

Pınar Süt Mamulleri Sanayii A.Ş.

## Index to the Financial Statements for the Period Between 1 January and 31 December 2012

Convenience Translation into English of Financial Statements Originally Issued in Turkish

### Contents

	<b>PAGE</b>
<b>BALANCE SHEETS</b>	<b>70</b>
<b>STATEMENTS OF COMPREHENSIVE INCOM</b>	<b>72</b>
<b>STATEMENTS OF CASH FLOWS</b>	<b>73</b>
<b>STATEMENTS OF CHANGES IN EQUITY</b>	<b>74</b>
<b>NOTES TO THE FINANCIAL STATEMENTS</b>	<b>76-129</b>
NOTE 1 - ORGANISATION AND NATURE OF OPERATIONS	76
NOTE 2 - BASIS OF PREPARATION OF FINANCIAL STATEMENTS	76
NOTE 3 - BUSINESS COMBINATIONS	87
NOTE 4 - JOINT VENTURES	87
NOTE 5 - SEGMENT REPORTING	87
NOTE 6 - CASH AND CASH EQUIVALENTS	87
NOTE 7 - FINANCIAL ASSETS	88
NOTE 8 - FINANCIAL LIABILITIES	89
NOTE 9 - OTHER FINANCIAL LIABILITIES	92
NOTE 10 - TRADE RECEIVABLES AND PAYABLES	92
NOTE 11 - OTHER RECEIVABLES AND PAYABLES	94
NOTE 12 - RECEIVABLES AND PAYABLES FROM FINANCE SECTOR OPERATIONS	94
NOTE 13 - INVENTORY	94
NOTE 14 - BIOLOGICAL ASSETS	94
NOTE 15 - CONSTRUCTION CONTRACT RECEIVABLES	94
NOTE 16 - INVESTMENTS IN ASSOCIATES ACCOUNTED FOR USING EQUITY METHOD	95
NOTE 17 - INVESTMENT PROPERTY	96
NOTE 18 - PROPERTY, PLANT AND EQUIPMENT	96
NOTE 19 - INTANGIBLE ASSETS	99
NOTE 20 - GOODWILL	99
NOTE 21 - GOVERNMENT GRANTS	99
NOTE 22 - PROVISIONS, CONTINGENT ASSETS AND CONTINGENT LIABILITIES	100
NOTE 23 - COMMITMENTS	103
NOTE 24 - PROVISION FOR EMPLOYMENT TERMINATION BENEFITS	103
NOTE 25 - PENSION PLANS	104

---

	<b>PAGE</b>
NOTE 26 - OTHER ASSETS AND LIABILITIES	104
NOTE 27 - EQUITY	104
NOTE 28 - SALES AND COST OF SALES	107
NOTE 29 - RESEARCH AND DEVELOPMENT EXPENSES, MARKETING, SELLING AND DISTRIBUTION EXPENSES, GENERAL ADMINISTRATIVE EXPENSES	108
NOTE 30 - EXPENSE BY NATURE	108
NOTE 31 - OTHER OPERATING INCOME/EXPENSES	109
NOTE 32 - FINANCE INCOME	109
NOTE 33 - FINANCE EXPENSES	109
NOTE 34 - ASSETS HELD FOR SALE AND DISCONTINUED OPERATIONS	110
NOTE 35 - TAX ASSETS AND TAX LIABILITIES	110
NOTE 36 - EARNINGS PER SHARE	112
NOTE 37 - TRANSACTIONS AND BALANCES WITH RELATED PARTIES	113
NOTE 38 - FINANCIAL INSTRUMENTS AND FINANCIAL RISK MANAGEMENT	119
NOTE 39 - FINANCIAL INSTRUMENTS (FAIR VALUE AND FINANCIAL RISK MANAGEMENT DISCLOSURES)	128
NOTE 40 - SUBSEQUENT EVENTS	129
NOTE 41 - OTHER MATTERS THAT MAY HAVE A MATERIAL EFFECT ON, OR BE EXPLAINED FOR THE CLEAR UNDERSTANDING OF THE FINANCIAL STATEMENTS	129
NOTE 42 - EXPLANATION FOR CONVENIENCE TRANSLATION INTO ENGLISH	129

## Pınar Süt Mamulleri Sanayii A.Ş.

**Balance Sheets at 31 December 2012 and 2011**

(Amounts expressed in Turkish Lira ("TL") unless otherwise indicated.)

Convenience Translation into English of Financial Statements Originally Issued in Turkish

	Notes	31 December 2012	31 December 2011
<b>ASSETS</b>			
<b>Current assets</b>		<b>224.057.786</b>	<b>244.733.776</b>
Cash and cash equivalents	6	4.506.394	4.989.129
Financial assets	7-b	2.214.222	2.814.941
Trade receivables		101.164.320	102.363.672
- Due from related parties	37	91.655.241	90.021.159
- Other trade receivables	10	9.509.079	12.342.513
Other receivables		23.954.331	65.706.832
- Due from related parties	37	23.612.219	63.097.170
- Other receivables	11	342.112	2.609.662
Inventories	13	82.124.448	59.672.254
Other current assets	26	10.094.071	9.186.948
<b>Non-current assets</b>		<b>392.799.966</b>	<b>380.840.361</b>
Other receivables		751	11.694.751
- Due from related parties	37	-	11.694.000
- Other receivables	11	751	751
Financial assets	7-a	53.333.436	46.071.239
Investments in associates accounted for using equity method	16	44.867.057	45.482.093
Property, plant and equipment	18	292.423.485	277.326.705
Intangible assets	19	252.102	241.180
Other non-current assets	26	1.923.135	24.393
<b>TOTAL ASSETS</b>		<b>616.857.752</b>	<b>625.574.137</b>

The financial statements at 31 December 2012 and for the year then ended have been approved for issue by Board of Directors of Pınar Süt Mamülleri Sanayii A.Ş. on 14 March 2013.

The accompanying notes are an integral part of these financial statements.

## Pınar Süt Mamulleri Sanayii A.Ş.

**Balance Sheets at 31 December 2012 and 2011**

(Amounts expressed in Turkish Lira ("TL") unless otherwise indicated.)

Convenience Translation into English of Financial Statements Originally Issued in Turkish

	Notes	31 December 2012	31 December 2011
<b>LIABILITIES</b>			
<b>Current liabilities</b>		<b>136.905.863</b>	<b>135.435.419</b>
Financial liabilities	8	15.519.857	20.452.440
Trade payables		114.776.730	106.369.020
- Due to related parties	37	17.514.092	11.078.255
- Other trade payables	10	97.262.638	95.290.765
Other payables		307.825	1.263.434
- Due to related parties	37	307.825	1.263.434
Current income tax liabilities	35	2.289.128	3.722.224
Provisions	22	1.819.756	1.478.270
Other current liabilities	26	2.192.567	2.150.031
<b>Non-current liabilities</b>		<b>43.776.197</b>	<b>51.175.824</b>
Financial liabilities	8	131.958	15.074.179
Trade payables	10	12.695.205	5.419.146
Other payables	11	48.534	48.534
Provisions	22	327.790	260.871
Provision for employment termination benefits	24	9.428.290	6.082.672
Deferred income tax liabilities	35	21.144.420	24.290.422
<b>TOTAL LIABILITIES</b>		<b>180.682.060</b>	<b>186.611.243</b>
<b>EQUITY</b>			
<b>EQUITY</b>		<b>436.175.692</b>	<b>438.962.894</b>
Share capital	27	44.951.051	44.951.051
Adjustment to share capital	27	16.513.550	16.513.550
Reserves		153.172.873	147.579.044
- Revaluation reserves	18	117.422.792	120.262.072
- Revaluation reserves of investments-in-associates	16	713.355	738.172
- Fair value reserves of available-for-sale investments	7	28.334.932	21.688.300
- Fair value reserves of investments-in-associates	2.3	6.701.794	4.890.500
Currency translation reserve	2.3	382.045	519.933
Restricted reserves	27	34.121.324	27.778.175
Distribution to shareholders	2.6.8	(5.537.877)	(5.537.877)
Retained earnings	27	137.766.514	134.238.876
Profit for the year		54.806.212	72.920.142
<b>TOTAL LIABILITIES AND EQUITY</b>		<b>616.857.752</b>	<b>625.574.137</b>

The accompanying notes are an integral part of these financial statements.

Pınar Süt Mamulleri Sanayii A.Ş.

## Statements of Comprehensive Income for the Years Ended at 31 December 2012 and 2011

(Amounts expressed in Turkish Lira ("TL") unless otherwise indicated.)

Convenience Translation into English of Financial Statements Originally Issued in Turkish

	Notes	1 January - 31 December 2012	1 January - 31 December 2011
Revenue	28	727.149.364	651.106.918
Cost of sales	28	(582.167.481)	(517.326.553)
<b>GROSS PROFIT</b>	<b>28</b>	<b>144.981.883</b>	<b>133.780.365</b>
Research and development expenses		(7.244.169)	(5.574.868)
Marketing, selling and distribution expenses	29	(54.903.777)	(35.301.230)
General administrative expenses	29	(33.074.669)	(24.495.810)
Other operating income	31	7.468.828	8.635.995
Other operating expenses	31	(1.956.813)	(2.766.488)
<b>OPERATING PROFIT</b>		<b>55.271.283</b>	<b>74.277.964</b>
Share of results of investment-in-associates - net	16	3.145.422	7.360.667
Finance income	32	12.268.778	11.828.340
Finance expense	33	(8.865.040)	(10.151.310)
<b>PROFIT BEFORE TAXATION ON INCOME</b>		<b>61.820.443</b>	<b>83.315.661</b>
Income tax expense	35	(7.014.231)	(10.395.519)
- Taxes on income	35	(10.738.893)	(14.890.902)
- Deferred tax income	35	3.724.662	4.495.383
<b>PROFIT FOR THE YEAR</b>		<b>54.806.212</b>	<b>72.920.142</b>
<b>Other comprehensive income/(expense):</b>			
Increase/(decrease) in fair value reserve of available-for-sale investments	7-35	6.997.930	(6.997.032)
Currency translation differences	2-16	(137.888)	685.967
Increase in revaluation reserve of investment in associates	16	-	1.493.201
Increase in fair value reserve of investment in associates	16	1.811.294	644.158
Increase in revaluation reserve	18	-	43.258.990
Tax expense due to other comprehensive income	35	(351.298)	(7.053.675)
<b>OTHER COMPREHENSIVE INCOME FOR THE YEAR, NET OF TAX</b>		<b>8.320.038</b>	<b>32.031.609</b>
<b>TOTAL COMPREHENSIVE INCOME FOR THE YEAR</b>		<b>63.126.250</b>	<b>104.951.751</b>
<b>EARNINGS PER SHARE</b>	<b>36</b>	<b>1,2192</b>	<b>1,6222</b>

The accompanying notes are an integral part of these financial statements.

Pınar Süt Mamulleri Sanayii A.Ş.

## Statements of Cash Flows for the Years Ended at 31 December 2012 and 2011

(Amounts expressed in Turkish Lira ("TL") unless otherwise indicated.)

Convenience Translation into English of Financial Statements Originally Issued in Turkish

	Notes	1 January - 31 December 2012	1 January - 31 December 2011
<b>Operating activities:</b>			
Profit before taxation on income		61.820.443	83.315.661
<b>Adjustments to reconcile net cash generated from operating activities to profit before taxation on income:</b>			
Depreciation and amortisation	18-19	13.217.435	14.780.542
Interest income	32	(5.845.432)	(7.507.041)
Interest expense	33	3.013.949	2.896.358
Provision for employment termination benefits	29	4.829.454	1.431.502
Reversal of impairment on property, plant and equipment	31	-	(901.446)
Management bonus provision	29	500.000	500.000
Share of results of investment in associates - net	16	(3.145.422)	(7.360.667)
Inventory profit elimination	16	1.290	55.891
Gain from sales of property, plant and equipment - net	31	(635.553)	(517.808)
Dividend income	37	(3.382.389)	(4.486.945)
Unrealized foreign exchange gain/(loss)		(576.828)	3.672.406
Income accruals		(2.040.757)	(762.882)
<b>Net cash before the changes in assets and liabilities:</b>		<b>67.756.190</b>	<b>85.115.571</b>
<b>Changes in assets and liabilities:</b>			
Decrease in trade receivables	10	2.833.434	1.333.636
Increase in inventory	13	(22.452.194)	(9.533.265)
Increase in due from related parties	37	(1.634.082)	(34.601.202)
Decrease/(increase) in short and long - term other receivables and other current assets		3.401.184	(4.048.518)
Decrease/(increase) in other non-current assets		(42.279)	434.659
Increase in trade payables	10	9.247.932	14.454.842
Increase/(decrease) in short-term trade payables to related parties	37	6.435.837	(6.679.629)
Increase/(decrease) in other payables to related parties	37	(955.609)	284.626
Increase in other payables		137.755	1.126.172
Bonus paid	22	(186.814)	(497.535)
Employment termination benefit paid	24	(1.483.836)	(958.042)
Taxes paid	35	(12.171.989)	(13.503.809)
<b>Net cash generated from operating activities</b>		<b>50.885.529</b>	<b>32.927.506</b>
<b>Investment activities:</b>			
Interest received		5.845.432	7.356.755
Purchases of property, plant and equipment and intangible assets and advances given		(31.449.883)	(17.651.254)
Gain from property, plant and equipment sales		1.396.770	811.042
Decrease/(increase) in non-trade due from related parties	37	51.178.951	(13.388.329)
Dividends received	37	8.814.963	13.303.358
Participation to capital increase in available-for- sales investments	7	(264.267)	-
<b>Net cash generated from/(used in) investing activities</b>		<b>35.521.966</b>	<b>(9.568.428)</b>
<b>Financing activities:</b>			
(Redemption of)/increase in borrowings and leasing obligations		(18.697.257)	17.953.876
Dividends paid	37	(65.179.024)	(50.794.688)
Interest paid		(3.013.949)	(2.743.321)
<b>Net cash used in financing activities</b>		<b>(86.890.230)</b>	<b>(35.584.133)</b>
<b>Decrease in cash and cash equivalent - net</b>		<b>(482.735)</b>	<b>(12.225.055)</b>
Cash and cash equivalents at 1 January		4.989.129	17.208.785
Effect of foreign exchange on cash and cash equivalents		-	5.399
<b>Cash and cash equivalents at 31 December</b>	<b>6</b>	<b>4.506.394</b>	<b>4.989.129</b>

The accompanying notes are an integral part of these financial statements.

Pınar Süt Mamulleri Sanayii A.Ş.

## Statements of Changes in Equity for the Years Ended at 31 December 2012 and 2011

(Amounts expressed in Turkish Lira ("TL") unless otherwise indicated.)

Convenience Translation into English of Financial Statements Originally Issued in Turkish

	Share capital	Adjustment to share capital	Revaluation reserve	Revaluation reserves of investments in associates	Fair value reserves of available-for-sale investments
<b>1 January 2011</b>	<b>44.951.051</b>	<b>16.513.550</b>	<b>87.185.620</b>	<b>181.428</b>	<b>28.318.434</b>
Transfer of prior year income to retained earnings	-	-	-	-	-
Legal reserves	-	-	-	-	-
Dividends paid (Notes 27 and 37.ii.j)	-	-	-	-	-
Depreciation transfer of investments-in-associates - net	-	-	-	(936.457)	-
Depreciation transfer (Note 18)	-	-	(2.761.965)	-	-
Total comprehensive income	-	-	35.838.417	1.493.201	(6.630.134)
<b>31 December 2011-as previously reported</b>	<b>44.951.051</b>	<b>16.513.550</b>	<b>120.262.072</b>	<b>738.172</b>	<b>21.688.300</b>
Correction (Note 2.6.12)	-	-	528.566	-	-
<b>1 January 2012- as corrected</b>	<b>44.951.051</b>	<b>16.513.550</b>	<b>120.790.638</b>	<b>738.172</b>	<b>21.688.300</b>
Transfer of prior year income to retained earnings	-	-	-	-	-
Legal reserves	-	-	-	-	-
Dividends paid (Notes 27 and 37.ii.j)	-	-	-	-	-
Sales of property, plant and equipment - net	-	-	(299.673)	-	-
Depreciation transfer of investments-in-associates - net	-	-	-	(24.817)	-
Depreciation transfer (Note 18)	-	-	(3.068.173)	-	-
Total comprehensive income	-	-	-	-	6.646.632
<b>31 December 2012</b>	<b>44.951.051</b>	<b>16.513.550</b>	<b>117.422.792</b>	<b>713.355</b>	<b>28.334.932</b>

The accompanying notes are an integral part of these financial statements.

Fair value reserves of investments-in-associates	Currency translation reserve	Restricted reserves	Distribution to shareholders	Retained earnings	Profit for the year	Total equity
4.246.342	(166.034)	22.873.461	(5.537.877)	126.164.232	60.075.624	384.805.831
-	-	-	-	60.075.624	(60.075.624)	-
-	-	4.904.714	-	(4.904.714)	-	-
-	-	-	-	(50.794.688)	-	(50.794.688)
-	-	-	-	936.457	-	-
-	-	-	-	2.761.965	-	-
644.158	685.967	-	-	-	72.920.142	104.951.751
4.890.500	519.933	27.778.175	(5.537.877)	134.238.876	72.920.142	438.962.894
-	-	-	-	(1.262.994)	-	(734.428)
4.890.500	519.933	27.778.175	(5.537.877)	132.975.882	72.920.142	438.228.466
-	-	-	-	72.920.142	(72.920.142)	-
-	-	6.343.149	-	(6.343.149)	-	-
-	-	-	-	(65.179.024)	-	(65.179.024)
-	-	-	-	299.673	-	-
-	-	-	-	24.817	-	-
-	-	-	-	3.068.173	-	-
1.811.294	(137.888)	-	-	-	54.806.212	63.126.250
6.701.794	382.045	34.121.324	(5.537.877)	137.766.514	54.806.212	436.175.692



Pınar Süt Mamülleri Sanayii A.Ş.

## Notes to the Financial Statements at 31 December 2012 and 2011

(Amounts expressed in Turkish Lira ("TL") unless otherwise indicated.)

Convenience Translation into English of Financial Statements Originally Issued in Turkish

### NOTE 1 - ORGANISATION AND NATURE OF OPERATIONS

Pınar Süt Mamülleri Sanayii A.Ş. ("the Company") was established in 1973 and the main operations of the Company are the processing, production and sales of milk, dairy products, fruit juice, sauces and powder products. The Company's production facilities are located in İzmir - Pınarbaşı and Eskişehir Organized Industry Zone. The Company sells its products under "Pınar" brand, which is one of the leading brands in food and beverages business in Turkey.

97% (2011: 97%) of sales and distribution of the Company's products in the domestic market are performed by its investment-in-associate, Yaşar Birleşik Pazarlama Dağıtım Turizm ve Ticaret A.Ş. ("YBP"), and substantial portion of its exports are performed by Yaşar Dış Ticaret A.Ş., ("Yataş") which are both Yaşar Group Companies (Note 37).

The Company is subject to the regulations of the Capital Market Board ("CMB") and 37,94% (2011: 37,95%) of its shares are quoted on the Istanbul Stock Exchange ("ISE"). The ultimate parent of the Company is Yaşar Holding A.Ş. ("Yaşar Holding") with 61,41% shares of the Company (2011: 61,19%) (Note 27).

The address of the registered head office of the Company is as follows:

Şehit Fethi Bey Caddesi No: 120  
Alsancak/İzmir

### NOTE 2 - BASIS OF PREPARATION OF FINANCIAL STATEMENTS

#### 2.1 Basis of Presentation of Financial Statements

The financial statements of the Company have been prepared in accordance with the financial reporting standards issued by the Turkish Capital Market Board ("CMB").

The CMB regulated the principles and procedures of preparation, presentation and announcement of financial statements prepared by the entities with the Communiqué XI, No: 29, "Principles of Financial Reporting in Capital Markets" ("the Communiqué"). The Communiqué is effective for the annual periods starting from 1 January 2008 and supersedes Communiqué XI, No: 25, "The Accounting Standards in the Capital Markets".

