



ENKA

3Q 2018

ENGINEERING FOR A BETTER FUTURE

Introduction

EXPERIENCE

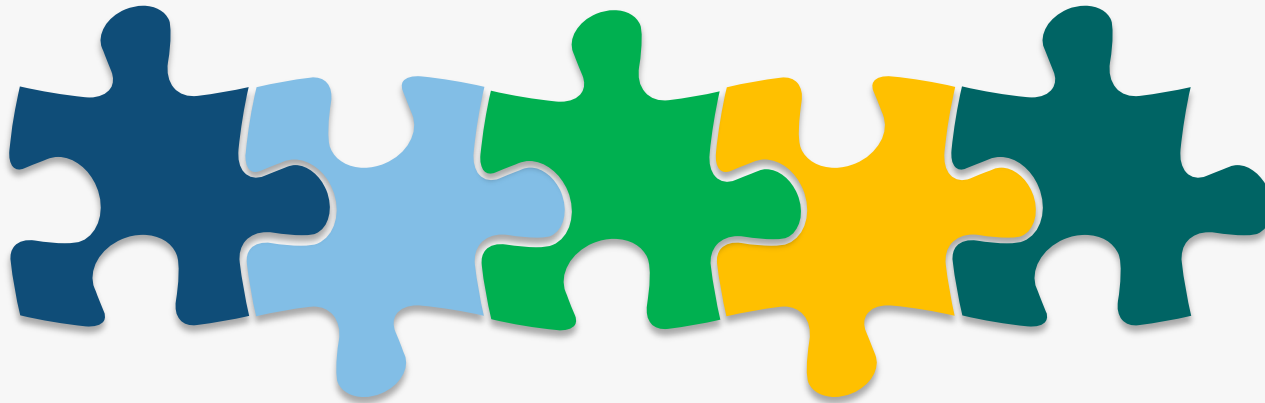
60 Years of construction experience worldwide

RELIABILITY

517 projects in 45 countries have been completed or under construction with historical value of US \$ 46 Billion

EVALUATION

Traded publicly in Borsa Istanbul (BIST) with a market cap of USD 4,3 Billion (@ 30.09.2018)



SYNERGY

Group of companies composed of more than 50 subsidiaries operating in 7 major geographical areas:

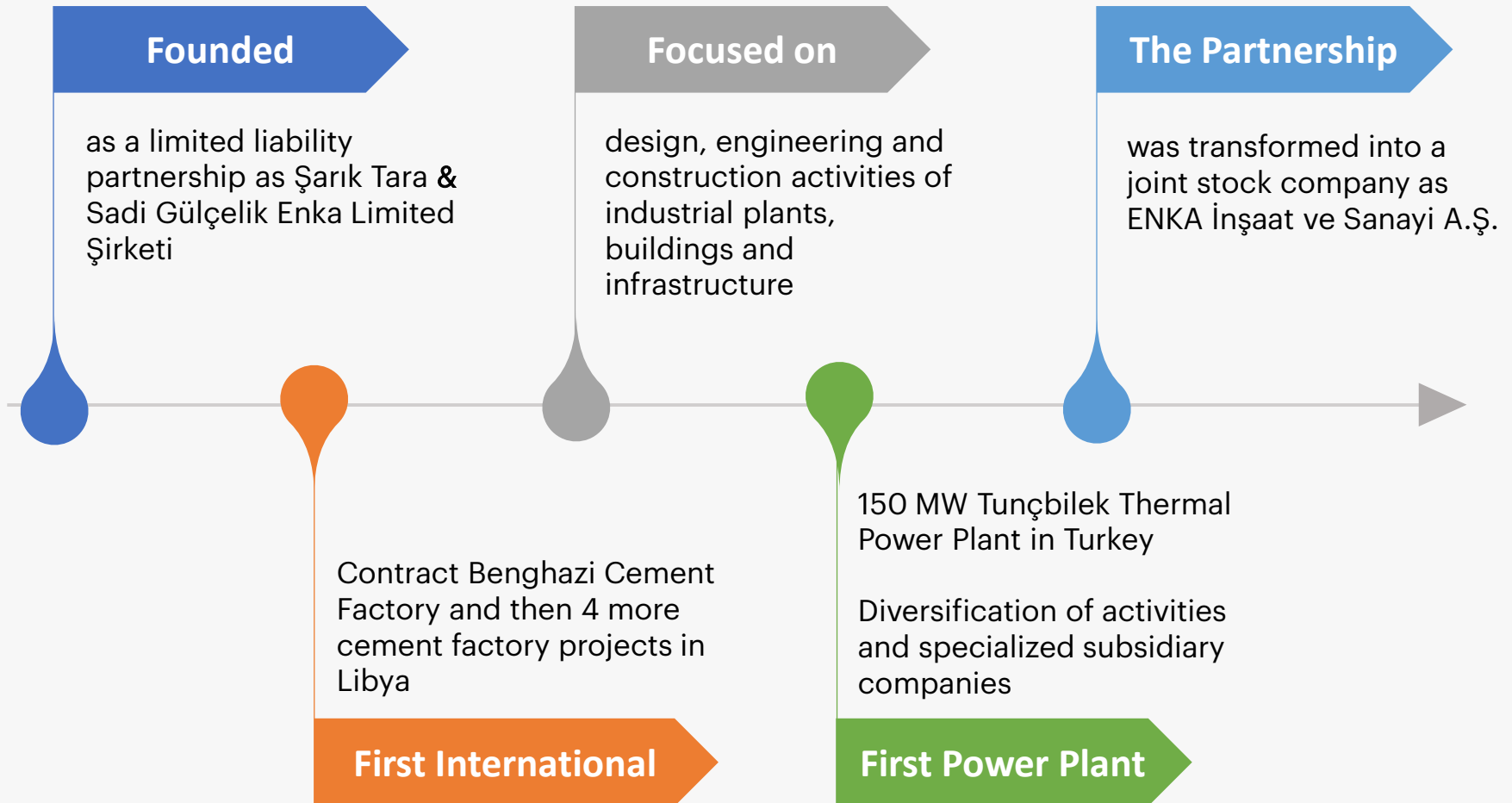
CIS, Asia, Middle East, Europe, America, Africa & Turkey

