### Sanayi ve Ticaret Anonim Şirketi and its Subsidiaries Borusan Mannesmann Boru

Consolidated Financial Statements December 31, 2004

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## REPORT OF INDEPENDENT AUDITORS

To the Shareholders of Borusan Mannesmann Boru Sanayi ve Ticaret Anonim Şirketi

- statements based on our audit. Company's management. Our responsibility is to express an opinion on these consolidated financial ended, all expressed in US dollars. These consolidated financial statements are the responsibility of the Ticaret Anonim Şirketi and its subsidiaries (a Turkish corporation - the "Company") as of December 31, 2004 and the related consolidated statements of income, changes in equity and cash flow for the year then We have audited the accompanying consolidated balance sheet of Borusan Mannesmann Boru Sanayi ve
- Ņ statement presentation. We believe that our audit provides a reasonable basis for our opinion. principles used and significant estimates made by management, as well as evaluating the overall financial amounts and disclosures in the financial statements. An audit also includes assessing the accounting are free of material misstatement. An audit includes examining, on a test basis, evidence supporting the that we plan and perform the audit to obtain reasonable assurance about whether the financial statements We conducted our audit in accordance with International Standards on Auditing. Those Standards require
- 'n which was under the common control of the same shareholders' with the Company, with all its assets, liabilities, rights and obligations. The accompanying consolidated financial statements represent the consolidated result of operations and financial positions of these two companies as if they were one single entity at January 1, 2004 and 2003. As explained in Note 1, in November 2004, the Company took over Mannesmann Boru Endüstrisi T.A.Ş.
- $\triangle$ In our opinion, the financial statements referred to in the first paragraph above present fairly, in all material respects, the consolidated financial position of Borusan Mannesmann Boru Sanayi ve Ticaret A.S. and its subsidiaries as of December 31, 2004 and the results of their operations, and their cash flows for the year then ended, in accordance with International Financial Reporting Standards (IFRS).
- ĊΛ in our examination of the basic financial statements. non-consolidated statement of income for the year then ended, which was presented in US dollars for Mannesmann Boru Sanayi ve Ticaret A.Ş. (Borusan Mannesmann Boru) as of December 31, The supplementary information, which contains the non-consolidated balance sheet of Borusan financial statements of Borusan Mannesmann Boru have been subject to the auditing procedures applied information purposes, is not a required part of the basic financial statements. These separate IFRS 2004 and the

## CONSOLIDATED BALANCE SHEET As at December 31, 2004 (Currency – in US Dollars)

#### ASSETS

	Notes	2004	2003
Current assets			
Cash and cash equivalents	<sup>(3)</sup>	13,814,532	2,066,479
Trade receivables, net	4, 26	60,551,287	58,386,730
Inventories, net	S	59,282,194	51,189,455
Other current assets	6	4,585,696	5,221,886
Total current assets		138,233,709	116,864,550
Non-current assets			
Available for sale financial assets	9	15,881,454	15,991,489
Property, plant and equipment, net	7, 22, 26	130,257,910	132,416,599
Intangible assets, net	8	765,513	811,186
Deferred tax asset	13	401,159	30,599
Other non-current assets		781,197	832,682
Total non-current assets		148,087,233	150,082,555
Total assets		286,320,942	266,947,105

## LIABILITIES, MINORITY INTEREST AND EQUITY

Total liabilities, minority interest and shareholders' equity 286,320,942 266,5	Total minority interest and shareholders' equity 176,465,258 162,0	Total shareholders' equity 176,370,350 161,9	38,392,424	16 68,996,872 7 68 081 054	Minority interest 15 94,908	Total liabilities 109,855,684 104,9	Total non-current liabilities 12,887,084 22,	Non-current liabilities  Long-term debt  Long-term debt  Provision for employee termination benefits  Deferred tax liability  11  943,700  1,  6,378,359  6,  13  5,565,025  14,	Total current liabilities 96,968,600 82,	Current natures       Current natures       10, 26       29,297,236       19, 26         Trade payables, net       10, 26       29,297,236       19, 26         Short-term bank borrowings       11       51,284,800       50, 27,054         Current portion of long-term debt       11       275,054       725,054         Due to related parties (other)       26       4,191,106       5, 256,006         Taxes on income       13       1,256,006       1,364,398       6,1         Other current habilities       12       10,364,398       6,1
266,947,105	162,033,269	161,942,479	19,994,608	68,996,872 72,950,999	90,790	104,913,836	22,318,047	1,133,813 6,198,177 14,986,057	82,595,789	19,596,076 50,340,877 76,476 5,386,906 591,126 6,604,328

## CONSOLIDATED STATEMENT OF INCOME For the year ended December 31, 2004 (Currency – in US Dollars)

	Note	2004	2003
Net sales	18, 26	370,211,017	303,942,238
Cost of sales	19, 21, 22, 26	(305,825,359)	(262,633,090)
Gross profit		64,385,658	41,309,148
ninistrative expenses	20, 21, 22, 26	(25,791,741)	(23,090,566)
Other operating (expense)/ income	22, 26	(840,863)	91,042
Profit from operations		37,753,054	18,309,624
Financial expense - net	23, 26	(3,405,119)	(2,847,797) 3 417 008
		30.13	10 070 075
I TOTIC DETOTE CAXACTOR OF THE COME AND INTRODUCY ATTEMPT IN THE COST		37,171,127	10,070,000
Taxation on income	13		
- Current (Statutory) - Deferred		(12,438,911) 5,082,580	(3,329,750) 8,981,849
Not profit hefore minority interest		31.840.798	24.530.934
Minority interest	2,15	(21,729)	(18,688)
Net profit		31,819,069	24,512,246
Weighted average number (000's) of shares		28,350,000	28,350,000
Earnings per share in US dollars		0.0011	0.0009

# CONSOLIDATED STATEMENT OF CHANGES IN SHAREHOLDERS' EQUITY For the year ended December 31, 2004 (Currency – in US Dollars)

	Share Capital	Revaluation Reserve	Retained Earnings	Total
Balances at December 31, 2002	68,996,872	76,913,973	744,068	146,654,913
Dividends paid	ı		(9,224,680)	(9,224,680)
Transfer of depreciation of revaluation reserve and its deferred tax into retained earnings (Note 7)		(3,962,974)	3,962,974	1
Net profit for the year	1	1	24,512,246	24,512,246
Balances at December 31, 2003	68,996,872	72,950,999	19,994,608	161,942,479
Dividends paid	1	•	(15,773,122)	(15,773,122) (15,773,122)
Transfer of depreciation of revaluation reserve and its deferred tax into retained earnings (Note 7)		(2,351,869)	2,351,869	
Change in revaluation reserve, net of deferred tax and minority interest	•	(1,618,076)	ſ	(1,618,076)
Net profit for the year	1	i	31,819,069	31,819,069
Balances at December 31, 2004	68,996,872	68,981,054	38,392,424	176,370,350

## CONSOLIDATED STATEMENT OF CASH FLOW For the year ended December 31, 2004 (Currency – in US Dollars)

	2004	2003
Cash flows provided from operating activities: Profit before taxation on income and minority interest	39,197,129	18,878,835
Adjustments to reconcile profit before taxation on income and minority interest to net each used in onerating activities:		
Depreciation and amortization	6,457,851	11,524,367
Interest income	5,582,576	4,579,240 (1,731,443)
Provision for employee termination benefits	2,475,151	2,738,630
Gain on sale of property, plant and equipment	(386,375)	(37,935)
Operating profit before working capital changes	51,148,875	35,951,694
Taxes paid	(11,478,748)	(5,171,034)
Trade receivables Inventories	(2,164,557) (8,092,739)	(16,440,007) (20,152,442)
Other current assets and liabilities, net	4,396,260	(5,334,561) 3,085,768
Other non-current assets Employee termination benefits paid	51,485 (2,294,969)	8,057 (561,013)
Net cash provided by / (used in) operating activities	41,266,767	(8,614,038)
Investing activities  Proceeds from sale of property, plant equipment and intangible assets  Proceeds from sale of property, plant and equipment	(11,348,271) 1.141.175	(7,212,991) 95,807
Net change in available for sale financial assets Interest received	110,035 2,177,458	(429,278) 1,731,443
Net cash used in investing activities	(7,919,603)	(5,815,019)
Financing activities	(10 020 705)	(45 756 100)
Proceeds from borrowings	49,386,100	72,419,436
Interest paid Dividends paid	(5,383,384) (15,773,122)	(4,063,170) (9,224,680)
Net cash provided by/ (used in) financing activities	(21,599,111)	13,375,486
Net increase / (decrease) in cash and cash equivalents	11,748,053	(1,053,571)
Cash and cash equivalents at the beginning of the year	2,066,479	3,120,050
Cash and cash equivalents at the end of the year	13,814,532	2,066,479

## NOTES TO CONSOLIDATED FINANCIAL STATEMENTS December 31, 2004 (Currency - in US Dollars unless otherwise indicated)

#### GENERAL

Borusan Mannesmann Boru Sanayi ve Ticaret A.Ş. (Borusan Mannesmann Boru) and its Subsidiaries (hereafter referred to as "the Company") is a joint stock company, which is involved in the manufacturing and sale of longitudinally and spirally welded steel and plastic pipes. The Company is specialised in the production of steel pipes. The Company's shares have been traded in Istanbul Stock Exchange since 1994. The Company is registered in Turkey and the address of the registered office is as follows:

