



1H 2016 Earnings Presentation

August 22, 2016

1H 2016 Operational and Financial Results

Executive Summary

	Q2 2015	Q2 2015PF ⁵	Q2 2016	YoY Change (Actual)	YoY Change (Based on PF)	1H 2015	1H 2015PF ⁵	1H 2016	YoY Change (Actual)	YoY Change (Based on PF)
Passengers (mn PAX) ⁴	1.2	1.4	1.3	11.0%	-7.2%	1.6	1.9	1.8	11.2%	-3.7%
General & Bulk Cargo ('000 tons)	410.2	410.2	307.2	-25.1%	-25.1%	933.0	933.0	753.6	-19.2%	-19.2%
Throughput ('000 TEU)	58.6	58.6	52.8	-9.9%	-9.9%	108.8	108.8	105.0	-3.5%	-3.5%
Revenue (US\$ mn)	29.8	33.1	34.5	15.7%	4.3%	47.1	51.3	52.7	12.0%	2.8%
Cruise Revenue (US\$ mn) ²	13.9	17.2	18.3	31.8%	6.8%	17.0	21.2	22.4	31.6%	5.5%
Commercial Revenue (US\$ mn)	15.9	15.9	16.2	1.7%	1.7%	30.1	30.1	30.3	0.9%	0.9%
Segmental EBITDA (US\$ mn) ³	20.4	21.9	24.3	19.2%	10.7%	30.2	32.1	34.4	13.8%	7.3%
Segmental EBITDA Margin	68.3%	66.3%	70.3%	+200bps	+400bps	64.2%	62.5%	65.2%	+100bps	+270bps
Cruise EBITDA (US\$ mn)	10.0	11.5	12.4	23.9%	7.1%	11.0	12.9	13.7	23.9%	6.4%
Cruise Margin	71.6%	67.2%	67.4%	-430bps	+20bps	64.9%	60.6%	61.1%	-380bps	+50bps
Commercial EBITDA (US\$ mn)	10.4	10.4	11.9	14.6%	14.6%	19.2	19.2	20.7	7.9%	7.9%
Commercial Margin	65.3%	65.3%	73.7%	+830bps	+830bps	63.8%	63.8%	68.3%	+440bps	+440bps
Consolidated EBITDA (US\$ mn)	19.7	21.3	23.6	20.0%	11.2%	28.3	30.1	32.5	14.8%	7.9%
Consolidated EBITDA Margin	66.1%	64.3%	68.5%	+240bps	+420bps	60.1%	58.7%	61.6%	+150bps	+290bps

1.

² Revenue allocated to cruise segment includes sum of revenues of cruise ports excluding Singapore and Lisbon, as well as cruise portion of revenue from Port Akdeniz, which while mainly a commercial port also has minor cruise operations

³ Segmental EBITDA figures indicate only operational companies; excludes GPH solo expenses

