



TRANSFORMING INTO A GLOBAL ENERGY PLAYER...

INVESTOR PRESENTATION

9 SEPTEMBER 2020

P O W E R . B E Y O N D B O R D E R S

Dedicated Energy Group

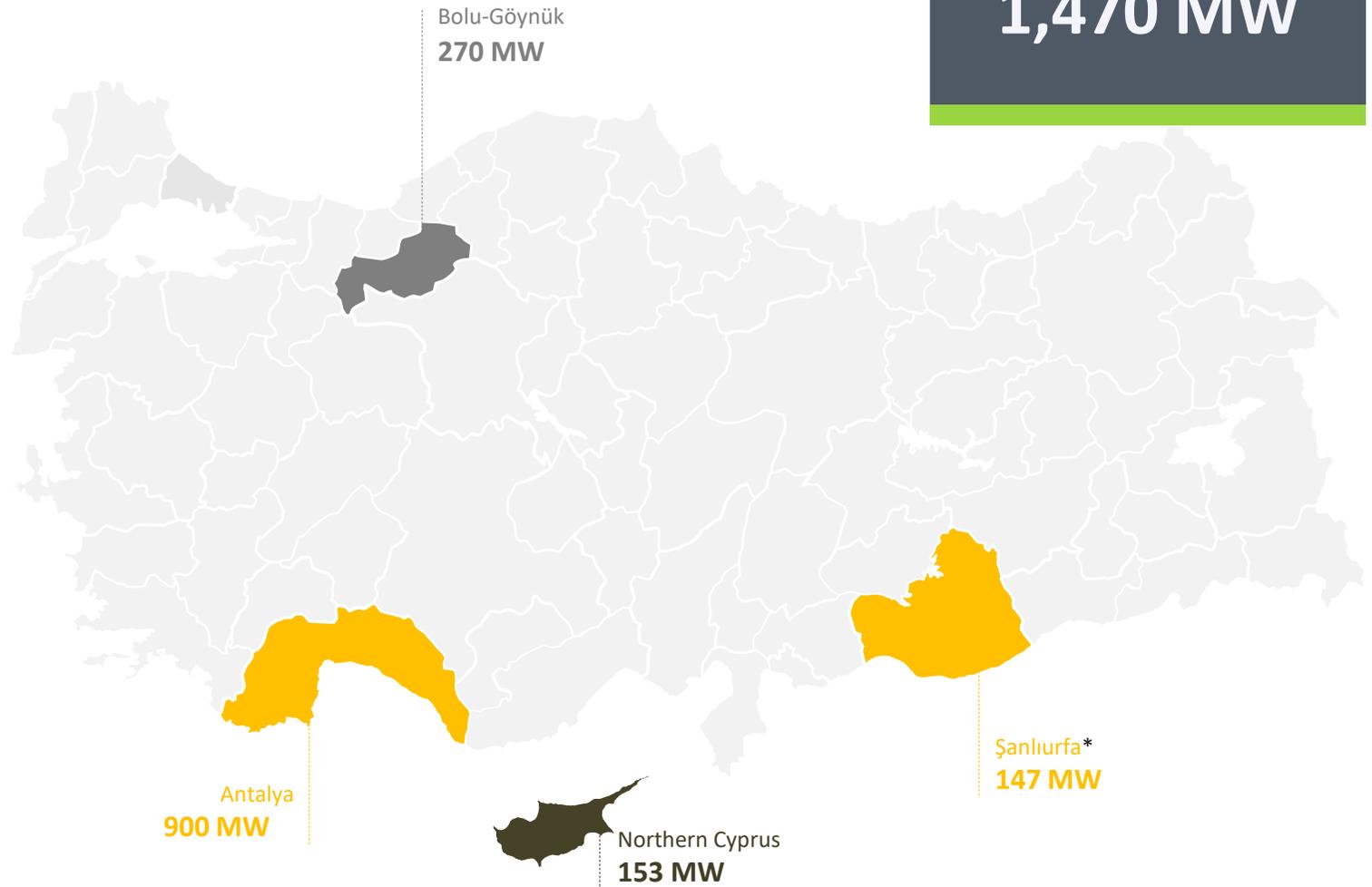
- Fully integrated energy group, active in all segments of the sector
- #1 Gen-Set brand in Turkey & among first 5 in the world
- Widest natural gas distribution area in Turkey
- Focused only on the energy sector since 1950s
- Excellent track record in building and integrating energy businesses
- Agile strategy implementation leading to a financial turnaround in the generation business

KAZANCI HOLDING				
	99.96%	99.60%	78.61%	99.80%
	Aksa Natural Gas	Aksa Electricity	Aksa Energy	Aksa Power Generation
Segment	Natural Gas Distribution & Sales	Electricity Distribution & Sales	Electricity Generation	Gen-Set Production and Sales
Net Sales	TRY 6 billion ⁽¹⁾	TRY 5,6 billion ⁽¹⁾	TRY 5.6 billion ⁽¹⁾	TRY 1.5 billion ⁽¹⁾
Highlights	<ul style="list-style-type: none"> • Widest distribution area in Turkey • 21 distribution areas • 3.3 million customers • 7.9 bcm gas distribution 	<ul style="list-style-type: none"> • Electricity sales to a population of approximately 4 million • 11,2 TWh of electricity sold and 6,1 TWh of electricity distributed per annum 	<ul style="list-style-type: none"> • Turkey's largest quoted independent power producer • Free float of 21.4% • Electricity generation on 2 continents in 5 countries • c.75% hard currency EBITDA 	<ul style="list-style-type: none"> • #5 Gen-Set Company in the world • #1 Gen-Set Company in Turkey • Exports more than 65% of its production • Production in Turkey, China, USA and Netherlands

4 assets under operation across Turkey and Northern Cyprus

DOMESTIC
TOTAL
1,470 MW

- Natural Gas (2 plants)
1,047 MW 71%
- Fuel-Oil (1 plant)
153 MW 11%
- Lignite (1 plant)
270 MW 18%



4 assets under operation across Africa

3 power plants, owned by Aksa Energy, are operational since 2017. Madagascar's refurbished 24 MW power plant is being operated since end of 2018.

Ghana HFO Power Plant

became operational at the end of March 2017 with 192.5 MW, reached 280 MW in August same year and reached 370 MW in November 2018.

Mali HFO Power Plant

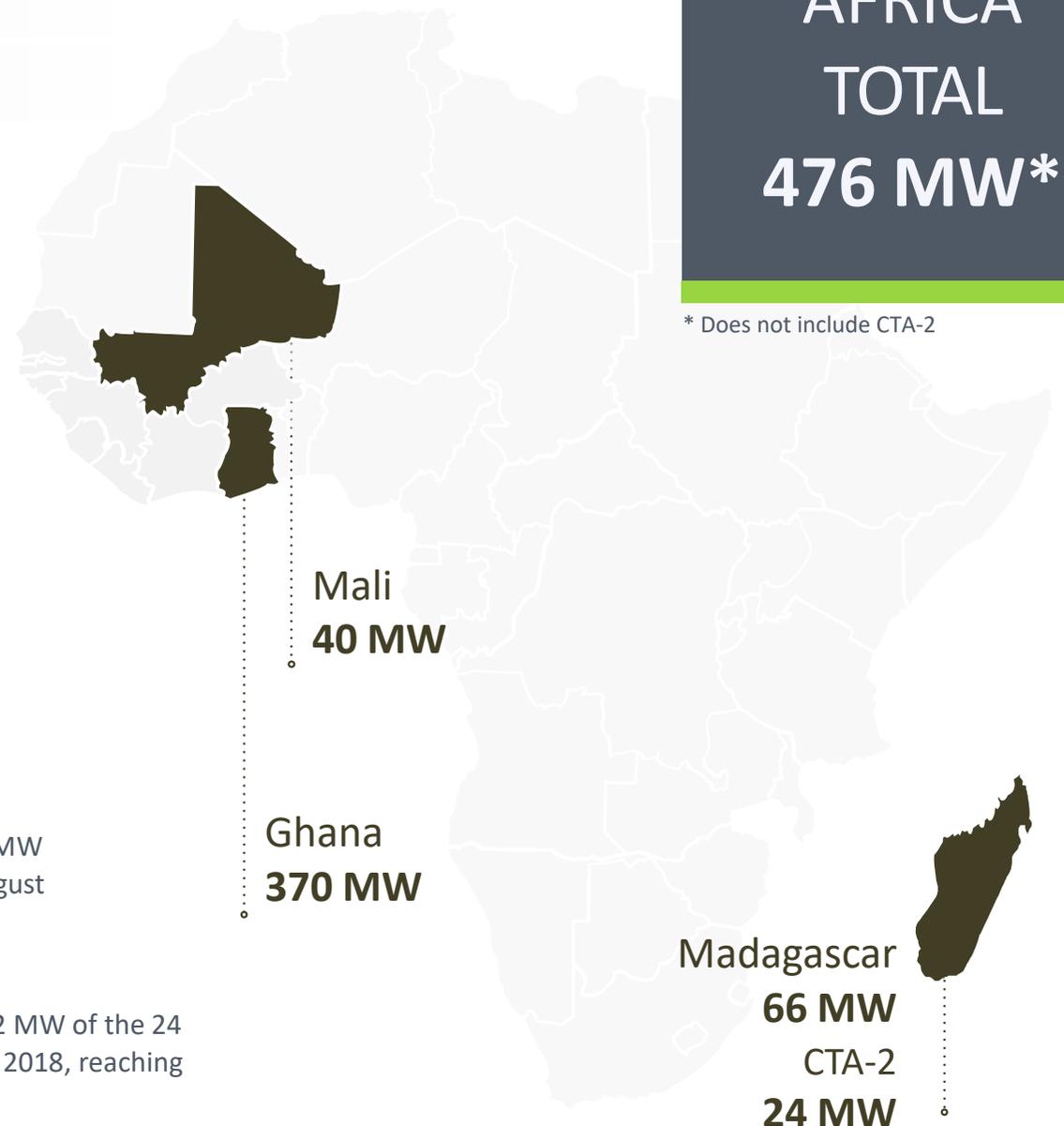
became operational with 10 MW installed capacity at the beginning of August 2017. The remaining 30 MW was commissioned at the end of September 2017.

Madagascar HFO Power Plant

became operational in July 2017 with 25 MW and increased to 50 MW at the beginning of August 2017, reaching 66 MW at the end of August 2017.

Madagascar CTA- 2 HFO Power Plant

refurbished for Madagascar and will be operated for 5 years. The 12 MW of the 24 MW power plant was commissioned at the beginning of December 2018, reaching full capacity at the beginning of January 2019.





INTERNATIONAL EXPANSION

Aksa Energy in Africa

Ghana



Population	30.4 mn
GDP	\$ 66,9 bn
GDP per capita	\$ 2,200
Installed Capacity	5,043 MW
Energy Consumption	16.2 bn KWh
Energy Consumption/Capita	533 KWh

Madagascar



Population	26.9 mn
GDP	\$ 14,08 bn
GDP per capita	\$ 1,91
Installed Capacity	844 MW
Energy Consumption	1.8 bn KWh
Energy Consumption/Capita	64,7 KWh

