

Corporate Credit Rating

Foreign Trade (Export)

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

*Assigned by Japan Credit Rating Agency, JCR on August 28, 2015

Senior Analyst: Gökhan İYIGUN / +90 212 352 56 74
gokhan.iyigun@jcrer.com.tr

TGS Dış Ticaret A.Ş.				
Financial Data	2014*	2013*	2012*	2011*
Total Assets (000 USD)	222,001	320,684	301,306	197,123
Total Assets (000 TRY)	514,799	683,185	535,602	372,345
Total Assets (Adjusted) (000 TRY)	40,926	77,038	47,827	33,717
Equity (000 TRY)	21,980	20,697	20,952	3,840
Net Profit (000 TRY)	2,290	871	3,112	1,982
Principal Activity Revenue (000 TRY)	6,640	5,056	12,091	5,840
Net Profit Margin (%)	34.49	17.23	25.74	33.93
ROAA (%)	4.98	1.79	9.46	15.24
ROAE (%)	13.77	5.38	31.13	133.81
Equity / Total Assets (Adjusted) (%)	53.71	26.87	43.81	11.39
Net Working Cap. / T. Liabilities (%)	77.31	36.51	97.17	10.71
Leverage Ratio (%)	46.29	71.84	49.43	88.61
Asset Growth Rate (Adjusted) (%)	-46.88	61.07	41.85	n.a

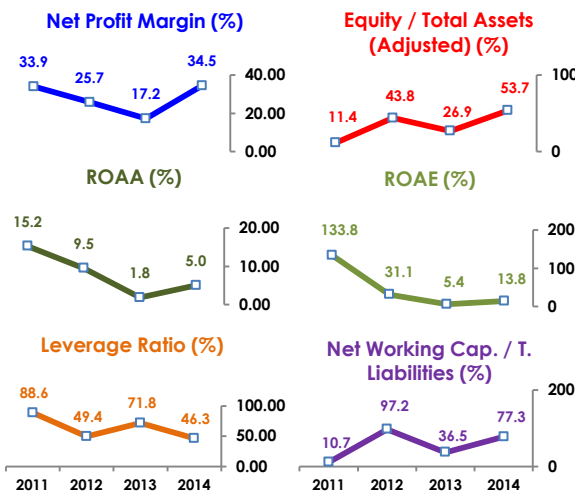
*End of year

Overview

TGS Dış Ticaret A.Ş. (hereafter, TGS or the Company) is one of 60 companies determined as a 'Foreign Trade Capital Company' (FTCC) by the Turkish Foreign Trade Undersecretaries in 2015. The Company was founded and commenced operations in 1999 under the statute of 'Sectoral Foreign Trade Company' (SFTC) and gained FTCC status, in 2004. The main activity of the Company is to intermediate as an 'agent exporter' with the status of 'class A certificated person' in the export of goods of manufacturers and suppliers. The Company shares have been publicly traded on the Borsa İstanbul (BIST) Second National Market since June 2012 under the code TGSAS and had a free-float rate of 39.66% as of 1H2015.

The Company listed at number 11 on the '2014 Largest Exporters Listing' of the Turkish Exporters Assembly (TIM) with a 2014 year-end export volume of USD 908mn. In addition, it maintained its leading position in the exports ranking of the 'ready-made clothing' sector achieved in 2012 by continuously improving export volume since 2009. Textile and textile products constitute 90% of the Company's export volume.

The Company carries out its activities through its headquarters, the Aegean Regional Office established recently in February 2015, and work force of 18 as of FYE 2014. The Company had a 99% stake in its subsidiary **TGS Kumaş Ürünleri Pazarlama A.Ş.** as of the report date.



Strengths

- High net working capital and liquid assets level relieving liquidity management and contributing positively to risk level
- High equity level and low debt ratio lowering the risk level and enabling room for future growth and to increase interest income through increasing pre-financing services
- Awarded upward trend in export volume achieved through the management approach of implementing best practices in the sector and the diversified services
- Relatively high levels of transparency and compliance with corporate governance principles due to its status as a publicly traded company
- Relatively long operating history and the cofounder's experience in the textile sector that weights most in its export volume, contributing to market efficiency and recognition
- High corporate memory derived from consistent management team and resultant effective operational processes

Constraints

- High concentration of textile and apparel sectors in the Company's export volume together with their relatively high effects in case of sectors-specific positive or negative developments
- Sector specific issue of comparatively low revenue generation capacity due to the nature of activity based on commission and interest revenue together with low level of pre-financing services
- Sector wide issue of high dependence level of operating volume to export regime, relations between countries, changes and volatility in global and domestic economies which are all highly sensitive and volatile

Publication Date: September 02, 2015

"Global Knowledge supported by Local Experience"

Copyright © 2007 by JCR Eurasia Rating. 19 Mayıs Mah., 19 Mayıs Cad., Nova Baran Plaza No:4 Kat: 12 Şişli-İSTANBUL Telephone: +90.212.352.56.73 Fax: +90 (212) 352.56.75
Reproduction is prohibited except by permission. All rights reserved. All information has been obtained from sources JCR Eurasia Rating believes to be reliable. However, JCR Eurasia Rating does not guarantee the truth, accuracy and adequacy of this information. JCR Eurasia Rating ratings are objective and independent opinions as to the creditworthiness of a security and issuer and not to be considered a recommendation to buy, hold or sell any security or to issue a loan. This rating report has been composed within the methodologies registered with and certified by the SPK (CMB-Capital Markets Board of Turkey), BDDK (BRSA-Banking Regulation and Supervision Agency) and internationally accepted rating principles and guidelines but is not covered by NRSRO regulations. <http://www.jcrer.com.tr>

1. Rating Rationale

TGS Dış Ticaret A.Ş.'s rating grades are the culmination of a rating process that has taken into account all aspects of the Company's consolidated independent audit reports which involve the consolidated financial statements of the Company's one subsidiary, JCR Eurasia Rating's own studies and records, information and clarification provided by the Company itself and non-financial figures.

TGS Dış Ticaret A.Ş. intermediates the export of goods of manufacturers and suppliers and provides the services of collecting value added tax (VAT) return on behalf of its customers and pre-financing its customers against their export and VAT receivables. Accordingly, some of the items in the Company's financial statements include non-Company values arising from its export intermediary activities. As these non-Company values held a large share in the Company's balance sheet, adjustments were required and the adjusted financial statements taken into account in the ratio calculation and analysis.

In addition to the Company's financial indicators regarding equity structure, liquidity position, asset quality, indebtedness, efficiency, growth rates and expected support, the main shareholders' financial and non-financial positions, risk exposures, activity field, problems and expectations in the field of activity were also taken into consideration while determining the risk assessment of the long-term international local currency and foreign currency grades as well as national grades.

Prominent Rating Considerations are;

Relieved Liquidity Management and Lowered Risk Level through High Net Working Capital and Liquid Assets Level

The Company's adjusted assets had an almost fully current assets weighted dispersion with the share approximating 90%, mostly composed of liquid assets and advances to customers. Additionally, the current assets level of the Company continuously remained above the short-term liabilities level and exhibited an improving trend regarding spread over the years enabling positive net working capital, contributing to risk level and relieving liquidity management.

High Equity Level and Low Debt Ratio Contributing Positively to Risk Level and Enabling Room for Future Growth

The equity of the Company exhibited a steep increase in 2012 due to the IPO. Although the Company's equity stayed almost at the same levels and increased by 4.91% in the following two years, it stood at 53.71% as of FYE2014, representing a robust equity level enabling room for future growths. Accordingly, The Company's robust equity level meeting all the external liabilities with a 116.02% ratio considerably contributes to risk level. Moreover, the relatively

low 2014 year-end debt ratio of 46.29% holds the benefits of low leverage at the disposal for future growth.

High Corporate Memory Derived from Consistent Management Team Leading to Effective Operational Processes

The Company had a comparatively high corporate memory enabling the understanding and adaption of business and its objectives and the behavior and attitudes through a low staff turnover level and a consistent and harmonious management team working together since 2009, contributing positively to efficiency in operating processes through relatively high levels of organizational integration and administrative support.

Awarded Upward Trend in Export Volume Achieved through Management Approach of Implementing Best Practices in the Sector

The Company's export volume exhibited a robust improving trend since 2009, despite a decrease in the last year, and increased to USD 908mn in 2014 from USD 240mn in 2008. Accordingly, the Company ranked 10th with the export volume of USD 1.14bn in 2013 and 11th with USD 908mn in 2014. The Company with its export volume concentrated mostly (approximately 80%) in the 'ready-made clothing' sector ranked 1st on the list of TIM's largest exporters regarding this sector over the last three years. The leather and leather products sector made up the second largest field among company activities and the Company ranked 2nd in this sector. Accordingly, besides the above stated rewards the Company was awarded the 'platinum certificate of achievement' of two exporters' association, the Istanbul Ready-Made and Apparel Exporters Ass. (İHKİB) and Istanbul Textile and Raw Material Exporters Ass. (İTHİB). The management approach of implementing the best practices in the sector such as holding the 'A class certificated person' status, thus shortening the custom procedures, and payment to customer without delay on the collection day enables high customer satisfaction and loyalty. Moreover, the Company diversified its services to enhance its customer portfolio by providing raw materials to customers through its subsidiary, TGS Kumaş, against their export and VAT receivables and the pre-financing service of insured exports.

