

# Investor Presentation

Sustainable, Digital, Scalable

Most Honored Company in Emerging EMEA Industrials

> Extel 2024

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## Why Invest in Sabanci?



Best proxy for Türkiye with an expansive global vision

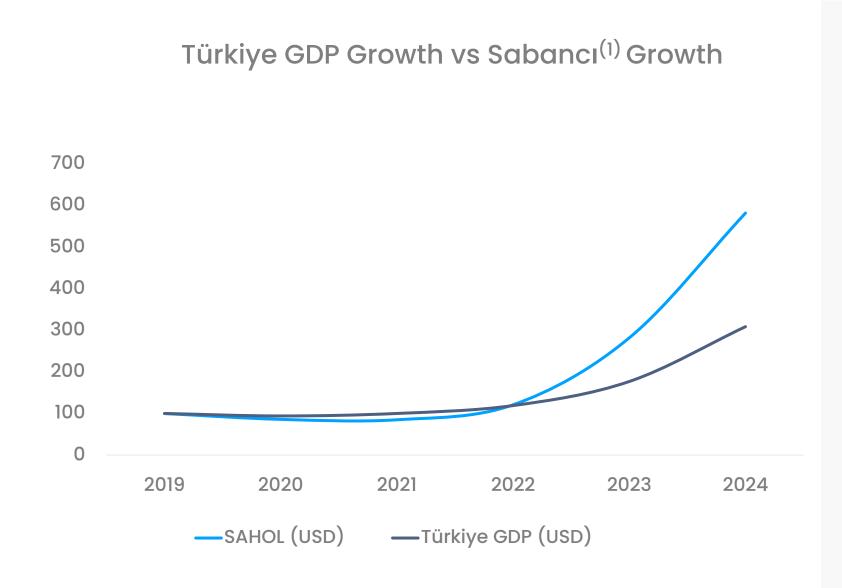
Leveraging our DNA and expertise to dynamically manage a portfolio for growth and competitive advantage

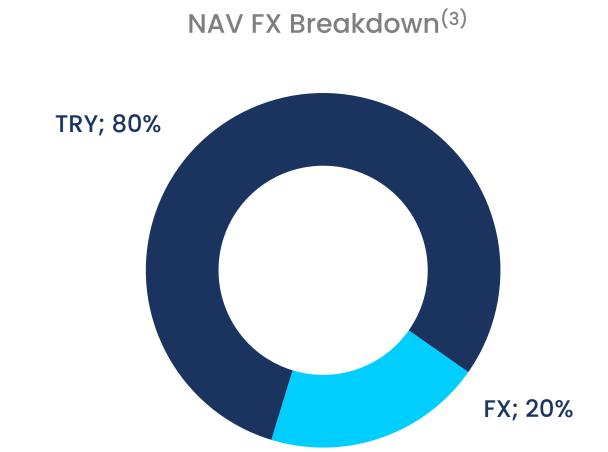
Ample balance sheet capacity to accelerate portfolio transformation with scalable investments

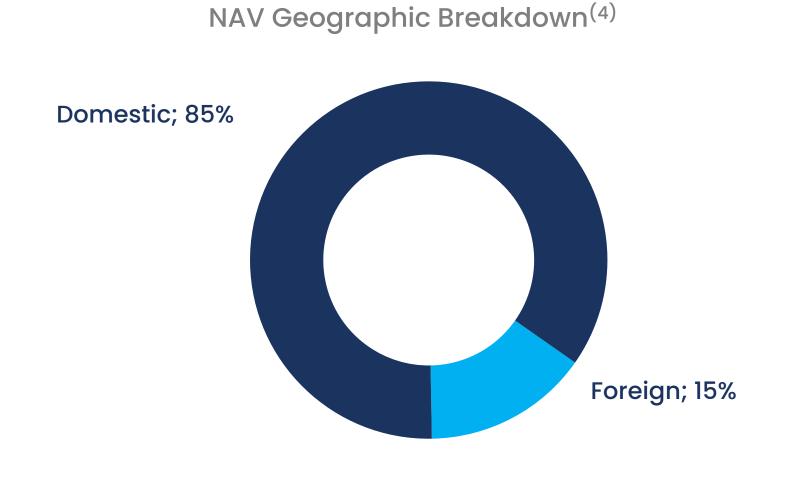
Pioneering in climate transition globally, leveraging Türkiye expertise with strong returns, and high governance standards

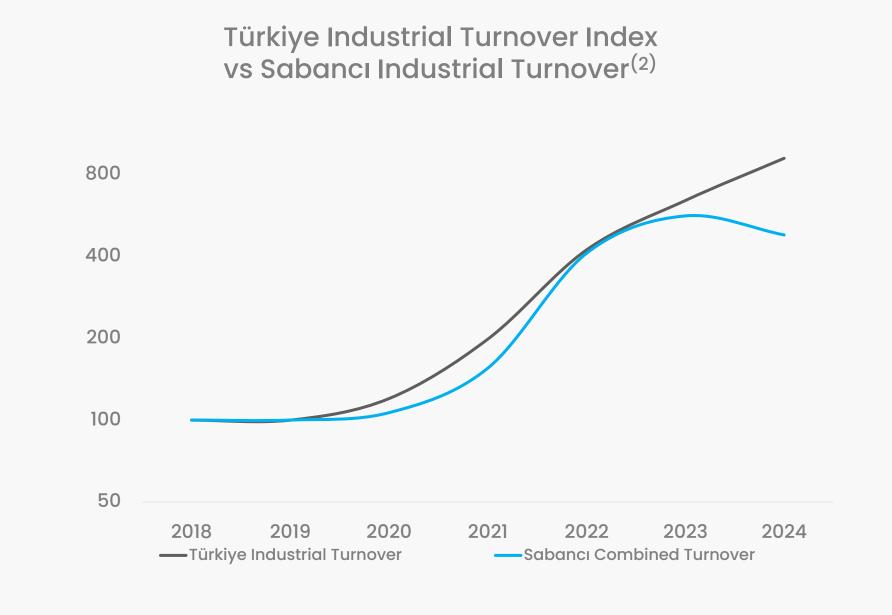
A clear capital allocation framework and solid track record enabling successful delivery of attractive 2029 outlook

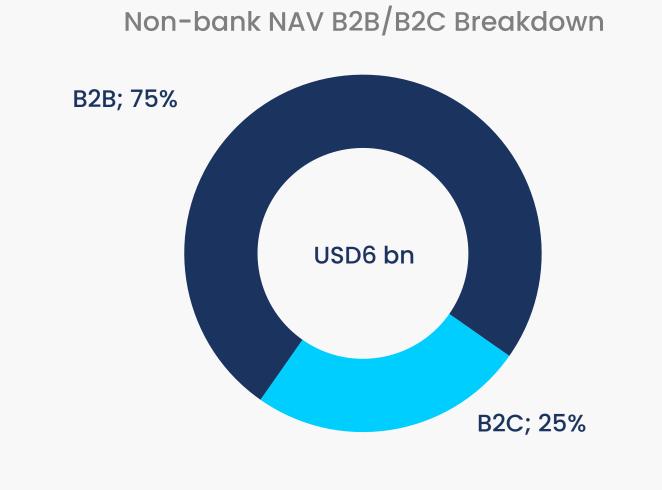
# Best Proxy for Türkiye with an Expansive Global Vision













## Diversified with Market Leading Positions



46.8% Sabancı Family

**53.2%** Free Float

BANKING & FINANCIAL SERVICES % of NAV:37%

ENERGY & CLIMATE TECHNOLOGIES % of NAV:36%

MATERIAL TECHNOLOGIES % of NAV:15%

DIGITAL
TECHNOLOGIES
& OTHER(1)
% of NAV:7%

MOBILITY SOLUTIONS % of NAV:5%

#### **AKBANK**

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



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



SAHOL: **36.0%**Ageas: **36.0%**Free Float: **28.0%** 



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%**Other: **0.3%**Free Float: **28.6%** 

