

## INVESTOR PRESENTATION

August 2021





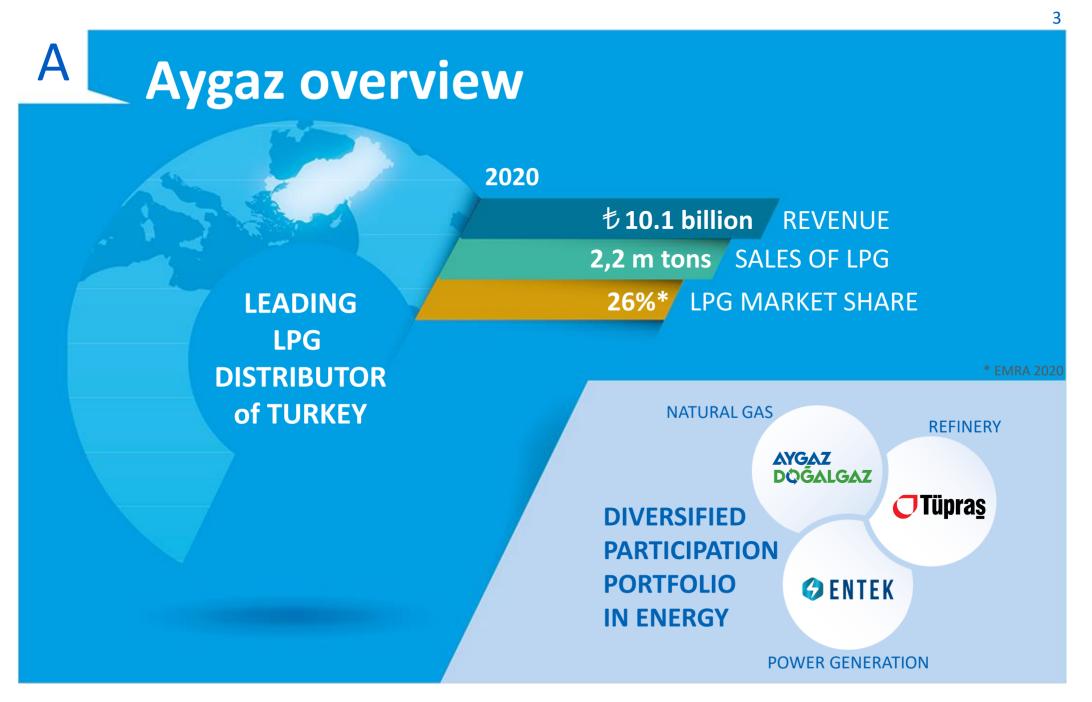
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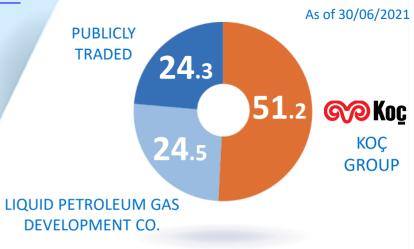




## Overview

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## Core business - LPG distribution

#### **Generic brand for LPG**

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

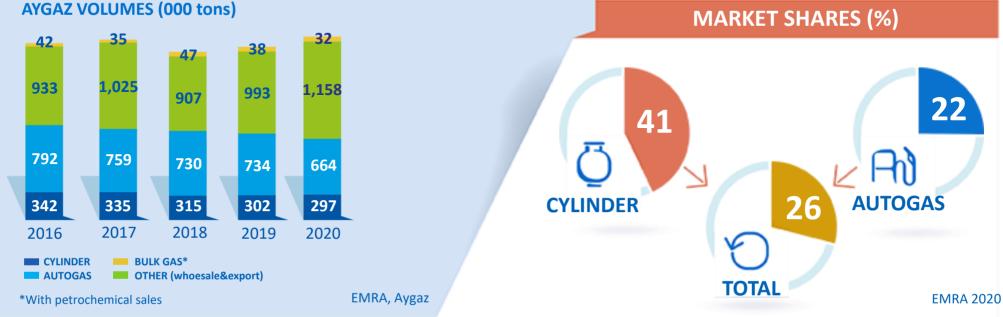
Most preferred LPG brand in Turkey since its foundation

