

Investor Presentation

June 2023

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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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

7

Sectors

Beer, soft drink, retail, agriculture, automotive, stationary, energy

100+

Countries exported to

Turnover of TL **178,0** bn in FY2022

25,3 bn in FY2022

6

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

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.



Anadolu Efes Sports Club was established.



1979 Anadolu Foundation was established.

ANADOLU ISUZU 1983

A licensing agreement was made with ISUZU Motors



1993

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



2005

Anadolu Medical Center was established.

Anadolu Motor was established

ADEL

Adel Kalemcilik was





2017

Anadolu Grubu Holding companies merged under



2018

TOGG was established.

MASLANCIK ELEKTRIK ÜRETIMAS

2007

Stakes were acquired in Aslancık Electricity.



AEH Insurance Agency was established



AES Electricity Wholesale was established.



2009 Anatolian Caucasia Energy was established.



Anadolu Etap was established **Migros** 2015

Migros stakes were acquired. one roof.

2023



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

Other

- Anadolu Etap
- Anadolu Foundation
- 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























Strong ownership ties coupled with high corporate governance standards





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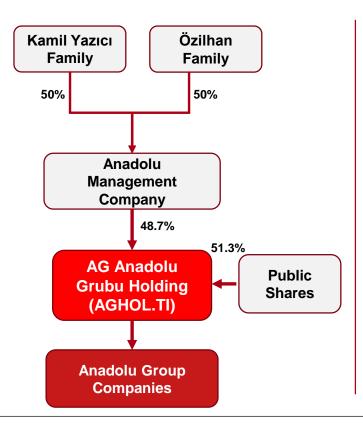
I. Strategical Overview

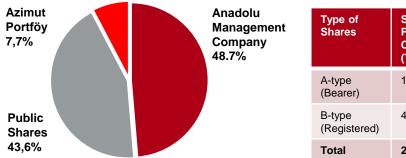
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Shareholding Structure





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
- > ~55% 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 other investors.



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.



Anadolu Group Sustainability Strategy

Act today for a better future



Goals

THE FUTURE OF NATURE By 2030, reducing greenhouse gas emissions in scope 1 and 2 by **50%** compared to 2020, working with the vision of becoming a **net-zero** company by 2050

THE FUTURE OF BUSINESS To be traceable in **50%** of operations by 2030 and **100%*** by 2050

THE FUTURE OF PEOPLE Aim to increase the rate of women executives **35%** by 2030 and **50%** by 2050

As Anadolu Group, we gathered our environmental, social and governance activities under our sustainability strategy, which we call "From Anadolu to the Future".

We implement our strategy in twelve focus areas in three pillars:

The Future of Nature, The Future Of Business and The Future of People.

*Limited to private label products for Migros.

United Nations Global Compact signatory, the world's largest and only corporate sustainability initiative backed by the UN.



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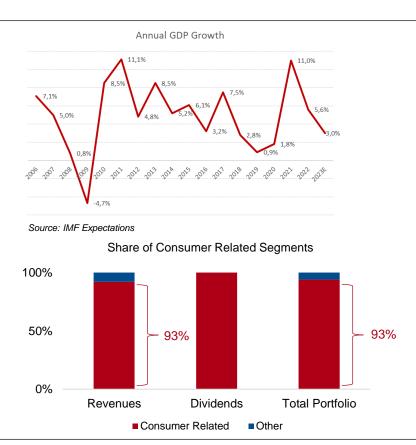
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Investment Case - I

✓ 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.

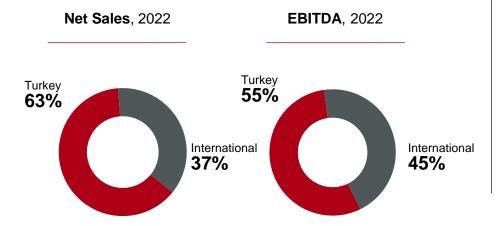




Investment Case - II

✓ 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

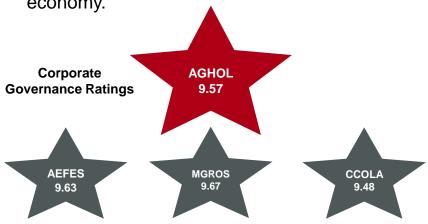
✓ Efficient portfolio management

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?

