### ANADOLU ISUZU OTOMOTİV SANAYİ VE TİCARET ANONİM ŞİRKETİ

# CONVENIENCE TRANSLATION INTO ENGLISH OF CONSOLIDATED FINANCIAL STATEMENTS TOGETHER WITH REVIEW REPORT OF INDEPENDENT AUDITORS FOR THE INTERIM PERIOD 1 JANUARY - 30 SEPTEMBER 2013

(ORIGINALLY ISSUED IN TURKISH)

#### ANADOLU ISUZU OTOMOTİV SANAYİ VE TİCARET A.Ş.

#### CONSOLIDATED FINANCIAL STATEMENTS FOR 1 JANUARY - 30 SEPTEMBER 2013

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CONSOLIDATED BALANCE SHEETS

AT 30 SEPTEMBER 2013 AND 31 DECEMBER 2012

(Amounts expressed in Turkish Lira ("TRY") unless otherwise indicated.)

	Notes	30 September 2013	Restated 31 December 2012
ASSETS			
Current Assets		528.899.258	341.823.749
Cash and cash equivalents	4	185.321.884	17.375.341
Trade receivables			
Due from related parties	28	67.760	411.807
Other trade receivables	7	137.632.563	151.327.905
Other receivables			
Other receivables	8	6.622.805	9.249.054
Inventories	9	193.888.814	155.722.136
Prepaid expenses	16	560.984	153.283
Other current assets	16	4.804.448	3.345.435
Sub Total		528.899.258	337.584.961
Assets held for sale	17	-	4.238.788
Non-current Assets		82.111.374	83.994.765
Financial assets	5	3.898	3.898
Trade receivables			
Other trade receivables	7	638.711	127.604
Other receivables			
Other receivables	8	1.923	1.569
Property, plant and equipment	10	56.299.884	55.994.613
Intangible assets	11	22.824.290	17.786.980
Goodwill	12	2.340.995	2.340.995
Prepaid expenses	16	1.673	2.796
Deferred tax asset	26	-	7.736.310
TOTAL ASSET		611.010.632	425.818.514

These consolidated financial statements as of and for the period 1 January - 30 September 2013 have been approved for issue by the Board of Directors ("BOD") on 8 October 2013 and signed by General Manager Yusuf Tuğrul ARIKAN and Finance Director Bekir TÖMEK on behalf of BOD.

ANADOLU ISUZU OTOMOTİV SANAYİ VE TİCARET A.Ş.

CONSOLIDATED BALANCE SHEETS

AT 30 SEPTEMBER 2013 AND 31 DECEMBER 2012

	Notes	30 September 2013	Restated 31 December 2012
LIABILITIES			
Current liabilities		216.178.228	187.451.634
Financial liabilities	6	52.480.462	75.697.094
Trade payables			
Due to related parties	28	103.988.134	49.538.159
Other trade payables	7	40.731.402	47.854.453
Other payables			
Due to related parties	28	9.109	13.066
Other payables	8	9.346.913	7.922.757
Deferred income	16	873.813	632.183
Current income tax liabilities	26	382.630	46.038
Provisions			
Other provisions	14	8.365.765	5.747.884
Non-current liabilities		44.420.986	72.301.211
Financial liabilities	6	30.000.000	60.000.000
Deferred income	16	1.503.790	1.300.637
Provisions			
Provision for employee benefits	15	11.871.889	11.000.574
Deferred tax liabilities	26	1.045.307	-
EQUITY	18	350.411.418	166.065.669
Shareholders' equity		350.392.272	166.046.871
Paid-in capital		25.419.707	25.419.707
Adjustment to share capital		86.901.880	86.901.880
Other comprehensive income/expense items that will not be reclassified to profit or loss Remeasurements of provision for employment termination benefits		(285.530)	(70.483)
Restricted reserves		14.744.014	14.693.894
Retained earnings		39.048.753	37.762.889
Net income for the period		184.563.448	1.338.984
Non-controlling interests	18	19.146	18.798
TOTAL LIABILITIES AND EQUITY		611.010.632	425.818.514

ANADOLU ISUZU OTOMOTİV SANAYİ VE TİCARET A.Ş.

#### CONSOLIDATED STATEMENTS OF INCOME AND OTHER COMPREHENSIVE INCOME

FOR THE INTERIM PERIOD ENDED 1 JANUARY - 30 SEPTEMBER 2013 AND 2012

			Restated		Restated
	Notes	01.01.2013- 30.09.2013	01.01.2012- 30.09.2012	01.07.2013- 30.09.2013	01.07.2012- 30.09.2012
CONTINUING OPERATIONS					
Revenue	19	403.570.067	350.369.395	133.245.671	121.010.565
Cost of sales (-)	19	(337.052.259)	(306.658.884)	(113.035.427)	(106.219.698)
GROSS PROFIT		66.517.808	43.710.511	20.210.244	14.790.867
General administrative expenses (-)	20	(18.923.379)	(16.559.421)	(6.041.096)	(5.551.317)
Marketing, selling and distribution expenses (-)	20	(35.522.390)	(28.195.492)	(11.793.948)	(9.680.210)
Research and development expenses (-)	20	(1.597.666)	(1.137.972)	(733.730)	(456.690)
Other income	22	4.560.224	7.803.614	423.934	799.347
Other expenses (-)	22	(3.209.522)	(2.687.055)	(1.672.770)	(274.451)
OPERATING PROFIT		11.825.075	2.934.185	392.634	(372.454)
Income from investing activities	23	187.257.554	107.298	184.846.845	-
Expenses from investing activities (-)	23	(654)	(83.062)	(654)	-
OPERATING PROFIT BEFORE FINANCIAL INCOME AND EXPENSES		199.081.975	2.958.421	185.238.825	(372.454)
Financial expenses (-)	25	(11.278.521)	(12.983.330)	(2.857.060)	(4.110.641)
Financial income	24	6.404.292	2.785.199	3.676.089	1.006.164
PROFIT / (LOSS) BEFORE TAX FROM CONTINUING OPERATIONS		194.207.746	(7.239.710)	186.057.854	(3.476.931)
Income tax (loss)/ income from continuing operations		(9.643.950)	2.659.427	(9.051.385)	1.168.912
Taxes on income (-)	26	(808.571)	(104.266)	(741.903)	(34.200)
Deferred tax (loss)/ income	26	(8.835.379)	2.763.693	(8.309.482)	1.203.112
INCOME/ (LOSS) FROM CONTINUING OPERATIONS		184.563.796	(4.580.283)	177.006.469	(2.308.019)
INCOME/(LOSS) FOR THE YEAR		184.563.796	(4.580.283)	177.006.469	(2.308.019)
Attributable to:		184.563.796	(4.580.283)	177.006.469	(2.308.019)
Non-controlling interests	18	348	(1.220)	1.859	512
Owners of the parent	18	184.563.448	(4.579.063)	177.004.610	(2.308.531)
Income/ (Loss) per hundred shares	27	7,2606	(0,1801)	6,9633	(0,0908)
Other comprehensive income Items that will not be reclassified to profit or loss	i				
Remeasurements of provision for employment termin benefits		(268.809)	(66.078)	(113.623)	(22.026)
Tax effect related with other comprehensive income	e items	53.762	13.216	22.725	4.406
Other comprehensive income for the period, net of tax		(215.047)	(52.862)	(90.898)	(17.620)
Total comprehensive income for the period		184.348.749	(4.633.145)	176.915.571	(2.325.639)
Non-controlling interests		348	(1.220)	1.859	512

ANADOLU ISUZU OTOMOTİV SANAYİ VE TİCARET A.Ş.

# CONSOLIDATED STATEMENTS OF CASH FLOW FOR THE INTERIM PERIOD ENDED 30 SEPTEMBER 2013 AND 2012

	Notes	30 September 2013	Restated 30 September 2012
Operating activities:			
Net income/ (loss)	18	184.563.448	(4.579.063)
Adjustments to reconcile net cash generated:			
Adjustments for amortisation	10	5.625.043	5.199.576
Adjustments for depreciation	11	3.654.545	2.594.512
Adjustments for provision for employment termination benefits	15	1.635.528	1.568.830
Adjustments for on income taxes	26	9.643.950	(2.659.427)
Adjustments for interest income	24	(3.475.561)	(414.369)
Adjustments for interest expense	25	7.979.440	9.140.217
Other adjustments		3.481.842	2.184.548
Loss on sales of tangible assets	23	(187.257.554)	(24.236)
Net operating income before changes in assets and liabilities:		25.850.681	13.010.488
Changes in assets and liabilities:			
Net (increase)/decrease in trade receivables		13.139.932	1.743.299
Net decrease/ (increase) in inventories	9	(38.166.678)	(61.736.550)
Net decrease/ (increase) in other current assets	8-16	759.535	(6.732.483)
Net decrease/(increase) in other non-current assets		(2.607.173)	(57.349)
Net (increase)/decrease in trade payables	7-28	47.243.040	39.590.123
Net (decrease)/increase in other liabilities		1.711.779	2.036.533
Taxes paid		(110.944)	(107.397)
Employment benefits paid	15	(1.121.126)	(375.167)
Cash flows generated from/(used in) operating activities:		46.699.046	(12.628.403)
Investing activities:			
Proceeds on sales of tangible assets		193.840.650	390.251
Purchase of property, plant and equipment	10	(6.177.787)	(3.413.201)
Purchase of intangible assets	11	(8.691.855)	(5.209.005)
Cash flows used in investing activities:		178.971.008	(8.231.955)
Financing activities:			
Dividend payments		(3.000)	(10.349.086)
Interests received		3.311.124	410.147
Interests paid		(8.779.404)	(6.587.678)
Proceeds from borrowings		28.000.000	96.200.000
Repayments of borrowings		(80.416.668)	(61.366.666)
Net cash (used in)/generated from financing activities:		(57.887.948)	18.306.717
Net decrease in cash and cash equivalents		167.782.106	(2.553.641)
Cash and cash equivalents at the beginning of period	4	17.374.113	16.451.196
Cash and cash equivalents at the end of period	4	185.156.219	13.897.555

# CONVENIENCE TRANSLATION INTO ENGLISH OF CONSOLIDATED FINANCIAL STATEMENTS ORIGINALLY ISSUED IN TURKISH ANADOLU ISUZU OTOMOTİV SANAYİ VE TİCARET A.Ş.

CONSOLIDATED STATEMENTS OF CHANGES IN EQUITY FOR THE INTERIM PERIOD ENDED 30 SEPTEMBER 2013 AND 2012

					Other						
					Comprehensive						
					Income						
					And						
					Expense that will not be						
					reclassified to						
					profit or loss		Retained	Earnings			
					•						
			Adjustment		Gain/loss on			Net profit		Non-	
Prior period		Paid in	to share	Total paid	revaluation and	Restricted	Retained	for the	Owners	controlling	
Reviewed	Notes	capital	capital	in capital	remeasurement	reserves	earnings	period	of the parent	interests	Total equity
1 January 2012	18	25.419.707	86.901.880	112.321.587	-	13.739.132	35.713.916	13.352.821	175.127.456	18.507	175.145.963
Net profit for the period				-	-	-	-	(4.579.063)	(4.579.063)	(1.220)	(4.580.283)
Other comprehensive income		-	-	-	(52.862)	-	-	-	(52.862)	-	(52.862)
Total comprehensive income			-	-	(52.862)	-	-	(4.579.063)	(4.631.925)	(1.220)	(4.633.145)
Transfers		-	-	-	-	954.762	12.398.059	(13.352.821)	-	-	-
Dividend payments		-	-	-	-	-	(10.349.086)	-	(10.349.086)	-	(10.349.086)
30 September 2012	18	25.419.707	86.901.880	112.321.587	(52.862)	14.693.894	37.762.889	(4.579.063)	160.146.445	17.287	160.163.732
Current period											
Reviewed											
1 January 2013	18	25.419.707	86.901.880	112.321.587	-	14.693.894	37.692.406	1.338.984	166.046.871	18.798	166.065.669
Changes in the Accounting											
Policies					(70.483)		70.483				
Net profit for the period		-	-	-	-	-	-	184.563.448	184.563.448	348	184.563.796
Other comprehensive income		-	-	-	(215.047)	-	-	-	(215.047)	-	(215.047)
Total comprehensive income		-	-	-	(285.530)	-	70.483	184.563.448	184.348.401	348	184.348.749
Transferler		-	-	-	-	-	1.338.984	(1.338.984)	-	-	-
Dividend payments		-	-	-	-	50.120	(53.120)	-	(3.000)	-	(3.000)
30 September 2013	18	25.419.707	86.901.880	112.321.587	(285.530)	14.744.014	39.048.753	184.563.448	350.392.272	19.146	350.411.418

ANADOLU ISUZU OTOMOTİV SANAYİ VE TİCARET A.Ş.

NOTES TO THE CONSOLIDATED FINANCIAL STATEMENTS FOR THE INTERIM PERIODS ENDED 30 SEPTEMBER 2013 AND 2012

(Amounts expressed in Turkish Lira ("TRY") unless otherwise indicated.)

#### NOTE 1 - GROUP'S ORGANISATION AND NATURE OF OPERATIONS

Anadolu Isuzu Otomotiv Sanayi ve Ticaret Anonim Şirketi (the "Company") was established in 1980. Activities of the Company are comprised mainly of manufacturing, assembling, marketing, importing and exporting of commercial vehicles, including sale of relevant automotive spare parts of the commercial vehicles. The Company is registered to Capital Markets Board of Turkey and 15% of the Company's shares have been traded on Istanbul Stock Exchange since 1997.

The Company carries out its operations as a partnership formed by Isuzu Motors Ltd., Itochu Corporation and Anadolu Group Companies. The Company runs its manufacturing operations in a factory established in Cayırova/Kocaeli. The average number of employees as of 30 September 2013 is 668 (31 December 2012: 625).

The Company's official address registered in the Trade Registry is Esentepe Mahallesi Anadolu Caddesi No:3 Kartal, Istanbul.

As of 30 September 2013 and 31 December 2012, details regarding the Company's subsidiaries, which are subject to consolidation, are as follows:

Subsidiaries	Nature of business	Capital	Ownership
			interest held by
			the Company (%)
Ant Sınai ve Ticari Ürünleri Pazarlama A.Ş.	Trade of spare parts	716.000	99,44
Anadolu Isuzu Dış Ticaret ve San. A.Ş.	Trade	100.000	97,00

Hereafter, the Company and the subsidiaries will be referred as (the "Group") in the consolidated financial statements and notes to the consolidated financial statements.

#### NOTE 2 - BASIS OF PRESENTATION OF CONSOLIDATED FINANCIAL STATEMENTS

#### 2.1 Basis of presentation

#### 2.1.1 Financial reporting standards

The enclosed interim consolidated financial statements have been prepared in line with Capital Markets Board ("CMB"), Communiqué Serial: II, No. 14.1 on "Principles on Financial Reporting in Capital Market", promulgated in Official Gazette No. 28676 dated 13 June 2013. Pursuant to Article 5 of the Communiqué, Turkish Accounting Standards / Turkish Financial Reporting Standards ("TAS/TFRS") enforced by Public Oversight Accounting and Auditing Standards Authority ("KGK"), and their relevant appendices and interpretations ("TAS/TFRS") have been taken as basic.

The Group has prepared its consolidated financial statements for the interim period ending on 30 September 2013 within the framework of CMB's Communiqué Serial: XII, No. 14.1 and announcements introducing explanations to this communiqué and in line with TAS 34 "Interim Financial Reporting" standard. Interim consolidated financial statements and notes have been presented in accordance with the formats recommended to be applied by CMB and by including the obligatory information.

