

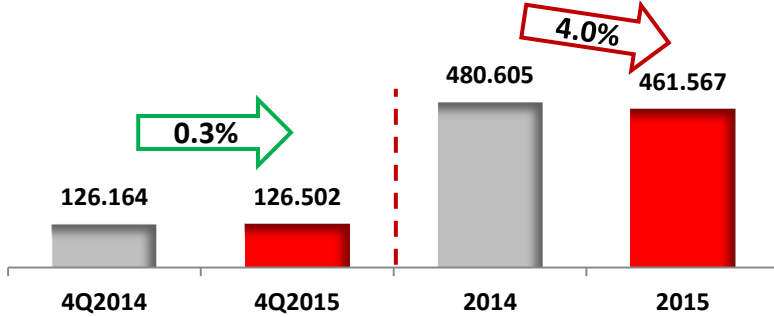


BİSKÜVİ SANAYİ A.Ş.

ULKER BISKUVI REPORTS FOURTH QUARTER OF 2015 RESULTS FOR THE PERIOD, ENDED DECEMBER 31, 2015

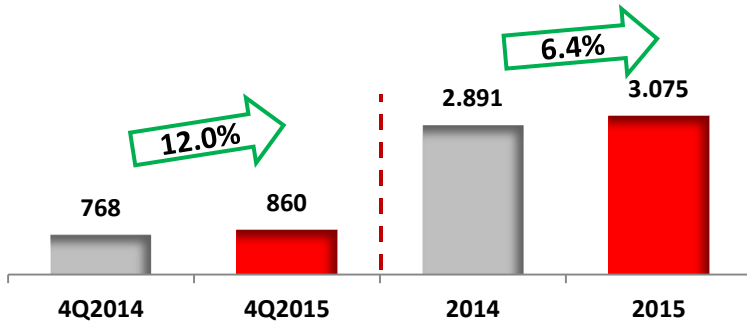
Istanbul, Turkey – March 2, 2016 – Ulker Biskuvi Sanayi A.S. (BIST: ULKER.TI; Bloomberg: ULKER.TI; Reuters: ULKER.IS) (“Ulker”), Turkey’s leading producer of biscuits, chocolates, chocolate covered products, crackers, wafers and cakes, reported its 4Q 2015 results, ended December 31, 2015.

Sales Volume (Ton)



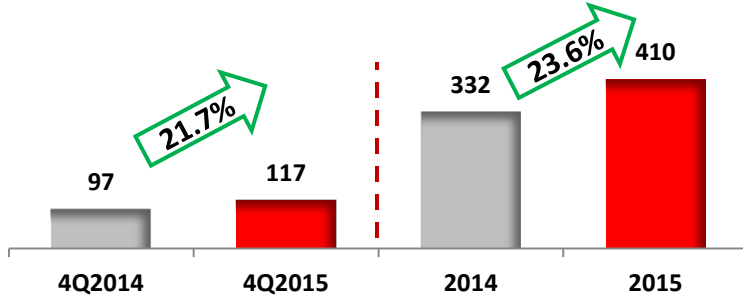
Sales volume was up by 0.3% in 4Q15 over 4Q14

Sales Revenue (TL mln)



In 4Q15, sales revenue was up by 12.0% and reached TL 860 mln

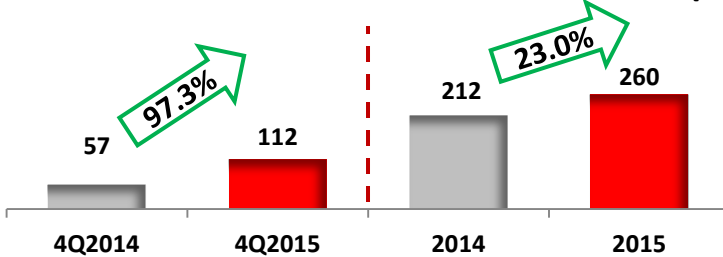
EBITDA* (TL mln)



EBITDA elevated by 21.7% to TL 117 mln vs TL 97 mln in 4Q2014

(*) Excluding extraordinary income/(expense)

Net Profit (TL mln)



