

Disclaimer



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O1 Capital Allocation

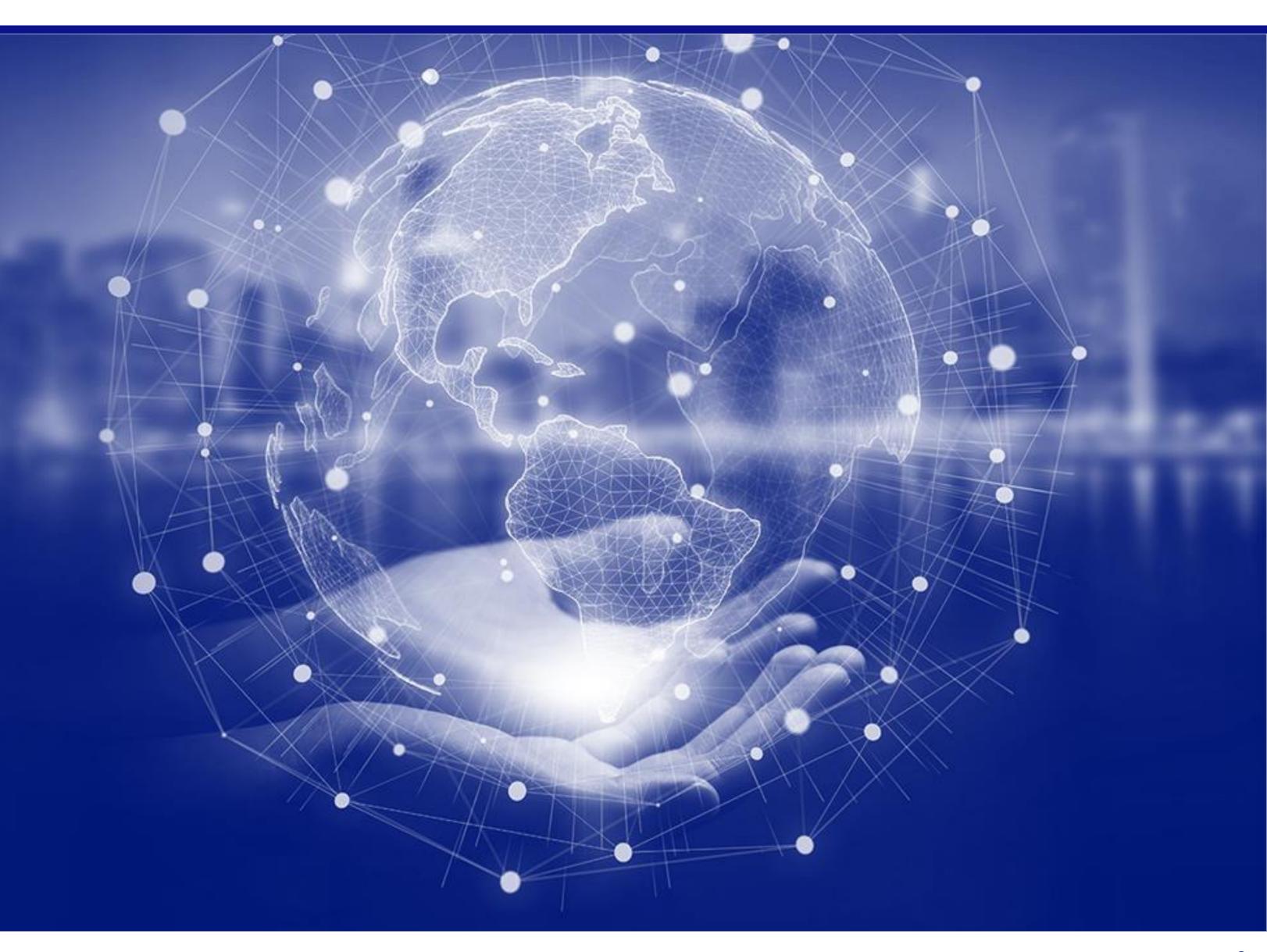
02 Sustainability

Operational & Financial Performance

Strategic Business Units & Digital

05 Holding Value Add

Mid-Term Guidance





01 **Capital Allocation** Sustainability **Operational & Financial** Performance **Strategic Business Units** & Digital Holding Value Add Mid-Term Guidance

Doubling CAPEX to accelerate both organic and inorganic growth...



DOUBLING CAPEX | 25/75 SPLIT BETWEEN CORE & NEW INVESTMENTS

Grow and Protect the Core

- Strengthen our market leading positions
- Profitable growth driven by customer centricity

Maximize Shareholder Return

- → Dividend Policy: 5%-20% of net income
- **DPS** (2017-2022): up by 3.75 times
- ⇒ Share Buyback Program:
 Up to 5% of paid-in capital: 102 mn shares
 Total funds allocated: TL1.75bn
- → Long-term Incentive Plan: NAV Growth & rTSR



Invest in New Platforms

- → Increasing share of new economy: from 6% in 2021 to ~13% in midterm
- → 75% of non-bank capex for transformation & adjacencies focusing on:
- FX generation
- Digital
- Sustainability
- → IRR > WACC + (1% to 3%)

Keep Healthy Balance Sheet

- → Healthy use of capital & debt
- Managing B/S as if an investment grade company

...with a coherent strategic plan on core and new platforms...



Purpose	>	We unite Turkey and the World for a sustainable life with leading enterprises								
Strategic direction	>	Innovate to provide wider customer experience		3		eer in Lead in digital & nability material technologic		es	Adapt to Future of Work	
Grow and protect the core	>	 Energy and Utilities Distribution network growth (RAB) Sustainable & renewable generation Asset light services Sizeable customer solutions Distributed generation E-mobility 	New eneUS netw	vork expansion in the new white ceme	es to Europe nd components in grey cement	 Digital banking Growth in instance Channels & page 	urance with		CyberseAdvance	Digital Business harketplace curity ed analytics & IoT h investment (Artı 1)
New growth platforms	>	 New energy technologies investment abroad New fuel economics (hydrogen) 	SustainaSustaina	 New mobility solutions, Telematics Sustainable chemicals Sustainable building materials Carbon capture and utilization 		 Reconfiguration of health insurance business Becoming a healthcare player Digital platforms & ecosystem 		Early posi	tioning in emerging digital and material technologies	
Holding value add	>	Performance culture Dynamic cap		Dynamic capita	tal allocation Value		e creation via data driven ecosystem			
Foundation	>	Human capital								

...and successful delivery on our strategic initiatives





Increase in Shareholding in E-charging: Increase in Enerjisa Enerji's effective shareholding in e-charging company

from 80% to 94%

Completion of
White Cement Business Unit Restructuring:
Acquisiton of Bunol Plant in Spain

Sale of Philsa & PMSA Shares:
Sale of Sabancı Holding's entire shares
in Philsa & PMSA

Acquisition of Arvento:
88.89% of Arvento by Brisa to
transform into a mobility solutions
business

Acquisition of Microtex**:

Share purchase agreement for the acquisition of 60% of Microtex by Kordsa Inc. to expand in composites in the automotive and motorsport in Europe

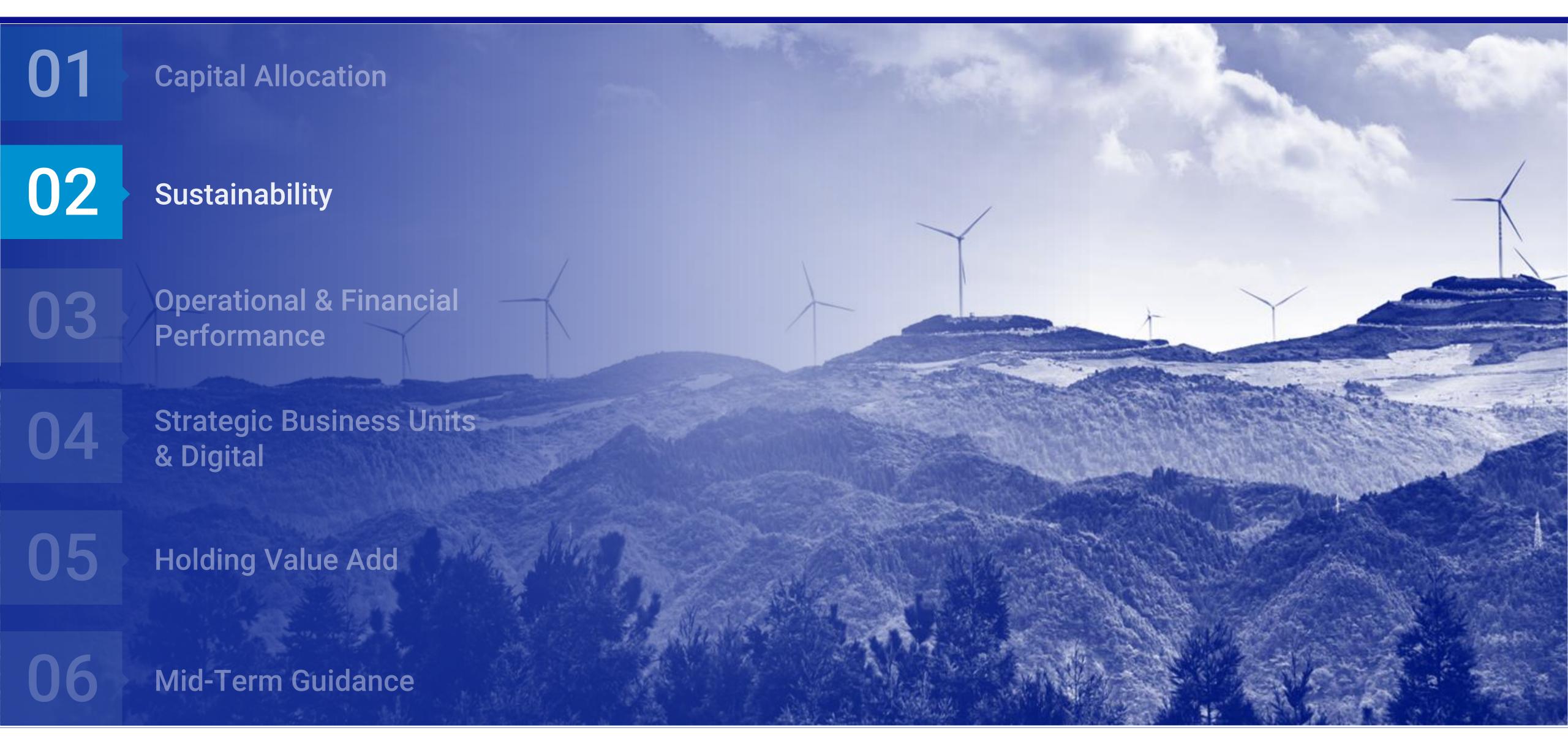
Acquisition of 51% of Radiflow
& 100% of SEM**

Network Opt

Digital Investments:

Network Optimization in Building Materials Business Sale of some cement plants & cement grinding facilities for EUR110mn







we transform the core

TL 5.9 BN 1

44%2

SDG-linked net sales revenues

SDG-oriented R&D

87%3

12.5_{GWh}

2x

19%4

waste recovery

energy recovery

more alternative fuel use than Turkey average

water recovery

29%

female employee ratio

female-to-male

pay ratio⁵

1. & Only

Turkish Company in World's Top Female-Friendly Companies⁶ 44%

ratio of women in the BoD

...and grow in sustainable platforms

Among our growth platforms...



Sustainable

Chemicals

E-mobility



Lightweight

materials





Renewables

Sustainable

Finance



New Energy Vehicles & Components

Distributed

generation



Telematics IoT 4.0



Cybersecurity





New electricity sources



Sustainable building materials



Offset technologies & solutions

...because it *makes* business sense.



Lower cost of debt & cost of capital



Broader investor base



Lower ESG risks



MSCI

0247cdp

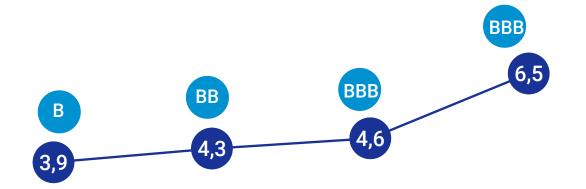
2021 MSCI 2 notches increase

in 9 Months

on Successful Execution in All Aspects of

E, S & G

MSCI Rating



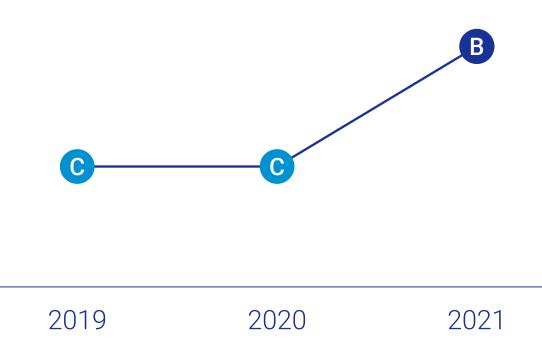
2021 CDP Climate 2 notches increase

Management Level on Climate Performance

Climate



CDP Climate Change Rating



2022 **GEI** Only Turkish Hold Co.

> Bloomberg **Gender Equality Index**

Score: **75**/100

Bloomberg GEI Key Pillars

- Female Leadership & Talent Pipeline
- Equal Pay & Gender Pay Parity
- Inclusive Culture
- Anti-Sexual Harassment Policies
- Pro-Women Brand

1 REFINITIV

2022 Refinitiv **Excellent Performance**

Out of 50+ Companies in **Investment Holdings Category**

Rating:

Refinitiv Key Pillars

- ✓ Environment
- ✓ Social
- Governance

Jun.20

Oct.20

Mar.21

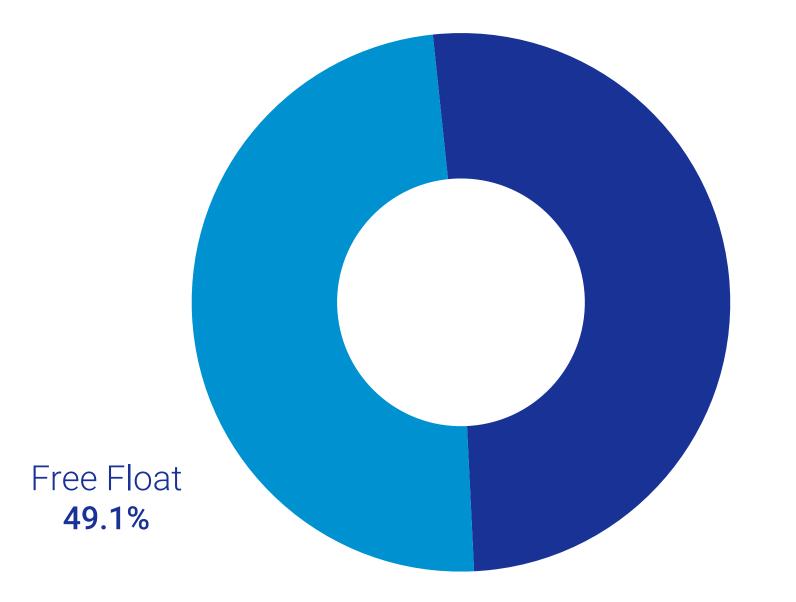
Nov.21

Weighted Average Key Score



Shareholder Structure

Sabancı Family 50.9%



Board Members

9 BoD members (3 Independent) 56% non-family, 44% women

Early Detection of Risk Committee Corporate Governance, Nomination and Remuneration Committee

Assumes some of the roles of the Portfolio Management Committee, terminated in 2020

Sustainability Committee

Formed in 2021 to assist the BoD in fulfilling their duties and responsibilities regarding environmental and social issues.

