HACI ÖMER SABANCI
HOLDiNG A.S.

MERKEZ
SABANCI CENTER
4. LEVENT 34330 ISTANBUL
TEL: 0212 385 80 80
FAKS: 0212 385 88 88
www.sabanci.com

Sabancı Holding Q4 2021 Financial Results Webcast

February 25th, 2022 17:30 TR Time

Speakers:
Cenk Alper, CEO
Orhun Köstem, CFO
Kerem Tezcan, IR Director

Mr. Kerem Tezcan, The IR Director: Good morning, good afternoon, depending on your time zone, welcome to our Q4 21 webcast, this is Kerem from Sabancı Holding investor relations. Today, we also have our CEO Cenk Alper and CFO Orhun Köstem here with us today. Let me now hand over the word to our Ceo Cenk Alper for introduction.

Mr.Cenk Alper-The CEO:
Good morning, good afternoon, ladies and gentlemen, we have an exceptional strong year both in terms of financial performance and executing on our strategic goals. We have achieved very strong results in terms of every financial and non-financial metrics in a very volatile environment. So, the last 48 hours is adding another volatility to the whole world economy. Past two years once again proved us the importance of having a diversified portfolio to weather challenges. Orhun will go through the details of our results later on but let me talk about what we have done related to our strategic goals in 2021. As part of a global strategic decision our partner Aviva decided to exit from multiple countries including Turkey from insurance business. We have successfully managed this process and teamed up with our non-life partner Ageas in life business as well. This move not only provided us an opportunity to consolidate both businesses at Sabancı holding level but also paved the way for us to consider new opportunities in digital insurance and health technology ecosystems globally. In June, we have completed the Bunol acquisition which is one of the major strategic directions of the group to be closer to our customers geographically and become a global player in the white cement sector a step forward to become a sustainable building materials player. Also, this move continue to keep our focus on expanding sustainable building materials by optimizing our grey cement network. To reach that purpose we announced the sale of some of our cement and cement grinding plants in central Anatolia. Competition board approval is still pending for this transaction. We have initiated our long-awaited share buyback program to further enhance the value for our stakeholders. We are

