

Arçelik A.Ş.

Questions asked by Shareholders during the Ordinary General Assembly Meeting 2022 of Arçelik A.Ş. which was held on March 16, 2023

- 1. Although the EBITDA margin increased by 130 basis points in the last quarter compared to the previous year, what was the reason of the management not reaching the target of 9.5% in 2022?**

Answer: In 2022, there have been serious increases in raw material costs due to the uncertainty in the world economy and the effects of the Russia-Ukraine crisis. Also there have been price pressures, especially in logistics costs due to the pressure of the inflationary environment. Although some of these were compensated by strategic pricing, the shrinking effect of profit margins was felt especially in the second half of the year. Therefore, the shrinkage in profit margins performed better in the last quarter compared to previous months.

- 2. What is the purpose of the buyback program and how will you evaluate the buy-back shares?**

Answer: The company's buy-back program has been started on 01.07.2021 and our justification at that time was that the ARCLK share value did not reflect the true value. Since the beginning of the buy-back program we observe a significant increase at the share performance. Therefore, the resource we allocate here is a resource that keeps the company value at a certain level. By evaluating its resources and market conditions, the company will continue to make the most appropriate decision, taking into account the returns of our shareholders.

- 3. How much will you donate to earthquake victims?**

Answer: From the first day of the earthquake, our company mobilized all its resources for the ones who need supports. As shared with the public, as Koç Group, we have taken a decision to deliver 2 billion TL of aid in kind to our citizens in the earthquake area. In addition to the many aid activities, we have been taking very active responsibilities on issues such as shelter and food aid needed by the earthquake victims. In addition to that, we have activated our hygiene trucks in the field, especially within the possibilities of Arçelik. As Koç Group, we are already in cooperation with AFAD. We are carrying out the work of 5,500 container cities in 4 different campuses. Our group will continue to stand by earthquake victims in the long term. All donations to be made within the scope of the relevant donations limit are also presented as information at the general assembly.

- 4. What is the sales target of Arçelik brand photovoltaic panel with 450 MW power?**

Answer: Our panels will just start production. The first trial productions are currently underway. We will start selling the panels that we produce in order to reach our goals and within the framework of budget.

- 5. How is Arçelik in the heat pump market?**

Answer: We are working on the subject, but no decision has been made yet.

- 6. Are there any R&D studies on sea water treatment systems?**

Answer: We do not have any studies on this subject.

7. Is there a production study for electric vehicle charging stations?

Answer: Developments on the subject can be followed by Koç Holding's disclosures.

8. Will Arçelik open a new chapter on Artificial Intelligence?

Answer: Artificial intelligence is a phenomenon that we have to use in every part of our business. We also follow it very closely and implement it in different units of the company.

9. What will be the dividend distribution date?

Answer: As a result of the voting held at the General Assembly, it was decided that the dividend payment of TL 1.8 billion would be made on September 25 as lump sum.