

ANEL ELEKTRİK

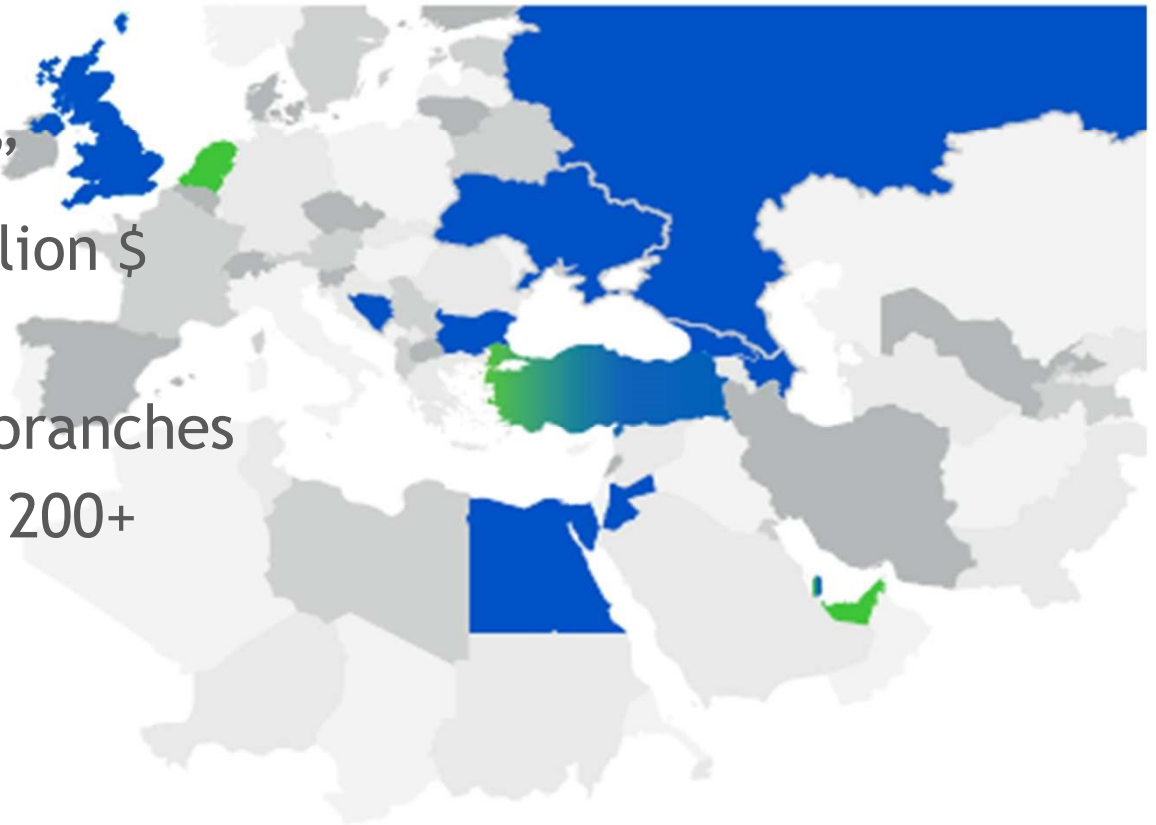
Investor Presentation

September 2021

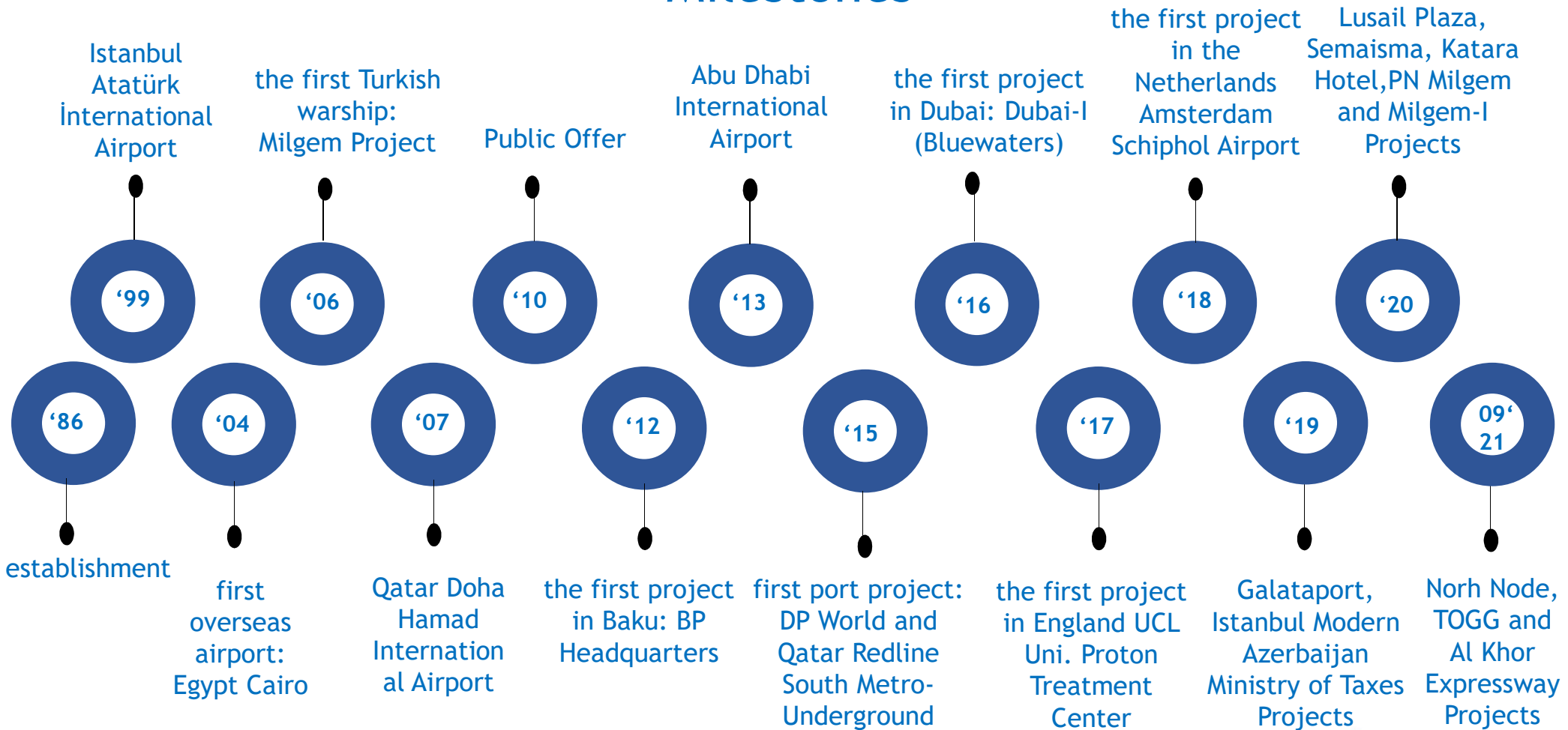


Overview

- Founded in 1986
- Public offer 2010 “ANELE”
- Revenue (2021 Q3) 78 million \$
- 1.959 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

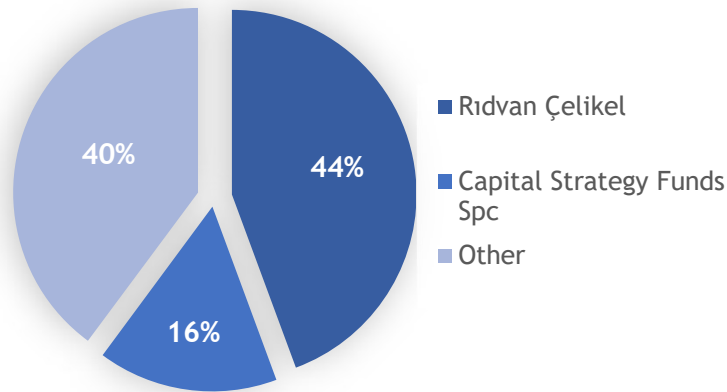
- Airports
- Roads
- Tunnels and Railway Systems
- Ports
- Hospitals
- Business Centers
- Shopping Malls