According to the Communiqué, entities shall prepare their financial statements in accordance with International Financial Reporting Standards ("IAS/IFRS") endorsed by the European Union. Until the differences of the IAS/IFRS as endorsed by the European Union from the ones issued by the International Accounting Standards Board ("IASB") are announced by Public Oversight Accounting and Auditing Standards Board ("POAASB"), IAS/IFRS issued by the IASB shall be applied. Accordingly, Turkish Accounting Standards/ Turkish Financial Reporting Standards ("TAS/TFRS") issued by the POAASB, which do not contradict with the aforementioned standards shall be applied.

With the decision taken on 17 March 2005, the CMB announced that, effective from 1 January 2005, the application of inflation accounting is no longer required for companies operating in Turkey and preparing their financial statements in accordance with the financial reporting standards accepted by the CMB ("the CMB Financial Reporting Standards"). Accordingly, IAS 29, "Financial Reporting in Hyperinflationary Economies", issued by the IASB, has not been applied in the financial statements for the accounting year starting from 1 January 2005.

As the differences of the IAS/IFRS endorsed by the European Union from the ones issued by the IASB have not been announced by POAASB as of the date of preparation of these financial statements, the financial statements have been prepared within the framework of Communiqué XI, No: 29 and related promulgations to this Communiqué as issued by the CMB, in accordance with the CMB Financial Reporting Standards which are based on IAS/IFRS. The financial statements and the related notes to them are presented in accordance with the formats recommended by the CMB, with the announcements in weekly newsletters including the mandatory disclosures. Within the framework of Communiqué XI, No: 29 and related promulgations to this Communiqué as issued by the CMB, enterprises are obliged to present hedging rate of their total foreign exchange liability and total export and import amounts in the notes to the financial statements (Note 38).

Other than land, buildings and land improvements, machinery and equipments, and financial assets and liabilities carried at their fair values, financial statements are prepared based on historical cost convention and in terms of Turkish Lira ("TL") which is the functional and reporting currency of the Company.

Pınar Süt Mamülleri Sanayii A.Ş.

## Notes to the Financial Statements at 31 December 2012 and 2011

(Amounts expressed in Turkish Lira ("TL") unless otherwise indicated.)

Convenience Translation into English of Financial Statements Originally Issued in Turkish

### NOTE 2 - BASIS OF PREPARATION OF FINANCIAL STATEMENTS (Continued)

#### 2.2 Amendments in International Financial Reporting Standards

**a) New standards, amendments and interpretations issued and effective as of 1 January 2012 have not been presented since they are not relevant to the operations of the Group or have insignificant impact on the financial statements.**

**b) Standards and amendments to existing standards that are not yet effective and have not been early adopted by the Company:**

- IAS 19 (amendment), "Employee benefits", is effective for annual periods beginning on or after 1 January 2013. These amendments eliminate the corridor approach and calculate finance costs on a net funding basis. Actuarial gains and losses arising from the calculations of provision for employment termination benefits will be classified under other comprehensive income without having an effect on the net profit/loss for the year. The Company is yet to assess IAS 19's full impact.
- Amendment to IAS 1, "Financial statement presentation" regarding other comprehensive income, 1 July 2012. The main change resulting from these amendments is a requirement for entities to group items presented in "other comprehensive income" ("OCI") on the basis of whether they are potentially reclassifiable to profit or loss subsequently (reclassification adjustments). The amendments do not address which items are presented in OCI. The Company is yet to assess IAS 1's full impact.
- IFRS 9, "Financial instruments" is not applicable until 1 January 2015 but is available for early adoption. This standard is the first step in the process to replace IAS 39, "Financial instruments: Recognition and Measurement". IFRS 9 introduces new requirements for classifying and measuring financial assets. "Impairment of financial assets" and IAS 39 hedge accounting provisions relating to the implementation are ongoing.
- IFRS 12, "Disclosures of interests in other entities", is effective for annual periods beginning on or after 1 January 2013. The standard includes the disclosure requirements for all forms of interests in other entities, including joint arrangements, associates, special purpose vehicles and other off balance sheet vehicles. The Company is yet to assess IFRS12's full impact.
- IFRS 13, "Fair value measurement" is effective for annual periods beginning on or after
- 1 January 2013. This standard aims to improve consistency and reduce complexity by providing a precise definition of fair value and a single source of fair value measurement and disclosure requirements for use across IFRS. The Company is yet to assess IFRS13's full impact.
- IAS 28 (revised), "Associates and joint ventures", is effective for annual periods beginning on or after 1 January 2013. The standard includes the requirements for joint ventures, as well as associates, to be equity accounted following the issue of IFRS 11 "Joint arrangements". The amendment does not have an impact on the Company's financial statements.
- IAS 32 (amendment), "Financial instruments: Presentation", on offsetting financial assets and financial liabilities", is effective for annual periods beginning on or after 1 January 2014. The amendment updates the application guidance in IAS 32, 'Financial instruments: Presentation', to clarify some of the requirements for offsetting financial assets and financial liabilities on the balance sheet. The amendment does not have a significant impact on the Company's financial statements.
- IFRS 7 (amendment), "Financial instruments: Disclosures", on offsetting financial assets and financial liabilities", is effective for annual periods beginning on or after 1 January 2013. The amendment reflects the joint IASB and FASB requirements to enhance current offsetting disclosures. These new disclosures are intended to facilitate comparison between those entities that prepare IFRS financial statements and those that prepare US GAAP financial statements. The amendment does not have a significant impact on the Company's financial statements.

**c) New standards, amendments and interpretations issued but not effective for the financial year beginning 1 January 2012 and not early adopted:**

- IFRS 10, "Consolidated financial statements" is effective for annual periods beginning on or after 1 January 2013. This standard builds on existing principles by identifying the concept of control as the determining factor in whether an entity should be included within the consolidated financial statements. The standard provides additional guidance to assist in determining control where this is difficult to assess.
- IFRS 11, "Joint arrangements", is effective for annual periods beginning on or after 1 January 2013. This standard provides for a more realistic reflection of joint arrangements by focusing on the rights and obligations of the arrangement, rather than its legal form. Proportional consolidation of joint ventures is no longer allowed.
- IAS 27 (revised), "Separate financial statements", is effective for annual periods beginning on or after 1 January 2013. The standard includes the provisions on separate financial statements that are left after the control provisions of IAS 27 have been included in the new IFRS 10.

Pınar Süt Mamülleri Sanayii A.Ş.

**Notes to the Financial Statements at 31 December 2012 and 2011**

(Amounts expressed in Turkish Lira ("TL") unless otherwise indicated.)

Convenience Translation into English of Financial Statements Originally Issued in Turkish

**NOTE 2 - BASIS OF PREPARATION OF FINANCIAL STATEMENTS (Continued)****2.3 Basis of consolidation**

The Company does not have any subsidiary to be consolidated in the financial statements. The investments in associates are accounted for using the equity method. These are undertakings over which the Company has between 20% and 50% of the voting rights, or over which the Company has significant influence but not control. Unrealised gains on transactions between the Company and its associates are eliminated to the extent of the Company's interest in the associates. Unrealised losses are also eliminated unless the transaction provides evidence of an impairment of the asset transferred. The Company's share of its associates' post-acquisition profits or losses is recognised in the statement of comprehensive income, and its share of post-acquisition movements in reserves of the associated undertakings, such as fair value changes in available-for-sale financial assets, revaluation of property, plant and equipments, depreciation transfer and derecognition of such reserves, is recognised in the statement of changes in equity and the statement of comprehensive income.

When the Company's share of the losses in an associate equals or exceeds its interest in the associate, including any other unsecured receivables, the Company does not recognise further losses, unless it has incurred obligations or made payments on behalf of the associate. The carrying amount of the investment at the date when significant influence ceases is regarded at cost thereafter.

The table below sets out the associates and the proportion of ownership interest as of 31 December 2012 and 2011 (Note 16):

	Shareholding%	
	2012	2011
<b>Investments-in-associates</b>		
YBP	31,82	31,82
Desa Enerji Elektrik Üretim A.Ş. ("Desa Enerji")	30,52	30,52
Pınar Foods GmbH ("Pınar Foods")	44,94	44,94

**Foreign currency translation***i) Transactions and balances*

Foreign currency transactions are translated into the functional currency using the exchange rates prevailing at the dates of the transactions. Foreign exchange gains and losses resulting from the settlement of such transactions and from the translation at year-end exchange rates of monetary assets and liabilities denominated in foreign currencies are recognised in the statement of comprehensive income, except when deferred in equity as qualifying cash flow hedges and qualifying net investment hedges.

*ii) Translation of financial statements of foreign associate*

Financial statements of the investment-in-associate operating in Germany (Pınar Foods) are prepared according to the legislation of the country in which it operates, and adjusted to the financial reporting standards issued by the CMB. The assets and liabilities of foreign associate are translated into TL from the foreign exchange rates at the balance sheet date. The income and expenses of foreign associate are translated into TL at the average foreign exchange rates. As of 31 December 2012, equivalent of 1 Euro is TL2,3517 (2011: TL2,4438) and for the year then ended the average equivalent of 1 Euro TL2,3046 (2011: TL2,3229). Exchange differences arising from re-translation of the opening net assets of investments-in-associate and the differences between the average and year-end rates are included in the "currency translation reserve" under the equity as a separate component.

**2.4 Offsetting**

All items with significant amounts and nature, even with similar characteristics, are presented separately in the financial statements. Insignificant amounts are grouped and presented by means of items having similar substance and function. When the nature of transactions and events necessitate offsetting, presentation of these transactions and events over their net amounts or recognition of the assets after deducting the related impairment are not considered as a violation of the rule of non-offsetting. As a result of the transactions in the normal course of business, revenue other than sales are presented as net if the nature of the transaction or the event qualify for offsetting.

Pınar Süt Mamülleri Sanayii A.Ş.

## Notes to the Financial Statements at 31 December 2012 and 2011

(Amounts expressed in Turkish Lira ("TL") unless otherwise indicated.)

Convenience Translation into English of Financial Statements Originally Issued in Turkish

### NOTE 2 - BASIS OF PREPARATION OF FINANCIAL STATEMENTS (Continued)

#### 2.5 Comparative Information

The Company prepared its financial statements on a comparative basis with the preceding financial period, which enables determination of trends in financial position and performance. The Group prepared its balance sheet at 31 December 2012 on a comparative basis with balance sheet at 31 December 2011; and statements of comprehensive income, cash flows and changes in equity for the period of 1 January - 31 December 2012 on a comparative basis with financial statements for the period of 1 January - 31 December 2011.

#### 2.6 Summary of Significant Accounting Policies

Significant accounting policies followed in the preparation of the financial statements are summarised below:

##### 2.6.1 Revenue recognition

Revenues are recognised on an accrual basis at the time deliveries are made, services are given and significant risks and rewards are transferred to the buyer, the amount of revenue can be measured reliably and it is probable that the economic benefits associated with the transaction will flow to the Company at the fair value of considerations received or receivable. Net sales represent the invoiced value of goods shipped less sales returns, sales discounts and commissions given (Note 28).

Interest income is recognised on a time-proportion basis using the effective interest method. The amount of the provision for trade receivables is the difference between the asset's carrying amount and the present value of estimated future cash flows, discounted at the original effective interest rate. Interest income on loans is recognised using the effective interest rate. Rent income is recognized on an accrual basis. Dividend income is recognised when the Company's right to receive the payment is established.

##### 2.6.2 Inventories

The Company's raw material inventory mainly consist of cheddar cheese, lactic butter, concentrated fruit juice and packaging materials used for production of dairy products and fruit juice; work-in-progress inventory mainly consist of raw milk, milk powder, melting cheese, pasteurised lactic butter and pasteurised milk; finished goods inventory mainly consist of UHT milk, white cheese, kasseri, labne, packaged fruit juice, butter, sauces and yogurt; and other inventory mainly consist of spare part and pallet.

Inventories are valued at the lower of cost or net realisable value. Net realisable value is the estimated selling price in the ordinary course of business, less the costs of completion and selling expenses. Cost elements included in inventories comprise all costs of purchase of material and other costs incurred in bringing the inventories to their present location and condition. The cost of inventories is determined on the monthly weighted average basis (Note 13).

##### 2.6.3 Property, plant and equipment

Land, land improvements, buildings, machinery and equipment are stated at fair value, based on valuations performed by external independent valuers namely Elit Gayrimenkul Değerleme A.Ş. and Vakıf Gayrimenkul A.Ş. as of 31 December 2011 (Note 13). Valuations are performed with sufficient regularity to ensure that the fair value of a revalued asset does not differ materially from its carrying amount. Property, plant and equipment except for land, land improvements and buildings and machinery and equipment acquired before 1 January 2005 are carried at cost in the equivalent purchasing power of TL as at 31 December 2004 and items acquired after 1 January 2005 are carried at cost, less accumulated amortisation and impairment losses, if any (Note 18).

Increases in the carrying amount arising on the revaluation of property, plant and equipment are credited to the revaluation reserve in equity. Decreases that offset previous increases of the same asset are charged against that reserve; all other decreases are charged to the statement of comprehensive income. Any accumulated depreciation at the date of revaluation is eliminated against the gross carrying amount of the relevant asset, and the net amount is restated to the revalued amount of the asset.

## Pınar Süt Mamülleri Sanayii A.Ş.

**Notes to the Financial Statements at 31 December 2012 and 2011**

(Amounts expressed in Turkish Lira ("TL") unless otherwise indicated.)

Convenience Translation into English of Financial Statements Originally Issued in Turkish

**NOTE 2 - BASIS OF PREPARATION OF FINANCIAL STATEMENTS (Continued)**

Each year the difference between depreciation based on the revalued carrying amount of the asset (the depreciation charged to the statement of comprehensive income) and depreciation based on the asset's original cost is transferred from the revaluation reserve to the accumulated losses.

Property, plant and equipments are capitalised and depreciated when they are fully commissioned and in a physical state to meet their designed production capacity. Residual values of property, plant and equipment are deemed as negligible. The advances given for the property, plant and equipment purchases are classified under the other non-current assets until the related asset is capitalised. At each balance sheet date, residual values and estimated useful lives of property, plant and equipment are reviewed and adjusted if appropriate, prospectively.

Depreciation is provided on the restated or revalued amounts of property, plant and equipment on a straight-line basis (Note 18). Land is not depreciated as it is deemed to have an indefinite life. The estimated useful lives of property, plant and equipments are as follows:

	<b>Years</b>
Buildings and land improvements	15-50
Machinery and equipments	15-25
Furniture and fixtures	5-10
Motor vehicles (including leased motor vehicles)	5

Where the carrying amount of an asset is greater than its recoverable amount, an impairment loss is recognised for the amount by which the carrying amount of the asset exceeds its recoverable amount. If the property, plant and equipments that are impaired, are revalued, the impairment is charged to the revaluation reserves to the extent that the amount offsetting previous increases of the same asset charged in the revaluation reserves and all other decreases are recognised in the statement of comprehensive income (Note 18).

Gains or losses on disposals of property, plant and equipment are determined by reference to their carrying amounts and are included in the related income and expense accounts, as appropriate (Note 31). On the disposal of revalued assets, amounts in the revaluation reserve relating to that asset are transferred to the retained earnings.

Repairs and maintenance are charged to the statements of comprehensive income during the financial period in which they are incurred. Subsequent costs are included in the asset's carrying value or recognised as separate asset, as appropriate, only when it is probable that future economic benefits associated with the item will flow to the Company and the cost of the item can be measured reliably. The Company derecognises the carrying amounts of the replaced parts related to renovations regardless of whether the replaced parts were depreciated separately. Subsequent costs included in the asset's carrying value or recognise as separate asset, are depreciated based on their useful lives.

**2.6.4 Intangible assets**

Intangible assets comprise acquired rights, information systems and software. Intangible assets acquired before 1 January 2005 are carried at cost in the equivalent purchasing power of TL as at 31 December 2004 and items acquired after 1 January 2005 are carried at cost, less accumulated amortisation and impairment losses, if any. They are recorded at acquisition cost and amortised on a straight-line basis over their estimated useful lives for a period of six years from the date of acquisition. Residual values of intangible assets are deemed as negligible. An impairment loss is recognised for the amount by which the carrying amount of the asset exceeds its recoverable amount, which is the higher of fair value less cost to sell or value in use (Notes 2.6.5 and 19).

**2.6.5 Impairment of assets**

At each reporting date, the Company assesses whether there is an impairment indication for the assets, except for the deferred income tax asset that are stated at revalued amounts as of reporting date. When an indication of impairment exists, the Company estimates the recoverable amounts of such assets. Recoverable amounts of intangible assets that are not available for use, are estimated at each reporting date. The recoverable amount is the higher of an asset's fair value less costs to sell and value in use.

In accordance with IAS 39 "Financial Instruments: Recognition and Measurement", if there is an indication of impairment in investment in associates, the carrying amount of the investments is tested in accordance with IAS 36, by comparing its recoverable amount (higher of value-in-use and fair value less cost to sell) with its carrying amount and any additional impairment loss is recognised, if any.

Pınar Süt Mamülleri Sanayii A.Ş.

## Notes to the Financial Statements at 31 December 2012 and 2011

(Amounts expressed in Turkish Lira ("TL") unless otherwise indicated.)

Convenience Translation into English of Financial Statements Originally Issued in Turkish

### NOTE 2 - BASIS OF PREPARATION OF FINANCIAL STATEMENTS (Continued)

Assets are allocated to cash-generating units for the purpose of impairment testing, which is undertaken at the lowest level. The recoverable amount of an intangible assets not yet available for use to be measured annually, irrespective of whether there is any indication that it may be impaired. An impairment loss is recognised for the amount by which the carrying amount of the asset or any cash generating unit of that asset exceeds its recoverable amount which is the higher of an asset's net selling price and value in use. All impairment losses are accounted for in the statement of comprehensive income. Decreases that offset previous increases of the respective asset are charged against the revaluation reserve; all other decreases are charged to the statement of comprehensive income. Impairment losses can be reversed to the extent that increased carrying amount of an asset shall not exceed the carrying amount that would have been determined had no impairment loss been recognized for the asset in prior years provided that increases in the recoverable amount of the asset can be associated with events that occur subsequent to the period in which the impairment loss was recognised.

The criteria that the Company uses to determine that there is objective evidence of an impairment loss include:

- Significant financial difficulty of the issuer or obligor,
- A breach of contract, such as a default or delinquency in interest or principal payments,
- For economic or legal reasons relating to the borrower's financial difficulty, granting to the borrower a concession that the lender would not otherwise consider,
- It becomes probable that the borrower will enter bankruptcy or other financial reorganisation,
- Observable data indicating that there is a measurable decrease in the estimated future cash flows from a portfolio of financial assets.

#### 2.6.6 Borrowing and borrowing cost

Borrowings are recognised initially at the proceeds received, net of any transaction costs incurred. In subsequent periods, borrowings are restated at amortised cost using the effective yield method. Any difference between proceeds (net of transaction costs) and the redemption value is recognised in the statement of comprehensive income over the period of the borrowings. Borrowing costs are expensed as incurred (Note 33). If the borrowings mature within 12 months, then they are classified in current liabilities, otherwise they are classified in non-current liabilities (Notes 8 and 9).

A qualifying asset is an asset that takes a substantial period of time to get ready for its intended use or sale. According to IAS 23 (Revised), borrowing costs of qualifying assets having capitalisation date 1 January 2009 or later, can be capitalised, based on borrowing cost of qualifying asset, directly or as an asset acquisition or with an extent to associate directly with production, these borrowing costs should be capitalised as a part of cost of related asset.

#### 2.6.7 Financial assets

The classification of financial assets depends on the purpose for which the financial assets were acquired. Management determines the classification of its financial assets at initial recognition and re-evaluates this designation at every reporting date. The Company classifies its financial instruments in the following categories:

##### a) Loans and receivables

Loans and receivables constitute non-derivative financial instruments, which are not quoted in active markets and have fixed or scheduled payments. Loans and receivables arise, without held-for-sale intention, from the Company's supply of goods, service or direct fund to any debtor. If the maturity of these instruments are less than 12 months, these loans and receivables are classified in current assets and if more than 12 months, classified in non-current assets. The loans and receivables are included in trade receivables and other receivables in the balance sheet. Loans and receivables are recognized initially at the proceeds received, net of any transaction costs incurred. In subsequent periods, loans and receivables are stated at amortised cost using the effective yield method less any impairment, if any. Short term loans and receivables without a determined interest rate are evaluated with the invoice amount if the effective interest rate is negligible.

Pınar Süt Mamülleri Sanayii A.Ş.