How we are doing

Focus and grow with our core business lines

CCI Uzbekistan acquisition, Migros On-line

		2018	2019	2020	2021	2022
Tight B/S Management	Net debt/ EBITDA	2.8x	2.1x	1.5x	1.7x	0.7x*
Strong FCF		TL 1.6 bn	TL3.6 bn	TL 5.5 bn	TL 6.7 bn	TL 12.8 bn
Balance sheet optimization	Solo Net Debt FX Protection	16%	53%	87%	~90%	~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	13.4% 32.9% 1.291	14.2% 132.7% 3.801

Asset optimization

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

*Netdebt/EBITDA ratio is at 0.5x 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 positive FCF generation with tight B\S management
- Optimize our cost structure through active use of operational hedges



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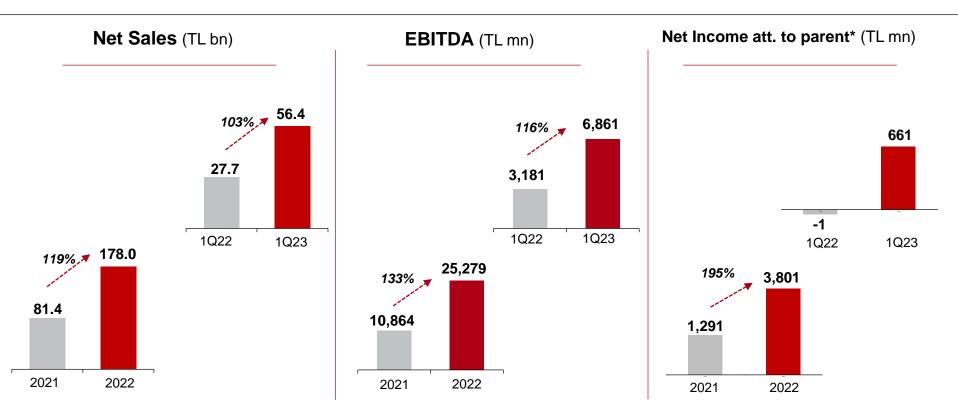
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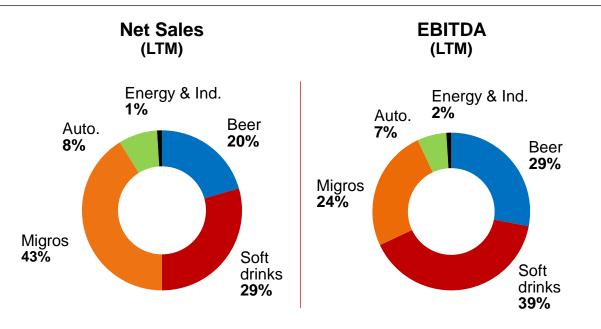
Key Financial Indicators – 1Q23

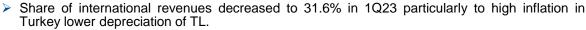


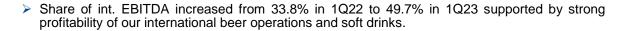
^{*} Excluding the impairment losses in 1Q22 net income in 1Q22 would have been TL 173 mn.

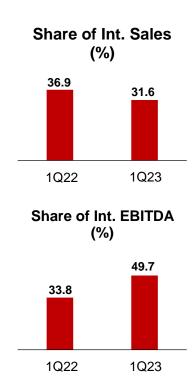


Segmental Sales and EBITDA Breakdown





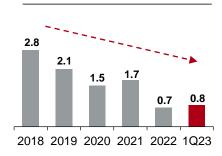






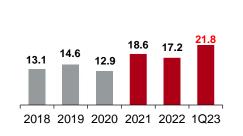
Financial Priorities I: Deleveraging on track

Consolidated Net Debt / EBITDA (x)

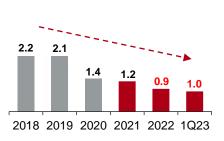


- > Significant improvement in indebtedness ratios thanks to;
 - · Operational performance,
 - FCF generation
 - Balance sheet management, risk mitigation tools
 - Asset sales

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
- ➤ No FX debt at the Holding-only level

*incl. IFRS16

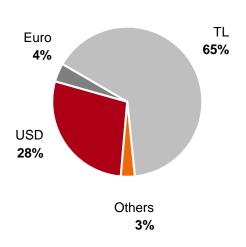


Financial Priorities II: Deleveraging on track

	Consolidated	Cash and Cash		Net
1Q23 (TL mn)	Total Debt	Equivalents	Net Debt	Debt/EBITDA*
Beer	17,881	9,804	8,077	1.0
Soft Drinks	22,850	14,706	8,143	0.7
Migros	8,044	8,167	-123	0.0
Automotive	3,508	2,205	1,303	0.6
Energy & Industry	2,523	583	1,940	4.2
Other (incl. Holding)	5,331	2,846	2,485	n.m.
Holding-only	5,330	2,661	2,669	n.m.
Consolidated	60,070	38,312	21,758	0.8
Consolidated (€ mn)	2,877	1,835	1,042	0.8

