Earnings Update
Automotive

February 10, 2026

Ford Otosan

Net profit exceeded expectations in 4Q25…

A. Can TUGLU
Equity Research Analyst
atuglu@sekeryatirim.com

According to inflation-adjusted financials (IAS-29), Ford Otosan (FROTO.TI; OP) reported a net profit of TRY 10,649mn in 4Q25, which was 16.8% above our estimate of TRY 9,120mn and 18.4% above the market consensus of TRY 8,993mn, representing a 29.8% YoY decline (4Q24: TRY 15,169mn).

- The improvement in gross profitability and the nearly 13% YoY decline in net financial expenses (4Q24: TRY -5,572mn; 4Q25: TRY -4,857mn) supported net income.
- Although tax expenses were recorded compared to 4Q24, the lower-than-expected tax expenses were the main driver behind the deviation in our net income forecast. However, lower net monetary gains (4Q24: TRY 6,277mn; 4Q25: TRY 2,414mn) and limited revenue growth due to a competitive pricing environment led to a roughly 30% YoY contraction in net income.

Ford Otosan's total sales volume rose by 4% YoY to 198,141 units in 4Q25 (4Q24: 190,334 units). Domestic volumes rose 4% YoY to 41,080 units (4Q24: 39,430), supported by demand pulled forward ahead of the SCT increase and intensive campaigns driven by price competition. However, domestic revenues declined 4% YoY to TRY 55,239mn due to competitive pricing and sales mix effects (4Q24: TRY 57,510mn). Export volumes also rose 4% YoY to 157,061 units (4Q24: 150,904). Supported by the EUR/TRY appreciation and higher export volumes, export revenues rose by 6% YoY to TRY 167,867mn (4Q24: TRY 158,404mn). As a result, the Company generated TRY 223,104mn in total revenues in 4Q25, slightly below our estimate of TRY 230,621mn and the market consensus of TRY 225,930mn (4Q24: TRY 215,913mn).

Ford Otosan reported EBITDA of TRY 13,765mn, up 20.8% YoY, broadly in line with our estimate of TRY 13,810mn and the consensus of TRY 13,221mn (4Q24: TRY 11,390mn). Gross profit increased 20% YoY, while the gross margin improved by 1.1pp to 8.3%. The EBITDA margin rose by 0.9pp YoY to 6.2%. Adjusted EBITDA increased 25% YoY to TRY 15,860mn (Seker: TRY 15,260mn; Market Avg.: TRY 14,617mn), with the adjusted EBITDA margin improving 1.2pp to 7.9%.

2026 expectations: Ford Otosan expects the domestic retail market to reach 1.3-1.4mn units in 2026, while forecasting domestic retail sales of 90-100k units. The Company guides for export volumes of 580-630k units (Romania: 190-210k; Türkiye: 390-420k). Total sales volume is projected at 670-730k units, while total production is expected to reach 690-740k units (Romania: 230-250k; Türkiye: 460-490k). Planned CapEx for 2026 is EUR 300-400mn (General investments: EUR 80-100mn; Product Related Investments: EUR 220-300mn). Ford Otosan also expects high single-digit revenue growth and an adjusted EBITDA margin of 7%-8% in 2026.

Given that 4Q25 financial results were broadly in line with expectations, with the 18.4% above earnings beat, we expect a slightly positive short-term market reaction, yet remain cautious on export volumes amid European macro headwinds. We slightly revise our target price upward to **TRY 149.30**, and maintain our **"OUTPERFORM"** recommendation, implying a 25% upside potential. We still appreciate its export structure; however, we note that macroeconomic challenges in Europe could continue to weigh on export volumes in line with guidance. We anticipate positive product mix and pricing discipline to contribute to both sales volume and profitability.

"OUTPERFORM"
TP: TRY 149.30
Previous: TRY 143.00
Upside Potential: 25%

	TRY	US$
Close	119,40	2,74
BIST 100	13.838	318
US$/TRY (CB Bid Rate):	43,49	
52 Week High:	119,40	2,74
52 Week Low:	75,21	1,93
Bloomberg/Reuters Ticker:	FROTO.TI / FROTO.IS	

Number of Shares (Mn):	3.509	
	(TRY Mn)	**(US$ Mn)**
Current Mcap :	418.987	9.635
Free Float Mcap:	75.418	1.733

	1 M	YOY	YTD
TRY Return (%):	21,3	40,2	28,9
US$ Return (%):	19,9	15,6	27,1
BIST 100 Relative (%):	6,9	0,8	4,9
Avg. Daily Vol. (TL Mn):	1.431,2		
Avg. Daily Vol. (US$ Mn):	35,4		

Beta (2 years, daily)	0,82
Volatility (Stock)	0,32
Volatility (BIST 100)	0,23

Shareholder Structure	%
Koc Holding	38,7
Ford Deutschland Holding Gmbh	41,0
Free Float	17,9
Others	2,4
Total	**100,0**

