




# Energy To the future

 **Tüpraş**

 **Koc** | April 2025

Investor Presentation

# Disclaimer

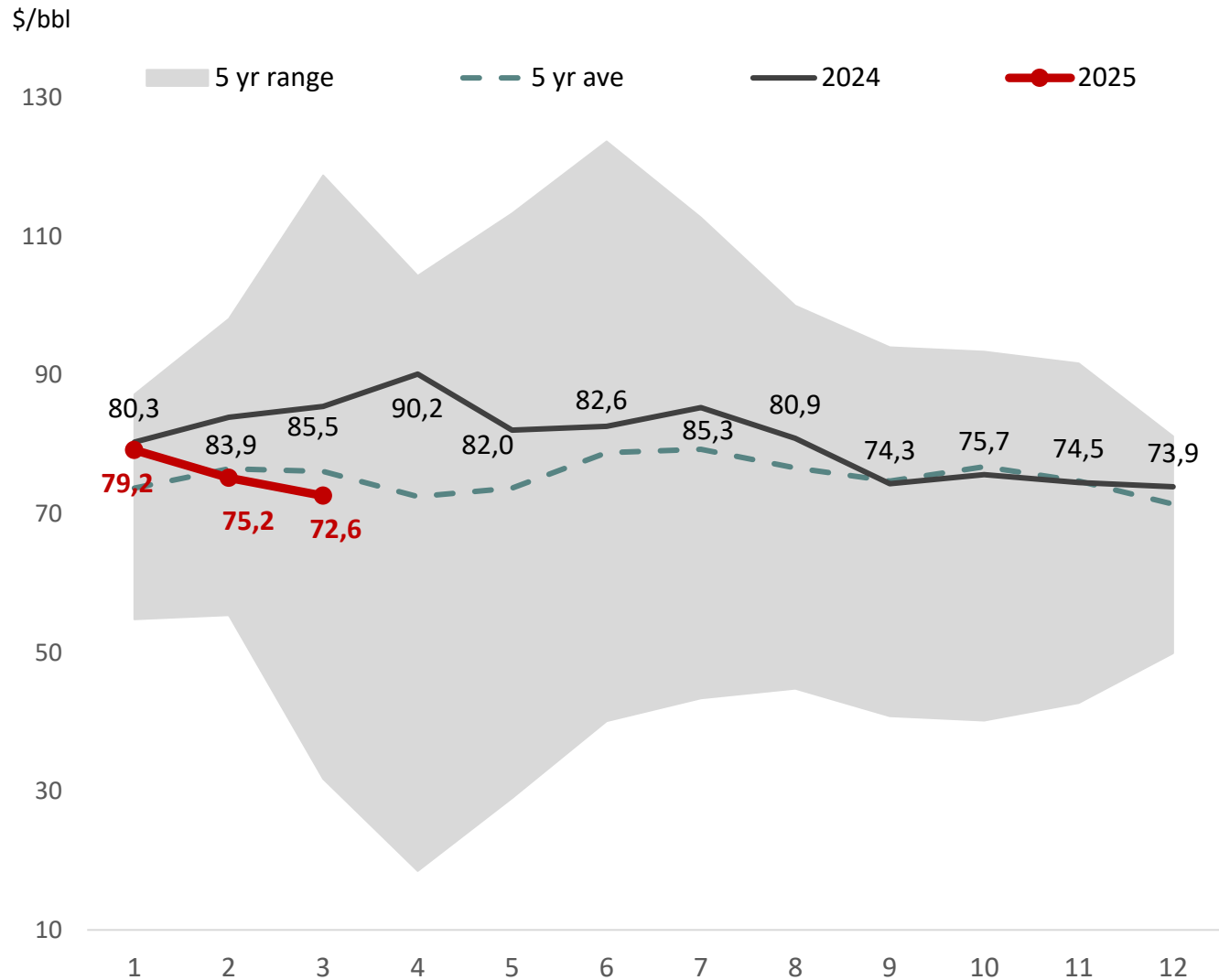
This presentation contains forward-looking statements that reflect the Company management's current views with respect to certain future events. Although it is believed that the expectations reflected in these statements are reasonable, they may be affected by variables and changes in underlying assumptions that could cause actual results to differ materially.

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# Refining Market

# Brent Crude Prices



- + Russian-Ukraine war
- + Impact of sanctions
- + Post-pandemic demand recovery
- + OPEC+ cut decisions
- + New trade dynamics

- Continued Non-OPEC supply
- Geopolitical tensions
- Concerns over economic slowdown

Year	Average Brent Prices (\$/bbl)
2020	41.7
2021	70.7
2022	101.2
2023	82.6
2024	80.8

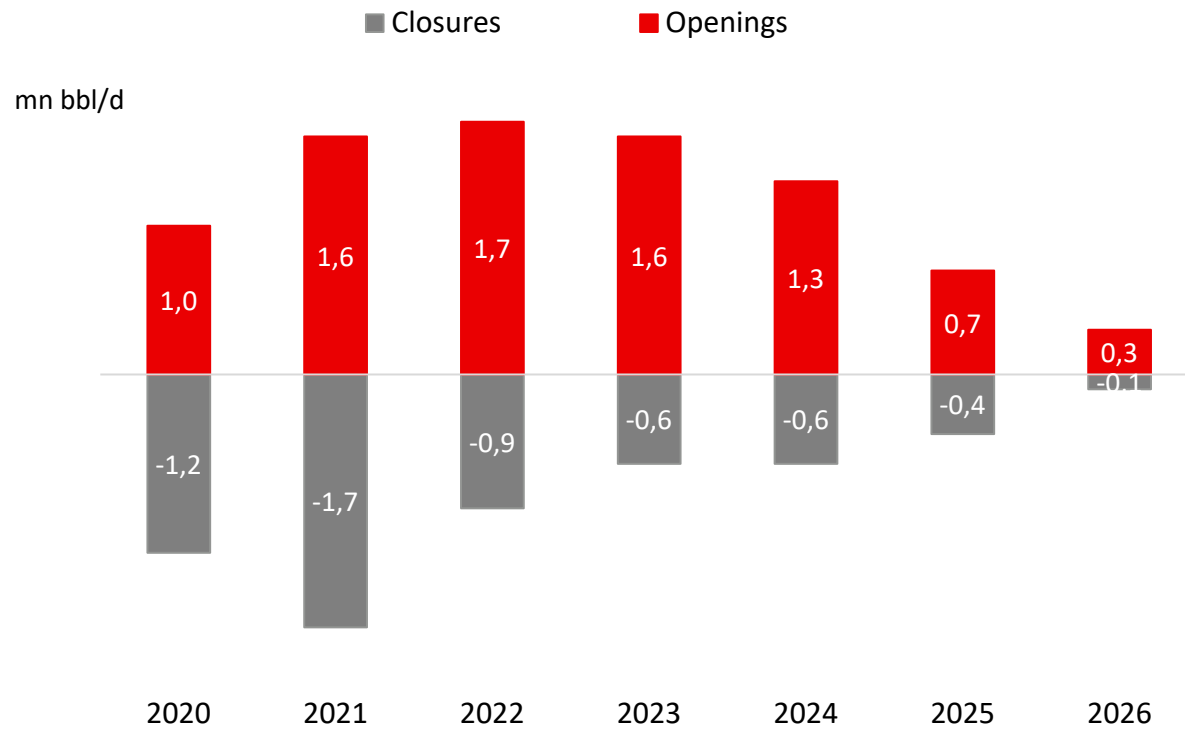
Data as of 31 March, 5 year range shows 2020-2024

# Global Refinery Capacity Changes

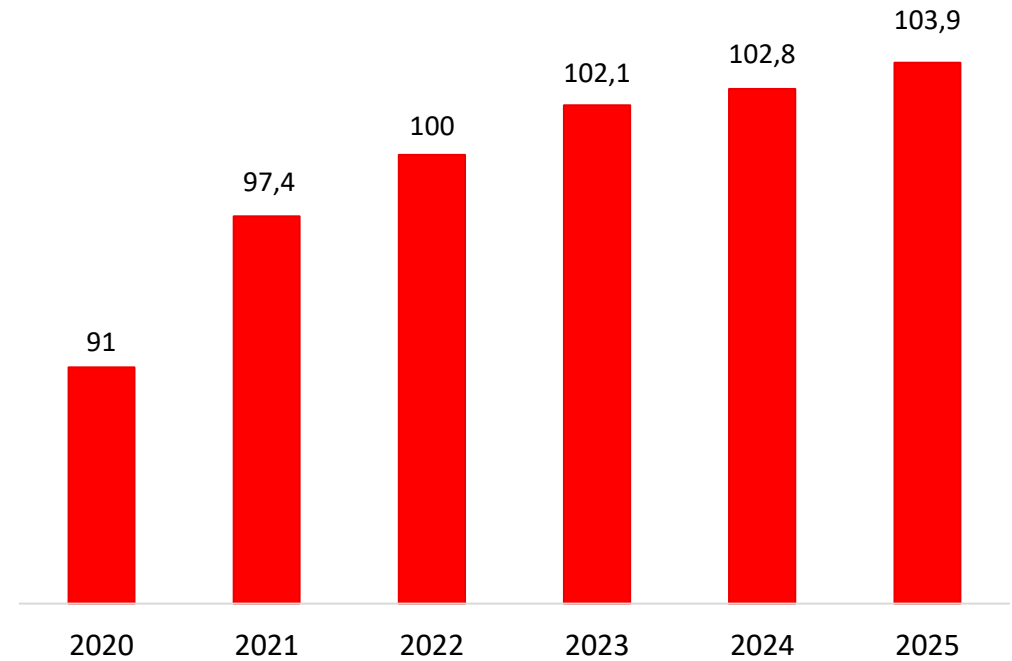
## Expectations until 2026:

- The global oil demand reached to 102.8 mn bbl/d in 2024.
- Net refining capacity additions for the years 2025 and 2026 are expected to be around 0.5 mn bbl/d.

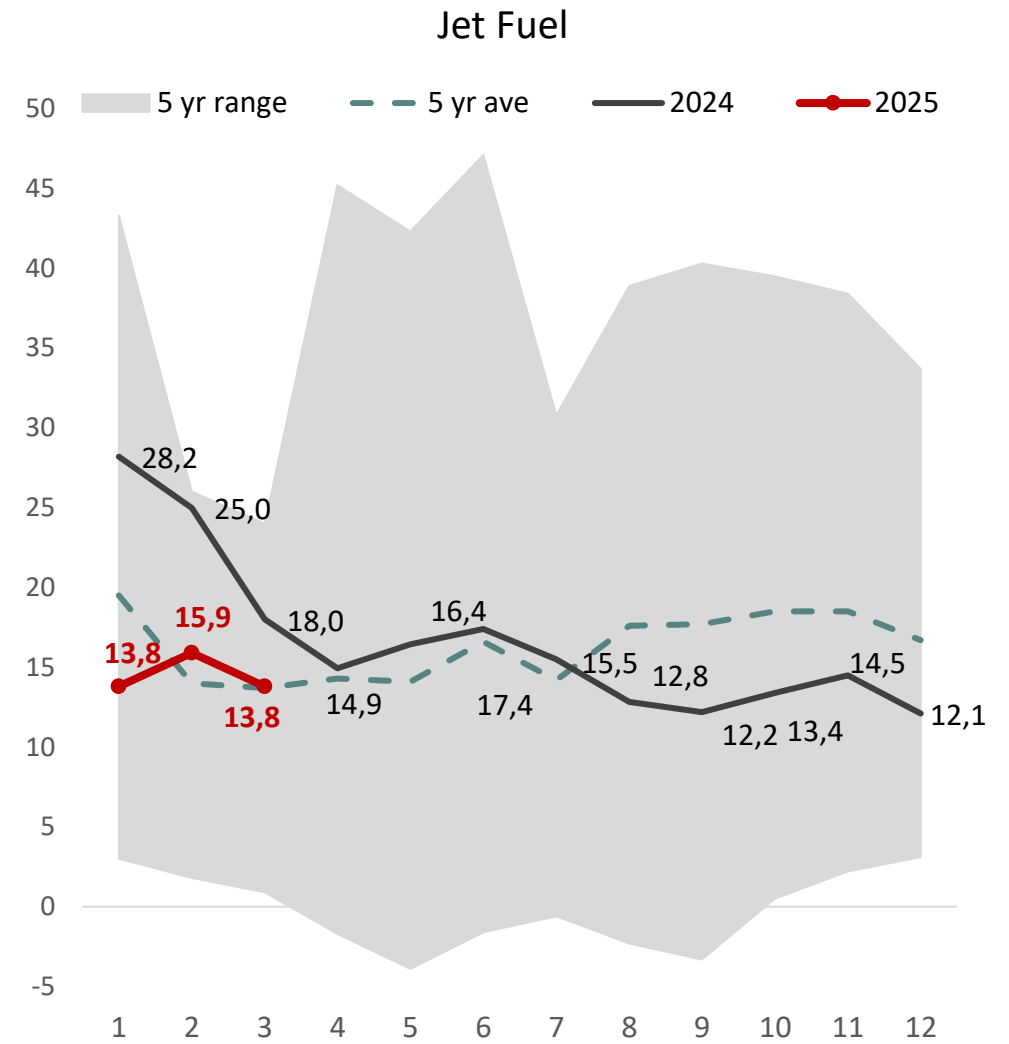
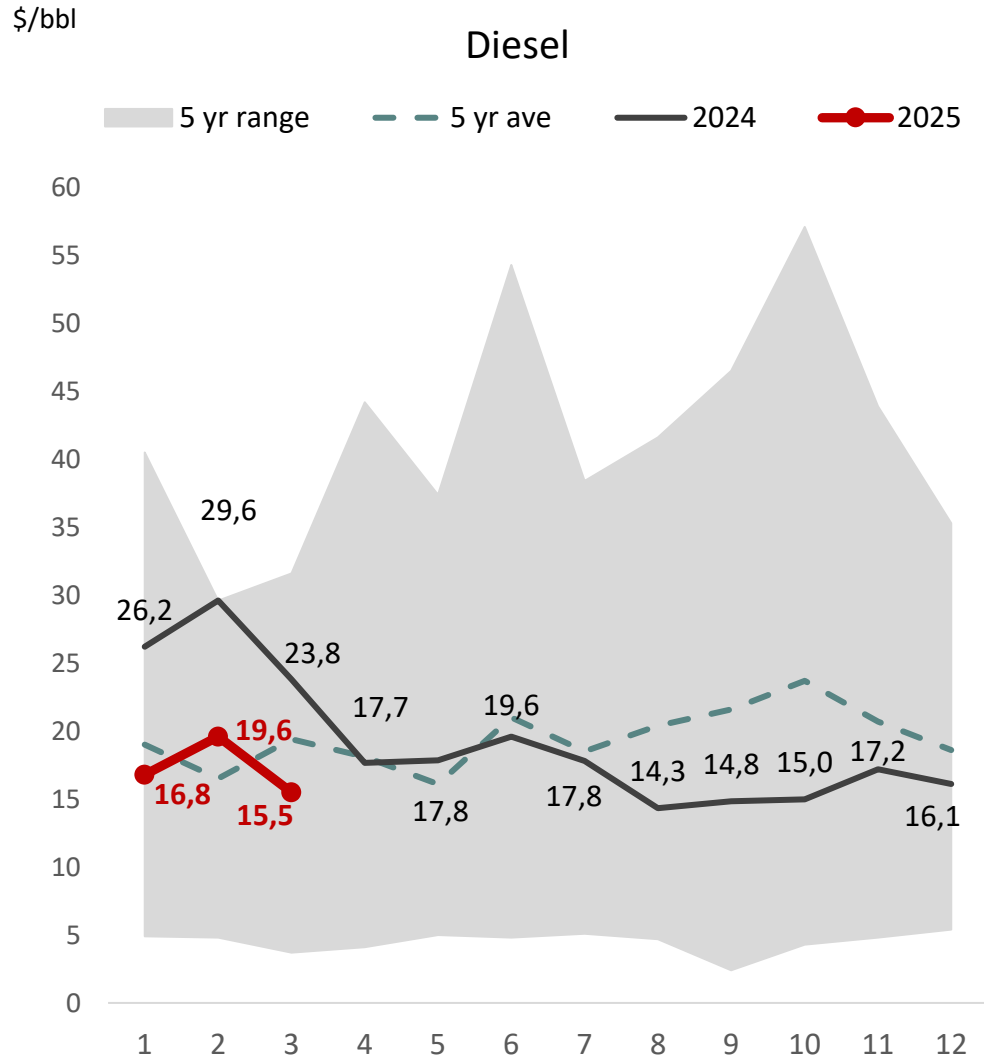
## 2020-2026 Net Refining Capacity Additions



## Global Oil Demand (mn bbl/d)



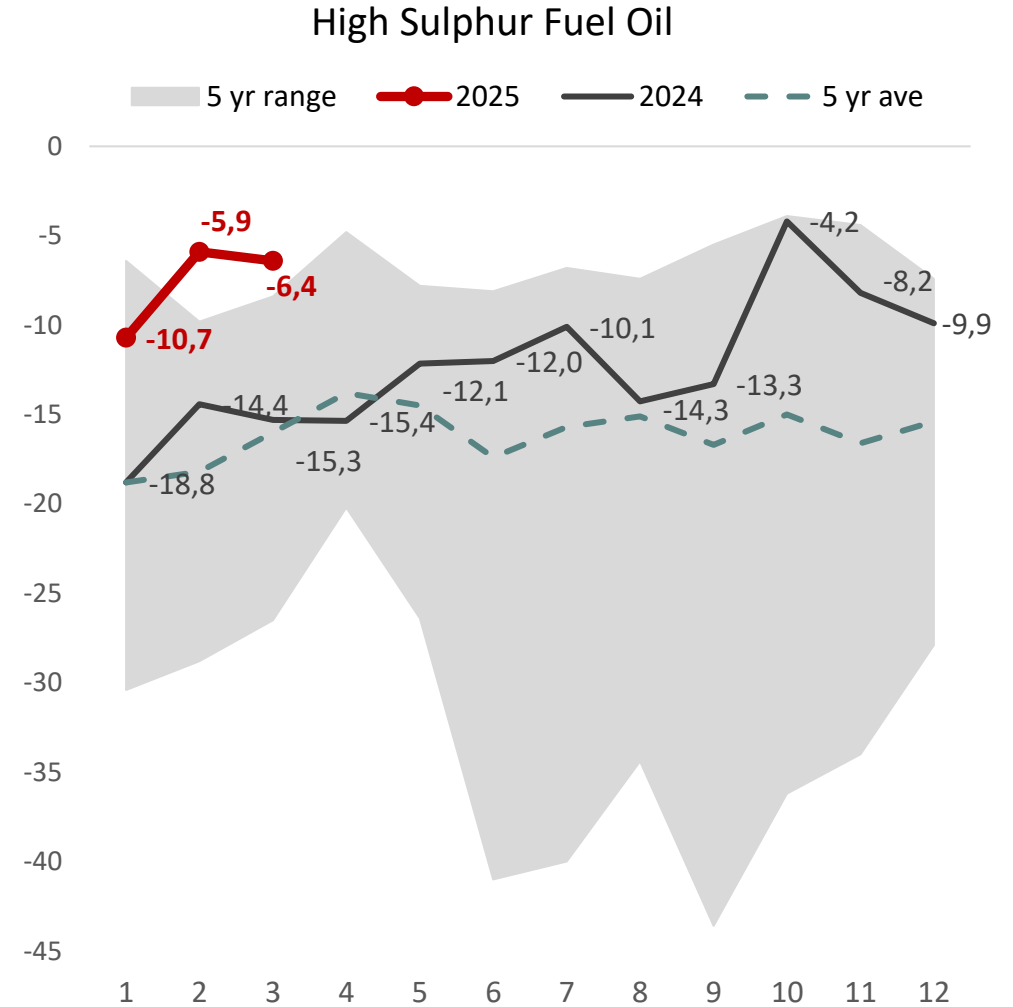
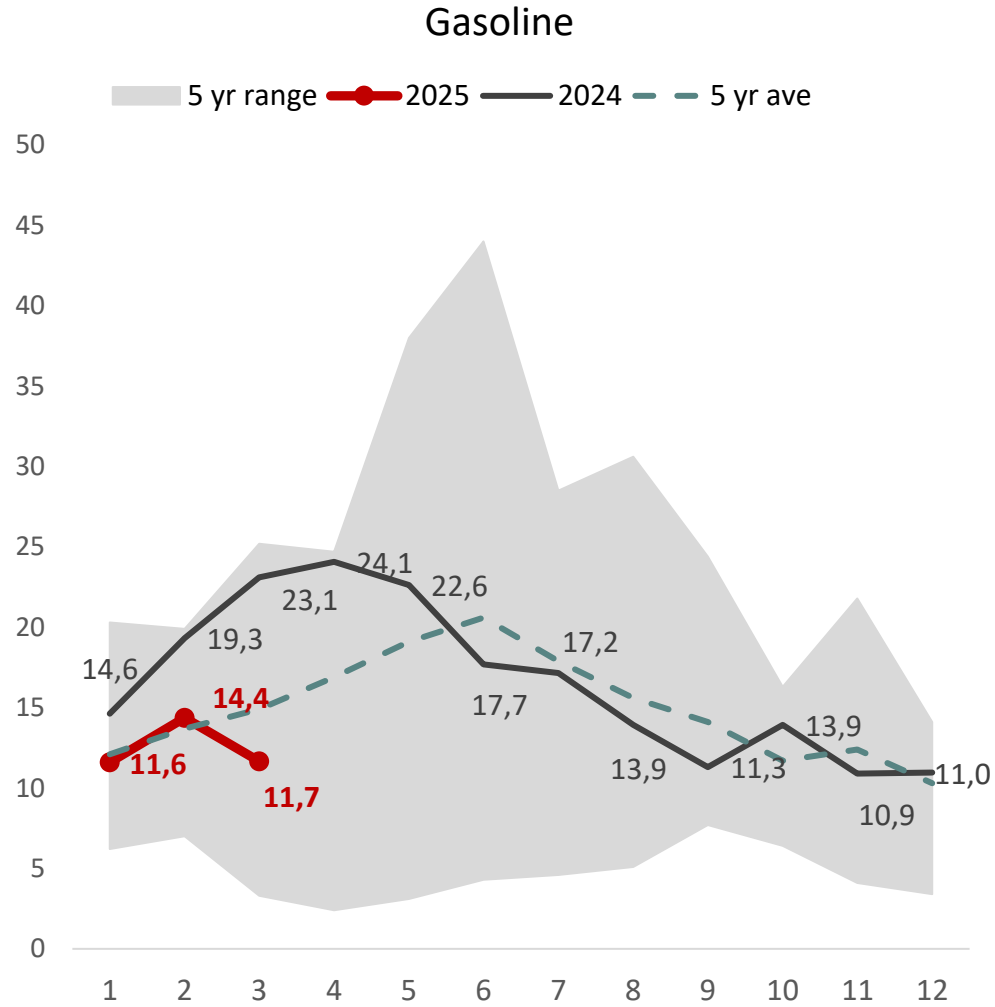
# Middle Distillate Cracks