Market leader with 3 brands

AYGAZ

**Model Koc** 

Mogaz Lipetgaz



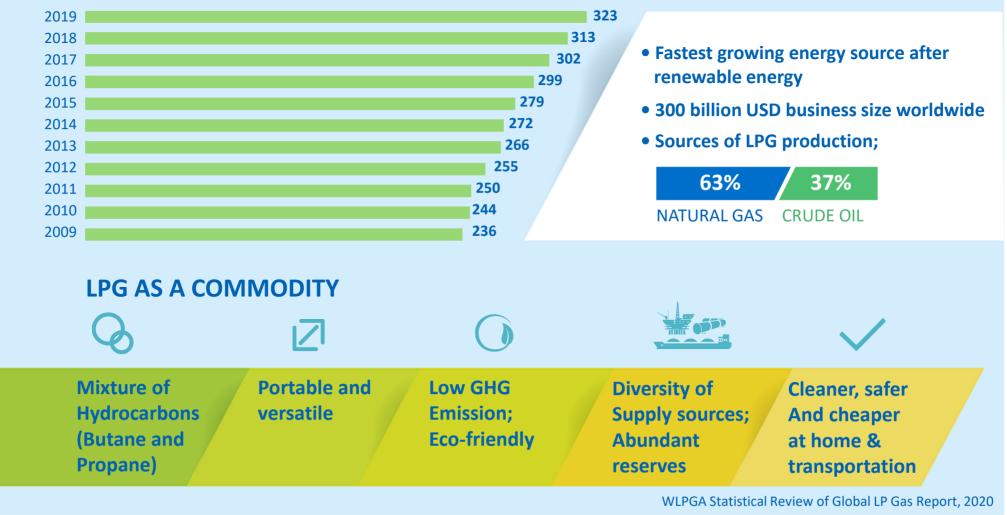


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# B World LPG market

#### WORLD LPG CONSUMPTION (m tons)





AYGAZ

## **World LPG consumption**

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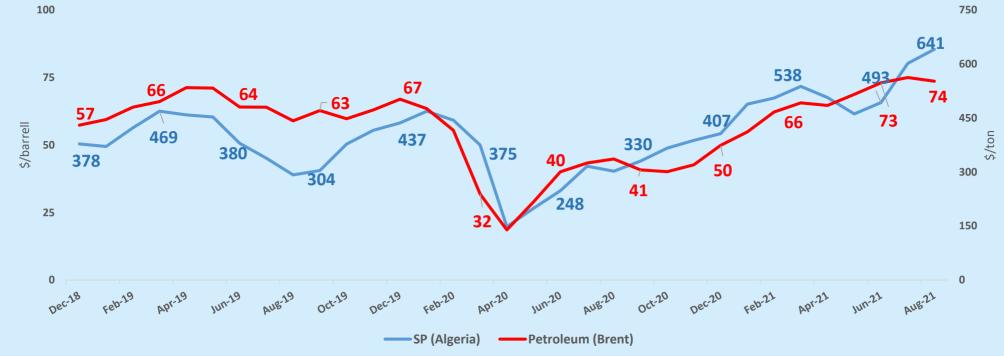


WLPGA Statistical Review of Global LP Gas Report, 2020



7

## **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



**Moc** 

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# C Turkish LPG market

LPG consumption in Europe (m ton) 4.5 **RUSSIA** 4.2 TURKEY ITALY 3.3 2.4 POLAND 1.9 UKRAINE 1.6 **GERMANY** 1.4 **SPAIN** 1.3 FRANCE 1.0 **ENGLAND** DOMESTIC **INDUSTRY** TRANSPORT

WLPGA Statistical Review of Global LP Gas Report, 2020

**Mage Koc** 

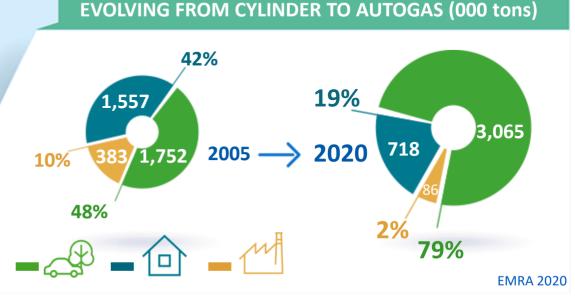
#### 4.2 m tons #2 in Europe #10\* in the World