⁴ Passenger numbers include Lisbon and Singapore Pax fully

⁵ Proforma for 2015 effect of Valletta Cruise Port (Malta) acquisition

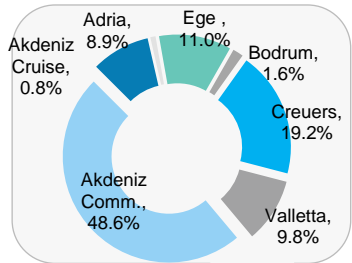
1H 2016: Market and Company Highlights

- 1st half of the year is a lower season in cruise business in the Mediterranean compared to the 2nd half of the year. Seasonality, coupled with the tension in East Med, put a cap on passenger growth and cruise margins in 1H 2016. Yet, **this impact remained limited** with total passengers declining by only 3.7%, thanks to the contribution of GPH ports outside Turkey, as well as the limited impact on Turkish ports on the back of outstanding security measures at GPH ports
 - Although affected by the tension; **the impact on GPH ports was much more limited with 26.6% decline**, compared to **Turkey's 56% decrease** in overall cruise passengers, thanks to the world-class security measures at utmost priority at GPH ports and unique excursion choices Ege Ports offers
 - Driven by GPH's well diversified cruise port network, even based on proforma 1H 2015 numbers, GPH ports excluding Turkey managed to increase **total cruise passengers by 1.6%** YoY in 1H 2016 organically. The increase was mainly driven by Singapore and Barcelona
 - When Valletta Cruise Port (VCP) acquisition effect for 1H 2015 is excluded, total passenger base including Turkey indicates a pleasing **11.2% YoY inorganic growth** in 1H 2016
- Despite the seasonality effect in both cruise and partially commercial segments, the tension in East Med, and a general investigation launched by Chinese officials for imports of marble; GPH managed to **maximize revenue** and **EBITDA creation**, registering the highest 1st half ever, in terms of revenue and EBITDA performance in 1H 2016 thanks to:
 - Increasing share of turnaround passengers in total passenger mix, driven by Barcelona
 - Tariff flexibility at operational ports due to underlying concessions
 - 14.0% depreciation of TL against US\$ in 1H16 compared to 1H15, which translated into c.3.5% increase in EBITDA, as approximately 70% of costs are in TL in Turkish port operations
 - Tariff adjustments
 - Valletta Cruise Port (Malta) acquisition
- As a result; total revenues indicate a c.12.0% increase, while cruise revenues indicate a solid c.31.6% increase in 1H 2016 YoY driven by passenger growth and tariff increases
 - When proforma effect of VCP acquisition for 1H 2015 is included, total revenues indicate 2.8% increase, while cruise revenues imply 5.5% growth in 1H 2016 YoY
 - Segmental EBITDA indicate a 13.8% increase, while cruise EBITDA indicate a pleasing 23.9% increase in 1H 2016 YoY. When proforma effect of VCP acquisition for 1H 2015 is included, segmental EBITDA increased by 7.3% YoY, while cruise EBITDA presents a 6.4% growth YoY
- Net Debt / EBITDA increased to 3.8x at 30.06.2016 from 3.3x at 2015YE PF, mainly due to the dividend distribution made in cash to shareholders, amounting US\$34.1mn

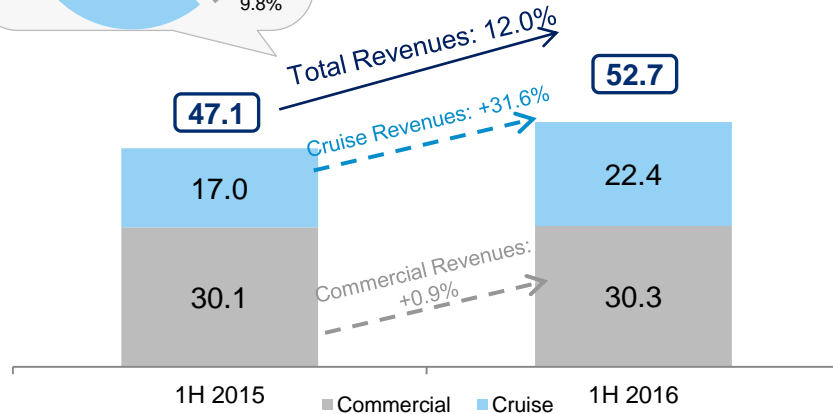
Revenue and EBITDA: *Pleasing revenue & EBITDA performance...*

Revenue ¹ (US\$mn)

Revenue Breakdown (1H 2016)



FY 2015: US\$105.5mn
 Cruise portion : 45%
 Commercial portion: 55%

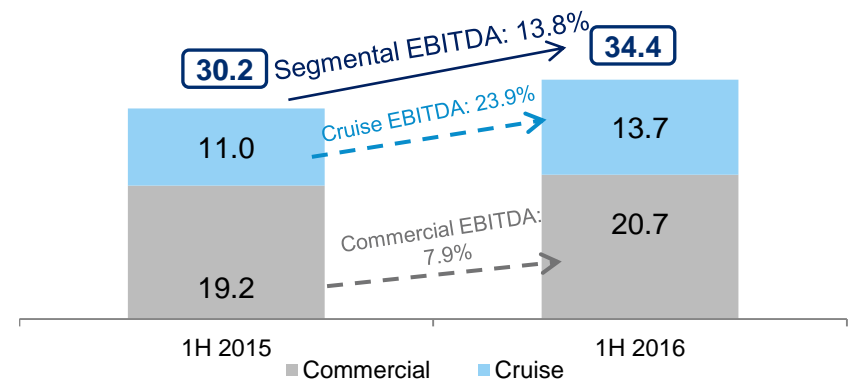
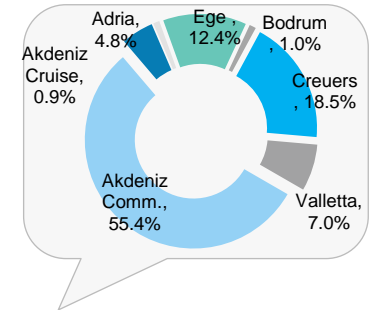


