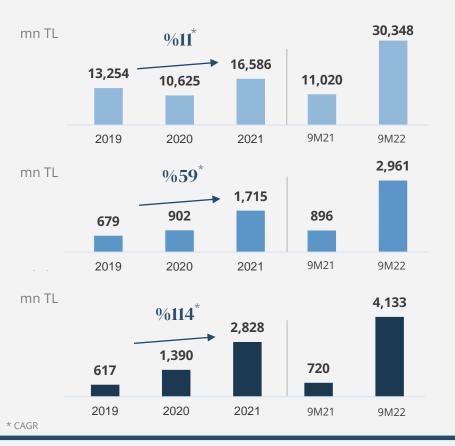


# Agenda

Recent 2022 **Net Asset Financial Summary** Value **Summary ESG Appendix** Strategy



### 2019-2022 Financial Performance



#### Revenue

- Higher revenue generation of strategic businesses
- Positive contribution of acquisitions

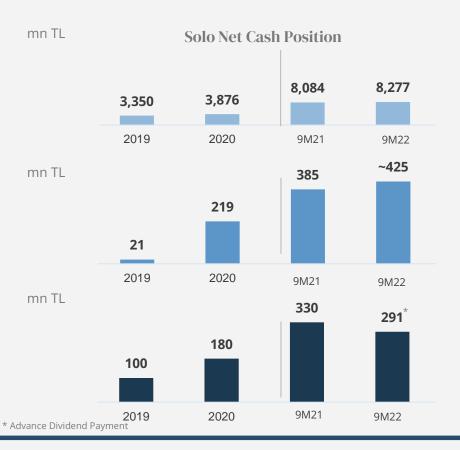
#### **EBITDA**

- Higher share of industrial and automotive segments
- Improving EBITDA of new businesses
- More balanced distribution between segments

#### **Net Income**

- Stronger operational performance accross the board
- High FX position protecting against TL depreciation
- Tight finance management at group companies.

### 2019-2022 Financial Performance



### **Strong Net Cash Position**

- Net Cash Position, 9M22: USD447 million
- Proactive M&A strategy for efficient use of cash

### **Increasing Dividend Income**

- Higher net income in all segments
- Strong growth in new businesses

### **Regular, Growing Dividend Payments**

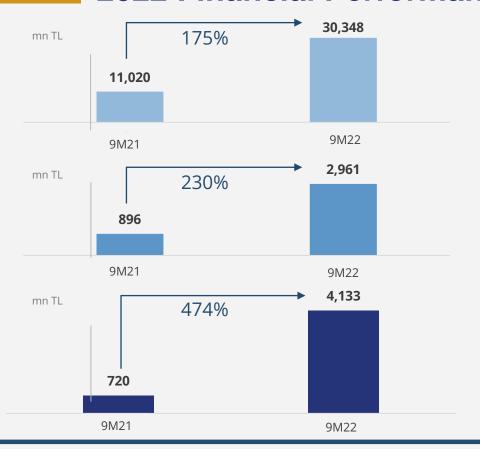
- TL291 million advance dividend payment
- Long term value creation on regular and growing dividend payments

# **Highlighted Strategic Actions**





### **2022 Financial Performance**



#### Revenue

- Strong growth in electricity generation and oil products retailing
- Higher scale of automotive segment
- Inorganic growth from acquisitions

#### **EBITDA**

- Strong profitability in electricity generation, industry and oil products retailing
- Improving margins of automotive segment on operational leverage

#### **Net Income**

- Robust operational performance
- One-off impact of Milpa land sale

# **2022 Strategic Actions**



#### 1st Quarter

• Maksipak acquisiton

### **2nd Quarter**

- Karel, Daiichi acquisition
- Hepiyi Insurance became operational

### **3rd Quarter**

- Galata Wind capacity increases
- Alapınar RES acquisition
- Milpa land sale

#### 4th Quarter

- Çelik Halat sale
- Advance dividend payment

# **2022 Targets and Realizations**

#### **Financial Performance**

• Revenue, EBITDA, Net Income growth in FX terms

- Protect/Increase net cash
- Balanced EBITDA distribution



# Strategy, Value Creation

- Acquisition, greenfield investments
- Exit, IPO
- Simpler portfolio structure
- Higher dividend income
- Lower NAV discount





