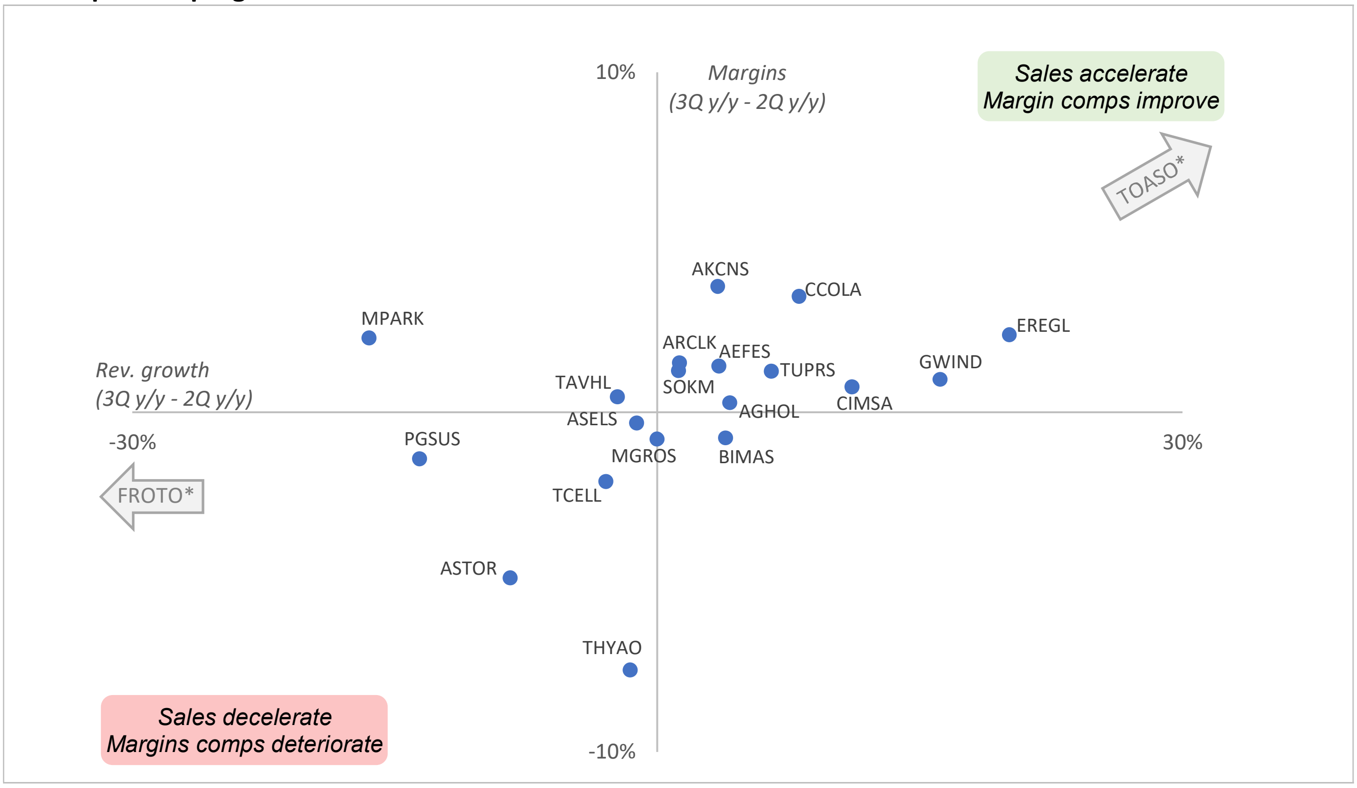
Turkish Industrials/Consumers: 3Q25 Preview

Some progress

20-Oct-2025

- We forecast a more favourable growth-vs-margin matrix in 3Qe results compared to 2Q. This could help companies hold on to their FY guidance even most of them saw their 1Hs lagging initial targets.
- We expect TUPRS, CCOLA, GWIND, EREGL and two cement companies under our coverage (AKCNS, CIMSA) to report positive operating momentum. Coming from a low base, ARCLK and SOKM are also likely to show some progress vs airlines probably reflecting lower yields. In our assessment of "momentum", we consider how much y/y revenue "growths" will speed up from 2Q to 3Q (instead of looking solo 3Q growth itself). Likewise, we focus on the pace of margin expansion (or contraction) in relative to what they were in 2Q.

