

# Investor Presentation

December 2023





## **Key Investment Highlights**

**Deep Expertise in Energy Sector**

**Geographically Diversified Portfolio**

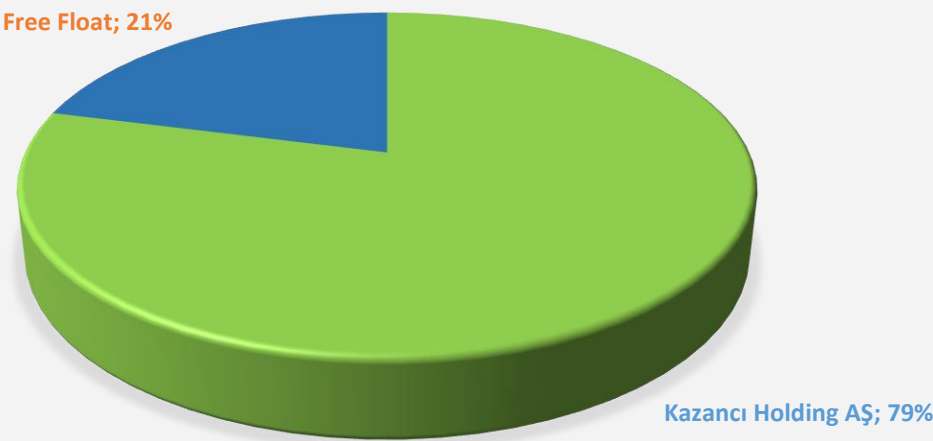
**Low Leverage**

**Sustainable Growth**

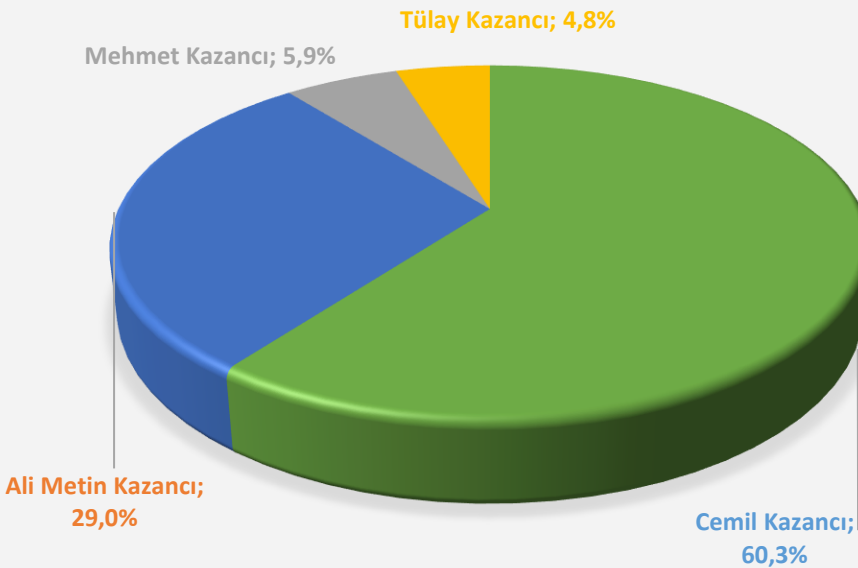
**Resilient Business Model**

# Shareholder Structure

SHAREHOLDING STRUCTURE OF AKSA ENERGY



SHAREHOLDING STRUCTURE OF KAZANCI HOLDİNG A.Ş.



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 Sustainability, BIST Corporate Governance, BIST Participation, FTSE Emerging Europe Large Cap Index