Meclis-i Mebusan Caddesi No: 103
Findikli - İstanbul

December 13, 2004. obligations. Following the merger, the and take over of Mannesmann Boru by Borusan Boru by transferring all its assets, liabilities, rights and The merger of these entities under common control is effected legally through dissolution without liquidation In the extraordinary General Assembly meeting of Borusan Birleşik Boru Fabrikaları A.Ş. (Borusan Boru) held on November 25, 2004, the merger with Mannesmann Boru Endüstrisi T.A.Ş. (Mannesmann Boru) is approved. Mannesmann Boru Sanayi ve Ticaret A.Ş. and the change was registered on the Trade Registry Gazette dated as registered name of Borusan Boru has been changed to

single entity at January 1, 2004 and 2003. The consolidated financial statements have been prepared as if Borusan Boru and Mannesmann Boru were one

Borusan Holding A.Ş., respectively. The parent and the ultimate parent of the Company are Borusan Mannesmann Boru Yatırım Holding A.Ş. and

subsidiaries are as follows: Borusan Mannesmann Boru has the following subsidiaries. Business segments and the location of these

<b>Business Segment</b>	Subsidiary	Location
Steel Pipe Trade	Kartal Boru Sanayi ve Ticaret A.Ş.	Istanbul - Turkey
Engineering Services	Engineering Services Borusan Mühendislik İnşaat ve Sanayi Makinaları İmalat A.Ş. Gemlik - Turkey	Gemlik - Turkey

## 2. SUMMARY OF SIGNIFICANT ACCOUNTING POLICIES

#### Basis of preparation

Ministry of Finance. financial statements in New Turkish Lira (YTL) in accordance with regulations on accounting and reporting framework and accounting standards promulgated by the Turkish Capital Market Board (CMB), Turkish Commercial Code tax legislation and starting from January 1, 1994, the Uniform Chart of Accounts issued by Borusan Mannesmann Boru and its subsidiaries maintain their books of account and prepare their statutory

under the historical cost convention (except for the revaluation of property plant and equipment as discussed in Note 7) with adjustments and reclassifications for the purpose of fair presentation in accordance with International Financial Reporting Standards (IFRS), which comprise standards and interpretations approved by the International Accounting Standards Board and International Accounting Interpretations Committee interpretations approved by the IASC that remain effect. The consolidated US dollar (USD) financial statements are based on the statutory records which are maintained

before their effective date The Company adapted all standards, which were mandatory as of December 31, 2004. No standards are adopted

## December 31, 2004 (Currency – in US Dollars unless otherwise indicated) NOTES TO CONSOLIDATED FINANCIAL STATEMENTS (Continued)

### 'n SUMMARY OF SIGNIFICANT ACCOUNTING POLICIES (continued)

The IFRS consolidated financial statements were authorized for issue on March 16, 2005 by the management of the Company on behalf of the Board of Directors of the Company. The General Assembly and certain regulatory bodies have the power to amend statutory financial statements after issue.

## Measurement and presentation currency

treated as foreign currencies. All currencies other than the currency selected for measuring items in the consolidated financial statements are the Company uses the USD in measuring the items in its financial statements and as its measurement currency. The USD is used to a significant extent in, or has a significant impact on, the operations of the Company and reflects the economic substance of the underlying events and circumstances relevant to the Company. Therefore,

currency as USD is the purchases and sales prices of the Company and the main services are quoted in USD. The underlying events and circumstances relevant to the Company for determination of the measurement

from translation of foreign currency items have been included in translation gain/loss account in the consolidated the rates in effect on the date of transactions (historical rates). Exchange gains or losses arising on settlement and sheet date and non-monetary balance sheet items as well as revenues, expenses and cash flows are remeasured at enterprise indicates both the measurement and the presentation currency, which is USD for the Company. In accordance with IAS 21 monetary balance sheet items are measured into USD at the rate prevailing at balance In context of IAS 21 ('The Effects of Changes in Foreign Exchange Rates'), the reporting currency of an

The Turkish countrywide wholesale price index (WPI) published by State Institute of Statistics and YTL exchange rates for the purchases of USD announced by the Central Bank of the Republic of Turkey for the last three years were as follows:

12 0/	10:01
	1.395835 13.94 (14.60)
	13.94

creating difficulty in expressing and recording transactions. A new law enacted in January 31, 2004 to introduce for TL against YTL is fixed at YTL 1 to TL 1,000,000 through cost the period until complete phase-cost of TL. Yeni Turk Lirası (New Turkish Lira, YTL), the new currency unit for the Republic of Turkey. Convertion rate As a result of a long period of high inflation, the Turkish Lira (TL) has ended up in a large denominations,

### Principles of Consolidation

The consolidated financial statements include the financial statements of Borusan Mannesmann Boru Sanayi ve .Ş. and its subsidiaries on the basis set out below:

- $\Xi$ the Companies are eliminated and the carrying value of the investment held by the Company is eliminated against the related shareholders' equity accounts. Intercompany transactions and balances between Borusan Mannesmann Boru Sanayi ve Ticaret A.Ş. and its subsidiaries, and unrealized gains and losses on transactions between The balance sheets and statements of income of the subsidiaries are consolidated on a line-by-line basis
- Subsidiaries are consolidated from the date on which control is transferred to the Company
- the consolidated balance sheets and statements of income as minority interest (see also Note 15). Minority shareholders' share in the net assets of the consolidated subsidiaries is separately classified in

## December 31, 2004 (Currency – in US Dollars unless otherwise indicated) NOTES TO CONSOLIDATED FINANCIAL STATEMENTS (Continued)

### ы SUMMARY OF SIGNIFICANT ACCOUNTING POLICIES (continued)

ultimate effective shareholding in such subsidiaries' equity at those dates: The following is the list of operating subsidiaries at December 31, 2004 and Borusan Mannesmann Boru's

Dunings Comment Ct		Shoroholding (0/)
Business Segment St	Subsidiary	Snarenoiding (%)
Steel Pipe Trade K	Kartal Boru Sanayi ve Ticaret A.S.	96.3
Engineering Services Bo	Engineering Services Borusan Mühendislik İnşaat ve Sanayi Makinaları İmalat A.Ş.	96.9

### Available-for-sale Financial Assets

recognized in the income statement. acquisition charges associated with the investment. Gain or losses on available-for-sale investments are All investments are initially recorded at cost, being the fair value of the consideration given and including

be determined since other methods are inappropriate and impractical, they are stated at cost. For investments where there is no quoted market price and where reasonable estimate of the fair value could not

### Foreign Currency Transactions

transaction. Exchange rate differences arising on the settlement of monetary items or on reporting monetary currency amount the exchange rate between the measurement currency and the foreign currency at the date of the financial statements are recognized in the income statement in the period in which they arise items at rates different from those at which they were initially recorded during the period or reported in previous Each entity translates its foreign currency transactions into its measurement currency by applying to the foreign

#### Use of Estimates

reviewed periodically, and as adjustments become necessary, they are reported in earnings in the periods in during the reporting period. Actual consolidated results could differ from those estimates. These estimates are assets and liabilities at the date of the financial statements, and the reported amounts of revenues and expenses estimates and assumptions that affect reported amounts of assets and liabilities and disclosure of contingent which they become known. The preparation of consolidated financial statements in conformity with IFRS requires management to make

### Cash and Cash Equivalents

insignificant risk of change in value convertible to known amounts of cash with original maturities of three months or less and that are subject to an maturities of less than 3 months. Cash equivalents are short-term, highly liquid investments that are readily Cash and cash equivalents consist of cash on hand, balances with banks and marketable securities having

between purchase and resale price is treated as interest income and accrued over the life of reverse repurchase agreements) are not recognized in the consolidated balance sheet, as the Company does not obtain control over the assets. Amounts paid under these agreements are included in cash and cash equivalents. The difference Assets purchased with a corresponding commitment to resell at a specified future date (reverse repurchase

(Currency – in US Dollars unless otherwise indicated) December 31, 2004 NOTES TO CONSOLIDATED FINANCIAL STATEMENTS (Continued)

# SUMMARY OF SIGNIFICANT ACCOUNTING POLICIES (continued)

#### **Trade Receivables**

Trade receivables are recognized at original invoice amount and carried at amortized cost less an allowance for any uncollectible amounts. Interest rates used for amortized cost computation is 36% for YTL denominated trade receivables and 3.1% for USD and EUR denominated trade receivables. Collection period of trade receivables is average 60 days.

