

# Investor Presentation

October 2021



## **Key Investment Highlights**

**Deep Expertise in Energy Sector**

**Geographically Diversified Portfolio**

**Low Leverage**

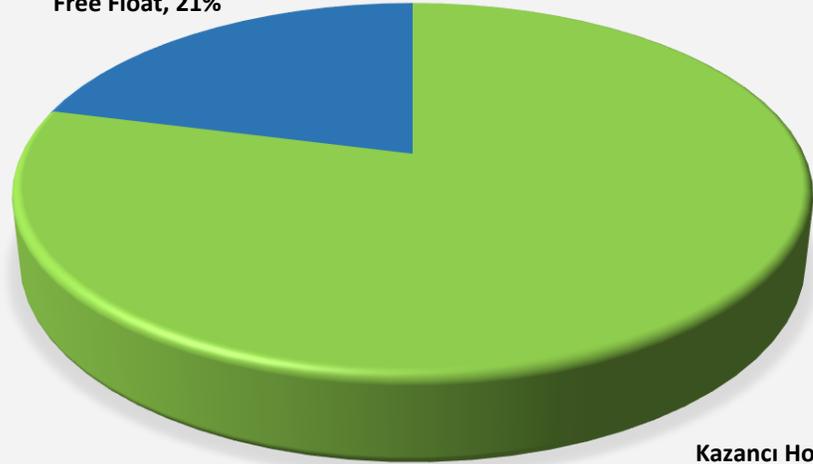
**Sustainable Growth**

**Resilient Business Model**

## Shareholder Structure

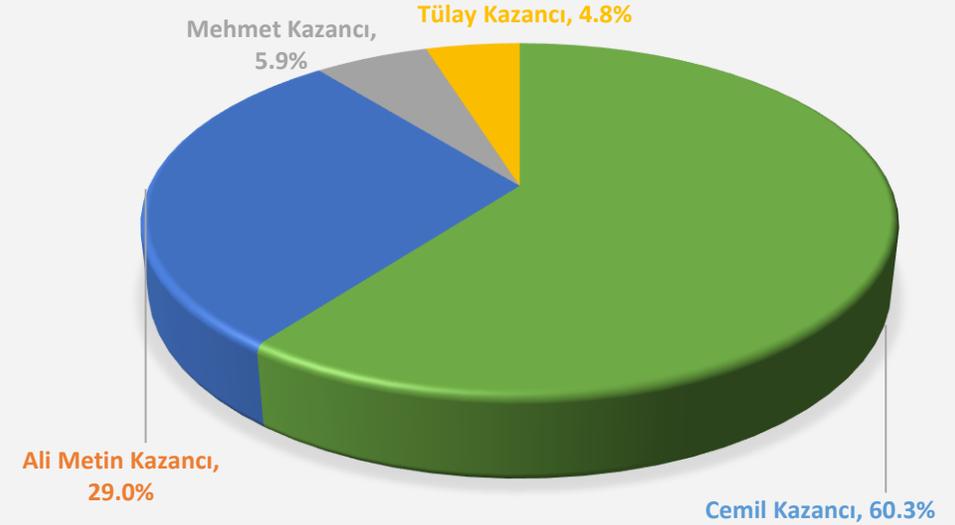
SHAREHOLDING STRUCTURE OF AKSA ENERGY

Free Float, 21%



Kazancı Holding A.Ş.  
79%

SHAREHOLDING STRUCTURE OF KAZANCI HOLDİNG A.Ş.