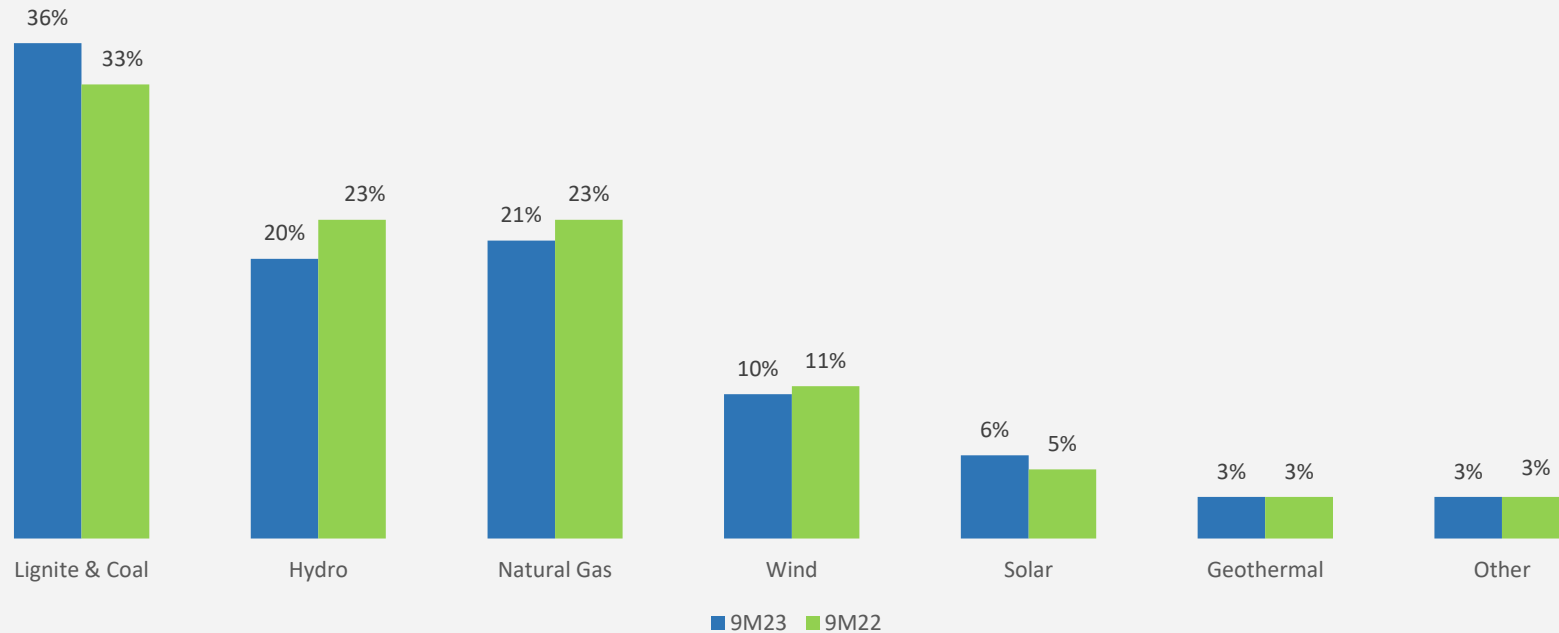




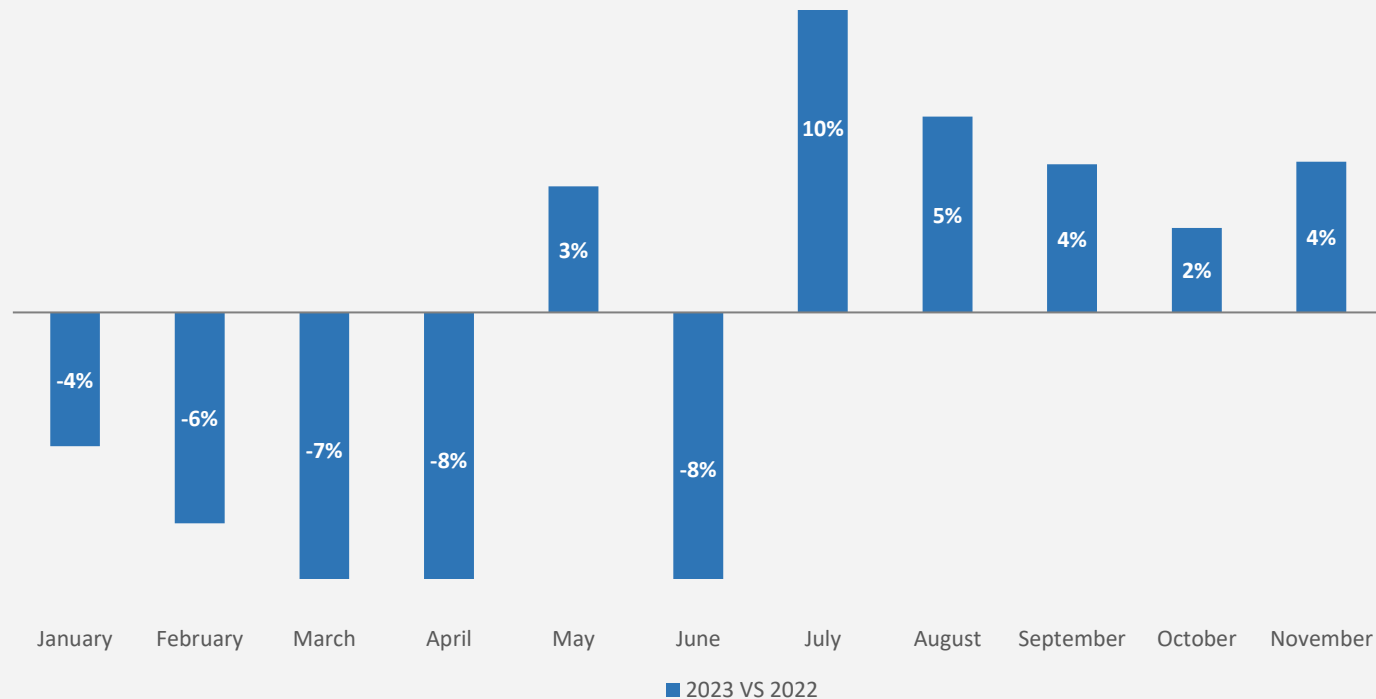
**SECTOR HIGHLIGHTS**



## Power Generation by Fuel Type



## Monthly Change in Power Consumption



Source: TEİAŞ





**FINANCIAL & OPERATIONAL  
HIGHLIGHTS  
9M2023**



## STRONG RECOVERY IN MARGINS

# Key Highlights – 9M23

TL million

### Quarterly- 3Q23 vs 3Q22



Net Sales

3Q23

7,356

3Q22

15,161

q/q

-51%



EBITDA

1,810

1,975

-8%



Net Income

1,203

1,454

-17%



Net Financial Debt

9,129

7,365 (\*)

24%

### Cumulative-9M23



Net Sales

9M23

20,864

9M22

33,730

y/y

-38%



EBITDA

4,831

5,295

-9%



Net Income

3,586

3,919

-8%

### KPIs-9M23



Gross Margin

9M23

22%

9M22

13%

y/y

+9 pp



EBITDA Margin

23%

16%

+7 pp



Net Fin. Debt / EBITDA

1.42x

1.13x



Net Fin. Debt / Equity

35%

45%

-10pp


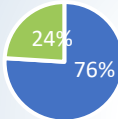

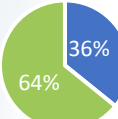

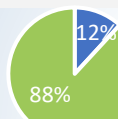
(\*) As of YE22



FOREIGN OPERATIONS’ CONTRIBUTION TO EBITDA AT %64

Regional Breakdown

TL million





		Domestic	Foreign	Share of Foreign	
Quarterly- 3Q23		Net Sales	5,599	1,757	
		EBITDA	648	1,162	
		Profit Before Tax	221	1,643	

