



A member of Groupe ADP

# INVESTOR PRESENTATION

**2020 FULL YEAR RESULTS** 

16th February, 2021



### **INVESTMENT HIGHLIGHTS**

Attractive market with strong growth prospects still intact

# Turkey is the fastest growing aviation market in Europe

- Passenger growth of 13% p.a. during 2003-2019 interrupted by Covid-19 pandemic
- Access to fast growing MENA region
- 2019 global passenger levels expected in 2023 according to ACI January 2021 base case projection.
- Boeing expects 4% CAGR in global passenger traffic between 2020-2039 despite pandemic.
- Embraer projects a global growth rate of 2.6% per year in the next decade starting 2021.

(1) Source: Turkey's Ministry of Tourism

GROUPE ADP

Diversified, balanced portfolio with leading market positions

Leading airport

operator with

diversified portfolio &

integrated structure

- #1 airport terminal operator in Turkey
- 14 airports operated in Turkey, Georgia, Tunisia, North Macedonia, Saudi Arabia, Croatia and Latvia
- 91 airports around the world have a TAV Airports subsidiary functioning in them at year end 2020.
- Strong vertically integrated value chain

Strong momentum with EBITDAR posting 13% CAGR between 2006 and 2018

**Strong financial** 

performance and

cash flow generation

- High earnings visibility given clear / agreed regulatory framework
- Proven track record of growth and profitability with attractive organic growth prospects
- High financial returns and cash flow generation given fixed cost base (operational leverage) and minimal ongoing capex
- Hard currency based cash flow & visible earnings
- 50% dividend payout policy
- TAV has received the first instalment of the compensation for loss of profit due to new Istanbul airport opening in the first quarter of 2020.

#### Well-positioned to benefit from further organic and inorganic growth

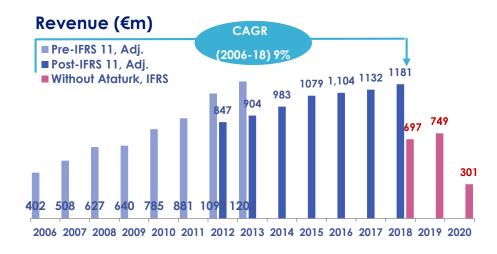
"Platform play"

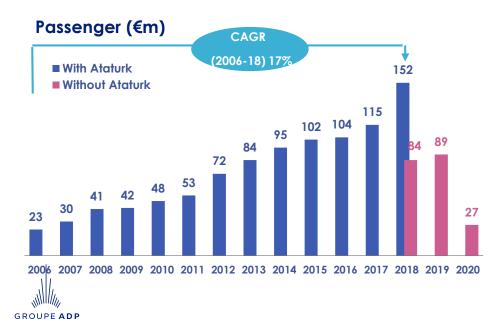
- Central and Eastern Europe, Africa, Middle East, South East Asia and Cuba
- Inorganic growth of service companies

TAV Airports – Inv. Presentation FY20 | 1



### **EXCEPTIONAL GROWTH INTERRUPTED BY COVID-19 PANDEMIC IN 2020**





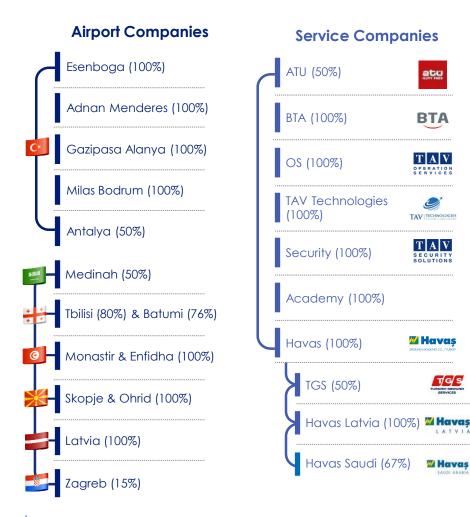


- Due to Covid 19 related travel restrictions domestic and international flights were discontinued in the second quarter of 2020.
- Material Rebound in traffic started in August 2020 with limited border openings.

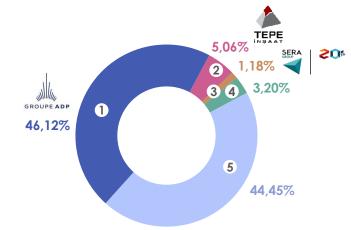


## TAV CORPORATE AND SHAREHOLDER STRUCTURE

#### **TAV Airports Holding Co.**



#### **Shareholder Structure**



#### Shareholders

#### 1. Groupe ADP\*

Internationally acclaimed airport operating company with global operations

#### 2. Tepe Insaat Sanayi A.S.

Turkish integrated conglomerate focused on infrastructure and construction

#### 3. Sera Yapi Endustrisi A.S.

Focused on construction in Turkey & MENA region

- 4. Other Non-floating
- 5. Other Free Float

\*Through Tank oWA Alpha GMBH

Note: Groupe ADP bought Akfen Holding's 8.12% stake in TAV Airports as of July 7, 2017

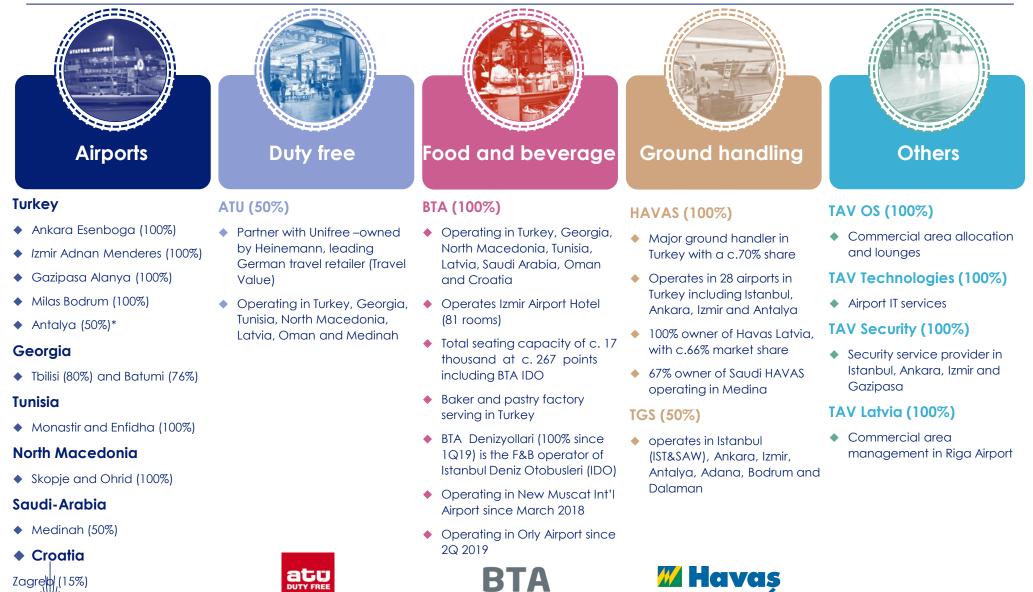
\*All commercial traffic of Istanbul Ataturk Airport was transferred to the New Istanbul Airport on April 6th, 2019. DHMI had stated that it would reimburse our company for loss of profit due to opening of the New Istanbul Airport before the end of TAV Istanbul's lease period which ends on January 3, 2021.

GROUPE ADP

TAV Airports – Inv. Presentation FY20 | 3



### TAV AIRPORTS BUSINESS AREAS



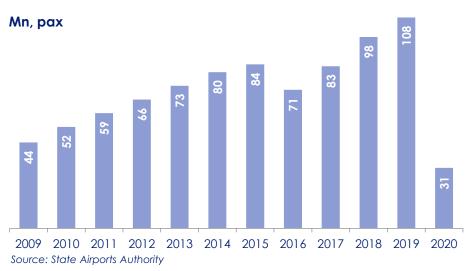
GROUPE ADP \*TAV Airports' 49% stake in Antalya Airport entitles it to equal governance and 50% of dividends. TAV Airports – Inv. Presentation FY20 | 4

GROUND HANDLING CO. / TURKEY

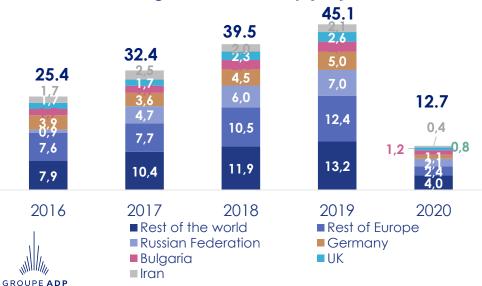


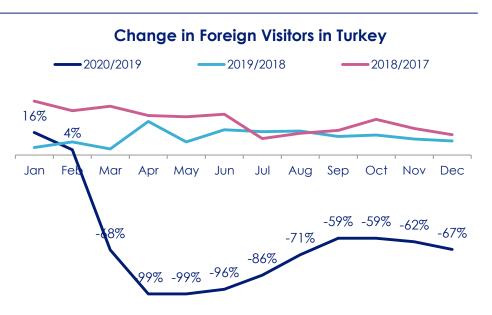
### **GROWTH OF THE TURKISH AVIATION MARKET**

**International Passengers** 



Foreign Visitors in Turkey (mn)





- Deregulation of the domestic market in 2003
- 2<sup>nd</sup> largest country in Europe in terms of population: 81m <sup>(1)</sup>
- In 2019, foreign visitors reached 45.1m (+14% vs 2017)<sup>(2)</sup>
- Passport ownership of Turkish citizens (+18) is only 8%. <sup>(3)</sup>
- Only 11% of Turkish people vacationed abroad. <sup>(3)</sup>
- COVID-19 Pandemic significantly affected tourism in 2020.

Source: DHMI, (1)Turkstat, (2) Ministry Culture and Tourism, (3) Konda Research and Consultancy 2017 Turkey Report



### TRAFFIC PERFORMANCE

#### Start of Flight Restrictions

Due to Covid 19 related travel restrictions domestic and international flights were discontinued in the second auarter of 2020.

#### Easing of Flight Restrictions

As of July 2020, Turkish Airports, Tunisia and Macedonia have reopened to international flights. Zagreb kept open during the pandemic. Georgia is still partially open. Partial reopening of Medinah Airport to international flights took place in September with full opening expected in April 2021. First Umrah visitors started arriving in January 2021.

The mutual inclusion of countries and or cities in each others' respective 'Covid-19 green lists' that designate 'safe countries' with no guarantine requirements, drives the recovery level in each reopened airport.

Rebound in traffic started in August 2020. Despite limited border openings, in September 2020, on a monthly basis, Antalya recovered 45% of international passengers and Bodrum recovered 59% of international passengers vs. 2019 which demonstrates the existence of pent-up travel demand for short-haul budget destinations even with the pandemic still not over.

77% decline in int. pax



Flights and passenger numbers affected by flight restrictions that started mainly in March 2020 due to Covid-19 pandemic.

