ASELSAN

Total Employee   :4168

Engineer   :2348

Engineer 56 %
Other Bsc. 8%
Technician 28 %
Other 8 %

SHAREHOLDERS

IMKB
15.42 %

Türk Silahlı Kuvvetlerini
Güçlendirme Vakfı   84.58 %
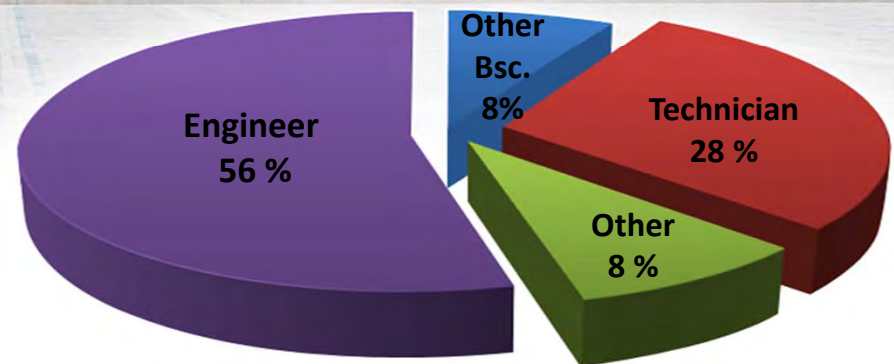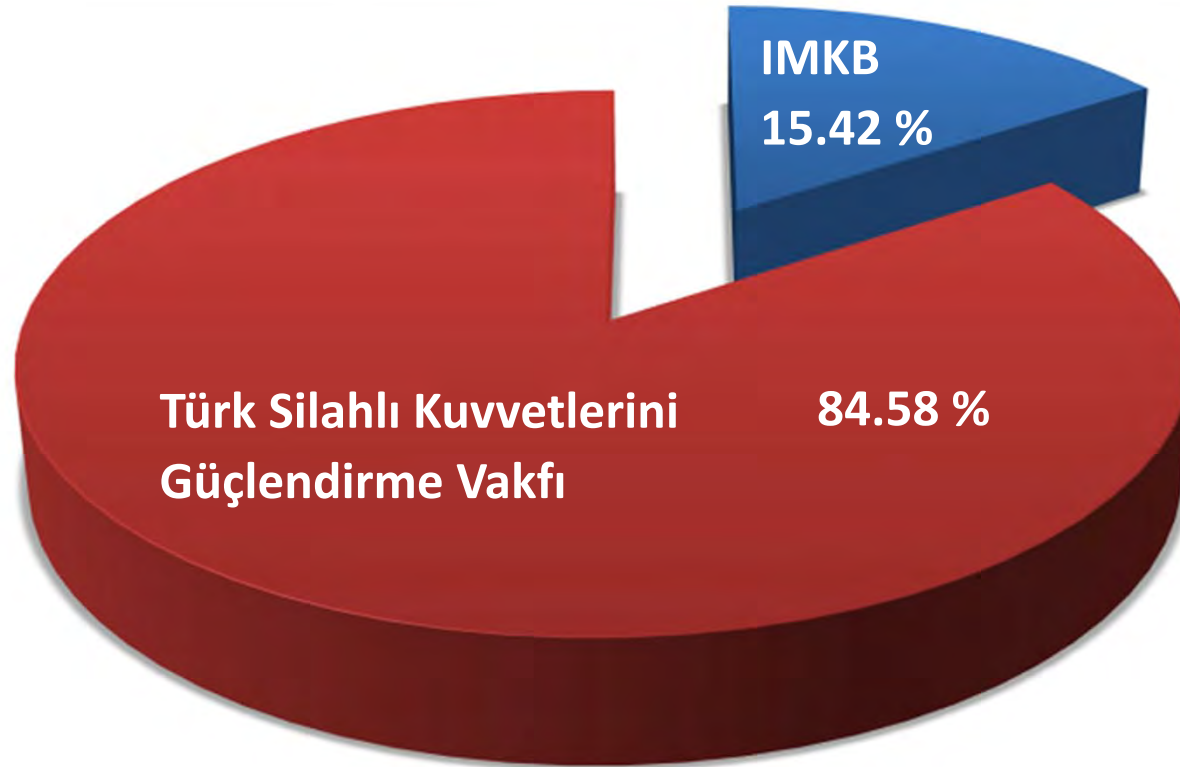
ASELSAN ELEKTRONİK SANAYİ A.Ş.