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



# PERFORMANCE SUPPORTED BY FOREIGN CURRENCY-BASED PRICING FOR AFRICA, ASIA AND NORTHERN CYPRUS POWER PLANTS

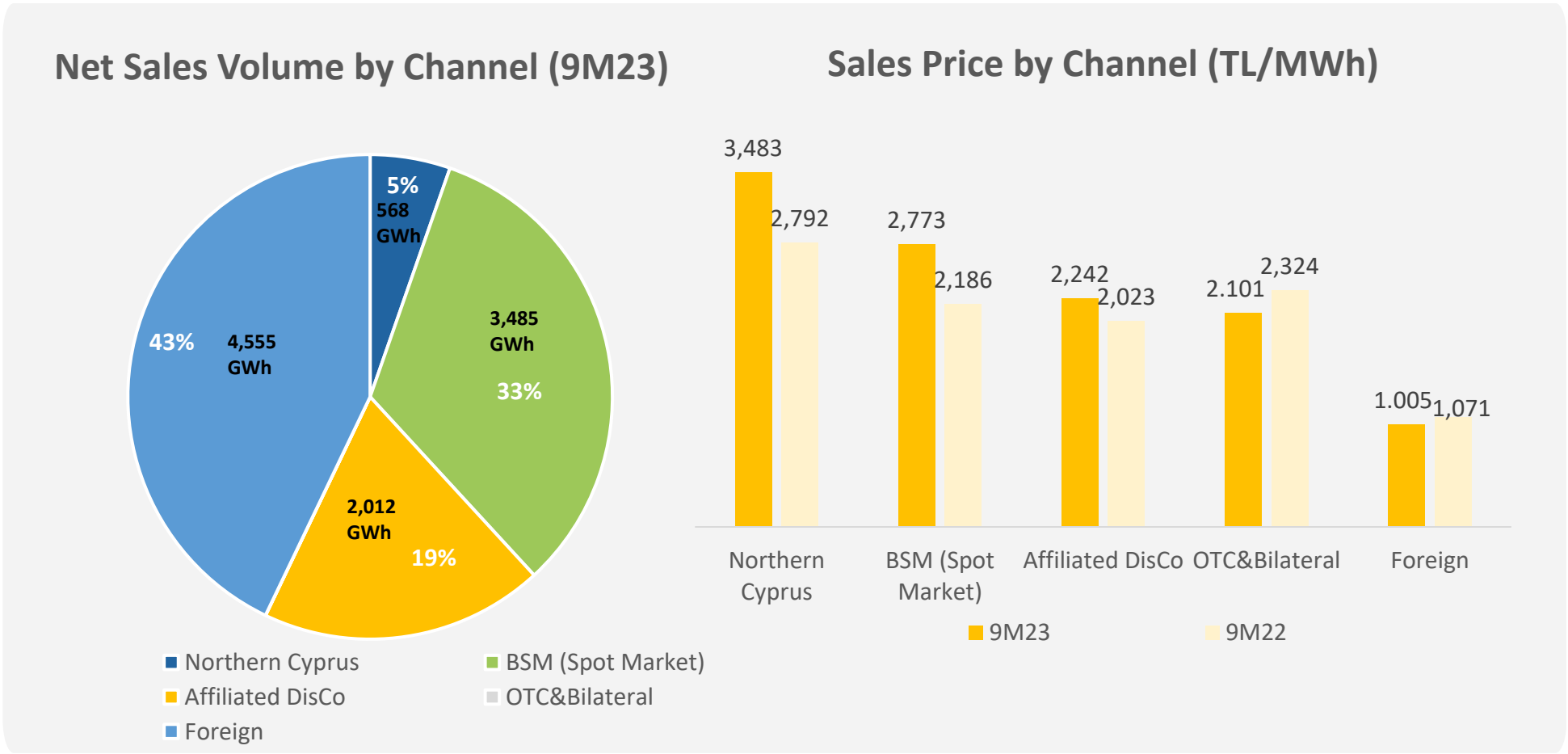
## Regional Breakdown

		Domestic	Foreign	Total	
Quarterly- 3Q23		Sales Volume (GWh)	2,187	1,477	3,664
		Sales Price (TL/MWh)	2,521	1,011	2,010
		Domestic	Foreign	Total	
Cumulative- 9M23		Sales Volume (GWh)	6,067	4,555	10,622
		Sales Price (TL/MWh)	2,663	1,005	1,952

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



Note: Company internal data. Foreign includes Africa and Uzbekistan in 9M23. Excludes intercompany eliminations applied in CMB consolidated financials and also excludes ancillary services (secondary frequency control mechanism)





