

1Q 2021 Earnings Presentation

11 May 2021







STELLAR PERFORMANCE WITH > 25% OF 2021 ANNUAL TARGETS ALREADY ACHIEVED IN 1Q21...




Key Highlights – 1Q21

TL million





1Q21 vs 1Q20

| | | 1Q21 | 1Q20 | y/y |
|---|--------------------|-------|-----------|------|
|  | Net Sales | 2,144 | 1,847 | 16% |
|  | EBITDA | 483 | 371 | 30% |
|  | Net Income | 208 | 74 | 179% |
|  | Net Financial Debt | 2,697 | 2,632 (*) | 2% |

1Q21 vs 4Q20

| | | 1Q21 | 4Q20 | q/q |
|---|------------|-------|-------|-----|
|  | Net Sales | 2,144 | 1,963 | 9% |
|  | EBITDA | 483 | 408 | 18% |
|  | Net Income | 208 | 115 | 81% |

KPIs-1Q21 vs 1Q20

| | | 1Q21 | 1Q20 | y/y |
|---|------------------------|------------|-----------|---------|
|  | Gross Margin | 18% | 16% | +2.3 pp |
|  | EBITDA Margin | 23% | 20% | +2.4 pp |
|  | Net Fin. Debt / EBITDA | 1.68x (**) | 1.76x (*) | |
|  | Net Fin. Debt / Equity | 53% | 57% (*) | -4.2 pp |

(*) As of YE20







(**) Rolling EBITDA

FOREIGN OPERATIONS' CONTRIBUTION TO EBITDA AT 61%

Regional Breakdown



TL million

Quarterly- 1Q21

| | | Domestic | Foreign | Share of Foreign |
|---|-------------------|----------|---------|---|
|  | Net Sales | 1,783 | 362 | 17%  |
|  | EBITDA | 187 | 296 | 61%  |
|  | Profit Before Tax | 66 | 196 | 75%  |

Note: Foreign operations include Africa operations only. Northern Cyprus and export operations to Iraq & Georgia are included in domestic operations

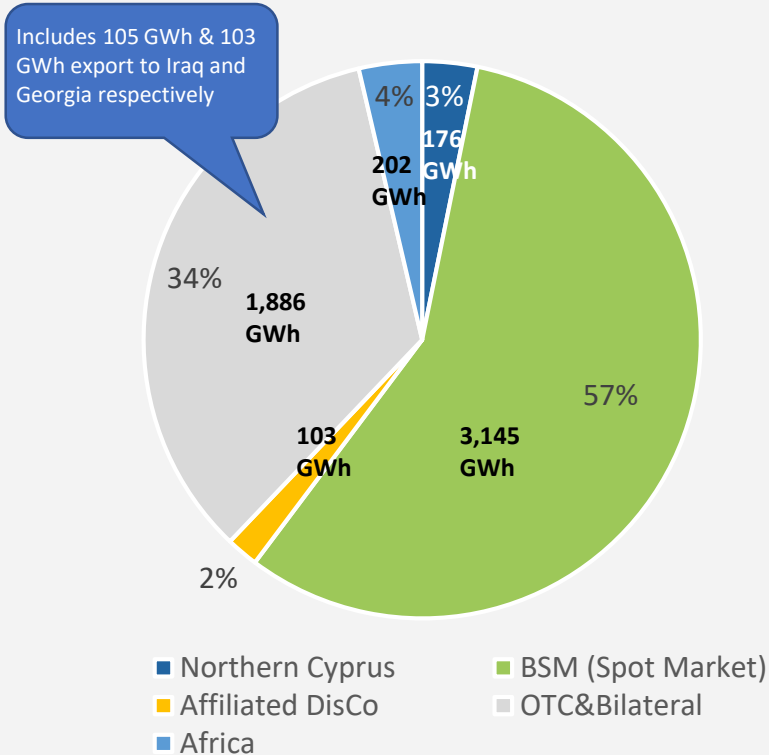
Regional Breakdown

| | | Domestic | Foreign | Total |
|-----------------|--|----------|---------|--------------|
| Quarterly- 1Q21 |  Sales Volume (GWh) | 5,309 | 202 | 5,511 |
| |  Sales Price (TL/MWh) | 354 | 1,891 | 410 |

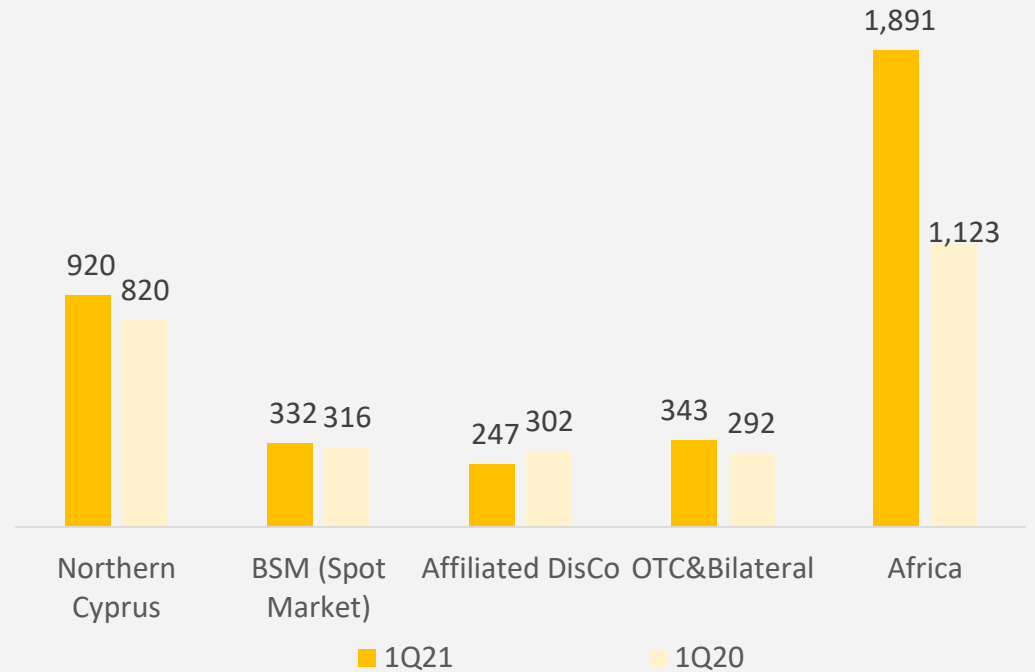
Note: Company internal data. Excludes intercompany eliminations applied in CMB financials. Sales volume data based on «net sales»
 Foreign operations include Africa operations only. Northern Cyprus is included in domestic operations

