



# AG ANADOLU GRUBU HOLDING

## Investor Presentation

June 2022

# ANADOLU GROUP

## OUR FOUNDING PHILOSOPHY



**COLLECTIVE MIND**

## OUR VALUES



**WE ALWAYS FOCUS  
ON HUMAN**



**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**



## I. Strategical Overview

II. Governance Approach

III. Investment Case

IV. 1Q22 Financial Highlights

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, Uzbekistan, Moldova, Pakistan, Russia, Syria, Tajikistan, Turkmenistan, Ukraine, Jordan

**80.000+**

Employment

**86**

Production facilities

**8**

Sectors

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

**100+**

Countries exported to

Turnover of TL

**82,7** bn in  
FY2021

**6**

companies

Quoted on Borsa Istanbul (BIST) incl. the Holding company

**4**

companies listed on  
BIST Corporate  
Governance index

**8**

Companies published  
Sustainability reports

# Well-structured track

Establishment

# 1950

ÇELİK MOTÖR

**1960**  
Çelik Motor was established.



**2005**  
McDonald's licensing agreement was received.



**1965**  
Anadolu Motor was established.



**2007**  
Stakes were acquired in Aslancik Electricity.



**1969**  
Anadolu Efes was established.



AEH Sigorta Acenteligi A.Ş.

**2008**  
AEH Insurance Agency was established.



**1969**  
Adel Kalemcilik was established.



**2008**  
AES Electricity Wholesale was established.



**1976**  
Anadolu Efes Sports Club was established.



**2009**  
Anatolian Caucasasia Energy was established.



**1979**  
Anadolu Foundation was established.



**2009**  
Anadolu Etap was established.

**ANADOLU ISUZU**

**1983**  
A licensing agreement was made with ISUZU Motors.

**MİGROS**

**2015**  
Migros stakes were acquired.



**1993**  
Efes Invest was set up to conduct Coca-Cola production and distribution operations.



**2017**  
Anadolu Grubu Holding companies merged under one roof.

**ANADOLU**  
In Affiliation with  
JOHNS HOPKINS MEDICINE

**2005**  
Anadolu Medical Center was established.



**2018**  
TOGG was established.

# 2022

# Different sectors and companies with prominent int. partners

## Beer



- **Anadolu Efes (P)** (Turkey, Russia, Kazakhstan, Georgia, Moldova, Ukraine)

International Partners

**ABInBev**

## Soft Drinks



- **Coca-Cola İçecek (P)** (Turkey, Pakistan, Kazakhstan, Iraq, Azerbaijan, Jordan, Turkmenistan, Kyrgyzstan, Tajikistan, Syria, Uzbekistan)

International Partners

**Coca-Cola**

## Migros



- **Migros (P)** (Turkey, Kazakhstan)

## Automotive



- **Anadolu Isuzu (P)**
- **Çelik Motor**
- **Anadolu Motor**

International Partners

**ISUZU** **KIA**  
**KOHLER** **HONDA**  
IN POWER, SINCE 1923. **MARINE**  
**HONDA**

## Energy & Industry



- **Adel Kalemcilik (P)**
- **McDonald's**
- **Aslancık Electricity**
- **Anadolu Kafkasya**

International Partners

**FABER-CASTELL**  
since 1773



## Others



- **Anadolu Etap**
- **Anadolu Foundation**
- **Anadolu Medical Center**
- **A. Efes Sports Club**

(P) Listed companies

# In summary

Global player  
with strong  
local presence



Expertise in  
branded  
consumer  
products



Partnership  
culture with  
global brands



Strong  
ownership ties  
coupled with  
high corporate  
governance  
standards



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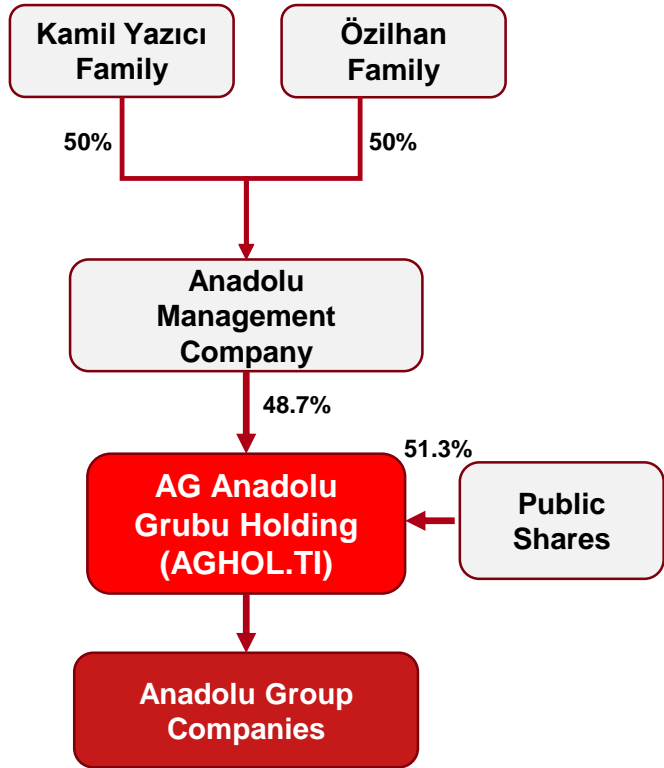
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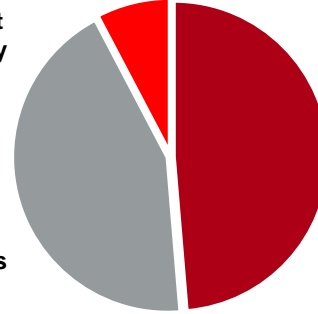
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# Shareholding Structure



