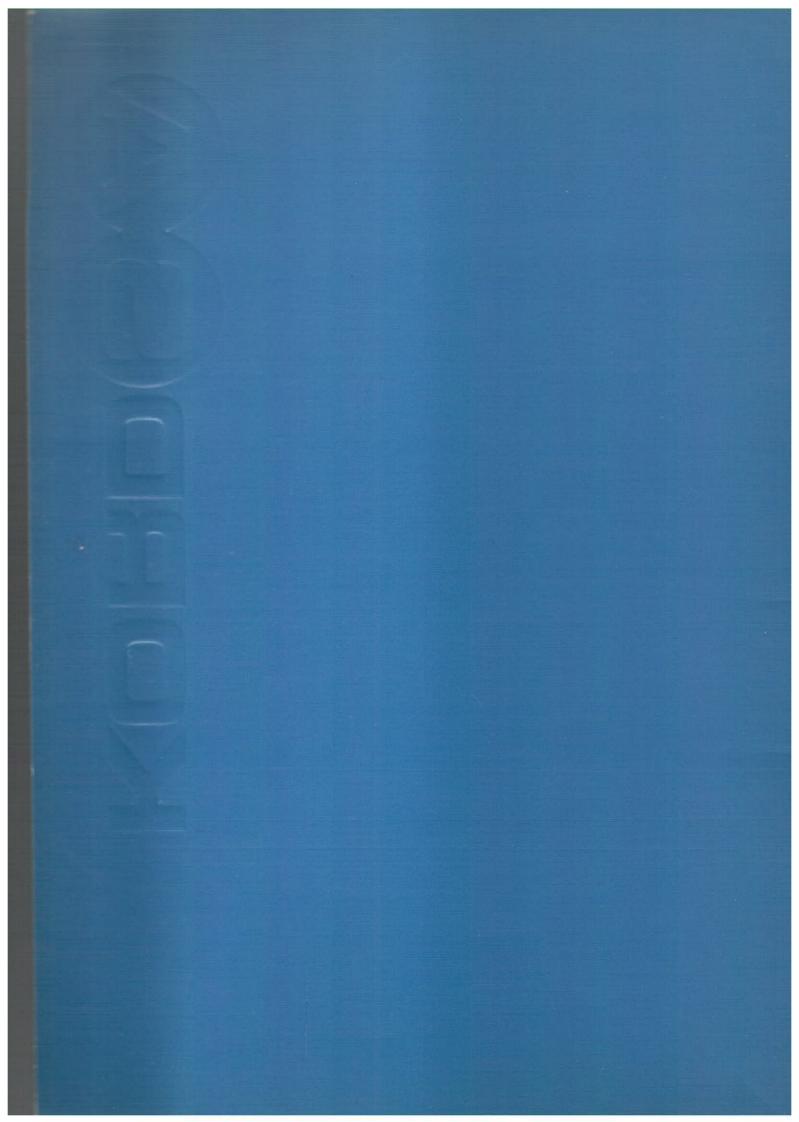
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Cord Fabric Manufacturing and Trading Inc.

19th Annual Report 1991







# Cord Fabric Manufacturing and Trading Inc. 19th Annual Report 1991

#### Head Office

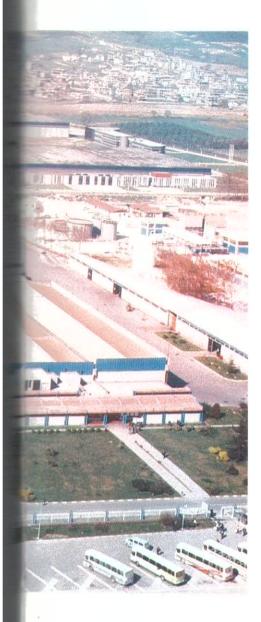
Zincirlikuyu Meydani Ak Işhani Blok 1 Kat 6 - 7 80600 Levent - Istanbul Tel : (1) 274 59 22 (13 lines) Faks : 274 43 11 Telex : 26181 kord tr Telgraf : Kordbezi - Istanbul P.O. Box 20, 80622 Levent - Istanbul

#### Factory

Köseköy Kumla Çifliği Mevkii 41310 İzmit Tel : (21) 64 71 00 (8 lines) Telex : 33199 kbss tr Fax : (21) 64 72 00 Telgraf : Kordbezi - İzmit P.O. Box 196, 41001 İzmit



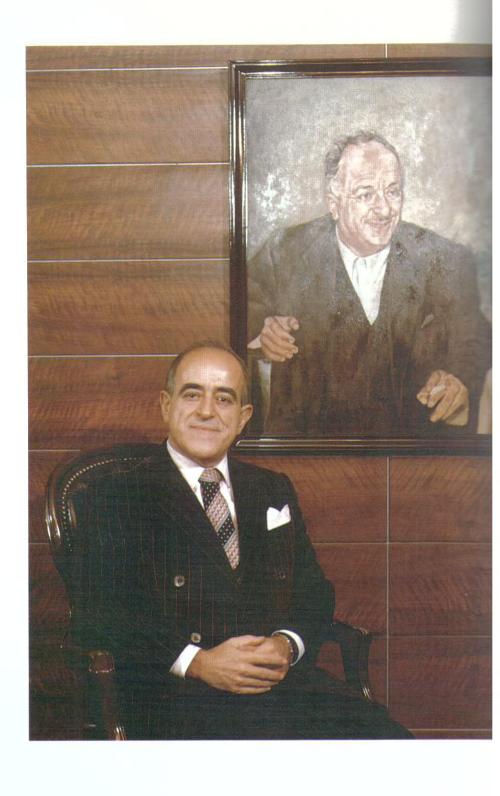
# Agenda



The Agenda of Annual General Meeting of KORDSA Cord Fabric Manufacturing and Trading Inc. on March 26, 1992:

- 1. Opening and setting up of the Chairman's Panel,
- 2. Authorizing the Chairman's Panel to sign the minutes of the Annual Meeting,
- Presentation and deliberations on the reports of the Board of Directors and Auditors on activities and accounts for the year 1991 and discussion of the proposal of the Board regarding the Balance Sheet and the Statement of Income for the year 1991,
- Ratification of the activities of the Board of Directors and the Auditors for the year 1991,
- Discussion of the resolution of the Board of Directors relating to the appropriation of 1991 profit and the date of dividend distribution,
- Approval of the independent external auditing institution engaged by the Board to audit the financial statements and transactions for the years 1992 and 1993 in accordance with the provisions of the Capital Market Law 2499.

19th Annual General Meeting of our company will be held in the Ball Room of Istanbul Sheraton Hotel at 10:00 on Thursday, March 26, 1992.



