

# Local Brokerage and Asset Management Companies

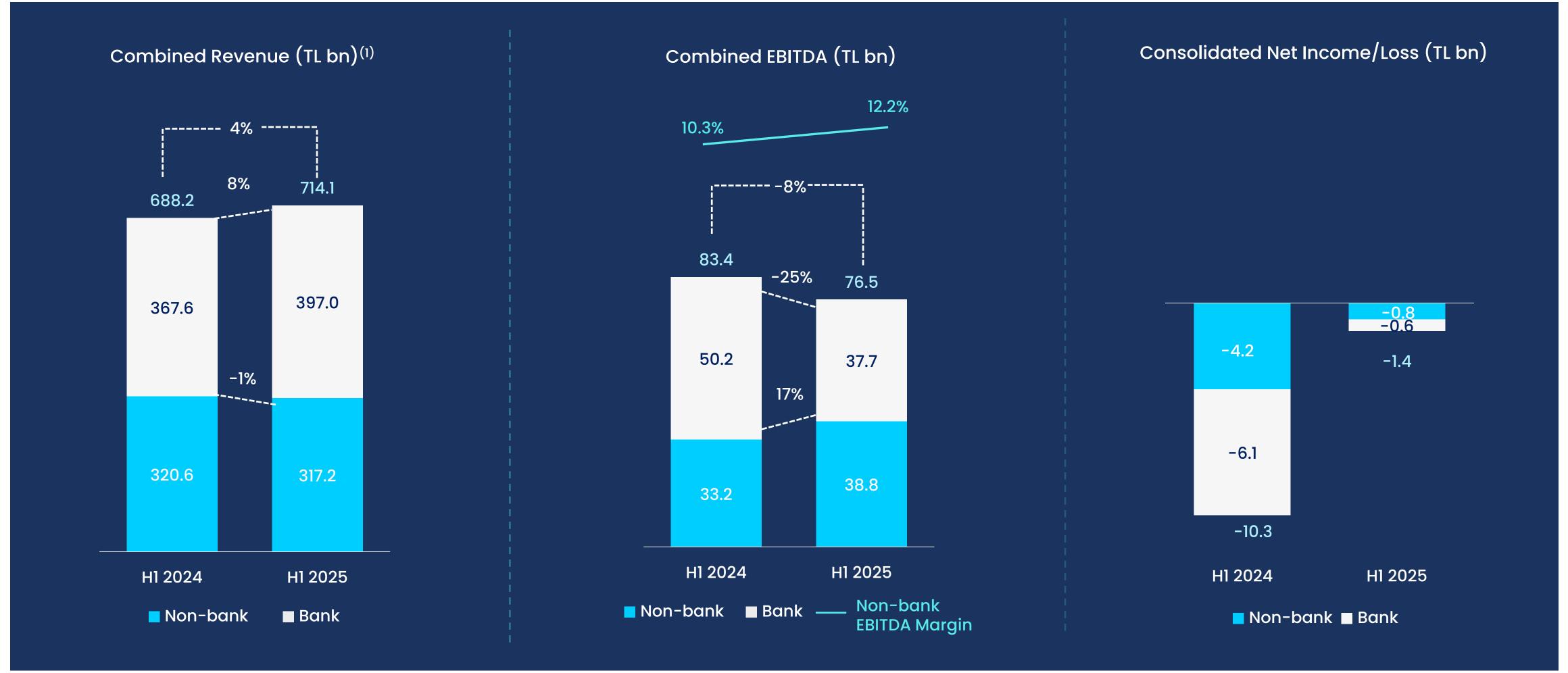
Sustainable, Digital, Scalable

Most Honored Company in Emerging EMEA Industrials

> Extel 2025

## Disciplined Financial Performance

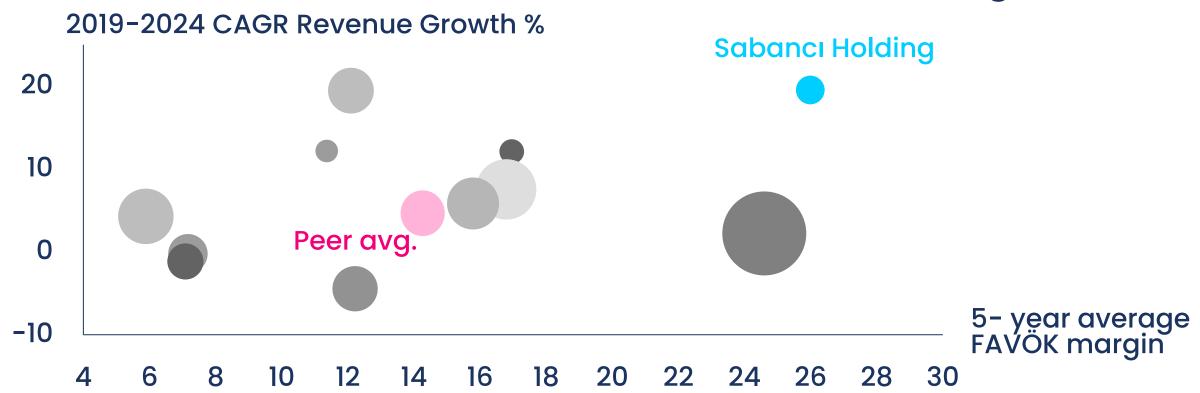
## 2025 First Half: Improved Profitability





