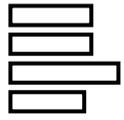




TEKFEN HOLDING

TEKFEN

PRESENTATION



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04. Tekfen Real Estate
05. Tekfen Agri Industry Group



TEKFEN HOLDING

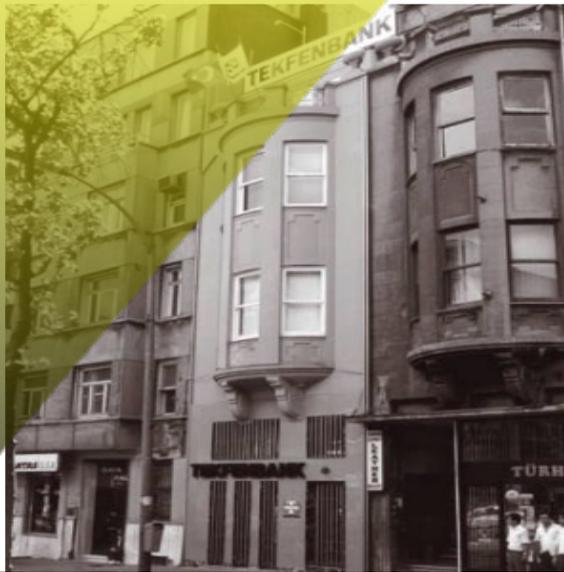




TEKFEN GROUP AT A GLANCE



TEKFEN HOLDING



TEKFEN GROUP AT A GLANCE (1956-2018)



1956

CONSULTING

Feyyaz Berker, Nihat Gökyiğit and Necati Akçağlılar formed an engineering consulting company

1957

TEKFEN CONSTRUCTION

The three partners establish Tekfen Construction Ltd.

1963

TEKFEN INDUSTRY

Tekfen Industry and Trading Co., Inc. is founded to produce incandescent lamps.

1970

TEKFEN MANUFACTURING

Foundation of Tekfen Manufacturing

1984

TEKFEN ENGINEERING

Foundation of Tekfen Engineering

1981

TOROS FERTILIZER

Toros Fertilizer starts production

1978

OVERSEAS

Tekfen Construction goes overseas

1975

PIPELINE

Iraq-Turkey pipeline

1971

TEKFEN HOLDING

Foundation of Tekfen Holding

1989

ACQUISITION

Tekfenbank Acquisition of Akgübre fertilizer

1992

TEKFEN PHILARMONICS

Tekfen Philharmonics

1993

HMB

Acquisition of HMB

2000

TEKFEN REAL ESTATE

Tekfen Real Estate Development Group

2001

BANKING

Acquisition of Bank Ekspres

2003

TEKFEN TOWER

Tekfen Tower opens

2018

ALANAR & ALARA

Acquisition of Alanar Fruit & Alara Nursery

2017

TEKFEN AGRI

Tekfen Agri establishment

2012

BANKING

Sale of Eurobank Tekfen

2007

ACQUISITION & IPO

- Partnership with Eurobank EFG in Tekfenbank
- Acquisition of EFG Istanbul Securities
- IPO of Tekfen Holding

2006

BTC PIPELINE

Completion of BTC crude oil pipeline

2005

ACQUISITION

Acquisition of Samsun Gübre fertilizer plant



▶ AT A GLANCE



Agri Industry 30%

Main Operations

- Fertilizer production and distribution
 - Terminal services
- Seed, sapling and seedling production and distribution
 - Free zone operations

Main Companies

- Toros Agricultural Industry & Trade
- Toros-Adana Yumurtalık Free Zone
- Hishtil-Toros Seedling Industry&Trade
 - Black Sea Fertilizer Trade
- Tekfen Agriculture and Trade



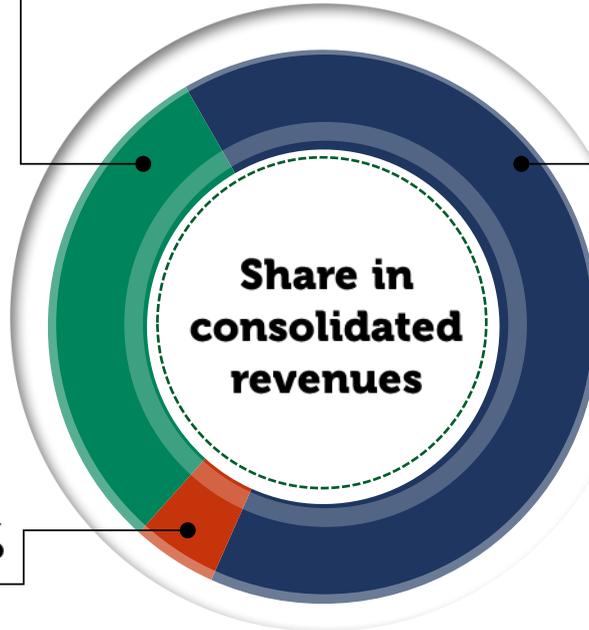
Real Estate 4%

Main Operations

- Real Estate Development
- Construction & Marketing of Real Estate Projects
 - Facility Management

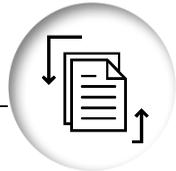
Main Companies

- Tekfen Real Estate Development
- Tekfen Tourism & Facility Management
 - Tekfen Real Estate Investment
- Florya Real Estate Inv. Const. Tourism Co., Inc



Consolidated revenues of Tekfen Group 2.5 billion USD

Contracting 65%



Main Operations

- Engineering
- Fabrication
- Procurement
- Construction
- Engineering Procurement Construction Management

Main Companies

- Tekfen Construction
- Tekfen Engineering
- Tekfen Manufacturing & Engineering
- HMB (Germany)
- GATE Construction (Kazakhstan)

Other 1%



Tekfen Insurance

- Authorised agent of 18 insurance and 3 pension fund companies

Tekfen Ventures

Venture fund that invests in industrial and enterprise software and hardware technologies





STRATEGIC FOCUS



Tekfen Holding is active in Contracting, Agri-industry / Terminal Services and Real-Estate Development.



The Group has over 25,000 employees in forty companies and 12 subsidiaries.



The Agri-industry sector addresses the most basic need of mankind: nutrition. Fertilizer is an indispensable input of agriculture. Due to the growing world population, demand for agricultural production and for fertilizers will grow.



Contracting is Tekfen's initial area of operation and one it has the most experience. The potential demand for contracting activities in Middle East, Caspian Region and North Africa which have been developing and enriching in the recent years has played a key role in the determination of this activity as a strategic focus.



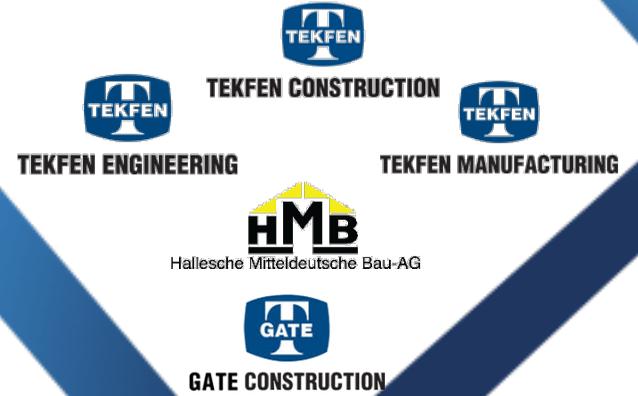
Terminal activities comprise two marine terminals strategically located in the Mediterranean and the Black Sea regions.



Increasing demand for modern high standard residential and commercial housing makes Real Estate Development another strategic focus for Tekfen Group.



