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The NEWS

We celebrate our 65th year as we enter 2020

In this issue:

2020 will be a year in which our group will continue its investments in the contracting, industry and trade and tourism areas at full speed. In this issue of our magazine, we are sharing with you lots of news which also involve our management staff talking about the success of our group companies in professional areas, as well as the support provided to the youth's education, culture, arts and sports.

The Mecidiyeköy - Mahmutbey Line, which is the first stage of Istanbul Kabataş - Mecidiyeköy - Mahmutbey Metro Project carried out by our Contracting Group, will be opened in the first quarter of 2020. MEDAŞ, one of our Energy Group Companies celebrated its 10th Anniversary while MEPAŞ has introduced a new mobile app. Konya Provincial Governorship has granted a thank-you plaque to MEDAŞ because of the general satisfaction with the uninterrupted energy offered to our citizens in Konya thanks to the investments made. The winners of Alarko Carrier's Photo Contest aiming to underline the impact of global warming and climate change and held for the 6th time this year have been announced. Beautiful photos competed with each other in this contest, and you can see the top ranking 4 photos on page 11 of our magazine. Alarko brand received the "Best Growth" award in China. On the other hand, Alarko Carrier maintained its position in "Turkey's Most Valuable 100 Brands". The travel supplement of The Times Newspaper, which has a monthly 16 million views and a daily circulation of more than 400.000, showed Hillside Beach Club among the best facilities of the Mediterranean. In addition, Condé Nast Traveler, which is accepted to be one of the most popular travel and lifestyle magazines of the world, chose Hillside Beach Club one of the Best Resorts of Europe. You can read the details of these news reports on page 22 of our magazine.



Countdown is On for Putting into Operation of The First Phase of Kabataş – Mecidiyeköy – Mahmutbey Project

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Hillside Beach Club included in "The Best" List of The Times

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MEDAŞ Celebrates its 10th Anniversary



Android Version Released for the MEPAŞ Mobile Application for Mobile Devices



Alarko Gets the "Best Growth" Award in China

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AS WE WELCOME A NEW DECADE...

Distinguished colleagues and stakeholders,

As we hit the last days of 2019 in an environment of peace and serenity despite all problems arising from the circumstances surrounding us, we, as one of the most important players of the country economy, are happy to end the year with a lot more promising results compared to recent years. The revenue and profitability figures of the third quarter in 2019 across Alarko Group prove that we have now started to reap the fruits of significant investments we have made in recent years.

Our energy business segment has assumed a flagship position across our group this year.

Serving 6 cities in Konya and its surrounding area, our energy distribution partnership has completed its reorganization within the last 10 years following the privatization process, and has now reached an advanced stage of maturity. Our balanced investment approach adopted in the region coupled with our high-quality service target helped us become the most favorable and successful distribution company of the country. Thanks to our strong asset base created in such manner, we are now able to produce a steady revenue in distribution sector.

As for energy generation in 2019, we have reached efficient generation results not only in our hydroelectric power plants, but also in our thermal power plant in Çanakkale, Karabiga, in which we hold shares, and our solar power plants. The revenue we derived from these plants has made significant contribution to our financials particularly in the third quarter of 2019. In parallel to the fast development and economic stability of our country, we have no doubt that these investments will continue to make valuable contribution in future.

Striving to complete its Kabataş-Mecidiyeköy-Mahmutbey metro line project with an increased speed, our Contracting Group has also started the mobilization of its new projects assumed in Romania and Kazakhstan. We continue to follow our policy aiming to diversify the works we intend to assume in Romania, which is a European Union country. We pay maximum care and attention to our contracting projects

abroad, as we are aware that we represent Turkey in these projects. Our group continues its works aiming to maintain the well-deserved reputation both in the country and abroad, and complete its new projects by their deadlines.

Our country has left behind a very successful year for tourism. Having managed to maintain its high performance even during the challenging recent years, our Fethiye Hillside Beach Club facility has had another successful year in 2019, and the high revenue generated by the occupancy rates that were much higher than similar facilities made a very good contribution to the third quarter's financials. After the term of the surface rights of this facility was increased to 49 years, we have had an independent appraisal organization to perform a reappraisal for this facility, and thus Alarko Gayrimenkul Yatırım Ortaklığı A.Ş., which owns the relevant surface rights, has added a significant value to our company. This additional value that has been disclosed will surely make a positive contribution our year-end financials.

Carrying out its activities in the field of industry and trade, our Alarko Carrier partnership has continued its reorganization process initiated last year throughout the year, taken significant steps in the field of digitalization and attached great importance to its export activities, which resulted in diversification of its revenue with proceeds in foreign currency. Producing some products in the country in our plant under the trademark of Alarko Carrier and exporting these products with the cooperation we will engage in with our partner Carrier in near future will be a significant step in this area. We expect high growth rates in 2020 particularly in terms of system sales thanks to the decreasing inflation rate and the favorable investment environment.

Across the entire Group of Companies, we will continue our reorganization activities that are in line with the necessities of today, maintain our organizational memory and the dynamic and young management structure, as well as our customer-oriented service approach, and strive towards reaching a more proactive management style next year.



İzzet Garih
Chairman of the Board

Having never compromised its aim of becoming the most prestigious company for 65 years since the date of its foundation in 1954, our Group of Companies has always made sure that such target is achieved in all its activities. Everyone can rest assured that it will continue to do so in future.

As the first pillar of our Group's main philosophy, we will always follow our principle of being honest towards the government, customers, stakeholders, employees, shareholders, sub-sectors and supporting industries in all activities.

As can be seen in our business, our group of companies is now approaching a very productive and profitable decade. Constantly improving our efficiency, we will always strive towards achieving higher aspirations without causing an increase in our risks, and continue to share the positive outcome with our stakeholders. The stable and high dividends we have distributed in recent years are the proof of this positive result. We will aim to maintain this policy also in future.

I would like to extend you my kind regards, and wish you a healthy, peaceful, prosperous and productive 2020.

Countdown is On for Putting into Operation of The First Phase of Kabataş – Mecidiyeköy – Mahmutbey Project

Countdown has started for the putting into operation of the first phase of Kabataş-Mecidiyeköy-Mahmutbey Metro Project, known as the M7 line, a 22,5 km line for which construction works are ongoing and which includes 19 stations and 150 decares of storage site with a parking capacity for 275 vehicles. Mecidiyeköy-Mahmutbey Line section, consisting of 15 stations and a storage site as part of the first phase, will be put into operation in the first quarter of 2020. Train movement, signalization and sub-system tests are successfully ongoing as part of the rapidly-progressing project. Finishing works and electromechanical works are about to be completed for the first phase, which is 17,2 km long and consists of 15 stations. The M7 metro project, once put into operation, is expected to transport 500.000 passengers per day and help solve the traffic issue of Istanbul.

When the 15 Stations between Mecidiyeköy and Mahmutbey, which comprise the first phase of our project, become functional in early 2020:

Integration and passenger interchange will be achieved between the (M2) Yenikapı-Haciosman metro line and the Mecidiyeköy station, (M3) Bakırköy İDO-Kirazlı-Kayaşehir metro line and Mahmutbey station, (M11) Gayrettepe-Istanbul Airport metro line and Kağıthane station, (T4) Topkapı-Sultançiftliği tram line and Karadeniz Mahallesi station, (T5) Eminönü-Alibeyköy tram line and Alibeyköy station, as well as Metrobus and Mecidiyeköy & Çağlayan stations. Tunneling works are fast underway between Kabataş and Mecidiyeköy stations and excavation works for the main line tunnels were completed on November 6, 2019 when the 2nd TBM was taken out of the Fulya station. As part of the project, 11.033 meters of main line tunnels were opened.



In the second stage of our project:

The TBM boring the way from Kabataş to Fulya has completed its work, and thus the main line tunnels of Kabataş-Mecidiyeköy section, the second stage of Kabataş-Mecidiyeköy-Mahmutbey metro, have been completed. During the ceremony held on 6 November 2019 with the participation of Ekrem İmamoğlu, Mayor of Istanbul Metropolitan Municipality, our TBM was taken out of Fulya station.

Integration will be achieved between (F1) Kabataş-Taksim funicular line and Kabataş station, (T1) Eminönü-Kabataş tram line and Kabataş station, as well as marine transportation and Kabataş and Beşiktaş stations.