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	7.6
Other (incl. Holding)	4,211	1,001	3.209	n.m.
Holding-only	4,211	896	3.315	n.m.
Consolidated	45,212	23,227	21.985	1.8
Consolidated (€ mn)	2,771	1,424	1.348	1.8

Breakdown of Gross Debt* (1Q23)





^{*}Including IFRS16, excl. hedging instruments

Financial risk metrics

Low debt ratios despite TL depr.

✓ Net debt /EBITDA at 0.8x as end of 1Q23 vs. 1.8x as end of 1Q22 and 0.7x as end of 2022.

LT maturity debt

✓ Average consolidated debt maturity of 33 months

Holding-only Cash and Debt

- ✓ Cash TL 2.7 bn
- ✓ Gross debt TL 5.3 bn
- ✓ Net debt at TL 2.7 bn
- ✓ LT (National) credit rating (TR) AAA, ST (National) credit rating (TR) A1+

Natural hedge in place

- ✓ Share of International sales at 32%, EBITDA at 50%
- ✓ 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

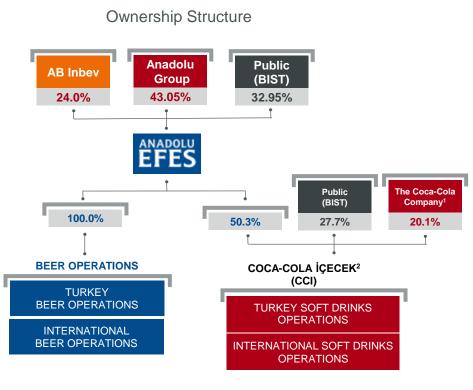


A total beverage company serving more than

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





2.0% held by Özgörkey Holding



Beer

EFES



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

1 Hops processing facility

1 Preform Plant

in 6
countries:
Turkey
Russia
Kazakhstan
Ukraine
Georgia
Moldova

Annual **52.2 mhl** beer.

403 k tons malt production capacity FY2022 revenues: TL37.0 bn

FY2022 EBITDA:
TL 7.3 bn
with EBITDA margin
19.8%

Leader in the Turkish market

Market Leadership in Russia

Strongly positioned in CIS countries

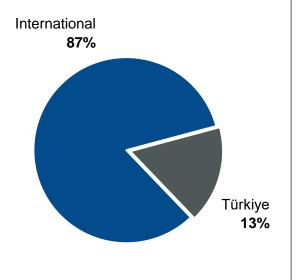
Leader in Kazakhstan, Moldova, Georgia



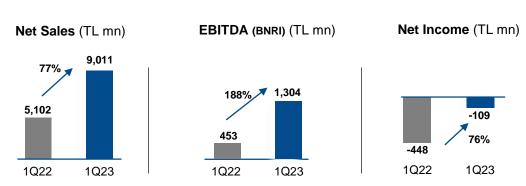
Beer Segment



Volume Breakdown (1Q23)



Beer Segment Performance



- Robust results demonstrating resilience and agility of beer operation and business portfolio despite volatilities and challenges.
- > The year started with strong topline growth coupled with solid margin expansion. The results were beyond initial expectations for the first quarter.
- In Ukraine, Chernigiv brewery continues to operate while in Mykolaiv brewery repairment works have been initiated.
- ➤ The EBITDA margin expansion is primarily stemming from gross margin improvement while the OPEX margin in Türkiye and Russia was lower compared to last year.