## Return Diverging from Strong Operational Performance

#### Consolidated Revenue (USD) ve EBITDA Margin(%)

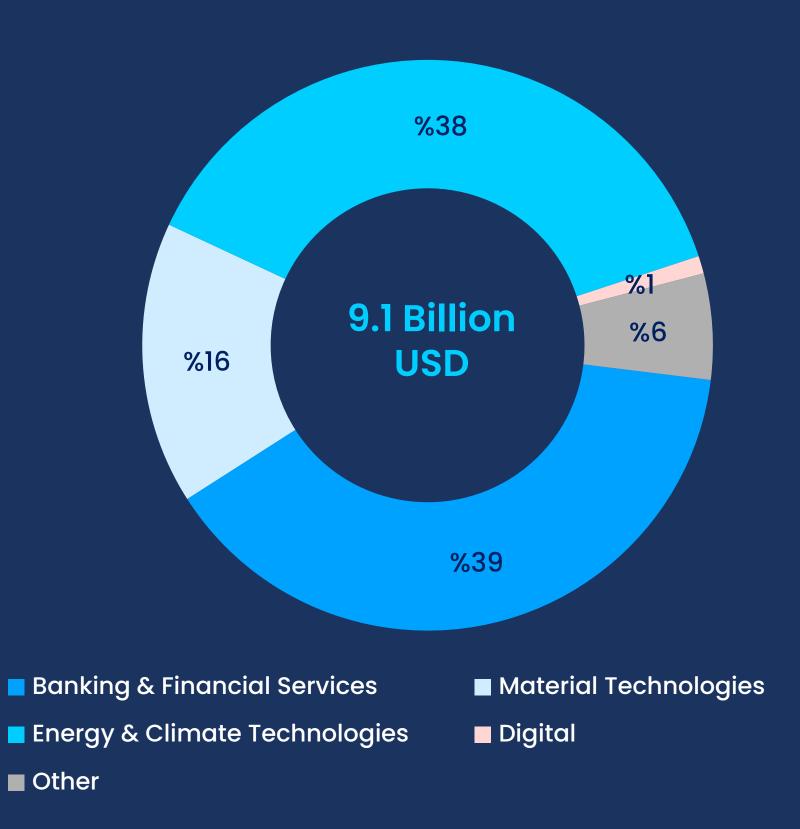


#### ROE-COE Spread ve Net Income Margin(%)

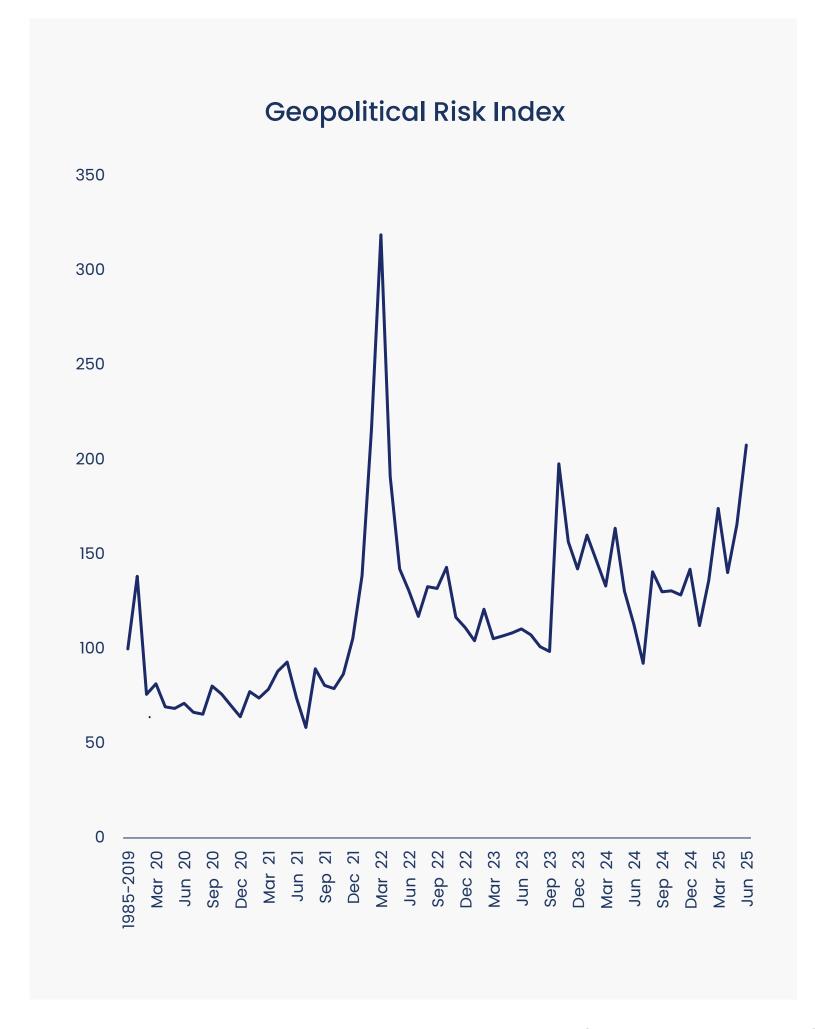
2019-2024 (ROE-COE) Spread

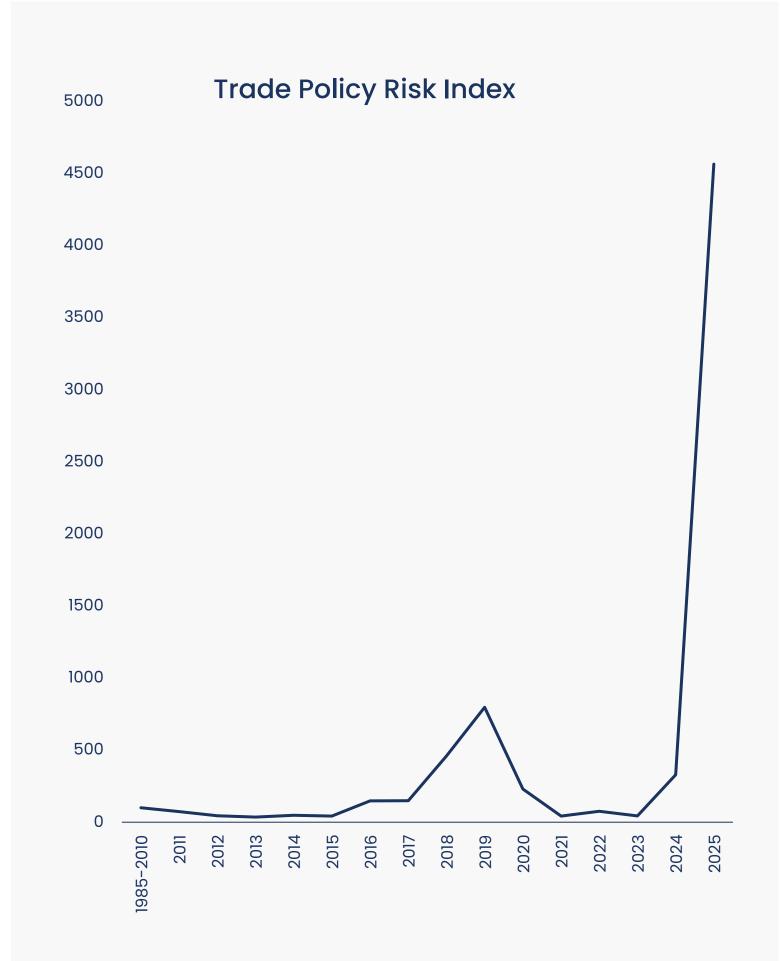


#### Current NAV Breakdown<sup>(1)</sup>



## Global Dynamics & Impacts









## Diversified with Market Leading Positions



46.8% Sabancı Family

53.2% Free Float

**BANKING & FINANCIAL SERVICES** % of NAV: 39%

**ENERGY & CLIMATE TECHNOLOGIES** % of NAV: 38%

AKBANK

SAHOL: 40.7% Other: 5.6% Free Float: 53.7% (AGESA

SAHOL: 40.0% Ageas: 40.0% Other: 0.1% Free Float: 19.9% **AKS**igorta

SAHOL: 36.0% Ageas: 36.0% Free Float: 28.0% ENERJİSA Türkiye'nin Enerjisi

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

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

ENERJISA ÜRETİM SABANCI CLIMATEN

**SAHOL: 50.0% SAHOL: 100%** PPF Group: **50.0%** 

MATERIAL TECHNOLOGIES % of NAV: 16%

DIGITAL % of NAV: 1%

**OTHER** % of NAV: 6%

TEKNO SA

AKÇANSA

SAHOL: 39.7% Heidelberg: 39.7% Free Float: 20.5%

ÇİM(SA)