- Total revenues increased by 12.0%, while cruise revenues went up by 31.6% YoY in 1H 2016, representing inorganic growth impact
 - On proforma basis (including VCP 1H 2015 figures), total revenues went up by 2.8% in 1H 2016 YoY, on the back of tariff increases
- Segmental EBITDA was up by 13.8%, while cruise EBITDA recorded a 23.9% increase in 1H 2016 YoY, inorganically
 - On proforma basis (including VCP 1H 2015 figures), segmental EBITDA grew by 7.3%, while cruise EBITDA increased by 6.4% YoY increase in 1H 2016
- Despite the volume pressure, GPH managed to maintain commercial revenue and EBITDA growth, which translated into 440bps increase in commercial margin
- The decline in cruise EBITDA margin is mainly attributable to the lower contribution from Ege Ports in Turkey in 1H 2016, which operates at 70%-80% EBITDA margin

Segmental EBITDA² (US\$mn) & EBITDA Margin

FY 2015: US\$73.8mn
 Cruise portion : 47%
 Commercial portion: 53%

EBITDA Breakdown (1H 2016)

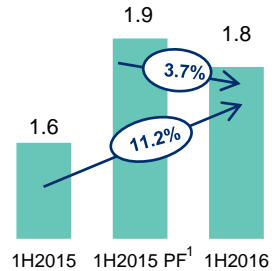


1. Revenue allocated to cruise segment includes sum of revenues of cruise ports excluding Singapore and Lisbon, as well as cruise portion of revenue from Port Akdeniz, which while mainly a commercial port also has minor cruise operations.
 2. EBITDA figures indicate only operational companies; excludes GPH solo expenses.

Cruise Ports Operations: 'Pleasing cruise revenue generation driven by increasing share of turnaround passengers...'

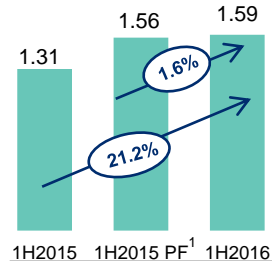
Cruise Passengers²

(mn PAX)



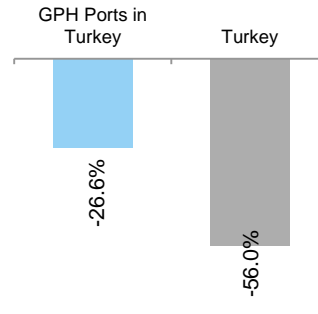
Cruise Passengers Excluding Turkey²

(mn PAX)



GPH Ports in Turkey vs Turkey, Δ Pax

(1H 2016, YoY)

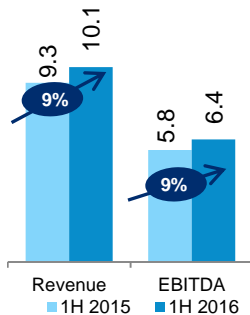


- Total passengers increased by 11.2% in 1H 2016 YoY through inorganic growth. When VCP proforma effect in 1H 2016 is included, total passengers indicate a 3.7% decline, mainly driven by Turkish ports due to the tension in East Med. Yet, the decline in passenger numbers are quite limited at GPH Turkish ports (26.6% YoY) compared to Turkey (56% YoY decline) thanks to the world-class security measures at utmost priority at GPH ports and unique excursion choices of Ege Ports
 - YoY passenger increase excluding Turkish ports came out at 1.6% including proforma effect of Valletta, while the inorganic YoY passenger increase for GPH ports outside Turkey was 21.2% in 1H 2016
- Despite the decline in passenger numbers in 2016 YoY organically, cruise revenues posted 5.5% increase YoY, mainly due to
 - The increasing share of turnaround passengers in Barcelona and Malaga
 - Ancillary revenues in Malta (commercial berthing, heavy machinery, duty free)
- A 20% tariff increase in Lisbon started to be applied in 1H 2016, which is in line with GPH's strategy to rationalize and optimize prices at the ports it operates

