

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 blue background with a green horizontal bar below it.

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TRANSFORMING INTO A GLOBAL ENERGY PLAYER...

EARNINGS PRESENTATION

6 NOVEMBER 2019

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

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

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The title "TURKISH MARKET" in a large, bold, white, uppercase, sans-serif font, centered in the lower half of the image.

**TURKISH
MARKET**

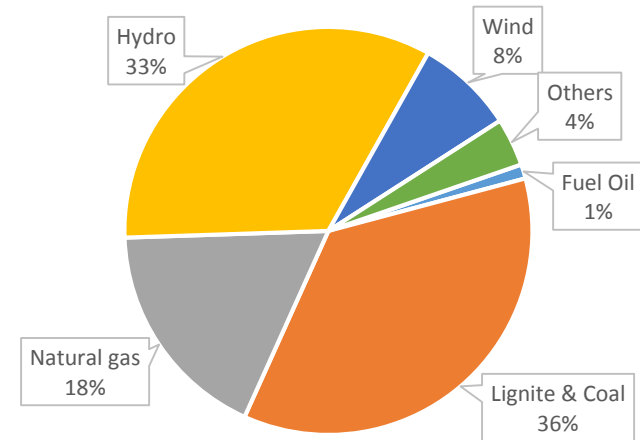
9M 2019– Key Figures

Generation via natural gas decreased by 13 ppts YoY mostly due to the low spark spread.

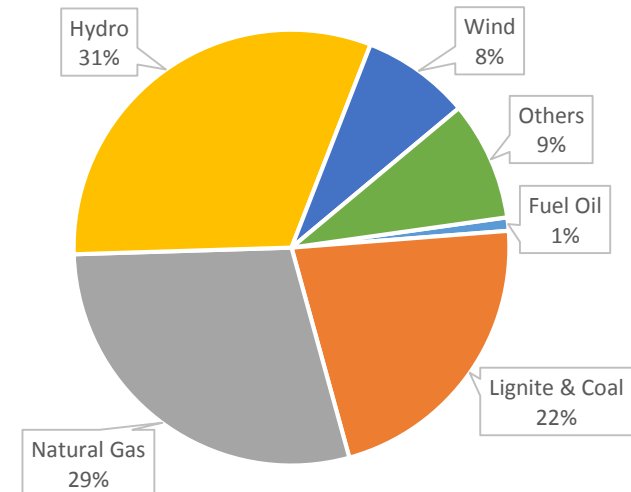
On the other hand, generation from hydro made up for this decrease by increasing 11 ppts YoY due to lower cost of production.

Total installed capacity in Turkey has reached 90.606 MW in 9M2019, indicating an increase of 2.888 MW YoY (+3,3%).

GENERATION BY FUEL TYPE



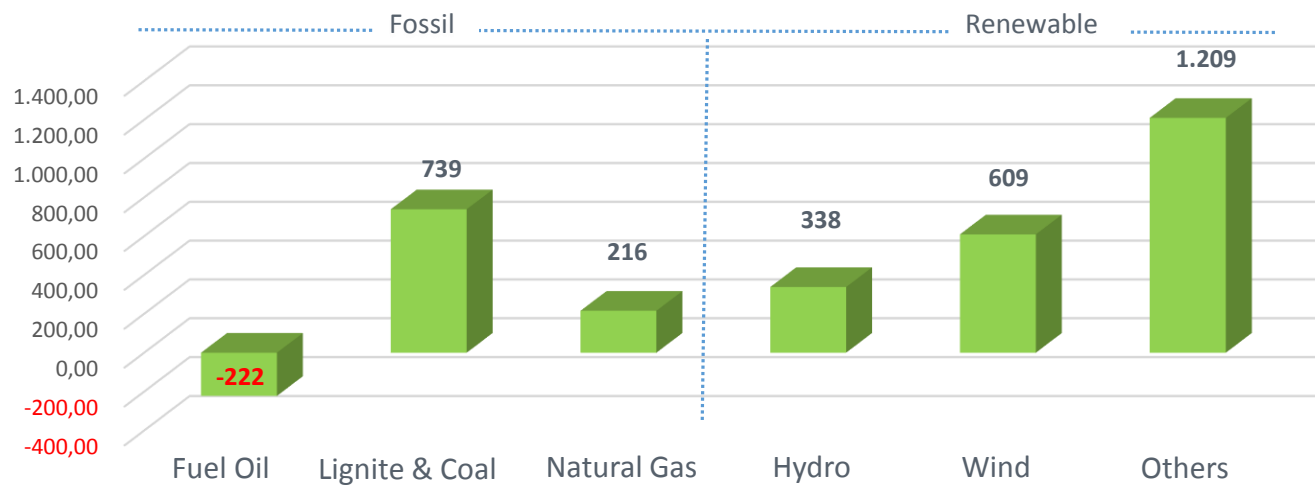
INSTALLED CAPACITY



Installed Capacity Changes by Fuel Type

When new and decommissioned capacities are netted off, there is an increase of 739 MW in lignite&coal, 609 MW in wind, 338 MW in hydro and and 216 MW in natural gas capacities, and 222 MW decrease in fuel oil capacities in 9M2019 YoY.

9M2019 – 9M2018 CAPACITY CHANGES

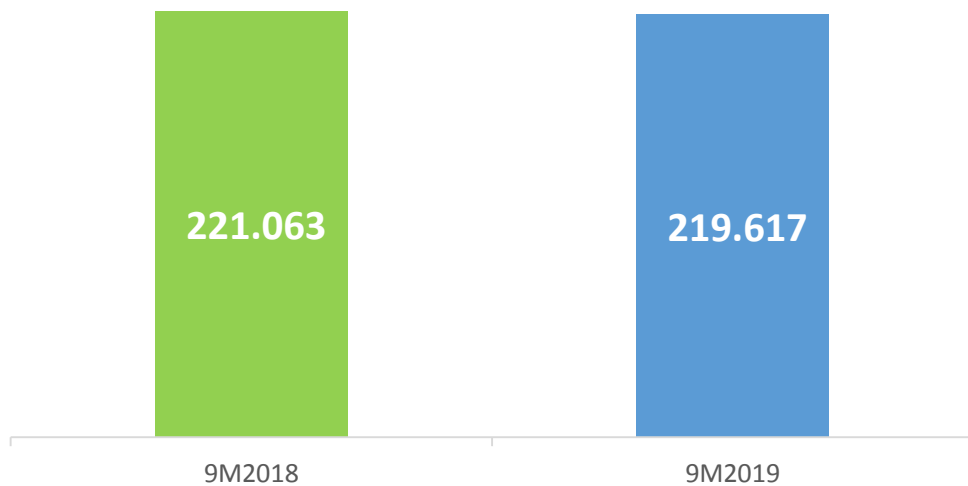


«Others» consist of unlicensed, solar, geothermal and biogas power plants, most of which is made up of unlicensed power plants.

