



# Türkiye's Leading Energy Transition Company

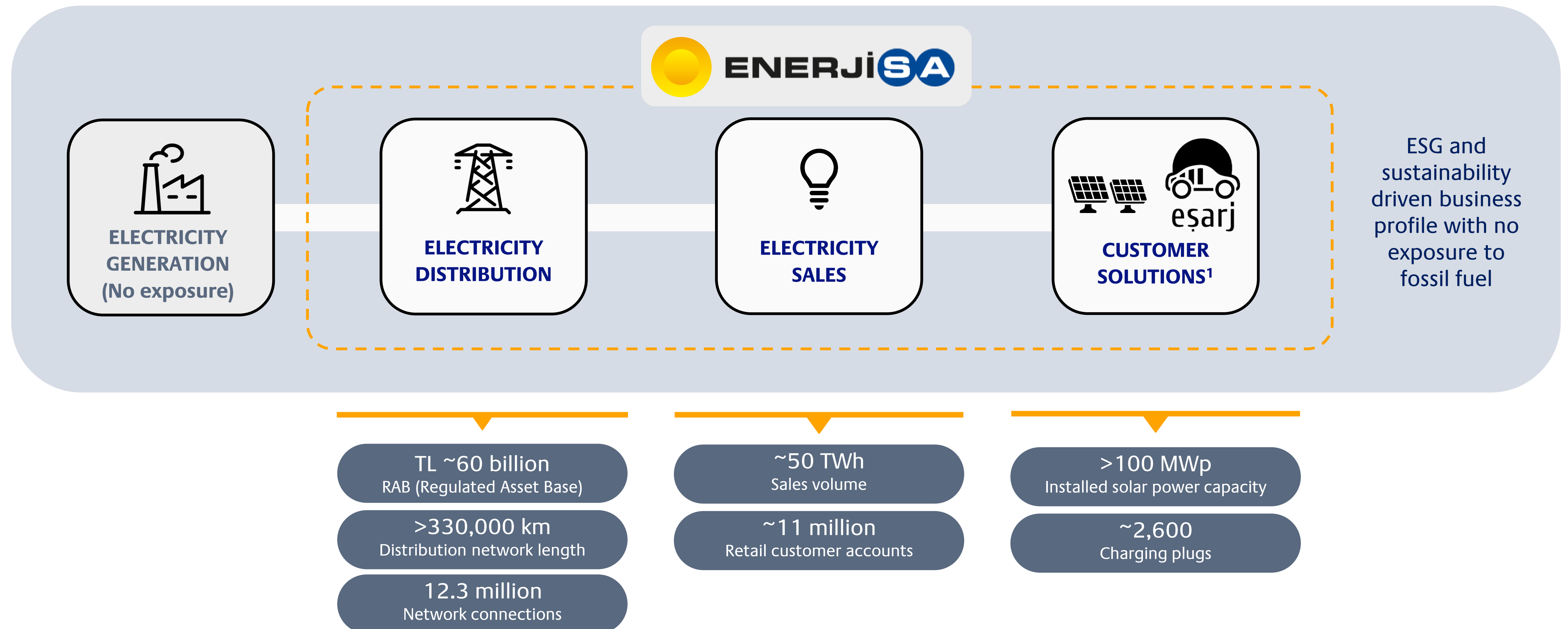
## Investor Presentation

May 2025



# Enerjisa Enerji is Türkiye's leading Energy Transition company

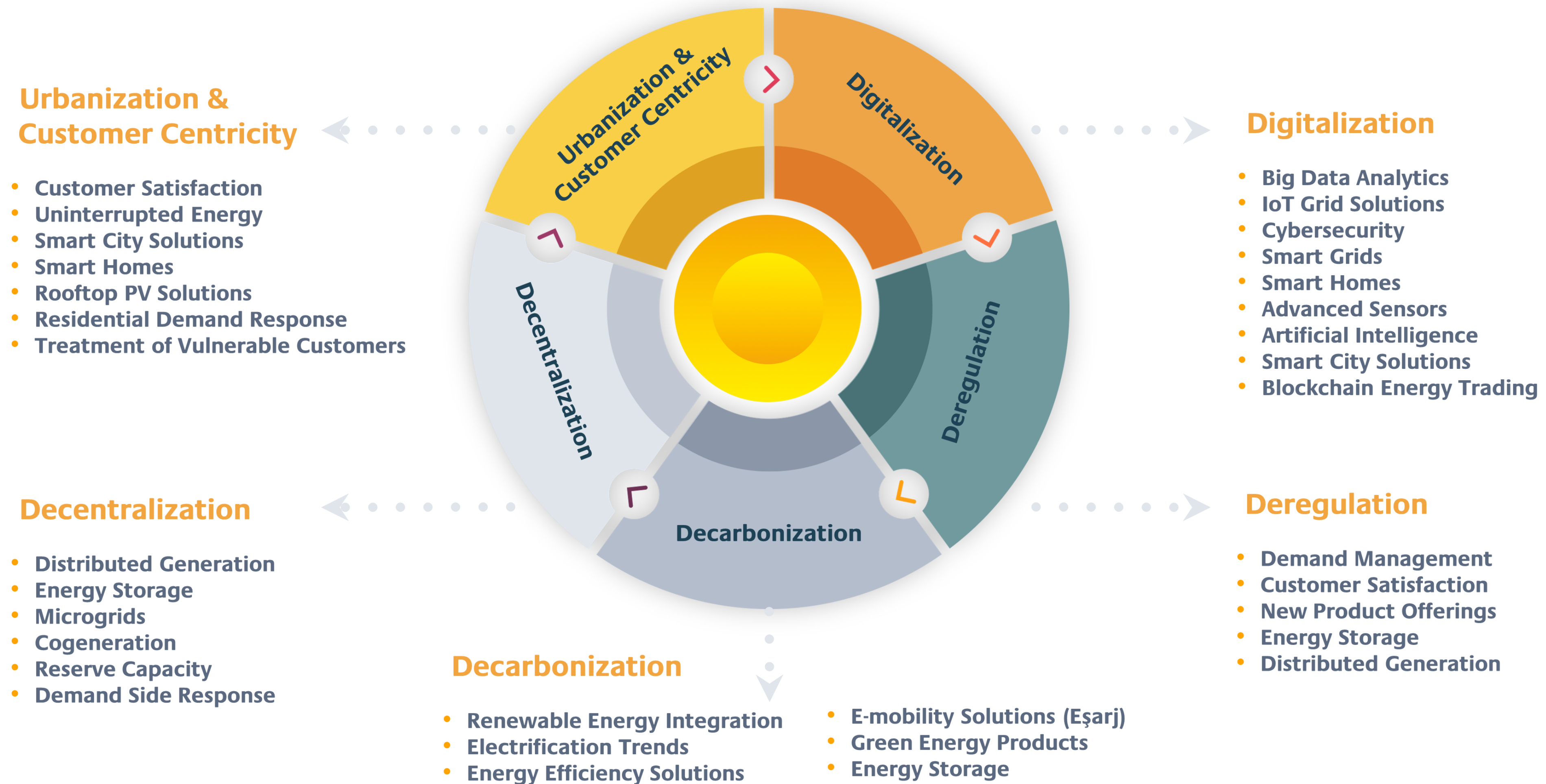
Uniquely positioned across the utility value chain focusing on electricity distribution and sustainable customer solutions



Note: Data as of December 31, 2024

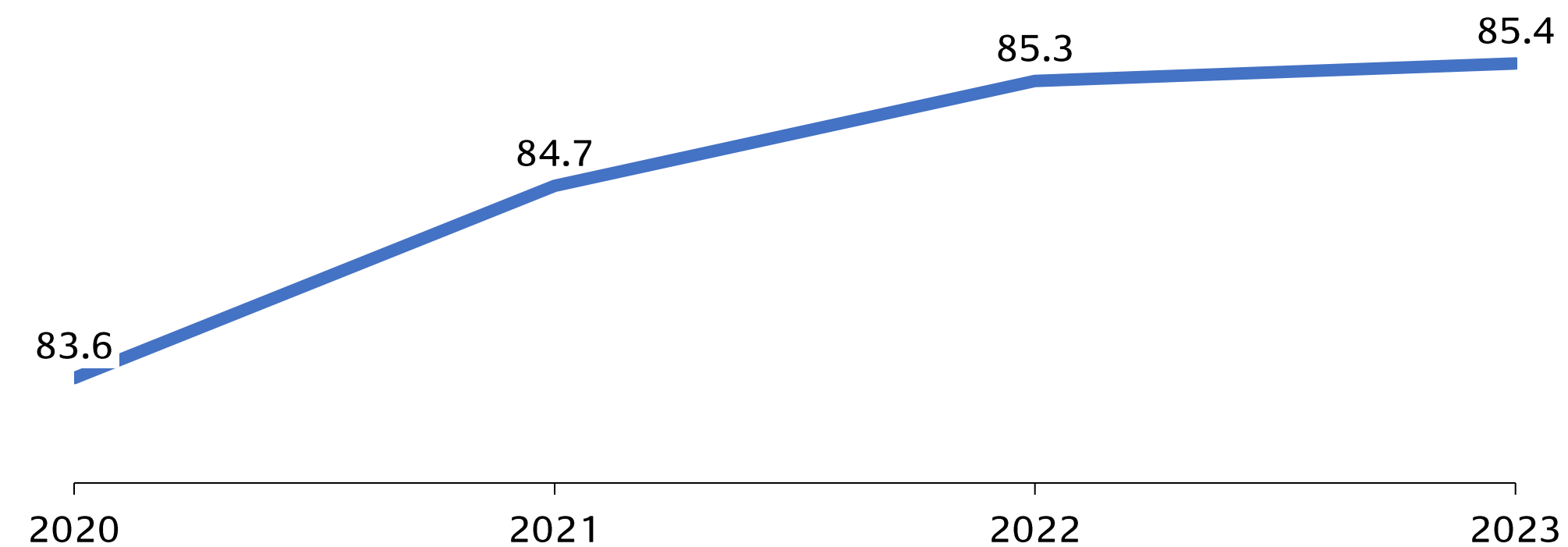
1) Customer Solutions includes all emobility activities under the brand of eşarj.

# Strongly benefitting from global mega trends to take over a leading role in the new sustainable energy world

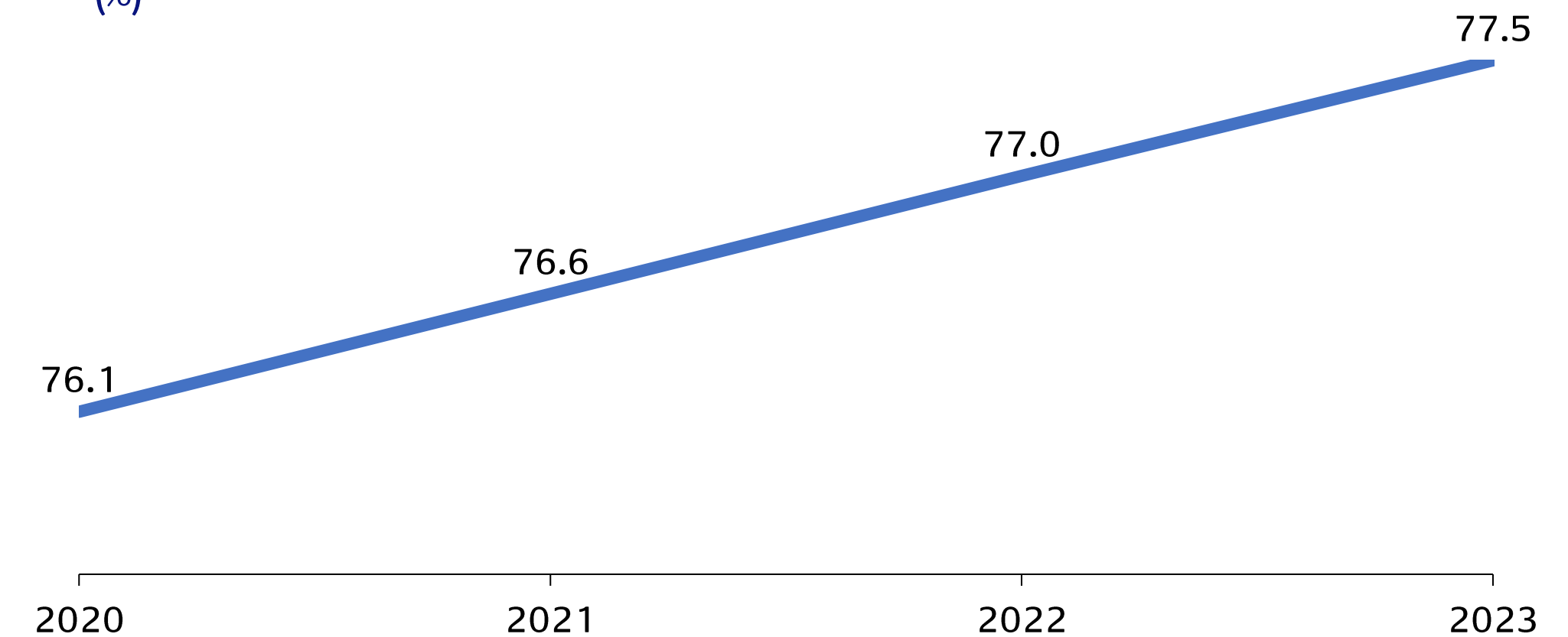


# Demographics, electrification and aging grids are the fundamental growth drivers of our businesses

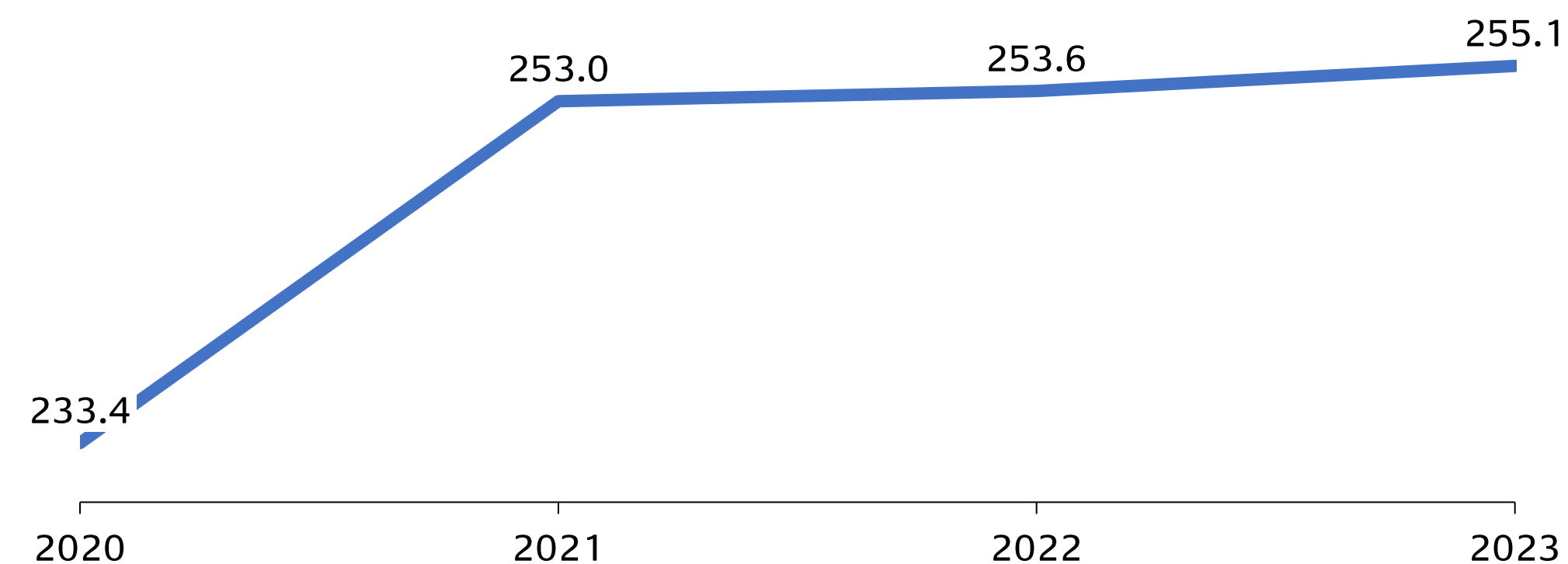
Population Growth in Türkiye  
(million)



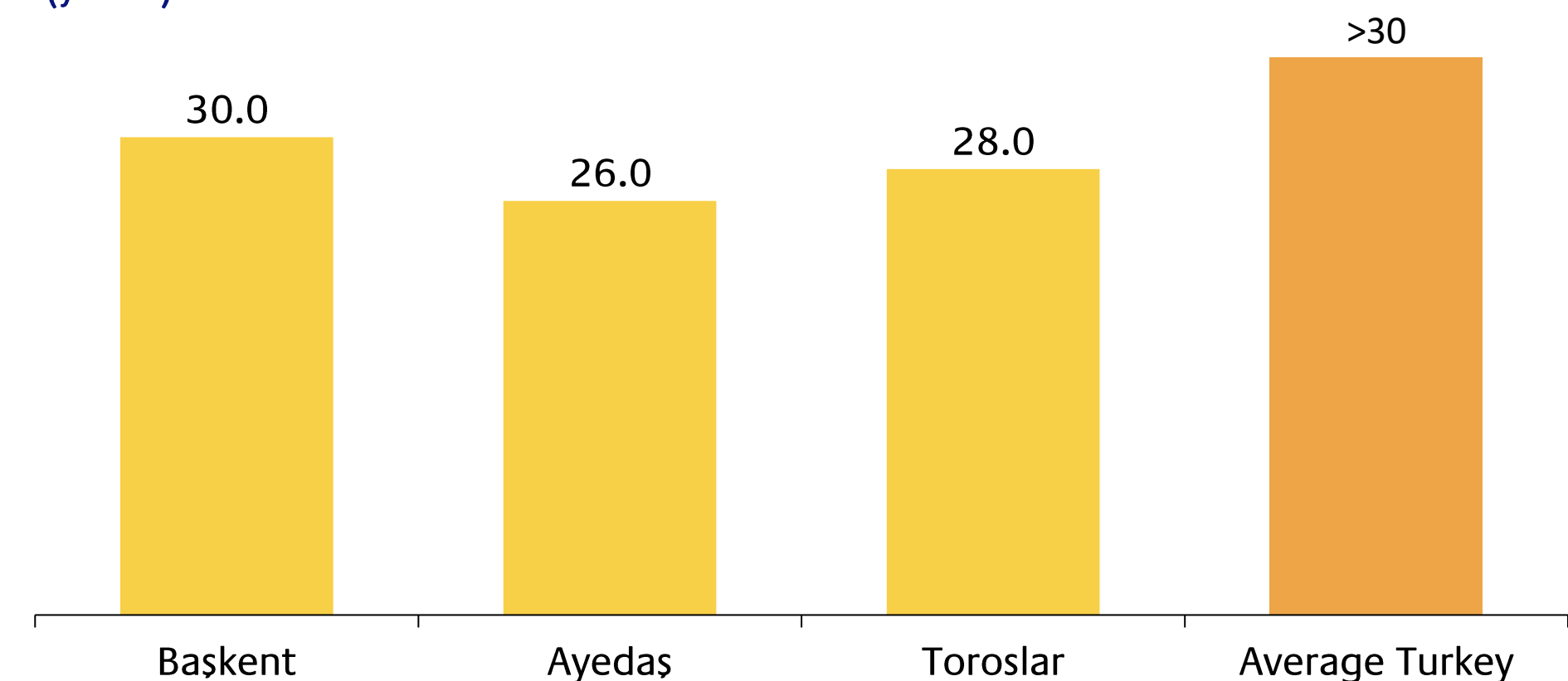
Rate of Urbanization in Türkiye  
(%)



Total Electricity Demand in Türkiye  
(TWh)



Average age of Enerjisa networks  
(years)

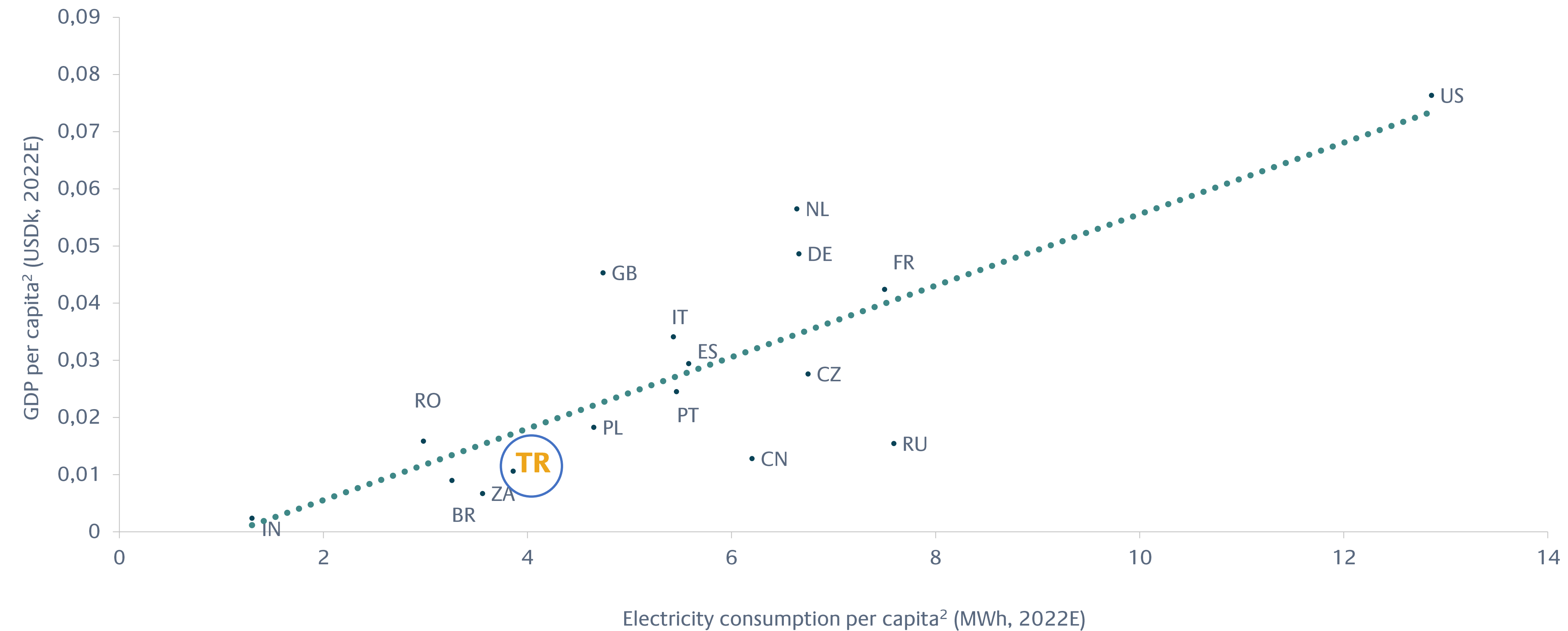


Note: Data as of 31 December 2023  
Source: TEİAŞ, Enerjisa Enerji



# Further room for growth in electricity consumption

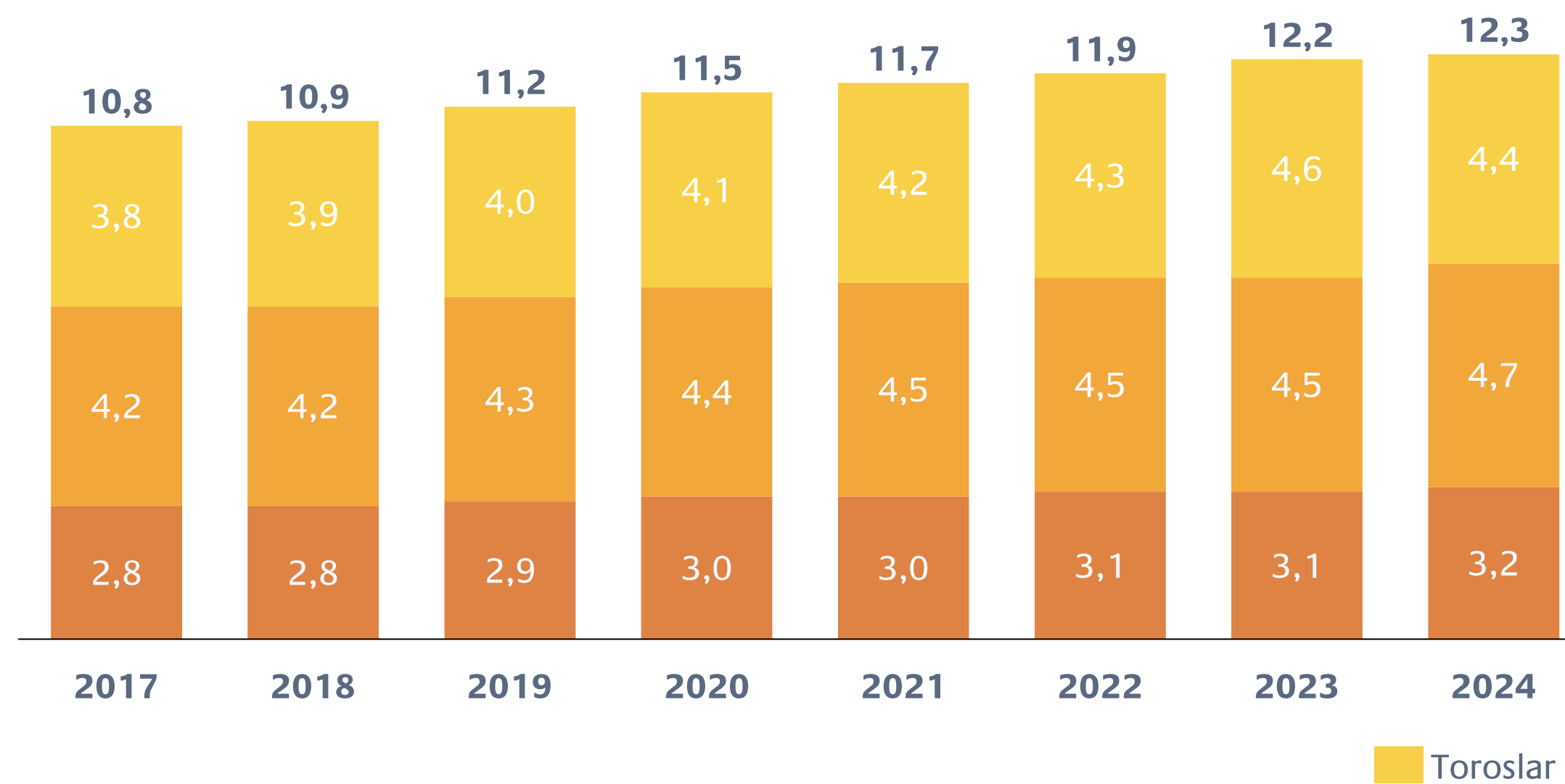
Electricity per capita consumption significantly below European countries<sup>1</sup>



