

The banner features a dark blue background with a central glowing globe of interconnected nodes. On the left, there are white circuit-like lines with small glowing dots. The text 'SABANCI HOLDING' is in a smaller white font above the large 'ENERGY DAY' text. The date 'October 12, 2022' is positioned below the main title. The SABANCI logo is at the bottom center.

SABANCI HOLDING
ENERGY DAY

October 12, 2022

On Stage Today



Orhun Köstem

Group Chief Financial Officer
Sabancı Holding



Kıvanç Zaimler

Energy Strategic Business Unit President
Sabancı Holding

01 Energy in Sabancı Group

02 Energy SBU
Strategy and Roadmap

03 Q&A



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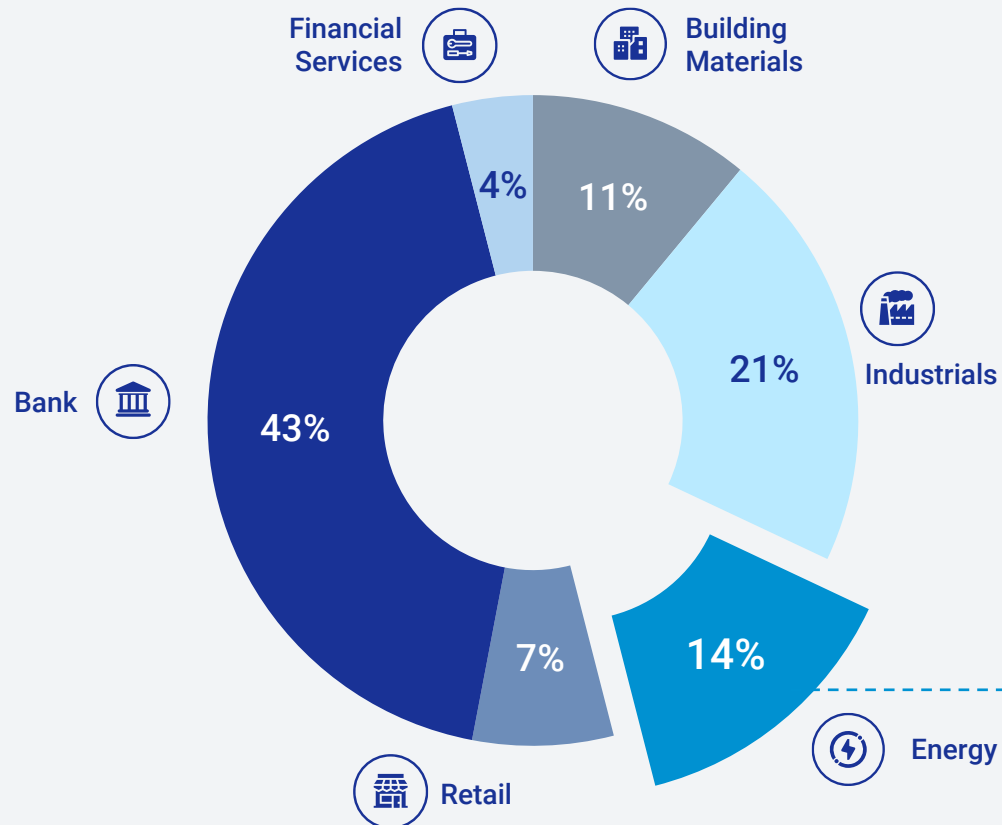
A blue-tinted photograph of a wind farm. In the foreground, a large wind turbine is partially visible, with its blades extending towards the right. In the background, a long line of similar wind turbines stretches across a flat, open landscape under a cloudy sky.

01 Energy in Sabanci Group

02 Energy SBU
Strategy and Roadmap

03 Q&A

Energy is the second largest non-bank strategic business unit in Sabancı Holding's Listed NAV with 24% share