Cemil Kazancı, 60.3%

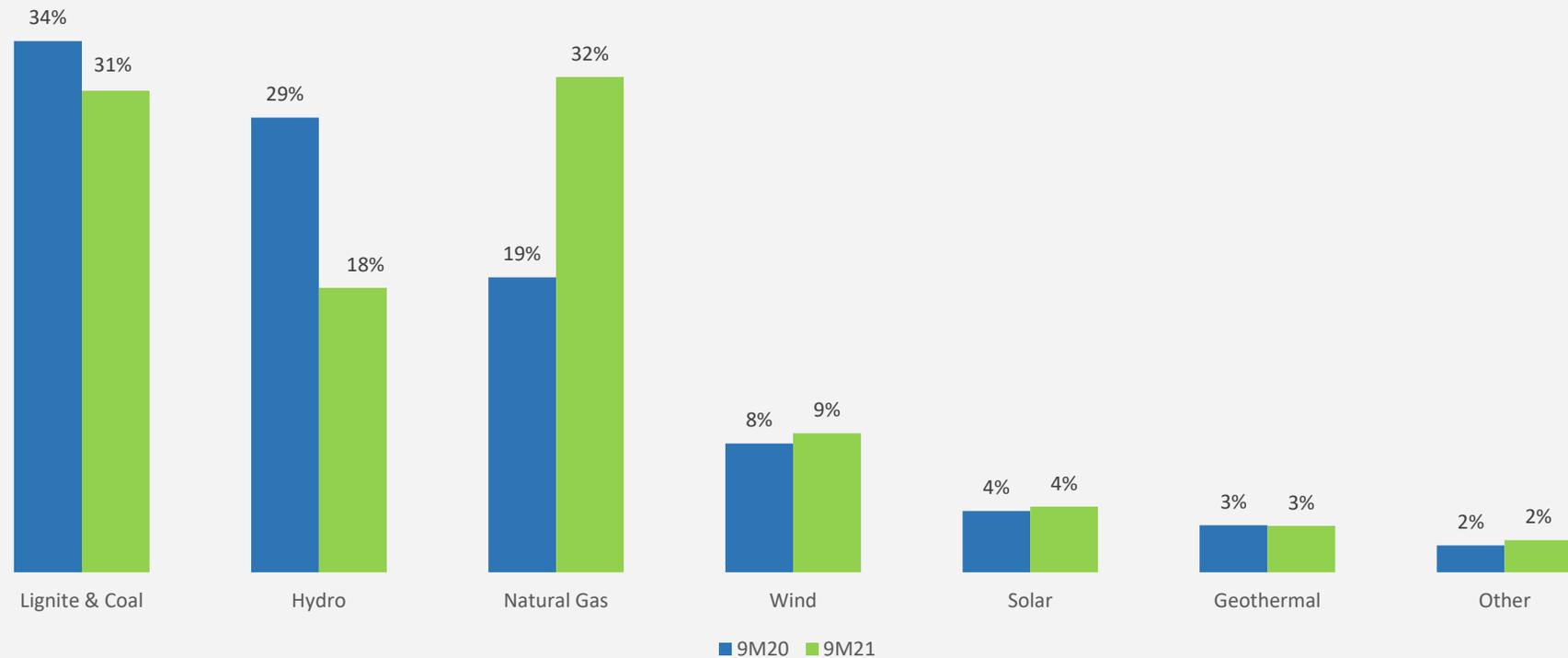
BIST Ticker	AKSEN
Bloomberg Ticker	AKSEN:TI
Reuters Ticker	AKSEN.IS
IPO Date	4.05.2010
Listed Exchanges	BIST 50, BIST Star, BIST Electricity, BIST Corporate Governance, BIST Sustainability, MSCI Turkey small cap index





