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METALLURGY



# 2022 12 Months Investor Presentation

03.03.2023



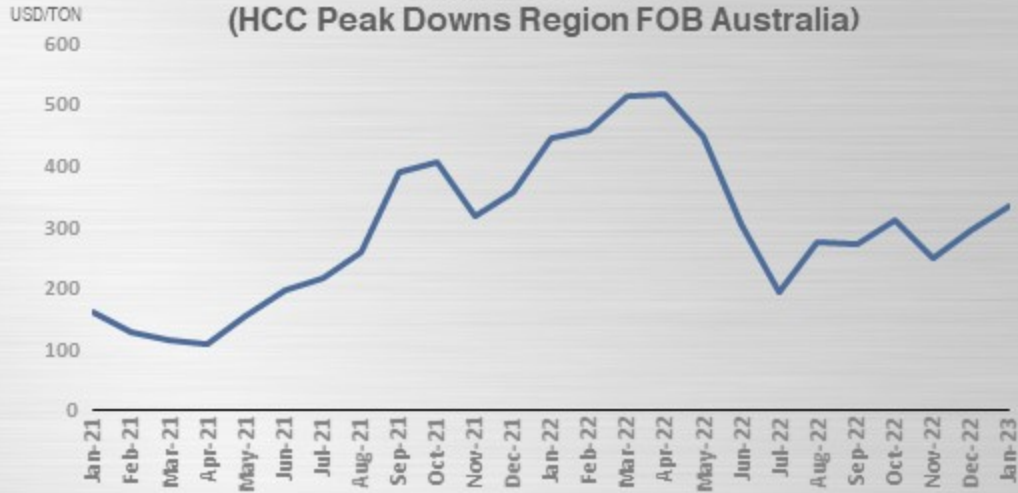


# 2022 Market Overview

# COMMODITY PRICES



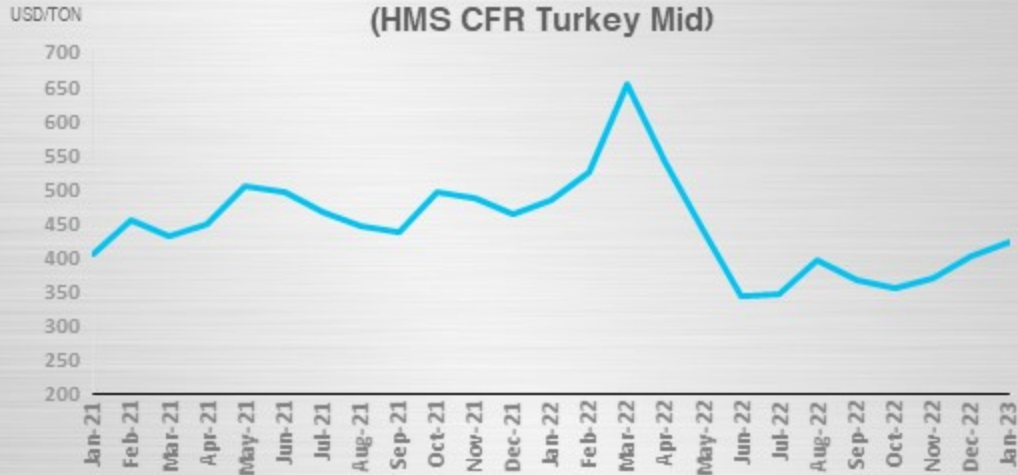
### Coking Coal Prices (HCC Peak Downs Region FOB Australia)



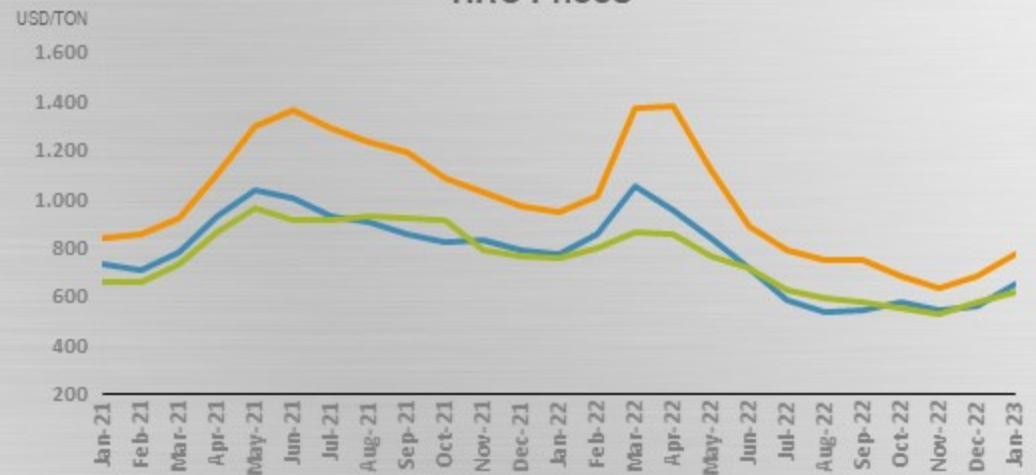
### Iron Ore Prices (IODEX 62% Fe CFR North China Mid)



