

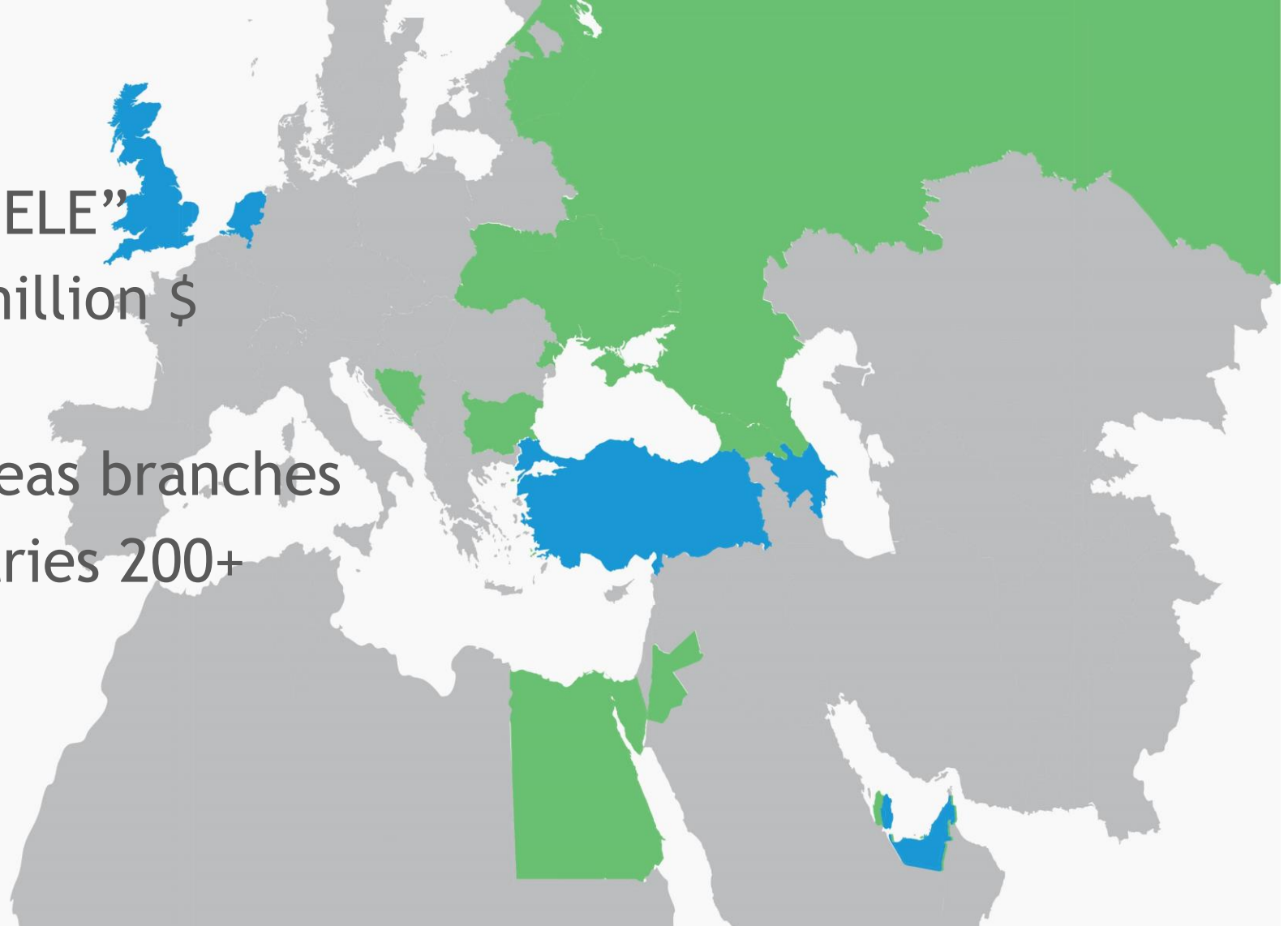
# ANEL ELEKTRİK

Investor Presentation  
December 2020



# Overview

- Founded in 1986
- Public offer 2010 “ANELE”
- Revenue (2020) 105 million \$
- 805 employees
- 8 subsidiaries 4 overseas branches
- 3 continents 14 countries 200+ projects



# Milestones



# Business Segments

## 1 Contracting



Electric and mechanic contracting operations, management and maintenance services

- Airports
- Roads
- Tunnels and Railway Systems
- Ports
- Hospitals
- Business Centers
- Shopping Malls

## 2 Real Estate



The construction and management of Anel Business Center in Ümraniye, where Anel Group headquarters is located