Mali

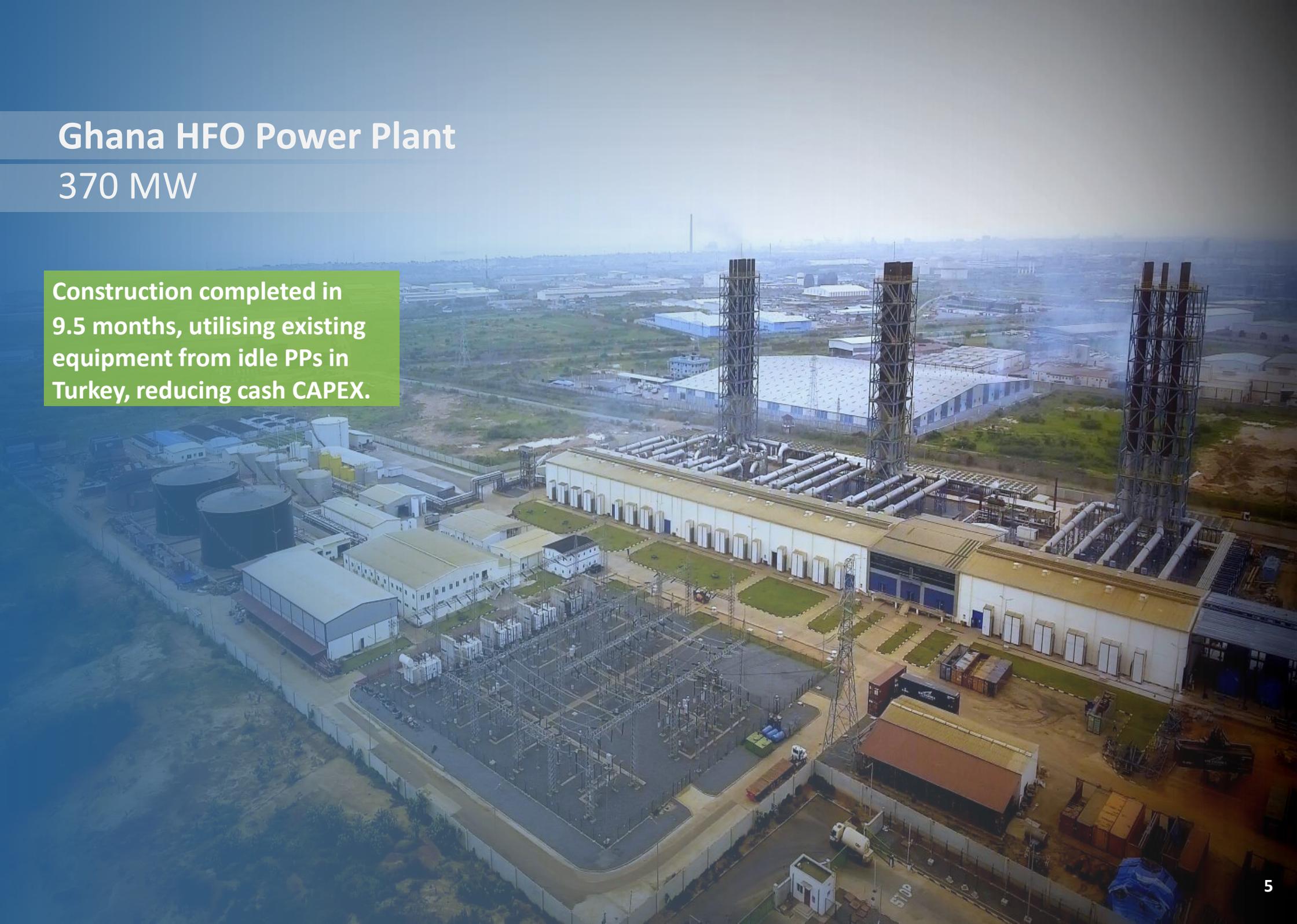


Population	19.7 mn
GDP	\$ 17,5 bn
GDP per capita	\$ 1.143
Installed Capacity	630 MW
Energy Consumption	3.4 bn KWh
Energy Consumption/Capita	168 KWh

Ghana HFO Power Plant

370 MW

Construction completed in 9.5 months, utilising existing equipment from idle PPs in Turkey, reducing cash CAPEX.

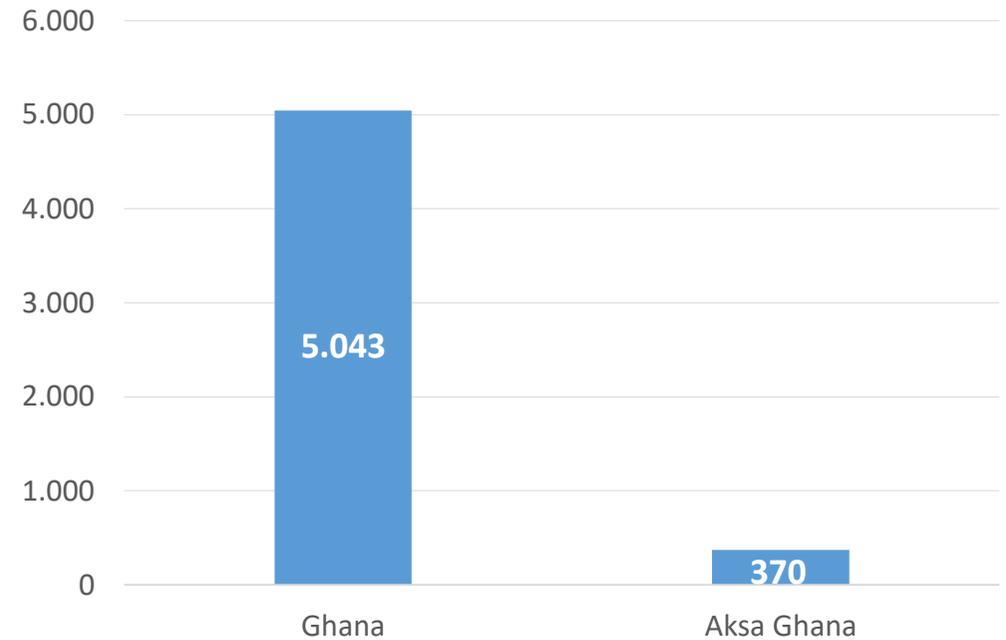


Ghana

Aksa Energy signed a PPA with the Republic of Ghana pertaining to construction of a power plant, electricity generation and take-or-pay electricity sales.

- 6.5 year power purchase agreement (PPA) with Republic of Ghana
- PPA started in August 2017 and can be extended before 1 Feb 2024 before the 6.5 year is completed.
- Contract approved by the Parliament of Republic of Ghana
- Electricity generated to be sold in full to Electricity Company of Ghana (ECG) with purchase guarantee and in USD
- \$75 mn letter of guarantee confirmed by an A+ rated bank.
- Fuel supply agreement with international suppliers in place

TOTAL INSTALLED CAPACITY (MW)



Ghana – Fast Track, USD Based Cash Generation

Cash CAPEX recovered
in June 2018

- Construction completed in only 9.5 months
- Became operational at the end of March with 192.5 MW and increased to 280 MW at the beginning of August 2017
- Reached 370 MW final capacity in November 2018
- c.22% of consumption in the country can be provided by Aksa Energy if fully dispatched
- Constitutes c. 7% of total installed capacity in Ghana
- Aksa Energy owns 75%
- Cash CAPEX recovered in June 2018
- The negotiations are ongoing to extend the duration of our agreement, but they are currently conducted remotely, due to the travel restrictions caused by the Covid-19 outbreak.

Ghana HFO Power Plant

Guaranteed capacity charge over 332 MW out of 370 MW installed capacity.

- 223,5 MW guaranteed capacity has been working since August 2017. To provide this guaranteed capacity, 280 MW capacity was installed.
- Additional engines to take the capacity to 370 MW were commissioned in November 2018 and thus, the guaranteed capacity rose to 332 MW.
- Investment to convert some of the engines to dual fuel (HFO & natural gas) commenced in 2020.
- Fuel price increase combined with liquidity issues results in distortion in regular payments but the invoices are collected with small delays. The standby Letter of Credit (SBLC) continues to provide payment guarantee in case needed. The SBLC confirmation (previously by Barclays) is extended with Abu Dhabi Commercial Bank, an A+ rated bank, until the end of the current PPA.
- Ghana completed its IMF standby deal in April and is an investment grade country.
- In Feb 2020, Ghana sold sub Saharan Africa's longest ever Eurobond as part of a \$3 billion deal which was 5x oversubscribed. The \$750 million tranche has an average life of 40 years, at 8.875%.

Madagascar HFO Power Plant

66 MW

Construction completed in 7 months, utilising existing equipment from idle PPs in Turkey, reducing cash CAPEX.

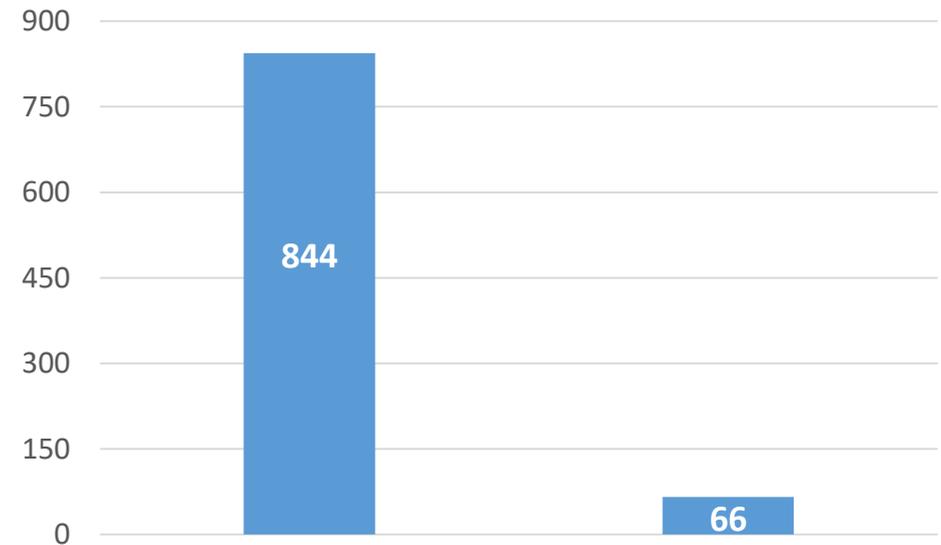


Madagascar

20 year power purchase agreement (PPA) in the Republic of Madagascar with Jiro Sy Rano Malagasy (Jirama), the state-owned electricity and water services company.

- Initially established a 58.35% subsidiary in the Republic of Mauritius with a local partner for installation of an HFO plant, electricity generation and the guaranteed sale of this energy
- Aksa Energy bought out the minority partner on 22 Oct 2019 for \$15mn (\$5mn upfront, remaining to be paid in quarterly installments of \$833k to be completed by December 31, 2022.) Aksa Energy now fully owns the subsidiary.
- The tariff is set in USD
- Land, fuel procurement, all licences and permits are provided by Jirama
- Equipment from the existing power plants were used, enabling minimal CAPEX and fast-track operation
- Construction completed in only 7 months

INSTALLED CAPACITY (MW)



Madagascar Key Points

Cash CAPEX
recovered in
February 2018

- Aksa Energy's current 66 MW is able to provide 39% of consumption in the country if fully dispatched
- Constitutes c. 8% of total installed capacity in Madagascar
- Advance payment (\$3 mn) was received
- Became operational in July with 25 MW and increased to 50 MW at the beginning of August 2017
- 66 MW installed, 60 MW guaranteed capacity is up and running since August 2017.
- Cash CAPEX recovered in February 2018

Madagascar CTA-2 Power Plant – O&M Contract

Rehabilitated and commissioned a sleeping asset

- Madagascar has a strategy of activating its existing sleeping assets. Out of these assets, a 5-year Operation & Maintenance contract for a 24 MW power plant was secured.
- Rehabilitation of the power plant included maintenance work and spare parts replacements.
- The 12 MW of the 24 MW power plant was commissioned at the beginning of December 2018, reaching full capacity at the beginning of January 2019.
- The electricity generated is being sold to Jirama based on a USD tariff and the guaranteed charge is set as a fixed monthly amount.
- As the power plant is located next to our plant, Aksa Energy benefits from logistic and workforce advantages.

Mali HFO Power Plant

Operational since August 2017

Construction completed in 6 months, utilising existing equipment from idle PPs in Turkey, reducing cash CAPEX.

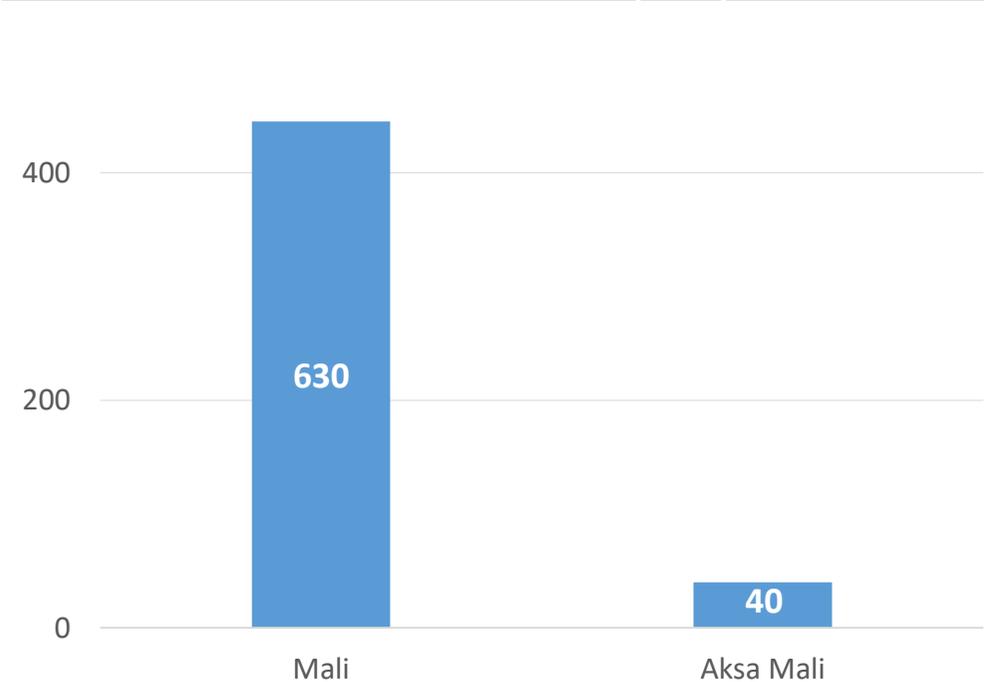


Mali

Emergency power purchase agreement with Énergie du Mali for the guaranteed sale of the energy generated via EURO based tariff

- 40 MW power plant in the capital of Republic of Mali, Bamako
- 3 year contract signed with Énergie du Mali for the guaranteed sale of the energy generated
- EURO based tariff
- Equipment from the existing power plants were used, enabling minimal CAPEX and fast-track operation
- Construction completed in 6 months
- No external financing
- Land, fuel supply, licenses and permits are provided by Énergie du Mali

INSTALLED CAPACITY (MW)



Mali – Key Points

Negotiating with
Énergie du Mali to
increase contract
duration and size.