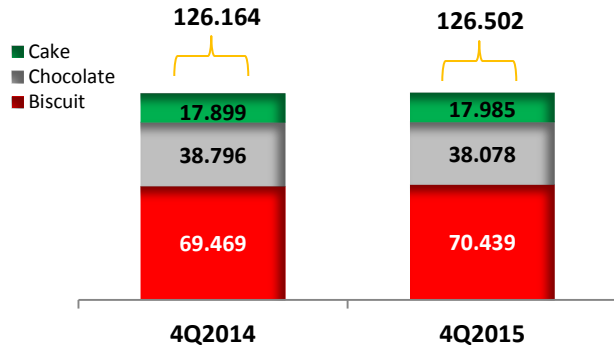
In 4Q15, net profit was up to TL 112 mln on the back of better operational performance coupled with FX gains

Ulker Biskuvi

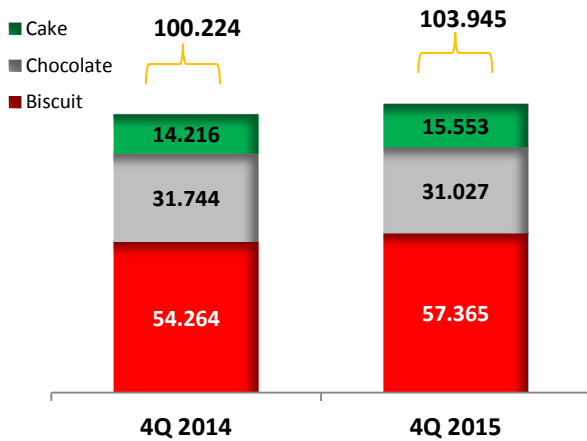
4Q 2015 Earnings Results Release – March 2, 2016

<http://ulkerbiskuviinvestorrelations.com/en/default.aspx>

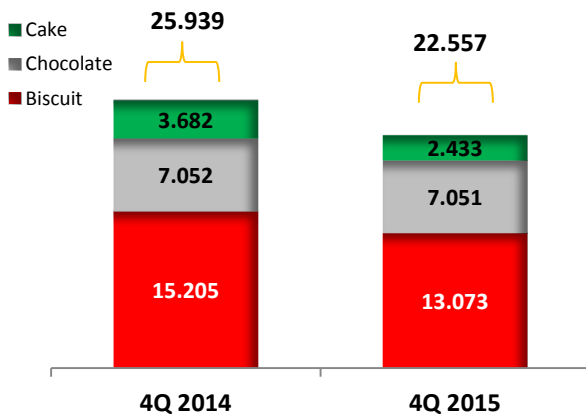
Sales Volume (Ton)



Domestic Sales Volume (Ton)



Export Sales Volume (Ton)



4Q15 Financial Results

Consolidated sales volume slightly increased to 127K tonnes in the fourth quarter over the comparable period. The higher volume mainly resulted from better domestic operations thanks to higher sales in biscuits and cake categories despite the fact that weak export activities limited the higher volume growth.

In terms of domestic sales volume, our volume was up by 3.7%. Export volume contracted by 13.0% to 23K tons mainly due to low sales figures in Iraq, Yemen, and Algeria.

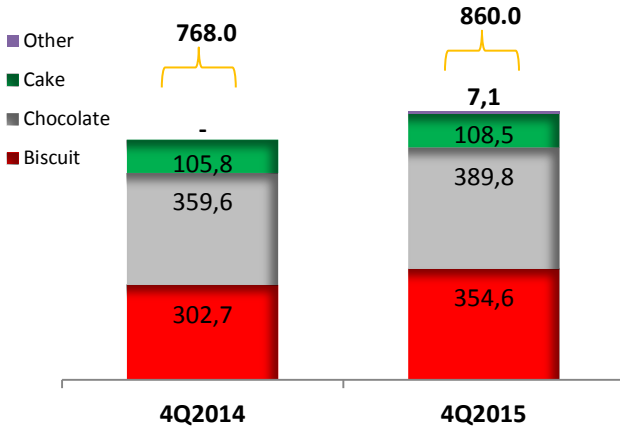
Consolidated biscuit sales volume was up by 1.4% in the quarter. Domestic biscuits sales volume grew by 5.7%, whereas export sales volume dropped by 14.0%. Media investment and 360 marketing activities carried for our star SKU's.

In 4Q15, chocolate sales volume decreased by 1,8% as a result of SKU optimization. On the other hand, domestic chocolate sales volume decreased by 2.3%. Sampling activities and in store visibility practices are done in the fourth quarter.

