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## **Brief Summary**

- Regional Gaming Leader in Northern Cyprus
- World's 8th largest casino operator with approximately 35,000 square meters of casino floor, 3,600 slot machines and 400 live-game tables under «Merit Casino» brand.
- Net Holding owns 8 properties in Northern Cyprus under << Merit Hotels>> brand featuring 4,305 beds.
- <u>A Leading Texas Hold'em Poker Tournament Operator</u> «Merit Poker» is developing its own brands; Lebanese Poker Tour (LPT), Russian Poker Tour (RPT) and Mediterranean Poker Cup (MPC).
- <u>Uniquely Positioned</u> to offer world class gaming experience within a maximum of 4-hours flight time from Russian speaking countries, Middle East, Europe, Africa and Scandinavian countries.
- Significant real asset base; 11.7mn sqm land in Turkey, 3.7mn sqm in Northern Cyprus and 65,000 sqm in Azerbaijan
- Leading position in Northern Cyprus enables us to pursue global growth opportunities in the Balkans, Southeastern Mediterranean, selective Middle East countries and ex-U.S.S.R. Turkic Republics.

### **Catalysts for Boosting Price Performance**:

- 1. <u>Merger</u> The compliance of Corporate Governance Principles has accelerated in line with the increase of foreign institutional investor's interest. Merger of Net Holding and Net Tourism is a natural result of this process that ensues deleting cross-holding structure & increasing transparency and accountability.
- **2.** <u>Cyprus</u> Resolution is an incredible opportunity to polish the real value of our real estate and investment portfolio on the island.
- 3. <u>Gaming Expansion</u> New casinos were opened in <u>Montenegro 2 in Budva & Podgorica</u> and <u>Croatia Dubrovnik & Split</u>. Moreover, 2 casinos in <u>Macedonia Skopje</u> and <u>Bulgaria Svilengrad</u> will be opened by the end of 2016.
- **4.** <u>Lottery</u> New tender auction for Turkish National Lottery is expected to be scheduled by the end of 2016. Net Holding A.S. is the strongest candidate with powerful consortium to win the upcoming tender.





## **Corporate Reform**

- Elimination of cross-holding pattern that existed since 1989 through NTTUR & NTHOL merger
- Restructuring of entire Net Group into regional gaming operator focused on casinos, sports betting and lottery management.
- Simplification of participants through mergers and wind ups.
- Exclusive Joint Venture Agreement with global lottery management operator Scientific Games in 26 countries in the region.
- Enhancement of full transparency by segment based financials reporting since 2013.
- Dividend Distribution & EBITDA maximisation oriented approach with first cash dividend distributed in 2014.





# **Ownership Structure**

## **Net Holding Shareholder Structure**

Foreign Institutional Investors	234.848.075	64,21%
Net Group	98.496.475	26,93%
Free Float	32.405.450	8,86%
	365.750.000	100,00 %

As of September 30th, 2016



## **Core Business Activities**

Gaming

#### **Merit Casinos**

35,000 sqm gaming space in 10 Casinos in Northern Cyprus and Balkans. 40% of gaming market in N.Cyprus. 8th largest casino operator of the world with 3,600 slot machines & 400 live game tables. Only company to operate as a casino chain in Northern Cyprus.

#### Merit Poker

Own brands Lebanese
Poker Tour (LPT), Russian
Poker Tour (RPT), Merit
Mediterranean Poker Cup
(MMC), Merit Poker Winter
Fest, Merit Poker Fall Open,
Merit World Cup of Poker,
Merit Poker Summer Open,
Merit Poker Spring Open,
Merit Poker Festival.

Hotel Managemen

## Merit International Hotels & Resorts

Only company to operate as a hotel chain in Northern Cyprus. Mostly 5-Star Casino Hotels with 4,305 beds in Northern Cyprus, 34% of 5-Star bed capacity; Real Estate Development

- •11.7 mn sqm of land in Turkey, 3.7 mn sqm in Northern Cyprus & 65,000 sqm of land in Baku, Azerbaijan
- •All real estate revalued on 4Q/15 by Turkish Capital Markets Board certified real estate experts to \$ 900 mn.
- •Bodrum Land of 9.7 mn sqm not included in revaluation and does NOT show on B/S; appraised at \$ 620 mn.

