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The NEWS

Walking Resolutely Towards Our Goals While Greeting 2018

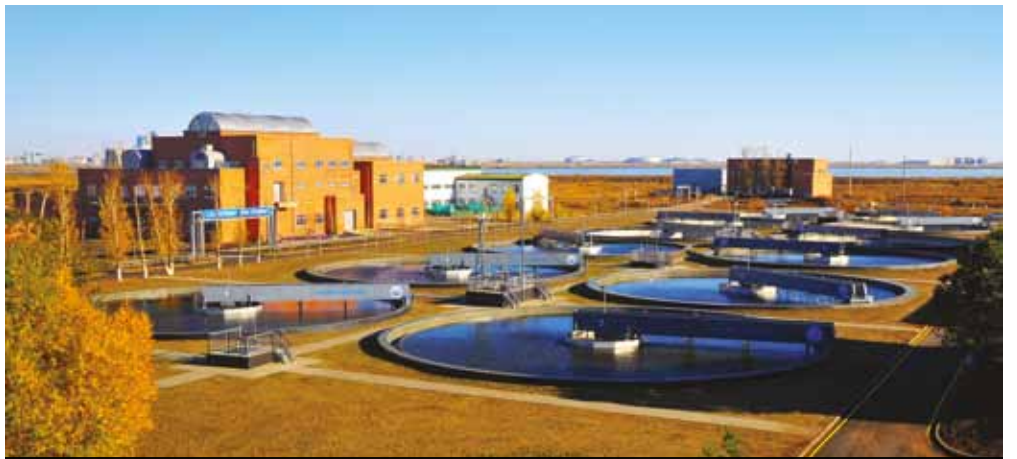
The 53th issue of The News you are holding now brings you news regarding the projects the companies of our group are conducting as well as the jobs awaiting them in 2018. Our contracting group completed the Taldykol Treatment Project as of October 31, 2017. Thanks to this system that treats waste water in accordance with UNESCO standards, the treatment plant has become one that can answer the needs of a modern capital. The 22.7 km long Kabataş – Mecidiyeköy- Mahmutbey metro line is advancing and is planned to be put in use in May 2018. Work on the Kaynarca-Pendik-Tuzla line is ongoing. Our Energy Group has completed the first unit of the Karabiga Energy Power Plant consisting of two units with a capacity of 660 MW each and the system has gone into operation as of November 7, 2017. Alarko Carrier is celebrating the 115th anniversary of the air conditioner invented in 1902 by Willis Carrier. Alarko Carrier listed among the “100 Most Valuable Brands of Turkey 2017” by Brand Finance, an independent evaluation organization, carries out exports to a wide group of countries extending from Australia to Germany, from the Middle East to the African countries. The General Assembly of the Alarko Future’s Club established in 1985 by the late Dr. Üzeyir Garih and the late İshak Alaton, where the club’s activities in 2016-2017 were discussed, was held on August 18, 2017. Leyla Alaton, member of the Board of Alarko Holding participated in the “EMMC Mentoring Summit/ Homage to Mentor: İshak Alaton and Üzeyir Garih Panel” as a speaker. JUNGLE Challenge®, the revolutionary new fitness movement created by Hillside participated at Rimini Wellness. “The News”, where, in addition to the above, you will find numerous news regarding our group, will be with you in the new year.

2017 has been a successful year for our group of companies in all aspects.



First Unit of Karabiga Power Plant in Commercial Operation

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Completion of the Taldykol Treatment Projects

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MEDAŞ Provides 7 days/24 hours service to its Subscribers

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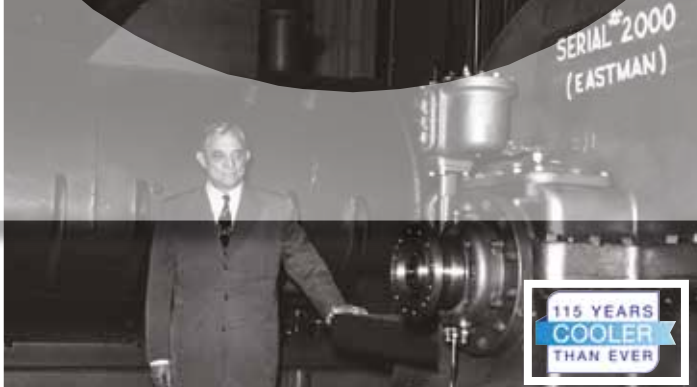
“4th Global Climate Change Photography Contest” Results Announced

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Hillside City Club Was the Only Brand to Win the Crystal Apple Award for Its New Web Site

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WELCOMING 2018

Dear friends and shareholders,

As the year draws to a close, we meet again to summarize 2017 and welcome 2018.

The present year has once again shown us that, despite the advanced level of civilization, the world still harbors regional political uncertainties and instabilities. On the one hand, globalization and the worldwide sharing of resources have facilitated economic growth around the world, but on the other hand, countries tried to devise strategies so that they gain the upper hand in the political and economic arena.

Located in one of the most difficult geographical regions of the world, Turkey is inevitably affected by these developments. Those who administer the country at the macroeconomic level and companies at the microeconomic level join forces to achieve the nation's common objectives in these turbulent waters.

As we develop new businesses, we take these circumstances into account and focus on the projects that would offer the highest common advantage to both our country and company.

In the contracting business, which is a major component of our group, fruitful opportunities present themselves; thanks to our reliability at the international level. The build-operate-transfer highway project's tender in which we came first in Kazakhstan together with our partners is planned to start in 2018. As you may recall, the MOU signing ceremony of this project was attended by the presidents of both countries, during our President's Kazakhstan visit in recent months. At the same time, our efforts to enter into similar public-private-partnership (PPP) projects are in full effect, focusing our interest in Sub-Saharan Africa. In recent years we participated in public tenders for the construction of the city hospitals planned by the Turkish Ministry of Health. Going forward, we shall continue to participate in

similar tenders that may be announced in 2018.

Alarko-Carrier, a leading player in the Turkish HVAC industry, continued to increase its export volume by offering combi-boilers and panel radiators to the Chinese market. The ability to sell an end-user product in a highly competitive country like China demonstrates Alarko-Carrier's success in its cost control. The company continuously increases the number of its export markets; thanks to its wide product range and comprehensive cooperation with Carrier, its global partner.

Our successful partnership at Medaş, the electricity distribution arm based in Konya, continues to perform very well on a consistent basis. Moreover, the 1,320 MW thermal power plant investment, which is another project of the same partnership, is in its final stages. We have already begun generating and selling electricity, when our first turbine with a capacity of 660 MW was commissioned in November. As a result, I would like to take this opportunity and thank our partner, Cengiz İnşaat Group, and all our teams for their contribution to the project.

Due to favorable weather conditions in the rainy season, our 76 MW Karakuz Hydroelectric Power Plant has reached the desired energy generation levels. This plant's productivity in 2017 demonstrates the soundness of our energy group's decision to diversify into renewable energy sources.

Hillside Beach Club, an upscale facility operated by our Tourism Group, worked at full capacity in 2017 as the tourism industry returned to its former glory. The long-standing success of Hillside Beach Club encourages us to move forward with our new tourism investment in the Turkish Republic of Northern Cyprus.

The robust financial structure and management



İzzet Garih
Chairman of the Board

of our Group of Companies are the main drivers of our success. The superb 2017 performance of our finance departments reaffirms our competence in this regard.

Lastly, one of our main objectives is to hand over the management of our group to well-trained executives in the future. In this context, the MBA program we manage in cooperation with Bahçeşehir University reached its third program in 2017. With the addition of this year's graduates, the total number of young executives who attended or graduated from the program reached 100. I am confident that the dynamic and innovative attitude of this new generation of young executives will generate additional managerial synergies once combined with the corporate culture of our group.

Dear friends,

I wish that 2018 will bring health, happiness, peace, success, and prosperity to our nation, customers, employees, shareholders and business partners.

Sincerely yours,

Completion of the Taldykol Treatment Projects

The Astana Governorship awarded us the bids of Phase 1 in May 2011, of Phase 2 in November 2011 and Phase 4 in September 2012. Phase 1 involved a 29-month construction period for installing 11 km of pressurized 1.200 mm-diameter HDPE (Highdensity Polyethylene) pipe, a new vehicle repair and maintenance work shop (1.227 m²), the rehabilitation of the 652 m² cafeteria building with a seating capacity of 50, the rehabilitation of the 418 m² power workshop, a 2-story security building (62 m²), a single-story security building (20 m²) and delivery of operational and maintenance equipment. An accelerated work program was applied and the work was completed in approximately 7 months.

The duration of the Phase 2 is 19,4 months. This project comprised the rehabilitation of 65.000 m² aeration tanks, rehabilitation of the ultraviolet plant, building of a package laboratory unit, replacement of 2 compressors in the aeration building, rehabilitation of 2 primary sludge pump houses, asphalt and landscaping works within the plant. The work was completed in approximately 11 months thanks to the accelerated work program applied.



Phase 4 has a construction time of 36 months. Within the scope of the project, the treated water in the existing treatment plant will be discharged into the Esil River that passes through the center of the city of Astana where there are residential areas. In addition to the mechanical and biological treatment being carried out at the plant, the project includes a 254.000 m³/ day-capacity Chemical treatment plant and auxiliary units. The work was completed in approximately 24 months thanks to the accelerated program applied. With the launching of the chemical treatment process, the existing waste water treatment plant was brought up to the UNESCO treatment standards in 2015.

