



# ZORLU RENEWABLES

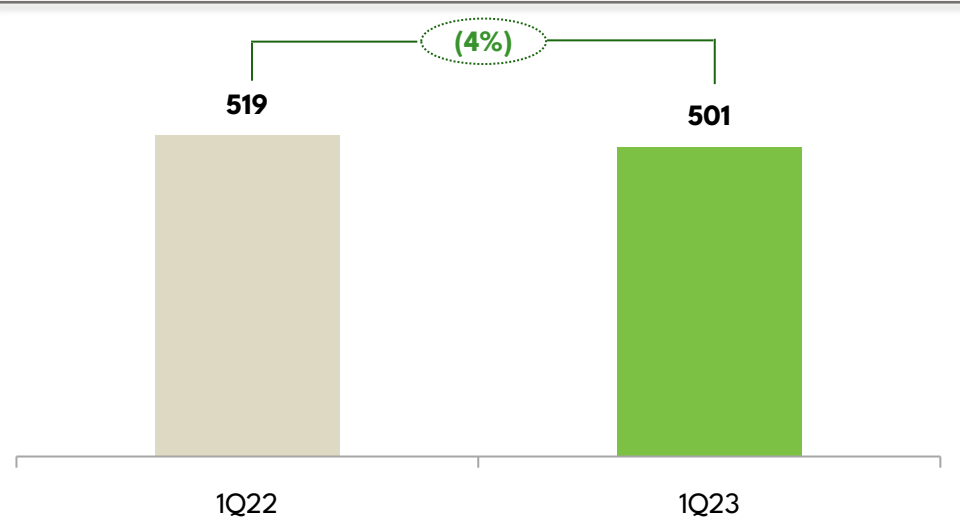
## Review of 1Q23 Operational Results

7 July 2023

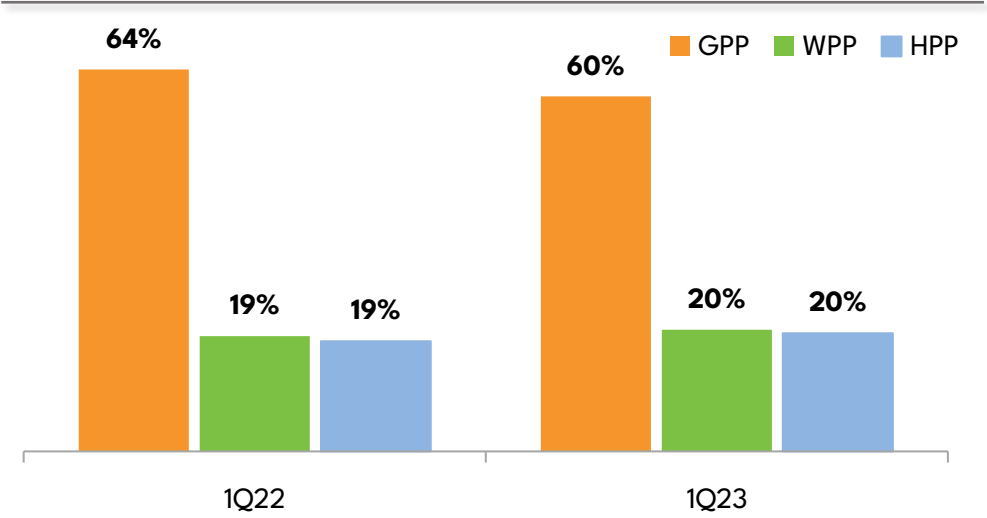


# Electricity Generation

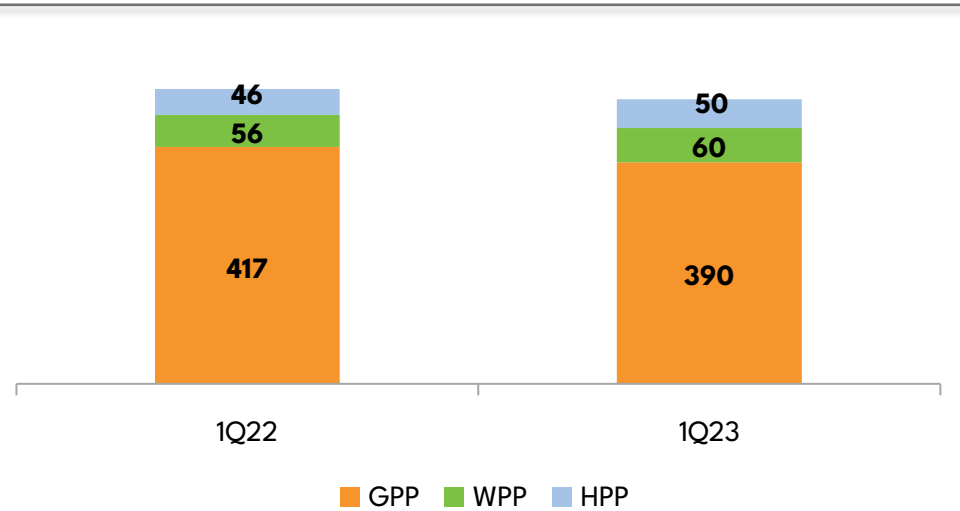
### Net Electricity Generation (GWh)



