



Galata Wind Enerji A.Ş.

Investor Presentation

Q3 2023



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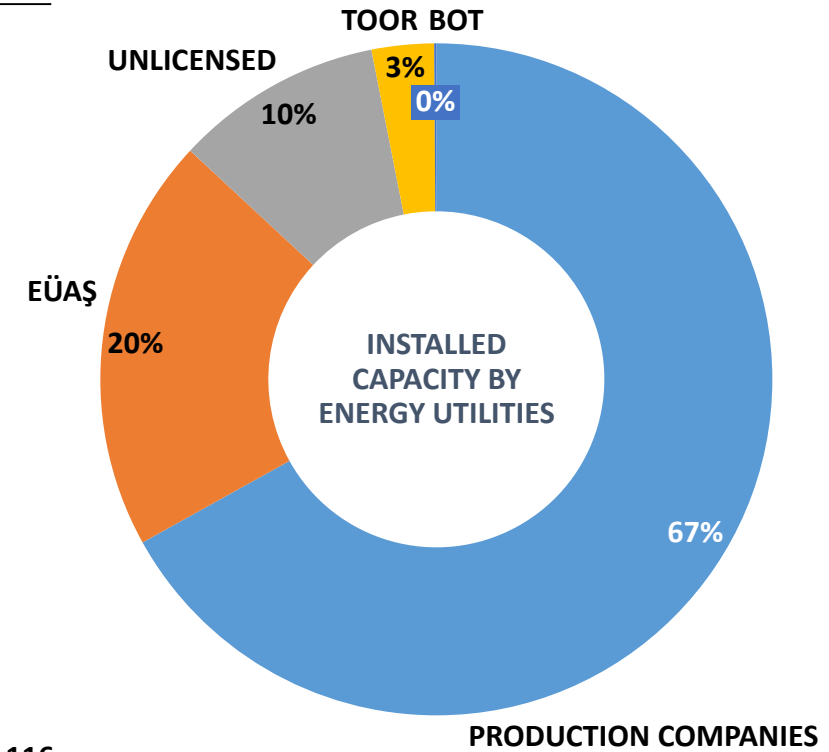
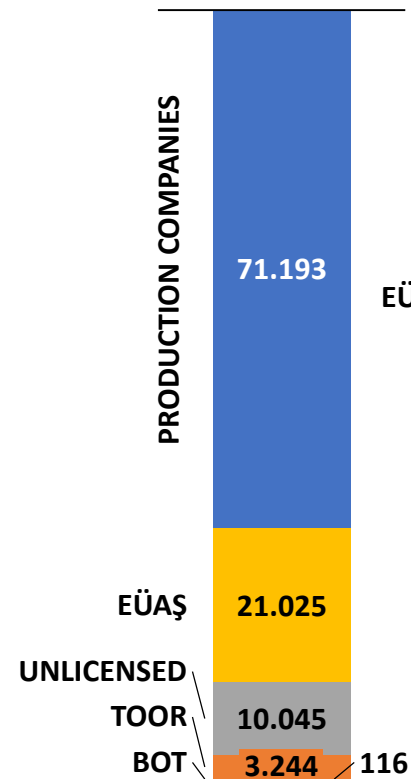
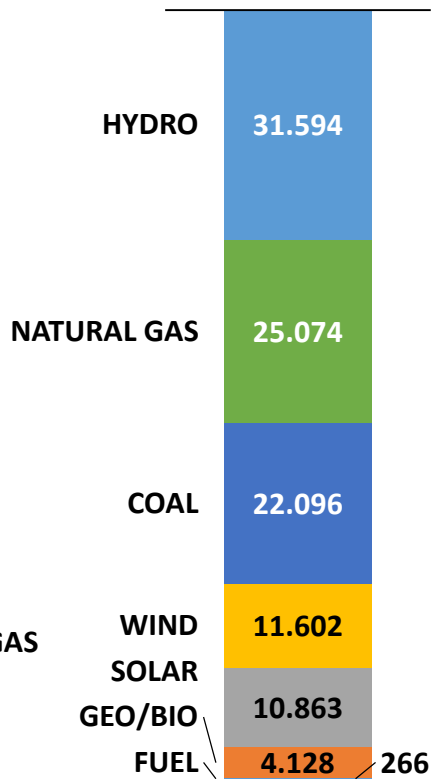
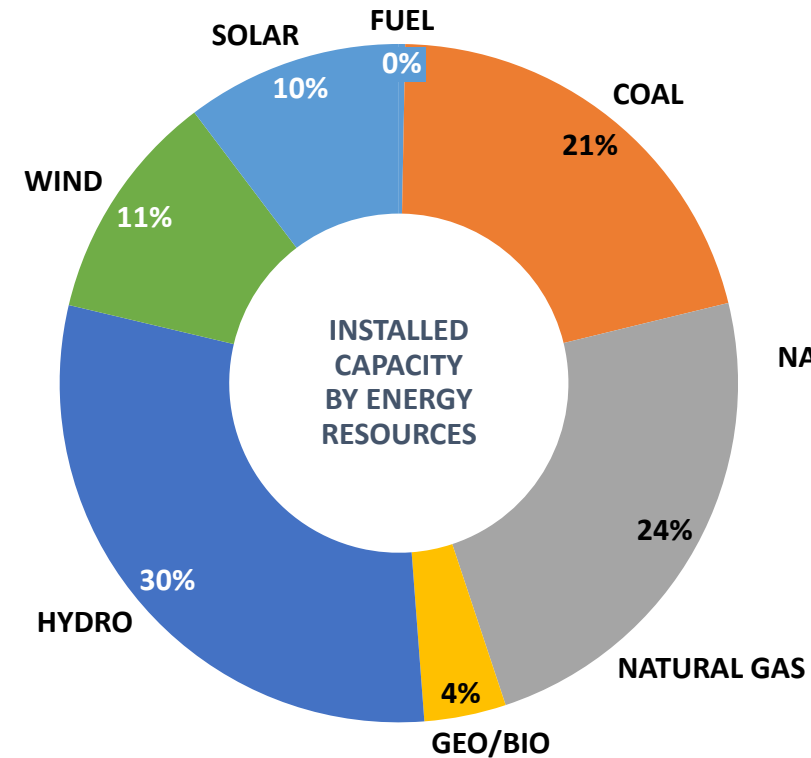
01

TURKEY ENERGY MARKET



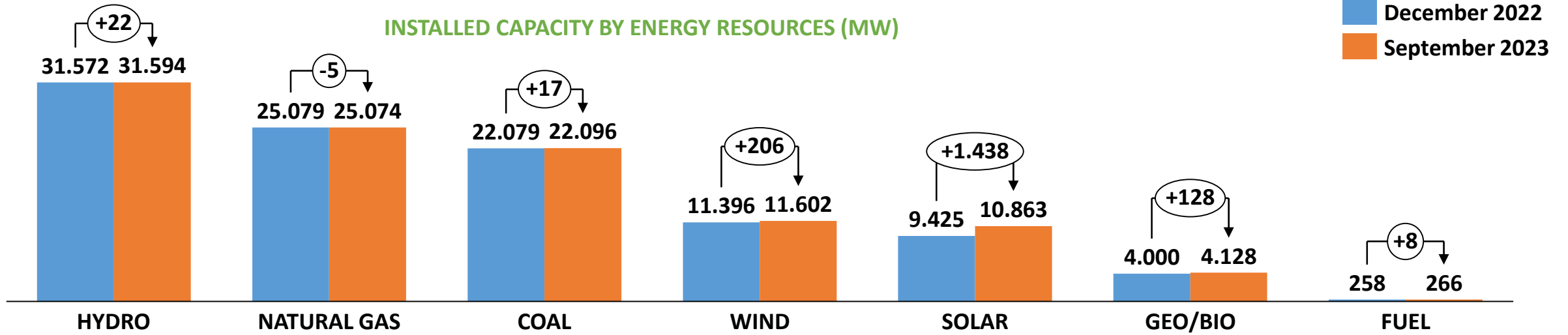
Turkey Installed Capacity | September 2023

