PINAR SÜT MAMULLERİ SANAYİİ A.Ş.

FINANCIAL STATEMENTS
AT 1 JANUARY - 31 DECEMBER 2019
TOGETHER WITH INDEPENDENT AUDITOR'S REPORT

(CONVENIENCE TRANSLATION INTO ENGLISH - THE TURKISH TEXT IS AUTHORITATIVE)



CONVENIENCE TRANSLATION INTO ENGLISH OF INDEPENDENT AUDITOR'S REPORT ORIGINALLY ISSUED IN TURKISH

INDEPENDENT AUDITOR'S REPORT

To the General Assembly of Pınar Süt Mamulleri Sanayii A.Ş.

A. Audit of the financial statements

1. Our opinion

We have audited the accompanying financial statements of Pınar Süt Mamulleri Sanayii A.Ş. (the "Company") which comprise the statement of financial position as at 31 December 2019, the statement of profit or loss and other comprehensive income, the statement of changes in equity and the statement of cash flows for the year then ended and notes to the financial statements comprising a summary of significant accounting policies.

In our opinion, the financial statements present fairly, in all material respects, the financial position of the Company as at 31 December 2019, and its financial performance and its cash flows for the year then ended in accordance with Turkish Financial Reporting Standards ("TFRS").

2. Basis for opinion

Our audit was conducted in accordance with the Standards on Independent Auditing (the "SIA") that are part of Turkish Standards on Auditing issued by the Public Oversight Accounting and Auditing Standards Authority (the "POA"). Our responsibilities under these standards are further described in the "Auditor's Responsibilities for the Audit of the Financial Statements" section of our report. We hereby declare that we are independent of the Company in accordance with the Ethical Rules for Independent Auditors (the "Ethical Rules") and the ethical requirements regarding independent audit in regulations issued by POA that are relevant to our audit of the financial statements. We have also fulfilled our other ethical responsibilities in accordance with the Ethical Rules and regulations. We believe that the audit evidence we have obtained during the independent audit provides a sufficient and appropriate basis for our opinion.

3. Key audit matters

Key audit matters are those matters that, in our professional judgment, were of most significance in our audit of the financial statements of the current period. Key audit matters were addressed in the context of our independent audit of the financial statements as a whole, and in forming our opinion thereon, and we do not provide a separate opinion on these matters.

Key Audit Matter

How the key audit matter was addressed in the audit

Fair value measurement of land and land improvements and buildings (Refer to Notes 2.6.4 and 10)

In accordance with TAS 36, "Property, plant and equipment", land and land improvements and buildings are carried at fair value on the financial statements.

The fair value gain before tax amounting to TL 35,485,821 was appraised by the independent professional valuers at 31 December 2019. The fair value gain was recognised as revaluation reserve in equity, net of applicable deferred income tax in the financial position.

This was a key audit matter since the total amount of the land and land improvements and buildings as of 31 December 2019 has a significant share in the assets of the Company and these valuations include estimations and assumptions that are sensitive to discount rates, the location and zoning status, benchmark prices per m^2 , and the construction costs per m^2 .

The following audit procedures were addressed in our audit work for the fair value measurement of land and land improvements and buildings:

- We assessed in accordance with relevant audit standards that the competency, capability and objectivity of the independent professional valuers who were appointed by the Company management.
- We checked and agreed the completeness and reconcile the input data in terms of m², location and zoning status, used by the independent professional valuers who were appointed by the Company management, on a sample basis, with the Company's records. In addition to that certain estimates and assumptions such as the discount rates, market reference prices per m² and construction costs per m² were assessed with the help of the external auditor expert.
- In accordance with the provisions of "ISA 620: Use of Work of Expert" standard, we got our external auditor expert involved on a sample basis to evaluate the assumptions and methods used by the Company management and the independent professional valuers who were appointed by the Company management.
- The compliance of the disclosures of fair value determination of land and land improvements and buildings in the financial statements in accordance with the relevant financial reporting standards were evaluated.



4. Responsibilities of management and those charged with governance for the financial statements

The Company management is responsible for the preparation and fair presentation of the financial statements in accordance with TFRS, and for such internal control as management determines is necessary to enable the preparation of financial statements that are free from material misstatement, whether due to fraud or error.

In preparing the financial statements, management is responsible for assessing the Company's ability to continue as a going concern, disclosing, as applicable, matters related to going concern and using the going concern basis of accounting unless management either intends to liquidate the Company or to cease operations, or has no realistic alternative but to do so.

Those charged with governance are responsible for overseeing the Company's financial reporting process.

5. Auditor's responsibilities for the audit of the financial statements

Responsibilities of independent auditors in an independent audit are as follows:

Our aim is to obtain reasonable assurance about whether the financial statements as a whole are free from material misstatement, whether due to fraud or error, and to issue an independent auditor's report that includes our opinion. Reasonable assurance expressed as a result of an independent audit conducted in accordance with SIA is a high level of assurance but does not guarantee that a material misstatement will always be detected. Misstatements can arise from fraud or error. Misstatements are considered material if, individually or in the aggregate, they could reasonably be expected to influence the economic decisions of users taken on the basis of these financial statements.

As part of an independent audit conducted in accordance with SIA, we exercise professional judgment and maintain professional scepticism throughout the audit. We also:

- ldentify and assess the risks of material misstatement in the financial statements, whether due to fraud or error, design and perform audit procedures responsive to those risks, and obtain audit evidence that is sufficient and appropriate to provide a basis for our opinion. The risk of not detecting a material misstatement resulting from fraud is higher than for one resulting from error, as fraud may involve collusion, forgery, intentional omissions, misrepresentations, or the override of internal control.
- Assess the internal control relevant to the audit in order to design audit procedures that are appropriate in the circumstances, but not for the purpose of expressing an opinion on the effectiveness of the Company's internal control.

5. Auditor's responsibilities for the audit of the financial statements (Continued)

- Evaluate the appropriateness of accounting policies used and the reasonableness of accounting estimates and related disclosures made by management.
- Conclude on the appropriateness of management's use of the going concern basis of accounting and, based on the audit evidence obtained, whether a material uncertainty exists related to events or conditions that may cast significant doubt on the Company's ability to continue as a going concern. If we conclude that a material uncertainty exists, we are required to draw attention in our auditor's report to the related disclosures in the financial statements or, if such disclosures are inadequate, to modify our opinion. Our conclusions are based on the audit evidence obtained up to the date of our independent auditor's report. However, future events or conditions may cause the Company to cease to continue as a going concern.
- Evaluate the overall presentation, structure and content of the financial statements, including the disclosures, and whether the financial statements represent the underlying transactions and events in a manner that achieves fair presentation.

We communicate with those charged with governance regarding, among other matters, the planned scope and timing of the audit and significant audit findings, including any significant deficiencies in internal control that we identify during our audit.

We provide those charged with governance with a statement that we have complied with relevant ethical requirements regarding independence. We also communicate with them all relationships and other matters that may reasonably be thought to bear on our independence, and where applicable, related safeguards.

From the matters communicated with those charged with governance, we determine those matters that were of most significance in the audit of the financial statements of the current period and are therefore the key audit matters. We describe these matters in our auditor's report unless law or regulation precludes public disclosure about the matter or when, in extremely rare circumstances, we determine that a matter should not be communicated in our report because the adverse consequences of doing so would reasonably be expected to outweigh the public interest benefits of such communication.



B. Other responsibilities arising from regulatory requirements

- No matter has come to our attention that is significant according to subparagraph 4 of Article 402 of Turkish Commercial Code ("TCC") No. 6102 and that causes us to believe that the Company's bookkeeping activities concerning the period from 1 January to 31 December 2019 period are not in compliance with the TCC and provisions of the Company's articles of association related to financial reporting.
- 2. In accordance with subparagraph 4 of Article 402 of the TCC, the Board of Directors submitted the necessary explanations to us and provided the documents required within the context of our audit.
- 3. In accordance with subparagraph 4 of Article 398 of the TCC, the auditor's report on the early risk identification system and committee was submitted to the Company's Board of Directors on 28 February 2020.

PwC Bağımsız Denetim ve Serbest Muhasebeci Mali Müşavirlik A.Ş.

ORIGINAL COPY ISSUED AND SIGNED IN TURKISH

Mehmet Karakurt, SMMM Partner

İstanbul, 28 February 2020

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PINAR SÜT MAMULLERİ SANAYİİ A.Ş.

STATEMENTS OF FINANCIAL POSITIONS (BALANCE SHEETS)

AT 31 DECEMBER 2019 AND 2018

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

	Notes	31 December 2019	31 December 2018
CURRENT ASSETS			
Cash and Cash Equivalents	4	15,456,092	1,193,004
Trade Receivables		370,032,551	292,348,136
- Trade Receivables from Related Parties	5	358,117,229	283,012,940
- Trade Receivables from Third Parties	6	11,915,322	9,335,196
Other Receivables		2,600,161	6,517,360
- Other Receivables from Related Parties	5	66,411	83,399
- Other Receivables from Third Parties	7	2,533,750	6,433,961
Inventories	8	157,745,936	169,199,697
Prepaid Expenses	9	5,620,707	3,451,261
- Prepaid Expenses to Third Parties		5,620,707	3,451,261
Current Income Tax Assets	25	87,351	-
Other Current Assets	18	28,871,730	35,429,115
- Other Current Assets from Third Parties		28,871,730	35,429,115
TOTAL CURRENT ASSETS		580,414,528	508,138,573
NON-CURRENT ASSETS			
Financial Investments	27	85,837,114	46,114,555
Other Receivables		13,359	13,359
- Other Receivables from Third Parties		13,359	13,359
Investments in Associates Accounted for			
Using Equity Method	3	120,655,150	83,320,562
Property, Plant and Equipment	10.a	753,717,617	751,713,962
- Land		183,225,000	162,713,500
- Land Improvements		14,640,000	13,344,008
- Buildings		92,043,235	80,397,486
- Machinery, Plant and Equipment		446,856,908	449,717,529
- Vehicles		790,593	501,615
- Furniture and Fixtures		9,781,236	10,659,698
- Construction in Progress		6,380,645	34,380,126
Right of Use Assets	10.b	2,565,460	-
Intangible Assets	11	5,186,648	2,826,000
- Other Intangible Assets		5,186,648	2,826,000
Prepaid Expenses	9	585,228	269,783
- Prepaid Expenses to Third Parties		585,228	269,783
TOTAL NON-CURRENTS ASSETS		968,560,576	884,258,221
TOTAL ASSETS		1,548,975,104	1,392,396,794

The financial statements at 31 December 2019 and for the year then ended have been approved for issue by Board of Directors of Pınar Süt Mamulleri Sanayii A.Ş. on 28 February 2020. General Assembly and specified regulatory bodies have the right to make amendments after statutory financial statements issued.

PINAR SÜT MAMULLERİ SANAYİİ A.Ş.

STATEMENTS OF FINANCIAL POSITIONS (BALANCE SHEETS)
AT 31 DECEMBER 2019 AND 2018

	Notes	31 December 2019	31 December 2018
CURRENT LIABILITIES			
Short-Term Borrowings	13	31,228,891	65,255,444
- Short-Term Borrowings From Third Parties		31,228,891	65,255,444
- Bank Borrowings		31,228,891	65,255,444
Short-Term Portion of Long-Term Borrowings	13	36,066,746	40,841,356
- Short-Term Portion of Long-Term Borrowings			
From Third Parties		36,066,746	40,841,356
- Bank Borrowings		34,251,409	40,841,356
- Borrowings From Lease Liabilities		1,815,337	-
Other Financial Liabilities		46,394	-
- Other Miscellaneous Financial Liabilities		46,394	-
Trade Payables		389,599,442	349,291,785
- Trade Payables to Related Parties	5	42,874,119	25,628,099
- Trade Payables to Third Parties	6	346,725,323	323,663,686
Payables Related to Employee Benefits	16	2,270,967	1,803,146
Other Payables		11,662,231	12,764,453
- Other Payables to Related Parties	5	8,070,235	9,914,320
- Other Payables to Third Parties	7	3,591,996	2,850,133
Deferred Income		1,053	2,391,616
- Deferred Income From Third Parties	9	1,053	2,391,616
Current Tax Liabilities	25	-	51,237
Short-Term Provisions	20	670,613	308,267
- Short-Term Provisions for Employee Benefits	16	670,613	308,267
Other Current Liabilities	18	26,980	20,018
- Other Current Liabilities to Third Parties		26,980	20,018
TOTAL CURRENT LIABILITIES		471,573,317	472,727,322
NON-CURRENT LIABITIES			
Long-Term Borrowings	13	85,306,202	25,555,556
- Long-Term Borrowings From Third Parties		85,306,202	25,555,556
- Bank Borrowings		84,586,318	25,555,556
- Borrowings From Lease Liabilities		719,884	-
Trade Payables		29,837,820	49,739,044
- Trade Payables to Third Parties	6	29,837,820	49,739,044
Long-Term Provisions		27,321,115	22,965,781
- Long-Term Provisions for		_,,02.,,0	22,, 33,, 01
Employee Termination Benefits	16	27,321,115	22,965,781
Deferred Tax Liabilities	25	36,689,516	39,968,864
TOTAL NON-CURRENT LIABILITIES		179,154,653	138,229,245
TOTAL LIABILITIES		650,727,970	610,956,567

PINAR SÜT MAMULLERİ SANAYİİ A.Ş.

STATEMENTS OF FINANCIAL POSITIONS (BALANCE SHEETS)

AT 31 DECEMBER 2019 AND 2018

	Notes	31 December 2019	31 December 2018
EQUITY			
Equity Attributable to			
Owners of the Parent Company		898,247,134	781,440,227
Share Capital	19	44,951,051	44,951,051
Adjustment to Share Capital	19	16,513,550	16,513,550
Other Comprehensive Income/ (Expense) not to be			
Reclassified to Profit or Loss		440,217,395	352,043,990
- Gain/ (Loss) on Revaluation and Remeasurement		339,409,227	327,487,629
- Increase/ (Decrease) on Revaluation of			
Property, Plant and Equipment	10	353,044,854	338,600,210
- Actuarial Gain/ (Loss) Arising from			
Defined Benefit Plans		(13,635,627)	(11,112,581)
- Share of Other Comprehensive Income			
of Investment-in-Associates Accounted for			
Using Equity Method that will not be Reclassified to			
Profit or Loss		44,384,831	5,838,102
- Fair Value Gain of Financial Assets Measured			
through Other Comprehensive Income	27	56,423,337	18,718,259
Other Comprehensive Income/ (Expense) to be			
Reclassified to Profit or Loss		9,133,658	7,797,614
- Share of Other Comprehensive Income			
of Investment-in-Associates Accounted for			
Using Equity Method that will be Reclassified to			
Profit or Loss		9,133,658	7,797,614
Other Profit or Loss		(1,768,324)	-
Restricted Reserves		62,790,880	60,800,423
- Legal Reserves	19	62,790,880	60,800,423
Retained Earnings		291,729,092	250,117,294
Net Profit for the Year		34,679,832	49,216,305
TOTAL EQUITY		898,247,134	781,440,227
TOTAL LIABILITIES AND EQUITY		1,548,975,104	1,392,396,794

PINAR SÜT MAMULLERİ SANAYİİ A.Ş.

STATEMENT OF INCOME AND OTHER COMPREHENSIVE INCOME FOR THE PERIODS 1 JANUARY - 31 DECEMBER 2019 AND 2018

		1 January -	1 January -
	Notes	31 December 2019	31 December 2018
PROFIT OR LOSS			
Revenue	20	1,664,585,471	1,487,832,140
Cost of Sales	20	(1,461,507,503)	(1,256,251,399)
Gross Profit from Trading Operations		203,077,968	231,580,741
GROSS PROFIT	20	203,077,968	231,580,741
General Administrative Expenses	21	(50,070,772)	(42,416,015)
Marketing Expenses	21	(105,686,818)	(98,857,932)
Research and Development Expenses	21	(14,302,642)	(13,467,250)
Other Income from Operating Activities	22	36,325,282	27,662,497
Other Expense from Operating Activities	22	(16,052,113)	(23,320,515)
OPERATING PROFIT		53.290.905	81.181.526
Income From Investing Activities	23	5,371,748	6,508,616
Expense From Investing Activities	23	(9,745)	(2,001,188)
Share of Results of Investment-in-Associates	3	4,368,187	13,620,781
OPERATING PROFIT BEFORE			
FINANCIAL INCOME/ (EXPENSE)		63,021,095	99,309,735
Financial Income	24	7,529,704	10,268,163
Financial Expenses	24	(45,131,857)	(73,043,992)
PROFIT BEFORE TAX			
FROM CONTINUING OPERATIONS		25,418,942	36,533,906
Tax Income/ (Expense) from Continuing Operations		9,260,890	12,682,399
- Current Tax Expense	25	(451,192)	(539,771)
- Deferred Tax Income	25	9,712,082	13,222,170
PROFIT FOR THE YEAR			
CONTINUING OPERATIONS		34,679,832	49,216,305
PROFIT FOR THE YEAR		34,679,832	49,216,305
Earnings Per Share		0.7715	1.0949
- Earnings per Kr1 number of 100 shares			
from continuing operations	26	0.7715	1.0949

PINAR SÜT MAMULLERİ SANAYİİ A.Ş.