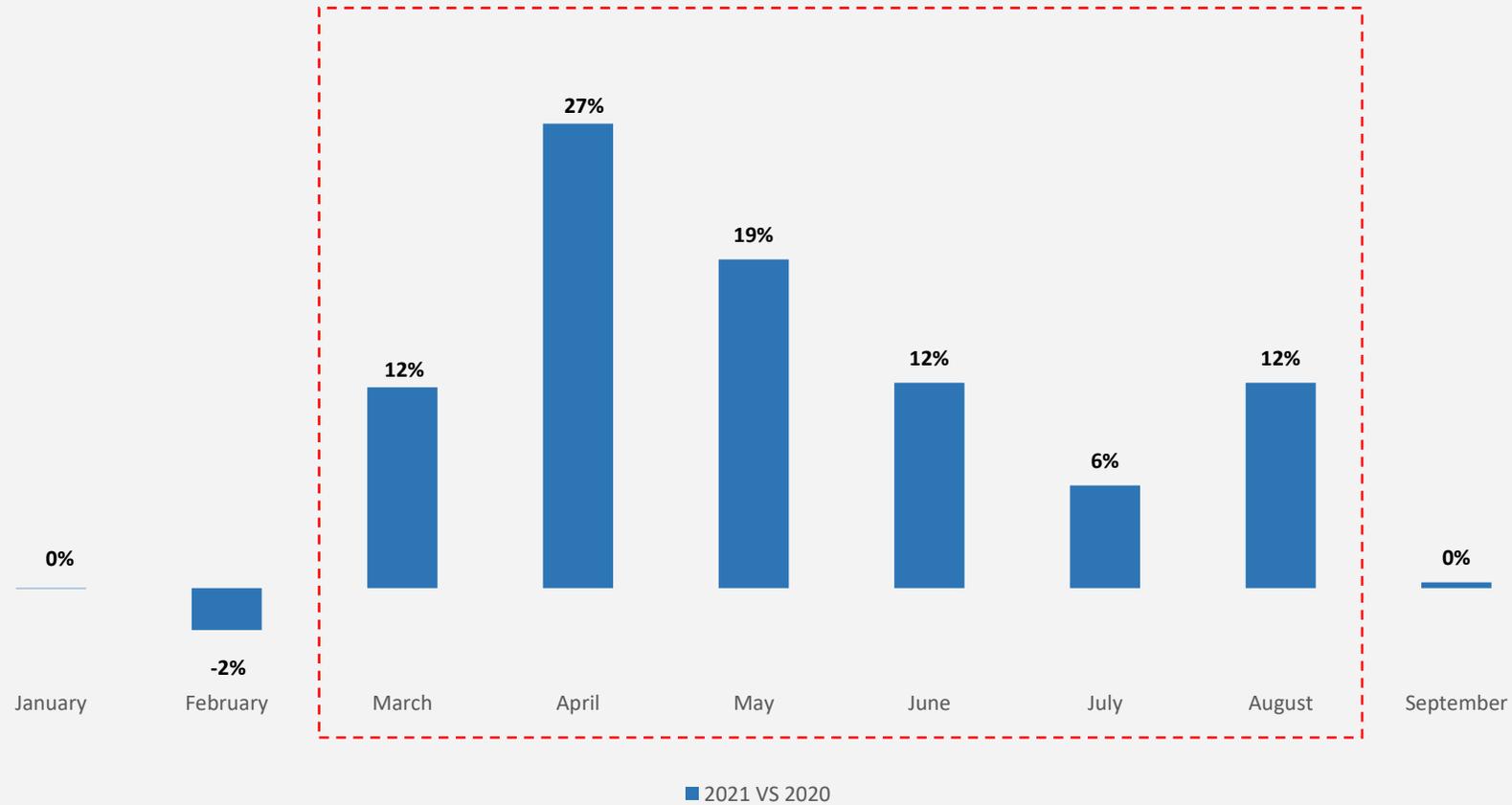
**SECTOR HIGHLIGHTS**

# Power Generation by Fuel Type



Source: TEİAŞ

# Monthly Change in Power Consumption



Source: TEİAŞ



**FINANCIAL & OPERATIONAL  
HIGHLIGHTS  
1H2021**

## Key Highlights – 1H21

TL million

		2Q21	2Q20	q/q
Quarterly- 2Q21 vs 2Q20	 Net Sales	2,620	1,620	62%
	 EBITDA	616	337	83%
	 Net Income	280	148	90%
	 Net Financial Debt	2,886	2,632 (*)	10%

		1H21	1H20	y/y
Cumulative-1H21	 Net Sales	4,764	3,467	37%
	 EBITDA	1,099	709	55%
	 Net Income	488	222	119%

		1H21	1H20	y/y
KPIs-1H21	 Gross Margin	19%	17%	+2.3 pp
	 EBITDA Margin	23%	20%	+2.6 pp
	 Net Fin. Debt / EBITDA	1.53x (**)	1.76x (*)	
	 Net Fin. Debt / Equity	52%	57% (*)	-4.9 pp

(\*) As of YE20

(\*\*) Rolling EBITDA

# FOREIGN OPERATIONS' CONTRIBUTION TO EBITDA AT 59%

## Regional Breakdown

TL million

Quarterly- 2Q21

		Domestic	Foreign	Share of Foreign
	Net Sales	2,190	430	16% 
	EBITDA	263	353	57% 
	Profit Before Tax	181	237	57% 

TL million

Cumulative-1H21

		Domestic	Foreign	Share of Foreign
	Net Sales	3,972	792	17% 
	EBITDA	450	649	59% 
	Profit Before Tax	247	433	64% 

Note: Foreign operations include Africa operations only. Northern Cyprus and energy trade operations at Iraq & Georgia are included in domestic operations

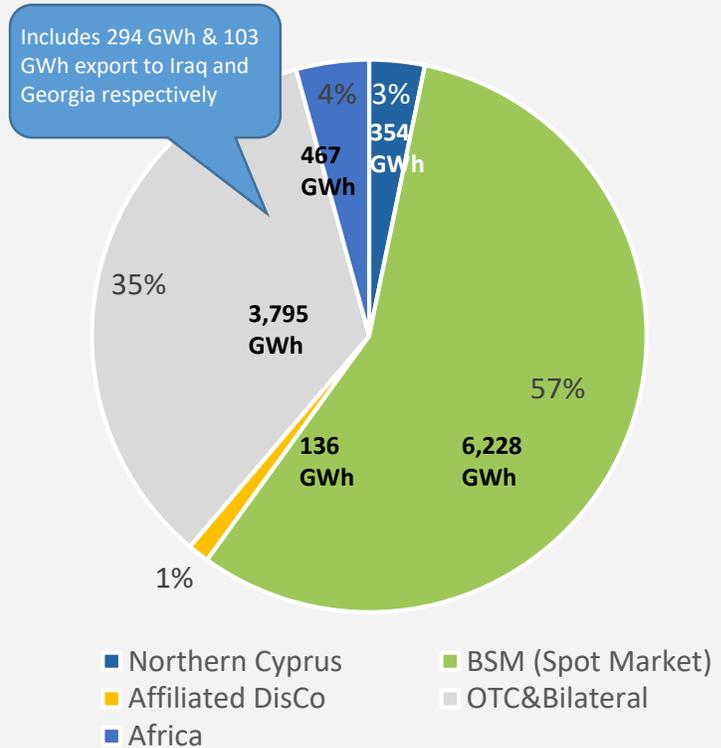
## Regional Breakdown

		Domestic	Foreign	Total
Quarterly- 2Q21	 Sales Volume (GWh)	5,204	265	5,469
	 Sales Price (TL/MWh)	428	1,616	485
		Domestic	Foreign	Total
Cumulative- 1H21	 Sales Volume (GWh)	10,513	467	10,980
	 Sales Price (TL/MWh)	390	1,735	447