## Notes to the Financial Statements at 31 December 2012 and 2011

(Amounts expressed in Turkish Lira ("TL") unless otherwise indicated.)

Convenience Translation into English of Financial Statements Originally Issued in Turkish

### NOTE 2 - BASIS OF PREPARATION OF FINANCIAL STATEMENTS (Continued)

#### b) Available-for-sale investments

Investments intended to be held for an indefinite period of time, which may be sold in response to needs for liquidity or changes in interest rates, are classified as available-for-sale. These are included in non-current assets, unless management has expressed the intention of holding the investment for less than 12 months from the balance sheet date or unless they will need to be sold to raise operating capital, in which case they are included in current assets. The Company management determines the appropriate classification of its investments at the time of the purchase and re-evaluates such designation on a regular basis.

All financial investments are initially recognised at cost, being the fair value of the consideration given and including acquisition charges associated with the investments, and subsequently carried at fair value. The financial assets which the Company has shares less than

20% and are classified as available-for-sale investments are carried at market value when there is quoted market price, they are carried at fair value by using generally accepted valuation techniques, when there is no active market for the financial asset. When there is no quoted market price, and when a reasonable estimate of fair value could not be determined as a result of being other methods inappropriate and unworkable, available-for-sale investments acquired before 1 January 2005 are carried at cost expressed in purchasing power of TL as at 31 December 2004 and available-for-sale investments acquired after 1 January 2005 are carried at cost, less impairment losses, if any (Note 7). Unrealized gains and losses arising from changes in fair value of securities classified as available-for-sale are recognised in the equity, rather than statement of comprehensive income until the related financial asset is derecognised. Change in fair value of available-for-sale investments is calculated as the difference between the discounted acquisition cost and the current fair value. Dividends on available-for-sale equity instruments are recognised in the statement of comprehensive income as part of other income when the Company's right to receive payments is established.

When securities classified as available-for-sale are derecognized, the accumulated fair value adjustments in equity are recognized in the statement of comprehensive income. In the case of investments classified as available-for-sale, a significant or prolonged decline in the fair value of the investment below its cost is considered as an indicator that the investments are impaired. If any such evidence exists for available-for-sale financial assets, the cumulative loss-measured as the difference between the acquisition cost and the current fair value, less any impairment loss on that financial asset previously recognized in profit or loss-is removed from equity and recognized in the statement of comprehensive income. Impairment losses recognized in the statement of comprehensive income on investments are not reversed through the statement of comprehensive income.

#### 2.6.8 Business combination

However, if the parties involved for the transaction are the entities under common control, here between the Company and Yaşar Group Companies, the provisions stated in IFRS 3 are not applicable for the transaction, and accordingly goodwill or negative goodwill are not be accounted for. The difference between the purchase consideration and the fair value of the net asset acquired was accounted for under equity as "Distribution to shareholders".

#### 2.6.9 Earnings per share

Earnings per share disclosed in the statement of comprehensive income are determined by dividing net income for the year by the weighted average number of shares that have been outstanding during the year concerned (Note 36).

Companies can increase their share capital by making a pro-rata distribution of shares ("bonus shares") to existing shareholders from retained earnings. For the purpose of earnings per share computations, the weighted average number of shares outstanding during the year has been adjusted in respect of bonus shares issued without a corresponding change in resources, by giving them retroactive effect for the year in which they were issued and for each earlier year.

In case of dividend distribution, earnings per share is calculated by dividing net income by the number of shares, rather than dividing by weighted average number of shares outstanding.

Pınar Süt Mamülleri Sanayii A.Ş.

## Notes to the Financial Statements at 31 December 2012 and 2011

(Amounts expressed in Turkish Lira ("TL") unless otherwise indicated.)

Convenience Translation into English of Financial Statements Originally Issued in Turkish

### NOTE 2 - BASIS OF PREPARATION OF FINANCIAL STATEMENTS (Continued)

#### 2.6.10 Subsequent events

Subsequent events, announcements related to net profit or even declared after other selective financial information has been publicly announced, include all events that take place between the balance sheet date and the date when balance sheet was authorised for issue (Note 40).

In the case that events require a correction to be made occur subsequent to the balance sheet date, the Company makes the necessary corrections to the financial statements. Moreover, the events that occur subsequent to the balance sheet date and that do not require a correction to be made are disclosed in accompanying notes, where the decisions of the users of financial statements are affected.

#### 2.6.11 Provisions, contingent liabilities and contingent assets

Provisions are recognised when the Company has a present legal or constructive obligation as a result of past events; it is more likely than not that an outflow of resources will be required to settle the obligation; and the amount has been reliably estimated.

In cases where the time value of money is material, provisions are determined as the present value of expenses required to be made to settle the liability. The rate used to discount provisions to their present values is determined considering the interest rate in the related markets and the risk associated with the liability. The discount rate must be pre-tax and does not consider risks associated with future cash flow estimates. In cases where the time value of money is material and the provisions approach to their expected realisation date, the increase in the provision due to passage of time is recognised as interest expense in the statement of comprehensive income.

Possible assets or obligations that arise from past events and whose existence will be confirmed only by the occurrence or non-occurrence of one or more uncertain future events not wholly within the control of the Company are treated as contingent assets or liabilities. The Company does not recognise contingent assets and liabilities (Note 22). Provisions are not recognised for future operating losses.

#### 2.6.12 Accounting policies, errors and change in accounting estimates

Material changes in accounting policies and accounting errors are applied on a retrospective basis as if a prior period error had never occurred or the policy had always been applied. The effect of changes in accounting estimate shall be recognised prospectively by including it in the statement of comprehensive income within the period of the change, if the change affects that period only; or period of the change and future periods, if the change affects both.

##### a) The followings are the changes in accounting estimates effective since 1 January 2012;

- The Company management has assessed the useful lives of property, plant and equipments and changed useful lives of machinery and equipment as of 1 January 2012. The effect of change in accounting estimate is recognised prospectively. Had the Company management not change the useful lives, the depreciation expense for the year ended 31 December 2012, would be higher by TL5.842.168.

Useful lives of buildings and land improvements, and, machinery and equipment have been updated as below:

	Estimated Useful Lives	
	Before Change	After Change
Machinery and equipment	5-30 years	15-25 years

- The Company management has changed certain actuarial assumptions and estimations for employment termination benefit provision as of 1 January 2012. The effect of change in accounting estimate is recognised prospectively. Had the Company management not change the estimations, the provision for the employment termination benefits for the year ended 31 December 2012, would be lower by TL1.333.346.



Pınar Süt Mamülleri Sanayii A.Ş.

## Notes to the Financial Statements at 31 December 2012 and 2011

(Amounts expressed in Turkish Lira ("TL") unless otherwise indicated.)

Convenience Translation into English of Financial Statements Originally Issued in Turkish

### NOTE 2 - BASIS OF PREPARATION OF FINANCIAL STATEMENTS (Continued)

#### b) Prior year corrections:

In 2012, the Company identified certain corrections regarding measurement of property, plant and equipments, deferred income tax and revaluation fund in prior years. The Company, according to IAS 8 "Accounting policies, changes in accounting estimates and errors" ("IAS 8"), corrected them without restating prior year financial statements on the grounds of materiality as of 1 January 2012.

The details of the prior year corrections are as follows,

	1 January 2012
Overstatement in property, plant and equipment and intangible assets (Note 13)	(507.066)
Understatements of deferred income tax liability (Note 19)	(227.362)
Understatements of revaluation fund (Note 13)	(528.566)
Total effect on retained earnings	(1.262.994)
Total effect on equity	(734.428)

#### 2.6.13 Related parties

For the purpose of these financial statements, shareholders having control, joint control or significant influence over the Company, Yaşar Group Companies, key management personnel and board members, and their close family members, in each case together with and companies controlled, jointly controlled or significantly influenced by them are considered and referred to as related parties (Note 37).

#### 2.6.14 Segment reporting

Operating segments are reported in a manner consistent with the internal reporting provided to the chief operating decision-maker. The chief operating decision-maker, who is responsible for allocating resources and assessing performance of the operating segments, has been identified as the Board of Directors that takes strategic decisions.

The chief operating decision makers regularly monitor and review the operational results based on the main products' performances in domestic and foreign markets. However, as the nature of the products, production processes, type of customers, distribution methods and regulatory environment for the operations of the Company are identical, and the operations performed in foreign markets is not material, segment reporting is not applicable.

#### 2.6.15 Leases

(1) *The Company as the lessee*

##### Finance Leases

Finance leases are capitalised at the inception of the lease at the lower of the fair value of the leased property net off any tax incentives received, if any, or the present value of the minimum lease payments. Each lease payment is allocated between the liability and finance charges so as to achieve a constant rate on the finance balance outstanding. The corresponding rental obligations, net of finance charges, are included in other liabilities (Note 8). The interest element of the finance cost is charged to the statement of comprehensive income over the lease period. The property, plant and equipment acquired under finance leases are depreciated over the lower of useful life or the lease period of the asset (Note 18).

##### Operating Leases

Leases where a significant portion of the risks and rewards of ownership are retained by the lessor are classified as operating leases. Payments made under operating leases (net of any incentives received from the lessor) are charged to the statement of comprehensive income on a straight-line basis over the period of the lease.

Pınar Süt Mamülleri Sanayii A.Ş.

## Notes to the Financial Statements at 31 December 2012 and 2011

(Amounts expressed in Turkish Lira ("TL") unless otherwise indicated.)

Convenience Translation into English of Financial Statements Originally Issued in Turkish

### NOTE 2 - BASIS OF PREPARATION OF FINANCIAL STATEMENTS (Continued)

#### (2) The Company as the lessor

##### Operating Leases

Assets leased out under operating leases are included in property, plant and equipment in the balance sheet. Rental income (net of any incentives given to lessees) is recognised on a straight-line basis over the lease term in the statement of comprehensive income.

##### 2.6.16 Taxation on income

The tax expense for the period comprises current and deferred income tax. The current income tax liability includes the taxes payable calculated on the taxable portion of the period income with tax rates enacted on the balance sheet date (Note 35). The adjustments related to prior period tax liabilities are recognised in other operating expenses.

Deferred income tax income or expense is recognised in the statement of comprehensive income, except to the extent that it relates to items recognised directly in equity. In case, when the tax is related to items recognized directly in equity and other comprehensive income, the tax is also recognized in equity and other comprehensive income.

Deferred income tax assets or liabilities are reflected to the financial statements to the extent that they will provide an increase or decrease in the taxes payable for the future periods where the temporary differences will be reversed, using tax rates and laws that have been enacted or substantially enacted by the balance sheet date (Note 35).

Deferred income tax liabilities are recognized for all taxable temporary differences, where deferred income tax assets resulting from deductible temporary differences are recognized to the extent that it is probable that future taxable profit will be available against which the deductible temporary difference can be utilised. To the extent that deferred income tax assets will not be utilised, the related amounts have been deducted accordingly (Note 35).

##### 2.6.17 Provision for employment termination benefits

In accordance with the Turkish Labor Law, the Company is required to make lump-sum termination indemnities to each employee whose employment is terminated due to retirement or for reasons other than resignation or misconduct and who has completed at least one year of service. Provision is made for the present value of the defined benefit obligation calculated using the projected unit credit method. All actuarial gains and losses are recognised in the statement of comprehensive income (Note 24).

The Company allocates bonus for the management and board of directors and recognises a provision during the related year with respect to this bonus (Note 22.a).

##### 2.6.18 Statement of cash flow

In the statement of cash flows, cash flows are classified into three categories as operating, investment and financing activities. Cash flows from operating activities are those resulting from the Company's production and sales activities. Cash flows from investment activities indicate cash inflows and outflows resulting from property, plant and equipments and financial investments. Cash flows from financing activities indicate the resources used in financing activities and the repayment of these resources. For the purposes of the statement of cash flows, cash and cash equivalents comprise of cash in hand accounts, bank deposits and short-term, highly liquid investments that are readily convertible to known amounts of cash with maturities equal or less than three months.

##### 2.6.19 Share capital and dividends

Ordinary shares are classified as equity. Dividends payable on shares are recognised as an appropriation of the profit in the period in which they are declared. Dividend income is recognized when the Company's right to receive the payment is established.

##### 2.6.20 Derivative financial instruments

Derivatives are initially recognised at fair value on the date a derivative contract is entered into and are subsequently remeasured at their fair value. The derivative financial instruments of the Company consist of foreign currency derivative swap transactions (Note 9).

Changes in the fair value of derivatives that are designated and qualify as fair value hedges are recorded in the statement of comprehensive income, together with any changes in the fair value of the hedged asset or liability that are attributable to the hedged risk.

Pınar Süt Mamülleri Sanayii A.Ş.

## Notes to the Financial Statements at 31 December 2012 and 2011

(Amounts expressed in Turkish Lira ("TL") unless otherwise indicated.)

Convenience Translation into English of Financial Statements Originally Issued in Turkish

### NOTE 2 - BASIS OF PREPARATION OF FINANCIAL STATEMENTS (Continued)

Foreign currency and interest expenses arising from the difference between the fair value of such instrument and the initial recognition is recognized as finance income (Note 32) and finance expenses in the statement of comprehensive income (Note 33).

#### 2.6.21 Government grants and incentive

Grants from the government are recognised at their fair value when there is a reasonable assurance that grant will be received and the Company will comply with all relevant conditions after fulfilling minimum requirements.

The Company recognizes the subsidy received for brand development and marketing by way of crediting respective selling and marketing costs whereas the subsidy received for usage of milk powder in products sold abroad is net off against the cost of sales (Note 21).

#### 2.6.22 Critical accounting estimates and judgments

Preparation of financial statements requires the use of estimates and assumptions that may affect the amount of assets and liabilities recognised as of the balance sheet date, disclosures of contingent assets and liabilities and the amount of revenue and expenses reported. Although these estimates and assumptions rely on the Company management's best knowledge about current events and transactions, actual outcomes may differ from those estimates and assumptions. Significant estimates of the Company management are as follows:

##### a) Income taxes

There are many transactions and calculations for which the ultimate tax determination is uncertain during the ordinary course of business and significant judgment is required in determining the provision for income taxes. The Company recognises tax liabilities for anticipated tax issues based on estimates of whether additional taxes will be due. Where the final tax outcome of these matters is different from the amounts that were initially recorded, such differences will impact the income tax and deferred income tax provisions in the period in which such determination is made.

##### b) Fair value determination of available-for-sale investments

The generally accepted valuation techniques used in fair value determination of available-for-sale investments for which there is no quoted market price exists, consist of several assumptions, which are based on the management's best estimates (Note 7).

##### c) Revaluation of land, buildings and land improvements, machinery and equipments

As of 31 December 2012, land and land improvements, buildings, machinery and equipment were stated at fair value less subsequent depreciation of land improvements, buildings, machinery and equipment, based on valuations performed by external independent valuer namely Elit Gayrimenkul Değerleme A.Ş. and Vakıf Gayrimenkul Değerleme A.Ş. based on the Company's assumption that those values do not significantly differ from their fair values as of 31 December 2011 (Note 18). As there were no recent similar buying/selling transactions nearby, revaluations of land were based on the method of reference comparison whereas revaluations of buildings and land improvements and machinery and equipment were based on the method of cost approach and based on the following valuation techniques and assumptions;

- As there were no recent similar buying/selling transactions nearby, revaluations of land were based on the method of reference comparison whereas revaluations of buildings and land improvements were based on the method of cost approach, considering existing utilization of the aforementioned property, plant and equipments are consistent to the highest and best use approach.
- In the market reference comparison method, current market information was utilised, taking into consideration the comparable property in the market in recent past in the region, price adjustment was made within the framework of criteria that could affect market conditions, and accordingly an average m<sup>2</sup> sale value was determined for the lands subject to the valuation. The similar pieces of land found were compared in terms of location, size, settlement status, physical conditions, real estate marketing firms were consulted for up-to-date valuation of the estate market, also, current information and experience of the professional valuation company was utilised.
- In the cost approach method, fair value of the buildings and land improvements was calculated by considering recent re-construction costs and related depreciation. In the cost approach method, above explained market reference comparison method was used in calculation of the land value, one of the components.

Pınar Süt Mamülleri Sanayii A.Ş.

## Notes to the Financial Statements at 31 December 2012 and 2011

(Amounts expressed in Turkish Lira ("TL") unless otherwise indicated.)

Convenience Translation into English of Financial Statements Originally Issued in Turkish

### NOTE 2 - BASIS OF PREPARATION OF FINANCIAL STATEMENTS (Continued)

- Regarding the valuation of the machinery and equipment, technologic conditions, actual depreciation, commercial attributes and industrial positions as well as demounting and assembling costs were taken into account.
- Whenever a fully integrated industrial plant was in discussion, the revaluation work was performed based on all the active and functioning assets in the integrated plant rather than taking as basis the data for the second-hand market within the scope of the valuation of the machinery and equipment. Such machinery and equipment were reviewed and assessed by their line.

The carrying values of land, land improvements, buildings, machinery and equipment do not necessarily reflect the amounts that would result from the outcome of a sales transaction between independent parties.

As of initial recognition and as of balance sheet date, the Company performs impairment assessment for buildings, land improvements and machinery and equipment of which valuations are based on cost approach, accordance with the IAS 36 "Impairment of Assets", and no impairment indicator is identified.

### NOTE 3 - BUSINESS COMBINATIONS

None (2011: None).

### NOTE 4 - JOINT VENTURES

None (2011: None).

### NOTE 5 - SEGMENT REPORTING

Please see Note 2.6.14.

### NOTE 6 - CASH AND CASH EQUIVALENTS

	31 December 2012	31 December 2011
Cash in hand	31.627	28.326
Banks	4.474.767	4.960.803
- Time deposits	4.233.000	3.300.000
- Local currency	4.233.000	3.300.000
- Demand deposit	241.767	1.660.803
- Local currency	241.767	1.636.059
- Foreign currency	-	24.744
	<b>4.506.394</b>	<b>4.989.129</b>

As of 31 December 2012, time deposits are denominated in TL amounted to TL4.233.000 (2011: TL3.300.000) and all mature in less than one month (2011: less than one month) with the effective weighted average interest rates of 7,69% per annum ("p.a") (2011: 11,40% p.a). As of 31 December 2011, the Company has foreign deposits at amount of USD13.100 equivalent of TL24.744.

Based on the independent data with respect to the credit risk assessment of the banks, at which the Company has deposits, the credit quality of the banks is sufficient. The market values of cash and cash equivalents approximate carrying values, including accrued income at the respective balance sheet date.

## Pınar Süt Mamülleri Sanayii A.Ş.

**Notes to the Financial Statements at 31 December 2012 and 2011**

(Amounts expressed in Turkish Lira ("TL") unless otherwise indicated.)

Convenience Translation into English of Financial Statements Originally Issued in Turkish

**NOTE 7 - FINANCIAL ASSETS****a) Available-for-sale investments:**

	31 December 2012		31 December 2011	
	TL	%	TL	%
Pınar Entegre Et ve Un Sanayi A.Ş. ("Pınar Et")	35.218.319	12,58	30.638.848	12,58
Çamlı Yem Besicilik San. ve Tic. A.Ş. ("Çamlı Yem")	13.312.763	5,47	11.284.144	5,47
Pınar Su San. ve Tic. A.Ş. ("Pınar Su")	4.095.848	8,77	3.725.515	8,77
Yataş	620.014	1,76	346.278	1,76
Bintur Turizm ve Catering Hizmetleri A.Ş. ("Bintur")	67.131	1,33	57.093	1,33
Other	19.361	-	19.361	-
	<b>53.333.436</b>		<b>46.071.239</b>	

Pınar Et and Pınar Su are stated at quoted market prices as they are listed on ISE; Yataş, Bintur and Çamlı Yem are stated at their fair values which are determined based on the discounted cash flows as of 31 December 2012 and 2011 by using the market interest rates and the risk premium specific to unlisted companies within the related sectors. The discount and growth rates used in discounted cash flow models as at 31 December 2012 and 2011 are as follows:

	Discount rate		Growth Rate	
	2012	2011	2012	2011
Bintur	9.60%	11,06%	1%	1%
Yataş	7.58%	9,07%	0%	0%
Çamlı Yem	8.98%	10,40%	2%	2%

The movements of available-for-sale investments in 2012 and 2011 were as follows:

	2012	2011
<b>1 January</b>	<b>46.071.239</b>	<b>53.068.271</b>
<b>Contribution to capital increase:</b>		
Yataş	264.267	-
<b>Fair value gain/(loss)</b>		
Pınar Et	4.579.471	(6.433.067)
Pınar Su	370.333	(1.672.005)
Yataş	9.469	(113.502)
Bintur	10.038	(2.913)
Çamlı	2.028.619	1.224.455
<b>31 December</b>	<b>53.333.436</b>	<b>46.071.239</b>

Pınar Süt Mamülleri Sanayii A.Ş.

