



MINING  
METALLURGY



# 2022 9 Months Investor Presentation

26.10.2022



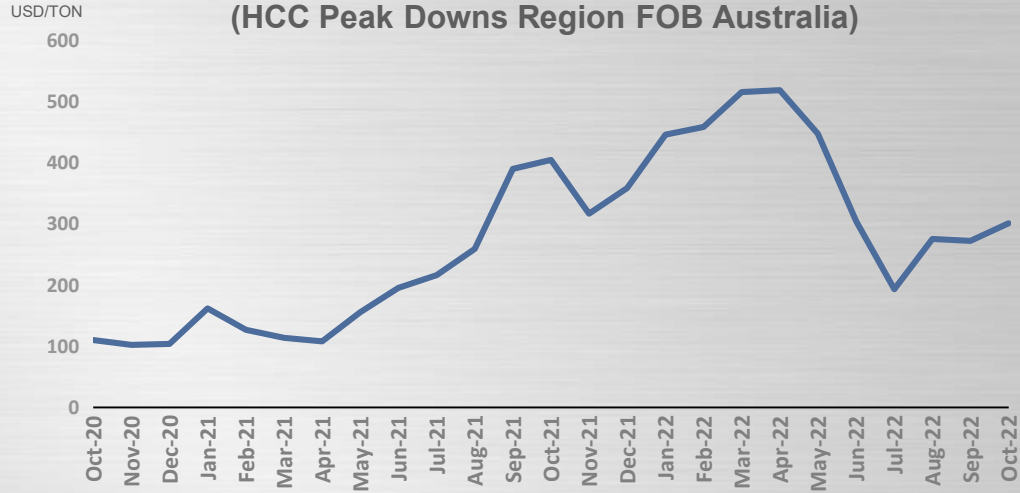


# 2022 Market Overview

# COMMODITY PRICES



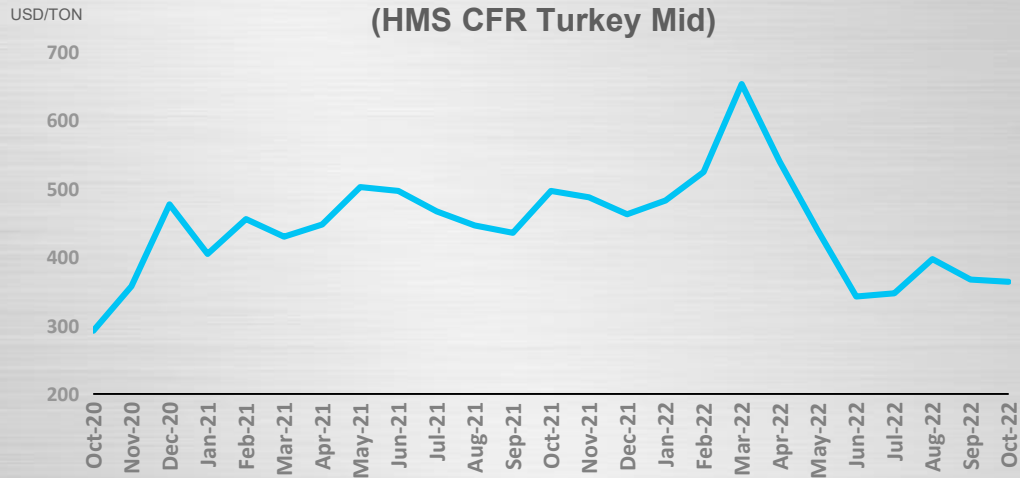
### Coking Coal Prices (HCC Peak Downs Region FOB Australia)



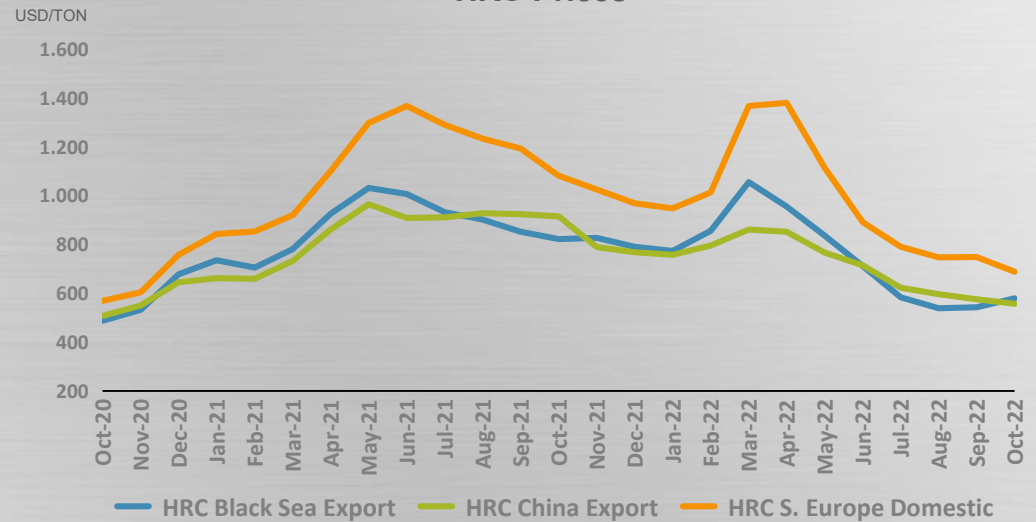
### Iron Ore Prices (IODEX 62% Fe CFR North China Mid)