SABANCI HOLDING
TOTAL LISTED NAV

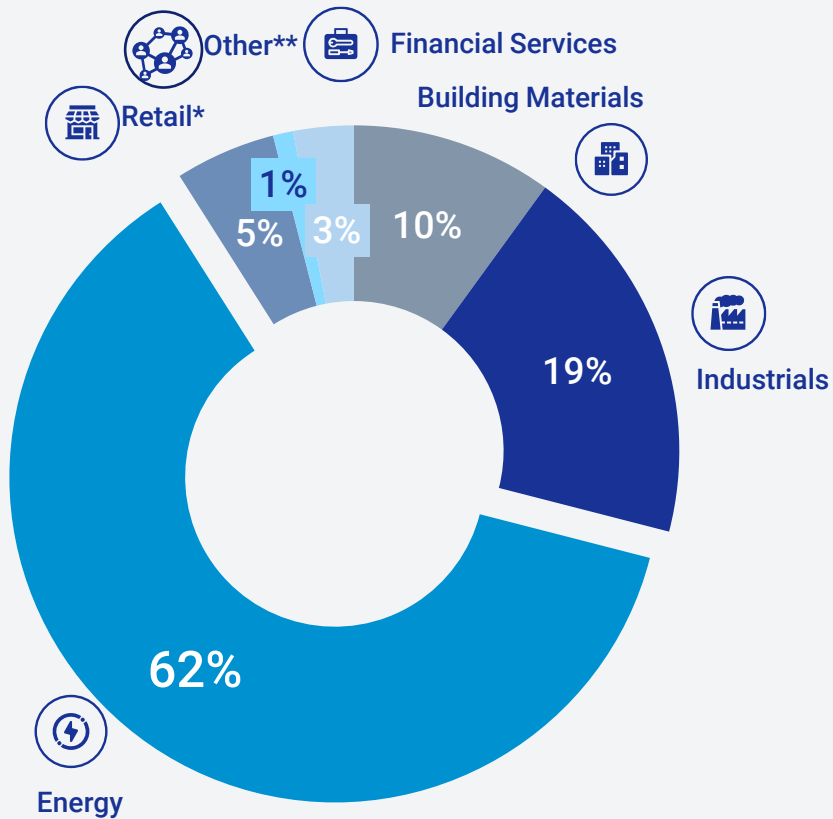
USD 3.5
Billion



Energy Share
in Non-Bank Listed NAV

%24

...while it is the largest contributor to Sabancı Holding's combined non-bank EBITDA*



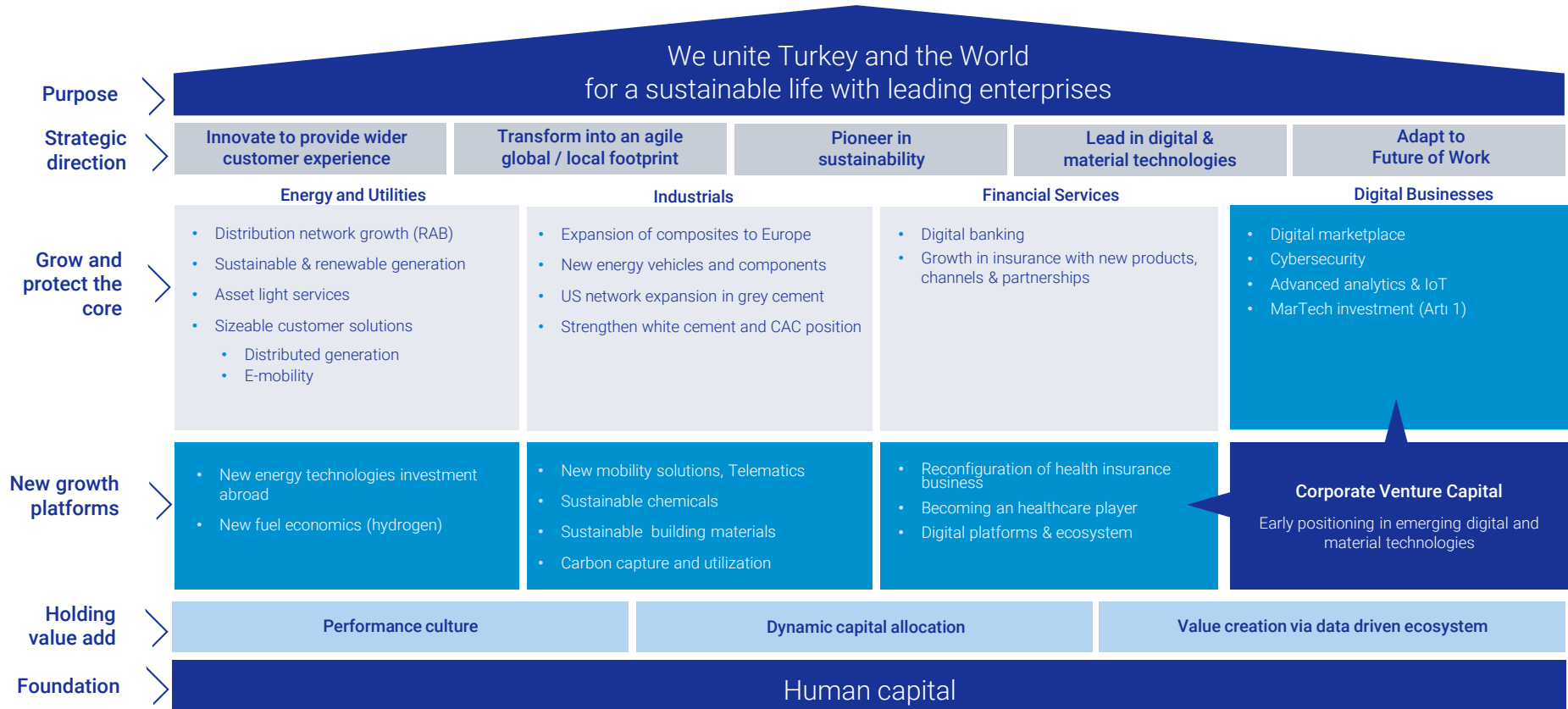
SABANCI HOLDING
NON-BANK
COMBINED EBITDA*

TL 14.3
Billion

All figures are for 2022 1H period.

