We supply energy to the world



Annual Report 2020

aksa POWER GENERATION

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We meet the entire world speaking the common language of success

Aksa Power Generation has been the leader of the Turkish generator market for many years. We rank 228th among Turkey's largest companies*. We are also one of the world's top five generator manufacturers. Together with its production activities on three continents, Aksa Power Generation sells to 173 countries worldwide. As a global player trusted the world over, our workforce is composed of many nationalities. Aksa Power Generation also successfully represents its home country of Turkey around the globe. Over 20 languages are spoken across our multicultural structure. With this multinational perspective, Aksa Power Generation provides continuous trust to the world. Although we may know a wide range of languages, we speak the common language of success.

* Fortune 500 Turkey (2020)



हम एक बड़ा परिवार हैं *

*We are a big family

I am working at the Dubai Office, far from India, my home country. Before I joined the Aksa Power Generation family, I honestly did not know much about Turkey. Now I know a lot. I am proud to help develop major energy solutions for the world at a very successful company. I am also proud to be a part of this big family.

Nijeesh
Engineer


aksa POWER GENERATION
aksa POWER GENERATION


Empowering

Hello world

When I was living in the southernmost part of the world, I never imagined that I would work for a Turkish company. As I started working for Aksa Power Generation, I came to realize what a global force they actually are. Continuing my career as an Aksa employee empowers me and makes me happy.



Jessica
Administrative Assistant

Generating energy for the future of the world!

In 2013, Aksa Power Generation opened a state-of-the-art production facility in our country. It continuously increased its sales and service points. As the Service Manager, I am a part of this exceptional ever-growing organization. I, too, perform my work with great responsibility – like everyone at this company.



Douglas
Service Manager


aksa POWER GENERATION
aksa POWER GENERATION



未來是我們的*

*The future is ours!

Aksa Power Generation opened the power generator factory with the world's largest production capacity in our country. It makes me proud to see that the generators we produce are sold across the world.

Zhang
Factory Production Staff


aksa POWER GENERATION
aksa POWER GENERATION



Message from the Kazancı Holding Chairman and Founder

Dear Stakeholders,

2020 was a remarkably difficult year. The entire world had to deal with the unprecedented public health challenge of the Covid-19 pandemic. Meanwhile, we also witnessed the weakening of manufacturing operations, trade activities and economic confidence. After starting the year with optimistic expectations and shortly thereafter impacted by the extraordinary circumstances that unfolded, Turkey demonstrated its resilience and preparedness. Turkey was one of the few countries that recorded positive economic growth during this volatile year.

At Kazancı Holding, we exited the challenging year of 2020 on a high note. We outperformed our targets thanks to our strong financial structure and dynamic business portfolio. Despite the increased risks during the pandemic, Kazancı Holding further expanded its global footprint with value-driven investments and initiatives. We went on to bolster our value chain and global competitiveness by taking steps towards a major transformation journey with digitalization at the center.

As a company with operations spanning the globe, Kazancı Holding's transformation of its organizational structure is proceeding with full steam ahead. Our aim is to make Kazancı Holding of the future a more dynamic, agile and integrated global enterprise. This objective is based on two pillars: increasing synergy among our lines of business and improving our digital competencies in today's world where digitalization is more important than ever.

Despite the highly adverse operating conditions in 2020, Aksa Power Generation moved forward towards its objective of becoming one of the three largest generator brands in the world by 2025, backed by investments realized within the scope of the Company's global growth strategy.

Our highly skilled workforce as well as our corporate culture which is based on innovation and efficiency empowers us to create sustainable value everywhere we operate. Despite the extremely difficult obstacles to overcome, I firmly believe we will achieve all of our targets in the future, as we always do. I would like to express my gratitude to all our employees for their invaluable contributions as they successfully move this global brand forward into the future.

Best regards,

ALİ METİN KAZANCI
Kazancı Holding Chairman and Founder


aksa POWER GENERATION
www.aksa.com.tr



Aksa Power Generation in Figures

Successful operational performance

4

Number of Countries of Manufacture

3 (USA, Turkey, China)
1 Trade Centre
(The Netherlands)

25

Overseas Locations

24 overseas offices
1 representative office

1,000+

Number of Employees

150 thousand m²

Total Production Facility Area

173

Number of Countries of Sale

20 APCs

Aksa Power Generation Turkey Sales Offices

We bolster our competitiveness with continuous investments.

2.6
TRY Billion
Total Assets

1.6
TRY Billion
Net Sales

235
TRY Million
EBITDA

35
TRY Million
Investment

346
TRY Million
Gross Profit for
the Period



Dear Stakeholders,

In 2020, the entire world witnessed enormous change that none of us could have predicted. This change will continue to significantly influence our lives and shape our future over the medium to long term. Deeply shaking our everyday life as well as entrenched production and consumption patterns, the Covid-19 pandemic caused major shocks and an unprecedented plunge in the global economy. Turkey successfully managed the public health dimension of this humanitarian crisis by being a role model to the world. In addition, Turkey expertly navigated these shocks thanks to its resilient economy and recorded one of the strongest growth performances in 2020.

We achieved a robust performance in this very tough pandemic year

From day one of the pandemic, Aksa Power Generation focused on protecting the health of its employees and continuing its operations uninterruptedly by embracing the slogan "People first." We are pursuing the ambitious goal of becoming one of the three world's largest generator manufacturers. The sustainable value we created for all our stakeholders was also reflected in our solid results at the end of this reporting year.

In 2020, Aksa Power Generation recorded total assets of TRY 2.6 billion, up 17% compared to the previous year. During this year when risk levels reached historic highs the world over, we increased our turnover by 7% to TRY 1.6 billion. As a result of cost optimization and efficiency-oriented efforts, Aksa Power Generation boosted its EBITDA by 35.65% to TRY 235 million compared to year-end 2019. Our investment spending totaled TRY 35 million in 2020.

Turkey successfully weathered the pandemic thanks to its strong health care system as well as its devoted health care professionals who worked day and night in defiance of the deadly coronavirus. At Aksa Power Generation, we also engaged in major initiatives to support this important battle. To find solutions to the generator failure demands and needs of all hospitals across Turkey, we provided on-site maintenance and response services with free of charge service support. Aksa Power Generation delivered its 20 MVA generators manufactured for Prof. Dr. Feriha Öz Emergency Hospital in Sancaktepe and Prof. Dr. Murat Dilmener Emergency Hospital in Yeşilköy, which were built in response to the pandemic, in only 11 days. Aware of our responsibility as a global player in the industry, we became the uninterrupted power source of health care institutions in many countries in our area of operations.

We bolster our competitiveness with continuous investments

Despite the extremely difficult market environment, Aksa Power Generation moved forward on its globalization journey with new investments based on a long-term strategic perspective. During the year, we opened our trade center in Rotterdam, the Netherlands region, home to Europe's largest port. With the logistical advantage of this facility, we aim to further expand the global power of our brand. We plan to introduce our innovative and environmentally friendly products to markets in northwestern Europe and its nearby geography.

In 2020, Aksa Power Center commenced operations in St. Louis, Missouri region – a strategic location to access potential opportunities in the USA. In line with our new strategies in the US market, we quickly completed the structuring of our organization with an expertly trained and well-experienced staff.

Aksa Power Generation is a company that rapidly adopts new approaches and develops innovative business models that lead the global market. We further support our world leadership vision and innovation competencies with our digital transformation efforts. By launching e-commerce for generators in Turkey, Aksa Power Generation introduced its portable generators to its customers via the website shopaksa.com.tr. This online sale platform significantly boosted our sales volume in the portable product groups. In the coming year, we are planning to first expand our product diversity on our online shopping site. Then, we aim to start our sales activities through this online channel in target markets, especially in Europe, where we have representative offices and can keep products in stock.

We differentiate from the competition with our high profile projects

At Aksa Power Generation, we supply uninterrupted energy to our customers with our high quality-high performance products. With the solutions we offer for different markets and sectors, we also participate in projects that are cited as references worldwide. Aksa Power Generation fulfills its responsibility to meet all the energy needs of the Istanbul Airport project, which features the largest passenger capacity in the world. We are committed to ensuring the continuation of services at this mega aviation facility without interruption.

With its advanced capabilities in engineering, R&D and technology, coupled with its innovative and environmentally friendly solutions developed internally with its highly qualified human resources, Aksa Power Generation always undertakes pioneering projects in the sector. In 2020, we added a new innovative product to our portfolio. Our Twin Power Gensets developed with dual engine synchronization will provide users with more energy, flexibility, agility, reliability and cost savings. Aksa Power Generation's ecofriendly products and systems that shape the future of the industry drive its success in sector projects. Data centers, whose importance is increasing across the world in parallel with the rapid development of technology and digitalization, is one sector we plan to focus on in the coming year.

In 2020, Aksa Power Generation celebrated its 36th anniversary. Thanks to our deep-rooted experience and extensive knowledge capital, we stepped up our efforts to contribute to the development of the industry. We expanded our online trainings for our employees during the year. Aksa Power Generation also actively participated in a wide range of other activities – such as technical briefings and product promotions – for its customers and stakeholders via webinars, online meetings, sponsorship activities and fair events held in Turkey and in many countries around the world.

