

Hürriyet Review of FY 06 Results April 6, 2007





Notice



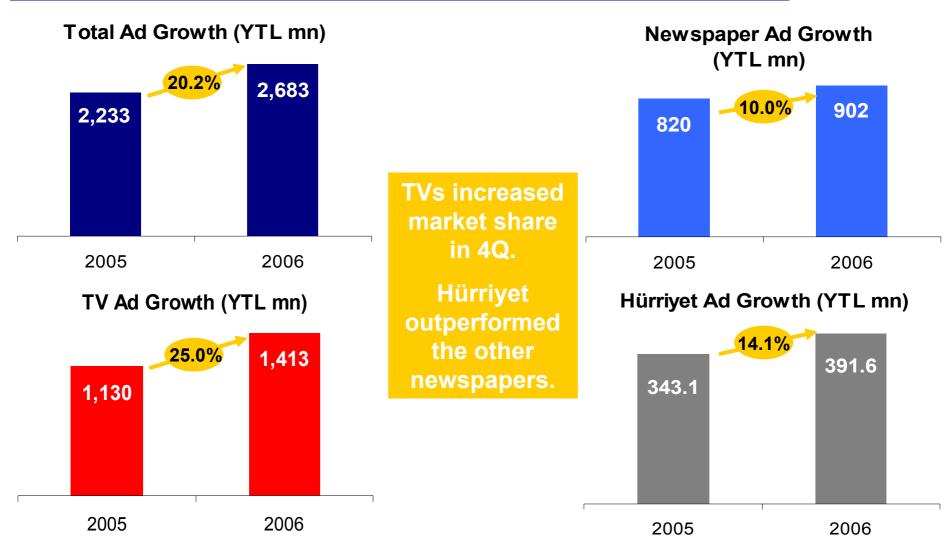
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- Ad market figures are estimates of DYH; based on currently available data.
- Ad market statistics may show inconsistency with IFRS figures.





Ad Growth FY 06





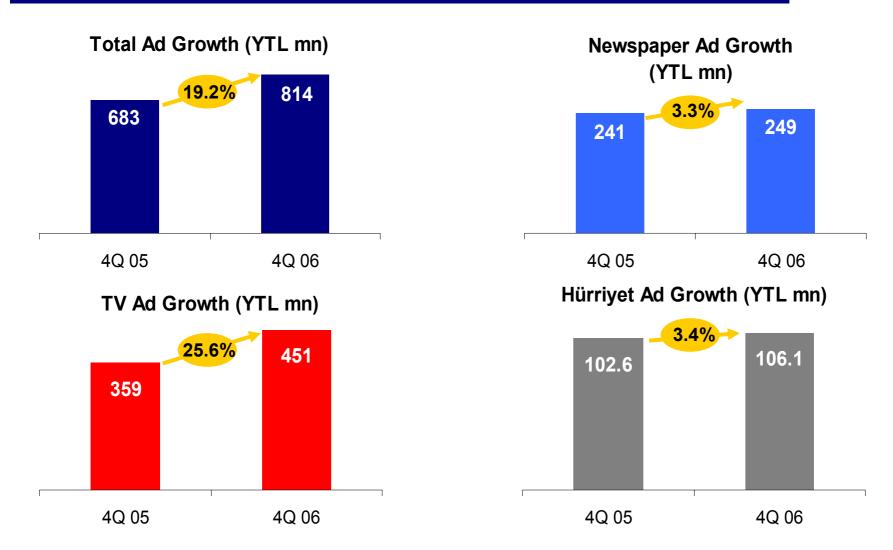
- Ad market figures are based on management reports for market comparisons.
- Hürriyet ad revenue figures include Gözcü, Referans and internet ad revenues.





