

# BOARD OF DIRECTORS' QUARTERLY REPORT FOR PERIOD BETWEEN 01 JANUARY 2013 AND 31 MARCH 2013

#### **RULES FOR PREPARATION**

The Annual Report has been prepared in accordance with Communiqué No: 29, Serial No. XI on Rules for Financial Statements in the Capital Market.

#### Information on Trade Name, Company No, head office and branches of the company

#### AYEN ANONIM SIRKETI

Date of incorporation....: 18.08.1990

Head office....: Hulya Sokak No: 37 G.O.P. /ANKARA

Industry Registration No. : 520264.34

Tax Office/Tax Payer ID. : Cumhuriyet – 119 004 59 30

Purpose and Subject of Activities...... To generate and trade electricity

Company has no branch office.

#### ORGANISATIONAL STRUCTURE OF COMPANY

The organisational structure of company comprises Ayen Enerji Anonim Sirketi and its subsidiaries operating in the same field of activity and consolidated in the financial statements of the company, namely Ayen Ostim Enerji Uretim Sanayi A.S., Kayseri Elektrik Uretim Sanayi ve Ticaret A.S., Ayen Elektrik Ticaret A.S., Aksu Temiz Enerji Elektrik Uretim Sanayi ve Ticaret A.S., Ayel Elektrik Uretim Sanayi ve Ticaret A.S., Arakli Enerji Dogalgaz Sanayi ve Ticaret A.S., and Ayen Dogalgaz Enerji Uretim Sanayi ve Ticaret A.S. These companies together with Ayen AS Energji SHA, an Albanian based company incorporated in accordance with Albanian laws, are called as "Group".

## Shareholding structure of company and any change in related accounting period The shareholding structure of the company as of 31 March 2013 is as follows:

Shareholder	Share Rate	Number of Shares	Value of Shares	Class of Shares
	(%)			
Aydiner Insaat A.S.	56.8738023	9,727,825,965	97,278,259.65	A
Aydiner Insaat A.S.	28.1038374	4.806.945,000	48,069,450.00	B (non-traded)
Mehmet AYDINER	0.0000451	772,200	7,722.00	A
Fatma Nirvana AYDINER	0.0000169	289,575	2,895.75	A
Omer Ali AYDINER	0.0000169	289,575	2,895.75	A
Turhan AYDINER	0.0000169	289,575	2,895.75	A
Turgut AYDINER	0.0000146	250,965	2,509.65	A
Fahrettin Amir ARMAN	0.0000001	2,145	21.45	A
Publically Traded Portion	15.0112866	2,567,565,000	25,675,650.00	B (Traded)
Total	100%	17,104,230,000	171.042.300,00	

The share capital of the company is TRL171,042,300 (One hundred seventy-one million forty-two thousand and three hundred Turkish Liras). This share capital is divided into 17,104,230,000 shares with nominal value of 1 (one) cent each, including 9,729,720,000

Class (A) registered shares. Out of all Class (B) shares 2,567,565,000 are publically traded, bearer shares, and 4,806,945,000 are non-publically traded, registered (bearer) shares. There has been no change in the shareholding structure of the company in this period.

#### The Board of Directors, Executives, limits of powers, and terms of office thereof

The affairs and businesses of the company shall be managed by the Board of Directors of at least 7(Seven) members to be elected by the General Assembly, including 5 (Five) directors to be elected among Class (A) shareholders in accordance with provisions of the Turkish Code of Commerce. The Board of Directors which has been released from their duties in 2012 Ordinary General Meeting held on 08 May 2013, and which were registered in the Turkish Trade Registration Gazette No. 8320 dated 15 May 2013 is as follows:

#### The Board of Directors

Full Name	Duty	Term of Office
Mehmet AYDINER	Chairman of Board of Directors	Three years starting
		from 08.05.2013
Turgut AYDINER	Vice Chairman of Board of Directors	Three years starting
		from 08.05.2013
Ayşe Tuvana AYDINER	Director	Three years starting
KIRAC (on behalf of Aydiner		from 08.05.2013
Insaat A.S.)		
Omer Ali AYDINER	Director	Three years starting
		from 08.05.2013
Fahrettin Amir ARMAN	Director	Three years starting
	General Manager	from 08.05.2013
Metin BOSTANCIOGLU	Independent Director	Three years starting
		from 08.05.2013
Kadir Nejat UNLU	Independent Director	Three years starting
-		from 08.05.2013

### COMMITTEES SET UP BY THE BOARD OF DIRECTORS

#### **Audit Committee**

Full Name	Duty	Date of General Meeting When S/he	Term of Office
		was Elected	
Kadir Nejat Unlu	Chairman of Committee	08 May 2013	08 May 2014
Metin Bostancioglu	Member	08 May 2013	08 May 2014