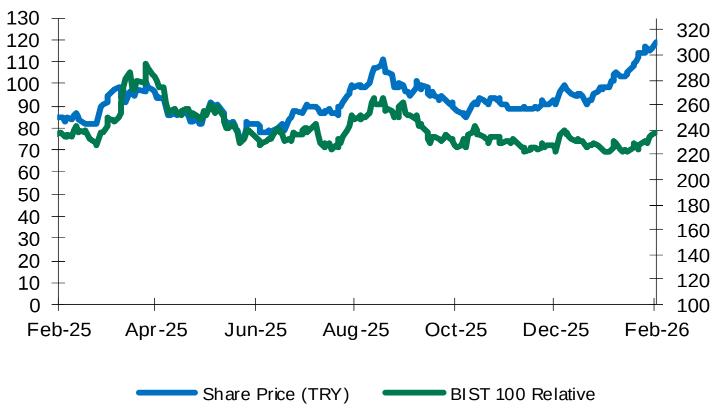


Table 1: High Level P&L

TRY Million	2024	2025	YoY	4Q24	4Q25	YoY
Revenues	**778.801**	**830.828**	**6,7%**	**215.913**	**223.104**	**3,3%**
Gross Profit	**71.473**	**69.384**	**-2,9%**	**15.465**	**18.510**	**19,7%**
Gross Profit Margin	*9,2%*	*8,4%*		*7,2%*	*8,3%*	
EBIT	**38.162**	**34.900**	**-8,5%**	**7.763**	**9.482**	**22,1%**
EBIT Margin	*4,9%*	*4,2%*		*3,6%*	*4,3%*	
EBITDA	**52.184**	**52.105**	**-0,2%**	**11.390**	**13.765**	**20,8%**
EBITDA Margin	*6,7%*	*6,3%*		*5,3%*	*6,2%*	
Net Profit	**50.869**	**33.986**	**-33,2%**	**15.169**	**10.649**	**-29,8%**
Net Profit Margin	*6,5%*	*4,1%*		*7,0%*	*4,8%*	

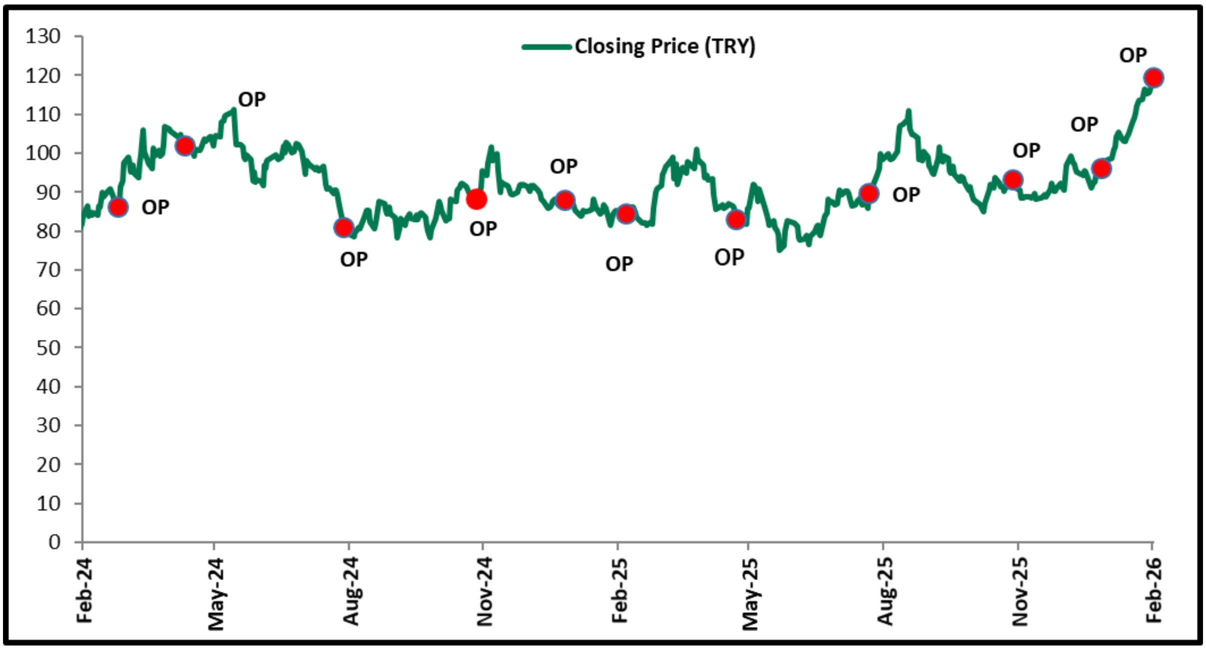
Source: Ford Otosan, Seker Invest - Research, Finnet, Audit Reports