Creuers³

2015:
 Revenue: US\$24.7 mn
 EBITDA: US\$16.5mn
 EBITDA Margin: 67%

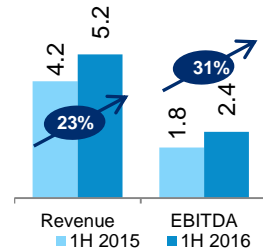
US\$, mn



Valletta Cruise Port

2015:
 Revenue: US\$10.2 mn
 EBITDA: US\$4.9mn
 EBITDA Margin: 48%

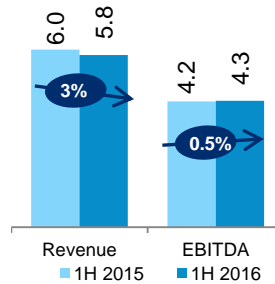
US\$, mn



Ege Port Kuşadası

2015:
 Revenue: US\$17.3 mn
 EBITDA: US\$14.2mn
 EBITDA Margin: 82%

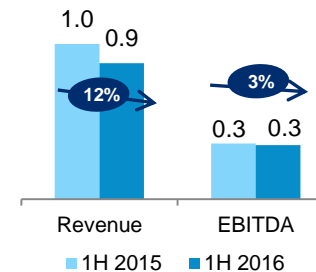
US\$, mn



Bodrum Cruise Port

2015:
 Revenue: US\$2.8 mn
 EBITDA: US\$1.7mn
 EBITDA Margin: 59%

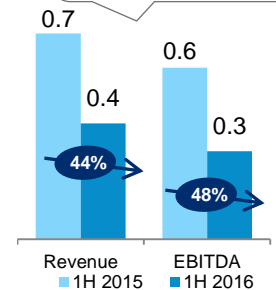
US\$, mn



Port Akdeniz / Cruise

2015:
 Revenue: US\$2.1 mn
 EBITDA: US\$1.7mn
 EBITDA Margin: 79%

US\$, mn



Cruise business constitutes less than 1% of the Port's total revenue and EBITDA. Hence, negligible impact from adverse cruise conditions

1. Proforma 1H 2015 effect of Valletta Cruise Port (Malta) acquisition
 2. Cruise Passengers and calls include ferries as well
 3. Creuers figures includes Barcelona and Malaga

Commercial Ports Operations: 'Efficient cost management supported margins despite the stress in the region...'

Port Akdeniz:

- A general investigation launched by Chinese officials for imports of marble by the end of May 2016 put a cap on marble exports through Port Akdeniz. Accordingly, TEU throughput, which had registered a pleasing 8% YoY growth in Jan-May 2016 period, turned into a 6% decline in Jan-Jun 2016 period YoY
- Despite the slow down in TEU volumes in June 2016, revenues remained flat, while EBITDA posted a 5.3% increase in 1H 2016 YoY, translating into c.347bps improvement in EBITDA margin
- 14.0% depreciation of TL in 1H16 compared to 1H15 led to c.3.5% increase in EBITDA, as approximately 70% of costs are in TL in Turkish port operations. Hence,
 - EBITDA posted 5.3% increase in 1H 2016 YoY, c.3.5% of which was attributable to depreciation of TL
 - EBITDA increase in constant currencies was c.1.8%
- Container yield increased by 10.7% in 1H 2016 YoY, reaching US\$202.3
- Driven by one-off project cargo, general cargo yield increased by 14% in 1H 2016 YoY, reaching US\$7.1 per ton

