

9M 2022 Earnings Presentation





7 Nov 2022










aksa ENERGY

Key Highlights – 9M22

TL million

		3Q22	3Q21	q/q
Quarterly- 3Q22 vs 3Q21	 Net Sales	15,161	3,559	326%
	 EBITDA	1,975	644	207%
	 Net Income	1,454	325	347%
	 Net Financial Debt	6,966	4,545 ⁽¹⁾	53%

		9M22	9M21	y/y
Cumulative-9M22	 Net Sales	33,730	8,323	305%
	 EBITDA	5,295	1,743	204%
	 Net Income	3,913	813	381%

		9M22	9M21	y/y
KPIs-9M22	 Gross Margin	13%	18%	-4.33 pp
	 EBITDA Margin	16%	21%	-5.24 pp ⁽²⁾
	 Net Fin. Debt / EBITDA	1.13x	1.74x ⁽¹⁾	
	 Net Fin. Debt / Equity	45%	43% ⁽¹⁾	2.40 pp

(1) As of YE21







(2) Margin decline due to negative impact of price cap mechanism introduced in Apr'22

FOREIGN OPERATIONS' CONTRIBUTION TO EBITDA AT 49%

Regional Breakdown







TL million

Quarterly- 3Q22

		Domestic	Foreign	Share of Foreign
	Net Sales	13,846	1,316	9% 
	EBITDA	982	993	50% 
	Profit Before Tax	801	1,017	56% 

TL million





Cumulative-9M22

		Domestic	Foreign	Share of Foreign
	Net Sales	30,422	3,308	10% 
	EBITDA	2,722	2,573	49% 
	Profit Before Tax	2,634	2,375	47% 

Note: Foreign operations include Africa and Uzbekistan operations. Northern Cyprus operations are included in domestic operations

HIGHER SPOT PRICES IN TURKEY ACCOMPANIED BY FX BASED TARIFFS IN FOREIGN OPERATIONS

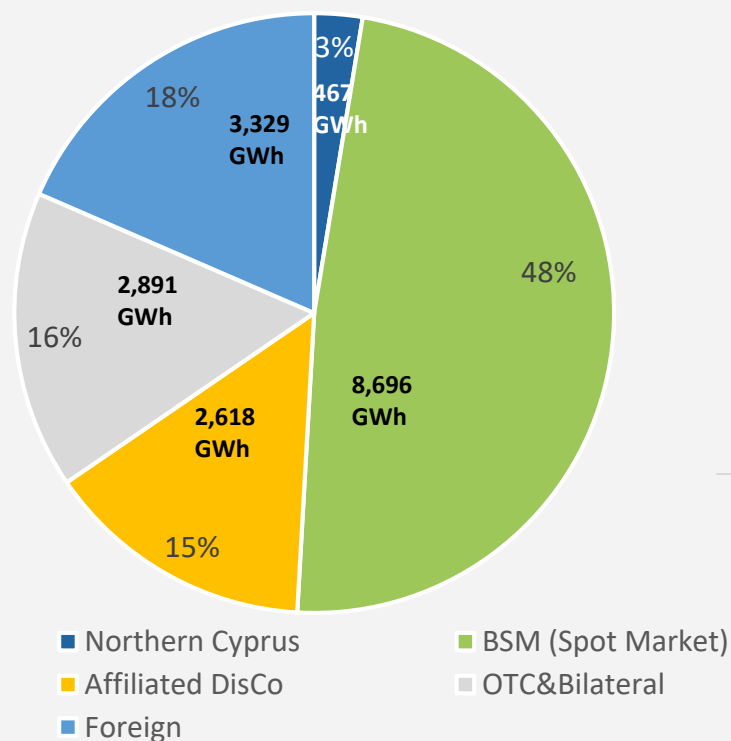
Regional Breakdown

		Domestic	Foreign	Total	
Quarterly- 3Q22		Sales Volume (GWh)	5,683	1,380	7,063
		Sales Price (TL/MWh)	2,750	1,046	2,417
		Domestic	Foreign	Total	
Cumulative- 9M22		Sales Volume (GWh)	15,667	3,329	18,996
		Sales Price (TL/MWh)	2,063	1,071	1,889