successfully running the program since our first transaction back in mid-November last year. To prepare our portfolio to electrified and connected new mobility ecosystem, we have acquired a local IoT player Arvento through our tire business subsidiary, Brisa, increased our stake in e-charging infrastructure through our electricity distribution and retail company Enerjisa Enerji. On the other hand, we are proud to say that Temsa successfully completed first electrical bus sales to several European countries and US version of this electrical bus is being tested in Silicon Valley nowadays. As part of our dynamic portfolio management strategy, we have completed the divestiture of the entire stake in PHILSA with a successful use of financial instruments to eliminate the market volatility related to this transaction. All in all, we have touched almost every major strategic vertical throughout 2021 and these solid accomplishments strengthens our track record. Surely the strong execution in 2021 raises the expectations for the future. We are confident that we will continue to deliver on our strategic targets. Coming to our strategy, let me talk about our strategic targets that we are focusing on this year and onwards. This was first public to you with our Capital Market Days in 2019. In energy investment in new climate and energy technologies is a major goal. We have already taken steps to expand renewable fleet and targeting to become a leading player in green energy transition. So, 65 Megawatts of investments will be completed in 2022. We will be the first green hydrogen producer of Turkey, which was made public last week. Related to industrials, our intention to grow further in composites is still in place despite the weak aerospace industry in covid pandemic. Product and market diversification efforts in 2021 has strengthened the business fundamentals in long run. We continue to invest in tire reinforcement, mobility solutions and electrical vehicle value chains. We are targeting to have an exposure in bio and recycle chemicals and sustainable building materials. As I mentioned before regional and product diversification including health in insurance businesses is an important target for us within the financial services vertical. Of course, digitalization keeps being the major focus for us in financial services to further improve customer experience and efficiency both in banking and insurance businesses. Aksigorta Next developed together with SabancıDx is a new generation insurance platform, designed to improve user experience. As we have been stressing in the past couple of years, our appetite and dedication for digital investments remains high. We are specifically focusing on building digital ecosystem in artificial intelligence, advanced data analytics, marketing and cyber security. To underline wider use of digital is vital for us, to improve the efficiency of our existing businesses and our target is to reap the benefits of this mega trend to accelerate and sustain Sabancı group's growth. ESG was a very critical element in 2021. On this slide let me explain you our efforts in ESG. Since we changed our group purpose to “reunite turkey and the world for a sustainable life with leading enterprises” in 2020, we have consulted more than 1,000 different stakeholder representatives including our investors committee and identified our material issues. In other words, the themes that we will focus on. Considering material issues for the whole group we built our sustainable roadmap in 2021 with 80 group-wide actions in agreement with SBU presidents and CEO’s of all group companies almost half of these actions, 80 actions, are being implemented already we also agreed on the governance model for ESG initiatives and key performance indicators that will be monitored at the board level. Sabancı holding is the first company in Turkey that set up a sustainability committee at board level. Our sustainable roadmap focuses on three main pillars. The first pillar is acting on climate emergency. We have been the first conglomerate in Turkey to set up a group wide net zero emission and zero waste target by 2050 at the latest. The second pillar is maximizing our positive impact on people and society, this is in our DNA for the last 90 years. The third, fostering sustainable business models. Especially being a player in digital and circular economy, leading energy and mobility transition. Thanks to all efforts in 2021, I am happy to say that, we have completed almost half of these 80 actions and has undergone a major transformation for instance through embedding ESG in our capital allocation decisions, integrating ESG metrics such as, diversity and climate indicators in our CEO and top management performance criteria. Creating a taxonomy for Sabancı groups sustainable products and services. Setting a target to increase this share of SDG related r&d innovation activities to 70 percent from the current level of 44 percent improving our sustainable finance framework. For instance, in our energy business 100 percent of current investment plans worth of 565 megawatts are renewable energy so the current 44 of renewables in total installed capacity will exceed 50 percent threshold in the coming three to four years. We will further accelerate our efforts to investigate new energy technologies such as green hydrogen. As an indication of this Enerjisa Üretim joined forces with four other entities to open up turkey's first green hydrogen production plants. On the other hand, our industry group generates 28 percent of their revenues from SDG linked products while making up only one percent of our total scope 1 and scope 2 emissions. Alternative fuel consumption in our building materials has increased two and a half times in the last four years, way over Turkish industry average. Just this week we have opened up a new investment in Afyon Çimento for alternative fuel consumption. In this group we have 36 transition products making up 15% of their revenues by focusing on smart plant systems, data analytics, energy efficiency and increasing the use of waste as an alternative fuel and raw material sources. In banking, Akbank announced that they will provide 200 billion TL of sustainable loan financing to our country by 2030. This is a first for a bank to announce how much finance it will provide to green economy. All these developments enabled us to make great progress in ESG ratings. Sabancı Holdings' sustainable rating in the MSCI Index increased by two notches in the last nine months. We expect another rating increase soon. We are very proud to be the first and the only conglomerate from turkey included in the 2022 Bloomberg Gender Equality Index with the high ratio of women in management positions, application of equal pay for equal work and our practices that facilitate women's participation and retention in business life. The ratio of women in our BOD is 44 percent while the ratio of female managers are 38 percent higher than the average of 22 percent in turkey and 37 percent in Europe. We also became the first and the only company from turkey in Forbes' world's top female friendly companies lists Sabancı Holdings' CDP climate change scores increased by two notches and awarded by B as well as taking its place in the management level category by maintaining B score in CDP water program. Brisa, Kordsa and Çimsa are among the global and local CDP leaders. Now let me pass the word to Orhun, he will comment on the stellar financial performance in 2021.

