

ANEL ELEKTRİK

Investor Presentation

September 2023



Overview

- Founded in 1986
- Public offer 2010 “ANELE”
- Revenue (2023 Q3) 58 million \$
- 550 employees
- 8 subsidiaries 3 overseas branches
- 3 continents 14 countries 200+ projects



Milestones



Business Segments

1 Contracting



Electric and mechanic contracting operations, management and maintenance services

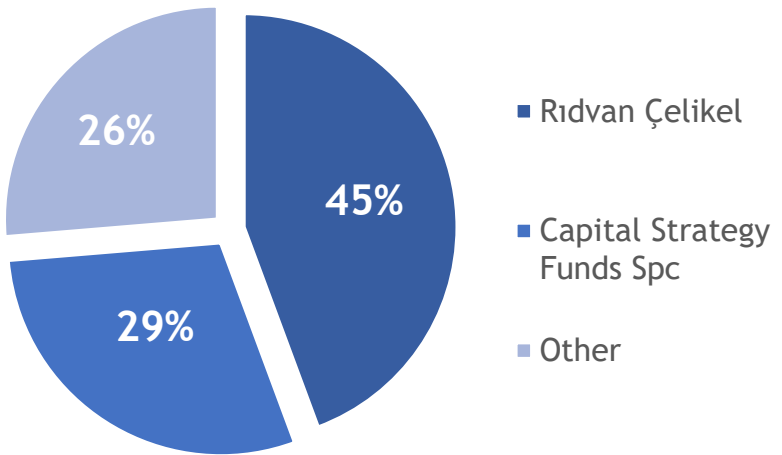
- Airports
- Roads
- Tunnels and Railway Systems
- Ports
- Hospitals
- Business Centers
- Shopping Malls