DIVERSIFICATION

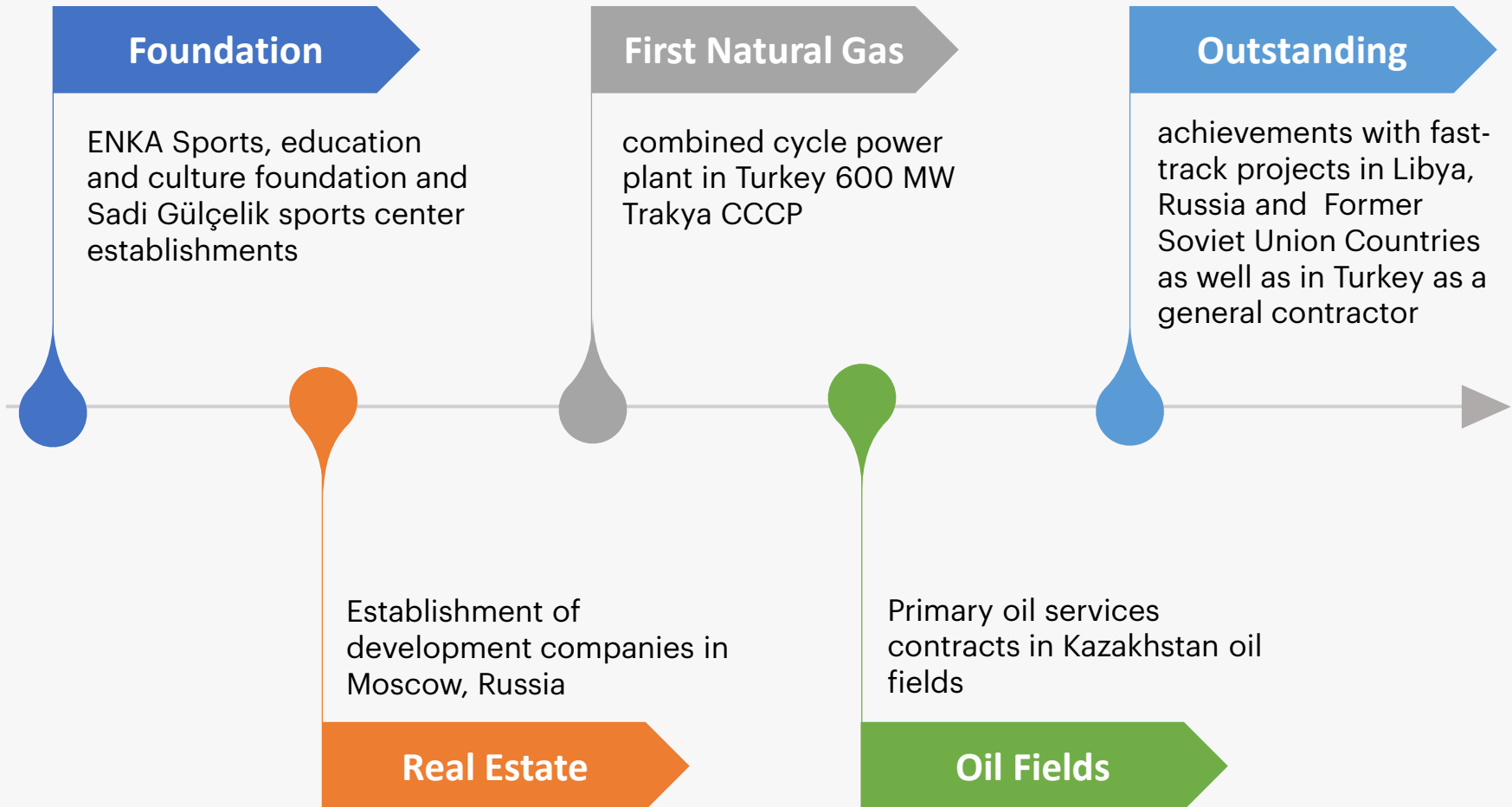
With a solid background of 60 years ENKA operates in 4 main segments:

Engineering & Construction
Energy
Real Estate
Trade

Milestones [1957-1976]

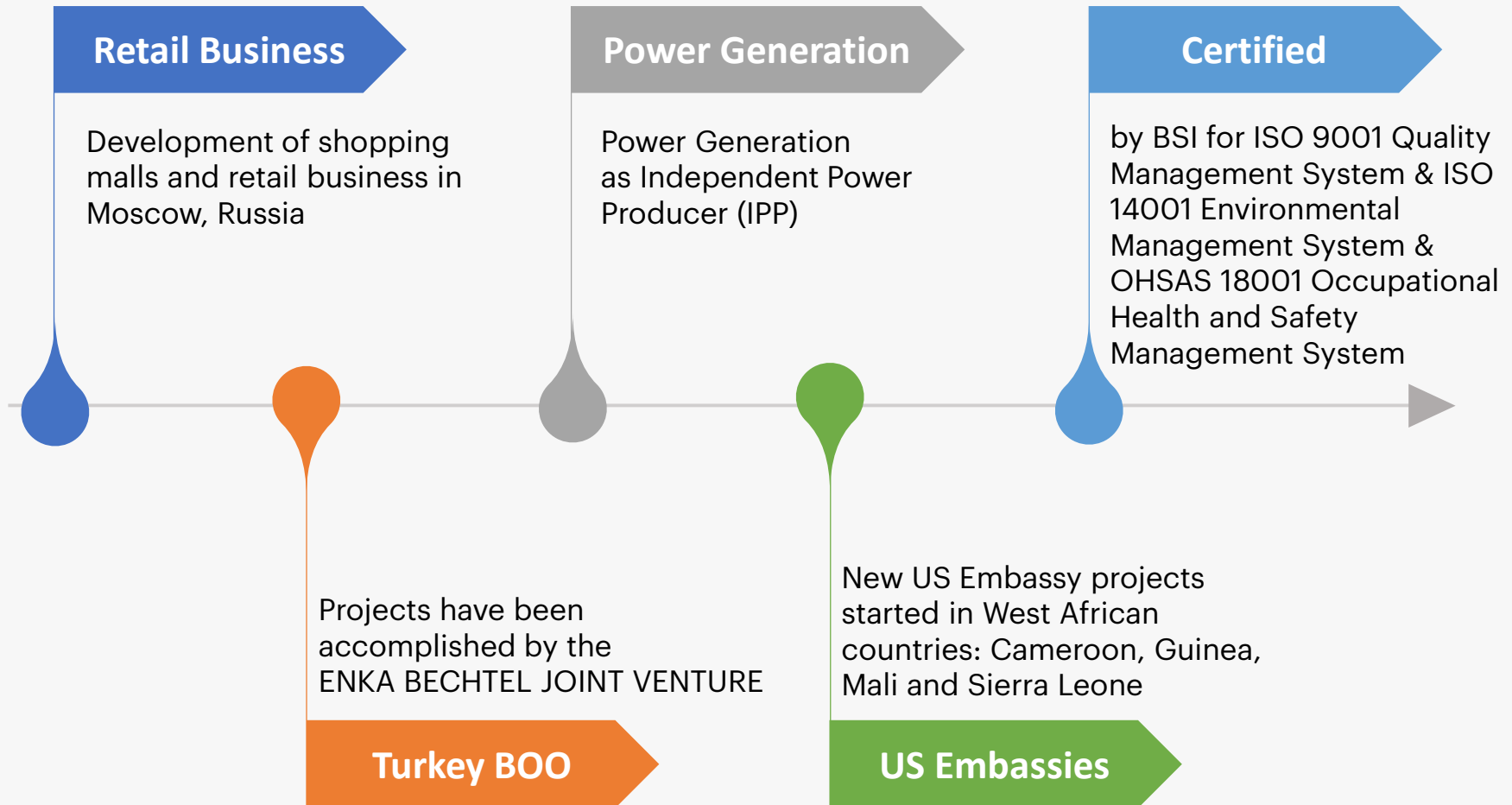


Milestones [1977-1996]