Executive Leadership

CEO, CFO and Group Presidents

Sustainability Roadmap







Act on Climate Emergency

Become 'Net Zero Emissions' and 'Zero Waste' by 2050 at the latest Review and renew our processes from a circular economy perspective



02

Maximize Positive Impact

Create shared value for all stakeholders, with social programs and partnerships



03

Foster Sustainable Business Models

Develop innovative products, services and business models that help accelerate the transition towards a more sustainable economy



Accelerators



Foundations



Digitalization



Human Capital

- → Provide development opportunities and experiences that will shape the Future of Work
- → Become a leader in Diversity & Inclusion



Technology & Innovation



Governance

- → Continuously improve our corporate governance structure
- Adopt an effective sustainability governance model











Smart Work Physical and Mental Health

Flexible & High Performance Workforce

New Talent and Skill Paradigm







Leadership

Purpose Driven Organization and Culture

Digital & Agile Organization

TL200MN

Planned Investment Within 2 years

1,500+

Planned Actions for 2021-2023



01

Capital Allocation

02

Sustainability

03

Operational & Financial Performance

04

Strategic Business Units & Digital

05

Holding Value Add

06

Mid-Term Guidance



Solid global footprint & strong global partnerships





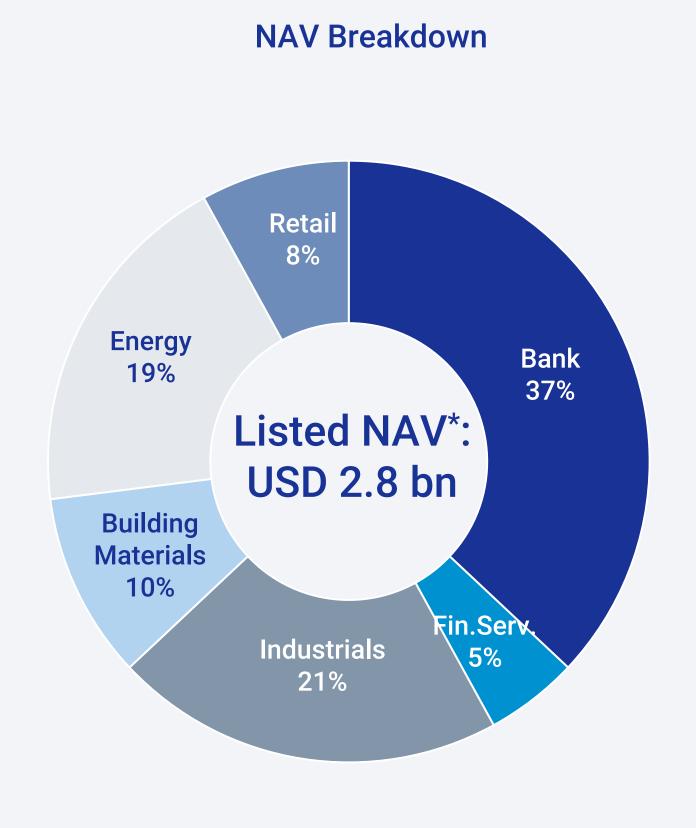
Partnerships

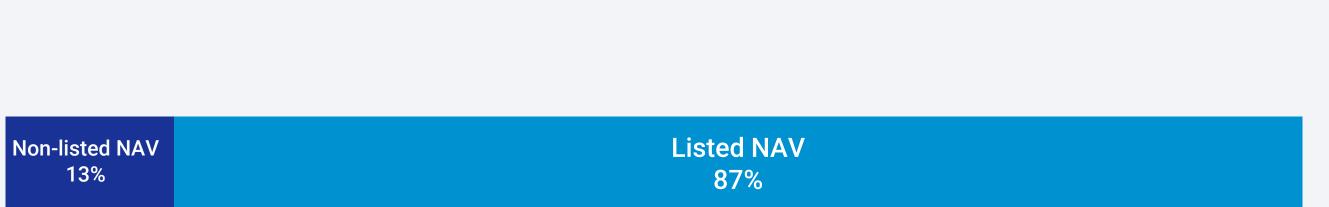
13
Countries

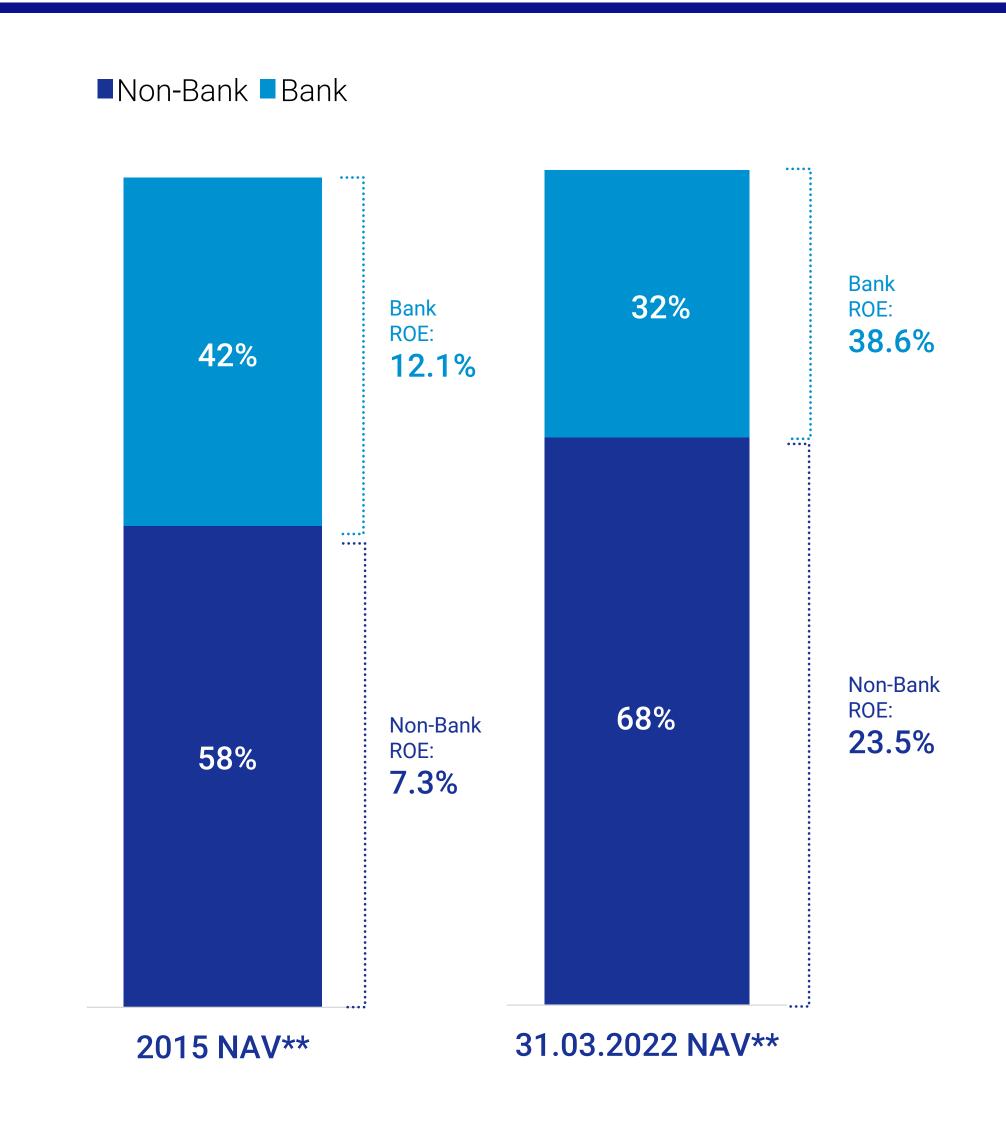
60K+
Employment

Complementary business units with increasing share of non-bank



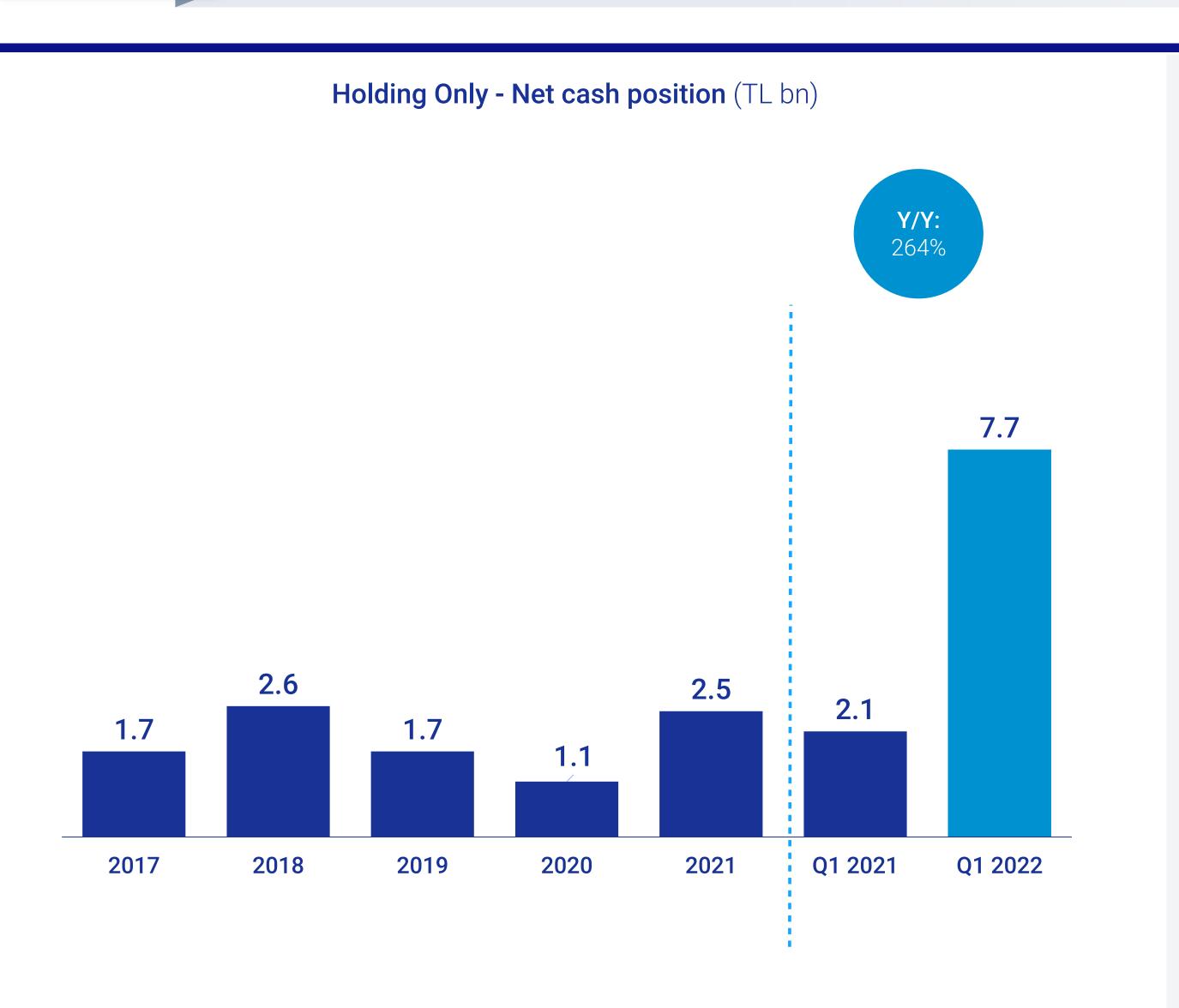






Resilient against FX volatility

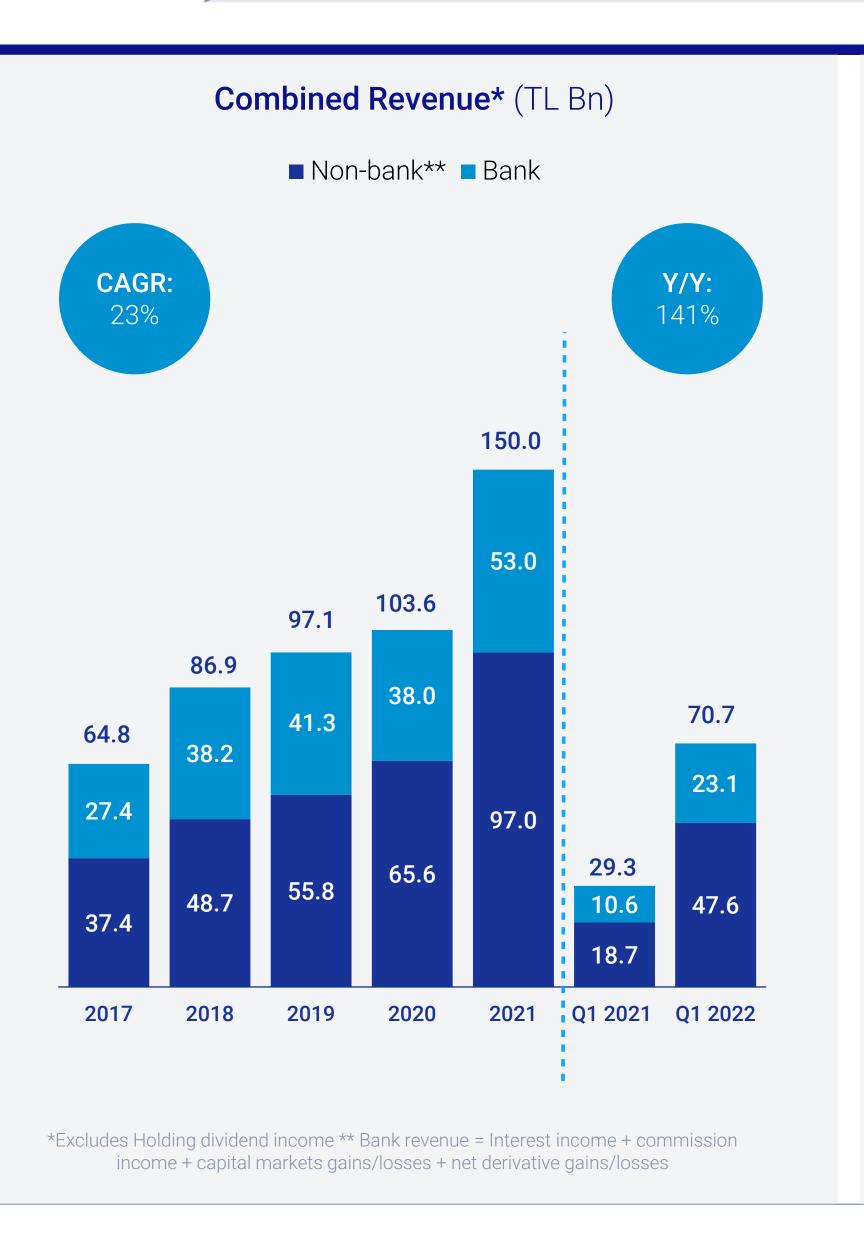


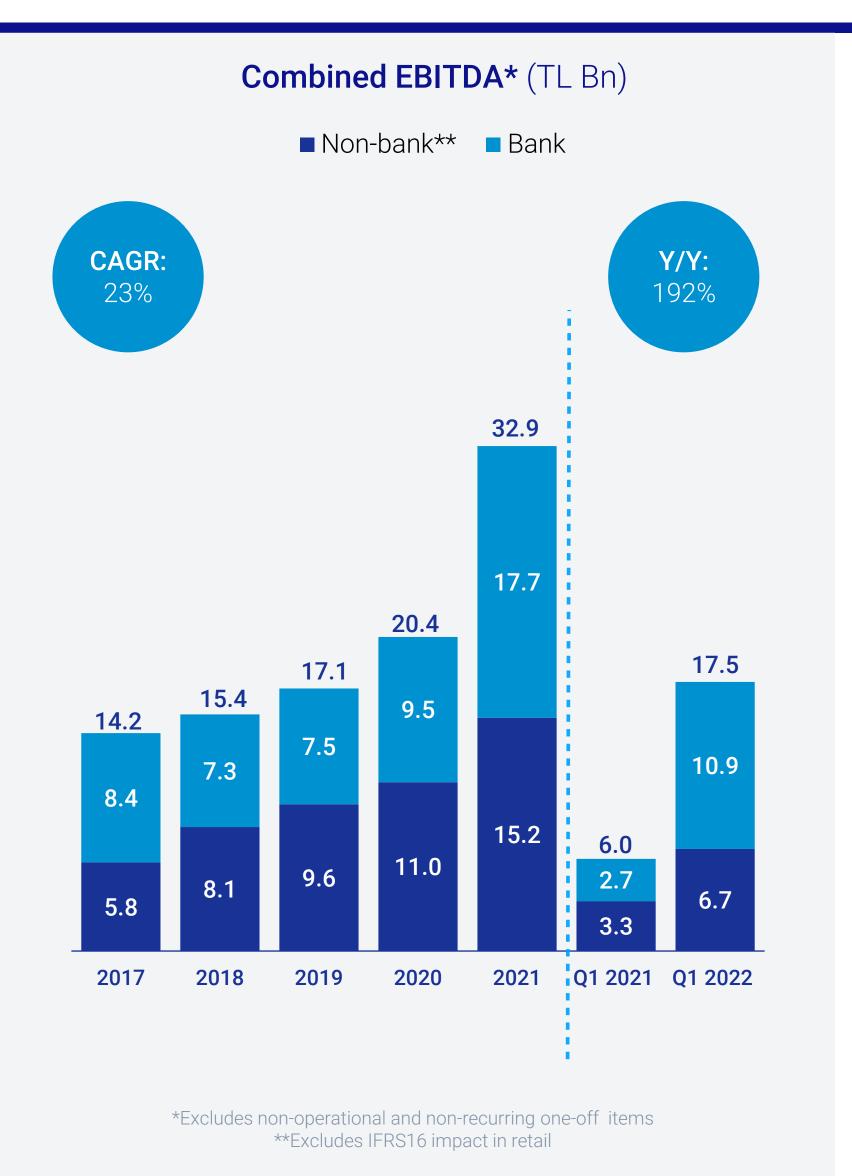


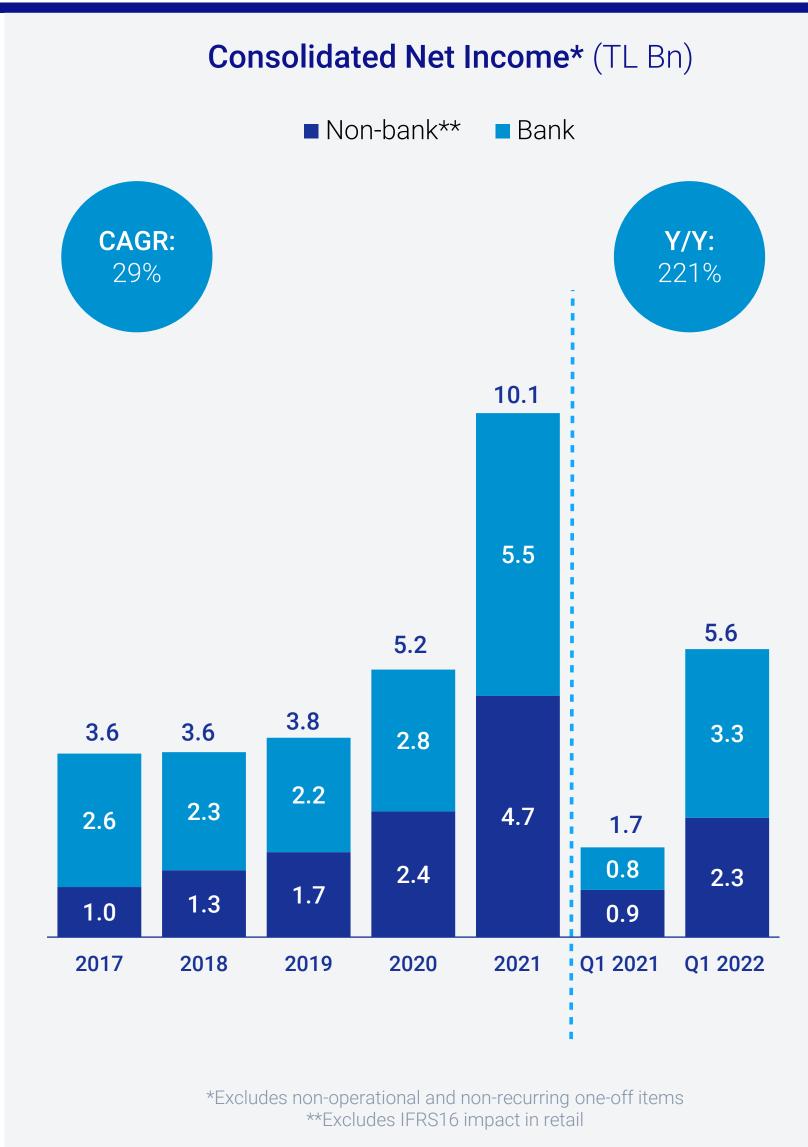


Profitable growth despite inflationary pressures & market volatility



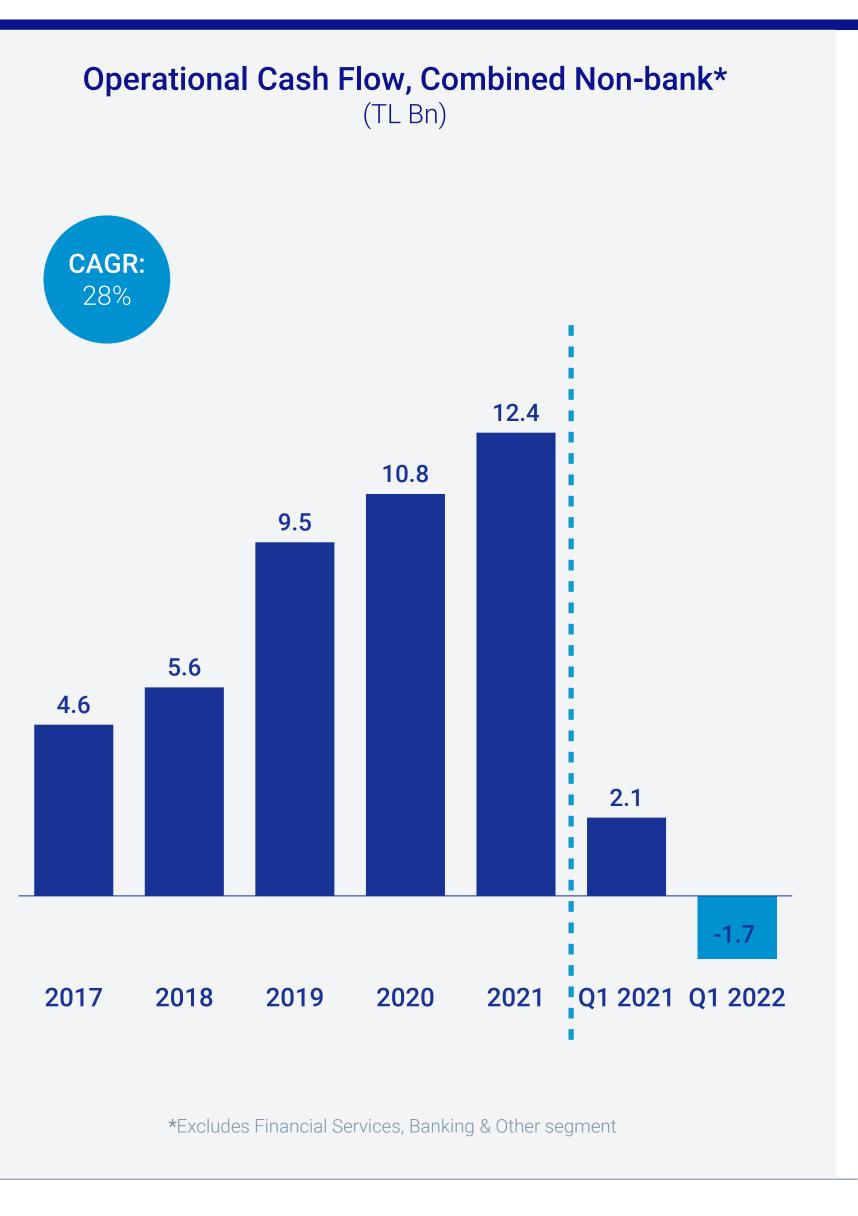


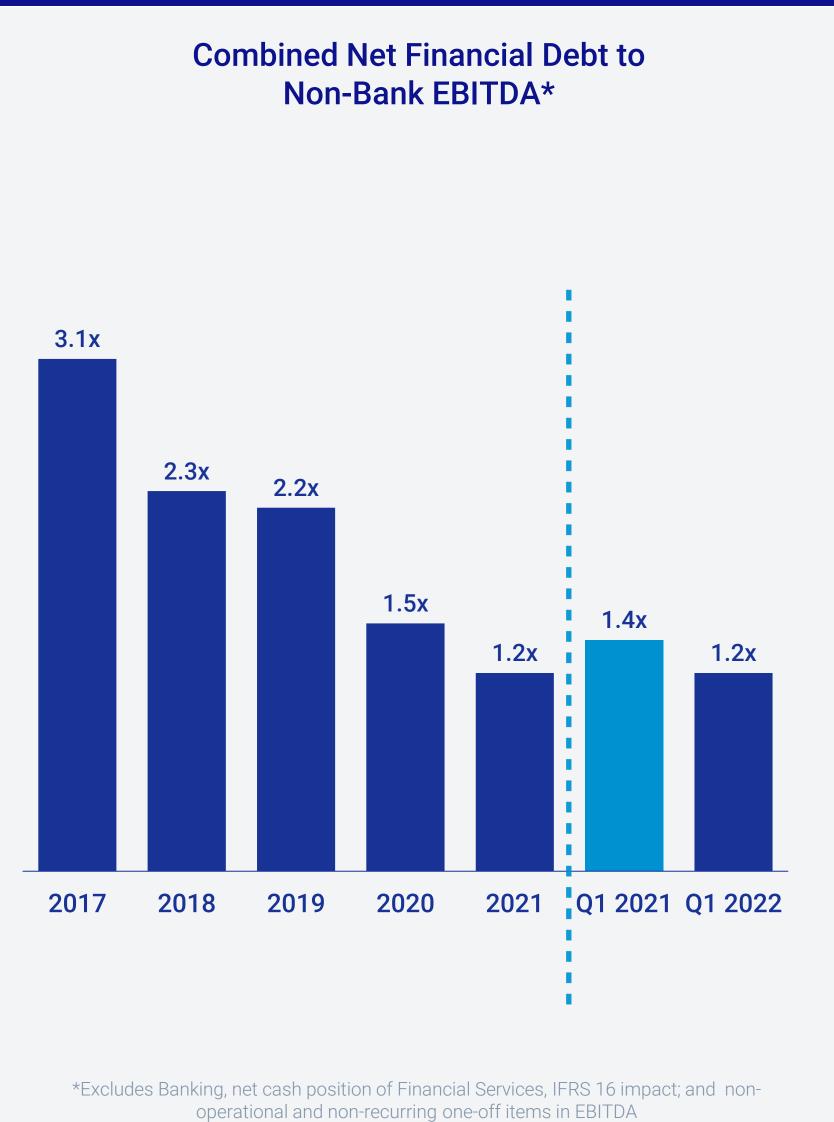


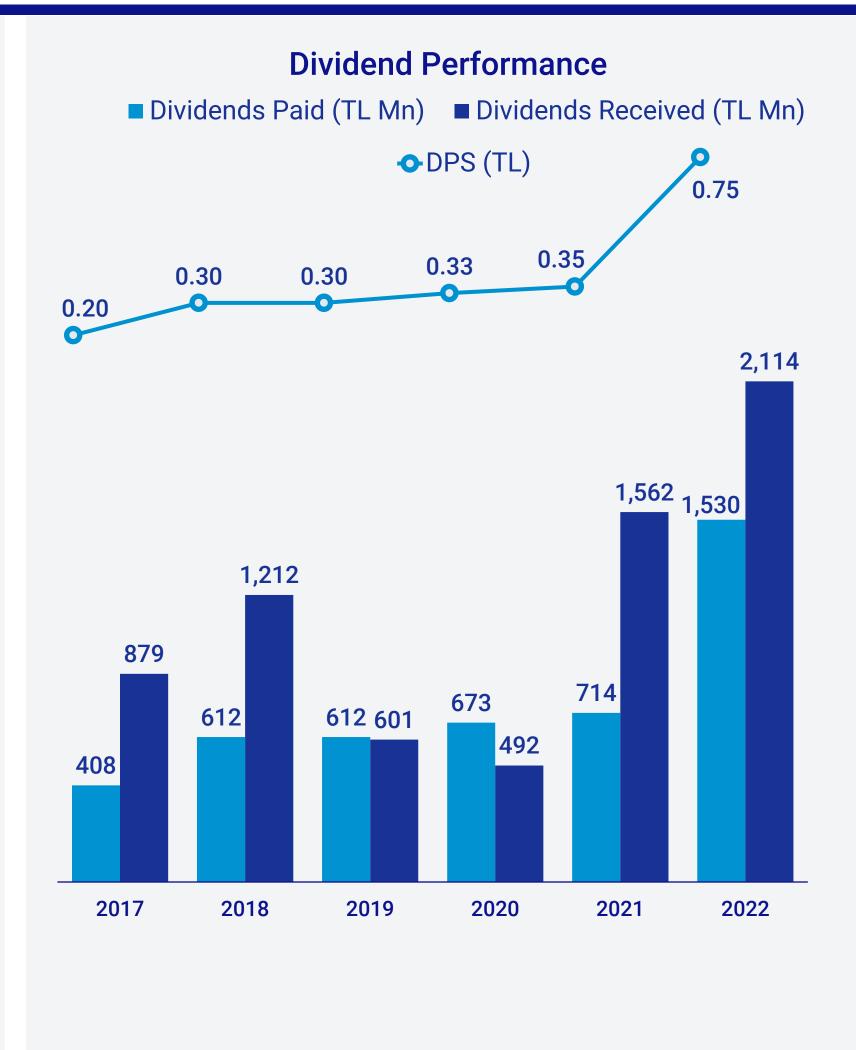


Higher dividend payments & healthy balance sheet despite contraction in cash flow











04

Capital Allocation

Sustainability

Operational & Financial Performance

Strategic Business Units & Digital

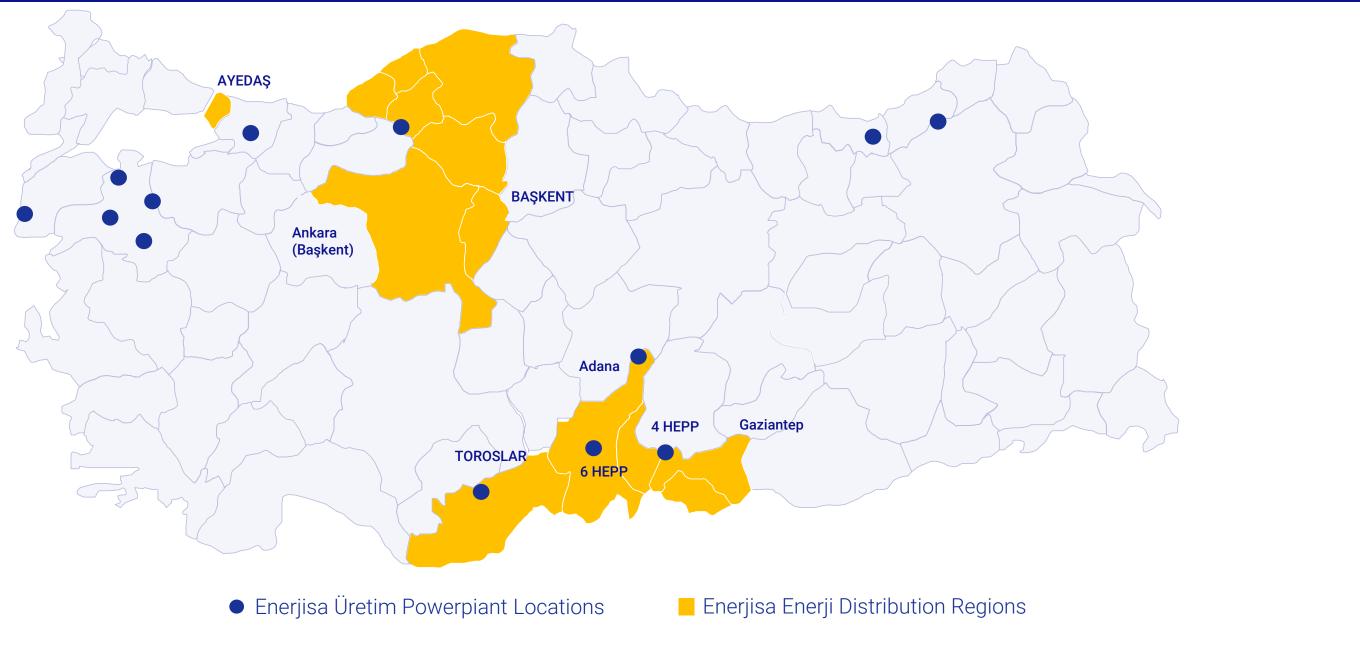
Holding Value Add

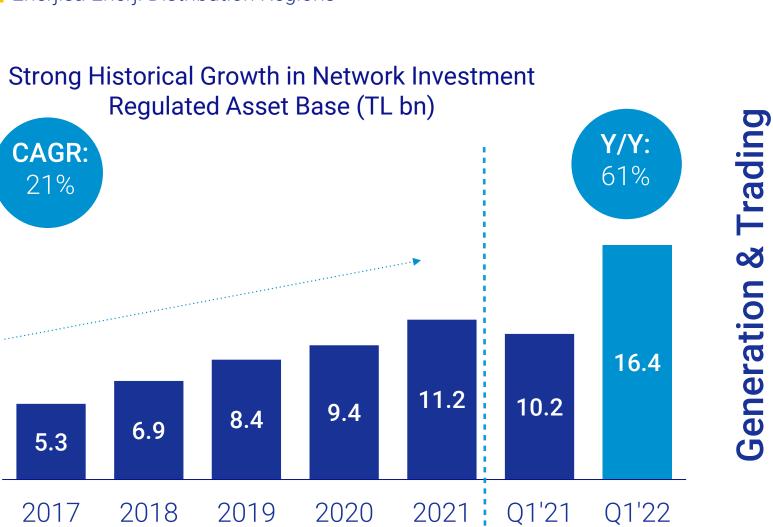
Mid-Term Guidance



Well Positioned & Strong Leader in Turkish Energy Industry





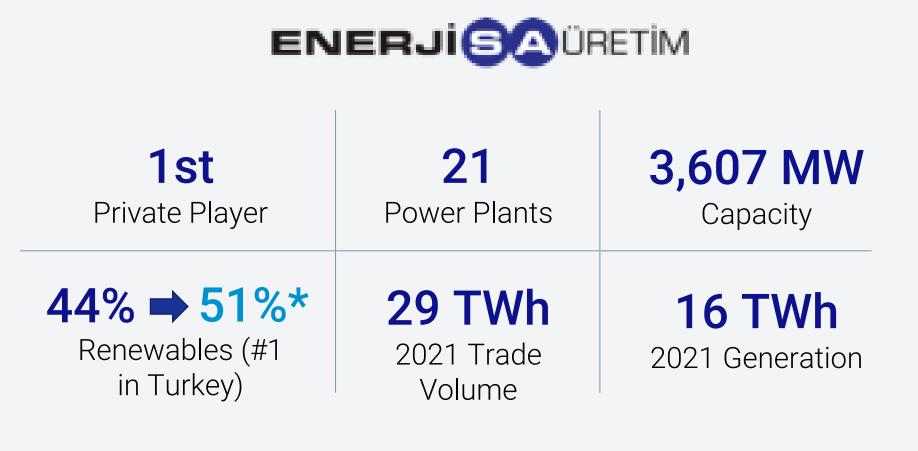


Retail

Distribution &



ENERJİ (SA)



*after 560 MW windfarm became operational between 2023 and 2025

Lignite

12%

Wind & Solar

7%

Hydro

37%

Well Balanced Generation Portfolio

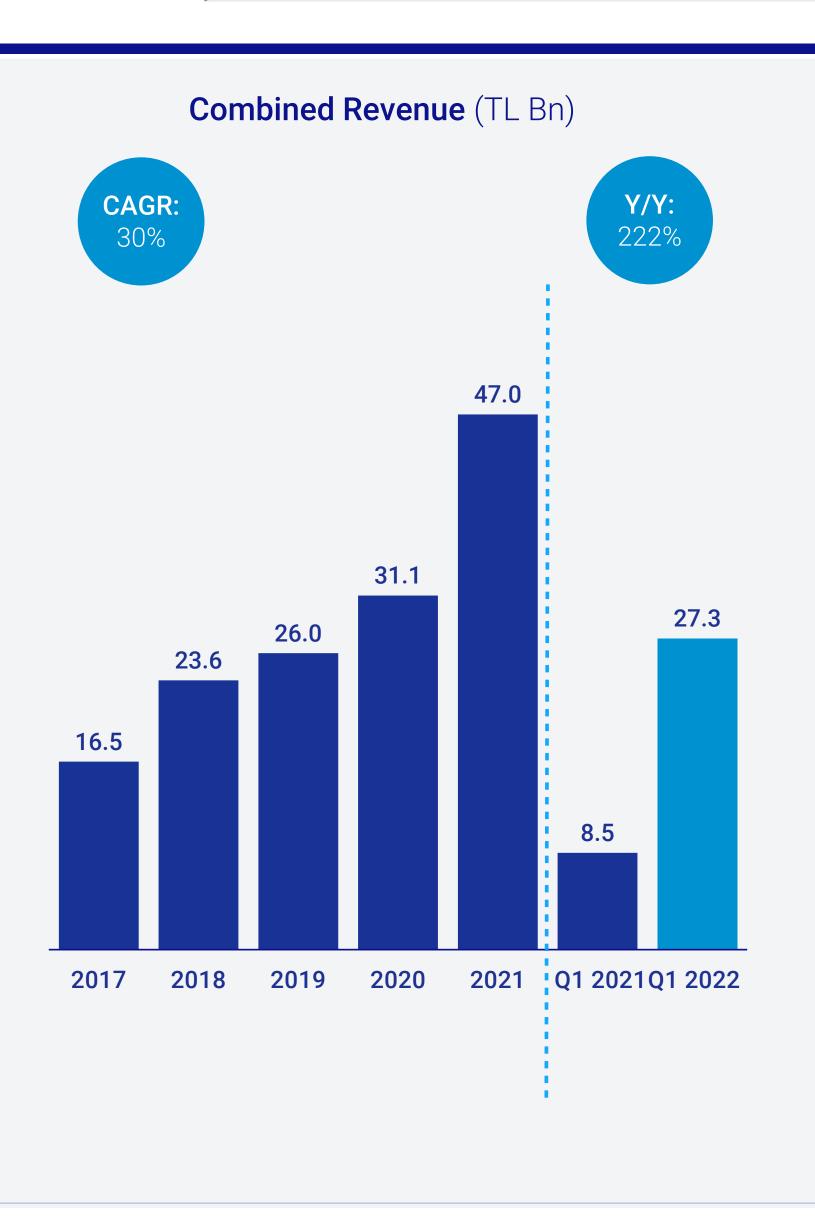
Installed Capacity (3.607 MW)