Azimut  
Portföy  
7,7%



Anadolu  
Management  
Company  
48.7%

Public  
Shares  
43,6%

Type of Shares	Share in Paid-in Capital (TL)	Share in Paid-in Capital (%)
A-type (Bearer)	194.828	80%
B-type (Registered)	48.707	20%
<b>Total</b>	<b>243.535</b>	<b>100%</b>

- 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 incentivised 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.

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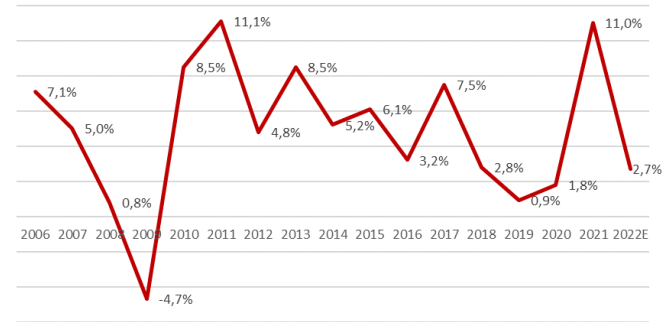
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# Investment Case - I

## ✓ Dominant consumer play

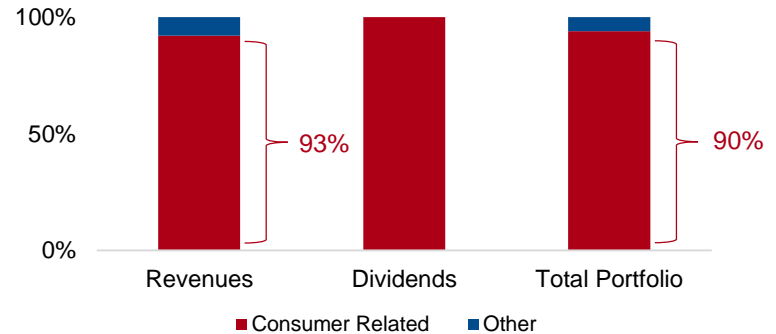
- Extensive range of consumer-products coverage benefiting from a resilient sector mix.
- Young and dynamic population with an average age of around 30.
- Domestic know-how driving international growth.
- Far-reaching distribution network (through beer, soft drinks and automotive operations) and wide-range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

Annual GDP Growth



Source: IMF Expectations

Share of Consumer Related Segments

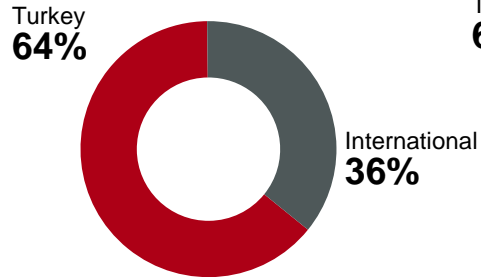


# Investment Case - II

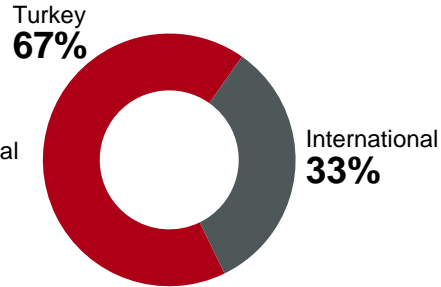
## ✓ Balanced Geographical Risk

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

Net Sales, 1Q22



EBITDA, 1Q22



## ✓ 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.



# Investment Case - III

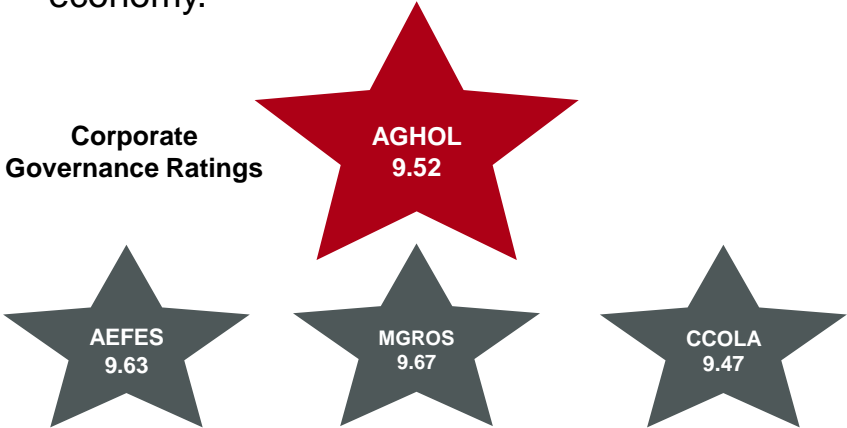
## ✓ Efficient portfolio management

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.