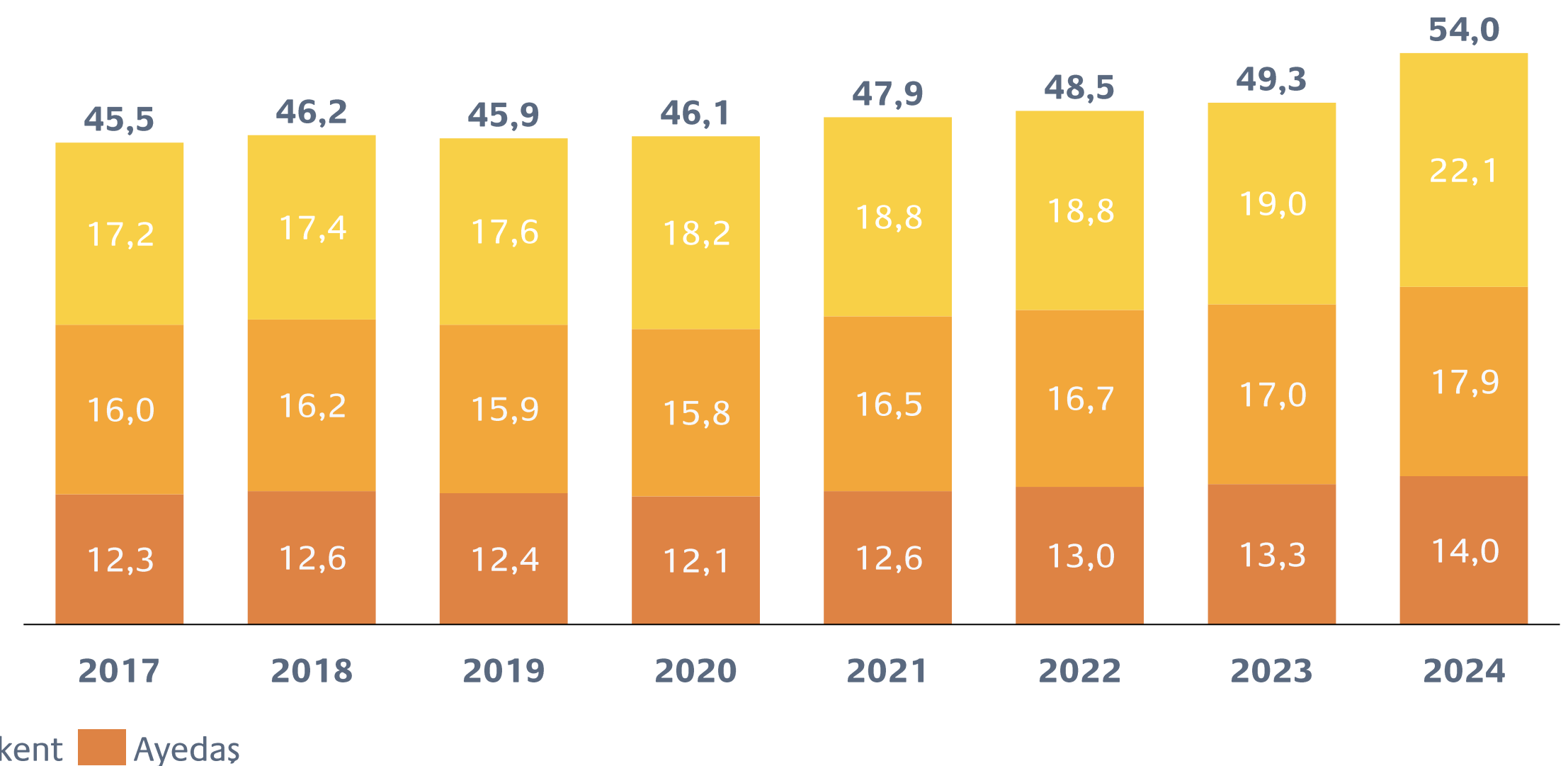
1) Ember Global Electricity Review 2023  
2) MF World Economic Outlook Database, as of April 2022

# Continuous growth in connection points and distributed electricity as a consequence

Enerjisa number of connection points (million)



Enerjisa distributed electricity (gross) (TWh)



- Enerjisa is the market leader by number of connection points (12.3 million)<sup>1</sup>, accounting for approximately 25% of the electricity network in Türkiye.
- Enerjisa operates the largest distribution network with a length of 332,249 km<sup>1</sup>, incl. Başkent and Toroslar as the largest two distribution regions in Türkiye.

- Electricity demand growth results from demographic development (i.e. young and growing population in large metropolitan areas), macroeconomic parameters, urbanization and electrification.
- Steady growth in gross distributed energy, as a result of operating concessions in favorable locations with exposure to large Turkish urban centers: İstanbul (Asian side), Ankara, Adana, Mersin and Gaziantep.

Note: Data as of 31 December 2024  
Source: TEİAŞ, Enerjisa Enerji



# Enerjisa's growth ambition is backed by our focused investment activities and the strong customer demand



Strong fundamentals and favorable demographics providing growth prospects

**Distribution:** Continuous investments required for quality improvements of grids and to cover strong demand of connection requests



**Retail:** Unbroken growth in electricity consumption and electrification trends



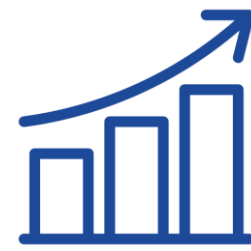
**Customer Solutions:** Increasing trend in renewable energy and EV sales



**Energy Sector:** Additional opportunities arise from digitalization and technology

# Our investment case - four reasons to invest in Enerjisa Enerji

1



## Significant growth potential

Growth opportunities from Türkiye's growing urbanization & population, the country's green energy transition and its aging grid infrastructure

2



## Inflation protected and regulated income

Protection against inflationary environment and regulated business nature provide a steady and profitable earnings growth path

3



## Sustainability as strategic anchor

Business model and strategy inherently sustainable benefitting from decarbonization and electrification

4



## Attractive shareholder returns

At least 80% payout ratio of Underlying Net Income offer attractive shareholder remuneration

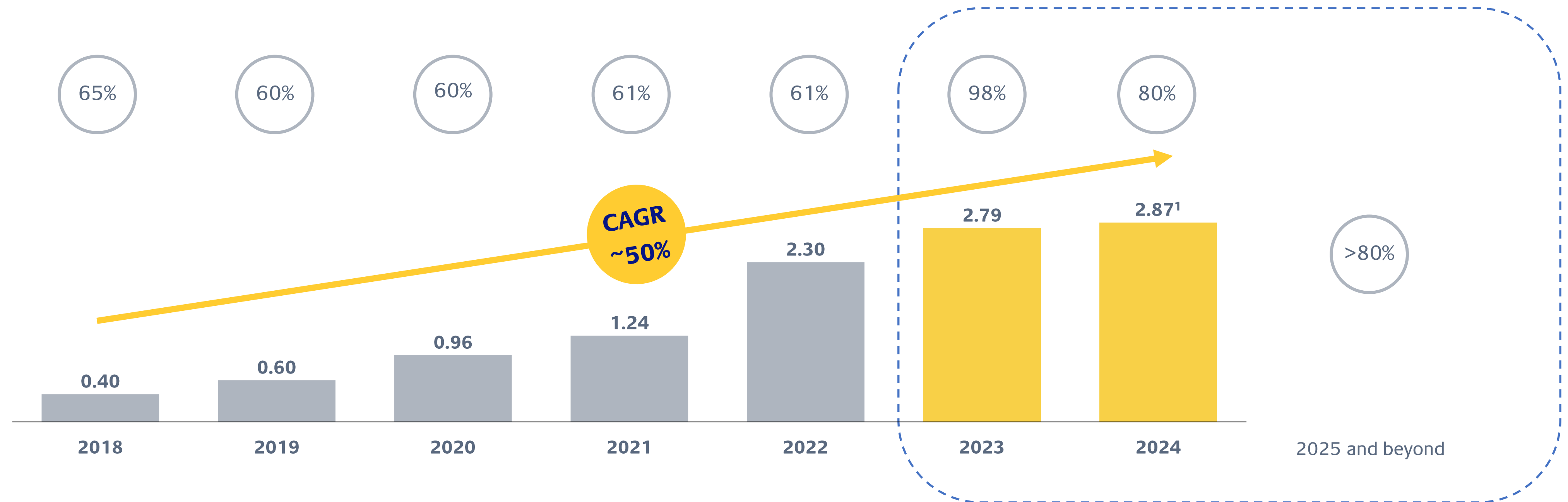


# Track record in delivering dividend growth

Dividend per share  
(TL)

Payout  
ratio

Based on Inflation Accounting



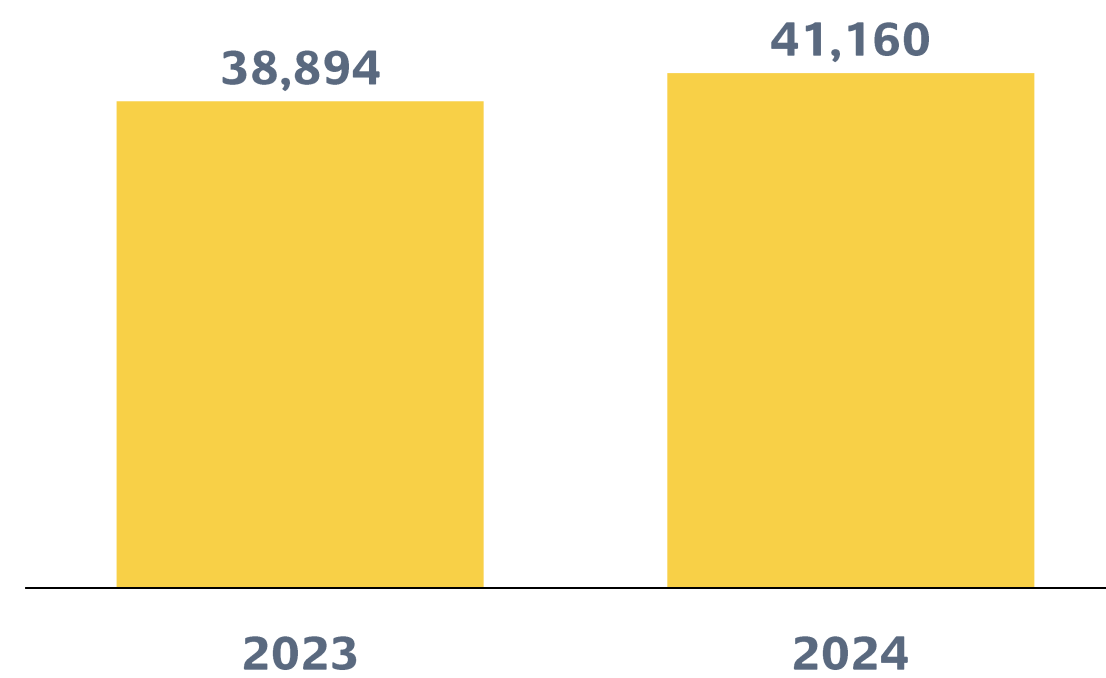
## Dividend policy

- Attractive dividend policy in place since IPO.
- The Company has a new dividend policy of at least 80% pay-out of Underlying net Income to maintain attractive shareholder remuneration under Inflation Accounting (IAS29)

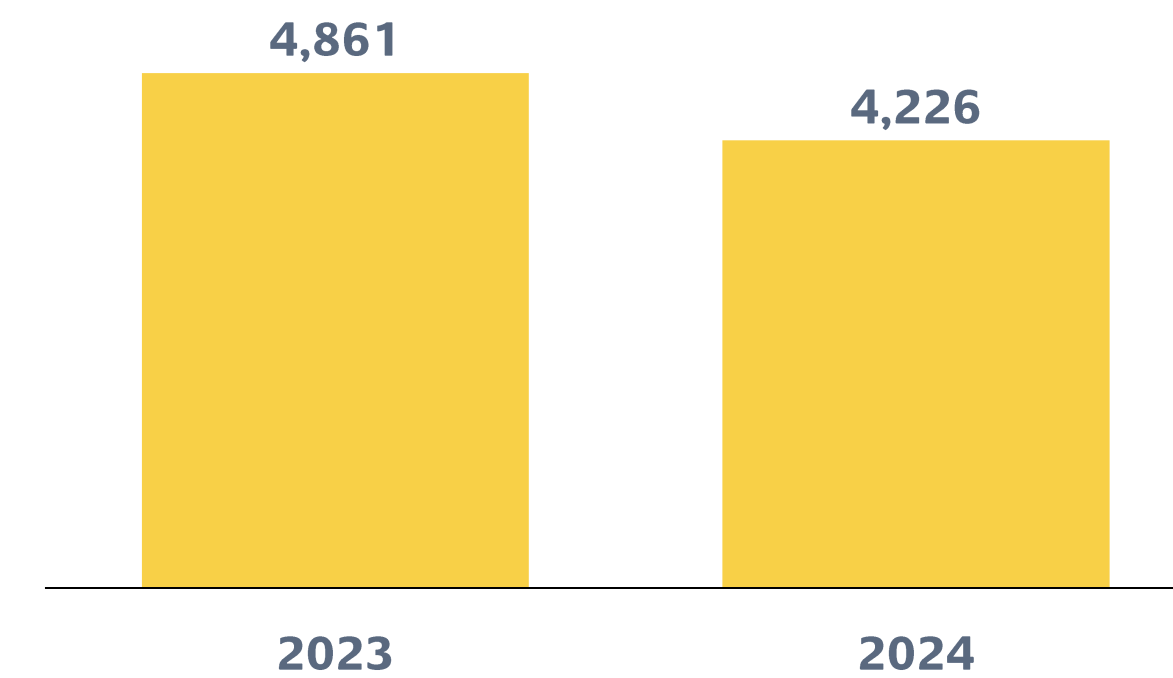
1) Resolved at the General Assembly in March 2025

# Financial Performance reflecting resilient business model

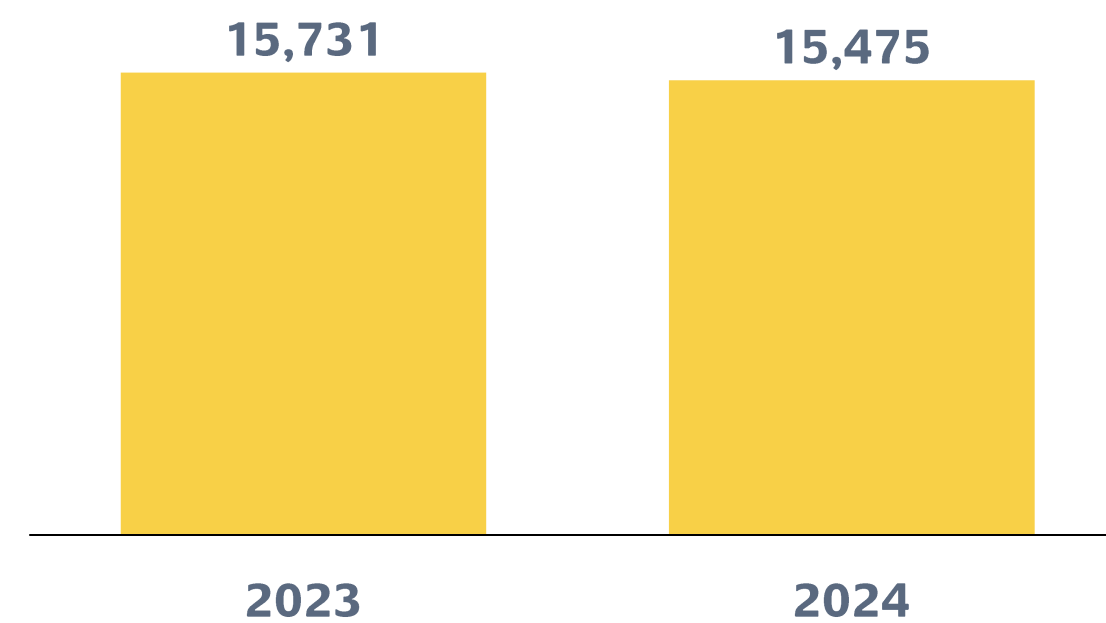
Consolidated Operational Earnings  
(TLm)



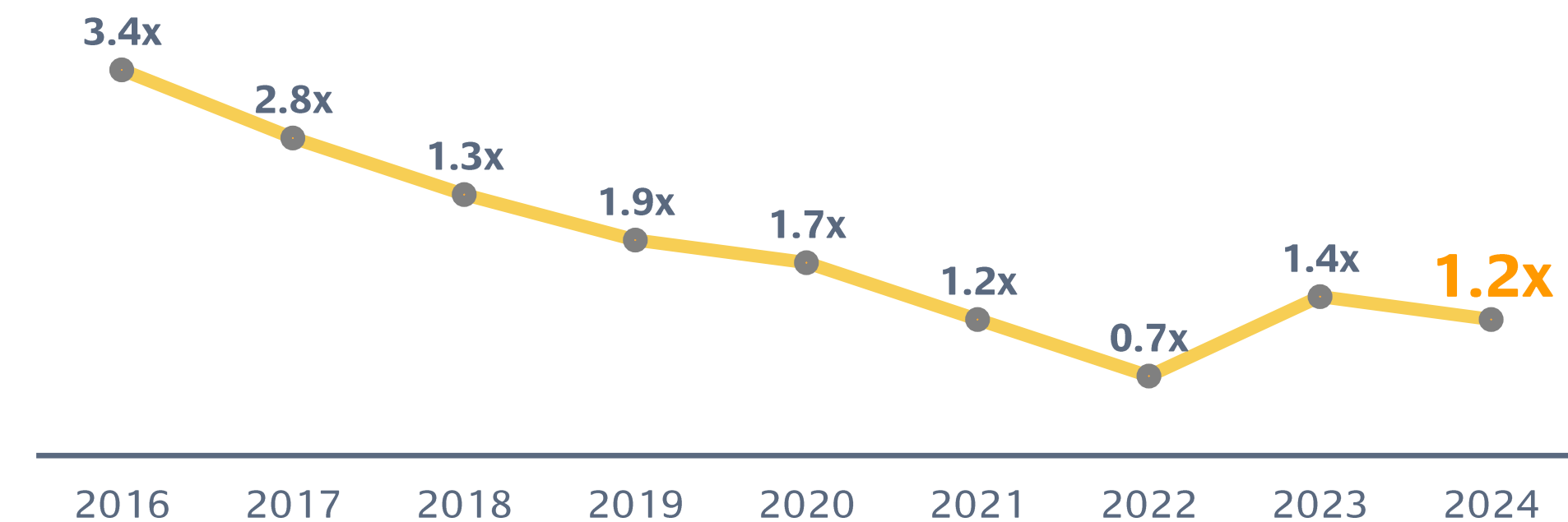
Consolidated Underlying Net Income  
(TLm)



Investments (w/o IAS29)  
(TLm)



Leverage (Financial Net Debt/Operational Earnings)  
(w/o IAS29)



Note: 2023 data is shown with respective 2024 purchasing power parity, unless stated otherwise. Data associated with Investments are shown without Inflation Accounting (IAS29).



# 2025 outlook with growth targets above inflation expectation

Outlook	FY 24 targets	FY 24 actuals	FY 25 targets	
Operational Earnings (EBITDA + Capex Reimbursements)	TL 40 - 45bn ✓	TL 41.2bn	TL 52 - 57bn	
Underlying Net Income (Reported Net Income w/o exceptional items)	TL 3.5 - 4.5bn ✓	TL 4.2bn	TL 5.0 – 6.0bn	
Investments <sup>1</sup>	TL 15 - 17bn ✓	TL 15.5bn	TL 21 - 24bn	Not subject to Inflation Accounting
Regulated Asset Base (RAB) <sup>2</sup>	TL 55 - 60bn ✓	TL 59.0bn	TL 80 - 90bn	

**Targeted dividend pay-out ratio of at least 80% of Underlying Net Income with IAS 29**

1) The majority of investments come from the distribution business and have an RAB-effective character without being subject to Inflation Accounting and are classified as Capex.

Customer Solutions investments are classified as Net Working Capital in Operating Cash Flow.

2) Regulated Asset Base is revalued annually as per regulatory mechanism.

Note: 2023 data is shown with respective 2024 purchasing power parity, unless stated otherwise.

# Sustainability is at the core of our business

## Ambitious ESG targets and lead in transparency reflected in prestigious ratings

### Environment

- The cumulative contracted solar power plant capacity for customers has reached 150 MWp with installations ongoing
- ~ 20% Scope 1&2 emission reduction vs 2021

### Social

- We aim to reduce critical accidents through our Zero Accident Journey
- in 2024 > 40,000 people have been reached through CSR<sup>1</sup>, community investment projects, and inclusion programs ( >1 SROI<sup>2</sup> performance)

### Governance

- Corporate Governance Rating Leader
- CDP Leadership Score A for climate change and water security
- ESG performance is integrated into the remuneration of executives and management

### Emission targets 2030<sup>3</sup>



Scope 1+2 absolute emission reduction **-30%**

Scope 3 emission intensity reduction **-40%**

### ESG ratings



A  
Climate Change & Water Security Rating



96.76/100  
SAHA Corporate Governance Rating



88/100  
4<sup>th</sup> Global Sector Ranking



16.8  
Low Risk Rating



Amongst 12 Companies from Türkiye in  
Bloomberg Gender Equality Index

1) Corporate Social Responsibility  
2) Social Return on Investment  
3) Baseline year 2021



