Cimsa

Resilient Financial Performance Supported by International Operations...

Yusuf Kemal Erdekli
Analyst
yerdekli@sekeryatirim.com

Çimsa has reported net income attributable to the parent company of TRY 1,773mn in 3Q26, based on its inflation-adjusted consolidated financial statements. Net income increased by 7.7% YoY, coming in slightly below our estimate of TRY 1,832mn and slightly above the market median estimate of TRY 1,713mn.

The increase in net income was supported by lower financing and tax expenses, as well as one-off gains. Net financing expenses declined by TRY 153mn YoY, while tax expenses decreased by TRY 161mn. However, the decline in net monetary position gains from TRY 1,098mn to TRY 527mn limited profitability.

In addition, the Company recorded a one-off gain of approximately TRY 470mn from the sale of a ready-mix concrete plant, while its Sabancı Holding shareholding had a negative impact of TRY 413mn. Accordingly, we consider that the increase in reported net income was primarily supported by non-operating items rather than an improvement in operating profitability.

Çimsa's domestic sales volumes declined by 10.9% YoY in 3Q26 due to persistently weak demand conditions, while international sales volumes increased by 13.3% YoY, supported by the contribution of its grey cement grinding facility in the US and higher white cement sales. As a result, total consolidated sales volumes increased by 1.0% YoY.

Net sales increased by 2.3% YoY in real terms to TRY 14,917mn, supported by higher sales volumes and favorable pricing conditions during the quarter, broadly in line with our estimate of TRY 14,903mn and the market median estimate of TRY 14,932mn.

On a segmental basis, cement revenues increased by 14.2%, while a 33.8% decline in ready-mix concrete revenues and an 11.5% decrease in building materials and packaging revenues limited consolidated revenue growth.

OUTPERFORM
TP: TRY 70.55
Previous TP: TRY 70.55
Upside: 87.5%

	TRY	US$
Close	37,62	0,76
BIST 100	11.152	225
US$/TRY (CB Bid Rate):	49,6732	
52 Week High:	59,00	1,31
52 Week Low:	37,44	0,76
Bloomberg/Reuters Ticker:	CIMSA.TI / CIMSA.IS	

Number of Shares (Mn):	945,59	
	(TRY Mn)	(US$ Mn)
Current Mcap :	35.573	718
Free Float Mcap:	12.806	258

	1 M	YOY	YTD
TRY Return (%):	-12,1	-14,8	-17,8
US$ Return (%):	-13,5	-28,0	-29,0
BIST 100 Relative (%):	1,7	-16,4	-17,0
Avg. Daily Vol. (TRY Mn):	431,10		
Avg. Daily Vol. (US$ Mn):	9,65		

Beta	0,93
Volatility (Stock)	0,66
Volatility (BIST 100)	0,71

Shareholder Structure	%
Hacı Ömer Sabancı Holding	54,54
Akçansa Çimento	8,98
Other	36,48
Total	**100,00**



EBITDA declined by 1.7% YoY to TRY 3,031mn in 3Q26, broadly in line with our estimate of TRY 3,040mn and the market median estimate of TRY 3,041mn. Higher petcoke prices amid geopolitical tensions increased production costs, while a 19.6% rise in operating expenses weighed on operating profitability. The gross profit margin contracted by 0.7pp YoY to 20.9%, while the EBITDA margin narrowed by 0.8pp to 20.3%. Nevertheless, high alternative fuel utilization rates partially mitigated cost pressures, supporting a 0.3pp YoY improvement in the 9M26 EBITDA margin to 17.8%.

