

# BORUSAN MANNESMANN BORU SANAYİ VE TİCARET A.Ş.

## Financial Report

### Consolidated

#### 2018 - 1. 3 Monthly Notification

General Information About Financial Statements

# Statement of Financial Position (Balance Sheet)

Presentation Currency	TL
Nature of Financial Statements	Consolidated

	Footnote Reference	Current Period 31.03.2018	Previous Period 31.12.2017
<b>Statement of Financial Position (Balance Sheet)</b>			
<b>Assets [abstract]</b>			
<b>CURRENT ASSETS</b>			
Cash and cash equivalents	4	102.462.465	516.518.575
Trade Receivables	6	486.676.700	366.524.313
Trade Receivables Due From Related Parties	23	47.305.788	48.177.445
Trade Receivables Due From Unrelated Parties		439.370.912	318.346.868
Other Receivables		4.946.476	9.829.155
Other Receivables Due From Unrelated Parties		4.946.476	9.829.155
Derivative Financial Assets		424.873	0
Derivative Financial Assets Held for Hedging		424.873	0
Inventories	7	861.011.770	650.643.649
Prepayments	8	43.245.285	75.973.895
Prepayments to Unrelated Parties		43.245.285	75.973.895
Current Tax Assets	9	895.322	1.454.257
Other current assets		60.451.133	45.026.431
Other Current Assets Due From Related Parties	23	711.334	670.890
Other Current Assets Due From Unrelated Parties		59.739.799	44.355.541
<b>SUB-TOTAL</b>		<b>1.560.114.024</b>	<b>1.665.970.275</b>
Non-current Assets or Disposal Groups Classified as Held for Sale	20	1.831.239	1.749.158
<b>Total current assets</b>		<b>1.561.945.263</b>	<b>1.667.719.433</b>
<b>NON-CURRENT ASSETS</b>			
Financial Investments		150.280.622	143.544.653
Financial Assets Available-for-Sale		150.280.622	143.544.653
Property, plant and equipment	10	2.447.512.692	2.346.197.541
Intangible assets and goodwill	11	3.148.344	3.194.921
Other intangible assets		3.148.344	3.194.921
Prepayments	8	28.481.177	3.577.432
Prepayments to Related Parties		0	0
Prepayments to Unrelated Parties		28.481.177	3.577.432
Other Non-current Assets		136.386	133.125
Other Non-Current Assets Due From Related Parties		0	0
Other Non-Current Assets Due From Unrelated Parties		136.386	133.125
<b>Total non-current assets</b>		<b>2.629.559.221</b>	<b>2.496.647.672</b>
<b>Total assets</b>		<b>4.191.504.484</b>	<b>4.164.367.105</b>
<b>LIABILITIES AND EQUITY</b>			
<b>CURRENT LIABILITIES</b>			
Current Borrowings	5	603.428.945	564.148.329
Current Borrowings From Unrelated Parties		603.428.945	564.148.329
Bank Loans		603.428.945	564.148.329
Current Portion of Non-current Borrowings	5	326.823.853	255.588.153
Current Portion of Non-current Borrowings from Unrelated Parties		326.823.853	255.588.153
Bank Loans		326.823.853	255.588.153
Trade Payables	6	457.247.971	616.511.821
Trade Payables to Related Parties	23	8.396.150	10.933.020
Trade Payables to Unrelated Parties		448.851.821	605.578.801
Employee Benefit Obligations		6.593.022	2.592.174
Other Payables		126.498.604	17.668.225
Other Payables to Related Parties	23	99.023.630	0
Other Payables to Unrelated Parties		27.474.974	17.668.225
Derivative Financial Liabilities		0	135.159
Derivative Financial Liabilities Held for Hedging		0	135.159
Deferred Income		6.712.529	2.080.292
Deferred Income from Unrelated Parties		6.712.529	2.080.292
Current tax liabilities, current		0	0
Other Current Liabilities		49.148.222	59.605.279
Other Current Liabilities to Unrelated Parties		49.148.222	59.605.279
<b>SUB-TOTAL</b>		<b>1.576.453.146</b>	<b>1.518.329.432</b>