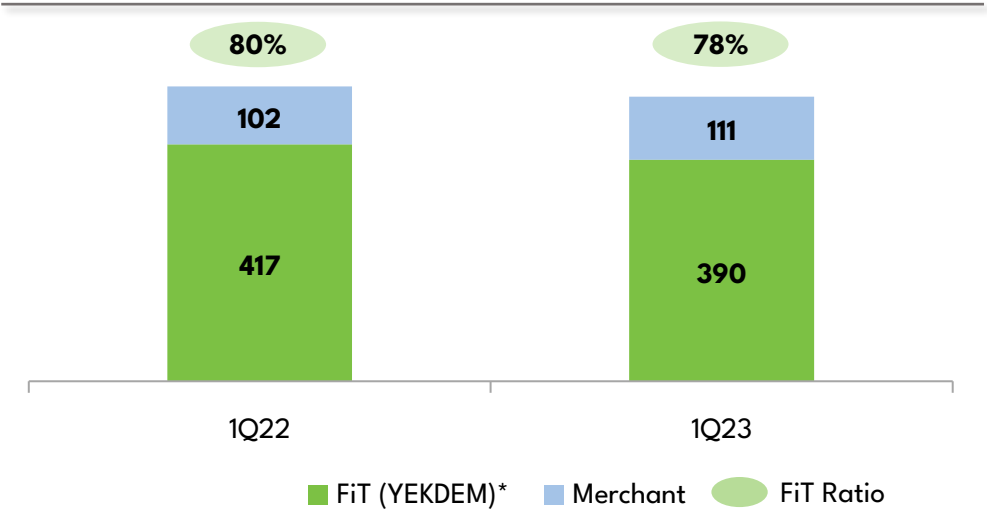
### Net Capacity Factors



### Net Generation by Technology (GWh)



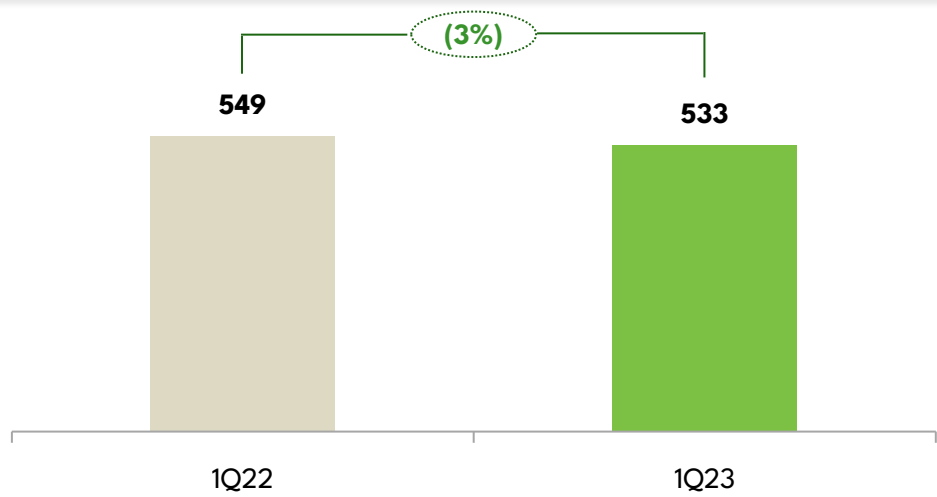
### Net Generation Under FiT Mechanism\* (GWh)



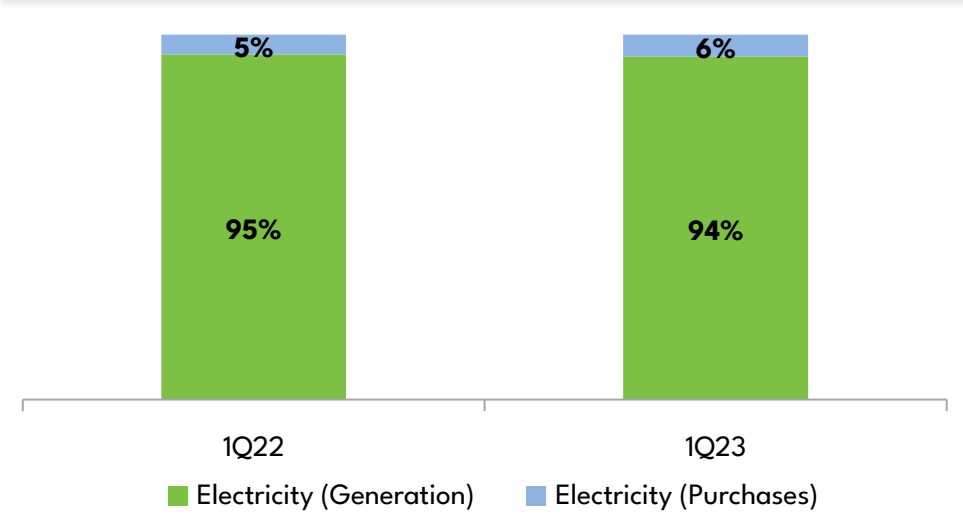
\* YEKDEM is the Turkish FiT mechanism which provides USD based fixed price support for electrical energy produced from renewable energy sources

# Electricity Sales

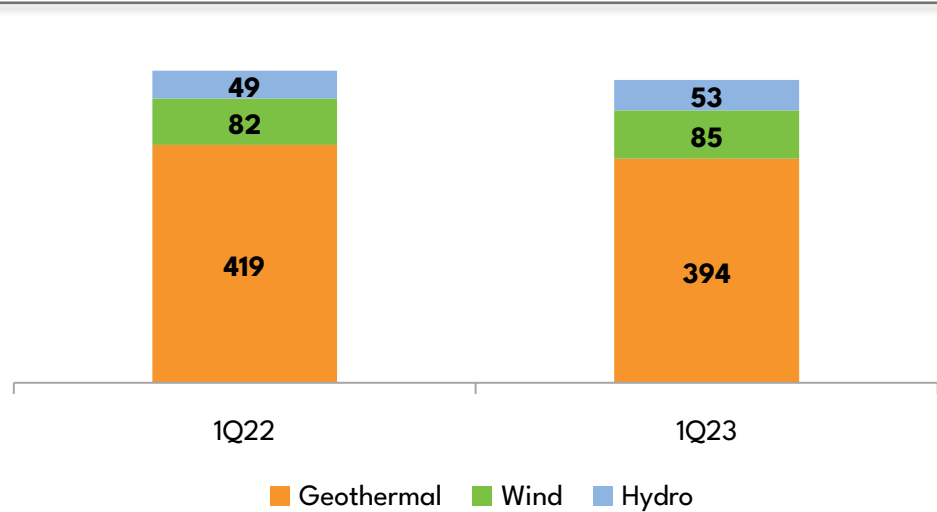
Electricity Sales (GWh)



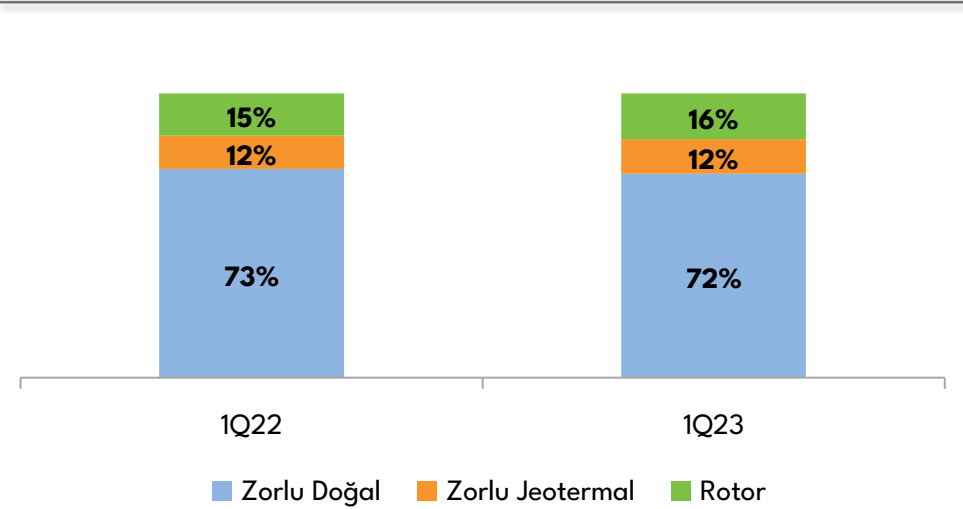
Breakdown of Electricity Sales



Net Sales by Technology (GWh)



