

AG ANADOLU GROUP HOLDING

Investor Presentation

August 2021

ANADOLU GROUP

OUR FOUNDING PHILOSOPHY

 $\begin{array}{c} & & & \\ & & & & \\ & & & \\ & & & & \\ & & & \\ & & & & \\ & & & & \\ & & & & \\ & & & & \\ & & & & \\ & & & & \\ & & & & \\ & & & & \\ & & & & \\ & & & & \\ & & & & \\ & & & & \\ & &$

OUR VALUES





WE MANAGE OUR BUSINESS WITH A FAIR AND EGALITARIAN APPROACH



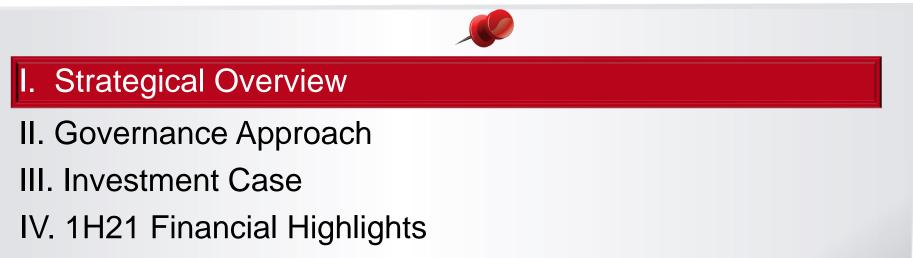
WE LEAD INNOVATION WITH OUR ENTREPRENEURIAL SPIRIT



WE STRIVE TO PRODUCE VALUE IN A SUSTAINABLE MANNER



Contents



- V. Segmental Operational and Financial Summary
- VI. Financial Summary



Strong roots and extensive coverage

Founded **1950**

19

Countries

Turkey, Germany, Azerbaijan, Belarus, Georgia, Netherlands, Iraq, Kazakhstan, Kyrgyzstan, Turkish Republic of Northern Cyprus, Macedonia, Moldova, Pakistan, Russia, Syria, Tajikistan, Turkmenistan, Ukraine, Jordan

~80.000 Employees **66** Production facilities

9

Sectors

Beer, soft drink, retail, agriculture, automotive, stationary, quick-service restaurants, real estate, energy

80+ Countries exported to Turnover of TL 62,1 bn in FY2020

companies

company

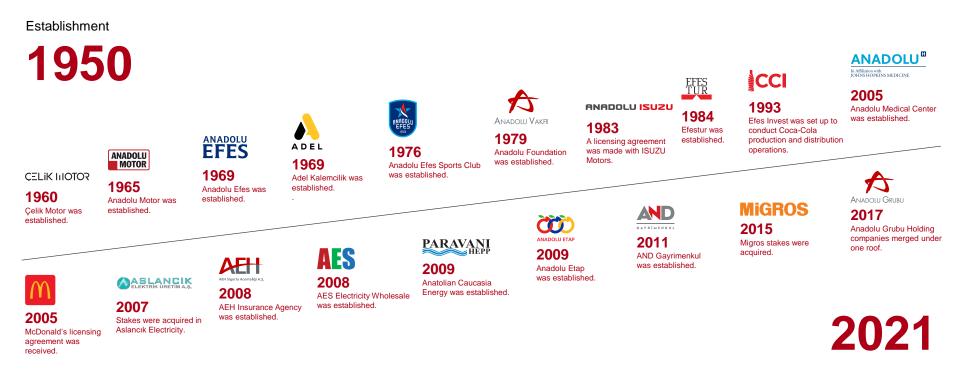
Quoted on Borsa Istanbul (BIST) incl. the Holding

