

# ANEL ELEKTRİK

Investor Presentation  
December 2022



## Overview

- Founded in 1986
- Public offer 2010 “ANELE”
- Revenue (2022) 150 million \$
- 658 employees
- 7 subsidiaries 3 overseas branches
- 3 continents 14 countries 200+ projects



# Milestones



# Business Segments

## 1 Contracting



Electric and mechanic contracting operations, management and maintenance services

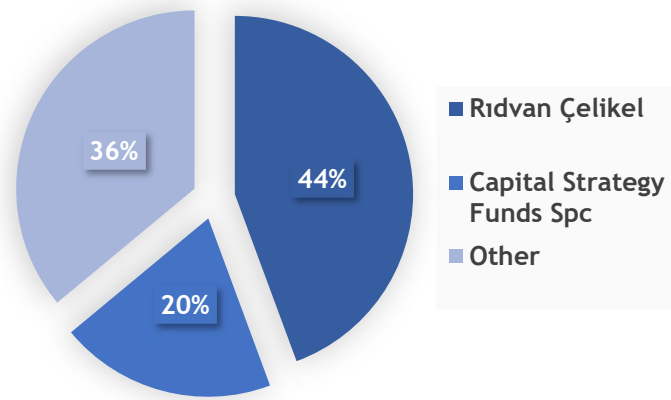
- Airports
- Roads
- Tunnels and Railway Systems
- Ports
- Hospitals
- Business Centers
- Shopping Malls

## 2 Real Estate



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

## Shareholder Structure

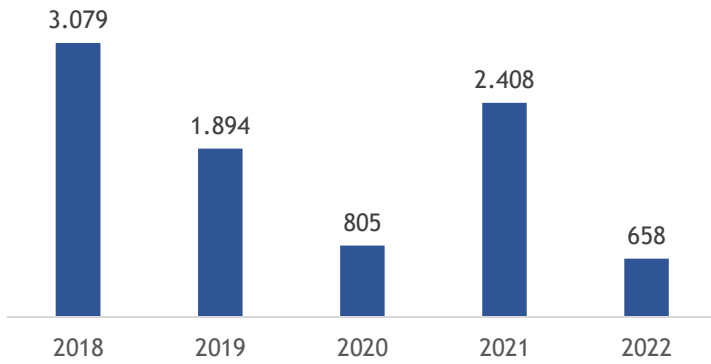


## Subsidiaries & Branches

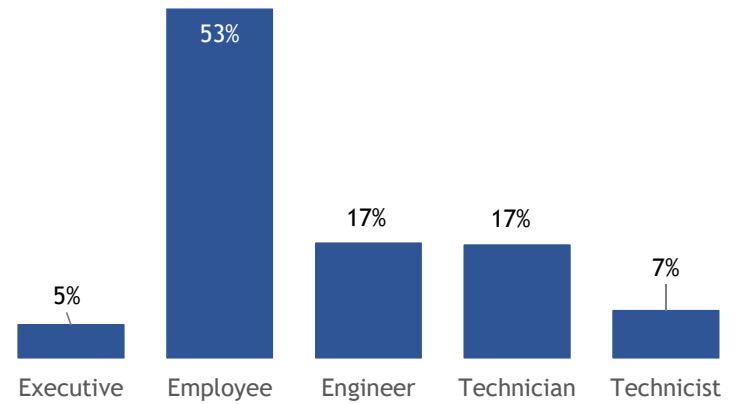
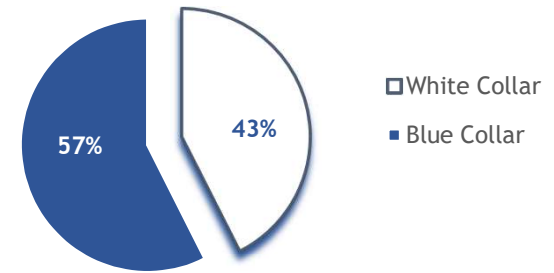
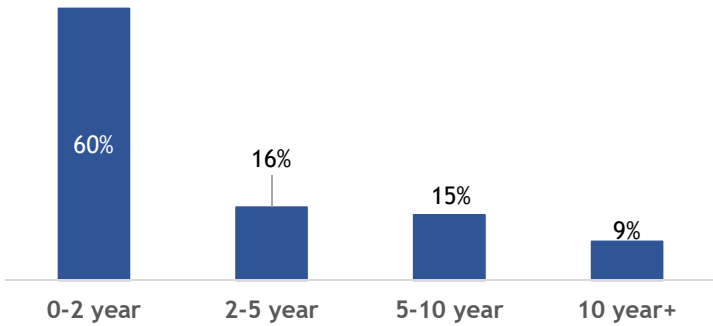
Subsidiaries	Country	Areas of Operations	Shareholder Ratio(%)
Anel Yapı Gayrimenkul A.S.	Turkey	Real Estate Purchase and Sale	52,5
Anel Marin Gemi Elektrik Elektronik Sistemleri	Turkey	Marine Electrical-Electronic Systems	93
Anelmep Maintenance & Operations LLC	Qatar	Design, Contracting and Maintenance	49
Anel Emirates General Contracting- Sole Proprietorship LLC	UAE	Electrical, Mechanical Contracting	100
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	

