

# Investor Presentation

Sustainable, Digital, Scalable

Most Honored Company in Emerging EMEA

> Extel 2025

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# Why Invest in Sabanci?



Best proxy for Türkiye with an expansive global vision

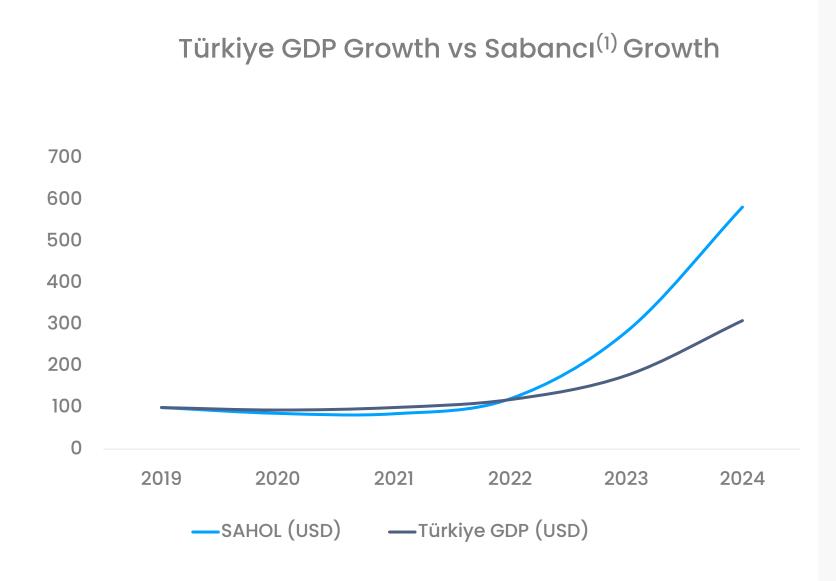
Leveraging our DNA and expertise to dynamically manage a portfolio for growth and competitive advantage

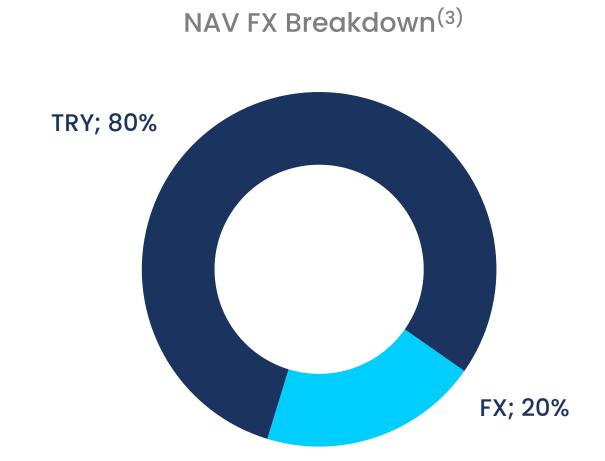
Ample balance sheet capacity to accelerate portfolio transformation with scalable investments

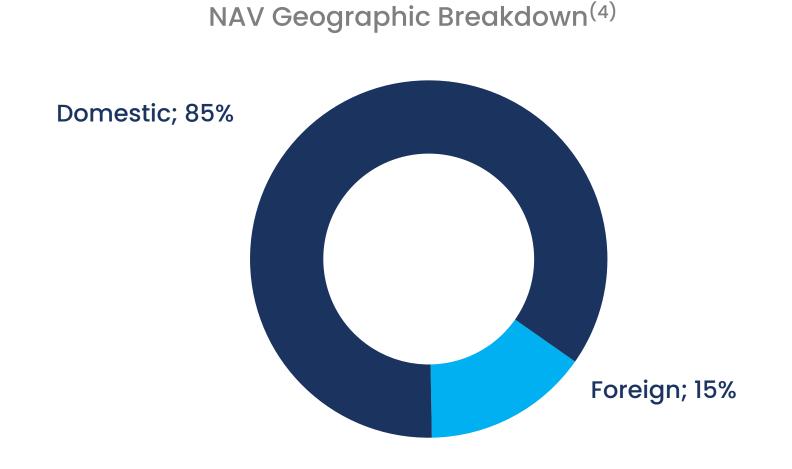
Pioneering in climate transition globally, leveraging Türkiye expertise with strong returns, and high governance standards

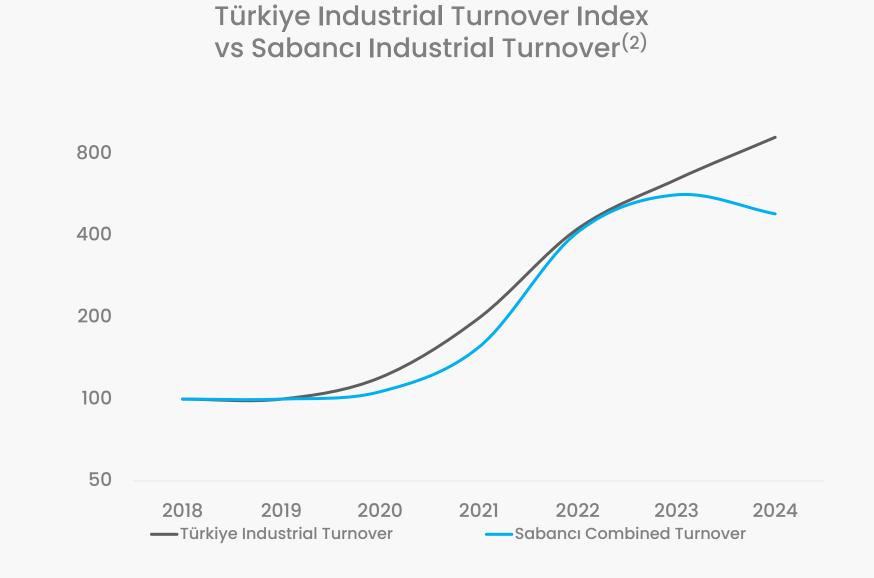
A clear capital allocation framework and solid track record enabling successful delivery of attractive 2029 outlook

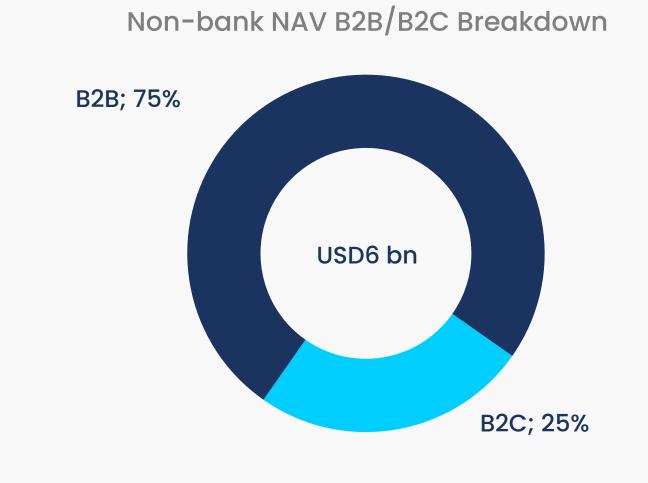
# Best Proxy for Türkiye with an Expansive Global Vision