# Solid Track Record

## What did we say?

Focus and grow with our core business lines

**Tight B/S Management**

Net debt/ EBITDA

**Strong FCF**

**Balance sheet optimization**

Solo Net Debt FX Protection

**Improve profitability**

EBITDA Margin

EBITDA Growth

Net Income (TL mn)

**Asset optimization**

## How we are doing

CCI Uzbekistan acquisition, Migros On-line

	2018	2019	2020	2021
Net debt/ EBITDA	3.1x	2.1x	1.5x	1.7x*
FCF	TL 1.6 bn	TL3.6 bn	TL 5.5 bn	TL 6.7 bn
Solo Net Debt FX Protection	16%	53%	87%	~90%
EBITDA Margin	10.9%	13.5%	13.5%	13.4%
EBITDA Growth	23.3%	28.1%	21.4%	32.9%
Net Income (TL mn)	-1.217	-297	-280	1.291

AND Office Building sale

Migros real estate sales

MOOV sale

Anadolu Efes real estate sales

\*Netdebt/EBITDA ratio is at 1.3x when calculated excluding the acquisition of CCI Uzbekistan.

# What's on the agenda?

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- Focus on changes in consumer trends and strengthen our market positioning
- Focus on strong operational performance coupled with profitable growth
- Continue managing risks proactively
- Concentrate on strong FCF generation with tight B\S management
- Optimize our cost structure through active use of operational hedges



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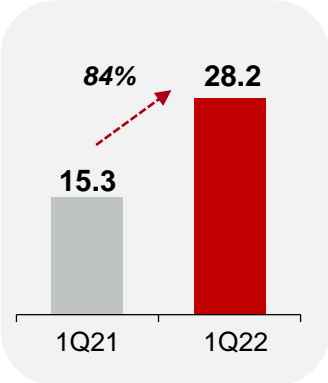
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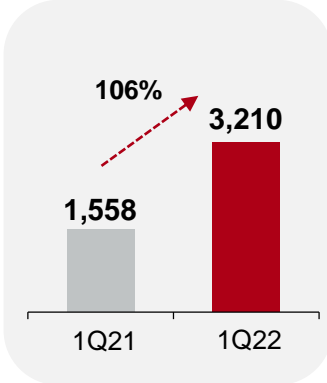
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# Key Financial Indicators – 1Q22

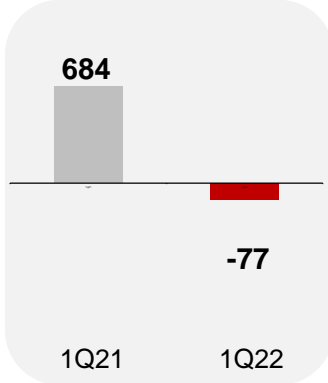
## Net Sales (TL bn)



## EBITDA (TL mn)



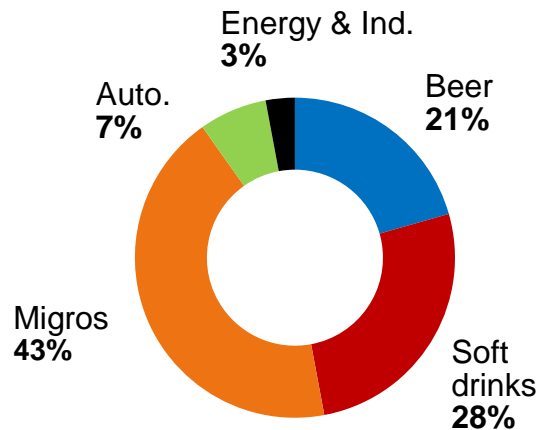
## Net Income att. to parent\* (TL mn)



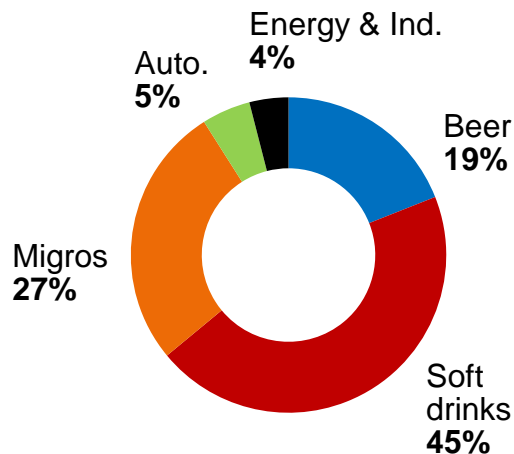
\* Adjusted net profit of TL 97 in 1Q21 vs. TL 97 mn in 1Q22; Excluding one-off gains and losses related to the sale of subsidiaries AND Anadolu Gayrimenkul Yatırımları A.Ş. and Migros Macedonia operations in 1Q21 and impairment losses in our beer operations in 1Q22