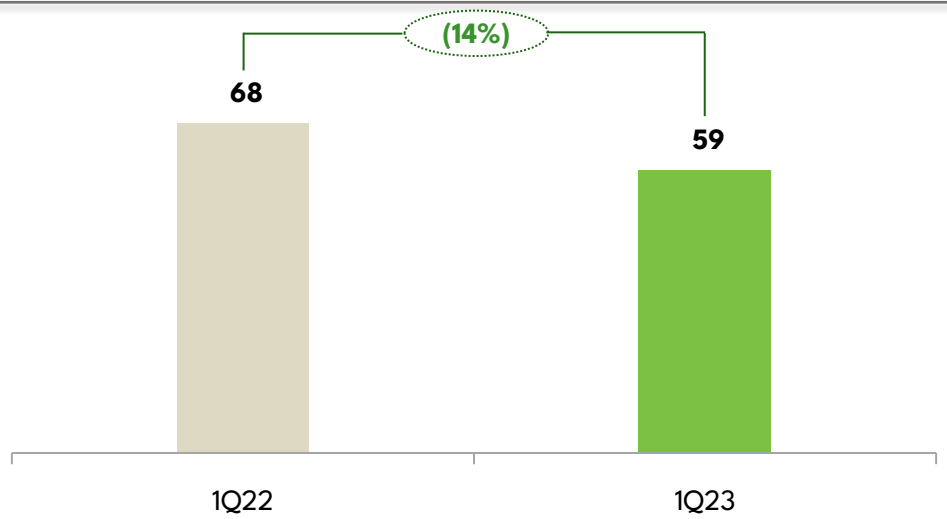
Electricity Sales by SPV



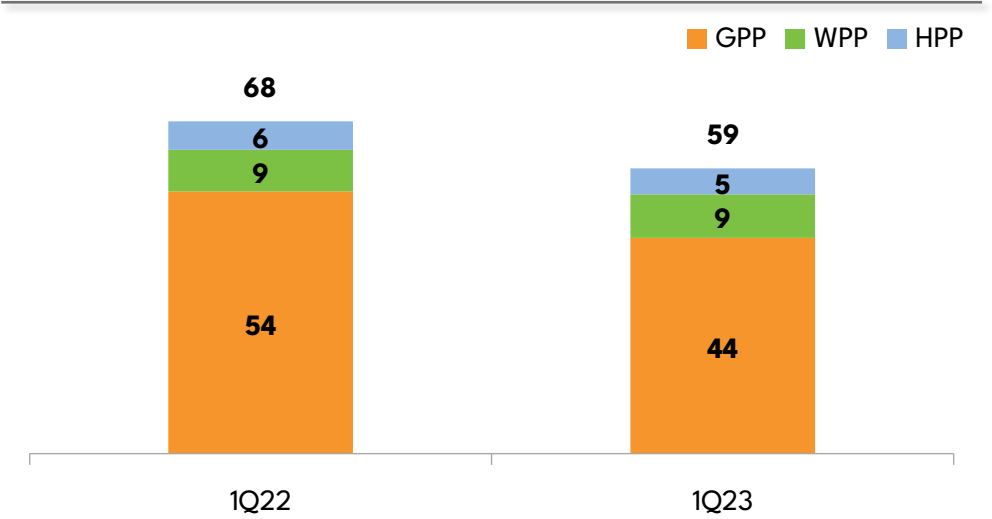


# Revenues\* (Inflation Adjusted IAS 29)

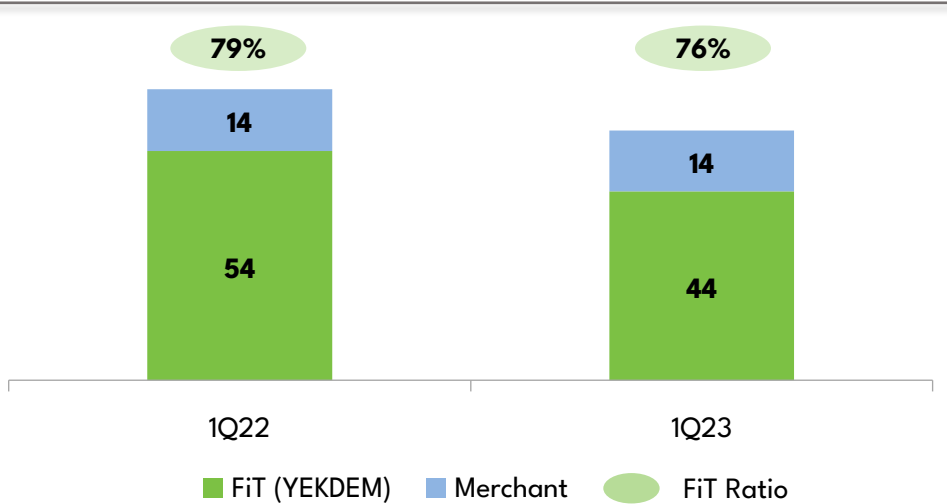
Revenues (USD mn) <sup>1</sup>



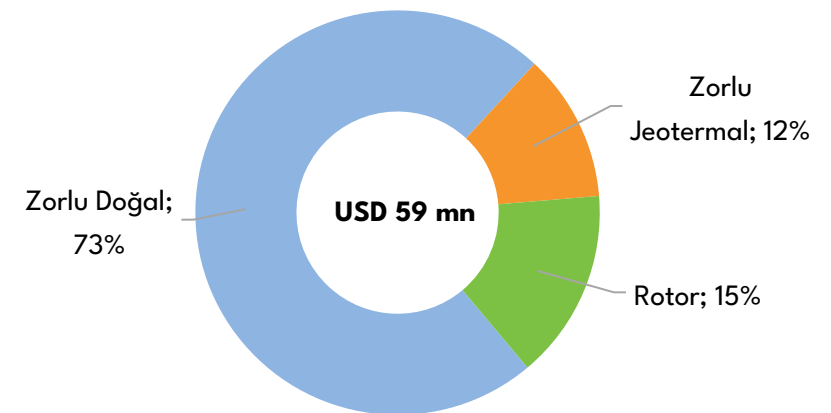
Revenues by Technology (USD mn) <sup>2</sup>