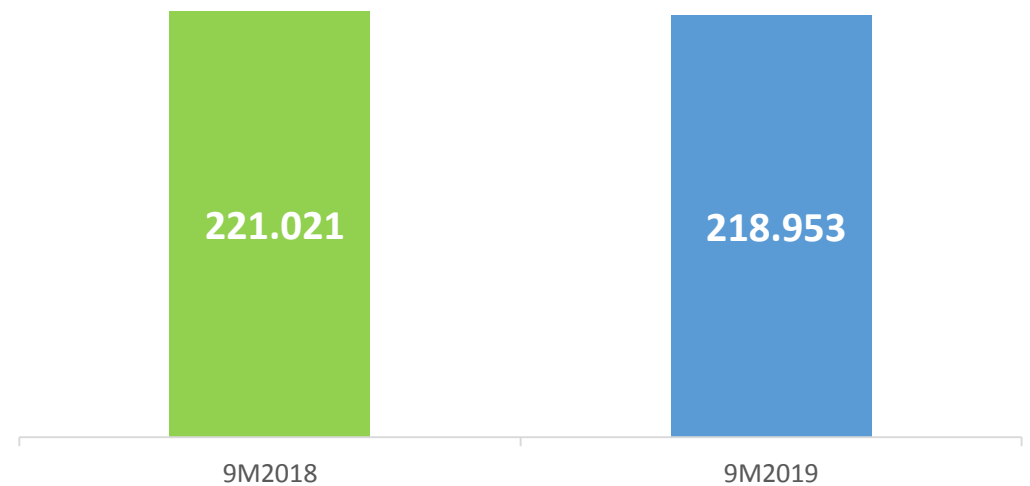
Generation & Consumption

In 9M2019, electricity generation and consumption decreased by 0,7% and 0,9% respectively.

GENERATION (GWh)



CONSUMPTION (GWh)



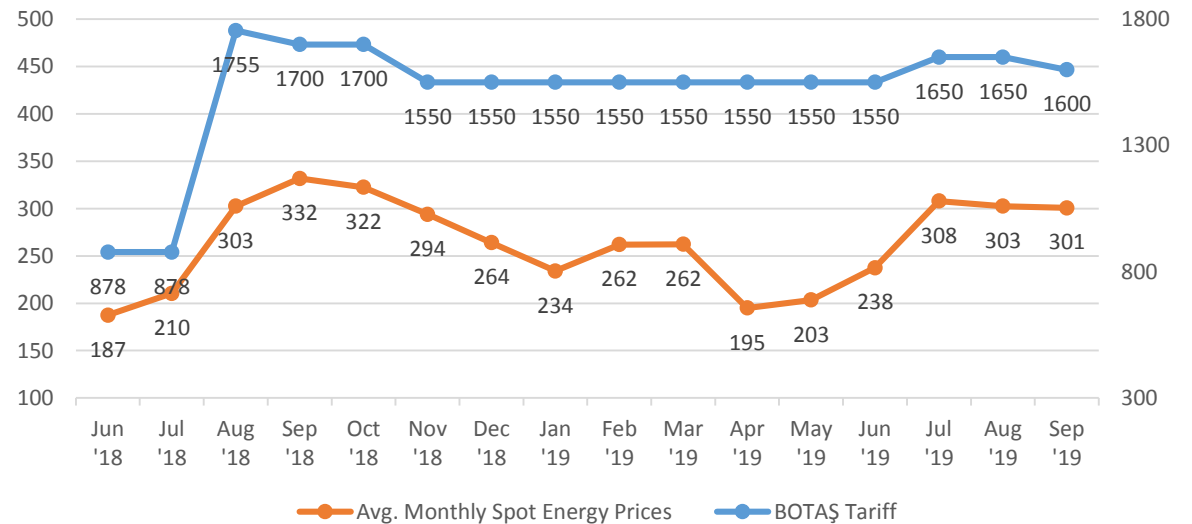
Natural Gas Prices vs Spot Energy Prices

There was a 3% decrease in natural gas prices in September, which did not quite reflect into spot energy prices.

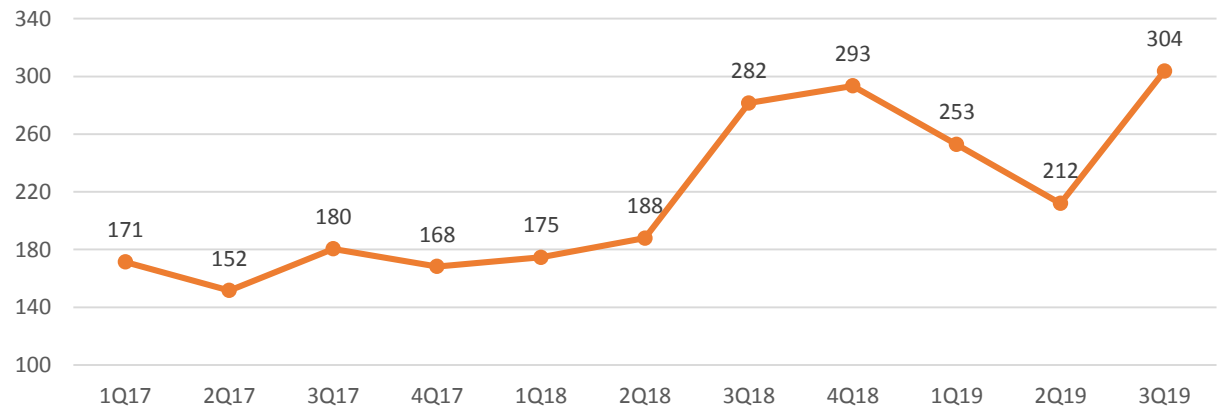
However, on a YoY basis, natural gas prices decreased by 6%, while average spot energy prices decreased by 9% due to high base effect.

On a quarterly comparison, average spot energy prices increased by 43% QoQ due to increase in natural gas prices, higher demand reflecting the impact of seasonal conditions and decrease in hydroelectric generation.

BOTAŞ NATURAL GAS TARIFF (TRY)



WEIGHTED AVERAGE ENERGY PRICE (TRY)





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OPERATIONS

Turkish Operations – Bolu CFPP/Antalya CCGT/Şanlıurfa CCGT

Peak hour generation at CCGTs along with high margin coal fired generation helped maintain margins in Turkish operations.

Capacity payments totalled TRY 78,1 mn in 9M19.

