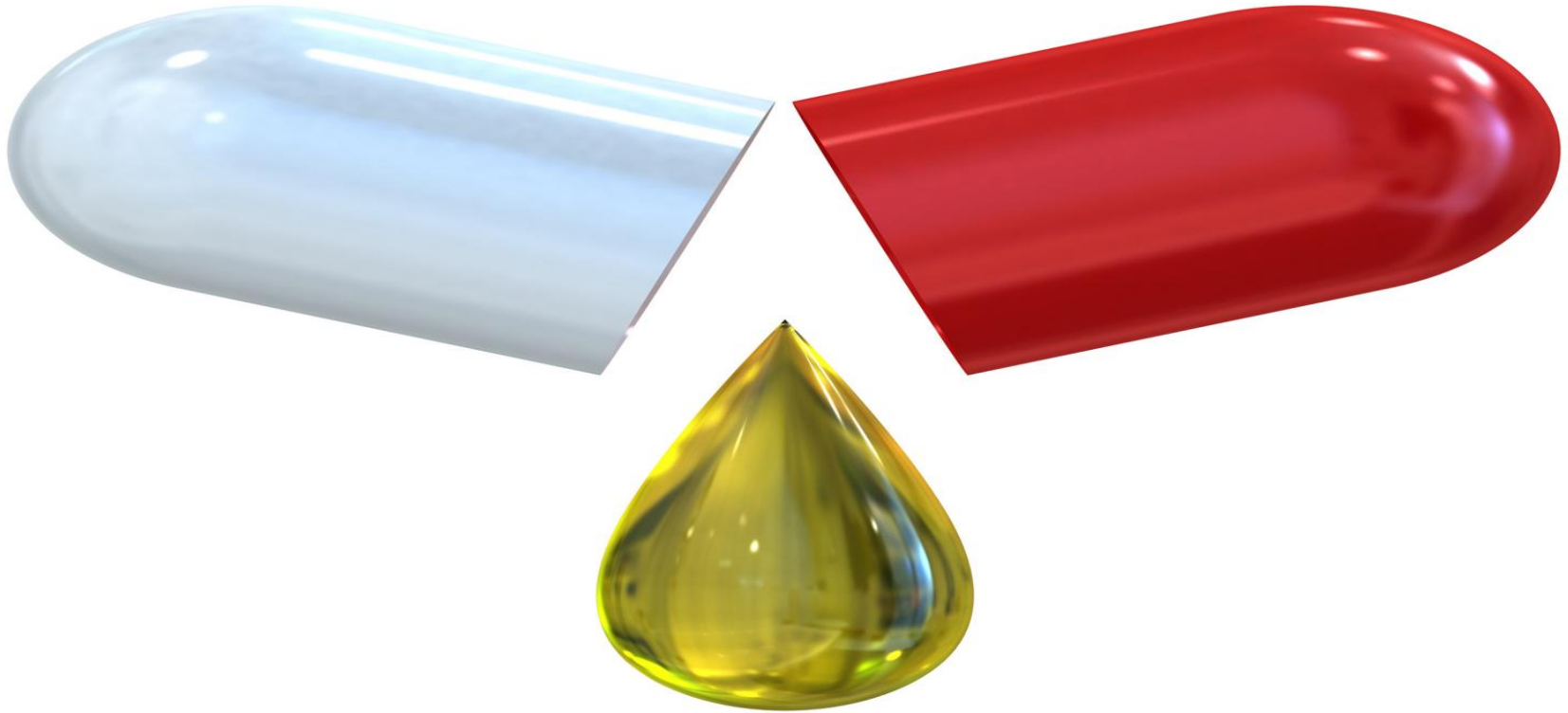


FY11 EARNINGS



Kursad Duman
Head of Investor Relations and Capital Markets

Contents

- ✦ **Financial Review**
- ✦ Operational Review
- ✦ A New Scope: Toiletries
- ✦ Ownership
- ✦ Appendices



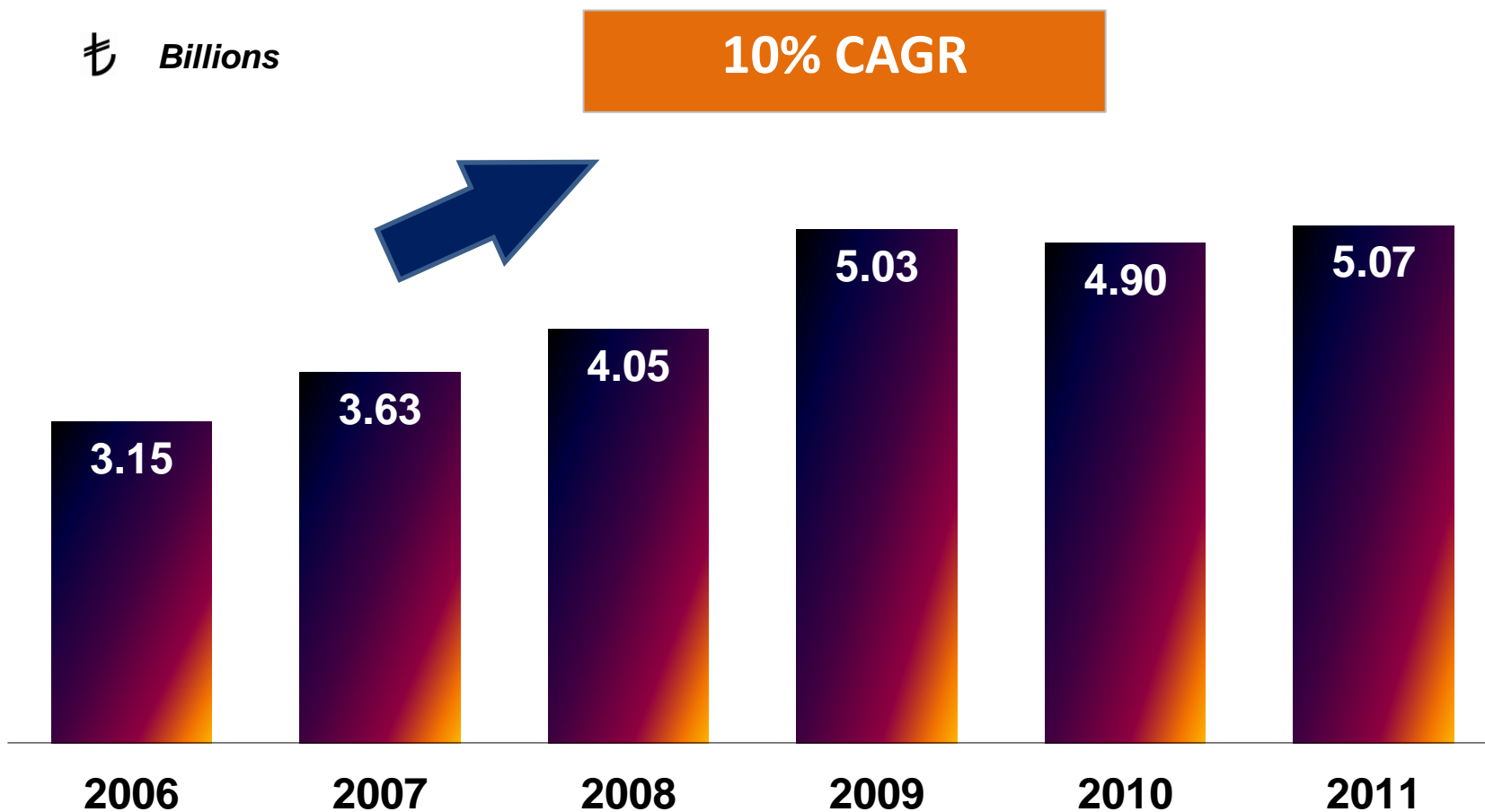
Growth Continues at Topline in 2011...