# Letter From The Chairman

Dear Shareholders,

Firstly, I would like to thank and greet you, our esteemed shareholders and their representatives, for honouring our Annual General Meeting, and to present our 19th Annual Report together with financial statements and Auditors' Reports for your examination and approval. Historic events which had marked fiscal 1990, such as the reunification of Germany, the Gulf War, and scattering tendencies in the Soviet Union. brought about certain critical evidences indicating the birth pangs of a "new world" in 1991. We witnessed a painful process characterized by recent formation of the Commonwealth of Independent States in the Soviet Union and newly emerging states in Central Asia. and Caucasus, while Civil War in Yugoslavia was resulting in separation of this country. These tremendous changes in world's political life had dramatic impacts on the U.S. and other developed economies including Germany and Japan by turning them recessionary. The intensive efforts of West European countries to speed up the establishment of an economic and political unity, such as the agreement on the introduction of a single currency in 1999, and awarding EC institutions a new say in social policy, can be evaluated as trying to protect the balance against adverse effects of this

volatile situation by them. Under such dynamic circumstances, Turkey successfully passed an election year which proved the great commensense and the fidelity of her people towards universal democratic and liberal ideals once more. New dimensions emerging to the traditional role of Turkey at the cross-roads of three continents seem to enable her to gain unprecedented importance in a peaceful new world. Thanks to this potential asset together with the execution of irreversible liberal policies, Turkey's performance is hopefully bound to be better again in the coming years provided that inflationary tendencies will be curbed. interest rates will be decreased. uncertainities in foreign exchange markets will be eased and the world debt issue will be dealt with on a medium-term and proper perspective. The year 1992 seems to be a difficult period for the whole Turkish industry which will probably face negative effects of narrowing world trade due to on-going recession. However, we believe that there are sufficient persuasive reasons to be optimistic about the future performance prospects for private enterprises like Kordsa with a sound financial structure and highly qualified personnel. When we look at the recent performance of our company, which is part of the Sabanci Group and one of the largest

industrial conglomerates in

Turkey, strong 1991 sales growth and margin improvements, secure future earnings stream especially on the back of continuous quality improvements provided by high technology, and a solid balance sheet appear to be leading her outperform the market again in 1992. The main advantage of Kordsa is that it occupies the middle position in a vertically integrated tire division within the Sabancı Group, which also includes the tire producer BRISA, the industrial yarn producer DUSA, and the steel cord manufacturer BEKSA. Being aware of the fact that the success of our company to date is highly dependent upon the valuable contributions provided by our esteemed shareholders, wish all KORDSA community, our fellow countrymen, and all nations in the world a peaceful and successful year, and I would like to thank you for your interes in our Annual General Meeting.

Regards,

Solow

Sakip SABANCI

#### Investments





Feeling pride of being one of the most advanced institutions in its sector in the world with respect to capacity, technology, and quality, KORDSA has been pursuing a dynamic understanding and policies regarding investment, which are responsive to bring successful results for 19 years. Making the best of changing circumstances in domestic and foreign markets as an international organization, KORDSA management realized necessary investments promptly, and augmented its production capacity of semifinished fabric to 29.000 tons/year in 1991. Thanks to this production capacity, as always, KORDSA met all requirements of domestic market, while it was continuously displaying overwhelming efforts for penetration and expansion in international markets.

# **Participations**

KORDSA with its participations amounting to TL 87,562 million as of 1991 yearend occupies the middle position in a vertically integrated tire division within the SABANCI GROUP. Today, BRISA, DUSA and BEKSA, which are all the participations of our company with foreigners, are operating in the industrial complex named KENTSA, which is located in Köseköy, İzmit. These factories producing tire, industrial yarn, and steel cord based on high technology provide prominent contributions to domestic economy.







#### Sales



KORDSA, which has been meeting all cord fabric needs of our country since 1976, diversified its products and began producing and selling industrial fabrics such as conveyor belt and chafer after 1984. Increasing its share in domestic market and abroad in both cord fabric and industrial fabrics day by day, our company has become one of the noted institutions of the world in its sector today. Our products have proved to be persistently demanded and to have a prominent and permanent place in Middle Eastern, Asian and

African countries together with many industrialized countries of Europe due to their high quality. Despite market conditions which are gradually becoming harder, KORDSA attained the sale of 22,140 tons of cord and industrial fabrics and realized proceeds totalling TL 664 billion and 895 thousands in 1991. Under strictly competitive foreign trade market circumstances, KORDSA accomplished an export volume amounting to US \$ 61 million and 343 thousand, continuing its export activities extended over 29 countries in a steady way.

## Production

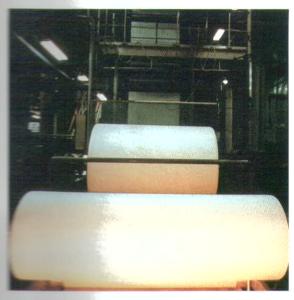
Being made up of dynamically-interconnected stages called cable twisting, warping, weaving, hot stretching. and chemical treatment, the production processes of cord and industrial fabrics require a diligent care from the viewpoint of production and quality assurance due to their nature. Keeping this fact in mind. activities, which are improving day by day and aimed at reaching worldwide quality leadership, have been incessantly pursued. In parallel with obtaining positive results of "Statistical Quality Control System" which was inaugurated in 1989, a project oriented to

"Creating a Quality Culture" in our company was initiated in 1990. In this comprehensive project, quality is intended to be a kind of comprehension and mode of life for all company employees rather than being only a subject of control and assurance. Continuing to substantiate its infra-structure with respect to quality in this way, Kordsa passed a fairly successful period of production again in 1991, thanks to its production planning activities which are adopted to changing conditions flexibly and at the right time. As a result, the production of 23,463 tons of semifinished fabric and 21,509 tons of fabric were realized in 1991.







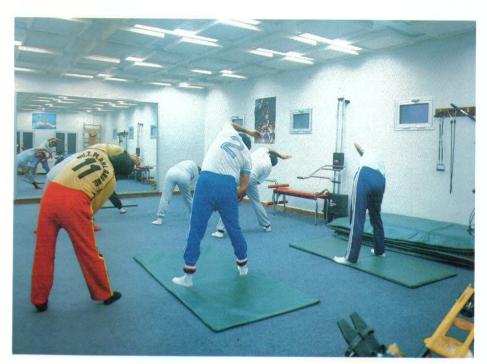




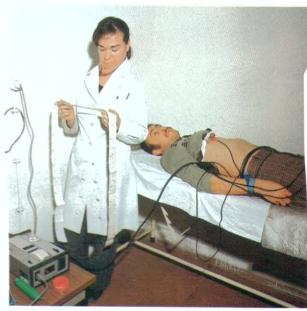




# Administrative and Social Activities



Bearing always on mind the that the successful results of the operations are mainly due to the employees who feel integrity with their company, KORDSA pays a great attention to provide a reliable atmosphere enhancing a high morale and social status for its personnel. Accordingly, in addition to regular checkups and activities of consumer and housing cooperatives, training programmes devoted to improve the calibre all personnel from various levels have been effectually continued in 1991 as well.