R&D

- 1600 R&D Engineer

- Annual Average R&D Expense: 6-7 %

2011 R&D EXPENSES	MILLION $	Turnover Ratio of R&D Expenses
R&D Expenses in Our Own Resources	57	% 7
R&D Expenses with External Sources	203	% 26
Total R&D Expenses	260	% 33

QUALITY STANDARDS

AQAP-2110

AQAP-160

OHSAS 18001

ISO 14001

AS 9100 (B,C)

ISO 9001:2008

ISO 17025

CMMI LEVEL III

EXPORT TO 39 COUNTRIES

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EXPORT TO 39 COUNTRIES

- U.S.A.
- Germany
- Albania
- Austria
- Azerbaijan
- United Arab Emirates
- Belgium
- Bosnia Herzegovina
- Bulgaria
- Algeria
- Indonesia
- France
- Philippines

- South Korea
- Ghana
- Georgia
- Holland
- England
- Iran
- Spain
- Israel
- Italy
- Kazakhstan
- Kirghizstan
- KKTC
- Malaysia

- Macedonia
- Egypt
- Nigeria
- Uzbekistan
- Pakistan
- Poland
- S. Arabia
- Sudan
- Tunisia
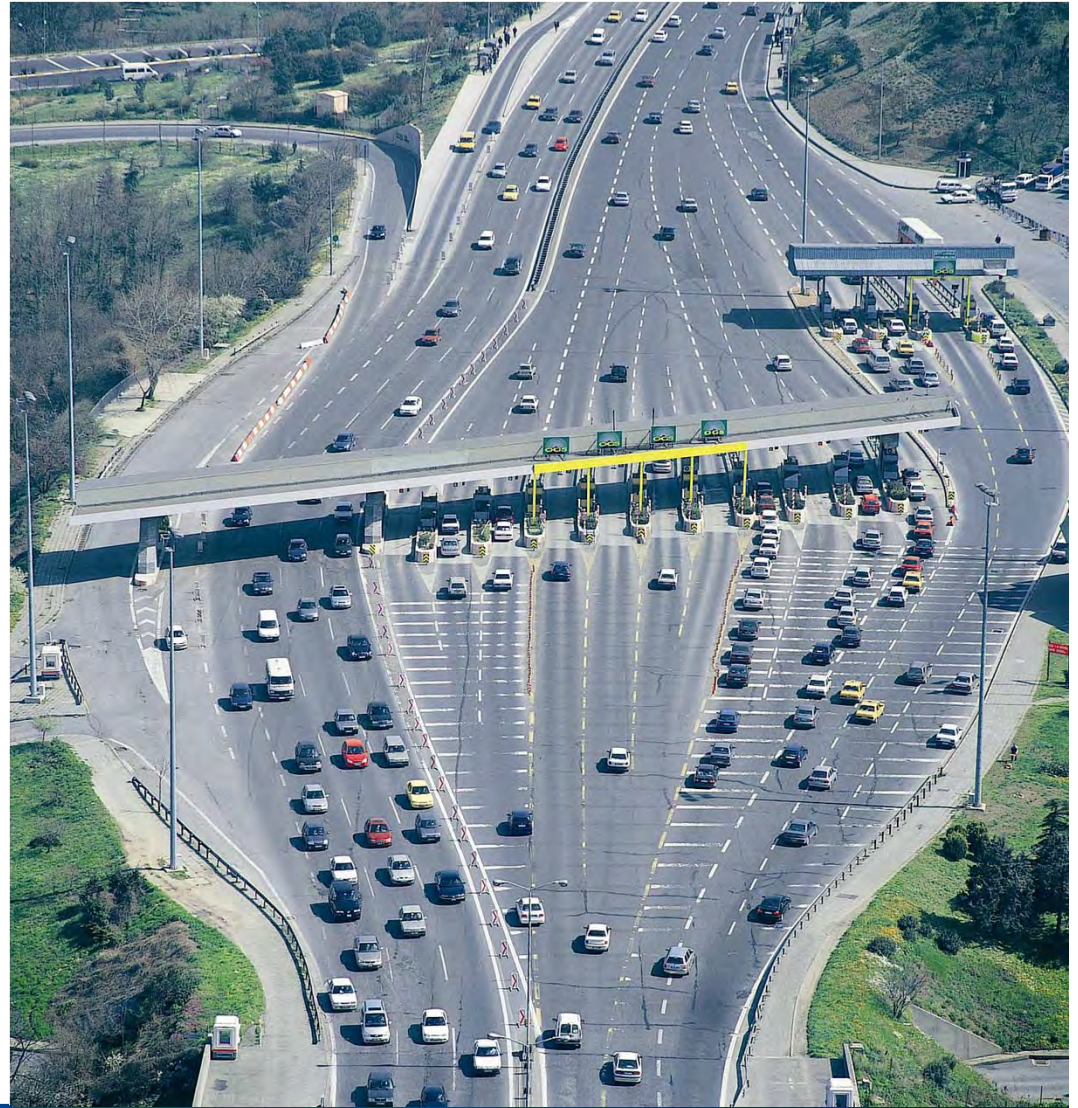- Turkmenistan
- Oman
- Uruguay
- Jordan