#### Related Parties

between related parties, regardless of whether a price is charged. Directors and member of their families. Related party transactions are transfers of resources or obligations parties also include individuals that are principal owners, management and members of the Company's Board of otherwise, has the ability to directly or indirectly control or significantly influence the other party. Related Parties are considered related with one party either through ownership, contractual rights, family relationship or

#### Inventories

ordinary course of business less the costs of completion, marketing and distribution. Provision for diminution in value is recognized in cost of sales at the time it is occurred. Obsolete inventories are written off. Inventories are valued at the lower of cost and net realizable value after provision for dimunition in value. Cost is determined by using the monthly weighted average cost. Cost of work in progress and finished goods latter being allocated on the basis of nominal operating capacity. Net realizable value is the selling price in the inventories include material, direct labor and an appropriate portion variable and fixed overhead expenditure, the

## Property, Plant and Equipment and Depreciation

charged to the statement of income. All other tangible assets are stated at historical cost less accumulated depreciation and accumulated impairment loss. When assets are sold or retired, their cost and accumulated amount of the asset and depreciation based on the asset's original cost is realized from the revaluation surplus to transferred to retained earnings. Further, the difference between depreciation based on the revalued carrying statement of income. On disposal of revalued assets, amounts in revaluation reserves relating to that asset are depreciation are eliminated from the accounts and any gain or loss resulting from their disposal is included in the retained earnings on an annual basis as the asset is used by the Company. in shareholders' equity. (Note 7). Depreciation based on the fair value of such property, plant and equipment are amount arising on revaluation of these assets net off deferred income taxes were credited to revaluation reserve independent professional valuer, are subsequently shown at their fair value. Increase or decrease in the carrying property, plant and equipment are initially recorded at cost. Land, buildings and machinery and equipment of Company and its subsidiaries were first revalued in July 1999 and later in December 2004 by an

property, plant and equipment beyond its originally assessed standard of performance, the expenditures are capitalized as an additional cost of property, plant and equipment. resulted in an increase in the future economic benefits expected to be obtained from the use of an item of operation, such as repairs and maintenance and overhead costs, are normally charged to income in the period in location for its intended use. Expenditures incurred after the property, plant and equipment have been put into refundable purchase taxes and any directly attributable costs of bringing the asset to its working condition and The initial cost of property, plant and equipment comprises its purchase price, including import duties and noncosts are incurred. In situations where it can be clearly demonstrated that the expenditures have

physical state to meet their designed production capacity Property, plant and equipment are capitalized and depreciated when they are fully commissioned and

### (Currency - in US Dollars unless otherwise indicated) December 31, 2004 NOTES TO CONSOLIDATED FINANCIAL STATEMENTS (Continued)

# SUMMARY OF SIGNIFICANT ACCOUNTING POLICIES (continued)

The depreciation periods for property plant and equipment, which approximate the estimated economic useful lives of the related assets and the depreciation methods applied, are as follows:

	Years	Method
Land improvements	10	Straight-line
Buildings	25	Straight-line
Machinery and equipment	12 - 20	Straight-line
Furniture and fixtures	(A	Straight-line
Motor vehicles	O,	Straight-line

equipment. In this context, Borusan Mannesmann Boru has reviewed useful lives of machinery and equipment and useful life estimate for machinery and equipment has been revised as 20 years effective from 2004 (Note 7). The useful life and depreciation method are reviewed periodically to ensure that the method and period of depreciation are consistent with the expected pattern of economic benefits from items of the property, plant and

### Impairment of Assets

generating unit. of its useful life. Recoverable amounts are estimated for individual assets or, if it is not possible, for the cashestimated future cash flows expected to arise from the continuing use of an asset and from its disposal at the end obtainable from the sale of an asset in an arm's length transaction while value in use is the present value of amount is the higher of an asset's net selling price and value in use. The net selling price is the amount impairment loss does not exceed the amount held in the revaluation surplus for that same asset. The recoverable revaluation decrease for property, plant and equipment that are carried at revalued amount to the extent that the exceeds its recoverable amount, an impairment loss is recognized in the statement of income or treated as a indicate that the carrying amount of an asset may not be recoverable. Whenever the carrying amount of an asset plant and equipment are reviewed for impairment whenever events or changes in circumstances

or as a revaluation increase. However, the increased carrying amount of an asset due to a reversal of an impairment loss is recognized to the extent it does not exceed the carrying amount that would have been determined (net of amortization or depreciation) had no impairment loss been recognized for that asset in prior impairment losses recognized for the asset no longer exist or has decreased. The reversal is recorded in income Reversal of impairment losses recognized in prior years is recorded when there is an indication that the

#### Intangible Assets

assets are amortized on straight-line basis over the estimated useful lives of the related assets (5 years). Current year amortization charge of the related assets is reflected in selling marketing and general and administrative assets are measured at cost less accumulated amortization and any accumulated impairment losses. Intangible flow to the enterprise; and the cost of the asset can be measured reliably. After the initial recognition, Intangible assets are recognized, if it is probable that future economic benefits that are attributable to asset will Intangible assets comprise project development costs and software licences are measured initially at cost intangible

### NOTES TO CONSOLIDATED FINANCIAL STATEMENTS (Continued) December 31, 2004

(Currency – in US Dollars unless otherwise indicated)

### 2 SUMMARY OF SIGNIFICANT ACCOUNTING POLICIES (continued)

### Accounting for Leases as Lessee

The Company recognizes finance leases as assets and liabilities in the consolidated balance sheets at amounts equal at the inception of the lease to the fair value of the leased property or, if lower, at the present value of the balance of the liability for each period. allocated to periods during the lease term so as to produce a constant periodic rate of interest on the remaining are apportioned between the finance charge and the reduction of the outstanding liability. The finance charge is incremental borrowing rate is used. Initial direct costs incurred are included as part of the asset. Lease payments is the interest rate implicit in the lease, minimum lease payments. In calculating the present value of the minimum lease payments, discount factor used when it is practicable to determine; otherwise, the Company's

The Company has an option to buy the leased assets from the nominal values for each leasing agreement

#### Income Taxes

temporary differences are expected to be recovered or settled based on tax rates enacted or substantively enacted at the balance sheet date. liabilities are measured using the tax rates expected to apply to taxable income in the years in which those liabilities for financial reporting purposes and the amounts used for income tax purposes. Deferred tax assets and income taxes reflect the net tax effects of temporary differences between the carrying amounts of assets and The income tax charge is based on taxable profit for the year in accordance with the fiscal legislation and also considers deferred taxation. Deferred taxes are calculated using the balance sheet liability method. Deferred

carrying amount of its assets and liabilities. follow from the manner in which the enterprise expects, at the balance sheet date, to recover or settle the The measurement of deferred tax liabilities and deferred tax assets reflects the tax consequences that would

balance sheet Deferred tax assets and liabilities are not discounted and are classified as non current assets / (liabilities) in the Deferred tax assets and liabilities are recognized regardless of when the temporary difference is likely to reverse

the amount of any tax benefits that, based on available evidence, are not expected to be realized which the deferred tax assets can be utilized. The measurement of deferred tax assets is reduced, if necessary, by Deferred tax assets are recognized when it is probable that sufficient taxable profits will be available against

Deferred tax asset and liabilities are reflected over the inflation adjusted tax base according to the change in Law No. 5024, Procedural Tax Code, Income Tax Law and Corporation Tax Law, published on December 31, 2003.

#### Revenue Recognition

the enterprise and the amount of the revenue can be measured reliably. Sales, which exclude Value Added Taxes (VAT) and discounts, are recognized when delivery of goods or rendering of the service has taken place and transfer of risks and rewards has been completed. Revenue is recognized when it is probable that the economic benefits associated with the transaction will flow to

## NOTES TO CONSOLIDATED FINANCIAL STATEMENTS (Continued) December 31, 2004

(Currency – in US Dollars unless otherwise indicated)

# SUMMARY OF SIGNIFICANT ACCOUNTING POLICIES (continued)

#### **Employee Benefits**

### (a) Defined Benefit Plan :

In accordance with existing social legislation in Turkey, the Company and its subsidiaries is required to make lump-sum termination indemnities to each employee whose employment is terminated due to retirement or for reasons subsidiaries companies. other than resignation or misconduct and who has completed one year of service with the Company and its

service and being eligible to receive retirement pay and discounted by using the current market yield at the balance sheet date on government bond. All actuarial gains and losses are recognized in the income statement. Method and based upon estimated factors derived using the Company's experience of personnel terminating their Provision is made for the present value of the defined benefit obligation calculated using the Projected Unit Credit

### (b) Defined Contribution Plan:

The Company and its subsidiaries pays contributions to the Social Security Institution of Turkey on a mandatory basis. The Company and its subsidiaries has no further payment obligations once the contributions have been paid. The contributions are recognized as employee benefit expense when they are due.

#### **Minority Interests**

Minority interests include their proportion of the fair values of identifiable assets and liabilities recognized upon acquisition of a subsidiary.

subsidiary subsequently reports profits, the majority interest is allocated all such profits until the minority's share of losses previously absorbed by the majority has been recovered. interest except to the extent that the minority has a binding obligation to, and is able to, make good the losses. If the the subsidiary. The excess, and any further losses applicable to the minority, are charged against the majority The losses applicable to the minority in a consolidated subsidiary may exceed the minority interest in the equity of

#### Borrowing Costs

Borrowing costs are expensed as incurred.

#### Contingencies

embodying economic benefits is remote. A contingent asset is not recognized in the accompanying financial statements but disclosed when an inflow of economic benefits is probable. Contingent liabilities are not recognized but disclosed unless the possibility of an outflow of resources

#### Provisions

the obligation. Where the effect of the time value of money is material, the amount of the provision is the present economic benefits will be required to settle the obligation, and a reliable estimate can be made of the amount of A provision is recognized when, and only when, the enterprise has a present obligation (legal or constructive) as a result of a past event and it is probable (i.e. more likely than not) that an outflow of resources embodying value of the expenditures expected to be required to settle the obligation.