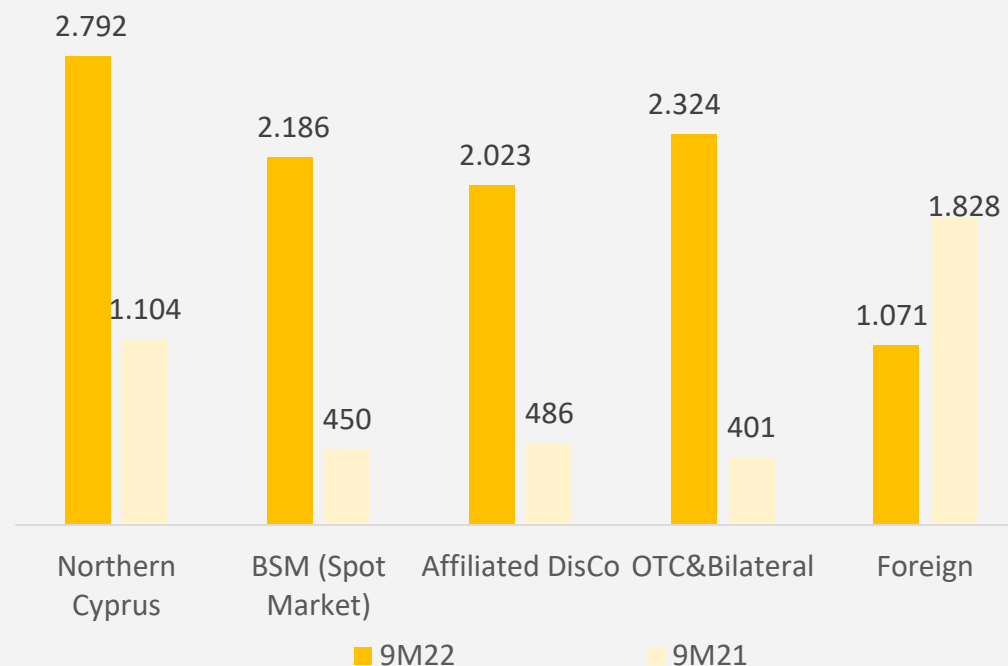
Note: Company internal data. Excludes intercompany eliminations applied in CMB consolidated financials, includes ancillary services (secondary frequency control mechanism)
Foreign operations include Africa and Uzbekistan operations. Northern Cyprus is included in domestic operations

Sales Channel Breakdown

Net Sales Volume by Channel (9M22)



Sales Price by Channel (TL/MWh)



Note: Company internal data. Foreign includes Africa and Uzbekistan in 9M22 (only Africa in 9M21). Excludes intercompany eliminations applied in CMB consolidated financials and also excludes ancillary services (secondary frequency control mechanism)

Bolu PP Key Highlights

Energy Source: Lignite Coal

Installed Capacity: 270 MW

Generation (Gross): 1,581 GWh (9M22)

CUR: 89% (9M22) / 86% (3Q22)

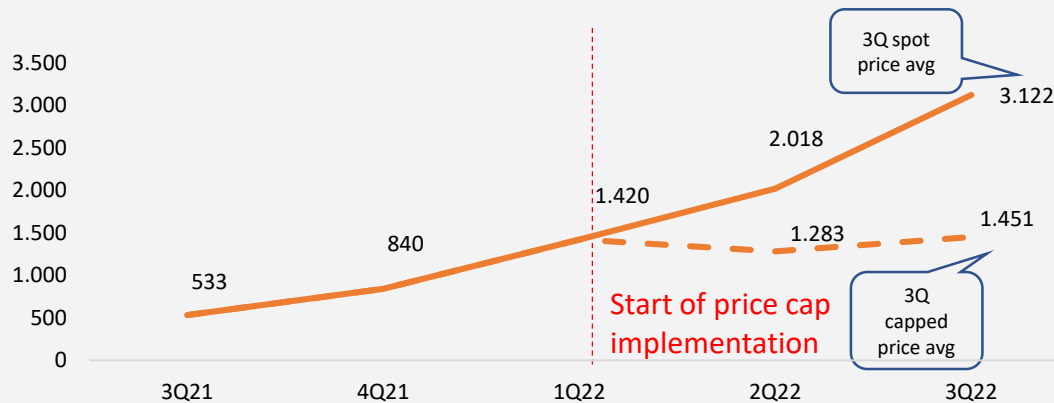
Capacity Payment: 26 MM TL (9M22)

Sales Composition: 66% Day Ahead Market, 34% Bilateral Agreements

Bolu Goynuk Thermal Power Plant



Average Spot Electricity Prices & Capped Prices (TL/MWh)



- Capacity utilization rate realized at 89%, slightly impacted by planned maintenance initiated on 24 Sep'22
- Price cap mechanism introduced by Energy Market Regulatory Authority (EMRA) in Apr'22 extended until Apr'23. 3Q price cap average realized at 1,451 TL (54% lower compared to 3Q22 spot price average)
- Capacity payment lower compared to 9M21 (48 MM TL in 9M21) due to revision in the mechanism with lower budget allocation for power plants consuming local resources

Antalya PP Key Highlights

Energy Source: Natural Gas

Installed Capacity: 900 MW

Generation (Gross): 2,892 GWh (9M22)

Capacity Payment: 106 MM TL (9M22)

CUR: 54% (9M22) / 60% (3Q22)

Adjusted CUR (*): 69% (9M22)

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



- **Base load power plant with high efficiency ratio of 59%**
- 45% of electricity sold in day ahead market, 22% via ancillary services (secondary frequency control) and remaining 33% via bilateral contracts
- **Capacity payment higher compared to 9M22 (60 MM TL in 9M21) due to revision in the mechanism with higher budget allocation for gas power plants**
- During 9M22, 100% of gas supplied from BOTAŞ

