



AKSA

Aksa Akrilik Kimya Sanayii A.Ş.



► CONTENT.

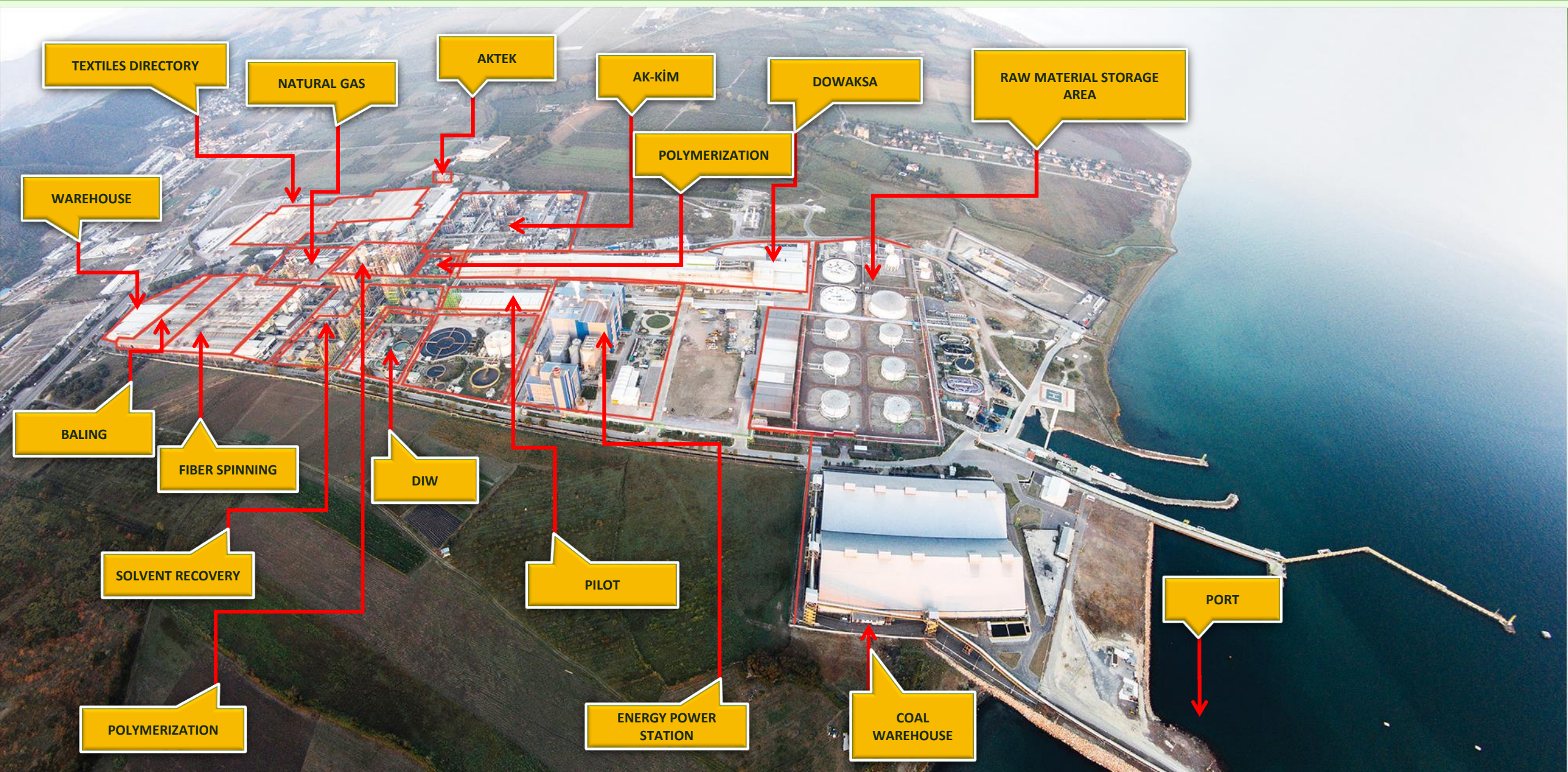
- Aksa in Brief
- Business Information
- Financial Highlights
- Financial Information





AKSA IN BRIEF

► PRODUCTION FACILITY.



