

Brisa

2025 Third Quarter Financial Results

Earnings Release

October 30, 2025

Brisa Demonstrates Strong Performance Through Customer-Centric Approach and Operational Efficiency Initiatives

Brisa, the mobility leader of Türkiye's tire industry, delivered a robust financial performance in the third quarter of 2025, driven by its customer-centric approach and operational efficiency initiatives. The Company reported a net profit of TL 291 million for the quarter.

By emphasizing market-driven strategies, a customer-focused mindset, and high value-added products in the premium segment, Brisa increased its sales volume by 2% in tonnage compared to the third quarter of the previous year. In addition to this volume growth, the Company's broad and value-rich product portfolio contributed to a 4% year-over-year increase in revenue, reaching TL 10.6 billion for the quarter. Brisa's revenue for the nine-month period totaled TL 29.3 billion.

Enhanced operational efficiency across all business processes, coupled with stringent cost control and agile financial actions, positively impacted profitability. The Company generated TL 1.8 billion in operating profit and achieved an EBITDA of TL 3.6 billion during the nine-month period, with an EBITDA margin of 12.3%.

Commenting on the results, **Brisa CEO Haluk Kürkçü** stated: "The strong performance we achieved in the third quarter reflects the tangible outcomes of our strategic focus areas. Our growth in the premium segment, efficiency gains, and cost discipline have all contributed positively to our financial results.

Leveraging our R&D capabilities, we have developed over 60 new products since the beginning of the year. We achieved record sales in our premium product portfolio, which includes high rim diameter tires, and increased our market share. The capacity expansion investment we commissioned at our Aksaray plant in 2023 has begun to yield results. With the next-generation products we will manufacture using special compound technology, we aim to strengthen our collaborations with automotive manufacturers and enhance our presence in both the domestic market and exports. During this period, we also took pride in being recognized as the export champion of our sector with our Lassa brand.

While continuing to innovate in mobility solutions, we launched Rotawatt, a platform developed under our Arvento brand that consolidates electric vehicle charging stations. We also continued investing in our Otopratik network and expanded our service coverage with the Otopratik Maxi concept.

In the upcoming period, we will continue to pursue our market-oriented growth strategy and create long-term value through investments in sustainability, digitalization, and operational excellence."

Summary Financial Results:

Summary Income Statement (MTL)	Unaudited		
	July 1-Sept. 30, 2025	July 1-Sept. 30, 2024	Change, %
Net Sales	10,561	10,142	4%
Gross Profit	2,420	1,808	34%
Operating Profit	1,118	242	363%
EBITDA*	1,669	1,051	59%
Net Profit/(Loss)	291	-410	171%
Gross Profit Margin	22.9%	17.8%	5%
Operating Margin	10.6%	2.4%	8%
EBITDA Margin	15.8%	10.4%	5%
Net Profit Margin	2.8%	-4.0%	7%

Summary Income Statement (MTL)	Unaudited		
	January 1-Sept. 30, 2025	January 1-Sept. 30, 2024	Change, %
Net Sales	29,270	31,971	-8%
Gross Profit	5,977	7,386	-19%
Operating Profit	1,819	2,057	-12%
EBITDA*	3,587	4,851	-26%
Net Profit/(Loss)	-918	677	-236%
Gross Profit Margin	20.4%	23.1%	-3%
Operating Margin	6.2%	6.4%	0%
EBITDA Margin	12.3%	15.2%	-3%
Net Profit Margin	-3.1%	2.1%	-5%

*EBITDA: Earnings before interest, tax, depreciation & amortization and interest, foreign exchange and derivative financial instruments gain/loss within other operating income and expenses

DISCLAIMER

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