

AG ANADOLU GRUBU HOLDING

Investor Presentation

November 2021

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



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I. Strategical Overview

- II. Governance Approach
- III. Investment Case
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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

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

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

CELIK IMOTOS

1960

Celik Motor was established.

ANADOLU MOTOR

1965

EFES 1969

Anadolu Efes was established.



established.





1979 Anadolu Foundation was established.

ANADOLU ISUZU 1983

A licensing agreement was made with ISUZU Motors



1993 Efestur was established.

EFES TUR

1984

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



2005

Anadolu Medical Center was established

Anadolu Motor was established

Adel Kalemcilik was





2009 Anadolu Etap was established. 2011

AND Gayrimenkul was established



Migros stakes were acquired.

Anadolu Grubu

2017 Anadolu Grubu Holding companies merged under one roof.

2005

McDonald's licensing agreement was received.



2007 Stakes were acquired in Aslancık Electricity.

AEH AFH Sigorta Acenteliñi A S 2008

AEH Insurance Agency was established.

AES 2008

AES Electricity Wholesale was established.

PARAVANI HEPP 2009

Anatolian Caucasia Energy was established.

2021



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
içecek (P) (Turkey,
Pakistan, Kazakhstan,
Iraq, Azerbaijan,
Jordan, Turkmenistan,
Kyrgyzstan, Tajikistan,
Syria, Uzbekistan)

International Partners



Migros



 Migros (P) (Turkey, Kazakhstan)

Automotive



- Anadolu Isuzu (P)
- Celik Motor
- Anadolu Motor

Energy & Industry



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

Anadolu Etap

Anadolu Foundation

Others

- Anadolu Medical Center
- A. Efes Sports Club

International Partners







HONDA MARINE HONDA **International Partners**





(P) Listed companies



In summary

Global player with strong local presence



Expertise in branded consumer products



Partnership culture with global brands









W















MARIN

Strong
ownership ties
coupled with
high corporate
governance
standards





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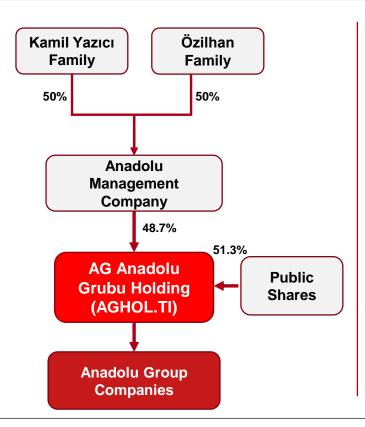
I. Strategical Overview

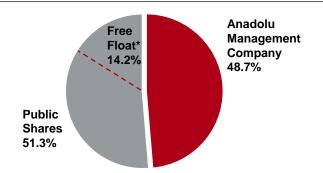
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Shareholding Structure





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%
Total	243.535	100%

- ➤ 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.



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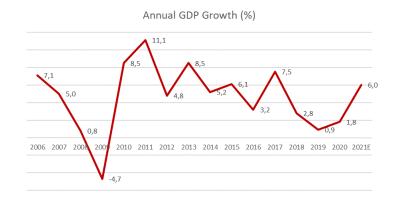
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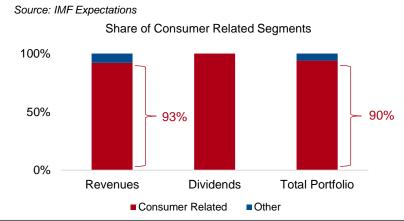


Investment Case - I

✓ 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.



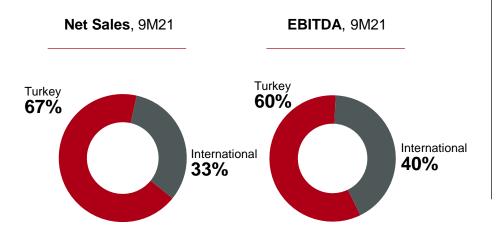




Investment Case - II

✓ 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.