PRODUCTS

- Military Communication Systems

- Radar Systems

- Electronic War Systems

- Electro-Optic Systems

- Navigation and Guidance Systems

- Avionic Systems

- Sea Weapon Systems

- Homeland Security Systems

- Intelligent Transport Systems (ITS)

TURKISH MOTORWAY TOLL COLLECTION SYSTEM

- More Than 2000 Km Motorway
- 94 Toll Stations
- 100% ASELSAN Products
- Total 737 Toll Lanes
  - 314 OGS (DSRC)
  - 423 KGS (Card)
- Total 13.3 Million Subscriber
  - 2.1 Million OGS (DSRC)
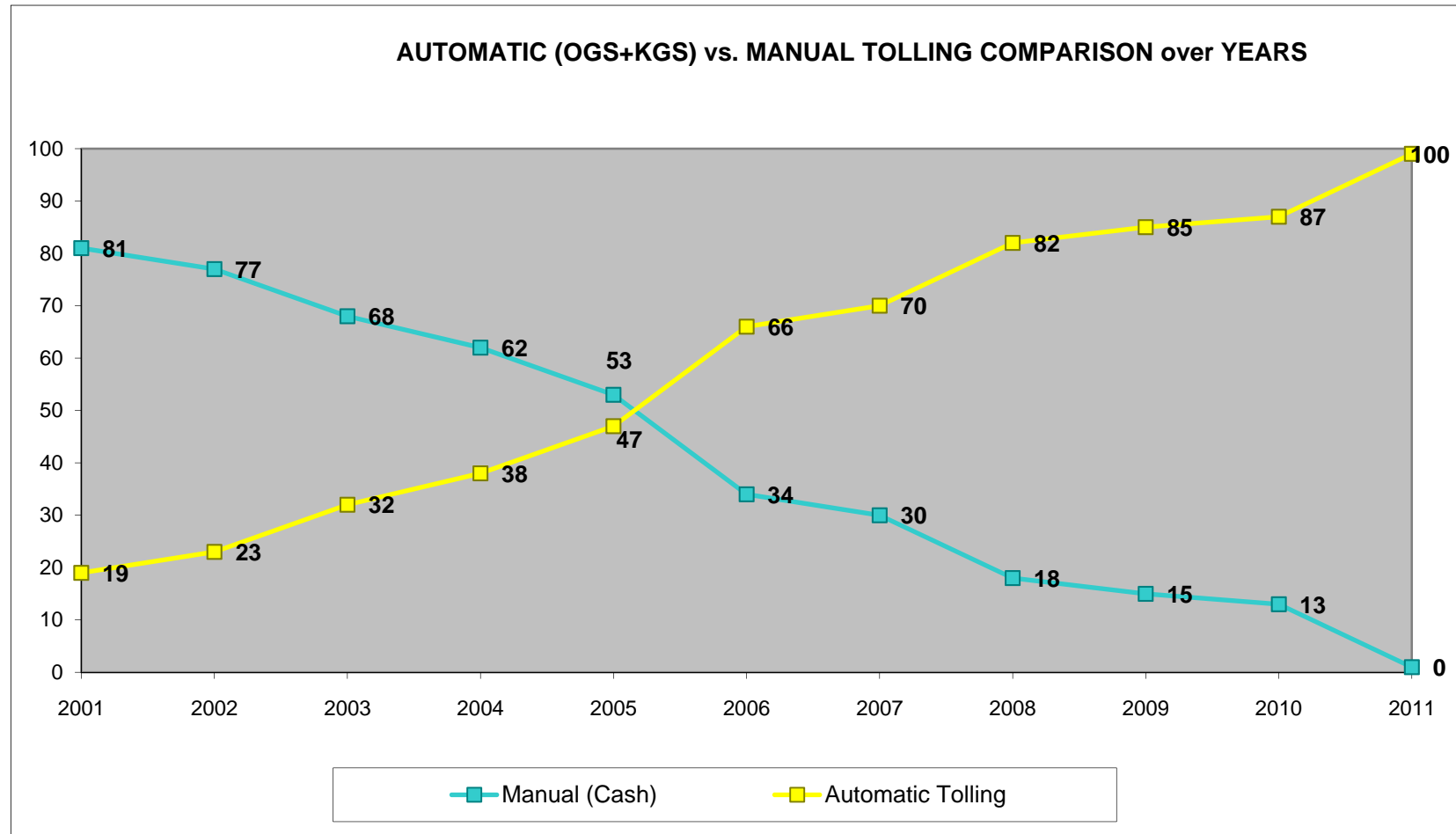 - 11.2 Million KGS (Card)
- 8 Banks Giving Customer Service