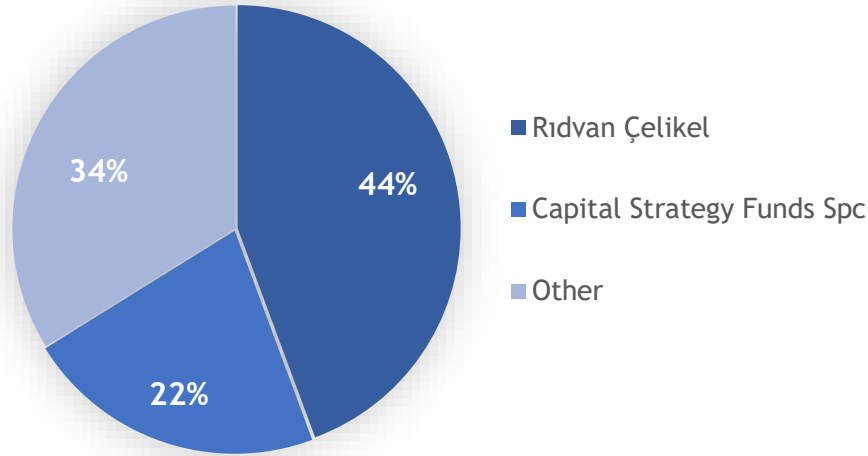
## 3 Energy



investment and technical consulting for solar power plants as well as project and system design, plant installations, license procurement and operation & maintenance



