

Retail	FY	FY	FY	FY	FY	FY	FY	FY	FY	Delta	9M	9M	Delta	Q3	Q3	Delta
Financials	2014	2015	2016	2017	2018	2019	2020	2021	2021	20-21	2021	2022	21-22	2021	2022	21-22
Regulated gross profit	299	312	312	335	621	657	738	974	236		693	2,266	1,573	275	871	596
Liberalised gross profit	23	72	145	74	46	97	482	189	-293		248	543	295	38	159	121
Customer solutions gross profit	-	-	-	-	-	-	-	-	-		-	-	-	-	-	-
Opex	-174	-224	-231	-246	-315	-307	-369	-427	-58		-300	-580	-280	-102	-230	-128
Bad debt related income and expense	12	111	70	89	58	120	44	154	110		103	128	25	26	58	32
Doubtful provision expense	-166	-131	-86	-75	-84	-63	-140	-73	67		-48	-124	-76	-34	-59	-25
Late payment income	79	86	67	71	84	144	138	166	28		115	210	95	43	100	57
Bonus collection	98	156	90	93	58	39	46	61	15		36	42	6	17	17	0
Other	-15	8	-6	-5	-23	-9	-19	72	91		7	-386	-393	8	-336	-344
Operational Earnings	145	280	290	247	387	558	876	962	86		751	1,971	1,220	245	522	277
Price equalization effects	-94	84	-101	14	-454	811	-119	-2,029	-1,910		-542	-4,160	-3,618	-510	820	1,330
Net deposit additions	51	63	76	140	246	64	-25	-39	-14		30	345	315	-25	62	87
Delta NWC	-8	39	93	-72	-269	339	51	934	883		132	-1,623	-1,755	1	1,132	1,131
Operating Cash Flow (before interest & tax)	94	466	358	329	-90	1,772	783	-172	-955		371	-3,467	-3,838	-289	2,536	2,825
Capex	-46	-46	-35	-30	-32	-47	-38	-56	-18		-45	-59	-14	-20	-14	6
Free Cash Flow (before interest & tax)	48	420	323	299	-122	1,725	745	-228	-973		326	-3,526	-3,852	-309	2,522	2,831

Customer Solutions	FY	FY	FY	FY	FY	FY	FY	FY	FY	Delta	9M	9M	Delta	Q3	Q3	Delta
Financials	2014	2015	2016	2017	2018	2019	2020	2021	2021	20-21	2021	2022	21-22	2021	2022	21-22
Revenue	-	-	-	-	16	22	26	180	154		177	130	-47	122	54	-68
Cost of Sales	-	-	-	-	-5	-3	-5	-75	-70		-114	-26	88	-77	-11	66
Gross Profit (exc. depreciation)	-	-	-	-	11	19	21	105	84		63	104	41	45	43	-2
OPEX	-	-	-	-	-8	-18	-16	-23	-7		-15	-47	-32	-5	-18	-13
Doubtful provision expense	-	-	-	-	0	0	-2	-2	0		-1	-3	-2	0	0	0
Other	-	-	-	-	0	0	0	-45	-45		-25	13	38	-23	7	30
Operational Earnings	-	-	-	-	3	1	3	35	32		22	67	45	17	32	15
Delta NWC	-	-	-	-	-48	3	-5	-92	-87		-73	-196	-123	-49	-118	-69
Operating Cash Flow (before interest & tax)	-	-	-	-	-45	4	-2	-57	-55		-51	-129	-78	-32	-86	-54
CAPEX	-	-	-	-	-6	-4	-1	-28	-27		-3	-34	-31	-1	-8	-7
Free Cash Flow (before interest & tax)	-	-	-	-	-51	0	-3	-85	-82		-54	-163	-109	-33	-94	-61

Retail & Customer Solutions	FY	FY	FY	FY	FY	FY	FY	FY	FY	Delta	9M	9M	Delta
Operations	2014	2015	2016	2017	2018	2019	2020	2021	2021	20-21	2021	2022	21-22
Gross profit margin (%)	3.9%	4.9%	5.5%	3.9%	5.9%	6.0%	8.5%	5.8%	-2.7%		6.9%	5.9%	-1.0%
Regulated (%)	4.9%	5.3%	6.8%	6.4%	6.0%	5.8%	6.9%	7.8%	0.9%		7.9%	7.2%	-0.7%