#### TEKNOSA

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



**SAHOL: 100%** 



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



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



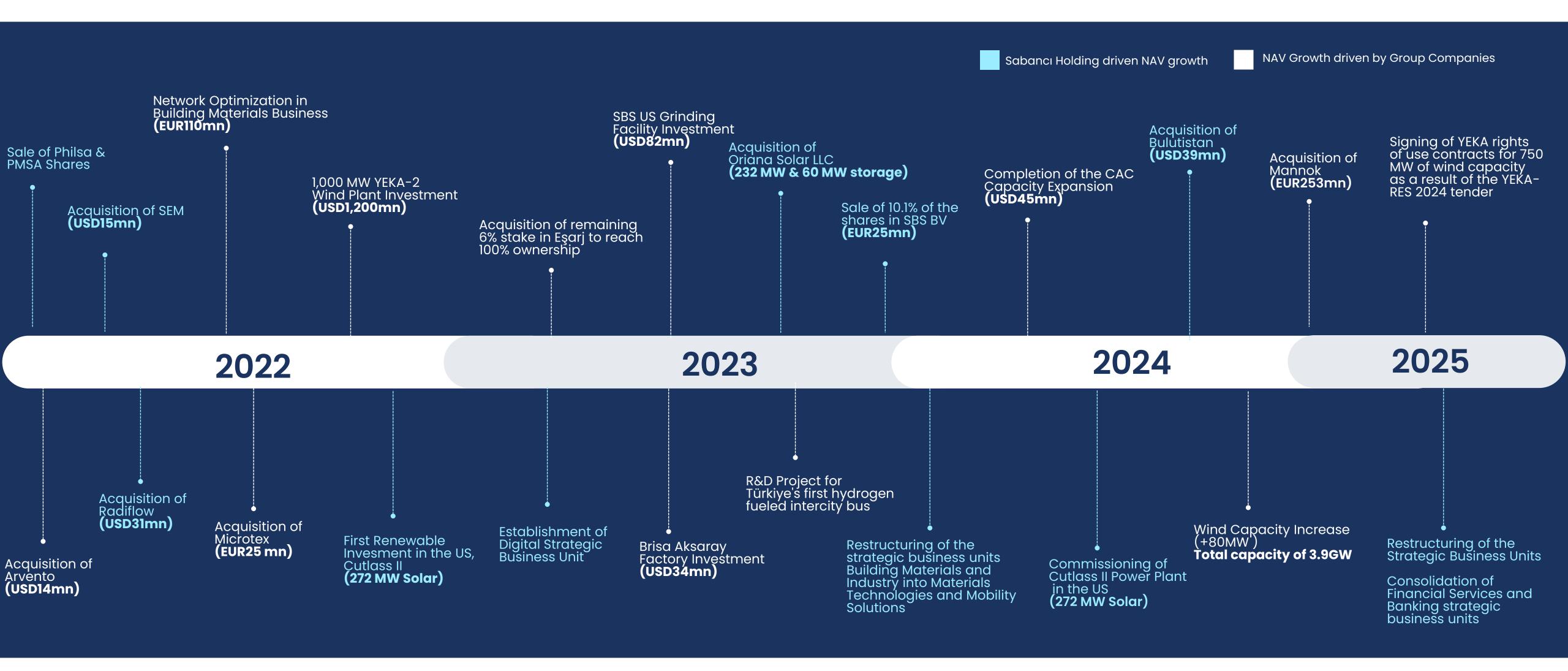
SAHOL: **50.0%** PPF Group : **50.0%** 



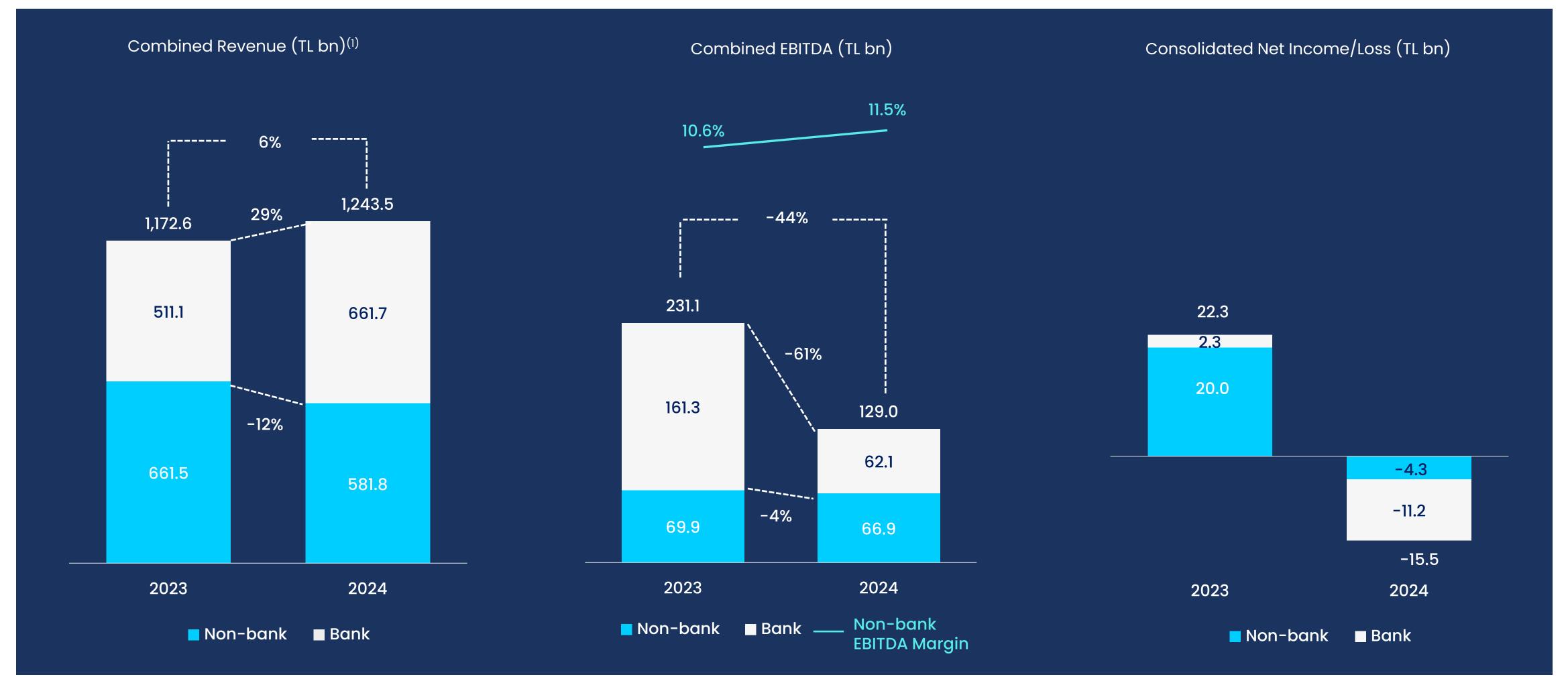
SAHOL: 100%



## Dynamic Portfolio Management to Enable NAV Growth



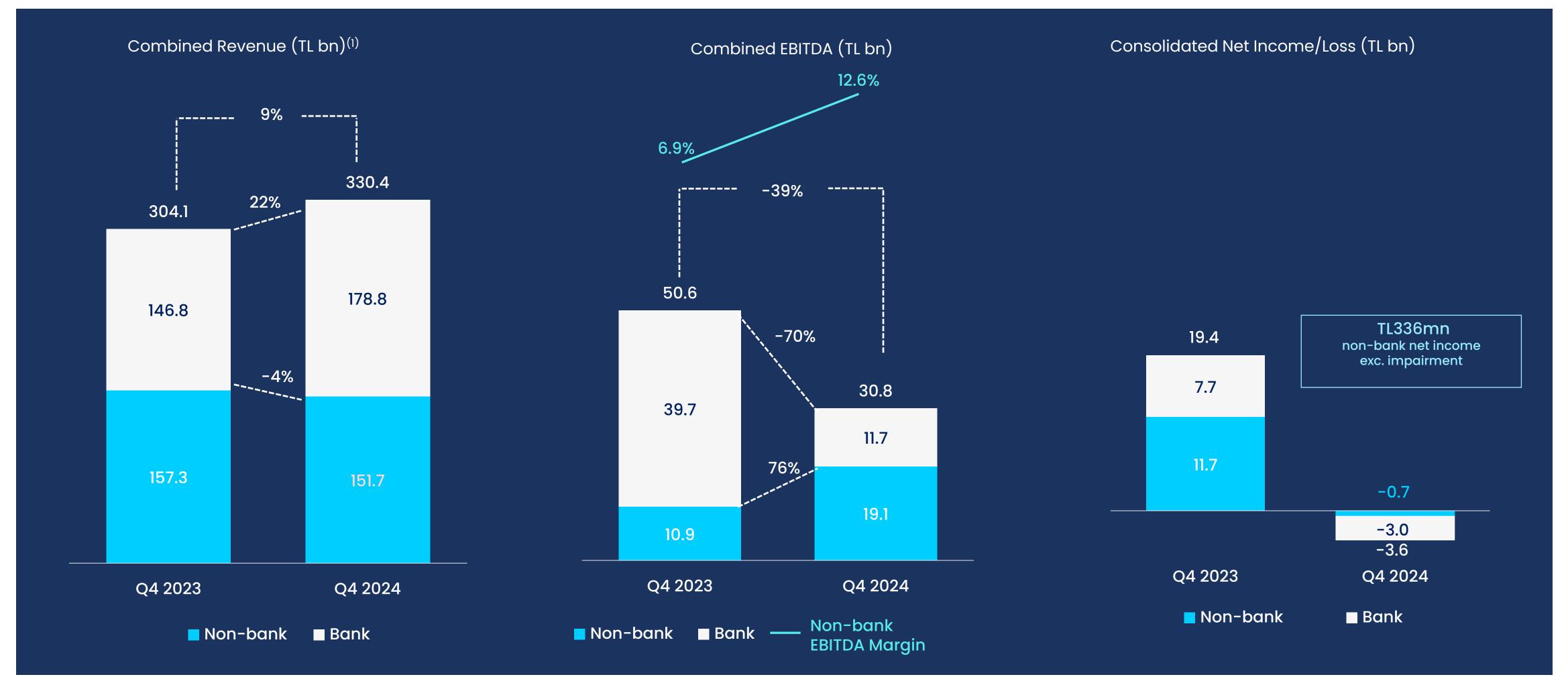
# Solid operating performance tempered by monetary losses at the bottom line...