TEKFEN CONTRACTING GROUP AT A GLANCE



3,3
billion USD
Backlog
(July 2018)

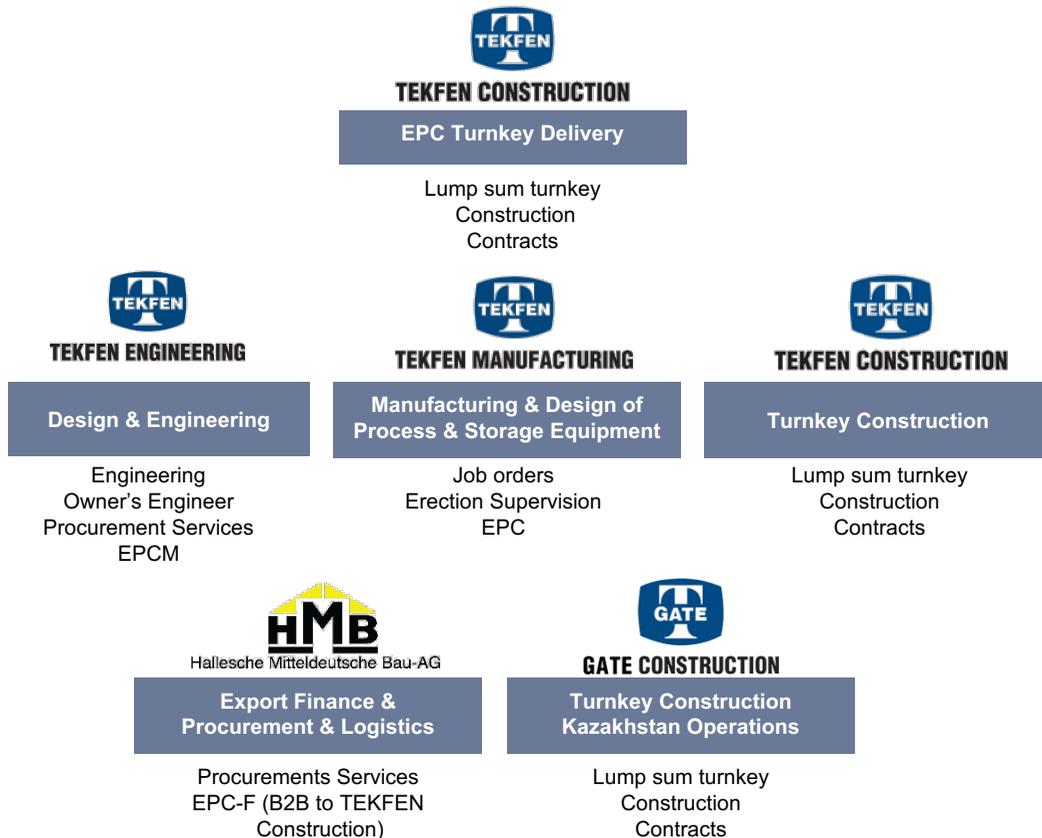
360+
Number of Projects
Delivered

Since **1956**
@ 20 Countries

≈ 20
billion USD
Contract Value



▶ CONTRACTING GROUP STRUCTURE



TEKFEN CONTRACTING GROUP

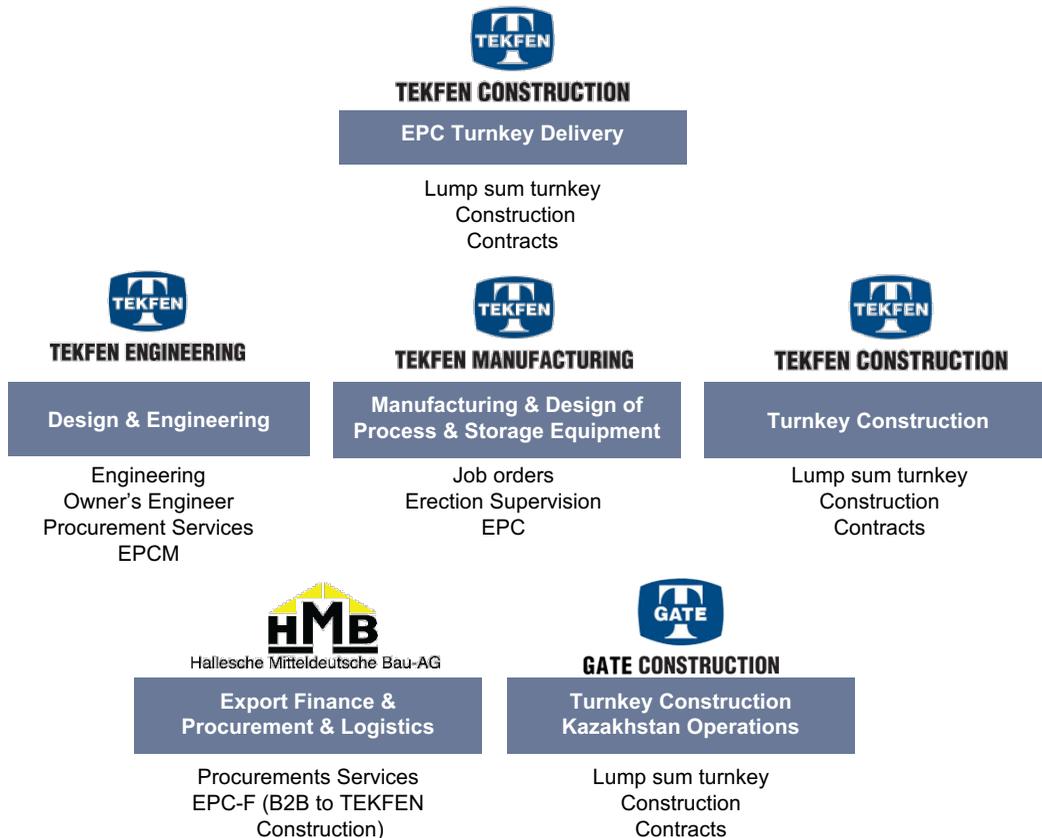
One of Turkey's seasoned contractors and with a strong reputation for quality, keeping its word, and competencies, the **Tekfen Contracting Group** is a respected firm that has successfully represented the Turkish contracting services industry on highly ambitious projects in many parts of the world.

TEKFEN CONSTRUCTION

Tekfen Construction, the Group's flagship company conducts a substantial part of its operations internationally. Its more than 360 projects carried out around the world have made the Tekfen name one that is much sought after in international markets as well as a solution partner that is preferred by some of the world's leading employers.