### NOTES TO CONSOLIDATED FINANCIAL STATEMENTS (Continued) December 31, 2004

(Currency - in US Dollars unless otherwise indicated)

### 5 SUMMARY OF SIGNIFICANT ACCOUNTING POLICIES (continued)

#### Offsetting

asset and settle the liability simultaneously. enforceable right to set off the recognized amounts and there is an intention to settle on a net basis or realize the Financial assets and liabilities are offset and the net amount reported in the balance sheet when there is a legally

#### Subsequent Events

(adjusting events) are reflected in the financial statements. Post year-end events that are not adjusting events are disclosed in notes when material. Post year-end events that provide additional information about the Company's position at the balance sheet date

## Recognition and Derecognition of Financial Instruments

portion of financial asset. The Company derecognizes a financial liability when and only when a extinguished that is when the obligation specified in the contract is discharged cancelled and expired. financial asset when and only when it loses control of the contractual rights that comprise the financial asset or The Company recognizes a financial asset or liability in its balance sheet when and only when it becomes a party contractual provisions of the instruments. The Company derecognizes a financial asset or a liability is

### Reporting of Cash Flows

Cash and cash equivalents presented in the statement of cash flows consist of cash on hand and deposits with banks, reverse repurchase agreements with banks and other liquid assets with maturities less than three months.

### Forward Foreign Exchange Contracts

Derivative financial instruments (forward contracts) that are not designated as hedging instruments are as held-for-trading and carried at fair value, with changes in fair value included in net profit or loss. classified

### Fair Value of Financial Instruments

Investments are classified into the following categories: held for trading, available-for-sale and held for trading

liability or equity instrument of another enterprise A financial instrument is any contract that gives rise to both a financial asset of one enterprise and a financial

A financial asset is any asset that is:

- cash
- a contractual right to receive cash or another financial asset from another enterprise
- a contractual right to exchange financial instruments from another enterprise under conditions that are potentially favorable, or,
- an equity instrument of another enterprise

A financial liability that is a contractual obligation:

- to deliver cash or another financial asset to another enterprise, or
- ð unfavorable. exchange financial instruments with another enterprise under conditions that are potentially

## NOTES TO CONSOLIDATED FINANCIAL STATEMENTS (Continued) December 31, 2004

(Currency – in US Dollars unless otherwise indicated)

## SUMMARY OF SIGNIFICANT ACCOUNTING POLICIES (continued)

deducting all of its liabilities. An equity instrument is any contract that evidences a residual interest in the assets of an enterprise after

Investments with fixed or determinable payments and fixed maturity that the Company has the positive intent and ability to held to maturity other than loans and receivables originated by the Company, if any, are classified as held-to-maturity investments.

actual pattern of short-term profit taking. Derivative financial assets and derivative financial liabilities are always A financial asset or liability held for trading is one that was acquired or incurred principally for the purpose of deemed held for trading unless they are designated as to effective hedging instruments. for trading if, regardless of why it was acquired, it is part of a portfolio for which there is evidence of a recent generating a profit from short-term fluctuations in price or dealer's margin. A financial asset is classified as held

Available for sale financial assets are those financial assets that are not (a) loans and receivables originated by the enterprise, (b) held to maturity investments, or (c) financial assets held for trading.

value of the consideration given (in the case of an asset) or received (in case of a liability) for it. Transaction costs are included in the initial measurement of all financial assets and liabilities. When a financial asset or financial liability is recognized initially, it is measured at its cost, which is the fair

fixed maturity are measured at amortized cost): categories of financial assets, which are measured at cost using the effective interest rate method (those that have without any deduction for transaction costs that it may incur on sale or other disposal, except for the following After initial recognition, financial assets, including derivatives that are assets, are measured at their fair values.

- Loans and receivables originated by the enterprise and not held for trading
- held to maturity investments, and
- any financial assets that do not have a quoted market price cannot be readily measured in an active market and whose fair value

for which it is practicable to estimate a fair value: The following methods and assumptions were used to estimate the fair value of each class of financial instrument

#### Financial Assets

considered to approximate their respective carrying values due to their short-term nature and negligible credit For monetary assets, the fair value approximates carrying value. The fair values of certain financial assets carried at uncollectibility are estimated to be their fair values losses. The carrying value of trade receivables along with the related allowance for unearned income and including cash and cash equivalents plus the respective accrued interest and other financial assets are

#### Financial Liabilities

allowance for unrealized cost is estimated to be their fair values. lender to reflect active market price quotations. The carrying value of trade payables along carrying values since the interest rate applied to bank loans and borrowings are updated periodically borrowings are stated at their amortized cost and transaction costs are included in the initial measurement of loans and bank borrowings. The fair value of loans and bank borrowings are considered to state their respective Monetary liabilities for which fair value approximates carrying value; trade payables and other monetary liabilities are considered to approximate their respective carrying values due to their short-term nature. The bank

## December 31, 2004 **NOTES TO CONSOLIDATED FINANCIAL STATEMENTS (Continued)**

(Currency – in US Dollars unless otherwise indicated)

# SUMMARY OF SIGNIFICANT ACCOUNTING POLICIES (continued)

#### **Earnings Per Share**

outstanding during the year has been adjusted in respect of free shares issued without corresponding increase in average number of shares in existence during the period concerned. The weighted average number of shares local legislations and laws. resources. However for statutory purposes, the earnings per share calculation is subject to the requirements of Earnings per share disclosed in the statement of income are determined by dividing net profit by the weighted

## 3. CASH AND CASH EQUIVALENTS

	2004	2003
Cash on hand	325	1,173
Banks		
-demand deposits	5,004,547	315,587
-time deposits	7,699,087	1,141,027
-repurchase agreements with banks	289,844	184,119
Other	820,729	424,573
	13,814,532	2,066,479

and EUR denominated time deposits are 2.06% and 2.19% per annum respectively and they mature in one day (2003- nil). For YTL denominated time deposits, effective interest rate is 18.49% (2003-36.5%) per annum. Maturities of such deposits are one day (2003- two days). Time deposits are denominated in YTL, USD and EUR at December 31, 2004. Effective interest rates of USD

government bonds and treasury bills held for resale to banks under reverse repurchase agreements. These are all maturing at three days (2003 - two days) and having net interest rate of 11% (2003 - 37%) per annum. The market values of such securities approximate carrying values, including accrued income at the respective year-end. Funds lent to banks under repurchase agreements as of December 31, 2004 and 2003, consist of Turkish

Others consist of the post dated checks as of December 31, 2004 and 2003

Currency breakdown of cash and cash equivalents is as follows:

USD EUR	
8,008,196	Original Currency
1,865,615	2004 20
190,445	Currency
1,454	2003
8,008,196 2,539,382	USD Equivalent
190,445	uivalents
1,979	2003

Remaining USD 3,266,954 (2003-USD 1,874,055) of cash and cash equivalents is denominated in YTL.

# NOTES TO CONSOLIDATED FINANCIAL STATEMENTS (Continued) December 31, 2004 (Currency – in US Dollars unless otherwise indicated)

### 4. TRADE RECEIVABLES, net

1.	7006	2002
Trade receivables (Note 26)	38,099,716	46,947,464
Cheques and notes receivable (Note 26)	22,823,186	11,569,442
Less: Provision for doubtful receivables	(371,615)	(130,176)
THE PROPERTY OF THE PROPERTY O	60,551,287	58,386,730

Average maturity of notes receivables is 30 days. As of December 31, 2004 letter of guarantees and collaterals received from customers amount to USD 1,233,217 and USD 3,964,138 respectively.

Currency breakdown of trade receivables is as follows:

	Original Currency	Currency	USD Equivalents	uivalents
	2004	2003	2004	2003
USD	20,500,896	24,159,736	20,500,896	24,159,736
EUR	8,046,394	10,328,900	10,952,353	14,059,187
GBP	320,705	239,417	615,675	459,621

Remaining USD28,482,363 (2003-USD19,708,186) of trade receivables is denominated in YTL.