### Scrap Prices (HMS CFR Turkey Mid)



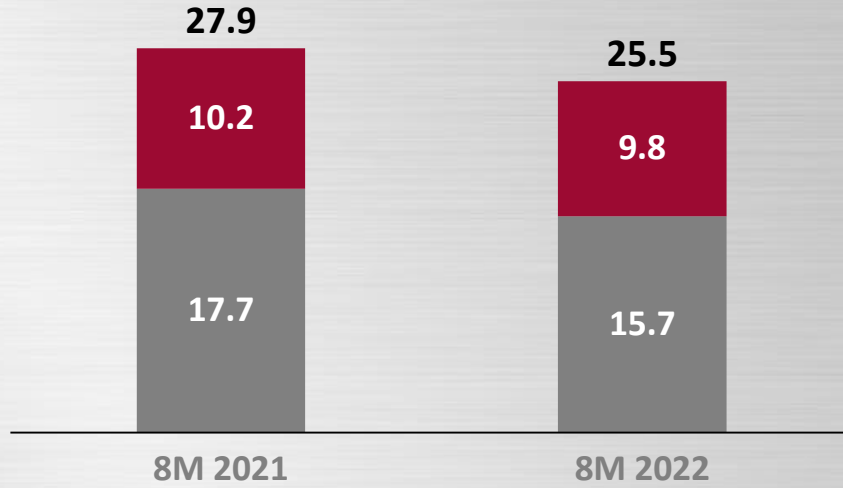
### HRC Prices



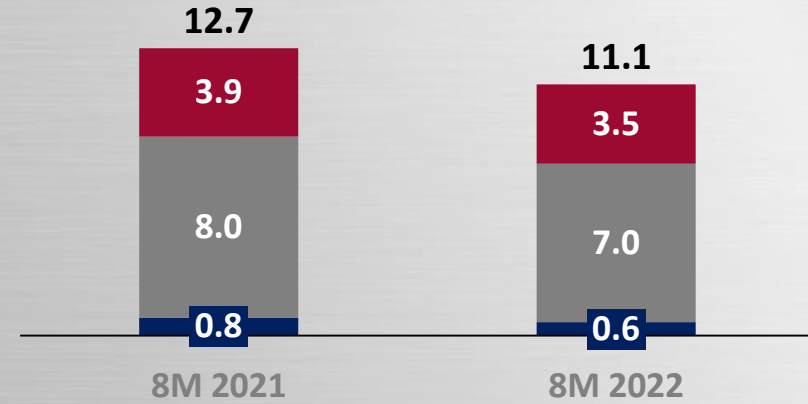
# TURKISH STEEL INDUSTRY



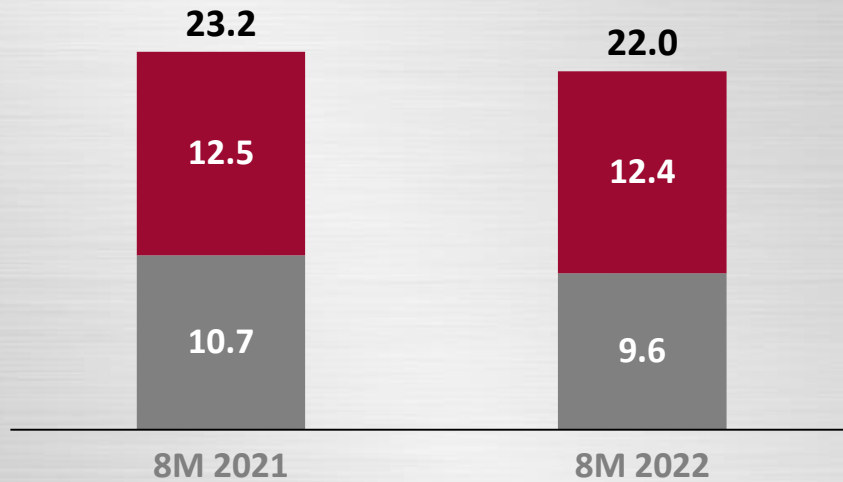
PRODUCTION (MN TONS)



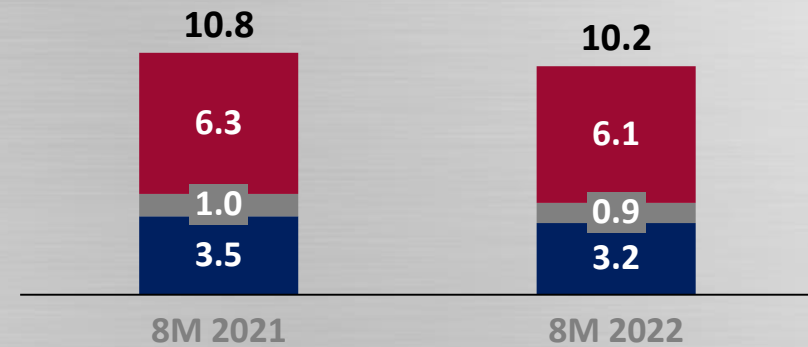
EXPORTS (MN TONS)



CONSUMPTION (MN TONS)



IMPORTS (MN TONS)



■ Flat Steel 
 ■ Long Steel 
 ■ Semi-Product (Slab+Billet)



# 2022 9M Results



**1,634 Million USD**

EBITDA

**26%**

EBITDA Margin

**936 Million USD**

Net Profit

**15%**

Net Profit Margin

**5.5 Billion USD**

Market Cap

**6.1 Million Tons**

Total Production

**5.8 Million Tons**

Total Sales

**6,343 Million USD**

Revenue

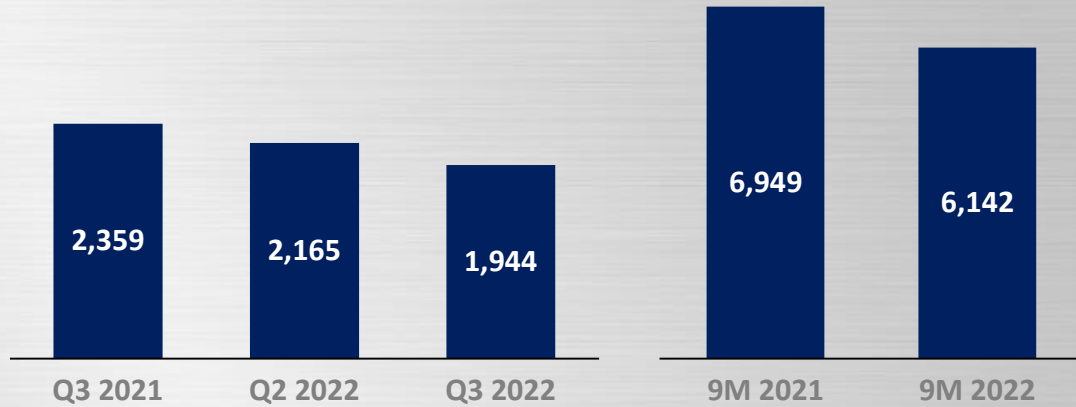


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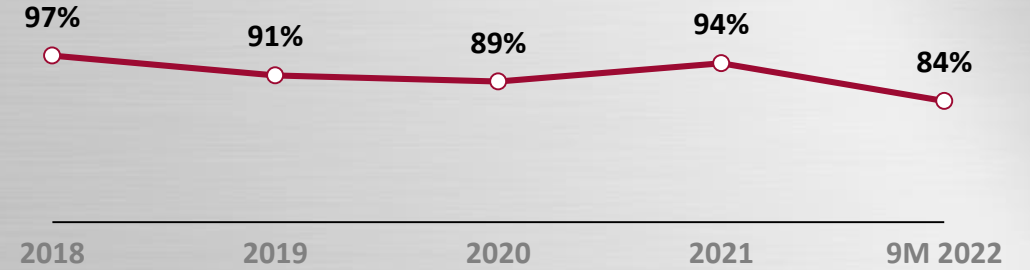
# OPERATIONAL INDICATORS