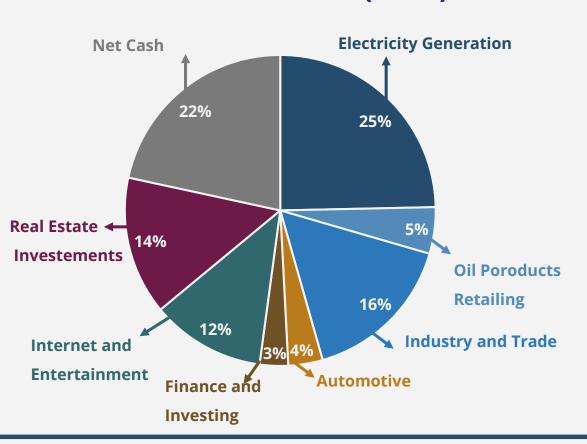








### **Net Asset Value (NAV)**



#### Total NAV: USD2.1 billion

Listed companies share: 37%

Unlisted companies share: 32%

Land and Real Estate Portfolio: 10%

Net Cash: 22%

**NAV Discount: 38%** 

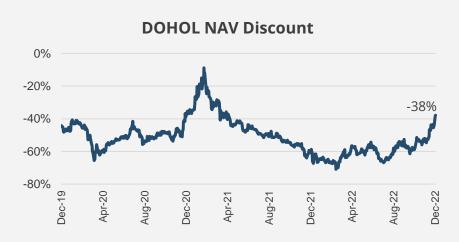
NAV is as of December 13, 2022. Figures are rounded.

- Milpa valuation reflects the land sale of USD100 mn, hence Market Cap of the company is excluded.
- Çelik Halat is included in Industry and Trade segment on realized sale value of EUR26 million for 70% stake.

# **Net Asset Value (NAV)**

	Share	Valuation (mn US\$)	DOHOL Stake (mn USD)	DOHOL Stake (mn TL)
Listed Companies			760	14,155
Galata Wind	73.05%	698	510	9,501
Ditas	68.24%	66	45	842
Karel Elektronik	40.00%	445	178	3,312
Dogan Burda	39.71%	68	27	499
Unlisted Companies *			651	12,120
Land Portfolio			211	3,929
D Gayrimenkul	100.00%	62	62	1,157
D Yapı - Romania	100.00%	18	18	334
Dogan Holding Istanbul	100.00%	4	4	76
Milpa	82.29%	100	82	1,533
Kandilli Gayrimenkul	50.00%	38	19	351
M Investment	100.00%	26	26	478
Dogan Holding Net Cash (9M22)			447	8,325
Dogan Holding NAV			2,069	38,528
Doğan Holding Market Cap.			1,286	23,945
NAV Discount			-38%	-38%

<sup>\*</sup> Unlisted companies included in NAV calculation as of December 13, 2022: Aytemiz, Doğan Dış Ticaret, Sesa Ambalaj, Doğan Trend Otomotiv, D Yatırım Bankası, Doruk Faktoring, Hepiyi Sigorta, Öncü GSYO, Kanal D Romania, DMC, Hepsiemlak, Milta Turizm ve Doğan Yayıncılık



### **Real Estate Portfolio**

#### Doğan Holding Land and Real Estate Valuatio

mn TL	mn TL		ition
Company	Location	2021	9A22
D Yapı Romania	Bucharest, Romania	271	334
Doğan Holding	Gümüşsuyu, İstanbul, TR	76	76
Kandilli Gayrimenkul	Tepeüstü, İstanbul, TR	135	351
M Investment	New York, USA	226	478
D Gayrimenkul	Şişli, İstanbul, TR	1,157	1,157
Total		1,863	2,396

2022

• Milpa land was sold for USD100 million

2023

Project development planned for D Yapı
 Romania and M Investment properties



### Doğan Holding at a Glance

Gas Retailing

# **Electricity Production**

Industry & Trade

# Finance & Automotive Investment

Internet & Entertainment





7th largest distributor with high storage capacity



Prominent wind and solar energy producer



Rot production



Flexible package production



Türkiye's leading electronics company

### DOGAN TREND

MG and Suzuki Türkiye Distributor Vespa, Piaggio, Kymco Motorcycle Sale Suzuki Marine Sale