Our sequential progress matrix



**We treat TOASO and FROTO as outliers for this quarter due to their phase-in/ phase-outs between 2Q and 3Q y/y. Source: Company Data, Tera Yatirim*

- EREGL's low revenues and EBITDA in 2Q creates a favourable base effect into 3Q momentum while TUPRS' higher benchmark crack margins have been evident from the daily product ratios.

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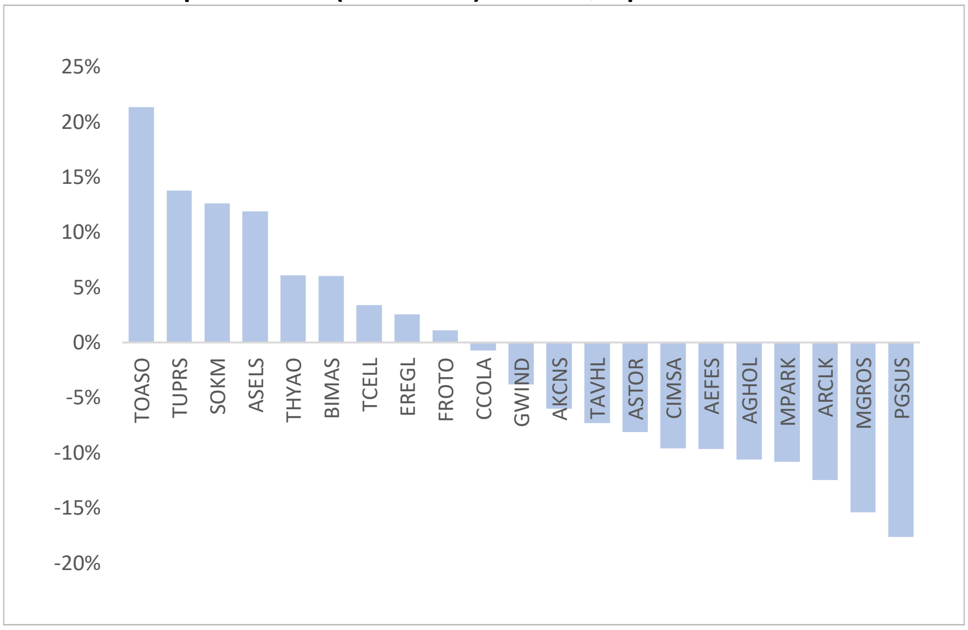
- TCELL appearing in the least favourable quadrant (lower-left) is partly because of its already strong 2Q KPIs. Otherwise, we are not concerned about a measured normalisation there.

- Airlines are likely to reflect their lower fares lately (PGSUS, THYAO). THY's recent consensus shows part of the lower margin expectations has been captured by analysts.

- We expect better margin comps y/y in 3Q vs in 2Q in MPARK; yet a slower pace of revenue growth due to softer traffic and weaker pricing with smaller tariff hikes. In ASTOR, our expectation of a slower pace of growth and margin is mainly driven by competition (pricing pressure), delays in TEIAS tender and in the new plant ramp-up, leaving the sales mix skewed towards low-margin distribution transformers for the time being.

- As per the shares' relative momentum since their 2Q-results; TUPRS shares have well reflected the positive margin indicators since June. In TOASO and ASELS, the share price momentum is more reliant on product orders or new mandates, instead of quarterly results, in our view. PGSUS and MGROS appears to have demonstrated their more cautious tone for 2He unit revenues during their 2Q-calls.

Relative share price return (vs BIST100) since 2Q-reports



Source: Tera Yatirim

- We summarise our headline previews as below. The pace of q/q inflation has reaccelerated in 3Q vs 2Q. This will hurt the visibility of the inflation adjusted net earnings through monetary gains (or losses).