Lottery

- •Exclusive strategic partnership with Scientific Games in the Region covering 26 countries •Won the tender for 10-year exclusive monopoly license to manage Turkey's National Lottery on July 15th, 2014 for US\$ 2.755 bn plus 18% VAT.
- •The deal couldn't be signed on its completion date April 15th, 2015 set forth by the Privatizon Board.
- •New tender is expected to be scheduled until the end of 2016.
- •We are the top candidate for the new tender.
- We are following the opportunities closely in our region.

# **Gaming Business Update**



Transformation from the largest casino operator in Northern Cyprus to leading international casino player

## **Merit International Casino Montenegro**





Hilton Hotel Casino Montenegro: The only casino in Podgorica - the capital of Montenegro. Casino operations has started on May 2016.



**BUDVA** 

Casino Avala: Casino Avala - located on the most beautiful coast of Montenegro.

Casino operations has started on April 2016.

Splendid Casino Royale: Casino operations has started on June 2016.

# **Gaming Business Update**











#### **CROATIA**

**Dubrovnik** – Casino Rixos, **Split** – Casino Hotel Lav will start the operations <u>in October</u> 2016.

#### **BULGARIA**

**Svilengrad** – lease agreement for casino operations with the only 5-star hotel in the area has been signed. Operations in Svilengrad – only 2,5 hours driving distance from Istanbul – will start by the end of <u>Q4 2016</u>.

#### **MACEDONIA**

**Skopje** – Merit Marriott Hotel – Casino is expected to be opened in the end of 2016.

Following these events in 4 countries, we are planning to gather all our casinos under << Merit Gaming>> brand thus building the foundation for singular or simultaneous listings either in London, Hong Kong or Toronto Stock Exchanges.



# **Lottery Business Update**

Exclusive Joint Venture Agreement with Scientific Games covering 26 foreign countries

#### **TURKEY**

- WON the tender for 10-year exclusive monopoly license to manage Turkey's National Lottery (MP) on July 15th, 2014 for US\$ 2.755bn plus 18% VAT.
- The deal couldn't be signed on its completion date April 15, 2015- set forth by the Privatization Board.
- New tender auction is scheduled on November 8th of 2016.

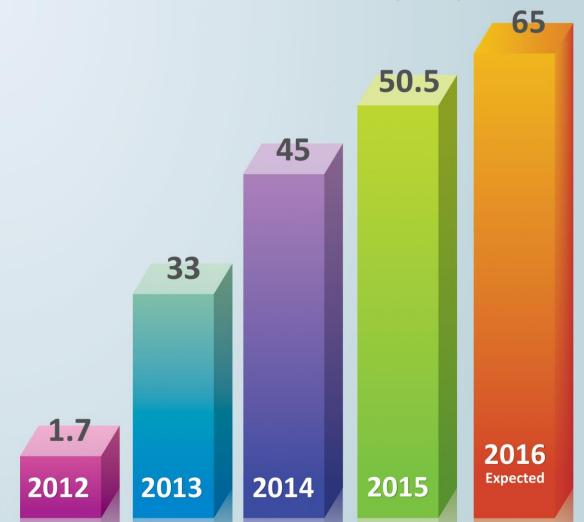
#### **BALKANS**

We are in talks for managing a lottery company in a Balkan country.

