

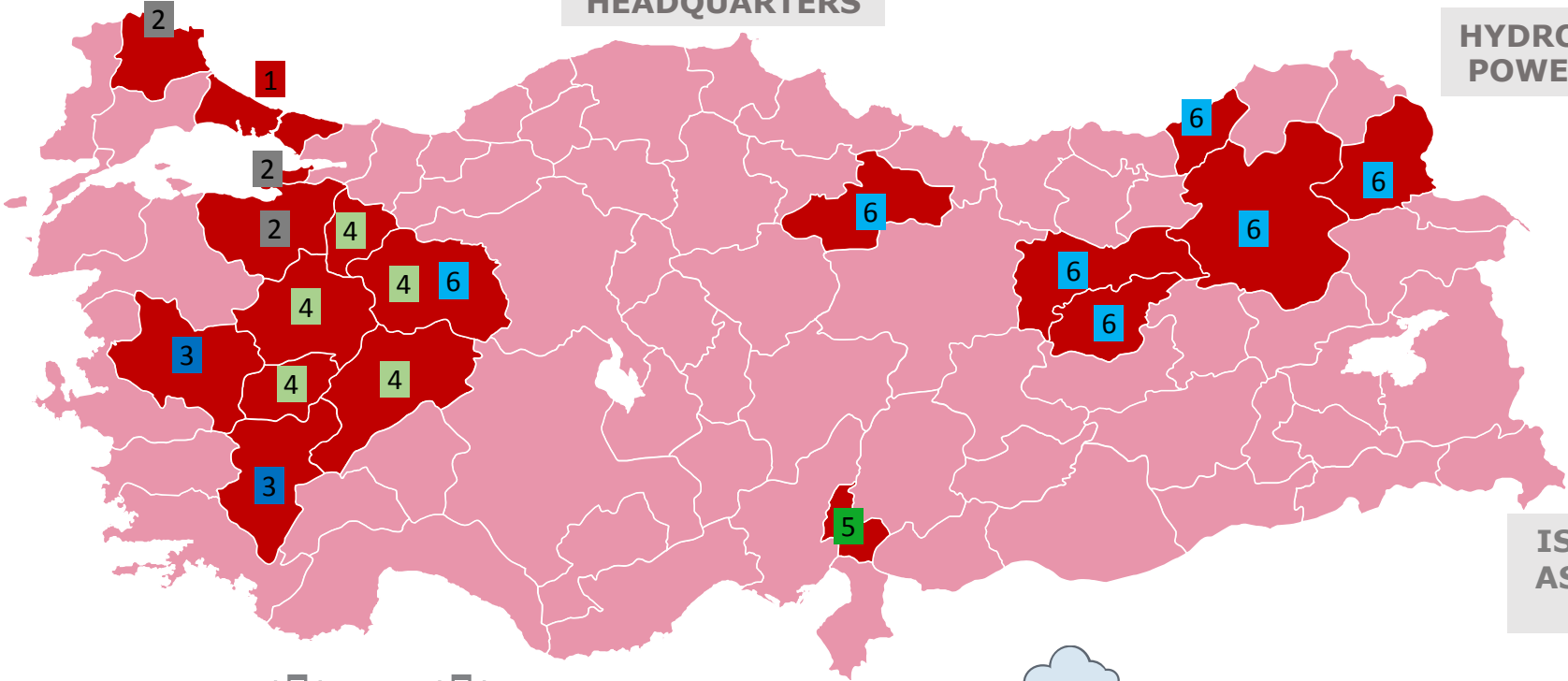
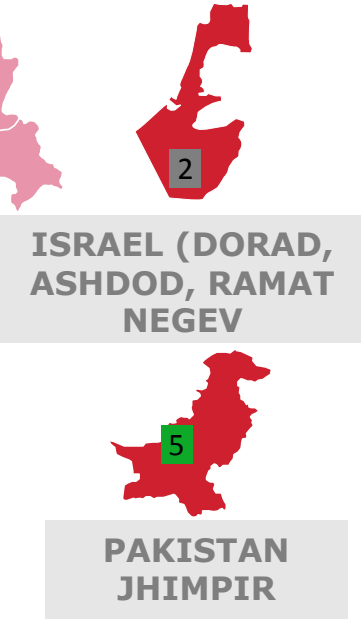
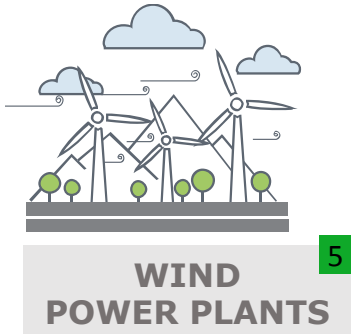
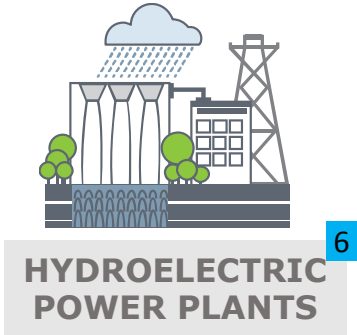
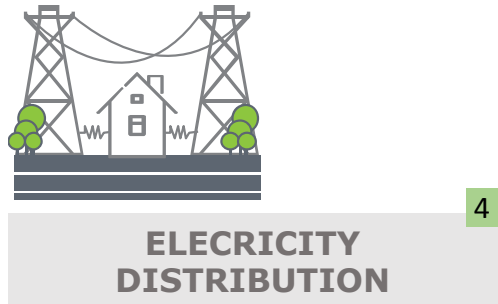
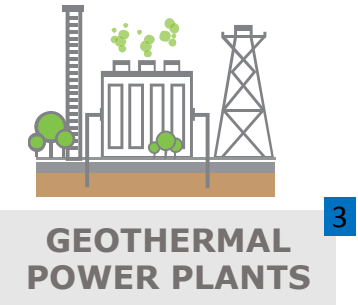
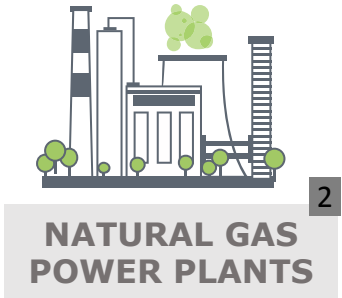


