



The future is now!



Contents

01 Over 80 Years of Building
Koç Group at a Glance 02
04 2003-2008: Rapid and Profitable Growth
2008 Highlights 05
06 Koç Group: 1926-2009
Koç Group Corporate Values 07
08 Honorary Chairman's Message
Chairman's Statement 10
12 Board of Directors
CEO's Letter 14
16 Executive Management
Risk Management 18
19 Creating Shareholder Value
Our Most Important Asset: Our People 20
21 Koç Group's R&D Focus
Energy 22
32 Automotive
Consumer Durables 42
50 Finance
Other 56
64 Corporate Social Responsibility
Corporate Governance Compliance Report 71
79 Board of Directors' Report
Auditor's Report 81
82 Consolidated Financial Statements and Independent Auditor's Report

Over 80 Years
of Building

Koç Holding is Turkey's largest industrial and services group in terms of revenues, exports, share in Istanbul Stock Exchange and number of employees. Following the average growth rate of 31% in U.S. dollar terms over the past five years, Koç Holding ranks as one of the 50 largest publicly traded companies in Europe and among the largest 200 companies in the world. It is a leader in local and international markets in energy, automotive, consumer durables and finance – sectors in which it has strong competitive advantages and that offer strong long term growth potential.



Koç Holding

- The only Turkish company listed in the “Fortune Global 500” list, as 186th largest according to 2007 rankings
- Europe’s 46th largest public company according to Handelsblatt 2007 rankings
- Koç Group’s combined revenues equal to 9% of Turkey’s GDP
- Koç Group’s exports constitute 11% of Turkey’s total exports
- Five of the ten largest industrial companies in Turkey according to the Istanbul Chamber of Industry’s “Turkey’s Top 500 Industrial Enterprises 2007” rankings are Koç Group companies
- Among Turkey’s three most transparent companies for the last four years according to the annual “Turkish Transparency and Disclosure Survey” conducted by Sabancı University Corporate Governance Forum and Standard and Poor’s
- Listed on Boston Consulting Group’s “2009 BCG 100 New Global Challengers: How Top Companies from Rapidly Developing Economies Are Contending for Global Leadership”
- Rated as “One of the international companies with the most competitive power in China” according to The China International Institute of Multinational Corporations (CIIMC)
- The first Turkish company in the annual list of “World’s Most Admired Companies” compiled by the Hay Group and Fortune magazine among companies from 25 countries
- Ranks among the world’s top 1000 companies by R&D investment according to “The EU Industrial R&D Investment Scoreboard”; of the three Turkish companies on the list, two are Koç Group companies

28 countries
74 thousand
employees

Strategic Principles

- Focus on those sectors where we can create a differential competitive advantage
- Grow in sectors where we can leverage our strong brands and technological prowess
- Derive maximum benefits from economies of scale by being the market leader or a close second in every business we operate
- Achieve the optimum portfolio diversification, where we can balance out and minimize sector and geography-specific risks

Energy

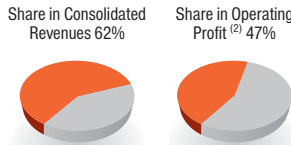
Main Companies

Tüpraş ⁽¹⁾
Aygaz ⁽¹⁾
Opet

Mogaz
Entek

Market Position (Market Share)

- Sole refinery (70% of total market demand)
- 1st in LPG distribution (30%)
- 3rd in petroleum products distribution (16%)
- Largest refinery in Emerging Europe
- 8th largest refinery in Europe
- 5th largest LPG distributor in Europe



Automotive

Main Companies

Ford Otosan ⁽¹⁾
Tofaş ⁽¹⁾
Türk Traktör ⁽¹⁾

Otokar ⁽¹⁾
Otokoç

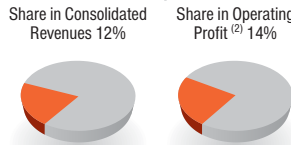
Market Position (Market Share)

- 1st in total automotive (27%)
- 1st in passenger cars (17%)
- 1st in commercial vehicles (41%)
- 1st in farm tractors (50%)
- 1st in retailing (7%)
- 5th largest manufacturer of farm tractors in Europe