Milestones [1997-2018]

1



Milestones [1997-2018]

2

Gas Fired CCPP

790 MW Rijnmond Natural Gas Fired CCPP has been completed in 22 months by the ENKA Bechtel Joint Venture in the Netherlands

EPC in Russia

ENKA as a main contractor has been awarded 400 MW Yajva State District Power Plant EPC Project in Russia

Airport

Completion of Sheremetyevo Airport Terminal 3 in Moscow, Russia

ENKA set a new world record for power plant availability (with 99.8% which is 7% over the industry average) over the 12-month period with GE 9 FA gas turbines

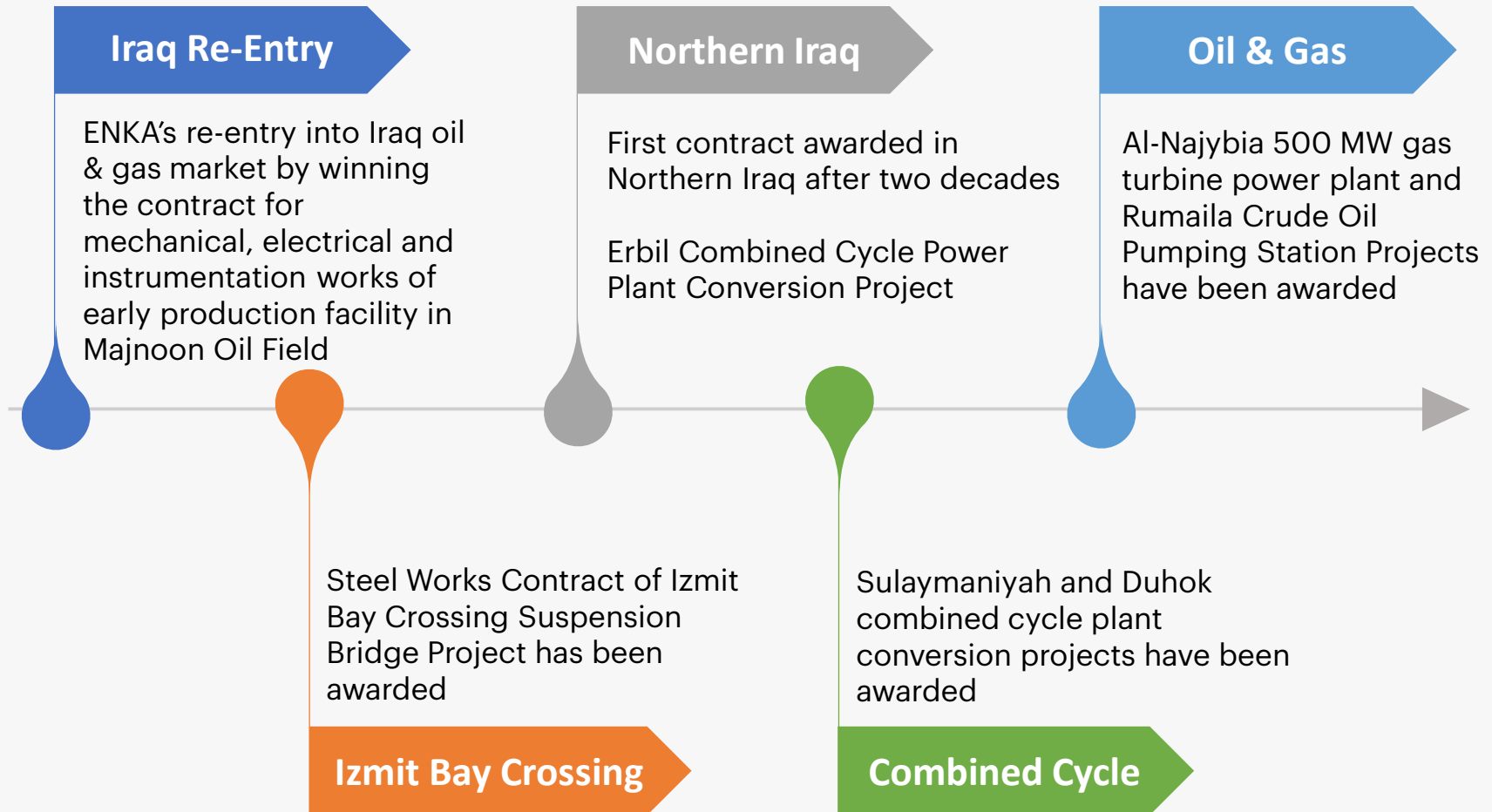
World Record

First contract awarded in Continent America – new US Embassy Compound in Santa Domingo, Dominican Republic

Continent America

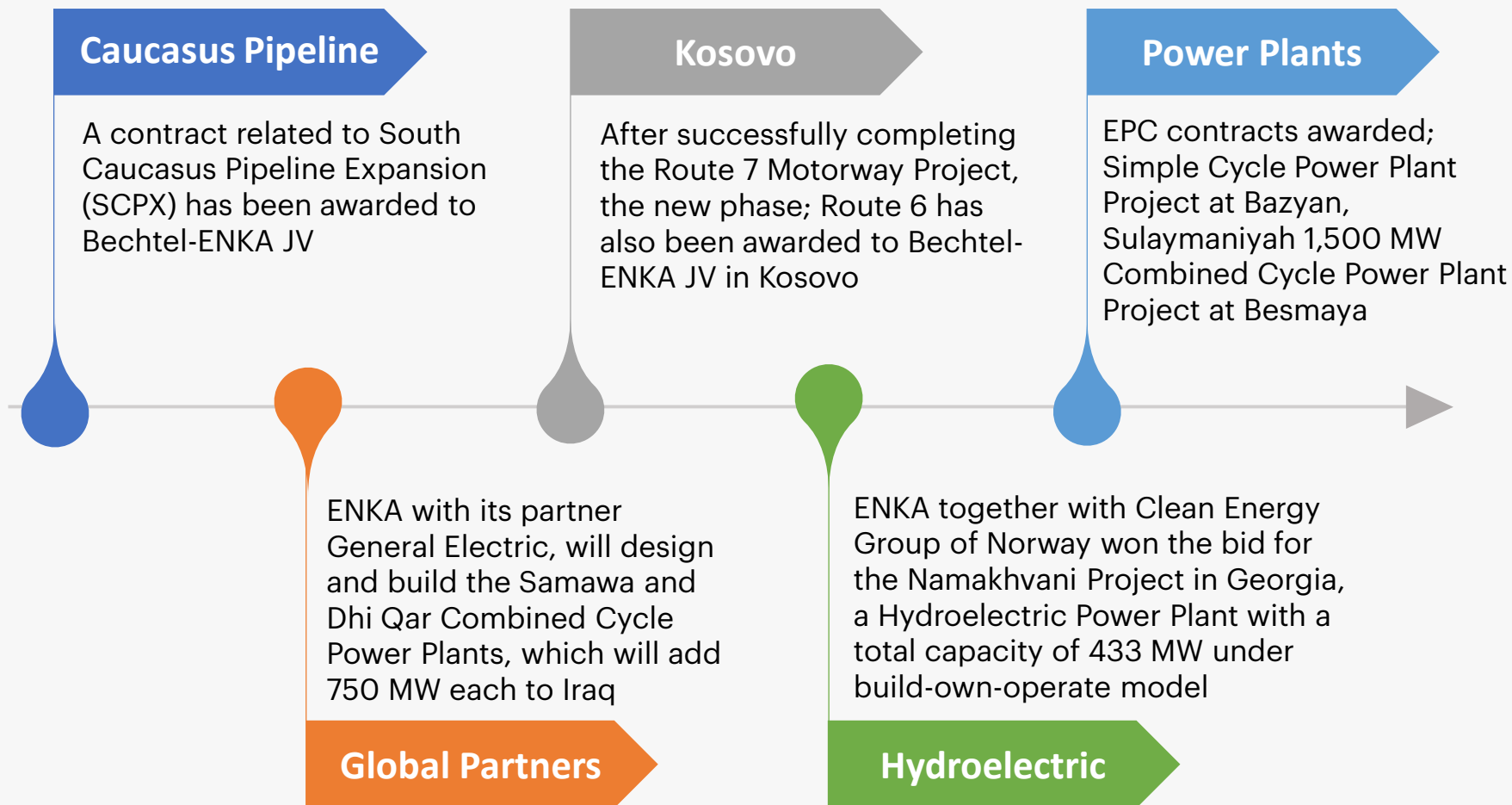
Milestones [1997-2018]