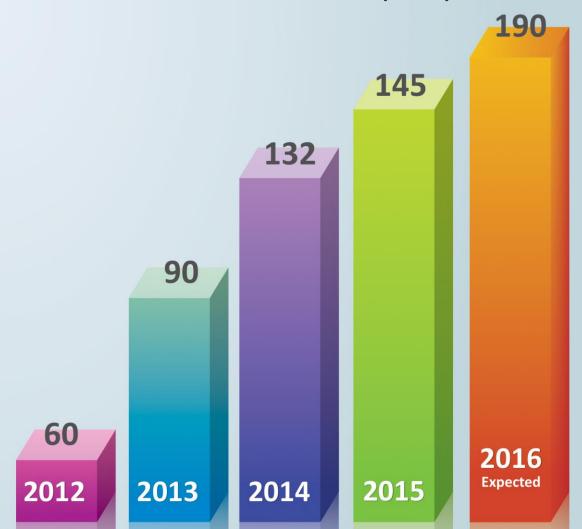




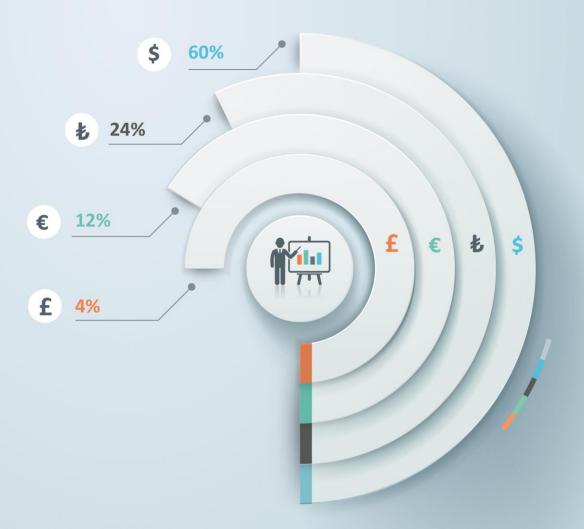
# **EBITDA IMPROVEMENT (mn \$)**



# **SALES IMPROVEMENT (mn \$)**



# **REVENUE DISTRIBUTION BY CURRENCY (2016 1H)**





## **Merit Hotels & Casinos**



## Merit Royal&Premium

690

Slots

Table Games	60
Hotel rooms	243
EBITDA 2013	N/A
EBITDA 2014	USD 15mn
EBITDA 2015	USD 18.5mn
EBITDA 2016 Expected	EUR 24mn



## **Merit Crystal Cove**

Slots

490

Table Games	50
Hotel rooms	277
EBITDA 2013	USD 13m
EBITDA 2014	USD 9mn
EBITDA 2015	USD 9mn
EBITDA 2016 Expected	EUR 10mn



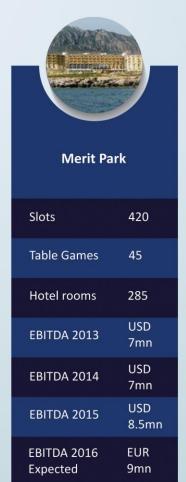
## **Merit Lefkosa**

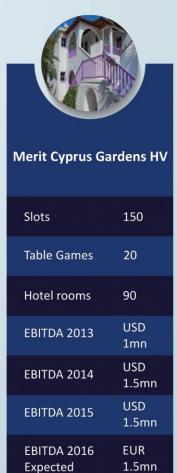
950

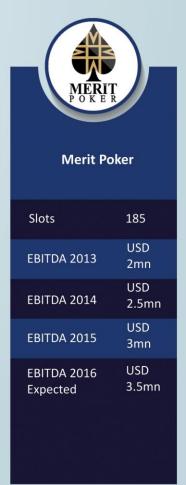
Slots

Table Games	40
Hotel rooms	125
EBITDA 2013	USD 9mn
EBITDA 2014	USD 10mn
EBITDA 2015	USD 10mn
EBITDA 2016	EUR 12mn