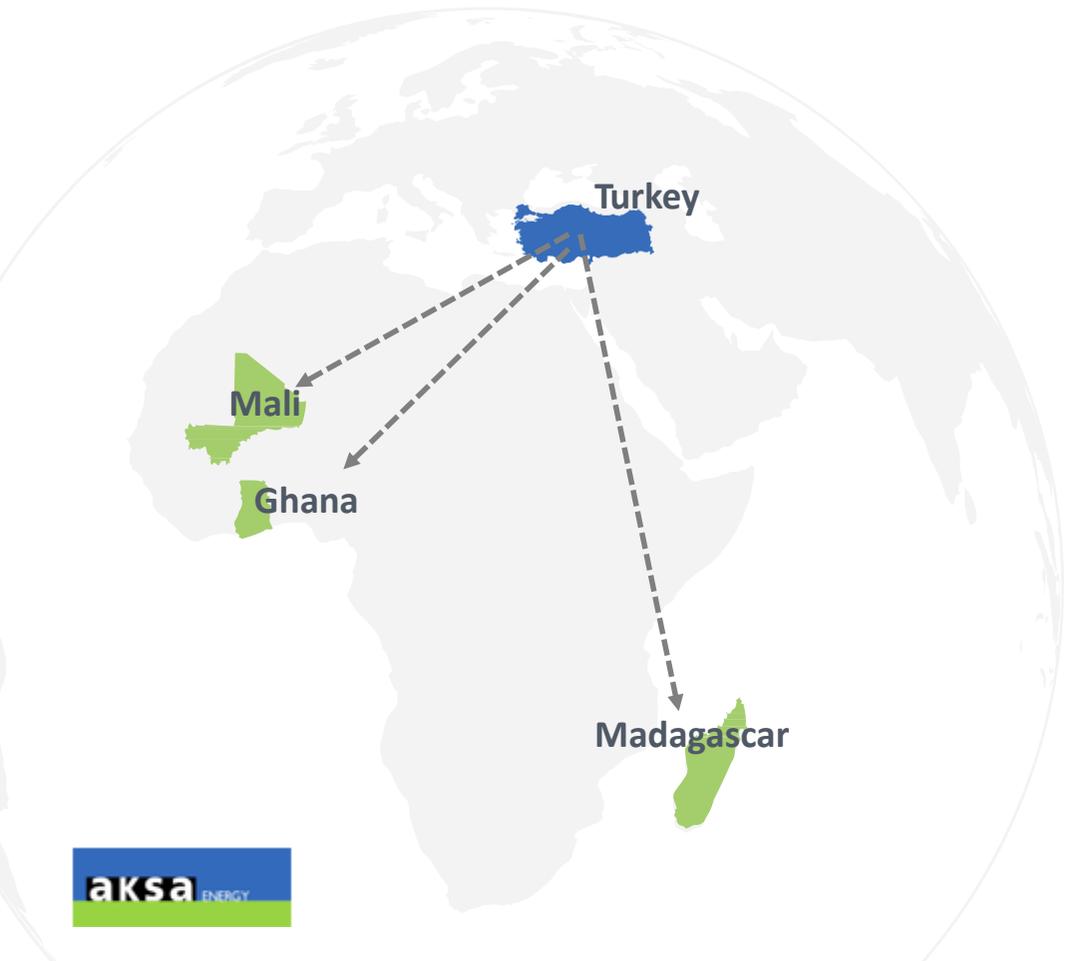
- € 4 mn mobilisation fee is received
- € 1.6 mn payment guarantee is received
- Became operational at the beginning of August with 10 MW
- Full commissioning (40 MW) completed in September 2017
- 30 MW guaranteed out of 40MW installed capacity
- c. 9% of consumption in the country can be provided by Aksa Energy
- Contract valid till 20 November 2020
- Negotiating with Énergie du Mali to increase contract duration and size
- The negotiations to extend the duration of agreement are currently conducted remotely, due to the travel restrictions caused by the Covid-19 outbreak.



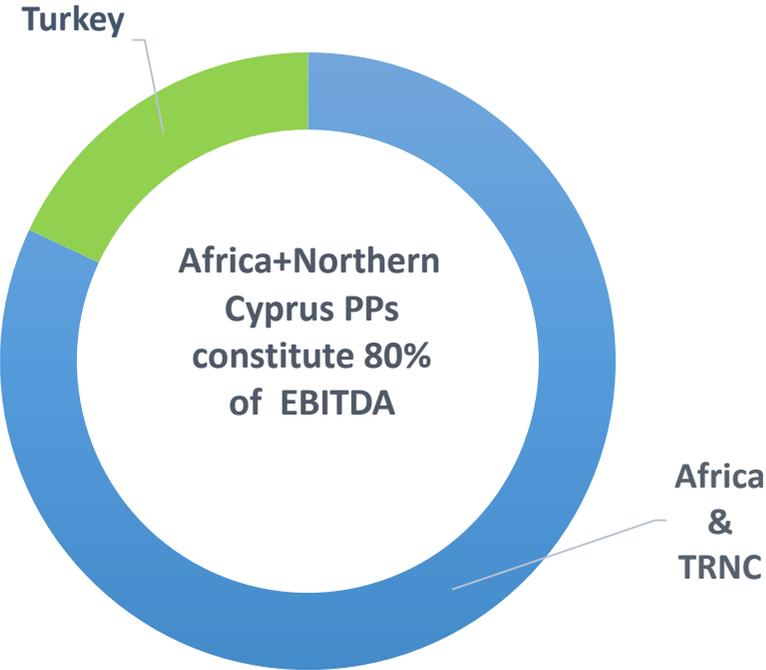
OVERSEAS OPERATIONS

Overseas Operations - Turkey & Africa

While continuing its investments in Turkey, Aksa Energy has moved toward becoming a global brand with the investments it has undertaken in Africa.



1H2020 EBITDA



Overseas Operations - The Tariff Structure

Hard currency
denominated tariffs

Revenues from:
guaranteed capacity
payment
+
electricity sales

- The tariffs of Aksa Energy's overseas power plants, including the one in TRNC and CTA-2 Power Plant, which is operated on behalf of Madagascar, consist of two components:
 - The first component is the guaranteed capacity charge that yields a fixed income for the capacity held at disposal for electricity generation, regardless of actual energy production. The capacity charge is 332 MW out of 370 MW in Ghana, 60 MW out of 66 MW in Madagascar, 30 MW out of 40 MW in Mali and 120 MW out of 153 MW in TRNC.
 - ✓ Guaranteed capacity payments of CTA-2 HFO Power Plant, which is operated by Aksa Energy for five years until January 2024, are not collected on capacity basis but at a fixed monthly amount set forth in the contract.
 - The second component is based on the sale of electricity generated. Production dispatch sent to the power plants varies according to the energy needs of the countries, seasonality or electricity generation of their renewable power plants. Therefore, this component of the tariff generates a variable income.
- Despite potential negative impact of the changing energy demand, seasonality and electricity generation by renewable power plants, the contribution of the overseas power plants to Aksa Energy's profitability continues to be high, as the guaranteed hard currency capacity charges constitute the larger portion in Aksa Energy's sales tariffs.

Overseas Operations- Ghana/Madagascar/Mali/TRNC

Despite the decrease in generation, overseas PPs continued to generate high revenues from guaranteed hard currency capacity charges.

- Generation volume in Africa was down by 10% YoY due to heavy rainy season in Ghana.
- Generation at TRNC Power Plant was at the same level YoY.
- African PPs, along with TRNC PP, continued to generate high revenues from guaranteed hard currency capacity charges despite lower volumes.
- Please note that guaranteed hard currency capacity charges are not included in the sales volume as they cannot be expressed in MWh, but included in revenues.

Overseas Operations- New Contract in Uzbekistan

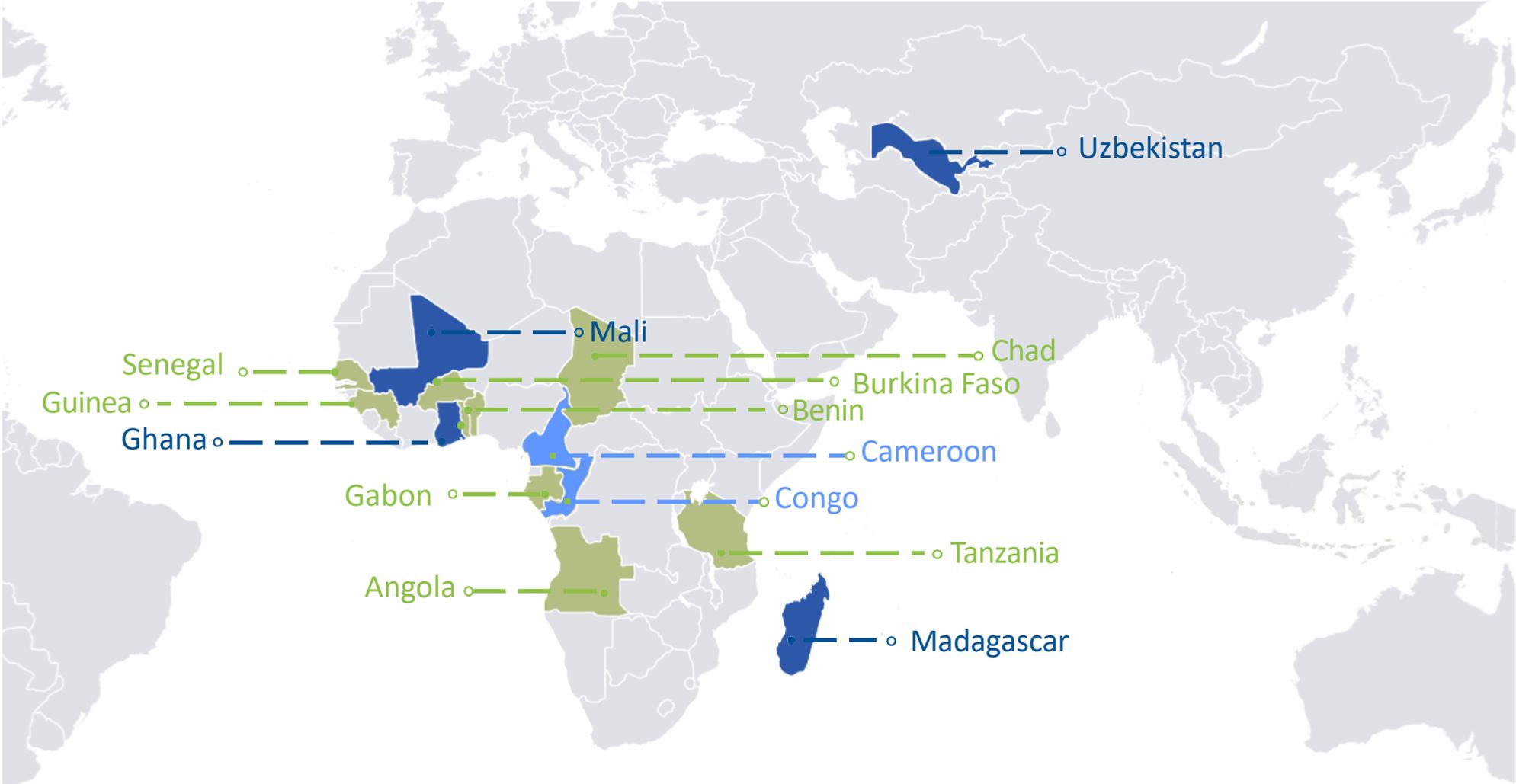
Aksa Energy signed a 25 year-PPA with the Ministry of Energy of Uzbekistan pertaining to construction of a power plant, electricity generation and take-or-pay electricity sales.