# Board of Directors' Report

## I. Introduction

#### 1. Period of Report:

Jan. 1, 1991 - Dec. 31, 1991

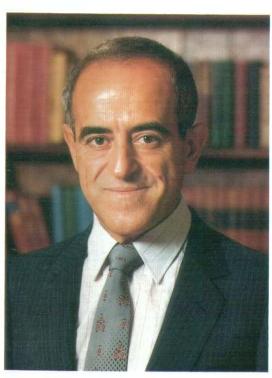
#### 2. Title of Incorporation

KORDSA Kord Bezi Sanayi ve Ticaret Anonim Şirketi

3. Board of Directors

#### **Extent of Authority**

Both Chairman and Directors are provided with authorities specified in related articles of the Turkish Commercial Code and 17th clause in our Articles of Association.



Sakip Sabanci Chairman



Oğuz Karahan Director March 29,1991 -March, 1994



Hamit B. Belli Director March 29,1991 -March, 1994



Hüseyin Uçar March 29, 1991 - March, 1994 Ali Bakar March 29, 1991 - March, 1994 İhsan Sarıcı March 29, 1991 - March, 1994



Hasan Güleşçi Deputy Chairman March 29,1991 - March 1994



Güler Sabancı Director and General Manager March 29,1991 - March, 1994

#### **Extent of Authority**

According to 25th clause in our Articles of Association; duty, authority and responsibility of the Auditors are determined within the tramework of principles stipulated in articles 347 and 359 of the Turkish Commercial Code.

#### 4. Amendments in Articles of Association During the Period:

No amendment was made in Articles of Association of our company during the period, January 1, 1991 - December 31, 1991.

#### 5. Share Capital, Dividend Rates, Shareholders with More Than 10% Shareholding:

Our company had adopted registered capital system and the limit of its registered capital had been determined as TL 150,000,000,000 in our Extraordinary General Meeting held on October 20, 1989. According to the resolution approved in Board of Directors' meeting, No. 416, held on February 13, 1991, the share capital of our company was increased from TL 101,250,000,000 to TL 151,875,000,000. This increase of TL 50,625,000,000 was met by following sources: TL 30.375,000,000 in cash provided from shareholders and TL 20.250.000.000 from revaluation surplus. Our shares preserved their position and demandable status as to both the volume of transactions and value at Istanbul Stock Exchange during 1991. The number of our shareholders is approximately 6000. Shareholders who own more than 10% of our

capital are:

Akbank T.A.Ş. (33.29%),
Akbank T.A.Ş. Mensupları Tekaüt
Sandığı (14.13%) and
Hacı Ömer Sabancı Holding A.Ş.
(10.27%)
During the last three years, our
company distributed following net
profits to its shareholders in
proportion to their paid-in capital:
1988 96%,

1989 45%, and 1990 21%.

#### 6. Issued Securities:

As of December 31, 1991, our company has bearer shares of TL 136,001,700,000 and shares to the name of TL 15,873,300,000, both of which have the right to earn dividend, and 200 founder shares. Our company has no other issued securities.

# 7. Industry and Our Position Therein:

In our company's plant, cord fabric, which is used as carcass and girdling material in tire manufacturing, and industrial fabrics such as conveyor belts, chafer, and single cord being important inputs for textile industry, have been manufactured at a high quality level. Our plant, which has been manufacturing cord fabric since 1976, and industrial fabrics since 1984, is unique in Turkey, and one of the biggest and the most modern in the world. It meets the whole domestic demand, while it steadily increases export sales, and expands its markets thanks to its high quality and technology production. In 1991, it reached to an export figure of US \$61 million and 343 thousand.

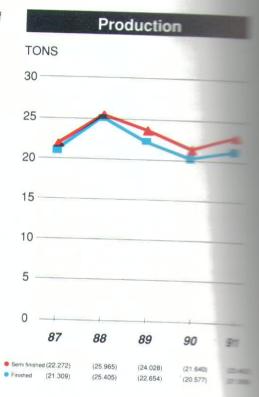
## II. Activities

#### A. Investments

- 1. Progress of Investments:
  Investment activities of our company within the framework of our Incentive Certificiates obtained from State Planning Organization, Encouragement and Implementation Department in 1989, No. 24163 concerning the extention of our investments and No. 24371 relating to the modernization and completion were continued in 1991 as well. The terms of these Incentive Certificates have been extended to April 4, 1992 and October 31, 1992 respectively.
- 2. Our company, thanks to Incentive
  Certificates obtained in 1989, gets
  benefit from incentives called
  Encouragement Premium, Customs
  Duty Exemptions, Investment Incentive
  Allowance, and Duty and Charges
  Exemption for its investment.

# B. Activities Regarding Production of Goods and Services

- 1. Our company has pursued its manufacturing activities with 304 machines in cord fabric units and with 51 in industrial fabric units. In 1991 it has reached to a capacity utilization level of 81% realizing its production according to the demand of its customers.
- 2. In our factory, cord fabrics since 1976 and industrial fabrics like conveyor belt and chafer since 1984 have been manufactured. Since both cord fabrics and industrial fabrics have a vital importance to the industries utilizing them, KORDSA paid utmost attention to quality control performance, and preserved its existing high quality assurance system applied to each stage of production process in 1991 as well.



# Production Figures for the Last Three Years (Tons)

Seminifished	Finished
22.307	20.788
	18.464
	19.349
	19.349
1.721	1.866
	2.113
	2.113
	Seminifished 22.307 19.734 21.525  1.721 1.906 1.938

## **Total Turnover** MILLION TL 700 600 500 400 300 200 100 0 87 88 89 90 91 (110.838) (249.908) (363.878) (403.676)

3. During 1991, a total 22.140 tons of products, in domestic and foreign markets, were sold, and a net turnover amounting to TL 664.894.800.452 was realized, our domestic sales increased by 108.5% (TL 199 Billion and 393 million), while percentage increase in our export sales climbed to 20.5 % (TL 41 Billion and 547 Million), and accordingly, total sales figure grew by 64.7% (TL 261 Billion and 220 million) in value compared to the last year. In 1991, the whole domestic demand was met, as our export sales were maintaining their stable course, the activities in conformity with main marketing policies of diffusion of risks and diversification of markets have been successfully pursued in 1991 as well.

increased by 62%, while the increase was 59% in industrial fabrics all in US\$ terms.

4. During 1991 the necessary measures were effectively taken against the difficulties that sprang from market conditions which are gradually becoming harder.

The rate of productivity was realized as 76% in 1991.