₺ millions except EPS)

	As of Dec. 31,		
	2011	2010	Chg
Revenues	5,074.50	4,902.24	3.51%
Gross Income	371.86	382.77	-2.85%
Gross Margin	7.33%	7.81%	-0.48 pts
EBITDA	147.20	186.23	-20.96%
EBITDA Margin	2.90%	3.80%	-0.90 pts
Net Income	138.56	183.93	-24.67%
Net Income Margin	2.73%	3.75%	-1.02 pts
EPS	0.223	0.296	-24.66%

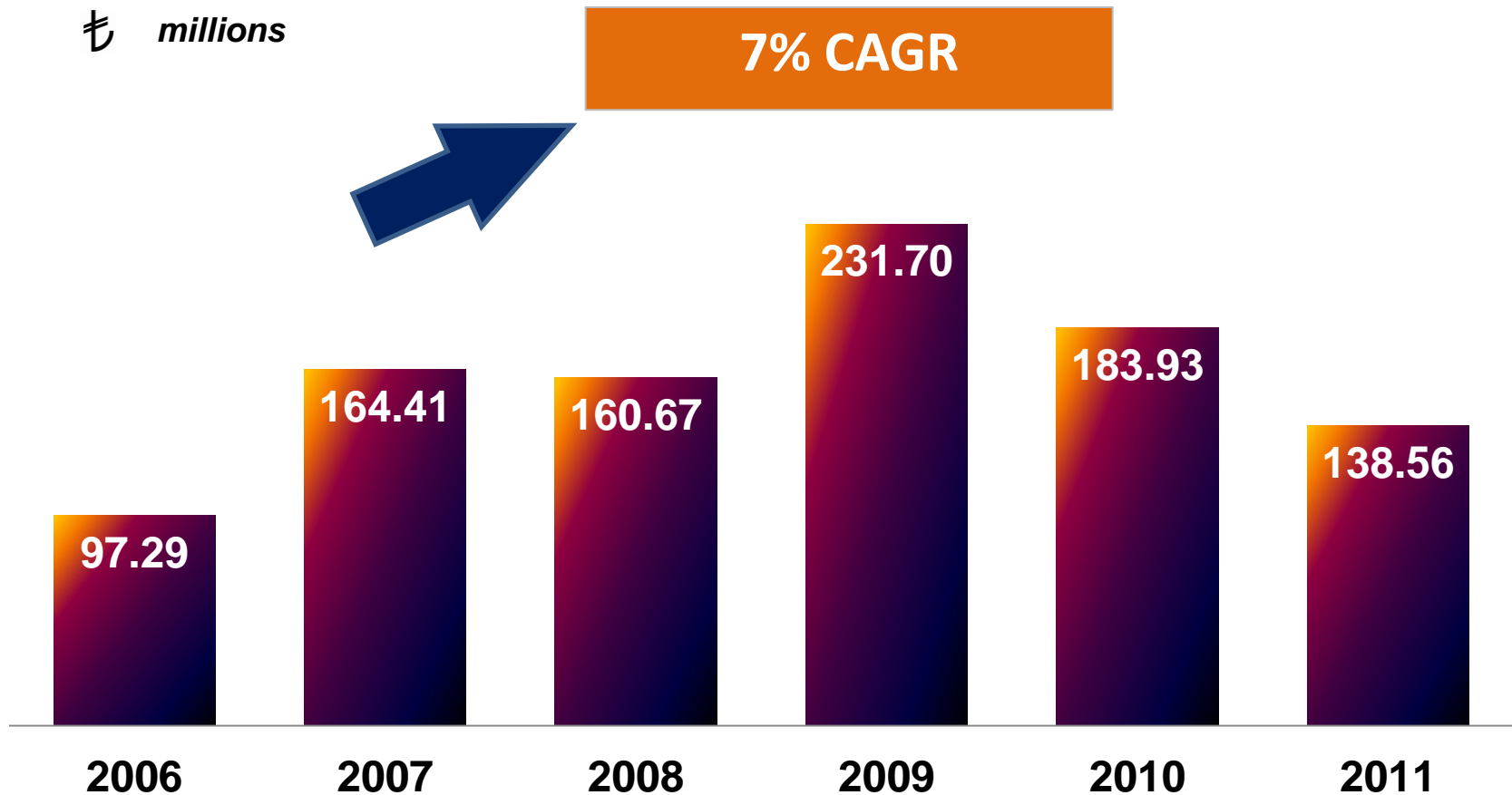
We have a track record of strong revenue growth...



