



**TURCAS PETROL A.Ş. 2019 ORDINARY GENERAL MEETING DATED 28 MAY 2020 – Q&A**

**Question 1: Are there any studies within your Company regarding hybrid, electronic cars, etc. considering downward trend in oil prices?**

**Answer 1:** Decline in oil prices led to a decrease in gas prices as well due to correlation between these two. This is an advantage for our gas fired power plant. On the other hand, we believe new oil drillings will always continue. The major issue is the timing of complete dominance by alternative product for oil. According to the expectation of this transformation, we position our fuel distribution subsidiary Shell & Turcas as mobility center on top of fuel distributor. Our customers can benefit from car wash and market shopping facilities. There are almost 500 Shell Select Shops among our fuel station network of 1,050. Our target is to increase the number of Shell Select Shops to 1,000. With this strategy, we aim to increase our non-fuel revenues. We follow the evolution of energy sector globally and realize R&D investments both via Shell & Turcas in Turkey and Shell globally.

**Question 2: When do you think that Koronavirus will be over?**

**Answer 2:** It would not be appropriate to comment on a scientific and unknown issue. However, we will continue our operations in our portfolio while taking the necessary precautions.

**Questions 3: Turcas didn't provide positive return to its investors for years. Why did Turcas stock lag behind?**

**Answer 3:** Turcas has provided 89% annual nominal return to its investors in 2019 whereas Borsa İstanbul 100 Index provided 25% nominal return.

In a long term perspective, when we evaluate the past 7-8 years, it is true that there is a pressure on both our balance sheet and stock price. During this time period, we invested heavily via utilization of long term FX borrowings. Majority of our revenues are based on Turkish Lira. We have been negatively impacted due to depreciation of Turkish Lira. However, we have successfully repaid our investment loans and we still continue to repay. We focus on long term. In conventional energy segment, our expectations are positive as there is no new supply coming online. In fuel distribution and lubricants segment, we focus on profitable growth. Our geothermal power plant stands out with its USD based revenues.

**Turcas Petrol A.Ş.**

Ahi Evran Caddesi No: 6 Aksoy Plaza Kat: 7

Maslak 34398 Sarıyer, İstanbul, Türkiye

T: +90 212 259 0000

F: +90 212 259 0019

Tic. Sic. No: 171118

www.turcas.com.tr