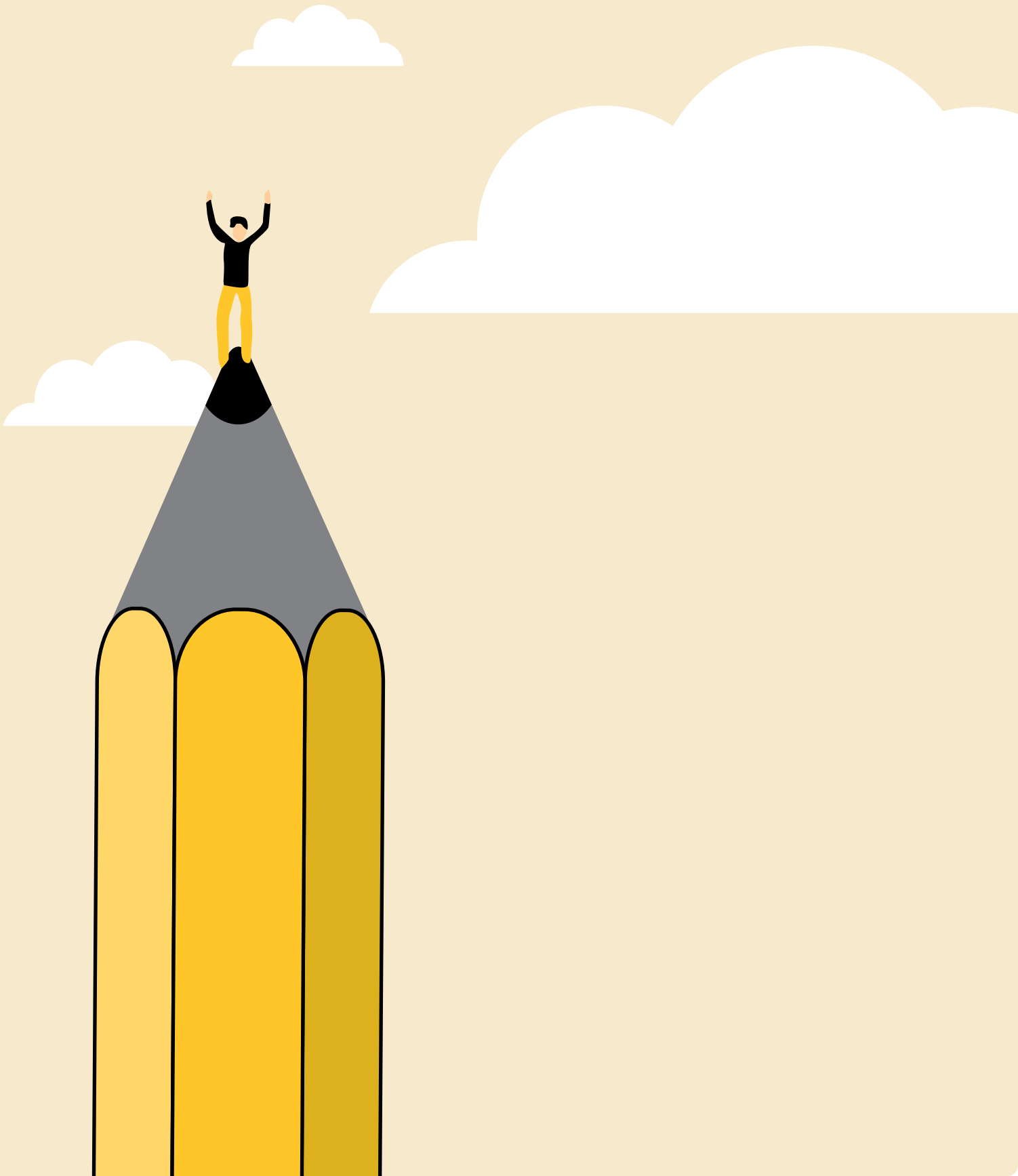




**JANUARY-SEPTEMBER 2024
EARNINGS RELEASE**



Financial Performance

Disclaimer

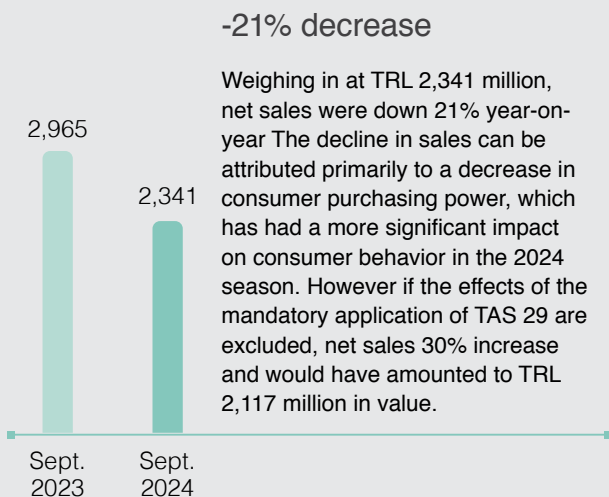
As required by the Capital Markets Board, our 9M 2024 financials have been adjusted to account for the effects of inflation pursuant to TAS 29 ("Financial Reporting in Hyperinflationary Economies"). For this reason, all financial statements presented herein, including comparative data from earlier reporting periods, have been restated in accordance with TAS 29 to account for changes in the overall purchasing power of the Turkish lira. The resulting figures are indicative of the Turkish lira's purchasing power as of 30 September 2024.

(TRL million)	9M23	9M24	%
