

**Investor Presentation** 

November 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



# Contents



# I. Strategical Overview

- II. Governance Approach
- III. Investment Case
- IV. 9M22 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

+000.08

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

4

companies listed on BIST Corporate Governance index

6

companies

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

8

Companies published Sustainability reports



### Well-structured track

#### Establishment

1950

CELIK IMOTOS

1960

Celik Motor was established.

ANADOLU MOTOR

EFES 1969

Anadolu Efes was established.

ADEL 1969

1976

Anadolu Vakfi

1979 Anadolu Foundation was established.

ANADOLU ISUZU

1983

A licensing agreement was made with ISUZU Motors

CCI

1993

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



2005

Anadolu Medical Center was established.

1965 Anadolu Motor was established

Adel Kalemcilik was established.

Anadolu Efes Sports Club was established.

**Migros** 

2015 Migros stakes were acquired.

ANADOLU GRUBU

2017

companies merged under



2018

TOGG was established.

MASLANCIK ELEKTRIK ÜRETIMAS

2007

Stakes were acquired in Aslancık Electricity.



2008 **AEH Insurance Agency** was established

**AES** 2008

**AES Electricity Wholesale** was established.



Anatolian Caucasia Energy was established. ANADOLU ETAP 2009

Anadolu Etap was established Anadolu Grubu Holding one roof.

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
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)
- Aslancik Electricity
- Anadolu Kafkasya

Others

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

International Partners









International Partners



(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





# Contents



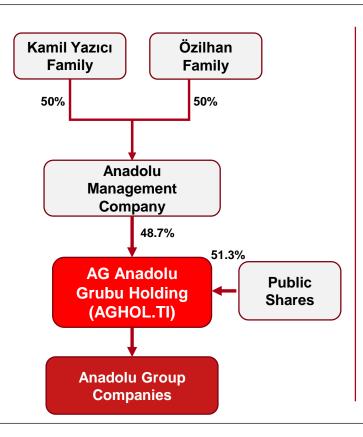
I. Strategical Overview

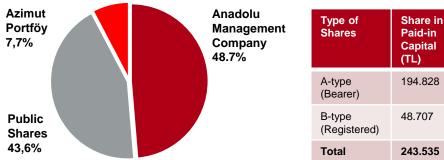
# II. Governance Approach

- III. Investment Case
- IV. 1H22 Financial Highlights
- V. Segmental Operational and Financial Summary
- VI. Financial Summary



# **Shareholding Structure**





- Shares
  43,6%

  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.



Share in

Paid-in

Capital

(%)

80%

20%

<sup>\*</sup>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.



# Contents



- I. Strategical Overview
- II. Governance Approach

# III. Investment Case

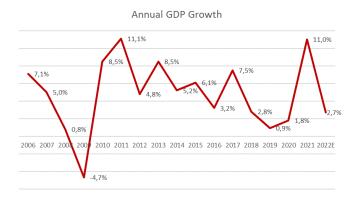
- IV. 9M22 Financial Highlights
- V. Segmental Operational and Financial Summary
- VI. Financial Summary