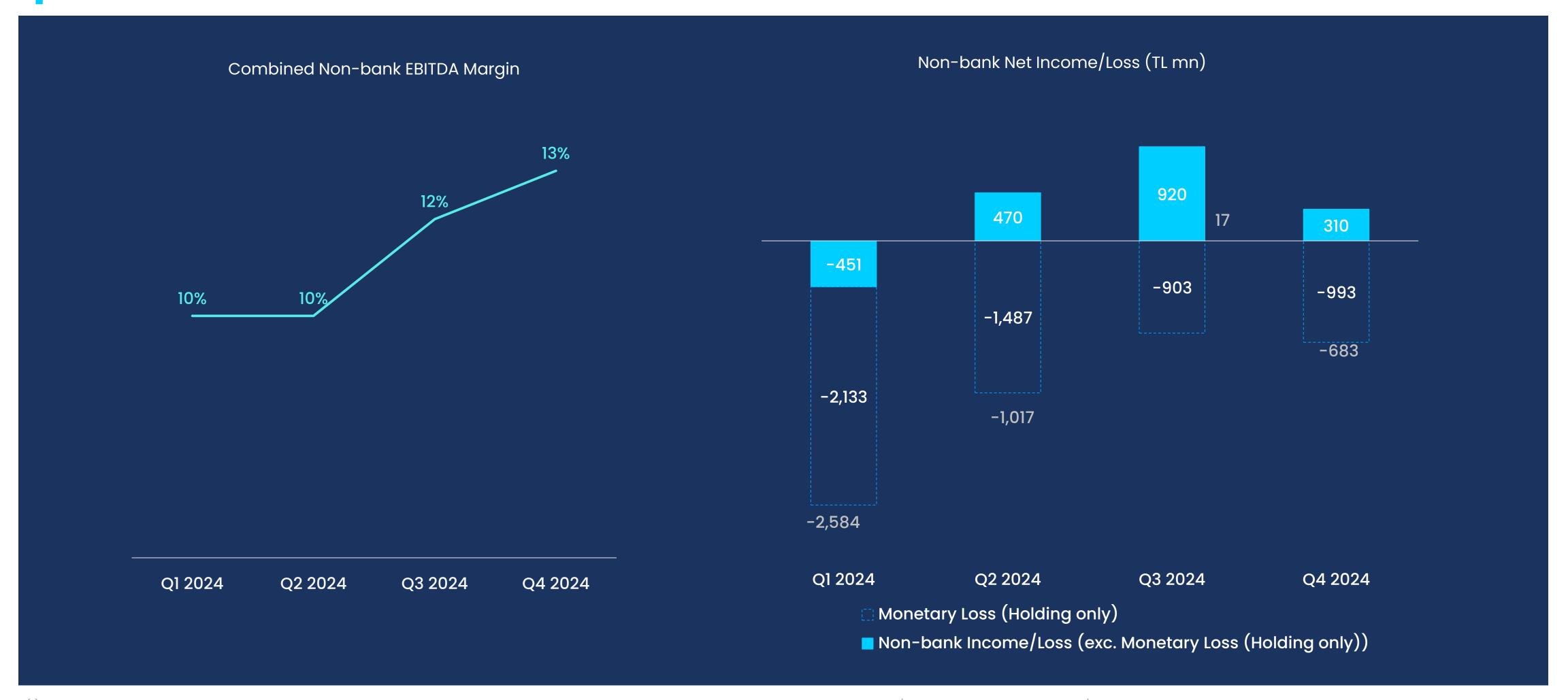
# ...reaching strongest operating profitability in Q4...







