

Hürriyet Review of FY05 Results 10 April 2006





• Inflation accounting (IAS 29) is used for 2004 income statement items, but not for 2005 financials, on the back of CMB's requirements.

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

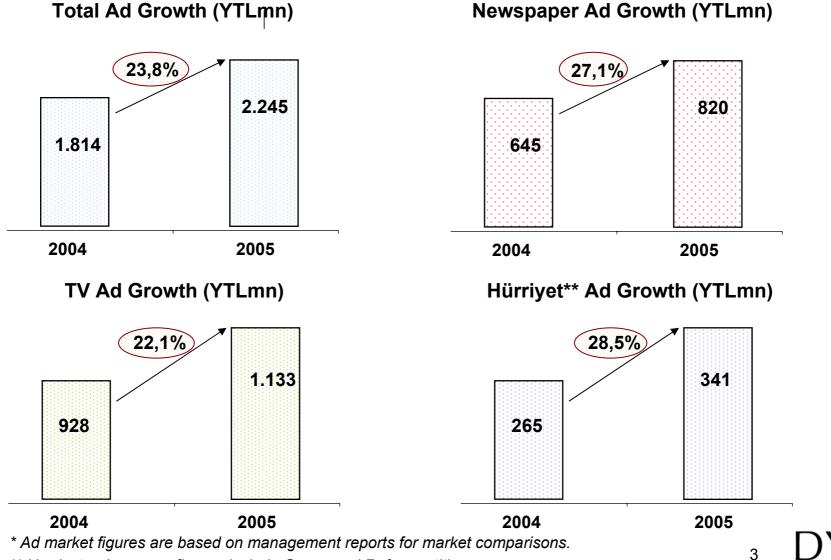


Ad Growth



DOĞAN YAYIN

Hürriyet's ad growth outperformed the market and any other medium.

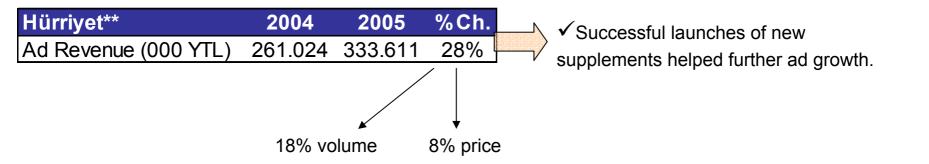


** Hürriyet ad revenue figures include Gözcü and Referans titles.



Hürriyet*	2004	2005	
Newspaper Ad Market Share	41,1%	41,6%	
Total Ad Market Share	14,6%	15,2%	

 ✓ Capturing market share thanks to ad growth in outperforming industries such as; construction (114%), finance (33%), tourism (33%), retail (54%) and entertainment (51%).

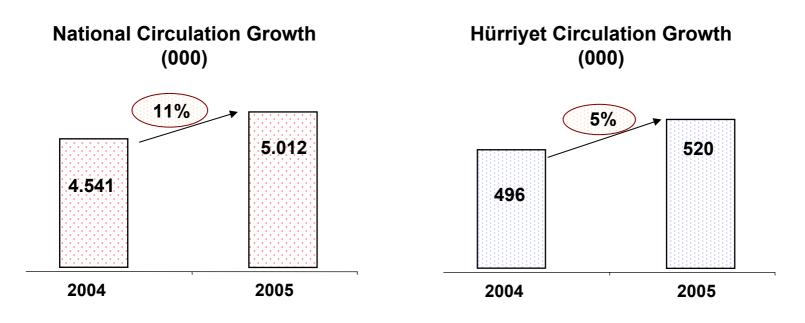




*Stand alone figures

** Only Hürriyet brand





✓ Popular, low price-dailies are gaining market share

✓ No cover price adjustment in 05.(35 Ykr in weekdays, 40 Ykr on Sundays)

✓ Increasing number of regional and city editions (capturing more readers as well as local advertisers)

* Circulation figures are yearly averages. Total circulation figures are Yaysat estimates.