Data as of 31 March, 5 year range shows 2020-2024

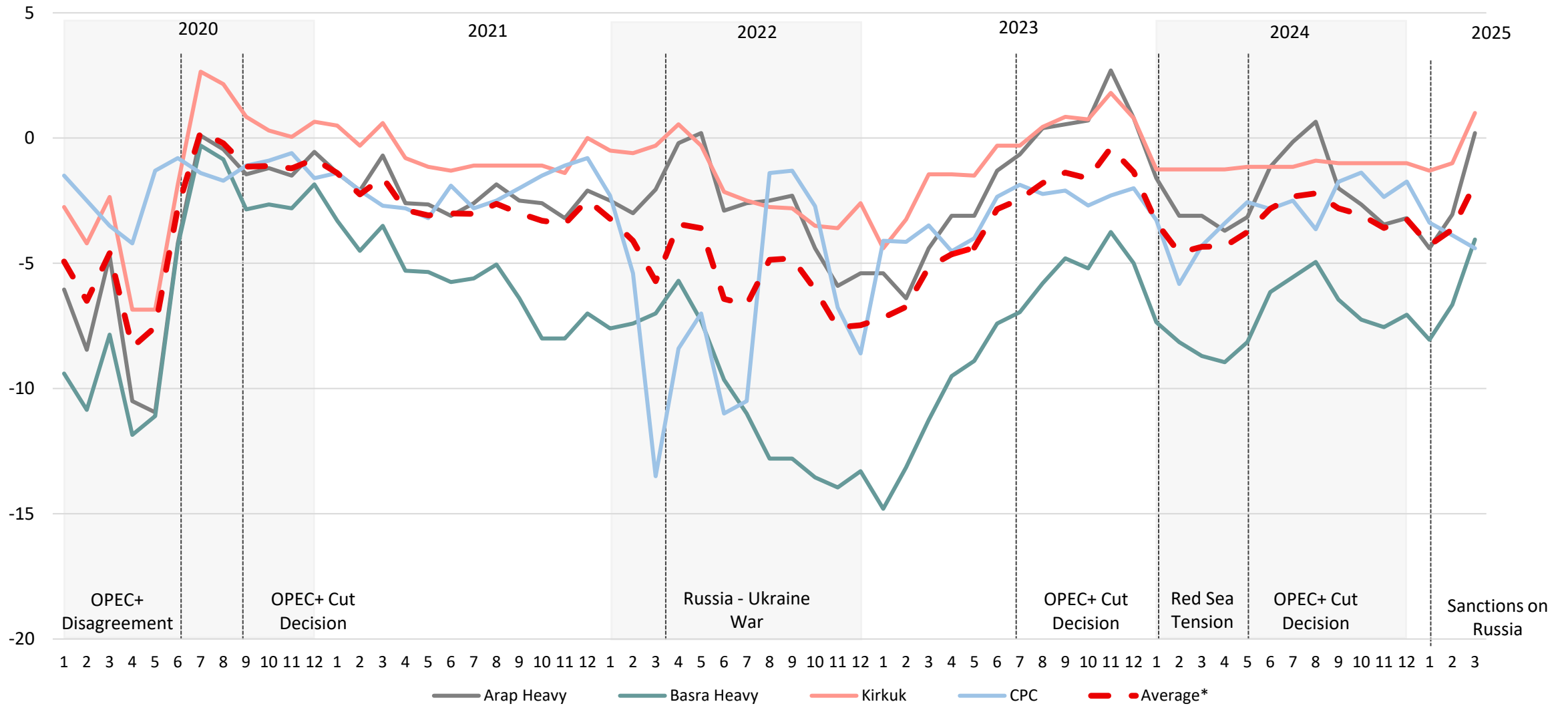
# Gasoline and High Sulphur Fuel Oil Cracks

\$/bbl



Data as of 31 March, 5 year range shows 2020-2024

# Heavy Crude Differentials to Brent (\$/bbl)



Data as of 31 March

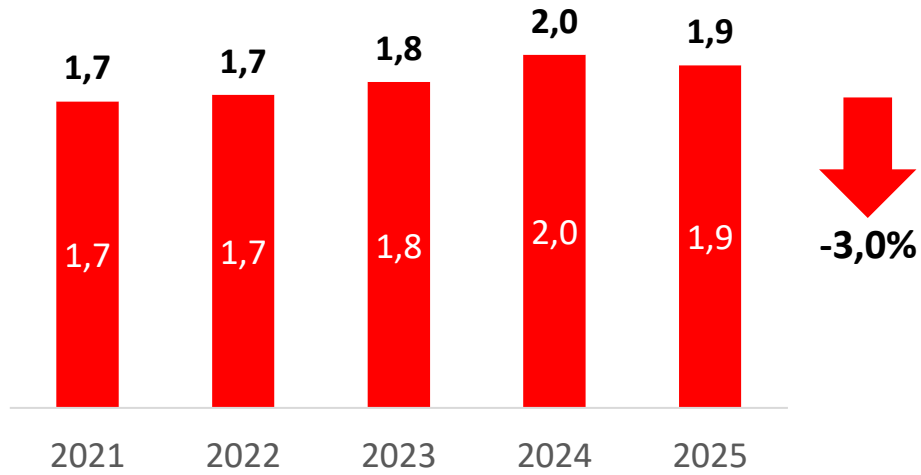
\*Simple average of listed differentials

# Turkish Market, 1M 2025

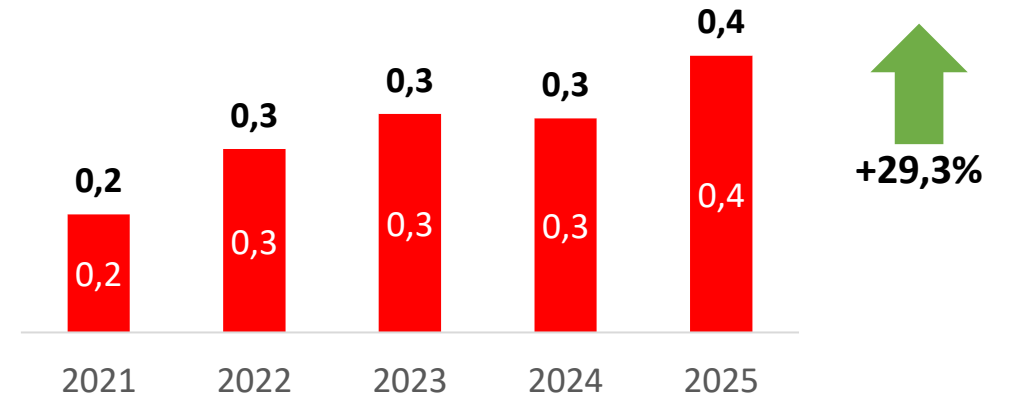
Jan

Million  
Tons

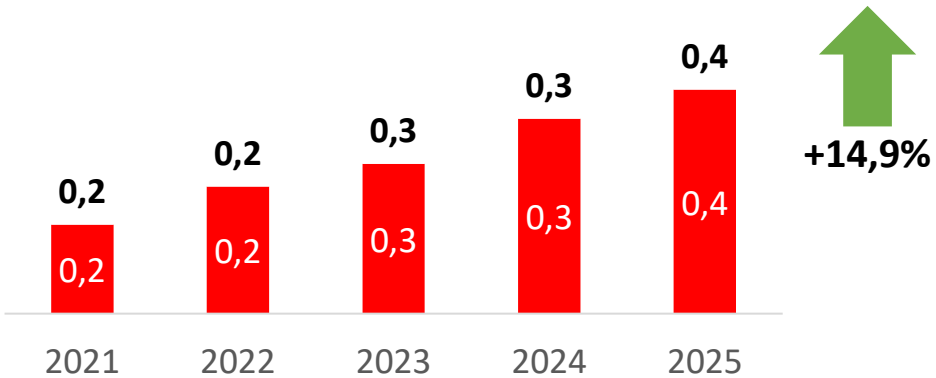
## Diesel



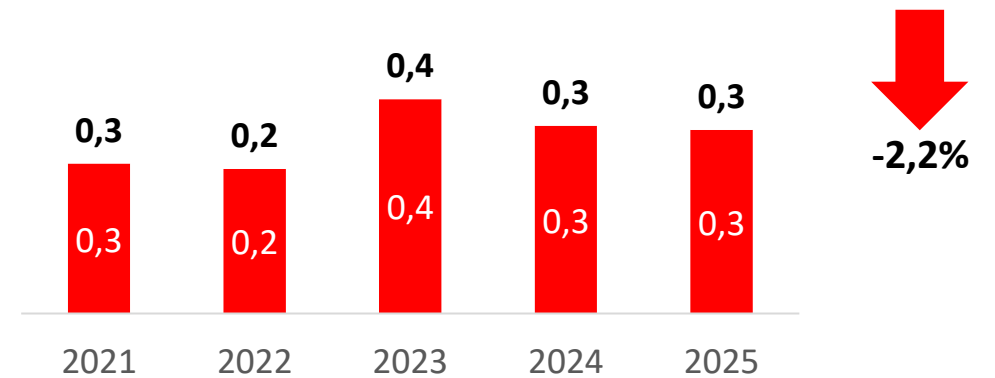
## Jet Fuel<sup>1</sup>



## Gasoline



## LPG

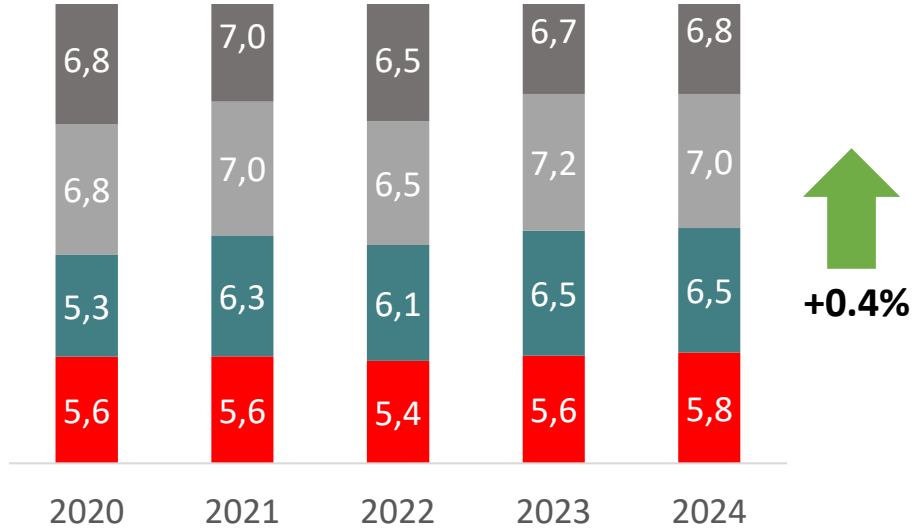


<sup>1</sup>Transit flight consumption included

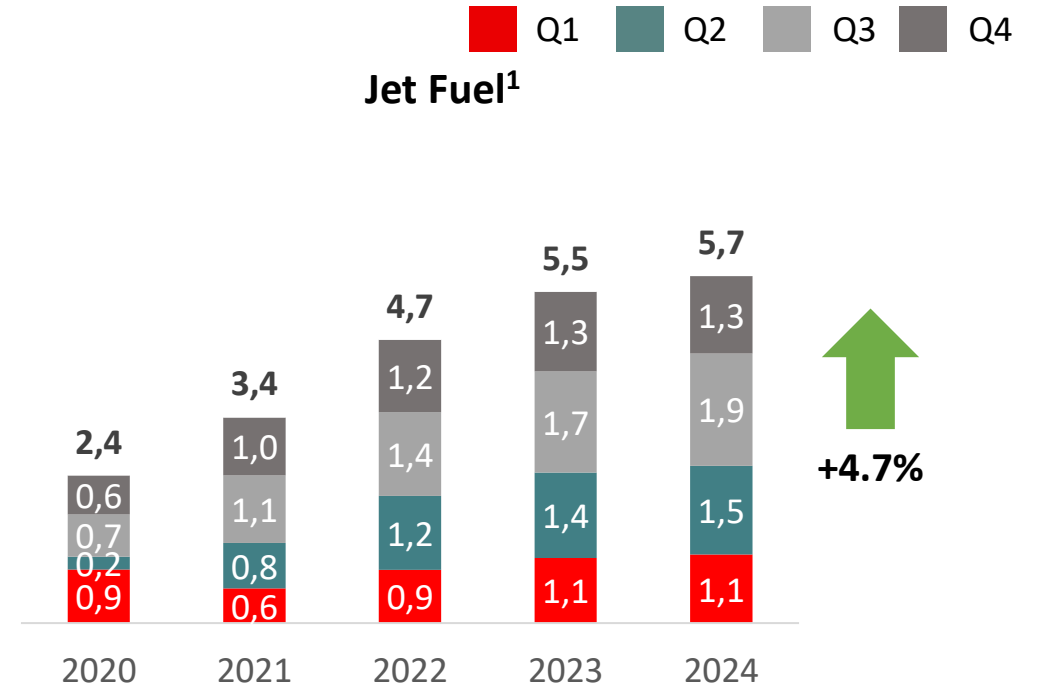
# Turkish Market, 12M 2024

Million Tons

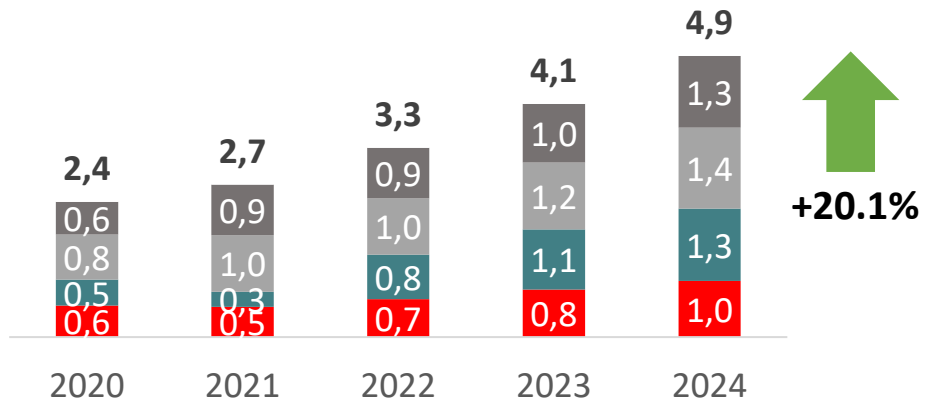
## Diesel



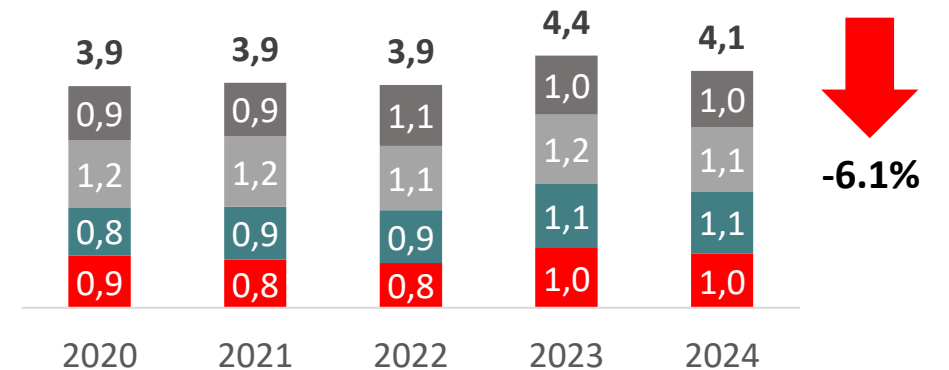
## Jet Fuel<sup>1</sup>



## Gasoline

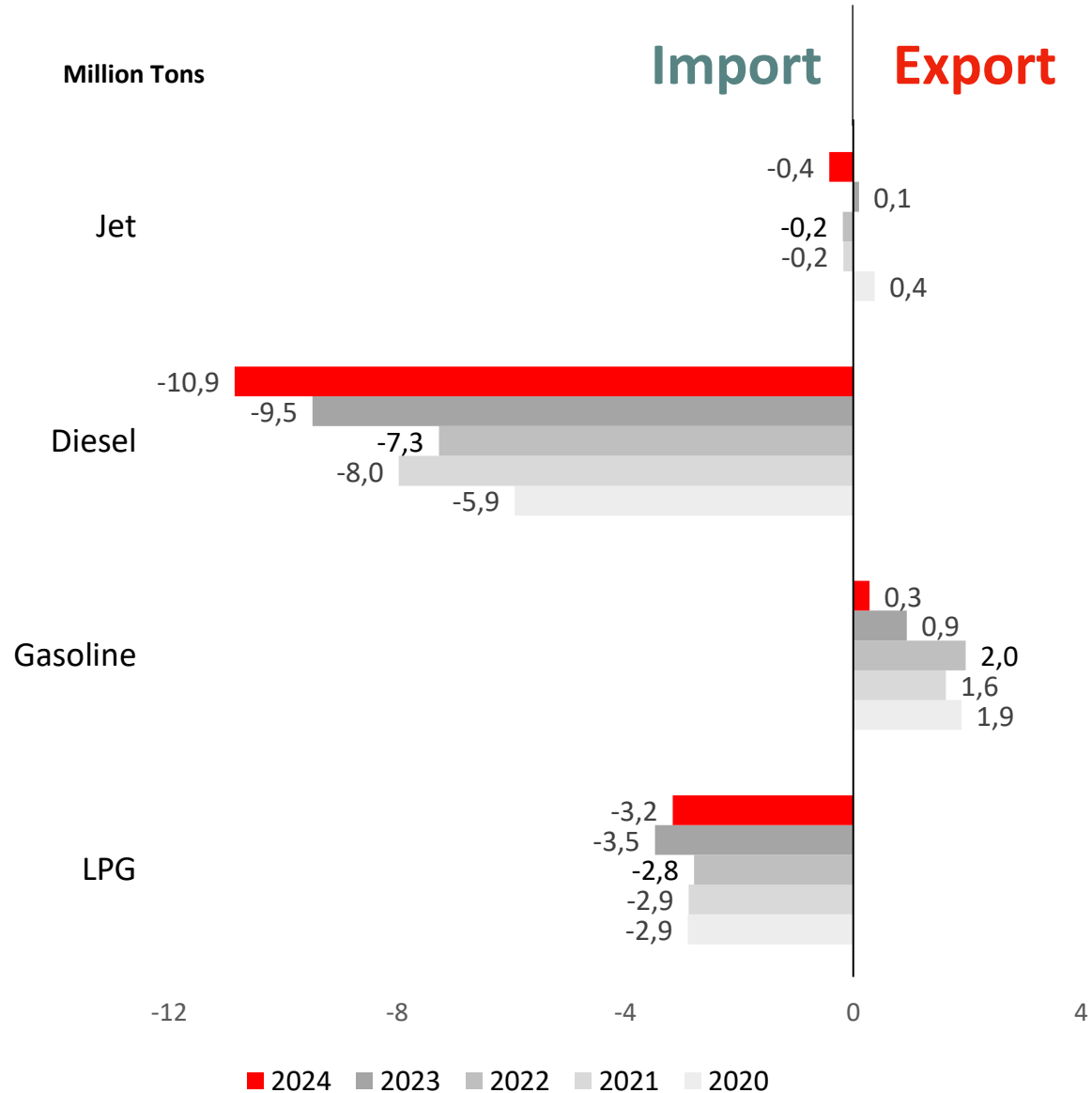


## LPG



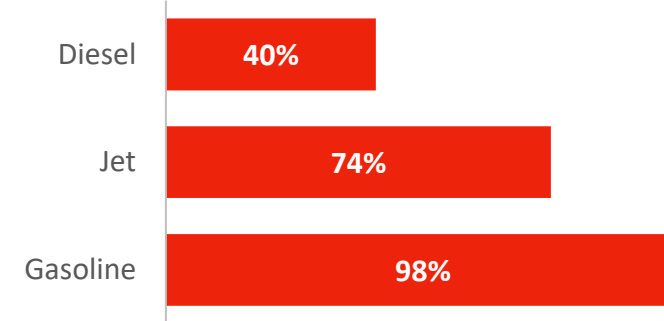
<sup>1</sup>Transit flight consumption included