*Excludes non-operational and non-recurring one off items & IFRS16 impact in retail

**Other includes Holding Solo, AEO, Tursa, Exsa, Sabancı DX and DX BV



Climate Technologies



E-mobility



Renewables



Electrification



New Energy Vehicles
& Components



New Electricity
Sources



Distributed
Generation

Advanced Material Technologies



Sustainable
Chemicals



Telematics
IoT 4.0



Lightweight
materials



Sustainable
building materials



Carbon
Capture

Digital Technologies



Cybersecurity



Digital Marketing



Marketplaces



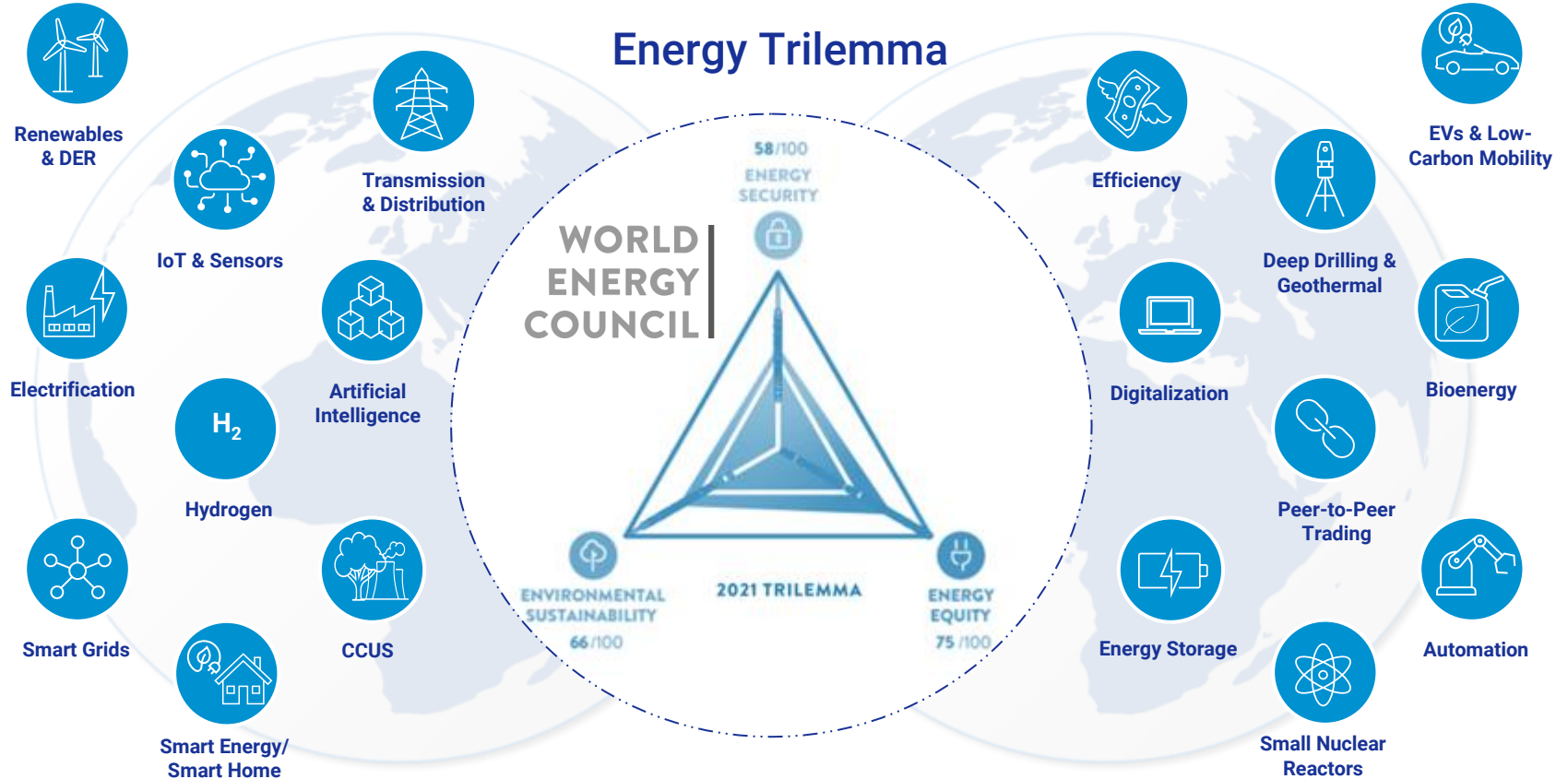
Advanced
Analytics & IoT

An aerial photograph of a large solar farm, showing rows of solar panels stretching across a landscape. In the background, there are agricultural fields and trees. The entire image has a blue color overlay.

01 Energy in Sabanci Group

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We are committed to staying at the center of the technologies that will shape the future energy world.