# Shareholder Structure

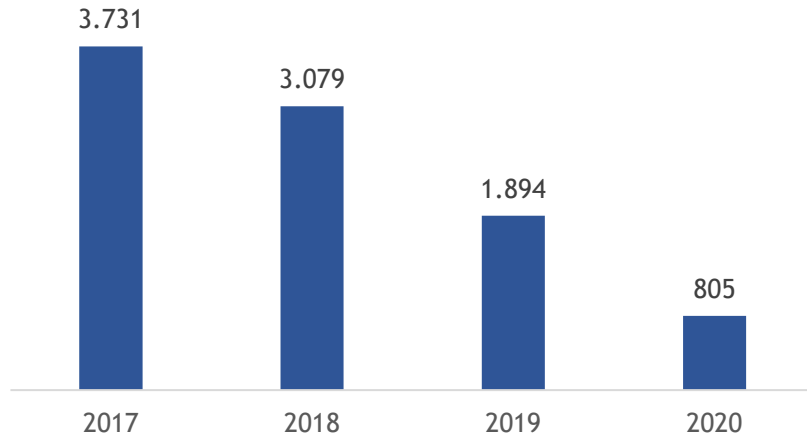


# Subsidiaries & Branches

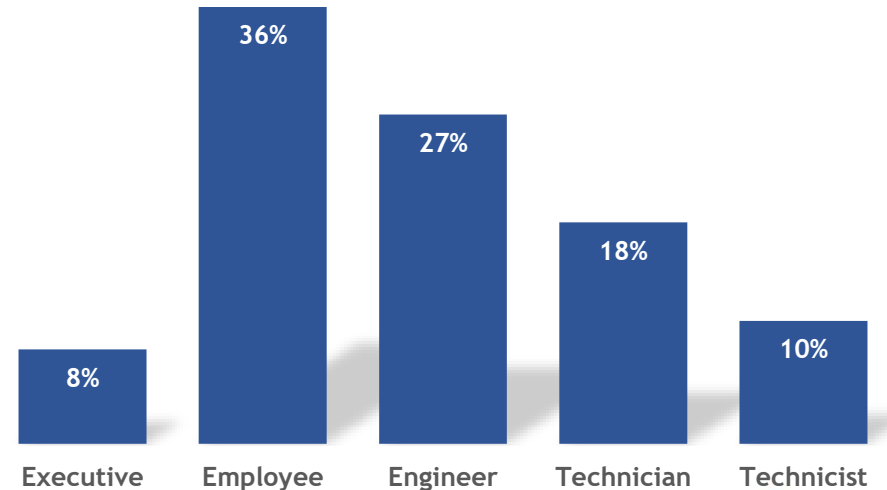
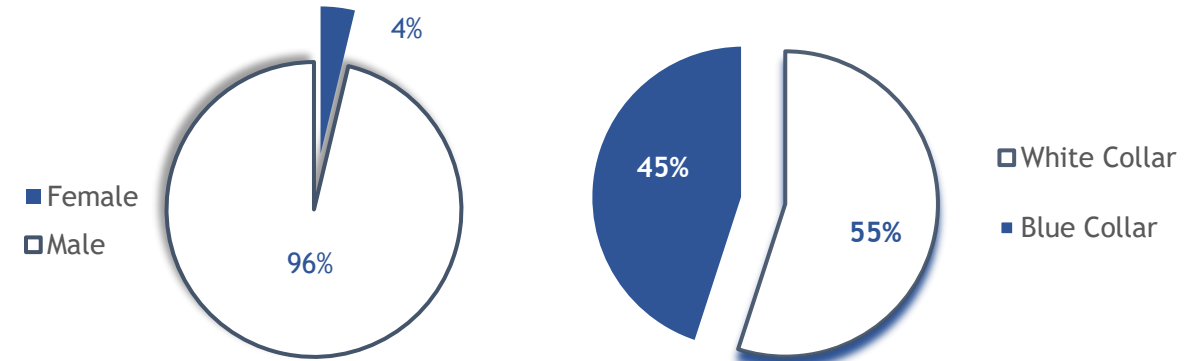
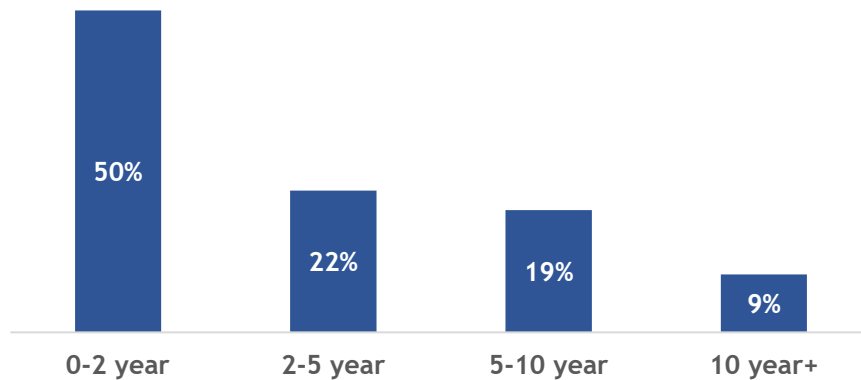
Subsidiaries	Country	Areas of Operations	Shareholder Ratio(%)
Anel Yapı Gayrimenkul	Turkey	Real Estate Purchase and Sale	52,5
Anel Marin Gemi Elektrik Elektronik Sistemleri	Turkey	Marine Electrical-Electronic Systems	93
Anelmep Maintenance & Operations LLC	Qatar	Design, Contracting and Maintenance	49
Anel Emirates General Contracting Limited LLC	UAE	Electrical, Mechanical Contracting	49
Anel Engineering & Contracting LTD	England	Electrical, Mechanical Systems	100
Anel Telekomünikasyon Elektronik Sistemleri San.	Turkey	Telecommunications, Electronics	96,61
Tasfiye Halinde Anel Enerji Elektrik Üretim San.	Turkey	Solar Energy	70,5
Anel Dar Libya Constructing& Services LLC	Libya	Electrical Contracting	65
Branches	Country	Areas of Operations	
Amsterdam	The Netherlands	Electrical, Mechanical Contracting	
Baku	Azerbaijan	Electrical, Mechanical Contracting	
Doha	Qatar	Electrical, Mechanical Contracting	
Moskova	Russia	Electrical, Mechanical Contracting	

# Human Resources Profile

## Number of Employees



## Precedence



## Our Objective

*Creating change in the world by doing our job in the best way possible, continuously improving upon our engineering techniques, respecting the environment we work in and supporting the works that provide local and social benefit.*

## Our Values

Unity

Tenacity

Rationalism

Development

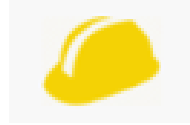
Respect

# Why Us



## Continuity

Strong and sustainable relationships with our employees, clients, suppliers and all other stakeholders



## Innovative Engineering with Our Experienced Team

Innovative engineering solutions for challenging, large-scale projects



## Strategic Management of Human Resources

Expert and competent management team



## Standard of High Quality

Industry regulations and proper documentation procedures to ensure the highest standards of quality



## Safety

Trainings, risk assessment studies and emergency action plans for employee health and safety



## Effective Cost and Management Planning

Resource Management Planning System and strong planning structure



# Turn-key electrical and mechanical engineering solutions for large-scale projects



Engineering in projects that require expertise in every aspect



The ability to do business in different geographies



Continuous and strong collaborations with sector leaders



Effective cost management, planning and tracking in project management



Innovative construction technologies



Strong supply network



Experienced engineering team



# Ongoing Projects

The United Kingdom



The University College London Hospital Proton Beam Therapy Center Phase 4

The Netherlands



Amsterdam Schiphol Airport Pier A Airside

Turkey



Galataport İstanbul Project - Salıpazarı and Package Post Office  
İstanbul Modern Art Museum

