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# **Effects of Hyperinflation on Financial Statements**

- ✓ Non-monetary assets such as fixed assets and inventories as well as equity and profitability cannot be shown at their true value.
- ✓ The Holding gain or losses on sale of non-monetary assets do not reflect in real terms without inflation accounting.
- ✓ Historical values are not indicative of the value of the item to the entity.
- ✓ Comparative analysis cannot be performed (between different companies different reporting periods different account items)...
- ✓ Financial analysis that is required to measure financial performance/situation cannot be performed.
  - debt/equity ratio
  - return on equity
  - gross profit margins
- ✓ Due to inflationary profits, taxes are accrued on earnings that do not exist, and high profit distributions can lead to capital depletion.



## Monetary/Non-Monetary Items

#### Non-Adjusted

#### **Monetary Assets**

- Cash and cash equivalents
- Trade receivables
- Financial assets
- Notes receivable and other receivables
- Contract assets

#### **Monetary Liabilities**

- Trade payables
- Accrued expenses and other payables
- Borrowings and notes payables
- Lease liabilities
- Provision of Employee Termination Benefits and other personnel liabilities
- Refund liabilities

# Non-Monetary Assets (adjusted at Fair Value)

Non-monetary items measured at fair value

- Fixed assets
- Investment property
- Non-current assets held for sale
- Equity investments carried at fair value
- Unchanged from their historical values (carried at closing values, taking into account the measurement criteria)
- Indexed, if their fair value differs from the period-end fair value

#### Adjusted

#### Non-monetary items measured at cost method

- Inventories
- Fixed assets
- Intangible assets
- Investment property
  - Right of use
- Investments in subsidiaries
  - Advances
  - Equity items
- Income statement items



# Inflation Accounting - Sabancı

- ✓ The standard is applied by companies whose functional currency is the currency of a hyperinflationary economy. Therefore, companies whose functional currency is hard currency, such as Kordsa, Sabancı Building Solutions, Sabancı DX BV, Climate Technologies, are not within the scope of this standard. However, the previous year of consolidated results is adjusted to the current period purchasing power.
- Monetary gain/losses are changes according to balance sheet positions of companies. In order to understand the change in composition and the effects on the income statement, the monetary position in the balance sheet should be interpreted as follows;
  - Monetary asset > Monetary liability => Loss of monetary position
  - Monetary liability > Monetary asset => Monetary position gain
- ✓ Monetary gain/losses is presented separately as an item under EBITDA in the profit or loss section.
- ✓ Banking and insurance sectors, whose monetary assets exceed their monetary liabilities on balance sheet due to their structure, incur monetary losses. In other companies, balance sheet structures need to be reviewed to understand the income statement impact.
- ✓ The Holding's net cash position doubled to TL 14.4 billion, resulting in a consolidated monetary position loss of TL 1.7 billion
- Enerjisa Enerji's investments within the scope of IFRIC 12 are recognized as financial assets, not fixed assets. Since this item is also considered as a monetary asset, there is no indexation, therefore, it cannot generate monetary gains from these investments.
- ✓ Impairment losses may arise if the increased carrying amount of assets after the indexation does not meet their net realizable values.

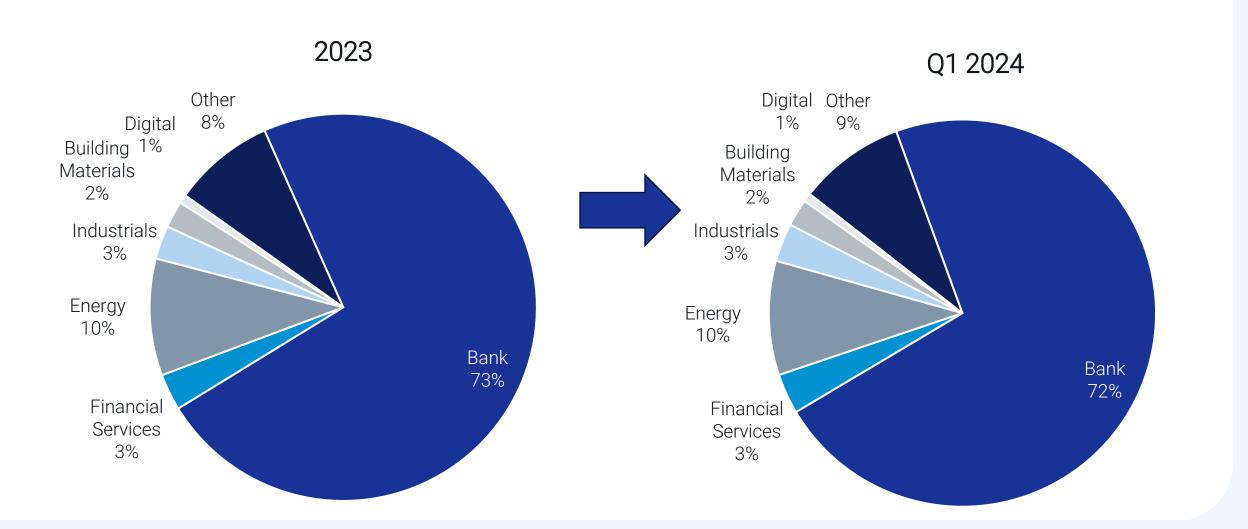


# Inflationary Accounting Effects

(Amounts on tables expressed in thousands of Turkish Lira ("TL") in terms of purchasing power of the TL on 31 March 2024 unless otherwise indicated)

	31 March 2024	31 December 2023	Change (%)
Current Assets	1,394,312	1,500,492	-7%
Cash and Cash Equivalents	98,322	108,140	-9%
Balances with the Central Bank of the Republic Turkey	261,264	319,568	-18%
Financial Assets	116,039	117,714	-1%
Receivables from Finance Sector Operations	775,363	819,699	-5%
Inventories	27,860	27,250	2%
Other Current Assets	115,464	108,120	7%
Non-current Assets	1,019,170	1,022,092	0%
Financial Assets	461,736	455,479	1%
Receivables From Finance Sector Operations	275,758	280,643	-2%
Investments Accounted Through Equity Method	89,192	88,632	1%
Property, Plant and Equipment	72,936	72,996	0%
Intangible Assets	43,725	44,623	-2%
Other Non-Current Assets	19,322	18,731	3%
TOTAL ASSETS	2,413,482	2,522,584	-4%
Short Term Liabilities	1,784,240	1,870,204	-5%
Short Term Borrowings	75,099	61,909	21%
Short Term Portion of Long-Term Borrowings	70,988	76,021	-7%
Trade Payables	25,784	31,095	-17%
Payables of Finance Sector Operations	1,472,063	1,559,325	-6%
Other Short-Term Liabilities	140,307	141,855	-1%
Long Term Liabilities	211,625	209,205	1%
Long Term Borrowings	102,623	105,249	-2%
Payables of Finance Sector Operations	23,083	25,372	-9%
Other Long-Term Liabilities	85,919	78,584	9%
EQUITY	417,617	443,175	-6%
Equity Attributable to the Parent	249,218	253,937	-2%
Non-controlling Interests	168,400	189,238	-11%
TOTAL EQUITY AND LIABILITIES	2,413,482	2,522,584	-4%

	31 March	31 December	
Segment-Based Allocation of Assets	2024	2023	Change (%)
Banking	2,085,250	2,196,544	-5%
Financial Services	97,270	92,156	6%
Energy	276,164	294,094	-6%
Industry	92,348	84,101	10%
Building Materials	65,951	67,474	-2%
Digital	20,861	21,874	-5%
Other	257,573	256,571	0%
Combined	2,895,417	3,012,814	-4%
Less: Joint Ventures	(330,898)	(341,761)	3%
Less: Consolidation eliminations and adjustments	(240,228)	(237,101)	-1%
Add: Net profit shares of Joint Ventures and associates	89,192	88,632	1%
Consolidated	2,413,482	2,522,584	-4%