We aim to benefit & develop our strong human capital and competencies to expand our operations abroad.

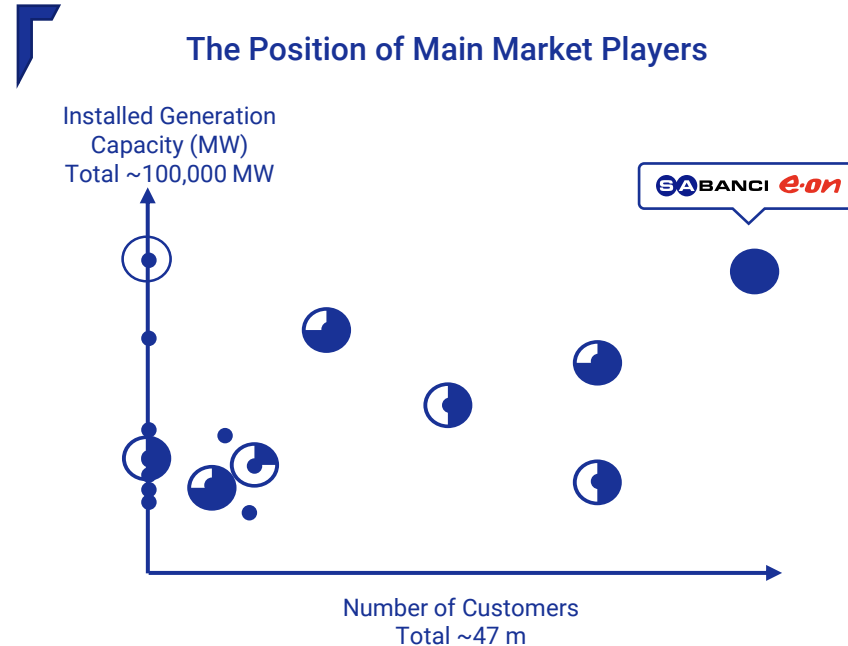
We position ourselves in the center of the global innovation ecosystem.

Sustainability is our guiding principle in each and every business decision we take.



ENERJİSA ÜRETİM

- 21 power plants
- 5 technologies
- 3.6 GW installed capacity
- 44% renewables
- 16 TWh Generation (2021)
- 29 TWh Trading (2021)



- 22 m population
- 14 cities, 6 metropolises
- 10.3 m customers
- 310,000 km network
- 18.7 bn TL RAB
- 35.8 TWh Sales (2021)



High Degree of Generation Portfolio Diversification

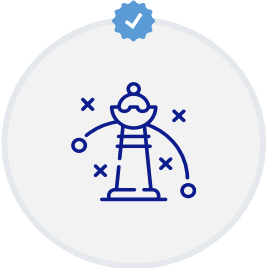


No Generation Portfolio Diversification

...as well as using our sector-leading existing competencies...