Liabilities included in disposal groups classified as held for sale		0	0
Total current liabilities		1.576.453.146	1.518.329.432
NON-CURRENT LIABILITIES			
Long Term Borrowings	5	539.218.680	598.102.643
Long Term Borrowings From Unrelated Parties		539.218.680	598.102.643
Bank Loans		539.218.680	598.102.643
Non-current provisions		16.927.866	15.887.029
Non-current provisions for employee benefits		16.927.866	15.887.029
Deferred Tax Liabilities	21	226.560.171	201.761.182
Total non-current liabilities		782.706.717	815.750.854
Total liabilities		2.359.159.863	2.334.080.286
EQUITY			
Equity attributable to owners of parent		1.830.667.021	1.828.744.022
Issued capital	13	141.750.000	141.750.000
Other Accumulated Comprehensive Income (Loss) that will not be Reclassified in Profit or Loss		353.188.724	353.350.901
Gains (Losses) from investments in equity instruments		0	0
Gains (Losses) on Revaluation and Remeasurement		353.188.724	353.350.901
Increases (Decreases) on Revaluation of Property, Plant and Equipment	13	349.167.919	349.330.096
Gains (Losses) on Remeasurements of Defined Benefit Plans		4.020.805	4.020.805
Other Accumulated Comprehensive Income (Loss) that will be Reclassified in Profit or Loss		1.019.357.602	930.685.955
Exchange Differences on Translation		990.062.473	901.950.858
Gains (Losses) on Hedge		424.873	-135.159
Gains (Losses) on Cash Flow Hedges		424.873	-135.159
Gains (Losses) on Revaluation and Reclassification		28.870.256	28.870.256
Gains (Losses) on Remeasuring and/or Reclassification of Available-for-sale Financial Assets	13	28.870.256	28.870.256
Restricted Reserves Appropriated From Profits	13	57.123.359	38.175.257
Legal Reserves		57.123.359	38.175.257
Prior Years' Profits or Losses		247.178.419	121.216.636
Current Period Net Profit Or Loss		12.068.917	243.565.273
Non-controlling interests	13	1.677.600	1.542.797
Total equity		1.832.344.621	1.830.286.819
Total Liabilities and Equity		4.191.504.484	4.164.367.105