	January		
Passengers <sup>(*)</sup>	2019	2020	Chg
Esenboga Airport	13,740,595	5,056,451	<b>-63</b> %
International	2,277,395	740,419	-67%
Domestic	11,463,200	4,316,032	-62%
Izmir Airport	12,365,256	5,459,358	-56%
International	3,333,332	999,624	-70%
Domestic	9,031,924	4,459,734	-51%
Gazipasa Airport	1,084,901	274,434	<b>-75</b> %
International	591,416	59,411	-90%
Domestic	493,485	215,023	-56%
Milas-Bodrum	4,337,733	1,493,455	-66%
International	1,873,335	478,261	-74%
Domestic	2,464,398	1,015,194	<b>-59</b> %
Antalya	35,679,421	9,771,628	-73%
International	28,720,491	6,633,311	-77%
Domestic	6,958,930	3,138,317	-55%
Medinah	8,383,973	2,247,905	-73%
Tunisia (Monastir&Enfidha)	3,040,723	335,115	<b>-89</b> %
Georgia (Tbilisi&Batumi)	4,309,768	640,611	<b>-85</b> %
N. Macedonia (Skopje&Ohrid)	2,677,618	782,876	-71%
Zagreb Airport	3,435,531	924,823	-73%
TAV TOTAL <sup>(*)</sup>	89,055,519	26,986,656	<b>-70</b> %
International	55,469,786	12,692,781	-77%
Domestic	33,585,733	14,293,875	-57%

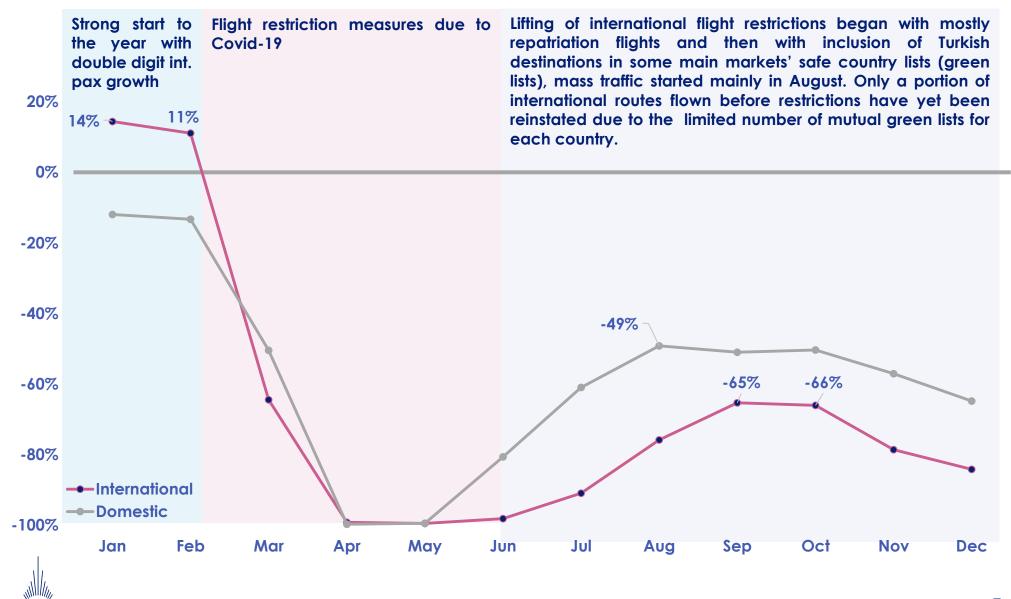
\* All commercial traffic of Istanbul Ataturk Airport was transferred to the New Istanbul Airport on April 6<sup>th</sup>, 2019.

TAV Total figures do not include Ataturk Airport for 2019

Source: Turkish State Airports Authority (DHMI), Georgian Authority, TAV Tunisie, TAV Macedonia, TIBAH and MZLZ, DHMI figures for are tentative for one year. Both departing and arriving passengers, including transfer pax



### TAV AIRPORTS MONTHLY CHANGE IN PASSENGERS SERVED, 2020 VS 2019



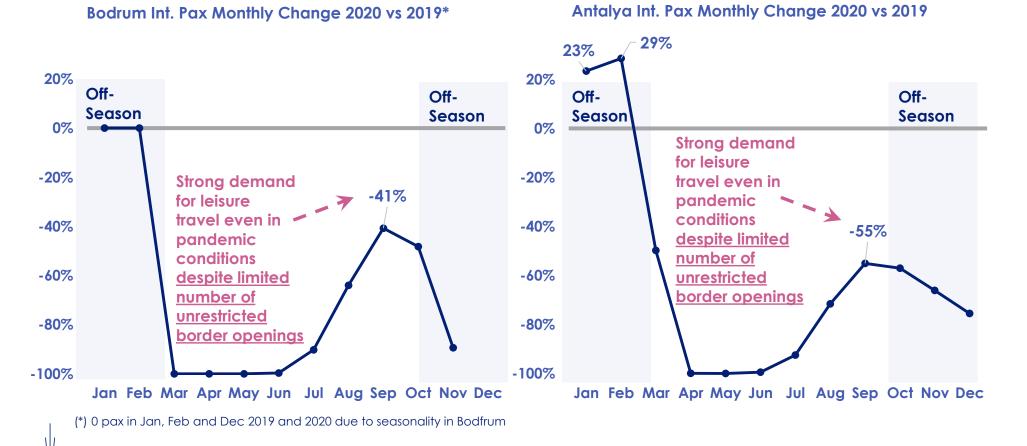
GROUPE ADP

TAV Airports – Inv. Presentation FY20 | 7



GROUPE ADP

**Despite a limited number of unrestricted mutual border openings** (mutual green lists), in September 2020, on a monthly basis, Antalya recovered 45% of international passengers and Bodrum recovered 59% of international passengers vs. 2019 which **demonstrates the existence of pent-up travel demand** for short-haul leisure destinations with the pandemic still in full force.





## **COVID-19 SAFETY MEASURES AT OUR AIRPORTS**







#### Safety Measure:

- Mandatory Social Distancing
- Regular disinfection with special methods.
- Mandatory Thermal Screening
- Obligatory usage of masks
- Hand sanitizers
- Plexiglas barriers
- Obligatory change of gloves
- Fresh air circulation
- Elevator usage limitation
- Encourage users for contactless payment methods.
- Audio-visual safety awareness messages
- PCR Testing
- Aircraft Disinfection Service
- Awareness and trainings on COVID-19 for Airport staff
- TAV is one of the first companies to join the EASA Covid-19 Safety Charter which sets the industry standard and monitors compliance for Covid-19 safety in airports.

















### SOME EVIDENCE THAT COVID-19 SAFETY PRECAUTIONS HAVE MADE FLYING SAFE

- According to data compiled by Association of Flight Attendants, Business Insider and The New York Times, the incidence of COVID-19 in flight attendants is 60% lower than the general population in the US. <sup>(1)</sup>
- The CEOs of United Airlines, Delta and American Airlines have confirmed that finding and have stated that the data shows that flying is safe <sup>(1)</sup>

«A little over 1,000 flight attendants nationwide have tested positive for COVID-19, according to data provided by the Association of Flight Attendants (the number includes their members, as well as members of other unions and nonunionized workers).

That's out of about 122,000 people who were employed as flight attendants in the US as of the end of 2019, according to the Bureau of Labor Statistics, or a 0.8% incidence.

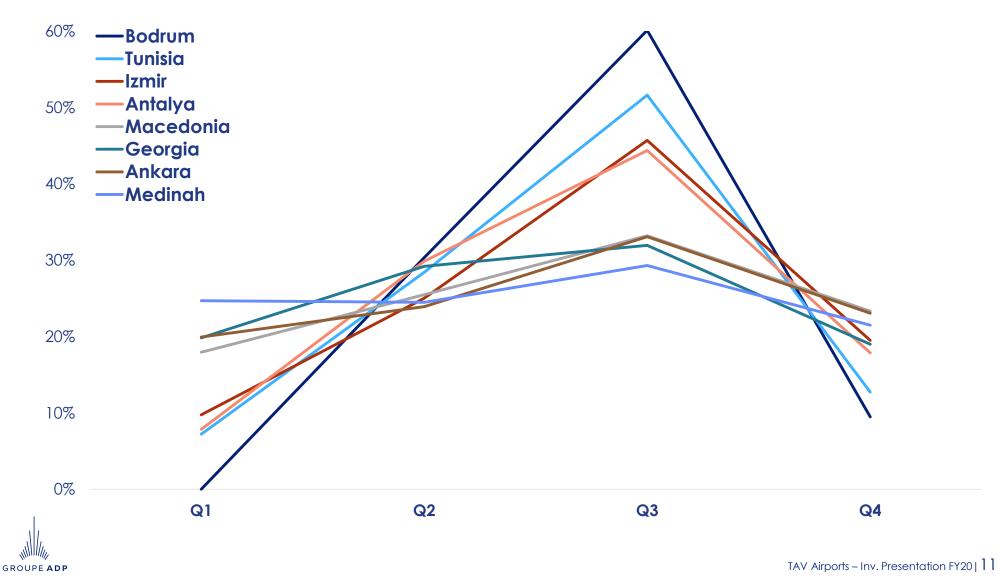
There have been a total of 6.6 million confirmed cases in the US, according to data compiled by The New York Times. Out of a population of about 330 million, that's a 2% incidence.» <sup>(1)</sup> Flying is safer than everyday activities such as "<u>grocery</u> <u>shopping</u> or eating out" when it comes to contracting coronavirus, according to a new report from scientists at <u>Harvard</u> T.H. Chan School of Public Health. <sup>(2)</sup>

- (1) Source: https://www.businessinsider.com/airline-workers-covid-rates-is-flying-safe-2020-9
- (2) Source: https://www.independent.co.uk/travel/news-and-advice/flying-safety-harvard-report-food-shopping-eating-out-b1395931.html



## AIRPORT SEASONALITY (PERCENTAGE OF PAX BY QUARTER)

Airports in order of decreasing seasonality (2019 int. pax):





Concession fee schedule was restuctured according to the table below:						
Pax	<4m	4m to 5m	5m to 7.5m	>7.5m		
A = New Concession Fee Multiplier	35%	75%	125%	150%		
B = Old Concession Fee Percentages						
2019 old %	14.6%	14.6%	14.6%	14.6%		
2047 old %	26.0%	26.0%	26.0%	26.0%		
(A*B) = New Concession Fee Percentages						
2019 new %	5.1%	11.0%	18.3%	21.9%		
2047 new %	9.1%	19.5%	32.5%	39.0%		

■ Historical Concession Fees Payable to the Tunisian Authority will be paid as €1.2m per year until 2047.

■ International Pax Fee increased from €9 to €13 in November 2019



Concession Restructuring

## **ALMATY INTERNATIONAL AIRPORT** DEFENSIVE ASSET DELIVERS POSITIVE NET INCOME EVEN DURING PANDEMIC CONDITIONS A member of Groupe ADP

Transaction Overvie	ew.								2020
Transaction	TAV Airports signed an SPA to acquire 100% of Almaty Airport and its associated fuel and catering businesses in Kazakhstan.	USD (m	n)			2017	2018	2019	(Unaudited, Local GAAP)
	➔ It is envisaged that at completion TAV will be	Pax (m)				5.6	5.7	6.4	3.6
Consortium	joined by VPE Capital via one of its portfolio funds. TAV is expected to have no less than 75% ownership of the asset.	Revenu	е			171	189	206	
Date of signing	<ul> <li>→ 7 May 2020</li> </ul>	EBITDA				47	51	69	20
		EBITDA	Margin			27%	27%	33%	17%
Date of Closing	<ul> <li>Closing which is contingent upon the necessary approvals is expected by 3Q20</li> </ul>	Net Inc	ome			26	27	45	5
Price	→ USD 415 million EV to acquire the asset with expected Net Debt of c. USD 20m at the time of closing	Net Inc	ome Mc	argin		15%	14%	21%	4%
	→ 2019 FY EBITDA is USD 69 million					2012-19			_
Impact on TAV	<ul> <li>Perpetuity with no rent payments and no renewal risk</li> <li>Double-digit net income margin around or above mid teens</li> </ul>	mPax	I	Interno		CAGR: 79		Domestic	Covid-19
Source of funding	➔ Financing to be finalized before closing								3,4
Consolidation Norway USA	<ul> <li>Asset to be fully consolidated</li> <li>7,3</li> <li>6,0</li> </ul>	1,9	2,0	2,2	2,6	2,6	3,0	2,8	•
Canada	4,1								2,8
Germany France	2,6								
Turkey	2,4	0.1	2,3	2,4	2,3	2,2	2,7	2,8	3,0
Russia	1,3	2,1	2,0	_/-	2,0	2,2			
Poland	1,0								0,8
Kyrgyzstan 0,0	9,8 S Propensity to Fly	2012	2013	2014	2015	2016	2017	2018 2	2019 2020
Ukraine 0,4							TAN ( A.		