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TURKISH MOTORWAY TOLL COLLECTION SYSTEM STRUCTURE

Violation Process Center

Main Center

BANKS

Clients

Regional Control Centers

• **Ziraatbank**
• **İşbank**
• **Vakıfbank**
• **Halkbank**
• **Garantibank**
• **Denizbank**
• **Finansbank**
• **BankAsya**

Station Control Centers

Cash Lane   Card Lane   DSRC Lane

Cash Lane   Card Lane   DSRC Lane

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TURKISH Motorway Toll System Evolution

AUTOMATIC (OGS+KGS) vs. MANUAL TOLLING COMPARISON over YEARS

Legend: Manual (Cash) — Automatic Tolling

Year	Manual (Cash)	Automatic Tolling
2001	81	19
2002	77	23
2003	68	32
2004	62	38
2005	53	47
2006	34	66
2007	30	70
2008	18	82
2009	15	85
2010	13	87
2011	0	100

ETC Usage In TURKEY Compared with ASECAP Countries

Countries	Toll Stations	Toll Lanes	ETC Lanes	Motorway (Km)	El. Toll Coll. Subscribers	€ (million)
ASECSAP Data as for 01/01/2011						
Turkey	**94**	**737**	**(*) 737**	**2.119**	**(**) 13.300.000**	**430,9**
Italy	480	3.945	2.238	5.689	7.600.000	4835,9
France	567	4.939	4.127	8.847	3.845.600	7775,6
Portugal	156	1.200	419	1.701	2.630.906	725,3
Spain	240	2.438	1.852	3.366	1.857.666	1820,6
Norway	74	260	129	872	1.219.675	457,3
Ireland	18	150	148	329	860.000	184,0
Denmark	2	46	20	34	717.836	454,0
Germany	0	0	5.507	12.788	665.600	4484,0
Czech Republic	0	0	0	1.319	521.506	262,8
Greece	81	446	186	1.659	508.000	565,0
Austria	14	116	95 (4)	2.176	343.781	1535,5
Slovak Republic	0	0	1.602	415	216.711	175,3
Croatia	80	556	324	1.241	127.225	267,4
The Netherlands	1	14	14	20	48.699	27,2
United Kingdom	6	45	40	42	38.972	70,1
Slovenia	28	131	18	607	15.024	290,1
Serbia	38	180	4	603	1.450	137,9
Hungary	0	0	0	1.081	0	145,5
Poland	11	97	0	300	0	189,3
Morocco	62	360	0	1.096	0	137,0

(*) 314 DSRC Lane, 423 Card Lane

(**) 2.1 Mil. DSRC (OGS), 11.2 Mil. Card (KGS) Subscriber.

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ASELSAN'S ITS PROJECTS (TEM MOTORWAY & MERSİN-URFA MOTORWAY TMC)

- **EDİRNE-İSTANBUL TEM Motorway Traffic Management Center is Located in İstanbul**

- **MERSİN-ADANA-URFA Motorway Traffic Management Center is Located in Mersin**

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ASELSAN'S ITS PROJECTS
(TEM HIGHWAY & MERSİN-URFA HIGHWAY TRAFFIC MANAGEMENT SYSTEMS)

- **2 Traffic Management Centers**

- **Incident Management**

- **Traffic Monitoring**

- **Real Travel Time Measurement using ETC Tags**

- **Weather & Road Condition Measurement**

- **Variable Message Signs**

- **Traffic Volume Measurement**

- **Data Analysis**

# ASELSAN'S ITS PROJECTS (OMAN QURIYAT–SUR HIGHWAY TOLL PROJECT)

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ASELSAN'S ITS PROJECTS (POLAND NATIONWIDE TOLLING PROJECT)