3



Milestones [1997-2018]

4



Mission, Vision and Values



Our Mission

to design, build and deliver safe, high-quality and cost-effective construction projects on schedule for our customers while providing quality employment and career growth opportunities for ENKA employees.



Our Vision

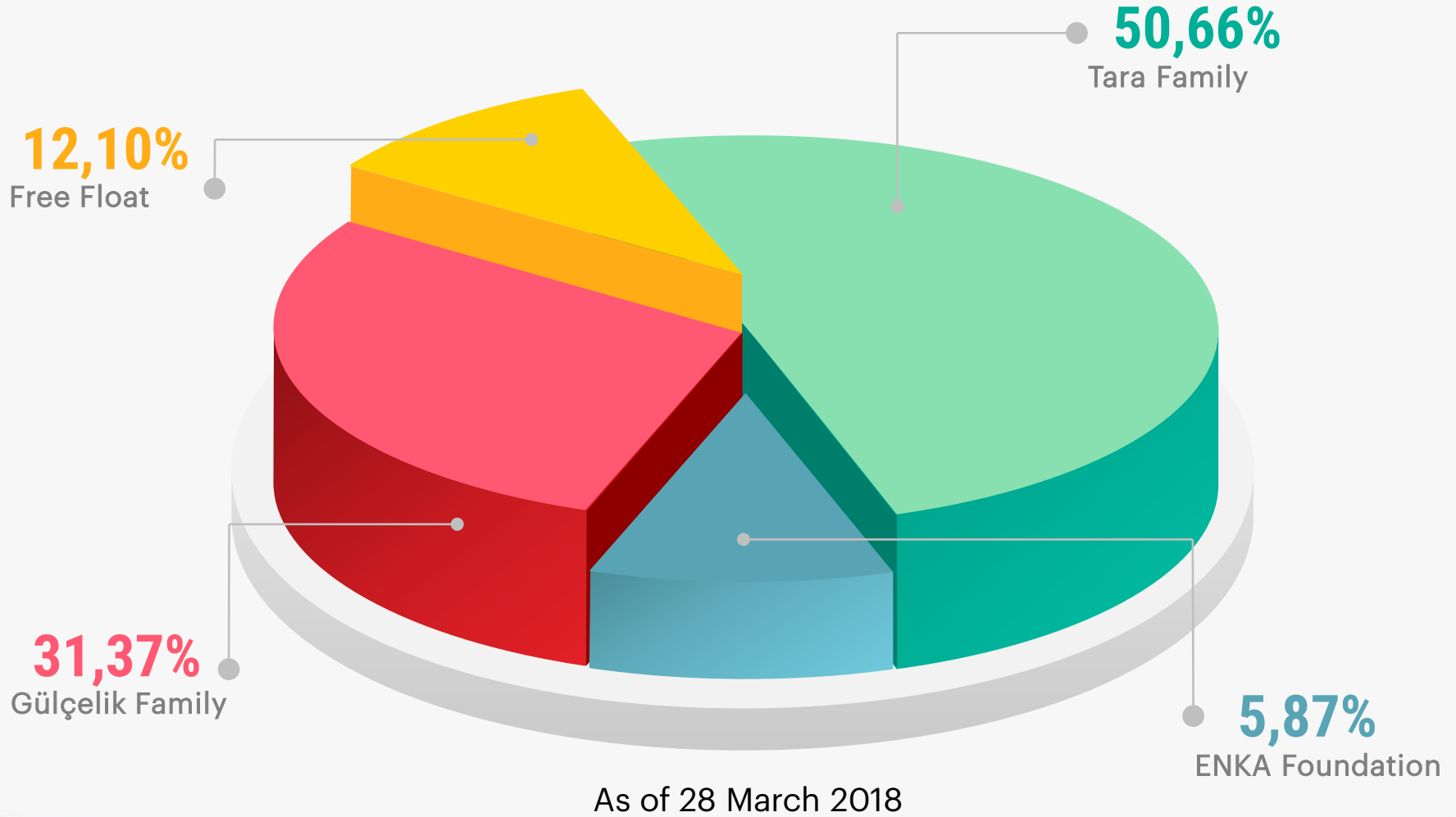
to be one of the best and innovative engineering & construction companies serving globally.



Our Values

define how we do work at ENKA. We will not undertake or execute a project which comprises any of these values. We believe that when we commit to work within ENKA's values, we achieve superior work in our industry.

Shareholder Structure



Consolidated Financial Highlights

	2018 3Q	2017	2016	2015	2014
TOTAL ASSETS	7.879	8.031	7.587	7.145	7.813
TOTAL EQUITY	6.041	6.207	5.667	5.126	5.157
CASH & MARKETABLE SECURITIES	3.175	3.479	3.194	2.950	2.990
REVENUE	2.050	2.900	3.506	4.555	5.821
EBITDA	603	745	732	721	830
EBITDA MARGIN	29,4%	25,7%	20,9%	15,8%	14,3%
NET PROFIT	165	705	589	530	659
NET MARGIN	8,0%	24,3%	16,8%	11,6%	11,3%

All figures given above are in Million US Dollars

Revenues by Business Lines

	2018 3Q		2017		2016		2015		2014	
	USD	%	USD	%	USD	%	USD	%	USD	%
CONSTRUCTION	753	36,7	1.195	41,2	1.453	41,5	1.492	32,8	2.139	36,7
POWER GENERATION	988	48,2	1.337	46,1	1.582	45,1	2.512	55,1	3.159	54,3
REAL ESTATE	245	12,0	319	11,0	319	9,1	382	8,4	485	8,3
TRADE	144	7,0	234	8,1	246	7,0	273	6,0	302	5,2
ELIMINATION	(80)	(3,9)	(185)	(6,4)	(94)	(2,7)	(104)	(2,3)	(264)	(4,5)
TOTAL	2.050	100	2.900	100	3.506	100	4.555	100	5.821	100