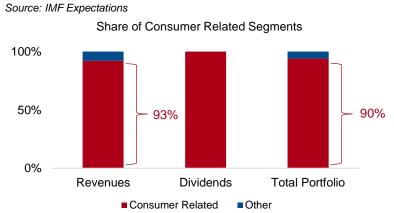


### Investment Case - I

### ✓ 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.



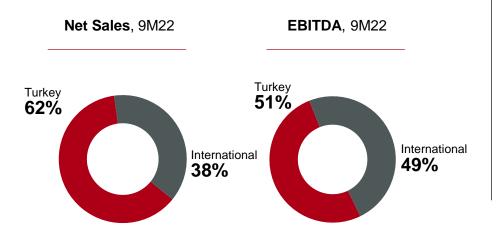




### Investment Case - II

### ✓ 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

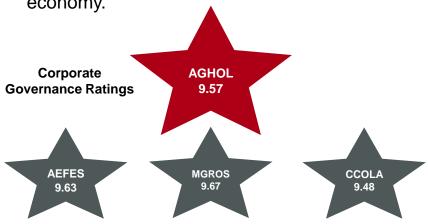
### ✓ Efficient portfolio management

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	2021
Tight B/S Management	Net debt/ EBITDA	3.1x	2.1x	1.5x	1.7x*
Strong FCF		TL 1.6 bn	TL3.6 bn	TL 5.5 bn	TL 6.7 bn
Balance sheet optimization	Solo Net Debt FX Protection	16%	53%	87%	~90%
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	13.4% 32.9% 1.291

**Asset optimization** 

AND Office Building sale Migros real estate sales MOOV sale, McDonald's 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?

- 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



# Contents



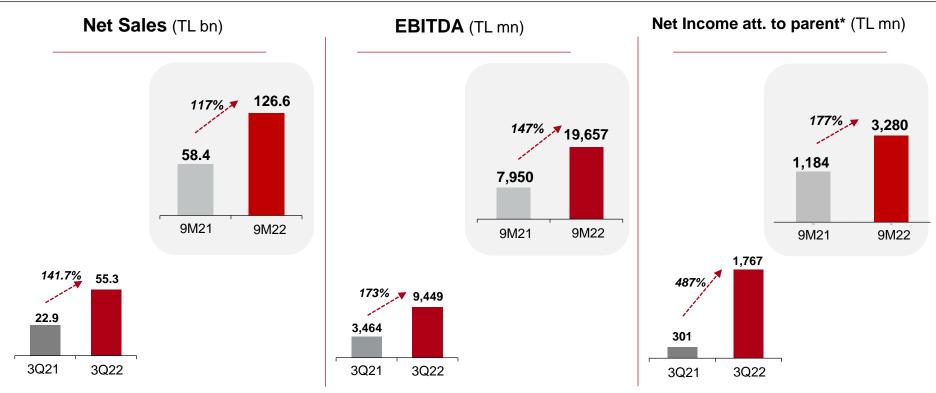
- I. Strategical Overview
- II. Governance Approach
- III. Investment Case

# IV. 9M22 Financial Highlights

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



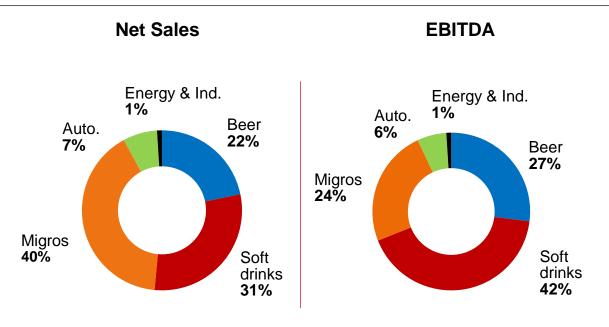
# Key Financial Indicators – 3Q22 & 9M22

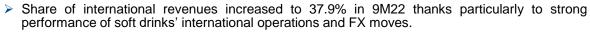


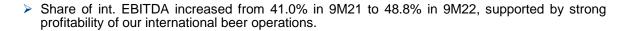
<sup>\*</sup> Adjusted net profit attributable to parent of TL 2,510 mn in 9M22 vs. TL 596 mn in 9M21 excludes one-off gains and losses related to the sale of subsidiaries AND Anadolu Gayrimenkul Yatırımları A.Ş. and Migros Macedonia operations in 1Q21, impairment losses in our beer operations in 9M22 and sale of McDonald's in 9M22.