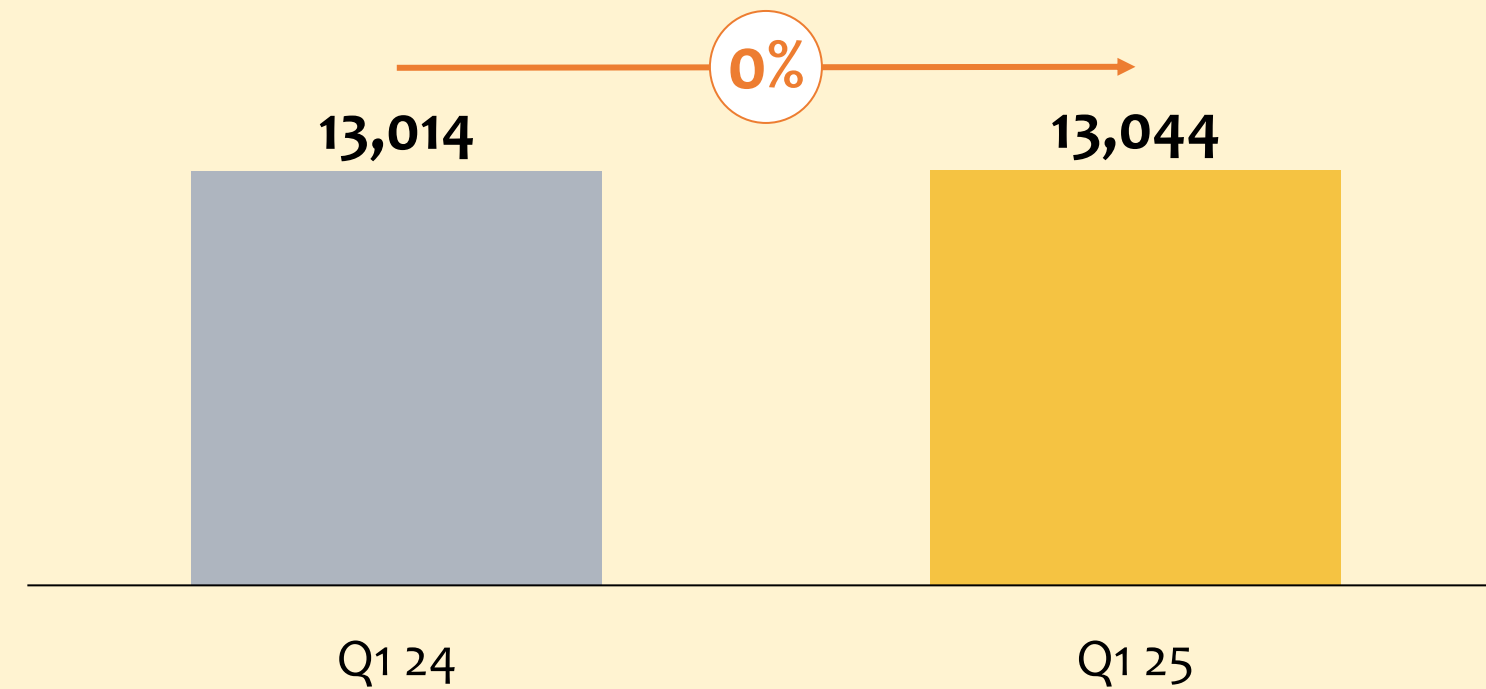


# Q1 2025 Financial Results

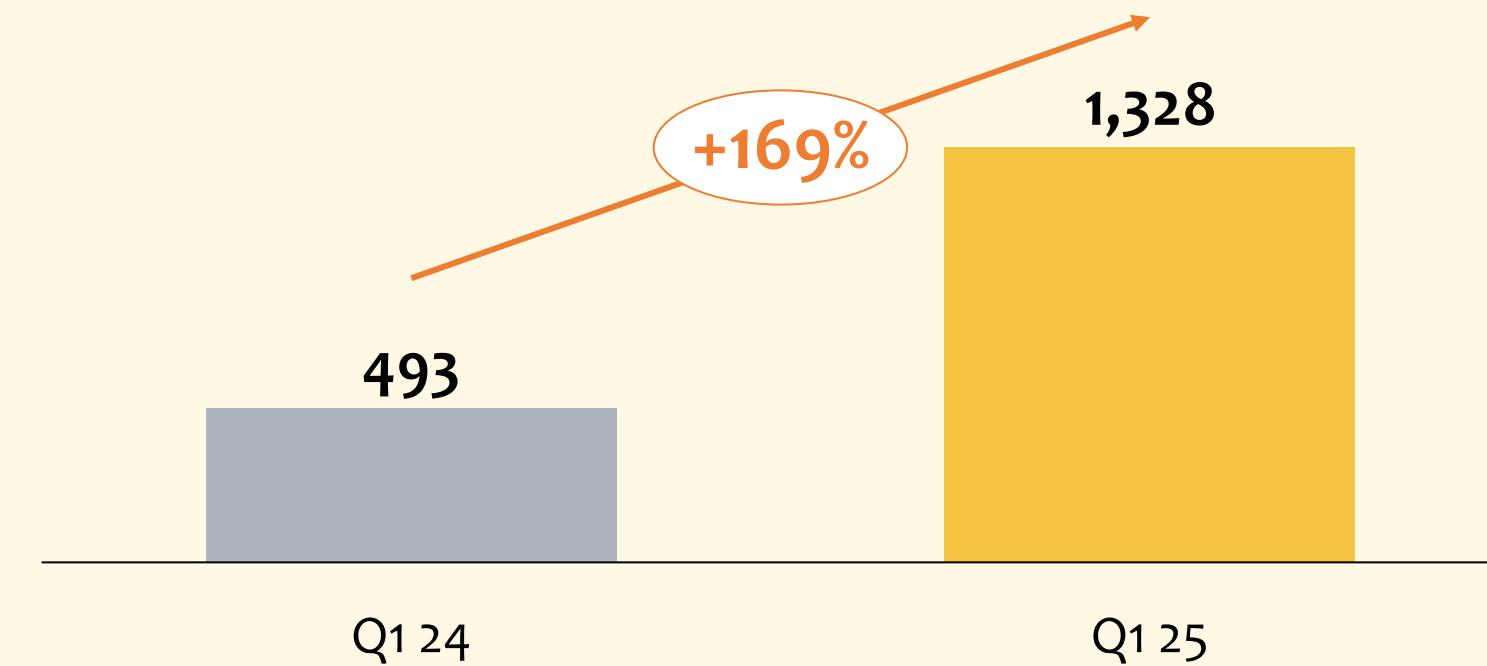


# Financial highlights of Q1 2025

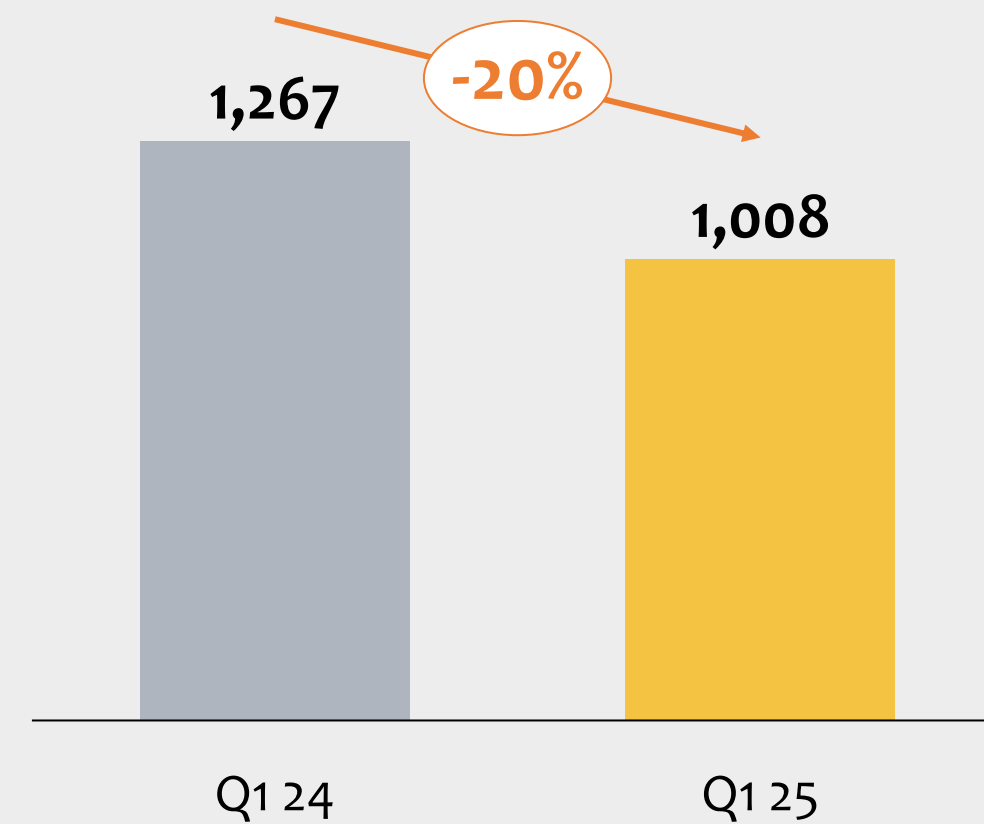
## Operational Earnings<sup>1</sup> (TLm)



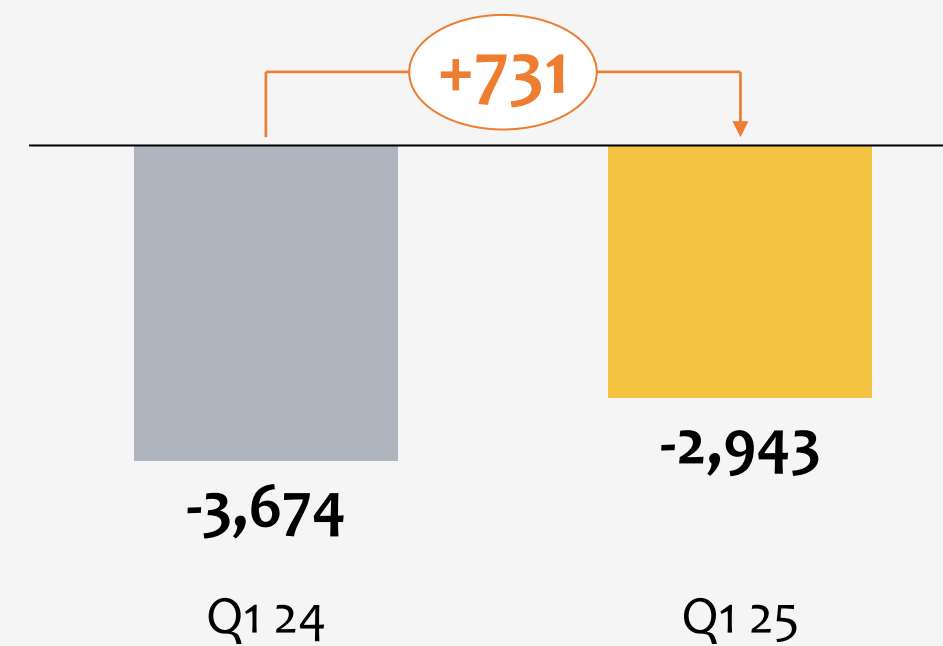
## Underlying Net Income<sup>2</sup> (TLm)



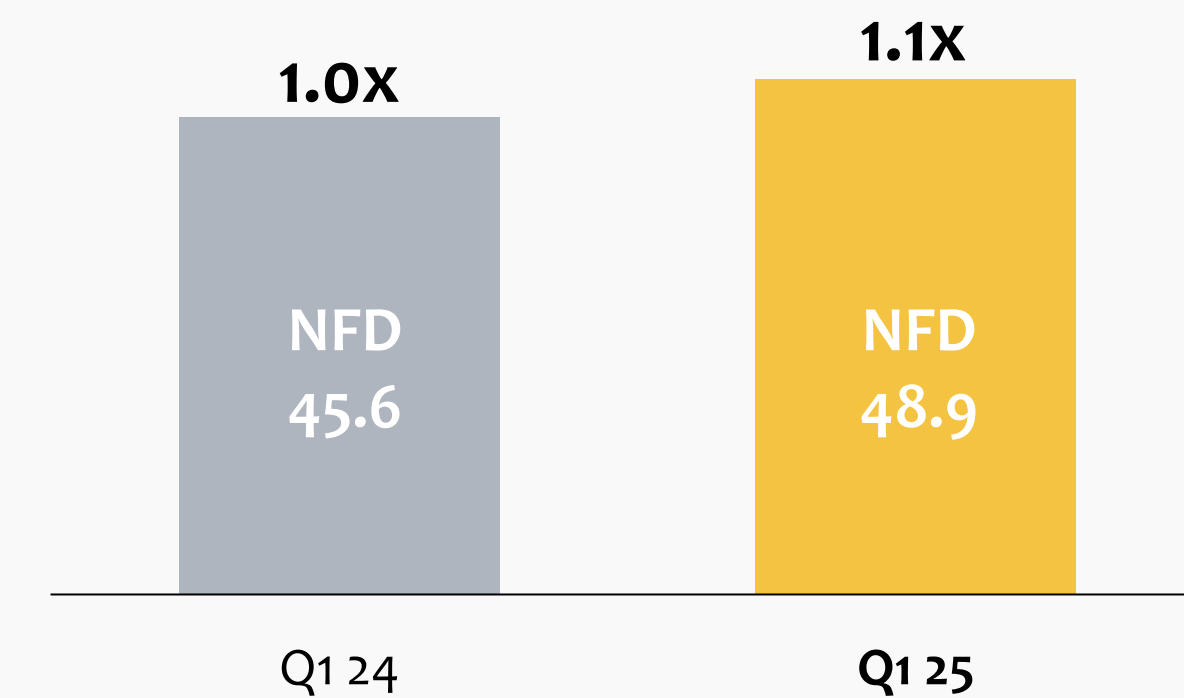
## Investments<sup>3</sup> (w/o IAS29) (TLm)



## Free Cash Flow After Interest and Tax (w/o IAS29) (TLm)



## Net Financial Debt (NFD)/ LTM<sup>4</sup> Operational Earnings (TLbn)



1) Operational Earnings: EBITDA + Capex Reimbursements – Non-recurring Items. 2) Underlying Net Income: Reported Net Income w/o Non-recurring Items

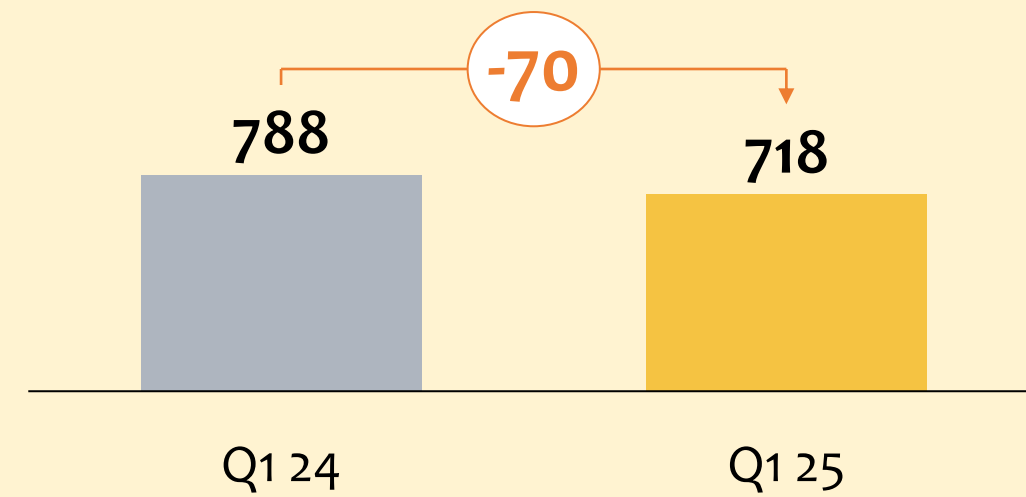
3) The majority of investments allocated towards Distribution business and have an RAB-effective character without being subject to Inflation Accounting and are classified as Capex. Customer Solutions investments are classified as Net Working Capital in Operating Cash Flow. 4) Last Twelve Months

Note: 2024 data is shown with respective March 2025 purchasing power parity, unless stated otherwise. Data associated with Cash Flow, Investments and tariff related impacts are shown without Inflation Accounting (IAS29).

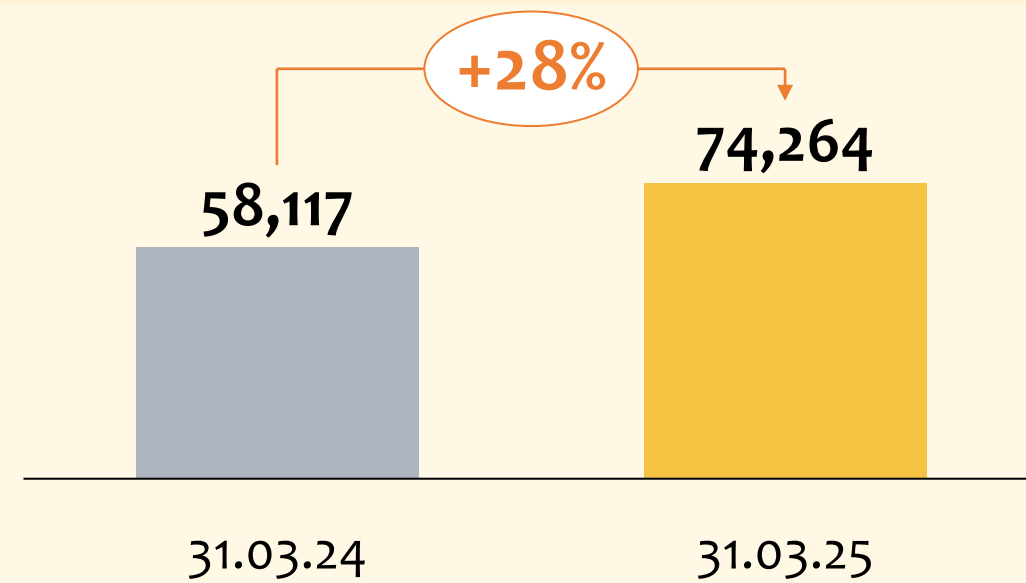
# Operations continue to deliver in volatile market environment

## Distribution

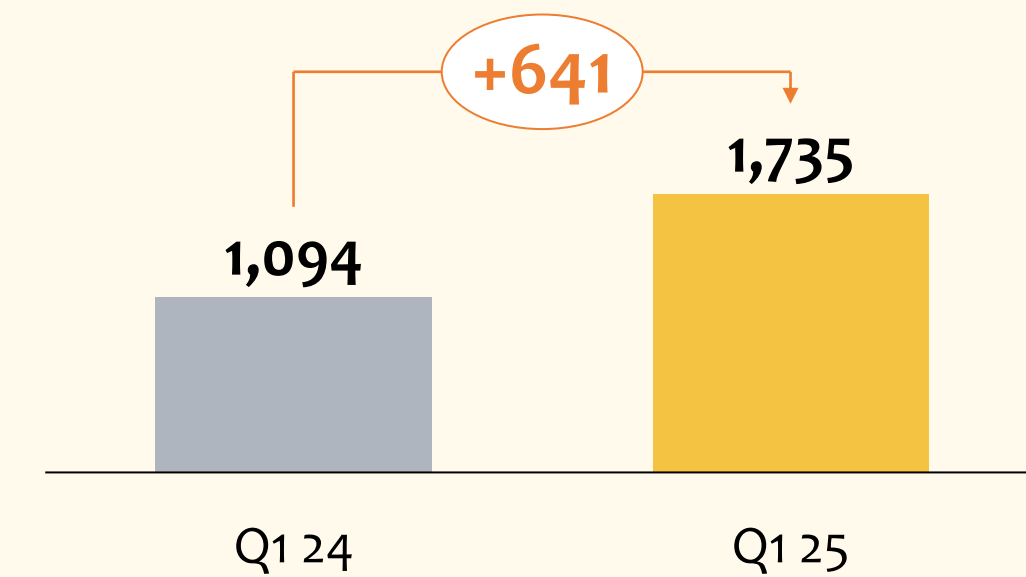
### Capex (TLm)



### Regulated Asset Base (TLm)

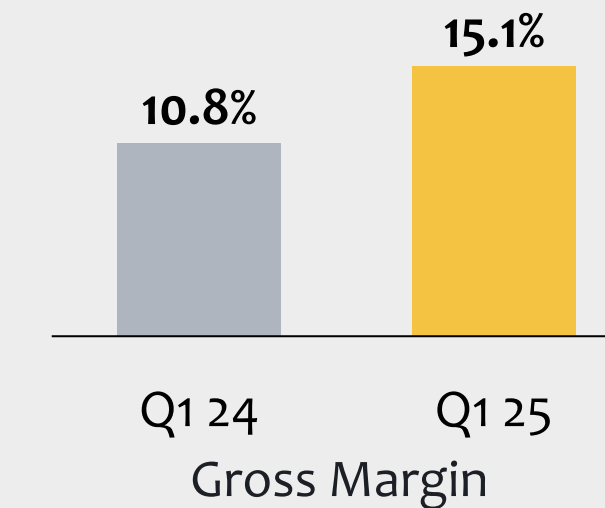
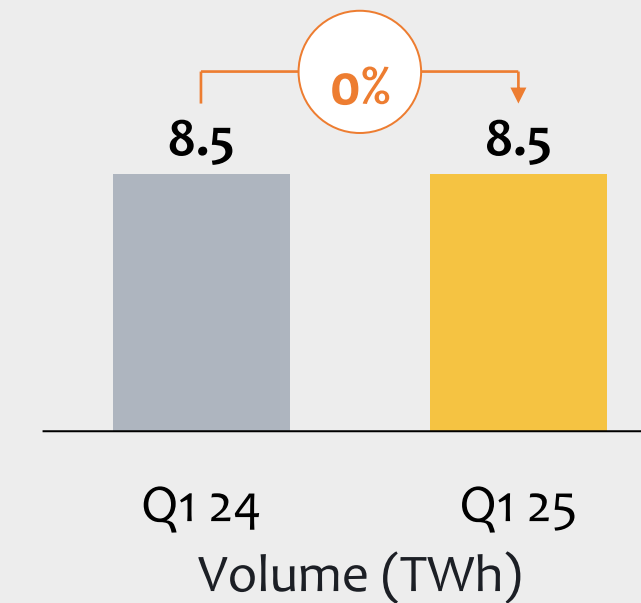


### Efficiency & Quality<sup>1</sup> (TLm)

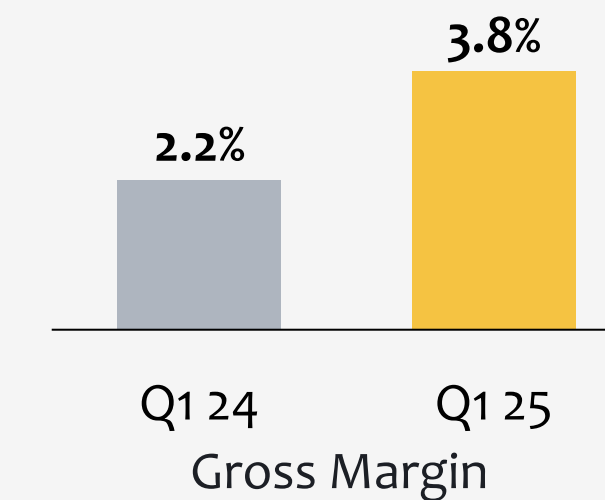
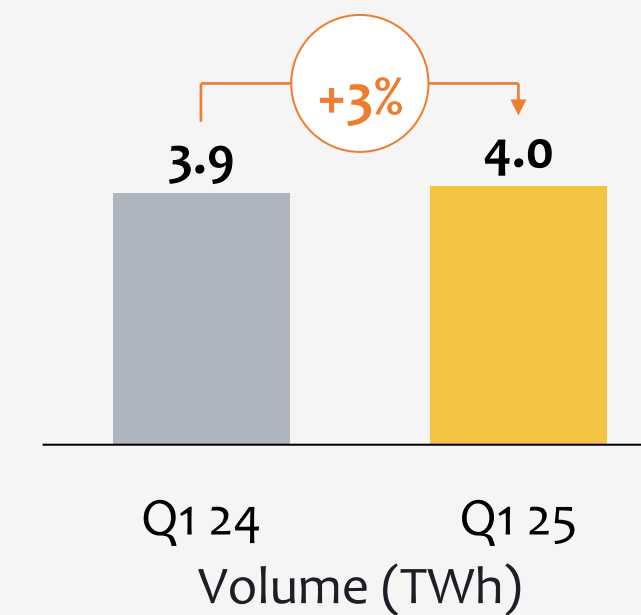


## Retail and Customer Solutions

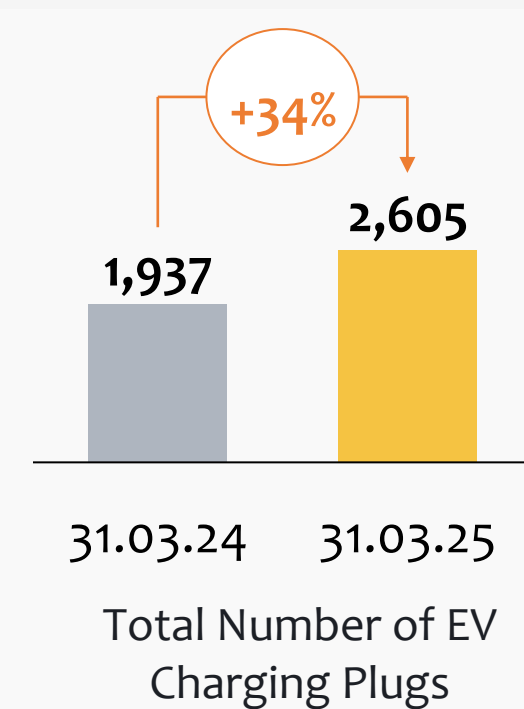
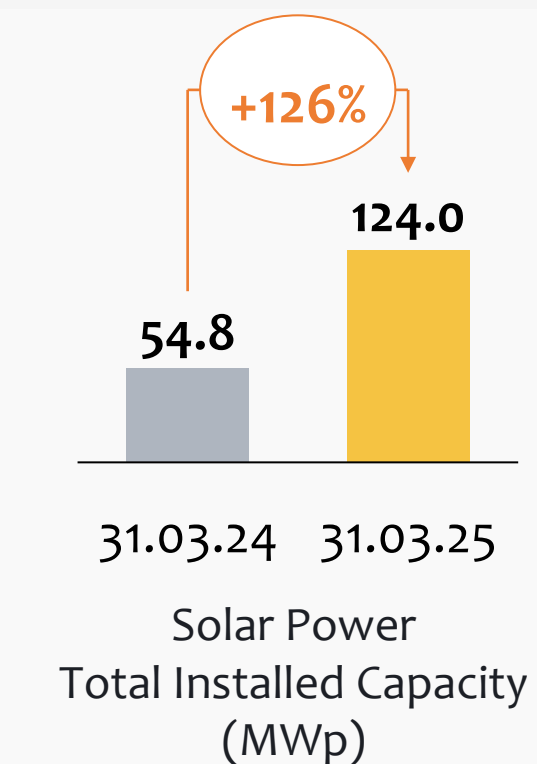
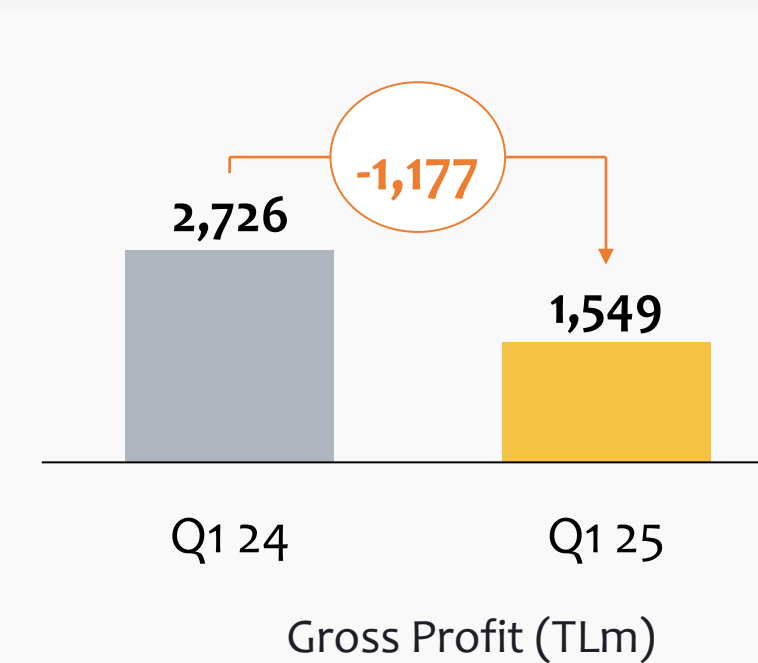
### Regulated Segment



### Liberalized Segment



### Customer Solutions

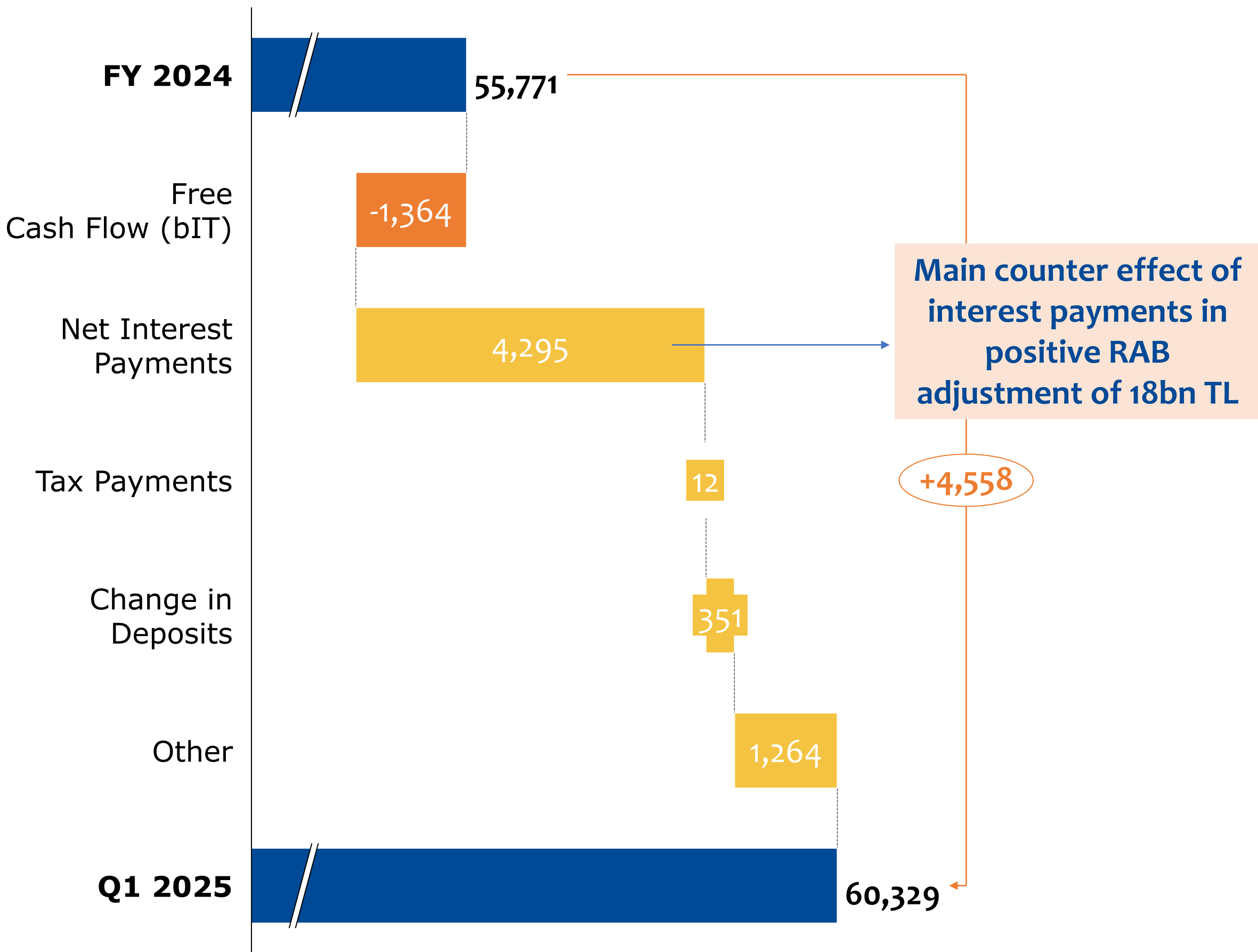


1) Includes Capex, Opex and Theft&Loss outperformances as well as theft accrual & collection related outperformance and quality bonus.

