



Q2 2024 Earnings Presentation



5 August 2024

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Disclaimer

With the Capital Markets Board of Turkey's Bulletin dated 28.12.2023 numbered 2023/81, CMB announced that issuers and capital market institutions shall prepare their annual financial statements ending on 31.12.2023 or later, in accordance with IAS 29 inflation accounting provisions.

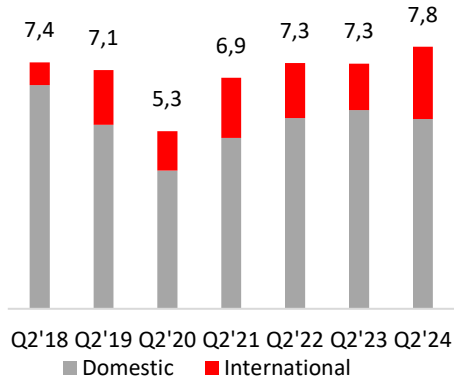
Accordingly, this presentation on financial results contain the Company's audited financial information prepared according to Turkish Accounting / Financial Reporting Standards by application of IAS 29 inflation accounting provisions, in accordance with CMB's decision dated 28.12.2023.

This presentation does contain forward-looking statements and figures that reflect the Company management's current views with respect to certain future events based on the base-case assumptions. Although it is believed that the expectations reflected in these statements are reasonable under current conditions, they may be affected by a variety of variables and changes in underlying assumptions that could cause actual results to differ. Neither Tüpraş nor any of its directors, managers, or employees nor any other person shall have any liability whatsoever for any loss arising from the use of this presentation.

Q2 2024 – Tüpraş Highlights

Strong Q2 Sales Outperform Last 7 Years

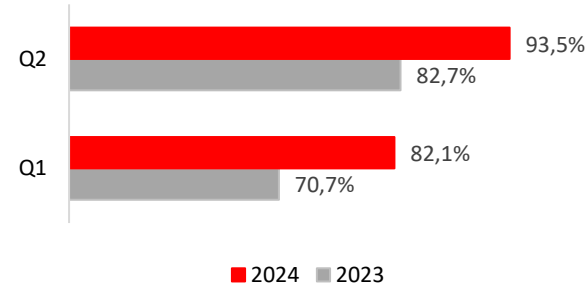
Tüpraş Sales Volume (mton)



- With the steady demand for oil products in Turkey and growing international sales, we recorded 7.8 m ton total sales for this quarter.
- High total sales volume outperformed the Q2 performances of past 7 years.

Higher Capacity Utilization Rate

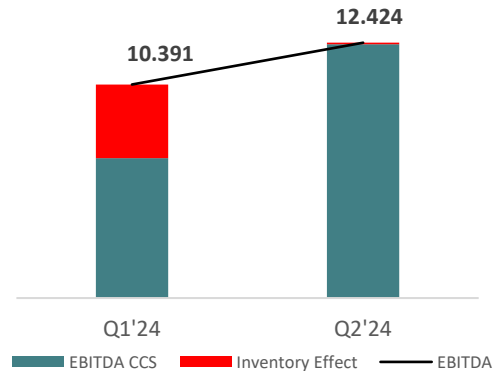
Tüpraş Capacity Utilization Rate



- In 2024, capacity utilization has been significantly improved y/y due to operational efficiency even with RUP maintenance was ongoing.
- We have completed the second quarter with 93% capacity utilization compared to last year's utilization of 83%.

Solid EBITDA Generation

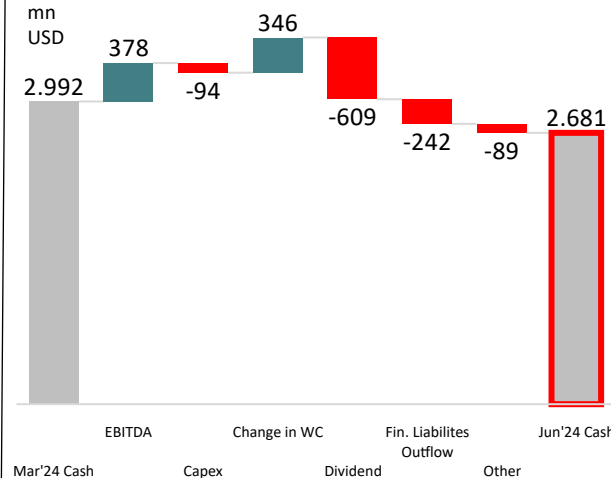
mn TL



- EBITDA generation remains strong demonstrating solid operational performance, despite limited positive impact from inventory gains.

Sustained Cash Position

mn USD



- Cash position stood at 2.7 billion USD with the reduced working capital requirement, solid EBITDA generation and ongoing interest income.
- In early April, we distributed a dividend total of 609 mn USD.

Q2'24 Tüpraş Strategy - Highlights

SUSTAINABLE REFINING



Investment in Petrochemicals İzmit & İzmir Refinery

- Investment of 256 mn USD for the İzmit and İzmir Refinery Propylene Splitter Project and the İzmit Refinery Propane Propylene Storage and Sales System Facility Projects have started.
- Our aim is to produce high value-added chemical products and reduce our scope 3 emissions as well.
- With a total of 40 projects in place, we are committed to enhancing our efforts in sustainable refining.

BIOFUELS



SAF production - Secured feedstock supply

- We are strategically prioritizing the production of Sustainable Aviation Fuel (SAF) to capitalize on evolving market dynamics.
- Through proactive engagement with potential suppliers, we have signed a long-term agreement with Tiryaki Agro to secure reliable 2nd generation feedstock for SAF production.
- A minimum of 300k tons per year for a duration of 10 years is secured, starting in 2029, which will serve our 75% SAF yield target.

ZERO CARBON ELECTRICITY



416 MW installed capacity for zero carbon electricity

- Total zero carbon electricity installed capacity of Tüpraş is 416 MW.
- The development of 155 MW out of the recently acquired 653 MW pre-licenses is ongoing and progressing rapidly.
- In June, Entek successfully completed a Share Purchase Agreement for the solar power plant Project in Europe that can reach to a capacity of 214 MW.

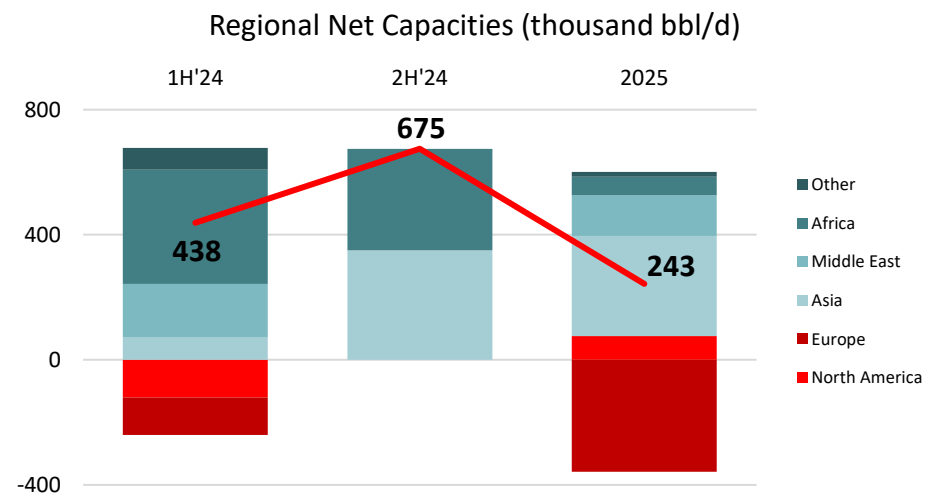


Market

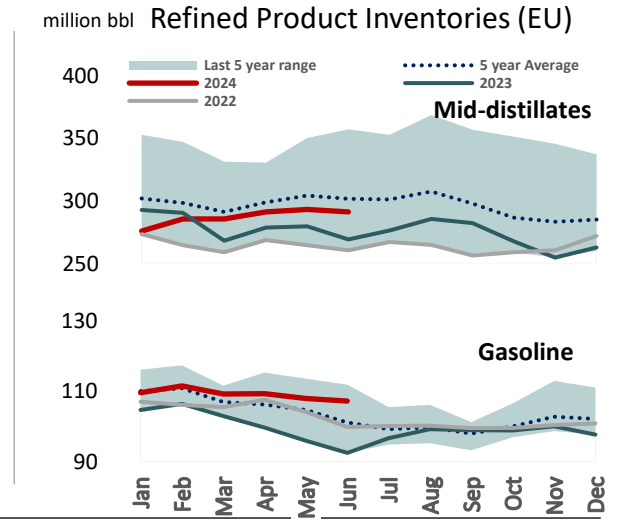
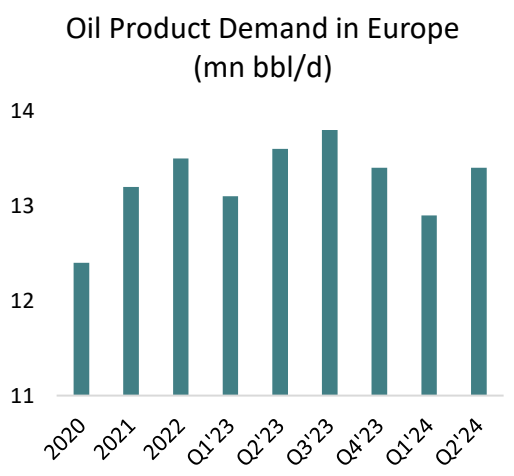
Q2 2024 – Key Market Highlights

Global Oil Market

Capacity additions in 2024 were partially mitigated with the closure of refineries in Europe and North America so far.