Turkey



Milgem-I Class Frigate  
Pakistan Milgem

Azerbaijan



The New Manag. Office of Ministry of Taxes

UAE



Abu Dhabi International Airport Terminal Building

UAE



Dubai-I Terminal Building

Qatar

Lusail Plaza Tower  
Plot3 & Plot4

Qatar

Semaisma West

Qatar

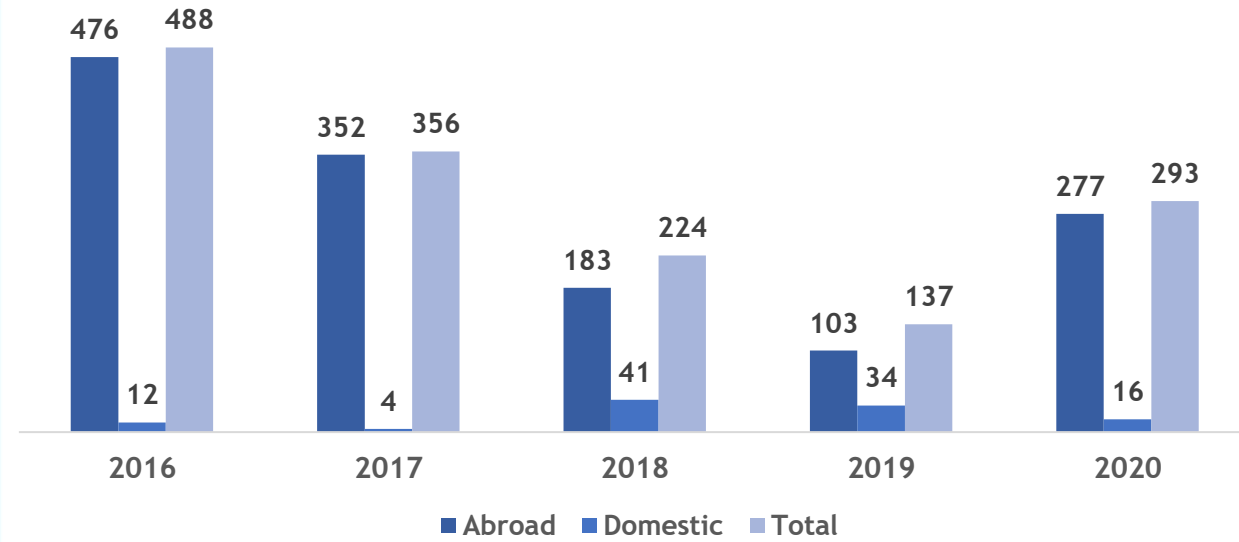


Katara Hotel

*\* Images without employer approval cannot be shared.*

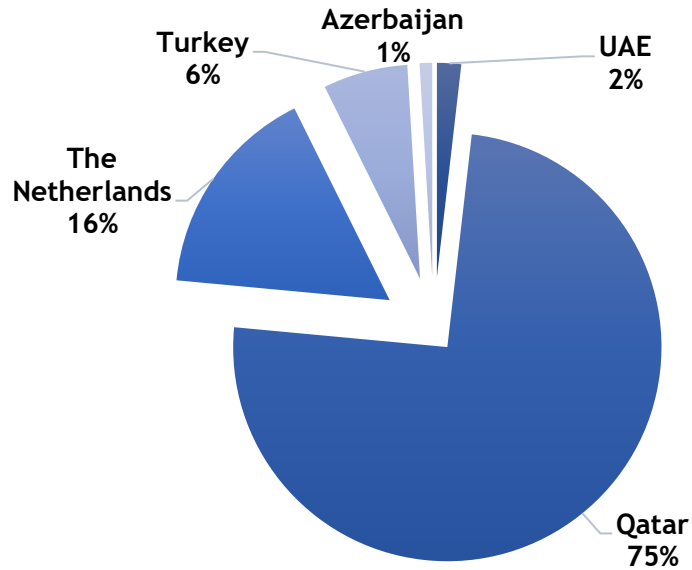
# Backlog

2020  
Backlog  
293 million \$



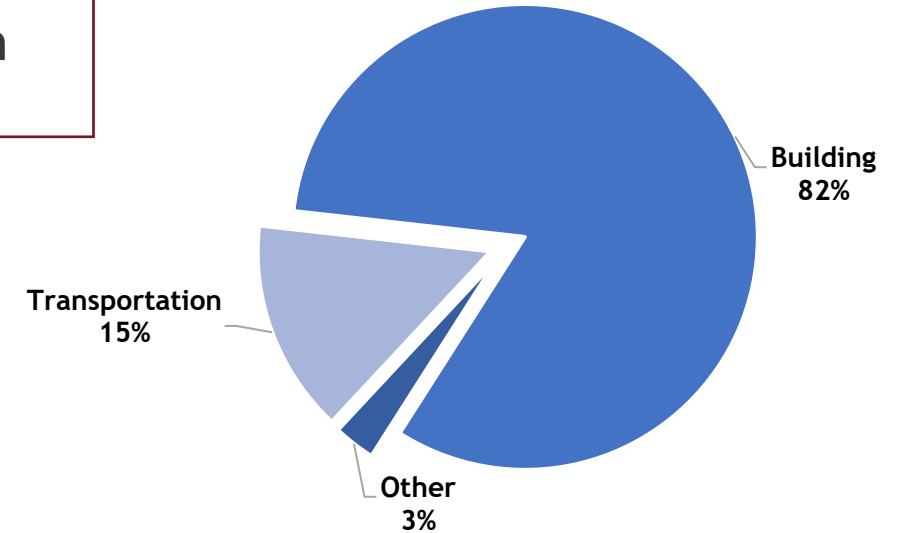
# Backlog Breakdown

## By Country



2-3 years average project completion period

## Project Types



# Segment Reporting

(Mio TRY) Before Elimination	Contracting	Real Estate	Energy
Revenue	689.8	18.6	0.7
Gross Profit/Loss	-91.8	16.2	0.1
EBITDA	-103.7	17.9	-0.3
EBITDA Margin	-15,0%	96,5%	-37,9%
Total Assets	2.338	303.6	1.5
	↓	↓	↓
Total Revenue Share	%93,2	%2,5	%0,1
Total Assets Share	%84,9	%11,0	%0,1



Summary Balance Sheet (TRY)	2020	2019	2018
Current Assets	1.275.969.640	1.056.120.784	950.668.162
Non-Current Assets	342.016.658	383.020.709	341.753.679
<b>Total Assets</b>	<b>1.617.986.298</b>	<b>1.439.141.493</b>	<b>1.292.421.841</b>
Short-Term Liabilities	1.034.189.723	768.425.086	627.001.367
Long-Term Liabilities	141.345.563	163.186.710	148.788.335
Total Liabilities	1.175.535.286	931.611.796	775.789.702
Equity	442.451.012	507.529.697	516.632.139
<b>Total Liabilites</b>	<b>1.617.986.298</b>	<b>1.439.141.493</b>	<b>1.292.421.841</b>
Ratios			
Current Ratio	1,23	1,37	1,52
Short-Term Debt / Equity	2,34	1,51	1,21