companies listed on BIST Corporate Governance index

Companies published Sustainability reports

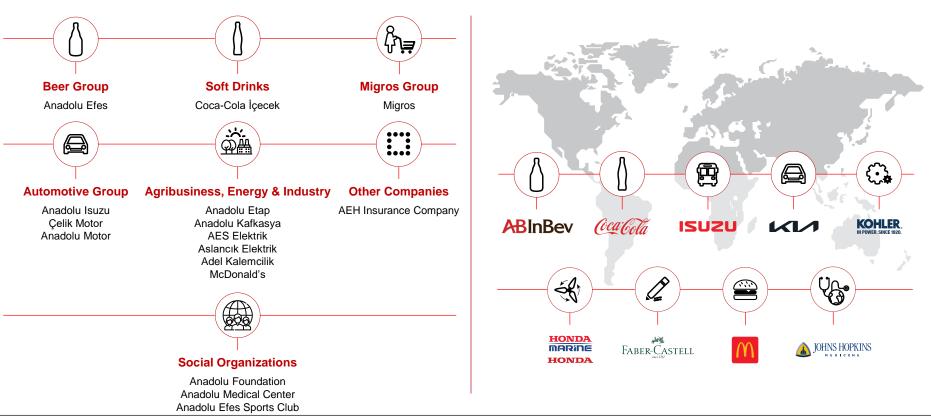


Well-structured track





Different sectors and companies with prominent int. partners





6



In summary





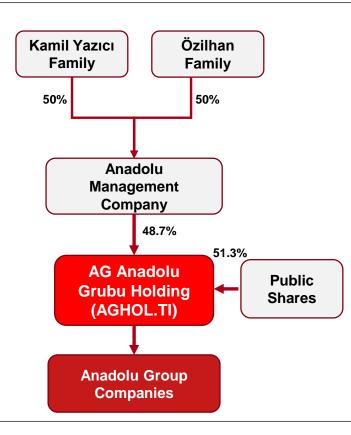


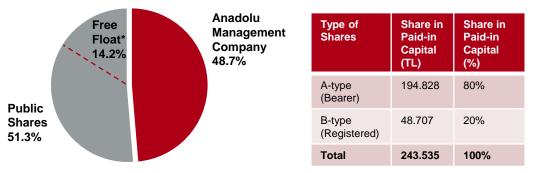


- I. Strategical Overview
- II. Governance Approach
- **III.** Investment Case
- **IV. 1H21 Financial Highlights**
- V. Segmental Operational and Financial Summary
- VI. Financial Summary



Shareholding Structure





- Equal shareholding and equal representation by the founding Kamil Yazıcı and Özilhan Families is designed in Anadolu Management Company (AMC).
- > The families' aligned interests due to equal rights through AMC ensures sustainable value creation.
- > Almost all wealth of the families' is invested in Anadolu Group
- > 47% of free float held by international investors.
- Anadolu Management Company holds total of B-type shares and some portion of A-type shares. The portion of A-type shares that does not belong to Anadolu Management Company are held by individual family shareholders and free float.

*Free float is presented based on non-family held public shares.



Corporate Governance

• Families' joint control is in effect through all legal aspects;

• Kamil Yazıcı Family and Özilhan Family's joint control and equal representation at the board of every company in Anadolu Group is established through a family constitution (including a JV agreement and internal procedures).

• Families only assume board level responsibility;

- On the board of AGHOL, there are 4 board members-quota for Kamil Yazıcı Family and 4 board-members quota for Özilhan Family. There are additional 4 independent board members as required by CMB legislations.
- Strong professional/independent view is enabled via having the majority of the seats at the boards of the subsidiaries from professionals/independents,
- There is only a limited quota for family members for employment in Group companies.

• Professional top management is secured;

- Professional operational management is required for all key positions (Holding CEO, BU&Function Presidents and all GMs).
- The highly experienced and recognized top management with broad vision ensures the sustainability of the Group and focuses on the shareholder value creation.
- The management is incentived through certain KPI's, including ST targets mainly concentrated on net income, FCF and long-term targets based on shareholder value creation linked to Equity Value and stock performance.







- I. Strategical Overview
- II. Governance Approach

III. Investment Case

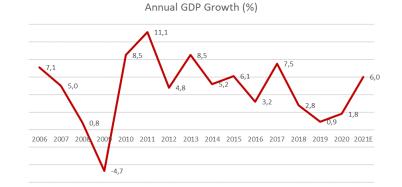
- **IV. 1H21 Financial Highlights**
- V. Segmental Operational and Financial Summary

VI. Financial Summary

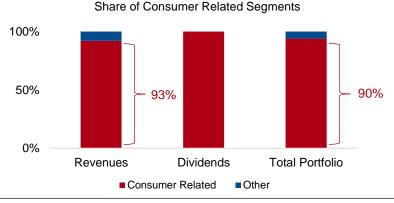


Dominant consumer play

- Extensive range of consumer-products coverage benefiting from a resilient sector mix.
- Young and dynamic population with an average age of around 30.
- Domestic know-how driving international growth.
- Far-reaching distribution network (through beer, soft drinks and automotive operations) and wide-range customer database analytics (through Migros) to enhance productivity, business gains and create competitive advantage.