- Local power plants' production in 9M19 was 10.137 GWh, 4% lower YoY, since:
 - Bolu Göynük CFPP was in planned maintenance between April-June, one unit at a time.
 - Profitability over volume: CCGT PPs were utilised at peak hours to maximise profitability rather than volume as spark spreads are thinner at off-peak hours higher natural gas prices
- Antalya CCGT and Bolu Göynük CFPP received a total of TRY 78,1 mn capacity payments in 9M2019.
- Sales volume breakdown:
 - 70% spot market
 - 27% OTC & bilateral
 - 3% affiliated distribution companies

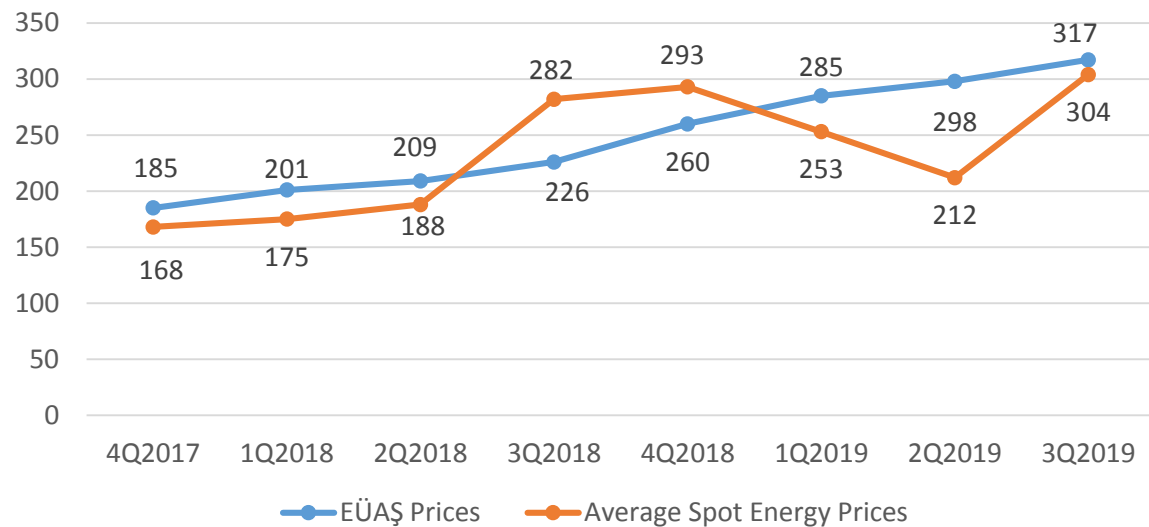
Turkish Operations – Bolu Coal Fired PP Benefits from High Price Scheme

The YoY increase in spot energy prices improved the profitability of our local coal fired power plant, Bolu Goynuk, significantly. We sell about half of our production to the spot market, while the other half is sold to EÜAŞ.

The EÜAŞ purchase price was revised from TRY 298/MWh in 2Q2019 to TRY 317/MWh in 3Q2019, as prices are revised up with CPI/PPI/USD each quarter.

It should be noted that the EÜAŞ purchase price was higher than 3Q19 average spot energy price of TRY 304/MWh.

EÜAŞ PURCHASE TARIFF vs AVG SPOT PRICES (TRY)



Overseas Operations- Ghana/Madagascar/Mali/TRNC

90 MW increase in capacity charge of Ghana and production in refurbished CTA-2 further increased the revenues and the profitability YoY in 2019.

- 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.
- Having recorded a sales volume of 841.308 MWh in 9M18, the African power plants posted 786.112 MWh of sales in 9M19 with a 7% decline.
 - The main reason for the decrease in African sales volume is the decline in the country demands for balance sheet management purposes, followed by utilisation of their low-cost hydroelectric power plants.
 - In these periods of low sales volume, African PPs continued to generate high revenues from guaranteed hard currency capacity charges .
 - 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. Therefore, due to lower sales volume, the average sales price surged from TRY 1.080 to TRY 1.297 in 9M19 YoY, on the back of the increased share of guaranteed capacity payments in total revenues and the slight rise in exchange rates.



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FINANCIAL & OPERATIONAL
HIGHLIGHTS 9M 2019

The background features a blue-tinted image of a bar chart with several data points and a stack of coins. The bar chart has the following values: +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.

9M 2019 Results

Sales Breakdown (Turkey + Northern Cyprus)

	3Q 2018		4Q 2018		1Q 2019		2Q 2019		3Q 2019		9M 2018		9M 2019	
	MWh	TRY/MWh	MWh	TRY/MWh	MWh	TRY/MWh	MWh	TRY/MWh	MWh	TRY/MWh	MWh	TRY/MWh	MWh	TRY/MWh
Northern Cyprus	177.510	814	174.622	755	174.854	701	175.484	777	179.710	743	529.692	614	530.048	741
BSM (Spot Market)	2.734.496	273	1.811.500	283	1.947.755	278	2.255.051	257	2.836.432	274	7.269.857	222	7.039.238	271
Affiliated DisCo	132.480	233	-	-	101.787	264	63.300	236	156.895	262	610.440	184	321.982	258
OTC&Bilateral	1.023.814	187	1.072.841	174	763.795	259	1.083.594	233	928.196	251	2.662.730	185	2.775.586	246
Total Sales Turkey+TRNC	4.068.300	273	3.058.963	273	2.988.191	297	3.577.429	275	4.101.233	289	11.072.719	230	10.666.853	287

9M 2019 Results

Sales Breakdown

	3Q 2018		4Q 2018		1Q 2019		2Q 2019		3Q 2019		9M 2018		9M 2019	
	MWh	TRY/MWh	MWh	TRY/MWh	MWh	TRY/MWh	MWh	TRY/MWh	MWh	TRY/MWh	MWh	TRY/MWh	MWh	TRY/MWh
TURKISH MARKET (Including N. Cyprus)	4.068.300	273	3.058.963	273	2.988.191	301	3.577.429	275	4.101.233	289	11.072.719	230	10.666.853	287
AFRICAN MARKET	152.419	1.994	170.104	1.669	271.364	1.285	293.245	1.377	221.503	1.204	841.308	1.080	786.112	1.297
TOTAL	4.220.719	337	3.229.066	450	3.259.555	383	3.870.674	358	4.322.736	336	11.914.027	290	11.452.965	357

Sales volume in Africa only represents the variable part of our power purchase agreements, namely dispatched orders. Guaranteed capacity payments cannot be reflected to the above table in the MWh column, as they do not correspond to an energy sales volume. Guaranteed capacity payments are received to hold agreed upon installed capacities ready for production, regardless of any production dispatch.