SAHOL: **54.5**% Akçansa: 9.0% Other: 0.8%

Free Float<sup>(1)</sup>: **35.7%** 

KORDSA

SAHOL: 71.1% Other: 0.3% Free Float: 28.6% BRISA

SAHOL: **43.6%** Bridgestone: 43.6% Other: 2.6% Free Float: 10.2%

SABANCIDX

**SAHOL: 100%** 

SAHOL: **57.1%** Carrefour: 32.2%

Free Float: 10.7%

SAHOL: **50.0%** Free Float: 50.0% TEM SA MOTORILI ARAÇLAR

TEMSA

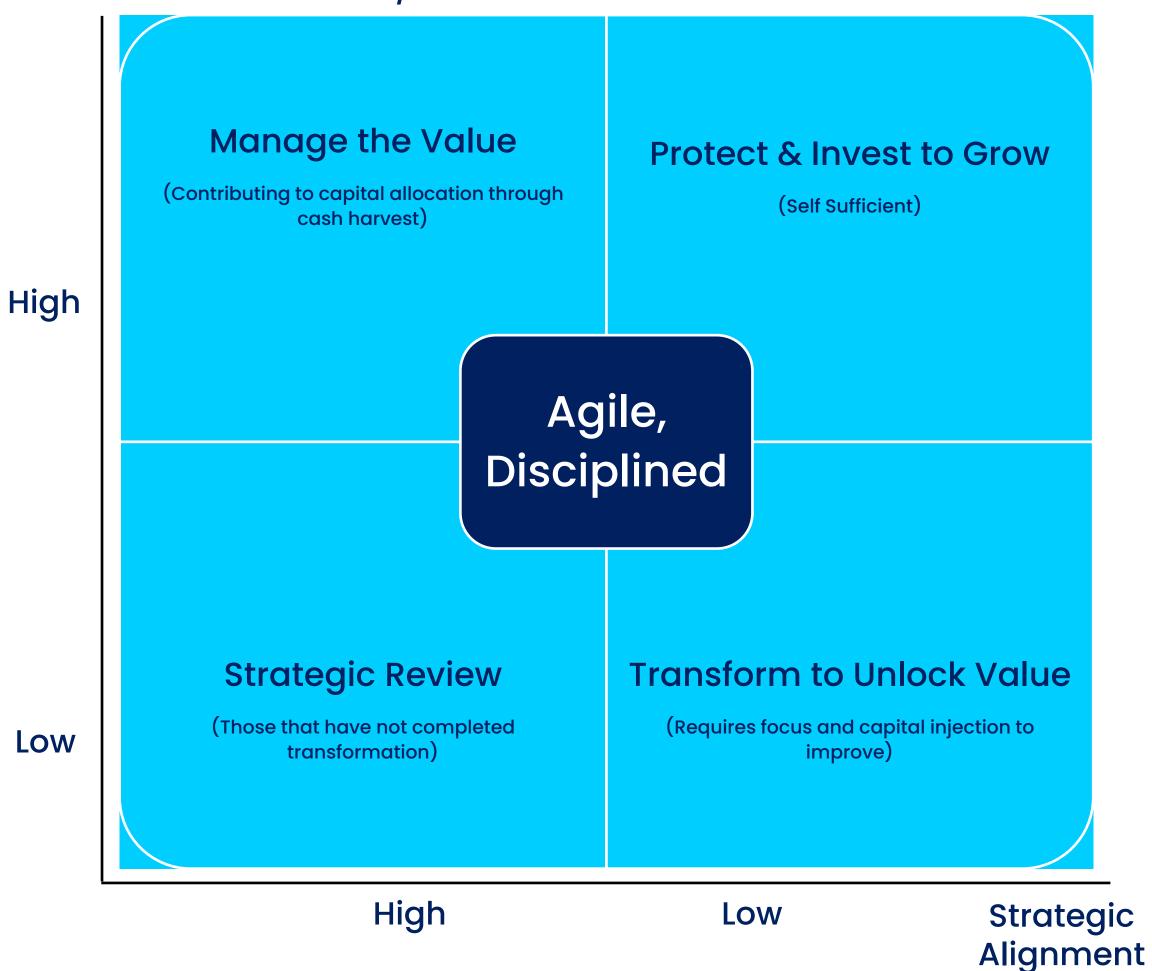
**SAHOL: 100%** 



#### **Return Oriented Growth**

**Existing Portfolio Management** 

Return Performance / Potential



#### **Growth Criteria**

- Focus on investments aligned with the portfolio in adjacent sectors or geographies (balance between acquisition and greenfield investments)
- Prioritize new areas with high return potential (including minority stake opportunities)
- Evaluate distressed asset opportunities
- Assess opportunities both in Türkiye and developed markets
- Focus on scalable companies in sectors with higher valuation multiples
- Target investments with:

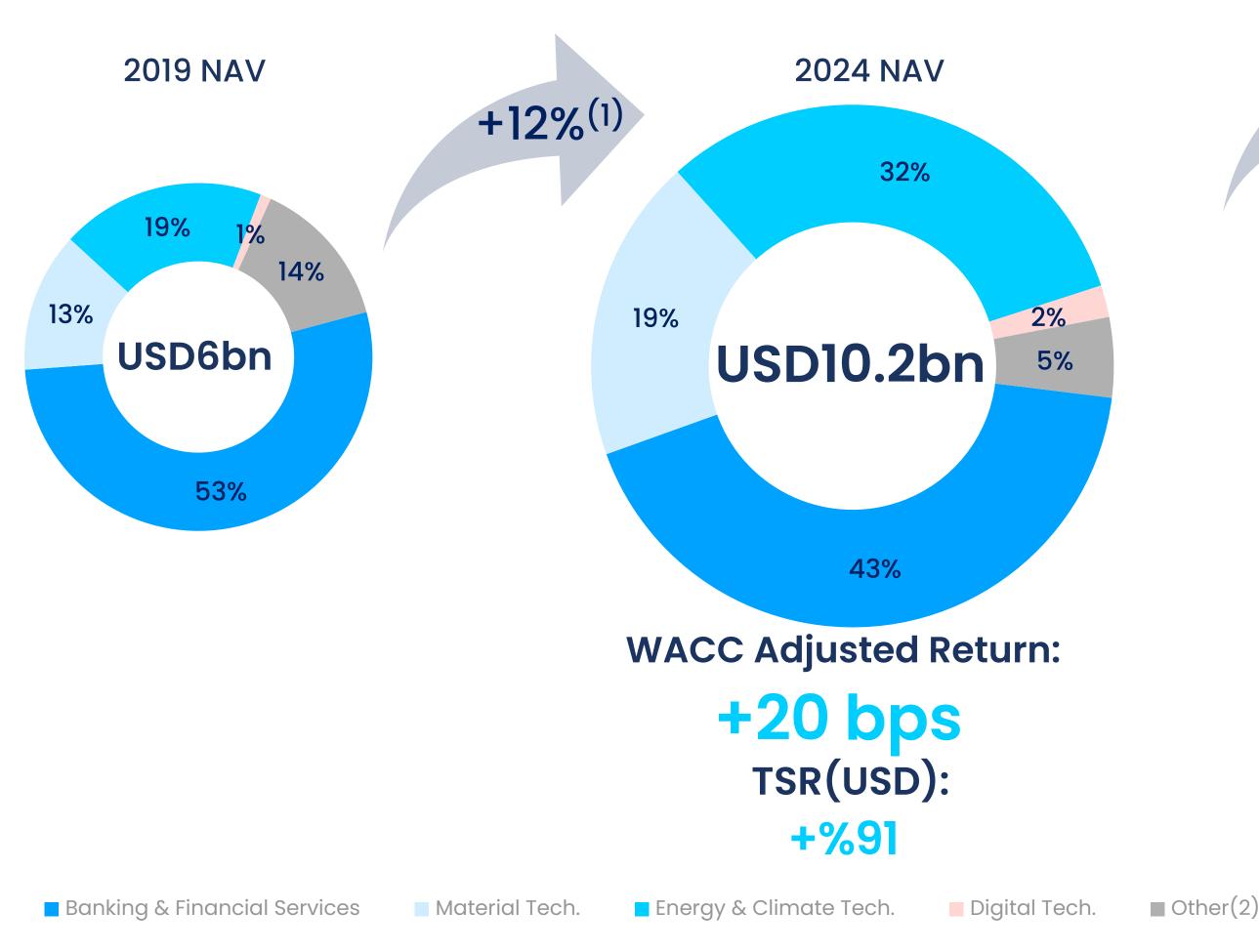
IRR > WACC + 2%-4% (previously 1%-3%)

