



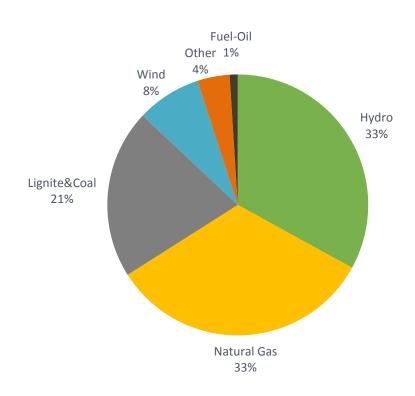
MARKET HIGHLIGHTS

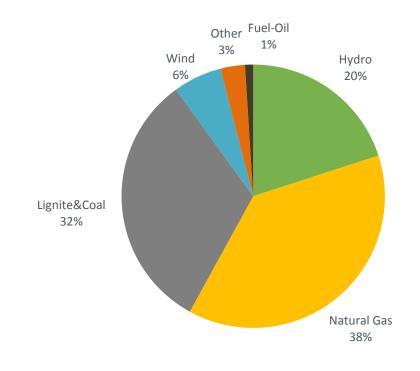
## YE2017 – Key Figures

Total installed capacity in Turkey has reached 83,275 MW in YE2017 an increase of 4,611 MW YoY.

#### **INSTALLED CAPACITY (2017)**

#### **GENERATION BY FUEL TYPE**

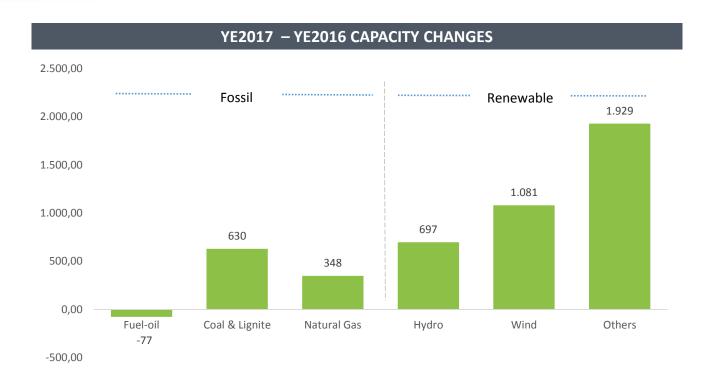






### **YE2017 – Installed Capacity Changes**

When new and decommissioned capacities are netted off, there is an increase of 1.081 MW in wind, 697 MW in hydro, 630 MW in coal&lignite, 348 MW in natural gas and a decrease of 77 MW in fuel-oil capacities in 2017.



\* Others include unlicensed capacities made up of mostly solar, co-generation, wind, hydroelectric and biogas.

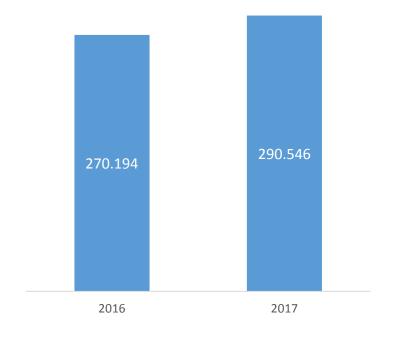


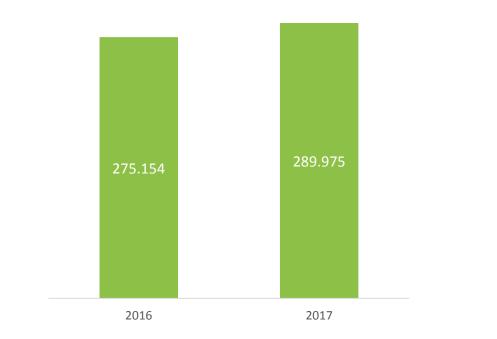
#### MARKET HIGHLIGHTS

## **Generation & Consumption**

Electricity generation increased by 8% and consumption by 5% YoY in 2017.