GROUPE ADP

TAV Airports – Inv. Presentation FY20 | 13

Airports



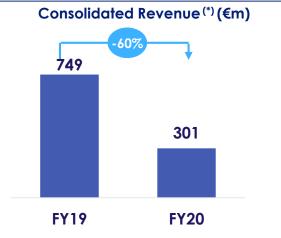
### FY20 SUMMARY FINANCIAL AND OPERATIONAL RESULTS<sup>(\*)</sup>

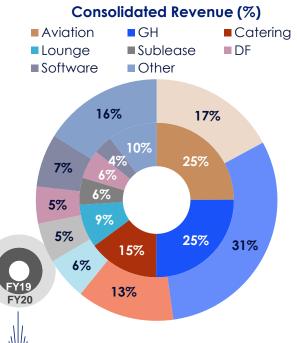
(in m€, unless stated otherwise)	FY19 <sup>(*)</sup>	FY20 <sup>(*)</sup>	Chg %	Revenue <sup>(*)</sup>	Revenue was impacted by Covid-19 related travel restrictions that started in March. There was nearly zero traffic in all airports	
Revenue	749.2	301.4	-60%	-60%	in the second quarter. Border openings started in June 20 and	
Cash Opex	-468.8	-278.8	-41%		material passenger rebound started in August 20.	
EBITDA	280.4	22.6	<b>-92%</b>		In the nine months between April and December 2020, we	
EBITDA margin (%)	37.4%	7.5%	-29.9 ppt		responded to the impact of Covid-19 related travel restriction:	
FX Gain /(Loss)	3.2	(24.4)	nm	Cash Opex	on business volume with a 50% decrease in cash opex vs. last	
Deferred Tax Income / (Expense)	(16.2)	11.1	nm	-41%	year. For the full year, a saving of 41% that amounted to	
Equity Accounted Investees	33.4	(76.8)	nm		€190m was achieved versus last year.	
Net Profit after Minority	373.1	(284.9)	nm			
Continuing Operations	73.4	(278.1)	nm	EBITDA <sup>(*)</sup>	A drop of €448m in revenue was responded to with a cut	
Discontinued Operations	299.7	(6.8)	nm	-92%	of €190m of cash opex.	
Capex	69.5	37.2	-47%			
Net Debt (includes Sh. Loan)(*)	815	1010	24%	FX Loss nm	FX Loss increased mostly due to higher EURUSD's effect on USD assets.	
Number of employees (av, incl. Istanbul)	16,504	14,484	-12%			
Number of passengers (m)	89.1	27.0	-70%	Discouting	Loss mostly due to TL dividend payments made in 1Q20.	
- International	55.5	12.7	-77%	Discontinued		
- Domestic	33.6	14.3	-57%	Net Profit	Net Profit decreased due to sharp drop in revenue which	
Duty free spend per pax (€)	6.8	9.4	39%	net Profit nm%	also affected the bottom-line of equity accounted	
(*) Please refer to pg. 22 for Groupe ADP's def				1111/0	investees. The drop was mitigated by significant opex cuts.	
Note: All commercial traffic of Istanbul Ataturk Airport was transferred to the New Istanbul Airport on April 6 <sup>th</sup> , 2019. As per IFRS 5.13, Revenue and EBITDA reported after the closure have been restated to exclude the results of TAV Istanbul. TAV Total pax numbers reported after closure also do not include the results of Istanbul Ataturk Airport. Pax <sup>(*)</sup> -70% Due to Covid-19 related flight restrictions traffic dropped to nearly zero in the second quarter of 2020. The rebound materially started in August 2020. Domestic traffic has recovered faster than international.					<ul> <li>€193m of cash was collected as the first installment of Istanbul Compensation Receivable in 1Q20. Second installment of €196m expected 1Q21. €50m of euro denominated 1 year Turkish Government Eurobond purchased in 2Q20 was not classified as cash-like in net debt calculation. If the bond were considered cash-like, net debt would be €50 m less (i.e. €960m).</li> <li>From €6.8 to €9.4 due to price hikes in Turkish local market in 3Q19 and changing passenger profile due to pandemic.</li> </ul>	

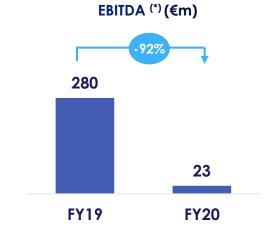
(\*) All commercial traffic of Istanbul Ataturk Airport was transferred to the New Istanbul Airport on April 6th, 2019. As per IFRS 5.13, Revenue and EBITDA reported after the closure have been restated to exclude the results of TAV Istanbul. TAV Total pax and SPP numbers reported after closure also do not include the results of Istanbul Ataturk Airport - Inv. Presentation FY20 14 Cash Opex = Opex before EBITDA (Revenue – Cash Opex = EBITDA)

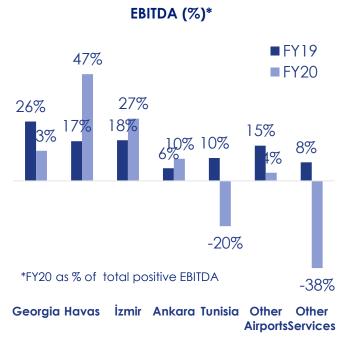


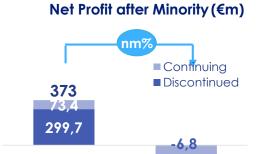
### YOY COMPARISON





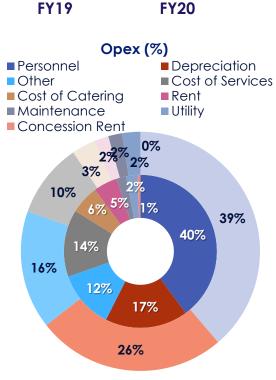






-278,1

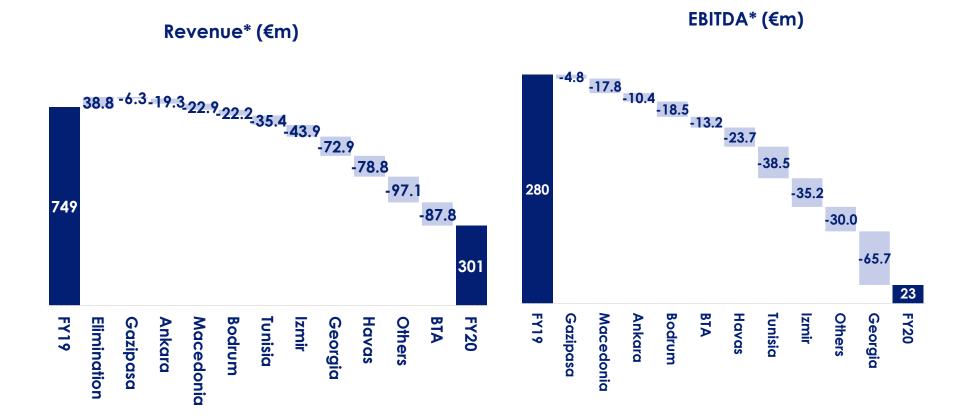
-285



All commercial traffic of Istanbul Ataturk Airport was transferred to the New Istanbul Airport on April 6th, 2019. As per IFRS 5.13, Revenue and EBITDA reported after the GROUPE ADP closure have been restated to exclude the results of TAV Istanbul. TAV Total pax numbers reported after closure also do not include the results of Istanbul Ataturk Airports – Inv. Presentation FY201 15



### FY20 CONSOLIDATED REVENUE AND EBITDA BRIDGES BY ASSETS



(\*) All commercial traffic of Istanbul Ataturk Airport was transferred to the New Istanbul Airport on April 6th, 2019.

GROUPE ADP

As per IFRS 5.13, Revenue and EBITDA reported after the closure have been restated to exclude the results of TAV Istanbul.



### SELECTED FINANCIALS BY ASSETS AND EMPLOYEE #S (FY20)

(€m)	Revenue	EBITDA	EBITDA Margin (%)	Net Debt <sup>(*)</sup>
Airports	107.0	18.1	17%	940
Istanbul				172
Ankara	22.5	5.2	23%	58
Ege (İzmir)	32.5	14.5	45%	215
Gazipasa	1.2	-1.2	-98%	12
Tunisia	6.7	-10.6	-158%	339
Georgia	19.6	7.0	36%	-4
N. Macedonia	12.4	-2.1	-17%	23
Bodrum	12.1	5.1	42%	125
Services	230.7	4.5	2%	70
Havas	91.5	24.9	27%	140
BTA	50.0	-13.2	-26%	49
Others	89.2	-7.2	-8%	-119
Total	337.7	22.6	7%	1010
Elimination	-36.3	0.0		0
Consolidated	301.4	22.6	8%	1010

(\*) €50m of euro denominated 1 year Turkish Government Eurobond purchased in 2Q20 is <u>not</u> classified as cash-like according to Groupe ADP definition. If the bond were classified as cashlike, Consolidated Net Debt would become €960m.