...That We Have Leveraged into higher Income



₺ millions



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Working Capital Developments



₺	mn.	FY05	FY06	FY07	FY08	FY09	FY10	FY11
A/R		1,064	1,209	1,303	1,502	1,538	1,538	1,538
Inventories		300	346	387	469	404	545	577
A/P		876	929	1,043	1,234	1,228	1,362	1,325
WC		488	626	647	737	714	721	790
WC/Sales		17.70%	19.88%	17.83%	18.21%	14.20%	14.70%	15.57%

OpEx Improvement



	FY05	FY06	FY07	FY08	FY09	FY10	FY11
Revenue (mn. TL)	2,756	3,151	3,628	4,047	5,029	4,902	5,074
# of WHs	91	98	100	100	107	114	118
# of Employees	4,926	4,694	4,554	4,600	4,893	5,162	5,322
OpEx / Sales	4.85%	4.84%	4.49%	4.57%	3.93%	4.28%	4.74%
Personnel / Sales	2.76%	2.86%	2.69%	2.64%	2.39%	2.66%	2.79%
Employee per WH	54	48	46	46	46	45	45
Revenue per Employee	559,539	671,241	796,743	879,676	1,027,748	949,678	953,495

OpEx Breakdown

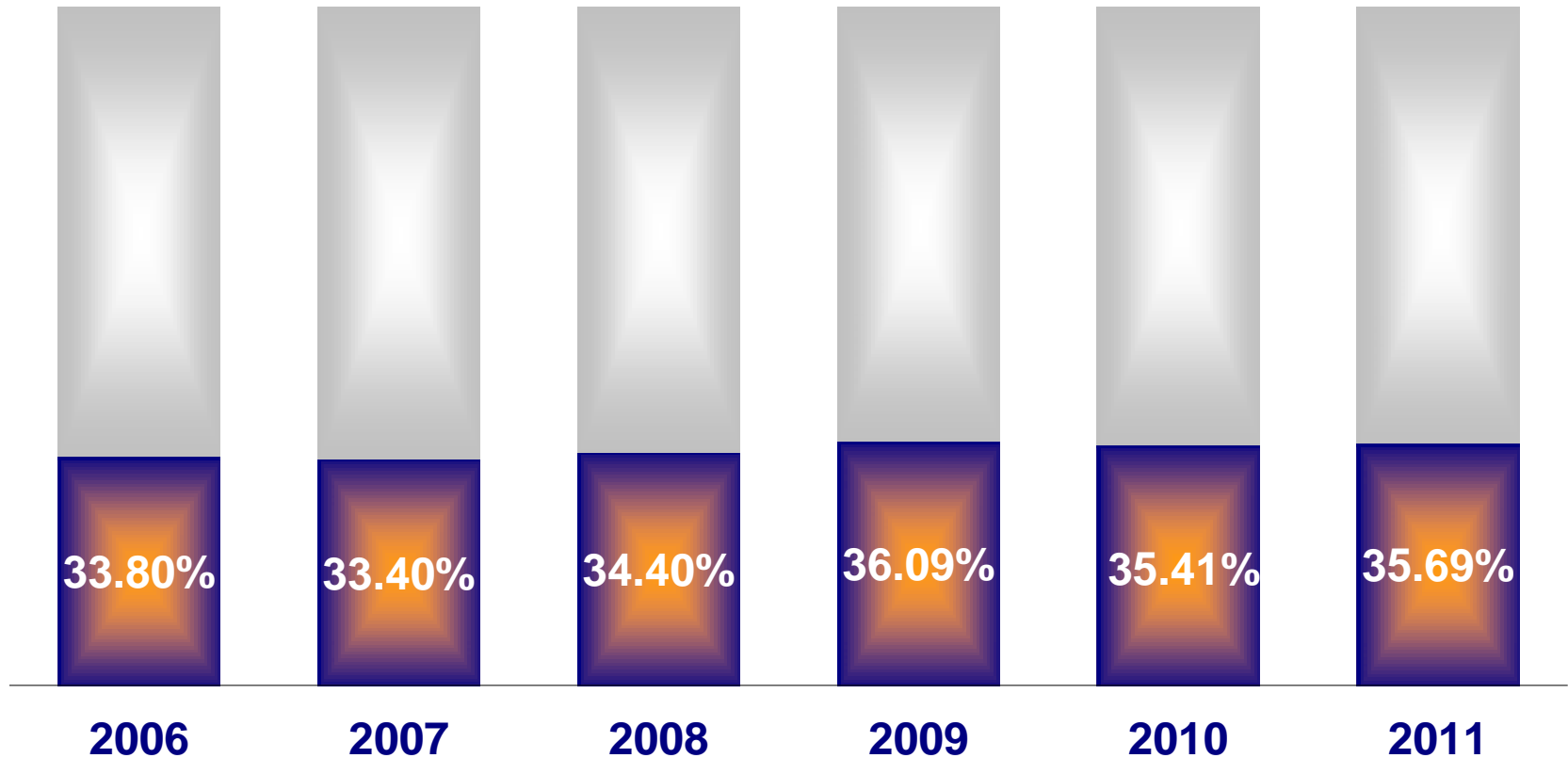


OPERATIONAL EXPENSES	FY11	%	FY10	%	2011 vs. 2010
Personnel expense	141,783,377	58.95%	130,195,755	62.01%	8.90%
Fuel expense	20,105,607	8.36%	16,210,301	7.72%	24.03%
Transportation expense	11,604,689	4.82%	10,142,467	4.83%	14.42%
Other	9,741,697	4.05%	6,845,854	3.26%	42.30%