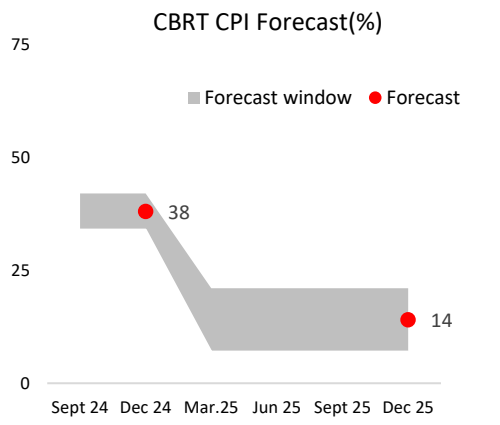
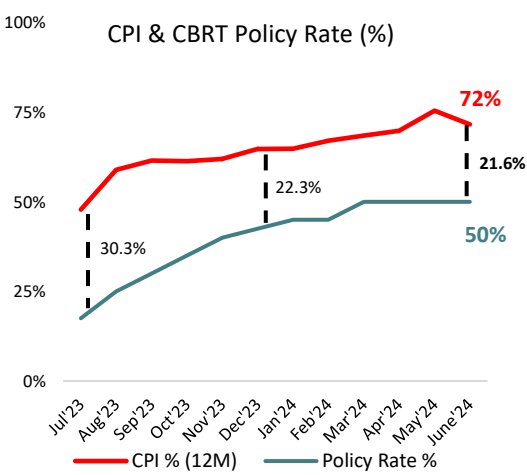


Red Sea tensions disrupted trade routes and crack margins were supported in Q1. As inventory levels increase in the Q2, cracks started to show a downward trend.

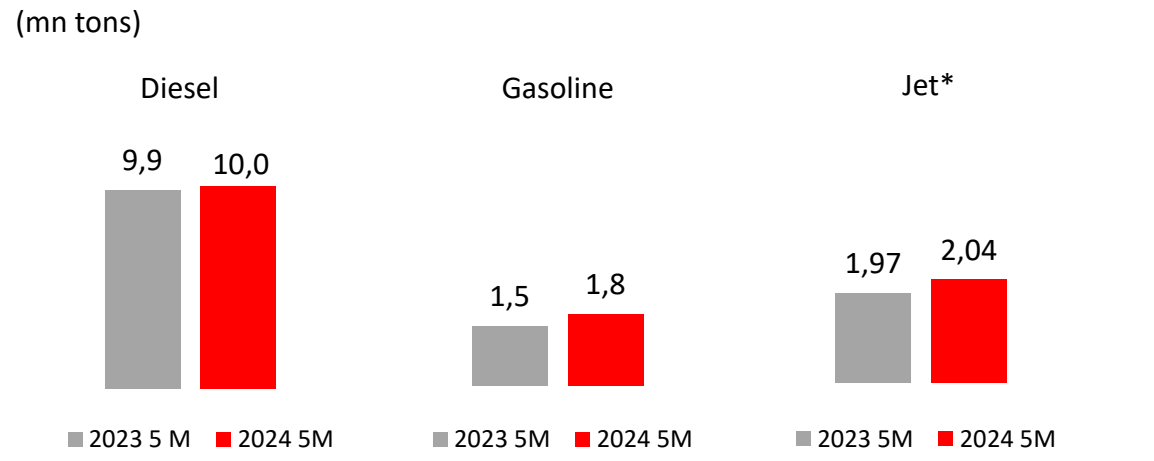


Turkish Market

While policy rate is kept constant, a slight downward movement is seen in inflation due to last year's high base. 2024 year-end CPI expectation of CBRT is 38%.



Turkish fuel demand is parallel y/y in first five months of 2024, following 10% annual increase in 2023 full year.

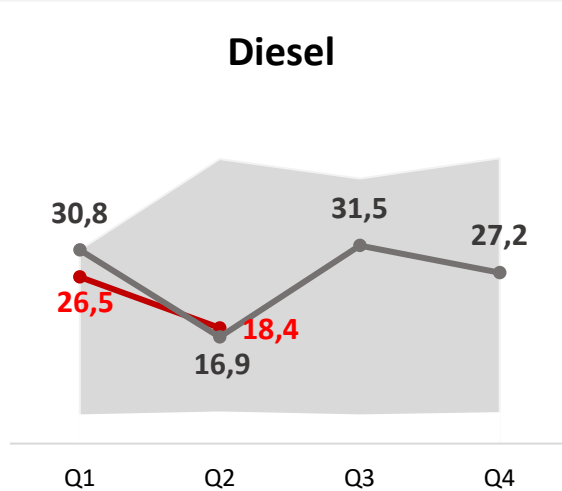


*Transit flight consumption included

Quarterly Crack Margin Comparison (\$/bbl)

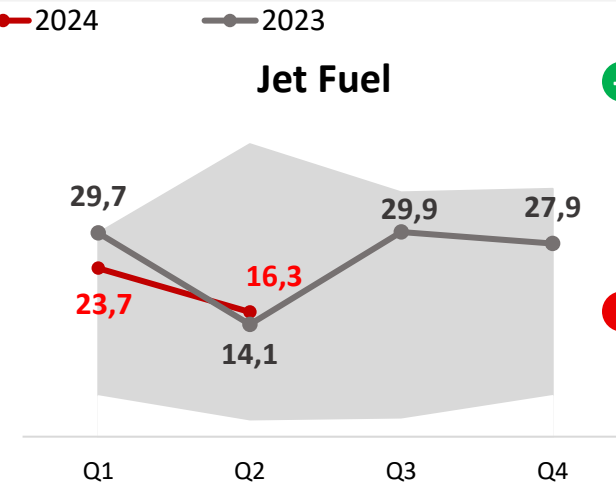
Mid-distillate cracks were higher y/y due to ongoing geopolitical tensions despite elevated inventories. HSFO remains strong while gasoline is slightly below y/y.

Diesel



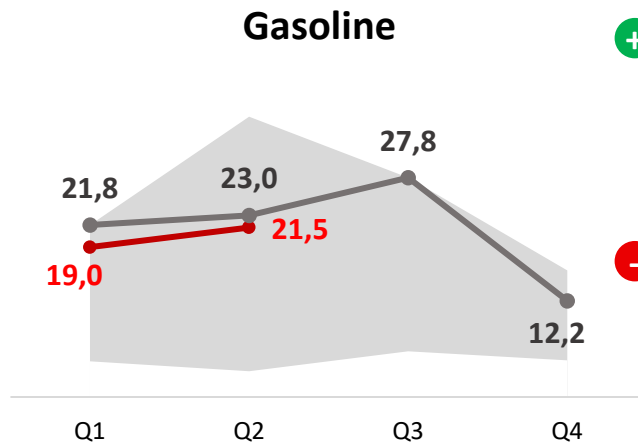
- + Diesel cracks are higher y/y due to continued geopolitical tensions in Red Sea as the increased cargo durations persist.
- Increased inflow from Middle East and Asia to European markets heightened inventory levels causing downward pressure on cracks q/q.

Jet Fuel



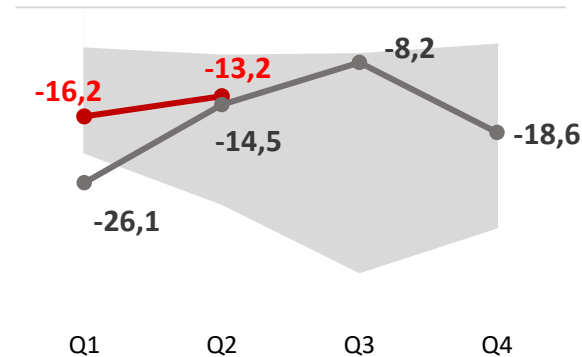
- + High demand in aviation similar to pre pandemic era supported the jet fuel cracks y/y.
- Jet fuel cracks were lower q/q in parallel with the trend seen in diesel cracks as the slate directed to produce more jet fuel.

Gasoline



- + Higher global demand in q2 and seasonal shift supported the gasoline cracks q/q.
- Gasoline cracks were lower y/y due to the high base of last year.