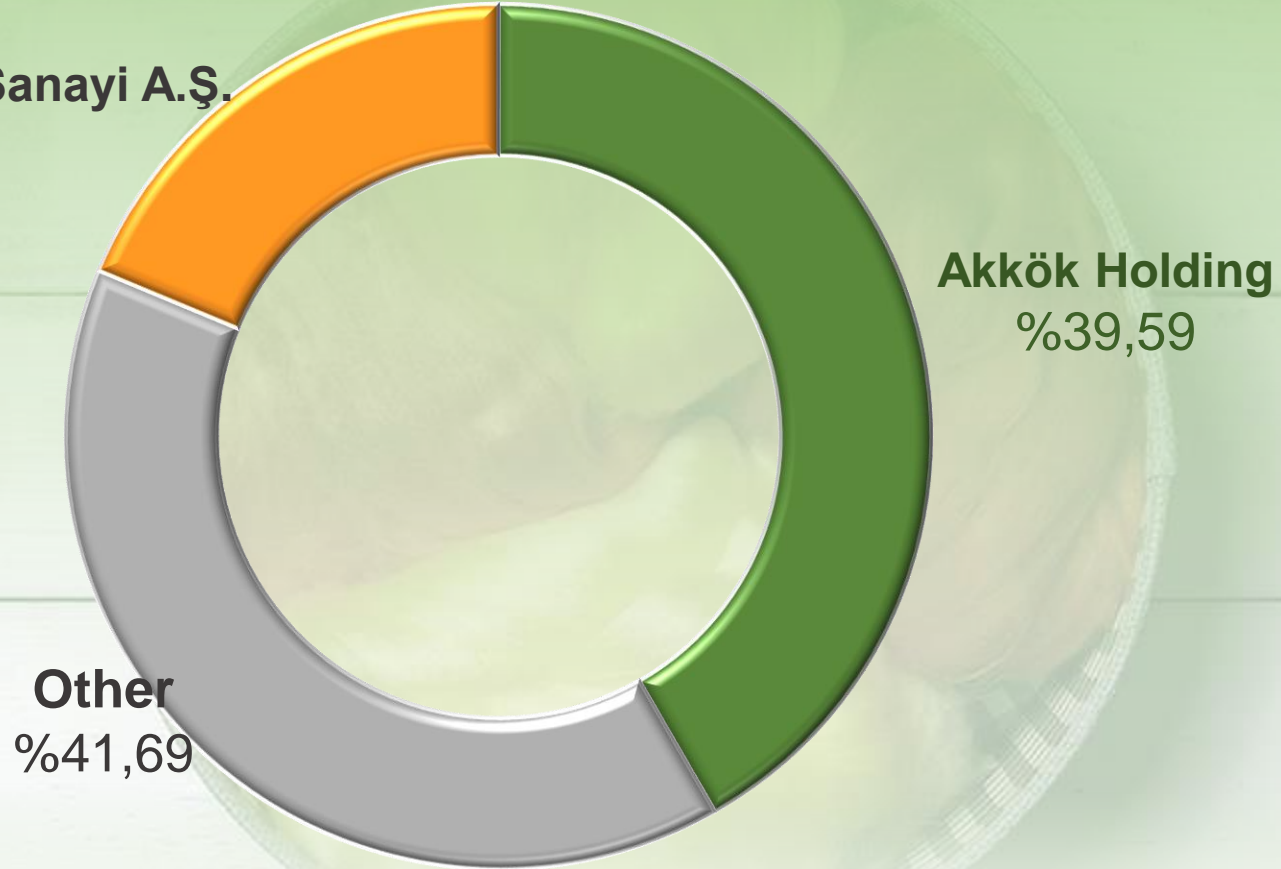
► AKSA IN BRIEF

Company Name	Aksa Akrilik Kimya Sanayii A.Ş.
Establishment	1968
Paid Capital	323.750.000 TL
Stock	Borsa İstanbul (BIST) (1986>)
Stock Code	AKSA
Adress	Merkez Mahallesi Yalova-Kocaeli Yolu Caddesi No: 34 Yalova / Türkiye
Web	www.aksa.com
E-mail	ir@aksa.com
Tel. / Fax	0 226 353 25 45 / 0 226 353 33 07