Depreciation expense	9,404,731	3.91%	7,915,825	3.77%	18.81%
Outsourcing expense	8,161,247	3.39%	9,555,301	4.55%	-14.59%
Repair and maintenance expense of motor vehicles	6,311,048	2.62%	5,810,533	2.77%	8.61%
Rent expense	6,295,133	2.62%	5,623,189	2.68%	11.95%
Promotion expenses	5,784,675	2.40%	1,376,485	0.66%	320.25%
Communication expense	5,531,588	2.30%	4,405,732	2.10%	25.55%
Insurance expense	4,467,081	1.86%	3,625,884	1.73%	23.20%
Donations and aids	2,760,819	1.15%	937,805	0.45%	194.39%
Stationery expense	2,646,887	1.10%	2,264,231	1.08%	16.90%
Representation and host expenses	2,217,665	0.92%	1,720,920	0.82%	28.87%
Tax expense	1,937,116	0.81%	1,503,276	0.72%	28.86%
Employment termination benefit expense	1,256,001	0.52%	1,022,458	0.49%	22.84%
Advisory and audit fees	519,950	0.22%	804,796	0.38%	-35.39%
Total	240.529.311		209.960.812		14.56%

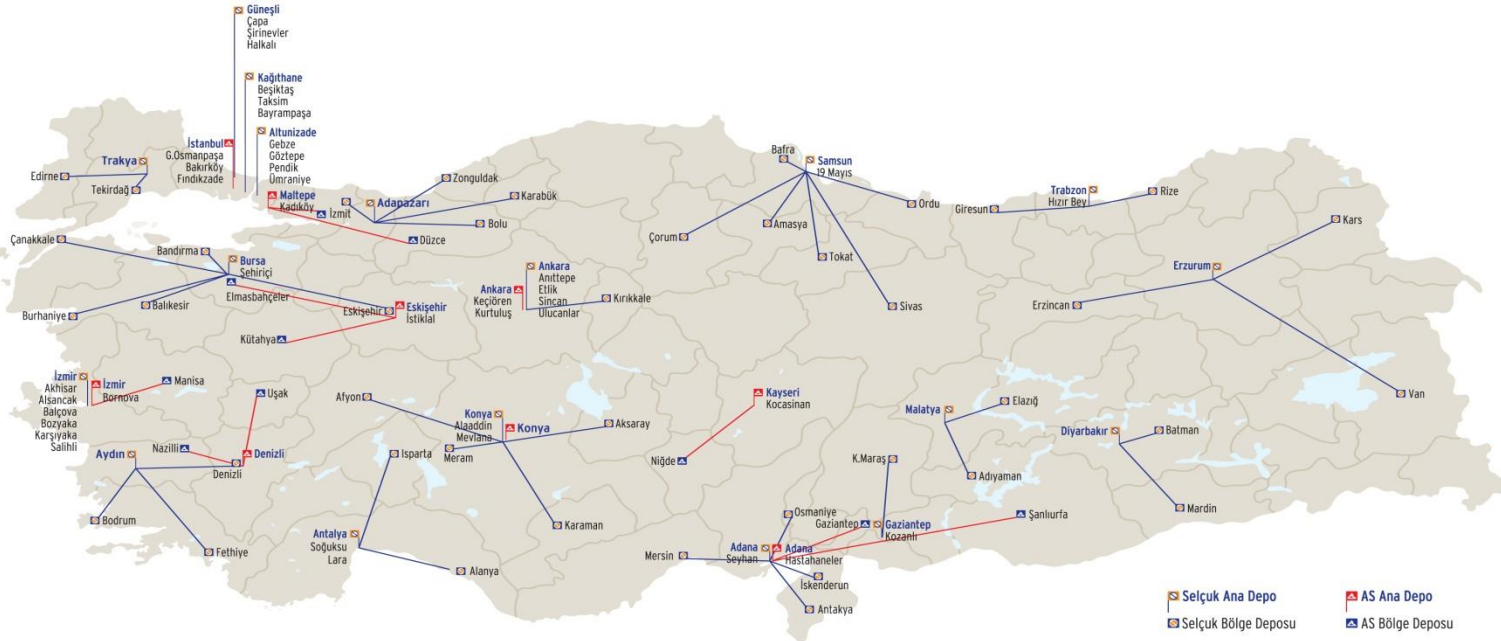
Sustainable growth to Market Leader Position...



Market Share (%)



A progressive network across the Country by over 100 warehouses

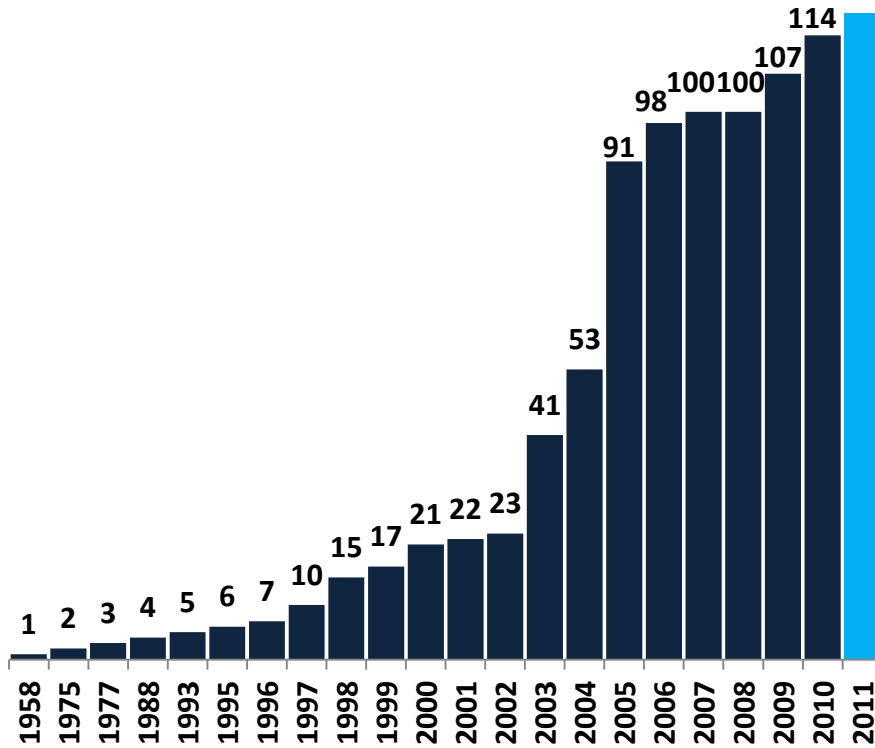


	Main Warehouses	Regional Warehouses	Total
Selçuk Ecza	18	71	89
As Ecza	9	20	29
Group Total	27	91	118