- 25 year power purchase agreement (PPA)
- Signed with the Ministry of Energy of Uzbekistan
- Guaranteed capacity payment set in USD
- 240 MW natural gas combined cycle (CCGT) power plant in Tashkent, the capital of Uzbekistan
- Equipment to be relocated from Antalya CCGT.
 - ✓ The machinery had been disconnected from the transmission system following the partial license cancellation in 2018.
 - ✓ Low CAPEX
 - ✓ Use of idle equipment to increase revenues and overall production
- Natural gas to be provided by Uztransgaz, the natural gas supply company of Uzbekistan.
 - ✓ Lower commercial risk
 - ✓ No need for cash or bank line for procurement
 - ✓ No logistic need for transportation of natural gas
 - ✓ No need for storage
- The construction to start following site allocation
- Commissioning planned within max 12 months from the construction kick-off



POTENTIAL INTERNATIONAL OPERATIONS

Potential Opportunities for 2020 & Beyond





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TURKISH OPERATIONS

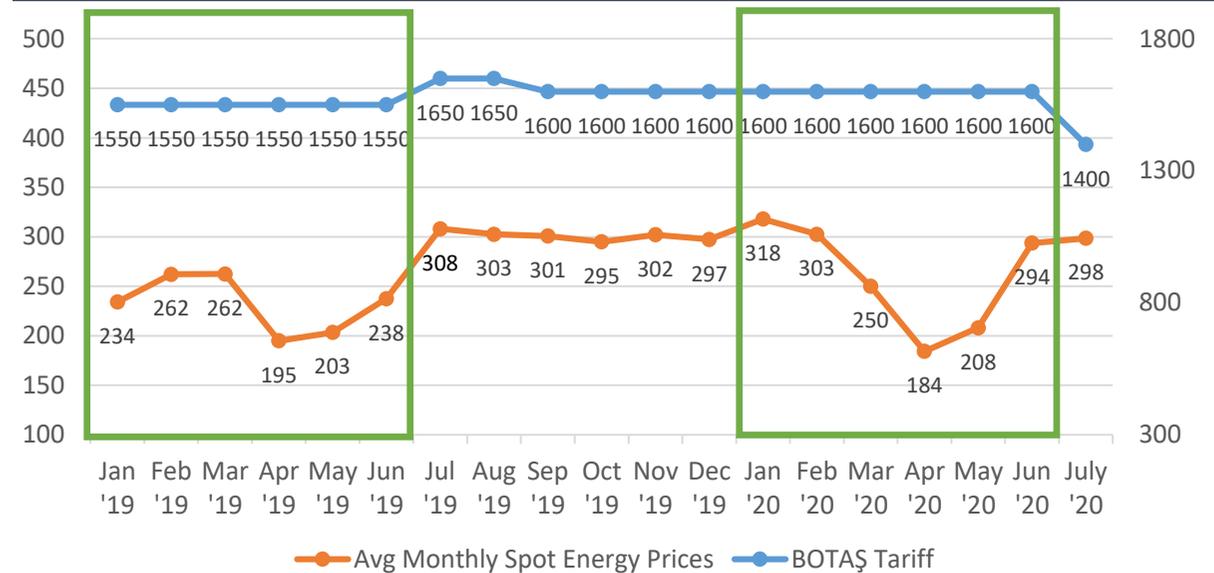
Natural Gas Prices vs Spot Energy Prices

In 1H20, BOTAŞ natural gas tariff rose by 3.2% YoY while average spot energy prices increased by 12% due to the increase in cost of natural gas and weather conditions.

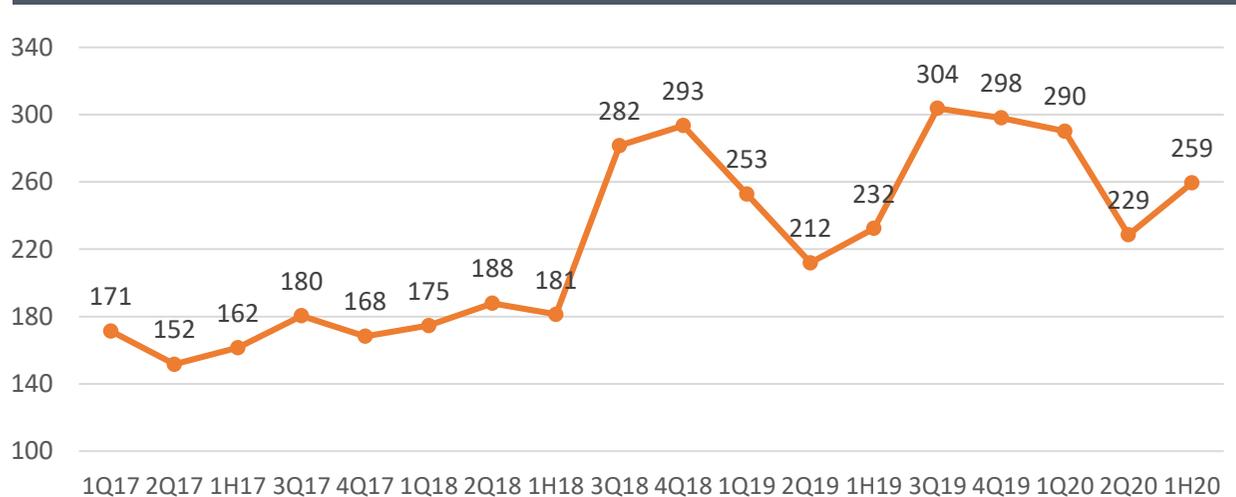
With the effects of COVID-19, electricity demand started to decrease in the middle of March and the energy prices reached the lowest level in April. As of May, the prices started to correct with the ease in lockdown.

In July 2020, BOTAŞ natural gas tariff decreased by 12,5% while the spot energy prices rose to 298 TRY due to further ease in lockdown and normalisation in the industrial sectors.

BOTAŞ NATURAL GAS TARIFF vs ENERGY PRICES (TRY)



WEIGHTED AVERAGE ENERGY PRICES



Turkish Operations – USD Based Visibility in Coal Fired PP

Bolu, TRNC, Ghana, Mali and Madagascar power plants are positively effecting the net income.

- The regulator amended the “Purchase of Electricity from Private Companies Operating Only Domestic Coal-Fired Power Plants” for 2020 and beyond.
- TRY denominated power purchases of EUAS are partially pegged to USD, including an additional 3% incentive for the power plants that have acquired the necessary permits in accordance with the environmental legislation and completed their investments.
- For the remaining 5 years of the 7-year power purchase guarantee given to our coal fired PP, the purchase price will continue to be revised each quarter in accordance with a price index based on PPI, CPI, and USD.
- As our coal fired PP will continue to sell about half of its generation via this scheme, a revenue of USD 58- 64 mn/year is anticipated for 2020-2024 period, if the purchase volumes and price ranges remain the same.
- In addition to the USD-denominated energy sales to EUAS, our coal fired PP will continue to sell the remaining portion of the energy it generates in TRY in the spot market and/or via bilateral agreements.
- Furthermore, Antalya CCGT and Bolu coal fired PP both continue to receive capacity charges in 2020 as well.

Turkish Operations- Profitability Before Volume

High margin coal fired business along with peak hour generation at CCGTs supported our margins in Turkish operations.

Capacity payments totalled TRY 78.3 mn in 1H2020.

- Local power plants' production in 1H2020 was 40% lower YoY.
 - Production of Bolu Göynük CFPP rose by 8% YoY as the PP was undergoing routine major maintenance last year.
 - CCGT PPs continued to be utilised at peak hours to maximise profitability as spark spreads were still thin at off-peak hours.
- Sanliurfa Natural Gas Combined Cycle Power Plant's production resumed in response to the current need for flexible production capacity in 2Q2020. A further application has been filed with TEIAS to suspend electricity generation once again, as of August 2020, to achieve transmission cost savings.
- Antalya CCGT and Bolu Göynük CFPP received a total of TRY 78.3 mn capacity payments in 1H2020.

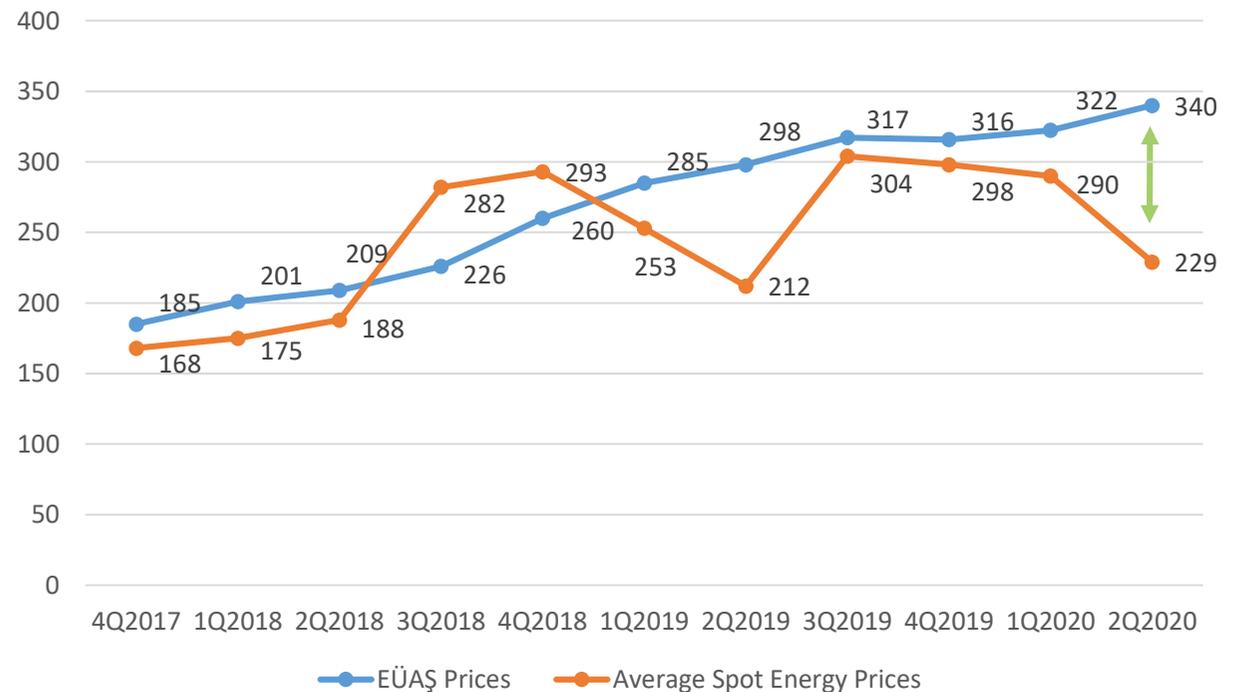
Turkish Operations – Bolu Coal Fired PP Benefits from High Price Scheme

8% YoY increase in spot energy prices on a quarterly basis improved the profitability of our local coal fired power plant, Bolu PP significantly. We sell about half of our production to the spot market, while the other half is sold to EÜAŞ.

The EÜAŞ purchase price is revised up with CPI/PPI/USD each quarter. 2Q20 price set at TRY 340,03/MWh was announced as TRY 359,25/MWh for 3Q2020 mainly due to the TRY depreciation.

Increased gap between spot and EÜAŞ prices further supports Bolu PP's profit margin.

EÜAŞ PURCHASE TARIFF vs AVG SPOT PRICES (TRY)



Turkish Operations - Payment Received from Asset Sale in 2017

**\$15.2mn collected
from Borusan**

- \$ 15,185,249 of the balance remaining from the sale of Kıyıköy Wind Power Plant, which was sold to Borusan in 2017, has been received.
- Borusan has received permits for 18 of the 20 turbines for the planned the capacity increase in Kıyıköy Wind Power Plant and launched the extension. However, the extension to be built will cast a shadow on the Marine Force's radar deployed nearby, and hinder their operations. Therefore, a new radar will be installed at a different location and the estimated installment cost of USD 4,2mn will be covered by Aksa Energy.
- The payment received is for 18 turbines after deduction of the estimated radar installment cost. The balance for the remaining 2 turbines is expected to be collected in accordance with the completion of approval processes for the permits.
- The amount collected does not have an income statement effect but has a balance sheet effect decreasing our receivables.



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**FINANCIAL & OPERATIONAL
HIGHLIGHTS 1H 2020**

The background features a blue-tinted image of a bar chart with several data points and a stack of coins on the right side. The data points are: +8.76, 65.32, -12.14, 15.44, 55.01, and 11.08. The stack of coins is on the right side of the image.