Revenues Under FiT Mechanism (USD mn) <sup>3</sup>



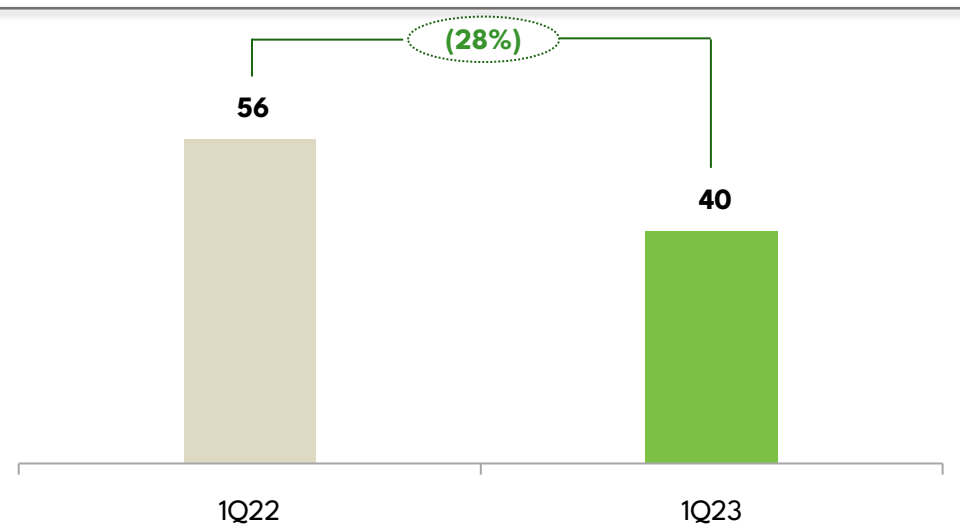
Revenues by SPV (USD mn) – 1Q23



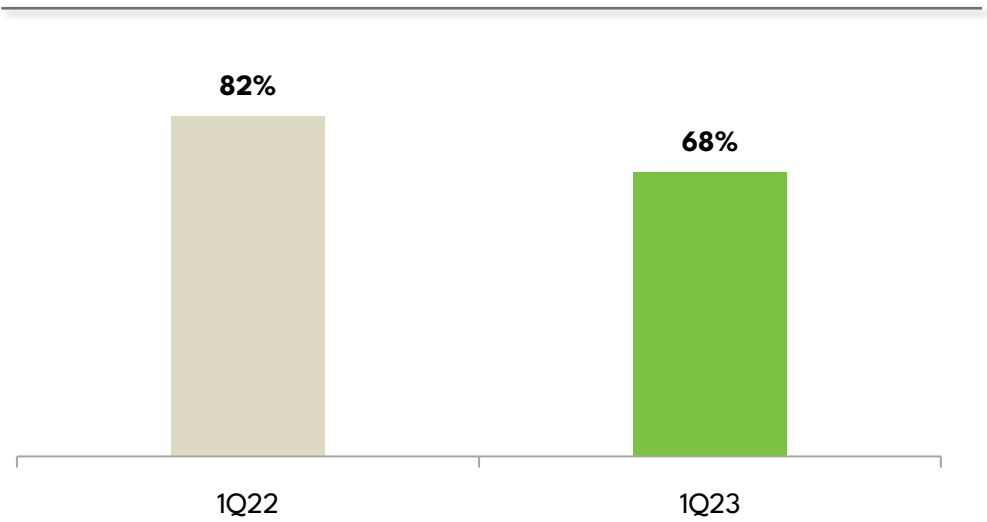
\*Zorlu Renewables began to apply inflation accounting as of June 30, 2022 under IFRS. Due to differences between the rates of inflation and changes in USD/TL exchange rate, the restated USD numbers for 1Q22 differ from the previously reported figures.