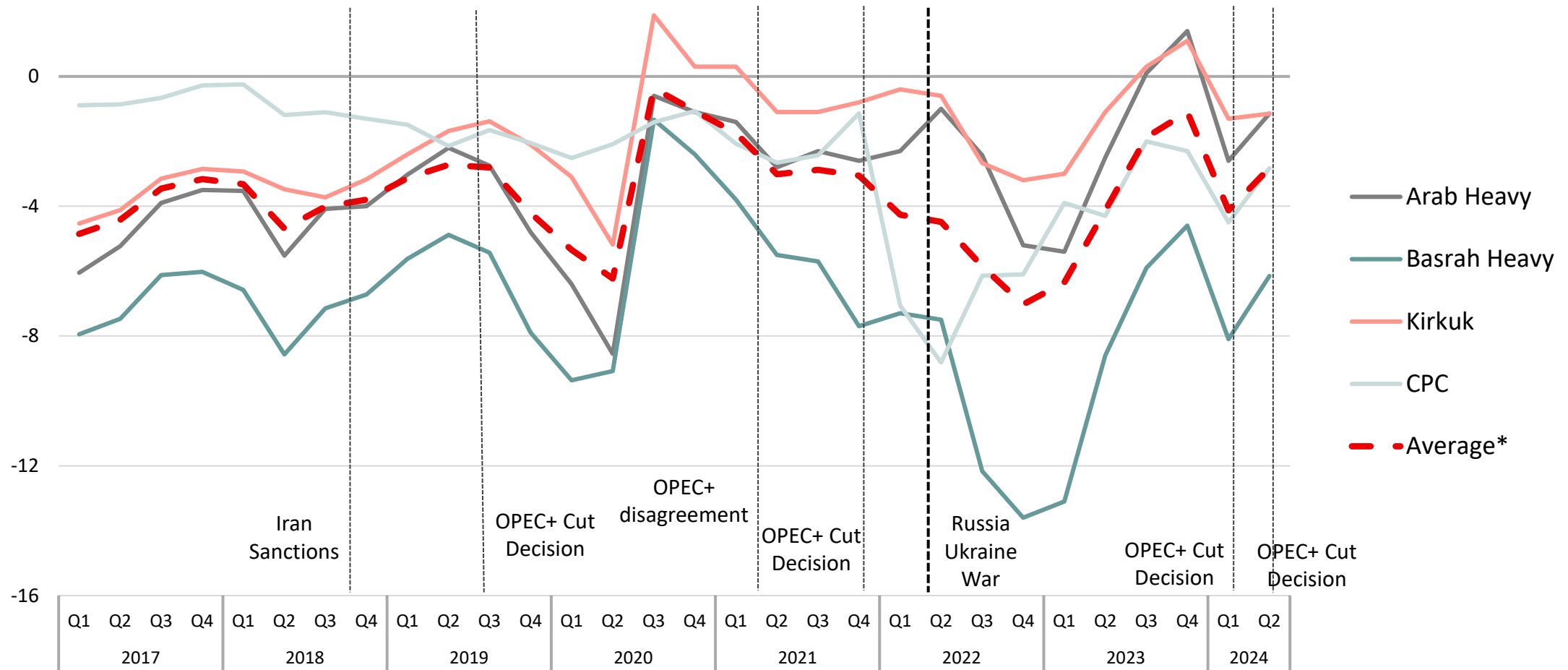
High Sulphur Fuel Oil



- + HSFO cracks improved year on year with extended OPEC+'s cut decision and increased bunker demand.

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

Differentials narrowed in Q2 following the extension of OPEC+'s cut decisions. Basrah Heavy continued to provide wider discounts compared to the rest of the slate.



*Simple average of listed differentials

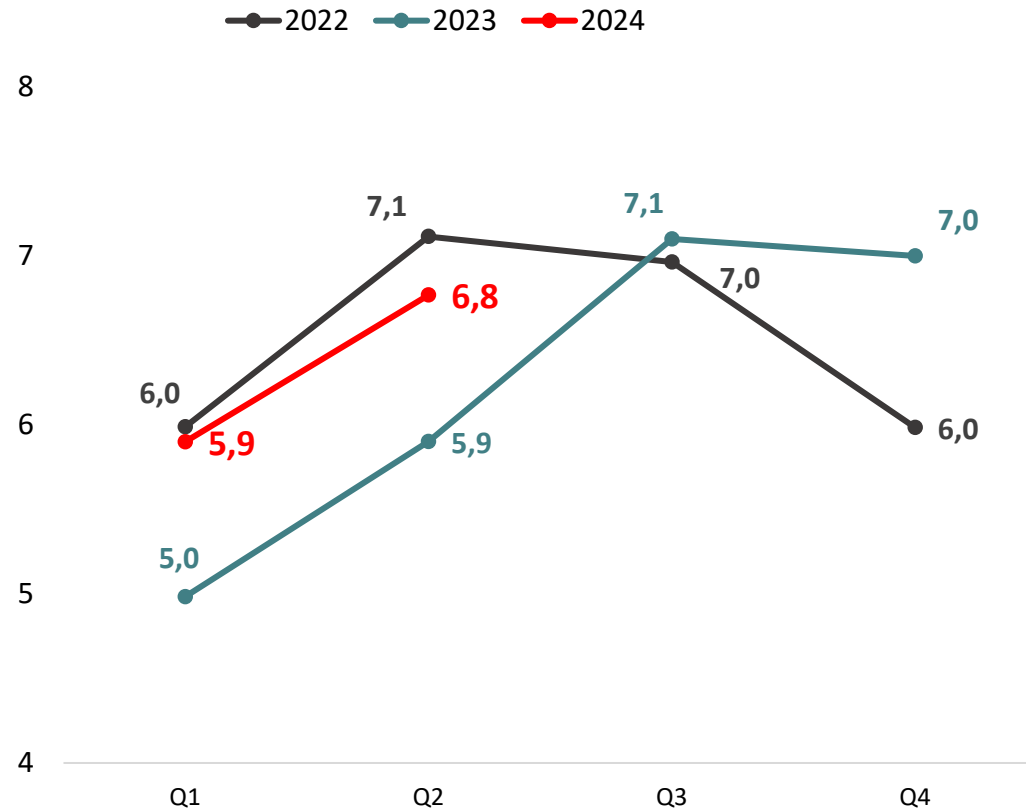


Operations

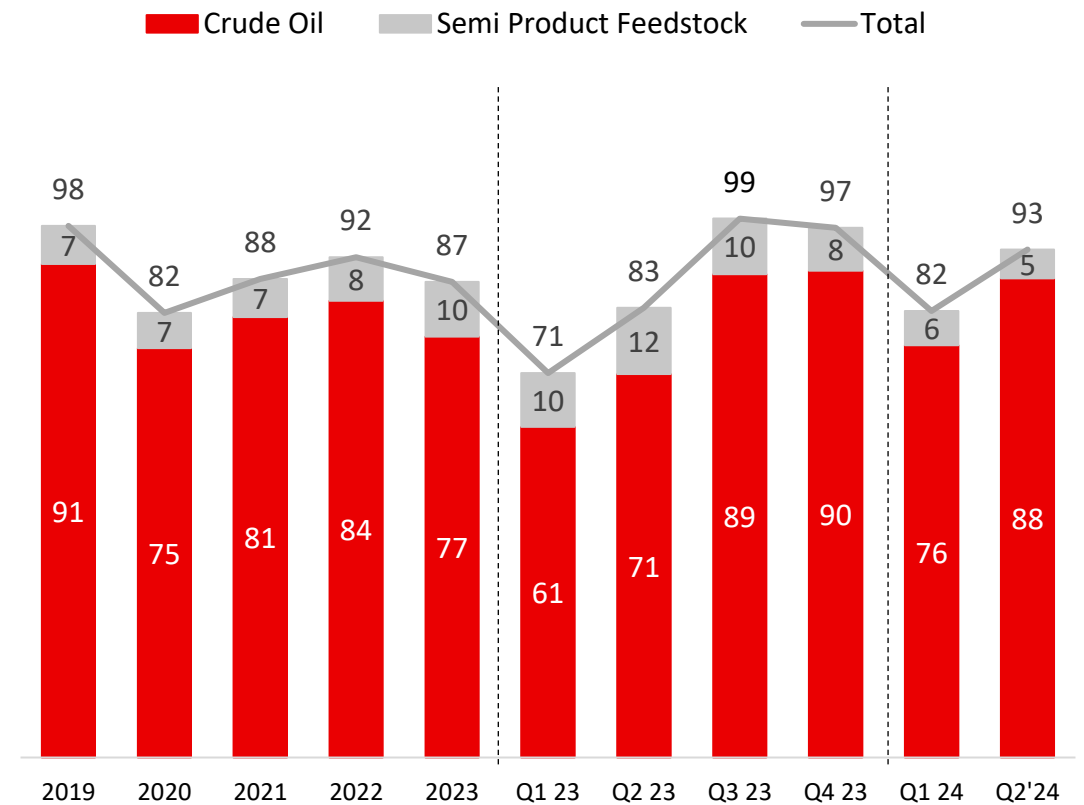
Capacity Utilization and Quarterly Production Volume

- Tüpraş produced 6.8 million tons in Q2 2024.
- Capacity utilization for Q2 2024 was 93%, higher y/y despite RUP maintenance.