Source: IMF Expectations

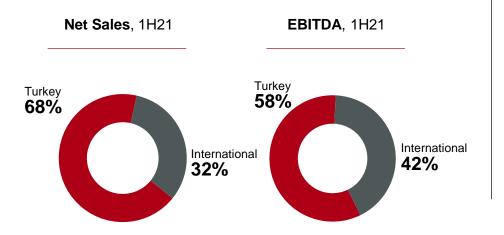


ANADOLU GROUP

Investment Case - II

✓ Balanced Geographical Risk

Geographical diversity ensures protection from macroeconomic and political imbalances in the operating region.



Accumulated Knowhow in Partnership with Global Companies

The Group's long-dated experience in its operations coupled with the know-how from the global partner companies enhances operational excellence.





✓ Efficient portfolio management

The Group completed the sale of various non-core assets in recent years; yet still continuously keeps a close eye on opportunities, with the aim of maximizing portfolio efficiency. Migros acquisition was one of the biggest transactions in the Group history.



✓ Well-governed portfolio play

Access to various number of sectors, ranging from industrial to retail and services, which are well managed and professionally run; as such, a well-governed proxy to Turkey's high growth economy.

> Corporate Governance Ratings AEFES 9.63 CCOLA 9.47 MGROS 9.67 AGHOL 9.52



What's on the agenda?

Continue managing risks proactively

Focus on strong operational performance coupled with profitable growth Concentrate on strong FCF generation with tight B\S management



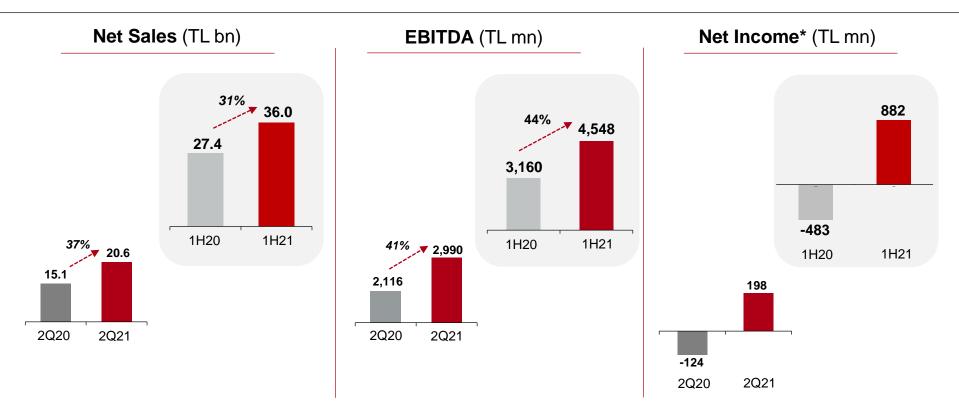
Contents



- I. Strategical Overview
- II. Governance Approach
- **III. Investment Case**
- IV. 1H21 Financial Highlights
- V. Segmental Operational and Financial Summary
- VI. Financial Summary



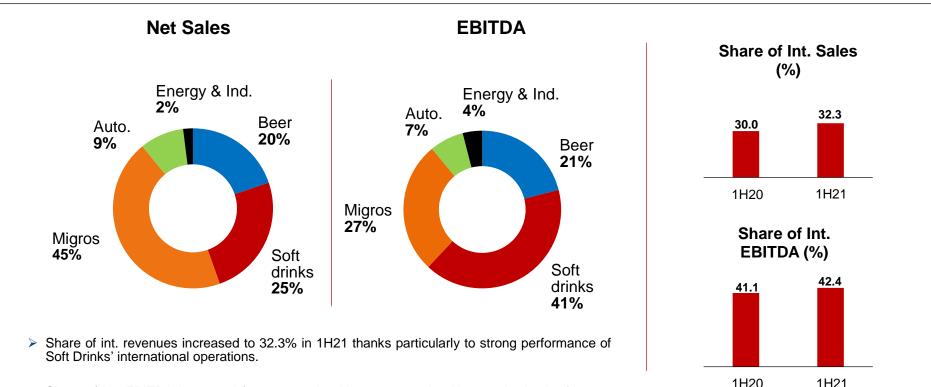
Key Financial Indicators – 2Q21 & 1H21



* Adjusted net income of TL 294 mn in 1H21, excludes TL 588 mn one-off profit related to the sale of subsidiaries AND Anadolu Gayrimenkul Yatırımları A.Ş. and Migros Macedonia operations.