Mr. Orhun Köstem, CFO:
Thank you Cenk. Good morning good afternoon, everyone once again. On one hand obviously I'm sure we are equally concerned about what is taking place in north of black sea at the moment. On the other hand, we are quite excited to share with you an excellent set of results for 2021 and the last quarter of 2021. First of all, let me say that we're looking at a very healthy growth our combined revenues have grown strongly, our combined EBITDA and consolidated net income has grown even stronger than our top

line and obviously led to some you know margin expansion in the period This is in line with our mid-term guidance that we have announced earlier. I will also like to underline the fact that our performance have accelerated in the last quarter of the year, especially coming from the bank but nevertheless I'm sure you must have noted that our non-bank business in general performed remarkably as well. Our bottom line has increased and that's on one hand equal you know driven by our operational performance on the other hand obviously we've enjoyed some one-off gains in the period due to our treasury positions from mark to market basically. Now again if you look at our combined revenues, we've seen rebounding from 2020 very strong local and global demand that assisted us in delivering a very strong set of top-line growth and our EBITDA on one hand benefited this pass through of this top-line growth and on the other hand obviously we have reached a remarkable operational efficiency and through higher capacity utilization we were able to deliver 61 percent combined EBITDA growth. This is important, given the fact that through the period, as we have discussed earlier, we've seen some of the raw material prices have been increasing quite high as well. Again, our net income has grown, and consolidated net income has grown by about 95 percent so almost doubled in 2021, obviously driven by this good operational performance but at the same time as you're going to see in the remaining parts of this presentation that we have been deleveraging and therefore obviously looking at relatively lower financial expenses in this period. Now I'm going to move forward with discussing the rest of the financials now. On the next page if we look at our non-bank business side specifically our operational cash flow was up by 15 percent to 12.4 billion TL. Obviously, the strong cash flow generation helped us maintaining a very healthy debt profile. Our net debt to EBITDA at the end of 2021 stood at 1.2 times that compares to 1.5 times if you look at the end of 2020 or even compared to the end of nine months of 2021 which was at 1.4 times. Now please also underline the fact that this does not include the proceeds that we have received from the divestment of our tobacco business, which was completed at the start of 2020, so all these actual liquidity figures net debt figures do not include those numbers except for mark to market gains that we have we have accounted for in our P&L due to our risk management instruments. Now if you look at our liquidity on the non-bank side excluding the financial services it stands at about 13.7 billion TL and on the insurance side of our business, we know that the total funds were at about 5.4 billion TL. This in return as you see on the next page got us to a record high non-bank return on equity of 23.9 percent and in the last quarter, I'm sure you must have noted with the performance of Akbank, the bank return on equity have also grown very remarkably Therefore, we have also reached the highest ever return on equity on Sabancı Holding level on a consolidated basis. Our holding only net cash position more than doubled in 2021 compared to 2020 and it was at 2.5 billion TL and again this does not include the proceeds that we have announced to be about 2.7 billion TL coming from the divestment of our tobacco business which was in early 2022. And again, at the end of the year I'm sure you must have noted in the appendix of this presentation that the FX portion of our cash was at 90 percent. Moving onwards and looking closer to the last quarter of the year the combined revenues in the last quarter of 2021 grew by about 77 percent and again I'm happy to note that both in the banking side and the non-bank side of our business have accelerated their top-line growth. The non- bank revenue for example grew by 83 percent where the banking side is in excess of 60 percent so in any case growing much faster than what we have achieved in the previous quarter. On the non-bank side this growth is attributable to our energy business we obviously enjoyed having a complementary portfolio of energy businesses, a correct market positioning and therefore an important contributor to the revenue growth. On the industrial side, as we have discussed throughout 2021 with the increased mobility we've seen a better volume performance a better market share performance and of course as these businesses generate relatively higher FX revenues a favorable FX impact at the end of 2021. Our building materials business also was a strong contributor to our top line due to higher volumes and better sales mix. Coming to EBITDA on the last quarter of the year our EBITDA has grown in excess of two times in the in the period. Obviously, the impact of our bank here is much underlined, and the bank generated some 60 percent of the combined EBITDA in the period. On the non-bank side obviously the regulated asset-based growth as well as the highest spark spread contributed to strong EBITDA as you will remember throughout 2021, we've also discussed that even though the hydrology was lower this was more than offset by our portfolio of generation, a capex outperformance and higher operational performance especially in our natural gas plants has driven this EBITDA performance. Industrial side as well, strong top line growth was passed through to the EBITDA performance and also amplified by a well-managed cost base. I'm sure you must have seen that the building materials contribution on EBITDA was not that strong that is again as discussed owing to the fact that the especially the fuel cost has been gradually increasing since the second quarter of 2021 for that side of our business. Moving on to the net income obviously the net income growth was very strong at 260 percent both on the bank and non-bank side and then there is a on the consolidated basis there is almost an even contribution between our bank and non-bank business. On the non-bank side, the growth of net income was 366 percent. Obviously, this again on one hand was driven by strong performance on the energy business on the back of a healthy balance sheet and on the industrial side also a strong operational performance and the continuous deleveraging of some of our businesses on this side. Obviously and some other contributors were our financial services business towards the end of the year and again obviously we have enjoyed on our bottom-line positive FX gains in this period. Now I will pass on to Kerem who is going to walk you through the details by each sector.

