

Successfull business

*opet lubricants offers you the best
oem performances that fits your business.*



opet
lubricants

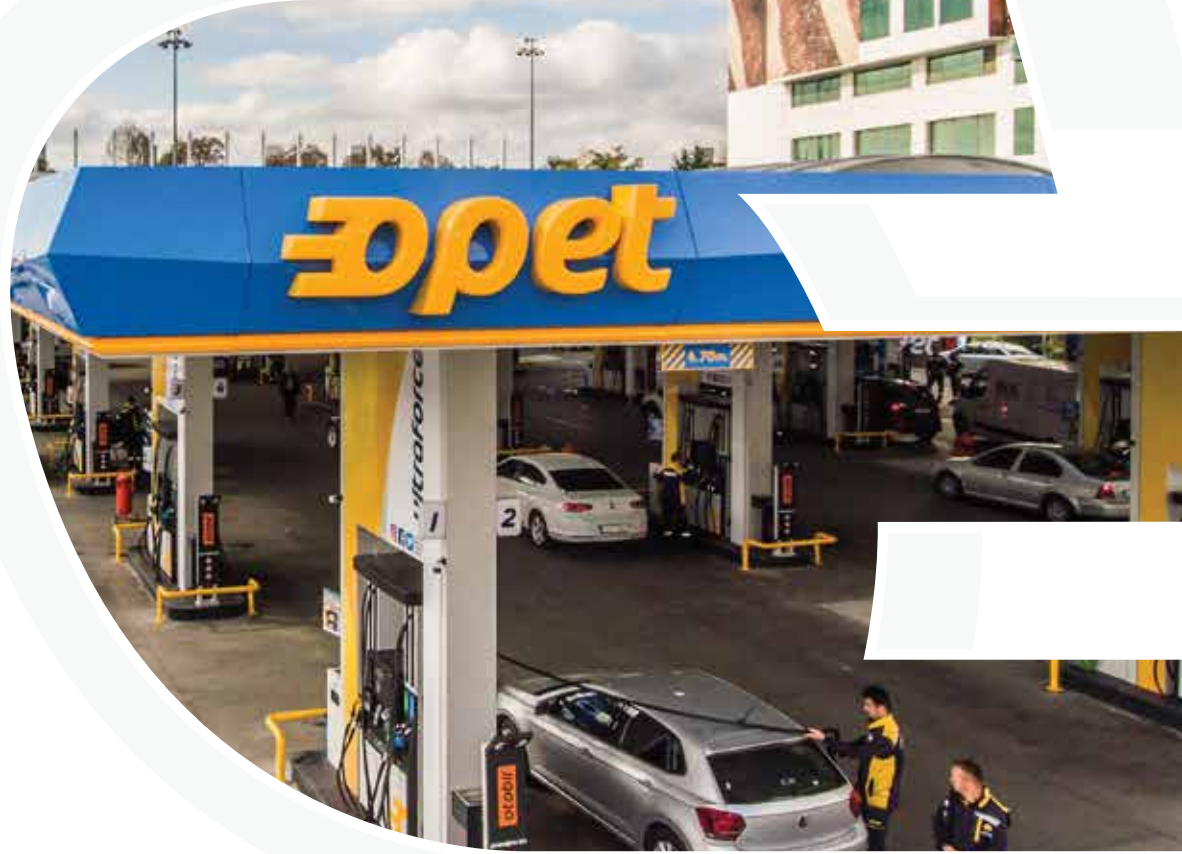


shareholders



Koç holding a.ş.

*with 90 years of experience, the largest
investment holding company in turkey.
the only turkish company in
fortune 500.*



pet

petrolcülük a.ş.

*12 years of customer satisfaction,
the most satisfied, most loved,
most admired brand in the industry.*



koç holding overview(*)

€22

billion
consolidated
revenue

9%

total exports |
turkey's exports

8%

of turkey's total gdp is
represented by koç

93k

of employees

positioned to benefit from turkey's growth potential

4 of our companies are listed in
top 10 enterprises in turkey. (1)

1 tüpraş refinery
2 ford otosan
5 tofaş (fiat)
6 arçelik (beko)

(1) Istanbul chamber of Industry 2019 report



4 of our companies are listed in
top 10 exporters in turkey (1)

1 ford otosan
3 tofaş
6 tüpraş
8 arçelik (beko)

(1) turkish exporters' assembly 2019 report.



(*) as of year 2019

leading positions in strategic and lucrative business lines

energy

main companies;
tüpraş (refinery)
opet (petroleum)
aygaz (gas distribution)
entek (electricity generation)



domestic market position – market share
- largest petroleum refinery in turkey - %55
- 1 in lpg distribution - 26%
- 2 in petroleum products distribution - 19%

automotive



Otokar Otokoç Otomotiv

main companies;

- Ford otosan - tofaş - türk traktör - otokar - otokoç

international alliances

- Ford motor company
- fiat chrysler automobiles

domestic market position – market share

- 1 in total automotive - 16%
- 1 in light com. vehicles - 21%



consumer durables

main companies;
arçelik (beko)

international alliances
lg electronics (In air conditioners)

**domestic market position –
market share**
1 in white goods – ~50%
1 in air conditioners – ~50%

finance

main companies;
yapı kredi bankası - koçfinans

international alliances
unicredit

domestic market position – market share
3rd place among private banks in turkey
total assets - 16%
1st in leasing - 20.3%
2nd in mutual funds - 12.1%



opet petrolcülük overview(*)

€7

billion
total revenue

1st

in black products with
35.3% market share

900

of employees

5

million ton
sales volume



leading positions in strategic and lucrative business lines

storage

- 5 terminals across the country
- International storage activities (marmara terminal)
- total capacity - 1.1 million m³



lubricant business

opet lubricants

... through its vision

"lead the industry, shape the future"

Focuses only on lubricants and fluids with its valuable experts and provides outstanding solutions

(*) as of year 2019

brands

lubricants & auto car care products



dpet
lubricants



opar olio
for
tofaş (fiat)
vehicles



FMY
for
ford vehicles



TürkTraktör
for
new holland
and case
agricultural
and construction
machines



Otokar Spectra
for
otokar vehicles



rom
auto car care
products

new plant

capacity

lubricants - 60.000 tons | per shift

antifreeze - 2.500 tons | per shift

bulk storage - 4.000 m³

warehouse storage - 9.000 pallets

- higher first time through (ftt) rate*
- maximum sensitivity by automatic dosing*
- error-proofing with process control system*
- laboratory design suitable for r&d center*
- technical infrastructure for technological products*

new plant in aliağa



opet lubricants training truck

we are ready to share our expertise with the whole world. opet lubricants training truck equipped with the latest technology will bring all the information about lubricants and wide product range to you with its expert technical team.



powerfull performance

*opet lubricants' powerful products keep
your vehicle at the top performance level.*



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