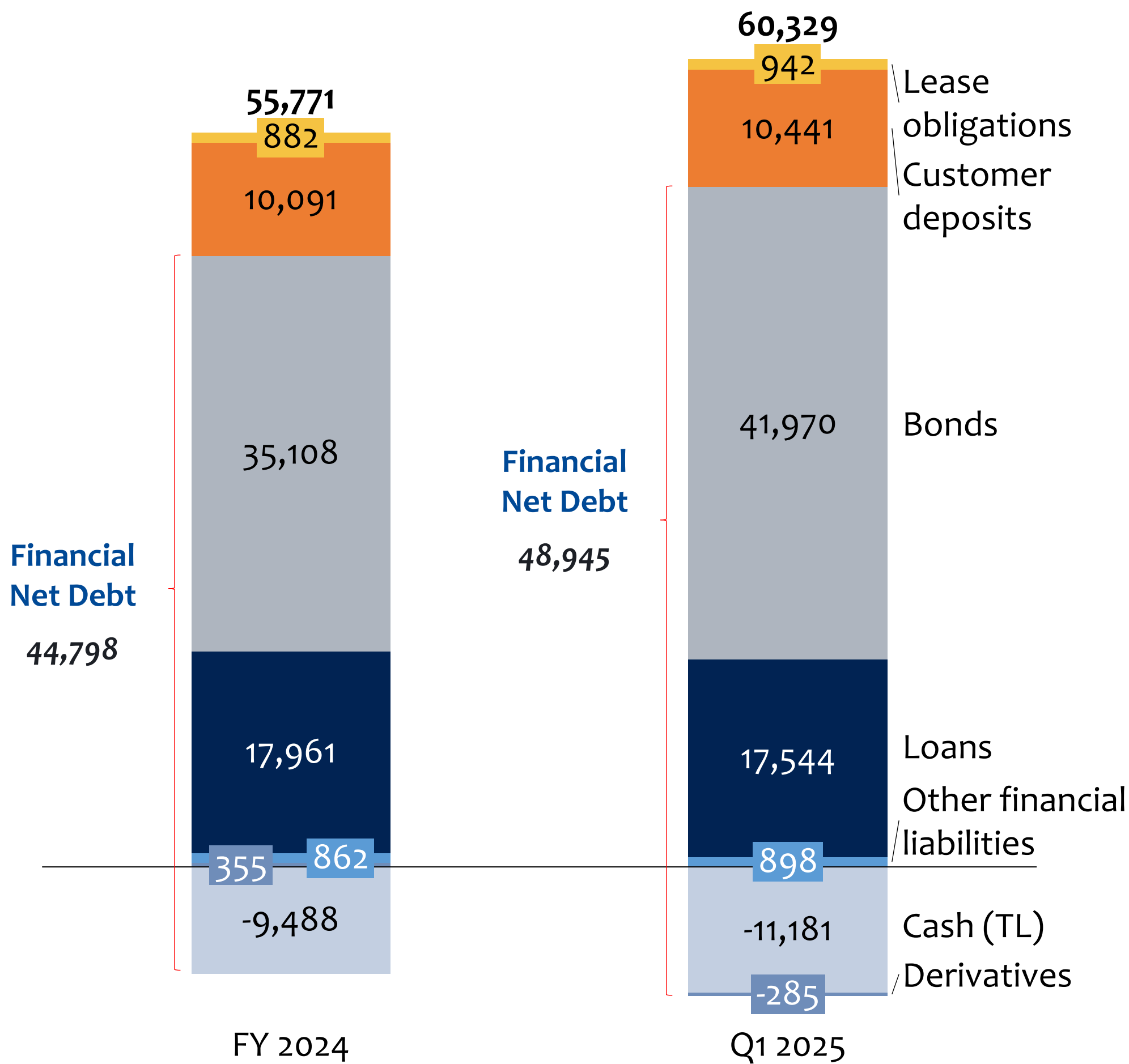
Note: 2024 data is shown with respective March 2025 purchasing power parity, unless stated otherwise. Data associated with Cash Flow, Investments and tariff related impacts are shown without Inflation Accounting (IAS29)

# Regulated Asset Base growing above Economic Net Debt

Economic Net Debt Development (TLm)



Economic Net Debt Composition (TLm)

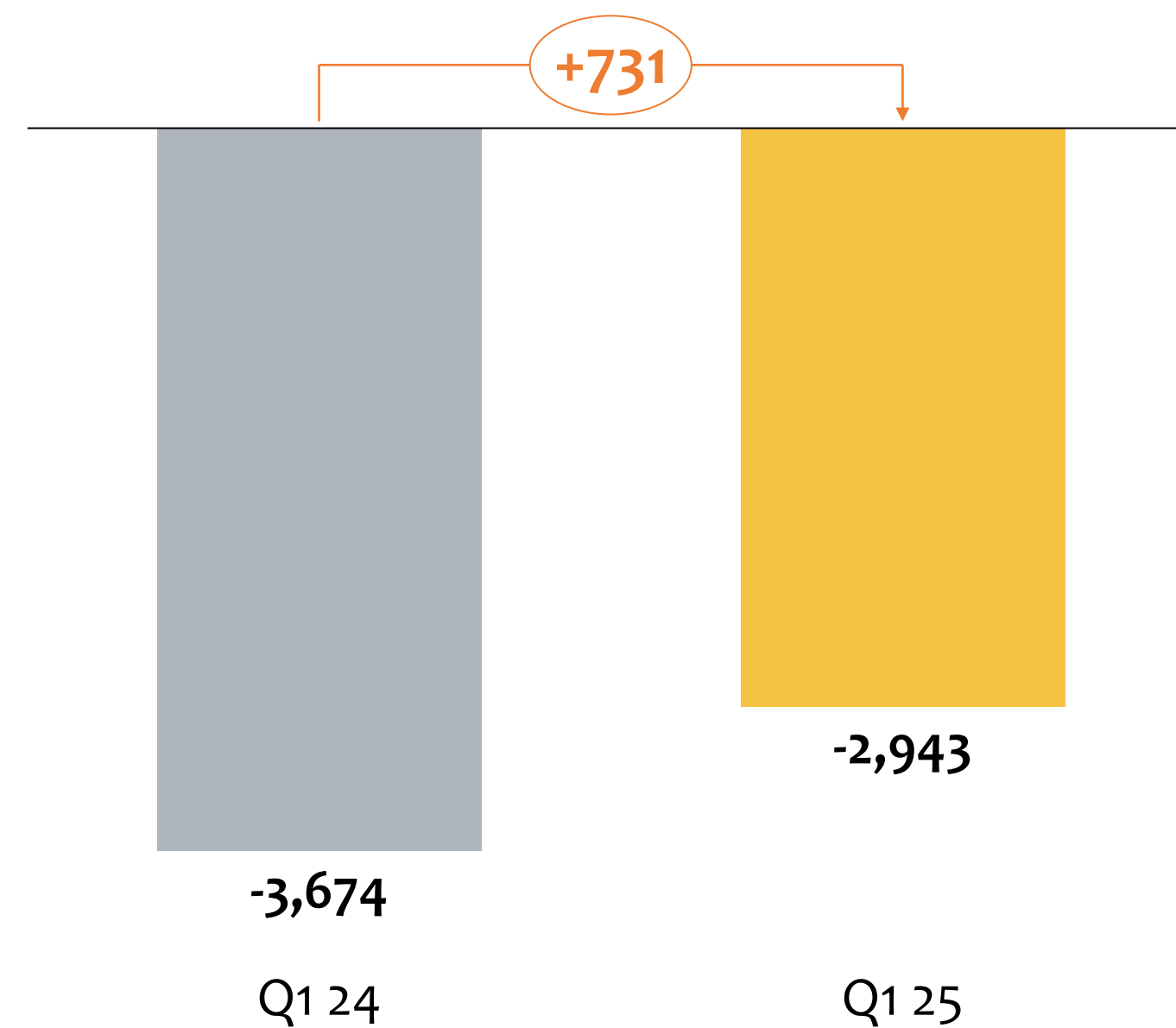


FY 2024: As of 31 December 2024 with March 2025 purchasing power parity, Q1 2025: As of 31 March 2025  
Note: Data associated with Cash Flow, Investments and tariff related impacts are shown without Inflation Accounting (IAS29)

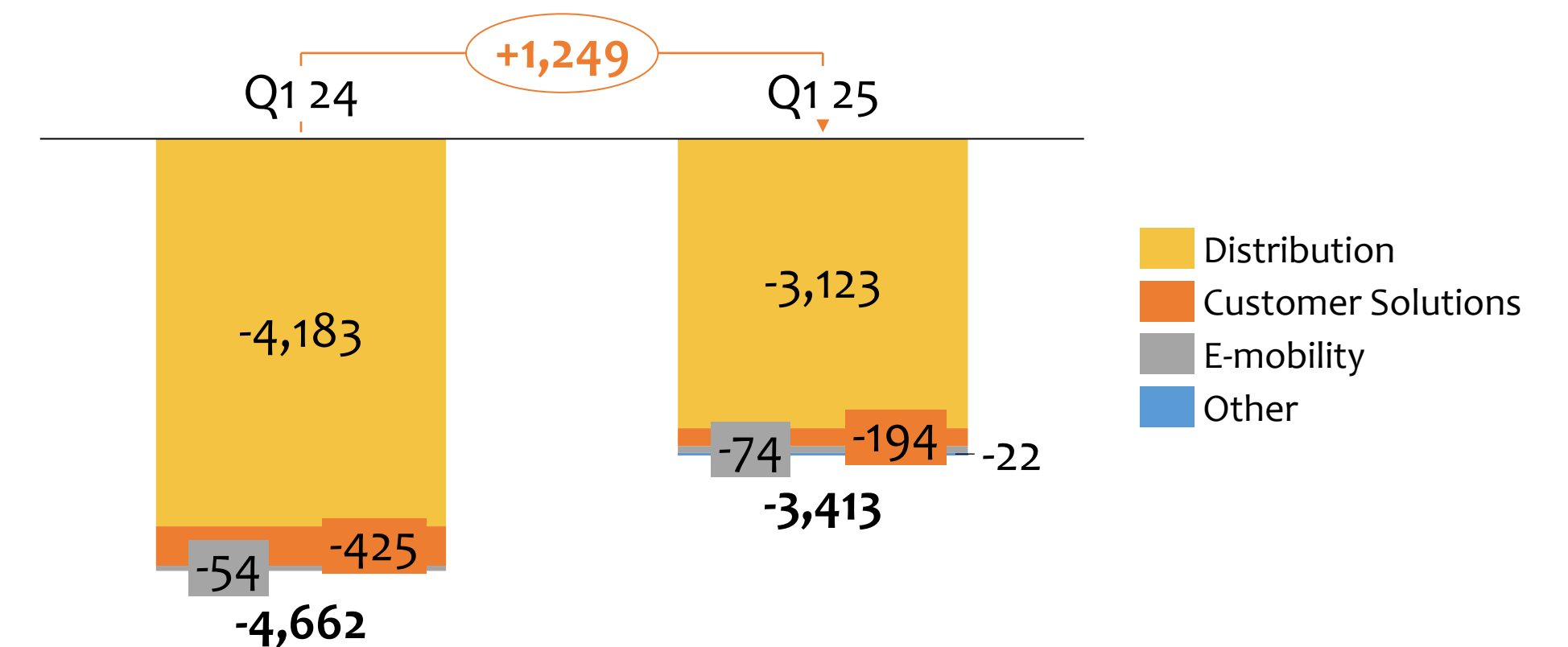


# Free Cash Flow driven by investments and interest stemming from Regulated Asset Base

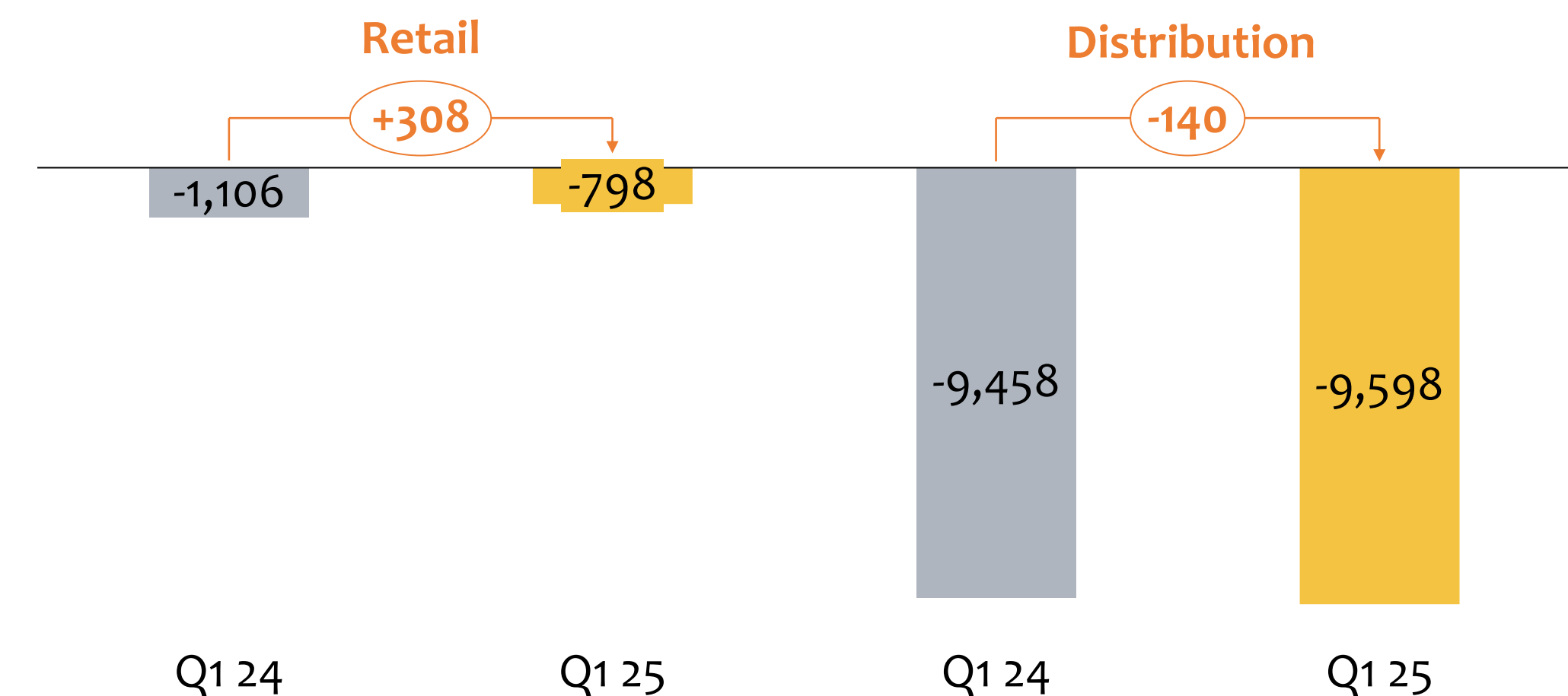
Free Cash Flow After Interest and Tax (TLm)



Cash Effective Investments by Business Segments<sup>1</sup> (TLm)



Tariff Related Cash Impact<sup>2</sup> (TLm)



1) Numbers do not include Retail and HoldCo. Customer Solutions investments are classified as Net Working Capital in Operating Cash Flow. Cash effective investments in Distribution include corresponding VAT payment of the CAPEX realized, ordinary payment shift from 2023 and ordinary payment delays of the CAPEX realized until the end of September to later months. 2) Unpaid tariff receivables w/o interest cost.  
Note: Data associated with Cash Flow, Investments and tariff related impacts are shown without Inflation Accounting (IAS29).

# Enerjisa continues financing below today's interest rates

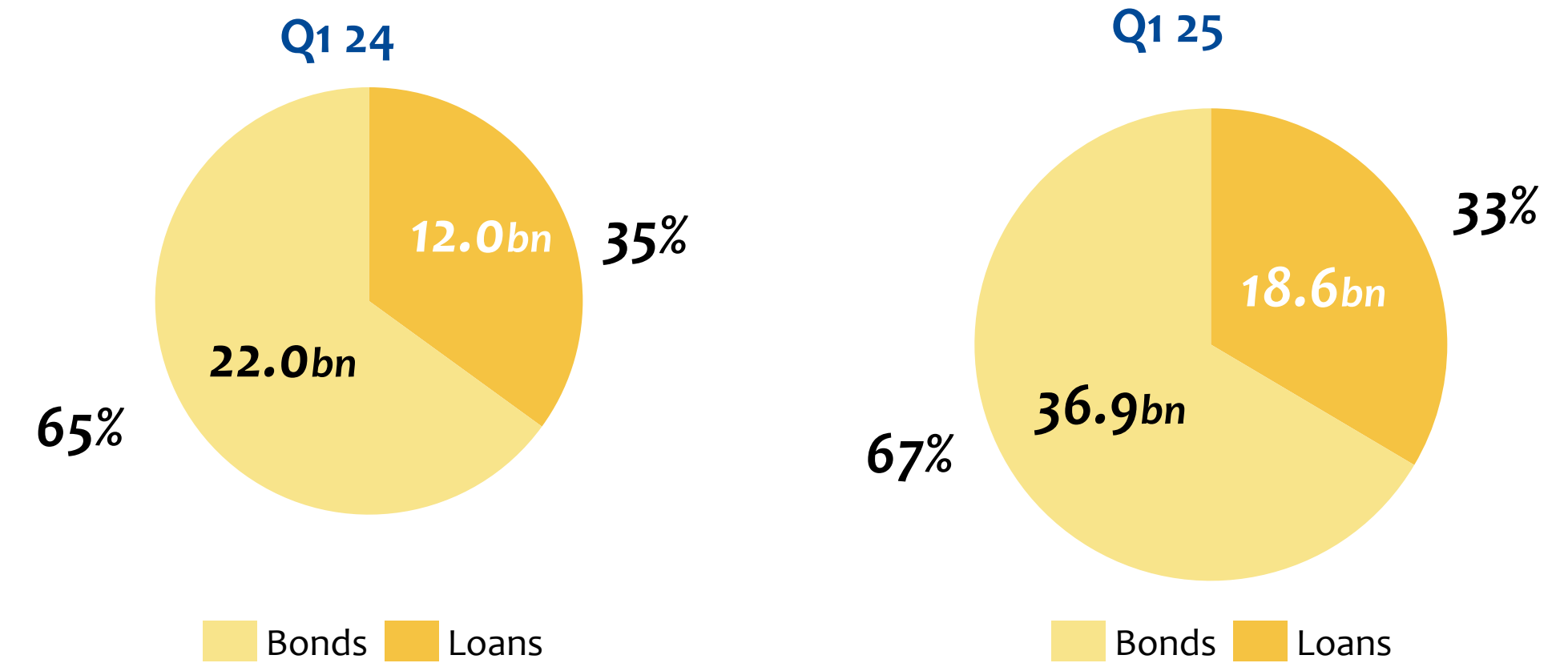
Bond Issue Amount (TLm)	Interest/Return Rate	Issue Date	Redemption Date
950	35%	6.04.2023	4.04.2025
1,183	42.5%	21.06.2023	4.07.2025
3,100	42.5%	17.07.2023	17.07.2025
2,260	39%	9.08.2023	8.08.2025
1,000	48%	20.09.2023	25.09.2025
2,600	49.5%	2.10.2023	8.10.2025
2,000	TLREF + 4.75%	3.01.2024	2.01.2026
3,500	TLREF + 4.25%	8.02.2024	5.02.2026
1,100	52.5%	8.04.2024	7.04.2025
1,600	52%	6.05.2024	5.05.2025
1,000	50.2%	14.05.2024	13.05.2025
3,255	TLREF + 1%	26.07.2024	24.07.2026
1,000	TLREF + 1%	30.07.2024	24.07.2026
2,200	TLREF + 1%	21.10.2024	19.10.2026
1,500	TLREF + 1%	14.11.2024	12.11.2026
670	TLREF + 1%	14.11.2024	12.11.2026
4,800	TLREF + 1%	10.02.2025	10.02.2027
700	TLREF + 1%	11.02.2025	10.02.2027
4,200	TLREF + 1%	5.03.2025	3.03.2027
<b>38,618</b>			

Competitive advantage through sustainable financing strategy:

- Two-year floating bonds in the total amount of 9.7 BN TL were issued in the first quarter of 2025
- Mid-term floating loans in the total amount of 1.25 BN TL were utilized with a maturity of three years.
- Outstanding shelf registration amounts of 70.3 BN TL for conventional bonds and 20 BN TL for green bonds that are approved by the CMB<sup>3</sup>.

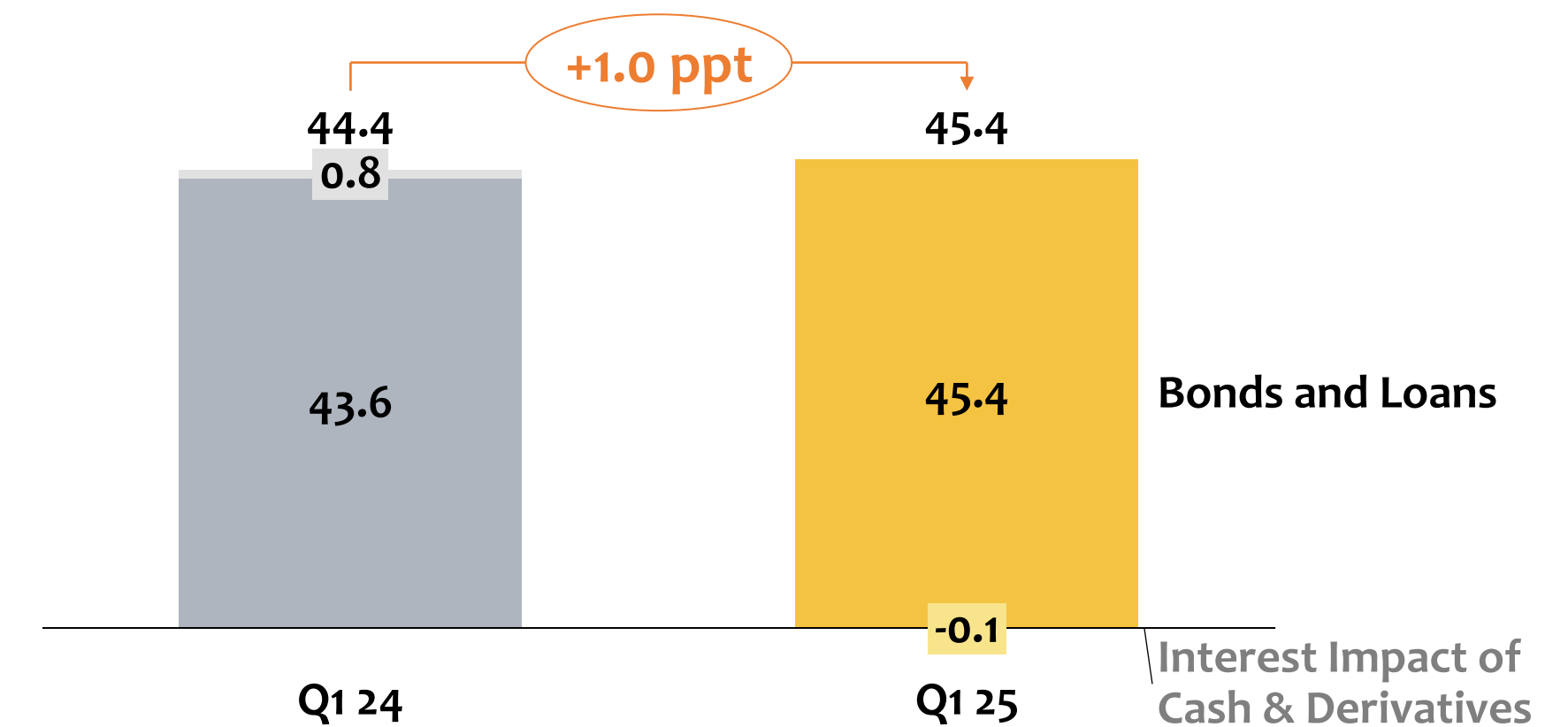
## Debt Portfolio Mix

(Average Debt Portfolio Mix<sup>1</sup>, excluding Cash & Derivatives TL)



## Enerjisa Financing Rates<sup>2</sup>

(Average Interest Rates<sup>1</sup> (%), Including Cash & Derivatives)



1) Average from 31.12.24 to 31.03.25

2) Excluding operational FX-losses.