#### ~90 distribution companies

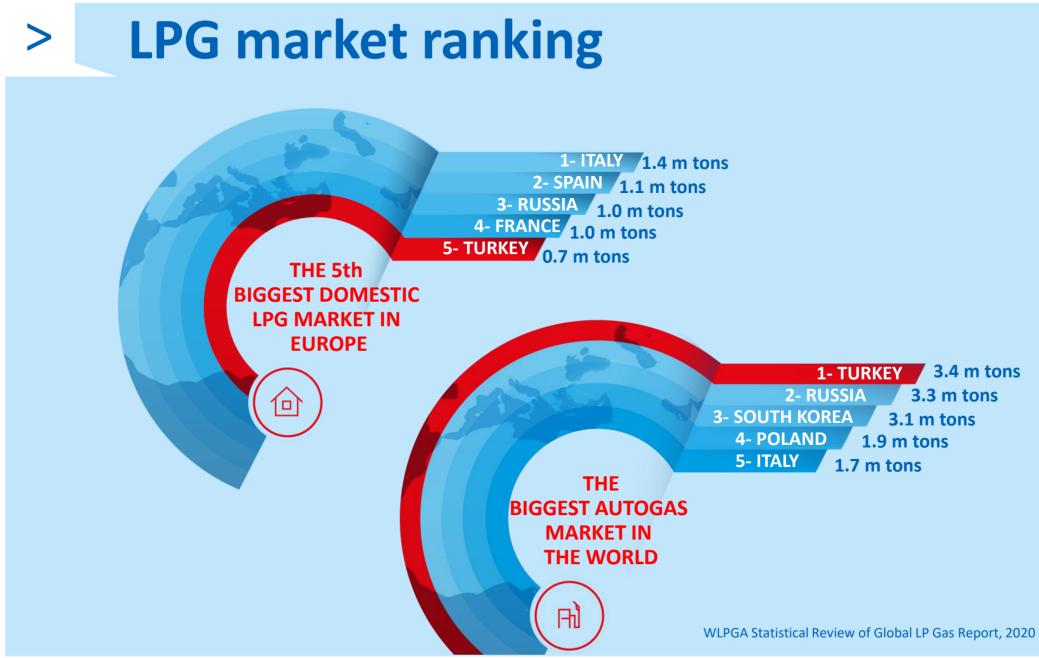
Leading 3 players in the cylinder market and first 8 players in the autogas market hold over 80% of the total market

#### Liberal market with regulatory body-EMRA

\* when p. chemical and refinery is excluded













## > 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;

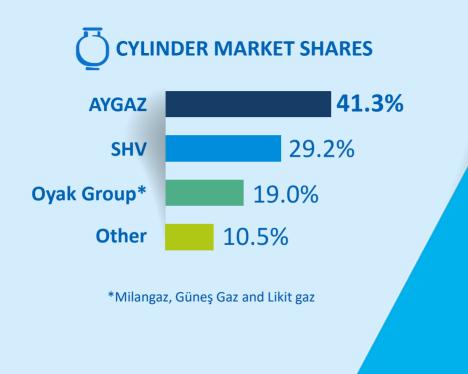
**Mage Koc** 

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

EMRA data



## > Leader of cylinder LPG market



**GROKOC** 

- 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

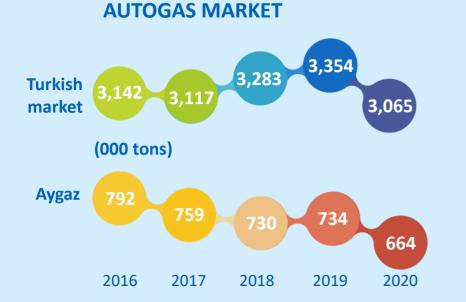
Aiming to maximize customer satisfaction&loyalty

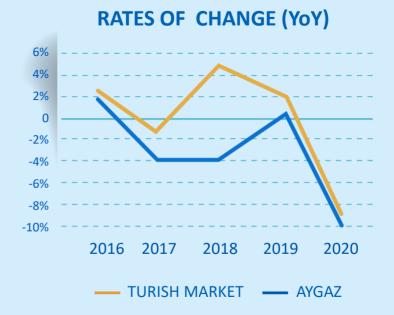
2020	Number of dealers	Sales Volume (tons)	Avg dealer sales (tons)
Aygaz cylinder dealers	2,297	296,934	129
Total cylinder dealers	5,542	718,367	129





## 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

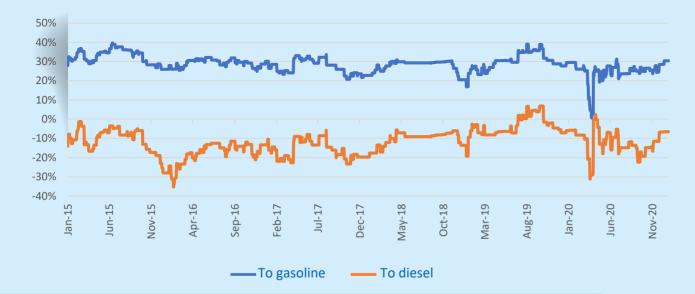


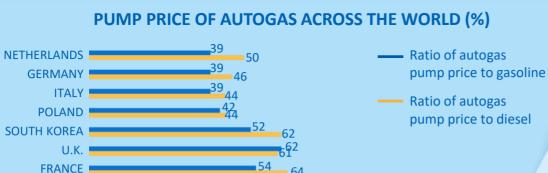


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**Price economy of autogas** 