Balance and Resilience of the Portfolio



Effective Risk Management with a Solid Balance Sheet



Operational Excellence



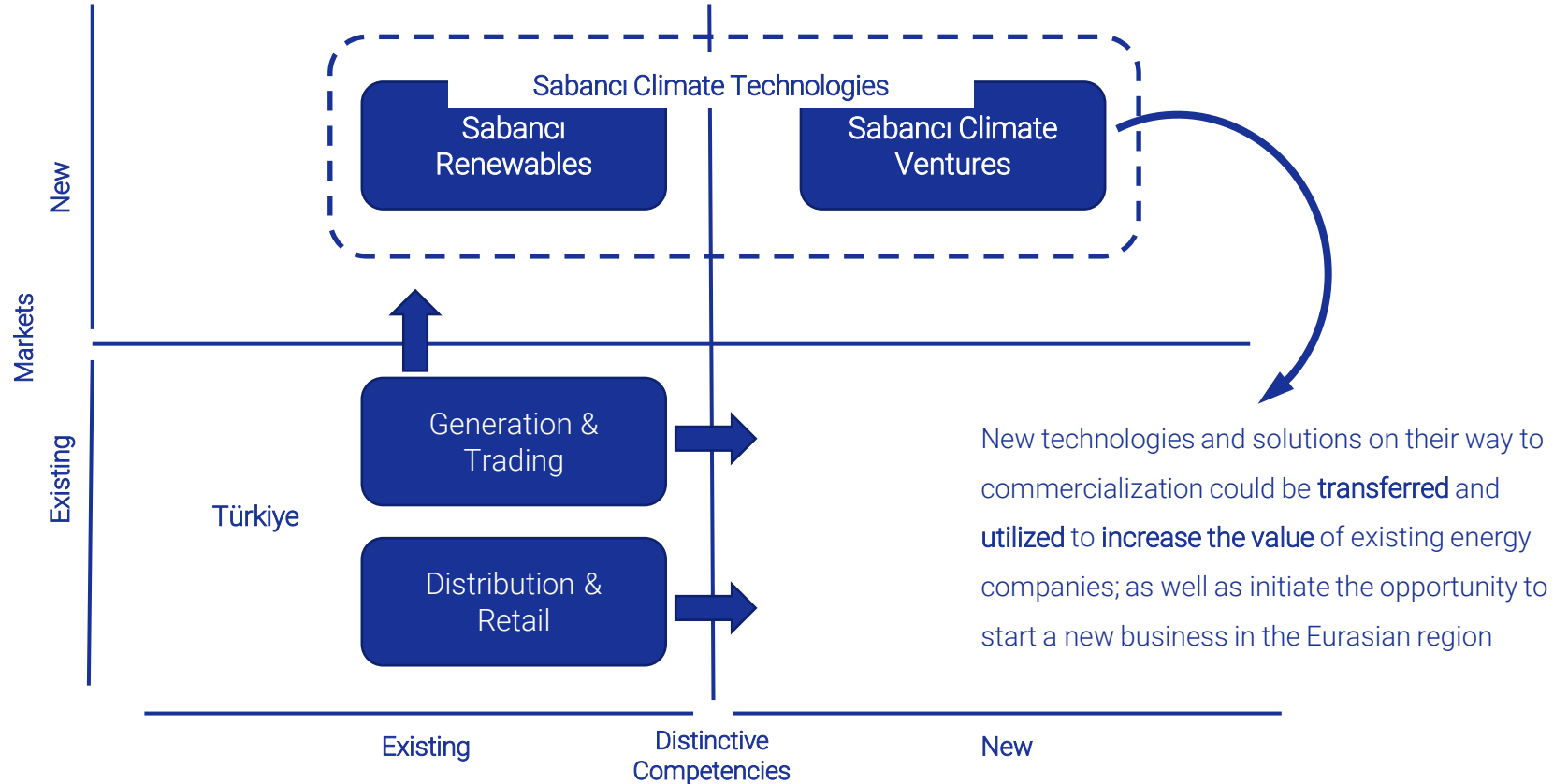
Efficiency



Digital Capabilities



Human Capital



Generation & Trading

Distribution & Retail

Protect &
Grow the
Core

- Renewable Generation

- Grid Investments (RAB)

- Trade Business Expansion
- Digital & Energy Services

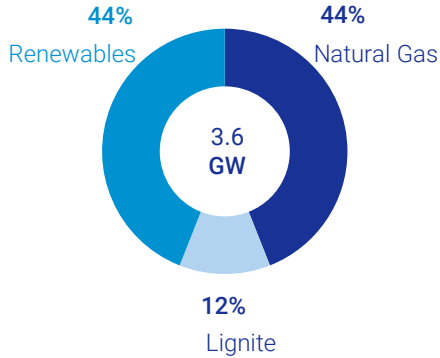
- Customer Solutions
 - Distributed Generation / Solar
 - E-mobility / E-charging Platform
 - Energy Efficiency & Decarbonization

Adjacencies
& Transform

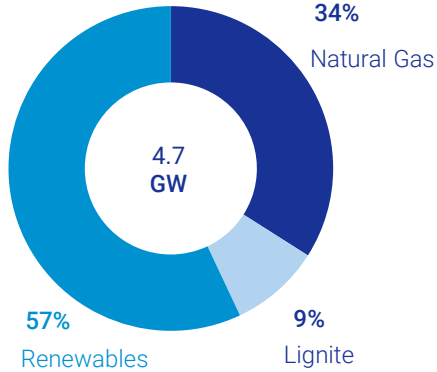
- Green Hydrogen

...consequently, a major expansion project has initiated in the renewable energy market in Türkiye...

Installed Generation Capacity Mix*

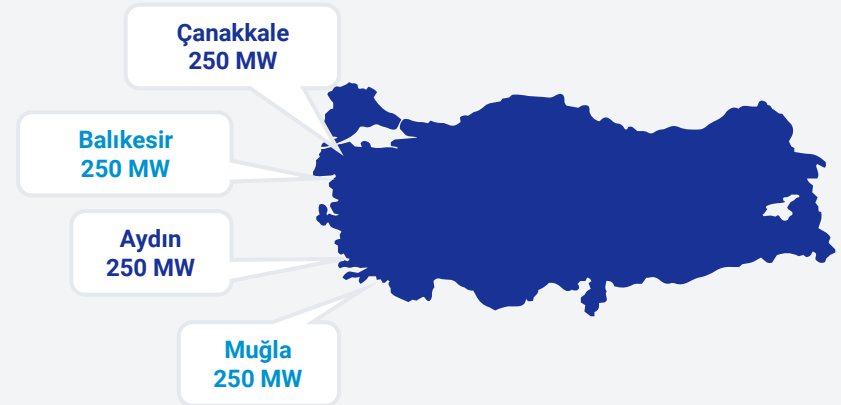


Currently



2026**

1000 MW YEKA-2 Wind Power Plant Investment (USD1.2 bn)



- FX guaranteed revenue stream for 15 years
- Licenses acquired
- Turbine contracts signed
- COD: gradually from 2024 to 2026/Q1

← Asset Light Growth →

Trading Globally



- Reached more than 100 international trader/broker counterparties from 30 countries
- Developing and trading 3rd parties' carbon and green power certificates from our own assets

Energy & Digital Services

- Commercializing technological know-how and digital services with low market entry cost while sustaining the competitive advantage
- Introduction of digital energy services to provide plant management and green energy solutions, data services, and energy training.