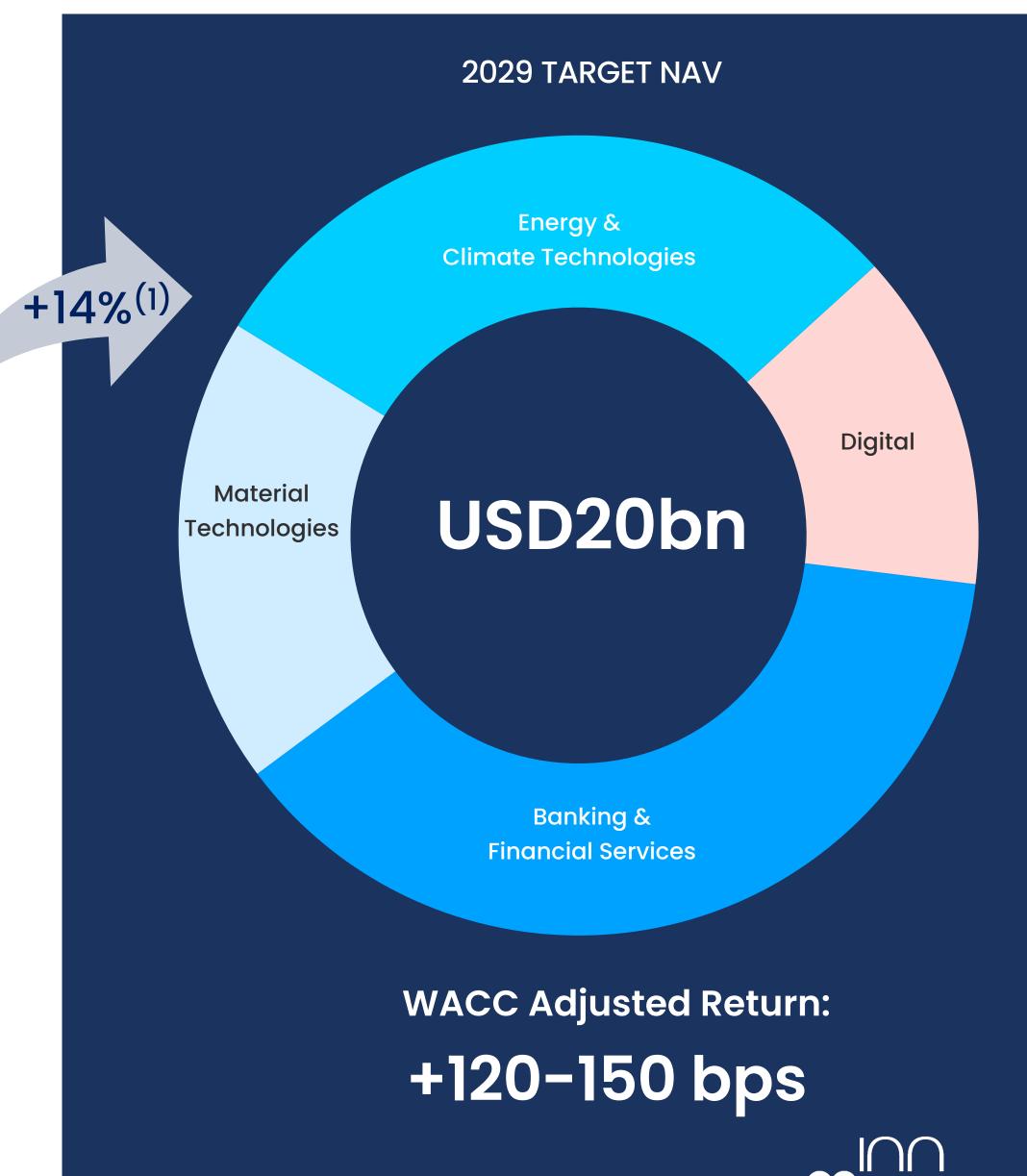
• Effective Use of Balance Sheet

Loan to NAV Capacity

Net Debt to EBITDA<sup>(1)</sup> ≤2.0x

## More Balanced NAV with a Solid Growth and Higher Return







<sup>(2)</sup> Other segment: Carrefoursa, Tursa, AEO and Exsa/Exsa Gayrimenkul for 2019 & Carrefoursa, Teknosa, Tursa and TMA for Current NAV, majority of the "Other" in 2019 comes from Philsa (USD422Mn) before its sale in 2022. Holding only net cash is excluded from NAV calculation.

## Our Roadmap to

### **Enhance Value**

#### 2024-2029 GUIDANCE

NET ASSET VALUE (USD)(1)	USD20bn
WACC ADJUSTED RETURN <sup>(2)</sup>	+120-150bps
CAPEX / REVENUES <sup>(3)</sup>	15 <sub>%</sub> - 20 <sub>%</sub>
FX SHARE in REVENUES <sup>(4)</sup>	30 % +
NET DEBT / EBITDA <sup>(3)</sup>	<b>≤2.0</b> x
Decreasing Scope 1 and 2 GHG <sup>(5)</sup>	<b>42</b> % by 2030
Ratio of Women leaders at Holding	<b>50</b> % by 2030