# Turkey's Net Import / Export Balance

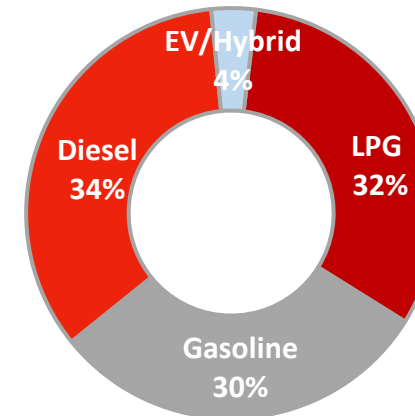


## Market Share of Tüpraş

2024 12M



## Fuel Choice of Passenger Cars 2024

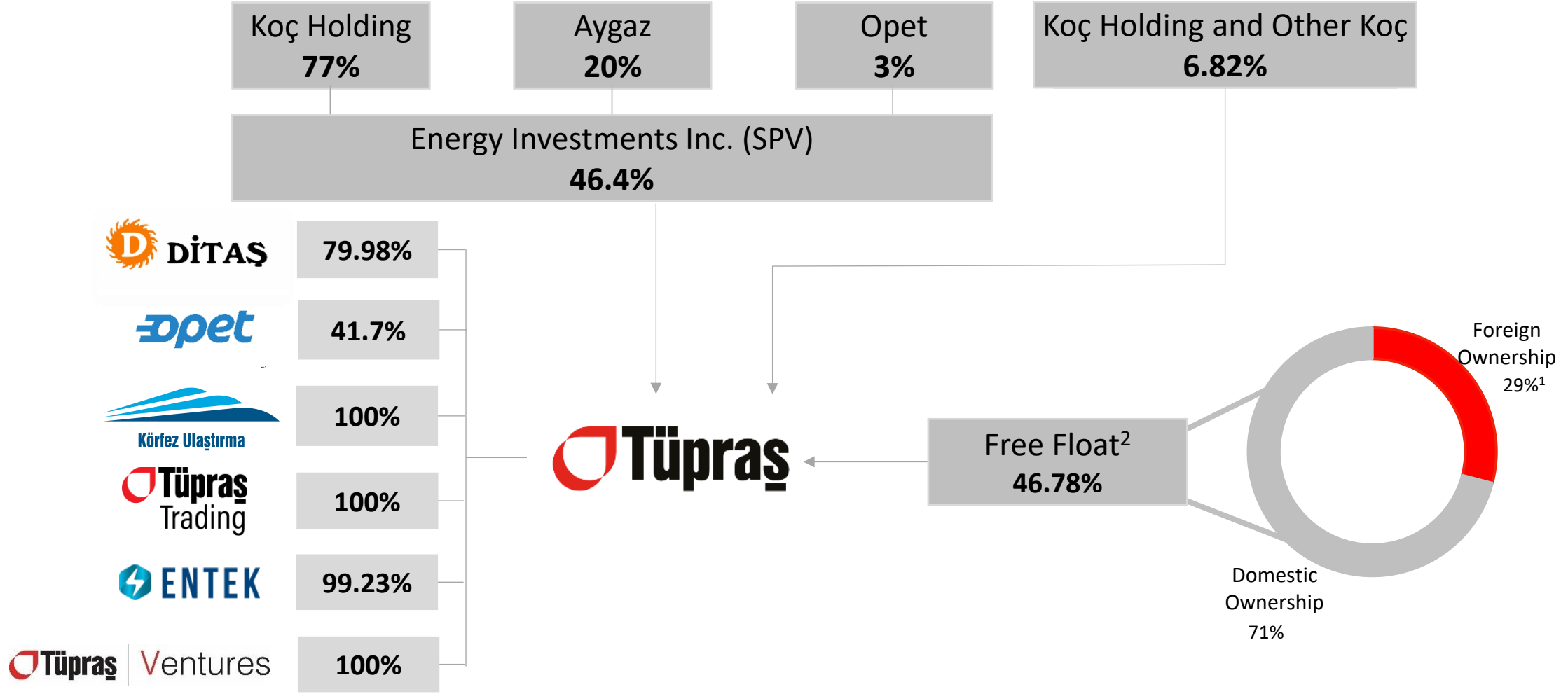




# Company Overview

# Tüpraş Shareholder Structure

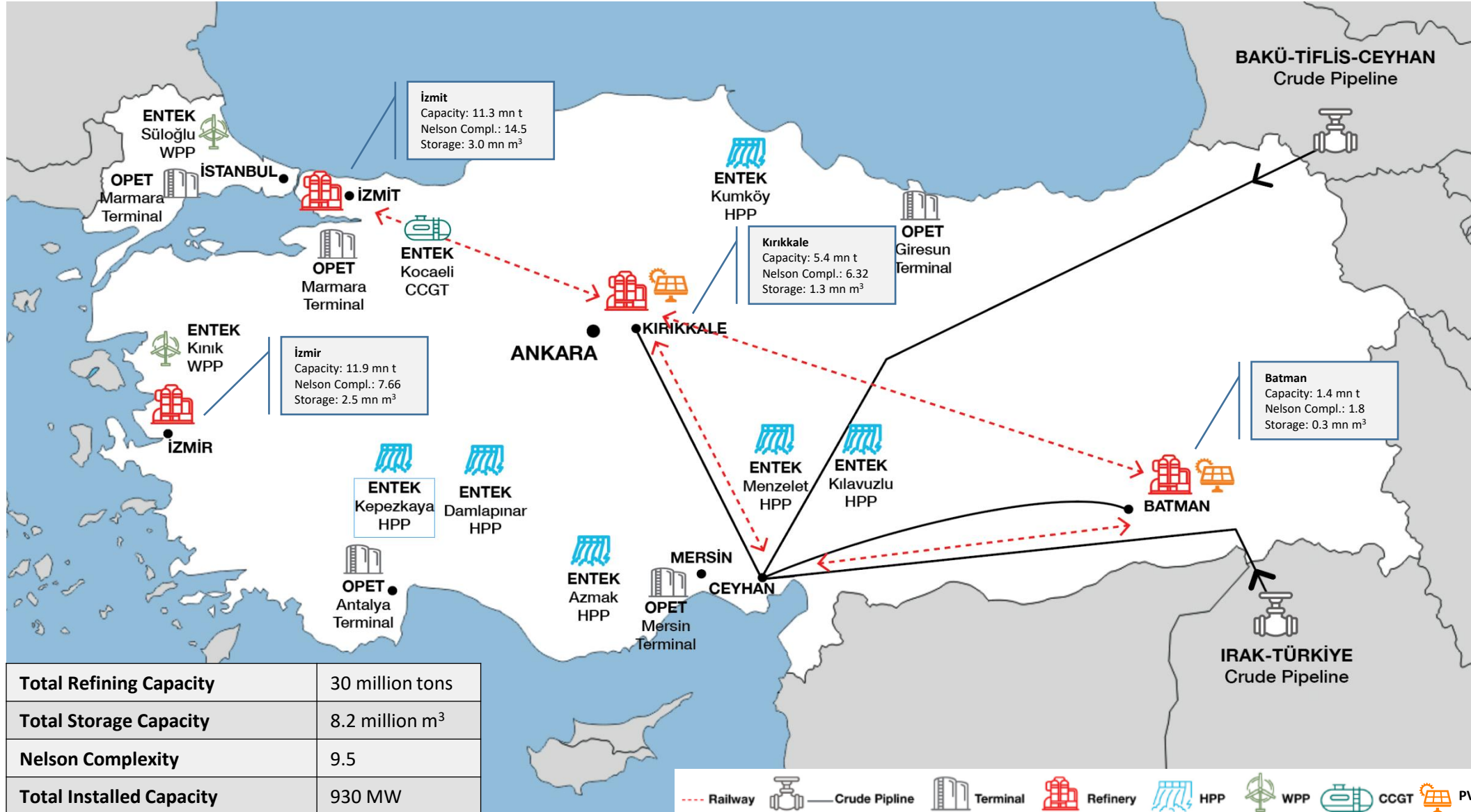
Tüpraş is Turkey's biggest industrial company and leading refiner.



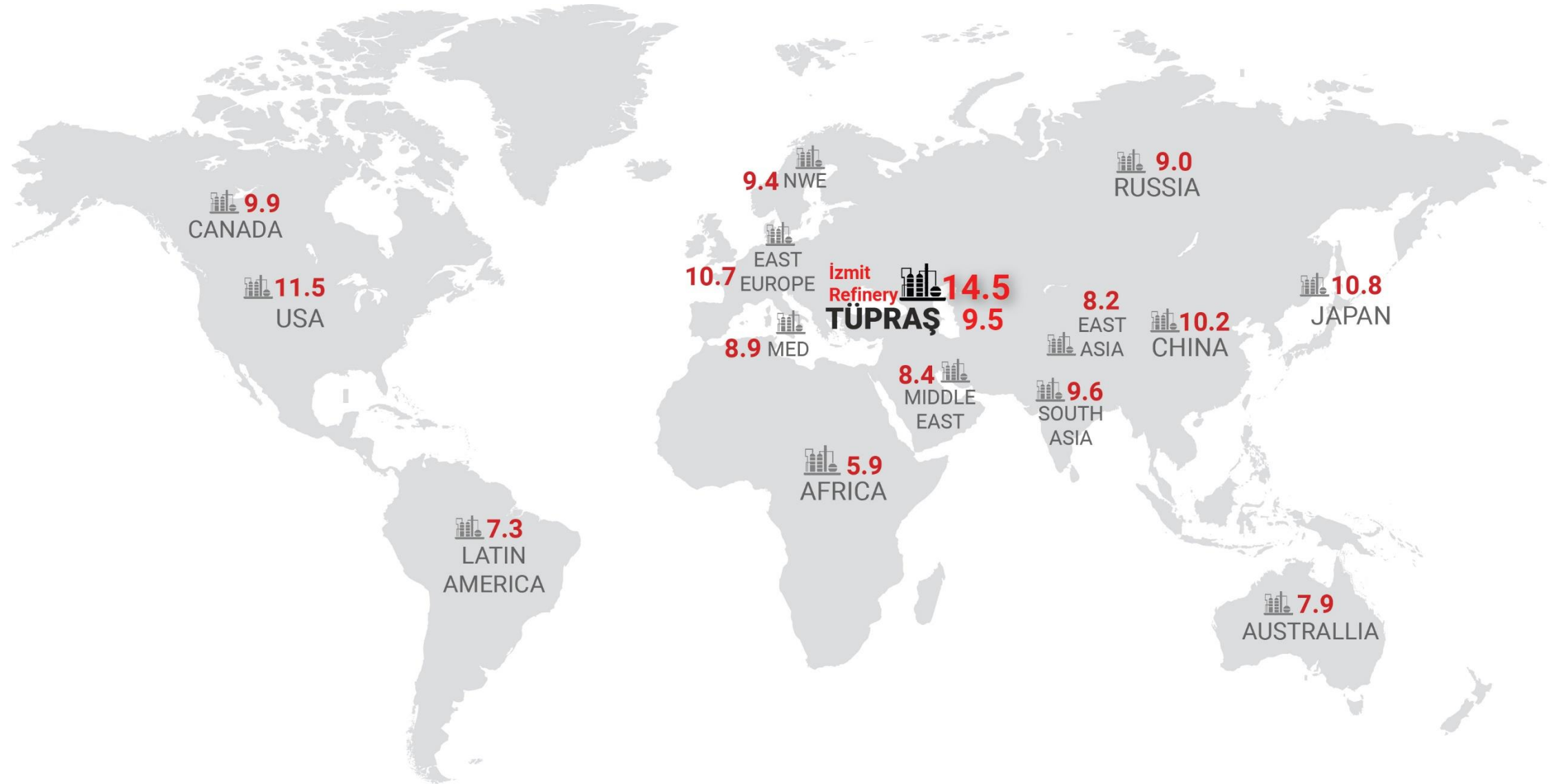
<sup>1</sup> As of December 31, 2024

<sup>2</sup> Includes %1.11 shares of Liquid Petroleum Co.

# Tüpraş' Refining Assets & Distribution Network



# Nelson Complexity of Refining Companies



# Tüpraş Subsidiaries

## OPET – Distribution (%41.7)



**Market Share:** **18.6%** White Products **14.3%** Black Products

**1,882** Stations  
**1.1 million m<sup>3</sup>** Storage capacity  
**199** EV Charging Unit (11% of stations)

## Körfez Ulaştırma – Railway Transport (%100)



- ~5% share in Turkish rail freight market
- **2.2 mn ton** of product and semi-product carried in 2024
- Operates with **14 locomotives** (9 of them are hybrid) and **551 total of fuel oil and platform wagons**

## Tüpraş Trading UK – Trading (%100)



- Over **4.7 million tons** of product trade
- Over **6.6 million tons** of spot crude oil connections
- **1.4 million tons** of third party trading

## Entek Electricity– (%99.23)



- **1.3 GWs** sales from production

**512 MW**  
 Entek's Installed Capacity

**136 MW** 2 WPP  
**112 MW** 1 CCGT  
**264 MW** 8 HPP

## DITAŞ Marine Transport (%79.98)



- Transportation of **10.5 million tons** crude cargoes and **6.9 million tons** products cargoes.

**661,787 DWT**  
 Carrying Capacity

**470,067 DWT** 4 Crude Oil Tanker  
**61,283 DWT** 4 Bitumen Tanker  
**130,437 DWT** 8 Product Tanker

## Tüpraş Ventures (%100)

**Tüpraş Ventures**

KOC GROUP COMPANIES' FIRST PRIVATE VENTURE CAPITAL INVESTMENT FUND

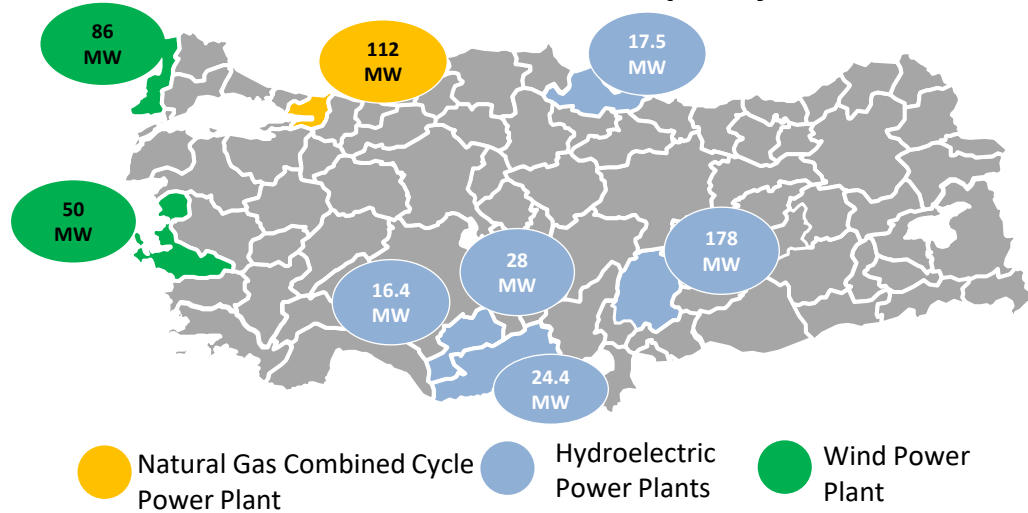
Energy Transformation Sustainability Operational Excellence

- Direct investment in 5 technological developments: **3 green hydrogen, 1 robotics and 1 thermal energy.**
- Collaboration with 2 venture capital funds investing in new technology companies in USA and Europe.
- In 2024, 34 investments were undertaken.