Quarterly Production (Million Tons)



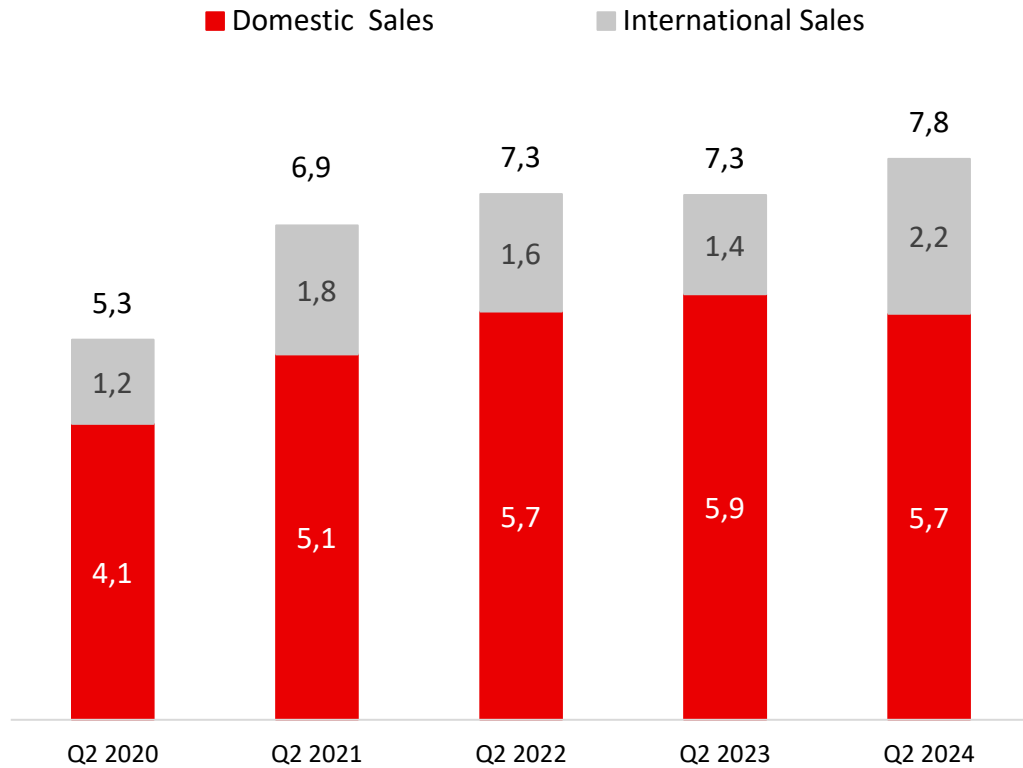
Capacity Utilization (%)



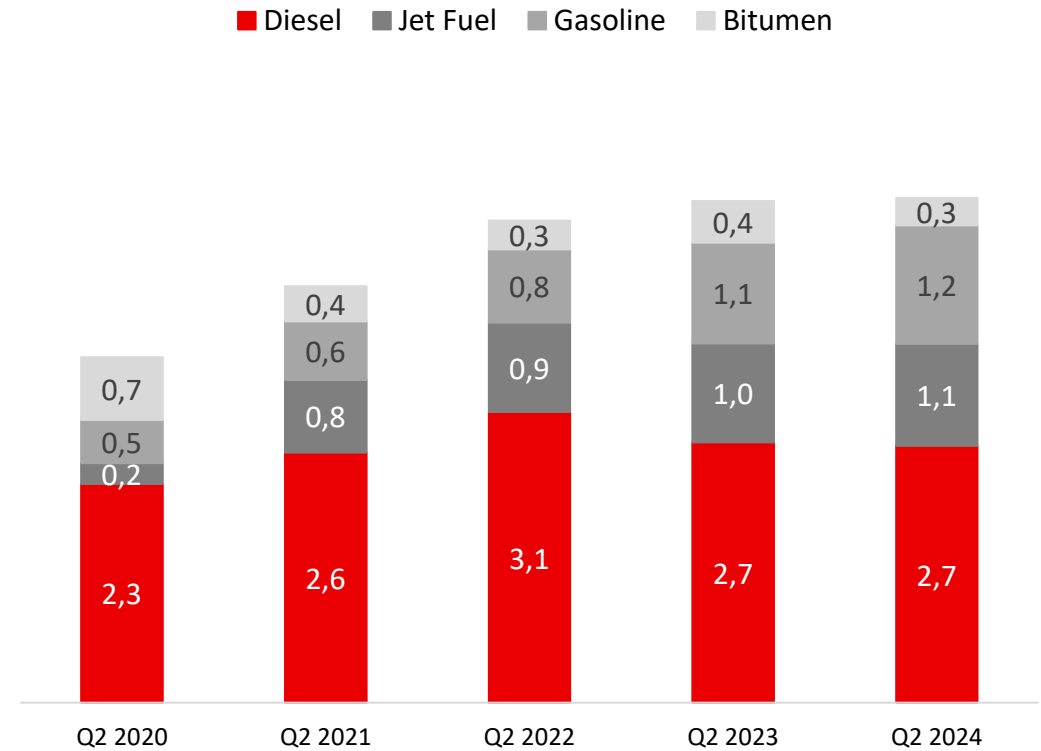
Product Sales in Q2 2024 (Million Tons)

- Tüpraş' sales are up by 7% compared to Q2 2023 reaching to 7.8 million tons.
- International sales grew by 56% y/y driven by gasoline and HSFO.

Total Product Sales



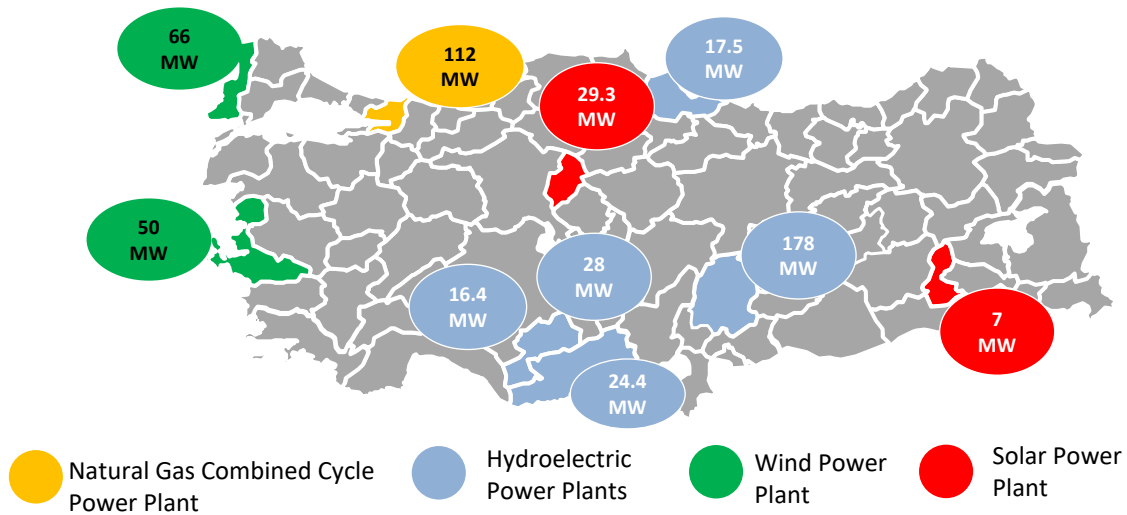
Domestic Sales of Selected Products



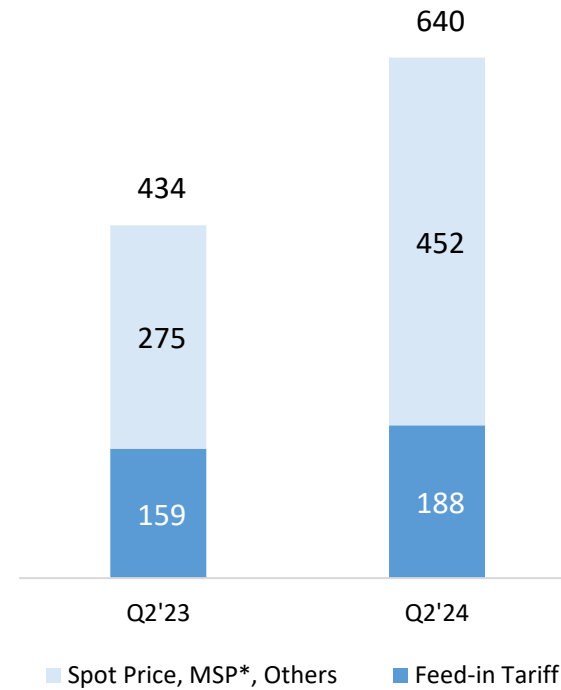
Electricity Production & Sales in Q2 2024

- 640 GWh Zero Carbon Electricity is sold in Q2'24.
- ZCE sales from production increased by almost 1,5x y-o-y in Q2'24 with the addition of Kinik WPP and better hydrology.

