

**AKSA AKRİLİK KİMYA SANAYİ A.Ş.**

BOARD OF DIRECTORS' REPORT  
FOR THE NINE MONTHS PERIOD ENDED  
30 SEPTEMBER 2010

## 1- AKSA IN BRIEF

### Scope and Purpose

Aksa Akrilik Kimya Sanayi A.Ş., whose core business is the acrylic-based production of tow, tops and fiber and which belongs to the Akkök Group of Companies, was established in 21 November 1968 with %100 Turkish capital. It started production with the capacity of 5.000 ton/year in the factory of Yalova in 1971, which is established on the field of 550 dunam. It started exporting in 1977. Aksa is the largest integrated manufacturer of acrylic fiber under single roof in the world, which has come to the production level of 308.000 ton/year over the years without compromising its progress and development policy in production process. AKSA started up carbon fiber production plant with a capacity of 1500 tons/year and started commercial sales simultaneously in the second half of 2009. In the second quarter of 2009, AKSA added energy generation to its subject of activities by acquiring an energy generation plant. Today in the 5 continents, in more than 50 countries nearly 300 domestic and foreign industrial enterprises utilize the products and the services of Aksa. The mission of AKSA is to become the World's first choice in acrylic based textile and technical fibre production and to be recognized as an efficient, innovative, environmently friendly partner, with customer focused business model. The address of the headquarters of Aksa, which is a registered equity company in Istanbul, is: Miralay Şefikbey Sok No:15 Gümüşsuyu /İstanbul. %41,7 of the shares have been offered to the public and traded in Istanbul Stock Exchange.

### Shareholding Structure

<b><u>Shareholder</u></b>	<b><u>Share (%)</u></b>	<b><u>Value (TL)</u></b>
Akkök Sanayi ve Yatırım A.Ş.	39,58	73.223.000
Emniyet Ticaret A.Ş.	18,72	34.632.000
Other	41,70	77.145.000
<b>Total</b>	<b>100,00</b>	<b>185.000.000</b>

## 2. MAIN FINANCIAL INDICATORS

### SINGLE BALANCE SHEET

	30.09.2010 USD	31.12.2009 USD
<b>Assets</b>	<b>841.214.119</b>	<b>808.967.429</b>
<b>Current Assets</b>	<b>389.139.175</b>	<b>390.651.679</b>
Cash and cash equivalents	37.388.044	64.003.400
Trade receivables	208.641.154	218.250.685
Inventories	91.936.497	73.591.934
Other Current Assets	51.173.481	34.805.660
<b>Non-Current Assets</b>	<b>452.074.944</b>	<b>418.315.750</b>
Trade receivables	4.641.238	7.791.927
Financial Investments	18.700.572	18.023.690
Tangible Non-current Assets	403.987.831	353.983.765
Intangible Non-current Assets	3.830.664	4.393.378
Other Non-current Assets	20.914.640	34.122.989
<b>Liabilities</b>	<b>841.214.119</b>	<b>808.967.429</b>
<b>Short Term Liabilities</b>	<b>204.156.755</b>	<b>209.146.157</b>
Financial Liabilities (Net)	61.691.729	87.856.246
Trade Payables	132.183.258	109.854.229
Taxes on profit for Period	0	347.559
Other Short-term Liabilities	10.281.768	11.088.123
<b>Long Term Liabilities</b>	<b>133.797.018</b>	<b>121.144.233</b>
Financial Liabilities (Net)	105.180.000	91.253.333
Trade Payables	0	1.697.212
Derivative financial instruments	3.989.177	2.514.707
Provision related to employee benefits	6.604.106	6.306.406
Deferred Tax Liability	8.405.785	9.477.656
Other Long-term Liabilities	9.617.949	9.894.920
<b>Equity</b>	<b>503.260.347</b>	<b>478.677.039</b>

Single Income Statement USD	30.09.2010	30.09.2009
NET SALES	601.648.856	390.167.171
OPERATING PROFIT	26.821.065	22.953.526
EBITDA	52.128.869	42.675.078
NET PROFIT	18.167.424	20.889.164

Ratios	30.09.2010	31.12.2009	30.09.2009
Current Ratio	1,91	1,87	2,06
Liquidity Ratio	1,46	1,52	1,65
EBITDA Margin	8,66%	11,47%	10,94%
Net Profit Margin	3,02%	4,51%	5,35%
ROIC	2,16%	3,27%	2,66%
ROE	3,61%	5,52%	4,35%

### **3- INDUSTRY OF ACRYLIC FIBER AND CARBON FIBER IN BRIEF**

The global demand for acrylic fiber in 2010 is expected to realize the same as it realized in 2009, 2 millions of ton. The demand for acrylic fiber in Turkey is expected to realize as 255 thousands of tons in 2010 while it realized 240 thousands of tons in 2009.

