



**VIENNA ENERGY
FORUM 2021**
where action meets ambition



Meet An Expert | Habib BABACAN

Nordex Turkey & Mid East
Managing Director
05 July 2021

Agenda :

- ***Short Brief about Nordex Group***
- ***Nordex in Turkey***
- ***Myself Habib Babacan***



Nordex Group
Short Brief about Nordex Group



Habib BABACAN | Nordex Turkey & Mid East - Managing Director | 05 July 2021

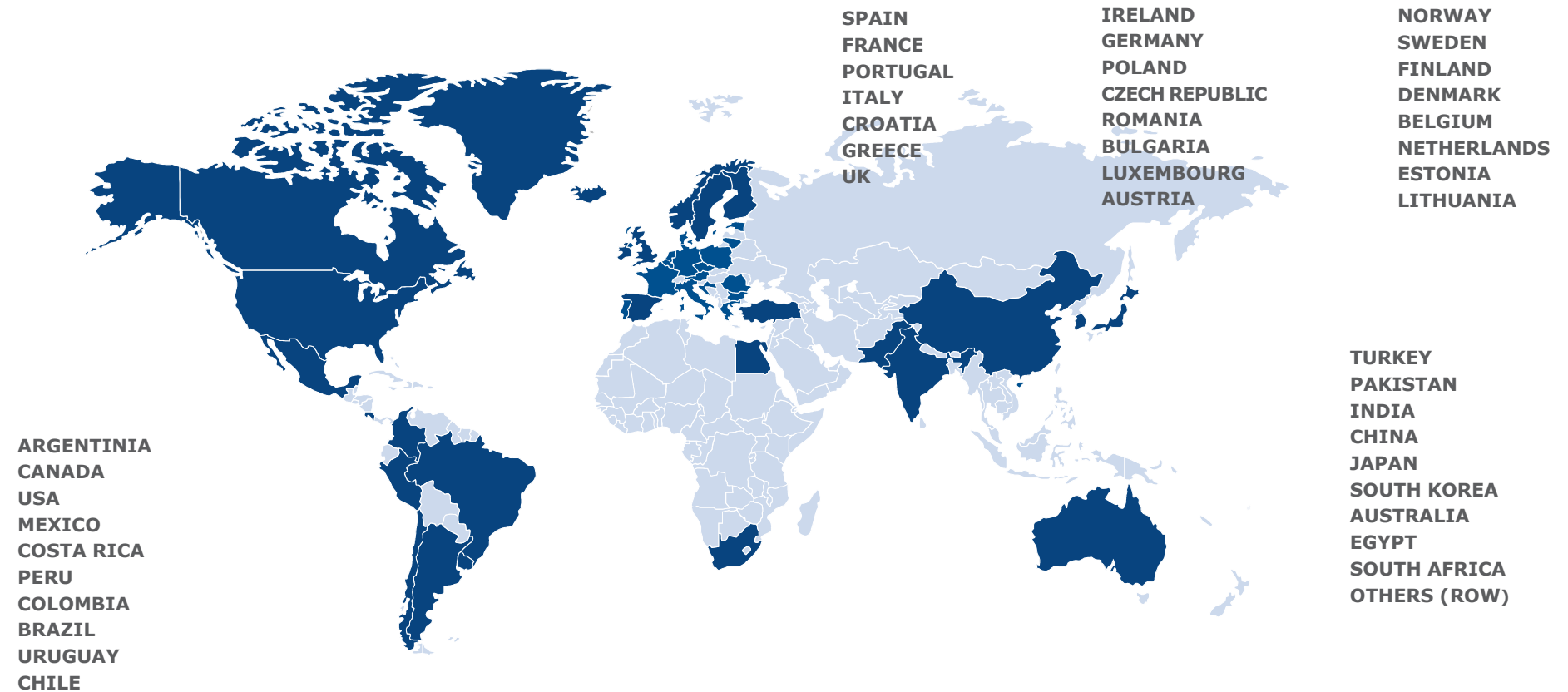
> Who We Are – Nordex Group



- > **Nordex is the global manufacturer of onshore wind energy systems**
- > **Nordex , founded in 1985 in Denmark and later moved to Germany**
- > **Acciona Windpower, founded in 2003 in Spain.**
- > **Nordex acquired Acciona Windpower in 2016.**
- > **Shareholder : Main shareholder is Acciona SA with 33,6% , 66.4% traded in German Stock Exchange Market, (listed company in the German MDAX and TecDax)**
- > **Revenue : 4,345 million Euro in 2020**
- > **Market Share : 9,2% Global Market Share, and ranked as 4th (excluding China)**
- > **Employee : 8527 employees with 86 different nationalities in 2020 in world wide offices**

