

2020 YE Earnings Presentation

26 February 2021



2020 TARGETS ACHIEVED IN SUCH A CHALLENGING ENVIRONMENT...

Key Highlights – YE20

TL million

		4Q20	4Q19	y/y
Quarterly- 4Q20	 Net Sales	1,963	1,779	10%
	 EBITDA	408	364	12%
	 Net Income	115	155	-26%
	 Net Financial Debt	2,632	3,142	-16%

		YE20	YE19	y/y
Cumulative-YE20	 Net Sales	7,231	5,579	30%
	 EBITDA	1,497	1,467	2%
	 Net Income	470	329	43%

		YE20	YE19	y/y
KPIs-YE20	 Gross Margin	17%	18%	-1 pp
	 EBITDA Margin	21%	26%	-5 pp
	 Net Fin. Debt / EBITDA	1.76x	2.14x	
	 Net Fin. Debt / Equity	57%	82%	-25 pp

FOREIGN OPERATIONS' CONTRIBUTION TO EBITDA AT A HIGH 66%

Regional Breakdown

TL million

Quarterly- 4Q20

		Domestic	Foreign	Share of Foreign
	Net Sales	1,570	393	20% 
	EBITDA	143	265	65% 
	Profit Before Tax	68	138	67% 

TL million

Cumulative-YE20

		Domestic	Foreign	Share of Foreign
	Net Sales	5,772	1,458	20% 
	EBITDA	507	991	66% 
	Profit Before Tax	51	656	93% 

Note: Foreign operations include Africa operations only. Northern Cyprus is included in domestic operations

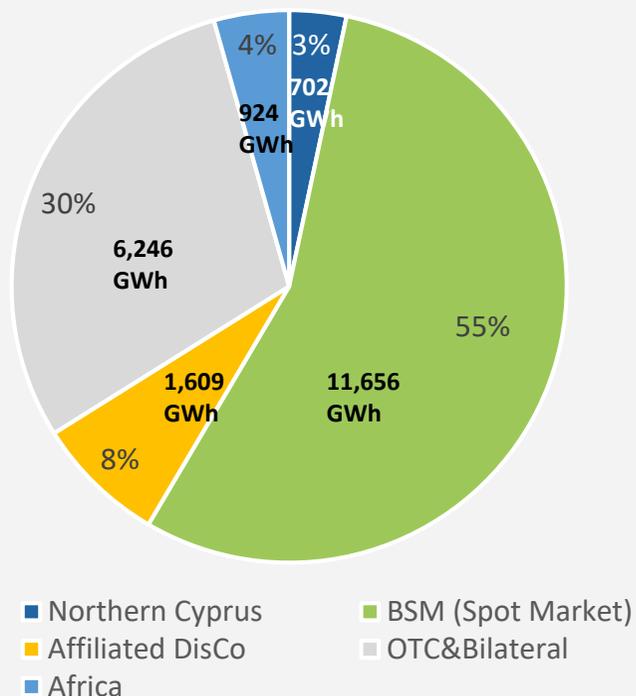
Regional Breakdown

		Domestic	Foreign	Total
Quarterly- 4Q20	 Sales Volume (GWh)	5,124	228	5,352
	 Sales Price (TL/MWh)	342	1,726	401
		Domestic	Foreign	Total
Cumulative-YE20	 Sales Volume (GWh)	20,214	924	21,138
	 Sales Price (TL/MWh)	323	1,643	380

Note: Company internal data. Excludes intercompany eliminations applied in CMB financials. Sales volume data based on «net sales»
 Foreign operations include Africa operations only. Northern Cyprus is included in domestic operations

Sales Channel Breakdown

Sales Volume by Channel (YE20)



Sales Price by Channel (TL/MWh)



Note: Company internal data. Excludes intercompany eliminations applied in CMB financials. Sales volume data based on «net sales»

Bolu PP Key Highlights

Energy Source: Lignite Coal

Installed Capacity: 270 MW

Generation: 2,066 GWh (YE20)

CUR: 87% (YE20)

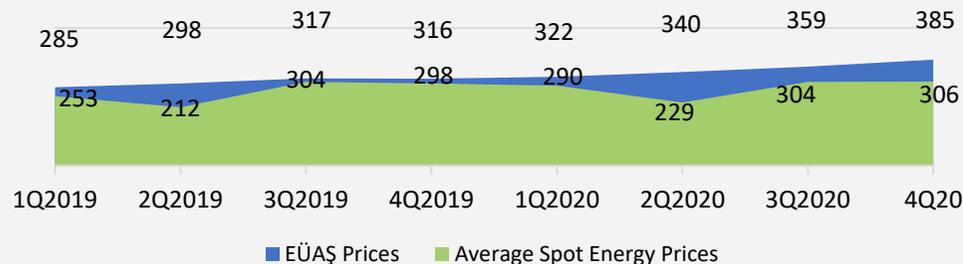
Capacity Payment: 60 MM TL (YE20)

EÜAŞ Lignite PPA Price: 385 TL/MWh (4Q20)

Sales Composition:



EÜAŞ vs Spot Electricity Prices (TL/MWh)



Source: EPIAŞ for average spot prices



- **Bolu PP sold 75% of its generation to EÜAŞ (state-run power generator) via formula based price scheme dependant on quarterly changes in inflation and USD/TL**
- **On top of that, Bolu PP also enjoys 3% additional incentive thanks to compliance with environmental legislation**
- **On 24 September 2020, Bolu PP acquired COVID-19 Safe Production Certificate**
- **1Q21 EÜAŞ price announced as 406 TL /MWh**