STATEMENT OF INCOME AND OTHER COMPREHENSIVE INCOME FOR THE PERIODS 1 JANUARY - 31 DECEMBER 2019 AND 2018

		1 January -	1 January -
	Notes	31 December 2019	31 December 2018
OTHER COMPREHENSIVE INCOME			
Items not to be Reclassified			
to Profit or Loss		104,711,475	48,554,829
Increase in Revaluation of Property,			
Plant and Equipment	10	35,485,821	110,110,531
Fair Value Gain Of Financial Assets Measured			
Through Other Comprehensive Income	27	39,722,559	(27,567,542)
Share of Other Comprehensive Income of Associates			
Accounted for Using Equity Method			
that will not be Reclassified to Profit or Loss		39,089,636	(11,959,257)
- Gains (Losses) on Remeasurements of Defined			
Benefit Plans of Associates Accounted for			
Using Equity Method	3	(628,105)	(361,757)
- Revaluation Increases (Decreases) of			
Property, Plant and Equipments of Associates			
Accounted for Using Equity Method	3	39,717,741	(11,597,500)
Actuarial Gain/ Loss Arising from Defined			
Benefit Plans	16	(3,153,808)	(1,626,259)
Taxes Relating To Other Comprehensive Income			
That Will Not Be Reclassified To Profit Or Loss		(6,432,733)	(20,402,644)
- Gains on Revaluation of			. , , .
Property, Plant and Equipment, Tax Effect	25	(5,046,014)	(22,022,106)
- Fair Value Gain Of Financial Assets Measured		\(\frac{1}{2}\)	, ,, , , , , , , , , , , , , , , , , , ,
Through Other Comprehensive			
Income, Tax Effect	25	(2,017,481)	1,294,210
- Actuarial Gain/ (Loss) Arising from Defined	20	(2,017,1017	1,271,210
Benefit Plans, Tax Effect	25	630,762	325,252
	20	000,702	020,202
Items to be Reclassified			
to Profit or Loss		1,336,044	3,347,737
Share of Other Comprehensive Income of Associates			
Accounted for Using Equity Method			
that will be Reclassified to Profit or Loss		1,336,044	3,347,737
- Gains (Losses) on Foreign Currency Translation			
Differences Of Associates Accounted For			
Using Equity Method	3	1,336,044	3,347,737
OTHER COMPREHENSIVE INCOME		106,047,519	51,902,566
		4/2	
TOTAL COMPREHENSIVE INCOME		140,727,351	101,118,871

PINAR SÜT MAMULLERI SANAYII A.Ş.

STATEMENTS OF CHANGES IN EQUITY FOR THE YEARS ENDED AT 31 DECEMBER 2019 AND 2018

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

				#6 - G	Other Comprehensive Income/ (Expense) not to be Reclassified in Profit or Loss		Other Comprehensive Income/ (Expense) to be Reclassified in Profit or Loss					
	Share	Adjustment to Share	Increase/ (Decrease on Revaluation of Property		Revaluation or Classifications Earnings of Assets at Fair Value Through Other Comprehensive	Share of Other Comprehensive Income of Associates Accounted for Using Equity Method that will not be Rectassified to	Share of Other Comprehensive Income of Associates Accounted to Equity Method that will be Reclassified to	Other (Losses)/	Restricted	Retained	Net Profit for the	Total
1 January -31 December 2018	Сарпа	Capital	Equipments	Plans	псот	Profit or Loss	Profit or Loss	Gains	Keserves	Earnings	year	Equity
Balances at the beginning of the period	44,951,051	16,513,550	261,716,422	(9,811,574)	44,991,591	18,139,069	4,449,877	'	59,129,038	212,121,181	47,082,544	699,282,749
Transfers Total comprehensive income - Net profit for the year	1 1 1	1 1 1	(11,204,637) 88,088,425	(1,301,007)	- (26,273,332) -	(341,710) (11,959,257)	3,347,737	1 1 1	1 1 1	58,628,891	(47,082,544) 49,216,305 49,216,305	- 101,118,871 49,216,305
- Other comprehensive income/ (expense) Profit shares	1 1	1 1	88,088,425	(1,301,007)	(26,273,332)	(11,959,257)	3,347,737	1 1	1,671,385	- (20,632,778)	1 1	51,902,566 (18,961,393)
Balances at the end of the period	44,951,051	16,513,550	338,600,210	(11,112,581)	18,718,259	5,838,102	7,797,614		60,800,423	250,117,294	49,216,305	781,440,227
1 January -31 December 2019 Balances at the beginning of the period	44,951,051	16,513,550	338,600,210	(11,112,581)	18,718,259	5,838,102	7,797,614		60,800,423	250,117,294	49,216,305	781,440,227
Transfers		ı	(15,995,163)	1 1	1 1	(542,907)		1768 327,1)	I I	65,754,375	(49,216,305)	- (768 327)
Total comprehensive income - Net profit for the year	ם מפח מח		30,439,807	(2,523,046)	37,705,078	39,089,636	1,336,044	- ' 00,324)	1 1 1		34,679,832	140,727,351 34,679,832
- Other comprehensive income/ (expense) Profit shares	1 1	1 1	30,439,807	(2,523,046)	37,705,078	39,089,636	1,336,044	1 1	1,990,457	- (24,142,577)		106,047,519 (22,152,120)
Balances at the end of the period	44,951,051	16,513,550	353,044,854	(13,635,627)	56,423,337	44,384,831	9,133,658 (1,768,324)	,768,324)	62,790,880	291,729,092	34,679,832	898,247,134

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

PINAR SÜT MAMULLERİ SANAYİİ A.Ş.STATEMENTS OF CASH FLOWS FOR THE YEARS ENDED AT

31 DECEMBER 2019 AND 2018

		1 January -	1 January -
	Notes	31 December 2019	31 December 2018
CASH FLOWS FROM OPERATING ACTIVITIES		60,357,357	123,983,195
Net Profit (Loss) for the Year		34,679,832	49,216,305
Profit (Loss) for the Year from Continuing Activities		34,679,832	49,216,305
Adjustments Related to Reconciliation of			
Net Profit (Loss) for the Year:		68,046,523	49,168,236
Adjustments for Depreciation and Amortization	10	49,777,554	34,216,280
Adjustments for Impairments/ Reversals		56,739	6,126
- Adjustments for Decrease in Fair Value of Inventories		56,739	6,126
Adjustments for Provisions		5,235,996	5,486,324
- Adjustments for (Reversal of)			
Provisions Related with Employee Benefits	16	5,235,996	5,486,324
Adjustments for Dividend Income	23	(5,084,993)	(4,333,747)
Adjustments for Interest Income/ (Expense)		27.377.253	28,608,811
- Adjustments for Interest Income		(6,962,560)	(2,894,724)
- Adjustments for Interest Expense		34,339,813	31,503,535
Adjustments for Unrealized Foreign		0.1,007,010	0.10001000
Currency Translation Differences		4,813,383	9.151.241
Adjustments for Fair Value (Gains) Losses on		4,013,303	7,131,241
Derivative Financial Instruments			3,349,552
Adjustments for Undistributed Profits of Investments		-	3,347,332
.,		(/ 2/0 107)	(10 / 00 701)
Accounted for Using Equity Method	0	(4,368,187)	(13,620,781)
- Adjustments for Undistributed Profits of Associates	3	(4,368,187)	(13,620,781)
Adjustments for Tax Income/ Losses	25	(9,260,890)	(12,682,399)
Adjustments for Gain/ Losses on Sale of Tangible Assets		(277,015)	(173,679)
Adjustments for Other Adjustments Related			
to Profit/Loss Reconciliation		(223,317)	(839,492)
Changes in Working Capital:		(40,046,200)	25,557,069
Adjustments For Increases/ (Decreases) In Trade Receivables		(73,482,107)	(38,779,599)
- (Decreases)/ Increases In Trade Receivables From Releated Parties		(70,901,981)	(41,933,289)
- (Decreases)/ Increases In Trade Receivables Form Third Parties		(2.580.126)	3,153,690
Adjustments For Increases In Other Receivables		544,701	1,242,025
Increases In Other Receivables From Third Parties		544,701	1,242,025
Adjustments For Increases/ (Decreases) In Inventories		11,453,761	(23,361,838)
·			
(Decreases)/ Increases In Prepaid Expenses		(2,169,446)	1,086,832
Adjustments for Increases/ (Decreases) in trade payables		19,939,212	95,359,881
- Increase In Trade Accounts Payables To Related Parties		15,867,939	7,543,947
- Increase In Trade Accounts Payables To Third Parties		4,071,273	87,815,934
Increases/Decreases In Debts From Employment Termination Benefits		1,136,250	(701,611)
Adjustments For Increases In Other Payable		741,863	507,129
- Increases In Other Payable From Third Parties		741,863	507,129
Adjustments For Increases/ (Decreases) In Deferred Income		(2,390,563)	2,368,427
Adjustments For Increases/Decreases In Other			
Liabilities Of Working Capital		4,180,129	(12,164,177)
- Increase (Decrease) In Other Assets Related With Operations		4,173,169	(11,874,007)
- Increase (Decrease) In Other Payables Related With Operations		6,960	(290,170)
Cash Flows From Operating Activities:		62,680,155	123,941,610
Employee termination benefits paid		(4,340,555)	(3,895,510)
Income taxes refund/ (paid)		(589,779)	511,327
meorne taxes returnar (para)			

PINAR SÜT MAMULLERİ SANAYİİ A.Ş.

STATEMENTS OF CASH FLOWS FOR THE YEARS ENDED AT 31 DECEMBER 2019 AND 2018

	Notes	1 January - 31 December 2019	1 January - 31 December 2018
CASH FLOWS FROM INVESTING ACTIVITIES:		2,329,561	(48,855,543)
Proceeds From Sale Of Tangible And Intangible Assets		478,778	5,832,442
- Proceeds From Sale Of Tangible Assets		478,778	5,832,442
Cash Outflows Due To Purchases Of Tangible		470,770	0,002,442
And Intangible Assets		(15,532,528)	(67,606,418)
- Cash Outflows Due To Purchases Of Tangible Assests		(12,538,402)	(66,175,250)
- Cash Outflows Due To Purchases Of Intangible Assets		(2,994,126)	(1,431,168)
Cash Payments Of Advances And Loans		(298,457)	
•			2,404,277
- Cash Advances And Loans Made To Related Parties		16,988	1,181,224
- Other Cash Advances And Loans Made To Other Parties	_	(315,445)	1,223,053
Dividends Received	5	10,719,208	7,619,432
Interest Received		6,962,560	2,894,724
CASH FLOWS FROM			
FINANCING ACTIVITIES:		(48,904,344)	(75,270,860)
Cash In Flow Proceeds From Borrowings		204,211,641	287,374,692
- Cash In Flow From Borrowings		204,211,641	287,374,692
Cash Outflow Payments Of Borrowings		(191,846,281)	(299,245,392)
- Repayments Of Borrowings		(191,892,675)	(299,245,392)
- Cash Outflow From Other Financial Payments Of Borrowings		46,394	_
Cash Outflow From Derivative Instruments		-	(3,349,552)
Increase/ (Decrease) In Other Payables To Related Parties		(3,784,085)	(9,885,246)
Cash Outflows from Lease Liabilities		(4,900,884)	(7,000,210)
Dividends Paid	5	(20,212,118)	(19,541,399)
Interest Paid	3	(32,372,617)	(30,623,963)
Net Increase/ (Decrease) In Cash And Cash Equivalents		13,782,574	(143.208)
Before Foreign Currency Translation Differences		13,702,374	(143,230)
EFFECT OF CURRENCY TRANSLATION			
DIFFERENCES ON CASH AND CASH EQUIVALENTS		480,514	6,510
Net Increase/ (Decrease) In Cash And Cash Equivalents		14,263,088	(136,698)
CASH AND CASH EQUIVALENTS			
AT THE BEGINNING OF THE PERIOD		1,193,004	1,329,702
CASH AND CASH EQUIVALENTS AT			
THE END OF THE PERIOD		15,456,092	1,193,004

PINAR SÜT MAMULLERİ SANAYİİ A.Ş.

NOTES TO THE FINANCIAL STATEMENTS

FOR THE PERIOD BETWEEN 1 JANUARY - 31 DECEMBER 2019

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

NOTE 1 - ORGANISATION AND NATURE OF OPERATIONS

Pınar Süt Mamulleri 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, Eskişehir and Şanlıurfa 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.

98% (2018: 96%) 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., ("YDT") which are both Yaşar Group companies (Note 5).

The Company shares are quoted on the Borsa Istanbul ("BIST"). The ultimate parent of the Company is Yaşar Holding A.Ş. ("Yaşar Holding") with 61.41% shares of the Company (2018: 61.41%) (Note 19).

The average number of employees are 1,033 in the period (31 December 2018: 1,100).

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

Yunus Emre Mah. Kemalpaşa Cad. No: 317 Bornova/ İzmir

NOTE 2 - BASIS OF PREPARATION OF FINANCIAL STATEMENTS

2.1. Basis of Presentation of Financial Statements

The accompanying financial statements are prepared in accordance with the Communiqué Serial II, No: 14.1, "Principals of Financial Reporting in Capital Markets" published in the Official Gazette numbered 28676 on 13 June 2013. According to the article 5 of the Communiqué, financial statements are prepared in accordance with Turkish Accounting Standards/ Turkish Financial Reporting Standards ("TAS"/ "TFRS") and its addendum and interpretations ("TFRSI") issued by the Public Oversight Accounting and Auditing Standards Authority ("POAASA") Turkish Accounting Standards Board. The financial statements are presented in accordance with "Announcement regarding with TAS Taxonomy" which was published on 15April 2019 by POA and the format and mandatory information recommended by CMB.

In accordance with the CMB resolution issued on 17 March 2005, listed companies operating in Turkey are not subject to inflation accounting effective from 1 January 2005. Therefore, financial statements of the Company have been prepared accordingly.

The Company maintains its accounting records and prepares its statutory financial statements in accordance with the Turkish Commercial Code ("TCC"), tax legislation and the uniform chart of accounts issued by the Ministry of Finance. Subsidiary operating in foreign country has prepared their financial statements in accordance with the laws and regulations of the country in which it operates. Financial statements have been prepared under the historical cost convention as modified by the revaluation of land, land improvements and buildings, machinery and equipment, derivative financial instruments, which are measured at fair values. These financial statements are based on the functional currency of the company, Turkish Lira ("TL").

PINAR SÜT MAMULLERİ SANAYİİ A.Ş.

NOTES TO THE FINANCIAL STATEMENTS

FOR THE PERIOD BETWEEN 1 JANUARY - 31 DECEMBER 2019

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

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

2.2. Amendments in Turkish Financial Reporting Standards

a) Standards, amendments and interpretations applicable as at 31 December 2019:

Amendment to TFRS 9, 'Financial instruments'; effective from annual periods beginning on or after 1 January 2019. This amendment confirmed two points: (1) that reasonable compensation for prepayments can be both negative or positive cash flows when considering whether a financial asset solely has cash flows that are principal and interest and (2) that when a financial liability measured at amortised cost is modified without this resulting in de-recognition, a gain or loss should be recognised immediately in profit or loss. The gain or loss is calculated as the difference between the original contractual cash flows and the modified cash flows discounted at the original effective interest rate. This means that the difference cannot be spread over the remaining life of the instrument which may be a change in practice from TAS 39. The Company management believes that this standard will not have a significant impact on the Company's financial statements.

Amendment to TAS 28, 'Investments in associates and joint venture'; effective from annual periods beginning on or after 1 January 2019. These amendments clarify that companies account for long-term interests in associate or joint venture to which the equity method is not applied using TFRS 9. The Company management believes that this standard will not have a significant impact on the Company's financial statements.

TFRS 16, 'Leases'; effective from annual periods beginning on or after 1 January 2019, with earlier application permitted if TFRS 15'Revenue from Contracts with Customers' is also applied. This standard replaces the current guidance in TAS 17 and is a farreaching change in accounting by lessees in particular. Under TAS 17, lessees were required to make a distinction between a finance lease (on balance sheet) and an operating lease (off balance sheet). TFRS 16 now requires lessees to recognise a lease liability reflecting future lease payments and a 'right of use asset' for virtually all lease contracts. The IASB has included an optional exemption for certain short-term leases and leases of low-value assets; however, this exemption can only be applied by lessees. For lessors, the accounting stays almost the same. However, as the IASB has updated the guidance on the definition of a lease (as well as the guidance on the combination and separation of contracts), lessors will also be affected by the new standard. At the very least, the new accounting model for lessees is expected to impact negotiations between lessors and lessees. Under TFRS 16, a contract is, or contains, a lease if the contract conveys the right to control the use of an identified asset for a period of time in exchange for consideration. Effects of standard change are explained in Note 2.5.1.

IFRIC 23, 'Uncertainty over income tax treatments'; effective from annual periods beginning on or after 1 January 2019. This IFRIC clarifies how the recognition and measurement requirements of TAS 12 'Income taxes', are applied where there is uncertainty over income tax treatments. The IFRS IC had clarified previously that TAS 12, not TAS 37 'Provisions, contingent liabilities and contingent assets', applies to accounting for uncertain income tax treatments. IFRIC 23 explains how to recognise and measure deferred and current income tax assets and liabilities where there is uncertainty over a tax treatment. An uncertain tax treatment is any tax treatment applied by an entity where there is uncertainty over whether that treatment will be accepted by the tax authority. For example, a decision to claim a deduction for a specific expense or not to include a specific item of income in a tax return is an uncertain tax treatment if its acceptability is uncertain under tax law. IFRIC 23 applies to all aspects of income tax accounting where there is an uncertainty regarding the treatment of an item, including taxable profit or loss, the tax bases of assets and liabilities, tax losses and credits and tax rates. The Company management believes that this standard will not have a significant impact on the Company's financial statements.

