

TERA YATIRIM MENKUL DEĞERLER A.Ş.
Financial Report
Unconsolidated
2018 - 3. 3 Monthly Notification

General Information About Financial Statements

Statement of Financial Position (Balance Sheet)

| | |
|--------------------------------|----------------|
| Presentation Currency | TL |
| Nature of Financial Statements | Unconsolidated |

| | Footnote Reference | Current Period 30.09.2018 | Previous Period 31.12.2017 |
|---|--------------------|------------------------------|-------------------------------|
| Statement of Financial Position (Balance Sheet) | | | |
| Assets [abstract] | | | |
| CURRENT ASSETS | | | |
| Cash and cash equivalents | 4 | 10.069.834 | 1.886.173 |
| Financial Investments | 5 | 30.179.118 | 31.906.215 |
| Trade Receivables | 6 | 40.802.999 | 58.161.326 |
| Trade Receivables Due From Related Parties | 22 | 3.220 | 1.032.983 |
| Trade Receivables Due From Unrelated Parties | 6 | 40.799.779 | 57.128.343 |
| Other Receivables | 7 | 12.616.151 | 7.555.472 |
| Other Receivables Due From Related Parties | 22 | 8.511 | 3.223.544 |
| Other Receivables Due From Unrelated Parties | 7 | 12.607.640 | 4.331.928 |
| Prepayments | 8 | 144.658 | 127.228 |
| Current Tax Assets | 11 | 997.017 | 38.368 |
| SUB-TOTAL | | 94.809.777 | 99.674.782 |
| Total current assets | | 94.809.777 | 99.674.782 |
| NON-CURRENT ASSETS | | | |
| Financial Investments | 5 | 38.499 | 38.499 |
| Other Receivables | 7 | 219.786 | 4.467.620 |
| Other Receivables Due From Unrelated Parties | 7 | 219.786 | 4.467.620 |
| Property, plant and equipment | 9 | 6.898.844 | 7.376.953 |
| Intangible assets and goodwill | 10 | 245.314 | 224.144 |
| Other intangible assets | 10 | 245.314 | 224.144 |
| Prepayments | 8 | 0 | 269 |
| Deferred Tax Asset | 23 | 42.809 | 49.699 |
| Total non-current assets | | 7.445.252 | 12.157.184 |
| Total assets | | 102.255.029 | 111.831.966 |
| LIABILITIES AND EQUITY | | | |
| CURRENT LIABILITIES | | | |
| Current Borrowings | 13 | 56.052.102 | 66.078.965 |
| Current Portion of Non-current Borrowings | 13 | 0 | 7.750 |
| Trade Payables | 6 | 6.417.936 | 12.505.041 |
| Trade Payables to Related Parties | 22 | 38.653 | 35.287 |
| Trade Payables to Unrelated Parties | 6 | 6.379.283 | 12.469.754 |
| Other Payables | 7 | 0 | 2.307 |
| Other Payables to Unrelated Parties | 7 | 0 | 2.307 |
| Current tax liabilities, current | 21 | 1.392.721 | 88.868 |
| Current provisions | 15 | 150.894 | 10.752 |
| Current provisions for employee benefits | 15 | 39.475 | 10.752 |
| Other current provisions | 15 | 111.419 | 0 |
| Other Current Liabilities | 12 | 457.175 | 279.831 |
| SUB-TOTAL | | 64.470.828 | 78.973.514 |
| Total current liabilities | | 64.470.828 | 78.973.514 |
| NON-CURRENT LIABILITIES | | | |
| Non-current provisions | 15 | 411.232 | 405.769 |
| Non-current provisions for employee benefits | 15 | 411.232 | 405.769 |
| Total non-current liabilities | | 411.232 | 405.769 |
| Total liabilities | | 64.882.060 | 79.379.283 |
| EQUITY | | | |
| Equity attributable to owners of parent | | 37.372.969 | 32.452.683 |
| Issued capital | 16 | 13.960.000 | 13.960.000 |
| Inflation Adjustments on Capital | 16 | 439.882 | 439.882 |
| Other Accumulated Comprehensive Income (Loss) that will not be Reclassified in Profit or Loss | | -219.912 | -192.278 |
| Other Gains (Losses) | | -219.912 | -192.278 |
| Restricted Reserves Appropriated From Profits | 16 | 1.197.109 | 1.175.808 |
| Prior Years' Profits or Losses | 16 | 17.047.970 | 16.894.015 |
| Current Period Net Profit Or Loss | 16 | 4.947.920 | 175.256 |
| Total equity | | 37.372.969 | 32.452.683 |
| Total Liabilities and Equity | | 102.255.029 | 111.831.966 |