# ...with a progression in non-bank EBITDA margins across the quarters

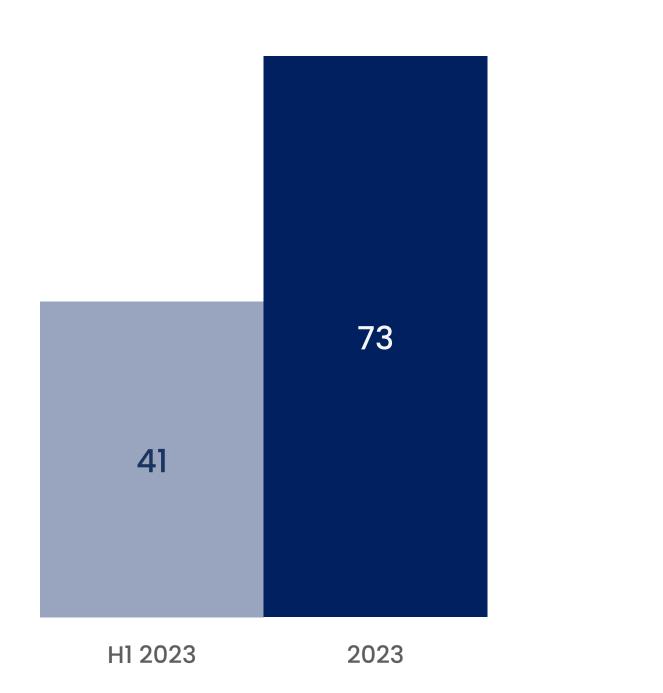


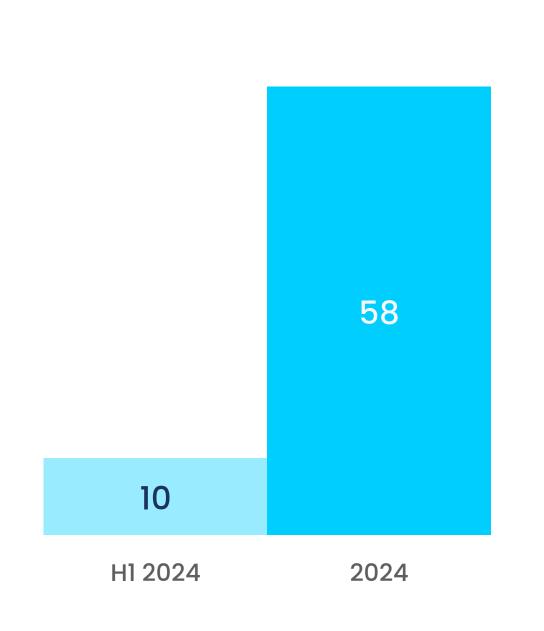


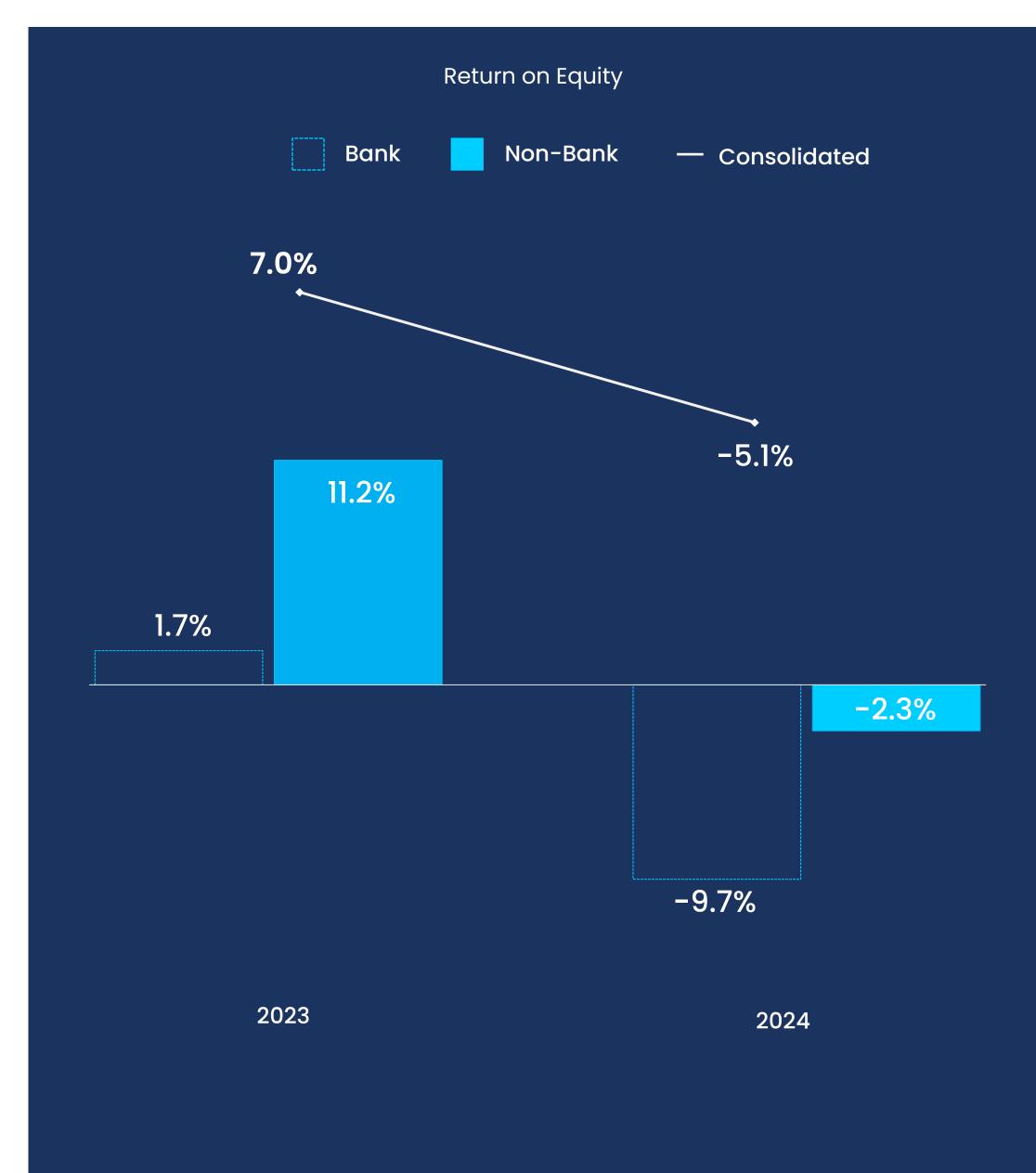


# Better OCF in H2 in a challenging year on resilient operational performance

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



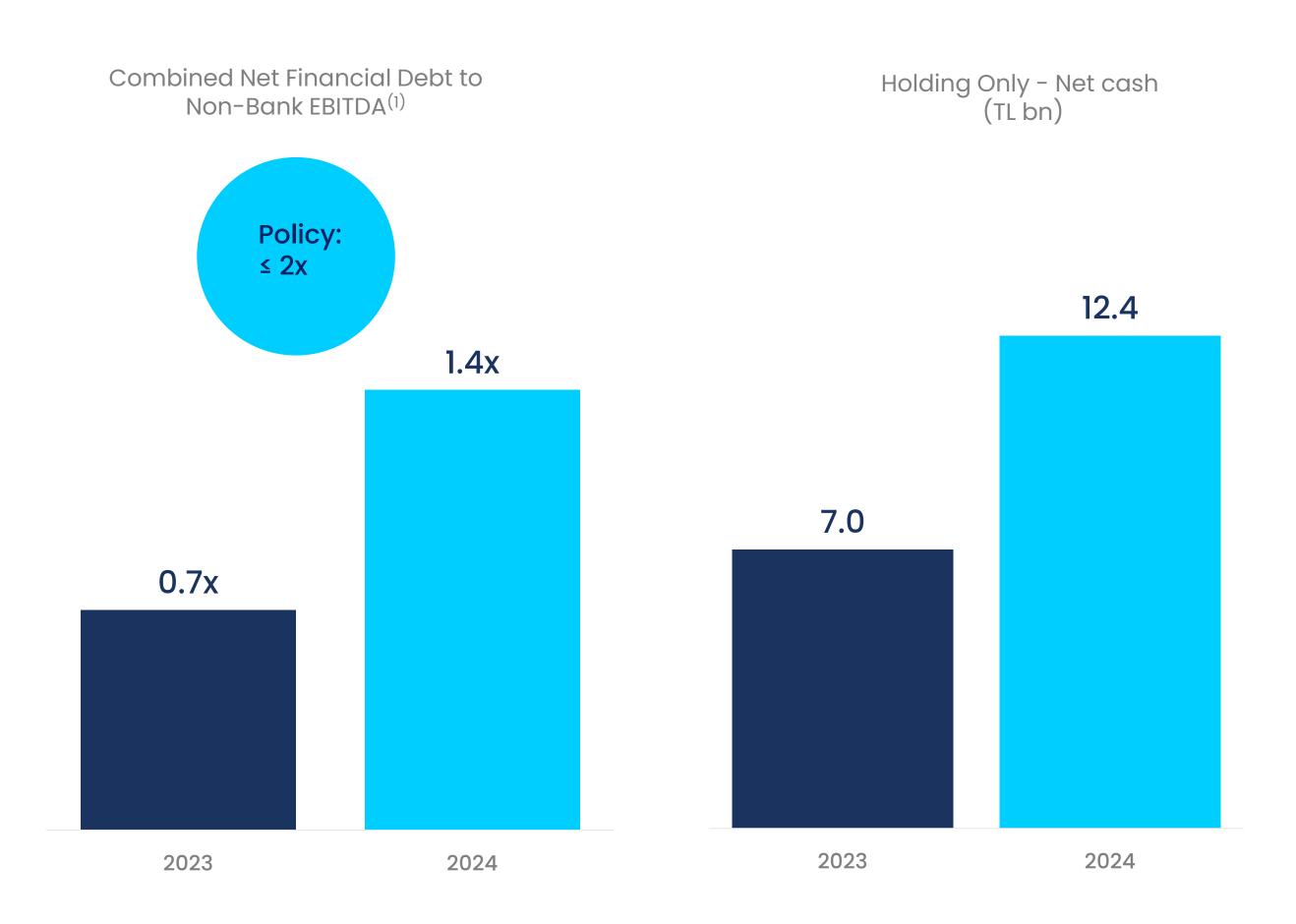




<sup>(1)</sup> Excludes Banking, net cash position of financial services. OCF figures for 2023 and 2024 are different from those previously disclosed as they have been restated to reflect the purchasing power of the related period in accordance with inflation accounting

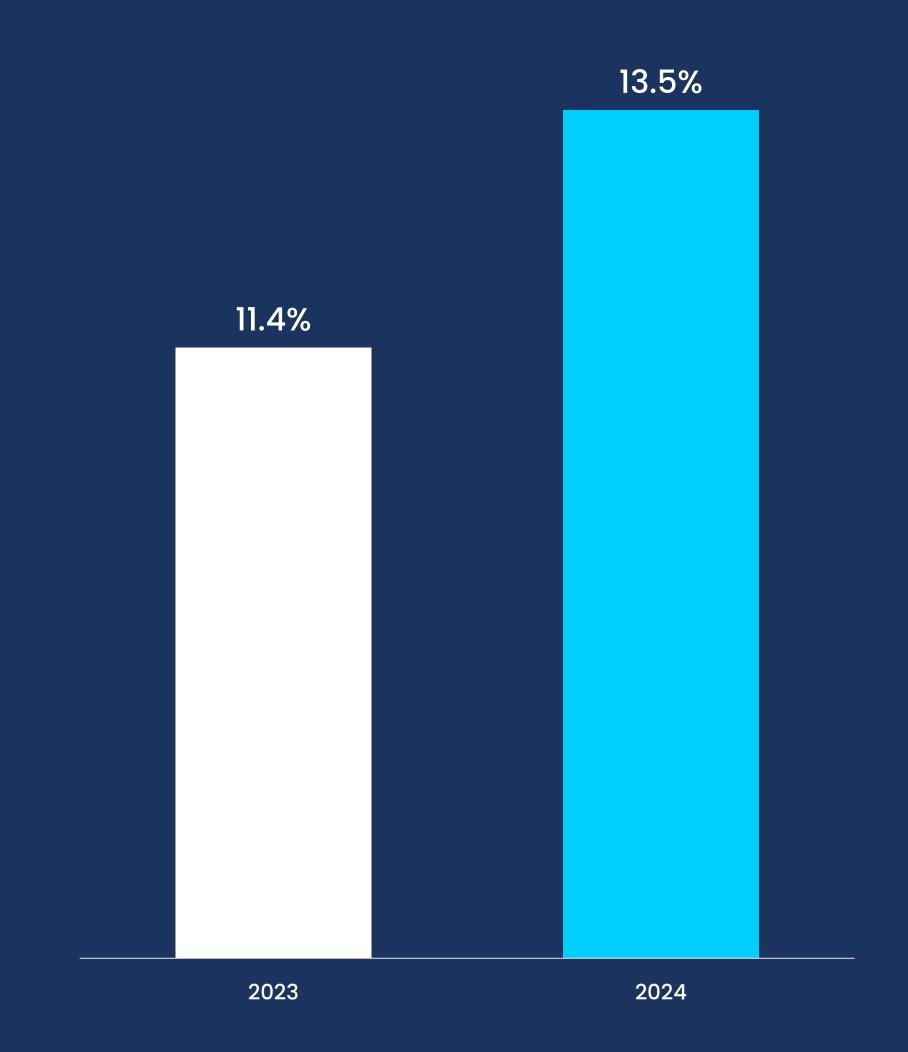
# Healty Balance Sheet

### to Finance Growth





#### Non-Bank Capex/Sales



# Well on Track to Deliver

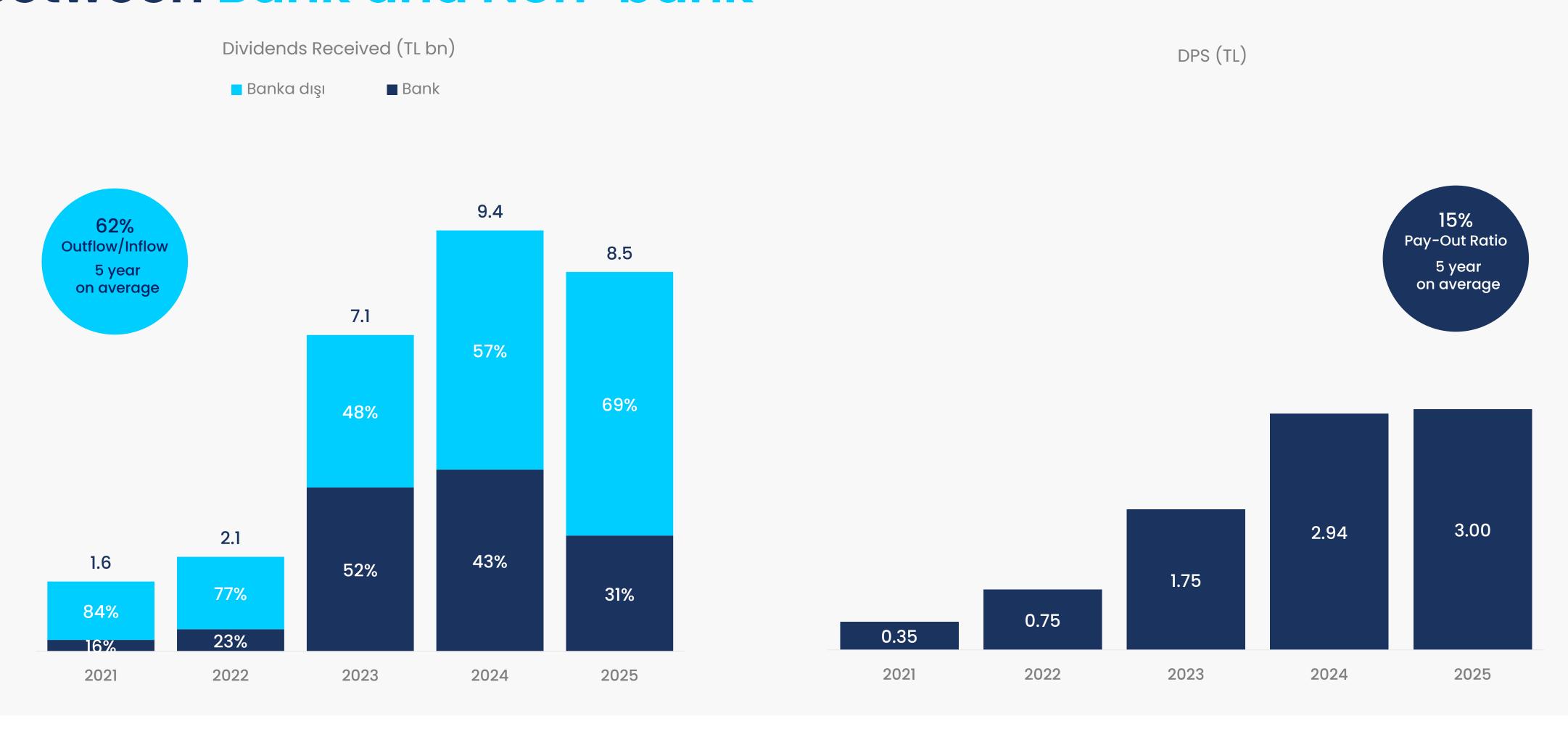
## on Previous Guidance for All Key Metrics