Lake Deepening and Recultivation Earth Works of the Taldykol Treatment Project 3rd Phase completed by end of October 2017

The existing treatment plant in Astana went in operation in 1972 and waste water was discharged to the Taldykol Lake next to the plant with almost no treatment as of 2000 due to budget shortage. The lake bed totally covered with sludge led to serious ecological problems and was cleaned with 5 dredgers of a total capacity of 8.500 m³/day within the scope of our contract. The largest vessel with a 2.400 m³/hour of the fleet with 11 dredgers and other auxiliary equipment used in the dredging of the lake bed was designed by the company engineers and constructed at the docks built by the lake shore.

Through floating pipes, the sludge cleared from the bottom of the lake was dewatered in 960 geotextile tubes, 60x28 m each and weighing 3.000 tons, located in the drainage area, and the dewatered sludge was used as filler material in the reconstituted infill areas. A total of 4,3 million m³ earth fill, 0,8 million m³ of deepening, and 740 hectares of sodding was realized within the scope of the project. Compared to other similar projects, with 5,6 million cubic meters of mud cleared and





960 geotextile tubes used, our project is the first project in the world which involved the largest area among its counterparts. Thanks to these efforts, the lake was cleaned entirely, wetlands were dried, and the lake was converted into a recreation area. The still-existing reed will be freed from mosquitoes and bad odor, letting natural life in the area revive and giving a new appearance to the city of Astana.

Commissioning Works of the 5th Phase of the Taldykol Treatment Project Completed

The project consists of the construction of a treatment plant of a capacity of 118.000 m³/day with a term of 40 months awarded by the Astana Governorship in December 2013.

The project scope included 1 grid arrester building, 8 primary sedimentation tanks, 12 secondary sedimentation tanks, 1 aeration tank, 2 gravity tanks, 1 mud treatment building, 1 compressor building, 1 bunker building, 9 inplant drying pools, 2 depot areas at Taldykol Lake area, solid sediment pump house buildings, various pump stations, in-plant piping works, laying a 9 km long 1.200 mm HDPE and 4,6 km long 1400 mm steel pipe works.

Commissioning works started at the plant with treatment water given to the system on 11 April 2017 and were completed as of 31 October 2017.

Following completion of the projects, the waste water treatment systems were brought up to the level to meet the standards of a modern capital. Reclaimed water from the new treatment plant conforming to UNESCO standards is used to feed the Esil River where settlements are located and extends all the way to Russia.



Kabataş-Mecidiyeköy-Mahmutbey Metro Line Proceeding at Full Speed

Substantial developments have been attained in the TBM and NATM works between Kabataş-Mecidiyeköy of the Kabataş-Mecidiyeköy-Mahmutbey Metro Line (M7) planned to be completed in May 2018 and in the finishing works at the stations of the Mecidiyeköy-Mahmutbey Line.

The whole Project is a 22,7 km long mass transit rail system between Kabataş-Mecidiyeköy-Mahmutbey with the main line tunnels and viaducts, a total of 19 stations (1 additional station) of boring, cut-cover and viaduct type, and a 1,5 km depot yard connection line as well as a depot area and maintenance buildings.

The TBM that left Fulya in the direction of Kabataş (Line 2) on November 2016 crossed Beşiktaş, one of the most important and crowded settlements of Istanbul with a risky soil structure successfully. The TBM is rapidly proceeding towards Akaretler. The setting up of the TBM that will proceed in the opposite direction on the Kabataş-Mecidiyeköy (Line-1) route is almost complete. 15% of the NATM activity at the Kabataş and Beşiktaş shafts and 80% at the Fulya, Yıldız and Mecidiyeköy is now completed and proceeding firmly. Finishing works are ongoing at 10 (Mecidiyeköy, Çağlayan, Nurtepe, Çırcır, Veysel Karani, Yeşilpınar, Kazım Karabekir, Karadeniz, Tekstilkent, Göztepe) of the 19 stations between

Kabataş-Mahmutbey. The stations where different designs are being adopted will add new and divers colors to Istanbul.

At the Finals of the AEC Excellence Awards

Kabataş Mecidiyeköy Mahmutbey-Istanbul Metro Project is among the 8 finalists of the 32 shortlisted at the 2017 AEC Excellence Awards in which 145 projects from 32 different countries participated. Building Information Modelling (BIM), that the USA and many European countries like England have decided to standardize in public projects is being used in the world's most important projects. In Turkey, 5D BIM is being used in a public project for the first time.

We have started to use BIM360 Docs which allows access to all documents and models prepared within the scope of our project on our computers or mobile devices on internet environment and/or off-line. Thus all members of the project can have access to the updated and old versions of the 2B and 3B design documents and incoming and outgoing messages. Users will be able to compare drawings and transmit their opinion regarding the drawings. Hence, it aims at avoiding loss of time, shoddiness, minimizing cost as well as allowing daily data flow from the site on digital platform.



Site Activities Begin at the Kaynarca - Pendik - Tuzla Metro Project

Site delivery of the Kaynarca-Pendik-Tuzla Metro Construction and Electro Mechanical Systems Procurement, Assembly and Commissioning Works Project was realized on 28 April 2017. Duration of the contract is 1020 days including 60 days test period to be followed by a 24 month operation and maintenance surveillance service period. The contracting cost of the said project to be realized by the Alarko-Cengiz Metro Joint Venture is TL 1.613.815.000.

Lines of the project consist of two different routes namely:

- Kaynarca (Tavşantepe)-Çamçeşme-Tuzla Line,
- Pendik Merkez-Kaynarca Line

The first of these lines begins at the end of the tail tunnel of the Kadıköy-Kartal Metro line's Kartal-Kaynarca Metro line section whose construction is ongoing and ends at the end of the tail lines located at the Tuzla Municipality area after passing through the Kaynarca Merkez, Çamçeşme, Kavakpınar, Esenyalı, Aydıntepe and Tuzla Tersane stations. The Tuzla Tersane station integrates with Marmaray. The total length of this line is approximately 7,9 km.

On the other hand, the Pendik Merkez-Kaynarca Metro Line will start at Pendik Merkez station to be constituted next to the Pendik station operated as the existing Marmaray and fast train stations and reach the Kaynarca Merkez station and will then be integrated by being connected just before the Hastane Station of the Sabiha Gökçen Airport Rail System Connection. The total length of the line is 4,1 km. In addition, the single line connection tunnel of this route is 1,1 km. Tunnel boring of 17.254 m to be excavated using 6 TBM equipments as well as the station and line tunnel construction of a total of 7.054 m excavated using the NATM method are included within the scope of the project.

Sapling Project Training Continues

The second group of Sapling Project training started in 2016 was realized in October and held at Kartal Titanic Hotel on October 16-19, 2017. On the first day, participants experienced the importance of being a team with the "Simulation of a Friday Night at the Emergency Department". During the game, each group tried to overcome the problem encountered working in coordination with the others and developed their process management skills without sacrificing quality and cost within a period of 24 hours. On the second day, at the training on what can be done with limited resources, they carried out a simulation regarding doing productive and quality work. At the training held by the E&R Company, Rifat Bayraç used examples from the sector thus combining the process with real business life.

Participants completed the last part of the training with Selda Bağlan from Franklin Covey Company with the training entitled "The Speed of Trust". The participants learned how to arouse trust in the society, the



Manufacturing of the TBM equipment is ongoing and delivery at site will begin as of February 2018. Site delivery of the Kaynarca, Çamçeşme, Kavakpınar, Aydıntepe, Tuzla stations is completed and the cut-cover excavation and bracing as well as the station shaft excavation and bracing work started following the fabrication of the environment safety curtains and site cleaning work. Excavation and bracing work has started at the Tuzla Station, one of the largest stations of the project located in the park area belonging to the Municipality and west of the Tuzla Municipality Building. Two entrances have been planned within the park area where the station to be constructed as a cut and cover 3 storey building is located. In addition to these entrances, an underground passage connects to the Marmaray Tuzla Station. The station with a center platform has a net width of 10,70 m and length of 180 m. The top floor consists of shops and technical facilities. On the other hand the manufacturing of the 6 TBMs to be used for the tunnel construction, one of the most important aspects of the project, is proceeding, and tunnel boring is planned to start in March 2018.



market, the company, in his/her relations, in him/herself, by increasing their self-awareness, changing their communication language. They were given instant feedback regarding how to correct the troubles they experience in their lives. Alsim Central Units Deputy Group Coordinator Gökmen Ülgen participated in the experience sharing meeting. While narrating his experiences in and outside the company, Ülgen shared his experiences with the saplings in their career journey.

First Unit of Karabiga Power Plant in Commercial Operation

All assembly and testing of the first unit and all the auxiliary facilities of Karabiga Power Plant operating on imported coal and a total installed capacity of 1.320 MW consisting of 2 units of 660 MW each have been completed successfully, the ETKB (Ministry of Energy and Natural Resources) provisional acceptance was done as of November 7, 2017 and the plant has gone into commercial operation. Assembly of the Second Unit has been completed, boiler ignition was successful and cleaning of the steam lines with steam has also been completed. The following testing and commissioning procedures are continuing according to the program. The first steam will be released to the turbine within December and the unit will go in operation at the end of December 2017.

