

# ANEL ELEKTRİK

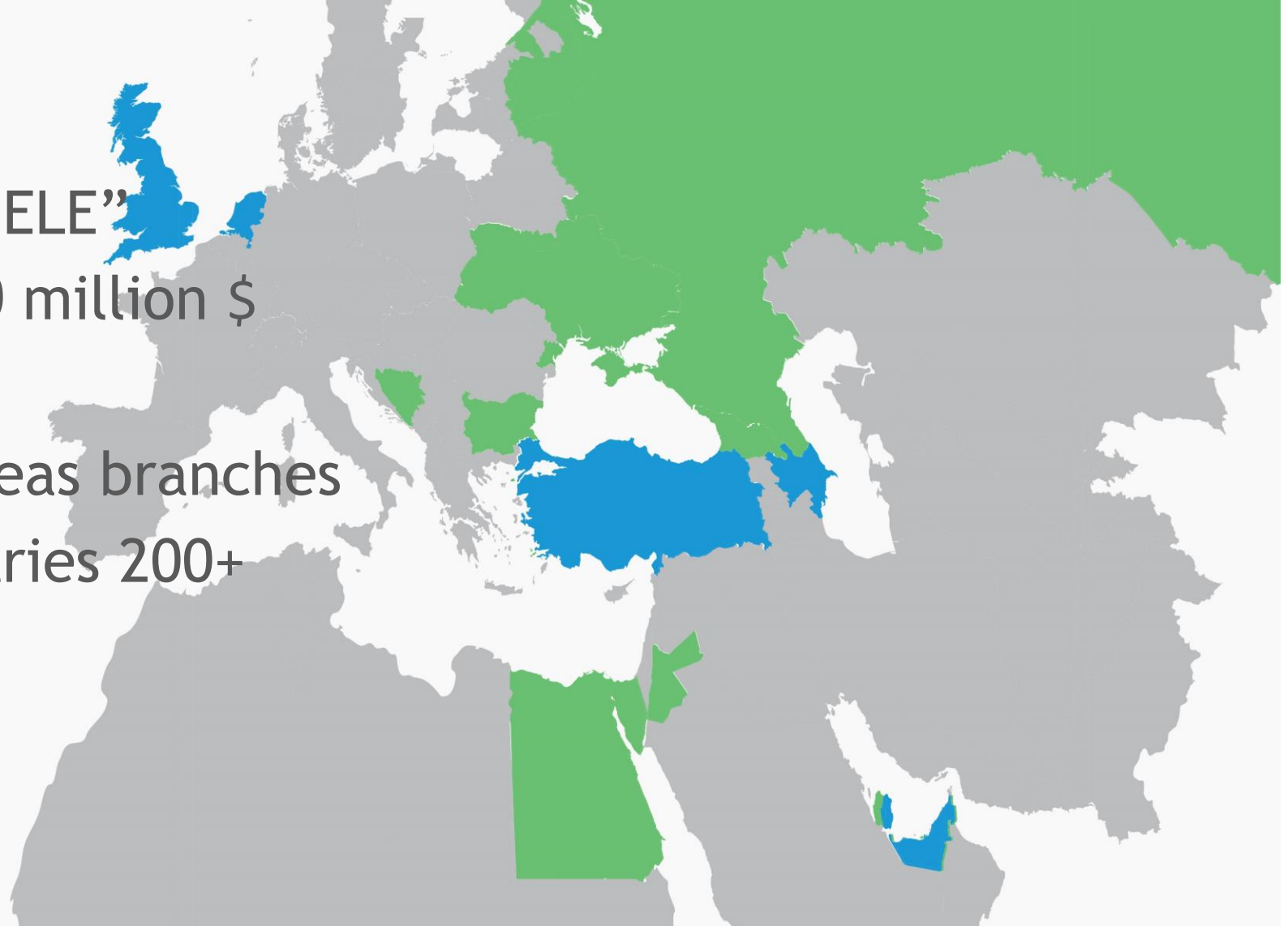
## Investor Presentation

June 2021

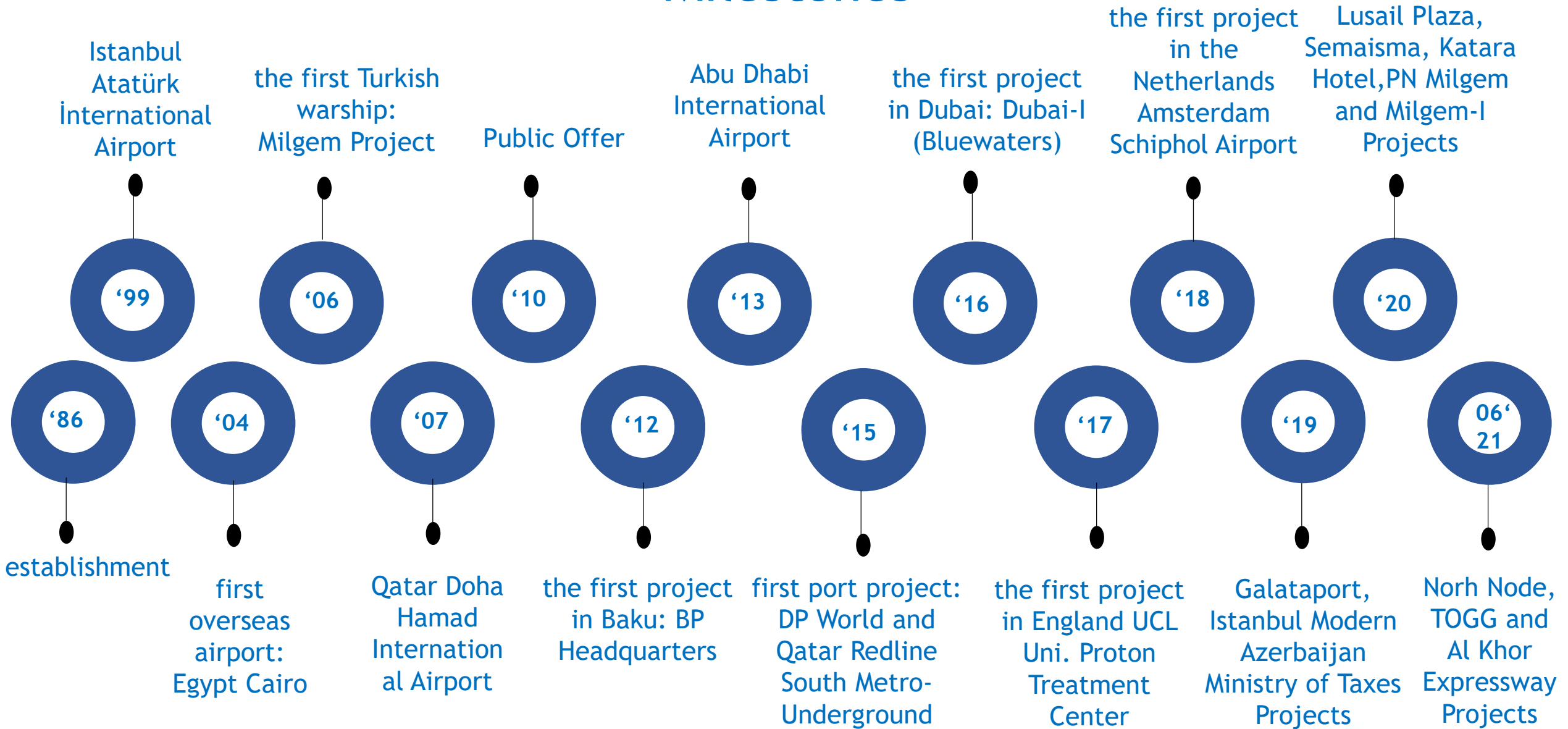


# Overview

- Founded in 1986
- Public offer 2010 “ANELE”
- Revenue (2021 Q2) 50 million \$
- 1.490 employees
- 7 subsidiaries 4 overseas branches
- 3 continents 14 countries 200+ projects



# Milestones



# Business Segments

## 1 Contracting



Electric and mechanic contracting operations, management and maintenance services