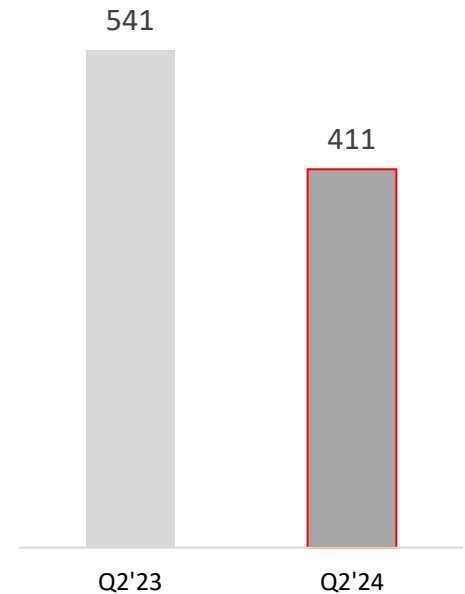
Total Installed Capacity



Total ZCE Sales from Production (GWh)



EBITDA (Mn TL)





Financials

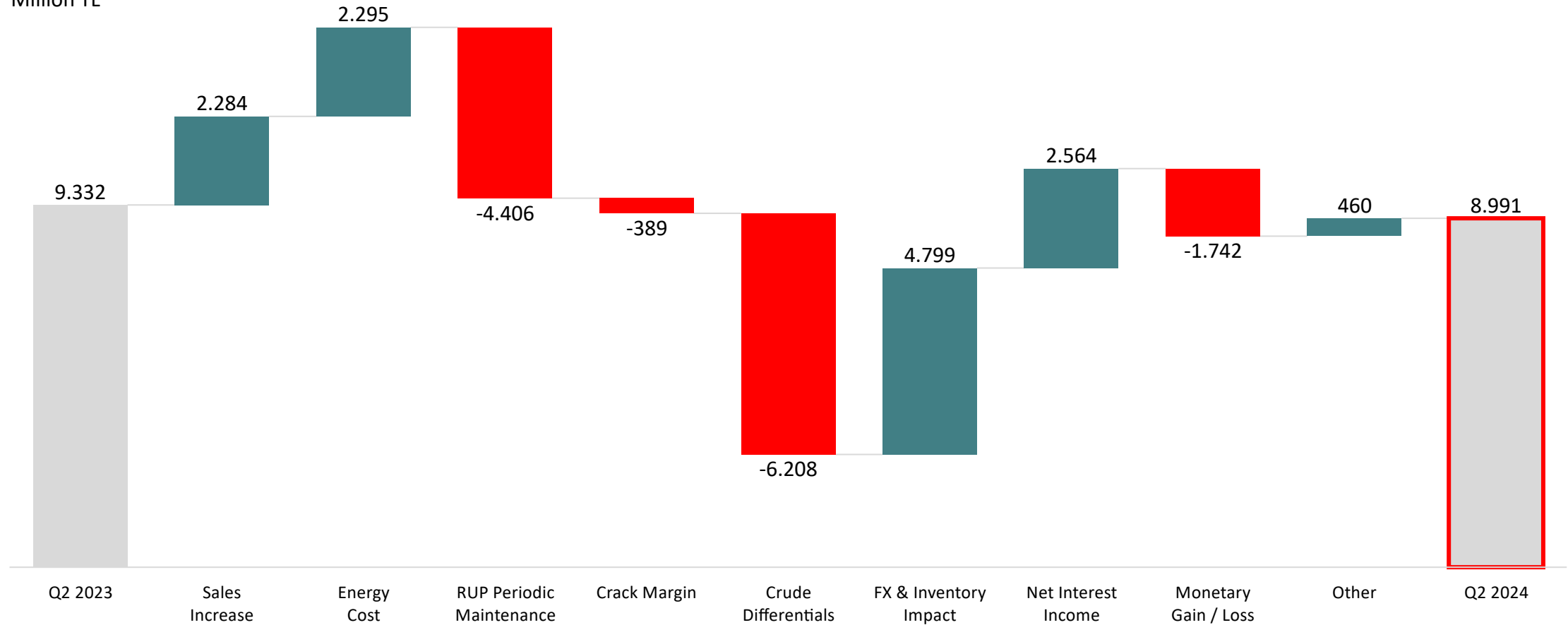
Income Statement (Million TL)

Million TL	Q2 2024	Q2 2023	%	H1 2024	H1 2023	%
Net Sales	190,716	183,630	4%	370,097	357,349	4%
COGS	-173,284	-154,319	12%	-338,383	-302,275	12%
Gross Profit	17,432	29,310	-41%	31,714	55,074	-42%
Operating Expenses	-6,861	-5,265	30%	-13,206	-10,957	21%
Income/Loss from other operations	9	-11,349	-100%	-3,614	-12,337	-71%
Operating Profit	10,579	12,696	-17%	14,893	31,779	-53%
Inc./Loss from Equity pick ups	-2	1,372	-100%	303	925	-67%
Operating Profit Before Fin. Income/Loss	10,577	14,068	-25%	15,196	32,704	-54%
Financial Income/Expense	1,101	-3,791	-129%	4,614	-5,231	-188%
Monetary Gain/Loss	-2,687	-945	184%	-8,768	-4,617	90%
Profit Before Tax	8,991	9,332	-4%	11,042	22,857	-52%
Net Profit (excluding minority interest)	5,004	9,348	-46%	5,351	12,395	-57%
EBITDA*	12,424	26,887	-54%	22,815	48,643	-53%
Inventory Gain/Loss	68	8,049	-99%	3,659	8,021	-54%
EBITDA CCS*	12,356	18,838	-34%	19,156	40,622	-53%

Profit Before Tax Bridge (2023 Q2 – 2024 Q2)

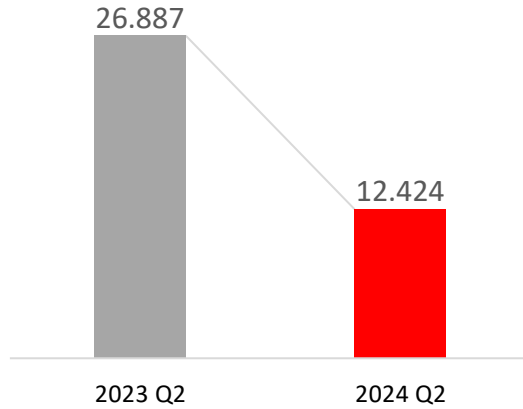
Higher sales, lower energy expenses and strong net interest income supported the PBT despite narrower differentials and scheduled RUP maintenances negative impact.

Million TL

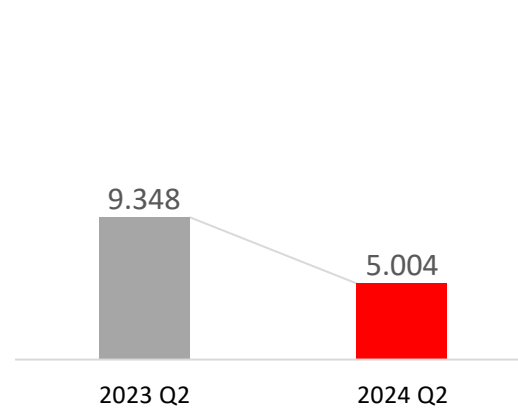


Financial Highlights

EBITDA (mn TL)

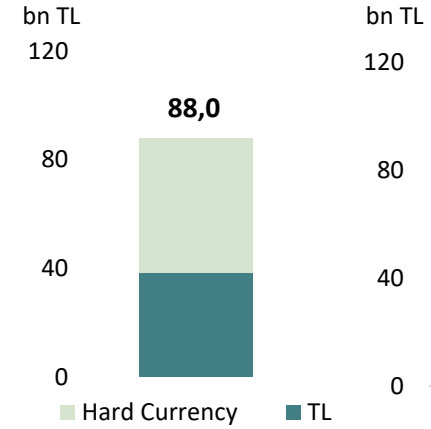


Net Income* (mn TL)