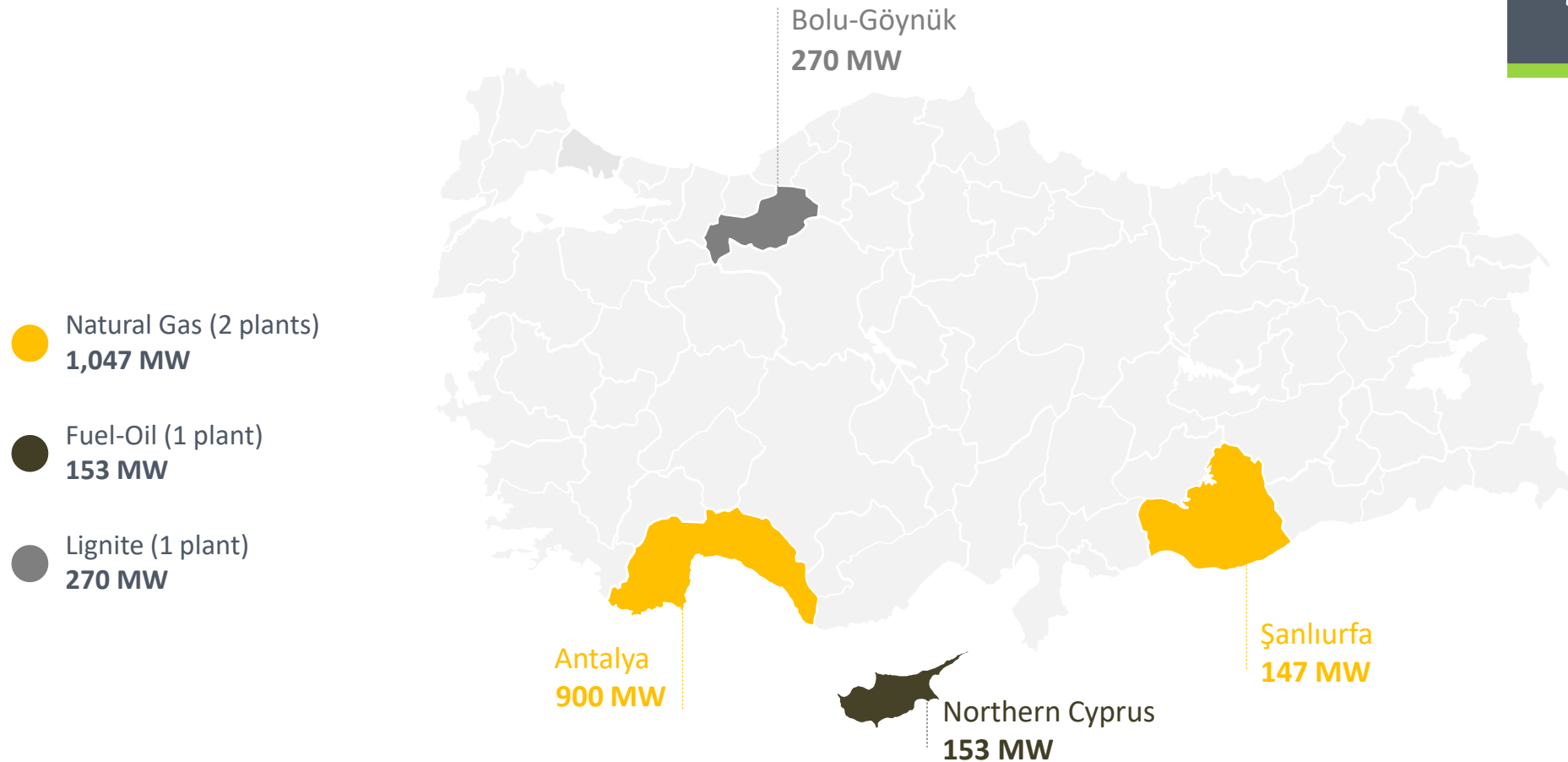
**DOMESTIC OPERATIONS**



MAJORITY OF DOMESTIC INSTALLED CAPACITY BASED ON NATURAL GAS

## Domestic Operations at a Glance

DOMESTIC  
INSTALLED  
CAPACITY  
**1,470 MW**





## 3Q23 SALES PRICE AVERAGE STILL ABOVE 2022 LEVELS DESPITE PRICE CAP MECHANISM

### Bolu PP Key Highlights

**Energy Source:** Lignite Coal

**Installed Capacity:** 270 MW

**Generation (Gross):** 1,468 GWh (9M23)

**CUR:** 83% (9M23)

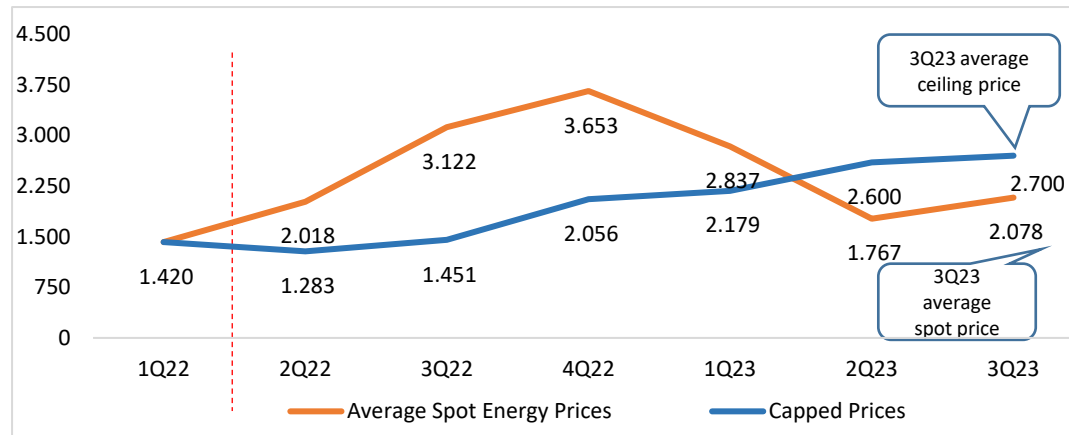
**Capacity Payment:** 38 MM TL (9M23)

**Sales Composition:** 7% Day Ahead Market, 88% Bilateral, 5% ancillary services

**Bolu Goynuk Thermal Power Plant**



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



Start of price cap  
implementation

- In April 2023, Energy Market Regulatory Authority (EMRA) extended the price cap averages until October 2023. 3Q23 average price cap was realized as TL 2,700.
- Price cap mechanism terminated as of 1 October 2023
- Capacity mechanism payments were higher than 9M22 (26 MM TL).

## Antalya PP Key Highlights

**Energy Source:** Natural Gas

**Installed Capacity:** 900 MW

**Generation (Gross):** 2,979 GWh (9M23)

**Capacity Payment:** 122 MM TL (9M23)

**CUR:** 59% (9M23)

**Adjusted CUR (\*):** 75% (9M23)

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



- **Base load power plant with high efficiency ratio of 59%**
- 75% of electricity sold in day ahead market, 22% via ancillary services (secondary frequency control) and remaining 3% intraday market
- **Capacity mechanism payments were higher than 9M22 (TL 106 MM)**
- During 9M23, 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):** 240 GWh (9M23)

**CUR:** 29% (9M23)

**Adjusted CUR (\*):** 50% (9M23)



- Şanlıurfa Power Plant resumed its operations from Aug'21 onwards driven by favorable market conditions.
- Zero Waste certificate received in Dec'21
- 56% of electricity sold in day ahead market, 40% via ancillary services (secondary frequency control mechanism) and remaining 4% intraday market.
- All of the natural gas used in the power plant is purchased from the market.
- **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):** 577 GWh (9M23)

**CUR:** 57% (9M23)

**PPA Price:** 3,483 TL/MWh (9M23)

**Contract Expiry:** 2038



- **Northern Cyprus PP benefits from USD based guaranteed capacity charge for 120 MW out of 153 MW installed capacity**
- In July 2023, a 15-year contract extension was made for the power plant. In addition to the contract extension, an agreement was reached for a capacity increase of 35 MW.
- Furthermore, feasibility studies will be conducted to initiate the interconnection line between Turkey and the TRNC in order to enhance the energy supply security of the TRNC.