Sales

THOUSAND \$

180

160

140

#### In 1991, the selling price of cord fabrics 120 100 80 Sales 60 TONS 40 30 20 25 87 88 89 90 91 20 (82.145) (100.521) (88.774) (90.7 Foreign (42.235) (70.233)(83.616) (80.367) (61.3 (124.380) (170.754)(172.390) (149.811) 15

## Sales Figures for the Last Three Years (Tons)

	Domestic	Foreign	Total
1989	11.628	13.285	24.913
1990	9.099	12.769	21.868
1991	12.049	10.091	22.140

# C- Information Related with Financial Structure:

# KORDSA KORD BEZİ SANAYİ VE TİCARET A.Ş. Detailed Balance Sheets as at December 31, 1991 and 1990 (TL 1,000)

ASSETS	Current Year		
I. Current Assets	December 31, 1991		evious Year
		4,246,780	ember 31, 138
A. Liquid Assets  1. Cash		6,790,703	211,581
2. Banks	53,151	0,730,703	4.338
	6,737,552	1001010	24,174
B. Marketable Securities (Notes 3, 4)	, , , , , , ,	4,634,310	
C. Short-term Trade Receivables (Note 5)  1. Trade	12	7,745,291	12.54
	126,760,822		74,575
2. Notes Receivable	794,907	74,132,985	
Discount on Notes Receivable	(37,002)	870,445	
4. Deposits and Guarantees	45,597	(78,479)	
5. Other Short-term Receivables	180,967	51,022	
D. Other Short-term Receivables (Note 6)		-	
Other Short-term Receivables	3,272,213	,272,213	1,408
E. Inventories (Note 3)		1,408,678	
Raw Materials		,644,870	114,857
2. Work in Process	60,877,562	58,922,538	
3. Semi-Finished Goods	60,956,159	26,580,155	
4. Finished Goods	6,600,364	5,173,566	
5. Other Inventories	32,030,051	14,550,253	
6. Advances on Purchase Orders	1,191,159	6,529,034	
F. Other Current Assets	3,989,575	3,111,521	
		793,703	3,596,8
Long-Term Assets			
A. Long-Term Trade Receivables	187,	318,646	114,944,2
Deposits and Guarantees		541,915	1,081,5
3. Investments (Notes 3, 7)	1,541,915	1,081,595	
1. Investments		662,607	46,862,3
2. Unpaid Portion	77,500,000	37,000,000	
3. Other Investments		(200,000)	
. Tangible Fixed Assets (Notes 3, 8)	10,062,607	10,062,393	
1. Land	97,742,778		66,496,26
2. Superstructures and Infrastructures	3,391,974	3,332,324	00,100,25
3. Buildings	16,760,006	10,455,867	
4. Plant, Machinery and Equipment	68, 257,393	44,267,577	
5. Motor Vehicles	205,090,640	128,896,917	
6. Furniture and Fixtures	5,846,431	3,284,778	
7. Accumulated Depreciation	7,967,971	5,618,143	-
8. Construction in Progress	(210,686,815)	(129,403,340)	
Advances on Purchase Orders	453,178	14,000	
Intangible Fixed Assets (Notes 3, 9)	662,000	30,000	
1.Rights	11	0,717	400
Other Long-term assets	110,717		166,074
	36	166,074	207
al Assets			337,957
	491,565,426	326,505,469	

Current Year December 31, 1991		rent Year	Pre	vious Year
		TO THE RESIDENCE OF THE PROPERTY OF THE PROPER		cember 31, 1990
A Financial Liabilities		128,513,837		83,907,42
		34,007,408		2,549,82
1. Bank Overdrafts	29,855,000		-:	
2 Current Year Portion of Long-term Loans	2,225,120		2,339,408	
Principal Instalment and Interest of Bond     Other Financial Link William			955	
4. Other Financial Liabilities  3. Trade Payables	1,927,288		209,465	
1. Suppliers		50,793,687		67,787,850
2 Other Trade Payables	50,590,077		67,745,269	
C Other Short-term Liabilities	203,610		42,581	
1. Amounts Due to Sharaholders	5,665,743			3,980,840
2. Accurued Liabilities	230,960		61,980	
	1,306,858		57,940	
3. Taxes, Charges and Other Deductions Payable	4,126,399		3,173,801	
Payables Dure to Government Deferred and Subject to Instalment     Other Short-term Liabilities			161,055	
D Purchase Orders Received	1,526		526,064	
E Provisions		17,657		15,092
1. Provision for Taxation (Note 10)		38,029,342		9,573,812
2. Other Provisions	38,029,342		8,201,162	
2 Other Provisions	=		1,372,650	
Long-term Liabilities		28,900,032		17,817,384
A Financial Liabilities		2,284,353		4,514,575
1. Bank Loans (Note 11)	2,284,353		4,514,575	1,011,070
B. Other Long-term Liabilities		613,941	-670 200 3	
Other Long-term Liabilities	613,941		_	
C. Provisions		26,001,738		13,302,809
Provisions for Termination Indemnities (Note 12)	26,001,738		13,302,809	
I. Shareholders' Equity		334,151,557		224,780,663
A. Capital (Note 13)		151,875,000		
B. Share Premium		2,274,049		101,250,000
C. Revaluation Reserve		41,546,491		2,011,387
Revaluation of Tangible Fixed Assets (Note 14)	39,665,084	. , , , , , , , , ,	26,516,922	28,398,222
Revaluation of Investment	1,881,407		1,881,300	
D. Reserves (Note 15)		64,469,431	1,001,000	52 77E 909
1. Legal Reserves	16,309,668	31,100,101	11,991,480	53,775,808
2. Specific Reserves	119,137		6,846,102	
3. Extraordinary Reserve	48,040,626		34,938,226	
E. Net Income for the Period		73,986,586	04,300,220	39,345,246
otal Liabilities and Sharaholders' Equity		491,565,426		326,505,469

# Kordsa Kord Bezi Sanayi ve Ticaret A.Ş. Notes to the Financial Statements for the Year Ended December 31, 1991 and 1990 (TL 1,000)

#### 1. Principal Activities

Kordsa Kord Bezi Sanayi ve Ticaret A.Ş., is a limited liability company, incorporated and registered in Istanbul, and is engaged in the manufacture and sale of cord and industrial fabrics.

#### 2. Basis of Preparation of Financial Statements

The Company prepared its accounting records and its financial statements for the years ended December 31, 1991 and 1990, in accordance with current legislation and the declarations of the Capital Market Board.

#### 3. Significant Accounting Policies

#### a) Marketable Securities:

Marketable securities are stated at cost.

#### b) Inventories

Inventories are physically counted at the year end. Inventories are stated at the lower of cost or net realizable value. Cost is determined by the continuous mobile average method for raw materials, goods for resale and others, and by the monthly average method for semi-finished goods and finished goods.