ENERJİ ELEKTRİK ÜRETİM AŞ

2017 Ordinary General  
Assembly Meeting  
08.05.2018

# ZORLU ENERJİ

## Domestic and Regional Operations



# INSTALLED CAPACITY

**78%**

Share of renewable  
energy in total installed  
capacity in Turkey

**1,162 MW**

815.5 MW in Turkey, 56.4 MW in Pakistan,  
290.5 MW in Israel (25% stake in 840 MW  
Dorad CCGT Power Plant & 42.15% stakes in  
64.54 MW Ashdod and  
126.4 MW Ramat Negev NGGPs)



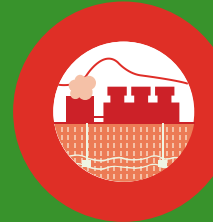
**6 Natural Gas Power Plants 466.7 MW**

3 in Turkey & 3 in Israel



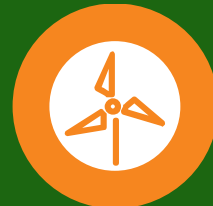
**7 Hydroelectric Power Plants 118.9 MW**

7 in Turkey



**4 Geothermal Power Plants 305 MW**

4 in Turkey



**4 Wind Power Plants 271.7 MW**

3 in Turkey & 1 in Pakistan

# ONGOING AND PLANNED PROJECTS



## ONGOING INVESTMENTS

| Project      | Location | Type       | Capacity (MW)     | Stake (%) | Current Status    |
|--------------|----------|------------|-------------------|-----------|-------------------|
| Alaşehir II  | Manisa   | Geothermal | 35 <sup>(1)</sup> | 100       | Under development |
| Bahawalpur I | Pakistan | Solar      | 100               | 99.7      | Under development |
|              |          |            | <b>135</b>        |           |                   |