Total: 105.623 MW Installed Capacity

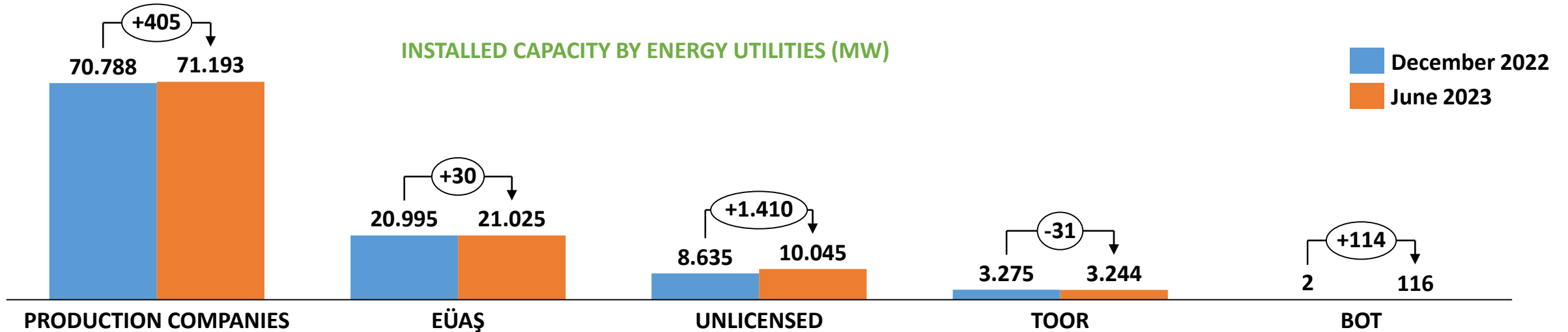


Turkey Installed Capacity | December 2022 / September 2023

INSTALLED CAPACITY BY ENERGY RESOURCES (MW)

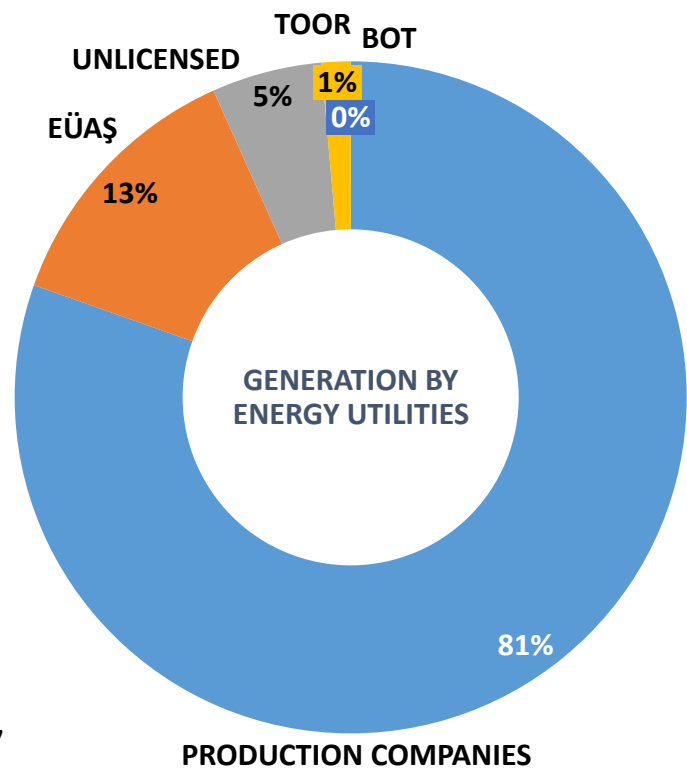
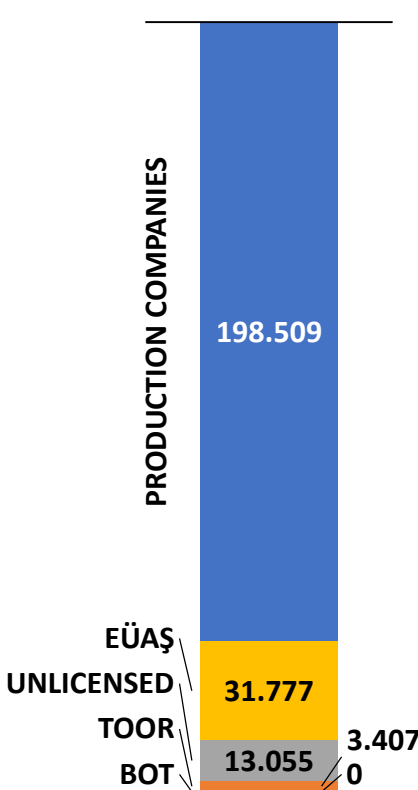
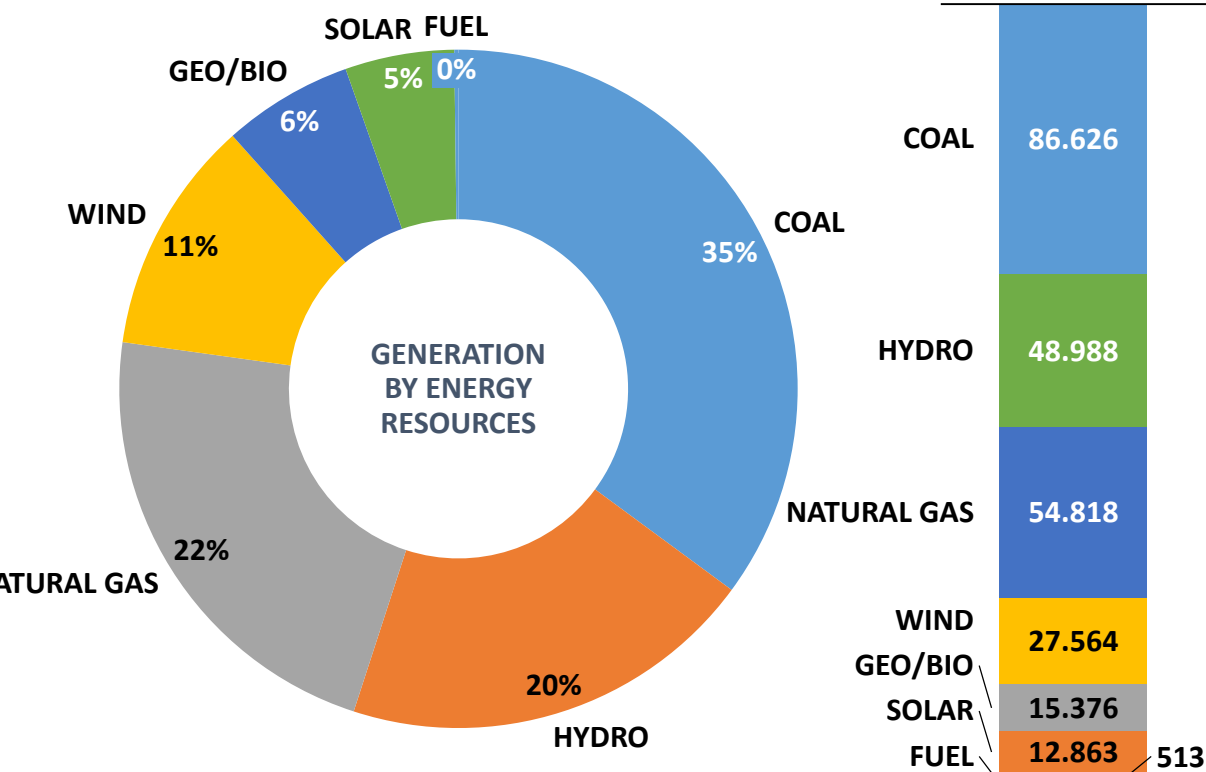


INSTALLED CAPACITY BY ENERGY UTILITIES (MW)