Net Sales	2,965	2,341	-21%
Gross Profit	1,433	1,203	-16%
EBITDA (BNRI) ⁽¹⁾	901	620	-31%
Net Profit/(Loss) before Tax	763	303	-60%
Net Profit/(Loss)	448	201	-55%
Net Working Capital	1,371	1,719	25%
Net Financial Debt	826	1,174	42%
Free Cash Flow	-467	-928	99%
Gross Profit Margin	48%	51%	
EBITDA (BNRI) Margin ⁽¹⁾	30%	26%	
Net Profit Margin	15%	9%	

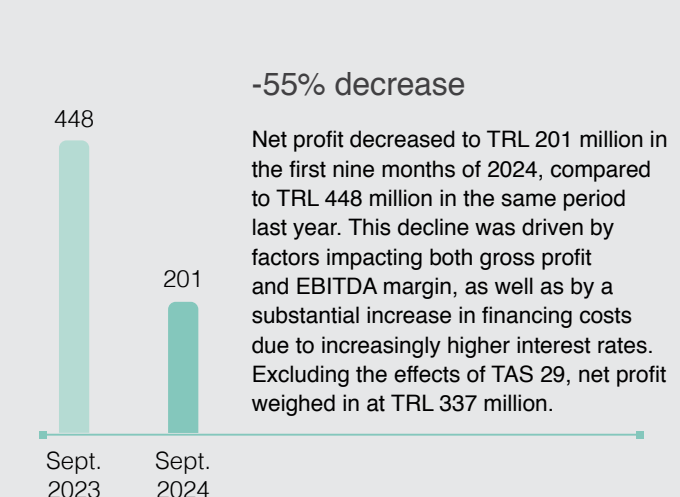
* All figures and tables in this report include IFRS16 impact.

⁽¹⁾ BNRI: Before non-recurring items

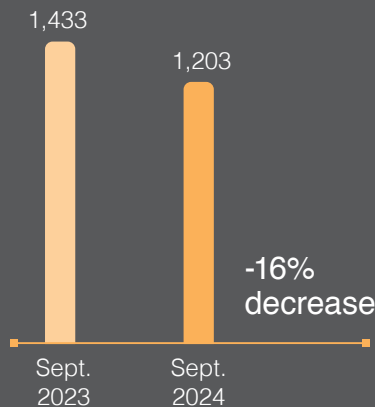
Net Sales (TRL million)



Net Profit (TRL million)



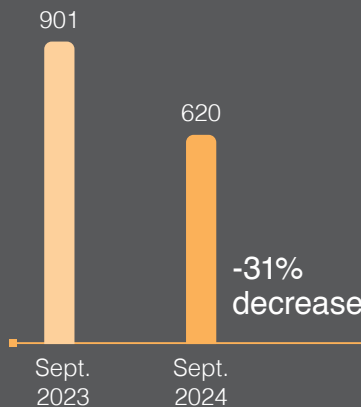
Gross Profit (TRL million)



Gross Profit Margin, %



EBITDA (BNRI) (TRL million)