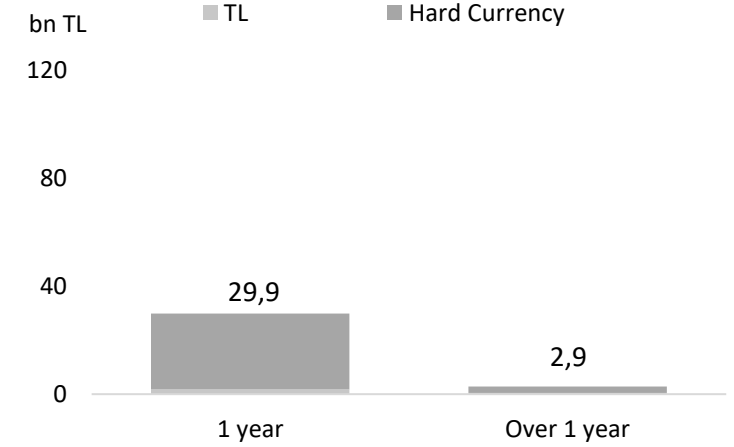


* Excluding minority interest

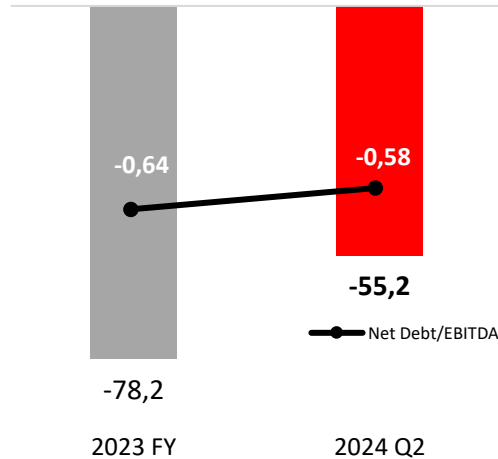
Cash Currency Breakdown



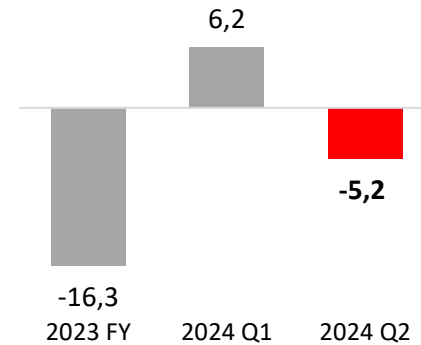
Redemption Schedule



Net Debt & Net Debt / EBITDA



Working Capital (bn TL)



Financial Management

- Working capital requirement turned negative as the effects of Red Sea tensions are reduced and inventory turnover improved.
- Net cash position continued with strong operating cashflow.



Outlook for 2024

2024 Refinery Maintenance Schedule

Refinery	Unit	Starting Quarter	Duration (weeks)	Purpose	Planned
İzmit	Crude Oil & Vacuum	Q4	5	Periodic Maintenance	Postponed
	Desulphurizer	Q4	5		Postponed
	RUP	Q1	13		Completed
	FCC	Q2	6	Periodic Maintenance	Completed
İzmir	FCC	Q3&Q4	21	Revamp	Planned
	Crude Oil , Vacuum, HYC	Q1	7	Periodic Maintenance	Completed
Batman	Crude Oil & Vacuum	Q2&Q4	10	Seasonal	Ongoing

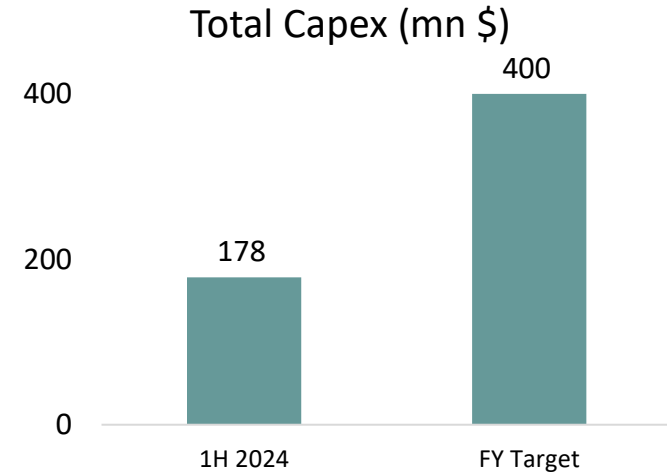
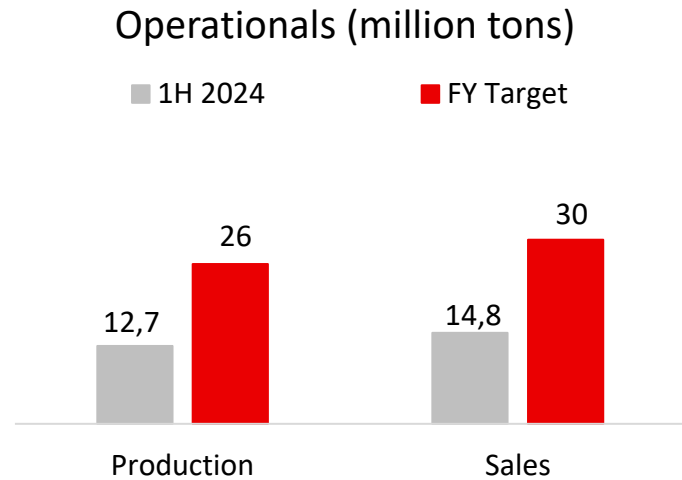
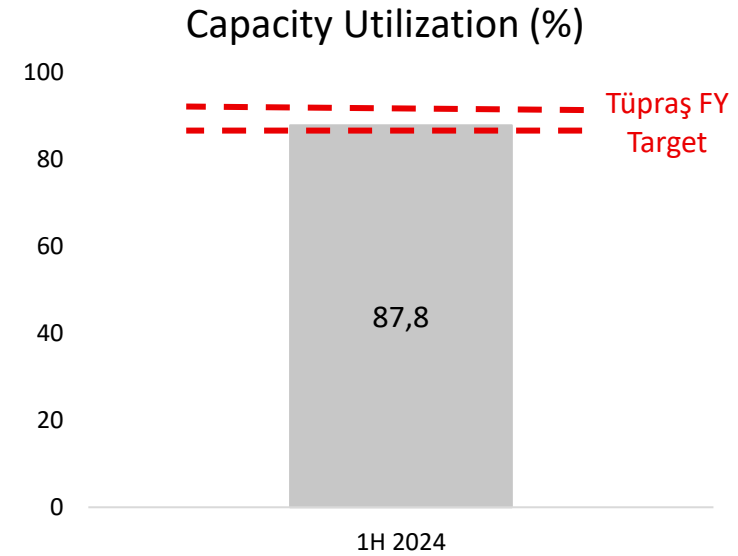
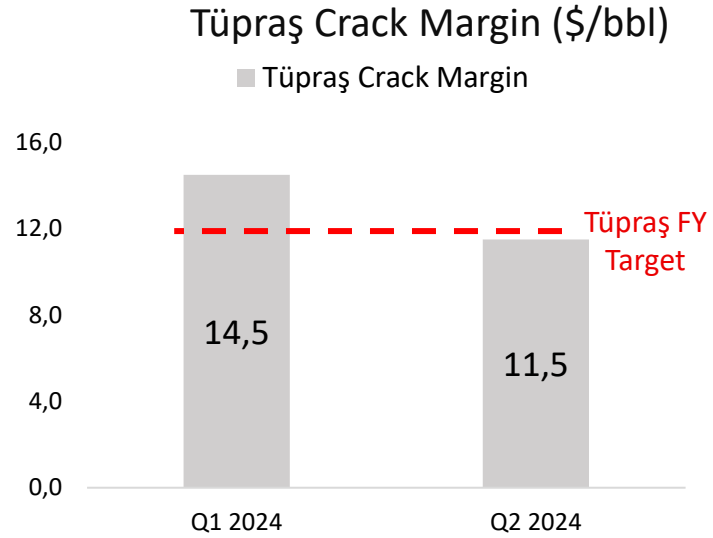
2024 Expectations

Tüpraş Crack Margin expectation ~12 \$/bbl

- ~26 mn tons annual production, ~30 mn tons annual sales and 85-90% average capacity utilization

Consolidated Capex ~400 million \$

Q2 2024 Results



 **Tüpraş**

 **Koç**

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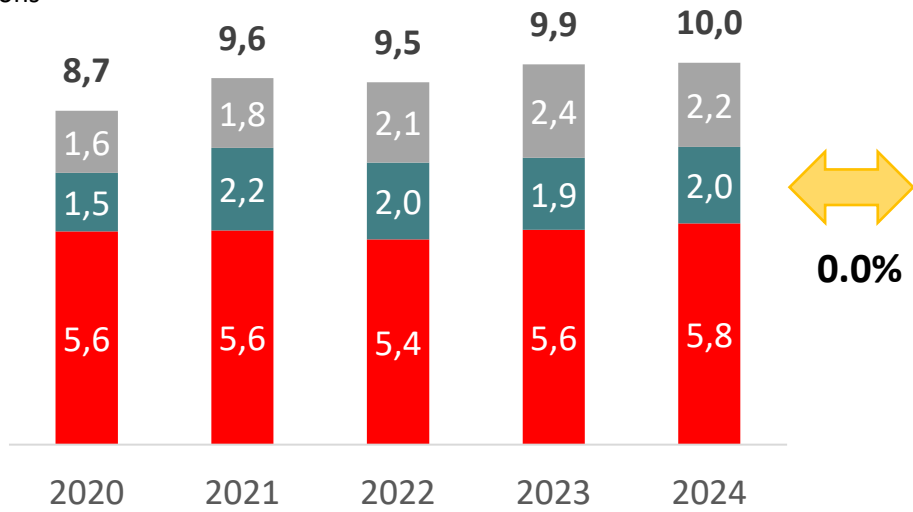
Appendix