Operational Stats I

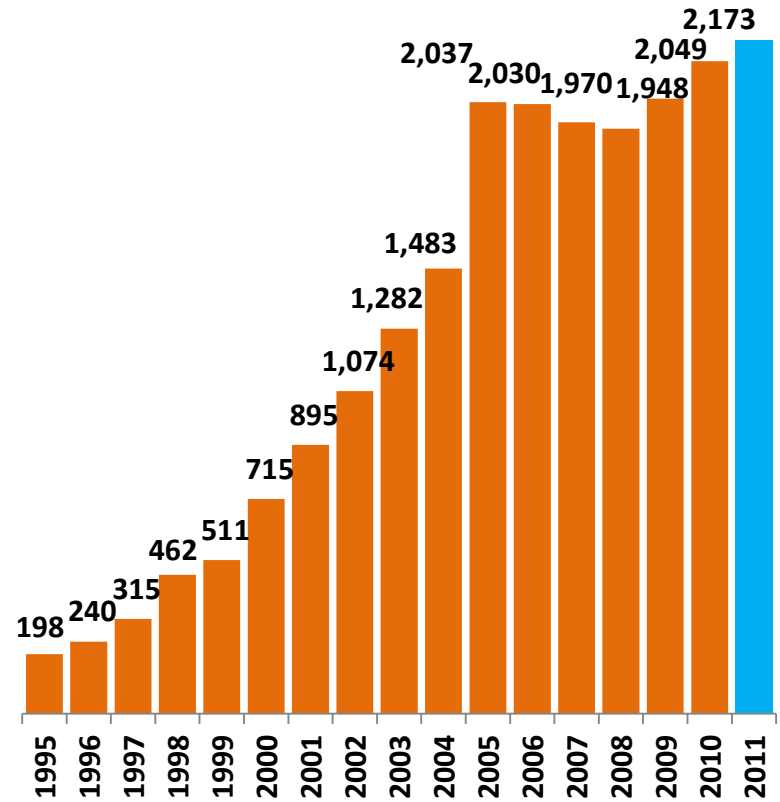
Warehouses

118



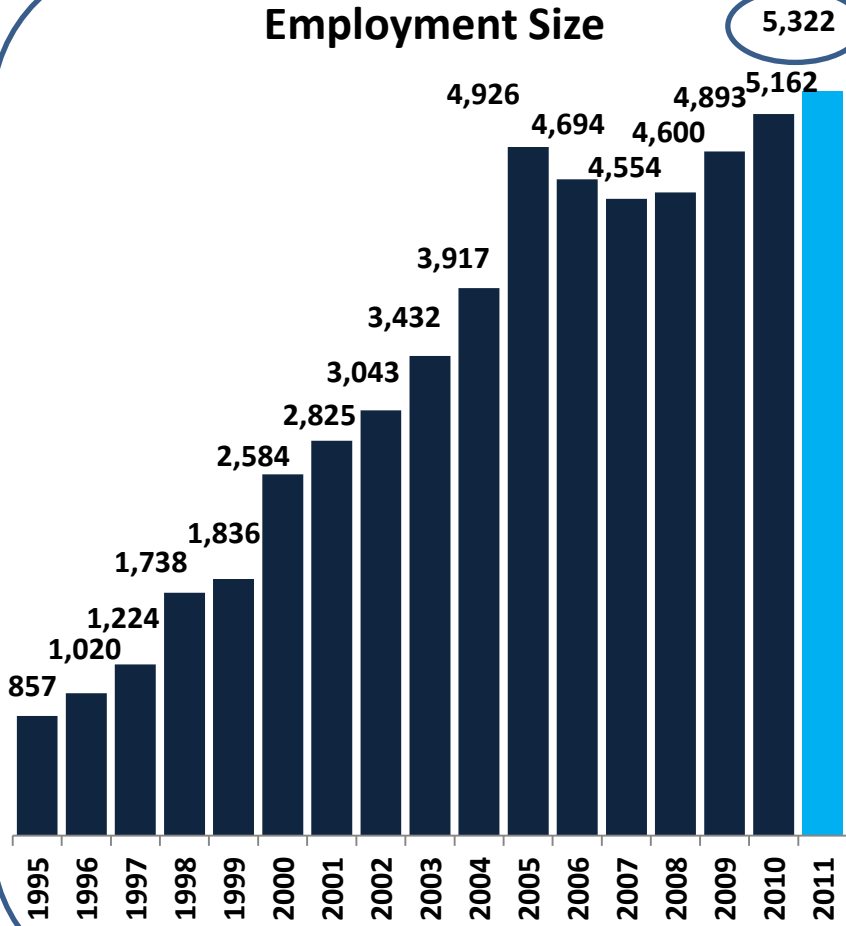
Vehicle Fleet

2,242

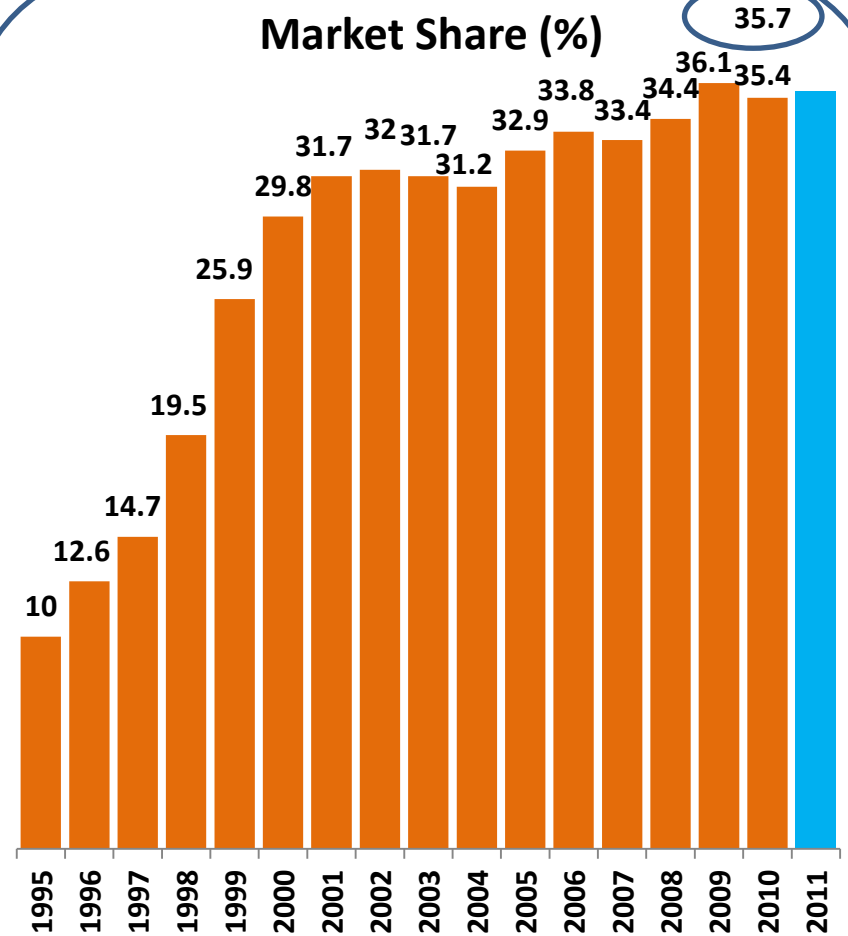


Operational Stats II

Employment Size



Market Share (%)



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A New Scope: Toiletry Products

✂ Selcuk Ecza has started to sell/distribute toiletry products (personal care products, cosmetics etc.) by June 1, 2009 and expanded it to all of its warehouses