2nd hand SUV Marketplace



TL1 billion Asset Size



Digital Insurance company



Investment in different sectors



2<sup>nd</sup> most viewed channel of Romania



2<sup>nd</sup> player, partnership with Goldman Sachs AM



Prominent marina of Türkiye



Mall and office
 building in Istanbul

### **Macro Trends**



### **Demographics, Social**

- Aging population
- Urbanization
- Changing consumer behavior
- Higher importance of health

- Hepiyi Insurance
- Sesa



### **Environment**

- Increasing Awareness
- Clean energy
- Energy safety
- Electric vehicles and mobility



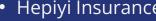
- Doğan Trend Otomotiv
- Ditaş



### **Technology**

- Focus on data
- Digitalization
- Tech-savy population in Türkiye

- Karel Elektronik
- Doğan Investment Bank
- Insurance
- Hepsiemlak





# **Strategic Segments**



### **Renewable Energy**

- Galatawind 2025 capacity target: 550 MW
- Organic, inorganic growth



#### **Automotive**

- Vertical integration
- Collaboration with different brands
- Production opportunities





### § Industry

- Value added, high-tech production
- Focus on changing consumer habits



### Finance, Technology

- Financial solutions based on data
- Digital insurance service

# **Portfolio Structure**

Reasonable Growth Businesses	Digital Businesses	Bond-like Businesses	Fast-Growth Businesses
<ul> <li>Sesa Ambalaj</li> <li>Karel Elektronik</li> <li>Doğan Yatırım Bankası</li> <li>Doruk Faktoring</li> <li>Doğan Dış Ticaret</li> <li>Kanal D Romanya</li> </ul>	<ul><li>Hepiyi Sigorta</li><li>Hepsiemlak</li></ul>	<ul><li>Galata Wind</li><li>D Gayrimenkul</li><li>Milta Bodrum Marina</li></ul>	Doğan Trend Otomotiv
FX Assets	<ul><li>Export revenues of industr</li><li>Kanal-D Romanya</li><li>Solo net cash position (USI</li></ul>	·	> 700/ EV Share in NAV
FX linked Assets	<ul><li>Aytemiz</li><li>Galata Wind</li><li>Large portion of domestic</li><li>Doğan Trend Otomotiv</li><li>Karel Elektronik</li></ul>	>70% FX Share in NAV	

# **Medium and Long Term Road Map**

2023

#### NAV: USD2.2 bn

- Entry into at least 1 sector
- Strategic segment NAV share: ~60%

2025

#### NAV: USD3.1 bn

- 1-2 IPO
- Strategic segment NAV share: ~70%

2027

NAV: USD4.0 bn

 Strategic segment NAV share: ~80%

Simpler portfolio structure
Higher share of listed companies in NAV
Sustainable NAV growth
Lower NAV discount



## **Sustainability**

#### **Responsible Investment Holding and 20230 Targets**

Holding Targets

> Value Fields

> > **Group Targets**

Reaching leading level in ESG assesments (MSCI etc.) until 2025 Increasing ESG funds ownership to 10% until 2025

Investment into Planet

- Become carbon neutral until 2030
- Recycle %100 of used water until 2030
- Decreasing scope-3 emission
- Increasing recycle rate in raw materials
- Reaching zero-waste at group level

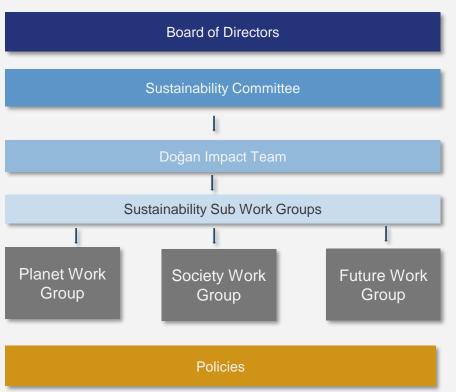
Investment into Inclusive Society

- Increasing women participation in Board level to at least 30% and in management to at least 40%
- Increasing efficiency of society investments (SROI)
- Keeping employee engagement above sector/region average for each company
- Increasing share of audited suppliers, strengthening suppliers with supplier academy

Investment into Future

- Increasing share of sustainability investments until 2030
- Increasing share of sustainability linked R&D expenditures
- Increasing revenues from sustainable products and services.