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

How we are doing

CCI Uzbekistan acquisition, Migros On-line

		2018	2019	2020	9M21
Tight B/S Management	Net debt/ EBITDA	3.1x	2.1x	1.5x	1.2x
Strong FCF		TL 1.6 bn	TL3.6 bn	TL 5.5 bn	TL 6.0 bn
Balance sheet optimization	Solo Net Debt FX Protection	16%	53%	87%	100%
Improve profitability	EBITDA Margin EBITDA Growth Net Income (TL mn)	10.9% 23.3% -1.217	13.5% 28.1% -297	13.5% 21.4% -280	13.7% 31.6% 1.184

Asset optimization

AND Office Building sale
Migros real estate sales
MOOV sale
Anadolu Efes real estate sales



What's on the agenda?

- > 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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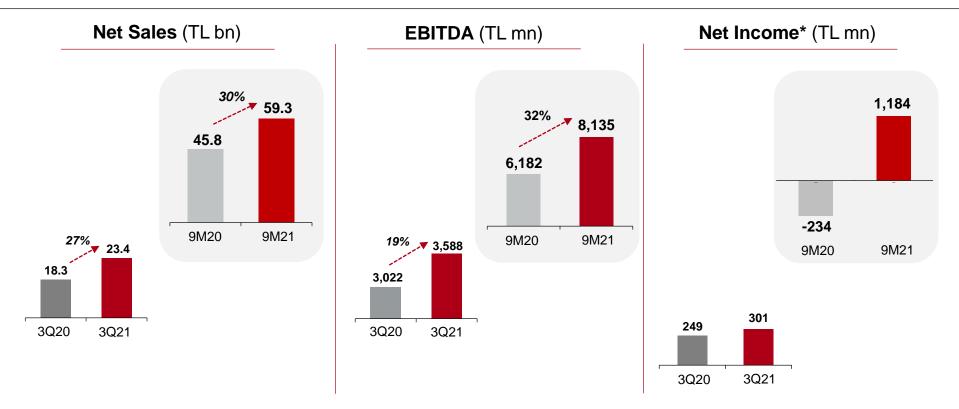
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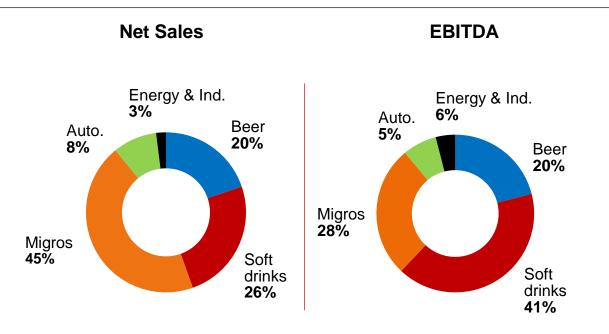
Key Financial Indicators – 3Q21 & 9M21

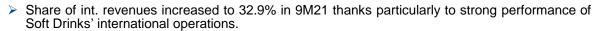


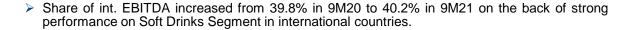
^{*} Adjusted net income of TL 596 mn in 9M21, excludes TL 588 mn one-off profit related to the sale of subsidiaries AND Anadolu Gayrimenkul Yatırımları A.Ş. and Migros Macedonia operations.

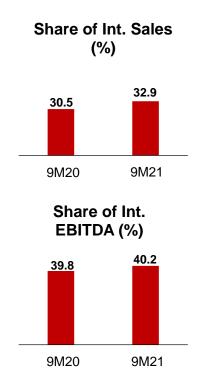


Segmental Sales and EBITDA Breakdown



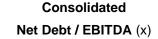


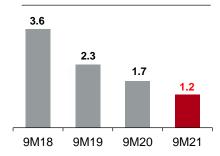






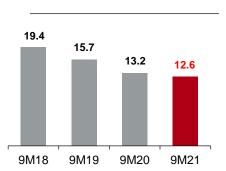
Financial Priorities I: Deleveraging on track