# Diversified with Market Leading Positions



46.8% Sabancı Family

53.2% Free Float

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

**ENERGY & CLIMATE TECHNOLOGIES** % of NAV: 36%

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: 100%** 



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

MATERIAL TECHNOLOGIES % of NAV: 16%

DIGITAL % of NAV: 1%

**OTHER** % of NAV: 6%

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%

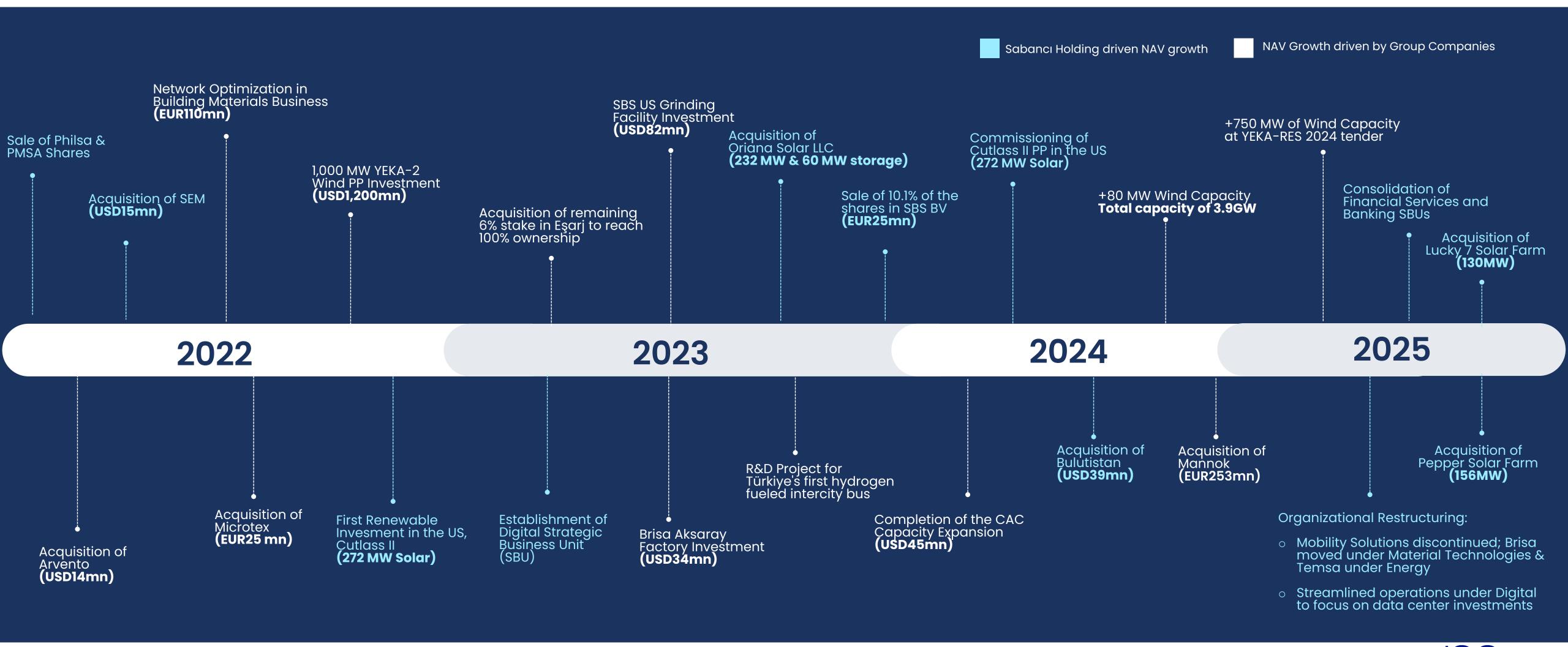
TEKNO SA

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

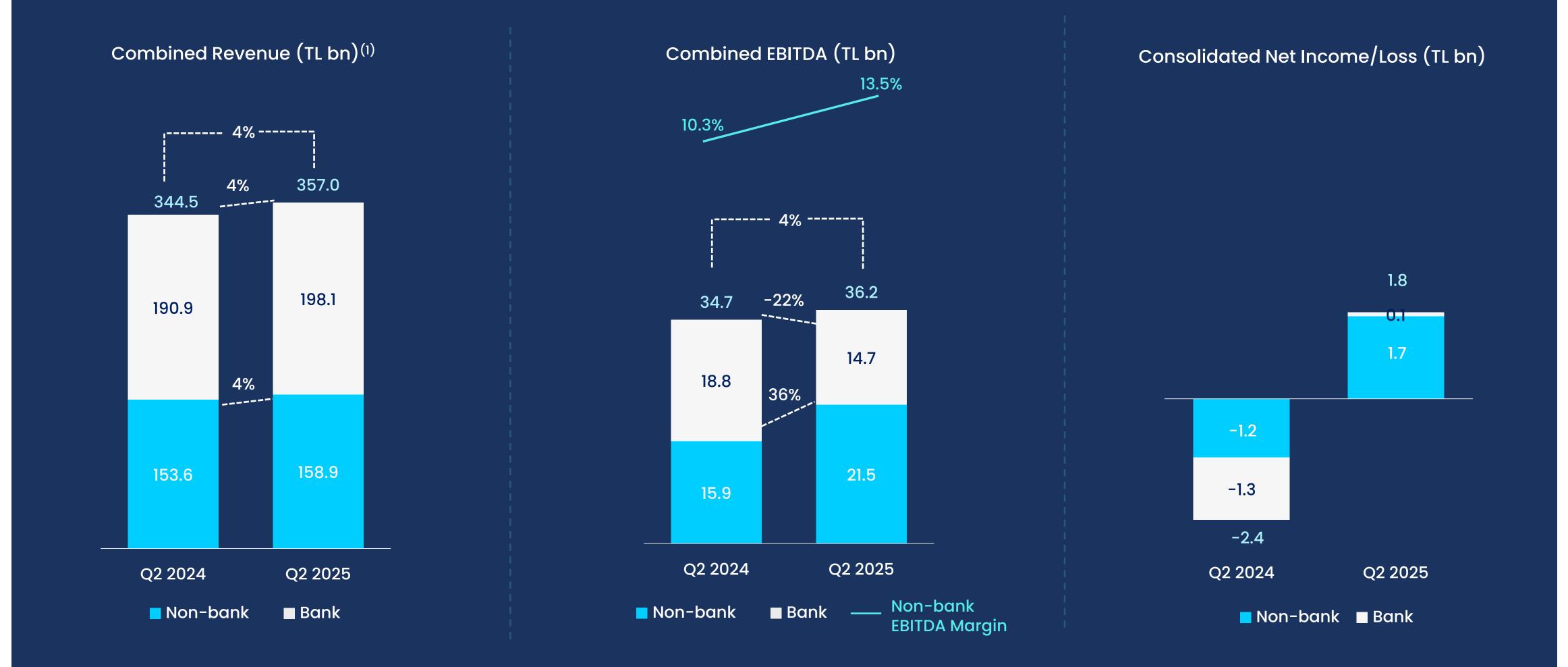
**SAHOL: 100%** 



# Dynamic Portfolio Management to Enable NAV Growth

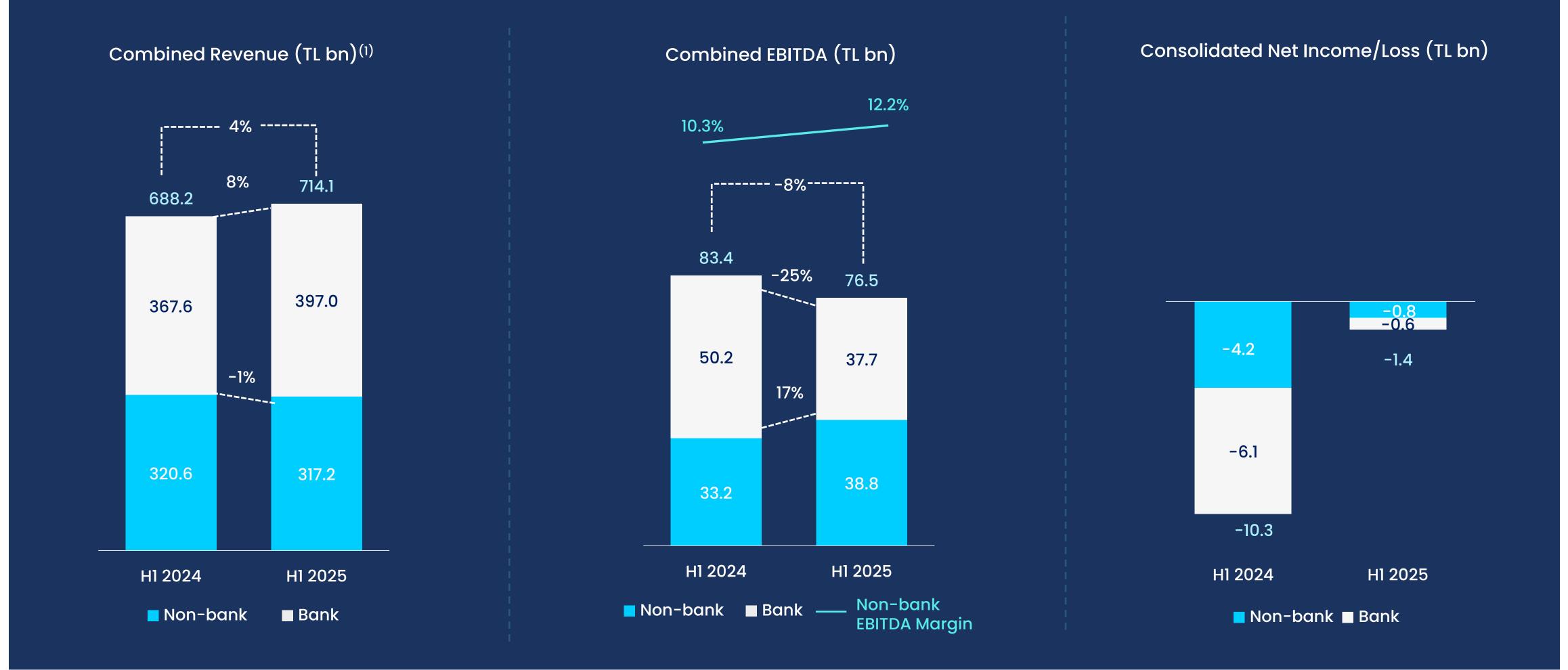


# Portfolio resilience and financial discipline, led to non-bank margin expansion & a strong YoY swing toward profitability