3) Capital Markets Board

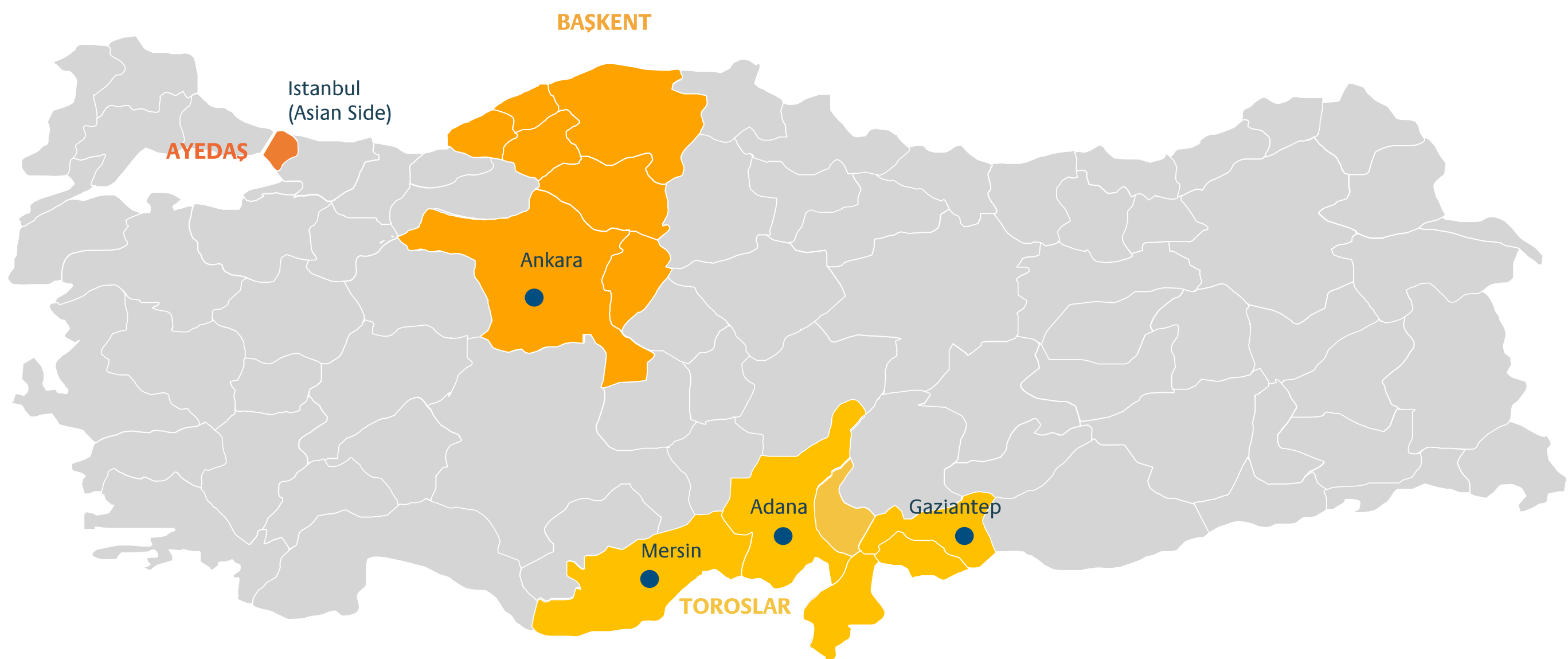




# Distribution



# Leading network operator in Türkiye thanks to our geographical footprint and high quality operations



Enerjisa  
distribution areas

**Başkent**

**Ayedaş**

**Toroslar**

Consumption  
growth<sup>1</sup>



Turkey 3.1%

Population  
growth<sup>2</sup> (2021-2025)



Turkey 1.1%

Household  
size<sup>4</sup>



Western Europe<sup>3</sup> 2.0 - 2.5

## Composition of Operational Earnings in Distribution

Other

Quality parameters

Theft accruals

Theft & loss  
outperformance

Opex  
outperformance

Capex  
outperformance

Capex  
reimbursements

Financial income

Additional earnings  
beyond investment  
returns for being an  
efficient and high  
quality operator

Return on RAB /  
Investment returns

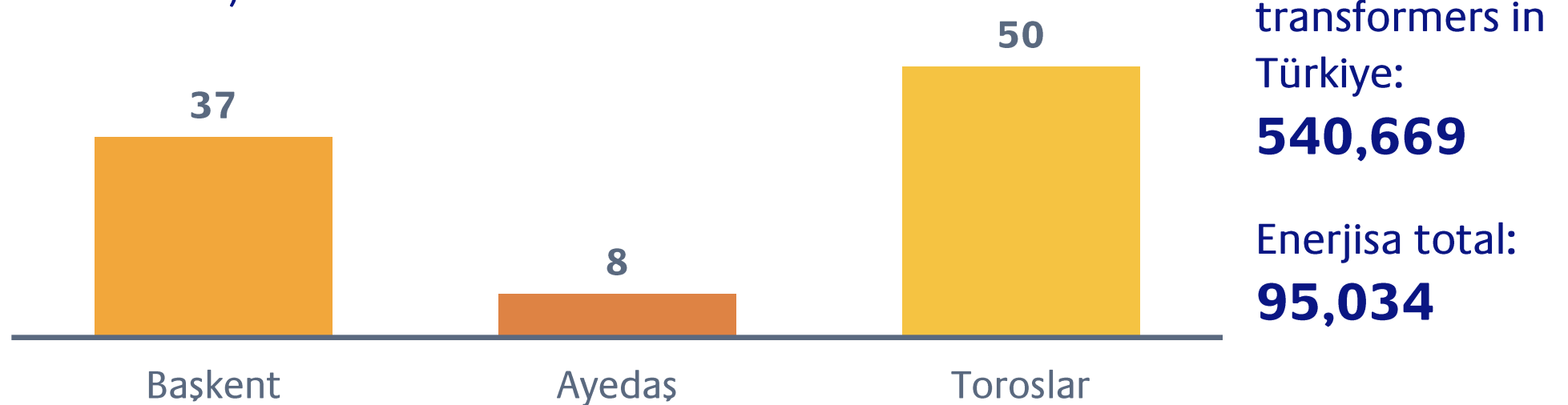
1) EXIST Transparency Platform, Demand Forecast (2020-2027) 2) Turkstat Population of provinces by years, 2018-2025 3) Based on average household sizes in Germany (2.0), UK (2.4), France (2.2) and Spain (2.5). Eurostat Average household size, 2021 4) Ayedaş constitutes Istanbul household size (including European side). Turkstat (Average size of households by provinces, 2021)



# Significant investments required for quality improvements of grids and new connections

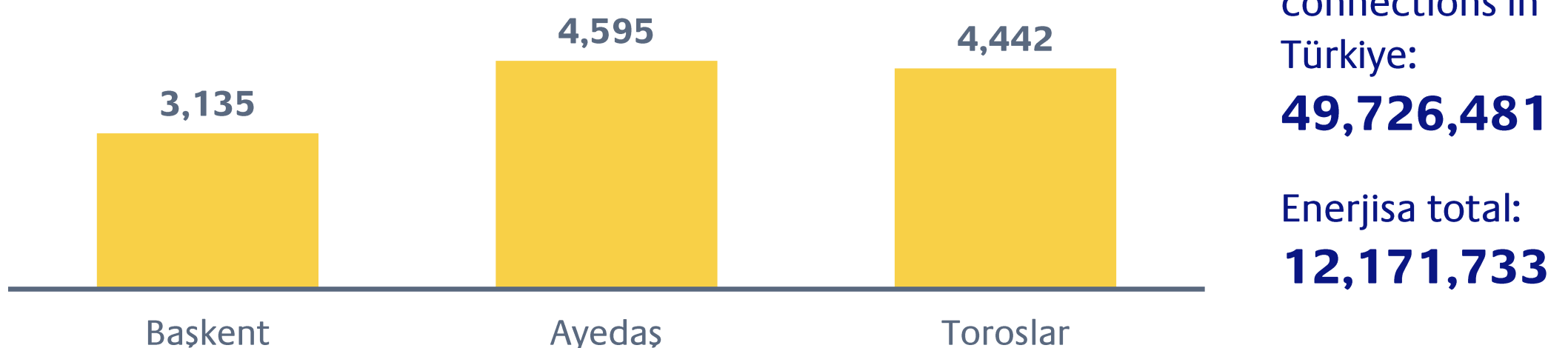
Enerjisa operates 18% of the total transformers in Türkiye<sup>1</sup>

Number of transformers  
(Thousand units)



Number of connections in Enerjisa regions account for 24.5% of total connections in Türkiye\*

Number of connections  
(Thousand units)



Cost of existing Enerjisa network

Minimum investment

Maintain status quo

~TL 8bn p.a.  
(2024 Prices)

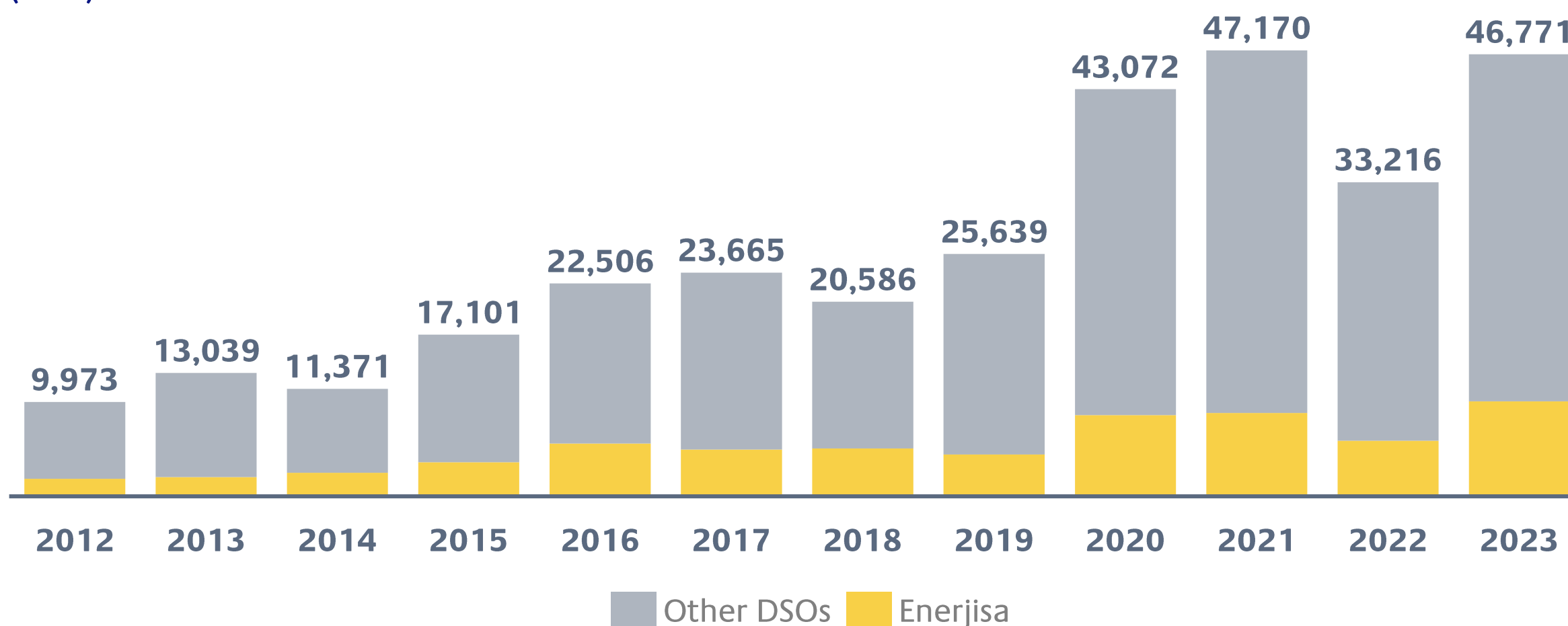
Maximum investment

Replace entire grid

~TL 330bn  
(2024 Prices)



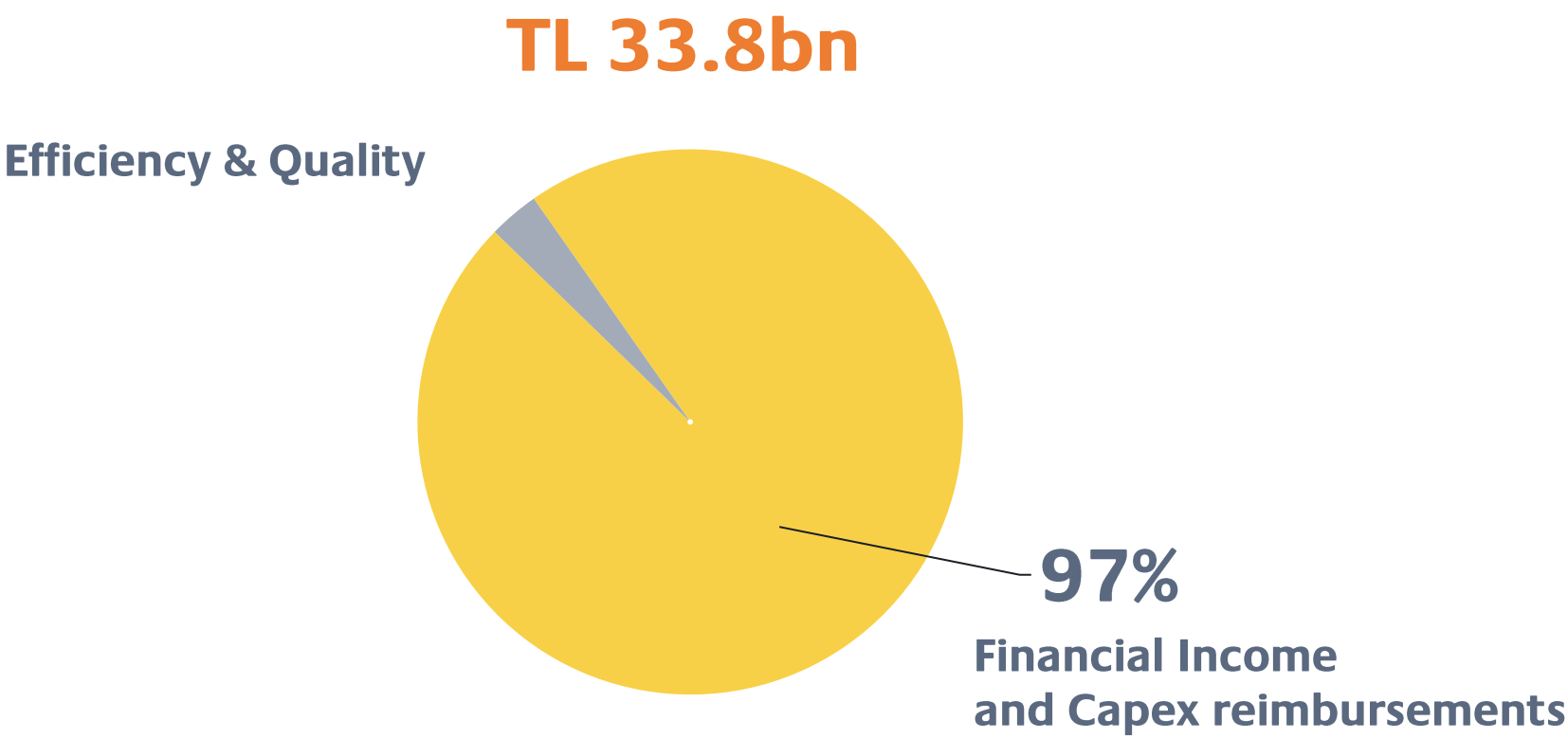
Turkey Distribution investments<sup>1</sup>  
(TLm)



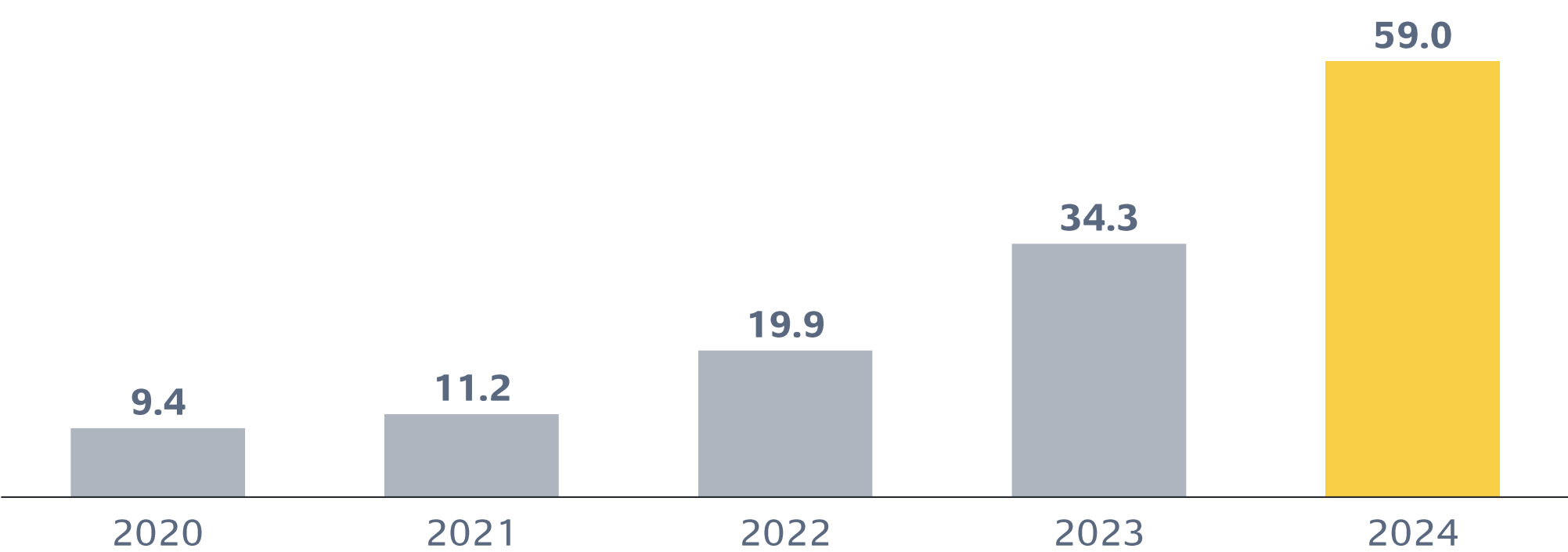
1) EMRA Annual Sector Report 2023

# Distribution financial overview

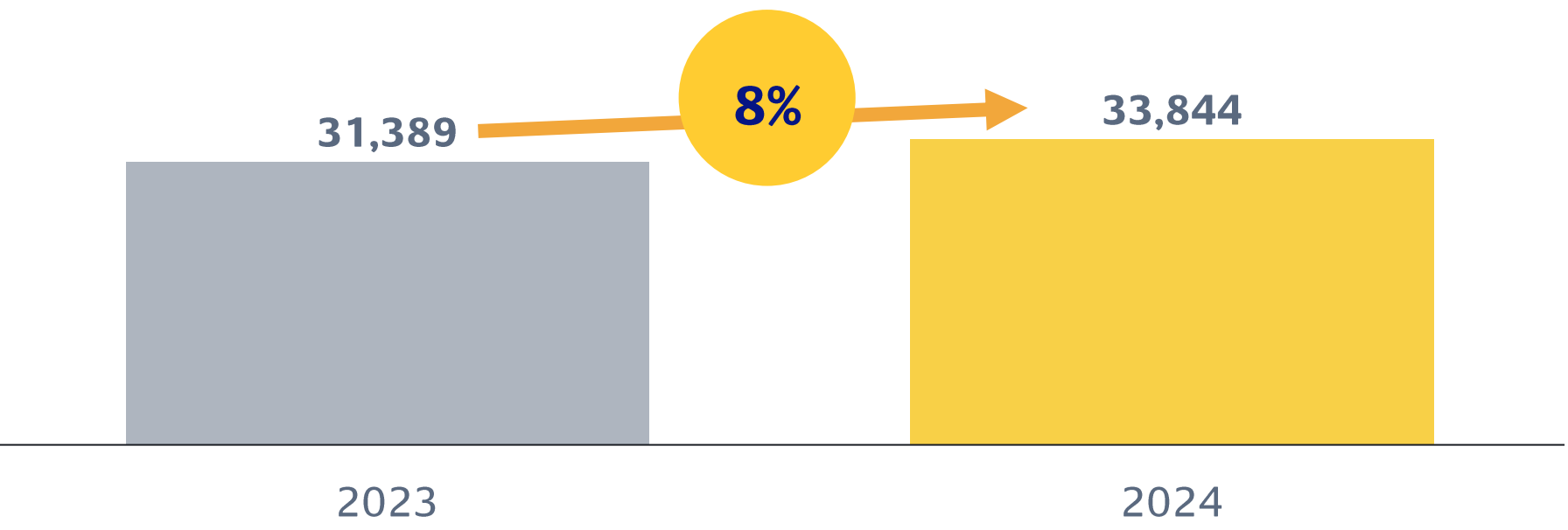
Distribution Operational Earnings breakdown  
(FY 2024)



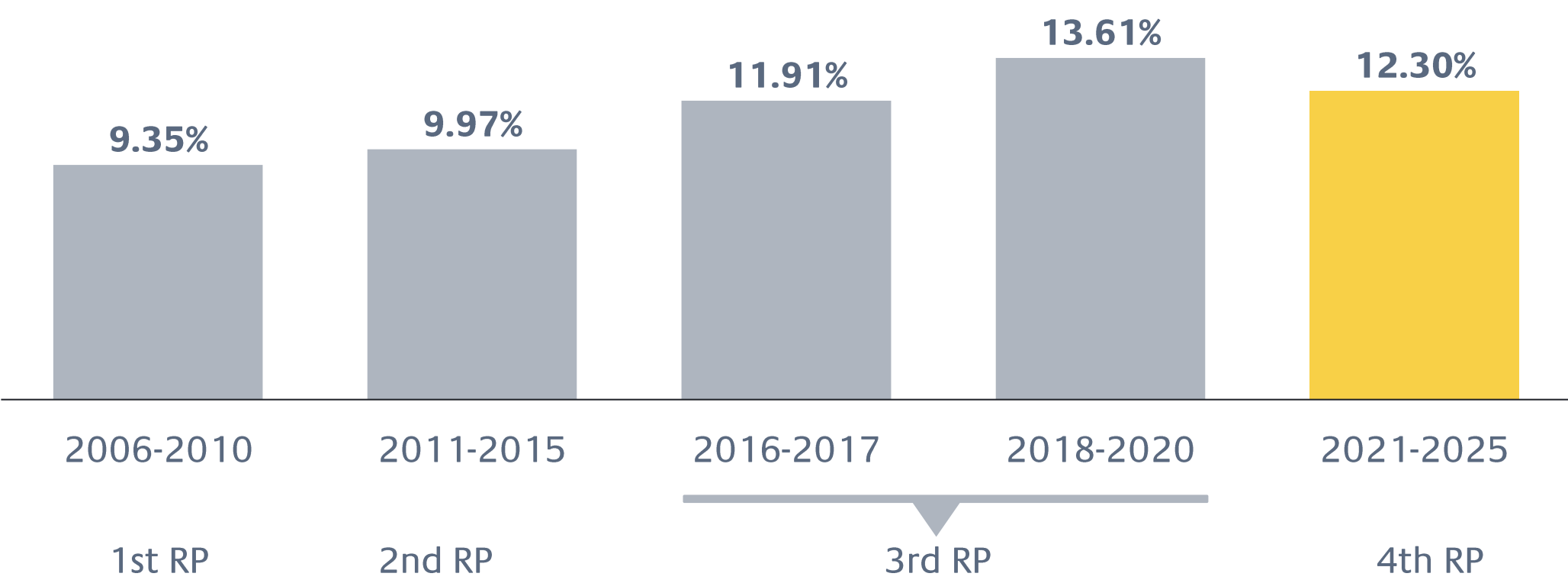
Regulated Asset Base (RAB)  
(TLbn)



Distribution Operational Earnings  
(TLm)



Regulated WACC  
(%, real)