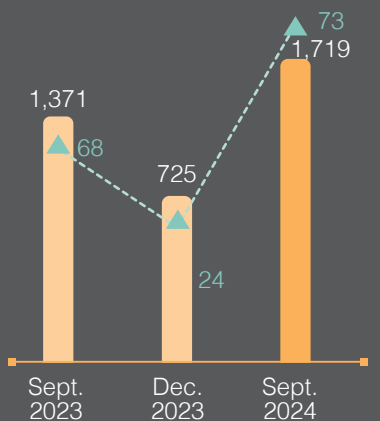
EBITDA (BNRI) Margin, %



9M 2024 gross profit was down by 16% compared to 9M 2023 and amounted to TRL 1,203 million. The company's gross profit margin also improved significantly in 2024 9M, reaching 51%, or 300 basis points above its 2024 9M figure. When we exclude the effects of TMS 29, our gross profit shows a remarkable 1.3-fold increase, reaching TRL 1,261 million. Similarly, our gross profit margin shows a substantial improvement, rising by 300 basis points to 60%.

Turkey's inflationary environment and the associated rise in costs and operating expenses impacted BNRI EBITDA, which declined by 31% year-on-year to TRL 620 million. The BNRI EBITDA margin also decreased, falling by 400 basis points to 26%. Excluding the effects of TMS 29, BNRI EBITDA increased by 12% to TRL 691 million while the BNRI EBITDA margin decreased by 500 basis points to 33%.

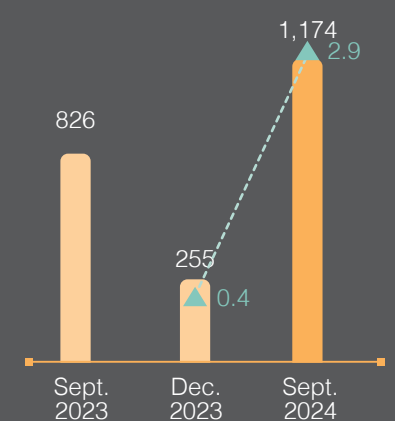
Net Working Capital (TRL million)



Net Working Capital (TRL million)
 Net Working Capital/Net Sales (%)

As of end-September 2024, Adel's net working capital requirement was TRL 1,719 million. Through effective balance sheet management, the company managed to keep the year-on-year increase in NWC to 25%, well below every posted rate of inflation. That said, Adel's net working capital/net sales ratio, which was 46% at end-September 2023, weighed in at 73% as of end-September 2024.

Net Financial Debt (TRL million)

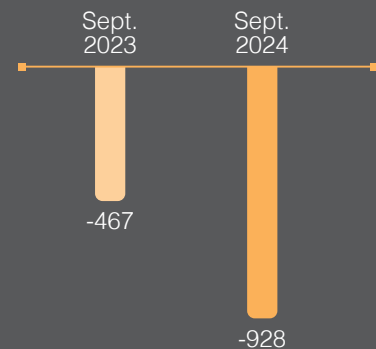


Net Financial Debt (TRL million)
 Net Financial Debt/EBITDA (BNRI)*

The company's as of end-September 2024 net financial debt was up by 42% year-on-year and weighed in at TL 1,174 million as of end-September.

Adel's Net Debt/EBITDA (BNRI) ratio, which was 0.4% at end-2023, increased to 2.9 as of end-September 2024.

Free Cash Flow (TRL million)



As of end-September 2024, Adel showed a negative free cashflow of TRL 928 million. This is TRL 461 million less than what it was at end-September 2023.

* The Net Debt/EBITDA (BNRI) ratio is calculated on the basis of the previous twelve months' EBITDA (BNRI) figures.



Financial Performance

Risks

Financial risk: The risks to which the company is exposed on account of its core business activity and chosen financial instruments broadly include interest rate risk, currency risk, liquidity risk, and credit risk. The company acknowledges the inherent uncertainties and volatilities that give rise to these risks and therefore develops and adheres to policies and procedures designed to ringfence and reduce them.

Interest rate risk: Owing to the cyclical nature of its business, the company requires large amounts of working capital during the first nine months of the year and is therefore highly sensitive to movements in credit interest rates. Interest rate trajectories are influenced by the interplay of geopolitical risks and the evolving dynamics of the country's macroeconomic indicators. Financial statements reflect this. The company generally finances its net working capital requirement (NWC) from its own equity resources when possible but also by borrowing when necessary. To address its

liquidity and interest rate risks, the company closely monitors the maturity profile of its loans and takes proactive measures when needed. These measures include restructuring short-term debt into longer maturities, issuing bonds, discounting receivables to expedite their collection, and diversifying funding sources through alternative financial instruments.

