

The logo for AKSA Energy, featuring the word "aksa" in a bold, lowercase sans-serif font, with "ENERGY" in a smaller, uppercase sans-serif font to its right. The text is white and set against a dark blue background with a green horizontal bar at the bottom.

**aksa** ENERGY

*Transforming into a Global Energy Player...*

**Earnings Presentation**

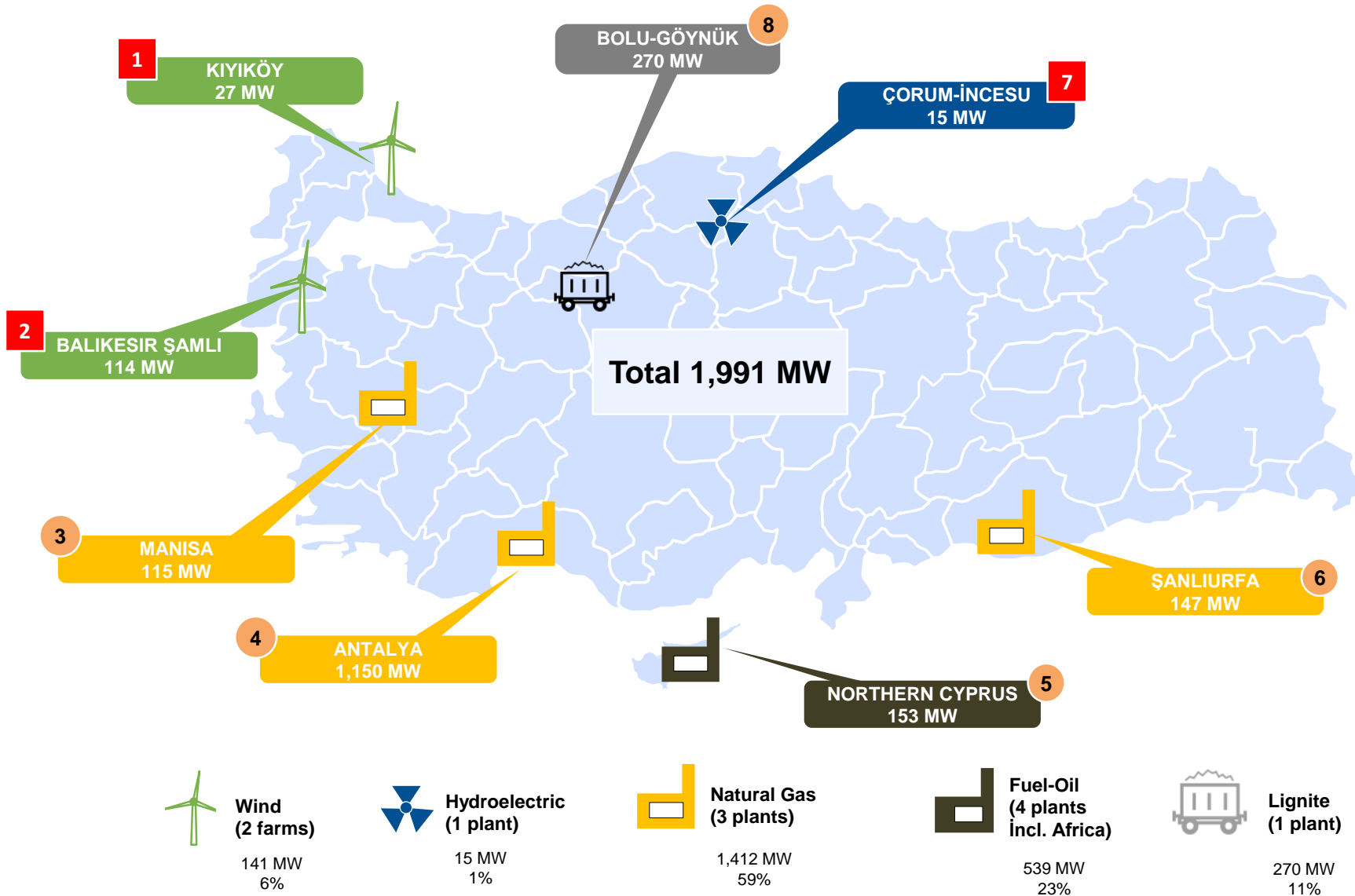
**13 November 2017**

A low-angle, night-time photograph of a large industrial structure, likely an offshore oil or gas platform. The structure is illuminated with bright blue lights, creating a dramatic, high-contrast scene against a dark blue sky. The structure features a complex network of metal beams, ladders, and platforms. The AKSA logo and the text "ÜNİTE 21" are visible on a large blue panel in the foreground.

**aksa**

ÜNİTE 21

# 8 assets under operation across Turkey



Currently 1.991 MW - 2017 YE 1.835 MW

# 3 assets under operation across Africa

**Aksa Energy's installed capacity in Africa will reach 530 MW once the power plants reach full capacity.**

Mali HFO PP became operational with 10 MW installed capacity at the beginning of August. The remaining 30 MW was commissioned in September.

**2**  
**MALI**  
**40 MW**

**1**  
**GHANA**  
**280 MW**

Ghana HFO PP became operational at the end of March with 192.5 MW and reached 280 MW at the beginning of August.

**Current Total**  
**386 MW**

Madagascar HFO PP became operational in July with 25 MW and increased to 50 MW at the beginning of August. The first phase (total capacity of 66 MW) was commissioned at the end of August.