Where We Are – Track Record

MORE THAN 34 GW MW INSTALLED WORLDWIDE IN OVER 40 COUNTRIES



Where we are

> Where We Are – The Nordex Group’s Production Footprint

> **GOOD GEOGRAPHICAL FIT FOR PRODUCTION TO SERVE GLOBAL DEMAND.**



What we do

What We Do – Core Business & Products

MORE THAN A MANUFACTURER: YOUR PARTNER ALONG THE WHOLE VALUE CHAIN



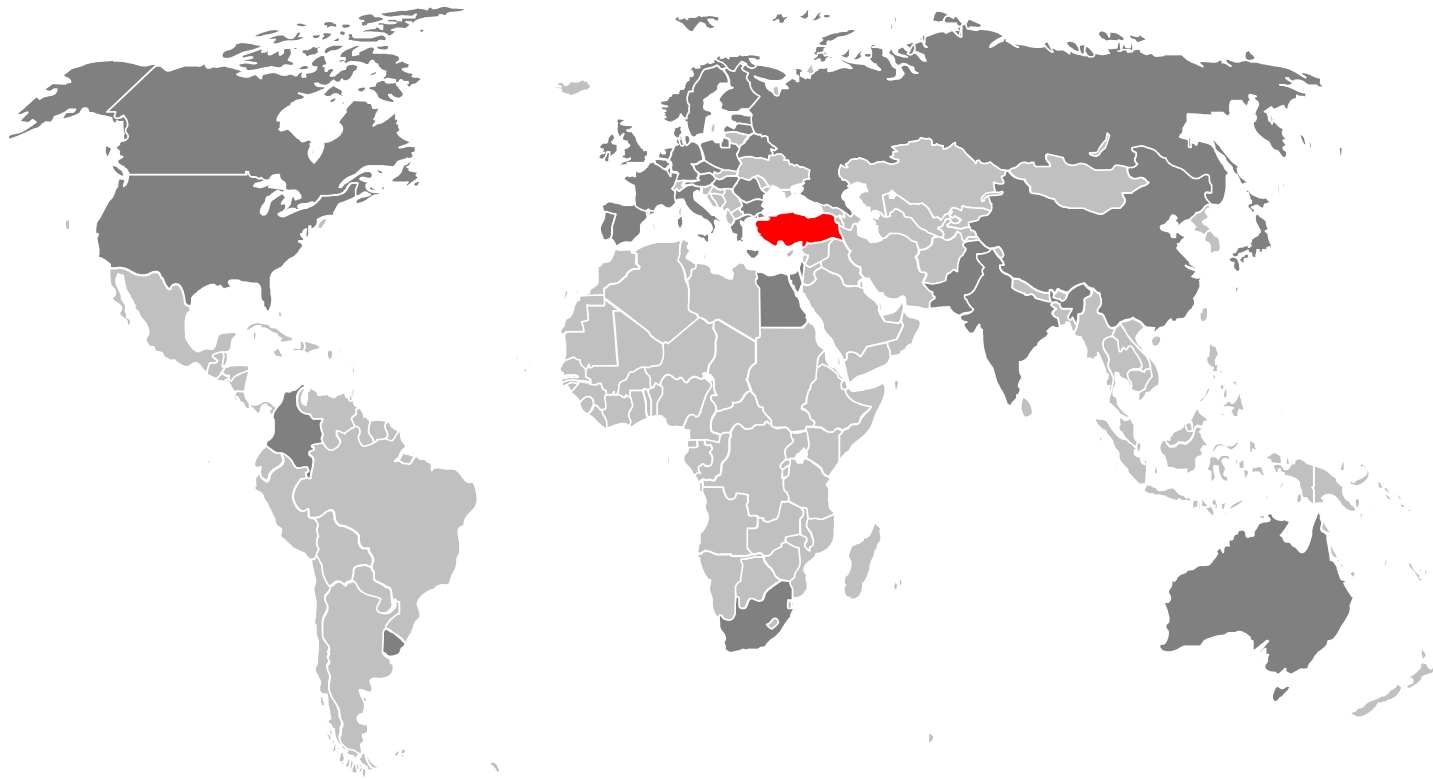


Nordex Group
Nordex in Turkey



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WHERE WE ARE Turkey: as heart of Europe and Middle East