### 5. INVENTORIES, net

51,189,455	59,282,194	
(400,000)	(157,990)	Less: Allowance for net realizable value
6,544,174	11,259,390	Goods-in-transit and advances given with respect to inventory purchases
855,349	1,006,377	Merchandise stocks
15,452,349	21,317,021	Finished goods
2,438,067	4,897,815	Work-in-process
26,299,516	20,959,581	Raw materials
2003	2004	

### 6. OTHER CURRENT ASSETS

Transfer transfer to the second secon	2004	2003
VAT receivables	1,589,585	2,957,579
Prepaid expenses	1,603,735	1,527,515
Advances given	1,141,099	158,342
Prepaid taxes	54,084	328,777
Other	197,193	249,673
Total	4,585,696	5,221,886

### NOTES TO CONSOLIDATED FINANCIAL STATEMENTS (Continued) (Currency – in US Dollars unless otherwise indicated) December 31, 2004

## 7. PROPERTY, PLANT AND EQUIPMENT, net

The movement of property, plant and equipment and related accumulated depreciation for the year ended December 31, 2004 is as follows:

130,257,910						132,416,599	Net book value
201.007.00	(2) 130 1300 13			(11,0/7,1/0)	0,220,702	1.70,000,000	
10.485.135	(174.549.394)		-	(11 879 478)	6 228 782	190 685 225	
6,029,976	1	,	1	(2,440,531)	360,472	8,110,035	Furniture and fixtures
2,998,213	•	1	ı	(1,838,392)	130,049	4,706,558	Motor vehicles
2000	(153,717,175)	1	1	(7,288,702)	3,685,021	157,320,856	Machinery and equipment
•	(20,832,219)	1	1	(280,381)	1,968,871	19,143,729	Buildings
1,456,944		ı	1	(31,472)	84,369	1,404,047	items
							Less: Accumulated depreciation Land improvement and leasehold
140,743,045	(174,549,394)	(6,339,982)	1	(12,634,270)	11,164,867	323,101,824	
2,422,026		ì	(9,2/8,946)		10,940,029	760,943	Construction in progress
7,087,405	1	1	412,240	(2,450,550)	17,842	9,107,873	Furniture and fixtures
3,739,861		1	776,280	(2,333,085)	16,915	5,279,751	Motor vehicles
47,585,146	(153,717,175)	(9,104,401)	5,893,664	(7,352,394)	59,472	211,805,980	Machinery and equipment
28,141,541	(20,832,219)	(7,370,671)	665,403	(371,120)	128,859	55,921,289	Building
2,036,166	•		419,389	(31,476)	1,750	1,646,503	items
							Land improvement and leasehold
49,730,900	•	10,135,090	1,111,970	(95,645)	1	38,579,485	Land
4004	debrecianon	revatuation	Iransiers	Disposais	Additions	2004	
December 31,	Netting of accumulated	Change in				January 1,	

Borusan Mannesmann Boru has reviewed machinery and equipment in 2004 and useful estimate of 12 years has been changed to 20 years. The effect of this change recognized in the current year income statement is USD

### Market valuations (fair value estimation)

Land, buildings, machinery, equipment and installations were revalued by an independent appraisal firm (P&D Gayrimenkul Danişmanları in association with Healey Baker) in December 2004 following to the first valuation in July 1999. Valuations for those assets were made on the basis of the market value for existing use. The book values of such assets were adjusted to the revalued amounts and the resultant surplus net of deferred income materially, from which would be determined using fair value at the balance sheet date. taxes was credited to revaluation reserves in shareholders' equity. The carrying amount does not differ

revaluation surplus to retained earnings on annual basis as the asset is used by the Company revalued carrying amount of the asset and depreciation based on the asset's original cost is realized from the revaluation surplus directly to retained earnings. Further, the difference between depreciation based on the asset, the relevant portion of the revaluation surplus realized in respect of previous valuation is released from the from the accounts and resulting gain or loss is reflected in the net income. Upon the disposal of the revalued When assets are sold or otherwise disposed of, the costs and the related accumulated depreciation are removed

## December 31, 2004 (Currency – in US Dollars unless otherwise indicated) NOTES TO CONSOLIDATED FINANCIAL STATEMENTS (Continued)

### .7 PROPERTY, PLANT AND EQUIPMENT, net (continued)

Movements of the revaluation reserve of land, buildings, machinery, equipment and installations were as

68,981,054	At December 31, 2004
12,074	אפיימותמרוטוו ו פצפי אפ וווכיוותפבת ווי ווווווסדורא ווונכו פצר
12 80/	Pavolination receive included in minority interest
4,709,012	Deferred tax charge on revaluation reserve
(6,339,982)	Change in revaluation
(2,351,869)	of assets realized from revaluation reserve into retained earnings
	2004 depreciation difference (net of deferred tax) between the revalued and original value
72,950,999	January 1, 2004

Revaluation of land, building and machinery and equipment is based on the historical cost as of December 31, 2004 for which details are as follows:

27,478,315	8,057,525	7,304,036	Net book value
110,440,675 (82,962,360)	20,742,351 (12,684,826)	7,304,036	Cost Accumulated depreciation
Machinery and Equipment	Building	Land	

#### Finance leases

The Company recognized capital leases as assets and liabilities in the balance sheets at equal amount the inception of the lease to the fair value of the leased property or, if lower, at the present value of minimum lease payments. Included in machinery and equipment, USD 1,312,435 (2003 – USD 1,372,843) (net book value) relates to the tube finishing line and furnace leased by the Company.

Lease obligations at December 31, 2004 and 2003 can be summarized as follows (USD):

Repayable in	Short-Term	Long-Term	Total
2004	76,476	ı	76,476
2005-2006	1	175,509	175,509
Balances of December 31, 2003	76,476	175,509	251,985
2005	83,764		83,764
2006		91,745	91,745
Balances of December 31, 2004	83,764	91,745	175,509

#### Mortgages

(EDÇ – a major supplier). As of December 31, 2004 and 2003, the Company's building is mortgaged to the extent of USD 5,491,394 as guarantee against its liabilities, already presented in the balance sheet, Ereğli Demir Çelik Fabrikaları T.A.Ş.

The Company's production plant in Gemlik is mortgaged at an amount of 12 million EUR, as a guarantee for the long-term loan obtained by Mannesmann Vobarno Tubi S.p.A.

# NOTES TO CONSOLIDATED FINANCIAL STATEMENTS (Continued) December 31, 2004 (Currency – in US Dollars unless otherwise indicated)

### 8. INTANGIBLE ASSETS, net

The movement of intangible assets during the year ending December 31, 2004 is as follows:

	2004
Cost	
At January 1,	1,125,228
Additions	183,404
Disposals	(3,983)
At December 31.	1,304,649
- Constitution of the Cons	
Less: Accumulated amortization	
At January 1,	314,042
Charge for the year	229,069
Disposals	(3,975)
At December 31.	539,136
Net book value at December 31,	765,513

## 9. AVAILABLE FOR SALE FINANCIAL ASSETS

2004   2003     2004     2003     2004   2003     2005		15,991,489		15,881,454	
2004   2003     2004     2003     2004     2003     2004   2005     2005   20	i	886	- (*)	886	Other
2004 2003  (%)  (Borçelik) 15,661,868 10.2 15,661,868 11.2  [Taşımacılık ve Ticaret A.Ş. 146,921 3.1 146,921 3.1 68,212 16.7 68,212 1.2  (ayıncılık A.Ş. (Kültür) 68,212 1.2  (2,983 - (*) 2,983	•	584	- (*)	584	Antalya Serbest Bölge A.Ş.
2004   2003     2004     2003     2004     2003     2005	1	2,983	- (*)	2,983	Mersin Serbest Bölge A.Ş.
2004   2003	1.9	110,035	ı	•	Tüstaş Sanayi Tesisleri A.Ş. (Tüstaş)
2004 (%)  (%)  15,661,868 10.2 15,661,868 11  ve Ticaret A.S.  146,921 3.1 146,921	16.7	68,212	16.7	68,212	Borusan Kültür ve Sanat Hizmetleri Yayıncılık A.Ş. (Kültür)
2004 (%) 2003 (%) 2003 (%) 2003 (%) 2003 (%) 2003 (%) 2004 (%) 2003 (%) 2004 (%) 2003 (%) 2004 (%) 2003 (%) 2004 (%) 2003 (%) 2004 (%) 2003 (%) 2004 (%) 2003 (%) 200	3.1	146,921	3.1	146,921	(Borusan Lojistik)
2004 (%) 2003 (%) 15,661,868 10.2 15,661,868 11					Borusan Lojistik Dağıtım Depolama Taşımacılık ve Ticaret A.Ş.
(%)	10.2	15,661,868	10.2	15,661,868	Borçelik Çelik Sanayi ve Ticaret A.Ş. (Borçelik)
	(%)		(%)		
		2003		2004	

(\*) Company's shareholding is insignificant.

### 10. TRADE PAYABLES, net

19,596,076	29,297,236	Total
14,531,500 5,064,576	Notes payable 12,244,748  Domestic suppliers (Note 26) 17,052,488	Notes payable Domestic supp
2003	2004	

Average maturity of notes payable given to E.D.Ç. is 91 days and the discount rate used is 42%

# NOTES TO CONSOLIDATED FINANCIAL STATEMENTS (Continued) December 31, 2004 (Currency – in US Dollars unless otherwise indicated)

### 10. TRADE PAYABLES, net (continued)

Currency breakdown of trade payables is as follows:

USD EUR GBP	
24,183,927 13,150	Original <b>2004</b>
7,477,601 149,554 4,202	ginal Currency 2003
24,183,927 17,899	USD Equivaler
7,477,601 203,565 8,066	uivalent 2003

Remaining USD 5,095,410 (2003 - USD 11, 906,844) of trade payables is denominated in YTL.

#### 11. **BANK BORROWINGS**

	2004	2003
Short-term borrowings		
Secured borrowings	46,128,780	49,722,845
Unsecured borrowings	4,338,796	t
Interest accruals	817,224	618,032
Total	51,284,800	50,340,877
	2004	2003
Town town bound to		
Unsecured borrowings	1,218,754	1,210,289
Less: Current portion of long-term debt	(191,290)	
Less: Current portion of leasing liabilities	(83,764)	(76,476)
Total	943,700	1,133,813

Currency and interest rate breakdown of short-term borrowings are as follows:

Accrued interest	Short-term borrowings USD denominated borrowings EUR denominated borrowings YTL denominated borrowings	
	3.17-4.32 3.70-4.30 17-19	Interest rate per annum (%)
817,224	44,100,000 4,203,232 1,326,280	2004
	2.75 - 4.19 4.39 - 4.68 22 - 24	Interest rate per annum (%)
618,032	41,850,000 4,531,972 3,145,699	2003

Further, USD 838,064 (2003 – USD 195,174) of the remaining bank borrowings is denominated in YTL and obtained for social security payments. They mature within one month after the balance sheet date.