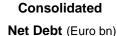


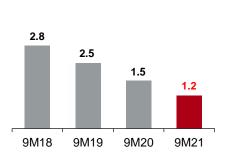


- Significant improvement in indebtedness ratios due to;
 - · Operational performance,
 - FCF generation
 - Balance sheet management, risk mitigation tools
 - Idle asset sales









- 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

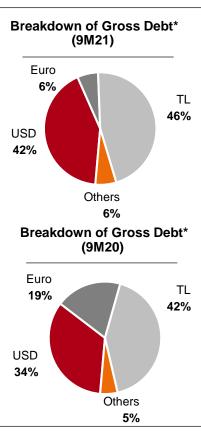
*incl. IFRS16



Financial Priorities II: Deleveraging on track

	Consolidated	Cash and Cash		Net
As of end-9M21 (TL mn)	Total Debt	Equivalents	Net Debt	Debt/EBITDA*
Beer	8,223	4,708	3,515	1.7
Soft Drinks	6,372	4,634	1,739	0.4
Migros	5,940	3,202	2,738	1.0
Automotive	1,090	760	330	0.6
Energy & Industry	1,839	173	1,666	3.0
Other (incl. Holding)	3,192	493	2,699	n.m.
Holding-only	3,191	431	2,760	n.m.
Consolidated	26,594	13,970	12,623	1.2
Consolidated (€ mn)	2,584	1,357	1,226	1.2

	Consolidated	Cash and Cash		Net
As of end-9M20 (TL mn)	Total Debt	Equivalents	Net Debt	Debt/EBITDA*
Beer	6,159	3,781	2,378	1.3
Soft Drinks	6,382	4,832	1,550	0.5
Migros	6,485	3,267	3,218	1.5
Automotive	1,497	396	1,101	1.9
Energy & Industry	2,591	179	2,412	19.3
Other (incl. Holding)	3,013	426	2,587	n.m.
Holding-only	3,013	370	2,643	n.m.
Consolidated	26,058	12,882	13,176	1.7
Consolidated (€ mn)	2,899	1,411	1,488	1.7





^{*}Including IFRS16, excl. hedging instruments

Financial risk metrics

Low debt ratios despite TL depr.

✓ Net debt /EBITDA at 1.2x as end of 9M21 vs. 3.6x as end of 9M18 and 2.3x as end of 9M19 and 1.7x as end of 9M20

LT maturity debt

✓ Average consolidated debt maturity of 30 months

Holding-only Cash and Debt

- ✓ Cash TL 431 mn
- ✓ Gross debt TL 3.2 bn, 31% Euro
- ✓ Net debt at TL 2.8 bn
- ✓ LT (National) credit rating (TR) AAA, ST (National) credit rating (TR) A1+

Natural hedge in place

- ✓ Share of International sales at 33%, EBITDA at 40%
- ✓ Benefiting from successful geographical diversification

Deleveraging in progress

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



Financial Priorities

- Profitability & Efficiency Improvements
- Tight B/S Management
- Proactive Risk Management
- FCF Generation
- Deleveraging