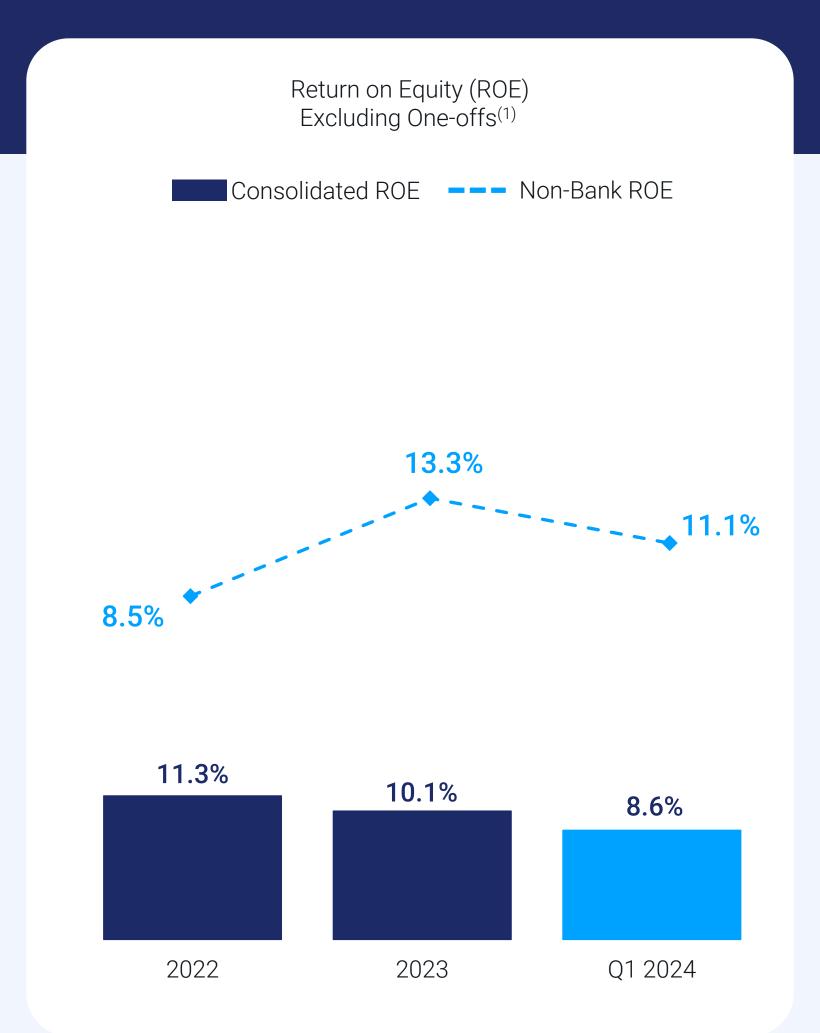
# **Detailed Financials**

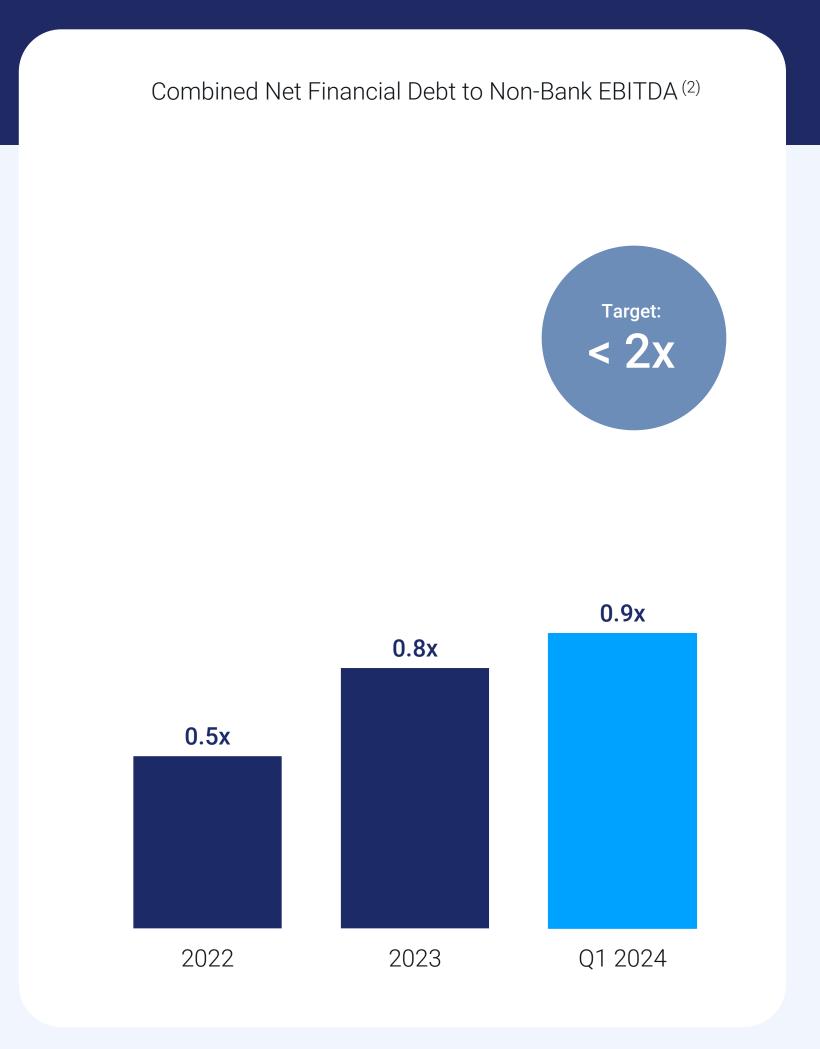
Million TL	Q1 2023	Q1 2024	Change
Combined Net Revenue	220.741	234.793	6%
BANK	86.387	120.720	40%
NON-BANK	134.354	114.073	-15%
Combined EBIT	33.105	25.231	-24%
BANK	26.357	19.778	-25%
NON-BANK	6.749	5.453	-19%
Combined EBIT Margin	15,0%	10,7%	-425 bps
NON-BANK	5,0%	4,8%	-24 bps
Combined EBITDA	39.961	33.307	-17%
BANK	27.763	21.495	-17 <i>7</i> 6 -23%
NON-BANK	12.198	11.813	-3%
Combined EBITDA Margin	18,1%	14,2%	-392 bps
NON-BANK	9,1%	10,4%	128 bps
Combined PBT Before Monetary Gain/Loss	30.133	19.700	-35%
BANK	26.424	19.783	-25%
NON-BANK	3.709	-83	a.d.
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Combined Monetary Gain/Loss	-25.668	-20.947	18%
BANK	-27.369	-22.687	17%
NON-BANK	1.701	1.740	2%
Consolidated Net Income (Excluding Minority Interest)	-2.356	-5.366	-128%
BANK	-1.801	-3.307	-84%
NON-BANK	-555	-2.059	-271%
	-555	<b>-</b> ∠.∪∪∀	-Z/I/0



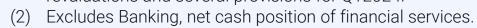
# ROE continues to reflect the impact of inflation accounting, indebtedness remained below target