Relatively High Levels of Transparency and Compliance with Corporate Governance Principles

TGS Dış Ticaret A.Ş. is publicly traded on the Second National Market of Borsa Istanbul Stock Exchange (BIST). Accordingly, the Company had a relatively high transparency and compliance level with corporate governance principles through its website covering a separate investor relations heading with satisfactory information about the Company, its Board of Directors covering 2 independent members and the committees meeting all the requirements of the Corporate Governance regulations of the Capital Markets Board of Turkey.

Relatively Long Operating History together with Experience in the Textile Sector Contributing to Market Efficiency

The establishment of **TGS Dış Ticaret A.Ş.** dates back to before onset of Foreign Trade Capital Companies in 1999 and commenced operations with the legal status of 'Sectoral Foreign Trade Company'. Within the scope of new legislation which came into force in 2004, the Company gained the statue of 'Foreign Trading Capital Company', a company with priority to benefit from various government incentives, through its improving export volume and customer portfolio. Moreover, the cofounder of the Company had a long operating experience in the textile sector before the establishment of the Company. All the stated issues contribute positively to the Company's market efficiency and recognition as well as being a publicly traded company.

High Concentration of Textile and Apparel Sectors in the Company's Export Volume

The ready-made clothing and apparel sector holds an approximately 80% share in the Company's export volume, while adding the sectors of textile & raw material and leather & leather products approaches the ratio to 90%. This renders the Company's export volume sensitive to market changes in the stated sectors. Accordingly, sector-specific positive or negative developments would lead to major impacts on the Company's export volume.

Sector Specific Issue of Comparatively Low Revenue Generation Capacity

TGS Dış Ticaret A.Ş. intermediates the export of goods of manufacturers and suppliers and provides the services of collecting value added tax (VAT) return on behalf of its customers and pre-financing to its customers against their export and VAT receivables. Accordingly, the Company's principal activity revenues were composed of commissions of export intermediary activities, interests of pre-financing and domestic sales of its subsidiary. The subsidiary of the Company realised no revenue as of FYE2014 due to volatile market conditions. The Company's average commission rate was approximately 4% in 2014. Pre-financing services with a higher income generation capacity had a low share (4.02%) in the Company's year-end total assets. Consequently, the revenue generation capacity of the Company was restrained by the above stated issues. On the other hand, to increase the share of sectors with 18% rate of VAT is among the objectives of the Company's management as they would generate higher commission income and need for more pre-financing.

With respect to the above mentioned factors and high correlation of the Company's activity volume with Turkish export volume, JCR Eurasia Rating has assigned Long Term International Foreign Currency and Local Currency Ratings of '**BBB-**', the same as that of the sovereign ratings of the Republic of Turkey, and Long Term National Local Ratings of '**BBB+ (Trk)**' in JCR Eurasia Rating's notation system.

2. Outlook

JCR Eurasia Rating has assigned a '**Positive**' outlook on the National Long Term Rating perspectives of **TGS Dış Ticaret A.Ş.** due to the following factors: an August end operating volume approaching the 2014 year-end figures, an upward trend in the annual export volume in the last quarter of the year and deriving force impact of devalued TRY on Turkey's and particularly the Company's export volume.

Additionally, JCR Eurasia Rating has assigned a '**Stable**' outlook on the International Long and Short Term Local Currency Rating perspectives of TGS Dış Ticaret A.Ş., that of the Long Term Sovereign Rating Outlook of the Republic of Turkey.

The main driving forces that can call forth a revision in the current outlook status include Company related issues affecting its financial figures along with Turkey's sovereign rating which is highly responsive to domestic and foreign political and economic uncertainties, tensions and developments.

3. Sponsor Support & Stand Alone Assessment

Sponsor Support notes and risk assessments mainly reflect the financial and non-financial positions and assistance capability of the controlling shareholders, **TANRIVERDİ** family members, of the publicly listed TGS Dış Ticaret A.Ş.. It is considered that TANRIVERDİ Family members have the willingness to supply long term liquidity or equity within their financial capability when required, and that they have adequate experience to provide efficient operational support to the Company.

The Stand Alone grade has been constituted particularly with respect to the Company's long operating track record, continuously improving export volume, publicly listed shareholding structure leading to high transparency and compliance levels to corporate governance practices, steadily enhancing customer portfolio and experienced and qualified human resources. Moreover, the robust equity level, incentives and implementations provided at a system level to support the growth of Turkey's export volume together with effective association structures are the other factors taken into account both in the sponsor support and stand-alone assessments.

Under these assessments, JCR Eurasia Rating has assigned the Sponsor Support grade as '**2**' reflecting financial and non-financial states and expected support by the shareholders, and a Stand Alone grade of '**B**' with the opinion that TGS Dış Ticaret has reached the adequate level of experience and facilities to manage the incurred risks on its balance sheet without any assistance from its shareholders, on condition that it maintains its customer portfolio and efficiency in the market.

4. Company Profile

a) History & Activities

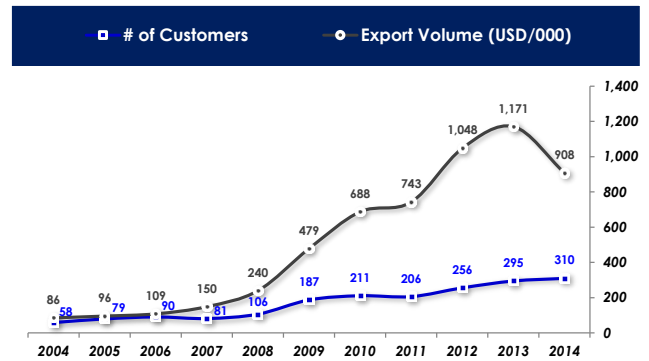
TGS Dış Ticaret A.Ş. was established in May 1999 under the name 'Trakya Tekstil Sanayicileri ve Dış Tic. A.Ş.'. The Company gained the legal status of 'Sectoral Foreign Trade Company' within the scope of the related communiqué in the same year. Following new legislation in 2004, the Company gained the status of 'Foreign Trading Capital Company', a company with priority to benefit from various government incentives, due to its improving export volume and customer portfolio. Tanrıverdi Yatırım Holding A.Ş. and its group companies became the majority shareholder of the Company in 2007. The Company changed its trade name to TGS Dış Ticaret A.Ş. in 2011 and 33.33% of its shares began to be publicly traded in Borsa İstanbul (BİST) Second National Market in 2012 mostly through the sale of Tanrıverdi Yatırım Holding A.Ş. shares. As of 1H2015, the Company shares had a 39.66% free-float rate that has increased by 10% 'bonus share' technique implemented in the initial public offering (IPO) and sales of shares held by some shareholders.

The company is one of 60 companies determined as FTCCs in 2015 by the Turkish Foreign Trade Undersecretaries. TGS intermediates the export of goods of manufacturers and suppliers acting as an 'agent exporter' with the statue of 'class A certificated person', a certificate that provides a certain ease of customs procedures. In addition, the Company realizes the collection of value added tax (VAT) return on behalf of its customers and provides pre-financing to its customers against their export and VAT receivables. The Company also provides raw materials to customers through its subsidiary, TGS Kumaş, against their export and VAT receivables. The Company began to provide pre-financing service of insured export in 2010 through cooperation with a factoring firm.

The collection of VAT returns is a demanding and costly process for exporting companies. TGS collects the VAT returns on behalf of its customers in a shorter time and at a lower cost. The Company provides pre-financing services in two ways. The first method is the pre-financing of VAT returns and the second method is the down-payment for to export receivables. Moreover, the Company offers convenience in acquiring credit from Eximbank, especially for SMEs.

TGS usually exports to European Union countries with the highest share (25.34% as of FYE2014) to Germany. The Company located in the top rankings in the largest exporters list of the TIM since 2009 through the momentum captured in the transaction volume increase and was ranked 10th with the export volume of USD 1.14bn in 2013 and 11th with USD 908mn in 2014. With its export volume concentrated mostly (approximately 80%) in the 'ready-made clothing' sector, the Company ranked 1st on the TIM's largest exporters list in this

sector over the last three years. The leather and leather products sector made up the second largest field among company activities and the Company ranked 2nd in this sector. Textiles, ready-made clothing and leather sectors accounted for approximately 90% of the Company's export volume and held a five-year average of 3.11% in Turkey's export volume regarding textile and related sub-sectors. Accordingly, the Company was awarded with the 'platinum certificate of achievement' of two exporters' association, the Istanbul Ready-Made and Apparel Exporters Ass. (İHKİB) and the Istanbul Textile and Raw Material Exporters Ass. (İTHİB). The following table and graph provide information about the Company's export volume, number of customers and ranking within the exporters in Turkey over the years. By the end of August 2015, the Company's export volume approximated USD 700mn. The August-end value and the export volume trend increasing in the fourth quarter of the year prognosticate an achievable 2015 year-end target of USD 1.2bn.