▶ CONTRACTING GROUP STRUCTURE



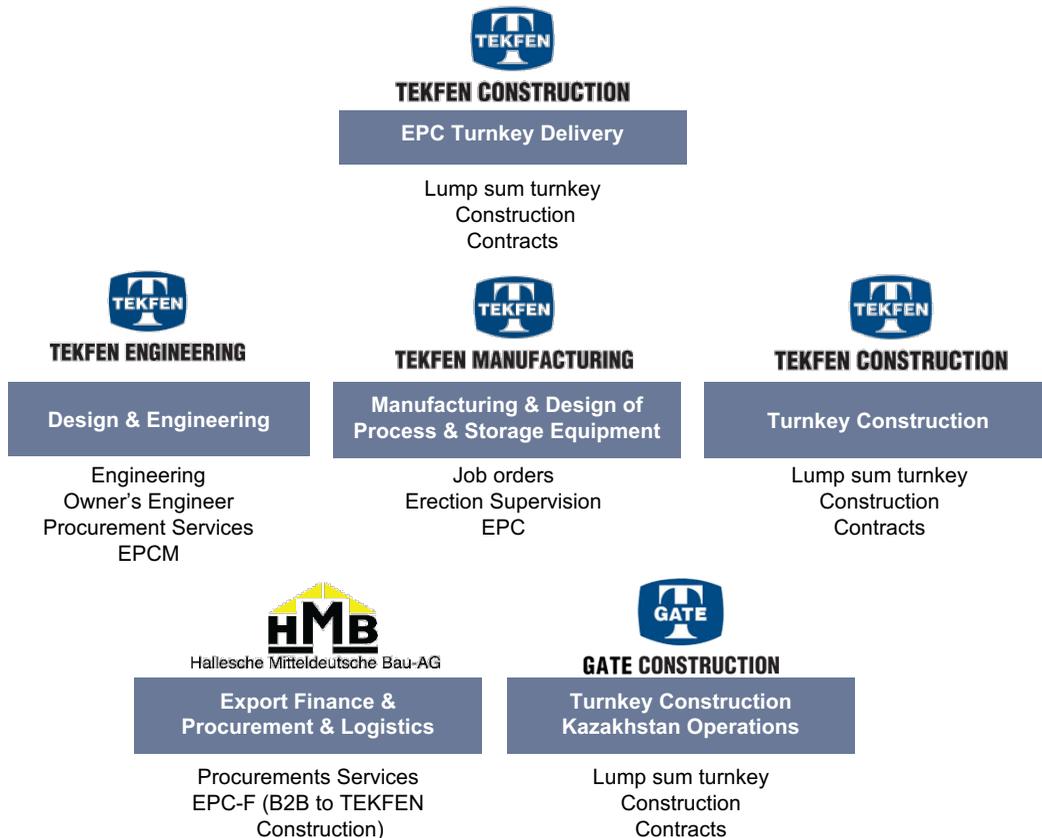
TEKFEN ENGINEERING

Tekfen Engineering plays an important role in the Tekfen Contracting Group's ability to carry out the turnkey-delivery projects that generate higher added value for the Group. Founded in 1984, Tekfen Engineering has since then built up extensive knowledge and experience in countless projects undertaken in its home and international markets. Employing a staff of more than 300 people, Tekfen Engineering is an especially adept solution partner in large-scale engineering, procurement & construction (EPC), engineering, procurement & construction management (EPCM), and design & build projects.

The fabrication of the structural steel, pipework, and pressurized vessels that are needed for projects within Turkey and abroad is carried out at Tekfen Contracting Group's three **fabrication plants**.



▶ CONTRACTING GROUP STRUCTURE



TEKFEN MANUFACTURING

- Derince Plant
- Ceyhan Steel Structure Fabrication Plant
- Bayıl Steel Structure Fabrication Plant (Baku-Azerbaijan)

HMB

HMB is acting as Tekfen Contracting Group's Procurement Agent Arranging multi source ECA Financing for projects.

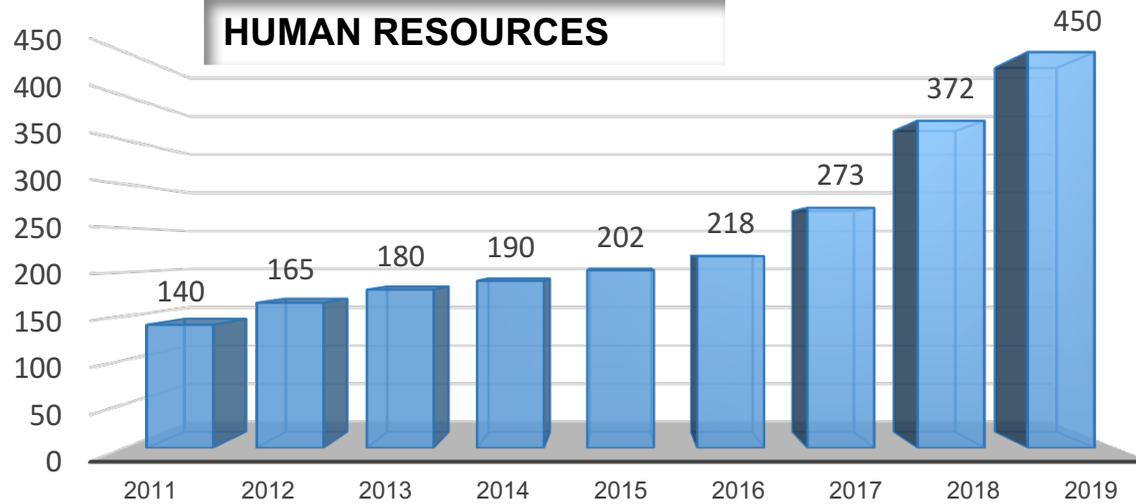
GATE

GATE is specifically operating in Kazakhstan, serving ENI, Chevron, ExxonMobil.



▶ CONTRACTING GROUP STRUCTURE

ENGINEERING RESOURCES

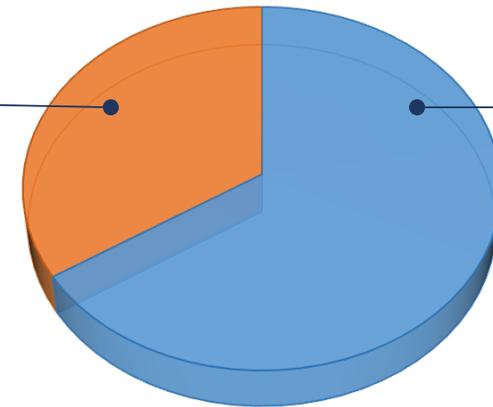


585.000
manhour/year

DEPARMENT	ENGINEER	DRAFTER / OTHERS	TOTAL
Management & Administrative	10	39	49
Project Management	19	4	23
Process	16	3	19
Piping	25	20	45
Technology	10	4	14
Electrical	16	8	24
Instrumentation and Control	20	3	23
Civil and Structural	18	16	34
Transportation and Infrastructure	97	28	124
Architectural	8		8
Documentation & IT	6	2	8
TOTAL	245	127	372

DRAFTER
%34

ENGINEER
%66



▶ CONTRACTING GROUP STRUCTURE

ENGINEERING RESOURCES

SOFTWARES



ASPEN HYSYS



AUTOCAD



REVIT



▶ CONTRACTING GROUP STRUCTURE

DESIGN CAPABILITIES



- Process simulation, PFD/H&MB and P&ID Preparation
- Evaluation, Debottlenecking and Revamping of Existing Units
- Thermal & Mechanical Design
 - Shell & Tube and Air Cooled Heat Exchangers
 - Pressure Vessels (Reactors, Columns, Drums) and Storage Tanks
 - Centrifugal Pumps and Turbines & Compressors
- Technical Procurement (Inquiry, evaluation and follow up)
- Plant Layout Development and Stress Analysis
- Laser Scanning and As-built Studies for Existing Units

- HVAC & Fire Fighting Systems Design
- Electrical & Telecommunication Systems Design
- Instrumentation & Control Design and Specifications
- Civil & Structural Design
 - Static & Dynamic Analysis
 - Time History Analysis
 - Soil Structure Interface Analysis
- Architectural Design (Concept and Detailed)
- Conceptual and Final design for Bridges, Tunnels, Motorways, Railways and Mass Transit Systems