International Alliances

Ford Motor Co.
Fiat Auto S.p.A

Case New Holland
Yamaha



Consumer Durables

Main Companies

Arçelik ⁽¹⁾
Grundig Elektronik ⁽¹⁾
Arçelik-LG

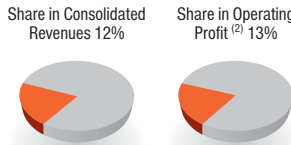
Arctic
Blomberg
Elektra Bregenz

Market Position (Market Share)

- 1st in refrigerators, washing machines, dishwashers and ovens (54%)
- 1st in TVs (45%)
- 1st in air conditioners (47%)
- 3rd largest manufacturer of household appliances in Europe

International Alliances

LG Electronics



Main Competitive Advantages

- We stand as a symbol of trust and achievement and our powerful brands command strong recognition
- We have leading positions in sectors with high growth potential and low penetration levels
- We control Turkey’s largest distribution network and customer database, facilitating strong CRM capabilities
- We provide the highest quality sales and after-sales service
- We occupy leadership positions in global markets and have long-standing international partnerships

Finance

Main Companies

Koç Finansal Hizmetler
Yapı Kredi Bankası ⁽¹⁾
Yapı Kredi Sigorta ⁽¹⁾
Yapı Kredi Emeklilik
Yapı Kredi Finansal Kiralama ⁽¹⁾
Yapı Kredi Yatırım Menkul Değerler

Yapı Kredi Yatırım Ortaklığı ⁽¹⁾
Yapı Kredi Faktoring
Yapı Kredi Port

2003-2008: Rapid and Profitable Growth

Our Goals

- 1 Strong and sustainable growth in revenues

Our Achievements

We achieved a superior performance through both organic and inorganic growth.

31%

Average compound revenue growth p.a., USD terms

25%

Average compound international sales growth p.a., USD terms

- 2 Continuous increase in profitability and margins (positive and increasing economic profit)

We continuously increased our profitability and margins through effective cost management and higher productivity.

46%⁽¹⁾

Average compound operating profit growth p.a. USD terms

42%

Average compound net income growth p.a. USD terms

(1) Pre-2007 figures have been adjusted as per CMB's new reporting format

- 3 Higher Return on Investment and shareholder value maximization

We have focused on generating higher returns on larger investments and maximization of profitability and shareholder value through a more focused growth approach and a proactive divestiture policy.

\$ 3.0⁽²⁾ billion

Proceeds through proactive disposals

\$ 6.6 billion

Acquisitions in core sectors

(2) Koç Group share

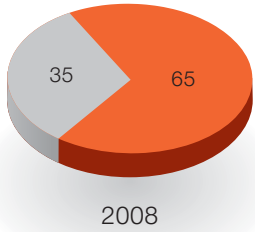
- 4 Stronger resilience and optimum portfolio diversification

We have increased the resilience of our portfolio against the volatility in foreign exchange and interest rates by increasing the share of foreign currency denominated or linked revenues³ and significantly decreasing the share of the sectors that are most sensitive to domestic interest rate volatility and growth⁴.

Revenues

Share of revenues in YTL

2003 : 56%
2008 : 35%



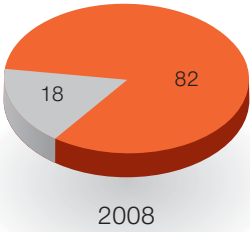
Share of foreign currency denominated or linked revenues

2003 : 44%
2008 : 65%

Operating Profit

Share of businesses with high interest rate sensitivity

2003 : 69%
2008 : 18%



Share of businesses with low interest rate sensitivity

2003 : 31%
2008 : 82%

(3) Revenues linked to foreign currency: Domestic revenues of the energy businesses
(4) Businesses with high interest rate sensitivity: Consumer durables and automotive

2008 Highlights

We continued to increase our revenues and profitability

Consolidated Revenues	EBITDA	Net Income
Increased by 19% reaching YTL 55.6 billion	Increased by 35% reaching YTL 5.9 billion	Reached

Koç Group: 1926-2009

Establishment years

16-year-old Vehbi Koç starts off his career with his father's grocery store in Ankara. He lists it with the Ankara Chamber of Commerce under the name Koçzade Ahmet Vehbi on May 31, 1926 the date that symbolizes the official foundation of Koç Group.

The first joint stock company: Koç Ticaret A.Ş.

Koç Ticaret A.Ş. is established in 1938. This company acts as the cornerstone and development center for the initiatives that over time create Koç Group and is the first in Turkey to make managers shareholders. Foreign representations are acquired during this period and Ram Commercial Corporation, the first Turkish company in the U.S., is established.