- Some companies have skipped guidance revisions post-2Q. A better 3Q revenue/ margin trend might help them stick to their initial forecasts (or reduce them by lesser amount). However, assessing the first FY26 guidance would be more relevant at the time of 4Q-reports than looking back to the FY25 gaps.

Our previews

Sector	Company		Estimates 3Q24*	2Q25*	3Q25E	y/y real	Due	Remarks	Webcast	Guidance Risk* (est)
Food Retailers	BIMAS	Revenues	167,868	164,739	180,884	8%	10-Nov	We assume 8% floor space y/y and a similar 8% real revenues (vs 2Q:+9% floor vs +4% revs). 3Q was the first quarter of lighter traffic comps. Unfavourable gap between "processed food" and "headline" CPI narrowed by 1ppt in 3Q (positive for real-basket). We expect a positive seasonal impact on margins, though it has also been a function of payable terms in BIM lately (cash vs margins). Monetary gains are volatile YTD, a pick-up in inf q/q detrimental to margins, offset at monetary gains	13-Nov (est)	
		EBITDA	7,244	10,131	11,509	59%				
		EBITDA mgn	4.3%	6.1%	6.4%	*2.0%*				
		Net Inc	5,800	2,895	4,770	-18%				
	MGROS	Revenues	99,286	98,577	104,832	6%	06-Nov	We forecast +7% revenue growth (vs +6% in 2Q) with +4% floor expansion. Co had highlighted slightly better July following dismal June; yet the weaker tourism might have weighted on summer stores. High promotional activity likely continued (esp. in branded goods). No mid-year wage hike should be a margin-offset, plus positive seasonality. 2Q was higher imputed interest costs below-EBIT. We expect similarly high 3Q such interest. We assume slightly higher mon. gain for higher inf. index	07-Nov (est)	
		EBITDA	7,566	5,371	7,347	-3%				
		EBITDA mgn	7.6%	5.4%	7.0%	*-0.6%*				
		Net Inc	4,208	302	1,627	-61%				
	SOKM	Revenues	67,651	65,717	70,517	4%	05-Nov	We estimate real-revenue growth improved slightly from 3% in 2Q to +4% (y/y) as the weak-June behind us. Expect limited store expansion again, but average floor might be up a bit through conversions to Sok2.0. Sales mix is generally positive in 3Qs; which might lead to better margins q/q. Monetary gains are hard to guess, but a potential positive net income could be the first since 3Q24. Expect cash preference maintained. We do not expect a guidance revision.	06-Nov (est)	
		EBITDA	-510	715	2,148	521%				
		EBITDA mgn	-0.8%	1.1%	3.0%	*3.8%*				
		Net Inc	40	-370	473	1067%				
Beverages	AEFES	Revenues	82,902	69,225	68,374	-18%	05-Nov	With Russian-beer is deconsolidated, CCI and Turkey-beer operations drive the group revenues. Our sequentially positive growth and margin y/y comps forecast for CCI is a plus. We expect competition and weak tourism in Turkey to have a negative impact on beer. EBIT could to be offset by mid-year price hike in TUR. KAZ probably held up well, yet too small to make full-offset. Bottom-line visibility remains weak due to IFRS29. In our base-case we do not expect a reappraisal gain(loss) from Ru.	06-Nov (est)	
		EBITDA	17,497	13,249	14,230	-19%				
		EBITDA mgn	21.1%	19.1%	20.8%	*-0.3%*				
		Net Inc	7,465	4,370	5,017	-33%				
	CCOLA	Revenues	48,933	51,755	51,625	6%	04-Nov	Expect volumes accelerating from +5% y/y in 2Q to +11% (some recovery in PAK, TUR while others maintaining positive momentum UZB, KAZ, IRQ). A more positive FX-help to revs from KZT, UZS, IQD vs TRY y/y. Pre-season price hikes in Turkey might also have helped EBITDA margin recovering from -3.7ppt (1H) to +0.1ppt (3Qe). FY guidance looks into flattish-to-small neg EBIT mgn. Referring to light base of 4Q24 mgns, management might leave it unchanged.	05-Nov- (est)	