GENERATION (GWh) CONSUMPTION (GWh)







### **Prices**

Weighted average spot price was TRY 168 in 2017, 15% higher than 2016 (TRY 146) due to:

- 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 (5% YoY)
- Increase in imported coal prices YoY
- Decrease in hydroelectric production due to lower water levels











# FY 2017 Results Sales Breakdown (Turkey+N.Cyprus)

	1Q ?	2017	2Q	2017	3Q 2	2017	4Q 2	2017	FY 2	017
	MWh	TRY/MWh	MWh	TRY/MWh	MWh	TRY/MWh	MWh	TRY/MWh	MWh	TRY/MWh
Northern Cyprus	179,631	378	175,906	388	176,615	380	175,897	431	708,050	394
Renewable Market (YEKDEM)	192,332	266	112,655	272	116,784	263	9,143	282	430,914	267
BSM (Spot Market Sales)	886,272	184	984,011	172	632,625	202	1,182,060	186	3,684,967	184
Affiliated DisCos	821,690	143	702,120	139	761,520	157	534,120	160	2,819,450	149
OTC&Bilateral	2,122,779	148	2,262,452	145	2,516,790	153	2,408,369	150	9,310,389	150
Total Sales	4,202,704	170	4,237,143	164	4,204,334	174	4,309,588	173	16,953,769	170



# FY 2017 Results Snap Shot

	1Q 2017	2Q 2017	3Q 2017	4Q 2017	QoQ Change
Installed Capacity (MW)	2,104 MW	2,211 MW	2,377 MW	2,236 MW	-141 MW
Sales Volume (GWh)*	4,676	3,764	4,204	4,310	3%
Net Sales (TRY mn)	738	875	952	1,034	9%
Gross Profit (TRY mn)	24	54	135	102	-24%
Operating Inc. (TRY mn)	17	37	115	99	-14%
EBITDA (TRY mn)	62	96	174	161	-7%
Net Income (TRY mn)	-88	6	102	270	165%
EBITDA Margin	8.4%	11.0%	18.3%	15.6%	-2.7 pp
Operating Profit Margin	2.3%	4.2%	12.1%	9.6%	-2.5 pp

FY 2016	FY 2017	YoY Change
2,109 MW	2,236 MW	127 MW
18,028	16,954	-6%
3,178	3,599	13%
271	315	16%
244	268	10%
435	493	13%
-368	290	nm
13.7%	13.7%	-
7.7%	7.4%	-0.3 pp

Total shareholder's equity has increased from TRY 490 mn to 1,673.8 mn in 2017, mainly due to the increase in the value of the assets via revaluation by TRY 887.8 mn and the net income of TRY 290 mn.\*\*

<sup>\*\*</sup> IFRS results



<sup>\*</sup> Excludes African sales volume



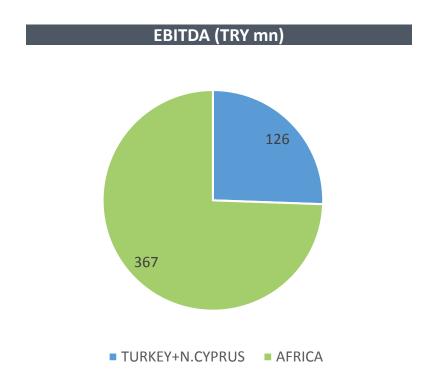
# FY 2017 Results Sales Breakdown

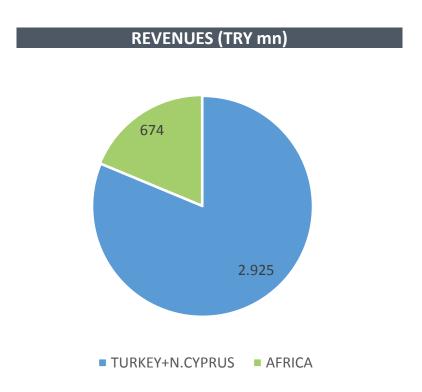
	9M 2017		4Q 2	017	FY 2017		
	MWh	TRY/MWh	MWh	TRY/MWh	MWh	TRY/MWh	
TURKISH MARKET (Inc. N.Cyprus)	12,644,181	169	4,309,588	173	16,953,769	170	
AFRICAN MARKET	591,853	661	371,979	757	963,832	698	
TOTAL	13,236,034	247	4,681,567	219	17,917,601	199	