Rankings of TGS in Turkish Exporters

Year	* Sector	Turkey
2005	8	80
2006	8	77
2007	7	64
2008	7	58
2009	3	19
2010	2	15
2011	2	16
2012	1	12
2013	1	10
2014	1	11

(*): Ready-made Clothing Sector
Source: TIM, TGS

b) Organization & Employees

The board of the Company consisted of 5 members, two independent, as of the report date. Within the scope of the relevant article of the Company's articles of association, 'A Group' shareholders have the privileges of proposing candidates. If the Board consists of five members, two are chosen from among candidates proposed by 'A Group' shareholders. In the case of the Board consisting of 'six to

seven' and 'eight to nine' members, the number of members chosen among 'A Group' shareholders' candidates will be three and four, respectively.

Board Members		
Name Surname	Title	Commities and Tasks
Ali TANRIVERDİ	Chairman	Early Detection of Risks / Member
Burak TANRIVERDİ	Vice Chairman	
Engin NUKAN	Member	Early Detection of Risks and Audit / Chairman Corporate Governance / Chairman Audit / Member
Mustafa ÖZÇINAR	Independent Member	
Adnan ÇETİNKAYA	Independent Member	

The Company's organizational chart consists of 8 departments (accounting, exportation, marketing, investor relations, VAT control, financing, staff & administrative affairs and Aegean Regional Office) reporting directly to the General Manager, General Coordinator and Coordinator of Financial and Administrative Affairs. The Company carries out its activities through its headquarters, the Aegean Regional Office established in February 2015, and a work force of 18 as of FYE 2014.

c) Shareholders, Subsidiaries & Affiliates

The following table provides the Company's 1Q2015 shareholding structure, paid-capital amounts and realized changes over the years. The Initial Public Offering (IPO) of the Company was realized in 2012 mostly through the sale of shares held by the Tanriverdi Group's holding company, Tanriverdi Yatırım Holding A.Ş., and increased its paid-capital to TRY 7mn from TRY 5mn by a portion of generated premium on issued shares. The Company's paid capital remained unchanged since 2012. As of the report date, the Company shares had a 39.66% free-float rate, an increase from the IPO figure of 33.61% through the use of the '10% bonus share' technique implemented to shareholders holding shares for at least three months and through the sales of shares held by the other shareholders. 40% of Company shares were classified as 'A Group' and the remaining 60% as 'B Group' shares. A and B group shares equally benefit from the dividend payments. Within the scope of the relevant articles of the Company's article of association, 'A group' shares have the privileges of proposing candidates to the Company Board and 15 voting right per each share in general assembly meetings.

TGS DİŞ TİCARET A.Ş. Shareholders Structure	Share Group and %									
	1Q2015		2014		2013		2012		2011	
	A	B	A	B	A	B	A	B	A	B
Tanriverdi Yatırım Holding A.Ş.	-	-	-	-	-	-	-	-	30.15	-
İnci Tekstil Ürünleri San. ve Tic. A.Ş.	-	-	-	-	-	-	-	-	20.55	-
Burak TANRIVERDİ	12.18	5.99	12.18	5.99	12.18	5.99	12.18	5.99	9.51	-
Çağla POLAT	4.95	3.30	4.95	3.30	4.95	3.30	4.95	3.30	9.00	-
Duruleks Emp. Baskı Tekst. San. ve Tic. Ltd. Şti.	-	-	-	-	-	-	-	-	7.20	-
Feza Meşruat San. ve Tic. Ltd. Şti.	2.69	1.79	2.69	1.79	2.69	1.79	2.69	1.79	6.73	-
İstanbul İntertrade Dış Tic. Ltd. Şti.	-	-	-	-	-	-	-	-	6.25	-
TGS Dış Ticaret A.Ş.	-	2.67	-	2.67	-	-	-	-	10.60	-
Ahmet AKCAN	3.40	-	3.40	-	3.40	0.87	3.40	0.87	0.01	-
İrfan ÖZORTAÇ	2.87	0.80	2.87	0.80	2.87	0.80	2.87	0.80	-	-
Sedat ÖZDEMİRÇİ	3.08	0.83	3.08	0.83	3.08	0.83	3.08	0.83	-	-
Çağlar ÇAĞ	2.71	0.73	2.71	0.73	2.71	0.73	2.71	0.73	-	-
Public	-	39.66	-	39.66	-	33.61	-	33.61	-	-
Other	8.12	4.23	8.12	4.23	8.12	12.08	8.12	12.08	-	-
TOTAL	40.00	60.00	40.00	60.00	40.00	60.00	40.00	60.00	100.00	-
Paid Capital (TRY/000)	3,000.00	4,500.00	3,000.00	4,500.00	3,000.00	4,500.00	3,000.00	4,500.00	-	-
Total Paid Capital (TRY/000)	7,500.00	-	7,500.00	-	7,500.00	-	7,500.00	-	5,000.00	-

Additionally, TGS Dış Ticaret A.Ş. holds a 99% stake in its subsidiary **TGS Kumaş Ürünleri Pazarlama A.Ş.**. The subsidiary was established on July 20, 2011 to supply raw material to manufacturer customers and to support the marketing activities of the Company. TGS Kumaş provides fabric and yarn to TGS Dış Ticaret's customers in favorable conditions against their VAT and export receivables without claiming checks or any other collateral. The following table provides the shareholding structure and main financial figures of the subsidiary.

Shareholders (%)	TGS Kumaş Ürünleri Pazarlama A.Ş.		
	2014	2013	2012
Ali TANRIVERDİ	0.20	0.20	0.20
Burak TANRIVERDİ	0.60	0.60	0.60
Çağla POLAT	0.20	0.20	0.20
TGS DİŞ TİCARET A.Ş.	99.00	99.00	99.00
TOTAL (%)	100.00	100.00	100.00
Paid Capital	500,000.00	500,000.00	500,000.00
Total Assets	3,041,328.67	1,443,857.11	2,073,883.98
Equity	66,470.36	410,626.55	554,646.17
Pre-tax Profit	-344,156.16	-143,865.55	42,304.06
Net Profit	0.00	591,384.90	3,467,227.34

d) Corporate Governance

TGS Dış Ticaret A.Ş. is publicly traded on the Second National Market of the Borsa İstanbul Stock Exchange (BIST). The Company's website had a separate investor relations heading and provides useful information about its activities and information regarding the Company profile and performance, organization chart, affiliates, corporate information, shareholding structure, board of directors, initial public offering (IPO), corporate governance reports, dividend, disclosure and remuneration policies, ethical rules, general assembly internal guideline and details (meeting record and attendance sheet), audit and annual reports, vision and mission statements as well as material disclosures disclosed through the Public Disclosure Platform.

The Company's Board of Directors consists of 5 members, 2 of which are independent. The members of the Board were elected for a maximum of 3 years in the Company's 2014 general assembly meeting. The board members' CVs are presented in the annual reports located under the heading of 'Investor Relations' on its website. The Company established all the sub-committees (audit, corporate governance and early detection of risk) required by the Corporate Governance regulations of the Capital Markets Board of Turkey. All the committees involve two independent members and their operating procedures and principles have been constituted in line with the legislative regulations. The Early Detection of Risk Committee meets a minimum of 6 times a year and others 4. The Corporate Governance Committee also fulfills the tasks of remuneration and nomination committees. Additionally, the Company has improved processes regarding public disclosure and essential

communication/coordination with capital market institutions and committed to monitoring regulatory requirements to take any necessary actions through establishment of the 'shareholder relations' unit.

As mentioned earlier, 40% of Company shares were classified as 'A Group' and the remaining 60% as 'B Group'. 'A' and 'B' group shares equally benefit from dividend payments. Within the scope of relevant articles of the Company's article of association, 'A group' shares have the privileges of proposing candidates to the Company Board and 15 voting right per each share in general assembly meetings. In addition, minority shareholders are not represented in the management and the 'cumulative voting' method is not applied in the Company. There is no limitation in the transfer of 'B' group shares. On the other hand, the transfer of 'A' group shares is subject to a limitation in such a way that 'A' group shares to be transferred are offered first to other 'A' group shareholders and then may be transferred to others if there is no buyer within three months.

The Company's dividend payment policy aims to disburse the distributable profit with a metered approach within the considerations of the responsibilities associated with being a publicly traded company and the shareholders should be able to benefit from annual profit. On the other hand, the Company realized no dividend payment following the TRY 1,125k in 2012.

A human resource policy has not been established due to the Company's operational structure and number of personnel (FYE2014: 18) required for the existing business. The Company has adopted an organizational structure that does not involve strict hierarchical rules and employees can directly contact top management and work intertwined with senior executives.

In the issue of corporate social responsibility, although the annual donations ceiling is specified in the General Assembly meetings, there were no donations over the last three years. A TRY 100k donation ceiling is set for 2015.

e) The Company Strategies, Budget and Debt Issue

The first priority objective of the Company is to improve its standing in the Turkish export volume through increasing the number of manufacturers or suppliers that it serves. Another is to improve sector diversification, particularly those gathered under the 'other' classification holding approximately a 10% share in the Company's export volume such as beverages, chemicals, plastics & rubber, wood, cement & glass, precious stones, metals, machinery, transport vehicles and optical instruments. Additionally, to increase the share of sectors with 18% rate of VAT is among the objectives of the Company's management as they would generate higher commission income and need for more pre-financing. The Company

projects a 2015 year-end export volume of USD 1.2bn and net profit figure of TRY 5mn which are perceived as achievable within the considerations of August export volume approximating to USD 700mn and increasing export transactions trend in the 4th quarter of the year.