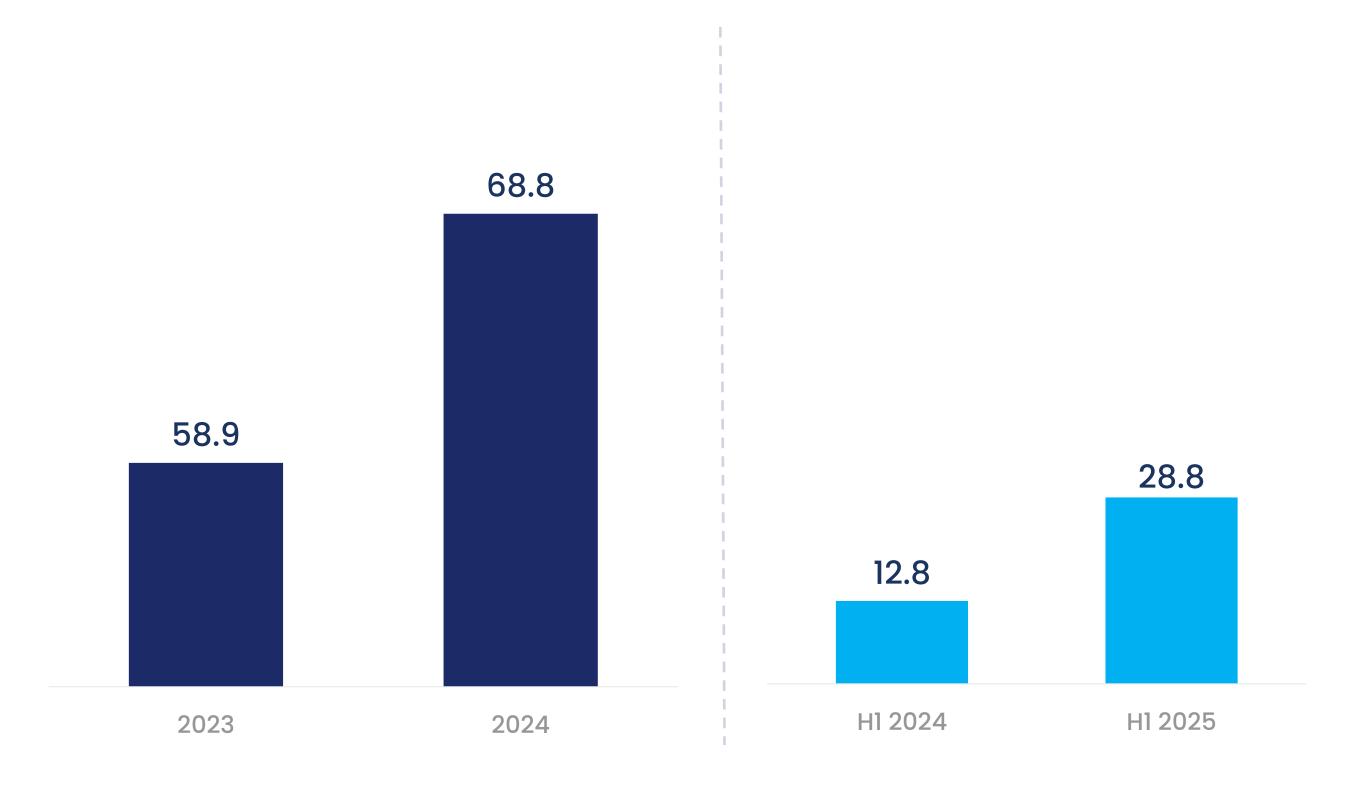
# 2025 tracking better than last year, with higher non-bank contribution substantially reducing bottom-line loss



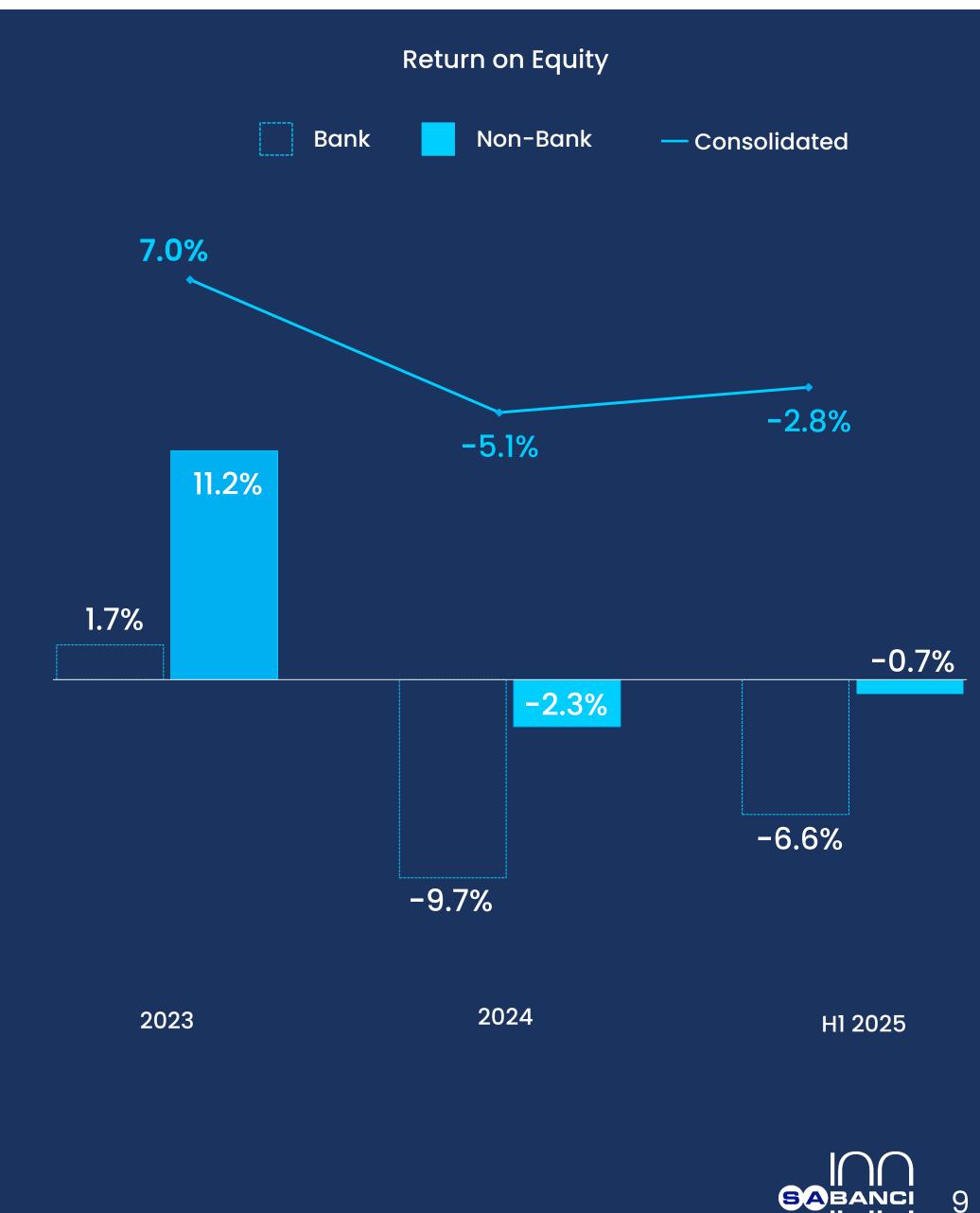


# OCF more than doubled on EBITDA progress & working capital discipline...

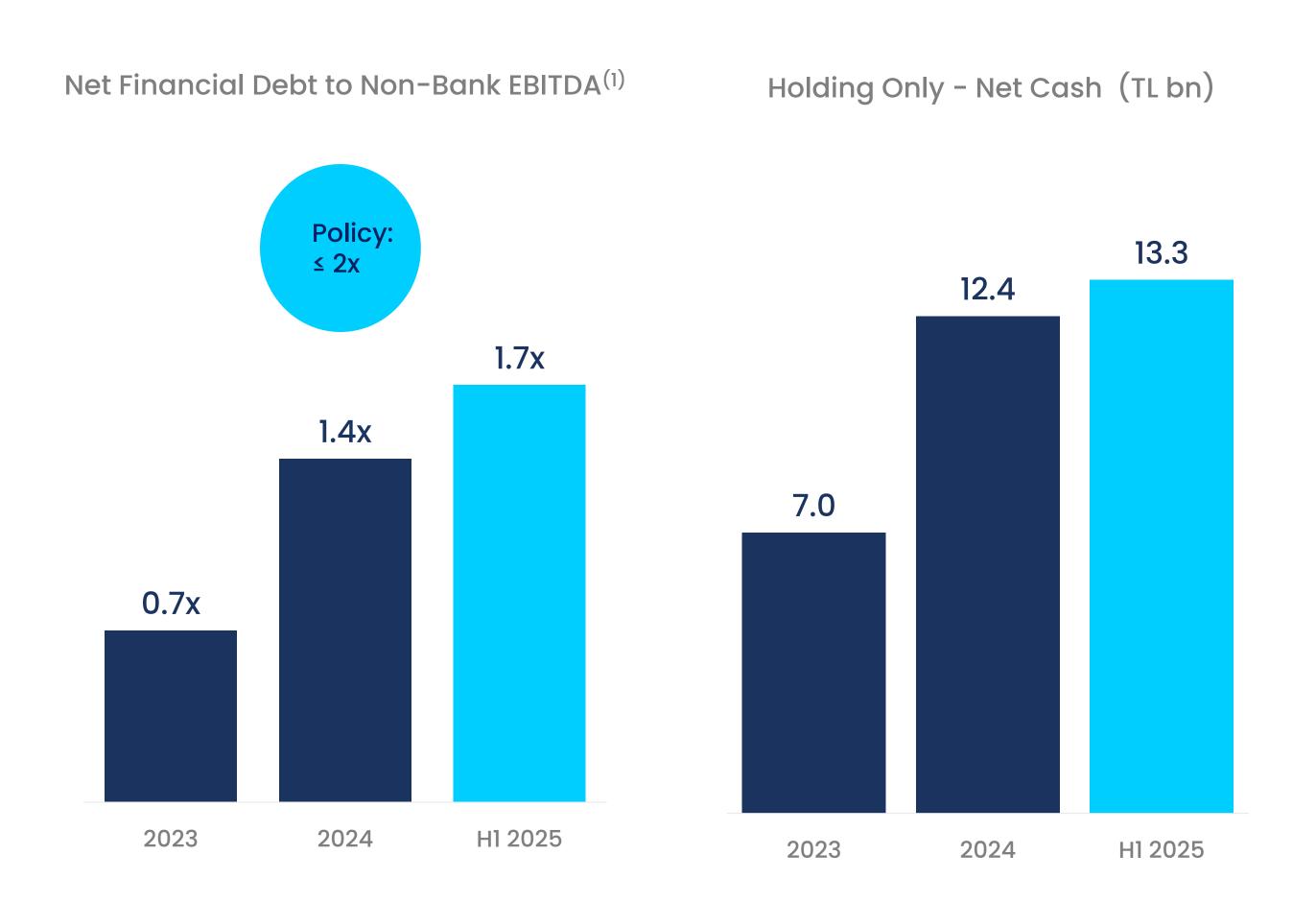
Operational Cash Flow, Combined & Non-bank (TL bn)(1)

