

November 3, 2025

Tupras

Net Profit Exceeded Market Expectations...

Osman Furkan Özdemir

Analist

oozdemir@sekeryatirim.com

Tupras announced a net profit of TL 12,162mn in 3Q25 based on inflation-adjusted (TMS-29) financial statements, exceeding the market median estimate of TL 10,931mn by 11% (3Q24: TL 10,322mn). Higher operating profitability, positive inventory valuation impact, strong product margins, and higher financial income contributed to the outperformance in bottom-line results.

In 3Q25, Tupras's net sales revenue decreased by 16% YoY to TL 220,666mn, yet came in 6% above the market median estimate of TL 207,985mn (3Q24: TL 261,553mn). The company achieved a capacity utilization rate of 100%, outperforming the global average. Production volume stood at 7.2mn tons, while sales volume reached 8.0mn tons in the same period. Domestic sales increased by 4% YoY in volume terms, mainly driven by a 15% rise in gasoline sales.

Tupras's EBITDA came in at TL 19,787mn in 3Q25, 3% above the market median estimate of TL 19,198mn (3Q24: TL 19,999mn). The EBITDA margin improved from 7.6% to 9.0% YoY, reflecting higher operating efficiency. In its investor presentation, the company also reported an adjusted EBITDA of TL 20,543mn, excluding the impact of FX differences on trade receivables and payables, in line with international reporting practices. Strong product margins, narrower crude spreads, positive inventory effects, and relatively stable energy costs were the main factors supporting quarterly profitability.

Operational developments... In the global oil market, demand for middle distillate products continued to increase in 3Q25. Robust consumption in the industrial and transportation sectors, along with seasonally high inventory levels, pushed middle distillate product margins to USD 23/bbl. In Turkey, fuel demand increased YoY, with gasoline up 16.9% and jet fuel up 12.1%. HSFO (High Sulphur Fuel Oil) product margins remained high due to supply constraints, while geopolitical tensions and sanctions offset the OPEC+ production increase, leading to narrower crude price differentials. These dynamics enabled Tupras to fully benefit from the strong margin environment with full-capacity operations.

OUTPERFORM
TP: 237,80 TL
Previous TP: 237,80 TL
Upside: %20

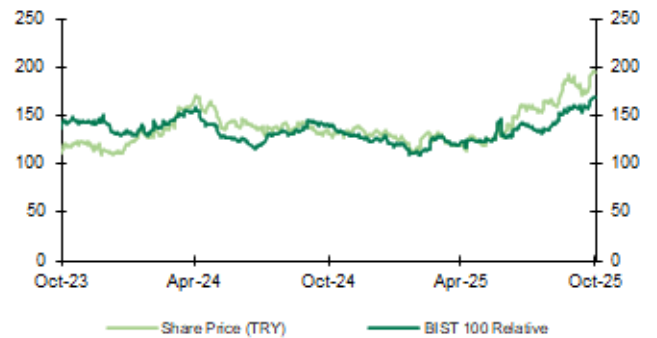
	TRY	US\$
Close	197,60	4,72
BIST 100	10.972	262
US\$/TRY (CB Bid Rate):	41,97	
52 Week High:	197,60	4,72
52 Week Low:	112,26	2,93
Bloomberg/Reuters Ticker:	TUPRS.TI /TUPRS.IS	

Number of Shares (Mn):	1.926,8	
	(TRY Mn)	(US\$ Mn)
Current Mcap:	380.735	9.088
Free Float Mcap:	186.560	4.453

	1 M	YOY	YTD
TRY Return (%):	6,0	50,3	53,2
US\$ Return (%):	4,9	22,7	28,8
BIST 100 Relative (%):	6,3	21,5	37,3
Avg. Daily Vol. (TRY Mn):	2.890,08		
Avg. Daily Vol. (US\$ Mn):	75,58		

Beta	0,78
Volatility (Stock)	0,31
Volatility (BIST 100)	0,25

Shareholder Structure	%
Enerji Yatırımları A.Ş.	46,40
Koç Holding A.Ş.	6,35
Companies Owned By Koc Family Members	0,47
Public Float	46,78
Total	100,00



Production and Product Mix: The white product yield improved to 81.5% in 3Q25 (3Q24: 79.5%), while middle distillate products accounted for 55% of total output. The share of diesel production rose to 36%, whereas the share of black products declined from 19% to 17%. Diesel imports decreased from 630k tons to 400k tons, while the need for jet fuel imports was completely eliminated as domestic production met local demand. Gasoline and intermediate product (ASRFO, HVGO) imports saw a limited increase. This indicates that Tupras further reduced external dependency by increasing domestic production and effectively responded to strong domestic demand conditions.