Liberalised (%)	1.6%	3.5%	6.2%	3.5%	4.0%	6.5%	12.9%	2.2%	-10.6%		5.1%	3.4%	-1.7%
Corporate	n.a.	-2.7%	-0.7%	1.5%	3.1%	5.6%	9.7%	0.4%	-9.3%		1.1%	3.7%	2.5%
Residential & SME	n.a.	17.5%	15.4%	4.1%	6.6%	n.a.	22.4%	7.9%	-14.5%		13.9%	-4.6%	-18.4%
Other													
Customer number (m)	8.8	8.9	9.0	9.2	9.6	9.9	10.1	10.3	0.2		10.3	10.5	0.2
Churn rates (%)	0.9%	3.0%	2.9%	1.2%	0.6%	0.0%	0.0%	0.2%	0.2%		0.1%	0.1%	0.0%
Installed Capacity													
Solar PV Installed Capacity (MWp)	-	-	-	9.2	9.2	9.2	9.2	22.6	13.4		12.5	22.6	10.1
Combined Heat and Power (MW)	-	-	-	3.8	3.8	3.8	3.8	3.8	0.0		3.8	3.8	0.0
E-mobility													
Charging plugs	-	-	-	131	188	256	301	494	193		434	603	169
Public charging locations	-	-	-	80	111	147	173	263	90		234	322	88

Distribution	FY	FY	FY	FY	FY	FY	FY	FY	Delta	9M	9M	Delta	Q3	Q3	Delta
Financials	2014	2015	2016	2017	2018	2019	2020	2021	20-21	2021	2022	21-22	2021	2022	21-22
Financial Income	205	305	610	1,014	1,717	1,959	2,070	2,951	881	1,837	4,014	2,177	705	1,897	1,192
Capex reimbursements	210	200	443	592	798	1,058	1,342	2,101	759	1,576	3,089	1,513	525	1,030	505
Efficiency & Quality	67	137	449	605	816	902	941	1,045	104	719	495	-224	278	10	-268
Capex outperformance	42	23	165	142	105	69	121	295	174	139	-161	-300	66	-161	-227
Opex outperformance	78	70	146	51	85	92	82	102	20	122	-166	-288	23	-150	-173
T&L outperformance	-60	26	84	135	97	115	97	77	-20	102	64	-38	53	20	-33
Theft accrual & collection	7	17	54	277	413	466	446	422	-24	299	651	352	117	265	148
Quality bonus	-	-	-	-	116	160	195	149	-46	57	107	50	19	36	17
Tax correction	32	39	44	86	133	174	217	283	66	212	364	152	70	129	59
Other	121	126	104	47	26	-20	193	171	-22	65	520	455	-1	200	201
Operational Earnings	635	807	1,650	2,344	3,490	4,073	4,763	6,551	1,788	4,409	8,482	4,073	1,577	3,266	1,689
Financial income not yet cash-effective	-71	-125	-265	-577	-1,082	-1,178	-1,157	-1,050	107	-412	-1,571	-1,159	-199	-975	-776
Capex outperformance	-42	-23	-165	-142	-105	-69	-121	-295	-174	-139	161	300	-66	161	227
Net working capital and other	-476	-35	413	21	71	-449	78	1,381	1,303	702	246	-456	321	-140	-461
Operating Cash Flow (before interest & tax)	47	624	1,633	1,646	2,374	2,377	3,563	6,587	3,024	4,560	7,318	2,758	1,633	2,312	679
Actual allowed Capex	-619	-1,269	-1,599	-1,573	-1,605	-1,418	-1,790	-2,800	-1,010	-2,078	-2,306	-228	-968	-1,372	-404
Capex outperformance	42	23	165	142	105	69	121	295	174	139	-161	-300	66	-161	-227
VAT paid	-104	-187	-186	-308	-308	-255	-346	-451	-105	-349	-322	27	-162	-154	8
Unpaid and previous year Capex	202	384	108	34	259	49	-96	-452	-356	63	-711	-774	9	275	266
Cash-effective Capex	-479	-1,048	-1,512	-1,705	-1,549	-1,555	-2,111	-3,408	-1,297	-2,225	-3,500	-1,275	-1,055	-1,412	-357