- *ASELSAN has concluded a respective subcontract with Kapsch Telematic Services.*
- *7 years subcontract includes design, production and delivery a manual toll collection lanes in Poland according to the Prime Contract with the Polish State.*
- *The system shall also provide ETC transactions in the toll lanes*
- *1750 Km Highway, More Than 500 lanes, Started in 2011*
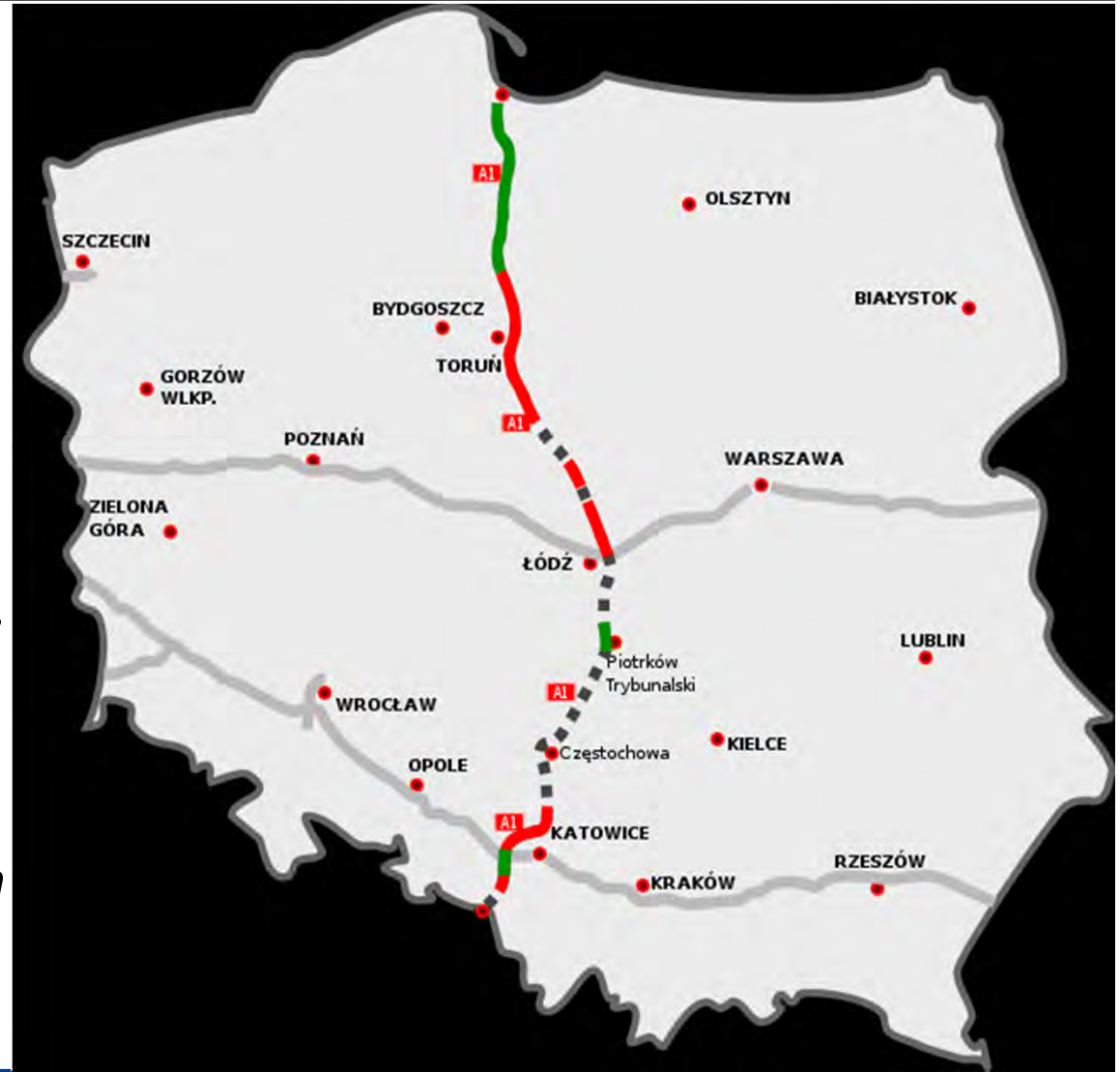
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SOME OF ASELSAN'S ITS TEAM PROJECTS
(ARMY (GENDARMA) PLATE RECOGNITION SYSTEM PROJECT)

- **321 Plate Check Point (PCP) in 47 Cities**

- **47 PCP have been commissioned**

- **274 PCP under construction**

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THANK YOU FOR YOUR ATTENTION

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