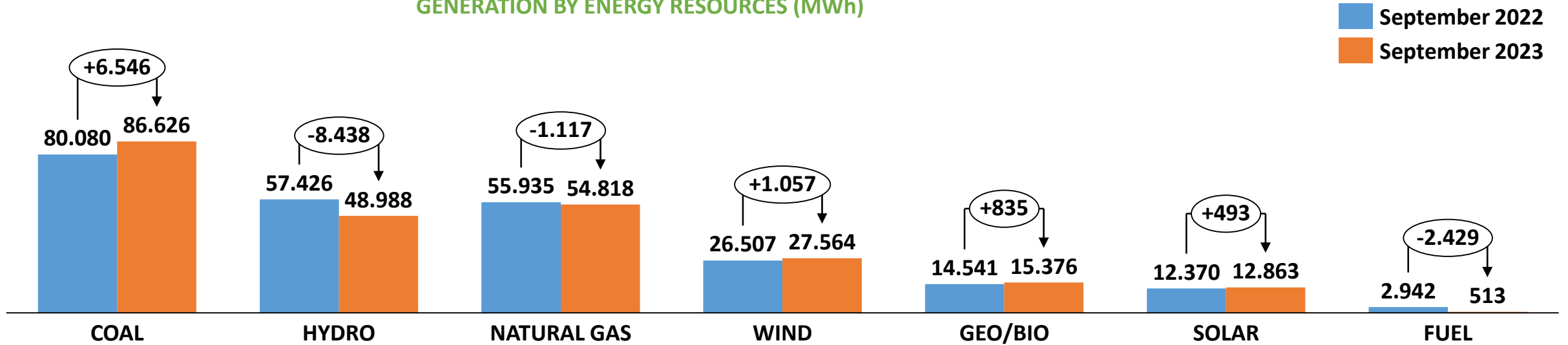
Turkey Energy Generation | September 2023

Total: 246.748 MWh Energy Generation

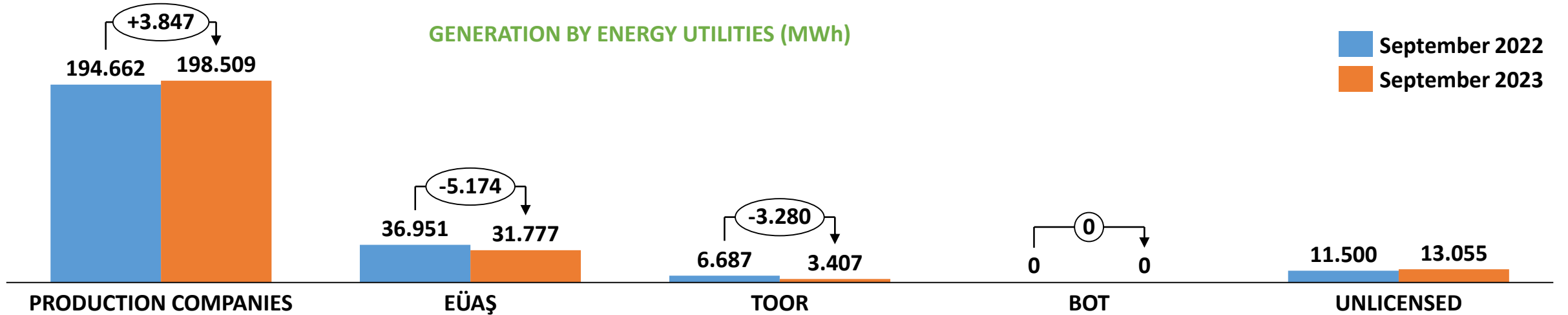


Turkey Energy Generation | September 2022/2023

GENERATION BY ENERGY RESOURCES (MWh)

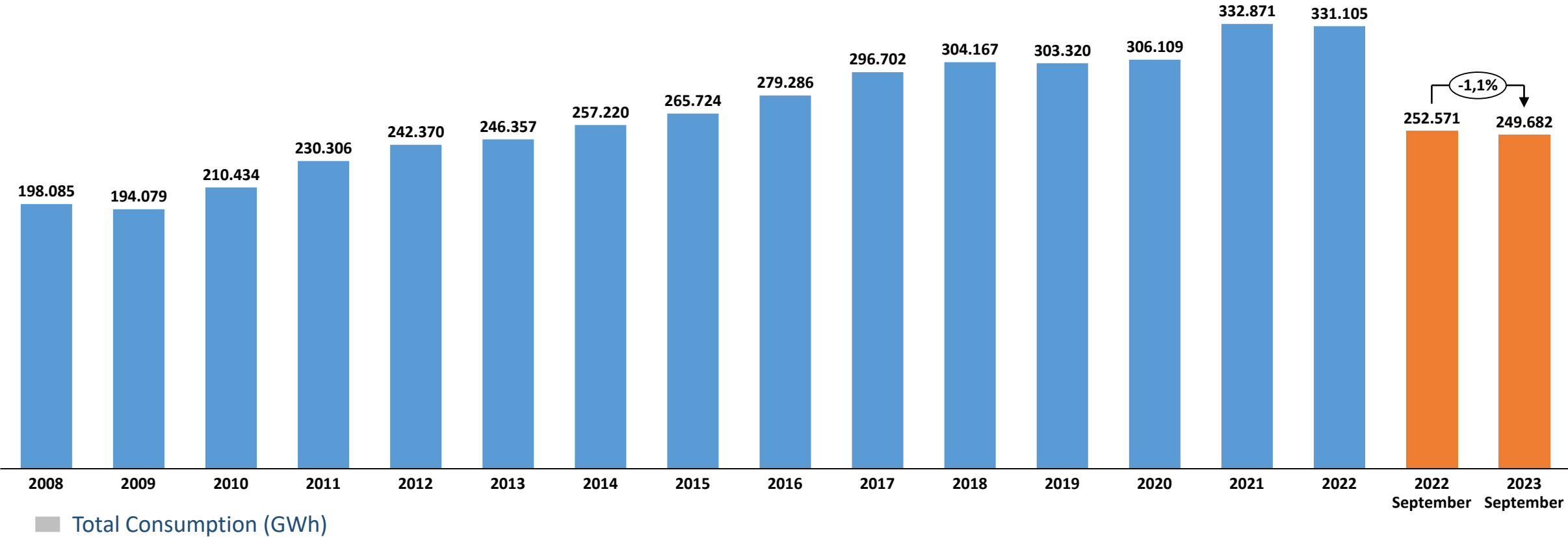


GENERATION BY ENERGY UTILITIES (MWh)

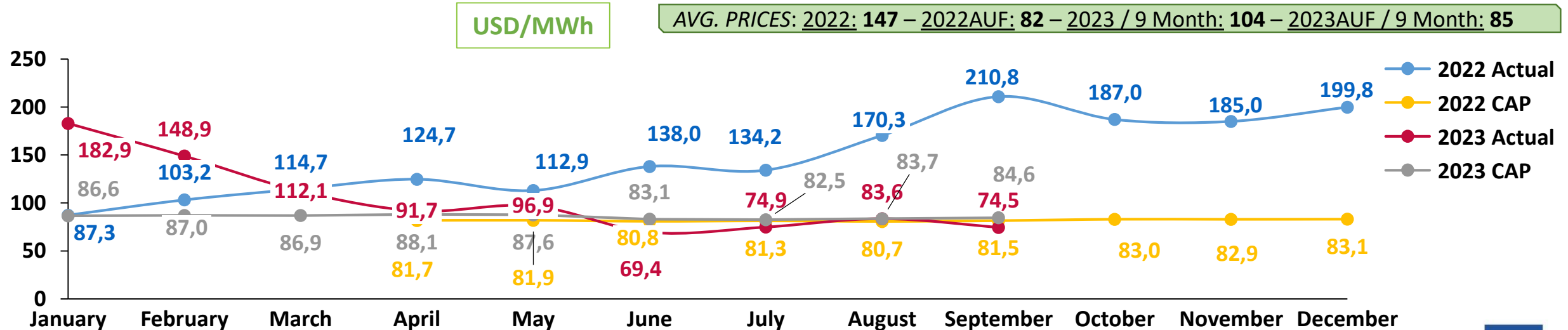
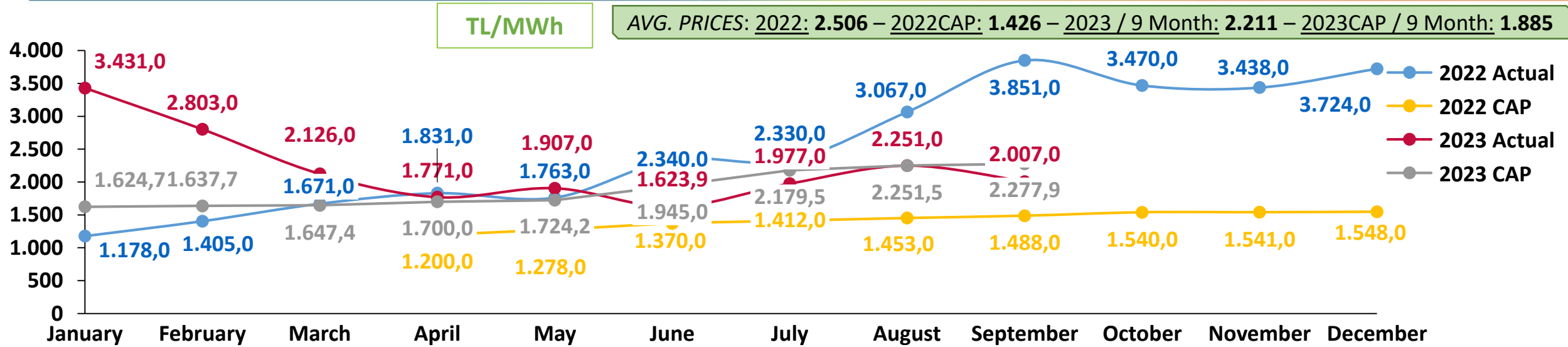


Turkey Energy Market | Electricity Consumption

As of March 2023, electricity consumption has decreased as 1.3% compared to the previous year.