### Scrap Prices (HMS CFR Turkey Mid)



### HRC Prices



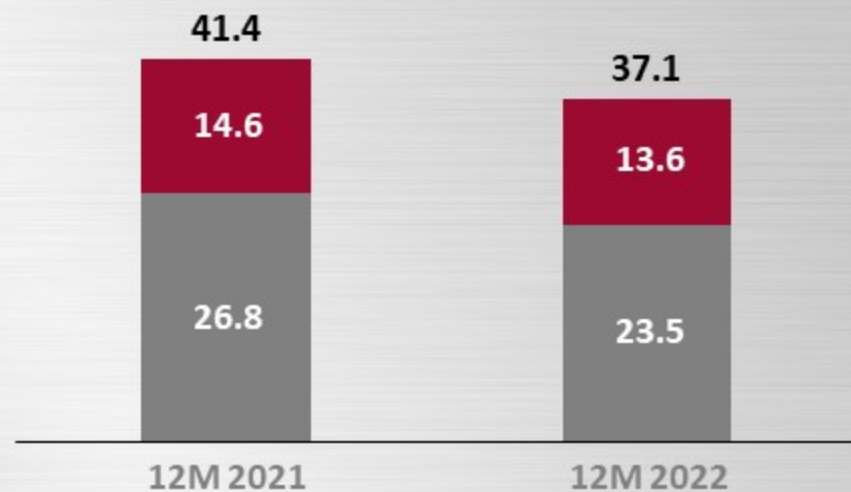
— HRC Black Sea Export — HRC China Export — HRC S. Europe Domestic



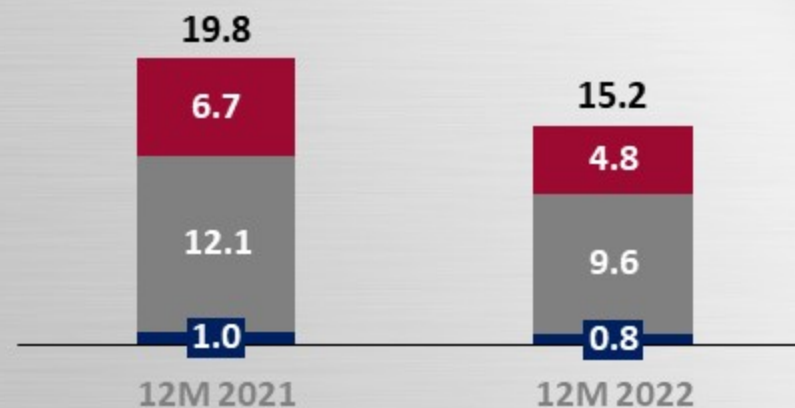
# TURKISH STEEL INDUSTRY



### PRODUCTION (MN TONS)



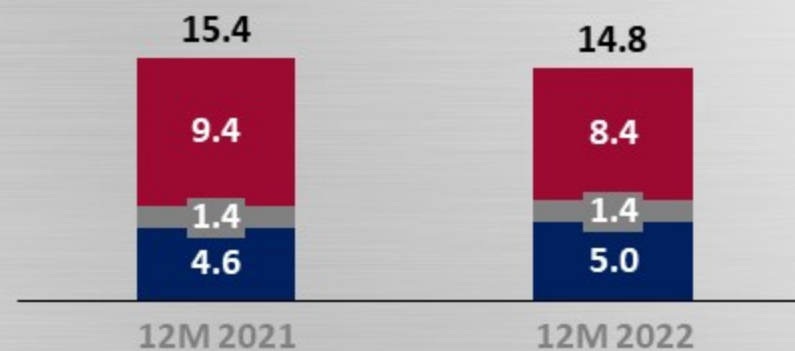
### EXPORTS (MN TONS)