► SHAREHOLDERS

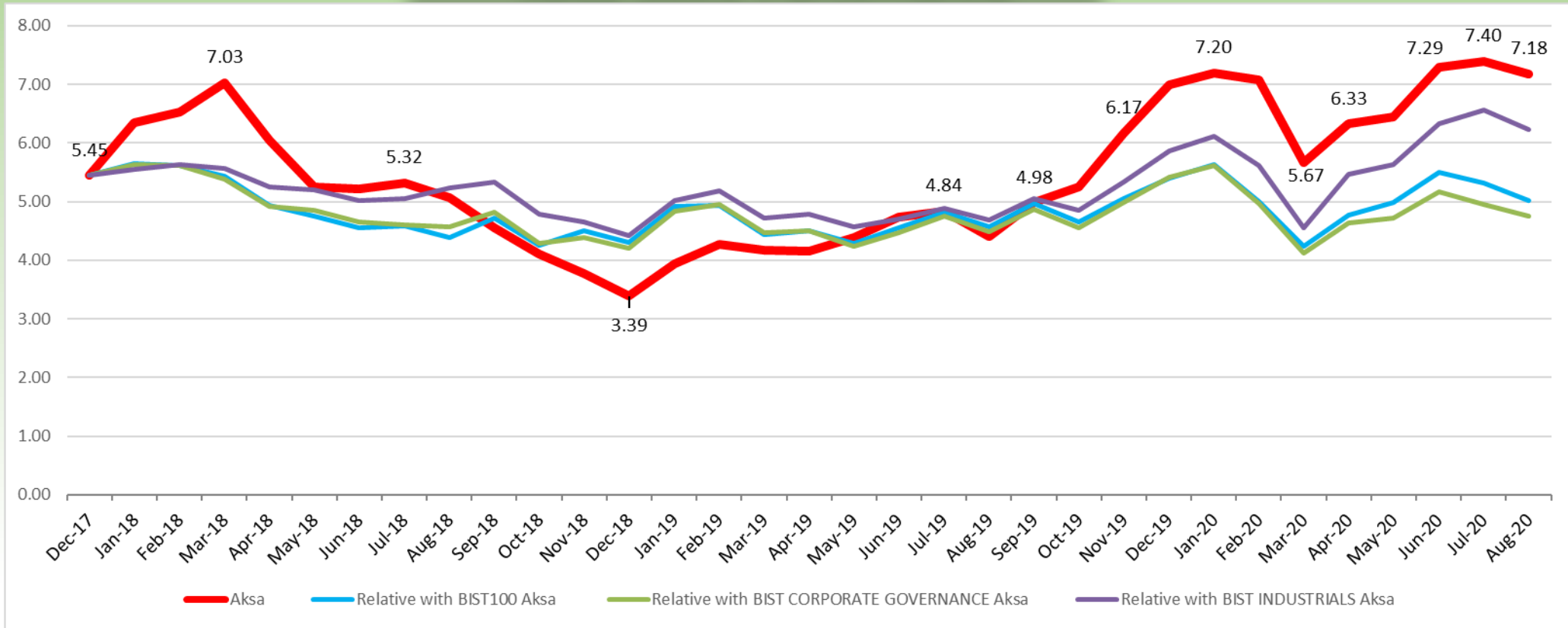
Aksa is a public company traded on the ISE since 1986.

Emniyet Ticaret ve Sanayi A.Ş.
%18,72



STOCK INFORMATION

Aksa Stock Performance



► AKKÖK HOLDING



Chemicals

- Aksa
- DowAksa
- Ak-Kim
- Gizem Frit



Energy

- Akenerji
- SEDAŞ
- Sepaş



Real Estate

- Akiş
 - Akbatı
 - Akasya
- Akmerkez



Textile

- Aksa Egypt



Services

- Akmerkez Lokantacılık
- Ak-Pa
- Aktek
- Dinkal

► AKKÖK HOLDING

5.000+

Employee

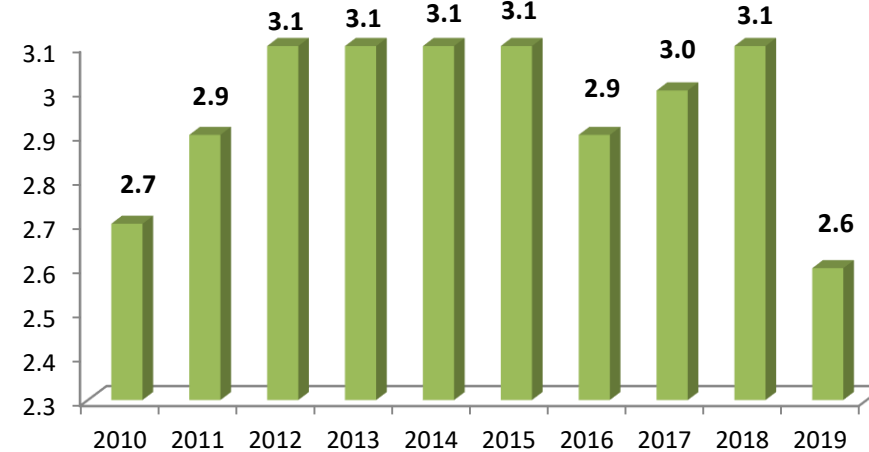
23

Company

4

Listed
Company

Net Sales (Billion USD)



► PARTICIPATIONS – SUBSIDIARIES – JOINT VENTURES.