## **Merit Hotels & Casinos**







## **Merit Casinos (Montenegro)**







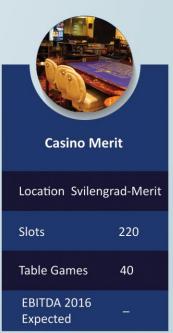
## **Merit Casinos (Croatia)**



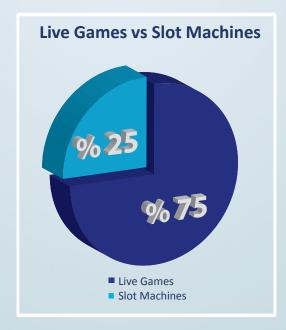


## **Merit Casinos (Others)\***

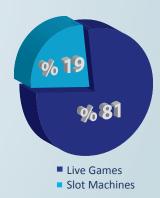




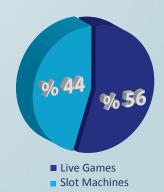
## **Revenue Generation**



## **Merit Royal**



## **Merit Lefkosa**

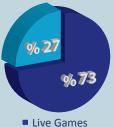


#### **Merit Park**



Live GamesSlot Machines

## **Merit Crystal Cove**



Slot Machines

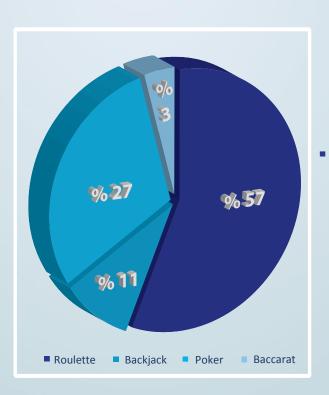
## Merit Cyprus G.



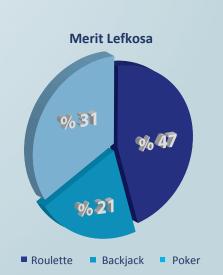
Live Games

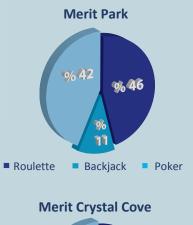
Slot Machines

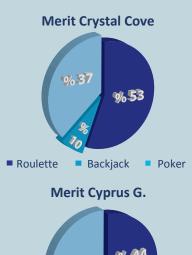
Revenue Distribution by Live Games

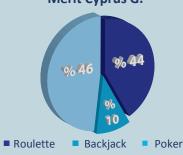




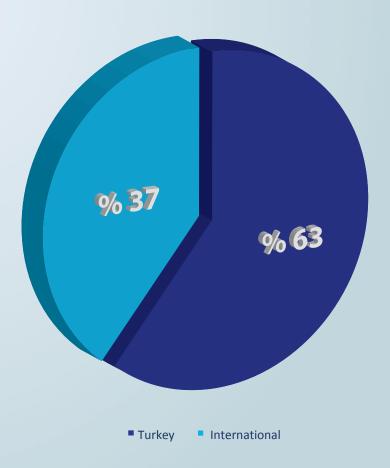






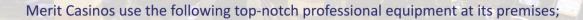


# **Revenue Distribution by Clientele (2016 1H)**





# **Merit Brand Combines with Technology**





















Cammegh (UK) Roulette Wheels

Matsui (Japan) chips

Dal Negro (Italy) playing cards and Abbiati green cloths

PATIR (Germany) & GASSER (USA) casino chairs

Shufflemaster/Bally (USA) card shufflers & chipper machines

Bally (USA), WMS (USA), Novomatic (Czech Republic), Konami (USA), Interblock (Slovenia), EGT (Bulgaria), Spielo (USA) 3D & multi player gaming and slot machines equipped with TITO plus Player Tracking System.

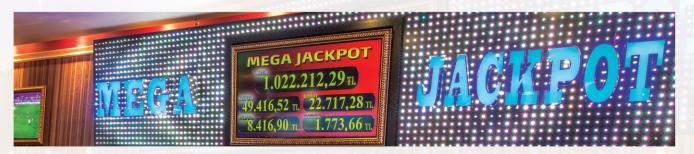
Merit Casinos also produce its own live game tables since 2008.

## **PLAYER CLUB CARD**



- Merit Casinos has an active base of 400,000 members registered to their Player Loyalty Program & Tracking System at four different levels; Sapphire, Silver, Gold and Platinum.
- Valued members of Merit Casinos' Player Loyalty program have enjoyed the
  distribution of over US\$ 20,000,000 of promotional tickets during 2012-2015 period,
  on top and above of all regular winnings from slot machines. These promotional
  tickets are not redeemable as cash but only used for playing at slot machines.

# Mega Jackpot



- Merit Casinos offer to its slot machine players a unique experience by its Mega Progressive Jackpot system, linking with Wide Area Progressive all of its 3,600 slot machines at its 10 casinos.
- In the 28-casino Northern Cyprus gaming market, Merit is the only casino to offer a US\$ 500,000 plus Mega Progressive Jackpot plus sub-tier additional jackpots at its casinos thus creating a clear uncontested competitive edge on the island & in the region.
- Since the inception of the Mega Progressive Jackpot in 2012, Merit has paid out a total of over US\$10,000,000 in various jackpots to their qualified slot machine players on top and above of regular slot machine winnings.