The Company (and its Affiliates registered in Turkey) takes the Turkish Commercial Code ("TCC"), tax legislation and Uniform Chart of Accounts introduced by Turkish Ministry of Finance as basic for book keeping and preparation of the statutory financial statements. Interim consolidated financial statements have been prepared in Turkish Lira based on the historical costs, as well as the financial assets and liabilities presented with their fair values. Interim consolidated financial statements have been arranged by applying the required adjustments and classifications to the statutory records prepared on historical cost basis in order to provide accurate presentation in line with TAS/TFRS.

#### Preparation of Financial Statements in Hyperinflationary Periods

In accordance with the CMB's decision No: 11/367 issued on 17 March 2005, companies operating in Turkey which prepare their financial statements in accordance with the CMB Accounting Standards (including the application of IFRS) are not subject to inflation accounting effective from 1 January 2005. Therefore, as of 1 January 2005, IAS 29 "Financial Reporting in Hyperinflationary Economies" is not applied in the accompanying consolidated financial statements.

ANADOLU ISUZU OTOMOTİV SANAYİ VE TİCARET A.Ş.

NOTES TO THE CONSOLIDATED FINANCIAL STATEMENTS FOR THE INTERIM PERIODS ENDED 30 SEPTEMBER 2013 AND 2012

(Amounts expressed in Turkish Lira ("TRY") unless otherwise indicated.)

#### NOTE 2 - BASIS OF PRESENTATION OF CONSOLIDATED FINANCIAL STATEMENTS (Continued)

#### 2.1 Basis of presentation (Continued)

#### 2.1.2 Consolidation principles

#### (a) Subsidiaries

Subsidiaries are the companies, whose shares are held by the Company directly or indirectly through shares of other companies. As a result, the Company, with or without over 50% of voting right, has the power and authority to direct and control the management and policies of the Subsidiary companies whether through the ownership of voting securities, by contract or otherwise.

Balance sheet and income statements of the Subsidiaries are consolidated according to "the full consolidation method". The book value of the Company's investments in Subsidiaries and the Subsidiaries' capitals were netted accordingly. Transactions and balances between the Company and Subsidiaries are eliminated during consolidation.

The table below sets out the Subsidiaries interest at 30 September 2013 and 31 December 2012:

_	Proportion of effective interest (%)			nd indirect rest held by Company
Subsidiaries	30 September	31 December	30 September	31 December
	2013	2012	2013	2012
Ant Sınai ve Ticari Ürünleri Pazarlama A.Ş	99.44	99.44	99.44	99.44
Anadolu İsuzu Dış Ticaret ve San. A.Ş.	97.00	97.00	97.00	97.00

#### (b) Financial assets at fair value through profit or loss

Available-for-sale financial assets in which the Group, have ownership interests below 20%, or over which the Group does not exercise a significant influence or which are immaterial and do not have quoted market prices in active markets and whose fair values cannot be reliably measured, are carried at cost, less any provision for diminution in value.

#### (c) Minority interest

The minority shares in the net assets and operating results of Subsidiaries are separately classified in the consolidated balance sheets and income statements as "minority interest". If losses related to minority interest are over benefits from shares of a subsidiary and if there is no bounding liability to the minority, in general, these losses related with the minority result against to benefits of the minority.

#### 2.1.3 Offsetting

The financial assets and liabilities in the consolidated financial statements are shown at their net value when a legal granted permission, an intention of stating the consolidated financial statements with their net values and the financial asset and liabilities are arisen concurrently.

#### 2.1.4 Comparatives and adjustment of prior periods' financial statements

The Group's consolidated financial statements for the current period are prepared in comparison with the previous periods in order to be able to determine the financial position and performance trends. The comparative information is reclassified when necessary with the aim of ensuring consistency with the presentation of the current period's consolidated financial statements.

Accordingly, the Group has reclassified its actuarial gains/losses relating to the severance pay liability that was recognised in its income statement and reflected to accumulated profit/loss within the financial statements dated 31 December 2012 as "Revaluation and measurement gains/losses" in other comprehensive income and equities within the scope of the amendments made in "IAS 19 Employee Benefits" standard. The effect of this adjustment on 2012 profit (including deferred tax effect) has been an income amounting to TRY70.483.

ANADOLU ISUZU OTOMOTİV SANAYİ VE TİCARET A.Ş.

NOTES TO THE CONSOLIDATED FINANCIAL STATEMENTS FOR THE INTERIM PERIODS ENDED 30 SEPTEMBER 2013 AND 2012

(Amounts expressed in Turkish Lira ("TRY") unless otherwise indicated.)

#### NOTE 2 - BASIS OF PRESENTATION OF CONSOLIDATED FINANCIAL STATEMENTS (Continued)

#### 2.1 Basis of presentation (Continued)

#### 2.1.4 Comparatives and adjustment of prior periods' financial statements (Continued)

In accordance with the announcement regarding the financial statements and note formats, which would be prepared as per the decision taken at CMB meeting No. 20/670 dated 07 June 2013, the Group has made the necessary classifications according to the changes in display made in the current period, in consolidated financial statements of the interim period.

#### 2.1.5 Amendments in International Financial Reporting Standards

#### a. Standards, amendments and interpretations which are effective from 1 January 2013

- IAS 1 (amendment), "Presentation of financial statements", regarding other comprehensive income is effective for annual periods beginning on or after 1 July 2012. The main change resulting from these amendments is a requirement for entities to group items presented in 'other comprehensive income' on the basis of whether they are potentially reclassifiable to profit or loss subsequently (reclassification adjustments). The amendments do not address which items are presented in other comprehensive income.
- IAS 19/TAS (amendment), "Employee benefits", is effective for annual periods beginning on or after 1 January 2013. These amendments eliminate the corridor approach and calculate finance costs on a net funding basis. The standard requires past service cost to be recognized immediately in profit or loss. There is a new term "remeasurement" and remeasurement will be recognized in OCI and no longer be recognized in profit or loss.
- IFRS 10, "Consolidated financial statements", is effective for annual periods beginning on or after 1 January 2013. The standard builds on existing principles by identifying the concept of control as the determining factor in whether an entity should be included within the consolidated financial statements of the parent company.
- IFRS 11, "Joint arrangements", is effective for annual periods beginning on or after 1 January 2013. IFRS 11 is a more realistic reflection of joint arrangements by focusing on the rights and obligations of the arrangement rather than its legal form.
- IFRS 12, "Disclosures of interests in other entities", is effective for annual periods beginning on or after 1 January 2013. The standard includes the disclosure requirements for all forms of interests in other entities, including joint arrangements, associates, special purpose vehicles and other off balance sheet vehicles.
- IFRS 10, 11 and 12 on transition guidance (amendment), is effective for annual periods beginning on or after 1 January 2013. The amendment also provides additional transition relief in IFRSs 10, 11 and 12, limiting the requirement to provide adjusted comparative information to only the preceding comparative period. For disclosure related to unconsolidated structured entities, the amendments will remove the requirement to present comparative information for the periods before IFRS 12 is applied.
- IFRS 13, "Fair value measurement", is effective for annual periods beginning on or after 1 January 2013. The standard aims to improve consistency and reduce complexity by providing a precise definition of fair value and a single source of fair value measurement and disclosure requirements for use across IFRSs.

ANADOLU ISUZU OTOMOTİV SANAYİ VE TİCARET A.Ş.

NOTES TO THE CONSOLIDATED FINANCIAL STATEMENTS FOR THE INTERIM PERIODS ENDED 30 SEPTEMBER 2013 AND 2012

(Amounts expressed in Turkish Lira ("TRY") unless otherwise indicated.)

#### NOTE 2 - BASIS OF PRESENTATION OF CONSOLIDATED FINANCIAL STATEMENTS (Continued)

#### 2.1 Basis of presentation (Continued)

#### 2.1.5 Amendments in International Financial Reporting Standards (Continued)

#### a. Standards, amendments and interpretations which are effective from 1 January 2013 (Continued)

- IAS 27 (revised), "Separate financial statements", is effective for annual periods beginning on or after 1 January 2013. The standard includes the provisions on separate financial statements that are left after the control provisions of IAS 27 have been included in the new IFRS 10.
- IAS 28 (revised), "Associates and joint ventures", is effective for annual periods beginning on or after 1 January 2013. The standard includes the requirements for joint ventures, as well as associates, to be equity accounted following the issue of IFRS 11.
- IFRS 7 (amendment), "Financial instruments: Disclosures", on offsetting financial assets and financial liabilities, is effective for annual periods beginning on or after 1 January 2013. These new disclosures are intended to facilitate comparison between those entities that prepare IFRS financial statements and those that prepare US GAAP financial statements.
- IFRS 1 (amendment), "First time adoption", on government loans, is effective for annual periods beginning on or after 1 January 2013. The amendment addresses how a first-time adopter would account for a government loan with a below-market rate of interest when transitioning to IFRS.
- Annual Improvements to IFRSs in 2011 is effective for annual periods beginning on or after 1 January 2013. Amendments affect five standards: IFRS 1, IAS 1, IAS 16, IAS 32 and IAS 34.
- IFRIC 20, "Stripping costs in the production phase of a surface mine", effective for annual beginning on or after 1 January 2013. The standard includes recognition of stripping cost.

#### b. Standards, amendments and interpretations which are not effective from 30 September 2013

- IAS 32 (amendment), "Financial instruments": Presentation on offsetting financial assets and financial liabilities", is effective for annual periods beginning on or after 1 January 2014. The amendment updates the application guidance in IAS 32, "Financial instruments: Presentation", to clarify some of the requirements for offsetting financial assets and financial liabilities on the balance sheet.
- IFRS 9, "Financial instruments: Classification and Measurement", is effective for annual periods beginning on or after 1 January 2015. The standard addresses the classification, measurement and recognition of financial assets and financial liabilities. It replaces the parts of IAS 39 that relate to the classification and measurement of financial instruments.

Changes do not have material effect over the consolidated financial statements of the Group.

ANADOLU ISUZU OTOMOTİV SANAYİ VE TİCARET A.Ş.

NOTES TO THE CONSOLIDATED FINANCIAL STATEMENTS FOR THE INTERIM PERIODS ENDED 30 SEPTEMBER 2013 AND 2012

(Amounts expressed in Turkish Lira ("TRY") unless otherwise indicated.)

#### NOTE 2 - BASIS OF PRESENTATION OF CONSOLIDATED FINANCIAL STATEMENTS (Continued)

#### 2.2 Summary of Significant Accounting Policies

#### 2.2.1 Cash and cash equivalents

Cash and cash equivalents are carried in the balance sheet at cost. Cash and cash equivalents include cash on hand, deposits at banks and highly liquid short-term investments, with maturity periods of less than three months, which has insignificant risk of change in fair value.

#### 2.2.2 Trade receivables and valuation allowance

Trade receivables as a result of providing goods or services by the Group directly to a debtor are carried at amortised cost. Short-term receivables with no stated interest rate are measured at the original invoice amount since the effect of imputing interest is significant.

A credit risk provision for trade receivables is established if there is objective evidence that the Company will not be able to collect all amounts due. The amount of the provision is the difference between the carrying amount and the recoverable amount, being the present value of all cash flows, including amounts recoverable from guarantees and collateral, discounted based on the original effective interest rate of the originated receivables at inception.

If the impairment amount decreases due to an event occurring after the write-down, the release of the provision is credited to other income in the current period.

The Company collects most of the receivables from domestic vehicles sales through the "Direct Debit System" (DDS). Within this system which is also named as Direct Collection System; the contracted banks warrant the collection of the receivables within the limits granted to the dealers. Trade receivables are transferred by the contracted banks to the Company's bank accounts at the due dates.

#### 2.2.3 Inventories

Inventories are valued at the lower of cost or net realisable value. The inventories of the Group mainly composed of trucks, small trucks, midi buses, pickups and spare parts which belong to those vehicles. The cost of inventories is determined on the moving monthly average basis. Cost elements included in inventories are materials, labor and an appropriate amount of factory overheads and exclude the cost of borrowing. Net realisable value is the estimated selling price in the ordinary course of business, less the costs of completion and selling expenses. The allocation of fixed production overheads to the costs of conversion is based on the normal capacity of the production facilities. Idle time expenses arising from the ceases in production other than planned in the factory's annual production plan are not associated with inventories and are recognised as cost of finished goods.

#### 2.2.4 Assets Held for Sale

An asset classified as an asset held for sale (or a group of assets to be disposed of) is measured with either its book value or sales cost deducted fair value (with the lower one). In order for an asset to be classified as an asset held for sale (or a group of assets to be disposed of), it should be promptly saleable under usual conditions frequently encountered in sales of such assets with a high possibility of being sold. To achieve a high possibility of sales, proper administrative level should make a plan for sales of the asset and start an active program for completion of the plan by determining purchasers. Furthermore, the asset should be put to the market actively with a price compatible with its fair value (Note 17).

#### 2.2.5 Property, plant and equipment

For assets acquired after 2005, the tangible basis assets are reflected to the consolidated financial statements by deducting their accumulated depreciation from their cost. For assets that were acquired before 1 January 2005, the tangible fixed assets are presented on the consolidated financial statement based on their cost basis, which is adjusted according to the inflationary effects as of 31 December 2004. Depreciation is calculated using the straight-line method based on their economic lives.

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#### NOTE 2 - BASIS OF PRESENTATION OF CONSOLIDATED FINANCIAL STATEMENTS (Continued)

#### 2.2 Summary of Significant Accounting Policies (Continued)

#### 2.2.5 Property, plant and equipment (Continued)

The following rates, determined in accordance with the economic lives of the fixed assets, are used in calculation of depreciation:

Type	Depreciation rates (%)
Buildings	2-5
Machinery and equipment	10-20
Fixtures and Furniture	10-20
Motor Vehicles	10-20
Land Improvements	5-6

An impairment loss is recognised for the amount by which the carrying amount of the asset exceeds its recoverable amount, which is the higher of the asset's net selling price or value in use.

Gains or losses on disposals of property, plant and equipment are determined by comparing proceeds with carrying amounts and are included in other operating income and losses.

Repair and maintenance expenses are charged to the statement of income as they are incurred. Repair and maintenance expenditures are capitalised if they result in an enlargement or substantial improvement of the respective asset.

#### 2.2.6 Intangible assets

Intangible assets acquired before 01 January 2005 are carried at indexed historical cost for inflation effects as at 31 December 2004; however, purchases after 01 January 2005 are carried at their historical cost less accumulated amortization and impairment. Intangible assets are depreciated on a straight-line basis over their expected useful lives. The estimated useful life and amortization method are reviewed at the end of each annual reporting period, with the effect of any changes in estimate being accounted for on a prospective basis.

Intangible assets are comprised of software programme rights, brand and patent rights and development expenses.

Amortization is calculated using the straight-line method based on their economic lives unless they exceed five years.

#### 2.2.7 Goodwill and related amortisation

In consolidated financial statements, if goodwill and negative goodwill which are resulted from the difference of purchase price and fair value of net assets of the acquired share of the affiliate are realised from the purchases before 31 March 2004, they are amortised by using the capitalised and normal amortisation method over its useful life until end of 31 December 2004. Within the framework of IFRS 3 - "Business Combinations" amortisation is not applied for goodwill which is resulted from acquisitions after 31 March 2004. The calculated goodwill is evaluated and if impairment is required, a provision for impairment is accounted for. Also, for the acquisitions after 31 March 2004, if negative goodwill exists, the amount is reviewed and credited to income statement in the period negative goodwill occurred.

Within the framework of IFRS 3, after 31 March 2004, in the beginning of first upcoming annual accounting period (1 January 2005), the Group has halted the amortisation of goodwill which was resulted from the transactions before 31 March 2004. Impairment of goodwill is not cancellable. The Group performs impairment testing during the year-ends.