### **Sustainability Management**



- Sustainability is managed at the Board level
- Sustainability Committee defines and realizes sustainability on behalf of the Board
- Sustainability Sub Work Groups under Doğan Impact Team operates to reach related goals in three value fields.
- Sustainability management is supported by Sustainability Policy, Environment Policy, Occupational Health and Safety Policy, Anti-Bribery and Anti-Corruption Policy.
- We publish annual sustainability report for transparent and accurate reporting while participating in CDP Climate Change programme. Based on the latest CDP evaluation, we received a "B" rating.
- We have been listed in BIST Sustainability Index since 2016. We have increased our ESG rating from B+ to A- for the year 2021. We are also selected to BIST Sustainability-25 index, which started in November 2022







## **Corporate Governance**



#### **Structure of Board of Directors**

- Board of Directors consists of 11 members.
- Dogan Family represented with 4 members.
- 3 independent board members

#### **Structure of Executive Committee**

- Executive Committee consists of 4 members including CEO and CFO.
- 2 executive committee members directly responsible for acquisitions.

#### **Investment Committee**

- Consists of 7 members including Chairperson, Vice Chairperson,
   CEO, CFO
- Supports decision making process of the Board for M&A and other investments
- An external consultant also has a seat in the committee.



# **Appendix: Doğan Holding History**

1959	1970		1990	2000	2010	2018	2020
	Entry into media		Kanal D and Hurriyet Acquisition	P. Ofisi and Star TV Acquisition	G. Wind, Aytemiz Acquisition	Media Assets Sale	Active Portfolio Management
1961 Automotive Distribution	1976 Otokar 1979 Milliyet	1980 Dogan Holding 1982 Ray Sigorta 1984 Milpa	1990 Ditaş 1991 Alternatif Bank 1992 Yaysat 1993 Kanal D 1994 Hürriyet 1994 Dış Bank 1995 Otokar 1996 Dogan Egmont 1996 D&R 1996 Alternatif Bank 1997 Çelik Halat 1997 hurriyet.com.tr 1998 Dogan Burda 1999 CNN Turk 1999 DHA 1999 Doruk Factoring 1999 Dogan Kitap	2000 Petrol Ofisi 2005 Star TV 2005 Dis Bank 2006 Doruk Finance 2007 TME 2007 Kanal D RO 2007 D-Smart 2007 Boyabat HEPP 2008 Aslancık HEPP 2008 Vatan 2009 Ray Sigorta	2010 Petrol Ofisi 2011 Milliyet 2011 Vatan 2011 Star TV 2012 Galata Wind 2012 TEVE2 2014 Öncü VCIT 2015 Aytemiz 2015 Suzuki 2016 Glokal 2016 Trend	2018 Hürriyet 2018 Doğan Gaz. 2018 DHA 2018 Yaysat 2018 Kanal D 2018 CNN Turk 2018 D-smart 2018 TME 2018 hurriyet.com.tr 2018 D&R 2018 Çorum SPP 2018 Kelkit Besi	2020 Sesa Ambalaj 2020 Doğan Yatırım Bankası 2020 Doğan Trend Otomotiv 2021 Profil Grup 2021 Hepiyi Sigorta 2022 Maksipak 2022 Karel Elektronik 2022 Çelik Halat
Green indiciates establish	nment and acquisition, red	indicates exit.					

# **Appendix: Financial Results**

TL million	3Q21	3Q22	Δ	9M21	9M22	Δ
Sales	4,665	13,074	180%	11,182	30,845	176%
Cost of Goods Sold	-4,114	-11,745	185%	-9,838	-26,918	174%
Gross Profit	551	1,329	141%	1,344	3,927	192%
Gross Margin	11.8%	10.2%	-1.6 pp	12.0%	12.7%	0.7 pp
Operating Expenses	-283	-584	107%	-750	-1,475	97%
Other Operating Inc./(Exp.), net	65	626	858%	388	1,780	358%
Share of Gain/(Loss) in Inv. Acc. for by the Equity Met.	3	3	-5%	-5	133	-
Operating Profit/(Loss)	337	1,374	308%	978	4,365	346%
Income/(Expenses) from Investment Activities, net	93	1,197	1188%	561	2,141	282%
Finance Income/(Expense),net	-99	-602	507%	-402	-1,471	266%
Profit / (Loss) Before Taxation	331	1,969	496%	1,137	5,034	343%
Net Income	135	1,837	1260%	830	4,833	482%
Net Income - attributable to Parent Shares	89	1,639	1746%	720	4,133	474%
EBITDA	370	982	165%	896	2,961	230%
EBITDA Margin	7.9%	7.5%	-0.4 pp	8.0%	9.6%	1.6 pp

