

# Aydem Yenilenebilir Enerji Anonim Şirketi

Realization and Evaluation Report on the Assumptions Based on the Determination of the Public Offering Price Prepared by the Audit Committee

This Report has been prepared in accordance with Article 29/5 of the Capital Markets Board's Communiqué on Shares No. VII-128.1

24 May 2022

#### 1. General Information

**Commercial Title**: Aydem Yenilenebilir Enerji Anonim Şirketi (Aydem Renewables)

Address: Adalet Mahallesi Hasan Gönüllü Bulvarı No:15/1 Merkezefendi/

Denizli

**Website** : www.aydemyenilenebilir.com.tr

# Company's Field of Activity

1) To establish, commission, take over, lease, operate, rent out all kinds of electrical power plants in to generate electrical energy, and to provide engineering, consultancy survey, planning, project and fea-sibility services related to these facilities.

- 2) To sell the electricity and / or capacity so generated within the framework of the relevant legislation.
- 3) To enter into affiliate relations with or without distribution companies incorporated
- 4) To enter into an affiliate relationship with any electric power generation companies incorporated or to be incorporated.

**Stock Exchange Traded in:** Borsa İstanbul A.Ş. **Registered Capital Ceiling:** 2,000,000,000 TL

**Issued Capital :** 705.000.000 TL **Trade Registry Number:** 13798

Tax Office: Pamukkale Tax Office - Denizli

Tax Number: 1650037404

# 2. Subject and Justification of Report:

This report, which includes evaluations on whether the assumptions used in determining the public offering price of Aydem Yenilenebilir Enerji A.Ş., has been prepared by the Audit Committee in accordance with Article 29/5 of the Capital Markets Board's Communiqué on Shares No. VII-128.1.

# 3. Explanations:

In the 5th paragraph of the 29th article of the Capital Markets Board's Communiqué on Shares numbered VII-128.1, "The company whose shares are offered to the public for the first time, within ten business days following the public disclosure of its financial statements for two years after the shares start to be traded in the stock market, It is obligatory to prepare a report containing the evaluations about whether the assumptions based on the determination of the supply price have been realized, and if not, the related report must be published on the

company's website and on the Public Disclosure Platform with the reasons. This obligation is fulfilled by the audit committee within the partnership. This obligation is fulfilled by the board of directors for partnerships that do not have the obligation to establish an audit committee. Pursuant to the provision of this report, this report has been prepared and shared with the public.

# 4. Methods Used in Price Determination Report:

Consortium Leaders and Aydem Renewables ("Company") on April 1, 2021, the value that will be the basis for the price in the public offering of the Company shares, prepared in order to be determined in accordance with International Valuation Standards in accordance with the "Communiqué on Valuation Standards in the Capital Markets" of the Capital Markets Board No. III.62-1. "Price Determination Report" was published on the Public Disclosure Platform on 09.04.2021 by Yapı Kredi Yatırım. In the Price Determination Report, the company value and the public offering price have been determined as follows.

In order to determine the per share value of Aydem Renewables, the following valuation methods have been examined.

- Book Value Method
- Market Multiplier Analysis

#### **Book Value Method**

The book value method is a valuation method calculated by using the method of subtracting the liability figures from the value of a company's assets in the financial position. The power plants owned by the Company are classified as "tangible assets" in the statement of financial position. As stated in Footnote 2.8 of the Independent Audit Report as of 31 December 2021, the Company applies the revaluation model, which is one of the application methods in IAS 16, as an accounting policy in order to present the power plants with their fair values. As stated in the related footnote, as of 31 December 2021 and 31 December 2020, the Company obtained a valuation report from an independent valuation company and recorded its power plants with their fair values. The Group has applied the "Discounted Cash Flow ("DCF") Analysis" in its valuation and impairment studies." The main assumptions about the method in question are also included in the relevant footnote. Since the revaluation increases of the mentioned tangible assets are reflected in the equity, it is considered reasonable to use them in the valuation of the Group. From this point of view, the Company's most recent Equity Value of the Parent Company as of 31 December 2021 has been used in the valuation.

# **Market Multiplier Analysis**

Market multiplier analysis is a valuation method based on the price levels of companies traded in the stock exchanges and the data in the financial statements they disclose to the public and certain ratios.

