

### INVESTOR PRESENTATION







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### Aygaz overview 2020 も10.1 billion REVENUE 2,2 m tons SALES OF LPG LPG MARKET SHARE **LEADING LPG DISTRIBUTOR** of TURKEY **NATURAL GAS REFINERY** AYGAZ DOĞALGAZ **◯** Tüpra<u>s</u> **DIVERSIFIED PARTICIPATION PORTFOLIO O** ENTEK **IN ENERGY POWER GENERATION**





### Overview

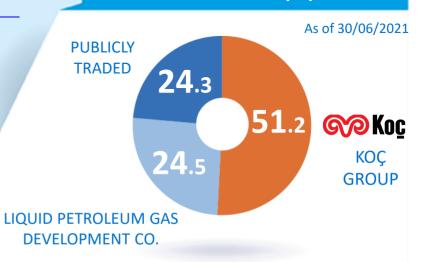
#### **SUMMARY FINANCIALS** (Cons. In m TL) 2020 2018 2019 2020-2019 Change 10,211 Revenue 10,145 9,554 -1% **EBITDA** 160 -10% 444 492 **Net Profit** 273 228 -109% -25 **EBITDA Margin** 4% 5% 2% -1 **Net Profit Margin** -0.2% 3% 2% -3

2,068

2,000

2,150

#### **SHAREHOLDERS (%)**





Volume (000 tons)



4%

### >

### **Core business - LPG distribution**

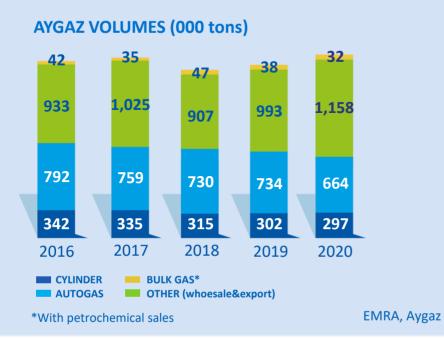
**Generic brand for LPG** 

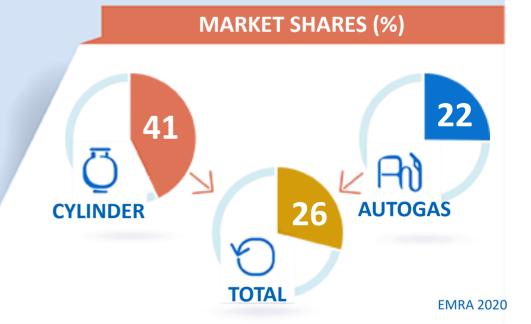
27<sup>th</sup> largest industrial company of Turkey, as of 2020

**Most preferred LPG brand in Turkey since its foundation** 

Market leader with 3 brands

AYGAZ Mogaz Lipetgaz





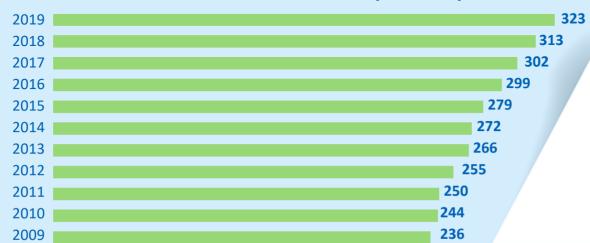




### B

### **World LPG market**

#### **WORLD LPG CONSUMPTION (m tons)**



- Fastest growing energy source after renewable energy
- 300 billion USD business size worldwide
- Sources of LPG production;



#### LPG AS A COMMODITY











Mixture of
Hydrocarbons
(Butane and
Propane)

Portable and versatile

Low GHG Emission; Eco-friendly Diversity of Supply sources; Abundant reserves Cleaner, safer
And cheaper
at home &
transportation

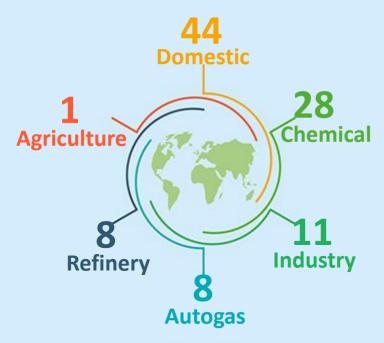
WLPGA Statistical Review of Global LP Gas Report, 2020





# **World LPG consumption**

World LPG Consumption By Sectors (%)



World LPG Consumption
By Regions (%)

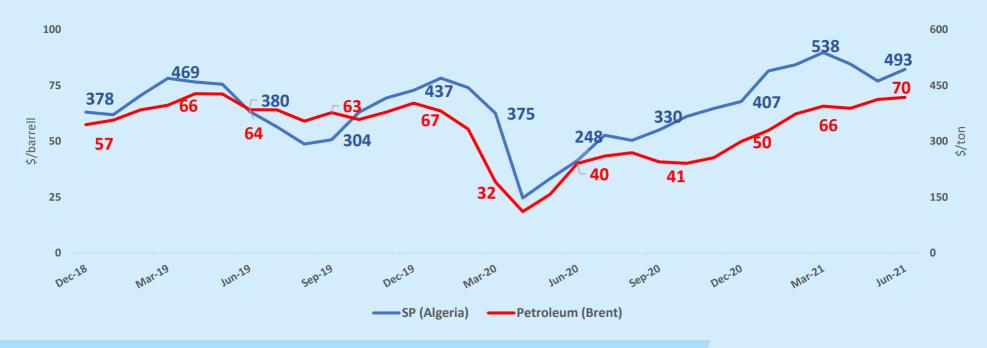


WLPGA Statistical Review of Global LP Gas Report, 2020





### **Prices of LPG and brent**



- There is a correlation between LPG and oil price
- Seasonality can also affect LPG price
- June 2021 Sonatrach LPG price is at 493 USD/ton and 99% higher YoY, while it is 21% higher than December 2020 level.