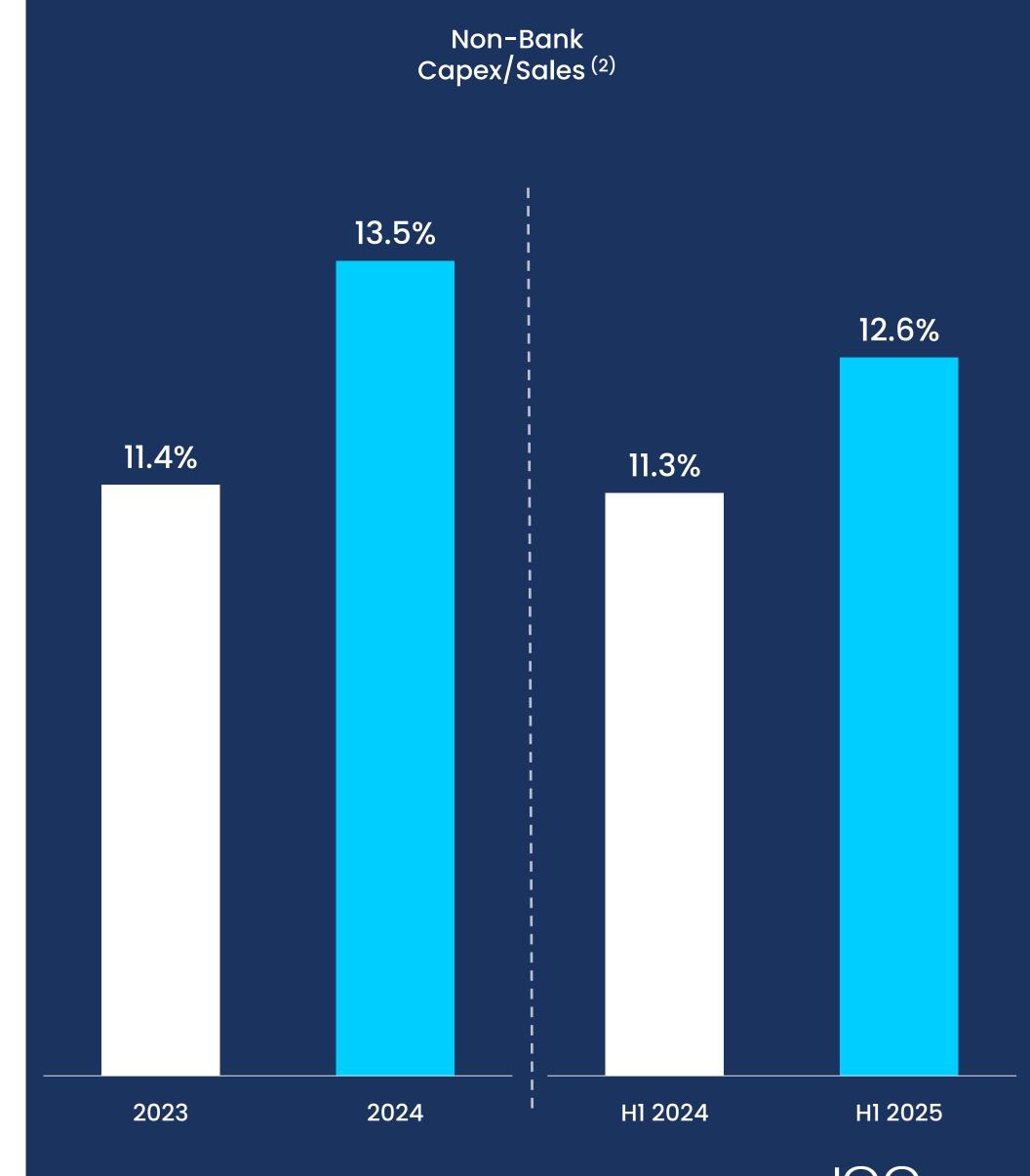


<sup>(1)</sup> Excludes Banking, and net cash position of financial services



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





<sup>(1)</sup> Excludes Banking and net cash position of financial services, combined (2) Cash outflows in relation to purchases of tangible assets and Holding's equity and capital movements across subsidiaries

# Well on Track to Deliver

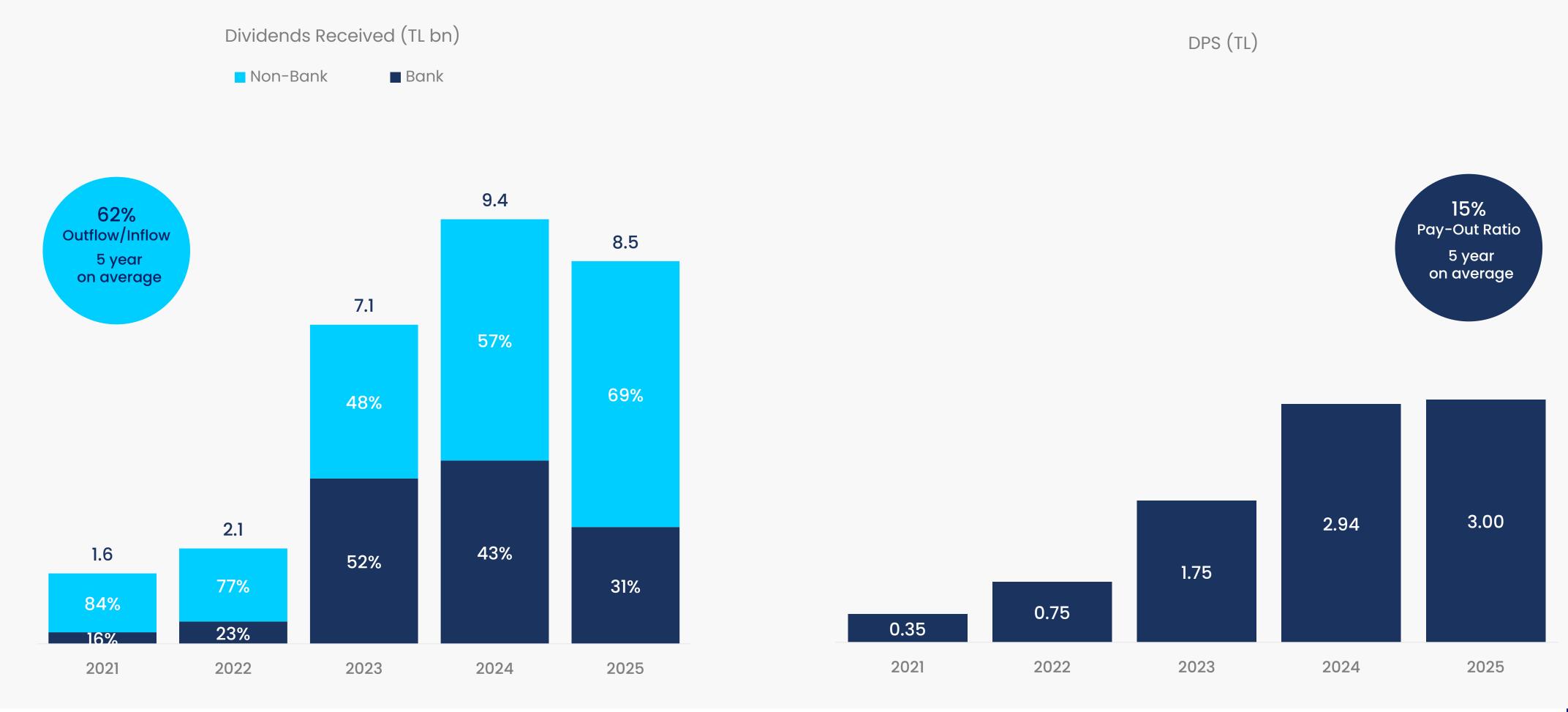
# on Previous Guidance for All Key Metrics

	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)