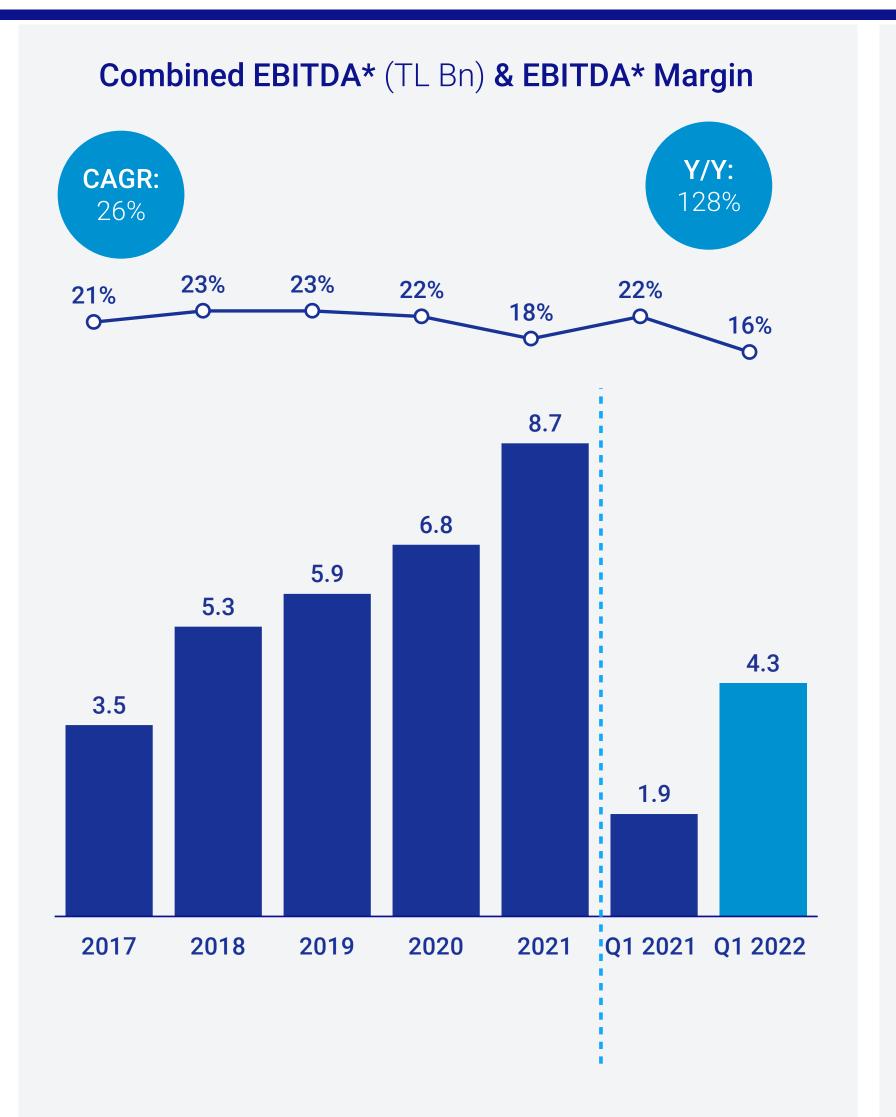
Natural Gas

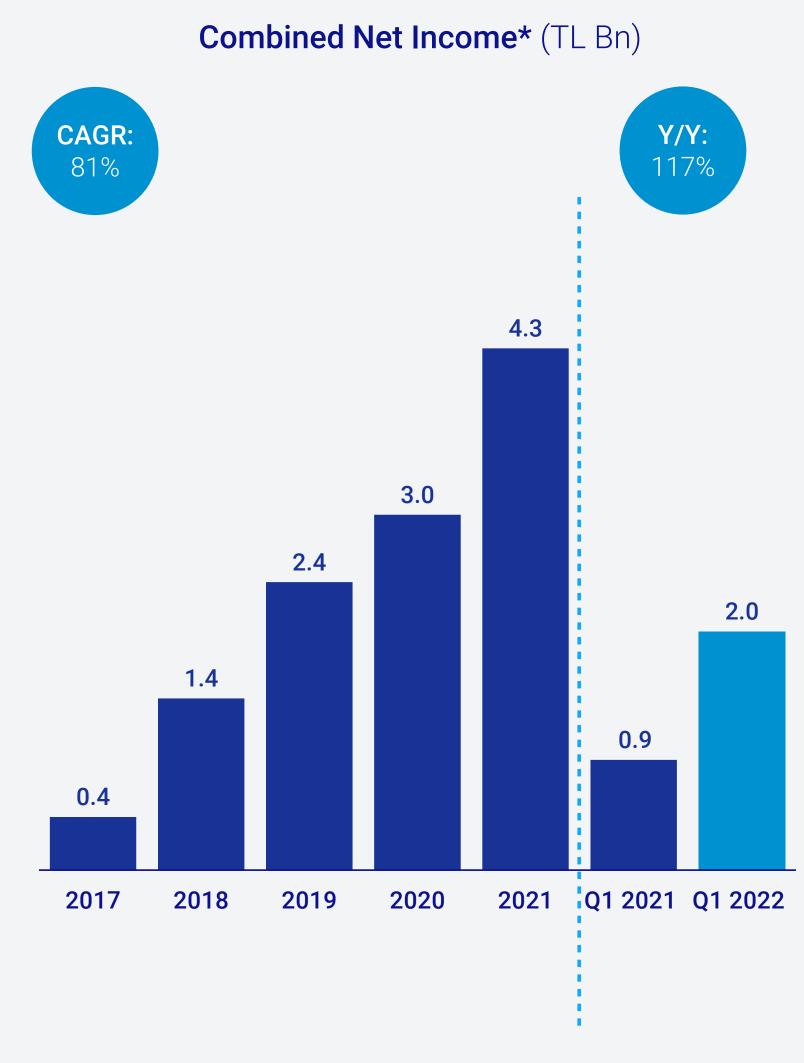
44%

Financial Performance









Global Players in Mobility Market





Tire & Mobility Solutions

omposites Reinforcer

C

Tire &

BRISA

1/3 of every Passenger Car Tire in Turkey

CDP A-Climate Change Category

37% Exports in Revenue

95 Otopratik & Propratik Mobility Service Shops

13.5 Mn Total Tire **Production Capacity**

7,300 Point of Sales in **87** Countries

TEMSA MOTORLU ARAÇLAR

Market Leader Pickup Turkey

23 Authorized Dealers

31 Service Points



66 Export Countries

1st Electric Bus in Turkey

Battery Package Production

KORDSA

1/3 of every Passenger Car Tire in the World

CDP A-

100% Climate Change International Category Revenue

Tire Reinforcement Plants

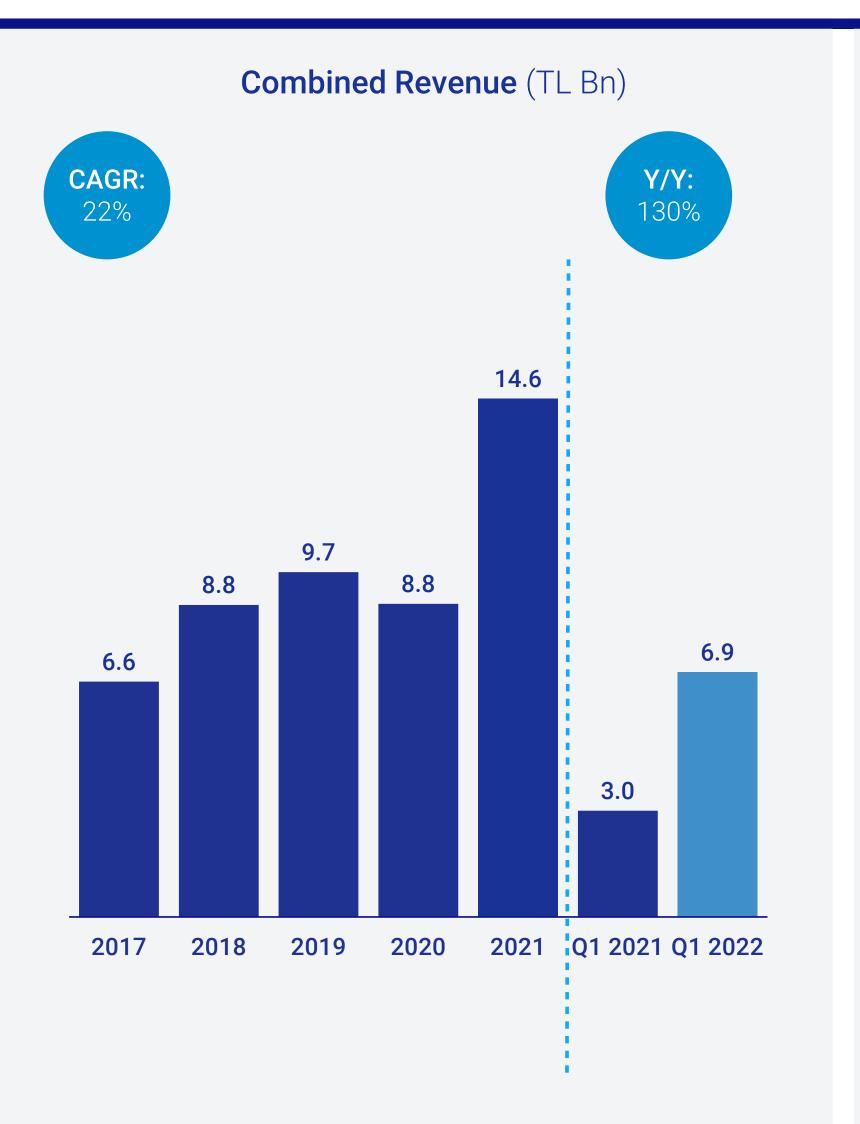
Composites plant

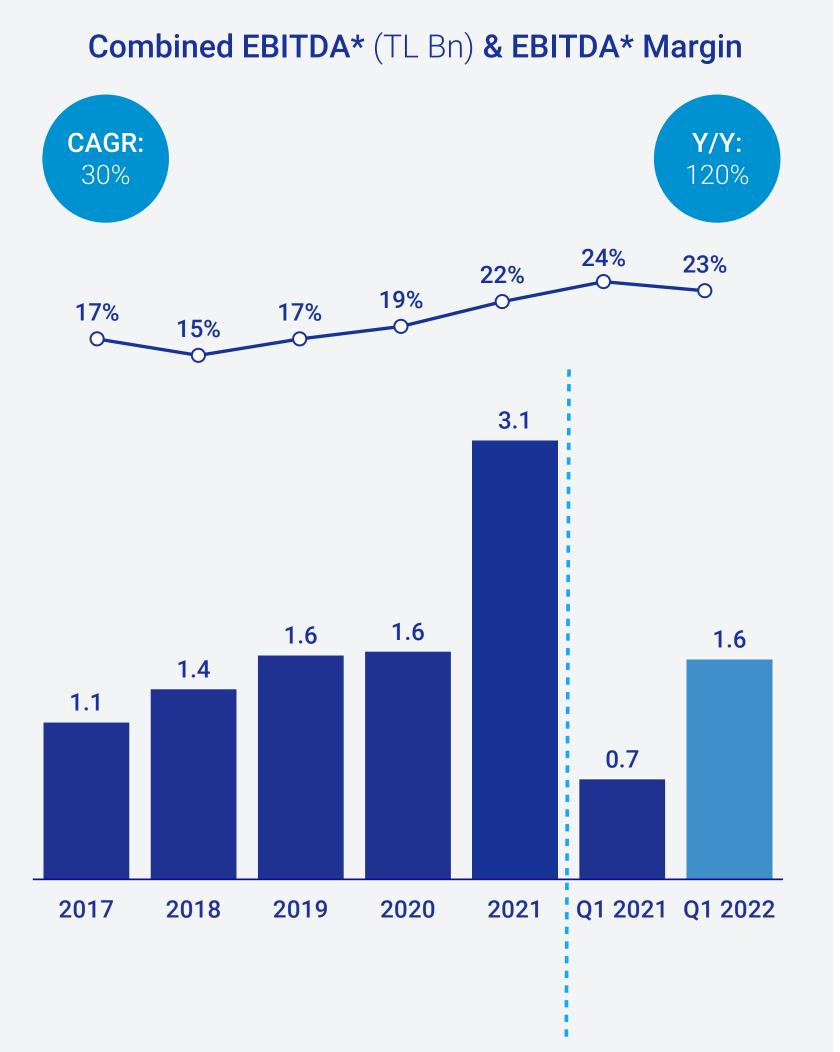
491 **R&D Patents**

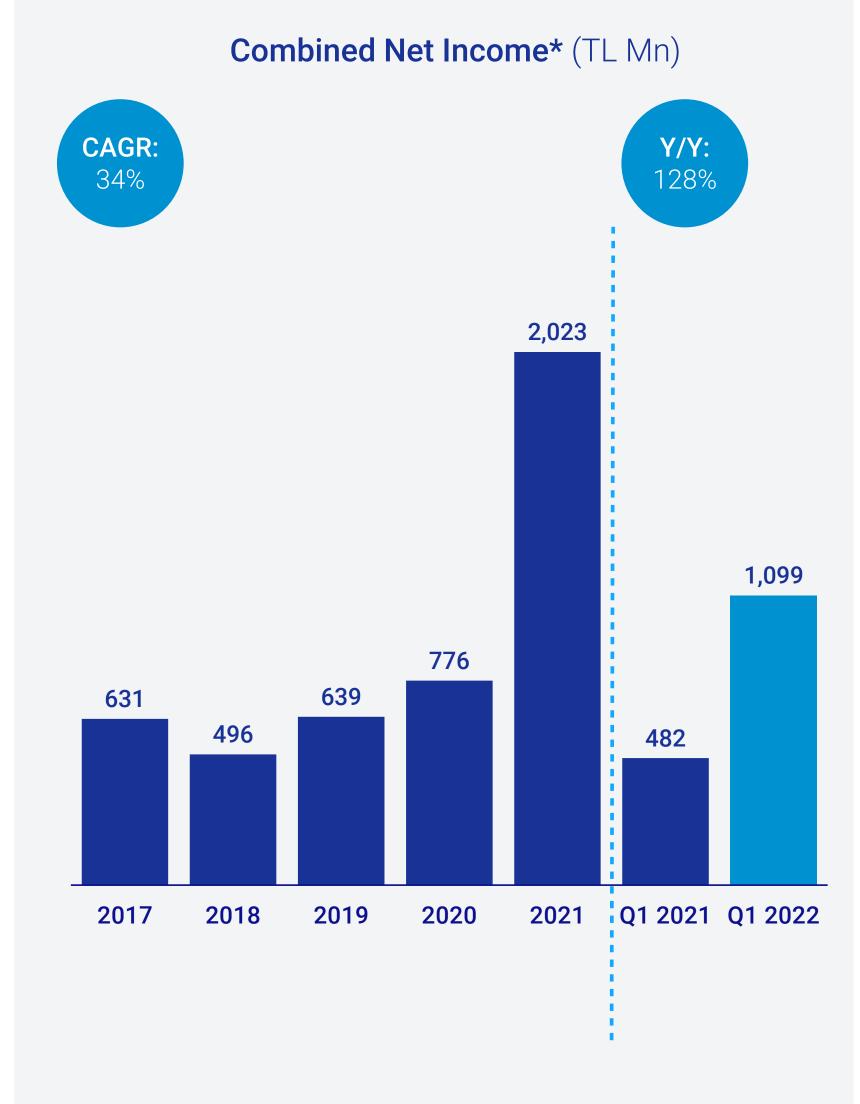
All data is as of 2022 1Q otherwise stated.