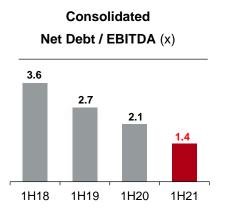
Segmental Sales and EBITDA Breakdown



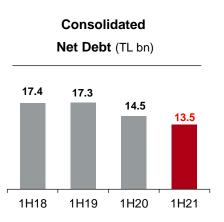
Share of int. EBITDA increased from 41.1% in 1H20 to 42.4% in 1H21 on the back of strong performance on Soft Drinks Segment in international countries.



Financial Priorities I: Deleveraging on track



- Significant improvement in indebtedness ratios due to;
 - Operational performance,
 - FCF generation
 - Balance sheet management, risk mitigation tools



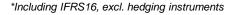
- Despite sharply weaker TL, significant decline in indebtedness of the Holding during the last couple of years
- > 100% of FX debt at the Holding-only level is protected

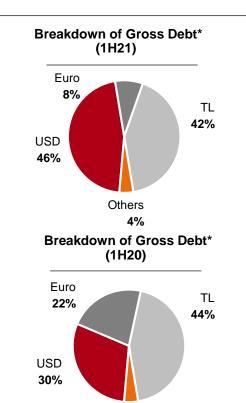


Financial Priorities II: Deleveraging on track

As of end-1H21 (TL mn)	Consolidated Total Debt	Cash and Cash Equivalents	Net Debt	Net Debt/EBITDA*
Beer	11,119	7,337	3,782	1.9
Soft Drinks	6,481	4,870	1,611	0.4
Migros	5,791	2,468	3,323	1.3
Automotive	1,222	507	716	1.1
Energy & Industry	1,908	148	1,760	4.2
Other (incl. Holding)	3,495	1,135	2,360	n.m.
Holding-only	3,468	1,078	2,391	n.m.
Consolidated	29,956	16,465	13,491	1.4
Consolidated (€ mn)	2,896	1,595	1,301	1.4

As of end-1H20 (TL mn)	Consolidated Total Debt	Cash and Cash Equivalents	Net Debt	Net Debt/EBITDA*
Beer	5,675	3,661	2,014	1.2
Soft Drinks	5,832	3,305	2,526	1.1
Migros	6,673	2,991	3,682	1.6
Automotive	1,752	391	1,361	3.0
Energy & Industry	2,382	125	2,257	14.5
Other (incl. Holding)	3,280	553	2,727	n.m.
Holding-only	3,241	505	2,735	n.m.
Consolidated	25,521	10,683	14,494	2.1
Consolidated (€ mn)	3,314	1,387	1,882	2.1