Turkish Market, 5M 2024

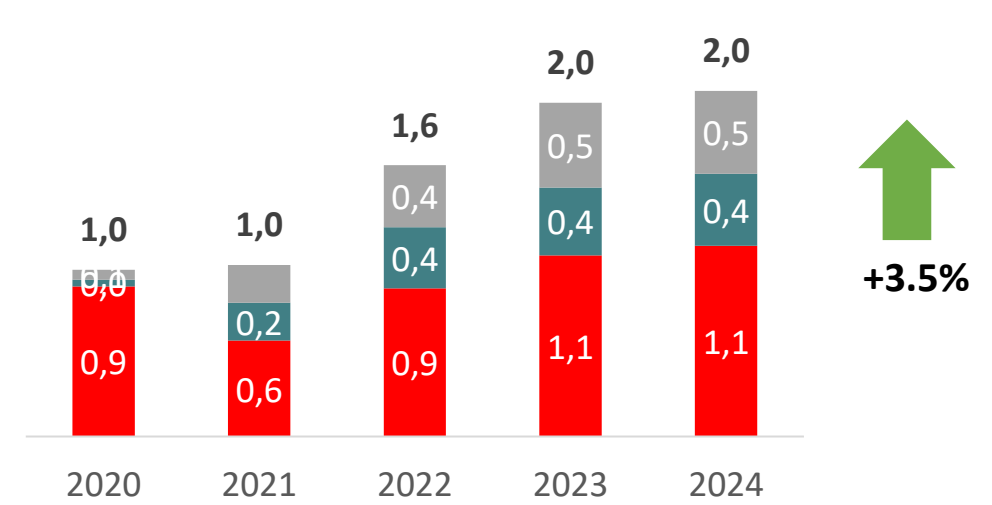
Q1 Apr May

Million Tons

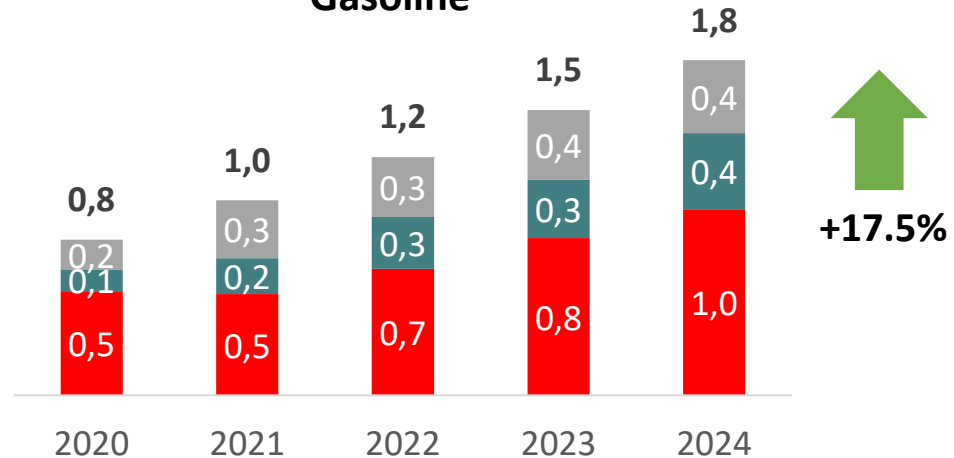
Diesel



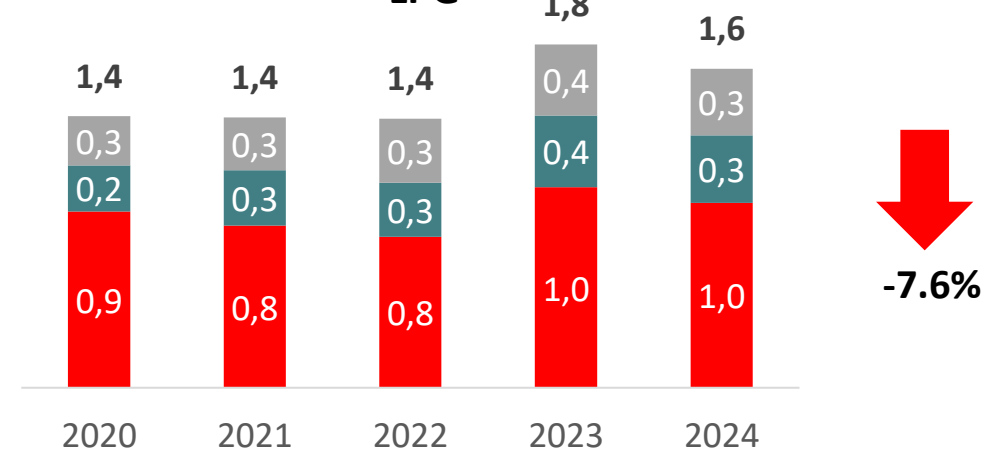
Jet¹



Gasoline

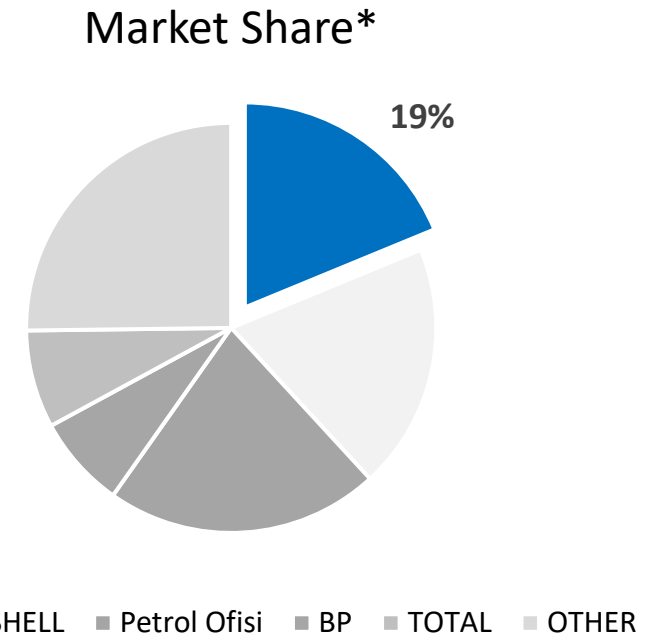
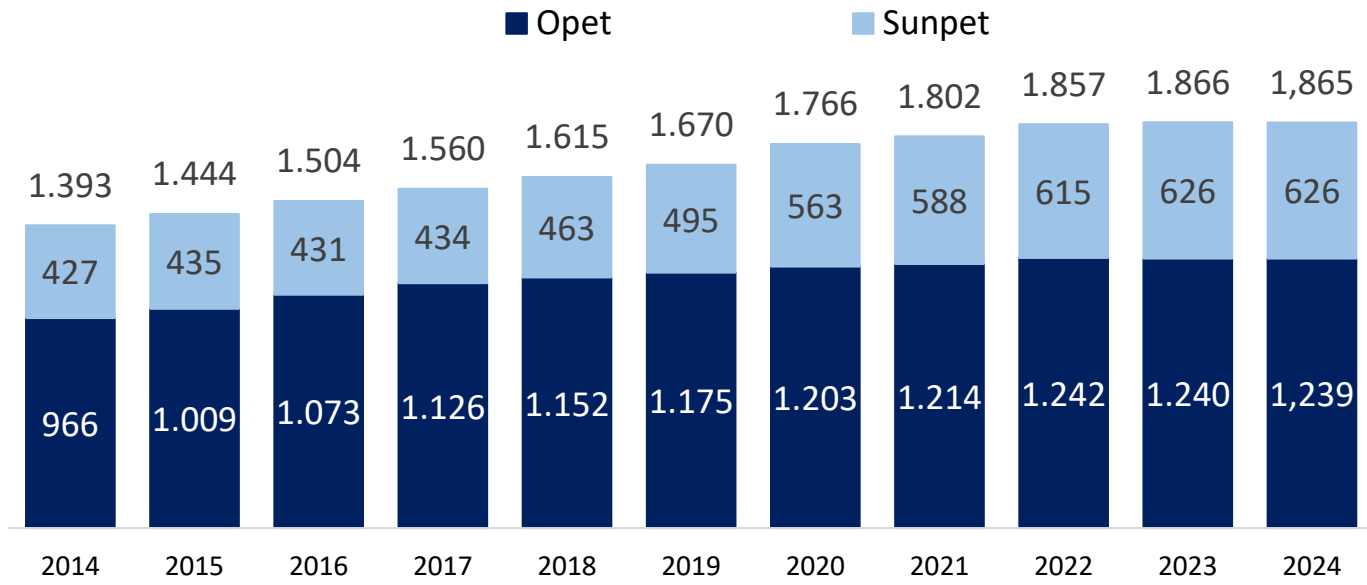