In line with emerging trends in the market, Aksa Power Generation strengthened its management with senior executive assignments to boost our global value creation capacity. We also established a new organizational infrastructure with the General Directorate of Sales and Rental, the General Directorate of Marketing, and the General Directorate of Operations.

In 2021, we aim to further increase our brand value throughout the world

In the coming year, Aksa Power Generation plans to leverage its revamped production and sales structure to boost its effectiveness while proudly representing Turkey in global markets. Since 2019, we have moved steadily forward with the Turquality certification in target markets overseas and expanding our sales network in different geographies. With our production facility in Çerkezköy to be commissioned in the next year, we aim to further diversify our high quality product line that increases our competitiveness while improving our operational excellence.

I would like to take this opportunity to express my gratitude to each member of the Aksa Power Generation Family for their contribution to the successful results we achieved in the challenging year of 2020. In addition, I want to sincerely thank our customers and all our other stakeholders for their ongoing trust in us.

Best regards,

ÖMER MUZAFFER BAKTIR
Chief Executive Officer

About Kazancı Holding

A global player with its forward-looking vision

8,500+
Employees

4
Continents with Production Facilities

21
Countries of Operation

173
Countries of Sale

22.5
TRY Billion Revenues

Kazancı Holding is a global player that has production facilities on four continents, operates in 21 countries with more than 8,500 employees and sells to 173 countries worldwide.

With foundations dating back to the 1950s, Kazancı Holding shapes its operations with a commitment to powering Turkey as a pioneer of the energy industry.

Commencing its journey in the energy sector with power generator manufacturing in the 1980s, the Group's integrated structure in the sector has evolved over time. Thanks to its vertical and horizontal organization and service integration, Kazancı Group has attained a unique competitive position in the sector. The Group established power plants and commenced electricity generation in the 1990s, set up natural gas distribution operations in the 2000s, and started electricity distribution in 2010.

Today, Kazancı Holding is a global player that has production facilities on four continents, operates in 21 countries with more than 8,500 employees and sells to 173 countries worldwide.

Kazancı Group differentiates from the competition with its business model, which places innovation, productivity and sustainability at the heart of its operations. The Group contributes to a sustainable future by leveraging its extensive experience and expertise in all the regions where it operates while creating foreign currency inflow into Turkey. In addition to energy sector, Kazancı Holding creates lasting added value for the Turkish economy with its investments in agriculture and tourism sectors.

Committed to the core principles of customer satisfaction and trust throughout its journey spanning over half a century, Kazancı Holding companies figure among the top firms in their respective sectors, thanks to their impressive achievements.

Kazancı Holding companies operating under the Aksa brand include:

Providing natural gas distribution services in 21 licensed distribution regions, 27 provincial centers and 188 towns and districts, Aksa Natural Gas works to ensure a life of comfort for its subscribers while contributing to the economy, society and environmental protection.

Building and operating power plants in Turkey and abroad, Aksa Energy is Turkey's largest independent power producer listed on the stock exchange. Taking major steps toward globalization since 2015, Aksa Energy has operations in five countries across two continents with power plants located in Turkey, Northern Cyprus and Africa. The company performs all stages in plant deployment – from project development to procurement, construction and installation – in-house with its highly

skilled technical teams. To date, Aksa Energy has built and operated more than 30 power plants using various energy sources, including coal, fuel oil, biogas, natural gas, wind and hydroelectricity. Aksa Energy was first listed on the Istanbul Stock Exchange in 2010 under the ticker AKSEN. Today, Aksa Energy's shares are traded on the BIST 100, BIST Electricity and BIST Sustainability indices.

With its customer-oriented and innovative approach, Aksa Electricity is one of the strongest brands in the Turkish energy sector. It offers electricity sales and consultancy services across Turkey and is the authorized power supplier in nine cities in Fırat and Çoruh license regions. Selling electricity in 81 cities and supplying electricity to more than 2.2 million subscribers out of a population of about 4 million in the license regions, Aksa Electricity sold 11,38 TWh of electricity across Turkey in 2020. Aksa Electricity is an integrated retail company that is committed to delivering its customers innovative and alternative energy solutions.

As Turkey's 96th largest exporter and the leader of the Turkish generator market, Aksa Power Generation ranks among the world's top five generator companies with sales to 173 countries. It has a wide distribution network with points of sales and representative offices in Asia, Europe, Africa and North America.

Established in 2005, Aksa Agriculture introduced a new business model to the agricultural sector and is strategically positioned to foster Turkey's sustainable development. Aksa Agriculture engages in cattle farming, dairy farming, fruit growing and field crops at EU standards at its two farms located in Samsun and Tekirdağ.

Aksa Tourism maintains a competitive edge in summer and congress tourism with its five-star Mirada Del Mar Hotel located in Göynük, Antalya, and in winter tourism with the four-star Mirada Del Lago Hotel and three-star Mirada Del Monte Hotel located on Mount Erciyes.

Aksa Natural Gas

- 3.6 million subscribers
- 9.6 billion m³ of natural gas distribution



Aksa Natural Gas Head Office
Aksa Natural Gas Distribution Regions*

**In Bursa, Eskişehir, Samsun and Zonguldak, only districts under license are included.*

www.aksadogalgaz.com.tr

Aksa Electricity

- About 11.38 TWh of electricity sold across Turkey
- Electricity supply to 101 districts in 9 cities across the Çoruh and Fırat regions
- 2.2 million subscribers
- 6.2 billion KWh of electricity distributed to a population of 4 million through Çoruh and Fırat electricity distribution companies



Çoruh Electricity Distribution Regions/Çoruh Electricity Retail Sales Regions
Fırat Electricity Distribution Regions/Fırat Electricity Retail Sales Regions
Aksa Electricity Sales Regions

www.aksaelektrik.com.tr
www.firatedas.com.tr
www.coruhedas.com.tr

Aksa Energy

- Energy generation on 2 continents and in 5 countries
- Turkey's largest publicly-traded independent power producer



Aksa Energy Power Plants

www.aksaenerji.com.tr

Aksa Power Generation

- One of the world's top 5 genset manufacturers

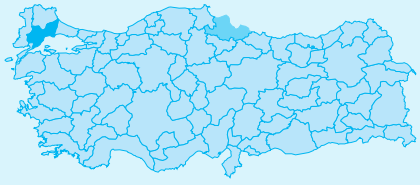


Aksa Power Generation Sales Offices
Aksa Power Generation Production Facilities and Sales Offices
Representation Offices

www.aksa.com.tr

Aksa Agriculture

- 15,300 tons of milk production
- A cattle capacity of 48,000 heads



Tekirdağ - İnanlı Agricultural Enterprise
Samsun - Gelemen Agricultural Enterprise

www.aksatarim.com

Aksa Tourism

- 697 room capacity
- 1,450 bed capacity



Antalya - Mirada Del Mar Hotel
Kayseri - Mirada Del Lago Hotel and Mirada Del Monte Hotel

www.miradahotels.com

About Kazancı Holding

With foundations dating back to the 1950s, Kazancı Holding shapes its operations with a commitment to powering Turkey as a pioneer of the energy industry.

Aksa Natural Gas
Natural Gas Distribution and Sales



99.96%

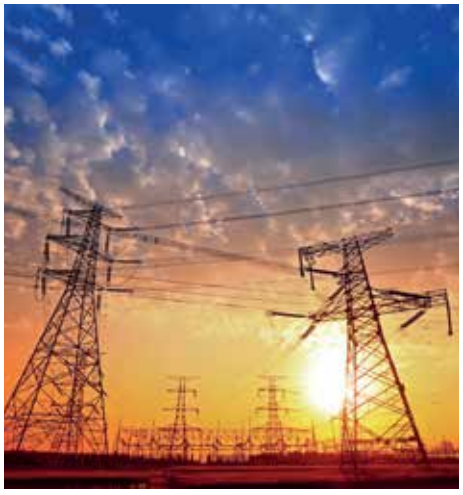
Participation Rate

Aksa Natural Gas is the private natural gas distribution company serving the widest geographic area in Turkey with 21 distribution licenses and a market share of 22.9%. In 2020, the company distributed 9.6 billion m^3 of natural gas over a network length of 31,787 km. Aksa Natural Gas serves a population of about 15.9 million in 27 provincial centers and 188 towns and districts within its distribution regions.

Revenues (TRY Billion)

2019	6.0
2020	**7.1**

Aksa Electricity
Electricity Distribution and Sales



100%

Participation Rate

Aksa Electricity sold 11.38 TWh electricity in its license regions across Turkey in 2020. The company distributes 6.2 billion KWh of energy to a population of 4 million on an annual basis in the Çoruh and Fırat regions.

Revenues (TRY Billion)

2019	6.0
2020	**6.5**

Aksa Energy
Electricity Generation



79.42%

Participation Rate

Aksa Energy produces energy in five countries across two continents and is Turkey's largest independent power producer listed on the stock exchange. With 20.58% of its capital in free float, Aksa Energy's shares are traded on the BIST 100, BIST Electricity and BIST Sustainability indices under the ticker AKSEN.