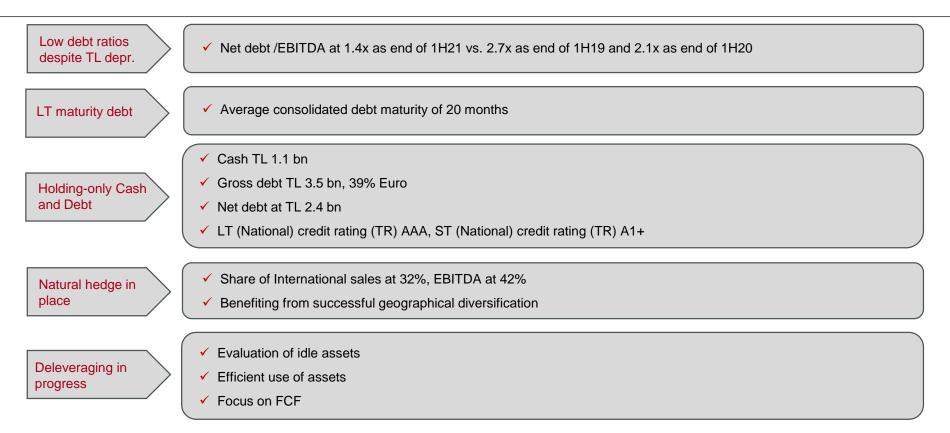


Others **4%**



20 INVESTOR PRESENTATION

Financial risk metrics





Financial Priorities

Profitability & Efficiency Improvements

- Tight B/S Management
- Proactive Risk Management

• FCF Generation

Deleveraging

Contents



- I. Strategical Overview
- II. Governance Approach
- **III. Investment Case**
- **IV. 1H21 Financial Highlights**

V. Segmental Operational and Financial Summary

VI. Financial Summary



Anadolu Efes

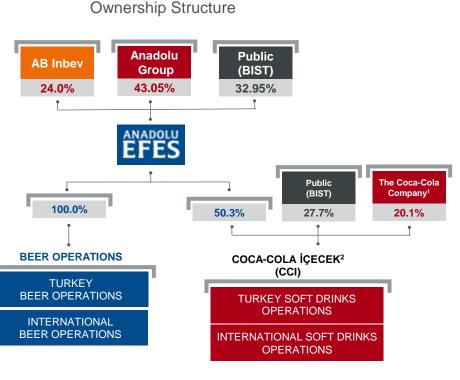


A total beverage company serving more than

690 mn consumers in 16 countries

- A world class brand portfolio, balanced between beer and soft drink operations
- Operating in countries with significant growth potential indicated by low per capita consumption levels
- Through an experienced and financially strong organization
- Having world's largest brewer ABI in beer and soft drinks giant TCCC in soft drinks arm as partners
- Operating structure in Russia & Ukraine through collaboration of ABI Inbev and Anadolu Efes

First Turkish signatory company of UGC CEO Water Mandate Quoted in BIST Corporate Governance and Sustainability Indexes



(1) Through The Coca-Cola Export Corporation

(2) 2.0% held by Özgörkey Holding



Beer





21 **Breweries** 6 Malt complexes Hops processing facility Preform Plant in **6** countries: Turkey Russia Kazakhstan Ukraine Georgia Moldova

Annual **54.3 mhl** beer, **383 k**

tons malt production capacity FY2020 revenues: TL12.4 bn

FY2020 EBITDA: TL 2.0 bn with EBITDA margin 15.9%

Leader in the Turkish market

Market Leadership in Russia & Ukraine Strongly positioned in CIS countries Leader in Kazakhstan, Moldova, Georgia



Beer Segment



Net Income (TL mn)

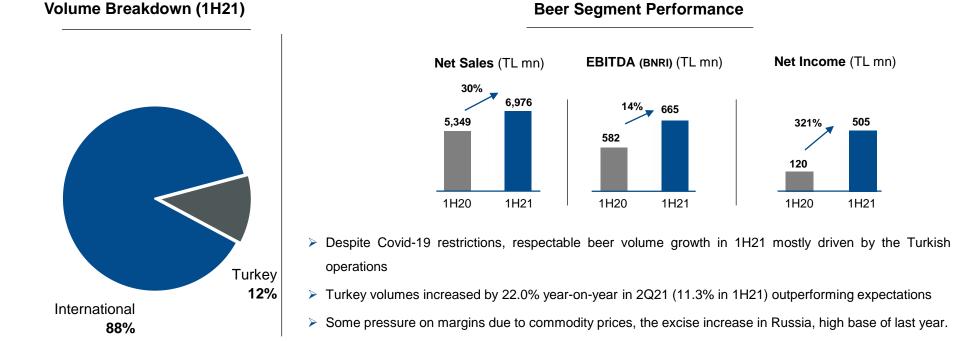
321%

120

1H20

505

1H21



> Free cash flow in 1H21 reached TL 1,084 mn versus TL 243 mn a year ago on strong performance regarding payables and drop in capex.