**Notes to the Financial Statements at 31 December 2012 and 2011**

(Amounts expressed in Turkish Lira ("TL") unless otherwise indicated.)

Convenience Translation into English of Financial Statements Originally Issued in Turkish

**NOTE 7 - FINANCIAL ASSETS (Continued)**

Movements of fair value reserve of available-for-sale investments are as follows;

	2012	2011
<b>1 January</b>	<b>21.688.300</b>	<b>28.318.434</b>
Change in fair value of Pınar Et	4.579.471	(6.433.067)
Change in fair value of Çamlı Yem	2.028.619	1.224.455
Change in fair value of Pınar Su	370.333	(1.672.005)
Change in fair value of Bintur	10.038	(2.913)
Change in fair value of Yataş	9.469	(113.502)
Deferred income tax on fair value reserve of available-for-sale investments (Note 35)	(351.298)	366.898
<b>31 December</b>	<b>28.334.932</b>	<b>21.688.300</b>

**b) Short-term financial assets**

As of 31 December 2012, other financial assets amounting to TL2.214.222 (2011: TL2.814.941) consist of receivables from derivative financial instruments, and have been disclosed in Note 8.

**NOTE 8 - FINANCIAL LIABILITIES**

	31 December 2012	31 December 2011
Short-term bank borrowings	922.984	19.733.728
Short-term portion of long-term bank borrowings	14.596.873	718.712
Short-term derivative financial assets	(2.214.222)	(2.814.941)
<b>Short-term financial liabilities and other financial assets - net</b>	<b>13.305.635</b>	<b>17.637.499</b>
Long-term bank borrowings	131.958	15.074.179
<b>Long-term financial liabilities and other financial assets</b>	<b>131.958</b>	<b>15.074.179</b>
	<b>13.437.593</b>	<b>32.711.678</b>

## Pınar Süt Mamülleri Sanayii A.Ş.

## Notes to the Financial Statements at 31 December 2012 and 2011

(Amounts expressed in Turkish Lira ("TL") unless otherwise indicated.)

Convenience Translation into English of Financial Statements Originally Issued in Turkish

## NOTE 8 - FINANCIAL LIABILITIES (Continued)

## a) Bank borrowings and other financial liabilities:

	Effective weighted average interest rate p.a. %		Original currency		TL equivalent	
	31 December 2012	31 December 2011	31 December 2012	31 December 2011	31 December 2012	31 December 2011
<b>Short-term bank borrowings:</b>						
TL borrowings <sup>(1)</sup>	-	-	922.984	-	922.984	-
EUR borrowings <sup>(2)</sup>	-	5,70	-	8.075.018	-	19.733.728
<b>Short-term portion of long-term bank borrowings:</b>						
Short-term portion of long-term EUR borrowings <sup>(3)</sup>	6,04	6,02	6.206.945	294.096	14.596.873	718.712
<b>Total short-term borrowings</b>					<b>15.519.857</b>	<b>20.452.440</b>
<b>Derivative financial assets:</b>						
Cross currency swaps	-	-	(2.214.222)	(2.814.941)	(2.214.222)	(2.814.941)
<b>Total short-term bank borrowings and derivative financial assets</b>					<b>13.305.635</b>	<b>17.637.499</b>
<b>Long-term bank borrowings:</b>						
EUR borrowings <sup>(3)</sup>	5,55	7,29	56.112	6.168.336	131.958	15.074.179
<b>Total long-term bank borrowings</b>					<b>131.958</b>	<b>15.074.179</b>

<sup>(1)</sup> As of 31 December 2012, TL denominated short term bank borrowings comprised of spot loans without interest charges.<sup>(2)</sup> As of 31 December 2011, the Company had EUR denominated bank borrowings with fixed interest rate of 5,70% p.a. that were amounting to EUR8.075.018 equivalent of TL19.733.728.<sup>(3)</sup> As of 31 December 2012, EUR denominated bank borrowings are comprised of short term portion of long term borrowings with semi-annually floating rates of Euribor+5,60% p.a. that is amounting to EUR6.094.721 equivalent of TL14.332.955 (2011: with semi-annually floating rates of Euribor+5,60% p.a. that is amounting to EUR6.113.739 equivalent of TL14.940.755) and borrowings with 5,55% p.a. fixed interest rate that are amounting to EUR168.336 equivalent of TL395.876 (2011: with 5,07% p.a. fixed interest rate that are amounting to EUR348.693 equivalent of TL852.136).

Based on the loan agreement undersigned on 27 September 2006 between the Company and Morgan Stanley International Limited, the Company received a borrowing amounting to EUR6.000.000 with a maturity date of 27 September 2013 and with an interest rate of Euribor + 5,60% p.a. Yaşar Holding, Yaşar Birleşik Pazarlama Dağıtım Turizm ve Ticaret A.Ş., Çamlı Yem Besicilik Sanayi ve Ticaret A.Ş., Pınar Entegre Et ve Un Sanayi A.Ş., DYO Boya Fabrikaları Sanayi ve Ticaret A.Ş., Pınar Su Sanayi ve Ticaret A.Ş., Viking Kağıt ve Selüloz A.Ş. have undersigned this loan agreement as the guarantors of this borrowing obtained. With respect to a long term borrowing of EUR6.000.000, the Company signed a cross currency swap agreement with Morgan Stanley & Co. International Limited together with the undersigned International Swaps and Derivatives Association ("ISDA") master agreements, related appendices and corresponding swap confirmation documents. In line with this agreement, the Company swapped the borrowing amounting to EUR6.000.000 with the interest rate of Euribor + 5,60% p.a., with a currency swap amounting to TL11.694.000, using the interest rate of TL swap curve +8,50% p.a. The gain or loss relating to the cross currency swaps is recognized in the statement of comprehensive income in finance income (Note 32) and finance expenses (Note 33). The notional principal amount of the cross currency swap amounts to TL25.804.200 as at 31 December 2012 (2011: TL26.356.800).

Pınar Süt Mamülleri Sanayii A.Ş.

**Notes to the Financial Statements at 31 December 2012 and 2011**

(Amounts expressed in Turkish Lira ("TL") unless otherwise indicated.)

Convenience Translation into English of Financial Statements Originally Issued in Turkish

**NOTE 8 - FINANCIAL LIABILITIES (Continued)**

The loan agreement signed with Morgan Stanley International Limited is subject to covenant clauses, whereby Yaşar Holding, is required to meet certain key performance indicators. Considering the any non-compliance with the certain key performance indicators for 2012, Yaşar Holding obtained a waiver from Morgan Stanley International Limited on 23 November 2012 stating that the Company will continue to make its payments in line with the original redemption schedule, which is in 2013, and conditions as stated in the loan agreement.

Guarantees given for Group's financial liabilities and other financial liabilities are explained in Note 22.

The redemption schedule of long-term bank borrowings at 31 December 2012 and 2011 is as follows:

	31 December 2012	31 December 2011
2013	-	14.937.053
2014	131.958	137.126
	<b>131.958</b>	<b>15.074.179</b>

As of 31 December 2012 and 2011, the carrying amounts of the bank borrowings with floating and fixed rates, which were classified in terms of periods remaining to contractual repricing dates, are as follows:

	3 month to 1 year	Total
- 31 December 2012:		
Bank borrowings with floating rates	12.118.733	12.118.733
Bank borrowings with fixed rates	-	395.876
Bank borrowings without interest	-	922.984
<b>Total</b>	<b>12.118.733</b>	<b>13.437.593</b>
- 31 December 2011:		
Bank borrowings with floating rates	12.125.814	12.125.814
Bank borrowings with fixed rates	-	20.585.864
<b>Total</b>	<b>12.125.814</b>	<b>32.711.678</b>

According to the interest rate sensitivity analysis performed at 31 December 2012, if interest rates on bank borrowings had been 1% higher while all other variables being constant, net profit for the year would be TL36.339 (2011: TL37.879) lower as a result of additional interest expense that would be incurred on bank borrowings with floating rates.

The carrying amounts and fair values of borrowings are as follows:

	Carrying Amounts		Fair Values	
	31 December 2012	31 December 2011	31 December 2012	31 December 2011
Bank borrowings	13.437.593	32.711.678	13.473.522	32.156.759

The fair values are based on cash flows discounted using the rates based on the borrowing rates of 3,75% p.a. and 14,42% p.a. for EUR and TL denominated bank borrowings as of 31 December 2012, respectively (31 December 2011: 5,23% p.a. and 16,58% p.a. for EUR and TL denominated bank borrowings as of).



Pınar Süt Mamülleri Sanayii A.Ş.

**Notes to the Financial Statements at 31 December 2012 and 2011**

(Amounts expressed in Turkish Lira ("TL") unless otherwise indicated.)

Convenience Translation into English of Financial Statements Originally Issued in Turkish

**NOTE 9 - OTHER FINANCIAL LIABILITIES**

Please see Note 8.

**NOTE 10 - TRADE RECEIVABLES AND PAYABLES**

	31 December 2012	31 December 2011
<b>a) Short-term trade receivables:</b>		
Customer current accounts	3.240.939	1.314.218
Cheques and notes receivable	5.302.883	7.932.687
Other	1.470.531	3.641.664
	<b>10.014.353</b>	<b>12.888.569</b>
Less: Provision for impairment of receivables	(458.181)	(462.724)
Unearned finance income	(47.093)	(83.332)
	<b>9.509.079</b>	<b>12.342.513</b>

The effective weighted average interest rate on TL denominated trade receivables is 7,61% p.a. as of 31 December 2012 (2011: 11,00% p.a.) and maturing within 2 months (2011: 2 months).

The agings of trade receivables as of 31 December 2012 and 2011 are as follows;

	31 December 2012	31 December 2011
Overdue	205.986	76.151
0-30 days	3.877.578	7.197.665
31-60 days	4.019.020	5.033.146
61-90 days	1.406.495	35.551
	<b>9.509.079</b>	<b>12.342.513</b>

The Company does not expect any collection risk regarding its trade receivables overdue but not impaired amounting to TL205.986 as of 31 December 2012 (2011: TL76.151) considering its past experience and subsequent collections (Note 38.a).

The aging of overdue receivables as of 31 December 2012 and 2011 are as follows:

0-3 months overdue	<b>205.986</b>	<b>76.151</b>
--------------------	----------------	---------------

Movements in the provision for impairment of receivables can be analysed as follows:

	2012	2011
<b>1 January</b>	<b>462.724</b>	<b>462.724</b>
Bad debt write-off	(4.543)	-
<b>31 December</b>	<b>458.181</b>	<b>462.724</b>

Pınar Süt Mamülleri Sanayii A.Ş.

**Notes to the Financial Statements at 31 December 2012 and 2011**

(Amounts expressed in Turkish Lira ("TL") unless otherwise indicated.)

Convenience Translation into English of Financial Statements Originally Issued in Turkish

**NOTE 10 - TRADE RECEIVABLES AND PAYABLES (Continued)**

	31 December 2012	31 December 2011
<b>b) Short-term trade payables</b>		
Supplier current accounts	95.809.421	94.332.700
Cheques	1.757.668	1.417.740
	97.567.089	95.750.440
Less: Unincurred finance cost	(304.451)	(459.675)
	<b>97.262.638</b>	<b>95.290.765</b>

As of 31 December 2012 and 2011, the effective weighted average interest rates for TL, USD and EUR denominated on short-term trade payables are as follows:

TL denominated trade payables	7,58%	11,00%
USD denominated trade payables	2,21%	0,36%
EUR denominated trade payables	2,37%	1,04%

Trade payables mature within two months (2011: two months).

**c) Long-term trade payables**

Supplier current accounts	12.695.205	5.419.146
	<b>12.695.205</b>	<b>5.419.146</b>

Long-term trade payables are comprised of payables regarding property, plant and equipment purchases that are amounting to EUR5.398.310 as of 31 December 2012 (2011: EUR2.217.508). The effective weighted average interest rate for trade payables is 7,59% p.a. (2011: 6,07% p.a.).

Long-term trade payables are recognised initially at property, plant and equipment purchase dates and initially measured at respective acquisition costs, net of any transaction costs incurred. In subsequent periods, long-term trade payables are measured at amortised cost using the effective yield method.

The redemption schedules of long-term trade payables at 31 December 2012 and 2011 are as follows:

	31 December 2012	31 December 2011
2013	-	2.843.066
2014	4.827.799	1.554.335
2015	3.461.136	1.021.745
2016	2.477.897	-
2017	1.928.373	-
	<b>12.695.205</b>	<b>5.419.146</b>

Pınar Süt Mamülleri Sanayii A.Ş.

**Notes to the Financial Statements at 31 December 2012 and 2011**

(Amounts expressed in Turkish Lira ("TL") unless otherwise indicated.)

Convenience Translation into English of Financial Statements Originally Issued in Turkish

**NOTE 11 - OTHER RECEIVABLES AND PAYABLES**

	31 December 2012	31 December 2011
<b>a) Other short-term receivables:</b>		
Receivables from insurance companies	225.262	225.262
Value Added Tax ("VAT") receivable	-	2.266.454
Deposits and guarantees given	8.734	9.180
Other	108.116	108.766
	<b>342.112</b>	<b>2.609.662</b>
<b>b) Other long-term receivables:</b>		
Deposits and guarantees given	751	751
<b>c) Other long-term payables:</b>		
Deposits and guarantees received	48.534	48.534

**NOTE 12 - RECEIVABLES AND PAYABLES FROM FINANCE SECTOR OPERATIONS**

None (2011: None).

**NOTE 13 - INVENTORY**

	31 December 2012	31 December 2011
Raw materials	23.670.896	23.285.184
- Raw materials	22.347.798	20.433.836
- Raw materials in transit	1.323.098	2.851.348
Work-in-progress	23.210.778	10.897.843
Finished goods	31.233.804	21.726.697
Merchandise stocks	503.473	436.780
Spare parts and palettes	3.505.497	3.325.750
	<b>82.124.448</b>	<b>59.672.254</b>

The costs of inventories recognised as expense and included in cost of sales amounted to TL516.319.374 (2011: TL456.884.327) (Note 30). Inventories are carried at cost, and there are no inventories valued at fair value less costs to sell as of 31 December 2012.

**NOTE 14 - BIOLOGICAL ASSETS**

None (2011: None).

**NOTE 15 - CONSTRUCTION CONTRACT RECEIVABLES**

None (2011: None).

Pınar Süt Mamülleri Sanayii A.Ş.

**Notes to the Financial Statements at 31 December 2012 and 2011**

(Amounts expressed in Turkish Lira ("TL") unless otherwise indicated.)

Convenience Translation into English of Financial Statements Originally Issued in Turkish

**NOTE 16 - INVESTMENTS IN ASSOCIATES ACCOUNTED FOR USING EQUITY METHOD****Investments-in-associates:**

	31 December 2012		31 December 2011	
	TL	%	TL	%
YBP	34.195.743	31,82	36.169.941	31,82
Desa Enerji	6.955.563	30,52	5.614.644	30,52
Pınar Foods	3.715.751	44,94	3.697.508	44,94
	<b>44.867.057</b>		<b>45.482.093</b>	

Movement in investments-in-associates during the years are as follows:

	2012	2011
<b>1 January</b>	<b>45.482.093</b>	<b>44.170.404</b>
Share of profit before taxation of investments-in-associates - net	3.145.422	7.360.667
Increase in fair value reserves of associates - net	1.811.294	644.158
Increase in revaluation reserves of investments-in-associates - net	-	1.493.201
Dividend income from investments-in-associates (Note 37.ii.d)	(5.432.574)	(8.816.413)
Currency translation reserve	(137.888)	685.967
Inventory profit elimination	(1.290)	(55.891)
<b>31 December</b>	<b>44.867.057</b>	<b>45.482.093</b>

Movement of revaluation reserves of investments-in-associates during the years are as follows:

	2012	2011
<b>1 January</b>	<b>738.172</b>	<b>181.428</b>
Change in revaluation reserves - net (Desa Enerji)	(22.839)	520.473
Change in revaluation reserves - net (YBP)	(1.978)	36.271
<b>31 December</b>	<b>713.355</b>	<b>738.172</b>

## Pınar Süt Mamülleri Sanayii A.Ş.

## Notes to the Financial Statements at 31 December 2012 and 2011

(Amounts expressed in Turkish Lira ("TL") unless otherwise indicated.)

Convenience Translation into English of Financial Statements Originally Issued in Turkish

## NOTE 16 - INVESTMENTS IN ASSOCIATES ACCOUNTED FOR USING EQUITY METHOD (Continued)

The financial information of the investments-in-associates accounted by equity method are as follows:

	31 December 2012		
	Assets	Liabilities	Profit for the year
- YBP	348.852.634	240.507.505	5.344.195
- Desa Enerji	25.987.656	3.197.476	4.393.568
- Pınar Foods	11.635.476	3.367.228	177.499
31 December 2011			
	Assets	Liabilities	Profit for the year
- YBP	344.096.708	229.684.187	20.944.618
- Desa Enerji	21.536.172	3.139.566	1.017.269
- Pınar Foods	9.704.011	1.476.356	858.076

## NOTE 17 - INVESTMENT PROPERTY

None (2011: None).

## NOTE 18 - PROPERTY, PLANT AND EQUIPMENT

Movements of property, plant and equipment and accumulated depreciation between 1 January and 31 December 2012 were as follows:

	1 January 2012 Opening	Additions (*)	Disposals (*)	Transfers	31 December 2012 Closing
<b>Cost or valuation</b>					
Land	69.113.000	-	-	-	69.113.000
Land improvements and buildings	66.048.952	371.739	-	2.921.778	69.342.469
Machinery and equipment	124.554.297	8.894.849	(3.001.343)	12.726.605	143.174.408
Motor vehicles	5.350.993	775.655	(126.791)	-	5.999.857
Leasehold improvements	2.223.121	-	(1.469.126)	-	753.995
Furniture and fixtures	43.811.758	1.492.760	(391.022)	22.171	44.935.667
Construction in progress	2.536.220	18.025.157	-	(15.670.554)	4.890.823
	<b>313.638.341</b>	<b>29.560.160</b>	<b>(4.988.282)</b>	<b>-</b>	<b>338.210.219</b>
<b>Accumulated depreciation:</b>					
Land improvements and buildings	-	(2.785.469)	-	-	(2.785.469)
Machinery and equipment	-	(7.292.853)	2.219.029	-	(5.073.824)
Motor vehicles	(4.998.279)	(276.478)	126.385	-	(5.148.372)
Leasehold improvements	(1.613.508)	(5.628)	881.557	-	(737.579)
Furniture and fixtures	(29.699.849)	(2.732.292)	390.651	-	(32.041.490)
	<b>(36.311.636)</b>	<b>(13.092.720)</b>	<b>3.617.622</b>	<b>-</b>	<b>(45.786.734)</b>
<b>Net book value</b>	<b>277.326.705</b>				<b>292.423.485</b>

Main additions and transfers in 2012 are related with the investments to production line at Eskişehir plant.

(\*) See Note 2 "Prior year corrections"

Pınar Süt Mamülleri Sanayii A.Ş.

**Notes to the Financial Statements at 31 December 2012 and 2011**

(Amounts expressed in Turkish Lira ("TL") unless otherwise indicated.)