Financial Performance









Leader in Turkish Cement Industry With An Ambition For International Expansion







cement

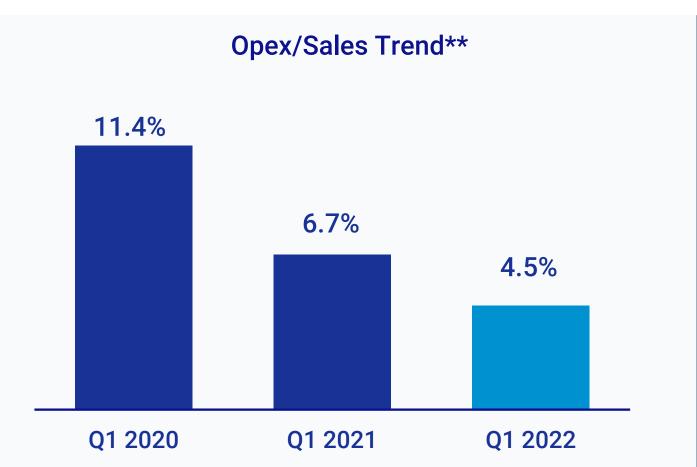
source of US

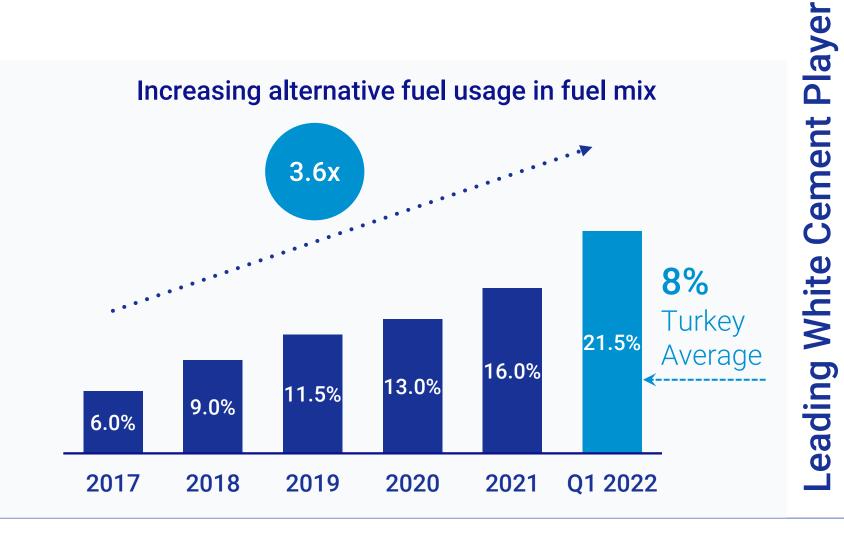
Leading

imports

globally

3 Integrated plants	3.7 mn ton* Export Volume	2 Ports
9.2 mn ton Cement capacity	41% Export in Revenues	96% Capacity Utilization







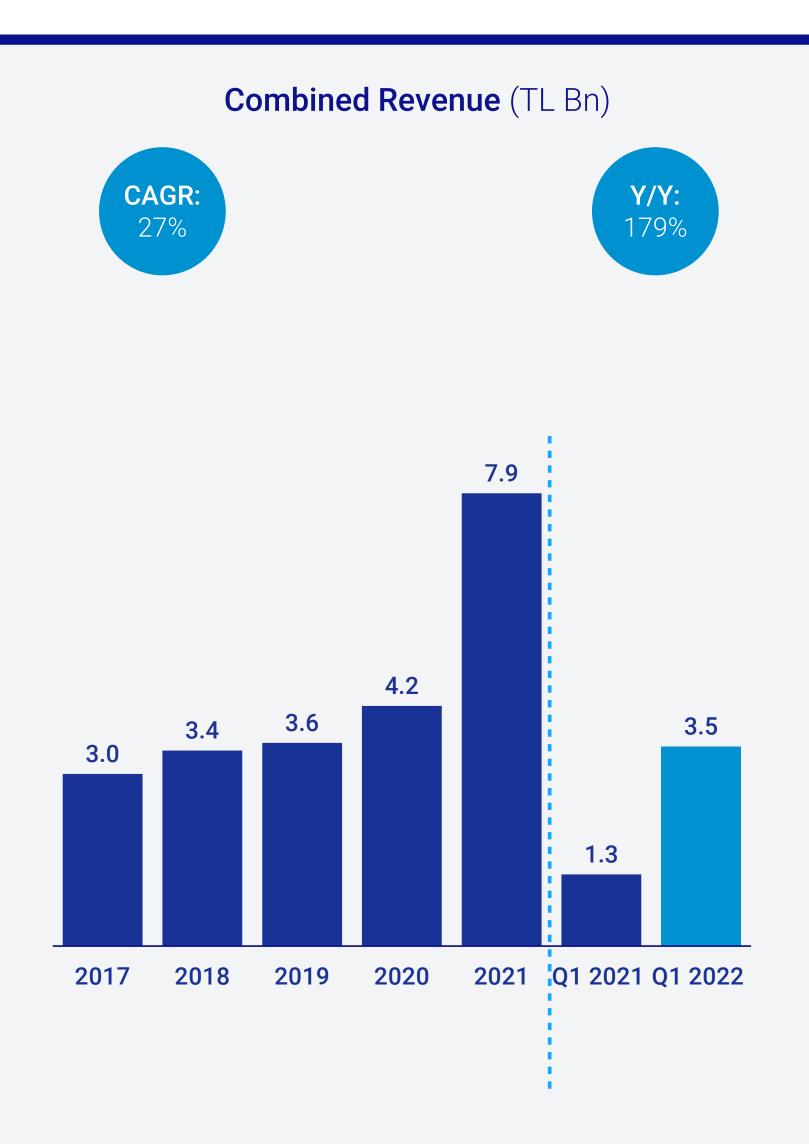


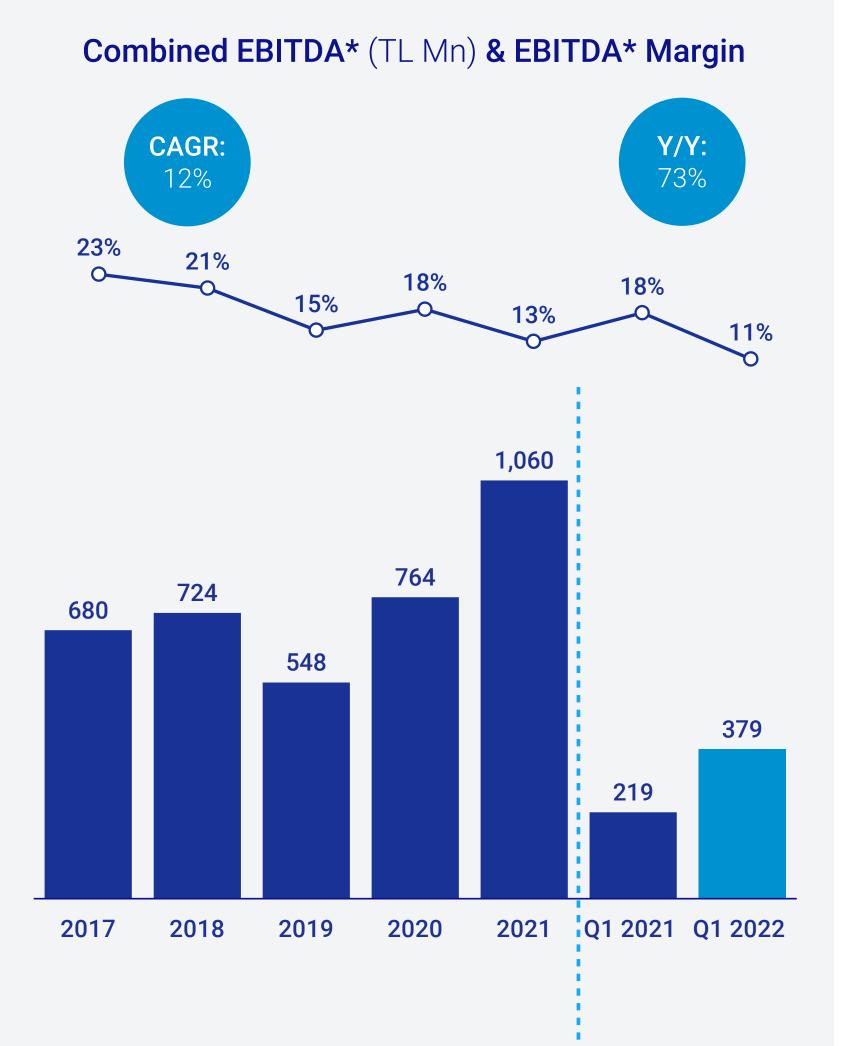
5	6	70+
Integrated plants	International terminal	Countries to Export
7.8 mn ton	47%	94%
Cement capacity	FX Revenues	Capacity Utilization
correction output	1 / CICVETTACS	Sapasity Stillzation

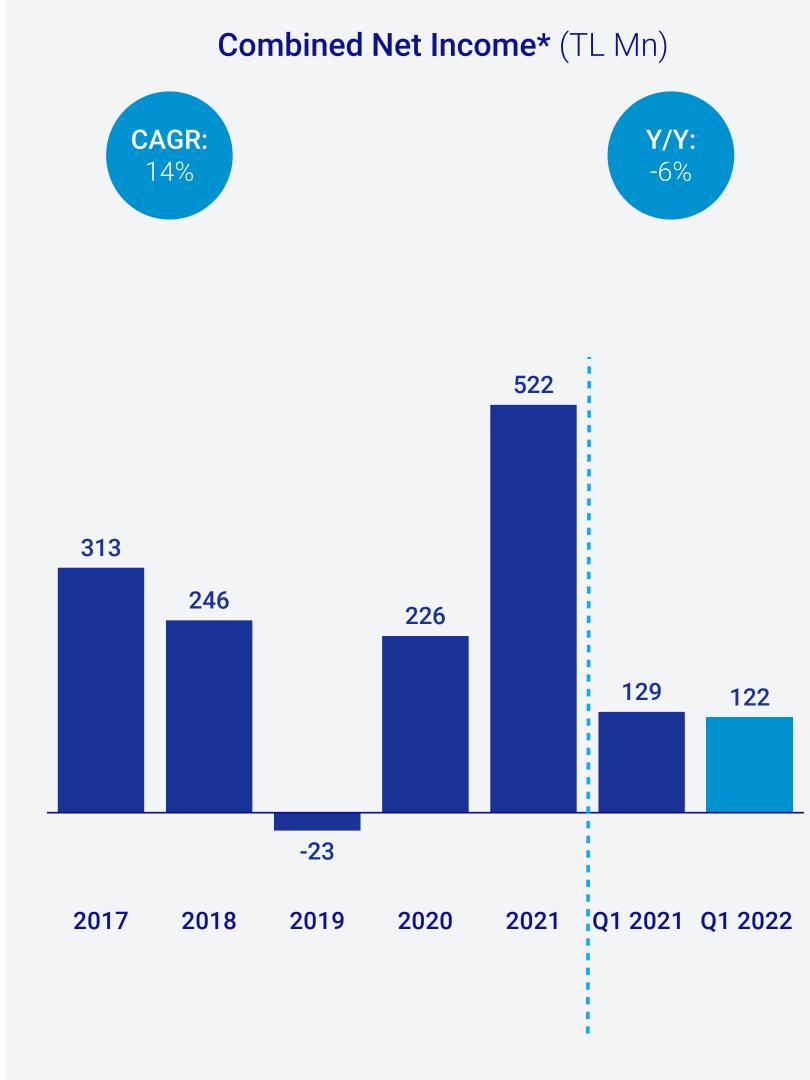
All data is as of 2022 1Q otherwise stated.
*2021 **For comparison purposes, Akçansa and Çimsa only

Financial Performance



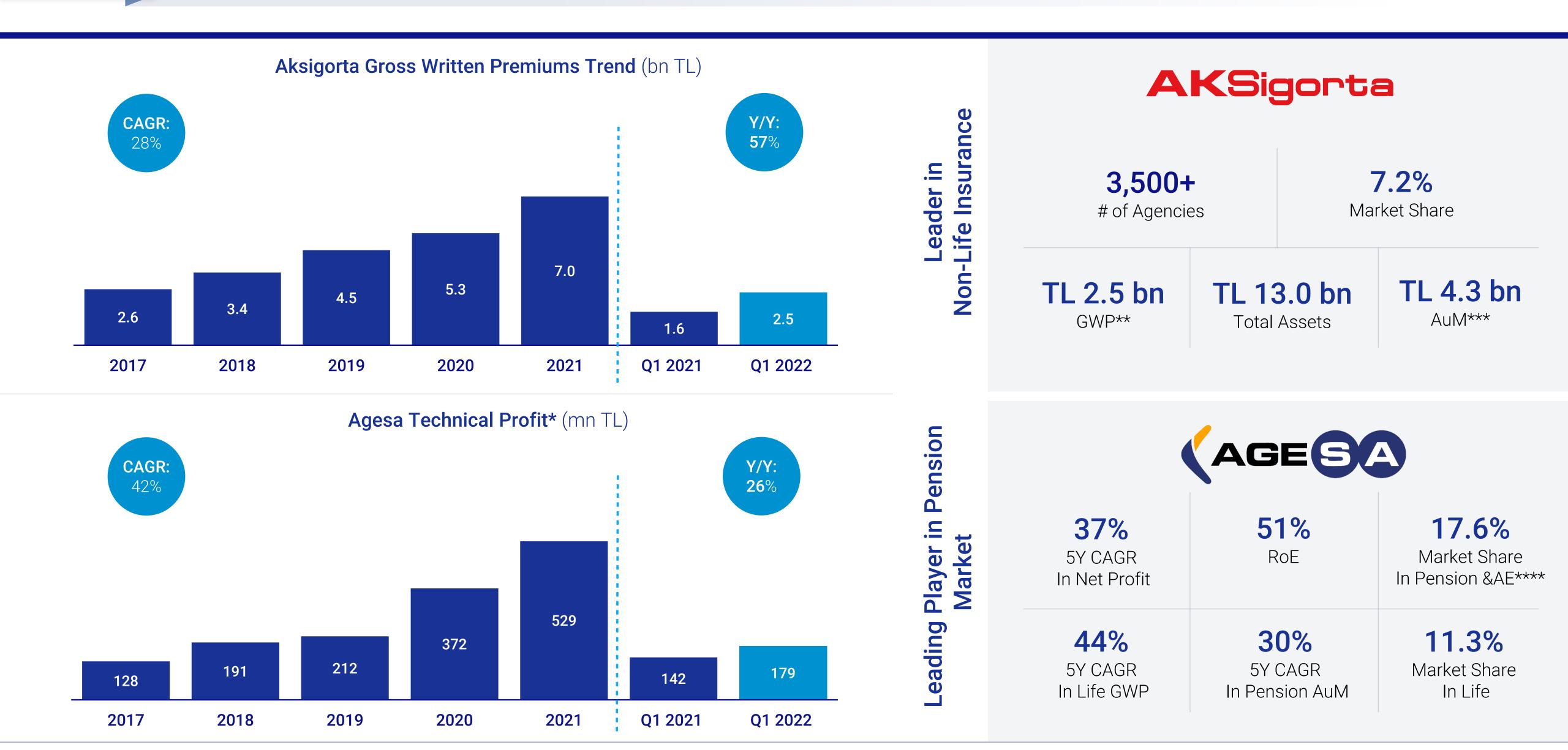






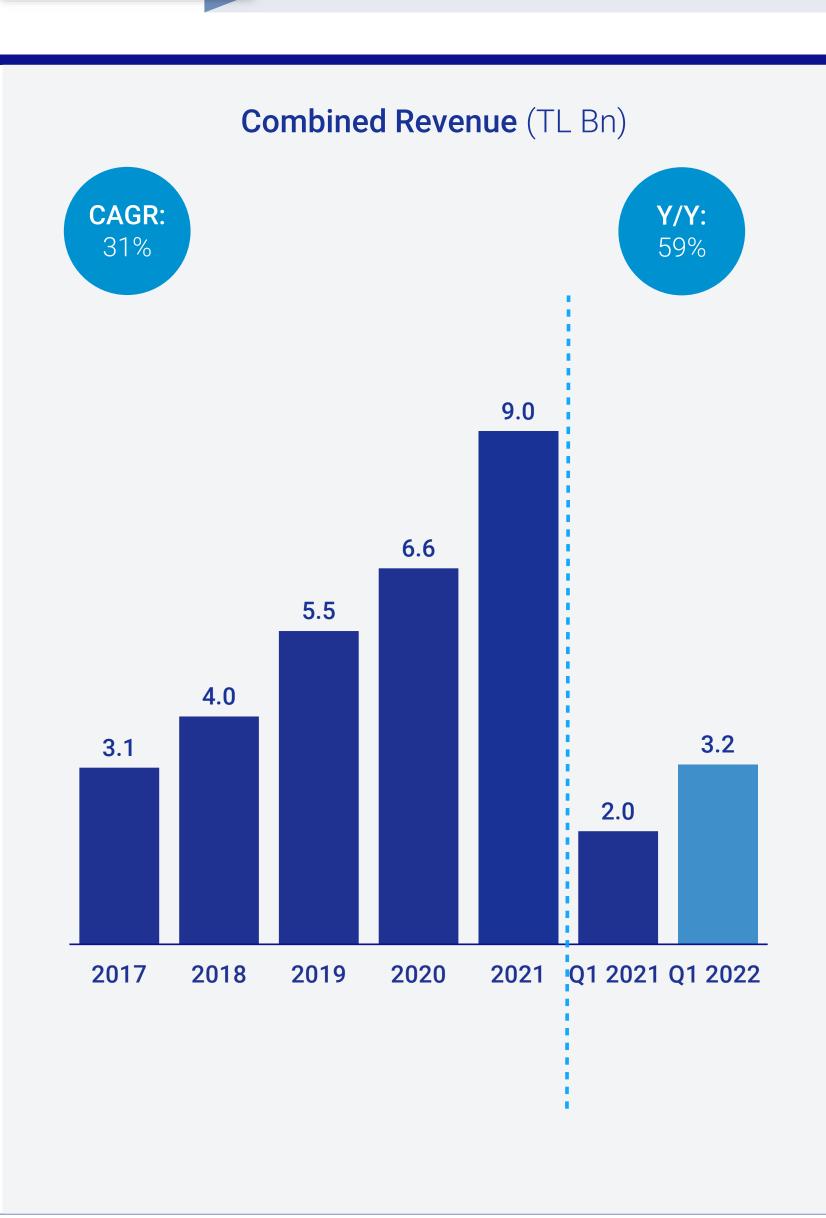
Well Positioned in Both Non-Life and Life Insurance Markets