The Company mainly funds its operations via equity and loans from financial institutions. The upcoming years' growths are expected to be financed through cash credit lines of TRY 13.23mn available as of May 2015 as well as projected debt instrument issuance ceiling of TRY 100mn with issue amount and terms to be determined depending on market conditions.

5. Sector Analysis and Operating Environment

Foreign Trade (Export)

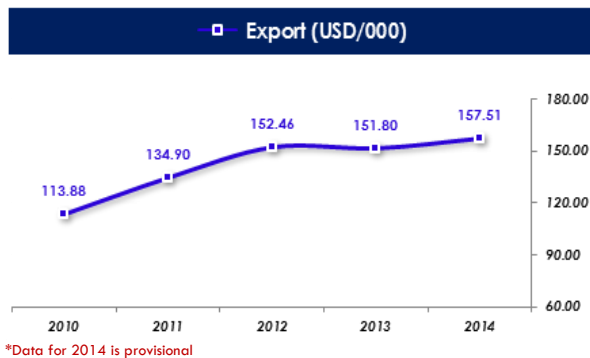
Exports are vital for national economic development through its contribution to the competitiveness of the national economy. Accordingly, many countries have adopted different models and forms of organizations in order to encourage export-oriented activities, emphasising mostly SMEs. Turkey organizes companies engaging in export activities into two main categories; "Sectoral Foreign Trade Companies" (SFTC) comprising small and medium sized companies operating under one organization for export purposes and "Foreign Trade Capital Companies" (FTCC) comprising larger firms. The FTCC model aims to encourage export activities of enterprises in the global market in order to specialize in foreign trade and present more efficient operations. The aim of this model is to increase a country's export competitiveness. This model emerged firstly in Japan, created by Japanese SMEs to expand foreign countries and increase export volumes. Neighbouring countries such as South Korea and Taiwan also began implementation, followed by other countries throughout the globe. A paid in capital of TRY 2mn and TRY 100mn export performance is required for companies operating as FTCCs. Furthermore, legislation regarding the legal basis for the establishment of trading companies was announced on December 8, 2004 in the official gazette in Turkey and was effectively applied as of 1 January, 2005.

Some of the benefits to the Foreign Trade Capital Companies are as follows:

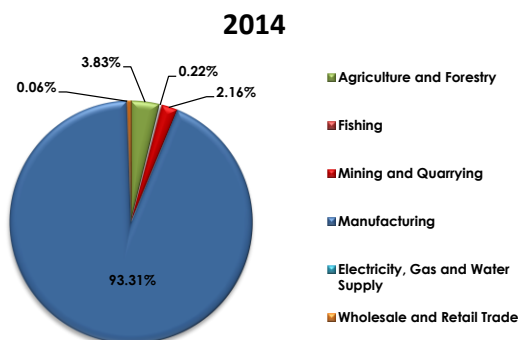
- Deferment – cancellation implementations for sales recorded as exports, despite not being manufacturers,
- 4% collateralization level to collect VAT returns arising from exports
- Ability to request VAT returns without customs declaration confirmation regarding VAT returns below TRY 4,000
- Ability to receive Eximbank credits without intermediary banks
- Exceptions for obtaining 'A class certificated person' status

- Priority to benefit from government incentives regarding exports
- Faster customs procedures through certificated person status

Turkey's export volume followed an increasing trend over the last five years. As of 2014, exports increased slightly by 3.82% to USD 157.61 bn compared to the previous year data. The growth of Turkey's export volume accelerated in the period following 2001 due to measures taken in the economy regarding economic crisis, domestic firms seeking to compensate the contraction in domestic demand through exports and the activation of FTCC model supporting export operations. Accordingly, Turkey's annual export volume increased from USD 22.77mn in 2000 to USD 157.51mn in 2014 and realised a fourteen-year cumulative growth of 467.55%. The table below exhibits Turkey's export volume over the last five years.

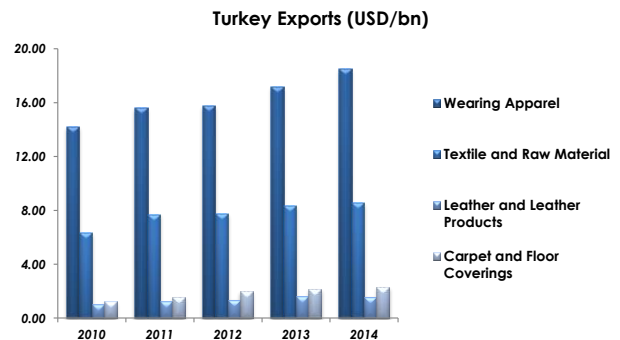


In addition, the chart below illustrates the sector distribution of Turkey's exports as of FYE2014. The manufacturing sector held the largest share with a rate of 93.31% and was followed by agriculture and forestry, mining and quarrying and fishing with shares of 3.83%, 2.16% and 0.22%, respectively.



Exports of textile and related sub-sectors are one of the main pillars of Turkey's manufacturing exports. In parallel with Turkey's increasing export volume, wearing apparel exports increased to USD 18.5bn and textile and raw material to USD 8.54mn in 2014 with the 11.73% and 5.41% shares in

Turkey's total export volume, respectively. The graphs below show textile and related sub-sectors exports by years;



Global textile and apparel exports reached USD 268.10bn and 487.50bn, respectively, as of FYE2013. China was the leading exporter of textiles, textile raw materials and apparel, followed by the EU, the USA, India, South Korea and Taiwan. Turkey was the 7th largest textile and raw materials exporter with exports of USD 8.40bn. Moreover, Turkey holds a 3.1% share of total global textile exports. On the other hand, Turkey was ranked 6th in apparel exports at USD 17.15bn and a 3.5% share of world apparel exports.

As of FYE2014, Turkey's textile and raw material exports increased slightly by 2% to USD 8.53bn compared to the previous year data and accounted for a 5.4% share in Turkey's total exports. Apparel exports increased 7.9% to USD 18.49 bn and comprised 11.7% of the country's total exports. The table below provides information regarding Turkey's textile and related sub-sectors exports;

Turkey's Textile and Related Sub-Sector Exports (USD)			
	2013	2014	Change (%)
Textile and Raw Material	8,367,973,140	8,538,829,180	2.00
Shares in total export	5.51%	5.41%	
Wearing Apparel	17,150,270,228	18,499,643,985	7.90
Shares in total export	11.30%	11.73%	
Leather and Leather Products	1,626,218,685	1,613,021,768	-0.81
Shares in total export	1.07%	1.02%	
Carpets and Floor Coverings	2,187,814,206	2,348,407,078	7.34
	1.44%	1.49%	

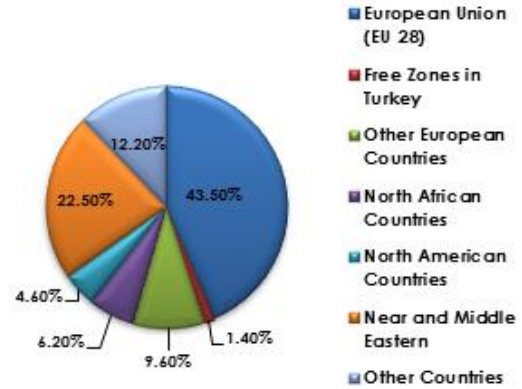
According to data from the Turkish Statistical Institute, the largest export volume of USD 82.04bn with a 52.05% share in Turkey's total export volume as of FYE2014, was originated from Istanbul. This was followed by Izmir, Bursa, Kocaeli and Ankara with values of USD 9.61bn, 9.30bn, 8.89bn and 8.10bn, respectively. The table below demonstrates Turkey's export by top 10 provinces;

Exports by top 10 provinces (USD/000)	
Istanbul	82,047,960
Izmir	9,615,988
Bursa	9,308,257
Kocaeli	8,897,257
Ankara	8,102,722
Gaziantep	6,658,802
Denizli	2,815,481
Sakarya	2,603,843
Hatay	2,115,434
Manisa	1,980,798

Germany is Turkey's largest export market, in the amount of USD 15.14bn at the end of 2014. Germany was followed by Iraq, the United Kingdom, Italy and France with values of USD 10.88bn, 9.90bn, 7.14bn and 6.46bn, respectively. The table below indicates Turkey's top 20 export markets according to 2014 data.

