

ANEL ELEKTRİK

Investor Presentation

March 2022



Overview

- Founded in 1986
- Public offer 2010 “ANELE”
- Revenue (2022 Q1) 42 million \$
- 2.002 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

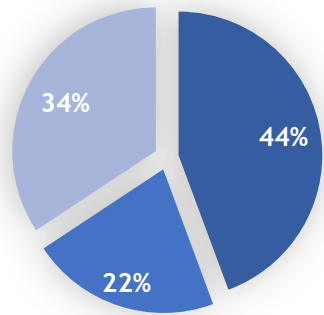
- Airports
- Roads
- Tunnels and Railway Systems
- Ports
- Hospitals
- Business Centers
- Shopping Malls

2 Real Estate



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

Shareholder Structure



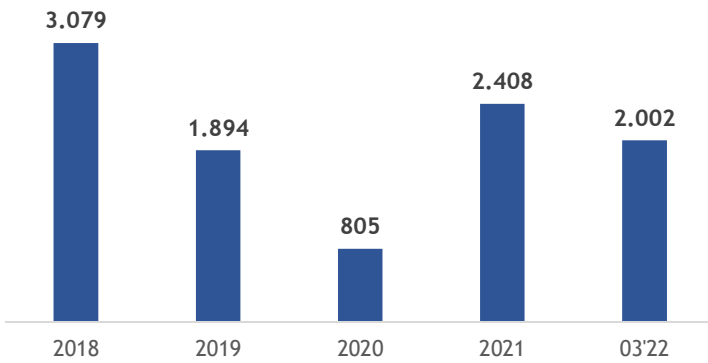
- Rıdvan Çelikel
- Capital Strategy Funds Spc
- Other

Subsidiaries & Branches

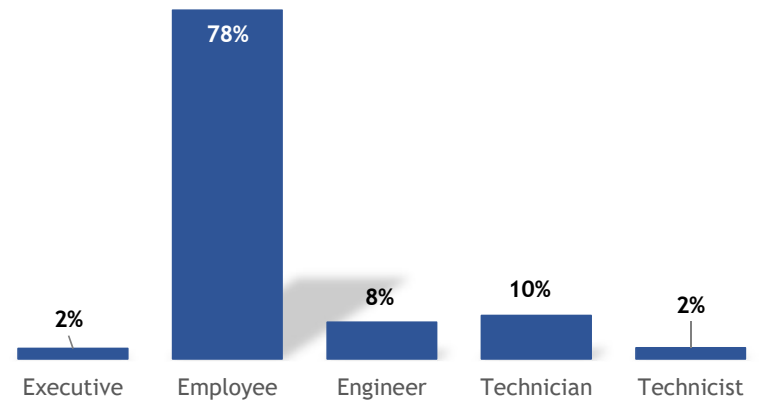
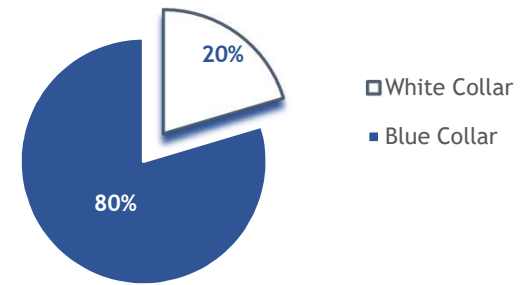
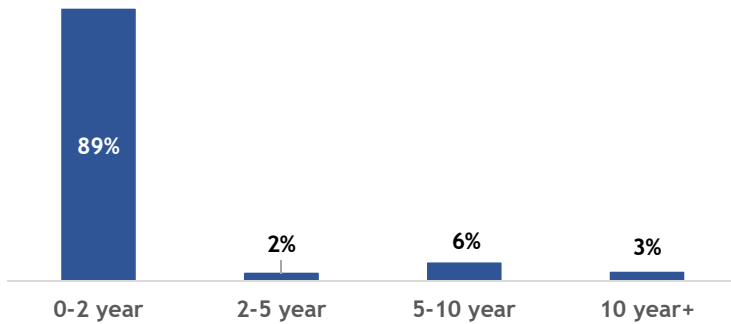
Subsidiaries	Country	Areas of Operations	Shareholder Ratio(%)
Anel Yapı Gayrimenkul A.S.	Turkey	Real Estate Purchase and Sale	52,5
Anel Marin Gemi Elektrik Elektronik Sistemleri	Turkey	Marine Electrical-Electronic Systems	93
Anelmep Maintenance & Operations LLC	Qatar	Design, Contracting and Maintenance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

