
GLOBAL INVESTMENT HOLDINGS ANNOUNCEMENT

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SUBJECT : Global Investment Holdings H1 2018 Financials Results

Sailing through difficult times with record EBITDA...

Global Investment Holdings announces Consolidated Net Revenues of 459.6mn TL and an Operating EBITDA of 165.6mn TL in the first half of 2018, which indicates a very strong 31% and 46% growth compared to H1 2017, respectively.

Global Investment Holdings (“GIH” or the “Group”) reports consolidated revenues of 459.6mn TL for the six months of 2018, representing a robust growth of 31% compared to the same period last year; while announcing a consolidated operating EBITDA of 165.6mn TL, marking a notable 46% growth. Global Investment Holdings’ Chairman, Mehmet Kutman, stated that “We are pleased to report sustained solid operational and financial performance in all our business lines in 1H 2018, which resulted in record EBITDA. Nevertheless, given the recent change in macro sentiment, we are cautious about the second half of 2018. We decided to concentrate only on our cruise port assets internationally, while curbing further investments in other businesses including our biomass based power generation business. Our first power generation plants from biomass resources were commissioned on January 1st, 2018 with 17.2MW installed capacity in Aydın (12MW) and Urfa (5.2MW) with feed-in tariff at 13.3 dollar-cent/kWh. Capacity extension of Aydın plant (12MW) and the construction of Mardin plant (12MW) are in progress and planned to be subject to feed-in-tariff in 2019, leading to a total 41.2MW in biomass capacity. Additionally, a solar power plant in Mardin (9MW) is under construction and expected to start power generation by the end of Q3 2018 to be able to have the acceptance for YEKDEM in 2019. All in all, a total 50.2MW renewable installed capacity at 13.3 dollar-cent/kWh is expected to generate an EBITDA of c.USD14mn in 2019, and USD20mn in 2020.

GIH announced its financial results for H1 2018. Consolidated net revenues reached 459.6mn TL compared to 351.8mn TL last year, representing a strong increase of 31%. Most of business divisions under the Company contributed to this increase, with Ports, Power and the Real Estate divisions contributing the most.

In the first half of 2018, Operational Earnings Before Interest, Tax, Depreciation and Amortization (EBITDA) amounted to 165.6mn TL, compared to an EBITDA of 113.6mn TL in the same period last year, which represents a robust 46% growth.

On a divisional basis, the Group's Port Division's revenues reached 231.0mn TL in the first six months of 2018, up by a solid 28% yoy. Revenue growth was attributable to solid growth in both cruise and commercial segments. The 6.2% passenger number growth driven by the Spanish Ports coupled with growth in ancillary services revenues were the clear drivers of the revenue growth at our Cruise ports. On the commercial ports side, revenue growth was mainly driven by higher yielding project cargo along with container volume growth at Port of Adria, following the completion of the capex programme. Ports Division's revenues - which are mainly denominated in USD and EUR – further benefited from the depreciation of TL in value against those currencies during the period.

The Port Division's Operating Consolidated EBITDA was 147.3mn TL, up by a notably 26% yoy, delivering a 63.8% Consolidated EBITDA margin for the period. EBITDA growth was driven by both cruise and commercial segments. Cruise EBITDA growth was mainly attributable to the strong contribution from Singapore, an equity pick up port which does not contribute to revenue; as well as the solid performance at Spanish ports, thanks to the positive gearing impact of the higher PAX volumes and favorable turnaround passenger mix in the period. Likewise, the higher yielding project cargo effect, operational improvements, and a favorable currency environment in Turkey resulted in EBITDA improvement for Commercial division.

The Group's Gas Division distributed 59.1mn m³ of CNG (excluding spot gas sales) in H1 2018 as opposed to 61.7mn m³ in H1 2017. The reported revenues (excluding spot gas sales) increased by 15.4% yoy, reaching 88.4mn TL. The increase was mainly attributable to better pricing. Meanwhile, the Gas Division's operating EBITDA more than doubled yoy, reaching 10.3mn TL and translating into c.700bp improvement in EBITDA margin. Expiry of the 2 year contract for gas hedging, improved efficiency in cost management and better pricing supported the solid profitability improvement in the period.