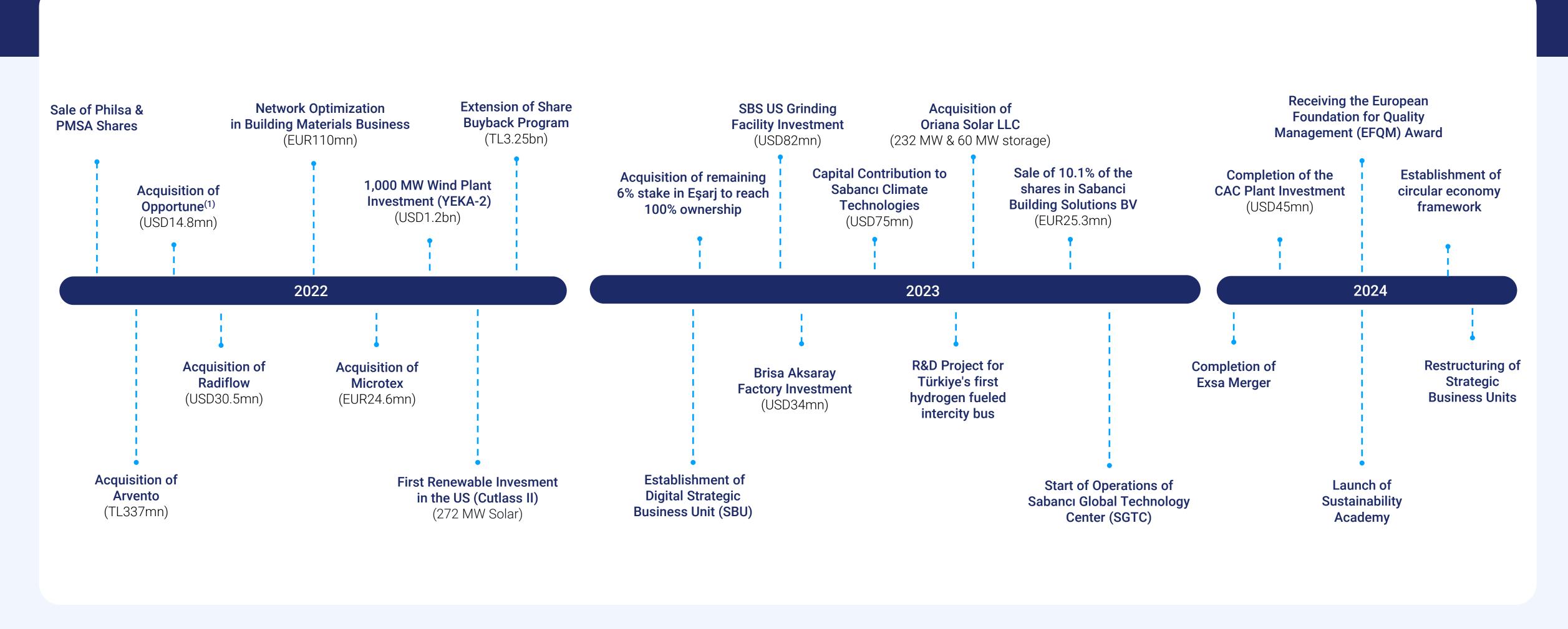
<sup>(1)</sup> One-offs amounting to TL18.1 bn includes asset valuation, Philsa sales gain and Çimsa sales gain (Kayseri-Niğde facilities) for 2022, TL15.6 bn includes asset revaluation, earthquake related spendings and early retirement payments for 2023 and TL1.1 bn includes asset revaluations and several provisions for Q12024.







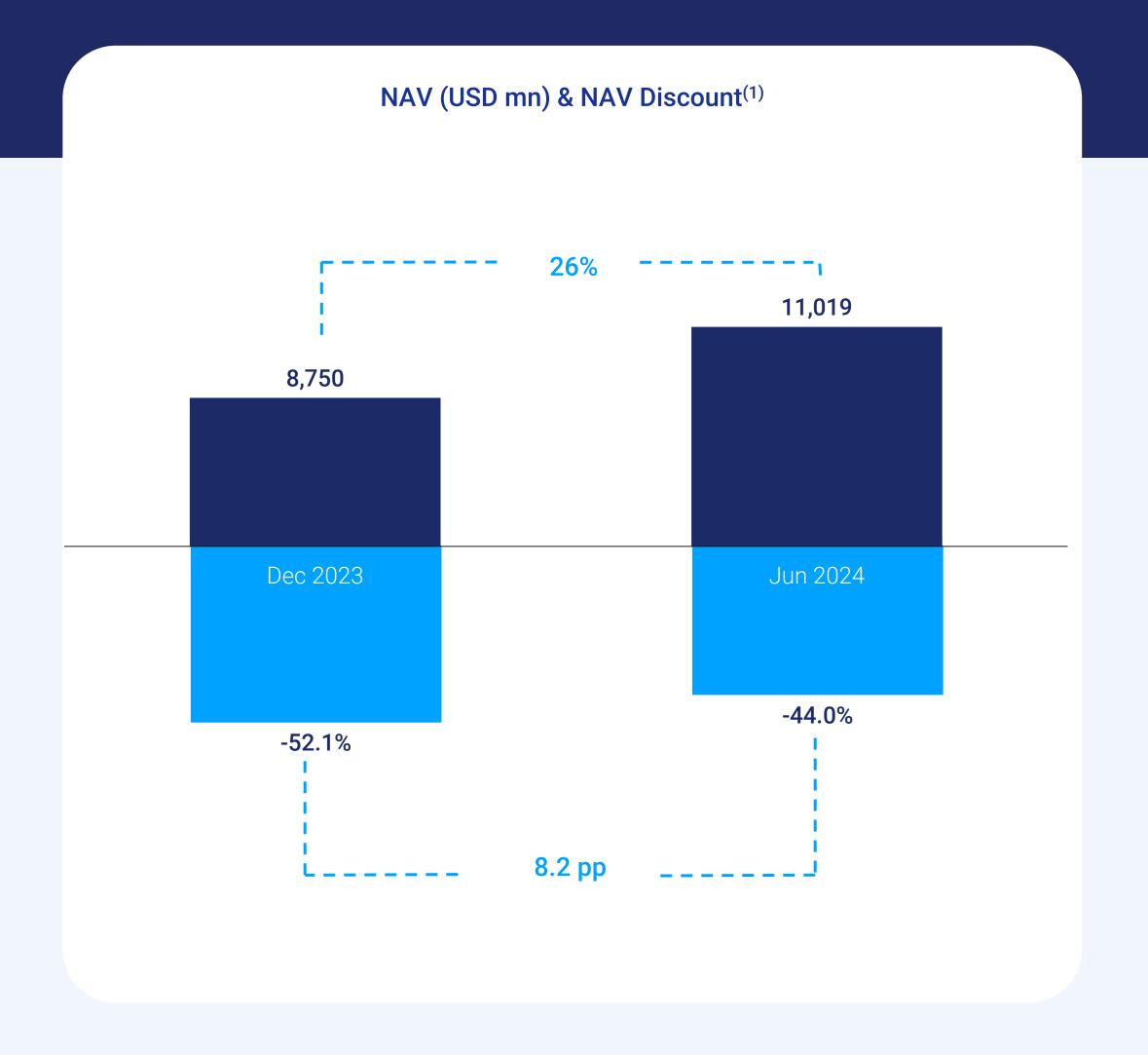
# Continuing to deliver on our strategic initiatives: 73% of investments to new economy