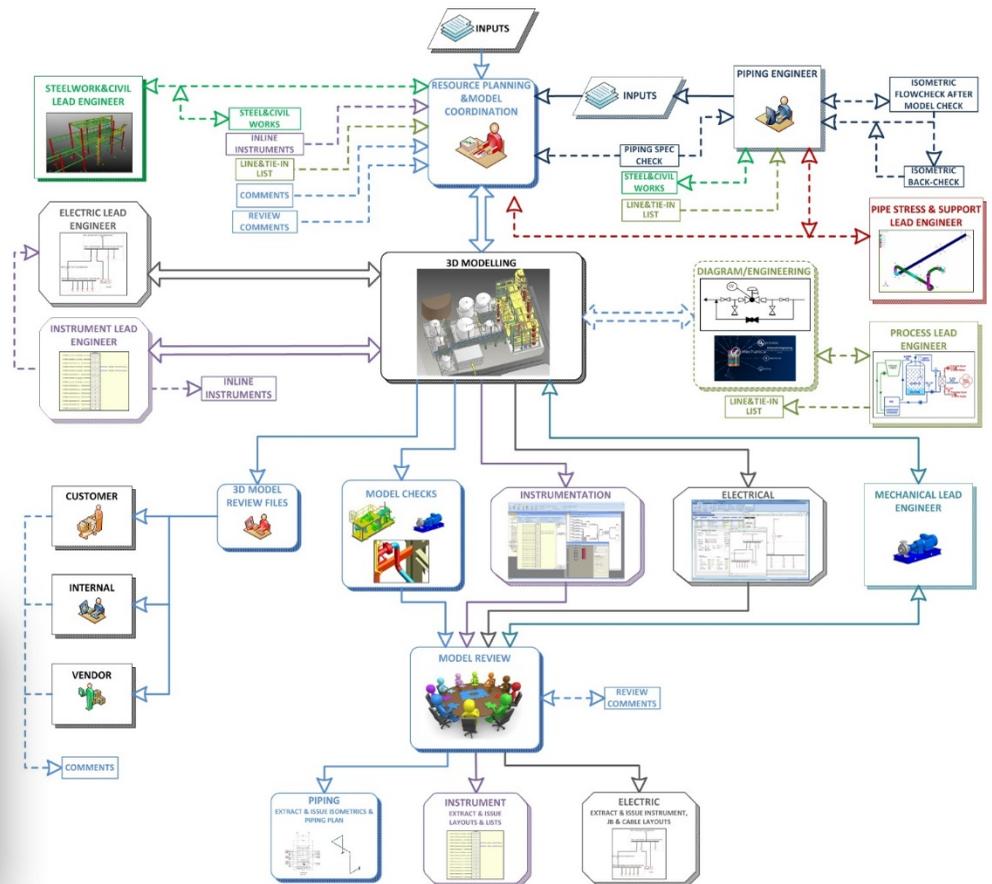
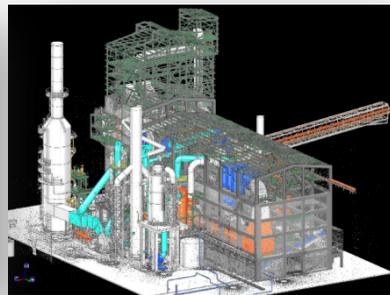
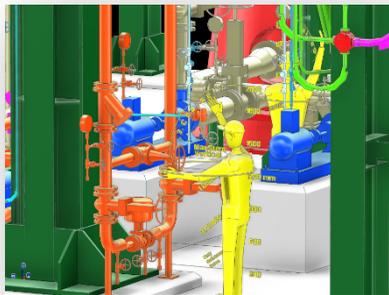


▶ CONTRACTING GROUP STRUCTURE

DESIGN APPROACH

Utilizing an advanced 3D Modelling Systems with Engineering integration for the design optimization which would be used for the following purposes:

- ❖ Design development and review
- ❖ Collision checks and interface management
- ❖ Equipment and piping arrangement
- ❖ Material management
- ❖ Parallel work and intelligent data exchange between various disciplines/parties irrespective of location



▶ AREAS OF EXPERTISE

 BASIC ENGINEERING*	 DETAILED ENGINEERING	 PROCUREMENT	 FABRICATION	 CONSTRUCTION	 START UP
 E					
 E + P					
 E + P + F					
 E + P + C					
 EPCM					

E: Engineering

F: Fabrication

P: Procurement

C: Construction

EPCM: Engineering Procurement Construction Management



BUSINESS AREAS



TEKFEN HOLDING



Oil & Gas Platforms



Pipelines



Motorways



Jetties



Tunnels



Stadiums



High-Rises



Railways



Bridges



Power Plants



Storage Tanks



Refineries



Petrochemical
Complexes



Underground
Gas Storages



TEKFEN REAL ESTATE DEVELOPMENT



TEKFEN HOLDING



TEKFEN REAL ESTATE DEVELOPMENT PROJECT

AKMERKEZ

- First Mixed-use development in Turkey
- 180,000 m² Construction Area
- 34 680 m² GLA Shopping Mall
- 2 Office Towers (14 & 17 storey)
- Residential Tower (24 Storey)
- Opened in 1994
- Refurbishment in 2008



- Internal Council of Shopping Centers Awards:
- Best Shopping Center in Europe Award 1995, 1996
- International Design and Development Award 1996
- Solal Marketing Award 1999, 2001
- Maxi Award - Best Exterior Windows Display 2001

TEKFEN TOWER

- Class A+ Office Building
- Located in İstanbul
- 82.000 m² Construction Area
- 33.000 m² office GLA
- Completed in October 2003



- *Most Prestigious Class A + Office Building in Istanbul*
- *Excellent Location & Access*
- *100% Owned by Tekfen Holding & Tekfen Group Companies*
- *Managed by Tekfen Tourism & Facility Management Co., Inc.*
- *Multi-National Tenants*
- *Equipped with superior technology*

TAKSİM RESIDENCES

- Residential Project
- Located in city center of İstanbul
- 24.000 m² Construction Area
- 18.500 m² Sellable Area
- 59 Residential Units
- Completed in April 2006



- Based on restoration of a historical building while preserving its unique architectural features
- One of Most Prestigious Residential Project in Istanbul
- Managed by Tekfen Tourism & Facility Management Co., Inc.





TEKFEN REAL ESTATE DEVELOPMENT PROJECT

YALIKAVAK HOMES

- Summer House & Boutique Hotel Project
- Located in Bodrum, Muğla
- 60,000 m² Land Area
- 17,500 m² Construction Area
- 12,500 m² Sellable Area
- 40 Room Boutique Hotel
- 86 Residential Units
- Completed in 2008



- Nominated for Mies van der Rohe Awards 2008
- One Of Most Prestigious Housing Project In Bodrum.
- All houses have the privileged service of Tekfen Tourism & Facility Management Co., Inc.

MÜŞKÜLÜM HOMES

Boutique Residential Units in a
Tangerine Garden

- Located in Bodrum, Muğla
- 27,500 m² Land Size
- 2,350 m² Sellable area (18 units)
- Start date : November 2008
- End date: July 2009



- *Most Prestigious Class A + Office Building in Istanbul*
- *Excellent Location & Access*
- *100% Owned by Tekfen Holding & Tekfen Group Companies*
- *Managed by Tekfen Tourism & Facility Management Co., Inc.*
- *Multi-National Tenants*
- *Equipped with superior technology*

LEVENT OFFICE

- Residential Project
- Located in city center of İstanbul
- 24.000 m² Construction Area
- 18.500 m² Sellable Area
- 59 Residential Units
- Completed in April 2006



- Class A+ Office building in CBD of Istanbul
- The Levent district is the prime office district in Turkey
- Certificated LEED Gold by the U.S. Green Building Council.





TEKFEN REAL ESTATE DEVELOPMENT PROJECT

KAĞITHANE OFFICEPARK

- Office Development Project
- Located in İstanbul
- 14,235 m² Land Size
- 55,000 m² Construction Area
- 32,000 m² office GLA
- Start date : 2009
- End date: 2012



- The Project is an class A+ office development designed as an office campus.
- An Urban regeneration project for Kagithane region
- Awarded in MIPIM, Future Projects Category
- Certificated LEED Gold by the U.S. Green Building Council.