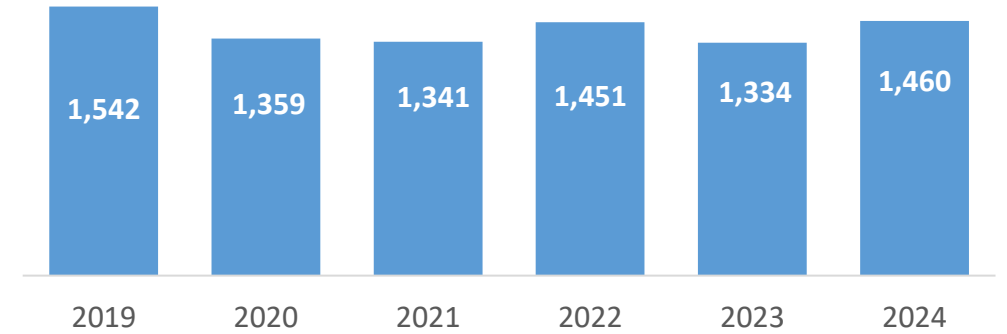
# Tüpraş Subsidiaries

## Entek - Electricity (Tüpraş Share: 99.23%)

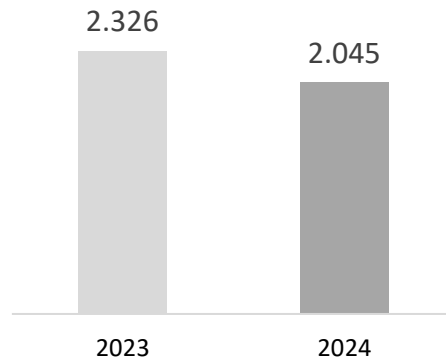
### Entek's Installed Capacity



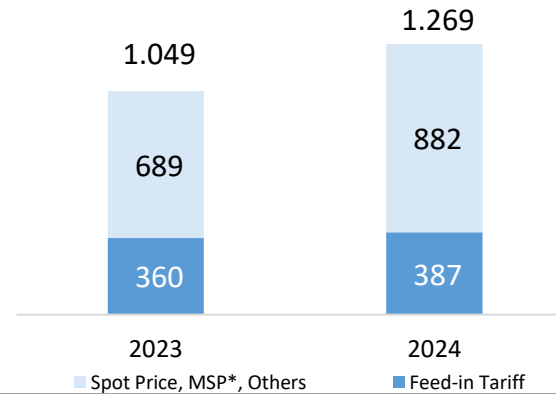
### Production (000 MWh)



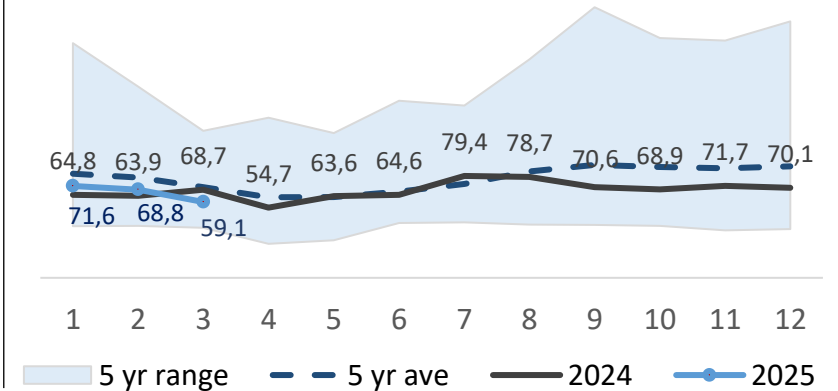
### EBITDA (Mn TL)



### Total ZCE Sales from Production (GWh)



### Spot Price (\$/Mwh)

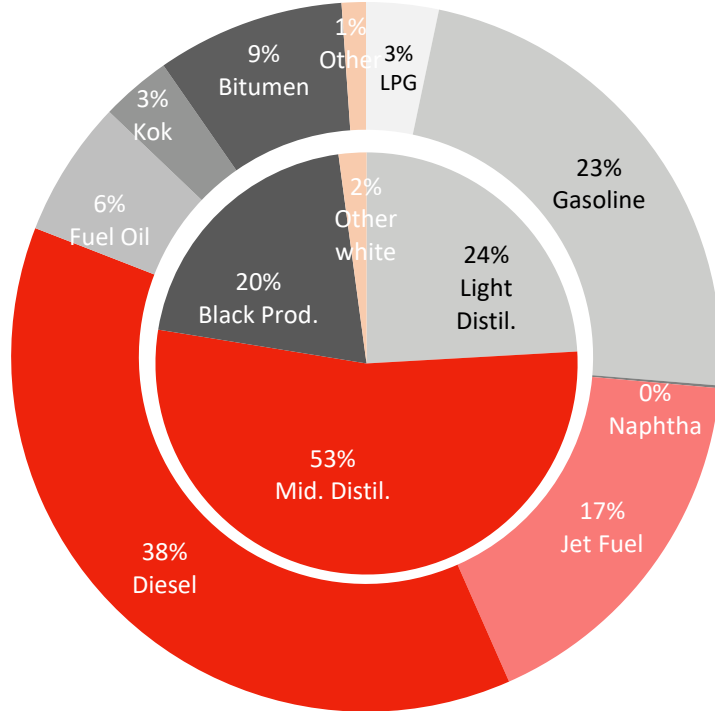




Operations

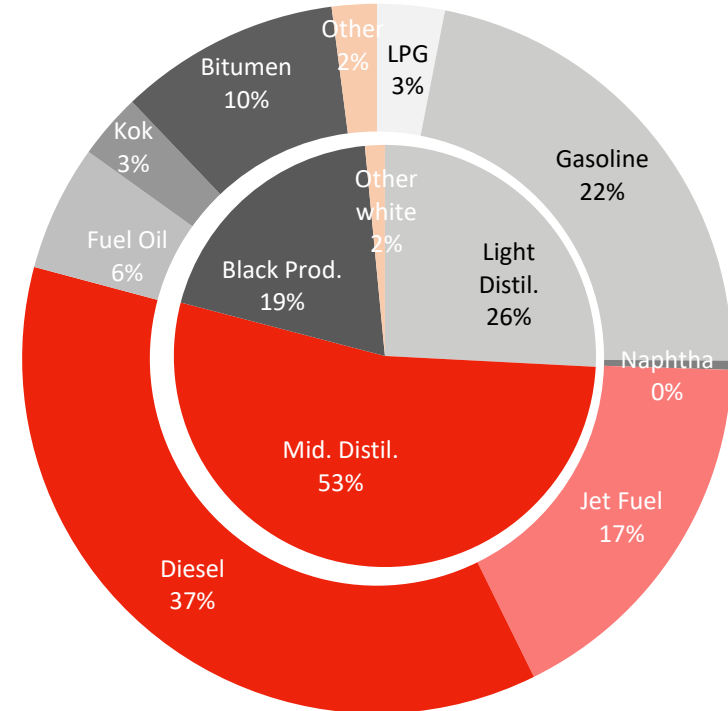
# Q4 Product Yields

Q4 2023



White Product Yield (%)	80.8%
Production	7.0 mn tons
API	31.5

Q4 2024

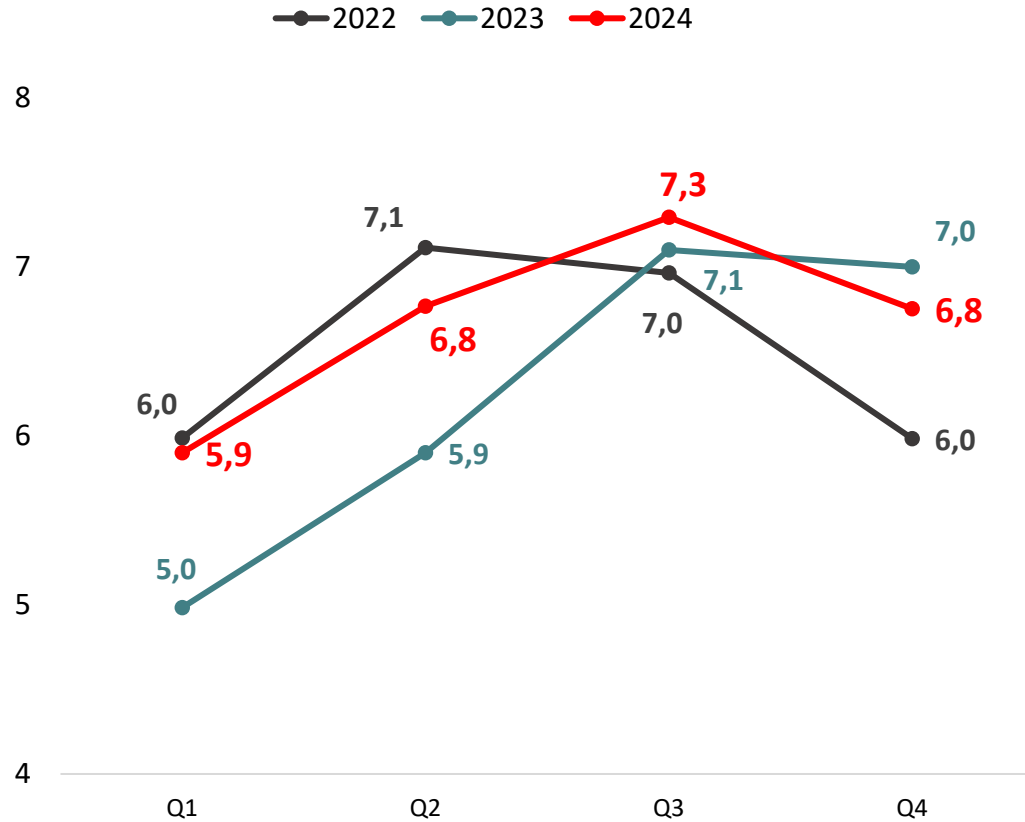


White Product Yield (%)	82.8%
Production	6.8 mn tons
API	31.2

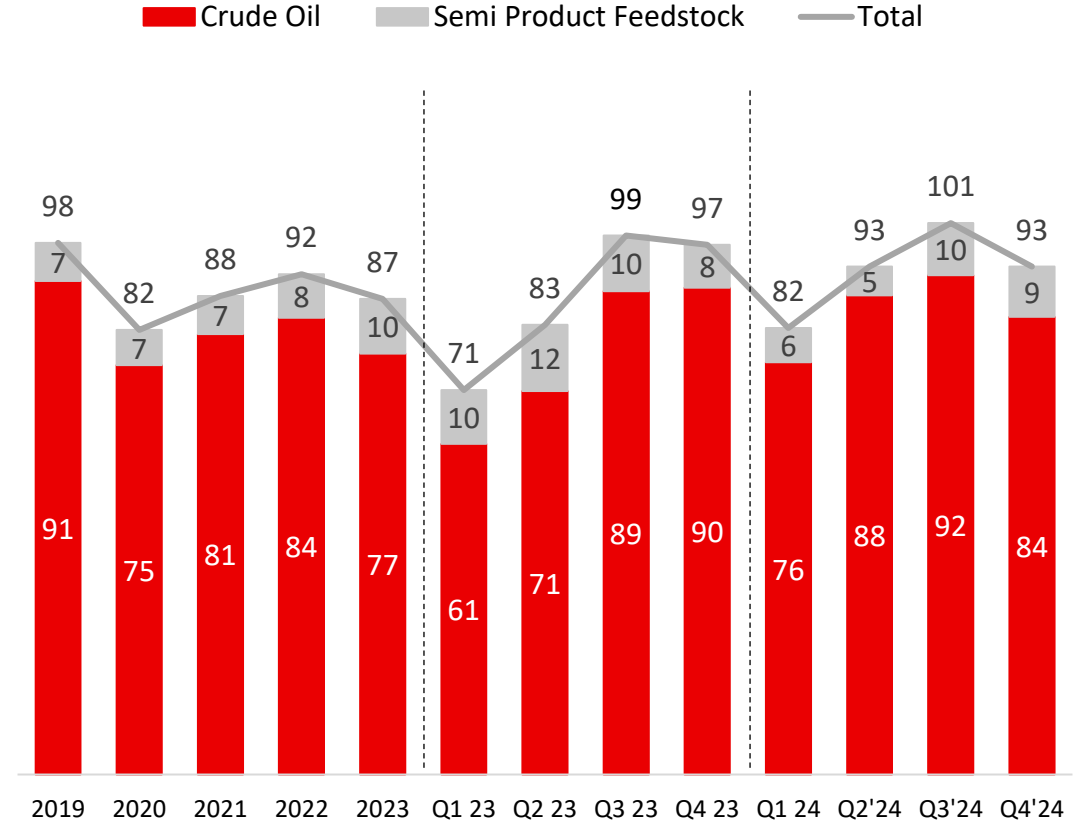
# Capacity Utilization and Quarterly Production Volume

- Tüpraş produced 6.8 million tons in Q4 2024.
- Capacity utilization for Q4 2024 was 93.4%.

### Quarterly Production (Million Tons)

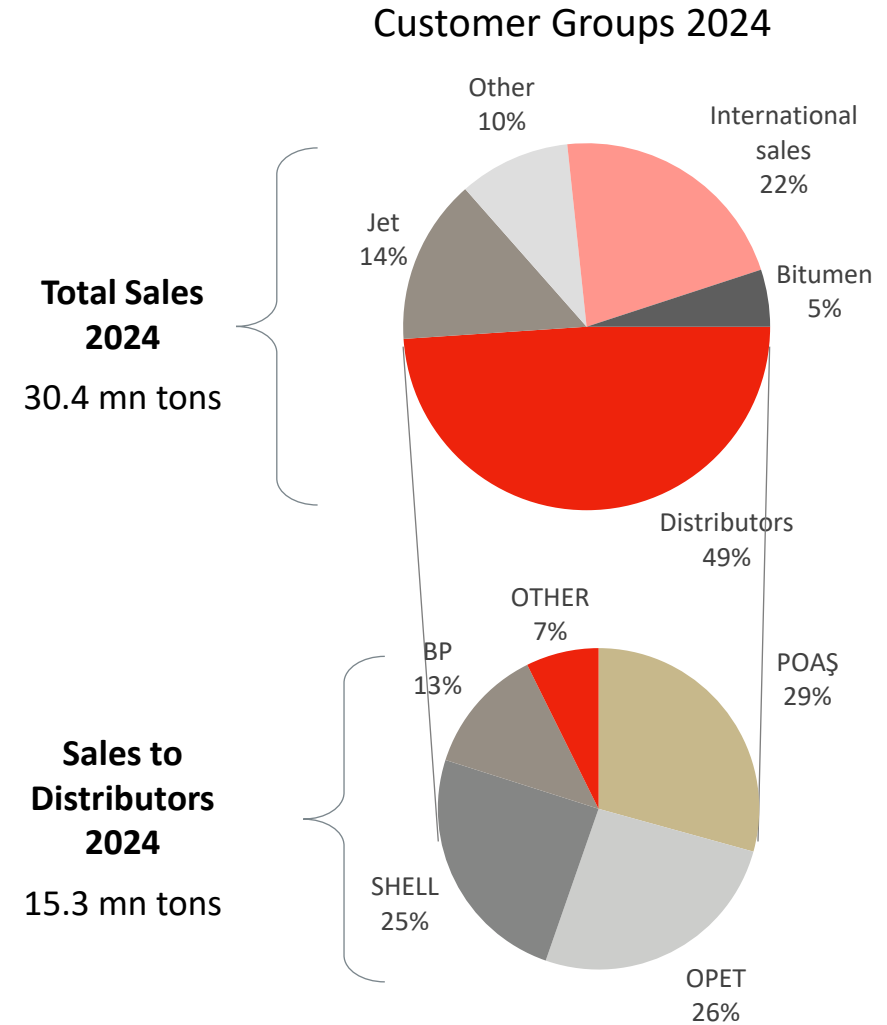
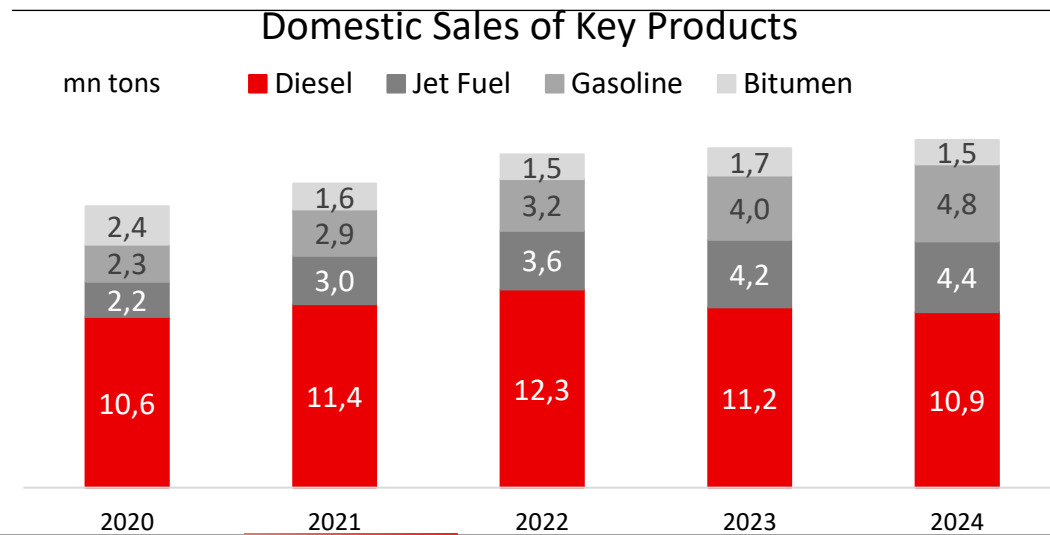
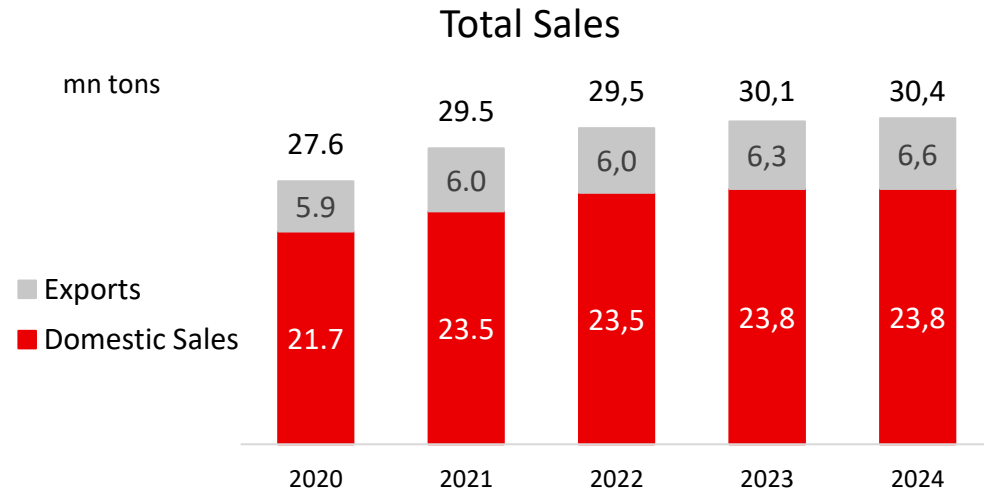


### Capacity Utilization (%)



# Sales

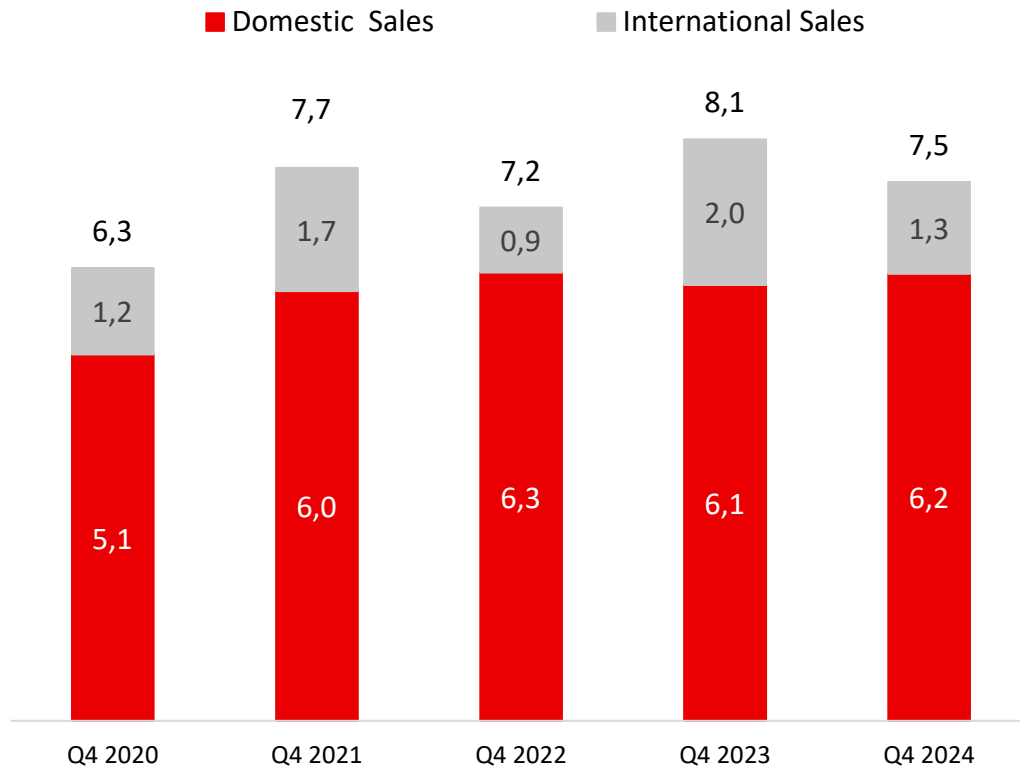
- Tüpraş generated 30.4 million tons of total sales in 2024.