Short-Term Financial Debt / Total Financial Debt	0,78	0,66	0,45
Asset Turnover Ratio	0,46	0,72	1,06
Total Equity/Total Assets	0,27	0,35	0,40
Fixed Assets/Total Assets	0,21	0,27	0,26

## SUMMARY BALANCE SHEET

Summary Income Statement (TRY)	2020	2019	2018
Revenue	739.213.003	1.030.180.634	1.376.310.720
Gross Profit /Loss	-64.809.029	52.272.690	25.510.131
Operating Profit/Loss	-86.349.274	30.904.504	22.879.204
EBITDA	-79.410.641	39.722.676	31.694.434
Net Period Profit/Loss	-142.173.131	3.543.334	21.334.415

#### Profit Margins (%)

EBIT	-11,68%	3,00%	1,66%
EBITDA	-10,74%	3,86%	2,30%
Net Profit/Loss	-19,23%	0,34%	1,55%

# SUMMARY INCOME STATEMENT

# Disclaimer

*“Certain statements contained in this presentation may be considered “forward-looking statements”. Our forward-looking statements generally contain words such as “estimate”, “project”, “predict”, “believe”, “expect”, “anticipate”, “potential”, “plan”, “goal”, “will” or other words which mean the uncertainty of future events. These forward-looking statements are based on our current expectations, estimates and assumptions and are subject to certain risks and uncertainties. Although Anel Elektrik believes that the expectations reflected in our forward-looking statements are reasonable at this time, actual results could differ materially from those projected or assumed in any of our forward-looking statements. Therefore, Anel Elektrik disclaims any obligation to update these statements, and we caution you not to rely on them unduly.”*

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