64

66

65

77

56



price advantage to gasoline

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TURKEY

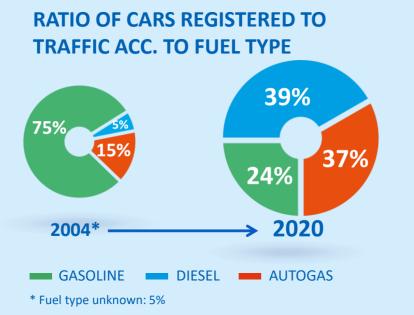
JAPAN

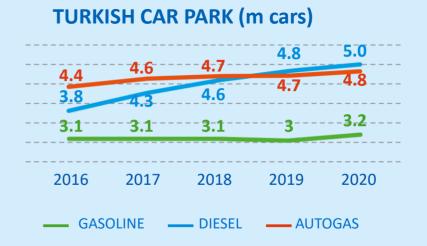


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WLPGA Global LP Gas Report

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





• 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

**Mage Koc** 

#### CAR OWNERSHIP PER PERSON



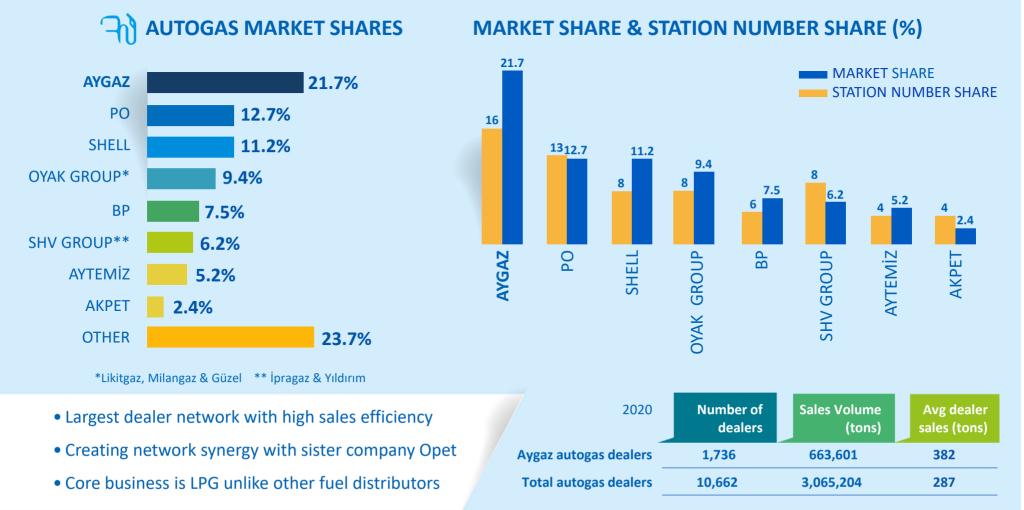
Turkstat, ACEA



## Leader of the biggest autogas market in the world

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**Mage Koc** 



EMRA December 2020



## Autogas car park growth

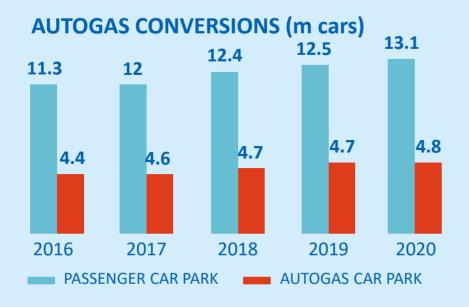
1,000+ conversion points

\$500 average cost of conversion

Payback in 15,000 km