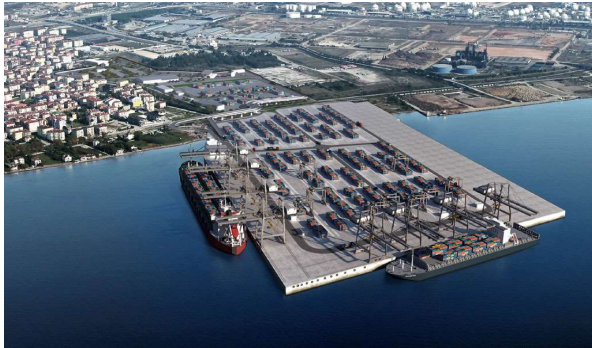
Trainings, risk assessment studies and emergency action plans for employee health and safety



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

Turkey



Galataport Istanbul Project - Salıpazarı and Package Post Office

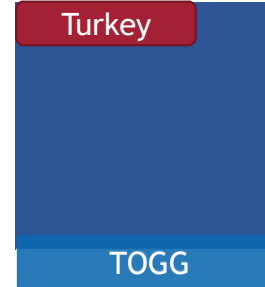
Istanbul Modern Art Museum

Turkey



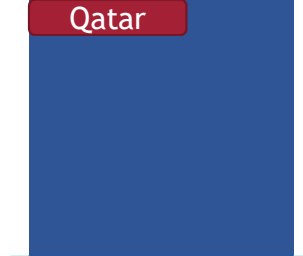
Milgem-I Class Frigate
Pakistan Milgem

Turkey



TOGG

Qatar



Al Khor Expressway

UAE



Abu Dhabi International Airport Terminal Building

Qatar



Lusail Plaza Tower

Qatar



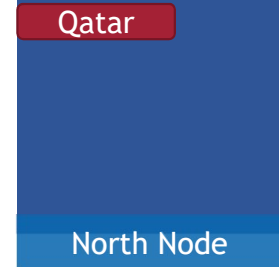
Katara Hotel

Qatar



Semaisma West

Qatar

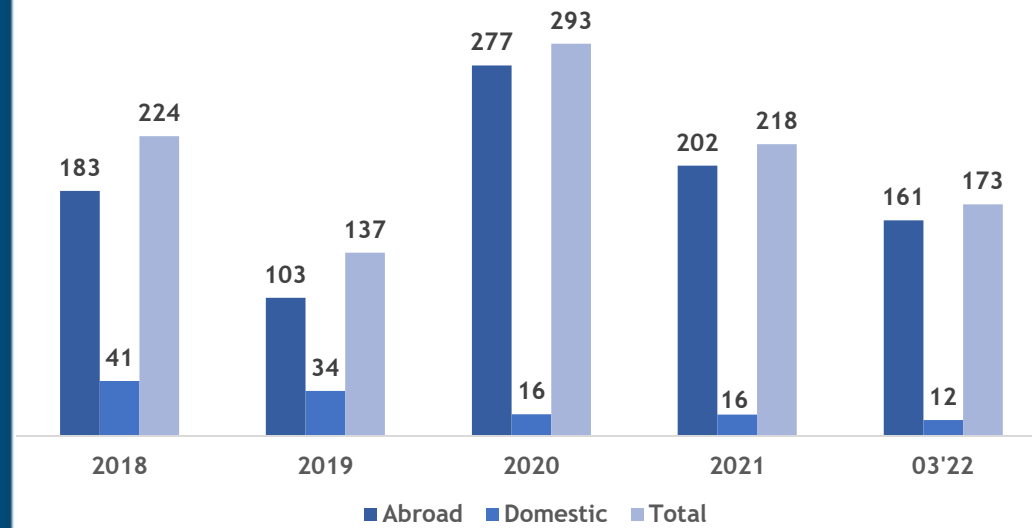


North Node

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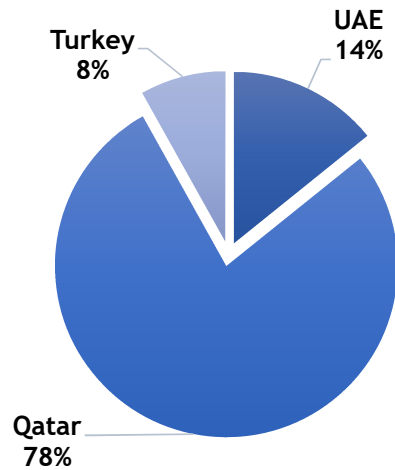
Backlog

2022 Q1
Backlog
173 million \$



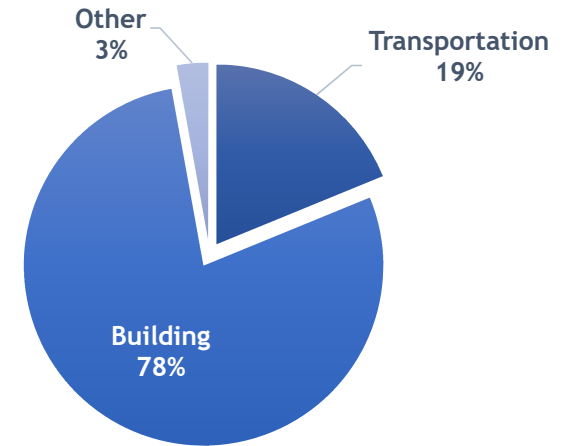
Backlog Breakdown

By Country



2-3 years average project completion period

Project Types



Segment Reporting

(Mio TRY) Before Elimination	Contracting	Real Estate
Revenue	567,4	5,6
Gross Profit/Loss	14,4	5,1
EBITDA	4,0	1,8
EBITDA Margin	%0,7	%32,4
Total Assets	4.974,7	358,5
	↓	↓
Total Revenue Share	%97,3	%1,0
Total Assets Share	%90,1	%6,5