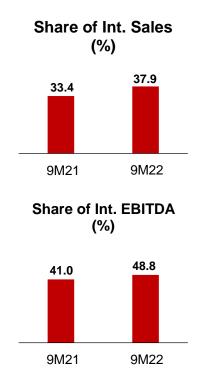


### Segmental Sales and EBITDA Breakdown



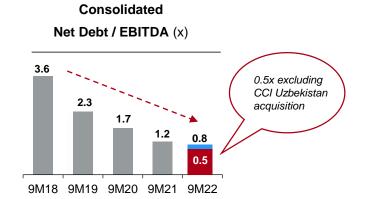






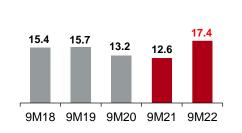


# Financial Priorities I: Deleveraging on track

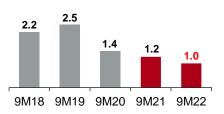


- > Significant improvement in indebtedness ratios thanks to;
  - · Operational performance,
  - FCF generation
  - Balance sheet management, risk mitigation tools
  - Idle asset sales





# Consolidated Net Debt (Euro bn)



- Despite sharply weaker TL, significant decline in indebtedness of the Holding during the last couple of years
- ➤ No FX debt at the Holding-only level

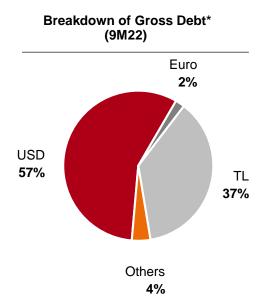
\*incl. IFRS16



# Financial Priorities II: Deleveraging on track

9M22 (TL mn)	Consolidated Total Debt	Cash and Cash Equivalents	Net Debt	Net Debt/EBITDA*
Beer	18.095	13.626	4.469	0,7
Soft Drinks	20.348	13.652	6.697	0,7
Migros	7.084	7.200	-116	0,0
Automotive	2.603	740	1.863	1,4
Energy & Industry	2.651	266	2.386	7,4
Other (incl. Holding)	3.610	1.419	2.191	n.m.
Holding-only	3.610	1.289	2.321	n.m.
Consolidated	54.328	36.903	17.426	0,8
Consolidated (€ mn)	2.995	2.034	961	0,8

9M21 (TL mn)	Consolidated Total Debt	Cash and Cash Equivalents	Net Debt	Net 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	6,0
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





<sup>\*</sup>Including IFRS16, excl. hedging instruments

# Financial risk metrics

Low debt ratios despite TL depr.

✓ Net debt /EBITDA at 0.8x as end of 3Q22 vs. 1.2x as end of 3Q21, 1.7x as end of 3Q20 and 2.3x as end of 3Q19

LT maturity debt

✓ Average consolidated debt maturity of 35 months

Holding-only Cash and Debt

- ✓ Cash TL 1.3 bn
- ✓ Gross debt TL 3.6 bn
- ✓ Net debt at TL 2.3 bn
- ✓ LT (National) credit rating (TR) AAA, ST (National) credit rating (TR) A1+

Natural hedge in place

- ✓ Share of International sales at 38%, EBITDA at 49%
- ✓ 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



# Contents



- I. Strategical Overview
- II. Governance Approach
- III. Investment Case
- IV. 9M22 Financial Highlights
- V. Segmental Operational and Financial Summary
- VI. Financial Summary



