

9 August
2023



1H23 Earnings Presentation

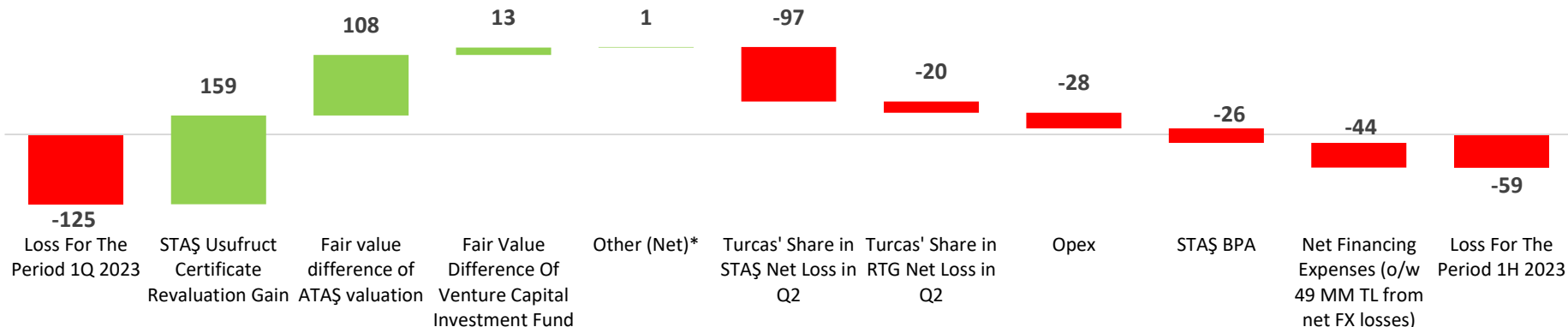


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2Q & 1H23 General Overview

Turcas Petrol IFRS Consolidated Net Income/Loss Bridging (2Q23) (MM TL)

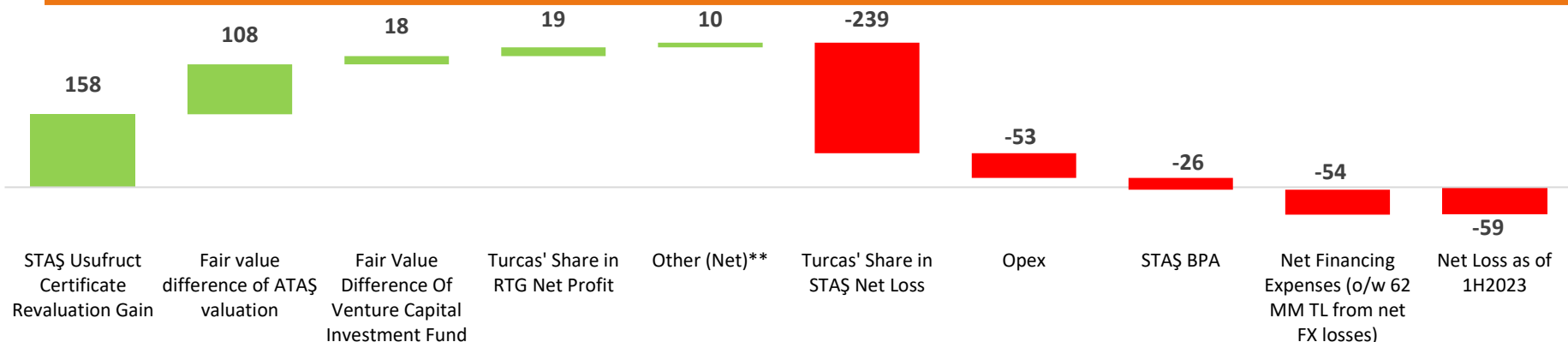
Turcas 2Q23
Net Profit: 66 MM TL



* Fixed asset sale gain (+5.1 MM TL), Rent & Service & Other income (+3.3 MM TL), Deferred Tax Expense (-6.7 MM TL) and Net other expenses (-0.5 MM TL)

Turcas Petrol IFRS Consolidated Net Income Bridging (1H23) (MM TL)

Turcas 1H23
Net Loss: -59 MM TL



** Fixed asset sale gain (+5.1 MM TL), Rent & Service & Other income (+5.6 MM TL), ECA Premium Reimbursement (+5.0 MM TL), Deferred Tax Expense (-6.2 MM TL) and Net other income (+0,3 MM TL)

2Q23 results were marked by below performance factors:

- (+) Revaluation gains from Usufruct Certificate amounting to 159 MM TL in 2Q23 and income from fair value difference of ATAŞ valuation (based on a study performed by a 3rd party independent valuation company) amounting to 108 MM TL in 2Q23;
- (-) RWE&Turcas's Quarterly Net Loss of -66 MM TL (Net Profit of 64 MM TL in 1H23) due to ca. 2 months long major maintenance at the Plant and abundant renewable energy generation in the market;
- (-) Shell&Turcas's Quarterly Net Loss of -325 MM TL mostly due to stock losses (ca -729 MM TL in 2Q23) and increased financing expenses in 2Q23;
- (-)/(+) Devaluation of the currency resulting in 49 MM TL Net FX Losses. However, FX impacts are decreasing (compared to previous years) thanks to well on track financial deleveraging (Slide#10).