Mr. Kerem Tezcan, The IR Director:

Thank you. Let's start with energy in Q4 energy segment with strong performance reached 96 percent year-on-year growth in EBITDA, despite lower liberalized profits and continuous weakness in high ideology. Enerjisa Enerji recorded strong EBITDA as distribution segment's EBITDA increased by 147 percent in Q4 thanks to higher financial income based on increasingly regulated asset base and higher June-end inflation and midterm inflation assumptions. Moreover, capex outperformance was strong due to increasing capex investments and contracts structure with the fixed terms set in the beginning of 2021 providing opportunity to benefit from the increased in quantity prices. As of year-end regulated asset is grown through 20 percent year-on-year in line with the increasing capex as we have guided in previous quarters and higher inflation despite higher capex reimbursements. In the retail side of our energy business, lower liberalized gross profits due to lower margin with the effect of dramatically increasing electricity procurement costs partially offset by highly liberalized sales volume and higher regulated gross profits due to higher procurement costs and inflation. Moreover, high gross profit contribution from new solar projects in customer solutions segment and declining doubtful provisions with improvement in customer payment behavior supported EBITDA growth in Q4. Despite higher financing expenses driven by higher average loan financing costs the company's net income increased by 171 percent year-on-year thanks to positive contribution of strong operating performance. Looking at the generation business electricity demand was up by six percent year-on-year and Q4 driven mainly by strong industrial growth and lower than average temperatures. Average spot electricity prices increased by a massive 177 percent in Q4 due to lower hydrogenation by prevailing weakness in waterfall higher electricity demand of offline capacity and increasing natural gas prices. Enerjisa generation’s revenue increased by 143 year-over-year mainly driven by much higher spot electricity prices as well as Turkish lira and higher energy trading volume. Generation volume reached 3.15 terawatts, which is the optimum level of production to reach the highest profitability level as far as spark spreads are concerned. EBITDA growth reached 77 percent year over year as natural gas and lignite profitability continued to drive higher spark spread and dark spreads in the duration business in Q4. Moreover, higher spot interest prices and our team's ability on commodity trade provided us to capture market opportunities despite lower hydro generation due to its extreme drought conditions. Net income almost quadrupled due to EBITDA contribution increasing investment tax incentive with higher future income projection based on higher future spot price and macro assumptions. Let's move on to industrials. Segment’s combine revenues increased by 74 percent driven by volume growth thanks to not only strong demand but also higher market share in both businesses. Specifically in tire business we managed to grow in replacement market as well as increasing our sales in export markets. The profitability in both businesses had driven by volume growth in the wide geographical footprint that offset global supply chain bottlenecks in addition to strong growth, negative impact of high raw material prices offset by well-managed hedging strategy and channel diverse in tire business. Coming down to the bottom-line net profit grew by 131 percent thanks to operation profitability pass through. Moreover, both of segment companies decrease their net debt to EBITDA thanks to strong operational performance and effective working capital management this is especially in the tire business. Tire business turned into a net cash position at the end of 2021 supported by a major improvement in the cash cycle, while tire reinforcement business came back to even better levels compared to pre-pandemic. Our tire business as we have mentioned before to grow faster than the market owing to its widespread network and productivity our tire enforcement business has benefited from its extensive local and global footprints and in turn succeeded in growing faster than the market in Q4. Note that healthy improvement and segments operational performance sustain very challenging environments. Moving on to building materials, segment displayed the impressive revenue growth of 123 percent year on year in the quarter sustained by demand in both domestic and export markets and increasing support of the Cimsa Sabanci BV. However, despite fuel mix optimization better energy margin and operational efficiency leading to an improving Opex to sales ratio escalated fuel, energy, raw material and freight costs eliminated the positive impact of strong top bank performance on operational