	2021-2023 Figures	2021-2025 Targets	Status
Combined Revenue Growth	CPI + 28%	CPI + 8%	Delivered
Combined EBITDA <sup>(1)</sup> Growth	CPI + 34%	CPI + 10%	Delivered
Net Debt/EBITDA <sup>(1)(4)</sup>	0.8x	<2.0x	Delivered
Consolidated ROE <sup>(5)</sup>	34.4%	15%-20%	Delivered
New Economy Revenue Share <sup>(2)(3)</sup>	11%	~13%	On track
Fx Revenue Share <sup>(2)</sup>	20%	30%+	On track
Capex/Sales <sup>(2)</sup>	11%	~14%	On track
ESG score updates by MSCI	From BB to AA	At least 1 notch	Delivered
Reduction target in Scope 1&2 emissions	20% Reduction	42% by 2030 vs. 2021	On track

<sup>(1)</sup> Excludes one-offs (2) In combined non-bank revenue and at the end of the period (3) New economy: energy and climate technologies, materials technologies and digital technologies (4) Non-bank and at the end of the period (5) Excludes one-offs, at the end of the period. Disclaimer: The use by Sabancı Holding of any MCSI ESG research LLC or its affiliates ("MSCI") data, and the use of MSCI logos, trademarks, service marks or index names herein, do not constitute a sponsorship, endorsement, recommendation, or promotion of Sabancı Holding 3 by MSCI. MSCI services and data are the property of MSCI or its information providers and are provided 'as-is' and without warranty. MSCI names and logos are trademarks or service marks of MSCI.



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



# Pioneer in Global Climate Transition with a Clear Strategy and Strong Return Profile

#### Transforming Our Portfolio To Enable Decarbonization

20%

Decrease in Scope 1 & 2 emissions<sup>(1)</sup>

24%

Water consumption reduction (1)

company in DC charging points in 81 cities in Türkiye

85%

of total cement production in CSC Gold certified facilities

**NZBA** 

Akbank is a member of the NZBA<sup>(5)</sup> with portfolio decarbonization targets

42%

Reduction target in Scope 1&2 emissions<sup>(2)</sup>

4 GW+(3)

Renewables in our generation fleet globally

**x2** 

Doubled the ratio of renewable electricity usage<sup>(4)</sup>

USD 5BN(6)

Commitment to spend for SDG-linked Activities

**Because It Makes Business Sense** 

#### Favorable Funding

- Longer Maturity up to 15 years
- Easier Access to Financing
- Optimized debt to equity ratio
- Lower cost of capital

#### Incentives

- Tax Equity Investment for renewables in the US
- Feed In Tariff Mechanism for renewables in Türkiye
- Incentives for green & digital transformation in Türkiye



# Top-notch performance in **ESG Indices** Among Local and Global Peers



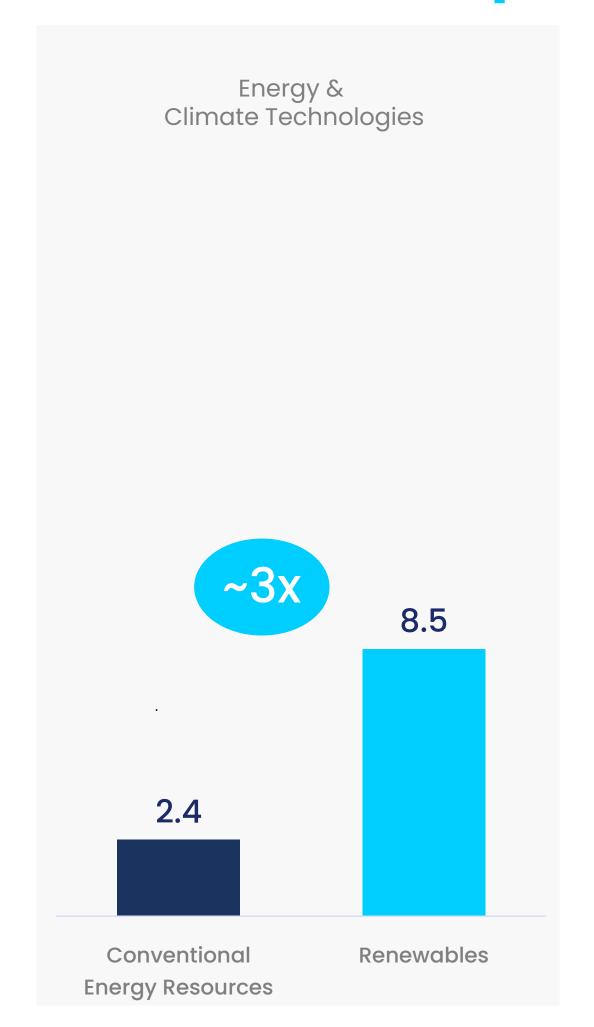


EFQM and won special award of Outstanding Achievement for Sustainability

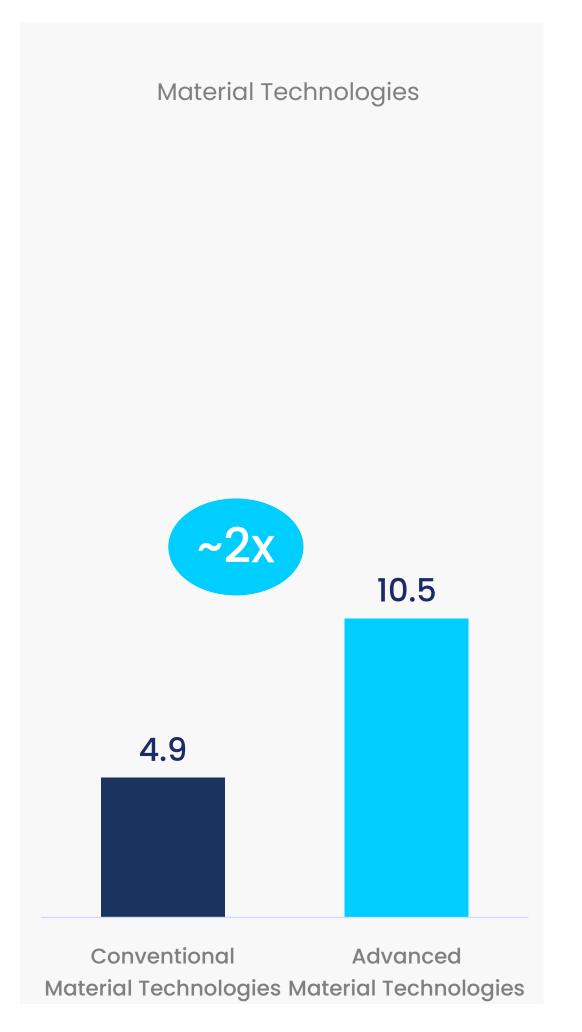


## Investments with Attractive Long Term

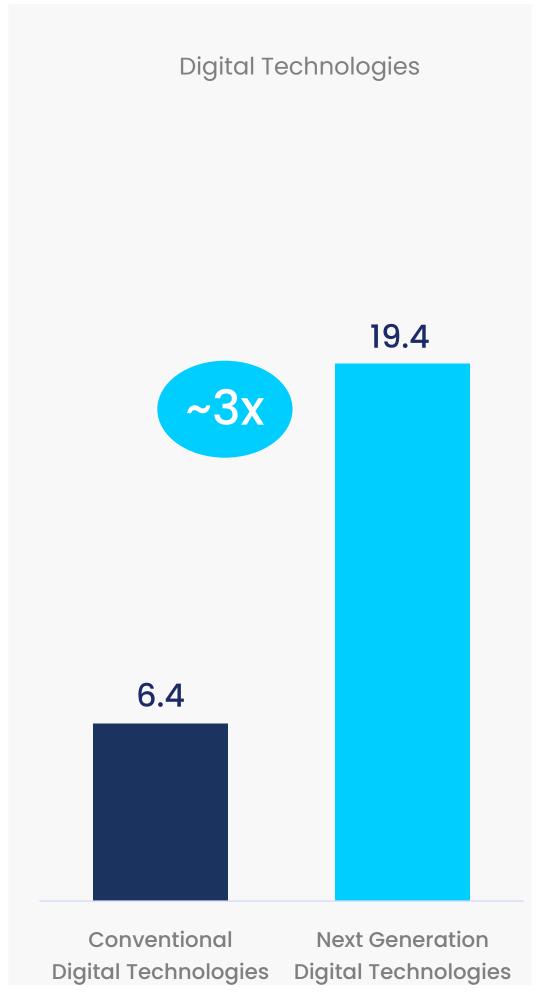
## **Growth Prospects to Enhance Value**