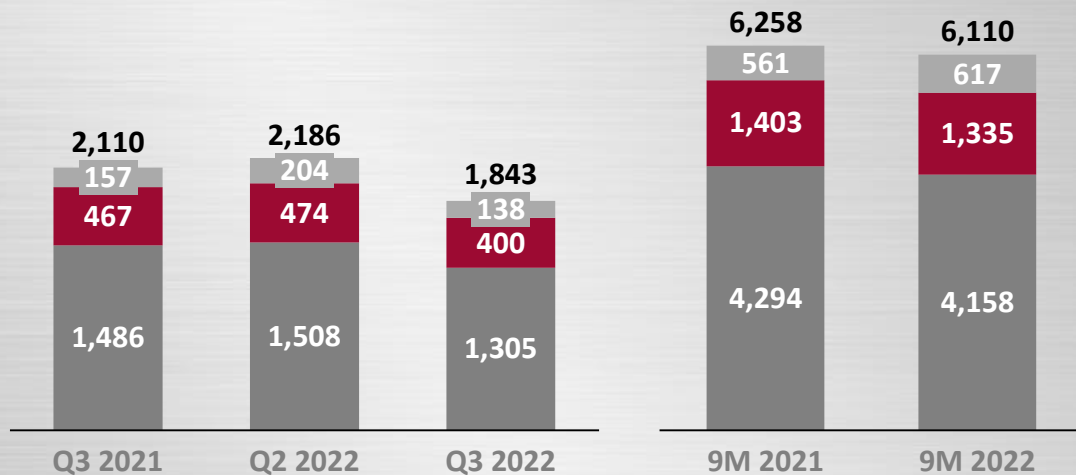
LIQUID STEEL PRODUCTION (000 TONS)



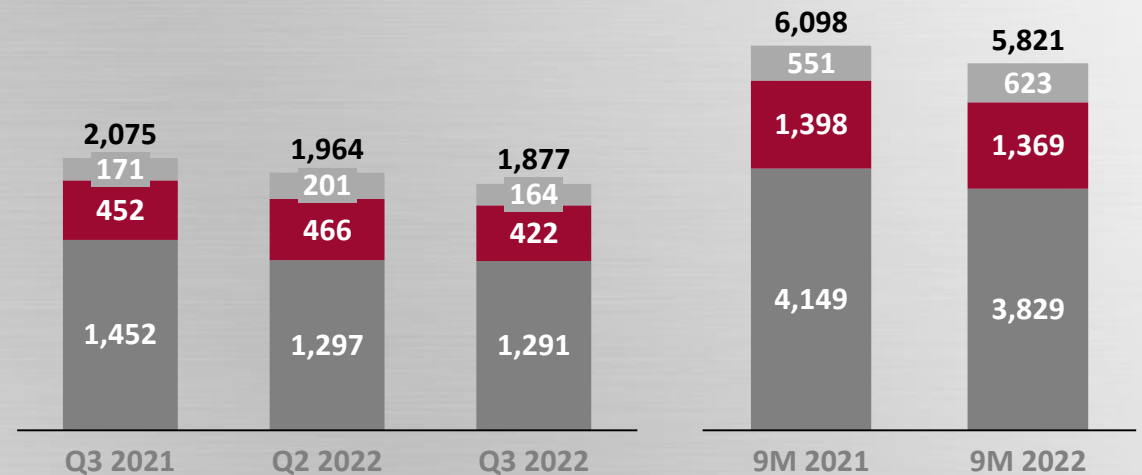
CRUDE STEEL CAPACITY UTILIZATION RATIO



PRODUCTION (000 TONS)



SALES VOLUME (000 TONS)