2 Real Estate



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

Shareholder Structure

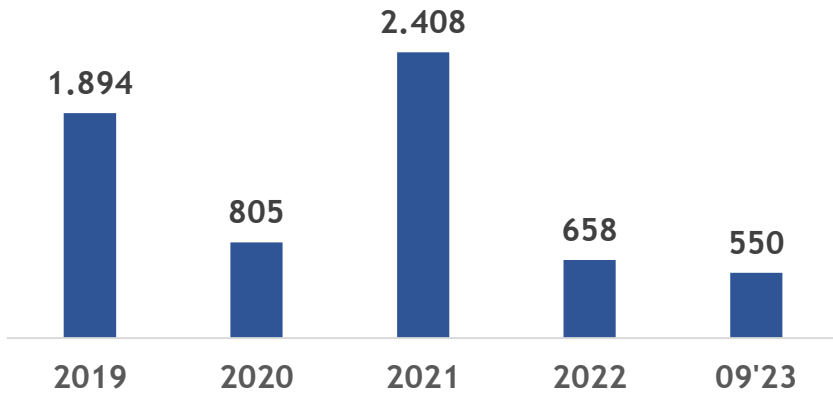


Subsidiaries & Branches

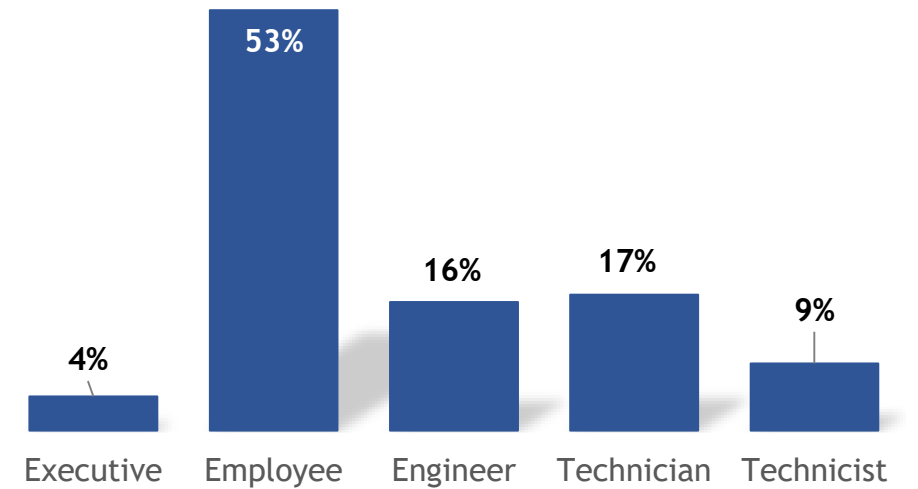
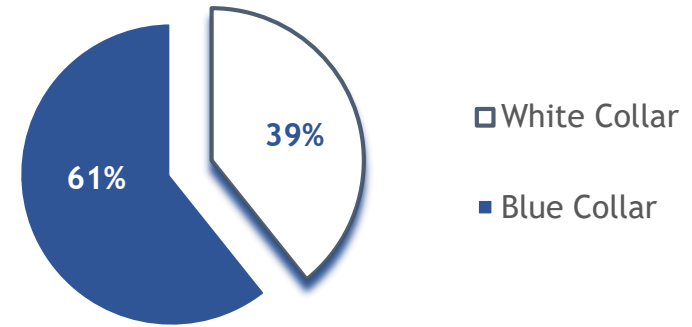
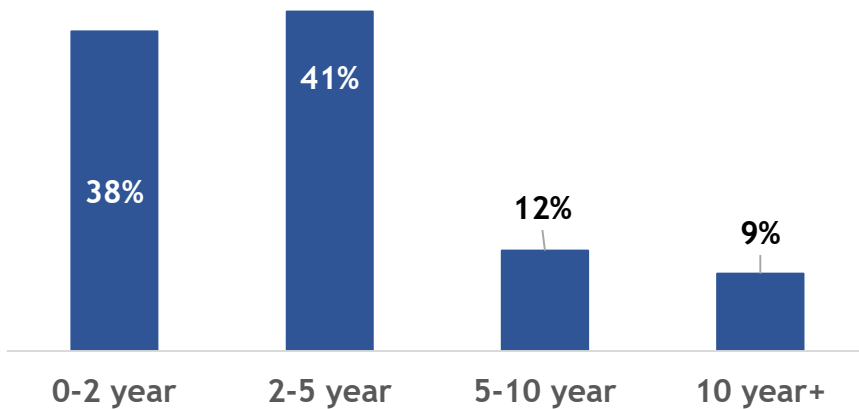
Subsidiaries	Country	Areas of Operations	Shareholder Ratio(%)
Anel Yapı Gayrimenkul A.S.	Turkey	Real Estate Purchase and Sale	52,5
Anel Marin Gemi Elektrik Elektronik Sistemleri	Turkey	Marine Electrical-Electronic Systems	93
Anelmep Maintenance & Operations LLC	Qatar	Design, Contracting and Maintenance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