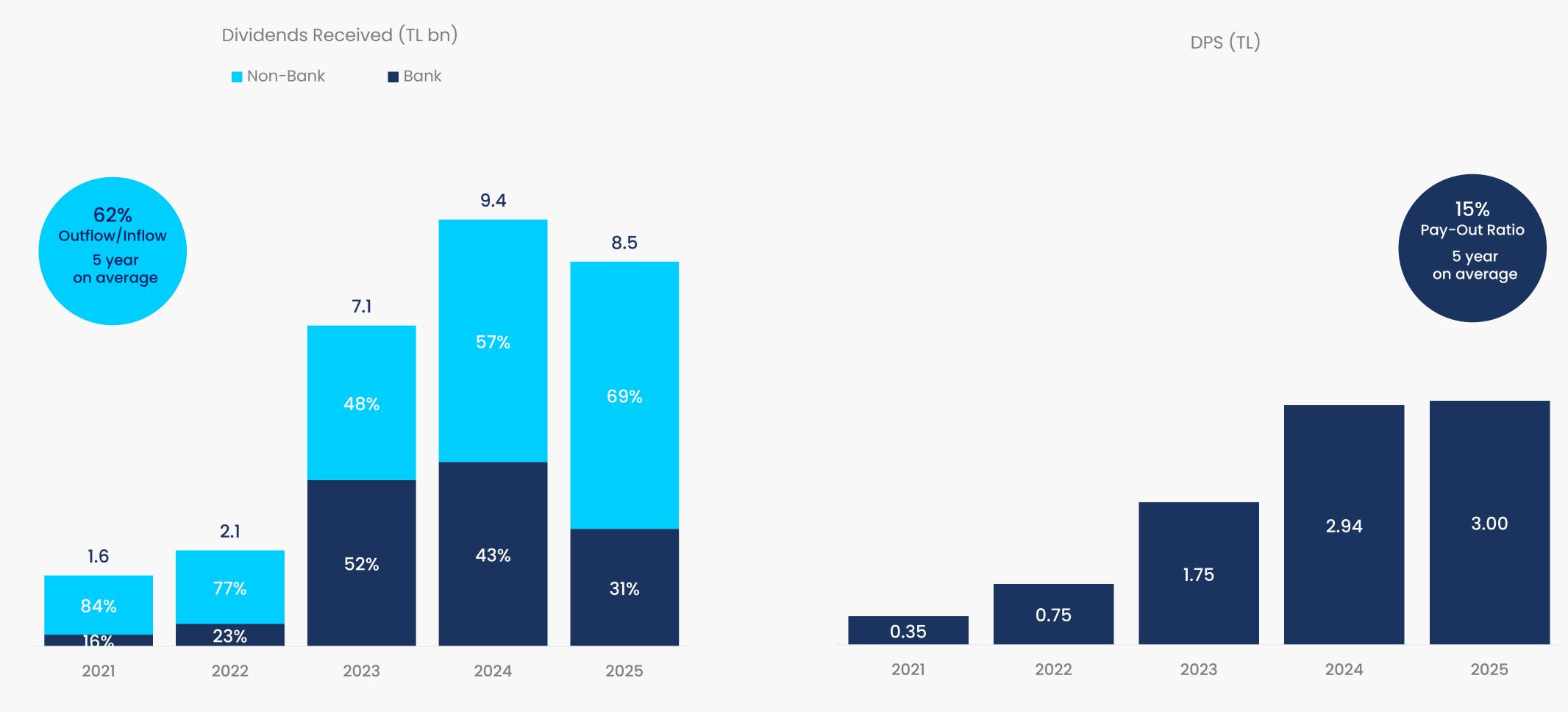
### Dividend Performance

MILLION TL	2021	2022	2023	2024	2025
Akbank	255	494	3,666	4,063	2,589
Akçansa	42	36	99	457	477
Aksigorta	110	-	-	-	-
Agesa	64	-	60	120	400
Brisa	107	270	479	452	283
Carrefoursa	-	-	-	-	
Çimsa	-	109	218	545	327
Kordsa	-	114	41	-	-
Teknosa	-	-	-	_	-
Enerjisa Enerji	454	586	1,087	1,318	1,356
Sabancı Holding <sup>(1)</sup>	-	26	89	14	14
Unlisted Companies	530	479	1,338	2,444	3,052
Total dividends received	1,562	2,114	7,076	9,414	8,499
Total dividends paid out	714	1,530	3,571	6,181	6,300
Outflows/Inflows	46%	72%	50%	66%	74%
Payout Ratio	15.0%	12.7%	8.1%	40.1%	-

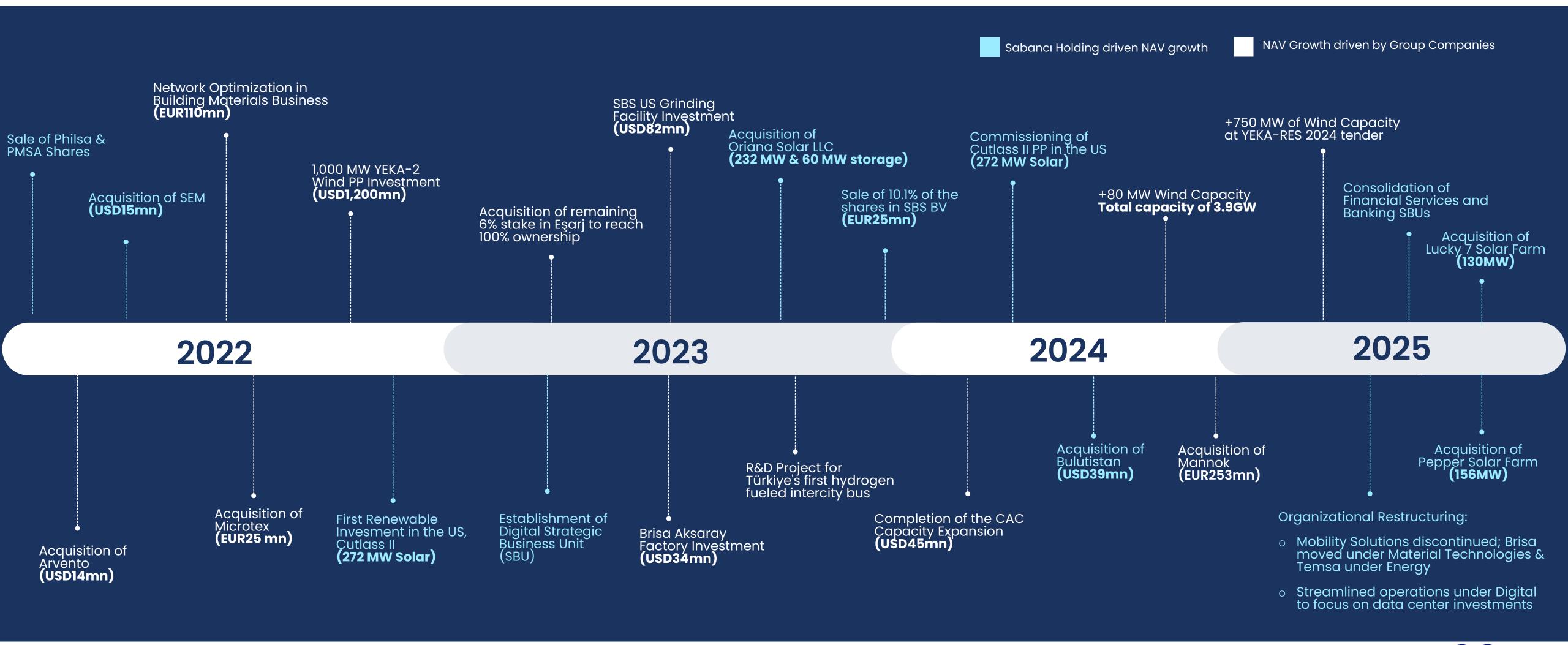
Dividend Policy: 5% - 20% of distributable consolidated net income