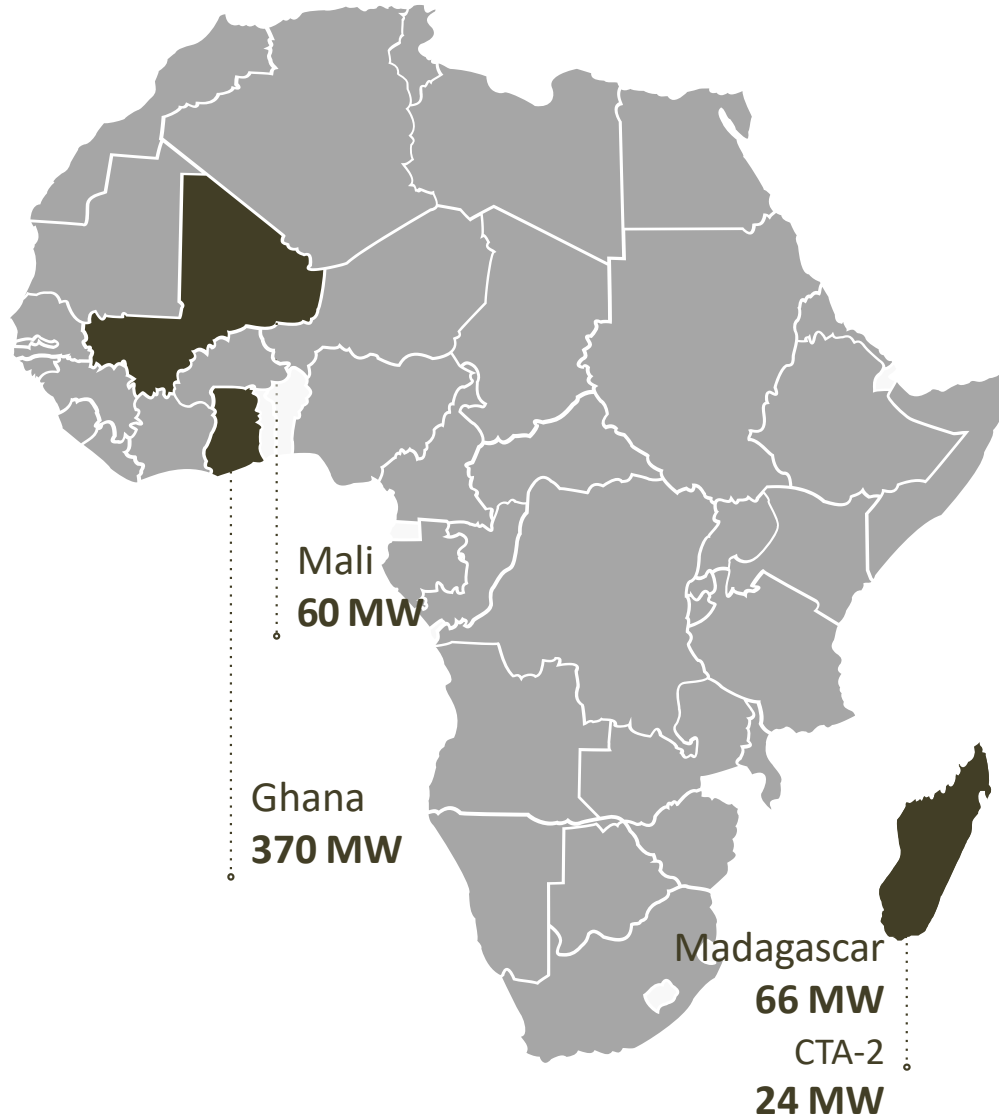
**FOREIGN OPERATIONS**



## Foreign Operations at a Glance

AFRICA  
TOTAL  
**496 MW\***

\* Does not include CTA-2





VERY ATTRACTIVE REGION WITH STRONG GROWTH POTENTIAL...

## Penetration in Africa

### Ghana



Population	<b>33.4 mn</b>
GDP	<b>\$ 72.8 bn</b>
GDP per capita	<b>\$ 2,176</b>
Installed Capacity	<b>5,454 MW</b>
Energy Consumption	<b>17.5 bn KWh</b>
Energy Consumption/Capita	<b>569 KWh</b>

### Madagascar



Population	<b>30.6 mn</b>
GDP	<b>\$ 15 bn</b>
GDP per capita	<b>\$ 505</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>22.6 mn</b>
GDP	<b>\$ 18,8 bn</b>
GDP per capita	<b>\$ 833</b>
Installed Capacity	<b>900 MW</b>
Energy Consumption	<b>3.7 bn KWh</b>
Energy Consumption/Capita	<b>186 KWh</b>

Source: The World Bank database (as of 2022) ; Ghana Statistical Services (as of 2022)