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#### NOTE 2 - BASIS OF PRESENTATION OF CONSOLIDATED FINANCIAL STATEMENTS (Continued)

#### 2.2 Summary of Significant Accounting Policies (Continued)

#### 2.2.8 Impairment of assets

All assets are reviewed for impairment losses including property, plant and equipment and intangible assets whenever events or changes in circumstances indicate that the carrying amount may not be recoverable. If such an indication exists, the recoverable amount of the asset is presumed. The recoverable amount is presumed in each year-end for unusable intangible assets. An impairment loss is recognised for the amount by which the carrying amount of the asset or a cash generating unit related to the asset exceeds its recoverable amount, which is the higher of an asset's net selling price and value in use. Impairment losses are recognised in the statement of income.

Impairment losses on assets can be reversed, to the extent of previously recorded impairment losses, in cases where increases in the recoverable value of the asset can be associated with events that occur subsequent to the period when the impairment loss was recorded.

#### 2.2.9 Loans and borrowing costs

Borrowings are recognised initially at the proceeds received, net of transaction costs incurred. In subsequent periods, borrowings are stated at amortised cost using the effective yield method; any difference between proceeds (net of transaction costs) and the redemption value is recognised in the statement of income over the period of the borrowings. When it comes to the assets which take long time to get ready to usage and sales, borrowing costs related to production or construction are integrated to the cost of the asset.

#### 2.2.10 Taxes on income

Taxes include current period income taxes and deferred taxes. Current year tax liability consists of tax liability on the taxable income calculated according to currently enacted tax rates and to the effective tax legislation as of balance sheet date.

Deferred income tax is provided, using the liability method, for temporary differences arising between the tax bases of assets and liabilities and their carrying values for financial reporting purposes. Tax bases of assets and liabilities comprise of the amounts that will affect the future period tax charges based on the tax legislation. Currently enacted tax rates, which are expected to be effective during the periods when the deferred tax assets will be utilised or deferred tax liabilities will be settled, are used to determine deferred income tax.

Deferred tax liabilities are recognised for all taxable temporary differences, where deferred tax assets resulting from deductible temporary differences are recognised to the extent that it is probable that future taxable profit will be available against which the deductible temporary difference can be utilised. Deferred tax assets arising from deductible temporary differences associated with such investments and interests are only recognized to the extent that it is probable that there will be sufficient taxable profits against which to utilize the benefits of the temporary differences and they are expected to reverse in the foreseeable future.

Deferred tax assets and liabilities related to income taxes levied by the same taxation authority are offset when there is a legally enforceable right to offset current tax assets against current tax liabilities.

#### 2.2.11 Provision for employee benefits

Provision for employee benefits represent the present value of the estimated total reserve of the future probable obligation of the Group arising from the retirement of the employees, completion of one year of service of the employees, employees' being calling up for military service or the death of employees calculated in accordance with the Turkish Labor Law.

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#### NOTE 2 - BASIS OF PRESENTATION OF CONSOLIDATED FINANCIAL STATEMENTS (Continued)

#### 2.2 Summary of Significant Accounting Policies (Continued)

#### 2.2.12 Provisions

Provisions are recognised when the Group has a present legal or constructive obligation as a result of past events, it is probable that an outflow of resources will be required to settle the obligation, and a reliable estimate of the amount can be made. If the provision amount decreases, in the case of an event occurring after the provision is accounted for, the related amount is classified as other income in the current period.

#### 2.2.13 Research and development expenses

Research expenditure is recognised as an expense as incurred. Costs incurred on development projects (relating to the design and testing of new or improved products) are recognised as intangible assets when it is probable that the project will be a success considering its commercial and technological feasibility, and only if the cost can be measured reliably. Other development expenditures are recognised as expense as incurred. Subsidies received from Tübitak are accounted for as deferred income by Group and are offsetted with amortisation expenses in the income statements in line with the useful life of the completed projects.

Group calculates deferred tax income in consolidated financial statements for the balances subjected to R&D deductions (Note 23).

Development costs are directly recognised as expense. Development expenses recognised as expense in prior periods are not subject to capitalisation in subsequent periods.

#### 2.2.14 Warranty provision expenses

Warranty expenses are recognised on an accrual basis for amounts estimated based on prior periods' realisation.

#### 22.2.15 Related parties

For the purpose of these consolidated financial statements, shareholders, key management personnel and board members, in each case together with their families and companies controlled by/or affiliated with them, and associated companies are considered and referred to as related parties. The transactions with related parties for operating activities are made with prices which are convenient with market prices.

#### 2.2.16 Foreign currency transactions

Transactions in foreign currencies during the year have been translated at the exchange rates prevailing at the dates of the transactions. Monetary assets and liabilities denominated in foreign currencies have been translated into TRY at the exchange rates prevailing at the balance sheet dates. Foreign currency exchange gains or losses arising from the settlement of such transactions and from the translation of monetary assets and liabilities are recognised in the statement of income.

#### 2.2.17 Fair value of financial instruments

Fair value is the amount at which a financial instrument could be exchanged in a current transaction between willing parties, other than in a forced sale or liquidation, and is best evidenced by a quoted market price, if one exists.

The estimated fair values of financial instruments have been determined by the Group using available market information and appropriate valuation methodologies. However, judgment is necessarily required to interpret market data to estimate the fair value. Accordingly, the estimates presented herein are not necessarily indicative of the amounts the Group could realise in a current market exchange.

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#### NOTE 2 - BASIS OF PRESENTATION OF CONSOLIDATED FINANCIAL STATEMENTS (Continued)

#### 2.2 Summary of Significant Accounting Policies (Continued)

#### 2.2.17 Fair value of financial instruments (Continued)

The following methods and assumptions were used to estimate the fair value of the financial instruments for which it is practical to estimate fair value:

#### Monetary assets

The fair values of balances denominated in foreign currencies, which are translated using year-end exchange rates, are considered to approximate their carrying value. The fair values of certain financial assets carried at cost, including cash and amounts due from banks and deposits with banks are considered to approximate their respective carrying values due to their short-term nature. The carrying values of trade receivables along with the related allowances for impairment are estimated to be their fair values due to their short-term nature. Trade receivables are proposed to reflect fair value when the book value is accounted with doubtful allowance for trade receivables.

#### Monetary liabilities

The fair values of monetary liabilities are considered to approximate their respective carrying values due to their short-term nature. Long-term borrowings, which are mainly denominated in foreign currencies, are translated at year-end exchange rates and their fair values approximate their carrying values as floating interest is applied on these loans generally.

#### 2.2.18 Income per share

Income per share disclosed in the statement of income are determined by dividing net earnings by the weighted average number of shares that have been outstanding during the related year concerned.

In Turkey, companies can increase their share capital by making a pro-rata distribution of shares ("bonus shares") to existing shareholders from retained earnings and the revaluation surplus. For the purpose of losses per share computations, the weighted average number of shares outstanding during the year has been adjusted in respect of bonus shares issues without a corresponding change in resources, by giving them retroactive effect for the year in which they were issued and for each earlier year.

#### 2.2.19 Revenue recognition

#### Commercial vehicle and spare part sales

The Group recognizes income according to the accrual basis, when the Group reasonably determines the income and economic benefit is probable. Group's revenues are comprised of sales of commercial vehicles and the spare parts of those commercial vehicles. Revenue is reduced for customer returns and sales discounts.

Revenue from the sale of goods is recognized when all the following conditions are gratified:

- The significant risks and the ownership of the goods are transferred to the buyer,
- The Group refrains the managerial control over the goods and the effective control over the goods sold,
- The revenue can be measured reasonably,
- It is probable that the economic benefits related to transaction will flow to the entity,
- The costs incurred or will be incurred in conjunction with the transaction can be measured reliably.

#### Service sales

When the revenue from services can be measured reliably, the revenue is recorded in accordance with its completion level. If the revenue cannot be measured reliably, revenues are recognized as much as the recoverable amount of expenses that are associated with these revenues.

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#### NOTE 2 - BASIS OF PRESENTATION OF CONSOLIDATED FINANCIAL STATEMENTS (Continued)

#### 2.2 Summary of Significant Accounting Policies (Continued)

#### 2.2.19 Revenue recognition (Continued)

#### Interest income

Interest income is accrued on a time basis, by reference to the principal outstanding and at the effective interest rate applicable, which is the rate that discounts the estimated future cash receipts through the expected life of the financial asset to that asset's net carrying amount.

#### Dividend income

Dividend income from investments is recognised when the shareholders' rights to receive payment have been established.

#### Rent income

Rent income from investment properties is recognized on a straight-line basis over the term of the respective lease.

When there is significant amount of cost of financing included in the sales, the fair value is determined by discounting all probable future cash flows with the yield rate, which is embedded in the cost of financing. The differences between the fair value and the nominal value are recorded as interest income according to the accrual basis.

#### 2.2.20 Reporting of cash flows

In the statement of cash flows, cash flows during the period are classified under operating, investing or financing activities.

The cash flows raised from operating activities indicate cash flows due to the Group's operations.

The cash flows due to investing activities indicate the Group cash flows that are used for and obtained from investments (investments in property, plant and equipment and financial investments).

The cash flows due to financing activities indicate the cash obtained from financial arrangements and used in their repayment.

Cash and cash equivalents include cash and bank deposits and the investments that are readily convertible into cash and highly liquid assets with less than three months to maturity.

#### 2.2.21 Contingent assets and liabilities

Possible assets or obligations that arise from past events and whose existence will be confirmed only by the occurrence or non-occurrence of one or more uncertain future events not wholly within the control of the Group are not included in the consolidated financial statements and treated as contingent assets or liabilities.

#### 2.2.22 Government grants

Government grants are not recognized until there is reasonable assurance that the entity will comply with the conditions attaching to them and the grants will be received. Government grants are recognized as income over the periods necessary to match them with the related costs, which they are intended to compensate, on a systematic basis. Government grants and assistance received for R&D purposes of the Group are explained in Note 12.

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#### NOTE 2 - BASIS OF PRESENTATION OF CONSOLIDATED FINANCIAL STATEMENTS (Continued)

#### 2.2 Summary of Significant Accounting Policies (Continued)

#### 2.2.23 Derivative intruments

Derivative financial instruments are initially recognised in the consolidated balance sheet at cost and subsequently are re-measured at their fair value. The derivative instruments of the Group mainly consist of foreign exchange forward contracts and currency swap instruments. Group enters into forward contracts time to time in order to minimise its exposures due to having foreign currency denominated liabilities.

Derivative financial instruments which are mainly consist of foreign exchange forward contracts are initially recognised at cost and the transactions costs which are related to derivative financial instruments are included to their initial costs and subsequently are re-measured at their fair value. All derivative financial instruments are classified as financial assets which are measured at fair value and associated with income statement. Fair values of the derivative financial instruments are calculated through fair values determined in the market or using the discounted cash flow method. Fair values of forward contracts which are traded in over the counter markets, are calculated by using the market interest rate of the original currency until the exercise date of forward contract and the foreign currency exchange rate is determined by comparing the original forward rate with current forward rate at end of period. Derivative financial instruments are accounted for asset or liability if the fair value is positive or negative respectively.

Held-for-trading derivative financial instruments are initially recognised in the consolidated financial statements at cost and are subsequently re-measured at their fair value. Changes in the fair values of held-for-trading derivative financial instruments are included in the statements of comprehensive income.

These derivative financial instruments, even though providing effective economic hedges under the Company risk management position, do not qualify for hedge accounting under the requirements of IAS 39, "Financial Instruments: Recognition and Measurement", and therefore are accounted for as derivatives held-for-trading in the consolidated financial statement.

Gains and losses in forward foreign currency purchase/sale contracts have been calculated by valuation over the spot exchange rate valid at the date of the contract's balance sheet date and comparing the determined amount to the original amount calculated by using the spot exchange rate valid at the beginning dates of the contracts over the straight-line method.

#### 2.2.24 Accounting policies, changes in accounting estimates and errors

Accounting estimates are made based on reliable information and using appropriate estimation methods. However, if new or additional information becomes available or the circumstances, which the initial estimates based on, change, then the estimates are reviewed and revised, if necessary. If the change in the accounting estimates is only related to a sole period, then only that period's financial statements are adjusted. As of 30 September 2013, there are no changes in accounting estimates and errors in the presentation of the consolidated financial statements.

If the amendments are related to the current as well as the forthcoming periods, then both current and forthcoming periods' financial statements are adjusted. In instances where the accounting estimates affect both current and forthcoming periods, then description and monetary value of the estimate is disclosed in the notes to the financial statements.

#### 2.2.25 Subsequent events

Subsequent events and announcements related to net profit or even declared after other selective financial information has been publicly announced, include all events that take place between the balance sheet date and the date when the balance sheet is authorised for issue.

In the case that events requiring an adjustment to the consolidated financial statements occur subsequent to the balance sheet date, the Group makes the necessary corrections on the consolidated financial statements.

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NOTES TO THE CONSOLIDATED FINANCIAL STATEMENTS FOR THE INTERIM PERIODS ENDED 30 SEPTEMBER 2013 AND 2012

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#### **NOTE 3 - SEGMENT REPORTING**

The field of activity of the Group established in Turkey is the manufacture, assembly, import and sale of motor vehicles and spare parts. The field of activity of the Group, the nature and economic properties of products, production processes, classification according to customer risks and methods used in the distribution of products are similar. Moreover, the Group is structured on an activity basis rather than being managed under separate divisions including different activities. Thus, the operations of the Group are considered as a single activity division, and the outputs of the Group's activities, determination of the resources to be allocated to these activities, and review of the performance of these activities are evaluated accordingly.

#### NOTE 4 - CASH AND CASH EQUIVALENTS

Cash and cash equivalents at the period ends are as follows:

	<u>30 September 2013</u>	<u>31 December 2012</u>
Cash	40.825	31.465
Banks - Demand deposits	3.503.649	8.815.217
Banks - Time deposits (up to 3 months)	181.516.681	8.478.273
Other	260.729	50.386
Total	185.321.884	17.375.341

There are no blocked deposits as of 30 September 2013 and 31 December 2012.

Cash and cash equivalents presented in the consolidated cash flow statements as of 30 September 2013 and 31 December 2012 are as follows:

	<u>30 September 2013</u>	<b>31 December 2012</b>
Cash and banks	185.321.884	17.375.341
Less: Interest Accruals	(165.665)	(1.228)
<b>Total (Excluding Interest Accruals)</b>	185.156.219	17.374.113

The details of time deposits are as follows:

	<u>30 Sep</u>	<u>30 September 2013</u>		<u>ember 2012</u>
	<u>Amount</u>	Amount Annual Interest Rate		<b>Annual Interest Rate</b>
	in TRY	<u>(%)</u>	in TRY	<u>(%)</u>
TRY	174.569.233	5,50-9,90	6.689.924	5,30-6,00
USD	6.672.306	0,10-0,90	71.304	0,25
EUR	275.142	3,50	1.717.045	0,25-3,00
Total	181.516.681		8.478.273	

The Group does not have any time deposits with maturities longer than one month, and the time deposits are composed of fixed interest rates.

As of 30 September 2013, time and demand deposits amounting to TRY5.598.371 are at Alternatifbank A.Ş., a related party of the Group (31 December 2012: TRY8.880.512).

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#### **NOTE 5 - FINANCIAL ASSETS**

The Group's financial assets are composed of shares classified as available-for-sale financial assets and details are as follows:

	30 Septer	mber 2013	<b>31 December 2012</b>		
Company	Share Amount	Share Ratio %	Share Amount	Share Ratio %	
Efestur AŞ.	1.621	2,50	1.621	2,50	
Anadolu Otomotiv Dış Ticaret A.Ş.	2.277	2,00	2.277	2,00	
Total available-for-sale financial assets	3.898		3.898		

The Group's equity securities are all unlisted and are carried at their cost values.