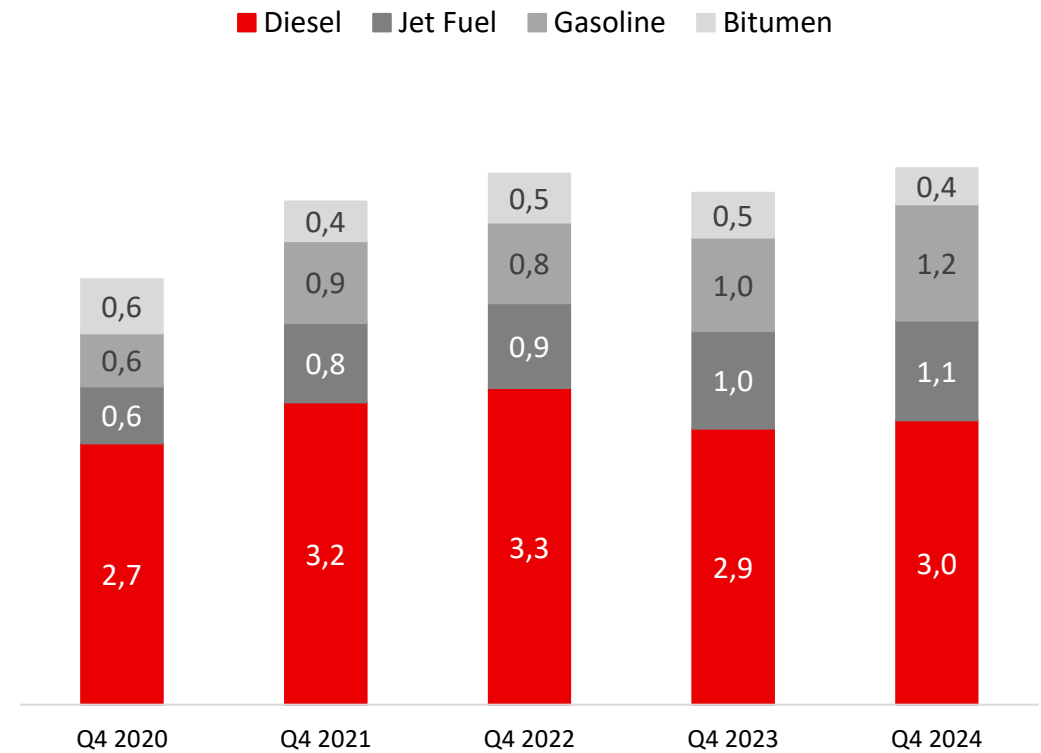
# Product Sales in Q4 2024 (Million Tons)

- Tüpraş generated 7.5 million tons of sales in Q4 2024, bringing the annual to 30.4 million tons in 2024.
- Domestic sales grew by 3% y/y with gasoline sales, up by 24% y/y with the increased demand.

## Total Product Sales



## Domestic Sales of Selected Products





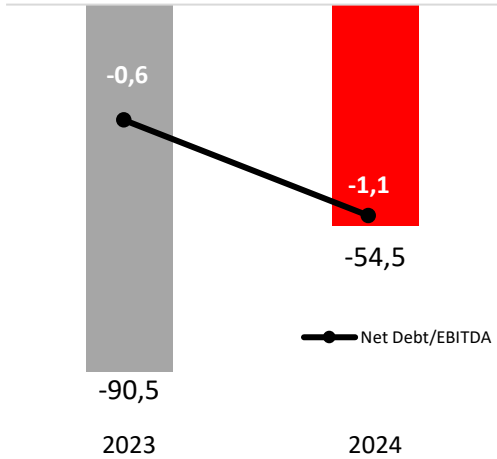
Financials

# Income Statement (Million TL)

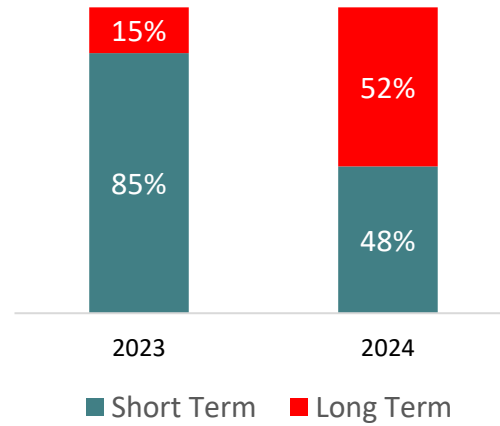
Million TL	Q4 2024	Q4 2023	%	12M 2024	12M 2023	%
Net Sales	173,475	266,622	-35%	810,386	991,203	-18%
COGS	-162,116	-228,046	-29%	-742,355	-832,772	-11%
<b>Gross Profit</b>	<b>11,359</b>	<b>38,576</b>	<b>-71%</b>	<b>68,030</b>	<b>158,431</b>	<b>-57%</b>
Operating Expenses	-5,274	-8,857	-40%	-26,942	-28,235	-5%
Income/Loss from other operations	76	-4,426	-102%	-5,378	-23,893	-77%
<b>Operating Profit</b>	<b>6,162</b>	<b>25,293</b>	<b>-76%</b>	<b>35,710</b>	<b>106,303</b>	<b>-66%</b>
Income/Loss from Equity pick ups	569	-1,022	-156%	1,426	1,637	-13%
<b>Operating Profit Before Fin. Income/Loss</b>	<b>6,730</b>	<b>24,271</b>	<b>-72%</b>	<b>37,136</b>	<b>107,940</b>	<b>-66%</b>
Financial Income/Expense	1,246	2,419	-49%	9,192	-7,499	-223%
Monetary Gain/Loss	-1,194	-3,912	-69%	-14,583	-16,961	-14%
<b>Profit Before Tax</b>	<b>6,782</b>	<b>22,779</b>	<b>-70%</b>	<b>31,746</b>	<b>83,480</b>	<b>-62%</b>
<b>Net Profit (excluding minority interest)</b>	<b>3,891</b>	<b>52,484</b>	<b>-93%</b>	<b>18,315</b>	<b>77,354</b>	<b>-76%</b>
<b>EBITDA*</b>	<b>8,851</b>	<b>31,526</b>	<b>-72%</b>	<b>51,315</b>	<b>140,522</b>	<b>-63%</b>
Inventory Gain/Loss	-1,367	6,250	-122%	5,075	21,374	-76%
<b>EBITDA CCS*</b>	<b>10,218</b>	<b>25,276</b>	<b>-60%</b>	<b>46,240</b>	<b>119,148</b>	<b>-61%</b>

# Financial Highlights

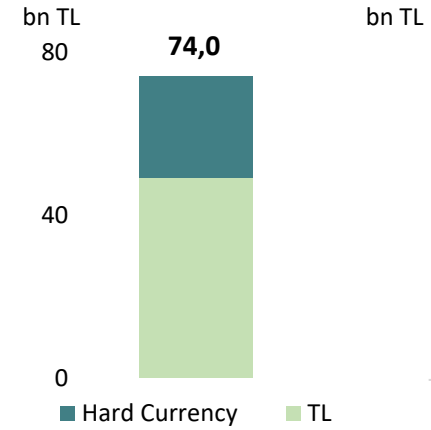
Net Debt & Net Debt / EBITDA



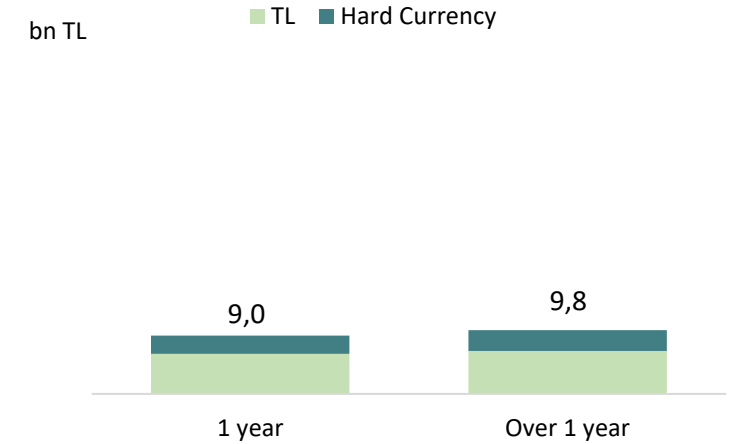
Loan Maturity Breakdown



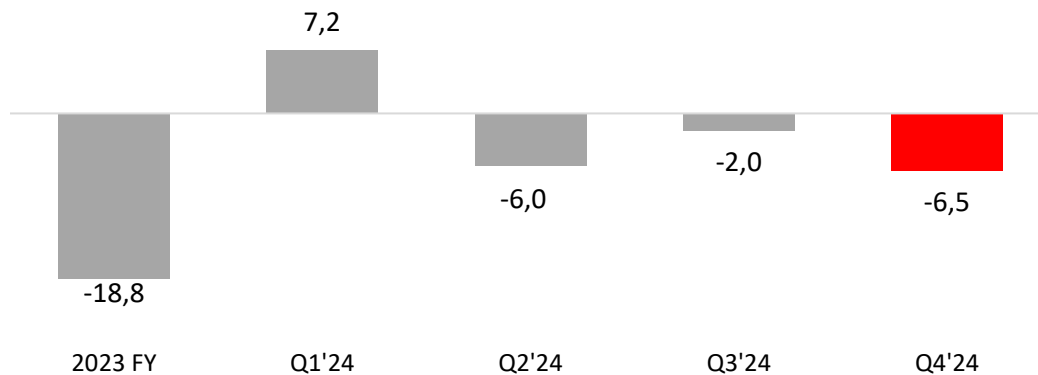
Cash Currency Breakdown



Redemption Schedule(\*\*)



Working Capital (bn TL)



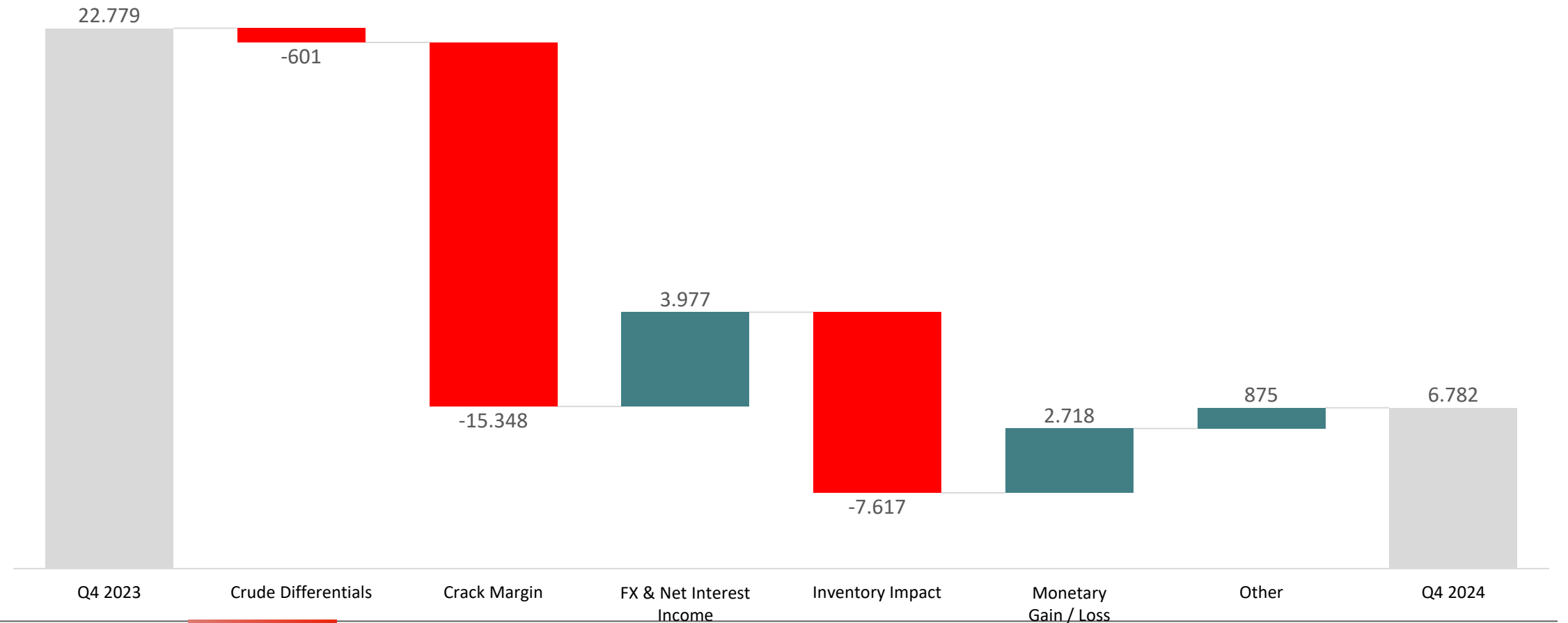
## Financial Management

- Working capital buffer was maintained with efficient cash management.
- Net cash position continued with strong operating cashflow.

# Profit Before Tax Bridge (Q4 2023– Q4 2024)

Lower energy expenses and strong net financial gains supported the PBT despite lower crack margins and narrow differentials.

Million TL



## Net Refinery Margin<sup>(\*)</sup> expectation 5-6 \$/bbl

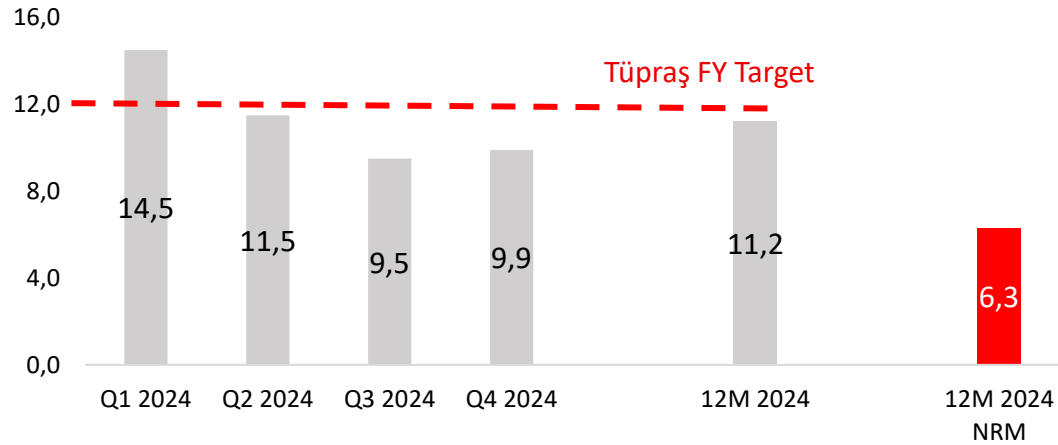
- ~26 mn tons annual production
- ~30 mn tons annual sales
- 90-95% average capacity utilization

Consolidated Capex ~600 million \$

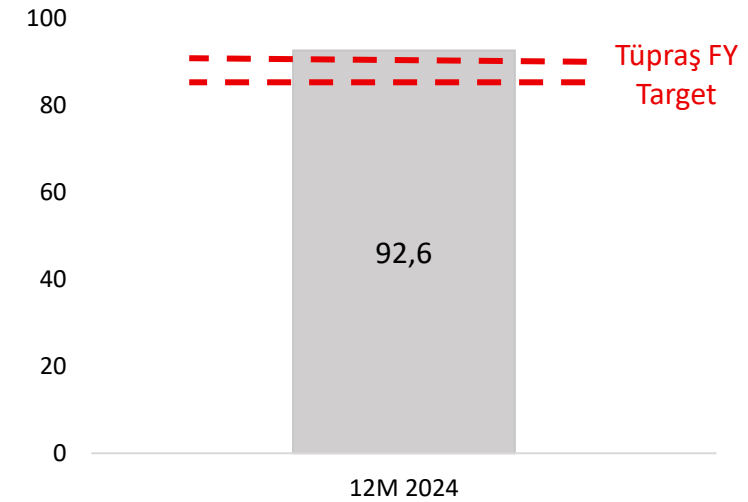
(\*) Net Refining Margin is calculated with all factors subject to inflation accounting stripped out.

# Q4 2024 Results

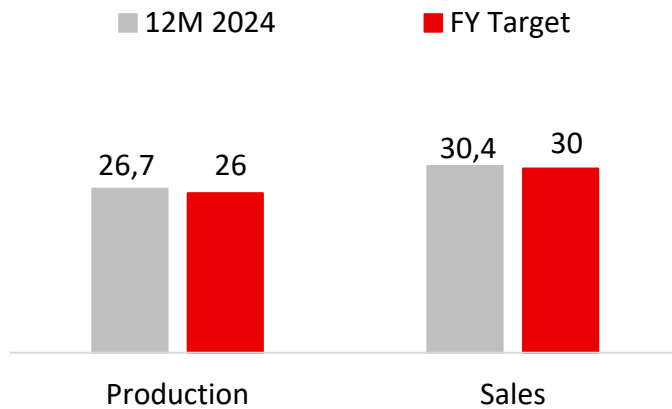
## Tüpraş Crack Margin (\$/bbl)



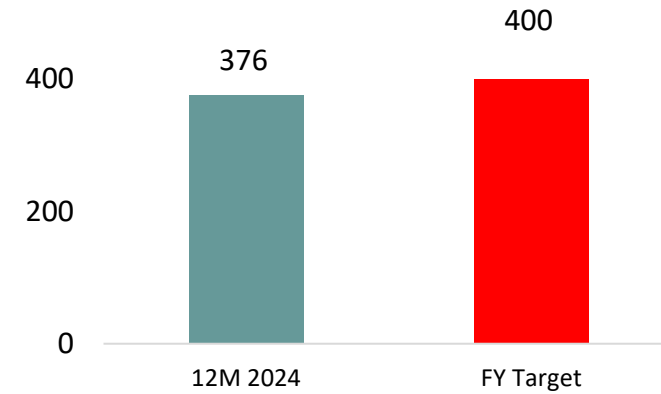
## Capacity Utilization (%)



## Operational (million tons)



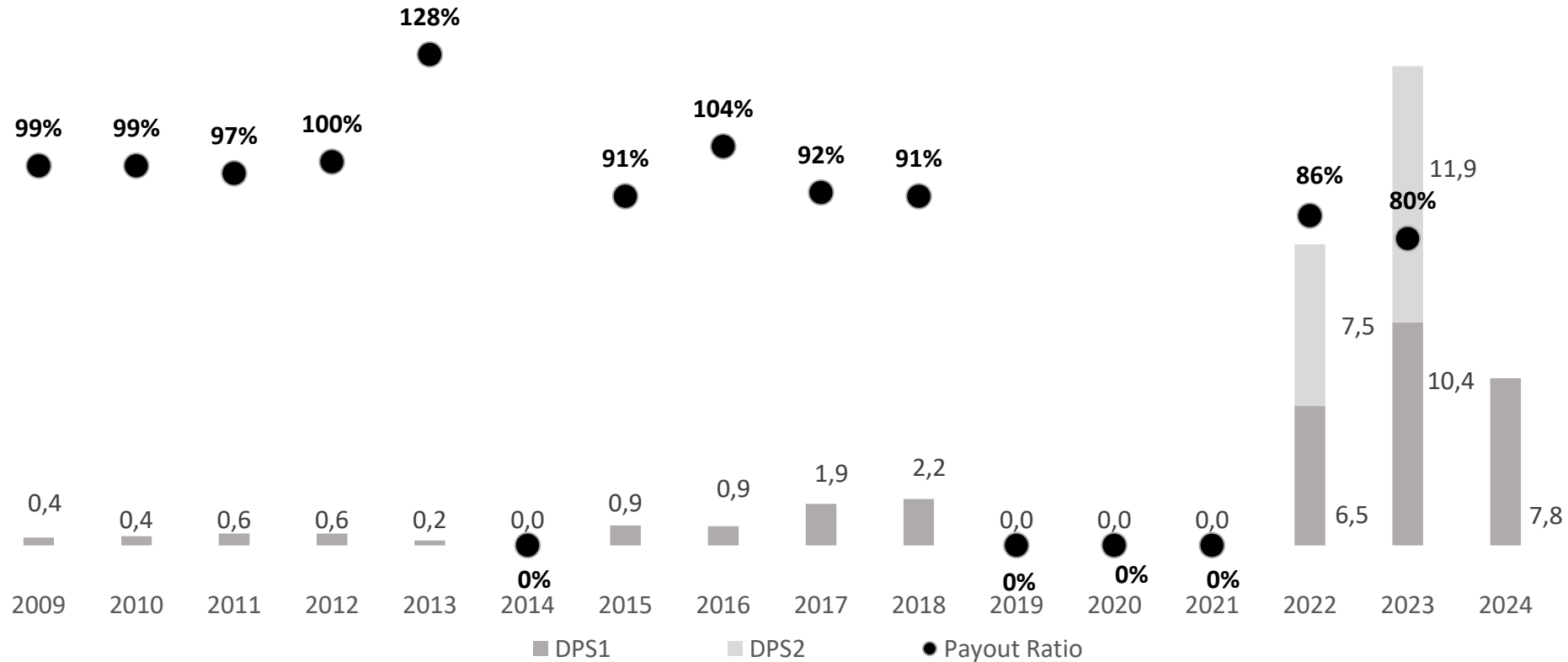
## Total Capex (mn \$)