The steel and coating assembly of the spaceframe of the two coal storage yards of 46 decares (357 m x 129 m) each planned to be totally covered by a semi elliptical spaceframe at a height of 40 m to suppress the dusting effect to the environment has been completed. Thanks to the coal transportation systems put in use, the coal was unshipped from two ships of 170 thousand tons each at the facility's port and stored in the stocking area.

Operation of the plant is being conducted by the CENAL Operation and Maintenance Group.



MEDAŞ Continues to Offer Service to the Area's Development

MEDAŞ is maintaining its investments to reduce the number of failures, eliminate voltage drop and procure electricity to new settlement areas. MEDAŞ General Manager Erol Uçmazbaşı and Deputy General Manager Mustafa Başer recently visited and inspected an investment made in situ. During the inspection, Uçmazbaşı spoke to the engineers and employees and was given information about the project's progression.

Pointing out that investments in the MEDAŞ area were proceeding at full speed, Uçmazbaşı said, "The amount of investment we will make this year is TL 286 million. We are making this investment in 392 different locations. In addition, we have approximately 5 thousand projects within the scope of what we call small additional plants. Our aim is to complete these until the end of the year and put them into the service of the public. These visits enable us to see how the investments made are proceeding and give us the chance to listen to the problems of colleagues who work on site under difficult conditions."



MEDAŞ Invests TL 600 Thousand in Sille

The Selçuklu Municipality and MEDAŞ join in a joint endeavor and are preparing to change the appearance of Sille. Two important projects worth TL 600 thousand will be put in effect in Sille this year. Investments made to Sille, one of the most important historical, cultural and favorite sites of Konya, visited by many local and foreign tourists, are continuing. The Selçuklu Municipality and MEDAŞ are now ready to apply a new project. The poles and cables that spoil the silhouette of Sille will be removed thanks to a month long endeavor conducted by MEDAŞ. Thanks to this project the most serious obstacle for film makers who want to shoot here will be removed. Unsightly sights will not be seen.

The Selçuklu Deputy Mayor Hasan Görgülü and MEDAŞ executives were present at the inspection done on site. MEDAŞ Network Planning Manager Mustafa Emre Şafak stated that Sille had a very important place in Konya and for Konya tourism. Şafak said, "Sille holds a special place for MEDAŞ," and added, "This year we have 2 important investments to realize in Sille. We will conduct operations on Hacı İsmail Ağa, Hacı Kamber and Mali Street and smaller connecting streets. We have set aside a budget of TL 400 thousand for that. Our second investment is the illumination of Baraj Caddesi. We have a budget of TL 200 thousand for that. With all this, we will have made total investment of TL 600 thousand to Sille. We want to make Sille a more beautiful place."



MEDAŞ's Report Line to Mukhtars

Meram Electricity Distribution Co. (MEDAŞ) is maintaining its efforts to give its customers better service and increase customer satisfaction. Continuing to add new services to its existing ones, MEDAŞ has put in use a Whatsapp report line for mukhtars (Elected Neighbourhood Representatives). In an effort to keep in step with developing technology and provide interactive communication with its customers MEDAŞ established a report line for the mukhtars over Whatsapp, the world's most popular instant messaging program. Thanks to this system the mukhtars will be able to contact MEDAŞ authorized employees instantly whenever they face a difficulty or have a complaint. Some time ago MEDAŞ launched a Communication Center for Mukhtars on the internet providing the mukhtars the chance to communicate their problems or requests to the relevant units instantly. MEDAŞ, whose headquarters is in Konya, gives electricity distribution service to Konya, Karaman, Aksaray, Kırşehir, Niğde and Nevşehir.



MEDAŞ Renews its Konyaspor Sponsorship

The sponsorship contract which has been continuing between MEDAŞ and Atiker Konyaspor has been renewed. The contract was signed at the ceremony held in the press conference room of the Metropolitan Municipality Stadium. The signing ceremony was preceded by a dinner given in honor of the guests by Club President Ahmet Şan at Arena Restaurant.



The signing ceremony was attended by Atiker Konyaspor Club President Ahmet Şan, MEDAŞ General Manager Erol Uçmazbaş, MEPAS Deputy General Manager İlker Arslanargun, Konyaspor officers Erhan Gökmen, Celalettin Çakıcı, Fatih Tınmaz, General Manager Muhammed Ak and members of the press. Speaking at the signing ceremony Ahmet Şan said, "We will sign a main sponsorship agreement with MEDAŞ and MEPAS, the electricity distribution and marketing companies of Konya and the surrounding districts. Earlier they had made some serious contribution for our uniforms and some advertising areas in several areas in the stadium. This season both MEDAŞ and MEPAS have given

support to Konyaspor with a more comprehensive advertising contract. This was what is befitting the sole electricity distributor and marketing company in our region because they address a wide area. MEDAŞ and MEPAS consider supporting Konyaspor a social responsibility project and have contributed to our community extensively for the last two years. We thank their boards but especially Mr. Erol Uçmazbaş, İlker Arslanargun and thank and extend our best wishes to everyone who has contributed."

MEDAŞ Establishes its Applied Training Area

MEDAŞ set up an applied training area for the development of the technical personnel. The project put in effect by the Human Resources and Training Management will enable technical personnel to acquire information, skills, attitudes and behaviour regarding their field of work. The aim of the Applied Training Area where theoretical knowledge is converted to practice is to get the personnel to work according to occupational safety and reduce job accidents to the minimum.



MEDAŞ General Manager Uçmazbaş Visits Nevşehir Mayor Hasan Ünver



MEDAŞ General Manager Erol Uçmazbaş visited Hasan Ünver Mayor of Nevşehir in his office. Speaking at the visit MEDAŞ General Manager Uçmazbaş mentioned that they provided services mainly to Konya and the provinces of Karaman, Aksaray, Nevşehir, Niğde and Kırşehir, their 65 districts, 331 counties, 1379 villages and 512 plateaus. Erol Uçmazbaş also said that with such visits MEDAŞ found the opportunity to serve the area more effectively and get first hand information related to requests and suggestions from the officials. Speaking at the visit where MEDAŞ Deputy General Manager Eyüp Erduran was also present Mayor of Nevşehir Hasan Ünver said he was very pleased by the visit. He also added that as the Nevşehir municipality, they had worked in close contact with every company and institution since 2004 and stated that they were aiming at raising this collaboration to higher levels in the future.

MEDAŞ Meets Electrical Engineers in Kırşehir

MEDAŞ organized a breakfast meeting in Kırşehir in order to listen to problems encountered during application and exchange ideas. MEDAŞ General Manager Erol Uçmazbaş, Deputy General Managers Eyüp Erduran and Mustafa Başer and MEDAŞ officials, Kenan Kerimoğlu Chairman of the Kırşehir Chamber of Electrical and Electronic Engineers as well as electrical engineers and electricians working in Kırşehir attended the meeting. MEDAŞ officials made a presentation regarding energy demand, project approval and establishment acceptance and ideas regarding regulation changes and improving service quality were exchanged. Representatives of the sector also expressed their views and suggestions regarding applications.

MEDAŞ General Manager Erol Uçmazbaş said, "The main aim of this meeting is to hear the problems encountered in application directly from those who actually do the work. Solving the problems of independent electrical engineers and electricians that we consider our business

partners is our fundamental duty. I would like to thank all those who have participated in the meeting. We can only improve our job by mutual communication. The ideas and suggestions shared by representatives of the sector are very valuable in enabling us to do a better job and improve the quality of our service."



MEDAŞ is Developing its Communication Channels

In order to give its clients better service and solve their problems more rapidly Meram Electricity Distribution Co. (MEDAŞ) is using the social media channels and "WebChat" an institutional web site support line application giving service 7/24. MEDAŞ Call Center answers requests and complaints coming over the internet with its social media team of 5 people 7/24. Moreover, thanks to the WebChat service, MEDAŞ customers can communicate with the customer service in writing and convey their requests and complaints.



MEDAŞ Provides 7 days/24 Hours Service to its Subscribers

The call center using COMDATA infrastructure established in Konya by MEDAŞ gives 7/24 service to MEDAŞ subscribers. Employees at the call center providing employment to approximately 150 people work in shifts. The center established to give its subscribers rapid service for any kind of operation any time of the day serves not only Konya but also all the other provinces within the MEDAŞ organization. The call center contains the telephone unit as well as a social media department. The team answers messages coming over the social media rapidly and thus supports its subscribers over social media applications as well.

“MEDAŞ invested TL 258 million in the sector this year”

This high-level call center established by MEDAŞ with the infrastructure of COMDATA provides employment to 150 people and contributes to enhance customer satisfaction by getting back to the customer rapidly. During his visit to the call center with Deputy General Manager Eyüp Erduran, MEDAŞ General Manager Erol Uçmazbaş obtained information from the authorities, chatted with the employees and examined the work executed. Uçmazbaş also listened to an incoming call with the employees. He pointed out that MEDAŞ made an investment of TL 258 million in the sector adding that they were aiming to present a solution oriented approach to the customer in this manner.