#### **NOTE 6 - FINANCIAL LIABILITIES**

The details of bank loans as of 30 September 2013 and 31 December 2012 are as follows:

#### **Short-term Bank Loans**

	<b>Effective In</b>	terest Rate %	<u>Original</u>	Currency	<u>Amoun</u>	t in TRY
	30 September 2013	31 December 2012	30 September 2013	31 December 2012	30 September 2013	31 December 2012
Short-term Bank Loans						
TRY	8,65	10,32	50.500.000	72.916.668	52.480.462	75.697.094
Total					52.480.462	75.697.094

As of balance sheet dates, bank loans with variable interest rates are as follows:

Period	<u>30 September 2013</u>	<u>31 December 2012</u>
Up to 1 month	41.626.080	1.487.112
Total	41.626.080	1.487.112

#### **Long-term Bank Loans**

	<b>Effective Interest Rate %</b>		<u>Original</u>	Currency	<b>Amount in TRY</b>		
	30 <u>September</u> 2013	31 December 2012	30 September 2013	31 December 2012	30 September 2013	31 December 2012	
Long-term Bank Loans							
TRY	8,50	8,78	30.000.000	60.000.000	30.000.000	60.000.000	
Total					30.000.000	60.000.000	

The total book value of the long term bank borrowings was TRY30.000.000 and its fair value amounted to TRY30.049.233 as of 30 September 2013 (31 December 2012: the total book value was TRY60.000.000 and its fair value amounted to TRY59.981.421). Since the effect of net present value is not significant, the book value of current loans have been considered to be equal to the fair value.

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#### NOTE 7 - TRADE RECEIVABLES AND PAYABLES

Trade receivables at period ends are as follows:

Short-term trade receivables	<u>30 September 2013</u>	31 December 2012
Trade Receivables, net	133.112.836	150.295.336
Cheques Recevied, net	4.519.727	1.032.569
Doubtful Receivables	333.324	333.324
Less: Provision for doubtful receivables	(333.324)	(333.324)
Total	137.632.563	151.327.905

Movements of provision for doubtful receivables are as follows:

	<u>30 September 2013</u>	<u>31 December 2012</u>
1 January 2013	333.324	333.324
Provisions for the period	-	-
Collections during the period	_	-
30 September 2013	333.324	333.324
Long-term trade receivables	<u>30 September 2013</u>	31 December 2012
Export-registered VAT receivables	638.711	127.604
Total	638.711	127.604

Trade payables as of period ends are as follows:

Trade Payables	<b>30 September 2013</b>	31 December
•		2012
Trade payables, net	40.731.402	47.854.453
_ Total	40.731.402	47.854.453

#### NOTE 8 - OTHER RECEIVABLES AND PAYABLES

Other Short-term Receivables Other Receivables	<u>30 September 2013</u>	31 December 2012
Receivables from government authorities(*)	6.254.450	9.042.740
Receivables from personnel	367.088	204.289
Deposits and guarantees given	1.267	2.025
Total	6.622.805	9.249.054

<sup>(\*)</sup> As of 30 September 2013, the amount of Group's receivables was TRY6.189.641 which consists of the receivables related to the VAT refund request (31 December 2012: TRY8.929.678).

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#### NOTE 8 - OTHER RECEIVABLES AND PAYABLES (Continued)

Other Long-term Receivables Other Receivables	<u>30 September 2013</u>	31 December 2012
Deposits and guarantees given	1.923	1.569
Total	1.923	1.569
Other Short-term Payables Other Payables	<u>30 September 2013</u>	31 December 2012
Due to personnel	702.316	1.595.839
Order advances received	566.139	847.403
Taxes and funds payable	1.125.460	1.820.367
Social security premiums payable	1.061.100	918.579
Taxes to be deducted	5.891.240	2.740.038
Other miscellaneous payables	658	531
Total	9.346.913	7.922.757

#### **NOTE 9 - INVENTORIES**

Inventory balances as of period ends are as follows:

	<u>30 September</u> <u>2013</u>	<u>31 December 2012</u>
Raw materials	42.153.453	50.842.007
Semi-finished goods	1.225.397	1.174.595
Finished goods	47.622.007	36.079.625
Trade goods	31.899.005	36.595.916
Other inventories	11.637.436	10.474.529
Advances given for import and domestic purchases	61.385.687	21.797.478
Less: Provisions for impairment of finished goods	<b>195.922.985</b> (2.034.171)	<b>156.964.150</b> (1.242.014)
Total Inventories	193.888.814	155.722.136
Movements of Provision for Impairment on Inventories	30 September 2013	<u>31 December 2012</u>
Opening balance	1.242.014	11.382
Less: Provision released due to the net realizable value	-	-
Current period charge	792.157	1.230.632
Ending balance	2.034.171	1.242.014

# CONVENIENCE TRANSLATION INTO ENGLISH OF CONSOLIDATED FINANCIAL STATEMENTS ORIGINALLY ISSUED IN TURKISH ANADOLU ISUZU OTOMOTİV SANAYİ VE TİCARET A.Ş.

NOTES TO THE CONSOLIDATED FINANCIAL STATEMENTS FOR THE INTERIM PERIODS ENDED 30 SEPTEMBER 2013 AND 2012

(Amounts expressed in Turkish Lira ("TRY") unless otherwise indicated.)

#### NOTE 10 - PROPERTY, PLANT AND EQUIPMENT

Cost	<u>Land</u>	Land Improvements	Buildings	Machinery and <u>Equipment</u>	<u>Vehicles</u>	Furniture and fixtures	Other tangible <u>Assets</u>	Constructions in progress and advances given	<u>Total</u>
As of 1 January 2013	1.408.463	7.579.676	56.326.245	146.687.932	4.661.303	2.783.577	756.239	-	220.203.435
Additions Transfers from CIP			9.273	2.708.561	1.995.602	55.050	3.602	1.405.699	6.177.787
Disposals	(116.224)	-	-	(1.215)	(249.840)	(8.489)	-		(375.768)
As of 30 September 2013	1.292.239	7.579.676	56.335.518	149.395.278	6.407.065	2.830.138	759.841	1.405.699	226.005.454
Accumulated depreciation  As of 1 January 2013		(6.640.425)	(31.468.581)	(119.770.634)	(2.951.472)	(2.628.015)	(749.695)		(164.208.822)
Current period depreciation		(87.220)	(1.503.405)	(3.434.380)	(561.423)	(37.317)	(1.298)		(5.625.043)
Disposals		(37.223)	(======)	61	119.745	8.489	(-1-2-2)		128.295
As of 30 September 2013	-	(6.727.645)	(32.971.986)	(123.204.953)	(3.393.150)	(2.656.843)	(750.993)	-	(169.705.570)
Net Book Value									
Net Book Value as of 1 January 2013	1.408.463	939.251	24.857.664	26.917.298	1.709.831	155.562	6.544	-	55.994.613
Net Book Value as of 30 September 2013	1.292.239	852.031	23.363.532	26.190.325	3.013.915	173.295	8.848	1.405.699	56.299.884

# CONVENIENCE TRANSLATION INTO ENGLISH OF CONSOLIDATED FINANCIAL STATEMENTS ORIGINALLY ISSUED IN TURKISH ANADOLU ISUZU OTOMOTİV SANAYİ VE TİCARET A.Ş.

#### NOTES TO THE CONSOLIDATED FINANCIAL STATEMENTS FOR THE INTERIM PERIODS ENDED 30 SEPTEMBER 2013 AND 2012

(Amounts expressed in Turkish Lira ("TRY") unless otherwise indicated.)

#### NOTE 10 - PROPERTY, PLANT AND EQUIPMENT (Continued)

NOTE 10 - PROPERTY, PLANT AND	EQUIPMENT (Co	ontinuea)							
	Land ]	Land Improvements	<u>Buildings</u>	Machinery and Equipment	Vehicles	Furniture and fixtures	Other tangible <u>Assets</u>	Constructions in progress and advances given	Total
Cost									
As of 1 January 2012	2.427.379	7.700.026	62.528.871	142.399.896	4.348.727	2.886.139	794.437	17.140	223.102.615
Additions		24.500	4.747	2.470.773	504.507	67.056	4.805	336.813	3.413.201
Transfers									-
Disposals				(307.000)	(325.271)	(65.456)			(697.727)
As of 30 September 2012	2.427.379	7.724.526	62.533.618	144.563.669	4.527.963	2.887.739	799.242	353.953	225.818.089
Accumulated depreciation									
As of 1 January 2012	<u>-</u>	(6.586.354)	(32.447.509)	(116.171.526)	(2.534.148)	(2.757.006)	(792.355)	-	(161.288.898)
Current period depreciation		(93.442)	(1.619.549)	(2.953.569)	(489.056)	(43.749)	(211)		(5.199.576)
Disposals				211.526	114.260	65.456			391.242
As of 30 September 2012	-	(6.679.796)	(34.067.058)	(118.913.569)	(2.908.944)	(2.735.299)	(792.566)	-	(166.097.232)
Net Book Value									
Net Book Value as of 1 January									
2012	2.427.379	1.113.672	30.081.362	26.228.370	1.814.579	129.133	2.082	17.140	61.813.717
Net Book Value as of 30									
September 2012	2.427.379	1.044.730	28.466.560	25.650.100	1.619.019	152.440	6.676	353.953	59.720.857

ANADOLU ISUZU OTOMOTİV SANAYİ VE TİCARET A.Ş.

NOTES TO THE CONSOLIDATED FINANCIAL STATEMENTS FOR THE INTERIM PERIODS ENDED 30 SEPTEMBER 2013 AND 2012

(Amounts expressed in Turkish Lira ("TRY") unless otherwise indicated.)

#### NOTE 11 - INTANGIBLE ASSETS

#### **30 September 2013**

		Development	Other intangible	Constructions in progress and advances	
Cost	<u>Rights</u>	<u>costs</u>	<u>assets</u>	<u>given</u>	<u>Total</u>
As of 1 January 2013	113.154	21.098.848	3.492.687	2.783.062	27.487.751
Additions	27.330		379.246	8.285.279	8.691.855
Transfers					-
Disposals					
As of 30 September 2013	140.484	21.098.848	3.871.933	11.068.341	36.179.606

#### **Accumulated amortisation**

As of 1 January 2013	(25.589)	(7.818.912)	(1.856.270)	- (9.700.771)
Current year amortisation	(6.348)	(3.164.827)	(483.370)	(3.654.545)
Disposals				-
As of 30 September 2013	(31.937)	(10.983.739)	(2.339.640)	- (13.355.316)

#### Net Book Value

Net Book Value as of 1 January					
2013	87.565	13.279.936	1.636.417	2.783.062	17.786.980
Net Book Value as of 30					
September 2013	108.547	10.115.109	1.532.292	11.068.341	22.824.290

ANADOLU ISUZU OTOMOTIV SANAYİ VE TİCARET A.Ş.

NOTES TO THE CONSOLIDATED FINANCIAL STATEMENTS FOR THE INTERIM PERIODS ENDED 30 SEPTEMBER 2013 AND 2012

(Amounts expressed in Turkish Lira ("TRY") unless otherwise indicated

#### **NOTE 11 - INTANGIBLE ASSETS (Continued)**

As of 30 September 2012

#### 30 September 2012

	<u>Rights</u>	Development costs	Other intangible assets	Constructions in progress and advances given	Total
Cost	Kights	<u>costs</u>	ussets	given	1041
As of 1 January 2012	106.897	16.864.919	1.859.475	1.293.845	20.125.136
Additions Transfer Disposals	2.988		186.084	5.019.933	5.209.005 -
As of 30 September 2012	109.885	16.864.919	2.045.559	6.313.778	25.334.141
Accumulated amortisation					
As of 1 January 2012	(18.228)	(4.375.363)	(1.725.284)	-	(6.118.875)
Current year amortisation Disposals	(5.486)	(2.529.738)	(59.289)		(2.594.513)
As of 30 September 2012	(23.714)	(6.905.101)	(1.784.573)	-	(8.713.388)
Net Book Value					
Net Book Value as of 1 January 2012	88.669	12.489.556	134.191	1.293.845	14.006.261
Net Book Value as of 30 September 2012	86.171	9.959.818	260.986	6.313.778	16.620.753
OTE 12 – GOODWILL  30 September 2013				Net Book Value	
As of 1 January 2013 Additions Provision for impairment				2.340.995	
As of 30 September 2013				2.340.995	
<u>30 September 2012</u>				Net Book Value	
As of 1 January 2012 Additions				2.340.995	
Provision for impairment				2 240 005	

2.340.995

ANADOLU ISUZU OTOMOTİV SANAYİ VE TİCARET A.Ş.

NOTES TO THE CONSOLIDATED FINANCIAL STATEMENTS FOR THE INTERIM PERIODS ENDED 30 SEPTEMBER 2013 AND 2012

(Amounts expressed in Turkish Lira ("TRY") unless otherwise indicated

#### **NOTE 12 - GOODWILL (Continued)**

#### Goodwill test for impairment

The whole amount of goodwill has resulted from the fact that Ant Sinai ve Ticari Ürünleri Pazarlama A.Ş. ("Ant") became a subsidiary of Anadolu Isuzu Otomotiv Sanayi ve Ticaret A.Ş. on 1 August 1996. Pursuant to the establishment of the relevant subsidiary, all assets and liabilities of Ant were included in the consolidation of the financial statements by Anadolu Isuzu Otomotiv Sanayi ve Ticaret A.Ş. The Group management believes that Ant's market position in the spare parts industry and the synergy to be created as a result of two companies coming together are the main reasons behind the resulting goodwill. Therefore, Ant has been considered as a single cash generating unit and the goodwill has been distributed throughout the Group.

The recoverable value of the relevant cash generating unit has been determined based on the usage calculations. In these calculations, five-year cash flow estimations have been taken as basic since they have been approved by the management and they also reflect the management's expectations and predictions about the future development of the company better.

Five-year discount rate used in future cash flow estimations has been determined as 15.2% in the calculation model of the fair value.

The management takes previous period performance and market development expectations as basic while determining its budget. The weighted-average growth rates used are consistent with the estimations included in the industry reports. The discount rates used are before tax and they also reflect the relevant segment risk.

No impairment has been determined as a result of the analyses carried out by the Group as of 30 September 2013.

#### **NOTE 13 - GOVERNMENT GRANTS**

In the first nine-month period of 2013, TRY993.700 is collected cash support amount related to R&D activities provided by TUBITAK. In 2012, cash support amounting to TRY1.247.844 related to R&D activities provided by TUBITAK was collected.

Due to the Group's expenses for R&D study during the first nine months of 2013, there was R&D deduction corresponding to TRY6.189.297. As of 30 September 2013, the balance of R&D deduction amount equals TRY31.350.323 including the amounts which were carried forward from previous year and are subject to revaluation. As per amendment made in Article 35 of the Law on Supporting Research and Development No. 5746 which became effective on 1 April 2008, R&D deduction rate from which will be benefited for the expenses of R&D has been increased from 40% to 100% (As of 31 December 2012, carried forward R&D deduction amount is TRY24.415.499).

In order to benefit from the incentives and exemptions provided in line with the Law No. 5746, the Group has made R&D centre application and following the inspection of Ministry of Industry and Commerce, the Group has been provided with the certificate of R&D centre which is effective since 3 June 2009.

Regarding the TRY11.570.000 spent as of 30 September 2013 in accordance with Incentive Certificate No. 5487 dated 26 February 2010: the Group has started to benefit from the 20% investment incentive and 50% discounted corporate income tax incentive within the framework of Article 32/A of the Corporate Income Tax Law in proportion to the effect of the investment on generated income.