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Anadolu Efes

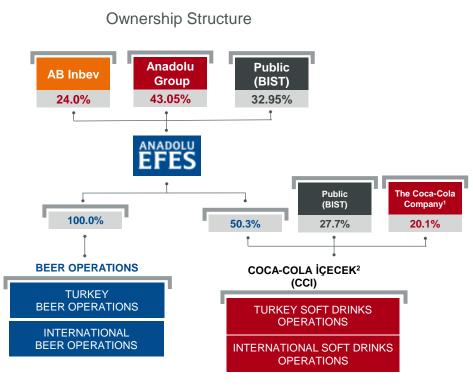


A total beverage company serving more than

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



- Through The Coca-Cola Export Corporation
- 2.0% held by Özgörkey Holding



Beer





5th largest in Europe

10th
largest
In the World
In terms
of sales
volume

Exports to more than **70** countries

21 Breweries

6 Malt complexes

Hops processing facility

1 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

TL 2.0 bn with EBITDA margin

Leader in the Turkish market

Market Leadership in Russia & Ukraine

Strongly positioned in CIS countries

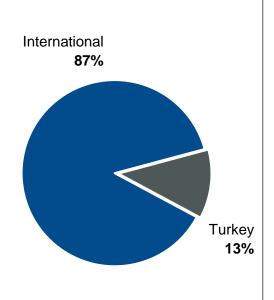
Leader in Kazakhstan, Moldova, Georgia



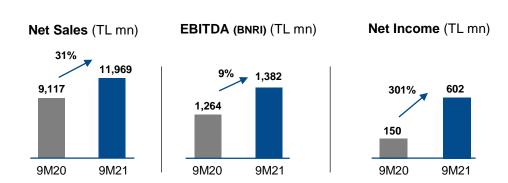
Beer Segment



Volume Breakdown (9M21)



Beer Segment Performance



- > The volume growth was attributable to the strong performance achieved in international beer operations, 9M21 beer group volumes marked a YoY increase of 4.3% reaching 29.2 mhl.
- > The strong topline performance in international beer operations was assisted by higher volumes as well as better pricing.
- Increase in raw material and commodity prices had a negative impact on gross profitability.
- > FCF in 9M21 reached TL 1.5 bn vs. TL 687 mn a year ago.



Soft Drinks







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

2020 sales volume

1.2 bn u/c

A total of

26
plants in
10
countries:

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

Quoted in BIST Corporate Governance and Sustainability Indexes

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

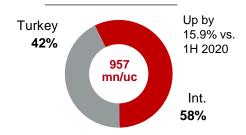
Honored with the Climate Leadership Award by CDP Turkey in performance and transparency categories three times



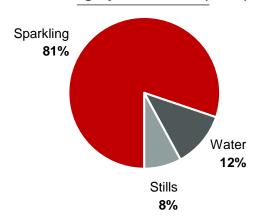
Soft Drinks Segment



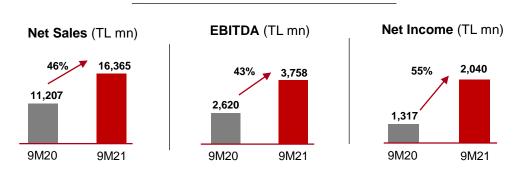
Soft Drinks Sales Volume (9M21)



Category Breakdown (3Q21)



Soft Drinks Segment Performance



- Business benefited from the increased mobility and eased restrictions as vaccinations gathered pace in most the key markets during 3Q.
- > Turkey operation had a very successful quarter, achieving the highest summer season sales.
- ➤ Hedged the majority the commodity needs for 2021, pressure of high commodity prices cost base was limited.
- FCF increased reached TL 2.5 bn in 9M21 vs TL 1.9 mn in 9M20; Disciplined CapEx management and tight working capital management, along with strong profitability resulted in solid cash generation.



Migros

Migros



The pioneer of organized retail in Turkey

17.1% share in modern FMCG

8.9% share in total FMCG

A total of 2,484 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

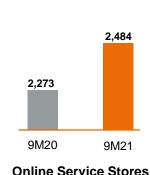
Turkey's biggest integrated meat-processing plant 62,000 tons production capacity

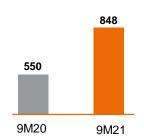


Migros Operations

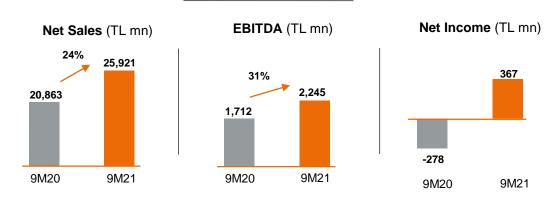
Migros

Number of Stores





Migros Performance



- Strong recovery in large stores and continuing sales growth momentum in online operations.
- Solid performance of our stores located in touristic areas mostly in Southern Turkey
- Online share to total sales at 14.5% in 9M21 (w/o tabacco and alcohol)
- Net debt to EBITDA ratio and the balance sheet continued to improve in 3Q 2021.
- ➤ The Company has a net cash position as of the end of 3Q 2021 (without IFRS 16 impact).
- The company revised its top-line growth guidance from 18-20% to 23% for 2021YE