9M 2019 Results

Snap Shot

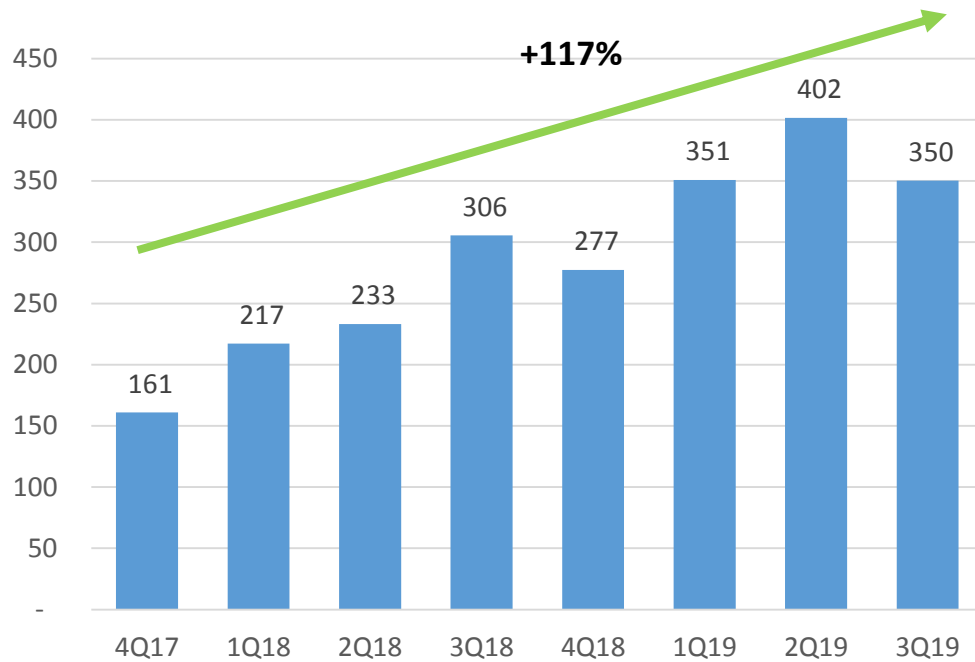
	3Q 2018	4Q 2018	1Q 2019	2Q 2019	3Q 2019	QoQ Change	9M 2018	9M 2019	YoY Change
Installed Capacity	2.221 MW	1.946 MW	1.946 MW	1.946 MW	1.946 MW	--	2.221 MW	1.946 MW	275 MW
Sales Volume (GWh)	4.221	3.229	3.260	3.871	4.323	12%	11.914	11.453	-4%
Net Sales (TRY mn)	1.428	1.183	1.155	1.158	1.487	28%	3.487	3.800	9%
Gross Profit (TRY mn)	213	236	263	300	240	-20%	499	804	61%
Operating Inc. (TRY mn)	191	193	238	285	225	-21%	446	748	68%
EBITDA (TRY mn)	306	277	351	402	350	-13%	756	1.103	46%
Net Income (TRY mn)	45	20	108	121	121	--	130	350	169%
EBITDA Margin	21,4%	23,4%	30,4%	34,7%	23,6%	-11,1 pp	21,7%	29%	+7,3 pp
Operating Profit Margin	13,4%	16,3%	20,6%	24,6%	15,1%	-9,5 pp	12,8%	19,7%	+6,9 pp

*IFRS results

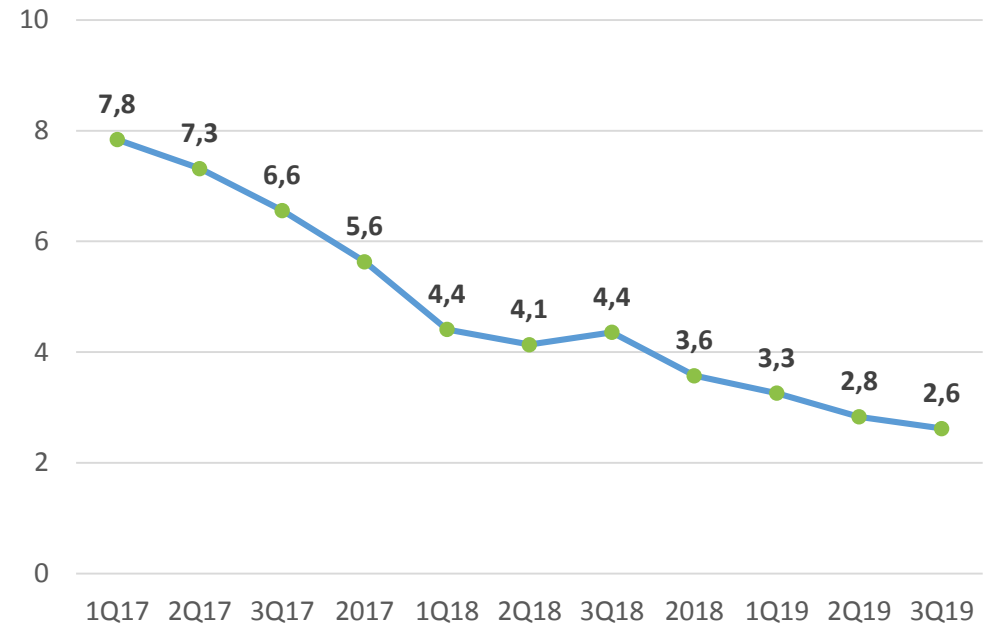
9M 2019 Results

Rapid improvement in Net Financial Debt/EBITDA ratio

EBITDA (TRY mn)



NET FINANCIAL DEBT/EBITDA



Since African operations started to fully contribute in 4Q17, 117% YoY EBITDA increase was achieved. Despite the increase of financial debt due to devaluation in TRY and increasing interest rates in revolving portion of the loans, there is still a sharp decrease in Net Financial Debt/EBITDA ratio of 7,8x in 1Q17 to 2,6x in 3Q19.