**3**  
**MADAGASCAR**  
**66 MW**

# TURKISH MARKET

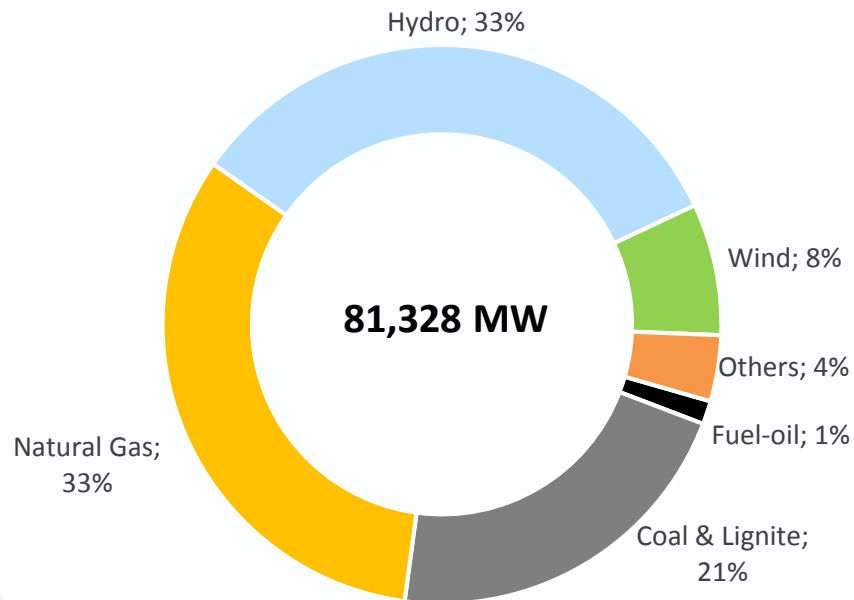


**aksa**  
ENERJİ

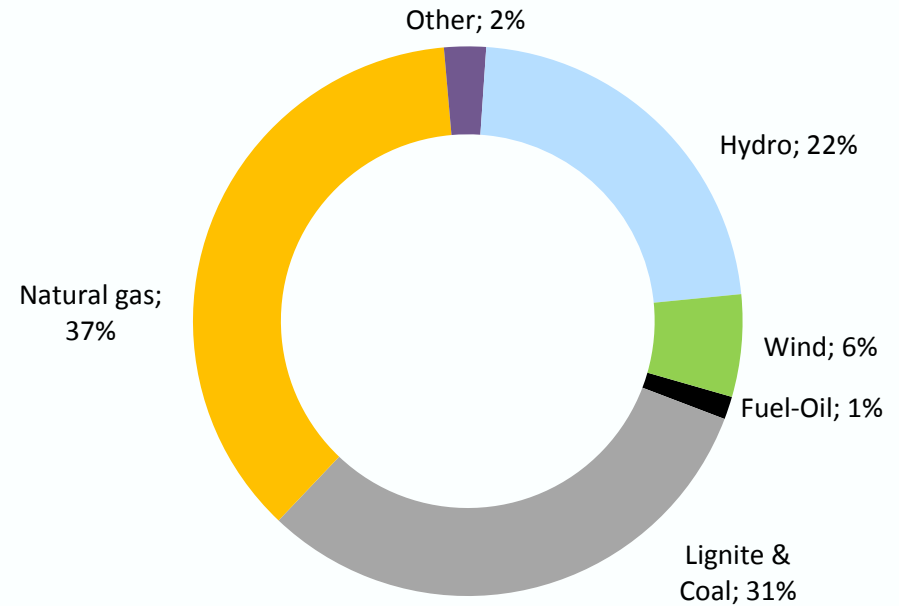
# Market Highlights- 9M Key Figures

Total installed capacity in Turkey has reached 81,328 MW in 9M 2017, an increase of 3,408 MW (4%) YoY.