## 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.
- 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**



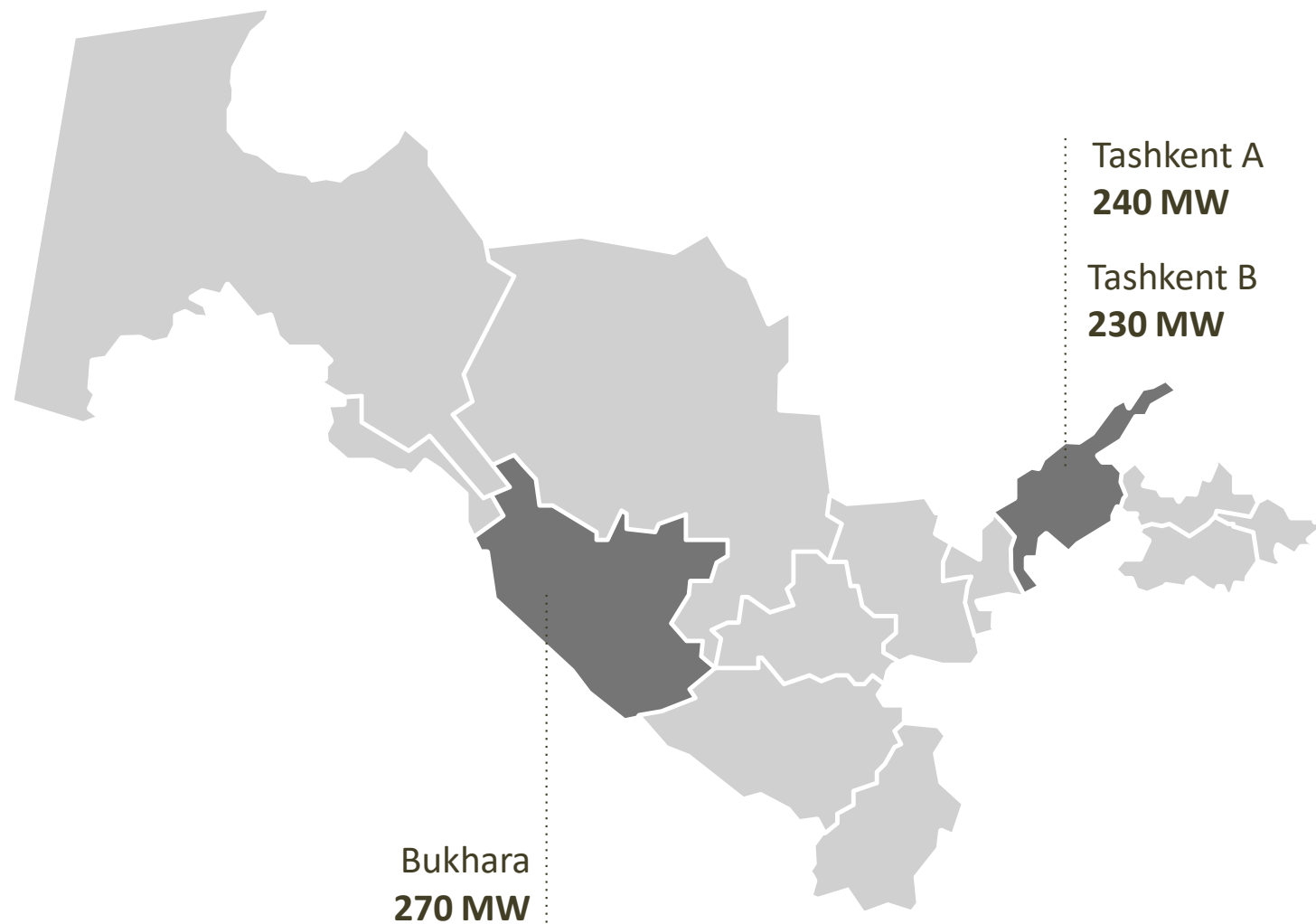
**Madagascar Heavy Fuel Oil Power Plant**

- 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



## Foreign Operations at a Glance

UZBEKISTAN  
TOTAL  
INSTALLED  
CAPACITY  
**740 MW**



# 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





## 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 for 30 years.
  - Natural gas supplies from Congo's local gas reserves
  - Electricity generated 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.
  - As of year-end, Aksa Energy Company Congo has started commercial operation.

# Kazakhstan Project - Key Highlights

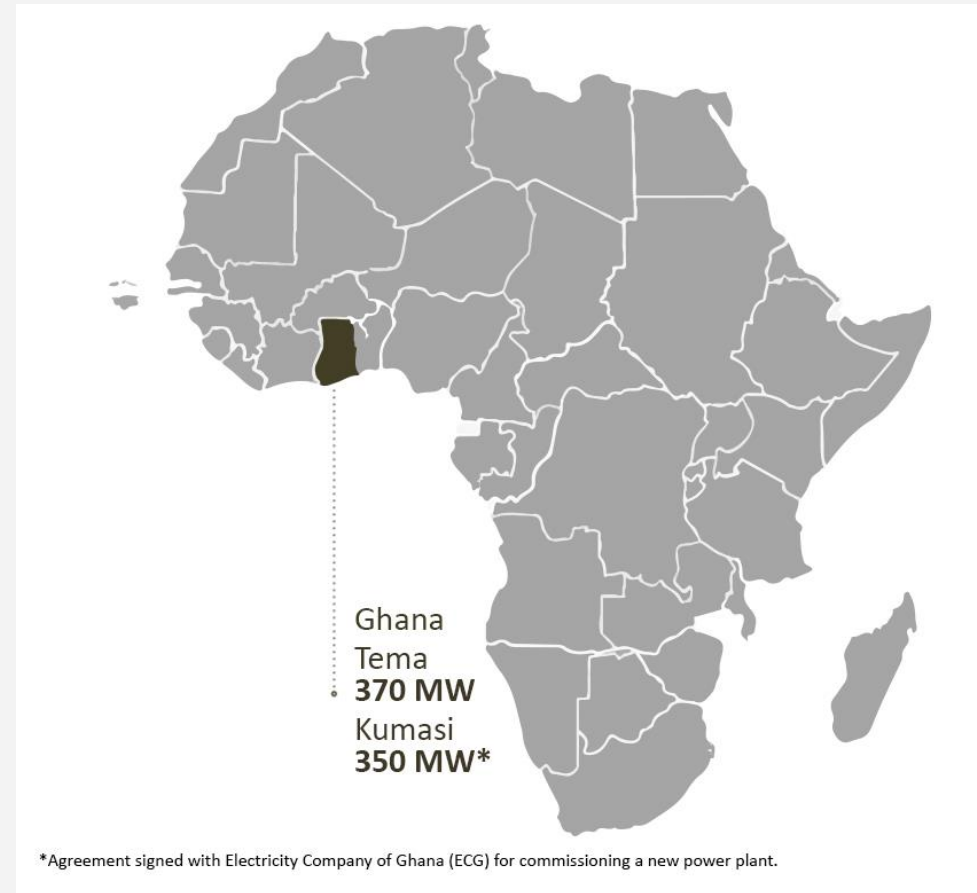
- On 13 July 2022, Aksa Energy's Kazakhstan branch has won the tender organized by Kazakhstan Electricity and Power Market Operator regarding 240 MW Kyzylorda combined heat and power plant project
- Power plant is expected to be commissioned in 2025 with capacity payments for 15 years
- Power plant is planned to be established with brand new machines. As of 2023, advance payments were made and the investment of the power plant was started.