#### c) Investments

Investments are stated at revalued amounts

#### d) Fixed Assets

Due to the high rate of inflation in Turkey, the Company does not consider historical cost an appropriate basis of accounting for its fixed assets. Accordingly, the Company values its buildings (excluding land) and its plant and machinery by applying co-efficients that are fixed by the Ministry of Finance. The revaluation surplus is included in shareholders' equity.

Revalued fixed assets are depreciated by the declining-balance method using the following rates which are in accordance with Tax Law:

Superstructures and

Infrastructures

16-25 years

Buildings

25-50 years

Plant, machinery and equipment

4 years

Motor vehicles 4 years

Furniture and fixtures 4 years

e) Intangible Assets Intangible Assets are stated at net of amortizations.

#### f) Income Recognition

The accrual basis of accounting is applied for the recognition of income. Income is recognized at the time of delivery of goods.

#### g) Assets and Liabilities in Foreign Currency

Assets and liabilities in foreign currency are translated into Turkish Lira at exchange rates issued by the Turkish Central Bank at balance sheet dates. Transactions in foreign currencies during the year are translated into Turkish Lira at the rates in effect on transaction dates. Exchange gains and losses resulting from such transactions are included in the statements of

#### 4. Marketable Securities

Marketable securities consist of government bonds.

#### 5. Letters of Guarantee on Receivables

At December 31, 1991, the total amount of letters of guarantees obtained against short-term trade receivables amounted to TL 1,119,160 (1990 - TL 864,393).

#### 6. Receivables from Personnel

At December 31, 1991, other short-term receivables incude receivable from employees amounting to TL 2,569,165 (1990 - TL 1,408,678).

#### 7. Investments

Investments consist of the following:

Perce	entage of equit	y 1991	1990
Dusa Endüstriyel İplik San, ve Tic. A.Ş.	%22.5	40,500,000	20,250,000
Beksa Çelik Kord San ve Tic. A.Ş.	%22.5	36,000,000	15,750,000

		87,562,607	46,862,393
Cities Cimento A.Ş.		25	25
Tap we Kredi Bankası A.S	Ş.	394	180
Brisa Bridgestone Sabano Lastin San. ve Tic. A.Ş.	%6.6	10,062,188	10,062,188
Birma Bilgi İşlem Merkezi Tic ve San. A.Ş.	%10.0	1,000,000	800,000

#### Mortgages on Tangible Fixed Assets

At December 31, 1991 and 1990, the stall amount of mortgages outstanding on tangible fixed assets amounted to TL 5,162,000.

## 9. Intangible Assets

intangible assets consist of the following:

	110,717	166,074
Less: Amortization	(180,714)	(125, 357)
Rights		291,431
	1991	1990

#### 10. Short Term Accrued Liabilities

companies in Turkey are subject to corporation tax at a rate of 46% on taxable income. Additional taxes increase the effective tax rate to 49.22% for the years 1991 and 1990.

#### 11. Long Term Financial Liabilities

The Company obtained long term loans from certain local banks relating to its factory construction and importation of plant and machinery. These loans attract average interest rates ranging from 26 % to 59 % and mature as follows:

	2,284,353	4.514.575
1996	195,722	195,723
1995	391,448	391,448
1994	391,448	391,448
1993	1,305,735	1,305,735
1992		2,230,221
	1991	1990

#### 12. Provision for Termination Indemnities

Under Turkish Law, the Company is required to pay termination indemnities

to each employee who has completed one year of service and whose employment is terminated without due cause, completes 25 years of service (20 years for women) and retires, is called up for military service or dies. The amount payable consists of one month's salary for each year of service and is limited to TL 3,385 as from the second half of 1991 (1990 - TL 1,969). The provision for employees' termination indemnities has been calculated in accordance with the above regulations and in line with Capital Market Board Declarations.

With effect from January 15, 1992 the limit for each year of service is been increased to TL 4.663.

#### 13. Paid in Capital

On April 11, 1990, the Board of Directors resolved to increase the paid-in capital by TL 16,875,000 to be paid in cash, by TL 13,500,000 from the Revaluation Reserve and by TL 3,375,000 from the income from sales of investment. This increase was registered on July 24, 1990.

On February 13, 1991, the Board of Directors resolved to increase the paid-in capital by TL 30,375,000 to be paid in cash and by TL 20,250,000 from the Revaluation Reserve. This increase was registered on August 19, 1991.

At December 31, 1991 and 1990, the upper limit of the registered capital of the Company is TL 150,000,000 and the issued capital is TL 151,875,000 (1990 - TL 101,250,000) consisting of 151,875,000 shares (1990 - 101,250,000 shares) of TL 1,000 par value each.

At December 31, 1991 and 1990, the Company had 200 incorporator shares entitled to participate only in the profit, and 6 % of the period profit is distributed to the holders of such shares as stipulated in the Articles of Association.

# 14. Revaluation Reserve on Tangible Fixed Assets

The Increases relating to the costs and accumulated depreciation of tangible fixed assets arising from revaluations made in the last three years are as follows:

	31.12.1989	31.12.1990	31,12,1991
Increase in costs	38,922,047	54,967,481	83.325,744
Increase in accumulated depreciation	(21,757,057)	(32,017.787)	(49,651,464)
Increase in net book value	17.164.990	22.949.694	33.674.280

#### 15. Reserves

- a) In accordance with Turkish Trade Law, the Company is obliged to appropriate a certain percentage of its earnings to a legal reserve. Legal Reserves, which are divided as 1st Legal Reserve and 2nd Legal Reserve, are appropriated as below:
- 1st Legal Reserve: Appropriated out of net profits at the rate of 5% until such reserve is equal to 20% of issued and fully paid capital.
- ii) 2nd Legal Reserve: Appropriated out of net profits at the rate of 10% distributions after providing for 1st legal reserve and an amount equal to 5% of capital as dividend.

Legal reserves which do not exceed one-half of the share capital may be used to absorb losses to support continuity of operations, maintain employment and to recover possible effects of economic recessions.

- b) Specific reserves include replacement fund which arised from sales of fixed assets.
- c) There are no limitations in appropriations of profits to extraordinary reserves. The distribution of such reserves are limited to the amount stated in statutory records.

#### 16. Contingent Liabilities

At December 31, 1991, outstanding contingent liabilities in the form of letters of guarantees given to banks and customs authorities amounted to TL 48,173,853 (1990 -- TL 216,130,725).

#### 17. Insurance Coverage

As at December 31, 1991, total insurance coverage for cash, inventories and tangible fixed assets amounted to TL 742,389,453 (1990 -- 443,850,000).