Within the completion of the second phase: Kabataş-Mecidiyeköy-Mahmutbey Metro Project:

Duration of transportation will be 5,5 minutes between Beşiktaş and Mecidiyeköy, 7,5 minutes between Mecidiyeköy and Alibeyköy, 13 minutes between Çağlayan and Gaziosmanpaşa, 25,5 minutes between Beşiktaş and Sarıyer Haciosman, 26 minutes between Mahmutbey and Mecidiyeköy, and 39,5 minutes between Mahmutbey and Yenikapı.





2nd Project Contract Signed for Bucharest Beltway

As an addition to the Lot 2 Construction Works project for the Romania-Southern Bucharest Highway, which is to be a part of the Pan-European corridor no. 4, a construction works agreement was signed in Bucharest on August 26, 2019 for Lot 1 of the same highway, with participation of Romanian Minister of Transportation Razvan Cuc, Romanian Directorate for International Road Infrastructure (CNAIR) General Manager Florin Sorin Scalart, Alarko Holding A.Ş. Vice Chairman Vedat Alaton, Alarko Contracting Group Executive Board President and General Manager Alper Kaptanoğlu, and Deputy General Manager Mustafa Gafuroğlu.



As a result of this agreement, we now have two contracted projects in Romania with a total route length of 33 km to be constructed, and the total value of our agreements entered into in Romania has reached 336 million Euros (Lot 1: 176 million Euros, Lot 2: 160 million Euros).

The second milestone of Lot 2, for which project development works are ongoing, conceptual design projects and related details were submitted for review and approval to the Employer, Romanian Directorate for International Road Infrastructure (CNAIR), on October 31, 2019.

It is planned to complete the required detailed technical implementation projects and obtain all necessary permits and licenses, thereby being prepared to initiate construction work within January 2020 upon site delivery.

Both projects will be designed in the status of 2 x 2 lane asphalt-paved road divided by steel barriers according to the design speed of 140 km/hour as per the respective technical specifications. Within the scope of Lot 1 and Lot 2 projects, works will be carried out for 10 highway viaducts,

19 overbridges, 4 intersection arrangements, 55 culverts, 2 operation and maintenance fields, 4 temporary parking areas, highway traffic regulation and passenger information systems (ITS) and other closed security systems, as well as various road illumination and finishing works.

On August 26, 2019, Lot 1 project works were started upon the execution of agreement and within the scope of project design works, works are currently ongoing for mapping activities, ground surveys aiming to determine the ground's mechanics parameters, investigations on explosive ammunition as the remnants of the 2nd World War, preliminary works on archeological areas and creation of design criteria. Upon completion of these works, conceptual design works and detailed as-built design works will be started. This 12-month period will include the performance of additional expropriation works which may be required, preparation of design and construction work schedule, preparation and approval of all construction projects, and the completion of construction permits. Total duration of in-scope works for both lots is 102 months, including 12 months of project preparation of obtaining of construction permits, 30 months of construction works and 60 months of guarantee.



Early Works Underway Prior to Financing Credit for the Great Almaty Beltway Project

The length of the beltway that is projected to pass through the districts of Karasay, Ili and Talgar in the state of Almaty, Kazakhstan, undertaken as the first major Public-Private Partnership project of the country, is 66 kilometers.

As part of the Western China - Western Europe international highway project, the Great Almaty Beltway project is the first major Public-Private Partnership being undertaken in Kazakhstan. Standing out as the largest private sector infrastructure investment project outside of the petroleum and gas industries, the Great Almaty Beltway project will reduce the transport load of the city arteries and serve approximately 2.000.000 people. Completion of the project will help accelerate the social-economic development of Almaty and its surroundings, reduce the traffic load within Almaty and minimize air pollution.

Project guarantor is Kazakhstan Republic's Ministry of Industry and Infrastructure Development, and project contractor is Alsim Alarko Sanayi Tesisleri ve Ticaret A.Ş. / Makyol İnşaat Sanayi Turizm ve Ticaret A.Ş. / SK Engineering & Construction Co. Ltd. / Korea Expressway Corporation consortium. After the signing of the protocol by Alarko CEO Ayhan Yavrucu in the presence of Nursultan Nazarbayev, President of Kazakhstan, and Recep Tayyip Erdoğan, President of the Republic of Turkey, the Kazakhstan Ministry of Industry and Infrastructure Development and the partners of the Consortium signed an agreement on 7 February 2018 with a total contract value of KZT 512.352.867.000 (approximately USD 1.668.467.067). As Alsim Alarko, our share in the partnership is 33,4%. Construction time for the project is 50 months and the period of management is 15 years and 10 months, which corresponds to a total period of 20 years. The scope of the construction work has been specified as "EPC" (Engineering, Procurement and Construction).

The road, made up of 6 lots, is designed to be 66 km long, with 4 lanes on a section of 14,5 km and 6 lanes on the remaining 51,5 km. The main body of the road will be concrete and the connecting roads will be of asphalt. There are 8 intersections, 15 viaducts, 20 overbridges and 7 underpasses on the road. The total length of the viaducts is 1.686 meters, the length of bridges 1.329 meters, subway tunnel length 113 meters, and there will be 152 culverts at a length of 7.790 meters. The construction work for bridges will involve 42.000 meters of bored piles and 15.000 meters driven piles.

The scope of the project also includes 26 million m³ of earthmoving, 2,3 million tons of subbase, 1,4 million tons of base, 532.000 tons asphalt and 406.000 m³ of concrete implementation. A total of 253.000 cubic meters of concrete will be used in the construction of bridges, engineering structures and the Area Control Center building. The amount of aggregate



to be used for the project will be 6,8 million tons. Intersections will be lightened. Landscaping works will include the planting of 1,8 million m² of green lawns and 60.000 trees. A sound barrier reaching a total of 3 km in residential areas and a 142 km wire fence will be installed along the road.

The ITPS (Intelligent Transport and Payment System) that will be set up as part of the project will contain 15 toll booths, 27 dynamic information panels, 99 closed-circuit cameras, a vehicle tracking system, an automatic license plate recognition system and a road conditions information system.

The building mobilization works of the project have been completed to a great extent. Installation works have been started for the aggregate crushing facility of 440 ton/h. The construction of the facility with a capacity of 350 ton/h has been completed in Turkey, and its transportation will soon be started.

The design work for the project began with the signing of the agreement on 12 April 2018. In line with the as-built projects, we initiated works on 27 April 2019 for building a detour road of approximately 26,5 km on 3 lots (Section 4, 8b and 1a), carrying out stripping excavation, for demolition of the existing houses on the line route that has been expropriated, and building culverts, and performing gas, electricity, water displacement and archeological works. Construction works for the remaining lots are planned to be initiated on 1 April 2020 upon completion of financing credit transactions. The project is targeted to be finished by the end of 2023.

MEDAŞ Celebrates its 10th Anniversary

Taking over MEDAŞ within the scope of the privatization performed in 2009, Alarko Holding and Cengiz Holding celebrated the 10th anniversary of their take-over with a special event on December 9th 2019. The event held at a hotel was attended by Cüneyit Orhan Toprak, Provincial Governor, Ramazan Solmaz, Konya Chief Public Prosecutor, Mehmet Cengiz, Chairman of the Board of Cengiz Holding, Ayhan Yavrucu, Alarko Holding Board Member and President of the Executive Board of Alarko Group of Companies, Ümit Nuri Yıldız, General Manager of Alarko Holding, Ömer Mafa, CEO of Cengiz Holding, Önder Kazazoğlu, Executive Board President of ALTEK Alarko Energy Group, Erol Uçmazbaşı, General Manager of MEDAŞ and MEDAŞ employees, as well as many other guests.

“MEDAŞ Totally Knows the “Art” of its Business”

Speaking at the event, Provincial Governor Cüneyit Orhan Toprak said: “The figures provided in the promotional film about MEDAŞ reveal that MEDAŞ is taking the right steps as regards not only its business and staff management, but also acting economically and making decisions that will be to the interest of the country. As a person who has come to this city after having served in Hakkari, where the power shortage is the most severe, the fact that failures and complaints were reduced to one third is particularly meaningful to me. We believe we have reached a good position in this regard. We also witnessed the value our company attaches to its employees. First of all, the rate of technical staff was increased to some 85% from 55%. Significant steps were taken to go ahead with people who can make valuable contribution and work with full devotion. Going one step further, they turned this place into a university. They always provided the employees with refreshment trainings, kept the trainings up-to-date, and ensured that the employees can keep up with the global technological developments. What is even more important is that they motivated the employees perfectly.”