9M 2019 Results

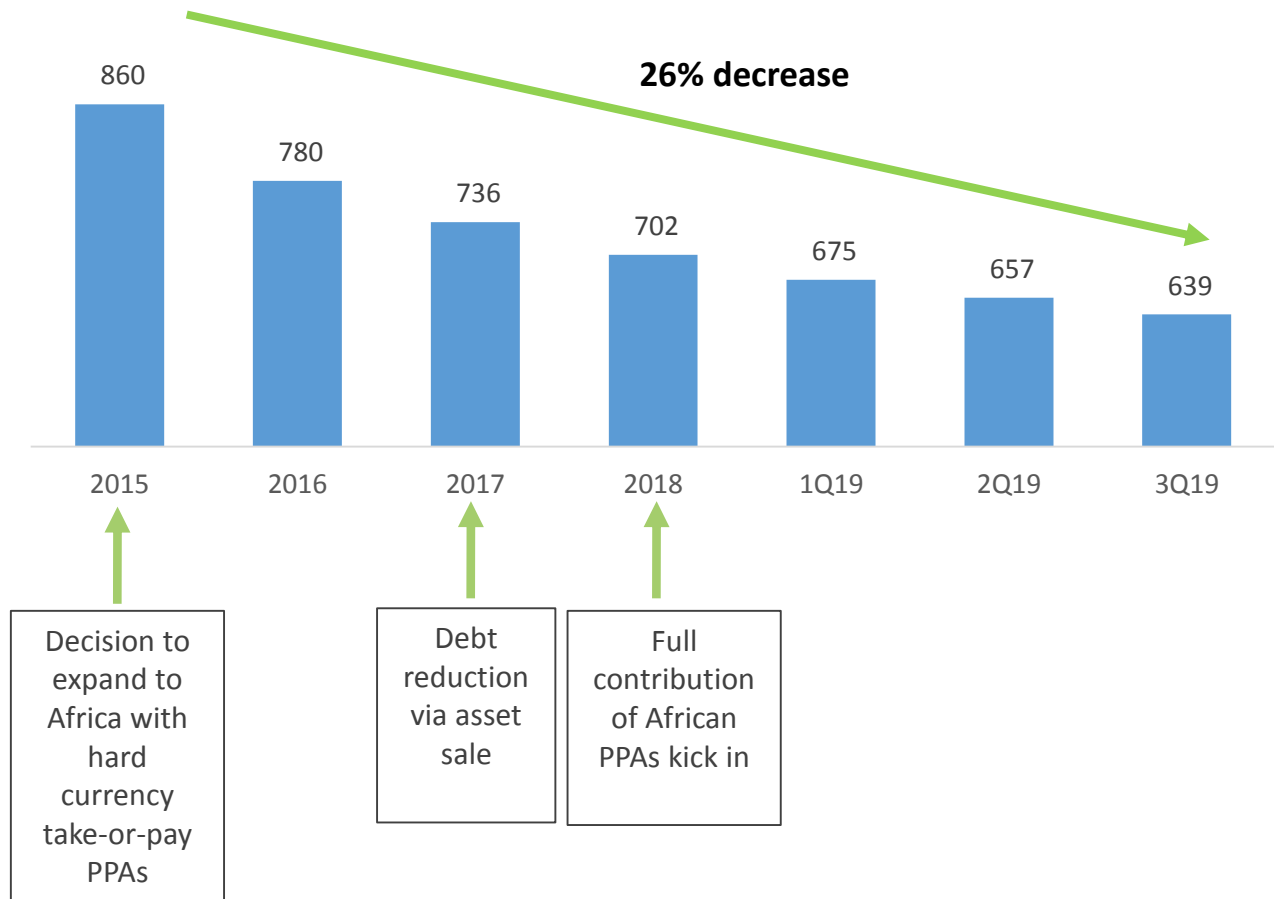
Net Financial Debt – Notable Decrease in USD Terms

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

Despite increasing interest rates, due to the FX based high margin contribution of African operations, further decreases are being realised in the net financial debt.

Net financial debt further decreased by \$79 mn, from USD 736 mn in YE2017 to USD 639 mn in 3Q19.

NET FINANCIAL DEBT (USD mn)

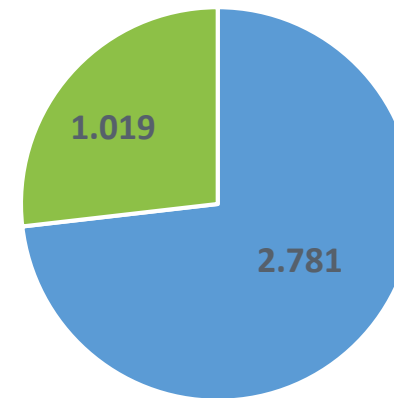


9M 2019 Results

Regional EBITDA Breakdown

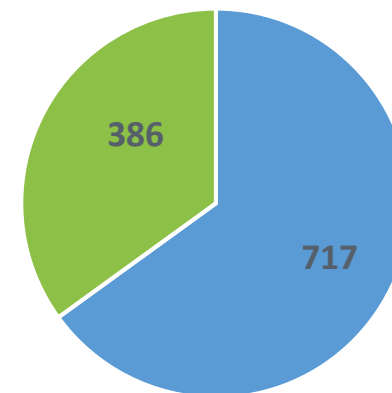
Although 73% of the revenues are generated from Turkey and TRNC, African power plants generated 65% of the EBITDA in 9M2019 due to their high margin FX based sales.

REVENUES (TRY mn)



■ Turkey + Northern Cyprus ■ Africa

EBITDA (TRY mn)



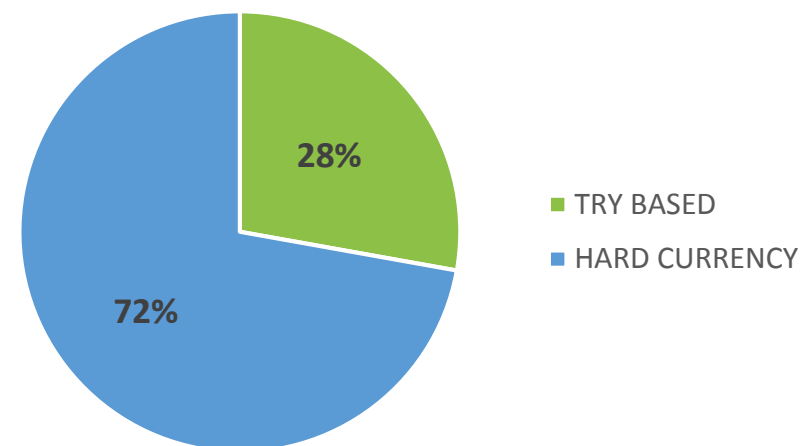
■ Africa ■ Turkey (including Cyprus)

9M 2019 Results

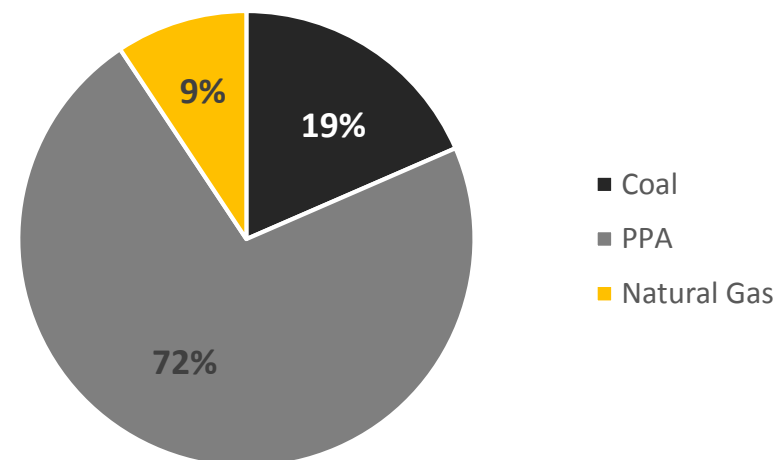
EBITDA Breakdown by Currency & Fuel

Hard currency portion of the EBITDA constitutes 72% of the total in 9M2019.