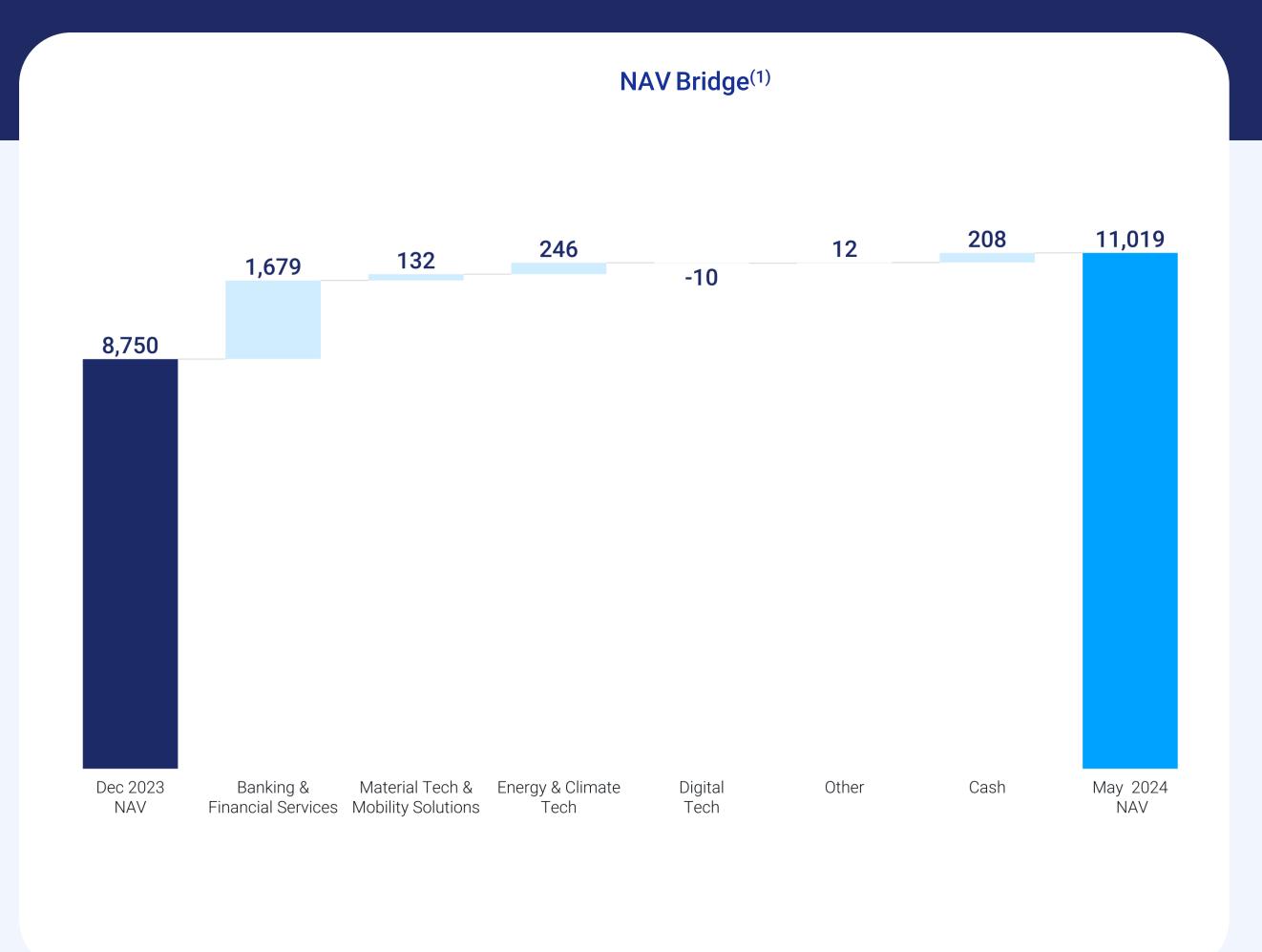






# Strong NAV growth with an attractive discount

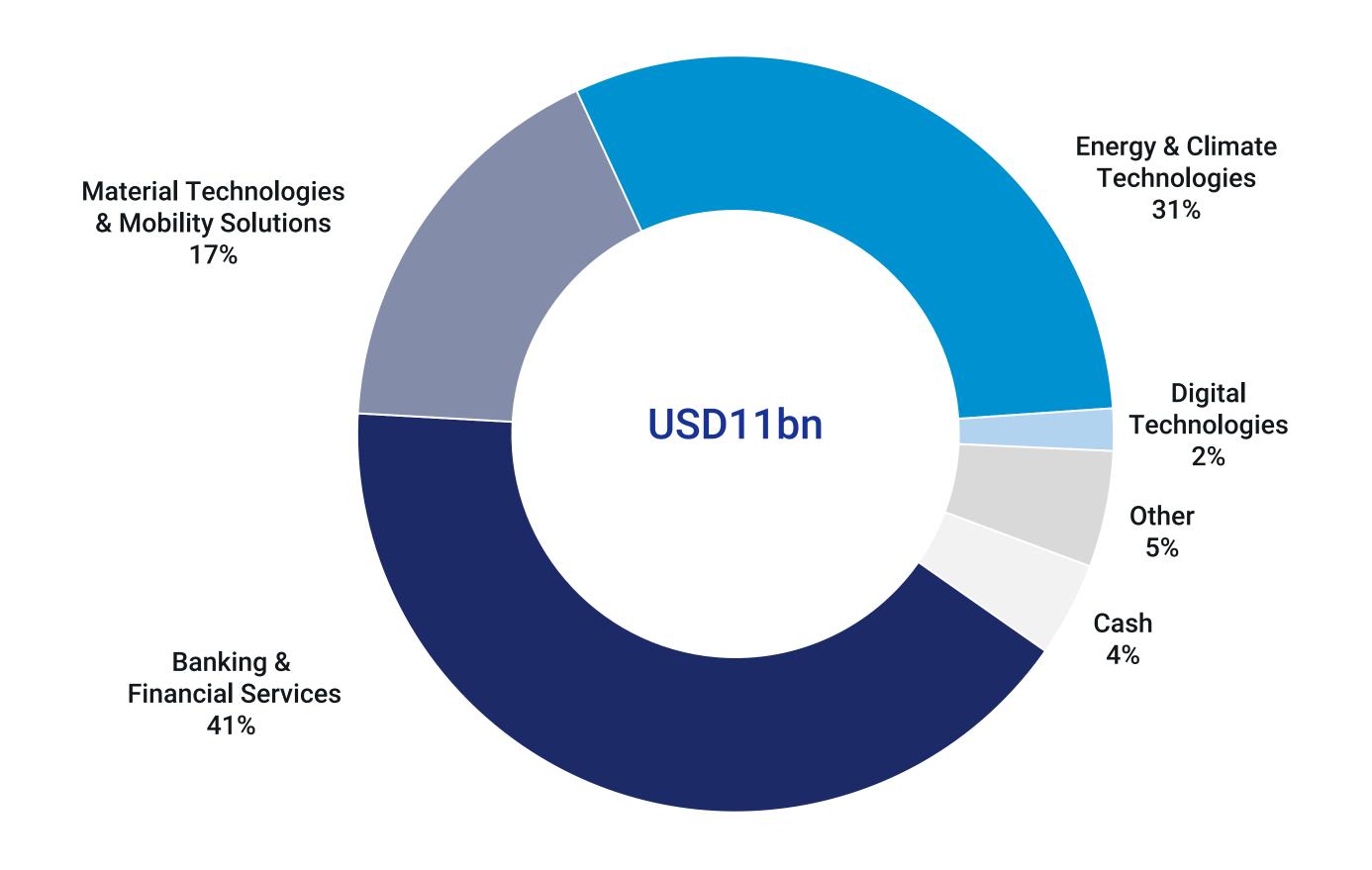






# A more balanced portfolio with increasing share of new economy









# **Overview of Corporate Structure**



Sabancı Family: 46.8% Free Float: 53.2%

**BANKING & FINANCIAL SERVICES** % of NAV: **41%** 

**ENERGY & CLIMATE TECHNOLOGIES** 

**MATERIAL TECHNOLOGIES** % of NAV: **12%** 

**MOBILITY SOLUTIONS** % of NAV: **5%** 

**DIGITAL TECHNOLOGIES** % of NAV: **2%** 

**AKBANK** 

SAHOL: **40.7%** Other: 6.2% Free Float: 53.1%



SAHOL: 40.0% Ageas: 40.0% Free Float: 20.0%



SAHOL: **36.0**% Ageas: 36.0% Free Float: 28.0% % of NAV: **31%** 



SAHOL: 40.0% E.ON: 40.0% Free Float: 20.0%



SAHOL: **50.0%** E.ON: **50.0%** 



**SAHOL: 100%** 

AKÇANSA

SAHOL: **39.7**%

Heidelberg Materials: 39.7% Free Float: 20.5%



SAHOL: **54.5%** Akçansa: 9.0% Other: 0.8% Free Float: **35.7%** 



SAHOL: **71.1%** Free Float: 28.9%



SAHOL: **49.9%** CIMSA:50.1%

BRISA

SAHOL: **43.6**% Bridgestone: 43.6% Other: 2.6%

Free Float: 10.2%



SAHOL: **50.0%** PPF Group : **50.0%** 



SAHOL: 100%

TEKNOSA

SAHOL: **50.0%** Free Float: 50.0%

**DxBV** 

SAHOL: 100%

SABANCIDX

SAHOL: 49.0% DxBV: **51.0%** 

**OTHER** % of NAV: **5%** 



SAHOL: **57.1%** Carrefour: 32.2% Free Float: 10.7%



# 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
- Share Buyback Program:
   Up to 5% of paid-in capital: 102mn shares
   Total funds allocated: TL3.25bn
- ► Long-term Incentive Plan: NAV Growth & rTSR



#### **Invest in New Platforms**

Increasing share of new economy in nonbank combined revenue :

from 6% in 2021 to ~13% in midterm

➤ 75% of non-bank capex for transformation & adjacencies focusing on:

Energy & Climate Technologies (55%(1))

Advanced Material Technologies (38%<sup>(1)</sup>)

Digital Technologies (7%(1))

to achieve higher FX generation, to increase share of non-regulated business and to reach our Net Zero Emission target

► IRR > WACC + (1% to 3%)

#### **Keep Healthy Balance Sheet**

- ► Net debt to EBITDA ≤ 2x
- Healthy use of capital & debt
- Managing B/S as if an investment grade company



