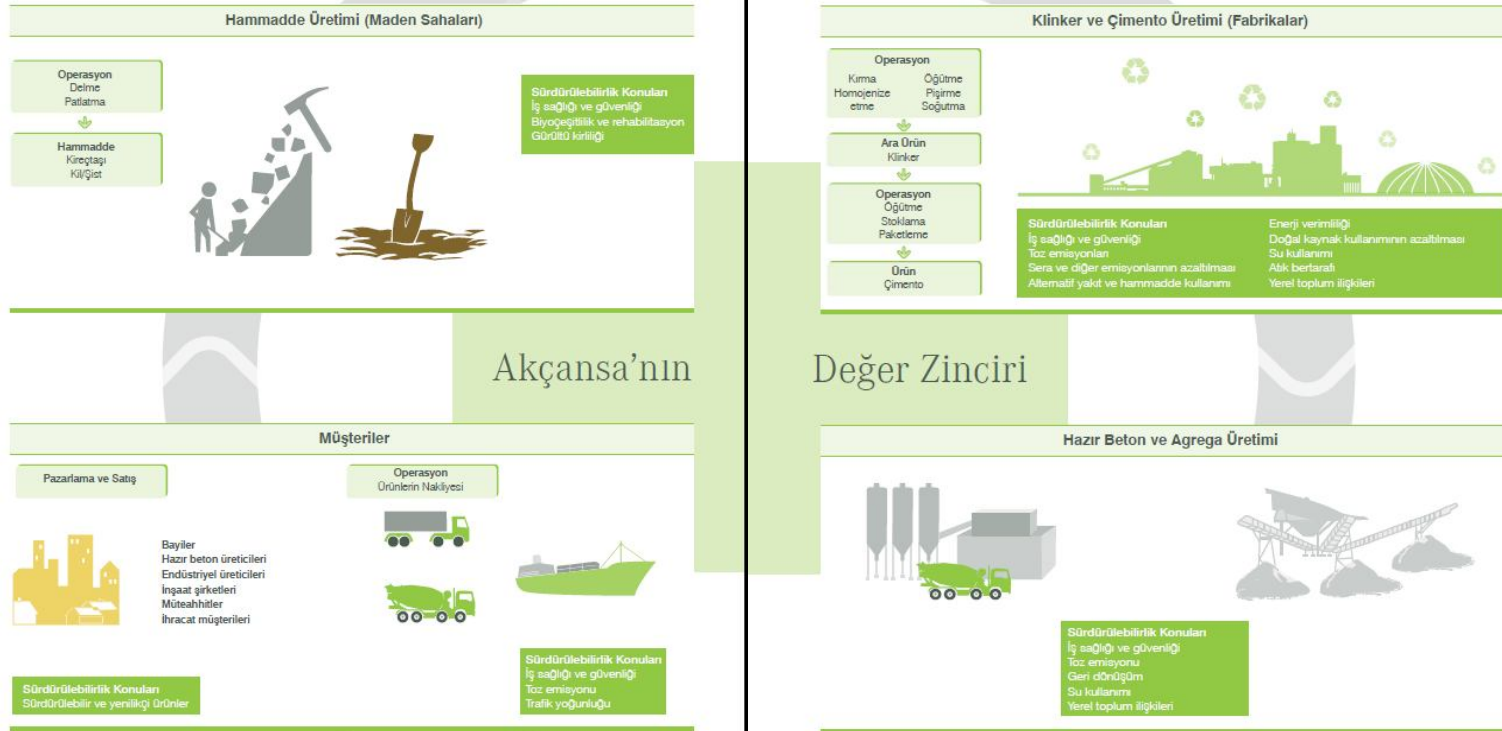
- **GRI Approved B Level Report**
 - **First Time in Cement Sector,**
 - **Second B Level Report in Turkey**
 - **This report is published by only 10 firms from different sectors.**
- **It provides information from the period between 2007-2009.**
- **It will be published once in every two years.**



We are determining and following our effects on shareholders in each level of our value chain and taking necessary actions to improve.

Akçansa'nın Değer Zincirindeki Sürdürülebilirlik Konuları

Aşağıdaki şemada, Akçansa'nın değer zinciri içindeki sürdürülebilirlik etkileri tanımlanmaktadır. Burada listelenmiş olan sürdürülebilirlik başlıklarının ilgili bölümlerinde detaylı olarak incelenmiştir.



Tedarikçiden müşteriye uzanan değer zincirinin her halkasında Akçansa, paydaşları üzerindeki etkilerini belirler, izler ve iyileştirme aksiyonları alır.



Thanks for your attention.

Questions?

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Appendix

Cement B/L Profit and Loss Accounts YTD & Q4

Cement Mio TL	YTD 2010	Var YTD'10 vs. YTD'09	Q4 2010	Var. Q4'10 vs. Q4'09
Net Sales	567,7	67,5	146,5	22,2
Cost of Sales	-472,3	-83,6	-124,2	-19,6
Gross Margin	95,3	-16,1	22,3	2,5
Operating Expenses	-27,3	-4,5	-8,1	-0,3
Other Operating Income/Charges	-5,0	1,2	-1,7	-0,4
Operating Profit/Loss	63,0	-19,3	12,5	1,9

- Turnover is still increasing in Q4'10 compared to Q4'09 due to both increasing volumes and prices.
- However increase in cost of sales are higher than increase in net sales mainly due to input price inflation.

Readymix Profit and Loss Accounts YTD & Q4

Readymix Mio TL	YTD 2010	Var YTD'10 vs. YTD'09	Q4 2010	Var. Q4'10 vs. Q4'09
Net Sales	350,5	57,9	87,9	5,6
Cost of Sales	-333,8	-68,7	-85,4	-8,4
Gross Margin	16,7	-10,7	2,5	-2,8
Operating Expenses	-7,0	-0,7	-2,0	-0,5
Other Operating Income/Charges	-1,0	2,2	0,0	1,1
Operating Profit/Loss	8,8	-9,2	0,5	-2,2

- Increase in both YTD and quarterly sales comparing to previous year.

Profit and Loss Accounts YTD & Q4

Company Mio TL	YTD 2010	Var YTD'10 vs. YTD'09	Q4 2010	Var. Q4'10 vs. Q4'09
Net Sales	817,4	107,8	208,7	25,3
Cost of Sales	-705,3	-134,6	-183,8	-25,5
Gross Margin	112,1	-26,9	24,9	-0,2
Gross Margin %	14%		12%	
Operating Profit/Loss	71,8	-28,6	12,9	-0,3
Profit/Loss before Taxes	72,3	-17,1	10,9	2,4
Taxes On Income	-12,9	1,9	-2,2	-0,4
Net Income/Loss	59,4	-15,2	8,8	1,9