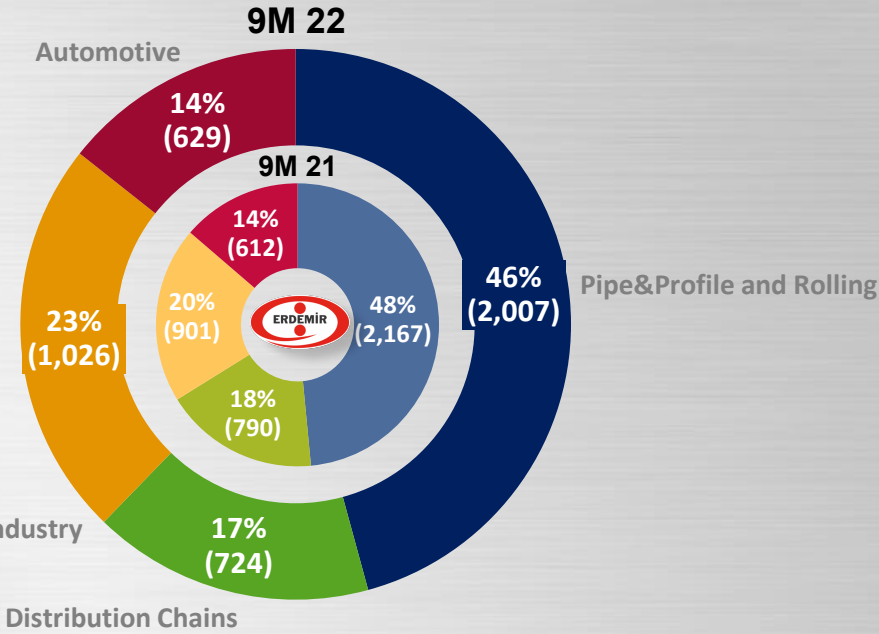


Long
  Cold
  Hot

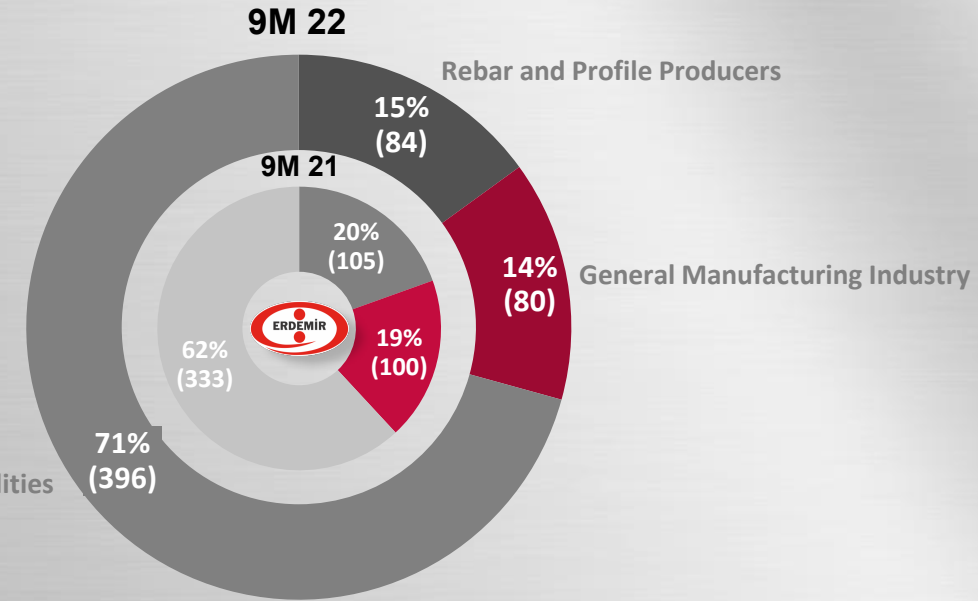
# DOMESTIC SALES BREAKDOWN AND EXPORT



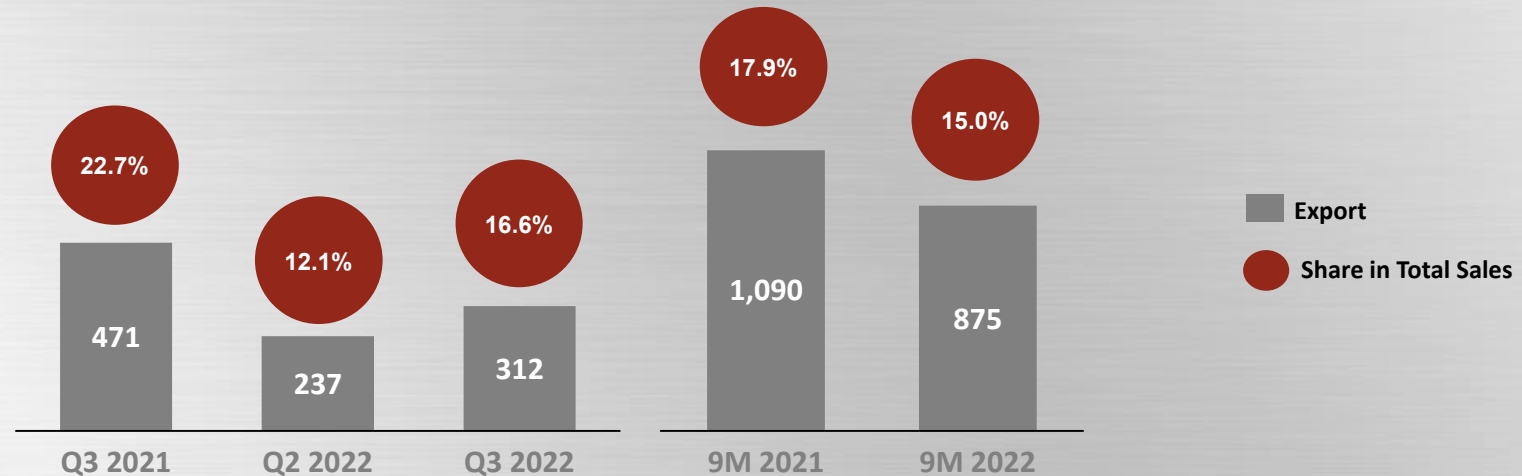
## FLAT STEEL DOMESTIC SALES



## LONG STEEL DOMESTIC