# Human Resources Profile

## Number of Employees



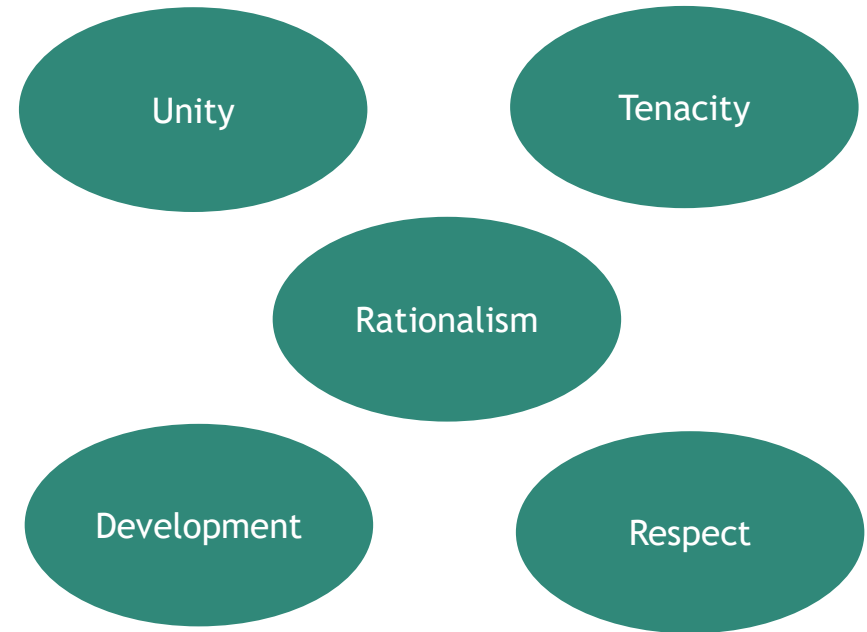
## Precedence



## 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



# 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

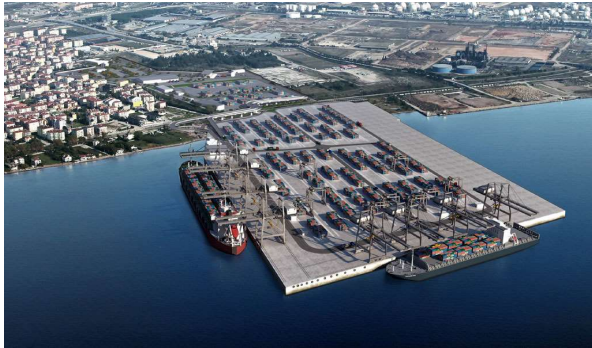


## Effective Cost and Management Planning

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



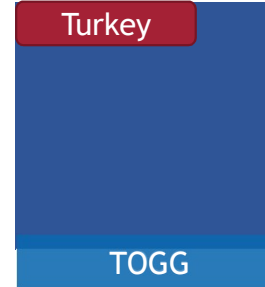
Galataport Istanbul Project  
- Salıpazarı and Package Post Office  
İstanbul Modern Art Museum