Sonatrach / Market data

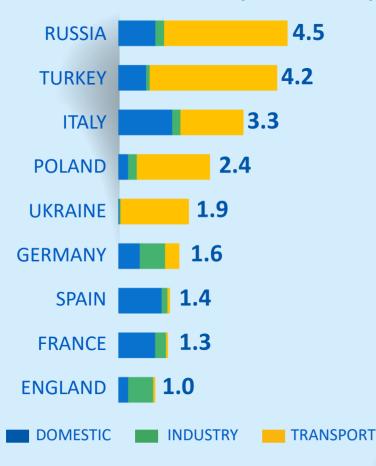




### C

### **Turkish LPG market**





WLPGA Statistical Review of Global LP Gas Report, 2020

#### 4.2 m tons #2 in Europe #10\* in the World

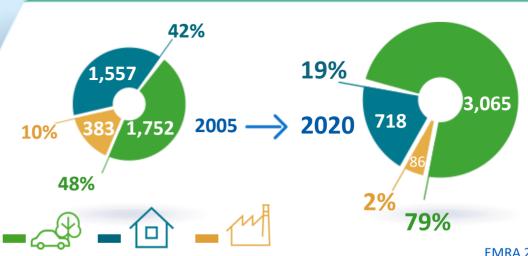
#### ~90 distribution companies

Leading 3 players in the cylinder market and first 8 players in the autogas market hold over 80% of the total market

#### Liberal market with regulatory body-EMRA

\* when p. chemical and refinery is excluded

#### **EVOLVING FROM CYLINDER TO AUTOGAS (000 tons)**

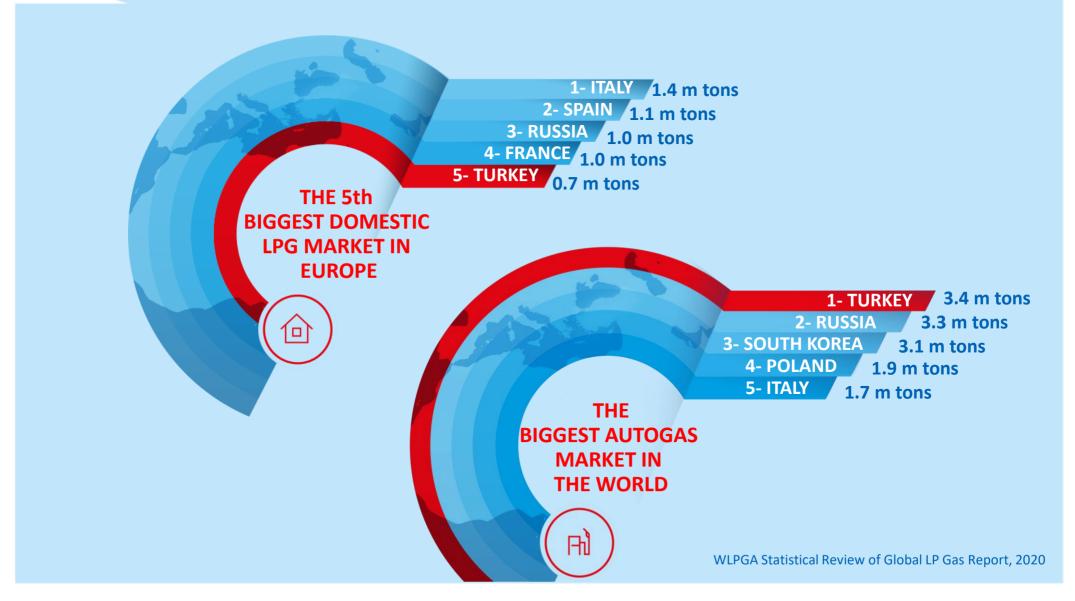


**EMRA 2020** 





# **LPG** market ranking



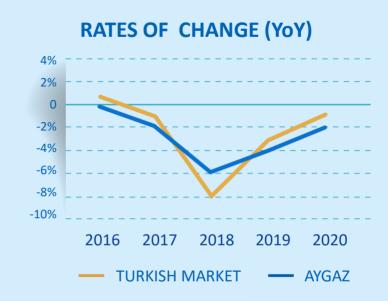






# Cylinder market starting to stabilize





Increasing residential demand during the lock-down periods due to the Covid-19 pandemic compensated the effects of the on-going natural gas conversions, urban transformation and contraction in commercial sales. Accordingly Aygaz cylinder gas sales contracted by 2% year on year in 2020.