On the balance sheet front, Çimsa's consolidated net debt declined from TRY 24,571mn at end-June to TRY 23,966mn at end-September, while its Net Debt/EBITDA ratio improved from 2.54x to 2.36x. Following the completion of major investment projects, the net CAPEX-to-sales ratio declined by 6.0pp YoY to 5.7% in 9M26, or 6.9% excluding the impact of the ready-mix concrete plant sale. Operating cash flow turned positive at TRY 704mn in 9M26, following a negative figure in 1H26, indicating a sequential improvement. However, operating cash flow remained significantly below the TRY 4,495mn recorded in the same period last year, while a TRY 3,385mn working capital outflow pointed to continued weakness in cash generation.

Overall, we expect Çimsa's 3Q26 financial results to have a neutral short-term impact on its share performance. Strong volume growth in international operations and favorable pricing conditions supported revenue growth during the quarter, while higher energy costs and operating expenses put pressure on operating margins. Nevertheless, we view the increasing contribution of international operations to growth, the mitigating impact of alternative fuel utilization on costs, and the normalization of capital expenditures positively. Despite the contribution of non-operating items to net income and relatively weak cash generation, we believe that lower net debt and improving leverage indicators support the Company's financial outlook. We maintain our positive medium- to long-term view on Çimsa, supported by the growth potential of its international operations and its strengthening balance sheet.

Accordingly, we maintain our 12-month target price of TRY 70.55/share and our "OUTPERFORM" recommendation, as our target price implies an upside potential of 87.5% based on the closing share price as of October 26, 2026.

Table 1: Summary Income Statement (including TAS 29 effects)

TRY Million	9M25	9M26	YoY	3Q25	3Q26	YoY
Revenues	**42.943**	**41.781**	**-2,7%**	**14.582**	**14.917**	**2,3%**
Gross Profit	**8.386**	**7.842**	**-6,5%**	**3.151**	**3.124**	**-0,8%**
Gross Profit Margin	*19,5%*	*18,8%*	*-0,8 pp*	*21,6%*	*20,9%*	*-0,7 pp*
EBIT	**4.202**	**3.618**	**-13,9%**	**1.989**	**1.735**	**-12,8%**
EBIT Margin	*9,8%*	*8,7%*	*-1,1 pp*	*13,6%*	*11,6%*	*-2,0 pp*
EBITDA	**7.530**	**7.457**	**-1,0%**	**3.083**	**3.031**	**-1,7%**
EBITDA Margin	*17,5%*	*17,8%*	*+0,3 pp*	*21,1%*	*20,3%*	*-0,8 pp*
Net Profit	**3.047**	**3.900**	**28,0%**	**1.646**	**1.773**	**7,7%**
Net Profit Margin	*7,1%*	*9,3%*	*+2,2 pp*	11,3%	*11,9%*	*+0,6 pp*