## Sustainable and Balanced Dividend Income Between Bank and Non-bank



## Dynamic Portfolio Management to Enable NAV Growth



## Sabancı Holding NAV After Independent Valuation Reports

Million USD					September 2025		December 2024	
Companies	Free Float	Direct Stake	Valuation Method	Мсар	Value to Sabancı Holding	% of NAV	Value to Sabancı Holding	% of NAV
Akbank	54%	41%	Market value	7,855	3,201	33.8%	3,895	36.8%
Enerjisa Enerji	20%	40%	Market value	2,264	905	9.6%	789	7.4%
Aksigorta	28%	36%	Market value	237	85	0.9%	126	1.2%
Agesa	20%	40%	Market value	798	319	3.4%	332	3.1%
Akçansa	21%	40%	Market value	635	252	2.7%	388	3.7%
Çimsa	45%	55%	Market value	1,073	585	6.2%	681	6.4%
Brisa	10%	44%	Market value	584	255	2.7%	342	3.2%
Kordsa	29%	71%	Market value	295	210	2.2%	281	2.7%
Carrefoursa	11%	57%	Market value	259	148	1.6%	216	2.0%
Teknosa	50%	50%	Market value	122	61	0.6%	114	1.1%
Total Listed					6,022	63.5%	7,164	67.6%
Enerjisa Üretim <sup>(1)</sup>		50%	10.0xEV/EBITDA	3,952	1,976	20.8%	1,976	18.7%
Çimsa Building Solutions B.V. (2)		32%	Adjusted Net Asset Value	572	181	1.9%	92	0.9%
Sabancı Climate Technologies <sup>(3)</sup>		100%	Adjusted Book value	463	463	4.9%	463	4.4%
DxBV		100%	1xBook value	65	65	0.7%	78	0.7%
TUA		50%	1xBook value	202	101	1.1%	98	0.9%
Other <sup>(4)</sup>		100%	1xBook value	334	334	3.5%	370	3.5%
Total Non-listed <sup>(5)</sup>					3,120	32.9%	3,077	29.0%
Total					9,142	96.5%	10,241	96.7%
Sabancı Holding Net Cash					335	3.5%	351	3.3%
Sabancı Holding NAV					9,477	100.0%	10,592	100.0%
Sabancı Holding Mcap					4,392		5,715	
Sabancı Holding Discount					-53.7%		-46.0%	

Numbers are based on IAS 29 (inflation accounting)

All figures are adjusted with USD/TRY of related period-end (Sep'25 & Dec'24)

Book values of non-listed companies are as of end of Jun'25 adjusted with September-end USD/TRY for Sep'25 figures. Book values of non-listed companies as of Dec adjusted with Dec-end USD/TRY for Dec'24 figures



<sup>(1)</sup> Enerjisa Üretim was valued using 25.82 USD/TRY based on the EY report published on 24.10.2023. Book value is USD 3,419 mn

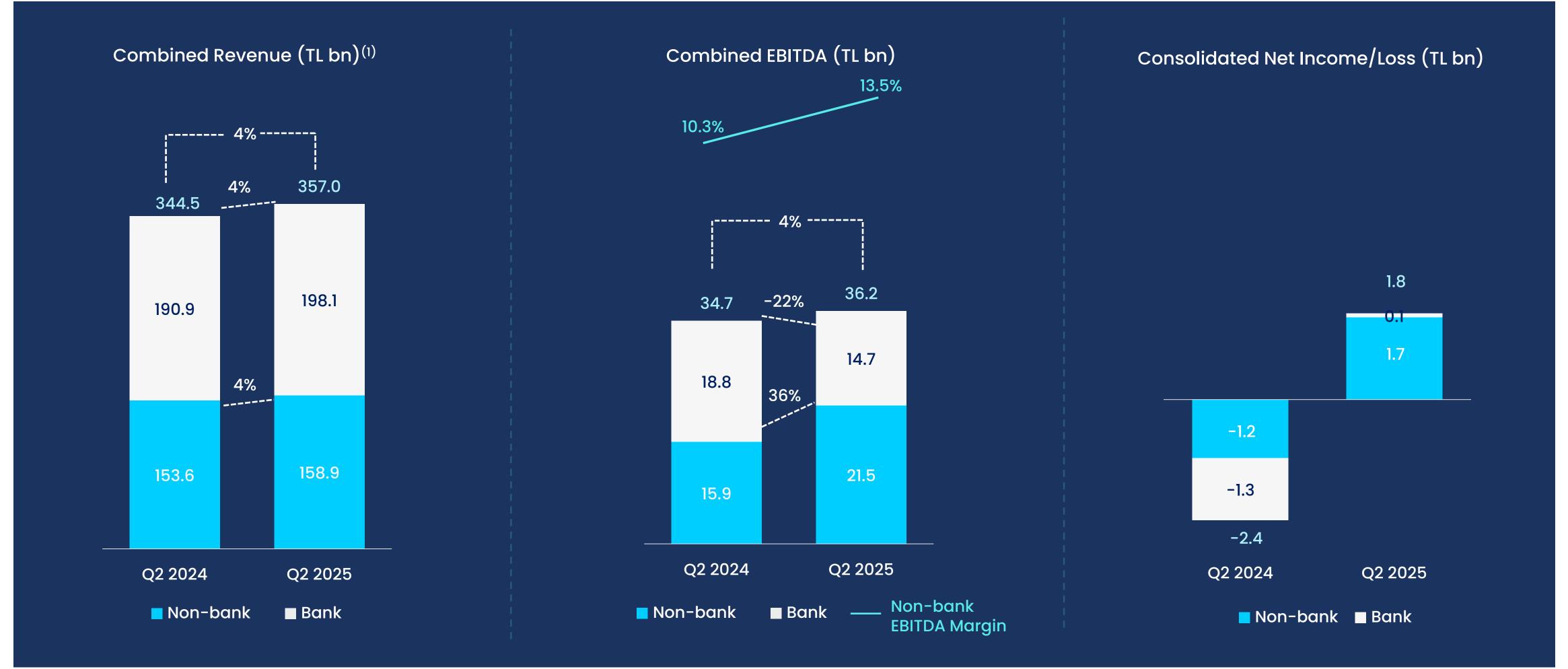
<sup>(2)</sup> Çimsa Building Solutions B.V. (CBS – formerly Sabancı Building Solutions) was valued using 1.1147 EUR/USD based on the EY report dated 26.09.2024, adjusted by adding the Mannok acquisition price (EUR 253.4 million at 1.1070 EUR/USD on 02.10.2024). Book value is USD 404 mn

<sup>(3) 40%</sup> of the project was valued at USD 185 mn during tax equity financing. Book value is USD 270 mn