**Corporate Governance Committee** 

Full Name	Duty	Date of General	Term of Office
		<b>Meeting When S/he</b>	
		was Elected	
Kadir Nejat Unlu	Chairman of Committee	08 May 2013	08 May 2014
Metin Bostancioglu	Member	08 May 2013	08 May 2014
Turgut Aydiner	Member	08 May 2013	08 May 2014

#### **INFORMATION ON GENERAL MEETING**

2012 Ordinary General Meeting held on 08.05.2013 discussed and approved the Proposal for Amendment of Articles of Association submitted by the Board of Directors for amendment of Articles 3 "Purpose and Subject of Activities", 8 "Sale and Transfer of Shares", 12 "Auditor and Duties Thereof", 13 "General Assembly", 14 "Presence of Ministerial Commissary", 16 "Accounting Period", 17 "Determination and Distribution of Profit", 18 "Reserve", and 22 "Compliance with Principles of Corporate Governance" in order to ensure the company complies with the Turkish Code of Commerce No. 6102, the Capital Market Law No. 6362, and secondary legislation, and cause the notice of registration for the same published in the Trade Registration gazette No. 8320 dated 15 May 2013.

#### **DEVELOPMENTS IN THE ENERGY SECTOR**

#### **ELECTRICITY GENERATION IN TURKEY (million kWh)**

		OBI (BIC	1111	11 1 1 0 1	(-		)			
	2009	CHANGE	2010	CHANGE	2011	CHANGE	2012	CHANGE	2013	CHANGE
		ON		ON		ON		ON		ON
		YEARLY		YEARLY		YEARLY		YEARLY		YEARLY
		BASIS		BASIS		BASIS		BASIS		BASIS
		%		%		%		%		%
JANUARY	16,891.6	-5.6	17,501.7	3.6	19,603.1	12.0	21,436.7	9.4	20,678.9	-3.5
FEBRUARY	15,049.8	-8.9	15,837.7	5.2	17,649.9	11.4	19,924.1	12.9	18,297.8	-8.2
MARCH	16,027.1	-2.1	17,119.7	6.8	19,157.5	11.9	20,654.3	7.8	19,841.3	-3.9
APRIL	14,890.4	-5.2	16,362.7	9.9	17,797.3	8.8	18,161.0	2.0		
MAY	15,352.3	-5.5	16,812.9	9.5	17,579.7	4.6	18,772.2	6.8		
JUNE	15,948.0	-3.7	17,311.9	8.6	18,048.7	4.3	19,858.9	10.0		
JULY	17,751.8	-3	19,567.6	10.2	20,947.7	7.1	22,574.1	7.8		
AUGUST	17,815.3	-3.4	20,620.8	15.7	20,491.7	-0.6	21,319.0	4.0		
SEPTEMBER	15,500.8	-3.5	17,139.6	10.6	18,897.7	10.3	19,583.0	3.6		
OCTOBER	16,053.9	7.2	17,291.0	7.7	18,900.5	9.3	17,760.2	-6.0		
NOVEMBER	15,811.7	2.2	16,464.5	4.1	19,188.2	16.5	18,583.9	-3.1		
DECEMBER	17,720.2	11.7	19,177.5	8.2	21,133.1	10.2	20,473.6	-3.1		
TOTAL	194,812.9	-1.8	211,207.6	8.4	229,395.1	8.6	239,101.0	4.2	58,818.0	-5.2

The electricity generation in Turkey in the first quarter of 2013 has decreased by 5.2% compared to same period last year.

Total installed power of Turkey is 57532 MW with 794 plants as of the end of March 2013.

### **INCOME FROM WATER (million m<sup>3</sup>)**

MONTHS	Long-term	2012	2013-10-22	Increase in	Increase on
	Average	Actual	Actual	Long-term	yearly basis
	Income from			Average	%
	Water			%	
JANUARY	4,694.30	4,163.20	5,300.40	12.9	27.3
FEBRUARY	5,165.60	3,879.40	5,502.90	6.5	41.8
MARCH	9,017.70	6,283.70	9,479.30	5.1	50.9
TOTAL	18,877.60	14,326.30	20,282.60	7.4	41.6

Hydropower plants' income from water in the first quarter has increased by 7.4% in terms of long-term average and by 41.6% on yearly basis.

#### **OUR INVESTMENTS**

All of groups of wind turbines and generators to be deployed at **Korkmaz WPP**, a 20MW wind power plant with installed power of 73 million kWh, and **Mordogan WPP**, 30.75MW wind power plant with installed power of 96 million kWh, have been imported in accordance with the Electricity Market Law No. 4628, and at Mordogan WPP installation of all turbines and constructions works have been completed. Construction and installation works related to Korkmaz WPP will begin after all site permits are obtained, and it is planned to commission both power plants in the second half of 2013.