The company's reputation for prudent financial management enables it to secure financing at rates that are consistently below prevailing market rates. Prudent financial management will remain the cornerstone of the company's borrowing policy as it moves forward. We will prioritize maintaining a robust balance sheet that can adequately support our ongoing operations and future growth.

Currency risk: The company's commercial operations expose it to currency risk because its FX-denominated liabilities exceed its FX-denominated assets. To reduce the impact of exchange rate movements on its costs, the

company hedges its currency risk exposure through the use of derivative contracts. The company's risk management policy mandates hedging at least 50% of FX exposure. As of 30 September 2024, the company held no unhedged FX risk.

Credit risk: Most of the orders for the company's goods are received during the first quarter of the year. These orders are generally manufactured, filled, and delivered by the fourth quarter. The company utilizes a variety of payment methods such as credit cards, direct debiting, the Vinov digital payment platform, and postdated checks to streamline collections and mitigate credit risks associated with order-fulfillment. First-quarter promotional campaigns that incentivize credit-card use significantly reduce both collection risks and NWC. The company uses secured-payment systems to cover any remaining dealer receivables and obtains letters of guarantee to protect itself against any otherwise unsecured risks.

Summary Balance Sheet

(TRL million)	31 December 2023	30 September 2024
Cash and equivalents	1,079	330
Short-term financial investments	178	40
Trade receivables	161	1,317
Inventories	836	714
Other current assets	230	67
Current Assets	2,484	2,468
Financial investments	1	1
Other receivables	1	-
Tangible assets	757	743
Right of use assets	183	136
Intangible assets	107	81
Other non-current assets	42	81
Non-Current Assets	1,091	1,042
Total Assets	3,575	3,510
Short term borrowings	1,060	985
Short term portion of long term borrowings	355	138
Trade payables	190	202
Other current liabilities	312	177
Current Liabilities	1,917	1,502
Long term borrowings	97	421
Long term provisions	52	38
Non-Current Liabilities	149	459
Equity	1,509	1,549
Total Liabilities & Equity	3,575	3,510

Financial Performance

Summary Income Statement

(TRL million)	1 January- 30 September 2023	1 January- 30 September 2024
Revenues	2,965	2,341
Cost of sales (-)	-1,532	-1,138
Gross Profit	1,433	1,203
Operating expenses (-)	-677	-735
Other operating income /expense (net)	21	-8
Operating Income	777	460
Income /(expense) from investment operations	6	-18
Profit/loss shares from investments accounted through equity method	-1	-
Financial income/(expense)	-131	-251
Monetary gains / (losses)	112	112
Income/(Loss) Before Tax from Continuing Operations	763	303
Tax income/(expense)	-315	-102
Net Income/(Loss)	448	201
EBITDA (BNRI) ⁽¹⁾	901	620
Profitability Ratios	1 January- 30 September 2023	1 January- 30 September 2024
Gross Profit Margin	48%	51%
Operating Profit Margin	26%	20%
Net Profit Margin	15%	9%
EBITDA (BNRI) Margin ⁽¹⁾	30%	26%
Market Capitalization as of September 30th	12,294	9,849

⁽¹⁾ BNRI: Before non-recurring items

Forward-Looking Statements Disclaimer

This document contains forward-looking statements concerning future performance and should be regarded as the company's good faith assumptions about the future. Such forward-looking statements reflect management's expectations based on currently available information at the time they are made. Adel's actual results are subject to future events and uncertainties that may significantly affect the company's performance.

Additional Information

SUMMARY FINANCIAL INDICATORS NON-COMPLIANT WITH TMS29

The financial information provided below does not include the effects of TAS 29 and is provided for analysis purposes only. These figures are not compliant with the financial report for the period 01.01.2024-30.09.2024 and have not been subject to independent audit.