# Statement of Profit or Loss and Other Comprehensive Income

Presentation Currency	TL
Nature of Financial Statements	Consolidated

	Footnote Reference	Current Period 01.01.2018 - 31.03.2018	Previous Period 01.01.2017 - 31.03.2017
<b>Statement of Profit or Loss and Other Comprehensive Income</b>			
<b>PROFIT (LOSS)</b>			
Revenue	14	717.320.868	551.995.500
Cost of sales	14	-622.573.130	-473.952.136
GROSS PROFIT (LOSS) FROM COMMERCIAL OPERATIONS		94.747.738	78.043.364
GROSS PROFIT (LOSS)		94.747.738	78.043.364
General Administrative Expenses	15,16	-37.936.888	-33.165.216
Marketing Expenses	15,16	-11.363.583	-9.911.695
Research and development expense		0	0
Other Income from Operating Activities	17	9.730.313	8.507.817
Other Expenses from Operating Activities	17	-2.463.466	-2.579.674
PROFIT (LOSS) FROM OPERATING ACTIVITIES		52.714.114	40.894.596
Investment Activity Income	18	964.554	0
Investment Activity Expenses		0	0
PROFIT (LOSS) BEFORE FINANCING INCOME (EXPENSE)		53.678.668	40.894.596
Finance income	19	1.578.275	2.072.633
Finance costs	19	-27.718.361	-20.435.109
PROFIT (LOSS) FROM CONTINUING OPERATIONS, BEFORE TAX		27.538.582	22.532.120
Tax (Expense) Income, Continuing Operations		-15.427.460	-4.780.377
Current Period Tax (Expense) Income	21	-804.949	-7.074.831
Deferred Tax (Expense) Income	21	-14.622.511	2.294.454
PROFIT (LOSS) FROM CONTINUING OPERATIONS		12.111.122	17.751.743
PERIOD PROFIT/LOSS FROM DISCONTINUED OPERATIONS		0	0
PROFIT (LOSS)		12.111.122	17.751.743
<b>Profit (loss), attributable to [abstract]</b>			
Non-controlling Interests	13	42.205	16.936
Owners of Parent		12.068.917	17.734.807
<b>Earnings per share [abstract]</b>			
<b>Earnings per share [line items]</b>			
<b>Basic earnings per share</b>			
Basic Earnings (Loss) Per Share from Continuing Operations			
<i>Pay Başına Kazanç</i>	22	0,00009000	0,00013000
<b>Diluted Earnings Per Share</b>			
<b>OTHER COMPREHENSIVE INCOME</b>			
Other Comprehensive Income that will not be Reclassified to Profit or Loss		0	-23.981.096
Gains (Losses) on Revaluation of Property, Plant and Equipment		0	-23.981.096
Gains (Losses) on Remeasurements of Defined Benefit Plans		0	0
Other Comprehensive Income That Will Be Reclassified to Profit or Loss		88.764.245	53.065.365
Exchange Differences on Translation		88.204.213	54.544.836
Gains (Losses) on Exchange Differences on Translation		88.204.213	54.544.836
Other Comprehensive Income (Loss) Related with Cash Flow Hedges		560.032	-1.479.471
Gains (Losses) on Cash Flow Hedges		560.032	-1.479.471
<b>OTHER COMPREHENSIVE INCOME (LOSS)</b>		<b>88.764.245</b>	<b>29.084.269</b>
<b>TOTAL COMPREHENSIVE INCOME (LOSS)</b>		<b>100.875.367</b>	<b>46.836.012</b>
<b>Total Comprehensive Income Attributable to</b>			
Non-controlling Interests	22	134.803	67.525
Owners of Parent		100.740.564	46.768.487