Revenues (TRY Billion)

2019	5.6
2020	**7.2**

Aksa Power Generation
Power Generator Manufacturing and Sales



99.98%

Participation Rate

Aksa Power Generation is the market leader in Turkey, with three manufacturing facilities in Turkey, China and the USA. In addition, Aksa Power Generation operates a trade center in the Netherlands which was opened in 2020; 20 domestic APCs; and 25 overseas offices comprised of 24 sales centers and one representative office.

Revenues (TRY Billion)

2019	1.5
2020	**1.6**

Aksa Agriculture
Agriculture and Livestock



100%

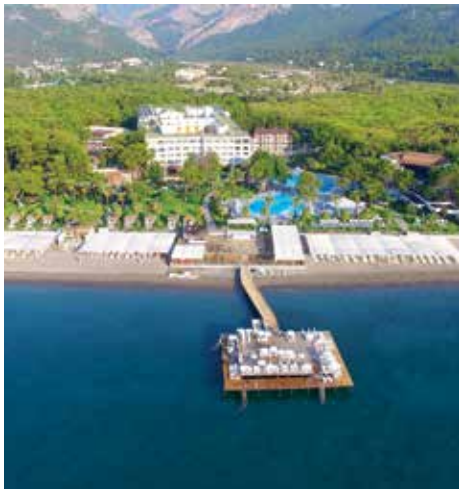
Participation Rate

Aksa Agriculture has leased İnanlı Agricultural Enterprise (Tekirdağ) and Gelemen Agricultural Enterprise (Samsun) for a 30-year period. The company is currently engaged primarily in dairy and meat production.

Apple Production (Thousand Tons)

2019	1,700
2020	**1,935**

Aksa Tourism
Tourism



100%

Participation Rate

Aksa Tourism operates in summer and winter tourism with three hotels located in Antalya and Kayseri.

Number of Rooms

2019	680
2020	**697**

About Aksa Power Generation

Maximum contribution to the country's economy

1,000+
Employees

173
Countries of Sale

24
Overseas Sales Offices

1
Representative Office

Aksa Power Generation aims to be one of the world’s three largest generator manufacturers by 2025.

Having begun its production journey with the electrical motor factory established by Ali Metin Kazancı in 1968, Aksa manufactured its first generator in 1984. In a short time, Aksa became one of the few generator manufacturers in the world by specializing in the production of machinery and equipment for the supply of electrical energy. In 1994 with the conglomeration and reorganization of Aksa Group under Kazancı Holding, Aksa Power Generation reached its current corporate structure. As the leader of the Turkish generator market for many years, Aksa ranks among the country’s largest companies and creates significant added value for Turkey's economy.

Aksa Power Generation manufactures generators between 1 kVA and 3,125 kVA, which can run on petrol, diesel, and natural gas, as well as supplementary marine generators, lighting towers, and generator hardware at its production facilities in Istanbul (Turkey, 20,000 m² indoor space), Changzhou (China, 120,000 m² indoor space), and Louisiana (USA, 10,000 m² indoor space). The company also operates a trade center at Rotterdam-Dordrecht (the Netherlands, 2,000 m² indoor space). With these facilities and advanced capabilities, Aksa Power Generation has become one of the leading companies in the industry.

Selling to 173 countries worldwide, Aksa Power Generation ranks among the top five companies in the global industry with 24 overseas offices and one representative office in Asia, Europe, Africa, and North America. Aksa Power Generation aims to be one of the world’s three largest generator manufacturers by 2025.

Embracing a vision of making a difference with advanced technology and innovation, Aksa Power Generation sets the standards in the global industry. The company continuously expands the sphere of influence of its brand in the global market with its innovative products. Aksa Power Generation was one of the first companies in the world to manufacture generators that run on natural gas. The company is also the indisputable leader in synchronized generators. With its recent R&D investments, Aksa Power Generation is focused on environmentally friendly generators that feature higher fuel-efficiency and lower noise levels.



Our Vision

To produce solutions that meet all energy needs of people so they can continue their daily lives without interruption...

Our Mission

To be a company that provides 360-degree solutions to energy needs in all areas of life, that can quickly take and implement action via all its operational functions, that places customer satisfaction at the center of its strategy, and that leads the industry in every geography where it operates.

A SENSE OF BELONGING
Commitment to corporate culture and core values

QUALITY
100% customer satisfaction, innovative

RESPONSIBILITY
Reliable

ACTION
Agile, making a difference

Our Competitive Advantages

> Power generator manufacturing facility with the world's largest production capacity
> The first and only Turkish generator company to manufacture in the USA
> The only generator company with the accolade of the Turquality brand
> Turkey's first generator manufacturer with sales on its own e-commerce website
> Growing footprint in the global arena with its new trade center in the Netherlands
> 25 locations across the world
> Affordable pricing
> Extensive engine options
> Superior synchronization experience
> Enhanced product portfolio
> Widespread leasing network and after-sales services
> Short delivery time
> Industry specific solutions

Our Goals and Objectives

> To maintain our leadership position in Turkey and to be one of the leading and most preferred brands of the industry worldwide,
> To manufacture effective, efficient, economical, functional and robust systems that focus on the customer,
> To develop new technologies for products that will make our customers' lives easier.

A long-established corporate structure built on solid foundations



Milestones

1950 Founder of Kazancı Holding, Ali Metin Kazancı, started his business career at the end of the 1950s.

1968 Ali Metin Kazancı founded the Watt Electric Motor Factory, which formed the foundation for the Aksa Group companies.

1983 Kazancı Technical Tools – Spare Parts was founded by Ali Metin Kazancı.

1984 Aksa Machine Industry was founded for generator production and sales activities.

1986 To boost the quality of after-sales services, exploration, assembly, and service projects were transferred to the newly founded Aksa Service and Spare Parts company.

1990 The production and assembly facility in Bayrampaşa was replaced with the largest generator factory at the time, a 20,000 m² facility in Güneşli.

1991 The first regional directorate was opened in Ankara; the company would go on to open seven regional directorates over the next few years.

1994 Production and sales activities were separated, Aksa Power Generation was founded, and manufacturing operations were consolidated under Aksa Power Generation.

1997 ISO 9001 certification was obtained.

1998 With the opening of its office in the UK, Aksa Power Generation's international sales network continued to expand.

2004 Aksa Algeria was founded.



2005 – Aksa Power Generation manufactured natural gas-fueled generators – a first in Turkey.

2007 – By opening its production facility in Changzhou-China, Aksa Power Generation became the first Turkish generator manufacturer with an overseas production investment.

2010 – Aksa USA company was founded

2012 – The generator manufacturing facility featuring the world's largest production capacity was inaugurated in China.

2013 – Aksa Power Generation opened a manufacturing facility in the USA.

2014 – Aksa Iraq office started operations.

2016 – Aksa Ghana and Aksa South Africa companies were founded.

2018 – Aksa Miami office was opened.

2019 – Aksa Power Generation participated in the Turquality brand support program.

The company launched its e-commerce platform: shopaksa.com.tr.

2020 – Aksa Power Generation founded a new production and trade center in Rotterdam, the Netherlands.

Aksa Power Center was opened in St. Louis, Missouri, USA.

Over the years, Aksa Power Generation has received numerous awards recognizing its excellence in different categories.



International Certification and Awards

INTERNATIONAL CERTIFICATIONS

Aksa Power Generation – Turkey

> ISO 9001:2015 Quality Management System
> ISO 14001:2015 Environmental Management System
> ISO 45001:2018 Occupational Health and Safety Management System
> ISO 27001:2013 Information Security Management
> ISO 10002:2018 Customer Satisfaction Management System
> CE Certificate
> ISO 8528-4
> ISO 8528-5 ISO 8528-13
> ISO 8528-8

Aksa Power Generation – China

> ISO 9001:2015 Quality Management System
> ISO 14001:2015 Environmental Management System
> ISO 45001:2018 Occupational Health and Safety Management System
> CE (Alternator) Certificate
> ISO 8528-4
> ISO 8528-5 ISO 8528-13
> CE EMC Certificate

AWARDS

> Doosan Heavy Industries & Construction – "Best Customer of the Year 2020" Award (8th time)
> Electrical and Electronics Exporters' Association (TET) – Export Success Awards 2018 – "Honorary" Award
> SAP Now Turkey Technology Forum 2018 – "Partner of the Year-Customer Experience" Award
> Power Industry Awards 2018 – "Project of the Year (IGA Project)" Award
> FIFEX Football Industry Awards 2017 – "Stadium Energy of the Year (Vodafone Park Project)"
> ITE Uzbekistan 2017 – "Best Product Award"
> Capital 500 Research Awards 2016 – "The Second Ranked Company Increasing Employment the Most in Turkey"
> Istanbul Minerals and Metals Exporters' Association (IMMIB) Stars of Export Awards 2015 – "2nd Place" Award in the "Electrical and Electronic Equipment" category
> Capital 500 Research Awards 2014 – "The Second Ranked Company Increasing Employment the Most in Turkey"
> Istanbul Minerals and Metals Exporters' Association (IMMIB) Stars of Export Awards 2014 – "3rd Place" Award in the "Electrical and Electronic Equipment" category


CE
Signed for Safenet Limited
Low Voltage Directive
Number 1674
CNAS
http: // www.tlc.org.cn
ONLINE CERTIFICATIONS DIRECTORY
Page Bottom
See General Information for Engine Generators
AKSA POWER GENERATION (CHINA) CO LTD
NO 19 NORTH TONGJIANG RD
NEW DISTRICT
CHANGZHOU, JIANGSU 213034 CHINA
Director

Aksa Power Generation in Turkey

Aksa Power Generation operates 81 service points across Turkey with a team of 300 expert staff and 150 vehicles providing 24/7 after sales support and service year round. Thanks to its extensive service network, Aksa Power Generation can respond to any technical issue that customers might experience as quickly as possible.