# Segmental Sales and EBITDA Breakdown

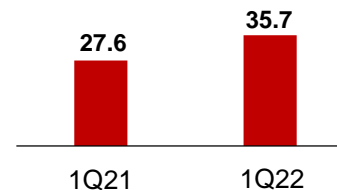
## Net Sales



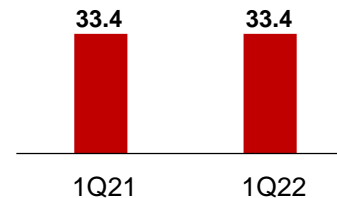
## EBITDA



## Share of Int. Sales (%)



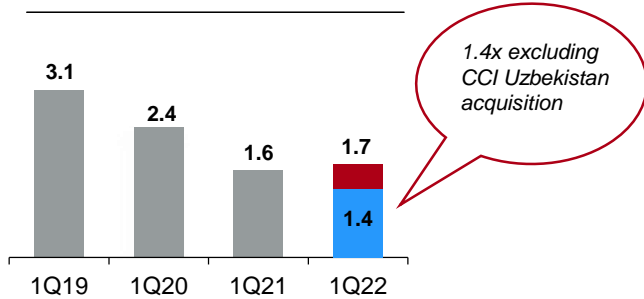
## Share of Int. EBITDA (%)



- Share of international revenues increased to 35.7% in 1Q22 thanks particularly to strong performance of soft drinks' international operations, FX moves and increasing share of international operations of Anadolu Isuzu.
- Despite FX appreciation share of int. EBITDA mostly stayed the same in 1Q22 due to developments in Ukraine.

# Financial Priorities I: Deleveraging on track

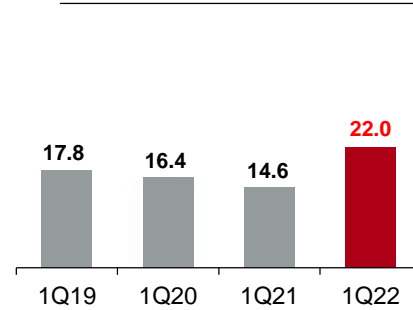
**Consolidated**  
**Net Debt / EBITDA (x)**



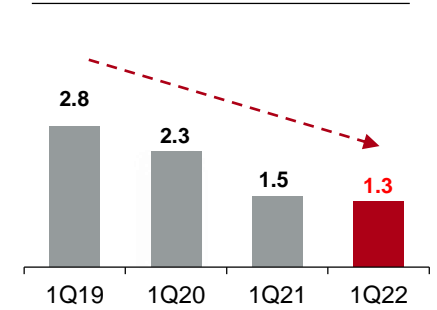
➤ Significant improvement in indebtedness ratios thanks to;

- Operational performance,
- FCF generation
- Balance sheet management, risk mitigation tools
- Idle asset sales

**Consolidated**  
**Net Debt\* (TL bn)**



**Consolidated**  
**Net Debt (Euro bn)**



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

\*incl. IFRS16

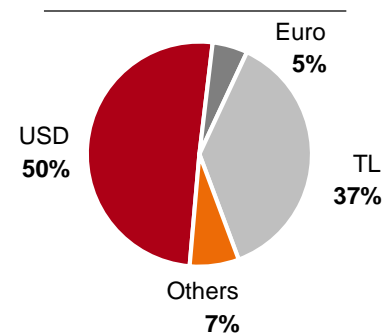
# Financial Priorities II: Deleveraging on track

1Q22 (TL mn)	Consolidated Total Debt	Cash and Cash Equivalents	Net Debt	Net Debt/EBITDA*
Beer	14,420	7,776	6,644	2.7
Soft Drinks	15,328	8,375	6,953	1.2
Migros	6,804	4,377	2,427	0.7
Automotive	2,000	1,126	873	1.4
Energy & Industry	2,510	570	1,940	4.0
Other (incl. Holding)	4,211	1,001	3,209	n.m.
<i>  Holding-only</i>	<i>4,211</i>	<i>896</i>	<i>3,315</i>	<i>n.m.</i>
Consolidated	45,212	23,227	21,985	1.7
Consolidated (€ mn)	2,771	1,424	1,348	1.7

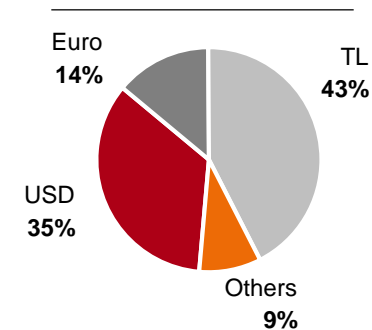
1Q21 (TL mn)	Consolidated Total Debt	Cash and Cash Equivalents	Net Debt	Net Debt/EBITDA*
Beer	7,105	3,184	3,920	2.0
Soft Drinks	6,306	4,624	1,682	0.5
Migros	5,939	2,345	3,594	1.5
Automotive	1,163	385	777	1.2
Energy & Industry	1,950	156	1,795	5.9
Other (incl. Holding)	3,390	482	2,907	n.m.
<i>  Holding-only</i>	<i>3,390</i>	<i>419</i>	<i>2,971</i>	<i>n.m.</i>
Consolidated	25,793	11,176	14,616	1.6
Consolidated (€ mn)	2,636	1,144	1,494	1.6

\*Including IFRS16, excl. hedging instruments

Breakdown of Gross Debt\* (1Q22)



Breakdown of Gross Debt\* (1Q21)



# Financial risk metrics

Low debt ratios despite TL depr.