		EBITDA	9,815	9,610	10,387	6%				
		EBITDA mgn	20.1%	18.6%	20.1%	*0.1%*				
		Net Inc	6,895	5,430	6,343	-8%				
Durables	ARCLK	Revenues	140,480	130,471	126,046	-10%	24-Oct	Turkish market -5% Jul-Aug y/y. We assume some pricing sacrifice in summer in the domestic market. EU also remains competitive vs Africa, MENA better. Higher margin est q/q due to 1) a full EURUS$ impact in 3Q, 2) WHR restructuring. Small easing in financial interests. ND/EBITDA likely to improve at least through higher denominator. We expect FY guidance to reflect lower revenues in our 9Me.	24-Oct (est)	
		EBITDA	6,183	7,606	8,937	45%				
		EBITDA mgn	4.4%	5.8%	7.1%	*2.7%*				
		Net Inc	-6,667	-2,511	-467	93%				
Cement	AKCNS	Revenues	7,178	5,706	6,297	-12%	30-Oct (est)	Slight y/y volume growth (~2%) likely supported by stronger domestic sales, yet weak pricing pressures margins (EBITDA -31% y/y; -4.9ppt). Domestic prices trailed inflation, while export unit prices remained flat q/q in USD terms. Expect q/q margin recovery (3Qe 17.3%) on seasonality. Topline down ~12% real y/y. Receivable days may extend; inventories remain lean.	31 -Oct (est)	
		EBITDA	1,593	761	1,092	-31%				
		EBITDA mgn	22.2%	13.3%	17.3%	*-4.9%*				
		Net Inc	677	278	372	-45%				
	CIMSA	Revenues	7,902	11,713	11,941	51%	30-Oct (est)	We expect unit volumes to remain strong (+27% y/y), supported by an estimated +11ppt contribution from the Mannok acquisition. Real revenues are forecast to rise significantly (+51% y/y) due to the positive mix effect. Weak domestic pricing drives y/y margin contraction (-5.4ppt). Net income may be pressured by SAHOL mark-to-market losses (-TL266mn) and missing last year's tax incentives.	31 -Oct (est)	
		EBITDA	2,214	2,181	2,701	22%				
		EBITDA mgn	28.0%	18.6%	22.6%	*-5.4%*				
		Net Inc	1,551	771	985	-36%				
Autos	FROTO	Revenues	188,916	209,411	184,424	-2%	5-Nov	3Q-deliveries point to +2% y/y growth, less than +38% in 2Q as the ramp-up of new models enter base comps. Domestic sales lagged the strong end-demand given FROTO's LCV-mix and margin focus. Still,domestic sales might offset lower exports in guidance. This could be margin dilutive for the mix (also neg. scale impact of maintenance). We estimate lower net FX-loss than very high 2Q's TL-6bn. Net, we see ~EUR1250 PBT/unit vs 2Q: EUR750 including high mon. gain (1Q: EUR1408)	6-Nov (est)	
		EBITDA	12,955	13,551	11,559	-11%				
		EBITDA mgn	6.9%	6.5%	6.3%	*-0.6%*				
		Net Inc	11,413	6,569	8,149	-29%				
	TOASO	Revenues	28,588	74,651	88,666	210%	3-Nov	Pre-reported 3Q shipments indicate +1.9x units sold y/y over previous year's phase-out of old models. New Stellantis-brands will contribute for a full 3M (vs two months in 2Q). This might offset by weaker op. leverage from maintenance halt. We expect PBT margin (1.7%) lower than FY guidance (~3% as shared post-2Qs). Similar to FROTO, we see downside risk to export guidance, upside to domestic. We model pre-reported TL0.9bn real-estate gain, but rather for 4Qe.	4-Nov (est)	
		EBITDA	716	2,601	2,656	271%				
		EBITDA mgn	2.5%	3.5%	3.0%	*0.5%*				
		Net Inc	416	1,882	1,419	241%				