BOMONTI APARTMENTS

- Residential Project
- Located in Şişli, İstanbul
- 2.500 m² Land size
- 17,000 m² Construction Area
- 83 units (residences, home-offices, retail)
- Start date : 2010
- End date: 2012



- *The Project is residential development with a shopping area and home-office units on the ground and the first floors*
- *Unique site in a developing residential and commercial area*
- *Modern architectural design compatible with the district's specific characteristics*
- *Central location in İstanbul; easy access to main arterial roads*
- *Certificated LEED Gold by the U.S. Green Building Council.*

HEP İSTANBUL

- Multi Family Housing Project
- Located in Esenyurt, İstanbul
- 56,800 m² Land Size
- 1,424 residential and 25 retail units
- Project Size: 563 million TL
- Redefining expectations in one of İstanbul's fast developing areas.
- Start date: 2015 - End date: April, 2017



- Built in compliance with environmentally friendly green building standards, HEP İstanbul is the first of its kind in the area to receive the LEED Certificate given by the US Green Buildings Council (USGBC) in the housing category.





TEKFEN REAL ESTATE DEVELOPMENT PROJECT

ZEYTİNBURNU

- **ISTANBUL** Project Commencement Date: 2018
Project Completion Date: 2020

TEKFEN TOPKAPI PROJECT PHASE I

- German architects HPP, one of Europe's leading architectural firms, is awarded the winning design centered upon a broad courtyard that serves as the focal point of social interaction, in line with Tekfen's ambitious aims.

- The project is planned to receive the LEED Gold Certificate given by the US Green Building Council in the "New Construction" category.
- The project is located near the D100 highway, which is one of the main transportation axes of Istanbul, and the subway line.



- Tekfen Topkapi Residential Project offers a well-designed, high-quality life in the center of İstanbul. A new generation of modernist, brave, urban and stylish lifestyle embraced by nature.

- *From 1 bedroom to 3 bedroom residences, street retail to common courtyard, restaurants, cafes, kindergarten, coffee shops, terrace gardens, social facilities, and countless other privileges, Tekfen Topkapi brings a brand new culture of life to the lovers of İstanbul.*

- With its extensive courtyard and medium-height blocks, the project is set to lead the transformation of the area and modernize the character of its surroundings.





TEKFEN REAL ESTATE DEVELOPMENT PROJECT



- Total Sellable Space: Housing: 44,467 m²
- Total Project Tekfen Share – (Revenues, TRY millions): 254

TEKFEN TOPKAPI PROJECT PHASE II

- High accessibility, near E-5 highway and intersection point for tram, light metro and metrobus lines.
- Rapid transformation of light industrial area to residential units supported by the zoning plans.
- Residential demand has increased after new universities and hospitals became operational.
- The project will be the second phase of existing Topkapi Project. It is aimed to develop a competitive project in terms of sales price with the gained infrastructure and experience.



IZMIR MIXED USE PROJECT

- Located at the intersection of Bayraklı, Konak, and Bornova, three of İzmir's key residential districts.
- Project will have 140,000 m² of sellable/leasable space, ranking it among the biggest real estate development projects ever undertaken in the province.





TOROSAGRI



TEKFEN AGRI

TEKFEN AGRI INDUSTRY GROUP

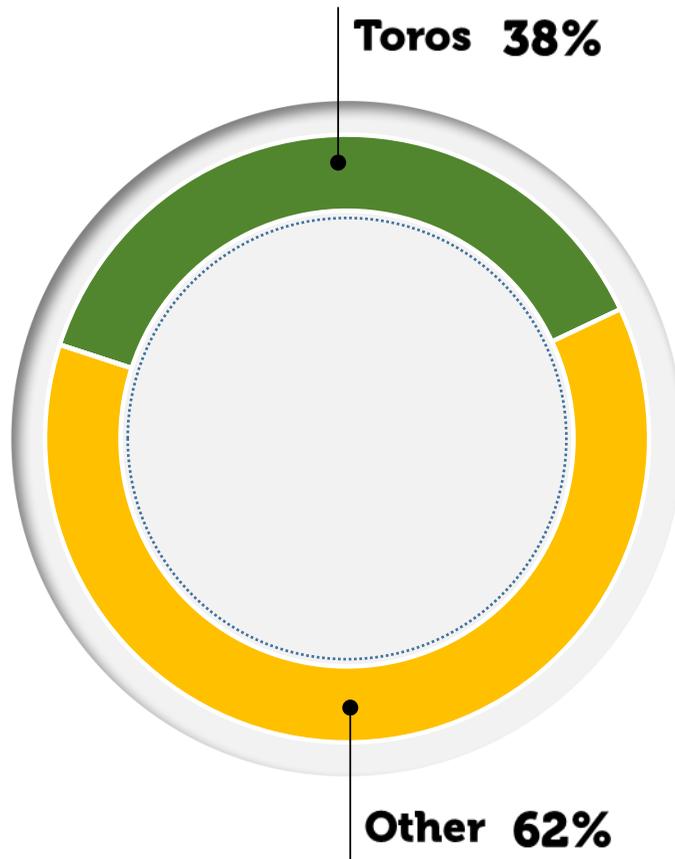


TEKFEN HOLDING

▶ TEKFEN AGRI GROUP



FERTILIZER PRODUCTION FACILITIES



TOROS is the biggest producer in Turkey with 2 million tpa installed capacity in 3 plants;



SAMSUN PRODUCTION FACILITIES

Production
300.000 tpa NPK
300.000 tpa DAP
726.000 tpa Sulphuric Acid
210.000 tpa Phosphoric Acid



CEYHAN PRODUCTION FACILITIES

Production
660.000 tpa NPK
or
330.000 tpa NPK
198.000 tpa DAP



MERSİN PRODUCTION FACILITIES

Production
600.000 tpa CAN
405.000 tpa Nitric Acid



▶ FERTILIZER PRODUCTION PLANTS



CEYHAN PRODUCTION PLANT

Ceyhan plant, the first fertilizer production plant commissioned by Toros Agri, is located in the northern coast of İskenderun Bay at a distance of approximately 30 km away from Ceyhan.

Having a deep water terminal and an optimum logistical location due to its proximity to Ceyhan-İskenderun Highway, the plant started production in the beginning of 1981.

Ceyhan Production Plant sets a good example in the sector with its quality, security and environmental management standards.

► FERTILIZER PRODUCTION PLANTS

MERSİN PRODUCTION PLANT

Mersin Production Plant, one of the three fertilizer production factories of Toros Agri, is located 5 km. west of Mersin city center, at a location very close to Mersin Port. Mersin Production Plant, where environmental issues are addressed with sensitivity and from all technological, economic and legal aspects, has all the necessary emission and discharge permissions received in accordance with the environmental legislation.