Number of Employees (eop)	FY19	FY20
Istanbul	45	28
Ankara	966	916
Ege (İzmir)	973	890
Tunisia	732	712
Gazipasa	69	72
Georgia	941	909
N. Macedonia	788	712
Havas	4,604	4,015
BTA	3,006	2,150
Holding	122	116
OS	1,122	680
Technologies	333	312
Security	1,489	1,625
Latvia	5	5
Bodrum	80	79
Academy	_	_
TOTAL	15,275	13,221

All commercial traffic of Istanbul Ataturk Airport was transferred to the New Istanbul Airport on April 6th, 2019. As per IFRS 5.13, Revenue and EBITDA reported after the

GROUPE ADP closure have been restated to exclude the results of TAV Istanbul. TAV Total pax numbers reported after closure also do not include the results of Istanbul Ataturit Avpatitports – Inv. Presentation FY20 | 17



Revenue (€m)	FY19	FY20	Chg	Chg(%)
Airports	330.0	107.0	-223.0	-68%
Ankara	41.8	22.5	-19.3	-46%
Ege (İzmir)	76.4	32.5	-43.9	-57%
Gazipasa	7.5	1.2	-6.3	-84%
Tunisia	42.1	6.7	-35.4	-84%
Georgia	92.5	19.6	-72.9	-79%
N. Macedonia	35.3	12.4	-22.9	-65%
Bodrum	34.3	12.1	-22.2	-65%
Services	494.3	230.7	-263.6	-53%
Havas	170.2	91.5	-78.8	-46%
BTA	137.8	50.0	-87.8	-64%
Others*	186.3	89.2	-97.1	-52%
Total	824.2	337.7	-486.6	-59%
Elimination	-75.0	-36.3	38.8	-52%
Consolidated	749.2	301.4	-447.8	-60%

EBITDA (€m)	FY19	FY20	Chg	Chg(%)
Airports	209.0	18.1	-190.9	<b>-9</b> 1%
Ankara	15.6	5.2	-10.4	-67%
Ege (İzmir)	49.7	14.5	-35.2	-71%
Gazipasa	3.6	-1.2	-4.8	nm
Tunisia	27.9	-10.6	-38.5	nm
Georgia	72.7	7.0	-65.7	-90%
N. Macedonia	15.8	-2.1	-17.8	nm
Bodrum	23.7	5.1	-18.5	-78%
Services	71.4	4.5	-66.9	-94%
Havas	48.6	24.9	-23.7	-49%
BTA	0.0	-13.2	-13.2	nm
Others*	22.8	-7.2	-30.0	nm
Total	280.4	22.6	-257.8	-92%
Elimination				
Consolidated	280.4	22.6	-257.8	<b>-92</b> %



(\*) All commercial traffic of Istanbul Ataturk Airport was transferred to the New Istanbul Airport on April 6th, 2019. As per IFRS 5.13, Revenue and EBITDA reported after the closure have been restated to exclude the results of TAV Istanbul.



### SELECTED FINANCIALS BY ASSETS (IFRIC 12 ADJUSTED) AND EMPLOYEE #S (FY19)

(€m)	Revenue	EBITDA	EBITDA Margin (%)	Net Debt
Airports	344.7	223.7	65%	743
Istanbul				-40
Ankara	56.6	30.3	54%	81
Ege (İzmir)	76.4	49.7	65%	191
Gazipasa	7.5	3.6	48%	22
Tunisia	42.1	27.9	66%	346
Georgia	92.5	72.7	79%	-16
N. Macedonia	35.3	15.8	45%	27
Bodrum	34.3	23.7	69%	133
Services	494.3	104.9	21%	70
Havas	170.2	60.0	35%	156
BTA	137.8	-0.3	0%	36
Others*	186.3	45.2	24%	-121
Total	839.0	328.6	39%	813
Elimination	-75.0	0.0		0
Consolidated	764.0	328.6	43%	813

Number of Employees (eop)	FY18	FY19
Istanbul	2,271	45
Ankara	945	966
Ege (İzmir)	940	973
Tunisia	749	732
Gazipasa	64	69
Georgia	936	941
N. Macedonia	708	788
Havas	4,433	4,604
BTA	3,319	3,006
Holding	116	122
OS	705	1,122
Technologies	316	333
Security	1,232	1,489
Latvia	7	5
Bodrum	78	80
Academy	1	_
TOTAL	16,820	15,275

\*Others EBITDA includes share of profit of equity accounted investees (equity-pick up)



(\*) All commercial traffic of Istanbul Ataturk Airport was transferred to the New Istanbul Airport on April 6th, 2019.

As per IFRS 5.13, Revenue and EBITDA reported after the closure have been restated to exclude the results of TAV Istanbul.



### **SELECTED FINANCIALS BY ASSETS (IFRIC 12 ADJUSTED)**

Revenue (€m)	FY18	FY19	Chg	Chg(%)
Airports	316.2	344.7	28.5	<b>9</b> %
Ankara	54.2	56.6	2.4	4%
Ege (İzmir)	69.4	76.4	7.0	10%
Gazipasa	7.1	7.5	0.4	6%
Tunisia	32.7	42.1	9.5	29%
Georgia	92.7	92.5	-0.2	0%
N. Macedonia	31.2	35.3	4.1	13%
Bodrum	29.0	34.3	5.3	18%
Services	475.9	494.3	18.4	4%
Havas	140.9	170.2	29.3	21%
BTA	162.9	137.8	-25.1	-15%
Others*	172.1	186.3	14.2	8%
Total	792.1	839.0	46.9	6%
Elimination	-82.3	-75.0	7.3	-9%
Consolidated	709.7	764.0	54.2	8%

EBITDA (€m)	FY18	FY19	Chg	Chg(%)
Airports	198.9	223.7	24.9	12%
Ankara	31.0	30.3	-0.7	-2%
Ege (İzmir)	46.2	49.7	3.5	8%
Gazipasa	4.0	3.6	-0.4	-10%
Tunisia	8.9	27.9	19.0	213%
Georgia	74.4	72.7	-1.7	-2%
N. Macedonia	14.3	15.8	1.5	10%
Bodrum	20.1	23.7	3.6	18%
Services	112.5	104.9	-7.6	-7%
Havas	63.3	60.0	-3.3	-5%
BTA	7.8	-0.3	-8.1	nm
Others*	41.3	45.2	3.8	9%
Total	311.4	328.6	17.2	6%
Elimination	0.8	0.0	-0.8	-
Consolidated	312.1	328.6	16.5	5%



(\*) All commercial traffic of Istanbul Ataturk Airport was transferred to the New Istanbul Airport on April 6th, 2019.

As per IFRS 5.13, Revenue and EBITDA reported after the closure have been restated to exclude the results of TAV Istanbul.



### **CAPEX DEVELOPMENT / DIVIDENDS**

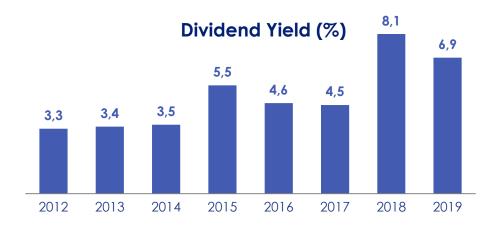


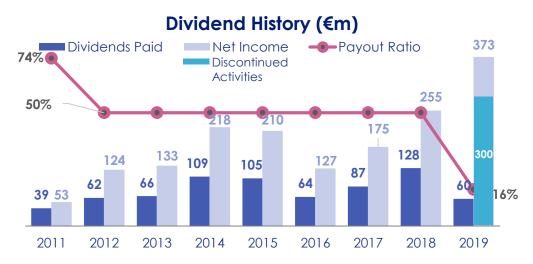
### Quarterly Cash Capex (€m)

### Cash Capex



- Capex mostly done by Georgia, Havas, BTA and OS
- Capex excludes non-cash additions to Right of Use and Airport Operation Right assets.







TAV Airports' dividend policy: to distribute 50% of consolidated IFRS net profit



## **DECENTRALIZED DEBT STRUCTURE - PRUDENTLY LEVERED**

Net Debt (eop, €m)	December 2019	September 2020	December 2020
Airports	743.0	991.7	939.6
İstanbul	-40.4	168.2	171.7
Ankara	81.6	67.8	57.6
Ege (İzmir)	190.6	217.2	215.3
Gazipasa	22.1	23.8	12.1
Tunisia	346.1	363.0	338.5
Georgia	-16.2	-12.3	-4.3
N. Macedonia	26.5	28.0	23.4
Bodrum	132.8	135.9	125.3
Services	71.7	-60.2	70.1
HAVAS	156.8	147.0	140.1
BTA	36.3	46.4	49.4
Holding (solo)	-138.1	-264.1(*)	-142.6(*)
Others	16.7	10.5	23.2
Total	814.6	<b>931.6</b> (*)	1009.8(*)

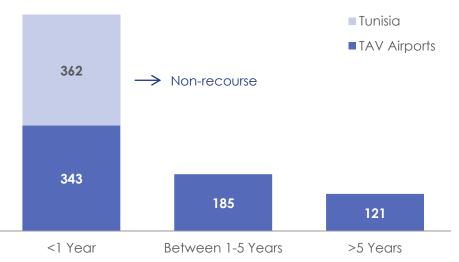
(\*) €50m of euro denominated 1 year Turkish Government Eurobond purchased in 2Q20 is <u>not</u> classified as cashlike according to Groupe ADP definition. If the bond were classified as cashlike, Holding would be €193m Net Cash and Consolidated Net Debt at year-end 2020 would become €960m.

Groupe ADP Definition of Net Debt (revised in 4Q20) =

- + Current&Non-Current Borrowings
- + Shareholder Loan & Accrued Interest
- + Bank Overdrafts
- Cash
- Restricted Bank Balances

Door to Door Maturity4.9 YearsAverage Maturity2.9 YearsAverage € Cost of Debt (Hedged\*)4.0 %Net Debt / 2019 FY EBITDA3.6Net Debt / 2020 FY EBITDA44.6\* 73% of all loans have fixed ratesas of December 31, 2020

Gross Debt Maturity Profile<sup>(\*\*)</sup> (€m)

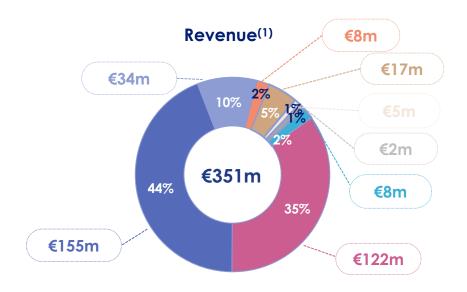


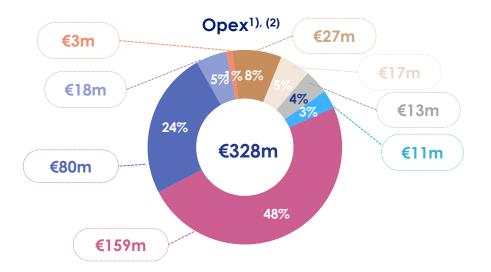
\*\* Due to the trilateral negotiations in Tunisia, all financial debt has been reclassified to short term borrowings. Details can be found in IFRS financials Note on Loans and Borrowings Does not include Shareholder Loan from Groupe ADP anf financial lease liabilites.

GROUPE ADP



## FX EXPOSURE OF OPERATIONS (FY20)



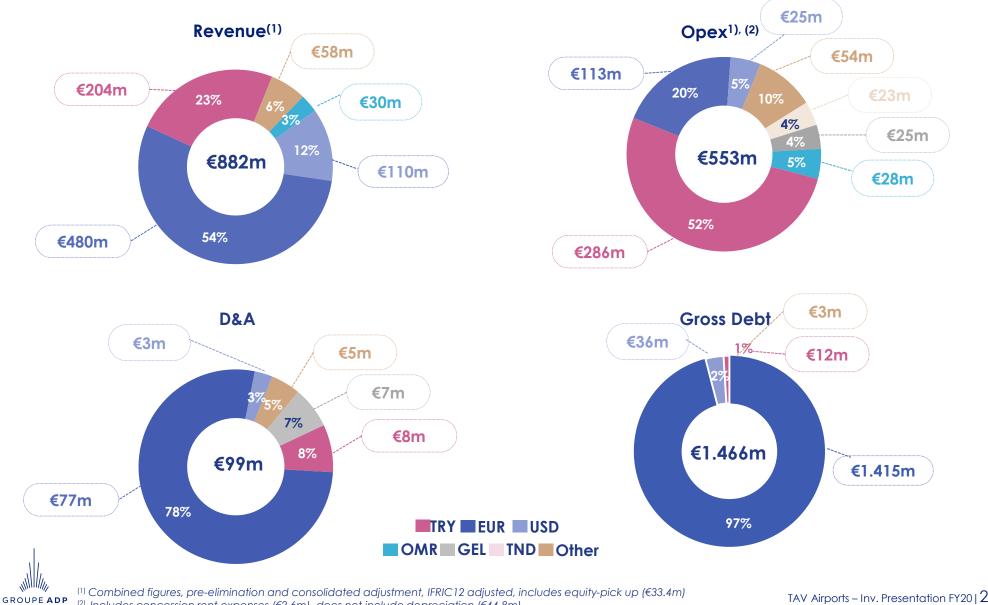




GROUPE ADP (2) Includes concession rent expenses (€ 0m), does not include depreciation



## FX EXPOSURE OF OPERATIONS (FY19)



<sup>(2)</sup> Includes concession rent expenses (€2.6m), does not include depreciation (€44.8m)



### **FX EXPOSURE**

#### **Sensitivity Analysis**

The Group's principal currency risk relates to changes in the value of the Euro relative to TRL and USD. The Group manages its exposure to foreign currency risk by entering into derivative contracts and, where possible, seeks to incur expenses with respect to each contract in the currency in which the contract is denominated and attempt to maintain its cash and cash equivalents in currencies consistent with its obligations.