Electricity Prices (2022 – 2023 PTF/AUF)

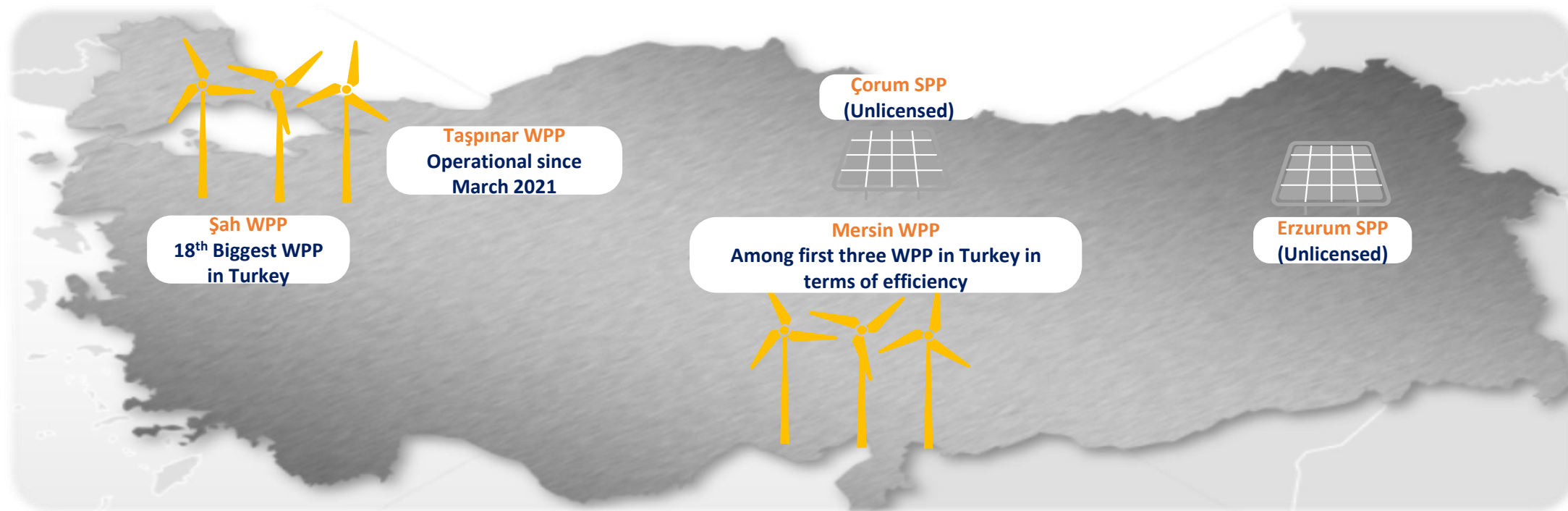


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OPERATIONAL DATA



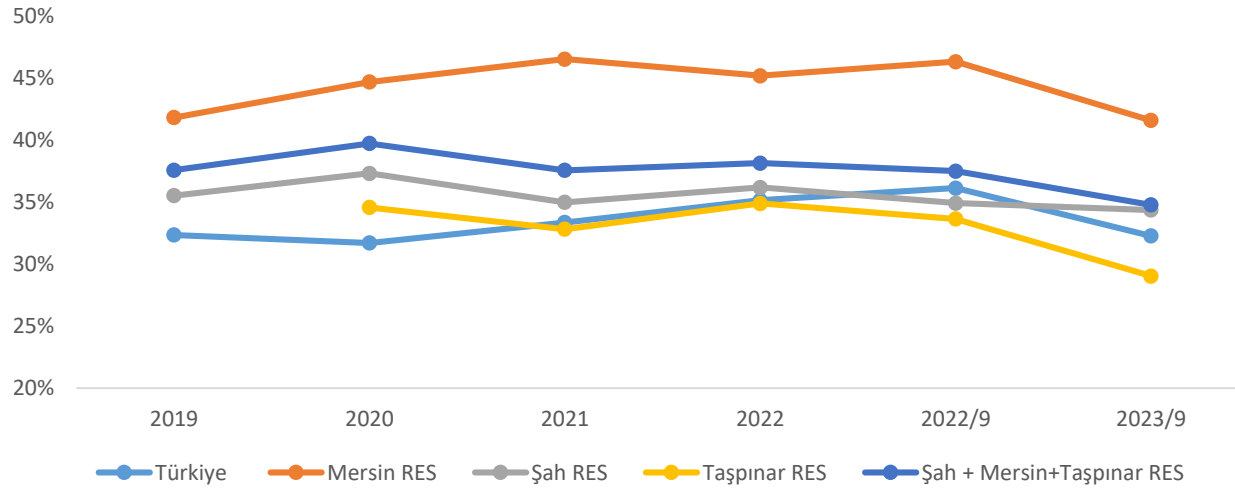
Galata Wind Portfolio



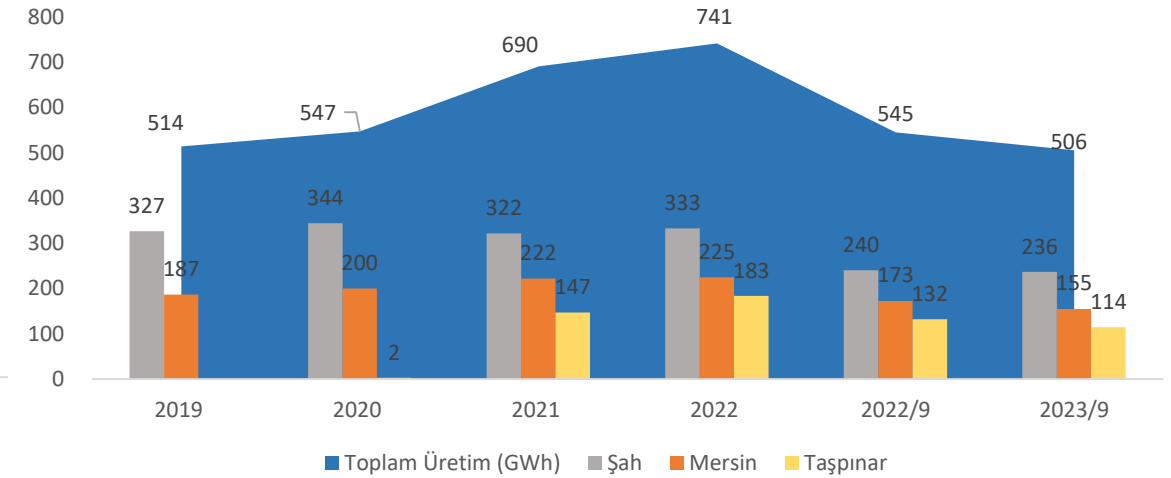
| | Mersin RES | Şah RES | Taşpınar RES | Çorum GES | Erzurum GES | TOTAL |
|---------------------------------|------------|---------|--|-----------|-------------|---------|
| Installed Capacity | 62,7 MW | 105 MW | 67,2 MW | 9,4 MW | 24,5 MW | 269 MW |
| Number of Turbines | 20 | 35 | 14 | - | - | 69 |
| Average Yearly Generation (MWh) | 220.000 | 330.000 | 185.000 | 14.000 | 40.000 | 790.000 |
| Feed-in-Tariff End Year | 2020 | 2021 | 2030 | 2027 | 2028 | |
| Feed-in-Tariff Price | SP* | SP* | first 5 years \$94/MWh following 5 years \$73/MWh | \$133/MWh | \$133/MWh | |
| Loan Content Price | - | - | \$21/MWh | - | - | |