1H2020 Results

Sales Breakdown (Turkey + Northern Cyprus)

	2Q 2019		3Q 2019		4Q 2019		1Q 2020		2Q 2020		1H 2019		1H 2020	
	MWh	TRY/MWh	MWh	TRY/MWh										
Northern Cyprus	175.484	777	179.710	743	175.800	747	174.866	820	176.197	677	350.338	739	351.063	748
BSM (Spot Market)	2.255.051	257	2.836.432	274	2.763.074	271	2.520.814	316	2.813.040	276	4.202.806	267	5.333.854	295
Affiliated DisCo	63.300	236	156.895	262	1.105.735	275	456.880	302	465.364	233	165.087	254	922.244	267
OTC&Bilateral	1.083.594	233	928.196	251	772.487	255	1.597.558	292	1.966.461	276	1.847.389	244	3.564.020	283
Total Sales Turkey+TRNC	3.577.429	275	4.101.233	289	4.817.096	287	4.750.117	325	5.421.062	286	6.565.620	285	10.171.181	304

1H2020 Results

Sales Breakdown

	2Q 2019		3Q 2019		4Q 2019		1Q 2020		2Q 2020		1H 2019		1H 2020	
	MWh	TRY/MWh	MWh	TRY/MWh										
TURKISH MARKET (Including N. Cyprus)	3.577.429	275	4.101.233	289	4.817.096	287	4.750.117	325	5.421.063	286	6.565.620	285	10.171.180	304
AFRICAN MARKET	293.245	1.377	221.503	1.204	241.079	1.104	341.483	1.123	167.456	2.314	564.609	1.333	508.939	1.515
TOTAL	3.870.674	358	4.322.736	336	5.058.176	326	5.091.601	379	5.588.519	346	7.130.229	368	10.680.119	362

1H2020 Results

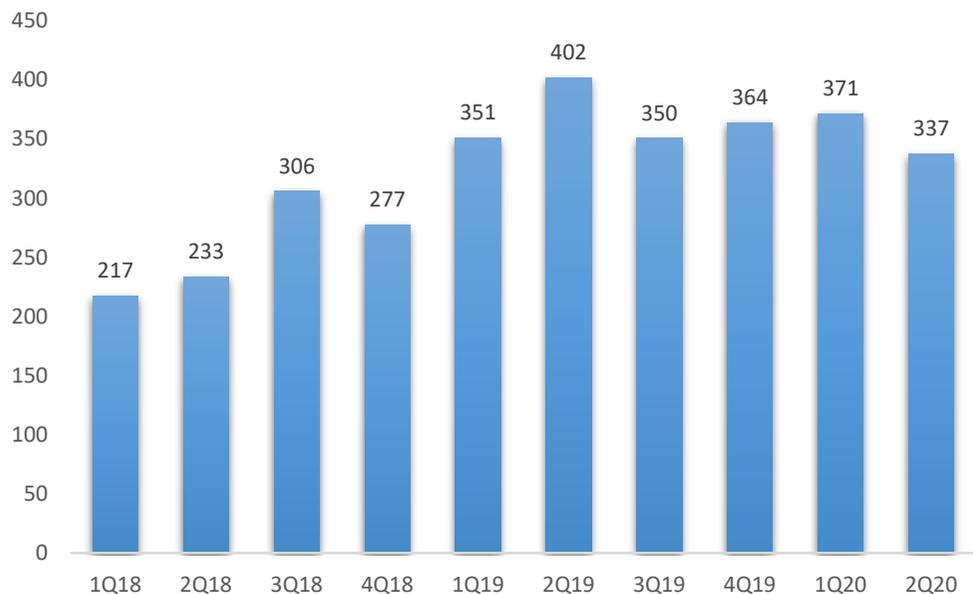
Snap Shot

	2Q 2019	3Q 2019	4Q 2019	1Q 2020	2Q 2020	QoQ Change	1H 2019	1H 2020	YoY Change
Installed Capacity	1.946 MW	-	1.946 MW	1.946 MW	-				
Sales Volume (GWh)	3.871	4.323	5.058	5.092	5.589	10%	7.130	10.680	50%
Net Sales (TRY mn)	1.158	1.487	1.779	1.847	1.620	-12%	2.313	3.467	50%
Gross Profit (TRY mn)	300	240	212	299	279	-6%	563	578	3%
Operating Inc. (TRY mn)	285	225	228	268	238	-11%	523	505	-3%
EBITDA (TRY mn)	402	350	364	371	337	-9%	752	709	-6%
Net Income (TRY mn)	121	121	106	107	184	72%	229	291	27%
EBITDA Margin	34,7%	23,6%	20,5%	20,1%	20,8%	0,7 pp	32,5%	20,4%	-12,1 pp
Operating Profit Margin	24,6%	15,1%	12,8%	14,5%	14,7%	0,2 pp	22,6%	14,6%	-8 pp

1H2020 Results

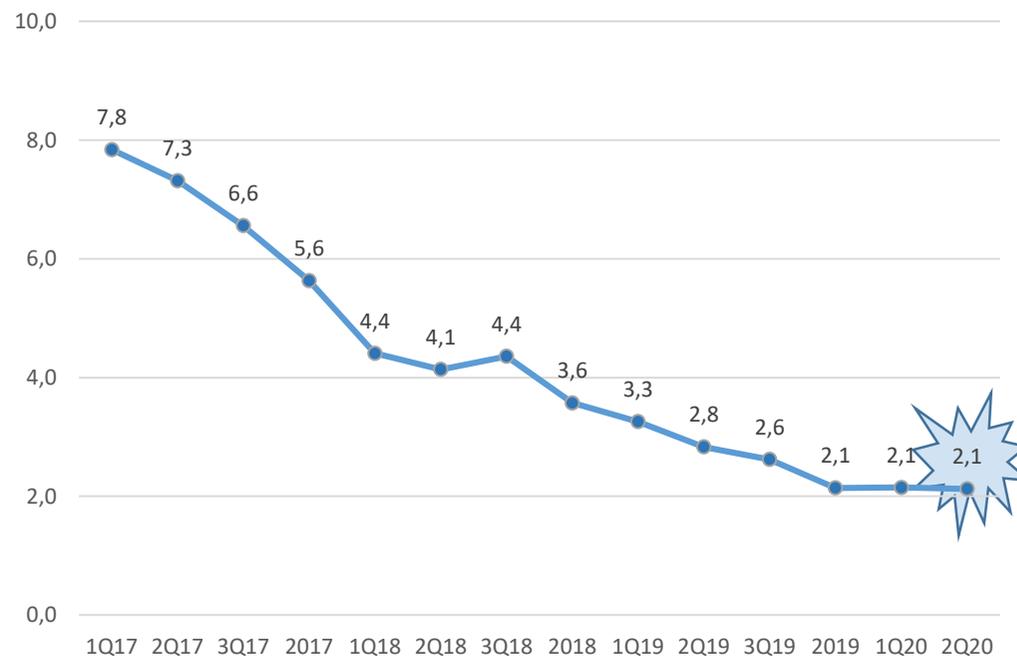
Industry Low Net Financial Debt/EBITDA Ratio Maintained

EBITDA (TRY mn)



Limited effect of global COVID-19 pandemic on EBITDA in Q2, due to hard currency capacity payments in overseas power plants.

NET FINANCIAL DEBT/EBITDA



2Q20 is the first quarter where the net financial debt in TRY has fallen despite the devaluation, although currency composition of debt has become slightly in favor of hard currency.

1H2020 Results

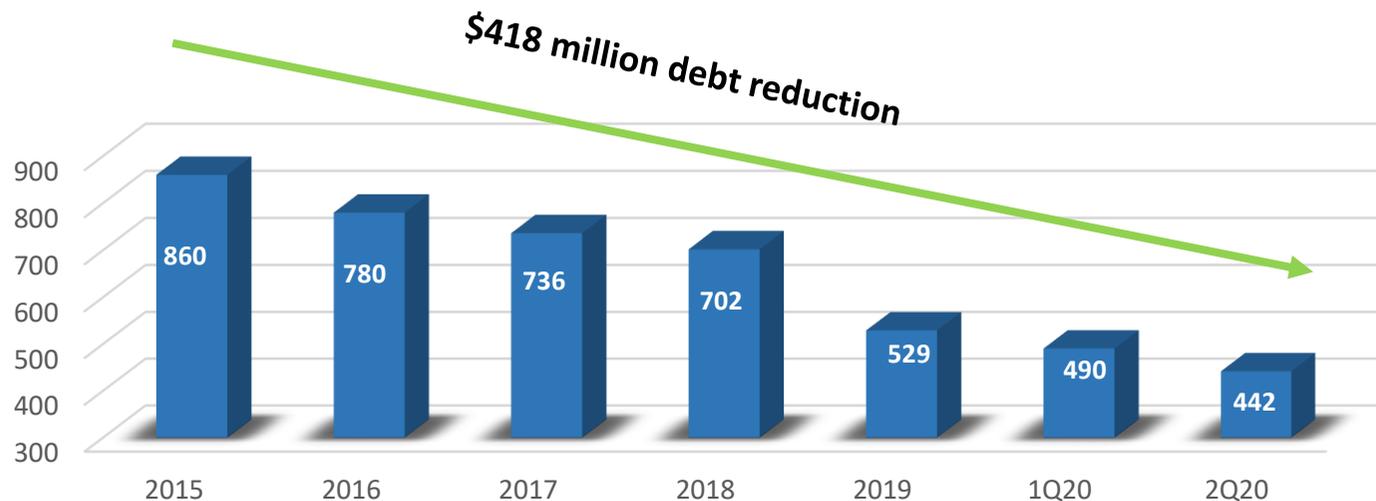
Net Financial Debt

Aksa Energy's net financial debt decreased from \$860 mn in YE2015, when the decision to expand to Africa was taken, to \$736 mn in YE2017 through asset sales.

Net financial debt further decreased by \$294 mn, from \$736 mn in YE17 to \$442 mn in 2Q20.

FX based high margin contribution of African operations is utilised to pay down debt.

NET FINANCIAL DEBT (USD mn)



Decision to expand to Africa with hard currency take-or-pay PPAs

Debt reduction via asset sale

Full contribution of African PPAs kick in

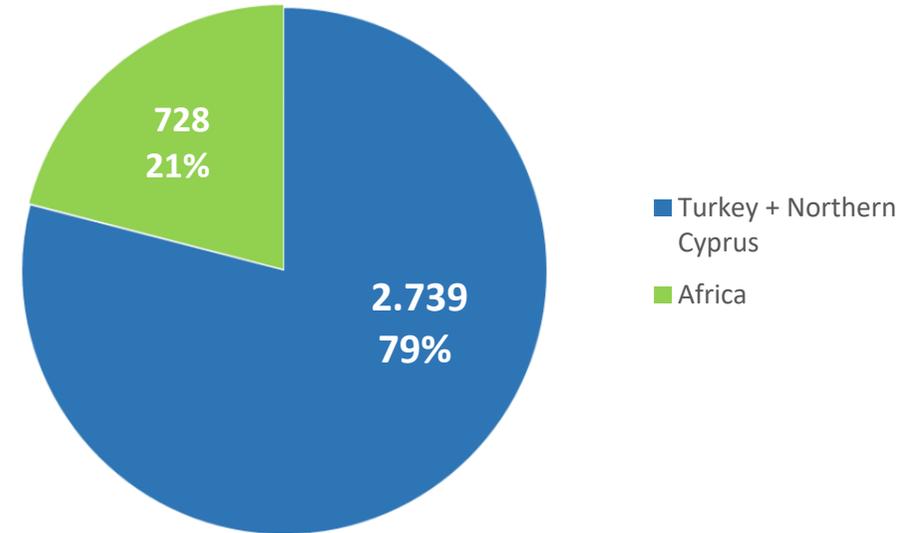
Debt reduction continues

1H2020 Results

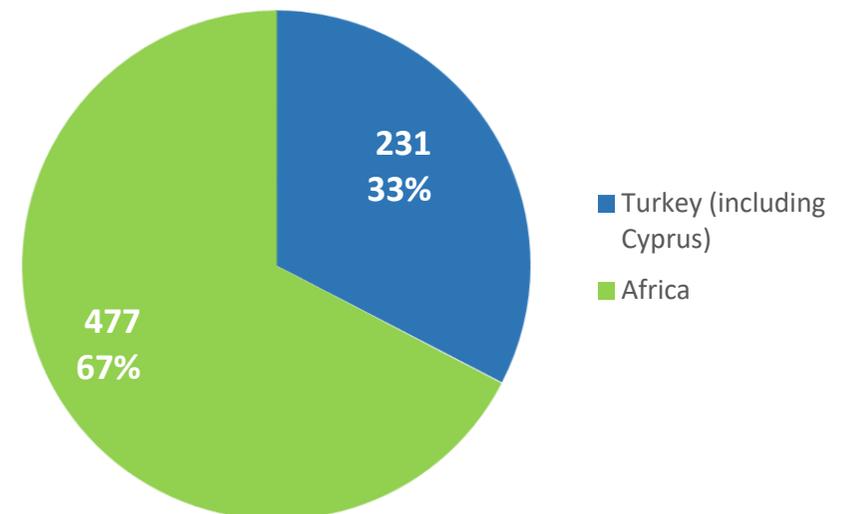
Regional EBITDA Breakdown

Although 79% of the revenues are generated from Turkey and TRNC, African power plants generated 67% of the EBITDA in 1H20 due to their high margin FX based sales & capacity charges.

REVENUES (TRY mn)



EBITDA (TRY mn)



1H2020 Results

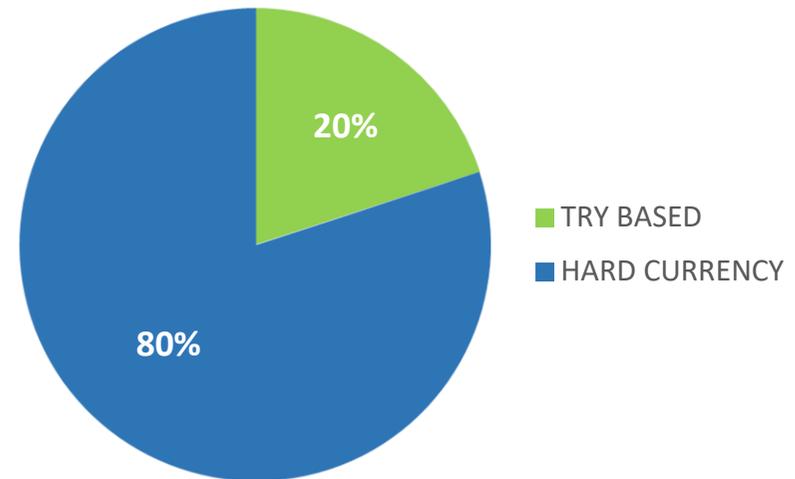
EBITDA Breakdown by Currency & Fuel

Hard currency portion of the EBITDA constitutes 80% of the total in 1H20.