Payment terms of the interest are at the maturities of the borrowings.

## December 31, 2004 (Currency – in US Dollars unless otherwise indicated) NOTES TO CONSOLIDATED FINANCIAL STATEMENTS (Continued)

## BANK BORROWINGS (continued)

Currency and interest rate breakdown of long term debt are as follows:

1,133,813		943,700		Total long-term debt
958,304 251,985 (76,476)	4.47%	1,043,245 175,509 (191,290) (83,764)	4.47%	Long-term debt EUR denominated debt Leasing liabilities Less: Current portion of long-term debt Less: Current portion of leasing liabilities
2003	Interest rate (%)	2004	Interest rate (%)	

Payment plan of the long-term debt is as follows:

2007 2008 2009 2009 2010	2006
189,323 189,323 189,323 189,323 94,663	2004

#### 12 OTHER CURRENT LIABILITIES

6,604,328	10,364,398	
762,069	374,390	Other
232,837	lal -	Forward accrua
576,127		Due to personnel
1,099,935	Payroll and withholding taxes payable 1,392,370	Payroll and wi
909,861		Premium payable
571,446	Provision for export expenses 2,850,653	Provision for
2,452,053	n 4,267,816	Advances taken
2003	2004	

#### ü TAXES ON INCOME

#### a **Current Statutory Taxes**

Turkey. The Company is subject to taxation in accordance with the tax procedures and the legislation effective ₽.

corporate tax liability for the year. based on earnings generated for each quarter. The amounts thus calculated and paid are offset against the final In Turkey, the corporation tax rate for the fiscal year ended December 31, 2004 is 33% (2003-30%). Effective from January 1, 2005, the corporate tax rate will be 30%. Corporate tax returns are required to be filed until the fifteenth of the fourth month following the balance sheet date and paid in one installment until the end of the fourth month. The tax legislation provides for a temporary tax of 33% (2003-30%) to be calculated and paid

## December 31, 2004 (Currency – in US Dollars unless otherwise indicated) NOTES TO CONSOLIDATED FINANCIAL STATEMENTS (Continued)

## 13. TAXES ON INCOME (continued)

(nominal) values in 2004 and future years. accumulated tax loss carry-forwards related with 2003 and prior periods will be utilized at their historical accumulated deficits arising which are adjusted for inflation accounting. Accumulated earnings arising from the first application of inflation accounting on December 31, 2003 balance sheet will not be subject to corporation tax, and similarly In 2003 and prior years, corporation tax was computed on the statutory income tax base without any adjustment for inflation accounting. Starting from January 1, 2004, taxable income is derived from the financial statements from such application will not be deductible for tax purposes. Moreover,

incurred in the same year.) companies, who accepted to use this option, also accepted a 50% reduction from their corporate tax losses for tax inspection and additional assessments to those taxpayers who utilized the option. According to law retrospective maximum period of five years. (A tax amnesty law, which was enacted in 2003 provided immunity Corporate tax losses can be carried forward for a maximum period of five years following the year in which the were incurred. The tax authorities can inspect tax returns and the related accounting records for a

to April 24, 2003 are taxed at 19.8% (withholding tax) unless they are converted to new type at companies' will of the purchase price of purchases of the brand-new fixed assets having economic useful life and exceeding Effective from April 24, 2003, investment allowances provides a deduction from the corporate tax base of 40% All investment allowances can be carried forward indefinitely Y1L6,000 and directly related with the production of goods and services. Investment allowances that arose prior

return. Therefore, provision for taxes, as reflected in the consolidated financial statements, has been calculated In Turkey, the tax legislation does not permit a parent company and its subsidiaries to file a consolidated tax

distributed or included in capital, no withholding tax shall be applicable. to resident corporations are not subject to a withholding tax. Furthermore, resident corporations exempted from income and corporation tax. Dividend distributions by resident corporations that acquire dividend through a permanent establishment or permanent representative in Turkey) and nonnot liable to income and corporation tax, non-resident real persons, non-resident corporations (excluding those 10% withholding applies to dividends distributed by resident corporations to resident real persons, those who are in the event the profit is not

subsidiaries and associates and other temporary differences pertaining to other investments in shares issued by dividend receipt is not distributed or included in capital, no withholding tax shall be applicable. As a result of from corporation tax if the gains are added to share capital. Furthermore, in the event the profit arising from the Capital gains derived from cash sales of participation shares that have been held for at least two years are exempt the Company did not recognize a deferred tax liability on the undistributed profits of

follows: As of December 31, 2004 and 2003, the current statutory tax charges for the Company can be analyzed as

	F004	1000
Tay charge at the consolidated income statement		
Taxes on income - Current statutory	12,438,911	3,329,750
Prepaid taxes	(10,882,905)	(2,738,624)
Taxes on income currently payable	1,556,006	6 591,126

## December 31, 2004 (Currency – in US Dollars unless otherwise indicated) NOTES TO CONSOLIDATED FINANCIAL STATEMENTS (Continued)

## 13. TAXES ON INCOME (continued)

	2004	2003
Historical income before taxation as per statutory financial statements	42,036,887	22,430,578
Non-deductible expenses	2,462,361	3,287,105
Tax exempt income and prior year losses used in current year	(5,044,190)	(13,796,277)
Investment incentive allowances	(1,761,388)	(932,515)
Taxable income as per Turkish tax legislation	37,693,670	10,988,891
Corporation tax at 33% (2003 - 30%)	12,438,911	3,296,667
Income tax at 19.8% (on investment allowance)		33,082
Total taxation on income - current statutory	12,438,911	3,329,750

Reconciliation of taxes by applying effective tax rates to profit before tax provision as reflected in the consolidated statement of income for the years ended December 31, 2004 and 2003 is as follows:

5,652,099	(7,356,331)	
16,957,429	7,659,388	re-measurement
		Effect of non-tax deductible translation gain/(loss) arising from
(1,630,254)	(81,374)	Effect of tax rate changes
(286,305)	(581,258)	Investment incentive allowances
(4,138,883)	(1,588,151)	Effect of income not subject to tax and prior year losses
413,763	170,117	Effect of expenditures not allowable for income tax purposes
(5,663,651)	(12,935,053)	At statutory tax rate at %33 (2003 - %30)
18,878,835	39,197,129	Profit before taxation on income and minority interest
2003	2004	

### b) Deferred Taxes

The revised IAS 12 "Income Taxes" requires deferred taxation to be provided on the remeasurement at the non-monetary assets. Deferred taxes reflected in the consolidated balance sheets are summarized as follows:

	2004	2003
<ul><li>Deferred tax asset</li><li>Deferred tax liability</li></ul>	401,159 (5,565,025)	30,599 (14,986,057)
Deferred tax liability, net	(5,163,866)	(14,955,458)

## December 31, 2004 (Currency – in US Dollars unless otherwise indicated) NOTES TO CONSOLIDATED FINANCIAL STATEMENTS (Continued)

## 13. TAXES ON INCOME (continued)

The breakdown of cumulative temporary differences and the resulting deferred tax assets/(liabilities) provided at December 31, 2004 and 2003 using the current tax rates are as follows:

	Cumulative Temporary Differences	dative Temporary Differences	Deferred Tax Assets (Liabilities)	rred Tax Assets / (Liabilities)
	2004	2003	2004	2003
Revaluation on buildings, plant and machinery	(40,338,079)	(59,394,600)	<b>(12,101,424)</b> (17,818,380)	(17,818,380)
Net difference between the tax base and the carrying value of inventories (translation pursuant				
to IAS 21)	5,184,059	1,163,973	1,555,217	384,111
Provision for employee benefits obligation	6,378,359	6,198,177	1,903,039	1,867,460
Obligation under finance leases	175,509	251,985	63,122	75,596
Other provisions and accruals	1,811,056	1,430,374	543,317	456,577
Net difference between the tax base and the carrying value of property, plant and equipment mainly				
arising from remeasurement pursuant to IAS 21	9,576,212	296,457	2,872,863	79,178
Deferred tax liability, net	(17,212,884)	(50,053,634)	(5,163,866)	(5,163,866) (14,955,458)

Movements in deferred taxes are analyzed as follows:

	Beginning balance Tax credit recognized in the statement of income Tax credited to equity	
(5,163,866)	(14,955,458) 5,082,580 4,709,012	2004
(14,955,458)	(23,937,307) 8,981,849	2003

tax purposes. The Company recognizes deferred tax assets and liabilities based on temporary differences arising between the financial statements as reported for IFRS purposes and the statutory tax financial statements. Such temporary differences usually result in the recognition of revenue and expenses in different reporting periods for IFRS and

As each company is a separate legal entity, their respective deferred tax assets and liabilities cannot be offset against each other. The deferred tax asset/(liability) balances of each consolidated entity are analyzed as

2004	2003	J.J.
Deferred Tax	Deferred Tax	d Tax
Asset Liability	Asset Liability	Liability
59,893	3,979	ı
11,266 -	26,620	1
401,159 -	30,599	
		red Tax Liability

## December 31, 2004 **NOTES TO CONSOLIDATED FINANCIAL STATEMENTS (Continued)**

(Currency – in US Dollars unless otherwise indicated)

## PROVISION FOR EMPLOYEE TERMINATION BENEFITS

Under the Turkish Labor Law, the Company and its subsidiaries are required to pay termination benefits to each employee who has completed one year of service and whose employment is terminated without due cause, who is called up for military service, dies or who retires after completing 25 years of service (20 years for women) and achieves the retirement age. The amount payable consists of one month's salary limited to a maximum of YTL 1,575 (USD 1,174) [(2003-YTL 1,390 (USD 1,036))] for each year of service at December 31, 2004.