4 GW+(3)

42%

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

Renewables in our generation fleet globally

Doubled the ratio of

renewable electricity usage<sup>(4)</sup>

company in DC charging points in 81 cities in Türkiye

84%

of total cement production in CSC Gold certified facilities

Commitment to spend for SDG-linked Activities

**NZBA** 

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

**Because It Makes Business Sense** 

## Favorable Funding

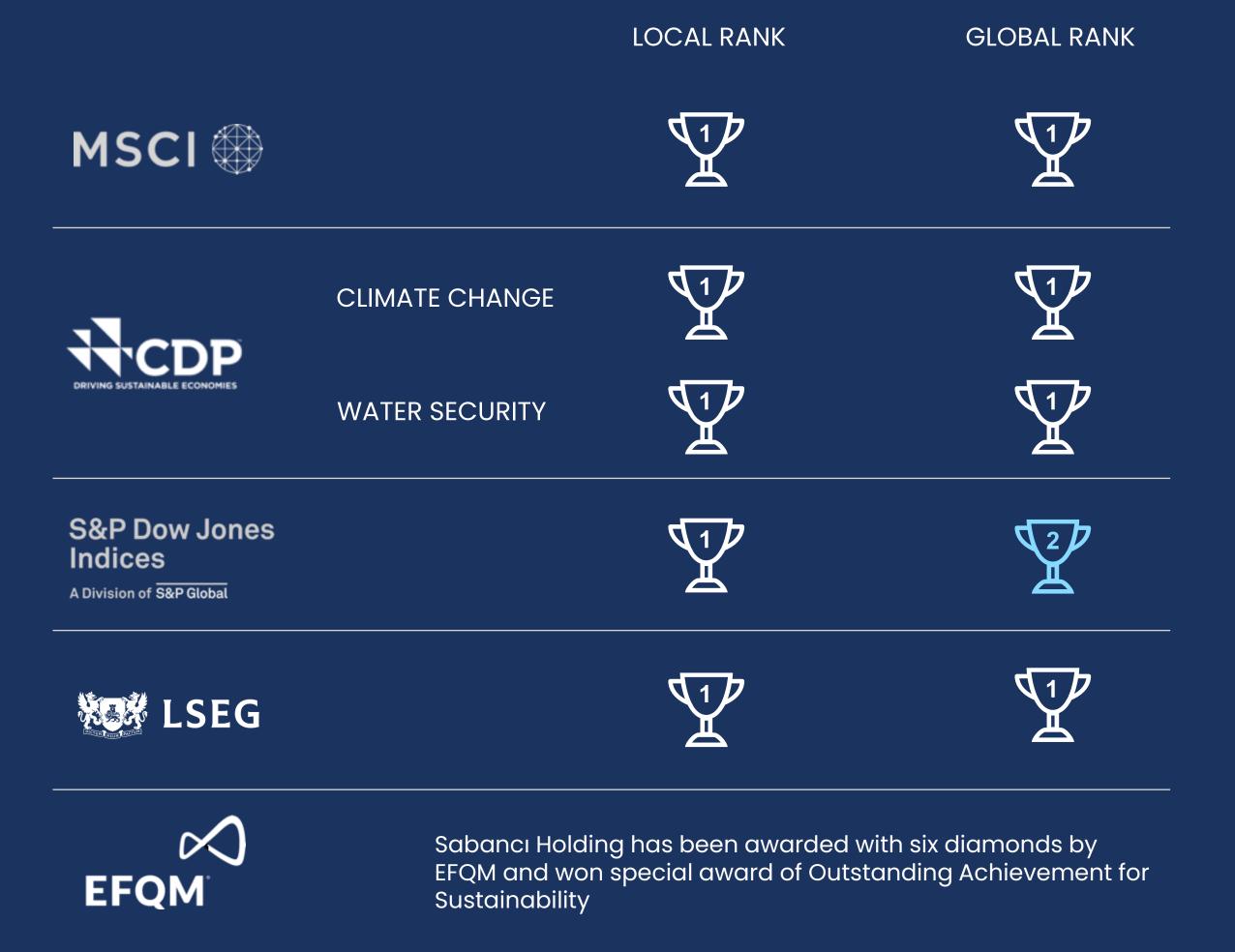
- Longer Maturity up to 15 years
- Easier Access to Financing
- Optimized debt to equity ratio
- Lower cost of capital

## 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



S&P Global two years in a row

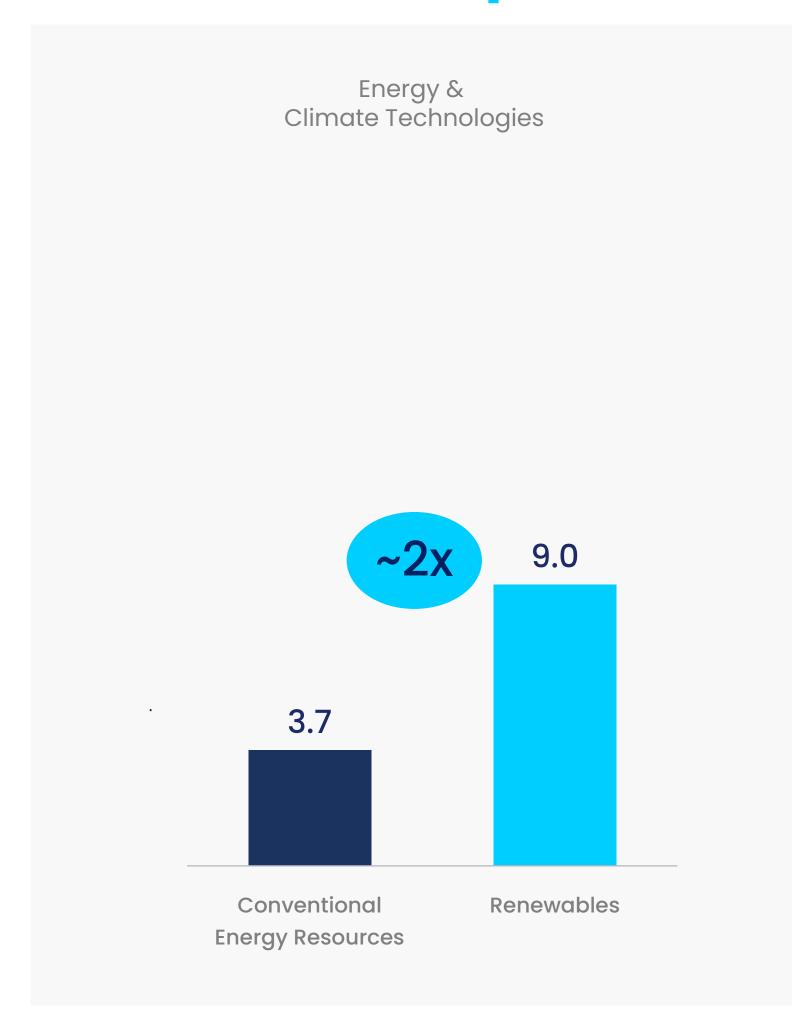
Sabancı Holding is listed in the Sustainability Yearbook of the