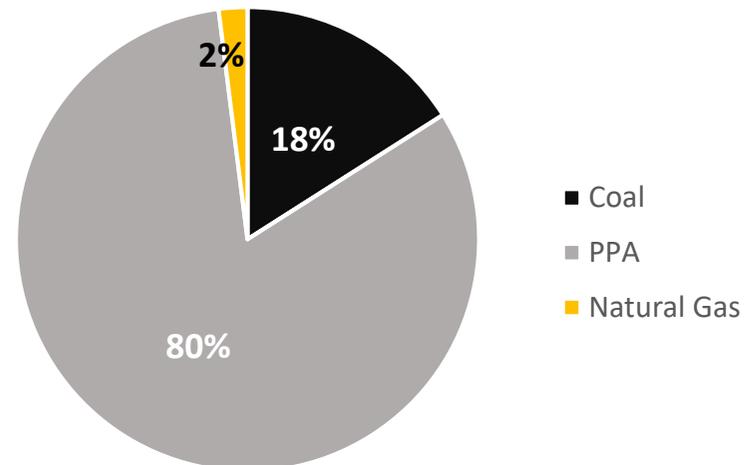
Due to low spark spreads because of increased costs, EBITDA contribution of CCGTs remained the same QoQ while contribution of PPAs decreased by 2 pts due to lower production.

EBITDA contribution of coal increased by 2 pts with the help of higher spot prices and even higher EÜAŞ sales prices.

EBITDA BY FX RATE



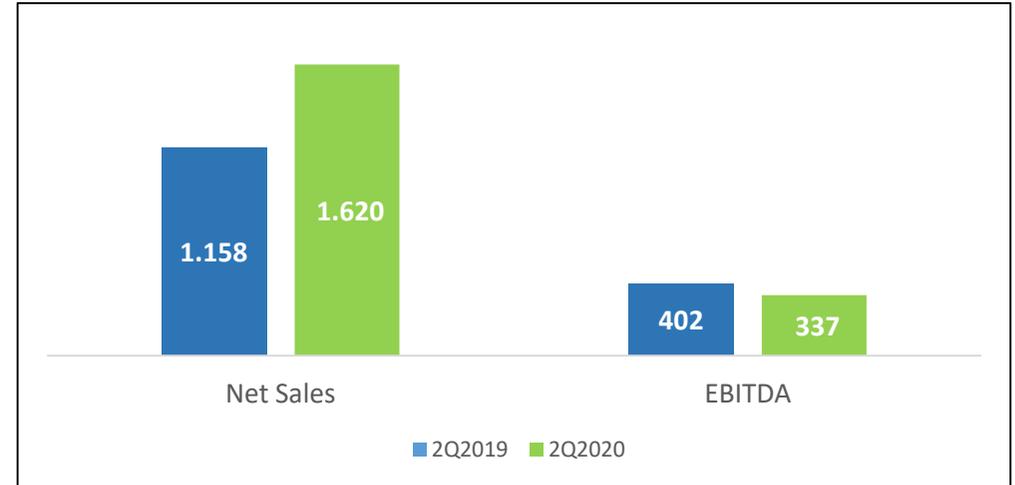
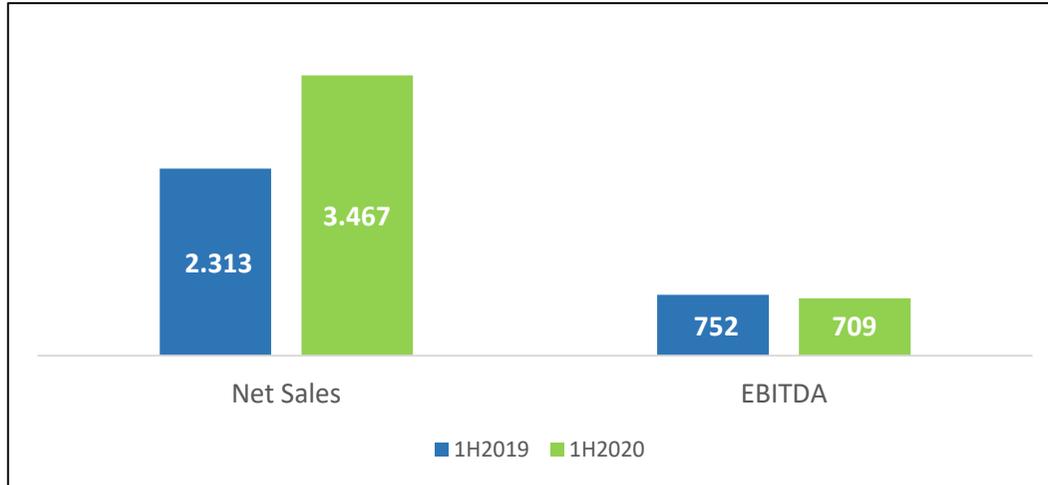
EBITDA BY FUEL TYPE



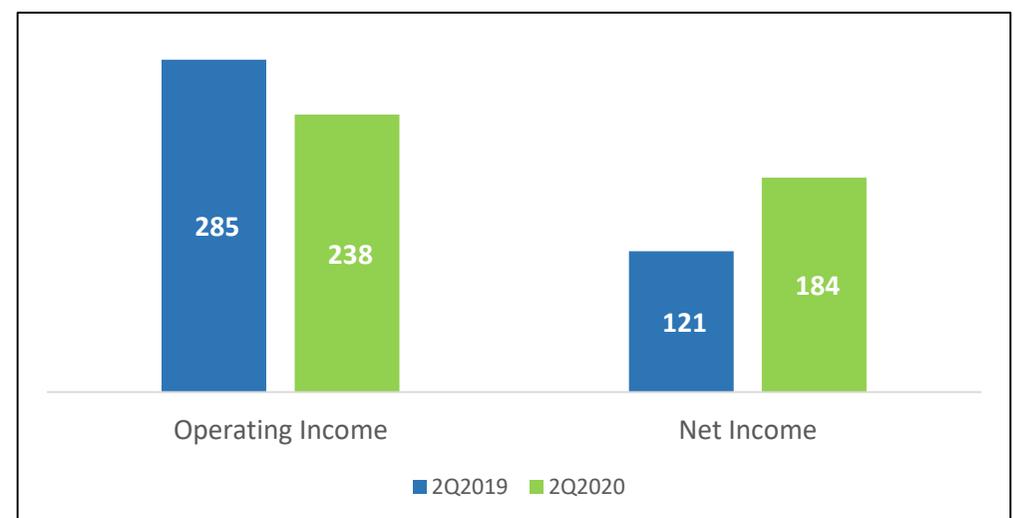
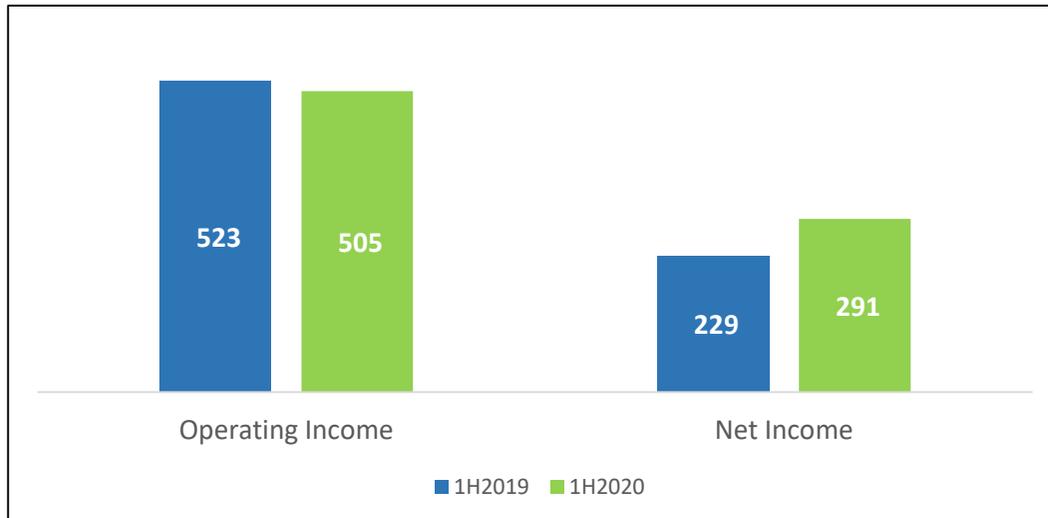
Financial Highlights 1H2020

Consolidated Income Statement

NET SALES & EBITDA (TRY MN)



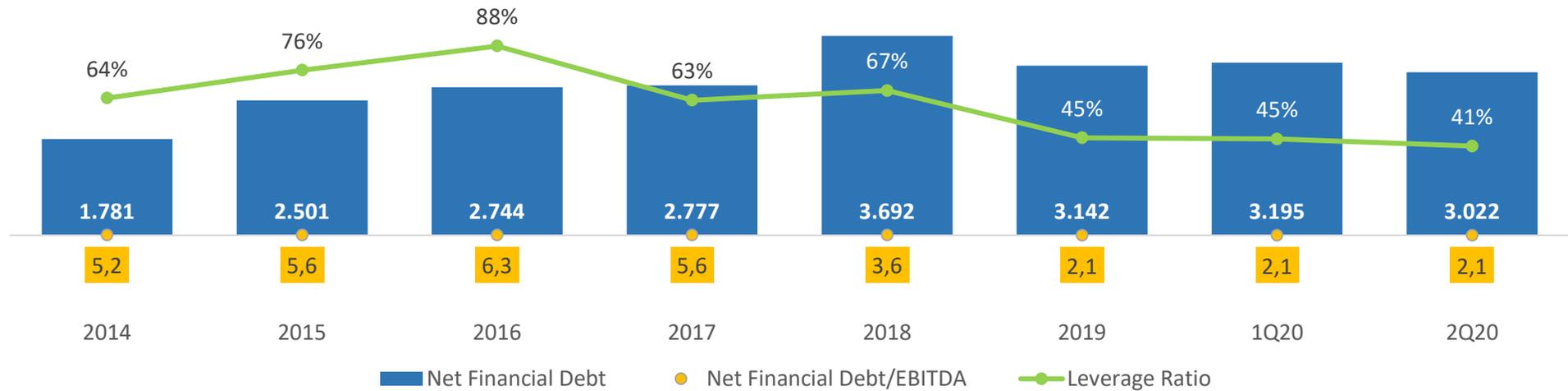
OPERATING INCOME & NET INCOME (TRY MN)



Financial Highlights 1H2020

Net Financial Debt & Repayment Schedule

NET FINANCIAL DEBT (TRY mn)



REPAYMENT SCHEDULE OF LOANS (TRY mn)



To prevent excessive exposure to FX, we have been converting our FX debt to TRY over the years.

49,2% of our bank loans is in TRY, 48.4% in USD and 2.4% in EUR.