Ceiling rate has been increased to YTL 1,649 as of January 1, 2005.

sheet date on government bond. service and being eligible to receive retirement pay and discounted by using the current market yield at the balance Method and based upon estimated factors derived using the Company's experience of personnel terminating their Provision is made for the present value of the defined benefit obligation calculated using the Projected Unit Credit

As of December 31, 2004 and 2003, the following actuarial assumptions were used in the calculating of the

	2004	2003
Discount rate	6%	6%
Turnover rate to estimate the probability of retirement	98%	98%
Movements in the liability recognized in the balance sheets are as follows;		
	2004	2003
Beginning of the year	6,198,177	4,020,560
Charge for the year	2,475,151	2,738,630
Payments/disposals	(2,294,969)	(561,013)
At the end of the year	6,378,359	6,198,177

### 15. MINORITY INTERESTS

The movement of minority interest during the year ended December 31, 2004 is as follows:

	2004
January 1	90,790
Share of net profit/(loss) of subsidiaries	21,729
Dividends paid.	(17,611)
December 31	94,908

### (Currency – in US Dollars unless otherwise indicated) NOTES TO CONSOLIDATED FINANCIAL STATEMENTS (Continued) December 31, 2004

### 16. SHARE CAPITAL

composition of shareholders' and their respective shares are as follows: The Company's share capital consists of the 28,350,000,000 number of shares with par value of YTL 0.1. The

100.00	28,350,000	
	TOTAL SECTION AND ADDRESS OF THE PROPERTY OF T	
2.59	735,948	Other
1.19	arı A.Ş.	Türkiye Selül
6.67		Lumbro Nom
16.07		Publicly traded
73.48	Borusan Mannesmann Boru Yatırım Holding A.Ş. 20,831,453	Borusan Man
Share %	YTL	

<sup>(\*)</sup> former name is Standard bank Nominees Jersey Ltd.

## 17. RETAINED EARNINGS AND LEGAL RESERVES

### a) Legal Reserves

maximum of 20% at the Company's share capital. A second legal reserve is appropriated at the rate of 10% of all distribution in excess of 5% of the Company share capital. Under TCC, the legal reserves can be used only to offset losses and are not available for any other usage unless they exceed 50% of paid-in share capital. First legal reserve is appropriated out of the statutory profits at the rate of 5%, until the total reserves reaches a Legal reserves consist of first and second legal reserves in accordance with Turkish Commercial Code (TCC).

### b) Profit Distributions

Market Board stipulates that beginning from 2003 income, profit distributions will be based on net income reflected in the financial statements prepared in accordance with IFRS. Communiqué XI-25 "Communiqué related with Accounting Standards on Capital Market" issued by the Capital

Public companies in Turkey make profit distributions in accordance with the regulations of Capital Market Board (CMB) of Turkey as described below:

Based on the CMB communiqué XI-25 part fifteen article 399, the amount included in "Prior Year Losses" account resulting from the first application of inflation accounting should be considered as a deduction during the identification of the profit to be distributed based on the inflation adjusted financial statements. Accordingly, earnings if exists, and the remaining losses against extraordinary reserves, legal reserves and reserves resulted the amount followed under "Prior Year Losses" account, may be offset against period income and retained from inflation adjustment of equity accounts, respectively.

with IFRS financial statements, appropriation of 30% of the distributable profit is obligatory (2003 free shares not less than 30% of the distributable profit, or may be distributed both as cash and free shares Based on the General Assembly's decision, this appropriation may be on cash basis or through the distribution of Effective from January 1, 2004, in line with communiqué X1-25, based on the profits calculated in accordance

## December 31, 2004 (Currency – in US Dollars unless otherwise indicated) NOTES TO CONSOLIDATED FINANCIAL STATEMENTS (Continued)

### 17. RETAINED EARNINGS AND LEGAL RESERVES (continued)

c) As of December 31, 2004 inflation adjusted equity accounts as reflected in Borusan Mannesmann Boru's statutory accounts in conformity with the Law No:5024, is summarized as below (Reflected at the YTL in equivalent purchasing power at December 31, 2004).

207 758 588	
39,617,168	Profit for the year
(834,250)	Accumulated loss (except for the current year profit)
129,723,043	Inflation correction to equity accounts
2,778	Special reserves
2,423,630	Extraordinary reserves
8,476,219	Legal reserves
28,350,000	Share capital
	Statutory Amounts
2004	

d) As of December 31, 2004 Borusan Mannesmann Boru's equity accounts prepared in accordance with accounting policies as explained in Note 2, is summarized below.

	Profit for the year	Accumulated loss	Extraordinary reserves	Legal reserves	Translation difference to share capital	Share capital	USD Amounts	
108,303,995	31,438,144	(5,285,924)	574,I75 25,032	12,555,696	47,873,260	21,123,612		2004

#### <u>18</u> NET SALES

264,654,411	Engineering Services 4,917,490	(u	Domestic Sale	
54,410	17,490	36,920	c Sales	
105,556,607	ı	105,556,607	Export	2004
370,211,017	4,917,490	365,293,527	Total	
236,057,370 67,884,868	7,078,818	228,978,552	Domestic Sales	
67,884,868	,	67,884,868	Export	2003
303,942,238	7,078,818	296,863,420	Total	

# NOTES TO CONSOLIDATED FINANCIAL STATEMENTS (Continued) December 31, 2004 (Currency – in US Dollars unless otherwise indicated)

#### 19. COST OF SALES

249,427,184	196,994,092
23,780,373	22,466,349
4,872,310	8,535,064
11,105,788	14,607,948
(6,106,682)	(4,307,232)
(2,459,748)	1,004,816
8,129,752	15,412,456
17,076,382	7,919,597
305,825,359	262,633,090
44	23,780,373 4,872,310 11,105,788 (6,106,682) (2,459,748) 8,129,752 17,076,382

## 20. SELLING, MARKETING, GENERAL AND ADMINISTRATIVE EXPENSES

	2004	2003
Personnel expenses	12,613,149	10,753,806
Depreciation expenses	1,146,415	2,866,290
Consultancy expenses	2,750,823	1,716,232
Sales and distribution expenses	774,464	924,567
Services charges	1,075,504	1,339,678
Provision for bad debt receivables	318,977	1
Other	7,112,409	5,489,993
	<b>25,791,741</b> 23,090,566	23,090,566

### 21. PERSONNEL EXPENSES AND NUMBER OF EMPLOYEES

2003

1,398	1,234	Average number of employees during the year
33,220,155	36,393,522	
6,545,400	4,315,674	Other social benefits
2,738,630	2,475,151	Termination benefits-net of reversal
23,936,125	29,602,697	Wages and salaries

### 22. DEPRECIATION AND AMORTIZATION EXPENSES

6,	Cost of production 4, Selling, marketing, general and administrative expenses 1,	2
,457,851	4,872,310 1,146,415 439,126	2004
6,457,851 11,524,367	8,568,170 2,866,290 89,907	2003

## December 31, 2004 (Currency – in US Dollars unless otherwise indicated) **NOTES TO CONSOLIDATED FINANCIAL STATEMENTS (Continued)**

### 23. FINANCIAL EXPENSE, net

	2004	2003
Financial Income		
Interest income	24,156	362,925
Due date income	1,888,236	1,101,181
Interest income from marketable securities	265,065	267,337
	2,177,457	1,731,443
Financial Expense		
Interest expense	(3,524,260)	(2,847,104)
Due date expenses	(264,588)	(624,358)
Forward expense	(218,333)	(574,278)
Other financial expenses	(1,575,395)	(533,500)
	(5,582,576)	(4,579,240)
Financial (expense) – net	(3.405.119)	(2.847.797)
	(-)	

### 24. FINANCIAL INSTRUMENTS

## Interest Rate, Funding, Credit and Currency Risk

and liabilities. The Company is exposed to interest rate risk through the impact of rate changes on interest bearing liabilities and assets. This exposure is managed by using natural hedges that arise from offsetting interest rate sensitive assets

The ability to fund the Company's existing and prospective debt requirements is managed by maintaining long-term relationships with lenders, by maintaining the availability of adequate committed funding lines from high quality lenders and by managing US dollars liquidity to match obligations to expected cash flows.

current assets. The Company is not exposed to funding risk as no short-term borrowing but equity is used to finance non-

guarantees given. and other current assets, net of provision for impairment recognized at the balance sheet date plus the amount of counterparty. The Company considers that its maximum exposure is reflected by the amount of trade receivables Ownership of financial assets involves the risk that counterparties may be unable to meet the terms of their These risks are monitored by credit ratings and limiting the aggregate risk to any individual

The Company is exposed to the foreign exchange risk through the impact of rate changes at the translation of foreign currency denominated liabilities. These risks are monitored and limited by the analysis of foreign currency position

## December 31, 2004 (Currency – in US Dollars unless otherwise indicated) NOTES TO CONSOLIDATED FINANCIAL STATEMENTS (Continued)

### 25. COMMITMENTS AND CONTINGENT LIABILITIES

#### **(2) Guarantee Letters**

As of December 31, 2004, the Company is contingently liable for guarantee letters given to customs authorities mainly amounting to YTL 2,810,393 (2003 - YTL 6,225,405, USD 39,714).