Chocolate exports were impacted by instability in neighboring countries yet ended the quarter with 7K tons similar to the same quarter of last year.

Cake Sales volume reached 18K tons in the fourth quarter. Lower export volume limited the growth at this category.

Sales Revenue (TL mln)



Consolidated revenues for the fourth quarter of 2015 was TL 860.0 million, an increase of 12.0% when compared to revenues of TL 768.0 million recorded in the same period of 2014.

In the quarter, domestic sales revenue elevated by 16.3% whereas export revenue contracted by 10.5% over 4Q14.

Average price per ton in domestic market was up by 10.7% year on year due to combination of both carry on impact of price adjustments and mix impact.

Average biscuit price increased by 17.9% in domestic market and expanded by 5.2% in exports. Carry on pricing effect and mix impact were the main motives behind the growth in domestic market.

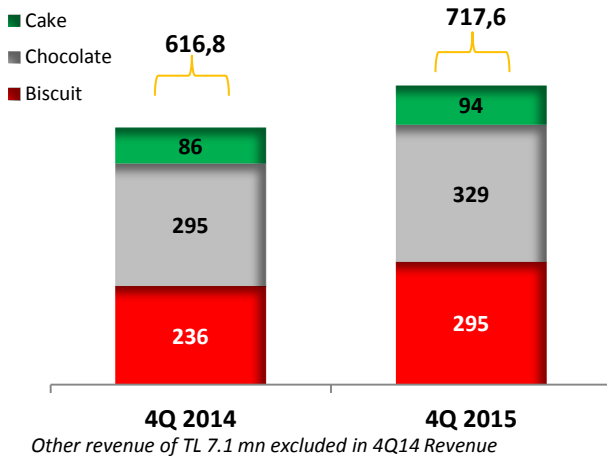
In chocolate category, average domestic price rose by 14.7% and export price scaled down by 6.8% carrying average category price increase to 10.4%.

Average cake price increased by 2.1% in the quarter over the comparable period.

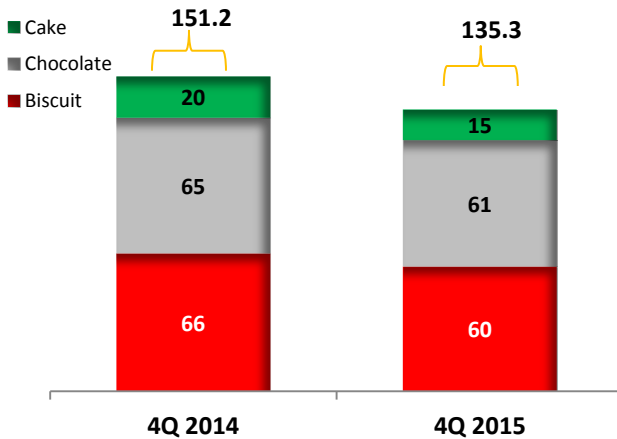
Gross profit increased by 7.6% to TL 179 million on the back of lower discounts and change in channel mix as well as carry on price increase despite the negative impact of both rising costs as well volatility in the currencies.

Gross margin contracted by 0.9 pp and reached 20.8% in 4Q15 mainly as a result of higher prices in cacao, oil and nuts.

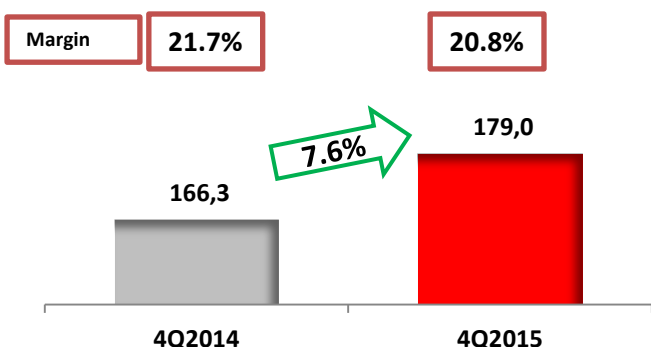
Domestic Sales Revenue (TL mln)