“MEDAŞ Is A Success Story in the History of Privatization”

Ayhan Yavrucu, Alarko Holding Board Member and President of the Executive Board of Alarko Group of Companies, commented: “We have reached very good levels by the 10th anniversary of the privatization of MEDAŞ. MEDAŞ is a success story in the history of privatization. This success is mainly attributable to the contribution of our employees. We only acted as an intermediary, and paved the way for Cengiz Holding and Alarko Holding to make this deal happen. It is our valuable employees who assumed and did the entire work. We have gained significant results



particularly with the support of the non-governmental organizations. This privatization procedure made an undeniable contribution to both the country economy and the employees involved. A quick examination of the figures reveals such contribution clearly. It is not easy at all to serve with 3.000 employees on an area of 80.000 kilometers, which is as large as the total surface area of Belgium, and to improve this service in terms of both quantity and quality. We owe this success to the devotion and labor of our employees. We would not have made this achievement if it were not for such efforts. Thus, I would like to extend my gratitude to each of our employees. We are obliged to provide high-quality and efficient power in an uninterrupted manner. It is our duty, and it is our valuable colleagues who perform said duty. We are only a driving force in this respect. However, it is you, our valuable colleagues, who have the obligation to improve this service and help the company to go further”. In this respect, I'd like to thank you with my dearest partner Mr. Cengiz who never avoided any kind of sacrifice for the best quality service of MEDAŞ.

“MEDAŞ Becomes the Leader of its Sector”

Erol Uçmazbaşı, General Manager of MEDAŞ, said: “We have had challenging times upon transfer of MEDAŞ. We have encountered numerous problems. Rules have changed, but thank God, we are now reaping the fruits of those challenging times as we celebrate the 10th anniversary today. I believe that we have helped MEDAŞ gain a strong position. As of today, MEDAŞ has become the leader of its sector. We owe this position to our team we constituted in 10 years. We have created a beautiful, young and dynamic team within the 10-year period, which is an expert in their field, which focuses on MEDAŞ as its first priority and which thinks of MEDAŞ in entirety instead of individual goals. I believe that we will help MEDAŞ reach a stronger position together with the contribution of our team. However, we still have so much work to do. We have a long way ahead of us. We are the distribution company with the highest satisfaction rate”.

Following the delivery of speeches, Mehmet Cengiz and Ayhan Yavrucu awarded a plaque to Önder Kazazoğlu as a sign of gratitude for his contribution to MEDAŞ and his guidance throughout the 10-year period. Taking the stage following this ceremony, Meram Orchestra consisting of MEDAŞ employees entertained the audience with an outstanding performance.



MEDAŞ is By Your Side in All Fields of Life

Constantly improving its service quality, MEDAŞ facilitates the lives of its subscribers with one of its technological investments, MEDAŞ 186 mobile app. This application offers a fast and practical solution for notices of outages, activation & deactivation, meter related transactions and notices of illegal usage. Launched for the purpose of aiding consumers with their transactions, the application enables users to send their requests, suggestions and notices instantly under "Customer Relations" without contacting the call center. With the application, which can be installed in iOS and Android smart phones, users can readily access information on planned and unplanned power outages, activation/deactivation status, meter transactions and notices of illegal usage. They can also easily open a ticket to notify any cases of malfunctioning by giving their location details. Users can open tickets for issues like power outage, lighting or malfunctioning for their registered address, for the region they are currently located in or for another address. Tickets created on mobile devices are instantly forwarded to our site teams to ensure that issues are resolved rapidly.

UYGULAMAMIZ YENİLENDİ!



MEDAŞ Presents

“Let Your Young Idea Turn into Power” Awards

Meram Elektrik Dağıtım A.Ş. (MEDAŞ) closely follows up the newly-developed technologies and their impact on electricity distribution sector, and continues to attach importance on, and support, education in all fields. Within this framework, MEDAŞ's project competition "Let Your Young Idea Turn into Power", organized in collaboration with the universities in Konya, Aksaray, Niğde, Kırşehir, Karaman and Nevşehir (provinces within MEDAŞ's site of activity), has been completed. A total of 30 projects were nominated from 11 universities between 25 February and 10 May 2019. The projects were presented by students and 12 of them were chosen as finalists in the pre-selection process. Following the jury's evaluation, projects titled "My Energy", "Smart Power Street" and "Artificial Falcon" were selected as the top three.

On 19 June 2019, an awards ceremony was held in Hotel Dedeman with the participation of Mr. Cüneyit Orhan Toprak, Governor of Konya, to



present with plaquettes and awards developers of the top three projects and the other 9 finalists. Commenting on the competition, Cüneyit Orhan Toprak, Governor of Konya, said: "Universities are home to science and we want to see their presence in all fields. If it weren't for our universities, it would be very hard to progress in technology... Fully aware of this fact, MEDAŞ has run a beautiful project. On the one hand, the youth can be more productive and creative when they can think better in terms of technology and mathematics. On the other hand, future personnel are trained for those organizations that fulfill this function."

MEDAŞ General Manager Erol Uçmazbaşı commented: "As an extension of the importance we attach on R&D, we organized this event this year. Our purpose in organizing this competition was to motivate and encourage the university students in our region to think, research and investigate. We wanted them to turn any ideas that they might have into a written project, and, if they were feasible, put them into practice. We wanted to present these individuals to the right people. I hope that we can have a long-term professional relationship with them. Our second purpose was to help these students develop themselves. We believe that the more we encourage them and the more opportunities we offer them, the more they can achieve."

Winners of the competition were presented with their awards by Cüneyit Orhan Toprak, Governor of Konya; Director of Konya Chamber of Commerce Selçuk Öztürk; Prof. Cem Zorlu, President of Necmettin Erbakan University; Prof. Bayram Sade, President of KTO Karatay University; and Prof. Birol Dağ, Chairman of Konya Teknopark.



Governorship of Konya Recognizes MEDAŞ



MEDAŞ keeps with its efforts to offer uninterrupted power and achieve customer satisfaction, and these efforts do not go unnoticed. The most recent example of such recognition came from Cüneyit Orhan Toprak, Governor of Konya, in the form a certificate of achievement presented to MEDAŞ General Manager Erol Uçmazbaşı. Governor Cüneyit Orhan Toprak expressed the satisfaction with MEDAŞ and thanked the company for their efforts. In his speech, General Manager Uçmazbaşı said: "We are working tirelessly in order to offer better services to the citizens in our region. This plaquette presented by our Governor is a source of honor and pride for our Company."

MEDAŞ Continues with Its Investments in High-Quality Energy

Meram Elektrik Dağıtım A.Ş. will have made investments of approximately 400 million TRY in 2019 and has completed its investments for uninterrupted power in Aksaray. In Aksaray, investments have now been completed to increase the quality of power, reduce outage periods and ensure that customers have sustainable access to reliable, high-quality and safe electricity. New

lighting fixtures were placed in the entrance of Aksaray City Hospital, and in the neighborhoods of Tacin, Sanayi, Hacı Hasanlı and Sofular. To minimize outages and prevent visual pollution, electrical lines were moved underground in the neighborhoods of Hacı Hasanlı and Sofular. In the Sofular neighborhood, a monoblock transformer was installed to meet power demands and make alternative lines available in case of outages.



Full Support for Art from MEDAŞ

For Meram Elektrik Dağıtım A.Ş. (MEDAŞ), it is important to support its region and its people in all areas. So, being a major supporter of culture and arts in Konya, MEDAŞ has opened its Art Gallery for the new season. On 2 September, the first day of a ceramics exhibition marked the opening of the new season with 65 ceramics works, attracting quite a public attention. Visitors had the chance to ask for additional details about the pieces from the artists themselves. MEDAŞ Art Gallery has hosted many exhibitions and will continue doing so, acting as a reference in the culture and arts scene of Konya. Having hosted 31 exhibitions in the 2018/2019 arts season, MEDAŞ Arts Gallery announced that it will open its doors for 28 exhibitions in the new season.