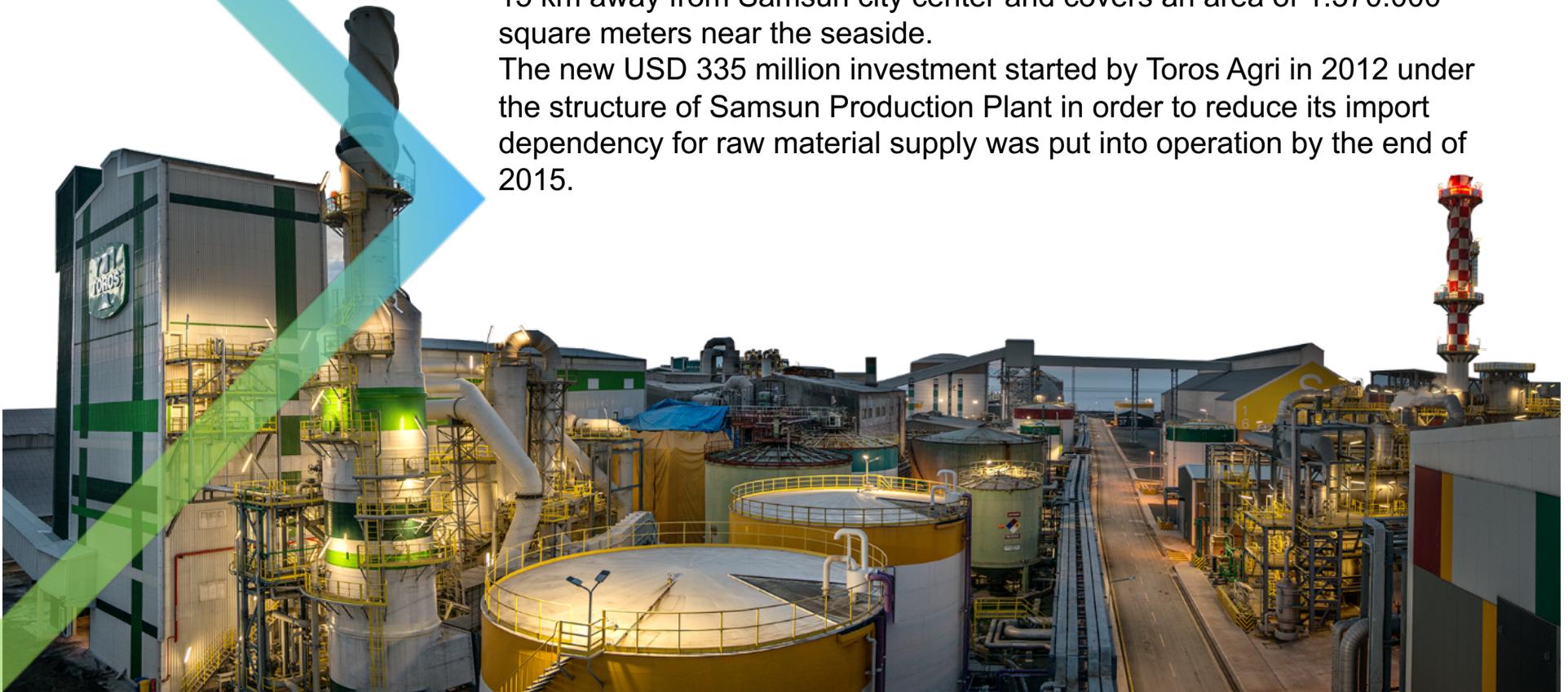


▶ FERTILIZER PRODUCTION PLANTS

SAMSUN PRODUCTION PLANT

Samsun Production Plant, the last ring of the fertilizer production chain under the structure of Toros Agri, is located at a distance of approximately 15 km away from Samsun city center and covers an area of 1.370.000 square meters near the seaside.

The new USD 335 million investment started by Toros Agri in 2012 under the structure of Samsun Production Plant in order to reduce its import dependency for raw material supply was put into operation by the end of 2015.



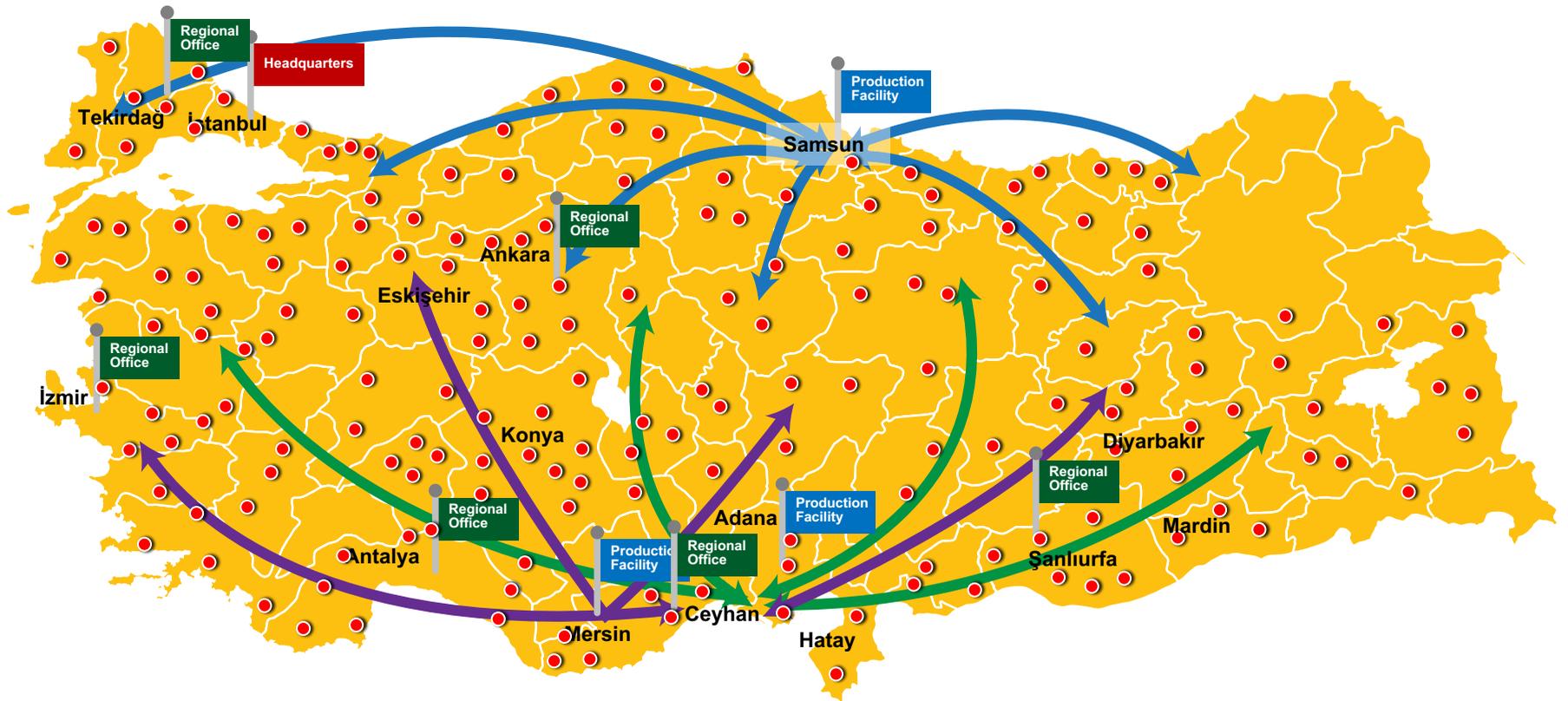
▶ SAMSUN NEW INVESTMENT

- The new 335 million USD investment will decrease the export dependency of raw material supply while enabling vertical integration in the supply chain

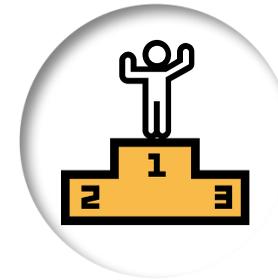
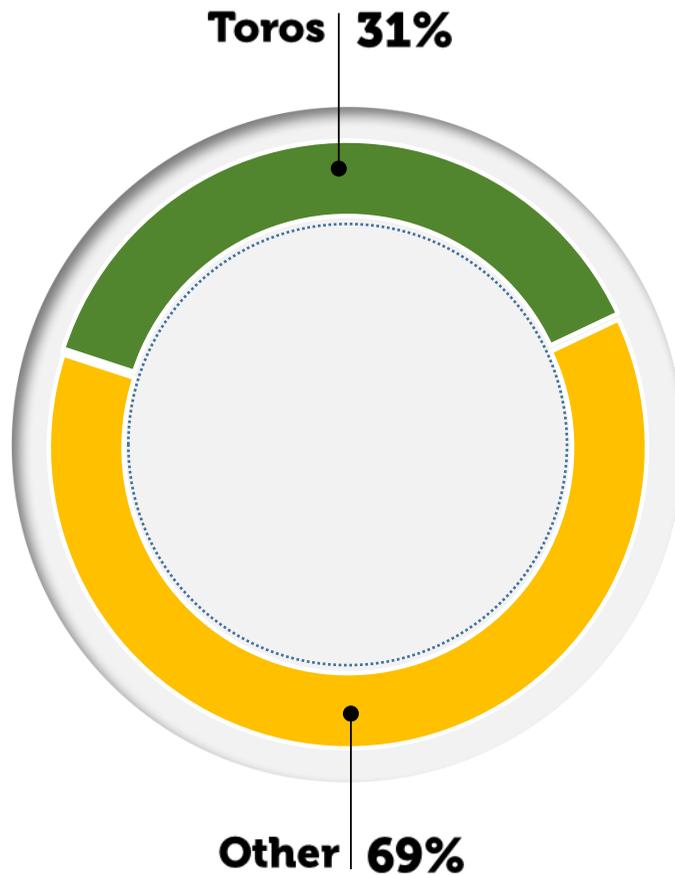