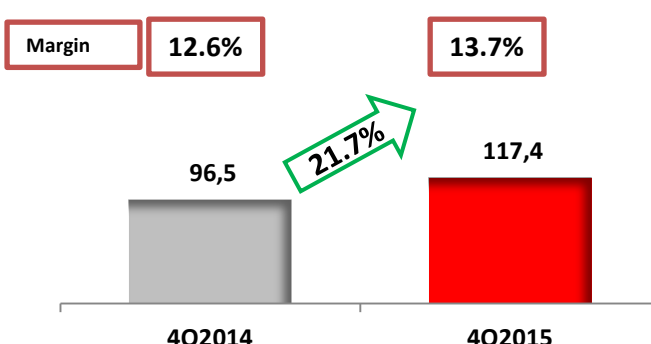
Export Sales Revenue (TL mln)



Gross Profit (TL mln)



EBITDA (TL mln)



(TL mn)	4Q 2014	4Q 2015
Other Income From Operations	22.3	17.6
FX Gain From Trade Rec&Pay	3.3	(0.8)
Due Date Inc. From Credit Sales	15.0	11.9
Other Income From Operations	4.0	6.5
Other Expense From Operations	24.3	5.8
FX Loss From Trade Rec&Pay	3.2	(1.4)
Due Date Exp. From Credit Purchases	8.5	6.4
Other Expense From Operations	12.6	0.8
Net Other Inc/Exp From Operations	(2.0)	11.8

(TL mn)	4Q 2014	4Q 2015
Income From Investing Activities	40.1	31.4
FX gain from investing activities*	29.5	12.0
Interest Income	7.7	15.8
Fixed asset sales income	0.1	0.4
Other	2.8	3.2
Expense From Investing Activities	18.5	101.4
FX loss from investing activities*	18.5	101.1
Fixed asset sales loss	0.0	0.2
Net Inc/Exp From Investing Activities	21.6	(70.0)

*FX Income from bank deposits

Consolidated adjusted EBITDA (excluding other operating income/expense) for 4Q15 was TL 117.4 million compared to TL 96.5 million in the same period of 2014.

Adjusted EBITDA margin enhanced to record high 13.7% compared to all the fourth quarters and 12.6% recorded in the same period of last year.

The improvement at the EBITDA margin was mainly as a result of tight opex management. The decrease in G&A expense is mainly due to decrease in personnel cost expense and decrease in overhead expense.

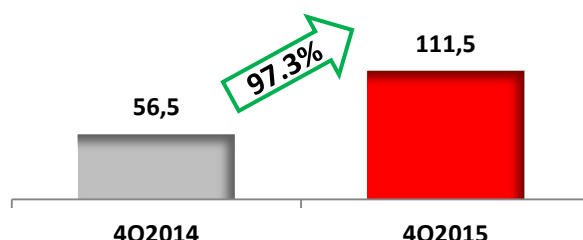
Net Foreign Exchange gain amounted TL 14.3 million in the fourth quarter due to stronger TL against foreign currencies.

Net income for 4Q15 totaled TL 111.5 million whereas TL 56.5 million was recorded for the same period of 2014. FX loss recorded in the quarter supported the bottom line growth on top of better operational performance.

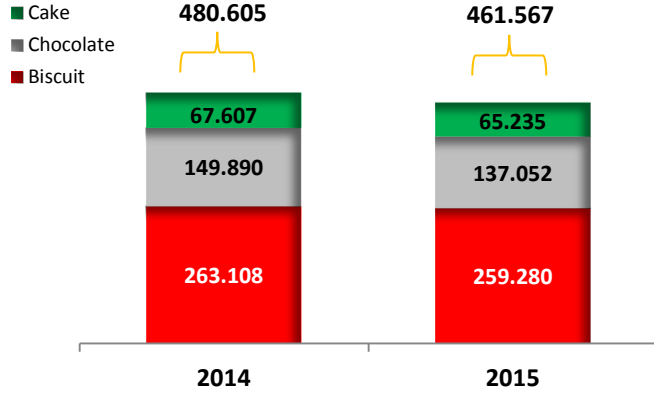
As of December 31, 2015, the Company's net debt totaled TL 364 million compared to TL 301 million in December 31, 2014.