✂ The market size in Turkey for toiletry products is approximately as of US\$10 bn. And almost US\$750-800 mn. of it is pharmacies' share

✂ Selcuk Ecza generated an additional turnover of 265 mn. TRL in FY11 for this segment and estimates FY12 figure to reach 300 mn. TRL, while medium term target is to reach 500 mn TRL

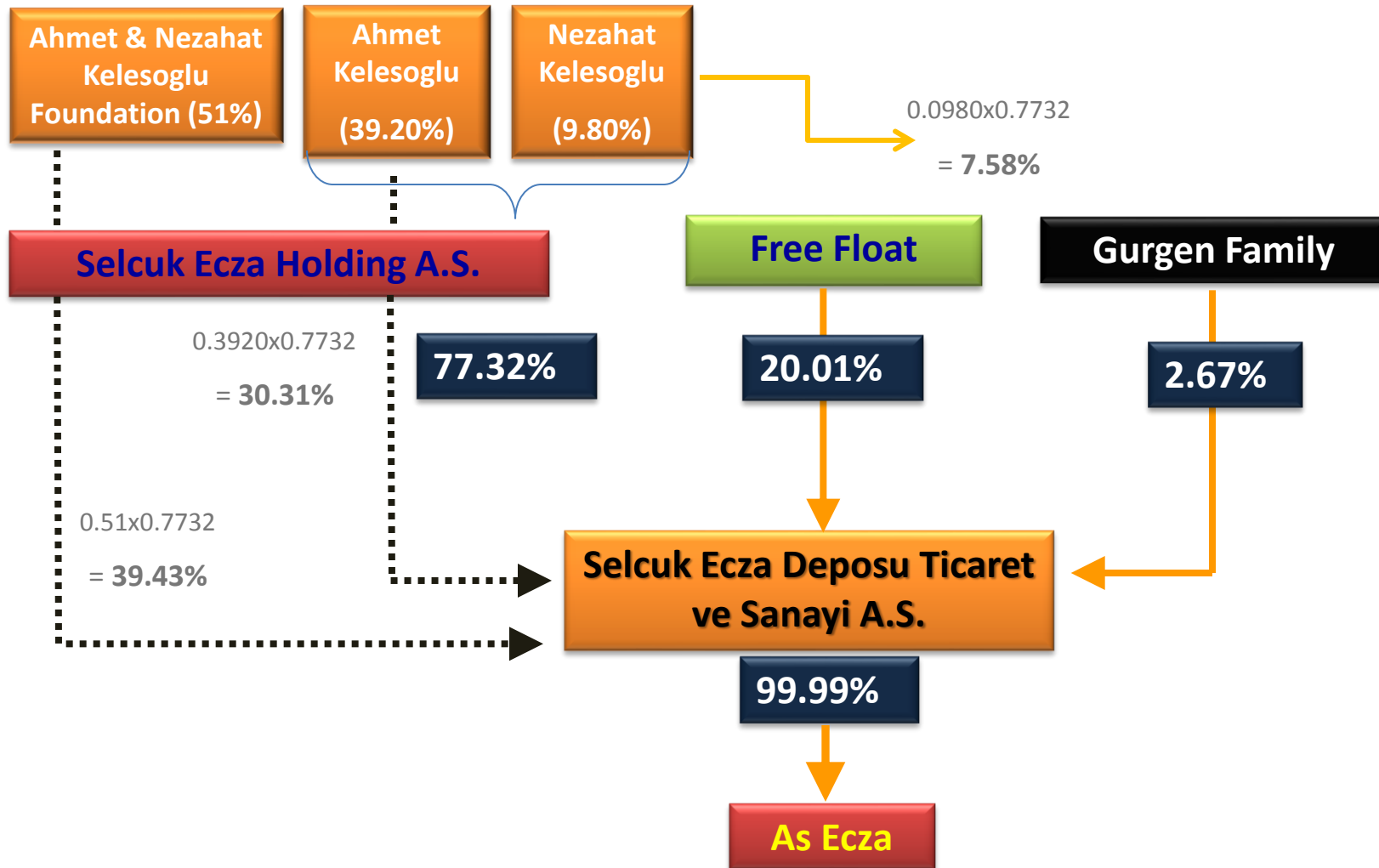
✂ Using the same distribution network, while by using the available spare capacity in warehouses lead to an insignificant increase in CAPEX