Convenience Translation into English of Financial Statements Originally Issued in Turkish

**NOTE 18 - PROPERTY, PLANT AND EQUIPMENT (Continued)**

	1 January 2011 Opening	Additions	Disposals	Transfers	Revaluation	Reversal of impairment (Note 31.a)	31 December 2011 Closing
<b>Cost or valuation</b>							
Land	60.609.913	294.923	-	-	8.208.164	-	69.113.000
Land improvements and buildings	61.901.774	528.588	-	1.688.677	1.929.913	-	66.048.952
Machinery and equipment	98.398.490	7.101.044	(3.160.535)	897.699	20.416.153	901.446	124.554.297
Motor vehicles	5.420.051	37.749	(106.807)	-	-	-	5.350.993
Leasehold improvements	2.223.121	-	-	-	-	-	2.223.121
Furniture and fixtures	37.652.472	6.508.340	(595.669)	246.615	-	-	43.811.758
Construction in progress	2.324.910	3.044.301	-	(2.832.991)	-	-	2.536.220
	<b>268.530.731</b>	<b>17.514.945</b>	<b>(3.863.011)</b>	<b>-</b>	<b>30.554.230</b>	<b>901.446</b>	<b>313.638.341</b>
<b>Accumulated depreciation:</b>							
Land improvements and buildings	-	(2.891.369)	-	-	2.891.369	-	-
Machinery and equipment	(3.681.677)	(9.128.744)	2.997.030	-	9.813.391	-	-
Motor vehicles	(4.956.689)	(140.654)	99.064	-	-	-	(4.998.279)
Leasehold improvements	(1.501.361)	(112.147)	-	-	-	-	(1.613.508)
Furniture and fixtures	(27.781.002)	(2.392.530)	473.683	-	-	-	(29.699.849)
	<b>(37.920.729)</b>	<b>(14.665.444)</b>	<b>3.569.777</b>	<b>-</b>	<b>12.704.760</b>	<b>-</b>	<b>(36.311.636)</b>
<b>Net book value</b>	<b>230.610.002</b>						<b>277.326.705</b>

Main additions in 2011 are due to investments to production line in Eskişehir plant.

## Pınar Süt Mamülleri Sanayii A.Ş.

**Notes to the Financial Statements at 31 December 2012 and 2011**

(Amounts expressed in Turkish Lira ("TL") unless otherwise indicated.)

Convenience Translation into English of Financial Statements Originally Issued in Turkish

**NOTE 18 - PROPERTY, PLANT AND EQUIPMENT (Continued)**

The Company eliminated the accumulated depreciation against the gross carrying amount of the relevant asset with the net amount restated to equal the revalued amount, as a method accepted by IAS 16 "Property, plant and equipment" and revised the movements of property, plant and equipment, accordingly.

There are no mortgages or other collaterals placed on property, plant and equipment as of 31 December 2012 (2011: None)

Current year's depreciation and amortisation charges were allocated to cost of goods sold by TL8.747.910 (2011: TL11.967.674), to the cost of inventories by TL1.004.388 (2011: TL537.794), to selling and marketing expenses by TL1.195.786 (2011: TL1.128.687) (Note 29), to general administrative expenses by TL1.918.973 (2011: TL827.868) (Note 29), to research and development expenses by TL350.378 (2011: TL318.519).

Movements in revaluation reserve related to land, buildings, land improvements, machinery and equipments as of 31 December 2012 and 2011 were as follows:

<b>1 January 2011</b>	<b>87.185.620</b>
Depreciation transfer upon revaluation reserve	(3.452.456)
Deferred income tax calculated on depreciation transferred to retained earnings	690.491
Increase in revaluation reserve arising from revaluation of land, buildings and land improvements	13.029.446
Increase in revaluation reserve arising from revaluation of machinery and equipment	30.229.544
Deferred income tax calculated on revaluation reserve (Note 35)	(7.420.573)
<b>31 December 2011</b>	<b>120.262.072</b>
<b>1 January 2012</b>	<b>120.262.072</b>
Correction (See Note "Prior year corrections")	528.566
Disposal from revaluation reserve due to sales of property, plant and equipment - net	(299.673)
Deferred income tax calculated on revaluation reserve	(3.835.216)
Deferred income tax calculated on depreciation transferred to retained earnings	767.043
<b>31 December 2012</b>	<b>117.422.792</b>

The carrying amounts of each class of property, plant and equipments that would have been recognised if the assets have been carried under the cost model at 31 December 2012 and 2011 are as follows:

	Land	Land improvements and buildings	Machinery and equipment
<b>31 December 2012:</b>			
Cost	8.555.014	45.477.258	170.940.692
Less: Accumulated depreciation	-	(15.113.168)	(71.513.079)
<b>Net book value</b>	<b>8.555.014</b>	<b>30.364.090</b>	<b>99.427.613</b>
<b>31 December 2011:</b>			
Cost	8.555.014	42.186.158	152.118.577
Less: Accumulated depreciation	-	(13.966.706)	(68.635.464)
<b>Net book value</b>	<b>8.555.014</b>	<b>28.219.452</b>	<b>83.483.113</b>

Pınar Süt Mamülleri Sanayii A.Ş.

## Notes to the Financial Statements at 31 December 2012 and 2011

(Amounts expressed in Turkish Lira ("TL") unless otherwise indicated.)

Convenience Translation into English of Financial Statements Originally Issued in Turkish

### NOTE 19 - INTANGIBLE ASSETS

The movements of intangible assets and related accumulated amortisation for the years ended 31 December 2012 and 2011 were as follows:

	1 January 2012 Opening	Additions	31 December 2012 Closing
<b>Costs:</b>			
Rights	9.490.479	135.637	9.626.116
Accumulated amortisation	(9.249.299)	(124.715)	(9.374.014)
<b>Net book value</b>	<b>241.180</b>		<b>252.102</b>
	1 January 2011 Opening	Additions	31 December 2011 Closing
<b>Costs:</b>			
Rights	9.354.170	136.309	9.490.479
Accumulated amortisation	(9.134.201)	(115.098)	(9.249.299)
<b>Net book value</b>	<b>219.969</b>		<b>241.180</b>

### NOTE 20 - GOODWILL

None (2011: None).

### NOTE 21 - GOVERNMENT GRANTS

During 2012, in accordance with bulletin of Ministry of Agriculture and Rural Affairs, numbered 2011/40, regarding the utilisation of milk powder within export goods, the Company was provided TL6.495.504 government incentive. The relevant incentive amount was reflected to the statement of comprehensive income by netting off against the cost of sales (2011: TL3.768.013). Also in scope of Turquality Project implemented by Undersecretariat of Foreign Trade to support brandization of products made in Turkey in foreign markets and to settle the image of Turkish goods, the Company was provided TL1.773.158 (2011: TL1.100.101) government incentive. The incentive amount is deducted from selling and marketing expenses.



## Pınar Süt Mamülleri Sanayii A.Ş.

**Notes to the Financial Statements at 31 December 2012 and 2011**

(Amounts expressed in Turkish Lira ("TL") unless otherwise indicated.)

Convenience Translation into English of Financial Statements Originally Issued in Turkish

**NOTE 22 - PROVISIONS, CONTINGENT ASSETS AND CONTINGENT LIABILITIES**

	31 December 2012	31 December 2011
<b>a) Short-term provisions:</b>		
Management bonus accruals	1.455.696	1.142.510
Provision for seniority incentive bonus	249.092	203.350
Provision for litigations	76.000	76.000
Other	38.968	56.410
	<b>1.819.756</b>	<b>1.478.270</b>

Movement of management bonus accruals during the year is as follows:

	2012	2011
<b>1 January</b>	<b>1.142.510</b>	<b>1.140.045</b>
Payment of management bonus	(186.814)	(497.535)
Provision for management bonus (Note 29.b)	500.000	500.000
<b>31 December</b>	<b>1.455.696</b>	<b>1.142.510</b>

**b) Long-term provisions:**

Provisions for seniority incentive bonus	327.790	260.871
--	---------	---------

**c) Guarantees Given:**

Bails	652.482.300	688.069.700
Letters of guarantee	9.957.164	7.896.340
Guarantee notes	-	2.500.000
Other	-	32.894
	<b>662.439.464</b>	<b>698.498.934</b>

As of December 2012 and 2011, guarantees given are mainly related with joint guarantees provided by the Company along with Yaşar Holding A.Ş., Çamlı Yem Besicilik Sanayi ve Ticaret A.Ş., Dyo Boya Fabrikaları Sanayi ve Ticaret A.Ş., Viking Kağıt ve Selüloz A.Ş., Pınar Su Sanayi ve Ticaret A.Ş., Pınar Entegre Et ve Un Sanayii A.Ş. ve Yaşar Birleşik Pazarlama Dağıtım Turizm ve Ticaret A.Ş. for repayment of borrowings obtained by Yaşar Group companies from international capital markets amounting to EUR69.000.000 and USD275.000.000, equivalent of TL652.482.300 (2011: EUR69.000.000 and USD275.000.000 equivalent of TL688.069.700).

Pınar Süt Mamülleri Sanayii A.Ş.

**Notes to the Financial Statements at 31 December 2012 and 2011**

(Amounts expressed in Turkish Lira ("TL") unless otherwise indicated.)

Convenience Translation into English of Financial Statements Originally Issued in Turkish

**NOTE 22 – PROVISIONS, CONTINGENT ASSETS AND CONTINGENT LIABILITIES (Continued)**

The collaterals, pledges and mortgages ("CPM") position of the Company for the years ended 31 December 2012 and 2011 were as follows:

	31 December 2012			31 December 2011		
	Currency	Amount	TL Equivalent	Currency	Amount	TL Equivalent
<b>CPM provided by the Company:</b>						
<b>A.</b> Total amount of CPM given for the Company's own legal personality	TL	9.957.164	9.957.164	TL	10.396.340	10.396.340
<b>B.</b> Total amount of CPM given on behalf of fully consolidated companies	-	-	-	-	-	-
<b>C.</b> Total amount of CPM given for continuation of its economic activities on behalf of third parties	-	-	-	-	-	-
<b>D.</b> Total amount of other CPM			<b>652.482.300</b>			<b>688.102.594</b>
<b>i</b> Total amount of CPM given on behalf of the majority shareholder			<b>445.650.000</b>			<b>472.225.000</b>
	USD	250.000.000	445.650.000	USD	250.000.000	472.225.000
<b>ii.</b> Total amount of CPM given to behalf of other group companies which are not in scope of B and C			<b>206.832.300</b>			<b>215.877.594</b>
	USD	25.000.000	44.565.000	USD	25.000.000	47.222.500
	EUR	69.000.000	162.267.300	EUR	69.000.000	168.622.200
	TL	-	-	TL	32.894	32.894
<b>iii.</b> Total amount of CPM given on behalf of third parties which are not in scope of C			-			-
<b>TOTAL</b>			<b>662.439.464</b>			<b>698.498.934</b>

The ratio of total amount of other CPM to Equity

150%

157%

## Pınar Süt Mamülleri Sanayii A.Ş.

**Notes to the Financial Statements at 31 December 2012 and 2011**

(Amounts expressed in Turkish Lira ("TL") unless otherwise indicated.)

Convenience Translation into English of Financial Statements Originally Issued in Turkish

**NOTE 22 - PROVISIONS, CONTINGENT ASSETS AND CONTINGENT LIABILITIES (Continued)**

	31 December 2012	31 December 2011
<b>d) Guarantees received:</b>		
Bails	22.007.979	42.233.713
Letters of guarantee	5.959.003	6.580.803
Guarantee cheques	796.886	1.087.911
Mortgages	167.312	165.102
Guarantee notes	75.000	200.000
	<b>29.006.180</b>	<b>50.267.529</b>

As of 31 December 2012, bails received are related with joint guarantees provided to the Company by Yaşar Holding A.Ş., Viking Kağıt ve Selüloz A.Ş., Pınar Su Sanayi ve Ticaret A.Ş., Dyo Boya Fabrikaları Sanayi ve Ticaret A.Ş., Pınar Entegre Et ve Un Sanayi A.Ş., Çamlı Yem Besicilik Sanayi ve Ticaret A.Ş. and Yaşar Birleşik Pazarlama Dağıtım Turizm ve Ticaret A.Ş. for repayment of borrowings obtained by the Company from international capital markets amounting to EUR6.000.000 (2011: EUR6.000.000) and guarantee provided by Yaşar Birleşik Pazarlama Dağıtım Turizm ve Ticaret A.Ş. for repayment of borrowings obtained by the Company amounting to EUR8.000.000 (2011: EUR8.000.000).

Foreign currency denominated guarantees given at 31 December 2012 are as follows:

<b>Guarantees Received</b>	EUR	7.006.512
	USD	193.717

Foreign currency denominated guarantees given at 31 December 2011 are as follows:

<b>Guarantees Received</b>	EUR	14.830.229
	USD	103.717

**e) Contingent liabilities**

As a result of negotiations with the Ayazağa Municipality Housing Department, it was identified that the plots in İstanbul - Ayazağa, the site of the Company's land, buildings and land improvements, are located within a workspace that Municipality have not completed the master plans. As of 31 December 2012, the fair value of the aforementioned properties located on the plots amounts to TL13.900.000. If a new plan comes into force, Ayazağa Municipality may reduce the legal area on the title deeds of those properties. In consideration of the time consuming process, it is not possible to make a reliable estimate of any possible reduction over those plots. The Company management assumes that the impact of such reduction will be immaterial to the financial statements.

**f) Major litigations**

Based on the result of the tax inspection by Ministry of Finance, İzmir Hasan Tahsin Tax Office initiated a legal action against the Company and charged tax penalties amounting to TL3.835.663 comprising of TL1.723.468 VAT penalty and TL2.112.195 tax loss penalty for the transactions in fiscal years in between 2006 and 2011. The Company applied to İzmir Tax Court for cancellation of those tax penalties and except for the lawsuit regarding inconsistency, they were lost. The Company has appealed to a higher court to suspend the execution within the legal time. The Company management and legal counselor of the Company believe that the likelihood of losing the cases is considered to be remote. As a result, no provision was accounted for in the financial statements as of 31 December 2012.

Pınar Süt Mamülleri Sanayii A.Ş.

## Notes to the Financial Statements at 31 December 2012 and 2011

(Amounts expressed in Turkish Lira ("TL") unless otherwise indicated.)

Convenience Translation into English of Financial Statements Originally Issued in Turkish

### NOTE 23 - COMMITMENTS

As of 31 December 2012, the Company has purchase commitments of 3.519 tons of concentrated fruit juice equivalent of TL9.600.420 and packaging materials amounting to EUR825.132 and USD842.593 equivalent of TL3.442.468, and tomato paste amounting to 3.409.000 TL (2011: 2.552 tons of concentrated fruit juice equivalent of TL8.468.276 and packaging materials amounting to EUR4.239.525 equivalent of TL10.360.551).

### NOTE 24 - PROVISION FOR EMPLOYMENT TERMINATION BENEFITS

	31 December 2012	31 December 2011
Provision for employment termination benefits	9.428.290	6.082.672
	<b>9.428.290</b>	<b>6.082.672</b>

Under the Turkish Labour Law, the Company is required to pay termination benefits to each employee who has completed one year of service and whose employment is terminated without due cause, or who is called up for military service, dies or retires after completing 25 years of service (20 years for women) and reaches the retirement age (58 for women and 60 for men).

The amount payable consists of one month's salary limited to a maximum of TL3.033,98 for each year of service as of 31 December 2012 (31 December 2011: TL2.731,85). The liability is not funded, as there is no funding requirement. The provision has been calculated by estimating the present value of the future probable obligation of the Company arising from the retirement of the employees with certain actuarial assumptions.

The principal assumption is that the maximum liability for each year of service will increase in line with inflation. Thus, the discount rate applied represents the expected real rate after adjusting for the anticipated effects of future inflation. The maximum amount of TL3.129,25 which is effective from 1 January 2013 (1 January 2012: TL2.805,04) has been taken into consideration in calculating the provision for employment termination benefits of the Company which is calculated once in every six months.

The following actuarial assumptions were used in the calculation of the total liability:

	31 December 2012	31 December 2011
Discount rate (%)	3,50	4,66
Probability of retirement (%)	96,81	96,74

Movements of the provision for employment termination benefits during the years are as follows:

	2012	2011
<b>1 January</b>	<b>6.082.672</b>	<b>5.609.212</b>
Interest costs	283.453	261.389
Actuarial losses	3.016.762	700.664
Paid during the year	(1.483.836)	(958.042)
Annual charge	1.529.239	469.449
<b>31 December</b>	<b>9.428.290</b>	<b>6.082.672</b>

The total of interest costs, actuarial losses and current service cost for the year amounting to TL4.829.454 (2011: TL1.431.502) was included in general administrative expenses (Note 29.b).

Pınar Süt Mamülleri Sanayii A.Ş.

**Notes to the Financial Statements at 31 December 2012 and 2011**

(Amounts expressed in Turkish Lira ("TL") unless otherwise indicated.)

Convenience Translation into English of Financial Statements Originally Issued in Turkish

**NOTE 25 - PENSION PLANS**

None (2011: None).

**NOTE 26 - OTHER ASSETS AND LIABILITIES**

	31 December 2012	31 December 2011
<b>a) Other current assets:</b>		
Tax and funds deductible	5.807.249	2.810.814
Income accrual	2.040.757	762.882
Prepaid expenses	1.900.719	2.066.973
Order advances given	338.178	3.479.496
Other	7.168	66.783
	<b>10.094.071</b>	<b>9.186.948</b>

<sup>1)</sup> Income accruals are comprised of government subsidy to be received for brand developments and related marketing activities, and for usage of milk powder in products sold abroad.

**b) Other non-current assets:**

Advances for property, plant and equipment purchases	1.856.462	-
Prepaid expenses	66.673	24.393
	<b>1.923.135</b>	<b>24.393</b>

**c) Other current liabilities:**

Withholding taxes and fund payable	2.042.521	1.999.337
Payable to personnel	100.136	113.309
Other	49.910	37.385
	<b>2.192.567</b>	<b>2.150.031</b>

**NOTE 27 - EQUITY**

The Company adopted the registered share capital system available to companies registered to the CMB and set a limit on its registered share capital representing registered type shares with a nominal value of Kr1. The Company's historical authorised registered capital at 31 December 2012 and 2011 is as follows:

	31 December 2012	31 December 2011
Registered share capital (historical values)	80.000.000	80.000.000
Authorised registered share capital with a nominal value	44.951.051	44.951.051

Pınar Süt Mamülleri Sanayii A.Ş.

## Notes to the Financial Statements at 31 December 2012 and 2011

(Amounts expressed in Turkish Lira ("TL") unless otherwise indicated.)

Convenience Translation into English of Financial Statements Originally Issued in Turkish

### NOTE 27 - EQUITY (Continued)

The compositions of the Company's share capital at 31 December 2012 and 2011 were as follows:

	31 December 2012		31 December 2011	
	Share (%)	TL	Share (%)	TL
Yaşar Holding (A, B, C)	61,41	27.603.901	61,19	27.503.258
Public quotation (C)	37,95	17.060.367	37,95	17.060.367
Other	0,64	286.783	0,86	387.426
<b>Share capital</b>	<b>100</b>	<b>44.951.051</b>	<b>100</b>	<b>44.951.051</b>
Adjustment to share capital		16.513.550		16.513.550
<b>Total paid-in capital</b>		<b>61.464.601</b>		<b>61.464.601</b>

Adjustment to share capital amounting to TL16.513.550 (2011: TL16.513.550) represents the remaining amount after net-off the accumulated losses of 2003 from the difference between restated (inflation adjusted) share capital and historical cost of share capital (before inflation adjustment).

As of 31 December 2012, there are 4.495.105.125 (2011: 4.495.105.125) units of shares each with a face value of Kr1 (2011: Kr1) each.

The Company's capital is composed of 172.800 units of A type shares and 126.000 units of B type shares and 4.494.806.325 units of C type shares, and the C type shares are traded on the ISE. Based on the Company's Articles of Association, the Board of Directors comprises five to nine members elected by the General Assembly from the Company's shareholders or from outside the Company personnel, in accordance with the provisions of the Turkish Commercial Code and the CMB Regulation. In the event the Board of Directors comprises of five members, three are elected from among candidates nominated by shareholders bearing A type shares, one from those nominated by shareholders bearing B type shares and one from those nominated by shareholders bearing C type shares. In the event the Board of Directors comprises of seven members, four are elected from among candidates nominated by shareholders bearing A type shares, two from those nominated by shareholders bearing B type shares, and one from those nominated by shareholders bearing C type shares. In the event the Board of Directors comprises of nine members, five are elected from among the candidates nominated by shareholders bearing A type shares, three from those nominated by shareholders bearing B type shares, and one from those nominated by shareholders bearing C type shares. Executive director can be appointed by Board of Directors in case of their decision. Moreover, the chairman of the board and the executive director are selected among shareholders of A type shares.

Board of Directors have authority to classify new shares as registered or bearer separately in accordance with the CMB regulations. Companies can increase their share capital by way of bonus issue to existing shareholders in proportion of their shareholding rates.