#### NOTE 14 - PROVISIONS, CONTINGENT ASSTES AND LIABILITIES

Provisions for expenses and liabilities (Short-term)	<b>30 September 2013</b>	<b>31 December 2012</b>
Warranty provisions	6.575.590	4.860.139
Provision for lawsuits	204.009	196.783
Provision for employee benefits	1.474.775	690.962
Provision for derivative instruments	95.319	-
Other	16.072	-
Total	8.365.765	5.747.884

ANADOLU ISUZU OTOMOTIV SANAYI VE TİCARET A.Ş.

NOTES TO THE CONSOLIDATED FINANCIAL STATEMENTS FOR THE INTERIM PERIODS ENDED 30 SEPTEMBER 2013 AND 2012

(Amounts expressed in Turkish Lira ("TRY") unless otherwise indicated

#### NOTE 14 - PROVISIONS, CONTINGENT ASSTES AND LIABILITIES (Continued)

Movements of provisions during the period are as follows:

	Warranty provisions	Provision for lawsuits	Provision for employee benefits	Provision for derivative instruments	<u>Other</u>	<u>Total</u>
As of 1 January 2013	4.860.139	196.783	690.962	-	-	5.747.884
Additions during the period	7.532.373	162.670	1.474.775	95.319	16.072	9.281.209
Less: Paid during the period	(5.816.922)	(24.999)	(690.962)	-	-	(6.532.883)
Reversal of provision (-)	-	(130.445)	-		-	(130.445)
As of 30 September 2013	6.575.590	204.009	1.474.775	95.319	16.072	8.365.765

#### Lawsuits against the Group;

Amount of provisions allocated for the lawsuits which were filed against the Group as of 30 September 2013 and have not ended as of the balance sheet date equals TRY204.009 (31 December 2012: TRY196.783).

#### Mortgages and Guarantees on Assets;

There are not any mortgages and guarantees on assets.

#### **Total Insurance Coverage on Assets;**

Total insurance coverage on assets is TRY408.942.390 as of 30 September 2013 (31 December 2012: TRY349.916.249).

#### Contingent liabilities as of 30 September 2013 and 31 December 2012 are as follows:

	<u>30 September 2013</u>	31 December
Туре		<u>2012</u>
Letters of Guarantee	16.622.561	27.736.634
Total	16.622.561	27.736.634

Collaterals, pledges and mortgages "CPM" given by the Company as of 30 September 2013 and 31 December 2012 are as follows:

TOHOWS.	30 September 2013	31 December 2012
A. CPM's given in the name of its own legal personality	16.622.561	27.736.634
i. Guarantee letter	16.622.561	27.736.634
ii. Mortgage	-	-
B. CPM's given on behalf of the fully		
consolidated companies	-	-
C. CPM's given on behalf of third parties	-	-
for ordinary course of business	-	-
D. Total amount of other CPM's given	-	-
i. Total amount of CPM's given on behalf of the majority shareholder	-	-
ii. Total amount of CPM's given on behalf of other group companies which		
are not in scope of B and C	-	-
iii. Total amount of CPM's given on behalf of third parties which are not in		
scope of C	-	=
Total	16.622.561	27.736.634

ANADOLU ISUZU OTOMOTİV SANAYİ VE TİCARET A.Ş.

NOTES TO THE CONSOLIDATED FINANCIAL STATEMENTS FOR THE INTERIM PERIODS ENDED 30 SEPTEMBER 2013 AND 2012

(Amounts expressed in Turkish Lira ("TRY") unless otherwise indicated

#### NOTE 14 - PROVISIONS, CONTINGENT ASSTES AND LIABILITIES (Continued)

Percentage of CPM's given by the Company to the Company's equities is 0,00% as of 30 September 2013 (0,00% as of 31 December 2012).

The Group is exposed to foreign currency risk since its foreign currency denominated assets and liabilities are formed of different currencies. In order to hedge its foreign currency position due to the fluctuations in the foreign exchange parities, the Group enters into forward contracts.

#### NOTE 15 - PROVISION FOR EMPLOYEE BENEFITS

	<u>30 September 2013</u>	<u>31 December 2012</u>
Provision for employment termination benefit	11.871.889	11.000.574

Within the framework of current laws in Turkey, it is obligatory to make the severance pay of each employee who has completed one year service period, has been paid off regardless of any related reason, has been called-up for military service along with men who have completed 25-year service period, women who have completed 20-year service period or those who have completed age of retirement (58 for women, 60 for men).

Because there is not any funding obligation for the severance pay provision in Turkey, any special fund is not allocated in the financial statements.

The severance payments are calculated over 30-days gross salary for each service year. Primary assumption is that ceiling liability set for each service year increases in proportion to inflation. In parallel with this, real discount rate which is cleared of the potential inflation impacts is considered at the implementation stage. The severance pay cap is revised in every six months, the ceiling amount of TRY3.254,44 (31 December 2012: TRY3.129,25) applicable as of 30 September 2013 has been regarded for the calculation of the Group's provision of severance pay.

Moreover, the severance payments are not made for those who leave the job with his/her wish; estimated rate related to these severance pay amounts that will remain in the Group's account is considered.

Considering the Liability of Severance Pay are related to the next periods as per IAS 19, current values of the severance payments which will be made as of the balance sheet date are calculated to determine an approximate inflation expectation whose net difference refers a real discount rate and find an appropriate discount rate.

	<u>30 September 2013</u>	<u>31 December 2012</u>
Net Discount Rate %	2,48	2,48
Turnover rate to estimate the probability of retirement (%)	2,22	2,60

The provision calculated by estimating the present value of the future probable obligation of the Group arising from the retirement of the employees is recognised to the consolidated financial statements.

Movements of the provision for employee termination benefit during the period are as follows:

	<u>30 September 2013</u>	31 December
		<u>2012</u>
As of 1 January 2013	11.000.574	7.603.404
Interest cost	204.980	354.488
Remeasurements	356.913	88.104
Less: Paid during the period	(1.121.126)	(384.599)
Current period service cost	1.430.548	3.339.177
As of 30 September 2013	11.871.889	11.000.574

ANADOLU ISUZU OTOMOTIV SANAYİ VE TİCARET A.Ş.

NOTES TO THE CONSOLIDATED FINANCIAL STATEMENTS FOR THE INTERIM PERIODS ENDED 30 SEPTEMBER 2013 AND 2012

(Amounts expressed in Turkish Lira ("TRY") unless otherwise indicated

#### NOTE 16 - OTHER ASSETS AND LIABILITIES

Prepaid Expenses	30 September	31 December	
	2013	2012	
Prepaid insurance expenses	349.762	59.284	
Prepaid subscription expenses	4.924	1.034	
Prepaid advertisement expenses	29.694	14.153	
Prepaid other expenses	176.604	78.812	
Total	560.984	153.283	

#### Other current assets

	30 September	31 December
	<u>2013</u>	<u>2012</u>
Deferred VAT	4.621.333	3.144.294
Work advances	21.891	67.008
Other current assets	161.224	134.133
Total	4.804.448	3.345.435

Prepaid expenses	30 September	31 December
	<u>2013</u>	<u>2012</u>
Long-term prepaid expenses, other	1.673	2.796
Total	1.673	2.796

Deferred income (short term)	<u>30 September</u> <u>2013</u>	31 December 2012
Short term deferred income(*)	873.813	632.183
Total	873.813	632.183

<sup>(\*)</sup> The amount of cash incentives received for the company's R&D activities, and which should be transferred to the income statement for upcoming months as of 30 September 2013, is TRY789.076 (31 December 2012: TRY590.336).

Deferred income (long term)	<u>30 September</u> <u>2013</u>	31 December 2012
Long term deferred income(*)	1.503.790	1.300.637
Total	1.503.790	1.300.637

<sup>(\*)</sup> The amount which will be transferred to the consolidated income statement related to the upcoming years from the cash support received for R&D activities of the Company as of 30 September 2013 is TRY1.503.790 (31 December 2012: TRY1.300.637).

#### NOTE 17 - ASSETS HELD FOR SALE

#### Non-current assets held for sale

	<u>30 September 2013</u>	31 December 2012
Land	-	1.018.916
Land improvements	-	77.472
Buildings	-	3.142.400
Total	-	4.238.788

ANADOLU ISUZU OTOMOTIV SANAYI VE TİCARET A.Ş.

NOTES TO THE CONSOLIDATED FINANCIAL STATEMENTS FOR THE INTERIM PERIODS ENDED 30 SEPTEMBER 2013 AND 2012

(Amounts expressed in Turkish Lira ("TRY") unless otherwise indicated

#### **NOTE 17 - ASSETS HELD FOR SALE (Continued)**

A tender offer was made on 4 June 2013 for the sale of immovable items in Kartal, Istanbul, which were classified as assets of our company and included in the "Fixed Assets Classified For Sale" account. Following approval from the Extraordinary General Assembly on 13 August 2013, a sales transaction was performed on 20 August 2013 in return for TRY191 million as determined in the tender. As of 30 September 2013 there is no balance in the "Fixed Assets Classified For Sale" account.

The rental income of non-current assets held for sale for the nine months in 2013 is TRY1.129.058 (The rental income for 2012 is TRY1.810.230 depreciation expenses equal TRY172.681.)

#### **NOTE 18 - EQUITY**

#### **Non-controlling Interest**

Non-controlling shares			30 September 2013 19.146	31 December 2012 18.798
Total			19.146	18.798
	1 January 2013 30 September 2013	1 July 2013 30 September 2013	1 January 2012 30 September 2012	1 July 2012 30 September 2012
Non-controlling shares profit /(loss)	348	1.859	(1.220)	512
Total	348	1.859	(1.220)	512

#### **Capital / Elimination Adjustments**

Paid-in capital shown on the consolidated balance sheet is the paid-in capital of the Group. Paid-in capital of Subsidiaries in consolidated balance sheet and subsidiary accounts are mutually eliminated.

As of 30 September 2013, the share capital of the Company is TRY25.419.707. This share capital is divided into 2.541.970.654 shares in total, including 1.366.404.402 A Group registered shares, 755.995.500 B Group registered shares, 419.570.752 C Group bearer's shares, each with nominal value of 1 (one) Kr. The distribution of this share capital on the basis of share group is as follows:

#### 30 September 2013

				<b>SHARE</b>	
<u>NAME</u>	<b>GROUP A</b>	<b>GROUP B</b>	GROUP C	<b>AMOUNT</b>	SHARE %
YAZICILAR HOLDİNG A.Ş.	9.073.187	-	4.478	9.077.665	35,71
ÖZİLHAN SINAİ YATIRIM A.Ş.	4.269.734	-	2.108	4.271.842	16,81
ANADOLU ENDÜSTRİ HOLDİNG A.Ş.	223.748	-	38.835	262.583	1,03
ISUZU MOTORS LTD.	-	4.319.991	-	4.319.991	16,99
ITOCHU CORPORATION BEARER TO SHARES PUBLICLY	-	3.239.964	-	3.239.964	12,75
OWNED	-	-	3.811.860	3.811.860	15,00
BEARER SHARES	97.375	-	338.427	435.802	1,71
TOTAL	13.664.044	7.559.955	4.195.708	25.419.707	100,00

ANADOLU ISUZU OTOMOTIV SANAYI VE TİCARET A.Ş.

NOTES TO THE CONSOLIDATED FINANCIAL STATEMENTS FOR THE INTERIM PERIODS ENDED 30 SEPTEMBER 2013 AND 2012

(Amounts expressed in Turkish Lira ("TRY") unless otherwise indicated

#### **NOTE 18 - EQUITY (Continued)**

#### **31 December 2012**

				<u>SHARE</u>	
<u>NAME</u>	<b>GROUP A</b>	GROUP B	GROUP C	<b>AMOUNT</b>	SHARE %
YAZICILAR HOLDİNG A.Ş.	9.073.187	-	4.478	9.077.665	35,71
ÖZİLHAN SINAİ YATIRIM A.Ş.	4.269.734	-	2.108	4.271.842	16,81
ANADOLU ENDÜSTRİ HOLDİNG A.Ş.	223.748	-	38.835	262.583	1,03
ISUZU MOTORS LTD.	-	4.319.991	-	4.319.991	16,99
ITOCHU CORPORATION BEARER TO SHARES PUBLICLY	-	3.239.964	-	3.239.964	12,75
OWNED	-	-	3.811.860	3.811.860	15,00
BEARER SHARES	97.375	-	338.427	435.802	1,71
TOTAL	13.664.044	7.559.955	4.195.708	25.419.707	100,00

The amount TRY25.419.707, corresponding to the share capital of the company, is fully paid up as free from any misleading transactions. The Company is not included in registered capital system.

#### **Privileges Granted to the Share Groups**

The Company is directed by the fourteen members of the Board of Directors elected among shareholders by General Assembly in accordance with the regulations of Turkish Commercial Code. On 14 May 2012, members of the Board of Directors has been increased to fourteen from eleven.

Four members of the Board of Directors are elected from the candidates nominated by the shareholders of Group B and the remaining members of the Board of Directors are elected from the candidates nominated by the shareholders of Group A by the General Assembly.

#### **30 September 2013**

Paid-in share capital	25.419.707
Adjustment to share capital	86.901.880
Restricted reserves	14.744.014
Retained earnings	39.048.753
Gain/(loss) on revalution and remeasurement	(285.530)
Net profit for the year	184.563.448
Shareholders' equity attributable to equity holders of the Group	350.392.272
Non-controlling shares	19.146
Total shareholders' equity	350.411.418
31 December 2012	
Paid-in share capital	25.419.707
Adjustment to share capital	86.901.880
Restricted reserves	14.693.894
Retained earnings	37.762.889
Gain/(loss) on revalution and remeasurement	(70.483)
Net profit for the year	1.338.984
Shareholders' equity attributable to equity holders of the Group	166.046.871
Non-controlling shares	18.798
Total shareholders' equity	166.065.669

ANADOLU ISUZU OTOMOTİV SANAYİ VE TİCARET A.Ş.

# NOTES TO THE CONSOLIDATED FINANCIAL STATEMENTS FOR THE INTERIM PERIODS ENDED 30 SEPTEMBER 2013 AND 2012

(Amounts expressed in Turkish Lira ("TRY") unless otherwise indicated

#### **NOTE 18 - EQUITY (Continued)**

#### Restricted reserves

Restricted reserves are comprised of legal reserves and other reserves.

	<u>30 September 2013</u>	<u>31 December 2012</u>
Legal reserves	13.294.623	13.244.503
Profit reserves from sale of affiliates	1.449.390	1.449.390
Profit on cancelled shares certificates	1	1
Total	14.744.014	14.693.894

The legal reserves consist of first and second reserves, appropriated in accordance with the Turkish Commercial Code ("TCC"), The TCC stipulates that the first legal reserve is appropriated out of statutory profits at the rate of 5% per annum, until the total reserve reaches 20% of the Company's paid-in capital. The second legal reserve is appropriated at the rate of 10% per annum of all cash distributions in excess of 5% of the paid-in capital, Under the TCC, the legal reserves can be used only to offset losses and are not available for any other usage unless they exceed 50% of paid-in capital. As of 30 September 2013, the Group's total restricted reserves are TRY14.744.014 (31 December 2012: TRY14.693.894).

#### **Retained earnings**

Retained earnings is comprised of extraordinary reserves, miscellaneous inflation differences and other prior years' income.

The Company's prior years' income details as of period ends are as follows:

	<u>30 September 2013</u>	<b>31 December 2012</b>
Extraordinary reserves	9.380.808	9.380.808
Inflation difference of extraordinary reserves	3.300.229	3.300.229
Inflation difference of legal reserves	25.081.046	25.081.046
Inflation difference of cancelled shares certificates	806	806
Retained earnings	1.285.864	-
Total	39.048.753	37.762.889

Quoted companies make profit distributions as follows:

Based on the CMB Decree 7/242, dated 25 February 2005, if the amount of profit distributions calculated in accordance with the net distributable profit requirements of the CMB does not exceed the statutory net distributable profit, the total amount of distributable profit should be distributed. If it exceeds the statutory net distributable profit, the total amount of the statutory net distributable profit should be distributed. However, no profit distribution would be made if any financial statements prepared in accordance with the CMB or any statutory accounts carrying net loss for the period. In accordance with the CMB's decision dated 27 January 2010; it is decided not to bring any obligation for any minimum profit distribution about dividend distribution which will be made for publicly owned companies.