SALES



## EXPORT VOLUME (000 TONS)

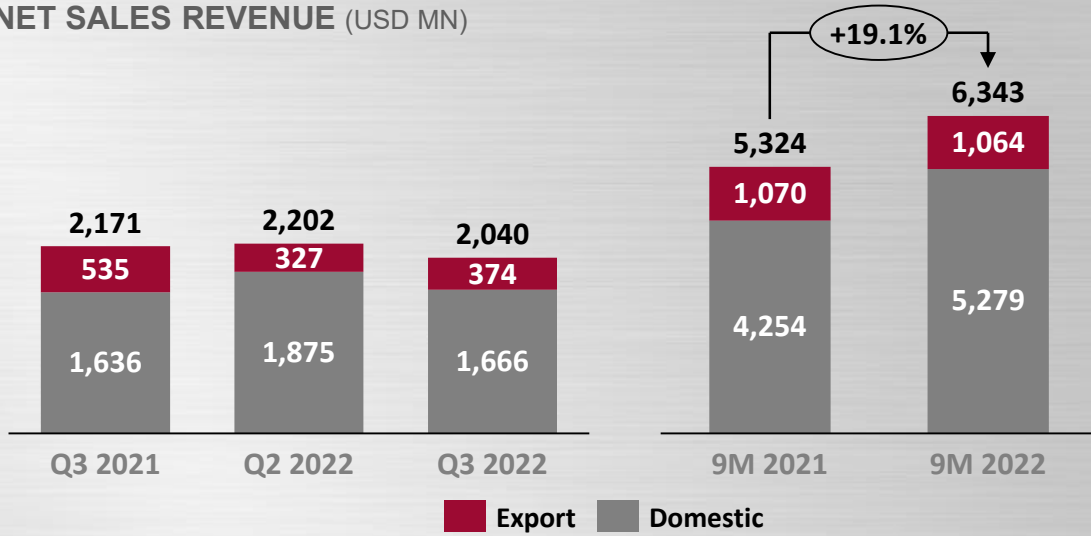




# FINANCIAL INDICATORS



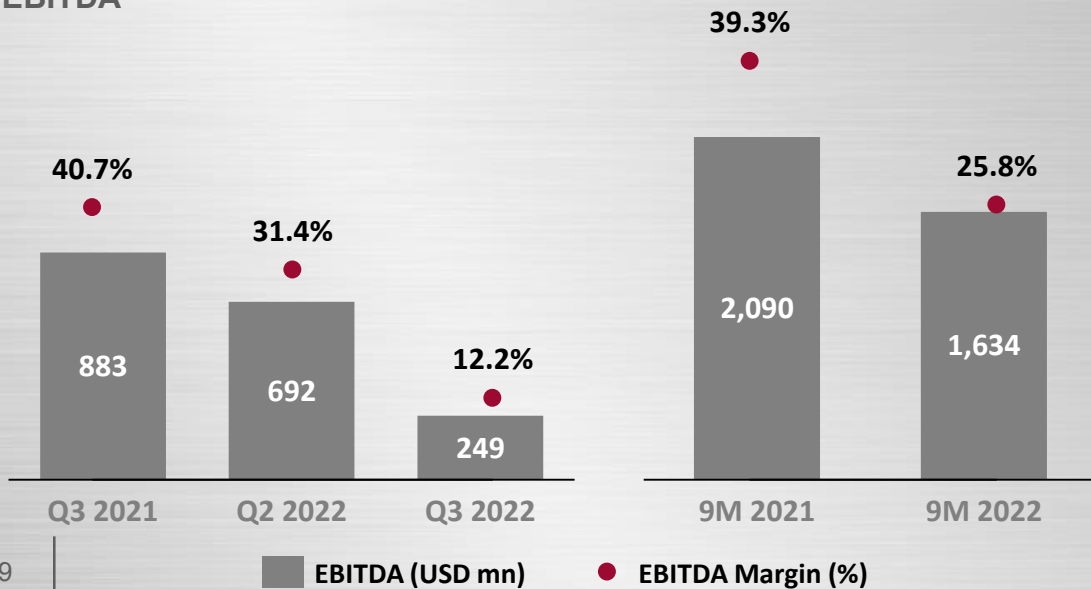
NET SALES REVENUE (USD MN)



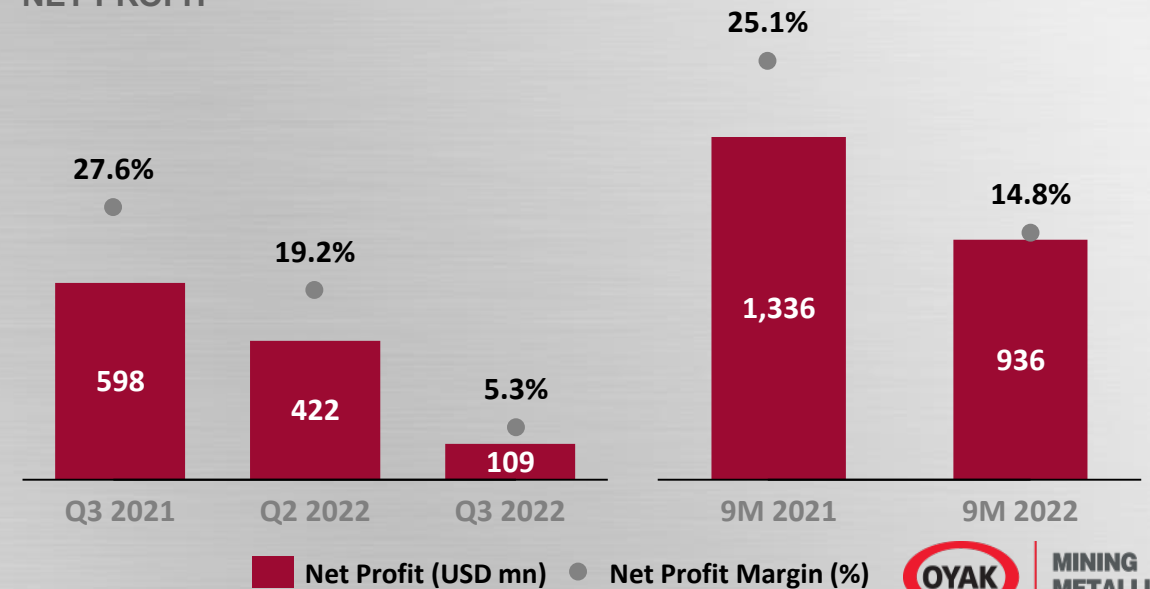
EBITDA PER TON (USD/TON)