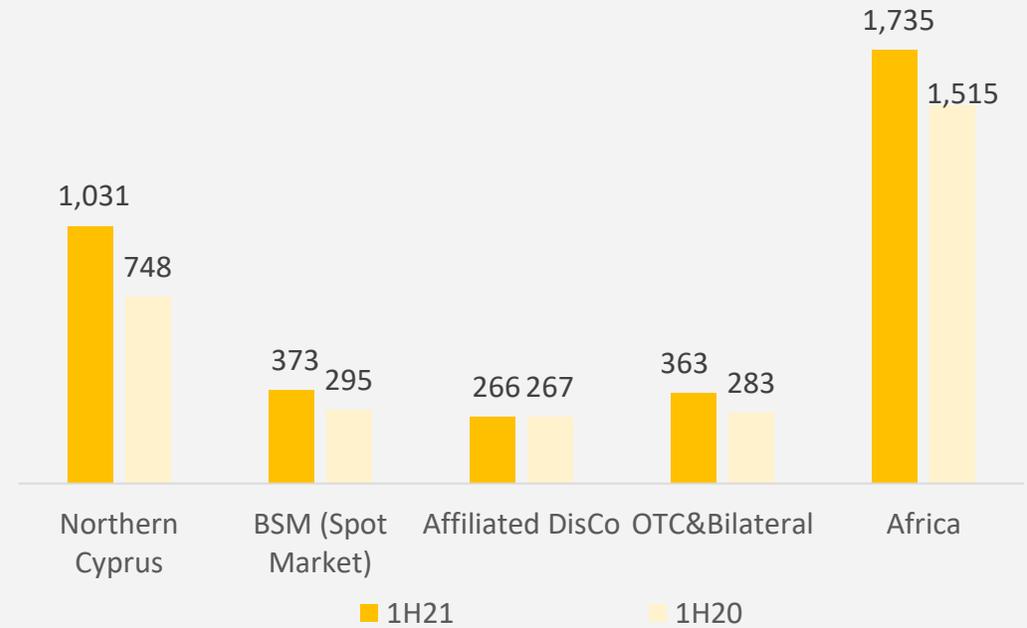
Note: Company internal data. Excludes intercompany eliminations applied in CMB financials. Sales volume data based on «net sales»  
 Foreign operations include Africa operations only. Northern Cyprus is included in domestic operations

# Sales Channel Breakdown

Sales Volume by Channel (1H21)



Sales Price by Channel (TL/MWh)



Note: Company internal data. Excludes intercompany eliminations applied in CMB financials. Sales volume data based on «net sales»



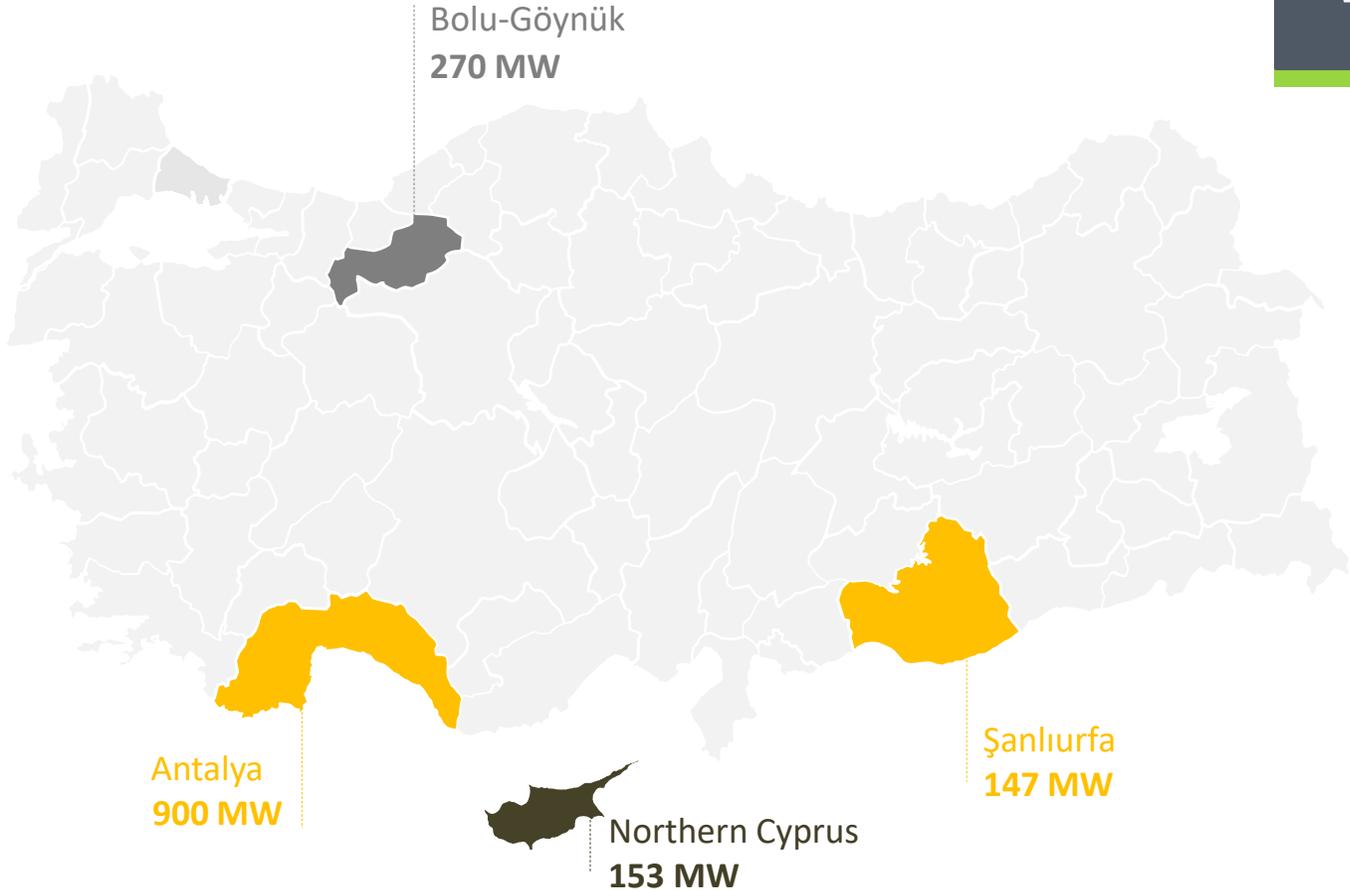
**DOMESTIC OPERATIONS**

MAJORITY OF DOMESTIC INSTALLED CAPACITY BASED ON NATURAL GAS

# Domestic Operations at a Glance

DOMESTIC  
INSTALLED  
CAPACITY  
**1,470 MW**

- Natural Gas (2 plants)  
**1,047 MW**
- Fuel-Oil (1 plant)  
**153 MW**
- Lignite (1 plant)  
**270 MW**