# EBITDA\* (Inflation Adjusted IAS 29)

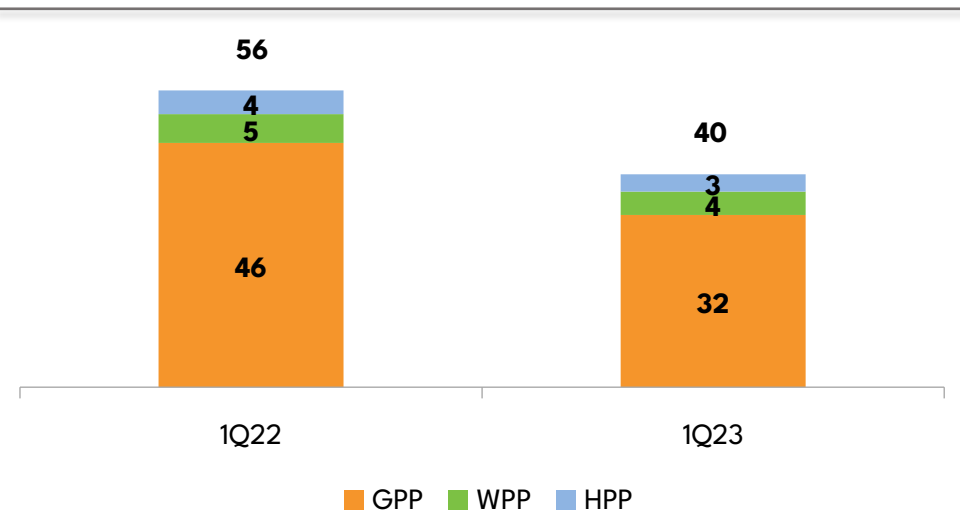
EBITDA (USD mn) <sup>1</sup>



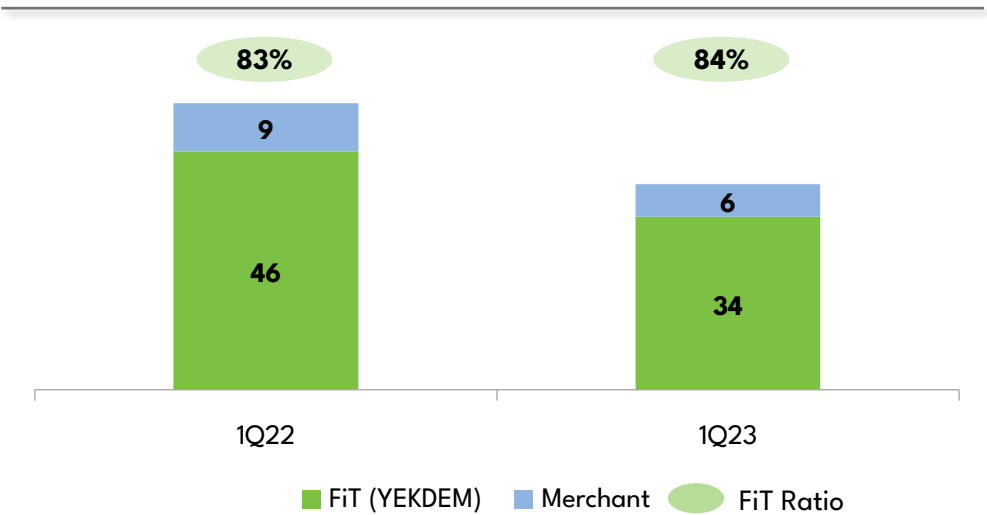
EBITDA Margin



EBITDA by Technology (USD mn) <sup>2</sup>



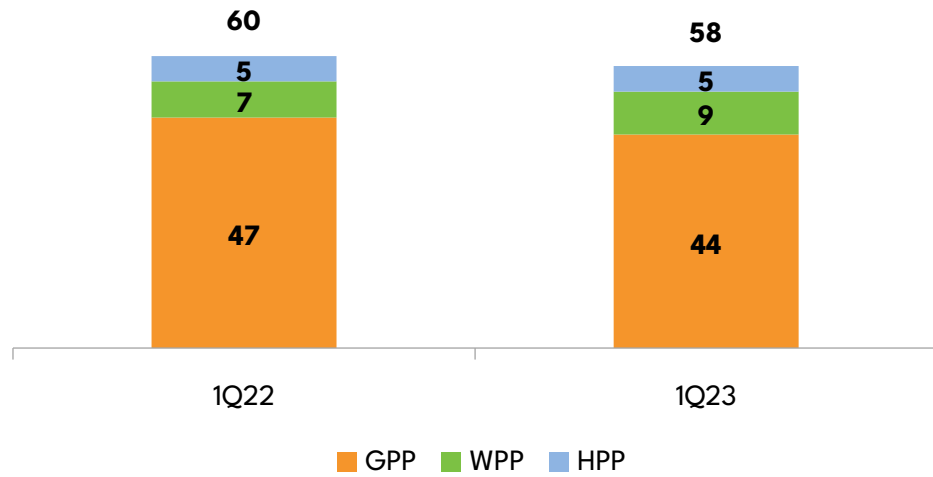
EBITDA Under FiT Mechanism (USD mn) <sup>3</sup>



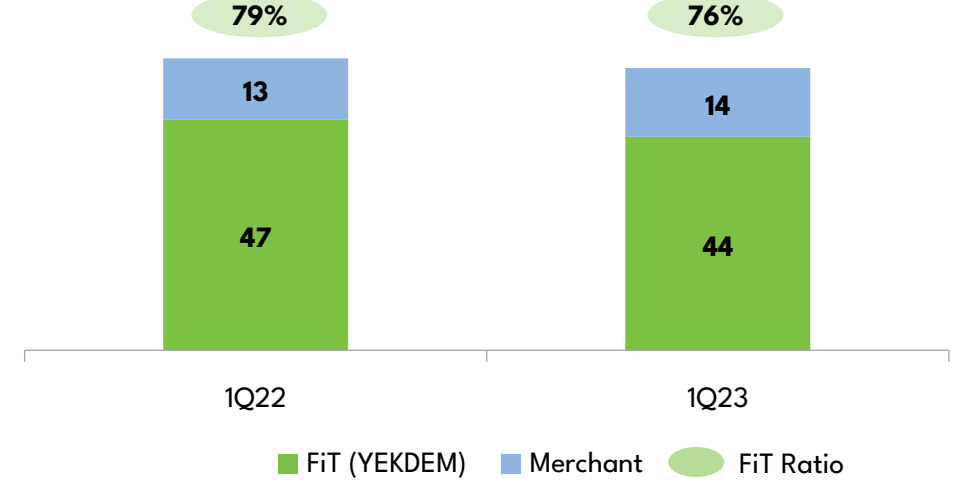
\*Zorlu Renewables began to apply inflation accounting as of June 30, 2022 under IFRS. Due to differences between the rates of inflation and changes in USD/TL exchange rate, the restated USD numbers for 1Q22 differ from the previously reported figures.

# Revenues & EBITDA (Without IAS 29)

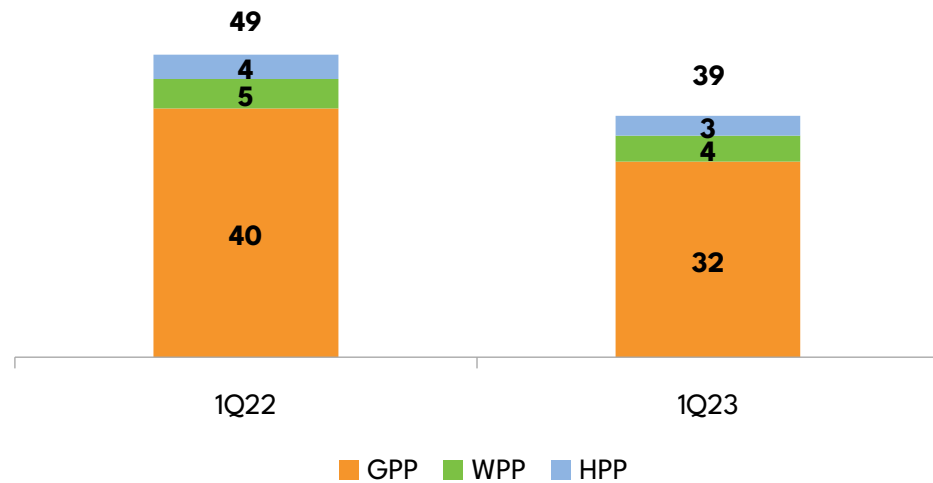
Revenues by Technology (USD mn)