Human Resources Profile

Number of Employees



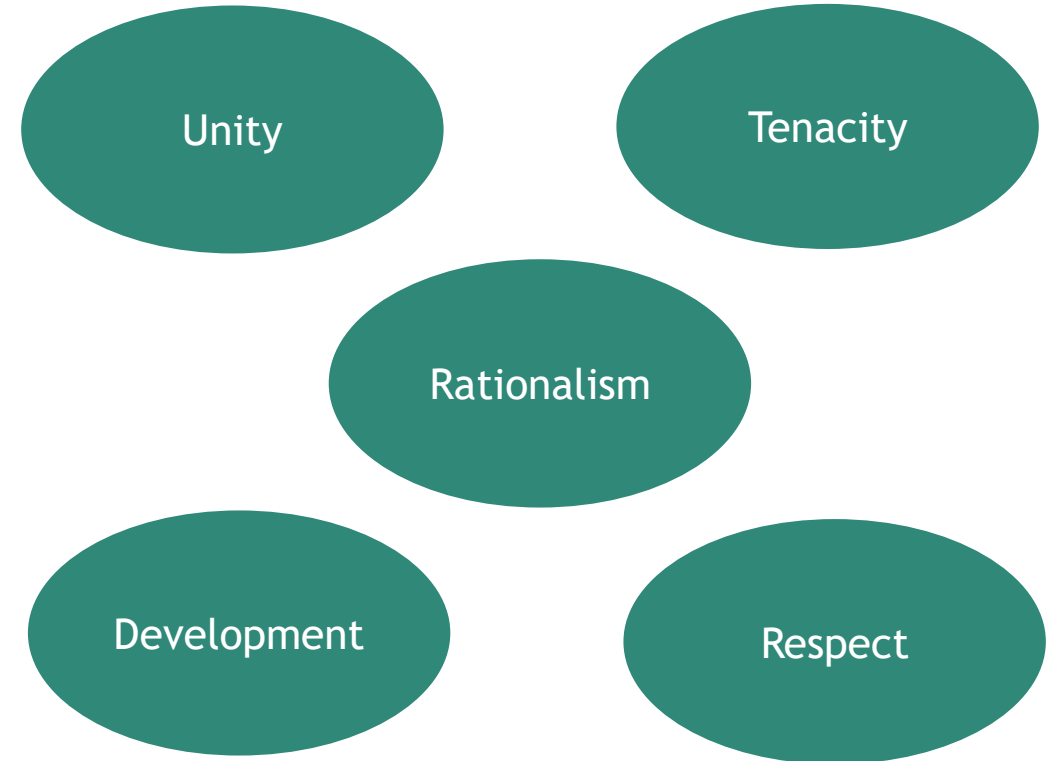
Precedence



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

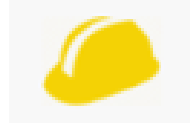


Why Us



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

Turkey



Galataport İstanbul Project
- Salıpazarı and Package
Post Office

İstanbul Modern Art Museum

Turkey



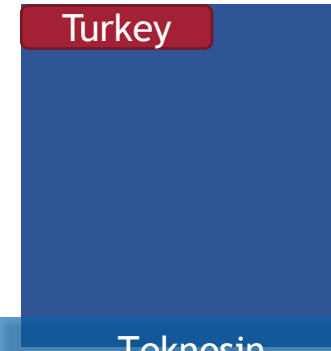
Milgem-I Class Frigate
Pakistan Milgem
Milgem 6-7-8