MEDAŞ Soccer Tournament Goes On

Meram Elektrik Dağıtım A.Ş. employees continue participating in the soccer tournament organized to strengthen the relations between employees. A total of 216 players from Konya, Karaman, Aksaray, Niğde, Nevşehir and Kırşehir make up the 18 teams that compete in the tournament. Group matches took place in 6 different cities and quarter finalists will be playing in Konya this weekend. MEDAŞ officials pointed out that the real aim of the tournament is to ensure that employees are engaged in a sports activity together, and said: "Our corporate culture is further developed thanks to this tournament because employees from different cities get to meet each other and keep in contact. Matches are always followed by a dinner, which contributes to

the team spirit. We believe that this very team spirit will help us improve our service quality."



Meram Elektrik Dağıtım A.Ş. Participates in KONIF'19 Fair

MEDAŞ joined employers and employment-seekers for the 5th edition of "Konya Human Resources and Employment Fair" (KONIF) organized on 17-18 October at the Museum Building of Alaaddin Keykubat Campus, Selçuk University, where there were many stands of companies operating in Konya. MEDAŞ participated in this year's edition of Konya Human Resources and Employment Fair, the region's largest human resources event, with the theme of "Seeking Our Stars to Lighten up the Future." Already offering employment to many young people, MEDAŞ participated in the event for new employment opportunities. Visitors were given the opportunity to submit their job and internship applications via the "MEDAŞ Career" page accessed by the QR code in the informational brochure. Mehmet Usta, Vice Governor of Konya; Emrah Keleş, Provincial Director of Konya İŞKUR (Turkish Employment Agency); and Mustafa Şahin, President of Selçuk University participated

in the opening ceremony of the fair, after which Vice Governor Mehmet Usta visited the stand of MEDAŞ to thank the officials for the employment opportunities they offered.



Android Version Released for the MEPAŞ Mobile Application for Mobile Devices

MEPAS's mobile application offers the users the ability to do their electricity subscription-related transactions quickly at any time, regardless of their location. With a modern design and simplified transaction flows, MEPAŞ Mobile makes everything about electricity subscription easier. Subscribers see, on the home page, indicators specific to their subscription and data to facilitate tracking of bills. It is also possible to pay bills via the app. MEPAŞ Mobile Application marks a first in the industry and with its artificial intelligence infrastructure, is able to make rapid calculations to recommend the optimum tariff change to users. Subscribers can choose the best tariff for themselves based on cost calculations and achieve savings in their electricity bills. Available to both individual and corporate customers, MEPAŞ Mobile can be accessed by logging in with the user's Turkish identity card number or tax ID number to carry out subscription- and bill- related transactions, find the nearest Customer Services Center and benefit from MEPAŞCard advantages. MEPAŞ mobile app is equipped with the highest level of security infrastructure for fast and secure service at international standards and can be installed on smart phones. Software and development efforts are ongoing for MEPAŞ mobile app in accordance with new technologies and trends; updates are implemented

as required by the legislation, current circumstances and the nature of the work, so that transactions related to electricity subscription can be handled more effectively.

With MEPAŞ Mobile app; Subscription Transactions

Subscribers can start and end their subscription at any time and at any place, without having to visit a Customer Services Center.

Billing Transactions

Subscribers can view their bills, query their unpaid bill status and make payments in a secure environment. They can also track their payments.

Data Updates - Tariff Changes

Data updates and tariff changes for subscriptions can easily be done in the app.

MEPAŞCard

MEPAŞCard advantages are available to app users.

Advantageous Electricity Tariffs:

Subscribers consuming more than the Free Consumer limit can use the app to apply for discounted rates and benefit from advantageous tariffs.

Notices Center

Subscription-specific notice system can be used for Bills, Payment Reminders, Campaigns, Announcements and Warnings.

Complaints/Suggestions

Users can share their opinions and suggestions about the services provided.





Winners of Alarko Carrier's Photography Contest on Climate Change Announced



1. Deniz Nida Şener



2. Mürsel Çetin



3. Ramazan Çirakoğlu



4. Hikmet Saraç

Winners of Alarko Carrier's Photography Contest on Climate Change, organized for the 6th time this year to bring attention to the impact of global warming and climate change, have been announced. Striking photos were taken to demonstrate the damage and environmental destruction caused by climate change. Thousands of photos were submitted for the contest, which was conducted on Instagram and Twitter. Of these, the top 50 which received the highest number of likes were evaluated by the jury. Alarko Carrier Chairman Niv Garih, Alarko Contracting Group Executive Board Chairman Alper Kaptanoğlu, Alarko Carrier Air-conditioning R&D Project Manager Harun Özkara and Ahmet Erdem, a well-known name in Instagram for his photos, made up the jury, which elected the best 13 nominations. Pointing out that they organized this contest to raise awareness about climate change, Alarko Carrier Advertising and Public Relations Manager Hüda Öztürk said, "The photos that we received over the course of 6 years for this contest show the negative impact of climate change only too clearly. The Mediterranean Basin, where Turkey is located, is one of the regions that will be most affected by global climate change. Climate crisis is the

most pressing issue of our time. And we receive an ever more growing interest in the photography contest aimed at raising public awareness for this global issue."

Winners of the photography contest:

1. Deniz Nida Şener
2. Mürsel Çetin
3. Ramazan Çirakoğlu
4. Hikmet Saraç
5. Buğra Özbay
6. Eren Erenbilge
7. Cengizhan Türkoğlu
8. Muhammed Abdullah Cengiz
9. Esin Deri
10. Tahir Gültöplayan
11. Engin Ayyıldız
12. Ziya Onur Sayın
13. Emircan Öztürk

Garanti Technopark's Air-Conditioning Choice: Carrier

Garanti Technology provides technological infrastructure services to the businesses of Garanti. For its campus located in Pendik, the company chose Carrier chillers data center cooling and air-conditioner systems. Garanti Technopark campus has a technological architecture that is designed to ensure real-time, uninterrupted system resources; an infrastructure that can handle millions of online transactions; and an operational control system for 24/7 functionality of the entire system. At the campus, Carrier's Air-Cooled Condenser Liquid Chillers, which undergo severe durability tests for a high level of reliability and performance, were used. Carrier Water-Cooled Condenser Liquid Chillers were also used in the project for being an environmentally-friendly solution that offers low operational costs, increases efficiency and reduces energy consumption and carbon dioxide emissions of buildings. User-friendly Automated Logic was used for control automation of chillers. The aim was achieving efficient operation under varying loads, depending on varying cooling needs. It was planned to benefit from free cooling so that the facility could save cooling

energy. By using additional heat exchangers without operating chillers or using them under partial loads simultaneously with chillers, less power consumption was targeted. Alarko Carrier System Sales Specialists gave information about the project, saying, "Especially in technology bases with data centers, cooling energy costs are one of the major cost items. It is necessary to reduce these costs and adopt a more environmentally-friendly approach. That's why energy-efficient infrastructure systems are increasingly used in all data centers. Research shows that cooling systems are responsible for at least 40% of the power costs of data centers. With the Carrier chillers that we use in Garanti Technopark, we not only achieve high efficiency but also help minimize the environmental impact of these systems."





Innovative Solutions from Alarko Carrier for the Air-Conditioning Industry at ISK-SODEKS Istanbul 2019

A leading brand of the air-conditioning industry, Alarko Carrier displayed its wide range of products at ISK-Sodex Istanbul 2019 held at Tüyap Exhibition and Congress Center on 2-5 October 2019. In the event, Alarko Carrier presented its innovative products for heating, cooling and water pressurization systems to more than 1000 professionals from more than 100 countries.

The new Seiya air-conditioners, combining Toshiba's minimal energy consumption with optimum comfort, were presented to visitors. Smart air-conditioner Toshiba Seiya can be controlled using its remote control as well as a smart phone or tablet; runs with the new refrigerant R32 and is environmentally-friendly.

During ISK-Sodex, Alarko Carrier also presented Toshiba

SHRM-e, a groundbreaking new product. Toshiba SHRM-e boasts a high level of energy efficiency at a time when global climate change impacts the entire world. Having a 3-pipe VRF system, Toshiba SHRM-e can serve heating, cooling and hot water purposes simultaneously. A high level of efficiency is ensured thanks to the energy exchange between internal heating and cooling units.

