

Corporate Credit Rating

SHIPYARD SECTOR

[Modern Tankers, Military & Container Vessels]

		Long Term	Short Term	
International	Foreign Currency	BBB-	A-3	
	Local Currency	BBB-	A-3	
	Outlook	FC	Stable	Stable
		LC	Stable	Stable
National	Local Rating	BBB- (Trk)	A-3(Trk)	
	Outlook	Stable	Stable	
Sponsor Support		2	-	
Stand Alone		BC	-	
Sovereign*	Foreign Currency	BBB-	-	
	Local Currency	BBB-	-	
	Outlook	FC	Stable	-
		LC	Stable	-

Selah Makine ve Gemicilik Endüstri Ticaret A.Ş.			
Financial Data	2014*	2013*	2012*
Total Assets (000 USD)	139,089	111,675	116,038
Total Assets (000 TRY)	322,533	237,913	206,269
Equity (000 TRY)	103,051	97,948	95,110
Net Profit (000 TRY)	6,256	-18,397	614
Sales (000 TRY)	51,161	43,494	38,326
Net Profit Margin (%)	12.23	-42.30	1.60
ROAA (%)	2.04	-7.51	0.52
ROAE (%)	5.69	-33.87	208.00
Net Working Capital / T. Assets (%)	8.66	24.15	22.37
Debt Ratio (%)	68.05	58.83	53.89
Asset Growth Rate (%)	35.57	15.34	n.a

Company Overview

"Selah Makina ve Gemicilik Endüstri ve Ticaret A.Ş.", (hereinafter referred to as 'Selah', 'Selah Shipyard' and 'the Company'), one of the most known and experienced shipyards in Turkey, founded in 1976 by Selah Shipbuilding Industries, a group well-known since 1954 in Turkey's automotive and production sectors -builds and repairs a wide variety of ships, ranging from high technology military vessels to fishing boats through 2 shipyards in the Marmara Region and 1 shipyard located in the Mediterranean, totally covers 90k square meter and has four slipways.

The Company's products include modern tankers, multi-purpose dry cargo and container vessels, special-purpose military and commercial vessels, cement carriers, offshore support/supply vessels, fishing vessels, barges and pontoons up to 30,000 dwt.

The major qualifying shareholders of the Company's shares are Mr. Erkan Selah, Ms. Müzeyyen Selah held 39.62%, 33.86%, respectively as of December, 2014.

Strengths

Constraints

- Sustainability of sales revenues and market position based on domestically and promising increase in shipbuilding contracts despite shrinking demand in the world,
- Enjoying strong demand from private and military projects, plans to significantly build on its achievements and support the national industry,
- Diversified revenue streams and footsteps via new export market expansion and repairing-designing-building workshops,
- The maintenance of sound equity level, despite the doubled production capacity,
- Negligible doubtful receivables despite high level of trade receivables,
- Proven achievements in forming beneficial and collaborative partnerships locally and internationally thanks to its strong international brand identity through its 60 year background.

- Likely large movements in the foreign exchange and interest expenses due to high level of liabilities reducing the Company's headroom under the current financial position,
- Negative EBITDA generation-strongly pressured by relevant amounts of cost of sales and low rates of capacity utilization,
- Ongoing economic headwinds increasing funding costs, decrease in risk appetite of investors and downside risks to growth and pressure to be exerted on profit margins,
- Negative effects of the fluctuations in global real economic activity on the shipbuilding sector,
- The bureaucratic disputes stemming from operational risks,
- Improvement needed in corporate governance practices.

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