# Tüpraş Balance Sheet (Million TL)

	31.12.2024	31.12.2023	Diff.	Diff. (%)
<b>Current Assets</b>	<b>185,591</b>	<b>290,418</b>	<b>-104,826</b>	<b>-36</b>
Cash & C. Equivalents	73,534	141,525	-67,991	-48
Trade Receivables	37,072	58,386	-21,314	-37
Derivatives	1,469	2,980	-1,511	-51
Inventories	60,278	64,197	-3,919	-6
Pre-paid expenses	1,770	1,845	-75	-4
Other Current Assets	11,468	21,484	-10,016	-47
<b>Long Term Assets</b>	<b>268,536</b>	<b>239,156</b>	<b>29,381</b>	<b>12</b>
Financial Assets & Subsidiaries	13,697	12,479	1,218	10
Tangible & Intangible Fixed Assets	233,149	200,379	32,770	16
Derivatives	47	53	-6	-11
Pre-paid expenses	3,999	2,620	1,379	53
Deferred Tax	889	9,336	-8,446	-90
Other Long-term Assets	16,755	14,288	2,467	17
<b>Total Assets</b>	<b>454,128</b>	<b>529,573</b>	<b>-75,446</b>	<b>-14</b>
<b>Short Term Liabilities</b>	<b>148,768</b>	<b>224,179</b>	<b>-75,410</b>	<b>-34</b>
Financial Loans	9,054	43,268	-34,214	-79
Trade Payables	103,880	141,428	-37,548	-27
Derivatives	2,838	769	2,069	269
Provisions	2,312	1,771	541	31
Other ST Liabilities	30,684	36,943	-6,259	-17
<b>Long Term Liabilities</b>	<b>19,111</b>	<b>12,391</b>	<b>6,721</b>	<b>54</b>
Financial Loans	9,935	7,736	2,199	28
Payables & Provisions	1,665	2,995	-1,330	-44
Derivatives	448	677	-230	-34
Other LT Liabilities	7,064	983	6,082	619
<b>Total equity attributable to equity holders of the parent</b>	<b>282,215</b>	<b>289,860</b>	<b>-7,645</b>	<b>-3</b>
<b>Minority Interests</b>	<b>4,032</b>	<b>3,144</b>	<b>889</b>	<b>28</b>
<b>Total Liabilities &amp; Equity</b>	<b>454,128</b>	<b>529,573</b>	<b>-75,446</b>	<b>-14</b>

# Dividend (TL)



## Strategic Transition Dividend Plan

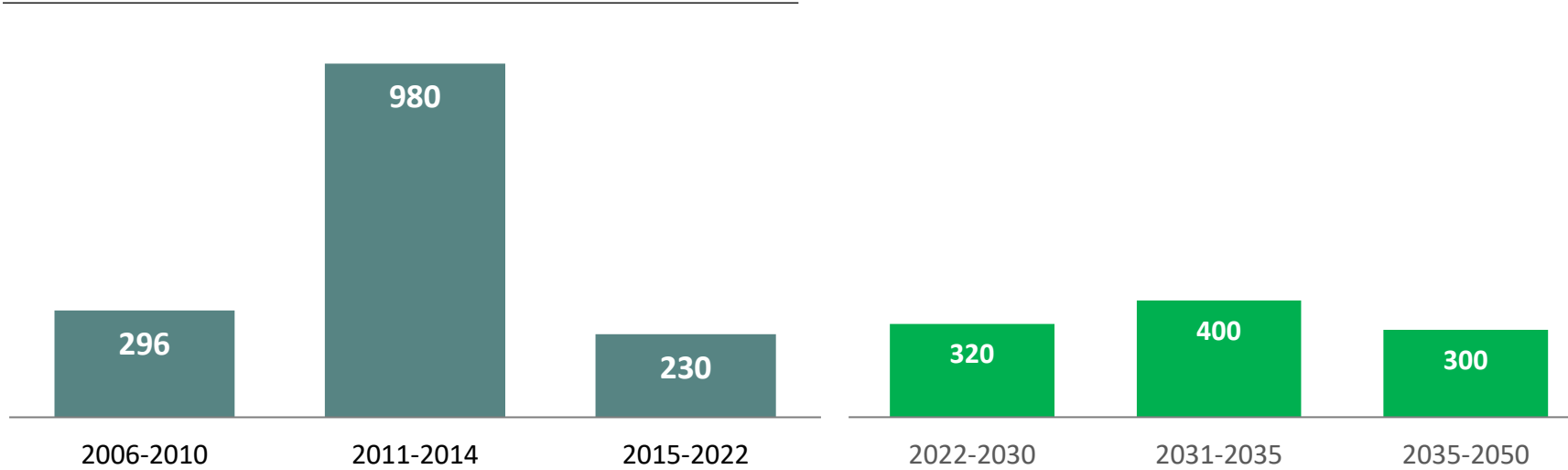
Our new business model enables us to pay ~80% average dividends and we will remain as a high dividend payer

\*2009-2023 dividend payout ratio, which is calculated according to distributable net income based on statutory accounts

# Investments (Million \$)

Avg. 460 Mn\$

Avg. 350 Mn\$



7,5<sup>+</sup>   
After privatization  
Billion \$ investment

## CURRENT PROJECTS

- FCC Modernization in İzmir
- New Sulphur Recovery Unit in Kırıkkale
- Solar Power Plant in Kırıkkale
- Firefighting System Modernization in Kırıkkale
- Wind Power Plant in İzmir

# Financial Policy

**Financial Discipline:** Risk management policies focusing on areas such as leverage, liquidity, counterparty risk, commodity, interest rate and currency exposure.

## Leverage & Liquidity

### Liquidity risk management & targets/limits for financial ratios:

- Net financial debt/EBITDA
- Net financial debt/Equity
- Current ratio
- Share of long-term debt

## Counterparty Risk Policy

Deposit is kept within bank-based limits:

- Credit rating assessment and strong capital base.
- Cap on the maximum deposit allocated to a single bank.
- Cap for deposits subject to banks shareholders' equity

## Interest Rate & Fx

- The fixed/floating profile of financial debt.
- Management of FX risk with derivative instruments
- Zero FX exposure target on daily basis.

## Commodity Hedging Policy

### Inventory Hedging Policy:

- Operational hedge: Optimum stock policy & forward pricing mechanism.
- Financial hedge: Cargo based hedging to match the pricing period of purchases with sales.

### Crack Margin Hedging Policy:

- Financial hedge: Crack margin (gasoline, diesel, jet fuel, fuel oil) risk mitigation by using derivatives.
- Hedge ratio between %0-%50 with up to 1 year hedge tenor



Strategy

# Turkey's Transportation Energy Demand

## Turkey's Transportation Energy Demand

in million tonnes of oil equivalent (mtoe)



## OUR PROJECTIONS



Turkey's fossil fuel consumption to peak in 2030



**Diesel** to be partially replaced by **H<sub>2</sub>**, for commercial vehicles existing domestic refining capacity will still be well positioned



In passenger cars, **EVs** to lead new sales starting early 2030s and become the dominant powertrain before 2040

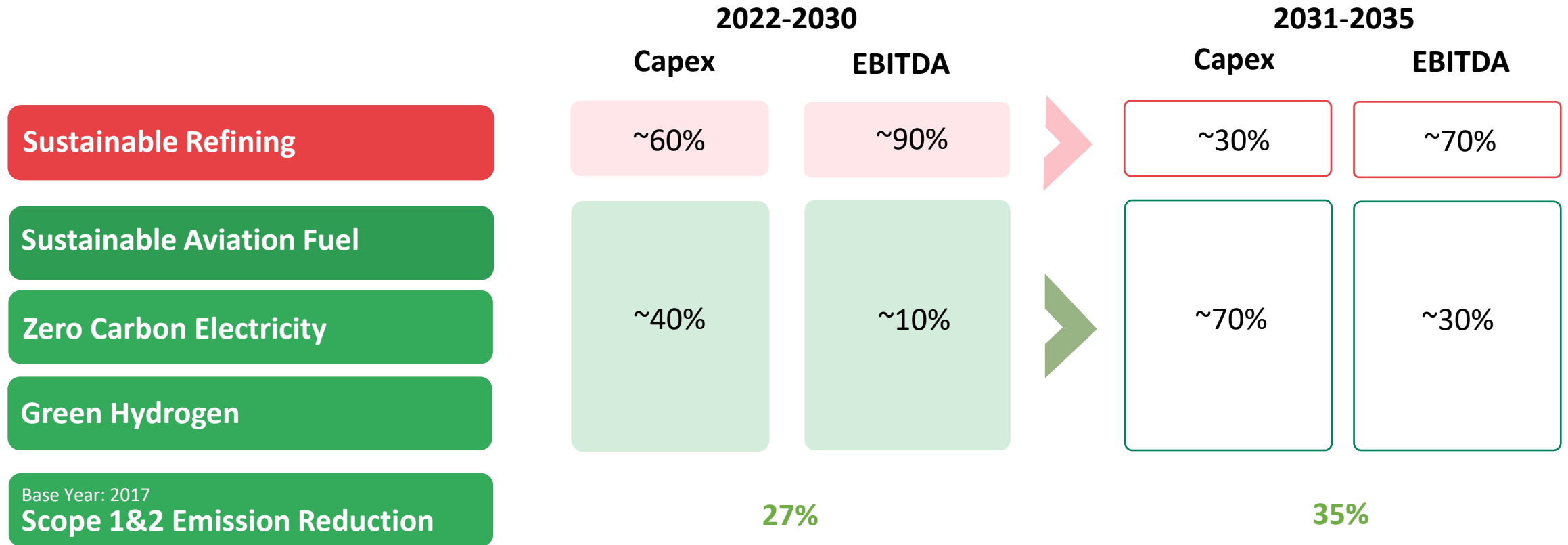


**H<sub>2</sub>** to enter a rapid growth phase from 2030



**Sustainable Aviation Fuel** to cover ~10% of aviation fuel by 2030

# Strategic Transition Plan



## Sustainable & Profitable Tüpraş

2035

Average EBITDA  
**> \$1 Billion / Year**

Average Capex  
**~ \$350 Million /Year**

ROACE  
**> 25%**

Net Debt/  
EBITDA  
**<2.0x**

Average Pay-Out Ratio  
**~ 80%**

# Strategic Transition Plan – Investment Areas



## SUSTAINABLE REFINING

### Energy Efficiency and Decarbonization Projects

- Remain as a **Major EBITDA Contributor**
- **Improve energy efficiency** to drive up profitability
- **Diversify product portfolio** through lighter chemicals
- Within **2022-2035**;
  - **~2.3 bn USD capex, ~13 bn USD Cumulative EBITDA**



## ZERO CARBON ELECTRICITY

### Integrating Zero Carbon Electricity to produce Green H<sub>2</sub>

- Ensure affordable **green H<sub>2</sub> production, capturing electrification demand**
- **Primarily supply zero carbon electricity for H<sub>2</sub> production, remaining portion to be sold**
- Within **2022-2035**;
  - **~1.3 bn USD capex , ~400 MUSD Cumulative EBITDA**



## BIOFUELS

### Becoming the Lead SAF Supplier in Turkey

- Capture changing market for **liquid fuels**, ensure **long term profitability in aviation sector**.
- **Conversion of existing unit** in İzmir to produce **Sustainable Aviation Fuel (SAF)**
- Within **2022-2035**;
  - **~600 MUSD capex, ~1.1 bn USD Cumulative EBITDA**



## GREEN HYDROGEN

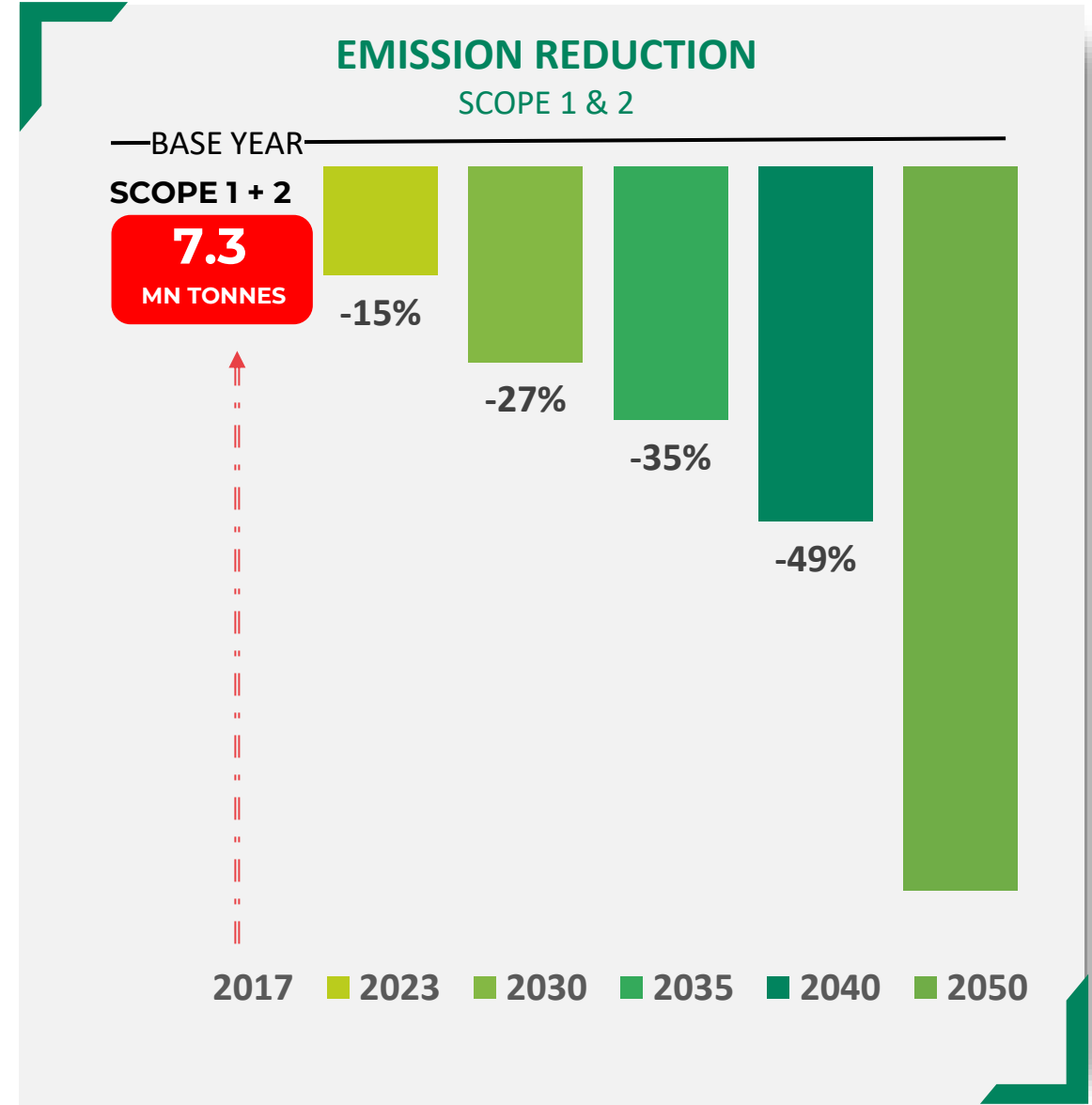
### Reducing Refining Emissions

- Capture changing market for **land transportation, reduce refining emissions**.
- **Reduce Scope 1-2 emissions** of refineries. Followed by **H<sub>2</sub> sales**, starting from 2030.
- Within **2022-2035**;
  - **~690 MUSD capex, ~640 MUSD Cumulative EBITDA**

# Strategic Transition Plan – Emission Reduction



**We will invest in  
energy efficiency & decarbonization  
Projects, green hydrogen & zero carbon  
electricity usage in refining to reduce  
scope 1 & 2 emissions**



# Strategic Transition Plan - Financials

We are  
sustainable  
and  
profitable.

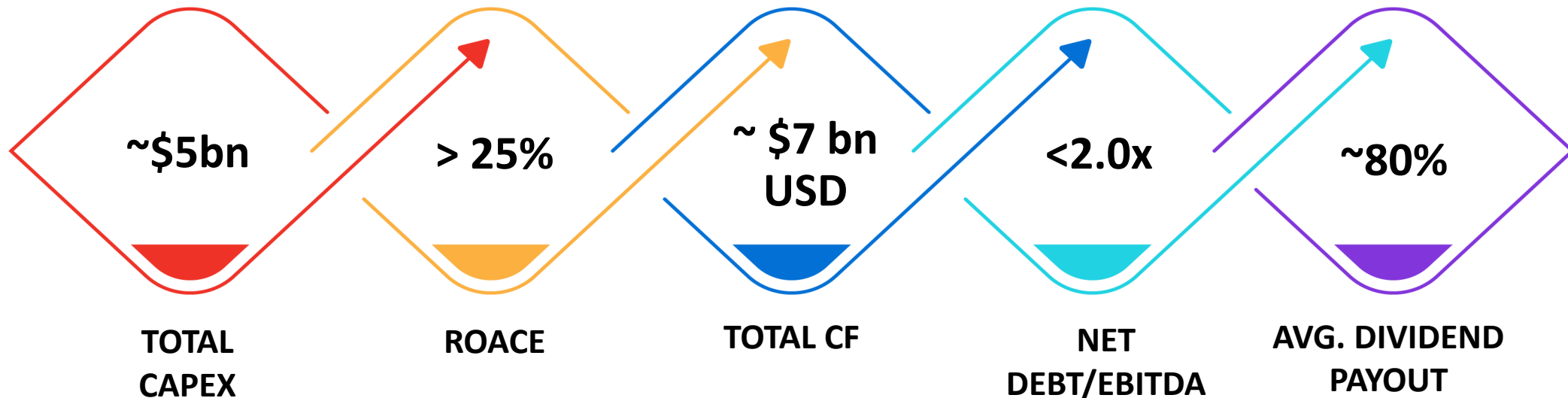
Will **eliminate our scope 1 & 2 emissions by 2050** while executing our plan and achieving these results.