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





# Investing in new economy for a major transformation in Sabancı Group

#### **Energy & Climate Technologies**



Renewables



Electrification



E-mobility



Digitalization



Energy Storage



Green Hydrogen

#### Material Technologies & Mobility Solutions



Sustainable Chemicals



Lightweight materials



Carbon Capture



Telematics loT 4.0



Sustainable building materials



New Energy Vehicles & Components

#### Digital Technologies



Cybersecurity



Digital Marketing



Marketplaces



Internet of Things



Artificial Intelligence

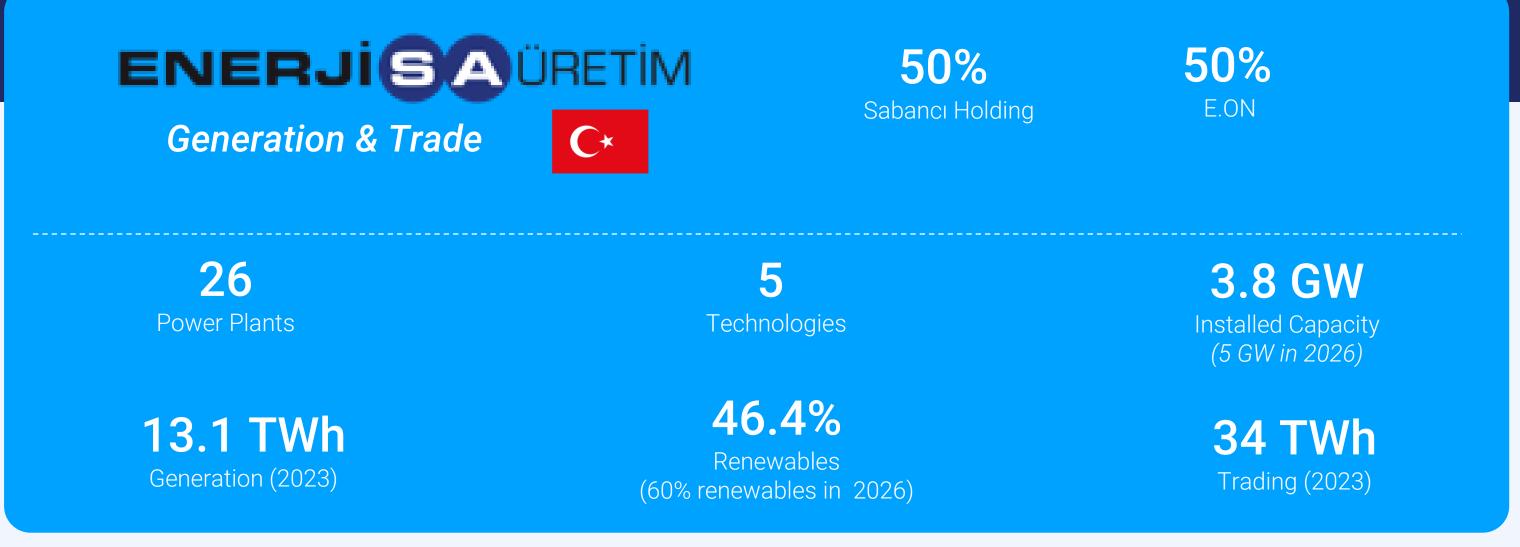


Hyperscale Data Center



# Diversified energy portfolio throughout the value chain







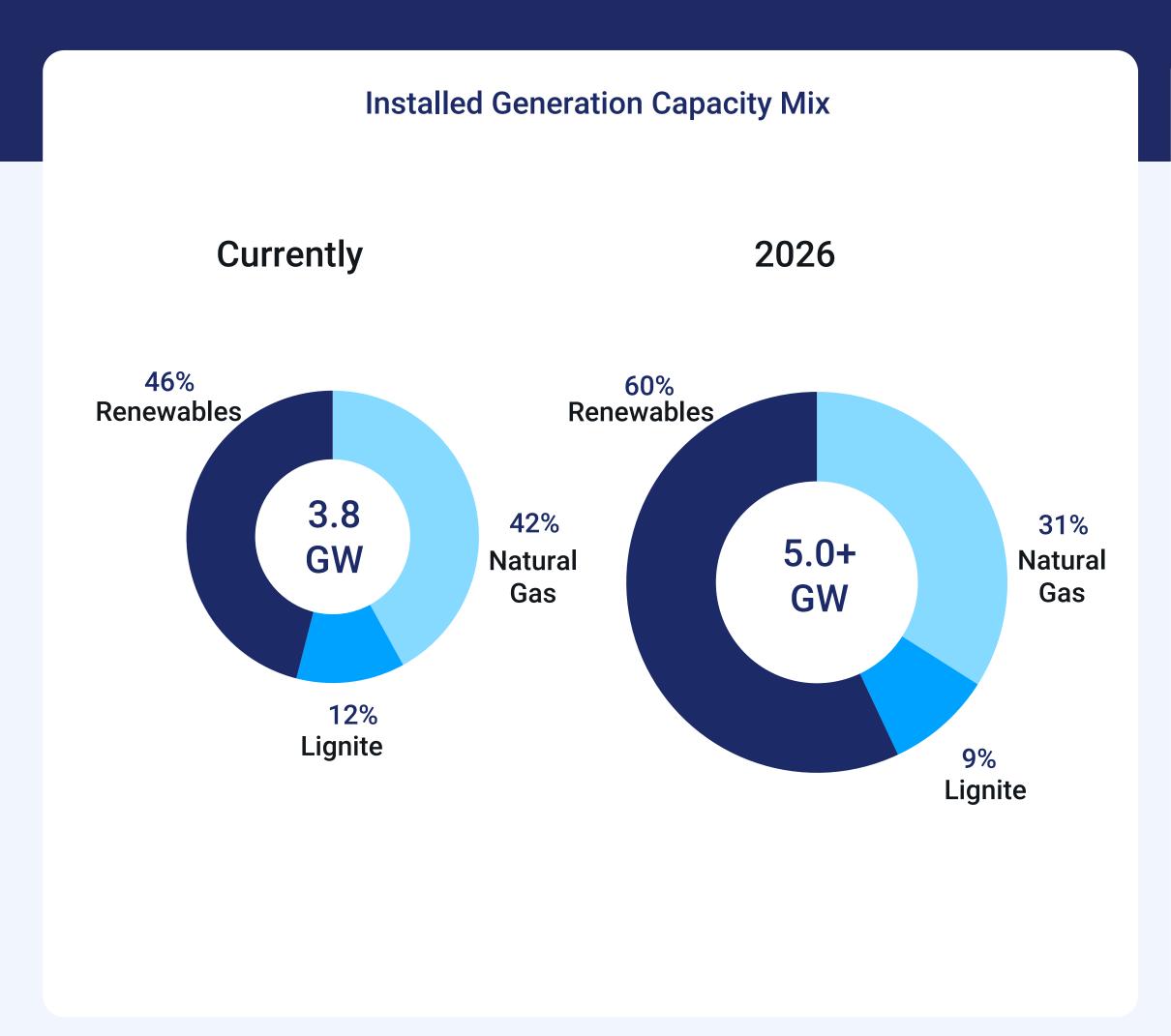