In this valuation method, the Firm Value / EBITDA (FV / EBITDA) and Firm Value / Total Installed Power (FV / Installed Capacity) multipliers of similar companies to be used on the basis of comparison were used and the Company's last 12 months ended on 31.12.2020 (01.01.2020 – 31.12.2020) and the amount of profit before interest, depreciation and tax ("EBITDA") and the installed power value of the power plants as of 31.12.2020, the firm value is calculated with both multipliers. In the next step, the equity value of the Group was calculated by deducting the net debt as of 31.12.2021.

#### 5. Valuation Results

Market Multiplier Analysis is a reasonable method as it reflects the current market values of similar companies. On the other hand, the Book Value Method, which reflects the valuation of the Group's tangible assets using the DCF method, also reasonably reflects the value of the Company's current assets. Therefore, the two methods are weighted equally in the valuation study. Again, within the Market Multiplier Analysis, FV / EBITDA and FV / Installed Power multiplier analyzes are weighted equally.

Equity values found as a result of Book Value Method and FV / EBITDA and FV / Installed Power multiplier analyzes are given below:

#### **Valuation Methods Results**

Valuation Method	Calculated Equity	%	<b>Equity Value (TL)</b>
	Value (TL)		
A. Market Multiplier Analysis			
- Similar Companies FV / EBITDA			
Multiplier Method	3.881.202.073 (*)	25%	970.300.518
- Similar Companies FV / Installed			
Power Multiplier Method	5.769.313.550 (*)	25%	1.442.328.388
B. Book Value Method	9.804.160.252 (**)	50%	4.902.080.126
Average Market Value			7.314.709.032

<sup>(\*)</sup> Calculated by considering the EBITDA and Installed Power multipliers of similar companies. The 2020 report has been taken into account in the coefficients, and the company's EBITDA figure has been calculated as of 31.12.2021.

With a weighting of 25% - 25% - 50%, the average pre-IPO market value of the Company is calculated as TL 7,314,709,032. The discount rates calculated from the minimum and ceiling prices before the public offering are calculated below:

<sup>(\*\*)</sup> Audited consolidated financial statements as of 31 December 2021.

# 6. Discount Calculation Before Public Offering

(TL	Results		
Nominal Capital Amount	700,000,000	700,000,000	
IPO Price (Min – Ceiling)	8,5	9,9	
Market Value before IPO	5,950,000,000	6,930,000,000	
Market Value before IPO			
with Valuation Methods	7,698,902,939	7,698,902,939	
<b>Discount Rates befor IPO</b>	23%	10%	

Considering the pre-IPO market values calculated by valuation methods, the pre-IPO discount rate of 23% over the base public offering price is calculated as 8,50 TL, and the pre-IPO discount rate of 10% is calculated over the ceiling IPO price of 9.90 TL.

# 7. Forecast and Actual Data

The forecast and actual data of the Company for Q1-2022 are calculated as follows:

(Million TL)	Q1-2022 Forecast	Q1-2022 Actual	Variance (%)
Total Revenue	789	849	8%
Electricity Revenue	768	848	10%
Other Revenue	21	1	(95)%
Cost of Sales + OPEX (*)	(168)	(128)	(24)%
EBITDA	621	721	16%

<sup>(\*)</sup> Calculated without depreciation and amortization expenses.

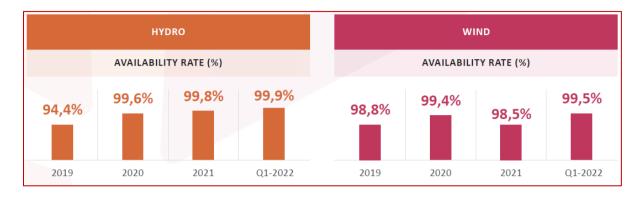
In the first quarter of 2022, the targeted generation amounts, revenues, investments and EBITDA amounts realized, and yearly deviation margins were evaluated.