MEDAŞ Meets Electrical Engineers and Technicians in Konya

Due to the change in regulations, MEDAŞ met with the electrical engineers and electricians in Konya to give them information regarding the new applications and to discuss opinions. The “Scientists’ Information Meeting” organized in the area served by MEDAŞ was hosted by Konya this year. A session of exchange of ideas was held following the presentation regarding energy demand, project approval and establishment acceptance by MEDAŞ officials. The sector representatives expressed their problems during Q&A section of the meeting.



Hüyük Municipality Thanks MEDAŞ



MEDAŞ General Manager Erol Uçmazbaş and Deputy General Manager Eyüp Erduran visited Mehmet Şahin, Mayor of Konya’s Hüyük county in his office. Uçmazbaş and Erduran were accompanied by Hasan Hüseyin Süner, the MEDAŞ Hüyük Operation Chief. At the meeting with Mayor Mehmet Şahin, MEDAŞ General Manager Erol Uçmazbaş gave information regarding investments made in 2016 and those to be made until the end of 2017. At the end of the meeting Mayor Şahin gave a present to Erol Uçmazbaş and thanked him for the services rendered by MEDAŞ.

MEDAŞ Evaluation Report of 2017 Meeting Held in Antalya

The MEDAŞ Evaluation Meeting of 2017 was held in Antalya on May 19-20-21, 2017. The 2016 activities of MEDAŞ were evaluated at the meeting. Following the meeting the

participants had a good time with the Meram Orchestra Concert, football and volleyball tournaments prepared for the MEDAŞ employees.



Meram Orchestra's Farewell to Summer

The Meram Orchestra Chorus consisting of 21 members and formed within the MEDAŞ organization gave its second concert at MEDAŞ Campus. All the employees were invited to Meram Orchestra's 'Farewell to Summer' concert and enjoyed the evening greatly. All members were presented a plaque by MEDAŞ General Manager Erol Uçmazbaş at the end of the evening.



MEDAŞ Organizes Video Competition on Occupational Health and Safety

In order to attract attention to Occupational Health and Safety, MEDAŞ added another activity to its In-company activities and organized a video competition on Occupational Health and Safety (OHS) among its employees. The winners of the competition participated in the award ceremony with their families. At the ceremony organized, it was pointed out that the video activity was aimed at getting children to give their fathers a message regarding occupational safety, and it was also stated that OHS had to be developed and such events had to be extended.





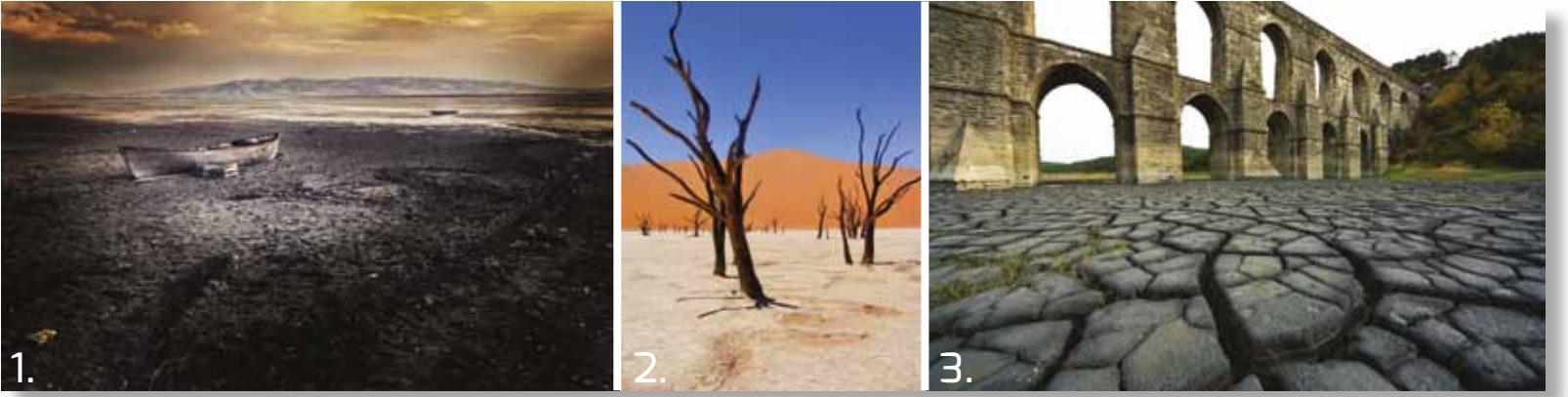
“4th Global Climate Change Photography Contest” Results Announced

The photography contest entitled “Global Climate Change” organized for the fourth time by Alarko Carrier to attract attention to the devastating effects of global warming for the fourth time has been finalized. Özgür Çetinel who won the first prize at the final where 13 photographs were short-listed was awarded a DJI SPARK Alpine Drone. Runner-up Onur Uygur Şahin and third-place winner Şükrü Levent Deniz received Toshiba Split Air Conditioners, and fourth-place winner Hakan İlban was given a Samsung tablet, and fifth-place winner Meral Ateş a Lenovo tablet. Mustafa Doğan ranked 6th and won an Ultimate Ears BOOM 2 portable loud speaker. Fırat Kızıtanrı, Arzu İbranoğlu, Tuncay Avcı, Kâzım

Kuyucu, Oğuz Yalvaç, Hasan Güzel and Ahu Algın who were short-listed were awarded with D&R shopping cards.

This year’s jury consisted of our Chairman of the Board Niv Garih, Deputy Chief Executive Officer – Contracting Alper Kaptanoğlu, photographer Ali İhsan Gökçen, artist Şükran Moral and Instagram phenomenon and photographer Ahmet Erdem. Stating that Alarko embraces sustainability and treats environmental awareness as a main objective in all of its activities, Önder Şahin, General Manager of Alarko Carrier, said: “We think that sustainability plays a major role in developing the future of every individual in the world. Considering that the Earth is the only

habitable place we have, we should appreciate what we have and try to protect it in the best possible way. At Alarko Carrier, we have been acting on this awareness in every aspect of our business processes for over twenty years, and making our best efforts for a habitable world. With the photography contest themed “global climate change”, whose fourth edition we organized this year, we want to emphasize the issue of climate change whose impact we feel more and more every day. I would like to thank the applicants for this year’s contest - more than 2.800 people - for their participation, and extend my heartfelt congratulations to the highest-ranking participants for their awareness.”



Alarko Carrier Listed Among “100 Most Valued Brands of Turkey”

Alarko Carrier has been listed in the “100 Most Valued Brands of Turkey” list prepared every year by Brand Finance, a leader and independent international brand evaluation consultancy. Brand Finance interprets the financial data shared by brands with the Public Disclosure Platform in the last 3 years and information gathered from other sources and determines the first 100 companies to get into the list by making a projection for the future 5 years.

Alarko Carrier’s Chairman of the Board Niv Garih expressed that in addition to numerous data reflecting the power of the brand, being quoted in this list was a great honor. Garih said, “We attach great importance to the fact that the list is being prepared by an international evaluation institution. The fact that we are being evaluated together with the large corporate companies in Turkey is also of importance. Aiming to take our place in the list that demonstrates the value and power created by our brand in the coming years as well, we will continue to carry Alarko Carrier to higher levels with our business processes and projects we have realized.”

Brand Finance®



Turkey
100
2017

Alarko Carrier Expands its Exports Network

Alarko Carrier exports to a wide range of countries extending from Australia to Germany, from the Middle East to Africa.

Stating that they exported more than half of their production Alarko Carrier Commercial Air Conditioners Product Manager Volkan Arslan emphasized that they exported to a wide range of countries extending from Australia to Germany, from the Middle East to Africa. Pointing out that air handling units, radiators and roof-mounted air conditioners made up most of their exports Arslan said, "Mainly in air handling units and roof-mounted air conditioners we raised our export destinations to 57 countries. We continue to create added value to our country and sector by adding the Ivory Coast, Djibouti, Hungary, Malta, Macedonia, Mauritius, Oman, Papua New Guinea, the Philippines, Uganda, the Ukraine and Yemen. We are aiming to increase our exports to countries interested in our products and hence, we are determining those countries with a high market potential and collaborate with them."

Giving information about the product range distribution, Arslan said, "In the light commercial models and the inverter segment, as a company with the largest product range with more than 60 products in 20 series, we realize an average of 40 thousand air conditioner sales annually. Our market share in this segment is increasing. However, in the central air conditioner market it is the turnover rather than numerical quantity that is of major importance. In this market, both in air handling unit and chiller group systems, the issue is systems that are tailor designed and produced according to the requirements of the project and automation applications.

It is impossible to express the market share of the individual and central system air conditioners we manufacture or import and sell on the domestic market with a single figure. We have positioned ourselves at different points in different segments." "We are working for the F-gas regulation." Arslan expressed that they were carrying on R&D work in order to design environment friendly and energy efficient



products and added, "As a natural result of our partnership with Carrier, our company is conducting the sales of Carrier air handling units and roof top air conditioners manufactured using the Carrier technology and brand both at home and abroad. We are collaborating with universities at the "Test and R&D center" to continuously develop the products. Moreover, we are making important changes in our products with technology transfers we make from Carrier. From the manufacturing to the usage stage our products are designed so as to have the least impact on the environment.