PINAR SÜT MAMULLERİ SANAYİİ A.Ş.

NOTES TO THE FINANCIAL STATEMENTS

FOR THE PERIOD BETWEEN 1 JANUARY - 31 DECEMBER 2019

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

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

2.2. Amendments in Turkish Financial Reporting Standards (Continued)

Annual improvements 2015-2017; effective from annual periods beginning on or after 1 January 2019. These amendments include minor changes to:

- TFRS 3, 'Business combinations', a company remeasures its previously held interest in a joint operation when it obtains control of the business.
- TFRS 11, 'Joint arrangements', a company does not remeasure its previously held interest in a joint operation when it obtains joint control of the business.
- TAS 12, 'Income taxes' a company accounts for all income tax consequences of dividend payments in the same way.
- TAS 23, 'Borrowing costs' a company treats as part of general borrowings any borrowing originally made to develop an asset when the asset is ready for its intended use or sale.

Amendments to TAS 19, 'Employee benefits' on plan amendment, curtailment or settlement'; effective from annual periods beginning on or after 1 January 2019. These amendments require an entity to:

- use updated assumptions to determine current service cost and net interest for the reminder of the period after a plan amendment, curtailment or settlement;
- recognise in profit or loss as part of past service cost, or a gain or loss on settlement, any reduction in a surplus, even if that surplus was not previously recognised because of the impact of the asset ceiling.
- b) New standards, amendments and interpretations issued and effective as of 31 December 2019 have not been presented since they are not relevant to the operations of the Company or have insignificant impact on the financial statements.
- c) Standards, amendments and interpretations that are issued but not effective as at 31 December 2019:

Amendments to TAS 1 and TAS 8 on the definition of material; effective from Annual periods beginning on or after 1 January 2020. These amendments to TAS 1, 'Presentation of financial statements', and TAS 8, 'Accounting policies, changes in accounting estimates and errors', and consequential amendments to other TFRSs:

- i) use a consistent definition of materiality throughout TFRSs and the Conceptual Framework for Financial Reporting;
- ii) clarify the explanation of the definition of material and
- iii) incorporate some of the guidance in TAS 1 about immaterial information.

Amendments to TFRS 3 - definition of a business; effective from Annual periods beginning on or after 1 January 2020. This amendment revises the definition of a business. According to feedback received by the IASB, application of the current guidance is commonly thought to be too complex, and it results in too many transactions qualifying as business combinations.

PINAR SÜT MAMULLERİ SANAYİİ A.Ş.

NOTES TO THE FINANCIAL STATEMENTS

FOR THE PERIOD BETWEEN 1 JANUARY - 31 DECEMBER 2019

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

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

2.2. Amendments in Turkish Financial Reporting Standards (Continued)

Amendments to TFRS 9, TAS 39 and TFRS 7 - Interest rate benchmark reform; effective from Annual periods beginning on or after 1 January 2020. These amendments provide certain reliefs in connection with interest rate benchmark reform. The reliefs relate to hedge accounting and have the effect that IBOR reform should not generally cause hedge accounting to terminate. However, any hedge ineffectiveness should continue to be recorded in the income statement. Given the pervasive nature of hedges involving IBOR-based contracts, the reliefs will affect companies in all industries.

The Company will evaluate the effects of amendments mentioned above on its operations and apply them from the effective date. New standards and amendments which are not relevant to the operations of the Company issued but not effective as of 31 December 2019 have not been presented above.

2.3. Basis of Consolidation

The Company does not have any subsidiary to be 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. Unrealized gains on transactions between the Company and its associates are eliminated to the extent of the Company's interest in the associates. Unrealized losses are also eliminated unless the transaction provides evidence of an impairment of the asset transferred.

According to the equity method, the total comprehensive income/ (expense) of the affiliates after tax after the purchase is reflected in the Company's total comprehensive income/ (expense) to the extent of the share of the Company in the subsidiary. Dividends received or to be received from associates are recognized as a reduction in the book value of the investment.

The accounting policies of the investment in associate which is accounted for using equity method changed to ensure the consistency with the policies adopted by the Company.

The equity method is not continued on the basis of the fact that the registered value of the investment in the associate is zero or the significant effect of the Company is terminated as long as the Company does not make any commitment or obligation in relation to the subsidiary. The recorded value of the investment in the date on which the significant effect is ended is shown as cost after that date. The amount previously recognized in comprehensive income/ (expense) is related to net period profit/ (loss) if appropriate in accordance with the provisions of the related TAS/ TFRS, in proportion to the decrease in the proportion of the equity participations that do not result in loss of significant activity.

The book value of the investment accounted for by the equity method is tested for impairment according to the policy described in Note 2.6.6.

The table below sets out the associates and the proportion of ownership interest as of 31 December 2019 and 2018 (Note 3):

PINAR SÜT MAMULLERİ SANAYİİ A.Ş.

NOTES TO THE FINANCIAL STATEMENTS

FOR THE PERIOD BETWEEN 1 JANUARY - 31 DECEMBER 2019

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

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

2.3. Basis of Consolidation (Continued)

	Share/Votin	g Right (%)
	2019	2018
Investments-in-associates		
YBP	31.82	31.82
Desa Enerji Elektrik Üretim A.Ş. ("Desa Enerji")	30.52	30.52
Pinar Foods GmbH ("Pinar Foods")	44.94	44.94

Foreign currency translation

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 recognized in the statement of comprehensive income, except when deferred in equity as qualifying cash flow hedges and qualifying net investment hedges.

Translation of financial statements of foreign associate

Financial statements of Pinar Foods operating in Germany are prepared according to the legislation of the country in which it operates, and adjusted to the financial reporting standards issued by the TFRS. The assets and liabilities of foreign associate are translated into TL from the foreign exchange rates at the balance sheet date, and the statement of comprehensive income items of foreign associate are translated into TL at the average foreign exchange rates in the period. As of 31 December 2019, the equivalent of EUR1 is TL6.6506 (31 December 2018: TL6.0280) and for the year then ended, the average equivalent of EUR1 is TL6.3477 (31 December 2018: TL5.6581). Exchange differences arising from re-translation of the opening net assets of investment-in-associate and the differences between the average and year-end rates are included in the share of other comprehensive income of investments in associates accounted for using equity method that will be reclassified to profit or loss under the equity as a separate component.

Functional and presentation currency

Items included in the financial statements of each of the Company's entities are measured using the currency of the primary economic environment in which the entity operates ("the functional currency"). The financial statements are measured and presented in TL which is the parent Company's functional and the Company's presentation currency.

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 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 revenue described in the section "Revenue Recognition" are presented as net if the nature of the transaction or the event qualify for offsetting.

PINAR SÜT MAMULLERİ SANAYİİ A.Ş.

NOTES TO THE FINANCIAL STATEMENTS

FOR THE PERIOD BETWEEN 1 JANUARY - 31 DECEMBER 2019

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

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 Company prepared its balance sheet at 31 December 2019 on a comparative basis with balance sheet at 31 December 2018; and statements of comprehensive income, cash flows and changes in equity for the period of 1 January - 31 December 2019 on a comparative basis with financial statements for the period of 1 January - 31 December 2018.

Any change in the accounting policies resulted from the first time adoption of a new standard is made either retrospectively or prospectively in accordance with the transition requirements. Changes without any transition requirement, material changes in accounting policies or material errors are corrected, retrospectively by restating the prior period financial statements. If changes in accounting estimates are related to only one period, they are recognised in the period when changes are applied; if changes in estimates are related to future periods, they are recognized both in the period where the change is applied and future periods prospectively.

The Company has applied the accounting policy changes resulting from the new standard, amendments and interpretations effective as of January 1, 2019 and the first application of the "TFRS 16 Leases" standard in accordance with the transitional provisions of the relevant standard. The accounting policy changes originating from the mentioned standards and the effects of the application of the related standards for the first time are as follows:

2.5.1. TFRS 16 - Leases

The company implemented changes in the accounting policy arising from the first implementation of the TFRS 16 lease standard, which is among the new standards, changes and remarks which are relevant to the company and which became effective on 1 January 2019 in line with the transition provisions of the relevant standard. Changes in the accounting policy arising from the said standard and the impact of the first implementation of the standards are as follows:

The Company as the lessee

At inception of a contract, the Company assess whether the contract is, or contains, a lease. A contract is, or contains, a lease if the contract conveys the right to control the use of an identified asset for a period of time in exchange for consideration. The Company considers the following matters when assessing whether the agreement transfers the right to control the use of an identified asset for a limited period of time:

- a) The contract contains an identified asset: this may be specified explicitly or implicitly,
- b) The asset should be physically distinct or represent substantially all of the capacity of a physically distinct asset. If the supplier has a substantive substitution right, the asset is not identified,
- c) The Company has the right to obtain substantially all of the economic benefits from the use of an asset throughout the period of use and
- d) The Company has the right to direct use of the asset. The Company concludes to have the right of use, when it is predetermined how and for what purpose the Company will use the asset. The Company has the right to direct use of asset if either:

PINAR SÜT MAMULLERİ SANAYİİ A.Ş.

NOTES TO THE FINANCIAL STATEMENTS

FOR THE PERIOD BETWEEN 1 JANUARY - 31 DECEMBER 2019

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

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

2.5.1. TFRS 16 - Leases (Continued)

- i. The Company has the right to operate the asset (or to direct others to operate the asset in a manner that it determines) throughout the period of use, without the supplier having the right to change those operating instructions or
- ii. The customer designed the asset (or specific aspects of the asset) in a way that predetermines how and for what purpose the asset will be used throughout the period of use.

At the commencement date, the Company recognize a right-of-use asset and a lease liability in financial statements.

Right of use asset

The cost of the right-of-use asset shall comprise:

- The amount of the initial measurement of lease liability,
- Any lease payments made at or before the commencement date, less any lease incentives received,
- Any initial direct costs incurred by the lessee and
- In case of event, the costs of restoration are included by the Company in line with the underlying assets, rental provision and agreement (excluding stock production costs).

Right of use assets are first recognised using the cost method and includes the following:

- a) Less any accumulated depreciation and any accumulated impairment losses and
- b) Adjusted for any remeasurement of the lease liability.

The Company applies the depreciation requirements in TAS 16, 'Property, Plant and Equipment' in depreciating the right-of-use asset, subject to the requirements.

The Company applies TAS 36, 'Impairment of Assets' to determine whether the right-of-use asset is impaired and to account for any impairment loss identified

Lease liability

At the commencement date, The Company measure the lease liability at the present value of the lease payments that are not paid at that date. Lease payments are deducted using the implicit interest rate on the lease if this rate can be easily determined. If it cannot, the incremental borrowing rate of the interest on the lease is used.

Lease payments included in the calculation of the company's lease obligation and not realised on the date the lease actually starts consist of following:

- Fixed payments, less any lease incentives receivable.
- Variable lease payments that depend on an index or a rate, initially measured using the index or rate as at the commencement date,
- Payments of penalties for terminating the lease, if the lease term reflects the Company exercising an option to terminate the lease.

PINAR SÜT MAMULLERİ SANAYİİ A.Ş.

NOTES TO THE FINANCIAL STATEMENTS

FOR THE PERIOD BETWEEN 1 JANUARY - 31 DECEMBER 2019

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

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

2.5.1. TFRS 16 - Leases (Continued)

After the commencement date, the Company measure the lease liability by:

- Increasing the carrying amount to reflect interest on the lease liability,
- Reducing the carrying amount to reflect the lease payments made and
- Remeasuring the carrying amount to reflect any reassessment or lease modifications, or to reflect revised in-substance fixed lease payments.

The Company recognise the amount of the remeasurement of the lease liability as an adjustment to the financial statements as a right-of-use asset.

Extension and early termination options

A lease obligation is determined considering extension and early termination options in agreements. The majority of the extension and early termination options in agreements are options that may be jointly applied by the company and the lessee. However, if the extension and early termination options are determined by the company under the agreement, and the use of the options is reasonably certain, the lease period is determined with this in mind. Should the terms be adjusted significantly, the assessment is revised by the company.

Variable lease payments

Lease payments arising from a part of company lease agreements consist of variable lease payments. The mentioned variable lease payments, which are not included in the scope of TFRS 16, are recorded as lease expense on the income statement in the relevant period.

Facilitating applications

Lease agreements with a lease period of 12 months or less, and agreements related to information technology equipment identified as impaired by the company, are considered within the scope of the exemption in the TFRS 16 lease standard, and payments related to these agreements continue to be recognised as expenses in the period in which they occur. A single discount rate has been applied to a portfolio (such as leases with the remaining lease term for a similar asset class in a similar economic environment) of leases with reasonably similar properties.

The Company as the lessor

The Company's activities as a lessor do not include a significant amount.

The First Transition to TFRS 16 "Leases"

The Company applied TFRS 16 "Leases", which superseded TAS 17 "Leases", and accounted in the financial statements by using "cumulative effect method" on the transition date of 1 January 2019. In accordance with the simplified transition method defined in standard, no restatement has been required in the comparative information of the financial statements and has no impact on retained earnings. On first time adoption of TFRS 16 "Leases", the Company recognised lease liabilities in relation to leases which had previously been classified as 'operating leases' under the principles of TAS 17 "Leases" before 1 January 2019. These liabilities were measured at the present value of the remaining lease payments, discounted using the lessee's incremental borrowing rate as of the transition date. The right to use assets are accounted for at an amount equal to the lease obligations (adjusted for the amount of prepayed or accrued lease payments) within the scope of simplified transition application in the related standard.

PINAR SÜT MAMULLERİ SANAYİİ A.Ş.

NOTES TO THE FINANCIAL STATEMENTS

FOR THE PERIOD BETWEEN 1 JANUARY - 31 DECEMBER 2019

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

NOTE 2 - BASIS OF PRESENTATION OF FINANCIAL STATEMENTS (Continued)

2.5.1. TFRS 16 - Leases (Continued)

The reconciliation of the operating lease agreements followed under TAS 17 prior to the first application date and the lease liabilities recognized under TFRS 16 in the financial statements as of 1 January 2019 is as follows:

	1 January 2019
Operating lease commitments disclosed in accordance with TAS 17	12,120,802
- Short term leases (-) - Low value leases (-)	(4,851,589) (57,258)
Lease liability recognised under TFRS 16 (not discounted)	7,211,955
Lease liability recognised under TFRS 16	
(discounted with alternative borrowing rate)	5,890,731
- Short term lease liability	5,170,847
- Long term lease liability	719,884

As of 1 January 2019, the weighted average of the alternative borrowing rates applied to the lease obligations of the Company is 24.85%.

As of 1 January 2019 and 31 December 2019, details of the right of use assets that are accounted in financial statements are as follows:

	31 December 2019	1 January 2019
Building	833,477	3,280,008
Vehicles	1,731,983	2,610,723
	2,565,460	5,890,731

The company leases various warehouses, vehicles and forklifts. Lease contracts are made for fixed periods of 2-3 years for vehicles, and for fixed periods of 2 years for buildings.

In addition, some of these lease agreements include other components, such as lease and non-lease, and the Company's management has evaluated the lease and non-lease components as a single lease component in accordance with its evaluations and related terms of TFRS 16 standard.

2.6 Summary of Significant Accounting Policies

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

PINAR SÜT MAMULLERİ SANAYİİ A.Ş.

NOTES TO THE FINANCIAL STATEMENTS

FOR THE PERIOD BETWEEN 1 JANUARY - 31 DECEMBER 2019

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

NOTE 2 - BASIS OF PRESENTATION OF FINANCIAL STATEMENTS (Continued)

2.6.1 Revenue recognition

The Company recognizes revenue when the goods or services is transferred to the customer and when performance obligation is fulfilled. Goods is counted to be transferred when the control belongs to the customer.

The Company recognizes revenue based on the following main principles:

- a) Identification of customer contracts,
- b) Identification of performance obligations,
- c) Determination of transaction price in the contract,
- d) Allocation of price to performance obligations,
- e) Recognition of revenue when the performance obligations are fulfilled.

According to this model, the goods or services undertaken in each contract with the customers are evaluated and each commitment to transfer the goods or services is determined as a separate performance obligation. Then, it is determined whether the performance obligations will be fulfilled in time or at a certain time. If the company transfers the control of a good or service over time and thus fulfils the performance obligations related to the sales in time, it measures the progress of the fulfilment of the performance obligations in full and takes the proceeds to the financial statements. Revenue related to performance obligations, such as goods or service transfer commitments, is recognized when customers are in control of the goods or services.

In the event that all of the following conditions are met, the Company recognizes a contract with its customer as revenue:

- a) The parties to the Convention have ratified the contract (in accordance with written, oral or other commercial practices) and undertakes to carry out their own actions,
- b) The Company may define the rights related to the goods or services to be transferred by each party,
- c) The Company may define the payment terms related to the goods or services to be transferred,
- d) The contract is essentially commercial,

It is probable that the Company will be charged for the goods or services to be transferred to the customer. When evaluating whether the collectability of a price is probable, the entity shall consider only the customer's ability to pay the price at the due date and its intent.