Exports by country and year (top 20 country in exports) (USD/000)					
	2014	2013	2012	2011	2010
Germany	15,147,423	13,702,577	13,124,375	13,950,825	11,479,066
Iraq	10,887,826	11,948,905	10,822,144	8,310,130	6,036,362
United Kingdom	9,903,172	8,785,124	8,693,599	8,151,430	7,235,861
Italy	7,141,071	6,718,355	6,373,080	7,851,480	6,505,277
France	6,464,243	6,376,704	6,198,536	6,805,821	6,054,499
USA	6,341,841	5,640,247	5,604,230	4,584,029	3,762,919
Russia	5,943,014	6,964,209	6,680,777	5,992,633	4,628,153
Spain	4,749,584	4,334,196	3,717,345	3,917,559	3,536,205
UAE	4,655,710	4,965,630	8,174,607	3,706,654	3,332,885
Iran	3,886,190	4,192,511	9,921,602	3,589,635	3,044,177
Netherlands	3,458,689	3,538,043	3,244,429	3,243,080	2,461,371
Egypt	3,297,538	3,200,362	3,679,195	2,759,311	2,250,577
Switzerland	3,207,526	1,014,523	2,124,525	1,484,320	2,056,860
Saudi Arabia	3,047,134	3,191,482	3,676,612	2,763,476	2,217,646
Romania	3,008,011	2,616,313	2,495,427	2,878,760	2,599,380
Israel	2,950,902	2,649,663	2,329,531	2,391,148	2,080,148
Belgium	2,939,108	2,573,804	2,359,575	2,451,030	1,960,441
Azerbaijan	2,874,608	2,960,371	2,584,671	2,063,996	1,550,479
China	2,861,052	3,600,865	2,833,255	2,466,316	2,269,175
Poland	2,401,689	2,058,857	1,853,700	1,758,252	1,504,280
Others	52,443,825	50,769,896	45,970,523	43,786,983	37,317,457
Total	157,610,158	151,802,637	152,461,737	134,906,868	113,883,219

According to the chart below, the European Union (EU 28) was the largest export market with a share of 43.50% in terms of regional distribution. The EU was followed by the Near and Middle East region with a rate of 22.50% as of FYE 2014. The chart below gives detailed information about the regional distribution of Turkey's exports.

2014


Additionally, sea transport plays a vital role in terms of Turkey's exports. As of FYE2014, sea transportation accounted for USD 86.30bn of exports. Road, air, other and rail transport accounted for exports worth USD 55.27bn, 14.10bn, 1.08bn and 0.92bn, respectively. The table below exhibits Turkey's export by transport way and year;

Exports by mode of transport (USD/000)						
	Sea	Rail	Road	Air	Other	Total
2010	57,784,065	990,802	45,948,708	7,684,769	1,474,875	113,883,219
2011	73,576,384	1,242,610	50,257,713	8,577,891	1,252,272	134,906,869
2012	77,983,403	1,017,753	50,440,156	21,781,595	1,238,830	152,461,737
2013	82,930,885	956,521	53,674,535	12,960,697	1,279,999	151,802,637
2014	86,304,496	922,776	55,270,960	14,103,312	1,008,613	157,610,158

The 2023 Turkey Export Strategy and Action Plan was prepared in coordination with the Ministry of Economy and was approved by the higher planning council and published in the official gazette no 28322 on June 13, 2012. The Ministry of Economy reported 2023 export projections of USD 500bn in export volume, a 1.5% share of total global exports, and a place in the top ten world economies.

Additional taxes on textile imports from foreign countries, particularly China, South Korea and India, implemented in July 2011 greatly benefited Turkish textile and textile apparel manufacturers. Additionally, rising labor costs and awareness regarding the protection of worker rights in the Far East, China in particular, and increasing textile demands of European Countries have created opportunities for Turkey's textile sector. Increasing investment incentives, high employment rate in the sector and use of advanced technology in the textile sector constitute the sector's strengths. Moreover, it must be noted that the lack of skilled labor, low quality of infrastructure in organized industrial zones, high labor turnover in the sector and insufficient marketing activities are the main restrictions the textile sector face.

Sources: Turkish Statistical Institute and Istanbul Textile and Apparel Exporters' Association

6. Financial Foundation

TGS Dış Ticaret A.Ş. intermediates the export of goods of manufacturers and suppliers and provides the services of collecting value added tax (VAT) returns on behalf of its customers and pre-financing to its customers against their export and VAT receivables. Accordingly, some of the items in the Company's financial statements include non-Company values arising from its export intermediary activities. As these non-Company values held a large share in the Company's balance sheet, adjustments were made and the adjusted financial statements were taken into account in the ratio calculation and analysis.

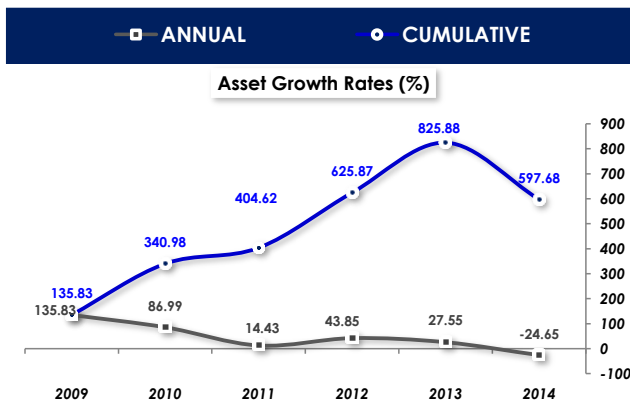
Balance sheet items subject to adjustment are trade receivables, other current assets, inventories, pre-paid expenses and trade payables. The Company's adjusted and un-adjusted balance sheet sizes regarding the last three years are as follows;

TGS Dış Ticaret A.Ş. Balance Sheet Sizes (TRY/000)					
Un-adjusted			Adjusted		
2014	2013	2012	2014	2013	2012
514,799.23	683,185.33	535,601.52	40,925.73	77,037.62	47,827.36

a) Financial Indicators & Performance

• Indices Relating to Size

The Company achieved its peak annual asset growth of 135.83% in 2009 based mainly on an approximately 125% increase in export volume. As a natural consequence of reaching a peak point in 2009, the Company's annual asset growths exhibited a decreasing trend despite export growth performances mostly exceeding the growths in the Turkey's textile and related sub-sectors exports. Although the Company realised a total assets contraction of 24.65% in 2014, it materialized a noteworthy cumulative growth performance of 597.68% since 2008.

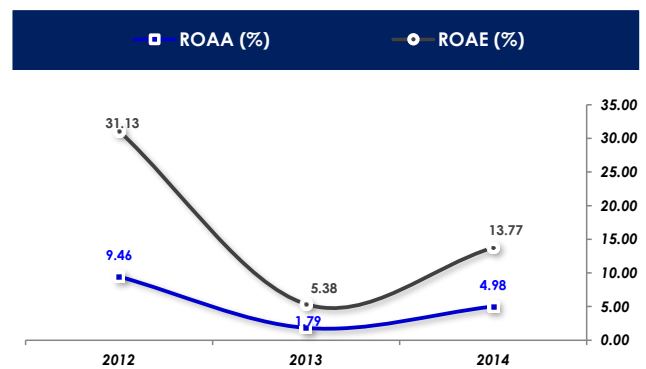


• Indices Relating to Profitability

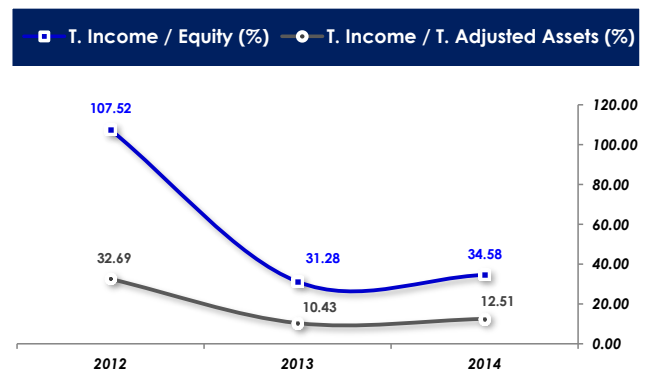
The Company's principal activity revenues were composed of the commissions of export intermediary activities, interests of pre-financing and domestic sales of its subsidiary. As stated

before, the adjusted asset sizes have been taken into account in the ratio calculation and analysis.

The Company's profitability indicators ROAA (pre-tax profit to average adjusted assets) and ROAE (pre-tax profit to average equity) decreased in 2013 due to a 70.98% decrease in pre-tax profit together with 53.13% and 67.99% increases derived from the positive contribution of IPO in the average adjusted assets and average equity, respectively. A 162.43% increase in pre-tax profit together with a slight (2.47%) increase in average equity and a 5.53% contraction in average adjusted asset culminated in improving profitability indicators in 2014.

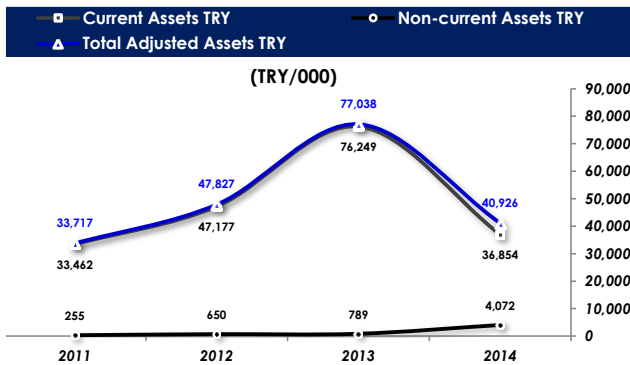


Additionally, the income generation capacities of the Company's annual average equity and adjusted total assets deteriorated in 2013 due to a 51.13% decrease in total income and the positive contribution of the IPO on average equity and adjusted assets. Following the IPO, both the ratios stood above the reference values and almost stabilized at 32% for average equity and 11% for average adjusted assets.