### Installed Capacity by Fuel Type

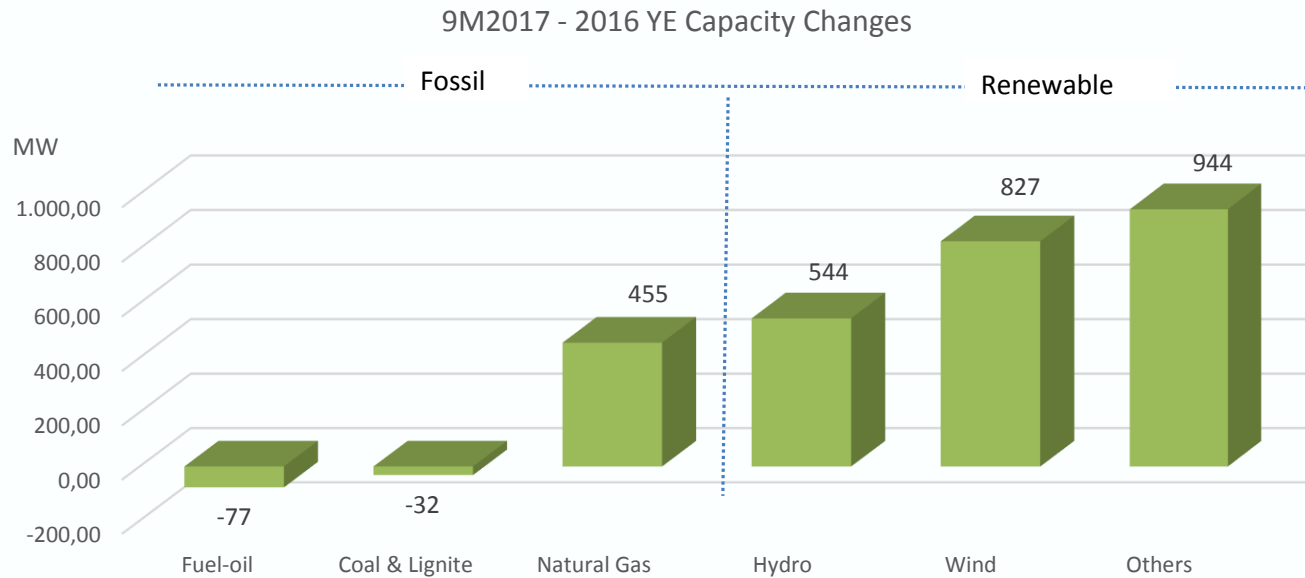


### Generation by Fuel Type



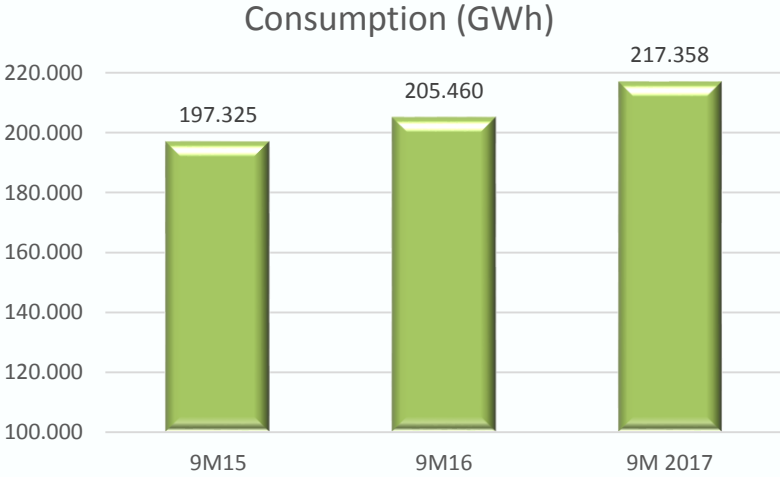
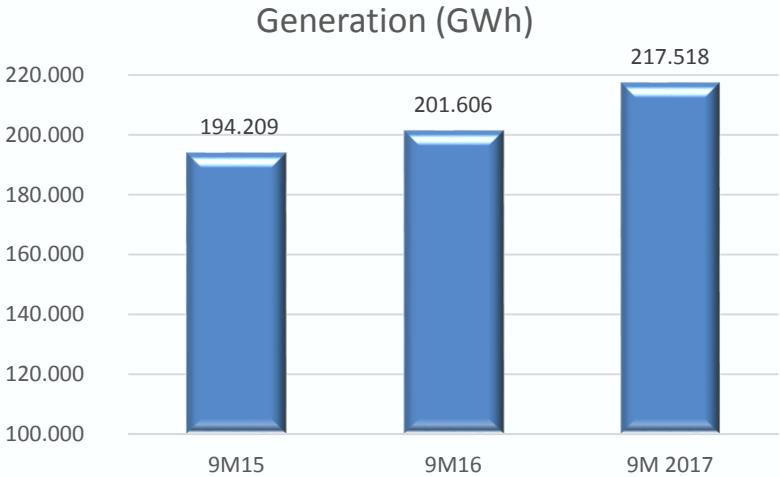
# Market Highlights - Installed Capacity Changes

- When new and decommissioned capacities are netted off, there is an increase of 827 MW in wind, 455 MW in natural gas, 544 MW in hydro and decrease of 77 MW in fuel-oil and 32 MW in coal&lignite capacities in 9M 2017.



# Market Highlights- Consumption

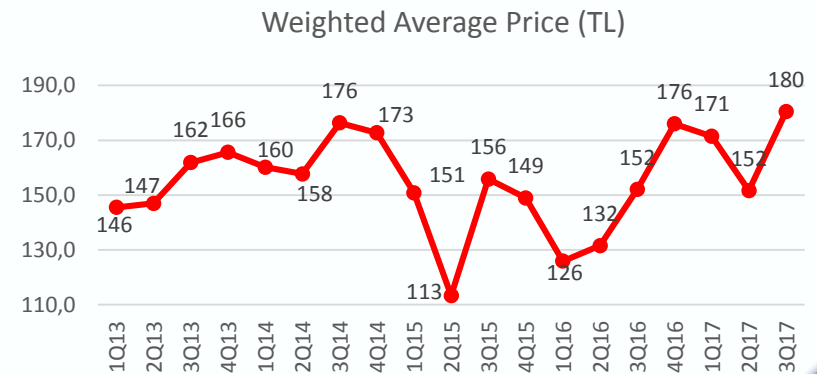
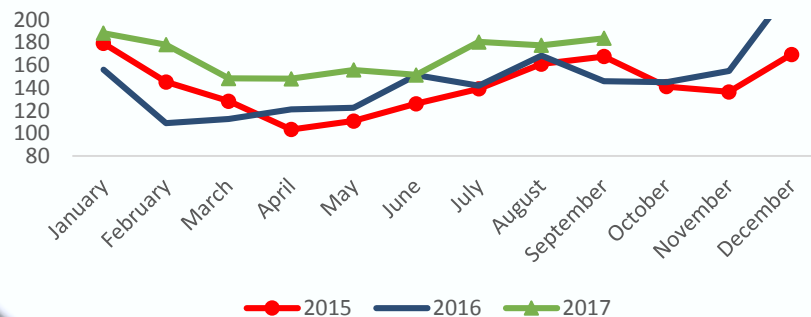
□ Electricity generation increased by %8 while consumption increased by 6% YoY in 9M2017.



# Market Highlights – Prices

Weighted average spot price was 168 TL in 9M 2017, 23% higher than 9M 2016 due to:

- 9M 2016 setting a very low base (mild weather & very strong renewable production)
- Natural gas consumption limitations brought upon generation facilities and heavy weather conditions in 1Q 2017 increasing the market prices
- Government's cost effective use of BOT plants (increased purchases from the market)
- Power purchase agreements with domestic coal PPs decreasing purchases from BOTs
- Increase in demand (6% YoY)
- Increase in imported coal prices YoY
- Decrease in hydroelectric production due to lower water levels





# FINANCIAL & OPERATIONAL HIGHLIGHTS

## 9M 2017



**akSa**  
ENERJİ

# 9M 2017 Results - Snap Shot

	1Q17	2Q17	3Q17	QoQ Change	9M16	9M17	YoY Change
Installed Capacity (MW)*	2.104 MW	2.211 MW	2.377 MW	166 MW	2.279 MW	2.377 MW	98 MW
Sales Volume (GWh)**	4.676	3.764	4.204	12%	12.774	12.644	-1%
Net Sales (TL mn)	738	875	952	9%	2.212	2.565	16%
Gross Profit (TL mn)	24	54	135	150%	219	212	-3%
Operating Inc. (TL mn)	17	37	115	210%	196	168	-14%
EBITDA (TL mn)	62	96	174	81%	340	332	-2%
Net Income (TL mn)	-88	6	102	1596%	-85	20	nm
EBITDA Margin	8,4%	11,0%	18,3%	+7.3 pp	15,4%	12,9%	-2.5 pp
Operating Profit Margin	2,3%	4,2%	12,1%	+7.9 pp	9,2%	6,6%	-2.6 pp

\* Includes African operations.

\*\* Does not include African operations.