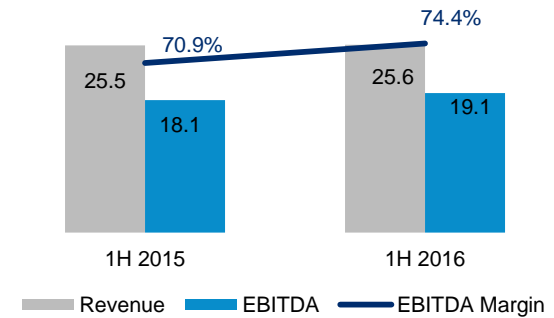
Port of Bar:

- Container yields came out at US\$101.2 in 1H 2016, indicating 6.0% increase YoY; which is mainly attributable to the tariff increases
- Stemming from a temporary situation, cargo volume shrank in 1H 2016 due to the decrease of raw material import made by a major producer in the region
- Driven by the one-off project cargo, general cargo revenue per ton climbed to US\$37.5 in 1H 2016 from US\$7.6 in 1H 2015, supporting revenue and EBITDA generation. Project Cargo elements are basically the machinery, equipment and / constructions to be utilized at regional development projects
- Eastern Europe region where Port of Adria exists, has the highest priority within Europe to attract such development projects in near future, just like the region of Port Akdeniz in Turkey

Revenue & EBITDA (US\$ mn)

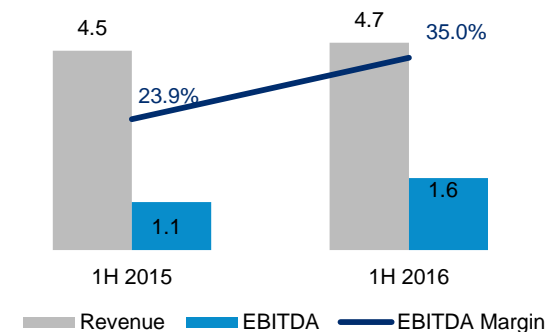
Port Akdeniz

Revenue YoY: 0.4%
EBITDA YoY: 5.3%



Port of Adria

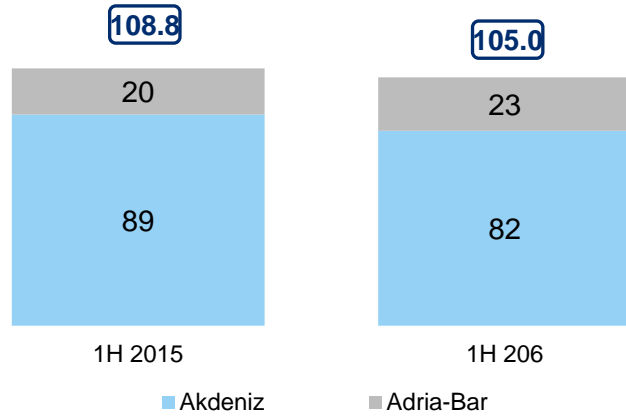
Revenue YoY: 3.9%
EBITDA YoY: 52.0%



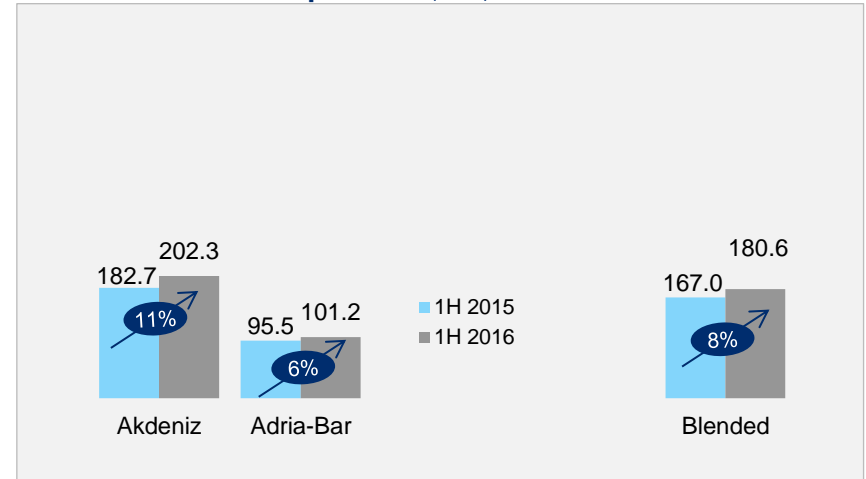
Commercial Ports Operations: Per TEU & per ton revenue increase make up for cargo volume declines...