AquaForce® Vision KAV/P (ZE): A Revolutionary Product in Terms of its Global Warming Potential

Carrier closely follows up the research carried out to reduce the harmful environmental effects of refrigerants and continues with its efforts to use in its chillers environmentally-friendly refrigerants with minimal potential contribution to global warming. The new AquaForce® Vision KAV/P (ZE) series presented at the exhibition uses a new-generation refrigerant, R1234ze, the GWP (Global Warming Potential) value of which is below 1. Operating at outdoor air temperatures from -20°C to 55°C and at negative water temperatures, AquaForce® Vision 30KAV/P (ZE) is highly energy-efficient and meets high expectations in all applications ranging from complicated office buildings and healthcare facilities to data centers and industrial projects.

Customized Solutions for Projects

Another unique innovation in the air-conditioning industry, the Fully Automated Air Handling Unit was also presented to industry professionals during the exhibition. Fully Automated Air Handling Units offer the option of automating standard air handling units besides allowing automating tailored, flexible air handling units. All possibilities and algorithms are pre-run and embedded in the selected program. At manufacturing stage, all units are assembled for on-site installation and factory simulation tests are completed. So Alarko Carrier supplies its customers with tested, fully automated, plug-and-play air handling units and error-free installation. Having an experience of nearly half a century in water pressurization, Alarko displayed its new, high-capacity and highly



efficient ALDP S/F series water boosters at the exhibition. These compact water boosters are economic and reliable solutions for keeping potable, usage, irrigation and process water at desired levels continuously. Water boosters in this series can be used at numerous structures including hospitals, greenhouses, hotels, holiday resorts, business centers, villas and apartment buildings.

At the Alarko Carrier stand, there were various other product groups including condensing combi-boilers, wall-hung condensing boilers, circulation pumps, submersible pumps for clean and waste water, radiators and heat cost allocators. Prototypes of free-standing condensing boilers, which will be launched in the first quarter of 2020, were also presented to exhibition visitors in two color combinations. The more popular color combination was selected based on feedback.

Alarko Carrier General Manager Cem Akan noted that they introduced many innovative products at this year's exhibition, and added: "Exportation is becoming increasingly more important in our industry these days and events like ISK-Sodex offer significant opportunities to professionals. As a company which exports to more than 50 countries, we presented many new products in this year's exhibition. We hosted visitors from China, Italy, Germany and Pakistan. This year we preferred to introduce our environmentally-friendly products with minimal contribution to global warming. And we are very pleased with the interest shown in our innovative, highly-efficient products at ISK-Sodex, which brought international industry professionals together."



Alarko Gets the “Best Growth” Award in China



Alarko’s Chinese Distributor Ouya Rongda HVAC Technology Beijing (OYRD) participated in the “China Comfort Home-2019” conference organized in Wuhan, the administrative center and the largest city of China’s Hubei state. More than 100 businesses, professionals, trade associations and provincial and municipal “heating and ventilation units” were present at the three-day conference, at which ALARKO was found worthy of the “Best Growth” award since a survey showed that the Alarko achieved increasing brand awareness. This award proved that Alarko, having entered the Chinese market collaborating with Ouya Rongda HVAC Technology Beijing (OYRD) as distributor, was

recognized by industry professionals both for its high quality, state-of-the-art products and for the pre-sales and after-sales technical service that it provides. During the conference, Alarko’s Distributor OYRD also received the “Outstanding Contribution” award for its contributions to the Chinese air-conditioning industry. OYRD General Manager Lily Lu gave a briefing about the application of double condensation technology in combi-boilers, launched by Alarko and a first in China, which attracted great interest of the participants. Visitors participating in the conference had the opportunity to examine the Alarko products on display and obtain detailed technical information from OYRD officials.

Toshiba Once Again Selected the “Coolest Brand” of the HVAC Industry

Toshiba was selected the “Coolest Brand” in the HVAC industry in the fourth annual “Cool Brands Survey” conducted by Roamler Turkey for Marketing Turkey, one of the most prestigious publications of the marketing world. In nearly 30 categories, a public jury chose the coolest brands of 2019, which received their awards at the “Cool Night” ceremony held at Mars Cinemas at Kanyon on 7 November. Toshiba’s business activities in the HVAC industry in Turkey are conducted by Alarko Carrier, one of the leading brands in the industry, and the innovative, environmentally-friendly and energy-saving products Toshiba offers the market are well-liked by consumers. The advanced technology used in Toshiba’s multi-system air-conditioning units offers optimum performance and improves quality of life.

Methodology of the Survey:

Conducted by Marketing Turkey and Roamler Turkey, the “Cool Brands” survey identifies those brands which have succeeded in winning the heart of targeted consumers with the lifestyle that they offer. A crowdsourcing method was used to conduct the survey on Roamler Turkey’s mobile application, where a group of 1200 Roamler users, 50 percent of these women and 50 percent men, representing 12 regions of Turkey, were asked to name the brand they found the “coolest,” first independent of category and then on the basis of category. The consumers indicated the brand they found “the” coolest.





Alarko Carrier Once Again Earns its Place in “Turkey’s 100 Most Valuable Brands” List

Alarko Carrier once again was listed among “Turkey’s 100 Most Valuable Brands,” a list published annually since 2007 by Brand Finance, a leading and independent international brand assessment organization. Included in the list since 2017 thanks to its consistent success, Alarko Carrier also became the only brand to be selected from the heating-cooling-ventilation category. For this survey, Brand Finance looked at the financial data provided in the last 3 years by the brands to the Public Disclosure Platform (KAP) and other indicators such as “Brand Strength Index” and ‘Royalty Rate’ to make a forecast for the next 5 years and identified the top 100 companies. Alarko Carrier Advertising and Public Relations Manager Hüdai Öztürk made the following comment: “It means a lot to us to be included for 3 consecutive years in this list by an independent international assessment organization like Brand Finance. In a globalizing world economy, it is essential to create

brand value, maintain that value and make investments to increase that brand value if one wants to be a global player. At Alarko Carrier, our investments are ongoing at full pace for this purpose. We are also proud to be the only heating-cooling-ventilation brand in the list.”



Bilkent City Hospital Chooses Alarko Carrier

One of Turkey’s largest city hospitals, Bilkent PPP chose to use Alarko Carrier’s high-efficiency 19XR centrifugal liquid chillers and Aquaforce air-cooled/water-cooled chillers. Foundations of the Bilkent Integrated Health Campus were laid by CCN Investment Holding. The project was granted the Best Infrastructure Financing Award in Bonds & Loans Turkey Awards-2015. It also won 3 more awards in the Best Project Financing of the Year and Best Syndication Credit of the Year categories, as well as the Best Agreement of the Year Award in the Middle East & Africa category by Finance International (PFI) Awards-2015. In order to give better services to citizens and achieve global standards, the Ministry of Health adopted -for the first time in Turkey- a “Public-Private Partnership” (PPP) model, a financing model used in such countries as the UK, Spain, Italy, Australia and Canada for the purpose of investing for public needs. Having an indoor area of 1.312.349 m², Ankara City Hospital Bilkent has six towers for the departments of general medicine, cardiovascular diseases, neurology, pediatrics, gynecology, and oncology; a criminal psychology hospital with high level security; and a physical therapy and rehabilitation hospital. The hospital has 3804 beds, 735 polyclinics, 128 surgery theaters, 22 angiography units, 107 endoscopy units, 628 pre/post evaluation units, 38 dialysis units, 127 seated chemotherapy units, 120 diagnostic units, 12 triage units, 224 emergency units with beds, 19 emergency isolation rooms, 24 trauma units, 32 general treatment units, and 3 minor surgery units. Alarko-Carrier provided Turkey’s largest city hospital with a package of products including 10 Carrier 19 XRV liquid chillers with centrifugal compressors, 5 air-cooled chillers with screw compressors and 5 cooling towers. 19XR centrifugal Evergreen series chillers offer high-efficiency, long-lasting, non-chlorine solutions. Carrier’s reliable and environmentally-friendly centrifugal chillers, with simple, single-stage, positive-displacement

compressors and ASME-compliant heat exchangers, are highly secure and sustainable. Positive displacement allows smaller dimensions. In the 19XR/XRV series chillers, which have the highest efficiency in their class thanks to an efficient and high-technology engine, a HCF refrigerant is used without waiting for completion of the program to discontinue manufacturing of devices using ozone-depleting refrigerants. With the ability to store refrigerant within the chiller, loss is minimized during refrigerant transfer when maintenance work is done, making 19XR/XRV a special product with its modular structure and positive-displacement design. The product has an industry-leading IPLV (integrated part load value). 19XR centrifugal chillers are preferred by customers for their low operational cost, easy maintenance, quiet operation, environmentally-friendly refrigerant, reliable performance, low installation cost and smart control system.