### CONSUMPTION (MN TONS)



### IMPORTS (MN TONS)





## 2022 12M Results





**1,714 Million USD**

EBITDA

**21 %**

EBITDA Margin

**1,142 Million USD**

Net Profit

**14 %**

Net Profit Margin

**7.7 Billion USD**

Market Cap

**7.8 Million Tons**

Total Production

**7.8 Million Tons**

Total Sales

**8,107 Million USD**

Revenue

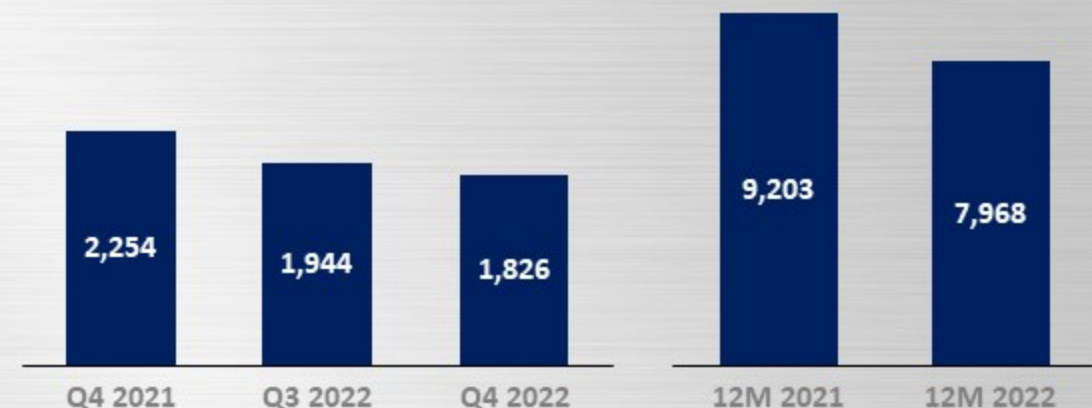


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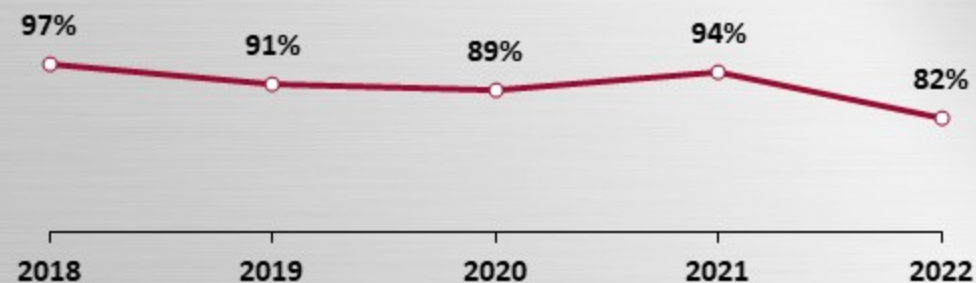
# OPERATIONAL INDICATORS



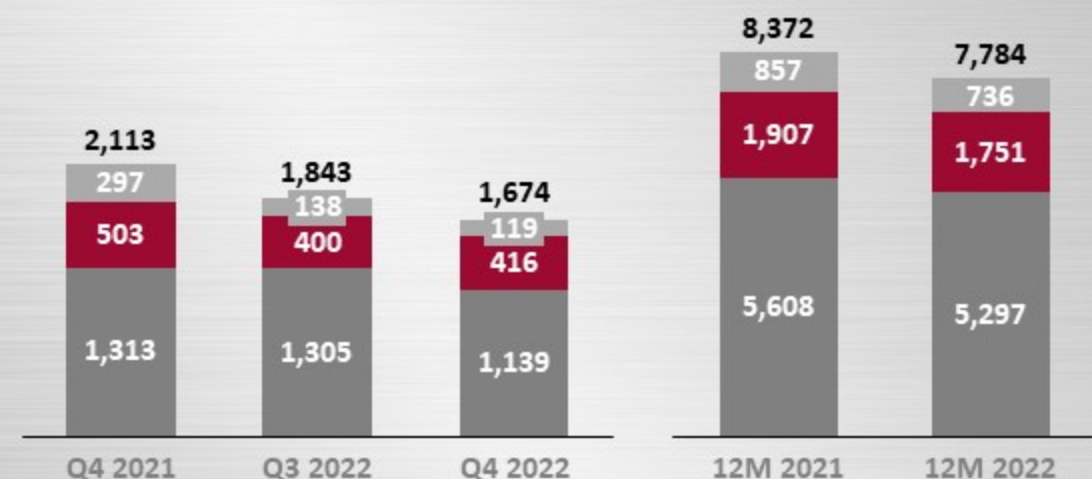
LIQUID STEEL PRODUCTION (000 TONS)



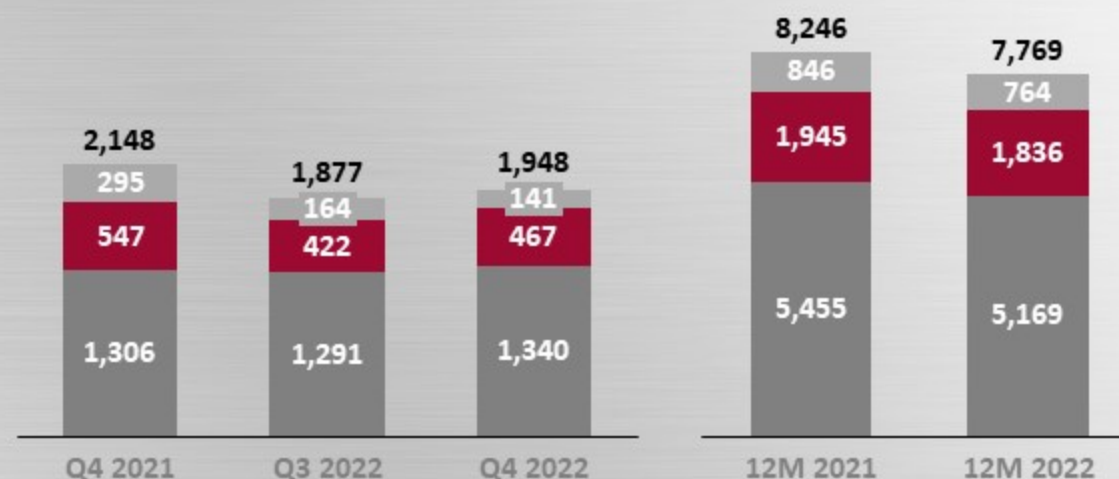
CRUDE STEEL CAPACITY UTILIZATION RATIO



PRODUCTION (000 TONS)