#### $\overline{\Xi}$ **Guarantee Provided**

borrowed by Borusan Holding. 40 million that is borrowed by Borusan Holding A.S from International Finance Corporation (IFC). Borusan Mannesmann Boru has signed the loan agreement as co-obligor for the long-term loan of USD Within this framework, Borusan Mannesmann Boru will provide guarantees for the long-term loan

#### <u>c</u> **Export Commitments**

The Company has export incentive certificates, which entitle the Company to a 100% exemption from customs duties on certain materials to be imported. The outstanding amount of the export commitments in connection with such exemptions as of December 31, 2004 was FOB USD 53,195,504 (2003- USD 53,195,504).

#### <u>a</u> Anti-damping investigations

imports of certain carbon steel welded pipe and tube entering the United States during the period of May 1, 2003-April 30, 2004. In relation with this review, the Company has provided responses to questionnaires issued by the United States Department of Commerce (USDC), but no decision has been issued yet by USDC.

### 26. RELATED PARTY BALANCES AND TRANSACTIONS

	2004	2003
Due from related parties (trade receivables)		
Borusan İstikbal Ticaret T.A.Ş. (İstikbal)	14,026,304	21,678,093
impa Bursa insaat Malzemeleri Pazarlama A.Ş. (İmpa)	5,853,574	2,095,602
Kerim Boru Ticaret ve Pazarlama A.S. (Kerim Boru)	2,778,193	2,195,190
Bozoklar İnsaat Malzemeleri Pazarlama ve Ticaret A.S.	2,772,097	1,634,883
Borusan Akdeniz İnsaat Malzemeleri Pazarlama A.Ş. (Borusan Akdeniz)	2,059,526	860,244
Borusan Ankara İnsaat Malzemeleri Pazarlama A.S. (Borusan Ankara)	1,634,085	939,055
Samsun Celik Ticaret A.S. (Samsun Celik)	495,509	177,656.
Gaziantep Boru ve Profil Ticaret A.S. (Gaziantep)	464,885	342,809
Borusan Mannesmann Boru Yatırım Holding A.S.	269,250	932,132
Borcelik	29,805	377,312
Other	109,558	120,528
	30,492,786	31,353,504
	009.049.00	

# NOTES TO CONSOLIDATED FINANCIAL STATEMENTS (Continued) December 31, 2004 (Currency – in US Dollars unless otherwise indicated)

### 26. RELATED PARTY BALANCES AND TRANSACTIONS (continued)

17,261,543	21,194,318	
57,252	10,868	Borusan Güç
	23,790	Borusan Makina
•	29,130	Pargem
72,708	37,645	Borusan Oto Servis ve Ticaret A.Ş. (Borusan Oto)
189,553	123,507	Borusan Telekom ve İleşim Hizmetleri A.Ş.
33,332	245,743	Borusan Otomotiv İthalat ve Dağıtım A.Ş. (Borusan Otomotiv)
324,358	488,079	Borusan Birlik Danışmanlık
99,735	858,249	İstikbal
1,017,023	1,534,007	Borusan Holding
15,467,582	17,843,300	Borusan Lojistik
		b) Service purchases
1,362,335	1,299,444	
1,000	1	BITIK Galvaniz
17385	05,751	Kerim Çelik
1,170,506	1,207,033 80 701	Borçelik
1 149 797	1 200 653	a) Product purchases
2003	2004	
		The most significant of these transactions are as follows:
		Transactions with related parties
5,960,483	5,579,093	
5,386,906	4,191,106	İstikbal
		Other
573,577	1,387,987	
47,464	5,985	Other
11,605	12,394	Borusan Birlik Danışmanlık
104,953	97,923	Borusan Holding
80,075	196,812	Borçelik
329,480	1,074,873	Borusan Lojistik
		Due to related parties (trade payable)
2003	2004	

# NOTES TO CONSOLIDATED FINANCIAL STATEMENTS (Continued) December 31, 2004 (Currency – in US Dollars unless otherwise indicated)

### 26. RELATED PARTY BALANCES AND TRANSACTIONS (continued)

139,872,233	183,450,280	
481,978	1,219,695	Other
2,720,149	3,593,917	Gaziantep
2,355,734	4,087,473	Samsun Çelik
6,540,012	4,179,321	Borçelik
5,078,227	7,327,736	Borusan Akdeniz
5,151,464	8,766,112	Borusan Ankara
9,405,073	13,638,730	Bozoklar
13,599,543	18,045,345	Kerim Boru
8,924,024	21,812,655	İmpa
85,616,029	100,779,296	Ístikbal
		e) Product sales
703,622	717,631	
) (		Collect
2.783	980	Other
105,006	•	İstikbal
11,913	4,221	Borusan Makina
419	5,398	Borusan Yatırım ve Pazarlama A.Ş.
	12,489	Borçelik
. 583,501	694,543	Borusan Holding
	æd parties	d) Financial expense charged by related parties
18,781	56,557	
1,458	32	Other
74	23,	Borusan Teknolojik Yatırımlar Holding A.Ş.
17,249	ties blding A.Ş. 32,931	c) Financial income from related parties Borusan Mannesmann Boru Yatırım Holding A.Ş.
2003	2004	

### f) Guarantees provided

As of December 31, 2004 letter of guarantees provided to related parties amounts to USD 28,265 (2003 - USD 5,620,088)

# SUPPLEMENTARY INFORMATION SEPARATE FINANCIAL STATEMENTS OF BORUSAN MANNESMANN BORU SANAYI VE TICARET A.Ş As at and for the year then ended December 31, 2004 (Currency – in US Dollars)

The separate balance sheet as of December 31, 2004 and the separate related statement of income for the year then ended, prepared in accordance with IFRS (except for IAS 27 "Consolidated Financial Statements and Accounting for Investments in Subsidiaries" are presented below for information purpose only, and therefore they do not include the disclosures required by IFRS.

## a) Balance sheet as of December 31, 2004:

#### ASSETS

285.868.229	Total assets
148,5/8,81/	Total non-current assets
10000	
770,005	Other non-current assets
18,983,763	Available for sale financial assets
663,279	Intangible assets, net
127,954,770	Property, plant and equipment, net
	Non-current assets
137,489,412	Total current assets
4,506,274	Other current assets
57,915,830	Inventories, net
61,748,035	Trade receivables, net
13,319,273	Cash and cash equivalents
	Current assets

### LIABILITIES AND EQUITY

	285,868,229	Total liabilities and shareholders' equity
	176,692,539	Total equity
	31,438,144	Net profit for the year
	7,868,979	Retained earnings
	68,388,544	Revaluation reserve, net
	68,996,872	Share capital
		Equity
	12,436,608	Total non-current liabilities
-	5,565,025	Deferred tax liability, net
	5,927,883	Provision for employee termination benefits
	943,700	Long-term debt
		Non-current liabilities
	\(\frac{1}{2}\)\(\frac{1}\)\(\frac{1}\)\(\frac{1}\)\(\frac{1}\)\(\frac{1}\)\(\frac{1}\)\(\frac{1}\)\(\frac{1}\)\(\frac{1}\)\(\frac{1}\)\(\frac{1}\2\)\(\frac{1}\2\)\(\frac{1}\2\)\(\frac{1}\2\)\(\frac{1}\2\)\(\frac{1}\	I OTHER CHEET HADILITIES
	96.739.082	Total current liabilities
	10,084,084	Other current habilities
	1,556,007	Taxes on income
	4,191,106	Due to related parties (other)
	191,290	Current portion of long-term debt
	51,367,832	Bank borrowings
	29,348,763	Trade payables, net
		Current liabilities

SUPPLEMENTARY INFORMATION SEPARATE FINANCIAL STATEMENTS OF BORUSAN MANNESMANN BORU SANAYI VE TİCARET A.Ş. (Continued) As at and for the year then ended December 31, 2004 (Currency – in US Dollars)

### <u>5</u> Statement of Income for the year then ended December 31, 2004:

Net sales Cost of sales	363,461,710 . (302,223,028)
Gross profit	61,238,682
Selling, marketing, general and administrative expenses Other operating expense-net	(24,413,126) (912,585)
Profit from operations	35,912,971
Financial expense - net	(3,310,273)
Translation gain	6,522,182
Profit before tax	39,124,880
Taxes on income - Current (Statutory) - Deferred	(12,398,756) 4,712,020
Net profit for the year	31,438,144