At a glance – 1H23 & [2Q23]

Retail (Fuel Distribution & Lubricants)

VOLUME



3,836
ths m3
in 1H23⁽¹⁾

[2,043 ths m3 in 2Q]

NET SALES



68,394
MM TL
in 1H23

[35,747 MM TL in 2Q]

EBITDA



574
MM TL
in 1H23

[419 MM TL in 2Q]

NET PROFIT



-798
MM TL
in 1H23

[-325 MM TL in 2Q]

Electricity (Power Generation)



886 MM
kWh
in 1H23

[402 MM kWh in 2Q]



3,356
MM TL
in 1H23

[1,337 MM TL in 2Q]



197
MM TL
in 1H23

[119 MM TL in 2Q]



64
MM TL
in 1H23

[-66 MM TL in 2Q]

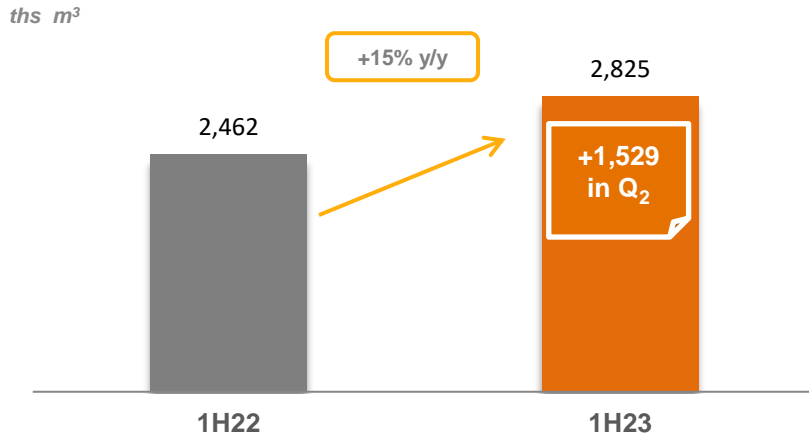
(1) Includes Onsite B2C Fuels, Onsite B2B Fuels, Commercial Fuels , LPG, Lubricants. Excluding Supply Third Party Sales.

Quarterly & YoY Segmental Analysis

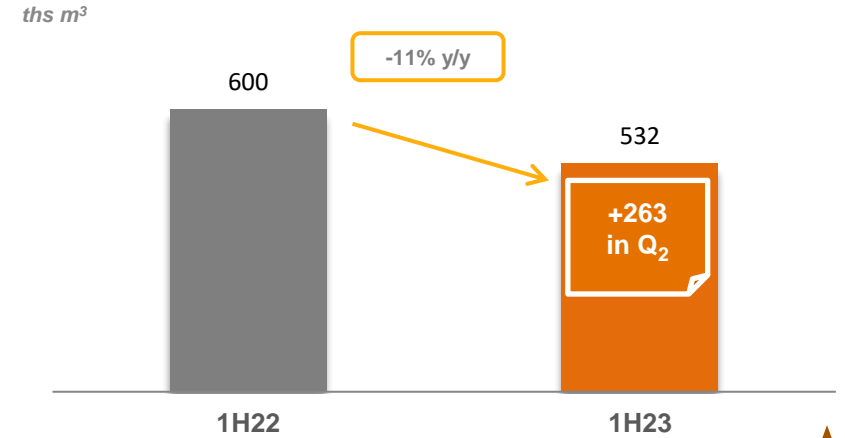
MM TL	Oil Segment			Energy Segment		
	Shell & Turcas (Turcas share: 30%)			RWE & Turcas (Turcas share: 30%)		
	Revenues	EBITDA	Net Profit/ Loss	Revenues	EBITDA	Net Profit/ Loss
1H23	68,394	574	-798	3,356	197	64
1H22	68,697	4,478	2,467	2,525	355	347
2Q23	35,747	419	-325	1,337	119	-66
2Q22	42,542	2,265	1,182	1,276	131	115