Joint Ventures

DowAksa Holdings

%50 share

400 mio. USD capital

Carbon Fiber production

Subsidiaries

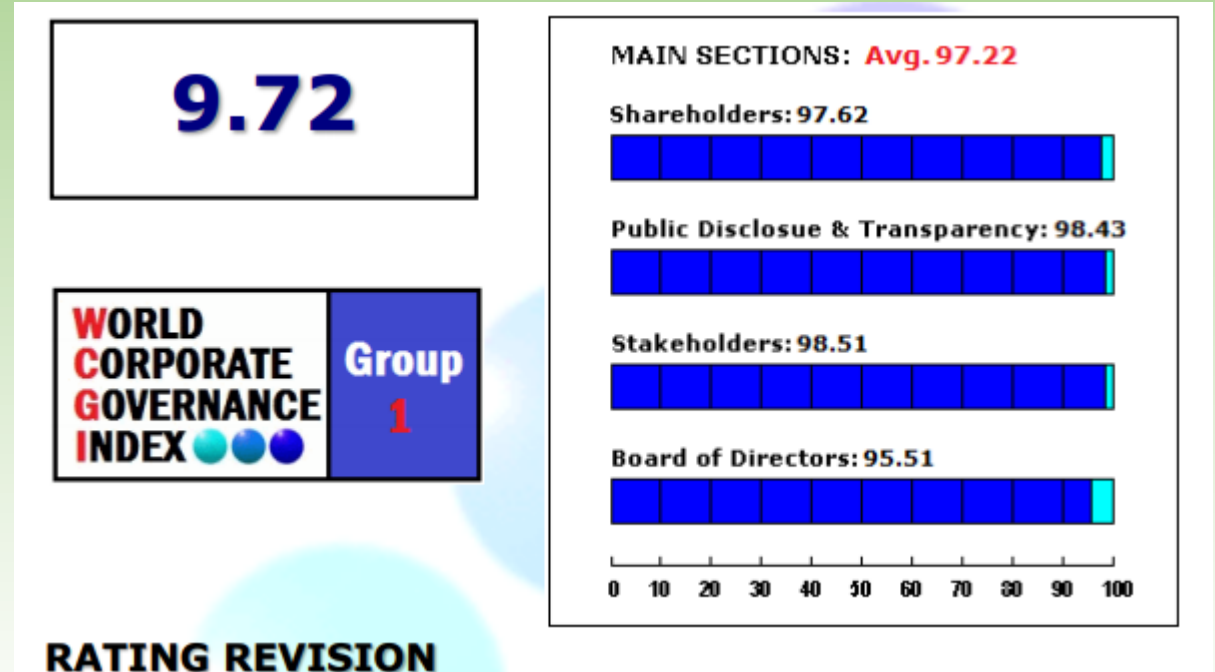
Aksa Egypt

%100 share

Textile

► ACRYLIC FIBER

Aksa is at the
2nd position as
of 2019 BIST
corporate
governance
index
(2018, 2017, 2016 1st)



► ACRYLIC FIBER .

Aksa is one of the
biggest 50
industry
companies from
the beginning of
the index.
(2019: 46 th)



Textile & Textile
Raw Materials
Exporters

**1st
Position**



► MILESTONES



1960
1970s

- Company Foundation
- The plant in Yalova began to operate with a capacity of 5,000 tons /year
- First export
- Increasing the capacity to 35,000 tons/year



1980
1990s

- Distributed Control System (DCS) was established for the first time in Turkey
- Acrylic fiber production capacity reached 116,000 tons/year
- Jel dying tech was developed and dyed tow production initiated
- Realized the first CCE steam generation in Turkey



2000
2010s

- Carbon Fiber production
- Capacity increased to 352.000 tons/year
- Carbon Fiber Company is founded via a partial spin-off
- Included in the Turquality Program, state-sponsored brand development initiative
- Achieved to have the highest note in Corporate Governance Index in 2016,2017,2018
- Obtained the First Credit Rating Note
- Founded the R&D Center



BUSINESS INFORMATION



► STRATEGIC BUSINESS UNITS



Acrylic Fibers

Largest acrylic fiber producer
in the world

●
%19 Global, %70 local
market share

●
Around 700 mio.USD revenue

●
Export over 50 countries



Technical Fibers

High value-added products /
Develop fibers for technical
end-use areas

●
Global market leader



Energy

145 Mw electricity licence

●
Around 40 mio USD
revenue

► WHAT IS ACRYLIC FIBER?