<sup>(4)</sup> Other includes Tursa, TMA, and SabancıDx

<sup>\*</sup>Sep-end USD/TRY 41.5068, Dec-end USD/TRY 35.2803

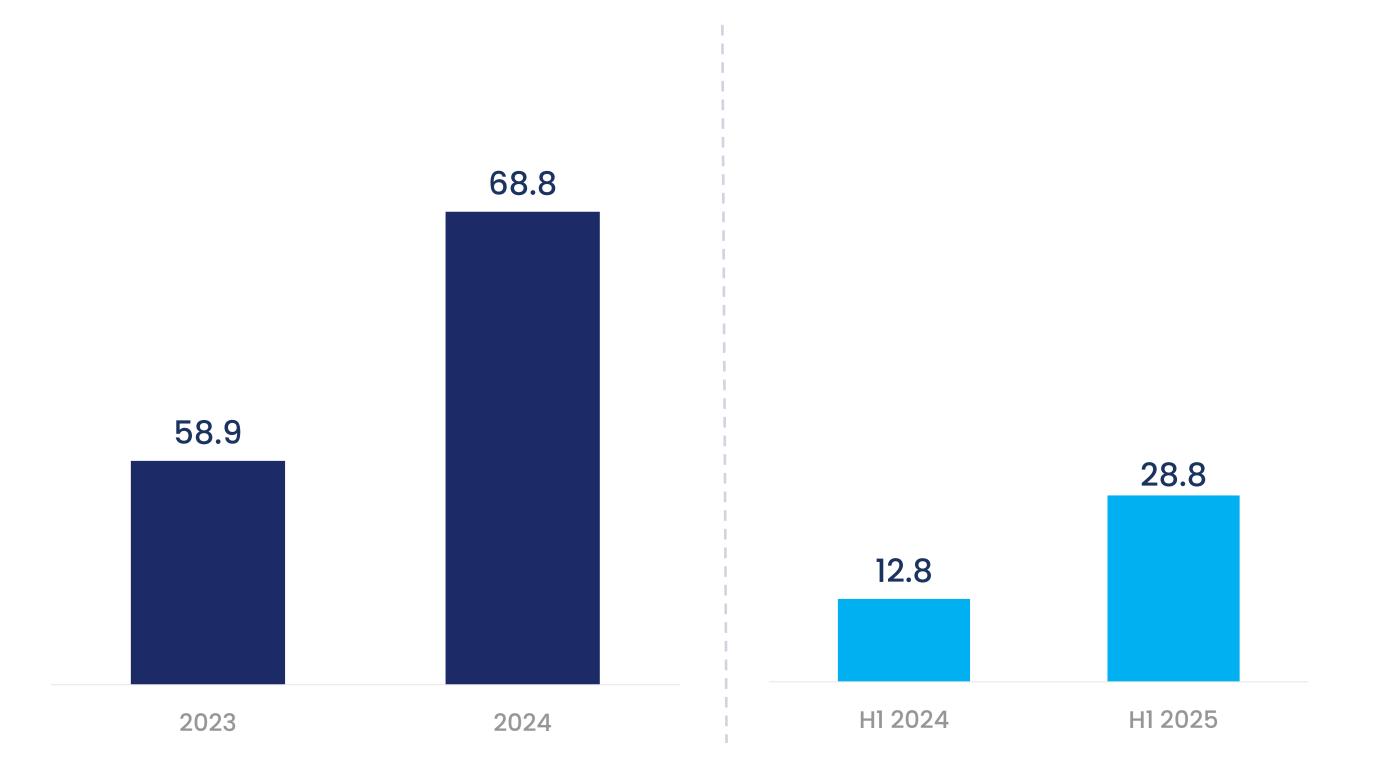
## Portfolio resilience and financial discipline, led to non-bank margin expansion & a strong YoY swing toward profitability