Green Hydrogen



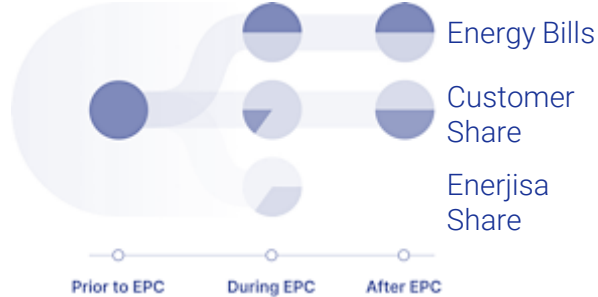
- Signed a protocol with TÜBİTAK MAM, ASPİLSAN, Eti Maden, and GMKA to collaborate on green hydrogen production and storage.
- Planned to install electrolyzers, in line with the expected domestic and international demand

With the most extensive customer network in Türkiye, the business transformed to a solution partner thanks to their technological competencies...

Distributed Generation / Solar



Energy Efficiency & Decarbonization



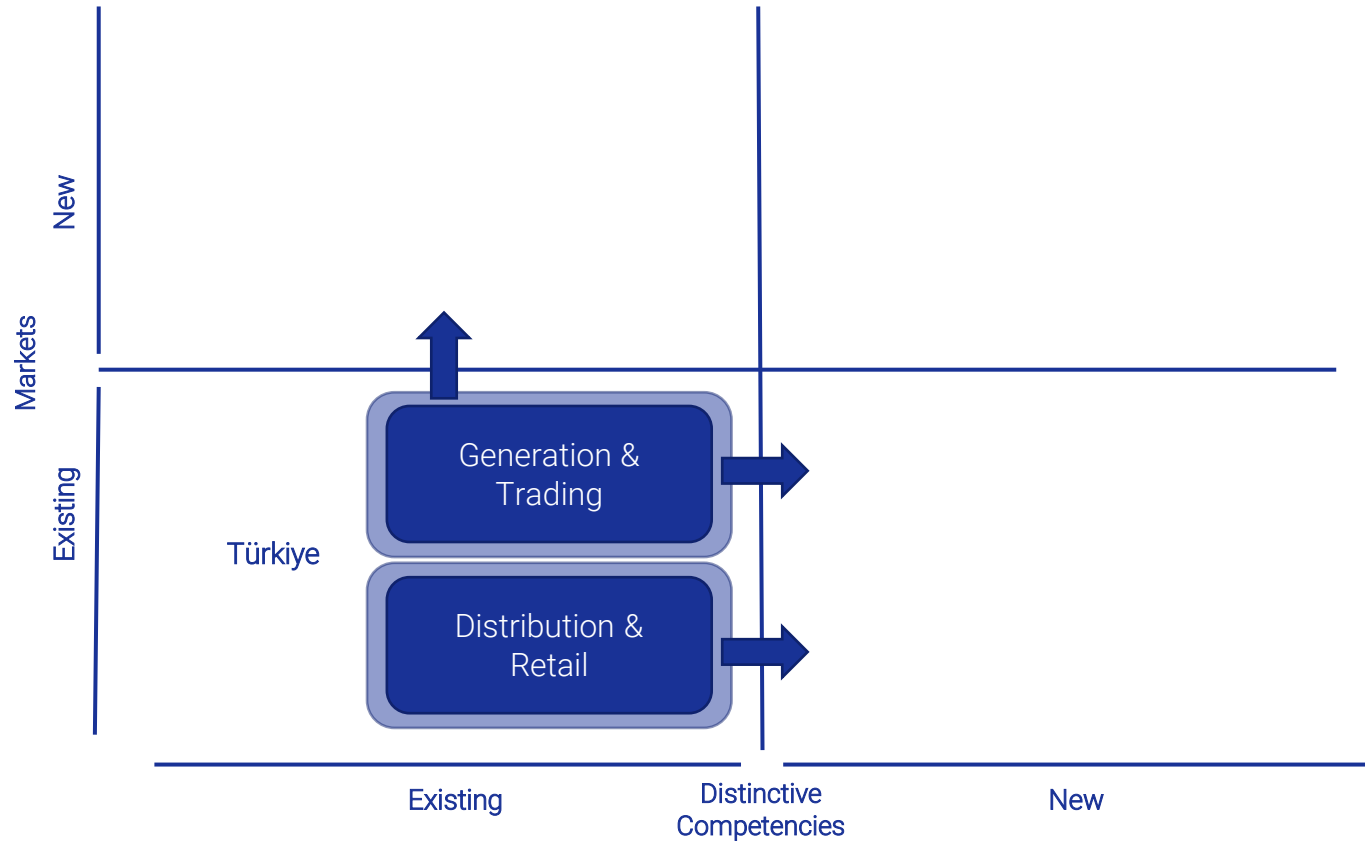
E-mobility / E-charging Platform



- Creating a sustainable and service-based business model through Energy Performance Contracts (EPCs)
- Offering our customers environmentally-friendly energy solutions with a focus on distributed generation, decarbonization, and efficiency.
- Developing & executing sizeable-scale projects such as
 - Ali Sami Yen Sports Complex (Solar – 4.2 MW)
 - Brisa’s Aksaray Factory (Solar – 4.2 MW)

As of the end of September	After Türkiye’s National DC Charger Tender Program	As of 2023 YE
325 stations in 42 cities	495 new stations in 53 cities	1,000 stations in 81 cities
170 AC Stations	181 AC Stations in total	
155 DC Stations	644 DC Stations in total	

... and both companies have already engaged in these growth initiatives with their own financial resources, while committed to pay regular dividends



It is time to leverage core capabilities in the Energy SBU & expand the business to create higher value for all stakeholders

We lead energy and climate transition by **bridging the gap between emerging and developed markets**



SABANCI CLIMATE TECHNOLOGIES

Create sustainable base return while investing in 'revolutionary ideas'

