

Disclosure is made regarding the questions asked in Ordinary General Assembly of Pınar Süt Mamülleri Sanayii A.Ş. dated 30.03.2016.

**Question:** May the company increase the amount of donations?

**Answer:** The Company makes the donations which are related the maximum limit on donation and in social qualified to be covered by the donation policy.

**Question:** Goat milk production would be made. What is the situation in this case?

**Answer:** We evaluate the goat milk production, this is a niche market and we are working on this case.

**Question:** We see Pınar Su products abroad. Could we get information about export activities of Pınar Süt?

**Answer:** Pınar Süt has started to export to the European Union. We export labaneh and white cheese to England and Germany. Although we have a small share for competition currently, our company has an export permission to EU in Turkey and to be able to presence in that market after many years is very important for us.

**Question:** Pınar Süt produces strained yoghurt and creamed yoghurt and the company's product range is too many, 72 types of products are produced, where do you sell so many kinds of products?

**Answer:** Different products are positioned in different channels and The Company Yaşar Birleşik Pazarlama manages these processes. However, we sometimes simplify the product portfolio. Strained cheese is produced in Eskişehir Plant. The difference between those is strained yoghurt includes high protein and low fat. In this way, it meets the protein requirements additionally. Each category has different customers and we try to manage it carefully.