



**ENERJİSA**  
Türkiye'nin Enerjisi  
Energy of Turkey

# **ENERJİSA ENERJİ ANONİM ŞİRKETİ**

**ACTIVITY REPORT  
FOR THE PERIOD OF  
01.01.2021 – 31.03.2021**

## 1- GENERAL INFORMATION

<b>a) Accounting period that the report relates to</b>	: 01.01.2021 – 31.03.2021
<b>b) Trade-name of the Company</b>	: ENERJİSA ENERJİ ANONİM ŞİRKETİ
<b>Trade registration number</b>	: 800865
<b>Head office contact details and website address</b>	: Barbaros Mah. Begonya Sok. Nida Kule Ataşehir Batı Sitesi No: 1 / 1 Ataşehir-İSTANBUL Phone : 0216 579 05 79 Fax : 0216 579 05 30 e-mail : enerjisa-info@enerjisa.com website : <a href="http://www.enerjisa.com.tr">www.enerjisa.com.tr</a>

### c) Nature of Operations

The Company was established on 21 December 2011. In 25 August 2017, “distribution and sales activities” and “electricity generation and trade activities” was split under “Enerjisa Enerji A .Ş.” and “Enerjisa Üretim Santralleri A.Ş.” respectively. As a result of these transactions, the Company's main activities under the new structure are customer-focused electricity distribution and retail service. 20% of Enerjisa Enerji shares was offered to the public and Enerjisa was listed on Borsa İstanbul on February 8, 2018.

As of March 31, 2021, Enerjisa Enerji with 11.5 million distribution connection points and with approximately 10.1 million customers is the leading downstream electricity company.

The activities conducted by the Company, i.e. the umbrella company housing under its structure the operational companies such as İstanbul Anadolu Yakası Elektrik Dağıtım A.Ş., Başkent Elektrik Dağıtım A.Ş., Toroslar Elektrik Dağıtım A.Ş., Enerjisa İstanbul Anadolu Yakası Elektrik Perakende Satış A.Ş., Enerjisa Başkent Elektrik Perakende Satış A.Ş., Enerjisa Toroslar Elektrik Perakende Satış A.Ş., Enerjisa Müşteri Çözümleri A.Ş. and E-şarj Elektrikli Araçlar Şarj Sistemleri A.Ş..

**d) The organization, capital and shareholding structures of the Company and related changes in the fiscal period**

**Members of the Board of Directors:**

The members of the Company's Board of Directors and independent board members are as follows:

- Kivanç ZAIMLER - Chairman
- Eric René C. DEPLUET, Ph.D. - Vice Chairman
- Barış ORAN - Member
- Hakan TİMUR - Member
- Johan Magnus MOERNSTAM - Member
- Eva-Maria Verena VOLPERT, Ph.D. - Member
- Fatma Dilek YARDIM - Independent Board Member
- Mehmet SAMİ - Independent Board Member

At the 2020 Ordinary General Assembly meeting held on March 30, 2021; it was decided to appoint Kivanç Zaimler, Eric Rene C. Depluet, Hakan Timur, Eva-Maria Verena Volpert, Barış Oran, Johan Magnus Moernstam as Board of Directors' members, Fatma Dilek Yardım and Mehmet Sami as Independent Board of Directors' members to the Board of Directors for 3 years until the Annual General Assembly meeting of 2023 to be held in 2024.

<b>Member of Board of Director</b>	<b>Duty</b>	<b>Date of Appointment</b>	<b>End of Duty</b>
Kivanç Zaimler	Chairman	30.03.2021	30.03.2024
Eric René C. Depluet	Vice Chairman	30.03.2021	30.03.2024
Barış Oran	Member	30.03.2021	30.03.2024
Johan Magnus Mörnstam	Member	30.03.2021	30.03.2024
Hakan Timur	Member	30.03.2021	30.03.2024
Eva-Maria Verena Volpert	Member	30.03.2021	30.03.2024
Fatma Dilek Yardım	Independent Member	30.03.2021	30.03.2024
Mehmet Sami	Independent Member	30.03.2021	30.03.2024

**Shareholding Structure of the Company:**

Shareholder Name	Share / Voting Right			
	31.12.2020		31.03.2021	
	(TL)	(%)	(TL)	(%)
Hacı Ömer Sabancı Holding A.Ş.	472,427,587.56	40.0	472,427,587.56	40.0
DD Turkey Holdings S.A.R.L.	472,427,587.56	40.0	472,427,587.56	40.0
Other (Public)	236,213,792.00	20.0	236,213,792.00	20.0
<b>TOTAL</b>	<b>1,181,068,967.12</b>	<b>100.0</b>	<b>1,181,068,967.12</b>	<b>100.0</b>

**Changes that occurred in the Company capital during the Period:**

There was no change.

**e) Remarks on privileged shares and voting rights of such shares, if any:** Not available.

**f) Information on the management body, senior officers and number of employees:**

As of 31 March 2021 the organization of senior management is as below:

- Murat Pınar, CEO
- Dr. Michael Moser, CFO

The Group has 10,432 employees as of 31.03.2021.

**g) Rights and benefits granted to employees:**

The rights and benefits provided by the Company to the personnel are specified in the Human Resources Policy published on the website.

<https://www.enerjisainvestorrelations.com/en/corporate-governance/policies/human-resources-policy>

**h) Information on the transactions executed by the members of the management body with the company on their own behalf or on behalf of others within the framework of the permission granted by the general assembly of the company as well as their activities under the scope of prohibition of competition, if any:**

The Chairman and the members of the Board of Directors may not execute any transaction with the Company on their own behalf or for or on account of others, personally or indirectly, without the prior permission of the General Assembly. During the period of 01.01.2021 – 31.03.2021, the members of the Board of Directors neither executed any transaction with the Company, nor been involved in any attempts that can compete with the Company in its fields of operation.

## **2- FINANCIAL RIGHTS GRANTED TO THE MEMBERS OF THE MANAGEMENT BODY AND THE SENIOR-LEVEL EXECUTIVE OFFICERS**

Key management includes Chairman and members of the Board of Directors, General Manager, Heads of Units and Directors. The compensation paid or payable to key management for employee services is shown below in thousands of Turkish Lira:

	1 January - 31 March 2021	1 January - 31 March 2020
Short-term employee benefits	15,194	12,536
Long-term employee benefits	110	87
	<u>15,304</u>	<u>12,623</u>

### 3- RESEARCH AND DEVELOPMENT ACTIVITIES

During the period of 01.01.2021 – 31.03.2021, TL 587,152.69 was spent for the projects supported by EU Framework Programs, TUBİTAK and EMRA R&D funds.