EBITDA

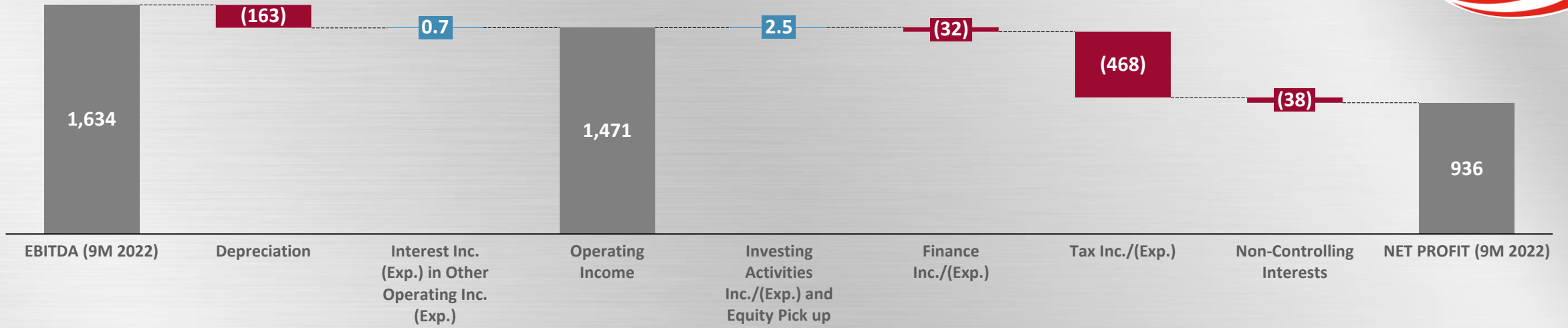


NET PROFIT

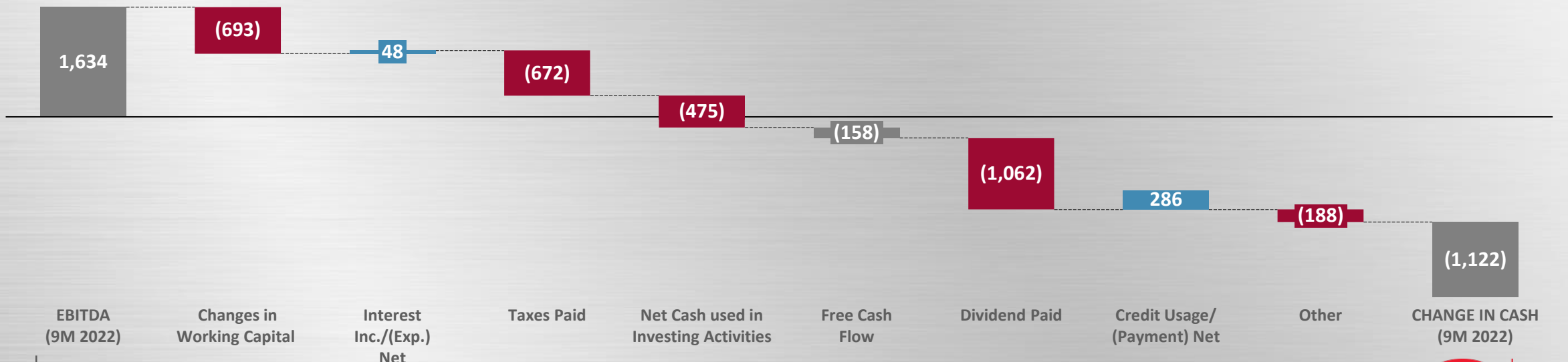




## EBITDA NET PROFIT (USD MN)



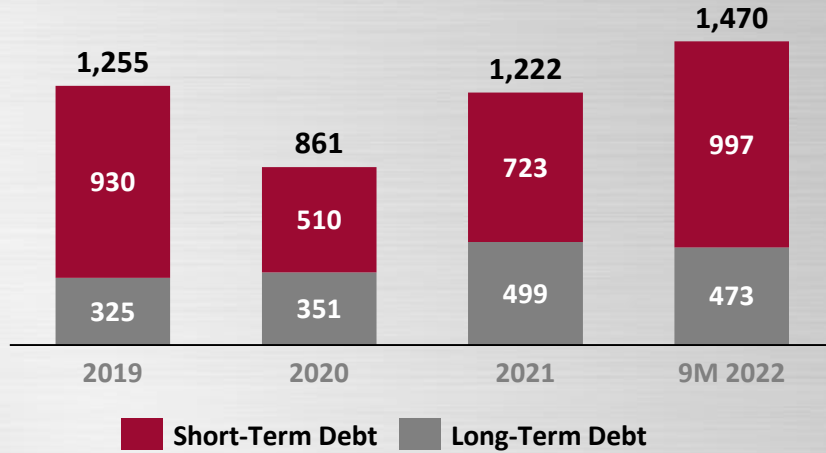
## EBITDA CHANGE IN CASH (USD MN)



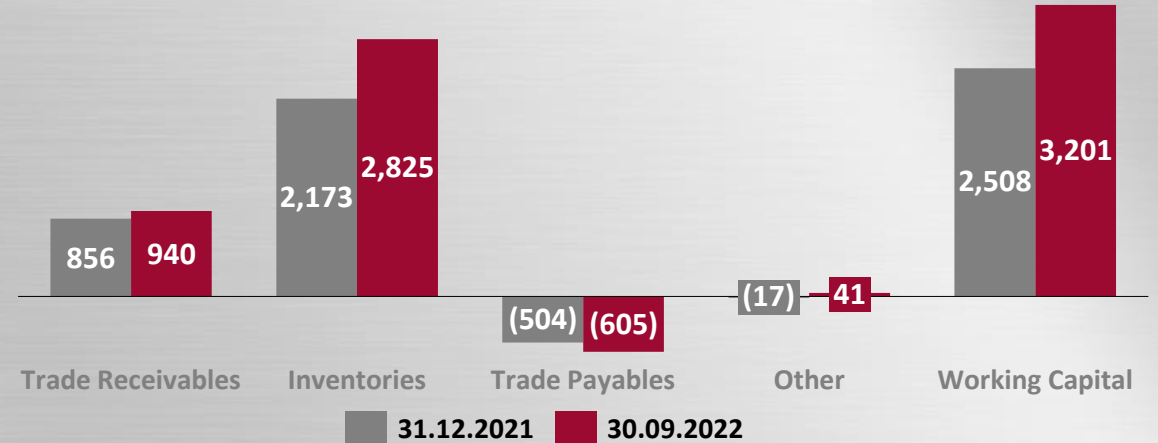
# ANALYSIS OF FINANCIAL POSITION



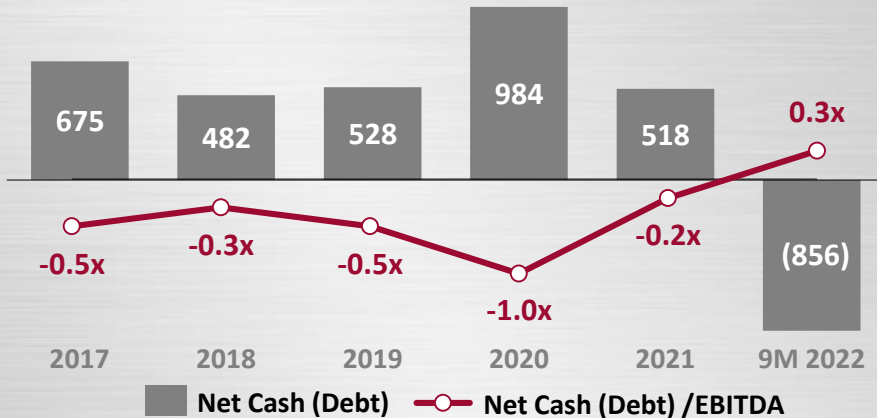
FINANCIAL BORROWINGS\* (USD MN)