# Bolu PP Key Highlights

**Energy Source:** Lignite Coal

**Installed Capacity:** 270 MW

**Generation (Gross):** 1,059 GWh (1H21)

**CUR:** 90% (1H21)

**Capacity Payment:** 36 MM TL (1H21)

**EÜAŞ Lignite PPA Price:** 416 TL/MWh (2Q21)

**Sales Composition:**



**EÜAŞ vs Spot Electricity Prices (TL/MWh)**



Source: EPIAŞ for average spot prices



**Bolu Goynuk Thermal Power Plant**

- **Bolu PP sold 70% of its generation to EÜAŞ (state-run power generator) via formula based price scheme dependant on quarterly changes in inflation and USD/TL**
- **On top of that, Bolu PP also enjoys 3% additional incentive thanks to compliance with environmental legislation**
- **On 24 September 2020, Bolu PP acquired COVID-19 Safe Production Certificate**
- **3Q21 EÜAŞ price announced as 461 TL /MWh**

## Antalya PP Key Highlights

**Energy Source:** Natural Gas

**Installed Capacity:** 900 MW

**Generation (Gross):** 2,455 GWh (1H21)

**Capacity Payment:** 46 MM TL (1H21)

**CUR:** 73% (1H21)



**Ali Metin Kazancı Antalya  
Natural Gas Combined Cycle  
Power Plant**

- **Base load power plant with high efficiency ratio of 59%**
- 88% of electricity generated sold in spot market, remaining 12% via bilateral contracts
- 46 MM TL capacity payment received in 1H21
- 75% of gas supplied from BOTAŞ vs 25% from private sector ensuring optimisation

## Northern Cyprus PP Key Highlights

**Energy Source:** Fuel Oil

**Installed Capacity:** 153 MW

**Generation:** 360 GWh

**CUR:** 54%

**PPA Price:** 1,031 TL/MWh (1H21)

**Contract Expiry:** 2024 (+3 year extension option)

- Northern Cyprus PP benefits from USD based guaranteed capacity charge for 120 MW out of 153 MW installed capacity