Shell & Turcas JV – 1H23 Key Operational Highlights

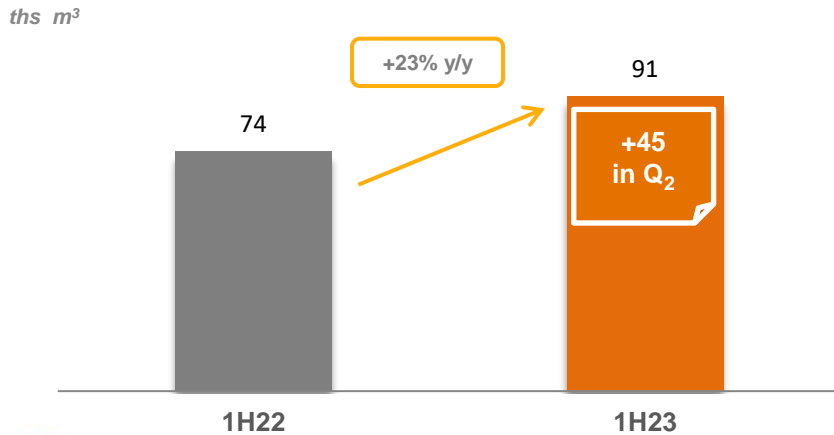
Onsite B2B + B2C Fuel Sales



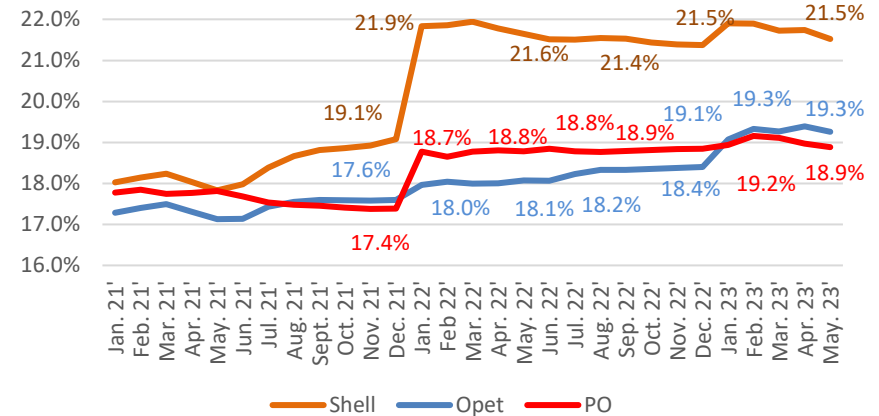
Commercial Fuel Sales



Lubricants Sales



Onsite Market Share Progress in 2021-2023 May ★ 1



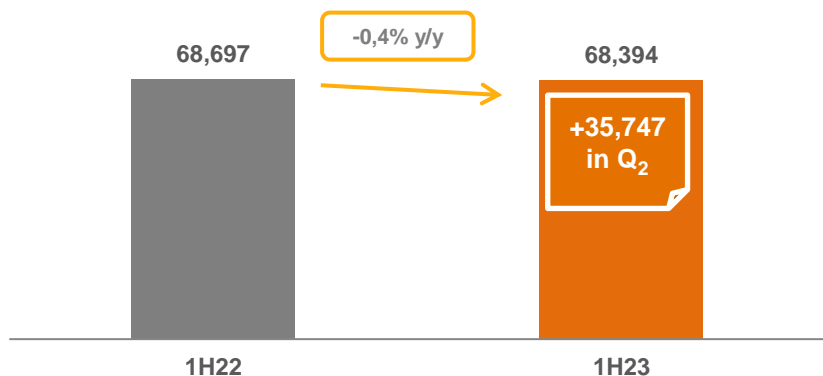
Source: STAŞ management reports. Market share info : EMRA