Source: *PDP, Finnet, Şeker Invest Research*

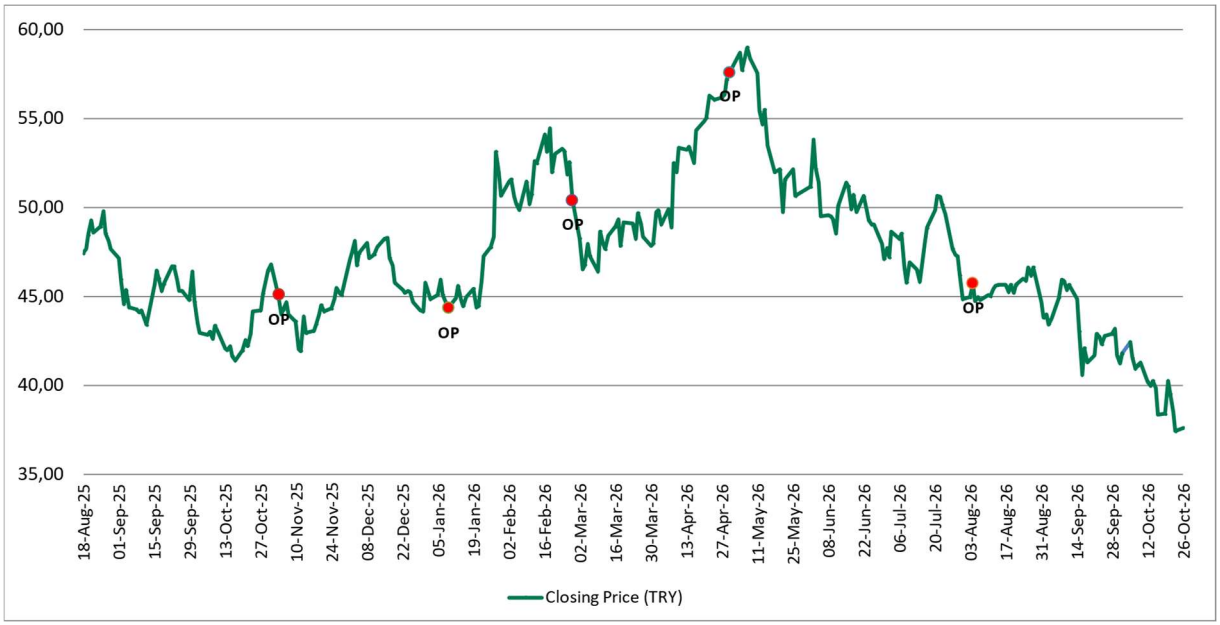
Table 2: Key Financial Tables (including TAS 29 effects)

BALANCE SHEET (TRY Mn)	2025/12	2026/09	Change %
PP&E	53.356	50.850	-4,7%
Intangibles	23.768	21.367	-10,1%
Other Non-Current Assets	6.919	6.578	-4,9%
Trade Receivables	9.724	10.404	7,0%
Cash&Equivalents	12.104	7.575	-37,4%
Other Current Assets	9.246	10.261	11,0%
Total Assets	**115.119**	**107.036**	**-7,0%**
Long Term Debt	27.036	19.698	-27,1%
Other Non current liabilities	5.901	4.023	-31,8%
Short Term Debt	5.088	7.137	40,3%
Trade Payables	10.631	10.352	-2,6%
Other current liabilities	12.444	14.110	13,4%
Total Liabilities	61.098	55.321	-9,5%
Total Equity	54.021	51.715	-4,3%
Total Equity&Liabilities	**115.119**	**107.036**	**-7,0%**

INCOME STATEMENT (TRY Mn)	2025/09	2026/09	Change %
Revenues	42.943	41.781	-2,7%
COGS	34.556	33.940	-1,8%
Gross Profit/(Loss)	8.386	7.842	-6,5%
Operating Expenses	4.184	4.223	0,9%
Operating Profit/(Loss)	4.202	3.618	-13,9%
Net Other Ope. Rev./(Exp.)	564	758	34,5%
Net Investing Activities Gain/(Loss)	-1.059	92	N.M.
Financial Income/(Expense)	-1.647	-1.269	N.M.
Gains (losses) on net monetary positions	2.378	2.613	9,9%
Profit Before Tax (Loss)	**4.438**	**5.812**	**31,0%**
Tax	-837	-1.128	N.M.
Net Profit (Loss)	**3.601**	**4.684**	**30,1%**
Minority Interest	554	785	41,7%
Majority Interest	**3.047**	**3.900**	**28,0%**

Source: *PDP, Finnet, Şeker Invest Research*

Figure 1: Historical Recommendations and Target Prices



Date	Rec	Target Price (TRY)
6-Aug-25	Outperform (OP)	63,00
3-Nov-25	Outperform (OP)	63,00
9-Jan-26	Outperform (OP)	68,00
27-Feb-26	Outperform (OP)	70,55
30-Apr-26	Outperform (OP)	70,55
4-Aug-26	Outperform (OP)	70,55

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.
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
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

DISCLAIMER

I, Yusuf Kemal Erdekli, 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 Şeker Yatırım Menkul Değerler A.Ş. (Şeker Invest, Inc.). 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.