SALES VOLUME (000 TONS)



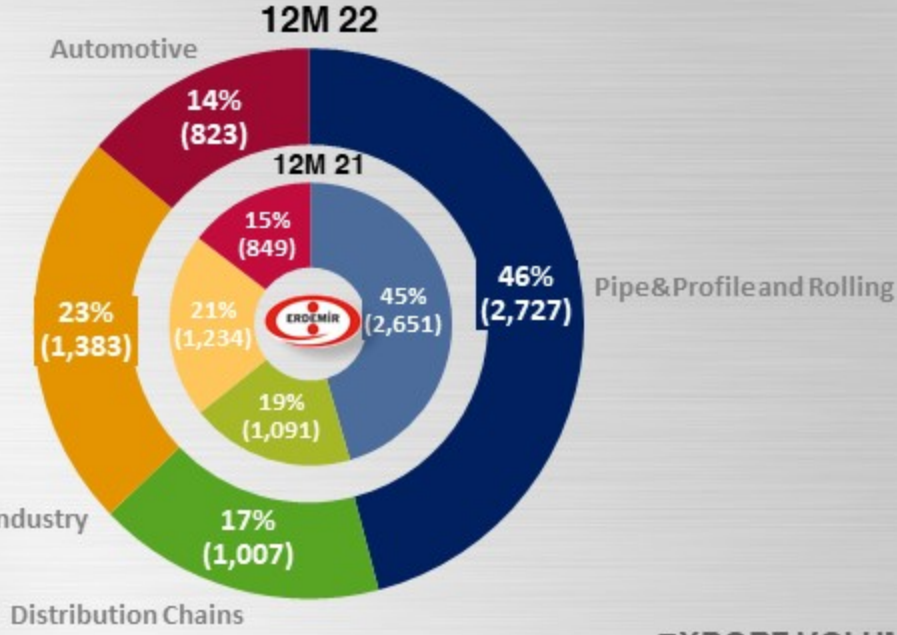
Long Cold Hot



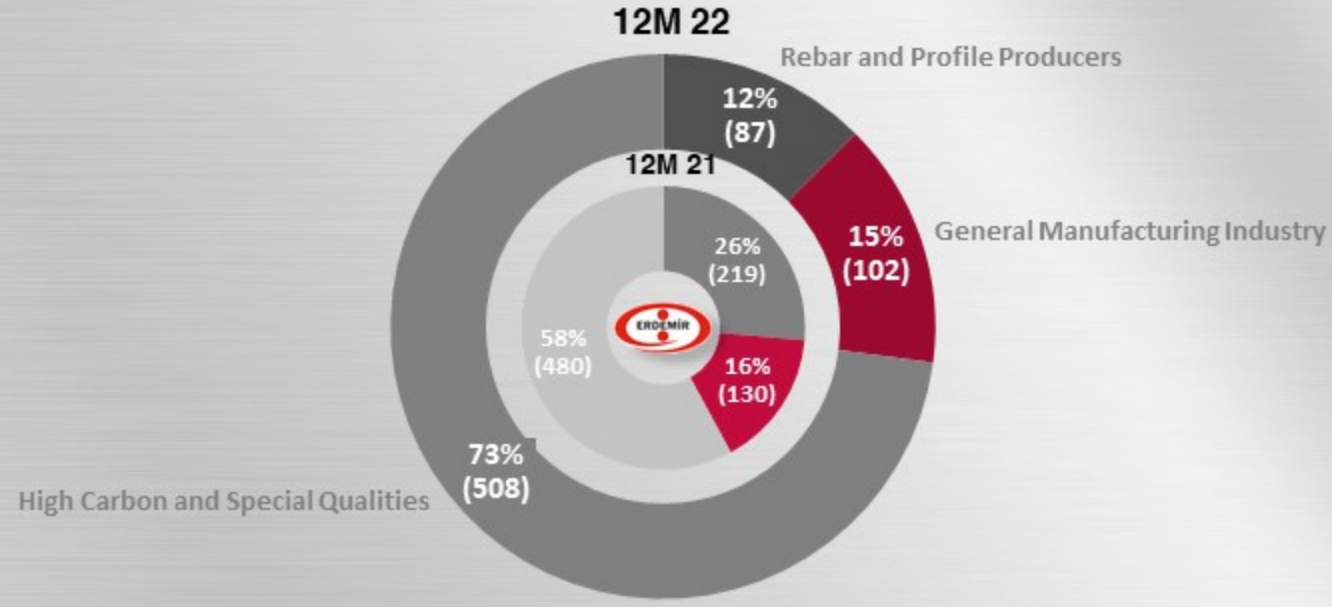
# DOMESTIC SALES BREAKDOWN AND EXPORT