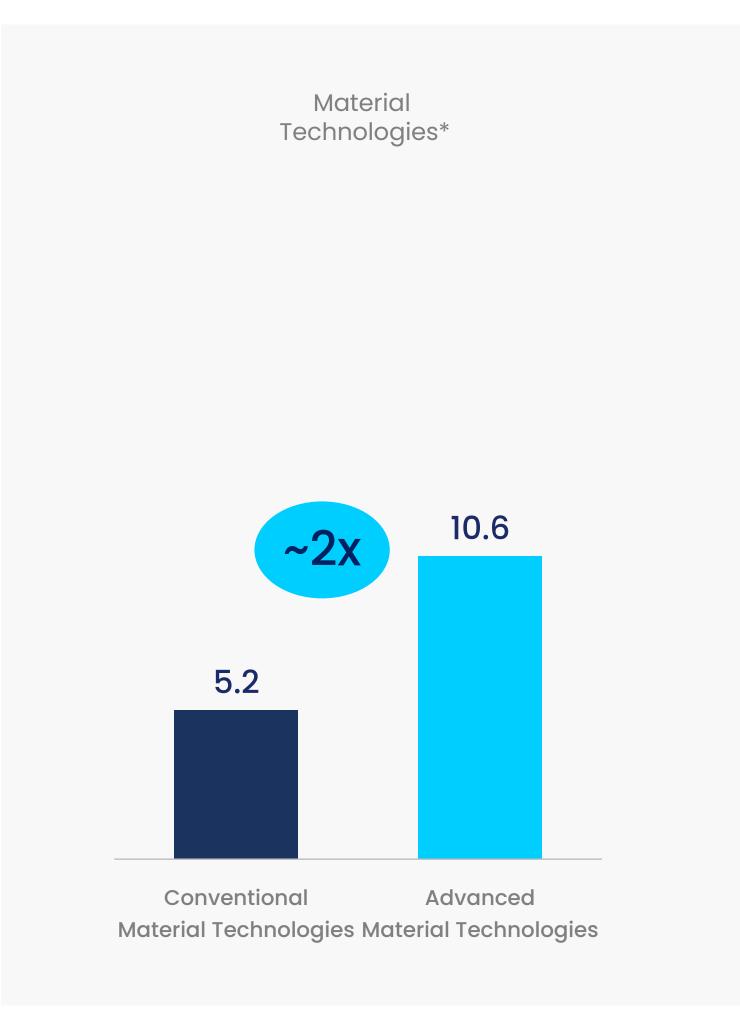


**S&P Global** 

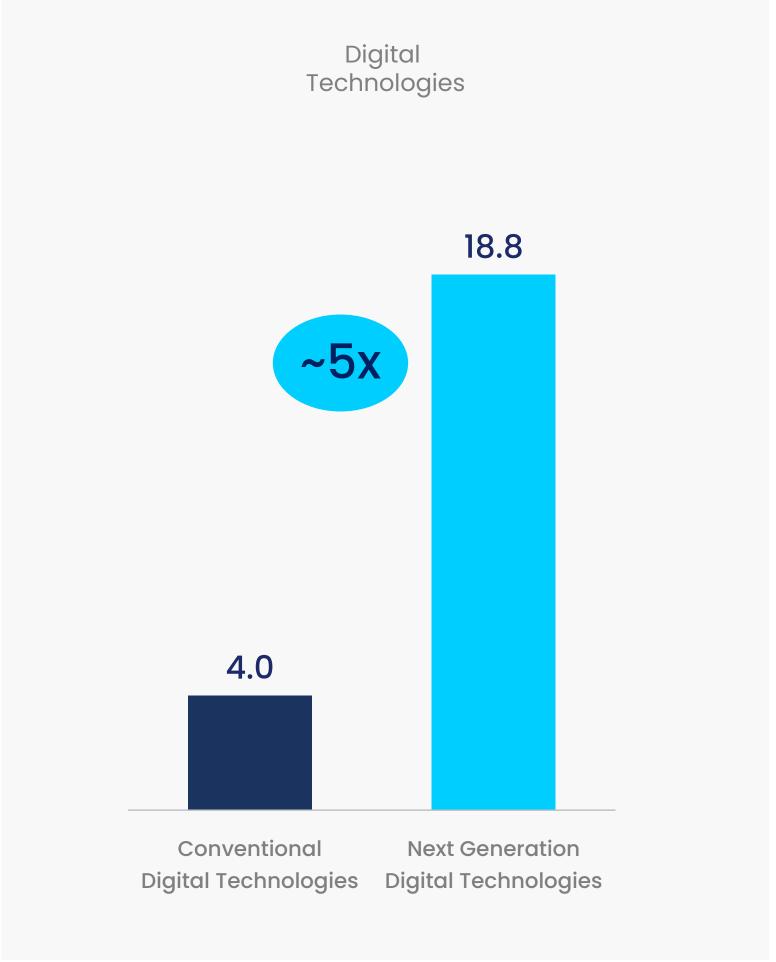
# Investments with Attractive Long Term

# **Growth Prospects to Enhance Value**





#### Forward Looking EV/EBITDA





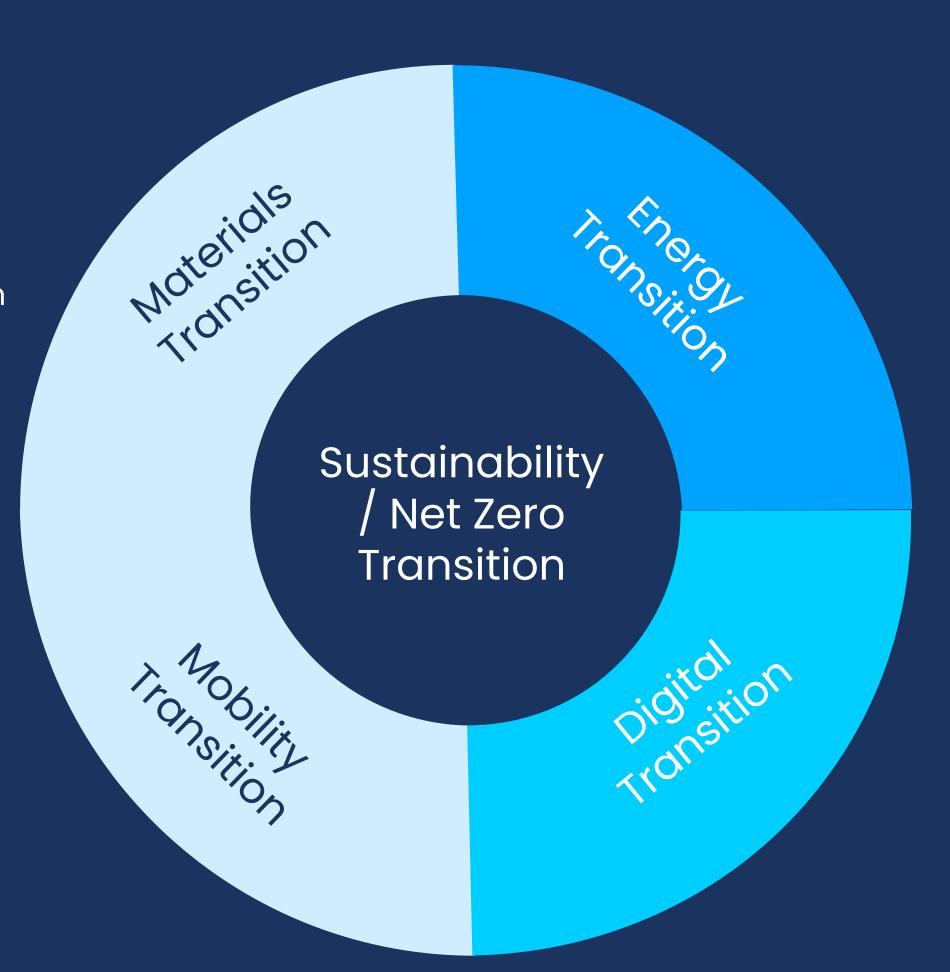
# Net Zero drives major transition in key areas, as a basis of our portfolio and investment plan