All figures given above are in Million US Dollars

EBITDA by Business Lines

	2018 3Q			2017			2016			2015		
	USD	%	MRG	USD	%	MRG	USD	%	MRG	USD	%	MRG
CONSTRUCTION	169	28	22	212	28	18	162	22	11	127	18	9
POWER GENERATION	261	43	26	312	42	23	331	45	21	297	41	12
REAL ESTATE	156	26	64	193	26	61	223	31	70	267	37	70
TRADE	17	3	12	28	4	12	15	2	6	27	4	10
ELIMINATION	0	0		0	0		1	0		3	0	
TOTAL	603	100		745	100		732	100		721	100	

All figures given above are in Million US Dollars

Share Capital Increases

DATE	PREVIOUS SHARE CAPITAL	INCREASE	INCREASE (%)	INCREASED SHARE CAPITAL
25.05.2012	2.500	300	12,00	2.800
12.06.2013	2.800	400	14,29	3.200
21.05.2014	3.200	400	12,50	3.600
06.05.2015	3.600	400	11,11	4.000
23.05.2016	4.000	200	5,00	4.200
27.04.2017	4.200	400	9,52	4.600
24.05.2018	4.600	400	8,70	5.000

All Figures given above are in Million Turkish Liras

Dividend Payments

YEAR	DATE	GROSS RATE	NET RATE	CASH DIVIDEND		D.P.F.S.*	
				TL	USD	TL	USD
2014	15.08.2014	8,00%	6,80%	288	133,6	0	0
	14.04.2015	8,33%	7,58%	300	113,4	25,9	9,8
			2014 TOTAL	588	247	25,9	9,8
2015	11.11.2015	7,00%	5,95%	280	96,2	0	0
	20.04.2016	8,00%	7,10%	320	112,9	22	7,8
			2015 TOTAL	600	209,1	22	7,8
2016	28.09.2016	3,33%	2,83%	140	47,1	0	0
	14.12.2016	3,33%	2,83%	140	40,3	0	0
	19.04.2017	12,00%	10,81%	504	136,8	29,4	8
			2016 TOTAL	784	224,2	29,4	8
2017	27.09.2017	3,59%	3,05%	165	46,2	0	0
	15.12.2017	4,00%	3,40%	184	48,0	0	0
	19.04.2018	12,00%	10,91%	552	134,8	32,3	7,9
			2017 TOTAL	901	229,0	32,3	7,9

* Dividend paid to Founder Shares

Work Force

ENKA ABROAD

Technical	: 611
Administrative	: 192
Workers	: 11.337
Total	: 12.140

SUBSIDIARIES ABROAD

Technical	: 29
Administrative	: 5
Workers	: 381
Total	: 415

ENKA TURKEY

ENKA TURKEY

Technical	: 359
Administrative	: 98
Workers	: 91
Total	: 548

ENKA Abroad

Subsidiaries TURKEY

SUBSIDIARIES TURKEY

Technical	: 971
Administrative	: 396
Workers	: 1.344
Total	: 2.711

Subsidiaries Abroad

Grand Total : 15.814

Awards & Achievements

YAJVA

ENKA's 411 MW CCPP Yajva State District Power Plant EPC Project has been awarded "the Best Project in the Power/Industrial Category" in 2013 Global Best Projects Competition of NR (Engineering News-Record)

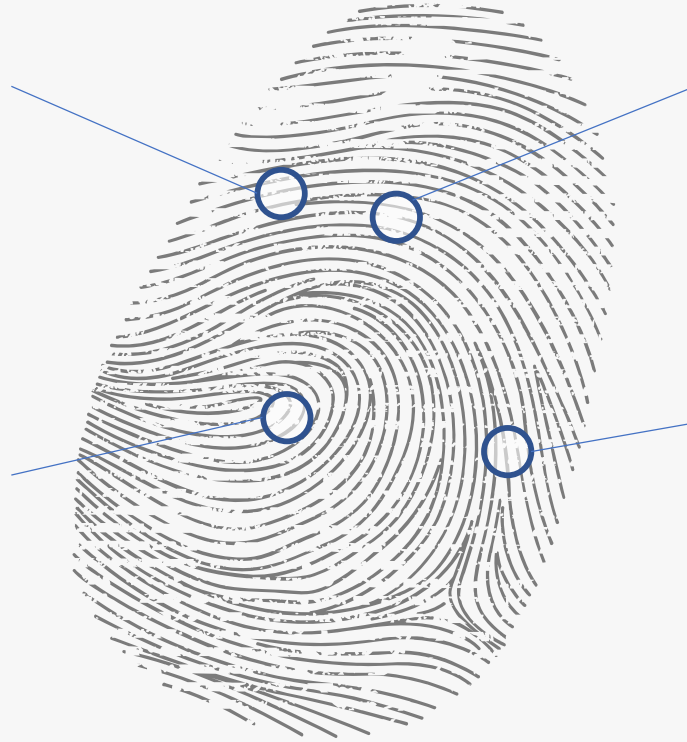
Awards & Achievements

RISK MANAGEMENT

Turkish Power Company ENKA POWER has world class risk management article which praises ENKA's commitments and achievements in protecting the power plant assets published in UTILITY WEEK MAGAZINE on 28 January 2011 edition.

INNOVATION

The most prestigious and innovative leisure, shopping, business and residential complex of Moscow, was honored with the Best Shopping Center 2015 award given by Russian Council of Shopping Centers (RCSC) to Kuntsevo Plaza.



DEVELOPMENT

Kuntsevo Plaza, has been awarded in three categories of the prestigious awards in 2016: Best Retail Architecture Russia, Best Retail Development (5 Stars) Russia and Best Retail Development Europe.

GLOBAL

ENKA's EPC Project, Sulaymaniyah 1.500 MW Combined Cycle Power Plant Project was selected as the "Global Project of the Year 2017", as well as the "Best Global Project in Power/Industrial Category", by ENR.