Retained earnings, as per the statutory financial statements, are available for distribution, subject to the legal reserve requirement referred to below:

According to Turkish Commercial Law, interest can't be paid for capital and dividend can be distributed only if via net profit for the year and free capital and legal reserves. Five percent of the annual profit is reserved as legal reserve until it reaches to the twenty percent of the paid in capital. After reached to this point:

- Premium which exists respect to coming in sight of new shares, its issuing expenditures, amortization provisions and its non-charitable used part
- The cost that is paid for the cancelation of common stock bonds in order to foreclose, and the final amount remaining after subtracting the cost of new stocks which are going to be given replacement of these cancelled stocks with the new ones,
- After five percent of dividend is paid to the shareholders, ten percent of the amount that is going to be distributed to the other participating profit shareholders,

are added to general legal capital reserves.

Pınar Süt Mamülleri Sanayii A.Ş.

## Notes to the Financial Statements at 31 December 2012 and 2011

(Amounts expressed in Turkish Lira ("TL") unless otherwise indicated.)

Convenience Translation into English of Financial Statements Originally Issued in Turkish

### NOTE 27 - EQUITY (Continued)

If it does not exceed the half of the legal capital reserves reserved, it can be used in purpose of only if recovering the losses, continue of business in difficult time of business in terms going concern, preventing unemployment, und related precautions taken in order to stop similar bad events and consequences. Company reserves the capital reserves with respect to cover value of its acquisitions. These capital reserves can be broken only if the nominal shares are transferred or destroyed with respect to their original costs. The article related to revaluation fund says, the other funds which are taking part in liabilities can be broken only if they are transmitted into the capital, revalued assets are amortized or transferred.

Allocating more than 5% of annual profit to contingency reserve and exceeding the contingency reserve 20% of paid in capital can be put in the articles of corporation. Predicting to allocate different contingency reserve by Articles of corporation and the expense ways and conditions can be defined in order to allocation.

Dividends cannot be defined without allocating the contingency reserve according to prediction of law and articles of corporation. General assembly can decide to allocate contingency reserve by predicting law and articles of corporation, if it's necessary to re-provide the assets, when considering the all shareholder's benefits, if company's continuous development and distribution of dividend seems fair. Besides, even there is not any sentence in the core contract; general assembly can reserve capital reserve to set up social rights and welfare organization for its workers, for labor organizations in terms of existence and sustainability of these organisms and other social and charitable purposes.

The aforementioned amounts accounted for under "Restricted Reserves" in accordance with CMB Financial Reporting Standards. At 31 December 2012, the restricted reserves of the Company amount to TL34.121.324 (2011: TL27.778.175). The unrestricted reserves of the Company, amounting to TL38.894.799 (2011: TL38.416.250), is classified in the retained earnings.

In accordance with the Communiqué No: XI-29 and related announcements of CMB "Share Capital", "Restricted Reserves" and "Share Premium" shall be carried at their statutory amounts. The valuation differences (e.g. the differences raises from inflation adjustments) shall be classified as follows:

- The difference arising from the "Paid-in-Capital" and not been transferred to capital yet, shall be classified under the "Inflation Adjustment to Share Capital";
- The difference due to the inflation adjustment of "Restricted Reserves" and "Share Premium" and the amount has not been utilised in dividend distribution or capital increase yet, shall be classified under "Retained earnings". Other equity items shall be carried at the amounts calculated based on the CMB Financial Reporting Standards.

Capital adjustments differences have no other use other than being transferred to share capital.

Quoted companies are subject to dividend requirements regulated by the CMB as follows:

In accordance with the announcement of the CMB Decree No. 02/51, dated 27 January 2010, there is no minimum profit distribution limit for listed companies, shares of which are publicly traded on ISE as either cash or bonus shares. According to the aforementioned announcement and CMB Communiqué No: IV, No: 27, the dividend distribution for listed companies will be performed depending on the Articles of Association and publicly available dividend distribution policies of each listed companies. On the other hand, in accordance with the Articles of Association of the Company, up to 5% of retained earnings after dividend distribution could be allocated to the Board of Directors or used for certain reasons designated by the Board of Directors when necessary.

- Based on the approval of the General Assembly, up to 3% of retained earnings after dividend distribution could be allocated to plant investments designated in accordance with article of 468 in TCC,
- Up to 5% of retained earnings after dividend distribution could be allocated to the Board of Directors as necessary,
- Up to 5% of retained earnings after dividend distribution could be allocated to donations, bonuses etc.

Based on the decision of General Assembly meeting on 15 May 2012, the Company has distributed TL65.179.024 of the distributable net profit for the year ended (31 December 2011 amounting to TL50.794.688) as dividend. In context of this dividend distribution decision, the Company separated TL6.343.149 from 2011 profit (2011: TL: 4.904.714) as "Restricted Reserve".

Pınar Süt Mamülleri Sanayii A.Ş.

**Notes to the Financial Statements at 31 December 2012 and 2011**

(Amounts expressed in Turkish Lira ("TL") unless otherwise indicated.)

Convenience Translation into English of Financial Statements Originally Issued in Turkish

**NOTE 27 - EQUITY (Continued)**

Composition of the equity items subject to the profit distribution as per statutory financial statements of the Company is as follows:

	31 December 2012	31 December 2011
Extraordinary reserves	56.793.516	56.314.968
Retained earnings (exclude inflation adjustments)	5.917.708	5.604.521
Profit for the year	51.500.031	72.500.720
	<b>114.211.255</b>	<b>134.420.209</b>

**NOTE 28 - SALES AND COST OF SALES**

	1 January - 31 December 2012	1 January - 31 December 2011
Domestic sales	909.725.897	807.811.754
Export sales	73.499.930	55.295.546
Merchandise goods sales	4.802.548	14.100.837
Gross Sales	988.028.375	877.208.137
Less: Discounts	(240.309.735)	(210.758.882)
Returns	(20.569.276)	(15.342.337)
<b>Net sales</b>	<b>727.149.364</b>	<b>651.106.918</b>
Cost of goods sold	(578.006.156)	(503.147.269)
Cost of merchandise goods sold	(4.161.325)	(14.179.284)
<b>Cost of sales</b>	<b>(582.167.481)</b>	<b>(517.326.553)</b>
<b>Gross Profit</b>	<b>144.981.883</b>	<b>133.780.365</b>



## Pınar Süt Mamülleri Sanayii A.Ş.

**Notes to the Financial Statements at 31 December 2012 and 2011**

(Amounts expressed in Turkish Lira ("TL") unless otherwise indicated.)

Convenience Translation into English of Financial Statements Originally Issued in Turkish

**NOTE 29 - RESEARCH AND DEVELOPMENT EXPENSES, MARKETING, SELLING AND DISTRIBUTION EXPENSES, GENERAL ADMINISTRATIVE EXPENSES**

	1 January - 31 December 2012	1 January - 31 December 2011
<b>a) Marketing, selling and distribution expenses:</b>		
Advertisement	31.556.099	19.042.315
Transportation	9.704.381	5.637.774
Staff costs	4.317.775	3.416.931
Outsourced services	3.672.839	3.061.344
Rent	1.661.490	966.618
Depreciation and amortisation	1.195.786	1.128.687
Other	2.795.407	2.047.561
	<b>54.903.777</b>	<b>35.301.230</b>

	1 January - 31 December 2012	1 January - 31 December 2011
<b>b) General administrative expenses:</b>		
Consultancy charges	9.874.447	8.346.245
Staff costs	9.471.659	7.634.290
Employment termination benefits	4.829.454	1.431.502
Depreciation and amortisation	1.918.973	827.868
Taxes (Corporate Tax excluded)	1.248.414	951.219
Outsourced services	995.186	849.575
Utilities	988.629	679.068
Repair and maintenance	857.040	740.961
Rent	603.551	615.998
Management bonus	500.000	500.000
Communication	287.462	305.327
Travel	227.727	231.206
Insurance	117.658	81.642
Other	1.154.469	1.300.909
	<b>33.074.669</b>	<b>24.495.810</b>

**NOTE 30 - EXPENSE BY NATURE**

	1 January - 31 December 2012	1 January - 31 December 2011
Direct material costs	516.319.374	456.884.327
Staff costs	42.855.219	33.960.909
Advertisement	31.556.099	19.042.315
Utilities	23.831.096	16.876.210
Depreciation and amortisation	12.750.841	14.745.983
Repair and maintenance	10.981.652	8.381.284
Consultancy charges	9.874.447	8.459.785
Transportation	9.704.381	5.637.774
Outsourced services	5.392.066	6.379.035
Rent	3.162.728	2.615.856
Employment termination benefits	4.829.454	1.431.502
Taxes, dues and fees	1.248.414	1.015.624
Insurance	117.658	113.086
Other	4.766.667	7.154.771
	<b>677.390.096</b>	<b>582.698.461</b>

Pınar Süt Mamülleri Sanayii A.Ş.

**Notes to the Financial Statements at 31 December 2012 and 2011**

(Amounts expressed in Turkish Lira ("TL") unless otherwise indicated.)

Convenience Translation into English of Financial Statements Originally Issued in Turkish

**NOTE 31 - OTHER OPERATING INCOME/EXPENSES**

	1 January - 31 December 2012	1 January - 31 December 2011
<b>a) Other operating income:</b>		
Dividend income (Note 37.ii.d)	3.382.389	4.486.945
Rent income	1.644.865	1.472.861
Income from sales of scrap	1.408.323	1.071.737
Income from sales of property, plant and equipment	635.553	517.808
Reversal of impairment of property, plant and equipment	-	901.446
Other	397.698	185.198
	<b>7.468.828</b>	<b>8.635.995</b>
<b>b) Other operating expense:</b>		
Overdue charges upon unpaid taxes	(1.052.194)	(3.990)
Auxiliary material and scrap sales	(185.566)	(818.250)
Rent expense	(154.915)	(154.915)
Donations	(135.725)	(1.271.129)
Other	(428.413)	(518.204)
	<b>(1.956.813)</b>	<b>(2.766.488)</b>

**NOTE 32 - FINANCE INCOME**

	1 January - 31 December 2012	1 January - 31 December 2011
Interest income	5.845.432	7.507.041
Foreign exchange gain	4.021.846	2.119.279
Interest income on term purchases	1.212.545	970.242
Bail income from related parties	1.188.955	1.231.778
	<b>12.268.778</b>	<b>11.828.340</b>

**NOTE 33 - FINANCE EXPENSES**

	1 January - 31 December 2012	1 January - 31 December 2011
Foreign exchange loss	(4.233.471)	(5.450.688)
Interest expense	(3.013.949)	(2.896.358)
Interest expense on term sales	(956.117)	(1.157.429)
Bail expense from related parties	(261.900)	(282.274)
Other	(399.603)	(364.561)
	<b>(8.865.040)</b>	<b>(10.151.310)</b>

## Pınar Süt Mamülleri Sanayii A.Ş.

**Notes to the Financial Statements at 31 December 2012 and 2011**

(Amounts expressed in Turkish Lira ("TL") unless otherwise indicated.)

Convenience Translation into English of Financial Statements Originally Issued in Turkish

**NOTE 34 - ASSETS HELD FOR SALE AND DISCONTINUED OPERATIONS**

None (2011: None).

**NOTE 35 - TAX ASSETS AND TAX LIABILITIES**

As of 31 December 2012 and 2011, corporation taxes currently payable are as follows:

	31 December 2012	31 December 2011
Corporation taxes currently payable	10.738.893	14.890.902
Less: Prepaid corporate tax	(8.449.765)	(11.168.678)
<b>Current income tax liabilities</b>	<b>2.289.128</b>	<b>3.722.224</b>

Corporation tax is payable at a rate of 20% for 2012. (2011: 20%) on the total income of the Company after adjusting for certain disallowable expenses, exempt income (exemption for participation in subsidiaries, exemption for investment incentive allowance etc.) and allowances. No further tax is payable unless the profit is distributed.

Dividends paid to non-resident corporations, which have a place of business in Turkey, or resident corporations are not subject to withholding tax. Otherwise, dividends paid are subject to withholding tax at the rate of 15% (2011: 15%). An increase in capital via issuing bonus shares is not considered as a profit distribution and thus does not incur withholding tax.

Corporations are required to pay advance corporation tax quarterly at the rate of 20% (2011: 20%) on their corporate income. Advance tax is declared by 14th and payable by the 17th (2011: 17th) of the second month following each calendar quarter end. Advance tax paid by corporations is credited against the annual corporation tax liability. If, despite offsetting, there remains an amount for advance tax amount paid, it may be refunded or offset against other liabilities to the government.

In Turkey, there is no procedure for a final and definitive agreement on tax assessments. Companies file their tax returns within 25<sup>th</sup> of fourth month following the close of the financial year to which they relate.

Tax returns are open for 5 years from the beginning of the year that follows the date of filing, during when the tax authorities have the right to examine tax returns and the related accounting records on which they are based, and may issue re-assessments based on their findings. Under the Turkish taxation system, tax losses can be carried forward to offset future taxable income for 5 years.

In Corporate Tax Law, there are many exemptions for corporations, those related to the Company are explained below:

Dividend income from shares in the capital of another corporation subject to resident taxpaying (except dividends from investment funds participation certificates and investment trusts shares) is exempt from corporate tax.

According to Turkish Corporate Income Tax Law numbered 5520, effective from 21 June 2006, a 75% portion of the gains derived from the sales of preferential rights, usufruct shares and founding shares from investment equity and real property, which has remained in assets for more than two full years are exempt from corporate tax. To be entitled to the exemption, the relevant gain is required to be held in a fund account in the liabilities and it must not be withdrawn from the entity for a period of five years. The sales considerations has to be collected up until the end of the second calendar year following the year the sale was realised.

75% of the profits from sale of preferential right certificates and share premiums generated from sale of shares at a price exceeding face values of those shares during incorporations or capital increases of joint stock companies are exempt from corporate tax.

Accordingly, the aforementioned gains/(losses) which have been included in trade profit/(loss) have been taken into consideration in calculation of Company's corporate tax.

Apart from the exemptions mentioned in the preceding paragraphs, the deductions granted in 8<sup>th</sup> article of Corporate Tax Law, and 40<sup>th</sup> article of the Income Tax Law, together with other deductions mentioned in 10<sup>th</sup> article of Corporate Tax Law, have been taken into consideration in calculation of the Company's corporate tax.

Pınar Süt Mamülleri Sanayii A.Ş.

## Notes to the Financial Statements at 31 December 2012 and 2011

(Amounts expressed in Turkish Lira ("TL") unless otherwise indicated.)

Convenience Translation into English of Financial Statements Originally Issued in Turkish

### NOTE 35 - TAX ASSETS AND TAX LIABILITIES (Continued)

#### Transfer Pricing

Corporations should set the prices in accordance with the arm's length principle while entering into transactions regarding the sale or purchase of goods and services with related parties. Under the arm's length principle within the new legislation related parties must set the transfer prices for purchase and sale of goods and services as if they would have been agreed between third parties. Depending on the circumstances, a choice of accepted methods in aforementioned law of arm's length transaction has to be made by corporations for transactions with related parties. Corporations should keep the documentary evidence within the company representing how arm's length price has been determined and the methodology that has been chosen by use of any fiscal records and calculations in case of any request by tax authorities. Besides, corporations must report transactions with related parties in a fiscal period.

If a taxpayer enters into transactions regarding the sale or purchase of goods and services with related parties, where the prices are not set in accordance with the arm's length principle, then related profits are considered to be distributed in a disguised manner through transfer pricing. The profit distributed in a disguised manner through transfer pricing completely or partially in the last day of the fiscal period when the circumstances defined in the 13th article occurred, will be assessed as distributed profit share or transferred amount to headquarter for limited taxpayers. After the distributed profit share is considered as net profit share and complemented to gross amount, deemed profit will be subject to corporate tax. Previous taxation processes will be revised accordingly by taxpayer who distributes disguised profit. In order to make adjustments in this respect, the taxes assessed in the name of the company distributing dividends in a disguised manner must be finalized and paid.

Taxation on income in the statement of comprehensive income for the years ended 31 December 2012 and 2011 are as follows:

	1 January - 31 December 2012	1 January - 31 December 2011
Current corporation tax expense	(10.738.893)	(14.890.902)
Deferred tax income	3.724.662	4.495.383
<b>Taxation on income</b>	<b>(7.014.231)</b>	<b>(10.395.519)</b>

The reconciliation of tax expense is as follows;

	61.820.443	83.315.661
<b>Profit before tax</b>		
Tax calculated at tax rates applicable to the profit	(12.364.089)	(16.663.132)
Expenses not deductible for tax purposes	(58.615)	(321.507)
Tax effect upon the results of investments-in-associates	629.084	1.472.133
Income not subject to tax	200.000	198.796
Income tax due to dividends received from available-for-sale investments	676.478	897.389
Recognition of deferred income tax asset on investment incentive	3.574.300	3.639.263
Other	328.611	381.539
<b>Total taxation on income</b>	<b>(7.014.231)</b>	<b>(10.395.519)</b>

#### Deferred income taxes

The company recognises deferred income tax assets and liabilities based upon temporary differences arising between its financial statements are reported in accordance with the CMB Financial Reporting Standards and its tax purpose financial statements.

Deferred income taxes are calculated on temporary differences that are expected to be realised or settled based on the taxable income in future periods under the liability method using a principal tax rate of 20% (2011: 20%).

Pınar Süt Mamülleri Sanayii A.Ş.

**Notes to the Financial Statements at 31 December 2012 and 2011**

(Amounts expressed in Turkish Lira ("TL") unless otherwise indicated.)

Convenience Translation into English of Financial Statements Originally Issued in Turkish

**NOTE 35 - TAX ASSETS AND TAX LIABILITIES (Continued)**

The breakdown of cumulative temporary differences and the resulting deferred income tax assets/(liabilities) provided at 31 December 2012 and 2011 using the enacted tax rates at the balance sheet dates are as follows:

	31 December 2012		31 December 2011	
	Cumulative temporary differences	Deferred income tax assets/(liabilities)	Cumulative temporary differences	Deferred income tax assets/(liabilities)
Revaluation of property, plant and equipment	135.423.868	(18.001.076)	139.105.109	(19.070.399)
Difference between carrying value (excluding revaluation reserve) and tax bases of property, plant and equipment and intangible assets	50.117.829	(10.208.259)	47.724.715	(9.544.943)
Difference between carrying value and tax bases of available-for-sale investments	31.168.821	(1.315.167)	24.170.891	(963.869)
Unused tax credits <sup>(1)</sup>	(32.869.426)	6.573.885	(18.196.313)	3.639.263
Provision for employment termination benefits	(9.428.290)	1.885.658	(6.082.672)	1.216.534
Other	397.305	(79.461)	(2.164.960)	432.992
<b>Deferred tax liabilities - net</b>		<b>(21.144.420)</b>		<b>(24.290.422)</b>

<sup>(1)</sup> The Company has investment incentive certificate relating with modernization investment at Eskişehir facility. As of 31 December 2012, based on the best estimate of the Company management, it is highly probable to utilize the deferred income tax asset upon investment incentive, amounted to TL6.573.885.

<b>1 January 2011</b>		<b>(21.732.130)</b>
Charged to fair value reserve of available-for-sale investments		366.898
Charge to fair value reserve		(7.420.573)
Credited to consolidated statement of comprehensive income		4.495.383
<b>31 December 2011</b>		<b>(24.290.422)</b>
<b>1 January 2012</b>		<b>(24.290.422)</b>
Correction (See Note 2 "Prior year corrections")		(227.362)
Credited to consolidated statement of comprehensive income		3.724.662
Charged to fair value reserve of available-for-sale investments		(351.298)
<b>31 December 2012</b>		<b>(21.144.420)</b>

**NOTE 36 - EARNINGS PER SHARE**

		1 January - 31 December 2012	1 January - 31 December 2011
Profit for the period	A	54.806.212	72.920.142
Weighted number of 100 shares with a Kr1 face value (Note 27)	B	4.495.105.125	4.495.105.125
<b>Earnings per share with a Kr 1 face value</b>	<b>A/B</b>	<b>1,2192</b>	<b>1,6222</b>

There are no differences between basic and diluted earnings per share. As of 31 December 2012, Board of Directors did not account any dividend.

Pınar Süt Mamülleri Sanayii A.Ş.