Revenue from sale of goods

The Company recognizes revenue from the production and sale milk and dairy products (cheese, yoghurt etc.) fruit juice, sauce and powder products. Sales are recognised when control of the products have transferred to the customer.

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NOTE 2 - BASIS OF PRESENTATION OF FINANCIAL STATEMENTS (Continued)

2.6.1 Revenue recognition (Continued)

The company considers the following indicators of the transfer of control,

- present right to payment for the good or service,
- the customer has legal title to the asset,
- transfer physical possession of the asset,
- the customer has the significant risks and rewards of ownership of the good,
- the customer has accepted the asset.

For each performance obligation, the Company determines whether it has fulfilled its performance obligation at the beginning of the contract or whether the performance obligation fulfils the obligation at a certain point in time. The Company records revenue from product sales in the financial statements following the transfer of control to the customer.

In the event that the completed transaction is entitled to collect a price directly corresponding to the value of the customer from its customers (delivery of products), the Company recognise the revenue to the financial statements for the amount it has the right to invoice.

The Company recognizes a refund liability in the financial statements if the entity receives consideration from a customer and expects to refund some or all of that consideration to the customer. A refund liability is measured at the amount of consideration received for which the entity does not expect to be entitled and recognised as advances received on the financial position. The refund liability is updated at the end of each reporting period for changes in circumstances.

Other income is accounted as follows:

Interest Income

Interest income is recognised on a time-proportion basis using the effective interest method. The amount of the provision for receivables is the difference between the assets's carrying amount and the present value of estimated future cash flows, discounted at the original effective interest rate and recognized as interest income.

Other revenues earned by the Company are recognized on the following bases:

Rental income - recognized evenly on an accrual basis.

Dividend income - when the Company's right to receive payment is established.

2.6.2 Financial assets

Classification and measurement

The Company classifies its financial assets as financial assets carried at amortized cost and financial assets carried at fair value through other comprehensive income. Classification is performed in accordance with the business model determined based on the purpose of benefits from financial assets and expected cash flows. The Company classifies financial assets on the date of purchase.

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NOTE 2 - BASIS OF PRESENTATION OF FINANCIAL STATEMENTS (Continued)

2.6.2 Financial assets (Continued)

(a) Financial assets carried at amortized cost

Assets that are held for collection of contractual cash flows where those cash flows represent solely payments of principal and interest, whose payments are fixed or predetermined, which are not actively traded and which are not derivative instruments are measured at amortized cost. They are included in current assets, except for maturities more than 12 months after the balance sheet date. Those with maturities more than 12 months are classified as non-current assets. The Company's financial assets carried at amortized cost comprise "trade receivables", "cash and cash equivalents" and "other receivables" in the financial statements.

Impairment

The Company has applied simplified approach and used impairment matrix for the calculation of impairment on its receivables carried at amortized cost, since they do not comprise of any significant finance component. In accordance with this method, if any provision provided to the trade receivables as a result of a specific events, The Company measures expected credit loss from these receivables by the life-time expected credit loss. The calculation of expected credit loss is performed based on the past experience of The Company and its expectations for the future indications. The Company management evaluated the effect of the calculation of ECL model as of 31 December 2019 and expected that the effects of the calculation will not have significant impact on the financial statements.

(b) Financial assets measured at fair value through other comprehensive income ("FVOCI")

Assets that the Company management adopts contractual cash flows and/ or sales business model are classified as assets that are recognized at fair value. Such assets are classified as non-current assets unless management intends to dispose of the related assets within 12 months after the balance sheet date.

The Company makes an irrevocable election at initial recognition for particular investments in equity instruments that would otherwise be measured at fair value through profit or loss, to present subsequent changes in fair value in other comprehensive income.

FVOCI include "Financial Investments" in the statement of financial position. On disposal of these equity investments, any related balance within the FVOCI reserve is reclassified to retained earnings. In case of the sale of assets with fair value difference recorded in other comprehensive income, the valuation difference classified into other comprehensive income is classified in retained earnings.

Where there is no listed fair value of the financial assets carried at fair value through other comprehensive income, the generally accepted valuation methods used in the calculation of the fair value include certain assumptions based on the best estimates of the management and the values that may occur in the case of the purchase/sale transactions may differ from these values. (Note 27).

CONVENIENCE TRANSLATION INTO ENGLISH OF FINANCIAL STATEMENTS ORIGINALLY ISSUED IN TURKISH PINAR SÜT MAMULLERİ SANAYİİ A.Ş.

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FOR THE PERIOD BETWEEN 1 JANUARY - 31 DECEMBER 2019

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

2.6.3 Inventories

The Company's raw material inventory mainly consist of cheddar cheese, lactic butter 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, pasteurized lactic butter and pasteurized 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 realizable value. Net realizable 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 8).

2.6.4 Property, plant and equipment

Property, plant and equipment except for land, land improvements and buildings and machinery and equipment are stated at cost less accumulated depreciation and if exists provisions. Land, land improvements and buildings as of 31 December 2019 and machinery and equipment as of 31 December 2018 are stated at fair value less accumulated depreciation, based on valuations made by external independent expert (Note 10). 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.

Increases in the carrying amount arising on the revaluation of land, land improvements, buildings and machinery and equipment are credited to the revaluation reserve in equity, net of applicable deferred income tax. For certain assets, the increase was recognized in the statement of comprehensive income to the extent that it reversed the impairment of the same asset previously recognized in the statement of comprehensive income. Decreases that offset previous increases of the revalued asset are charged against that reserve; all other decreases are charged to the statement of comprehensive income. 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 retained earnings, and the amount transferred is net of applicable deferred income tax.

Buildings, land improvements, machinery and equipment are capitalized and depreciated when they are in the location and condition necessary for it to be capable of operating in the manner intended by the management. 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 cost or revalued amounts of property, plant and equipment on a straight-line basis less any impairment (Note 10). Land is not depreciated as it is deemed to have an indefinite life. The estimated useful lives of property, plant and equipment are as follows:

Years

CONVENIENCE TRANSLATION INTO ENGLISH OF FINANCIAL STATEMENTS ORIGINALLY ISSUED IN TURKISH

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

2.6.4 Property, plant and equipment (Continued)

Buildings and land improvements	15-50
Machinery and equipment	15-25
Furniture and fixtures	5-10
Motor vehicles	5

Subsequent costs are included in the asset's carrying value 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. Property, plant and equipment are reviewed for impairment losses, whenever events or changes in circumstances indicate that the carrying amount may not be recoverable. For the purpose of assessing impairment, property plant and equipment assets are grouped at the lowest levels for which there are separately identifiable cash flows (cash-generating units).

An impairment loss is recognized 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.

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.

Repairs and maintenance are charged to the statements of comprehensive income during the financial period in which they are incurred. The Company derecognizes the carrying amounts of the replaced parts related to renovations regardless of whether the replaced parts were depreciated separately. Major overhauls are depreciated over shorter of their useful lives or the remaining useful life of the related assets. 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 23). On the disposal of revalued assets, amounts in the revaluation reserve relating to that asset are transferred to the to retained earnings.

2.6.5 Intangible assets

Intangible assets have finite useful lives and mainly comprise acquired rights and information processing software. Intangible assets acquired before carried at cost in the equivalent purchasing power of TL as and items acquired after carried at cost, less accumulated amortisation and impairment losses, if any. They are recorded at acquisition cost and amortized on a straight-line basis over their estimated useful lives for a period of five years from the date of acquisition (Note 11).

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

2.6.5 Intangible assets (Continued)

Costs associated with maintaining computer software programs are recognized as an expense when incurred. Gain or losses on disposals or on impairments of intangible assets with respect to their amounts are included in the related income and expense accounts. Residual values of intangible assets are deemed as negligible. Intangible assets are reviewed for impairment losses whenever events or changes in circumstances indicate that the carrying amount may not be recoverable.

For the purpose of assessing impairment, intangible assets are the Companied at the lowest levels for which there are separately identifiable cash flows (cash-generating units). An impairment loss is recognized 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.

2.6.6 Impairment of assets

Impairment of non-financial assets:

At each reporting date, the Company assesses whether there is an impairment indication for the assets, except for the deferred income tax asset. When an indication of impairment exists, the Company estimates the recoverable amounts of such assets. The recoverable amounts of intangible assets not yet available for use to be masured annually. The recoverable amount is the higher of an asset's fair value less costs to sell and value in use.

Assets are allocated to cash generating units for the purpose of impairment testing, which is undertaken on the lowest level. An impairment loss is recognized 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 or value in use. Impairment losses are accounted for in 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 recognized.

2.6.7 Borrowing and borrowing costs

Borrowings are recognized initially at the proceeds received, net of any transaction costs incurred. In subsequent periods, borrowings are restated at amortized cost using the effective yield method. Any difference between proceeds (net of transaction costs) and the redemption value is recognized in the statement of comprehensive income over the period of the borrowings. Borrowing costs are expensed as incurred (Note 24). If the borrowings mature within 12 months, then they are classified in current liabilities, otherwise they are classified in non-current liabilities (Note 13). Fees paid on the establishment of loan facilities are recognized as transaction costs of the loan to the extent that it is probable that some or all of the facility will be drawn down. In this case, the fee is deferred until the draw-down occurs. To the extent there is no evidence that it is probable that some or all of the facility will be drawn down, the fee is capitalized as a pre-payment for liquidity services and amortized over the period of the facility to which it relates.

According to the TAS 23 "Borrowing and borrowing costs (revised)" qualifying assets, general and specific borrowing costs directly attributable to the acquisition, construction or production of qualifying assets, which are assets that necessarily take a substantial period of time to get ready for their intended use or sale, are added to the cost of those assets, until such time as the assets are substantially ready for their intended use or sale.

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

2.6.8 Going concern

The Company has prepared financial statements in accordance with the going concern assumption.

2.6.9 Earning 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 26).

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.

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 authorized for issue.

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

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 (Note 14). The Company does not recognize contingent assets and liabilities. A contingent liability is disclosed, unless the possibility of an outflow of resources embodying economic benefits is remote. A contingent asset is disclosed, where an inflow of economic benefits is probable.

Provisions are recognized 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. Where there are number of similar obligations, the likelihood that an outflow will be required in settlement is determined by considering the class of obligations as a whole. A provision is recognized even if the likelihood of an outflow with respect to any one item included in the same class of obligations may be small. Provisions are not recognized for future operating losses.

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

2.6.11 Provisions, contingent liabilities and contingent assets (Continued)

i. Employee benefits defined benefit obligation (Provision for employment termination benefits)

Employment termination benefits, as required by the Turkish Labor Law and the laws applicable in the countries where the subsidiaries operate, represent the estimated present value of the total reserve of the future probable obligation of the Company arising in case of the retirement of the employees. According to Turkish Labor Law and other laws applicable in Turkey, the Company is obliged to pay employment termination benefits to all personnel in cases of termination of employment without due cause, call for military service, be retired or death upon the completion of a minimum one year service. All actuarial gains and losses are recognized in the statements of comprehensive income.

ii. Provision for profit sharing and bonus plans

The Company recognizes a liability and an expense for bonus and profit-sharing for the management and board of directors, based on a formula that takes into consideration the profit attributable to the shareholders after certain adjustments. The Company recognizes a provision where contractually obliged or where there is a past practice that has created a constructive obligation.

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 recognized 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.

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 5).

a) A person or a close member of that person's family is related to a reporting entity if that person:

The person concerned,

- i) has control or joint control over the reporting entity
- ii) has significant influence over the reporting entity, or
- iii) is a member of the key management personnel of the reporting entity or of a parent of the reporting entity.

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

2.6.13 Related parties (Continued)

- b) An entity is related to a reporting entity if any of the following conditions applies:
 - i) The entity and the reporting entity are members of the same group
 - ii) One entity is an associate or joint venture of the other entity (or an associate or joint venture of a member of a group of which the other entity is a member),
 - iii) Both entities are joint ventures of the same third party,
 - iv) One entity is a joint venture of a third entity and the other entity is an associate of the third entity,
 - v) The entity is a post-employment benefit plan for the benefit of employees of either the reporting entity or an entity related to the reporting entity. If the reporting entity is itself such a plan, the sponsoring employers are also related to the reporting entity,
 - vi) The entity is controlled or jointly controlled by a person identified in (a),
 - vii) A person identified in (a) (i) has significant influence over the entity or is a member of the key management personnel of the entity (or of a parent of the entity). A related party transaction is a transfer of resources, services, or obligations between related parties, regardless of whether a price is charged.

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 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 25). The adjustments related to prior period tax liabilities are recognized in other operating expenses.

Deferred income tax income or expense is recognized in the statement of comprehensive income, except to the extent that it relates to items recognized 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.

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 utilized. To the extent that deferred income tax assets will not be utilized, the related amounts have been deducted accordingly.

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

2.6.15 Taxation on income (Continued)

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 recognizes tax liabilities for anticipated tax issues based on estimates of whether additional taxes will be due. In this respect, the Company recognised deferred income tax assets arising from tax losses carried forward and other deductible differences as their future utilisation is virtually certain. 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 (Note 25).

2.6.16 Statement of cash flow

In the statement of cash flows, cash flows are classified into three categories as operating, investing and financing activities. Cash flows from operating activities are those resulting from the Company's production and sales activities. Cash flows from investing 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.

2.6.17 Share capital and dividends

Ordinary shares are classified as equity. Dividends payable on shares are recognized 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.

2.6.18 Government grants and incentive

Grants from the government are recognized 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.

2.6.19 Research and development expenses

Research expenditures are recognized as an expense in the period in which they are incurred. Intangible assets arising from the development (or from the development stage of a project carried out within the enterprise) in the presence of all of the following conditions are recognized:

- It is technically possible for the intangible asset to be completed to be ready for use or sale;
- The entity has intention to complete an intangible asset and to use or sell it;
- Possibility to use or sell intangible assets;
- How the intangible asset will determine the possible future economic benefits;
- There are sufficient technical, financial and other resources available to complete the development phase and to use or sell the intangible asset and
- The expenditure on intangible assets in the development process can be reliably measured.

In the remaining cases, development expenditures are expensed as they occur. Development expenditures expensed in the previous period are not recognized as assets in the following period. Projects in which the stages of research and development are difficult to distinguish will be expensed to the extent that they are accepted and formed during the research phase.

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

2.6.20 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 recognized 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) Revaluation of land, buildings and land improvements, machinery and equipment:

Revaluations are performed with the sufficient regularity to ensure that the carrying amounts of the revalued property, plant and equipment do not differ materially from that which would be determined using fair value at the end of the reporting periods. The frequency of the revaluation depends upon the changes in the fair values of the items of property, plant and equipment. When the fair value of a revalued asset differs materially from its carrying amount, a further revaluation is required and revaluation is performed for entire class of revalued item simultaneously. Besides, for items of property, plant and equipment with only insignificant changes in fair value yearly revaluations and fair value measurements are considered unnecessary.

In this context, as a result of the evaluations made by the Company management, lands, land improvements and buildings reflected to the financial statement as of 31 December 2019, machinery, facilities and devices to the financial statement as of 31 December 2018, at their fair value determined by an independent professional valuation company.

In addition, fair value of machinery, facilities and equipment, determined by valuation work as of 31 December 2018 is assumed to approximate the fair values as of 31 December 2019 after deducting the current period depreciation.

Details of the methods and assumptions used for valuation are as follows.

- The most effective and efficient uses assessment was made in fair value calculations and the current intended use objectives were determined as the most effective and efficient uses and 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.
- In the market reference comparison method, current market information was utilized, 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 m2 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 utilized.
- 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.

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

2.6.20 Critical accounting estimates and judgments (Continued)

The carrying values of land, land improvements and buildings 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, in accordance with the "TAS 36 Impairment of Assets", and no impairment indicator is identified.

2.7 Compliance Declaration To Resolutions Published By POAASA And TFRS

The Company's management is responsible for the preparation and fair presentation of these financial statements in accordance with the Turkish Accounting Standards published by the Public Oversight Accounting and Auditing Standards Authority. As Company management, we declare that the current and previous period financial statements together with the summary of the important accounting policies and notes to the financial statements are prepared and presented in accordance with Turkish Accounting Standards published by the Public Oversight Accounting and Auditing Standards Authority.

NOTE 3 - INTERESTS IN OTHER ENTITIES

Investments in associates:

	31 December 2019		31 December 2018	
	TL	(%)	TL	(%)
YBP	87,980,354	31.82	53,388,670	31.82
Desa Enerji	16,557,185	30.52	15,776,196	30.52
Pinar Foods	16,117,611	44.94	14,155,696	44.94
	120,655,150		83,320,562	

Movement in investments-in-associates during the years 2019 and 2018 are as follows:

	2019	2018
1 January	83,320,562	81,593,648
Share of profit before taxation of investments-in-associates - net	4,368,187	13,620,781
Increase in fair value reserves of investments-in-associates - net	38,379,678	(12,599,798)
Dividend income from investments-in-associates (Note 5.ii.d)	(5,634,215)	(3,285,685)
Currency translation reserve	1,336,044	3,347,737
Increase in revaluation reserve of investments-in-associates	1,338,063	1,002,297
Actuarial loss arising from defined benefit plans of		
investments-in associates - net	(628,105)	(361,757)
(Decrease)/ increase due to other changes	(1,768,324)	-
Elimination of net effect of unrealized profits on inventory	(56,739)	3,339
31 December	120,655,150	83,320,562

Other

(39,799,770)

CONVENIENCE TRANSLATION INTO ENGLISH OF FINANCIAL STATEMENTS ORIGINALLY ISSUED IN TURKISH

PINAR SÜT MAMULLERİ SANAYİİ A.Ş.

