**JCR Eurasia Rating** "Global Knowledge Supported by Local Experience"

**Corporate Credit & Issue Rating** 

(	C NETL LOJI GRUI	Long Term	Short Term		
International	Foreign Currency		BBB-	A-3	
	Local Currency		BBB-	A-3	
		FC	Stable	Stable	
	Outlook	۱C	Stable	Stable	
	Issue Rating		n.a.	n.a.	
National	Local Rating		BBB+ (Trk)	A-2 (Trk)	
	Outlook		Stable	Stable	
	Issue Rating		BBB+ (Trk)	A-2 (Trk)	
Sponsor Support			2	-	
Stand Alone			В	-	
Sovereign*	Foreign Currency		BBB-	-	
	Local Currency		BBB-	-	
		FC	Stable	-	
	Outlook	LC	Stable	-	

Netlog Logistics Group									
Financial Data	2016*	2015*	2014*	2013*	2012*				
Total Assets (000 USD)	303,439	316,499	344,691	208,194	144,912				
Total Assets (000 TRY)	1,067,863	920,253	799,304	444,349	257,596				
Equity (000 TRY)	176,341	161,298	128,108	56,355	27,131				
Net Profit (000 TRY)	11,606	-18,027	16,213	-10,402	6,432				
Sales (000 TRY)	1,841,635	1,569,737	1,326,924	769,284	676,659				
Net Profit Margin (%)	0.63	-1.15	1.22	-1.35	0.95				
ROAA (%)	2.29	-1.54	3.49	-2.48	3.31				
ROAE (%)	13.51	-9.16	23.55	-20.85	30.43				
Equity / Total Assets (%)	16.51	17.53	16.03	12.68	10.53				
NWC/ T. Assets (%)	-12.92	2.27	-16.84	-24.26	-15.29				
Debt Ratio (%)	83.49	82.47	83.97	87.32	89.47				
Asset Growth Rate (%)	16.04	15.13	79.88	72.50	41.97				

TURKEY

**Logistics** 

# **Overview**

Netlog Lojistik Hizmetleri A.Ş. (the Company or the Netlog), established in 1981, is the parent company of the Netlog Logistics Group (the Group) which is one of the largest logistics service provider of Turkey. Through the acquisition and establishment of new companies, the Group expanded into a large integrated logistics service provider operating in the EMEA region.

The Group provides a wide range of logistic services including general logistics, temperature-controlled logistics, pharmaceuticals and healthcare operations, global fashion and lifestyle logistics, solutions for retailers and ecommerce companies and global freight forwarding through 3,200 vehicles and 70 warehouses covering 6 countries on three continents

The Board of the Netlog approved the sale of 21.06% of shares on 27 July -50 2017 to TurkLogistics B.V., which is established under the prominent private equity company, the Abraaj Group. The established partnership is expected to accelerate Netlog's business volume and operational coverage. Majority of the Netlog's shares were owned by the Çak Family.

## Constraints

- Meager pre-tax profit margin despite a rebound from previous year's negative returns
- Narrowed foreign trade of Turkey in line with the global figures putting pressure on the projected growth trajectory
- High tax burden on volatile gasoline prices limiting the Management's ability on cost management
- Exposure to foreign currencies affecting financial figures through reporting currency translations
- Tension in the neighborhood countries including Syria, Egypt and Russia
- Volatile and challenging market conditions stemming from global and domestic worries

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### abdurrahman.tutgac@jcrer.com.tr Equity / Total Assets (%) Net Profit Margin (%) 17.53 16.51 16.03 5.00 12.68 0.63 -1.15 0.00 -5.00 ROAA (%) ROAE (%)

2015 2016

2014

2013

\*Assigned by JCR Eurasia Rating, JCR-ER on July 19, 2016

Analyst: Abdurrahman TUTĞAÇ/+90 212 352 56 73

23.55 13.51 3.49 2.29 10.00 50 -1 54 -9.16 -20.8 0 0.00 -10.00 Debt Ratio (%) Net Working Cap. / 87.32 T. Assets (%) 90.00 83.97 83.49 82.47 50 2.27 14 84 12.92 0 80.00

# 267 Strengths

2015

2016

- Sound revenue growth and diversified income streams
- Balanced and mixed funding bundle
- Improved financial leverage and visible cash flow streams
- Share premium gained through partnership with prominent private equity group to reduce short term financial liabilities
- Unique capability to provide wide range of logistics services through multipurpose fleet, warehouses and business network
- Wide presence in EMEA region and access to a broader market through its business alliances
- Diversified customer base comprised of broad range of prominent domestic and international brands
- · Growing business potential of the logistics sector considering Turkey's crossroad position in the region

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