The basis for the sensitivity analysis to measure foreign exchange risk is an aggregate corporate-level currency exposure. The aggregate foreign exchange exposure is composed of all assets and liabilities denominated in foreign currencies, both short-term and long-term purchase contracts.

A 10 percent strengthening / (weakening) of EUR against the following currencies at 31 December 2019 and 31 December 2020 would have increased / (decreased) equity and profit or loss by the amounts shown below. This analysis assumes that all other variables, in particular interest rates, remain constant.

### Hedging

Interest payments of 90%, 100%, 100%, 100% and 98% of floating loans of TAV Milas Bodrum, TAV Macedonia, TAV İşletme, TAV İşletme America and TAV Ege respectively are fixed with interest rate swaps.

Changes in the fair value of the derivative hedging instrument designated as a cash flow hedge are recognized directly in equity to the extent that the hedge is highly effective. To the extent that the hedge is ineffective, changes in fair value of the ineffective are recognized in profit or loss.

	Equi	ly	Profit or loss				
('000)	Strengthening of EUR	Weakening of EUR	Strengthening of EUR	Weakening of EUR			
31 December	2020						
USD			(35,976)	35,976			
TRY			(1,282)	1,282			
Other			35	(35)			
Total			(37,223)	37,223			
31 December	2019						
USD			(15,260)	15,260			
TRY			(2,236)	2,236			
Other			(2,084)	2,084			
Total			(19,580)	19,580			





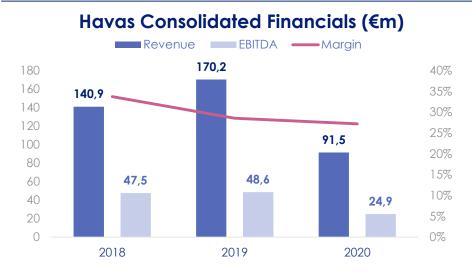
Date	Number of Shares	Average Price Paid (TL)	Total Amount Paid (mTL)
13.03.2020	424,530	17.09	7.3
16.03.2020	427,000	16.41	7.0
17.03.2020	180,686	15.39	2.8
19.03.2020	54,115	14.99	0.8
20.03.2020	156,000	15.21	2.4
30.03.2020	125,000	15.63	2.0
02.04.2020	115,000	16.26	1.9
12.05.2020	120,000	16.89	2.0
13.05.2020	60,000	17.29	1.0
26.08.2020	90,000	15.97	1.4
27.08.2020	95,000	15.91	1.5
28.08.2020	65,000	15.8	1.0
31.08.2020	65,000	15.48	1.0
1.09.2020	70,000	14.98	1.0
Total	2,047,331	16.19	33.1

A total of 2.0 m shares were bought back by TAV Airports between March 13 and September 1 2020 at an average priçe of TL 16.2 per share for a total sum of TL 33.1m (€4.3m paid).



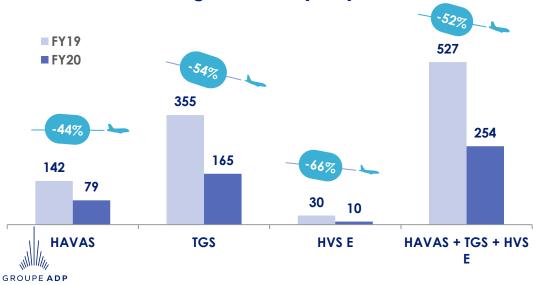


### HAVAS

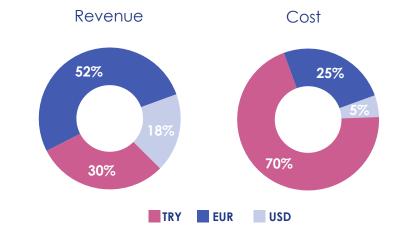


#### TGS Financials (50%) (€m) Revenue EBITDA — Margin 60,0 35% 47,6 30% 46,0 50,0 40.8 39,7 25% 36,4 36,4 40,0 31,1 32,4 20% 29,0 30,0 21,6 20,3 15% 20,0 12,9 10% 10,3 10.6 6,8 10,0 7 5% 3,84.2 0,0 0% 1Q18 2Q18 3Q18 4Q18 1Q19 2Q19 3Q19 4Q19 1Q20 2Q20 3Q20 4Q20 -10,0 -5%

# of Flights Served ('000)



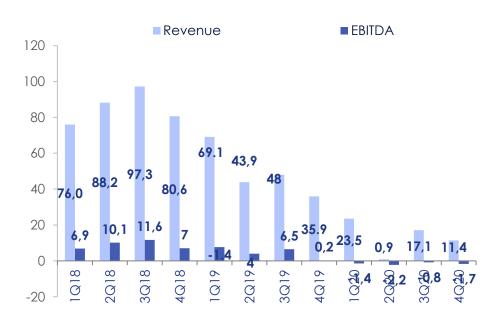
Havas Solo FX Exposure FY 2020



TAV Airports – Inv. Presentation FY20 | 27



- SPP positively affected from price increases in Turkish local market after 3Q19 and changing pax profile during the pandemic
- Istanbul operations discontinued on April 6, 2019 and IGA Luxury stores and Bazaar operations started.
- Effect of Covid-19 related travel restrictions after 2Q20 on revenue and EBITDA





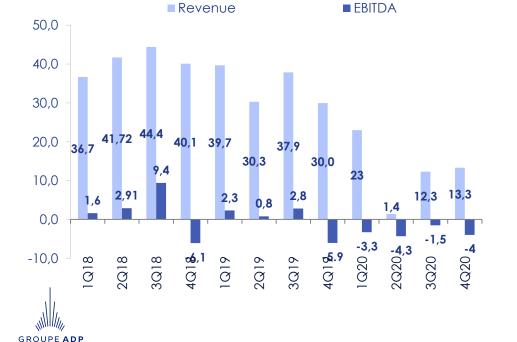
### TAV Duty Free Spend per Pax (without Ataturk) ( $\in$ )







- BTA
  - Predominantly TRY based revenue and opex
  - Zagreb added in 4Q17, Muscat added end of March 2018
  - BTA Orly operations that started in 2Q19 affected by runway renovation in Orly and Aigle Azur's cease of operations
  - Effect of Covid-19 related travel restrictions since 2Q20



BTA Financials (€m)

TAV F&B Spend per Pax (without Ataturk) (€)





GROUPE ADP

#### Introduction to IFRIC 12

- IFRIC 12- is an accounting application treating BOT assets with special provisions for guaranteed income. Ankara Esenboga Airport and Izmir Adnan Menderes Airport International Terminal, with their guaranteed passenger fee structures, fall under the scope.
- The capex we incur on our BOT assets, is routinely booked as "airport operation right" in the balance sheet. However when there are guaranteed passenger fees in question, these fees are discounted to their NPV and subtracted from the "airport operation right" of the BOT in question. The remaining capex amount gets booked as "airport operation right" and the NPV of guaranteed passenger fees gets booked as "trade receivables."
- When the guaranteed passenger fees become earned during the course of operations, these are credited from the balance sheet and the difference between discounted (NPV of) guaranteed passenger fees and the actual fees as they are earned are booked as finance income.
- ◆ Due to the application of IFRIC 12, guaranteed passenger fees stop being P&L items and get treated as Balance Sheet/Cash Flow items, while at the same time, part of these fees gets shown as finance income.
- On the other hand the capex incurred during the construction phase is immediately transferred to P&L with an offsetting construction income assigned to it. This income may or may not carry a mark-up on it.

#### IFRIC 12 booking model

	Debit	Credit
1. [	During Construction	
BS		Debt
BS		Cash
BS	Construction in progress	
PL	Construction Expense	Construction Income
2. (	Completion of Construction	
BS		Construction in progress
	(NPV of) Passenger Revenue	
BS	Receivable	
	(Trade Receivables)	
BS	Airport Operation Right *	
3. (	Operations During Year	
PL		Aviation Income for the Current Year **
BS	Cash **	
4. \	(ear Close	
PL	Aviation Income for the Current Year ***	
		Was: Finance Income
		Is: Other operating revenue
PL		(Difference between discounted receivables and
		the actual
DC		receivables)
BS		Passenger Revenue Receivable****
PL	Amortisation of Airport Operation Right	A 1 1 1 A 1' 1' C A' 1
BS		Accumulated Amortisation of Airport
		Operation Right

TR-GAAP

\*\*\*\* Discounted guaranteed passenger revenue for that period

	Guaranteed Pax Structure	2008	2009	2010	2011	2012	2013	2014	2015	2016	2017	2018	2019	2020	2021	2022	2023
	International Departing Pax (m)	0.8	0.8	0.9	0.9	1.0	1.0	1.1	1.1	1.2	1.2	1.3	1.3	1.4	1.5	1.6	0.6
_	Guaranteed Pax Income (€m)	11.8	12.4	13.0	13.7	14.4	15.1	15.8	16.6	17.5	18.3	19.2	20.2	21.2	22.3	23.4	9.6
arc	Domestic Departing Pax (m)	0.6	0.7	0.7	0.7	0.8	0.8	0.8	0.9	0.9	1.0	1.0	1.1	1.1	1.2	1.2	0.5
¥	Guaranteed Pax Income (€m)	1.9	2.0	2.1	2.2	2.3	2.4	2.5	2.7	2.8	2.9	3.1	3.2	3.4	3.6	3.7	1.5
	Total Guaranteed Pax Income (€m)	13.7	14.4	15.1	15.9	16.7	17.5	18.4	19.3	20.2	21.3	22.3	23.4	24.6	25.8	27.1	11.1
	Discount Income (€m)									11.80	10.96	9.93	8.69	7.21	5.47	3.43	0.43
Dir.	International Departing Pax (m)	1.1	1.1	1.1	1.2	1.2	1.2	1.3									
İz	Guaranteed Pax Income (€m)	15.9	16.4	16.9	17.4	17.9	18.4	19.0									
Tota	Guaranteed Pax Income (€m)	29.6	30.8	32.0	33.3	34.6	35.9	37.4	19.3	20.2	21.3	22.3	23.4	24.6	25.8	27.1	11.1