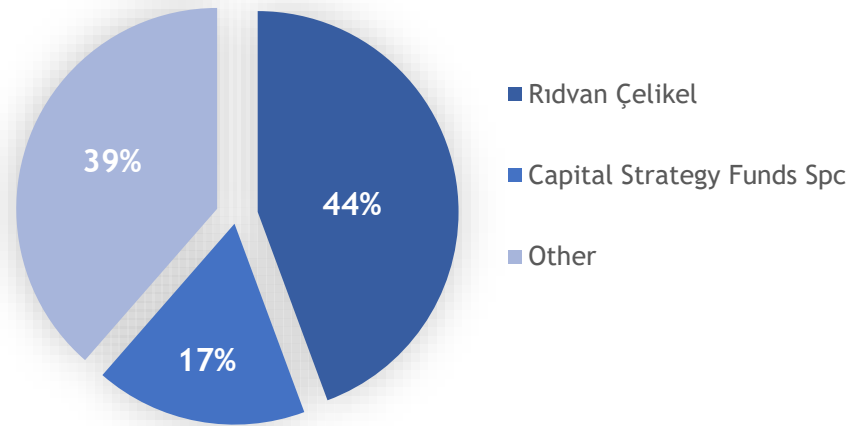
- Airports
- Roads
- Tunnels and Railway Systems
- Ports
- Hospitals
- Business Centers
- Shopping Malls