Soft Drinks







Among top 10

largest bottler In Coca-Cola system

~920 thousand sales points

Serving 406 mn



2020 sales volume **1.2 bn u/c** A total of **26** plants in **10** countries: **Turkey, Pakistan, Kazakhstan, Azerbaijan, Turkmenistan, Kyrgysztan, Iraq Jordan, Tajikistan, Syria**

FY2020 revenues: TL 14.4 bn

FY2020 EBITDA: TL 3.1 bn

Strong market positions in Sparkling

TURKEY 66%	#1
PAKISTAN 51%	#1
KAZAKHSTAN 52%	#1
AZERBAIJAN 85%	#1
KYRGYZSTAN 70%	#1
IRAQ	#2
42%	π2
JORDAN 22%	#2

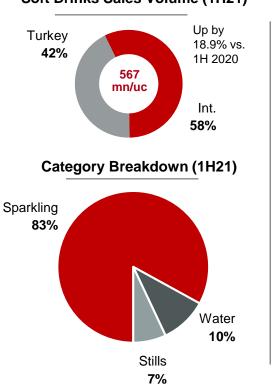
Quoted in BIST Corporate Governance and Sustainability Indexes

The first & only Turkish company to be quoted in the UNGC Compact 100 Index

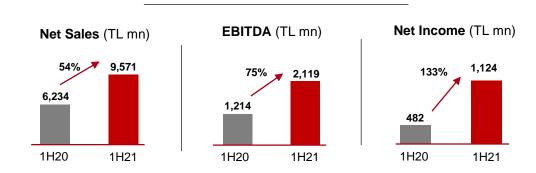
Honored with the Climate Leadership Award by CDP Turkey in performance and transparency categories three times







Soft Drinks Sales Volume (1H21)



Soft Drinks Segment Performance

- > Solid performance in both Turkey and International markets
- Margins continue to improve on price adjustments, positive category mix, contained input cost pressures on hedging initiatives and disciplined opex
- FCF of TL 839 mn in 1H21 vs TL 625 mn a year ago on solid improvement in operational performance and discipline in the working capital management
- > 133% increase at the bottom-line thanks to higher operating profit and FX gains due to net long position
- Volume and revenue guidance revised higher (volume 4-6% growth to high single digits, Revenue growth low teens to high teens to low to mid-twenties)



Migros





The pioneer of organized retail in Turkey **16.7%** share in modern FMCG

8.9% share in total FMCG

A total of 2,405 stores covering app. 1.6 mn m²

Active Loyalty Card holders **14.3 mn** active cards **9 mn** loyal households FY2020 revenues: TL 28.8 bn

FY2020 EBITDA: TL 2.4 bn with EBITDA margin 8.2%

Divestiture of North Macedonia & Kazakhstan Operations:

North Macedonia: Preliminary sales agreement, 28 Supermarkets, 1 shopping mall

Kazakhstan: Exited retail business, 1 shopping mall

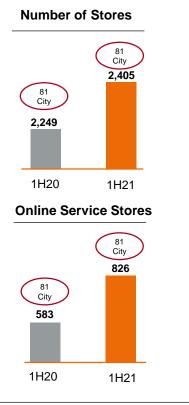
The only food retailer listed in BIST Sustainability Index for 7 years in a row

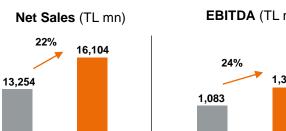
Turkey's biggest integrated meat-processing plant 62,000 tons production capacity



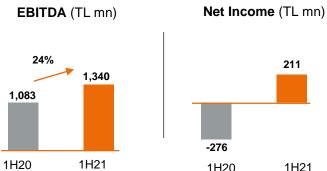
Migros Operations







Migros Performance



Healthy top-line growth in the first half of the year

1H21

1H20

- Strong performance in street stores & online business
- 176 new store openings in the first seven months of 2021
- No hard currency exposure and significant reduction in total TL debt
- Net debt to EBITDA down to 1.3x in 1H21 vs. 1.6x in 1H20
- EBITDA growth at 24% yoy, EBITDA margin improved to 8.3% in 1H21 (EBITDA: 5.6% adjusted for IFRS 16 change)



Automotive Segment



ÇELİK MOTOR

Distribution of Kiabranded vehicles and operational leasing activities

FY2020 revenues: TL 4.3 bn

Leasing and serv. sales: **5%** Second-hand Sales: **49%** Car and spare parts sales: **46%**

1H21 market share in passenger cars: 3.2%

Garenta Pro fleet size 125

Garenta Day & Moov fleet size 1,090





ikinciyeni.com:

the leading second-hand automotive e-commerce platform in Turkey sold over 16.000 cars in 2020. With app. 400k members, the platform daily brings together more than 100 cars with their new owners.