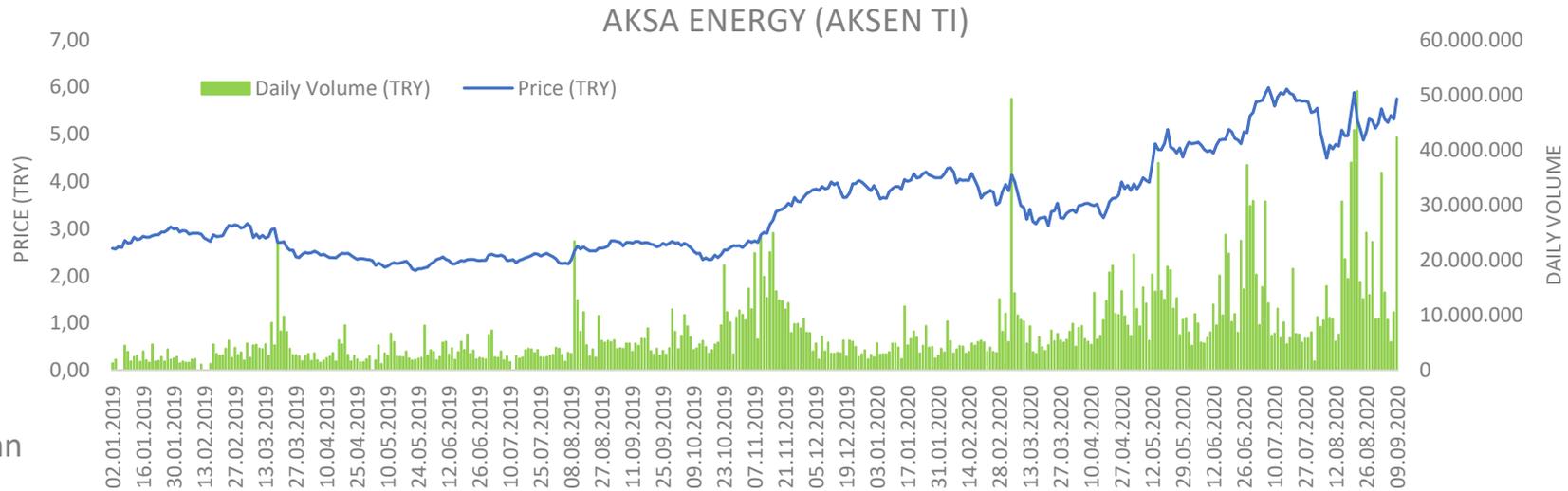
Share Performance

Aksa Energy trades on BIST 100 & Sustainability indices

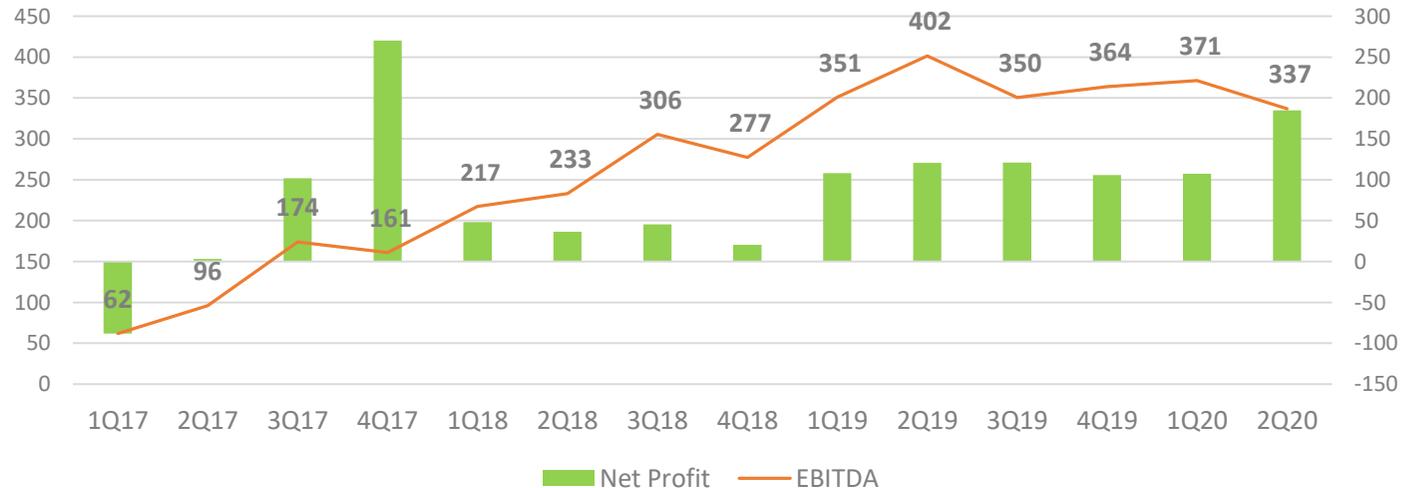
09 September 2020

- MCAP TRY 3,525 bn / \$ 471 mn
- Avg Shrs Traded (3 mos) 15.02 mn
- Avg Price (3 mos) TRY 5,28
- P/E 7.94x
- MCAP/BV 0.84
- EV/EBITDA 4.60
- EV TRY 6.548 mn / \$875 mn

AKSA ENERGY (AKSEN TI)



NET PROFIT & EBITDA (TRY)



Effect of Brent Oil and FX Rate Changes on Receivables



The fuel prices are fully passed through in our PPAs and they constitute a significant part of our invoices, thus our receivables.

The receivables increase as the USD & EUR appreciate against TRY.

Aksa Energy carries up to 3 months undue invoices along with due payments in its receivables each quarter due to payment terms in the PPAs.

Receivables from unrelated parties include invoices from our overseas operations in Ghana, Mali, Madagascar, TRNC and from local operations regarding the energy sold to the spot market (EPIAŞ) and private counterparties (bilateral agreements).



aksa ENERGY

3,

2020 GUIDANCE

2020 GUIDANCE

REVENUES: TRY 5.259 mn

EBITDA: TRY 1.445 mn

CAPEX: TRY 155 mn

African power plants are forecast to account for 72% of the projected EBITDA for 2020.

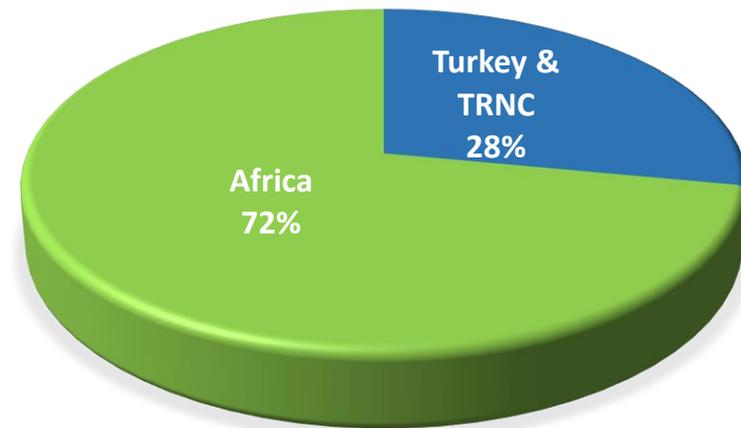
In 2020, Bolu Goynuk Thermal Energy Power Plant and Ali Metin Kazancı Natural Gas Combined Cycle Power Plant remain eligible for the capacity mechanism and are expected to receive around TRY 130-138 million capacity payment in total.

Domestically, spot market sales are expected to constitute nearly 63% of the total domestic sales, whereas bilateral agreements to account for around 29%, and the remaining 8% to involve primary and secondary frequency services.

CAPEX projection is made up of planned maintenance and rehabilitations of existing power plants, as well as investments to complete the engine conversion to dual fuel (HFO/natural gas) at Ghana HFO Power Plant.

The 2020 budget does not include the CAPEX of the new Uzbekistan agreement.

2020 EBITDA BREAKDOWN



2020 guidance FX assumptions

USD/TRY: 6.25

EUR/TRY: 6.64

The logo for AKSA Energy, featuring the word "aksa" in a bold, lowercase, black sans-serif font, followed by "ENERGY" in a smaller, uppercase, black sans-serif font. The text is set against a background of a blue rectangle on top and a green rectangle on the bottom.

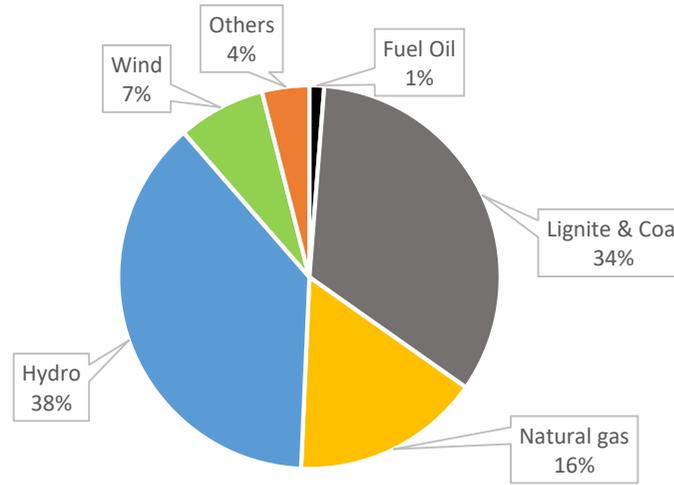
aksa ENERGY

The title "TURKISH MARKET" is written in a large, bold, white, uppercase sans-serif font, centered in the lower-left quadrant of the image. The background is a dramatic sky with a sunset or sunrise, showing a gradient from blue to orange and red, with silhouettes of several high-voltage power transmission towers and power lines stretching across the horizon.

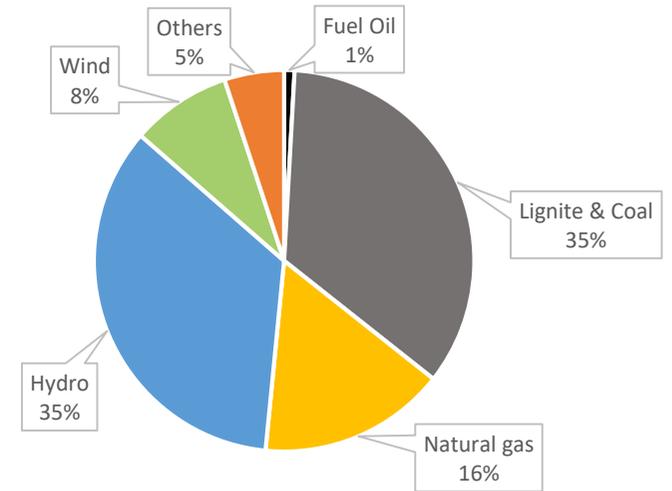
TURKISH MARKET

1H2020 Key Figures - The Sector

GENERATION BY FUEL TYPE 1H19

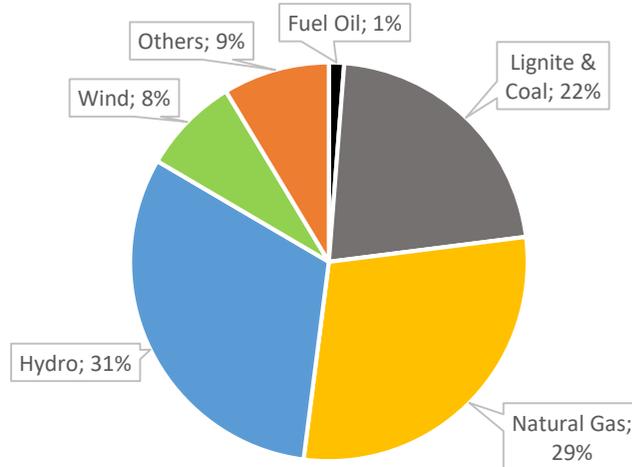


GENERATION BY FUEL TYPE 1H20

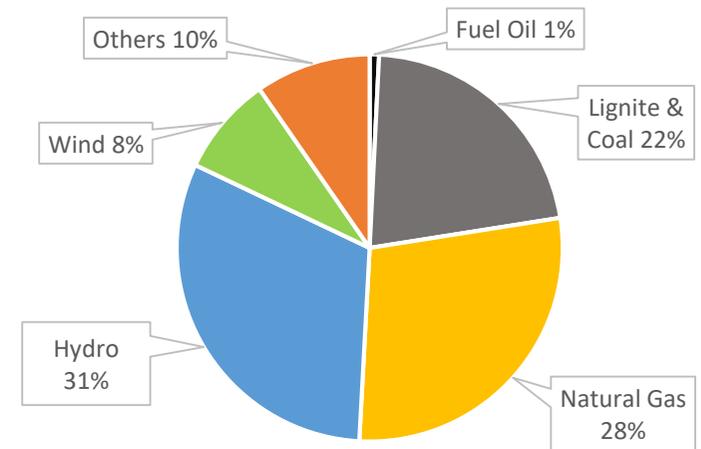


Generation via hydro decreased by 3 ppt, while generation from wind and coal increased by 1 ppt each YoY.

INSTALLED CAPACITY 1H19



INSTALLED CAPACITY 1H20

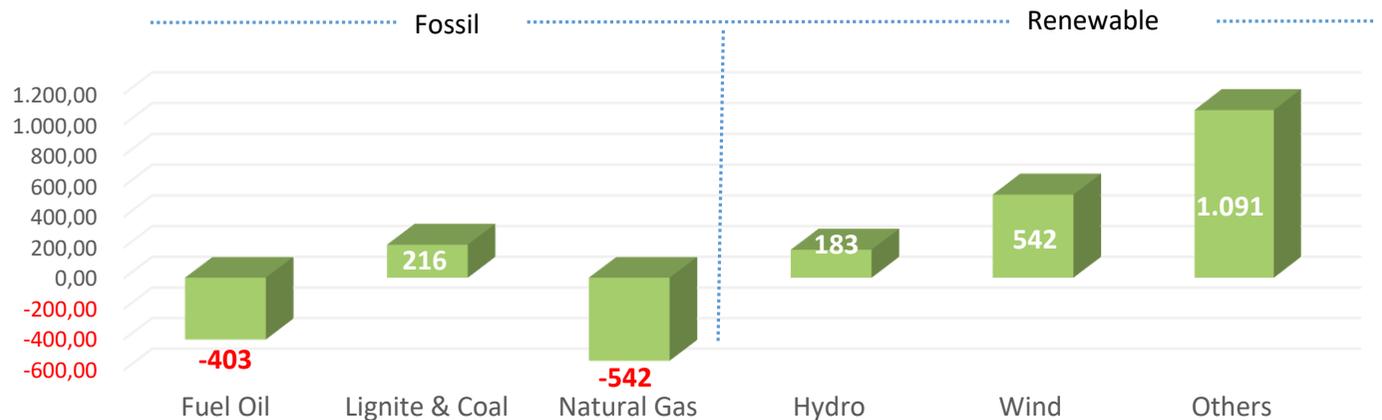


Installed Capacity Changes by Fuel Type

Total installed capacity in Turkey has reached 91,460 MW in 1H2020, indicating a slight increase of 1,086 MW YoY (+1.2 %).