Shell & Turcas JV – 1H23 Key Financial Highlights

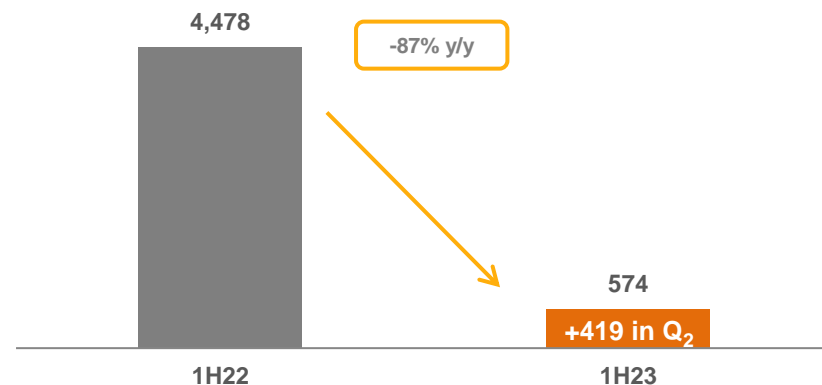
Net Sales

MM TL



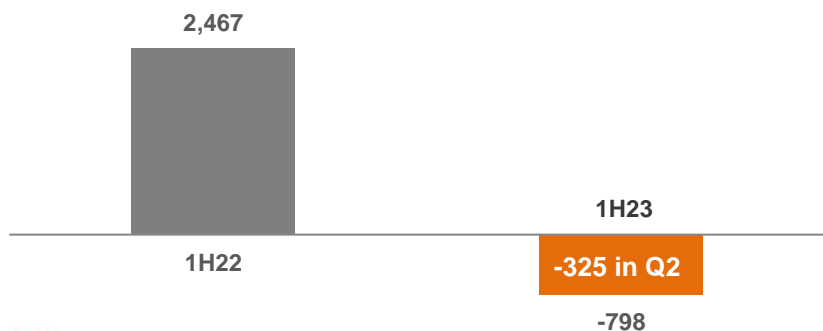
EBITDA

MM TL



Net Profit / Loss

MM TL



Shell & Turcas 2Q23 & 1H23 Highlights

- Total sales volume is up by 11% compared to the first half of the previous year.
- Despite the increase in volumes, net sales has been stable (with a very low decrease amounting to 0.4%) due to the decreased product prices in 1H23 compared to 1H22.
- Stock losses and increased financing expenses in both 2Q23 and 1H23 have resulted in low EBITDA generation and a Net Loss for both periods.
- 1H23 Net Loss of -798 MM TL includes stock losses of ca. -1,181 Million TL.

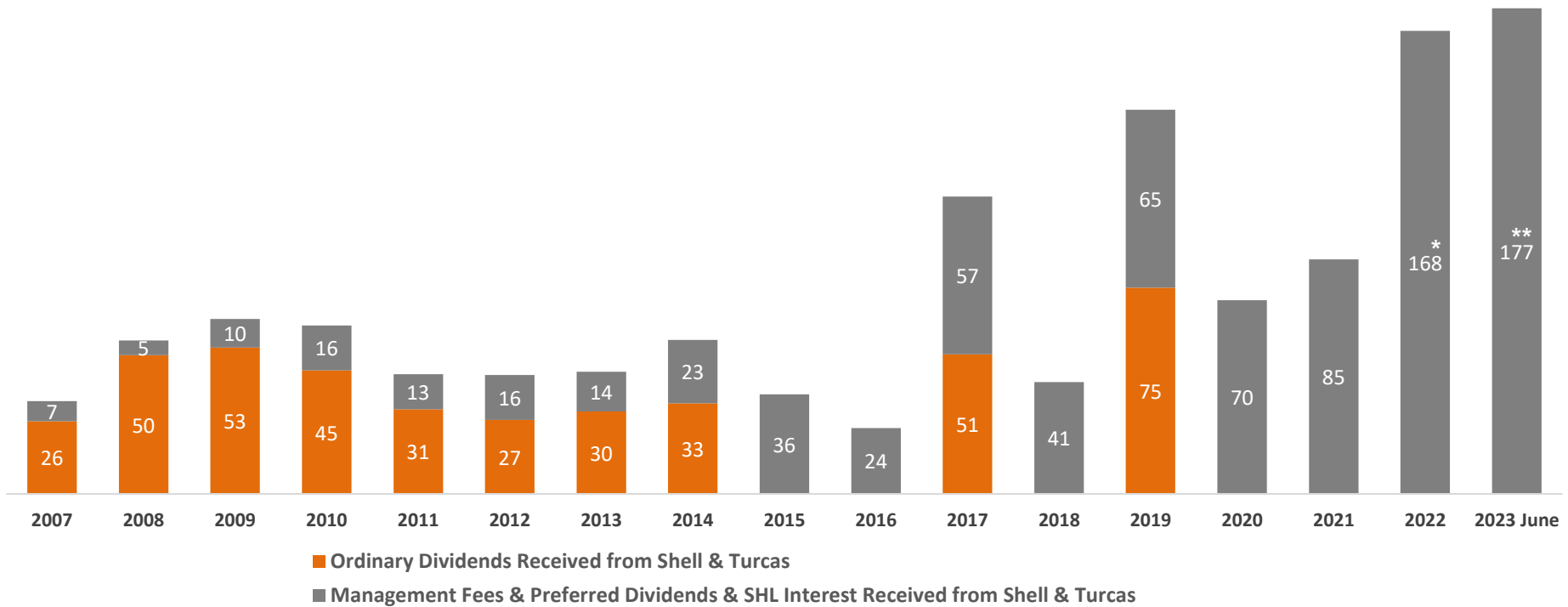


Source: STAŞ IFRS consolidated financials

Cash inflows from Shell & Turcas

Dividends & Management Fees & SHL Principal and Interest Received from Shell & Turcas