## PLANNED PROJECTS

| Project      | Location | Type                 | Capacity (MW)     | Stake (%) | Current Status   |
|--------------|----------|----------------------|-------------------|-----------|------------------|
| Kızıldere IV | Aydın    | Geothermal           | 35 <sup>(1)</sup> | 100       | Pre-license      |
| Kızıldere V  | Denizli  | Geothermal           | 35 <sup>(1)</sup> | 100       | -                |
| Tekkehamam   | Denizli  | Geothermal           | 35 <sup>(1)</sup> | 100       | Geothermal lease |
| Alibeyhöyüğü | Konya    | Solar (Photovoltaic) | 18                | 100       | Pre-license      |
|              |          |                      | <b>123</b>        |           |                  |

## PLANNED PROJECTS ABROAD

| Project           | Location | Type      | Capacity (MW) | Stake (%) | Current Status    |
|-------------------|----------|-----------|---------------|-----------|-------------------|
| Solad             | Israil   | Gas Fired | 77            | 42.15     | Feasibility stage |
| Bahawalpur II-III | Pakistan | Solar     | 200           | 99.7      | Pre-license       |
|                   |          |           | <b>277</b>    |           |                   |

<sup>1</sup> Planned capacity

# OSMANGAZİ ELECTRICITY DISTRIBUTION CO.



Total  
Population:  
2.74 mn



Distribution  
Network  
45,912 km

1.72 mn  
connections



Theft & Loss Ratio:  
6.97%



6.1 TWh of Net  
Electricity  
Distributed

# OSMANGAZİ ELECTRICITY DISTRIBUTION CO.

## New Investments



Investments:  
2017: TL 434 mn

2018: TL 406 mn\*  
2019: TL 356 mn\*  
2020: TL 192 mn\*

## Customer Satisfaction



ZORLU ENERJİ  
İLETİŞİM  
MERKEZİ

## R&D Projects



- EV Charging Station Optimization: TL 3.8 mn
- Power Storage Systems: TL 1.8 mn



\* Based on 2015 October prices (CPI:267.20)

# ZORLU ELEKTRİK & OSMANGAZI ELECTRICITY RETAIL SALES CO.

## Retail Sales & Trade

- Eligible Consumers & Targets
- Risk Management & Hedging
- Market Making in Derivatives Market (VOIP)

## 2018 Electricity Sales Targets: 8.0 TWh

- Eligible Customers: 2.5 TWh
- Regulated Customers: 5.5 TWh

- ✓ **PLUS BONUS MILES**
- ✓ **3,750 MILES FOR AN AUTOMATIC PAYMENT ORDER**
- ✓ **1,000 MILES FOR PROTECTION OF THE ENVIRONMENT**