Inflation adjustment difference in Equity can be utilised in issuing bonus shares and in offsetting accumulated losses; the carrying amount of extraordinary reserves could have been utilised in issuing bonus shares, cash dividend distribution and offsetting accumulated losses. However, equity inflation adjustment differences will be liable to corporate tax if it is used in cash profit distribution.

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#### **NOTE 18 - EQUITY (Continued)**

Group's retained earnings is TRY39.048.753 based on the consolidated financial statements prepared in according with CMB Financial Reporting Standard for the interim period ended 30 September 2013.

In accordance with the Communiqué No:XI-29 and related announcements of CMB, effective from 1 January 2008, "Share Capital", "Restricted Reserves" and "Share Premiums" shall be carried at their statutory amount. The valuation differences shall be classified as follows:

- the difference arising from the "Paid-in Capital" and not been transferred to capital yet, shall be classified under the "Inflation Adjustment to Share Capital";
- the difference due to the inflation adjustment of "Restricted Reserves" and "Share Premium" and the amount has not been utilised in dividend distribution or capital increase yet, shall be classified under "Retained Earnings". Other equity items shall be carried at the amounts calculated based on CMB Financial Reporting Standards.

#### NOTE 19 - SALES AND COST OF SALES

Sales	1 January 2013 30 September 2013	1 July 2013 30 September 2013	1 January 2012 30 September 2012	1 July 2012 30 September 2012
Domestic sales	368.168.711	119.487.253	317.760.516	110.828.400
Foreign sales	64.731.287	21.929.930	54.638.825	16.721.769
Other sales	3.290.517	1.048.892	2.412.539	568.376
Less: Discounts	(32.620.448)	(9.220.404)	(24.442.485)	(7.107.980)
Income from sales (Net)	403.570.067	133.245.671	350.369.395	121.010.565
Cost of sales	(337.052.259)	(113.035.427)	(306.658.884)	(106.219.698)
Gross operating profit/loss	66.517.808	20.210.244	43.710.511	14.790.867

Cost of sales are summarised as follows;

Cost of Sales	1 January 2013 30 September 2013	1 July 2013 30 September 2013	1 January 2012 30 September 2012	1 July 2012 30 September 2012
Direct raw material costs	229.658.276	72.416.964	227.619.419	65.347.367
Direct labor costs	15.666.952	6.005.154	13.308.349	4.645.195
Depreciation and amortisation expenses	7.392.030	2.474.966	6.607.725	2.175.570
Manufacturing overhead costs	5.703.267	2.066.668	6.415.104	2.060.325
<b>Total cost of production</b>	258.420.525	82.963.752	253.950.597	74.228.457
Change in semi-finished and finish goods				
inventory	(12.266.342)	(284.707)	(25.238.146)	(3.149.970)
Cost of trade goods sold	90.301.923	30.202.667	77.403.060	34.977.133
Other cost of sales	596.153	153.715	543.373	164.078
Total cost of sales	337.052.259	113.035.427	306.658.884	106.219.698

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# NOTE 20 - RESEARCH AND DEVELOPMENT EXPENSES, MARKETING, SELLING AND DISTRIBUTIONS EXPENSES AND GENERAL ADMINISTRATIVE EXPENSES

a) Research and development expenses	1 January 2013 30 September 2013	1 July 2013 30 September 2013	1 January 2012 30 September 2012	1 July 2012 30 September 2012
Personnel expenses	(454.949)	(185.258)	(206.394)	(10.904)
Project costs	(214.048)	(41.031)	(105.244)	(61.153)
Depreciation and amortisation expenses	(68.179)	(30.003)	(175.098)	(139.339)
Other	(860.490)	(477.438)	(651.236)	(245.294)
<b>Total Research and Development Expenses</b>	(1.597.666)	(733.730)	(1.137.972)	(456.690)
b) Marketing, selling and distribution expenses				
Domestic sales expenses	(4.030.904)	(1.173.677)	(3.366.717)	(1.066.958)
Export expenses	(5.580.878)	(1.963.819)	(3.766.800)	(1.216.989)
Personnel expenses	(5.077.392)	(1.725.023)	(4.281.065)	(1.440.927)
Advertising expenses	(2.550.580)	(660.309)	(2.925.738)	(1.421.464)
Warranty expenses	(7.532.372)	(2.292.312)	(5.472.386)	(2.041.772)
Depreciation and amortisation expenses	(691.074)	(264.593)	(556.781)	(191.815)
Other	(10.059.190)	(3.714.215)	(7.826.005)	(2.300.285)
Total Marketing, Selling and Distribution  Expenses	(35.522.390)	(11.793.948)	(28.195.492)	(9.680.210)
c) General and administrative expenses	(0.100.100)		(0.1.10.11.7)	(2.020.200)
Personnel expenses	(8.608.432)	(2.812.481)	(8.160.645)	(2.828.330)
Service and work expenses	(5.974.044)	(2.021.240)	(4.901.931)	(1.660.217)
Depreciation and amortisation expenses	(538.946)	(180.655)	(296.109)	(99.296)
Insurance expenses	(885.672)	(339.451)	(817.384)	(282.071)
Other	(2.916.284)	(687.268)	(2.383.352)	(681.403)
Total General and Administrative				
Expenses	(18.923.379)	(6.041.096)	(16.559.421)	(5.551.317)

#### **NOTE 21 - EXPENSES BY NATURE**

	1 January 2013 30 September	1 July 2013 30 September	1 January 2012 30 September	1 July 2012 30 September
	2013	2013	2012	2012
Direct material costs	229.658.276	72.416.964	227.619.419	65.347.367
Cost of trade goods sold	90.301.923	30.202.667	77.403.060	34.977.133
Cost of other goods sold	596.153	153.715	543.373	164.078
Change in goods inventory	(12.266.342)	(284.707)	(25.238.146)	(3.149.971)
Other operational expenses	40.604.463	13.370.761	32.216.793	10.977.606
Personnel expenses	29.807.726	10.727.917	25.956.453	8.925.356
Depreciation and amortisation expenses	8.690.228	2.950.216	7.635.713	2.606.020
Other production expenses	5.703.268	2.066.669	6.415.104	2.060.325
Total expenses	393.095.695	131.604.202	352.551.769	121.907.914

Expenses by nature include cost of goods sold, marketing, selling and distribution expenses, general administration expenses and research and development expenses.

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#### NOTE 22 - OTHER OPERATING INCOME/EXPENSES

	1 January 2013 30 September	1 July 2013 30 September	1 January 2012 30 September	1 July 2012 30 September
Other operating income:	2013	2013	2012	2012
Foreign Exchange Income on Trade		(200 202)		/- <b>-</b>
Receivable and Payables	899.278	(390.593)	2.502.492	(67.937)
Rediscount Income on Trade Payables	1.120.782	85.779	2.019.844	(166.849)
Rent income	1.142.928	211.803	1.378.976	454.098
Service income	584.795	184.488	503.201	149.567
Tubitak R&D incentive	591.807	296.639	676.070	225.356
Provisions no longer required	-	-	152.495	31.998
Other	220.634	35.818	570.536	173.114
Total	4.560.224	423.934	7.803.614	799.347
Other operating expenses: Foreign Exchange Expenses on Trade	(1.052.540)	(1,666,540)	(652.750)	(2(2.121)
Receivable and Payables	(1.952.649)	(1.666.542)	(653.750)	(363.131)
Rediscount Expenses on Trade Receivables	(1.175.495)	23.585	(1.954.221)	110.770
Other	(81.378)	(29.813)	(79.084)	(22.090)
Total	(3.209.522)	(1.672.770)	(2.687.055)	(274.451)

#### NOTE 23 - INCOME AND EXPENSES FROM INVESTING ACTIVITIES

Income from investing activities	1 January 2013 30 September 2013	1 July 2013 30 September 2013	1 January 2012 30 September 2012	1 July 2012 30 September 2012
Gain on sale of Land and Buildings(*)	187.099.463	184.872.101	-	-
Gain on sale of Machinery and Equipment	158.091	(25.256)	107.298	<u>-</u>
Total	187.257.554	184.846.845	107.298	<u>-</u> _

(\*) TRY184.872.101 amount in gain on sale of land and buildings was acquired on sale of Group's tangible assets in Kartal İstanbul in current year.

Expenses from investing activities	1 January 2013 30 September 2013	1 July 2013 30 September 2013	1 January 2012 30 September 2012	1 July 2012 30 September 2012
Loss on sale of Machinery and Equipment	(654)	(654)	(83.062)	<u>-</u> _
Total	(654)	(654)	(83.062)	-

#### **NOTE 24 - FINANCIAL INCOME**

	1 January 2013 30 September	1 July 2013 30 September	1 January 2012 30 September	1 July 2012 30 September
Financial income:	2013	2013	2012	2012
Interest income	2.404.559	1.769.719	414.369	44.122
Credit finance income	1.071.002	388.801	875.163	610.821
Foreign exchange gains	2.928.731	1.517.569	1.495.667	351.221
Total	6.404.292	3.676.089	2.785.199	1.006.164

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#### **NOTE 25 - FINANCIAL EXPENSES**

Financial expenses:	1 January 2013 30 September 2013	1 July 2013 30 September 2013	1 January 2012 30 September 2012	1 July 2012 30 September 2012
Interest expenses	(7.950.503)	(1.836.388)	(9.140.217)	(3.390.385)
Foreign exchange losses	(2.302.919)	(696.641)	(3.203.029)	(480.365)
Credit finance expenses	(474.812)	(132.603)	-	-
Other financial expenses	(550.287)	(191.428)	(640.084)	(239.891)
Total	(11.278.521)	(2.857.060)	(12.983.330)	(4.110.641)

### NOTE 26 - TAXATION ON INCOME (INCLUDING DEFERRED TAX ASSETS AND LIABILITIES)

The Group's tax (expense) / income is comprised of current period corporate tax expense and deferred tax income/(expense).

Account name	1 January 2013 30 September 2013	1 July 2013 30 September 2013	1 January 2012 30 September 2012	1 July 2012 30 September 2012
Corporate tax provision	(808.571)	(741.903)	(104.266)	(34.200)
Deferred tax (expense) / income	(8.835.379)	(8.309.482)	2.763.693	1.203.112
Total tax (expense) / income	(9.643.950)	(9.051.385)	2.659.427	1.168.912
Tax income / (exprense) – Comprehesive				
Income Statements	53.762	22.725	13.216	4.406
Total tax (expense) / income	(9.590.188)	(9.028.660)	2.672.643	1.173.318

		31 December
	<u>30 September 2013</u>	2012
Current period corporate tax	808.571	152.009
Prepaid taxes	(425.941)	(105.971)
Taxes payable	382.630	46.038

### i) Provision for Current Period Tax

The Group is subject to Corporate Tax in Turkey. Necessary provisions in supplementary financial statements have been made for estimated tax liabilities regarding Group's operations in the current period.

The corporate tax to be accrued over the taxable profit is calculated by adding non-deductible expenses to the accounting profit; deducting investment and research and development allowances, income not subject to taxation and the dividends received, from companies located in Turkey, from the accounting profit.

#### Effective Corporate Tax Rates:

The corporate tax rate was determined as 20% by the Corporate Tax Law No.5520 after publishing at Official Gazette on 21 September 2006 including the earnings in the fiscal year 2006.

Under the Turkish taxation system, tax losses can be carried forward to offset against future taxable income for up to five years. Tax losses cannot be carried back to offset profits from previous periods.

According to Corporate Tax Law's 24th article, the corporate tax is imposed by the taxpayer's tax returns. There is not an exact mutual agreement procedure with Tax Authorities in Turkey. Annual corporate tax returns are submitted to the relating tax offices until the 25th of April in the following year. Tax authorities have the right to audit tax declarations and accounting records for 5 years, and may issue re-assessment based on their findings.

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NOTES TO THE CONSOLIDATED FINANCIAL STATEMENTS FOR THE INTERIM PERIODS ENDED 30 SEPTEMBER 2013 AND 2012

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# NOTE 26 - TAXATION ON INCOME (INCLUDING DEFERRED TAX ASSETS AND LIABILITIES) (Continued)

### Income Withholding Tax:

In addition to corporate tax, companies should also calculate income withholding tax on any dividends and income distributed, except for resident companies in Turkey receiving dividends from resident companies in Turkey and Turkish branches of foreign companies. The rate of withholding tax has been increased from 10% to 15% upon the Cabinet decision No: 2006/10731, which was published in Official Gazette on July 23, 2006.

### ii) Deferred Tax:

The deferred tax asset and tax liability are based on the temporary differences, which arise between the financial statements prepared according to CMB's accounting standards and statutory tax financial statements. These differences are usually due to the recognition of revenue and expenses in different reporting periods for the CMB standards and tax purposes.

Temporary differences are result of recognizing certain income and expense items differently for accounting and tax purposes. Temporary differences are calculated off of the tangible fixed assets (except land and buildings), intangible fixed assets, stocks, the revaluation of prepaid expenses, discount of receivables, provision for termination indemnities, and previous years' loss. Every accounting year, the Group reviews the deferred tax asset and in circumstances, where the deferred tax assets cannot be used against the future taxable income, the Group writes-off the recorded deferred tax asset. Corporate tax rate is used in the calculation of deferred taxes.

	30 Septen	<u>30 September 2013</u>		mber 2012
	<u>Cumulative</u> <u>Temporary</u> <u>Differences</u>	<u>Deferred Tax</u> <u>Assets/(Liabilities)</u>	Cumulative Temporary Differences	<u>Deferred Tax</u> (Assets/(Liabilities
Inventories	1.865.369	373.074	1.137.176	227.435
Non-current assets	(27.869.033)	(5.573.807)	(27.059.273)	(5.411.855)
Provision for employee termination benefits Carry forward tax losses(*)	11.871.889	2.374.378	11.000.574 23.269.605	2.200.115 4.653.921
R&D deductions	-	- -	24.415.499	4.883.100
Other (Net)	8.905.239	1.781.048	5.917.967	1.183.594
Total Deferred Tax Assets, net		(1.045.307)		7.736.310

<sup>(\*)</sup> As of 30 September 2013, Group expects to utilise TRY23.269.605 of its carry forward tax losses in 2013.