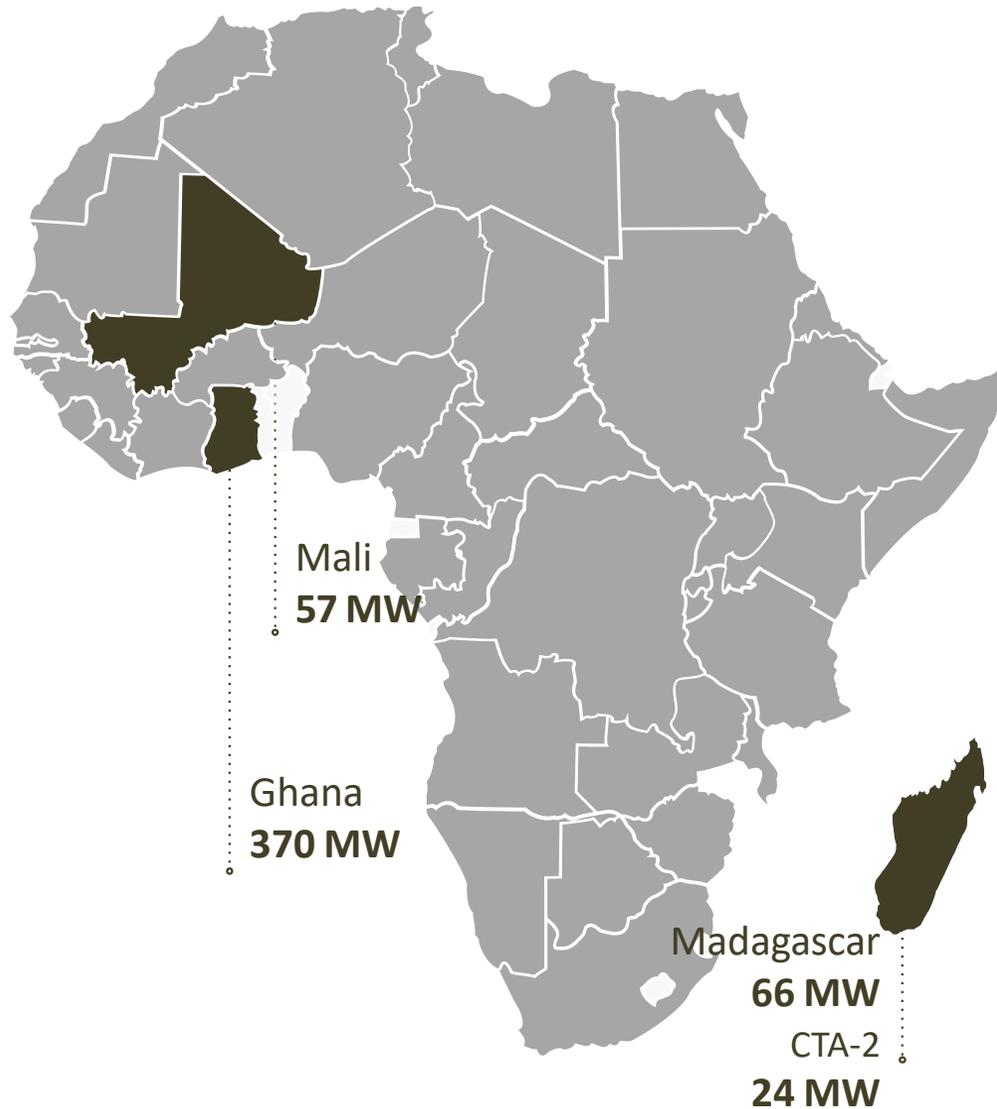




**FOREIGN OPERATIONS**

# Foreign Operations at a Glance

AFRICA  
TOTAL  
**493 MW\***



\* Does not include CTA-2

# Penetration in Africa

## Ghana



Population	<b>30.4 mn</b>
GDP	<b>\$ 67 bn</b>
GDP per capita	<b>\$ 2,202</b>
Installed Capacity	<b>5,043 MW</b>
Energy Consumption	<b>16.2 bn KWh</b>
Energy Consumption/Capita	<b>533 KWh</b>

## Madagascar



Population	<b>27.0 mn</b>
GDP	<b>\$ 14 bn</b>
GDP per capita	<b>\$ 522</b>
Installed Capacity	<b>844 MW</b>
Energy Consumption	<b>1.8 bn KWh</b>
Energy Consumption/Capita	<b>64,7 KWh</b>

## Mali



Population	<b>19.7 mn</b>
GDP	<b>\$ 18 bn</b>
GDP per capita	<b>\$ 891</b>
Installed Capacity	<b>630 MW</b>
Energy Consumption	<b>3.4 bn KWh</b>
Energy Consumption/Capita	<b>168 KWh</b>

## Ghana Key Highlights

- Ghana PP benefits from USD based guaranteed capacity charge for 332 MW out of 370 MW installed capacity based on a 6.5 year power purchase agreement (PPA) signed with Republic of Ghana on Aug'17
- On top of that, PP generates revenues from routine sales activity via spot market
- Ghana engine conversion to dual fuel (heavy fuel oil/natural gas) ongoing
- Receivables from Republic of Ghana covered by a **USD 75 MM letter of guarantee** confirmed by an A+ rated bank (Abu Dhabi Commercial Bank)
- **Cash CAPEX already recovered in June 2018 (less than 1 year)**

COMPLETED IN 9.5 MONTHS



Ghana Heavy Fuel Oil Power Plant

# Madagascar Key Highlights

- **Madagascar PP benefits from USD based guaranteed capacity charge for 60 MW out of 66 MW installed capacity based on a 20 year Power Purchase Agreement (PPA) signed with the Republic of Madagascar with Jirama, the state-owned electricity and water services company, on Sep'17**
- Madagascar CTA-2 PP (24 MW) is operated by Aksa Energy until Jan'24
- Fixed USD based monthly fee obtained from Jirama, owner of Madagascar CTA-2
- Land, fuel procurement, all licences and permits are provided by Jirama
- **Cash CAPEX recovered in February 2018 (less than 1 year)**



## Mali Key Highlights

- Mali PP benefits from EUR based guaranteed capacity charge for 30 MW out of 40 MW installed capacity based on a 3 year Power Purchase Agreement (PPA) renewed with Énergie du Mali on Jan'21
- In Jan'21, contract with Mali government extended for 3 years with additional capacity of 20 MW, of which 17 MW already initiated by Aksa Energy. Power generated by 20 MW installed capacity will also be purchased by EDM for 3 years based on a guaranteed Euro denominated capacity charge.
- Land, fuel supply, licenses and permits are provided by Énergie du Mali.

COMPLETED IN 6 MONTHS



Mali Heavy Fuel Oil Power Plant

# Uzbekistan Project - Key Highlights

- **25 year power purchase agreement (PPA) including guaranteed capacity payment in USD terms signed with the Ministry of Energy of Uzbekistan on May'20 regarding 240 MW natural gas combined cycle (CCGT) power plant in Tashkent, the capital of Uzbekistan**
- **On 20 January 2021, above mentioned agreement has been amended with 230 MW capacity expansion and additionally, another agreement has been signed regarding construction of 270 MW CCGT in Bukhara. Both agreements involve sale of the energy generated in these power plants based on a USD denominated guaranteed capacity payment for a duration of 25 years**
- Power Plant Equipments to be relocated from existing power plants where possible
  - ✓ Low CAPEX
- Use of idle equipment to increase revenues and overall production
  - ✓ Lower commercial risk
  - ✓ No need for cash or bank line for procurement
  - ✓ No logistic need for transportation of natural gas
  - ✓ No need for storage