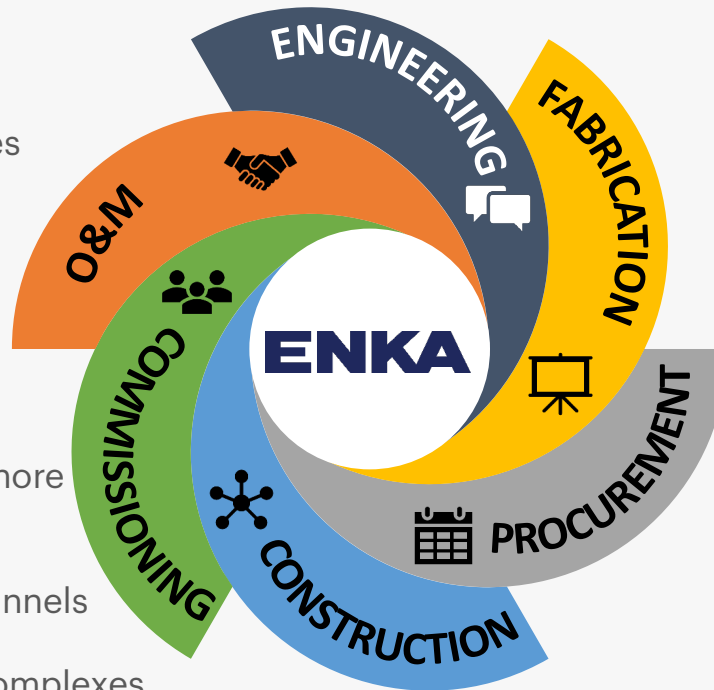


ENGINEERING & CONSTRUCTION

Engineering & Construction

The fields of Engineering & Construction activities are;

- Oil & Gas Facilities, Pipelines
- Petrochemical Plants
- Power Plants
- Industrial Plants
- Airports, Harbors, and Offshore Works
- Motorways, Bridges, and Tunnels
- New Towns and Housing Complexes

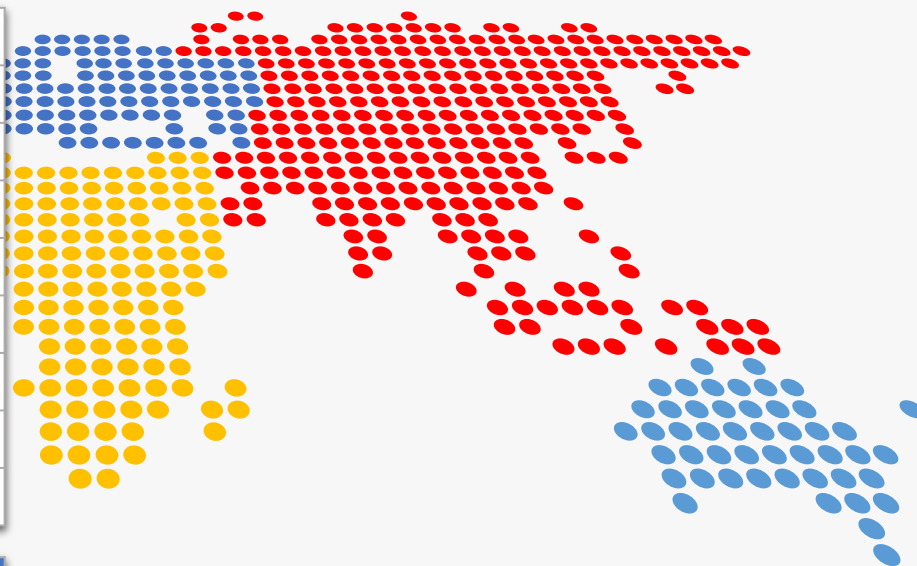


ENKA's global solutions span the entire project life cycle:

Engineering,
Fabrication,
Procurement,
Construction,
Commissioning and start-up,
Operation and management.

Backlog as of September 30th, 2018

Country	Backlog	%
Iraq	816	29,5
Special Projects	743	26,9
Kazakhstan	481	17,4
Russia	380	13,8
Turkey	156	5,6
Kosovo	51	1,8
United States	36	1,3
Georgia	30	1,1
Others	71	2,6
Total	2.764	100



All figures given above are in Million US Dollars

Selected Projects Under Construction



Samawa and Dhi Qar Combined Cycle Power Plant Projects

Job Owner : Ministry of Electricity

Location : Samawa (293 Km Northwest of Basra)
Nasiriyah (230 Km Northwest of Basra)

ENKA Share : USD 668 Million

ENKA, with its partner General Electric, will design and build the Samawa and Dhi Qar Combined Cycle Power Plants, which will add 750 MW each to the Iraqi Grid.

ENKA's scope : Engineering, procurement of balance of plant (BOP), construction, erection, commissioning and start-up of the power plant, whereas GE will provide the power island equipment (i.e. steam turbine generator (STG), heat recovery steam generator (HRSG), air cooled condenser (ACC), and main transformers), distributed control system (DCS) and switchyard, will also be responsible for the plant performance tests.

The financing of the projects shall be arranged by Overseas Private Investment Corporation (OPIC) and export credits guarantee department of UK Government (UKEF).

Selected Projects Under Construction



PJSC NIZHNEKAMSKNEFTEKHIM 495 MW CCGT-TPP

Job Owner : PJSC Nizhnekamskneftekhim, a member of TAIF Group

Location : Nizhnekamsk, Republic of Tatarstan - Russia

Siemens signed a contract for building 495 MW natural gas fired combined cycle power plant on a turnkey basis in Tatarstan.

The contract amount is EUR 350 million and under the cooperation agreement with Siemens, ENKA's share as the EPC contractor is about EUR 245 million.

The power plant is expected to be operative in May 2021.

Selected Projects Under Construction



Route 6 Hani i Elezit Motorway Project - Kosovo

Bechtel – ENKA General Partnership (50% - 50%)

Contract price: EUR 608 Million

60-kilometer motorway linking the capital, Pristina to neighboring Macedonia.

The new motorway, Route 6, will connect Kosovo with the surrounding region and will be the country's second motorway.

The country's first motorway Route 7, which runs from Morina on the Albanian Border to the North of Pristina, was also built by Bechtel-ENKA and was delivered a year ahead of schedule in November 2013.

Selected Projects Under Construction



South Caucasus Pipeline Expansion (SCPX) Project – Georgia

Contract price: USD 765 Million

Contract for the construction and commissioning support of the SCPX Project facilities in Georgia has been awarded to the Bechtel-ENKA Joint Venture

The scope of work under this contract includes construction of a 16 Km access road, two 120 megawatt compressor stations and a pressure reduction and metering station.

Completion is expected in 2019.

Selected Projects Under Construction



Crude Shipment Capacity New Tank Farm Project Tengiz, Kazakhstan

Job owner : Tengizchevroil
Contractor : Senimdi Kurylys

(Bechtel – ENKA Joint Venture with equal shares)

An EPC contract of new crude oil storage tanks, switching manifolds and export pumps along with all their associated piping systems, utilities and control systems.

Contract price: USD 410 Million

Selected Projects Under Construction



FGP 3GP Mechanical, Electrical & Instrumentation Installation Works Tengiz, Kazakhstan

Job owner : Tengizchevroil
Contractor : Senimdi Kurylys

(Bechtel – ENKA Joint Venture with equal shares)

Senimdi Kurylys LLP has been awarded a contract for mechanical, electrical and instrumentation installation works in Tengiz, Kazakhstan.

The Client is Tengizchevroil (TCO), which operates and develops Tengiz oil field, a joint venture (JV) with shares owned by Chevron (50%), ExxonMobil (25%), KazMunayGas (20%) and LukArco (5%).

Contract commenced in May 2018 with a project duration of 45 months.