# ZORLU SOLAR

**Distributor of First Solar's Solar PV  
Panels in 26 Countries**

**ZORLU ENERJİ**



Thin Film Technology



Series 6

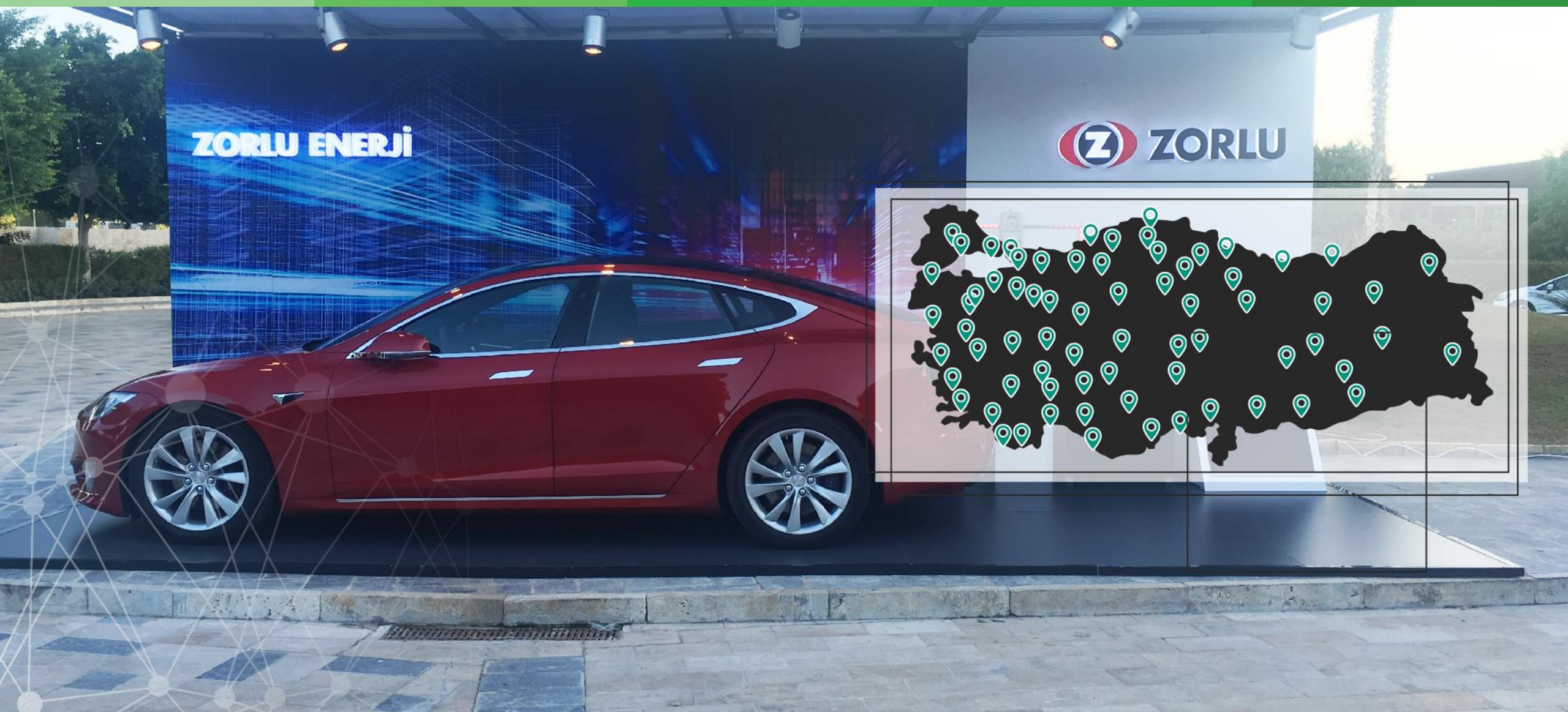
**2017 PV Panel Sales**

**297 