profitability, which actually resulted in a 33 percent year-on-year contraction EBITDA in Q4. Supported by lower financial expenses driven by higher FX gains the bottom-line contraction remained at 30 percent year on year. Despite the weakness EBITDA and net income in the last quarter full-year EBITDA grew by 39 percent and net income more than doubled thanks to solid performance in the first nine months of the year. Our alternative fuel usage improved sharply to 20 percent versus 12 percent last year and our efforts to improve the fuel usage prevails with ongoing investments in Afyon plant, which is expected to be operational in Q1'22. On retail segments combined revenues increased by 27 percent during the year thanks to the improvements in the basket size both in electronics as well as food retail bringing top-line growth to 27 percent in 2021 well above the average inflation of 20 percent. Meanwhile e-commercials growth remained robust by increasing five folds compared to pandemic periods in Q4 to 2019 and its share in total revenues almost triples reaching 11 percent of the total sales revenue in Q421. Solid top-line growth and relatively limited impact of elevated operating expenses translated into double-digit growth in operating profitability as IFRS adjusted EBITDA increased by 27 percent Q4. Yet, adverse impact of high financial expenses continues to affect the bottom-line growth of the segment in Q4 driven mainly by food retail. On financial services, segment's top line growth was solid at 50 percent in Q4 led by strong performance in all major life and non-life businesses. In the life business, technical income increased by 51% year on year, driven by the growth in life protection volumes and pension assets under management. In non-life business, technical income grew by 84 percent year-on-year although underwriting result was adversely affected by the hike in motor claim costs with TL devaluation and higher inflation along with unexpected rate of minimum wage increase. As a result, combined ratio deteriorated and became 127 percent in the quarter compared to 98 percent one year ago. Increased financial income on higher FX and interest rates combined with solid technical income resulted in an impressive 130 percent year-on-year bottom-line growth in the segment. Moving on banking, despite the challenging environment along higher global inflation as well as the negative impact of ongoing pandemic Akbank's positioning enables the bank to leverage its strength while carrying priorities for improving profitability. Akbank achieved all-time high net income delivering almost 100 percent year growth. RoE came in came in at 17.9 percent well ahead of FY RoE guidance, while Q4 only ROE was very robust at 26.2 percent. Robust TL loan growth, strategic securities positioning as well as across the board stronger than guided fee income growth were supportive factors for the solid core operating performance. It's net cost of credit evolution has fared much better than the guidance thanks to strong risk discipline through cycle. For 2022 Akbank's focus will continue to remain on healthy, profitable growth and customer acquisition while sustainability remains at the heart of the strategy. I now would like to hand over to our CFO to talk about our midterm guidance.

Mr. Orhun Köstem, CFO:
Thank you Kerem. You must have seen our midterm guidance before obviously in the short run there are a lot of uncertainties around us, but we are very excited, looking ahead the short term. We're quite excited about the transformation of our portfolio and the potential that it brings. You've seen our revenue and EBITDA growth expectations, these are unchanged. You must have noted just to reiterate again that we would be increasing our capex efforts looking forward from about a five percent in five years of 2021 to more than double as our midterm target as we move in to increase the share of FX revenues in our overall combined revenue. We would like to maintain a healthy balance sheet with our net debt/EBITDA to remain less than two times and obviously in terms of transformation back to everything that Cenk Bey was saying we expect the

share of new economy in the combined revenue to almost double. Now in terms of capital return I'm outlining you our capital allocation priorities in that sense our dividend policy has not changed but I'm happy to also note that since November last year we have our share buyback program in place and I'm also happy to note that we're still looking at delivering strong return on equity performance as evidenced by our performance in 2021. Again, as noted we have been the first conglomerate in Turkey to set a group-wide net zero emission and a in a zero-waste target by 2050 as we conduct our business to deliver on these targets moving forward across the board. Now will hand over back to Cenk for key takeaways.