Turkey



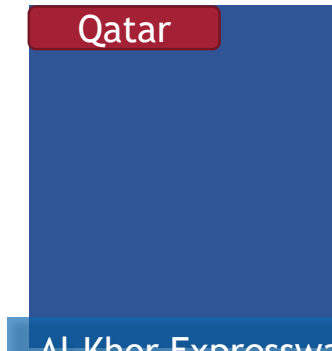
TOGG

Turkey



Teknosin

Qatar



Al Khor Expressway

UAE



Abu Dhabi International
Airport Terminal Building

Qatar



Lusail Plaza
Tower

Qatar



Katara Hotel

Qatar



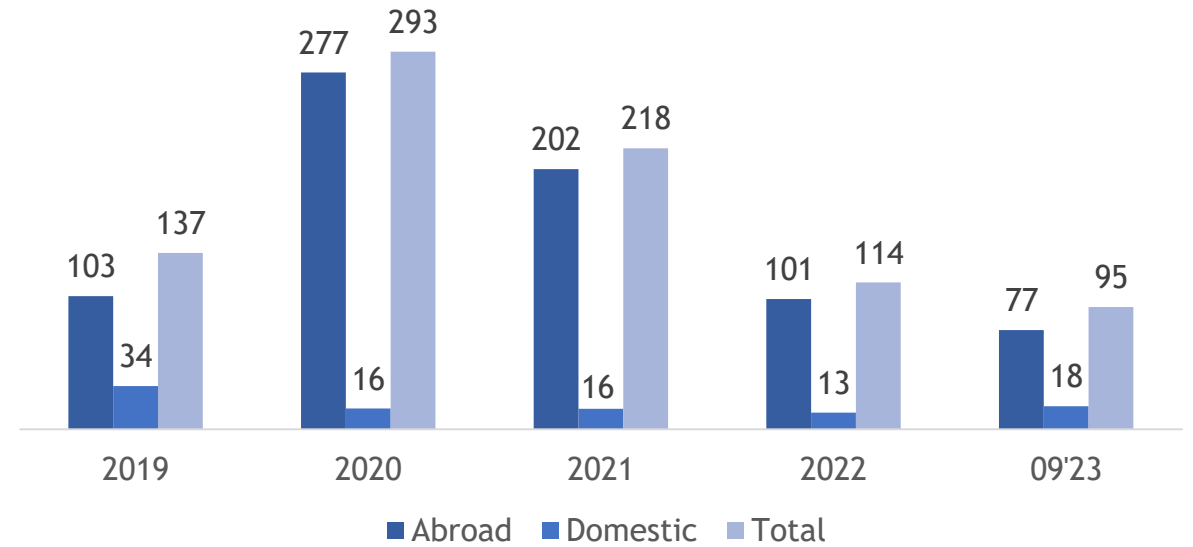
Semaisma West

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Backlog

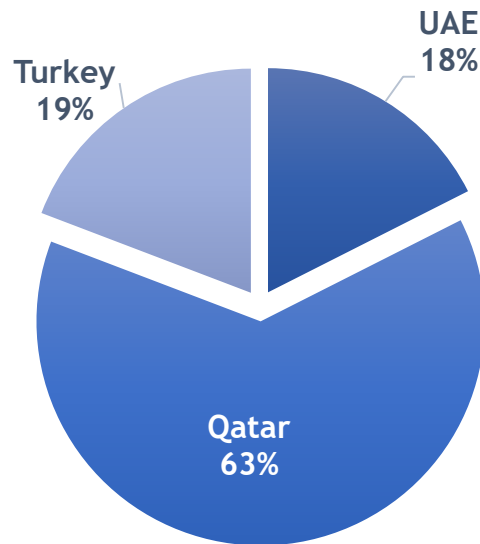
2023 Q3
Backlog

95 million \$



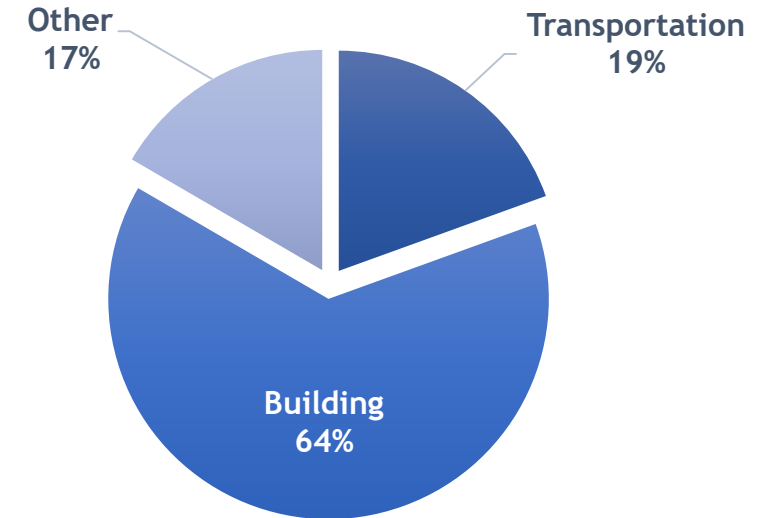
Backlog Breakdown

By Country



2-3 years average
project completion
period

Project Types



Segment Reporting

(Mio TRY) Before Elimination	Contracting	Real Estate
Revenue	1.171,7	33,5
Gross Profit/Loss	-8,4	27,4
EBITDA	-79,4	23,5
EBITDA Margin	-6,8 %	70,3 %
Total Assets	7.812,8	1.122,3
	↓	↓
Total Revenue Share	91,9 %	2,6%
Total Assets Share	85,3 %	12,3%

Summary Balance Sheet (TRY)	2023/09	2022	2021
Current Assets	3.007.389.029	2.313.166.457	1.820.920.922
Non-Current Assets	3.317.249.033	2.585.607.715	1.434.280.903
Total Assets	6.324.638.062	4.898.774.172	3.255.201.825
Short-Term Liabilities	3.242.112.147	3.070.940.317	2.064.151.191
Long-Term Liabilities	1.970.836.146	782.390.843	546.084.642
Total Liabilities	5.212.948.293	3.853.331.160	2.610.235.833
Equity	1.111.689.769	1.045.443.012	644.965.992
Total Liabilites	6.324.638.062	4.898.774.172	3.255.201.825

Ratios			
Current Ratio	0,93	0,75	0,88
Short-Term Debt / Equity	2,17	2,02	2,04
Short-Term Financial Debt / Total Financial Debt	0,39	0,94	0,84
Asset Turnover Ratio	0,20	0,51	0,30
Total Equity/Total Assets	0,18	0,21	0,20
Fixed Assets/Total Assets	0,52	0,53	0,44

SUMMARY BALANCE SHEET

SUMMARY INCOME STATEMENT

Summary Income Statement (TRY)	2023/09	2022/09
Revenue	1.274.690.075	2.094.465.290
Gross Profit /Loss	31.573.264	39.121.354
EBIT	-55.405.773	-10.314.717
EBITDA	-49.458.828	-3.129.354
Net Period Profit/Loss	-307.951.935	-138.664.227
Profit Margins (%)		
Gross Profit /Loss	2,48%	1,87%
EBIT	-4,35%	-0,49%
EBITDA	-3,88%	-0,15%
Net Profit/Loss	-24,16%	-6,62%

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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