TO BE COMPLETED IN 12 MONTHS



## Congo Project - Key Highlights

- On 21 January 2021, Aksa Enerji Üretim A.Ş.'s 100% subsidiary Aksa Energy Company Congo has signed a concession agreement with Republic of Congo about obtaining operating rights of a 50 MW natural gas power plant in the city of Pointe-Noire
- Installed capacity of 25 MW planned to be operational by 4Q21
- Natural gas is expected to be supplied from Congo's local gas reserves
- Electricity generated is expected to be exported to Democratic Republic of Congo via existing transmission lines



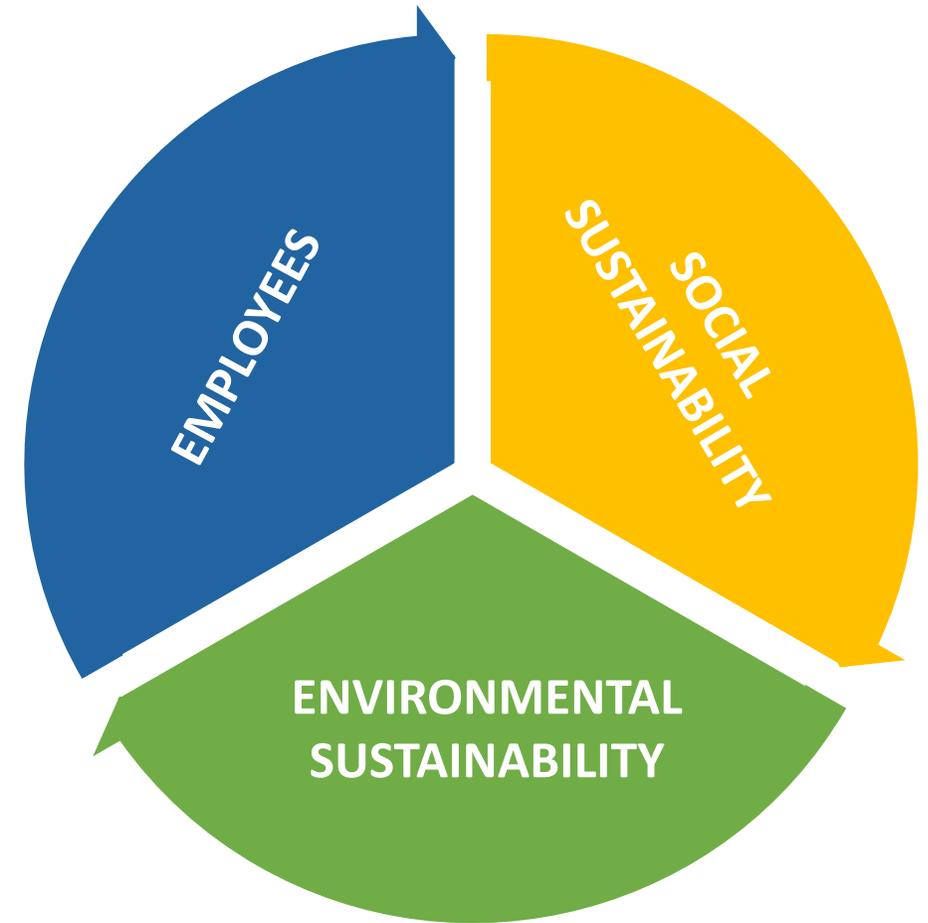


**SUSTAINABILITY**

# SUSTAINABILITY AT AKSA ENERGY

## SUSTAINABLE BUSINESS MODEL

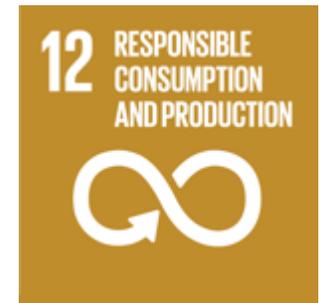
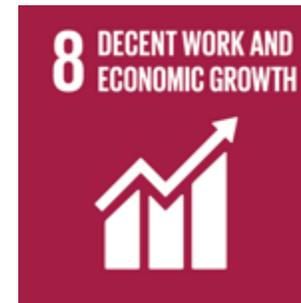
- Aksa Energy's stock is trading at BIST Sustainability Index since 2015.
- The Company acts with the **Responsibility of a Sustainable Business Model** for a safe future.
- The Company' sustainability approach is based on three pillars - **Environmental Sustainability, Employees and Social Responsibility.**
- As a signatory to the **United Nations Global Compact** since 2017, Aksa Energy is committed to conducting its business operations in line with the **10 Principles** outlined in the Global Compact.



# SUSTAINABILITY AT AKSA ENERGY

## WE ARE COMMITTED TO SUSTAINABLE DEVELOPMENT GOALS!

- Aksa Energy prioritizes identifying and managing the significant environmental impacts of the industry, **respecting human and employee rights**, and contributing to **social development** in the regions where it operates.
- Aksa Energy is committed to 7 of the Sustainable Development Goals that have been set in 2012 within the scope of the United Nations Sustainability Conference.
- Aksa Energy has signed The Trillion Tonne Communiqué, which is a declaration to the world from companies that are sensitive to climate change and demand measures to combat it, and the Company designs its energy investment in this context