Key Operational Figures– WPP & SPP

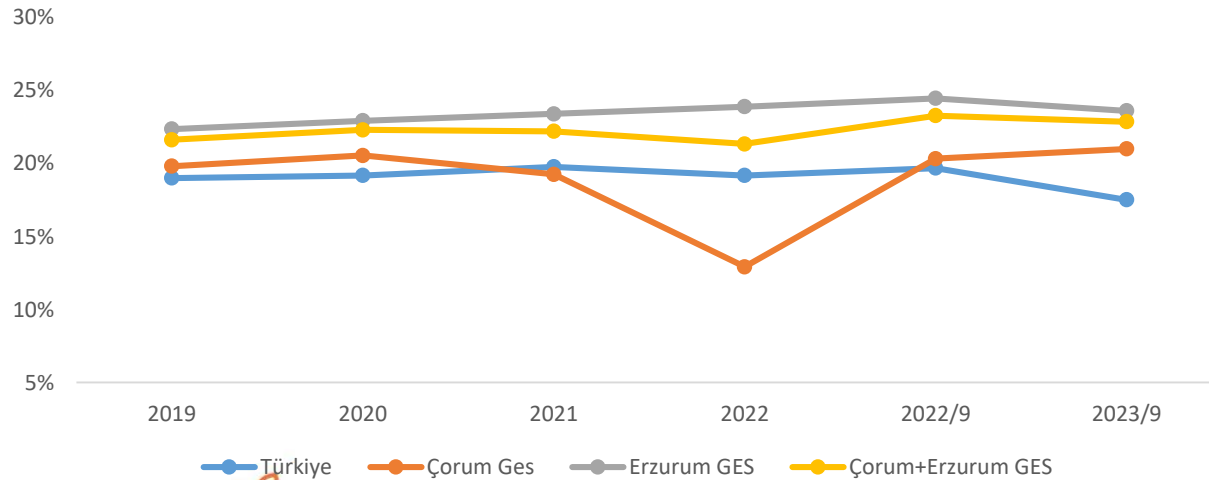
Capacity Usage Factor



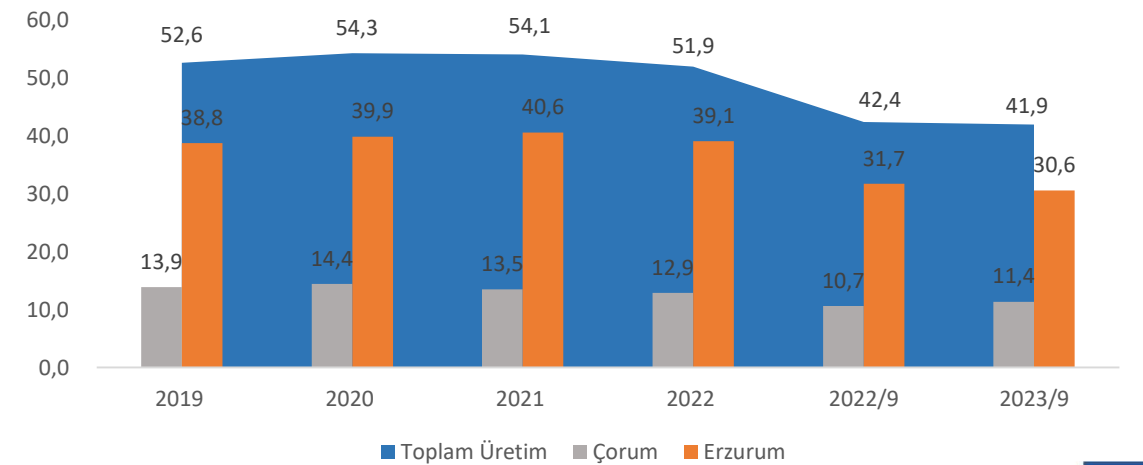
WWP Generation - GWH



Capacity Usage Factor

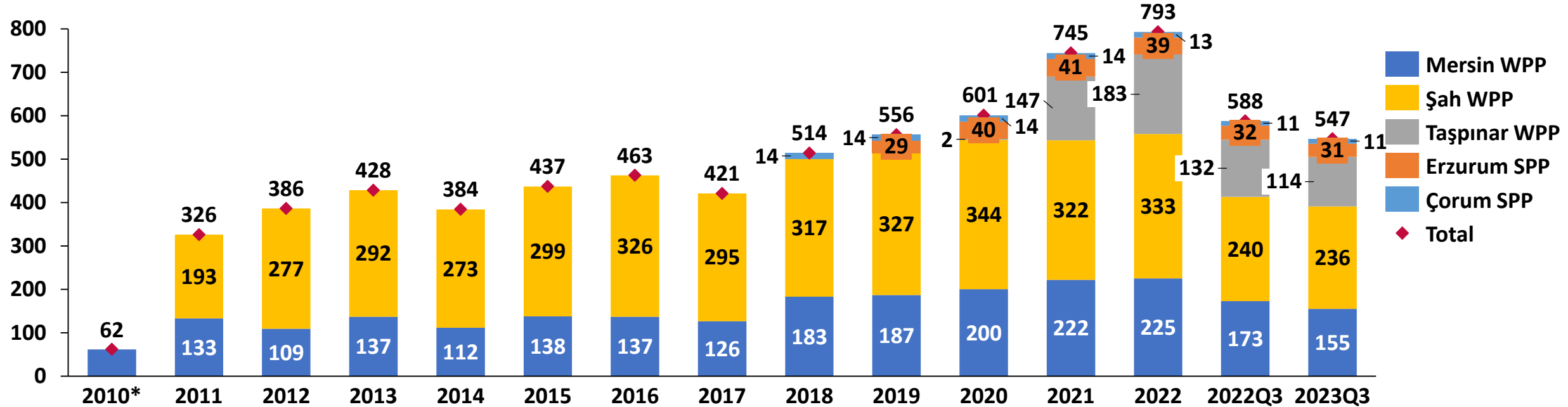


SPP Generation - GWH



Operation | Generation

Generation Growth (GWh)



Carbon Emission Certificate Rights Sale

✓ 2023 present ~ 231.249 tons



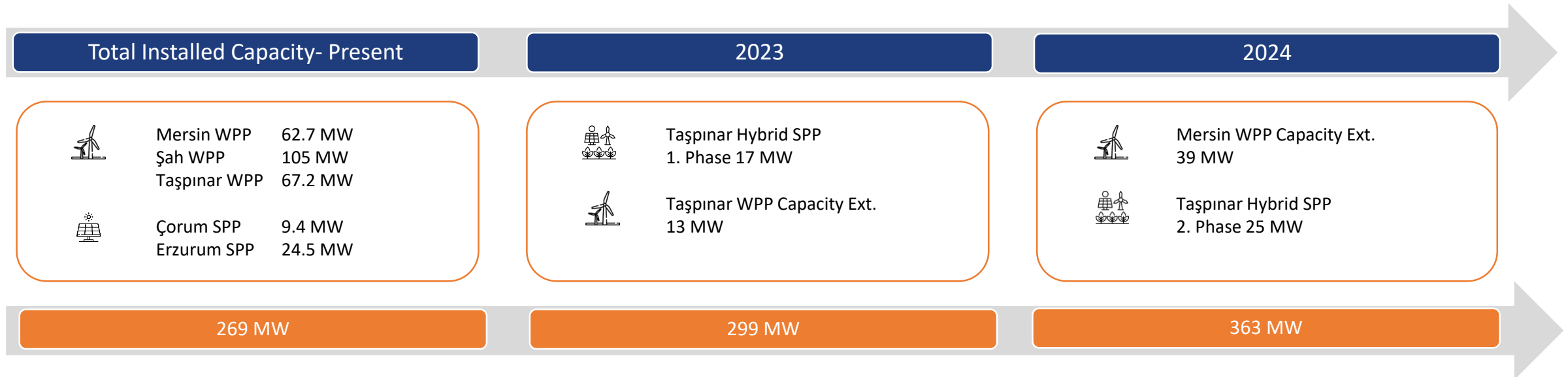
Gold Standard
for the Global Goals

✓ Prices in USD is around 5,4

✓ ~3% of Annual revenues (January – September 2023: ~2,5% / January – September 2022: ~3,9%)