TL million	2021	9M22	Δ
Current Assets	15,514	28,605	84%
Non-Current Assets	6,781	10,119	49%
Total Assets	22,295	38,724	74%
Current Liabilites	5,932	14,289	141%
Non-Current Liabilities	2,043	3,644	78%
Non-Controlling Interests	1,415	2,998	112%
SH Equity, Parent	12,905	17,793	38%
Total Liabilities	22,295	38,724	74%
Cash & Marketable Securities*	9,722	14,525	49%
S/T Debt	3,219	8,995	179%
L/T Debt	1,438	2,477	72%
Net Cash/(Debt)**	5,065	3,053	-40%

<sup>\*</sup>includes Financials Investments

<sup>\*\*</sup> excludes JV companies net cash / (debt)

# **Appendix: Revenue Breakdown**

TL million	3Q21	3Q22	Δ	9M21	9M22	Δ
Petroleum Products Retail	3,233	8,987	178%	7,498	21,416	186%
Fuel sales	2,645	7,694	191%	6,267	18,210	191%
LPG sales	546	1,200	120%	1,122	3,008	168%
Other	41	92	124%	109	198	82%
Electricity Generation	151	345	129%	331	863	161%
Electricity Sales	151	345	129%	331	863	161%
Industry & Trade	694	2,426	250%	1,868	5,102	173%
Industry	226	1638	624%	627	2482	296%
Foreign trade	269	231	-14%	704	1264	80%
Packaging	182	538	196%	506	1316	160%
Other	16	19	17%	30	39	29%
Automotive Distribution	320	682	113%	731	1,969	169%
Finance & Investment	54	205	280%	177	477	170%
Factoring	55	136	145%	158	325	106%
Finance	2	63	2563%	6	131	2189%
Investment	-6	3	-156%	7	12	76%
Man. consulting	2	3	64%	6	8	44%
Internet & Entertainment	163	288	77%	476	751	58%
Advertising	92	182	97%	317	477	50%
Subscription	14	21	48%	37	58	57%
Book & mag. sales	31	46	-	48	107	-
Other	26	39	52%	75	110	47%
Real Estate Investments	51	141	177%	102	268	163%
Real Estate Sales	38	110	193%	68	185	173%
Rent income	13	25	92%	34	67	97%
Other	0	6	4246%	0	17	4522%
Total	4,665	13,074	180%	11,182	30,845	176%

# **Appendix: Financial Results by Segments**

TL million	3Q21	3Q22	Δ	9M21	9M22	Δ
Revenue	4,665	13,074	180%	11,182	30,845	176%
Petroleum Products Retail	3,241	9,013	178%	7,511	21,457	186%
Electricity Generation	150	345	130%	331	863	160%
Industry & Trade	697	2,429	249%	1,876	5,115	173%
Automotive Distribution	322	688	114%	736	1,984	169%
Finance & Investment	63	233	269%	204	527	158%
Internet & Entertainment	163	288	77%	476	751	58%
Real Estate Investments	54	145	168%	112	283	153%
Intersegment Eliminations	-25	-67	167%	-64	-134	109%
Cost of Goods Sold	-4,114	-11,745	185%	-9,838	-26,918	174%
Petroleum Products Retail	-3,086	-8,881	188%	-7,145	-20,393	185%
Electricity Generation	-43	-71	65%	-108	-161	49%
Industry & Trade	-565	-1,946	244%	-1,538	-4,052	163%
Automotive Distribution	-276	-498	81%	-630	-1,468	133%
Finance & Investment	-38	-144	280%	-109	-308	182%
Internet & Entertainment	-86	-144	68%	-261	-394	51%
Real Estate Investments	-32	-85	170%	-65	-189	192%
Intersegment Eliminations	11	25	130%	19	46	138%
Operational Expenses	-6	-566	9059%	159	-1,453	-
Petroleum Products Retail	-41	-154	272%	-79	-408	415%
Electricity Generation	0	-7	2188%	-81	-21	-75%
Industry & Trade	-16	-196	1105%	-120	-397	230%
Automotive Distribution	-15	-51	251%	-36	-175	382%
Finance & Investment	66	-93	-	474	-251	-
Internet & Entertainment	-1	-79	11791%	-2	-234	9302%
Real Estate Investments	1	-13	-	1	-39	-
Intersegment Eliminations	0	27	6572%	4	71	1677%