- ✓ Net debt /EBITDA at 1.7x as end of 1Q22 vs. 1.6x as end of 1Q21, 2.4x as end of 1Q20 and 3.1x as end of 1Q19

LT maturity debt

- ✓ Average consolidated debt maturity of 34 months

Holding-only Cash and Debt

- ✓ Cash TL 896 mn
- ✓ Gross debt TL 4.2 bn
- ✓ Net debt at TL 3.3 bn
- ✓ LT (National) credit rating (TR) AAA, ST (National) credit rating (TR) A1+

Natural hedge in place

- ✓ Share of International sales at 36%, EBITDA at 33%
- ✓ Benefiting from successful geographical diversification

Deleveraging in progress

- ✓ Evaluation of idle assets
- ✓ Efficient use of assets
- ✓ Focus on FCF

# Financial Priorities

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 **Profitability & Efficiency Improvements**

 **Tight B/S Management**

 **Proactive Risk Management**

 **FCF Generation**

 **Deleveraging**

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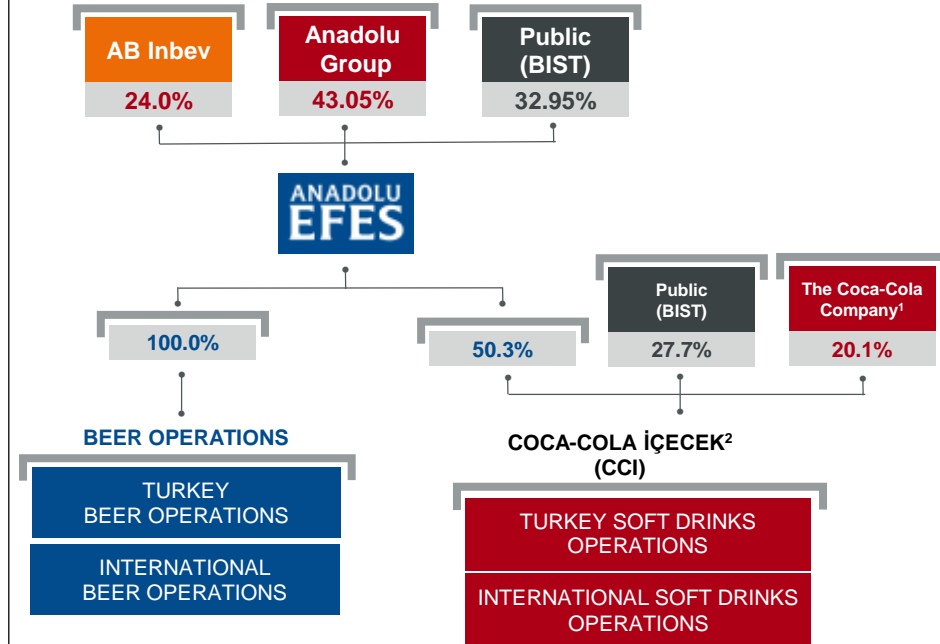
A total beverage company serving more than

**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 Inbev 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

## Ownership Structure



(1) Through The Coca-Cola Export Corporation  
(2) 2.0% held by Özgörkey Holding



**5<sup>th</sup>**  
largest  
in Europe

**9<sup>th</sup>**  
largest  
In the World  
In terms of sales  
volume

Exports  
to more than  
**70**  
countries

**21**  
Breweries

**6**  
Malt complexes

**1**  
Hops processing  
facility

**1**  
Preform Plant

in **6**  
countries:  
**Turkey**  
**Russia**  
**Kazakhstan**  
**Ukraine**  
**Georgia**  
**Moldova**