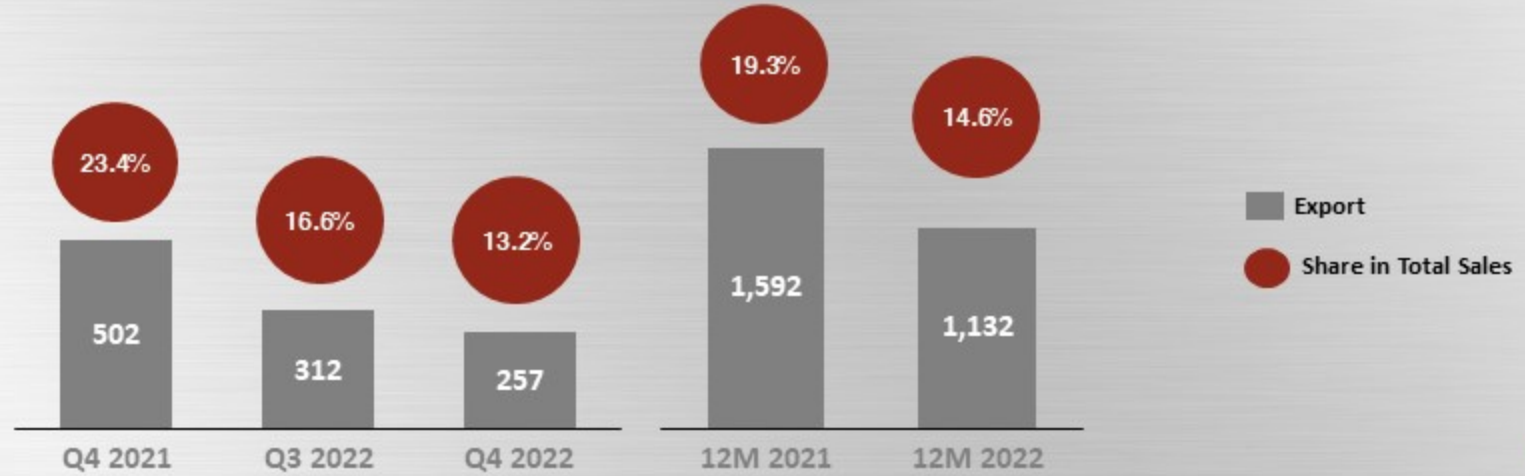
## FLAT STEEL DOMESTIC SALES



## LONG STEEL DOMESTIC SALES



## EXPORT VOLUME (000 TONS)

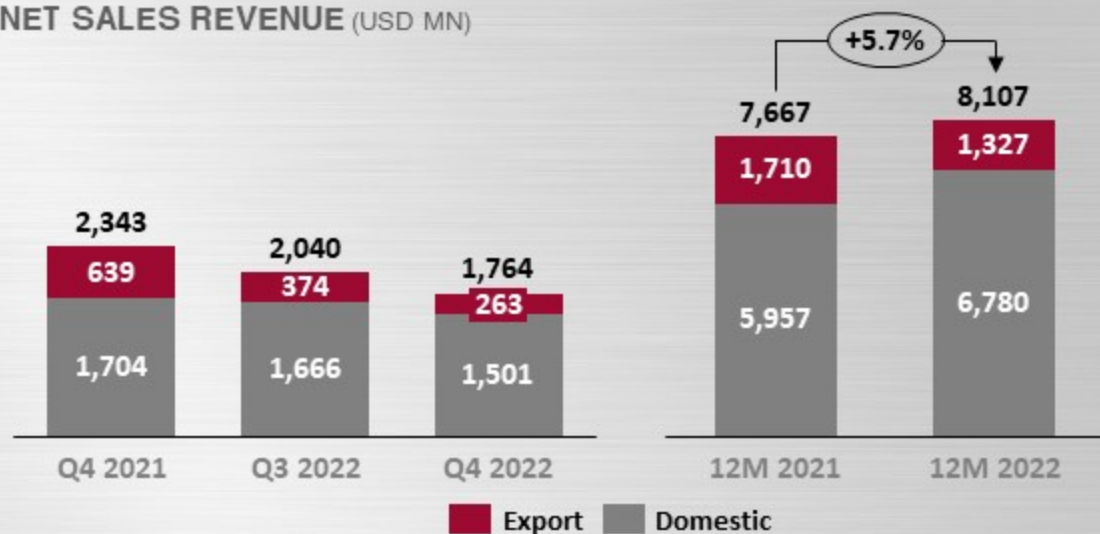