** for downside risk we see in FY guidance, for upside, for neutral. Source: Company Data, Tera Yatirim*

Our previews II

Sector	Company		Estimates 3Q24	2Q25	3Q25E	y/y real	Due	Remarks	Webcast	Guidance Risk* (est)
Telecoms	TCELL	Revenues	53,546	57,001	58,639	10%	Week of 3-Nov (est)	Topline growth supported by price adj. (mobile real ARPU est +7% y/y. We expect another solid EBITDA mgn of 43.1%, helped also by strong postpaid growth and cost discipline. 3Qs could point to YTD sales & margins above FY guide (7–9% topline, 41-42% EBITDA mgn). Yet we also consider weaker seasonality of 4Qs (wages & bonus provisions, marketing) and declining inflation. Rather than an outright margin upgrade, we expect Turkcell to point to the upper-end of the range.Excluding the high 3Q24 base from discontinued operations, we est. underlying earnings +14% y/y for 3Q25.	-	
		EBITDA	23,669	24,818	25,257	7%				
		EBITDA mgn	44.2%	43.5%	43.1%	*-1.1%*				
		Net Inc	19,035	4,516	5,839	-69%				
Aviation	PGSUS (EURm)	Revenues	1,092	877	1,106	1%	07-10 Nov (est)	Traffic data shows +17% y/y capacity for 3Q, which brings YTD to 16%, i.e. upper-end of FY guidance (14-16%). Loads improved from -1.1ppt y/y in 1H to -0.6 ppt in 9M. 3Q PAX growth (16%) was almost even between domestic and international (hence neutral-mix for ancillary). We remain cautious on unit-revenues as PGS guided its FY RASK could be Mid-Single Digit decline (MSD)vs 1H: +1% (also evident from Sep inflation breakdown). We expect a mild net FX-loss in 3Q vs EUR+43m in 2Q; hence a lower net-income y/y.	10-11 Nov (est)	
		EBITDA	437	244	398	-9%				
		EBITDA mgn	40.0%	27.8%	36.0%	*-4.0%*				
		Net Inc	295	117	202	-31%				
	THYAO (US$m)	Revenues	6,632	5,984	6,907	4%	07-Nov (pre-market)	3Q capacity (ASK) grew +8% y/y. Loads were +0.7ppt y/y (vs +0,6ppt in 1H). With these, 9M pax growth of 7% stands in-line with FY outlook(7-8%). Cargo yields likely remained weak (-14%). Following 2% and 6% revenue growths in 1Q and 2Q, we expect +4% in 3Q (i.e. YTD slightly below guidance: 6-8%) though, we do not expect a revision for slightly better 4Q. Lower yields, higher ex-fuel CASK (+6%) to lead to EBITDAR mgn contraction after flattish 1H. FX-hedges are hard to forecast yet expect y/y earnings drop.	07-Nov (est)	
		EBITDAR (co.)	2,334	1,536	2,007	-14%				
		EBITDAR mgn	35.2%	25.7%	29.1%	*-6%*				
		Net Inc	1,541	694	1,102	-29%				
	TAVHL (EURm)	Revenues	500	445	530	6%	23-Oct	9M25 pax +5% y/y (Int +4%, Dom +7%), supported by higher dom. ticket caps, end-summer promos. We expect stable commercial performance and supportive domestic pax momentum to drive a positive 3Q topline. New Ankara conc. fee effective May-25 (Int pax €20 vs old €16.5) to provides topline growth. +2ppts EBITDA mgn improv. y/y on higher comm. income mix, higher dom. prices & new commercial areas in Antalya. Guidance likely to be maintained. Lower FX-volatility; overall we expect a moderate earnings growth in 3Qe.		
		EBITDA	196	147	218	11%				
		EBITDA mgn	39.2%	32.9%	41.1%	*2.0%*				
		Net Inc	104	-6	107	3%				
Oil refining	TUPRS	Revenues	261,553	196,909	203,038	-22%	31-Oct	Product cracks were broadly positive in the heavyweight products of diesel and jet fuel (est. US$+6/bbl q/q, US$+4/bbl, respectively), probably partially offset by tighter crude-differentials. Still, we expect a decent net refining margin of US$7.8/bbl in 3Q up from US$5.3/bbl in 2Q (US$4.1/bbl in 1Q). Positive mark-ups overlapped with high utilisation months. We expect 2Q's FX-losses to largely sustain, net-interest income to ease (-). October product cracks hold up well so far; if sustained they might lead to a small guidance increase (not our base-case)	31-Oct (est)	