20 APCs

Aksa Power Centers

100+

Sales and Service Points

24/7

Call Centers




Aksa Samsun
Aksa Trabzon
Aksa Kayseri
Aksa Diyarbakır
Aksa Adana
Aksa Gaziantep
Aksa Şanlıurfa

Global Presence of Aksa Power Generation

Selling to 173 countries, Aksa Power Generation ranks among the top five companies in the global industry with 24 overseas offices and one representative office spanning Asia, Europe, Africa, and America.



25

25 locations abroad

4

3 production facilities and 1 trade center on 3 continents

Istanbul (Turkey)
Changzhou (China)
Louisiana (USA)
Rotterdam-Dordrecht (The Netherlands)

173

Sales to 173 countries


UK
The Netherlands
Kazakhstan
Uzbekistan
Turkey
China
Iraq
Algeria
UAE
Vietnam
Senegal
Ghana
Singapore
Kenya
Indonesia
South African Republic

Executive Board



ALİ METİN KAZANCI
Kazancı Holding Chairman of the Board of Directors
Ali Metin Kazancı's professional career began in 1950 when the foundations were laid for what would later become Kazancı Holding. In 1968, he founded Watt Electric Motor Factory, the initial venture that was the precursor to the Group's companies. Thanks to his successful ventures, Ali Metin Kazancı established various enterprises in the energy sector starting from 1983. In 1994, he consolidated these companies under the umbrella of Kazancı Holding. Ali Metin Kazancı continues to serve as Kazancı Holding's Chairman of the Board of Directors.



ÖMER MUZAFFER BAKTIR
Chief Executive Officer
Ömer Muzaffer Baktır graduated from Istanbul Technical University, Department of Mining Engineering in 1986. He began his professional career at Pamukbank and went on to work in various managerial roles in the banking and industrial sectors. Mr. Baktır served as Executive Vice President of Credits and Marketing at Halkbank and later as CFO and Executive Board Member of Electricity Distribution companies at Cengiz Holding. He was also the Deputy General Manager in charge of Marketing and Transformation at Ziraat Bank and served on the Surveillance and Management Boards of various Ziraat Bank overseas companies. Subsequently, he served as the Chairman of the Board of Directors at Erdemir Group between 2017 and 2018. Mr. Baktır, who has been the Vice Chairman of the Board of Directors of Kazancı Holding since February 5, 2018, also serves as a Member of the Board of Directors at Aksa Energy.



CEMİL KAZANCI
Executive Board Member
Cemil Kazancı began his professional career working at Kazancı Group companies. His first managerial position was in generator manufacturing and sales. Subsequently, he played an active role in the formation of Aksa Energy, which was set up to expand the Group's operations in the energy industry and to generate electricity starting from 1997. In addition to his duties as Chairman of the Board of Directors and CEO at Aksa Energy, Cemil Kazancı is the Vice Chairman and CEO of Kazancı Holding and a Member of the Board of Directors in Group companies.



NECATİ BAYKAL
Executive Board Member
Necati Baykal was born in Rize in 1950 and graduated from Istanbul Technical University, Faculty of Mechanical Engineering in 1972. Having started his career in 1982 at Watt Electric Motor Factory as Production Planning Manager, Necati Baykal became Imports Manager in 1984 at Aksa Machine Industries. After serving in various executive positions at Kazancı Holding Group companies, he was appointed as the Chairman of the Board of Directors at Aksa Power Generation. Currently, Mr. Baykal serves as Chairman of the Board at Aksa Power Generation, Aksa Sales and Marketing, Aksa Anadolu Machinery Sales, Aksa Ankara Machinery Sales and Service, Fırat and Çoruh Aksa Electricity Distribution companies. He is also a Board Member at Aksa Group Natural Gas Distribution companies.



BARIŞ ERDENİZ
Executive Board Member
Barış Erdeniz graduated from Doğuş College and completed his undergraduate studies at Yeditepe University in International Trade and Business Management in 2010. Mr. Erdeniz started his professional career as Business Development Director at Turmak Makina. He entered the energy sector through a company he founded in 2013 to operate in electricity sales. Mr. Erdeniz joined Kazancı Holding as a Management Consultant via his firm Erdeniz Management Consultancy in 2014. In this position, he completed many successful projects that added value to Kazancı Holding's business processes in organizational development, operational efficiency and digital transformation. He was subsequently appointed as a Board Member at Kazancı Holding as of August 2017. Mr. Erdeniz has spearheaded investments in operational excellence and digitalization across various departments at the Holding, including Human Resources, Information Technologies, Supply Chain, Law and Audit since 2017. In addition, he is responsible for the Electricity, Agriculture and Tourism activities of Kazancı Holding. Barış Erdeniz was appointed as a Member of Aksa Energy's Executive Committee as of January 2021.

Senior Management



ABİDİN VOLKAN KARAÇALI
General Manager, Global Marketing
Abidin Volkan Karaçalı was born in İzmir in 1977. He graduated from Dokuz Eylül University, Department of Economics in 2001 and then completed his master's degree at the University of Geneva, Faculty of Economics and Social Sciences, Department of Business Management in Switzerland. Starting his professional career in 2006, Abidin Volkan Karaçalı worked as Sales Representative for five years at Vestel Dış Ticaret A.Ş. and Regional Sales Manager for the following five years, covering the Middle East, Africa, Asia-Pacific, America and Far East regions. Most recently, he served as Assistant General Manager at Vestel Ticaret A.Ş. for five years, with a focus on sales, marketing and business development activities. Mr. Karaçalı has worked as the General Manager, Global Marketing at Aksa Power Generation since November 2020.



NAZMİ ATALAY
General Manager, Global Manufacture and Operations
Nazmi Atalay was born in Çanakkale in 1968. He graduated from Yıldız University, Mechanical Engineering in 1989, and completed a Business Specialization program at Istanbul University, Business School, Graduate School of Business in 1990. Having started his professional career the same year, Mr. Atalay began working at Aksa Power Generation in 1992. While at the company, he served as Sales Engineer, Regional Manager, General Manager, Vice President and Member of the Board of Directors at domestic and international locations and at headquarters. Currently, Mr. Atalay is the Global Production and Operations General Manager at Aksa Power Generation.



RIDVAN ÖZER
General Manager, Global Sales and Rental
Rıdvan Özer was born in Istanbul in 1973. He is a graduate of Yıldız Technical University, Naval Architecture and Marine Engineering. Mr. Özer also graduated from Sabancı University Borusan Leadership Faculty and Sabancı University Borusan Sales Faculty. In addition, he is a Certified Six Sigma Black Belt. Having started his professional career in 1995, Mr. Özer worked as a Sales Manager at Borusan Power Systems – Caterpillar for 17 years and as General Manager for seven years in different regions of Aggreko company. With a 24-year career in the generator industry, Rıdvan Özer has served as the General Manager, Global Sales and Rental at Aksa Power Generation since January 2020.



ŞEVKET HAKAN ÖZGÜLER
Financial Affairs-Generator CFO
Hakan Özgüler was born in Istanbul in 1966. He graduated from Private Saint-Michel French High School and completed his undergraduate studies at Istanbul University, Department of Economics. Over the course of his 35-year professional career, Mr. Özgüler has worked in the banking sector for 13 years and in the real sector for 12 years with Aksa Power Generation. Hakan Özgüler, who also completed the Koç University Executive MBA program during his banking years, has served as CFO of Aksa Power Generation since December 2014.

Developments in 2020

Plans for growth in Europe and global markets

Aksa Power Generation continues to be the most preferred brand of many high profile projects.

Aksa Power Generation opened its new production and trade center in the Netherlands

As part of its global growth strategy, Aksa Power Generation started up operations in the Netherlands in 2020. This latest facility joins the company's existing production facilities in Turkey, USA and China and its extensive sales network spanning five continents. In line with its plans to grow its share in Europe and global markets, Aksa Power Generation opened its new trade center in Dordrecht – one of the most important cities of the Rotterdam region and home to Europe's largest port. Aksa Power Generation will gain logistical advantages with this strategically located facility. From there, the company plans to offer to the European market hybrid generator systems, which use renewable energy sources. These advanced systems stand out in the market thanks to their economical, efficient and environmentally friendly technology.