Wool
(Natural Fiber)



Acrylic Fiber
(Synthetic Fiber)

- Wool-like in appearance and touch (natural and warm)
- Washable and keeps its shape
- Resistance to moth, oil and chemicals
- Resistance to sunlight
- Dyeable with bright, resistant colours

► ACRYLIC FIBER APPLICATION AREAS

CLOTHING

Jumpers, socks, plush, hand knitting, sports wear and child wear



HOME TEXTILES

Carpet, upholstery, blankets, rugs, velvet fabrics



TEXTILE FIBERS

Areas of use in
Acrylic Fiber

AREAS OF INDUSTRIAL USE

Dust filters, padding, earplugs



USE OF AREAS FOR OUTDOOR

Car ceilings, boat covers, balecloth, upholstery



TECHNICAL FIBERS

► MARKET SHARE

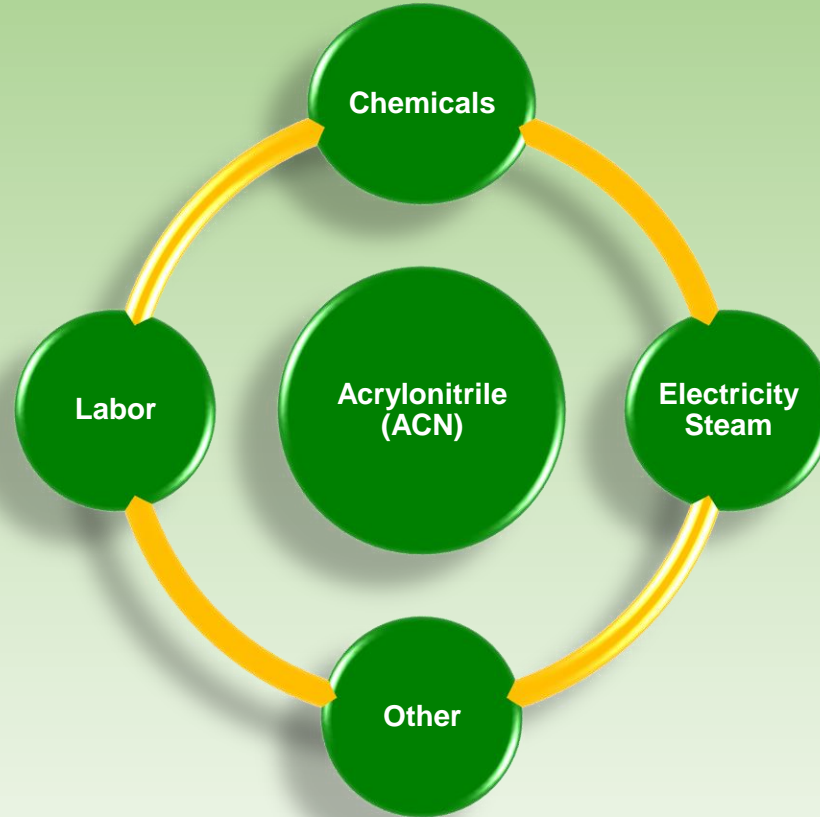
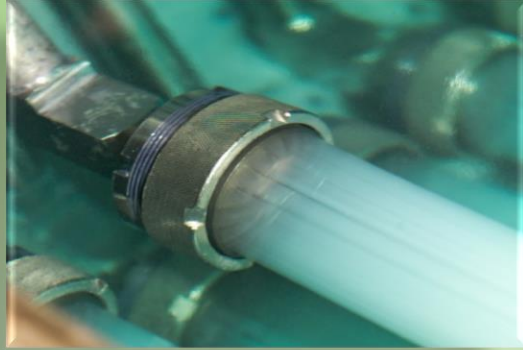
Global Market Share
19%

Technical Fibers
(Outdoor Acrylic Fiber)
Global Market Leader

Market Share in Turkey 70%



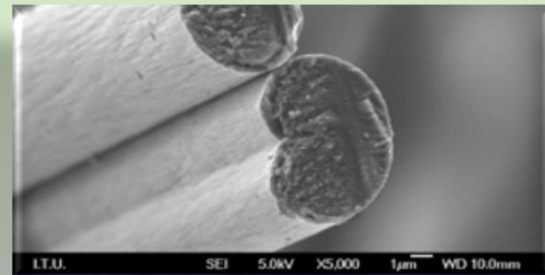
► ACRYLIC FIBER COST COMPONENTS



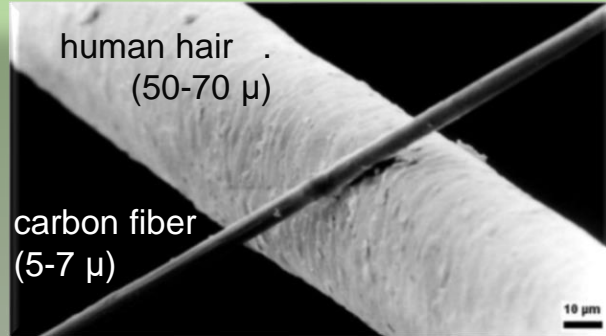
► WHAT IS TECHNICAL FIBER?