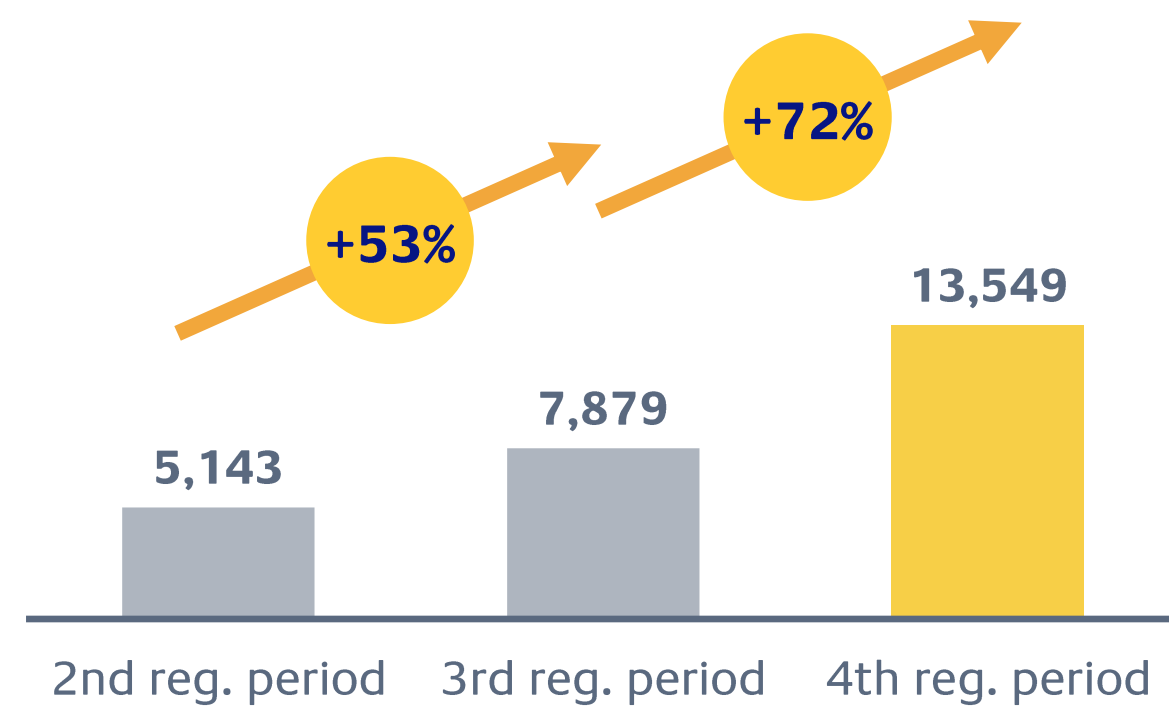
RP: Regulatory Period

# Well-established Incentive-based Regulatory Framework

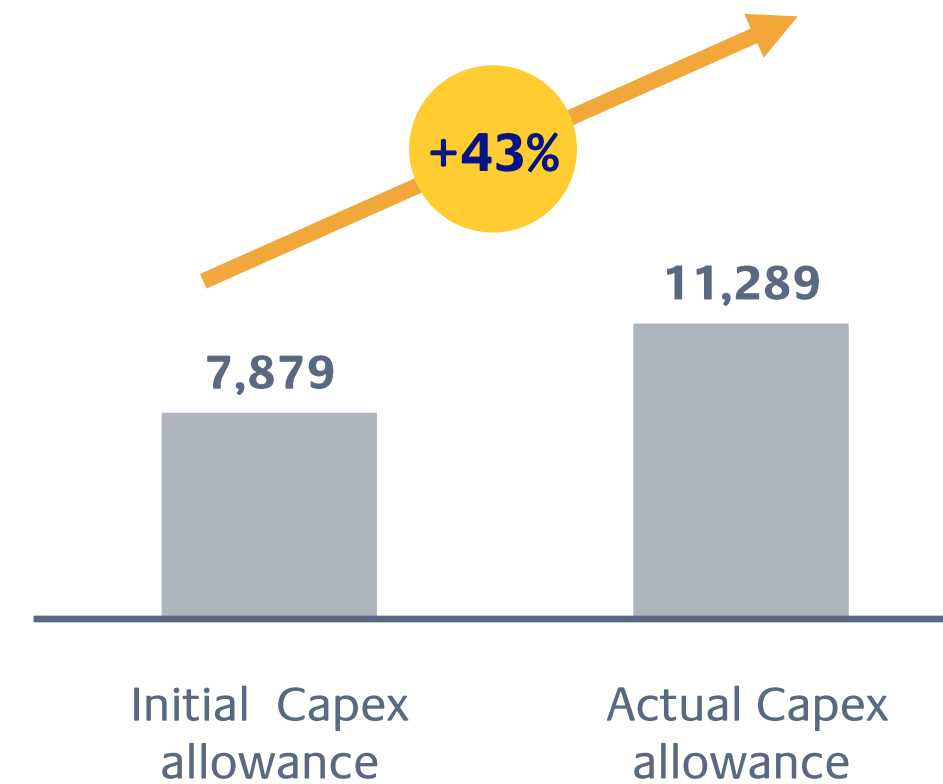
	1 <sup>st</sup> regulatory period (2006-2010)	2 <sup>nd</sup> regulatory period (2011-2015)	3 <sup>rd</sup> regulatory period (2016-2020)	4 <sup>th</sup> regulatory period (2021-2025)
Mid-year WACC (real, pre-tax)	9.35%	9.97%	11.91% - 13.61%	12.30%
Evolution	<ul style="list-style-type: none"><li>“Transition period” designed to provide smooth shift to a cost-based tariff structure post-2010.</li><li>RAB-based tariff calculation methodology introduced with RAB set to zero in 2006.</li><li>Private Operator Model (Transfer of Operating Rights - TOR) established for privatizations.</li></ul>	<ul style="list-style-type: none"><li>WACC revised up to 9.97%.</li><li>Unbundling of distribution and retail operations.</li></ul>	<ul style="list-style-type: none"><li>WACC revised up to 11.91%, for 2016-2017 and 13.61% for 2018-2020.</li><li>T&amp;L methodology revised.</li><li>Significant increases in Opex and Capex allowances.</li><li>Introduction of Quality Incentives.</li><li>Increase in retention rate for theft usage detection accrual.</li></ul>	<ul style="list-style-type: none"><li>WACC revised to 12.30%.</li><li>Enhanced quality incentives (bonus/malus mechanism with higher % bonus ceiling).</li><li>Further increases in Opex and Capex allowance.</li><li>For scheduled maintenance a new scope is defined and a new opex allowance is introduced to incentivize improvement in continuity of supply and customer satisfaction.</li><li>New Quality Indicators introduced for in-house sourcing and listed companies.</li></ul>
Capex reimbursement	5 Years	10 Years		
Revenue components and incentives	RAB-based framework with incentives given to outperformance			
	Regulated Revenue cap <ul style="list-style-type: none"><li>Real WACC return: Average RAB x Average WACC</li><li>Capex reimbursement</li><li>Opex allowance</li><li>Tax correction mechanism on Capex</li><li>No volume and inflation risk</li></ul>		Incentives <ul style="list-style-type: none"><li>Capex outperformance</li><li>Opex outperformance</li><li>Theft &amp; Loss margin</li><li>Theft accrual &amp; collection</li><li>Quality related incentives</li><li>Other revenue (Advertisement, rent, lighting margin)</li></ul>	

# Investments – 4th tariff period

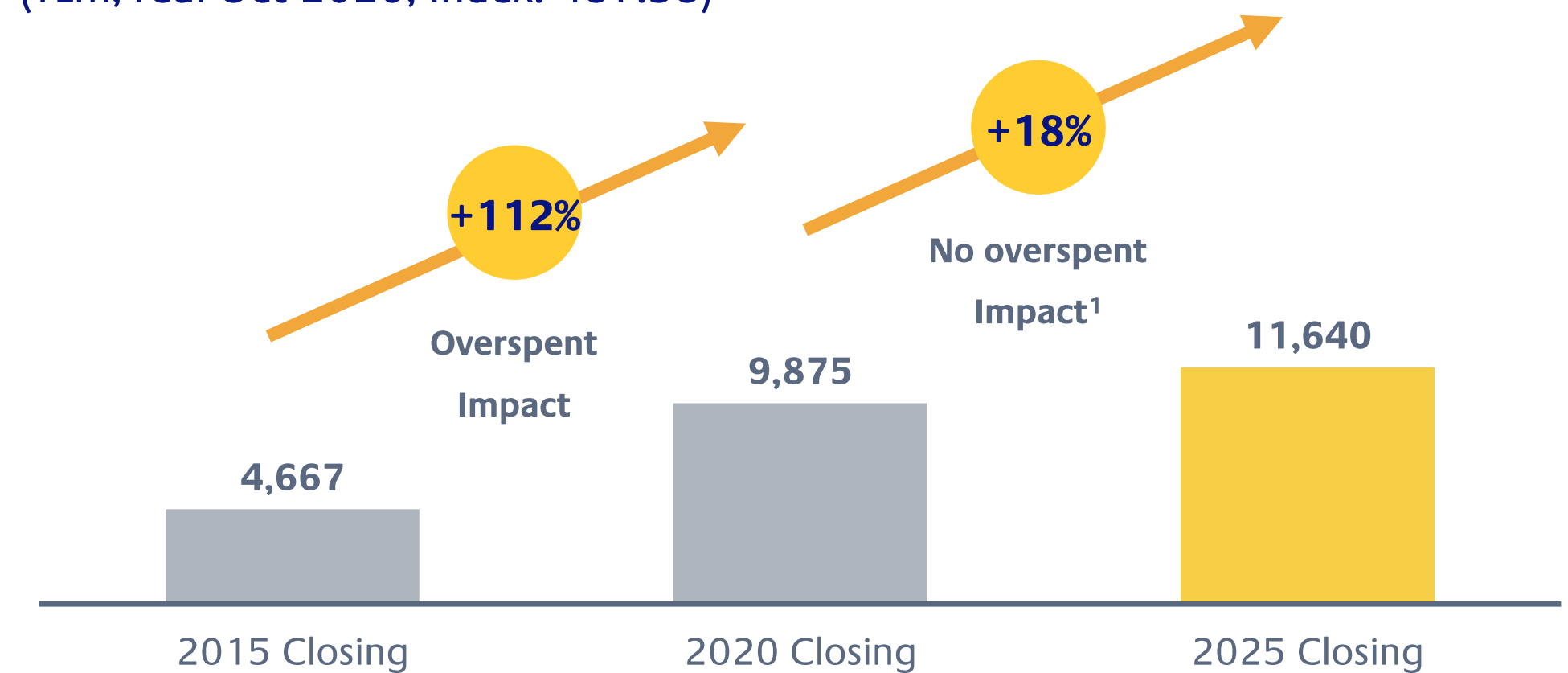
Initial Capex allowance  
(TlM, real Oct 2020, Index: 487.38)



3<sup>rd</sup> tariff period Capex allowance  
(TlM, real Oct 2020, Index: 487.38)



Statutory RAB development  
(TlM, real Oct 2020, Index: 487.38)



1) This is not a guidance. In line with regular implementation, EMRA calculation assumes no Capex overspend in the fourth regulatory period  
2) Figures may not sum up to 100% due to rounding

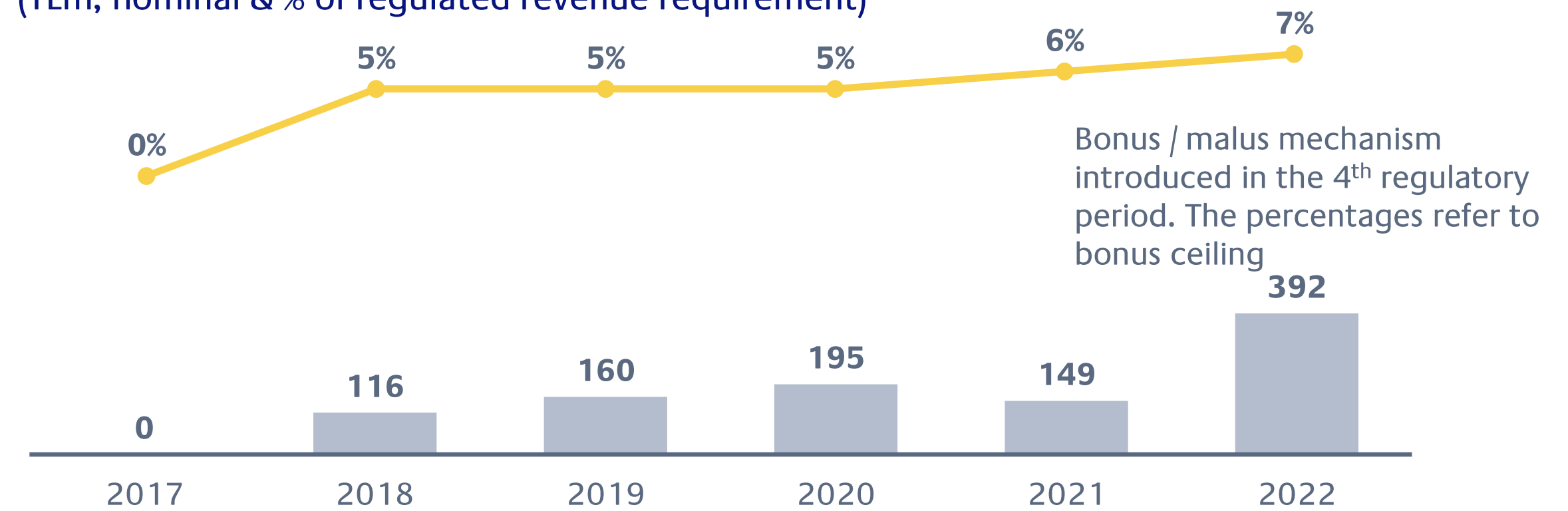


# Efficiency and Quality – Quality bonus mechanism



- EMRA<sup>1</sup> implements quality parameters to incentivize continuity of supply, technical quality, customer satisfaction, transparency, corporate governance and HSE.
- Start date: 2018, new parameters in the fourth regulatory period
- In the fourth regulatory period, a bonus/malus mechanism for quality parameters is introduced. Under the quality factor and general quality indicator headings, total quality parameter bonus ceiling is set as 6% of regulated revenue requirement for 2021 and 7% of regulated revenue requirement for 2022-2025 and penalty ceiling is set at minus 2.05% for 2021 and minus 2.8% for 2022-2025.

Realized quality parameter and quality parameter ceiling  
(TLM, nominal & % of regulated revenue requirement)

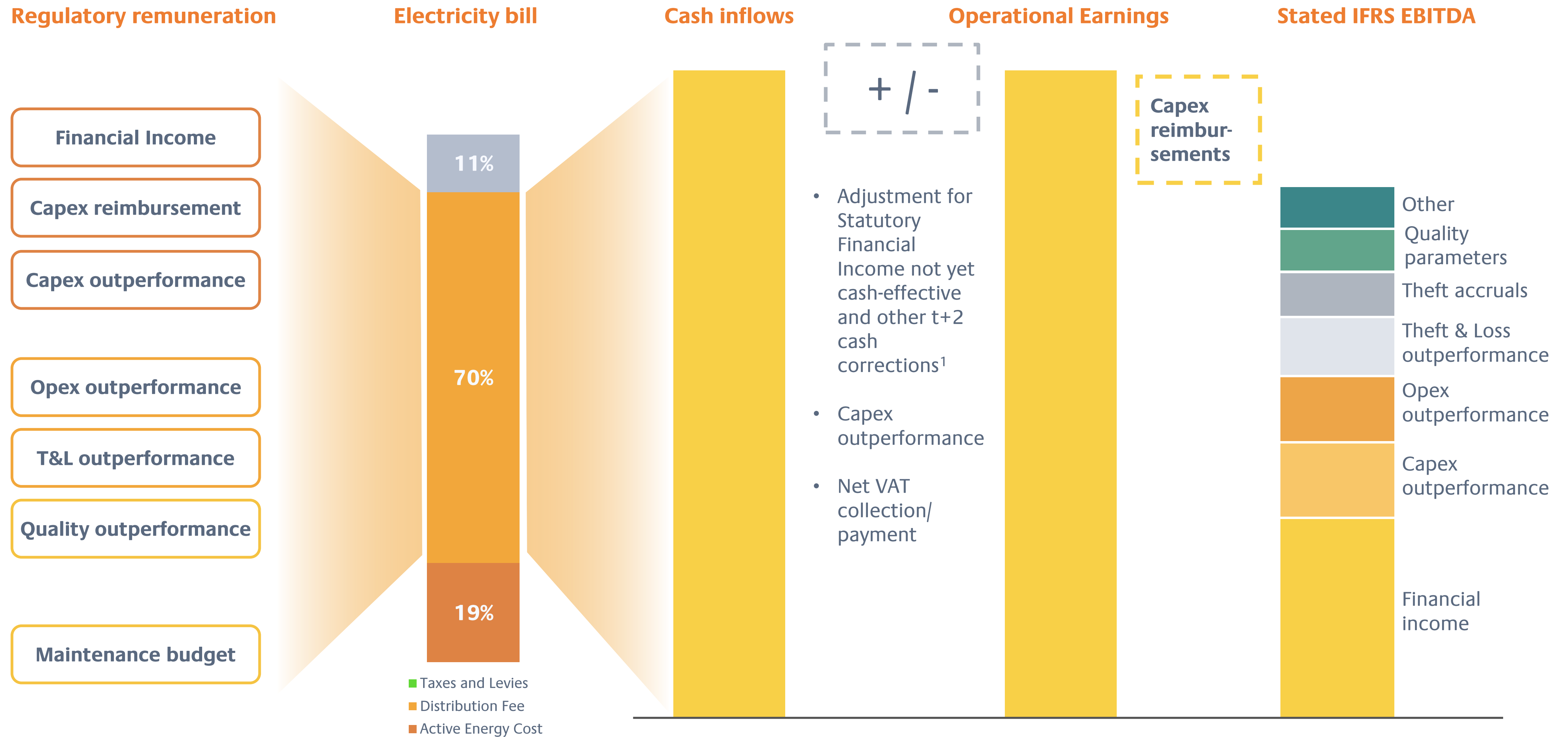


- The quality parameters are applied on revenue requirement (excluding non-controllable Opex, including scheduled maintenance Opex)<sup>2</sup>
- New (within the ceiling): In-house sourcing incentive. If the share of in-house sourcing is above 50%, there will be a general quality indicator equal to in-house sourcing share. Maximum incentive is set at 1% of revenue requirement for each year. All Enerjisa distribution companies has above 50% in-house sourcing share.
- New (within the ceiling): Incentive for public companies. Distribution companies with parents (direct shareholders) listed on Borsa İstanbul will be eligible for 0.3% of the revenue requirement.
- Continuity of supply
- Technical quality
- Customer satisfaction
- HSE

1) Energy Market Regulatory Authority

2) Exclusion of non-controllable Opex, inclusion of scheduled maintenance Opex starts with 4th regulatory period

# Earnings and Cash Generation in IFRS through electricity bill



1) Examples of such IFRS adjustments which are not cash effective yet: Additional ceiling approved by EMRA, additional planned maintenance budget, uncontrollable expenses which will be corrected via t+2 mechanism

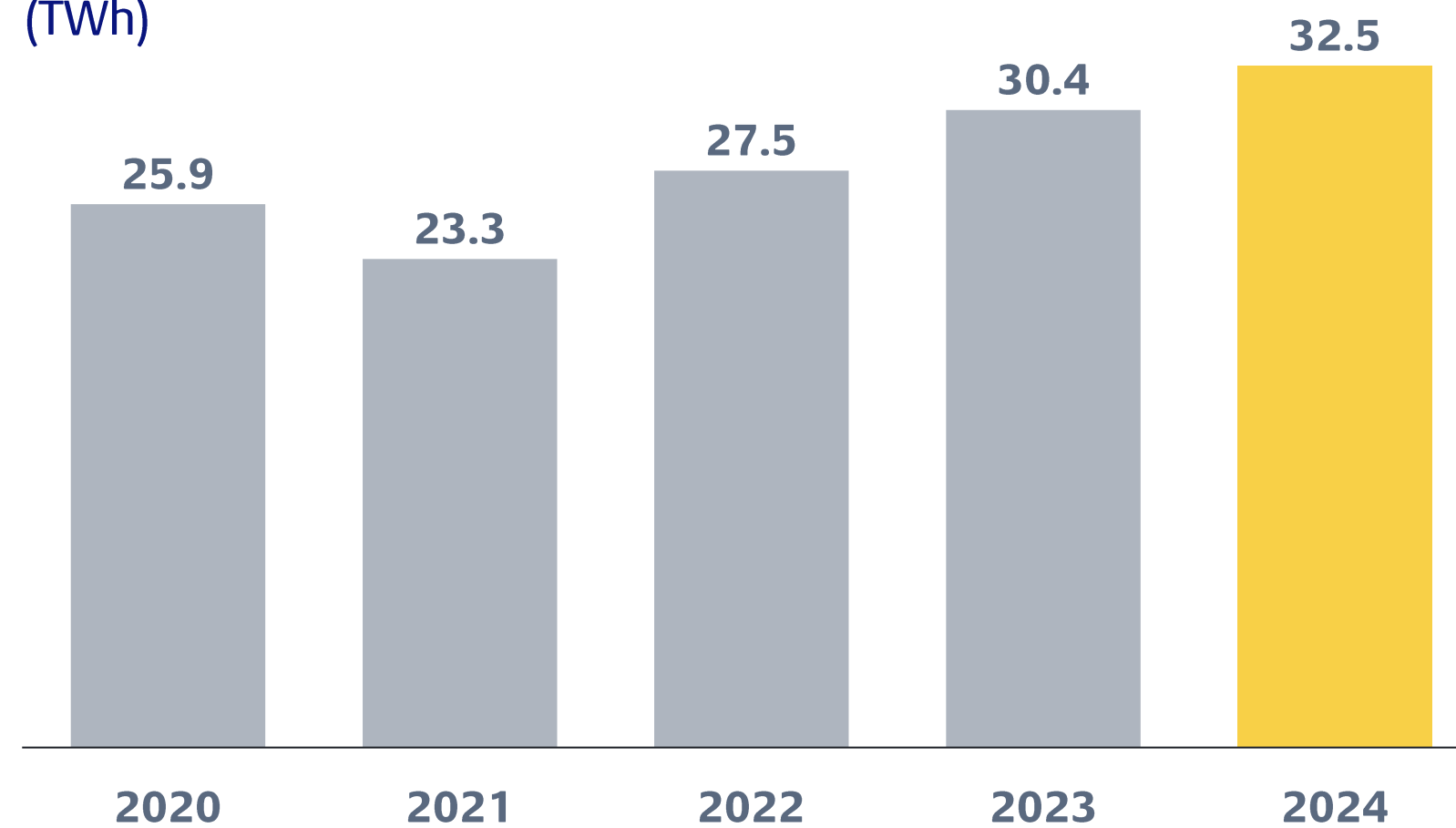


# Retail

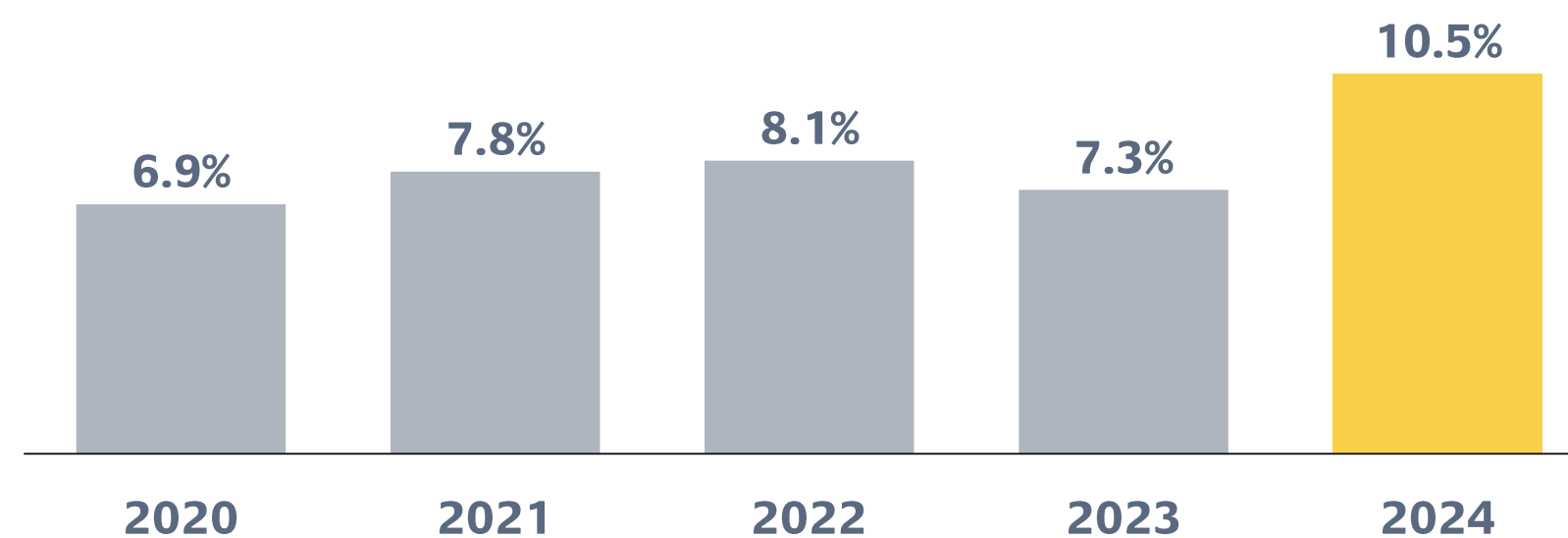
# Regulated & liberalized retail business driven by consumption growth

## Regulated market

Sales volume  
(TWh)