TL million	3Ç21	3Ç22	Δ yoy	9A21	9A22	Δ yoy
EBIT	8,785	25,384	189%	20,861	59,217	184%
Petroleum Products Retail	6,368	18,048	183%	14,735	42,258	187%
Electricity Generation	193	423	119%	521	1,044	100%
Industry & Trade	1,278	4,571	258%	3,535	9,563	171%
Automotive Distribution	612	1,237	102%	1,403	3,626	159%
Finance & Investment	35	470	1228%	-160	1,085	-
Internet & Entertainment	249	512	105%	740	1,379	86%
Real Estate Investments	85	244	187%	175	511	191%
Intersegment Eliminations	-37	-119	226%	-88	-251	186%
EBITDA	370	982	165%	896	2,961	230%
Petroleum Products Retail	105	20	-81%	246	779	216%
Electricity Generation	119	286	140%	250	738	195%
Industry & Trade	90	395	340%	228	826	263%
Automotive Distribution	21	150	620%	51	394	671%
Finance & Investment	-12	4	-	-11	-11	1%
Internet & Entertainment	36	82	131%	105	176	68%
Real Estate Investments	11	61	442%	29	77	168%
Intersegment Eliminations	0	-16	-	-1	-18	1121%

# Appendix: Net Cash / (Debt) Breakdown

TL million	2021	9M22	Δ
Petroleum Products Retailing	-625	-342	-45%
Electricity Generation	-488	17	-103%
Industry & Trade	-1,152	-4,052	252%
CELHA	-135	-338	151%
KAREL	0	-1,850	n.m.
DITAS	-79	-181	128%
Doğan Dış Ticaret	-432	-844	96%
Sesa Yatırım	-499	-786	58%
Other	-8	-53	553%
Automotive	-238	-845	255%
Finance & Investment	7,393	7,838	6%
Doğan Holding	4,722	1,783	-62%
Öncü GSYO	450	1,288	186%
Doruk Fak + D Investment Bank	-872	-1,120	28%
DHI	2,912	5,206	79%
Other	182	681	274%
Internet & Entertainment	73	300	309%
Hepsi Emlak	-27	113	n.m.
Kanal D Romanya	63	-35	-155%
Other	36	222	509%
Real Estate Investments	102	137	33%
D Gayrimenkul	73	53	-28%
Other	29	84	190%
DOHOL Consolidated Net Cash / Debt	5,065	3,053	-40%

# **Appendix: Segment Breakdown by Major Companies**

	Petroleum Products Retailing	Electricity Generation	Industry & Trade	Automotive Trade & Marketing	Financing & Investing	Internet & Entertainment	Real Estate Investments
Revenue	8,987	345	2,426	682	205	288	141
Revenue Shr.	69%	3%	19%	5%	2%	2%	1%
EBITDA	20	286	395	150	4	82	61
EBITDA Shr.	2%	29%	40%	15%	0%	8%	6%
РВТ	-97	284	-8	74	469	85	1,163
PBT Shr.	n.m	14%	n.m	4%	24%	4%	59%
	Aytemiz	Galata Wind* Boyabat HES (JV) Aslancık HES (JV)	Ditaş* Profil Grubu Sesa Ambalaj Maksipak Ambalaj Karel Elektronik** Doğan Dış Ticaret Kelkit Besi	Doğan Trend Otomotiv	Doruk Faktoring Öncü GSYO Doğan Yatırım Bankası Hepiyi Sigorta	Glokal Dijital (Hepsi Emlak) Kanal D Romanya Doğan Yayıncılık Doğan Burda (JV)* DMC & NetD (JV)	D Gayrimenkul Milpa* Milta Marina Marlin Otelcilik

<sup>\*</sup> Listed Companies

<sup>\*\*</sup> Started to be consolidated as of July 30, 2022

### **Disclaimer**

This presentation contains information and analysis on financial statements as well as forwardlooking statements that reflect the Company management's current views with respect to certain future events. Although it is believed that the information and analysis are correct and expectations reflected in these statements are reasonable, they may be affected by a variety of variables and changes in underlying assumptions that could cause actual results to differ materially.

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