(*) Adjusted with secondary frequency control capacity sold to TEİAŞ. Proxy for Commercial Capacity Utilization

Şanlıurfa PP Key Highlights

Energy Source: Natural Gas

Installed Capacity: 147 MW

Generation (Gross): 171 GWh (9M22)

CUR: 20% (9M22) / 12% (3Q22)

Adjusted CUR (*): 35% (9M22)



- Şanlıurfa Power Plant resumed its operations from Aug'21 onwards driven by favorable market conditions. Zero Waste certificate received in Dec'21
- 25% of electricity sold in day ahead market, 29% via ancillary services (secondary frequency control mechanism), 44% via bilateral contracts and remaining 2% intraday market
- During 9M22, 100% of gas was supplied from BOTAŞ
- **High level of flexibility which enables the most effective utilization of secondary frequency capacity reserve market**

(*) Adjusted with secondary frequency control capacity sold to TEİAŞ. Proxy for Commercial Capacity Utilization

Northern Cyprus PP Key Highlights

Energy Source: Fuel Oil

Installed Capacity: 153 MW

Generation (Gross): 475 GWh (9M22)

CUR: 47% (9M22) / 56% (3Q22)

PPA Price: 2,792 TL/MWh (9M22)

Contract Expiry: 2024 (+3 year extension option)

Northern Cyprus Kalecik
Heavy Fuel Oil Power Plant



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

Africa Operations - Key Highlights



Ghana Heavy Fuel Oil Power Plant

- Ghana PP benefits from USD based guaranteed capacity charge for 332 MW out of 370 MW installed capacity. PPA extended for 15 years in Oct'22
- On top of that, PP generates revenues from routine sales activity via spot market
- Ghana engine conversion to dual fuel project (heavy fuel oil/natural gas) still ongoing (9 out of 22 machines converted to dual fuel)

- Mali PP benefits from EUR based guaranteed capacity charge for 50 MW out of 60 MW installed capacity
- In Jan'21, contract with Mali government extended for 3 years with additional capacity of 20 MW. Power generated by 20 MW installed capacity is also purchased by EDM for 3 years based on a guaranteed Euro denominated capacity charge



Mali Heavy Fuel Oil Power Plant



Madagascar Heavy Fuel Oil Power Plant

- Madagascar PP benefits from USD based guaranteed capacity charge for 60 MW out of 66 MW installed capacity
- 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

Uzbekistan Operations - 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 (Tashkent B) and additionally, another agreement has been signed regarding construction of 270 MW CCGT in Bukhara.
- All of the three power plants are officially fully operational as of end of Mar'22
- 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
- Natural gas to be provided by Uztransgaz, the natural gas supply company of Uzbekistan



Kazakhstan Project - Key Highlights

- On 13 July 2022, Aksa Energy's Kazakhstan branch has won the tender organized by Kazakhstan Electricity and Power Market Operator regarding 240 MW Kyzylorda combined heat and power plant project
- Power plant is expected to be commissioned in 2025 with capacity payments for 15 years
- Power plant is planned to be established with brand new machines



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
- 25 MW portion of 50 MW installed capacity planned to be operational by year end 2022
- 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
- In May 22, Aksa Energy Company Congo signed an electricity export transmission agreement with Energie Electrique du Congo (E2C- Republic of Congo's Electricity Generation- Transmission- Distribution Company). Negotiations regarding electricity export and gas supply agreements are ongoing.



Consolidated Summary Income Statement

	9M22	9M21	y/y
MM TL			
Net sales	33,730	8,323	305%
Cost of sales	(29,276)	(6,863)	327%
Gross Profit	4,454	1,460	205%
General & administrative costs	(193)	(87)	121%
Marketing expenses	(8)	(4)	90%
Other operating income	144	12	1102%
Other operating expenses	(119)	(28)	325%
Operating Income	4,278	1,352	216%
Expected revaluation losses	(31)	(8)	286%
Income from investment activities	8	-	n.m.
Financing income	1,533	180	752%
Financing expense	(779)	(432)	80%
Earnings Before Income Tax	5,008	1,092	359%
Tax	(742)	(157)	371%
Net Income after minority interest	3,913	813	381%

Consolidated Summary Balance Sheet

	9M22	YE21	ytd
MM TL			
Cash and cash equivalents	844	525	61%
Trade receivables	9,010	5,328	69%
Inventories	299	225	33%
Total Current Assets	11,139	7,129	56%
PP&E	17,105	13,038	31%
Intangibles	289	222	30%
Total Non-current Assets	17,734	13,520	31%
Total Assets	28,873	20,650	40%
Total Current Liabilities	7,918	6,272	26%
Total Non-current Liabilities	5,553	3,793	46%
Paid in capital	1,226	1,226	0%
Shareholder's equity	15,402	10,584	46%
Total Liabilities and Shareholder's Equity	28,873	20,650	40%

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