(TL mn)	4Q 2014	4Q 2015
Net Foreign Exchange Gain/Loss		
From Operations	0.2	0.6
Net Foreign Exchange Gain/Loss		
From Investments	10.9	(89.1)
Net Foreign Exchange Gain/ Loss		
From Finance	(13.2)	102.8
Net Foreign Exchange Gain/Loss	(2.1)	14.3

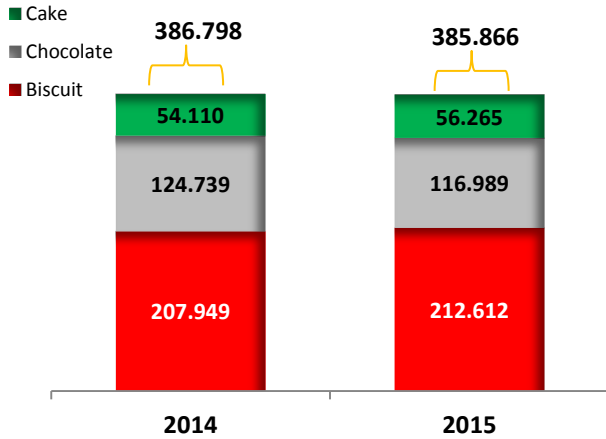
Net Profit (TL mln)



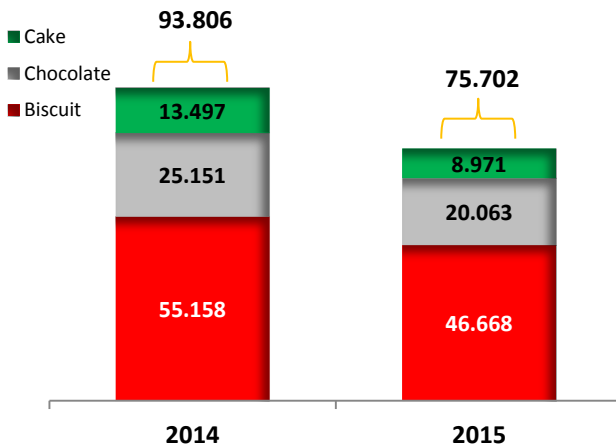
Sales Volume (Ton)



Domestic Sales Volume (Ton)



Export Sales Volume (Ton)



2015 Financial Results

Consolidated sales volume decreased by 4.0% to 462K tonnes in 2015 over the comparable period. The lower volume mainly resulted from SKU optimization at Biskot level and weak export activities.

In terms of domestic sales volume, our volume was down by 0.2% on the back of weak chocolate non branded sales.

Export volume contracted by 19.3% to 76K tons mainly due to low sales figures in Iraq, Yemen, and Algeria.

Consolidated biscuit sales volume was down by 1.5% in 2015. Domestic biscuits sales volume grew by 2.2%, whereas export sales volume dropped by 15.4%.

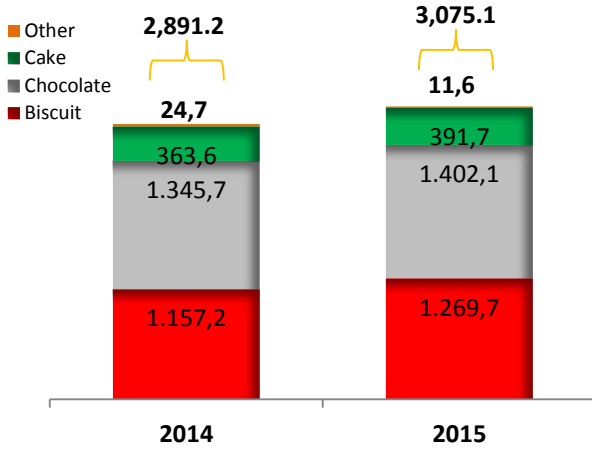
In 2015, chocolate sales volume decreased by 8.6% mainly due to weak export activities, and SKU optimization in Biskot. On the other hand, domestic chocolate sales volume decreased by 6.2%.

Chocolate exports were impacted by instability in neighboring countries with a decrease of 20.2% in volume in 2015.

Cake Sales volume was down by 3.5%, reaching 65K tons in 2015. Lower export volume led volume decline in this category.

Consolidated revenues for 2015 was TL 3,075.1 million, an increase of 6.4% when compared to revenues of TL 2,891.2 million in 2014.

Sales Revenue (TL mln)



In 2015, domestic sales revenue elevated by 11.8% whereas export revenue contracted by 15.2% over 2014.

Average price per ton in domestic market was up by 12.0% year on year due to combination of both carry on impact of price adjustments and mix impact.