#### FINANCIAL HIGHLIGHTS

# FY 2017 Results Regional Breakdown



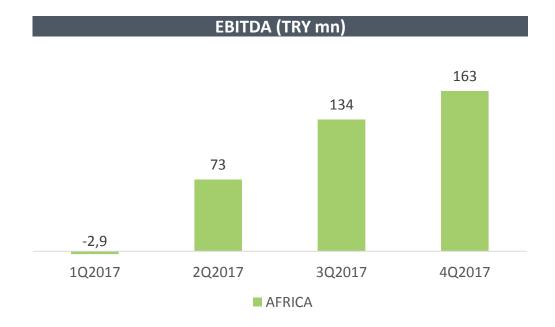






## FY 2017 Results Regional Breakdown

Ghana PP became operational in March 2017, therefore a very small revenue contribution is seen in 1Q17 while no positive contribution took place at the EBITDA level.

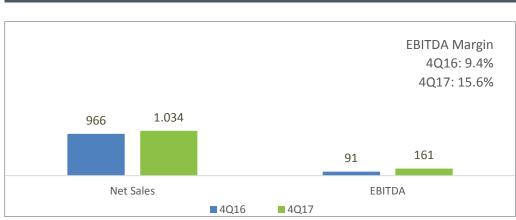


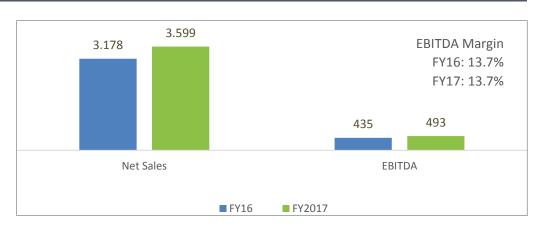




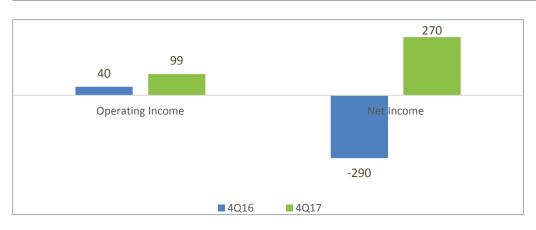
# **Financial Highlights FY 2017 Consolidated Income Statement**

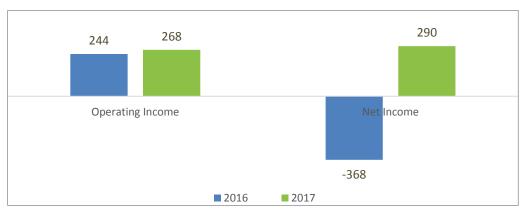
#### **NET SALES & EBITDA (TRY MN)**





#### **OPERATING INCOME & NET INCOME (TRY MN)**



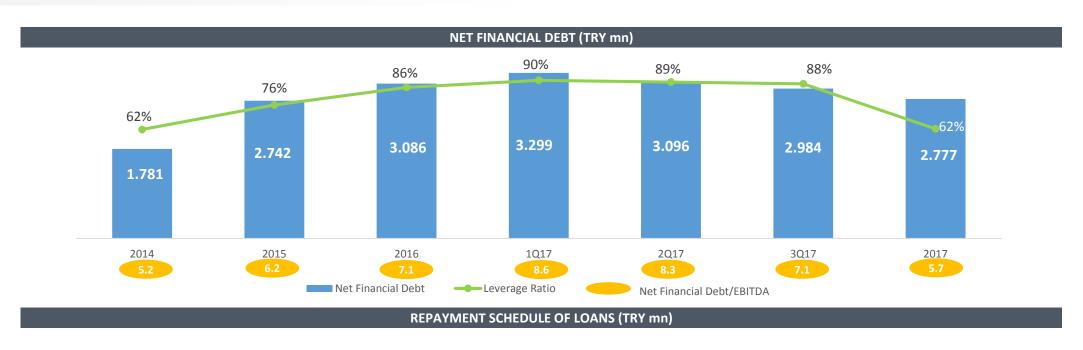


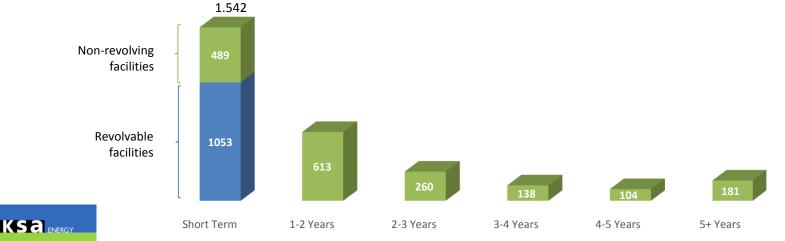


Source: IFRS financial statements



## **Financial Highlights FY 2017 Net Financial Debt & Repayment Schedule**





53% of our bank loans is in TL, 42% is in USD and 5% in FUR.