## 2 Real Estate



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

# Shareholder Structure

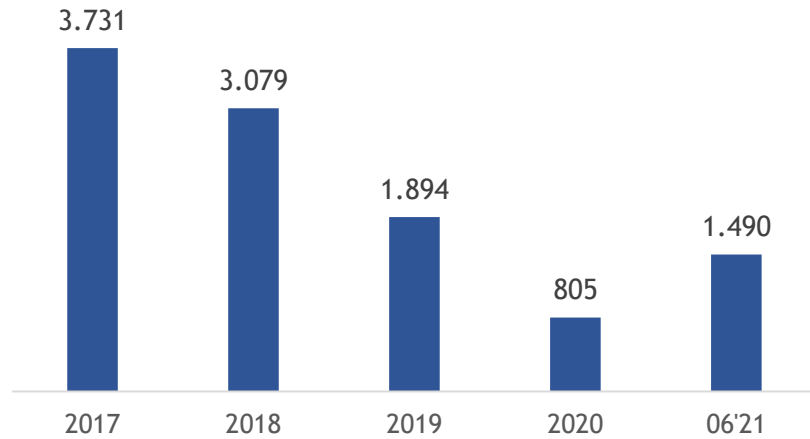


# Subsidiaries & Branches

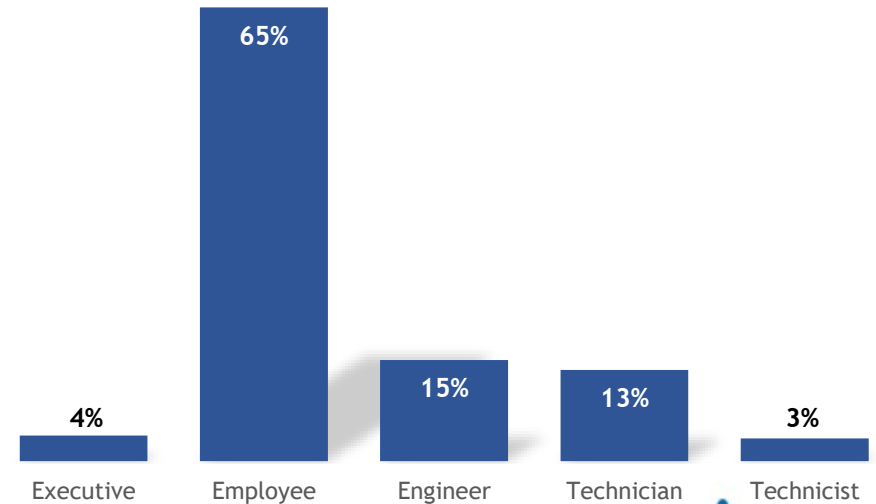
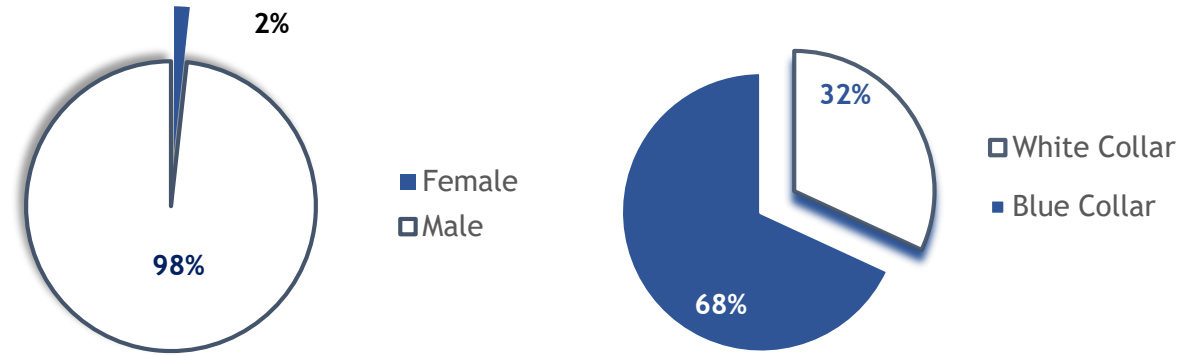
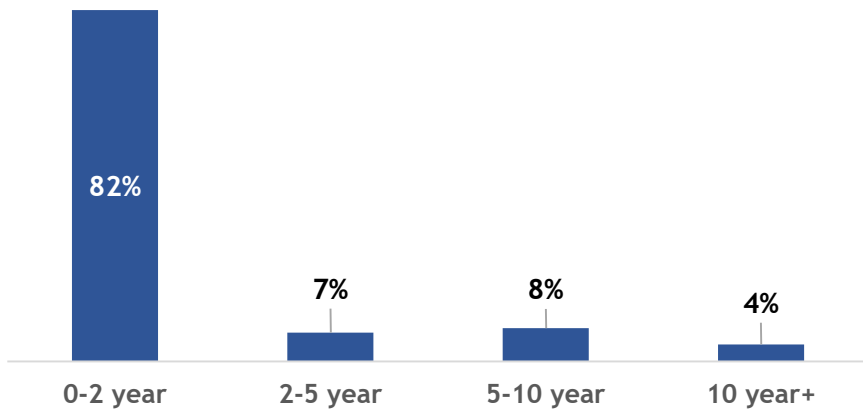
<b>Subsidiaries</b>		<b>Country</b>	<b>Areas of Operations</b>	<b>Shareholder Ratio(%)</b>
Anel Yapı Gayrimenkul A.S.		Turkey	Real Estate Purchase and Sale	52,5
Anel Marin Gemi Elektrik Elektronik Sistemleri		Turkey	Marine Electrical-Electronic Systems	93
Anelmep Maintenance & Operations LLC		Qatar	Design, 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
Anel Dar Libya Constructing& Services LLC		Libya	Electrical Contracting	65
<b>Branches</b>		<b>Country</b>	<b>Areas of Operations</b>	
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