The project will increase the Tengiz oil field's annual oil production capacity by an additional 12 million tons.

Selected Projects Under Construction



Umm Qasr BMT Container Terminal Yard 5, Quay Wall & Marine Works Basra, Iraq

Job owner : Aloreen Investment Ltd.

ENKA İnşaat ve Sanayi A.Ş. signed a contract with Aloreen Investment Ltd. (Parent Companies: Terminal Investment Limited Holding S.A. and Misnak International DWC – LLC)

The project located in Umm Qasr, Basra, Iraq is of concrete block wall type, and will be designed and built by ENKA.

Estimated to be completed within 14 months, the scope of the project includes the design and construction of quay wall structure; dredging; bedding layer; concrete block fabrication and installation; cope unit construction; marine fixtures and accessories installation and backfilling behind quay wall.

Contract price: USD 76 Million

REAL ESTATE

Real Estate Portfolio

TYPE	SIZE (NLA)	OCCUPANCY	RATE
Class A Office Area	368.000 m ²	86%	USD 610/m ² /year
Retail Area	350.000 m ²	92%	USD 350/m ² /year
5 Star Hotel	235 Rooms	*	*

All assets are located in Moscow, except 1 shopping center which is located in St.Petersburg.

* Occupancy and rate of rooms of the hotel may vary daily.

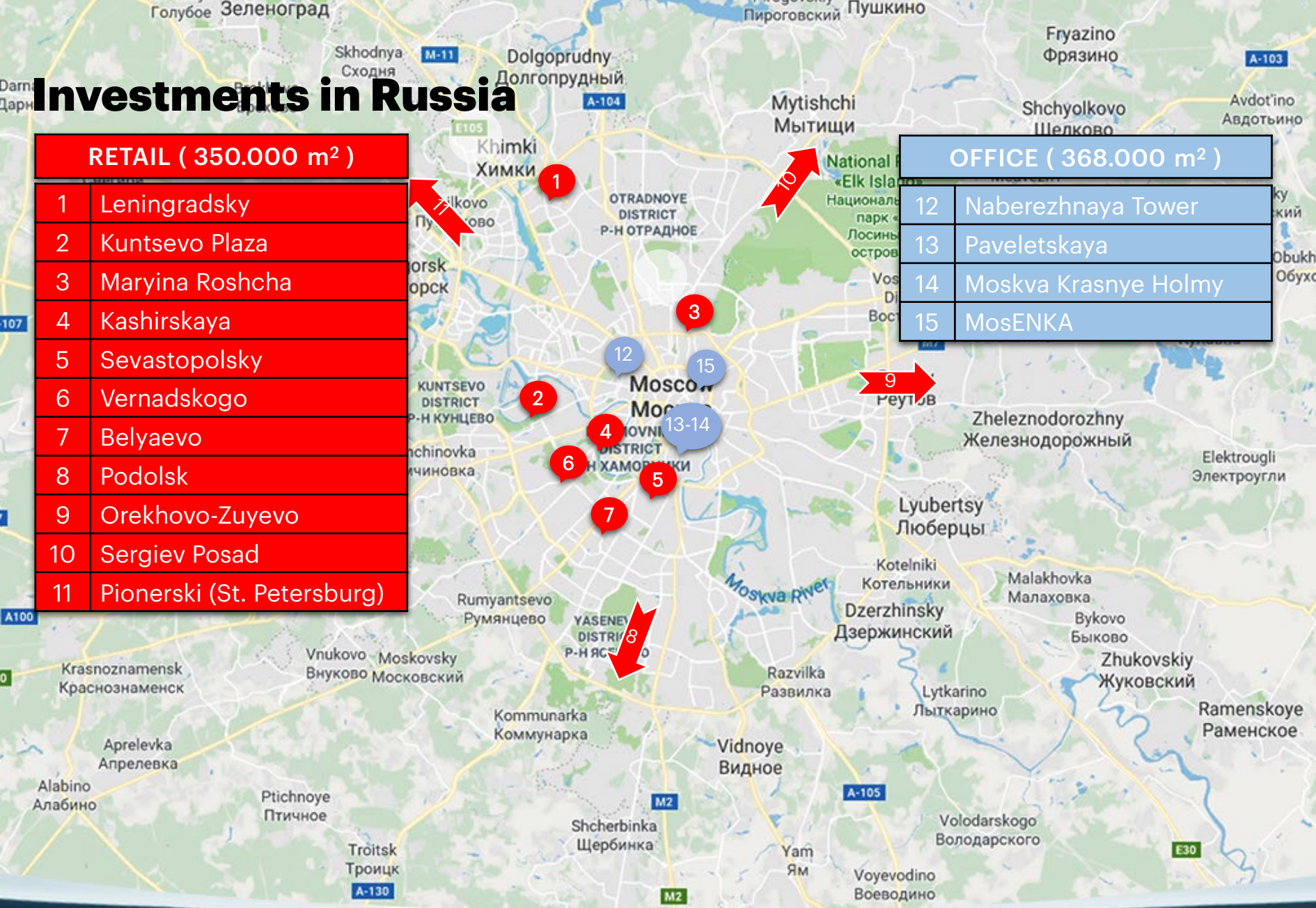
Investments in Russia

RETAIL (350.000 m²)

- 1 Leningradsky
- 2 Kuntsevo Plaza
- 3 Maryina Roshcha
- 4 Kashirskaya
- 5 Sevastopolsky
- 6 Vernadskogo
- 7 Belyaevo
- 8 Podolsk
- 9 Orekhovo-Zuyevo
- 10 Sergiev Posad
- 11 Pionerski (St. Petersburg)

OFFICE (368.000 m²)

- 12 Naberezhnaya Tower
- 13 Paveletskaya
- 14 Moskva Krasnye Holmy
- 15 MosENKA



Real Estate Revenue & EBITDA

YEAR	RENTAL REVENUE	EBITDA	EBITDA MARGIN
2018 3Q	245	156	63,7%
2017	319	193	60,5%
2016	319	223	69,9%
2015	382	267	69,9%
2014	485	337	69,6%
2013	478	346	72,5%
2012	442	308	69,7%

All figures given above are in Million US dollars

Real Estate – Some Tenants



Real Estate New Investments

Investment projects of ENKA TC (Fully owned by ENKA)

1

Kuntsevo Multifunctional Trade & Business Center

Total Investment: USD 484 Million

Total Area: 245.000 m², Net Leasable Area: 61.000 m²

Completion: 2015

2

Kashirskaya Plaza Multifunctional Trade Center

Total Investment: USD 277 Million

Total Area: 196.750 m², Net Leasable Area: 72.000 m²

Completion: 2018



Real Estate Further Investments

Investment projects of ENKA TC (Fully owned by ENKA)