100% Sabancı Holding

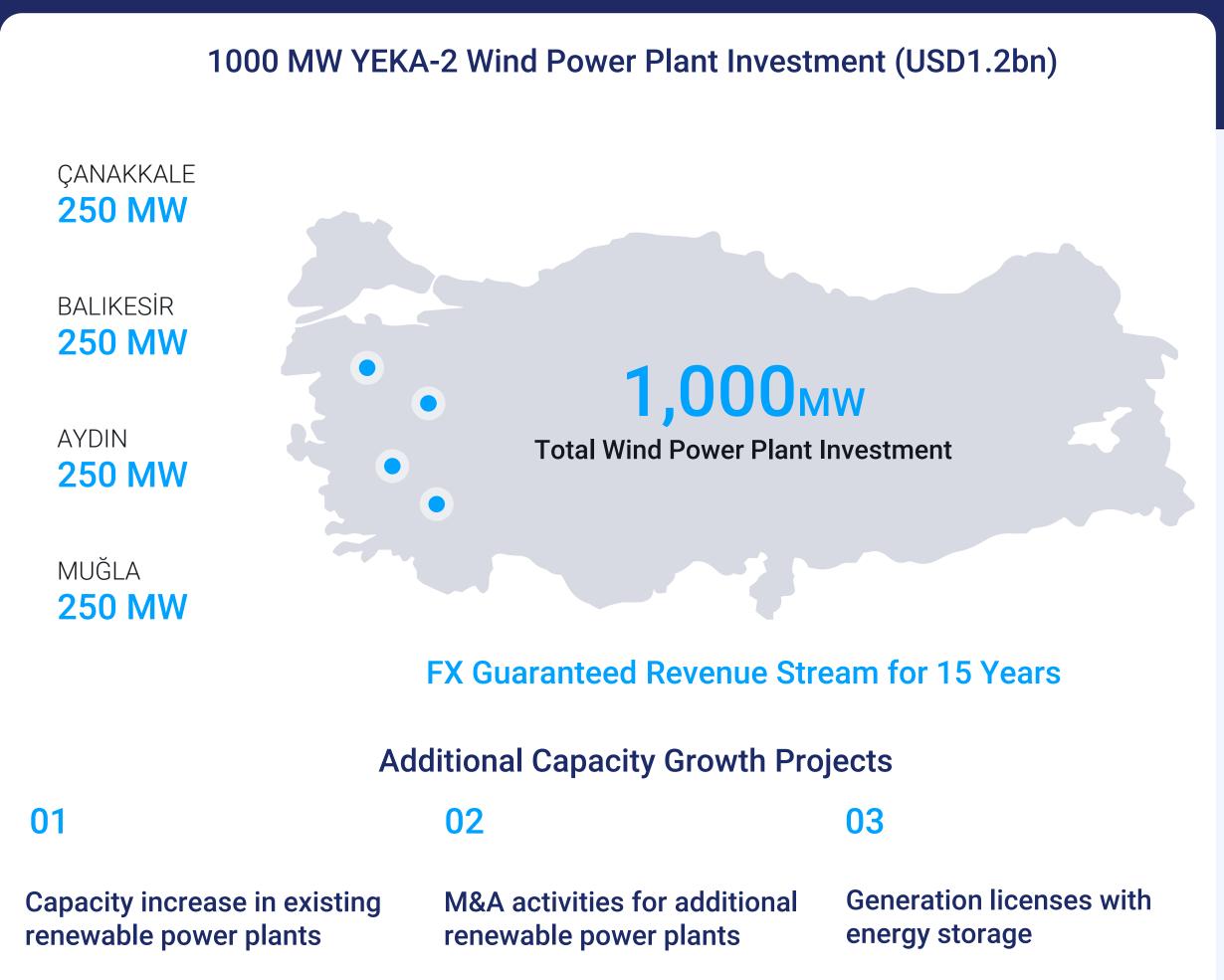
Renewable Energy
Generation in U.S

(S) Investments in Climate Technologies Through Energy and Climate VC



# A significant step towards +5,000 MW installed capacity target has been taken

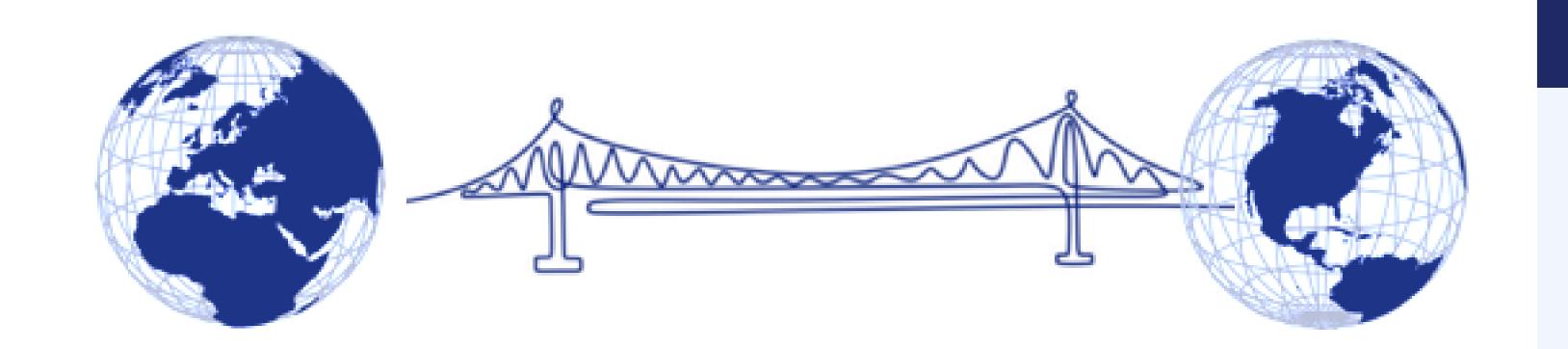






It is time to leverage core capabilities in the Energy SBU & expand the business to create higher value for all stakeholders

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



Sabancı Climate Technologies, wholly owned subsidiary of Sabancı Holding, undertakes renewable energy power plant investments and strategic investments in various venture capital funds and start-ups, primarily in the US and Europe.