Sabancı Renewables

Focus Investment Areas

- On-shore wind
- Utility scale solar

Focus Geographies

- Selected US states

Distinctive Competency

- Execution and digital asset management capabilities in renewables

Sabancı Climate Ventures

Focus Investment Areas

- Early-stage Energy and Climate solutions

Focus Geographies

- Predominantly the USA, and Europe as peripheral location

Distinctive Competency

- Early market penetration of startups in emerging markets

USA came to the fore with the attraction of being world's 2nd largest renewable energy market & the largest corporate venture ecosystem



Solar Resource Potential
170 TW potential capacity



Wind Resource Potential
10.6 TW potential capacity



Academia and Start-up Ecosystems

Facts on Renewable Energy Investments

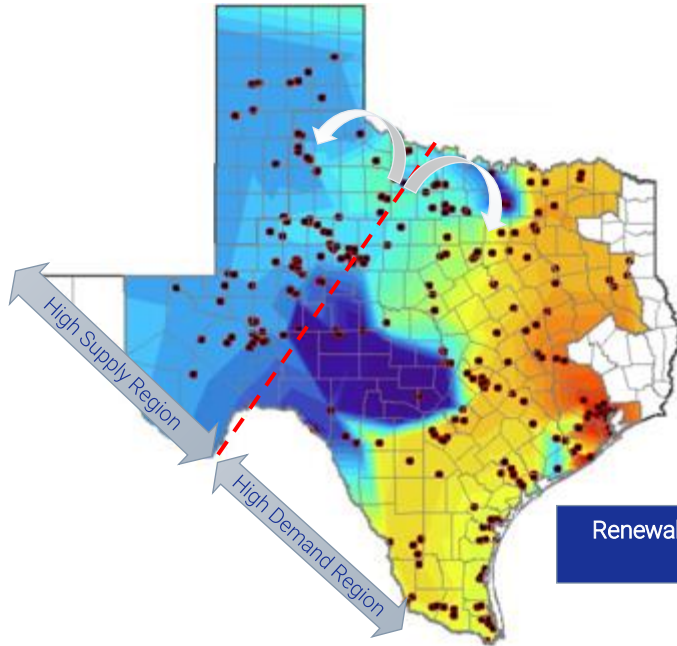
- USA is the 2nd largest renewable energy market following China. Around 100 GW of renewable capacity was installed in the USA for the last 3 years
- US companies have committed to source 80% of their consumption from renewable sources by 2045, which is around 4,050 TWh
- Extended and enhanced Renewable Energy Incentives (IRA – Inflation Reduction Act)
- The most developed & least-regulated power market and long-term stable base revenue streams in USD terms
- The most liquid financial market with one of the lowest cost of funding

Facts on Start-up Investments

- USA attracts nearly 60% of global start-up investments, which is approximately equal to USD270bn in 2021.
- More than 50% of global unicorns emerge in the US

After detailed research & studies, the first solar investment in Texas, Houston has been initiated, which offers a variety of opportunities for the future growth