Annual  
**53.5 mhl**  
beer,

**399 k**  
tons malt  
production  
capacity

FY2021 revenues:  
**TL17.4 bn**

FY2021 EBITDA:  
**TL 2.4 bn**  
with EBITDA margin  
**13.6%**

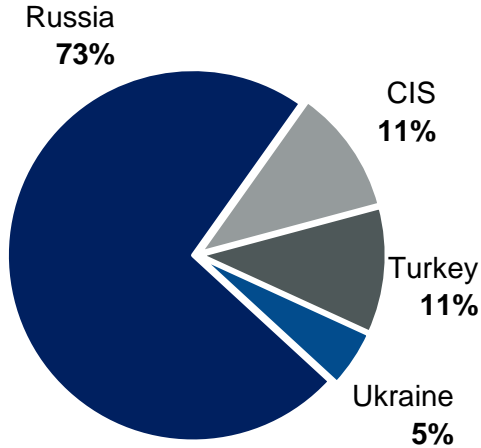
Leader in the Turkish market

Market Leadership in Russia

Strongly positioned in CIS countries

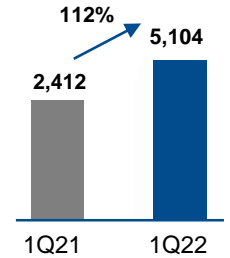
Leader in Kazakhstan, Moldova, Georgia

## Volume Breakdown (1Q22)

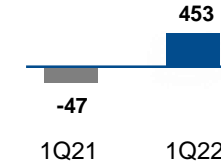


## Beer Segment Performance

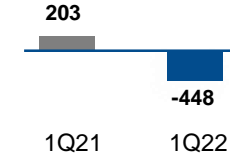
Net Sales (TL mn)



EBITDA (BNRI) (TL mn)



Net Income (TL mn)



- Remarkable sales volume performance in the period despite a challenging operating environment especially in the second half of 1Q22. Sales volume increased by 5.4% year-on-year reaching 7.7 mhl. Excluding Ukraine, volume growth in beer group was 14.9%.
- The increase in EBITDA (BNRI) margin was also attributable to lower selling and marketing expenses as a percent of revenues due to calendarization of expenses between quarters and is expected to normalize in the rest of the year.
- The decline in net profitability was primarily due to impairment losses of PPE, trade receivables, inventory and license and distribution agreements in our Ukraine operations which was partially offset by higher FX gains. Excl. the impact of impairment losses, net loss would be TL 42.8 million in 1Q22.



**Among top 10**

largest bottler  
In Coca-Cola system

**~920 thousand**  
sales points

Serving **406 mn**  
people

Annual production  
capacity  
**1.7 bn u/c**

2021 sales volume  
**1.4 bn u/c**

A total of

**26**  
plants in  
**11**

countries:  
Turkey, Pakistan,  
Kazakhstan,  
Azerbaijan,  
Turkmenistan,  
Kyrgyzstan, Iraq  
Jordan, Tajikistan,  
Syria, Uzbekistan

**FY2021** revenues:  
**TL 21.9 bn**

**FY2021** EBITDA:  
**TL 4.7 bn**

Strong market positions in Sparkling

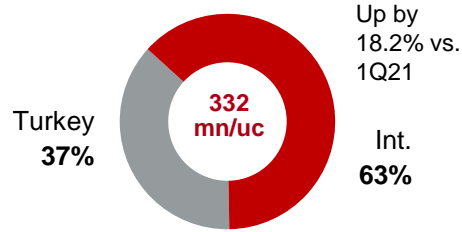
<b>TURKEY</b> <b>66%</b>	<b>#1</b>
<b>PAKISTAN</b> <b>50%</b>	<b>#1</b>
<b>KAZAKHSTAN</b> <b>51%</b>	<b>#1</b>
<b>AZERBAIJAN</b> <b>73%</b>	<b>#1</b>
<b>KYRGYZSTAN</b> <b>65%</b>	<b>#1</b>
<b>IRAQ</b> <b>39%</b>	<b>#2</b>
<b>JORDAN</b> <b>19%</b>	<b>#2</b>
<b>UZBEKISTAN</b> <b>52%</b>	<b>#1</b>

Quoted in BIST Corporate Governance and Sustainability Indexes

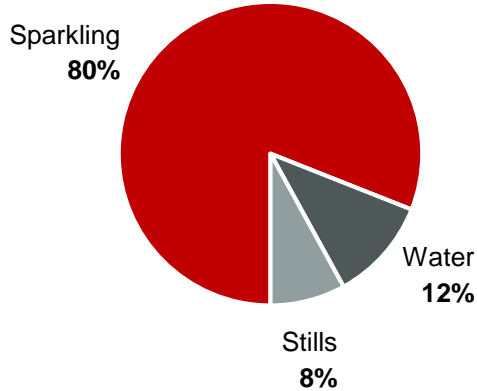
The first & only Turkish company  
to be quoted in the UNGC  
Compact 100 Index

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

## Soft Drinks Sales Volume (1Q22)

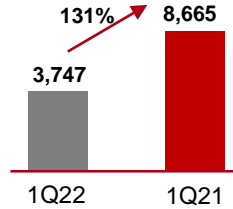


## Category Breakdown (1Q22)

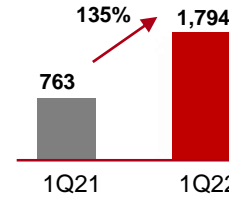


## Soft Drinks Segment Performance

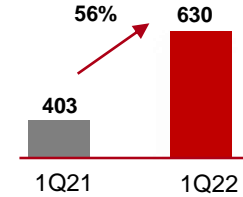
### Net Sales (TL mn)



### EBITDA (TL mn)



### Net Income (TL mn)



- Consolidated sales volume registered a robust growth of 18.2% and reached 332 million unit case
- Partially mitigated the increasing cost pressures on the gross margin through timely price adjustments, tighter discount management, and effective RGM. Despite ongoing commodity price pressures, flattish gross margin thanks to timely price adjustments, hedges, and improvement in package mix.
- Net profit was TL 630 mn in 1Q22 vs. TL 403 mn in 1Q21 on strong operating profitability, despite higher net financial expenses.