Mr. Cenk Alper-The CEO:

Thank you, Orhun. These are very attractive set of numbers. So let me wrap up. Our robust performance in 2021 and our ability to operate in a high inflationary period as well as managing currency volatility and balance sheet risks confirm our midterm targets that Orhun shared with you recently. We are fully confident that we will keep our strong momentum in the medium term. We are sparing a lot of time and resources to reach our 2050 zero targets. Parallel to our intention to double our capex in the next five years additional improvement in sustainability will also be an important focus. In that respect we will be doubling ESG related R&D investments, which will be an important inflection point to reach our long-term sustainable targets. As I have mentioned in the beginning of the webcast our strategic targets in energy and climate transition, sustainable mobility solutions, advanced materials and digital will be our major focus in reaching our medium-term guidance. Thank you for participating and thank you for your time on this Friday's afternoon to listen our results and Sabancı Holdings' strategic directions. Keep watching us.

Mr. Kerem Tezcan, The IR Director:

Thank you Cenk Bey. Let's move on to Q&A you can type in your questions. Let's wait few more minutes for questions. We are very clear about the messages that we have provided. So we have one question from Hanzade. Can you please share your non-bank revenue growth guidance in 2022 and which sector may have shown some slowdown?

Mr. Orhun Köstem, CFO:
Thank you very much Hanzade Hanım. We don't necessarily give annual guidance and not at this you know relatively volatile period but let me try to help you with this question obviously going forward in terms of top-line guidance on the non-bank side I think we expect strong growth from both the industrial business and the building materials business and that is one. We obviously are still looking at potentially you know good growth from our energy businesses in general we will need to see obviously how the general and cost environment for energy plays out but top line wise that's obviously beneficial for us. The insurance business on the other hand you know given the economic volatility negative real interest rates and the potential increase FX scenario could be good on the top line growth but may not be as strong as we would expect in you know other industrial or energy or let's say building materials businesses so that could said you know we still look at strong growth we still look at obviously growing in

real terms positively but that could maybe for you an indication of you know how different parts of our business would perform.

Mr. Kerem Tezcan, The IR Director:

Thank you. There's another question from Sashank similar question: thank you for the presentation, given the volatile raw material pricing environment driven by recent events, how does Sabancı look at margin profile for 2020?

Mr. Orhun Köstem:

Again, I won't be very specific about an annual guidance but you're right especially in certain parts of our business as we discussed for example building materials is one of them given the fuel cost increase, we have seen it happening in the last half of the year. I think it's quite normal to expect as we move into 2020 in the first quarter and maybe you know a first few months into the year, we will see that higher fuel cost environment will prevail. Normally our expectation is that is going to normalize in the second half of the year but that's obviously something we will need to look at. On the other hand, I think in other parts of our business definitely as we expect the demand to be reasonably strong. On the industrial side there should be you know reasonably acceptable performance, comfortable performance in terms of margins. Energy side again I mean you know especially on the generation this year was marked by lower hydrology which helped us grow our you know profits in absolute terms but margin-wise as you remember hydro you know delivers the higher from a mixed point of view. If we think of a normal year which we can only talk about you know once we see April then obviously there's scope for you know better margin performance but that's yet to be seen and that is you know certain parts of the business on the insurance side as I said if the FX continues to remain high there is a likelihood that the margins may not be higher but nevertheless it's from a Sabancı Holding point of view it's good to be managing a portfolio of businesses which obviously responds differently to different macro conditions.

Mr. Kerem Tezcan, IR Director:

All right the next question comes from Cenk. Can you please elaborate on high inflation impact on business and Sabancı as a whole as a follow-up impact on individual businesses in Sabancı Holding as well?