While consistently developing our R&D efforts thus providing comfort to users, we are aiming at protecting the energy sources. We are following the Ecodesign or ERP regulations adopted in Europe closely and are updating our products accordingly. Moreover, we are working to present our products containing environment friendly liquid refrigerants that Carrier conducted on the global platform for F-gas regulation that

will reduce the effect of refrigerants used in air conditioners to the minimum.

"Demand for Inverter Air Conditioners Rising"

Arslan stated that heating and cooling systems became a must rather than just comfort in projects and said that they foresaw an increase in the demand for basic products such as combis, air conditioners, radiators, boilers in the housing and urban transformation sectors. Arslan added that interest in and demand for energy smart inverter air conditioners in the individual air conditioner market was increasing every year. He said, "The high efficiency Toshiba and Carrier air conditioners we offer arouse intense interest this year too. Although the share of inverter air conditioners in the market was very little in the past, this share increased greatly with increasing consumer awareness. Along with the regulations restraining the sales of low efficiency air conditioners, it would not be wrong to say that the Turkish market consists totally of inverter air conditioners.



Alarko Carrier at the “Social Brands Turkey Top 100” List

Alarko Carrier is the first and only company in the air conditioning sector to be listed in the “Social Brands Turkey Top 100” list determined using the evaluation of the social media performance of brands by the Turkish social media measuring platform “Social Brands”. Thanks to the interaction and follow-up rate attained by the original and effective themes composed by Alarko Carrier for Facebook, Instagram, Twitter accounts, the amusing competitions and meaningful posts prepared for special occasions, Alarko Carrier succeeded in taking its place on the list leaving behind more than 19 thousand accounts.

Alarko Carrier Advertising and Public Relations Manager Hüdai Öztürk who gave information regarding the subject pointed out that the role of social media in communication practices of companies was increasing gradually. Öztürk said, “The access speed and power of the social media to masses is effective in the brands’ turning to this area. The interactive structure of the system enables us to see the viewpoint and expectations of our target groups more clearly. Moreover, we can also measure the effect we have created. Therefore, we consider the social media as very important and use it actively. In our sector, we were the first to make a live broadcast on Facebook, the first to open a corporate operation page on Instagram. The interaction we obtained as a result of these endeavors

put us in this list. We will maintain our efforts.” In order to measure the social media performance of the brands correctly, the Social Brands Top 100 is prepared analyzing and grading all the performance indicators together. The number of likes, messages used, the kind of interaction and intensity obtained by the messages, its place held in the sector in comparison to other brands are effective in the process of evaluation.



Carrier Celebrates the 115th Anniversary of the Invention of Air Conditioning

Carrier, the leading corporation of the air conditioning sector, is celebrating the 115th anniversary of the invention of the air conditioner. The air conditioner invented by Willis Carrier in 1902 is continuing to change people’s habits by enabling numerous new inventions. The company that carries the name of Willis Carrier continues to be the leader of the constantly expanding and developing air conditioner sector in the world.

Alarko Carrier General Manager Önder Şahin said, “As Alarko Carrier we are happy to be a partner of Carrier in the last 20 years of its 115-year long adventure in air conditioning. Just as in these 115 years, Carrier continues to shape our future with new technologies, initiatives, global dialogues and numerous innovations. As Carrier’s business partners in Turkey, we will continue to maintain our leadership in the sector and to cool the world.”

Invention of the Modern Air Conditioner

Willis Carrier was born in New York on November 26, 1876. He received an electrical engineering degree from Cornell University in 1901. Then, he started working at the Buffalo Forge company. When Sackett Wilhelms, a client of the company faced problems due to ambient temperature in his printing plant, Willis Carrier realized that the ambient temperature and humidity level had to be kept constant.

Willis Carrier first thought of controlling the ambient relative humidity. He tried to get cold water rather than steam pass through the heating pipes to eliminate and keep humidity at a constant level. Then, he tried to balance the temperature of the pipe surface and the air that would go through in order to reach the dew point temperature selected. At the end of these experiments, he determined the amount of pipe surface to be used for the conditions required



at the printing plant, the surface temperature and the amount of air to go through the pipes. According to Carrier, an air conditioning system had to fulfill four basic functions: To control temperature, humidity, air circulation and ventilation and also, to clean the air. July 17, 1902, the day that Carrier completed the drawings and made a move to set up the world’s first air conditioning system was adopted as the birth of the air conditioning industry.

Alarko Carrier at “Fortune 500 Turkey” List

Alarko Carrier, once again, took its place in Fortune 500 which lists the largest companies of Turkey. Alarko Carrier was listed as one of the largest companies in the “Sanitation and Air Conditioning” sector determined as a result of the evaluation of the 2016 net sales figures of the companies.

Alarko Carrier General Manager Önder Şahin gave information on the subject stating they were very happy to be on this list with companies making serious contributions to the country’s economy and were maintaining their activities intensively both at home and abroad. Şahin said, “Our activities regarding investments to enlarge both our production and sales as well as service network is continuing. This year we won both the “Company Exporting the Largest Number of Air Handling Units” and “Company Exporting to The Largest Number of Countries” awards given by the Association of Exporting Manufacturers. Being able to be listed in the Fortune 500 Turkey list is the result of our successful performance though the year. We are aware of our responsibilities as one of the largest companies in the air conditioning sector and are proceeding ‘to do our work better’.”



Alarko Carrier is among Turkey’s Most Social 500 Companies

In “Turkey’s Most Social 500 Companies” research organized by Business Life Magazine every year Alarko Carrier was listed as the leader of the air conditioning sector and the 141th in the general list. Alarko Carrier attaches a lot of importance to digital communications and therefore, has put numerous projects into effect in order to actively and efficiently manage the social media channels. Alarko Carrier, the first brand in the air conditioning sector made live broadcast on Facebook and the first open a corporate company page on Instagram organized a photograph competition on Instagram to attract attention to climate change. Hence Alarko Carrier is maintaining interactive communication by sharing original videos to inform its target groups, consumers and professionals of the sector, over LinkedIn.

High Efficiency Seradens Super Plus Double Condensing Combi by Alarko Carrier

The Seradens Super Plus full condensing combis, Turkey’s first and only combi with double condensing characteristics by Alarko Carrier, one of the leaders of the air conditioning sector with its state of the art technology, is highly demanded by the consumers. Seradens Super Plus combis use condensing technology both in heating and domestic hot water thus providing efficiency of over 100 %. These combis are among the most environmentally friendly products of Alarko and enable a comfortable and economic warming experience with their low noise level, low flue gas temperature reduced up to approximately 40 C°and low emission rate. The Seradens series also gives the chance to make use of solar energy in the heating of domestic hot water with its optional solar connection set and additional hot water tank.

Combis with steel exchanger with high resistance against condensate water are manufactured in four different capacities namely, 20, 24, 28 and 36 kW. These combis with long service life, very extensive heat modulation range that goes from 17% to 100%, allow minimum stop and start operations and maximum fuel saving. The Seradens Super Plus series that allows practical setting of both heating and domestic hot water with its Eco mod and its white illuminated LCD display, digital manometer and opentherm remote control connection offers ease of use.



Alarko Carrier at Aqua – Therm Baku Fair in Azerbaijan

Alarko Carrier participated in the Aqua Therm Baku Fair held on 18-21 October with its Azerbaijan distributor Nobel Elektrik company. Erkan Özoral, Turkey's Ambassador to Baku and Istanbul MP Türkan Dağoğlu visited the Alarko Carrier stand on the first day of the fair.

Remarking that they expected the support of Turkish companies and thanking Alarko Carrier for participating in the fair regularly Özoral said, "In previous years interest in the Fair diminished due to shrinking in the economy of Azerbaijan. We expect interest in the Fair to increase in the second half of 2017 thanks to the upturn in the economy."



Alarko Carrier Warns: "Don't Neglect Your Combi's Maintenance as Winter Approaches"

Alarko Carrier, one of the leading brands of Turkey's air conditioning market, emphasizes the importance of having your combi's maintenance done before the forthcoming winter months. According to experts, combis maintained regularly last longer, work more efficiently and enable natural gas savings. Maintenance carried out on time prevents eventual failures and undesirable events.

Alarko Carrier Service Manager Menduh Çağlı emphasized that combi maintenance that requires experience has to be done only by authorized services. Çağlı said, "Having combis maintained at least once a year helps efficiency and prevents possible failures thus helps provide uninterrupted heating. Carrying out regular maintenance by expert teams enables usage for long years without problems, economically and reliably."

Pointing out that lack of maintenance creates danger and inefficient function, Çağlı said,

"Carrying out the periodic maintenance of the combis that are not used much in summer before it gets cold is very important. Otherwise, natural gas consumption increases resulting in higher bills. Periodic maintenance will lead to gas saving. Maintenance delayed due to cost will lead to inefficient heating performance and increase gas consumption in the long run. Therefore, we advise users to have the necessary maintenance done before it gets cold."

Benefits of Maintenance of Combis

- Provides continuous heating by preventing failures.
- Reduces heating cost by enabling saving of natural gas consumption.
- Enables the combi to work at full efficiency
- Extends economic life of the combi.
- Provides a more comfortable living space.