EBITDA BY FX RATE



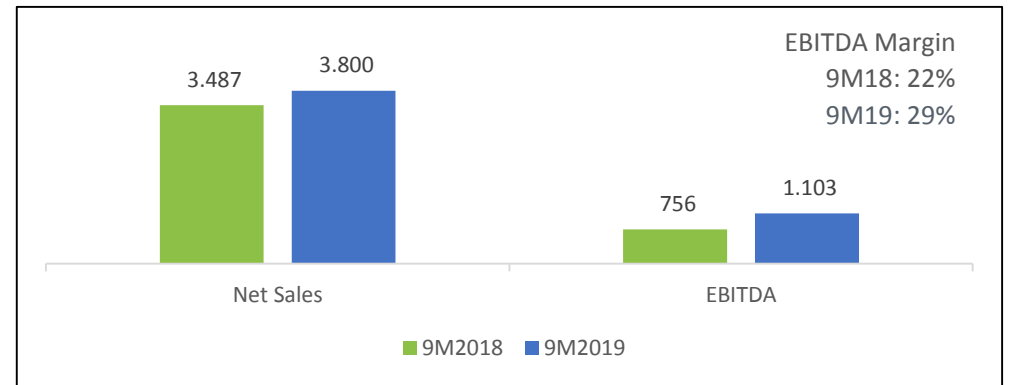
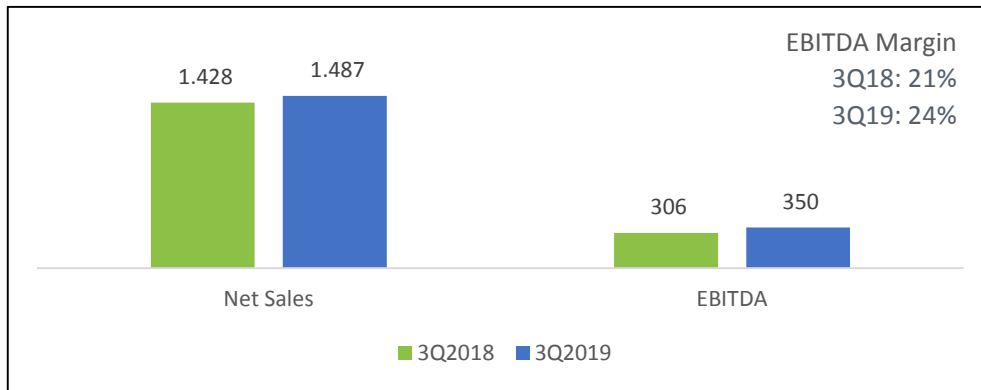
EBITDA BY FUEL TYPE



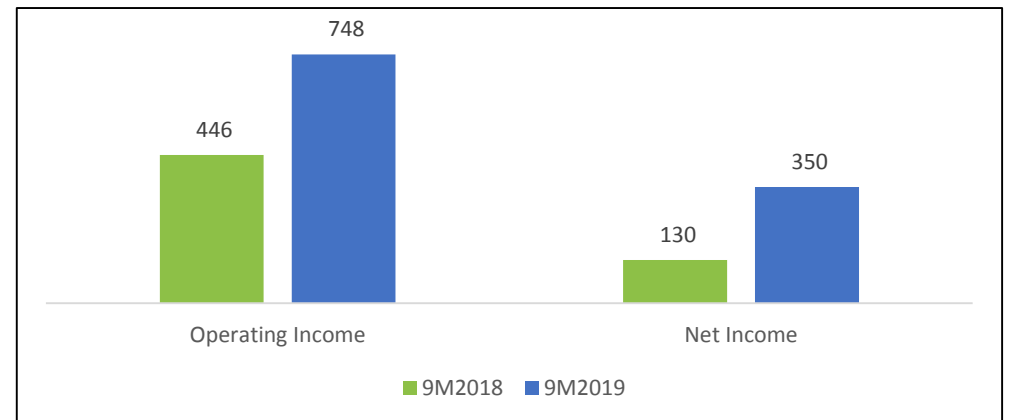
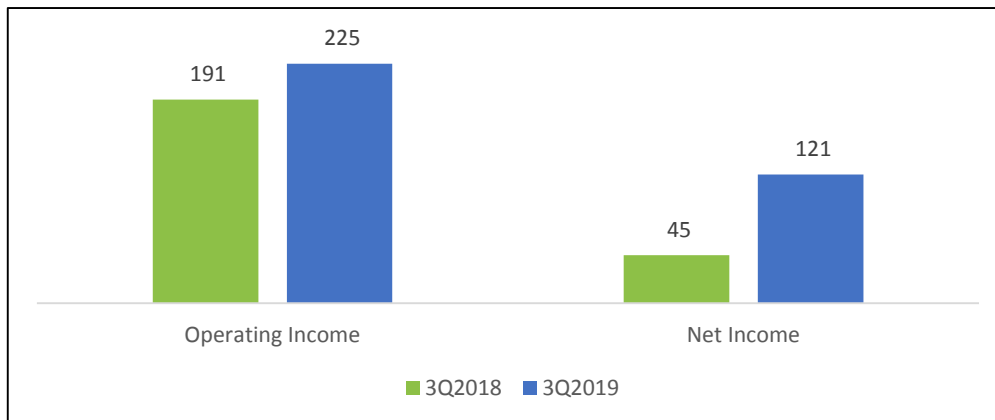
Financial Highlights 9M 2019

Consolidated Income Statement

NET SALES & EBITDA (TRY MN)



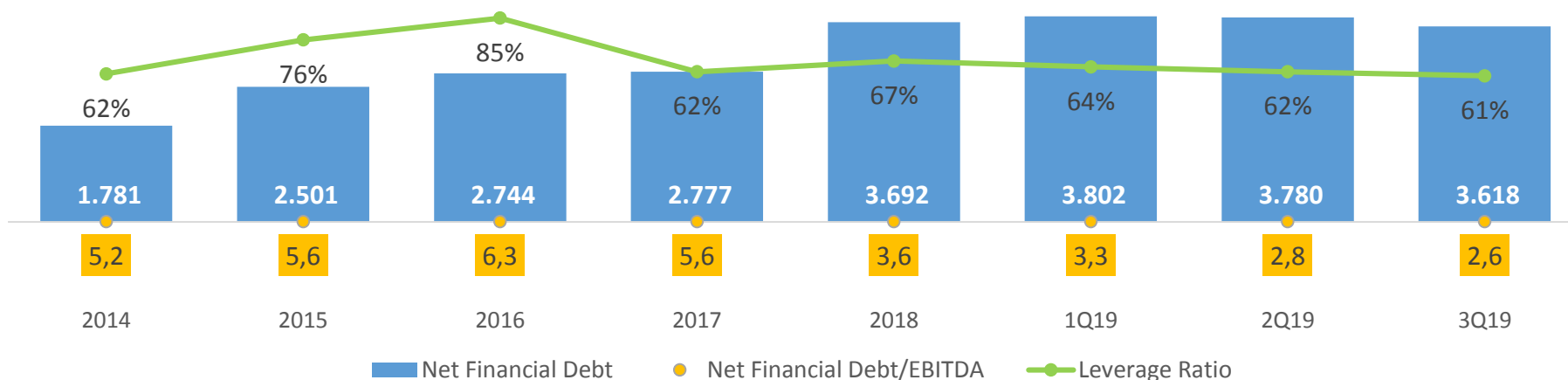
OPERATING INCOME & NET INCOME (TRY MN)