#### Forward Looking EV/EBITDA





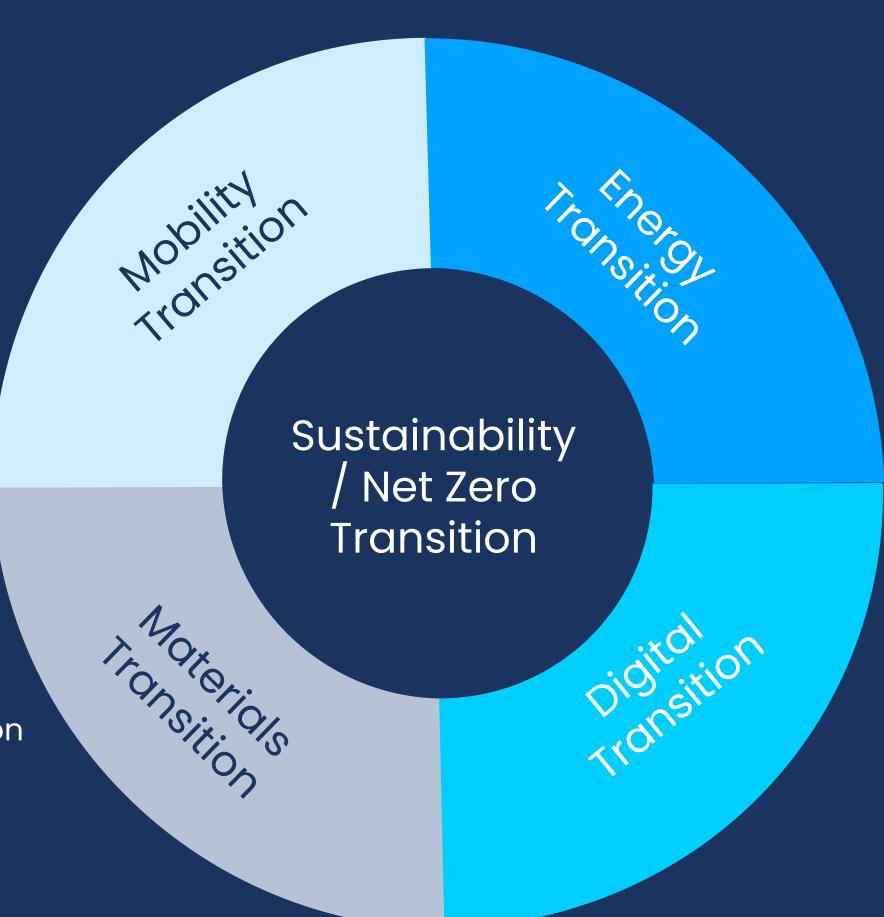
# Net Zero drives major transition in key areas, as a basis of our portfolio and investment plan

#### **Mobility Transition**

Innovation across micro-mobility, electric / alternative fuel vehicles and autonomous driving

#### **Materials Transition**

From conventional to advanced, new ways of production and the application of circular-economy principles



#### **Energy Transition**

Growth in renewables, grid modernization, new technologies such as carbon capture and hydrogen

#### **Digital Transition**

Infrastructure growth, i.e. data center and cloud with increase in AI/ML and quantum compute



# A Clear Capital Allocation Framework Providing Long Term Visibility

#### **Grow and Protect the Core**

- Strengthen our market leading positions
- Customer focused growth

#### Maximize Shareholder Return

- Dividend Policy: 5%-20% of net income
- Long-term Incentive Plan: NAV Growth & rTSR



#### Sustainability / Net Zero Transition

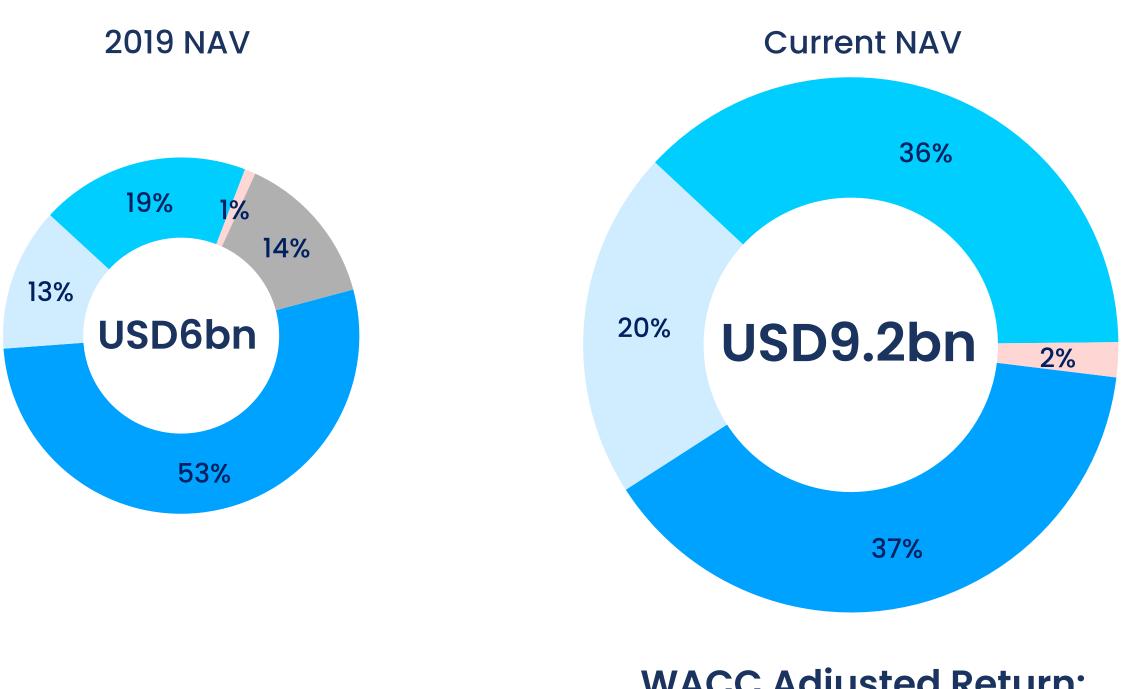
- Focus on selective and scalable industries with higher multiples
- Min IRR Threshold: WACC + (1% to 3%)

#### **Effective Use of Balance Sheet**

- Loan to NAV Capacity
- Net Debt to EBITDA<sup>(1)</sup> ≤2.0x

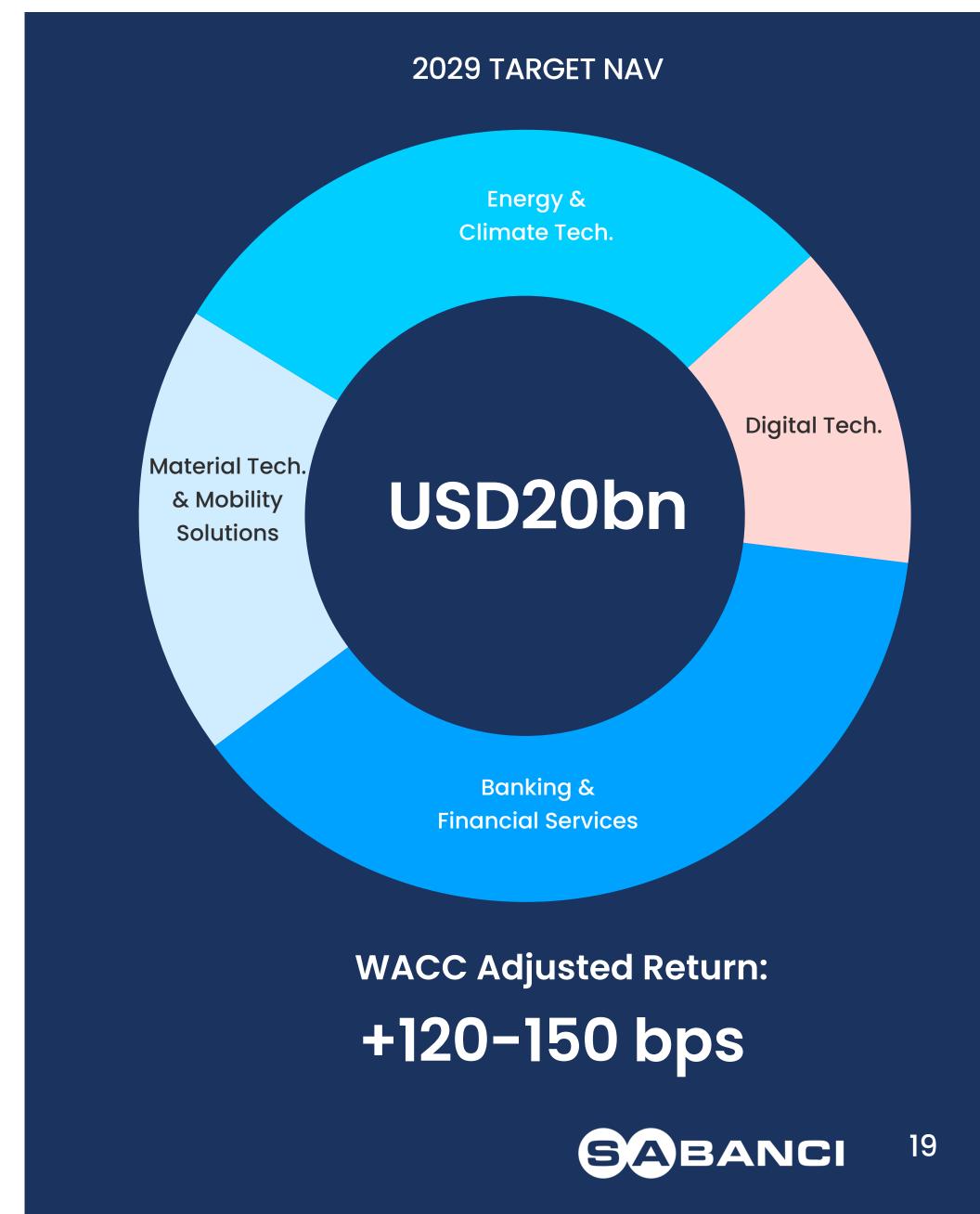


# More Balanced NAV with a Solid Growth and Higher Return





■ Banking & Financial Services ■ Material Tech. & Mobility Solutions ■ Energy & Climate Tech. ■ Digital Tech. ■ Other(1)



## 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 %- 20 %
FX SHARE in REVENUES <sup>(4)</sup>	30 % +
NET DEBT / EBITDA <sup>(3)</sup>	<b>≤2.0</b> <sub>x</sub>
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





# Energy: Leading Energy Transformation in Türkiye,

# **Exploring New Technologies Globally**













#### Distribution & Retail

- Electricity distribution and retail services
   with ~25% market share
- Regulated revenues with considerable infrastructure growth potential
- Digital and sustainable investments including customer solutions and emobility