Commercial Volume & Yield

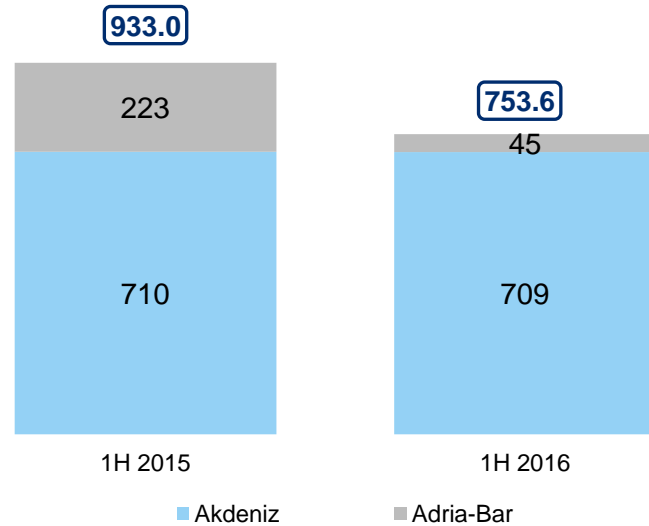
Throughput ('000 TEU)



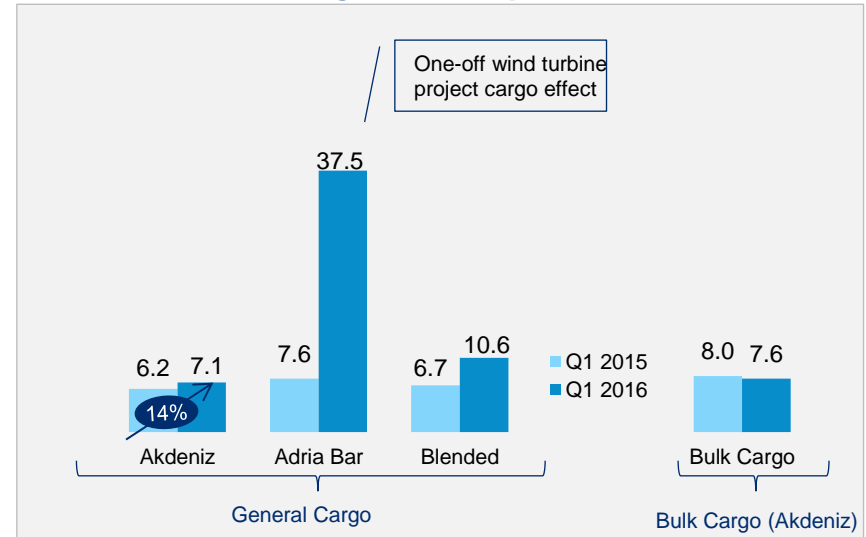
Container Revenue per TEU (US\$)



General & Bulk Cargo¹ ('000 tons)



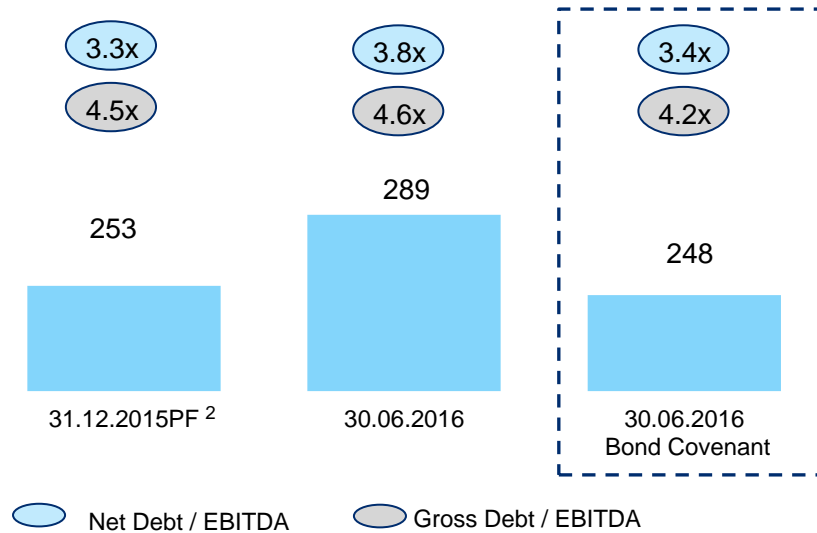
General and Bulk Cargo Revenue per Ton (US\$)



1. Bulk Cargo figures belong to Port Akdeniz; Adria Bar does not have bulk cargo operations

Debt Profile...