KOMBİ BAKIMININ FAYDALARI



Dayanıklılık
Zamanında gerçekleştirilen bakım, olası arızaların önüne geçerek kesintisiz bir ranjma sağlar. Soğuk kış günlerinde bakımsızlıktan kaynaklı ani arızalar sebebiyle ısı değişiklikleri yaşanmaz.

Tasarruf
Bakımla birlikte kombinin doğal gaz tüketimi azalır. Ekonomik gaz tüketimi sayesinde aylık fatura miktardan düşer.

Verimlilik
Temizlik ve bakım işlemi yapılan kombiler, eskisine oranla daha az yakıt harcar. Böylece enerji tasarrufu sağlanır.

Kullanım ömrü
Düzenli bakımı yapılan kombiler, daha uzun süre çalışır. Kombinin ömrü uzar ve bakımsızlıktan kaynaklanan arızaların önüne geçer.

Konfor
Bakım sayesinde daha verimli çalışan kombi, ortamı eskisine oranla daha çabuk ısıtarak sıcaklığı belirlenen konfor şartlarına en kısa sürede ulaşmasını sağlar.

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  /alarko_carrier
 



Alarko Carrier Products for PepsiCo's New Plant in Manisa

Alarko Carrier products were selected for the air conditioning of PepsiCo's 6th production plant in Turkey to go in operation in Manisa. Two cooling groups, 27 intelligent air handling units, 104 fan coil units and building management system of Alarko Carrier are included in the project. The environment friendly, corrosion resistant, high energy efficiency, modular, easy maintenance 39HQ Air Handling Units with high parts quality manufactured at the Alarko Carrier Gebze plant were selected within the scope of the project. The product made a difference by the combination of the product, power and control panels and being mounted on the power plant in a modular way. Panels designed separately by Alarko Carrier engineers for each power plant contain the control and power equipments. Hence, the main and subcontracting companies avoid a great business load regarding mechanical and electrical coordination and enjoy the experiences and accumulation of Alarko Carrier. The panels used by the controllers of the Automated Logic brand of the UTC group are tracked and controlled by WebCTRL software and an unlimited number of users can log onto the system through their PC, intelligent telephones and tablets without the need to use any additional software. WebCTRL software that also supports many operating systems such as Windows, Linux and MacOS offers an easily manageable customer experience with its dynamic and interactive graphs.



The project includes two 30XA950 screw compressor air cooled water chillers designed to meet the present and future requirements with their energy efficiency and low working noise level. This water chiller that uses the best technology available today, attracts attention with its aluminium micro channel heat exchangers (MCHX), Touch Pilot Control system, variable speed twin-rotor screw compressors, refrigerant R134a, 4th generation low noise composite material Flying Bird fans.

The 104 Carrier 42GW series cassette type Fan-Coil units within the factory serve in harmony with all types of room decorations due to their light and easy installation, ultra silent Carrier centrifugal fan design, easy filter cleaning and elegant air intake diffuser. All the Fan-Coils in the building are controlled using the WebCTRL building management system. Thus, a factory environment with high energy efficiency and comfort quality is attained.

Alarko Carrier Products at Satgeb-2 Project at METU Technocity

The METU Technocity that has preferred the Alarko Carrier assurance for the HVAC equipment in the buildings since its establishment used its selection in favor of Alarko Carrier in its SATGEB-2 project completed this year. The 30XA cooling groups and 39HQ air handling units procured within the project scope were successfully integrated to the existing active Automated Logic building automation system. Tamer Şenyuva, Alarko Carrier System Sales Ankara Office Sales Manager said, "Our most sincere desire is to further develop the successful process going on since 2000 and to take place in the later investments of Turkey's important technocities. As Alarko Carrier, we are proud that our products are being selected for the centers where R&D activities to build Turkey's future are being conducted."

Airovision series 39HQ Carrier air handling units are being manufactured at the Alarko Carrier Gebze plant holding the ISO9001, ISO14001, ISO27001, ISO50001, OHSAS18001 and SA8000 certifications. The 39HQ air handling units that can be manufactured in 122 different sections in the 2.000 and 125.000 m³/h flow rate fulfill all the requirements of users with their patented panel/profile design, high mechanical resistance and

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thermal performance characteristics, completely flat bottom, 60 mm standard sandwich panel thickness and their numerous options and accessories. The Aquaforce 30XA chillers meet our present and future needs from the aspect of energy efficiency and working noise level. The product has heat exchanger technology with microchannel (MCHX), Touch Pilot Control system, variable speed twin-rotor screw compressor, refrigerant R134a and low noise 4th generation Flying Bird fans made of composite material make use of the most advanced technology.

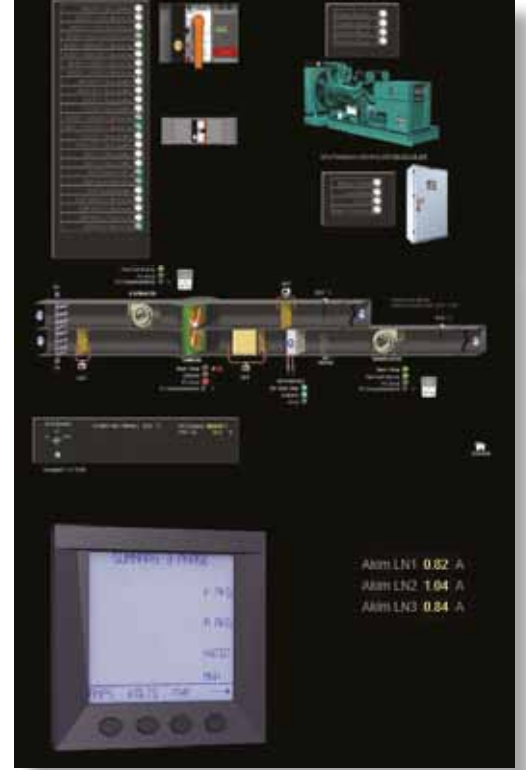


Allium Villas Resort Bodrum Cools Off with Alarko Carrier

Alarko Carrier is offering the guests of Allium Villas Resort in Bodrum, Yalıkavak, a comfortable environment with its know-how, accumulation and experience. In addition to Alarko Carrier air handling units and automation systems, the VRF indoor and outdoor units, main distribution panels, MCC panels, illumination and curtain control, VRF system control are being used in the complex. A thermostat enabling the control of the VRF indoor units and curtains is being used in each villa. Hence, more than one device can be controlled using a single contrivance which provides an elegant appearance as well as user friendliness. In order to offer state of the art technology solutions and the highest comfort, the project enables space lighting and air conditioning monitoring from your tablet. Hotel guests can easily monitor and keep track of their

room from anywhere thanks to the advantage of the wireless system. Moreover, the 22 energy analyzers in the MCC and ADP panels can be tracked from the WebCTRL software.

The control and follow up of the 2 cooling groups, 2 air handling units, 21 aspirators, 52 circulation pumps and 5 water boosters in the mechanical system are being realized with the Automated Logic brand controllers of the UTC group to which Carrier is also affiliated and the WebTCRL software. Hence, an innumerable number of officials can access the system with their PC, intelligent phone or tablet without having to use additional software. The WebCTRL software supporting many operating systems such as Windows, Linux and MacOS offers an easy to operate customer experience with its software, dynamic and interactive graphics.



Bahçeşehir University Engineering Students Visited Alarko Carrier's Plant

56 students from South Africa studying engineering and technical subjects at Bahçeşehir University visited the Alarko Carrier plant. The students who attend the Global Strategic Management courses given by Alarko Energy Group Business Development Manager Tal Garih, Chairman of the Board the Bahçeşehir University Faculty of Management, have shown great interest in our company. The two groups of students who visited our plant on Thursday August 24 were given information regarding our plant by Hirant Kalataş, Deputy Group

Coordinator of Alarko Carrier. The students were accompanied by Lean Production ACE and Quality Control Manager Cem Çelikörslü and Lean Production ACE Chief Ece Yengül on their plant tour. In his thank you message following the tour Vice President Prof. Dr. Ali Güngör expressed his gratitude saying, "Our visit of your plant has been very beneficial for our students from the technical, informative and entrepreneurship aspects. Moreover, the breakthrough made by Turkey gave our students the eagerness to do similar endeavors in their respective countries.



We thank you for your hospitality on behalf of Bahçeşehir University and extend our desire to further develop our University Industry collaboration. I hope that your company's contributions to Turkish industry and technology will rise to higher levels."



Alarko Carrier Introduces its Products at the HVAC Meetings in China with its Business Partner OYRD

Ouya Rongda HVAC Technology Beijing (OYRD), our business partner in China, participated in the HVAC meeting held in Jiaxing, China. Various conferences were held at the meeting where high technology products

manufactured in Turkey by our company were exhibited. OYRD General Manager Lily Lu gave a speech at the conference and gave extensive information regarding application of double condensing technology, also a first in China,

offered to the market by Alarko. At the meeting, our products were met with great interest by the air conditioning unit manufacturers, retailers and installation representatives from various areas of China.



Alarko Carrier and Authorized Dealer at the Antalya Glass Pyramid Fair

We participated in the 2nd KOSGEB supported Air Conditioning Fair held at the Antalya Glass Pyramid Fair Center on 7-10 September with our Authorized Dealer Groser İklimlendirme. At the fair where numerous heating and cooling companies participated, Mehmet Keresteci and Serkan Sayılğan, our Mediterranean Area Supervisors and the personnel of Groser İklimlendirme introduced our Toshiba Estia Heat Pump, Multi System and Split Air Conditioners to the guests.