# 9M 2017– Sales Breakdown (excl. Africa)

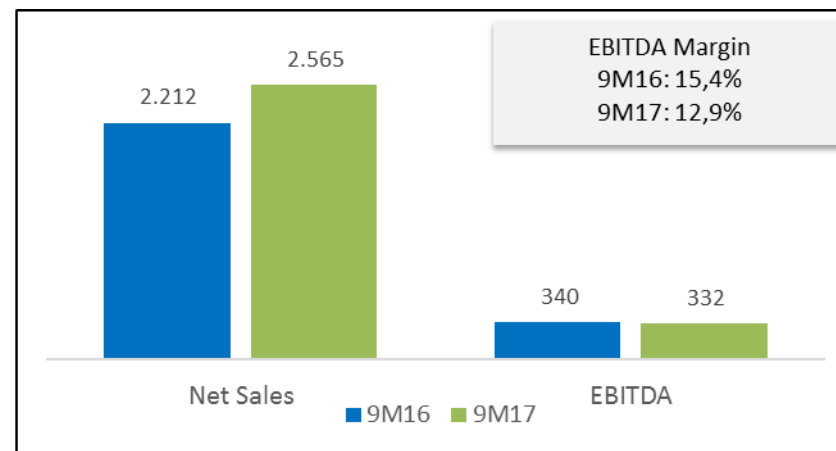
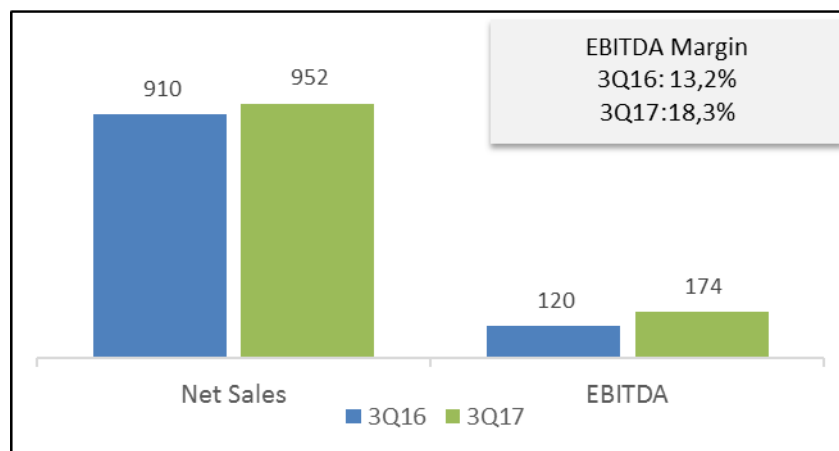
	1Q 2017		2Q 2017		3Q 2017		9M 2016		9M 2017	
	MWh	TL/MWh	MWh	TL/MWh	MWh	TL/MWh	MWh	TL/MWh	MWh	TL/MWh
Northern Cyprus	179.631	378	175.906	388	176.615	380	529.868	238	532.153	382
Renewable Market (YEKDEM)	192.332	266	112.655	272	116.784	263	601.511	223	421.771	267
BSM (Spot Market Sales)*	886.272	184	984.011	172	632.625	202	1.174.693	287	2.502.907	184
Affiliated DisCos	821.690	143	702.120	139	761.520	157	569.526	138	2.285.330	146
OTC & Bilateral	2.122.779	148	2.262.452	145	2.516.790	153	9.898.320	155	6.902.020	149
<b>TOTAL SALES</b>	<b>4.202.704</b>	<b>170</b>	<b>4.237.143</b>	<b>164</b>	<b>4.204.334</b>	<b>174</b>	<b>12.773.918</b>	<b>173</b>	<b>12.644.181</b>	<b>169</b>

\* BSM (Spot Market Sales) in 2016 are made up of orders (YAL: Take Load/Yük Al) from Turkish Electricity Transmission Company (TEİAŞ) that are used to smooth out the imbalances in the whole system. Therefore, they do not reflect actual BSM prices.

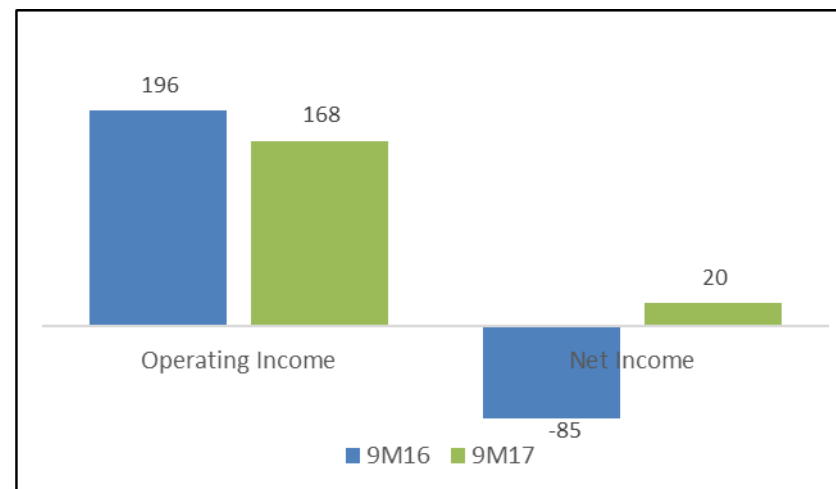
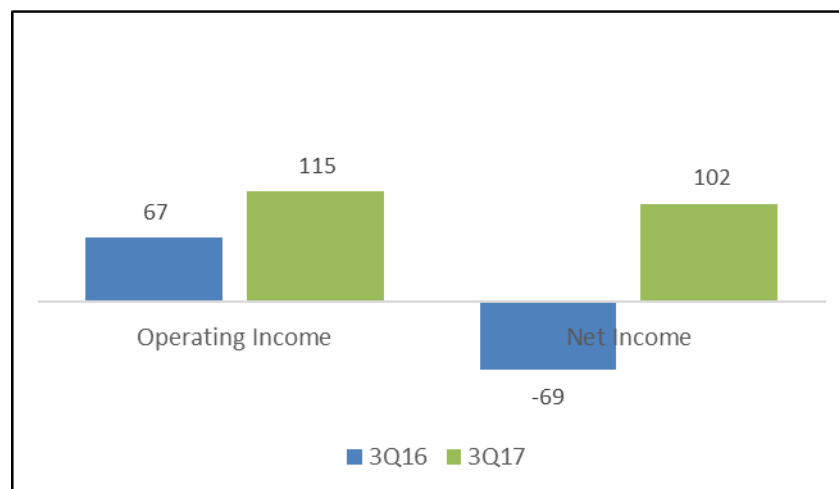
# Financial highlights 9M 2017