#### 18. Related Party Transactions

In accordance with Declaration No. XI/I of the Capital Market Board, shareholders and subsidiaries having direct or indirect capital or management relations with the Company are defined as related parties. Balances with related parties are as follows:

		Receivable	P	ayable
	1991	1990	1991	1990
Olmuksa Oluklu Muka	vva			
San. ve Tic. A.Ş.	- 100		-	20,190
Dusa Endüstriyel İplik				
San, ve Tic. A.Ş.		72,890	27,481,214	9,562,584
Exsa Export San. Mar	n.			
Satış Araştırma A.Ş.	66,930,297	42,867,209		
Brisa Bridgestone				
Sabancı Lastik San				
ve Tic. A.Ş.	16,344,239	9.290.379		
Bimsa Bilgi İşlem				
Merkezi Tic. ve San. A	A.Ş		2,725,676	
Beksa Çelik Kord San				
ve Tic. A.Ş.	138.515	81,943		
Pilsa Plastik Sanayi				
ve Ticaret A.Ş.	-	- 2	-	25,307
Sasa Suni Elyaf San.				
ve Tic. A.Ş.			4,226	
Teksa Tekstil Tic.				
ve San. A.Ş.			375,365	
Aksigorta A.Ş.	: 4		178,732	
Hacı Ömer Sabancı	- 12			
Holding A.Ş.		1.320		
Toyotasa A.Ş		386		
Vista Seyahat A.Ş.			19,679	
	83,413.051	52,314,127	30,784,892	9.608.081

Furthermore, the Company has deposit and credit balances with one of its shareholders, Akbank T.A.Ş. due to banking transactions.

#### 19. Assets and Liabilities in Foreign Currency

Assets and liabilities denominated in foreign currencies without currency rate guarantees are as follows:

	1991	1990
Foreign currency cash and bank balances	2,435,169	1,051,659
Export receivables	66,930,297	43,338,031
Drafts with acceptance credits	13,295,427	53,487,200

## 20. Average Number of Employees

Average number of employees during the year was as follows:

	980	1,037
Waged	629	753
Salaried	351	284
	1991	1990

## KORDSA KORD BEZİ SANAYİ VE TİCARET A.Ş.

Detailed Statement of Income for the years ended December 31, 1991 and 1990 (TL 1,000)

	Current Year	Pre	Previous Year December 31, 1990	
	December 31, 199	Decer Decer		
A. Gross Sales	665,344,050		403,719,875	
Domestic Sales	384,382,648	183,421,849		
2. Export Sales	279,077,220	219,190,370		
3. Other Sales	1,884,182	1,107,656		
B. Sales Deductions	(449	,250)	(43,966	
Sales Returns	(449,250)	(43,966)		
C. Net Sales	664,894	1,800	403,675,909	
D. Cost of Sales	(421,563	3,437)	(269,552,942	
Gross Profit	243,331		134,122,967	
E. Operating Expenses	(112,049	,444)	(60,336,557	
Marketing, Selling and Distribution Expenses	(15,383,181)	(12,001,060)		
2. Administration Expenses	(96,666,263)	(48,335,497)		
Trading Profit	131,281	,919	73,786,410	
F. Income and Profit From Other Operations	9,887	7,198	11,447,635	
Dividend Income from Investments	977,992	1,389,363		
Interest Income and Other Dividends	2,804,176	3,287,182		
3. Other Income and Profit Relating to Operations	6,105,030	6,771,090		
G. Expenses and Losses From Other Operations	(3,793	,921)	(11,155,005	
H. Financial Expenses	(38,638	,278)	(26,532,632	
Short-term Borrowing Expenses	(36,938,611)	(18,732,544)		
2. Long-term Borrowing Expenses	(1,699,667)	(7,800,088)		
Operating Profit	98,736	,918	47,546,408	
I. Extraordinary Income and Profits	17,911	,775	=	
Prior Period Income and Profits	11,855,625		_	
Other Extraordinary Income and Profits	6,056,150		_	
J. Extraordinary Expenses and Losses	(4,632	,765)	_	
Other Extraordinary Expenses and Losses	(4,632,765)	enomet.	T.	
ncome for the Period	112,015	,928	47,546,408	
K. Taxes Payable and Other Statutory Obligations	(38,029	,342)	(8,201,162)	
Net Income for the Period	73,986	,586	39,345,246	

## MORDSA KORD BEZİ SANAYİ VE TİCARET A.Ş.

Seaments of Funds Flow for the Years Ended December 31, 1991 and 1990 (TL 1,000)

	Current Year	Previous Year	
	December 31, 1991	December 31, 1990	
9. Sources	201,575,168	118,553,244	
Sources from Operations	144,930,073	70,640,584	
a Operating Profit	98,736,918	47,546,408	
th Depreciation	33,494,226	15,909,364	
Expenses Not Involving Outlay of Funds	12,698,930	7,184,812	
2 Fund Received From Extraordinary Profit	11,229,198	3,375,000	
a Extraordinary Profit	11,229,198	3,375,000	
I Increase in Current Liabilities	14,778,235	13,113.310	
4. Increase in Capital (Cash Injection)	30,375,000	29,952,788	
5 Share Premium	262.662	1,471,562	
Uses of Funds	201,575,168	118,553,244	
T. Funds Used in Extraordinary Loss	4,632,765	,000,217	
a. Extraordinary Loss	4,632,765	=	
2. Taxes and Charges Paid	8,201,162	4,177,887	
3. Dividends Paid	21,924,657	19,777,268	
4 Increase in Current Assets	92,685,596	66,861,487	
5 Increase in Long-term Assets	52,555,555	00,001,487	
(Excluding Revaluation)	72,514,707	17,379,916	
6 Decrease in Long-term Liabilities	1,616,281	10,356,686	
Change in net Working capital			
1. Increase in Net Working Capital	48,079,181	49,724,903	

#### KORDSA KORD BEZİ SANAYİ VE TİCARET A.Ş.

Statements of Cash Flow for the Years Ended December 31, 1991 and 1990 (TL 1,000)