Aquaforce chillers were designed to meet today’s and future demands in terms of energy efficiency and operational noise level. They feature heat exchangers with aluminum micro channels; a touchscreen Pro-Dialog control system; variable displacement valve, twin rotary screw compressors; pure R134a refrigerant; and low-noise, generation IV Flying Bird fans made of composite material.



Alarko Carrier Meets Designers in Ankara

On 8 July 2019, Alarko Carrier's Ankara office of System sales met with representatives of various design companies based in Ankara over dinner at Limak Ambassadors Hotel, with presence of Alarko Carrier General Manager Cem Akan. The meeting started with speeches of Ankara System Sales Director Tamer Şenyuva and Alarko Carrier General Manager Cem Akan. Upon presenting Alarko Carrier General Manager Cem Akan to the designers of Ankara, Tamer Şenyuva made a general assessment of the market. He also talked about the changes in Alarko Carrier's organizational structure. Then, Alarko-Carrier General Manager Cem Akan dwelled on the reflections of the national economy on the sector and gave information about the efforts undertaken towards the aim of improving Alarko Carrier's position within a competitive and rapidly-changing market. Estimated representatives of design companies, important partners of Alarko Carrier, also made speeches. Nearly 100 engineers from 42 companies had the opportunity to meet and exchange knowledge and experience on this special night,

and at the end, everyone expressed their wish to meet again in the near future.



HABAŞ Prefers High Efficiency with Carrier's Centrifugal Chillers in Energy Sector

One of Turkey's leading industrial groups, HABAŞ Group increased the generation capacity of its power plant in Aliğa, İzmir with Carrier AquaEdge Centrifugal Chillers.

HABAŞ Group is one of the major distributors of industrial and medicinal gases, steel, electricity, heavy machinery, tubes, cryogenic tanks, liquefied natural gas (LNG), compressed natural gas (CNG) and liquefied petroleum gas (LPG) in Turkey. The Group's power plant located in Aliğa recently activated 4 (1st phase) and 16 (2nd phase) Carrier 19XR AquaEdge series chillers, each with a 5000-kW cooling capacity, with a high level of customer satisfaction.



Carrier 19XR AquaEdge Series Water-Cooled Chillers

Carrier-designed AquaEdge family of centrifugal liquid chillers offer superior efficiency without compromising the environment. AquaEdge chillers have high efficiency under real operational conditions and minimum direct and indirect environmental impact. Increased surface area of chillers, combined with a state-of-the-art and highly efficient engine used in tubing, results in the highest efficiency of its class. Carrier AquaEdge Centrifugal Chillers use R134a, a non-ozone depleting HCF refrigerant.

Carrier 19XR AquaEdge chillers offer 703 - 5275 kW capacity in single-stage models and 11.957 kW in double-stage options. Fixed-or variable-speed compressor options are offered depending on the area of use. Devices using non-ozone depleting R134a refrigerant are first of their class because their production preceded completion of the program to discontinue manufacturing of devices using ozone-depleting refrigerants. The device is also preferred for its modular structure and annual leakage rate of 0,1%, the lowest rate achieved in the HVAC industry.





MENA Green Building Awards Presented to Winners Carrier Middle East Receives Two Awards in Sustainability Championship

Carrier Middle East was presented with two awards at the Green Building Awards ceremony held in Dubai. With these awards, Carrier won the first place in the two categories in which it was competing. A global leader in the HVAC industry, Carrier became the winner of first places in both of its categories in the Green Building Awards, given for the Middle East and North Africa (MENA) region. During the awards ceremony held on 16 October 2019 at The Westin Dubai Mina Seyahi Beach Resort & Marina Hotel, Carrier Middle East received an award in Energy Management category with Carrier AquaEdge 19DV Centrifugal Chillers, and another award in the Indoor Air Quality Category with Carrier Airovision 39HQ Air Handling Units manufactured at its Gebze plant with integrated hygiene control.

Awards were presented to those companies offering products in the MENA region with leading technology and innovation that significantly contributed to a sustainable ecosystem.

MENA Green Building Awards are given annually to recognize innovative, creative and excellent products that drive best practices in environments built as sustainable structures. Awarded to the champions of sustainability in the Middle East and North Africa region, the awards are organized by the Emirates Green Building Council in partnership with six major MENA

Green Building Councils. World Green Building Council is the official financier of the awards. To guarantee the highest standards of fairness and transparency in the process, an independent international auditing company, KPMG acted as the official Monitoring Auditor of 2019 MENA Green Building Awards.



Alarko Carrier Authorized Dealer “Çözüm Teknik” Opened in Silivri



Providing services with an expansive network of authorized dealers and services all around Turkey, the Alarko Carrier family continues growing. Most recently, a new authorized dealer, Çözüm Teknik opened its doors with a ceremony attended by many, to offer Alarko Carrier and Toshiba products to consumers in Silivri. The opening ceremony was attended by Silivri Mayor Volkan Yılmaz, Silivri United Chamber of Shopkeepers and Artisans President Nuray Koçer, Silivri Mukhtars' Association President Muharrem Eren and many other guests. Silivri Mayor Volkan Yılmaz made a speech to thank the Alarko Carrier family and company owners Olcay Balcı and Onur Karakiraz for investing in Silivri. Alarko Carrier Dealership Sales Director Koray Fedar noted that Alarko Carrier has a strong sales and service network and continues to work to offer its consumers the best service for “100% customer satisfaction”.



4th Term MBA Students in Polonezköy for a Simulation Training

The first graduate program in Turkey to offer an academic degree specific to the needs of a corporation and its employees, the "BAU & Alarko MBA" program, born of the collaboration between Bahçeşehir University (BAU) and the Alarko Group of Companies, continues with its curriculum with Term 4 students. On 19-20 October, an Outdoor Simulation Training was organized at Polonezköy Park Hotel, with guidance from trainer

Mürvet Gülseven, offering a pleasant learning environment in the midst of nature. Participants were asked to complete specific assignments during the training, which covered themes like team work, communication, motivation, use of shared resources, sharing information and coordination with hands-on practice. We hope that all of our participating colleagues have enjoyed and benefitted from the training.



Yenibirlider Association Initiates Term 8 Program

Bringing Turkey's high-potential youth with professionals from leading organizations, Yenibirlider professional program was started on 18 October 2019. Alarko Holding has been participating in the program for 4 years and this year, 5 colleagues represent us in the Yenibirlider program, which was initiated with an orientation day at Boğaziçi University. 36 organizations were represented by 85 people in the program, which will be running academic training sessions as well

as mentorship and coaching programs for one year. Participants of the program will graduate at the end one year and receive a certificate accredited also by Boğaziçi University. Congratulations to all our colleagues who were selected to participate in the program after a meticulous election process and good luck for all participants of the new term!



Second Seminar from Alarko Holding Chairman of the Board İzzet Garih For New Generation CEO's

izzet Garih delivered his 2nd seminar to new-generation CEOs during the Certificate Program of the "Future CEO Executive Program" held with the cooperation of Özyeğin University and Bizz Consulting and under the leadership of Rauf Ateş.

During the program held for the first time in Turkey, İzzet Garih delivered a seminar to the participants on "Management Strategies & Motivation" and answered the questions of the participants following the training, providing the participants with a joyful day filled with learning.