Mr. Orhun Köstem, CFO:
It's more or less the same again Cenk Bey. You know especially given the inflation parts of our business in the energy distribution side under you know a regulated asset base is driven by you know inflation that is on one hand and the effects side we discuss different impact on the raw materials for different parts of our business. Obviously, I think the key is not the macro conditions per se. Obviously what we need to watch quite mostly is how it impacts household income and the general you know purchasing power across the board which could be relevant from you know retail businesses to what have you know or all of the businesses but again I can say that it would be good for us to be able

to manage a portfolio of businesses a diverse portfolio of businesses which we expect to deliver hopefully a strong potentially strong set of results into 2022 as well.

Mr. Kerem Tezcan, IR Director:
Okay next question is from Vittorio. What is the output for power generation? hydro gas, lignite for 2022?

Mr. Cenk Alper, CEO:
Thank you okay let me take that one. So Enerjisa Üretim creates its hydrology plans with a statistical approach by using the precipitation data of the past years and as always, we start with a 50 percent probability, but we can say that 2022 started more productively in terms of hydrology than 2021, which was well below the average. We hope that it will be an efficient hydrology year in accordance with the production planning of our power plants.

Mr. Kerem Tezcan, IR Director:
Okay thank you the next question is from Eduardo. Could you please give us the breakdown of the value of non-listed assets of NAV calculation page 24?

Mr.Orhun Köstem, CFO:
Thank you, Eduardo. I'm assuming you're referring to page 24 in the appendix of the presentation, where we give you different listed companies and the totals unlisted as far as I'm concerned you know there are a number of companies in there, but the majority should be coming from Enerjisa Üretim which is obviously the highest you know potentially the biggest non-listed asset for us currently. Other than that, yes I mean this should be the highest contributor to that number.

Mr. Kerem Tezcan, IR Director:
Thank you. Now the next questions come from Umut. Thanks for the presentation how do you see the output for your energy generation business for 2022 given the increase in hydrology so far and higher electricity prices?

Mr. Cenk Alper, CEO:
To give you a full number I think we have to wait April, May, so that we can see the impact of hydrology to the whole year. Of course, the higher electricity prices have a positive impact. However, the input material gas especially under this current war scenario gas prices will be the determining factor.

Mr. Kerem Tezcan, IR Director:
Another follow-up question from Cenk. On the current macro conditions would you expect a change in the profit contribution of bank and non-bank.

Mr. Orhun Köstem:
Thank you Cenk Bey. I think again without being too specific obviously what you could expect to see as we've stated in our guidance as well that in our non-bank businesses we're looking at stepping up our capex for the midterm as well so going forward I think I don't expect operating profitability to be significantly you know worse that's very

unlikely having said that we need to factor in that we need to invest more capex and that could potentially increase the financial expenses for our you know some of our non-bank businesses. Nevertheless, the way we look at it is you know we still expect strong return on invested capital for those businesses and therefore still you know a very healthy return profile.

Mr. Kerem Tezcan, IR Director:
We have another follow-up question from Hanzade. Is there any businesses left to divest in the medium term while you are doubling your capex in your core businesses?

Mr. Cenk Alper, CEO:
Our strategic plan is very clear and transparent to all of you so while growing our core businesses we want to further grow or transform the portfolio towards adjacencies and our plans are being detailed by our teams at SBU's. Of course, if we believe that any offer to anyone of our businesses is adding value that's always or a piece of our assets, we are always ready to evaluate the situation but so far we are happy with the current mix of our portfolio and we want to further improve that to benefit from the new economy which for us is energy and climate transition, mobility and materials transition and digitalization.

Thank you Cenk Bey. I guess that's it. Thank you for participating as Cenk Bey said in this Friday afternoon and as Cenk Bey stated keep following us.

Mr. Orhun Köstem, CFO:
Thank you very much have a great weekend.

Mr. Cenk Alper, CEO:
Thank you. Let's hope that we have a soon ceasefire in Ukraine and then we have a peaceful world all together bye.