LPG



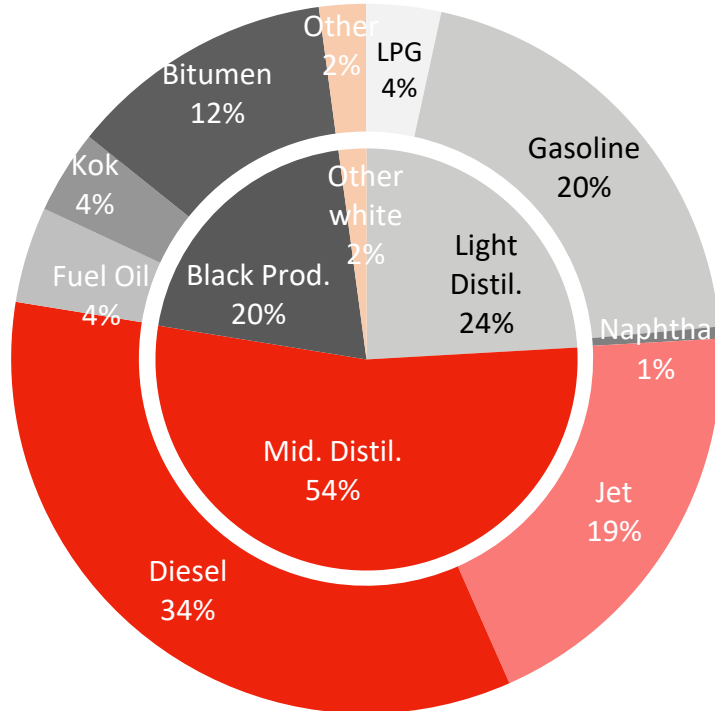
¹Transit flight consumption included

Opet has 1,873 fuel stations as of June 2024 end. 7% of the fuel stations have EV chargers installed.



Q2 Product Yields

Q2 2023



White Product Yield (%)

78.4%

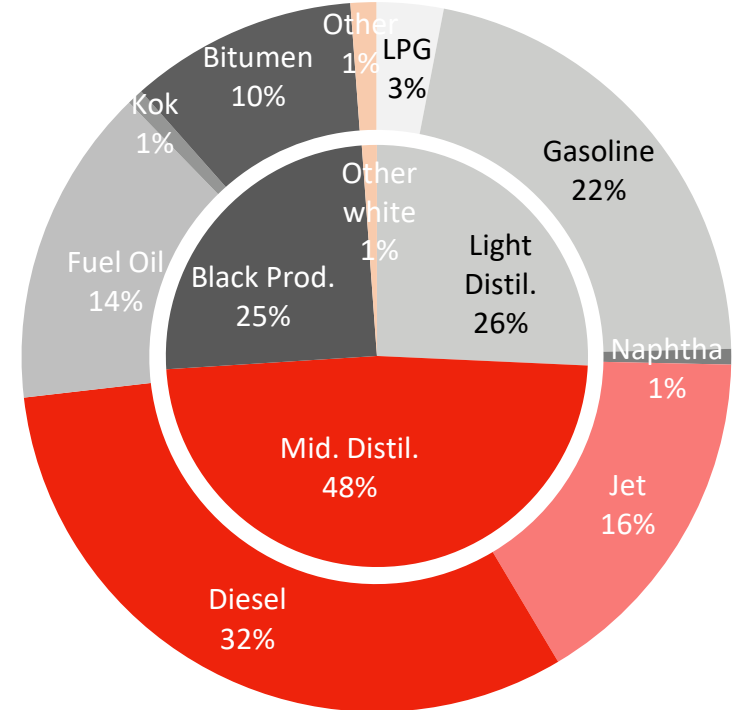
Production

5.9 mn tons

API

31.2

Q2 2024



White Product Yield (%)

73.5%

Production

6.8 mn tons

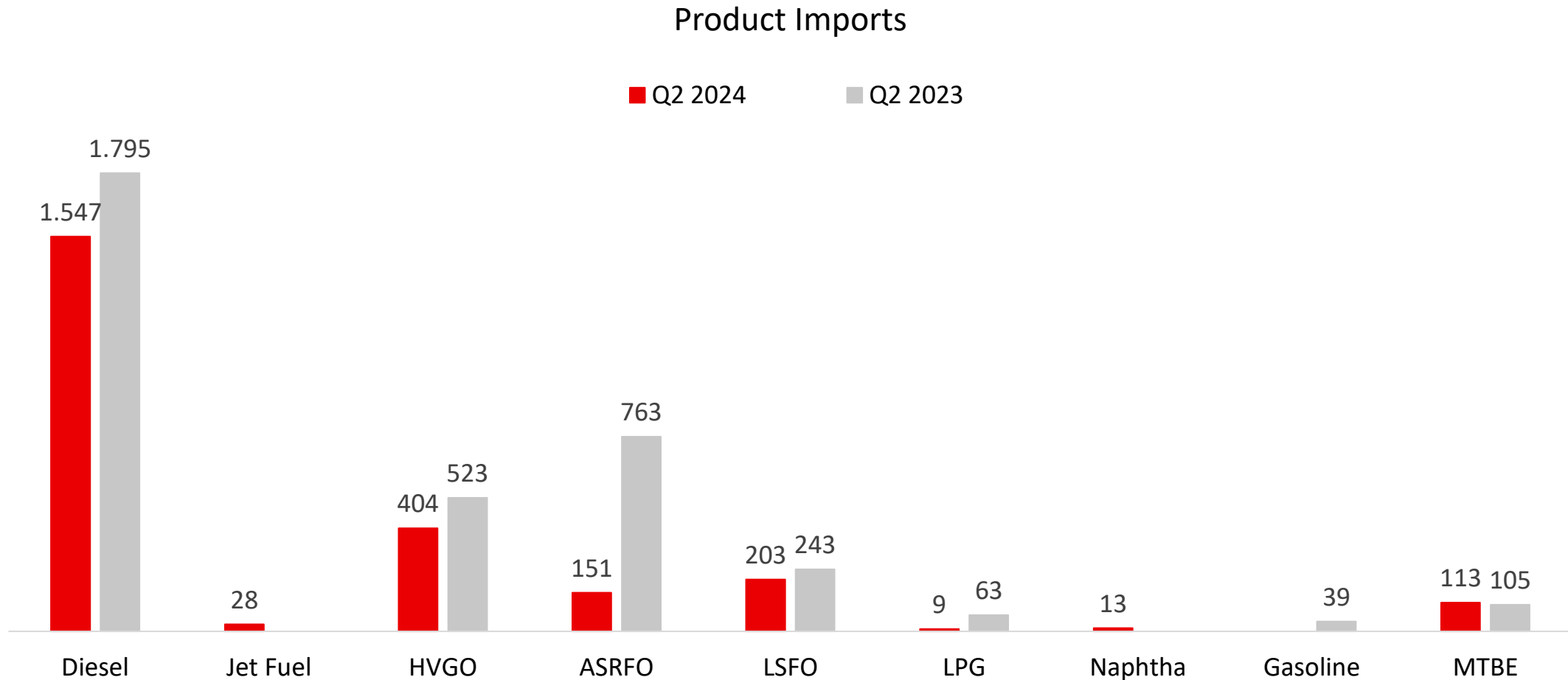
API

32.2

Tüpraş Balance Sheet (Million TL)

	31.06.2024	31.12.2023	Diff.	Diff. (%)
Current Assets	211,849	250,904	-39,055	-16
Cash & C. Equivalents	88,003	122,270	-34,267	-28
Trade Receivables	44,952	50,442	-5,490	-11
Derivatives	1,053	2,575	-1,522	-59
Inventories	65,206	55,462	9,743	18
Pre-paid expenses	1,678	1,594	83	5
Other Current Assets	10,958	18,560	-7,602	-41
Long Term Assets	206,288	206,616	-329	0
Financial Assets & Subsidiaries	10,284	10,781	-497	-5
Tangible & Intangible Fixed Assets	172,505	173,116	-611	0
Derivatives	67	46	21	45
Pre-paid expenses	3,675	2,264	1,412	62
Deferred Tax	5,764	8,065	-2,301	-29
Other Long-term Assets	13,993	12,344	1,649	13
Total Assets	418,137	457,520	-39,383	-9
Short Term Liabilities	176,401	193,677	-17,276	-9
Financial Loans	29,930	37,381	-7,450	-20
Trade Payables	115,326	122,186	-6,860	-6
Derivatives	3,295	664	2,630	396
Provisions	3,371	1,530	1,841	120
Other ST Liabilities	24,479	31,917	-7,437	-23
Long Term Liabilities	6,443	10,705	-4,261	-40
Financial Loans	2,872	6,683	-3,812	-57
Payables & Provisions	1,832	2,587	-755	-29
Derivatives	469	585	-116	-20
Other LT Liabilities	1,270	849	421	50
Total equity attributable to equity holders of the parent	232,310	250,422	-18,112	-7
Minority Interests	2,982	2,716	266	10
Total Liabilities & Equity	418,137	457,520	-39,383	-9

Finished Product and Semi Product Imports (Thousand Tons)



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