First industrial ventures

In the late 1940s, the Group enters the manufacturing sector. A joint venture agreement signed with General Electric in 1948 results in Koç Group's first industrial venture, a light bulb factory.

International partnerships

In the 1960s, a variety of industrial enterprises are established by making cooperation, partnership and license agreements with international companies. Turkey's first automobile, tractor, refrigerator, washing machine, LPG canister and other products are manufactured by Koç Group during this period. A partnership is established between Fiat and Tofaş; a cooperation is formed with Ford, which will evolve into the Ford Otosan partnership in the coming years.

Expanding the areas of activity

Koç Group's areas of activity expand significantly: The Group operates in a broad range of business lines, from automotive to household appliances, from agricultural equipment to textiles, from liquefied petroleum gas to heating devices, from food and retailing to tourism, finance and insurance services.

Establishment of Koç Holding A.Ş.

Koç Holding A.Ş. is founded in 1963 with Vehbi Koç as Chairman of the Board to facilitate rapid growth and development and build an institutional structure.

First public offering

In order to secure capital for large investments that would contribute to the economic development of Turkey by directing the savings to investment, the Group focuses on public offerings. Part of the shares in Aygaz and Koç Holding are sold to Koç Group employees. The shares of Kav match factory, established in 1970, are offered to the public.

Growth and exports

There is no shortcut to long-term success. At Koç, we will continue to shield ourselves from risk and calibrate strategies according to insightful interpretation of changing forces and balances.

Rahmi M. Koç



Honorary Chairman's Message

Dear Shareholders,

2008 will be remembered as a defining moment in history – a harbinger of a transformation of the world economic order.

It is no exaggeration to say that the shocking events witnessed in the second half of the year will reshape the world economy, modify the speed of economic globalization and usher in a period of intense debate over the failure and viability of current economic and financial systems.

How did the world get to this point? The financial crisis that has been wreaking havoc in markets in the U.S. and across the world since August 2007 had its origins in an asset price bubble that interacted with new and complex financial products that masked risk; with companies that failed to follow their own risk management procedures; and with regulators and supervisors that failed to restrain excessive risk taking. Thus, what had started as essentially a U.S. problem quickly spread to other markets. The collapse of major financial institutions in August and September of 2008 - and the move by governments to bail-out some of these – hastened the emergence of a worldwide crisis of confidence, a freeze in credit markets and sinking stock markets.

As consumer and business spending dropped, economies in the U.S., U.K., Euro Zone and Japan stagnated, business losses multiplied and pressure on the real economy intensified. Government economic recovery packages, bank bailouts, intervention in credit markets and easing of monetary policies prevented an even more disastrous financial collapse. The same level of support was not extended to the manufacturing sector however.

In the midst of all this, the U.S. elected a new president, Barack Obama, who came to office on the platform of change. Time is needed to understand whether he succeeds in stimulating and restoring confidence in the economy and the global system. From our standpoint today, we can see that certain fundamental changes will take place: finance will be reorganized and better regulated and effective risk management will become more important.

Governments around the world started to confront the global crisis in late 2008 by putting into place a variety of measures to stabilize the financial markets and stimulate the economy. Companies reviewed their operations and set into motion steps to cut costs, adjust production schedules and revise their product lines in order to survive the downturn.

Effects of the global crisis began to be felt strongly in Turkey in the 3rd quarter, as economic growth dipped to half a percentage point, the lowest growth rate seen in the rapidly expanding Turkish economy for 27 quarters. In the fourth quarter, GDP receded by 6.2%. Consumer and business confidence plunged to a historic low. Yet, thanks to the restructuring of the banking sector and financial discipline put into place after the 2001 crisis and

Risk Management

The greatest risk is lack of awareness of risk. In this regard, Koç Group operates according to an efficiency-focused management philosophy that is based on maintaining a strong asset quality and capital structure and employs interactive early warning systems.

The goal of risk management is to foresee potential risks from wherever they may arise, to monitor and manage these risks, to prepare risk and crisis management action plans in advance and to achieve the optimal capital allocation between business units based on risk-return assessments. The major risks faced by Koç Holding are divided into three categories: financial risks (credit, exchange rate, interest, liquidity and capital risks), operational risks and legal risks.