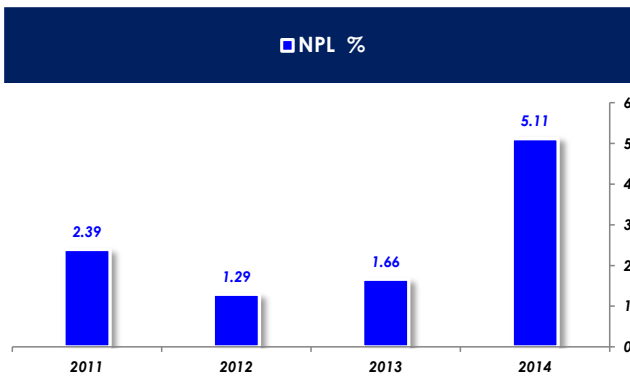


b) Asset Quality

In line with the nature of its activities, the Company's adjusted assets had an almost fully current assets weighted dispersion which was mostly composed of liquid assets and advances to customers, contributing to asset quality and liquidity management. The increase in non-current assets in 2014 derived from the purchase of the new headquarters.

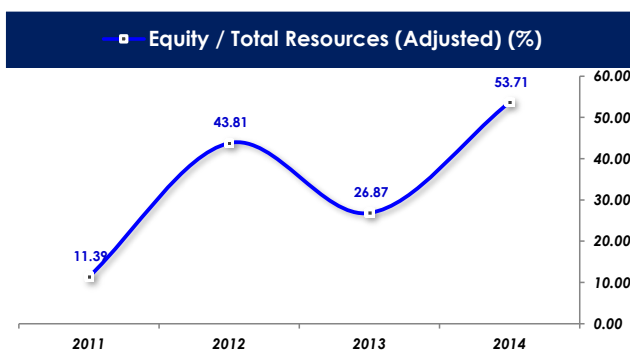


The Company's NPL ratio continuously stayed below the reference values over the review period, contributing to asset quality. On the other hand, a 148.01% increase in doubtful trade receivables from TRY 509k to TRY 1.26mn together with a 13.43% decrease in trade receivables resulted in an increase in NPL ratio in 2014, restraining asset quality.



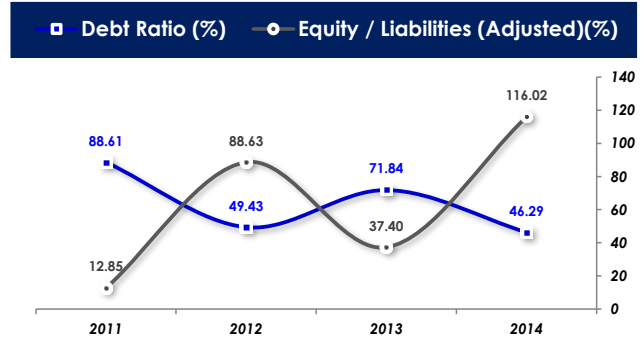
c) Funding & Adequacy of Capital

The equity of the Company exhibited a steep increase in 2012 due to the IPO. Although the Company's equity stayed almost at the same levels and increased by 4.91% in the following two years, the equity to total adjusted assets ratio exhibited a fluctuating pattern due to the comparatively high increase and contraction in adjusted assets in 2013 and 2014, respectively. The stated ratio stood at 53.71% as of FYE2014, representing a robust equity level enabling room for future growths.

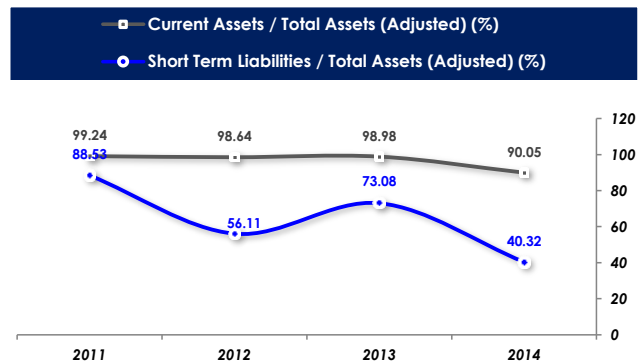


Accordingly, The Company's robust equity level met all external liabilities with the ratio of 116.02% and

considerably contributes to the risk level. Moreover, the relatively low 2014 year-end debt ratio of 46.29% holds the benefits of low leverage at the disposal for future growth.



Additionally, the current assets level of the Company continuously remained above the short-term liabilities level and exhibited an improving trend regarding spread over the years enabling positive net working capital, contributing to risk level and relieving liquidity management.



7. Risk Profiles & Management

As the Company's existing operating structure and core business is to act as an intermediary in exports of manufacturers and suppliers, there is no credit or foreign exchange risk exposure on the Company revenues. The Company signs an 'intermediary exporter' agreement with all its customers and all the payments to manufacturers or suppliers are conditional on realizing the collections from importers and receipt of the tax refund from the tax authorities. Thereby, payment risk is completely eliminated. Additionally, foreign exchange gains and losses are reflected on the customers. In this aspect, the Company has not developed a specific risk identification policy. On the other hand, as the requirement of being a publicly traded company, all the committees including audit and early detection of risk have been properly established.

The Company provides pre-financing and Eximbank credits to its customers against their VAT returns and export receivables. Accordingly, the interest rate risk is also reflected to customers. The problems faced in the collection from importers can lead to bad debts. Although the NPL ratio of the

Company stood at 5.11% as of FYE2014, advances to customers amounting to TRY 20.68mn constituted 4.02% of the total asset, reducing the adverse effect NPLs on asset quality. Moreover, the Company implemented a full provisioning policy for its doubtful receivables, contributing to asset quality. As the VAT returns are collected from the government, they are not subject to collection risk but delays may be experienced in the collection period.

Liquidity risk arises from shortfalls in meeting net funding requirements. Short-term financial liabilities and trade payables are the major components of the Company's liquidity risk. The Company had a current assets level of above 95% and its current assets size remained continuously higher than the short term liabilities during the assessment period, resulting in a positive net working capital. The Company manages its funding of actual and forecasted financial obligations by maintaining the availability of a sufficient number of high quality loan providers. As of May 2015, credit lines worth TRY 45.8mn, of which 37.53% (TRY 17.19mn) consisted of cash lines, have been extended to the Company by financial institutions. Of this, 23.02% has been drawn upon, with a cash free line amounting to TRY 13.23mn. Accordingly, the above stated issues remarkably lessen the Company's liquidity risk exposure level.

Operational risks pose a particular importance for the Company due to the nature of its activity containing certain standards, deadlines and requirements to comply with legal regulations and procedures. Accordingly, the Company established a separate VAT control department and adopted an analysis and follow-up process to determine the compliance of its customers to intra-company and legal criteria.



Foreign Trade (Export)