**\$350mn** average CAPEX until 2035, totalling **\$5 bn.**

ROACE will remain above 25% creating **~\$7bn total CF** until 2035

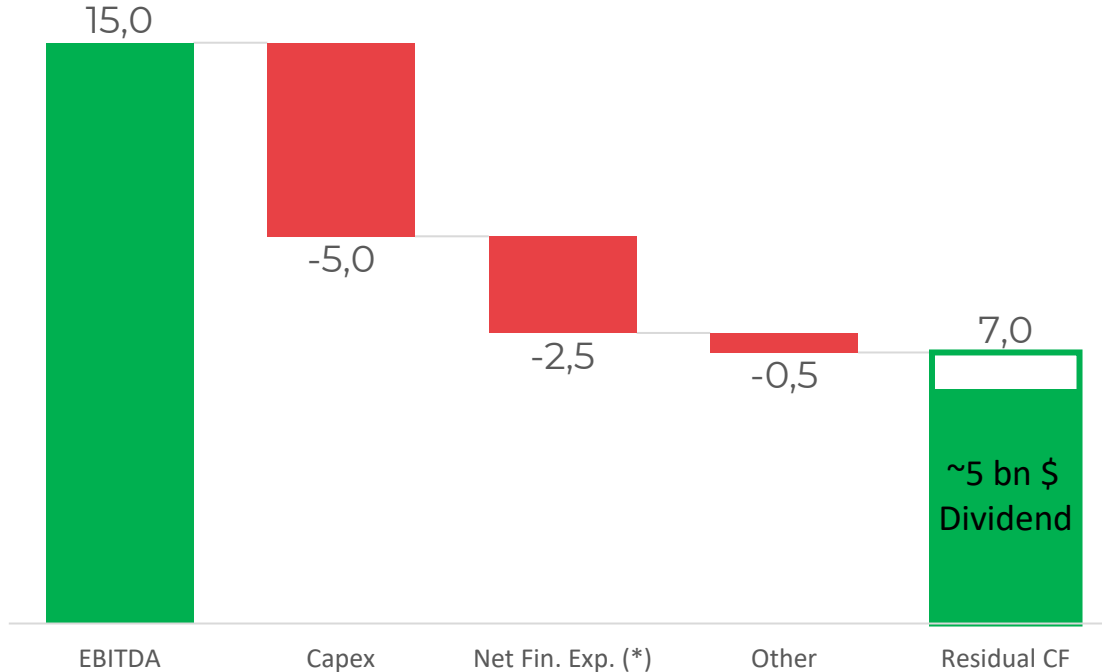
With ample CF, **Net Debt / EBITDA** will be below **<2.0x**

Will remain a **high dividend payer**, average **~80% dividend pay-out**



# Strategic Transition Plan - Financials

Cumulative Cash Flow Bridge (2022-35, \$ bn)



(\*) Consists of net additional funding and related financial expenses

## Sound Financial Plan

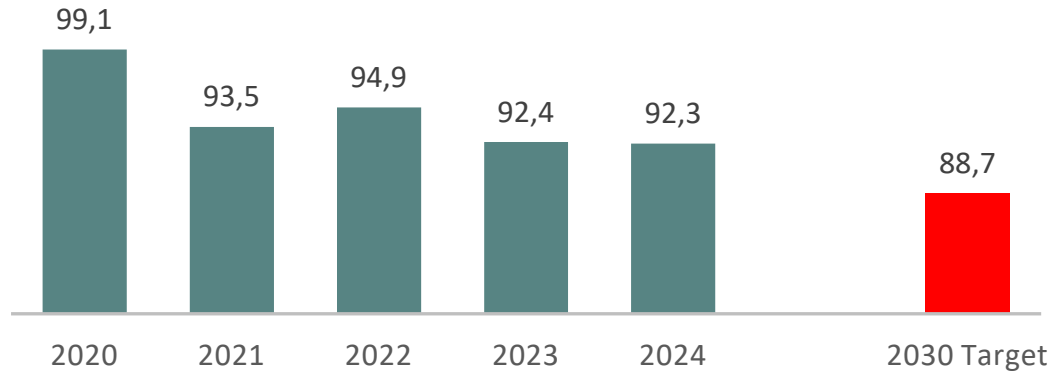
- Superior EBITDA generation and disciplined capex plan leads to very low external funding requirement.
- Strong FCF generation ensures strong dividend potential
- 80% dividend payout on average according to our new business model
- Net Debt / EBITDA will remain below 2x



ESG

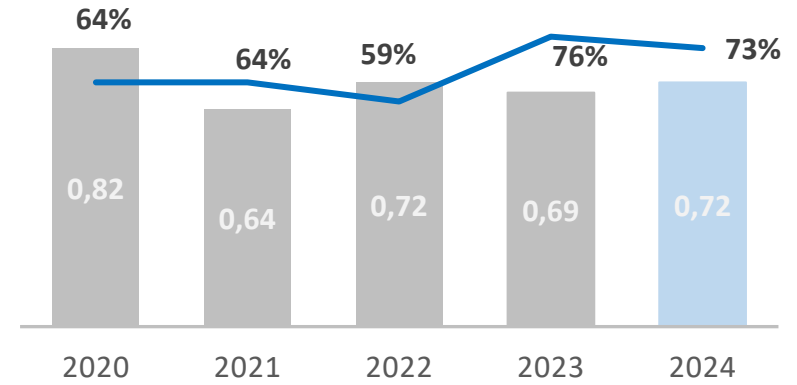
# Tüpraş's Environmental Highlights

### Energy Intensity Achievements

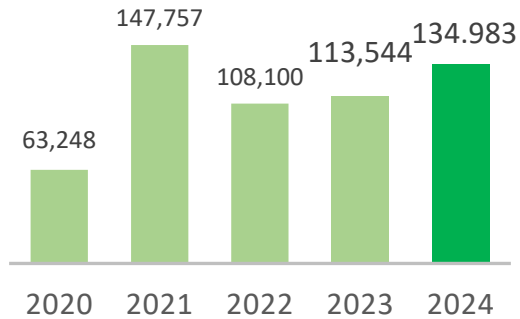


### Water Consumption per processed crude oil (m3/ton)

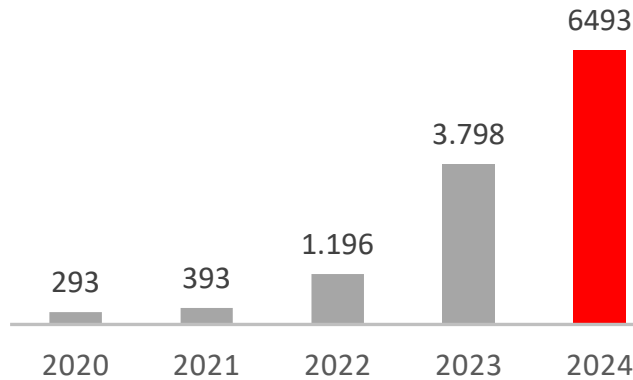
### Ratio of recovered water to total water consumption (%)



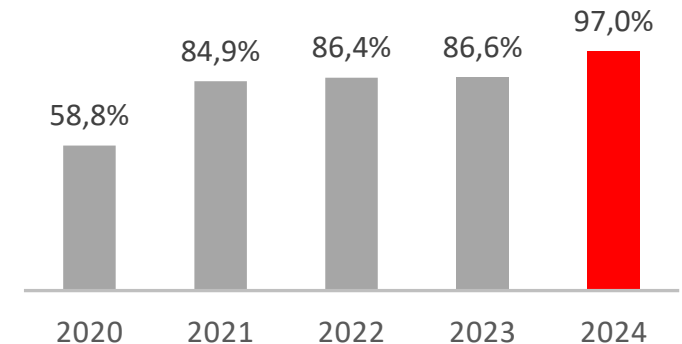
### Levelized Greenhouse Gas Emissions Reductions through Energy Efficiency Projects (tons CO2e)



### Environmental Investment and Operational Expenditures (MTL)



### Waste recycling rate



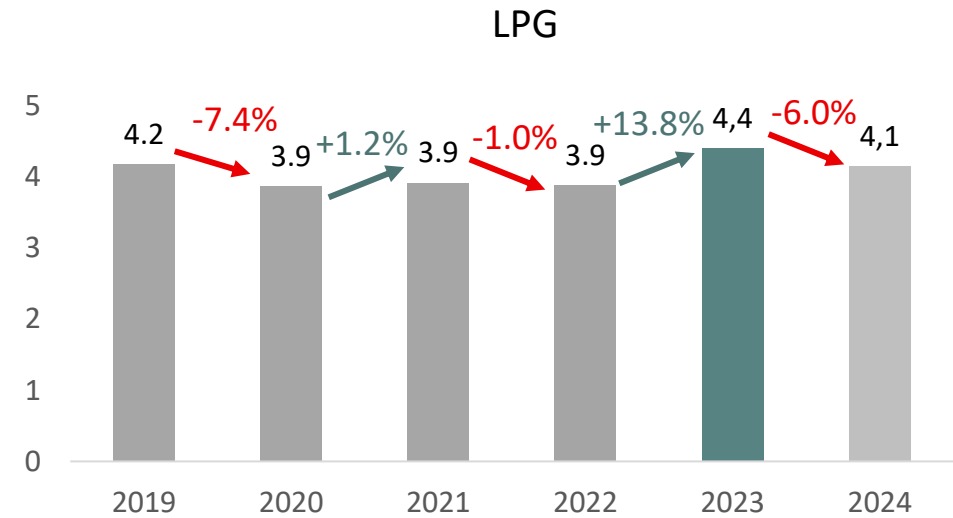
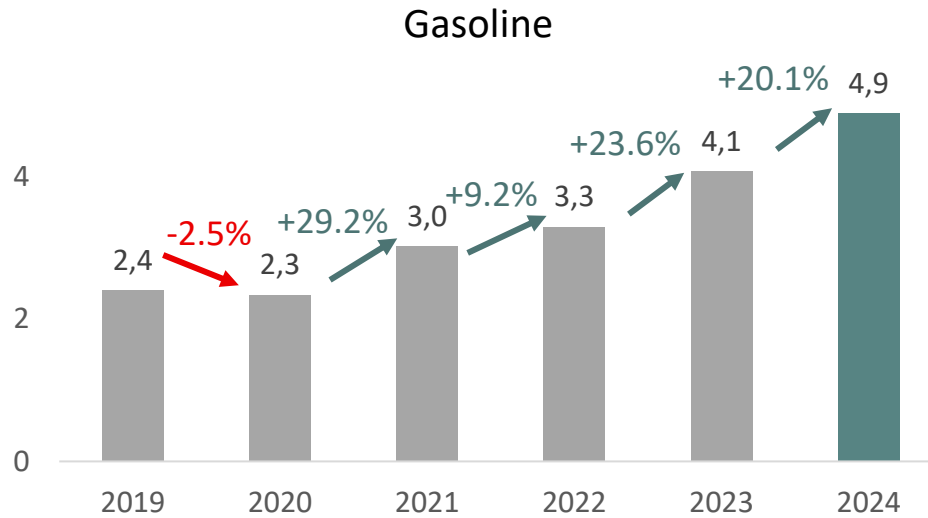
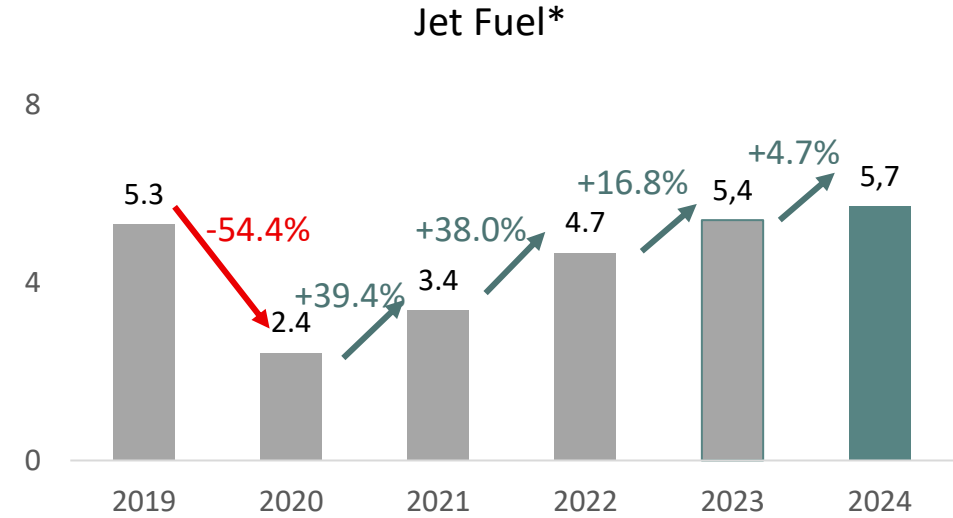
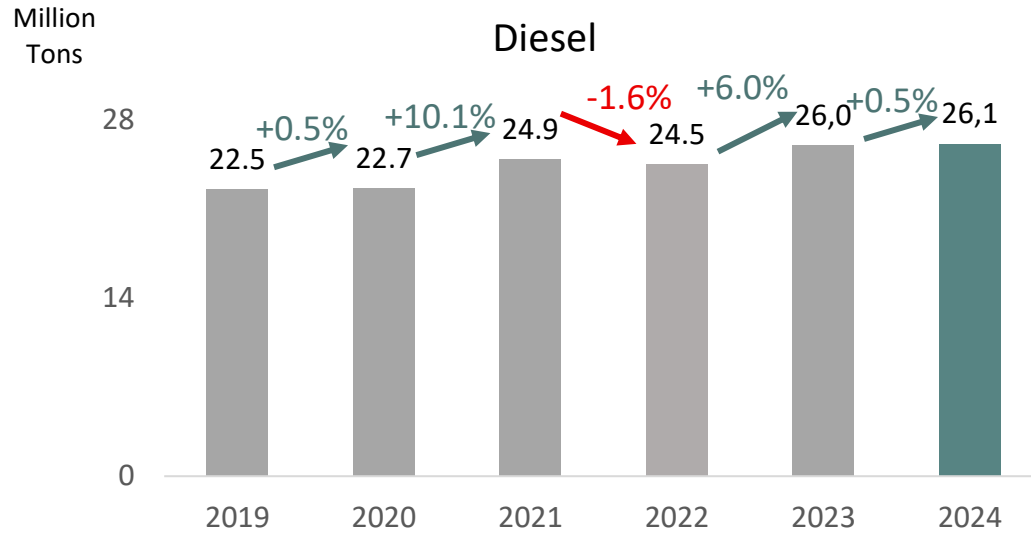
A photograph of an industrial worker in a dark blue uniform with reflective yellow-green stripes, wearing a white hard hat, safety glasses, and a green respirator mask. The worker is operating a large, complex piece of machinery with a prominent handwheel. The machinery is made of metal and has some handwritten markings, including "40w" and "33-15 8". In the background, another worker in a similar uniform is visible, slightly out of focus. The scene is set in an industrial environment with various pipes and components.

Appendix

# 2025 Refinery Maintenance Schedule

Refinery	Unit	Starting Quarter	Duration (weeks)	Purpose	Planned
izmit	Vacuum & Desulphurizer	Q1	5	Periodic Maintenance	Planned
izmir	FCC	Q1&Q2&Q3	28	Revamp	Ongoing
Batman	Crude Oil & Vacuum	Q1	10	Seasonal	Ongoing
	Crude Oil & Vacuum	Q4	10	Seasonal	Planned

# Turkish Market Fuel Consumption 2019-2024



# Competition - STAR Refinery

## Timeline



- Feasibility studies began in 2010 and construction kicked off in 2011
- Goldman Sachs has acquired a 13% stake in SOCAR Turkey for \$1.3 billion.
- Total investment size 6.3 bn USD, with 3.3 bn USD credit agreement.
- Following the completion of construction late 2018, reached full capacity utilization in August 2019
- Star reached to 13 mn tons of capacity

## Turkish Market Structure (mn tons, 2024)

Turkey Demand	Tüpraş	STAR	Total	Turkish Market Demand*	Balance
LPG	0.9	0.2	1.1	4.1	<b>-3.3</b>
Petchem F.	0.2	1.7	1.9		
Gasoline	5.9		5.9	4.9	<b>1.0</b>
Jet Fuel	4.7	0.9	5.6	5.7	<b>0.1</b>
Diesel	8.9	5.2	14.1	26.1	<b>-12</b>
Fuel Oil	2.7		2.7	0.3	<b>2.4</b>
Bitumen	2.5		2.5		
Pet coke	0.6	0.6	1.3		
<b>Total</b>	<b>~30</b>	<b>~13</b>	<b>~43</b>		

\* Source: EMRA

# Competition - Regional Competition

- Tüpraş competes with 69 refineries in the Mediterranean and Black Sea markets.
- Mediterranean regional product balance is also affected from Middle East, North West Europe and Asia flows

## Mediterranean



**54 Refineries ~7.7 mbd**

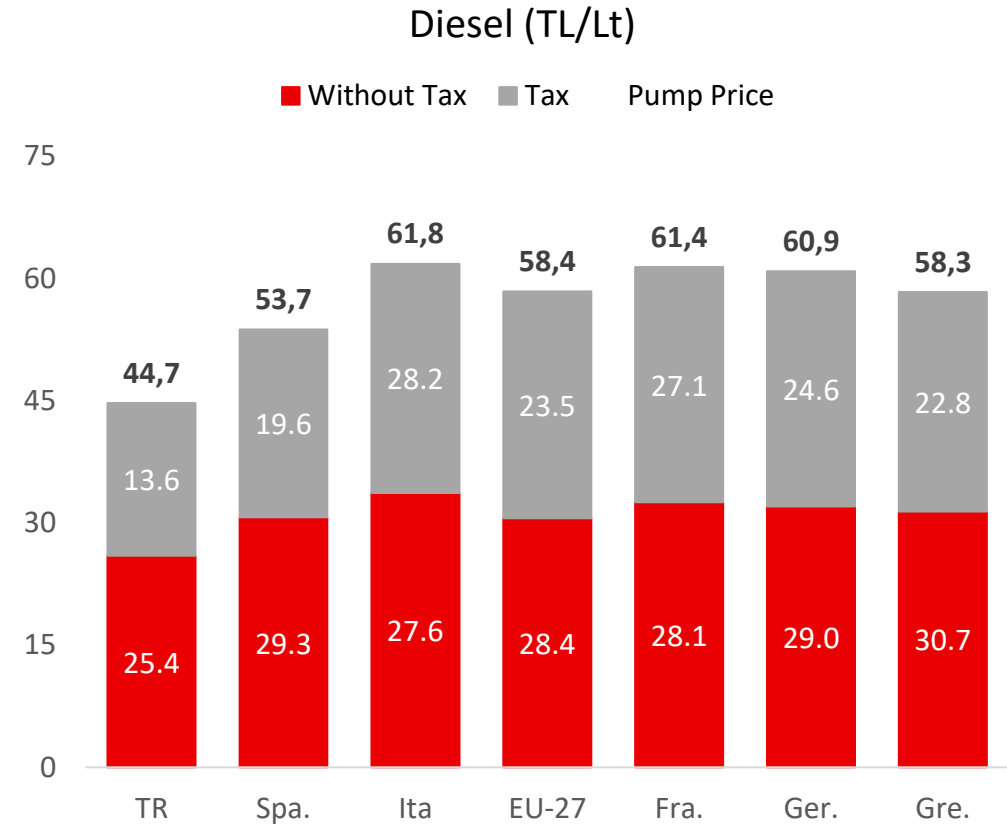
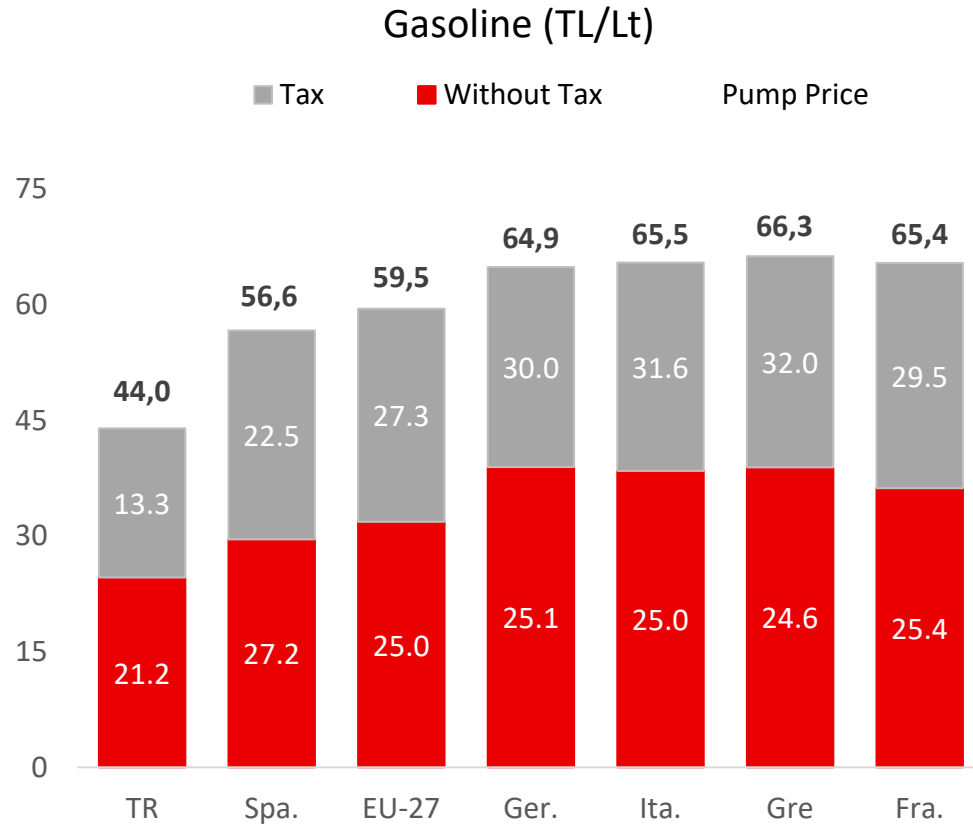
## Black Sea



**15 Refineries ~1.5 mbd**

# European Pump Price Comparison

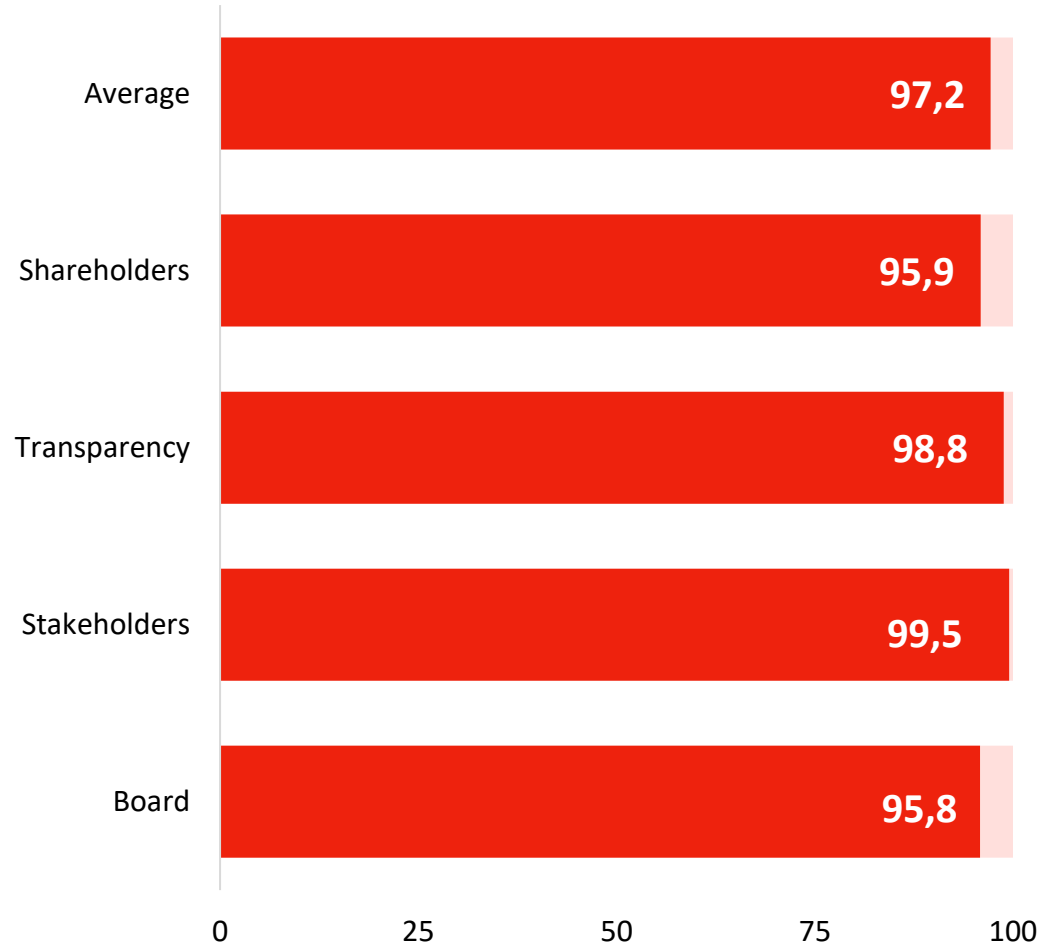
Turkish fuel prices are highly competitive with other European countries.