We bolstered our presence in the USA with Aksa Power Center

Aiming to expand its global footprint as one of the world's top three generator manufacturers by 2025, Aksa Power Generation is moving toward this objective every day with its new strategies in the US market. Aksa USA started up operations in 2020 with Aksa Power Center located in St. Louis Missouri region. Aksa Power Center was established in a strategic location to capitalize on potential opportunities in America. Aksa USA has formed its corporate structure with an expert and well-experienced staff.

Strong support from Aksa Power Generation to the health care sector

Aksa Power Generation has started to provide 24/7 free service for generator failure demands and needs of all health care institutions and hospitals to support Turkey's fight against the Covid-19 pandemic. As part of this effort, Aksa Power Generation reached out to all hospitals and health care institutions in Turkey. The company provided the necessary information and shared the Emergency Support codes with these critical institutions in order to give them priority access when needed.

Aksa Power Generation met the generator needs of Covid-19 field hospitals

In 2020, Aksa Power Generation met the generator needs of Yeşilköy and Sancaktepe Hospitals, two special facilities put into service to protect public health especially in response to the Covid-19 pandemic. The company produced and delivered a 20 MVA generator within 11 days for the two field hospitals, which were built in a very short time for emergency use during outbreaks and disasters.

We are closer to our customers than ever with shop.aksa.com.tr

As the first generator manufacturer to introduce e-commerce generator sales in Turkey, Aksa Power Generation closely monitors production and marketing trends around the world. With its new online sales platform, the company offered its customers the opportunity to research and quickly purchase its wide range of products. The shop.aksa.com.tr website features Aksa Power Generation's portable generators for home, camp, workplace and industrial use. This new sales platform is designed to serve all the purchasing behaviors and needs of its customers.

Twin Power: The newest member of our environmentally friendly, safe and energy-efficient product range

Aksa Power Generation launched an addition to its line of environmentally friendly, safe and energy-efficient products in 2020. Twin Power Gensets provide twice the energy of a standard single generator thanks to their double generator design. Unlike single units, the new gensets also deliver greater agility and uninterrupted power at changing load requirements while offering users a high level of flexibility, reliability and performance. The new Twin Power Gensets, together with solutions offered to numerous sectors including hospitals, airports, banks, data centers, are suitable for use in many critical areas away from the main electricity grid – such as construction sites, agricultural fields, oil and gas fields outside the city center.

We bolstered our global competitiveness by implementing a new management structure

Operating across an extensive geography, Aksa Power Generation implemented a new management structure in order to boost its global brand image and market reputation in line with changing trends and growth strategies.

Aksa Power Generation remains the uninterrupted energy source of TEKNOFEST

In 2020, Aksa Power Generation was once again the energy sponsor of TEKNOFEST, a major event in Turkish aviation and space sciences. TEKNOFEST is organized under the leadership of the Turkish Technology Team Foundation and the Ministry of Industry and Technology with the support of the country's major institutions and companies. The event was held at Gaziantep Middle East Fair Center on September 24-27, 2020. Aksa Power Generation took part in this key event with its own stand, supplied uninterrupted energy support and shared its expert engineering approach, and R&D investments with TEKNOFEST attendees.

Giant event is supplied energy support by Aksa Power Generation

Aksa Power Generation supplied an uninterrupted energy supply to Turkey's biggest and most prestigious motor sports event. The mega-event was held in Istanbul for the first time after a nine-year break at Intercity Istanbul Park on November 13-15, with the cooperation of the Istanbul Metropolitan Municipality. At the motor sports event, the main electrical energy supply, including the entire track, was delivered by Aksa brand generators while the grid energy was kept as a backup. Aksa Power Generation is the uninterrupted source of energy for many prestigious events in Turkey and globally. Energy support was provided to this event with Aksa generators located at many different points around Intercity Istanbul Park, since an uninterrupted service infrastructure is critical during the race.

Aksa Power Generation dominates Chinese railway investments

Committed to growing its presence in all countries where it operates, Aksa Power Generation strives to be the most preferred brand of many high profile projects. The company delivered uninterrupted energy at 2,250 kVA via solutions for the energy infrastructure of the corporate data center of China's largest railway investor.

Aksa Power Generation was named "Customer of the Year" for the eighth time

In 2020, Aksa Power Generation received the "Customer of the Year" award for the eighth time as a result of an evaluation by customers of Doosan Heavy Industries & Construction, the world's leading engine manufacturer. To recognize companies that sell the most Doosan engine generators, the annual ceremony is organized by the South Korea-based company. In 2020, the awards ceremony was held as part of the Middle East Energy 2020 Fair. The fair is the largest event of its kind in the Middle East that brings together the renewable energy and electricity industries.



ABİDİN VOLKAN KARAÇALI
General Manager,
Global Marketing

We left behind a year when we made major progress toward our global growth objective. By opening our new production and trade center in the Netherlands, we further demonstrated our commitment to being globally competitive.

Use of ecofriendly polyester powder paint in all products

1-3,125

kVa
Production Range

Production Facilities and Trade Center



Istanbul, Turkey
> 20,000 m² indoor space
> 3x more production capacity with the new manufacturing facility in Çerkezköy in 2021



Changzhou, China
> 120,000 m² indoor space: World's largest production capacity
> 16 testing rooms



Louisiana, USA
> 10,000 m² indoor space
> Specific solutions for the North American region



Rotterdam, the Netherlands
> 2,000 m² indoor space
> European origin products

Aksa Power Generation's new production facility in Çerkezköy, Tekirdağ will have a total area of 60,000 m². The facility is scheduled to start operating in 2021 after completion of construction work.

In response to market demand, Aksa Power Generation supplies its customers with diesel engine gensets certified at European EU Stage 2, and American EPA (Environmental Protection Agency) Tier 2 and Tier 3 emission levels.

Aksa Power Generation manufactures generators between 1 kVA and 3,125 kVA, which can run on petrol, diesel, and natural gas, as well as supplementary marine generators, lighting towers, and generator hardware. The company produces generators at its factories in Istanbul (Turkey, 20,000 m^2 indoor space), Changzhou (China, 120,000 m^2 indoor space), Louisiana (USA, 10,000 m^2 indoor space), and at the trade center at Rotterdam-Dordrecht (the Netherlands, 2,000 m^2 indoor space).

When dying the cabins and chassis it produces, Aksa Power Generation uses TGIC-free triglycidyl isocyanurate and lead-free polyester powder coatings, which are both ecofriendly and non-toxic to human health.

Wastewater generated at the company's Istanbul-based production facilities is discharged to Istanbul Water and Sewerage Administration (İSKİ) after processing at the treatment plant to prevent any negative impact to the environment. Aksa Power Generation holds a Quality Control License by İSKİ for discharge processes.

In response to market demand, Aksa Power Generation supplies its customers with diesel engine gensets certified at European EU Stage 2, and American EPA (Environmental Protection Agency) Tier 2 and Tier 3 emission levels.

Products

Since its founding, Aksa Power Generation has shaped its operations with a vision of developing innovations and introducing trends, not simply following the market. To this end, the company has adopted the principle of providing high quality state-of-the-art technology products to its customers. In 2020, Aksa Power Generation further expanded the strength and influence of its brand in global markets with its innovative product line. The company boosted its capacity to respond to rising demand for generators in parallel with the ever-growing energy demand with customizable solutions, such as the Twin Power gensets it developed during the year. Aksa Power Generation's market leading products and sector solutions include:

Basic Product Groups
> Diesel Generating Sets
> Portable Generating Sets
> Natural Gas Generating Sets
> Marine Generating Sets
> Lighting Towers

Twin Power Gensets
In 2020, Aksa Power Generation added Twin Power gensets to its product range as a result of ongoing R&D efforts. These high performance generators offer twice the power, reliability and continuity of a single standard generator.

Having demonstrated unprecedented flexibility and performance, the Twin Power product line provides twice as much backup and reliability with two generator sets under one hood. The ability of two engines to work in synchronous and backup mode provides 24/7 power supply. Meanwhile, the central control and monitoring system simplifies installation and commissioning in the field. In addition, the new line provides significant savings in terms of total investment and operating costs.

Twin Power gensets are designed for use in hospitals, airports, banks, data centers and many other strategic facilities which are removed from the main electricity grid, such as construction sites, agricultural fields, oil and remote gas fields.



NAZMİ ATALAY
General Manager, Global Manufacture and Operations

We are responsible for the bright future of our world. While making a difference with our production capabilities in our sector, we are moving forward with our environmentally friendly approach in manufacturing.

Our Production Strength and Products

Aksa hybrid generator is suitable for remote and high altitude extreme climate conditions and allows users to remotely access and check data entries.



Hybrid Generator
Hybrid generators, developed internally by Aksa Power Generation with its own R&D resources in 2016, are economical, efficient and environmentally friendly generator systems that use renewable energy sources.

Today, continuity of energy supply is more important than ever. Aksa Power Generation offers its customers reliable, economical and environmentally friendly solutions with its hybrid generators. Providing up to 70% fuel savings with integrated battery tank and optional solar panels and wind turbines, hybrid generators respect the environment with their low sound levels and low exhaust emissions.