The income and profitability figures that occur on a yearly basis at the generation plants;

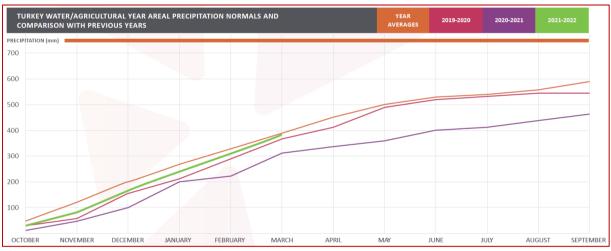
- Electricity purchase guarantee prices that change according to the exchange rate,
- Electricity purchase guarantee prices that change according to the inflation rate,
- Average electricity spot prices that vary periodically depending on seasonal hydraulic conditions, electricity supply and demand, and other variables,
- Generation amounts that may change on a yearly basis according to generation planning and periodic maintenance periods are directly affected.

In the first quarter, the net generation realized at the expected level due to the precipitation and the increase in the Market Clearing Price and the FX rate in terms of electricity sales made at spot prices has a positive contribution to the Company's revenues. However, as explained in detail under the title of "The Company's Growth Opportunities", the Company's hybrid power plant investments aim to minimize the effects of drought that may occur in hydroelectric power plants.

The Company's expert team ensures that the Company's portfolio achieves a high level of availability at low cost, with the support of high-quality hardware and well-designed maintenance processes.



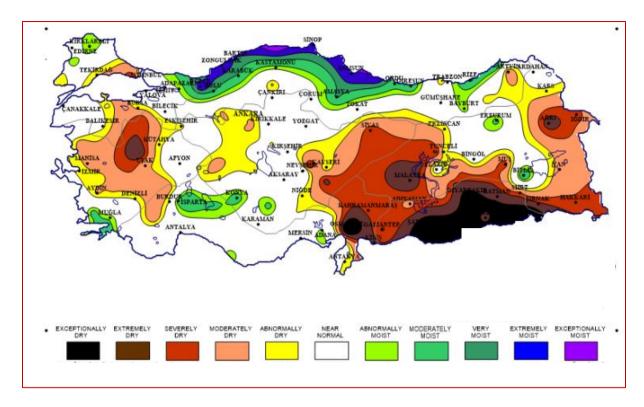
Turkey-General Water/Agricultural Year Normals of Areal Precipitation and Comparison with Last Year



Source: General Directorate of Meteorology

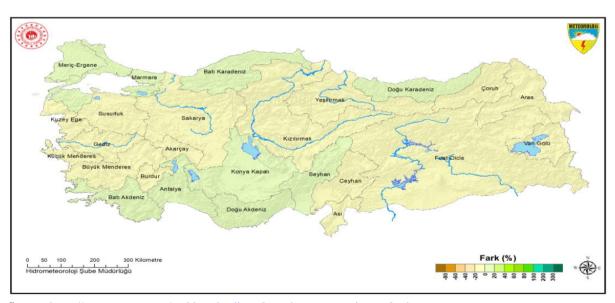
Red color is between October 2019 and September 2020; Purple color is between October 2020 and September 2021, Green colour represents the period between October 2021 and March 2022. According to the table, 2021 is below the averages of 2020 and previous years. It is seen that the areal precipitations of 2022 are above 2021.

# **Meteorological Drought Map**



Source: General Directorate of Meteorology, 12 Monthly (May 2021-April 2022) data were used.

Water /Agricultural Year Comparison of Areal Precipitation by Basin with Normals (1 October 2021- 30 April 2022)



 $\textbf{Source}: \underline{\text{https://www.mgm.gov.tr/veridegerlendirme/havzalara-gore-yagis.aspx?y=k}}$ 

Accordingly, the total revenues for Q1-2022 were 8% above the Q1-2022 estimated turnover due to the increase in production, increase in the market clearing price and increase in the exchange rate, and accordingly, 16% above the EBITDA. In addition to the Company's electricity revenues, it also generates revenue from carbon sales. The company forecasts 800,000 tons of carbon assets per year and conservatively predicts an average carbon price of US\$ 4,2/tonne. With these assumptions, Aydem Renewable's portfolio has an annual revenue

potential of US\$ 3,3 million. These revenues are expected to rise due to the increased demand with the Paris Agreement and the expected increase in the carbon unit price.

Another additional income potential for the Aydem Renewable portfolio comes from the International Green Energy Certificate (IREC). The annual potential yield is TL 5 million with an average unit price of TL 5/MWh. As the demand for certificate increases, the unit price is expected to increase. In addition, the expansion of the portfolio will increase the revenues that can be obtained from it.

# 8. Company's Growth Opportunities

The company has several opportunities for both short-term and long-term growth.