## Consolidated income statement

### Net sales & EBITDA (TL mn)



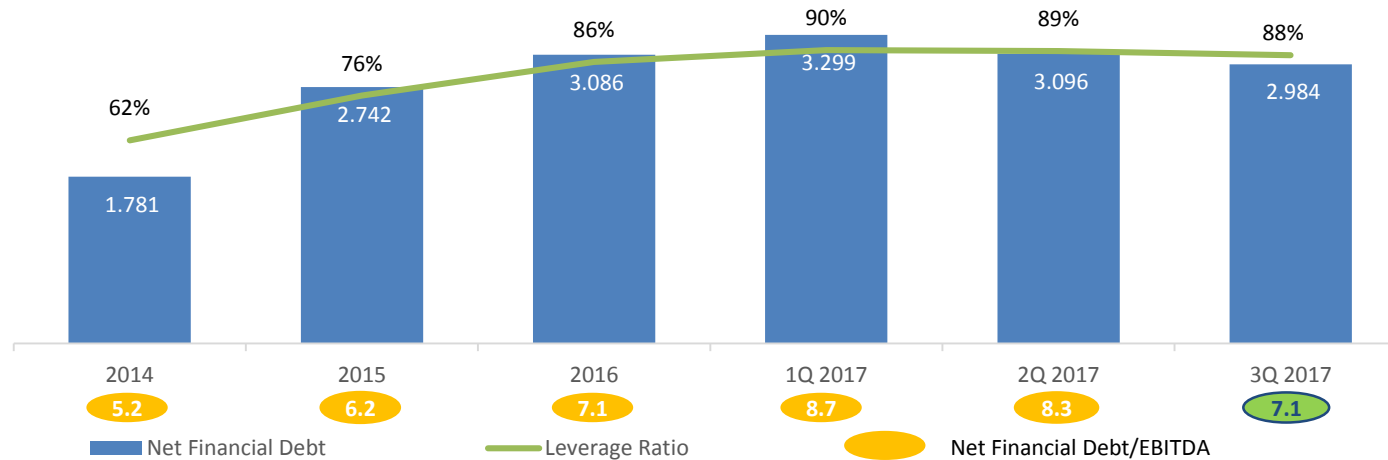
### Operating income & Net income (TL mn)



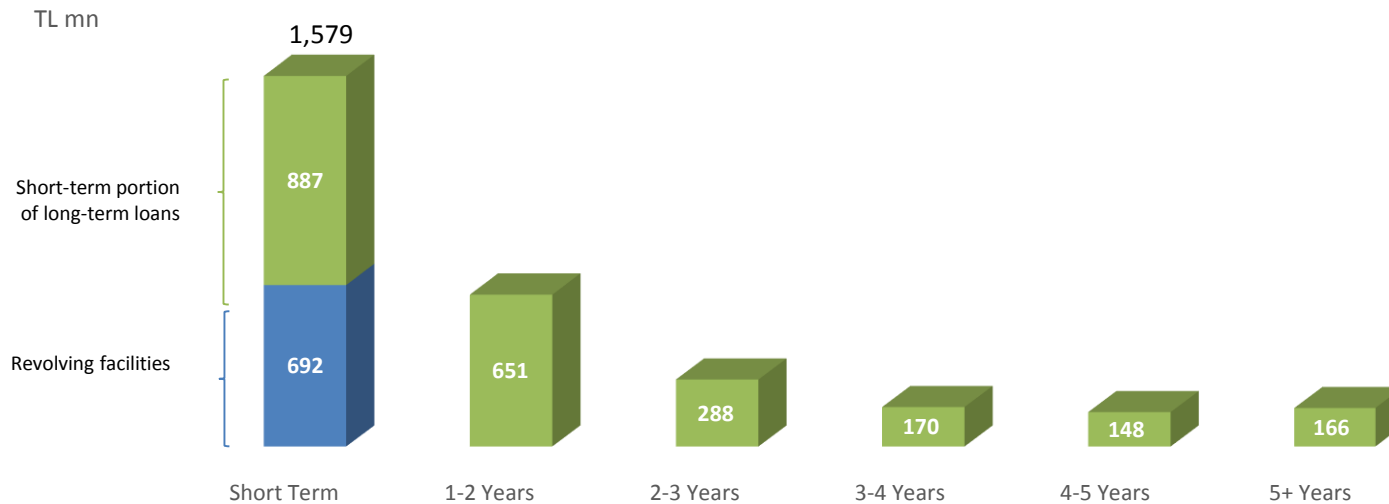
# Financial highlights 9M 2017

## Net financial debt and repayment schedule

### Net financial debt (TL mn)



### Repayment schedule of short and long term notes (TL mn)



49% of our bank loans is in TL, 43% is in USD and 8% in EUR.