Summary Balance Sheet (TRY)	2022	2021	2020
Current Assets	2.110.183.127	1.820.920.922	1.275.969.640
Non-Current Assets	1.556.815.011	1.434.280.903	342.016.658
Total Assets	3.666.998.138	3.255.201.825	1.617.986.298
Short-Term Liabilities	2.782.977.507	2.418.695.953	1.034.189.723
Long-Term Liabilities	199.325.540	191.539.880	141.345.563
Total Liabilities	2.982.303.047	2.610.235.833	1.175.535.286
Equity	684.695.091	644.965.992	442.451.012
Total Liabilites	3.666.998.138	3.255.201.825	1.617.986.298
Ratios			
Current Ratio	0,76	0,75	1,23
Short-Term Debt / Equity	4,06	3,75	2,34
Short-Term Financial Debt / Total Financial Debt	0,85	0,84	0,78
Asset Turnover Ratio	0,16	0,30	0,46
Total Equity/Total Assets	0,19	0,20	0,27
Fixed Assets/Total Assets	0,42	0,44	0,21

SUMMARY BALANCE SHEET

SUMMARY INCOME STATEMENT

Summary Income Statement (TRY)	2022/03	2021/03
Revenue	582.859.329	162.801.114
Gross Profit /Loss	18.942.182	-26.872.499
EBIT	2.493.945	-33.154.678
EBITDA	4.974.819	-31.401.276
Net Period Profit/Loss	-20.363.718	-32.971.286
Profit Margins (%)		
Gross Profit /Loss	3,25%	-16,51%
EBIT	0,43%	-20,37%
EBITDA	0,85%	-19,29%
Net Profit/Loss	-3,49%	-20,25%

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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