NOTES TO THE FINANCIAL STATEMENTS

FOR THE PERIOD BETWEEN 1 JANUARY - 31 DECEMBER 2019

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

35,191,208

NOTE 3 - INTERESTS IN OTHER ENTITIES (Continued)

Condensed financial statements of investments-in-associates are as follows:

31 December 201	ľ	١																																													į																									۰																									i		Ì			ľ		ı											•																				Į			١	,	ı						
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			Net	Net	Comprehensive
	Assets	Liabilities	Sales	Profit	Income/(Expense)
- YBP	786,692,664	508,414,561	2,237,381,807	5,746,846	122,518,642
- Desa Enerji	64,946,891	10,696,614	70,005,710	7,358,199	485,051
- Pınar Foods	37,949,095	2,084,360	90,192,248	1,392,685	3,287,008
		3	1 December 2018		
					Other
			Net	Net	Comprehensive
	Assets	Liabilities	Sales	Profit	Income/(Expense)

 - Desa Enerji
 59,763,155
 8,071,818
 66,896,365
 5,201,922
 3,284,067

 - Pınar Foods
 32,548,960
 1,049,856
 86,444,830
 1,858,729
 7,448,771

433,278,443 2,014,722,720

Details of significant investment in associates of the Company as at 31 December 2019 and 2018 are as follows:

602,667,726

Associates	Nature of business	Based on
- YBP	Marketing and distribution	Turkey
- Desa Enerji	Energy generation	Turkey
- Pınar Foods	Marketing and distribution	Germany

NOTE 4 - CASH AND CASH EQUIVALENTS

- YBP

	31 December 2019	31 December 2018
Cash in hands	48,208	43,968
Banks	15,407,884	1,149,036
- Demand deposits	8,592,884	361,036
- TL	250,385	361,036
- Foreign currency	8,342,499	_
- Time deposits	6,815,000	788,000
TL	6,815,000	788,000
	15,456,092	1,193,004

As of 31 December 2019 the Company has time deposits amounting to TL6,815,000 with an effective interest rate of 10.23% per annum ('p.a.') (2018: TL788,000 and 20.53%).

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. Details of cash and cash equivalents in foreign currency are presented in Note 28.

PINAR SÜT MAMULLERİ SANAYİİ A.Ş.

NOTES TO THE FINANCIAL STATEMENTS

FOR THE PERIOD BETWEEN 1 JANUARY - 31 DECEMBER 2019

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

NOTE 5 - 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 2019 and 2018 are as follows:

i) Balances with related parties:

	31 December 2019	31 December 2018
a) Short - term trade receivables from related parties:		
YBP	256,752,326	227,523,377
YDT	101,364,903	55,489,563
	358,117,229	283,012,940

The average maturity of short term trade receivables from related parties as of 31 December 2019 is 2 months (2018: 2 months).

As of 31 December 2019, trade receivables from related parties amounting to TL49,731,181 (2018: TL30,284,396) over which no provision for impairment is provided of overdue receivables and aging is shown Note 28.a.

b) Other short - term receivables from related parties:

DYO Boya Fab. San. ve Tic. A.Ş. ("DYO Boya") Other	64,941 1,470	67,055 16,344
<u>Other</u>		
	66,411	83,399
c) Short - term trade payables to related parties:		
Yadex International GmbH ("Yadex")	18,365,382	4,430,131
Çamlı Yem Besicilik Sanayi ve Tic. A.Ş. ("Çamlı Yem")	12,339,214	15,170,707
Yaşar Holding	4,402,141	3,736,330
HDF FZCO	3,911,565	-
Desa Enerji	2,320,966	1,726,949
Other	1,534,851	563,982
	42,874,119	25,628,099

Trade payables to Çamlı Yem and Yadex mainly consist of raw material purchases.

d) Other short-term payables to related parties:

	8,070,235	9,914,320
Other	8,070,235	5,827,934
Yaşar Holding	-	4,086,386

Majority of other short term payables to related parties which are amounting to TL7,707,546 consist of bonus payments to board of directors according to the decision taken at the General Assembly Meetings held at 29 March 2019, 30 March 2018, 30 March 2017 and 30 March 2016 (31 December 2018: Bonus payments according to the decision taken at General Assembly Meetings held at 30 March 2018, 30 March 2017 and 30 March 2016).

PINAR SÜT MAMULLERİ SANAYİİ A.Ş.

NOTES TO THE FINANCIAL STATEMENTS

FOR THE PERIOD BETWEEN 1 JANUARY - 31 DECEMBER 2019

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

NOTE 5 - TRANSACTIONS AND BALANCES WITH RELATED PARTIES (Continued)

ii) Transaction with related parties:

	1 January - 31 December 2019	1 January - 31 December 2018
a) Product sales:		
YBP	1,373,582,459	1,215,499,584
YDT	260,860,458	227,845,536
Pinar Et	637,438	598,304
<u>Other</u>	110,588	2,834
	1,635,190,943	1,443,946,258

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

b) Service sales:

YDT	12,960,646	11,555,478
YBP	562,237	1,072,758
Çamlı Yem	348,584	466,175
Pinar Et	222,958	559,137
Other	876,104	552,078

	14,970,529	14,205,626
c) Other income from operating activities:		
YBP	7,111,968	1,056,749
YDT	5,219,752	19,919,358
Çamlı Yem	1,668,795	1,210,574
<u>Other</u>	23,878	
	14.024.393	22.186.681

Other income from operating activities mostly consist of foreign exchange income from export receivables and building and vehicle rent income from YBP and Çamlı Yem.

PINAR SÜT MAMULLERİ SANAYİİ A.Ş.

NOTES TO THE FINANCIAL STATEMENTS

FOR THE PERIOD BETWEEN 1 JANUARY - 31 DECEMBER 2019

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

NOTE 5 - TRANSACTIONS AND BALANCES WITH RELATED PARTIES (Continued)

	1 January - 31 December 2019	1 January - 31 December 2018
d) Dividends received:		
Pinar Et	5,070,136	2,671,359
YBP (*)	4,021,445	2,459,280
Desa Enerji (*)	1,612,770	826,405
Bintur Turizm ve Catering		
Hizmetleri A.Ş. ("Bintur")	14,857	21,921
Çamlı Yem	-	1,640,467
	10,719,208	7,619,432
(*) Investment in associate (Note 3).		
e) Other expenses from operating activities:		
YDT	3,929,264	9,277,856
Çamlı Yem	469,353	570,630
Yaşar Holding	207,288	157,809
Other	220,234	326,234
	4,826,139	10,332,529

Other expenses from operating activities are mostly consist of unearned financial expenses, interest expenses and foreign exchange expenses related with trade payables to related parties of the Company.

f) Product purchases:

	71,308,312	60,411,446
Other	215,307	202,448
Hedef Ziraat Ticaret A.Ş.	6,565,231	4,649,950
Yadex	19,952,878	18,936,293
Çamlı Yem	20,151,060	17,659,175
Desa Enerji	24,423,836	18,963,580

The Company imports raw materials through Yadex, purchases steam and electricity from Desa Enerji, and purchases raw material from Çamlı Yem.

PINAR SÜT MAMULLERİ SANAYİİ A.Ş.

NOTES TO THE FINANCIAL STATEMENTS

FOR THE PERIOD BETWEEN 1 JANUARY - 31 DECEMBER 2019

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

NOTE 5 - TRANSACTIONS AND BALANCES WITH RELATED PARTIES (Continued)

	1 January - 31 December 2019	1 January - 31 December 2018
g) Service purchases:		
Yaşar Holding	19,123,676	16,192,065
YDT	14,068,243	20,337,094
YBP	12,495,966	11,835,082
HDF FZCO	3,632,293	335,922
Yaşar Bilgi İşlem ve Ticaret A.Ş. ("YABİM")	3,197,552	1,634,625
Bintur	683,613	582,580
<u>Other</u>	1,287,785	642,023
	54,489,128	51,559,391

Service purchases made from YDT mainly consist of the reflection of various export costs of foreign sales and service commissions. Service purchases from Yaşar Holding are related to various services and consultancy charges. The service purchases from the Company's group company and its associate YBP consist of promotional and advertising services and promotion expenses reflected to the company.

h) Financial income from related parties:

	2.777.023	2,470,088
Yaşar Holding	2,777,023	2,470,088

The majority of finance income consists of bail commission charges amounting to TL2,777,023 (2018: TL2,470,088), for the borrowings obtained by the Yaşar Group Companies from international capital markets and various financial institutions with the guarantee of the Company (Note 24.a). The commission rates of bail and financing used in the associated intercompany charges is 0.50% p.a. (2018: 0.50% p.a.).

i) Dividends and profit shares to related parties:

	14,787,201	12,377,157
Offici	1,747,022	1,007,074
Other	1.947.622	1,887,674
Yaşar Eğitim Vakfı	1,107,921	-
Yaşar Holding	11,731,658	10,489,483

On the Ordinary Meeting of the General Assembly for the year 2019 as of 28 March 2019, it has been decided to distribute dividend amounting to TL22,152,120 (2018: TL18,961,399). TL7,364,917 portion of this dividend (2018: TL6,584,236) was paid to other shareholders.

PINAR SÜT MAMULLERİ SANAYİİ A.Ş.

NOTES TO THE FINANCIAL STATEMENTS

FOR THE PERIOD BETWEEN 1 JANUARY - 31 DECEMBER 2019

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

NOTE 5 - TRANSACTIONS AND BALANCES WITH RELATED PARTIES (Continued)

	1 January - 31 December 2019	1 January - 31 December 2018
j) Donations to related parties:		
Yaşar Eğitim Vakfı Other	2,243,402 157,024	1,326,382
	2,400,426	1,326,382
k) Financial expenses from related parties:		
Yaşar Holding Other	414,232 587,111	522,811 1,267,918
	1,001,343	1,790,729

Significant portion of financial expenses consist of the bail charges related to the guarantees provided by Yaşar Group companies as guarantor.

l) Key management compensation:

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

	7,561,534	7,060,758
Other long-term benefits	113,891	207,551
Total short-term employee benefits	7,447,643	6,853,207

The portion of total short-term benefits amounting to TL1,940,000 (31 December 2018: TL1,880,000) consists of Board of Directors appropriation according to the decision taken at the Ordinary Meeting of the General Assembly.

m) Bails given to related parties:

As of 31 December 2019 Pinar Et, YBP, Çamlı Yem and DYO Boya have provided joint and several guarantee to Yaşar Holding; for its Eurobond issued in international markets at 6 November 2014, amounting to USD205,592,000 equivalent of TL1,221,257,598 due 6 May 2020. An Indemnity Agreement was signed between Yaşar Holding and the above mentioned guarantors on 3 November 2014, which states that in an occurrence of an event where a guarantor makes a payment related with the guarantee provided; Yaşar Holding will indemnify the paying guarantor. If Yaşar Holding fails to indemnify the paying guarantor by 1/5 of the payment amount.

n) Bails received from related parties:

Received bails are related with guarantee letter amounting to TL97,755,556 guarantees provided by YBP, YDT and Yaşar Holding (31 December 2018: guarantees provided by YBP, YDT and Yaşar Holding related with guarantee letters amounting to TL61,333,333).

PINAR SÜT MAMULLERİ SANAYİİ A.Ş.

NOTES TO THE FINANCIAL STATEMENTS

FOR THE PERIOD BETWEEN 1 JANUARY - 31 DECEMBER 2019

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

NOTE 6 - TRADE RECEIVABLES AND PAYABLES

	31 December 2019	31 December 2018
a) Short - term trade receivables from third parties:		
Customer current accounts	2,532,658	1,980,506
Cheques and notes receivable	9,949,125	7,921,151
	12,481,783	9,901,657
Less: Provision for impairment of receivables	(566,461)	(566,461)
	11,915,322	9,335,196
The agings of trade receivables as of 31 December 2019 and 2018 are as follow	'S:	
Overdue	1,986,689	1,639,080
0 - 30 days	3,514,991	4,595,257
31 - 60 days	5,750,700	3,100,859
61 - 90 days	662,942	_ _
	11,915,322	9,335,196

The Company management does not expect any collection risk regarding its trade receivables overdue but not impaired amounting to TL1,986,689 as of 31 December 2019 (31 December 2018: TL1,639,080) considering its past experience and subsequent collections (Note 28.a).

The agings of trade receivables as of 31 December 2019 and 2018 are as follows:

The agings of trade receivables as of ST December 2017 and 2010 are as follow	V5.	
	31 December 2019	31 December 2018
<u>0</u> - 3 months	1,986,689	1,639,080
b) Short - term trade payables to third parties:		
	31 December 2019	31 December 2018
Supplier current accounts	346,725,323	323,663,686
Trade payables mature within two months (31 December 2018: Two months).		
c) Long-term trade payables to third parties:		
Supplier current accounts	29,837,820	49,739,044

Long-term trade payables to third parties are comprised of payables regarding property, plant and equipment purchases that are amounting to EUR4,486,485 as of 31 December 2019 (31 December 2018: EUR8,251,335)

PINAR SÜT MAMULLERİ SANAYİİ A.Ş.

NOTES TO THE FINANCIAL STATEMENTS

FOR THE PERIOD BETWEEN 1 JANUARY - 31 DECEMBER 2019

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

NOTE 6 - TRADE RECEIVABLES AND PAYABLES (Continued)

The redemption schedules of long-term trade payables at 31 December 2019 and 2018 are as follows:

	31 December 2019	31 December 2018
2020	-	22,694,538
2021	16,189,771	14,674,156
2022	9,058,824	8,210,776
2023	4,589,225	4,159,574
	29,837,820	49,739,044

NOTE 7 - OTHER RECEIVABLES AND PAYABLES

	31 December 2019	31 December 2018
a) Other short-term receivables from third parties:		
Value Added Tax ("VAT") receivable	1,521,839	3,898,461
Deposits and guarantees given	734,242	2,114,836
Other	277,669	420,664
	2,533,750	6,433,961
b) Other short-term payables to third parties:		
Taxes and funds payable	3,343,849	2,608,486
Other	248,147	241,647
	3,591,996	2,850,133

NOTE 8 - INVENTORIES

	31 December 2019	31 December 2018	
Raw materials	56,765,589	53,140,957	
- Raw materials	50,392,659	49,350,020	
- Raw materials in transit	6,372,930	3,790,937	
Work-in-progress	36,825,822	50,114,803	
Finished goods	57,681,095	56,626,137	
Spare parts and palettes	6,473,430	9,317,800	
	157,745,936	169,199,697	

The costs of inventories recognized as expense and included in cost of sales amounted to TL1,242,724,885 (2018: TL1,065,257,417) (Note 17). Inventories are carried at cost, and there are no inventories valued at fair value less costs to sell as of 31 December 2019.

PINAR SÜT MAMULLERİ SANAYİİ A.Ş.

NOTES TO THE FINANCIAL STATEMENTS

FOR THE PERIOD BETWEEN 1 JANUARY - 31 DECEMBER 2019

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

NOTE 9 - PREPAID EXPENSES AND DEFERRED INCOME

	31 December 2019	31 December 2018
a) Short - term prepaid expenses to third parties:		
Prepaid expenses	2,954,241	3,110,021
Advances given	2,666,466	341,240
	5,620,707	3,451,261
b) Long - term prepaid expenses to third parties:		
Advances given	423,513	269,783
Prepaid expenses	161,715	
	585,228	269,783
c) Short - term deferred income from third parties:		
Advances received	1,053	2,391,616
	1,053	2,391,616

PINAR SÜT MAMULLERİ SANAYİİ A.Ş.

NOTES TO THE FINANCIAL STATEMENTS

FOR THE PERIOD BETWEEN 1 JANUARY - 31 DECEMBER 2019

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

NOTE 10 - PROPERTY, PLANT AND EQUIPMENT AND RIGHT OF USE ASSETS

a) Property, Plant And Equipment:

Movements of property, plant and equipment and accumulated depreciation between 1 January and 31 December 2019 were as follows:

	1 January				Accumulated Depreciation Netting Before	Revaluation	31 December
	2019	Additions	Disposals	Transfers	Valuation	Increasing	2019
Cost or revaluation:							
Land	162,713,500	-	-	_	-	20,511,500	183,225,000
Land improvements and buildings	97,235,560	379,112	-	1,259,592	(7,165,350)	14,974,321	106,683,235
Machinery, plant and equipment	449,717,529	6,682,742	(249,702)	29,722,258	-	-	485,872,827
Motor vehicles	6,696,391	416,524	(68,437)	-	-	-	7,044,478
Furniture and fixtures	57,808,415	1,890,356	(361,771)	-	-	-	59,337,000
Construction in progress	34,380,126	3,169,668	(187,299)	(30,981,850)	-	-	6,380,645
	808,551,521	12,538,402	(867,209)	-	(7,165,350)	35,485,821	848,543,185
Accumulated depreciation:							
Land improvements and buildings	(3,494,066)	(3,671,284)	-	-	7,165,350	-	-
Machinery, plant and equipment	-	(39,272,628)	256,709	-	-	-	(39,015,919)
Motor vehicles	(6,194,776)	(127,545)	68,436	-	-	-	(6,253,885)
Furniture and fixtures	(47,148,717)	(2,747,347)	340,300	-	-	-	(49,555,764)
	(56,837,559)	(45,818,804)	665,445	_	7,165,350		(94,825,568)
Net book value	751,713,962						753,717,617

As of 31 December 2019, main additions to property, plant and equipment are comprised of investments related to machinery and equipment.