**Notes to the Financial Statements at 31 December 2012 and 2011**

(Amounts expressed in Turkish Lira ("TL") unless otherwise indicated.)

Convenience Translation into English of Financial Statements Originally Issued in Turkish

**NOTE 37 - TRANSACTIONS AND BALANCES WITH RELATED PARTIES**

Due from and due to related parties and the transactions with related parties as of and for the years ended 31 December 2012 and 2011 are as follows:

**i) Balances with related parties:**

	31 December 2012	31 December 2011
<b>a) Trade receivables from related parties- current:</b>		
YBP	82.472.451	84.784.212
Yataş	9.604.578	6.037.845
	<b>92.077.029</b>	<b>90.822.057</b>
Less: Unearned finance income	(421.788)	(800.898)
	<b>91.655.241</b>	<b>90.021.159</b>

The effective weighted average interest rates applied to related party trade receivables are 7,57% p.a. as of 31 December 2012 (2011: 11,00% p.a). Trade receivables due from related parties mature within two months (2011: two months).

As of 31 December 2012, trade receivables of TL1.652.905 (2011: TL2.366.227), over which no provision for impairment is provided of overdue receivables and maturity is about one month. (2011: one month) (Note 38.a).

	31 December 2012	31 December 2011
<b>b) Non-trade receivables from related parties-current:</b>		
Yaşar Holding	23.045.288	62.534.321
DYO Boya Fab. A.Ş. ("DYO Boya")	544.676	505.481
Yaşar Bilgi İşlem ve Ticaret A.Ş. ("Yabim")	1.088	42.934
Other	21.167	14.434
	<b>23.612.219</b>	<b>63.097.170</b>

As of 31 December 2012 non-trade receivables from Yaşar Holding amounting to TL12,118,733 consisting of loans obtained from a various financial institutions by the Company, and were transferred to related parties with the same terms and conditions (2011: TL20.164.848). The effective weighted average interest rate applied to TL denominated loan is 13,91% p.a. (2011: 14,29% p.a. and 5,70% p.a.).

As of 31 December 2012, the Company has short-term receivables from Yaşar Holding amounting to TL10.926.555 (2011: TL42.369.473), which are non-trade. The effective weighted average interest rate applied to those receivables is 8,25% p.a. (2011: 12,00% p.a.). The maturity of these non-trade receivables from Yaşar Holding is expected as between three and twelve months.

Other receivables of the Company from related parties consist of receivables related with overdue interest charges and bail commission charges for the borrowings obtained by Yaşar Group companies from international capital markets and various financial institutions with the guarantee of the Company.

**c) Non-trade receivables from related parties- non-current:**

Yaşar Holding	-	<b>11.694.000</b>
---------------	---	-------------------

Pınar Süt Mamülleri Sanayii A.Ş.

**Notes to the Financial Statements at 31 December 2012 and 2011**

(Amounts expressed in Turkish Lira ("TL") unless otherwise indicated.)

Convenience Translation into English of Financial Statements Originally Issued in Turkish

**NOTE 37 - TRANSACTIONS AND BALANCES WITH RELATED PARTIES (Continued)**

	31 December 2012	31 December 2011
<b>d) Trade payables to related parties - current:</b>		
Yadex Export-Import und Spedition GmbH ("Yadex")	8.635.016	3.692.596
Çamlı Yem	3.963.012	2.032.454
Yaşar Holding A.Ş.	2.386.592	2.225.147
Desa Enerji	1.338.872	1.096.156
Hdf FZ Co. ("Hdf")	270.631	835.769
Other	943.827	1.223.702
	<b>17.537.950</b>	<b>11.105.824</b>
Less: Unincurred finance cost	(23.858)	(27.569)
	<b>17.514.092</b>	<b>11.078.255</b>

TL8.635.016 (2011: TL3.692.596) of due to related parties is the payable to Yadex arising from import transactions conducted by these companies on behalf of the Company. Due to Çamlı Yem is mainly derived from the cattle feed purchases from Çamlı Yem that are sold as merchandise stocks to raw milk suppliers.

As of 31 December 2012, the effective weighted average interest rate applied to those payables is 7,55% (2011: 11%) and maturity is 2 months (2011: 2 months).

	31 December 2012	31 December 2011
<b>e) Non-trade payables to related parties- current:</b>		
Payable to shareholders	304.548	253.439
Yaşar Üniversitesi	-	1.007.156
Other	3.277	2.839
	<b>307.825</b>	<b>1.263.434</b>

**ii) Transaction with related parties:**

	1 January - 31 December 2012	1 January - 31 December 2011
<b>a) Product sales:</b>		
YBP	631.509.085	567.598.438
Yataş	73.499.930	55.295.546
Pınar Et	539.715	480.420
Other	113.833	924.180
	<b>705.662.563</b>	<b>624.298.584</b>

Majority of the Company's sales in the domestic market are made to its associate, YBP, and its exports are made to Yataş, which are both Yaşar Group Companies.

Pınar Süt Mamülleri Sanayii A.Ş.

**Notes to the Financial Statements at 31 December 2012 and 2011**

(Amounts expressed in Turkish Lira ("TL") unless otherwise indicated.)

Convenience Translation into English of Financial Statements Originally Issued in Turkish

**NOTE 37 - TRANSACTIONS AND BALANCES WITH RELATED PARTIES (Continued)**

	1 January - 31 December 2012	1 January - 31 December 2011
<b>b) Service sales:</b>		
Çamli Yem	482.506	250.169
YBP	234.866	19.441
Pınar Et	33.300	8.440
Other	108.028	108.534
	<b>858.700</b>	<b>386.584</b>
<b>c) Finance income:</b>		
Yaşar Holding A.Ş.	6.483.364	5.595.671
DYO Boya	171.929	125.937
YBP	89.334	86.409
Viking	66.434	35.425
Other	37.641	30.100
	<b>6.848.702</b>	<b>5.873.542</b>
<b>d) Dividends received:</b>		
YBP <sup>(1)</sup>	5.432.574	8.579.246
Pınar Et	3.380.086	4.197.849
Bintur	2.303	1.969
Pınar Su	-	258.095
Pınar Anadolu <sup>(1)</sup>	-	237.167
Çamli Yem	-	29.032
	<b>8.814.963</b>	<b>13.303.358</b>

<sup>(1)</sup> Investment-in-associate (Note 16).



Pınar Süt Mamülleri Sanayii A.Ş.

**Notes to the Financial Statements at 31 December 2012 and 2011**

(Amounts expressed in Turkish Lira ("TL") unless otherwise indicated.)

Convenience Translation into English of Financial Statements Originally Issued in Turkish

**NOTE 37 - TRANSACTIONS AND BALANCES WITH RELATED PARTIES (Continued)**

	1 January - 31 December 2012	1 January - 31 December 2011
<b>e) Other incomes from related parties:</b>		
YBP	883.861	793.427
Çamlı Yem	844.820	741.733
Other	70.638	31.357
	<b>1.799.319</b>	<b>1.566.517</b>

Other income from YBP and Çamlı Yem is related to the rent of cars and building in the current period.

**f) Product purchases:**

Yadex	24.793.578	11.480.363
Desa Enerji	12.043.358	9.090.879
Çamlı Yem	7.323.734	13.947.374
Hedef Ziraat	2.671.578	1.975.117
Pınar Anadolu	-	69.005
Other	132.138	155.285
	<b>46.964.386</b>	<b>36.718.023</b>

The Company imports raw materials through Yadex, purchases steam and electricity from Desa Enerji, and purchases seeds from Çamlı Yem to sell to its rare milk suppliers.

**g) Service purchases:**

Yaşar Holding	9.542.203	7.897.704
YBP	5.653.411	3.829.901
Yataş	2.167.069	1.664.446
Bintur	486.631	430.312
Other	208.299	220.472
	<b>18.057.613</b>	<b>14.042.835</b>

Service purchases from YBP, which is Company's associate and Yaşar Group company, are related to promotion and advertisement, whereas service purchases from Yaşar Holding are related to consultancy, revision and research and development services.

Pınar Süt Mamülleri Sanayii A.Ş.

**Notes to the Financial Statements at 31 December 2012 and 2011**

(Amounts expressed in Turkish Lira ("TL") unless otherwise indicated.)

Convenience Translation into English of Financial Statements Originally Issued in Turkish

**NOTE 37 - TRANSACTIONS AND BALANCES WITH RELATED PARTIES (Continued)**

	1 January - 31 December 2012	1 January - 31 December 2011
<b>h) Purchases of property, plant and equipment:</b>		
Yaşar Holding	82.697	-
Pınar Anadolu	-	68.941
Dyo Matbaa	-	46.575
Other	11.874	106.148
	<b>94.571</b>	<b>221.664</b>
<b>i) Finance expenses:</b>		
Çamli Yem	248.505	112.877
YBP	142.319	149.203
Yaşar Holding	111.738	79.871
DYO Boya	19.930	20.336
Viking	19.930	20.336
Pınar Et	19.930	20.336
Other	19.930	155.438
	<b>582.282</b>	<b>558.397</b>
The finance expense mainly consists of interest costs and bail commission charges, which is related with the transferred loans and borrowings obtained by the Company from international capital markets and various financial institutions with the guarantee of Yaşar Group Companies (Note 22). The commission rates of bail and financing used in the associated intercompany charges is 0,50% p.a. (2011:0,50% p.a.).		
<b>j) Dividends paid:</b>		
Yaşar Holding	39.879.724	31.078.681
Public quotation	24.737.175	19.277.936
Other	562.125	438.071
	<b>65.179.024</b>	<b>50.794.688</b>
<b>k) Sales of investment property:</b>		
Dyo Boya	12.488	-
Çamli Yem	12.189	-
Yataş	3.893	-
Pınar Et	2.691	16.062
YBP	-	45.715
Other	29.511	51.575
	<b>60.772</b>	<b>113.352</b>

## Pınar Süt Mamülleri Sanayii A.Ş.

**Notes to the Financial Statements at 31 December 2012 and 2011**

(Amounts expressed in Turkish Lira ("TL") unless otherwise indicated.)

Convenience Translation into English of Financial Statements Originally Issued in Turkish

**NOTE 37 - TRANSACTIONS AND BALANCES WITH RELATED PARTIES (Continued)**

	1 January - 31 December 2012	1 January - 31 December 2011
<b>l) Donations:</b>		
Yaşar Üniversitesi	-	1.000.000
Yaşar Eğitim Vakfı	-	175.000
	-	<b>1.175.000</b>

**m) Key management compensation:**

Key management includes members of Board of Directors, General Manager and directors. The compensation paid or payable to key management are shown below:

Salaries and other short term employee benefits	1.929.110	1.694.545
Management bonus	898.288	500.000
Termination benefits	-	38.535
Post-employment benefits	-	51.252
Other long-term benefits	140.174	20.245
	<b>2.967.572</b>	<b>2.304.577</b>

**n) Bails given for Yaşar Group companies:**

The Company jointly guarantees with Yaşar Holding A.Ş., Çamlı Yem Besicilik Sanayi ve Ticaret A.Ş., Dyo Boya Fabrikaları Sanayi ve Ticaret A.Ş., Viking Kağıt ve Selüloz A.Ş., Pınar Su Sanayi ve Ticaret A.Ş., Pınar Entegre Et ve Un Sanayi A.Ş. and Yaşar Birleşik Pazarlama Dağıtım Turizm ve Ticaret A.Ş., the repayment of loans obtained by Yaşar Group companies from international markets and financial institutions amounting to EUR69.000.000 and USD275.000.000 equivalent of TL652.482.300 (2011: EUR69.000.000 and USD275.000.000 equivalent of TL688.069.700) (Note 22)

**o) Bails received from Yaşar Group companies:**

As of 31 December 2012, guarantees received from related parties are related with joint guarantees provided to the Company by Yaşar Holding A.Ş., Viking Kağıt ve Selüloz A.Ş., Pınar Su Sanayi ve Ticaret A.Ş., Dyo Boya Fabrikaları Sanayi ve Ticaret A.Ş., Pınar Entegre Et ve Un Sanayi A.Ş., Çamlı Yem Besicilik Sanayi ve Ticaret A.Ş. and Yaşar Birleşik Pazarlama Dağıtım Turizm ve Ticaret A.Ş. for repayment of borrowings obtained by the Company from international capital markets amounting to EUR6.000.000 equivalent to TL14.110.200 and guarantees provided by Yaşar Birleşik Pazarlama Dağıtım Turizm ve Ticaret A.Ş. related with guarantee letters amounting to EUR248.677 and TL 7.312.966 equivalent to TL7.897.779 (31 December 2011: EUR14.511.706 and TL6.770.005 equivalent to TL42.233.713).

Pınar Süt Mamülleri Sanayii A.Ş.

## Notes to the Financial Statements at 31 December 2012 and 2011

(Amounts expressed in Turkish Lira ("TL") unless otherwise indicated.)

Convenience Translation into English of Financial Statements Originally Issued in Turkish

### NOTE 38 - FINANCIAL INSTRUMENTS AND FINANCIAL RISK MANAGEMENT

The Company's activities expose it to a variety of financial risks: market risk (including currency risk, cash flow, fair value interest rate risk), capital risk, credit risk and liquidity risk. The Company's overall risk management program focuses on the unpredictability of financial markets and seeks to minimize potential adverse effects on the financial performance of the Company.

Risk management is carried out by the senior management and finance department of the Company under policies approved by Board of Directors. The Board of Directors provides principles for overall risk management as well as policies covering specific areas, such as foreign exchange risk, interest rate risk and capital risk and closely monitors financial and operational risks (especially arising from meat price fluctuations).

The financial risk management objectives of the Company are defined as follows:

- Safeguarding the Company's core earnings stream from its major assets through the effective control and management of foreign exchange risk and interest rate risk;
- Effective and efficient usage of credit facilities in both the short and long term through the adoption of reliable liquidity management planning and procedures;
- Effective monitoring and minimizing risks sourced from counterparts.

#### a) Credit risk:

Ownership of financial assets involves the risk that counterparties may be unable to meet the terms of their agreements and in turn credit risks arises from cash and cash equivalents, deposits in banks and financial institutions, as well as credit exposures to customers, including outstanding receivables and committed transactions. Majority of the Company's sales in domestic market are made to its investments in associate, YBP, and its exports are made to Yataş, which are both Yaşar Group Companies. In line with past experiences and current condition trade receivables are monitored by the Company Management and necessary provisions for impairment is recognised. The Company management believes that credit risk arises from receivables is well managed. The Company management believes that there is no risk for non-trade receivables from related parties since they are mainly comprised of receivables from shareholders (Note 37.i.b). The credit risk analysis of the Company as of 31 December 2012 and 2011 are as follows:

Pınar Süt Mamülleri Sanayii A.Ş.

**Notes to the Financial Statements at 31 December 2012 and 2011**

(Amounts expressed in Turkish Lira ("TL") unless otherwise indicated.)

Convenience Translation into English of Financial Statements Originally Issued in Turkish

**NOTE 38 - FINANCIAL INSTRUMENTS AND FINANCIAL RISK MANAGEMENT (Continued)**

31 December 2012	Receivables					
	Trade Receivables <sup>(1)</sup>		Other Receivables		Bank Deposits	Other
	Related Parties	Third Parties	Related Parties	Third Parties		
<b>Maximum amount of credit risk exposed as of reporting date (A+B+C+D+E) <sup>(2)</sup></b>	<b>91.655.241</b>	<b>9.509.079</b>	<b>23.612.219</b>	<b>342.113</b>	<b>4.474.767</b>	-
- The part of maximum credit risk covered with guarantees	-	368.264	-	-	-	-
<b>A.</b> Net book value of financial assets not due or not impaired <sup>(3)</sup>	90.002.336	9.303.093	23.182.181	342.113	4.474.767	-
<b>B.</b> Net book value of financial assets whose conditions are renegotiated, otherwise will be classified as past due or impaired <sup>(3)</sup>	-	-	-	-	-	-
<b>C.</b> Net book value of assets past due but not impaired <sup>(4)</sup>	1.652.905	205.986	430.038	-	-	-
- The part covered by guarantees	-	86.275	-	-	-	-
<b>D.</b> Net book value of assets impaired						
- Past due amount (gross book value)	-	458.181	-	-	-	-
- Impairment amount (-)	-	(458.181)	-	-	-	-
- Collateral held as security and guarantees received	-	-	-	-	-	-
- Due amount (gross book value)	-	-	-	-	-	-
- Impairment amount (-)	-	-	-	-	-	-
- Collateral held as security and guarantees received	-	-	-	-	-	-
<b>E.</b> Off-balance items exposed to credit risk	-	-	-	-	-	-

Pınar Süt Mamülleri Sanayii A.Ş.

**Notes to the Financial Statements at 31 December 2012 and 2011**

(Amounts expressed in Turkish Lira ("TL") unless otherwise indicated.)

Convenience Translation into English of Financial Statements Originally Issued in Turkish

**NOTE 38 - FINANCIAL INSTRUMENTS AND FINANCIAL RISK MANAGEMENT (Continued)**

31 December 2011	Receivables					
	Trade Receivables <sup>(1)</sup>		Other Receivables		Bank Deposits	Other
	Related Parties	Third Parties	Related Parties	Third Parties		
<b>Maximum amount of credit risk exposed as of reporting date (A+B+C+D+E) <sup>(2)</sup></b>	<b>90.021.159</b>	<b>12.342.513</b>	<b>74.791.170</b>	<b>2.610.413</b>	<b>4.960.803</b>	-
- The part of maximum credit risk covered with guarantees	-	-	-	-	-	-
<b>A.</b> Net book value of financial assets not due or not impaired <sup>(3)</sup>	87.654.932	12.266.362	74.369.298	2.610.413	4.960.803	-
<b>B.</b> Net book value of financial assets whose conditions are renegotiated, otherwise will be classified as past due or impaired <sup>(3)</sup>	-	-	-	-	-	-
<b>C.</b> Net book value of assets past due but not impaired <sup>(4)</sup>	2.366.227	76.151	421.872	-	-	-
- The part covered by guarantees	-	-	-	-	-	-
<b>D.</b> Net book value of assets impaired						
- Past due amount (gross book value)	-	462.724	-	-	-	-
- Impairment amount (-)	-	(462.724)	-	-	-	-
- Collateral held as security and guarantees received	-	-	-	-	-	-
- Due amount (gross book value)	-	-	-	-	-	-
- Impairment amount (-)	-	-	-	-	-	-
- Collateral held as security and guarantees received	-	-	-	-	-	-
<b>E.</b> Off-balance items exposed to credit risk	-	-	-	-	-	-

<sup>(1)</sup> Trade receivables of the Company mainly consists of receivables resulting from sales of milk and milk products.<sup>(2)</sup> Factors increasing credit reliability such as guarantees received are not taken into consideration while determination of aforementioned amounts.<sup>(3)</sup> None.

Pınar Süt Mamülleri Sanayii A.Ş.

**Notes to the Financial Statements at 31 December 2012 and 2011**

(Amounts expressed in Turkish Lira ("TL") unless otherwise indicated.)

Convenience Translation into English of Financial Statements Originally Issued in Turkish

**NOTE 38 - FINANCIAL INSTRUMENTS AND FINANCIAL RISK MANAGEMENT (Continued)**

(4) Agings of financial instruments past due but not impaired are as below:

31 December 2012	Receivables		Total
	Related Parties	Third Parties	
Past due 1-30 days	1.574.213	205.986	1.780.199
Past due 1-3 months	1.619	-	1.619
Past due 3-12 months	507.111	-	507.111
The part of credit risk covered with guarantees	-	(86.275)	(86.275)
	<b>2.082.943<sup>(1)</sup></b>	<b>119.711<sup>(2)</sup></b>	<b>2.202.654</b>

31 December 2011	Receivables		Total
	Related Parties	Third Parties	
Past due 1-30 days	2.366.227	76.151	2.442.378
Past due 1-3 months	-	-	-
Past due 3-12 months	421.872	-	421.872
The part of credit risk covered with guarantees	-	-	-
	<b>2.788.099</b>	<b>76.151</b>	<b>2.864.250</b>

<sup>(1)</sup> A total amount of TL1.539.937 of the overdue but not impaired receivables from related parties has been collected as of the approval date of the financial statements.<sup>(2)</sup> A total amount of TL169.134 the overdue but not impaired receivables from third parties has been collected as of the approval date of the financial statements.**b) Liquidity risk:**

Prudent liquidity risk management comprises maintaining sufficient cash, the availability of funding through an adequate amount of committed credit facilities and the ability to close out market positions.