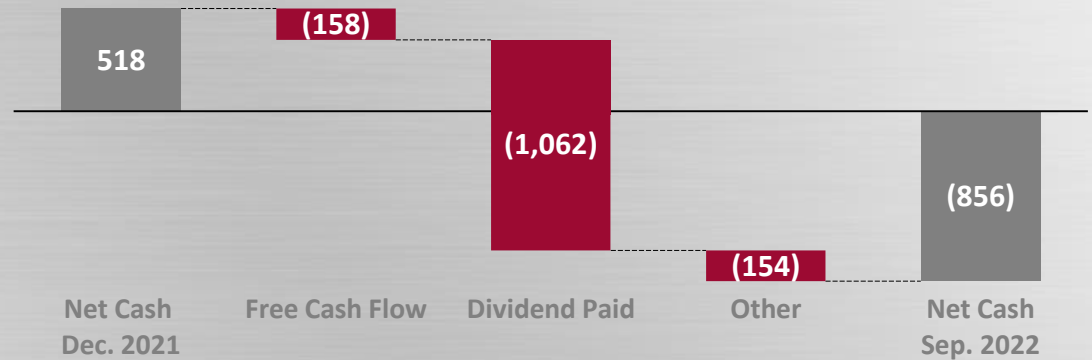
NET WORKING CAPITAL (USD MN)



NET CASH (DEBT) / EBITDA

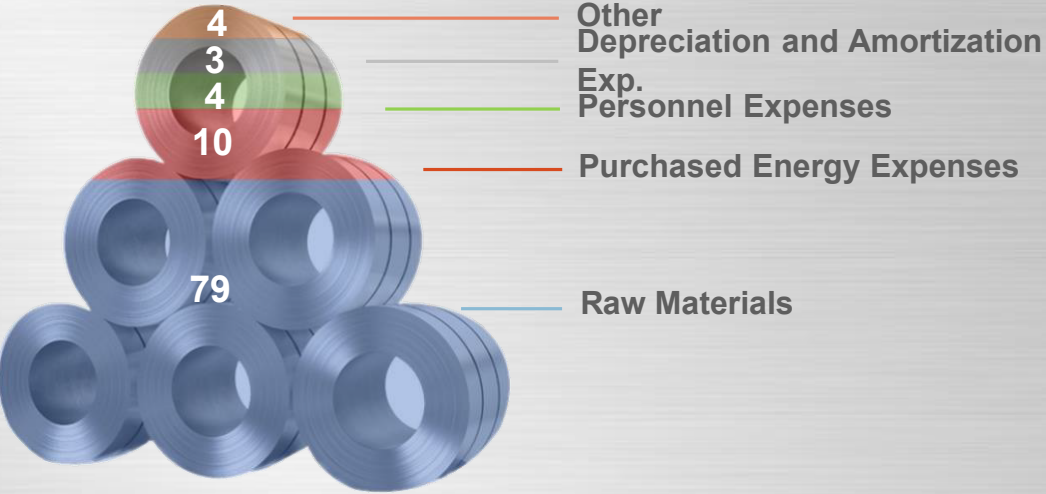


NET CASH (DEBT) (USD MN)