PINAR SÜT MAMULLERİ SANAYİİ A.Ş.

NOTES TO THE FINANCIAL STATEMENTS

FOR THE PERIOD BETWEEN 1 JANUARY - 31 DECEMBER 2019

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

NOTE 10 - PROPERTY, PLANT AND EQUIPMENT AND RIGHT OF USE ASSETS (Continued)

Movements of property, plant and equipment and accumulated depreciation between 1 January and 31 December 2018 were as follows:

					Accumulated Depreciation		
	1 January				Netting Before	Revaluation	31 December
	2018	Additions	Disposals	Transfers	Valuation	Increasing	2018
Cost or revaluation:							
Land	162,713,500	-	_	_	_	_	162,713,500
Land improvements and buildings	93,599,500	1,438,430	(1,746,301)	3,943,931	-	-	97,235,560
Machinery, plant and equipment	319,726,099	19,988,244	(4,149,330)	30,708,916	(26,666,931)	110,110,531	449,717,529
Motor vehicles	6,774,403	195,038	(273,050)	-	-	-	6,696,391
Furniture and fixtures	56,711,279	2,074,461	(977,325)	-	-	-	57,808,415
Construction in progress	26,553,896	42,479,077	-	(34,652,847)	_	-	34,380,126
	666,078,677	66,175,250	(7,146,006)		(26,666,931)	110,110,531	808,551,521
Accumulated depreciation:							
Land improvements and buildings	_	(3,600,784)	106,718	-	_	-	(3,494,066)
Machinery, plant and equipment	_	(26,851,241)	184,310	_	26,666,931	_	_
Motor vehicles	(6,374,961)	(92,865)	273,050	_	-	_	(6,194,776)
Furniture and fixtures	(44,931,869)	(3,140,013)	923,165	-	-	-	(47,148,717)
	(51,306,830)	(33,684,903)	1,487,243		26,666,931	_	(56,837,559)
Net book value	614,771,847						751,713,962

As of 31 December 2018, main additions to property, plant and equipment are comprised of investments related to machinery and equipment and furniture and fixtures.

PINAR SÜT MAMULLERİ SANAYİİ A.Ş.

NOTES TO THE FINANCIAL STATEMENTS

FOR THE PERIOD BETWEEN 1 JANUARY - 31 DECEMBER 2019

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

NOTE 10 - PROPERTY, PLANT AND EQUIPMENT AND RIGHT OF USE ASSETS (Continued)

b) Right of Use Assets:

		Effects			
		of change in			
	1 January 2019	accounting policies	Additions	Disposals	31 December 2019
Cost:					
Land improvements and buildings	-	3,280,008	_	-	3,280,008
Motor vehicles	-	2,610,723	-	-	2,610,723
	-	5,890,731	-	-	5,890,731
Accumulated depreciation:					
Land improvements and buildings	-	-	(2,446,531)	-	(2,446,531)
Motor vehicles	-	-	(878,740)	-	(878,740)
	-		(3,325,271)	-	(3,325,271)
Net book value	-	5,890,731	(3,325,271)	_	2,565,460

PINAR SÜT MAMULLERİ SANAYİİ A.Ş.

NOTES TO THE FINANCIAL STATEMENTS

FOR THE PERIOD BETWEEN 1 JANUARY - 31 DECEMBER 2019

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

NOTE 10 - PROPERTY, PLANT AND EQUIPMENT AND RIGHT OF USE ASSETS (Continued)

There are no mortgages or other collaterals placed on property, plant and equipment as of 31 December 2019 (2018: None).

Current year's depreciation and amortization charges were allocated to cost of goods sold by TL38,698,589 (2018: TL28,590,874) to the cost of inventories by TL759,652 (2018: TL715,657), to marketing expenses by TL4,554,266 (2018: TL2,077,212) (Note 21.a), to general administrative expenses by TL4,792,216 (2018: TL2,218,636) (Note 21.b), to research and development expenses by TL972,830 (2018: TL613,901) (Note 21.c).

Movements in revaluation reserve related to land, buildings, land improvements, machinery and equipment as of 31 December 2019 and 2018 were as follows:

	2019	2018
1 January	338,600,210	261,716,422
Disposal of revaluation funds due to sale of property, plant and equipment - net	(14,511)	(2,700,130)
Increase in revaluation reserve arising from revaluation	30,439,807	-
of land,buildings and land improvements - net		00.000 / 05
Machinery, plants and equipment revaluation	-	88,088,425
resulting increase - net		
Depreciation transfer upon revaluation reserve - net	(15,980,653)	(8,504,507)
31 December	353,044,853	338,600,210

The carrying amounts of each class of property, plant and equipment that would have been recognized if the assets have been carried under the cost model at 31 December 2019 and 2018 are as follows:

		Land improvements	Machinery and
	Land	and buildings	equipment
31 December 2019			
Cost	9,059,482	76,005,904	406,951,795
Less: Accumulated depreciation	-	(24,175,836)	(134,367,502)
Net book value	9,059,482	51,830,068	272,584,293
31 December 2018			
Cost	9,059,482	74,367,201	370,814,636
Less: Accumulated depreciation	-	(21,807,580)	(113,619,242)
Net book value	9,059,482	52,559,621	257,195,394

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NOTES TO THE FINANCIAL STATEMENTS

FOR THE PERIOD BETWEEN 1 JANUARY - 31 DECEMBER 2019

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

NOTE 11 - INTANGIBLE ASSETS

The movements of intangible assets and related accumulated amortization for the years ended 31 December 2019 and 2018 were as follows:

TOTOWS.	4.1	A 1 1111	04.5
	1 January 2019	Additions	31 December 2019
Costs:			
Rights	13,130,556	686,285	13,816,841
Construction in progress	1,702,109	2,307,842	4,009,951
Less: Accumulated amortization	(12,006,665)	(633,479)	(12,640,144)
Net book value	2,826,000		5,186,648
	1 January 2018	Additions	31 December 2018
Costs:			
Rights	12,808,201	322,355	13,130,556
Construction in progress	593,295	1,108,814	1,702,109
Less: Accumulated amortization	(11,475,288)	(531,377)	(12,006,665)
Net book value	1,926,208		2,826,000

NOTE 12 - GOVERNMENT GRANTS AND INCENTIVES

During 2019, in scope of Turquality Project implemented by Undersecreteriat 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 TL492,142 (2018: TL833,034) government incentive. As of 31 December 2019, the company has incentive accrual amounting to TL2,512,167 (31 December 2018: TL3,675,970).

There are investment incentive certificates to which the Company has been entitled by the official authorities (Note 25).

NOTE 13 - BORROWINGS AND BORROWING COSTS

	31 December 2019	31 December 2018
From third parties:		
Short-term borrowings	31,228,891	65,255,444
Short-term portion of long-term borrowings	34,251,409	40,841,356
Borrowings from lease liabilities	1,815,337	<u> </u>
Short-term borrowings	67,295,637	106,096,800
Long-term borrowings	84,586,318	25,555,556
Borrowings from lease liabilities	719,884	<u> </u>
Long-term borrowings	85,306,202	25,555,556
	152,601,839	131,652,356

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NOTE 13 - BORROWINGS AND BORROWING COSTS (Continued)

Borrowings:

Effective weighted

	average interest rate p.a. (%)		Original	Original currency		TL equivalent	
3	1 December 2019	31 December 2018	31 December 2019	31 December 2018	31 December 2019	31 December 2018	
Short - term borrov	vings:						
TL borrowings (*)	-	31.76	490,542	38,950,944	490,542	38,950,944	
USD borrowings (*)	3.22	3.22	5,000,000	5,000,000	29,701,000	26,304,500	
EUR leasing borrow	ings 3.12	-	155,978	-	1,037,349	-	
Short - term portion	_		0/ 054 /00	(0.0/4.05/	0/054/00	(0.0/4.05/	
TL borrowings (**)	14.50	15.07	34,251,409	40,841,356	34,251,409	40,841,356	
Total short - term b	orrowings				65,480,300	106,096,800	
Long - term bank b	orrowings:						
TL borrowings (**)	13.64	14.31	83,034,921	25,555,556	83,034,921	25,555,556	
EUR leasing borrow	ings 3.12		233,272	-	1,551,397		
Total long - term ba	nk borrowings				84,586,318	25,555,556	

^(*) As of 31 December 2019 short-term financial liabilities consist of spot loans. Interest rate for spot loans is 0% p.a. (31 December 2018: 31.76% p.a.). As of 31 December 2019 USD short-term financial liabilities consist of export credits with interest rate 3.22% p.a. (31 December 2018: 3.22% p.a.).

^(**) As of 31 December 2019 TL denominated long-term borrowings consist of loans with a fixed interest rate of 11.55% p.a and 16.30% p.a. (As of 31 December 2018, TL denominated long-term borrowings consist of loans with a fixed interest rate of 12.95% p.a and 16.30% p.a.).

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NOTE 13 - BORROWINGS AND BORROWING COSTS (Continued)

Guarantees given for The Company's financial liabilities and other financial liabilities are explained in Note 14.

The redemption schedule of long-term borrowings at 31 December 2019 and 2018 are as follows:

	31 December 2019	31 December 2018
2020	-	10,000,000
2021	32,214,890	15,555,556
2022	22,885,714	-
2023	22,885,714	-
2024	6,600,000	=
	84,586,318	25,555,556

³¹ December 2019 and 2018 are prepared in accordance with the Company's variable interest rate and the fixed rate renewal date net financial debt maturity breakdown is as follows:

31 December 2019

Total	131,652,356
Borrowings with fixed rates	131,652,356
31 December 2018	
<u>Total</u>	152,601,839
Borrowings with fixed rates	152,601,839

There is no floating interest rate borrowing as of 31 December 2019 (31 December 2018: None).

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

	Carrying Amounts		Fair Values		
	31 December 2019	31 December 2018	31 December 2019	31 December 2018	
Bank borrowings	152,601,839	131,652,356	154,686,504	129,146,646	

The fair values are based on cash flows discounted using the rates based on the borrowing rates of 11.23% p.a. and 1.63% p.a. for TL and USD denominated bank borrowings, respectively (31 December 2018: 24.02% p.a., 2.85% p.a. for TL and USD denominated bank borrowings, respectively).

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NOTE 13 - BORROWINGS AND BORROWING COSTS (Continued)

As of 31 December 2019 and 2018 the movement of net borrowings are as follows:

	2019	2018
1 January	130,459,352	145,869,756
Cash in flow from borrowings	201,622,895	287,374,692
Repayment of borrowings	(191,892,675)	(299,245,392)
Currency translation difference	4,128,100	(4,555,975)
Accrual of interest effect	1,967,196	879,573
Change in cash and cash equivalents	(14,263,087)	136,698
Borrowings from lease liabilities	2,535,221	-
Borrowings from financial lease liabilities	2,588,746	
31 December	137,145,748	130,459,352

NOTE 14 - PROVISIONS, CONTINGENT ASSETS AND LIABILITIES

	31 December 2019	31 December 2018
a) Guarantees given:		
Bails	1,221,257,598	1,315,225,000
Letter of guarantee	71,144,502	50,381,694
Other	668,273	
	1,293,070,373	1,365,606,694

As of 31 December 2019 Pinar Et, YBP, Çamlı Yem and DYO Boya have provided joint and several guarantee to Yaşar Holding; for its Eurobond issued in international markets at 6 November 2014, amounting to USD205,592,000 equivalent of TL1,221,257,598 due 6 May 2020. An Indemnity Agreement was signed between Yaşar Holding and the above mentioned guarantors on 3 November 2014, which states that in an occurrence of an event where a guarantor makes a payment related with the guarantee provided; Yaşar Holding will indemnify the paying guarantor. If Yaşar Holding fails to indemnify the paying guarantor by 1/5 of the payment amount.

CONVENIENCE TRANSLATION INTO ENGLISH OF FINANCIAL STATEMENTS ORIGINALLY ISSUED IN TURKISH PINAR SÜT MAMULLERİ SANAYİİ A.Ş.

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NOTE 14 - PROVISIONS, CONTINGENT ASSETS AND LIABILITIES (Continued)

The collaterals, pledges and mortgages ("CPM") position of the Company for the years ended 31 December 2019 and 2018 were as follows:

	31 December 2019		31 December 2018			
	Currency	Amount	TL Equivalent	Currency	Amount	TL Equivalent
The CPMs given by the Company:						
A. Total amount of CPM given						
for the Company's own legal personality			71,812,775			50,381,694
	TL	40,734,718	40,734,718	TL	24,041,315	24,041,315
	USD	5.231.820	31,078,057	USD	5,006,820	26,340,379
B. Total amount of CPM given on behalf of						
fully consolidated companies		-	-		_	-
C. Total amount of CPM given for continuation of						
its economic activities on behalf of third parties		_	_		_	_
D. Total amount of other CPM			1,221,257,598			1,315,225,000
i. Total amount of CPM given on behalf of						
the majority shareholder			1,221,257,598			1,315,225,000
the majority shareholder	USD	205.592.000	1.221.257.598	USD	250.000.000	1,315,225,000
ii. Total amount of CPM given to behalf of other	038	200,072,000	1,221,237,370	038	230,000,000	1,515,225,000
the Company companies which are not in scope	of R and C	_	_		_	_
iii. Total amount of CPM given on behalf of	or D and C					
third parties which are not in scope of C						
third parties which are not in scope of C		-	-		-	-
Total			1,293,070,373			1,365,606,694
The ratio of total amount of other CPM to Equity			136%			168%

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NOTES TO THE FINANCIAL STATEMENTS

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NOTE 14 - PROVISIONS, CONTINGENT ASSETS AND LIABILITIES (Continued)

	31 December 2019	31 December 2018
b) Guarantees received:		
Bails	97,755,556	61,333,333
Guarantee notes	12,862,946	10,308,154
Letters of guarantee	12,214,873	4,244,889
Guarantee cheques	301,269	266,817
	123,134,644	76,153,193

Received bails are related with guarantee letter amounting to TL97,755,556 guarantees provided by YBP, YDT and Yaşar Holding (31 December 2018: Received bails are related with guarantee letter amounting to TL61,333,333 guarantees provided by YBP, YDT and Yaşar Holding).

Foreign currency denominated guarantees given as of 31 December 2019 is as follows:

Guarantees received	EUR	1,246,900
Foreign currency denominated guarantees given as of 31 December 2018 is as follows:		
Guarantees received	EUR	459,508
	USD	480,717

c) Major litigations

Ministry of Finance has carried out a tax inspection against the Company and charged tax penalties amounting to total of TL3,835,663 comprising of TL1,723,468 VAT penalties and TL2,112,195 tax loss penalties for the transactions in fiscal years between 2006 and 2011. The Company applied to İzmir 2nd Tax Court for cancellation of those tax penalties and except for the lawsuit regarding inconsistency, however they were lost. The Company appealed to a higher court to suspend the execution within the legal time and Supreme Court granted a motion for stay of execution in favor of the Company. It was subsequently decided by the Supreme Court that the decision of the court be dismissed in favor of the Company as well. The defendant administration requested to Supreme Court for correction of the decision on dismissal. In this context, the legal counselor of the Company believe that the likelihood of the rejection of the correction request by the Supreme Court is highly probable and the local court is expected to re-examine the file and decide accordingly. On the other hand, the previous suspension decree delivered by the court was removed and the penalty was annulled in the lawsuit filed in the Izmir 3rd Tax Court by the Company against the penalty subsequently given as a result of the tax assessment made in 2011. 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 2019.

NOTE 15 - COMMITMENTS

As of 31 December 2019 the Company has not any purchase commitments (2018: None).

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NOTES TO THE FINANCIAL STATEMENTS

FOR THE PERIOD BETWEEN 1 JANUARY - 31 DECEMBER 2019

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NOTE 16 - EMPLOYEE BENEFITS

a) Payables related to employee benefits:

	31 December 2019	31 December 2018
Social security premiums payable	2,021,096	1,717,592
Payables to personnel	249,871	85,554
	2,270,967	1,803,146
b) Short-term provisions for employee benefits:		
Provision for seniority incentive bonus	670,613	308,267
	670,613	308,267
c) Long-term provisions for employee benefits:		
Provision for employment termination benefits	25,913,225	21,863,974
Provision for seniority incentive bonus	1,407,890	1,101,807
	27,321,115	22,965,781

Under the Turkish Labor 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 TL6,379.86 for each year of service as of 31 December 2019 (31 December 2018: TL5,434.42). 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 TL6,730.15 which is effective from 1 January 2020 (1 January 2019: TL6,017.60) 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:

	2019	2018
Discount rate (%)	5.00	5.00
Probability of retirement (%)	97.18	97.32

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NOTE 16 - EMPLOYEE BENEFITS (Continued)

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

	2019	2018
1 January	21,863,974	18,646,901
Interest costs	3,163,977	3,603,082
Actuarial losses	3,153,808	1,626,259
Paid during the year	(4,340,555)	(3,895,510)
Annual charge	2,072,021	1,883,242
31 December	25,913,225	21,863,974

The total of interest cost, actuarial losses and increase during the year amounting to TL8,389,806 (2018: TL7,112,583) was included in general administrative expenses amounting to TL2,072,021 (2018: TL1,883,242) financial expenses amounting to TL3,163,977, and other comprehensive income amounting to TL3,153,808 (2018: TL1,626,259).