The increase in the price of cotton world wide in the last quarter of the year results as an increase in the demand of acrylic fiber.

January-September 2010 period the amount of exported acrylic fiber of China has decreased %5,8 comparing to the corresponding period of previous year. In addition, the amount of produced acrylic fiber in China decreased %6,6 comparing to the corresponding period of previous year. The demand was also decreased %6,4 comparing to the corresponding period of previous year and realized as 610.600 tons.

The carbon fiber market is 40.000 tons/year at present. It is forecasted that the market will grow 3 to 6 times larger in 10 years. The growth will basically base on industrial consumption fields.

### **4- INVESTMENTS**

In the first nine months of 2010, Aksa invested 58 millions of US dollar

In order to build up and improve a strong composite sector in Turkey, the R&D projects are still continuing. In addition, many other negotiations continue for strategic cooperation. After joining the JEC Composite Fair in April 2010, AKSA also joined Kompoist Istanbul in June, China Composites Pekin in September and JEC Singapur in November and continued presenting its carbon fiber brand AKSACA. AKSA has already sold carbon fiber to Construction Reinforcement and Shipping sectors China, Taiwan, Korea, New Zealand, Germany, Holland, Russia, Italy, USA, England and Turkey, also the negotiations continue for Automotive, Wind Energy and Pressure Vessels sectors. All the sales connections are made for the production amount of AKSA

AKSA, which can succesfully produce seven types of carbon fiber, aims to have a sales amount of 840 ton and the sales in the third quarter of the year are encouraging . AKSA aims to have a %5 global market share in 5 years and %10 in 2020 with its carbon fiber brand, AKSACA.

AKSA aims to complete energy power plant with a burning system working with alternative mixtures with the capacity of 100 Mwe electricity and 350 tons of wapor until the end of 2010. Aksa plans to save huge amounts with the energy investment portfolio.

AKSA has commissioned the R&D Center in 2009 by combining its R&D activities under a single roof, which have been performed in various units since its establishment. The Center, providing the R&D activities to continue more effectively coordinated, will perform its activities at full speed in order to develop new products, to decrease the costs, to increase the productivity, and thereby to gain new markets in parallel with the strategies determined for the forthcoming periods.

## **5- ASSESSMENT OF 2010 – THIRD QUARTER**

Aksa turned over 602 millions of \$ during the third quarter of 2010. The exports, having a portion of % 37 in the net sales realized 221 millions of \$.

The price of acrylic fiber has risen to 2500 USD/Ton as a result of the increase in the price of the main raw material acrylonitrile depending on the increase of the oil price in the first half, in the third quarter it realized as 2300 USD/Ton on average. The decrease in the price of the raw material caused price fluctuations in the market which stopped the orders temporarily. The price of acrylic fiber has increased %51 comparing to the corresponding period of previous year. The capacity utilization rate has been %82 in the third quarter of 2010. Sales quantity has decreased by %1,6 compared to the corresponding period of previous year.

Aksa has gained 52 millions of \$ EBITDA (Earnings Before Interest, Taxes, Depreciation and Amortization) and 18 million \$ net profit in the first quarter of 2010.

Total assets of The Company has been 841 millions of \$. Trade receivables have realized 213 millions of \$ with a decrease of %6 compared to the end of 2009. Short-term liabilities have been 204 millions of \$ with an decrease of %2 compared to the end of 2009.

## **6- EXPECTATIONS FOR 2010**

The acrylic fiber manufacturer Aksa, which is appreciated with its technology and production capacity all over the world, predicts to obtain turnover of 850 millions of \$ in 2010. Our expectation of increase in sales income and price depends on the expectation of increase in global price of raw materials Aksa predicts the average capacity utilization rate to be at least the same as it realised in 2009 and the portion of export in the total sales to remain the same as 300 millions of \$.

## **7- BOARD OF DIRECTORS**

In the Ordinary General Meeting held in 26 April 2010 the members of the board of directors are as follows:

### **Board of Directors:**

Chairman	:	Ömer DİNÇKÖK
Vice Chairman	:	Ali Raif DİNÇKÖK
Member	:	Erol LODRİK
Member	:	Nevzat AYAZ
Member	:	Hasan DENİZKURDU
Member	:	Ayça DİNÇKÖK
Member General Manager	:	Mustafa YILMAZ

### **Auditors:**

The auditors elected in the Ordinary General Meeting held in 26 April 2010 are as follows:

Bülent ÜSTÜNEL  
Yasin Hilmi YAZAN