Free Cash Flow (before interest & tax)	-432	-423	121	-59	825	822	1,452	3,179	1,727	2,335	3,818	1,483	578	900	322
Distribution Operations	FY 2014	FY 2015	FY 2016	FY 2017	FY 2018	FY 2019	FY 2020	FY 2021	Delta 20-21	9M 2021	9M 2022	Delta 21-22			
RAB (Opening Balance)	966	1,435	2,662	3,914	5,322	6,948	8,400	9,354	954	9,354	11,238	1,884			
Actual allowed Capex	619	1,269	1,599	1,573	1,605	1,418	1,790	2,800	1,010	2,078	2,306	228			
Capex reimbursements	-210	-200	-443	-592	-798	-1,058	-1,342	-2,556	-1,214	-1,915	-3,497	-1,582			
Tariff correction	-	-	-	-	-	-	-492	-	492	-	-	-			
Revaluation of opening balance	60	158	97	427	819	1,092	998	1,640	642	1,638	8,836	7,198			
RAB (Closing Balance)	1,435	2,662	3,914	5,322	6,948	8,400	9,354	11,238	1,884	11,155	18,883	7,728			
WACC (real in %)	9.97%	9.97%	11.91%	11.91%	13.61%	13.61%	13.61%	12.30%	-1.31%	12.30%	12.30%	0.00%			
Capex															
Initial allowed Capex (real)	567	567	864	864	864	864	864	1,486	622	1,114	1,114	0			
Initial allowed Capex (nominal)	526	572	903	1,002	1,156	1,337	1,506	3,044	1,538	2,283	4,077	1,794			
Actual allowed Capex	619	1,269	1,599	1,573	1,605	1,418	1,790	2,800	1,010	2,078	2,306	228			
Overspending (%)	18%	122%	77%	57%	39%	6%	19%	-8%	-27%	-9%	-43%	-34%			
T&L Başkent															
Target	7.9%	7.9%	8.0%	7.8%	7.6%	7.3%	7.2%	6.8%	-0.4%	6.8%	6.8%	0.0%			
Actual rate	7.7%	7.0%	7.0%	6.0%	6.1%	5.7%	6.0%	6.0%	0.0%	5.3%	5.5%	0.2%			
% outperformance	0.2%	0.9%	1.0%	1.7%	1.5%	1.6%	1.2%	0.7%	-0.4%	1.4%	1.3%	-0.1%			
Total Distributed Energy (TWh)	14.3	15.0	15.3	16.0	16.2	15.9	15.8	16.5	0.8	12.1	12.4	0.3			
T&L Ayedaş															
Target	6.6%	6.6%	7.6%	7.6%	7.5%	7.3%	7.2%	6.6%	-0.5%	6.6%	6.5%	-0.1%			
Actual rate	7.2%	7.0%	6.8%	6.1%	6.0%	5.5%	5.8%	5.3%	-0.4%	5.0%	4.5%	-0.5%			
% outperformance	-0.6%	-0.4%	0.8%	1.5%	1.5%	1.8%	1.4%	1.3%	-0.1%	1.7%	2.0%	0.4%			
Total Distributed Energy (TWh)	11.1	11.6	11.9	12.3	12.6	12.4	12.1	12.6	0.5	9.3	9.8	0.5			
T&L Toroslar															
Target	11.2%	11.7%	13.6%	13.3%	12.3%	11.7%	11.5%	11.4%	-0.1%	11.4%	11.5%	0.1%			
Actual rate	13.2%	12.5%	12.1%	11.4%	11.9%	11.4%	11.4%	11.3%	-0.1%	11.2%	12.0%	0.8%			
% outperformance	-1.9%	-0.8%	1.5%	2.0%	0.5%	0.4%	0.1%	0.1%	0.0%	0.2%	-0.5%	-0.7%			
Total Distributed Energy (TWh)	14.9	15.7	16.3	17.2	17.4	17.6	18.2	18.8	0.6	14.4	14.5	0.1			
Theft accrual & collection															
Theft usage detection accrual	7	17	36	206	314	329	315	318	3	226	551	325			
Theft usage accrual collection	0	0	18	71	99	137	131	104	-27	73	100	27			
Other															
Network length (km)	207,106	211,378	217,853	219,920	226,708	231,582	236,064	309,907	73,843	245,943	316,376	70,433			
Network connections (m)	9.9	10.2	10.5	10.9	10.9	11.2	11.4	11.7	0.2	11.6	11.8	0.2			