# FINANCIAL INDICATORS



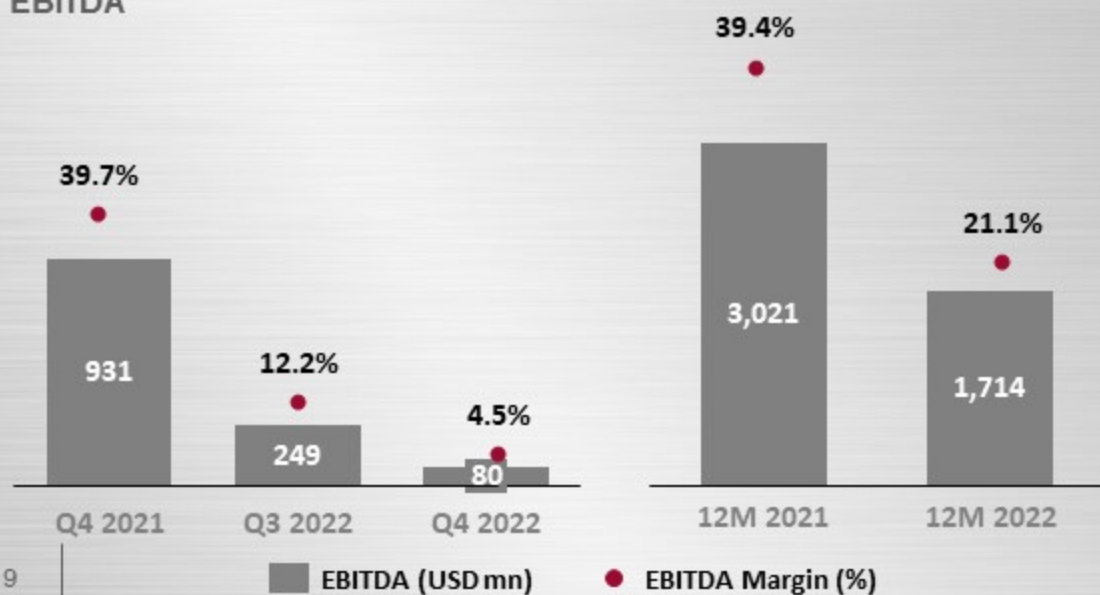
## NET SALES REVENUE (USD MN)



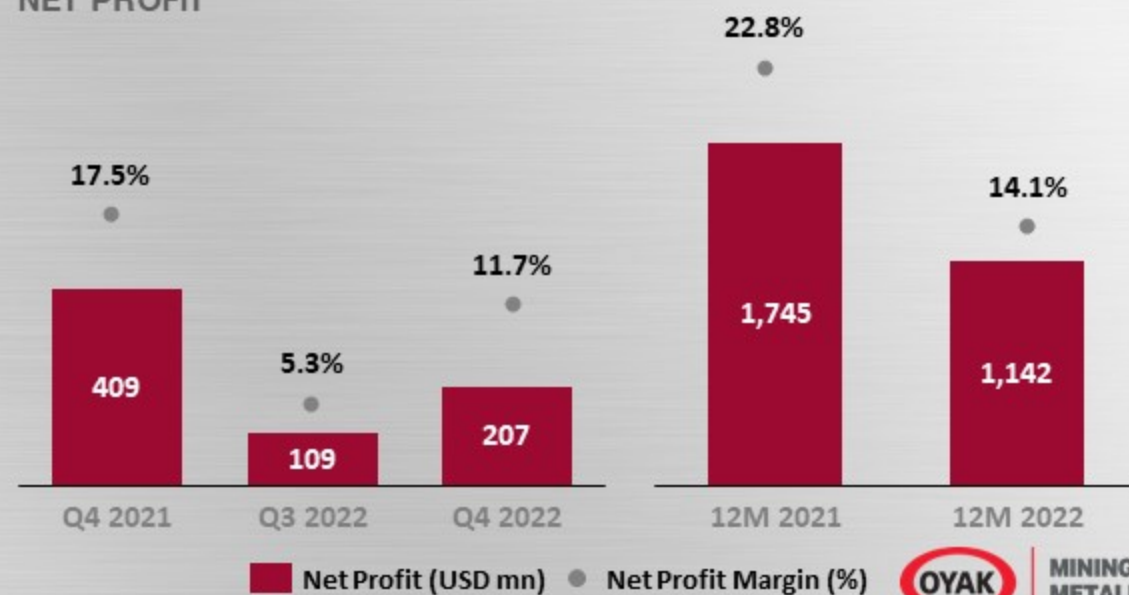
## EBITDA PER TON (USD/TON)