Dolar based payments of 2018 are all fully hedged.

Source: IFRS financial statements





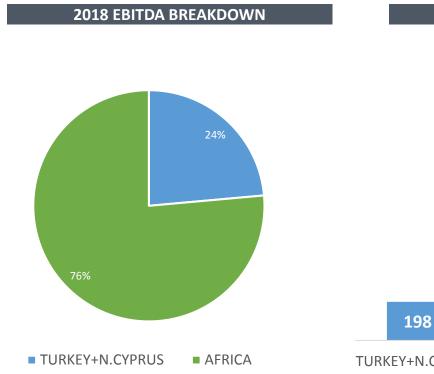
### **2018 GUIDANCE**

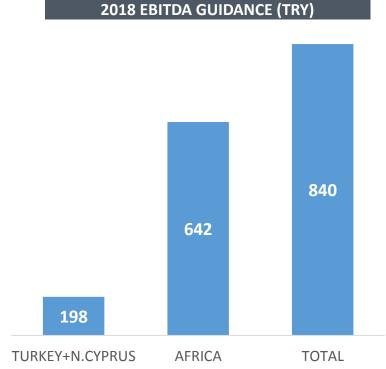
SALES: 11.3 TWh

REVENUES: TRY 3.4 bn

CAPEX\*: TRY 120 mn

EBITDA\*\*: TRY 840 mn







<sup>\*</sup> Includes maintenance CAPEX in Turkey and Africa and the 90 MW capacity expansion in Ghana.

<sup>\*\*</sup>Includes the effect of <u>potential tariff change</u> in Ghana due to increase in contract duration.

## **Consolidated Income Statement**

(TRY mn)	31/12/2014	31/12/2015	31/12/2016	31/12/2017
Net sales	1,957.4	2,306.7	3,178.2	3,599.3
Cost of sales	-1,710.8	-1,979.5	-2,907.2	-3,284.0
Gross profit	246.6	327.2	271.0	315.3
Gross profit margin	13%	14%	9%	9%
General & administrative costs	-22.2	-22.5	-30	-55
Sales and marketing costs	-2	-0.5	-0.8	-1.3
Research & development costs	0	0	0	0
Other operating income	3.8	3.3	12.8	24.7
Other operating expenses (-)	-18.5	-11.2	-9.3	-16.0
Operating income	207.6	296.3	243.7	267.8
Operating income margin	11%	13%	8%	7%
Gain from investing activities	1.4	29.2	4	525.3
Loss from investing activities	-0.2	-0.6	-90.2	-36.9
Financing income	199.6	218.9	51.5	88.9
Financing expense	-381.8	-769	-636.1	-598
Earnings before income tax	26.6	-225.2	-427.1	247.1
EBT margin	1%	-10%	-13%	7%
Тах	12.8	4.2	59.5	43.1
Net income	39.4	-221.1	-367.6	290.2
Net income margin	2%	-10%	-12%	8%
EBITDA	343.9	442.9	434.9	492.8
EBITDA margin	18%	19%	14%	14%

1Q2017	2Q2017	3Q2017	4Q2017
738.4	874.6	952.4	1,033.9
-714.7	-824.1	-814.4	-930.8
23.6	50.5	138	103.2
3%	6%	14%	10%
-12.7	-17.9	-13.2	-11.2
-0.4	-0.3	-0.3	-0.4
0	0	0	0
12.6	3.6	-5.4	13.9
-6.4	-2.1	-1.3	-6.2
16.8	33.8	117.8	99.4
2%	4%	12%	10%
19.3	57.3	74	374.6
0	-0.1	-42.3	5.5
110.6	53.6	22.2	9.7
-250.3	-37.9	-75.3	-234.6
-103.5	-0.5	96.4	254.6
-14%	-0.1%	10%	25%
15.1	3.9	8.3	15.8
-88.4	3.4	104.7	270.4
-12%	0.4%	11%	26%
61.7	95.6	174.5	161
8.4%	10.9%	18.3%	15.6%