The pioneer of organized retail in Turkey

**17.1%**  
share in modern FMCG

**8.9%**  
share in total FMCG

A total of  
**2,565** stores  
covering app.

**1.7 mn** m<sup>2</sup>

Active Loyalty Card holders

**14.3 mn** active cards

**9 mn** loyal households

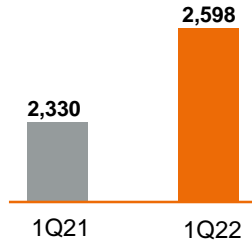
FY2021 revenues:  
**TL 36.3 bn**

FY2021 EBITDA:  
**TL 3.1 bn**  
with EBITDA margin  
**8.4%**

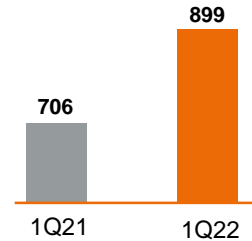
The only food retailer listed in BIST  
Sustainability Index for 7 years in a row

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

## Number of Stores

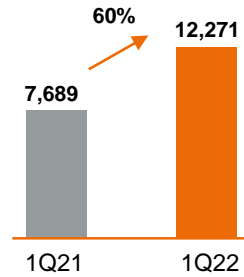


## Online Service Stores

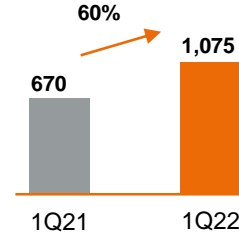


## Migros Performance

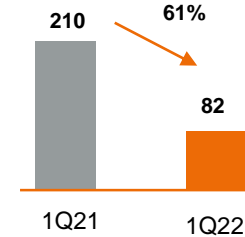
### Net Sales (TL mn)



### EBITDA (TL mn)



### Net Income (TL mn)



- Inflation on capital goods and accelerated store expansion
- Basket in under pressure due to high inflation
- Significant improvement on cash generation
- Net debt to EBITDA down to 0.7x in 1Q22 vs. 1.5x in 1Q21 with IFRS 16
- Net cash position of TL 816 mn w/o IFRS 16 as of 1Q22

## ÇELİK MOTOR

Distribution of Kia-branded vehicles and operational leasing activities

**FY2021** revenues:  
**TL 4.3 bn**

Leasing and serv. sales: **7%**

Second-hand Sales: **26%**

Car and spare parts sales: **67%**

**FY2021** market share in passenger cars:  
**2.7%**



**ikinciyeini.com:**

the leading **second-hand automotive e-commerce** platform in Turkey **sold over 128K** cars since establishment. 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.





## ANADOLU ISUZU

More than  
**170 k**  
vehicles produced  
in **35**  
years

FY2021 revenues:  
**TL 2.7 bn**

Exports to around  
**60** countries

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

Turkey's one and only pick-up 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

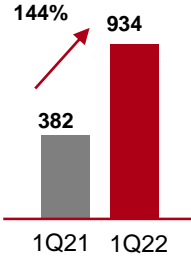
**21,000 m<sup>2</sup>**  
Production, factory, office areas

More than  
**400,000**  
gas and diesel engines manufactured

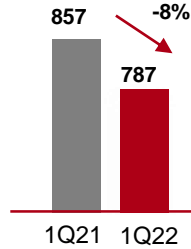
Production capacity of  
**20,000**  
units in one shift



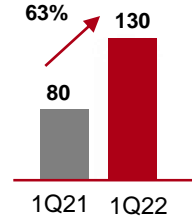
Anadolu Isuzu Net Sales (TL mn)



Çelik Motor Net Sales (TL mn)

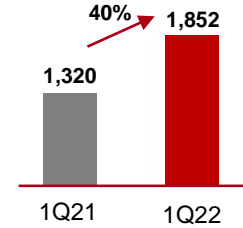


Anadolu Motor Net Sales (TL mn)

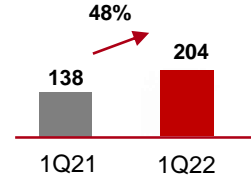


Automotive Segment Performance

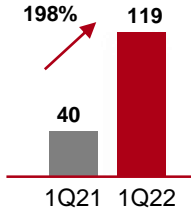
Net Sales (TL mn)



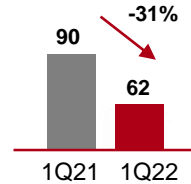
EBITDA (TL mn)



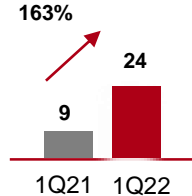
Anadolu Isuzu EBITDA (TL mn)



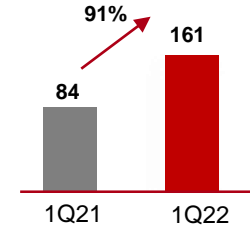
Çelik Motor EBITDA (TL mn)