TAV Airports – Inv. Presentation FY20130



### **QUARTERLY REVENUE & EBITDA BY ASSETS**

m€	1Q19	1Q20	2Q19	2Q20	3Q19	3Q20	4Q19	4Q20	Ch
Airports	55.8	43.8	85.2	6.4	121.9	34.6	67.1	22.2	-67%
Ankara	10.6	8.8	10.0	2.6	11.6	5.9	9.7	5.1	-47%
Izmir	13.0	12.0	18.0	1.5	27.3	12.2	18.2	6.8	-63%
Gazipasa	0.4	0.3	2.2	0.0	3.7	0.4	1.2	0.4	-68%
Tunisia	3.2	2.5	11.7	0.2	21.2	2.7	6.1	1.3	-78%
Georgia	20.5	13.0	25.8	1.3	27.3	2.5	19.0	2.9	-85%
N. Macedonia	6.9	6.0	8.5	0.5	11.7	3.1	8.2	2.8	-65%
Milas Bodrum	1.3	1.2	9.1	0.4	19.2	7.7	4.7	2.8	-41%
Services	113.3	86.7	118.5	22.7	140.9	60.8	121.6	60.5	-50%
Havas	27.1	27.9	43.7	8.3	58.8	31.4	40.6	23.9	-41%
BTA	39.7	23.0	30.3	1.4	37.9	12.3	30.0	13.3	-56%
Other	46.5	35.8	44.5	13.0	44.3	17.1	51.0	23.3	-54%
Total	169.1	130.5	203.6	29.1	262.8	95.4	188.7	82.6	-56%
Eliminations	-18.2	-12.0	-15.1	-5.6	-18.6	-8.9	-23.1	-9.7	-58%
Revenue	150.9	118.5	188.6	23.5	244.2	86.5	165.5	72.9	-56%
Airports	26.9	14.6	54.6	-14.2	87.0	18.5	40.4	-0.8	nm
Ankara	4.7	2.9	4.2	-1.4	5.4	2.4	1.3		1%
Izmir	7.2	5.8	11.7	-1.9	20.4	7.9	10.4	2.7	-74%
Gazipasa	-0.5	-0.5	1.3		2.7	-0.1	0.1	-0.2	nm
Tunisia	-1.8	-2.4	5.7	-6.7	13.2	3.5	10.7	-5.0	nm
Georgia	15.6	8.4	21.0	-1.2	22.8	-0.1	13.3	-0.1	nm
N. Macedonia	2.2	0.9	4.2	-1.6	6.8	-0.7	2.6	-0.7	nm
Milas Bodrum	-0.4	-0.7	6.4	-1.0	15.7	5.6	2.0	1.2	-39%
Services	10.2	1.6	24.9	-11.6	30.7	8.1	5.6	6.5	16%
Havas	0.8	5.7	17.0	-0.6	24.4	13.4	6.5	6.4	-1%
BTA	2.3	-3.3	0.8	-4.3	2.8	-1.5	-5.9	-4.0	nm
Others	7.1	-0.8	7.1	-6.7	3.6	-3.9	5.1	4.1	-18%
Total	37.1	16.1	79.5	-25.8	117.7	26.6	46.0	5.7	-88%
Eliminations	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	nm
EBITDA	37.2	16.1	79.4	-25.8	117.7	26.6	46.0	5.7	-88%
AND/L									

GROUPE ADP

As per IFRS 5.13, Revenue and EBITDA reported after the closure have been restated to exclude the results of TAV Istanbul



## **QUARTERLY P&L**

m€	1Q19	1Q20	2Q19	2Q20	3Q19	3Q20	4Q19	4Q20	Ch%
Aviation income	30.6	22.0	48.8	2.3	72.0	18.3	35.3	9.0	-759
Ground handling income	28.7	28.5	50.7	8.5	67.1	30.7	42.2	24.8	-419
Commission from sales of duty free goods	5.0	4.8	11.4	0.3	19.3	6.4	9.6	3.3	-65%
Catering services income	26.1	19.5	25.5	1.0	33.7	10.5	25.5	8.4	-679
Income from car parking operations	4.5	3.8	4.6	0.3	5.0	1.1	4.6	1.6	-65%
Area allocation sublease and advertising	12.8	7.8	9.0	1.1	10.6	3.9	9.9	3.2	-689
Bus services income	3.0	2.5	2.9	0.3	3.7	1.8	2.9	1.1	-60%
lounge services and royalty card	18.7	13.4	16.4	0.2	16.5	1.5	16.6	2.1	-889
Software Sales	5.9	5.4	8.9	3.7	6.8	4.5	8.4	7.8	-89
Other operating revenue	15.7	10.7	10.4	5.8	9.4	7.7	10.4	11.6	122
Total Revenue	150.9	118.5	188.6	23.5	244.2	86.5	165.5	72.9	-56%
Construction revenue	-	-	-	-	-	-	-	-	
Construction expenditure	-	-	-	-	-	-	-	-	
Cost of catering inventory sold	-9.0	-6.2	-8.1	-0.6	-9.7	-2.7	-7.6	-2.7	-65%
Cost of services rendered	-16.0	-15.7	-21.7	-3.3	-24.1	-13.3	-18.9	-5.5	-719
Personnel expenses	-55.3	-50.7	-48.4	-19.8	-54.1	-31.0	-69.1	-43.8	-379
Concession rent expenses	-0.9	-0.2	-1.7	0.0	-3.0	-0.1	2.1	0.4	nr
Other operating expenses	-32.6	-30.7	-28.9	-25.6	-36.3	-18.4	-33.2	-20.3	-399
Other operating income	0.0	1.1	-0.2	0.1	0.8	5.6	7.2	4.6	-369
EBITDA	37.2	16.1	79.4	-25.8	117.7	26.6	46.0	5.7	-88%
D&A and impairment expense	-17.8	-16.3	-27.0	-8.9	-29.1	-16.8	-25.4	-54.3	1149
Equity Pick-up	-10.6	-19.6	15.3	-25.8	35.2	-13.8	-6.5	-17.7	1719
EBIT	8.7	-19.8	67.8	-60.4	123.9	-4.0	14.2	-66.2	nn
Net Interest Expense	-12.2	-11.4	-16.1	-14.8	-12.0	-10.1	-16.1	-19.9	239
Discount Expense	-7.8	-7.7	-8.2	-9.1	-8.2	-8.5	-8.2	-8.5	39
FX Gain/Loss	0.4	0.5	1.6	-8.7	3.0	-5.2	-1.7	-11.1	5389
Other Finance Expense	-1.9	-2.1	-1.7	0.2	-2.1	-5.7	-3.7	-2.2	-40%
Net Finance Expense	-21.5	-20.7	-24.5	-32.4	-19.2	-29.5	-29.8	-41.7	<b>40</b> %
Profit Before Tax	-12.8	-40.4	43.3	-92.8	104.6	-33.5	-15.7	-107.9	<b>589</b> %
Current tax	-4.6	-1.2	-4.7	-4.4	-11.6	-9.2	-1.6	0.2	nr
Deferred tax	-4.2	-4.6	-0.9	-2.9	-6.3	-6.7	-4.8	25.3	nr
Tax (expense) / benefit	-8.7	-5.8	-5.6	-7.3	-17.9	-15.9	-6.5	25.5	nn
Continuing Operations	-21.5	-46.2	37.7	-100.1	86.7	-49.5	-22.1	-82.4	272%
Discontinued Operations	44.4	-8.3	2.2	5.1	5.3	-1.2	247.9	-2.4	nn
Profit / (loss) for the period	22.9	-54.5	39.9	-95.0	92.0	-50.6	225.8	-84.8	nr
Minority	1.1	-1.5	-2.5	0.9	-3.2	0.2	-2.7	0.4	nr
Profit / (loss) for the period after Minority	23.9	-56.1	37.4	-94.1	88.8	-50.4	223.0 TAV Airports	-84.4	nn



### **EQUITY ACCOUNTED INVESTEES – IFRS 11**

		FY17	FY18	1Q19	2Q19	3Q19	4Q19	FY19	1Q20	2Q20	3Q20	4Q20	FY20
	Revenue	130.2	161.9	12.1	55.5	89.0	38.2	194.8	10.6	2.0	25.5	15.9	54.0
	Adj. EBITDAR <sup>2</sup>	111.3	138.7	6.5	48.4	80.7	29.8	165.5	5.6	-3.0	20.8	11.5	34.9
	Adj. EBITDA <sup>2</sup>	52.8	79.0	-7.3	34.6	66.8	15.8	109.9	-7.6	-16.2	7.5	-1.8	-18.2
Antalya(50%) <sup>1</sup>	Net Profit	20.0	45.4	-12.6	28.4	49.9	9.5	75.1	-12.7	-12.9	1.3	-4.0	-28.4
	Net Debt	-21.2	-7.8	78.6	65.8	25.4	10.5	10.5	59.8	62.2	53.5	37.6	37.6
	PPAA <sup>3</sup>		-36.8	2.2	-14.3	-25.9	-5.4	-43.5	2.7	7.8	-2.5	-3.3	4.8
	Net Profit+PPAA <sup>4</sup>		21.2	-10.5	14.1	24.0	4.1	31.6	-10.0	-5.1	-1.2	-7.3	-23.6
		FY17	FY18	1Q19	2Q19	3Q19	4Q19	FY19	1Q20	2Q20	3Q20	4Q20	FY20
	Revenue	342.1	342.0	69.1	43.9	48.0	35.9	196.9	23.5	0.9	17.1	11.4	52.9
ATU (%50)	EBITDA*	28.7	35.6	7.7	4.0	6.5	0.2	18.4	-1.4	-2.2	-0.8	-1.7	-6.1
ATU (7050)	Net Profit	20.5	22.1	3.3	2.7	4.5	-3.2	8.3	-3.9	-4.9	-2.5	-3.7	-13.9
	Net Debt	-4.6	-18.9	-19.0	4.1	-1.6	8.1	8.1	11.7	15.2	10.4	8.8	8.8
		FY17	FY18	1Q19	2Q19	3Q19	4Q19	FY19	1Q20	2Q20	3Q20	4Q20	FY20
	Revenue	126.7	147.8	31.1	40.8	47.6	39.7	159.2	32.4	4.2	21.6	20.3	78.5
TCS (E097)	EBITDA	15.6	23.4	0.8	10.3	12.9	5.7	29.6	3.8	0.5	-0.7	3.6	7.3
TGS (50%)	Net Profit	9.4	15.8	-1.5	4.1	8.2	1.1	11.9	0.3	-4.4	-0.4	3.3	-1.2
	Net Debt	-11.4	-3.7	-0.3	8.7	-1.7	8.2	8.2	-3.2	13.8	7.1	12.7	12.7
(50% with 2Q1	9 33% before)	FY17	FY18	1Q19	2Q19	3Q19	4Q19	FY19	1Q20	2Q20	3Q20	4Q20	FY20
	Revenue	70.2	71.2	17.9	36.2	35.9	24.3	114.3	25.2	0.6	4.0	5.1	35.0
TIBAH(*)	EBITDA	15.1	16.4	4.1	8.4	10.0	3.9	26.4	5.5	-2.7	-1.7	-1.6	-0.5
(Medinah)	Net Profit	-11.6	-8.5	-1.2	-4.8	-1.4	-8.2	-15.6	-4.9	-9.0	-8.0	-8.8	-30.8
*50% after 2Q19	Net Debt	283.0	299.9	302.9	445.6	457.9	454.6	454.6	461.5	453.2	461.5	424.5	424.5