Turkey's Potential Work Power: **Women**

istanbul Commerce University welcomed Alarko Holding Board Member Ms. Leyla Alaton for a seminar series themed "Exchange of Experience with Social Entrepreneurs" focusing on "Turkey's Potential Work Power: Women". On 15 October 2019, Tuesday, Leyla Alaton was welcomed in a seminar series organized by Istanbul Commerce University's Center for Women and Family Studies with the theme of "Exchange of Experience with Social Entrepreneurs". Ms. Alaton shared her experience as a woman in the business community. Facilitated by Prof. Aşkın Asan, Director of Center for Women and Family Studies, the program attracted much interest. In her opening speech, Prof. Asan noted that women entrepreneurs contributed to economic development with their ideas and initiatives and that they were very strong both in the public and the private sector. Ms. Alaton underlined that what she experienced in her entrepreneurship journey proved to her that women can exist in business life, adding that the key to her success was dedication and success always made her want to do even better. Leyla Alaton said: "Life offers each and every person hundreds of opportunities. Some take them, others simply miss. I always try to take the opportunities that

come across my way." Alaton noted that women are now presiding over international companies, that there are more women managing decision-making organizations and it is very pleasing that everything in this respect is changing over time. She also said that while her achievements in the business world made her very proud, her family and two sons were the greatest source of joy and happiness for her, and that her family was the most important motivating factor for her. Ms. Alaton also gave some advice about entrepreneurship for women: "I recommend that women join the business community without being afraid of taking risks, that they be bold. Believing is the key. If you believe in yourself, you can never fail. Every woman can be successful; it just takes accurate, good planning. Service sector is one of the best options for women. I can say that they can begin their entrepreneurship journey with a small amount of rent or even with a work that can be managed from home with a computer. Today, the concept of home office is quite established. After all besides working, women give birth to and look after their children, take care of their family. They simply have too many responsibilities." Following a Q&A session, the seminar ended with a photo shoot.





Leyla Alaton in Interview with Murat Yeşildere at Tüyap Book Fair



As part of the activities organized under the scope of the 38th edition of International Istanbul Book Fair, Leyla Alaton participated the interview on 8 November 2019 with Murat Yeşildere, author of the book titled “Eyvah CEO Doğuyor”. During the interview, Alaton said: “A mother’s loving care for her baby is essential in raising individuals who have self-confidence and are capable of doing good things for the world. Women’s potential is underused, both in our country and around the world, as shown by economic, social and psychological outcomes.” Ms. Alaton, Board Member at Alarko Holding, stated that she was pleased to write a preface for this book, which she described as having the correct awareness messages on this topic, and congratulated the author.

Niv Garih, Participated in “Young Owners Forum 2019”

Organized on 21-22 September 2019 in Bodrum, Young Owners Forum hosted major new-generation decision-makers and opinion leaders from leading Turkish and European companies, who have key positions in innovation, change, technology and economy. The conference was participated by founders, new-generation shareholders, CEOs, and senior managers of leading companies as well as academicians specializing in management, sector advisers/consultants, opinion leaders, strategists and veterans. Alarko Holding Board Member and Alarko Carrier Chairman of the Board Niv Garih participated in a panel discussion titled “Who am I” as part of the conference. In his speech, Niv Garih shared their strategies blending the inter-generation synergy, dynamism and corporate memory of Alarko Group of Companies, and highlighted the competence and experience of Alarko Group. Founder of Esas Ventures Fethi Kamışlı, Eti Group Vice Chairman Gülden Kanatlı Derbil and BlueTV CEO Aydın Doğan Yalçındağ were also present in the panel discussion. All participants represented the third generation of their respective companies. Thus, the audience had the opportunity to hear a discussion about communication between generations, change management and new-generation leadership from the perspective of young managers.



Niv Garih Attended the “Future Advisory Board Panel”



On 14 October 2019, Odgers Berndtson and Corporate Governance Association of Turkey organized a panel discussion titled “Share of New-Generation Boards of Directors and Executive Boards” as part of their vision of hosting shared wisdom platforms where leaders of business community may share their experience through a board of directors perspective, and in a way that contributes to sustainable development. Global studies show that new-generation boards of directors and executive boards, which drive their company’s sustainable success, play a major role in the development of economies despite competitive pressure from international markets. Thanks to the positive dynamics in the functioning of boards of directors, companies’ good “corporate governance practices”, competencies of boards of directors/executive boards and the roles to which they add value are becoming more important each day. Within this framework, Alarko Holding Board Member and Alarko Carrier Chairman of the Board Niv Garih, Istanbul Bilgi University’s Board of Trustees Vice President Ecmel Ayrıl (PhD), Harvard Business Review Turkey’s Editor in Chief Serdar Turan and Odgers Berndtson Turkey’s Managing Partner participated in the panel discussion. Niv Garih talked about the functioning and purposes of the board of directors and executive board at Alarko Group of Companies, and how these boards evolved in time.

BAU Renewable Energy Mini MBA Certificate Program Started with Tal Garih



A leading training program called "Mini-MBA" was designed with the cooperation of Bahçeşehir University (BAU) and Güneş Investors' Association (GÜYAD). The professional employees of successful companies in the field of energy served as trainers within the scope of a university-association partnership as a first in Turkey. The "Renewable Energy Mini-MBA Certificate Program" which was held between 28 September-28 December aims to raise awareness among students on renewable energy and spread its use. Serving as the Chairman of the Board of BAU Faculty of Business Administration at the same time, Tal Garih lectured the opening course of the program. Describing the general outlook of renewable energy sector in both the global arena and in Turkey and on which subjects we need to focus, Garih shared his vision about the education system by saying: "The university's Mini-MBA programs will continue in future with the cooperation in the field of digital transformation and leadership. I hope we will set a good example, and take this opportunity to spread this kind of programs within the scope of academy-private sector cooperation". The program, consisting of Actus Solar, Alarko, Borusan, Energypool, GE, Group V4, Güriş, Kalyon, Sanko, Shura Energy and Zorlu Energy companies as participants, provides the students and external participants at Bahçeşehir University with 3-hour modules of training lectured by GÜYAD Company members on Saturdays between September and December, and also lectures the same courses within the scope of higher education programs.

Tal Garih Shared His Opinions and Experiences in Various Panels and Events He Attended

Tal Garih, Alarko Holding Strategic Planning Manager attended Yeditepe Entrepreneur Talks'19, which was hosted by the Entrepreneurship Club Committee of Yeditepe University which took place on 20 November 2019 and the panels at Bahçeşehir University, Boğaziçi University, Hacettepe University and İzmir American Collage held in November and December and he shared with the audience his opinions and experiences on the association of the "Entrepreneurship Spirit and Leader Inside Us", "Digital Transformation" and "Society 5.0". In these panels, he also mentioned about the importance of entrepreneurship ecosystem, the importance of mentoring, coaching and experience at companies, corporate entrepreneurship, Industry 4.0 technologies and shared the knowledge and experience he had with young people who are at the beginning of their career, in order to provide them with a road map. It was also a source of pride for Tal Garih to come together with the students of Yeditepe University where deceased Dr. Üzeyir Garih, lectured MBA courses and served as faculty member. The MMA (Mobile Marketing Association)-IMPACT Istanbul summit's Panel on the Impact of Women Diversity on Mobile Transformation, which was attended by Tal Garih, Strategic Planning Manager of Alarko Holding, was held at Ritz Carlton Hotel on 14



October 2019. During the panel, important assessments were made on the current status of brands and employees in terms of the transforming impact of the mobile sector; how digital transformation will take place in the field of technology, and the changes we will witness in future. The issues discussed also included diversity of the population producing technology, the role of women and the impact of stakeholders, and exemplary practices were shared with the audience. "7th National Family Business Summit" of TAİDER Family Business Association was held at InterContinental Hotel on 1-2 November. The theme of this year's summit was "Managing the Wind of Change". During the summit, important subjects were discussed such as unity of family, sustainability of businesses, how family-owned companies can adapt to the global dynamics and act in the face of economic fluctuations, and maintaining team spirit. On the first day of the Congress where Tal Garih was the session manager, the theme of the main session held was Social Charitableness. The speakers of this session, Şerife İnci Eren, Chair of Cevdet İnci Educational Foundation, and Emine Sabancı KAMIŞLI, Deputy Chair of Esas Holding, shared their valuable experience and knowledge with the audience.