Aksa hybrid generators are suitable for remote and high altitude extreme climate conditions. The company's hybrid solutions come equipped with Remote Management System (RMS) software, allowing users to remotely access and check data entries. Users can control all the installation locations via a map and monitor their status with color indicators.

Cogeneration – Trigeneration
Due to rapidly growing energy demand in recent years, industrial and social facilities increasingly seek alternative solutions to meet their energy needs with energy efficient and environmentally friendly systems. Combination heat and power systems, which enable the simultaneous production of multiple types of energy with a single fuel input, are especially demanded by these facilities. Aksa Power Generation's cogeneration and trigeneration systems meet heating and cooling needs via electrical energy. These alternative solutions provide energy efficiency up to 90% while reducing energy costs.

Benefits of Cogeneration and Trigeneration:

> Opportunity to produce hot water, steam, hot gas, hot oil, or cold water depending on the need while generating electricity,
> Ability to respond to energy consumers' needs in residential, commercial and industrial areas with a wide range of products,
> Uninterrupted, high quality and high efficiency energy production by using propane, diesel, landfill gas, biogas, natural gas in particular, among others,
> Capability to use low pressure gaseous fuels without investing in a compressor,
> Ease of use in residential and commercial areas with its unique design and low noise level,
> Ability to work in parallel with the electricity grid, independent of the grid or as a backup power source,
> Environmentally friendly with low exhaust gas emissions and high combustion efficiency,
> A profitable investment that pays for itself in a short time with its low operating costs and continuous reliable operation,
> Since the number of working parts is less than other cooling groups, the probability of failure is low,
> Maintenance requirements are fewer,
> Due to the low number of parts in the system, the noise level is much reduced,
> Energy costs are low.







Aksa Power Generation offers the most suitable and reliable solutions for the power needs of data centers, a fast-growing phenomenon in recent years, with generators ranging between 550-3,000 kVA.

Data Center Power Systems

The most critical feature for the safe operation of data centers, which store and secure large amounts of data, is ensuring that the electrical energy supply is not interrupted. Aksa Power Generation offers the most suitable and reliable solutions for the power needs of data centers, a fast-growing phenomenon in recent years, with generators ranging between 550-3,000 kVA.

In 2019, Aksa Power Generation established an Asia Pacific-based company to produce high-tech generators by joining forces with the Japanese industrial giant Mitsubishi. With this strategic cooperation, Aksa Power Generation increased its overall effectiveness, especially in data center projects, backed by the synergy and engineering power of Mitsubishi.

Aksa Power Generation – Service Branch

Aksa Power Generation operates 81 service points across Turkey with a team of 300 expert staff and 150 vehicles providing 24/7 after sales support and service year round. Thanks to its extensive network, the company can respond to any technical issues customers might experience as quickly as possible.

Expert teams at regional offices and APCs, together with ample stock of the most frequently needed spare parts, differentiate Aksa Power Generation from the competition in terms of service quality. The company is currently investing in a training network to introduce its authorized services in Turkey as its latest innovation in the industry.

Our Sales Operations

Aksa Power Generation is Turkey's 96th largest exporter.

Aksa Power Generation demonstrated its commitment to the large and highly competitive American market by opening Aksa Power Center located in St. Louis, Missouri under the Aksa USA structure.

Aksa Power Generation delivers its extensive product range to consumers at affordable prices via 20 APC (Aksa Power Center) sales points across Turkey. The company has been the undisputed leader of Turkey's generator market for many years.

Aksa Power Generation's growth strategy focuses on global objectives and continuously expanding its worldwide sales network. At year-end 2020, the company offers innovative and high quality products to its customers in 173 countries with 24 regional offices and one representative office in Asia, Europe, Middle East, Africa, and America. Aksa Power Generation is Turkey's 96th largest exporter.

Despite the challenging conditions in 2020, Aksa Power Generation moved forward with its investment plan and took a major step forward in line with its global growth strategies during the year. With its new trade center opened in Rotterdam, the Netherlands, Aksa Power Generation aims to boost its global market share by focusing on all export markets, especially Western Europe. With this key investment, Aksa Power Generation plans to develop products for the rapidly growing data centers in the European market, especially hybrid generators focusing on energy efficiency for telecommunication and infrastructure markets. The company also aims to lead the transformation of the sector in parallel with the continent's sustainability goals.

During the year, Aksa Power Generation demonstrated its commitment to the large and highly competitive American market by opening Aksa Power Center located in St. Louis, Missouri under the Aksa USA structure. Aksa Power Center benefits from a strategic location and strong position to seize potential opportunities in the vast US market. APC in St. Louis also boasts an expertly trained and highly experienced staff.

As a leader of the world generator market, Aksa Power Generation engages in ongoing efforts to increase its brand awareness, reputation and market profile while highlighting its sector-specific solutions that meet a wide range of customer needs. Aksa Rental provides generator rentals in Turkey and abroad at the headquarters offices in Istanbul and Dubai and at Kazakhstan Atyrau. Leasing opportunities encompass an extensive product range consisting of fuel and diesel based generator sets with an experienced staff. With this approach, Aksa Rental significantly contributed to the success of Aksa Power Generation in the markets where it operates and to its journey to the pinnacle of in the global generator industry.

Aksa Rental can also provide package deals to meet its customers' periodic and ongoing energy needs – including exploration, assembly, service, and transportation solutions. Aksa Rental boasts Turkey's biggest generator fleet with capacities ranging from 1-3,125 kVA.

Aksa Rental Mobile Generators are designed for situations that might require an urgent energy supply and constitute a first in this field in Turkey. The system can supply energy up to 400 kVA with a single mobile generator, and up to 1,200 kVA with synchronized gensets.

Thanks to their exceptional insulation, Aksa Mobile Generators are classified as "Super Quiet." Featuring advanced operating features, Aksa Mobile Generators can deliver energy for major events and are preferred for many large-scale projects and construction sites.

Aksa Power Generation aims to further expand its sales volume by penetrating every aspect of life where energy is needed and by introducing a broad range of users to its quality solutions. To these ends, the company differentiates in the market with its secondhand generators. Aksa Secondhand Generator Department was established to provide reliable and professional services for second hand generator purchases and sales. Secondhand generators are appraised on-site by highly qualified engineers specialized in this area and are evaluated under the best terms and at optimal pricing. Generators that have passed rigorous quality control testing after extensive overhauls are offered for sale by the Aksa Secondhand Generator Department. These refurbished products are also placed under warranty along with a periodic maintenance agreement. Upon customer request, old generators can be removed from their existing locations and replaced with new ones that provide the best power range for their requirements.

Aksa Power Generation is a sector leader in secondhand generator purchase and sales thanks to:

> Quality control testing prior to the secondhand sale,
> Support provided by expert technical teams,
> Best sales prices reflecting the value of approved products,
> Comprehensive post-sales support,
> Warranty for secondhand generators,
> Spare parts support, and
> Immediate solutions from a widespread service network.

2021 Targets

In the coming year, Aksa Power Generation plans to boost its effectiveness in foreign markets by modifying its organizational structure and expanding its production and sales network. The company is closely monitoring potential opportunities to expand its sales network in the Asia Pacific, African, South American and European markets. Aksa Power Generation aims to increase sales by further expanding its global influence of its brand in line with its strategic goals. The company's primary objective is to deliver a continuous supply of energy to every aspect of life.



RIDVAN ÖZER
General Manager,
Global Sales and Rental

In 2020, we instituted major organizational change. While seeing the positive results of this reorganization in a short time, we implemented key projects in many sectors, including data centers, mining, health care and finance. These efforts will boost our sales efficiency across our global organization.

Our Financial Strength

Strong results in challenging times



At year-end 2020, Aksa Power Generation reported net sales of TRY 1.6 billion, up 7% compared to the previous year.

Financial and Operational Indicators

Financial Indicators	2019	2020
Net Sales (TRY)	1,501,129,611	1,602,781,917
Net Sales Change (%)	15.7%	6.77%
EBITDA (TRY)	173,195,602	234,939,721
EBITDA Change (%)	1.3%	35.65%
Total Assets (TRY)	2,238,572,034	2,618,628,432
Equity (TRY)	373,677,257	357,910,846
EBITDA/Total Assets (%)	7.7%	9.0%
Export Amount (TRY)	963,891,174	970,223,303





ŞEVKET HAKAN ÖZGÜLER
Financial Affairs – CFO

We are committed to continuously improving our productivity with our leadership vision and our focus on innovation. We aim to further expand our sales volume by bolstering our global competitiveness with new approaches and increase our net sales, which climbed to TRY 1.6 billion in 2020.

Our Projects

Aksa Power Generation pursues high profile projects at home and abroad.

During the pandemic, Aksa Power Generation continued to grow while taking on critical roles in high profile projects in Turkey and around the globe. These included Istanbul New Airport and field hospitals in Turkey, as well as metro, airport and hospital projects in Europe, telecommunications, airport and hotel projects in Africa, data center projects in Asia Pacific, and university and hospital projects in the Middle East.