### 4- COMPANY'S OPERATIONS AND RELATED MAJOR DEVELOPMENTS

#### a) Information on the main developments during the related fiscal period:

The international credit rating agency Fitch Ratings upgraded the national long-term ratings of Enerjisa Enerji A.S. and its subsidiary, Baskent Elektrik Dağıtım A.S., from 'AA(tur)' to 'AA+(tur)' on 18.02.2021. The outlooks on both ratings are stable.

The Company held its Ordinary General Assembly for 2020 on March 30, 2021. The minutes of the meeting were announced to the public on the website and at the Public Disclosure Platform (PDP). According to the decision taken at the meeting:

Pursuant to the review of the Consolidated Financial Statements for the year 2020, prepared in accordance with the Turkish Financial Reporting Standards, it was resolved to propose to the General Assembly to distribute the profit as follows:

- TL 1,052,352,418.14 from Consolidated Net Distributable Profit including the donations incurred between 01.01.2020 - 31.12.2020, and
- TL 81,473,790.30 from the retained earnings,
- Payment of Gross TL 1,133,826,208.44 dividend in cash (Gross 96%, Net 81,60%) to the shareholders who are representing the TL 1,181,068,967.12 capital,
- Distribution of the cash dividend beginning from April 9, 2021

Dividends derived from the Group's distributable earnings at 2020 have been distributed within April, 2021.

The Competition Board decided to conduct an examination for electricity distribution and electricity retail sales companies in Istanbul Anatolian Side, Ankara and Toroslar electricity distribution regions, whether the Article 6 of the Law on the Protection of the Competition was breached, in December 28, 2016. Following the examination, the Competition Board decided to impose an administrative fine with the decision dated 08.08.2018 and 18-27/461-224, in the amount of TL 143,061,738.12 to İstanbul Anadolu Yakası Elektrik Dağıtım A.Ş., Enerjisa İstanbul Anadolu Yakası Elektrik Perakende Satış A.Ş., Enerjisa Başkent Elektrik Perakende Satış A.Ş. and Enerjisa Toroslar Elektrik Perakende Satış A.Ş.. A 25% discount was applied to the relevant fine and the fine was reflected as a one-time expense in the amount of TL 107,296,303.59 under 2018 annual financial results, while the underlying net income was not affected.

A cancellation lawsuit was filed against the decision of the Competition Board by the relevant companies on April 5, 2019. The judgment process of the first degree court is concluded. With the decision of 13th Ankara Administrative Court dated 16.07.2020 and numbered E.2019/1970 K.2020/1319, E.2019/1956 K.2020/1317 and E.2019/1969 K.2020/1318, the lawsuits filed by Enerjisa Başkent Elektrik Perakende Satış A.Ş., Enerjisa İstanbul Anadolu Yakası Elektrik Perakende Satış A.Ş. and Enerjisa Toroslar Elektrik Perakende Satış A.Ş. have been rejected. The decisions were delivered on 6 October 2020. The request of appeal has been made against the decisions of the Court of First Instance as of November 5, 2020.

However, with the decision of the same court dated 16.07.2020 and numbered E.2019/660 K.2020/1315, the lawsuit filed by İstanbul Anadolu Yakası Elektrik Dağıtım A.Ş. was accepted. The decision was received on October 6, 2020. The Competition Authority has appealed against the decision within 30 days from the notification of the decision.

In accordance with the article 28 of the Administrative Jurisdiction Procedures Law, an application was made to the relevant tax office on October 8, 2020 for the refund of TL 7,973,040.71 paid at 25% discount on March 7, 2019. The amount was refunded on November 6, 2020.

At the 2020 Ordinary General Assembly meeting held on March 30, 2021, the amendment in the Donation and Grants Policy and Dividend Policy has been approved and the amendment in the Disclosure Policy has been submitted for the information of the General Assembly.

The fully owned subsidiary Enerjisa Müşteri Çözümleri A.Ş. (Enerjisa Customer Solutions), was granted a 30-year natural gas wholesale license by EMRA with the License No: DTS/7505-5/42772-486 and dated 09.10.2020.

The fully owned subsidiary Enerjisa Müşteri Çözümleri A.Ş. (Enerjisa Customer Solutions), was granted a 20-year supply license by EMRA with the License No: ETS/10067-2/04811 and dated 04.03.2021 for trading of electricity energy and/ or capacity.

**The legislative changes specific to the electricity sector are summarized below:**

**EUAS Tariffs:** With the Board Resolution dated 30.12.2020 and numbered 9953, EMRA determined Whole Sale Tariffs of EUAŞ, which shall be effective as of 01.01.2021 and applied to energy purchases of distribution and authorized sales companies: According to resolution:

- (i) The tariff to be applied to energy purchases for technical and non-technical losses of distribution companies and regulated sales of authorized supply companies shall be 20.5000 kr/kWh (it was 15.4894 kr/kWh in October/20).
- (ii) The tariff to be applied to energy purchases of distribution companies for general lighting shall be 33.0000 kr/ kWh. (it was 29.0000 kr/kWh in October/20).

**Electricity Tariff from 01.01.2021:** With the Board Resolution dated 30.12.2020 and numbered 9954, EMRA approved tariff tables to be applied to Distribution system users;

- (i) Non-eligible consumers (Eligible Consumer Limit in 2021 is 1200 kWh)
- (ii) Eligible consumers with low energy consumption (annual consumption less than 7 mn kWh according to the Communiqué on the Regulation of the Limit of Last Resort Tariff).

Accordingly:

- General lighting unit shall be 57.9192 kr/kWh (it was 50.4886 kr/kWh in October/20).
- “Green Tariff Table” has been published. The tariff to be applied to customers of Green Tariff shall be 75.7591 kr/kWh (it was 80.2461 kr/kWh in October/20).

**Amendments on the Regulation on Electricity Market Consumer Services Regulation:** The Amending Regulation on Electricity Market Consumer Services Regulation (“Regulation”), published in the Official Gazette dated 20<sup>th</sup> February 2021 and numbered 31401. Significant changes were made in many issues and are summarized below:

- Consumption in places where electricity is not consumed for six months or more repeatedly throughout the year and consumption for agricultural irrigation are considered seasonal use.
- The provision stating that the eligible consumer, who uses his right to choose his supplier by making a bilateral agreement, will lose his right if the total electricity consumption of the previous calendar year remains below the eligible consumer limit set for the current calendar year, has been abolished.
- Due to the unpaid electricity debt on time, it was arranged that the electricity cuts cannot be made on national and religious holidays, public holidays, on the previous days of these holidays and on Fridays and can be made on Monday, Tuesday, Wednesday, Thursday between 8 am and 3 pm.
- The data subject to the cutting process will be stored with the time stamp provided by the TÜBİTAK Public Certification Center after the cutting process.
- The illegal electricity consumption bill will be sent to the consumer by return receipt requested within 3 working days at the latest from the date of detection of theft usage. If contact information is available, consumers will be informed about the invoice via SMS. Also, the cost of invoices sent by registered mail will be covered by the relevant consumer and the cost will be added to the invoice.
- Due to the unpaid electricity debts of i) martyrs, warriors and disabled veterans, ii) consumers over the age of 65, iii) and subscribers who submitted the health committee report stating that they had disabilities over 40%, electricity of these customers may be cut in case of failure to pay the bills for a single place of use for at least three consecutive periods during the year and if it is proven that a notice of cutting is made.
- Applications to be made to sign or terminate retail sales agreement and bilateral agreement can be done in written form or from a distance, to the authorized supply companies via corporate communication channels of the company or e-Government.
- At the stage of establishing the contract, the required security deposit was provided to be paid in 2 installments to be reflected in the first 2 bills of the residential consumer. Also, security deposit will not be requested from consumers who signed contract with banks with whom the assigned supply company has an agreement to pay their invoice payments with DBS (Direct Debit System).