1 TAV Airports' 49% stake in TAV Antalya entitles it to equal governance and 50% of dividends.





## **IFRS INCOME STATEMENT**

INCOME STATEMENT (€m) perating Revenue viation income ound handling income permission from sales of duty free goods atering services income	0.0 749.2 186.7 188.7 45.3 110.8 217.7	0.0 <b>301.4</b> 51.6 92.4 14.9 39.4 103.1
iation income ound handling income ommission from sales of duty free goods atering services income	186.7 188.7 45.3 110.8	51.6 92.4 14.9 39.4
ound handling income ommission from sales of duty free goods atering services income	188.7 45.3 110.8	92.4 14.9 39.4
ommission from sales of duty free goods atering services income	45.3 110.8	14.9 39.4
atering services income	110.8	39.4
atering services income		
	217.7	102.1
her operating revenue		103.1
onstruction expenditure	0.0	0.0
perating expenses	-568.2	-375.0
ost of catering inventory sold	-34.4	-12.1
ost of services rendered	-80.8	-37.8
rsonnel expenses	-227.0	-145.3
oncession rent expenses	-3.5	0.0
preciation and amortization expense	-99.3	-96.2
her operating expenses	-131.1	-95.0
her operating income	7.9	11.4
uity Pick-up	33.4	-76.8
perating profit/(loss)	214.5	-150.4
ance income	16.9	11.2
ance expenses	-111.9	-135.4
ofit before income tax	119.5	-274.6
come tax expense	-38.7	-3.5
ofit from continuing operations	80.8	-278.1
ofit from discontinued operations	299.7	-6.8
et Profit	380.5	-284.9
nority	-7.4	0.0
et Profit After Minority	373.1	-284.9





## **BALANCE SHEET**

ASSETS (€m)	FY19	FY20
Property and equipment	205.7	182.4
Intangible assets	13.6	11.7
Airport operation right	1,581.9	1,569.1
Right of Use Assets	58.6	65.9
Equity-accounted investees	393.4	337.1
Goodwill	137.7	137.1
Trade receivables	49.7	31.2
Non-current due from related parties	1.9	2.4
Other non-current assets	295.6	101.3
Deferred tax assets	26.6	32.2
Non-current assets	2,764.7	2,470.4
Inventories	8.9	7.1
Financial Assets	0.0	50.0
Trade receivables	116.2	73.5
Due from related parties	26.9	30.0
Other receivables and current assets	273.2	295.2
Cash and cash equivalents	583.8	604.3
Restricted bank balances	69.0	24.7
Current assets	1,078.1	1,084.7
Total Assets	3,842.8	3,555.1

	5110	EX00
EQUITY AND LIABILITIES (€m)	FY19	FY20
Share capital	162.4	162.4
Share premium	220.3	220.3
Legal reserve	122.0	122.0
Other reserves	-29.6	-29.6
Treasury reserves	0.0	-4.3
Purchase of entities of common control	40.1	40.1
Cash flow hedge reserve	-59.2	-60.6
Translation reserves	-37.4	-67.0
Retained earnings	900.8	539.6
Shareholders' equity - Group Share	1,319.3	922.8
Non-controlling interests	-9.7	11.9
Total Equity	1,309.6	934.7
Loans and borrowings	633.4	620.0
Reserve for employee severance indemnity	18.7	15.6
Due to related parties	305.9	0.0
Derivative financial instruments	36.6	35.4
Deferred income	17.0	15.3
Other payables	599.7	638.7
Deferred tax liabilities	20.7	13.3
Total non-current liabilities	1,631.9	1,338.3
Bank overdraft	1.4	0.4
Loans and borrowings	526.8	712.4
Trade payables	55.5	45.8
Due to related parties	1.0	307.3
Current tax liabilities	98.6	3.0
Other payables	198.0	198.9
Provisions	5.5	4.3
Deferred income	14.4	10.0
Total current liabilities	901.3	1,282.1
Total Liabilities	2,533.2	2,620.4
TOTAL EQUITY AND LIABILITIES	3,842.8	3,555.1
		.,





## **CASH FLOW STATEMENT**

CASH FLOWS FROM OPERATING ACTIVITIES	FY19	FY20
Profit for the period		
(Loss) / Profit from continuing operations	80.8	-278.1
(Loss) / Profit from discontinued operations	299.7	-6.8
Amortisation and impairment of airport op/ right	63.9	55.5
Depr. and impair. of ppe and right of use assets	89.3	37.9
Amortisation of intangible assets	2.8	2.8
Concession and rent expenses	48.9	0.0
Other income accruals	-389.0	0.0
Provision for employee severance indemnity	3.5	3.5
Provision for doubtful receivables	7.3	12.6
Discount on receivables and payables, net	4.1	-3.4
Gain on sale of property and equipment	0.0	-1.1
Impairment of goodwill	0.0	0.5
Provision (released) /set for unused vacation	0.2	-0.1
Interest income	-15.9	-11.8
Interest expense on financial liabilities	70.0	67.6
Tax expense	126.2	5.6
Discount, concession receivable and payable	23.8	26.7
Profit of equity-accounted investees, net of tax	-33.4	76.8
Unrealized fx on financial position items	-46.7	-3.5
Cash flows from operating activities	335.4	-15.4
Change in current trade receivables	23.1	31.6
Change in non-current trade receivables	24.4	18.5
Change in inventories	0.2	0.9
Change in due from related parties	9.8	0.9
Change in other receivables and assets	-104.2	160.1
Change in trade payables	9.4	-2.1
Change in due to related parties	0.7	0.7
Change in other payables and provisions	-120.7	-79.2
Cash provided from operations	178.0	116.1
Income taxes paid	-24.6	-111.5
Retirement benefits paid	-14.5	-1.4
Net cash provided from operating	138.9	3.2

CASH FLOWS FROM INVESTING ACTIVITIES	FY19	FY20
Proceeds from sale of ppe and intangible assets	4.6	11.9
Acquisition of property and equipment	-65.6	-30.2
Additions to airport operation right	-3.0	-5.7
Purchase of treasury bonds	0.0	-50.0
Acquisition of intangible assets	-1.8	-1.3
Change in due from related parties	-7.1	7.0
Change in due to related parties	-25.1	0.0
Dividends from equity-accounted investees	145.9	0.9
Acquisition of subsidiary, net-of cash acquired	-1.2	0.0
Net cash provided from/(used in) investing	46.8	-67.4
CASH FLOWS FROM FINANCING ACTIVITIES		
Proceeds from borrowings	115.6	321.2
Repayment of borrowings	-70.1	-150.2
Lease payments	-9.8	-21.7
Dividends paid	-133.2	-57.3
Interest received	9.0	5.7
Interest paid	-50.7	-43.4
Change in due to related parties	-8.7	-8.7
Purchase of treasury shares	0.0	-4.3
Change in restricted bank balances	-7.5	44.4
Net cash provided from/(used in) in financing	-155.4	85.7
NET INCREASE IN CASH AND CASH EQUIVALENTS	30.3	21.5
CASH AND CASH EQUIVALENTS AT 1 JANUARY	552.2	582.4
CASH AND CASH EQUIVALENTS AT 1 JANUART	582.4	603.9





### **CONCESSION OVERVIEW**

Airport	Type/Expire	TAV Stake	Scope	2019 Pax (mppa)	fee/pax Int'l	fee/pax Dom.	Security fee/pax int'l <sup>(7)</sup>	Volume Guarantee	Yearly Lease/ Concession Fee Paid
Ankara Esenboga <sup>(9)</sup>	BOT (May 2025)	100%	Terminal	13.7	€15 €2.5 (Transfer)	€3	€1.5	0.6m Dom. , 0.75m Int'l for 2007+5% p.a	-
Izmir A.Menderes (Ege) <sup>(9)</sup>	Concession (December 2034)	100%	Terminal	12.4	€15 €2.5 (Transfer)	€3	€0.75	No	€29m+VAT <sup>(1)</sup>
Gazipasa Alanya <sup>(9)</sup>	Lease (May 2036)	100%	Airport	1.1	€12	TL10	€1.0	No	\$50,000+VAT+65% of net profit
Milas Bodrum <sup>(9)</sup>	Concession (December 2037)	100%	Terminal	4.3	€15	€3	€0.75	No	€143.4m upfront+ €28.7m+VAT <sup>(2)</sup>
Antalya <sup>(9)</sup>	Concession (December 2026)	50%(6)	Terminal	35.7	€15 €2.5 (Transfer)	€3	€0.75	No	€100.5m + VAT
Tbilisi	BOT (February 2027)	80%	Airport	3.7	US\$24	US\$6	-	No	-
Batumi	BOT (August 2027)	76%	Airport	0.6	US\$12	US\$7	-	No	-
Monastir&Enfidha	BOT+Concession	100%	Airport	3.0	€13	€1	€0.8	No	11-26% of revenue from <sup>(8)</sup>
Skopje & Ohrid	(May 2047) BOT+Concession (June 2030)	100%	Airport	2.7	€11.5 in Skopje, €10.2 in Ohrid	-	€6.5 in Skopje, €6.5 in Ohrid	No	2010 to 2047 4% of the gross annual turnover (3)
Medinah (TIBAH)	BTO+Concession (2037)	50%	Airport	8.4	SAR 91 <sup>(4)</sup>	-	-	No	54.5% <sup>(5)</sup>
Zagreb (MZLZ)	BOT+Concession (April 2042)	15%	Airport	3.4	€17 €4 (Transfer)	€7.5	€6.5	No	€2.0 - €11.5m fixed 0.5% (2016) - 61% (2042) variable
Istanbul Ataturk*	Lease (January 2021)	100%	Terminal	16.0	US\$15 €2.5 (Transfer)	€3	€1.5	No	\$140m + VAT

1) Accrual basis: Depreciation expense of €13.5m in 2015 to €32.4m in 2032 plus finance expense of €17.8m in 2015 to €0m in 2032

2) Accrual basis: Depreciation expense of €11.1m in 2016 to €38.0m in 2032 plus finance expense of €18.8m in 2016 to €0m in 2032

3) The percentage will be tapered towards 2% as passenger numbers increase.

4) SAR 91 from both departing and arriving international pax. Pax charge will be increase as per cumulative CPI in Saudi Arabia every three years,

5) Was reduced to 27.25 % for the first two years after construction of new terminal in Q2 2015

6) TAV Airports' 49% stake in Antalya Airport entitles it to equal governance and 50% of dividends.

7) Security fee for int'l pax are collected in Turkish Airports starting from January 2019.

8) The concession fees have been restructured in November 2019 with this multiplier: (\*35% if pax<4m, \*75% if 4m<pax<5m, \*125% if 5m<pax<7.5m, \*150% if pax>7.5m)

9) DHMI has extended the operating periods of Antalya, Ankara, Gazipasa-Alanya, Izmir and Milas-Bodrum for two years in February 2021. https://www.kap.org.tr/en/Bildirim/909767



\*All commercial traffic of Istanbul Ataturk Airport was transferred to the New Istanbul Airport on April 6th, 2019. DHMI had stated that it would reimburse our company for loss of profit due to opening of the New Istanbul Airport before the end of TAV Istanbul's lease period which ends on January 3, 2021.