# COST OF SALES BREAKDOWN\* (%)

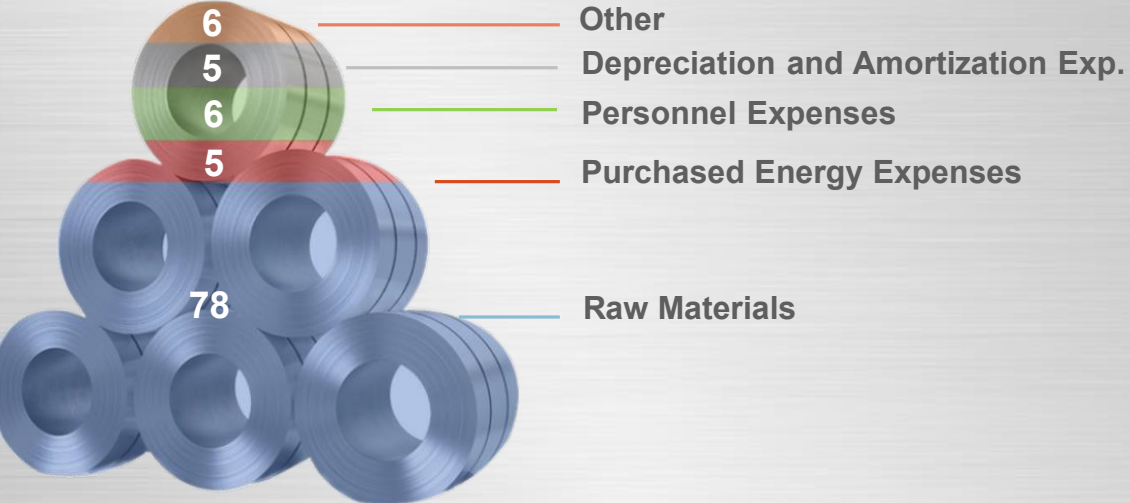
9M 2022



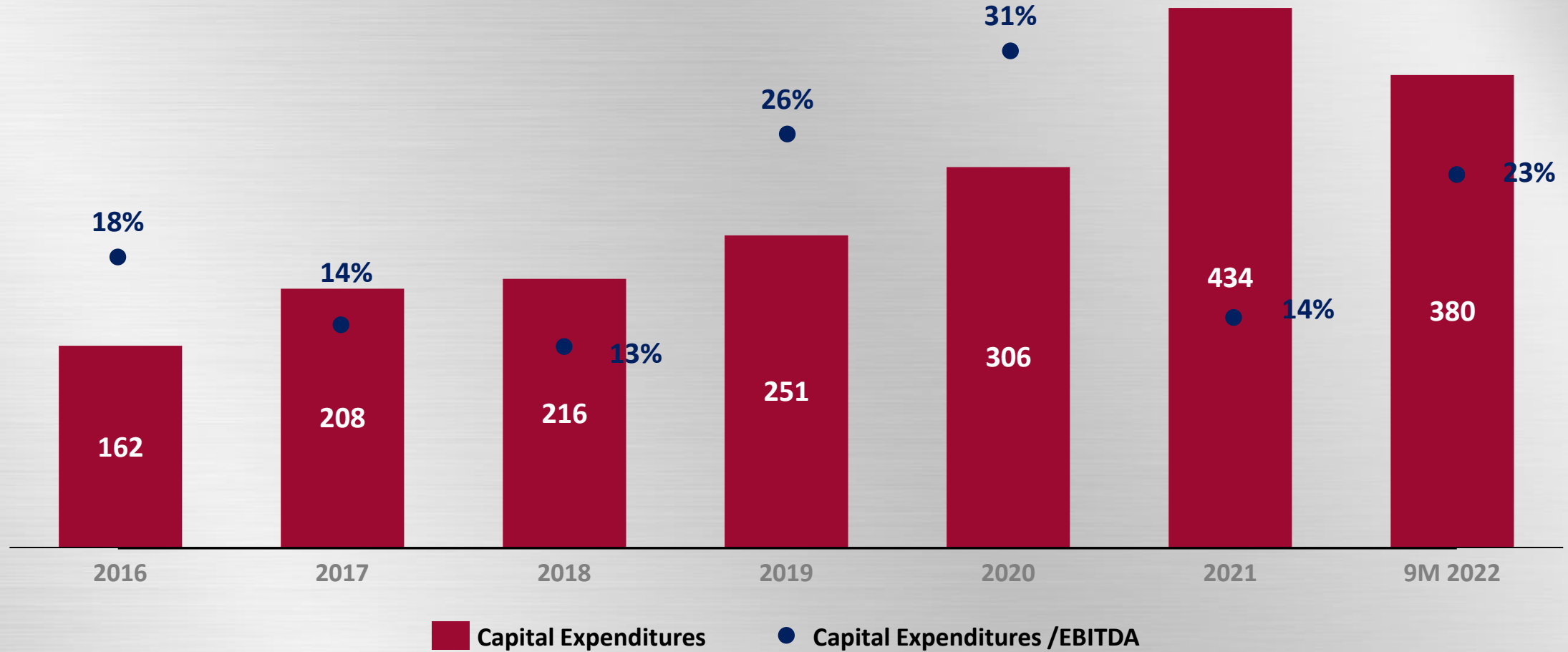
## RAW MATERIALS BREAKDOWN



2021

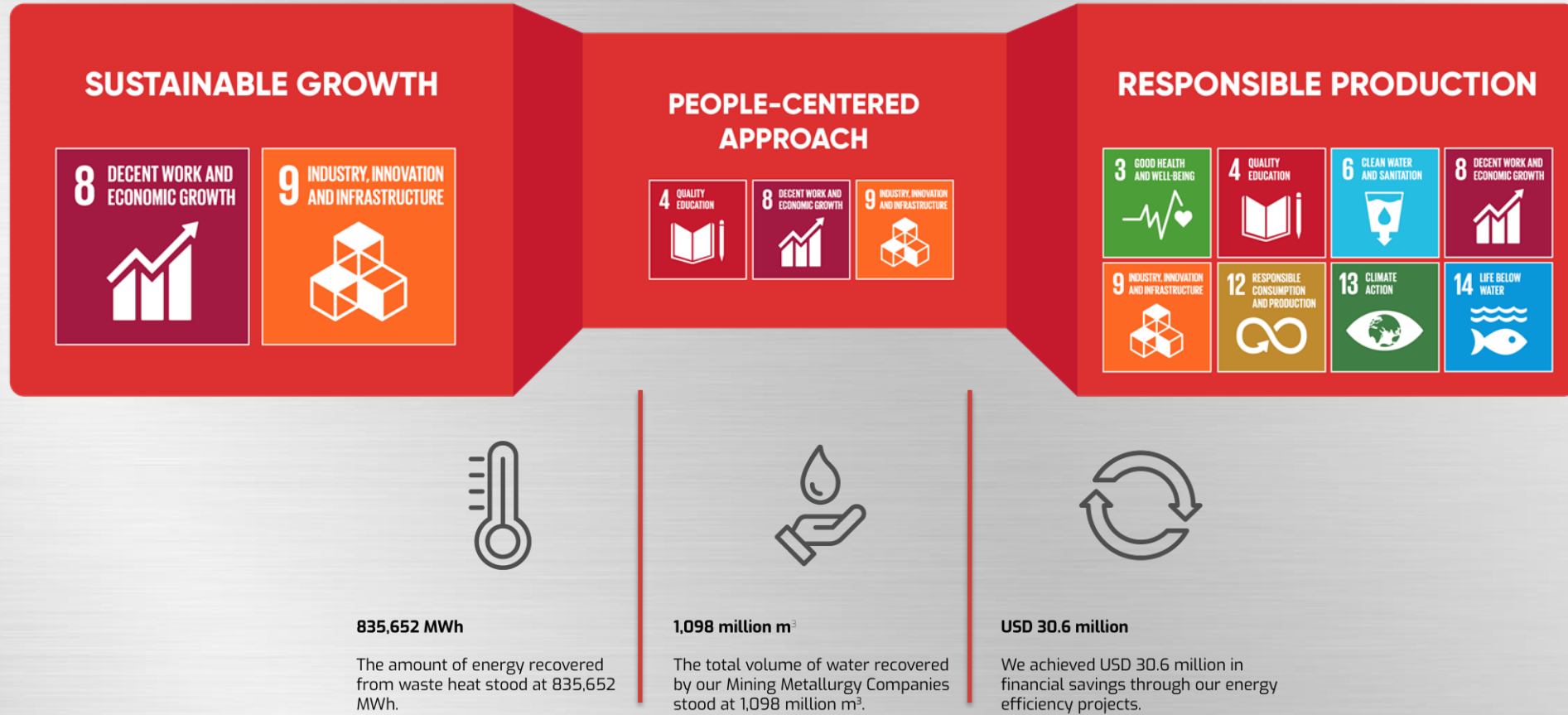


# CAPITAL EXPENDITURES\* (USD MN)



\*Advance payments for capital expenditures are not included.

We shape our approach to value generation on the basis of three basic concepts as follows: sustainable growth, responsible production, approach that puts people at the center.





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