MM TL

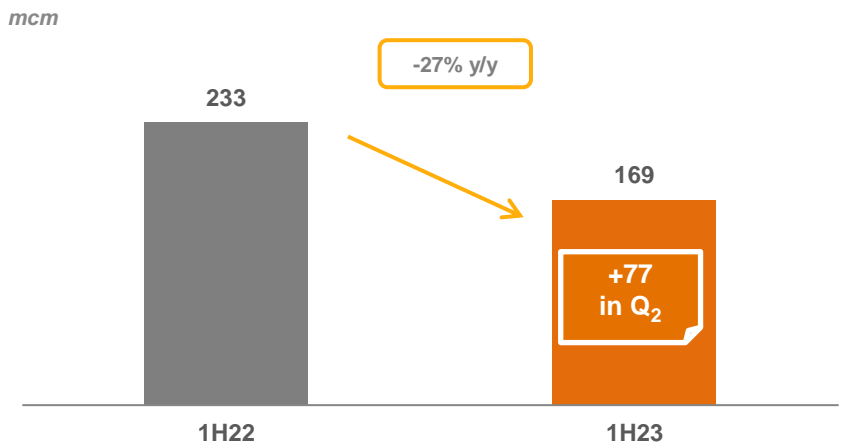


* Comprises of 82 MM TL of Shareholder Loan (Principal + Interest) Repayment plus 86.3 MM TL of Preferred Dividends (8 MM USD) net off BPA Payments (3.56 MM USD).

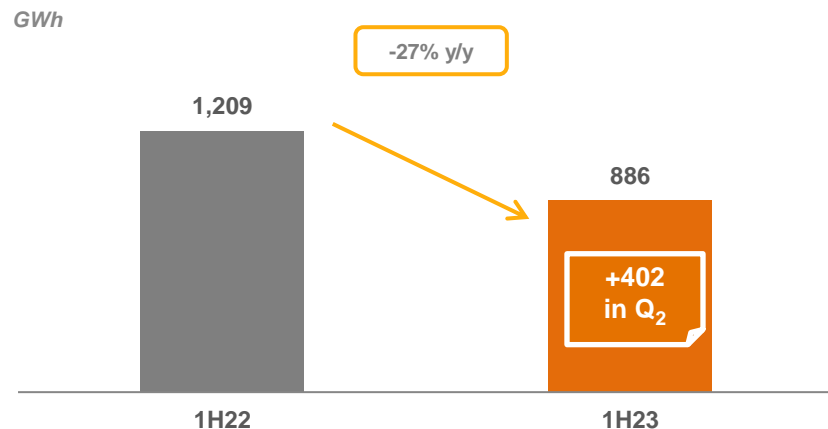
** Comprises of Preferred Dividends (8 MM USD) net off BPA Payments (1.2 MM USD).

RWE & Turcas JV – 1H23 Key Operational Highlights

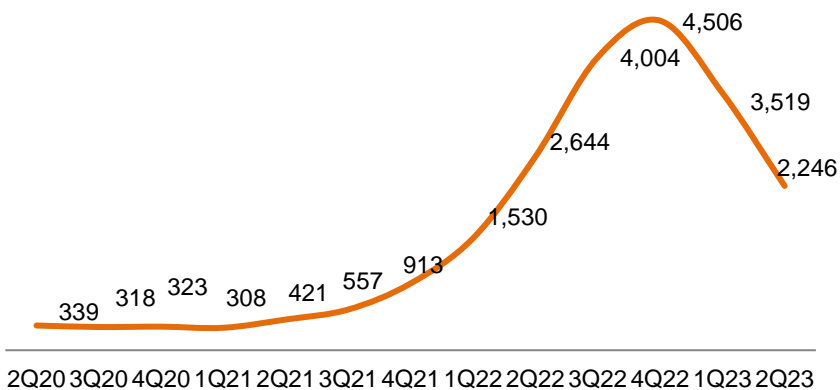
Gas Consumption



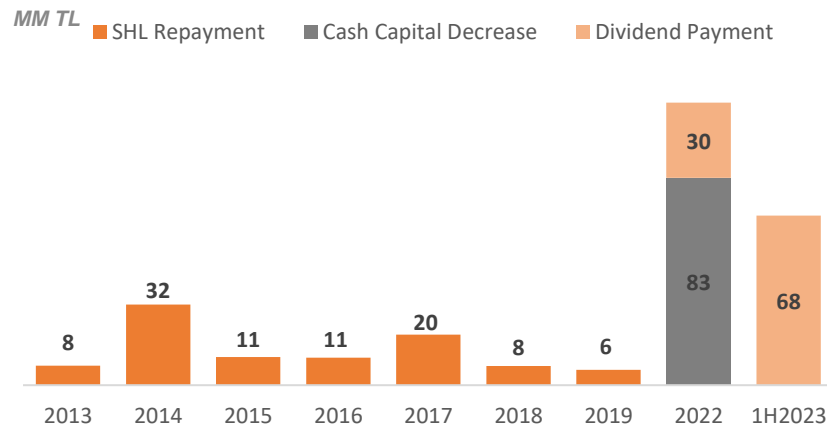
Electricity Generation



RTG Average Electricity Sales Price (TL/MWh)