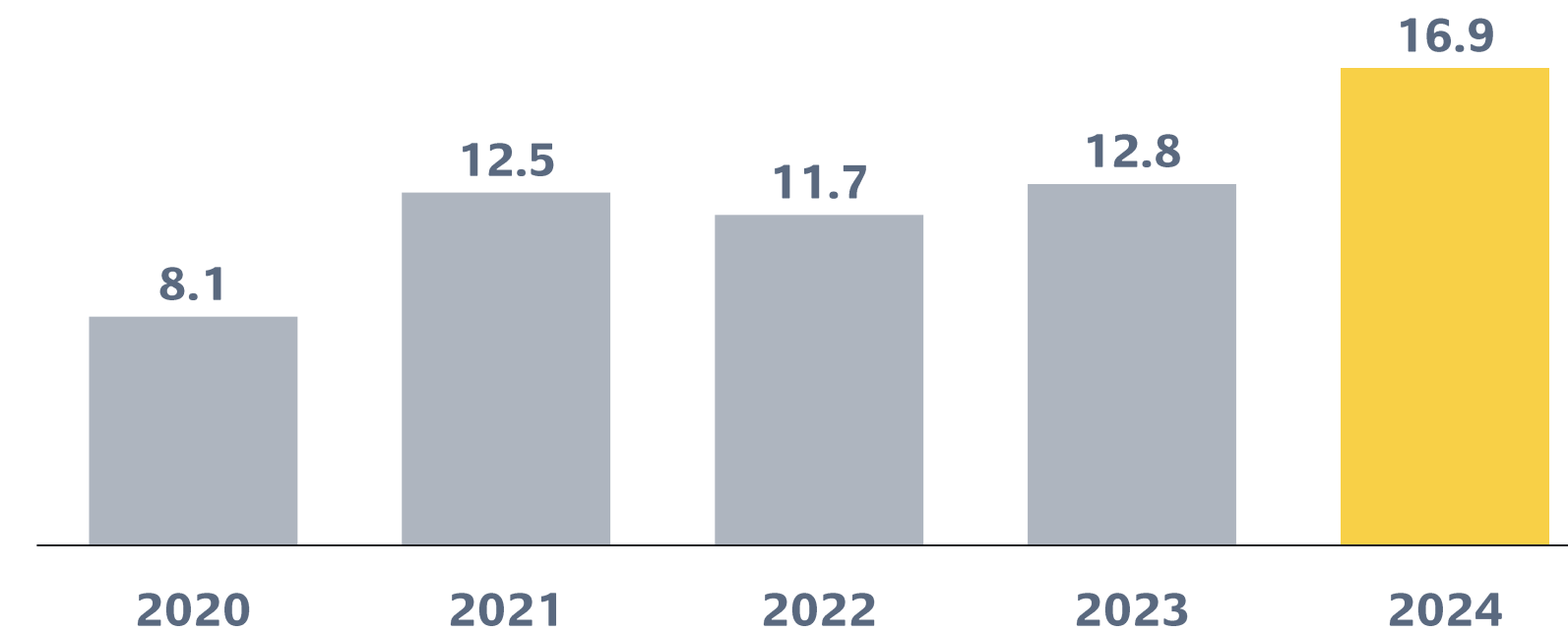


Gross margin

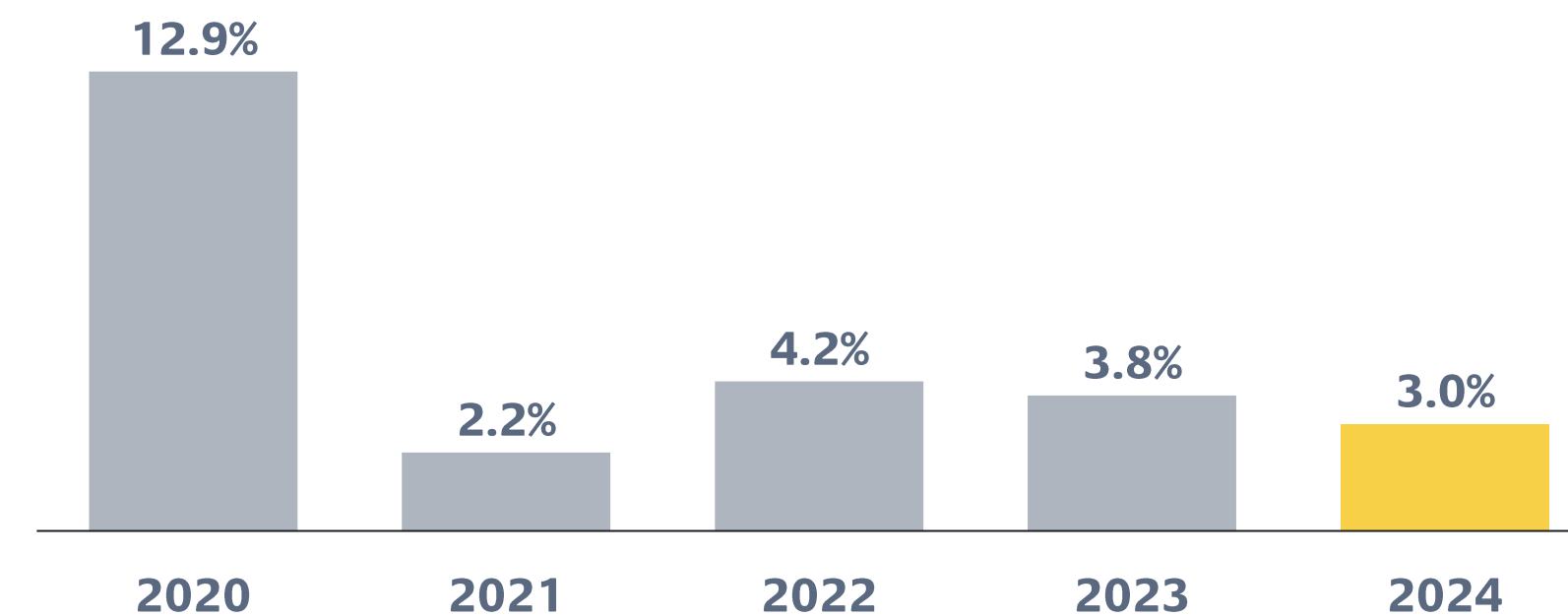


## Liberalized market

Sales volume  
(TWh)

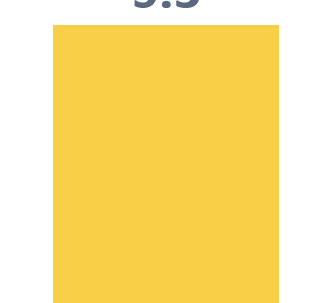
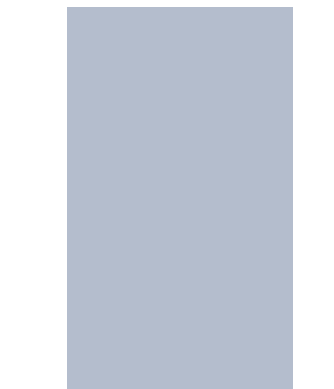
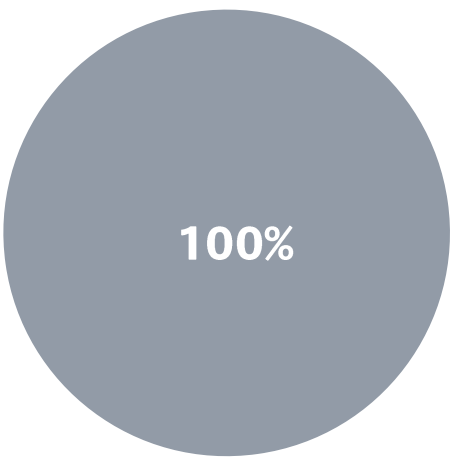

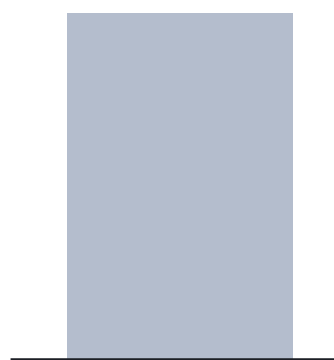
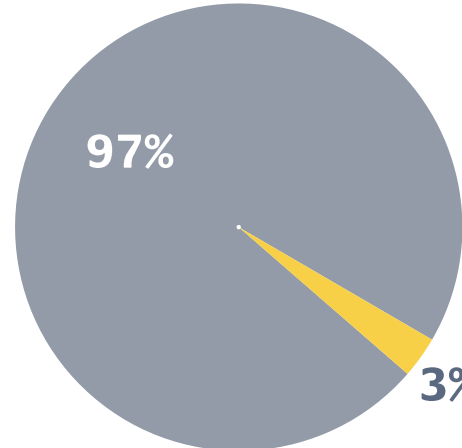
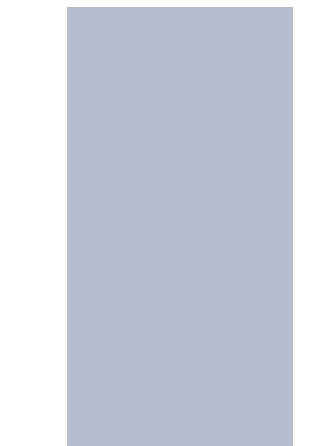
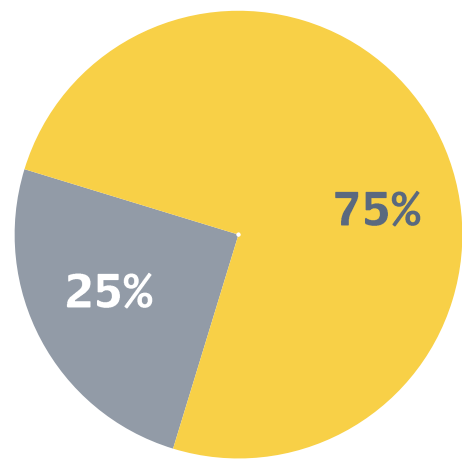


Gross margin





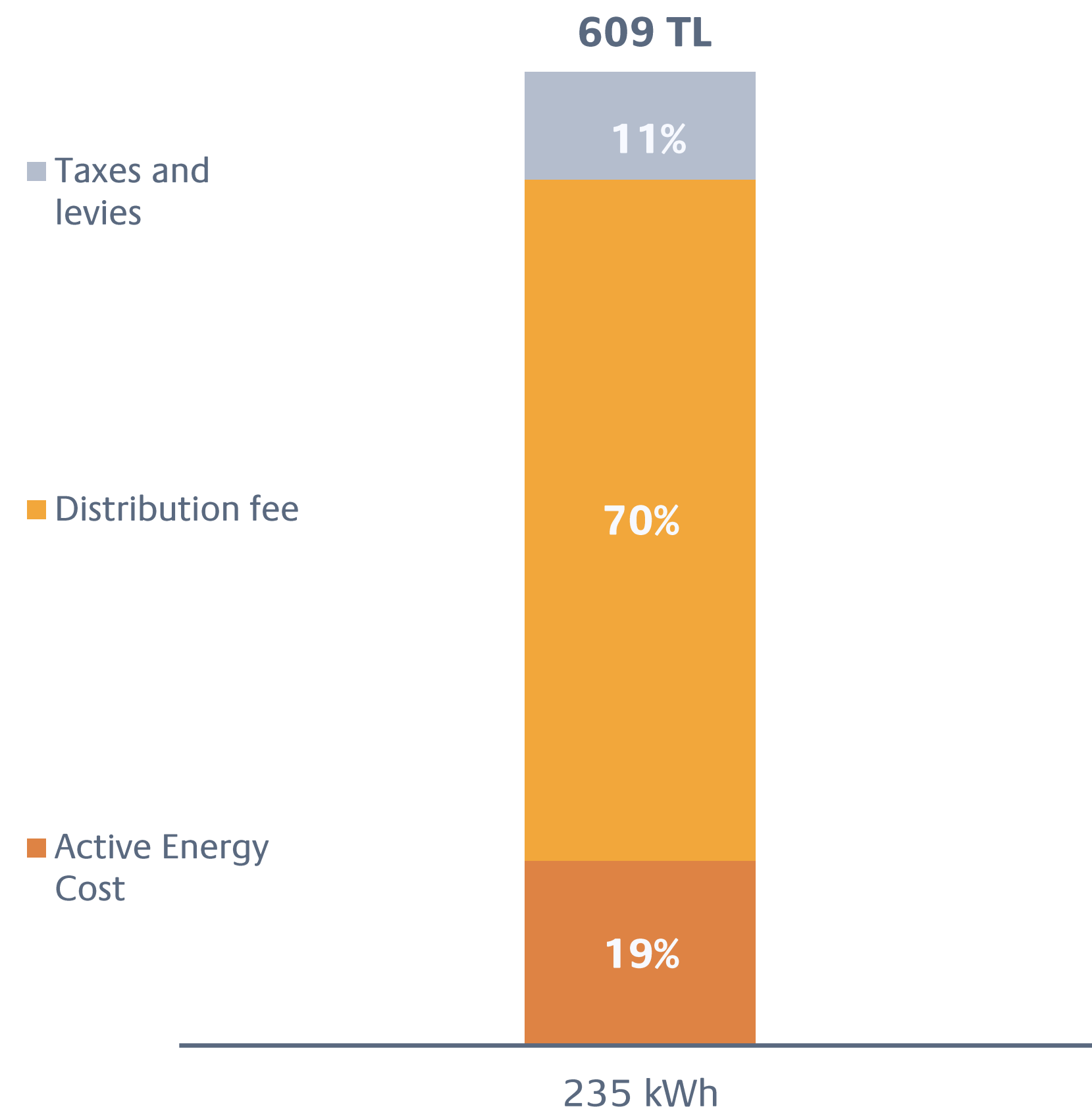
# Well-defined retail strategy by customer segment

Customer segment	Number of customer accounts (m)	Sales volume (TWh)	Sales volume ratio
<b>Residential<sup>1</sup></b> (Regulated + liberalized) <ul style="list-style-type: none"> <li>Regulated or those who continue to purchase electricity at the regulated tariff due to their tariff structure, even though exceeding the eligibility limit</li> <li>Wide customer base and diverse customer needs</li> <li>Service and support need through different channels</li> </ul>	 <p>9.5</p> <p>2024</p>	 <p>18.0</p> <p>2024</p>	 <p>100%</p> <p>Regulated</p> <p>Liberalized %0</p>
<b>Small and Medium Enterprises (SME)</b> (Regulated + liberalized) <ul style="list-style-type: none"> <li>Due to the tariff structure, a shift to liberalized SME who are above the eligibility limit</li> <li>Wide customer base and diverse customer needs</li> <li>Service and support need through different channels</li> </ul>	 <p>1.3</p> <p>2024</p>	 <p>9.3</p> <p>2024</p>	 <p>97%</p> <p>Regulated</p> <p>Liberalized 3%</p>
<b>Corporate (B2B)</b> (Regulated + liberalized) <ul style="list-style-type: none"> <li>Commercial or industrial customers above eligibility limit and with high consumption</li> <li>Customer oriented solution and customized service need</li> </ul>	<p>14.2 thousand as of 2024</p>	 <p>22.1</p> <p>2024</p>	 <p>25%</p> <p>Regulated</p> <p>Liberalized 75%</p>

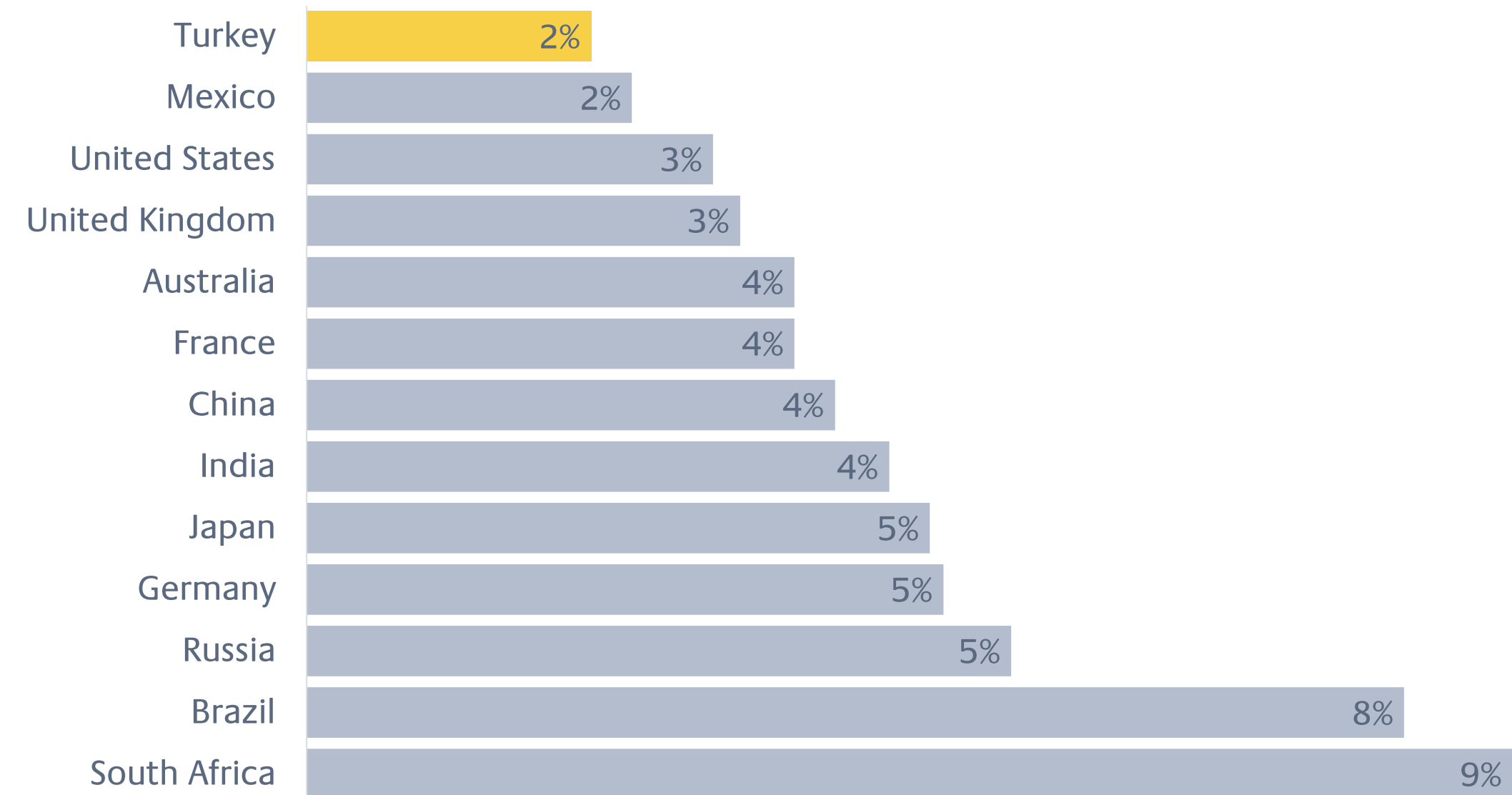
1) Households (detached buildings, apartments, sites), common areas and non-commercial associations, foundations, places of worship, etc.)

# Electricity bill accounts for a relatively low share of household income

Breakdown of monthly average regulated electricity bill<sup>1</sup>



Affordability of electricity by country<sup>2</sup>  
(GDP per capita ratio)



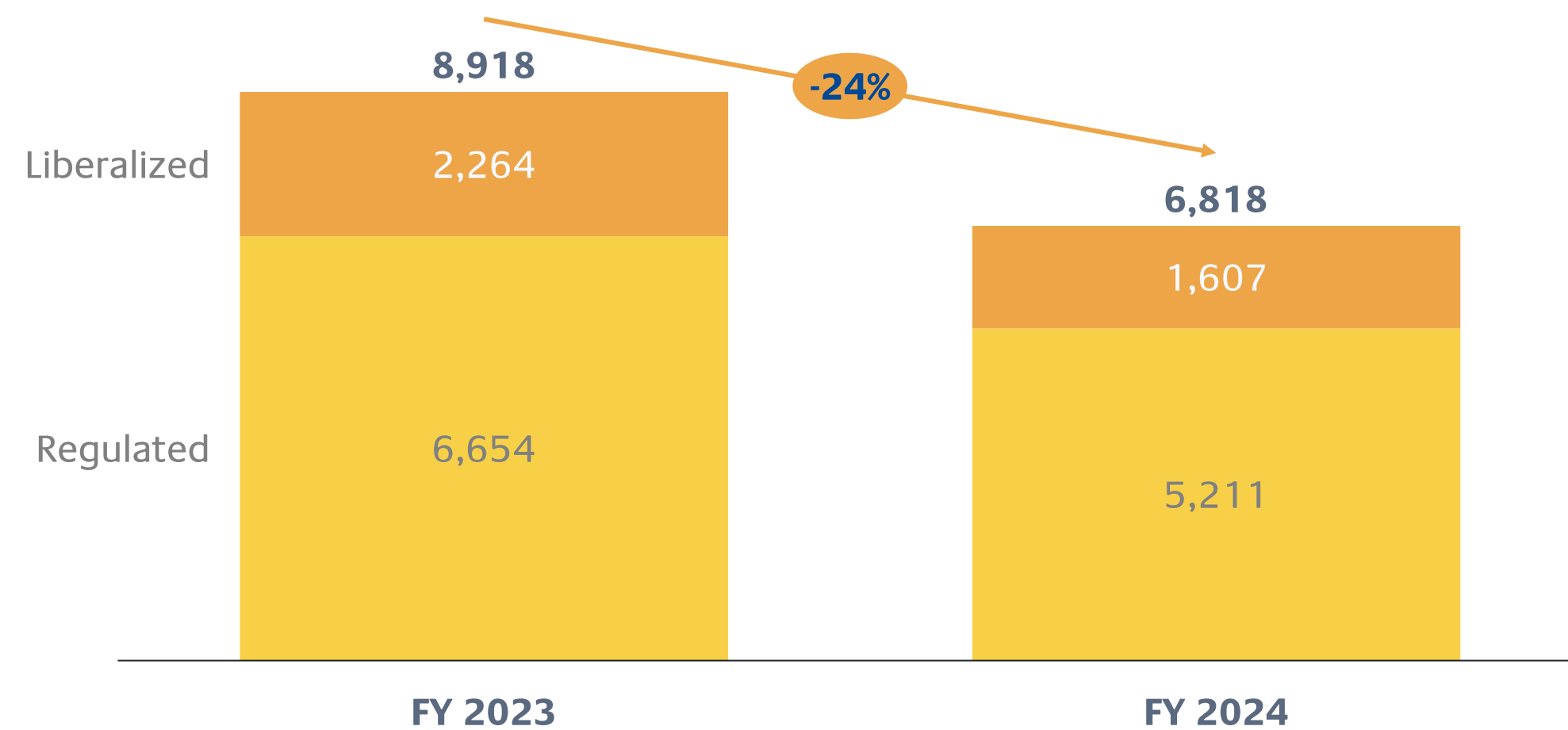
- Electricity bill dominated by taxes, levies and regulated network fees, active energy cost only amounting to one third
- Share of wallet for electricity consumption compared to other countries relatively low

1) Calculated for average household consumption of 235kWh/month based on National Tariff for residential customers effective April 5, 2025

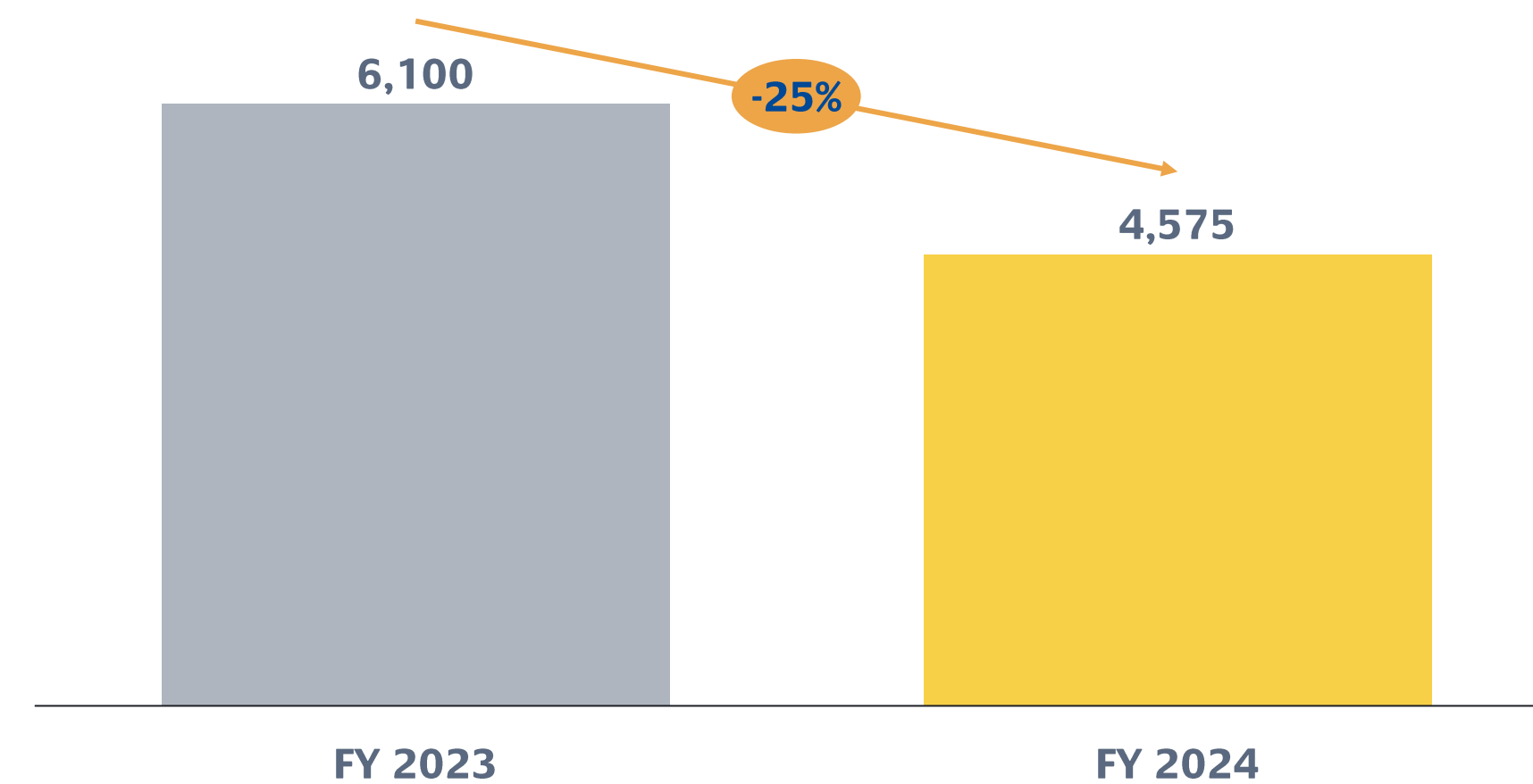
2) Data compiled by; Statitsa – Electricity consumption per capita worldwide in 2021 by selected country & IMF World Economic Outlook Database, April 2022

# Retail financial overview

Retail Gross Profit  
(TLm)



Retail Operational Earnings  
(TLm)



## Key drivers yoy

- Regulated market: Lower electricity procurement cost resulting in lower gross profit based on “cost plus” mechanism. Partially offset by higher volumes and higher feed-in-tariff (FIT)
- Liberalized market: Lower gross profit due to lower margins, partially netted off with higher sales volumes

# Regulated segment is the anchor of Enerjisa's retail profitability

## Gross Profit calculation

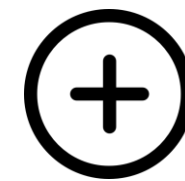
Volume (MWh)



Regulated procurement price<sup>1</sup> (TL/MWh)  
x 2.38%

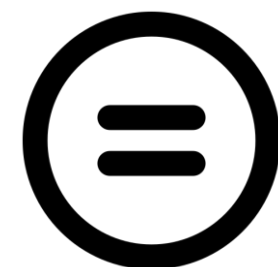


Borrowing cost compensation  
x (1 + 2.38%)



