



## **AYGAZ Q1 2026 Financial Results Conference Call**

Thursday, 7<sup>th</sup> May 2026, 15:00 TR Time

### **Conductors:**

***Ms. Zeynep Keskin, Chief Financial Officer***

***Mr. Kozan Nabi Çiftçi, Corporate Finance & Investor Relations***

Conference Call Conducted by Chorus Call Hellas



CHORUS CALL HELLAS

PROVIDER OF TELECONFERENCING SERVICES

TEL: +30 210 94 27 300

FAX: + 30 210 94 27 330

Web: [www.choruscall.com](http://www.choruscall.com)

OPERATOR: Ladies and Gentlemen, thank you for standing by. I am Polina your Chorus Call operator. Welcome and thank you for joining the AYGAZ Conference Call and Live Webcast to present and discuss the First Quarter 2026 Financial Results.

At this time, I would like to turn the conference over to Mr. Kozan Nabi Çiftçi, Corporate Finance & Investor Relation.

Mr. Kozan Nabi Çiftçi, you may now proceed.

ÇİFTÇİ K: Good afternoon, everyone, thank you for joining our earnings webcast for the First Quarter of 2026. With me today are Zeynep Keskin, Chief Financial Officer, İlsu Neseliler, Financial Reporting and Control Manager and Billur Aslan, Investor Relations Manager of Aygaz. Before we begin, let me remind you that our presentation and comments in the Q&A session might contain forward-looking statements and assumptions based on our business environment as we see it today, and they might be subject to change.

As always, I will start with a summary of the LPG market and operational highlights together with an update on our Bangladesh Investment, then continue with the financial overview. And at the end, as usual, we will have time for a Q&A session. Please remember, you can access the audio recording and the transcript on our website after the call.

Let us start with the key operational highlights for the First Quarter of 2026 on slide number 3. The latest LPG report published by Energy Market Regulatory Authority, briefly EMRA, is as of February 2026, and according to January-February volumes disclosed in the report, total Turkish LPG consumption contracted by 5% year-on-year due mainly

to the contraction in both cylindergas and autogas markets in 2025, which were realized as 5% year-on-year.

Historical average market contraction in the Turkish cylindergas market resulting from the extension of the natural gas grid, has been around 3%-4% over the last 15 years. This 5% contraction in the cylinder gas market in 2026 reflects the overall economic tightening in the country. Aygaz's total market share was 27.3% in January-February period, and during this period, we continued to lead the LPG market in Turkey.

Aygaz's 3-month cylinder gas and autogas sales volumes in total increased by 5% compared to the same period of the last year. Cylinder gas sales were up by 2%, autogas sales were up by 6%, and bulk gas sales were down by 5% year-on-year.

Total domestic retail sales were realized at 242 thousand tons, 5% above last year's level.

Despite the overall contraction in Turkish LPG consumption, Aygaz was still able to reach 1 million tons of domestic retail sales in 2025. We see these 1 million tons of LPG volume as a critical threshold for our retail sales in Turkey and target to achieve it in 2026 as well. This retail LPG short enables Aygaz to trade additional wholesale and international sales volumes as well as to increase efficiency through economies of scale and, makes us one of the largest LPG players within the Mediterranean basin.

By leveraging on our retail LPG short and terminal capacity across the country, Aygaz also traded 342 thousand tons of wholesale and international LPG volume in the First

Quarter of 2026, which was 1% higher compared to the same period of the last year. United Aygaz LPG, our joint venture in Bangladesh, continues its cylinder and bulk gas activities, which started in Chittagong in August 2022, by expanding to different regions of the country. In the First Quarter of 2026, a total of 73 thousand tons of LPG sales were reached through 252 dealers.

In terms of financial highlights, the consolidated EBITDA amounted as 767 million TL, which is 7% higher than last year. In the First Quarter of last year, an inventory loss of 81 million TL, indexed within the scope of inflation accounting, realized due to Sonatrach price impact, while in the First Quarter of 2026, there is an inventory gain of 74 million TL.