The Power division includes co-generation and recently commenced bio-mass renewable power production, reported 37.7mn TL in revenues for H1 2018, almost tripling yoy thanks to the first time consolidation effect of biomass operations with 17.2MW installed capacity and feed-in tariff at 13.3 USc/Kwh coupled with expansion in installed capacity for co-generation business. Although EBITDA is already in positive territory in H1 2018, more contribution from bio-mass plants to EBITDA is expected through H2 2018, following a customary ramp-up period. Biomass based power plants are expected to work at optimum capacity starting from Q3.

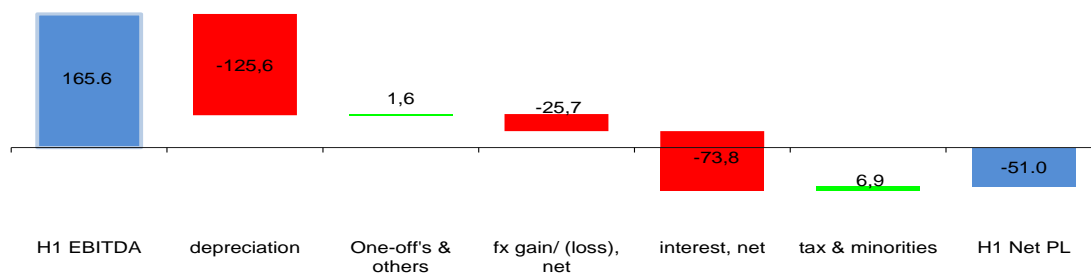
The Mining division realized 235,824 tons of product sales, indicating 21% yoy volume reduction in H1 2018, yet continued sales of high-quality products with growing volumes and realized 95,791 tons of processed material from its facilities, with a 64% yoy increase. The Mining Division reported revenues of 31.2mn TL, indicating a 16% increase, while operating EBITDA of 5.1mn TL indicating a more than 8 fold increase yoy. Strong operating performance despite of volume reduction in 2018, was mainly driven by the increase in sales volume of high-quality products over previous year.

Real Estate Division's revenues more than doubled YoY, reaching 34.7mn TL in the period, while operating EBITDA stood at 13.4mn TL, remarkably higher than 10.0mn TL in H1 2017. The strong operating performance was mainly attributable to higher revenue recognition in SkyCity office project, coupled with solid performance at Van Shopping Mall.

The Brokerage & Asset Management Division reported revenues of 23.6mn TL in H1 2018, indicating a strong 29% increase yoy, and an EBITDA of 1.0mn TL, compared to 0.2mn TL in H1 2017. Strong operational performance can be attributed to the increase in trading volumes, as well as effective cost management.

GIH reported a consolidated net loss of 51.0mn TL in H1 2018, compared to a net loss of 137.8mn TL in H1 2017. Despite higher revenue recognition along with EBITDA maximization, net loss stemmed from non-cash depreciation and foreign currency translation differences incurred on Group's long term borrowings. Depreciation and amortization charges increased from 97.5mn TL in H1 2017 to 125.6mn TL in H1 2018. Also, the Group has incurred 25.7mn TL net foreign exchange losses, compared to 8.2mn TL in the same period last year. Net interest expenses in H1 2018 were 73.8mn TL, lower compared to H1 2017 81.6mn TL, despite the weakness in TL against hard currencies. This is a result of improvement in Group's net indebtedness in particular at Holding solo level, following the IPO of the Port Business and subscription by Centricus.

Net Profit/(Loss) Breakdown H1 2018 (TL mn)



Commenting on the Group's liquidity position, CFO Kerem Eser stated that the Group has successfully managed a 120% rollover rate for local bonds matured during a shaky market environment post-election. He further stated that, that option is suspended for a while due to recent changes in macro sentiment; the Group's liquidity of 872.6mn TL including cash, cash equivalents and dedicated credit facilities would comfortably cover scheduled debt maturities for the remainder of 2018 and 2019, which are 365.5mn TL, and 316.6mn TL, respectively. He further stated that the Group is also very well positioned against fluctuations in the value of the local currency, where the Group's hard currency earning core assets contributed even more both to the revenues and consolidated equity.