Financial Risks

The general financial risk management program of Koç Group focuses on minimizing any detrimental effects that volatility in the financial markets may have on the financial performance of the Group. The major steps in monitoring financial risks are summarized below:

Credit Risk:
Koç Group manages credit risk by credit assessments, limiting the counterparty risk by setting credit limits for each counterparty and obtaining the highest possible guarantee. The Group minimizes the negative impact of market volatility by using a risk management program (e-risk) that allows daily tracking of the trade receivables risk arising from the Group's operations.

Exchange Rate Risk:
Koç Group manages currency risk exposure by keeping foreign currency position within legal limits and other limits approved by the Boards of Directors. Depending on general economic conditions and developments in the market, Koç Holding reviews these risk limits continuously and sets new limits as necessary. When required by the exchange rate risk management strategy, derivative transactions are used.

Interest Risk:
In order to manage interest rate risk, Koç Group implements certain precautions such as balancing the repricing dates of interest rate sensitive assets and liabilities and employs certain derivative financial instruments when necessary.

Liquidity Risk:
As part of its liquidity risk management strategy, funding sources are diversified and sufficient levels of cash and cash equivalent assets are kept in hand. Also, to meet any sudden cash need, the total amount of cash and cash equivalent assets are maintained at their preset level vis-à-vis the short term liabilities.

Capital Risk:
Koç Group strives for sustainable operations through maintaining an optimal capital structure that preserves income for its partners, benefits shareholders and minimizes capital costs. To preserve or rearrange the capital structure, dividends to be paid to the partners are determined, new shares are issued and assets are sold to decrease debt level.

Operational Risks

For managing operational risks, all macroeconomic developments and sector-specific risks are monitored by the President of each sector. Koç Group's strong presence in the national economy and its customer-oriented management philosophy enables it to monitor market dynamics closely and to develop early warning systems.

Since its foundation, Koç Group placed great emphasis on internal control. In this regard, the Audit

Our Most Important Asset: Our People

As of the end of 2008, Koç Group employed 73,677 people, of which 69,214 work in Turkey and 4,463 abroad. Koç Group aims to be an organization made up of the most successful professionals who create added value that results in sustainable growth. Its goal is to be the most preferred employer, an ideal organization of which each employee is proud to be a part. The current human resources systems and approaches, which are the result of many years of hard work and experience, enable the Company to implement this strategy.

Koç@İnsan

Koç@İnsan enables all employees to access the systems that implement the Company's human resources policies via a single interface. This platform, where employee data is managed, makes the policies and applications transparent by providing an open communication environment.



Integrated Performance Management and Planning

The Performance Management System makes it possible to focus employee efforts on specific targets that contribute to the overall goals of the company. It also provides the tools for performance evaluation and reward mechanisms, and for planning individual career paths by competency assessments.



Salary Management System

Koç Group companies' Salary Management System is based on factors such as the salary market, current salary structure of the company and payment power, salary policy, individual performance, and business level. With regular market analyses, a competitive and just salary policy is applied. Job evaluation is conducted through a system that operates across Koç Group and which ranks all jobs according to their potential contribution to organizational goals and their responsibility levels.



Competency Assessment System

To enable our employees to sustain their levels of success, a 360-degree competency assessment tool is used. Employee competencies are assessed, employees with high potential are identified and plans for their development are created.



Koç Academy

Koç Academy is an educational and developmental platform shared by employees. Here activities that supports the development of Koç Group employees are planned and implemented in the light of the Group's, the company's and employees' needs.

Leader Development Training

Refining...

Turkey's
only
refinery and
largest
industrial company

LPG...

Europe's
8th largest
refinery

Petroleum
products
distribution...

Turkey's
leading
Europe's
5th largest
LPG distributor

Turkey's
3rd largest
and
fastest growing
oil distribution company

Sector
leader
in customer satisfaction

Energy
Synergy transformed into energy



Automotive

Success built on ingenuity

Production...	47%	of total motor vehicles
	88%	of commercial vehicles
Exports...	47%	of total motor vehicles
	96%	of commercial vehicles
Sales...	Market leader	
	with	
	17%	in passenger cars
	41%	in commercial vehicles
	50%	in farm tractors
	25%	in total automotive



Household appliances...

Turkey's
leading
Europe's
3rd largest
World's
6th largest
largest manufacturer

46%
of Turkey's exports

54%
domestic market share

TVs...