The ability to fund the existing and prospective debt requirements is managed by maintaining the availability of fund providers lines from high quality lenders. In order to maintain liquidity, the Company management closely monitors the timely collection of trade receivables, take actions to minimise the effect of delay in collections and arranges cash and non-cash credit lines from financial institutions in case of requirement.

Pınar Süt Mamülleri Sanayii A.Ş.

**Notes to the Financial Statements at 31 December 2012 and 2011**

(Amounts expressed in Turkish Lira ("TL") unless otherwise indicated.)

Convenience Translation into English of Financial Statements Originally Issued in Turkish

**NOTE 38 - FINANCIAL INSTRUMENTS AND FINANCIAL RISK MANAGEMENT (Continued)**

31 December 2012					
	Carrying Value	Total Cash outflows per agreement (=I+II+III)	Less than 3 months (I)	3 - 12 months (II)	1 - 5 years (III)
<b>Contractual maturity dates:</b>					
<b>Non-Derivative Financial Liabilities</b>					
Financial liabilities	15.651.815	16.295.303	1.476.259	14.683.383	135.661
Trade payables	127.471.935	127.800.244	110.024.692	5.080.347	12.695.205
Other payables	356.359	366.359	-	317.825	48.534
	<b>143.480.109</b>	<b>144.461.906</b>	<b>111.500.951</b>	<b>20.081.555</b>	<b>12.879.400</b>
<b>Derivative financial instruments</b>					
Financial (assets)/liabilities (Note 8)	(2.214.222)	(1.485.349)	440.864	(1.926.213)	-
31 December 2011					
	Carrying Value	Total Cash outflows per agreement (=I+II+III)	Less than 3 months (I)	3 - 12 months (II)	1 - 5 years (III)
<b>Contractual maturity dates:</b>					
<b>Non-Derivative Financial Liabilities</b>					
Financial liabilities	35.526.619	38.234.724	548.218	21.524.807	16.161.699
Trade payables	111.788.166	112.275.410	103.263.089	3.593.175	5.419.146
Other payables	1.311.968	1.321.968	1.007.156	2.839	311.973
	<b>148.626.753</b>	<b>151.832.102</b>	<b>104.818.463</b>	<b>25.120.821</b>	<b>21.892.818</b>
<b>Derivative financial instruments</b>					
Financial (assets)/liabilities (Note 8)	(2.814.941)	(1.759.433)	301.101	304.410	(2.364.944)



Pınar Süt Mamülleri Sanayii A.Ş.

**Notes to the Financial Statements at 31 December 2012 and 2011**

(Amounts expressed in Turkish Lira ("TL") unless otherwise indicated.)

Convenience Translation into English of Financial Statements Originally Issued in Turkish

**NOTE 38 - FINANCIAL INSTRUMENTS AND FINANCIAL RISK MANAGEMENT (Continued)****c) Market risk:****i) Foreign exchange risk**

The Company is exposed to foreign exchange risks through the impact of rate changes on translation into TL of foreign currency denominated assets and liabilities. The Company minimizes the risk through balancing foreign currency denominated assets and liabilities. These risks are monitored by analyses of the foreign currency position. Current risks are discussed by the Audit Committee and the Board of Directors regularly and the foreign exchange rates relevant to the foreign currency position of the Company are mentioned. When necessary derivative financial instruments (swap contracts) are used as a tool to hedge foreign exchange risk.

	Foreign Currency Position			
	31 December 2012			
	TL Equivalent	USD	EUR	Other (TL Equivalent)
1. Trade Receivables	7.188.414	3.581.270	63.461	655.201
2a. Monetary Financial Assets (Cash, Bank accounts included)	9.705	2.252	2.420	-
2b. Non-monetary Financial Assets	-	-	-	-
3. Other	-	-	-	-
<b>4. Current Assets (1+2+3)</b>	<b>7.198.119</b>	<b>3.583.522</b>	<b>65.881</b>	<b>655.201</b>
5. Trade Receivables	-	-	-	-
6a. Monetary Financial Assets	-	-	-	-
6b. Non-monetary Financial Assets	-	-	-	-
7. Other	-	-	-	-
<b>8. Non-Current Assets (5+6+7)</b>	<b>-</b>	<b>-</b>	<b>-</b>	<b>-</b>
<b>9. Total Assets (4+8)</b>	<b>7.198.119</b>	<b>3.583.522</b>	<b>65.881</b>	<b>655.201</b>
10. Trade Payables	(45.054.161)	(6.791.370)	(14.008.823)	(3.316)
11. Financial Liabilities	(14.596.873)	-	(6.206.945)	-
12a. Monetary Other Liabilities	-	-	-	-
12b. Non-monetary Other Liabilities	-	-	-	-
<b>13. Short-Term Liabilities (10+11+12)</b>	<b>(59.651.034)</b>	<b>(6.791.370)</b>	<b>(20.215.768)</b>	<b>(3.316)</b>
14. Trade Payables	(12.695.205)	-	(5.398.310)	-
15. Financial Liabilities	(131.958)	-	(56.112)	-
16a. Monetary Other Liabilities	-	-	-	-
16b. Non-monetary Other Liabilities	-	-	-	-
<b>17. Long-Term Liabilities (14+15+16)</b>	<b>(12.827.163)</b>	<b>-</b>	<b>(5.454.422)</b>	<b>-</b>
<b>18. Total Liabilities (13+17)</b>	<b>(72.478.197)</b>	<b>(6.791.370)</b>	<b>(25.670.190)</b>	<b>(3.316)</b>
<b>19. Net Asset/(Liability) Position of Off-Balance Sheet Derivative Instruments (19a-19b)</b>	<b>-</b>	<b>-</b>	<b>-</b>	<b>-</b>
19a. Amount of Hedged Asset	-	-	-	-
19b. Amount of Hedged Liability	-	-	-	-
<b>20. Net Foreign Currency Asset/(Liability) Position (9-18+19)</b>	<b>(65.280.078)</b>	<b>(3.207.848)</b>	<b>(25.604.309)</b>	<b>651.885</b>
<b>21. Net Foreign Currency Asset/(Liability) Position of Monetary Items (IFRS 7.B23) (=1+2a+3+5+6a-10-11-12a-14-15-16a)</b>	<b>(65.280.078)</b>	<b>(3.207.848)</b>	<b>(25.604.309)</b>	<b>651.885</b>
<b>22. Total Fair Value of Financial Instruments Used for Foreign Currency Hedging</b>	<b>-</b>	<b>-</b>	<b>-</b>	<b>-</b>
23. Hedged amount for Foreign Currency Assets	-	-	-	-
24. Hedged amount for Foreign Currency Liability	14.332.955	-	6.094.721	-
25. Export	73.499.930	38.250.876	274.724	4.667.851
26. Import	47.687.232	-	20.277.770	-

Pınar Süt Mamülleri Sanayii A.Ş.

**Notes to the Financial Statements at 31 December 2012 and 2011**

(Amounts expressed in Turkish Lira ("TL") unless otherwise indicated.)

Convenience Translation into English of Financial Statements Originally Issued in Turkish

31 December 2011				
	TL Equivalent	USD	EUR	Other (TL Equivalent)
	5.834.615	2.661.157	61.082	658.683
	29.042	13.732	1.270	-
	-	-	-	-
	19.904.883	1.765	8.091.046	128.651
	<b>25.768.540</b>	<b>2.676.654</b>	<b>8.153.398</b>	<b>787.334</b>
	-	-	-	-
	-	-	-	-
	-	-	-	-
	-	-	-	-
	-	-	-	-
	<b>25.768.540</b>	<b>2.676.654</b>	<b>8.153.398</b>	<b>787.334</b>
	(16.289.609)	(6.353.376)	(1.754.938)	-
	(20.452.440)	-	(8.369.114)	-
	-	-	-	-
	-	-	-	-
	<b>(36.742.049)</b>	<b>(6.353.376)</b>	<b>(10.124.052)</b>	-
	(5.419.146)	-	(2.217.508)	-
	(15.074.179)	-	(6.168.336)	-
	-	-	-	-
	-	-	-	-
	<b>(20.493.325)</b>	-	<b>(8.385.844)</b>	-
	<b>(57.235.374)</b>	<b>(6.353.376)</b>	<b>(18.509.896)</b>	-
	-	-	-	-
	-	-	-	-
	-	-	-	-
	<b>(31.466.834)</b>	<b>(3.676.722)</b>	<b>(10.356.498)</b>	<b>787.334</b>
	<b>(31.466.834)</b>	<b>(3.676.722)</b>	<b>(10.356.498)</b>	<b>787.334</b>
	-	-	-	-
	-	-	-	-
	<b>14.940.755</b>	-	<b>6.113.739</b>	-
55.295.546	29.712.325	775.001	3.850.122	
35.956.912	-	15.442.466	-	

Pınar Süt Mamülleri Sanayii A.Ş.

**Notes to the Financial Statements at 31 December 2012 and 2011**

(Amounts expressed in Turkish Lira ("TL") unless otherwise indicated.)

Convenience Translation into English of Financial Statements Originally Issued in Turkish

**NOTE 38 - FINANCIAL INSTRUMENTS AND FINANCIAL RISK MANAGEMENT (Continued)**

31 December 2012	Sensitivity Analysis for Foreign Currency Risk			
	Profit/Loss		Equity	
	Appreciation of foreign currency	Depreciation of foreign currency	Appreciation of foreign currency	Depreciation of foreign currency
<b>Change of USD by 10% against TL</b>				
1- Asset/Liability denominated in USD - net	(571.831)	571.831		
2- The part hedged for USD risk (-)	-	-		
<b>3- USD Effect - net (1+2)</b>	<b>(571.831)</b>	<b>571.831</b>		
<b>Change of EUR by 10% against TL</b>				
4- Asset/Liability denominated in EUR - net	(6.021.365)	6.021.365		
5- The part hedged for EUR risk (-)	1.433.296	(1.433.296)		
<b>6- EUR Effect - net (4+5)</b>	<b>(4.588.069)</b>	<b>4.588.069</b>		
<b>Change of Other Currencies by average 10% against TL</b>				
7- Assets/Liabilities denominated in other foreign currencies - net	65.188	(65.188)		
8- The part hedged for other foreign currency risk (-)	-	-		
<b>9- Other Foreign Currency Effect - net (7+8)</b>	<b>65.188</b>	<b>(65.188)</b>		
<b>TOTAL (3+6+9)</b>	<b>(5.094.712)</b>	<b>5.094.712</b>		

31 December 2011	Sensitivity Analysis for Foreign Currency Risk			
	Profit/Loss		Equity	
	Appreciation of foreign currency	Depreciation of foreign currency	Appreciation of foreign currency	Depreciation of foreign currency
<b>Change of USD by 10% against TL</b>				
1- Asset/Liability denominated in USD - net	(694.496)	694.496		
2- The part hedged for USD risk (-)	-	-		
<b>3- USD Effect - net (1+2)</b>	<b>(694.496)</b>	<b>694.496</b>		
<b>Change of EUR by 10% against TL</b>				
4- Asset/Liability denominated in EUR - net	(2.530.921)	2.530.921		
5- The part hedged for EUR risk (-)	1.494.076	(1.494.076)		
<b>6- EUR Effect - net (4+5)</b>	<b>(1.036.845)</b>	<b>1.036.845</b>		
<b>Change of Other Currencies by average 10% against TL</b>				
7- Assets/Liabilities denominated in other foreign currencies - net	78.733	(78.733)		
8- The part hedged for other foreign currency risk (-)	-	-		
<b>9- Other Foreign Currency Effect - net (7+8)</b>	<b>78.733</b>	<b>(78.733)</b>		
<b>TOTAL (3+6+9)</b>	<b>(1.652.608)</b>	<b>1.652.608</b>		

Pınar Süt Mamülleri Sanayii A.Ş.

## Notes to the Financial Statements at 31 December 2012 and 2011

(Amounts expressed in Turkish Lira ("TL") unless otherwise indicated.)

Convenience Translation into English of Financial Statements Originally Issued in Turkish

### NOTE 38 - FINANCIAL INSTRUMENTS AND FINANCIAL RISK MANAGEMENT (Continued)

#### ii) Interest rate risk

The Company is exposed to interest rate risk through the impact of rate changes on interest bearing assets and liabilities.

	Interest Rate Position	
	31 December 2012	31 December 2011
<b>Financial instruments with fixed interest rate</b>		
Financial assets	129.282.933	182.143.971
Financial liabilities	129.098.620	133.637.464
<b>Financial instruments with floating interest rate</b>		
Financial liabilities	12.118.733	12.125.814

According to the interest rate sensitivity analysis performed as at 31 December 2012, if interest rates had been 1% higher while all other variables being constant, net income for the year would be TL36.339 lower (2011: TL37.879) as a result of additional interest expense that would be incurred on financial instruments with floating rates.

#### iii) Price risk

The profitability of the Company's operations and the cash flows generated by those operations are affected by changes in the raw material prices and market competition that are closely monitored by the Company management and precautions for cost efficiency are taken. The Company does not anticipate that prices of raw milk and other raw materials will change significantly in the foreseeable future and, therefore, has not entered into derivative or other contracts to manage the risk of a decline or increase in the prices of raw milk and other stocks and raw materials.

The current risks are properly monitored by Board of Directors and Audit Committee regularly in considering the need for active financial risk management.

#### d) Capital Risk Management:

The Company's objectives when managing capital to provide returns for shareholders and benefits for other stakeholders and to maintain an optimal capital structure to reduce the cost of capital.

In order to maintain or adjust the capital structure, the Company may adjust the amount of dividends paid to shareholders, return capital to shareholders, issue new shares or sell assets to reduce debt.

The Company monitors capital on the basis of the gearing ratio. This ratio is calculated as net debt divided by total equity. Net debt is calculated as the total liability (including borrowings, trade payables, due to related parties and other payables, as shown in the balance sheet) less cash and cash equivalents.

Pınar Süt Mamülleri Sanayii A.Ş.

**Notes to the Financial Statements at 31 December 2012 and 2011**

(Amounts expressed in Turkish Lira ("TL") unless otherwise indicated.)

Convenience Translation into English of Financial Statements Originally Issued in Turkish

**NOTE 38 - FINANCIAL INSTRUMENTS AND FINANCIAL RISK MANAGEMENT (Continued)**

	31 December 2012	31 December 2011
Financial liabilities	15.651.815	35.526.619
Derivative financial assets	(2.214.222)	(2.814.941)
Other payables to related parties	307.825	1.263.434
Less: Cash and cash equivalents (Note 6)	(4.506.394)	(4.989.129)
Net debt	<b>9.239.024</b>	<b>28.985.983</b>
Total equity	<b>436.175.692</b>	<b>438.962.894</b>
<b>Net-debt/equity ratio</b>	<b>2%</b>	<b>7%</b>

The Company's strategy is to maintain low levels of balance sheet gearing and indebtedness consistent with its conservative financial profile. The Company management regularly monitors the debt/equity ratio.

**NOTE 39 - FINANCIAL INSTRUMENTS (FAIR VALUE AND FINANCIAL RISK MANAGEMENT DISCLOSURES)****Classification of financial assets**

The Company classified financial assets and liabilities as available-for-sale investments, borrowings and receivables. Cash and cash equivalents (Note 6), trade receivables (Notes 10 and 37) and other receivables (Note 11 and 37) of the Company are categorised as loans and receivables; and measured at amortised cost using effective interest method. Available-for-sale investments of the Company are disclosed in Note 7. Financial liabilities (Note 8), other financial liabilities (Note 9), trade payables (Note 10) and other payables (Notes 11 and 37) are categorised as financial liabilities measured at amortised costs using effective interest method.

Fair value is the amount at which a financial instrument could be exchanged in a current transaction between willing parties, other than in a forced sale or liquidation, and is best evidenced by a quoted market price, if one exists.

The estimated fair values of financial instruments have been determined by the Company using available market information and appropriate valuation methodologies. However, judgement is necessarily required to interpret market data to estimate the fair value. Accordingly, the estimates presented herein are not necessarily indicative of the amounts the Company could realise in a current market exchange.

The following methods and assumptions were used to estimate the fair value of the financial instruments:

**Financial assets**

The fair value of the foreign currency denominated amounts, which are translated by using the exchange rates prevailing at period-end, is considered to approximate their fair value. The fair values of certain financial assets carried at costs, including cash and due from banks, receivables and other financial assets are considered to approximate their respective carrying values due to their short-term nature. Available-for-sale investments are carried at their fair values. The fair values of available-for-sale investments which do not have quoted market prices in active markets, are determined by using general accepted valuation techniques or stated at cost, less a provision for impairment, if any, by assuming the carrying values do not differ materially from their fair values.

**Financial liabilities**

Fair values of bank borrowings are disclosed in Note 8.

Trade payables, payables to related parties and other monetary liabilities are estimated to be presented with their discounted carrying amounts and they are considered to approximate to their fair values and the fair values of balances denominated in foreign currencies, which are translated at year-end Exchange rates, are considered to approximate carrying values.

Pınar Süt Mamülleri Sanayii A.Ş.

## Notes to the Financial Statements at 31 December 2012 and 2011

(Amounts expressed in Turkish Lira ("TL") unless otherwise indicated.)

Convenience Translation into English of Financial Statements Originally Issued in Turkish

### NOTE 39 - FINANCIAL INSTRUMENTS (FAIR VALUE AND FINANCIAL RISK MANAGEMENT DISCLOSURES) (Continued)

The table below analyses financial instruments except for the certain available for sale investments which are measured at cost less impairment, if any, as their fair values cannot be reliably estimated using generally accepted valuation techniques, carried at fair value by valuation method. The different levels have been defined as follows:

- Quoted prices (unadjusted) in active markets for identical assets or liabilities (Level 1).
- Inputs other than quoted prices included within Level 1 that are observable for the asset or liability, either directly (that is, as prices) or indirectly (that is, derived from prices) (Level 2).
- Inputs for the asset or liability that are not based on observable market data (that is, unobservable inputs) (Level 3).

The following table presents the Company's assets and liabilities that are measured at fair value at 31 December 2012 and 2011.

#### 31 December 2012

	Level 1	Level 2	Level 3 <sup>(1)</sup>	Total
<b>Assets:</b>				
Available-for-sale investments	39.314.167	-	14.019.269	53.333.436
Derivative financial instruments designated as hedges	-	2.214.222	-	2.214.222
<b>Total assets</b>	<b>39.314.167</b>	<b>2.214.222</b>	<b>14.019.269</b>	<b>55.547.658</b>

#### 31 December 2011

	Level 1	Level 2	Level 3 <sup>(1)</sup>	Total
<b>Assets:</b>				
Available-for-sale investments	34.364.363	-	11.706.876	46.071.239
Derivative financial instruments designated as hedges	-	2.814.941	-	2.814.941
<b>Total assets</b>	<b>34.364.363</b>	<b>2.814.941</b>	<b>11.706.876</b>	<b>48.886.180</b>

<sup>(1)</sup> Please see Note 7-a for the movement of Level 3 financial instruments.

### NOTE 40 - SUBSEQUENT EVENTS

As of 1 February 2013, the Company undersigned an agreement with Dimes Gıda Sanayii Ticaret A.Ş. ("Dimes") for production and distribution of milk to schools in Eastern Anatolia and Aegean regions, and in this context, Dimes - Pınar Ordinary Partnership ("Dimes-Pınar") was established. The shareholding interest rates of Pınar Süt and Dimes in Dimes-Pınar, are 43% and 57% respectively. Dimes-Pınar has given a letters of guarantee amounting to TL1.672.000 to Republic of Turkey Ministry of Food, Agriculture and Livestock.

### NOTE 41 - OTHER MATTERS THAT MAY HAVE A MATERIAL EFFECT ON, OR BE EXPLAINED FOR THE CLEAR UNDERSTANDING OF THE FINANCIAL STATEMENTS

None (2011: None).

### NOTE 42 - EXPLANATION FOR CONVENIENCE TRANSLATION INTO ENGLISH

As of 31 December 2012, the CMB Financial Reporting Standards differ from IFRS issued by the International Accounting Standards Board with respect to the application of inflation accounting for the period between 1 January - 31 December 2005. Accordingly, the financial statements are not intended to present the financial position and results of operations of the Company in accordance with IFRS.