Statement of Profit or Loss and Other Comprehensive Income

| | |
|--------------------------------|----------------|
| Presentation Currency | TL |
| Nature of Financial Statements | Unconsolidated |

| | Footnote Reference | Current Period 01.01.2018 - 30.09.2018 | Previous Period 01.01.2017 - 30.09.2017 | Current Period 3 Months 01.07.2018 - 30.09.2018 | Previous Period 3 Months 01.07.2017 - 30.09.2017 |
|--|--------------------|--|---|--|---|
| Statement of Profit or Loss and Other Comprehensive Income | | | | | |
| PROFIT (LOSS) | | | | | |
| Revenue | 17 | 155.755.631 | 73.129.976 | 40.473.036 | 33.958.170 |
| Cost of sales | 17 | -143.927.607 | -64.335.468 | -38.757.717 | -30.643.514 |
| GROSS PROFIT (LOSS) FROM COMMERCIAL OPERATIONS | | 11.828.024 | 8.794.508 | 1.715.319 | 3.314.656 |
| GROSS PROFIT (LOSS) | | 11.828.024 | 8.794.508 | 1.715.319 | 3.314.656 |
| General Administrative Expenses | 18 | -5.076.830 | -7.751.082 | -1.710.095 | -1.717.948 |
| Marketing Expenses | 18 | -492.932 | -573.644 | -199.955 | -167.647 |
| Other Income from Operating Activities | 19 | 179.686 | 774.374 | 2.547 | 83.751 |
| Other Expenses from Operating Activities | 19 | 0 | -53.219 | 0 | -41.585 |
| PROFIT (LOSS) FROM OPERATING ACTIVITIES | | 6.437.948 | 1.190.937 | -192.184 | 1.471.227 |
| Investment Activity Income | 20 | 0 | 2.385.321 | 0 | 0 |
| PROFIT (LOSS) BEFORE FINANCING INCOME (EXPENSE) | | 6.437.948 | 3.576.258 | -192.184 | 1.471.227 |
| Finance income | 21 | 21.179.003 | 14.348.440 | 13.264.023 | 2.042.239 |
| Finance costs | 21 | -21.261.626 | -18.051.278 | -11.297.092 | -3.290.450 |
| PROFIT (LOSS) FROM CONTINUING OPERATIONS, BEFORE TAX | | 6.355.325 | -126.580 | 1.774.747 | 223.016 |
| Tax (Expense) Income, Continuing Operations | | -1.407.405 | -33.003 | -399.715 | 9.586 |
| Current Period Tax (Expense) Income | 23 | -1.392.721 | 0 | -403.639 | 0 |
| Deferred Tax (Expense) Income | 23 | -14.684 | -33.003 | 3.924 | 9.586 |
| PROFIT (LOSS) FROM CONTINUING OPERATIONS | | 4.947.920 | -159.583 | 1.375.032 | 232.602 |
| PROFIT (LOSS) | | 4.947.920 | -159.583 | 1.375.032 | 232.602 |
| Profit (loss), attributable to [abstract] | | | | | |
| Non-controlling Interests | | 0 | | | |
| Owners of Parent | | 4.947.920 | -159.583 | 1.375.032 | 232.602 |
| Earnings per share [abstract] | | | | | |
| Earnings per share [line items] | | | | | |
| Basic earnings per share | | | | | |
| Basic Earnings (Loss) Per Share from Continuing Operations | | | | | |
| <i>Sürdürülen Faaliyetlerden Pay Başına Kazanç (Zarar)</i> | 24 | 0,19790000 | -0,00640000 | 0,05500000 | 0,00930000 |
| Diluted Earnings Per Share | | | | | |
| OTHER COMPREHENSIVE INCOME | | | | | |
| Other Comprehensive Income that will not be Reclassified to Profit or Loss | | -27.634 | -22.770 | -9.609 | -15.357 |
| Gains (Losses) on Remeasurements of Defined Benefit Plans | | -35.428 | -28.463 | -12.319 | -19.197 |
| Taxes Relating To Components Of Other Comprehensive Income That Will Not Be Reclassified To Profit Or Loss | | 7.794 | 5.693 | 2.710 | 3.840 |
| Deferred Tax (Expense) Income | | 7.794 | 5.693 | 2.710 | 3.840 |
| Other Comprehensive Income That Will Be Reclassified to Profit or Loss | | 0 | | | |
| OTHER COMPREHENSIVE INCOME (LOSS) | | -27.634 | -22.770 | -9.609 | -15.357 |
| TOTAL COMPREHENSIVE INCOME (LOSS) | | 4.920.286 | -182.353 | 1.365.423 | 217.245 |
| Total Comprehensive Income Attributable to | | | | | |
| Non-controlling Interests | | 0 | | | |
| Owners of Parent | | 4.920.286 | -182.353 | 1.365.423 | 217.245 |