NOTE 17 - EXPENSES BY NATURE

	1 January - 31 December 2019	1 January - 31 December 2018
Direct material costs	1,242,724,885	1,065,257,417
Staff costs	91,615,278	84,151,958
Energy	59,393,803	45,840,733
Depreciation and amortization	49,777,554	34,216,280
Repair and maintenance	45,436,177	48,262,131
Advertisement	38,104,717	40,719,058
Consultancy charges	20,031,921	16,679,256
Other	84,483,400	75,865,763
	1,631,567,735	1,410,992,596

NOTE 18 - OTHER ASSETS AND LIABILITIES

	31 December 2019	31 December 2018
a) Other current assets from third parties:		
Deferred Value Added Tax	26,254,999	31,925,371
Income accrual	2,612,660	3,499,672
Other	4,071	4,072
	28,871,730	35,429,115

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NOTE 18 - OTHER ASSETS AND LIABILITIES (Continued)

b) Other current liabilities to third parties:

	31 December 2019	31 December 2018
Expense accruals	26,980	20,018
	26,980	20,018

NOTE 19 - SHARE CAPITAL, RESERVES AND OTHER EQUITY ITEMS

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 authorized registered capital at 31 December 2019 and 2018 are as follows:

	31 December 2019	31 December 2018
Registered share capital (historical values)	80,000,000	80,000,000
Authorized registered share capital with a nominal	44,951,051	44,951,051

The compositions of the Company's share capital at 31 December 2019 and 2018 were as follows:

31 December 2019		31 De	cember 2018	
Shareholder	Share (%)	(TL)	Share (%)	(TL)
Yaşar Holding (A,B,C)	61.41	27,603,901	61.41	27,603,901
Public Part (C)	37.95	17,060,367	37.95	17,060,367
Other	0.64	286,783	0.64	286,783
Share capital	100.00	44,951,051	100.00	44,951,051
Adjustment to share capital		16,513,550		16,513,550
Total paid-in capital		61,464,601		61,464,601

Adjustment to share capital amounting to TL16,513,550 (2018: 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).

Regarding to Capital Market Regulation, in Turkey companies have right to exceed registered capital thereby addition of all reserves to capital to increase registered capital amount one-time. On the other hand, registered capital amount is not exceed through cash increase.

As of 31 December 2019, there are 4,495,105,125 (2018: 4,495,105,125) units of shares each with a face value of Kr1 each.

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NOTE 19 - SHARE CAPITAL, RESERVES AND OTHER EQUITY ITEMS (Continued)

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 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 B type shares, and one from those nominated by shareholders bearing B 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 has 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:

The first legal reserve is appropriated out of the statutory profits at the rate of 5%, until the total reserve reaches a maximum of 20% of the Company's share capital. The second legal reserve is appropriated at the rate of 10% all distributions in access of 5% of the Company's share capital. Under TCC, the legal reserves can only be used to offset losses and are not available for any other usage unless they exceed 50% of paid in share capital.

In accordance with the related announcements of CMB "Share capital", "Restricted Reserves" and "Share Premium" shall be carried at their statutory amounts. The valuation differences (like 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 "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 in accordance with the CMB Financial Reporting Standards.

There are no use of capital correction differences other than being added to capital.

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NOTES TO THE FINANCIAL STATEMENTS

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NOTE 19 - SHARE CAPITAL, RESERVES AND OTHER EQUITY ITEMS (Continued)

Companies distribute dividends in accordance with their dividend payment policies numbered II-19.1settled by CMB on 1 Februay 2014 and dividend payment decision taken in general assembly and also in conformity with relevant legislations.

The communiqué does not constitute a minimum dividend rate. Companies distribute dividend in accordance with the method defined in their dividend policy or articles of associations. In addition, dividend can be distributed by fixed or variable installments and advance dividend can be paid in accordance with profit on financial statements of the company.

Within the framework of Article 28 of the Articles of Association, after the loss from the previous year (if any) is deducted from the net profit for the period, the legal reserve and first dividend are set aside from the balance within the framework of the Capital Markets Regulation. Later, an amount up to 3% of the remaining amount can be allocated for facilities established in the company as per Article 522 of the Turkish Commercial Code, within the framework of the General Assembly decision. An amount up to 5% can be allocated to members of a board of directors as an allocation provision, based on the parameters the board of directors sets and thinks necessary. An amount up to 5% can be allocated for social aid, premiums (profits), bonuses, etc. as per board of directors decisions.

Unless the general reserves that has to be appropriated in accordance with TCC or the dividend to shareholders as determined in the articles of association or dividend policy are set aside; no decision can be taken to set aside other reserves, to transfer reserves to the subsequent year or to distribute dividends to holders of usufruct right certificates, to board of directors members or to employees; and no dividend can be distributed to those unless the determined dividend to shareholders is paid in cash. For the listed companies, dividend distribution is made evenly to all existing shares as of the date of dividend distribution without considering the date of issuance and acquisition of the shares.

Based on the decision of General Assembly meeting on 28 March 2019, the Company has decided to distribute TL22,152,120 of the distributable net profit for the year 2018 as dividend and payments to boards. In context of this dividend distribution decision, the Company separated TL1,990,457 as "Restricted Reserves".

NOTE 20 - REVENUE AND COST OF SALES

	1 January -	1 January -
	31 December 2019	31 December 2018
Domestic sales	1,930,887,119	1,741,304,821
Export sales	260,860,458	227,953,589
Merchandise goods sales	131,000	224,974
Gross sales	2,191,878,577	1,969,483,384
Less: Discounts	(490,261,138)	(439,153,438)
Returns	(37,031,968)	(42,497,806)
Net sales	1,664,585,471	1,487,832,140
Cost of merchandise goods sold	(122,734)	(214,201)
Cost of goods sold	(1,461,384,769)	(1,256,037,198)
Cost of sales	(1,461,507,503)	(1,256,251,399)
Gross profit	203,077,968	231,580,741

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NOTES TO THE FINANCIAL STATEMENTS

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NOTE 21 - GENERAL ADMINISTRATIVE EXPENSES, MARKETING EXPENSES, RESEARCH AND DEVELOPMENT EXPENSES

	1 January - 31 December 2019	1 January - 31 December 2018
a) Marketing expenses:		
Advertisement	38,104,717	40,719,058
Staff costs	11,061,229	9,620,553
Outsourced services	9,529,888	7,460,072
Consultancy	8,905,567	7,961,815
Repair and maintenance	7,324,932	8,799,224
Transportation	5,352,370	3,638,510
Depreciation and amortization	4,554,266	2,077,212
Other	20,853,849	18,581,488
	105,686,818	98,857,932
b) General administrative expenses:		
Consultancy charges	11,126,354	8,717,441
Staff costs	11,027,001	13,093,840
Outsourced services	8,108,944	6,377,728
Depreciation and amortization	4,792,216	2,218,636
Taxes (Corporate tax excluded)	3,100,730	3,386,108
Repair and maintenance	2,152,863	1,955,841
Termination benefits	2,072,021	1,883,242
Energy	1,169,926	997,445
Other	6,520,717	3,785,734
	50,070,772	42,416,015
c) Research and development expenses:		
Staff costs	5,477,057	5,614,895
Repair and maintenance	4,283,562	3,932,426
Outsourced services	2,491,323	2,148,534
Depreciation and amortization	972,830	613,901
Other	1,077,870	1,157,494
	14,302,642	13,467,250

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NOTES TO THE FINANCIAL STATEMENTS

FOR THE PERIOD BETWEEN 1 JANUARY - 31 DECEMBER 2019

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NOTE	22 - OTHER INCOME/ EXPENSES FROM OPERATING ACTIVITIES		
		1 January -	1 January -
		31 December 2019	31 December 2018
a)	Other income from operating activities:		
Insura	ince damage compensation (*)	15,176,030	-
Foreig	n exchange gain	9,596,662	19,958,496
Intere	st income	6,096,156	2,212,477
Rent i	ncome	2,770,985	2,254,213
Incom	e from sale of auxiliary material and scrap	1,198,411	1,205,613
<u>Other</u>		1,487,038	2,031,699
		36,325,282	27,662,497
b)	Other expense from operating activities:		
	st expense	(7,585,434)	(1,326,674)
-	n exchange loss	(4,534,085)	(16,227,152)
Donat	ions	(2,400,426)	(2,511,700)
<u>Other</u>		(1,532,168)	(3,254,989)
		(16,052,113)	(23,320,515)
NOTE	23 - INCOME/ EXPENSES FROM INVESTING ACTIVITIES		
		1 January - 31 December 2019	1 January - 31 December 2018
a)	Income from investing activities:		
Divide	nd income (*)	5,084,993	4,333,747

(*) Note 5.ii.d.

b) Expense from investing activities:

Income from sales of property, plant and equipment

	(9,745)	(2,001,188)
Loss from sales of property, plant and equipment	(9,745)	(2,001,188)

286,755

5,371,748

2,174,869

6,508,616

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NOTES TO THE FINANCIAL STATEMENTS

FOR THE PERIOD BETWEEN 1 JANUARY - 31 DECEMBER 2019

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

NOTE 24 - FINANCIAL INCOME/ EXPENSES

	1 January - 31 December 2019	1 January - 31 December 2018
a) Financial income:		
Foreign exchange gain	3,886,277	7,115,828
Bail income from related parties	2,615,299	2,470,088
Interest income	1,028,128	682,247
	7,529,704	10,268,163
b) Financial expenses:		
Interest expense	(26,745,397)	(27,750,293)
Foreign exchange loss	(12,849,140)	(33,043,350)
Bail expense	(665,500)	(632,778)
Interest expense on term purchases	(8,982)	(2,426,568)
Foreign exchange losses from derivative transactions	-	(3,349,552)
Other	(4,862,838)	(5,841,451)
	(45,131,857)	(73,043,992)

NOTE 25 - INCOME TAXES (INCLUDING DEFERRED TAX ASSETS AND LIABILITIES)

As of 31 December 2019 and 2018, corporation taxes currently payable are as follows:

	31 December 2019	31 December 2018
Corporation taxes currently payable	451,192	539,771
Less: Prepaid corporate tax	(538,543)	(488,534)
Current income tax liabilities (Assets related to current period tax)	(87,351)	51,237

Within the scope of the "Law on Amendments to Certain Tax Laws and Some Other Laws" numbered 7061, which was published in the Official Gazette dated 5 December 2017, the corporate tax rate for the years 2018, 2019 and 2020 was increased from 20% to 22%.

Corporation tax is payable at a rate of 22% for 2019 (2018: 22%) 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 (e.g. research and development allowance). No further tax is payable unless the profit is distributed.

Dividends paid ton on-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% (2018: 15%). An increase in capital via issuing bonus shares is not considered as a profit distribution and thus does not incur withholding tax.

PINAR SÜT MAMULLERİ SANAYİİ A.Ş.

NOTES TO THE FINANCIAL STATEMENTS

FOR THE PERIOD BETWEEN 1 JANUARY - 31 DECEMBER 2019

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

NOTE 25 - INCOME TAXES (INCLUDING DEFERRED TAX ASSETS AND LIABILITIES) (Continued)

Corporations are required to pay advance corporation tax quarterly at the rate of 22% (2018: 22%) on their corporate income. Advance tax is declared by 17th and payable by the 17th (2018: 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 last day 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 filling, 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:

The exemption to be applied over the capital gains derived by corporate taxpayers from the sale of immovable property held for at least two years is reduced from 75% to 50% by the regulation published in the Official Gazette on 5 December 2017. Therefore, the corporate and deferred tax calculations for the capital gains derived from the sale of immovable property in 2018, 2019 and 2020 shall be 22% of the remaining 50%, and for 2021 and after 20% of the remaining 50%.

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 8th article of Corporate Tax Law, and 40th article of the Income Tax Law, together with other deductions mentioned in 10 th article of Corporate Tax Law, have been taken into consideration in calculation of the Company's corporate tax.

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.

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NOTES TO THE FINANCIAL STATEMENTS

FOR THE PERIOD BETWEEN 1 JANUARY - 31 DECEMBER 2019

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NOTE 25 - INCOME TAXES (INCLUDING DEFERRED TAX ASSETS AND LIABILITIES) (Continued)

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 2019 and 2018 are as follows:

	1 January - 31 December 2019	1 January - 31 December 2018
Current corporation tax expense	(451,192)	(539,771)
Deferred tax income	9,712,082	13,222,170
Taxation on income	9,260,890	12,682,399
The reconciliation of tax expense is as follows:		
	1 January -	1 January -
	31 December 2019	31 December 2018
Profit before tax	25,418,942	36,533,906
Tax calculated at tax rates applicable to the profit	(5,592,167)	(8,037,460)
Expenses not deductible for tax purposes	(194,446)	(160,349)
Tax effect upon the results of investments-in-associates	961,001	2,996,572
Income tax due to dividends received from		
available-for-sale investments	1,118,697	953,424
Utilized investment incentive during period	4,064,364	5,172,324
Recognition of deferred income tax asset / (liability)		
on investment incentive	8,528,886	11,316,618
Other	374,555	441,270
Total taxation on income	9,260,890	12,682,399

Deferred income taxes

The company recognizes 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 realized or settled based on the taxable income in future periods under the liability method using a principal tax rate of 20% (2018: 20%).

In accordance with the regulation numbered 7061, published in Official Gazette on 5 December 2017, "Law on Amendments to Certain Tax Laws and Some Other Laws", corporate tax rate for the years 2018, 2019 and 2020 has increased from 20% to 22%. Therefore, deferred tax assets and liabilities as of 31 December 2018 are calculated with 22% tax rate for the temporary differences which will be realized in 2018, 2019 and 2020, and with 20% tax for those which will be realized after 2021 and onwards.

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NOTE 25 - INCOME TAXES (INCLUDING DEFERRED TAX ASSETS AND LIABILITIES) (Continued)

The breakdown of cumulative temporary differences and the resulting deferred income tax assets/ (liabilities) provided at 31 December 2019 and 2018 using the enacted tax rates at the balance sheet dates are as follows:

	31 December 2019		31 Decembe	r 2018
		Deferred		Deferred
	Cumulative	Cumulative income	Cumulative	income tax assets/
	temporary	tax assets/	temporary	
	differences	(liabilities)	differences	(liabilities)
Revaluation of property, plant				
and equipment	419,511,871	(66,467,018)	404,012,748	(65,412,539)
Difference between carrying values				
(excluding revaluation reserve)				
and tax bases of property, plant and				
equipment and intangible assets	96,758,883	(19,552,502)	82,165,445	(16,633,814)
Difference between carrying value	.,,	, , , , , , ,	, , , , ,	, ,,,,,,,,,,,,,,,,,,,,,,,,,,,,,,,,,,,,,
and tax bases of available-				
for-sale investments	61,425,940	(2,931,690)	21,703,382	(914,210)
Unused tax credits (*)	195,165,249	46,297,051	169,131,231	37,768,166
Provision for employment	-,,	., ,	. , . , .	, , , , , ,
termination benefits	(25,913,225)	5,182,645	(21,863,974)	4,372,795
Other	(3,909,994)	782,000	(4,253,694)	850,738
		·		,
Deferred tax liabilities - net		(36,689,514)		(39,968,864)

^(*) The Company has investment incentive certificate relating with modernization investment at Şanlıurfa, Eskişehir and İzmir facilities. As of 31 December 2019, 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 TL46,297,051 (2018: TL37,768,166)

Movements in deferred income tax liabilities can be analyzed as follows:

	2019	2018
1 January	(39,968,864)	(31,960,112)
Credited to statement of comprehensive income	9,712,082	13,222,170
Charged to actuarial gain/loss arising from defined benefit plans	630,762	325,252
Charged to fair value reserve of available-for-sale investments	(2,017,481)	1,294,210
Calculated on revaluation fund	(5,046,014)	(22,022,106)
Cash refunds of taxes paid in past years	-	(828,278)
31 December	(36,689,514)	(39,968,864)

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NOTES TO THE FINANCIAL STATEMENTS

FOR THE PERIOD BETWEEN 1 JANUARY - 31 DECEMBER 2019

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

NOTE 26 - EARNINGS PER SHARE

		1 January - 31 December 2019	1 January - 31 December 2018
Profit for the year Weighted average number of shares with a Kr1	А	34,679,832	49,216,305
face value (Note 19)	В	4,495,105,125	4,495,105,125
Earnings per share with a Kr1 face value	A/B	0,7715	1,0949

There are no differences between basic and diluted earnings per share. Since the General Assembly Meeting of the year 2019 has not been performed yet, dividend distribution decision has not been taken.

NOTE 27 - FINANCIAL INSTRUMENTS

Financial assets carried at fair value through other comprehensive income:

			31 December 2019	31 December 2018
Fair value difference				
assets recorded in othe	r comprehensive income		85,837,114	46,114,555
			85,837,114	46,114,555
	31 Dece	mber 2019		31 December 2018
	TL	(%)	TL	(%)
Pınar Et	49,981,173	12.58	27,901,577	12.58
Çamlı Yem	25,205,918	5.47	12,005,969	5.47
Pınar Su	9,111,858	8.77	4,909,406	8.77
YDT	1,365,766	0.93	1,148,861	1.76
Bintur	153,038	1.33	129,381	1.33
Other	19,361	-	19,361	
	85,837,114		46,114,555	

Pinar Et and Pinar Su are stated at quoted market prices as they are listed on ISE; YDT, Bintur and Çamlı Yem are stated at their fair values which are determined based on the discounted cash flows as of 31 December 2019 by using the market interest rates and the risk premium specific to unlisted companies within the related sectors.