MW**

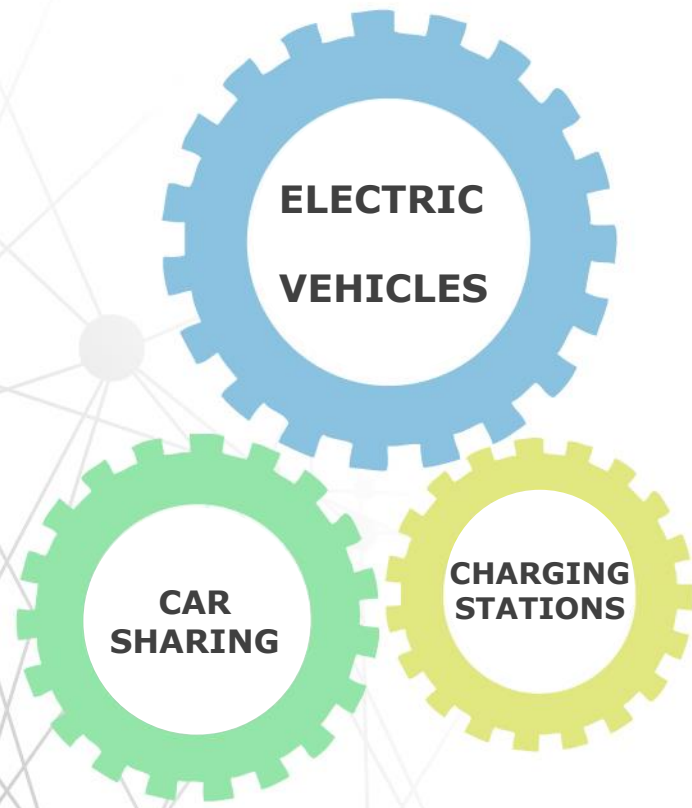
**2018 Target**

**90 MW**

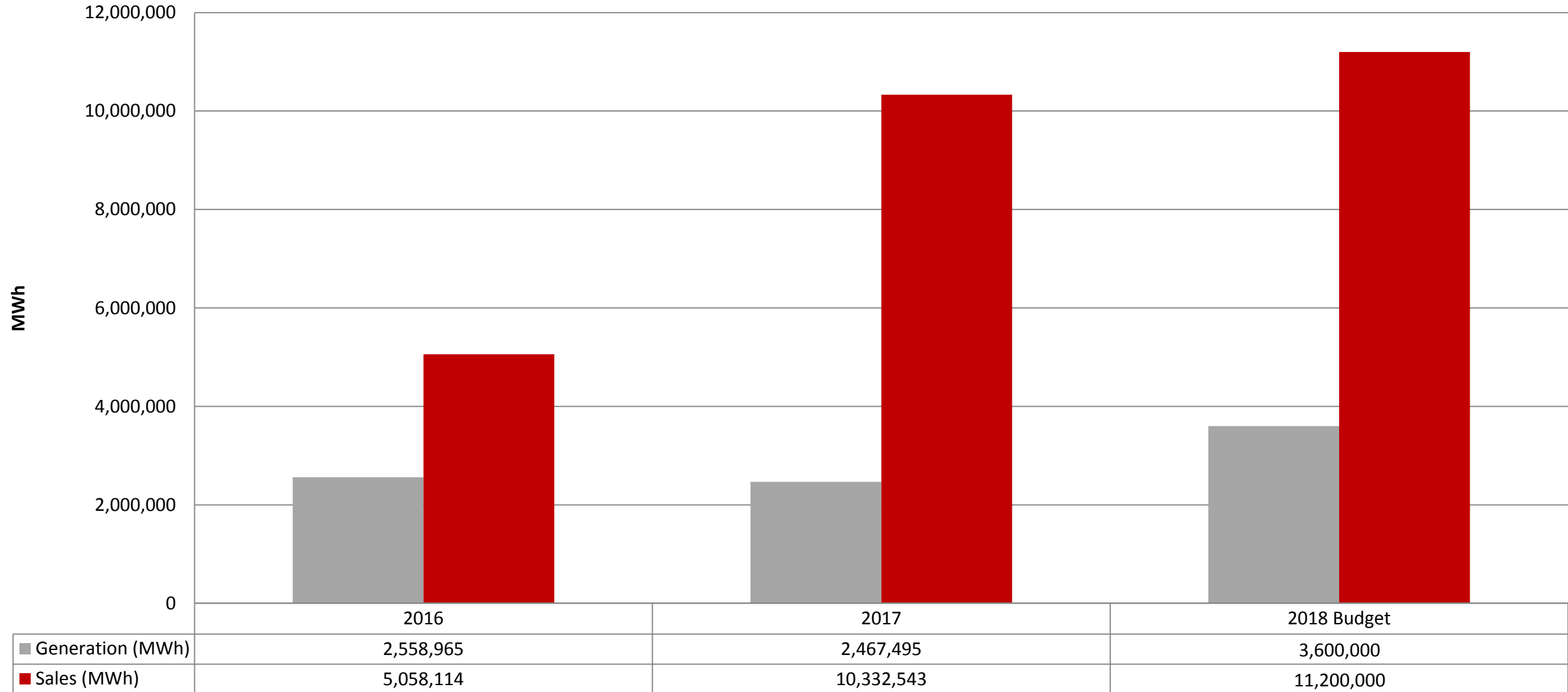
# ZORLU ENERJİ EV CHARGING STATION



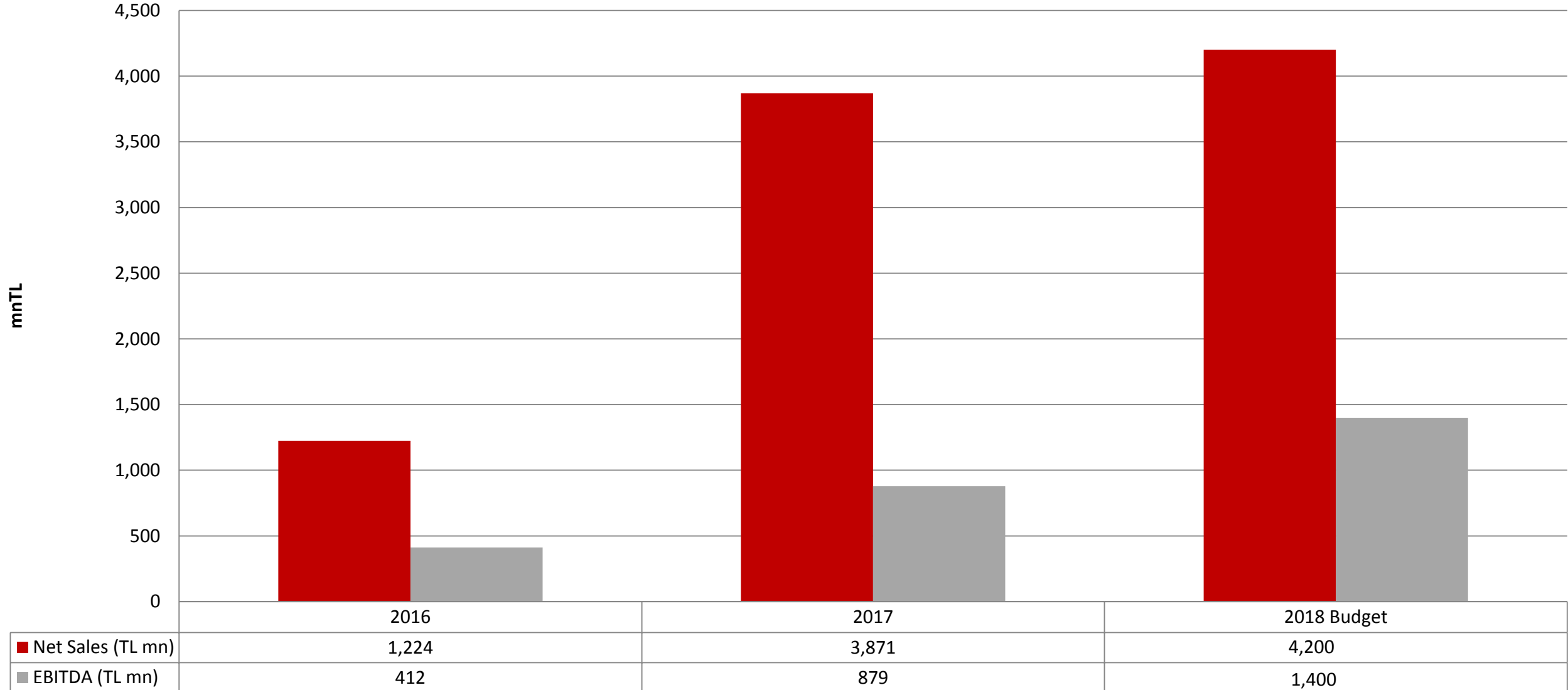