**Amendments on the Electricity Market Balancing and Settlement Regulation:** Amending Regulation on Electricity Market Balancing and Settlement Regulation ("Regulation"), published in the Official Gazette dated 20<sup>th</sup> February 2021 and numbered 31401. According to the amendment changing Article 133, retrospective objection period to the settlement notifications or invoices of the market participants for the billing period has been increased from 6 months to 12 months.

**Council of State Decision Regarding the Cancellation of Some Provisions of the Electricity Distribution Companies Audit Regulation:** On the case file filed by the by the Electricity Distribution Services Association (ELDER) requesting the cancellation of some provisions of the Audit Regulation, 13<sup>th</sup> Department of the Council of State decided to accept all cancellation requests on 21/10/2020.

In the decision of the Council of State it is decided that:

- The inspection of investment plans by the specialized public institutions and organizations in terms of "expediency and priority" exceeds the limits of audit,
- While Law No. 6446 specifies only the transfer of supervisory authority, it is not possible for the administration to determine the scope and delegate authority in issues which are not regulated by the legislator, since the delegation of authority is exceptional,
- It is not possible for the distribution companies to be included in the scope of the audit defined in the Regulation due to the works and transactions of the subcontractors from which they purchase services.

Thus, with the annulment decision "... expediency and priority...", "... or specialized public institutions and organizations authorized by the Ministry..." and "... and including all subcontractors of these..." expressions have been canceled.

**Amending Regulation on the Audit Regulation for Electricity Distribution Companies:** With the Amending Regulation published in the Official Gazette dated March 16, 2021 and entered into force on the same day by the Ministry of Energy and Natural Resources, the following regulations have been made:

- **Supervision Authority (art. 7):** The Ministry may delegate authority separately to the specialized public institutions and organizations in the audit matters specified in Article 6.
- **Inspection Board (art. 8):** The paragraph regarding assignment within the supervisory board if needed has been abolished.
- **Submission of the audit report (art.13):** The duration of preparation of the audit report has been increased from 30 working days to 60 working days from the date of completion of the audit. Also, the Ministry now may sends the audit report and / or its final opinion on the audit report to EMRA.

**Amendments on the Regulation on Car Parks:** The Amending Regulation on Car Parks Regulation, published in the Official Gazette dated 25 March 2021 and numbered 31434 and an obligation regarding the providing electrical vehicles charging units in car parks and the following amendments were introduced:

- For construction license applications for buildings with a minimum mandatory car park limit of 20 or more, at least 5% of the mandatory car park area is required to be reserved for electric vehicles.
- At least 10% of the total car park areas for shopping malls, general car parks, and regional car parks will be reserved for electrical vehicles together with a charging unit.
- The rate of 10% stated above will be applied as 5% until 01.01.2023, and quick charging capacity will not be required until this date.

**Economic Reforms Action Plan:** Action Plan published by The Ministry of Treasury and Finance on the official website on 23.03.2021 and the calendar for the targets determined by the Economic Reform announced on 12.03.201 was published.



According to this;

- the duration is stipulated until 31.12.2021 for the amendment to be made in the Energy Efficiency Law; to include buildings and agriculture and service sectors in the scope of energy efficiency supports.
- the duration is stipulated until 30.06.2021 for the completion of the legal infrastructure for the establishment of electrical energy storage facilities through secondary legislation.
- the duration is stipulated until 31.12.2021 for the Law, Presidential Decree and secondary legislation that will implement the electric vehicle charging infrastructure.

#### **Prices for the Feed in Tariff (FIT) mechanism:**

With the President's Decision published in the Official Gazette dated 30.01.2021, prices for the Feed in Tariff (FIT) mechanism and domestic production incentives determined in Turkish-lira have been announced for the electricity generation facilities that will enter into operation from 01.07.2021 until 31.12.2025 and having renewable energy resources certificates. It has been decided to apply prices varying between 32 and 54 kurus (TL kurus / kWh) for 10 year period for hydroelectric, wind, geothermal, biomass and solar power based generation facilities, depending on the type of the facility. The relevant prices will be updated according to the type of production facility and in 3-month periods starting from 01.01.2021. Prices will be updated first on 01.04.2021 and will continue to be updated every year in January, April, July and October.

#### **b) Information on the operational developments during the related fiscal period:**

**Operational Earnings** (EBITDA + Capex reimbursements excluding exceptional items) of Enerjisa Enerji A.Ş. increased by TL 361 million (+28%) from TL 1,267 million in Q12020 to TL 1,628 million in Q12021.

Including exceptional capex reimbursements related to prior tariff periods, which will be reflected to distribution tariffs between 2021 and 2022 (amount in 1Q2021: TL 109 million), the growth in operational earnings was 36%

Distribution business unit's operational earnings accounted for 83.9% of Enerjisa Enerji's operational earnings in Q12021. The main changes in the operational earnings of the Distribution business unit in Q12021 compared to Q12020 are as follows:

- **Financial Income:** Financial income increased by TL 34 million reaching TL 545 million. The growth in financial income growth was soft given the decline in WACC. The impact of decline in pretax real WACC on 2020 financials (from 13.61% to 12.30%) was reflected in Q42020 in lump sum and is not included in Q12020 financials.
- **CAPEX Reimbursements:** Capex reimbursements increased from TL 336 million in Q12020 to TL 502 million in Q12021 (TL 166 million increase) mainly due to higher Capex ceiling and as the regular compensation for overspend Capex of the previous regulatory periods started as of January 2021. This amount does not include the exceptional capex reimbursements related to prior periods mentioned above (TL 109 million).
- **Efficiency & Quality Earnings:** Total Efficiency & Quality earnings increased by TL 20 million in Q12021 compared to the same quarter of last year. Capex outperformance increased with higher capex investments and efficient procurement operations. Regarding quality earnings, in-house sourcing incentive and incentives for publicly listed companies, which have been introduced in the 4th regulatory period, have been recognized for the first time in Q12021 on pro rata basis. The positive impacts from these two items, have been offset with temporarily lower

theft and loss performance due to lower field activities amid Covid-19 and the decrease in theft accrual earnings due to the reduction of retention rate from 75% to 50%

- **Other Item:** Other item was TL 51 million (Q12020: TL 1 million) partly due to gains related to hedging of Capex expenses and income due to winning a court case related to excavation permits by Ayedaş.