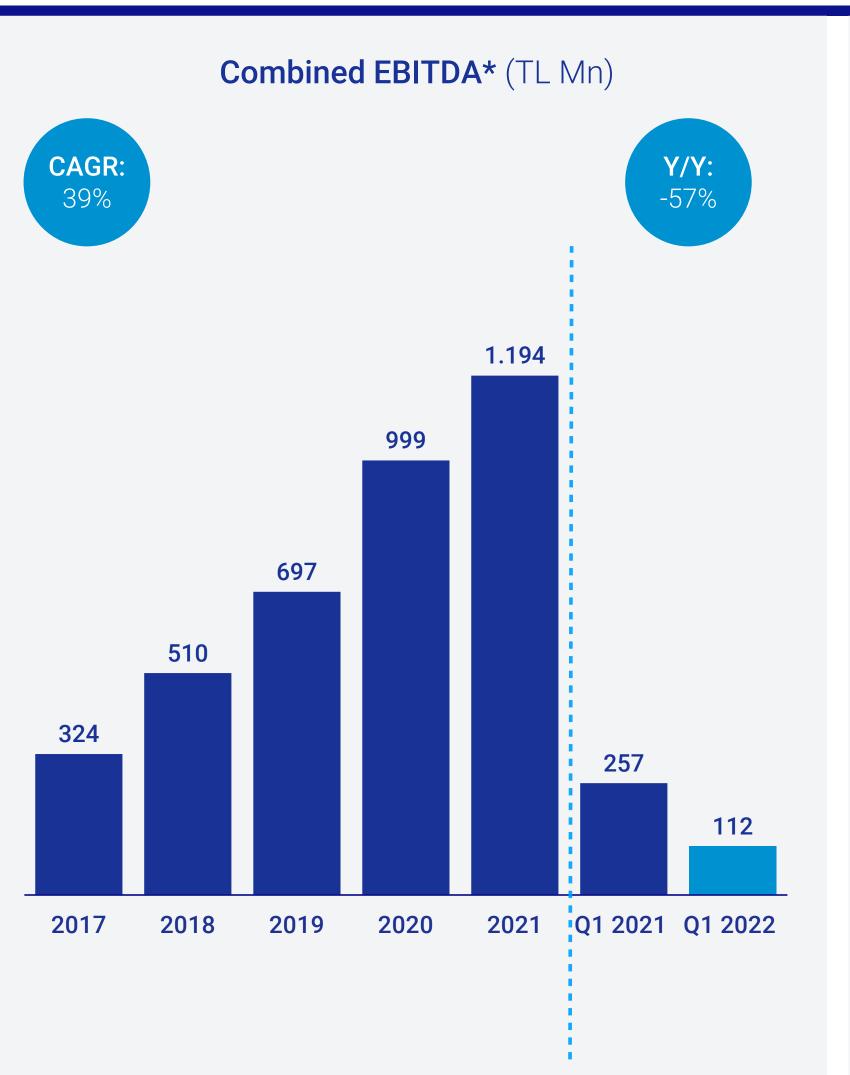


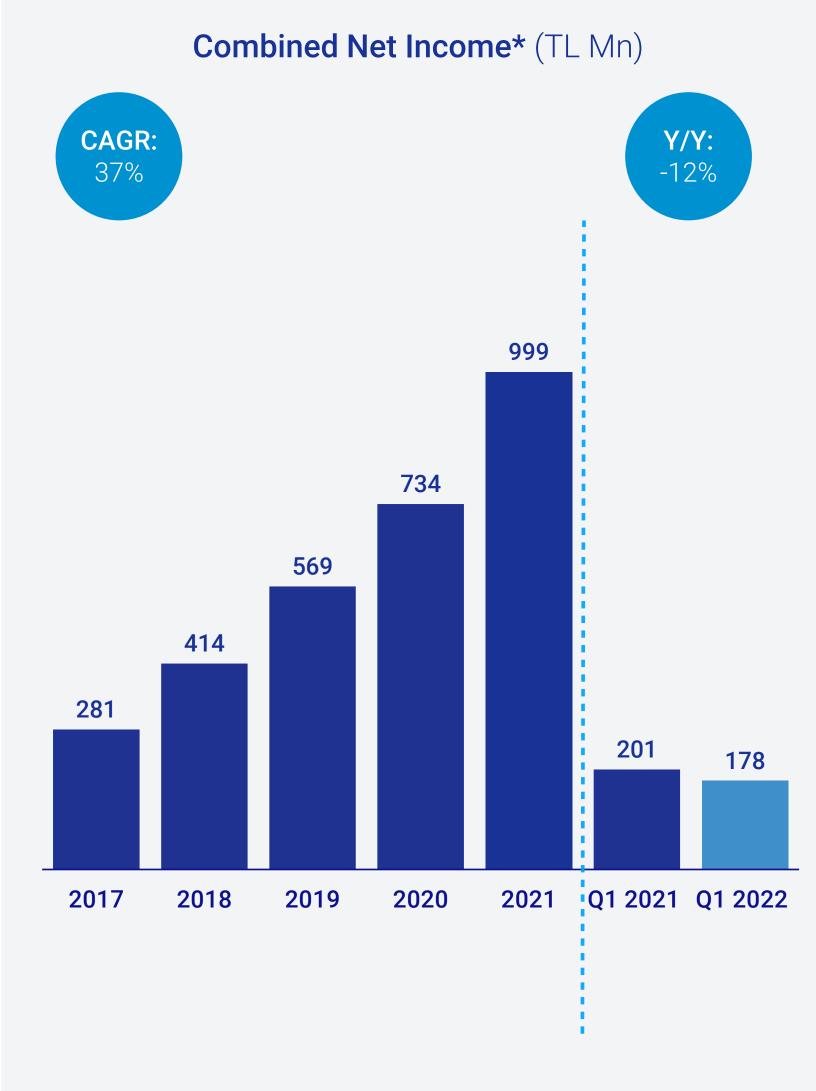


Financial Performance









Accelerated Growth While Maintaining Operating Profitability

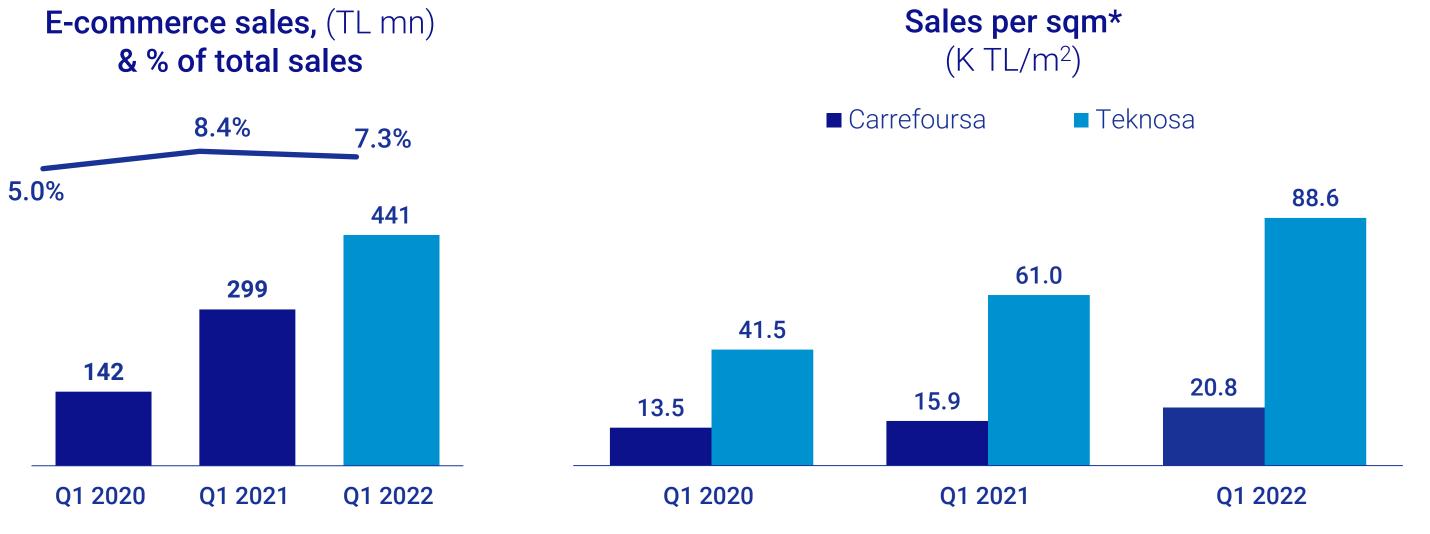


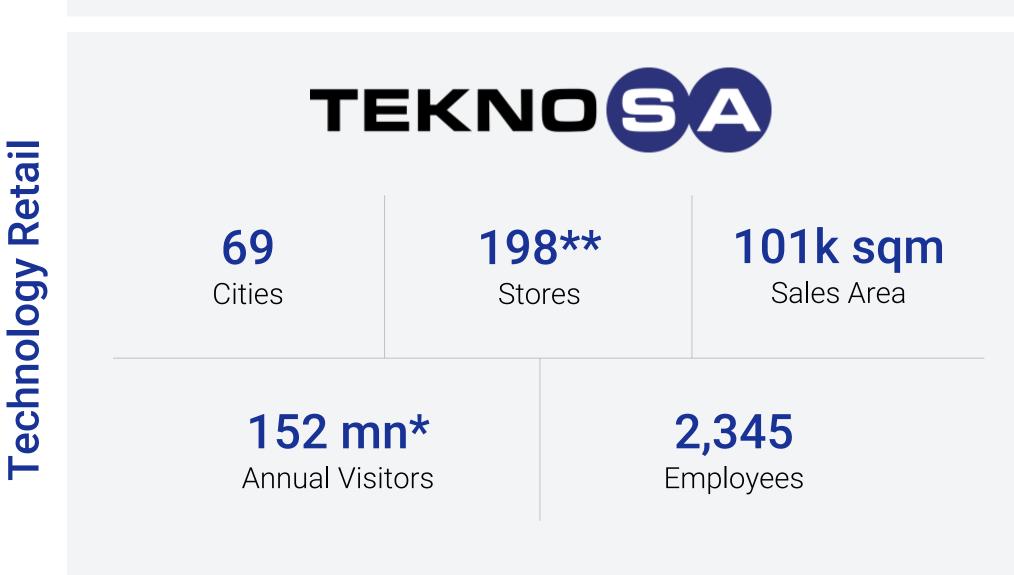




Non-Food Retail

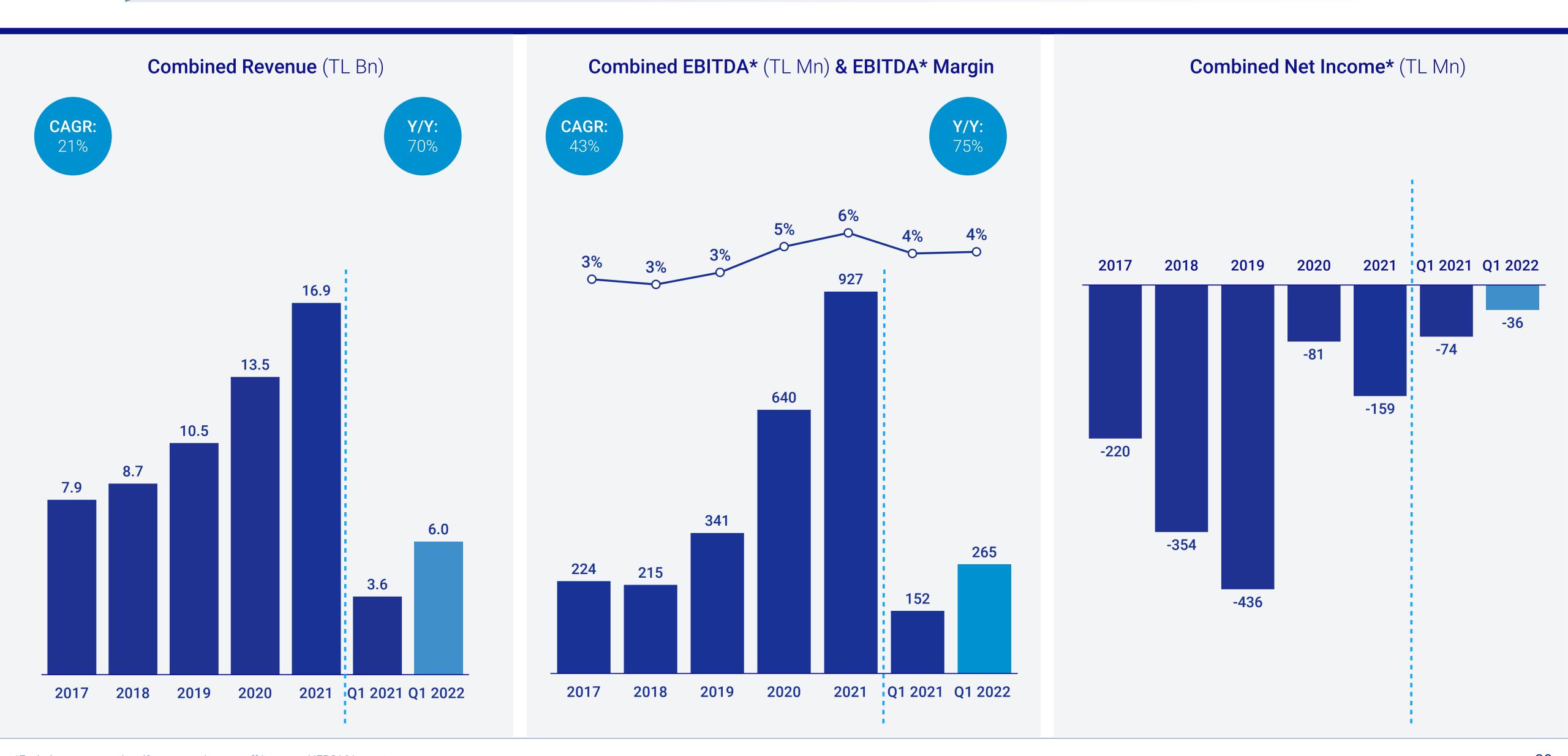
Food &





Financial Performance





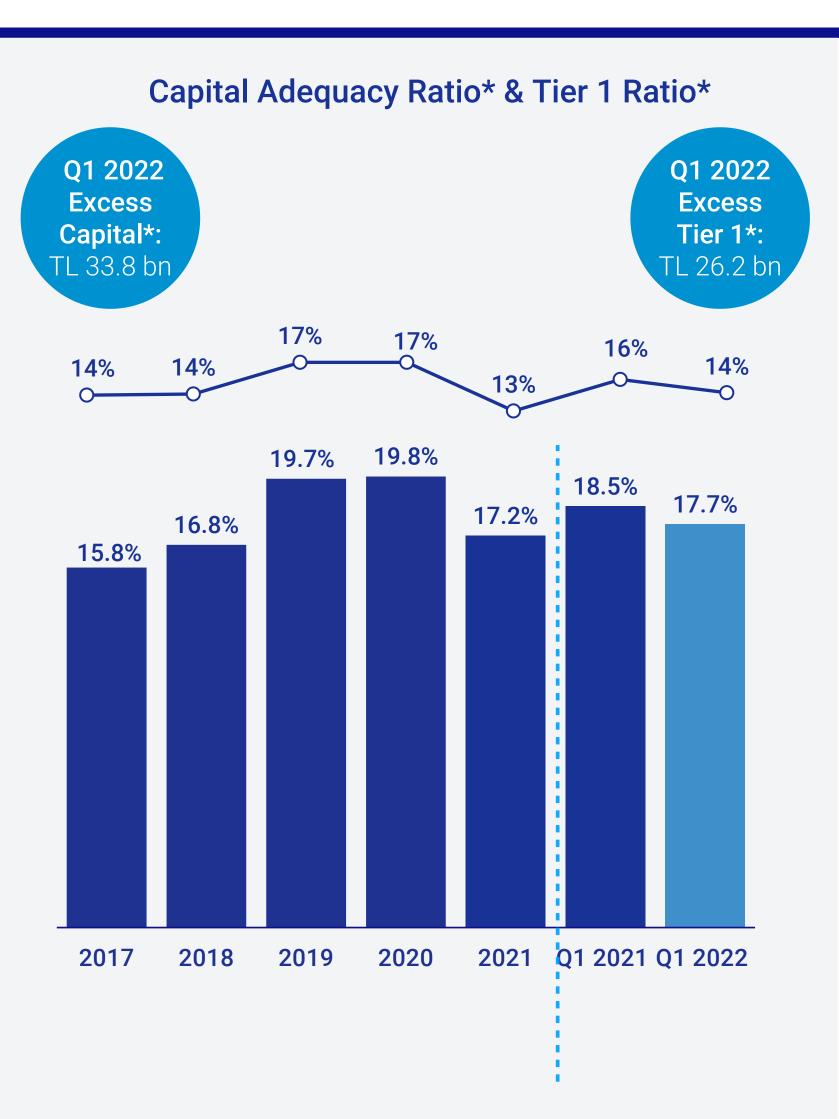


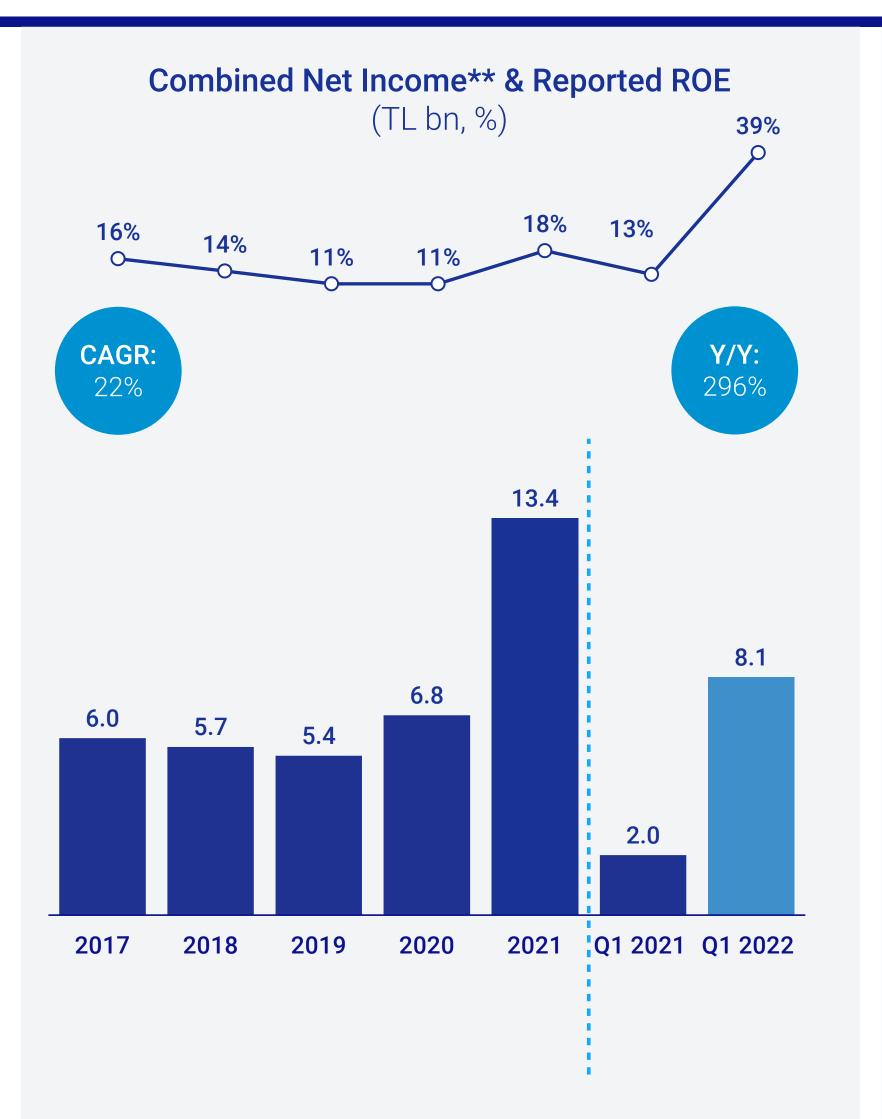
TL Loan Growth ~ 30% 19.0% • Our robust 17.7%CAR ⁽³⁾ & 14.4% Tier 1 ⁽³⁾ creates ammunition for sustainable profitable growth while providing resilience • TL loan growth with sustainable profitability and healthy market share gain in focus NIM (swap adi.) ~ 150 bps improvement +182 bps • Tailor-made, solutions, for customers' transition to a low carbon	2022 Guid	dance Q1	2022	2022 Guidance Key Drivers
Net fees&com. growth Opex growth Cost/ income (1) NPL (2) Net total CoC (excl. ccy impact) Avg. CPI Avg. CPI 72.5% Avg. CPI 72.5% 23.5% Avg. CPI 72.5% Avg. CPI 72.5% Asset repricing, contained funding costs & proactive CPI linker positioning to be supportive for NII growth & NIM Improving trend in CIR with solid revenue contribution from all business lines Significant provision build & solid collateral values to limit additional provision need ROE Asset repricing, contained funding costs & proactive CPI linker positioning to be supportive for NII growth & NIM Improving trend in CIR with solid revenue contribution from all business lines Significant provision build & solid collateral values to limit additional provision need	FX Loan Growth (in USD) NIM (swap adj.) Net fees&com. growth Opex growth Cost/ income (1) NPL (2) Net total CoC (excl. ccy impact) ~ 1	Flattish vement +182 > 35% < 35% < 4% 00 bps 72	4.1% 4.1% 40.1% 72.5% 4.0% 4.0% 72 bps	sustainable profitable growth while providing resilience TL loan growth with sustainable profitability and healthy market share gain in focus Tailor-made solutions for customers' transition to a low carbon economy Asset repricing, contained funding costs & proactive CPI linker positioning to be supportive for NII growth & NIM Improving trend in CIR with solid revenue contribution from all business lines Significant provision build & solid collateral values to limit additional

⁽¹⁾ CIR calculation excludes FX gain from hedge position related with stage 1&2 provisions and LYY exposure, (3) w/o forbearances: Fixing MtM losses of securities & FX rate for RWA calculation to average FX rate in 2021

Financial Performance











Dx Technology Services and Investment BV (DxBV), a wholly owned subsidiary of Sabancı Holding and established in the Netherlands, will undertake Sabancı Group's investments in digital businesses.

Cyber Security

Radiflow

- Deal size: USD45mn
- full package of solutions in Operational Technology (OT) Security market,
- one of the fastest growing market in Cyber Security domain,
- diversified global revenue streams and strong partnerships with global large tech-partners in a number of industries including power generation, energy distribution, utilities.



Digital Marketing

SEM*

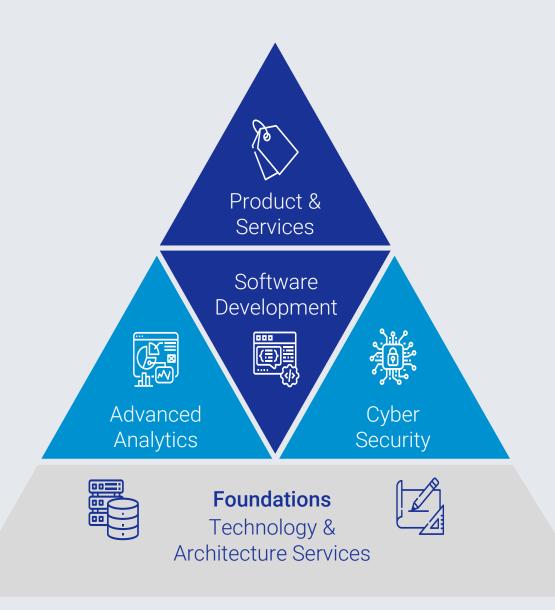
- Deal size: USD13.5mn
- Turkey's first search engine optimization agency,
- one of the two Turkish companies with Google Marketing Platform Reseller certificate to offer data-driven digital marketing services,
- positions technology and building data driven strategies as the core of its business to offer strategic consulting to companies across various industries.

*refers to SEM and its subsidiary Liberdatum together.