✂ Higher gross margin around 10-11% compared to 7-8% from pharma segment

✂ Strategy to create a steady amount of additional revenue from this segment in order to support a sustainable profit level



Ownership



Selcuk Ecza: A precious link to sustainable value creation



✦ **Attractive markets**

- ✦ Demographics drive long-term demand
- ✦ Public policy agenda supports greater access and improved efficiency

✦ **Well-positioned businesses**

- ✦ Solid operating profit and cash flow strength from distribution segment
- ✦ Nationwide network built over mutual commercial interests

✦ **Steady track record of delivering results and a balanced approach to capital deployment**

✦ **Strong balance sheet and solid liquidity position**

✦ **Experienced and tenured management team**



Contents

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- ✦ Appendix-1: Reimbursement Schedule
- ✦ Appendix-2: Reference Pricing Scheme
- ✦ Appendix-3: The New Regulation
- ✦ Appendix-4: Summary Financials:
Income Statement & Balance Sheet



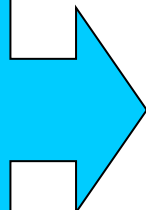
REIMBURSEMENT to PHARMACIES by THE SSI



Appendix-2: Reference Pricing Scheme

Reference Countries

France
Italy
Spain
Portugal
Greece



100% = Brands Price (If its generic does not exist in the market)

60% = Brands Price (If its generic exists in the market)

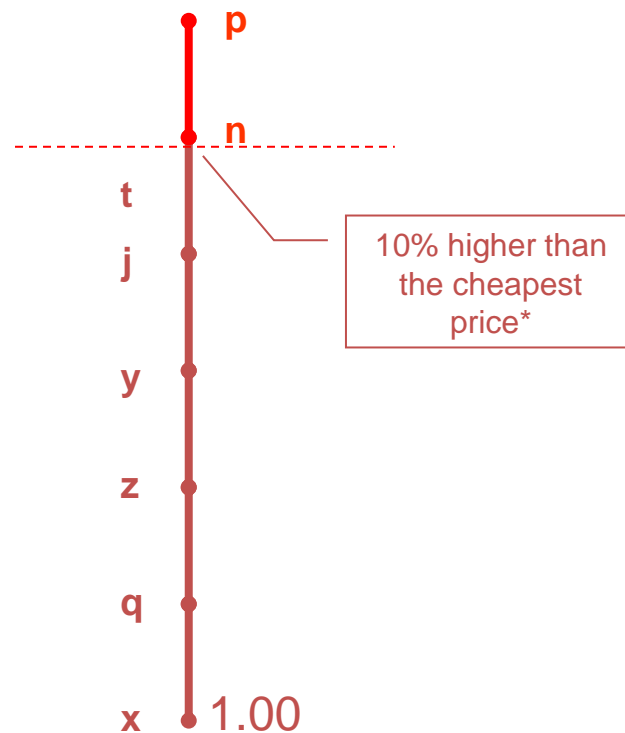
60% = Generic Price

***The government has changed the regulation on the reference pricing mechanism and lowered the ratio of both brands and generics to 60% of the reference price on Nov.10, 2011 which is valid since Nov.18, 2011.**

**** The government recently lowered the price ceiling from 15% to 10% for the reimbursement price of generic drugs in the same bioequivalence group (which is applied over the lowest price of the generic product in the market; the lower 10% limit came into force from Nov. 5, 2011).**

REIMBURSEMENT

Generic Drugs in the Same Bioequivalence Group



Appendix-3: Major Regulatory Items as of Nov. 2011



- The price ceiling for **branded drugs** has been reduced to **60%** from 66% of the reference price, which is determined according to lowest price in the five reference EU member countries (France, Italy, Spain, Portugal, Greece), if the branded drug has a generic substitute available in the market, although the price ceiling remained at 100% for branded drugs that do not have generic substitutes.
- The price ceiling for **generics** has been also decreased from 66% to **60%** of the reference price.
- The drugs which stay on the market more than 20 years and with a wholesaler price higher than **TRL 6.79**, shall be priced at most **80%** of its reference price while their generics shall not be priced higher than their branded ones' wholesaler prices.
- All drugs with prices lower than **TRL3.56**, OTC drugs (without prescription), blood products, infant food, radiopharmaceutical products, enteral feeding products, and all other products that are not stated in public reimbursement list shall not be priced according to this new regulation.
- The exchange rate mechanism used to determine drug prices has also been changed. According to the new mechanism, the exchange rate may only be revised if the **90-day moving average of EUR/TRL exchange rate exceeds/falls** below the periodic EURO value band by **+/-5%**; while the upper end of this band is estimated as **10% higher** of the EUR/TRL exchange rate in effect for calculation of drug prices. (**The official EUR/TRL rate is 1.9595 since April 2009**)
- The Notice period for amending the “Reference Countries List” by the MoH has been reduced from 4 months to 2 months.