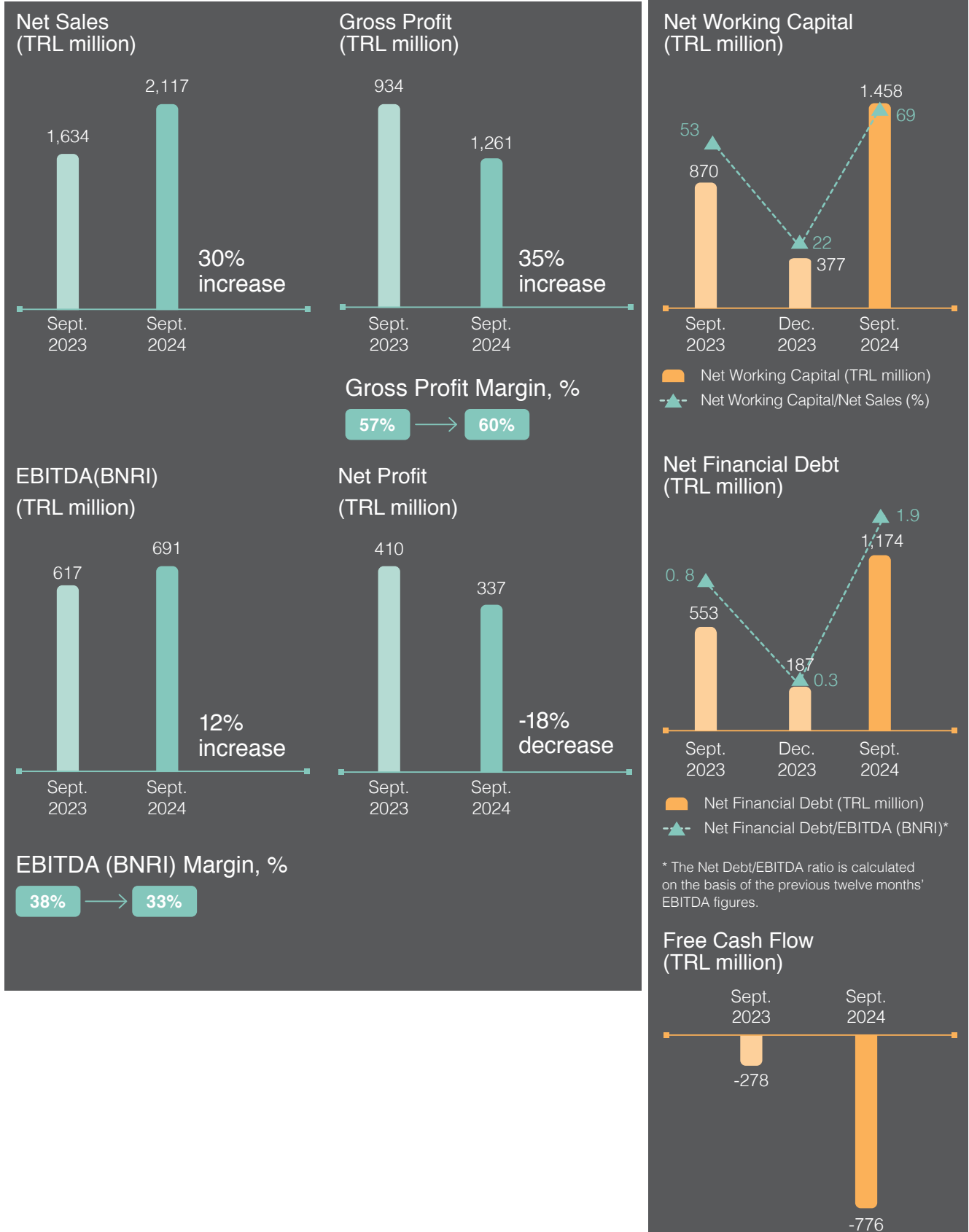
(TRL million)	9M23	9M24	%
Net Sales	1,634	2,117	30%
Gross Profit	934	1,261	35%
EBITDA (BNRI) ⁽¹⁾	617	691	12%
Net Profit/(Loss) before Tax	535	419	-22%
Net Profit/(Loss)	410	337	-18%
Net Working Capital	870	1,458	68%
Net Financial Debt	553	1,174	112%
Free Cash Flow	-278	-776	180%
Gross Profit Margin	57%	60%	
EBITDA (BNRI) Margin ⁽¹⁾	38%	33%	
Net Profit Margin	25%	16%	

* All figures and tables in this report include IFRS16 impact.

⁽¹⁾ BNRI: Before non-recurring items

Additional Information

SUMMARY FINANCIAL INDICATORS NON-COMPLIANT WITH TMS29



Information for Investors

Investor Relations Contact Information

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