Ad Growth – 4Q 06





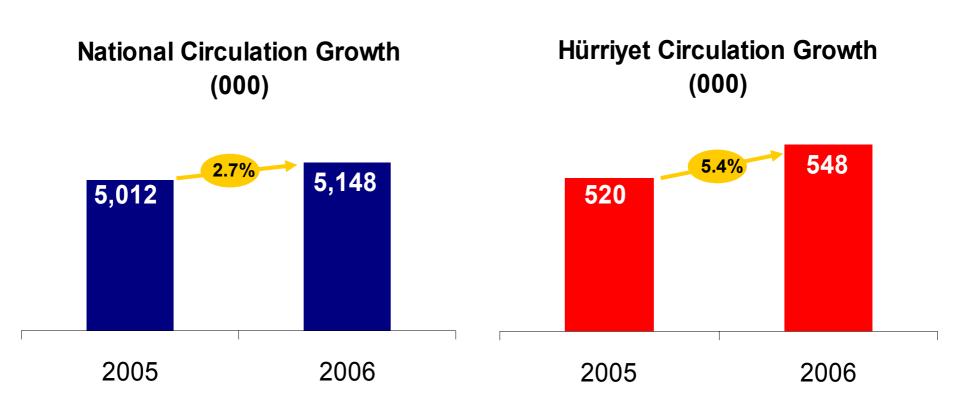
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Circulation





^{*} Circulation figures are daily averages for related period. Total circulation figures are Yaysat estimates.





Major Developments - 2006



- Extensive promotions in the first half of the year
- Launch of hurriyetemlak.com April 06
- Launch of Ankara city edition March 06
- Disposal of Hürriyet Pazarlama May 06
- Acquisition of Doğan Offset's minority stakes and Turkish Daily News –
 May 06
- Cover price adjustments on weekend editions
- Acquisition of anneyiz.biz October 06





FY06 Results



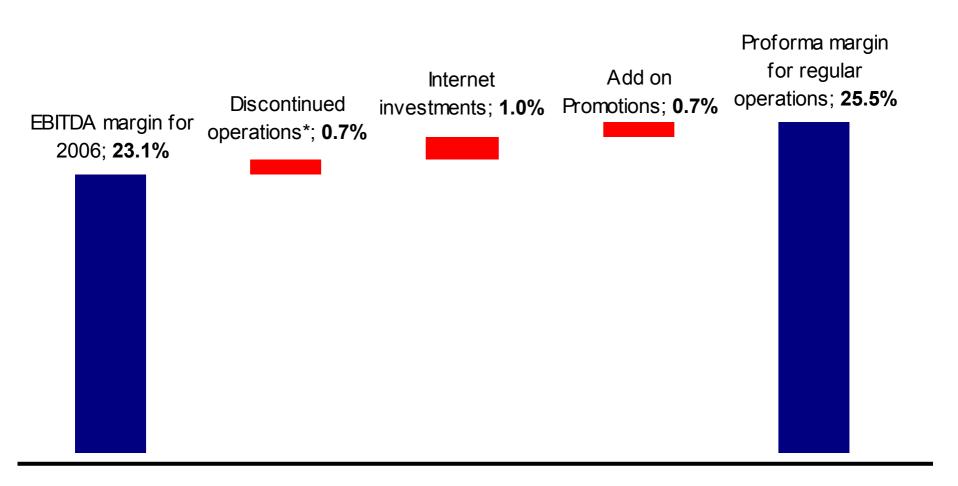
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(YTLmn)	1Q06	2Q06	3Q06	4Q06	4Q05	∆ Ch.	FY06	FY05	∆ Ch.
Ad Revenues	76	111	86	102	98	3%	374	329	14%
Online revenues	1.1	2.2	2.1	2.2	0.9	141%	7.7	2.3	242%
Circulation Revenues	22	21	19	19	18	6%	81	72	13%
Printing Revenues	28	30	32	28	29	-4%	118	111	7%
Other Revenues	14	18	12	7	22	-66%	51	72	-28%
Total Revenues	142	182	151	158	168	-6%	632	585	8%
Cost of Sales	94	110	105	114	106	7%	423	376	13%
Operating Expense	31	35	25	31	31	-1%	122	106	15%
Operating Profit	16	36	21	14	31	-55%	87	104	-16%
Depreciation	12	12	12	13	12	10%	49	47	5%
Amortised cost valuation	2	2	4	2	3	-24%	10	10	-3%
Adj.EBITDA	31	50	36	29	45	-36%	147	161	-9%
Net Profit	17	48	25	14	21	-34%	104	87	20%
Operating Margin	12%	20%	14%	9%	18%		14%	18%	
EBITDA Margin	22%	28%	24%	18%	27%		23%	28%	
Net Profit Margin	12%	27%	16%	9%	13%		16%	15%	