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(YTLmn)	FY04	1Q05	2Q05	3Q05	4Q05	FY05	YoY Ch.
Ad Revenues	265	63	89	81	99	331	25%
Circulation Revenues	73	18	17	18	18	72	-2%
Printing Revenues	103	26	27	29	29	111	7%
Other Revenues	32	15	18	16	22	72	121%
Total Revenues	474	122	152	144	168	585	24%
Cost of Sales	-306	-86	-94	-90	-106	-375,6	23%
Operating Expense	-90	-22	-25	-27	-32	-106	18%
Operating Profit	78	14	32	27	31	104	33%
Depreciation	45	12	12	12	12	47	4%
Amortised cost valuation	13	3	2	3	3	10	-24%
Adj.EBITDA	137	28	46	42	46	161	18%
Net Profit	27	13	29	24	21	88	222%
Operating Margin	16%	12%	21%	19%	18%	18%	
EBITDA Margin	29%	23%	30%	29%	27%	28%	
Net Profit Margin	6%	11%	19%	17%	12%	15%	



• 2004 figures are inflation adjusted



(000 YTL)	2004	2005	% Shr.	% Ch.
Revenues	473.550	585.175	100%	24%
Ad Revenues	265.308	331.271	57%	25%
Circulation Revenues	72.895	71.759	12%	-2%
Printing Revenues	102.987	110.551	19%	7% —
Other Revenues	32.360	71.594	12%	121%

✓ Includes the first time consolidation of Ortaanadolu (revenues of 34,3 mn YTL)

Printing Revenues	2004	2005
Hürriyet	29.671	30.029
Germany Branch	21.399	24.016
D.Ofset	51.917	56.505

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



• 2004 figures are inflation adjusted

Costs – Production costs increased only by 14%



(000 YTL)	2004	2005	%Ch
Cost of Sales	305.516	375.571	23%
Hürriyet Group	212.139	241.783	14%
RawMaterial Costs	86.138	104.643	21%
Depreciation	27.948	28.210	1%
OPEX of Production	98.053	108.930	11%
Subsidiaries	93.378	133.788	43%
Gross Profit	168.033	209.604	25%
Operating Expenses	90.138	105.995	18%
EBIT	77.895	103.609	33%

 \checkmark Includes production costs and third party printing costs.

✓ EBITmargin increased from 16% to 18%

Hürriyet*	2004	2005	%Ch.
Average Number of Pages	72	80	11%
Main Paper	40	40	
Supplements	33	40	

✓ Hürriyet-only newsprint costs have increased 36% in TL terms in 05 (17% from unit cost increase, 16% from consumption increase, based on management reporting)

* Stand alone figures, based on managment reports

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(000YTL)	2004	2005	% Ch.
O.Operating Income/(Expense) -Net*	14.667	24.757	69%
Amortised Cost Valuation Income (IFRS 39)	13.400	10.165	
Interest Income	22.573	18.462	
FX Gain/(Loss) -Net	-3.532	3.827	
Provisions	-14.956	-5.723	
Other Operating Income/(Expense) -Net	-2.817	-1.974	
Financial Expense*	-9.976	-6.217	-38%
Minority	961	346	-64%
Monetary Gain / Loss	-17.900	-	-
Profit Before Tax	65.647	122.495	87%
Тах	-38.447	-34.915	-9%
Net Profit	27.200	87.580	222%

✓ Main factors behind the bottomline growth are lower effective tax rate, elimination of inflation accounting, lower provisions and higher EBIT.

* Both 2004 and 2005 figures are reclassified as per the new CMB reporting principles



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(000 YTL)	2004	2005	% Ch.
Cash and Equivalents	105.824	170.287	61%
S.T Bank Borrowings	22.602	48.680	115%
L.T Bank Borrowings	64.682	30.303	-53%
Net Cash	23.894	91.304	282%
Investments	44.666	56.842	27%
		\downarrow	

✓ Machinery CAPEX is 33 mn YTL for capacity expansion and colur printing; while 18 mn YTL invested for construction and land.





✓ Growth in ad revenues expected to continue (2006 ad growth budget is around 20%)

 \checkmark 2006 ad growth is expected to come more from price than volume. Number of pages is expected to reach 84.5 in 2006 (additional 5 pages)

✓ Newsprint costs are increasing as per the global newsprint prices.
Additional 10% increase is expected in 06.

 \checkmark First 3 months of 2006 is in line with the budget.

 \checkmark Circulation is increasing with the help of sales campaigns.

✓ Localization of content strategy is working well with increasing number of regional/city editions.

✓ Continue investing in online classified models. Real estate web platform is launched, while job search web portal 'yenibiris.com' continues to grow aggressively.