Average biscuit price increased by 12.6% in domestic market and rose by 5.5% in exports. Carry on pricing effect and mix impact were the main motives behind the growth in domestic market.

In chocolate category, average domestic price elevated by 15.2% and export price scaled up by 3.9% carrying average category price increase to 14.0%.

Average cake price increased by 11.6% in 2015 over 2014.

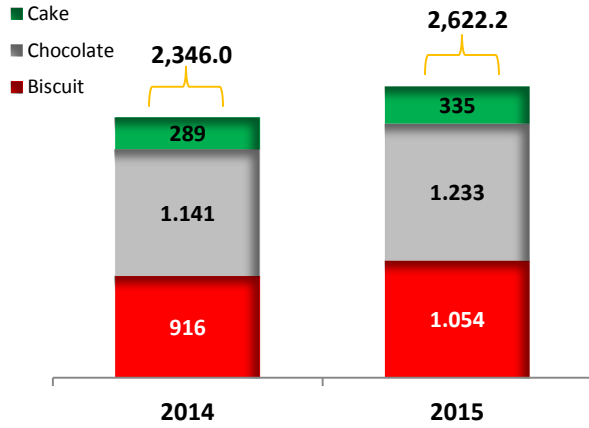
Gross profit increased by 9.7% to TL 666.7 million on the back of lower discounts and change in channel mix as well as carry on price increase despite the negative impact of both rising costs as well volatility in the currencies.

Gross margin enhanced by 0.7 pp and reached 21.7% in 2015.

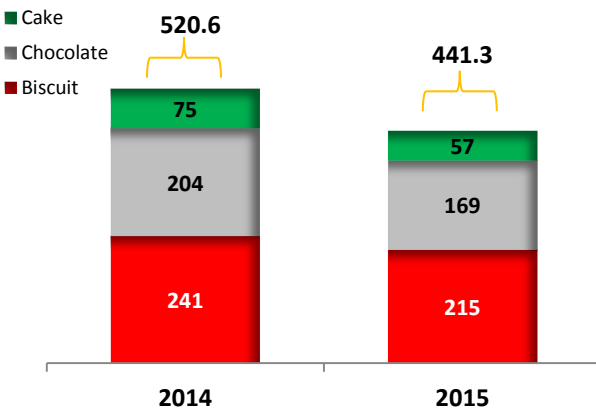
Consolidated adjusted EBITDA (excluding other operating income/expense) for 2015 was TL 410.1 million compared to TL 331.9 million in 2015.

Adjusted EBITDA margin enhanced to 13.3%, which is an all time high compared to 11.5% recorded in 2015.

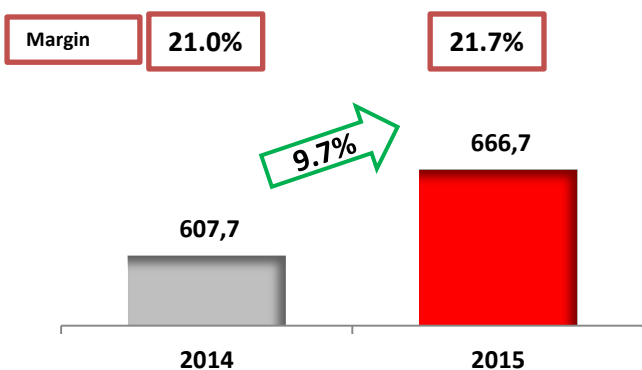
Domestic Sales Revenue (TL mln)



Export Sales Revenue (TL mln)



Gross Profit (TL mln)



(TL mn)	2014	2015
Other Income From Operations	82.8	84.7
FX Gain From Trade Rec&Pay	14.8	21.9
Due Date Inc. From Credit Sales	56.4	50.0
Other Income From Operations	11.6	12.8
Other Expense From Operations	74.9	52.2
FX Loss From Trade Rec&Pay	10.7	15.0
Due Date Exp. From Credit Purchases	44.7	34.1
Other Expense From Operations	19.5	3.1
Net Other Inc/Exp From Operations	8.0	32.5

(TL mn)	2014	2015
Income From Investing Activities	150.7	454.7
FX gain from investing activities*	111.3	389.1
Interest Income	29.9	55.2
Fixed asset sales income	0.2	0.8
Other	9.3	9.6
Expense From Investing Activities	51.4	190.1
FX loss from investing activities*	50.2	189.4
Fixed asset sales loss	1.2	0.6
Net Inc/Exp From Investing Activities	99.3	264.6