Before Transactions

SABANCIDX



- Regional/ Local Focus
- Mainly Local Currency Revenues
- Multi Service/ Product Offerings

After Transactions

Sabancı Digital Business

Consumer Marketing Technology Business

SEM

Cyber Security Business

Radiflow

Cloud & Digital Business



Center of Excellence



- Global Growth Focus
- Increased Share of FX Revenues
- → Focused Service/ Product Offerings
- Higher Than Market Growth

- New Markets and Revenue Streams
- Global Technology Partnerships
- Increasing Synergies in Sabancı Ecosystem
- Innovation Fueled With R&D & Academia







Key Highlights

\$30m Total Fund Size

12 years
Fund Life

\$0.5-4mn
Ticket Size

Purpose

To gain early and economical access to new technological developments /markets/ innovations and to create agile and technology-driven growth platforms

Investment Strategy

- Seed, Series A stage
- → Primary focus on IoT, Materials, Energy, Mobility, Al and Cyber Security
- Own minority stake with strong minority rights and protections
- Synergy potential with Holding and Subsidiaries

Portfolio



A wearable tech company aiming to simplify processes and transition to Industry 4.0



Al based advanced analytical solutions provider mostly focusing on insurance sector



Al-based voice assistant and bot products with "Natural Language Processing" technology



An information technology company that provides cloud system integration services

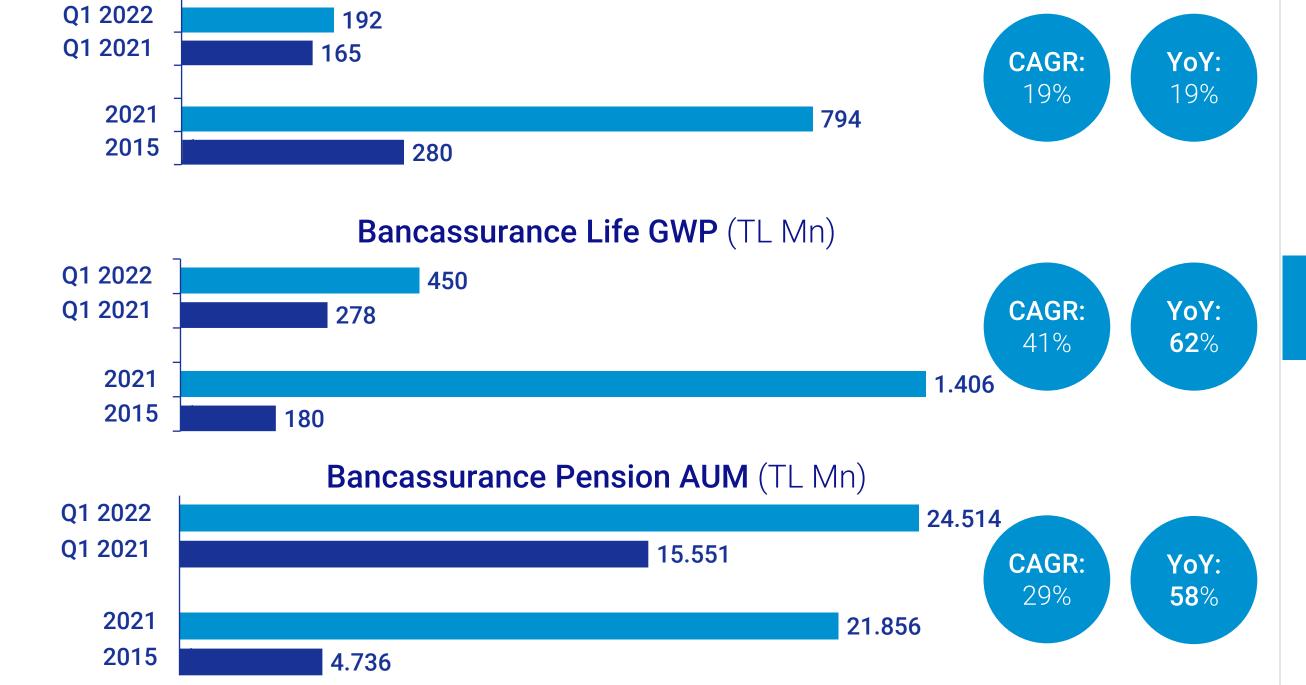
Leveraging Synergies Within Sabancı Ecosystem



Strong collaboration in Bancassurance

- → Exclusive bancassurance agreement with Akbank
- Presence in all physical and digital channels
- Joint vision in digital with Akbank
- → Effective governance model

Bancassurance Non-Life GWP (TL Mn)



E-Mobility Projects among Sabancı Companies









EV park in Turkey

~7K in 2021

1.5* mn in 2030

E-Şarj Plugs Network** in Turkey

496 total plugs in

268 public locations

850 total plugs in 2022 YE

32 total plugs in Brisa & Carrefoursa

Kordsa & Cement Companies Cooperation

- Collaboration of Sabanci Cement companies' with Kordsa's technology
- > +70.000 m3 of value added concrete marketed in 2021









Management Incentives



Short Term (1-Year) Financial KPIs*

Net Sales → Net Financial Debt → Rtsr**

> EBITDA → Working Capital

> Free Cash Flow → Market Share

Short Term (1-Year) Non-Financial KPIs*

- → Action against the climate crisis
- → Reduction in plastic usage
- → Improvement in MSCI score

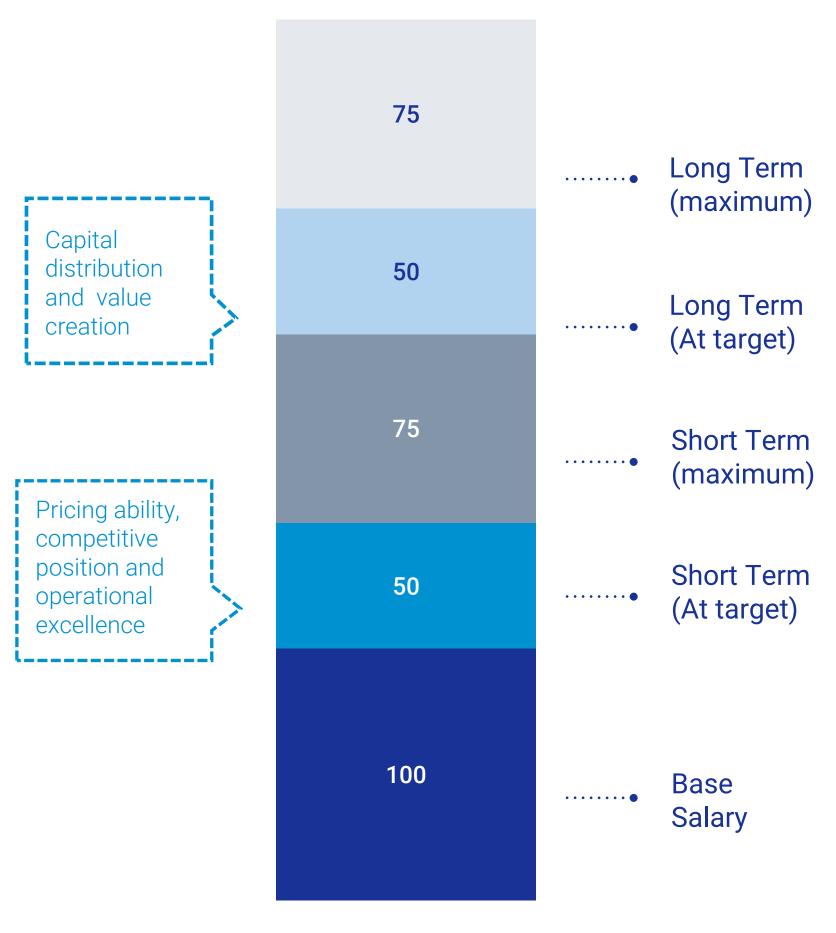
- → Diversity and Inclusion
- > Future of Work
- → Operational Excellence

Long Term (3-Year) KPIs

- → Rtsr**
- → Net Asset Value Growth

- → Free Cash Flow***
- **⊃** Equity Growth***

Total Cash Distribution Model (%)



Sample for a company general manager

^{*}Short Terms KPIs are not limited to the ones written on this page, some of them are shown as samples.

^{**}Change in market capitalization compared to peers for the listed companies ***For non-listed companies



01

Capital Allocation

02

Sustainability

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Operational & Financial Performance

04

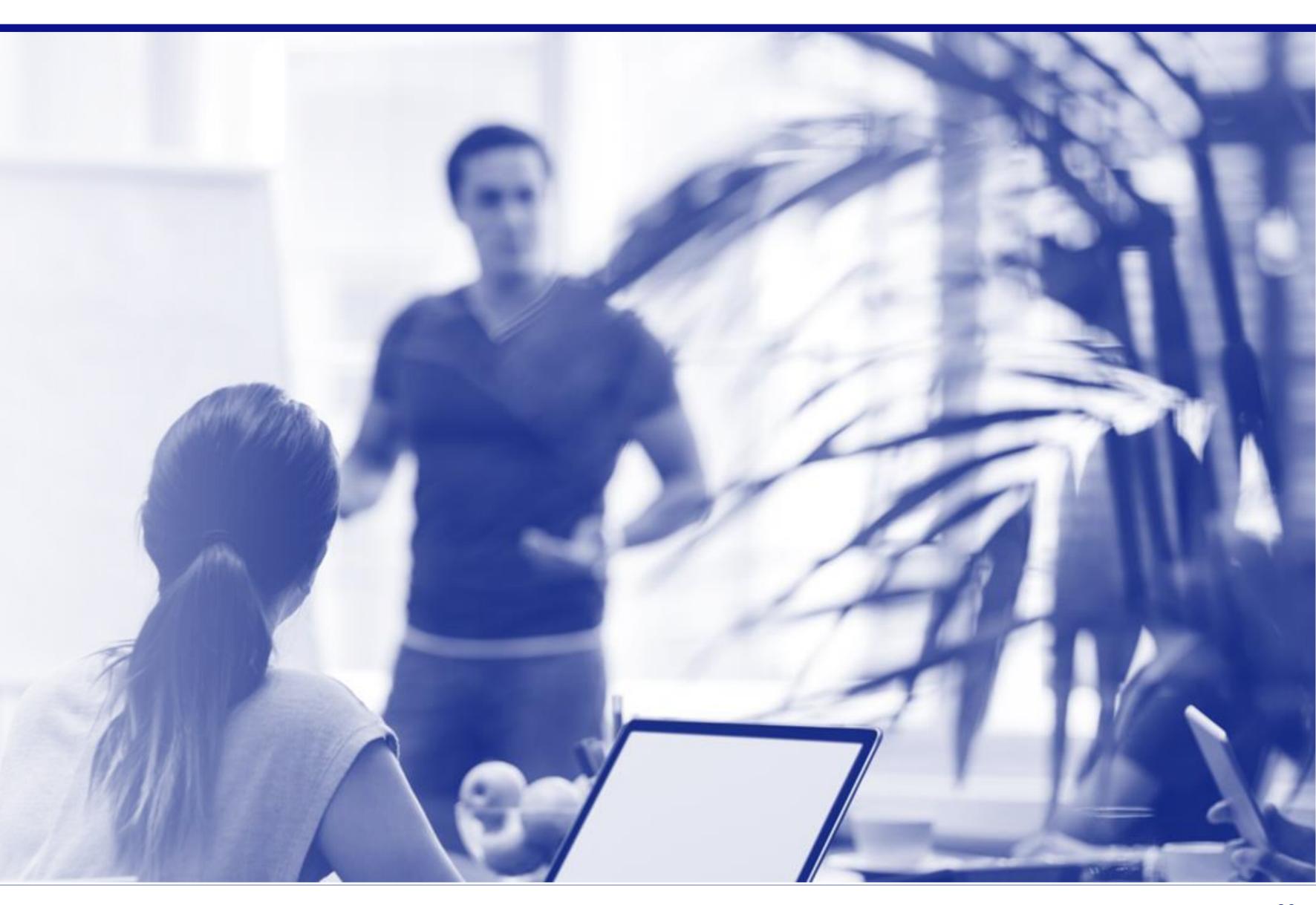
Strategic Business Units & Digital

05

Holding Value Add

06

Mid-Term Guidance





O 1 Growth

Mid-term 2017-2021 targets $CPI^{1} + 5\%$ Revenue growth **CPI + 8%** EBITDA² growth $CPI^{1} + 5\%$ **CPI + 10%** Capex/Revenues 5% ~14% FX revenue as % of 25%3 30%+ combined revenue⁴ Net debt / EBITDA⁵ $1.2x^{3}$ <2.0x Share of new economy⁶ in 6%3 ~13% combined revenue⁴