Providing uninterrupted energy to its customers with its superior quality, high performance products, Aksa Power Generation ensures the success of projects by addressing the unique dynamics and differences of all the markets where it operates. In 2020, the company participated in many successful reference projects worldwide with its range of products specialized in terms of performance and power range in addition to its sector-specific solutions.

During the pandemic, Aksa Power Generation continued to grow while taking on critical roles in high profile projects in Turkey and around the globe. These included Istanbul New Airport and field hospitals in Turkey, as well as metro, airport and hospital projects in Europe, telecommunications, airport and hotel projects in Africa, data center projects in the Asia-Pacific, and university and hospital projects in the Middle East. Other projects that the company recently completed in the international arena include mega projects such as Ghana Kotoka Airport, Ashkhabad Olympic Complex, and a 10 MW power plant in the Republic of Vanuatu, in the Asia-Pacific.

2020 Projects



Field Hospitals Project
Aksa Power Generation produced and delivered 20 MVA generators within 11 days for the Emergency Hospitals Prof. Dr. Feriha Öz in Sancaktepe, Prof. Dr. Murat Dilmener in Yeşilköy. Construction of these facilities was completed in a short time during the fight against the Covid-19 pandemic. Aksa Power Generation continues to supply an uninterrupted energy supply to hospitals in many countries – such as the USA, China, Belgium, Kazakhstan, Ghana, Indonesia, Egypt and Turkmenistan – during the pandemic period.



Macedonian Telecom Project
For a data center project in Macedonia of a leading European telecom provider with 25 million subscribers, Aksa Power Generation delivered generator support with 2,500 kVA to ensure uninterrupted operations.



South African Project
Aiming to elevate its global brand value and customer satisfaction to the highest level, Aksa met the backup energy needs of a major industrial facility in South Africa with 5.8 MW synchronous generators. While the industrial, agriculture, health and tourism sectors stand out in this region, Aksa Power Generation is also focused on South Africa's mining and construction sectors.



China Data Center Project
Aksa Power Generation provided uninterrupted energy of 2,250 kVA with specialized data center solutions for China's largest railway investment. In addition to its sector experience in data centers, Aksa Power Generation is continuously expanding its reach in the Asia-Pacific market with its product range and solutions suitable for advanced technology.



Batum-Georgia Housing and Hotel Projects
In 2020, Aksa Power Generation supplied uninterrupted energy of 2,500 kVA to residential housing and hotel development projects in Georgia's Batum region.



UK Data Center Project
Aksa Power Generation supplied uninterrupted energy support with a capacity of 2.1 MW in the new investment of one of the UK's most important data centers, as part of its effort to expand in the European market.



Azerbaijan Water Treatment Plant Project
Aksa Power Generation supplied a total of 2.4 MW of backup power to one of Azerbaijan's largest and most important water treatment plants.



Belgium Hospital Project
Having supplied energy of 1,400 kVA for a hospital project in Belgium and thanks to its restructuring, Aksa Power Generation delivers quality products and services with solutions specific to the health care sector in Europe.

Our Information Technologies and R&D Capabilities

Technology and digital transformation efforts



Aksa Power Generation is preparing major projects in order to realize its digital transformation during 2021.

Information Technologies

In 2020, Aksa Power Generation launched its new service system with the SAP Hybris Dynamo Phase 2 project. This effort is designed to help the company conduct its production operations, sales and after-sales activities, which previously used multiple systems, in a more controlled and efficient manner while continuously improving the product and service quality offered to its customers.

A key step was taken to keep the data in a single system by enabling the SAP Hybris product to be used in the company's overseas offices.

Comprehensive work was carried out on Aksa Power Generation's systems that will form the foundation for its data analytics studies. Upgrades are planned for the coming year to make the systems infrastructure suitable for future projects.

In 2021, Aksa Power Generation aims to focus on combining advanced technology with its innovative and customer-based approach. Technological development is a key factor of the leadership race in each business area. As a result, the company is committed to continuously improving its capabilities by focusing on technology and digital transformation.

Aksa Power Generation is using digitalization in a wide range of areas, from advanced data analytics and mobile technologies to the internet of things (IOT) and Industry 4.0 applications. The company is preparing major projects in order to realize its digital transformation during 2021.

Equipping the production processes of the company's new manufacturing facilities with the most up-to-date technologies in line with Industry 4.0 is a strategic priority. In addition, Aksa Power Generation aims to simplify its non-manufacturing processes in order to boost productivity. The company seeks to enable employees to focus on more value-added activities by facilitating their day-to-day work with digital technologies.



Aksa Power Generation has improved its ability to effectively meet customer demand with its production of hybrid generators and lighting trailers.

R&D

Aksa Power Generation primarily focuses on design analysis in its R&D efforts, with topic areas including sound analysis, 3D drawing, e-planning (electricity projects), and MES production tracking systems.

In 2020, the company completed its hybrid generator and lighting trailer line R&D studies. With the knowledge and experience acquired during these efforts, Aksa Power Generation honed its ability to effectively meet customer demands for production in these burgeoning segments.

Other major R&D projects include:

- Generator selection program prepared by the company for its expert staff,
- Package system that allows remote generator monitoring for use with any AMF module,
- Generator design studies in accordance with UL standards for the US market,
- Certification process of 44 generators determined for data centers,
- Generator project that can operate at 50 Hz-60 Hz power level with a single button when required.

Sustainability Approach of Aksa Power Generation

Committed to minimizing environmental risks



OUR POLICY
Aksa Power Generation aims to protect the environment by adopting and continuously implementing environmental measures encompassing all its employees, visitors, and subcontractors while conducting its business activities at its facilities.

Environmentally Friendly
> Embracing an approach that protects the environment,
> Ensuring that wastes polluting water, air and soil are reused and recycled whenever possible, and that wastes that are not used are disposed of with appropriate methods,
> Re-utilizing waste generated from its business activities,
> Minimizing unwanted impacts – such as noise, vibration, cleanliness, order and visual pollution – at the source,
> Using energy, raw materials and natural resources efficiently,
> Minimizing its environmental risks by taking into account key environmental aspects and tracking technological developments.

Sustainability
> Continuously striving to improve its environmental management system performance,
> Considering environmental impacts when evaluating new investments.

Legal Compliance
> Fulfilling, evaluating periodically and ensuring the continuity of applicable legal and regulatory requirements in its home country and in the countries where it manufactures and/or sells products.

Employee Participation and Collaboration
> Working to raise environmental awareness of its employees, their families, and society at large,
> Informing suppliers and subcontractors providing goods and services to the company about the environment.



Environmental Sustainability

Efforts to continuously improve our environmental performance



During 2020, a total of 1,210 tons of recyclable waste was recovered by contracted companies, and a total of 40 tons of hazardous waste was disposed of by licensed disposal firms.

Aksa Power Generation shaped its sustainability approach on environmental measures and best practices. To this end, Aksa Power Generation established the Environmental Management System, which pledges to:

> Fulfill its legal and regulatory obligations in Turkey and in other countries where it operates, to periodically evaluate them and ensure their continuity,
> Always strive to improve its environmental performance,
> Work to raise environmental awareness of its employees, their families, and society at large,
> Ensure the re-utilization of waste generated as a result of its business activities,
> Minimize the amount of waste causing water, air, and soil pollution and undesirable impacts such as noise and vibrations and to dispose of non-recyclable waste in the required manner,
> Ensure that energy, raw materials, and natural resources are used efficiently,
> Consider environmental impacts when evaluating new investments,
> Inform suppliers and subcontractors providing goods and services about the environment.

Aksa Power Generation's environmental protection efforts can be divided into the following three categories:

Production

> When dying the cabins and chassis it produces, Aksa Power Generation uses TGIC-free triglycidyl isocyanurate and lead-free polyester powder coatings, which are both ecofriendly and non-toxic to human health.
> Wastewater generated at the company's Istanbul-based production facilities is discharged to Istanbul Water and Sewerage Administration (İSKİ) after processing at the treatment plant to prevent any damage to the environment. Aksa Power Generation holds a Quality Control License by İSKİ for discharge processes.
> In response to market demand, Aksa Power Generation supplies its customers with diesel engine gensets certified at European EU Stage 2, and American EPA (Environmental Protection Agency) Tier 2 and Tier 3 emission levels.



Recycling

- Aksa Power Generation sends packaging, nylon and parcel waste from its sold products to ÇEVKO (Foundation for Environmental Protection and Packaging Waste Processing) under a contract signed with this entity. The packaging waste generated during production is collected separately and delivered to licensed recycling facilities for reuse.
- Waste oil generated during engine testing is sent to licensed firms for recycling.
- Waste sludge generated at the water treatment facility is dispatched to licensed hazardous waste disposal facilities.
- Waste batteries consumed in production or at the staff's homes are collected and sent to the municipality for recycling.
- Cooking oil used in the company cafeteria is collected and delivered to licensed firms for recycling purposes.
- Aksa Power Generation manufactures its gensets in line with Waste Electrical and Electronic Equipment (WEEE) and Restriction of Hazardous Substances (ROHS) standards.