Market potential for proxy businesses
in Texas West



Renewable Business for East, North & South
Regions of Texas

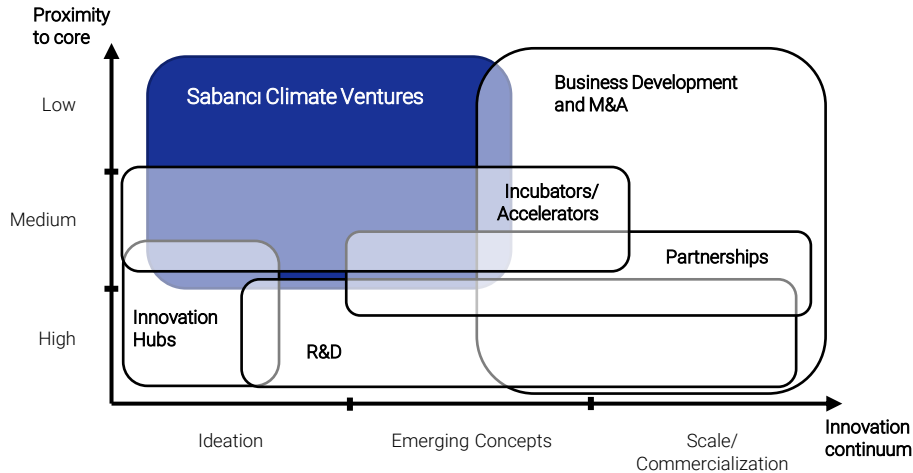
272 MW Solar Power Plant Project

- Region close to Houston - high demand
- Shovel-ready project with low execution risk; developed by an experienced and reputable Project Firm

Solid Business Model for the Execution

- EPC contract with a pioneer company
- 1- 10-year PPA contract with a highly credible counterparty
- Financing partnerships with global banks
- Tax equity partnership as incentive model of the USA

Sabancı Climate Ventures is a necessity to position for the future and not competing with other activities while generating attractive financial returns over the full fund cycle



Value Proposition to Start-Ups

- Acceleration, piloting, and commercialization partner in a vibrant emerging market
- Access to multiple generation technologies and +10Mn user-base in the electricity value chain
- Relationship building and expertise gaining opportunity from leaders of Türkiye's largest private utility player

Value Extraction

- Strong collaboration with Sabancı Group companies through dedicated platform teams to pilot and scale start-up concepts/products
- Pursue board observer seat in investments to increase collaboration opportunities and learnings



- Invested in a venture fund with a portfolio of start-ups from seed to growth stage
- Portfolio with a focus on innovative energy and climate technologies, advanced material technologies, artificial intelligence and robotics technologies
- Deal flow of start-ups originated from within and around MIT, Harvard, and Rochester University





- Coming out of MIT's Plasma Science and Fusion Center and reached a valuation of \$5 billion in September 2021
- Having the potential to enable clean nuclear energy production in the future to remove the limits on energy
- Breakthrough Energy, founded by Bill Gates, is among the major investors of the company



- Coming out of MIT and reached a valuation of over 100 million USD in June 2022
- Planning to provide access to deep geothermal energy resources economically with its revolutionary drilling technology
- Especially important for Türkiye as the 1st country in Europe to the geothermal potential
- Initiating a joint task force to search for cooperation opportunities in Tufanbeyli PP

Renewable Technologies

 **Geothermal energy**  **Solar energy**

New Energy Components

 **Energy storage**  **Battery technology**

New Electricity Sources

 **Hydrogen energy**  **Fusion energy**

E-Mobility

 **EV infrastructure**

Electrification

 **Smart grid**  **Energy efficiency**  **Energy SaaS**  **Carbon accounting**

While contributing to Türkiye's green energy transition, we stay committed to sound management of ESG risks and investing in communities that we operate in

Key Player in Energy Security

Providing uninterrupted, continuous, accessible energy to **one out of every 4 people** in Türkiye

A Leading player in the industry with **3,607 MW with the most diverse generation composition**



Largest contributor to electrification

One of the **largest investors in grid expansion, upgrading, and modernization**

Pioneer in the **Digitization** of all processes in the electricity value chain

Operating **the largest, fastest, and green** Charging Station Network in Türkiye



Commitment to 100% Low Carbon Generation

1 out of every 3 solar and wind power plants will be realized by Enerjisa Üretim in the next 5 years

%15 decrease in GHG intensity in 3 years with the ultimate aim to reach net zero before 2050



Shaping the New Energy World

Türkiye's first **green hydrogen manufacturing plant** in a bid to address energy security and green energy transition simultaneously

With a potential of **green hydrogen export capacity to Europe**



Helping Customers to Decarbonize

Improving the **efficiency of customers** and **helping them to decarbonize** through our innovative and sustainable products under the umbrella of **The Energy of My Business**

Trading 3rd parties' carbon and **green power certificates**

30% share in Sabancı Group's **SDG-linked net sales revenues**



Growing & Strengthening in Türkiye

01

- Renewable Generation
- Distribution Network
- Asset Light Growth (Trading, Digital Services, and Customer Solutions)



Expand Renewable Generation

02

- Türkiye
- USA



New Energy & Climate Technologies

03

- Green Hydrogen
- Climate-tech Funds
- Start-ups



The background of the slide is a dark blue image of the Earth from space, with a complex network of white lines and dots overlaid, representing a global network or data flow. The network is most dense over the Eastern Hemisphere.

01 Industrials in Sabanci Group

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For Further
Details

ir.sabanci.com



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