Appendix-4: Summary Financials: Income Statement-Consolidated



Income Statement

TL Million	Dec. 31, 2011	Dec. 31, 2010	2011 vs. 2010
Volume			
Net Sales	5,074.50	4,902.24	3.51%
Cost of sales (-)	(4,702.64)	(4,519.46)	4.05%
GROSS PROFIT	371.86	382.77	-2.85%
OPEX	(240.53)	(209.96)	14.56%
Other operating income/Exp.(Net)	6.46	5.50	17.42%
EBIT	137.79	178.31	-22.73%
EBIT (exc.other)	131.33	172.81	-24.00%
Finance income /Exp.(Net)	35.16	52.50	-33.02%
Income before minority Int.& Tax	172.95	230.81	-25.07%
Minority interest	0.00	0.00	-31.38%
Income tax expense	(34.39)	(46.88)	-26.64%
Net Income / (Loss)	138.56	183.93	-24.67%
EBITDA	147.20	184.09	-20.04%
EBITDA (exc.other)	140.74	178.59	-21.20%
Gross Margin	7.33%	7.81%	
EBIT Margin	2.72%	3.64%	
EBIT Margin (exc.other)	2.59%	3.53%	
EBITDA Margin	2.90%	3.76%	
EBITDA Margin (exc.other)	2.77%	3.64%	

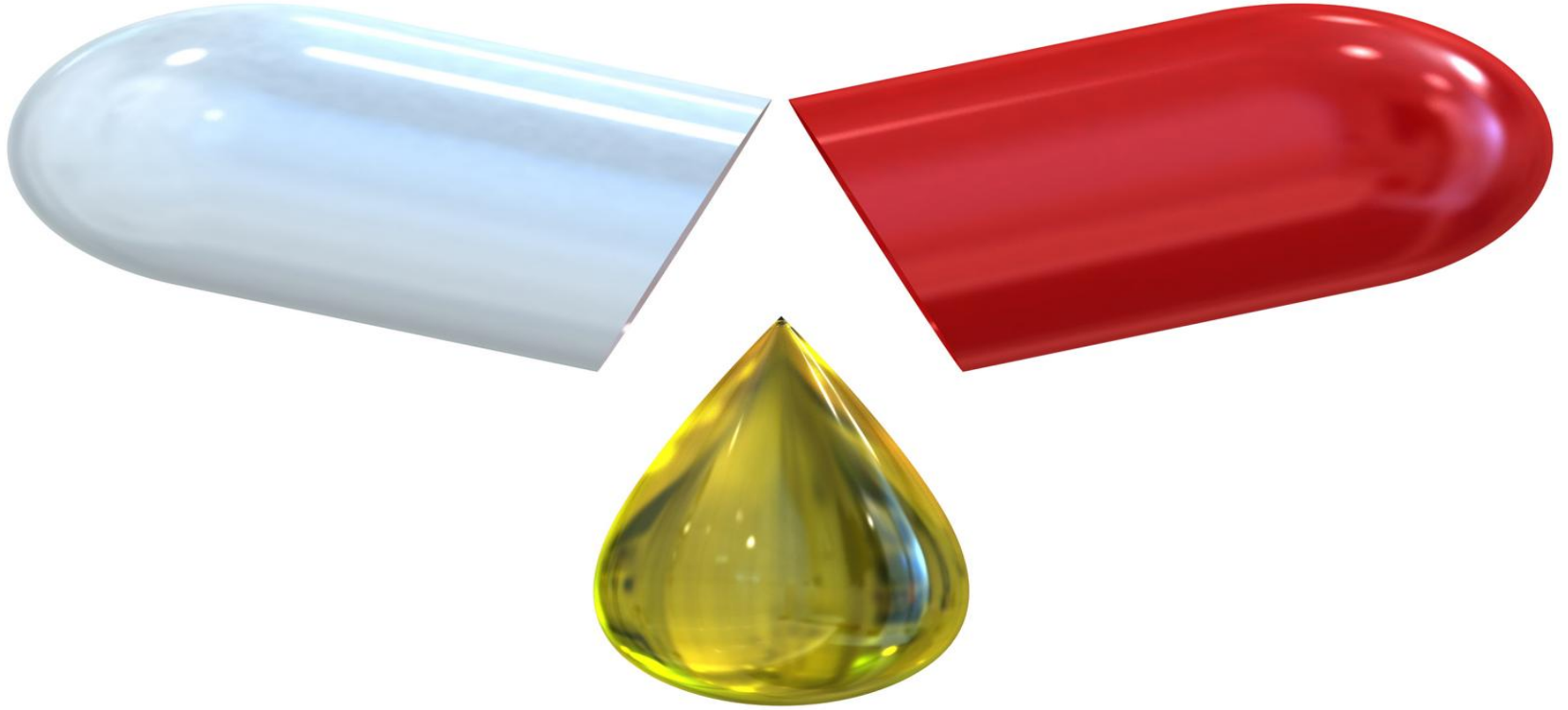
Appendix-4: Summary Financials: Balance Sheet



Balance Sheet

(TL million)					
Assets			Liabilities & Equity		
	Dec. 31, 2011	Dec. 31, 2010		Dec. 31, 2011	Dec. 31, 2010
Cash and cash equivalents	175.41	1,839.23	Short-term debt	7.00	1,641.03
Accounts rec.& due from related parties	1,538.21	1,538.07	Accounts payable & due to related parties	1,324.67	1,361.93
Inventories	576.54	544.73	Provisions & other current liabilities	34.34	36.27
Other current assets	103.24	74.67	Total Current Liabilities	1,366.00	3,039.23
Total Current Assets	2,393.39	3,996.69	Long-term debt	0.00	0.00
PP&E	154.11	124.18	Provision for Employee Benefits & Other Liabilities	9.53	8.10
Intangible Assets(Including Goodwill)	31.60	31.59	Deferred tax liability	15.54	12.58
Other non-current assets	5.27	5.23	Other liabilities	0.00	0.00
Deferred tax assets	20.08	14.32	Total Non-Current Liabilities	25.07	20.69
Total Non-Current Assets	211.06	175.32	Shareholder's equity & minority interest	1,213.38	1,112.08
Total Assets	2,604.45	4,172.01	Total Liabilities & Equity	2,604.45	4,172.00

FY11 EARNINGS



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