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	31.12.2017
Cash and cash equivalents	78.3	110.1	40.6	22.3	34.2	48.5	219.4	59.6
Trade receivables net	113	261.5	245.9	142.3	88.7	119.8	219.7	759.6
Due from related parties and shareholders	607.9	360	593.9	0	4.4	67.3	59.9	41.4
Inventory	81.3	121.5	135.5	250	269.2	339.8	416.4	426.9
Derivative financial instruments	0	0	0	2.7	2.7	0	6.5	2.6
Other current assets	58.6	77.7	84.9	77.4	116.6	164.8	104.8	124.9
Assets held for sale	12.9	13.4	0	0	0	0	448.9	46
Total current assets	952	944.3	1,100.8	494.7	515.8	740.2	1,475.7	1,473.5
Trade receivables	0	0	0	1.3	0	2.5	2.2	15.7
Investments	1.6	1.6	1.6	1.5	1.9	0.4	0.4	0.4
PP&E	1,375.7	1,613	1,627.3	2,109.7	2.73	3,236	2,546.7	3,644.9
Goodwill	6	9.5	9.5	7.1	7.1	6.8	6.8	3.3
Intangibles	0.7	1.1	1.7	1.9	1.9	3.4	61	72.6
Other non-current assets	20.3	43.4	87	113.2	80.6	99.9	1.5	4.1
Deferred tax assets	4.1	4.1	4.1	36.7	56.2	63.2	143.1	0
Total non-current assets	1,408.4	1,672.7	1,731.2	2,271.4	2,877.7	3,412.2	2,779.8	3,741
Total assets	2,360.5	2,617	2,832	2,766.1	3,393.5	4,152.4	4,255.4	5,214.6
Liabilities (TRY mn)	31.12.2010	31.12.2011	31.12.2012	31.12.2013	31.12.2014	31.12.2015	31.12.2016	31.12.2017
Financial liabilities	413.2	489.5	564.3	265.6	439.6	938	1,345.3	1,541.6
Trade payables. net	197.6	359.5	284.7	326.1	431.8	280.4	294.4	428.2
Due to related parties and shareholders	0	0	0	10.3	0	132.8	64.7	85.3
Taxation payable on income	13.5	4.4	6.6	7.1	9.6	6.8	8.7	2.7
Other payables and accrued liabilities	9.9	70.4	11.7	14.8	15.8	4.8	9.4	83
Derivative financial instruments	0	0	0	0	1.5	7.2	0	3.1
Liabilities held for sale	0	0	0	0	0	0	369.5	0
Total current liabilities	634.2	923.8	867.3	624.3	898.3	1,370	2,092	2,143.8
Long-term financial liabilities	803.4	891.5	756.4	1,062.7	1,375.8	1,852.4	1,618.1	1,294.9
Retirement pay provision	1.3	1.8	2.2	3	5.2	0	0	0
Other liabilities	0	0	0	1.3	0	4.4	2.9	3
Deferred tax liability	2.9	2.9	2.9	3.5	4.8	44.6	52.2	99
Long term liabilities	807.7	896.2	761.5	1,070.5	1,385.8	1,901.3	1,673.1	1,397
Paid in capital	579.5	579.5	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	134
Share premium	96	96.5	247.4	247.4	247.4	247.4	247.4	247.4
Cash flow hedge reserve	0	0	0	2.1	1	-5.8	1	2.1
Retained earnings (including net income)	69.4	-122	219.9	-133.3	39.4	-74.8	-445	-212.6
Shareholder's equity	918.6	797	1,203.2	1,071.3	1,109.4	881.1	490.3	1,673.8
Total liabilities and equity	2,360.5	2,617	2,832	2,766.1	3,393.5	4,152.4	4,255.4	5,214.6