#### **Materials Transition**

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

## **Mobility Transition**

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



## **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



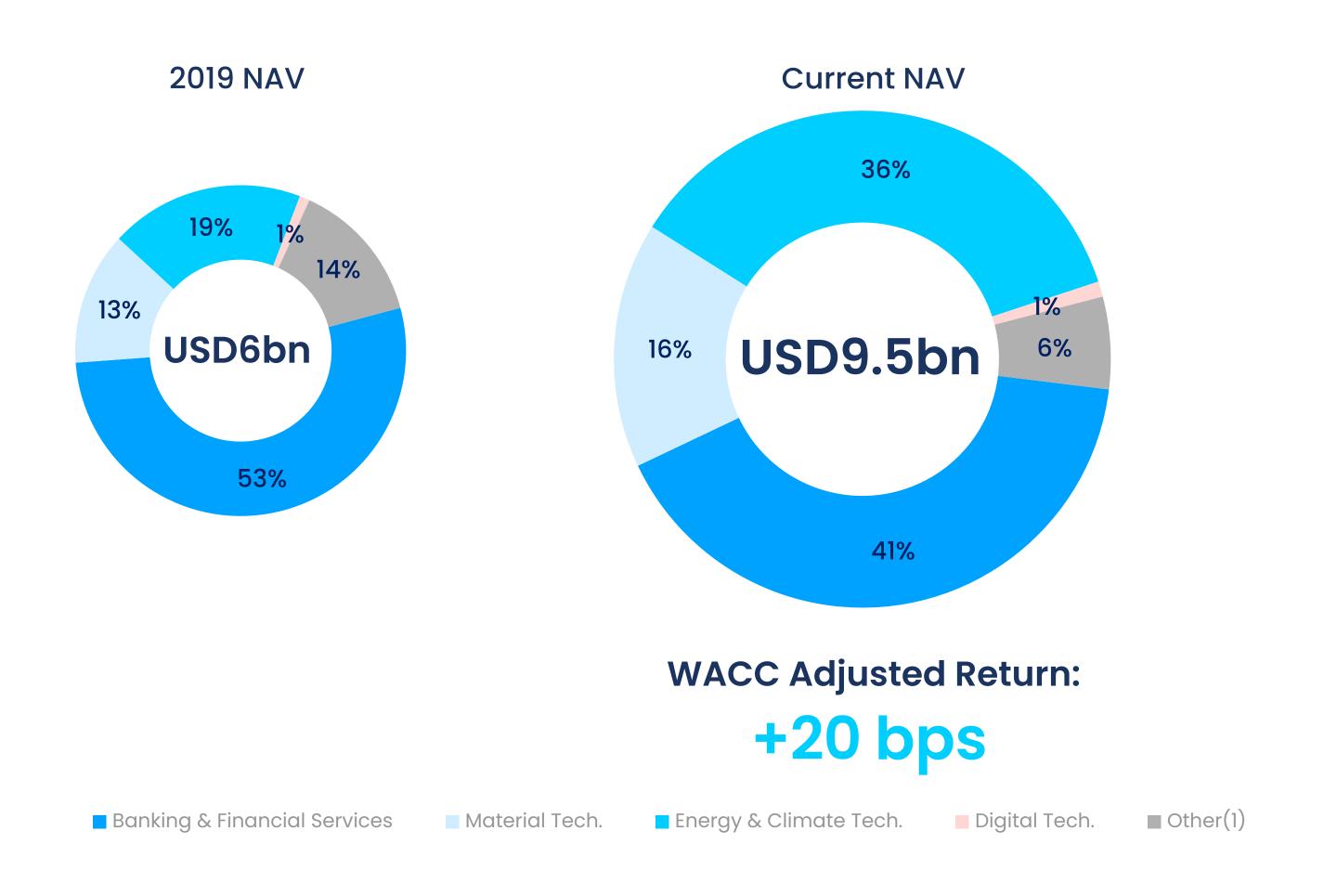
## Sustainability / Net Zero Transition

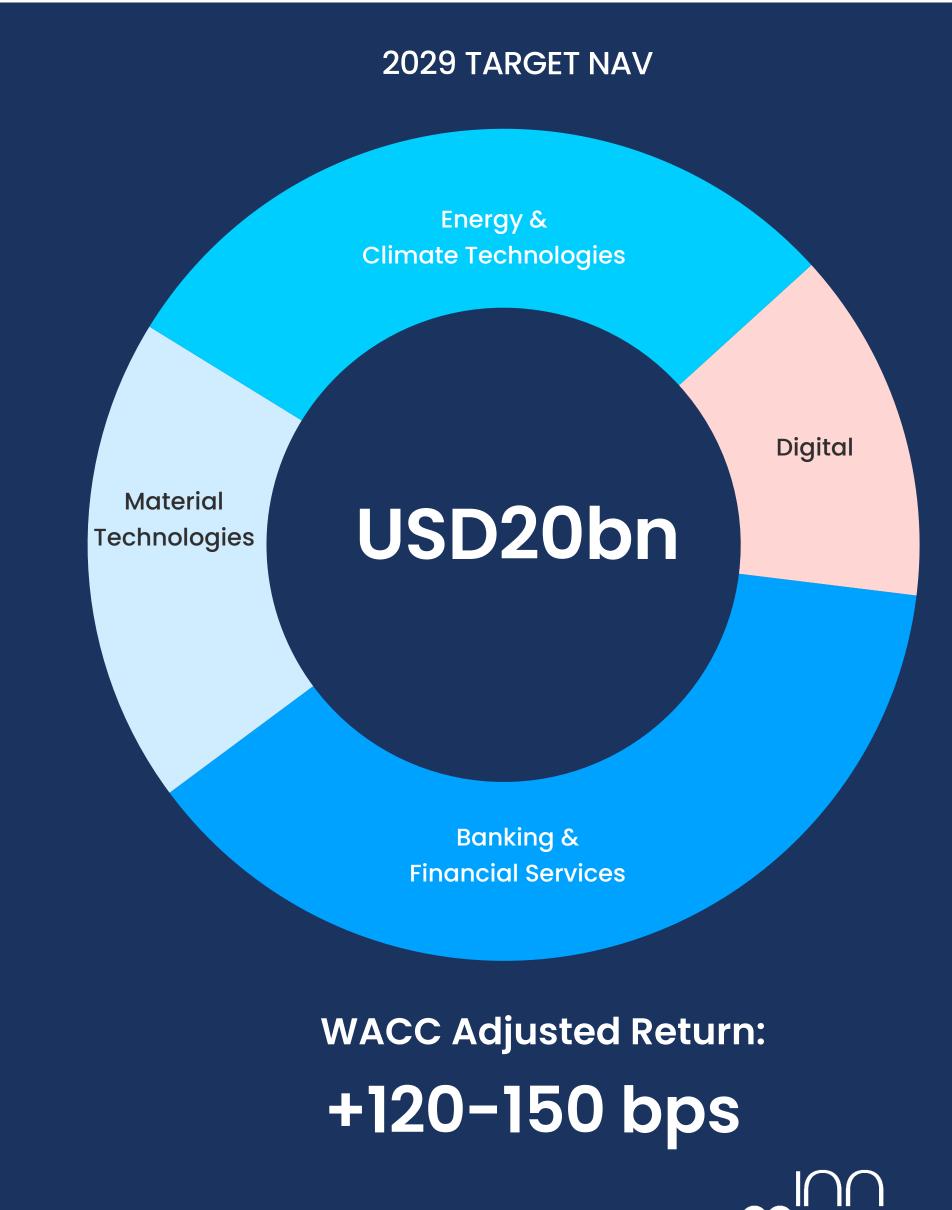
- Focus on selective and scalable industries with higher multiples
- Min IRR Threshold: WACC + (1% to 3%)

#### **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





# 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 (2024)

~ TL75bn

Regulated Asset Base (H1 2025)

26.5 TWh

Distributed Energy (HI 2025)

2,600

Charging Points in Eşarj (H1 2025)

#### Generation & Trade

- Multiple generation technologies and digital competencies
- Focusing on renewables; one of Europe's largest wind power projects, 1 GW YEKA RES, is underway
- +750 MW of Wind Capacity obtained at YEKA-RES 2024 tender
- Energy commodity trading at global scale

4.1 GW

Installed Capacity

12 1 TW/h

Target in 2028

31
Power Plants

**13.1 TWh**Generation (2024)

6,250+ MW

**Installed Capacity** 

#### Generation & Ventures

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

790 MW

**Current Capacity** 

504 MW (Online) 286 MW (Ongoing) 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

# Material Technologies: Transforming into **Advanced Materials**

## Composite

- Aerospace and automotive industry
- Production US, Italy and Türkiye
- Earthquake strengthening



### **Insulation & Other**

- High performance PIR insulation
- EPS insulation
- PET based food packaging products (95% recycled)



### Cement

- Grey, White, Calcium Aluminate Cement
- Production Türkiye, Spain, Ireland, and US
- Export to 70+ countries
- Only CAC producer in Türkiye, one of the few producers globally
- Shift towards low-carbon products



## Concrete & **Downstream Products**

- 50+ ready-mix concrete plants in Türkiye
- Platform for Value-Added products
- Recycled concrete waste
- Precast solutions
- Concrete roof tiles
- Aircrete blocks



### **Tire Cord**

- Production Türkiye, Indonesia, Thailand, US and Brazil
- Strategic partnership with all global tire producers
- Above 70% of revenue from approval-based customers

KORDSA

## **Tire**

- Exports to 80+ countries
- Strong position in RL market
- Strategic partner to OEMs
- Expansion in Otopratik & Propratik as Mobility Centers: 161 points
- World's first tire company with approved SBTs on Sustainability





# Banking: Proven resilience throughout shifting economic conditions

17.4% CAR<sup>(1)</sup>

13.8% Tier 1 (1)

Robust solvency ratios create substantial competitive advantage for further profitable growth

+73%

Since 21YE

Strong increase in net active customer (to 14.7mn) drives solid and sustainable revenue generation



Capitalized on timely expanded consumer & business banking installment loans while optimizing deposit costs supported margin evolution

+38pp

Since 22YE

Eye-catching improvement in fee/opex ratio to 100% bolsters operational strength & efficiency 97%

Digital channel migration of transactions (2)

Cutting-edge digital capabilities & diversified product offerings

82%

TL Loan to Deposit Ratio (3)

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

Banking

Akbank Group's European flagship with a robust 35.2% CAR as of 2024 Contribution to net income stands at 6%

in 2Q25

**AK**Lease

Leasing

Net lease receivables market share of 12.0%<sup>(4)</sup>

**AK**Yatırım

Brokerage

Leader in corporate bond issuances<sup>(5)</sup> with 32% market share

in 2Q25

**AK**Portföy

**Asset Management** 

Leader in total AuM with TL 1,048.6 bn<sup>(6)</sup> & DPM with TL 90.7 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

**AK**Tech

Innovative Technology Solutions Newly established subsidiary AKTech will offer innovative technological solutions to our subsidiaries and third parties



# 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+ 2.2 million 59% focusing on health In Private Pension AuM (+1pp vs. market) Customer Years Experience Technology, organization and processes built "among private companies" in 18 months from scratch 1st 170% 125% 71% Focus on growth in core health insurance business and invest in In Life & PA GWP (+18pp vs market) YoY Technical health services that may create Capital Adequacy "among private companies" **Profitability** "from 4th ranking to 1st" synergy Ratio Increase 3.8 million 10% Customer Growth on Base «Strong earnings "Strong growth with diversified momentum, selective and product portfolio" sustainable profit driven» **AKS**igorta





# Disciplined Leadership with Extensive Expertise



#### Kıvanç ZAİMLER BOARD MEMBER & CEO

Kıvanç Zaimler has served as CEO and board member of Sabancı Holding since June 1, 2025. Since 2018, as Head of the Sabancı Energy Group, he has chaired the boards of Enerjisa Enerji, Enerjisa Üretim and Sabancı Climate Technologies, and has led the boards of Temsa and SabancıDx, driving energy and climate-technology growth. Joining Enerjisa in 2008, he rose through trading, distribution and retail roles before overseeing its IPO as CEO. An Istanbul Technical University Industrial Engineering graduate, Zaimler is Deputy Chair of the World Energy Council Türkiye and serves on industry and nonprofit boards.



#### **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.



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

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



#### 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.



#### 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.



#### **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.



#### **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.



#### **Şerafettin KARAKIŞ** SECRETARY GENERAL

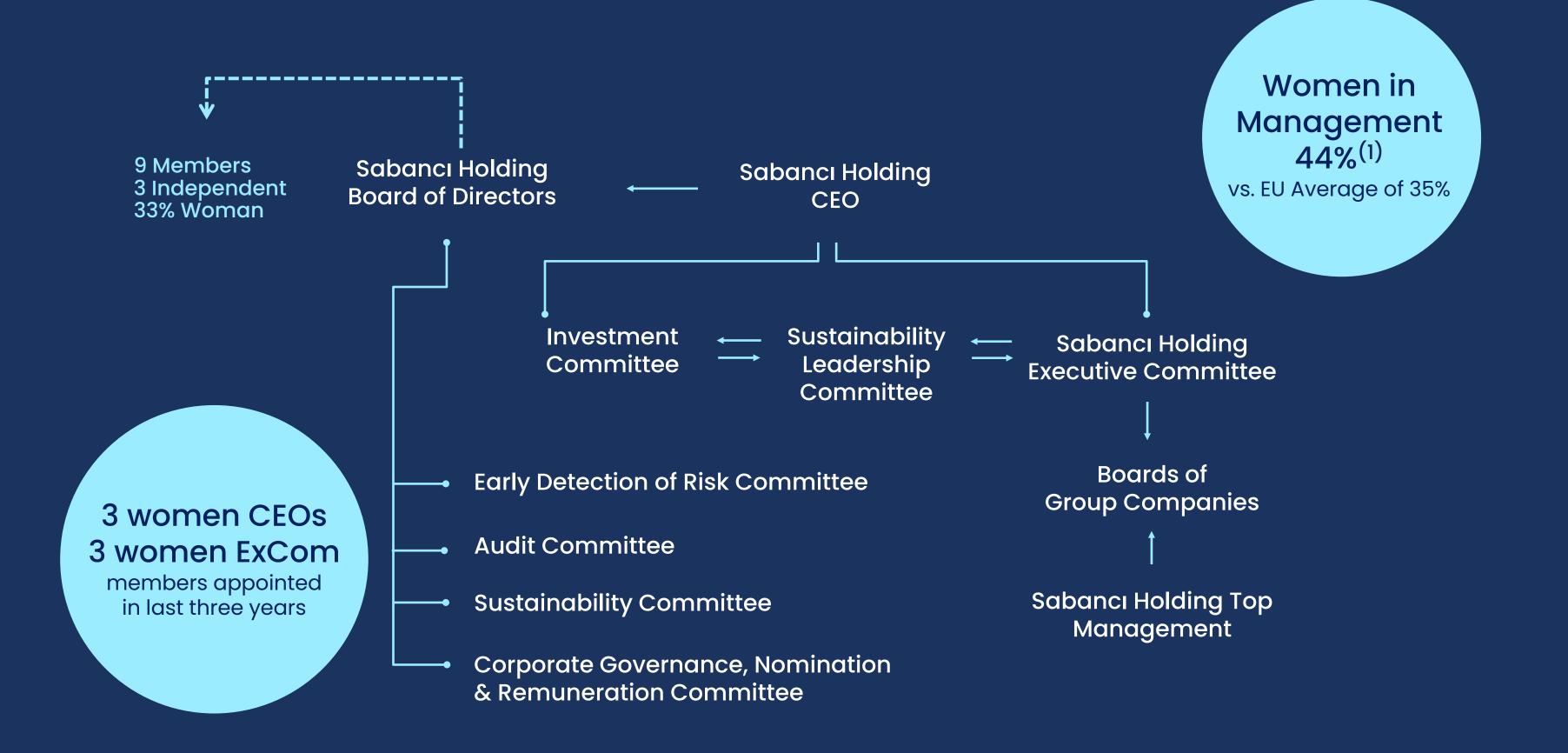
After more than a decade as a tax inspector at the Ministry of Finance, Mr Karakış joined Sabancı Group in 2006. Held various senior positions in tax, accounting and financial regulations before being appointed Secretary General of Sabancı Holding in April 2025.