The contribution of the Retail business unit in operational earnings increased by 1.8 ppt yoy to 16.6% in Q12021. The free market segment gross profit increased by TL 26 million from TL 102 million in Q12020 to TL 128 million in Q12021, due to higher volumes in free market at profitable segments achieved by effective portfolio management of Enerjisa. The regulated market gross profit increased by TL 24 million to TL 206 million during the same period. This increase was driven by the increase in revenue ceiling in real terms compared to last year and inflation.

Liberalised segment sales increased by 38% from 1.8 TWh in Q12020 to 2.5 TWh in Q12021. Meanwhile, regulated segment sales decreased by 16% from 7.2 TWh in Q12020, to 6.1 TWh in Q12021. The main driver behind the performance of these segments is the switch of corporate and SME customers from the regulated segment to the liberalised segment due to favourable tariff structure.

Enerjisa Enerji A.Ş. **Underlying Net Income** increased by TL 170 million from TL 352 million in Q12020 to TL 522 million in Q12021. In addition to the changes in the operational earnings, the main factors driving changes in the Underlying Net Income were as follows:

- TL 98 million lower net loan interest expenses due to decrease in the average loan volume and lower interest rates.
- TL 39 million higher bond interest expense and TL 47 million higher deposit valuation expenses both due to higher CPI change (Past year: +2.5% vs. this year +5.3%)
- TL 37 million increase in taxes due to higher operational earnings.

The increase in corporate tax rate from 20% to 25% for 2021 announced in April is not reflected to 1Q2021 financials as it is treated as a “non-adjusting event” by IFRS standards and non-adjusting events occurring after the reporting period cannot be reflected to the financials. The impact of tax rate change on the first quarter financials will be reflected in the 1H2021 financials retrospectively.

The average cost of financing from loans decreased from 14.9% in Q12020 to 10.4% in Q12021, whilst in the same period the average cost of bond financing increased from 14.8% to 24.7%. Economic Net debt (including non-financial net debt, including lease liabilities and customer deposits) decreased from TL 11.3 billion in 2020 year end to TL 10.6 billion in Q12021.

Net Financial Debt / Last Twelve Month Operational Earnings declined from 1.9x in Q12020 to 1.4x in Q12021 due to increase in Operational Earnings and the decline in financial net debt.

Regarding the 2021 guidance, the Company is assessing the impacts of corporate tax increase and the Covid-19 related developments, while no major impact is expected. Accordingly, the Company maintains its 2021 year end guidance which is; double digit yoy growth in “Operational Earnings” compared to 2020, “Underlying Net Income” at least at TL 1.9 billion, “RAB” at least at TL 10.9 billion and “Free Cash Flow After Interest and Tax” at least at TL 1.7 billion level.

**c) Information on the investments made by the Company during the related fiscal period:**

The Company has made capital expenditures related to service concession arrangements of TL 306,251,000 and purchase of tangible and intangible assets TL 26,947,000 within the period of 01.01.2021 – 31.03.2021.

**d) Information on the internal control system and internal audit activities of the Company and the related opinion of the management body:**

Enerjisa Enerji Internal Audit Department directly reports to the Audit Committee, which is a sub-committee of the Enerjisa Board of Directors per the necessity of independence and objectivity principles. The purpose of internal audit is to provide an opinion to the Board of Directors about the compliance of the Company and its subsidiaries' activities with laws, other applicable legislation, internal strategies, policies and procedures and the effectiveness and adequacy of internal controls. With these efforts and structuring, it is aimed to take preventive measures, protect the Company assets, improve business processes and provide added value for the entity by way of giving opinions and suggestions to increase operational efficiency. In accordance with this objective, internal audit activities are conducted in the frame defined through approved audit committee and internal audit charters.

The risk assessment results of the Company are updated every year and the risk-based annual internal audit plan is submitted to the approval of the Audit Committee and the Board of Directors after obtaining the comments of the management. Each year, the audits within the scope of the approved audit plan are performed in accordance with international audit standards and COSO (Committee of Sponsoring Organizations of the Treadway Commission) requirements. This confirmation is certified through the independent quality assurance assessment performed in 2018.

Internal Audit is responsible from the evaluation and examination processes of ethics notifications related to the employees and other stakeholders (shareholders, customers, suppliers, public institutions). In addition to its auditing function, internal audit also provides consultancy services in line with its vision and mission, as required by its principle of being a "reliable business partner" and upon the requests of the executive management.

**e) Information on the Company's direct or indirect participations/subsidiaries and the share ratios:**

The direct participation shares held by the Company are as follows:

	Place of incorporation and operation	Proportion of ownership interest and voting power held by the Group (%)		Principal activity
		31 March 2021	31 December 2020	
Başkent Elektrik Dağıtım A.Ş.	Ankara	100	100	Electricity distribution services
Enerjisa Başkent Elektrik Perakende Satış A.Ş.	Ankara	100	100	Electricity retail services
İstanbul Anadolu Yakası Elektrik Dağıtım A.Ş.	İstanbul	100	100	Electricity distribution services
Enerjisa İstanbul Anadolu Yakası Elektrik Perakende Satış A.Ş.	İstanbul	100	100	Electricity retail services
Toroslar Elektrik Dağıtım A.Ş.	Adana	100	100	Electricity distribution services
Enerjisa Toroslar Elektrik Perakende Satış A.Ş.	Adana	100	100	Electricity retail services
Enerjisa Müşteri Çözümleri A.Ş.	İstanbul	100	100	Customer solutions and distributed generation services
E-şarj Elektrikli Araçlar Şarj Sistemleri A.Ş.	İstanbul	80	80	Electric vehicles and charging stations equipment services

**f) Information on the own shares of the company acquired:**

The company does not own any shares in the related period.

**g) Information on private audit conducted in the fiscal period:**

The consolidated financial reports of the Company for the period of 01.01.2021 –31.03.2021 prepared in accordance with IFRS was not audited by independent auditors.

**h) Information on legal actions filed against the Company which might adversely affect the financial situation and operations of the Company and their possible consequences:**

There are no cases filed against the Company within the period of 01.01.2021 – 31.03.2021, which may adversely affect the financial situation and operations of the Company.

Enerjisa Enerji strives to comply with legislation and laws on environmental, social and corporate governance issues. There are no cases regarding environmental, social and governance matters filed against the Company within the period of 01.01.2021 – 31.03.2021.