1

Maryina Roshcha Shopping Mall

Existing shopping center will be demolished in 2018

Total Investment: USD 305 Million

Total Area: 245.000 m², Net Leasable Area: 111.000 m²

2

Vernadskogo Office Center

A-Class offices including Multi-storey Car Park Project

Total Investment: USD 50 Million, will be started in 2020

Total Area: 36.670 m²

Net Leasable Area: 20.000 m² & car park

3

Leningradsky Pravaberejnaya Office Center

A-Class offices including Multi-storey Car Park Project

Total Investment: USD 80 Million, will be started in 2022

Total Area: 55.000 m²

Net Leasable Area: 22.000 m² & car park

POWER GENERATION

Power Generation Financial Overview

Operator ownership : 100% ENKA

Debt-to-equity ratio : 75/25

Export Credit Agency (ECA) and OPIC facilities

Fully covered political and commercial risk is approximately 94%

Exhaustive due diligence over 2 years by ECA and OPIC

No local currency risk : Payments calculated in USD and payable in Turkish Lira equivalent

Power Generation Financial Overview

3 gas-fired combined cycle power plants (total 3.854 MW)

Gebze	1.554 MW
Adapazarı	777 MW
Izmir	1.523 MW

Annual generation is 32 Billion Kwh net and the annual natural gas consumption is around 6.5 Billion CBM,

Capability of meeting 11% of Turkey's total demand, since Turkey's consumption in 2017 was 290 Billion Kwh,

Developed under the 'BUILD-OWN-OPERATE' programme,

Take-or-pay off-take with state-owned Turkish Electricity Trading Corporation (TETAŞ) under 16-year electricity sales agreements.

Power Generation Financial Overview

Botaş Turkish Pipeline Corporation, a Turkish State Entity, supplies natural gas under 16-year-term contract (will expire at the end of 2018)

Turkish Undersecretariat of Treasury guarantees back obligations of TETAŞ and BOTAŞ,

Very competitive tariffs - 4.2 Cent/Kwh average sales price for 16 years,

Natural gas is a pass-through item, thus ENKA does not take any natural gas price risk

Located near areas of high demand in the west of Turkey,

Separate legal entities

Separate sets of project and financing documentation

Share near-identical commercial framework

Power Generation Project Rationale

Strong and growing projected demand for electricity (8% p.a. at that time)

Existing and forecasted energy shortage at that time,

Improving economic situation in Turkey.

Proximity to main electricity load centers

Will reduce transmission losses from plants in East
(near domestic coal and hydro sources)

Proven and environmentally friendly technology.

Will still be operative and owned by ENKA after 16 years from 2019.

35 – 40 years of economic life.

Power Generation Debt Funding

COMMITTED AMOUNTS	TOTAL	PROJECT FINANCE	TOTAL
Total Debt (75%)	1.530	US EXIM, USA	860
Total Equity (25%)	510	OPIC, USD	300
Total Project Cost	2.040	HERMES, GERMANY	185
		OND, BELGIUM	125
		OTHER BANKS	60
		TOTAL	1.530

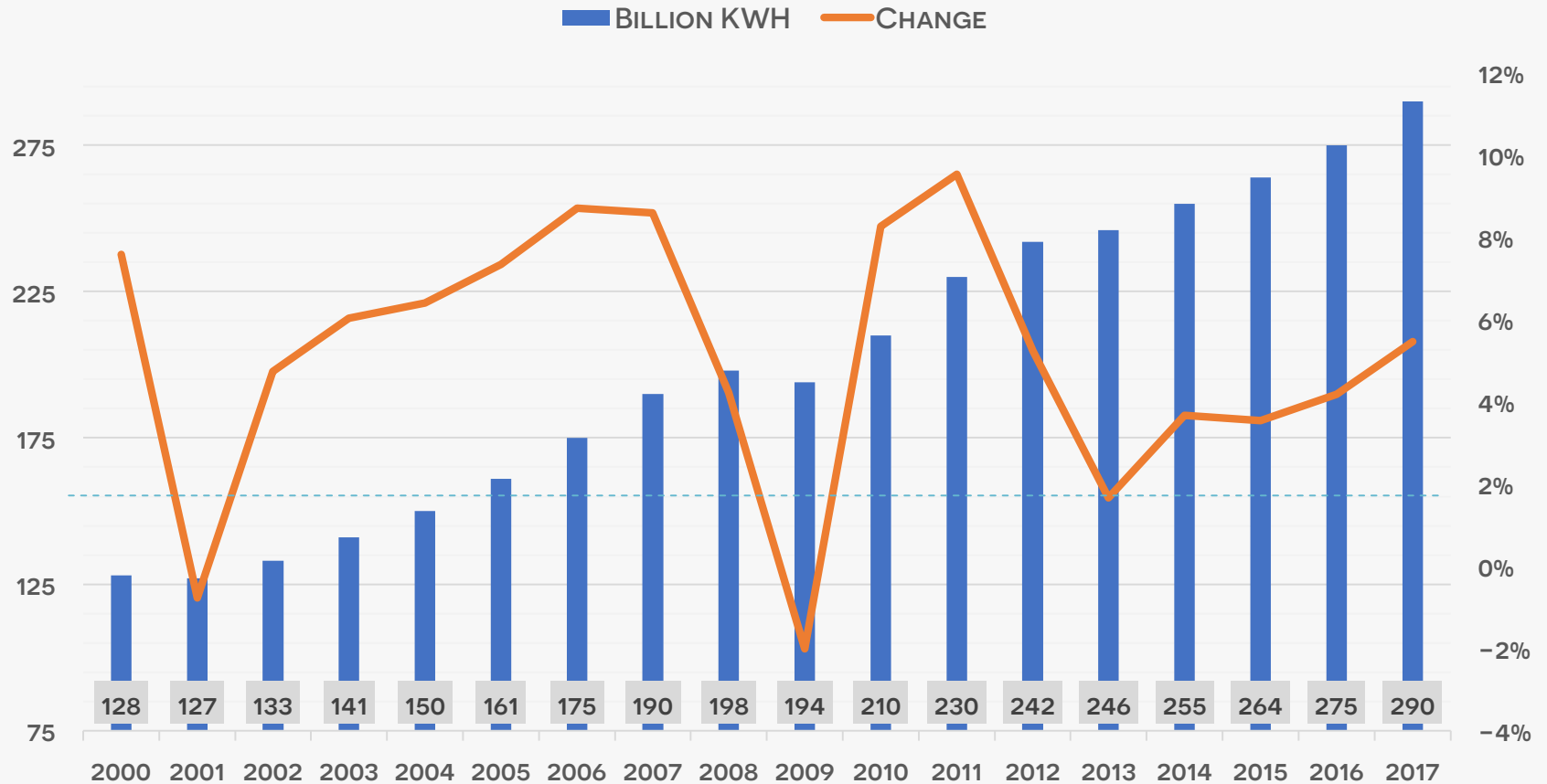
All outstanding project finance loans have been fully paid back in 2013

Turkey's Energy Consumption in 2017

SOURCES	Million Kwh	%
Natural Gas	109,869	37.9
Coal	93,406	32.2
Hydro	58,230	20.1
Wind	17,800	6.1
Geothermal	5,294	1.8
Others	6,163	2.1
International (Net)	(561)	(0.2)
Total Consumption	290,201	100

Source: Energy Exchange Istanbul (www.epias.com.tr)

Turkey's Energy Demand





ENKA

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