FERTILIZER DISTRIBUTION NETWORK

Sector's most effective distribution network with exposure to every corner of Turkey's arable land through 1.000 dealers



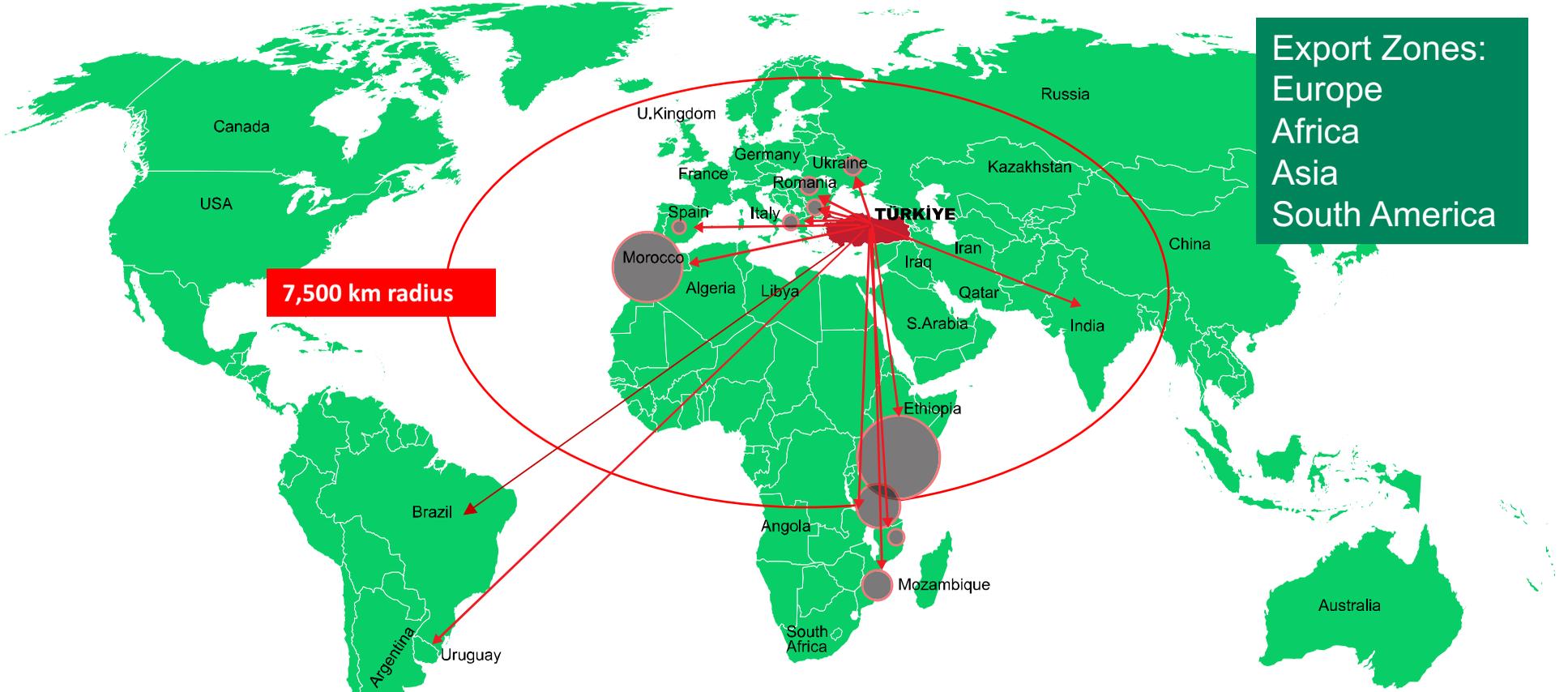
▶ FERTILIZER SALES



Market leader in Turkey with almost 2* million tons of sales volume



▶ TOROS EXPORT DESTINATIONS



Toros exported 275.000 Mt. within 4.500 km. radius in 2017, while it was the first export oriented year for Toros. Export has been expanded to 7.500 km radius already and Toros is now targeting to reach 400.000 Mt./year export until the end of 2018. The exports vary from phosphates to nitrates, such countries from Uruguay to India and from Spain to Zimbabwe.



TOROS FERTILIZER R&D CENTER



Establishment date of
R&D Center:

01.08.2017

Number of employees

30

Research and development
activities are carried out in
the focus of quality and
new products which is
related to fertilizer and
plant nutrition



▶ SPECIAL FERTILIZER PLANT

A special fertilizer plant has been built to produce water soluble fertilizers at Mersin Plant.



FERTILIZER TECHNICAL MARKETING TEAM



A technical team with 7 Agricultural Engineers in 7 different regions of Turkey are continuously on the roads by their vans and a bus to let Turkish farmers get benefit of the newest technology, knowledge and products to farmers living in the outermost corners of Turkey.



TOROSCIFTÇI APPS & REMOTE SENSING BY DRONE



Toros Agri has put a fertilizer recommendation software and apps called Torosciftçi (Tosofarmer) into practice. Using this software or apps, the farmers can get sustainable recommendations for their crops including wheat, barley, cotton, sunflower, maize, potatoes, melon and watermelon. In addition, they can follow live and past weather conditions in their fields. Moreover, using drones Toros Agri follows actual situations of crops and give suitable recommendations related to plant nutrition.



▶ **FIELD CROP SEEDS**

**Production,
storage,
packaging and
marketing of wheat
seeds, and
development of
new varieties**

**Targeting to
increase farmers'
productivity with
high quality
certified seeds**



▶ TECHNO-AGRICULTURE



- Providing feedstock to farmers for high quality production and pioneering scientific studies
- Bio-technology laboratory located at Toros “Agripark” facility producing seeds, saplings and seedlings with tissue culture technique



▶ WHEAT SEEDS

Toros has been;

- **a significant private producer in Turkey since 1999,**
- **one of the largest players that has contract based production.**

Toros was also Turkey's first wheat seed exporter.



▶ POTATO SEEDS

First local potato seed production on commercial scale in Turkey by using tissue culture method via certificate acquired in 2005.



▶ SEEDLINGS



**Production
capacity**
150
million seedling

Disease-free and high-yield vegetable, flower and aromatic plant seedling production under Hishtil-Toros brand.

Greenhouses with 150 million seedling production capacity located on 62 decars of land in Antalya and Adana.