# ELECTRIC CAR SHARING PLATFORM



# ELECTRICITY GENERATION & SALES (MWh)



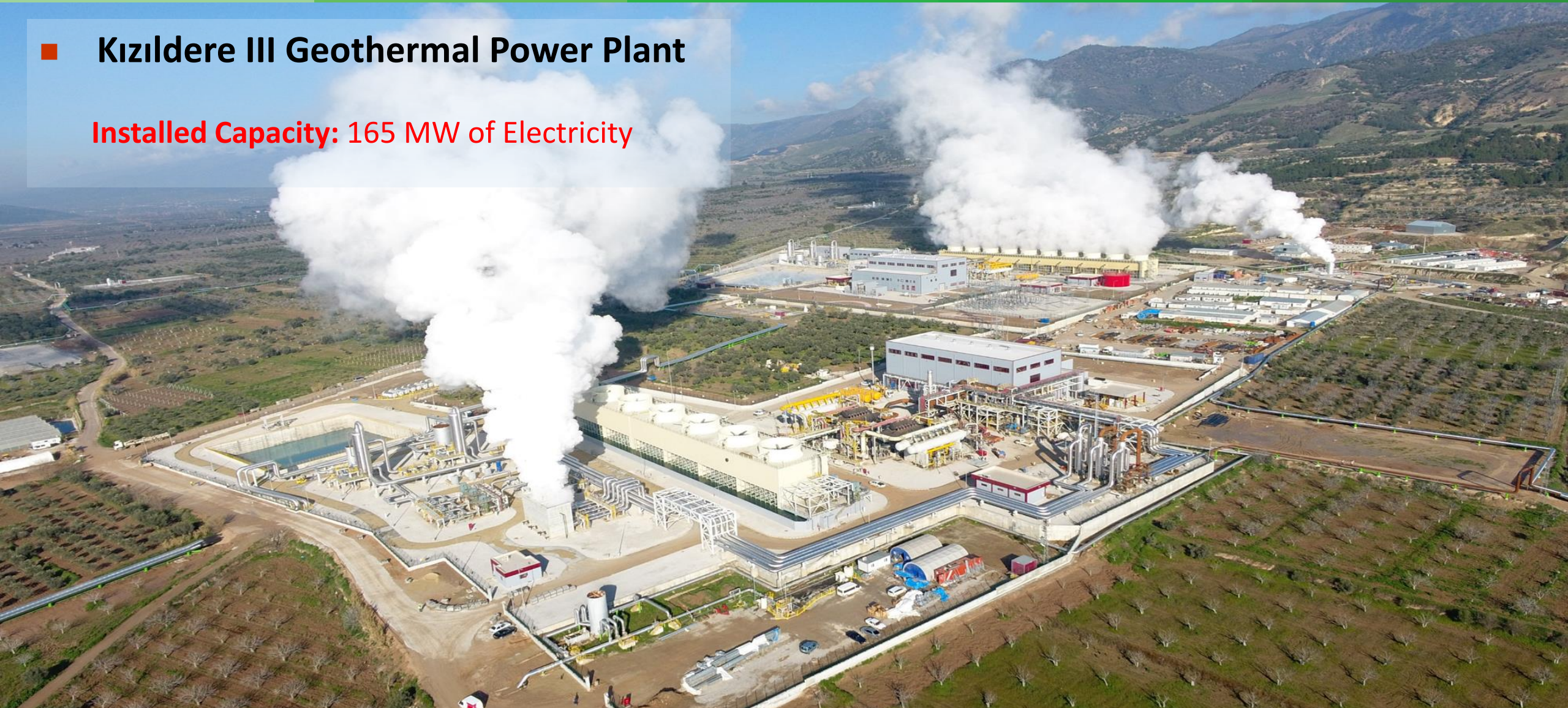
# NET SALES & EBITDA (TL mn)



# COMPLETED PROJECTS - Denizli/Turkey

## ■ Kızıldere III Geothermal Power Plant

**Installed Capacity: 165 MW of Electricity**



# COMPLETED PROJECTS - Rize/Turkey



■ İkizdere Hydroelectric Power Plant  
Rehabilitation Investment

Installed Capacity: 24.9 MW of Electricity





# Thank You