Table 2: Summary Financial Statements

TRY mn	Inc. IAS-29		
	12M24	12M25	YoY %
Current Assets	**201.532**	**223.457**	***10,9%***
Cash & Cash Eq.	29.228	63.974	*118,9%*
Trade Receivables	89.303	88.853	*-0,5%*
Other Receivables due from Related Parties	3.778	4.354	*15,2%*
Inventories	57.576	49.331	*-14,3%*
Other Current Assets	21.647	16.945	*-21,7%*
Fixed Assets	**226.184**	**227.324**	***0,5%***
Financial Investments	731	674	*-7,8%*
Tangible Assets	127.334	137.163	*7,7%*
Intangible Assets	28.585	31.664	*10,8%*
Other Receivables due from Related Parties	22.436	21.483	*-4,2%*
Other Fixed Assets	47.097	36.341	*-22,8%*
TOTAL ASSETS	**427.716**	**450.780**	***5,4%***
Short-Term Liabilities	**161.522**	**180.624**	***11,8%***
Short - Term Financial Debt	58.715	63.345	*7,9%*
Trade Payables	86.584	102.458	*18,3%*
Other Short -Term Liabilities	16.224	14.821	*-8,6%*
Long-Term Liabilities	**115.375**	**114.136**	***-1,1%***
Long - Term Financial Debt	103.273	99.823	*-3,3%*
Other Long -Term Liabilities	12.103	14.313	*18,3%*
Shareholders' Equity	**150.818**	**156.021**	***3,4%***
TOTAL LIABILITIES & SHAREHOLDER EQUITY	**427.716**	**450.780**	***5,4%***

Source: Ford Otosan, Seker Invest - Research, Finnet, Audit Reports

Historical recommendations and target prices



Date	Recommendation	Target Price (TRY)
6-Mar-24	Outperform (OP)	132,00
22-May-24	Outperform (OP)	132,00
7-Aug-24	Outperform (OP)	132,00
6-Nov-24	Outperform (OP)	132,00
7-Jan-25	Outperform (OP)	149,10
17-Feb-25	Outperform (OP)	149,10
30-Apr-25	Outperform (OP)	143,00
31-Jul-25	Outperform (OP)	143,00
6-Nov-25	Outperform (OP)	143,00
9-Jan-26	Outperform (OP)	143,00
10-Feb-26	Outperform (OP)	149,30

Basis for 12m equity ratings

Outperform: The total return is expected to exceed the return of the BIST100 by more than 10%.
Underperform: The total return is expected to fall below the return of the BIST100 by more than 10%.
Market Perform: The total return is expected to be in line with the return of the BIST100.

ŞEKER INVEST RESEARCH

Seker Yatırım Menkul Değerler A.Ş.
Buyukdere Cad. No: 171 Metrocity
A Blok Kat 4-5 34330 SİSLİ /IST
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**	**+90 (212) 334 33 33-128**	bdemirbilek@sekeryatirim.com
Atasav Can Tuglu	**Retail, Automotive, Aviation, Beverages**	**+90 (212) 334 33 33-334**	atuglu@sekeryatirim.com.tr
Basak Kamber	**Glass, Pharm., Defense, Food, Telcos., Cons. Dur.**	**+90 (212) 334 33 33-245**	bkamber@sekeryatirim.com
M. Mucahid Yildirim	**Banking**	**+90 (212) 334 33 33-150**	myildirim@sekeryatirim.com
Yusuf Kemal Erdekli	**Cement, Conglomerates, Real Estate**	**+90 (212) 334 33 33-115**	yerdekli@sekeryatirim.com
O. Furkan Ozdemir	**Iron & Steel, Oil, Gas, & Derivatives**	**+90 (212) 334 33 33-245**	oozdemir@sekeryatirim.com

Economy & Politics

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

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

DISCLAIMER

I, **A. Can TUGLU***, hereby certify that the views expressed in this research accurately reflect my personal views about the subject securities and issuers. I also certify that no part of my compensation was, is or will be, directly or indirectly, related to the specific recommendations or views expressed in this report.*

This report has been prepared by the Seker Yatırım Menkul Değerler A.S. (Seker Invest, Inc.) Research Team. The information and opinions contained herein have been obtained from and are based upon public sources that Seker Invest considers to be reliable. No representation or warranty, express or implied, is made that such information is accurate or complete and should not be relied upon, as such. All estimates and opinions included in this report constitute our judgments as of the date of this report and are subject to change without notice. This report is for informational purposes only and is not intended as an offer or solicitation for the purchase or sale of a security. Investors must make their own investment decisions based on their specific investment objectives and financial position and using such independent advisors as they believe necessary. Seker Invest may, from time to time, have a long or short position in the securities mentioned in this report and may solicit, perform or have performed investment banking, underwriting or other services (including acting as adviser, manager, underwriter or lender) for any company referred to in this report and may, to the extent permitted by law, have acted upon or used the information contained herein, or the research or analysis upon which it is based, before its publication. This report is for the use of intended recipients and may not be reproduced in whole or in part or delivered or transmitted to any other person without the prior written consent of Seker Invest. By accepting this document you agree to be bound by the foregoing limitations.

Copyright © 2026 Seker Invest, Inc.