## EBITDA

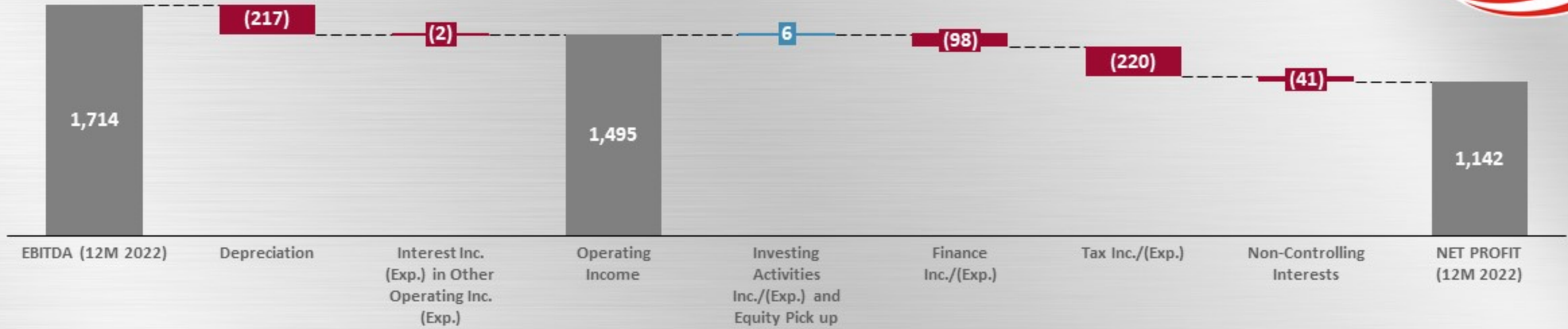


## NET PROFIT

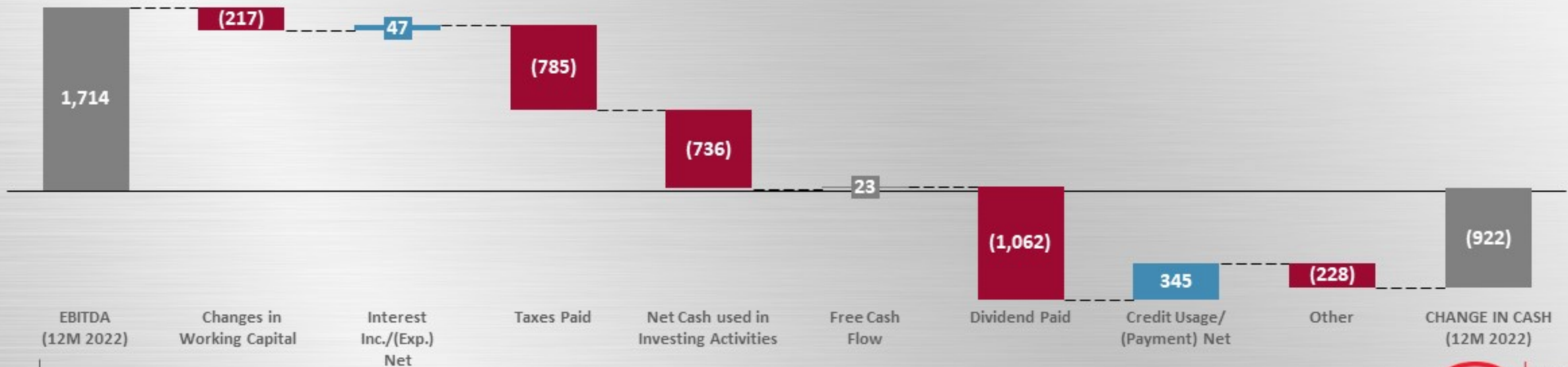




## EBITDA NET PROFIT (USD MN)



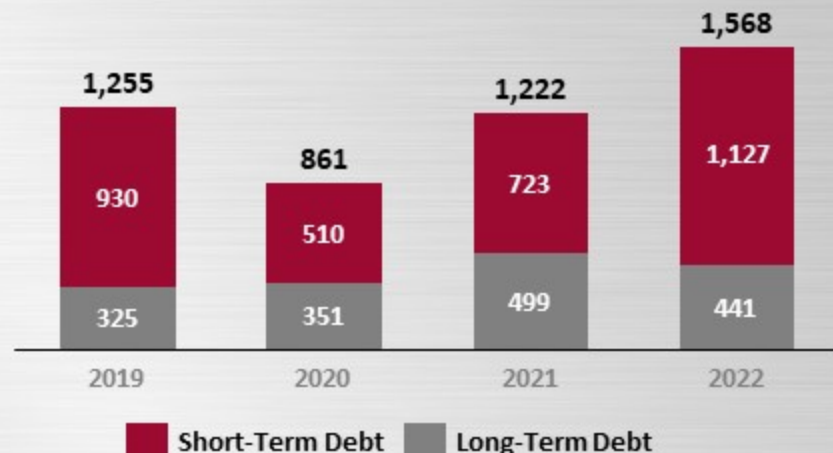
## EBITDA CHANGE IN CASH (USD MN)