✓ No sales were done in the 3rd Quarter

Continuing Investments



| | Taşpınar Hybrid SPP | Taşpınar WPP Capacity Ext. | Mersin WPP Capacity Ext. |
|--------------------|----------------------------|----------------------------|--------------------------|
| Project Size | 2 Phases (17MW & 25 MW) | 2 Turbines (13 MW) | 6 Turbines (39 MW) |
| COD | End Q4 2023 & End Q4 2024 | End Q4 2023 | Q2 2024 |
| Construction Start | 2023 – continuing | 2023 – continuing | 2023 - started |
| Prices | FiT 94\$MWh, after 73\$MWh | PTF | PTF |

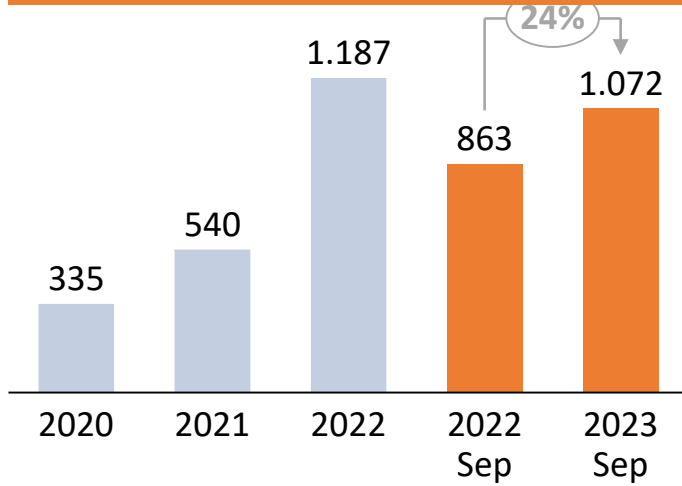
03

FINANCIAL DATA

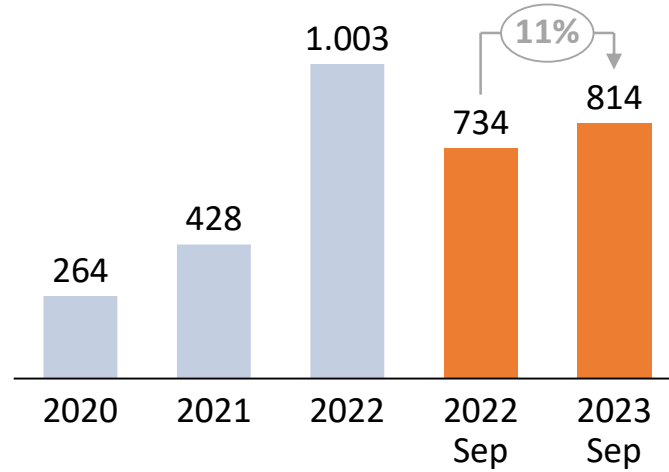


Financial Performance (Mio TL)

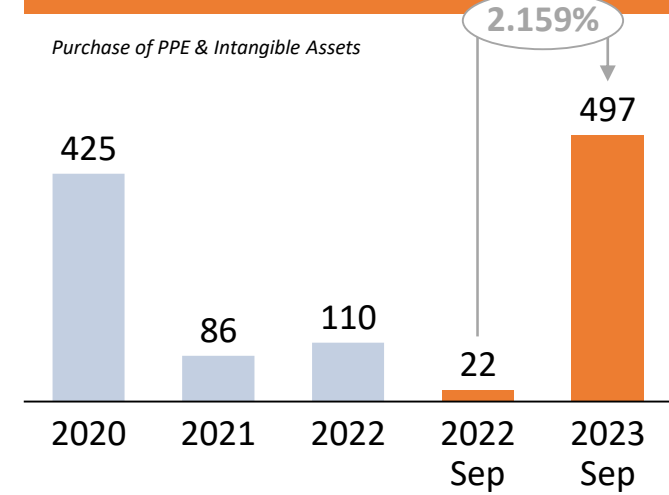
Revenue (mio TRY)



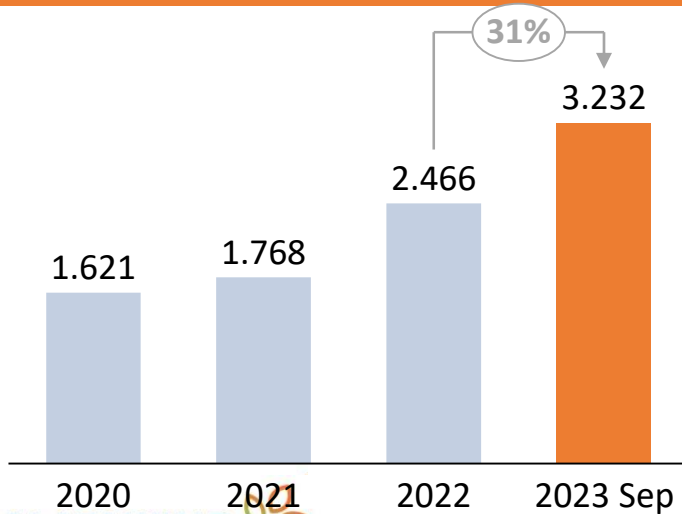
EBITDA (mio TRY)



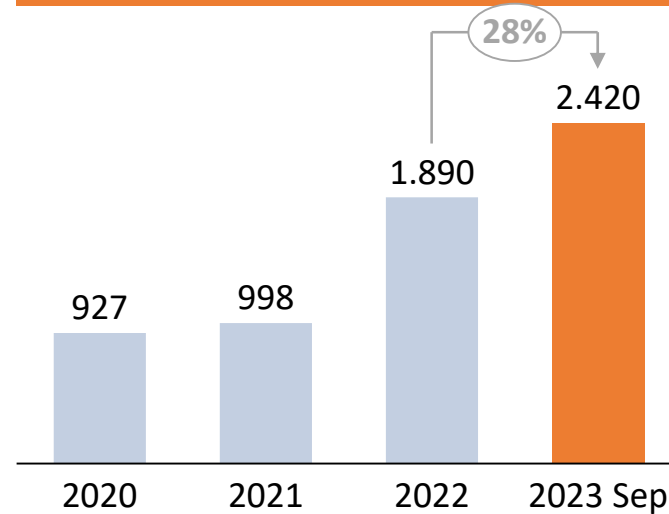
CapEx (mio TRY)



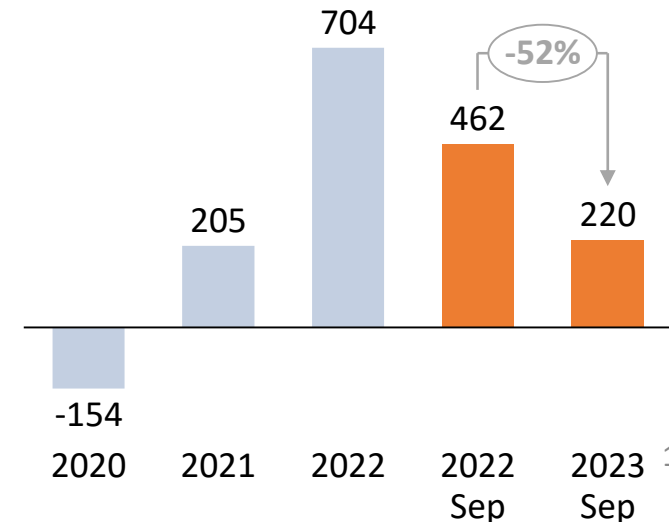
Total Assets (mio TRY)



Equity (mio TRY)