**Fan Basin HPP Project:** Construction works at our power plant project for an 110.70MW HPP with installed power of 380 million kWh, a project executed by Albanian based Ayen AS Energji SHA, have been underway, and works for construction of access roads and the tunnel have been ongoing.

**Akbuk II WPP:** Works for construction of access roads for Akbuk II WPP, a 20MW Wind Power Plant with installed power of 68,153,000 kWh to be built and operated in Akbuk hamlet, town of Didim, Aydin within the scope of Law No. 4628 have started, and formalities for obtaining permits for plant site have been underway.

#### **OPERATIONS**

GENERAL	CAMLICA	AKBUK	YAMULA(*)	AYEN	BUYUKDUZ	AKSU
				OSTIM	(**)	(**)
Location of PP	Zamanti River –	Didim –	Kizilirmak	Ostim –	Town of Kurtun -	Village of Dikme –
	Kayseri	Aydin	River – Kayseri	Ankara	Gumushane	Yahyali - Kayseri
Type of Power	Gated weir with	Wind Power	With Reserve	Combined	Gated weir with	Wind Power Plant
Plant	overfall spillway	Plant		Cycle Natural	overfall spillway	
	and silting tank			Gas Power	and silting tank	
				plant		
Installed Power	84 MW	31.5 MW	100 MW	41 MW	70.8 MW	72 MW
Annual	429 million kWh	122.4 million	422.3 million	280 Million	192 Million kWh	237.2 Million kWh
Generation		kWh	kWh	kWh		
2013 Actual	366.5 million	100.4 million	399.3 million	143.8 Million	64 Million kWh	115 Million kWh
Generation (net)	kWh	kWh	kWh	kWh		
Availability	100%		100%			
Capacity	107%	83%	100%	24%	72%	101%
Utilisation						

Power Plant	2013Q1 Generation kWh	2012 Q1 Generation kWh
Camlica I HEPP	114.216.90	85.428.60
Ayen Ostim	17.022.540	50.249.850
Yamula HEPP	65.604.030	92.755.600
Akbuk WPP	28.836.380	28.564.420
Aksu WPP (*****)	59.704.536	3.456.610
Buyukduz WPP (****)	24.437.870	
Price	2013 Cent/kWh	2012 Cent/kWh
Camlica I HEPP (*)	1.99	2.26
Ayen Ostim (***)		
Yamula HEPP (**)	6.08/7.92	6.08/7.92
Akbuk WPP (***)		_

- \* The 2013 revised tariffs for Camlica HEPP has not been determined yet.
- \*\*\* Prices vary, as Ayen Ostim Natural Gas PP, and Akbuk WPP sell the energy generated at the plant to the free market.
- \*\* The revised tariffs for Yamula HEPP for the period between 01.08.2012 and 31.07.2013 were approved on 21<sup>st</sup> January 2013.
- \*\*\*\* Prices vary, as Akbuk WPP, Aksu WPP, and Buyukduz HEPP sell the energy generated at the plants to the free market. Pursuant to Renewable Energy Resources Law there is a purchase guarantee of 7.3 USD/cents applicable until 31<sup>st</sup> December 2019.
- \*\*\*\*\*\* Commercial operation started at Aksu WPP on 16<sup>th</sup> March 2012 and on 1<sup>st</sup> June 2012 at Buyukduz HEPP.

#### FINANCIAL RATIOS

The basic ratios on financial standing, profitability, and gearing based on financial statements and financial information prepared in accordance with the Communiqué No. 29, Serial No: XI of the Capital Market Board are as follows:

BASIC RATIOS / CONSOLIDATED	31.03.2013	31.03.2012
Current Ratio	0.69	0.72
Debt to Equity	2.16	1.95
Gross Profit Margin (%)	15.95	38.00
Operating Profit Margin (%)	16.78	32.79

# <u>DECLARATION OF CONFORMITY WITH PRINCIPLES OF CORPORATE</u> <u>GOVERNANCE</u>

Ayen Enerj, A.S. has completed works necessary for compliance with the principles of Corporate Governance required to be implemented under Communiqué No. 56, Serial No. IV, a communiqué implemented by the Capital Market Board since 2003, in 2012. To this end, it has amended its Articles of Association as necessary. Any principle by which our company is not required to abide was disclosed under Sections titled Shareholders, Public Disclosure and Transparency, Interest Holders, and the Board of Directors of our Report on Principles of Corporate Governance, and works necessary to comply with such principles shall continue within the limits of our ability depending on sector in which our company is operating, status of our company, and market conditions.