Statement of cash flows (Indirect Method)

| | |
|--------------------------------|----------------|
| Presentation Currency | TL |
| Nature of Financial Statements | Unconsolidated |

| | Footnote Reference | Current Period 01.01.2018 - 30.09.2018 | Previous Period 01.01.2017 - 30.09.2017 |
|--|--------------------|---|--|
| Statement of cash flows (Indirect Method) | | | |
| CASH FLOWS FROM (USED IN) OPERATING ACTIVITIES | | 18.356.062 | -4.617.928 |
| Profit (Loss) | | 4.947.920 | -159.583 |
| Adjustments to Reconcile Profit (Loss) | | 2.093.210 | 786.341 |
| Adjustments for depreciation and amortisation expense | 18 | 594.728 | 690.497 |
| Adjustments for provisions | 18 | 91.077 | 124.307 |
| Adjustments for (Reversal of) Provisions Related with Employee Benefits | | 91.077 | 124.307 |
| Adjustments for Tax (Income) Expenses | 23 | 1.407.405 | -28.463 |
| Changes in Working Capital | | 11.496.119 | -4.909.992 |
| Decrease (Increase) in Financial Investments | 5 | 1.727.096 | 20.983.859 |
| Adjustments for decrease (increase) in trade accounts receivable | 6 | 17.358.327 | -30.121.429 |
| Decrease (Increase) in Trade Accounts Receivables from Related Parties | | 1.029.763 | 3 |
| Decrease (Increase) in Trade Accounts Receivables from Unrelated Parties | | 16.328.564 | -30.121.432 |
| Decrease (increase) in Financial Sector Receivables | | 0 | 144.824 |
| Adjustments for Decrease (Increase) in Other Receivables Related with Operations | 7,8,11,12 | -1.788.655 | 12.661.196 |
| Decrease (Increase) in Other Related Party Receivables Related with Operations | | 3.215.033 | -3.243.082 |
| Decrease (Increase) in Other Unrelated Party Receivables Related with Operations | | -5.003.688 | 15.904.278 |
| Adjustments for increase (decrease) in trade accounts payable | 6 | -6.087.105 | -7.694.204 |
| Increase (Decrease) in Trade Accounts Payables to Related Parties | | 3.366 | -73.804 |
| Increase (Decrease) in Trade Accounts Payables to Unrelated Parties | | -6.090.471 | -7.620.400 |
| Adjustments for increase (decrease) in other operating payables | 7,8,11,12 | 286.456 | -884.238 |
| Increase (Decrease) in Other Operating Payables to Unrelated Parties | | 286.456 | -884.238 |
| Cash Flows from (used in) Operations | | 18.537.249 | -4.283.234 |
| Payments Related with Other Provisions | | -92.319 | -286.250 |
| Income taxes refund (paid) | 23 | -88.868 | -48.444 |
| CASH FLOWS FROM (USED IN) INVESTING ACTIVITIES | | -137.788 | -236.083 |
| Proceeds from sales of property, plant, equipment and intangible assets | | 0 | 36.232 |
| Purchase of Property, Plant, Equipment and Intangible Assets | 9,10 | -137.788 | -272.315 |
| Purchase of property, plant and equipment | | -29.788 | -64.941 |
| Purchase of intangible assets | | -108.000 | -207.374 |
| CASH FLOWS FROM (USED IN) FINANCING ACTIVITIES | | -10.034.613 | -8.026.822 |
| Payments to Acquire Entity's Shares or Other Equity Instruments | 13 | | -8.026.822 |
| Proceeds from borrowings | 13 | -10.034.613 | |
| NET INCREASE (DECREASE) IN CASH AND CASH EQUIVALENTS BEFORE EFFECT OF EXCHANGE RATE CHANGES | | 8.183.661 | -12.880.833 |
| Net increase (decrease) in cash and cash equivalents | | 8.183.661 | -12.880.833 |
| CASH AND CASH EQUIVALENTS AT THE BEGINNING OF THE PERIOD | 4 | 1.886.173 | 13.937.616 |
| CASH AND CASH EQUIVALENTS AT THE END OF THE PERIOD | 4 | 10.069.834 | 1.056.783 |