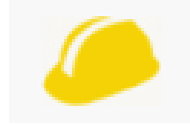
Respect

# 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 engineer team

# Ongoing Projects

The United Kingdom



The University College London Hospital Proton Beam Therapy Center Phase 4

The Netherlands



Amsterdam Schiphol Airport

Azerbaijan



The New Manag. Office of Ministry of Taxes

Turkey



Galataport İstanbul Project - Salıpazarı and Package Post Office

İstanbul Modern Art Museum

Turkey



Milgem-I Class Frigate  
Pakistan Milgem

Turkey



TOGG

Qatar



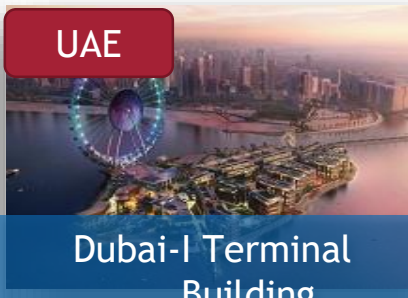
Al Khor Expressway

UAE



Abu Dhabi International Airport Terminal Building

UAE



Dubai-I Terminal Building

Qatar



Lusail Plaza Tower

Qatar



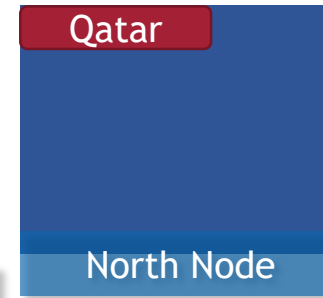
Semaisma West

Qatar



Katara Hotel

Qatar

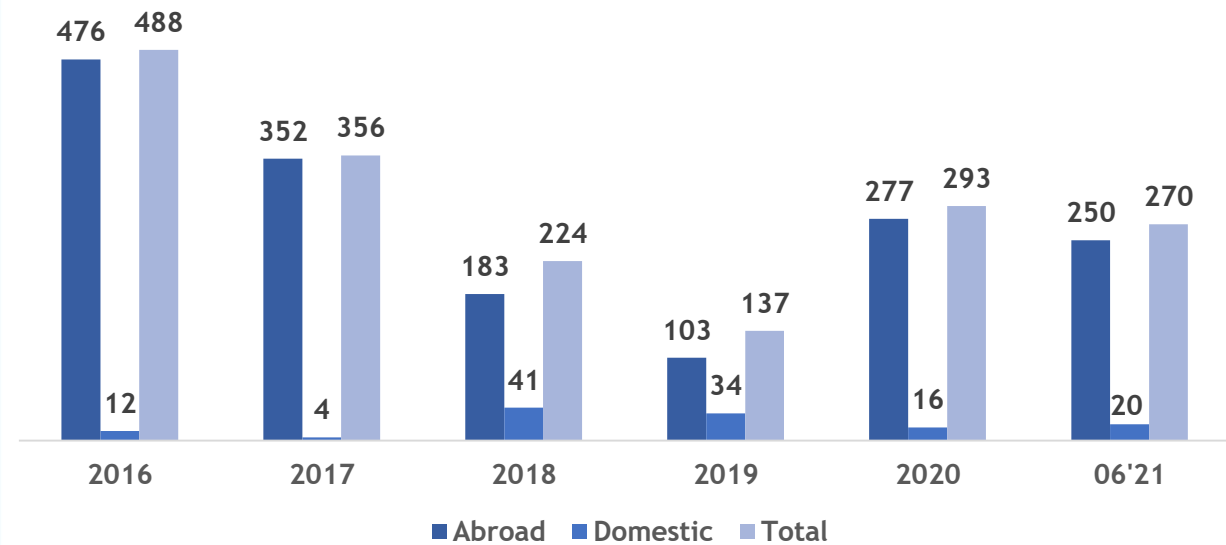


North Node

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

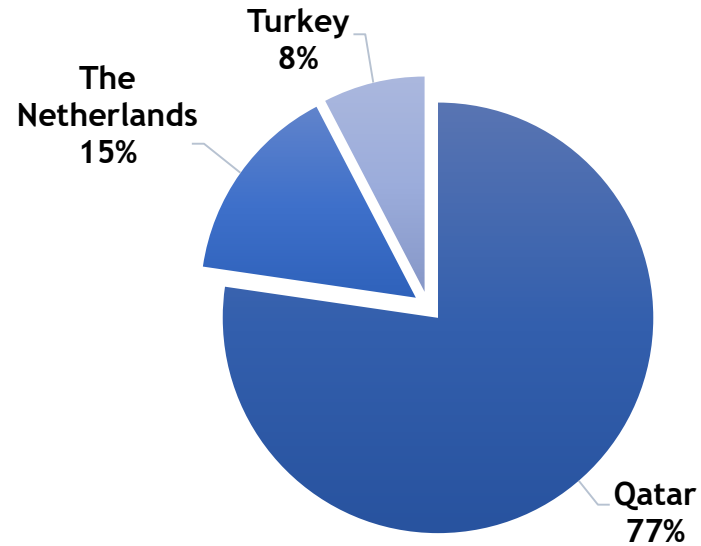
# Backlog

2021 Q2  
Backlog  
270 million \$



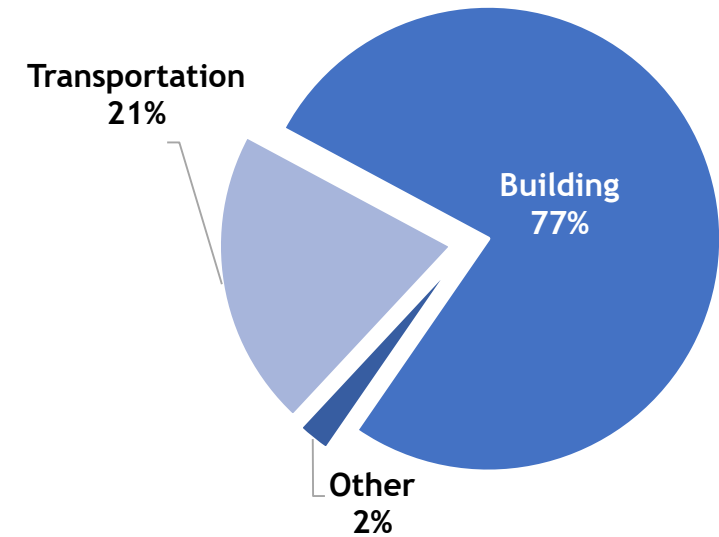
# Backlog Breakdown

## By Country



2-3 years average project completion period

## Project Types



# Segment Reporting

(Mio TRY) Before Elimination	Contracting	Real Estate
Revenue	366,3	9,5
Gross Profit/Loss	-31,5	8,4
EBITDA	-41,3	6,6
EBITDA Margin	-11,3%	69,3%
Total Assets	2.821,3	306,7
	↓	↓
Total Revenue Share	<b>%93,7</b>	<b>%2,4</b>