## **Consolidated Statement of Cash Flow**

(TRY mn)	31/12/2010	31/12/2011	31/12/2012	31/12/2013	31/12/2014	31/12/2015	31/12/2016	31/12/2017
Net income (loss) before tax	69.4	-122	226.5	-156.1	26.6	-221.1	-367.6	290.2
Depreciation and amortisation	71.7	92.5	105.3	111.8	121.5	146.6	191.2	225
Other adjustments	30.1	236.7	-53.1	193.9	82	195.1	623.9	232.6
Change in working capital	18.6	-20.3	-189.5	7.5	123.6	-246.9	-481.8	-54.1
Operating cash flows	189.8	187	89.2	157.1	353.8	-126.3	-34.4	228.4
Purchased and Disposal of PP&E	-400.9	-330.2	-130.4	-395.7	-676.7	-555	-66.8	-324.4
Purchase and disposal of equity investments	-0.1	0	0	0	0	0	0	566.7
Other investing activities	-18.7	-4.4	13.5	0.3	-0.4	0	23.6	0
Investing cash flows	-419.7	-334.6	-116.9	-395.4	-677.1	-555	-43.2	242.4
Financing cash flows	291.9	179.4	-41.9	220	335.3	720.7	171.9	-452.8
Net cash flows	62	31.7	-69.6	-18.2	11.9	39.5	94.3	17.9



Source: IFRS financial statements





### 355 MW Asset Sale – USD 411,6 mn

The cash proceeds are used for decreasing the short term liabilities.

### **COMPLETED**

#### 96 MW HEPP & 259 MW WPP

Kozbükü, Sebenoba, Karakurt, Ayvacık, Kapıdağ, Belen/Atik, Kıyıköy, Şamlı, İncesu

2016: \$89 mn 2017: \$286 mn 2018: \$15 mn 2018: \$36,6 mn\*

TOTAL: \$411,6mn

USD 176,6 mn bank loans paid off

A total of TRY 590 mn net profit realised from asset sales in 2017.

\*USD 21.6 mn will be received in 2018 when the buyer starts capacity expansion in Kıyıköy WPP.

The cash proceeds are used for decreasing the short term liabilities.



## 5 assets under operation across Turkey and Northern Cyprus

Manisa

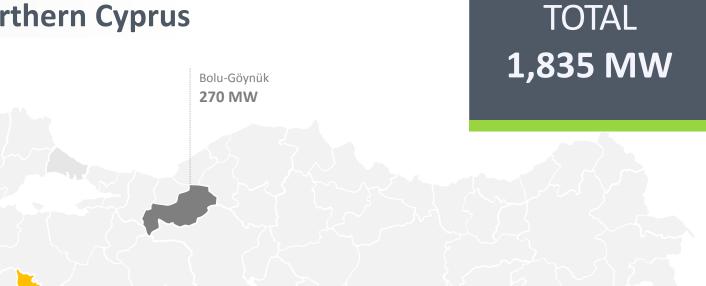
Antalya 1,150 MW

**115 MW** 

Natural Gas (3 plants) 1,412 MW 64%

Fuel-Oil (1 plant) 153 MW 7%

Lignite (1 plant) 270 MW 12%



Northern Cyprus 153 MW



CURRENT

Şanlıurfa 147 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.

#### **Ghana HFO Power Plant**

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

#### **Mali HFO Power Plant**

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

### **Madagascar HFO Power Plant**

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.



CURRENT TOTAL 386 MW

Mali **40 MW** 

Ghana **280 MW** 

Madagascar

Madagascar **66 MW** 







## **Operational Assets**

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	
Total Fuel-Oil Fired Power Plants			539	24%
Antalya NGCC	Aksa Energy	Natural Gas	1.150	
Manisa NGCC	Aksa Energy	Natural Gas	115	
Şanlı Urfa	Rasa Energy	Natural Gas	147	
Total Natural Gas Fired Power Plants			1,412	64%
Bolu Göynük	Aksa Göynük	Lignite	270	
Total Lignite Fired Power Plants			270	12%
Total Power Plants			2,221	



<sup>\*</sup> Asset to be sold.

## **Ongoing Investments**

Power Plant	Investment	License Owner	Fuel Type	Capacity (MW)	Completion Year
Ghana	Greenfield	Aksa-Ghana	HFO	90	2018
Madagascar	Greenfield	Aksaf Power	HFO	54	2018-2019
Total				144	

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

+90 216 681 1053 Rüzgarlıbahçe Mah. Özalp Çıkmazı No:10 Kavacık / Beykoz, Istanbul



### Disclaimer

Aksa Energy 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 Energy 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 Energy shares/bonds. This presentation and/or the information cannot be copied, disclosed or distributed. Aksa Energy 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 Energy 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.