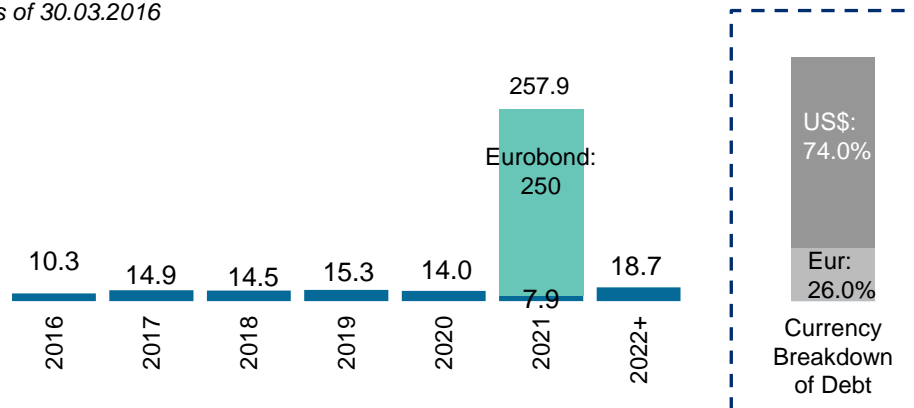
Net Debt (US\$ mn)



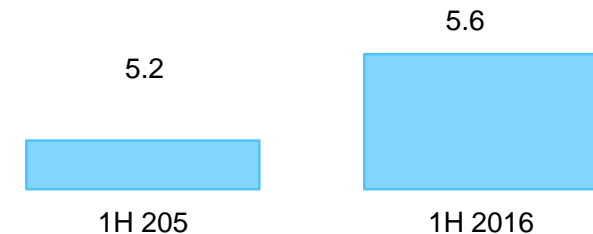
- The increase in net debt at 30.06.2016 is mainly due to the interest accruals of the US\$250mn eurobond and dividend distribution made in cash to shareholders in March 2016
- Gross Debt / EBITDA increased to 4.7x as of 30.06.2016 from 4.5x as of 31.12.2015PF; while Bond Leverage Covenant¹ stood at 4.2x as of 30.06.2016, comfortably below the bond covenant of 5.0x
- 74% of financial debt is in US\$ terms, while 26% is in Eur
- 25% of the debt has a floating interest rate, while 75% has a fixed rate as at 30.06.2016

Debt Repayment (US\$ mn)

As of 30.03.2016



Capex (US\$ mn)



¹ Leverage covenant of the GPH Eurobond is calculated excluding EBITDA and gross debt from Malaga and Malta, which are Unrestricted Subsidiaries.
² 2015 pro forma for Malta acquisition and its financing.

Historical Financials

<i>US\$m</i>	2013	2014	FY 2015	Q1 2015	Q1 2016	Q2 2015	Q2 2016	1H 2015	1H 2016
Consolidated statement of comprehensive income data									
Revenue	75.5	90.6	105.5	17.3	18.5	29.8	34.2	47.1	52.7
Operating Expenses	(41.3)	(56.3)	(67.3)	(19.6)	(20.0)	(19.9)	(23.9)	(39.5)	(43.9)
Depreciation and Amortization	23.6	28.1	38.2	(9.8)	(10.1)	(9.3)	(10.3)	(19.1)	(20.3)
Other Operating Income	27.9	6.6	6.7	0.7	0.1	0.4	0.3	1.0	0.4
Other Operating Expense	(8.0)	(17.5)	(19.4)	(0.4)	(1.2)	(3.5)	(0.7)	(3.9)	(1.8)
Operating profit	54.1	23.5	25.5	(2.1)	(2.5)	6.8	9.9	4.8	7.4
Finance Income	13.1	37.5	32.8	8.1	14.6	(0.7)	(10.4)	7.4	4.2
Finance Expenses	(21.0)	(54.3)	(44.1)	(8.4)	(19.5)	(8.8)	4.9	(17.2)	(14.7)
Profit before income tax	46.9	26.0	14.9	(2.1)	(7.0)	(2.6)	4.6	(4.7)	(2.3)
Income tax expense	(2.6)	(2.0)	2.5	0.4	0.8	4.6	2.0	5.0	2.8
Profit for the year	44.3	24.0	17.4	(1.7)	(6.2)	1.9	6.6	0.2	0.4
Other financial data (USD millions actual)									
EBITDA	50.4	58.8	71.2	8.6	9.9	19.7	22.6	28.3	32.5
<i>EBITDA margin</i>	66.7%	64.9%	67.5%	49.8%	53.2%	66.1%	66.2%	60.1%	61.6%