### TIMELINE

## 2018

### Q1

TRY 406 million cash dividends paid

Signed SPA to purchase 49% of Antalya Airport with co-control and equal dividend rights from IC for EUR 360 million

### **Q2**

Antalya Airport share transfer took place in May 2018 TGS contract renewed for 15 more years Guidance revision for 2018

### Q3

Volatility in markets

### Q4

TAV Airports Holding included in Turquality program

EUR 10million impairment of Milas Bodrum reversed

Employee termination benefits provisioned

Higher PPAA allocation for Antalya Airport due to change in accounting

# 2019

#### Q1

TRY 758 million cash dividends paid

BTA IDO stake increased to 100%

TAV OS acquired 70% of Spanish Lounge operator GIS

### Q2

Commercial traffic of Istanbul Ataturk Airport transferred to Istanbul Airport

BTA Orly operations started

Stake in TIBAH (Medinah) increased to 50%

### Q3

Russian flight ban to Georgia

### Q4

€389m of pre-tax compensation income accrued due to early closure of Ataturk

Tunisian concession agreement with the authority restructured.

Shareholding in Tunisia increased to 100%

# 2020

### Q1

TRY 392 million cash dividends paid

Covid-19 related travel restrictions

First installment of Istanbul compensation of EUR 193m collected in cash

### **Q2**

Covid-19 related travel restrictions

Kazakhstan SPA signed

€3.6m of share buy-backs were executed

### Q3

Gradual easing of travel restrictions between June and August

€0.7m of share buy-backs were executed

### Q4

Tunisia impaired €20m and Bodrum impaired €15m in 4Q20.

Covid-19 related lockdown reimposed and restrictions tightened across Europe

Covid-19 vaccines approved

TAV Airports – Inv. Presentation FY20 | 38

GROUPE ADP

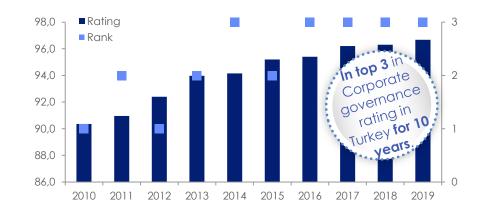


### TAX REGIMES

GROUPE ADP

C*	Turkey	Corporate income tax rate of 22% for 2018-2019-2020 (20% previously) %. Advance tax returns are filed on a quarterly basis Losses can be carried forward for offsetting against future taxable income for up to 5 years
* * * *	Georgia	Corporate income tax rate of 15%
٢	Tunisia	Corporate income tax rate of 25%
Ж	North Macedonia	Corporate income tax rate of 10%
	Latvia	Corporate income tax rate of 20% as of 2018 (15% previously)
\$3948 	Saudi Arabia	Corporate income tax rate of 20% for non-residents
	Croatia	Corporate income tax rate of 18%





Corporate Governance Rating and Rank in Turkey

Corporate Governance Rating	Weight	Grade
Shareholders	25%	95.79
Public Disclosure and Transparency	25%	98.65
Stakeholders	15%	98.82
Board of Directors	35%	94.98
Total	100%	96.67

TAV Airports' previous corporate governance rating of 9,67 dated August 16, 2019, is confirmed as 9,67 on August 14, 2020.

ESG

- **TAV Airports** was included in the BIST Sustainability Index on November 4, 2014.
- CDP report available on CDP.net
   GROUPE ADP

#### Share Performance (February 15, 2021)



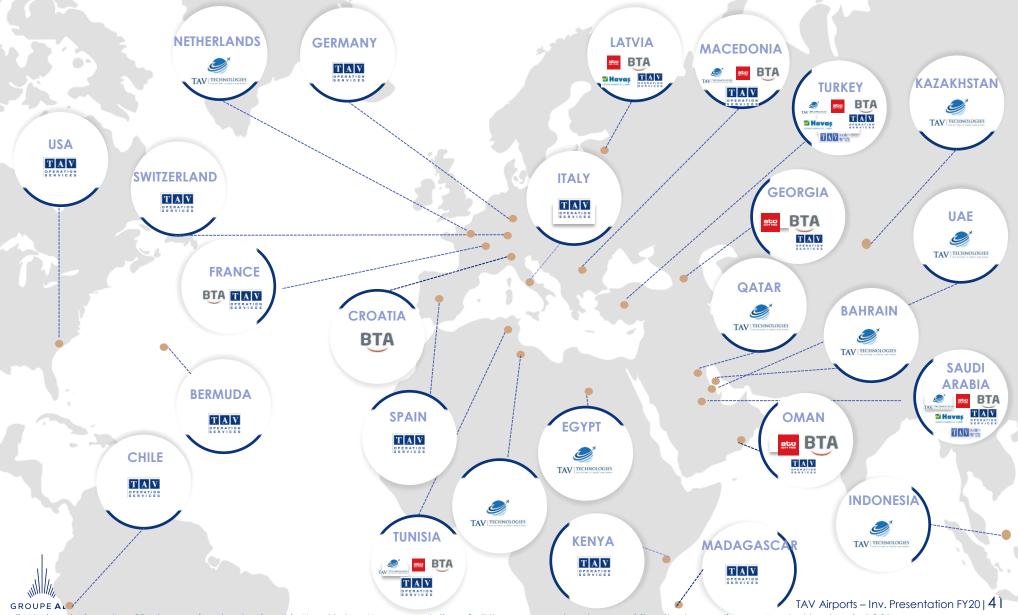
Share Price Performance	1M	ЗМ	YTD
TRY	-3%	23%	7%
USD	4%	34%	13%
Relative to BIST -100	-3%	4%	1%



\* Source: Central Registry Agency (MKK) \*\* last three months



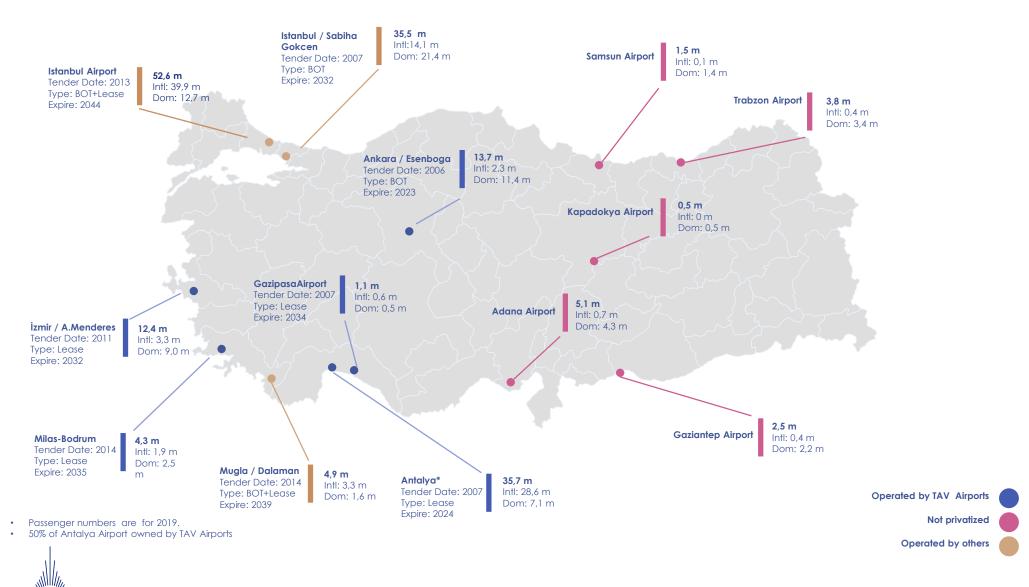
### **GLOBAL PRESENCE WITH SERVICE COMPANIES IN 26 COUNTRIES AND 91 AIRPORTS**



• TAV Airports signed an SPA to acquire Almaty Airport in Kazakhstan. Upon completion of all the necessary legal prerequisites, the transaction is expected to close in 1Q21.



### **MAJOR AIRPORTS IN TURKEY**



GROUPE



### **CONTACT IR**

#### **IR Team**



Ali Ozgu CANERİ Investor Relations Coordinator ali.caneri@tav.aero Tel :+90 212 463 3000 / 2124 Fax : +90 212 465 3100



Besim MERIC Investor Relations Coordinator besim.meric@tav.aero Tel :+90 212 463 3000 / 2123 Fax : +90 212 465 3100

#### **About TAV Airports**

	Ankara Esenboga Izmir Adnan Menderes	<ul><li>Gazipasa Alanya</li><li>Milas Bodrum</li><li>Antalya</li></ul>	
🕂 Georgia	Tbilisi and Batumi		
C Tunisia	Monastir and Enfidha		
North Macedonia			
Saudi Arabia	Medinah		
Eatvia	Riga (only commercial o	areas)	
<b>Croatia</b>	Zagreb		

**IR Website** http://ir.tav.aero Available on the e-mail ir@tav.aero App Store +90-212-463 3000 (x2122 - 2123 - 2124 - 2125) Phone twitter.com/irTAV Twitter Google play Facebook facebook.com/irTAV **Address** TAV Airports Holding Co. Vadistanbul Bulvar, Ayazaga Mahallesi Cendere Caddesi

Vadistanbul Bulvar, Ayazaga Mahallesi Cendere Caddes No:109L 2C Blok 34485 Sariyer/Istanbul TAV Airports through its affiliates and subsidiaries, in auxiliary airport services including duty free, food and beverage, ground handling services, IT, security and operation services. As part of these diversified services TAV Airports also operates the duty-free, food and beverage and other commercial areas at Riga Airport in Latvia. In 2019, the company provided services for 600 thousand flights and 89 million passengers. The Company's shares are listed in Borsa Istanbul since February 23, 2007, under the ticker code "TAVHL"



### DISCLAIMER

This presentation does not constitute an offer to sell or the solicitation of an offer to buy or acquire any shares of TAV Havalimanlari Holding A.S. (the "Company") in any jurisdiction or an inducement to enter into investment activity. No information set out in this document or referred to in such other written or oral information will form the basis of any contract.

The information used in preparing these materials was obtained from or through the Company or the Company's representatives or from public sources. No reliance may be placed for any purposes whatsoever on the information contained in this presentation or on its accuracy, completeness or fairness. The information in this presentation is subject to verification, completion and change. While the information herein has been prepared in good faith, no representation or warranty, express or implied, is or will be made and no responsibility or liability is or will be accepted by the Company or any of its group undertakings, employees or agents as to or in relation to the accuracy, completeness or fairness of the information contained in this presentation or any other written or oral information made available to any interested party or its advisers and any such liability is expressly disclaimed. This disclaimer will not exclude any liability for, or remedy in respect of fraudulent misrepresentation by the Company.

This presentation contains forward-looking statements. These statements, which may contain the words "anticipate", "believe", "intend", "estimate", "expect" and words of similar meaning, reflect the Company's beliefs, opinions and expectations and, particularly where such statements relate to possible or assumed future financial or other performance of the Company, are subject to risks and uncertainties that may cause actual results to differ materially. These risks and uncertainties include, among other factors, changing business or other market conditions and the prospects for growth anticipated by the management of the Company. These and other factors could adversely affect the outcome and financial effects of the plans and events described herein. These forward-looking statements speak only as at the date of this presentation. The Company expressly disclaim any obligation or undertaking to disseminate any updates or revisions to any forward-looking statements contained herein to reflect any change in the Company's expectations with regard thereto or any change in events, conditions or circumstances on which any such statement is based. Past performance cannot be relied upon as a guide to future performance. As a result, you are cautioned not to place reliance on such forward-looking statements.

Information in this presentation was prepared as of February 16, 2021.