# POWER PLANTS & INTERNATIONAL EXPANSION



**aksa**  
ENERJİ

# Madagascar HFO Power Plant Opening Ceremony



# Madagascar HFO Power Plant Opening Ceremony





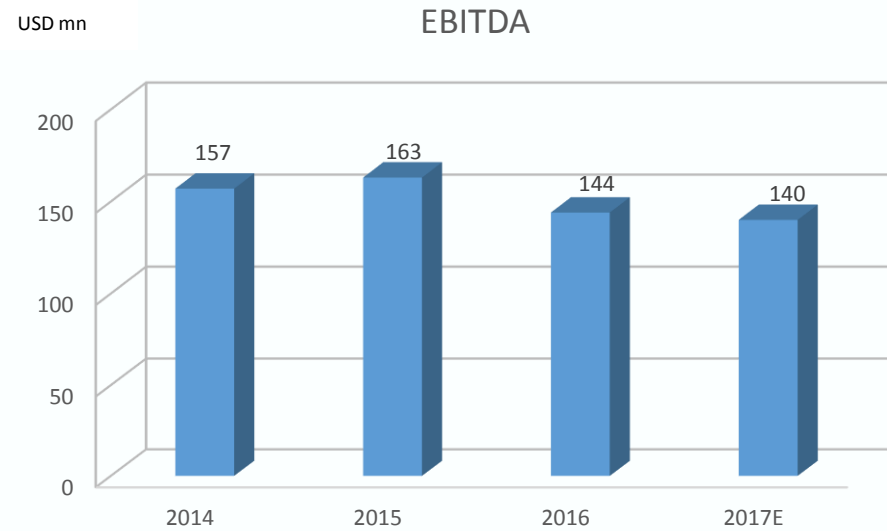
# 2017 GUIDANCE



**aksa**  
ENERJİ

# 2017 & 2018 GUIDANCE

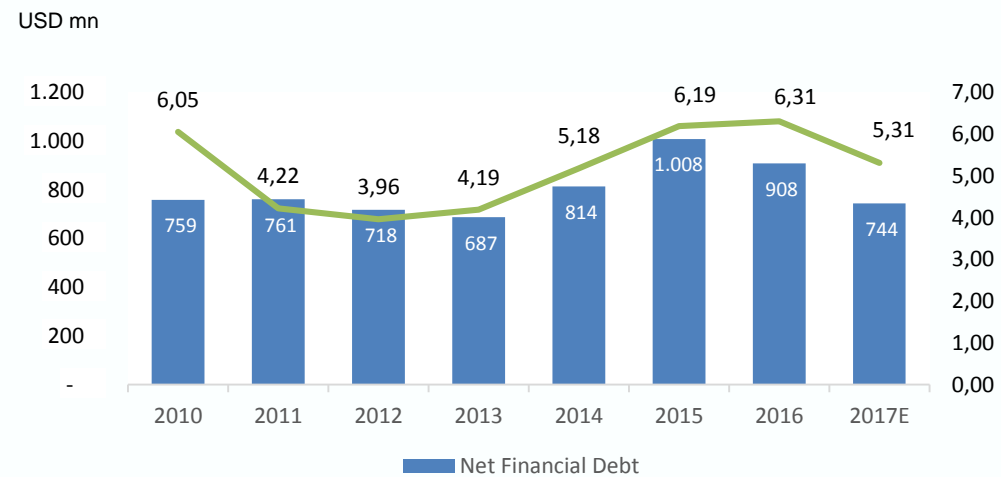
- SALES: 17 TWh
- REVENUES: TRY 3.1 bn (\$861 mn)
- CAPEX: TRY 293 mn (\$81 mn)
- 2017E EBITDA: TRY 504 mn (\$140 mn)



# 2017 Guidance – Improvement in Debt Ratio

Solid EBITDA growth achieved via African PPs along with financial debt reduction via asset sale results in:

- ❑ Sharp decline in net financial debt by YE2017
- ❑ Sharp decline in net financial debt to EBITDA ratio from 6,31x in YE2016 to 5,31x in YE2017.



# Consolidated income statement

(TRY mn)	31.12.2010	31.12.2011	31.12.2012	31.12.2013	31.12.2014	31.12.2015	31.12.2016	31.03.2017	30.06.2017	30.09.2017
<b>Net sales</b>	<b>911,9</b>	<b>1.315,4</b>	<b>1.840,6</b>	<b>1.786,0</b>	<b>1.957,4</b>	<b>2.306,7</b>	<b>3.178,2</b>	<b>738,4</b>	<b>1.613,0</b>	<b>2.565,4</b>
Cost of sales	-775,5	-1.088,0	-1.604,0	-1.565,9	-1.710,8	-1.979,5	-2.907,2	-714,7	-1.538,8	-2.353,2
<b>Gross profit</b>	<b>136,4</b>	<b>227,4</b>	<b>236,6</b>	<b>220,1</b>	<b>246,6</b>	<b>327,2</b>	<b>271,0</b>	<b>23,6</b>	<b>74,2</b>	<b>212,2</b>
<i>Gross profit margin</i>	<i>15,0%</i>	<i>17,3%</i>	<i>12,9%</i>	<i>12,3%</i>	<i>12,6%</i>	<i>14,2%</i>	<i>8,5%</i>	<i>3,2%</i>	<i>4,6%</i>	<i>8,3%</i>
General & administrative costs	-17,8	-16,0	-16,7	-18,0	-22,2	-22,5	-30,0	-12,7	-30,7	-43,9
Sales and marketing costs	-1,8	-3,0	-2,1	-2,0	-2,0	-0,5	-0,8	-0,4	-0,7	-0,9
Research & development costs	0,0	0,0	0,0	0,0	0,0	0,0	0,0	0,0	0,0	0,0
Other operating income	14,2	1,7	6,7	5,0	3,8	3,3	12,8	12,6	16,2	10,8
Other operating expenses (-)	-2,7	-53,0	-21,4	-8,7	-18,5	-11,2	-9,3	-6,4	-8,5	-9,8
<b>Operating income</b>	<b>128,2</b>	<b>157,0</b>	<b>203,0</b>	<b>196,3</b>	<b>207,6</b>	<b>296,3</b>	<b>243,7</b>	<b>16,8</b>	<b>50,6</b>	<b>168,4</b>
<i>Operating income margin</i>	<i>14%</i>	<i>12%</i>	<i>11%</i>	<i>11%</i>	<i>11%</i>	<i>13%</i>	<i>8%</i>	<i>2%</i>	<i>3%</i>	<i>7%</i>
Gain from investing activities	0,0	0,0	0,0	0,3	1,4	29,2	4,0	19,3	76,7	150,6
Loss from investing activities	0,0	0,0	0,0	-1,1	-0,2	-0,6	-90,2	0,0	-0,1	-42,4
Financing income	154,3	108,1	221,0	142,8	199,6	218,9	51,5	110,6	57,0	79,2
Financing expense	-197,8	-381,6	-197,8	-494,4	-381,8	-769,0	-636,1	-250,3	-288,1	-363,4
<b>Earnings before income tax</b>	<b>84,7</b>	<b>-116,5</b>	<b>226,2</b>	<b>-156,1</b>	<b>26,6</b>	<b>-225,2</b>	<b>-427,1</b>	<b>-103,5</b>	<b>-104,0</b>	<b>-7,6</b>
<i>EBT margin</i>	<i>9,3%</i>	<i>-8,9%</i>	<i>12,3%</i>	<i>-8,7%</i>	<i>1,4%</i>	<i>-9,8%</i>	<i>-13,4%</i>	<i>-14,0%</i>	<i>-6,4%</i>	<i>-0,3%</i>
Tax	-14,1	-5,5	-6,6	22,8	12,8	4,2	59,5	15,1	19,0	27,3
<b>Net income</b>	<b>70,7</b>	<b>-122,0</b>	<b>219,6</b>	<b>-133,3</b>	<b>39,4</b>	<b>-221,1</b>	<b>-367,6</b>	<b>-88,4</b>	<b>-85,0</b>	<b>19,8</b>
<i>Net income margin</i>	<i>8%</i>	<i>-9%</i>	<i>12%</i>	<i>-7%</i>	<i>2%</i>	<i>-10%</i>	<i>-12%</i>	<i>-12%</i>	<i>-5%</i>	<i>1%</i>
<b>EBITDA</b>	<b>188,3</b>	<b>300,8</b>	<b>323,1</b>	<b>311,8</b>	<b>343,9</b>	<b>442,9</b>	<b>434,9</b>	<b>61,7</b>	<b>157,3</b>	<b>331,8</b>
<i>EBITDA margin</i>	<i>20,7%</i>	<i>22,9%</i>	<i>17,6%</i>	<i>17,5%</i>	<i>17,6%</i>	<i>19,2%</i>	<i>13,7%</i>	<i>8,4%</i>	<i>9,8%</i>	<i>12,9%</i>