## OEM; original equipment manufacturer

• Some major car manufacturers are providing guaranteed conversion currently







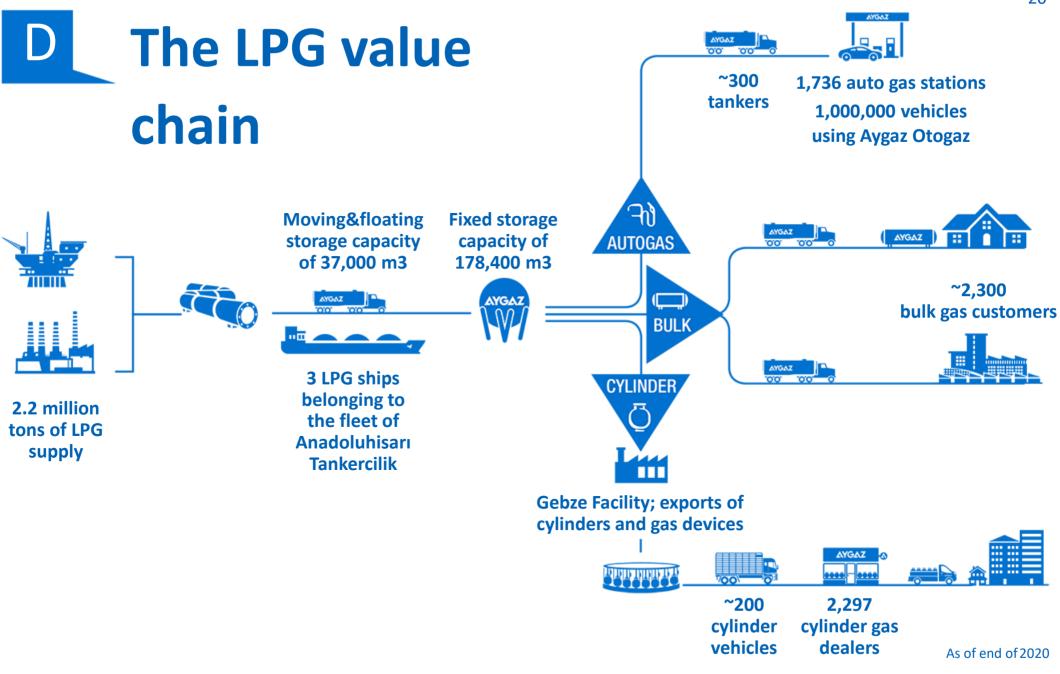
AYGAZ



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**Autogas** 

conversions



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## **Competitive supply chain**

## **BIG PLAYER**

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- **#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 ٠
- Single LPG vessel charterer (in/out) in Turkey ٠
- **Reduces logistics costs** ٠
- Provides flexibility in sourcing and •
  - inventory management

#### 

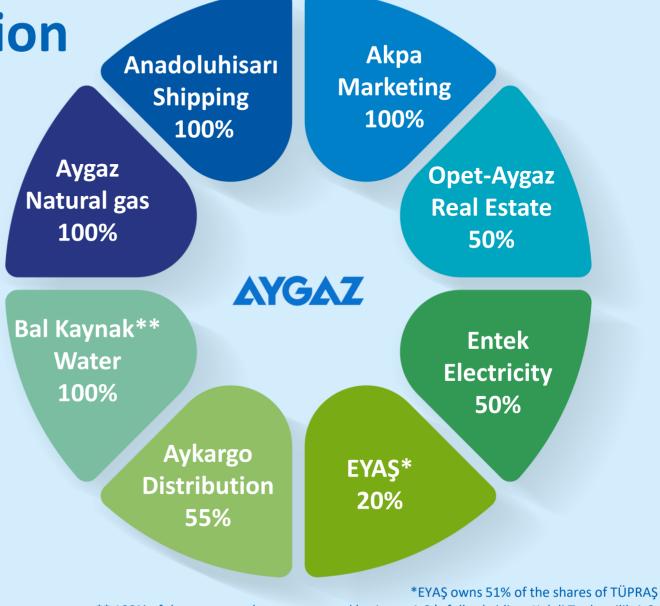
- **Biggest LPG truck fleet in Turkey** >500 vehicles
- **Transporting 1.4 million ton/year** ٠
- 45 million km/year •