		EBITDA	19,999	14,932	19,718	-1%				
		EBITDA mgn	7.6%	7.6%	9.7%	*2.1%*				
		Net Inc	10,322	9,550	11,933	16%				
Utilities	GWIND	Revenues	823	650	950	15%	04-Nov (est)	We expect Galata Wind's 3Q generation to reach 288 GWh, up 37% y/y and 34% q/q, supported by high CUR (+5ppts) and 19% capacity growth. Spot prices fell 6% y/y to US$71/MWh, below FiT (Feed-in-Tariff, i.e. Yekdem) (US$73), with 30% of generation being under the FiT. We estimate net sales will increase+15% y/y, EBITDA +16% y/y (flat 71% margin), and net profit 78% y/y. FY25 guidance aligns with our 70% margin (prev. 72%, near lower-end) and 925 GWh (prev. 931).	05-Nov (est)	
		EBITDA	584	449	675	16%				
		EBITDA mgn	70.9%	69.1%	71.0%	*0.1%*				
		Net Inc	202	291	361	78%				
Healthcare	MPARK	Revenues	13,039	12,762	12,623	-3%	06-Nov	Turkish Physicians Assoc. (TTB) tariff uplift (20%) in July and recent cost-efficiency gains were key drivers of a potentially positive 3Q. The efficiency initiatives included areas such as staffing, kiosks-self-service kiosks and broader cost controls. MPARK's bed capacity accelerated to c.6,700+, which we expect to exceed 7,100+ following the completion of the pending Gaziosmanpasa H. acquisition. Our earnings contraction est. is largely due to last year's sizeable goodwill income.	7-Nov (est)	
		EBITDA	3,503	3,106	3,644	4%				
		EBITDA mgn	26.9%	24.3%	28.9%	*2.0%*				
		Net Inc	2,787	1,123	1,630	-42%				
Conglos	AGHOL	Revenues	190,234	182,149	186,841	-2%	07-Nov	Migros, Anadolu Efes (and indirectly CCOLA) continue to drive AGHOL's operating results, all of which report their results prior to holdco. Seasonally higher revenues and margins in these subsidiaries should filter through the consolidated EBIT. We think the equity loss from the Turkish automotive consortium (TOGG) probably remained at elevated levels following sizeable (TL-1bn) such losses in each of the past three quarters. We expect not much change in the consolidated net-debt which was EUR1.8bn as of 1H (solo EUR54m). Earnings visibility in multi-sector conglomerates is typically low.	10-Nov (est)	
		EBITDA	24,833	19,148	21,813	-12%				
		EBITDA mgn	13.1%	10.5%	11.7%	*-1.4%*				
		Net Inc	3,931	460	2,060	-48%				
	KCHOL	Revenues	-	-	-		06-Nov	We do not expect to read much from KCHOL's financial results since most of the NAV-drivers report results prior to holdco. That's except the inf. adjustments to Yapi Kredi financials - where the accelerated CPI in 3Q might increase the accounting delta. We expect investor interest to remain strong on solo holdco cash. Tupras' US$345m dividends on 30-Sep implies US$22m direct-flow (vs Koc's 2Q solo-cash of US$857m). We expect another indirect US$94m such flow (via EYAS) in 4Qe. Any potential feedback on the tourism/port investments would be relevant.	7-Nov (est)	
		EBITDA	-	-	-					
		EBITDA mgn	-	-	-					
		Net Inc	-4,908	8,313	9,191	287%				

** for downside risk we see in FY guidance, for upside, for neutral. Source: Company Data, Tera Yatirim*

Tera Yatirim Stock Ratings

Rating	Definition
OVERWEIGHT	The analyst expects that the stock will generate a return above that of the BIST-100 index over the next twelve months.
MARKETWEIGHT	The analyst expects that the stock will generate a return in line with that of the BIST-100 index over the next twelve months.
UNDERWEIGHT	The analyst expects that the stock will generate a return below that of the BIST-100 index over the next twelve months.