Antalya PP Key Highlights

Energy Source: Natural Gas

Installed Capacity: 900 MW

Generation: 2,935 GWh (YE20)

Capacity Payment: 76 MM TL (YE20)

CUR: 42% (YE20)

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



- **Base load power plant with high efficiency ratio of 59%**
- **4Q20 power generation lower than 3Q20 due to routine maintenance in Oct'20. However, drought impacting power generation positively post Oct'20**
- 76 MM TL capacity payment received in 2020
- 75% of gas supplied from BOTAŞ vs 25% from private sector ensuring optimisation

Şanlıurfa PP Key Highlights

Energy Source: Natural Gas

Installed Capacity: 147 MW

Generation: 96 GWh

CUR: 9%



- Şanlıurfa PP operations were suspended in Aug'20 due to high transmission costs
- 90% of transmission cost saving was achieved

Northern Cyprus PP Key Highlights

Energy Source: Fuel Oil

Installed Capacity: 153 MW

Generation: 715 GWh

CUR: 53%

PPA Price: 759 TL/MWh (YE20)

Contract Expiry: 2027

Northern Cyprus Kalecik
Heavy Fuel Oil Power Plant



- Northern Cyprus PP benefits from USD based guaranteed capacity charge for 120 MW out of 153 MW installed capacity

Overseas Operations Key Highlights



Ghana Heavy Fuel Oil Power Plant

- Ghana PP benefits from USD based guaranteed capacity charge for 332 MW out of 370 MW installed capacity
- On top of that, PP generates revenues from routine sales activity via spot market
- Ghana engine conversion to dual fuel (heavy fuel oil/natural gas) expected to be completed in 2021

- Mali PP benefits from EUR based guaranteed capacity charge for 30 MW out of 40 MW installed capacity
- In Jan'21, contract with Mali government extended for 3 years with additional capacity of 20 MW, to be initiated by Aksa Energy within the second quarter of 2021. Power generated by 20 MW installed capacity will also be purchased by EDM for 3 years based on a guaranteed Euro denominated capacity charge



Mali Heavy Fuel Oil Power Plant

- Madagascar PP benefits from USD based guaranteed capacity charge for 60 MW out of 66 MW installed capacity
- Madagascar CTA-2 PP (24 MW) is operated by Aksa Energy until Jan'24
- Fixed USD based monthly fee obtained from Jirama, owner of Madagascar CTA-2



Madagascar Heavy Fuel Oil Power Plant

Uzbekistan Project - Key Highlights

- **25 year power purchase agreement (PPA) including guaranteed capacity payment in USD terms signed with the Ministry of Energy of Uzbekistan on May'20 regarding 240 MW natural gas combined cycle (CCGT) power plant in Tashkent, the capital of Uzbekistan**
- **On 20 January 2021, above mentioned agreement has been amended with 230 MW capacity expansion and additionally, another agreement has been signed regarding construction of 270 MW CCGT in Bukhara. Both agreements involve sale of the energy generated in these power plants based on a USD denominated guaranteed capacity payment for a duration of 25 years**
- **Power Plant Equipments to be relocated from existing power plants where possible**
 - ✓ 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

TO BE COMPLETED IN 12 MONTHS



Congo Project - Key Highlights

- On 21 January 2021, Aksa Enerji Üretim A.Ş.'s 100% subsidiary Aksa Energy Company Congo has signed a concession agreement with Republic of Congo about obtaining operating rights of a 50 MW natural gas power plant in the city of Pointe-Noire
- Existing installed capacity of 50 MW planned to be increased to 100 MW with additional investment
- Natural gas is expected to be supplied from Congo's local gas reserves
- Electricity generated is expected to be exported to Democratic Republic of Congo via existing transmission lines



Consolidated Summary Income Statement

	2020	2019	y/y
MM TL			
Net sales	7,231	5,579	30%
Cost of sales	(6,033)	(4,563)	32%
Gross Profit	1,198	1,015	18%
General & administrative costs	(117)	(96)	23%
Marketing expenses	(10)	(2)	n.m.
Other operating income	14	67	-79%
Other operating expenses	(42)	(10)	n.m.
Operating Income	1,042	976	7%
Expected revaluation losses	(11)	5	n.m.
Financing income	357	398	-10%
Financing expense	(682)	(829)	-18%
Earnings Before Income Tax	707	551	28%
Tax	(149)	(96)	55%
Net Income after minority interest	470	329	43%

Consolidated Summary Balance Sheet

	2020	2019	ytd
MM TL			
Cash and cash equivalents	314	122	159%
Trade receivables	2,706	1,933	40%
Inventories	138	284	-51%
Total Current Assets	3,464	2,684	29%
PP&E	5,655	5,499	3%
Intangibles	116	99	17%
Total Non-current Assets	6,039	5,817	4%
Total Assets	9,503	8,501	12%
Total Current Liabilities	3,298	2,944	12%
Total Non-current Liabilities	1,580	1,738	-9%
Paid in capital	613	613	0%
Shareholder's equity	4,625	3,819	21%
Total Liabilities and Shareholder's Equity	9,503	8,501	12%

Contact- Investor Relations

Pınar SAATCIOĞLU

Head of Investor Relations and Corporate Communications

pinar.saatcioglu@aksa.com.tr

+90 216 681 1053

Rüzgarlıbahçe Mh. Özalp Çıkması No:10 Kavacık / Beykoz, İstanbul

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