2 Real Estate



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

Shareholder Structure

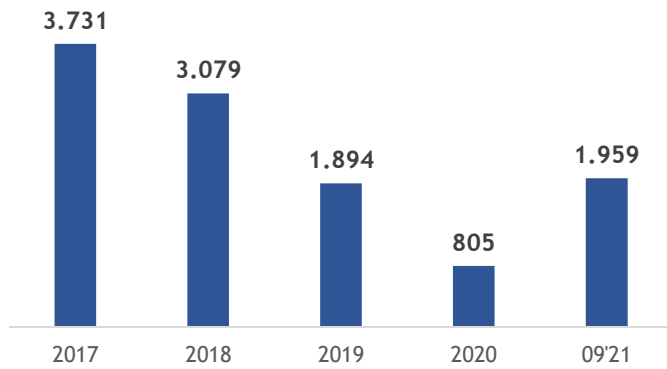


Subsidiaries & Branches

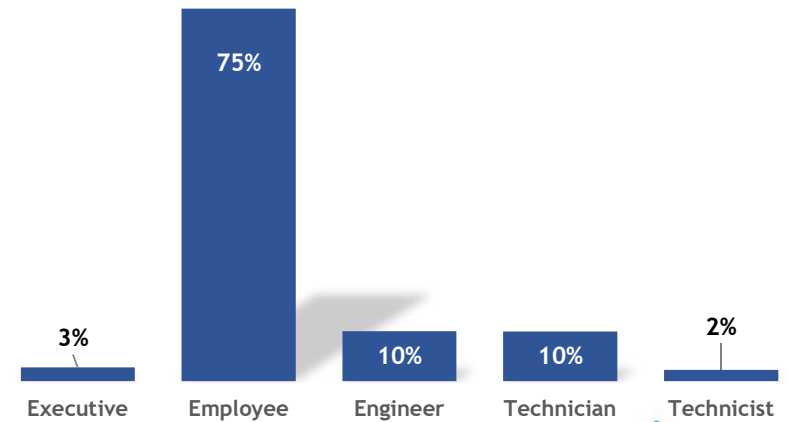
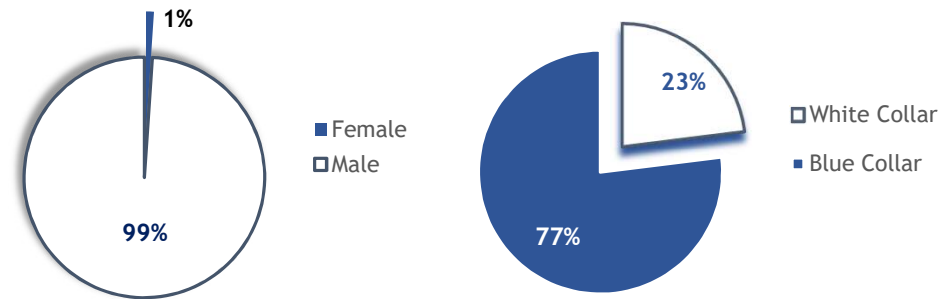
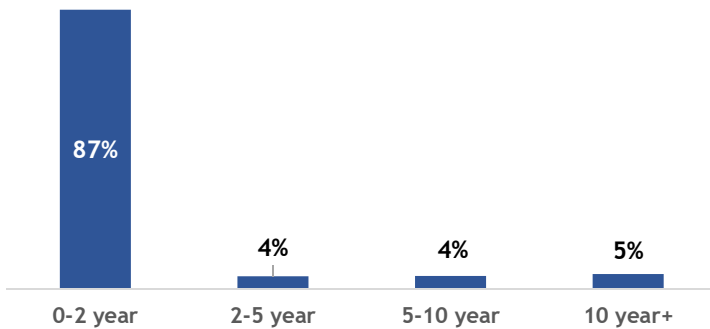
Subsidiaries	Country	Areas of Operations	Shareholder Ratio(%)
Anel Yapı Gayrimenkul A.S.	Turkey	Real Estate Purchase and Sale	52,5
Anel Marin Gemi Elektrik Elektronik Sistemleri	Turkey	Marine Electrical-Electronic Systems	93
Anelmep Maintenance & Operations LLC	Qatar	Design, Contracting and Maintenance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