**i) Information on the administrative or judicial sanctions imposed on the Company and the members of its management body for practices in breach of the provisions of applicable legislation:**

There is no judicial or administrative sanction imposed on the Company and the members of the Board of Directors for practices contrary to applicable laws and regulations.

**j) Information and evaluation on whether the goals set in the previous periods were achieved, and whether the decisions of the general assembly were implemented, and if not, the related reasons for failure to achieve such goals or to implement such decisions:**

The Company has achieved its budgetary targets for the period of 01.01.2021 – 31.03.2021.

**k) If any extraordinary general assembly meeting has been held during the year, information on such extraordinary general assembly meeting including the date of the meeting, the decisions taken in such meeting and the related activities:**

None.

**l) Information on the Company's donations and aids and its expenditures made on social responsibility projects during the year:**

The Company has made donations and aids at the amount of TL 943,751 within the period of 01.01.2021 – 31.03.2021.

**m) If a company operating under a group of companies; legal actions taken with the parent company, or any subsidiary of the parent company in favour of the parent company or any subsidiary thereof upon the instructions of the parent company and all the other measures taken or avoided in favour of the parent company or any subsidiary thereof in the previous fiscal year:**

There are no legal actions that we have taken with Hacı Ömer Sabancı Holding A.Ş., DD Turkey Holdings S.A.R.L. or any subsidiary thereof or in favour of them or any of their subsidiaries upon their instructions; and there are no actions taken or avoided in favour of Hacı Ömer Sabancı Holding A.Ş., DD Turkey Holdings S.A.R.L. or any of their subsidiaries.

**n) The company's sources of finance and the nature and value of the capital markets instruments issued, if any:**

Enerjisa Enerji A.Ş. sources of new financing are mainly loans in Turkish Lira.

Additionally, the Group has a total of TL 997,000,000 bonds (issued amount) in circulation as of 31 March, 2021.

**o) Events that occurred after the Balance Sheet Date:**

Applicable starting from 1 April 2021, EMRA has announced that single-time retail sales tariff reflected to the end user according to customer groups in national tariff has been decreased between 0.1% - 0.2% and distribution tariff has been increased by 0.4%. However, there has been no change in the final tariff reflected to the end user.

An application, regarding the Energy Performance Contract between Enerjisa Müşteri Çözümleri A.Ş. and Galatasaray Spor Kulübü Derneği on design, construction and maintenance work of rooftop solar power plant, was filed on 02.04.2021 to the Turkish Competition Authority in scope of the article 8 of the Act No. 4054 on the Protection of Competition, which regulates the negative clearance process where the authority is expected to confirm the contract is not contrary to articles 4, 6 and 7.

The Collective Bargaining Agreement negotiations between İstanbul Anadolu Yakası Elektrik Dağıtım A.Ş., Başkent Elektrik Dağıtım A.Ş., Toroslar Elektrik Dağıtım A.Ş. and TES-İŞ Sendikası ((Turkey Energy, Water and Gas Workers' Union)) started on 21.04.2021 and is still in progress.

In accordance with Provisional Article 13 added to the Corporate Tax Law No. 5520 with the Article 11 of Law Amending Certain Laws with Law on the Procedure For The Collection of Public Receivables numbered 7316, published in Official Gazette numbered 31462 on 22 April 2021, corporate tax rate for the year 2021 has increased from 20% to 25% and for the year 2022 to %23. The amendment will be valid for the taxable corporate income starting from 1 January 2021, beginning with the advance Corporate Tax Declarations which must be declared as of 1 July 2021. As the change has been announced after the reporting period, it is considered as a non-adjusting event according to IAS 10 and the Group continued to use 20% for the subsidiaries operating in Turkey as of the reporting date and related amendment will be applied in consolidated financial statements as of 30 June 2021.

**p) Other issues not included in the financial statements, but useful to know for interested parties:**

None.

**q) If a company operating under a group of companies; information about whether a counter action was provided appropriate for each legal action and whether the measure taken or avoided caused the company to suffer a loss; and if the company suffered a loss, whether it was compensated or not according to the situation and conditions known by them at the time when the legal action or the measure mentioned in the subparagraph (i) was performed or taken or avoided:**

To the best of the Company's knowledge of current conditions, the legal actions taken by the Company with the controlling companies or any of their subsidiaries or in favour of the controlling companies or any of their subsidiaries upon the instructions of the controlling companies and all the other measures taken or avoided in favour of the controlling companies or any of their subsidiaries in the fiscal period of 01.01.2020 – 31.12.2020 were evaluated in the form of a report under the scope of all transactions performed between the Company and the controlling company and its affiliated companies during the Fiscal Period of 01 January 2020 – 31 December 2020, which were conducted in full conformity with the honest and fair accounting principles according to the conditions well known to us. The Company did not suffer any loss resulting from any transaction executed under known conditions in connection with the Fiscal Period of 01.01.2020 – 31.12.2020.

## **5- FINANCIAL SITUATION**

**a) Management body's analysis and assessment of the financial position and operational results, the extent of realization of planned activities, and the company's position against defined strategic goals:**

The Company's financial results for the period of 01.01.2021 – 31.03.2021 are provided in the enclosed Balance Sheet and Income Statement.

It is explained in the section of "Company Activities and Significant Developments Regarding the Activities" in Article 4 above.

**b) Company's sales, productivity, income generation capacity, profitability and debt to equity ratio within the year in comparison with the previous years, and information on any other issues that might suggest the company's operational results and future expectations:**

The Company's gross profit as of 31 March 2021 is TL 1,715,677,000 (31 March 2020: 1,563,661,000). The Company's net debt / (net debt+equity) ratio as of 31 March 2021 has been recorded as 56% (31 December 2020: 57%).

There is no revenue risk predicted for the Company.

**c) Determination about whether the Company's capital has remained without reserve or whether it has run into debt and the management body's evaluations related thereof:**

In Accordance with Article 376 of the Turkish Commercial Code, the Company is not in a deep-in-debt (technical bankruptcy) situation due to the company has fulfilled the criterion stated in the law resulting from half of the sum of capital and legal reserves of the company have not remained uncovered due to loss.

**d) Measures planned to improve the financial structure of the Company, if any:**

Since the Company's financial and capital structures are strong, there are no measures planned to be taken to improve the financial structure of the Company.

**6- AMENDMENTS TO ARTICLES OF ASSOCIATION MADE IN THE PERIOD AND THE RELATED REASONS**

Based on the required permits are granted from the Capital Markets Board and the Ministry of Trade, the Articles of Association on the Article 7 ("Capital and Shares") in order to extend the registered capital ceiling of the Company for 5 more years and Article 10 ("Meetings of the Board of Directors and the Management of the Company") in order to conduct the electronic Board of Directors' meeting were amended at the 2020 Ordinary General Assembly meeting held on March 30, 2021.