Prices of Europe and Turkey, as of December 31, 2024

# Tüpraş - Ratings

## Tüpraş BIST Corporate Governance Rating Score

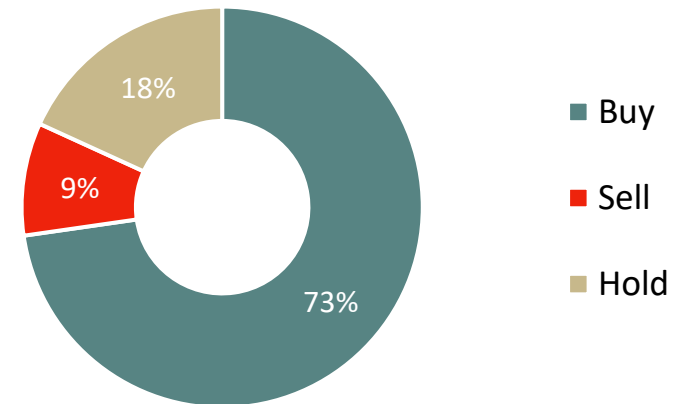


Source: SAHA Corporate Governance and Rating Services Inc. (October 2024)

## Credit Rating Scores

Foreign Currency Long Term	FitchRatings	MOODY'S	S&P Global Ratings
Tüpraş	BB- (Stable)	Ba3 (Positive)	
Turkey	BB- (Stable)	B1 (Positive)	BB- (Stable)
Koç Holding			BB+(Stable)

## Analyst Recommendations

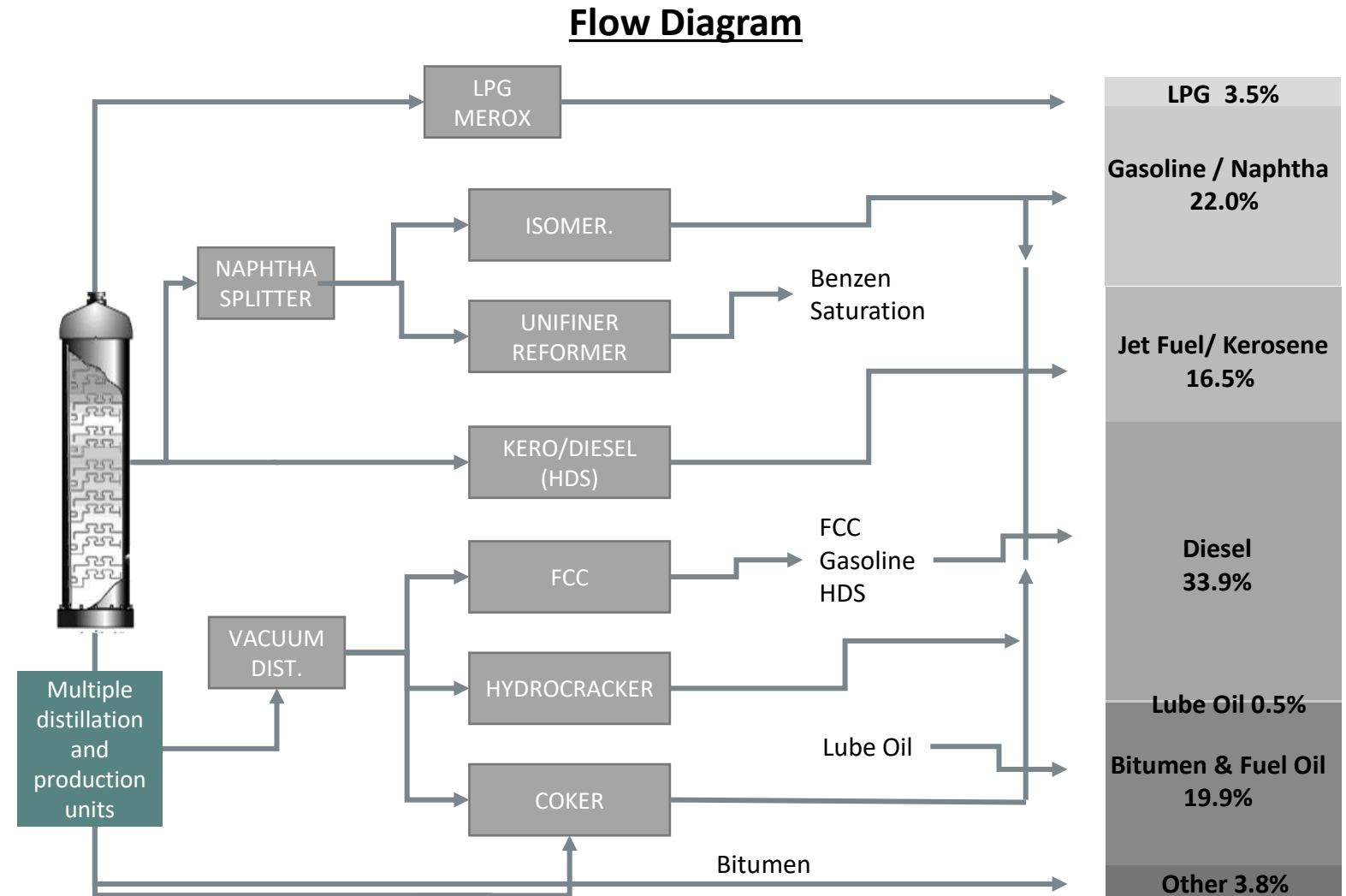


Source: Bloomberg\*  
\*data as of Dec'24

# Tüpraş Production Flow and Yield Breakdown

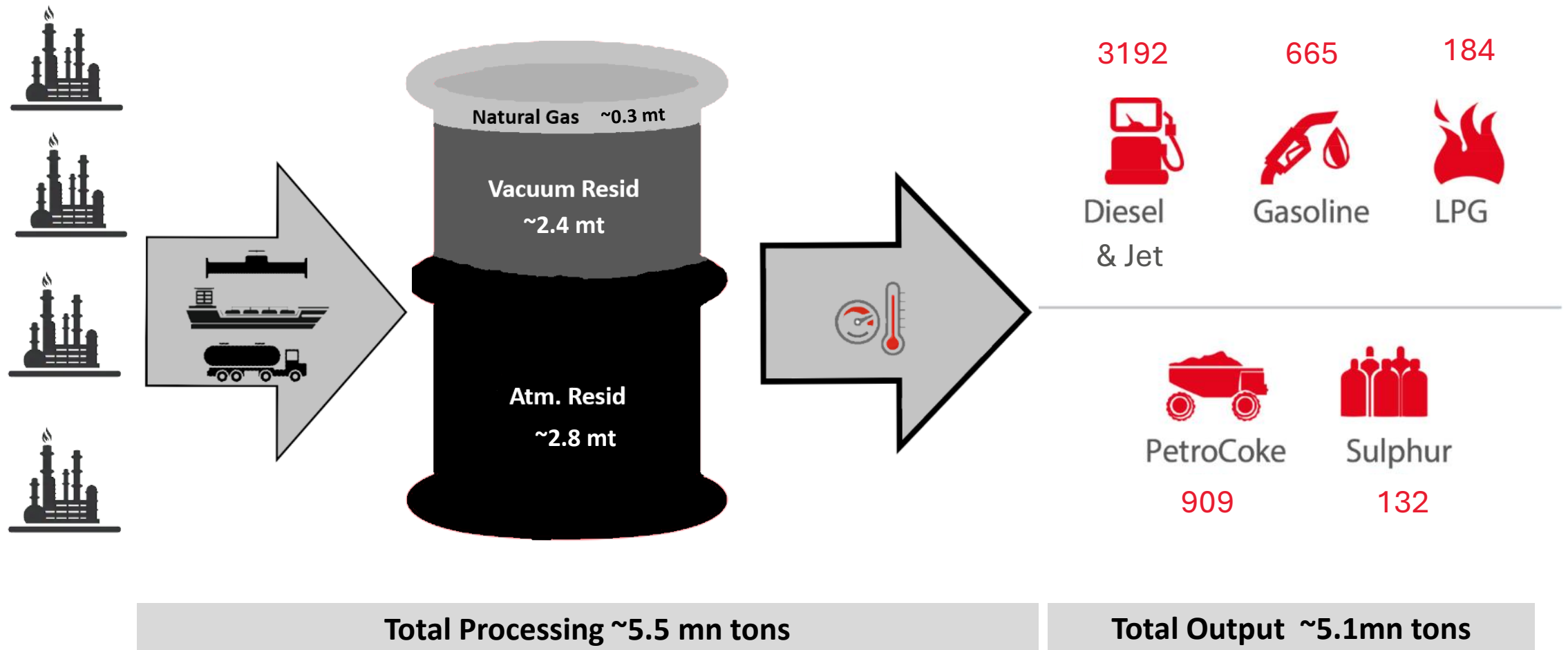
- Tüpraş has 30 million tons of production capacity
- Tüpraş operates 4 refineries with an integrated system optimization program

Key Units	# of Units	Capacity (m <sup>3</sup> /d)
CRUDE OIL	8	99,420
VACUUM DIST.	8	42,752
HYDROCRACKER	4	18,032
ISOMERATION	3	7,804
UNIFINER REFORMER	5	16,225
KERO/DIESEL (HDS)	9	37,265
FCC	2	4,650
COKER	1	9000
NAPHTA SPLITTER	8	
LPG MEROX	6	



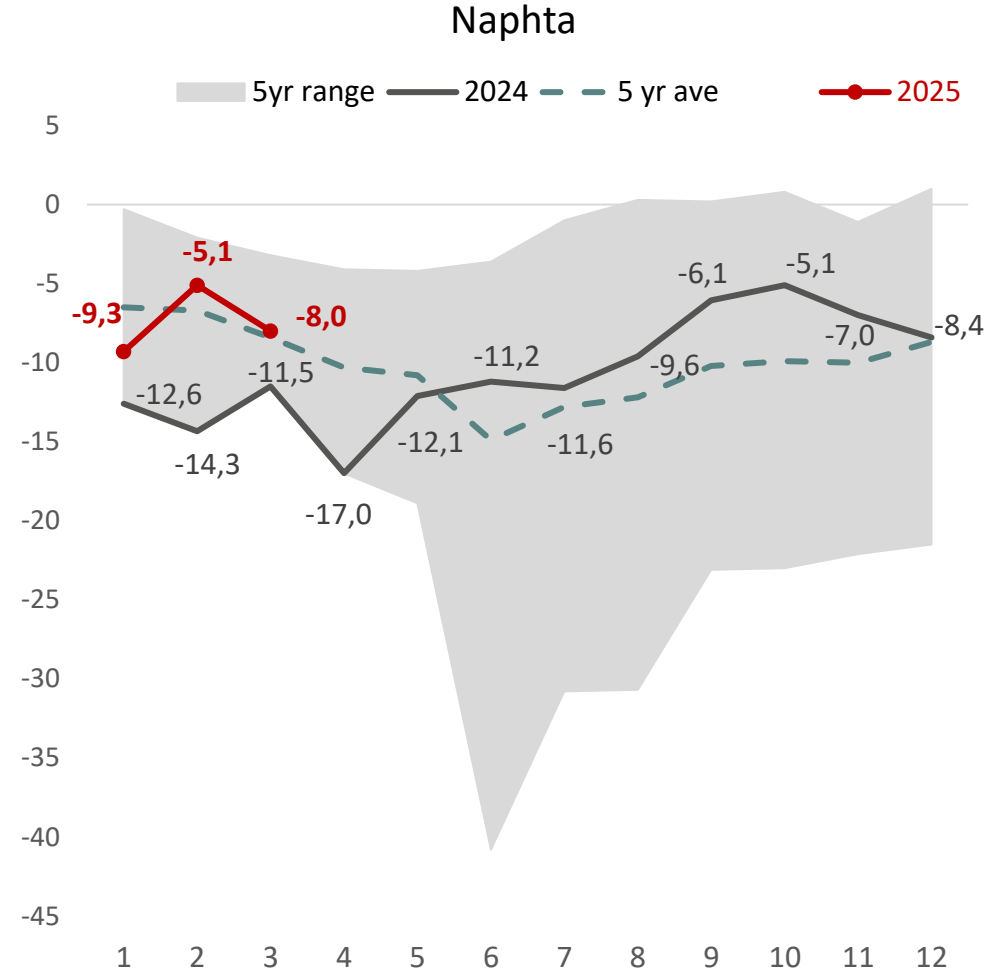
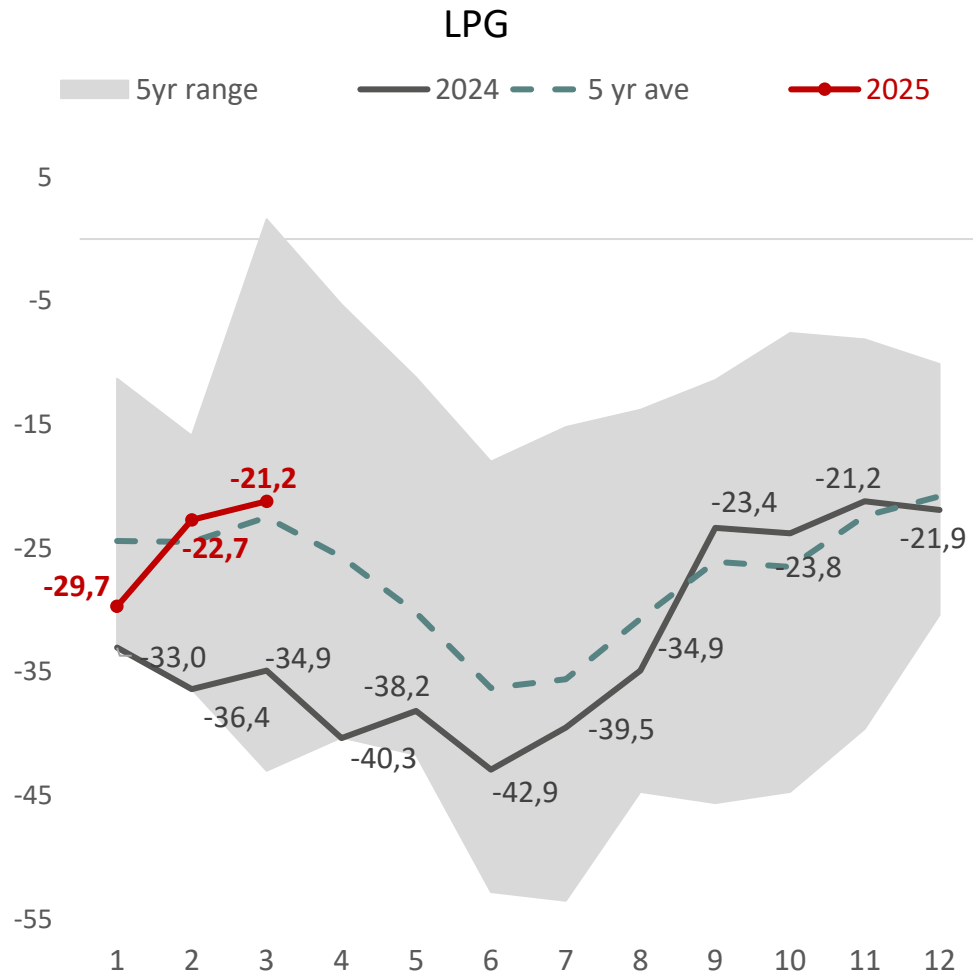
# RUP Feedstock and Production

- Residuum Upgrade Plant (RUP) was completed in 2015 and it is the main conversion unit of Tüpraş.
- The second scheduled maintenance is completed in 1H 2024.



# LPG and Naphta Cracks

\$/bbl



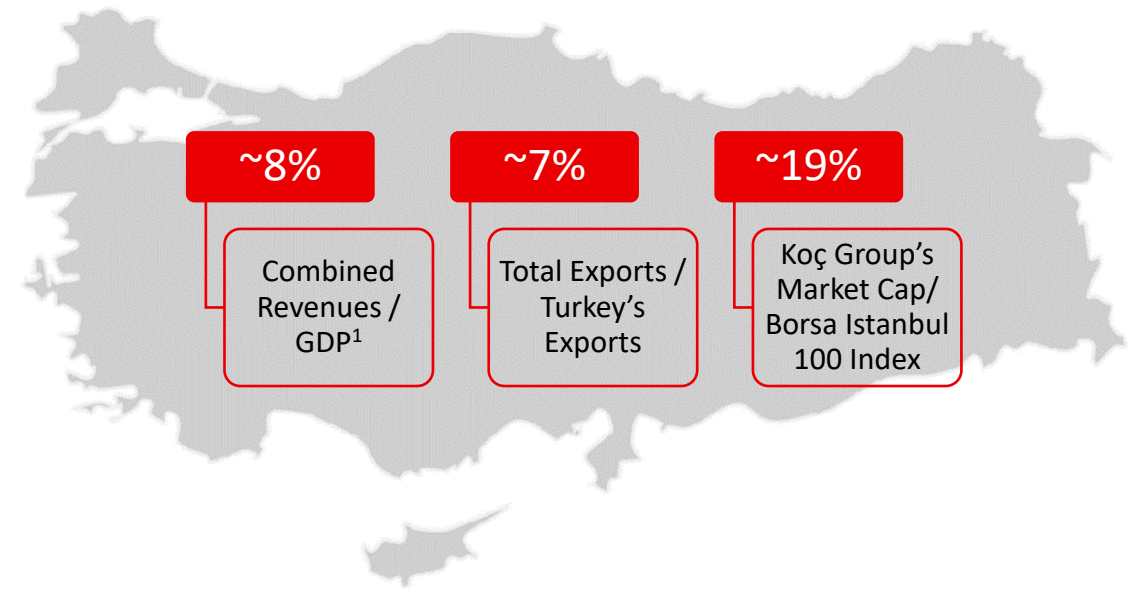
Data as of 31 March, 5 year range shows 2020-2024

## Turkey's Leading Investment Holding Company

- Koç Holding is Turkey's largest industrial and services group
- The only Turkish company in Fortune Global 500<sup>2</sup>.

## Pioneer in its Sectors

- Leading positions with clear competitive advantages in sectors with long-term growth potential such as energy, automotive, consumer durables and finance.



Notes : Data as of YE24

(1) 2023 Report (based on consolidated revenues)

(2) 2024 report (based on consolidated revenues)

 **Tüpraş**

 **Koç**



Investor  
Presentation

Latest Webcast



2023 Integrated  
Annual Report

Strategic  
Transition Plan



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