

Hürriyet Review of 1H06 Results September 1, 2006

Notice

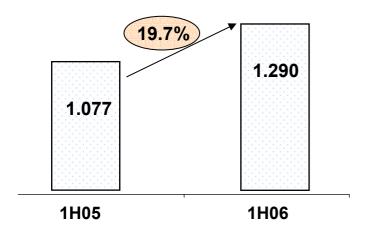


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- Ad market figures are estimates of DYH; based on currently available data.
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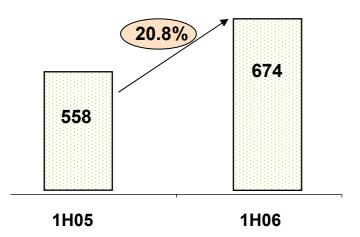
Ad Growth



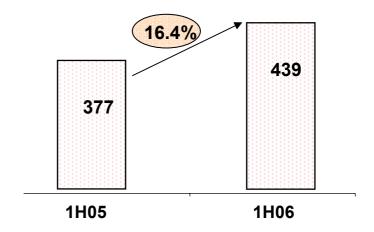
Total Ad Growth' Turkey (YTLmn)



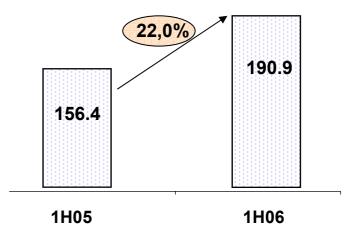
TV Ad Growth' Turkey (YTLmn)



Newspaper Ad Growth' Turkey (YTLmn)



Hürriyet Ad Growth (YTLmn)**



^{*} Ad market figures are based on management reports for market comparisons.



^{**} Hürriyet ad revenue figures include Gözcü, TDN and Referans titles.

Ad Growth



Hürriyet	1H05	1H06
Newspaper Ad Market Share	41,5%	43,5%
Total Ad Market Share	14,5%	14,8%

✓ Capturing market share thanks to ad growth in outperforming industries

Hürriyet*	1H05	1H06	%Ch.
Ad Revenue (000 YTL)	153	187	21,9%

- ✓ 19.2% volume increase, 2.5% average unit price increase.
- ✓ Regional editions' ad volume growth of 80% diluted the average unit price increase.
- ✓ Main title ad price increase was over 10%, while the ad price increase in supplements was higher.



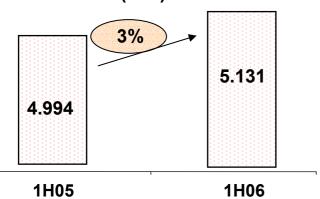
^{*} Only Hürriyet brand before IAS39

^{**} Ad market share figures for 2005 have been revised.

Circulation

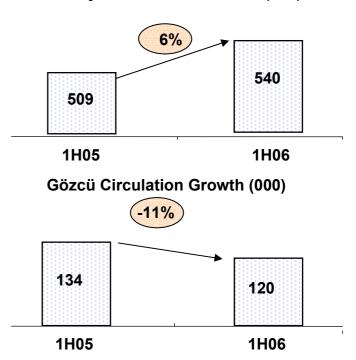


National Circulation Growth (000)

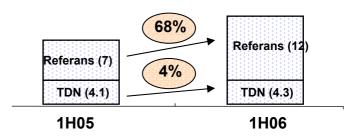


- ✓ Extensive sales campaigns in 1H06 helped increasing the circulation market share for Hürriyet.
- ✓ No cover price adjustment on Hürriyet.(35 Ykr in weekdays, 40 Ykr on Sundays)
- ✓ Increasing number of regional and city editions (capturing more readers as well as local advertisers)

Hürriyet Circulation Growth (000)



Referans&TDN Circulation Growth (000)





Major Developments in 1H06





- √ Hürriyet repositioned its online recruitment business under "yenibiris.com" brand on May 2005.
- ✓ 1.9 million subscribers, 1.5 million resumes, 20.000 corporate customers, 4.700 current displays
- √ 180% yoy revenue growth in 1H06
- ✓ Increased its market share in the online recruitment market to 25% in 15 months of operations.



- ✓ Real estate classified portal of Hürriyet
- ✓ Launched on April 2006
- ✓ Achieved the leading position with over 58.600 displays, 970 corporate members, in only 4 months of operations.
- ✓ 260,000 UMVs



- √ Thematic channel about real estate
- √ Revenue sharing business model with Doğan TV
- ✓ Development stage completed, broadcasting started on May, 2006
- ✓ Contributes Hürriyet's vertical integration goals in real estate

New Projects

✓ A new classified car portal is planned to be launched on October 2006

Regional Editions

- ✓ Restructuring regional editions
- ✓ A new edition started in Ankara
- ✓ Bodrum edition started to capture summer season

Subsidiary Transactions

- ✓ Hurriyet Pazarlama sold on May 2006
- ✓ Dogan Ofset's minority shares and Turkish Daily News acquired on May 2006



2Q06 Results







(YTLmn)	2Q05	1H05	1Q06	2Q06	1H06	2Q06/05	1H06/05
Ad Revenues (print)	89	152	76	110	186	24%	23%
Circulation Revenues	17	35	22	21	43	23%	24%
Printing Revenues	27	53	28	30	58	10%	9%
Internet Revenues	0,4	0,9	1,2	2,1	3,3	394%	267%
Other Revenues	18	32	14	19	32	3%	0%
Total Revenues	152	273	142	182	323	19%	18%
Cost of Sales	-94	-180	-94	-110	-205	17%	14%
Operating Expense	-25	-47	-31	-35	-67	42%	42%
Operating Profit	32	46	16	36	52	12%	13%
Depreciation	12	24	12	12	24	2%	3%
Amortised cost valuation	2	5	2	2	4	-5%	-9%
Adj.EBITDA	46	74	31	50	81	9%	9%
Net Profit	29	42	17	48	66	67%	56%
Operating Margin	21,1%	16,8%	11,6%	19,7%	16,1%		
EBITDA Margin	30,3%	27,2%	21,7%	27,5%	25,0%		
Net Profit Margin	19,1%	15,4%	12,1%	26,6%	20,3%		