### **Anadolu Efes**

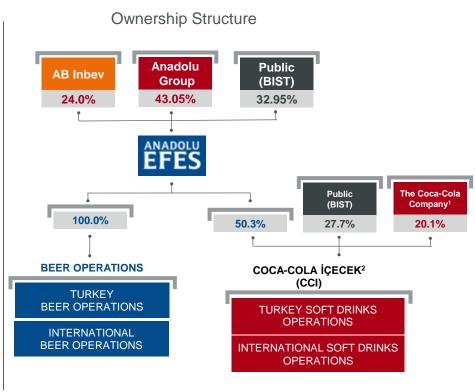


A total beverage company serving more than

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



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



### Beer





5th largest in Europe

9th
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 **53.5 mhl** beer,

399 k tons malt production capacity FY2021 revenues: TL17.4 bn

TL 2.4 bn with EBITDA margin 13.6%

Leader in the Turkish market

Market Leadership in Russia

Strongly positioned in CIS countries

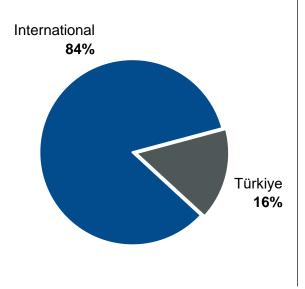
Leader in Kazakhstan, Moldova, Georgia



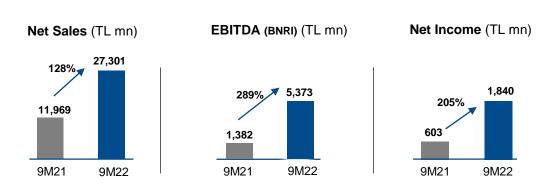
# Beer Segment



#### Volume Breakdown (9M22)



#### **Beer Segment Performance**



- Post-pandemic recovery of on-trade volumes and the successful tourism season in Türkiye contributed to beer market performance in 3Q22.
- > Despite the decline in consumer sentiment and disposable income, we achieved strong volume growth on the back of positive market momentum as well as last year's low base.
- Net income reached TL 1,8 bn in 9M22 more than tripling its level a year ago while excluding the impact of impairment and losses in Ukraine, net income would have been TL 2,2 bn.
- In 9M22, FCF broke another record and was realized at TL 5,8 bn.



# 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

2021 sales volume

1.4 bn u/c

A total of

26
plants in
11
countries:
Turkey, Pakistan,
Kazakhstan,
Azerbaijan,
Turkmenistan,

Kyrgysztan, Iraq Jordan, Tajikistan,

Syria, Uzbekistan

FY2021 revenues: TL 21.9 bn

FY2021 EBITDA: **TL 4.7 bn** 

#### Strong market positions in Sparkling

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

Quoted in BIST Corporate Governance and Sustainability Indexes

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

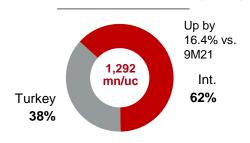
Honored with the Climate Leadership Award by CDP Turkey in performance and transparency categories three times



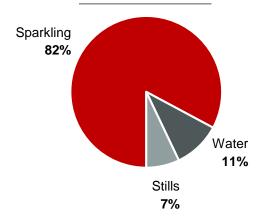
# Soft Drinks Segment



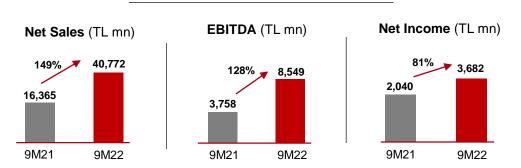
#### **Soft Drinks Sales Volume (9M22)**



#### Category Breakdown (9M22)



#### **Soft Drinks Segment Performance**



- Cycling the historically best quarterly performance of the last year, we delivered 7.5% reported volume growth on a consolidated level in the third quarter of 2022.
- Managed to offset a significant portion of the inflationary pressures on our cost base through timely price increases, revenue growth management ("RGM") initiatives, proactive hedging, and a strong focus on operational efficiency.
- International markets achieved volume growth of 20% on a reported basis, despite the elevated geopolitical and macroeconomic concerns, higher inflation, and aggressive monetary tightening



# Migros

# **Migros**



The pioneer of organized retail in Turkey

17.1% share in modern FMCG

8.9% share in total FMCG

A total of **2,565** 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

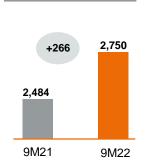
Turkey's biggest integrated meat-processing plant 62,000 tons production capacity



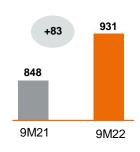
# **Migros Operations**

# **Migros**

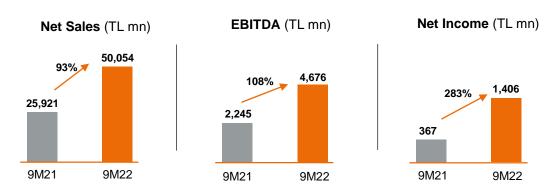
#### **Number of Stores**



#### **Online Service Stores**



#### **Migros Performance**



- > Revenue growth helped to achieve operational cost efficiencies despite the challenging energy market globally.
- The Company's offline and online network expansion remained on track in 9M 2022.
- Migros' online service network rose to 931 stores
- Net cash position as of September 2022
- No hard currency exposure
- Net income of TL 1.4 bn in 9M22, almost quadrupled compared to last year.