Seminar to the Isparta Public Concerns and Institutions by Alarko Carrier

H. Özgen Çoğulu, Business Development and Audit Manager, spoke at the seminar organized by Mehmet Keresteci, Alarko Carrier Area Manager, and held at the Isparta Basmacıoğlu Hotel on September 21, 2017. The Alarko Aldens Condensing Boilers were introduced with special attention on their application areas, application criteria, performance characteristics, competitive analysis, and efficiency. The Seminar was met with great interest by the Provincial Directorate for National Education, ASAL Regional Management, Regional Management of Environment and Urbanization, Provincial Special Administration, the control engineers of Süleyman Demirel University and the support of the Alarko Carrier Isparta Dealer Özgen Tesisat.





Number of Solution Partners of Alarko Submersible Pumps Attains 70

Alarko Carrier's number of Submersible Pump dealers and solution partners has risen to 70 thanks to the market structuring and development efforts they have conducted in Turkey in general. The submersible pump specialization dealer showrooms established one after another within the scope of the project started three years ago will include both sales and service. Currently 20 submersible pump specialization dealers in Turkey have showrooms. Submersible pump specialization

dealers with showrooms are; Akhisar (Cansu Pompa), Antalya (AKS Pompa), Aydın (Tacıroğlu Bobina), Batman (Tanrıkulu Sondaj), Bursa (Neojen Mühendislik ve Tekniker Bobina), Çanakkale (As Elektrik), Fethiye (Ege Elektrik), Gaziantep (Uğur Su Teknolojileri), Hatay (Öz İş Elektrik), İstanbul (Hür Sondaj), İzmir (Yavuzsu), Karaman (Aktan Bobina), Konya (Al-Kon), Konya Ereğli (Serkan Güngör), Mardin Midyat (Alan Ticaret), Mardin Kızıltepe (Kurtuşsan), Milas (Önel Torna), Tekirdağ (Azca Sondaj) and in Urfa (Uğur Bobina).



20th Submersible Pump Dealer Set Up in Esenler

Within the scope of the restructuring and development project of submersible pumps in Turkey in general the 20th Submersible Pump Dealer opened in Esenler, İstanbul. The opening of the gallery owned by submersible pump specialized dealer Hür Sondaj San. Tic. Ltd. Şti. was conducted by Alarko Carrier Dealer Group Coordinator Haluk Ferizoğlu. In addition to the display and sales of Alarko submersible pumps, service help will also be given at the store



Denizli Metropolitan Municipality opted for our Submersible Pumps

The 100 units of 6-8" Noryl Fan Submersible Pumps bought from our company by the Denizli Metropolitan Municipality in order to supply potable water to the city was delivered following the tests and experiments conducted. The team that was given information regarding the ACE system, Noryl fan technology, and Türkak certified test unit, pointed out they were glad to have made this choice and emphasized their trust in the company.



Two Simultaneous Openings in Ankara

Alarko Carrier is expanding its extensive sales and service network in Turkey. Promit Mühendislik that will bring Ankara consumers together with our marketed products opened at Timko. The opening of Promit Mühendislik that will give service in two different concepts, namely, Alarko Carrier Shop and Toshiba Shop was conducted by Alarko Carrier Deputy Group Coordinator Haluk Ferizoğlu. Ferizoğlu stated that as a company they continuously invested in the sales and service channels and hence, were able to solve all the demands and expectations of consumers rapidly. Ferizoğlu also added that Promit, where all the HVAC systems are displayed in working condition and all the installation fittings could be seen clearly by consumers, was a first in Ankara.



Our Submersible Pumps with Noryl Impeller at Ministry of Food, Agriculture and Livestock Projects in Karaman

Alarko Carrier Noryl fan submersible pumps are used in the “Karaman 1st Phase of Land Consolidation and On-Farm Development Services” project prepared within the scope of the Agriculture Reform of the Ministry of Food, Agriculture and Livestock. Members of the Ministry of Food, Agriculture and Livestock and Alarko Carrier Konya authorized dealer Alkon Mühendislik visited the production plant in Gebze and carried out the pump tests. Moreover, information was given on ACE Quality Control Systems, submersible pump production line, the test acceptance standards of submersible pumps possessing the international quality control certification and the Noryl fan submersible pumps production line. After the assembly and disassembly process of pumps were observed, the test procedures were completed and the pumps were dispatched to their assembly location. In the water pressurization segment Alarko Carrier products are among the most preferred brands due to their wide



product range, their superior technical characteristics, as well as the continuous and quality service and rapid spare parts supply provided.

Bursa Chamber of Industry and Commerce Customer Training

The Carrier 30 GTN model water cooling group serving the Bursa Industry and Trade Chamber for more than 20 years has been replaced by the 30 XA 0752 model water cooling group with touch pilot control of the Carrier family containing the latest technological developments. A customer technical training regarding putting the water-cooled group in operation and its operation and maintenance was organized by Alarko Carrier Technical Support Training Deputy Manager Tolga Aydınli. At the end of the training session the participants thanked our company.



Thermal Power Plant Technical Support Training at Cenal Karabiga

A customer technical training was organized by Tolga Aydınli, Deputy Manager of Alarko Carrier Technical Support and Training Manager, for the operation, maintenance and repair of the Carrier 30 XA, 30RBP air-cooled condensing unit water cooler groups and air handling units at the Cenal Karabiga Thermal Power Station. A total of 35 technicians and engineers within the company participated in the training program. Participants were given information and notes on cooling cycles, cooling fluids, basic equipment used in cooling systems, the supervision of water cooling groups, general information on plumbing that are the basic equipments of 30 XA, 30RBP air-cooled condensing unit water chillers.



A Brand New Era of Learning and Developing is Dawning at Alarko

ALARKO ACADEMY, founded in 2017, with the collaboration of Alarko Holding and our Contracting, Energy, Industry and Trade, Tourism, Land Development Groups' Human Resources departments and solution Partner E-Nocta, led the way to "A brand new learning and development era". At Alarko Academy, there are initially E- Learning Programs listed under 5 major groups. Approximately 2000 of our white collar workers, who are registered in the Humanist system within the scope of the Annual Corporate Educational Courses, may benefit infinitely from the following 5 major topics;

1. Leadership and Leader Managers (Prof. Dr. Acar BALTAŞ Video Collection)
2. X and Y Generations (Mehmet AUF Video Collection)
3. Achievement and Result Focusing (Alp BEYCE)
4. Behaviors that Stimulate, Create Leaders (Anonymous)
5. Change Process (Anonymous)

The programs with their highly substantial contents, real life and contemporary subject matter, copyright videos of prominent educationalists, and clues that improve positive communication between X and Y generations,

provide a unique experience towards achievement and result focusing for employees, managers and teams. Truly pleasant and enjoyable e-learning video courses and many more digital materials with worthy contents that entertain while teaching are at your disposal anytime anywhere.



32nd Term Alarko Future's Club (AİK) General Assembly was Held



General Assembly of Alarko Future's Club (AİK) founded by the late Dr. Üzeyir Garih and the late İshak Alaton in 1985, aiming to train future experts, managers and technicians, was held on August 18, 2017 at Alarko Holding Auditorium, where 2016-2017 AİK activities and undertakings were evaluated. The General Assembly started with the speech made by the 32nd term chairperson

Özgün Bağcan Doğan. This was followed by speeches made by Alarko Holding A.Ş. Board of Directors Member and CEO Ayhan Yavrucu, Board of Directors Member and AİK Consultant Niv Garih, Altek Alarko Business Development Manager Tal Garih. Following the speeches, information on the undertakings achieved in the 32nd AİK term was transmitted to the assembly members. The order of the day continued with

the auditing and verifying the supervising and auditing board. The Assembly ended after the introduction of the 33rd term AİK board of directors. Following the General Assembly, a reception was held on the terrace of the Alarko Holding auditorium where employees of the Alarko Group of Companies were invited and had a very pleasant evening.



Alarko Holding Board Member, Leyla Alaton, Attended the Global Look at Family Business

Leyla Alaton spoke as a panelist at "A Global Look at Family Businesses" conference on 4 October 2017 at Sakıp Sabancı Museum. The aim of the conference was to view the concept of family business from a global perspective and to analyze the development of family businesses in Turkey. Speaking on the subject of "Family Businesses in Turkey" at the panel moderated by Ali Çağatay from Bloomberg HT, Leyla Alaton discussed the difficulties family members face, especially in their younger years. Alaton accentuated on the fact that the emotional ties in family relations could be damaged due to business affairs and on the importance of maintaining a delicate balance in this respect in family businesses for a successful family and professional life.



EMMC Organized Homage to Mentor: İshak Alaton and Üzeyir Garih at EMMC Mentoring Summit

Alarko Holding Board of Directors member Leyla Alaton attended the "EMMC Mentoring Summit/Homage to Mentor: İshak Alaton and Üzeyir Garih Panel" as a speaker on Friday 27 October 2017, at the Conrad Hotel. Speaking as a panelist, she stated that the two founding partners of Alarko Holding had spent their lives not only mentoring their own children, but also all the employees of Alarko Holding. Leyla Alaton asserted that the people trained with the solid principals and strong corporate culture of Alarko Holding elevated the quality of the market, and that she believed the Alarko philosophy which focusses on people and quality and the Alarko efficiency principals in work and production procedures have surpassed the limits of the company.