Cash inflows to Turcas from RWE & Turcas JV



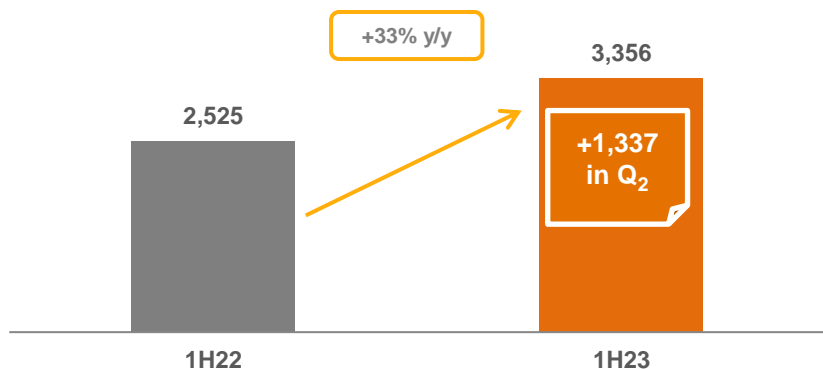
Source: RWE & Turcas management reports



RWE & Turcas JV – 1H23 Key Financial Highlights

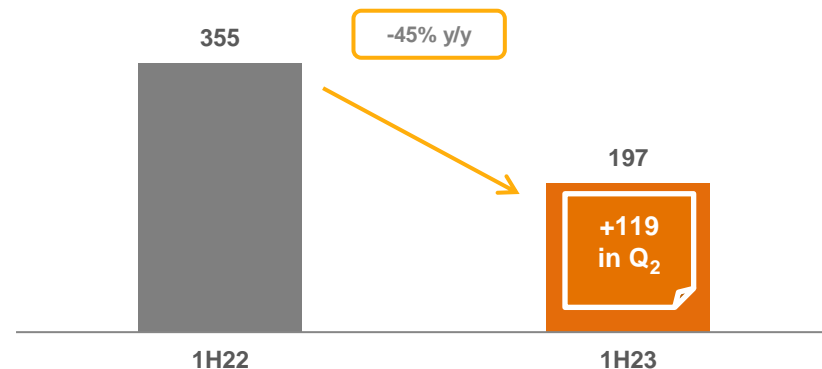
Net Sales

MM TL



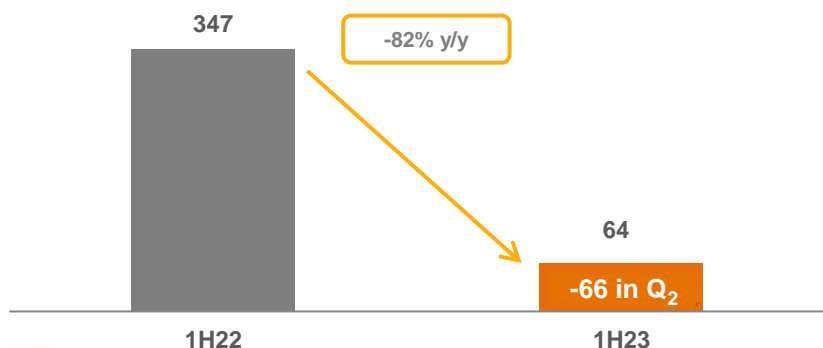
EBITDA

MM TL



Net Profit / Loss

MM TL



RWE & Turcas 2Q23 & 1H23 Highlights

- Despite the power generation has declined by 27% due to (i) outage of the plant for ca. 2 months long planned major maintenance and (ii) abundant renewable generation in Q2, net sales has increased by 33% supported by higher electricity prices in 1H23 compared to 1H22.
- Due to above factors; EBITDA and Net Profit decreased in 1H23 on y/y basis; with Net Profit in 1Q23 turning to Net Loss in 2Q23.
- Although RWE & Turcas generates financial income on its cash balances, significant increase in CIT and deferred tax expenses resulted in lower Net Profit compared to EBITDA.