#### 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

# 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

Million USD					August 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	8,668	3,532	35.8%	3,895	36.8%
Enerjisa Enerji	20%	40%	Market value	2,279	912	9.2%	789	7.4%
Aksigorta	28%	36%	Market value	265	95	1.0%	126	1.2%
Agesa	20%	40%	Market value	747	299	3.0%	332	3.1%
Akçansa	21%	40%	Market value	635	252	2.6%	388	3.7%
Çimsa	45%	55%	Market value	1,118	610	6.2%	681	6.4%
Brisa	10%	44%	Market value	590	257	2.6%	342	3.2%
Kordsa	29%	71%	Market value	326	232	2.3%	281	2.7%
Carrefoursa	11%	57%	Market value	263	150	1.5%	216	2.0%
Teknosa	50%	50%	Market value	140	70	0.7%	114	1.1%
Total Listed					6,409	64.9%	7,164	67.6%
Enerjisa Üretim <sup>(1)</sup>		50%	10.0xEV/EBITDA	3,952	1,976	20.0%	1,976	18.7%
Çimsa Building Solutions B.V. <sup>(2)</sup>		32%	Adjusted Net Asset Value	572	181	1.8%	92	0.9%
Sabancı Climate Technologies <sup>(3)</sup>		100%	Adjusted Book value	463	463	4.7%	463	4.4%
DxBV		100%	1xBook value	66	66	0.7%	78	0.7%
TUA		50%	1xBook value	205	102	1.0%	98	0.9%
Other <sup>(4)</sup>		100%	1xBook value	337	337	3.4%	370	3.5%
Total Non-listed <sup>(5)</sup>					3,126	31.7%	3,077	29.0%
Total					9,534	96.6%	10,241	96.7%
Sabancı Holding Net Cash					335	3.4%	351	3.3%
Sabancı Holding NAV					9,869	100.0%	10,592	100.0%
Sabancı Holding Mcap					4,832		5,715	
Sabancı Holding Discount					-51.0%		-46.0%	

Numbers are based on IAS 29 (inflation accounting)

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

Book values of non-listed companies are as of end of Jun'25 adjusted with August-end USD/TRY for Aug'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 3,466 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 409 mn

<sup>(3) 40%</sup> of the project was valued at USD 185 mn during tax equity financing. Book value is USD 274 mn

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

<sup>\*</sup>Aug-end USD/TRY 40.9441, Dec-end USD/TRY 35.2803

# Financials in Detail

	Combined Revenue <sup>(1)</sup>				Combined EBITDA				Consolidated Net Income/Loss									
MILLION TL	Q2 2024	Q2 2025	Change	H1 2024	H1 2025	Change	Q2 2024	Q2 2025	Change	H1 2024	H1 2025	Change	Q2 2024	Q2 2025	Change	H1 2024	H1 2025	Change
TOTAL	344,450	357,041	4%	688,186	714,122	4%	34,650	36,183	4%	83,412	76,489	-8%	-2,450	1,751	n.m.	-10,306	-1,365	87%
BANK	190,860	198,095	4%	367,594	396,970	8%	18,786	14,675	-22%	50,254	37,642	-25%	-1,263	81	n.m.	-6,105	-570	91%
NON-BANK	153,590	158,946	3%	320,592	317,152	-1%	15,864	21,508	36%	33,158	38,847	17%	-1,187	1,671	n.m.	-4,201	-795	81%
ENERGY	67,176	73,292	9%	137,807	144,921	5%	9,174	14,055	53%	21,732	27,136	25%	-345	2,585	n.m.	-641	2,411	n.m.
MATERIAL TECHNOLOGIES	34,824	34,273	-2%	71,831	66,669	-7%	4,873	4,168	-14%	9,706	7,090	-27%	1,048	339	-68%	1,598	199	-88%
FINANCIAL SERVICES	13,615	13,425	-1%	33,024	30,530	-8%	1,514	2,664	76%	1,495	3,999	168%	190	727	282%	-250	621	n.m.
DIGITAL	664	988	49%	1,572	2,628	67%	-154	-22	86%	-347	-17	95%	-129	-260	-102%	-388	-321	17%
OTHER	37,311	36,969	-1%	76,360	72,404	-5%	456	643	41%	572	639	12%	-1,951	-1,720	12%	-4,520	-3,075	18%



# **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



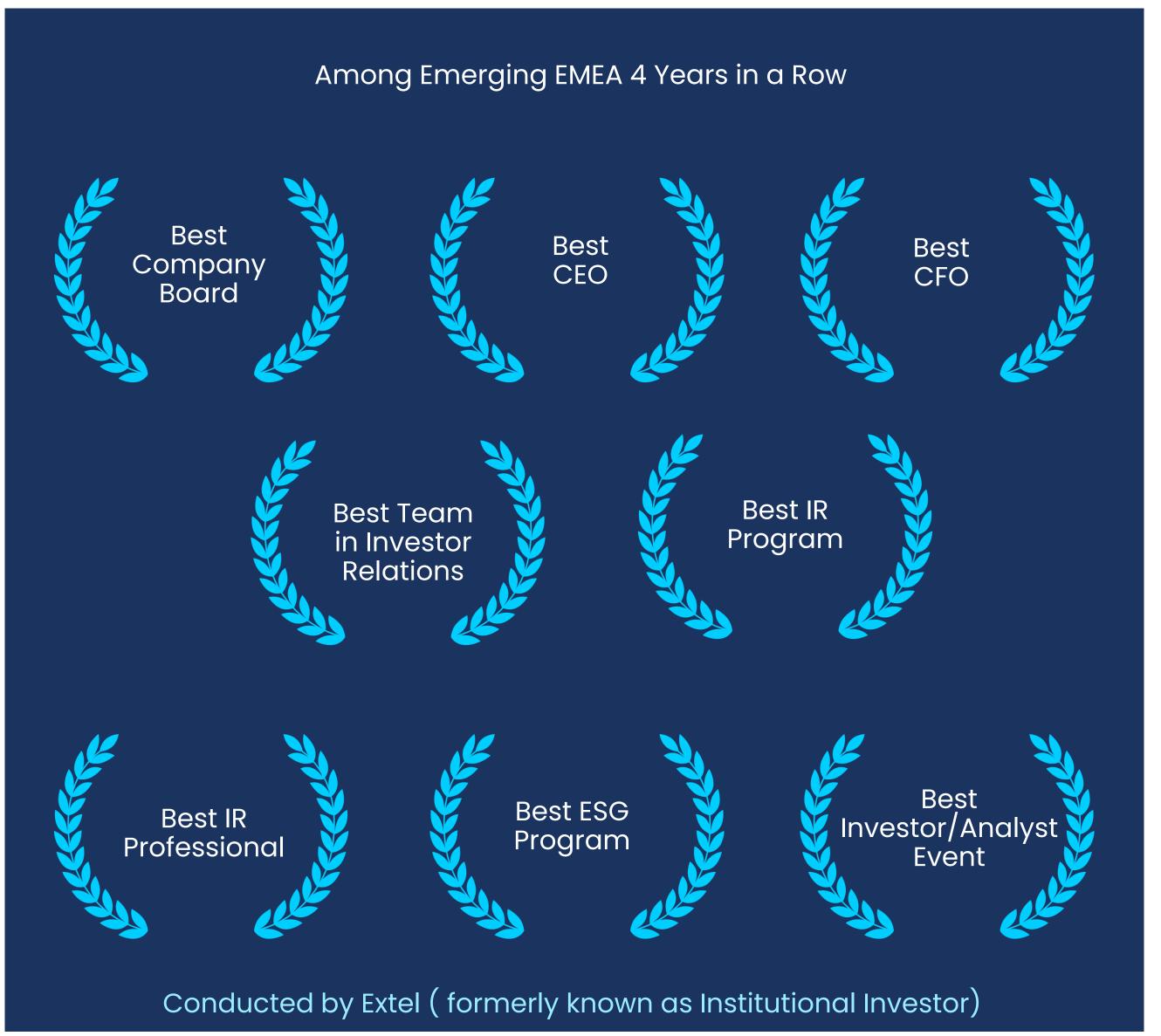
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## INVESTOR RELATIONS

Kerem TEZCAN Investor Relations Director

Sezgi ESER AYHAN Investor Relations Manager

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Earnings Presentation



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2024 Annual Report