- Industrial and outdoor applications
- High Endurance
- High resistance to rotten and mold



► WHAT IS CARBON FIBER?



a carbon fiber and a human hair



“3k” = 3.000 filaments

- Carbon fibers are extremely fine fibers (typ. 5-7 μ in dia.) consisting mostly of carbon atoms
- Carbon fiber is >95% carbon
- Carbon fibers are produced in tows (yarns) ranging from 1.000 filaments 1k, 3k, 6k, 12k, 24k, 50k, etc.
- Carbon fiber has an indisputable potential for replacing current materials (aluminium, steel, etc.)
- Properties of Carbon Fiber: high stiffness, high tensile strength, low weight, high chemical resistance, high temperature tolerance and low thermal expansion

► CARBON FIBER – APPLICATION AREAS



Wind Turbine Blades



Pressurized Vessels



Civil Infrastructure



Marine



Aerospace



Automotive



Oil and Gas



Power Transmission



Sporting Goods



Defense



2019 & 2020 HIGHLIGHTS

► 2019 HIGHLIGHTS

Dividend Payment

In 2 April dated General Assembly Meeting, dividend amount for shareholders is settled as 204,7 Mio TRY.

Change in Production Capacity

Our fiber production capacity, which is 315,240 tons/year, has been updated to 330,000 tons/year after modernization, efficiency and new product project investments.

Share Buy-Back

As of 26 August 2019, 1.99% of the shares are owned by the Company in the scope of share buy-back program.

► 2020 HIGHLIGHTS

Free Capital Increase

The capital increase from internal resources application was approved by CMB as 75% and our issued capital increased from 185.000.000 TRY to 323.750.000 TRY

Dividend Payment

In 1 April dated General Assembly Meeting, dividend amount for shareholders is settled as 240 Mio TRY. Payment is done immediately on 7 April.

Share Buy-Back

All shares (nominal value of 3.675.059) bought back according to Board of Director's decision dated 09.05.2018, were sold at the price of 13.87 TL with 13 Million TL profit on 23 Jan 2020. Buy-back and disposal transactions were made within the scope of the buyback program after COVID-19 pandemic, and the share ratio of the Company held is 0.33% as of 20 Aug 2020.

The Capacity Utilization Rate

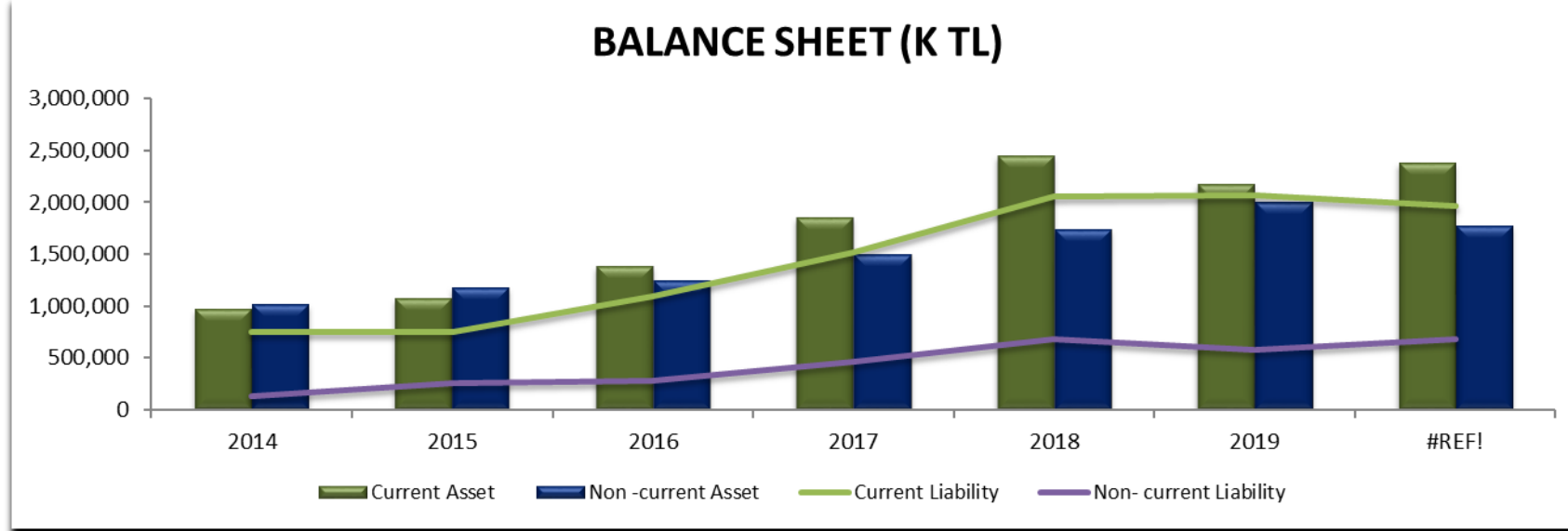
Considering the decreasing demand outbreak due to Covid-19 , we temporarily reduced our production capacity utilization rate 50% between 3 April and 26 June 2020. From 26 June 2020, our production capacity will be gradually increased up to normal sector averages. Regulation on Short-Work and Short Work-Allowance programme which started in April, has been terminated.