Alarko Future's Club Held its 34th Ordinary General Meeting



Founded in 1985 by Alarko Holding founders İshak Alaton and Dr. Üzeyir Garih for the purpose of training young, hardworking and creative Alarko employees as successful managers of the future, Alarko Future's Club held its 34th Ordinary General Meeting. In the first part of the meeting, information was given on the activities of Term 34. Then opinions and recommendations were heard about Term 35 and the new Board was introduced. Awards were presented to Alarko employees for their contributions during the Term 34 and AİK Board Members of the same Term.

We would like to thank all our colleagues for their efforts during Term 34 and wish success to those who have assumed duties for Term 35.

A Trip to Kaş with AİK

Alarko Future's Club Social Activity Committee organized a trip to Kaş, a popular holiday destination in Antalya. AİK members took a bus from assigned pick-up points and left Istanbul in the evening of August 29. After breakfast the next day they visited the ancient city of Demre Myra and St. Nicholas Church. Then they took a boat tour to Olympos, Chimera and Üçağız, saw the sunken city of Kekova and ended the first day of the trip marveling at the region's historical richness. On the second day, they enjoyed a scuba-diving session after sightseeing around Kaş. The last day, participants visited Kalkan and the ancient city of Patara, enjoyed a nice swim and saw the Ancient Theater and Lycian Rock Tombs. Before ending the 3-day trip and returning to Istanbul, the group visited Saklıkent, another popular point of interest, and dined here.



A Chocolate Workshop with AİK

AİK members gathered in Zeytinburnu Kahve Dünyası for a chocolate workshop organized by the AİK Educational Committee. Following a short introduction by the trainer chef, groups of 2 went to their dedicated stations to learn the specifics of preparing truffle dough, salt caramel chocolate bars, chocolate tablets and specialty coffee chocolates and apply their learnings on the spot.

The entire activity took 4 hours, and members had the chance to know AİK members from other group companies better, having lively conversations during breaks while enjoying the coffee served. Participants took home the delicious chocolates they prepared, a chef's set presented as a gift, a workshop certificate and the fun experience of learning together with their fellow club members.



Hillside Beach Club Included in “The Best” List of The Times

The travel supplement of The Times, which shapes the travel preferences of the British, named Hillside Beach Club among the best of the Mediterranean.

Studied in a case study titled “Offering the Best Family Vacation Experience”, the success story of Hillside Beach Club became an academic topic at Harvard Business School, one of the world’s leading universities, and English newspaper The Times included it in its “The Best” list.

Attracting considerable international attention and contributing to the

promotion of Turkey, Hillside was elected the best of 4 hotels around the world by The Times, which has a monthly page view of 16 million and sells more than 400,000 copies per day in the UK.

Jane Knight, travel editor of The Times, who shapes the travel preferences of the British, named Hillside Beach Club among the best of the Mediterranean in her article. Titled “Travel editor’s choice: Best Vacation” the article gives detailed information about Hillside’s well-known service level, the unique flavors at its restaurants, its unique location and activities designed for families with children.



Condé Nast Traveler Names Hillside Beach Club as One of Europe’s Best Resorts

Hillside Beach Club was named among Europe’s Best Resorts at “Readers’ Choice Awards 2019”, given based on feedback from the readers of Condé Nast Traveler, which is regarded as one of the best travel and lifestyle magazines around the world.

One of the world’s most prestigious travel magazines, Condé Nast Traveller chose the world’s “best” in a voting for Readers’ Choice Awards 2019, in which hundreds of thousands of its readers participated from all around the world. In Condé Nast Traveller Readers’ Choice Awards, organized for 30 years to recognize the best names of the tourism, hospitality and travel sector, Hillside Beach Club was selected as one of the Best European Resorts based on numerous criteria including service quality, accommodation standards, food & drink quality, restaurants, physical location, ambiance and decoration.





An Unforgettable Screening in Kayaköy in Collaboration with UK's Art Giant British Film Institute

Hillside Beach Club hosted art lovers in an impressive film screening event. "Summer Movies", organized in partnership with UK's art giant British Film Institute, took place with film screenings at impressive locations.

Hillside hosted foreign press members as well as its guests of all ages at a film screening organized in Kayaköy, which has a spectacular atmosphere with a 5000-year history. The guests saw Stanley Kubrick's iconic movie Dr. Strangelove accompanied by scenic views of Kayaköy.

Turkish premiere of Jon S. Baird's Stan & Ollie took place at Hillside's iconic main beach. Buster Keaton's Sherlock Jnr was screened at "Silent Beach", a silent beach concept created many years ago by Hillside, accompanied by a piano performance. Some Like It Hot, starring Marilyn Monroe, was also shown on Hillside's private boat as part of the event, during which guests fully enjoyed the seventh art. Hillside's iconic night club Pasha hosted a screening of John Landis' musical comedy Blues Brothers, followed by Brass Band Party.

BFI's children's films team organized a workshop called "Make a Film with BFI" where children made their own short film and shared it with their parents at a special screening. BFI Chief Curator Will Massa met with guests to talk about the films before the screenings while the backstage part of the week was filmed by BAFTA award winner, famous director Toby Lloyd.



Hillside City Club Designs "Feel Good at Work" Training for Businesspeople

Aimed at improving the quality of life of business professionals, the "Feel Good at Work" training sessions were offered to the business world by Hillside City Club trainers. A pioneer in its sector, Hillside's "Feel Good at Work" seminars focus on three topics and are designed for companies and organizations. Consisting of "Office Exercises", "Next Generation Alimentation Trends" and "Mental Awareness and Breathing" programs, the training was developed to help professionals improve their performance and life quality.

"Office Exercises" training shows sports activities suited to the office environment, helping professionals feel more energetic in the corporate environment. The training lasts 20 minutes and helps invigorate the body when it has lost its flexibility due to hours of sitting at a desk, relaxing both the body and the mind. There are also movements for correcting posture and team games to eliminate stress and create a bond between colleagues.

"Next Generation Alimentation Trends" program not only educates professionals about new trends but also raises awareness with respect to the theme of alimentation, helping to establish a healthy and joyful relation with food. Participants can obtain detailed information on a balanced, healthy diet, an athlete's diet, popular diets to lose weight and developing the habit of reading labels.

"Mental Awareness and Breathing" training focuses on "being in the moment" with short relaxation breaks which can be integrated into daily routine and gives tips on how to avoid stress.



“Cycle with Live Piano” by the Bosphorus with “Hillside Outside”

Hillside City Club's “Hillside Outside” activities brought the spirit of Hillside to outdoors in various locations of Istanbul. Knowing that training that brings exercise and fun together is very popular these days, Hillside organized outdoor activities for its members. The “Cycle with live Piano” event, held by the Bosphorus, combined music and sports in a most outstanding way. The format resembled a daytime party at the Bosphorus, with pianist Şevki Karayel on the piano and an energetic DJ performance. The 60 participants enjoyed cycling accompanied by the scenic views of the Bosphorus and an upbeat piano music. “CrossFit Sunday Challenge”, yet another “Hillside Outside” activity supervised by Hillside trainers, gave participants the opportunity to train by the Bosphorus while “Bebek Run & Partners Challenge” was an alternative program for runners.



“Hillside Feel Good App” Chosen as One of the Top 4 Mobile Apps of the Year

Hillside Beach Club's mobile application “Feel Good App” was chosen as one of the Top 4 Mobile Apps of the Year in The MMA Smarties Turkey Awards, an awards program designed to recognize innovation, creativity and success in the marketing world. The Smarties program of MMA, operational in 50 countries (including Turkey) with more than 850 members, recognizes teams and talents that offer their customers access and engagement value in mobile marketing. Hillside Beach Club was the only brand from the tourism sector to be awarded and the application was recognized as one of the best due to its renewed features. “Feel Good App” was designed to make the lives of guests easier by giving access to a wide range of activities with its

“add to agenda” function, and the ability to make reservations for the spa, water sports and other club activities. Hillside Beach Club's app also gives access to Press Reader, which offers major newspapers and magazines published in more than 60 languages around the world. The mobile app also has the Beach Order feature, an industrial first, by which Hillside gives guests the opportunity to place orders from their sun loungers. Having a modern and user-friendly design, Hillside Beach Club mobile app reflects the company's “Feeling Good” motto. It is available in Turkish, English, German, Russian and Dutch and can be installed in iOS and Android systems.



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