02 Capital Return

Dividend policy 5%-20% of net income

Share Buyback
Up to 5% of paid-in capital:
102 mn shares
Total funds allocated:
TL1.75bn

Consolidated ROE
High Teens

03 Sustainability

Zero Waste Net Zero Emissions

by 2050

Until 2030 (Akbank)

TL 200 bn
Sustainable Loan
Financing

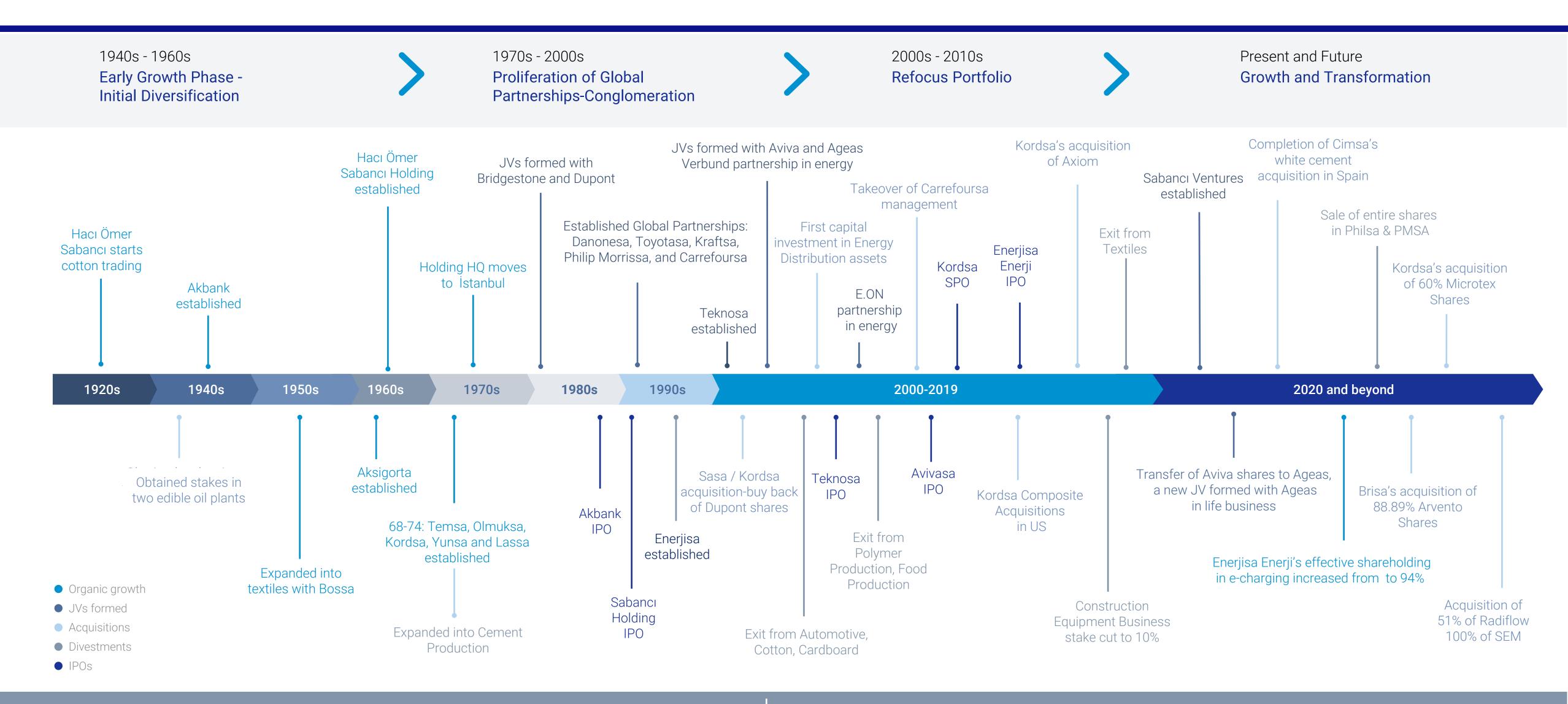
TL 15 bn
Sustainable Investment
Funds





Appendix / Portfolio in Continuous Evolution





Appendix / Executive Leadership





Cenk Alper Board Member and CEO

Joined Sabancı Group in 1996.
5 years of international experience in the US and Europe with N.V. Bekaert.
Led Kordsa's transformation and SPO as CEO. After managing Industrials SBU between 2017 and 2019, appointed as the CEO of Sabancı Holding in August 2019 to lead Next Generation Sabancı vision. Board member of TÜSİAD, the World Business Council for Sustainable Development (WBCSD) and the International Corporate Governance Network (ICGN).



Orhun Köstem - Finance

During his 28 years of career in various managerial positions including Investor Relations & Corporate Finance Director and CCI CFO in Anadolu Group, Mr Köstem served as CFO of Anadolu Efes btw 2019-2021. CFO of Sabancı Holding since July 2021.



Burak Orhun - Building Materials

After working in various management positions in finance field both in Turkey and abroad, joined Sabancı Group in 2018 as Head of Sabancı Holding Strategy and Business Development. President of Building Materials since May 2021.



Cevdet Alemdar - Industry

27 years within Sabancı Group. 6 years of international experience in South America and Asia. Turned around Temsa Construction Equipments and Brisa as CEO. President of the Industry Group since April 2020.



Eyüp Engin - Banking

Joined Akbank in 1978. Appointed as Head of Internal Audit in 2007. Served on BoD of subsidiaries in 2017-2019 and elected as Executive Board member in 2019.



Gökhan Eyigün - Strategy & Business Development

Joined Sabancı Group in 2007 at Strategy and Business Development and served in many various managerial positions until 2021. Group President of Strategy and Business Development since May 2021.



Hakan Timur - Human Capital & Sustainability

22 years of Human Resources expertise in multiple industries. Holds BOD memberships. President of the HR Group since 2018 and leads group's sustainability initiative. Board Member of the World Business Council for Sustainable Development.



Haluk Dinçer - Financial Services

24 years within Sabancı Group. Served as Retail and Financial Services Group President from 2011 to 2016 and leading Financial Services Group since 2016 with transformation of Aksigorta and Avivasa (renamed as Agesa). Former chairman of TÜSİAD.



Kıvanç Zaimler - Energy

Joined Sabancı Group in 2008. Appointed as the CEO of Enerjisa Enerji in 2016. In charge of Energy Group since 2018 and Chairman of SabancıDx. Vice chairman of World Energy Council, Turkey.

Appendix/ Dividend Performance



TL mn	2017	2018	2019	2020	2021	2022
Akbank	367	652	-	-	255	494
Akçansa	94	51	61	18	42	36
Aksigorta	-	40	73	73	110	-
Agesa	9	19	40	64	64	-
Brisa	-	-	-	12	107	270
Carrefoursa	-	-	-	-	-	-
Çimsa	95	33	-	-	-	109
Kordsa	41	48	48	35	-	114
Teknosa	<u>-</u>	<u>-</u>	-	-	-	-
Yünsa	-	-	3	-	-	-
Enerjisa Enerji	<u>-</u>	142	189	283	454	586
Sabancı Holding*	-	-	-	-	-	26
Unlisted Companies	274	227	187	7	530	479
Total dividends received	879	1,212	601	492	1,562	2,114
Total dividends paid out	408	612	612	673	714	1,530
Outflows/Inflows	46%	51%	102%	137%	46%	72%
Payout Ratio	15.3%	17.6%	16.0%	17.8%	15.0%	12.7%

Dividend Policy: 5% - 20% of distributable consolidated IFRS net income

Appendix / Sabancı Holding Discount to NAV & Cash



USDmn				March 2022		December 2021	
Companies	Direct Stakes	Valuation Method	Мсар	Value of Stake	% of NAV	Value of Stake	% of NAV
Akbank	41%	Market value	2,578	1,050	27.9%	1,144	30.8%
Enerjisa Enerji	40%	Market value	1,310	524	13.9%	456	12.3%
Aksigorta	36%	Market value	141	51	1.3%	88	2.4%
Agesa	40%	Market value	249	100	2.6%	111	3.0%
Akçansa	40%	Market value	246	98	2.6%	103	2.8%
Çimsa	55%	Market value	314	171	4.6%	170	4.6%
Brisa	44%	Market value	600	262	7.0%	290	7.8%
Kordsa	71%	Market value	474	337	9.0%	327	8.8%
Carrefoursa	57%	Market value	289	165	4.4%	209	5.6%
Teknosa	50%	Market value	99	49	1.3%	48	1.3%
Total Listed				2,807	74.6%	2,945	79.4%
Total Non-listed*				430	11.4%	581	15.7%
Total				3,237	86.0%	3,526	95.0%
Sabancı Holding Net Cash				525	14.0%	184	5.0%
Sabancı Holding NAV				3,762	100.0%	3,710	100.0%
Sabancı Holding Mcap				2,445		2,024	
Sabancı Holding Discount				-35.0%		-45.4%	



Consolidated Long FX position (USD mn, excluding Bank)

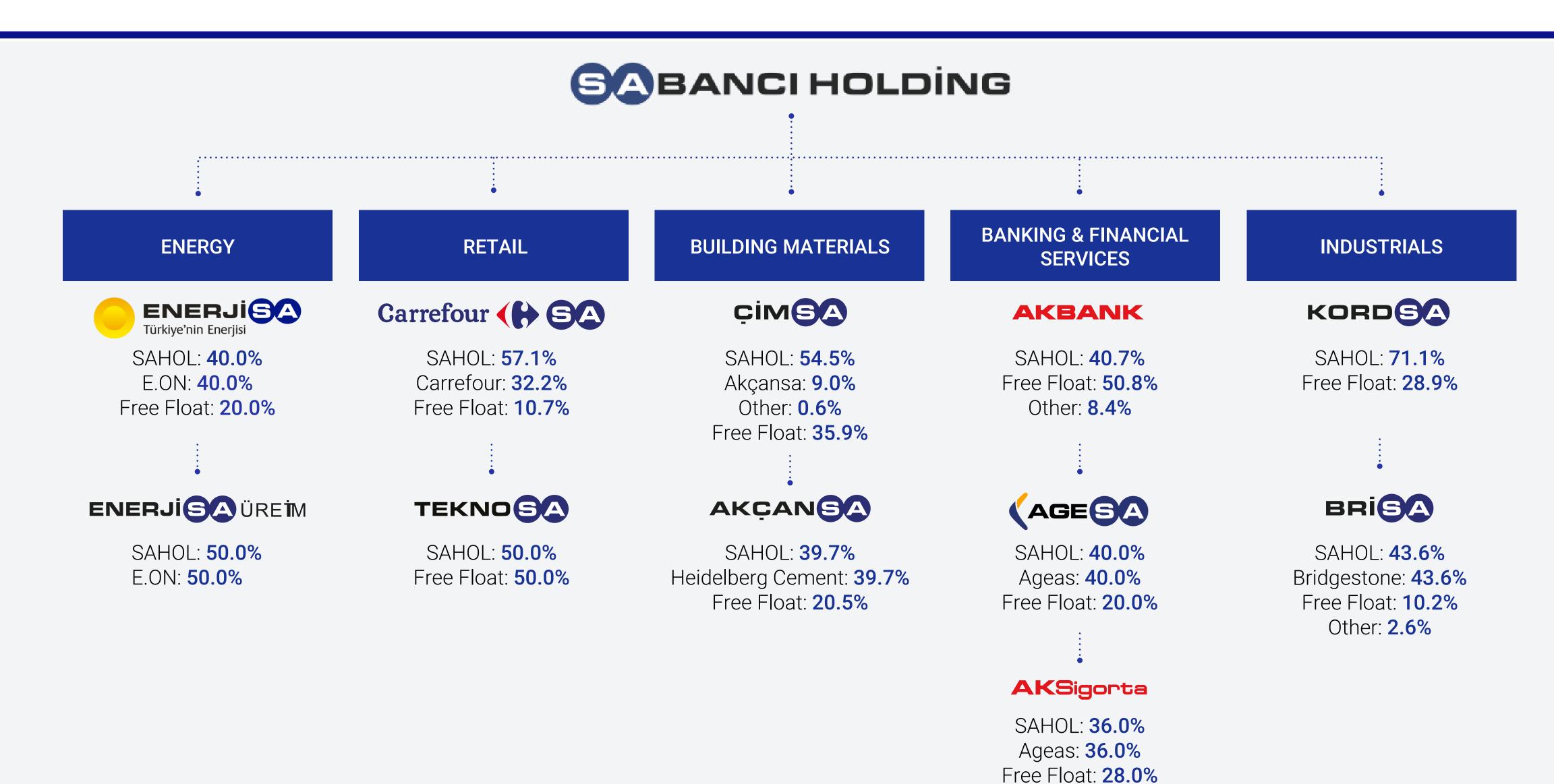
March 31, 2022	December 31, 2021
+394	+255

Holding Only Cash Breakdown (Share of FX Cash)

March 31, 2022	December 31, 2021
82%	90%

Appendix / Overview of Corporate Structure





Appendix / Reporting



Combined	Net Sales	EBITDA	Net income
Subsidiaries	line by line	line by line	line by line
Joint Ventures	line by line	line by line	line by line

Consolidated	Net Sales	EBITDA	Net income
Subsidiaries	line by line	line by line	line by line
Joint Ventures	Not included	Proportion of ownership interest * Net income	Proportion of ownership interest * Net income

Subsidiaries	Segment	Effective Ownership
Aksigorta A.Ş. ("Aksigorta")	Financial Services	36.00%
Agesa Hayat ve Emeklilik A.Ş. ("Agesa")	Financial Services	40.00%
Akbank T.A.Ş. ("Akbank")	Bank	40.75%
Carrefoursa Carrefour Sabancı Ticaret Merkezi A.Ş. ("Carrefoursa")	Retail	57.12%
Teknosa İç ve Dış Ticaret A.Ş. ("Teknosa")	Retail	50.00%
Çimsa Çimento Sanayi ve Ticaret A.Ş. ("Çimsa")	Building Materials	58.10%
Çimsa Sabancı Cement BV ("CSC BV")	Building Materials	83.24%
Kordsa Teknik Tekstil Anonim Şirketi ("Kordsa")	Industrials	71.11%
Exsa Export Sanayi Mamulleri Satış ve Araştırma A.Ş. ("Exsa")	Others	47.90%
Ankara Enternasyonel Otelcilik A.Ş. ("AEO")	Others	76.85%
Tursa Sabancı Turizm ve Yatırım İşletmeleri A.Ş. ("Tursa")	Others	100.00%
Sabancı Dijital Teknoloji Hizmetleri A.Ş. ("SabancıDX")	Others	100.00%
DX Technology Services and Investment BV ("DX BV")	Others	100.00%

Joint Ventures	Segment	Effective Ownership
Brisa Bridgestone Sabancı Lastik Sanayi ve Ticaret A.Ş. ("Brisa")	Industrials	43.63%
Akçansa Çimento Sanayi ve Ticaret A.Ş. ("Akçansa")	Building Materials	39.72%
Enerjisa Enerji A.Ş. ("Enerjisa Enerji")	Energy	40.00%
Enerjisa Üretim Santralleri A.Ş. ("Enerjisa Üretim")	Energy	50.00%
Temsa Skoda Sabancı Ulaşım Araçları A.Ş. ("Temsa Ulaşım Araçları")	Other	23.95%

Appendix / Financials in detail



		Combined Reve	enue*		Combined EBITD	Δ*	C	onsolidated Net In	come*
MILLION TL	Q1 2021	Q1 2022	Change	Q1 2021	Q1 2022	Change	Q1 2021	Q1 2022	Change
TOTAL	29,345	70,652	141%	6,135	17,700	189%	1,739	5,598	222%
TOTAL*-Comparable	29,345	70,652	141%	6,000	17,536	192%	1,746	5,605	221%
BANK	10,625	23,064	117%	2,744	10,882	297%	829	3,282	296%
NON-BANK*	18,720	47,588	154%	3,391	6,819	101%	910	2,316	154%
NON-BANK*-Comparable	18,720	47,588	154%	3,256	6,655	104%	917	2,322	153%
ENERGY	8,500	27,332	222%	1,874	4,268	128%	407	973	139%
INDUSTRIALS	2,987	6,875	130%	713	1,569	120%	271	564	108%
BUILDING MATERIALS	1,253	3,490	179%	219	379	73%	75	62	-17%
RETAIL	3,550	6,046	70%	287	429	50%	-49	-30	38%
RETAIL-Comparable	3,550	6,046	70%	152	265	75%	-42	-24	45%
FINANCIAL SERVICES	1,984	3.157	59%	257	112	-57%	78	75	-4%
OTHER*	447	689	54%	40	62	54%	128	672	424%

^{*}Holding dividend income excluded

Non-Operational and Non-Recurring Items

MILLION TL	Q1 2021	Q1 2022
CONSOLIDATED NET INCOME EXCLUDING NON OPERATIONAL & NON RECURRING ITEMS	1,739	5,598
Gain on Philsa Sale	0	2,643
Other	13	10
CONSOLIDATED NET INCOME	1,752	8,251

^{*}Excludes non-operational and non-recurring one off items . Comparable excludes IFRS16 impact in retail

^{*}Excludes non-operational and non-recurring one off items Comparable excludes IFRS16 impact in retail

Appendix / IFRS16 Impact on Financials



In accordance with In IFRS16, most leased items with a duration longer than one year have to be included as an asset in the company books. In addition, the payments that will be made on the lease agreement have to be reported as a liability on the balance sheet. The depreciation of the asset and interest on the lease liability have to be included in the P&L instead of rent expenses. This leads to higher operating profit compared to the periods before the application of IFRS16. For comparison purposes, IFRS16 impact in retail segment is excluded.

For Further Details

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