Source: IFRS financial statements

# Consolidated balance sheet

Assets (TRY mn)	31.12.2010	31.12.2011	31.12.2012	31.12.2013	31.12.2014	31.12.2015	31.12.2016	31.03.2017	30.06.2017	30.09.2017
Cash and cash equivalents	78,3	110,1	40,6	22,3	34,2	48,5	219,4	6,0	199,5	4,5
Trade receivables net	113,0	261,5	245,9	142,3	88,7	119,8	219,7	262,9	337,5	494,3
Due from related parties and shareholders	607,9	360,0	593,9	0,0	4,4	67,3	59,9	61,1	18,2	44,2
Inventory	81,3	121,5	135,5	250,0	269,2	339,8	416,4	420,8	475,1	403,6
Derivative Financial Instruments	0,0	0,0	0,0	2,7	2,7	0,0	6,5	8,4	8,4	1,3
Other current assets	58,6	77,7	84,9	77,4	116,6	164,8	104,8	124,9	113,7	124,4
Assets Held For Sale	12,9	13,4	0,0	0,0	0,0	0,0	448,9	453,8	465,4	294,9
<b>Total current assets</b>	<b>952,0</b>	<b>944,3</b>	<b>1100,8</b>	<b>494,7</b>	<b>515,8</b>	<b>740,2</b>	<b>1475,7</b>	<b>1337,9</b>	<b>1617,8</b>	<b>1367,3</b>
Trade receivables	0,0	0,0	0,0	1,3	0,0	2,5	20,2	12,1	15,4	13,0
Investments	1,6	1,6	1,6	1,5	1,9	0,4	0,4	0,4	0,4	0,4
PP&E	1375,7	1613,0	1627,3	2109,7	2730,0	3236,0	2546,7	2626,7	2564,4	2454,9
Goodwill	6,0	9,5	9,5	7,1	7,1	6,8	6,8	3,3	3,3	3,3
Intangibles	0,7	1,1	1,7	1,9	1,9	3,4	61,0	63,0	67,9	67,9
Other non-current assets	20,3	43,4	87,0	113,2	80,6	99,9	1,5	1,4	1,5	1,6
Deferred tax assets	4,1	4,1	4,1	36,7	56,2	63,2	143,1	166,2	160,0	172,5
<b>Total non-current assets</b>	<b>1408,4</b>	<b>1672,7</b>	<b>1731,2</b>	<b>2271,4</b>	<b>2877,7</b>	<b>3412,2</b>	<b>2779,8</b>	<b>2873,3</b>	<b>2812,9</b>	<b>2713,6</b>
<b>Total assets</b>	<b>2360,5</b>	<b>2617,0</b>	<b>2832,0</b>	<b>2766,1</b>	<b>3393,5</b>	<b>4152,4</b>	<b>4255,4</b>	<b>4211,2</b>	<b>4430,7</b>	<b>4080,9</b>
<b>Liabilities (TRY mn)</b>	<b>31.12.2010</b>	<b>31.12.2011</b>	<b>31.12.2012</b>	<b>31.12.2013</b>	<b>31.12.2014</b>	<b>31.12.2015</b>	<b>31.12.2016</b>	<b>31.03.2017</b>	<b>30.06.2017</b>	<b>30.06.2017</b>
Financial liabilities	413,2	489,5	564,3	265,6	439,6	938,0	1345,3	1451,6	1642,5	1536,8
Trade payables, net	197,6	359,5	284,7	326,1	431,8	280,4	294,4	321,1	421,9	420,2
Due to Related Parties and Shareholders	0,0	0,0	0,0	10,3	0,0	132,8	64,7	78,3	102,2	39,4
Taxation payable on income	13,5	4,4	6,6	7,5	9,6	6,8	8,7	6,0	2,6	4,1
Other payables and accrued liabilities	9,9	70,4	11,7	14,8	15,8	4,8	9,4	14,0	155,2	146,8
Derivative Financial Instruments	0,0	0,0	0,0	0,0	1,5	7,2	0,0	0,0	0,0	0,0
Liabilities held for sale	0,0	0,0	0,0	0,0	0,0	0,0	369,5	358,1	401,8	234,7
<b>Total current liabilities</b>	<b>634,2</b>	<b>923,8</b>	<b>867,3</b>	<b>624,3</b>	<b>898,3</b>	<b>1370,0</b>	<b>2092,0</b>	<b>2229,1</b>	<b>2726,2</b>	<b>2382,1</b>
Long-term financial liabilities	803,4	891,5	756,4	1062,7	1375,8	1852,4	1618,1	1538,9	1285,5	1240,2
Retirement pay provision	1,3	1,8	2,2	3,0	5,2	0,0	0,0	0,0	0,0	0,0
Other liabilities	0,0	0,0	0,0	1,3	0,0	4,4	2,9	3,8	2,9	3,9
Deferred tax liability	2,9	2,9	2,9	3,5	4,8	44,6	52,2	56,3	44,1	43,5
<b>Long Term Liabilities</b>	<b>807,7</b>	<b>896,2</b>	<b>761,5</b>	<b>1070,5</b>	<b>1385,8</b>	<b>1901,3</b>	<b>1673,1</b>	<b>1599,0</b>	<b>1332,4</b>	<b>1287,6</b>
Paid in capital	579,5	579,5	615,2	615,2	615,2	615,2	615,2	615,2	615,2	615,2
General reserves	173,7	242,9	120,8	339,9	206,5	99,1	71,7	53,7	73,2	41,4
Share premium	96,0	96,5	247,4	247,4	247,4	247,4	247,4	247,4	247,4	247,4
Cash Flow Hedge Reserve	0,0	0,0	0,0	2,1	1,0	-5,8	1,1	1,5	0,5	1,1
Net profit for the year	69,4	-122,0	219,9	-133,3	39,4	-74,8	-445,0	-534,6	-564,3	-493,8
<b>Shareholder's equity</b>	<b>918,6</b>	<b>797,0</b>	<b>1203,2</b>	<b>1071,3</b>	<b>1109,4</b>	<b>881,1</b>	<b>490,3</b>	<b>383,1</b>	<b>372,0</b>	<b>411,2</b>
<b>Total liabilities and equity</b>	<b>2360,5</b>	<b>2617,0</b>	<b>2832,0</b>	<b>2766,1</b>	<b>3393,5</b>	<b>4152,4</b>	<b>4255,4</b>	<b>4211,2</b>	<b>4430,7</b>	<b>4080,9</b>