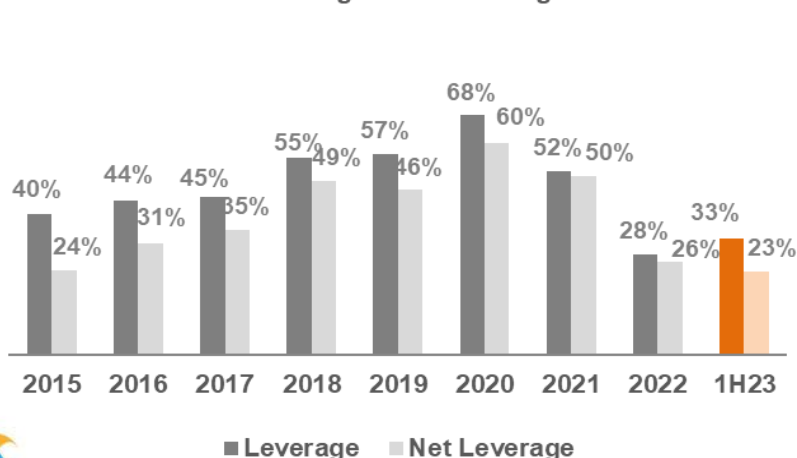
Source: RWE & Turcas IFRS consolidated financials.

Turcas Consolidated IFRS Summary BS & PL

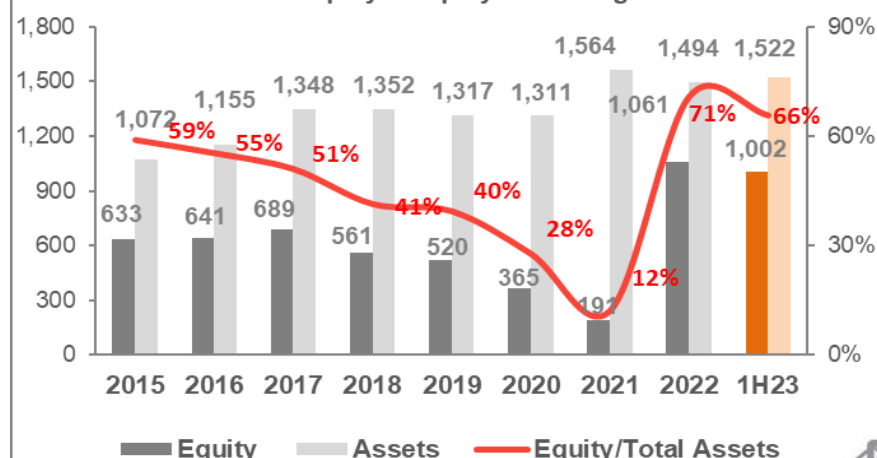
IFRS Consolidated Financial Statements & Financing Ratios

Balance Sheet , million TL	2022	1H2023	YTD	Income Statement, million TL	1H2022	1H2023	Y/Y
Cash & Cash Equivalents	32	142	351%	Revenues	0	0	n.m.
Associates (STAS & RTG)	1,127	840	-26%	Gross Profit	0	0	n.m.
Fixed Assets	25	25	2%	Operating Expenses	-23	-53	130%
Financial Investments (ATAŞ)	17	125	632%	Other Operational Income (Net)	-49	-15	-70%
Financial Assets (FMV of Usufruct Certificates, VCF investment)	278	369	32%	Operating Profit	-72	-68	6%
Total Assets	1,494	1,522	2%	Income from Investments	461	289	-37%
S - T Financial Liabilities (PF Loans for RTG)	85	188	121%	Income from Subsidiaries	844	-220	-126%
L - T Financial Liabilities (PF Loans for RTG)	335	310	-7%	Shell & Turcas	740	-239	-132%
Equity	1,061	1,002	-6%	RWE & Turcas	104	19	-82%
Total Liabilities & Equity	1,494	1,522	2%	Earnings Before Financing & Tax	1,233	7	-100%
Net Debt	389	356	-8%	Net Financial Losses	-23	-54	133%
				Net FX Losses	-23	-62	170%
				Net Income Before Tax	1,210	-53	-104%
				Deferred Tax Income/Loss	-5	-6	27%
				Profit From Suspended Operations (TKG)	57	0	n.m.
				Net Income/Loss	1,262	-59	-105%