#### **General factors affecting cylinder market;**

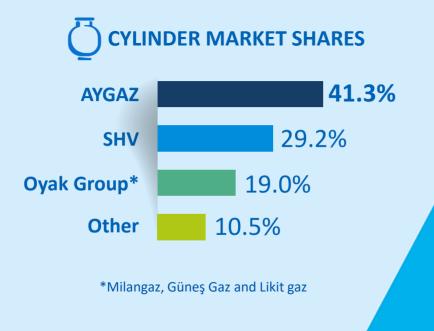
- Pressure on demand due to rising LPG prices
- Continuation of natural gas grid expansion despite deceleration

EMRA data





# Leader of cylinder LPG market



- Generic brand
- Market maker
- Largest dealer network with high sales efficiency
- 60% market share in residential use
- Fully integrated production cycle; Cylinder and gas appliances factory in Gebze plant
- Aygaz Ekspres; digital solutions for optimizing dealers' business&delivery

Aiming to maximize customer satisfaction&loyalty

2020	Number of dealers	Sales Volume (tons)	Avg dealer sales (tons)
Aygaz cylinder dealers	2,297	296,934	129
Total cylinder dealers	5,542	718,367	129

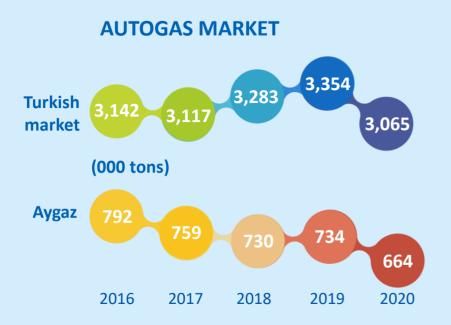
2020 EMRA data

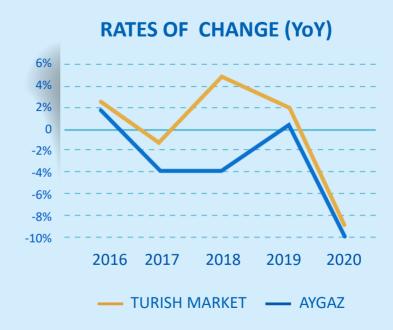






# World's biggest autogas market





#### Factors affecting autogas market;

- 30% more economic on average compared to gasoline
- Fierce price competition among national and local players
- Increasing interest of car manufacturers to LPG and conversions with car guarantees

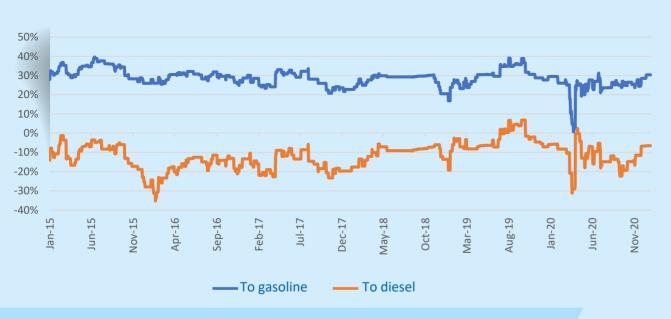
EMRA data





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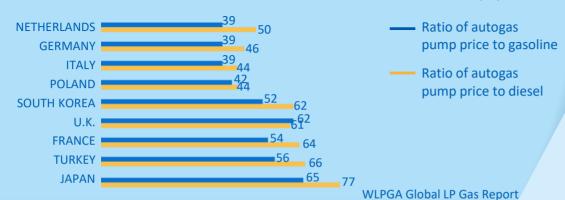
# Price economy of autogas





price advantage to gasoline

#### **PUMP PRICE OF AUTOGAS ACROSS THE WORLD (%)**

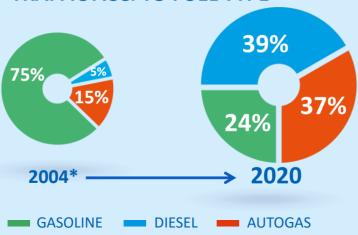




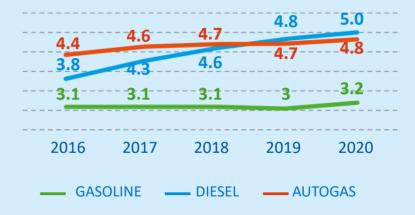


# Autogas; most widely-used passenger car fuel of Turkey





#### **TURKISH CAR PARK (m cars)**



\* Fuel type unknown: 5%

- With 4.8 million cars, 4 out of 10 passenger cars run on LPG
- Largest LPG vehicle fleet in the world; 16% of the world
- Approx. 11,000 autogas stations all over Turkey

#### **CAR OWNERSHIP PER PERSON**

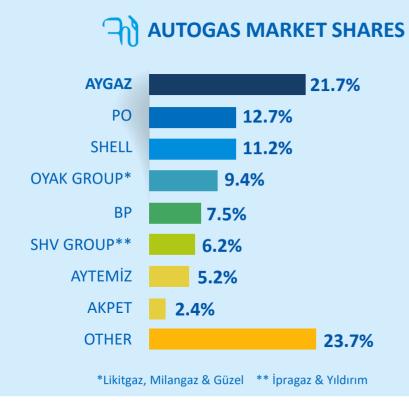
**575**/1000 **150**/1000 EUROPE TURKEY

Turkstat, ACEA

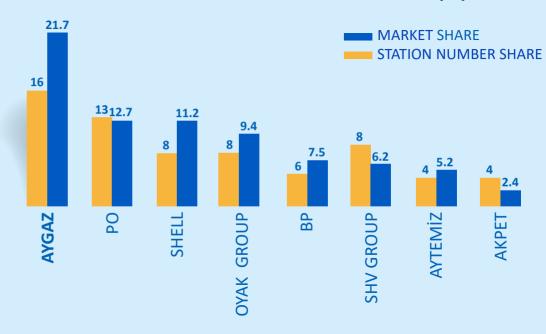




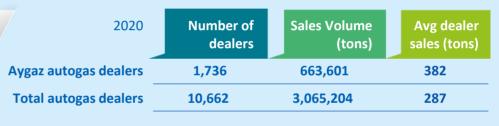
### Leader of the biggest autogas market in the world