Revenues



(000 YTL)	1H05	1H06	% Shr.	% Ch.
Revenues	273.350	323.285	100%	18%
Ad Revenues (print)	151.668	186.456	58%	23%
Circulation Revenues	35.108	43.340	13%	23% <
Printing Revenues	53.220	57.845	18% ┌	- 9%
Internet	902	3.308	1,0%	267%
Other Revenues	32.452	32.336	10%	0%
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Printing Revenues	1H05	1H06	% Ch.
Hürriyet	14.772	15.572	5%
Germany Branch	11.802	14.685	24%
D.Ofset	26.645	27.588	4%

Circulation growth was driven by educational promotion sales. Without promotions, circulation increase is 5.5%.



[•] IFRS figures reclass a portion of ad revenues as financial income which is shown as "amortised cost valuation income".

[•] Doğan Daily News is purchased as of May 2006, included in ad and circulation revenues.

Costs



(000 YTL)	1H05	1Q06	2Q06	1H06	%Ch.
Cost of Sales	179.876	94.185	110.351	204.536	14%
Hürriyet Group	114.348	63.256	71.134	134.390	18%
RawMaterial Costs	49.202	28.251	34.165	62.416	27%
Depreciation	13.701	6.961	7.450	14.412	5%
OPEX of Production	51.445	28.044	29.519	57.563	12%
Subsidiaries	65.528	30.929	39.217	70.146	7%
Gross Profit	93.474	47.518	71.231	118.749	27%
Operating Expenses	47.269	31.074	35.469	66.543	41%
EBIT	46.205	16.444	35.762	52.206	13%

✓ Newsprint costs have increased 32% in TL terms in 1H06 (11% from unit cost increase, 18% from consumption increase)

✓ Includes production costs and third party printing costs.

Hürriyet*	FY05	1H05	1Q06	1H06	%Ch.
Average Number of Pages	80,0	77,5	79,5	85,1	10%
Main Paper	40,0	39,2	39,0	40,8	
Supplements	40,0	38,3	40,5	44,3	



^{*} Stand alone figures, based on managament reports

Operating Expenses



(000 YTL)	1H05	1H06	% Ch.
Advertising Expenses	12.412	18.269	47%
Transportation, Distribution, Warehousing Expenses	7.415	11.234	51%
Promotion Expenses	2.617	7.447	185%
Other	24.825	29.593	19%
Total Operating Expenses	47.269	66.543	41%

✓ Promotional books have been distributed together with Hürriyet to accelarate circulation. Promotional book inventory is decreased in second quarter. Extensive promotions are not expected in the second half.

[✓] Transportation costs increased mainly as a result of increasing fuel prices and increased circulation.

[✓] Advertising expenses were mainly for new launches (especially online)

Profitability







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(000YTL)	1H05	1Q06	2Q06	1H06	% Ch.
O.Operating Income/(Expense) -Net*	14.163	9.297	17.721	27.018	91%
Gain on Disposals (Hürriyet Pazarlama)	-	-	7.092	7.092	
Amortised Cost Valuation Income (IFRS 39)	4.733	2.312	1.984	4.296	
Interest Income	10.242	6.844	4.517	11.360	
FX Gain/(Loss) -Net	2.606	1.543	4.170	5.713	
Other Operating Income/(Expense) -Net	-3.418	-1.402	-41	-1.443	
Financial Expense*	-3.025	-1.325	-13.410	-14.736	387%
Minority	159	-742	2.054	1.312	726%
Monetary Gain / Loss	-	-	-	-	
Profit Before Tax	57.212	22.886	42.915	65.800	15%
Tax	-14.523	-5.714	5.469	-245	-98%
Corporate Tax*	-18.488	-7.022	-5.840	-12.862	
Deferred Tax*	3.965	1.308	11.309	12.617	
Net Profit	42.688	17.172	48.384	65.556	54%

^{*} The decrease in corporate tax rate from 30% to 20% had its effects both on current and deferred tax.

Investments and Financing



(000 YTL)	FY05	1H05	1H06	% Ch.
Cash and Equivalents	170.287	101.409	136.226	34%
S.T Bank Borrowings	48.680	48.730	18.477	-62%
L.T Bank Borrowings	30.303	32.059	34.201	7%
Net Cash	91.304	20.620	83.547	305%
Investments	56.842	30.813	43.921	43%

DYH

Outlook



- ✓ We keep our ad revenue growth guidance of 20%.
- ✓ Newsprint costs are increasing in line with our yearly guidance of 10%.
- ✓ Extensive sales campaigns in 1H06 slowed down in 3Q06.
- ✓ Normalization in OPEX is expected in 2H06.
- ✓ Localization of content strategy is working well with increasing number of regional/city editions.
- ✓ Continue investing in online classifieds. Property web site is already no 1, while job search web portal 'yenibiris.com' continues to grow aggressively.
- ✓ Disposal of Hürriyet Pazarlama shares in May 2006 is likely to improve the blended margins slightly for FY06.
- ✓ Investments will continue on insert and colour printing capacity in line with previous guidance.