The total net profit contribution of investments consolidated under the equity method amounted to 199 million TL in the First Quarter of 2026. As of the end of December 2025, the consolidated net cash position of 5.4 billion TL decreased to 1.1 billion TL at the end of March 2026, with the effect of dividend payment, vessel investment, and net working capital.

Now, let us look at the key highlights for Aygaz's market share and Turkish LPG market on slide number 5. As per February 2026 EMRA report, Aygaz achieved 43.1% and 24.4% market share in cylinder gas and autogas markets, respectively in the January-February period. These figures represent increases of 1.4% and 2%, respectively, compared to the same period of last year. Together with our market share of 31.5% in bulk gas segment, Aygaz's total retail market share is realized as 27.3%, and Aygaz

continued to be the uninterrupted leader of Turkish LPG market.

On slide number 6, let us have a look at the sales performance of our company as of the February-end. Our domestic retail sales volume in the First Quarter of 2026 is 242 thousand tons, 5% above last year's level. Cylinder gas sales were up by 2%, autogas sales were up by 6%, and bulk gas sales were down by 5% year-on-year. Total wholesale and international LPG sales were up by 1% year-on-year in the First Quarter of 2026. As a result, Aygaz's total LPG sales in the First Quarter of 2026 were realized as 584 thousand tons up by 2% year-on-year.

On slide number 7, let us go over the Sonatrach price, which is the benchmark price in the Turkish LPG market. Sonatrach price (in short SP), followed a volatile pattern throughout 2025, closed December at 481 USD/ton. The average SP in the first three months of 2026 was 494 USD/ton. Hence, due to this increase in SP during the first three months of 2026, Aygaz incurred an inventory gain of around 74 million TL (nominal values without inflation accounting).

The SP increased to 885 USD/ton in April, driven by global developments in March. The inventory gain impact of the price increase in April will be reflected in the Second Quarter.

On slide number 8, we will be covering the updates regarding our joint venture, United Aygaz LPG in Bangladesh. As we mentioned in our previous webcasts, cumulative capital contribution of 75 million USD is made into the joint venture, in line with the initial investment

plan. Aygaz's share within this cumulative contribution corresponds to an amount of 37.5 million USD.

The total number of sphere tanks in our base terminal in Chittagong has reached 6, increasing the storage capacity to 16 thousand tons, and second cylinder filling line has been commissioned in this facility. With this ongoing capacity increase and ramp up in its sales volumes, United Aygaz is able to import larger LPG vessels to the country and benefit from higher supply advantage. The total capacity is expected to reach at 21 thousand tons by adding two more sphere tanks by the end of 2026.

Regarding our second facility in Dhaka, the capital of Bangladesh, construction works for establishing a LPG storage facility and cylinder filling plant have completed and commenced its operations in January 2026. As for the sales performance, United Aygaz reached a total volume of 73 thousand tons with 252 dealers and approximately 14,500 sales points.

Total cylinder gas market share of the company across Bangladesh reached to 12% as of the end of March 2026. On a monthly basis, cylinder gas market share reached to 12.1% in March. The joint venture company generated a revenue of 57.5 million USD and an EBITDA of 7.5 million USD, and as part of the equity method of consolidation, United Aygaz's net profit contribution to Aygaz's consolidated financial results amounted to 116 million TL in the First Quarter of 2026.

Moving on to slide 10, I will now walk you through the key drivers of consolidated financial performance when compared to the prior year. As we have discussed on slide 7 while going over the evolution of Sonatrach prices, Aygaz

incurred an inventory loss of 81 million TL (indexed within the scope of inflation accounting) in the First Quarter of 2025, whereas there was inventory gain of 74 million TL in 2026.

On the other hand, cylinder gas and autogas sales volumes in the First Quarter of 2026 were 2% and 6% higher respectively than last year. With the effect of the increase in gross profit, the operating profit for 2026 is 402 million TL, which is 10% higher than the previous year.