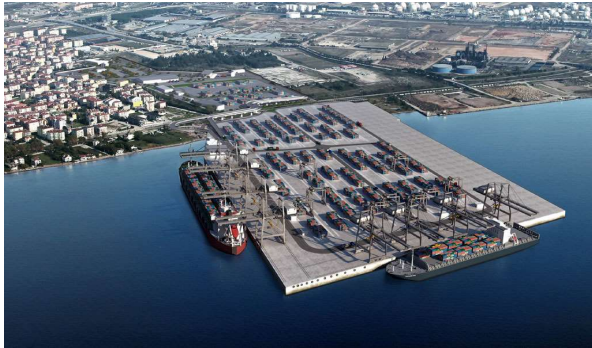
Trainings, risk assessment studies and emergency action plans for employee health and safety



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 Netherlands



Amsterdam Schiphol Airport

Azerbaijan



The New Manag. Office of Ministry of Taxes

Turkey



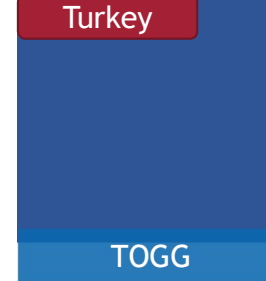
Galataport İstanbul Project - Salıpazarı and Package Post Office
İstanbul Modern Art Museum