22 mn Population

TL59bn

Regulated Asset Base (2024)

**54 TWh** 

Distributed Energy (2024)

2,563

Charging Points in Eşarj

#### Generation & Trade

- Multiple generation technologies and digital competencies
- Focusing on renewables; one of Europe's largest wind power projects, 1 GW YEKA, is underway
- Energy commodity trading at global scale

3.9 GW
Installed Capacity

Installed Capacity Ins

29
Power Plants

Installed Capacity Target in 2026

5+ GW

**13.1 TWh**Generation (2024)

#### Generation & Ventures

- Renewable electricity generation in U.S. leveraging existing competencies and incentives
- Accessing to disruptive energy and climate technologies through venture capital investments

**0.5 GW**Current Capacity

Climate Technologies
Venture Investments



## Digital:

# **Empowering Digital Growth**

Digital SBU established in March 2023 aligned with the Sabancı Group's commitment to invest in digital space positioning as a major business pillar for growth

#### **Data Center**

- Hyperscale/ wholesale grade data center focus
- Invest in multiple geographies globally
- Organic and inorganic opportunities under evaluation
- Data center fosters existing cloud capabilities
- Synergic to the energy business

#### **Hybrid Cloud**

- Multi hybrid Cloud focus
- More than 800 customers served
- One of the fastest-growing cloud infrastructure in Türkiye
- Vertical cloud solutions under development

#### **Retail Electronics**

- Having Türkiye's most widespread technology retailer, owning both online and offline channels
- Evolving from a traditional retailer to a digital platform with a strong physical presence
- Shifting from product-centric to owning a holistic tech-driven customer experience



# Material Technologies: Transforming into Advanced Materials

#### Construction Reinforcement

- Innovative reinforcement materials
- Fiber reinforcement for concrete and cement-based mixes
- Earthquake strengthening

KORDSA

#### Composite

(Epoxies/Carbon Fiber/Ceramic Fiber)

- Aerospace and automotive industry
- O US, Italy and Türkiye
- B787 Dreamliner in US
- Orion Capsule



#### Cement

- Grey, White, CAC(1)
- 6 plants in Türkiye, Europe's largest integrated white cement plant in Spain, Grey/White grinding plants in US
- One of the largest suppliers of US exports
- Only CAC producer in Türkiye, one of the few producers globally
- Shift towards low-carbon products

AKÇANSA ÇİMSA

#### Concrete

- ⊙ 50+ ready-mix concrete plants in Türkiye
- O Platform for Value-Added products
- Recycled concrete waste
- Partner for Mega Projects

AKÇANSA ÇİMSA

#### **Tire Cord**

(Polymers)

- #1 Tire Cord Producer (NY+PET)
- O Production Türkiye, Indonesia, Thailand, US and Brazil
- Strategic partnership with all Global Tire producers through global footprint
- O Above 70% of revenue from approval-based customers

KORDSA



# Mobility Solutions: Driving Mobility Forward

#### **Tires and Tire Centric Solutions**

USD951mn REVENUE (2024)

USD786mn MARKET CAP (2024)

16.6% EBITDA MARGIN (2024)

0.6x
NET DEBT/EBITDA (2024)

#### Commercial Vehicles (Bus, Midibus, Light Truck etc.)

USD500mn

24 Models

REVENUE (2024)

OF TEMSA BUSES, COACHES,
FUSO LIGHT TRUCKS, FERNHAY

11.2% EBITDA MARGIN (2024) 0.4x
NET DEBT/EBITDA (2024)

Over 50 years

# With globally leading partners

#### Access to global markets

- >6000 Sales Points globally, in 80+ countries
- Tire Market Leader in Türkiye and 5 Export Countries
- O Substantial CV market sharel in US, France, Spain, Lithuania, Greece and Romania

#### Best of the Best Operational Excellence

- Tire: In Top 3 Global Best Operating Margin Makers in last 2 years
- O CV: Top Operating Margin in Benchmark Group<sup>(2)</sup> of 10 companies
- World's first tire company with approved SBTs on Sustainability
- O CDP A List in Water Security & Climate Change
- Bounteous number of awards on quality, performance, sustainability, organization

#### Commercializing Innovation with R&D

- >200 researchers in 2 R&D centers
- Türkiye's first certified R&D center, first Electric Bus, first Hydrogen Coach Bus<sup>(3)</sup>, first EV-Ready tire



# Banking: Well-positioned as a Full Scale Financial Powerhouse

17.8% CAR

15.1% Tier 1<sup>(1)</sup>

Robust solvency ratios create substantial competitive advantage for further profitable growth +72%

Since 21YE

Strong increase in net active customer(to 14.5mn) empowers a robust & recurring revenue base

+1.9pp in consumer & +6.7pp in mortgage & 2.1pp in SME loans & +3.1pp in TL demand deposit since 23YE<sup>(2)</sup>

Robust market share gains in high-yielding & longer maturity loans and TL demand deposits

+28pp

Since 22YE

Eye-catching improvement in fee/opex ratio to 86%

96%

Digital channel migration of transactions<sup>(3)</sup>

Cutting-edge digital capabilities & diversified product offerings

82%

TL Loan to Deposit Ratio<sup>(4)</sup>

Low TL LDR offers room for funding cost optimization **AKBANK** AG

Banking

Akbank Group's European flagship with a robust CAR exceeding 36% as of 2023, strongly positioned for substantial growth in the years to come

**AK**Lease

Leasing

Net lease receivables market share of 12.4%<sup>(5)</sup>

**AK**Yatırım

Brokerage

Leader in corporate bond issuances<sup>(6)</sup> with 38% market share in 2024

**AK**Portföy

**Asset Management** 

Leader in total AuM with TL 848.5 bn<sup>(7)</sup> & DPM with TL 83.0 bn AuM

**AK**Öde

E-Money

Tosla & Tosla İşim: 1<sup>st</sup> mobile platform targeting individuals & payment facilitator targeting commercials

**AKBANK** VENTURES

Corporate Venture Capital Targeting next generation businesses with high growth potential to support Akbank's strategic investments

Unless otherwise stated, all data is as of 2024 (1) w/o forbearances. Forbearance: Fixing MtM losses of securities & FX rate for RWA calculation to 26.06.2023 FX rate for 2024 (2) Market share data based on bank only BRSA weekly data as of 27.12.2024 (monthly data as of December 2024 for SME loans), among private banks (3) Including financial transactions such as money transfers, payments & investment, excl. viewing & cash transactions (4) Bank-only TL LDR includes domestic TL bond issuances and merchant payables (5) As of November '24 (6) Excluding issuances of banks and affiliated companies. All data are based on BIST (7) Among private institutions



# Financial Services: Strong Portfolio Companies in Life, Non-life and Health Businesses

#### Life & Pension Health Non-Life **5 Years CAGR ]**st Green-field competence center 60+ 2.3 million 65% focusing on health In Private Pension AuM (+2pp vs. market) Customer Years Experience Technology, organization and processes built "Surpassed state-owned giant" in 18 months from scratch 1st 4.0 million 6th 81% Focus on growth in core health insurance business and invest in In Life & PA GWP Policy (+20pp vs market) with 4.8% MS<sup>(1)</sup> health services that may create "among private companies" with diversified product Among private "from 4th ranking to 1st" synergy portfolio and strong companies distribution network 4 million 12% Customer Growth on Base "Strong growth with diversified product portfolio" **AKS**igorta



# Sustainable, Digital, Scalable Appendix SABANCI

# Disciplined Leadership with Extensive Expertise



#### Cenk ALPER / BOARD MEMBER & 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).



#### **Burak ORHUN MATERIAL TECHNOLOGIES**

After working in various management positions both in Türkiye and United States, joined Sabancı Group in 2018 as Head of Sabancı Holding Strategy and Business Development. President of Building Materials Group since 2001 which is renamed to Material Technologies in April 2024. Board Member of Global Cement and Concrete Association.



#### Gökhan EYİGÜN STRATEGY & BUSINESS DEVELOPMENT

Leveraging extensive experience in M&A advisory and management, joined Sabancı Group in 2007 within the Strategy and Business Development domain and served in various executive roles until 2021. President of Strategy and Business Development since May 2021.



#### **Orhun KÖSTEM FINANCE**

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



#### **Cevdet ALEMDAR MOBILITY SOLUTIONS**

27 years within Sabancı Group. 6 years of international experience in South America and Asia. CEO of Temsa Construction Equipments and Brisa before. President of Mobility Solutions since April 2024.



#### Hakan BİNBAŞGİL BANKING & FINANCIAL SERVICES

Joined Akbank as the Executive Vice President in charge of Change Management in October 2002, Hakan Binbaşgil served as CEO from January 2012 until October 2023. He is currently the Vice Chairman of Akbank and the Banking and Financial Services Unit President of Sabancı Holding.



#### **Şebnem ÖNDER** LEGAL & COMPLIANCE

After having various experiences in different companies in Türkiye and abroad, including White&Case LLP and British American Tobacco, joined Sabancı Group in 2022 as the president of Legal and Compliance.



#### Filiz Karagül TÜZÜN CORPORATE BRAND MANAGEMENT & COMMUNICATIONS

After various roles at Turkcell, including Corporate
Communications Director, she joined Sabancı Holding in 2016 as
Corporate Communications Director. President of Corporate
Brand Management and Communications since February 2024.



#### Kıvanç ZAİMLER ENERGY

Began his career in 1992 and joined Sabancı Group in 2008. Held various positions at Enerjisa, including as CEO. Since 2018, has been the President of the Energy Group, significantly impacting the energy sector and serving as Chair of the Executive Board at World Energy Council Türkiye."