**7- RISKS AND THE EVALUATION OF THE MANAGEMENT BODY**

**7.1 Governing Body**

**a) Board of Directors Meetings**

As of March 31, 2021, the Company's Board of Directors convened 1 time in total to evaluate strategic matters concerning the Company. The attendance rate of Board meeting was 100%.

**b) Committees**

**i. Enerjisa Corporate Governance Committee**

Following the IPO in February 2018, the Corporate Governance Committee has been enacted at the General Assembly Meeting held on March 29, 2018. Members of the Committee are selected Board members, as well as the Enerjisa Enerji CFO and Committee is chaired by an independent Board member.

The purpose of Corporate Governance Committee is to make suggestions to the Board of Directors of the Company in order:

- To ensure the compliance of the corporate governance principles of the Company with the Corporate Governance Principles as determined by the Board and other internationally accepted corporate governance principles and best practices,
- To make advices in order for implementation of such principles,
- To follow-up compliance of the Company with such principles.

This Committee also performs the governance related duties of the Nomination Committee and the Remuneration Committee within the Company.

Corporate Governance Committee Charter can be viewed from the below link.

<https://www.enerjisainvestorrelations.com/en/corporate-governance/committee-charters/corporate-governance-committee-charter>

The meetings of the Committee are organized at least four times (once every three months around quarter closings) per year. The Corporate Governance Committee had one meeting in the first quarter of 2021. Meeting and report circulation dates and in-depth review topics have been the following:

Meeting Date	Members Participation	In-Depth Review Topic
4 February 2021	Mehmet Sami Michael Moser Hakan Timur	Corporate Communications, Human Resources and Investor Relations Presentations Update on Interaction with Local Investors ESG Roadmap

ii. **Audit Committee:**

Internal audit activities related with the efficiency of the internal control system of the Company are planned and conducted by the Internal Audit Department. The audit results are shared with Enerjisa Enerji A.Ş. Audit Committee composed of independent BoD members only and the Company management and the planned actions are monitored.

Activities of the Internal Audit Department are regularly reported to the Audit Committee. In this scope, one Audit Committee meetings was held in 2021. Through these meetings, the Audit Committee was informed on topics including, but not limited to, improvement areas identified in audit/consultancy activities and relevant action plans, results of follow-up activities, information about performed ethics investigation activities and significant considerations about other activities.

Audit Committee Charter can be viewed from the below link.

<https://www.enerjisainvestorrelations.com/en/corporate-governance/committee-charters/audit-committee-charter>

The dates of the Audit Committee are as follows:

Meeting Date	Members Participation	In-Depth Review Topic
04.02.2021	Fatma Dilek Yardım Mehmet Sami	Briefing on audit and examination activities Presenting financial tables Presenting the results of audit report

Audit Committee members are as follows;

Name Surname	Duty	Duty in the Board
Fatma Dilek Yardım	Chairperson	Independent Board Member
Mehmet Sami	Member	Independent Board Member



### iii. Enerjisa Enerji Early Risk Detection Committee

The Board delegates the monitoring of risks to the Early Risk Detection Committee. Members to the Committee are selected Board Members (including two independent members) and the Committee is chaired by an independent Board member. Aside from receiving regular Risks and Opportunities Report, each meeting agenda includes an in-depth review of a prioritized topic. The Early Risk Detection Committee reports directly to the Enerjisa Enerji Board.

Early Risk Detection Committee is responsible to advise Board regarding risk and opportunity definitions which threaten Company's existence and strategies, relevant mitigation actions, early detections and precautions. Following Board review, agreed actions are monitored by the Enerjisa Enerji CFO and Early Risk Detection Committee.

Early Risk Detection Committee Charter can be viewed from the below link.

<https://www.enerjisainvestorrelations.com/en/corporate-governance/committee-charters/early-risk-detection-committee-charter>

The meetings of the Committee are organized at least four times (once every three months around quarter closings) per year. The Early Risk Detection Committee had one meeting in the first quarter of 2021. Meeting and report circulation dates, members participation and in-depth review topics have been the following:

Meeting Date	Members Participation / Report Recipients	In-Depth Review Topic
23.02.2021	Dilek Yardım Mehmet Sami Eric Depluet	Business Continuity Management Highlights IT&Data Governance Semi-Annual Update

## 7.2. Risk Assessment

### a) Risk Management Framework of Enerjisa

Enerjisa Enerji's Risk Management Framework aims to define all risks and opportunities, which may impact financial, operational and strategic plans and enables to assess, classify and mitigate these risks through various methodologies.

The ultimate goal of the framework is to provide transparency to management functions and influence decision making processes via regular reporting.

### b) Enerjisa Risk Management Procedure

All risks and opportunities are identified through a detailed assessment process. These works are elaborated through two separate approaches, i.e., qualitative and quantitative reporting methodology. In quantitative risk and opportunity methodology, for each risk and opportunity best, base and worst cases are collected with their probability of occurrence from the business units, simulated using numeric analysis methodologies and grouped based on their expected values. Correlations are considered during consolidation of risk and opportunity impacts and fluctuations that may occur in the net revenue of Enerjisa are reported. On the other hand, in qualitative risk reporting methodology, the risks, of which

their direct financial affect cannot be calculated but have a potential to adversely affect the strategic and operational activities of the company, are prioritised through scales defined according to impact levels and likelihoods; and reported through heat maps. These assessments form the basis of the Risks and Opportunities Report, which is presented to top management as well as to the Enerjisa Early Risk Detection Committee.

### **c) Key Risks and Opportunities**

Due to the nature of the electricity distribution and retail business, Enerjisa Enerji is exposed to various risks and opportunities throughout the value chain. Based on their sources, risks and opportunities are classified in five categories and monitored accordingly.

#### **i. Regulatory Risks and Opportunities**

The electricity distribution and retail businesses are regulated businesses under the supervision of EMRA and are governed by the Electricity Market Law and relevant secondary regulations. For regulated customers Enerjisa applies the National Tariff which is determined by EMRA. The National Tariff is composed of tariffs which will be applied to transmission and distribution line users. EMRA determines the items in the National Tariff for each tariff period.

In the fourth tariff implementation period, which will be valid between 01.01.2021 and 31.12.2025, revenue and/or price cap for regulated activities will be determined by EMRA as in the third tariff implementation period covering the period between 01.01.2016 and 31.12.2020 and will be reflected to the end consumer through the National Tariff mechanism by taking into consideration all costs and services for the execution of the relevant activity.

As the majority of Enerjisa Enerji's revenue is generated from the electricity distribution operations and retail sales to regulated customers, which are both subject to regulated tariffs set by EMRA, any change on these tariff components and/or calculation methodologies mean a significant deviation from Enerjisa Enerji's plans.