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NOTES TO THE FINANCIAL STATEMENTS

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NOTE 27 - FINANCIAL INSTRUMENTS (Continued)

The discount and growth rates used in discounted cash flow models as at 31 December 2019 and 2018 are as follows:

	Discount Rate(%)		Growth Rate(%)	
	2019	2018	2019	2018
Bintur	20.21	24.48	1	1
YDT	19.01	23.28	1	1
Çamlı Yem	16.42	20.31	4	3

The movements of financial assets carried at fair value through other comprehensive income in 2019 and 2018 were as follows:

	2019	2018
1 January	46,114,555	73,682,096
Fair value gain/ (loss)		
Pınar Et	22,079,596	(24,859,990)
Pinar Su	4,202,452	(2,160,139)
YDT	216,905	558,751
Bintur	23,657	(7,088)
Çamlı Yem	13,199,949	(1,099,075)
31 December	85,837,114	46,114,555

The movements of financial assets carried at fair value through other comprehensive income in 2019 and 2018 were as follows:

1 January	18,718,259	44,991,591
Fair value loss Deferred income tax on fair value reserve of	39,722,559	(27,567,542)
financial assets carried at fair value through other	(0.045, (04)	1.007.010
comrehensive income (Note 25)	(2,017,481)	1,294,210
31 December	56,423,337	18,718,259

NOTE 28 - NATURE AND LEVEL OF RISKS DERIVING FROM FINANCIAL INSTRUMENTS

The Company's activities expose it to a variety of financial risks: market risk (including currency risk, cash flow, and 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.

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 (fluctuations in raw material prices, especially raw milk).

CONVENIENCE TRANSLATION INTO ENGLISH OF FINANCIAL STATEMENTS ORIGINALLY ISSUED IN TURKISH PINAR SÜT MAMULLERİ SANAYİİ A.S.

NOTES TO THE FINANCIAL STATEMENTS

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

NOTE 28 - NATURE AND LEVEL OF RISKS DERIVING FROM FINANCIAL INSTRUMENTS (Continued)

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 intuitions, 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 YDT 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 recognized. 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. The credit risk analysis of the Company as of 31 December 2019 and 2018 are as follows:

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NOTES TO THE FINANCIAL STATEMENTS

FOR THE PERIOD BETWEEN 1 JANUARY - 31 DECEMBER 2019

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

NOTE 28 - NATURE AND LEVEL OF RISKS DERIVING FROM FINANCIAL INSTRUMENTS (Continued)

31 December 2019		Receivables			
	Trade R	Trade Receivables (1)		Receivables	
	Related	Third	Related	Third	Bank
	Parties	Parties	Parties	Parties	Deposits
Maximum amount of credit risk exposed as of reporting date					
(A+B+C+D+E) (2)	358,117,229	12,262,931	2,533,750	2,533,750	15,407,884
- The part of maximum credit risk covered with guarantees	-	350,000	-	-	
A Net book value of financial assets not due or not impaired	308,386,048	10,276,242	2,533,750	2,533,750	15,407,884
B. Net book value of financial assets whose conditions are					
renegotiated, otherwise will be classified as past due or impaired (3)	-	-	-	-	-
C. Net book value of assets past due but not impaired (4)	49,731,181	1,986,689	-	-	-
- The part covered by guarantees	-	350,000	-	-	-
D. Net book value of assets impaired					
- Past due amount (gross book value)	-	566,461	-	-	-
- Impairment amount (-)	-	(566,461)	-	-	-
- Collateral held as security and guarantees received	-	-	-	-	-
- Due amount (gross book value)	_	-	-	-	-
- Impairment amount (-)	_	-	-	-	-
- Collateral held as security and guarantees received	-	-	-	-	-
E. Off-balance items exposed to credit risk	_	-	-	-	

⁽¹⁾ Notes 5 and 6.

⁽²⁾ Unearned credit finance income and secured portions of due and overdue receivables are taken into consideration while determining aforementioned amounts.

⁽³⁾ Considering the past experiences the Company management believes that no additional credit risk for the collection of these receivables.

⁽⁴⁾ Considering the past experiences and collections subsequent to the balance sheet date, the Company management does not foresee any collection problem for the overdue receivables (Notes 5 and 6).

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FOR THE PERIOD BETWEEN 1 JANUARY - 31 DECEMBER 2019

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NOTE 28 - NATURE AND LEVEL OF RISKS DERIVING FROM FINANCIAL INSTRUMENTS (Continued)

31 December 2018		Receivables				
	Trade Re	eceivables (1)	Other Receivables		_	
	Related	Third	Related	Third	Bank	
	Parties	Parties	Parties	Parties	Deposits	
Maximum amount of credit risk exposed as of reporting date						
(A+B+C+D+E) (2)	283,012,940	9,335,196	83,399	6,433,961	1,149,036	
- The part of maximum credit risk covered with guarantees	-	950,668	-	-	-	
A Net book value of financial assets not due or not impaired	252,728,544	7,696,116	83,399	6,433,961	1,149,036	
B. Net book value of financial assets whose conditions are						
renegotiated, otherwise will be classified as past due or impaired (3)	-	-	-	-	-	
C. Net book value of assets past due but not impaired (4)	30,284,396	1,639,080	-	-	-	
- The part covered by guarantees	-	434,891	-	-	-	
D. Net book value of assets impaired						
- Past due amount (gross book value)	-	566,461	-	-	-	
- Impairment amount (-)	-	(566,461)	-	-	-	
- Collateral held as security and guarantees received	-	-	-	-	-	
- Due amount (gross book value)	-	-	-	-	-	
- Impairment amount (-)	-	-	-	-	-	
- Collateral held as security and guarantees received	-	-	-	-	-	
E. Off-balance items exposed to credit risk	_	-	-	-	-	

- (1) Notes 5 and 6.
- (2) Unearned credit finance income and secured portions of due and overdue receivables are taken into consideration while determining aforementioned amounts.
- (3) Considering the past experiences the Company management believes that no additional credit risk for the collection of these receivables.
- (4) Considering the past experiences and collections subsequent to the balance sheet date, the Company management does not foresee any collection problem for the overdue receivables (Notes 5 and 6).

PINAR SÜT MAMULLERİ SANAYİİ A.S.

NOTES TO THE FINANCIAL STATEMENTS

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NOTE 28 - NATURE AND LEVEL OF RISKS DERIVING FROM FINANCIAL INSTRUMENTS (Continued)

31 December 2019	Receivables				
	Related Parties	Third Parties	Total		
Past due 1 - 30 days	16,418,796	1,420,228	17,839,024		
Past due 1 - 3 months	26,679,583	-	26,679,583		
Past due 3 - 12 months	6,632,802	566,461	7,199,263		
The part of credit risk covered with guarantees	-	350,000	350,000		

	49,731,181	1,986,689	51,717,870			
31 December 2018	Receivables					
	Related Parties	Third Parties	Total			
Past due 1 - 30 days	24,833,658	1,639,080	26,472,738			
Past due 1 - 3 months	5,025,353	-	5,025,353			
Past due 3 - 12 months	425,385	-	425,385			
The part of credit risk covered with guarantees	-	434,891	434,891			
	30,284,396	1,639,080	31,923,476			

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, takes actions to minimize the effect of delay in collections and arranges cash and non-cash credit lines from financial institutions in case of requirement.

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NOTE 28 - NATURE AND LEVEL OF RISKS DERIVING FROM FINANCIAL INSTRUMENTS (Continued)

		31	December 2019		
		Total			
		cash outflows			
	Carrying	per agreement	Less than	3 - 12	1 - 5
	value	(= + +)	3 months (I)	months (II)	years (III)
Contractual maturity dates:					
Financial Liabilities					
Financial Liabilities	152,601,839	207,579,400	39,758,930	40,651,963	127,168,507
Trade Payables	419,437,262	419,437,262	356,318,338	33,281,103	29,837,821
Other Payables	11,662,231	11,662,231	-	11,662,231	_
	583,701,332	638,678,893	396,077,268	85,595,297	157,006,328
		31	December 2018		
		Total			
		cash outflows			
	Carrying	per agreement	Less than	3 - 12	1 - 5
	value	(=I+II+III)	3 months (I)	months (II)	years (III)
Contractual maturity dates:					
Financial Liabilities					
Financial Liabilities	131,652,356	152,182,918	3,920,257	116,570,370	31,692,291
Trade Payables	399,030,829	404,555,999	327,054,737	26,042,603	51,458,659
Other Payables	12,764,453	13,377,411	612,958	12,764,453	
	543,447,638	570,116,328	331,587,952	155,377,426	83,150,950

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.

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NOTES TO THE FINANCIAL STATEMENTS

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

NOTE 28 - NATURE AND LEVEL OF RISKS DERIVING FROM FINANCIAL INSTRUMENTS (Continued)

Foreign Currency Position 31 December 2019 31 December 2018 Other (TL Other (TL TL TL Equivalent USD FUR Equivalent) Equivalent USD EUR Equivalent) 1. Trade Receivables 97,422,304 16,292,923 96,094 51,933,883 9,841,979 25,915 2a. Monetary Financial Assets (Cash, Bank accounts included) 8,383,211 1,406,620 4.151 24,598 2,848 1,595 2b. Non-monetary Financial Assets 3 Other 4. Current Assets (1+2+3) 105,805,515 17,699,543 100,245 51,958,481 9.844.827 27,510 5. Trade Receivables 6a, Monetary Financial Assets 6b. Non-monetary Financial Assets 7 Other 8. Non-Current Assets (5+6+7) 9. Total Assets (4+8) 105,805,515 17,699,543 100,245 51,958,481 9,844,827 27,510 57.147.905 10. Trade Pavables 1.930.603 6.862.362 40.913 50.641.472 594.132 7.882.516 509 11. Financial Liabilities 30.738.350 5.000.000 155 978 26.304.500 5.000.000 12a. Monetary Other Liabilities 12b. Non-monetary Other Liabilities 13. Short-Term Liabilities (10+11+12) 87,886,255 6,930,603 7,018,340 40.913 76.945.972 5.594.132 7.882.516 509 29 837 817 8 251 335 14 Trade Payables 4 486 484 49 739 045 15. Financial Liabilities 1,551,400 233.272 16a. Monetary Other Liabilities 16b. Non-monetary Other Liabilities 31,389,217 17. Long-Term Liabilities (14+15+16) 4.719.756 49.739.045 8.251.335 18. Total Liabilities (13+17) 119,275,472 6.930.603 11.738.096 40.913 126.685.017 5.594.132 16.133.851 509 19. Net Asset/ (Liability) Position of Off-Balance Sheet Derivative Instruments (19a-19b) 19a. Amount of Hedged Asset 19b. Amount of Hedged Liability 20. Net Foreign Currency Asset/(Liability) Position (9-18+19) (13,469,957) 10,768,940 (11,637,851) (40,913) (74,726,536) 4,250,695 (16,106,341) (509) 21. Net Foreign Currency Asset/(Liability) Position of Monetary Items (TFRS 7.B23) (=1+2a+5+6a-10-11-12a-14-15-16a) (13.469.957) 10.768.940 (11.637.851) (40.913)(74,726,536) 4.250.695 (16.106.341) (509)22. Total Fair Value of Financial Instruments Used for **Foreign Currency Hedging** 23. Hedged amount for Foreign Currency Assets 24. Hedged amount for Foreign Currency Liability 25. Export 260.860.458 42.989.550 473.991 14.497.378 227.953.589 42.321.878 336.686 21.669.127 26. Import 56,051,935 8,842,499 82.959.913 14,668,451

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

NOTE 28 - NATURE AND LEVEL OF RISKS DERIVING FROM FINANCIAL INSTRUMENTS (Continued)

31 December 2019	Sensitivity Analysis for Foreign Currency Risk				
_	Profit/	(Loss)	Equ	uity	
	Appreciation of	Depreciation of	Appreciation of	Depreciation of	
f	oreign currency	foreign currency	foreign currency	foreign currency	
Change of USD by 10% against TL:					
1- Asset/ Liability denominated in USD - net 2- The part hedged for USD risk (-)	6,396,965	(6,396,965)	6,396,965	(6,396,965)	
3- USD Effect - net (1+2)	6,396,965	(6,396,965)	6,396,965	(6,396,965)	
Change of EUR by 10% against TL:					
4- Asset/ Liability denominated in EUR - net	(7,739,869)	7,739,869	(7,739,869)	7,739,869	
5- The part hedged for EUR risk (-)	-	-	-	-	
6- EUR Effect - net (4+5)	(7,739,869)	7,739,869	(7,739,869)	7,739,869	
Change of Other Currencies by average 10% against TL:					
7- Assets/ Liabilities denominated in other foreign currencies -	net (4,091)	4,091	(4,091)	4,091	
8- The part hedged for other foreign currency risk (-)	=	=	=	=	
9- Other Foreign Currency Effect - net (7+8)	(4,091)	4,091	(4,091)	4,091	
TOTAL (3+6+9)	(1,346,995)	1,346,995	(1,346,995)	1,346,995	

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NOTE 28 - NATURE AND LEVEL OF RISKS DERIVING FROM FINANCIAL INSTRUMENTS (Continued)

31 December 2018	Sensitivity Analysis for Foreign Currency Risk				
		t/ (Loss)		quity	
	Appreciation of	Depreciation of	Appreciation of	Depreciation of	
	foreign currency	foreign currency	foreign currency	foreign currency	
Change of USD by 10% against TL:					
1- Asset/ Liability denominated in USD – net 2- The part hedged for USD risk (-)	2,236,248	(2,236,248)	2,236,248	(2,236,248)	
3- USD Effect - net (1+2)	2,236,248	(2,236,248)	2,236,248	(2,236,248)	
Change of EUR by 10% against TL:					
4- Asset/ Liability denominated in EUR - net	(9,708,902)	9,708,902	(9,708,902)	9,708,902	
5- The part hedged for EUR risk (-) 6- EUR Effect - net (4+5)	(9,708,902)	9,708,902	(9,708,902)	9,708,902	
Change of Other Currencies by average 10% against	st TL:				
7- Assets/ Liabilities denominated in other foreign cu	rrencies - net -	-	-	-	
8- The part hedged for other foreign currency risk (-)	-	-	-	-	
9- Other Foreign Currency Effect - net (7+8)	-	-	-	-	
TOTAL (3+6+9)	(7,472,654)	7,472,654	(7,472,654)	7,472,654	

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NOTE 28 - NATURE AND LEVEL OF RISKS DERIVING FROM FINANCIAL INSTRUMENTS (Continued)

ii) Interest rate risk

As of 31 December 2019 and 2018, the Company has not financial assets and liabilities with floating rate.

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.

	31 December 2019	31 December 2018
Financial liabilities	152,601,839	131,652,356
Less: Cash and cash equivalents (Note 4)	(15,456,092)	(1,193,004)
Net debt	137,145,747	130,459,352
Total equity	898,247,134	781,440.227
Net debt/ equity ratio	15.27%	16,69%

The Company management regularly monitors the debt/ equity ratio and updates when necessary.

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NOTE 29 - 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 4), trade receivables (Notes 5 and 6) and other receivables (Note 5) of the Company are categorized as loans and receivables; and measured at amortized cost using effective interest method. Available-for-sale investments of the Company are disclosed in Note 27. Financial liabilities, other financial liabilities (Note 13), trade payables (Note 6) and other payables (Note 5) are categorized as financial liabilities measured at amortized 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 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, judgment 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 realize 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 13.

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.

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NOTES TO THE FINANCIAL STATEMENTS

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NOTE 29 - 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 2019 and 2018.

31 December 2019

	Level 1	Level 2	Level 3	Total
Assets:				
Financial investments	59,093,031		26,744,083	85,837,114
Total assets	59,093,031		26,744,083	85,837,114
31 December 2018				
	Level 1	Level 2	Level 3	Total
Assets:				
Financial investments	32,810,983		13,303,572	46,114,555
Total assets	32,810,983	-	13,303,572	46,114,555

As of 31 December 2019 and 2018, there is no transfer between the Levels 1 and 3.

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NOTE 29 - FINANCIAL INSTRUMENTS (FAIR VALUE AND FINANCIAL RISK MANAGEMENT DISCLOSURES) (Continued)

The following table presents the Company's non-financial assets that are measured fair value at 31 December 2019 and 2018:

31 December 2019

31 December 2017	Level 1	Level 2	Level 3	Total
	Levet i	Level 2	Level 3	Totat
Tangible Assets:				
Land	-	183,225,000	-	183,225,000
Buildings and land improvements	-	106,683,235	-	106,683,235
Machinery and equipment	-	446,856,907		446,856,907
Total assets	-	736,765,142		736,765,142
31 December 2018				
	Level 1	Level 2	Level 3	Total
Tangible Assets:				
Land	-	162,713,500	-	162,713,500
Buildings and land improvements	-	93,741,494	-	93,741,494
Machinery and equipment	-	449,717,529	_	449,717,529
Total assets	-	706,172,523	_	706,172,523

NOTE 30 - SUBSEQUENT EVENTS

None (31 December 2018: None).