Anadolu Motor EBITDA (TL mn)



Net Income (TL mn)



- Solid Anadolu Isuzu results across the board with solid top-line growth, margins, bottom-line
- Anadolu Motor EBITDA almost tripled
- Segment bottom-line almost doubled



## ADEL KALEMCİLİK

**Leader**

of the Turkish  
Stationery Sector

**4.500**

Product varieties in  
Stationery and Toy

**50**

Export Countries

FY2021  
revenues:

**TL 486 mn**

**Newest**

Production Plant in Europe

**36.000** m<sup>2</sup>

**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)



**FABER-CASTELL**  
since 1761

# Energy & Industry Segment



~**250**  
restaurants

Around  
**7,000**  
employees

Serving more than  
**100 mn**  
customers  
in Turkey  
annually

FY2021  
revenues:  
**TL 1.4 bn**

Operating in  
Turkey since  
**1986**

Under Anadolu  
Grubu  
umbrella since  
**2005**

Turkish  
suppliers  
provide  
**98%**  
of the  
**450**  
items used in  
McDonald's  
restaurants

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 output:

**410 mn kWh**

**100%**

of the electricity produced is sold to Georgia

**FY2021** revenues:  
**TL 128 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%

## Aslancik HEPP

The first investment of Anadolu Group in the energy sector

Installed capacity:

**120 MW**

**FY2021**

revenues:

**TL 166 mn**

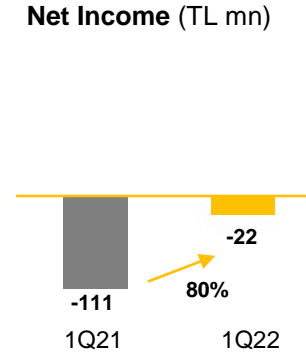
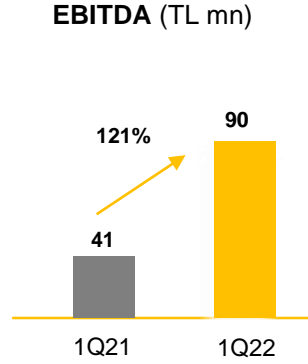
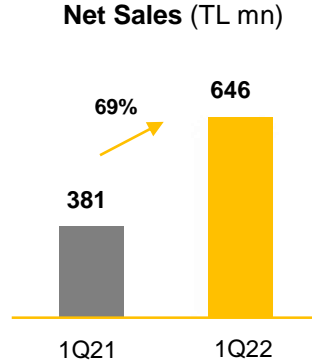
Undertaken jointly with the Doğan and Doğuř Groups

Annual Electricity Output:

**418 mn kWh**



## Energy & Industry Segment Performance



- Segment constituents: Adel, McDonald's, Energy and Real Estate
- Solid results at GUE, 100% of the electricity produced sold to Georgia
- Permanent start of face-to-face education and the return to the hybrid and physical working model in the offices had a positive impact on the sales and marketing activities of Adel

# Other - Agriculture



**8**  
farms  
**30,000**  
da land  
**1**  
packing  
house

**240,000**  
tons fruit  
processed  
in **3**  
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

**30,000+** Scholarships

**42,000 +** hours  
Mentoring Support

**50+**  
educational institutions,  
hospitals built

Social Entrepreneurship  
Seminars for **~166,000**  
teachers

**637,000**  
free of charge health  
services provided

Book and Materials  
Support for **55,000 +**  
disadvantaged students

## ANADOLU<sup>H</sup>

In Affiliation with  
JOHNS HOPKINS MEDICINE

Strategic partnership with **Johns  
Hopkins Medicine International**

**657,000** free health care provided to  
more than **50,000** patients

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  
focus largely on **oncology-related**  
issues.



**1**  
Koraç Cup  
**1996**

**11**  
Turkish  
Cups  
and

**12**  
Presidential  
Cups

**14**  
Turkish League  
Championships



### Gold Awards

3 Euroleague  
Devotion Marketing  
Awards, 1 EuroLeague  
One Team CSR Award

### Silver Award

1 EuroLeague  
Devotion Marketing  
Award



# 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.

428

**Projects 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. 1Q22 Financial Highlights

V. Segmental Operational and Financial Summary

**VI. Financial Summary**

# Segmental Financial Data – 1Q22

<i>TL mn</i>	Net Sales	Yearly Change	Gross Profit	Yearly Change	EBITDA	Yearly Change	Net Profit	Yearly Change
Beer	5.104	112%	1.945	181%	36	-176%	-448	<i>n.m.</i>
Soft Drinks	8.665	131%	2.844	124%	1.794	135%	630	56%
Migros	12.271	60%	3.134	65%	1.075	60%	82	-61%
Automotive	1.852	40%	406	85%	204	48%	161	91%
Energy and Industry	646	69%	139	105%	90	120%	-22	80%
Other	70	77%	54	64%	14	<i>n.m.</i>	-148	<i>n.m.</i>
Consolidated	28.214	84%	8.482	105%	3.210	106%	-77	<i>n.m.</i>