Soft Drinks







Among top 10

largest bottler In Coca-Cola system

~10 thousand employees

Serving 430 mn people

Annual production capacity

1.9 bn u/c

2022 sales volume

1.6 bn u/c

A total of

30 plants in

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

FY2022 revenues: TL 53.5 bn

FY2022 EBITDA: TL 10.2 bn

Strong market positions in Sparkling

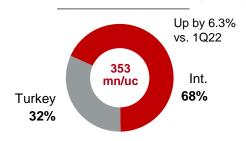
TURKEY	#1
66% PAKISTAN	
52%	#1
KAZAKHSTAN	#1
50%	
AZERBAIJAN	#1
72%	
KYRGYZSTAN	#1
54%	
IRAQ	#2
34%	#2
JORDAN	#2
15%	***
UZBEKISTAN	#1
46%	#1
TURKMENISTAN	
41%	#1
TAJIKISTAN	
66%	#1



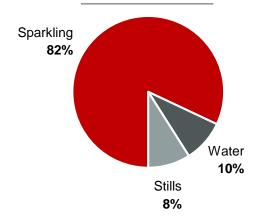
Soft Drinks Segment



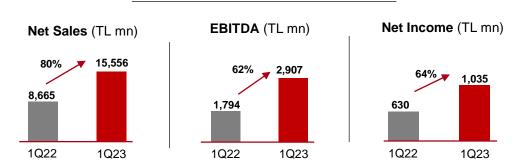
Soft Drinks Sales Volume (1Q23)



Category Breakdown (1Q23)



Soft Drinks Segment Performance



- Double-digit volume growth achieved in Central Asia and Pakistan offset the softer volumes in Türkiye and the Middle East, leading to 6% growth on a consolidated basis.
- International operations recorded solid results and were the growth driver of CCI.
- Actively managed cost base by closely monitoring raw material inflation with timely hedges and pre-buys.
- Resilient consumer demand in international markets, timely pricing actions, a higher IC mix in Türkiye, and a better channel mix in international markets helped to offset the EBITDA margin contraction partially.
- Net profit was TL 1,035 million in 1Q23 vs. TL 630 million in 1Q22 thanks to higher operating profit, although the higher net financial expenses partially offset it.



Migros

MiGROS



The pioneer of organized retail in Turkey

15.8% share in modern FMCG

8.9% share in total FMCG

A total of **2,908** stores covering app. 1.8 mn m²

Active Loyalty Card holders 14.3 mn active cards 9 mn loyal households

FY2022 revenues: TL 74.5 bn

FY2022 EBITDA: **TL 6.3 bn** with EBITDA margin 8.4%

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

Transforming the Ecosystem with innovative Subsidiaries²









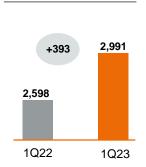




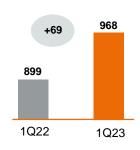
Migros Operations

Migros

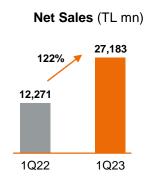
Number of Stores

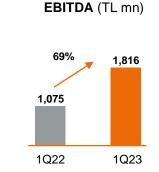


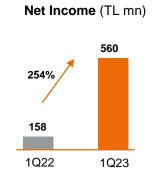
Online Service Stores



Migros Performance







- In 1Q23, Migros opened 98 new stores, implying an average of more than one new supermarket opening each day.
- Online share in total revenues increased to 17.2%
- New meal online delivery service Migros Yemek is now available in 22 cities. By 2023, it is planned that all 81 cities would be part of Migros Yemek's service network
- Net cash to EBITDA at 1.1x in 1Q23 vs. 0.4x a year ago.
- No hard currency exposure
- Bottom-line jumpled by 253% yoy to TL 560 mn in 1Q23 vs. TL 158 mn



Automotive Segment









ANADOLU ISUZU

More than 170 k vehicles produced in 35 vears

FY2022 revenues: TL 6.3 bn

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



Automotive Segment





ÇELİK MOTOR

Distribution of Kia-branded vehicles and operational leasing activities

FY2022 revenues: TL 7.2 bn

FY2022 EBITDA: **TL 658 mn**

FY2022 market share in passenger cars: 3.1%





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.