Additionally, the regulations issued by EMRA, among other matters, impose organizational and operational restrictions on, and requirements with respect to the electricity distribution and retail sales operations. These requirements and restrictions are audited by regulatory authorities (mainly by EMRA) and any non-compliance detected upon these audits may have an adverse effect on Enerjisa Enerji's financial and operational plans.

Enerjisa Enerji conducts regular and constructive studies with industry participants and regulatory bodies in order to manage regulatory risks and opportunities. In addition, it conducts rational and fact-based discussions with other market participants and regulatory institutions through systematic projects and transparent reporting. As a result of these discussions and in-house studies, it undertakes studies and initiatives that will positively contribute to all sector stakeholders, including consumers, and legislative regulations in order to support the sustainability of the sector.

#### **ii. Market Risks and Opportunities**

Enerjisa Enerji is subject to financial market risks relating to interest rate fluctuations due to the financial borrowings as well as foreign exchange rate fluctuations due to Feed-in-Tariff regulation.

Enerjisa Enerji is also subject to commodity market risks related to OTC price and volume fluctuations due to the sourcing strategy for retail sales business and other commodity price fluctuations due to the raw material procurements (transaction are in local currency, but highly correlated with related commodity prices) for the distribution business.

Enerjisa Enerji uses systematic approaches to forecast market parameters such as price, inflation, interest and FX rates, demand, etc. Existing and expected exposures are monitored regularly and through hedging operations the risk exposure is kept at an optimum level. Hedging strategies, their effectiveness and further plans are discussed regularly in the Finance Committee and Commodity Risk Committee.

iii. Credit Risks and Opportunities

Enerjisa Retail companies are exposed to counterparty credit risk with respect to the collection of invoices for regulated and liberalized customers.

Enerjisa Distribution companies are exposed to credit risk mainly due to companies engaged in retail electricity sales (system usage receivables) and the collection of invoices for illegal and unlawful electricity consumption through the distribution system of related regions.

Enerjisa Enerji manages credit risks by requiring security deposits from regulated customers and letters of guarantee or other form of securities from liberalised customers to secure present and future invoices. Timely invoicing, efficient receivable management and credit scoring of large customers enables Enerjisa Enerji to mitigate credit risk as much as possible.

For the mitigation of financial counterparty credit risks, apart from reporting and monitoring activities, Enerjisa exclusively engages with counterparties that have a rating of no more than 2 notches below the Turkish sovereign rating. Moreover, diversification of banks in the portfolio of financial hedging instruments as well as cash deposits is ensured.

iv. Liquidity Risk

Enerjisa Enerji is exposed to liquidity risk due to the ongoing funding needs which arise from distribution network investments. While Enerjisa expects that these funding needs can be covered by external debt capital providers, market situations may arise in which conventional sources of liquidity are limited.

Enerjisa Enerji manages liquidity risk by actively seeking to extend average tenors of the loan portfolio as well as to develop alternative sources of debt capital (e.g. corporate bonds). Furthermore, Enerjisa Enerji regularly forecasts short and mid-term funding needs in order to anticipate liquidity needs in time to prepare and act accordingly.

v. Operational Risks

All processes in value chain of Enerjisa are exposed to operational risks from internal and external factors. These risks mainly are classified under affect Information Technologies, Occupational Health and Safety (mostly in Distribution business unit), Environment, Human Resources and Reputation headings and are reviewed in detail together with its mitigation activities.

For all types of operational risks, relevant procedures and policies are structured and published in Enerjisa Enerji's quality management systems. Committees are assigned to review all event occurrences and to monitor existing mitigation actions.

## **8- DUTIES OF THE MEMBERS OF THE BOARD OF DIRECTORS AND EXECUTIVES CONDUCTED OUT OF THE COMPANY AND DECLARATIONS ON INDEPENDENCE OF BOARD MEMBERS**

Duties of the members of the Board of Directors and Executives conducted out of the Company is reported at the Public Disclosure Platform under the “Company Management” section.

<https://www.kap.org.tr/en/sirket-bilgileri/genel/4028e4a1422d98690142bceaa31957cf>

The declarations on independence of Independent Board members can be accessed from the 2020 Annual General Assembly information document.

<https://www.enerjisainvestorrelations.com/en/corporate-governance/general-assembly>

## **9- APPENDICES**

Consolidated Financial Statements

Operational Earnings and Underlying Net Income Calculations

Best regards,

**Report date: 04.05.2021**

Murat Pınar  
CEO

Dr. Michael Sven Moser  
CFO

# ENERJİSA ENERJİ A.Ş. AND ITS SUBSIDIARIES

## INTERIM CONDENSED CONSOLIDATED STATEMENT OF FINANCIAL POSITION AS AT 31 MARCH 2021

(Amounts expressed in thousands of Turkish Lira ("TL"), unless otherwise indicated.  
Currencies other than TL are also expressed in thousands unless otherwise indicated.)

	Unaudited / current period 31 March 2021	Audited / prior period 31 December 2020
<b>ASSETS</b>		
<b>Current Assets</b>	<b>7,891,045</b>	<b>6,852,870</b>
Cash and Cash Equivalents	1,212,712	588,571
Financial Investments	-	126,108
Financial Assets	2,218,706	2,348,112
Trade Receivables	3,174,629	2,943,668
<i>Due from Related Parties</i>	17,584	17,796
<i>Due from Third Parties</i>	3,157,045	2,925,872
Other Receivables	839,848	588,922
<i>Due from Third Parties</i>	839,848	588,922
Derivative Financial Instruments	165,764	36,066
Inventory	204,491	169,539
Prepaid Expenses	62,402	44,112
Assets Related with Current Taxes	15	14
Other Current Assets	12,478	7,758
<b>Non-Current Assets</b>	<b>17,470,615</b>	<b>17,822,635</b>
Other Receivables	633,622	933,739
<i>Due from Third Parties</i>	633,622	933,739
Derivative Financial Instruments	7,038	63
Financial Assets	9,051,301	9,121,848
Right of Use Assets	180,297	140,771
Property, Plant and Equipment	905,170	902,255
Intangible Assets	6,297,633	6,357,036
<i>Goodwill</i>	1,977,127	1,977,127
<i>Other Intangible Assets</i>	4,320,506	4,379,909
Prepaid Expenses	6,449	4,507
Deferred Tax Assets	384,872	362,026
Other Non-Current Assets	4,233	390
<b>TOTAL ASSETS</b>	<b>25,361,660</b>	<b>24,675,505</b>

# ENERJISA ENERJİ A.Ş. AND ITS SUBSIDIARIES

## INTERIM CONDENSED CONSOLIDATED STATEMENT OF FINANCIAL POSITION AS AT 31 MARCH 2021

(Amounts expressed in thousands of Turkish Lira ("TL"), unless otherwise indicated.  
Currencies other than TL are also expressed in thousands unless otherwise indicated.)