### Kumasi Natural Gas PP- Key Highlights

- Aksa Energy Company Ghana Limited, a subsidiary of Aksa Enerji Üretim A.Ş., signed a contract with the Electricity Company of Ghana on April 6, 2023 for the construction of the Kumasi combined cycle natural gas power plant with an installed capacity of 350 MW.
- According to the contract, electricity generation and the guaranteed sale of the electricity generated will be in US Dollars for 20 years.



### Tallimarjon Natural Gas PP- Key Highlights

- On 9 November 2023, Aksa Energy signed a power purchase agreement with NEGU (National Electric Grid of Uzbekistan) regarding installation and operation of a 430 MW Natural Gas Combined Cycle Power Plant for 25 years .
- Sales price is USD based for 25 years and fuel is pass through.
- The construction of the power plant will commence after the necessary site allocations, and the power plant is expected to be commissioned within 12 months after the construction begins.

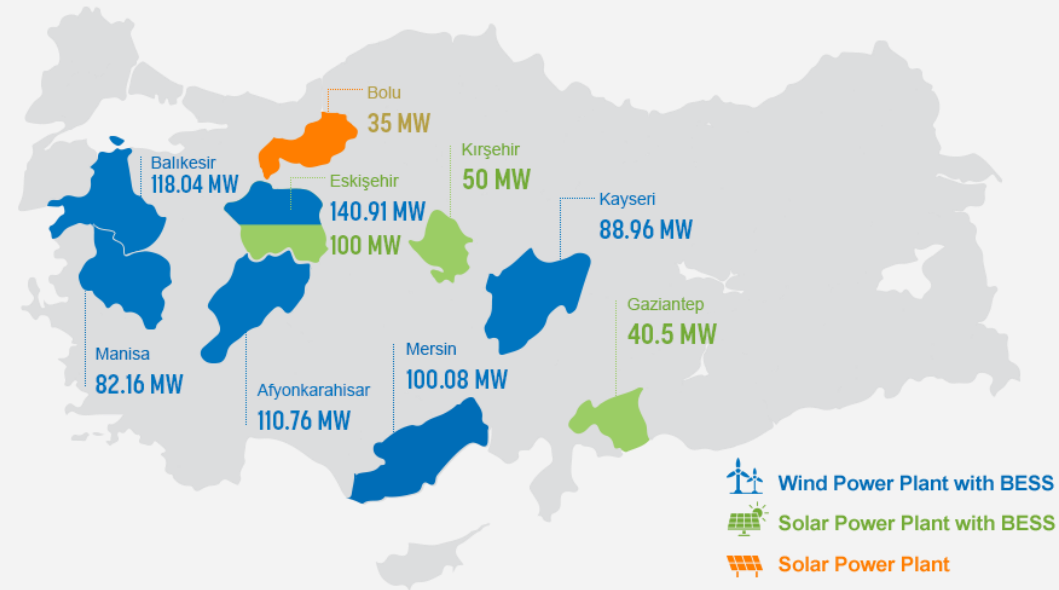




## 831.41 MW STORAGE-BASED WIND and SOLAR POWER PLANTS & 35 MW SOLAR POWER PLANT IN GÖYNÜK

### Renewable Energy Projects - Key Highlights

- On December 4, 2023, our preliminary licenses were granted for a total of 831.41 MW Storage Wind and Solar Energy Plants by EMRA.
- Investments in Renewable Energy continues with the 35 MW Solar Power Plant to be constructed in Bolu Göynük Power Plant. The contract for the start of construction of the plant has been signed.