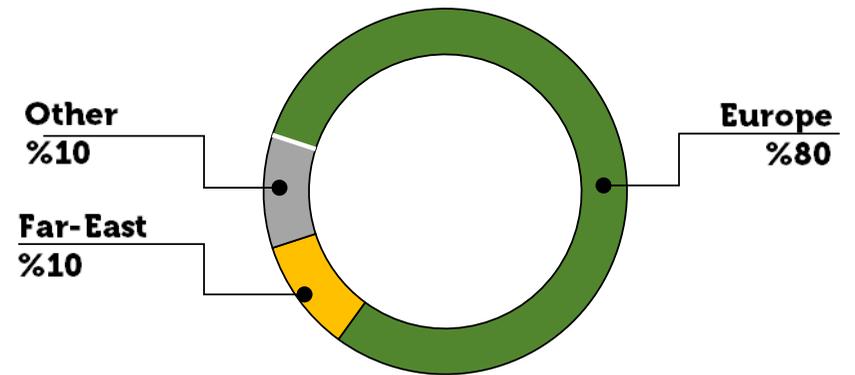
ACQUISITION OF ALANAR FRUIT & ALARA NURSERY

Tekfen Group, within the frame work of the strategy to expand activities in agriculture, has incorporated Alara Seedling, the affiliated company of Alanar Fruit, which is one of the Turkey's largest and high-quality fruit producers. Alanar Fruit, 90% of its turnover originated in export, previously produced cherry seedlings in the Toros Agripark tissue culture laboratories in Adana.

This important company, 80% of its exports to Europe particularly Germany and England, in the fruit growing sales, has started the Works for new investments in order to become a big player in China and Far-East market in the forthcoming years as in Europe.



Distribution of Exports



▶ ACQUISITION OF ALANAR FRUIT & ALARA NURSERY

Alanar Fruit company plantations are 450 Ha within Turkey especially located in Manisa.

Our main fruits are; Cherry, Bursa Black Fig, Apricot, Malatya apricot, Pomogranate, Plum, Chestnut, Nectarine, Persimmon.

As Alanar Fruit; we have 4 packing-houses in 4 different locations with the capacity of 15.000 Tonnes/year.

As of 2017, Alanar Fruit is the 1st biggest exporter of Bursa Black figs and 2nd biggest exporter of cherries from Turkey.

We are exporting more than 25 countries in 4 different continents.



▶ ACQUISITION OF ALANAR FRUIT & ALARA NURSERY

Our new 2018-2020 Investment Plan with Tekfen Agri support includes; 600 ha additional orchard plantations and 3 different state of art packing houses.

By the end of 2022 Alanar Fruit will be reaching a capacity of 25.000 Tonnes/year fresh fruit export capacity.



▶ OTHER AGRICULTURAL PRODUCTION ACTIVITIES

Tekfen Agri started its first activities in 2017 with tentative quinoa, silage maize and sesame seeds suitable for mechanized harvesting conducted by Agripark as a plantation Project.

They are tested for compliance with the conditions in Turkey. According to the result to be obtained, their agricultures are planned to do in large areas.



▶ MARINE TERMINALS

Ceyhan Terminal

Number of Jetties | Number of Berths

2

8

Dry Bulk

Capacity

50.000 Tons/day

Liquid Bulk

Number of Tanks

36

Storage capacity

225.000 m³



▶ MARINE TERMINALS

Ceyhan Terminal

Located at İskenderun Bay, the terminal has two jetties with 8 berths.

Dry Bulk/General Cargo:

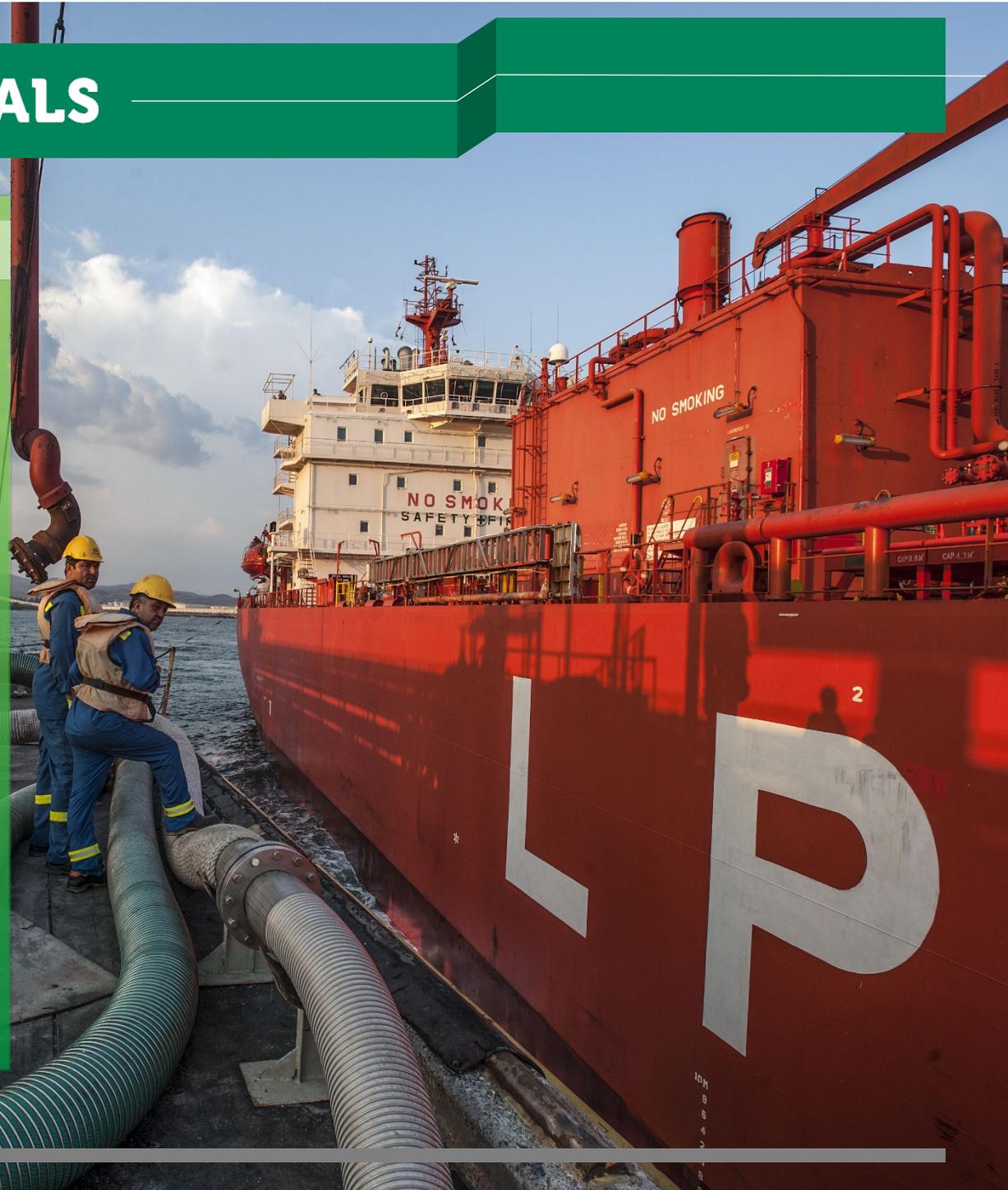
Serving 110,000 DWT ships with handling capacity of 50,000 tons/day.

Handling and storage services provided for mining products, coal, cement, grains and feed.

Liquid Bulk:

One berth serving 40,000 DWT ships to discharge, load and store petroleum products and other liquid bulk products.

Tank farm consisting of 36 tanks with 225.000 m³ storage capacity serving petroleum products market.



▶ MARINE TERMINALS

Samsun Terminal

Number of Jetties | Number of Berths

1

2

Dry Bulk

Capacity

14.000 Tons/day

One jetty with two berths became operational in second half of 2006.

Dry Bulk / General Cargo

Serving **50,000 DWT ships** with handling capacity of **14,000 tons/day**.

Loading, discharging and storage services provided for dry bulk and general cargo.



▶ TAYSEB

TAYSEB

Year of Establishment

1990 *TAYSEB is a Tekfen establishment*

Free Zone Area

15 Million m²

TAYSEB is one of the largest free trade zones

Rental Area

4.6 Million m²

Number of Employees

960

Managed by the build operate transfer model

Equity partnership of Mersin and Antalya free trade zones





THANK YOU