*FX Income from bank deposits

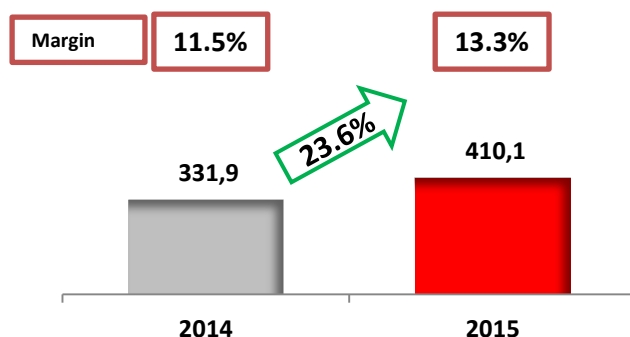
(TL mn)	2014	2015
Net Foreign Exchange Gain/Loss		
From Operations	4.2	6.9
Net Foreign Exchange Gain/Loss		
From Investments	61.1	199.6
Net Foreign Exchange Gain/ Loss		
From Finance	(79.6)	(262.4)
Net Foreign Exchange Gain/Loss	(14.3)	(55.9)

The improvement at the EBITDA margin was mainly as a result of improvement in gross margin and better opex management. The decrease in G&A expense is mainly due to decrease in personnel cost expense and decrease in overhead expense.

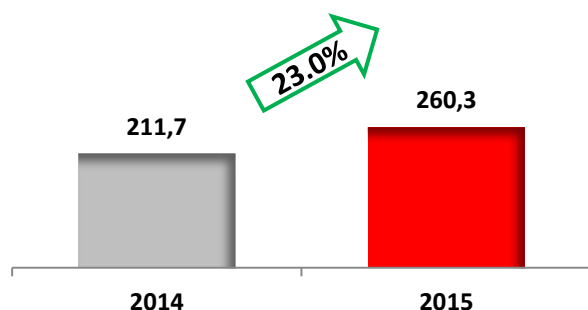
Net Foreign Exchange loss amounted TL 55.9 million in 2015 due to weaker TL against foreign currencies.

Net income for 2015 totaled TL 260.3 million whereas TL 211.7 million in 2014. FX loss recorded in 2015 limited the bottom line growth.

EBITDA (TL mln)



Net Profit (TL mln)



Message from CEO of Ülker

Mr. Mehmet Tutuncu, Chief Executive Officer of Ülker, commented about the performance of Company:

The successful results that were delivered in 2015 mainly derived from accurate planning and carefully but rapidly taking actions.

Despite challenges in 2015, Ülker Bisküvi improved its operating performance: Ülker increased its sales by 6% in 2015 and closed the year with a turnover of TL 3.1 billion. Ülker's profit also increased by 23% over the same period, rising to TL 260 million from TL 212 million.

Our strategic actions also had a positive impact on our success:

We aimed to maintain an affordable price range for our consumers during the 2015 period.

We kept our consumer relationships fresh, launching our new products while maintaining the quality and success of existing products.

We implemented models that will increase efficiency and savings across our value chain.

We developed relevant partnerships with retail channels.

We planned ahead and took fast action.

We reinforced our customers' longstanding trust in Ülker, thanks to the efforts of our employees who consistently strive for an outstanding performance.

The financial and operational successes we achieved by the end of the year indicate that Ülker has a solid foundation for sustainable and profitable growth despite the challenging conditions it has faced. Creating consistency across the value chain in order to achieve efficiency and our shared objectives is essential for sustaining this kind of growth.

While we are investing in sustainability, we target to maximize shareholder value by managing intangible assets including our human capital, brand and reputation value, and innovation culture.

Webcast & Teleconference

In conjunction with the earnings results, Ülker will host a conference call, which will take place at 9:30 am (Eastern) / 2:30 pm (London) / 4:30 pm (Istanbul) on Thursday, March 3rd, 2016 to discuss the 4Q 2015 results. Interested parties may participate in the conference call by dialing the following numbers listed below:

U.S. or International Participants: (+1) 877 887 4163 (toll-free)

UK Participants: +44 20 3043 2440 (toll-free)

Turkey Participants: +90 212 705 2920

India Participants: +00 0800 001 6704 (toll-free)

Pin Code: 4689462#

The conference call will also be simultaneously broadcasted live over the Internet. Participants can access the webcast under the Company's Investor Relations section at <http://ulkerbiskuviiinvestorrelations.com/en/financial-and-operational-data/webcast-and-podcast.aspx> or can [click here](#). Please allow extra time prior to the call to visit the site and download the streaming media software required to listen to the Internet broadcast. The online archive of the broadcast will be available within two hours of the live call.