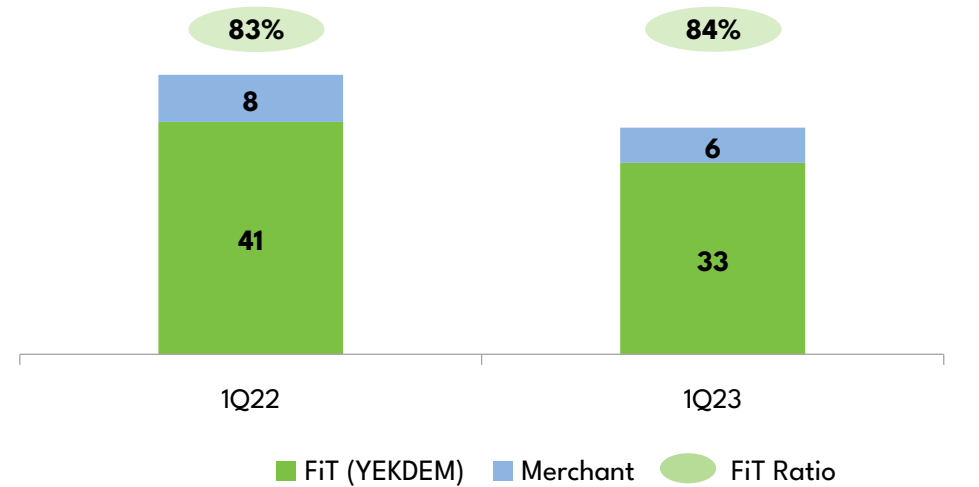
Revenues Under FiT Mechanism (USD mn)



EBITDA by Technology (USD mn)

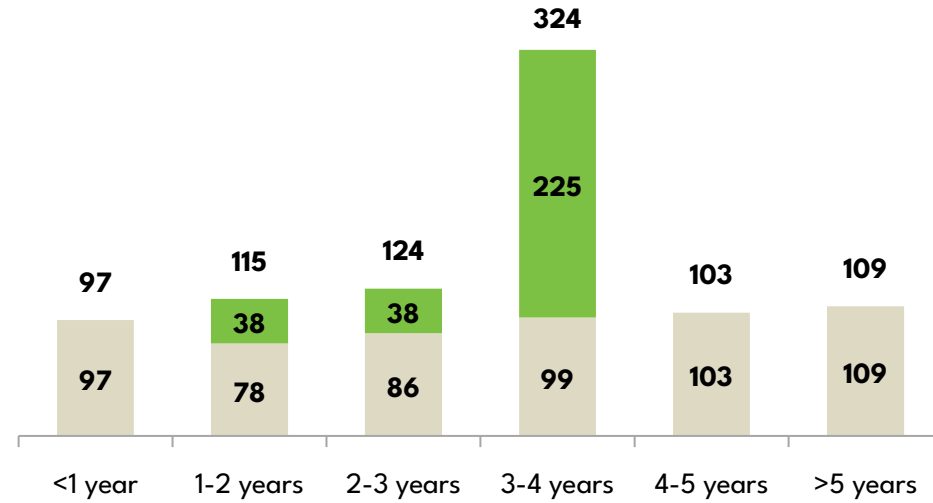


EBITDA Under FiT Mechanism (USD mn)



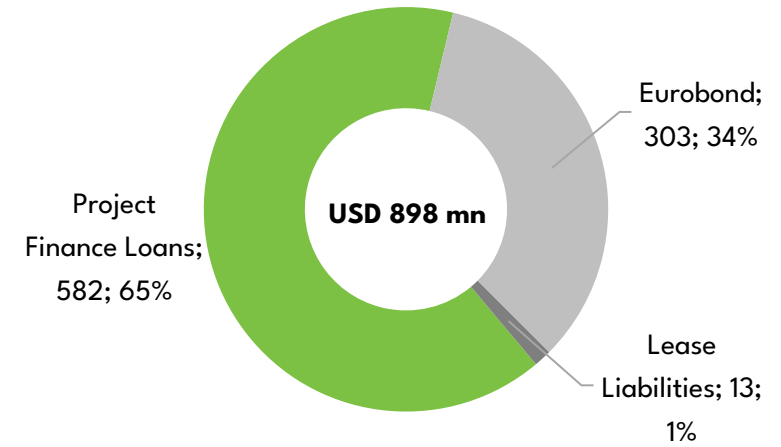
# Financial Debt

Maturity Profile of Financial Debt (USD mn) <sup>1</sup>



<sup>1</sup> Repayments are based on nominal principal amounts

Breakdown of Gross Financial Debt (USD mn) <sup>2</sup>



<sup>2</sup> The amounts are based on IFRS reports and include IFRS adjustments and therefore, may differ from nominal amounts

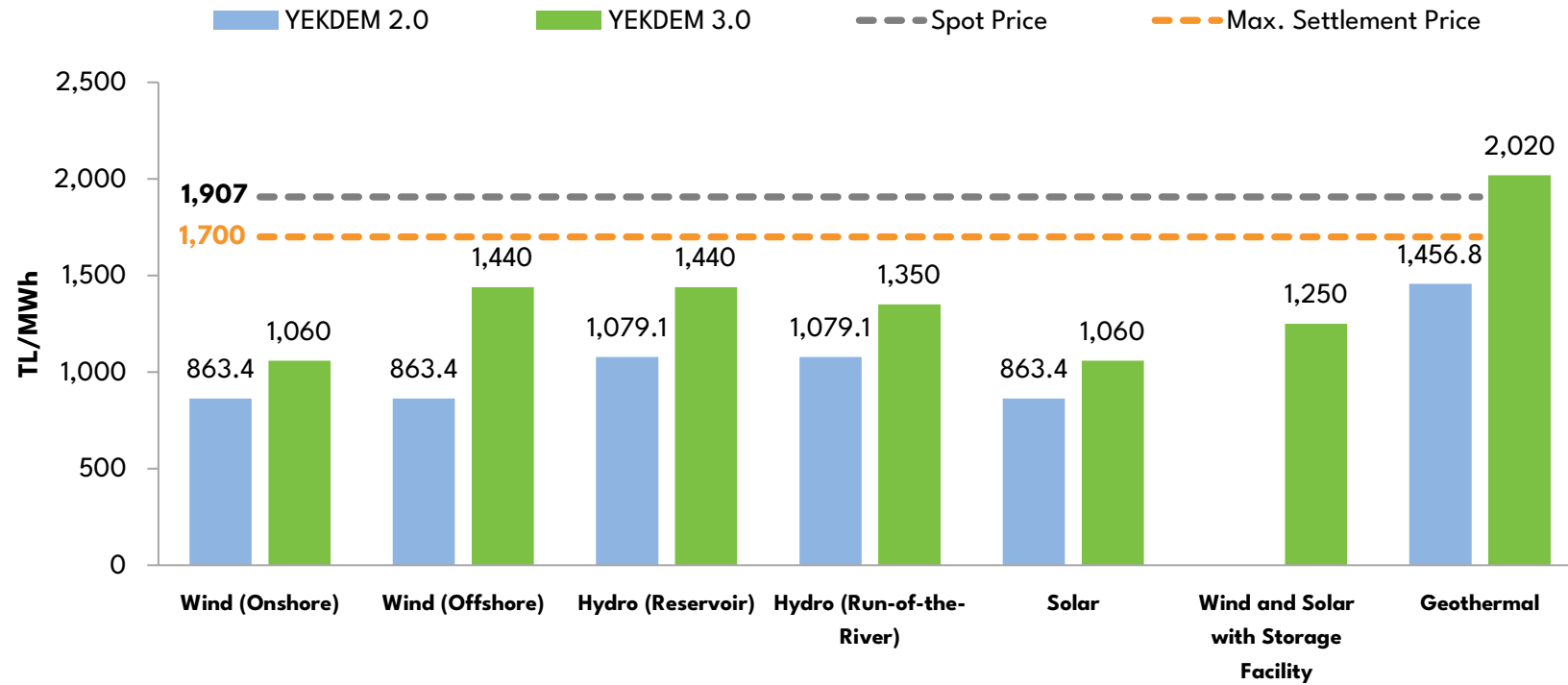
## Revision in Feed-in Tariff Mechanism (YEKDEM 3.0)