Retail Service Revenues

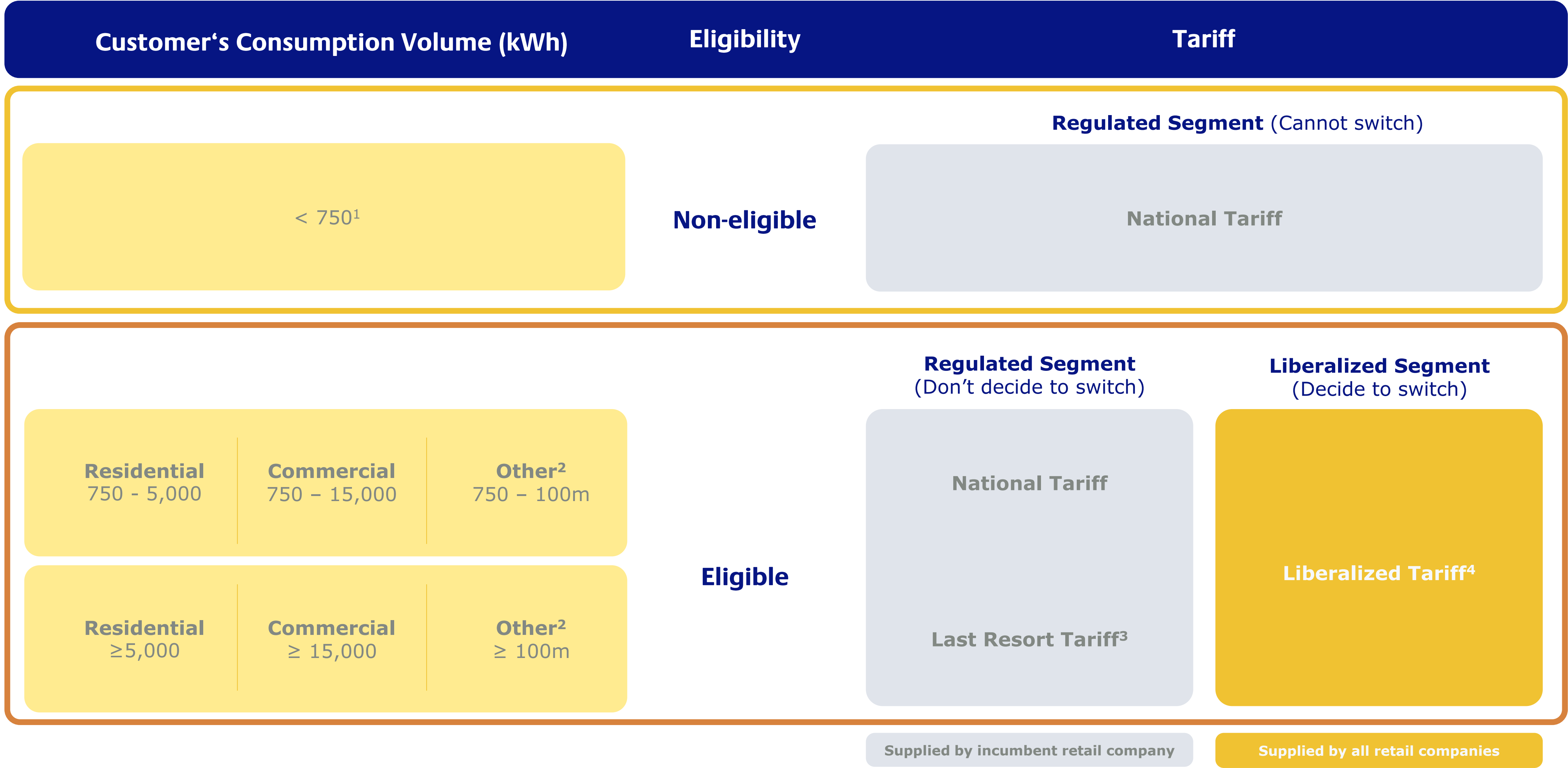
- Operational expense ceiling as sum of fixed costs
- Variable costs
- Efficiency parameters
- Compensation of uncontrollable costs



**Regulated Gross Profit**

1) Including Feed in Tariff

# Liberalized market offers eligible customers to choose supplier

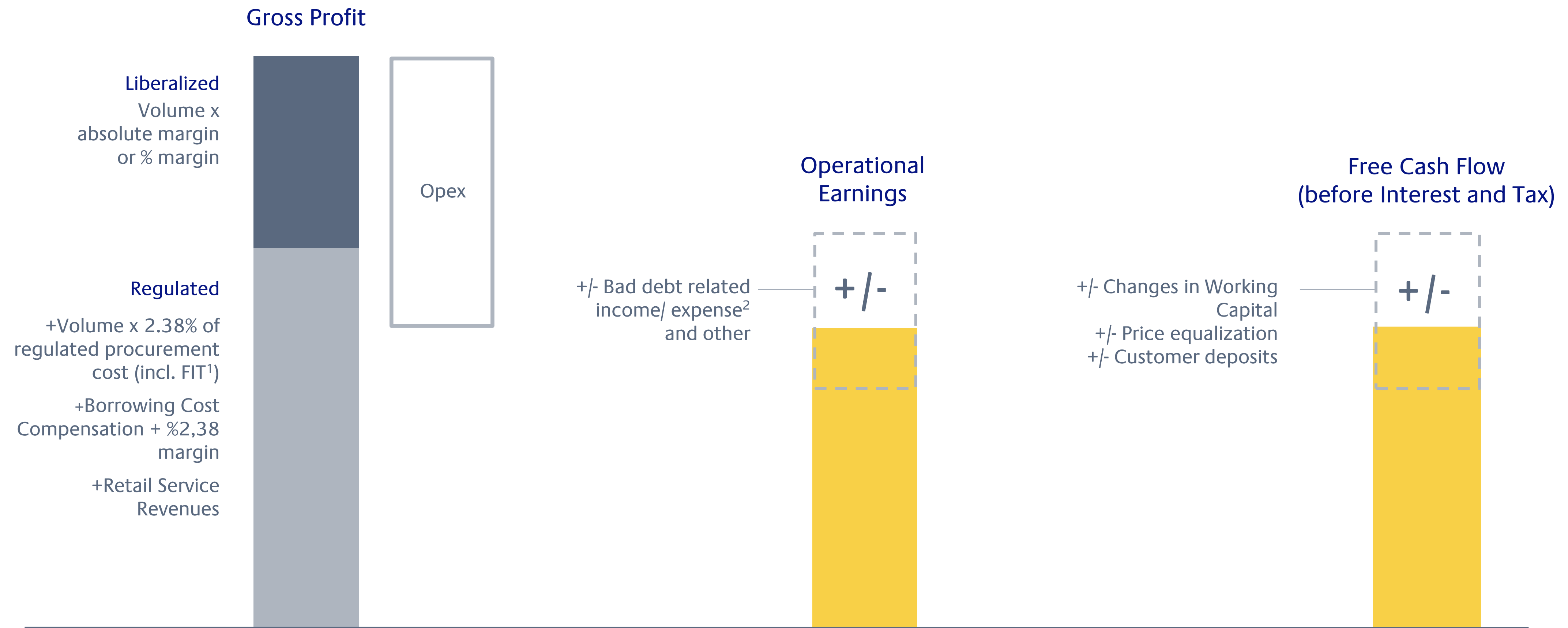


1) The eligible customer limit effective as of January 1, 2025  
2) Other: Agricultural irrigation and rest (Public, excl. Services Sector, Industrial, Lighting)  
3) As of February 1, 2025 the residential customers consuming 5,000 kWh/year or above and the commercial customers consuming above 15,000 kWh/year are be subject to the Last resort tariff (LRT). Purchase condition for the LRT applied to residential customers is Energy Costs (Including Feed-in Tariff) x 1.05. Purchase condition for the LRT applied to commercial and other customers is Energy Costs (Including Feed-in Tariff) x 1.09382  
4) Determined by electricity retail companies.



# High cash generation capacity as foundation of resilience, dividends and growth

## Reconciliation from Gross Profit to Free Cash Flow



1) Feed In Tariff

2) Doubtful provision expenses, + bonus collection, + late payment income





# Customer Solutions



# Best-in-class product portfolio capitalizing upon the decarbonization needs of our customers

In four different clusters, we offer our customers sustainable and innovative end-to-end solutions to improve energy efficiency and reduce CO<sub>2</sub> emissions.

## Green Energy Solutions

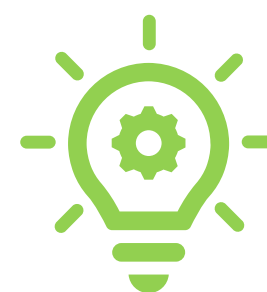
- Renewable energy certificates
- Carbon reduction certificates
- Green energy tariffs



1,956 GWh renewable energy certificates sold

## Energy Efficiency Solutions

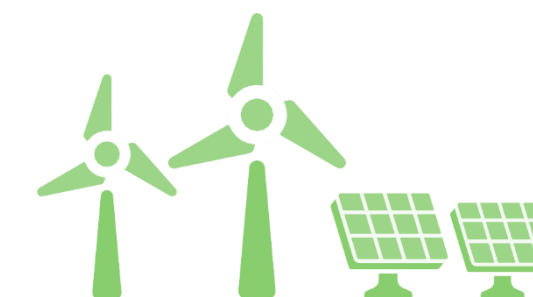
- Energy efficiency solutions in industrial facilities and buildings
- Lightning transformation projects



19.5 GWh annual energy conservation

## Renewable Energy Solutions

- Solar/PV power plants
- Wind power plants
- Energy storage projects



102.4 MWp solar power capacity installed

## E-Mobility

- Charging solutions for electric vehicles (Eşarj)



2,563 EV charging plugs

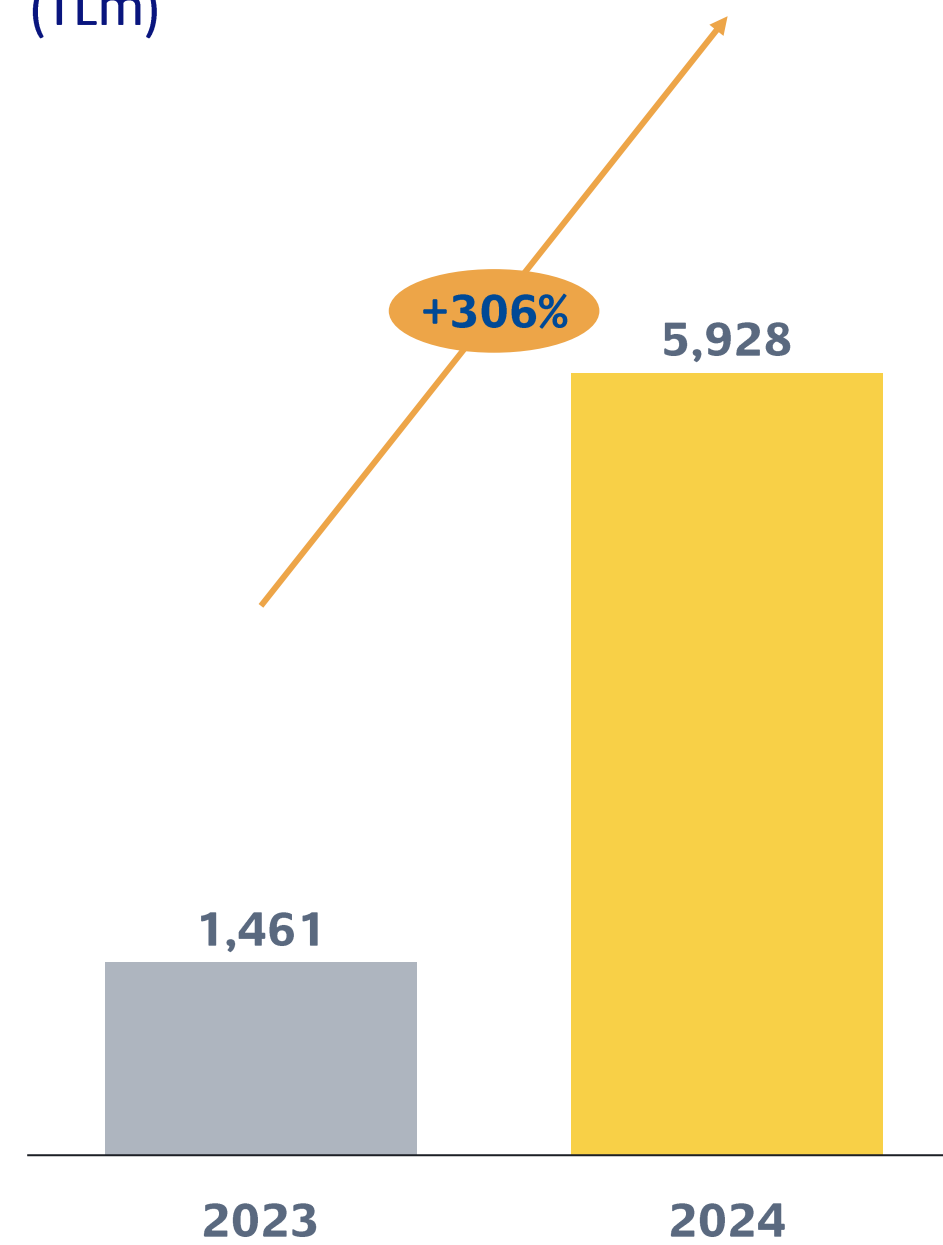
Note: Data as of 31 December 2024



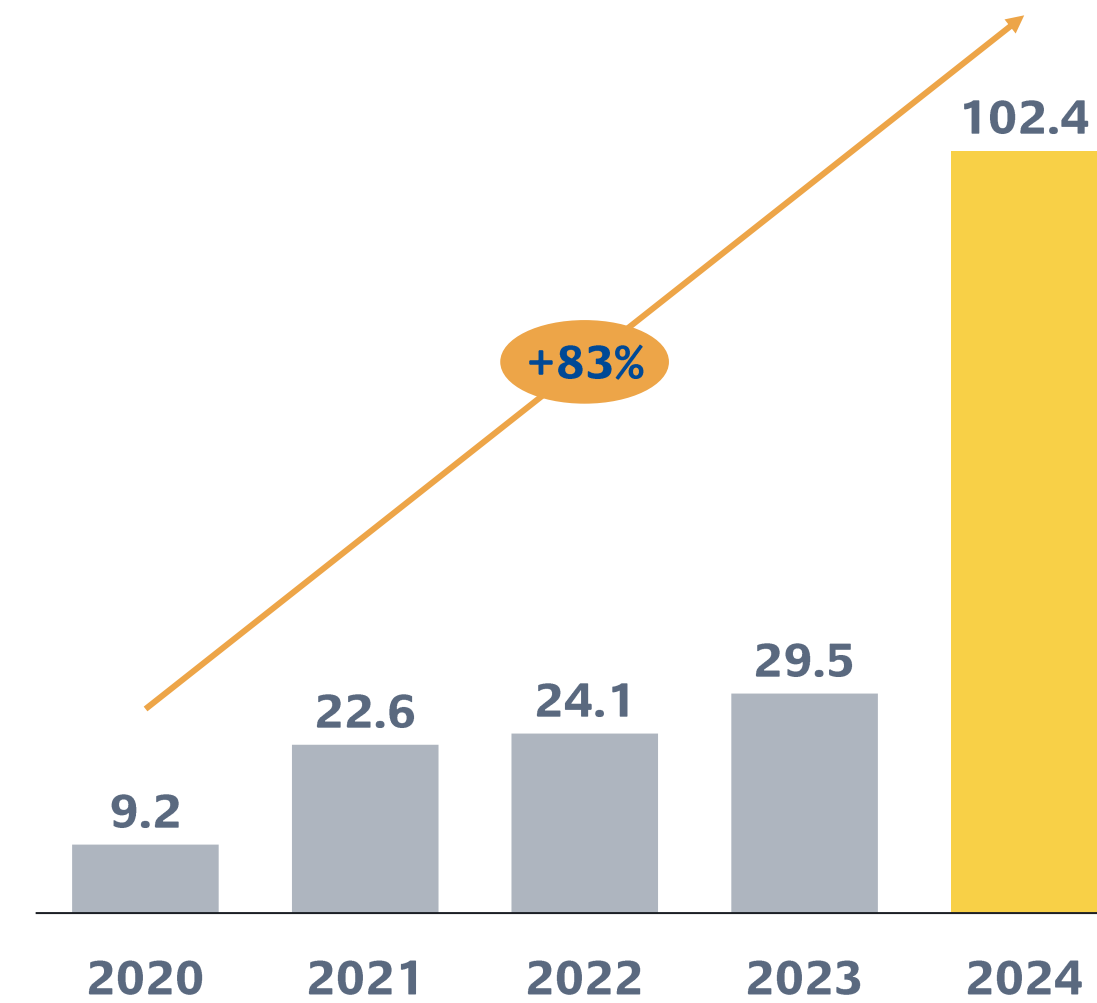
# Customer Solutions performance overview

## Key performance indicators

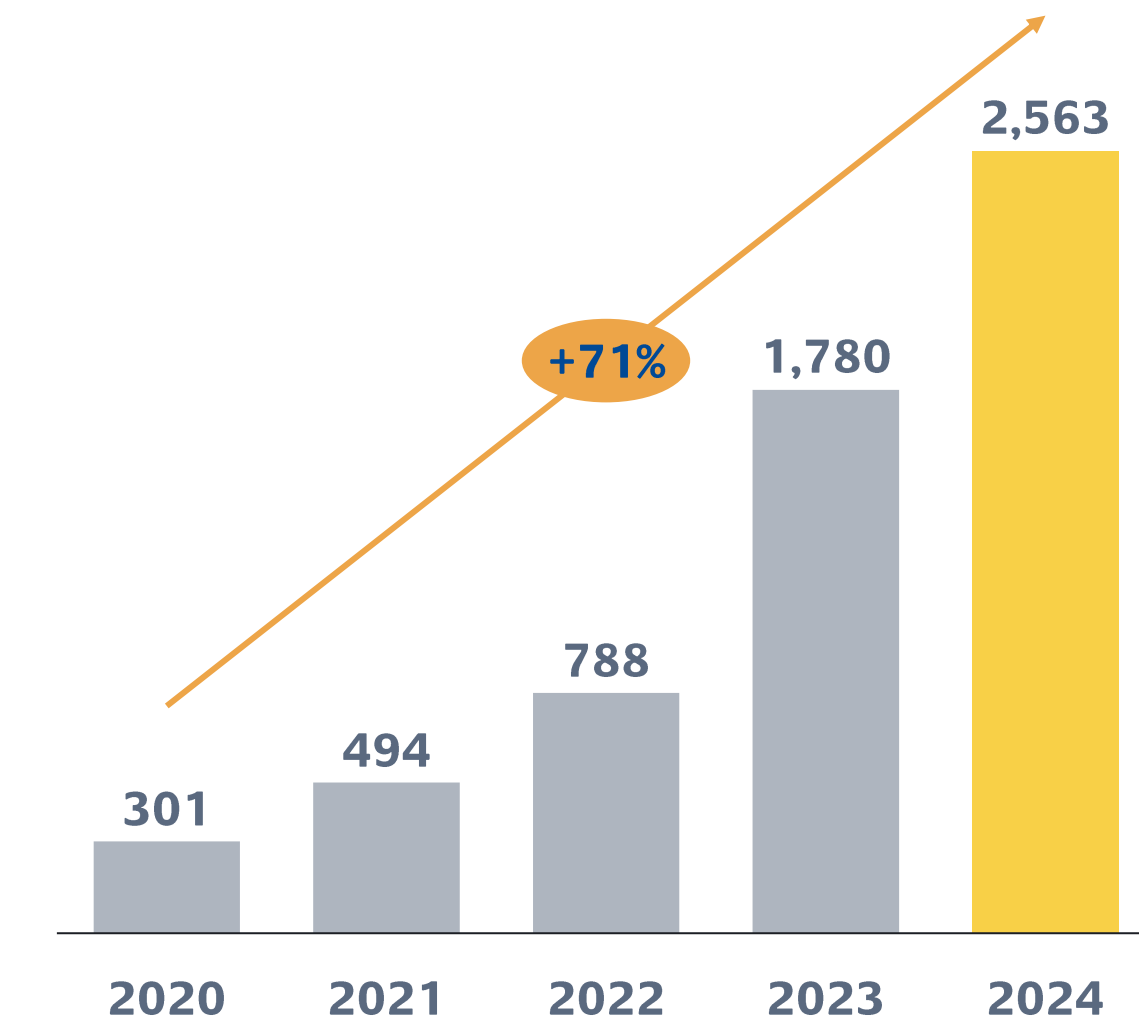
Gross Profit  
(TLm)



Solar Power – Installed capacity  
(MWp)



EV charging plugs



# Green Energy Solutions

Enerjisa Enerji's customers may reduce or neutralize their greenhouse gas emissions resulting from electricity consumption with two types of certificates

- **Renewable Energy Certificate (REC)**

2,027 GWh of Renewable Energy Certificates sold in 2024.

- **Carbon Reduction Certificate**

The Carbon Reduction Certificate is a type of credit owned by a real or legal person (a business/plant which generates energy from renewable energy resources), that is standardized, which can be traded and can be expressed in metric tons of CO<sub>2</sub>.



## Renewable Energy Certificate

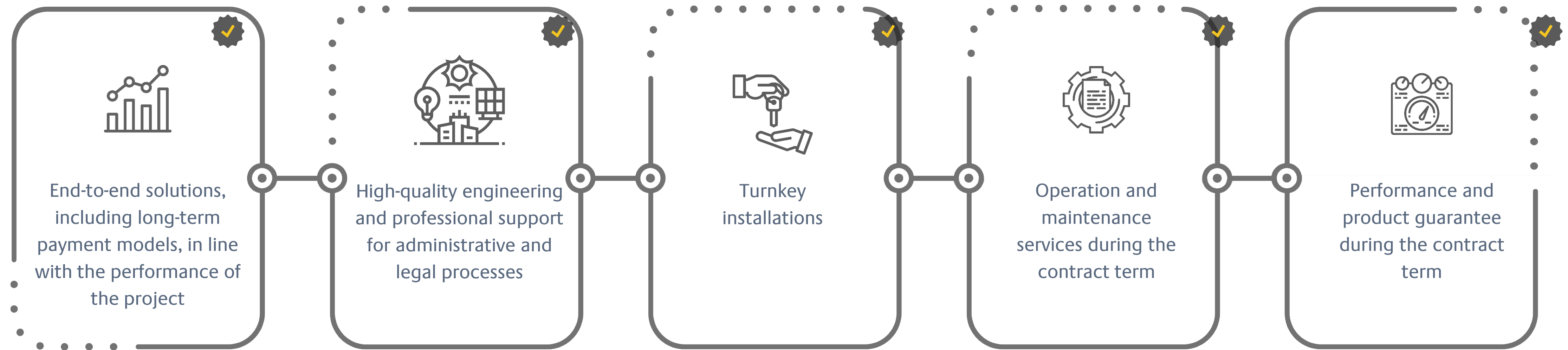
This market-based tool represents ownership rights to environmental, social and other non-power attributes of renewable electricity generation. This certificate, which has been approved by international organizations, signifies that 1 MWh of electricity is generated from a renewable energy source and delivered to the electricity grid.

Bu belge taraflar arasında imzalanan  
Elektrik Tedarik Sözleşmesi yürürlükte kaldığı sürece geçerlidir.

This document is valid as long as  
the Electricity Supply Contract signed between the parties.

# Energy Efficiency and Renewable Energy Solutions

## Business model for Energy Efficiency and Renewable Energy Solutions







- The total installed capacity of the solar power plants reached 102.4 MWp as of December 2024 and 73 MWp of this capacity commissioned in 2024.
- Cogeneration and trigeneration solutions installed at Sabancı University, Hilton Adana and Hilton Ankara locations with a total capacity of 3.8 MWe will prevent more than 30,000 tons of CO<sub>2</sub> emissions over the course of 10 years.



# E-Mobility: Market leading customer-centric charging solutions with massive growth opportunities driven by the electrification of the mobility sector

## Eşarj in figures

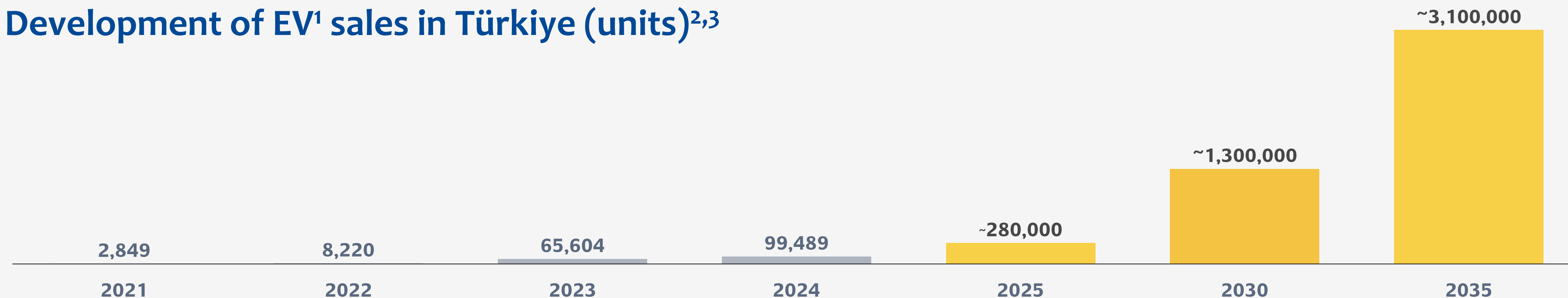
-  Market leader in Türkiye with >20% DC market share
-  15 years of experience
-  Operates in 81/81 cities
-  >2,500 EV charging plugs (>75% DC<sup>1</sup> fast charging)



## Areas of operation

- ✓ **Hardware:** Sale of AC/DC fast charging units
- ✓ **Service:** Installation and maintenance of fast-charging infrastructure in requested locations such as highways, buildings, offices etc.
- ✓ Operation of DC charging stations

## Development of EV<sup>1</sup> sales in Türkiye (units)<sup>2,3</sup>



1) Direct Current

2) Electric Vehicle 3) 2021 – 2023 TEHAD: Türkiye Electric & Hybrid Vehicles Association. Projection 2025-2035 EMRA – EV Sales and Infrastructure Projection, average of 3 scenarios available (April 2024)

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