FINANCIAL INFORMATION

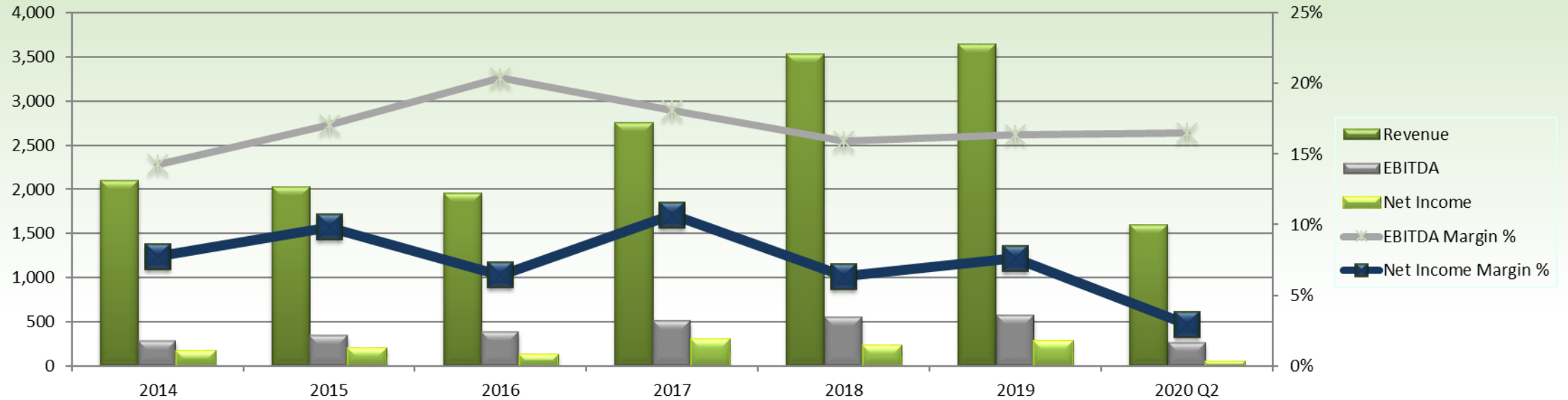
► BALANCE SHEET

BALANCE SHEET (K TL)							
	2014	2015	2016	2017	2018	2019	2020 Q2
Current Asset	977,000	1,075,543	1,387,576	1,858,921	2,448,122	2,179,759	2,189,392
Non -current Asset	1,021,065	1,178,532	1,245,394	1,495,380	1,740,505	2,008,162	2,240,420
Total	1,998,065	2,254,075	2,632,970	3,354,301	4,188,627	4,187,921	4,429,812
Current Liability	751,751	751,107	1,097,750	1,514,236	2,057,250	2,071,596	1,905,697
Non- current Liability	132,951	254,372	285,515	463,946	683,895	581,105	1,094,080
Shareholders' Equity	1,113,363	1,248,596	1,249,705	1,376,119	1,447,482	1,535,220	1,430,035
Total	1,998,065	2,254,075	2,632,970	3,354,301	4,188,627	4,187,921	4,429,812

