

# 2019 Financial Results

April 20, 2020



**ULUSOY**  
electric

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# Agenda

- Sales Performance
- Financial Results

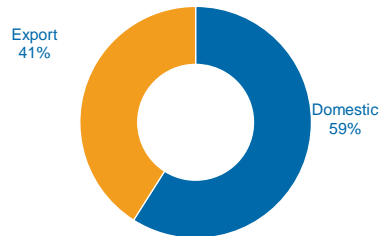
# Sales Performance

## Revenue Breakdown



2018

**565,4 mln TL**



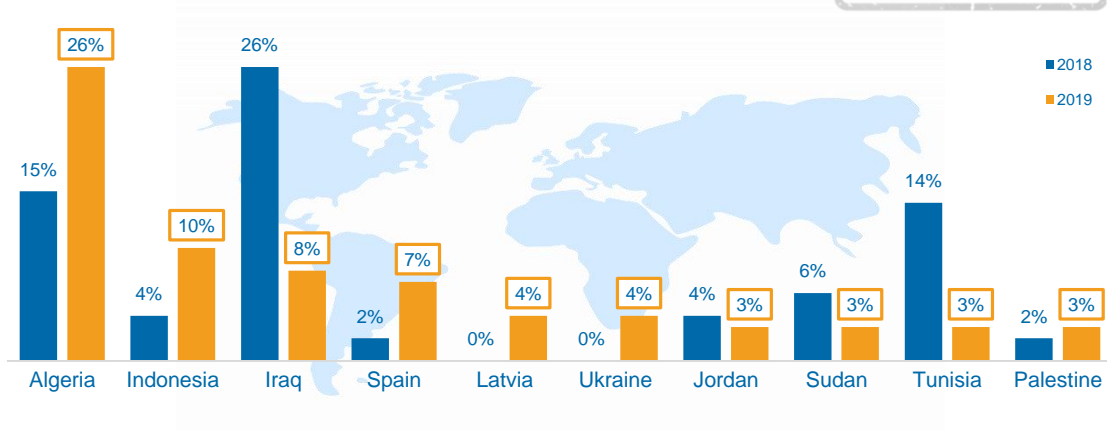
2019

**486,8 mln TL**

# Export Market Performance

Top 10 Export Destinations

Diversified & Sustainable Export



# Agenda

- Sales Performance
- Financial Results

# 2019 Financial Results

**TL 486,8 mn**  
**Total Sales Revenue**

**TL 200,1 mn (\*USD 35,3 mn)**  
**Export Sales Revenue**

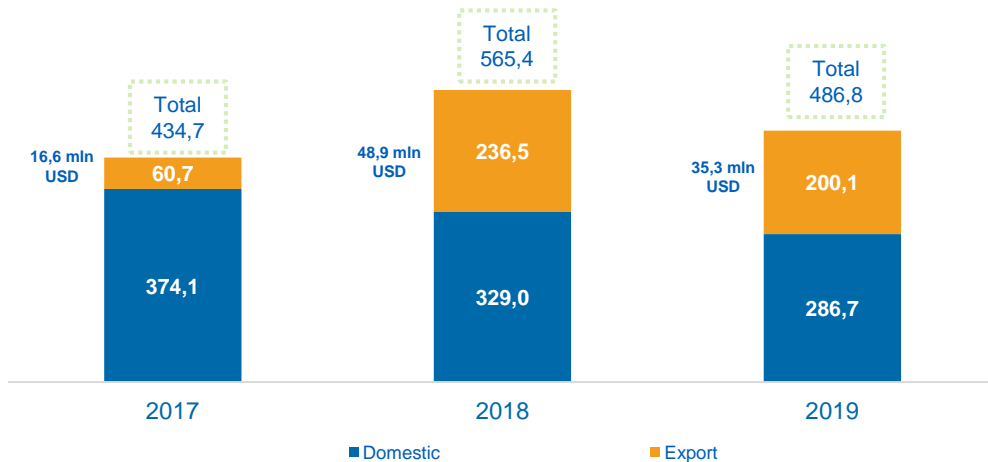
**TL 90,5 mn**  
**Net Profit**

**TL 286,7 mn**  
**Domestic Sales Revenue**

**TL 109,3 mn**  
**EBITDA**

\* 01.01.2019 – 31.12.2019 average USD = 5,6708

# Revenue (mn TL)



# Income Statement

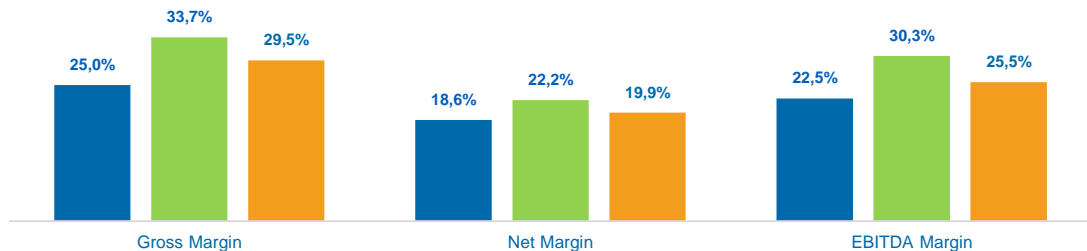
mn TL	2019	2018	2017
- Domestic Sales	286,7	329,0	374,1
- Export Sales	200,1	236,5	60,7
Total Sales Revenue	486,8	565,4	434,7
Gross Profit	121,5	190,8	128,6
Net Operating Income	102,5	165,2	106,1
Profit Before Tax	108,3	163,8	105,8
Net Income	90,5	125,8	87,0
EBITDA	109,3	171,4	111,3



# Profitability

	2019	2018	2017
Gross Profit Margin	25,0%	33,7%	29,5%
Net Profit Margin	18,6%	22,2%	19,9%
EBITDA Margin	22,5%	30,3%	25,5%

■ 2019 ■ 2018 ■ 2017





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