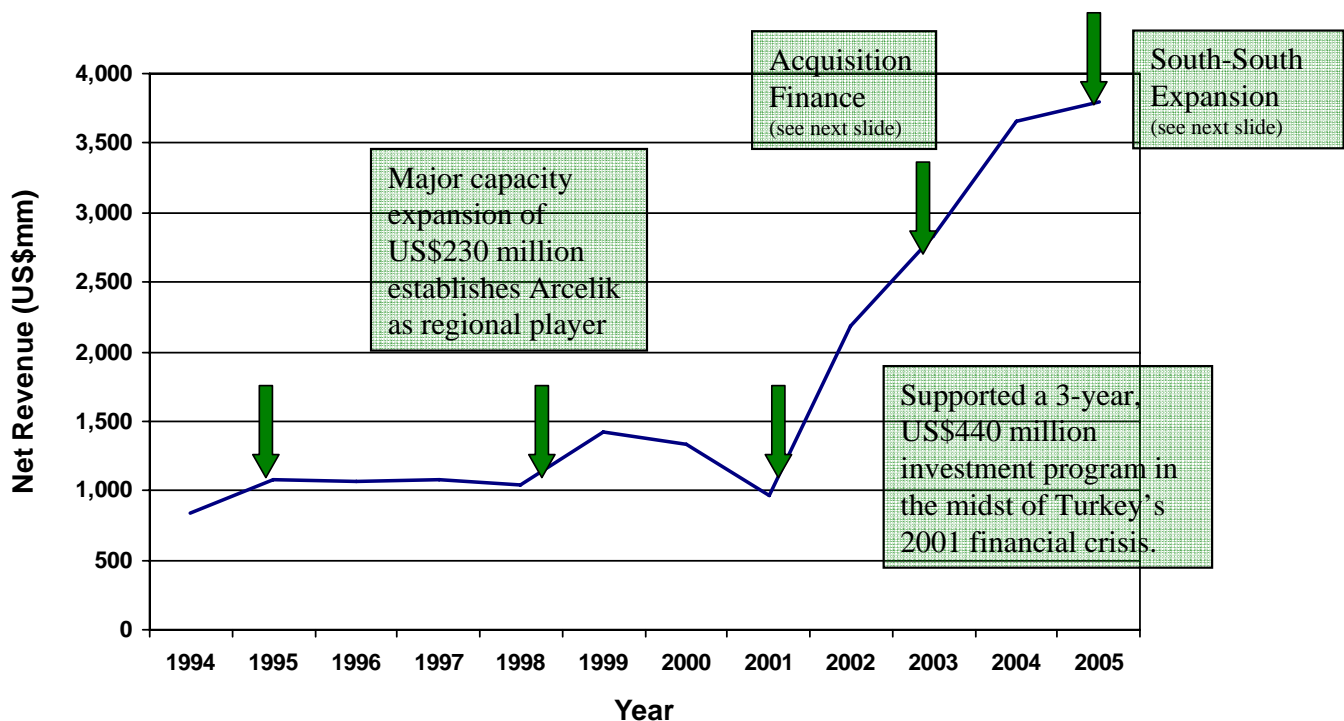


Appliances – Arcelik Turkey

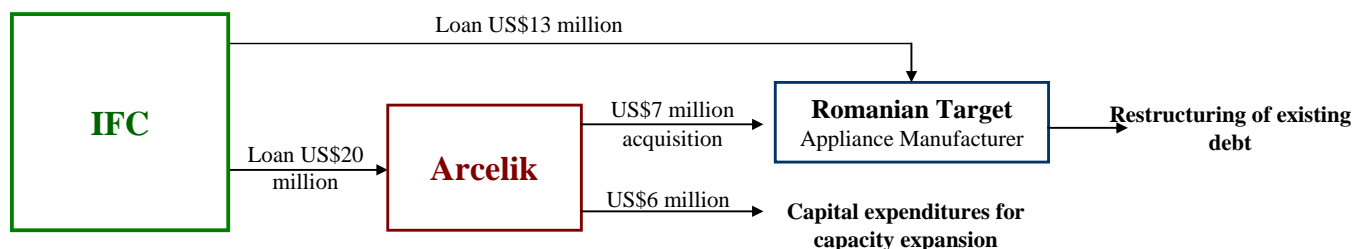
Electronics, Machinery & Appliances

Through five separate financings for an aggregate of US\$205 million, IFC has supported Arcelik’s domestic and international expansion. Arcelik has become a leader in the white goods business, and its sales have grown fourfold over the period



Arcelik 2003: Equistion Finance

In 2003, IFC supported Arcelik’s strategy to establish itself as a strong global player by becoming one of the top five European white goods manufacturers through international brand name development, export sales, and acquisitions



Benefits to Client

- IFC’s long-term financing enabled Arcelik to realize the potential of the Romanian target by strengthening the product range of an already established, well-known brand (in Romania and Eastern Europe)
- Assumed some of inherent Romanian risk and helped with entering into new business environment
- IFC support helped with credibility of Turkish acquirer in Romania

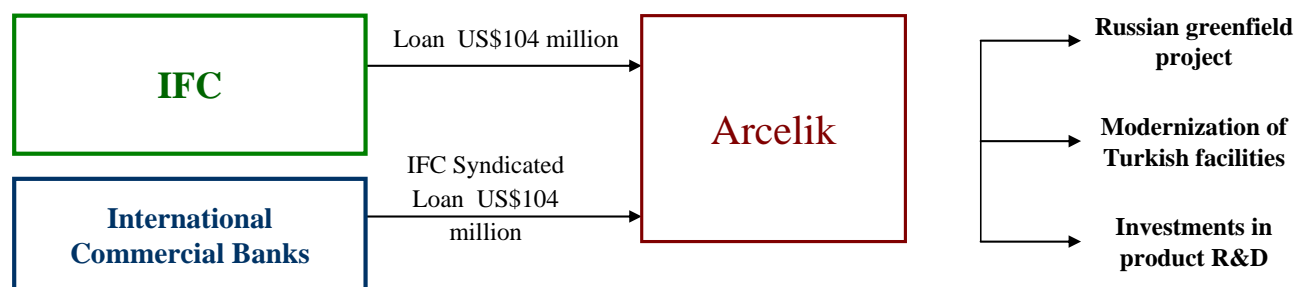
Terms

Project Cost: US\$50 million
 IFC Loan: US\$33 million
 Tenor: 7 year maturity (including 2 year grace)

Market Situation

- Perceived risk of investing in Romania
- Credibility of a buyer from Turkey

Arcelik 2005: Expansion in Russia



Benefits to Client

- This expansion played a key role in Client's ability to maintain its leadership position in the domestic market, while increasing its export base and global manufacturing footprint
- A further support for Arcelik's evolution from an emerging market player to a strong regional company transferring technology, know-how, and managerial expertise to its foreign operations
- Assumed some of the inherent Russia risk and helped with Client entering into new business environment

Terms

IFC financing package in 2005 to support Client's corporate-wide initiatives of \$370 million, including overseas acquisitions and establishment of a greenfield manufacturing facility in Russia

Tenor: 7 year maturity (including 3 years grace)

Market Situation (2005)

- Russian crisis still lingering in investors' and bankers' minds
- Rapid market growth with rising prosperity in Russia