#### Sabancı Renewables

#### **Focus Investment Areas**

- ▶ On-shore wind
- ► Utility scale solar
- ► Battery storage

#### **Focus Geographies**

- ► ERCOT
- ► PJM
- ► MISO

#### **Distinctive Competency**

Execution and digital asset management capabilities in renewables

#### **Sabancı Climate Venture Investments**

#### **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



Sabancı Group's generation capacity to reach 500 MW in the US once the 2nd project "Oriana Solar Power Plant" completed...

# Oriana 232 MW Solar Power Plant Project With 60 MW Battery Storage

- Project Acquisition: October'23
- EPC Agreement: October'23
- Construction Start (FNTP): Q1'24
- Commercial Operation Date: Q2'25
- Opportunity to invest in battery storage project in the future

# Cutlass II

272 MW

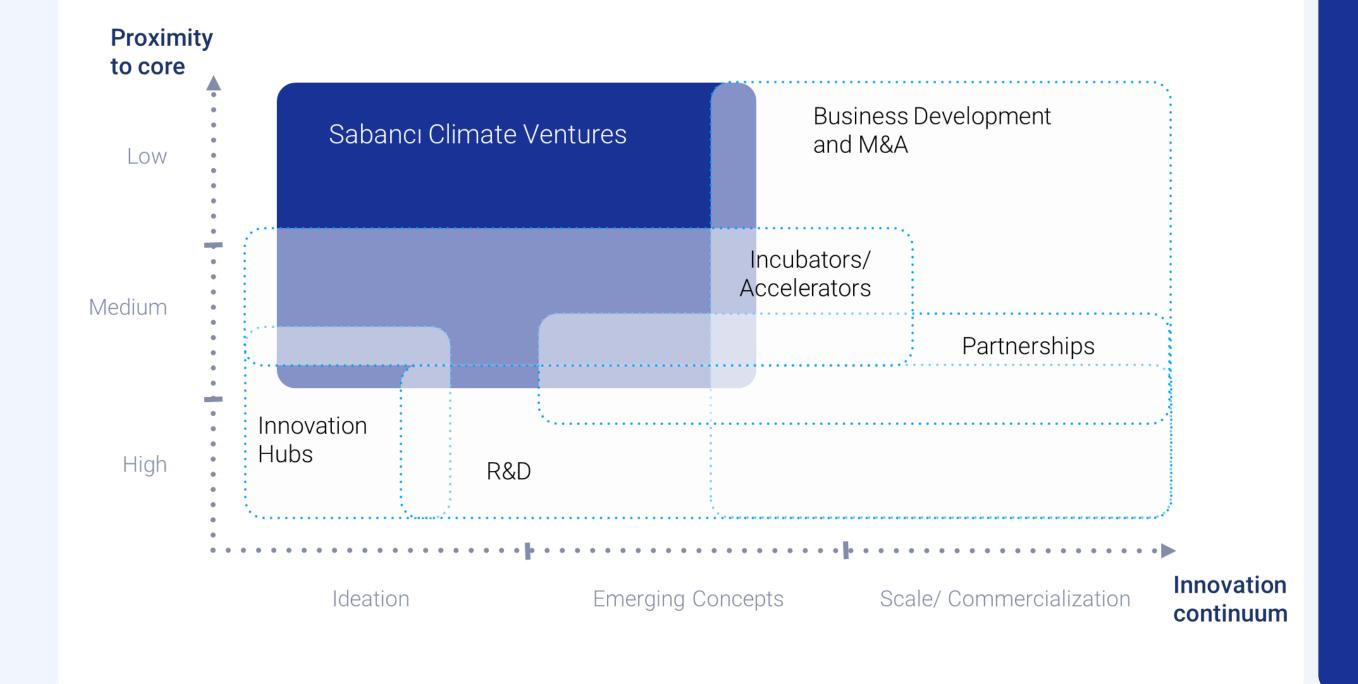
Solar Power Plant Project

- Project Acquisition: October'22
- EPC Agreement with Bechtel: October'22
- PPA with a Reputable Off-Taker: January'23
- Project Finance with Reputable Banks: January'23
- Tax Equity: October'23
- Commercial Operation Date: Mid-May'24



# Sabancı Climate Ventures creates extended innovation ecosystem & enables early access to disrupting technologies...

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



# ....via the investments in climate technologies funds & investments directly to start-up companies

#### SAFAR PARTNERS

- 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

#### future energy ventures

- Supporting ready-to-scale start-ups active in Europe or USA whose mission is to accelerate the energy transition and decarbonize society
- Looking for digital, scalable and asset-light companies in Series A and beyond funding that have shown evidence of a product-market-fit



- Invests in scalable early-stage climate tech startups and technologies addressing global climate change
- The firms' principals have been investing in, supporting and mentoring early-stage clean energy startups together since 2005, and work with a deep bench of Venture Partners



- Founded as an MIT spinout in 2022
- Active Surfaces has developed a low-cost, easy-to-manufacture, light-weight, high-performance flexible perovskite solar cell that is manufactured via thin-film deposition

# 学 Commonwealth Fusion Systems

- Coming out of MIT's Plasma Science and Fusion Center and reached a valuation of \$5 billion in 2021
- Having the potential to enable clean nuclear energy production in the future to remove the limits on energy

### AIDA4H

AiDash is an Al-first vertical SaaS company on a mission to transform operations, maintenance, and sustainability in industries with geographically distributed assets by using satellites and Al at scale

# QUNISE

- 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



- Founded in San Francisco in 2021
- Developed compliance tracking and insight software to manage and improve ESG footprint in various sectors
- Providing deep analytics that can be integrated with ESG systems