Total Assets Share	<b>%86,5</b>	<b>%9,4</b>

Summary Balance Sheet (TRY)	2021-Q2	2020	2019
Current Assets	1.624.496.435	1.275.969.640	1.056.120.784
Non-Current Assets	352.708.881	342.016.658	383.020.709
<b>Total Assets</b>	<b>1.977.205.316</b>	<b>1.617.986.298</b>	<b>1.439.141.493</b>
Short-Term Liabilities	1.352.815.995	1.034.189.723	768.425.086
Long-Term Liabilities	165.223.227	141.345.563	163.186.710
Total Liabilities	1.518.039.222	1.175.535.286	931.611.796
Equity	459.166.094	442.451.012	507.529.697
<b>Total Liabilites</b>	<b>1.977.205.316</b>	<b>1.617.986.298</b>	<b>1.439.141.493</b>

Ratios			
Current Ratio	1,20	1,23	1,37
Short-Term Debt / Equity	2,95	2,34	1,51
Short-Term Financial Debt / Total Financial Debt	0,82	0,78	0,66
Asset Turnover Ratio	0,20	0,46	0,72
Total Equity/Total Assets	0,23	0,27	0,35
Fixed Assets/Total Assets	0,18	0,21	0,27

## SUMMARY BALANCE SHEET

Summary Income Statement (TRY)	2021-Q2	2020-Q2	2020
Revenue	390.295.879	449.052.679	739.213.003
Gross Profit /Loss	-22.375.796	28.128.838	-64.809.029
Operating Profit/Loss	-4.292.306	17.790.362	-86.349.274
EBITDA	-658.814	21.075.843	-79.410.641
Net Period Profit/Loss	-52.969.631	-5.760.555	-142.173.131

Profit Margins (%)			
EBIT	-1,10%	3,96%	-11,68%
EBITDA	-0,17%	4,69%	-10,74%
Net Profit/Loss	-13,57%	-1,28%	-19,23%

# 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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