#### Yeşim Özlale ÖNEN HUMAN CAPITAL & SUSTAINABILITY

Worked at Sabancı Holding between 2007-2011 as Human Resources Manager. Returned back to the Group in March 2023 after 12 years of consulting experience in Türkiye and EMEA Region. Group President of Human Capital and Sustainability



#### Fuat ÖKSÜZ HEAD of AUDIT and SECRETARY GENERAL

Joined Sabancı Group as Head of Audit in 2004, also chaired Board of Ethics. Mr.Öksüz worked in Enerjisa between 2010–2017 taking various responsibilities. Since 2018, Mr. Öksüz has been the Head of Audit at Sabancı Holding and the Chair of Ethics Board. In July 2022, he expanded his responsibilities by assuming the role of Secretary General.

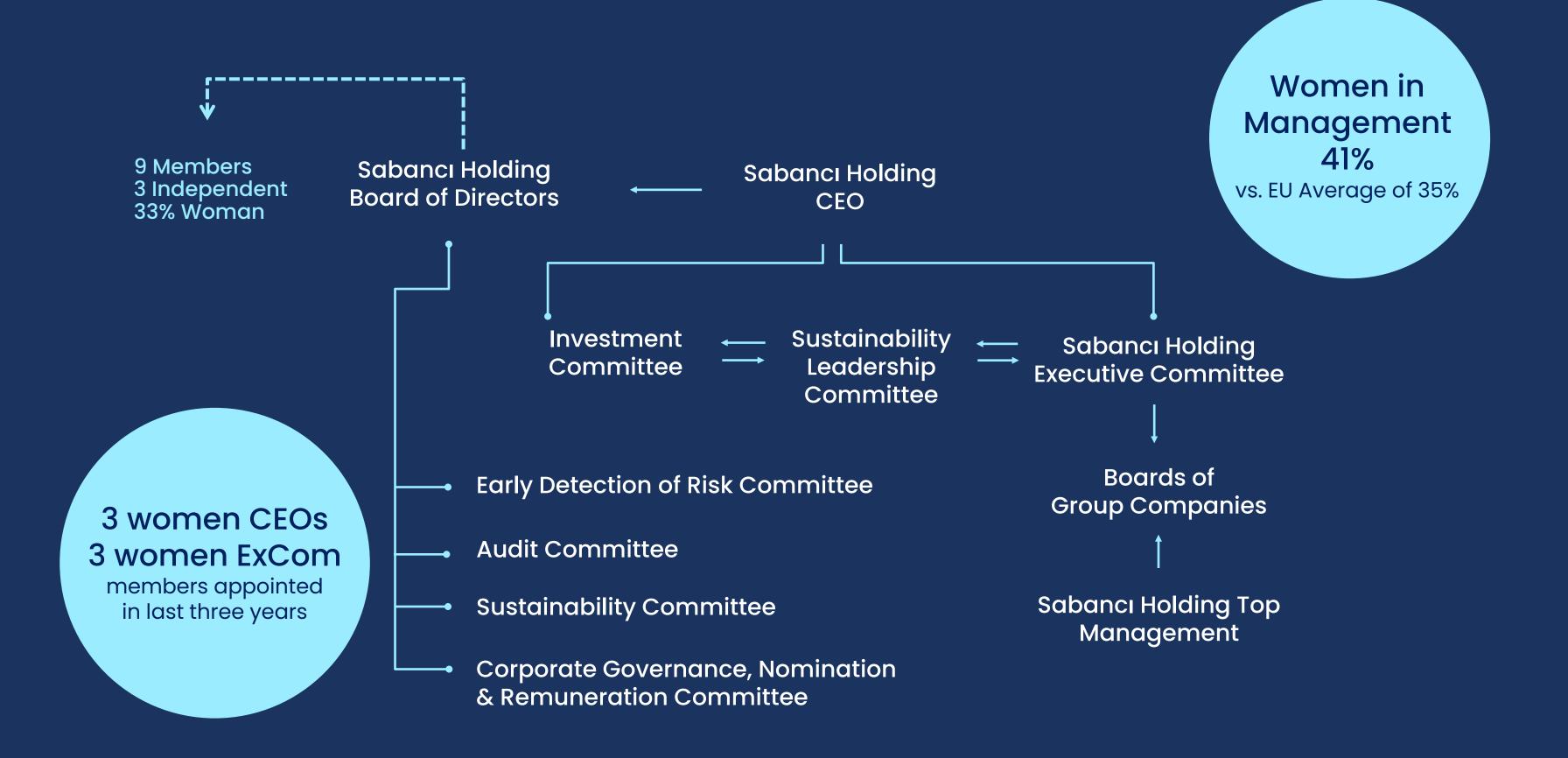


#### Max SPEUR DIGITAL

During his 30 years of global experience in Technology and IT Services Industry, joined Sabancı Group in March 2023 as President of Digital.



# Diversified and Disciplined Decision-Making Organization



## **Key Policies**

Responsible Investment

Capital Allocation Framework

Code of Business Ethics

Anti-Bribery and Anti-Corruption

**Board Remuneration** 

**Board Diversity** 

Wages

Diversity, Equity and Inclusion

## Sabancı Holding NAV After Independent Valuation Reports

USDmn					March 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	7,194	2,932	31.9%	3,895	36.8%
Enerjisa Enerji	20%	40%	Market value	1,789	716	7.8%	789	7.4%
Aksigorta	28%	36%	Market value	286	103	1.1%	126	1.2%
Agesa	20%	40%	Market value	610	244	2.7%	332	3.1%
Akçansa	21%	40%	Market value	837	332	3.6%	388	3.7%
Çimsa	45%	55%	Market value	1,289	703	7.7%	681	6.4%
Brisa	10%	44%	Market value	701	306	3.3%	342	3.2%
Kordsa	29%	71%	Market value	294	209	2.3%	281	2.7%
Carrefoursa	11%	57%	Market value	282	161	1.8%	216	2.0%
Teknosa	50%	50%	Market value	144	72	0.8%	114	1.1%
Total Listed*					5,778	62.9%	7,164	67.6%
Enerjisa Üretim <sup>(1)</sup>		50%	10.0xEV/EBITDA	3,952	1,976	21.5%	1,976	18.7%
Çimsa Building Solutions B.V. <sup>(2)</sup>		32%	Adjusted Net Asset Value	291	92	1.0%	92	0.9%
Sabancı Climate Technologies <sup>(3)</sup>		100%	Adjusted Book value	463	463	5.0%	463	4.4%
DxBV		100%	1xBook value	76	76	0.8%	78	0.7%
TUA		50%	1xBook value	189	95	1.0%	98	0.9%
Other <sup>(4)</sup>		100%	1xBook value	354	354	3.9%	370	3.5%
Total Non-listed <sup>(5)</sup>					3,056	33.3%	3,077	29.0%
Total					8,833	96.2%	10,241	96.7%
Sabancı Holding Net Cash					351	3.8%	351	3.3%
Sabancı Holding NAV					9,184	100.0%	10,592	100.0%
Sabancı Holding Mcap					4,675		5,715	
Sabancı Holding Discount					-49.1%		-46.0%	



and adjusted with 37.7656 USD/TRY for March 2025 and 35.2803 USD/TRY for December 2024.

### Financials in detail

	Combined Revenue(1)				Combined EBITDA				Consolidated Net Income/Loss									
MILLION TL	Q4 2023	Q4 2024	Change	2023	2024	Change	Q4 2023	Q4 2024	Change	2023	2024	Change	Q4 2023	Q4 2024	Change	2023	2024	Change
TOTAL	304,055	330,435	9%	1,172,562	1,243,519	6%	50,590	30,797	-39%	231,166	128,974	-44%	19,356	-3,648	n.m	22,274	-15,475	n.m
BANK	146,800	178,760	22%	511,071	661,681	29%	39,702	11,728	-70%	161,257	62,104	-61%	7,673	-2,965	n.m	2,294	-11,209	n.m
NON-BANK	157,255	151,675	-4%	661,491	581,838	-12%	10,888	19,069	75%	69,909	66,870	-4%	11,683	-683	n.m	19,980	-4,266	n.m
ENERGY	66,445	65,018	-2%	312,934	247,054	-21%	6,147	10,590	72%	45,265	39,017	-14%	7,819	658	-92%	14,712	354	-98%
MOBILITY SOLUTIONS	15,123	13,706	-9%	55,421	52,529	-5%	712	2,059	189%	7,535	7,486	-1%	1,874	485	-74%	3,219	696	-78%
MATERIAL TECHNOLOGIES	20,221	20,104	-1%	95,162	83,761	-12%	2,546	1,637	-36%	13,717	10,823	-21%	1,349	-604	n.m	3,738	1,073	-71%
DIGITAL	21,641	20,617	-5%	71,525	73,266	2%	-651	1,279	n.m	-393	2,421	n.m	-94	-1,073	-1045%	-123	-2,126	-1630%
FINANCIAL SERVICES	17,360	15,245	-12%	62,069	59,119	-5%	1,893	3,099	64%	4,731	6,102	29%	-129	1,598	n.m	-504	1,391	n.m

240

208%

864

A total impairment of TL1.4bn was recorded in 2024. Out of this, TL1bn was recorded by non-bank, while TL405mn was recorded by bank, impacting the net income level.

64,381



-1,747

16,464

16,985

**OTHER** 

### Dividend Performance

<b>TLmn</b>	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



# Proactive and Transparent Investor Relations

















Türkiye's First Investor Relations Dedicated Assistant!

#### INVESTOR RELATIONS

Kerem TEZCAN
Investor Relations Director

Şule GENÇTÜRK KARDIÇALIOĞLU Investor Relations Manager

Sezgi ESER AYHAN Investor Relations Manager

Emine DALAN Investor Relations Specialist

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SBU Presentation – Energy & Climate Technologies



#### Capital Markets Day 2024



Earnings Presentation



2023 Sustainability Report



#### Investor Presentation - Group Strategy



2024 Annual Report