Alarko Real Estate Investment Company General Manager, Harun Moreno, Spoke at Boğaziçi University Construction Economy Summit

Harun Moreno, who was a panelist at the Construction Economy Summit organized by Boğaziçi University in collaboration with GYODER, stated in his talk that in the urban reconstruction process, housing projects aimed at low income groups could be realized with the support of the municipalities, and added that similar examples were put to practice by New York and London municipalities.

He furthermore suggested that Turkish banks be permitted give loans in foreign currency to expatriate Turkish citizens, who earn a living abroad, to buy real estate in Turkey. He claimed that such a step would accelerate expatriate Turkish citizens' real estate purchases. A considerable number of participants, from the university and elsewhere, attended the construction economy summit.





Hillside City Club Was the Only Brand to Win the Crystal Apple Award for Its New Web Site

In the “Digital and Interactive Design, and Web Site Design” category created to offer its visitors an extraordinary digital experience, Hillside City Club was the only brand to win the Crystal Apple award for its revolutionary web site. On the recently updated www.hillsidecityclub.com posted gif and videos inspired by the repetitive characteristics of the workouts. On the easily accessed new web site, all the photographs and videos were shot by a specially designed production. With its vibrant web site, where lessons in which members can find various dynamism and energy group classifications, Hillside City Club maintains its ground-breaking position in the digital world.



The Brand New Fitness Movement Created by Hillside, JUNGLE Challenge®, Participated in Rimini Wellness Fair

Hillside City Club, which is the first brand to gain recognition in world sports arena, launched the JUNGLE Challenge® work out at Rimini Wellness, the biggest sports fair in Europe, where it was highly acclaimed. Rimini Wellness, the world's most important sports and fitness fair, welcoming visitors from the four corners of the world, took place between 1st and 4th of June in Rimini, Italy. JUNGLE Challenge® offered the multinational guests of the 12th Rimini Wellness fair a unique and effective work out experience with its extraordinary story. After the launching, the Hillside team, not only represented Turkey most successfully in Rimini, but also succeeded in capturing the attentions of professionals who had come to visit the fair. From Italy to Hungary, from Poland to Germany and Holland a great number of instructors applied to get the certificate of the course. The new generation group work out, JUNGLE Challenge®, which became the topic of conversation in the sports arena, came together with the city's sport enthusiasts after being featured in the lesson programs following the premiere night organized by Hillside club on October 10.

JUNGLE Challenge® is inspired by wildlife habitats
The exercises in JUNGLE Challenge® work out



are inspired by the outstanding characteristics animals have developed, which enable them to adapt to wildlife. This new exercise created by the Hillside team begins as a native who lives in the wild. Throughout the lesson one embarks on a journey in quest of discovering the source of the major powerful characteristics of the cheetah, the eagle or the crocodile. In the JUNGLE Challenge® work out, while each exercise works on a specific muscle group, attention is drawn to the characteristics that animals have developed in order to survive. As the exercises aim to reach

the cheetah's speed, the crocodile's might, the gorilla's power, the buffalo's strength, and the leopard's agility, each one is given an appropriate name such as “buffalo attack”, “gorilla squat”, “leopard stretch”, “cheetah sprint”. At the end of the work out the stretching exercise emphasizes the creative force of nature, the tree which is the source of life.

JUNGLE Challenge® work out exclusive to Hillside City Club can burn 600 calories in 25 minutes

JUNGLE Challenge®, the revolutionary group workout, which keeps sports enthusiasts' motivation at its peak and draws its inspiration from nature introduces an innovative outlook to the term cardio with its high tempo. The lesson comprised of training routines that can work every muscle group in a short time based on “High-Intensity Interval Training - HIIT” and “Functional Training” techniques helps improve strength, flexibility, mobility and agility. This work out of strength and cardio routines can be performed using body weight, the 40 minute JUNGLE Challenge® and the 25 minute high tempo “JUNGLE Challenge® High Performance”. It is possible to burn up to 600 kilocalories in this lesson which can be done in various intensity levels.

A Tree at Each km: “Run for Green” Movement has Started

Hillside has developed a new application where the racing events are elevated to a unique platform where a greater number of people can be reached. This novel application was designed as the continuum of the project which started as a tree planting activity for the friends of Hillside and has reached 150.000 trees so far. The sole requirement to join the “Run for Green” movement was to download the mobile phone application and follow the race program. Sport lovers were able to complete the targeted distance by running on the course determined by the Hillsideers, or on some other course of their choosing, and had the opportunity to donate a tree to nature at the end of each completed course.

A fulfilling race program awaits those who download the “Run for Green” application

After the popular RUNDAY SUNDAY activity where Sunday races were organized twice a month, and AFTER WORK RUN organized for



those who prefer to run after-hours, the most exciting activities of Run for Green practice was the FULL MOON RUN. The races organized every month at full moon, offered the sports-lovers a brand new perspective in discovering the city.

How does the application work?

The operating principal of the application, which can be downloaded for free from App Store and Google Play, was designed to be user friendly. In this application, where each user has a personal profile, all the courses can be found in full detail. Sports-lovers participate in the chosen activity which is found in the application and is activated only on designated days by the race starter function. Runners examine the program and join in the monthly races found under the heading “open run” simultaneously at any place of their liking outside the designated course and have the opportunity of being a part of this feel-good activity knowing that Hillside is donating a tree on their behalf.

“Family Time”, Special Week for Families, Took Place Between 11-17 September at Hillside Beach Club”

“FamilyTime” week, organized for the first time this year, allowed parents and children to spend time together, offered families a pleasant holiday opportunity before the start of the school year.

Hillside Beach Club initiated yet another first with Family Time week when families enjoyed a holiday full of fun and excitement with their children. At the end of this special week, in which children had the opportunity to spend quality time with their parents, discover creative hobbies and find new friends, families returned home with unforgettable memories. For Family Time week which was realized for the first time this year, Hillside Beach Club prepared a special program where families could have a wonderful time at workshops and activities each more colorful than the other. “Fairy tale workshops” where fairy tales were animated and children were taught through play with objects and ornaments corresponding to the theme of the fairy tale, and

“artfolio” where children gain information on major art movements and then create their own styles and make their own works of art, “cheerful plates”, “pizza and chocolate” making and “healthy fruit juice” workshops, where healthy foods were cooked and cute plates were designed, figured among the featured activities in this festive week. Treasure Hunt, played by following the clues hidden in the fabulous landscape of Hillside, triggered the

adventurist streak in children’s nature. Alongside the workshops, family-child yoga lessons, family movie nights where movies were watched from the shore on a platform set up on the sea and the family boat excursion at sunset was an unforgettable experience for the children. The tent camping organized on the peaceful beach of Hillside, Silent Beach, was one of the most special activities of the Family Time week.



First Season of HillsideNOW! Posted on “Instagram Stories” was Viewed 1,5 Million Times

HillsideNOW, posted in the second and the fourth week of each month, started its new season on 7 November after the first episode which was viewed 1,5 million times. The posts which have innovative contents on Instagram Stories offer followers the possibility to discover fresh, current and colorful subjects. Exclusive receptions, latest music and fashion trends, festivals, art activities, openings, undiscovered places, technological novelties, and everything not be missed reach their enthusiasts with these series.

HillsideNOW! posts make so many discoveries possible

HillsideNOW Series, which are posted through Instagram Stories initiated yet another novelty with shares on nine major topics such as fashion, taste, sound, place, lab, event, chat, sneak and discover. Details of these topics and their headings are as follows: food festivals, gourmet restaurants, tastings and new food trends now.taste, concerts, festivals, new music movements now.sound, hip places and stores now.place, latest original-technological products now.lab hip and grunge fashion

discoveries now.fashion, art galleries, art festivals and exhibitions now.event, interviews with fascinating people of their field, now.chat, private events and galas now.discover, holiday escapades and new discoveries now.escape.

Surprise names and new contents are found in this channel

“HillsideNOW series, which hosted guests well known in their fields, such as Işın Görmüş, Tamer Yılmaz, Murat Tokuz, Özlem Güsar, continues to surprise its followers in the new season.



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Managing Editor Leyla Alaton, Member of The Board, Alarko Holding A.Ş.

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Esentepe Mah. Atom Sk. Kanyon Apt. No: 20/1 İstanbul TURKEY- Phone +90 (212) 264 33 11 Fax +90 (212) 264 33 10 www.topprint.com.tr

Printing Works Umur Doğa Matbaacılık - Mas-sit Matbaacılar Sitesi 1. Cadde No: 160 Yüzyıl-Bağcılar 34204 İstanbul - TURKEY TPhone +90 (212) 438 02 05

Correspondence Alarko Holding A.Ş. Muallim Naci Cad. No: 69 Ortaköy 34347 İstanbul TURKEY Phone +90 (212) 227 52 00 (Pbx) Fax +90 (212) 259 49 09 - 227 04 27

http www.alarko.com.tr E-mail info@alarko.com.tr