The presentation of the Fourth Quarter of 2015 results will be available on the Company's Web site at <http://ulkerbiskuviyatirimciiliskileri.com/default.aspx> or <http://ulkerbiskuviiinvestorrelations.com/en/default.aspx> following the final disclosure to the Borsa İstanbul.

About Ülker

Ülker, established in 1944, is one of the best recognized FMCG brand in the dynamic Turkish market. Over its 70-year history, Ülker have attained a leading market share in confectionery business.

Ülker produces biscuits, crackers, chocolate covered biscuits, wafers, cakes, chocolates and chocolate related products at its six production facilities strategically located across Turkey. Ülker's marketing and distribution channel covering 175.000 sales points across Turkey is the widest and most sophisticated network in the country, serving as a competitive edge.

Ülker is traded on the Borsa İstanbul under the ticker ULKER TI (Bloomberg) and ULKER.IS (Reuters). For more information on Ülker or to view the full products offered to consumers, please visit us at www.ulker.com.tr

Forward Looking Statements

Any statements set forth herein that are not historical facts are forward-looking statements that involve risks and uncertainties that could cause actual results to differ materially from those in the forward-looking statements.

Forward-looking statements can be recognized by the use of words such as "expects," "plans," "will," "could", "estimates," "projects," "intends," or words of similar meaning. Such forward-looking statements speak only as of the date of this press release, and are not guarantees of future performance. Such forward-looking statements involve risks and uncertainties that may cause actual results, performance or financial condition to materially differ from those expressed or implied in the forward-looking statements as a result of various factors and assumptions.

The Company undertakes no obligation to revise forward-looking statements to reflect events or circumstances after the date of this press release. Potential risks and uncertainties including changes in applicable regulations, and other information detailed from time to time in the Company's filings and future filings with the BIST or the Turkish Capital Markets Board. Accordingly, although the Company believes that the expectations reflected in such forward-looking statements are reasonable, there can be no assurance that such expectations will prove to be correct.

Income Statement (in TL mn)	4Q 2014	4Q 2015	2014	2015
Sales Revenues	768.0	860.0	2,891.2	3,075.1
Growth (%)		%12.0		%6.4
Gross Profit	166.3	179.0	607.7	666.7
Growth (%)		%7.6		%9.7
Gross Profit Margin	21.7%	20.8%	21.0%	21.7%
Marketing, Sales & Distribution Expenses	(65.5)	(56.3)	(235.3)	(232.3)
General Administration Expenses	(14.0)	(16.1)	(81.2)	(71.7)
Research Expenses	(3.6)	(3.6)	(13,7)	(8.8)
Other Operating Inc/Exp, net	(2.0)	11.8	7.9	32.5
Operating Profit	81.2	114.6	285.3	386.4
Income from Investments	21.6	(70.0)	99.3	264.6
Operating Profit before Financial Inc/Exp	102.8	44.6	384.6	651.0
Finance Inc/Exp, net	(27.0)	81.3	(121.4)	(331.2)
Profit Before Taxation	75.8	125.9	263.2	319.8
Tax Charge from Continued Operations	(8.7)	(8.3)	(28.2)	(36.1)
PROFIT FOR THE PERIOD	67.1	117.6	235.0	283.7
Non – Controlling Interests	(10.6)	(6.1)	(23.3)	(23.4)
Equity Holders of the Parent	56.5	111.5	211.7	260.3

(in TL mn)	2012	2013	2014	2015
Current Assets	2.259	2.129	2.037	2.419
Non-current Assets	898	1.033	1.151	1.508
Current Liabilities	1.143	1.827	657	654
Non-current Liabilities	934	67	1.301	1.634
Shareholders Equity	1.080	1.268	1.230	1.639
Total Financial Liabilities	1.501	1.260	1.335	1.683
- Short-Term	614	1.250	91	113
- Long-Term	887	10	1.244	1.570
Net Debt	102	92	301	364