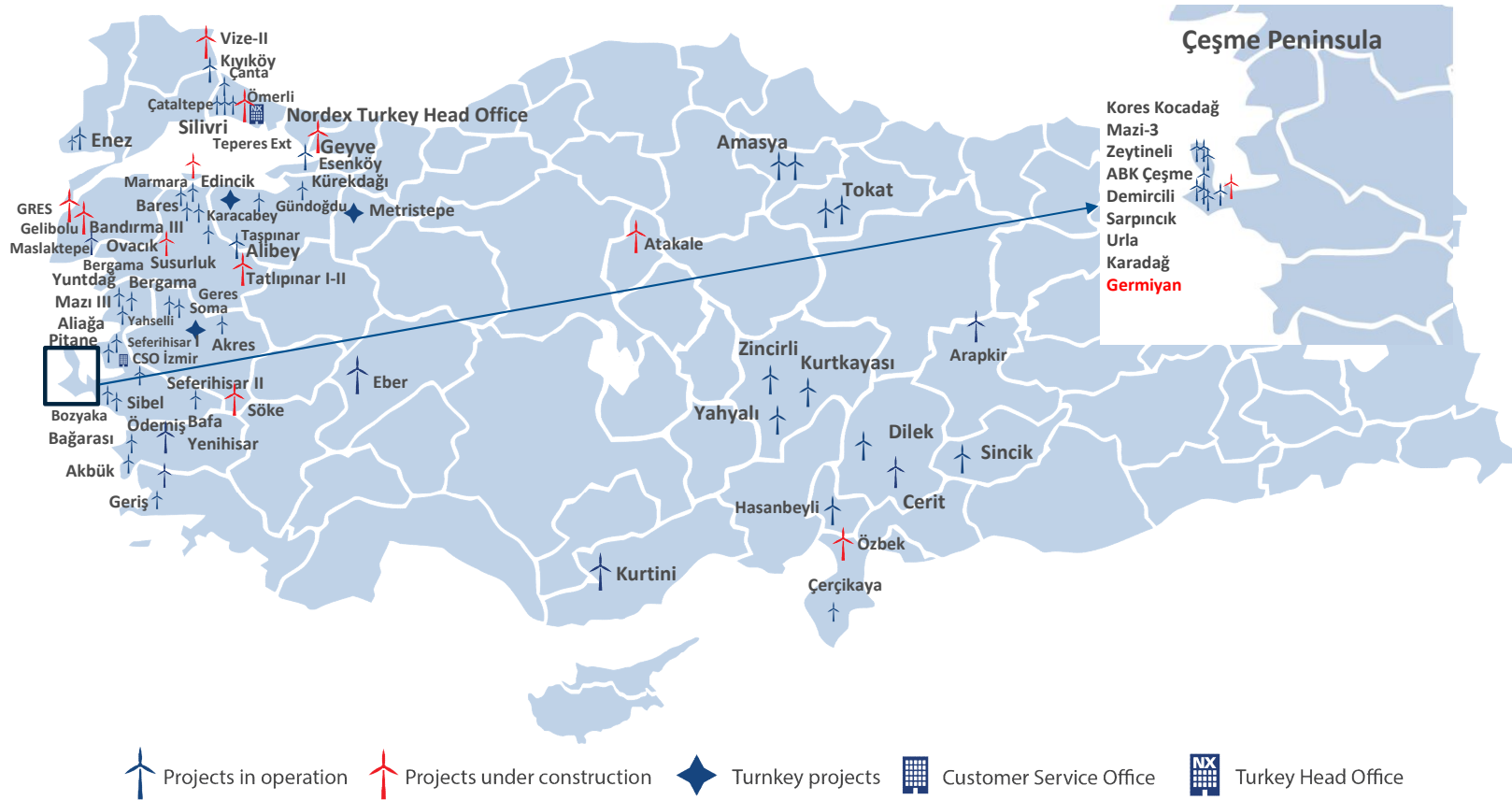


Turkey connects Europe and Middle East

> Nordex in TURKEY

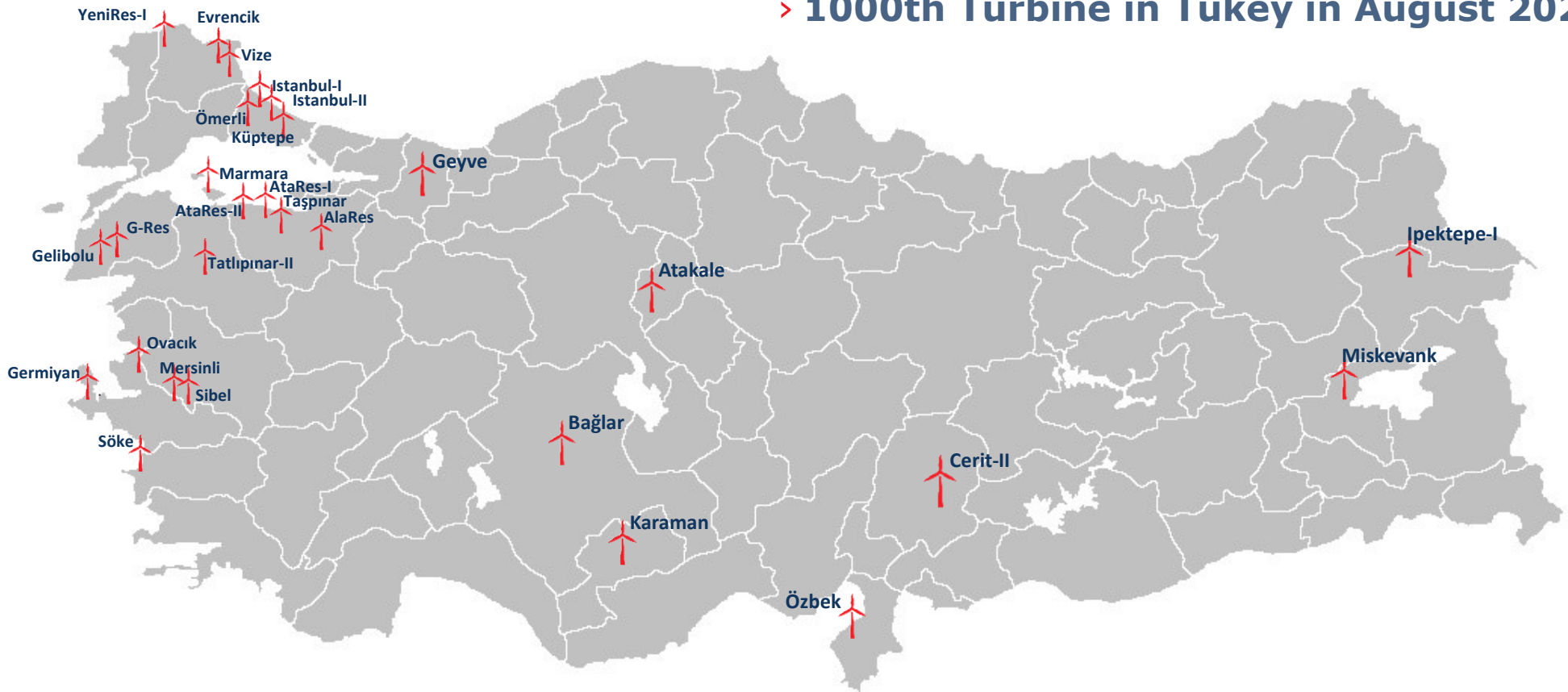
- > Nordex is **the market leader in Turkey** with a market share of 26.8% with an installed capacity of around 3 GW.
- > Around **350 people** in working in Nordex Turkey, and **4th Biggest office in Global Nordex Organization**.
- > Nordex sources Blades, Towers, Generators and Anchorcages from its suppliers in Turkey and had an significant contribution in business volume in local industry.
- > Nordex has more than 80 wind parks with over 60 customers all over Turkey with approximately 1000 wind turbines.

WHERE WE ARE Footprints in Turkey



WHERE WE ARE Currently Active Project Sites in Turkey

> 1000th Turbine in Turkey in August 2021





Myself : Habib BABACAN



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> Myself : Habib Babacan - Education

> İzmir Fen Lisesi (High School) – 1996

Boarding School (School with Pension) | (courage, self confidence, independence)

> Boğaziçi University, Civil Engineering - 2001

Student Clubs | (socialization, networking, new hobbies)

> Koç University , MBA – 2003

Different Mind Set | (after engineering and science back ground, MBA shapes your mind differently)

Interns : TEB Investment (Equity Research), PwC (Audit), Sony Electronic (Marketing), Loreal (Finance)

| (interns are important to understand the companies, and different work fields)

➤ **Myself : Habib Babacan – Business Experience**