		Current Year December 31, 1991		Previous Year December 31, 1990	
B. Cash Receipts During Period			709,374,865		412,345,886
Cash Received From Sales		612,125,482		366,098,901	
a) Net Sales	664,894,800		403,675,909		
b) Increase in Receivables (from Sales)	(52,769,318)		(37,577,008)		
<ol><li>Cash Received From Other Income and Profits</li></ol>		9,887,198		11,447,635	
3. Cash Received From Extraordinary Income and Profits		11,229,198		.=.	
4. Increase in Current Liabilities (Not Relating to Purchases)		31,773,353		_	
a) Other Increases	31,773,353				
5. Increase in Long-term Liabilities (Not Relating to Purchases	s)	728,228		-	
a) Other Increases	728,228		=		
6. Cash Received from Capital Increase		30,637,662		31,424,350	
a) Cash Received from Capital Increase	30,375,000		29,952,788		
b) Share Premium	262,662		1,471,562		
7. Other Cash Receipts		12,993,744		3,375,000	
C. Cash Payments During Period			707,242,646		410,414,502
Cash Payments Relating to Costs		478,156,324		232,485,599	
a) Cost of Sales	421,563,437		269,552,942		
b) Increase in Inventories	50,777,803		15,055,023		
c) Decrease in Liabilities (Relating to Purchases)	16,994,163		_		
d) Increase in Liabilities (Relating to Purchases)	=======================================		(46,931,064)		
e) Expenses Not Requiring Cash Payment, such as			,		
Depreciation and Provisions		(11,179,079)		(5,191,302)	
Cash Payment Relating to Operating Expenses			77,035,364	42,433,681	
a) Marketing, Selling and Distribution Expenses	15,383,181		12,001,060		
b) Administration Expenses	96,666,263		48,335,497		
c) Expenses Not Requiring Cash Payments	(35,014,080)		(17,902,876)		
3. Cash Payments Relating to Other Expenses and Losses		3,793,921	· · · · · · · · · · · · · · · · · · ·	11,155,005	
a) Cash Payments Relating to Other Expenses and Losses	3,793,921		11,155,005		
Cash Payments Relating to Financial Expenses		38,638,278		26,532,631	
5. Cash Payments Relating to Extraordinary Expenses and Lo	sses	4,632,765			
a) Extraordinary Expenses and Losses	4,632,765		-		
6. Cash Payments Relating to Long-term Assests		72,031,715		17,379,916	
7. Repayments of Short-term Liabilities (Not Related to Purcha	ases)	955		45,871,843	
a) Payments in Relation to Marketable Securities	955		12,054,088		
b) Other Payments	_		33,817,755		
8. Principal Payments of Long-term Loans (Not Related to Pur	chases)	2,344,509		10,161,340	
9. Taxes and Charges Paid		8,201,162		4,177,887	
10. Dividends Paid		21,924,657		19,777,268	
11. Other Cash Payments		482,996		439,332	
D. Cash Balance end of Period			6,790,703	4,658,484	
E. Cash Increase		2,132,219	ZV Z ZV Z Z	1,931,384	

#### MORD BEZI SANAYI VE TICARET A.Ş.

Sements of Cost of Sales for the years ended December 31, 1991 and 1990 (TL 1,000)

	Current Year	Previous Year
	December 31, 19	91 December 31, 1990
Production Operations		
# Cost of Raw materials	369,2	58,208 214,226,096
E Cast of Direct Labour	48,5	81,966 16,263,294
Cameral Production Overhead	64,0	71,473 44,409,175
Cast of Semi-Finished Goods Used	(42,86	68,412) (844,909)
1 Beginning Inventory	24,688,111	23,843,202
2. Ending Inventory	(67,556,523)	(24,688,111)
Cost of Finished Goods Sold	439,0-	43,235 274,053,656
E Change in Finished Goods Inventory	(17,4)	79,798) (4,500,714)
1. Beginning Inventory	14,550,253	10,049,539
2. Ending Inventory	(32,030,051)	(14,550,253)
Cost of Sales	421,50	63,437 269,552,942

Financial Ratios	Current Year	Previous Year
Liquidity Ratios		
1 Current Ratio (Current Assets / Current Liabilities)	2.37	2.52
2 Acid Test Ratio (Current Assets-Inventories /Current Liabilities)	1.08	1.15
Financial Structure Ratios		
1. Total Liabilities/Total Assets	0.32	0.31
2. Shareholder's Equity /Total Liabilities	2.12	2.21
Operating and Profitability Ratios		
1. Profitability Ratio of Sales (Income for the Period / Net Sales)	0.17	0.12
2 Profitability Ratio of Sales (Income for the Period / Total Assets)	0.23	1.15
3. Profitability Ratio of Shareholders' Equity (Net Income for the Period/Shareholders' Equity)	0.22	0.18

#### Measures Regarding Financial Structure

Owing to its healthy and sound financial structure, our Company has also succesfully accomplished this period in spite of the severe conditions of 1991.

# D- Administrative Operations 1. The Management Team of Our Company



Güler Sabancı General Manager Born in 1955. BA from Faculty of Administrative Sciences, Bosphorus University. Working for our company since April 1, 1985.



Mustafa Hür Kazancıoğlu Assistant General Manager, Finance and Accounting Born in 1941. BA from Finance Department, Academy of Economic and Commercial Sciences. Working for our company since November 11, 1974.



Mehmet Akif Azizoğlu
Assistant General Manager
Technical
Born in 1944. BS from
Chemistry, Massachusetts
Institute of Technology.
Working for our company since
April 28, 1975.



Yılmaz Kanbak
Assistant General Manager
Industrial Relations and
Planning
Born in 1945. BA from Business
and Statistics Department,
Istanbul University. Working for
our company since September
25, 1975.



Tanju Ula
Assistant General Manager
Procurement
Born in 1947. BS from Faculty
of Mechanical Engineering,
Middle East Technical
University. Working for our
company since June 1, 1985.



Bülent Savaş
Assistant General Manager
Marketing
Born in 1947. BS from Faculty
of Chemical Engineering,
Middle East Technical
University. Working for our
company since December 13,
1985.



Ahmet Çağlar
Assistant General Manager
Data Processing and Projects
Born in 1952. BS from Yıldız
Academy of Engineering and
Architecture; MBA degree in
Business Administration. The
University of Texas. Working for
our company since November
1, 1988.

# 2. Issues Related to Personnel and Workers

Number of employees in our company as of Dec. 31, 1991 is 976. No employee disputes has occured in 1991.

3. Practice of Collective Bargaining
Negotiations of 8th Term Collective
Bargaining, which were conducted within
the framework of a high understanding
and a mature manner among both parties,
were completed on February 4, 1991. The
terms of aforesaid agreement will be in
force until the end of 1992.

#### 4. Severance Pay Obligations

As of December 31, 1991 severance pay liability of our Company in accordance with the rules of the prevailing legislation is TL 26,001,738,665.

#### 5. Fringe Benefits Provided to Personnel and Workers

Quarterly paid salary bonus, allowance for religious holiday, allowance for marriage, maternity allowance, aid in case of death, seniority bonus, food allowance, allowance for children, education aids, transport service, annual leave transportation fee, clothing, allowance for family and aid in case of natural disaster.

#### Hüseyin Güleşçi

Accounting Manager
Born in 1945. BA from
Eskişehir Academy of
Economic and Commercial
Sciences. Working for our
company since November 1,
1973.

#### Taylan Özer

Procurement Manager
Born in 1942. BA from
Department of Business
Administration, Middle East
Technical University. Working
for our company since August
1, 1979.

#### Caner Ertuna

Finance Manager
Born in 1956. BA from
Business Administration and
SC from Economics,
Bosphorus University. Working
for our company since October
1, 1987.

