

## www.doganburda.com

Review of 1Q08 Results May 23, 2008



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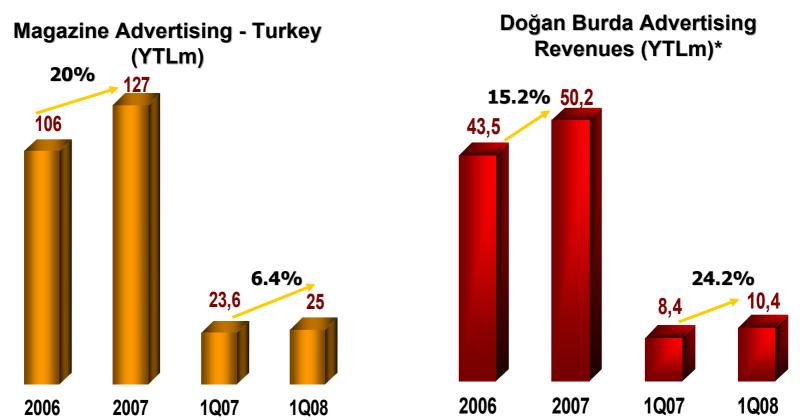








Despite an estimated slowdown in print media in 1Q08, Dogan Burda achieved 24% ad growth in 1Q08, thanks to volume growth through new supplements and seasonal brands.



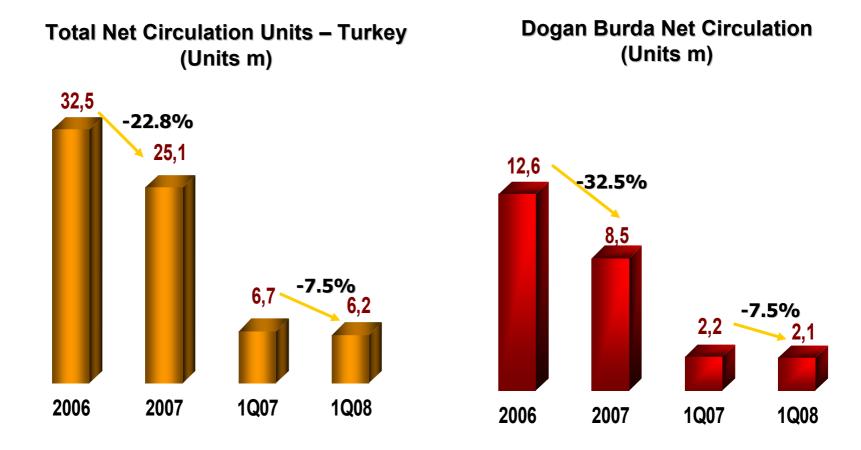
\* Ad revenues = Reported ad revenues plus IAS 39 adjusment.





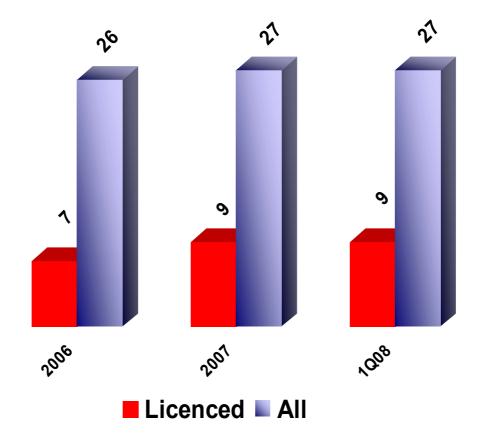
The stabilisation of circulation levels since 4Q06 following the end of low-priced weekly magazine strategy continued in 1Q08.

Focusing on the current portfolio of titles, circulation market share maintained at approximately 33%.













Contribution of Chip, Level, Chip Online and Level Online to the 1Q08 results which were added to the portfolio in Sep'07 was mainly at the circulation level.

Successfull launch of a new seasonal brand : Hello Fashion, additional to the 11 existing ones.

Content related editorial supplement strategy helped increasing the net circulation and advertising revenues parallel to the decrease in return rates.

Having achieved stable circulation levels in recently launched titles, slight cover price increases were possible during 1Q08 in selected titles, namely, Hafta Sonu, Ev Bahçe, Hey Girl, Lezzet, PC Net.