#### **MARKET SHARE & STATION NUMBER SHARE (%)**



- Largest dealer network with high sales efficiency
- Creating network synergy with sister company Opet
- Core business is LPG unlike other fuel distributors

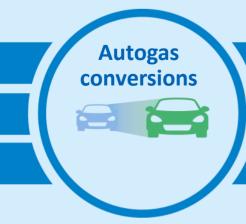


EMRA December 2020





# Autogas car park growth



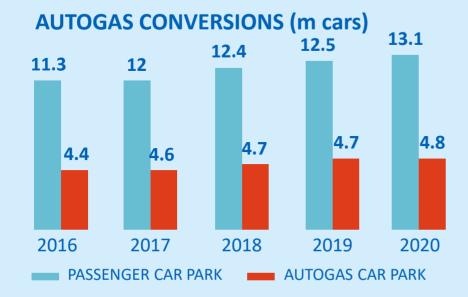
1,000+ conversion points

\$500 average cost of conversion

Payback in 15,000 km

# **OEM**; original equipment manufacturer

 Some major car manufacturers are providing guaranteed conversion currently



Turkstat





#### 20 The LPG value ~300 1,736 auto gas stations tankers 1,000,000 vehicles chain using Aygaz Otogaz **Moving&floating Fixed storage** AYGAZ AYGAZ storage capacity capacity of AUTOGAS of 37,000 m3 178,400 m3 ~2.300 bulk gas customers **BULK** AYGAZ 3 LPG ships **CYLINDER** belonging to 2.2 million the fleet of tons of LPG **Anadoluhisarı** supply **Tankercilik Gebze Facility; exports of** cylinders and gas devices ~200 2,297





As of end of 2020

cylinder

vehicles

cylinder gas

dealers

# Competitive supply chain



#### **BIG PLAYER**

- #1 purchaser in Mediterranean
- **#1** importer in Turkey
- **#1 LPG exporter in Turkey**
- **#1** storage owner in Turkey (~24% of TR)



#### **ADVANCED MODEL**

- **Direct imports to 5 different locations**
- Most diversified supply portfolio in Turkey Diversified supplier & origins Diversified supply pattern (ex-refinery, FOB, CIF)
- Only company in Med capable of discharging a VLGC in single port



#### **FLEET MANAGEMENT**

- **Top-notch LPG fleet owner**
- Total capacity: 28,800 cbm, Average age: 15 yrs
- Single LPG vessel charterer (in/out) in Turkey
- **Reduces logistics costs**
- Provides flexibility in sourcing and inventory management



#### OVERLAND TRANSPORTATION

- **Biggest LPG truck fleet in Turkey** >500 vehicles
- **Transporting 1.4 million ton/year**
- 45 million km/year









\*\* 100% of the company shares are owned by Aygaz A.Ş.'s full subsidiary Kuleli Tankercilik A.Ş. Financial Investments: Koç Finansal Hizmetler A.Ş. (3.93%), Ram Dış Ticaret A.Ş (2.5%), Tanı Pazarlama ve İletişim Hizmetleri A.Ş. (10%), Tat Gıda Sanayi A.Ş. (0.08%)





\*EYAŞ owns 51% of the shares of TÜPRAŞ

F

# **Natural** gas



#### **LNG SALES**



**Transportation** and regasification



17% market share, 300 industrial customers 2020 sales: 73 mcm

#### **PIPELINE NATURAL GAS SALES**

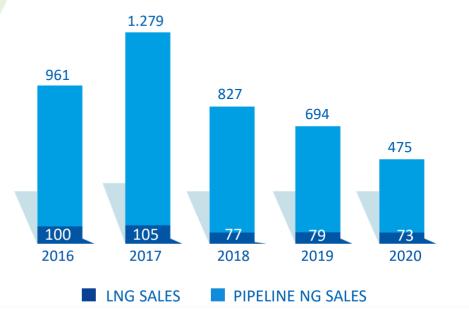


Started in 2020 sales: 2010 475 mcm

#### **PROJECTS**

**LNG & Pipeline gas import** 

# SALES VOLUME (mcm)







G

# Other participations

**POWER GENERATION** 

**O ENTEK** 

TOTAL INSTALLED CAPACITY: 377 MW

Kocaeli Natural Gas

Combined Cycle (NGCC): 112 MW

8 Hydro Assets: (HEPP): 265 MW

#### **SALES AND MARKETING**

Direct sale of cylinder gas and carboy water throughout Turkey

Fuel trade at its fuel stations

#### **STRATEGY**

Selective growth depending on opportunities and liberalization in the market



Founded in 2013 as a 50-50 partnership with Opet to purchase real estate and manage or lease these properties as fuel or autogas stations