Total net income impact of investments accounted under equity method in the First Quarter of 2026 is, (+) 199 million TL (EYAŞ: (+) 339 million TL, Kolay Gelsin: (-) 263 million TL, Opet Aygaz Gayrimenkul: (+) 7 million TL, and United Aygaz: (+) 116 million TL). The increase in net financing income is being eroded by monetary position. Despite the increase in monetary losses, the net profit for the First Quarter of 2026 amounted to 135 million TL, which is 770% higher than the same period of last year.

On slide 11, you can see the quarterly evolution of our gross profit and EBITDA in 2025 and 2026. On this slide, we just want to emphasize that the gross profit and EBITDA margins in the First Quarter were higher both than the previous quarter and the same period of last year.

Moving on to slide 12, you can see the balance sheet items. As of March-end, our net working capital requirement is at around 3.6 billion TL. The consolidated net cash position of 5.4 billion TL as of the end of December 2025, decreased to 1.1 billion TL at the end of March 2026 with the effect of dividend payment, vessel investment and net working capital. Our gross cash was 4.1 billion TL and total financial

debt was 3 billion TL. Almost all financial debt consists of foreign currency loans from banks.

In addition to the shipbuilding contract, which is signed and disclosed to the public in January, another contract was signed in April for the purchase of two more LPG vessels. The majority of the purchase price to be paid prior to the delivery scheduled for the Fourth Quarter of 2028 and the Second Quarter of 2029.

On slide number 13, you can see our forward-looking statements for 2026. Our sales volume and market share guidance are as follows: Cylinder gas sales volume ranges at 200,000 to 220,000 tons and auto gas sales ranges at 750,000 tons to 790,000 tons. And our cylinder gas market share is expected to be in between 41.5% and 42.5%. Our auto gas market share is expected to be in between 23% to 24%.

This concludes our presentation today. Thank you for your patience and now we can take your questions.

OPERATOR: Ladies and gentlemen, there are no audio questions at this time. We will now move on to written questions from the webcast participants. Our first question from our webcast participant is from Uğur Bozkurt with Deniz Yatirim and I quote, "Thank you for the presentation. I have a question about the inventory gain. If LPG prices close the Second Quarter 2026 at about this level or a bit lower level, we can see a significant inventory gain. Is that right?"

KESKIN Z: Hi, I can take this question. This is Zeynep. Thank you for the question.

It is basically you are right. As you know, SP prices are announced at the beginning of each month, which means

we did not recognize any price increase in March. So, if the price level continues like that, we can recognize inventory gains in the Second Quarter, based on the price level, of course.

OPERATOR: The next question is from Ahmet Çetin and I quote, "According to your estimate, when will Kolay Gelsin turn a profit from a loss and when will you start receiving dividends from Bangladesh investment?"

KESKIN Z: If I start with Bangladesh investment, we continue to invest in Bangladesh. As Kozan stated, we have still two spheres which will be available at the end of this year. So, we are continuing to invest in other cities of Bangladesh and if we will have additional investment, we will announce them later. But for this year, we do not have any projections about dividend payments because we believe in this market and most probably we will continue to our investments.

And for Kolay Gelsin, we are aiming this year to have a breakeven EBITDA, but we are still continuing to invest in this company as well for operational efficiency and improving operations. But I cannot further comment on this.

OPERATOR: The next question is from Umut Öztürk with Gedik Invest and I quote, "Thanks for the presentation. How do you see the outlook for Second Quarter in terms of sales volume, LPG markups and inventory gains?"

KESKIN Z: I think we covered the inventory gains part in the first question. For the sales volume, I can say our market share is increasing. It is obviously higher in the first two months

as we explained and we see a positive outlook for the Second Quarter as well.

And there might be contraction because of high prices in the market. But for Aygaz, I think our market share will increase and we do not see any contraction now.

OPERATOR: Ladies and gentlemen, there are no further questions at this time. I will now turn the conference over to management for any closing comments. Thank you.

ÇİFTÇİ K: Thank you for joining our webcast. See you in our next webcast. Thank you.