Source: Consolidated IFRS Financial Statements

Historical Financials

<i>US\$m</i>	2013	2014	2015	1H 2015	1H 2016
Consolidated Cash Flow Statement - Selected Data (USD millions)					
Net cash provided by operating activities	44.0	63.0	67.2	21.6	26.3
<i>of which generated from operations</i>	54.0	66.0	75.0	24.5	28.3
<i>of which net working capital</i>	(10.0)	(3.0)	(7.8)	(2.9)	(2.0)
Net cash (used in) / produced from investing activities	(46.0)	(10.0)	(32.6)	(5.6)	(6.9)
Net cash (used in) / produced from financing activities	37.0	(23.0)	19.9	(18.4)	(51.1)

<i>US\$m</i>	2013	2014	2015	30.06.2016
Consolidated statement of financial position data (USD millions)				
Cash and cash equivalents	20.0	46.4	77.4	44.9
Total current assets	57.2	128.2	152.9	120.4
Total assets	479.6	707.5	769.8	738.6
Total debt (including obligations under financing leases)	190.5	336.9	351.1	348.2
Net debt (including obligations under financing leases)	170.5	276.7	256.8	289.2
Total equity	207.9	240.2	277.8	247.2
of which retained earnings	145.3	77.9	58.4	20.4

Net Debt: Gross Debt-Cash & Cash Equivalents- Short-term investments.

M&A Developments

Venice Cruise Port Acquisition

GPH acquired an indirect minority stake in Venice Cruise Port (VTP) as part of a strong international consortium:

- The Consortium (VI) which Global Ports is a member of, became a 44.48% shareholder of VTP indirectly
- The consortium is formed by Global Ports Holding and the leaders of the cruise world, namely, Costa Crociere S.p.A, MSC Cruises S.A. and Royal Caribbean Cruises Ltd
- The 51% shareholder of APVS (VTP'S mother company) has a put option to sell its shares in APVS partially or completely (up to 51%); while this option can be exercised between 15th May 2017 and 15th November 2018. If VS exercises the put option completely, VI will own 99% of APVS and accordingly 71.51% of VTP
- Annual passenger numbers of **c. 1.6 million**
- Venice Cruise Port's **unique geographic location** (15 minute walk to the city center) and **good connections with the rest of Europe**, makes it one of the most important homeports in Europe.
 - **Largest homeport in Mediterranean** with c.1.4mn turnaround Pax
- **Concession period ends in 2024**, yet, there may be extensions to the concession in return for additional investments to the port
- Venezia Terminal Passeggeri S.p.A. stretches over a surface more than 260,000 sqm, of which the **Terminals occupy 47,267sqm**



Other Italian Ports: Cagliari, Catania, Ravenna...



- Global Ports has started negotiations on the share purchase of operating companies of **Cagliari, Catania and Ravenna Cruise Ports** in Italy.
- After Venice, potential acquisitions of these Italian ports should **enhance Global Ports' presence in Italy**, which in total hosted **c.0.5mn passengers** in 2015.

After the acquisition of the Italian ports including Venice, Global Ports' passenger base should reach

c.7.5mn...

- GPH acquired an indirect minority stake in Venice Cruise Port as part of an international consortium
- Acquisition process continues

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