Source		New Tariff Structure					
		Guaranteed FiT	Implementation Time	Additional Tariff for Local Content	Local Content Implementation Period	USD Cap on Tariffs - Min	USD Cap on Tariffs - Max
		(TLkr/kWh)	(Year)	(TLkr/kWh)	(Year)	(USD cent/kWh)	(USD cent/kWh)
Hydroelectric	Reservoir	144	10	28.8	5	6.75	8.25
	Run-of-the River	135	10	28.8	5	6.30	7.70
Wind	Onshore	106	10	28.8	5	4.95	6.05
	Offshore	144	10	38.45	5	6.75	8.25
Geothermal		202	15	28.8	5	9.45	11.55
Solar		106	10	28.8	5	4.95	6.05
Biomass	Landfill Gas	106	10	28.8	5	4.95	6.05
	Biomethanization	173	10	28.8	5	8.10	9.90
	Thermal Disposal	134.9	10	21.58	5	5.75	8.00
Wind and Solar with Storage Facility		125	10	38.45	10	5.85	7.15
Hydroelectric with Pumped Storage		202	15	38.45	10	9.45	11.55
Wave or Tidal Energy		135	10	38.45	10	6.30	7.70

- A new feed-in tariff mechanism was introduced on July 1, 2021 (YEKDEM 2.0) for renewable power plants to come onstream between July 1, 2021 and December 31, 2030 while existing renewable power plants will continue to benefit from the USD-linked tariff mechanism until the end of their 10-year term.
- The new mechanism was further revised on May 1, 2023 (YEKDEM 3.0). Accordingly:
  - Purchase guarantee for geothermal plants is raised from 10 years to 15 years
  - FiTs are reset monthly (prev: quarterly) based on the changes in inflation (CPI (15%) & PPI (25%) – 40% (prev: 52%)) and FX rates (USD/TL & EUR/TL – 60% (prev: 48%) equally weighted)
  - USD based price floors are introduced in addition to USD based price ceilings
  - The scope is extended to include new sources of renewable energy such as offshore wind as well as energy storage



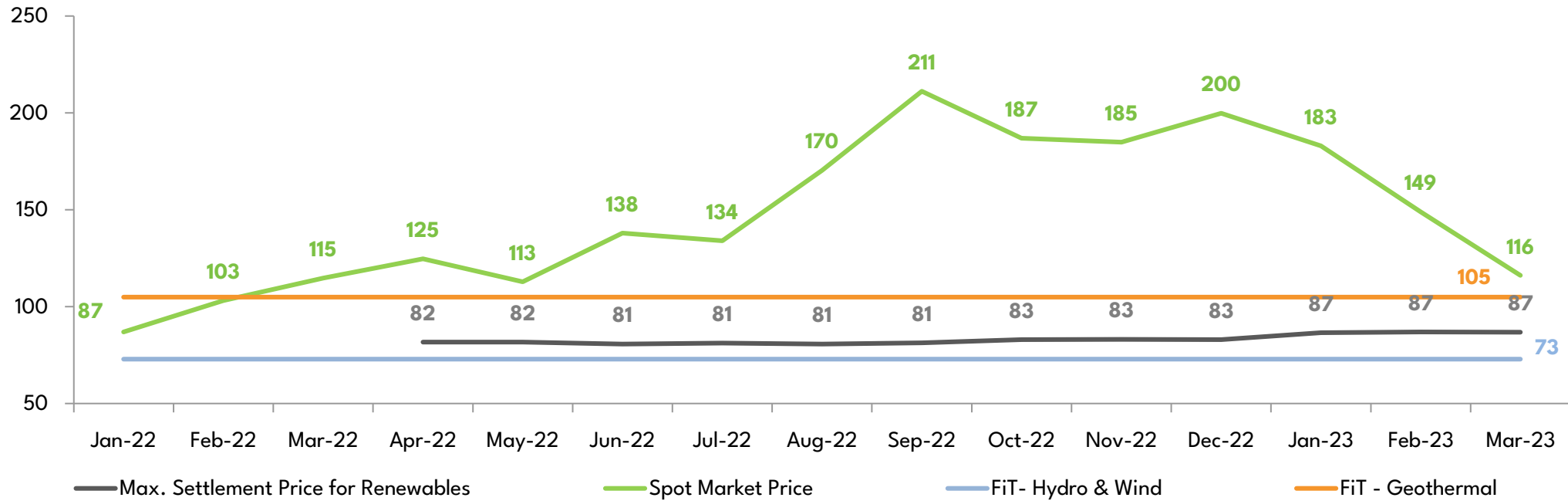
# YEKDEM 3.0 vs. YEKDEM 2.0



<b>Ceiling Price USD/MWh</b>	60.5	82.5	82.5	77.0	60.5	71.5	115.5
<b>Base Price USD/MWh</b>	55	75	75	70	55	65	105
<b>Floor Price USD/MWh</b>	49.5	67.5	67.5	63.0	49.5	58.5	94.5
<b>Base Price for Local Content USD/MWh *</b>	15	20	15	15	15	20	15