Turkey



Milgem-I Class Frigate  
Pakistan Milgem

Turkey



TOGG

Turkey



Teknosin

UAE



Abu Dhabi International Airport Terminal Building

Qatar



Lusail Plaza Tower

Qatar



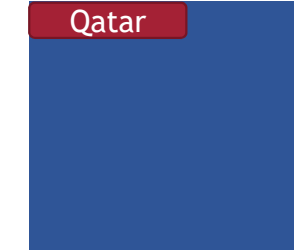
Katara Hotel

Qatar



Semaisma West

Qatar

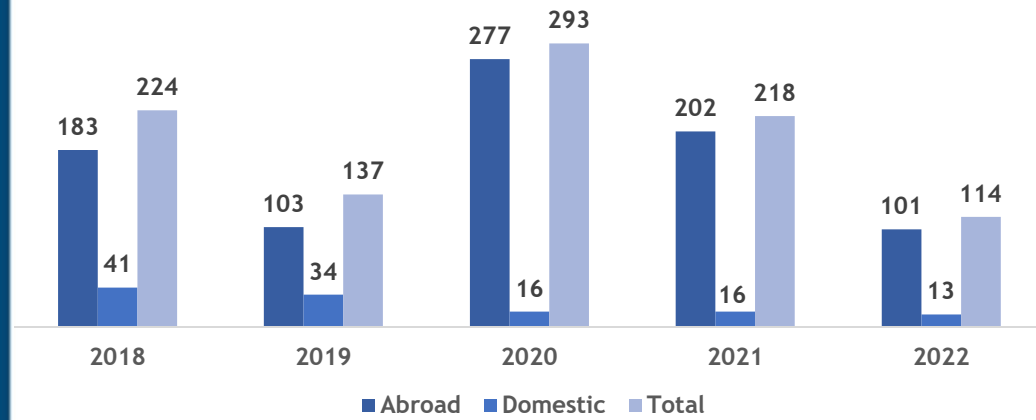


Al Khor Expressway

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

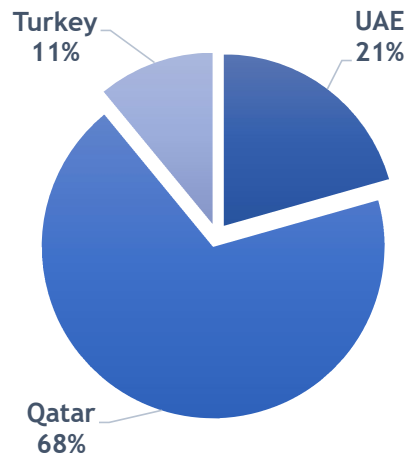
# Backlog

2022  
Backlog  
114 million \$



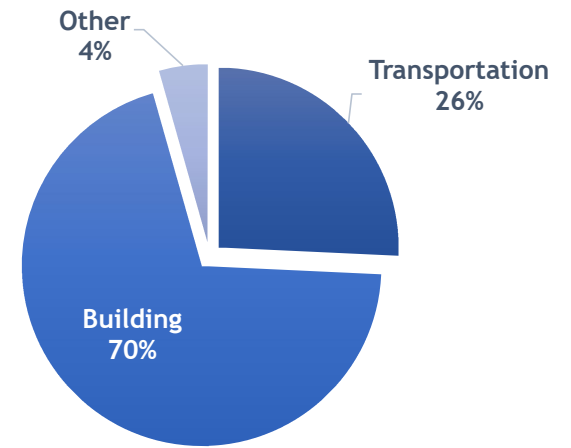
# Backlog Breakdown

## By Country



2-3 years average project completion period

## Project Types



## Segment Reporting

(Mio TRY) Before Elimination	Contracting	Real Estate
Revenue	2.379	26,5
Gross Profit/Loss	-232,9	21,5
EBITDA	-287,1	17,2
EBITDA Margin	-12,1%	64,8 %
Total Assets	5.822,6	1.093,2
	↓	↓
Total Revenue Share	96,1 %	1,1%
Total Assets Share	82,1 %	15,4%

Summary Balance Sheet (TRY)	2022	2021	2020
Current Assets	2.313.166.457	1.820.920.922	1.275.969.640
Non-Current Assets	2.585.607.715	1.434.280.903	342.016.658
<b>Total Assets</b>	<b>4.898.774.172</b>	<b>3.255.201.825</b>	<b>1.617.986.298</b>
Short-Term Liabilities	3.070.940.317	2.064.151.191	1.034.189.723
Long-Term Liabilities	782.390.843	546.084.642	141.345.563
Total Liabilities	3.853.331.160	2.610.235.833	1.175.535.286
Equity	1.045.443.012	644.965.992	442.451.012
<b>Total Liabilites</b>	<b>4.898.774.172</b>	<b>3.255.201.825</b>	<b>1.617.986.298</b>
Ratios			
Current Ratio	0,75	0,88	1,23
Short-Term Debt / Equity	2,02	2,04	1,28
Short-Term Financial Debt / Total Financial Debt	0,94	0,84	0,78
Asset Turnover Ratio	0,51	0,30	0,46
Total Equity/Total Assets	0,21	0,20	0,27
Fixed Assets/Total Assets	0,53	0,44	0,21

## SUMMARY BALANCE SHEET

Summary Income Statement (TRY)	2022	2021
Revenue	2.474.793.544	981.163.411
Gross Profit /Loss	-209.397.592	-60.277.263
EBIT	-276.738.589	-106.505.961
EBITDA	-267.434.786	-98.901.666
Net Period Profit/Loss	109.032.564	-123.026.436
Profit Margins (%)		
Gross Profit /Loss	-8,46%	-6,14%
EBIT	-11,18%	-10,86%
EBITDA	-10,81%	-10,08%
Net Profit/Loss	4,41%	-12,54%

## 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.”*

Adress: Anel İş Merkezi, Saray Mah. Site Yolu  
Caddesi, No:5/4 34768 Ümraniye / ISTANBUL /  
TURKEY

Tel +90 216 636 20 00

E-mail: [anel@anelgroup.com](mailto:anel@anelgroup.com)

[www.anelgroup.com](http://www.anelgroup.com)

[www.linkedin.com/company/anel-group](http://www.linkedin.com/company/anel-group)