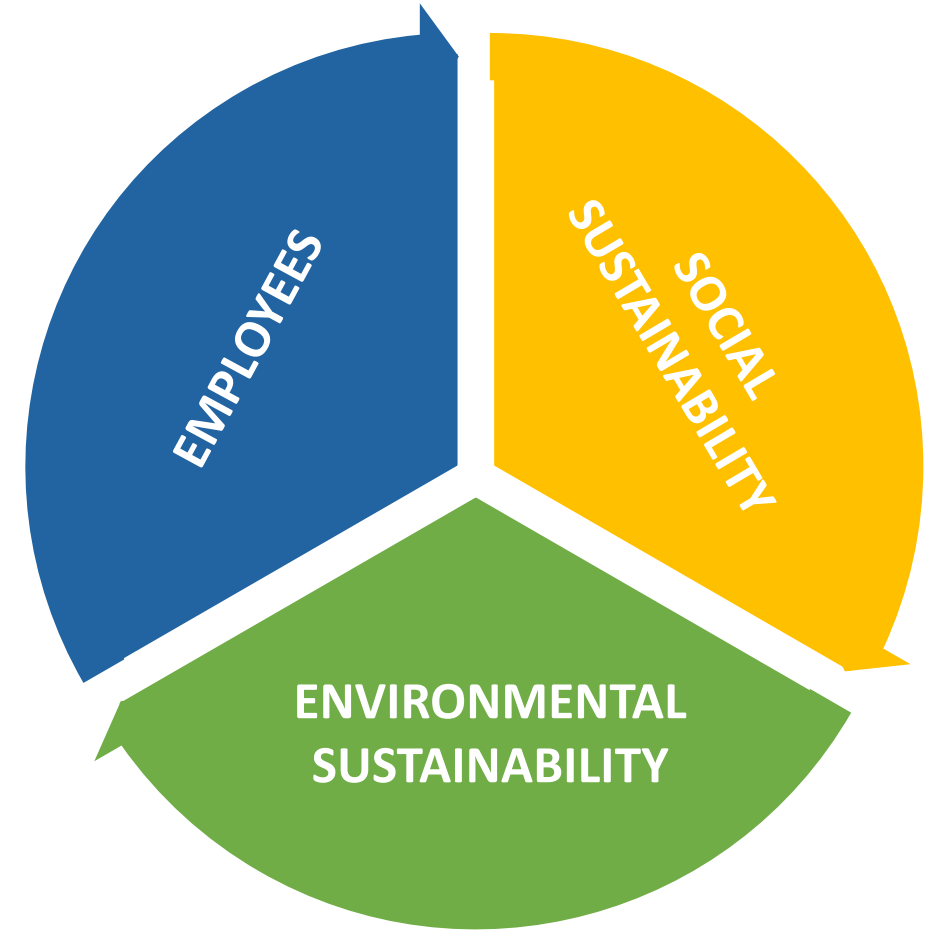
**SUSTAINABILITY**



# SUSTAINABILITY AT AKSA ENERGY

## SUSTAINABLE BUSINESS MODEL

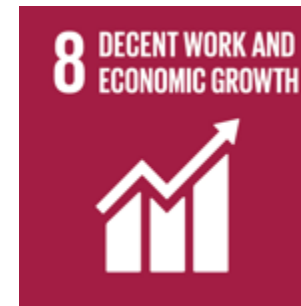
- The Company acts with the **Responsibility of a Sustainable Business Model** for a safe future.
- The Company' sustainability approach is based on three pillars - **Environmental Sustainability, Employees and Social Responsibility.**
- As a signatory to the **United Nations Global Compact** since 2017, 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**



# Consolidated Summary Income Statement

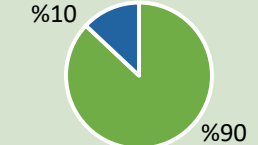
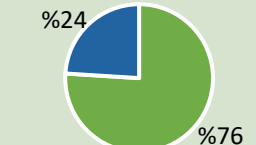

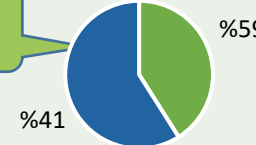
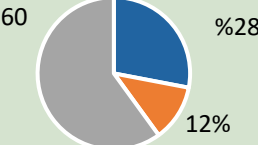
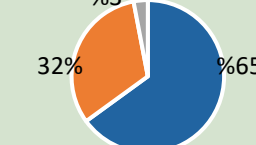
	9M23	9M22	y/y
<b>MM TL</b>			
Net sales	20,864	33,730	-38%
Cost of sales	(16,198)	(29,276)	-45%
<b>Gross Profit</b>	4,666	4,454	5%
General & administrative costs	(426)	(193)	120%
Marketing expenses	(13)	(8)	55%
Other operating income	146	144	1%
Other operating expenses	(57)	(119)	-52%
<b>Operating Income</b>	4,316	4,278	1%
Expected revaluation losses	(326)	(31)	943%
Income from investment activities	54	8	629%
Financing income	2,436	1,533	59%
Financing expense	(1,308)	(779)	68%
<b>Earnings Before Income Tax</b>	5,172	5,008	3%
Tax	(1,225)	(742)	65%
<b>Net Income after minority interest</b>	3,586	3,913	-9%



# Consolidated Summary Balance Sheet

	9M23	YE22	ytd
<b>MM TL</b>			
Cash and cash equivalents	1,426	937	52%
Trade receivables	11,753	9,217	184%
Inventories	694	244	217%
<b>Total Current Assets</b>	<b>14,900</b>	<b>11,416</b>	<b>31%</b>
PP&E	28,006	21,295	32%
Intangibles	478	346	38%
<b>Total Non-current Assets</b>	<b>29,364</b>	<b>21,816</b>	<b>35%</b>
<b>Total Assets</b>	<b>44,265</b>	<b>33,232</b>	<b>33%</b>
<b>Total Current Liabilities</b>	<b>11,034</b>	<b>7,980</b>	<b>38%</b>
<b>Total Non-current Liabilities</b>	<b>7,190</b>	<b>6,294</b>	<b>14%</b>
Paid in capital	1,226	1,226	0%
Shareholder's equity	26,040	18,959	37%
<b>Total Liabilities and Shareholder's Equity</b>	<b>44,265</b>	<b>33,233</b>	<b>33%</b>

# 2023 GUIDANCE

FINANCIAL INDICATORS	2022 ACTUAL	COMPOSITION	2023 GUIDANCE	COMPOSITION
Net Sales (MM TL)	45,638	 <p>%10 %90 Domestic Foreign</p>	27,714	 <p>%24 %76 Domestic Foreign</p>
EBITDA (MM TL)	6,559	 <p>%52 %48 Domestic Foreign</p>	7,788	 <p>23% Uzbekistan 36% Africa %41 %59 Foreign Domestic</p>
CAPEX (MM TL)	1,987	 <p>%60 %28 12% Africa Domestic Uzbekistan</p>	3,095	 <p>%3 32% %65 Asia Domestic Africa</p>

Notes:

(1) Domestic indicates operations in Turkey and Northern Cyprus.

(2) 2023 capex guidance excludes any potential new investments.

# Contact- Investor Relations



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