➤ **Sony Turkey (Local Sales Subsidiary) – Sales & Business Planing – 03/06**

Different Deperatments: Logistics, Customs, Suppy Chain, Planining , and Sales

(different departments within the same company, brings you different angles how to execute a business)

➤ **Military Service (lieutenant for Civil Works) – 06/07**

(a good break for me : to question what I am heading for ?)

(a turning point for me : to change my career to another field)

(A key question : How can I create value rather than just execute a business?)

➤ Myself : Habib Babacan – Business Experience

> Turcas Petrol - Project & Business Development – 08/14

Developing Green Field Wind Farms from scratch | (**idea generation, investment perspective**)

> Nordex – Sales & Business Development – 14/19

Sales of wind turbines to build Wind Turbines | (**convincing, negotiation , patience**)

Take responsibility of risky tasks | (**performance, recognition**)

Help the others within the organization | (**consequently; organization supports you**)

(another turning point for me : to be promoted to Managing Director position)

> Myself : Habib Babacan – Business Experience

> Nordex – Managing Director – 20/ continues

Covid 19 | (crises management , motivation, Hope)

2020 : busiest year ever since 2009 | (coordination , Leadership)

Growth : from 220 people to 350 people in 2020 | (change management, justice)

Direction : give the direction to the subsidiary | (vision, leadership)

Bring new ideas, touch to newer touched areas | (creativity)