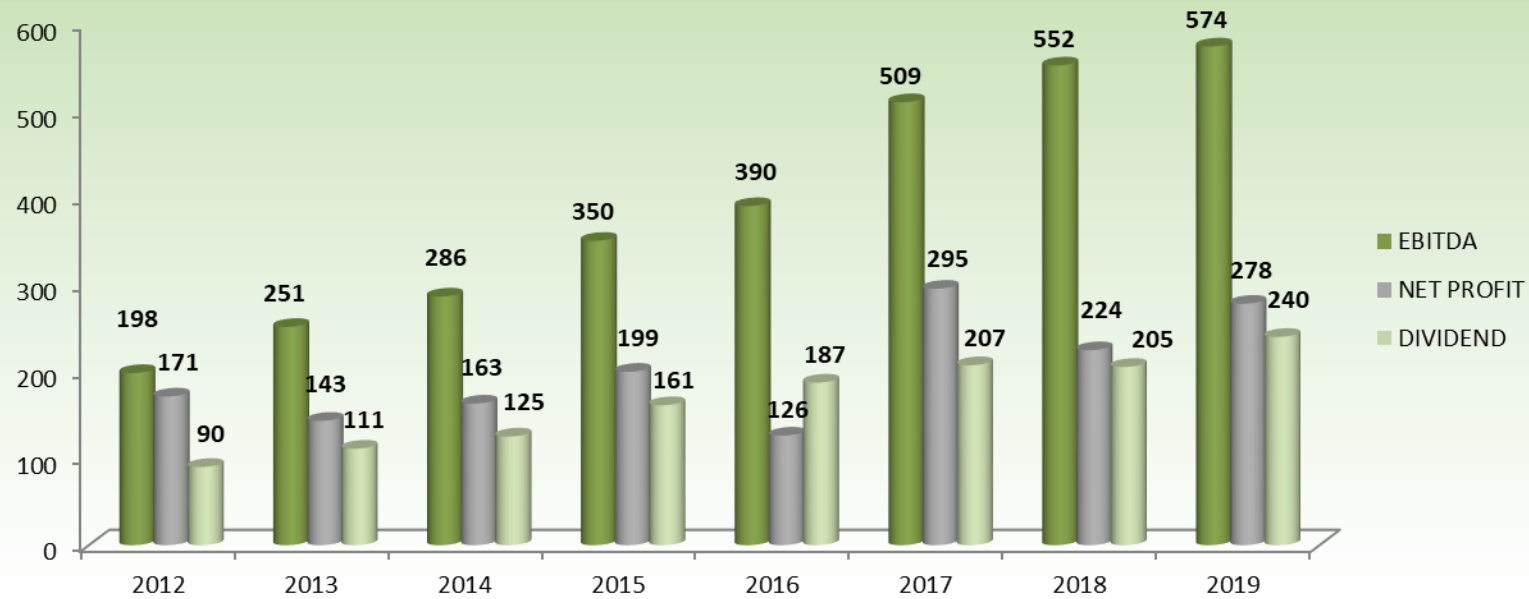


► INCOME STATEMENT

Million TL	2014	2015	2016	2017	2018	2019	2020 Q2
Revenue	2,105	2,030	1,954	2,762	3,538	3,646	1,603
EBITDA	285	350	390	509	552	574	261
Net Income	163	199	126	295	224	278	47
EBITDA Margin %	14%	17%	20%	18%	15.6%	15.7%	16%
Net Income Margin %	8%	10%	6%	11%	6%	8%	3%



► INVESTMENT – PROFIT – DIVIDEND (MILLION USD)



► BUDGET FIGURES

MİLYON USD	2020 Forecast	2019 Actual	2018 Actual	2017 Actual
Net Sales	500-550	643	732	759
Capacity Utilization	80-85%	77%	82%	98%
CAPEX	55-65	31	45	99

Attention

These figures reflect current expectations and assumptions. Future expectations are based on the circumstances and assumptions in the related period, may not be realized upon risk and uncertainties.

We are not obliged to update or revise budget figures due to potential incidents, new information or other reasons. Unless it is stated otherwise, financial information is consolidated and operational information is unconsolidated (solo).

► APPENDIX / DISCLAIMER

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• All statements other than statements of historical facts included in this Book, including, without limitation, those regarding our financial position, business strategy, plans and objectives of management for future operations (including development plans and objectives relating to our products), are Forward looking statements. Such forward-looking statements involve known and unknown risks, uncertainties and other factors which may cause our actual results, performance or achievements to be materially different from any future results, performance or achievements expressed or implied by such forward-looking statements. Such forward-looking statements are based on numerous assumptions regarding our present and future business strategies and the environment in which we will operate in the future. Further, certain forward-looking statements are based upon assumptions of future

events which may not prove to be accurate. The forward-looking statements in this Book speak only as at the date of this Book.

• Aksa and its Subsidiaries and Joint Ventures (Aksa) registered in Turkey maintain their books of account and prepare their statutory financial statements in accordance with the principles and obligations published by the CMB, Turkish Commercial Code, tax legislation, the Uniform Chart of Accounts issued by the Ministry of Finance. The foreign Subsidiaries maintain their books of account in accordance with the laws and regulations in force in the countries in which they are registered.

• US Dollar amounts shown in the presentation have been included solely for the convenience of the reader and are translated from TL as a matter of arithmetic computation only, at the Central Bank of the Republic of Turkey official TL exchange rates