Source: IFRS financial statements

# Consolidated statement of cash flows

(TRY mn)	31.12.2010	31.12.2011	31.12.2012	31.12.2013	31.12.2014	31.12.2015	31.12.2016	31.03.2017	30.06.2017	30.09.2017
Net income (loss) before tax	69,4	-122,0	226,5	-156,1	26,6	-221,1	-367,6	-88,4	-85,0	19,8
Depreciation and amortisation	71,7	92,5	105,3	111,8	121,5	146,6	191,2	44,9	106,7	163,4
Other adjustments	30,1	236,7	-53,1	193,9	82,0	195,1	623,9	90,0	103,4	362,8
Change in working capital	18,6	-20,3	-189,5	7,5	123,6	-246,9	-481,8	67,0	320,1	391,1
<b>Operating cash flows</b>	<b>189,8</b>	<b>187,0</b>	<b>89,2</b>	<b>157,1</b>	<b>353,8</b>	<b>-126,3</b>	<b>-34,4</b>	<b>113,5</b>	<b>445,2</b>	<b>937,1</b>
Purchased of PP&E	-400,9	-330,2	-130,4	-395,7	-676,7	-555,0	-66,8	-123,5	-206,4	-267,1
Purchase and disposal of equity investments and held for sale	-0,1	0,0	0,0	0,0	0,0	0,0	0,0	0,0	0,0	214,0
Other investing activities	-18,7	-4,4	13,5	0,3	-0,4	0,0	23,6	33,5	-98,3	-53,1
<b>Investing cash flows</b>	<b>-419,7</b>	<b>-334,6</b>	<b>-116,9</b>	<b>-395,4</b>	<b>-677,1</b>	<b>-555,0</b>	<b>-43,2</b>	<b>-89,9</b>	<b>-304,7</b>	<b>-106,2</b>
<b>Financing cash flows</b>	<b>291,9</b>	<b>179,4</b>	<b>-41,9</b>	<b>220,0</b>	<b>335,3</b>	<b>720,7</b>	<b>171,9</b>	<b>-41,6</b>	<b>-58,0</b>	<b>-363,8</b>
<b>Net cash flows</b>	<b>62,0</b>	<b>31,7</b>	<b>-69,6</b>	<b>-18,2</b>	<b>11,9</b>	<b>39,5</b>	<b>94,3</b>	<b>-18,1</b>	<b>82,4</b>	<b>467,0</b>

Source: IFRS financial statements

# ASSET SALE



# 355 MW Asset Sale – USD 412 mn

118 MW WPP and 81 MW HEPP completed.  
Kozbükü, Sebenoba, Karakurt, Ayvacık, Kapıdağ,  
Belen/Atik

USD 225 mn completed

USD 107 mn bank loans paid off

15 MW HEPP and 141 MW WPP  
İncesu, Şamlı, Kıyıköy

USD 164,9 mn (plus \$21.6mn additional)

USD 69,6 mn bank loans to be paid off

Out of 259 MW WPP sale, five (118 MW) and 81 MW HEPP have been completed, reaching  
USD 225 mn proceeds, USD 107 mn loans paid off.

Additional USD 21.6 mn will be received once the buyer starts capacity expansion in Kıyıköy WPP.

**A total of +TRY300mn net profit expected (not including the additional USD 21.6 mn from Kıyıköy)**

The sales process of each asset is completed after the approvals of EPDK (Energy Market Regulatory Authority), Competition Authority and Ministry of Economy.

**The cash proceeds will be used for decreasing the short term liabilities.**



# APPENDIX



**aksa**  
ENERJİ

# Licence Portfolio (Operational)

Power Plant	License Owner	Fuel Type	Installed Capacity (MW)	%
Northern Cyprus	Aksa Cyprus	Fuel-oil	153	
Ghana	Aksa Energy	Fuel-oil	280	
Mali	Aksa Energy	Fuel-oil	40	
Madagascar	Aksa Energy	Fuel-oil	66	
<b>Total Fuel-Oil fired power plants</b>			<b>539</b>	<b>23%</b>
Antalya NGCC	Aksa Energy	Natural Gas	1.150	
Manisa NGCC	Aksa Energy	Natural Gas	115	
Şanlı Urfa	Rasa Energy	Natural Gas	147	
<b>Total Natural Gas fired power plants</b>			<b>1.412</b>	<b>59%</b>
Balıkesir Şamlı*	Baki	Wind	114	
Kıyıköy*	Alenka	Wind	27	
<b>Total Wind power plants</b>			<b>141</b>	<b>6%</b>
Çorum İncesu*	Aksa Energy	Hydro	15	
<b>Total Hydro power plants</b>			<b>15</b>	<b>1%</b>
Bolu Göynük	Aksa Göynük	Lignite	270	
<b>Total Lignite fired power plants</b>			<b>270</b>	<b>11%</b>
<b>Total Power Plants</b>			<b>2.377</b>	

\* Assets to be sold.

# Ongoing Investments

Under Construction					
<u>Power Plant</u>	<u>Investment</u>	<u>License Owner</u>	<u>Fuel Type</u>	<u>Capacity (MW)</u>	<u>Completion Year</u>
Ghana	Greenfield	Aksa-Ghana	HFO	90	2018
Madagascar	Greenfield	Aksaf Power	HFO	54	2018-2019
				<b>144</b>	
<b>Total</b>				<b>144</b>	

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

# Contact- Investor Relations

**Özlem McCann**

**Director**

**Investor Relations and Corporate Communications**

**[Ozlem.McCann@aksa.com.tr](mailto:Ozlem.McCann@aksa.com.tr)**

**+90 216 681 1053**

**Rüzgarlıbahçe Mah. Özalp Çıkması No:10 Kavacık  
Beykoz, Istanbul**

# Disclaimer

Aksa Enerji has prepared this presentation for the sole purpose of providing information, which contains forward-looking statements that reflect the Company management's current views with respect to certain future events. Although it is believed that the expectations reflected in these statements are reasonable, they may be affected by a variety of variables and changes in underlying assumptions that could cause actual results to differ materially.

No representation or guarantee is made by Aksa Enerji for the accuracy or completeness of the Information contained herein. The Information is subject to change without any notice. Neither the presentation nor the information can construe any investment advise, or an offer to buy or sell Aksa Enerji shares/bonds. This presentation and/or the information cannot be copied, disclosed or distributed. Aksa Enerji expressly disclaims any and all liability for any statements including any forward looking projections and statements, expressed, implied, contained herein, or for any omissions from information or any other written or oral communication transmitted or made available. Neither Aksa Enerji nor any of its directors, managers, employees nor any other person shall have any liability whatsoever for any loss arising from use of this presentation.