Preventing Noise Pollution

As the only Turkish genset manufacturer to conduct its own sound testing, Aksa Power Generation manufactures 28 different products that comply with the universally accepted IEC 34 (International Electrotechnical Commission) standards. The company also undergoes audits by the notified body Szutest.

Activities in 2020

Aksa Power Generation delivers all hazardous and non-hazardous wastes generated during its operations to relevant licensed recycling and disposal firms. Recyclable non-hazardous wastes are delivered to licensed recycling companies in order to minimize the company's negative impacts on the environment and to ensure optimal consumption of natural resources. Hazardous wastes are delivered to licensed waste disposal firms to prevent any harmful impact to the environment.

During 2020, a total of 1,210 tons of recyclable waste was recovered by contracted firms, and a total of 40 tons of hazardous waste was disposed of by licensed disposal companies.

For optimal consumption of natural resources, Aksa Power Generation analyzed its recycling efforts in order to reduce the amount of waste solvents produced by its manufacturing processes. With the company's machinery and equipment investment, 90% of waste solvent is recovered. These machinery and equipment refine the used waste solvent and prepare the processed solvent for reuse.

In line with Kazancı Holding's core principle of sharing the added value generated with society...

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In 2020, Aksa Power Generation postponed various social responsibility initiatives due to precautions and restrictions related to the Covid-19 global pandemic. In the coming year, the company plans to resume implementation of its corporate social responsibility projects. Aksa Power Generation aims to boost the value it creates for society and its stakeholders by supporting Kazancı Holding's broad-based CSR efforts. In addition, the company plans to develop additional initiatives based on sustainability.

ENERGY FOR TOMORROW

In 2019, Kazancı Holding's energy companies – Aksa Energy, Aksa Natural Gas, Aksa Power Generation, and Aksa Electricity – joined forces for a major social responsibility effort: "Energy for Tomorrow." As part of the project, corporate communications teams from the participating Group companies traveled to all parts of Turkey and delivered energy training courses at rural middle schools.

From the start of the project in March 2019 until the outbreak of the pandemic, a team of volunteer corporate communication employees of the Group's energy companies traveled more than 8,500 km and reached about 2,500 students in 25 rural schools across 23 cities. The team visited village schools in Van, Ağrı, Elazığ, Malatya, Balıkesir, Çanakkale, Trabzon, Rize, Amasya, Tokat, Ordu, Giresun, Zonguldak, Düzce, Bolu, Izmir, Manisa, Bursa, Bilecik, Adana, Mersin, Hatay and Osmaniye. Comprehensive instruction and trainings on energy were administered to 5th, 6th, 7th and 8th grade students.

The Energy for Tomorrow team provided students with useful information on every aspect of energy – including energy resources, energy efficiency, efficient use of energy, energy literacy, the concept of clean energy, and energy generation – in addition to background on the Group's energy operations.

To reinforce students' knowledge, an energy themed math game was developed specifically for the project in line with the math curriculum of the Ministry of National Education. Numerous experiments were used to educate the students in an entertaining way. At the conclusion of these instructional activities, students were presented with various items, including Energy Encyclopedia, a specially designed illustrated book on energy, stationery and school supplies, and backpacks. In 2020, Energy for Tomorrow's educational content was transformed into an animated cartoon version.


ZONGULDAK - EREĞLİ
BAYAT
ORTAOKULU
aksa
ENERJİMİZ YARINLARA
aksa

Human Resources

Development-oriented and productive human resources

Aksa Power Generation aims to create value on a global scale with its innovative corporate culture. To this end, the company sees highly qualified employees as its greatest competitive advantage.

Employing people who speak more than 20 different languages from 18 countries, Aksa Power Generation aims to create value on a global scale with its innovative corporate culture. To this end, the company sees highly qualified employees as its greatest competitive advantage. Aksa Power Generation strives to fully implement the Human Resources Policy, which Kazancı Group formulated around the approach of "our most valuable asset is our human capital." The main objectives of Kazancı Holding's human resources activities include:

> Setting a best example in human resources practices in the industry,
> Managing all aspects of human resources related processes effectively in order to create competitive advantage,
> Forming the organizational structure of all Group companies with individuals who are team players, open to change, productive, dynamic, and well-suited to our corporate values,
> Boosting corporate efficiency by implementing practices aimed at improving the performance and development of human resources.

Kazancı Group's human resources management approach includes preparing employees for the specific structure and needs of the industries in which it operates.

The Group also adopts principles and implements practices to ensure that the workforce remains dynamic in line with the Holding's strategic objectives. Kazancı Holding places great importance on a sustainable human resources structure to achieve its long-term goals. The Holding's human resources policies are designed for continuous improvement of the Department's capabilities. The policies are modified and amended as needed in line with long-term company goals. At Kazancı Holding, human resources management and practices are designed to position the organization as "the employer of choice for development-oriented and productive professionals" among current and potential employees. This objective is achieved by creating a work environment that supports employee participation and continuous development while boosting staff performance and commitment.

The core values that form Kazancı Holding's approach to human resources include:

> Respect for people,
> A sense of belonging,
> Right person for the right job,
> Diversity management,
> Equal opportunities,
> Personal and professional development.

The Human Resources Department provides support for employee selection and placement, remuneration and benefits, training-development, performance and the running of organizational processes through a centralized human resources structure. The Department serves all Group companies operating under six different business lines.

Kazancı Holding's Human Resources Department ensures that Group companies are prepared for the present and the future by adopting the right strategies best suited to their respective organizational structure. The Department's activities are based on an accurate understanding of the workforce's human resources related needs and meeting those needs with the most appropriate and efficient solutions.

Number of Employees

2019	1,071
2020	**1,096**



Occupational Health and Safety

Creating and maintaining safe and healthy working conditions

In addition to instruction on Basic OHS issues, all employees completed training on possible risks and hazards in the business and customer areas in January and March.

Aksa Power Generation carries out comprehensive OHS related measures to protect the health and safety of employees and visitors at its facilities during all its business operations.

Aksa Power Generation organizes OHS trainings for employees and subcontractors and provides all resources required to this end. In addition, all necessary measures are taken to prevent injuries and occupational diseases during electrical, mechanical, chemical and test processes and at all other stages of business operations. As part of Aksa Power Generation's OHS Policy:

> Internal Environment Measurements are conducted periodically at the plants and other facilities. Conditions and values of the work environment, including lighting, dust, vibration, noise, temperature, chemicals, and VOC, are reviewed after these measurements are taken and improved if deemed necessary.
> Personal protective equipment is used at factories and other facilities.
> All employees regularly undergo health screenings that the Workplace Physician and OHS Specialist deem appropriate each year.
> OHS trainings are provided to all employees. Staff members received 1,713 person hours of training in 2020.
> All mask wearing-distancing-cleaning rules required during the pandemic are effectively implemented. As a joint effort of the Support Service Branch Training Division and the Human Resources Department, trainings were provided and all paperwork requirements were fulfilled during the year.
> In addition to instruction on Basic OHS issues, all employees completed their training on possible risks and hazards in the business and customer areas and on safety in electrical works in January and March.

OHS Committee meetings are held every two months to discuss developments in Aksa Power Generation's activities related to occupational health and safety and any identified needs. Under the practices carried out during 2020:

> A messaging application that can inform all employees simultaneously was implemented.



- Improvements were made to the ventilation system.
- Required machinery and equipment investments were made to ensure safe working conditions at heights.
- Before any maintenance, repair and overhaul processes are performed at Aksa Power Generation's facilities, it was resolved that the service provider company retained should commence work after having completed all OHS-related measures and documents.
- Service technicians were required to complete their EKAT documentation. Since the relevant training will be given by a public institution, the notification of the institution will be followed. A training plan will be developed to reschedule company trainings canceled in 2020 due to the pandemic in the coming year.
- Convex mirrors were placed at facility security entrances and exits in improve vehicular safety.
- Guests and employees are to wear up-to-date personal protective equipment (PPE) and follow OHS rules and regulations throughout the year and in all work processes; this situation will be monitored by all Committee members.

Since Aksa Power Generation switched from OHSAS 18001 to ISO 45001, the company modified its OHS Policy as follows:

- AKSA POWER GENERATION knows that its success is based on a safe and healthy working environment and the wellbeing of its valued employees.
- AKSA POWER GENERATION aims to conduct its business activities in accordance with applicable national laws and regulations in line with the principle of safe working.

Health and Safety
Aksa Power Generation aims to create and maintain safe and healthy working conditions in order to prevent injuries and deterioration of health of its employees, suppliers and contractors in relation to its business activities.

Leadership
Aksa Power Generation aims to see Occupational Health and Safety efforts as a key part of its main responsibility and to closely follow developments related to health and safety.

Employee Participation
Aksa Power Generation undertakes to contribute to Occupational Health and Safety activities with all its employees.

Improvement
With the participation of all its units, Aksa Power Generation undertakes to improve the ISO 45001 Occupational Health and Safety Management System and processes in accordance with changing conditions and evolving requirements.

Continuity
Aksa Power Generation undertakes to eliminate the dangers and to reach safe solutions by evaluating risks.

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