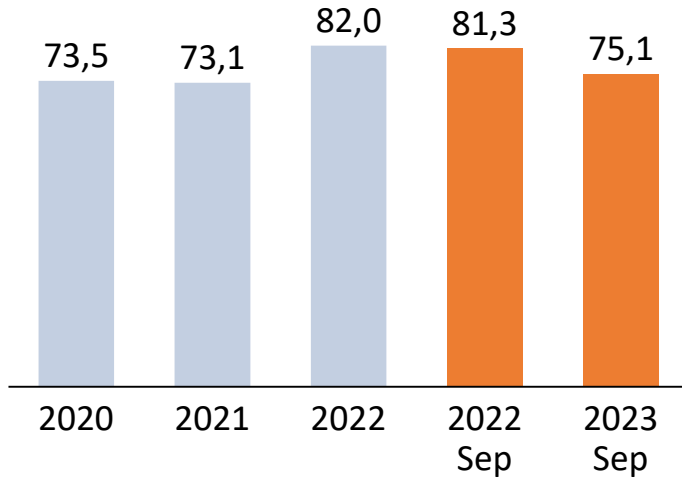


Free Cash (mio TRY)

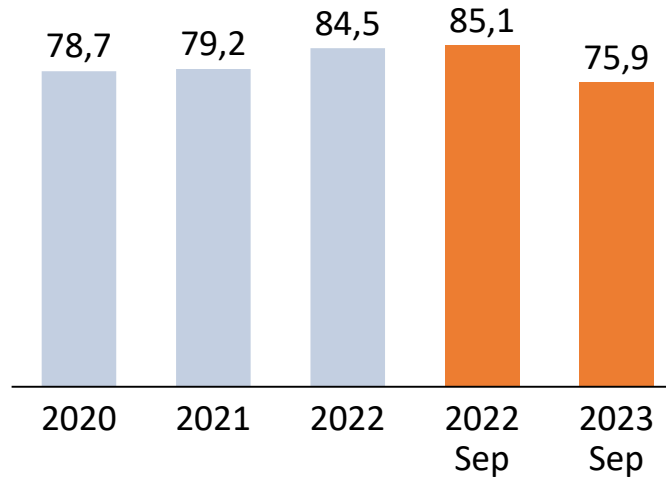


Margins (%)

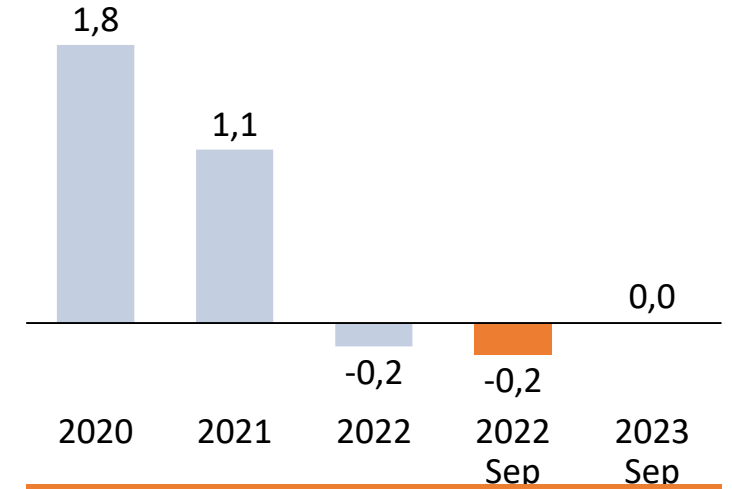
Gross Margin (%)



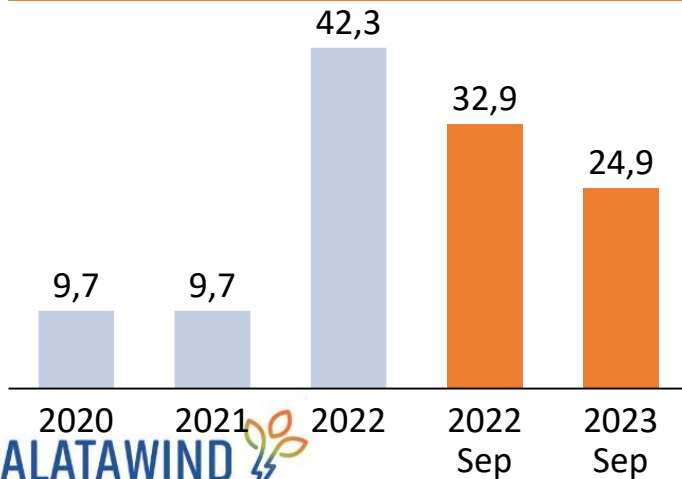
EBITDA Margin (%)



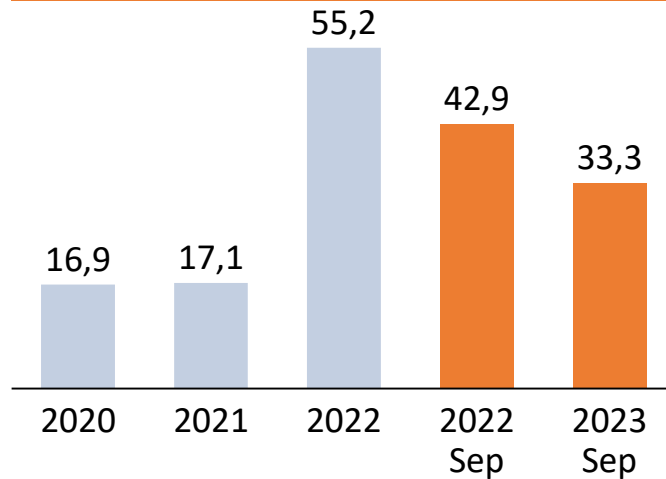
Net Debt/ EBITDA



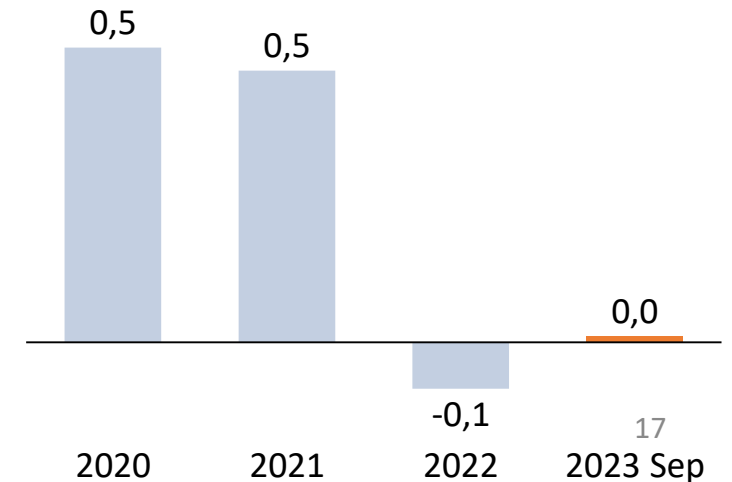
ROA (%)



ROE (%)



Net Financial Debt/Equity



Financial Data | Balance Sheet

| Consolidated Financial Statement (mn TL) | 30 September 2023 | 31 December 2022 | % Change |
|--|-------------------|------------------|----------|
| Total Assets | 3.232,39 | 2.466,36 | 31% |
| Current sssets | 966,67 | 908,31 | 6% |
| Cash and cash equivalents | 615,53 | 659,08 | -7% |
| Financial Investments | 130,26 | 76,30 | 71% |
| Non-current Assets | 2.265,73 | 1.558,05 | 45% |
| Propert, plant and equipment | 1.345,05 | 892,68 | 51% |
| Intangible assets | 336,08 | 341,39 | -2% |
| Total Liabilities | 812,10 | 576,12 | 41% |
| Current liabilities | 234,59 | 107,31 | 119% |
| Non-Current liabilities | 577,51 | 468,81 | 23% |
| Bank Borrowings | 649,88 | 511,42 | 27% |
| Equity | 2.420,29 | 1.890,24 | 28% |
| Net debt | 196,57 | -82,96 | |
| Net financial debt | 34,36 | -147,66 | |
| Investment amount (Capex) | -497,39 | -22,11 | |

Current Assets:

As of 30 September 2023, current assets **increased by 6%** and reached 967 M TL. While cash and cash equivalent assets decreased by 43.5 M TL, Financial Investments increased by 54 M TL due to the cash used in short-term liquid funds for investment purposes. While there was **7% decrease in cash and cash equivalence** and **100% decrease in VAT receivables** due to the investments being covered from equity capital, Current Assets **increased by 6%** due to **71% increase** in Financial Investments and **126% increase** in Trade Receivables.