(Million YTL)	FY07*	1Q07	1Q08	Ch%
Net Sales	82.5	17.1	18.2	6.1
Cost Of Goods Sold	(49.7)	(11.8)	(11.6)	(1.4)
<b>Operating Expenses</b>	(25.7)	(5.6)	(5.7)	0.9
<b>Operating Profit*</b>	7.2	(0.3)	0.9	-
EBITDA	9.5	0.3	1.3	333.6
Net Profit	5.3	(0.2)	1.3	-

\* "Operating Profit" has been redefined by Capital Markets Board in accordance with IFRS rules in 2008.





Having focused on the current portfolio of titles, 23.5% growth in advertising revenues and approximately 5 pct points improvement in gross margin in 1Q08.

Million YTL	FY07	1Q07	1Q08	Ch.%
Advertising	49.3	8.3	10.3	23.5
Circulation	29.0	6.7	7.0	4.2
Other	4.2	2.1	0.9	(56.0)
Total Revenues	82.5	17.1	18.2	6.1
Production Costs	26.2	6.2	5.3	(14.7)
Depreciation	0.2	0.05	0.13	175.6
Other costs	23.2	5.6	6.2	11.7
Total COGS	49.7	11.8	11.6	(1.4)
Gross Profit	32.9	5.4	6.6	22.8
Gross Margin %	39.8	31.3	36.2	15.7



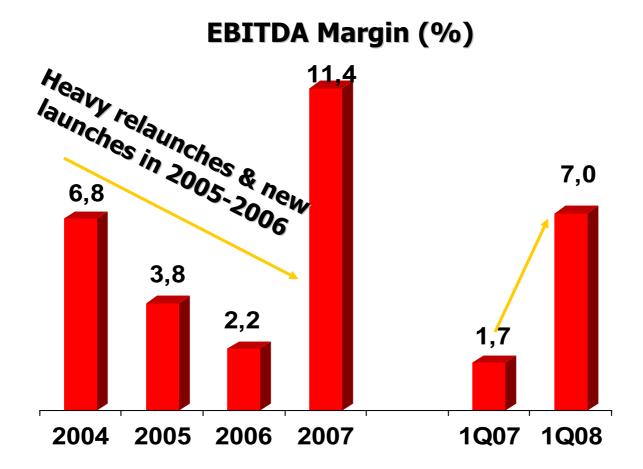


Stabilisation of marketing expenses contributed to improvement at operational profitability.

Million YTL	FY07	1Q07	1Q08	Ch%
Advertising& Promotion	5.2	1.3	1.1	(15.3)
Depr.&Amortization	1.0	0.3	0.2	(35.4)
Other Marketing Exp.	9.1	2.0	2.4	17.7
Overhead&Gen.Admin	11.2	2.2	2.4	7.4
Total Operational Exp(-)	26.4	5.8	6.0	3.8
Net other operational income(expense)	0.7	0.5	1.0	108.7
Operating Profit	7.2	(0.3)	0.9	n.m.
EBITDA	9.5	0.3	1.3	333.6
Financial Income	1.0	0.1	0.7	605.1
Profit Bef.Inc.Tax	6.9	(0.2)	1.6	-
Тах	(1.6)	(0.01)	(0.32)	n.m.
Net Profit	5.3	(0.2)	1.3	-











## **Balance Sheet Summary**

Million YTL	2007	1Q08
Cash&Cash Equivalents	10.1	14.2
Short Term Bank Debt	-	-
Long Term Bank Debt	-	-
Net Cash (Net Debt)	10.1	14.2
Total Assets	54.7	60.0
Shareholder's Equity	39.8	41.0

Investment

## No major investments

- YTL14.2 m net cash position at end of March 2008
- YTL7.5m cash dividend, implying 0.41 per share dividend





- Main Strategy which began in the middle of 2005, was to increase reach frequency aiming to catch non-magazine advertisers and to improve magazine market share in advertising with low priced magazines with high circulation.
- Due to the strategy designated in 2005, investment in terms of HR, advertisement, promotions has been completed in the fiscal year 2006. The positive results of these investments -like increasing ad rates&volumes, and higher operating income- is achieved by 2007 and continuing in 2008.
- Strategy will be focusing on current portfolio and evaluation of new projects regarding the monetisation of existing content through online activities.
- IQ08 growth was in line with the budget. 2Q08 growth is likely to be in line with our annual growth guidance.
- No major change in FY08 guidance, assuming that macro economic conditions will not dramatically change in 2H08.