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



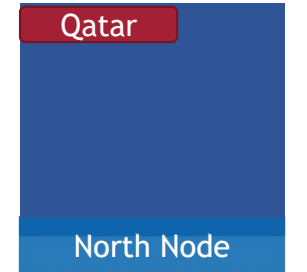
Semaisma West

Qatar



Katara Hotel

Qatar



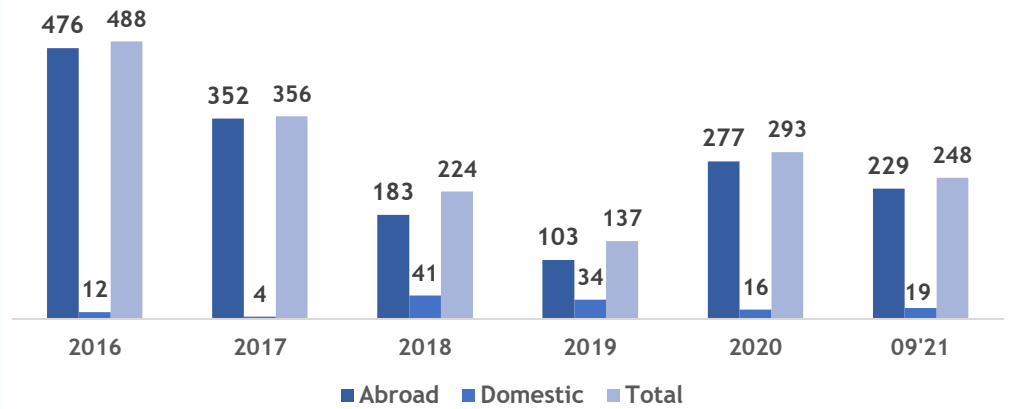
North Node

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Backlog

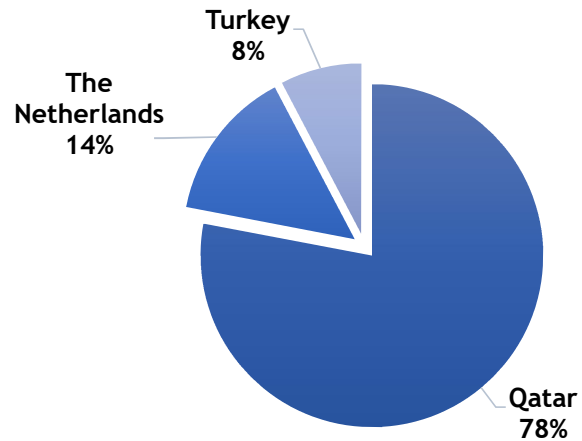
2021 Q3
Backlog

248 million \$



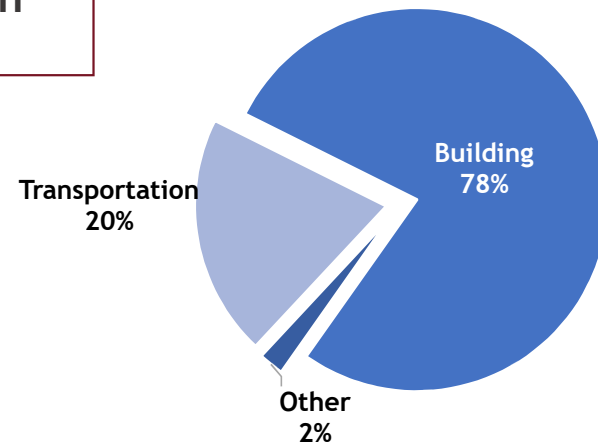
Backlog Breakdown

By Country



2-3 years average project completion period

Project Types



Segment Reporting

(Mio TRY) Before Elimination	Contracting	Real Estate
Revenue	596,6	14,5
Gross Profit/Loss	-39,0	13,2
EBITDA	-56,4	11,3
EBITDA Margin	-9,5%	77,8%
Total Assets	2.936,5	309,2
	↓	↓
Total Revenue Share	%94,2	%2,3
Total Assets Share	%86,7	%9,1

Summary Balance Sheet (TRY)	2021-Q3	2020	2019
Current Assets	1.714.091.711	1.275.969.640	1.056.120.784
Non-Current Assets	363.169.245	342.016.658	383.020.709
Total Assets	2.077.260.956	1.617.986.298	1.439.141.493
Short-Term Liabilities	1.470.051.983	1.034.189.723	768.425.086
Long-Term Liabilities	161.854.954	141.345.563	163.186.710
Total Liabilities	1.631.906.937	1.175.535.286	931.611.796
Equity	445.354.019	442.451.012	507.529.697
Total Liabilites	2.077.260.956	1.617.986.298	1.439.141.493

Ratios

Current Ratio	1,17	1,23	1,37
Short-Term Debt / Equity	3,30	2,34	1,51
Short-Term Financial Debt / Total Financial Debt	0,83	0,78	0,66
Asset Turnover Ratio	0,30	0,46	0,72
Total Equity/Total Assets	0,21	0,27	0,35
Fixed Assets/Total Assets	0,17	0,21	0,27

SUMMARY BALANCE SHEET

Summary Income Statement (TRY)	2021-Q3	2020-Q3	2020
Revenue	632.778.811	567.613.147	739.213.003
Gross Profit /Loss	-24.216.278	-37.796.591	-64.809.029
Operating Profit/Loss	-12.493.825	-48.322.968	-86.349.274
EBITDA	-7.056.319	-43.288.803	-79.410.641
Net Period Profit/Loss	-71.218.195	-97.922.605	-142.173.131
Profit Margins (%)			
EBIT	-1,97%	-8,51%	-11,68%
EBITDA	-1,12%	-7,63%	-10,74%
Net Profit/Loss	-11,25%	-17,25%	-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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