# A New Brand in Gaming: Merit Poker

- Merit Poker has been founded by Merit Casinos in 2008 and specializes in Texas Hold'em Tournaments & cash games.
- During 2008-2015 period, Merit Poker has successfully organized 57 international tournaments and 841 satellite tournaments in Northern Cyprus with 35,074 players from 87 different countries actively listed.
- Merit Poker has distributed a total close to US\$ 50 mn in total tournament prizes to players.
- Merit Poker owns & operates the following Texas Hold'em Tournament brands; Merit Mediterranean Cup (MMC), Lebanese Poker Tour (LPT), Russian Poker Tour (RPT), Merit Poker Winter Fest, Merit Poker Fall Open, Merit World Cup of Poker, Merit Poker Summer Open, Merit Poker Spring Open, Merit Poker Festival.



# JCR, Japan Credit Rating Agency Corporate Credit Rating - Annual Review

H	NET®	Long Term	Short Term
nal	Foreign currency	BBB-	A-3
International	Local currency	BBB-	A-3
Int	Outlook	Stable	Stable
National	Local Rating	A (Trk)	A-1 (Trk)
	Outlook	Stable	Stable
Sponsor Support		2	-215
Stand A	Alone	В	-
Sovereign*	Foreign currency	BBB-	
	Local currency	BBB-	
	Outlook	Stable	THE SE

<sup>\*</sup>Assigned by Japan Credit Rating Agency, JCR on August 28, 2015

#### Strengths

Maintenance of the sustained expansion in operational volume throughout the completed financial year as reflected by the growth in sales revenues and asset size

Established know-how and market share in the luxury hotel and casino segment under the Merit brand in the TRNC

High share of equity in the funding of Company's operational activities providing a suitable base for further expansion

Improving composition of financial leverage in favor of long term liabilities through successive bond issues along with the reduction of foreign currency risk

Future strategies relating to regional expansion in the casino and duty free sectors through partnership with internationally

The rising pace of peace negotiations across Cyprus following the presidential elections in the TRNC with potentially positive impacts on the Company's financials in the medium and longterm

- Japan Credit Rating Agency assigned «A» rating in 2015.
- Our third upgrade since Japan Credit Rating Agency (JCR) started rating Net Holding.
- Net Holding successfully issued 400 mn TL Private Sector Bond (PSB).
- NTHOL Private Sector Bonds are one of the most liquid non-banking PSB.



## **Bodrum Land**

USD 300mn of monetization opportunity – NOT even on balance sheet.



1,000 hectares (10 mn square meters) of land running along just behind the town of Gulluk on the Mediterranean coast; 5 minutes drive from Bodrum International Airport, 30 minutes from the town of Bodrum. Topography lends itself well to villas as it will allow each property to feel relatively secluded with uninterrupted views. The Project includes an iconic grand resort hotel, spa retreats up on the hills, world class conference facilities, golf club at International PGA standards, polo club mainly geared to affluent international tourists.

Current zoning plan is "Tourism" with 30% buildable-to-land area ratio, allowing 3 mn sq mt of buildable space. Savills, has produced a report in 2011 with a 16% buildable to land area ratio (max. allowed in 2011), accordingly; Stage 1: 3,304 residential keys and 141 hotel rooms for the golf hotel, 382 for the grand resort hotel and 132 rooms for the Spa hotel. Stage 2: Adding 545 hotel rooms and another 3,304 residential keys. The property is under a revenue sharing agreement with a local developer since 2007 that entitles NTHOL to 19% of the revenues of the project, with a deadline to finish construction until June 2013, which has elapsed. Due to the type of the contract, the title of the property has been passed to developer & the asset (plus attached revenue sharing deal) can not yet be seen in NTHOL accounts.

Three routes of monetization remain available per established judiciary practice & agreement between parties; a) Developer exercises his call option & buys out Net Holding's shares in this project at USD 300mn b) Developer sells to 3rd party with Net Holding's consent, 60% of proceeds goes to Net Group c) Developer defaults on contract, Net Holding gets back the land to its B/S at new market value without any compensation to developer.