Currently owns 21 stations







# Long term strategic plan of Aygaz



#### **TURKEY I PG** SUPPLY&DISTRIBUTION

To create sustainable value while keeping our leadership in Turkish

#### **OVERSEAS LPG** SUPPLY&DISTRIBUTION

To become an international LPG player



**NEW BUSINESS** 

lines through utilizing

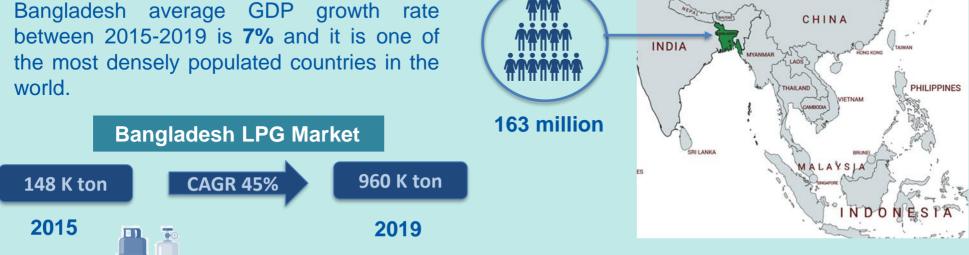
To develop new business

**MODELS** 



### Bangladesh Investment - United Aygaz LPG Ltd.

world.



Avgaz aims to operate in supply, filling and distribution of LPG through a green field investment.

85% domestic consumption

- Aygaz's partner, **United Enterprises & Co. Ltd.** (UECL) was established in 1978 and has become one of the pioneering companies in the country. UECL has a diverse investment portfolio spanning from power generation to healthcare, education, real-estate, construction, port, yarn spinning, specialized services, shipping, mineral oil distribution and logistics among others.
- The critical success factors for Aygaz within this investment stand out to be its **60 years** of expertise in the sector, brand power and the supply and operational advantages that are planned to be created. WIPGA, World Bank





### Bangladesh Investment – United Aygaz LPG

✓ Executive Management team (CEO and CFO level) were appointed as of February 2021 following the signing of Shareholders Agreement.



✓ Start of first phase of terminal investment in Chittagong (biggest port city of Bangladesh) is planned in May 2021.



✓ Preparatory initial work has started on the field regarding the first phase of investment, including sphere, bullet tank and cylinder filling equipment.









United-Aygaz Chittagong Facility Land





### Cargo Business - Aygaz Aykargo Dağıtım Hizmetleri



- Turkish e-commerce sector had grown by **35%** on average between 2015 and 2019. In 2019 sector growth reached 39% YoY. In 2020 it is further up by **66% YoY** with the impacts of the pandemic.
- Cargo distribution business, which continues to grow rapidly in line with the e-commerce, is a
  business line where Aygaz aims to create additional value by utilizing its current assets. These
  assets can be listed as its brand power, widespread dealer network, facility infrastructure and
  home delivery expertise that is currently reaching 50 thousand houses on daily basis.



Facility infrastructure



Strong dealer network





 Aykargo is primarily planning to focus on B2C segment which is expected to increase its portion in cargo sector in line with the growing e-commerce.

TUBİSAD, E-Ticaret Bilgi Platformu





### Cargo Business - Aygaz Aykargo Dağıtım Hizmetleri





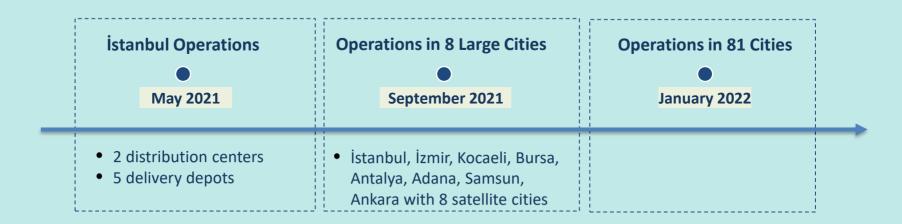
Assignments of CEO and N-1 level have been completed. Aygaz and Aykargo teams work together to create the organizational structure and to complete internal and external recruitment.



Istanbul operations started in early May 2021. In the first guarter of 2022, expansion to 81 cities is aimed to be completed.



Aykargo primarily targets B2C segment customers. Alternative Delivery Point (PUDO) contracts were signed with 1,300 Avgaz dealers: two transfer centers and three distribution depots are rented in İstanbul







# Aygaz key takeaways



Brand Power Long-term Strategy Builder



Diversifier & Portfolio

Financial Strength

#### STRATEGIC PRIORITIES

Sustain its market leadership in LPG by;

- Investing in the future with the responsibility of being the industry's highly reputable, reliable and consumer-oriented brand,
- Prioritizing high safety standards and product quality,
- Developing innovative products and services with solutions that place innovation and digitalization at the core.

#### Ensure sustainable growth to move its current position forward by:

**Logistics Network** 

- Following and seizing opportunities for mergers, acquisitions and investments at home and abroad,
- Improving efficiency in all processes from sourcing to selling LPG,
- Aiming to create value for all stakeholders.