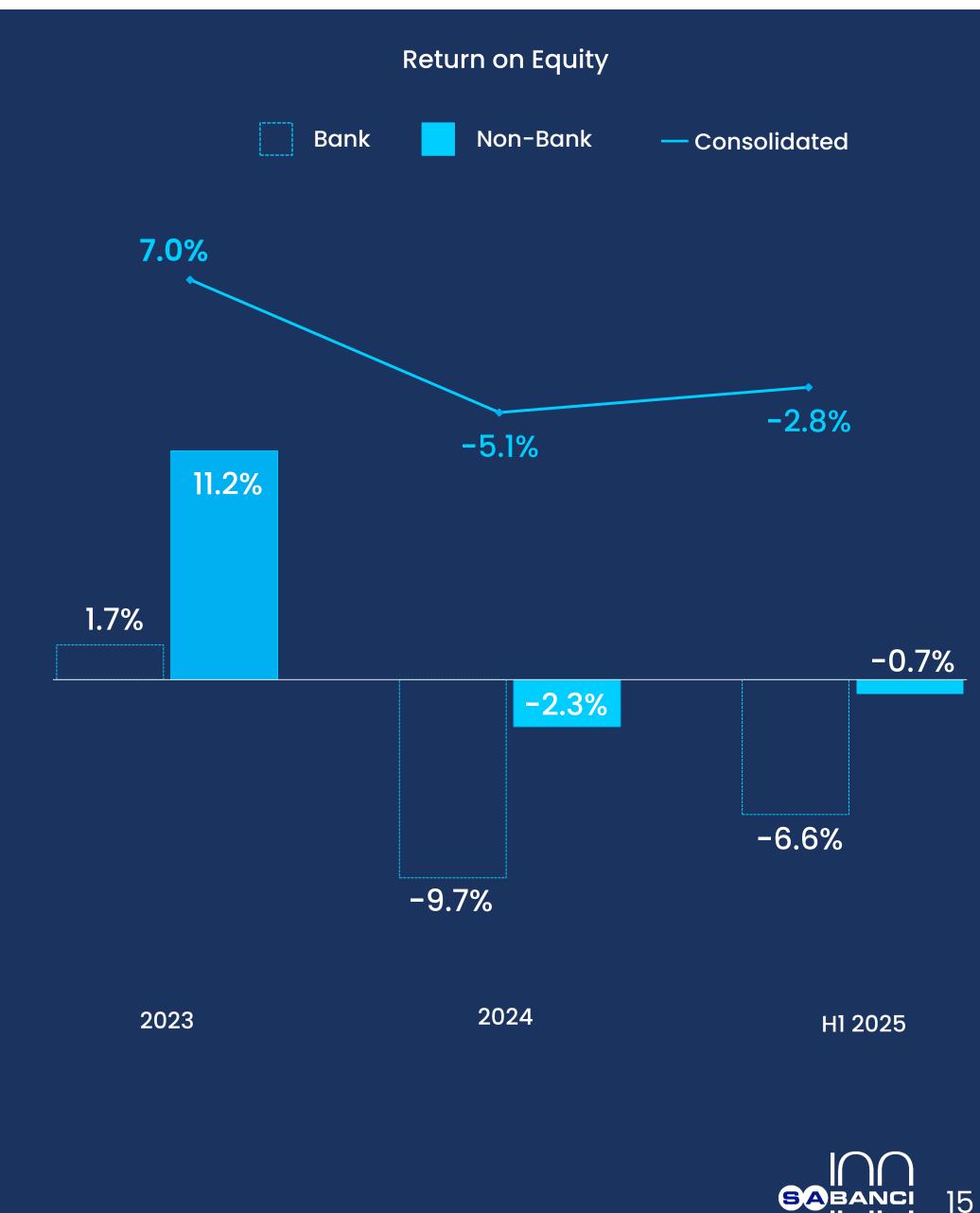


## OCF more than doubled on EBITDA progress & working capital discipline...

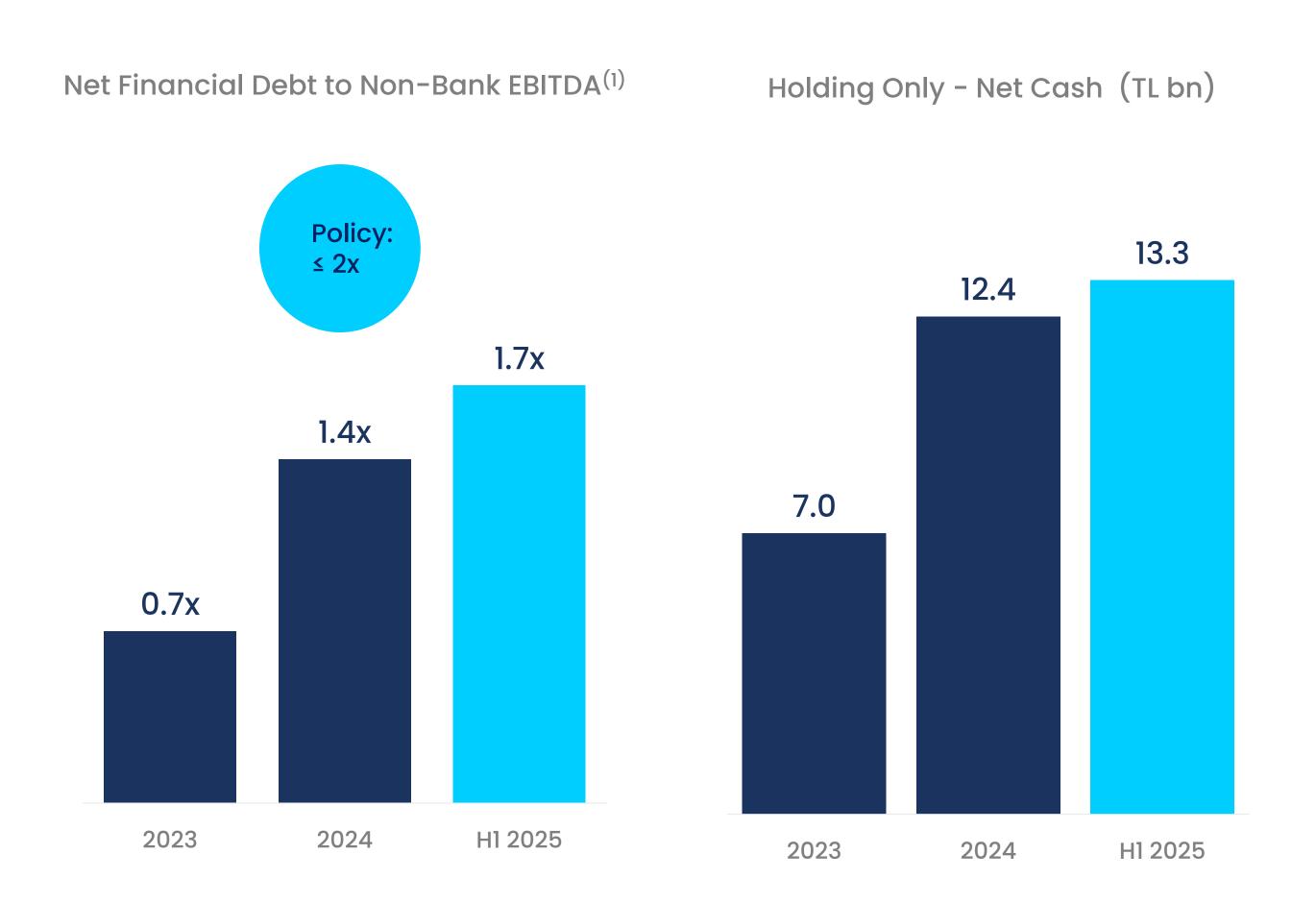
Operational Cash Flow, Combined & Non-bank (TL bn)(1)

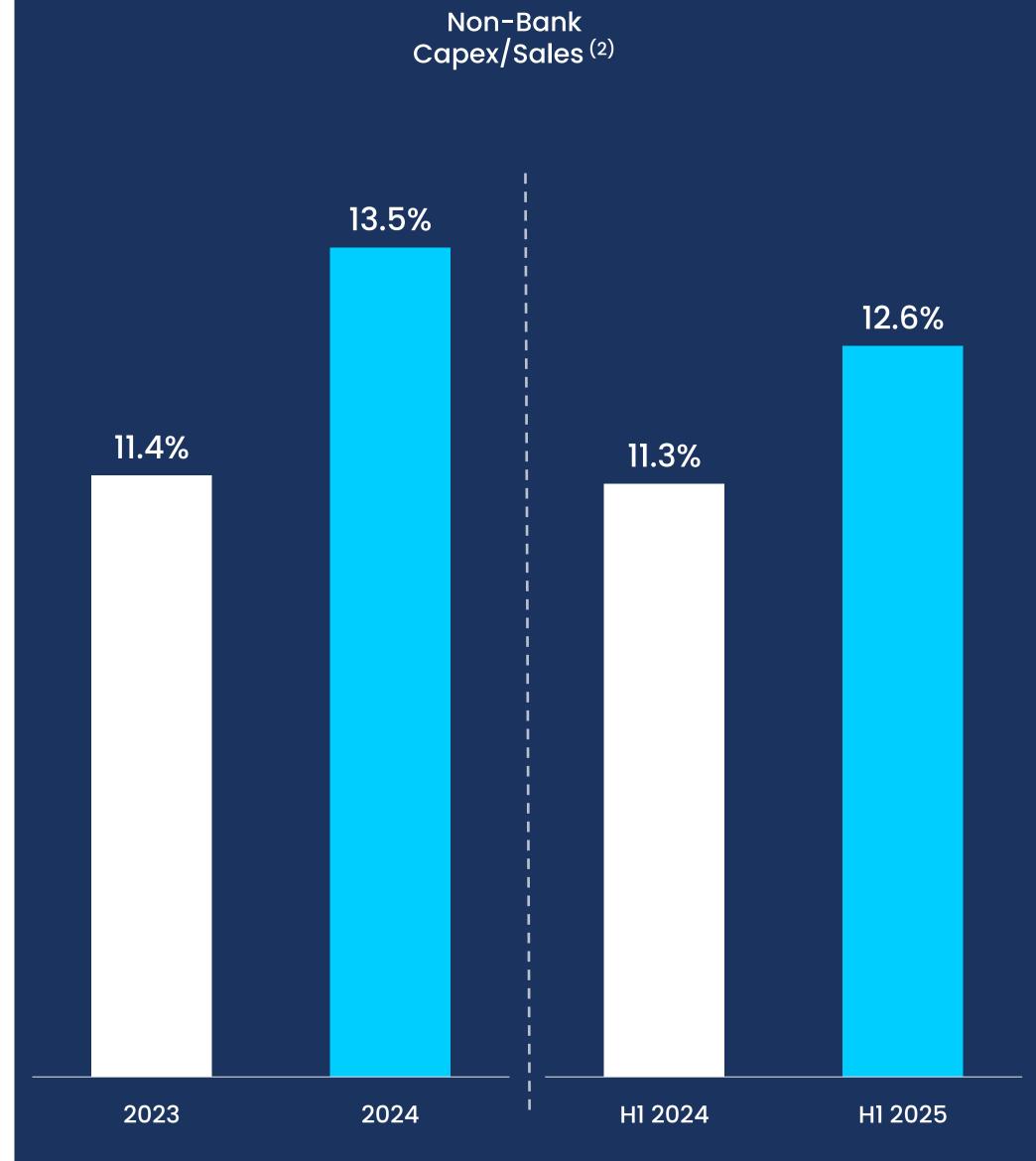


<sup>(1)</sup> Excludes Banking, and net cash position of financial services



## ...providing strategic flexibility through a healthy balance sheet













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SBU Presentation – Energy & Climate Technologies



#### Capital Markets Day 2024



Earnings Presentation



2024 Sustainability Report



#### Investor Presentation Group Strategy



2024 Annual Report

