

Tofas

Better-than-expected financial results in 4Q25...

A. Can TUĞLU

Equity Research Analyst
atuglu@sekeryatirim.com

According to inflation accounting provisions (IAS-29), Tofas (TOASO.TI; OP) announced a net profit of TRY 5,296mn in 4Q25 (4Q24: TRY -158mn), standing 85.7% above the RT consensus average net profit expectation of TRY 2,852mn (Seker: TRY 3,337mn). The strong increase in revenues following the consolidation of Stellantis and robust operational profitability were the main factors supporting net income in 4Q25.

The Company printed a net sales revenue of TRY 121,703mn including the IAS-29 effect, up 235.3% YoY compared to 4Q24 (4Q24: TRY 36,296mn) (RT Cons.: TRY 120,946mn; Seker: TRY 122,901mn). Domestic sales volumes reached 112,484 units in 4Q25 (4Q24: 35,324 units; +218% YoY), supported by strong contributions from K0 Scudo sales and the Stellantis merger. Export volumes increased to 20,276 units (4Q24: 5,109 units; +297% YoY) driven by higher production of the K0 model. EBITDA rose by 1,532% YoY (including IAS 29 impact) to TRY 4,589mn (4Q24: TRY 281mn), exceeding expectations (Seker: TRY 3,242mn; Cons.: TRY 3,396mn). EBITDA margin improved by 3.0pp YoY, rising from 0.8% in 4Q24 to 3.8% in 4Q25.

2026 guidance: Tofas expects the domestic light vehicle market to reach 1.3-1.4mn units in 2026, while forecasting Tofaş-branded domestic retail sales of 350-370k units. The Company anticipates exports of 65-75k units. Planned CapEx for 2026 is projected at EUR 250mn, with total production volume expected to be 140-150k units. Tofaş guides for a PBT margin of 3%-4% in 2026, while maintaining its 2028 PBT margin target of 5%-7%

We view positively the Company's financial structure supported by take-or-pay agreements and the brand strength generated by FCA. Alongside the long-term contribution potential of the K0 model, we believe that the light commercial and Combi versions of the K9 model, planned to be launched in 3Q26 for Stellantis brands and to be produced on a multi-energy platform, represent a positive catalyst supporting Tofaş's operational outlook. Furthermore, the strong contribution of PSA-branded vehicles following the transfer of Stellantis Otomotiv shares, together with continued investments, may have a positive medium- to long-term impact on the Company's shares. On the other hand, as stated in the Company's 4Q25 presentation, we consider news flow regarding Fiat's planned F2X launch in 3Q26 and F2U launch in 4Q26 to be key developments to monitor going forward. Given the strong PBT and net income figures significantly exceeding expectations, we expect the market reaction to the announced 4Q25 results to be positive in the short to medium term. We revise up our target price to TRY 402.00, and maintain our "OUTPERFORM" recommendation.

"OUTPERFORM"

TP: TRY 402.00

Previous: TRY 338.50

Upside Potential: 27%

	TRY	US\$
Close	317,00	7,28
BIST 100	13.838	318
US\$/TRY (CB Bid Rate):	43,49	
52 Week High:	326,00	7,52
52 Week Low:	151,20	3,97
Bloomberg/Reuters Ticker:	TOASO.TI / TOASO.IS	

	500 (TRY Mn) (US\$ Mn)
Number of Shares (Mn):	
Current Mcap :	158.500 43,4878
Free Float Mcap:	38.040 874

	1 M	YOY	YTD
TRY Return (%):	14,9	59,2	28,3
US\$ Return (%):	13,6	31,2	26,6
BIST 100 Relative (%):	1,3	14,5	4,4
Avg. Daily Vol. (TL Mn):	1.416,7		
Avg. Daily Vol. (US\$ Mn):	35,5		

Beta (2 years, daily)	1,28
Volatility (Stock)	0,42
Volatility (BIST 100)	0,25

Shareholder Structure	%
Koc Holding	37,6
Fiat Auto S.p.A	37,9
Others	0,2
Free Float	24,3
Total	100,0



Table 1: High level P&L

TRY Million	2024	2025	YoY	4Q24	4Q25	YoY
Revenues	157.420	319.414	102,9%	36.296	121.703	235,3%
Gross Profit	17.503	20.627	17,9%	2.156	8.725	304,6%
<i>Gross Profit Margin</i>	<i>11,1%</i>	<i>6,5%</i>		<i>5,9%</i>	<i>7,2%</i>	
EBIT	4.032	2.517	-37,6%	-1.380	3.112	N.M.
<i>EBIT Margin</i>	<i>2,6%</i>	<i>0,8%</i>		<i>-3,8%</i>	<i>2,6%</i>	
EBITDA	12.147	9.998	-17,7%	281	4.589	1532,4%
<i>EBITDA Margin</i>	<i>7,7%</i>	<i>3,1%</i>		<i>0,8%</i>	<i>3,8%</i>	
Net Profit	6.834	8.354	22,2%	-158	5.296	N.M.
<i>Net Profit Margin</i>	<i>4,3%</i>	<i>2,6%</i>		<i>-0,4%</i>	<i>4,4%</i>	