TGS Dış Ticaret A.Ş. BALANCE SHEET - ASSET TRY	(Year end) 2014 USD (Converted)	(Year end) 2014 TRY (Original)	(Year end) 2014 TRY (Average)	(Year end) 2013 TRY (Original)	(Year end) 2013 TRY (Average)	(Year end) 2012 TRY (Original)	(Year end) 2012 TRY (Average)	(Year end) 2011 TRY (Original)	As % of 2014 Assets (Original)	As % of 2013 Assets (Original)	As % of 2012 Assets (Original)	2014 Growth Rate	2013 Growth Rate	2012 Growth Rate
I. CURRENT ASSETS	220,245,374	510,726,997	596,561,668	682,396,338	608,673,962	534,951,586	453,520,826	372,090,065	99.21	99.88	99.88	-25.16	27.56	43.77
A. Liquid Assets	3,704,964	8,591,442	27,041,039	45,490,635	25,395,747	5,300,859	4,195,182	3,089,504	1.67	6.66	0.99	-81.11	758.17	71.58
B. Marketable Securities	0	0	0	0	0	0	0	0	0.00	0.00	0.00	0.00	0.00	n.a
1. Bond	0	0	0	0	0	0	0	0	n.a	n.a	n.a	n.a	n.a	n.a
2. Share Certificates	0	0	0	0	0	0	0	0	n.a	n.a	n.a	n.a	n.a	n.a
3. Other	0	0	0	0	0	0	0	0	n.a	n.a	n.a	n.a	n.a	n.a
4. Provision for Decrease in Value of Marketable Securities (-)	0	0	0	0	0	0	0	0	n.a	n.a	n.a	n.a	n.a	n.a
C. Trade Receivables & Leasing	9,326,021	21,626,109	25,554,400	29,482,691	34,157,831	38,832,970	26,189,252	13,545,533	4.20	4.32	7.25	-26.65	-24.08	186.68
1. Customers & Notes Receivables	405,955	941,369	8,243,366	15,545,362	17,826,686	20,108,010	12,058,821	4,009,632	0.18	2.28	3.75	-93.94	-22.69	401.49
2. Advances to Customers	8,920,066	20,684,740	17,311,035	13,937,329	16,331,145	18,724,960	14,130,431	9,535,901	4.02	2.04	3.50	48.41	-25.57	96.36
3. Doubtful Trade Receivables	544,851	1,263,455	886,445	509,434	509,434	509,434	420,593	331,752	0.25	0.07	0.10	148.01	0.00	53.56
4. Provision for Doubtful Trade Receivables (-)	-544,851	-1,263,455	-886,445	-509,434	-509,434	-509,434	-420,593	-331,752	-0.25	-0.07	-0.10	148.01	0.00	53.56
5. Rediscount on Notes Receivables (-)	0	0	0	0	0	0	0	0	n.a	n.a	n.a	n.a	n.a	n.a
D. Due From Related Parties (net)	420	974	487	0	22,960	45,919	7,787,477	15,529,034	0.00	n.a	0.01	n.a	-100.00	-99.70
E. Other Receivables	787,924	1,827,116	1,233,490	639,864	332,670	25,476	12,738	0	0.35	0.09	0.00	185.55	2,411.63	n.a
1. Other Receivables	787,924	1,827,116	1,233,490	639,864	332,670	25,476	12,738	0	0.35	0.09	0.00	185.55	2,411.63	n.a
2. Other Doubtful Receivables	0	0	0	0	0	0	0	0	n.a	n.a	n.a	n.a	n.a	n.a
3. Rediscounts on Other Notes Receivables (-)	0	0	0	0	0	0	0	0	n.a	n.a	n.a	n.a	n.a	n.a
4. Provision for Other Doubtful Receivables (-)	0	0	0	0	0	0	0	0	n.a	n.a	n.a	n.a	n.a	n.a
F. Receivables Belonging to Customers	181,530,130	420,950,218	487,362,970	553,775,722	499,083,395	444,391,068	371,170,609	297,950,150	81.77	81.06	82.97	-23.99	24.61	49.15
G. Inventories & Customs Procedures Ongoing Export Goods	10,340,165	23,977,808	25,782,630	27,587,451	18,700,474	9,813,496	15,774,992	21,736,487	4.66	4.04	1.83	-13.08	181.12	-54.85
H. Tax Receivables	14,240,320	33,021,879	28,903,206	24,784,532	29,177,623	33,569,593	26,348,608	19,127,623	6.41	3.63	6.27	33.24	-26.17	75.50
I. Deferred tax Assets	292,824	679,029	631,619	584,209	1,451,322	2,318,435	1,684,219	1,050,002	0.13	0.09	0.43	16.23	-74.80	120.80
J. Other Current Assets	22,606	52,422	51,828	51,234	352,502	653,770	357,751	61,732	0.01	0.01	0.12	2.32	-92.16	959.05
1. Other Current Assets	22,606	52,422	51,828	51,234	352,502	653,770	357,751	61,732	0.01	0.01	0.12	2.32	-92.16	959.05
2. Provision for Other Current Assets (-)	0	0	0	0	0	0	0	0	n.a	n.a	n.a	n.a	n.a	n.a
II. NON-CURRENT ASSETS	1,756,103	4,072,228	2,430,610	788,991	719,461	649,930	452,440	254,950	0.79	0.12	0.12	416.13	21.40	154.92
A. Trade Receivables & Leasing	0	0	0	0	0	0	0	0	n.a	n.a	n.a	n.a	n.a	n.a
1. Customers & Notes Receivables & Leasing	0	0	0	0	0	0	0	0	n.a	n.a	n.a	n.a	n.a	n.a
2. Other Receivables	0	0	0	0	0	0	0	0	n.a	n.a	n.a	n.a	n.a	n.a
3. Doubtful Trade Receivables	0	0	0	0	0	0	0	0	n.a	n.a	n.a	n.a	n.a	n.a
4. Provision for Doubtful Trade Receivables (-)	0	0	0	0	0	0	0	0	n.a	n.a	n.a	n.a	n.a	n.a
5. Rediscount on Notes Receivables (-)	0	0	0	0	0	0	0	0	n.a	n.a	n.a	n.a	n.a	n.a
B. Due From Related Parties (net)	0	0	0	0	0	0	0	0	n.a	n.a	n.a	n.a	n.a	n.a
C. Other Receivables	0	0	0	0	0	0	0	0	n.a	n.a	n.a	n.a	n.a	n.a
1. Other Receivables	0	0	0	0	0	0	0	0	n.a	n.a	n.a	n.a	n.a	n.a
2. Other Doubtful Receivables	0	0	0	0	0	0	0	0	n.a	n.a	n.a	n.a	n.a	n.a
3. Rediscounts on Other Notes Receivable (-)	0	0	0	0	0	0	0	0	n.a	n.a	n.a	n.a	n.a	n.a
4. Provision for Other Doubtful Receivables (-)	0	0	0	0	0	0	0	0	n.a	n.a	n.a	n.a	n.a	n.a
D. Financial Fixed Assets (net)	0	0	0	0	0	0	0	0	n.a	n.a	n.a	n.a	n.a	n.a
1. Long Term Securities (net)	0	0	0	0	0	0	0	0	n.a	n.a	n.a	n.a	n.a	n.a
2. Affiliates (net)	0	0	0	0	0	0	0	0	n.a	n.a	n.a	n.a	n.a	n.a
3. Subsidiaries (net)	0	0	0	0	0	0	0	0	n.a	n.a	n.a	n.a	n.a	n.a
4. Other Financial Fixed Assets (net)	0	0	0	0	0	0	0	0	n.a	n.a	n.a	n.a	n.a	n.a
E. Tangible Assets	1,348,317	3,126,612	1,620,933	115,254	135,651	156,047	142,049	128,050	0.61	0.02	0.03	2,612.80	-26.14	21.86
F. Other Fixed Assets	407,786	945,616	809,677	673,737	583,810	493,883	310,392	126,900	0.18	0.10	0.09	40.35	36.42	289.19
TOTAL ASSETS	222,001,477	514,799,225	598,992,277	683,185,329	609,393,423	535,601,516	453,973,266	372,345,015	100.00	100.00	100.00	-24.65	27.55	43.85



TGS Dış Ticaret A.Ş. BALANCE SHEET-LIABILITIES+EQUITY TRY	(Year end) 2014 USD (Converted)	(Year end) 2014 TRY (Original)	(Year end) 2014 TRY (Average)	(Year end) 2013 TRY (Original)	(Year end) 2013 TRY (Average)	(Year end) 2012 TRY (Original)	(Year end) 2012 TRY (Average)	(Year end) 2011 TRY (Original)	As % of 2014 Assets (Original)	As % of 2013 Assets (Original)	As % of 2012 Assets (Original)	2014 Growth Rate	2013 Growth Rate	2012 Growth Rate
I. SHORT TERM LIABILITIES	211,469,071	490,375,629	576,410,597	662,445,565	588,526,782	514,607,998	441,542,498	368,476,998	95.26	96.96	96.08	-25.97	28.73	39.66
A. Financial Liabilities	4,561,834	10,578,438	28,782,467	46,986,496	31,551,809	16,117,122	20,124,683	24,132,243	2.05	6.88	3.01	-77.49	191.53	-33.21
B. Trade Payables	266,761	618,593	1,704,752	2,790,910	1,516,884	242,858	121,429	0	0.12	0.41	0.05	-77.84	1,049.19	n.a
C. Due to Related Parties	76,817	178,131	249,652	321,173	218,365	115,556	57,778	0	0.03	0.05	0.02	-44.54	177.94	n.a
D. Other Financial Liabilities	99,654	231,088	115,544	0	0	0	0	0	0.04	n.a	n.a	n.a	n.a	n.a
E. Advances Received	1,112,058	2,578,751	2,309,449	2,040,146	2,376,789	2,713,432	2,529,591	2,345,749	0.50	0.30	0.51	26.40	-24.81	15.67
F. Trade Payables to The Manufacturer Related to Cost of Goods	204,352,707	473,873,492	540,510,015	607,146,538	549,077,960	491,009,381	414,818,718	338,628,054	92.05	88.87	91.67	-21.95	23.65	45.00
G. VAT Refund Arrears Payable to Producers	0	0	0	0	0	0	0	0	n.a	n.a	n.a	n.a	n.a	n.a
H. Provisions for Liabilities	122,357	283,733	260,271	236,808	472,761	708,714	368,271	27,827	0.06	0.03	0.13	19.82	-66.59	2,446.86
I. Other Liabilities	876,883	2,033,403	2,478,449	2,923,494	3,312,215	3,700,935	3,522,030	3,343,125	0.39	0.43	0.69	-30.45	-21.01	10.70
II. LONG TERM LIABILITIES	1,053,666	2,443,346	1,243,148	42,949	42,203	41,457	34,643	27,828	0.47	0.01	0.01	5,588.95	3.60	48.98
A. Financial Liabilities	1,023,293	2,372,913	1,186,457	0	0	0	0	0	0.46	n.a	n.a	n.a	n.a	n.a
B. Trade Payables	0	0	0	0	0	0	0	0	n.a	n.a	n.a	n.a	n.a	n.a
C. Due to Related Parties	0	0	0	0	0	0	0	0	n.a	n.a	n.a	n.a	n.a	n.a
D. Other Financial Liabilities	0	0	0	0	0	0	0	0	n.a	n.a	n.a	n.a	n.a	n.a
E. Advances Received	0	0	0	0	0	0	0	0	n.a	n.a	n.a	n.a	n.a	n.a
F. Contract Progress Ongoing Construction Contracts (net)	0	0	0	0	0	0	0	0	n.a	n.a	n.a	n.a	n.a	n.a
G. Deferred Tax Liabilities	0	0	0	0	0	0	0	0	n.a	n.a	n.a	n.a	n.a	n.a
H. Provisions for Liabilities	30,373	70,433	56,691	42,949	42,203	41,457	34,643	27,828	0.01	0.01	0.01	63.99	3.60	48.98
I. Other Liabilities (net)	0	0	0	0	0	0	0	0	n.a	n.a	n.a	n.a	n.a	n.a
TOTAL LIABILITIES	212,522,737	492,818,975	577,653,745	662,488,514	588,568,985	514,649,455	441,577,141	368,504,826	95.73	96.97	96.09	-25.61	28.73	39.66
F-EQUITY	9,478,740	21,980,250	21,338,533	20,696,815	20,824,438	20,952,061	12,396,125	3,840,189	4.27	3.03	3.91	6.20	-1.22	445.60
a) Prior year's equity	8,924,224	20,694,384	20,821,288	20,948,191	12,391,613	3,835,035	1,917,518	0	4.02	3.07	0.72	-1.21	446.23	n.a
b) Equity (Added from Internal & External Resources in the Current Year)	-431,629	-1,000,904	-1,063,026	-1,125,147	6,438,069	14,001,285	7,927,335	1,853,385	-0.19	-0.16	2.61	-11.04	-108.04	655.44
c) Minority Interest	-1,477	-3,426	-498	2,431	3,151	3,870	4,512	5,154	-0.00	0.00	0.00	-240.93	-37.18	-24.91
h) Profit & Loss	987,622	2,290,196	1,580,768	871,340	1,991,606	3,111,871	2,546,761	1,981,650	0.44	0.13	0.58	162.84	-72.00	57.03
TOTAL LIABILITY	222,001,477	514,799,225	598,992,277	683,185,329	609,393,423	535,601,516	453,973,266	372,345,015	100.00	100.00	100.00	-24.65	27.55	43.85
USD Rates 1=TRY		2.3189		2.1304		1.7776		1.8889						