# E Participation portfolio

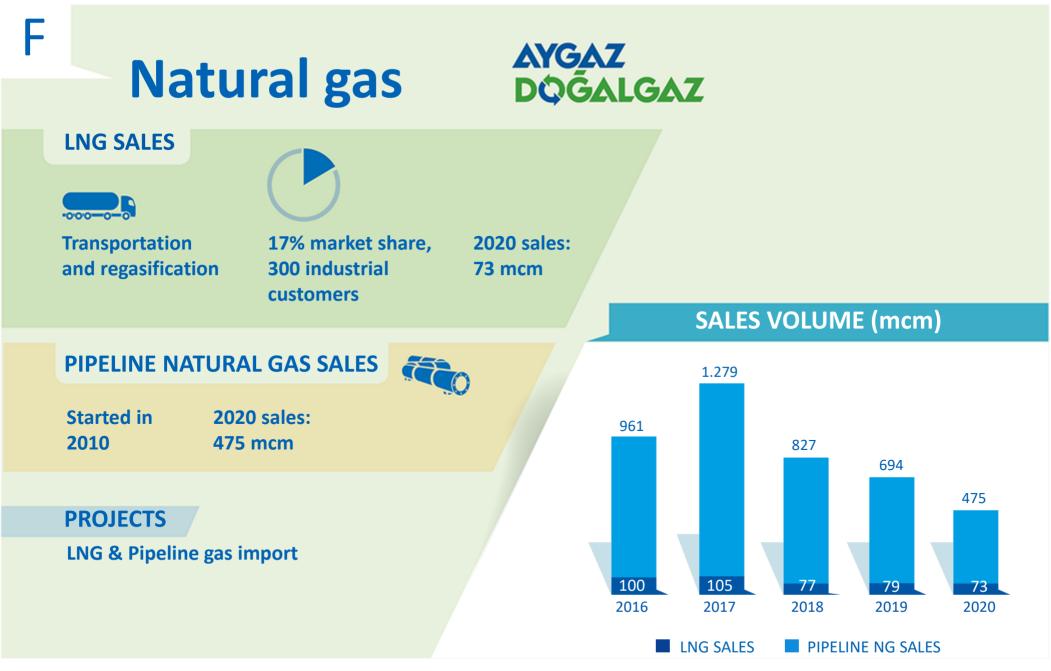
**Model Koc** 



\*\* 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. (9.8%), Tat Gıda Sanayi A.Ş. (0.08%)





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## **Other participations**

#### **POWER GENERATION**

#### **TOTAL INSTALLED CAPACITY:**

Natural Gas Combined Cycle (NGCC):

8 Hydro Assets: (HEPP):

Wind powered plant

#### **STRATEGY**

Selective growth depending on opportunities and liberalization in the market 436 MW

**G**ENTEK

112 MW 265 MW

60 MW

#### **SALES AND MARKETING**

Direct sale of cylinder gas and carboy water throughout Turkey Fuel trade at its fuel stations

#### **OPET AYGAZ GAYRİMENKUL**

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

**Moc** 



## Long term strategic plan of Aygaz

## NEW BUSINESS MODELS

To develop new business lines through utilizing Aygaz brand and platform

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#### TURKEY LPG SUPPLY&DISTRIBUTION

To create sustainable value while keeping our leadership in Turkish LPG market

#### OVERSEAS LPG SUPPLY&DISTRIBUTION

To become an international LPG player



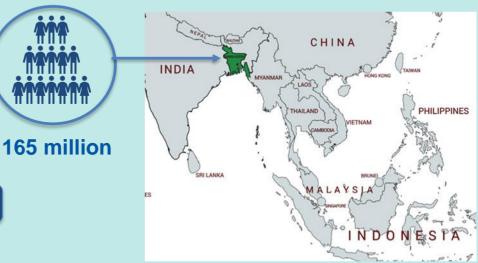
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## Bangladesh Investment - United Aygaz LPG Ltd.

• Bangladesh average GDP growth rate between 2015-2020 is 11% and it is one of the most densely populated countries in the world.





- Aygaz aims to operate in supply, filling and distribution of LPG through a green field investment.
- 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.<sub>WLPGA, World Bank</sub>



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## Bangladesh Investment – United-Aygaz LPG

- ✓ After the appointment of United-Aygaz LPG executive management team (CEO & CFO) as of February 2021, further appointments to complete the organizational structure are proceeding.
- Based on initial business plan, market expansion is planned in three regions (i.e. Chittagong, Dhaka and Mongla). First facility investment in Chittagong has been started in May 2021.
- ✓ Pre-construction on site started in May for the first phase investment covering the sphere, cylindrical tank, filling equipment and equipment. Initial order for cylinders has been placed.
- It was decided to increase company's capital on July 1, 2021 and corresponding share of Aygaz which was approximately 6 million USD was paid in early July.











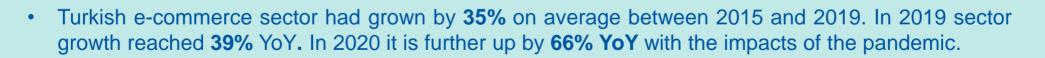
United-Aygaz Chittagong Facility Land



AYGA



## Cargo Business - Aygaz Aykargo Dağıtım Hizmetleri



 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.



• Aykargo is primarily planning to focus on **B2C** segment which is expected to increase its portion in cargo sector.

TUBİSAD, E-Ticaret Bilgi Platformu



**A** *Y* Avkargo



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## **Delivery Business - Aykargo**





Koç Holding acquired 45% of Aykargo shares with a cash price of TL approx. 16 million and it is resolved to participate in the capital increases up to TL 110 million in 2021 in the ratio of their shareholding in Aykargo.



Istanbul operations started in early May 2021 with an average daily cargo delivery of 1.250.



Aykargo primarily targets B2C segment customers. Renting of two distribution centers and two delivery depots in İstanbul is completed. Alternative Delivery Point (PUDO) contracts were signed with 1,400 Aygaz dealers.