# **Automotive Segment**



### CELIK INOTOR

# ÇELİK MOTOR

Distribution of Kiabranded 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%





### ikinciyeni.com:

the leading second-hand
automotive e-commerce platform in
Turkey sold over 128K cars since
establisment. 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 35 years

FY2021 revenues: TL 2.7 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 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



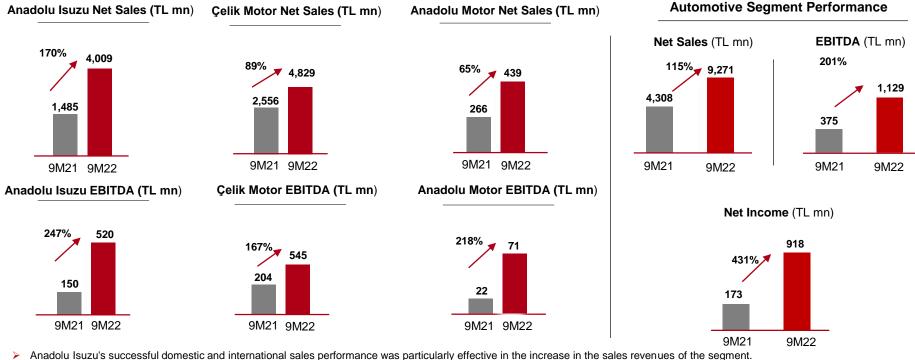
## **Automotive Segment**











- Çelik Motor and Anadolu Motor also contributing to strong performance.
- Net income of the segment increased more than fivefold.



# **Energy & Industry Segment**





### 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)





# **Energy & Industry Segment**





### 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%

### Aslancık 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 Doğuş Groups

Annual Electricity Output: 418 mn

kWh



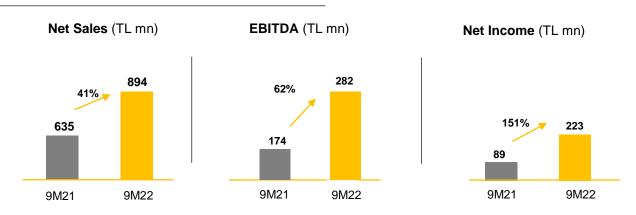


# **Energy & Industry Segment**





#### **Energy & Industry Segment Performance**



- Segment constituents: Adel and Energy
- Solid results continue at GUE
- > Adel both top-line and margins on a recovery as schools re-opened with face-to-face classes



# Other - Agriculture





8 farms 30,000 da land 1

packing house

in **2020** 

240,000 tons fruit processed in 3 production plants 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

**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.** 

# 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.

# **Projects** and **Applications**







has mainly contributed.



# Contents



- I. Strategical Overview
- II. Governance Approach
- III. Investment Case
- IV. 9M22 Financial Highlights
- V. Segmental Operational and Financial Summary

# VI. Financial Summary



# Segmental Financial Data – 9M22

TL mn	Net Sales	Yearly Change	Gross Profit	Yearly Change	EBITDA	Yearly Change	Net Profit	Yearly Change
Beer	27.301	128%	11.696	163%	5.025	264%	1.840	205%
Soft Drinks	40.772	149%	13.399	132%	8.549	127%	3.682	80%
Migros	50.054	93%	12.545	98%	4.676	108%	1.406	283%
Automotive	9.271	115%	1.822	174%	1.129	201%	918	431%
Energy and Industry	894	41%	386	48%	282	62%	223	151%
Other	237	82%	173	79%	27	589%	303	47%
Consolidated	126.630	117%	39.713	128%	19.657	147%	3.280	177%



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



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