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



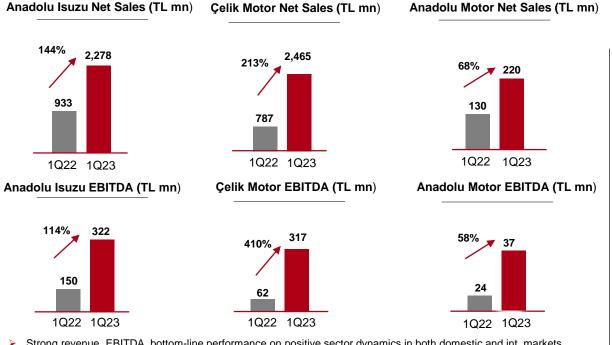
Automotive Segment



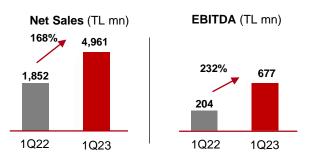
ANADOLU ISUZU













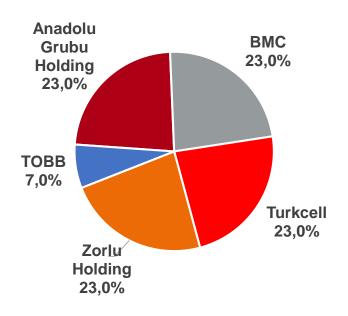


- Strong revenue, EBITDA, bottom-line performance on positive sector dynamics in both domestic and int. markets.
- Solid Anadolu Isuzu results across the board with strong top-line growth, margins and bottom-line
- Çelik Motor benefiting from solid domestic auto demand and pricing.
- Net debt/EBITDA ratio of the segment down to at 0.6x at 1Q23.



Togg in Brief

Shareholding Structure



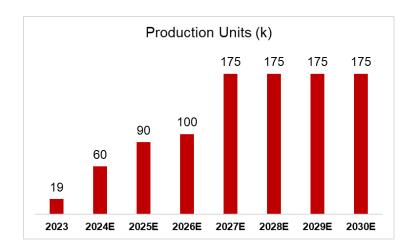


- TOGG ("Türkiye'nin Otomobili Girişim Grubu" / "Turkey's Automobile JV Group") is a consortium of five Turkish companies formed with the initiative and support of the government to manufacture Turkey's first electric car.
- Total investment for the project was EUR1.8bn as of March 2023.
- Anadolu Grubu Holding already paid EUR95mn as part of its share and already completed 85% of its commitment.
- The production facility is established in Gemlik (Bursa), and the first car was rolled out in October 2022, and mass production and sales started in March 2023.



Togg in Brief

- According to the existing plans, the production will be around 20k in 2023, 60k in 2024, 100k in 2026, and eventually to reach 175k. The plan is to produce around 1million electric cars in total by 2030.
- Exports to start in September 2024, mainly to Europe.
- TOGG will produce five different models C-SUV (March 2023), C- Sedan (1H 2025), C-hatchback (2026), B-SUV, and C-MPV until 2030. The first model, C-SUV is likely to cater to the middle-income segment.







Energy & Industry Segment







ADEL KALEMCİLİK

Leader

of the Turkish Stationery Sector 4.500

Product varieties in Stationery and Toy 50

Export Countries

FY2022 revenues: TL 895 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)





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

FY2022 revenues: TL 245 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

FY2022 revenues:

TL 472 mn

Undertaken jointly with the Doğan and Doğuş Groups

Annual Electricity Output:

418 mn kWh



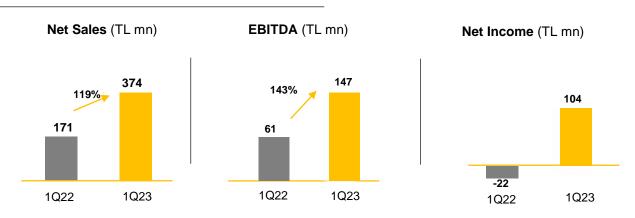


Energy & Industry Segment





Energy & Industry Segment Performance



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



Other - Agriculture





Anadolu Etap İçecek

350,000 tons fruit processed in 3 production plants in 2022

70% of the revenues are derived from export markets

Anadolu Etap Tarım

3,5 mn Fruit trees

8 farms **25,000** da land

More than **50%** of the revenues are derived from export markets



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

ANADOLU

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**

2EuroLeague
Championships

2020-2021 2021-2022

15Turkish League Championships

Gold Awards

First and only team that wins EuroLeague Devotion Gold award 5 times in Europe

12Turkish
Cups
and

13Presidential Cups



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- V. Segmental Operational and Financial Summary

VI. Financial Summary



Segmental Financial Data – 1Q23

TL mn	Net Sales	Yearly Change	Gross Profit	Yearly Change	EBITDA	Yearly Change	Net Profit	Yearly Change
Beer	9.011	77%	3.919	102%	1.303	3500%	-109	76%
Soft Drinks	15.556	80%	5.160	81%	2.907	62%	1.035	64%
Migros	27.183	122%	6.550	109%	1.816	69%	560	254%
Automotive	4.961	168%	1.073	165%	677	232%	504	214%
Energy and Industry	374	119%	217	133%	147	143%	104	n.m.
Other	142	102%	109	103%	8	-46%	-260	-76%
Consolidated	56.358	103%	16.888	100%	6.861	116%	661	n.m.



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



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