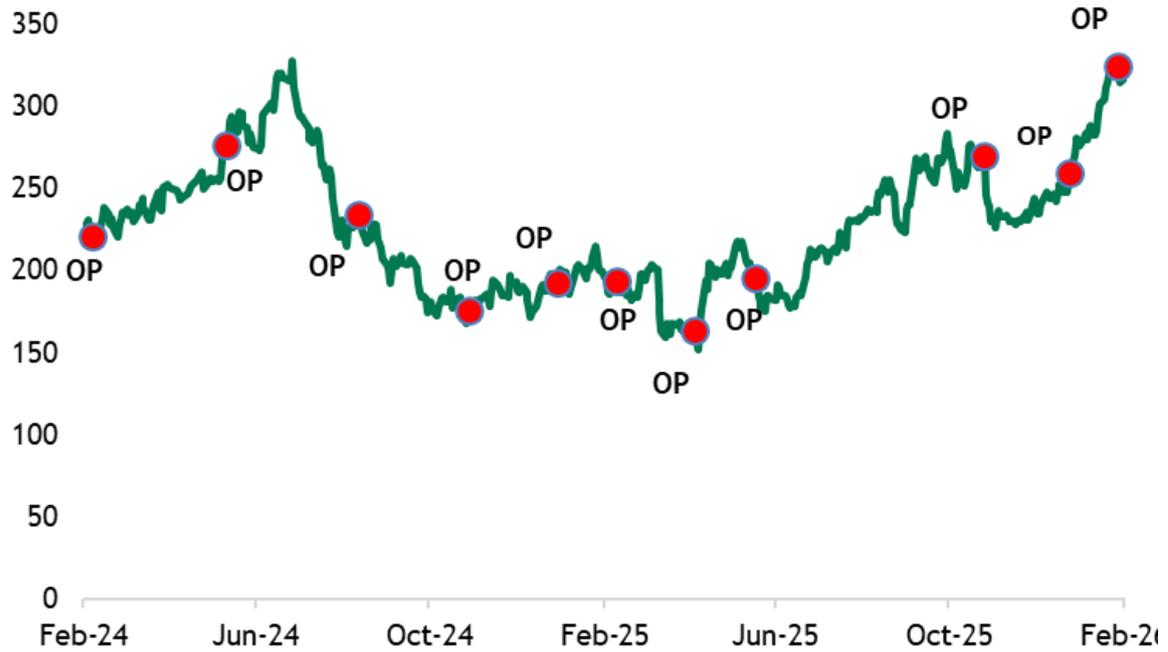
Source: Tofas, Seker Invest Research, Audit Reports

Table 2: Summary Financial Statements

	31.12.2025	31.12.2024	%
Current Assets			
Cash & Cash Equivalents	20.138	25.913	-22,3%
Inventories	16.856	11.389	48,0%
Trade Receivables	50.686	27.337	85,4%
Receivables from Finance Sector Operations	31.038	16.060	93,3%
Other Current Assets	1.675	3.312	-49,4%
Non-Current Assets			
Propoerty, Plant & Equipment	21.664	18.168	19,2%
Intangible Assets	12.295	5.449	125,6%
Receivables from Finance Sector Operations	8.829	6.037	46,2%
Other Non-Current Assets	10.343	7.440	39,0%
Total Assets	173.524	119.975	44,6%
Current Liabilities			
Short-Term Portion of Long-Term Borrowings	16.254	14.316	13,5%
Trade Payables	43.401	14.846	192,3%
Deferred Revenues	1.265	452	179,9%
Other Current Liabilities	13.546	5.095	165,9%
Non-Current Liabilities			
Long-Term Borrowings	37.415	22.204	68,5%
Long-Term Provisions	1.613	1.412	14,2%
Total Equity	60.031	61.652	-2,6%
Total Liabilities & Equity	173.524	119.975	44,6%

Source: Tofas, Seker Invest Research, Audit Reports

Table 3: Historical recommendations and target prices



Date	Recommendation	Target Price (TRY)
15-Feb-24	Outperform (OP)	387,00
22-May-24	Outperform (OP)	387,00
2-Aug-24	Outperform (OP)	387,00
5-Nov-24	Outperform (OP)	341,90
7-Jan-25	Outperform (OP)	299,40
13-Feb-25	Outperform (OP)	299,40
28-Apr-25	Outperform (OP)	284,70
29-Jul-25	Outperform (OP)	284,70
4-Nov-25	Outperform (OP)	284,70
9-Jan-26	Outperform (OP)	338,50
10-Feb-26	Outperform (OP)	402,00

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 Yatırım Menkul Değerler A.Ş.
Buyukdere 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	+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
Kerim Culum	Trader	+90 (212) 334 33 33-316	kculum@sekeryatirim.com

DISCLAIMER

I, A. Can TUĞLU, 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 Şeker Yatırım Menkul Değerler A.Ş. (Şeker Invest, Inc.) Research Team. The information and opinions contained herein have been obtained from and are based upon public sources that Şeker 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. Şeker 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 Şeker Invest. By accepting this document you agree to be bound by the foregoing limitations.

Copyright © 2026 Şeker Invest, Inc.