Turkey's
leading
manufacturer

23%
of Turkey's exports

45%
domestic market share

Consumer Durables

Powering comfort through technology



Among private sector banks...	4 th in total asset size
Credit cards...	Market leader
Factoring...	Market leader
Life insurance...	Market leader
Leasing...	2 nd
Asset management...	2 nd
Pension funds...	3 rd

Finance

Leading the way towards a secure future



Tomato products...

leader

DIY retailing...

leader

Tourism...

leader

Marina...

Turkey's
highest
capacity

Ship and yacht building...

pioneer

Information technology
solutions...

leader

Alternative telecom
services...

leader

Other

Taking the initiative to improve the quality of life



Social
responsibility...

Adding value

to the community
with

Education

Health

Environment

Culture

and

Arts

projects

Social Responsibility

Bringing excellence to the community



Koç Holding A.Ş.

Board of Director's Report

Financial and Operational Results

The Group continued to achieve successful results in all its areas of operation.

The combined revenue of Koç Holding increased by 16% in 2008 to reach YTL 80,881 million. After YTL 18,377 million is deducted on application of International Financial Reporting Standards to partnerships that are subject to common management and a further YTL 6,872 million is deducted from this amount in lieu of adjustments from consolidation, the net consolidated revenue of Koç Holding amounted to YTL55,631 million, an increase of 19%.

Koç Holding's operating profit increased by 40% against the 2007 results to reach YTL 5,036 million. When one-off capital gains attributable to the sale of our subsidiaries is deducted, our operating profit is YTL 3,361 million.

Our profit before tax from continuing operations decreased by 24% to YTL 3,081 million. A rise in foreign exchange losses due to increasing exchange rates towards the end of the year played an important role in decreasing profitability against 2007. When the affects of capital gains from the sale of subsidiaries and foreign exchange gains/losses are eliminated from both years, adjusted income before tax increased by 6%.

Consolidated net profit for 2008 was YTL 2,578 million and profit attributable to equity holders of the parent was YTL 2,024 million.

The total assets of Koç Holding increased by 9% to YTL 64.9 billion. The Shareholders' equity increased to YTL 9,749 million with an increase of YTL 1,897 million by the end of 2008 as a result of the net profit for the period and capital movements realized during the year.

In 2008, investments of YTL1,640 million were made. The most important investments were refinery modernization, station and terminal investments in the energy sector and capacity and new product investments in the automotive and consumer durables sectors.

Despite the economic crisis, our international sales continued to increase in 2008, with combined revenues of the Group companies in international markets exceeding \$15 billion. The sectors that contributed most to the international sales of Koç Group were automotive, energy and consumer durables.

Employment and Labor Relations

The total employment of Koç Holding, its subsidiaries and joint ventures was 70,750 as of the end of 2008.

On a sectoral basis, the highest level of employment was in the consumer durables, automotive and finance sectors, which together accounted for 80% of the Group

Koç Holding A.Ş.

CONSOLIDATED INCOME STATEMENTS FOR THE YEARS ENDED 31 DECEMBER 2008 AND 2007

(Amounts expressed in thousands of New Turkish Lira ("TRY") unless otherwise indicated.)

	Notes	2008 (*) EUR'000	2008 (*) USD'000	2008 TRY'000	Restated 2007 TRY'000
Continuing operations:					
Revenue	24	26,267,312	38,516,181	49,797,571	41,419,682
Interest, fee, commission and similar income	5	3,077,086	4,511,981	5,833,540	5,382,552
Total revenue	5	29,344,398	43,028,162	55,631,111	46,802,234
Cost of sales (-)		(23,224,552)	(34,054,532)	(44,029,105)	(35,931,440)
Interest, fee, commission and similar expenses (-)		(1,882,194)	(2,759,892)	(3,568,264)	(3,424,413)
Total costs	5	(25,106,746)	(36,814,424)	(47,597,369)	(39,355,853)
Gross profit non-finance		3,042,760	4,461,649	5,768,466	5,488,242
Gross profit finance		1,194,892	1,752,089	2,265,276	1,958,139
Gross profit	5	4,237,652	6,213,738	8,033,742	7,446,381
Marketing, selling and distribution expenses (-)		(1,089,963)	(1,598,230)	(2,066,352)	(1,904,382)
General administrative expenses (-)		(1,134,843)	(1,664,0		