#### Hasan Cihat Erbaşol

Legal Consultant Born in 1944. BA from Faculty of Law, Istanbul University. Working for our company since November 1, 1975.

# III. Proposal for Profit Appropriation and Conclusion:

The Board of Directors hereby submits and kindly request appropriation of the net income in the balance sheet, which is the result of our operations in 1991 and constituted in accordance with the Article 34 of the Articles of Association of our Company, amounting to TL 68.358.789.759 remaining out of deductions for Coproration Tax, Income Witholding Tax, Support Fund for Defense Industry and 1st Legal Reserve as per the Article 35 of the said Articles of Association as follows:

	Current Year December 31, 1991		Prev	Previous Year December 31, 1990	
A. Distribution of Profit for the Period			Decem		
Income for the Period		112,015,928		47,546,407	
Taxes Payable		(38,029,342)		(8,201,162	
- Corporation Tax	(29,723,097)		(3,077,456)	(=/===-	
- Income Tax	(5,929,170)		(4,675,556)S		
- Other Taxes and Charges	(2,377,075)		(449,150)		
First Legal Reserve		(5,600,796)		(2,377,320)	
Distributable Net Profit for the Period		68,385,790		36,967,925	
First Dividend to Shareholders	(39,385,790)	36,967,925			
- To Ordinary Shareholders	(34,931,250)		(18,731,250)		
- To Privileged Shareholders	(4,103,000)		(2,218,075)		
Dividends to the Board of Directors		(1,842,485)		(975,332)	
Second Legal Reserve		(3,767,450)		(1,940,808)	
Extraordinary Reserve		(23,741,596)		(13,102,400)	
Profit per Share (TL %)					
- To Ordinary Shareholders					
a. 67.500.000 Share Receiving 12 Months' Share from 1990 Profits			441 TL/%44,1		
b. 33.250.000 Shares Receiving 8 Months' Share from 1990 Profits			283 TL/%28,3		
c. 101.250.000 Shares Receiving 12 Months' Share of 1991 Profits	531 TL/%53,1				
d. 50.625.000 Shares Receiving 9 Months' Share of 1991 Profits	400 TL/%40,0				
Dividends per Share (TL/%)					
- To Ordinary Shareholders					
a. 67.500.000 Shares Receiving 12 Months' Share of 1990 Profits			210 TL/%21.0		
b. 33.750.000 Shares Receiving 8 Months' Share of 1990 Profits			135 TL/%13.5		
c. 101.250.000 Shares Receiving 12 Months' Share of 1991 Profits	250 TL/%25.0		700 12 7010,0		
d. 50.625.000 Shares Receiving 9 Months' Share of 1991 Profits	190 TL/%19.0				
- To 200 Incorporator Shareholders	20,515,000TL/-		11,090,375TL/-		

The Board of Directors kindly request your adoption and approval for the financial statements pertaining to the operations of our Company in 1991. The Board also submits the distribution of dividend as:

<sup>-</sup> TL 250 against each share of TL 1000 par value of shares with series I-V, VI, VII, VIII and groups A, B, C, D by coupon "18",

<sup>-</sup> TL 250 against each share of TL 1000 par value of shares with series 2, 3 and groups of A, B, C, D by coupon "1991",

<sup>-</sup> TL 190 against each share of TL 1000 par value of shares with series 4 and groups A, B, C, D by coupon "1991", and the determination of the date for the distribution of dividend as April 1, 1992 for your approval.

# **Auditors' Report**

#### To the General Meeting of Kordsa Kord Bezi Sanayi ve Ticaret A.S.

Trade Name

: Kordsa Kord Bezi Sanayi ve Ticaret A.Ş.

Head Office

: Istanbul

Issued Capital

Field of Operation

: TL 151,875,000,000

: Manufacture and trade of cord fabric used as raw material of tires, conveyor belt and other industrial fabrics.

Names and Assignment Period of Auditor or Auditors

: Hüseyin UÇAR - Ali BAKAR - İhsan SARICI.

Assignment period is 3 years, from

and Whether They are Shareholders of the Company

March 29, 1991 to March 1994.

Number of Board Meetings Attended and Auditors' Meetings Held : Five board meetings were attended and four meetings were held. Scope of Examination Conducted on the Company's Books

of Accounts and Documents, Dates of Examination and Findings

: Investigations and controls in terms of the Turkish Tax Legislation and Commercial Code were done in the last weeks of the 3rd. 6th, 9th and 12 months and nothing to be criticized was found.

Number and Findings of Cash Counts Conducted in Accordance with Subparagraph 3 of Paragraph 1 of Article 353 of the Turkish Commercial Code

Four cash counts were made and count results were found in line with the records.

Dates and Findings of Examinations in Accordance with Subparagraph 4 of Paragraph 1 of Article 353 of the Turkish Commercial Code

: Examinations conducted in the first working day of every month revealed that existing securities were in line with the records.

Irregularities and Complaints Noted and Measures Taken

: There were no complaints and irregularities.

We have axamined the accounts and transactions of Kordsa A.Ş. for the period Jan. 1, 1991 - Dec. 31, 1991 in accordance with the Turkish Commercial Code, the Articles of Association of the Company, other regulations and generally accepted accounting principles

In our opinion, the accompanying balance sheet prepared as of Dec. 31, 1991 reflects the financial position of the company at this date; the income statement for the period Jan. 1, 1991 - Dec. 31, 1991 reflects the true and accurate results of the Company's operations; the proposal for profit appropriation in conformity with the legislation and the Articles of Association.

We hereby submit the approval of the balance sheet and the income statement and the ratification of the actions of the Board of Directors to your votes.

Hüseyin UÇAR

**BOARD OF AUDITORS** Ali BAKAR

Ihsan SARICI

# Kordsa Kord Bezi Sanayi ve Ticaret A.Ş. Auditors' Report for the 1991 accounting period

We have examined the balance sheets of Kordsa Kord Bezi Sanayi ve Ticaret A.Ş. as of December 31, 1991 and 1990, and the related statements of income, funds flow, cash flow, cost of sales and proposed profit distribution for the years then ended. Our examination were made in accordance with generally accepted auditing standards and, accordingly, included such tests of the accounting records and such other auditing procedures as we considered necessary in the circumstances.

In our opinion, the financial statements referred to above present fairly the financial position of Kordsa Kord Bezi Sanayi ve Ticaret A.Ş. as of December 31, 1991 and 1990, and the results of its operations for the years then ended, in conformity with generally accepted accounting principles issued by the Capital Market Board, applied on a consistent basis.

DRT DENET REVİZYON TASDİK YEMİNLİ MALİ MÜŞAVİRLİK A.Ş.

Ömür Günel

) um-

Istanbul, February 14, 1992