MOOV by Garenta gives drivers the freedom and convenience of renting a vehicle only when they need one and paying only for the time that they actually drive it.



Automotive Segment







ANADOLU ISUZU

More than **170 k** vehicles produced in **34** years

FY2020 revenues: TL 1.2 bn

Exports to around **60** countries

The first Japanese automotive partnership in Turkey, with Isuzu and Itochu

Turkey's one and only pickup locally manufactured, recently refreshed with its new generation 1.9lt motor and new face- D-MAX

Patent Leader **R&D** in its segment awarded by its designs

6-16t trucks market leader

One and only IMM (Isuzu Manufacturing Management) Certificate, for bus segment, owner across Europe

ANADOLU MOTOR

Production, import and distribution of wide-range of industrial engines

21,000 m² Production, factory, office areas

More than **400,000**

gas and diesel engines manufactured

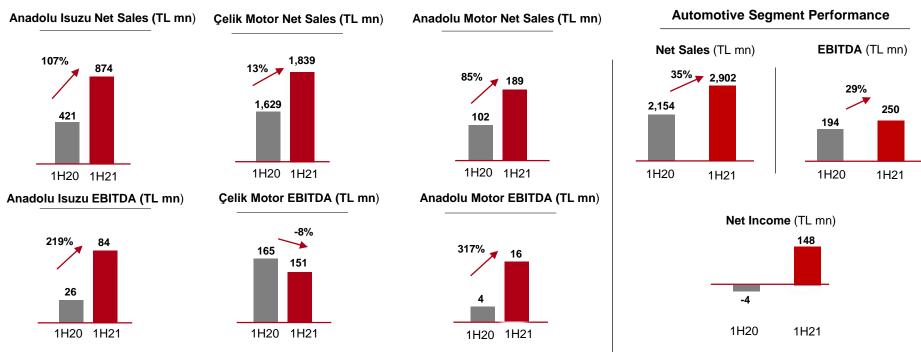
Production capacity of **20,000** units in one shift



Automotive Segment

ÇELIK INOTOR

ANADOLU MOTOR



- Solid domestic and export sales performance of Anadolu Isuzu
- > Strong demand for Honda marine motors and diesel engines, Anadolu Motor EBITDA more than tripled
- Çelik Motor fleet optimization; fleet size down to 1.2K as of end-1H21 vs. 5.4K as of end-1H20

33







ADEL KALEMCİLİK

Leader of the Turkish Stationery Sector

4.500

Product varieties in E Stationery and Toy

50 Export Countries FY2020 revenues: TL 391 mn

Newest

Production Plant in Europe 36.000 m² 300 mn pcs/year

Unique Ability

to produce around 1000 different products requiring different production techniques

Environmental

60% of natural gas need provided from waste wood dust

1995

Partnership with Faber-Castell

2015 Introduction of World Class

Toy Brands in Turkey

2018

Licensed toy and stationery producer for Turkish Radio and Television Association (TRT)









247 restaurants

Around 6,000 employees

Operating in Turkey since **1986**

Under Anadolu Grubu umbrella since

2005

Turkish suppliers provide **95%** of the **450** items used in McDonald's restaurants

Serving more than

100 mn

customers

in Turkey

annualy

FY2020 revenues: **TL 770 mn**

McDonald's Turkey won **24** awards in 2019 including "Circle of Excellence"







Paravani HEPP* The first energy project undertaken by a Turkish company in Georgia since October 2014

90 MW installed capacity Annual electricity

410 mn kWh

100% of the electricity produced is sold to Georgia

FY2020 revenues: TL 96 mn



*Sale of 13.51% portion of our shares in Anadolu Kafkasya for an amount of USD 10 mn was completed in 2018; sale of another 14.19% portion for an amount of USD 10.5 mn was finalized in November 2019. Effective shareholding in Anadolu Kafkasya is 61,49% Aslancık HEPP The first investment of Anadolu Group in the energy sector