Net Debt and Working Capital: Tupras's net cash position rose to TL 74.4bn by the end of 3Q25. The company increased its net cash balance from USD 1.2bn in 2Q25 to USD 1.8bn during the quarter. Total cash assets stood at TL 117.1bn, the majority of which are denominated in foreign currency, providing a natural hedge against import-related FX liabilities. The Net Debt/EBITDA ratio improved to -1.3x, while the long debt maturity profile (TL 14.6bn due within 1 year; TL 15.8bn over 3 years) limits liquidity risk. The working capital position improved to TL -7.9bn, reflecting better inventory and receivables management. With a +USD 25.9mn net FX position, the company maintained a balanced currency exposure structure.

Company Guidance for 2025... The company made no revisions to its 2025 guidance. Tupras continues to target a net refining margin of USD 6-6.5/bbl, production of around 26mn tons, sales of 30mn tons, and a capacity utilization rate of 90-95% for the full year. As of 9M25, the net refining margin stood at USD 9.7/bbl, well above the guidance range, supported by strong middle distillate demand and low inventory levels. Capex reached USD 316mn in 9M25, accounting for 66% of the annual target (USD 480mn), mainly allocated to maintenance, energy efficiency, and sustainability projects.

Following the 3Q25 financial results, we maintain our 12-month target price at TL 237.80 per share. Our target implies a 20% upside potential over the last closing price, and we reiterate our "BUY" recommendation for Tupras shares.

Figure 1: Financials (Including IAS -29)

TRY Million	9M24	9M25	YoY	3Q24	3Q25	YoY
Revenues	798.874	598.344	-25,1%	261.553	220.666	-15,6%
Gross Profit	71.082	57.828	-18,6%	25.039	23.660,14	-5,5%
<i>Gross Profit Margin</i>	<i>8,9%</i>	<i>9,7%</i>		<i>9,6%</i>	<i>10,7%</i>	
EBIT	43.903	35.383	-19,4%	17.033	16.300	N.M.
<i>EBIT Margin</i>	<i>5,5%</i>	<i>5,9%</i>		<i>6,5%</i>	<i>7,4%</i>	
EBITDA	53.498	45.832	-14,3%	19.999	19.787	-1,1%
<i>EBITDA Margin</i>	<i>6,7%</i>	<i>7,7%</i>		<i>7,6%</i>	<i>9,0%</i>	
Net Profit	18.092	21.823	N.M	10.322	12.162	N.M.
<i>Net Profit Margin</i>	<i>2,3%</i>	<i>3,6%</i>		<i>3,9%</i>	<i>5,5%</i>	

Source: Finnet, Şeker Invest Research

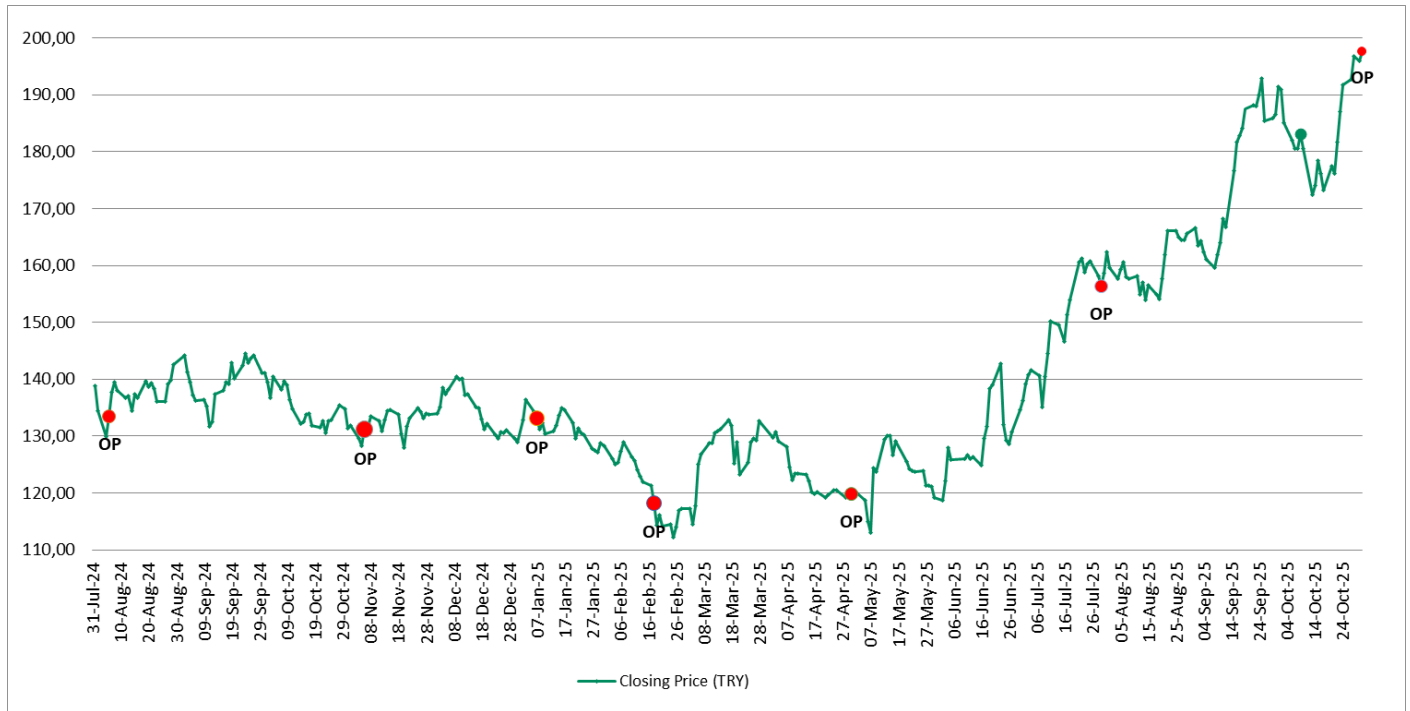
Figure 2: Key Financials (Including IAS-29)