Automotive Segment



CELIK INOTOR

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 Profleet 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





ANADOLU ISUZU

More than

170 k vehicles produced

in 34 years

FY2020 revenues: TL 1.2 bn

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



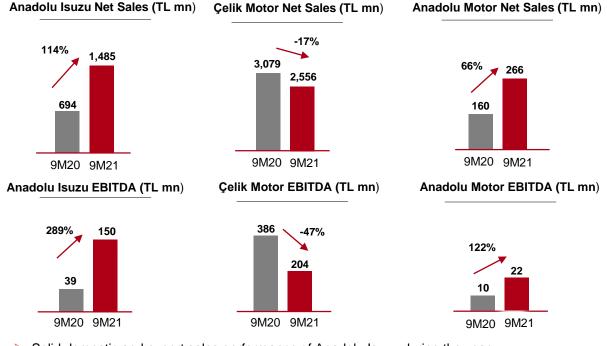
Automotive Segment



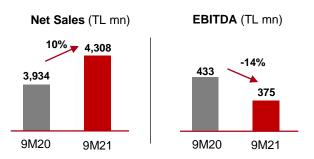
ANADOLU ISUZU















- Solid domestic and export sales performance of Anadolu Isuzu during the year
- Strong demand for Honda marine motors and diesel engines, Anadolu Motor EBITDA more than doubled
- Limited contraction at the top-line of Celik Motor despite the lack second hand sales vs. last year.







ADEL KALEMCİLİK

Leader

of the Turkish Stationery Sector 4.500

Product varieties in 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

Serving more than 100 mn customers in Turkey annualy

FY2020 revenues: TL 770 mn

Operating in Turkey since

1986

Under Anadolu Grubu umbrella since

2005

Turkish suppliers provide 95% 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

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





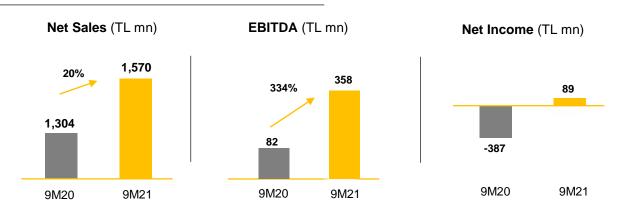








Energy & Industry Segment Performance



- Segment constituents: Adel, McDonalds, Energy and Real Estate
- > Increase activity in stationary business as schools have resumed to face to face classes
- McDonald's operations on a strong rebound as the restrictions regarding the pandemic ease.
- > Solid Margins on the energy segment. 100% of the electricity produced at GUE sold to Georgia

.



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



Projects mainly focusing on education and health

30,000+ Scholarships

50+ educational institutions, hospitals built

637,000 free of charge health services provided

42,000 + hours Mentoring Support

Social Entrepreneurship Seminars for ~166,000 teachers

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

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

14Turkish 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.**

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.



and

Applications











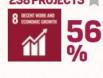
113 PROJECTS



41 PROJECTS

























21 PROJECTS









The UN Sustainable Development Goals that Anadolu Group has mainly contributed.



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VI. Financial Summary



Segmental Financial Data – 9M21

TL mn	Net Sales	Yearly Change	Gross Profit	Yearly Change	EBITDA	Yearly Change	Net Profit	Yearly Change
Beer	11.969	31%	4.455	24%	1.380	9%	602	301%
Soft Drinks	16.365	46%	5.784	47%	3.758	43%	2.040	55%
Migros	25.921	24%	6.333	27%	2.245	31%	367	n.m.
Automotive	4.308	10%	665	6%	375	-13%	173	-19%
Energy and Industry	1.570	20%	457	200%	358	334%	89	n.m.
Other	130	10%	96	6%	4	-76%	206	n.m.
Consolidated	59.312	30%	17.636	32%	8.135	32%	1.184	n.m.



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



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