Sales Channel Breakdown

Sales Volume by Channel (1Q21)



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

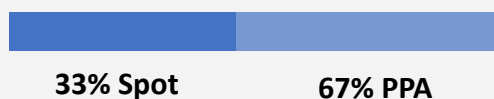
Generation (Gross): 520 GWh (1Q21)

CUR: 89% (1Q21)

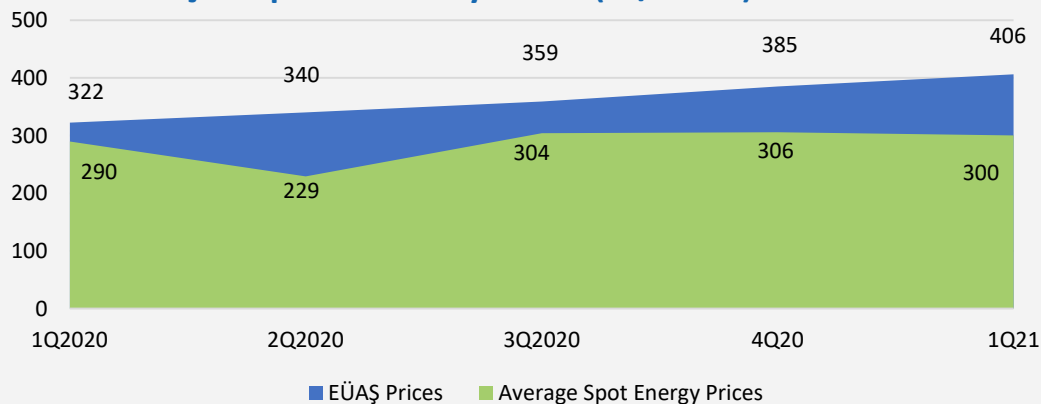
Capacity Payment: 15 MM TL (1Q21)

EÜAŞ Lignite PPA Price: 406 TL/MWh (1Q21)

Sales Composition:



EÜAŞ vs Spot Electricity Prices (TL/MWh)



Source: EPIAŞ for average spot prices



- **Bolu PP sold 67% 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**
- **2Q21 EÜAŞ price announced as 416 TL /MWh**

Antalya PP Key Highlights

Energy Source: Natural Gas

Installed Capacity: 900 MW

Generation (Gross): 1,226 GWh (1Q21)

Capacity Payment: 19 MM TL (1Q21)

CUR: 69% (1Q21)

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



- **Base load power plant with high efficiency ratio of 59%**
- **85% of electricity generated sold in spot market, remaining 15% via bilateral contracts**
- 19 MM TL capacity payment received in 1Q21
- 70% of gas supplied from BOTAŞ vs 30% from private sector ensuring optimisation

Northern Cyprus PP Key Highlights

Energy Source: Fuel Oil

Installed Capacity: 153 MW

Generation: 178 GWh

CUR: 54%

PPA Price: 920 TL/MWh (1Q21)

Contract Expiry: 2024 (+3 year extension option)

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

| | 1Q21 | 1Q20 | y/y |
|---|---------|---------|-------|
| MM TL | | | |
| Net sales | 2,144 | 1,847 | 16% |
| Cost of sales | (1,748) | (1,548) | 13% |
| Gross Profit | 396 | 299 | 33% |
| General & administrative costs | (25) | (25) | 0% |
| Marketing expenses | (1) | (1) | 67% |
| Other operating income | 8 | 0.5 | 1608% |
| Other operating expenses | (7) | (5) | 35% |
| Operating Income | 371 | 268 | 38% |
| Expected revaluation losses | (10) | (5) | 97% |
| Financing income | 36 | 100 | -64% |
| Financing expense | (134) | (273) | -51% |
| Earnings Before Income Tax | 262 | 89 | 194% |
| Tax | (20) | 18 | n.m% |
| Net Income after minority interest | 208 | 74 | 179% |

Consolidated Summary Balance Sheet

| | 1Q21 | 2020 | ytd |
|---|--------------|--------------|-------------|
| MM TL | | | |
| Cash and cash equivalents | 43 | 314 | -86% |
| Trade receivables | 2,927 | 2,706 | 8% |
| Inventories | 151 | 138 | 9% |
| Total Current Assets | 3,449 | 3,464 | 0% |
| PP&E | 6,061 | 5,655 | 7% |
| Intangibles | 129 | 116 | 11% |
| Total Non-current Assets | 6,370 | 6,039 | 5% |
| Total Assets | 9,818 | 9,503 | 3% |
| Total Current Liabilities | 3,392 | 3,298 | 3% |
| Total Non-current Liabilities | 1,306 | 1,580 | -17% |
| Paid in capital | 613 | 613 | - |
| Shareholder's equity | 5,120 | 4,625 | 11% |
| Total Liabilities and Shareholder's Equity | 9,818 | 9,503 | 3% |

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

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.