BALANCE SHEET (TRY Mn)	2024/12K	2025/09K	Chg%
PP&E	283.673	285.545	1
Intangibles	7.639	9.373	23
Other Non-Current Assets	45.514	45.229	(1)
Trade Receivables	46.499	55.573	20
Cash&Equivalents	92.234	117.091	27
Other Current Assets	94.054	97.329	3
Total Assets	569.612	610.140	7
Long Term Debt	12.461	28.100	126
Other Non current liabilities	11.510	19.477	69
Short Term Debt	11.356	14.560	28
Trade Payables	130.297	126.009	(3)
Other Current Liabilities	44.947	73.539	64
Total Liabilities	210.572	261.685	24
Total Equity	359.041	348.455	(3)
Total Equity&Liabilities	569.612	610.140	7
INCOME STATEMENT (TRY Mn)	2024/09K	2025/09K	Chg%
Net Sales	798.874	598.344	(25)
COGS	727.791	540.516	(26)
Gross Profit/(Loss)	71.082	57.828	(19)
Operating Expenses	27.179	22.445	(17)
Operating Profit/(Loss)	37.062	29.904	(19)
Net Other Operational Gain/(Loss)	(6.841)	(5.479)	N.M.
Income/(Loss) from Investing Activities	(18)	(2)	N.M.
Financial Income/(Expense)	9.967	2.786	(72)
Monetary Gain/Loss	(16.793)	(2.551)	N.M.
Share of profit of equity accounted investments	1.094	1.110	2
Profit Before Tax (Loss)	31.312	31.247	(0)
Tax	12.826	9.240	(28)
Net Profit/(Loss)	18.485	22.007	19
Minority Interest	394	184	(53)
Parent Equity	18.092	21.823	20,6

TUPRS

Source: Finnet, Şeker Invest

Historical Recommendations and Target Price



Date	Recommendation	Target Price (TRY)
6-Aug-24	Outperform (OP)	238,46
6-Nov-24	Outperform (OP)	238,46
7-Jan-25	Outperform (OP)	230,64
18-Feb-25	Outperform (OP)	205,15
30-Apr-25	Outperform (OP)	192,27
29-Jul-25	Outperform (OP)	237,80
31-Oct-25	Outperform (OP)	237,80

Basis for 12m equity ratings

Outperform: The total return is expected to exceed the return of the BIST 100 by more than 10%.

Underperform: The total return is expected to fall below the return of the BIST 100 by more than 10%.

Market Perform: The total return is expected to be in line with the return of the BIST 100.

ŞEKER INVEST RESEARCH

Şeker Yatırım Menkul Değerler A.Ş.
 Büyükdere Cad. No:171 Metrocity
 A Blok Kat 4-5 34330 SİSLİ /İST
 TURKEY

TEL: +90 (212) 334 33 33
 Fax: +90 (212) 334 33 34
 E-mail: research@sekeryatirim.com
 Web: <http://www.sekeryatirim.com/english/index.aspx>

For additional information, please contact:

Research

Kadir Tezeller	Head	+90 (212) 334 33 81	ktezeller@sekeryatirim.com
Burak Demirbilek	Utilities, Pharmaceutical, Banks	+90 (212) 334 33 33-128	bdemirbilek@sekeryatirim.com
A. Can Tuğlu	Food & Bev., Retail, Auto, Aviation	+90 (212) 334 33 33-334	atuglu@sekeryatirim.com
Başak Kamber	Glass, Defense Industry, Telecoms, Cons. Dur.	+90 (212) 334 33 33-	bkamber@sekeryatirim.com
Yusuf Kemal Erdekli	Cement, Conglomerates, Real Estate	+90 (212) 334 33 33-115	yerdekli@sekeryatirim.com
M. Mucahid Yıldırım	Banks	+90 (212) 334 33 33-150	myildirim@sekeryatirim.com
O. Furkan Ozdemir	Iron & Steel, Oil & Gas	+90 (212) 334 33 33-245	oozdemir@sekeryatirim.com

Economy & Politics

Abdulkadir Dogan	Economist	+90 (212) 334 91 04	adogan@sekeryatirim.com
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Institutional Sales

Deniz Keskin	Trader	+90 (212) 334 33 36	dkeskin@sekeryatirim.com
M. Kerim Culum	Trader	+90 (212) 334 33 33-316	kculum@sekeryatirim.com.tr

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