	Unaudited / current period 31 March 2021	Audited / prior period 31 December 2020
<b>LIABILITIES</b>		
<b>Current Liabilities</b>	<b>10,437,534</b>	<b>8,287,610</b>
Short-Term Financial Liabilities	708,261	1,098,798
Short-Term Portion of Long Term Financial Liabilities	3,013,577	1,573,117
Other Financial Liabilities	74,582	68,743
Trade Payables	1,666,495	1,914,357
<i>Due to Related Parties</i>	60,329	129,599
<i>Due to Third Parties</i>	1,606,166	1,784,758
Payables for Employee Benefits	79,164	57,939
Other Payables	3,828,149	2,579,077
<i>Due to Related Parties</i>	1,133,826	-
<i>Due to Third Parties</i>	2,694,323	2,579,077
Derivative Financial Instruments	570	140,060
Deferred Income	758	6,964
Income Tax Liability	281,281	173,075
Short-Term Provisions	311,928	345,547
<i>Provisions for Employment Benefits</i>	3,467	46,423
<i>Other Short-Term Provisions</i>	308,461	299,124
Other Short-Term Liabilities	472,769	329,933
<b>Non-Current Liabilities</b>	<b>8,204,590</b>	<b>9,234,589</b>
Long-Term Financial Liabilities	5,970,623	7,090,385
Other Financial Liabilities	343,898	340,383
Derivative Financial Instruments	-	1,619
Deferred Income	367,549	211,044
Long-Term Provisions	242,000	224,179
<i>Provisions for Employment Benefits</i>	242,000	224,179
Deferred Tax Liabilities	1,277,819	1,366,979
Other Long-Term Liabilities	2,701	-
<b>TOTAL LIABILITIES</b>	<b>18,642,124</b>	<b>17,522,199</b>

# ENERJİSA ENERJİ A.Ş. AND ITS SUBSIDIARIES

## INTERIM CONDENSED CONSOLIDATED STATEMENT OF FINANCIAL POSITION AS AT 31 MARCH 2021

(Amounts expressed in thousands of Turkish Lira ("TL"), unless otherwise indicated.  
Currencies other than TL are also expressed in thousands unless otherwise indicated.)

	Unaudited / current period 31 March 2021	Audited / prior period 31 December 2020
<b>LIABILITIES</b>		
<b>Equity</b>	<b>6,719,536</b>	<b>7,153,306</b>
Registered Share Capital	1,181,069	1,181,069
Adjustments to Share Capital	1,954,164	2,416,412
<b>Total Share Capital</b>	<b>3,135,233</b>	<b>3,597,481</b>
Other Funds	4,340	4,340
Accumulated Other Comprehensive Expenses not to be Reclassified to Profit or Loss in Subsequent Periods	(3,464)	(3,464)
<i>Accumulated Loss on Remeasurement of Defined Benefit Plans</i>	<i>(3,464)</i>	<i>(3,464)</i>
Accumulated Other Comprehensive Income / (Expense) to be Reclassified to Profit or Loss in Subsequent Periods	105,585	(62,487)
<i>Hedge Reserves</i>	<i>105,585</i>	<i>(62,487)</i>
Restricted Profit Reserves	693,663	485,378
Retained Earnings	2,252,195	2,044,375
Profit for the Period	531,984	1,087,683
<b>TOTAL LIABILITIES AND EQUITY</b>	<b>25,361,660</b>	<b>24,675,505</b>

# ENERJİSA ENERJİ A.Ş. AND ITS SUBSIDIARIES

## INTERIM CONDENSED CONSOLIDATED STATEMENT OF PROFIT OR LOSS AND OTHER COMPREHENSIVE INCOME FOR THE PERIOD ENDED 31 MARCH 2021

(Amounts expressed in thousands of Turkish Lira ("TL"), unless otherwise indicated.

Currencies other than TL are also expressed in thousands unless otherwise indicated.)

	Unaudited / current period 1 January - 31 March 2021	Unaudited / prior period 1 January - 31 March 2020
Revenue	5,888,865	5,779,079
Cost of Sales (-)	(4,173,188)	(4,215,418)
<b>GROSS PROFIT</b>	<b>1,715,677</b>	<b>1,563,661</b>
General Administrative Expenses (-)	(684,552)	(606,798)
Other Income from Operating Activities	128,093	130,467
Other Expenses from Operating Activities (-)	(219,341)	(255,188)
<b>OPERATING PROFIT BEFORE FINANCE INCOME / (EXPENSE)</b>	<b>939,877</b>	<b>832,142</b>
Finance Income	60,690	1,320
Finance Expense (-)	(335,397)	(401,814)
<b>PROFIT BEFORE TAX</b>	<b>665,170</b>	<b>431,648</b>
<b>Tax Expense</b>	<b>(133,186)</b>	<b>(90,580)</b>
Current Tax Expense (-)	(287,208)	(132,521)
Deferred Tax Income	154,022	41,941
<b>PROFIT FOR THE PERIOD</b>	<b>531,984</b>	<b>341,068</b>
<b>OTHER COMPREHENSIVE INCOME AND EXPENSE</b>		
<b>Other Comprehensive Expenses to be Reclassified to Profit or Loss in Subsequent Periods</b>	<b>168,072</b>	<b>92,830</b>
<i>Gains on Hedges</i>	<i>210,088</i>	<i>119,011</i>
<i>Income Tax Relating to Other Comprehensive Expense</i>	<i>(42,016)</i>	<i>(26,181)</i>
<b>TOTAL COMPREHENSIVE INCOME</b>	<b>700,056</b>	<b>433,898</b>
<b>Earnings per share</b>		
Earnings per share (kr)	0.45	0.29



## OPERATIONAL EARNINGS AND UNDERLYING NET INCOME CALCULATION

(TLm)	1 January 31 March 2021	1 January 31 March 2020
<b>Operating profit before finance income/(expense)</b>	<b>940</b>	<b>832</b>
Adjustment of depreciation and amortization	105	100
Adjustments related to operational fx gains and losses	23	6
Adjustments related to valuation difference arising from deposits	82	35
Interest income related to revenue cap regulation	-12	-10
<b>EBITDA</b>	<b>1,138</b>	<b>963</b>
CAPEX Reimbursements	502	336
<b>EBITDA+CAPEX Reimbursements</b>	<b>1,640</b>	<b>1,299</b>
Non-recurring (income) / expense	-12	-32
<b>Operational earnings</b>	<b>1,628</b>	<b>1,267</b>
 <b>Net Income</b>	 <b>532</b>	 <b>341</b>
Non-recurring (income) / expense	-10	-25
Non-recurring refinancing transactions fees	0	36
<b>Underlying Net Income</b>	<b>522</b>	<b>352</b>