Leverage & Net Leverage



Equity & Equity Financing



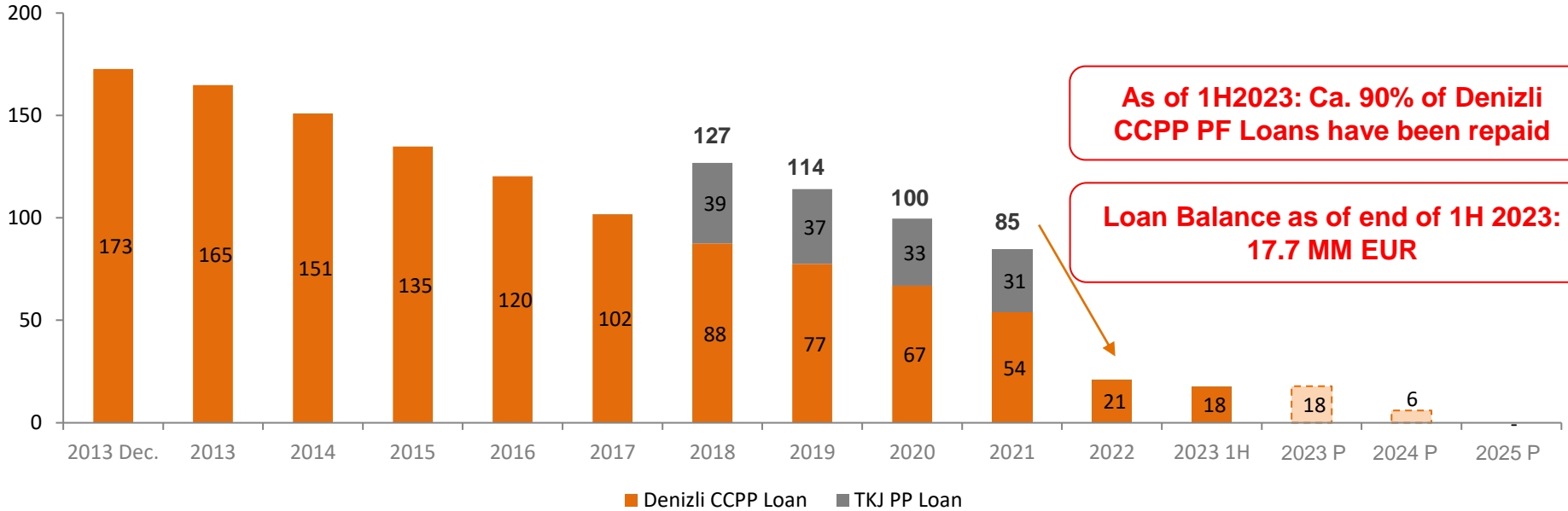
Note: Leverage = Financial Liabilities / Total Assets, Net Leverage = Net Debt / Assets



Financial Deleveraging Well On Track

MM EUR

Denizli CCPP +TKG PP Project Finance Loans Principal Outstanding Balance
(2024-25 Balances reflect the scheduled repayment plan)






Turcas Petrol sold its Geothermal Power Plant on February 14, 2022 to Albioma SA of France and as result, this investment's project finance loans of 31 MM EUR (as of 2021-end) were cleared from Turcas Balance Sheet.

Total Share Sales Proceeds of 24.3 MM USD were used for early debt repayments to the Denizli CCGT Lenders amounting to 19 MM EUR.

With 32.8 MM EUR loan repayments in 2022, Turcas' consolidated loan balance has decreased to 21.2 MM EUR by 2022-end. After the 240k EUR deduction from loan balance due to ECA risk premium decrease in 1Q23 and early repayment of 3.2 MM EUR principal amount (originally scheduled for December 2023) in June 2023, consolidated loan balance of Turcas has decreased to 17.7 MM EUR as of end of 1H23. As there is no principal repayment in 2H23 according to the current repayment schedule, the loan balance is expected to stay at 17.7 MM EUR by 2023 year-end.



2023 Guidance vs Realizations as of end of 1H23

	Guidance (as of 07 March 2023)	Updated guidance (as of 9 August 2023)	Difference	Realizations / Current (as of end of 1H2023)	Unit
Cash Inflows From Subsidiaries					
Shell & Turcas - Preferred Dividend <u>net off BPA</u> (fully collected in June 2023)	6.8	6.8	0.0	6.8 	MM USD
RWE & Turcas – Dividend Distribution (Turcas Share) (includes the dividend distribution in 1H23)	0	67.5	67.5	67.5 	MM TL
Operational Projections for RWE&Turcas					
RWE & Turcas – 2023 Electricity Generation Forecast (Reason for revision is the market conditions)	~3,000	~2,500	-500	886	GWh
RWE & Turcas – 2023 EBITDA Forecast	350 - 450	350 - 450	0	197	MM TL
Denizli CCPP Scheduled Loan Repayments					
Scheduled Principal Repayment of Denizli CCPP PF Loans (December 2023 principal amount has been early repaid in June)	3.2	3.2	0.0	3.2 	MM EUR
Turcas Indebtedness					
Year End Net Debt Forecast	16.0	16.0	0.0	12.7	MM EUR



Note: Guidance may be updated as per dividend discussions with JV partners in the following months.





Thank you!

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