**APPENDIX**

# 2021 GUIDANCE

FINANCIAL INDICATORS	2020 ACTUAL	COMPOSITION	2021 GUIDANCE	COMPOSITION
Net Sales (MM TL)	7,231	<p>20% 80% Domestic Foreign</p>	7,750	<p>27% 73% Domestic Foreign</p>
EBITDA (MM TL)	1,497	<p>66% 34% Domestic Foreign</p>	1,764	<p>27% 73% Domestic Foreign</p>
CAPEX (MM TL)	255	<p>7% 93% Africa Uzbekistan</p>	1,575	<p>6% 14% 80% Uzbekistan Africa Turkey</p>

## Notes:

- (1) Domestic indicates operations in Turkey and Northern Cyprus
- (2) Average Spot Electricity Prices are expected to increase by 7% in 2021 and reach around 300 TL/MWh
- (3) Average BOTAŞ gas prices are expected to increase by 3% in 2021 and reach around 1,550 TL/1,000 m<sup>3</sup>
- (5) Average EÜAŞ Purchase Agreement Price for Göynük PP expected to be 420 TL/MWh in 2021 vs 350 TL/MWh in 2020

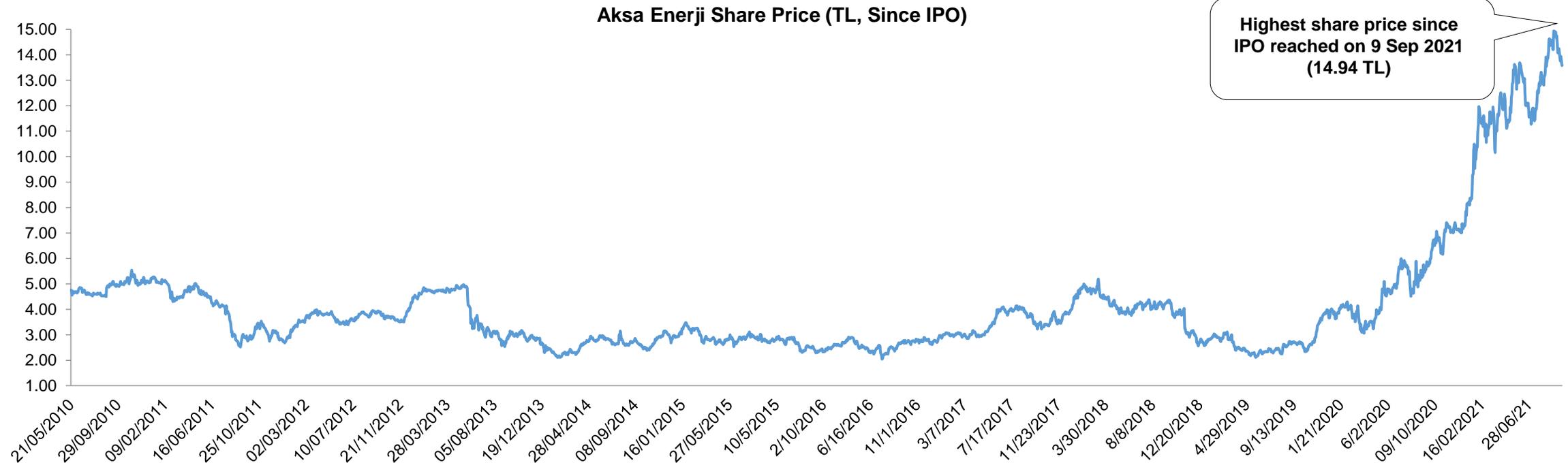
# Consolidated Summary Income

	1H21	1H20	y/y
<b>MM TL</b>			
Net sales	4,764	3,467	37%
Cost of sales	(3,859)	(2,889)	34%
<b>Gross Profit</b>	905	578	57%
General & administrative costs	(47)	(59)	-20%
Marketing expenses	(2)	(1)	155%
Other operating income	12	4	173%
Other operating expenses	(16)	(17)	-2%
<b>Operating Income</b>	851	505	68%
Expected revaluation losses	(11)	(18)	-42%
Financing income	119	206	-42%
Financing expense	(280)	(378)	-26%
<b>Earnings Before Income Tax</b>	680	315	116%
Tax	(125)	(24)	427%
<b>Net Income after minority interest</b>	488	222	119%

# Consolidated Summary Balance Sheet

	1H21	2020	ytd
<b>MM TL</b>			
Cash and cash equivalents	466	314	48%
Trade receivables	3,127	2,706	16%
Inventories	155	138	12%
<b>Total Current Assets</b>	<b>5,242</b>	<b>3,464</b>	<b>51%</b>
PP&E	6,430	5,655	14%
Intangibles	164	116	42%
<b>Total Non-current Assets</b>	<b>6,768</b>	<b>6,039</b>	<b>12%</b>
<b>Total Assets</b>	<b>12,009</b>	<b>9,503</b>	<b>26%</b>
<b>Total Current Liabilities</b>	<b>4,241</b>	<b>3,298</b>	<b>29%</b>
<b>Total Non-current Liabilities</b>	<b>2,223</b>	<b>1,580</b>	<b>41%</b>
Paid in capital	613	613	-
Shareholder's equity	5,545	4,625	20%
<b>Total Liabilities and Shareholder's Equity</b>	<b>12,009</b>	<b>9,503</b>	<b>26%</b>

# Share Performance



Aksa Enerji shares increased by 96% in 2020 and reached 7.44 TL (mcap: 4.6 bln TL).

In 2021, share price increased by 84% year to date and market capitalization reached 8.9 bln TL as of 30 September 2021

# Contact- Investor Relations

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