Margin Analysis





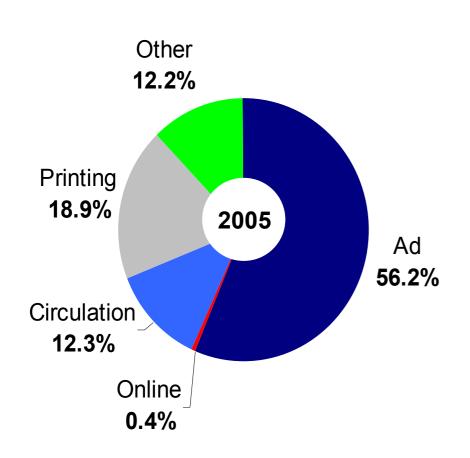
^{*} Hürriyet Pazarlama

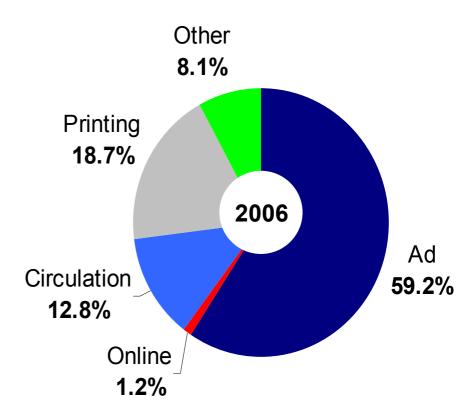




Revenue Breakdown











Cost Breakdown



(000 YTL)	2005	2006	%Ch.
Cost of Sales	375,571	423,205	13%
Hürriyet Group	241,783	289,639	20%
RawMaterial Costs	104,643	131,304	25%
Depreciation	28,210	32,308	15%
OPEX of Production**	108,930	126,027	16%
Subsidiaries	133,788	133,567	0%
Gross Profit	209,604	209,167	0%
Operating Expenses	105,995	122,188	15%
ЕВІТ	103,609	86,979	-16%

Hürriyet*	2005	2006	Ch.
Average Number of Pages	80	84	4
Main Paper	41	40	-1
Supplements	39	44	5

^{**} Includes production costs, 3rd printing costs and direct personnel costs





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

Profitability



(000 YTL)	2005	2006	% Ch.
O.Operating Income/(Expense) -Net	28,005	38,427	37%
Amortised Cost Valuation Income (IFRS 39)	10,165	10,330	
Interest Income	18,431	22,630	
FX Gain/(Loss) -Net	7,075	3,802	
Provisions -Net	(8,804)	(2,127)	
Subsidiary sales/purchase Gain/(Loss)	590	7,899	
Other Operating Income/(Expense) -Net	548	(4,107)	
Financial Expense*	(9,465)	(12,720)	34%
Minority	(226)	1,299	
Profit Before Tax	121,924	113,984	-7%
Тах	(34,915)	(9,827)	-72%
Corporate Tax	(33,694)	(22,537)	
Deferred Tax	(1,221)	12,710	
Net Profit	87,008	104,157	20%





Investments and Financing



(000 YTL)	2005	2006	% Ch.
Cash and Equivalents	170,287	164,880	-3%
S.T Bank Borrowings	46,889	7,087	-85%
L.T Bank Borrowings	26,579	39,027	47%
Net Cash	96,819	118,766	23%
Investments	59,764	124,118	108%
Supplier Loans	44,695	93,520	109%





CAPEX Analysis



mn YTL	2006
Insert machinery	53.3
Print Machinery	40.9
Land & Building	29.9
Total CAPEX	124.1

- 3-year investment plan for 06 08 is realized mainly in 2006.
- Color capacity increased by 8 pages in all printing plants
- Insert investment in İstanbul and İzmir, to benefit from 40% commercial insert growth
- Classified pages are separated from the main title.
- 2007 CAPEX Budget is \$ 30 mn.





Major Developments 2007



- Acquisition of TME (March 07)
- Final cover price adjustment (March 07)
- Closing Gözcü operations (March 07)
- Official launch of auto classified website Hurriyetoto.com (April 07)
- Classifieds are separated from the main title with new layout (Jan 07)





Outlook



- Ad growth is still under pressure due to sluggish economic environment.
- Extensive "give away" promotions will have negative margin impact on 1Q 07.
- Control on OPEX continues.
- Monetization of online investments is the main focus.
- Investments on insert & color printing will start to capitalize in 2007.
- Localization of content strategy is working well with increasing share of regional / city editions.