| | | | | | | | | | | | | | | |
|--|--|--|------------|---------|--|----------|-----------|--|--|------------|-----------|------------|--|------------|
| | Increase (Decrease) through Treasury Share Transactions | | | | | | | | | | | | | |
| | Increase (Decrease) through Share-Based Payment Transactions | | | | | | | | | | | | | |
| | Acquisition or Disposal of a Subsidiary | | | | | | | | | | | | | |
| | Increase (decrease) through changes in ownership interests in subsidiaries that do not result in loss of control, equity | | | | | | | | | | | | | |
| | Transactions with noncontrolling shareholders | | | | | | | | | | | | | |
| | Increase through Other Contributions by Owners | | | | | | | | | | | | | |
| | Amount Removed from Reserve of Cash Flow Hedges and Included in Initial Cost or Other Carrying Amount of Non-Financial Asset (Liability) or Firm Commitment for which Fair Value Hedge Accounting is Applied | | | | | | | | | | | | | |
| | Amount Removed from Reserve of Change in Value of Time Value of Options and Included in Initial Cost or Other Carrying Amount of Non-Financial Asset (Liability) or Firm Commitment for which Fair Value Hedge Accounting is Applied | | | | | | | | | | | | | |
| | Amount Removed from Reserve of Change in Value of Forward Elements of Forward Contracts and Included in Initial Cost or Other Carrying Amount of Non-Financial Asset (Liability) or Firm Commitment for which Fair Value Hedge Accounting is Applied | | | | | | | | | | | | | |
| | Amount Removed from Reserve of Change in Value of Foreign Currency Basis Spreads and Included in Initial Cost or Other Carrying Amount of Non-Financial Asset (Liability) or Firm Commitment for which Fair Value Hedge Accounting is Applied | | | | | | | | | | | | | |
| | Increase (decrease) through other changes, equity | | | | | | | | | | | | | |
| | Equity at end of period | | 13,960,000 | 439,882 | | -219,912 | 1,197,109 | | | 17,047,970 | 4,947,920 | 37,372,969 | | 37,372,969 |