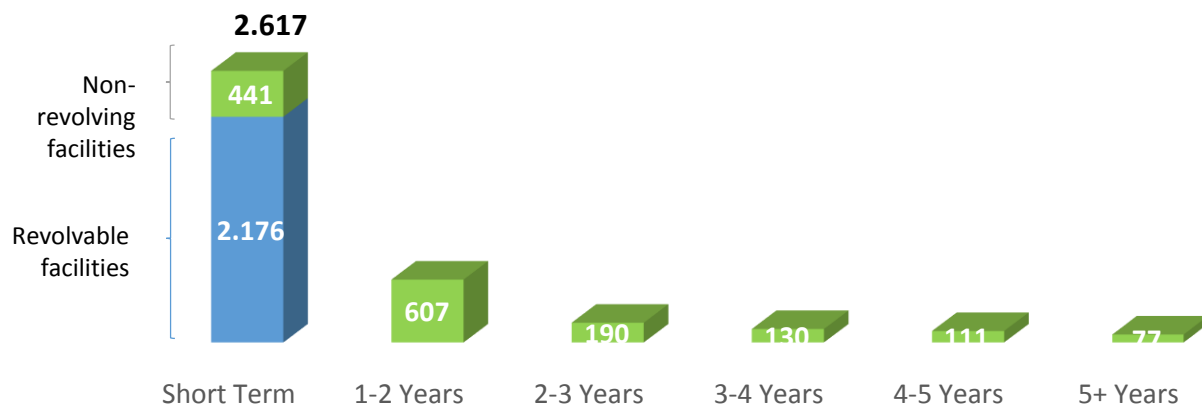
Financial Highlights 9M 2019

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 significantly converting our FX debt to TRY over the years.

58% of our bank loans is in TRY, 40% in USD and 2% in EUR.

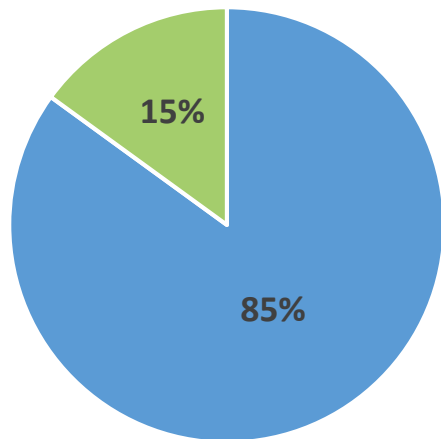


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2019 GUIDANCE

2019 GUIDANCE

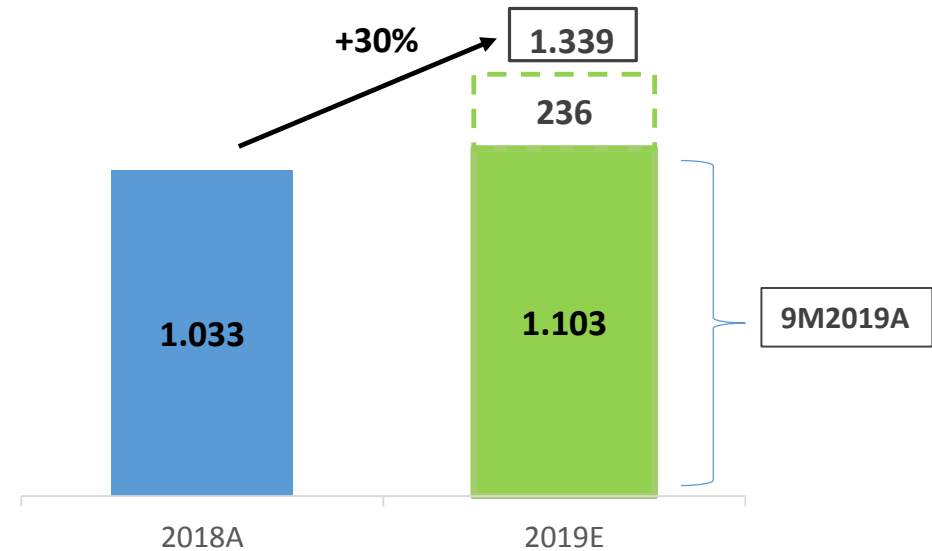
2019 EBITDA BREAKDOWN



■ AFRICA ■ TURKEY & N. CYPRUS

REVENUES: TRY 4.835 mn
EBITDA: TRY 1.339 mn
CAPEX: TRY 80 mn

2019E EBITDA GROWTH (mn TRY)



2019 guidance assumptions

No new investments are foreseen in 2019
 USD/TRY: 6.23
 EUR/TRY: 7.10

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APPENDIX



Consolidated Income Statement

(TRY mn)	31.12.2017	31.12.2018	1Q2018	2Q2018	3Q2018	4Q2018	1Q2019	2Q2019	3Q2019
Net sales	3.599.311.868	4.669.249.102	1.022.120.075	1.036.169.391	1.428.214.991	1.182.744.645	1.155.422.198	1.157.543.009	1.486.920.923
Cost of sales	(3.283.982.668)	(3.933.709.353)	(883.103.228)	(888.568.766)	(1.215.143.123)	(946.894.236)	(892.164.845)	(857.615.483)	(1.246.456.768)
Gross profit	315.329.200	735.539.749	139.016.847	147.600.625	213.071.868	235.850.409	263.257.353	299.927.526	240.464.155
<i>Gross profit margin</i>	8,8%	15,8%	13,6%	14,2%	14,9%	19,9%	22,8%	25,9%	16,2%
General & administrative costs	(55.047.968)	(68.239.611)	(11.109.027)	(14.782.437)	(16.152.677)	(26.195.470)	(23.268.831)	(23.341.996)	(27.939.089)
Sales and marketing costs	(1.258.384)	(1.370.976)	(209.160)	(266.361)	(596.310)	(299.145)	(663.209)	(281.866)	(241.798)
Research & development costs	-	-	-	-	-	-	-	-	-
Other operating income	24.725.041	18.257.699	715.611	1.001.927	6.891.413	9.648.748	1.502.388	9.990.165	16.875.651
Other operating expenses (-)	(15.995.087)	(45.081.385)	(2.166.941)	(5.178.619)	(11.924.322)	(25.811.503)	(2.641.310)	(1.453.007)	(4.172.125)
Expected Credit Loss	-	-	-	-	-	-	-	-	(2.678.527)
Operating income	267.752.802	650.323.923	126.247.330	128.375.135	191.289.972	193.193.039	238.186.391	284.840.822	222.308.267
<i>Operating income margin</i>	7,4%	13,7%	12,4%	12,4%	13,4%	16,3%	20,6%	24,6%	15%
Gain from investing activities	525.275.061	2.640.864	2.596.878	12.297	38.119	(6.430)	412.453	69.579	-
Expected Credit Loss	-	-	-	-	-	-	(81.854)	(15.289.723)	15.371.577
Loss from investing activities	(36.858.228)	-	-	-	-	-	-	-	-
Financing income	88.925.423	424.894.229	32.246.414	152.301.917	308.962.131	(68.616.233)	109.700.871	130.101.742	61.127.082
Financing expense	(598.027.562)	(886.863.321)	(137.846.534)	(221.753.727)	(435.381.984)	(91.881.076)	(258.618.421)	(241.084.328)	(163.239.473)
Earnings before income tax	247.067.496	179.777.248	23.244.088	58.935.622	64.908.238	32.689.300	89.599.440	158.638.092	135.567.453
<i>EBT margin</i>	6,9%	3,9%	2,3%	5,7%	4,5%	2,8%	7,8%	13,7%	9,1%
Tax	43.143.042	(29.298.814)	25.065.639	(22.544.129)	(19.616.606)	(12.203.718)	18.440.128	(38.048.308)	(14.613.046)
Net income	290.210.538	150.478.434	48.309.727	36.391.493	45.291.632	20.485.582	108.039.568	120.589.784	120.954.407
<i>Net income margin</i>	8,1%	3,2%	4,7%	3,5%	3,2%	1,7%	9,4%	10,4%	8,1%
EBITDA	492.753.068	1.033.123.816	217.245.602	233.077.569	305.556.364	277.244.281	350.756.987	401.635.403	350.420.794
<i>EBITDA margin</i>	13,7%	22,1%	21,3%	22,5%	21,4%	23,4%	30,4%	34,7%	23,6%