İstanbul Operations May 2021	Operations in 8 Large and 8 Nearby Cities September 2021	Operations in 81 Cities January 2022
<ul> <li>2 distribution centers</li> <li>2 delivery depots</li> </ul>	<ul> <li>8 large cities (İstanbul, İzmir, Kocaeli, Bursa, Antalya, Adana, Samsun, Ankara)</li> </ul>	





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**Mage Koc** 

## Aygaz key takeaways



#### **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.

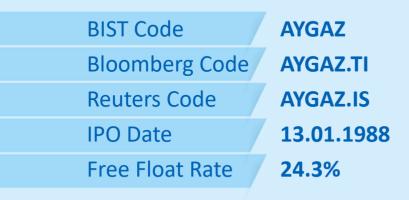
#### Ensure sustainable growth to move its current position forward by:

- 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.



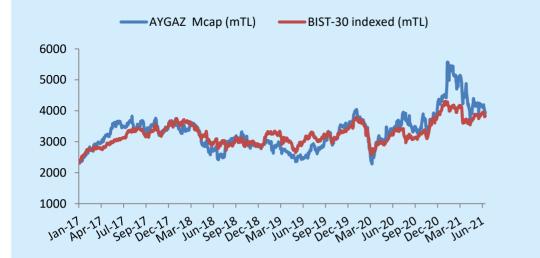


## > Shareholder value



#### **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** 9% 9% 12% 9% 7% 957 912 787 741 634 2016 2018 2017 2019 2020 **GROSS PROFIT** GROSS PROFIT MARGIN

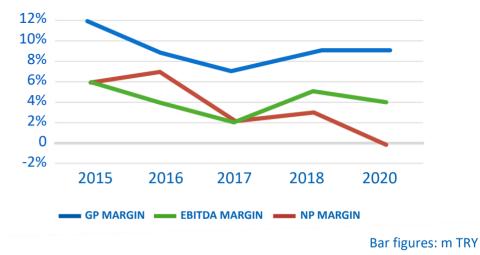
**NET PROFIT AND NPM** 



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



**PROFIT MARGINS** 

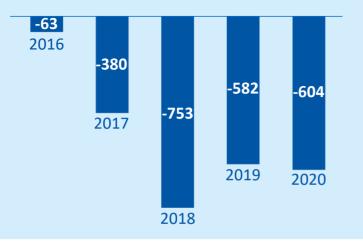






## > Financial highlights

**NET CASH (m TL)** 



#### WORKING CAPITAL (m TL)



**CURRENT RATIO** 

1.38

2016



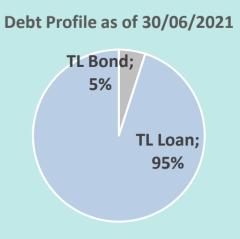
#### **RETURN ON EQUITY**



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## **Financial highlights**

(m TL)	6M 2020	3M 2021	12M 2020
ST Borrowings	94	240	221
Current portion of LT Borrowings	862	432	346
LT Borrowings	845	1,079	997
Total Debt	1,801	1,751	1,564
Cash and cash equivalents (-)	734	813	961
= Net Debt	1,066	938	604



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

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)" and the Short-Term International (foreign and local currency) Rating "B / (Stable Outlook)".



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FX & Interest Rate Risk	<ul> <li>Zero FX exposure target after natural hedges (ie. LPG inventories)</li> <li>Portfolio with fixed/variable interest rates</li> <li>Proactive management of FX and interest rate with derivatives</li> </ul>
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	<ul> <li>Customer/dealer credit risk assessment</li> <li>Collaterals (letters of credit, pledges etc.) to mitigate collection risks</li> <li>Deposit is kept within bank based limits</li> </ul>
Commodity Risk	<ul> <li>Operational hedge: Optimum stock policy &amp; forward pricing mechanism</li> <li>Financial hedge: Expected inventory exposure for the year end is hedged by using derivatives</li> </ul>
Operational Risk	<ul> <li>Changes in legislation are monitored</li> <li>Compliance and KYC processes are in place</li> </ul>



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### **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 <u>the first in the world-</u> 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
Net Profit	416	577	228	273	-25
EBITDA	394	352	160	492	444
	MARGINS				
<b>GP</b> margin	12%	9%	7%	9%	9%
<b>OP</b> margin	5%	3%	1%	4%	3%
NP margin	6%	7%	2%	3%	-0.2%
EBITDA margin	6%	4%	2%	5%	4%

AYGAZ

### **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
<b>Financial Debt</b>	(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)
Working Capital	187	230	228	251	247



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# <sup>3</sup> 2021 Q2 – Income Statement Summary