### Shareholder value

BIST Code AYGAZ

Bloomberg Code **AYGAZ.TI** 

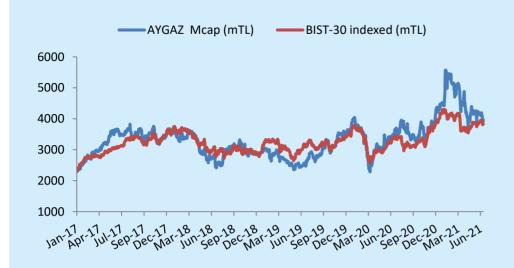
Reuters Code AYGAZ.IS

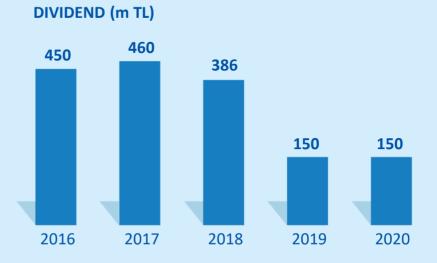
IPO Date 13.01.1988

Free Float Rate 24.3%

#### **STRENGTHS**

- Sustainable operating profitability from core business; LPG
- Resistant to economic fluctuations and crises
- Regular dividend payments
- Corporate governance practices at international standards;
  - SAHA Corporate Governance and Credit Rating Services upgraded Aygaz's corporate governance rating score to 9.50 on June 21, 2021.









# H Financial highlights



Revenue figure fluctuations are mainly due to;

- FX rate changes
- Commodity price changes





# **Financial highlights**

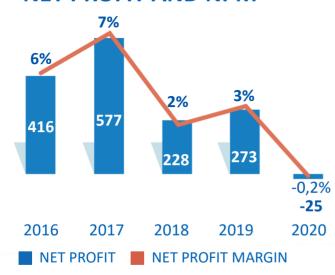
#### GROSS PROFIT AND GPM



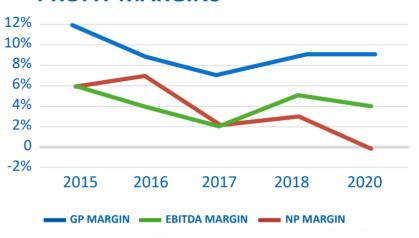
#### **EBITDA AND EBITDA MARGIN**



#### **NET PROFIT AND NPM**



#### **PROFIT MARGINS**

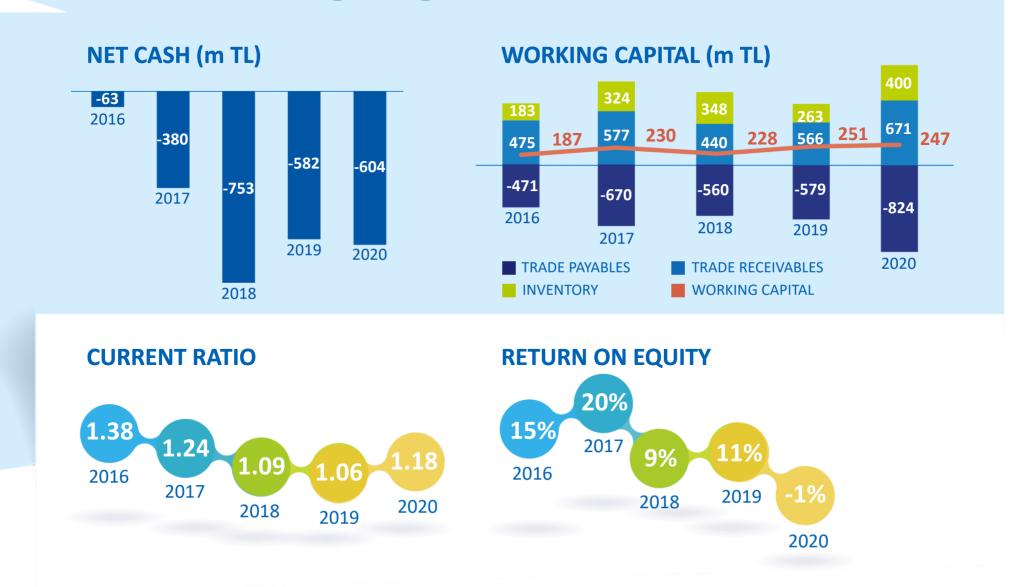


Bar figures: m TRY





# > Financial highlights







#### >

## Financial highlights

(m TL)	12M 2020	12M 2019
ST Borrowings	221	65
<b>Current portion of LT Borrowings</b>	346	418
LT Borrowings	997	764
Total Debt	1,564	1,247
Cash and cash equivalents (-)	(961)	(665)
= Net Debt	604	582

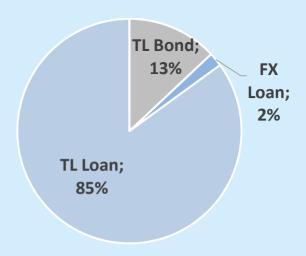
- Maturity structures of the debts are wide-range and long term.
- FX position is actively monitored and managed including derivatives.

ST: Short-term LT: Long-term

#### **CREDIT RATING**

Our company's credit rating process carried out by JCR Eurasia Rating has been completed, and following ratings has been assigned; the Long-Term National Rating "AA+ (Trk) / (Stable Outlook)", the Short-Term National Rating "A-1+ (Trk) / (Stable Outlook)", the Long-Term International (foreign and local currency) Rating "BB / (Stable Outlook)" and the Short-Term International (foreign and local currency) Rating "B / (Stable Outlook)".