Consolidated Balance Sheet

Assets (TL)	31.12.2017	31.12.2018	31.03.2019	30.06.2019	30.09.2019
Cash and cash equivalents	59.577.791	53.026.362	116.463.204	91.628.426	131.910.302
Trade receivables net	759.563.092	1.403.203.217	1.655.650.367	1.928.922.870	1.988.589.860
Due from related parties and shareholders	41.374.904	406.262.617	337.199.436	272.926.374	277.016.035
Inventory	426.867.338	369.140.605	195.621.864	242.853.559	298.270.592
Derivative Financial Instruments	2.576.770	413.737	7.091.895	887.486	2.330.226
Other current assets	137.572.881	198.725.453	203.600.360	186.598.481	140.950.065
Assets Held For Sale	46.013.293	-	-	-	-
Total current assets	1.473.546.069	2.430.771.991	2.515.627.126	2.723.817.196	2.839.067.080
Trade receivables	15.662.583	1.545.269	1.321.269	783.778	19.004.588
Investments	412.408	412.408	412.408	412.408	412.408
PP&E	3.635.797.549	3.774.056.402	3.978.012.894	3.918.522.159	3.777.601.900
Goodwill	3.349.356	3.349.356	3.349.357	3.349.357	3.349.357
Intangibles	72.616.102	91.845.092	96.569.188	98.062.185	96.030.465
Other non-current assets	4.135.958	14.234.496	12.587.455	13.849.483	10.009.836
Deferred tax assets	-	125.276.334	193.341.632	122.775.645	122.777.854
Right of use assets	-	-	70.562.616	55.279.121	48.016.844
Total non-current assets	3.731.973.956	4.010.719.357	4.356.156.819	4.213.034.136	4.077.203.252
Total assets	5.205.520.025	6.441.491.348	6.871.783.945	6.936.851.332	6.916.270.332
Liabilities (TL)	31.12.2017	31.12.2018	31.03.2019	30.06.2019	30.09.2019
Financial liabilities	1.541.598.878	2.144.810.801	2.315.659.357	2.379.317.729	2.616.890.985
Short term finance lease liabilities	-	-	7.448.625	18.659.812	16.718.488
Trade payables, net	428.163.954	336.331.469	294.644.046	372.619.813	494.421.292
Due to Related Parties and Shareholders	85.276.884	239.348.509	199.085.905	101.294.339	52.262.847
Taxation payable on income	2.732.752	71.354.527	85.577.635	102.082.547	67.975.060
Other payables and accrued liabilities	82.992.898	27.377.100	27.852.264	18.422.253	16.661.805
Derivative Financial Instruments	3.052.466	8.293.208	20.890.088	23.979.874	37.495.856
Liabilities held for sale	-	-	-	-	-
Total current liabilities	2.143.817.832	2.827.515.614	2.951.157.920	3.016.376.367	3.302.426.333
Long-term financial liabilities	1.294.905.332	1.600.687.790	1.529.301.057	1.438.171.178	1.083.468.058
Long term finance lease liabilities	-	-	63.093.446	35.768.973	32.459.193
Retirement pay provision	-	-	-	-	-
Other liabilities	3.000.204	4.350.528	5.080.057	4.784.841	4.658.683
Deferred tax liability	96.618.904	184.734.615	229.493.873	170.302.072	158.884.188
Long Term Liabilities	1.394.524.440	1.789.772.933	1.826.968.433	1.649.027.064	1.279.470.122
Paid in capital	615.157.050	615.157.050	615.157.050	615.157.050	615.157.050
Reserves	132.786.749	274.054.555	514.156.092	632.343.109	637.475.117
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	-8.369.574	-5.433.183	-14.514.988
Net profit for the year	-212.617.534	-130.738.260	-96.533.958	7.636.881	107.694.711
Gains on revaluation of property, plant and equipment	882.386.856	821.844.347	821.844.347	774.340.409	741.158.352
Shareholder's equity	1.667.177.753	1.824.202.801	2.093.657.592	2.271.447.901	2.334.373.877
TOTAL LIABILITIES	5.205.520.025	6.441.491.348	6.871.783.945	6.936.851.332	6.916.270.332

Consolidated Statement of Cash Flow

(TRY mn)	31.12.2017	31.12.2018	31.03.2019	30.06.2019	30.09.2019
Net income (loss) before tax	290.120.538	150.478.434	108.039.568	228.629.352	349.583.759
Depreciation and amortisation	225.000.265	394.018.340	112.652.450	229.365.177	357.477.704
Other adjustments	113.887.076	591.075.108	337.916.483	436.031.787	922.146.438
Change in working capital	-400.634.721	-1.343.512.354	-207.610.530	-281.674.261	-879.321.500
Operating cash flows	228.373.158	-207.940.472	350.997.971	612.352.055	749.886.401
Purchase and Disposal of PP&E	-324.359.904	-141.513.174	-3.467.817	-37.365.457	-44.045.966
Purchase and disposal of equity investments	72.066.016	-	-	-	-
Other investing activities	494.676.970	-	-	-	-
Other Cash Flows	-	-36.898.188	-257.064.400	-256.134.521	-251.677.390
Investing cash flows	242.383.082	-178.411.362	-260.532.217	-293.499.978	-295.723.356
Financing cash flows	-452.818.197	379.800.405	-26.997.592	-280.250.013	-375.279.105
Net cash flows	17.938.043	-6.551.429	63.468.162	38.602.064	78.883.940

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

Contact

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