#### QUARTERLY / (YoY)

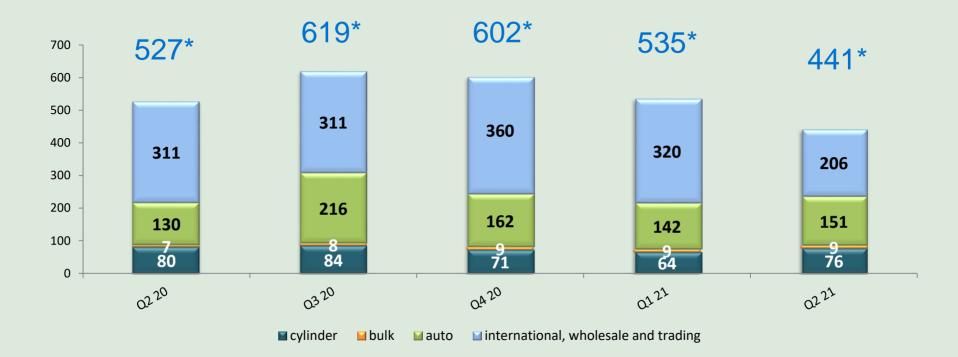
Revenue	2,521 Million TL	30%	$\uparrow$
Gross profit	226 Million TL	1%	$\wedge$
Operating profit	68 Million TL	-19%	$\checkmark$
EBITDA (incl. other op. inc/exp)	113 Million TL	-13%	$\checkmark$
Net profit	196 Million TL	382%	$\wedge$

• Limited mark up increases due to rising LPG prices, higher operating expenses with the effects of normalization period and lower procurement advantage had their effects on both gross and operating profit.





### 2021 Q2 Aygaz LPG Sales (000 tons)



#### Q2 2021 sales volumes were realized as

- 151 thousand tons in Autogas (+16% YoY)
- 76 thousand tons in Cylinder Gas ( -5% YoY)
- 441 thousand tons in Total (-16% 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

EMRA, Aygaz



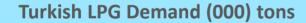
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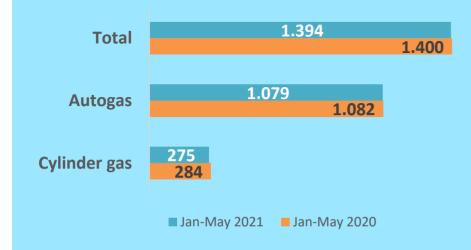




As of May 2021 EMRA report, Aygaz cylinder and autogas market shares are 41.1% and 21.4% respectively.

(40.6% and 20.7% in May 2020)





**Moc** 

#### According to May 2021 EMRA report,

- Turkish cylinder gas consumption is down by 3%
- Turkish autogas consumption and total LPG demand for the first five months of 2021 is at the same level as the previous year.





## **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	55%
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%

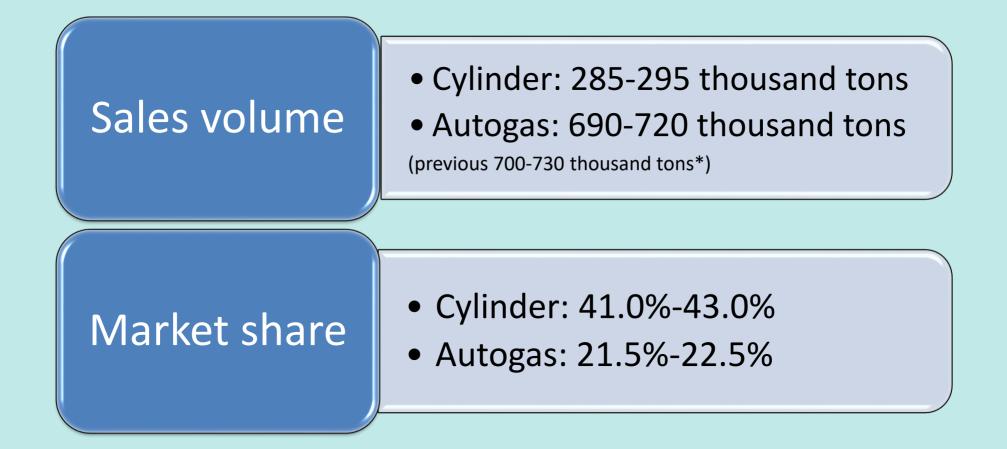
Financial Assets	Principal activity	Participation
Koç Finansal Hizmetler A.Ş.	Finance	3.93%
Ram Dış Ticaret A.Ş.	Trade	2.50%
Tanı Pazarlama ve İlet. Hiz. A.Ş.	Marketing	9.80%
Tat Gıda Sanayi A.Ş.	Food	0.08%



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## Forward looking statements for 2021



\*Our autogas sales volume expectations are updated due to the Covid-19 related limitations partly in effect during Q2.







LPG	Liquid Petroleum Gas
EMRA	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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