The planned investments of the Company consist of solar power plants that will provide hybrid generation and wind power plants that will be commissioned through capacity increase. On the basis of total installed power, the investments planned to be commissioned in 2022 and 2023 are 358 MW, of which 148 MW will be completed in 2022 and the remaining 210 MW will be completed in 2023. On the basis of portfolio diversity, 196 MW of the total 358 MW will be for hybrid solar investments and the remaining 162 MW will be for wind capacity increases. The total budget of the planned investments is USD 246 mn, and it is planned to be financed entirely through with the remaining amount of Eurobond amount and Company's internal resources. With the completion of the investments, it is expected that the enrichment of the portfolio diversity will make positive contributions, as well as the production increases due to the installed power and the improving capacity factor.

The Company plans to take advantage of the opportunity introduced by EMRA to generate electricity through ancillary sources at our power plants. As we would only need pay for the cost of plant construction and can use existing land and grid connections at our power plants, our capital expenditure per MW of electricity generated at hybrid power plants will be lower than for greenfield projects. For instance, we expect that building solar power capacity at one of our existing power plants would result in total capital expenditure savings of 40% to 50% when compared to the capital expenditure required for a similarly-sized typical standalone SPP. In addition, we expect that our operating expenses for hybrid projects would be only 15% to 20% of revenue, compared to operating expenses of 35% to 40% of revenue for our new standalone projects, and there would be no related increase in the system usage fee. Multiple sources of electricity (such as water, wind and solar power) can be used to produce electricity at the same power plant using the same network infrastructure. This opportunity will allow us to increase our total capacity factor, increase our efficiency and diversify our generation profile. Depending on this diversification in generation resources, the degree of exposure of the Company to droughts will decrease.

Hybrid power plants, which enable the generation of electrical energy from more than one source in a single generation facility, enable more efficient use of generation facilities and produce more electricity within their electricity generation capacity. In hybrid power plants,

the effect of seasonal conditions can be minimized by producing from SPP (Solar Power Plant) when the precipitation is low and from HPP (Hydroelectric Power Plant) when the sun light is low.

The prominent advantages of hybrid power plant investments are that the investment and operational costs are lower, and the electrical energy produced from auxiliary sources is evaluated within the scope of Feed in Tariff if the main source is within the scope of Feed in Tariff.

As of the report date, Yağmur HPP and Armağan HPP investments, which are among the power plant investments of the Company, have already been stopped. The Company continues to evaluate within the scope of the new Feed-in-Tariff ("FiT") in order to continue its investments.

#### 9. Results

In 2021, precipitation in Turkey was at the lowest level of the last 60 years, and The precipitations of 2022 are above the precipitations of 2021. The increase in the company's first quarter generation was 45%. At the same time, the increase in the market clearing price and exchange rate had a positive impact on the company's revenues. The company has tripled its revenue in the first quarter of 2022. Hydrology-based generation increase is expected in 2022, and it is expected that electricity sales revenues and EBITDA will increase with the FX rate and market clearing price effect. In addition, after the bond issuance on 2 August 2021 and the closure of domestic bank loans, with the remaining funds and cash obtained from the Company's operations will be used directly in hybrid investments. The Company is going to pay its principals for the bonds after 3.5 years and this is going to be benefit for the Company in order to funds to hybrid investments. The Company plans to take advantage of the opportunities offered by EMRA to generate electricity in power plants through hybrid power plants. For this, since it is possible to use the existing land and grid connections at the power plants, the Company will only pay the construction cost of the facility and the electromechanical installation costs, and thus the investment expenditure per MWh produced in the hybrid power plants will be lower than other new investment projects. As a result of all these investments, fair values of each power plant that started operating is going to be reflected to the consolidated financial statements, a significant increase is expected in the Company's asset size and equity size.

In the light of all this information, we believe that the Company's 2022 year-end targets will be achieved with its strong financial structure, investments in line with the targets, and revenues secured by FiT, which makes up 76% of total revenues.

Regards,

#### **AUDIT COMMITTEE**

Ersin AKYÜZ Chairperson (The original copy has been signed.)

Serpil DEMİREL
Member
(The original copy has been signed.)

Mehmet Hayati ÖZTÜRK Member (The original copy has been signed.)

Fatma Dilek BİL
Member
(The original copy has been signed.)