Movements of deferred income tax:	1 January 2013 30 September 2013	1 January 2012 31 December 2012
Opening	7.736.310	5.872.846
Deferred tax income on income statements	(8.835.379)	1.845.843
Deferred tax income on comprehensive income statements	53.762	17.621
Deferred Tax	(1.045.307)	7.736.310

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# NOTE 26 - TAXATION ON INCOME (INCLUDING DEFERRED TAX ASSETS AND LIABILITIES) (Continued)

Reconciliations of tax provision with the current period loss are as follows:

nominal value of TRY 1 each

Reconciliation of tax provision:	<u>30 S</u>	eptember 2013	30 September 2012	
Income/ (Loss) from continuing operation	s	194.207.746	(7.239.710)	
Corporate tax rate 20%		(38.841.549)	1.447.942	
Taxation effect:				
- R&D deductions		1.386.965	1.086.970	
- Income on R&D subsidies		118.361	135.214	
- Non-deductible expenses for tax purposes		(16.275)	(10.699)	
- Tax-free income		27.687.449	-	
- Other deductions		21.099	-	
(Loss)/income tax provision on statements	of income	(9.643.950)	2.659.427	
NOTE 27 - INCOME/(LOSS) PER SHARI	E			
	1 January 2013 30 September 2013	1 July 2013 30 September 2013	1 January 2012 30 September 2012	1 July 2012 30 September 2012
Net income/ (loss) for the period (TRY)	184.563.448	177.004.610	(4.579.063)	(2.308.531)
Weighted average number of shares with				
Weighted average number of shares with nominal value of Kr 1 each	2.541.970.654	2.541.970.654	2.541.970.654	2.541.970.654

7,2606

6,9633

(0,1801)

(0,0908)

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## NOTE 28 - RELATED PARTY DISCLOSURES

## a) Related party balances:

## **30 September 2013**

	Receivables		<b>Payables</b>	
1) Related Parties	<b>Trade</b>	<u>Other</u>	<u>Trade</u>	<u>Other</u>
Payables to shareholders(*)	-	-	-	9.109
Anadolu Endüstri Holding A.Ş.	-	-	628.497	-
Efes Pazarlama Dağıtım ve Tic. A.Ş.	-	-	11.778	-
Itochu Corporation Tokyo	-	-	72.674.036	-
Isuzu Motors International Operation Thailand	-	-	28.713.888	-
Isuzu Motors Ltd. Tokyo	18.195	-	1.311.199	-
Isuzu Techno Co.,Ltd	-	-	46.130	-
Çelik Motor Ticaret A.Ş.	23.266	-	-	-
Anadolu Motor Üretim ve Paz. A.Ş.	23.235	-	-	-
Efestur Turizm İşletmeleri A.Ş.	-	-	207.585	-
Anadolu Bilişim Hizmetleri A.Ş.	-	-	160.078	-
Anadolu Efes Biracılık ve Malt Sanayi A.Ş.	-	-	424	-
Alternatif Yatırım A.Ş.	704	-	-	-
Adel Kalemcilik Tic. ve San. A.Ş.	2.360	-	-	-
AEH Sigorta Acenteliği A.Ş.	-	-	127.993	-
Anadolu Araçlar Ticaret A.Ş.	-	-	106.526	-
Total	67.760	-	103.988.134	9.109

<sup>(\*)</sup> Payables to shareholders balance is classified under other payables in the consolidated balance sheet.

Group's receivables from related parties are mainly due to trade goods, service sales and rent income. Group's payables to related parties are mainly due to raw material, service purchases and rent expenses.

### **31 December 2012**

	<u>Receiv</u>	<u>Receivables</u>		<b>Payables</b>	
1) Related Parties	<u>Trade</u>	<u>Other</u>	<b>Trade</b>	<b>Other</b>	
Payables to shareholders(*)	-	-	-	13.066	
Anadolu Endüstri Holding A.Ş.	-	-	191.915	-	
Itochu Corporation Tokyo	-	-	40.389.321	-	
Isuzu Motors International Operation Thailand	187.708	-	6.466.898	-	
Isuzu Motors Ltd. Tokyo	191.068	-	2.324.024	-	
Anadolu Motor Üretim ve Paz. A.Ş.	154	-	-	-	
Efestur Turizm İşletmeleri A.Ş.	-	-	1.116	-	
Anadolu Bilişim Hizmetleri A.Ş.	-	-	116.329	-	
Anadolu Efes Biracılık ve Malt Sanayi A.Ş.	-	-	424	-	
Alternatif Yatırım A.Ş.	1.012	-	-	-	
Adel Kalemcilik Tic. ve San. A.Ş.	31.862	-	-	-	
AEH Sigorta Acenteliği A.Ş.	3	-	-	-	
Anadolu Araçlar Ticaret A.Ş.	-	-	48.132	-	
Total	411.807	-	49.538.159	13.066	

<sup>(\*)</sup> Payables to shareholders balance is classified under other payables in the consolidated balance sheet.

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## NOTE 28 - RELATED PARTY DISCLOSURES (Continued)

## b) Related party transactions:

## **30 September 2013**

	Goods and	Sales of		Total revenues /
Sales to related parties	Service sales	Fixed assets	Rent income	Sales
Efes Pazarlama Dağıtım ve Tic. A.Ş.	520	-	636.266	636.786
Isuzu Motors International Operation Thailand	521.656	-	-	521.656
Isuzu Motors Ltd. Tokyo	2.597.280	-	-	2.597.280
Çelik Motor Ticaret A.Ş.	383.523	-	-	383.523
Alternatif Yatırım A.Ş.	-	-	6.862	6.862
Adel Kalemcilik Tic. ve San. A.Ş.	495	-	326.244	326.739
Anadolu Motor Üretim ve Paz. A.Ş.	190.593	12.000	9.750	212.343
Alternatif Finansal Kiralama A.Ş.	124	-	83.582	83.706
Alternatifbank A.Ş.	119	-	80.224	80.343
Anadolu Efes Biracılık ve Malt Sanayi A.Ş.	10.933	-	-	10.933
Anadolu Sağlık Merkezi İktisadi İşletmesi	124	-	-	124
Total	3.705.367	12.000	1.142.928	4.860.295

## **30 September 2012**

	Goods and	Sales of Fixed		Total revenues /
Sales to related parties	Service sales	<u>assets</u>	Rent income	<u>Sales</u>
Efes Pazarlama Dağıtım ve Tic. A.Ş.	-	-	899.934	899.934
Isuzu Motors International Operation Thailand	825.909	-	-	825.909
Isuzu Motors Ltd. Tokyo	975.712	-	-	975.712
Itochu Corporation Tokyo	2.474	-	-	2.474
Çelik Motor Ticaret A.Ş.	372.530	-	6.000	378.530
Alternatif Yatırım A.Ş.	-	-	7.722	7.722
Adel Kalemcilik Tic. ve San. A.Ş.	5.536	-	263.415	268.951
Anadolu Motor Üretim ve Paz. A.Ş.	147.867	-	-	147.867
Alternatif Finansal Kiralama A.Ş.	103	-	94.068	94.171
Alternatifbank A.Ş.	-	-	90.288	90.288
Antek Teknoloji Ürünleri Paz. ve Tic. A.Ş.	237	-	-	237
Anadolu Araçlar Ticaret A.Ş	1.342	-	-	1.342
Anadolu Sağlık Merkezi İktisadi İşletmesi	124	-	15.000	15.124
Total	2.331.834	-	1.376.427	3.708.261

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## NOTE 28 - RELATED PARTY DISCLOSURES (Continued)

## **30 September 2013**

Purchases from related parties	Goods and Service purchases	Fixed asset	Rent Expense	Total expense/ Purchases
	•	purchases	•	
Anadolu Motor Üretim ve Paz. A.Ş.	100.574	-	-	100.574
Çelik Motor Ticaret A.Ş.	954	_	316.205	317.159
Anadolu Endüstri Holding A.Ş.	2.222.712	1.615	-	2.224.327
Itochu Corporation Tokyo	83.462.114	-	-	83.462.114
Isuzu Motors International Operation Thailand	60.313.416	-	-	60.313.416
Isuzu Motors Ltd. Tokyo	5.049.138	-	-	5.049.138
Isuzu Motors Ltd. Europe	10.406	-	-	10.406
Isuzu Techno Co.,Ltd	46.130	-	-	46.130
Efestur Turizm İşletmeleri A.Ş.	1.521.432	-	-	1.521.432
Efes Pazarlama Dağıtım ve Tic. A.Ş.	9.982	39.700	-	49.682
Anadolu Bilişim Hizmetleri A.Ş.	1.904.288	1.563.149	-	3.467.437
Anadolu Efes Biracılık ve Malt Sanayi A.Ş.	5.924	-	-	5.924
Anadolu Araçlar Ticaret A.Ş.	242.073	-	-	242.073
Oyex Handels Gmbh	77.896	-	-	77.896
Total	154.967.039	1.604.464	316.205	156.887.708

## **30 September 2012**

Purchases from related parties	Goods and Service purchases	Fixed asset purchases	Rent Expense	Total expense/ Purchases
Anadolu Motor Üretim ve Paz. A.Ş.	1.817.095	_	-	1.817.095
Çelik Motor Ticaret A.Ş.	2.152	-	218.380	220.532
Anadolu Endüstri Holding A.Ş.	1.948.485	-	-	1.948.485
Itochu Corporation Tokyo	107.057.859	-	-	107.057.859
Isuzu Motors International Operation Thailand	35.375.330	-	-	35.375.330
Isuzu Motors Ltd. Tokyo	4.089.527	-	-	4.089.527
Isuzu Motors Ltd. Europe	6.893	-	-	6.893
Efestur Turizm İşletmeleri A.Ş.	1.183.461	-	-	1.183.461
Anadolu Bilişim Hizmetleri A.Ş.	1.635.992	481.996	-	2.117.988
Anadolu Efes Biracılık ve Malt Sanayi A.Ş.	6.091	-	-	6.091
Anadolu Sağlık Merkezi İktisadi İşletmesi	15.000	-	-	15.000
Anadolu Araçlar Ticaret A.Ş.	146.479	-	-	146.479
Total	153.284.364	481.996	218.380	153.984.740

ANADOLU ISUZU OTOMOTIV SANAYI VE TİCARET A.Ş.

NOTES TO THE CONSOLIDATED FINANCIAL STATEMENTS FOR THE INTERIM PERIODS ENDED 30 SEPTEMBER 2013 AND 2012

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## **NOTE 28 - RELATED PARTY DISCLOSURES (Continued)**

## c) Donations to Anadolu Eğitim ve Sosyal Yardım Vakfı:

As per the Article No:19 in the Main Articles of Association of the Group, at least 2% - 5% of the Group's profit before tax following the distribution of 1st dividend shall be donated to Anadolu Eğitim ve Sosyal Yardım Vakfı as long as it is subject to tax exemption. No donation was made to Anadolu Eğitim ve Sosyal Yardım Vakfı in the current year. (31 December 2012: No donation was made).

## d) Key management compensation:

	<u>30 September 2013</u>	30 September 2012
Salaries and other short-term benefits	1.279.658	1.239.271
Total	1.279.658	1.239.271

Key management compensation includes salaries, premiums and social security contributions.

#### **NOTE 29 - FINANCIAL RISK MANAGEMENT**

#### (a) Capital risk management

The Group manages its capital to ensure that entities in the Group will be able to continue as a going concern while maximizing its profit and market value through the optimization of the debt and equity balance.

The Group's equity comprised of cash and cash equivalents (Note 4) and respectively share capital, capital reserves, profit reserves and retained earnings items (Note 16).

Risks, associated with each capital class, and the capital cost are evaluated by the top management. It is aimed that the capital structure will be set in balance by means of new borrowings or repaying the existing debts as well as dividend payments and new share issuances based on the top management evaluations.

The Group monitors capital by using debt to total capital ratio. This ratio is calculated by dividing the net debt by total capital. The net debt is calculated by excluding the cash and cash equivalent amounts from the total debt amount (including credits, leasing and commercial debts as indicated in the balance sheet). Total capital is calculated by adding net debt to shareholders' equity as indicated in the balance sheet.

	30 September	31 December
	<u>2013</u>	<u>2012</u>
Financial Liabilities	41.878.114	215.714.365
Total Shareholders' Equity	350.411.418	166.065.669
Debt/Total equity	0.12	1.30

General strategy of the Group based on shareholders' equity is not different from previous periods.

The Group conducts hedging contracts (including derivative financial instruments) for the purpose of diversifying foreign currency fluctuation risks.

## (b) Price risk

Equity instruments which are classified on Group's balance sheet as available-for-sale are subjected to price risk. In order to manage the price risk due to capital instruments, The Group has a limited number of financial assets which are available-for-sale.

ANADOLU ISUZU OTOMOTİV SANAYİ VE TİCARET A.Ş.

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(Amounts expressed in Turkish Lira ("TRY") unless otherwise indicated

## **NOTE 29 - FINANCIAL RISK MANAGEMENT (Continued)**

#### (c) Market risk

The Group is subject to the financial risks related to the changes in the exchange rate (Please see (d) below) and interest rate (Please see (e) below) due to its operations and other (Please see (f) below). Also due to having financial instruments, the Group also bears the risk of other parties not meeting the requirements of agreements (Please see (g) below).

Market risks seen at the level of the Group are measured in accordance with sensitivity analyses.

The market risk of the Group incurred during the current year or the method of handling the encountered risks or the method of measuring those risks are not different from the previous year.

#### (d) Foreign exchange risk

Foreign currency transactions may result in foreign currency fluctuation risk.

The Group maintains foreign currency time deposit accounts in banks as the Group has receivables and payables in foreign currencies. As a consequence, the Group is exposed to foreign currency exchange risk due to the changes in exchange rates used for converting assets and liabilities into TRY. Foreign exchange risk arises from future trade operations and the differences between assets and liabilities.

#### Sensitivity analysis of foreign exchange

#### 30 September 2013

	Profit/Loss				
	Appreciation of	<b>Depreciation of</b>			
	foreign currency	foreign currency			
If US\$ appreciated/(depreciated) against TRY by 10%;					
1- USD currency net asset/liability	(2.775.066)	2.775.066			
2- Hedged items (-)					
3- Net effect of USD (1+2)	(2.775.066)	2.775.066			
If EUR appreciated/(depreciated) against TRY by 10%;		_			
4- EUR currency net asset/liability	1.576.230	(1.576.230)			
5- Hedged items (-)					
6- Net effect of EUR(4+5)	1.576.230	(1.576.230)			
If JPY appreciated/(depreciated) against TRY by 10%;					
7- JPY currency net asset/liability	(7.276.582)	7.276.582			
8- Hedged items (-)					
9- Net effect of JPY (7+8)	(7.276.582)	7.276.582			
TOTAL (3+6+9)	(8.475.419)	8.475.419			

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(Amounts expressed in Turkish Lira ("TRY") unless otherwise indicated

## NOTE 29 - FINANCIAL RISK MANAGEMENT (Continued)

## Sensitivity analysis of foreign exchange

## 31 December 2012

	Profit/Loss				
	Appreciation of	<b>Depreciation of</b>			
	foreign currency	foreign currency			
If US\$ appreciated/(depreciated) against TRY by 10%;					
1- USD currency net asset/liability	(618.297)	618.297			
2- Hedged items (-)					
3- Net effect of USD (1+2)	(618.297)	618.297			
If EUR appreciated/(depreciated) against TRY by 10%;					
4- EUR currency net asset/liability	1.133.233	(1.133.233)			
5- Hedged items (-)					
6- Net effect of EUR(4+5)	1.133.233	(1.133.233)			
If JPY appreciated/(depreciated) against TRY by 10%;		_			
7- JPY currency net asset/liability	(3.570.632)	3.570.632			
8- Hedged items (-)					
9- Net effect of JPY (7+8)	(3.570.632)	3.570.632			
TOTAL (3+6+9)	(3.055.696)	3.055.696			

# CONVENIENCE TRANSLATION INTO ENGLISH OF CONSOLIDATED FINANCIAL STATEMENTS ORIGINALLY ISSUED IN TURKISH ANADOLU ISUZU OTOMOTİV SANAYİ VE TİCARET A.Ş.