Installed capacity: **120 MW**

FY2020 revenues: TL 155 mn Undertaken jointly with the Doğan and Doğuş Groups

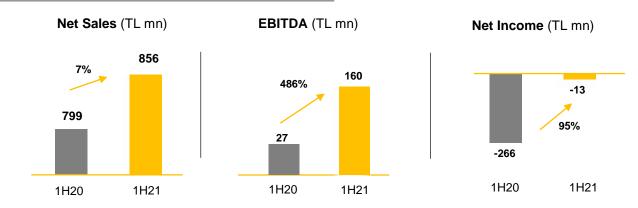
Annual Electricity Output: **418 mn** kWh





ADEL ADEL PARAVANI

Energy & Industry Segment Performance



- > Segment constituents: Adel, McDonalds, Energy and Real Estate
- > Segment profitability was under pressure due to Covid-19, restrictions mainly related to QSR business.
- > McDonald's operations on a strong rebound starting in the first half of the year
- > Solid Margins on the energy segment. 100% of the electricity produced at GUE sold to Georgia



Other - Agriculture





farms 30,000 da land

packing house

240,000 tons fruit

processed

production plants in **2020**

The largest fruit grower and fruit juice producer in Turkey

5 mn Fruit trees

Launched the first fruit brand of Turkey in Dec. 2015: Doal Created a new natural sugar category with **Doal Meyveden Şeker** in 2017





Social Organizations

ANADOLU VAKFI Projects mainly focusing on education and health		ANADOLU In Affiliation with JOHNS HOPKINS MEDICINE	ANADDLU EFES	
30,000+ Scholarships	42,000 + hours Mentoring Support	Strategic partnership with Johns Hopkins Medicine International	1 Koraç Cup	
50+ educational institutions, hospitals built	Social Entrepreneurship Seminars for ~166,000 teachers	657,000 free health care provided to more than 50,000 patients	1996 11 Turkish	Gold Awards 3 Euroleague Devotion Marketing Awards, 1 EuroLeague
637,000 free of charge health services provided	Book and Materials Support for 55,000 + disadvantaged students	The center employs state-of-the-art technology in its urologic- oncology , bone marrow transplant , and breast-health units in the provision of services that	Cups and 12 Presidential Cups	One Team CSR Award Silver Award 1 EuroLeague Devotion Marketing Award
		focus largely on oncology-related issues.	14 Turkish League Championships	

ANADOLU GROUP

FROM ANADOLU TO THE FUTURE

"From Anadolu to the Future" brand which represents the future-oriented sustainability vision of Anadolu Group is created.

Anadolu Group Sustainability Report 2019 is published with **GRI** formal confirmation.

AG Anadolu Grubu Holding is listed in **BIST Sustainability Index.**

and Applications

Alignment of the Projects and Applications of Anadolu Group with the United Nations Sustainable Development Goals (2015-2019)

428 projects/applications are related to one or more Sustainable Development Goals.





Contents



- I. Strategical Overview
- II. Governance Approach
- **III. Investment Case**
- IV. 1H21 Financial Highlights
- V. Segmental Operational and Financial Summary

VI. Financial Summary



TL mn	Net Sales	Yearly Change	Gross Profit	Yearly Change	EBITDA	Yearly Change	Net Profit	Yearly Change
Beer	6.976	30%	2.516	28%	664	14%	505	321%
Soft Drinks	9.571	54%	3.356	64%	2.119	75%	1.124	133%
Migros	16.104	22%	3.924	23%	1.340	24%	211	n.m.
Automotive	2.902	35%	446	44%	250	29%	148	n.m.
Energy and Industry	856	7%	222	202%	160	486%	-13	95%
Other	91	23%	66	12%	3	-66%	334	n.m.
Consolidated	35.951	31%	10.472	37%	4.548	44%	882	n.m.



The star that links Anatolia to the world and the world to Anatolia



Disclaimer Statement:

AG Anadolu Grubu Holding has prepared this document for the sole purpose of providing information which may include forward looking projections and statements about the Company. All opinions and estimates contained in this document constitute Company's judgement as of the date of this document and are subject to change without notice. The company does not accept any liability whatsoever for any direct or consequential loss arising from any use of this document or contents. This document cannot be copied, disclosed or distributed to any person other than the person to whom the document and/or information delivered or sent by AG Anadolu Grubu Holding.