# Statement of cash flows (Indirect Method)

Presentation Currency	TL
Nature of Financial Statements	Consolidated

	Footnote Reference	Current Period 01.01.2018 - 31.03.2018	Previous Period 01.01.2017 - 31.03.2017
<b>Statement of cash flows (Indirect Method)</b>			
<b>CASH FLOWS FROM (USED IN) OPERATING ACTIVITIES</b>		<b>-354.177.780</b>	<b>-192.663.494</b>
Profit (Loss)		12.111.122	17.751.743
Profit (Loss) from Continuing Operations		12.111.122	17.751.743
<b>Adjustments to Reconcile Profit (Loss)</b>		<b>21.194.363</b>	<b>19.309.586</b>
Adjustments for depreciation and amortisation expense	18-19	24.640.938	21.927.578
Adjustments for Impairment Loss (Reversal of Impairment Loss)		140.904	-1.508.235
Adjustments for Impairment Loss (Reversal of Impairment Loss ) of Receivables	10	0	0
Adjustments for Impairment Loss (Reversal of Impairment Loss) of Other Financial Assets or Investments	7	140.904	232.793
Adjustments for Impairment Loss (Reversal of Impairment Loss) of Inventories	13	0	-1.741.028
Adjustments for provisions		1.896.851	1.613.714
Adjustments for (Reversal of) Provisions Related with Employee Benefits	24	1.896.851	1.613.714
Adjustments for Dividend (Income) Expenses	32	-19.589	0
Adjustments for Interest (Income) Expenses		26.140.086	18.362.476
Adjustments for Interest Income	33	-1.578.275	-2.072.633
Adjustments for interest expense	33	27.718.361	20.435.109
Adjustments for unrealised foreign exchange losses (gains)		-46.087.322	-25.866.324
Adjustments for Tax (Income) Expenses	35	15.427.460	4.780.377
Adjustments for losses (gains) on disposal of non-current assets		-944.965	0
Adjustments for Losses (Gains) Arised From Sale of Tangible Assets	18	-944.965	0
Adjustments for (Income) Expense Caused by Sale or Changes in Share of Associates, Joint Ventures and Financial Investments		0	0
<b>Changes in Working Capital</b>		<b>-386.104.691</b>	<b>-238.137.582</b>
Adjustments for decrease (increase) in trade accounts receivable		-120.333.835	-116.839.345
Decrease (Increase) in Trade Accounts Receivables from Related Parties	37	871.657	-12.867.568
Decrease (Increase) in Trade Accounts Receivables from Unrelated Parties	10	-121.205.492	-103.971.777
Adjustments for Decrease (Increase) in Other Receivables Related with Operations		4.882.679	-9.393.511
Decrease (Increase) in Other Unrelated Party Receivables Related with Operations	11	4.882.679	-9.393.511
Adjustments for decrease (increase) in inventories	13	-210.368.121	-91.312.522
Decrease (Increase) in Prepaid Expenses	14	7.824.865	28.982.374
Adjustments for increase (decrease) in trade accounts payable		-60.240.220	-24.199.528
Increase (Decrease) in Trade Accounts Payables to Related Parties	37	96.486.760	91.012.139
Increase (Decrease) in Trade Accounts Payables to Unrelated Parties	10	-156.726.980	-115.211.667
Adjustments for increase (decrease) in other operating payables		9.806.749	421.504
Increase (Decrease) in Other Operating Payables to Unrelated Parties		9.806.749	421.504
Other Adjustments for Other Increase (Decrease) in Working Capital		-17.676.808	-25.796.554
Decrease (Increase) in Other Assets Related with Operations		-15.852.836	-13.757.873
Increase (Decrease) in Other Payables Related with Operations		-1.823.972	-12.038.681
<b>Cash Flows from (used in) Operations</b>		<b>-352.799.206</b>	<b>-201.076.253</b>
Cash Outflows Due to Capital Increases of Associates, Joint Ventures and Cooperative Activities		-146.063	-229.471
Payments Related with Provisions for Employee Benefits	24	-972.828	-2.232.223
Income taxes refund (paid)	35	-275.659	10.874.453
Other inflows (outflows) of cash		15.976	0
<b>CASH FLOWS FROM (USED IN) INVESTING ACTIVITIES</b>		<b>-11.216.031</b>	<b>-15.539.053</b>
Proceeds from sales of property, plant, equipment and intangible assets		944.965	0
Proceeds from sales of property, plant and equipment		944.965	0
Purchase of Property, Plant, Equipment and Intangible Assets	18-19	-12.180.585	-15.793.755
Cash Inflows from Sales of Assets Held for Sale		0	254.702
Dividends received	32	19.589	0
<b>CASH FLOWS FROM (USED IN) FINANCING ACTIVITIES</b>		<b>-72.900.425</b>	<b>202.503.687</b>

Proceeds from borrowings		4.870.774.613	6.246.788.826
Proceeds from Loans		4.870.774.613	6.246.788.826
Repayments of borrowings		-4.819.277.419	-5.931.642.031
Loan Repayments		-4.819.277.419	-5.931.642.031
Dividends Paid		-98.817.565	-92.801.161
Interest paid	19	-27.158.329	-21.914.580
Interest Received	19	1.578.275	2.072.633
NET INCREASE (DECREASE) IN CASH AND CASH EQUIVALENTS BEFORE EFFECT OF EXCHANGE RATE CHANGES		-438.294.236	-5.698.860
Effect of exchange rate changes on cash and cash equivalents		24.238.126	3.413.061
Net increase (decrease) in cash and cash equivalents		-414.056.110	-2.285.799
CASH AND CASH EQUIVALENTS AT THE BEGINNING OF THE PERIOD		516.518.575	100.596.675
CASH AND CASH EQUIVALENTS AT THE END OF THE PERIOD		102.462.465	98.310.876



## Statement of changes in equity [abstract]

<b>Presentation Currency</b>	TL
<b>Nature of Financial Statements</b>	Consolidated

[illegible]

Current Period 01.01.2019 - 31.03.2018	Dividends Paid																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																											
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