## NOTES TO THE CONSOLIDATED FINANCIAL STATEMENTS FOR THE INTERIM PERIODS ENDED 30 SEPTEMBER 2013 AND 2012

(Amounts expressed in Turkish Lira ("TRY") unless otherwise indicated

## NOTE 29 - FINANCIAL RISK MANAGEMENT (Continued)

		Foreign currence	cy position tab	<u>ole</u>						
		30 Se	ptember 2013				31 De	ecember 2012	2	
	TRY Amount	USD	EUR	JPY	Other	TRY Amount	USD	EUR	JPY	Other
1. Trade receivables	12.366.336	63.500	4.445.848	883.833		12.419.097	105.300	5.119.837	9.250.000	
2a. Monetary financial assets	8.752.627	3.317.269	367.148	48.115.452	1.550	9.335.034	53.126	1.287.328	300.780.535	-
2b. Non-monetary financial assets	-	-	-	-	_	-	-	_	-	-
3. Other	-	-	-	-	-	-	-	-	-	-
4. Total current assets (1+2+3)	21.118.963	3.380.769	4.812.996	48.999.285	1.550	21.754.131	158.426	6.407.165	310.030.535	-
5. Trade receivables	-	-	-	-	-	-	-	-	-	_
6a. Monetary financial assets	-	-	-	-	-	-	-	-	-	-
6b. Non-monetary financial assets	-	-	-	-	-	-	-	-	-	-
7. Other	1.737	854	-	-	-	1.522	854	-	-	
8. Total non-current assets (5+6+7)	1.737	854	-	-	-	1.522	854	-	-	-
9. Total assets(4+8)	21.120.700	3.381.623	4.812.996	48.999.285	1.550	21.755.653	159.280	6.407.165	310.030.535	-
10. Trade payables	105.352.952	14.145.568	1.018.212	3.583.968.919	-	51.579.275	3.627.790	1.276.550	2.038.648.059	-
11. Financial liabilities	-	-	-	-	-	-	-	-	-	-
12a. Other monetary liabilities	579.154	95.956	139.703	-	-	733.338	-	311.833	-	-
12b. Other non-monetary liabilities	-	-	-	-	-	-	-	-	-	_
13. Total current liabilities (10+11+12)	105.932.106	14.241.524	1.157.915	3.583.968.919	-	52.312.613	3.627.790	1.588.383	2.038.648.059	-
14. Trade payables	-	-	-	-	-	-	-	-	-	-
15. Financial liabilities	-	-	-	-	-	-	-	-	-	-
16a. Other monetary liabilities	-	-	-	-	-	-	-	-	-	-
16b. Other non-monetary liabilities	-	-	_	-	-	-	_	-	-	_
17. Total non-current liabilities (14+15+16)	-		_	-	-	-		-	-	-
18. Total liabilities (13+17)	105.932.106	14.241.524	1.157.915	3.583.968.919	-	52.312.613	3.627.790	1.588.383	2.038.648.059	-
19. Off-balance sheet derivative instruments net position (19a-19b)	57.222	(2.782.150)	2.080.000	-	-	-	-	-	-	
19a. Total Amount of Hedged Assets	5.716.672	-	2.080.000	-	-	-	-	-	-	
19b. Total Amount of Hedged Liabilities	5.659.450	2.782.150	-	-	-	-	-	-	-	-
20. Net Foreign Exchange Asset / (Liability) Position (9-18+19)	(84.754.184)	(13.642.051)	5.735.081	(3.534.969.634)	1.550	(30.556.960)	(3.468.510)	4.818.782	(1.728.617.524)	-
21. Monetary Items Net Foreign Exchange Asset / (liability) Position $(1+2a+5+6a-10-11-12a-14-15-16a)$	(84.813.143)	(10.860.755)	3.655.081	(3.534.969.634)	1.550	(30.558.482)	(3.469.364)	4.818.782	(1.728.617.524)	_
22. Total Fair Value of Financial Instruments Used for the Foreign Exchange Hedge	-					-				
23. The Amount of Hedged part of Foreign Exchange Assets	5.716.672									
24. The Amount of Hedged part of Foreign Exchange Liabilities	(5.659.450)					-				
25. Export	64.731.287					91.948.939				
26. Import	163.820.322					249.263.376				

ANADOLU ISUZU OTOMOTİV SANAYİ VE TİCARET A.Ş.

# NOTES TO THE CONSOLIDATED FINANCIAL STATEMENTS FOR THE INTERIM PERIODS ENDED 30 SEPTEMBER 2013 AND 2012

(Amounts expressed in Turkish Lira ("TRY") unless otherwise indicated

#### **NOTE 29 - FINANCIAL RISK MANAGEMENT (Continued)**

#### (e) Interest rate risk

The Group is exposed to interest rate risk either through market value fluctuations of balance sheet items or the impact of rate change on interest-sensitive assets and liabilities. The financial liabilities and assets with fixed and variable interest rates are respectively shows at Note 4 and Note 6.

#### **Interest rate position table**

	30 September	
	<u>2013</u>	31 December 2012
Financial assets with fixed rates		
Financial assets		
Change in fair value through profit or loss	181.516.681	8.478.273
Financial liabilities	(54.473.906)	(105.644.244)
Financial liabilities with variable rates		
Financial assets		
Financial liabilities	(28.006.556)	(30.052.850)

As of 30 September 2013, if the market interest rate had increased/decreased by 1% with all other variables held constant, income before taxes for the period would have been higher/lower by TRY280.066 (31 December 2012: TRY300.529).

#### (f) Funding risk

The ability to fund the existing and prospective debt requirements is managed as necessary by obtaining adequate committed funding lines from high quality lenders.

#### (g) Credit risk management

The risk of a financial loss for the Group due to failing of one of the parties of the contract to meet its obligations is defined as credit risk. The Group's credit risk is basically related to its receivables. The balance shown in the balance sheet is formed by the net amount after deducting the doubtful receivables arisen from the Group management's forecasts based on its previous experience and current economical conditions (Note 7).

Most of trade receivables are comprised of receivables from costumers who has given an adequate amount of guarantees. An effective control system was established to collect the receivables. Credit risk arising from transactions is followed and these risks are taken into account when assessing each debtor. Because there are so many costumers, The Group's credit risk is dispersed and there is no important credit risk concentration. Receivables from foreign customers as of 30 September 2013 are TRY12.366.336 and there is no geographical concentration (31 December 2012: TRY12.419.097).

ANADOLU ISUZU OTOMOTİV SANAYİ VE TİCARET A.Ş.

NOTES TO THE CONSOLIDATED FINANCIAL STATEMENTS FOR THE INTERIM PERIODS ENDED 30 SEPTEMBER 2013 AND 2012

(Amounts expressed in Turkish Lira ("TRY") unless otherwise indicated

## NOTE 29 - FINANCIAL RISK MANAGEMENT (Continued)

		Receiva	bles				
30 September 2013		Trade					
ov Bestember 2015		eivables		eceivables		Deposits in	
	Related	Other	Related	Other	Note	Banks	Note
Maximum credit risk exposed as of the date of reporting							
(A+B+C+D+E)	67.760	137.632.563	-	6.623.461		185.281.060	
- The part of maximum risk secured by guarantee etc.	-	137.632.563	-	-	7	-	
A. Net book value of financial assets which are undue or							
which is not impaired	67.760	123.250.563	-	6.623.461	7-8-25	185.281.060	4
B. Book value of financial assets which conditions are							
renegotiated, and which otherwise would be counted as							
overdue or impaired.	-		-	-	-	-	
C. Net book value of assets, overdue but not impaired	-	14.382.000	-	-	7	-	
- Secured by guarantee and etc.	-	14.382.000	-	-		-	
D. Net book value of assets decrease in value	-	-	-	-		-	
- Overdue (gross book value)	-	(333.324)	-	-	7	-	
- Impairment (-)	-	333.324	-	-	7	-	
- The part of net value secured by guarantee etc.	-	-	-	-		-	
- Undue (gross book value)	-	-	-	_		-	
- Impairment (-)	-	-	-	-		-	
- The part of net value secured by guarantee etc.	-	-	-	-		-	
E. Elements containing credit risk off the balance sheet	-	-	-	-		-	

		Receiv	ables				
31 December 2012	Tı	ade					
SI December 2012	Rece	ivables	Other R	eceivables		Deposits in	
	Related	Other	Related	Other	Note Banks		Note
Maximum credit risk exposed as of the date of reporting		151.327.90					
(A+B+C+D+E)	411.807	5	-	9.250.623		17.343.876	
		151.327.90					
- The part of maximum risk secured by guarantee etc.	-	5	-	-	7	-	
A. Net book value of financial assets which are undue or		147.968.90					
which is not impaired	411.807	5	-	9.250.623	7-8-25	17.343.876	4
B. Book value of financial assets which conditions are							
renegotiated, and which otherwise would be counted as							
overdue or impaired.	-		-	-	-	-	
C. Net book value of assets, overdue but not impaired	-	3.359.000	-	-	7	-	
- Secured by guarantee and etc.	-	3.359.000	-	-		-	
D. Net book value of assets decrease in value	-	_	-	-		-	
- Overdue (gross book value)	-	(333.324)	-	-	7	-	
- Impairment (-)	-	333.324	-	-	7	-	•
- The part of net value secured by guarantee etc.	-	-	-	-		-	
- Undue (gross book value)	-	-	-	-		-	
- Impairment (-)	-	-	-	-		-	
- The part of net value secured by guarantee etc.	-	-	-	-		-	
E. Elements containing credit risk off the balance sheet	-	-	-	-		-	

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## NOTE 29 - FINANCIAL RISK MANAGEMENT (Continued)

The ageing of trade receivables, overdue but not impaired, is as follows;

	Receiva	ble			
30 September 2013	Trade Receivable	Other Receivable	Bank Deposit	Derivative Instruments	Other
1-30 days overdue	12.943.800	-	-	-	-
1-3 months overdue	1.438.200	-	-	-	-
3-12 months overdue	-	-	-	-	-
1-5 years overdue	-	-	-	-	-
More than 5 years overdue	-	-	-	-	-
Assets covered portion with guarantee letter etc.	14.382.000	-	-	<del>-</del>	

	Recei	ivable			
31 December 2012	Trade Receivable	Other Receivable	Bank Deposit	Derivative Instruments	Other
1-30 days overdue	3.023.100	-	-	-	-
1-3 months overdue	335.900	-	-	-	-
3-12 months overdue	-	-	-	-	-
1-5 years overdue	=	=	-	-	-
More than 5 years overdue	=	=	-	-	-
Assets covered portion with guarantee letter etc.	3.359.000	-	-	-	<u>-</u>

Impeirment analysis on trade receivables is made over the ageing table and though assessing the management's best estimates.

## (h) Liquidity risk management

The Group manages liquidity risk by maintaining adequate reserves, and reserve borrowing facilities by continuously monitoring forecast and actual cash flows and matching the maturity profiles of financial assets and liabilities.

## **Liquidity Risk Tables**

Prudent liquidity risk management implies maintaining sufficient cash and cash equivalents and having the availability and flexibility of funding through an adequate amount of (committed) credit facilities.

The risk of meeting existing and probable future liabilities is managed only by means of having access to sufficient number of trustable creditors.

The table below indicates derivative and non-derivative financial liabilities of the Group in terms of TRY and maturity term.

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(Amounts expressed in Turkish Lira ("TRY") unless otherwise indicated

## NOTE 29 - FINANCIAL RISK MANAGEMENT (Continued)

## **30 September 2013**

#### Non-derivative financial liabilities

<b>Contractual maturities:</b>	<u>Carrying</u> <u>value</u>	<u>Total</u> <u>contractual</u> <u>cash outflow</u>	Up to 3 months	Between 3 and 12 months	and 5 years	Over 5 years
Bank borrowing	82.480.462	85.747.413	53.169.080	1.933.750	30.644.583	-
Corporate bonds issued	-	-	-	-	-	-
Financial Lease	-	-	-	-	-	-
Trade Payables	144.719.536	145.060.412	109.374.214	35.686.198		-
Other Liabilities	9.346.913	9.346.913	9.346.913	-	-	=
Non-derivative						
financial liabilities	236.546.911	240.154.738	171.890.207	37.619.948	30.644.583	-

## **Derivative financial liabilities**

Contractual maturities:	<u>Carrying</u> <u>value</u>	Total contractual cash outflow	Up to 3 months	Between 3 and 12 months	Between 1 and 5 years	Over 5 years
Derivative cash received	5.659.450	5.659.450	1.231.657	4.427.793	-	_
Derivative cash outflow	(5.716.672)	(5.716.672)	(1.236.780)	(4.479.892)	-	-
Derivative						_
financial liabilities	(57.222)	(57.222)	(5.123)	-	-	-

## 31 December 2012

### Non-derivative financial liabilities

<b>Contractual maturities:</b>	<u>Carrying</u> <u>value</u>	Total contractual cash outflow	Up to 3 months	Between 3 and 12 months	Between 1 and 5 years	Over 5 years
Bank borrowing	135.697.094	153.878.583	7.320.209	79.990.955	66.567.419	-
Corporate bonds issued	=	-	=	-	-	-
Financial Lease	-	-	-	-	-	-
Trade Payables	97.392.612	97.668.650	84.074.519	13.594.131		-
Other Liabilities	7.935.823	7.935.823	7.935.823	-	-	=_
Non-derivative	•					_
financial liabilities	241.025.529	259.483.056	99.330.551	93.585.086	66.567.419	-

## **Derivative financial liabilities**

There is no outstanding contract on derivative financial instruments of 30 September 2013.

ANADOLU ISUZU OTOMOTİV SANAYİ VE TİCARET A.Ş.

NOTES TO THE CONSOLIDATED FINANCIAL STATEMENTS FOR THE INTERIM PERIODS ENDED 30 SEPTEMBER 2013 AND 2012

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#### **NOTE 30 - FINANCIAL INSTRUMENTS**

#### (Fair value and hedging disclosures)

The Group believes that registered values of financial instruments reflect their fair values.

#### Objectives of Financial Risk Management

Finding access to financial markets and managing financial risks arisen from operational activities of the Group fall under the responsibility of the Group's finance department. Aforementioned risks include market risk (foreign exchange risk, interest rate risk and price risk) Financial risk covers market risk (exchange rate risk, fair value of interest risk and price risk), credit risk liquidity risk and cash flow risk.

Determination of the fair value of financial assets and liabilities are explained below;

Level 1: Valuation of the financial assets and liabilities over the stock exchange prices of similar assets and liabilities resulting from the transactions in active markets.

Level 2: Valuation of the financial assets and liabilities over the price calculated on the basis of the data that is directly or indirectly observable in the market other than the stock exchange price of the relevant asset or liability determined on the first level.

Level 3: Valuation of the financial assets and liabilities carried out in the absence of observable data in the market for determining the fair value of the reelvant asset or liability.

#### **Derivative financial instruments**

In order to hedge these risks, the Group enters into forward foreign currency transaction agreements as a financial instrument where necessary.

30 September 2013	Level 1	Level 2	Level 3	Total
Asset	-	5.630.571	-	5.630.571
Liability	-	(5.725.890)	-	(5.725.890)
Net	-	(95.319)		(95.319)

The Group has a Forward Foreign Currency Purchase Agreement (EUR2.080.000 in return for USD2.782.150) as of 30 September 2013. An expense accrual of TRY95.319 regarding this agreement is reflected in the financial statements.

As of 30 September 2013 and 31 December 2012, Group does not have any outstanding forward foreign currency contracts.

## **NOTE 31 - SUBSEQUENT EVENTS**

In the 21 October 2013 meeting of the Board of Directors it was decided that the company headquarters at Esentepe Mahallesi Anadolu Caddesi No:3 Kartal/İSTANBUL shall be moved to Fatih Sultan Mehmet Mahallesi Balkan Caddesi No:58 Buyaka E Blok Tepeüstü 34771 Ümraniye/İSTANBUL.

In the 23 October 2013 meeting of the Board of Directors it was agreed and submitted for the approval of the General Assembly that the resignations of Hirokazu MARUYAMA and Keiji TAKEDA from the Board of Directors of our company shall be accepted, Yasuyuki NIIJIMA who is a Japanese national and resides in Japan shall be appointed to Hirokazu MARUYAMA's post, Iaso OTSUKA who is also a Japanese national and resides in Japan shall be appointed to Keiji TAKEDA's post, and they both shall be appointed members of the Board of Directors in accordance with Article 363 of the Turkish Commercial Code.