When new and decommissioned capacities are netted off, there is an increase of 542 MW in wind, 216 MW in lignite&coal, 183 MW in hydro capacities; while natural gas and fuel oil capacities have decreased by 542 MW and 403 MW, respectively YoY.

1H2020 – 1H2019 CAPACITY CHANGES

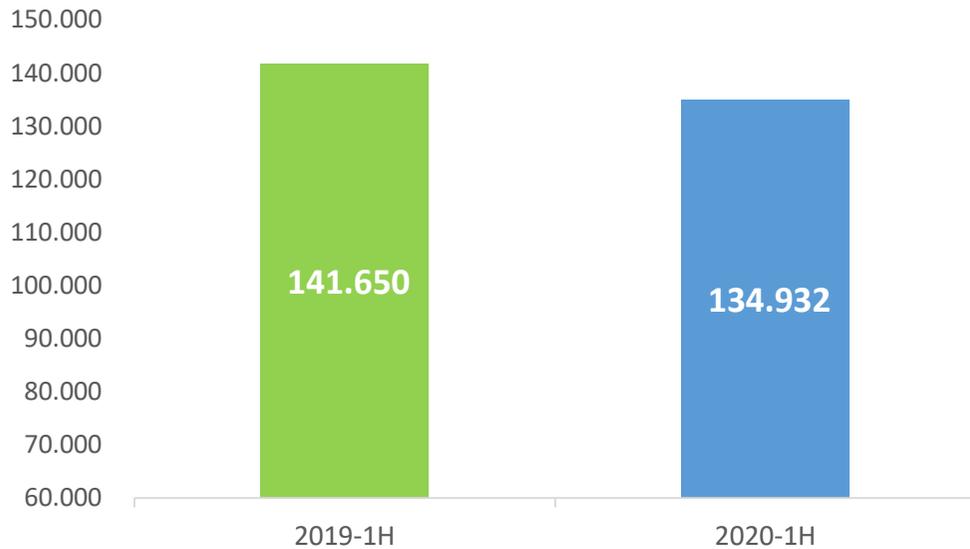


«Others» consist of unlicensed, solar, geothermal and biogas power plants, most of which is made up of unlicensed power plants.

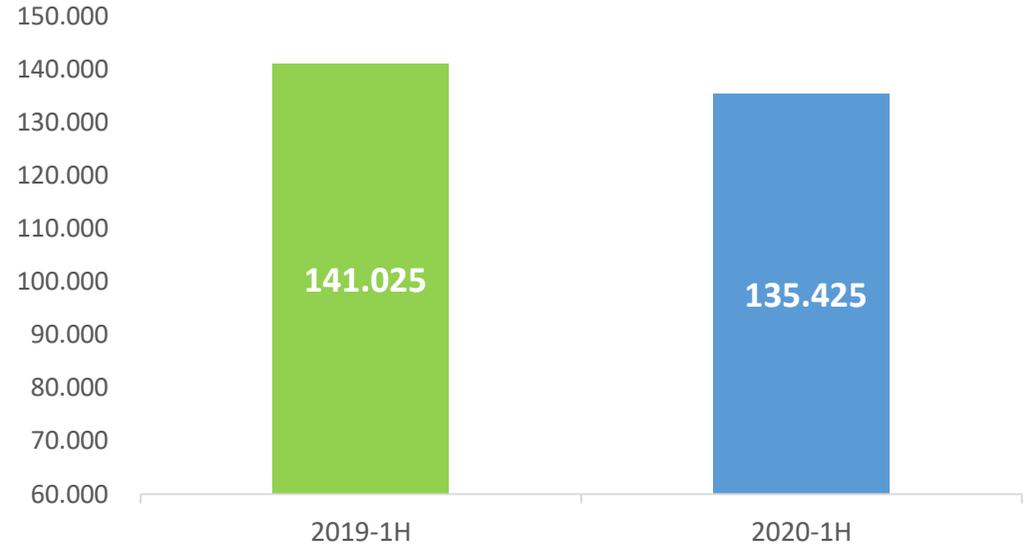
Generation & Consumption

In 1H2020, electricity generation decreased by 5% and consumption by 4% YoY due to Covid-19 lockdown.

GENERATION (GWh)



CONSUMPTION (GWh)



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APPENDIX



Consolidated Income Statement

(TRY)	FY2017	FY2018	FY2019	1H2019	1H2020
Net sales	3.599.311.868	4.669.249.102	5.578.594.781	2.312.965.207	3.466.912.240
Cost of sales	-3.283.982.668	-3.933.709.353	-4.563.137.567	-1.749.780.328	-2.889.139.639
Gross profit	315.329.200	735.539.749	1.015.457.214	563.184.879	577.772.601
Gross profit margin	8,8%	15,8%	18,2%	24,3%	16,7%
General & administrative costs	-55.047.968	-68.239.611	-95.606.154	-46.610.827	-59.163.821
Sales and marketing costs	-1.258.384	-1.370.976	-1.521.304	-945.075	-829.996
Research & development costs	-	-	-	-	-
Other operating income	24.725.041	18.257.699	67.206.818	11.492.553	4.344.547
Other operating expenses (-)	-8.570.535	-33.862.938	-9.527.013	-4.094.317	-16.710.371
Operating income	275.177.354	650.323.923	976.009.561	523.027.213	505.412.960
Operating income margin	7,4%	13,7%	17,5%	22,6%	14,6%
			-		
Gain from investing activities	591.940.550	2.640.864	633.402	482.032	75.837
Expected Credit Loss	-7.424.552	-11.218.447	5.096.478	-15.371.577	-18.329.207
Loss from investing activities	-4.160.221	-	-	-	-
Financing income	88.925.423	424.894.229	398.409.926	239.802.613	205.611.106
Financing expense	-598.027.562	-886.863.321	-828.696.646	-499.702.749	-377.980.825
Earnings before income tax	346.430.992	179.777.248	551.452.721	248.237.532	314.789.871
EBT margin	6,9%	3,9%	9,9%	10,7%	9,1%
Tax	43.143.042	-29.298.814	-96.109.432	-19.608.180	-23.688.627
Net income	389.574.034	150.478.434	455.343.289	228.629.352	291.101.244
Net income margin	8,1%	3,2%	8,2%	9,9%	8,4%
EBITDA	492.753.068	1.033.123.816	1.466.575.549	752.392.390	708.578.746
EBITDA margin	13,7%	22,1%	26,3%	32,5%	20,4%

Consolidated Balance Sheet

Assets (TRY)	2017	2018	2019	1H2019	1H2020
Cash and cash equivalents	59.577.791	53.026.362	121.503.123	91.628.426	462.973.432
Trade receivables net	759.563.092	1.403.203.217	1.863.493.659	1.928.922.871	2.491.880.034
Due from related parties and shareholders	41.374.904	406.262.617	212.976.505	272.926.374	105.257.327
Inventory	403.860.710	351.414.503	284.075.323	194.055.105	165.345.912
Derivative Financial Instruments	2.576.770	413.737	4.387.466	887.486	25.115.591
Other current assets	160.579.509	216.451.555	197.524.828	235.396.935	184.649.389
Assets Held For Sale	46.013.293	-	-	-	-
Total current assets	1.473.546.069	2.430.771.991	2.683.960.904	2.723.817.197	3.435.221.685
Trade receivables	15.662.583	1.545.269	7.096.176	783.778	5.317.199
Investments	412.408	412.408	412.408	412.408	412.408
PP&E	3.635.797.549	3.774.056.402	5.499.257.130	3.918.522.159	5.677.265.942
Goodwill	-	-	-	-	-
Intangibles	72.616.102	91.845.092	99.461.368	98.062.185	110.069.276
Other non-current assets	4.135.958	14.234.496	6.722.646	13.849.483	5.361.319
Deferred tax assets	-	125.276.334	155.505.193	122.775.645	79.736.888
Right of use assets	-	-	48.706.223	55.279.121	59.289.837
Total non-current assets	3.728.624.600	4.007.370.001	5.817.161.144	4.209.684.779	5.937.452.869
TOTAL ASSETS	5.202.170.669	6.438.141.992	8.501.122.048	6.933.501.976	9.372.674.554
Liabilities (TRY)	2017	2018	2019	1H2019	1H2020
Financial liabilities	1.541.598.878	2.144.810.801	2.072.064.243	2.379.317.729	2.173.201.773
Short term finance lease liabilities	-	-	14.589.647	18.659.812	4.191.383
Trade payables, net	428.163.954	336.331.469	618.798.734	372.619.813	730.429.481
Due to Related Parties and Shareholders	85.276.884	239.348.509	17.449.910	101.294.339	20.875.192
Taxation payable on income	2.732.752	71.354.527	167.942.891	102.082.547	218.317.723
Other payables and accrued liabilities	82.992.898	27.377.100	19.922.734	18.422.253	37.904.299
Derivative Financial Instruments	3.052.466	8.293.208	33.642.251	23.979.874	62.909.559
Liabilities held for sale	-	-	-	-	-
Total current liabilities	2.143.817.832	2.827.515.614	2.944.410.410	3.016.376.367	3.247.829.410
Long-term financial liabilities	1.294.905.332	1.600.687.790	1.142.056.814	1.438.171.178	1.251.672.994
Long term finance lease liabilities	-	-	34.745.275	35.768.973	55.880.376
Trade payables, net	-	-	39.601.341	-	34.211.000
Retirement pay provision	-	-	-	-	-
Other liabilities	3.000.204	4.350.528	4.715.939	4.784.841	6.860.810
Deferred tax liability	99.520.213	187.635.924	516.631.304	173.203.381	485.417.476
Long Term Liabilities	1.397.425.749	1.792.674.242	1.737.750.673	1.651.928.373	1.834.042.656
Paid in capital	613.169.118	613.169.118	613.169.118	613.169.118	613.169.118
Reserves	-441.404.282	269.791.822	379.910.326	528.133.027	1.005.631.159
Share premium	247.403.635	247.403.635	247.403.635	247.403.635	247.403.635
Cash Flow Hedge Reserve	2.060.997	-3.518.526	-13.622.807	-5.433.183	-27.400.386
Net profit for the year	357.310.764	150.478.434	329.182.900	107.584.230	222.307.057
Gains on revaluation of property, plant and equipment	882.386.856	821.844.347	2.262.917.793	774.340.409	2.229.691.905
Shareholder's equity	1.660.927.088	1.817.952.136	3.818.960.965	2.265.197.236	4.290.802.488
TOTAL LIABILITIES	5.202.170.669	6.438.141.992	8.501.122.048	6.933.501.976	9.372.674.554

Cash Flow

(TRY mn)	2017	2018	2019	1H2019	1H2020
Net income (loss) before tax	389.574.034	150.478.434	455.343.289	228.629.352	291.101.244
Depreciation and amortisation	225.000.265	394.018.340	485.469.510	229.365.177	221.494.993
Other adjustments	113.887.076	591.075.108	199.391.238	436.031.787	654.967.816
Change in working capital	-500.088.219	-1.380.410.542	-433.433.694	-329.635.820	-280.342.335
Operating cash flows	228.373.156	-244.838.660	706.770.343	564.390.496	887.221.718
Purchase and Disposal of PP&E	-324.359.904	-141.513.174	-122.696.695	-37.365.457	-125.820.178
Purchase and disposal of equity investments	72.066.018	-	-	-	-
Other investing activities	494.676.970	-	-265.971.693	-	-
Other Cash Flows	-	-	-	-	-
Investing cash flows	242.383.084	-141.513.174	-388.668.388	-37.365.457	-125.820.178
Financing cash flows	-452.818.197	379.800.405	-249.625.194	-488.422.975	-416.983.332
Net cash flows	17.938.043	-6.551.429	68.476.761	38.602.064	344.418.208

Operational Assets

Power Plant	License Owner	Fuel Type	Installed Capacity (MW)	%
Northern Cyprus	Aksa Cyprus	Fuel-oil	153	
Ghana	Aksa Energy	Fuel-oil	370	
Mali	Aksa Energy	Fuel-oil	40	
Madagascar	Aksa Energy	Fuel-oil	66	
Total Fuel-Oil Fired Power Plants			629	32%
Antalya NGCC	Aksa Energy	Natural Gas	900	
Şanlıurfa	Rasa Energy	Natural Gas	147	
Total Natural Gas Fired Power Plants			1.047	54%
Bolu Göynük	Aksa Göynük	Lignite	270	
Total Lignite Fired Power Plants			270	14%
Total Installed Capacity			1,946	

African power plants are utilising mostly existing equipments from Şırnak, Hakkari, Mardin 1, Mardin 2, Samsun, Van and Siirt power plants.

O&M Contract	License Owner	Fuel Type	Installed Capacity (MW)
Madagascar CTA-2	Jirama- Madagascar	Fuel-oil	24
Total Operated Capacity			24

Planned Investments

Power Plant	Fuel Type	Installed Capacity (MW)	Completion Year
Uzbekistan	Natural Gas	240	2021

Uzbekistan power plant will utilise the existing equipments from Ali Metin Kazancı Antalya Natural Gas Combined Cycle Power Plant, which had left the transmission system following the partial license cancellation in 2018.

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