\* USD prices are calculated based on USD/TL exchange rate of 19.2 TL

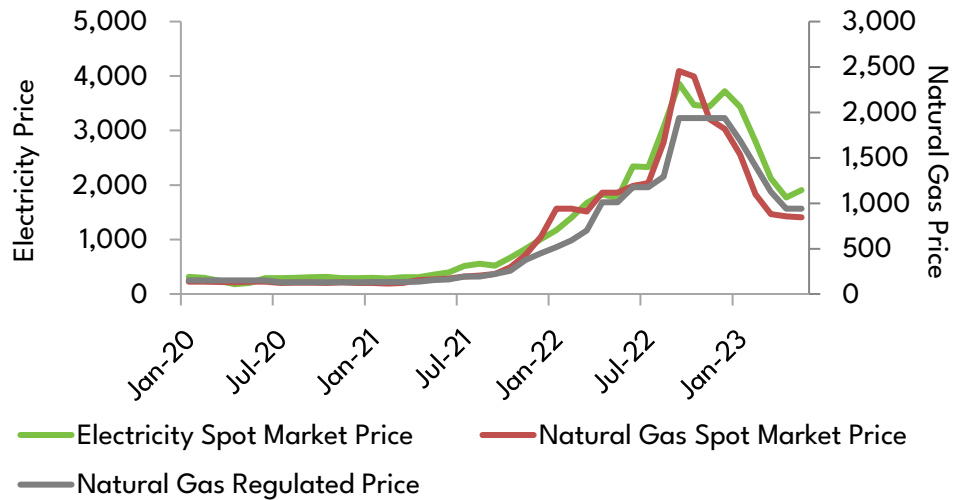
# Spot Prices vs. Price Caps & FiTs (USD/MWh)



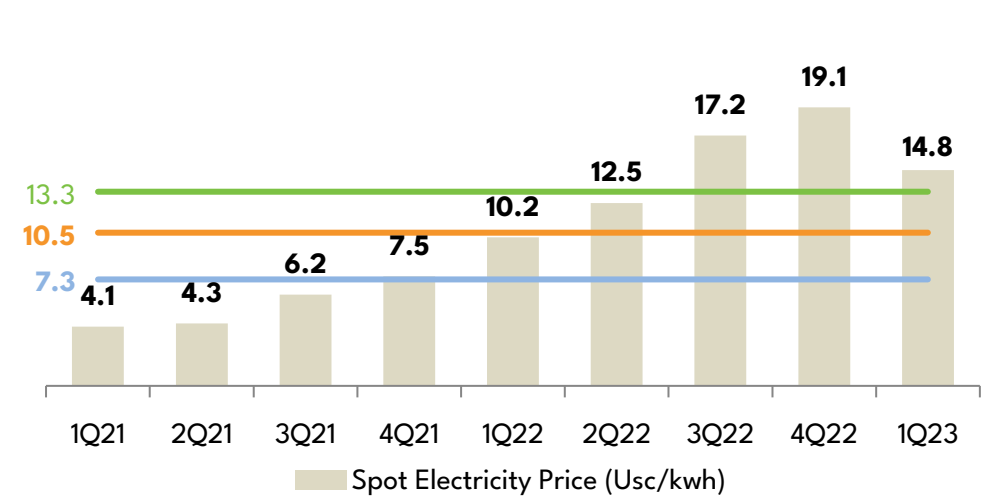
Month	Maximum Settlement Price (TL per MWh)				Cap for Market Clearing Price (TL per MWh)	Spot Market Price (TL per MWh)
	Renewable Power Plants	Lignite Power Plants	Imported Coal Power Plants	Natural Gas/Oil Fired Power Plants		
January	1,625	2,163	1,981	4,136	4,200	3,431
February	1,638	2,180	1,669	3,548	3,650	2,803
March	1,647	2,193	1,674	2,960	3,050	2,202

# Market Development

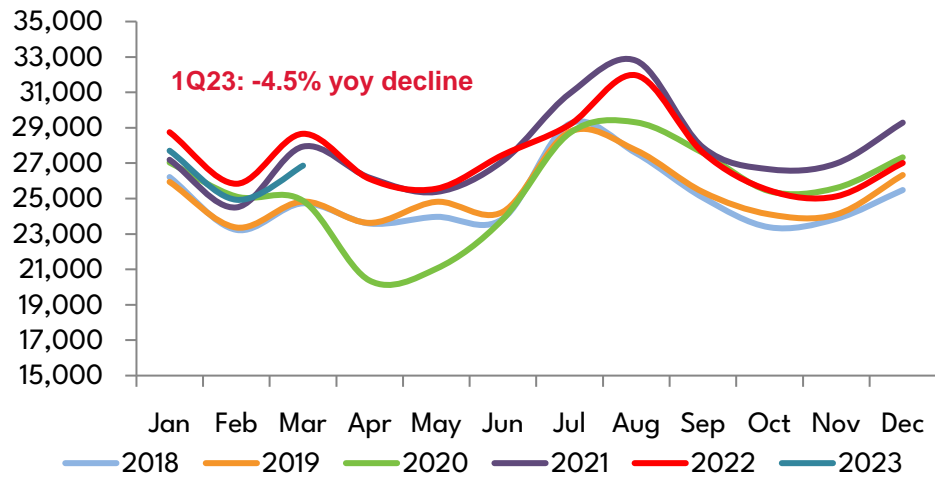
Spot Electricity Price, Spot Gas Price and Botas Gas Tariff (TL/MWh)



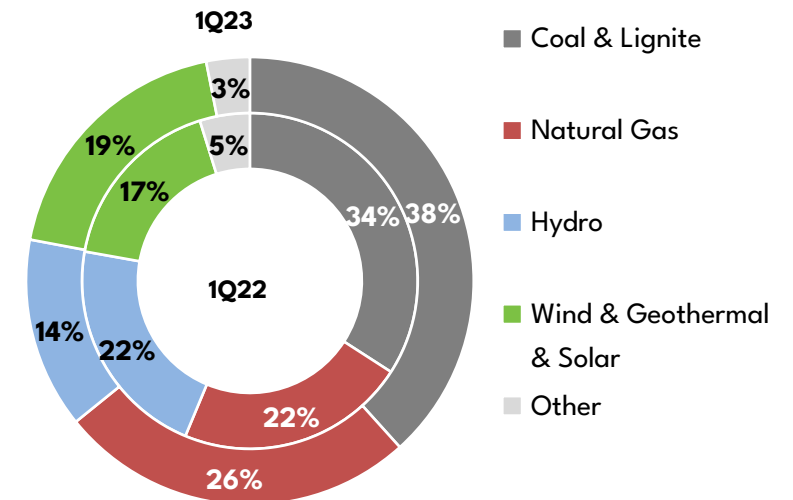
Average Spot Electricity Prices vs. FiT (USc/kWh)



Monthly Electricity Consumption (GWh)



Generation By Source



Source: TEİAŞ, BOTAŞ, TEDAŞ, EXİST

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