Non-Current Assets:

Compared to 31 December 2022, **tangible fixed assets increased by 51%**, mainly due to the increase due to the completion of the Taşpinar Hybrid project. There was a **net decrease of 5.3 M TL in intangible assets** due to the effect of period depreciation. In addition, the change in Non-current assets is mainly the **advance payments of around 260 M TL** made for the Taşpinar Additional Capacity and Mersin Additional Capacity investments. As of 30 September 2023, there is a deferred tax assets, **increasing by 75 M TL** compared to the end of 2022, reached to 224 M TL.

| | 30 September 2023 | | |
|---|--------------------------------|----------------------|-------------|
| | Interest rate per annum (%) | Original currency | TRY |
| Short-term portion of long-term bank borrowings: | | | |
| - EUR denominated bank borrowings | Libor+0,65-0,80 | 3.346.247 | 97.143.235 |
| - TRY denominated bank borrowings | 0 | - | - |
| Long term bank borrowings: | | | |
| - EUR denominated bank borrowings | Libor+0,65-0,80 | 19.039.943 | 552.739.051 |
| Total bank borrowings | | | 649.882.286 |

Liabilities:

Although our foreign currency **loans decreased** from 25.6 M EUR to **22.4 M EUR** with a repayment of 3.2 M EUR, the TL equivalents of foreign currency loans **increased by 128 M TL** due to the **depreciation in TL**. Also, as a result of increase in our tax liability **by 55.6 M TL**, total liabilities increased by **236 M TL** and **reached 812 M TL**.

Financial Data | P&L Table

| Consolidated Income Statement (mn TL) | 30 September 2023 | 30 September 2022 | % Change |
|---|-------------------|-------------------|----------|
| Revenue | 1.071,75 | 862,70 | 24% |
| Gross Profit | 804,74 | 701,55 | 15% |
| Operating Profit/Loss (-) | -41,25 | -20,58 | -100% |
| General Administrative Expenses (-) | -29,25 | -14,00 | -109% |
| Marketing Expenses (-) | -12,00 | -6,58 | -82% |
| Other Operating Income/(Expense), net | 288,81 | 147,98 | 95% |
| Operating Profit Before Finance Expense | 1.052,29 | 828,95 | 27% |
| EBITDA (*) | 813,50 | 734,01 | 11% |
| Finance Income/(Expense), net | -206,45 | -124,44 | -66% |
| Net Profit | 805,94 | 810,29 | -1% |
| Earning/(Loss) Per Share | 1,4925 | 1,5152 | |

* EBITDA was calculated by subtracting the "operating costs" from the "expenses", and adding the "depreciation & amortization".

Gross Profit:

Revenue increased by 24% in September 2023 period, compared to the same period in 2022. In particular, the increase in the USD/TL exchange rate has a primary impact on the increase in our revenue figure (the average exchange rate in 2023 increased by 40% compared to the average exchange rate in the January - September 2022 period). Although production decreased by 7% compared to the same period last year, our revenues increased by 24% due to the increase in exchange rate.

Although the revenue increased by 24%, the cost of sales increased by around 66%, mainly due to the increase in Distribution and System Usage Fees and Maintenance and Repair expenses. This situation caused the gross profitability to increase by 15% to 805 M TL.

Other Operating Income & Expenses:

Compared to the same period of the previous year our EUR and USD deposits decreased. In order to avoid financial risks, cross currency swap transactions with a maturity of less than 1 month, amounting to USD 8 M and EUR 3 M, were made. As a result of this transaction, our TL deposits increased. So, our interest income increased due to the increase in our TL deposits (30 September 2023 : TL 106.7 M and 30 September 2022 : TL 13.5 M). Our foreign exchange gain increased and reached to TL 55.9 M compared to the same period of the previous year due to the effect of cross currency swaps we have made and our current foreign currency deposits (30 September 2023: TL 184.4 M and 30 September 2022: TL 128.5 M). Our other operational net incomes increased by 95% and reached 288.8 M TL, with our other operating expenses increased by 63%.

Finance Expenses:

Compared to the end of September 2023, despite the lower loan balance due to more fluctuation in EUR/TL exchange rate, foreign exchange loss arising from loans increased to TL 219.4 M (30 September 2022: TL 83.3 M). Since the short-term additional loans used in the 2022 period were not available in the same period of 2023, interest expenses decreased by 22.8 M TL and realized as 16.6 M TL.

Net Profit:

At the end of September 2023, our consolidated profit was TL 805.9 M. There is deferred tax income of 75.1 M TL arising from fixed asset revaluations within the period profit.

Profit & Loss – Quarterly Period

| Income Statement | Q1-2022 | Q2-2022 | Q3-2022 | Q4-2022 | Q1-2023 | Q2-2023 | Q3-2023 |
|---|--------------------|--------------------|--------------------|--------------------|--------------------|--------------------|--------------------|
| Revenue | 290.017.674 | 227.876.182 | 344.810.106 | 324.567.866 | 337.130.632 | 253.818.005 | 480.800.680 |
| Cost of Sales (-) | -42.857.015 | -47.290.624 | -71.006.304 | -52.315.135 | (74.300.897) | (72.654.771) | (120.057.639) |
| GROSS PROFIT | 247.160.659 | 180.585.558 | 273.803.802 | 272.252.731 | 262.829.735 | 181.163.234 | 360.743.041 |
| General Administrative Expenses (-) | -4.173.643 | -4.943.667 | -4.886.249 | -10.709.455 | (8.984.968) | (8.439.326) | (11.828.230) |
| Marketing Expenses (-) | -3.084.681 | -1.666.721 | -1.827.837 | -4.305.206 | (2.300.259) | (4.435.815) | (5.262.961) |
| Other Operating Income | 27.385.552 | 61.300.877 | 63.845.143 | 29.286.558 | 36.077.844 | 171.276.602 | 88.886.130 |
| Other Operating Expenses (-) | -5.049.101 | -2.299.582 | 2.798.806 | -8.920.002 | (2.072.624) | (1.396.605) | (3.966.021) |
| OPERATING PROFIT/ (LOSS) | 262.238.786 | 232.976.465 | 333.733.665 | 277.604.626 | 285.549.728 | 338.168.090 | 428.571.959 |
| Finance Expenses (-) | -33.020.728 | -44.135.452 | -47.287.989 | -46.761.700 | (24.522.492) | (117.908.537) | (64.015.080) |
| PROFIT/ (LOSS) BEFORE TAXATION FROM CONTINUED OPERATIONS | 229.218.058 | 188.841.013 | 286.445.676 | 230.842.926 | 261.027.236 | 220.259.553 | 364.556.879 |
| Tax Income/(Expense) From Continued Operations | | | | | | | |
| Tax Income/ (Expense) For The Period | -43.837.287 | -23.006.935 | -40.327.215 | -7.810.088 | (32.368.017) | (16.793.607) | (65.880.033) |
| Deferred Tax Income/ (Expense) | -3.209.857 | 175.540.142 | 40.629.687 | 10.629.815 | 7.182.265 | 17.740.539 | 50.210.853 |
| PROFIT/ (LOSS) FOR THE PERIOD | 182.170.914 | 341.374.220 | 286.748.148 | 233.662.653 | 235.841.484 | 221.206.485 | 348.887.699 |
| EBITDA | 256,75 | 191,94 | 285,31 | 268,78 | 267,93 | 185,09 | 360,48 |
| Energy Generation - GWH | 204,55 | 164,47 | 218,46 | 205,81 | 185,01 | 142,35 | 220,09 |

Financial Data | Loans

| Bank | Hypovereinsbank (EKF) | Hermes |
|-----------------------------|---|---|
| Loan Utilization Date | 18.08.2017 | 30.06.2021 |
| Loan Utilization Amount | 14,5 mn EUR | 20 mn EUR |
| Remaining Principal Balance | 7,2 mn EUR | 15 mn EUR |
| Interest Rate | 0,65% | 0,80% |
| BITT/VAT | - | - |
| Payment Details | 12 years maturity, principal and interest payment at 6 months interval | 10 years maturity, principal and interest payment at 6 months interval |
| Loan Closing Date | 2029 | 2031 |

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