# Investing in Tech-based Start-ups via Sabancı Ventures





**USD30Mn**Initial Fund Size



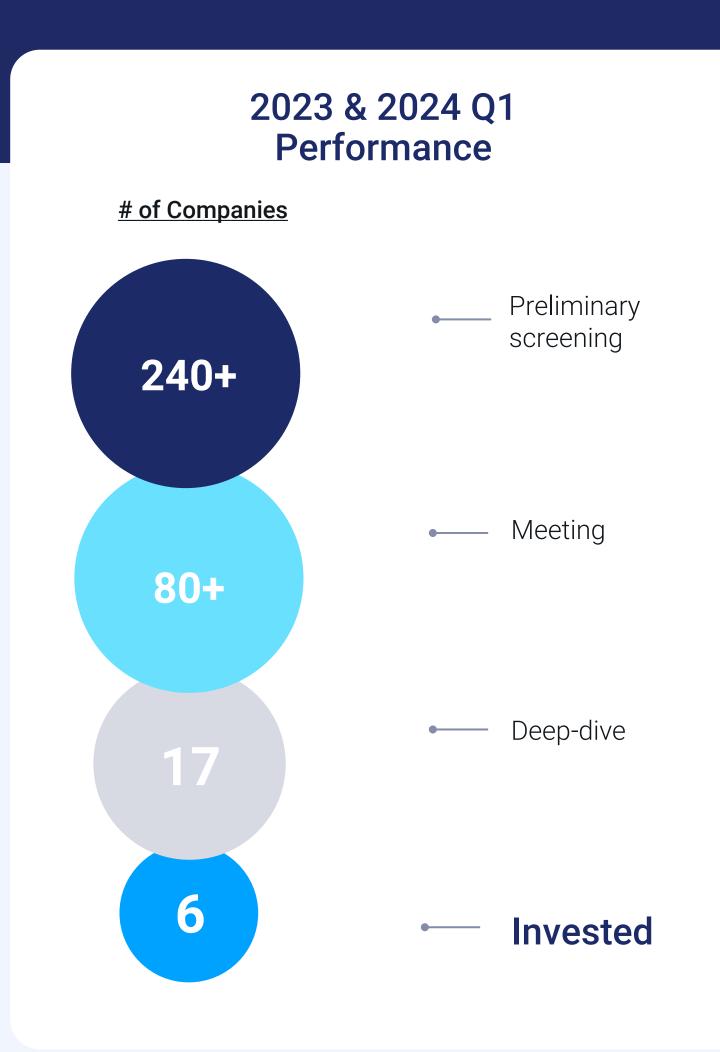
USD500k - USD2Mn

Ticket Size



# of Total Portfolio Companies: 13

6 of which invested in 2023 & 2024 Q1



# 2023 & 2024 Q1 Investments



Singapore-based developer of modular green hydrogen technology & equipments



UK based client management software designed to optimize client conversion and boost sales



Hydrogen-based power-to-power systems and thermochemical hydrogen compressors manufacturer headquartered in Switzerland



Operates in the USA as a developer of micromobility and "last mile delivery" solutions



Proactive digital risk protection solution for organizations



Digital corporate well-being platform intended to offer a well-being program for employees.



# **Dividend Performance**

TLmn	2020	2021	2022	2023	2024
Akbank	-	255	494	3,666	4,063
Akçansa	18	42	36	99	457
Aksigorta	73	110	-	-	-
Agesa	64	64	-	60	120
Brisa	12	107	270	479	452
Carrefoursa	-	-	-	-	-
Çimsa	-	-	109	218	545
Kordsa	35	-	114	41	-
Teknosa	-	-	-	-	-
Enerjisa Enerji	283	454	586	1,087	1,318
Sabancı Holding <sup>(1)</sup>	-	-	26	89	14
Unlisted Companies	7	530	479	1,338	2,444
Total dividends received	492	1,562	2,114	7,076	9,414
Total dividends paid out	673	714	1,530	3,571	6,181
Outflows/Inflows	137%	46%	72%	50%	66%
Payout Ratio	17.8%	15.0%	12.7%	8.1%	40.1%

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



# Financials in detail

		Combined Revenue			Combined EBITDA			Consolidated Net Income		
MILLION TL	Q1 2023	Q1 2024	Change	Q1 2023	Q1 2024	Change	Q1 2023	Q1 2024	Change	
TOTAL	220,741	234,793	6.4%	39,961	33,307	-17%	-2,357	-5,366	-127.7%	
BANK	86,387	120,720	39.7%	27,763	21,495	-23%	-1,801	-3,307	-83.6%	
NON-BANK	134,354	114,073	-15.1%	12,198	11,813	-3%	-555	-2,059	-270.8%	
ENERGY	69,014	44,586	-35.4%	7,945	8,108	2%	619	-380	n.m	
INDUSTRIALS	18,963	18,453	-2.7%	2,215	2,641	19%	200	325	62.5%	
BUILDING MATERIALS	11,428	10,554	-7.6%	1,829	1,135	-38%	481	129	-73.1%	
DIGITAL	12,014	15,234	26.8%	173	218	26%	59	-222	n.m	
FINANCIAL SERVICES	11,574	13,258	14.5%	959	-13	n.m	-289	-301	-4.2%	
OTHER	11,362	11,988	5.5%	-923	-275	70%	-1,626	-1,610	1.0%	



# Sabancı Holding Current NAV & Cash Breakdown

USDmn					July 2024		December 2023	
Companies	Free Float	Direct Stake	Valuation Method	Мсар	Value to Sabancı Holding	% of NAV	Value to Sabancı Holding	% of NAV
Akbank	53%	41%	Market value	10,146	4,135	40.3%	2,629	33.2%
Enerjisa Enerji	20%	40%	Market value	2,441	976	9.5%	731	9.2%
Aksigorta	28%	36%	Market value	394	142	1.4%	103	1.3%
Agesa	20%	40%	Market value	710	284	2.8%	149	1.9%
Akçansa	21%	40%	Market value	836	332	3.2%	368	4.6%
Çimsa	45%	55%	Market value	897	489	4.8%	514	6.5%
Brisa	10%	44%	Market value	1,046	456	4.5%	349	4.4%
Kordsa	29%	71%	Market value	552	393	3.8%	364	4.6%
Carrefoursa	11%	57%	Market value	443	253	2.5%	279	3.5%
Teknosa	50%	50%	Market value	189	95	0.9%	101	1.3%
Total Listed					7,555	73.7%	5,588	70.6%
Enerjisa Üretim		50%	1xBook value	2,959	1,480	14.4%	1,401	17.7%
Sabancı Building Solutions B.V.		50%	1xBook value	193	96	0.9%	98	1.2%
Sabancı Climate Technologies		100%	1xBook value	226	226	2.2%	229	2.9%
DxBV		100%	1xBook value	100	100	1.0%	104	1.3%
TUA <sup>(1)</sup>		50%	1xBook value	171	85	0.8%	42	0.5%
Other <sup>(2)</sup>		100%	1xBook value	257	257	2.5%	209	2.6%
Total Non-listed <sup>(3)</sup>					2,245	21.9%	2,083	26.3%
Total					9,800	95.6%	7,671	97.0%
Sabancı Holding Net Cash					447	4.4%	239	3.0%
Sabancı Holding NAV					10,247	100.0%	7,910	100.0%
Sabancı Holding Mcap					6,175		4,190	
Sabancı Holding Discount					-39.7%		-47.0%	

Numbers are based on IAS29 (inflation accounting). All figures adjusted with 32.8262 USD/TRY for June 2024 and 29.4382 USD/TRY for December 2023.

<sup>(1)</sup> As of January, direct stake of TUA is increased from 23.95% to 50% (2) Other segment consists of Tursa, AEO, TMA, TUA, SabanciDx and Exsa (As of January Exsa Gayrimenkul) (3) Book values of unlisted assets are as of the end of March 2024 and adjusted with 32.8262 USD/TRY





# Sabancı Holding NAV After Independent Valuation Reports

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Akçansa	21%	40%	Market value	836	332	3.0%
Çimsa	45%	55%	Market value	897	489	4.4%
Brisa	10%	44%	Market value	1,046	456	4.1%
Kordsa	29%	71%	Market value	552	393	3.6%
Carrefoursa	11%	57%	Market value	443	253	2.3%
Teknosa	50%	50%	Market value	189	95	0.9%
Total Listed					7,555	68.6%
Enerjisa Üretim <sup>(1)</sup>		50%	10.0xEV/EBITDA	3,952	1,976	17.9%
Sabancı Building Solutions B.V. (2)		50%	Adjusted Net Asset Value	270	135	1.2%
Sabancı Climate Technologies <sup>(3)</sup>		100%	Adjusted Book Value	463	463	4.2%
DxBV		100%	Book Value	100	100	0.9%
TUA		50%	Book Value	171	85	0.8%
Other <sup>(4)</sup>		100%	Book Value	257	257	2.3%
Total Non-listed <sup>(5)</sup>					3,017	27.4%
Total					10,572	95.9%
Sabancı Holding Net Cash					447	4.1%
Sabancı Holding NAV					11,019	100.0%
Sabancı Holding Mcap					6,175	
Sabancı Holding Discount					-44.0%	

Listed figures adjusted with 32.8262 USD/TRY











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