TGS Dış Ticaret A.Ş.			
INCOME STATEMENT			
TRY			
	2014	2013	2012
I. Principal Activity Revenues	6,640,009	4,514,493	8,833,047
A. Sales Revenues (Net)	0	591,385	3,558,593
1.Domestic Sales	0	591,385	3,558,593
2.Export Sales	0	0	0
3.Sales Deductions (-)	0	0	0
B. Cost Of Sales (-)	0	-541,911	-3,258,277
C. Service Revenues (net)	0	0	0
D. Other Revenues From Principal Activities	6,640,009	4,465,019	8,532,731
1.Commission	6,640,009	4,465,019	8,532,731
2.Dividend	0	0	0
3.Rent	0	0	0
4.Other	0	0	0
GROS PROFIT & LOSS FROM PRINCIPAL ACTIVITIES	6,640,009	4,514,493	8,833,047
Activities Expenses (-)	-3,338,712	-2,918,342	-3,369,483
NET PROFIT & LOSS FROM PRINCIPAL ACTIVITIES	3,301,297	1,596,151	5,463,564
Income & Profit From Other Activities	227,321	77,902	182,889
Expenses & Losses From Other Activities (-)	-420,353	-722,231	-1,410,916
Financing Income	511,329	1,379,655	1,054,673
Financing Expenses (-)	-681,323	-1,211,825	-1,431,813
OPERATING PROFIT & LOSS	2,938,271	1,119,652	3,858,397
Net Monetary Position exc. And Other Profit & Loss (+/-)	0	0	0
PRETAX PROFIT & LOSS	2,938,271	1,119,652	3,858,397
Taxes (-/+)	-648,075	-248,312	-746,526
NET PROFIT FOR THE PERIOD	2,290,196	871,340	3,111,871
Total Income	7,378,659	6,513,961	13,328,886
Total Expense	-4,440,388	-5,394,309	-9,470,489
NET INCOMES OR EXPENSES FOR THE PERIOD	2,938,271	1,119,652	3,858,397

TGS Dış Ticaret A.Ş. FINANCIAL RATIOS %	FYE 2014	FYE 2013	FYE 2012
I. PROFITABILITY			
Relationship Between Capital and Profit			
ROAE - Pre-tax Profit / Equity (avg.)	13.77	5.38	31.13
ROAA - Pre-tax Profit / Total Assets (avg.)	4.98	1.79	9.46
Total Income / Equity	34.58	31.28	107.52
Total Income / Total Adjusted Asset (avg.)	12.51	10.43	32.69
Economic Rentability ((Financing Expenses + Pre-tax Profit) / (Total Liabilities) (avg.)	6.14	3.73	12.98
ROAA - Net Profit & Loss / Total Assets (av.)	3.88	1.40	7.63
Operating Profit / Total Assets (avg.)	11.26	7.23	21.66
Return on Long Term Sources	10.14	4.18	25.03
Relationship Between Sales and Profit			
Gross Profit Margin of Operating = Ordinary Activities Incomes / Commission Income	100.00	98.90	96.60
Operating Margin = Operating Incomes / Principal Activity Revenues	49.72	35.36	61.85
Net Profit Margine = Net Profit / Principal Activity Revenues	34.49	17.23	25.74
Cost of Sales / Net sales Income			
Activities Expenses / Principal Activity Revenues	50.28	64.64	38.15
Financing Expenses / Net Sales Income	10.26	26.84	16.21
EBIT = (Gross Profit + Financing Expenses) / Principal Activity Revenues	54.51	51.64	59.89
Relationship Between Financing Liabilities and Profit			
Interest Coverage Ratio 1 = Pre Tax Profit + Financing Expenses / Financing Expenses	531.26	192.39	369.48
Interest Coverage Ratio 2 = Net Profit + Financing Expenses / Financing Expenses	436.14	171.90	317.34
Structure of Income and expenditure account			
Financing Expenses / Total Liabilities (Adjusted)	1.16	1.94	3.51
Financial Liabilities / Total Assets (Adjusted)	31.65	60.99	33.70
II. LIQUIDITY			
(Liquid Assets + Marketable Securities) / T. Assets (Adjusted)	20.99	0.78	0.26
(Liquid Assets +Marketable Securities) / T. Liabilities (Adjusted)	45.35	1.08	0.54
Net Working Capital / Total Assets (Adjusted)	39.77	27.19	49.30
Liquid Assets / Equity	39.09	2.90	0.60
Current Ratio	104.15	103.01	103.95
Acid Test Ratio	263.36	135.35	173.38
Cash Ratio	20.99	59.05	0.92
Short Term Receivables / Total Current Assets	71.56	39.51	82.46
Short Term Receivables / Total Assets	57.31	39.10	81.34
III. CAPITAL and FUNDING			
Equity / Total Assets (Adjusted)	53.71	26.87	43.81
Equity / Liabilities (Adjusted)	116.02	37.40	88.63
Net Working Capital / Total Liabilities	77.31	36.51	97.17
Equity Generation / Prior Year's Equity	-4.84	-5.37	365.09
Internal Equity Generation / Prior year's Equity	11.07	4.16	81.14
Tangible Assets / Total Asset (Adjusted)	7.64	0.15	0.33
Financial Fixed Assets / (Equity +Long Term Liabilities)	0.00	0.00	0.00
Minority Interest / Equity	10.42	4.21	14.85
IV. EFFICIENCY			
Net Profit Margine Growth	100.15	-33.04	-24.15
Net Commission Income Growth	48.71	-47.67	88.07
Equity Growth	6.20	-1.22	445.60
Asset Growth (Adjusted)	-46.88	61.07	41.85
Brokerage Trading Volume Size Ratio	7.95	11.28	8.93
Receivables Turnover	80.55	25.32	73.25
Days' Accounts Receivable	453.14	1,457.27	515.83
Current Assets Turnover	1.11	0.73	1.88
Net Working Capital Turnover	32.95	22.16	71.23
Tangible Assets Turnover	409.64	3,291.56	6,006.91
Fix Asset Turnover	273.18	620.61	1,885.94
Equity Turnover	31.12	21.44	68.83
Asset Turnover (Adjusted)	16.22	5.80	17.84
V. ASSET QUALITY			
Impairment of Receivables / Total Receivables	5.11	1.66	1.29
Non-Performing Asset / Total Assets	7.64	0.15	0.33
Financial Fixed Assets / Non-Current Assets	0.00	0.00	0.00
VI. SENSITIVITY OF FOREIGN CURRENCY			
Total Foreign Currencies Position / Assets	14.76	1.51	11.83
Total Foreign Currencies Position / Equity	27.48	5.61	27.01
VII. INDEBTEDNESS			
Debt Ratio	46.29	71.84	49.43
Short Term Liabilities / Total Assets (Adjusted)	40.32	71.78	49.34
Long Term Liabilities / Total Assets	5.97	0.06	0.09
Long Term Liabilities / (Equity + Long Term Liabilities)	10.03	0.21	0.20
Fixed Asset / Liabilities	21.49	1.43	2.75
Fixed Asset / (Long Term Liabilities +Equity)	16.67	3.80	3.10
Short Term Liabilities / Total Liabilities	87.10	99.92	99.82
Short Term Financial Liabilities / Short Term Liabilities	156.00	117.69	146.42
Tangible Assets / Long Term Liabilities	127.96	268.35	376.41
Financial Liabilities / Total Liabilities	68.36	84.90	68.18
Off Balance Liabilities / Total Assets	17.10	38.43	61.89
Off Balance Liabilities / Equity	31.85	143.03	141.29