### DEBT PROFILE AS OF 31/12/2020







### **Risk Policy**

FX & Interest Rate Risk

- •Zero FX exposure target after natural hedges (ie. LPG inventories)
- Portfolio with fixed/variable interest rates
- Proactive management of FX and interest rate with derivatives

Leverage & Liquidity Risk

Limits for financial ratios and active liquidity risk management:

- •Net Financial Debt/EBITDA -- Current Ratio -- Share of long term debt
- Effective management of Net Working Capital

Counterparty & Receivables Risk

- Customer/dealer credit risk assessment
- Collaterals (letters of credit, pledges etc.) to mitigate collection risks
- Deposit is kept within bank based limits

Commodity Risk

- Operational hedge: Optimum stock policy & forward pricing mechanism
- Financial hedge: Expected inventory exposure for the year end is hedged by using derivatives

Operational Risk

- Changes in legislation are monitored
- Compliance and KYC processes are in place





## **Sustainability Efforts - ESG**

- Member of Koç Group who has committed to be Carbon Neutral by 2050 in line with the European Green Deal.
- **LPG** is a cleaner product compared to other fossil fuels and Aygaz's main product line **autogas** offers lower carbon emission.
- First Turkish energy company publishing "B" level sustainability report in Turkey according to GRI standards
- Continuously included in Borsa Istanbul **Sustainability Index** since 2018.
- Corporate Governance Rating Score of 9,50
- Representation of women 11% within the BoD, 22% within the executive management
- R&D Center; the first among the LPG distribution companies in Turkey
- **GreenOdor Project**; patented sulfur-free odorant for LPG the first in the world- aiming to prevent 40 tons of sulfur emission per year.
- Cylinder Loading Robot; the first for the sector, especially in terms of occupational health and safety
- Continuous contributor to Vehbi Koç Foundation; Turkey's first private foundation focusing on social development
- "Don't Stay Silent Against Violence!" Project; as a signatory of the United Nations (UN) Global Compact and
  Women's Empowerment Principles since 2016, Aygaz launched a communication campaign to draw attention to
  domestic violence, which saw a rise during the COVID-19 pandemic.
- **Diabetic Children's Camp**; continuous supporter of the Diabetic Children's Camp, organized by the Child and Adolescent Diabetics Association since 2004.
- "What will the weather be like tomorrow?" Project; social responsibility campaign launched to raise awareness against climate change.
- Aygaz Firefly Education Unit; education program, which included courses such as Algo Digital Information, Enjoy Learning Math, Enjoy Learning Science and Enjoy Learning Hygiene
- **Aygaz Library**; project that Aygaz brought to life with the aim of putting together the cultural and historic heritage of its geography with writing and imparting them onto future generations.













# Appendix





# **Income statement summary**

(m TRY)	2016	2017	2018	2019	2020
Revenue	6,749	8,469	9,554	10,211	10,145
COGS	(5,962)	(7,728)	(8,920)	(9,254)	(9,233)
<b>Gross Profit</b>	787	741	634	957	912
<b>Operating Profit</b>	308	265	71	365	288
Profit Before Tax	469	621	250	306	31
<b>Net Profit</b>	416	577	228	273	-25
EBITDA	394	352	160	492	444
	MARGINS				
<b>GP</b> margin	12%	9%	7%	9%	9%
OP margin	5%	3%	1%	4%	3%
NP margin	6%	7%	2%	3%	-0.2%
EBITDA margin	6%	4%	2%	5%	4%





# **Balance sheet summary**

(m TRY)	2016	2017	2018	2019	2020
Cash & Cash Eq.	568	593	648	665	961
Trade Receivables	475	577	440	566	671
Inventories	183	324	348	263	400
Inv. Acc. Under Equity Method	1,922	2,273	2,305	2,059	1,847
Prop. Plant & Eq.	658	678	687	713	696
Financial Debt	(630)	(973)	(1,401)	(1,247)	(1,564)
Trade Payable	(471)	(670)	(560)	(579)	(824)
Equity	2,742	2,923	2,502	2,478	2,317
Total Assets	4,231	4,966	5,013	4,955	5,395
Net Cash (Debt)	(63)	(380)	(753)	(582)	(604)
<b>Working Capital</b>	187	230	228	251	247





# 2021 Q1 – Income Statement Summary

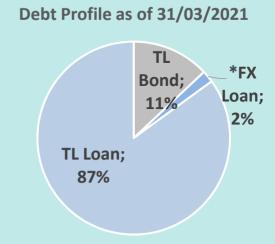






## **Debt Profile**

(m TL)	3M 2021	12M 2020
ST Borrowings	240	221
Current portion of LT Borrowings	432	346
LT Borrowings	1,079	997
Total Debt	1,751	1,564
Cash and cash equivalents (-)	813	961
= Net Debt	938	604

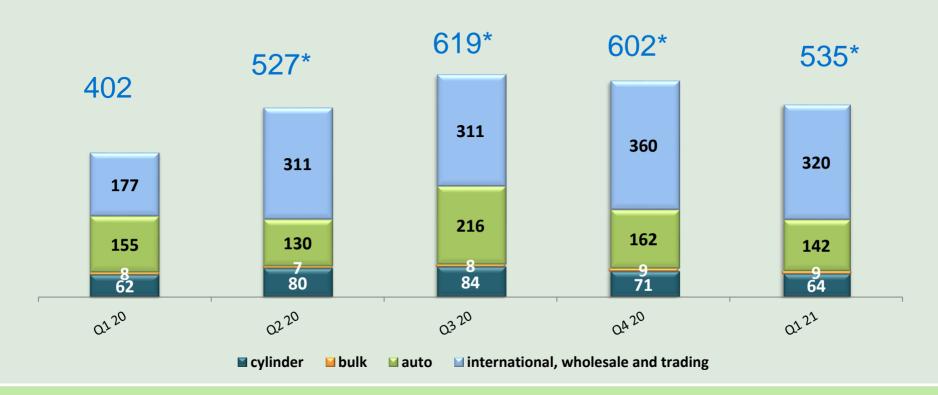


- **Credit Rating:** Our company's credit rating process carried out by JCR Eurasia Rating has been completed as of June 14, 2021, and following ratings has been assigned;
  - Long-Term National Rating "AA+ (Trk) / (Stable Outlook)",
  - Short-Term National Rating "A-1+ (Trk) / (Stable Outlook)",
  - Long-Term International (foreign and local currency) Rating "BB / (Stable Outlook)" and
  - Short-Term International (foreign and local currency) Rating "B / (Stable Outlook)"





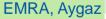
# 2021 Q1 Aygaz LPG Sales (000 tons)



#### Q1 2021 sales volumes were realized as

- 142 thousand tons in Autogas (-8% YoY)
- 64 thousand tons in Cylinder Gas (+4% YoY)
- 535 thousand tons in Total (+33% YoY)

(\*)Contribution from Aygaz UK: For 2020: 94 thousand tons in Q2, 47 thousand tons in Q3 and 138 thousand tons in Q4 and for 2021: 139 thousand tons in Q1







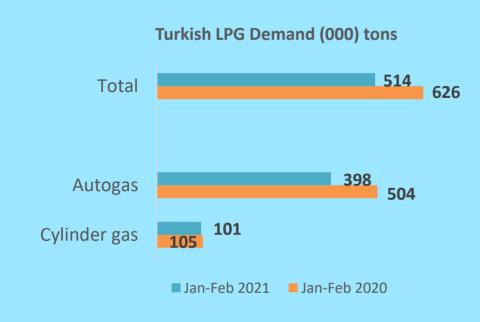
# <sup>6</sup> Market Shares





As of February 2021 EMRA report, Aygaz cylinder and autogas market shares are 41.6% and 21.8% respectively.

(40.5% and 21.6% in February 2020)



#### According to February 2021 EMRA report,

- Turkish cylinder gas consumption is down by 3%
- Turkish autogas consumption is down by 21%
- Total LPG demand is down by 18%

EMRA, Aygaz





#### **Subsidiaries and Affiliates**

Subsidiaries	Principal activity	Participation
Anadoluhisarı Tankercilik A.Ş	Shipping	100%
Kandilli Tankercilik A.Ş.	Shipping	100%
Kuleli Tankercilik A.Ş.	Shipping	100%
Kuzguncuk Tankercilik A.Ş.	Shipping	100%
Akpa Day. Tük. Lpg ve Akar. Ürün. Paz. A.Ş.	Marketing	100%
Aygaz Doğal Gaz Toptan Satış A.Ş.	Natural gas	100%
Aygaz Doğal Gaz İletim A.Ş.	Natural gas	100%
Aygaz Aykargo Dağıtım Hizmetleri A.Ş.	Cargo Transport/Distribution	100%
Bal Kaynak Su İth. İhr. Sanayi ve Ticaret A.Ş	Water distr.	100%

**AYGAZ UK London Branch**: The London branch of the company - established in 2019 to engage in trading that will help increase trade volume with third parties in foreign markets, support import, export and transit operations, and create added value from the supply chain.





# **Subsidiaries and Affiliates**

Affiliates	Principal activity	Participation
Enerji Yatırımları A.Ş.	Energy	20%
Entek Elektrik Üretimi A.Ş.	Electricity	50%
Opet Aygaz Gayrimenkul A.Ş.	Real Estate	50%
United Aygaz LPG Ltd - Bangladesh	LPG distribution	50%

Financial Assets	Principal activity	Participation
Koç Finansal Hizmetler A.Ş.	Finance	3.93%
Ram Dış Ticaret A.Ş.	Trade	2.50%
Tanı Pazarlama ve İlet. Hiz. A.Ş.	Marketing	10.00%
Tat Gıda Sanayi A.Ş.	Food	0.08%





# Forward looking statements for 2021

Sales volume

- Cylinder: 285-295 thousand tons
- Autogas: 700-730 thousand tons

Market share

- Cylinder: 41.0%-43.0%
- Autogas: 21.5%-22.5%





# Glossary

LPG	Liquid Petroleum Gas
<b>EMRA</b>	Energy Market Regulatory Authority
WLPGA	World LPG Association
SP	Sonatrach Price
PETDER	Petroleum Industry Association
FOB	Free On Board
CIF	Cost, Insurance & Freight
Med	Mediterranean
VLGC	Very Large Gas Carrier
EYAŞ	Enerji Yatırımları A.Ş.
LNG	Liquid Natural Gas
Mcm	Million Cubic Meters
Bcm	Billion Cubic Meters
NGCC	Natural Gas Combine-Cycle
MW	Megawatt (one million watts)
BIST	Borsa Istanbul (Istanbul Stock Exchange)
IPO	Initial Public Offering
GHG	Greenhouse Gas Protocol





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# **Disclaimer**

- This presentation may contain forward-looking statements that reflect the company management's current views with respect to certain future events. Although it is believed that the expectations reflected in these statements are reasonable, they may be affected by a variety of variables and changes in underlying assumptions that could cause actual results to differ materially.
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