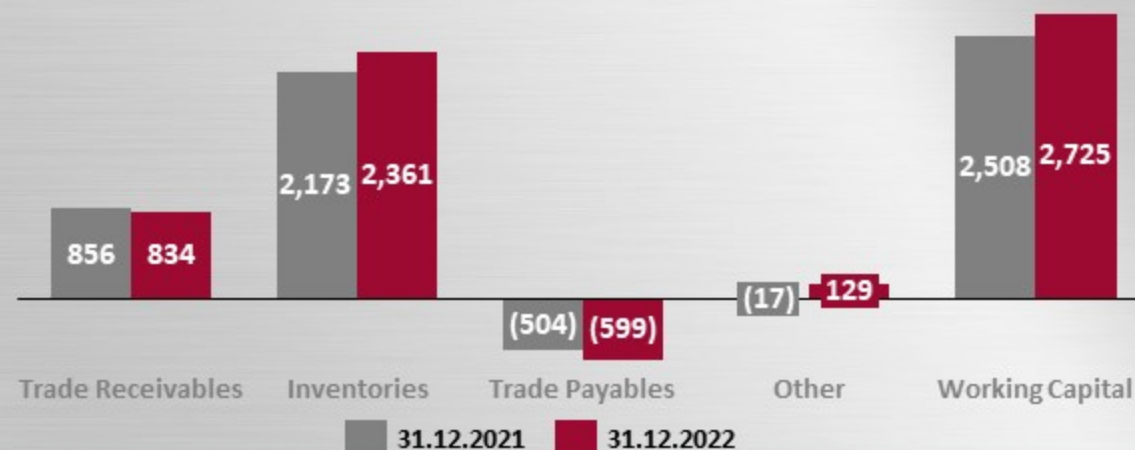
# ANALYSIS OF FINANCIAL POSITION



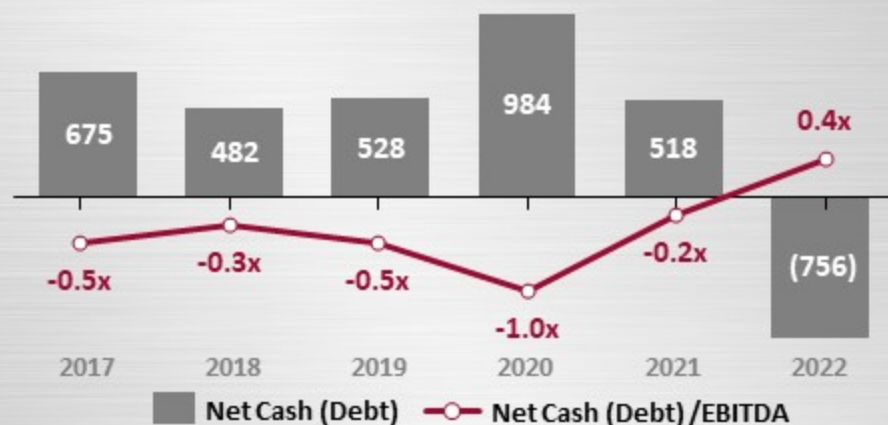
## FINANCIAL BORROWINGS\* (USD MN)



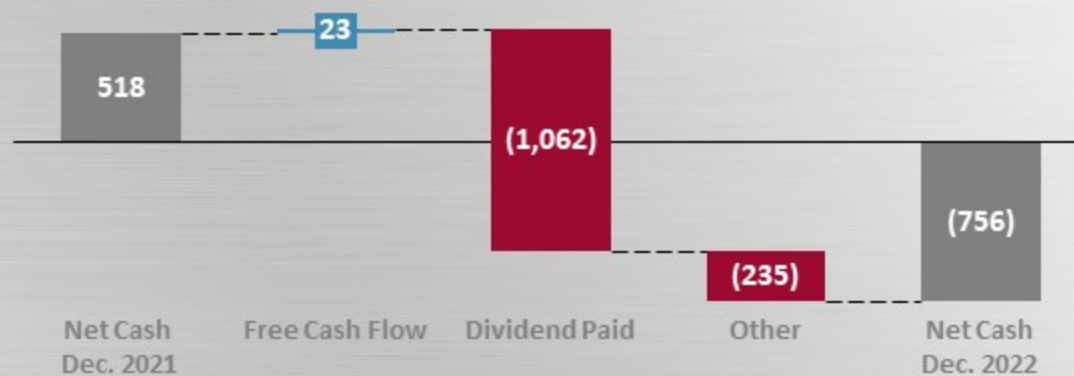
## NET WORKING CAPITAL (USD MN)



## NET CASH (DEBT) / EBITDA



## NET CASH (DEBT) (USD MN)

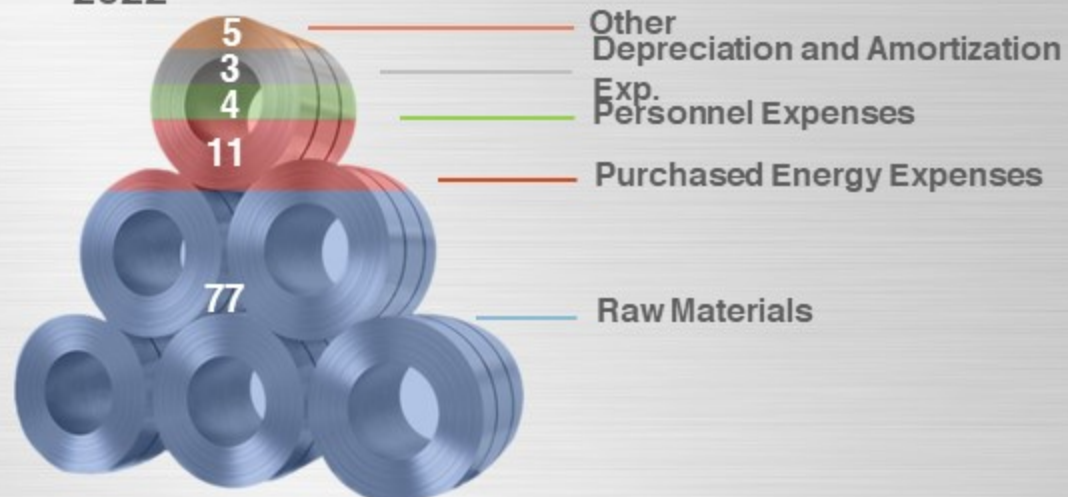




# COST OF SALES BREAKDOWN\* (%)



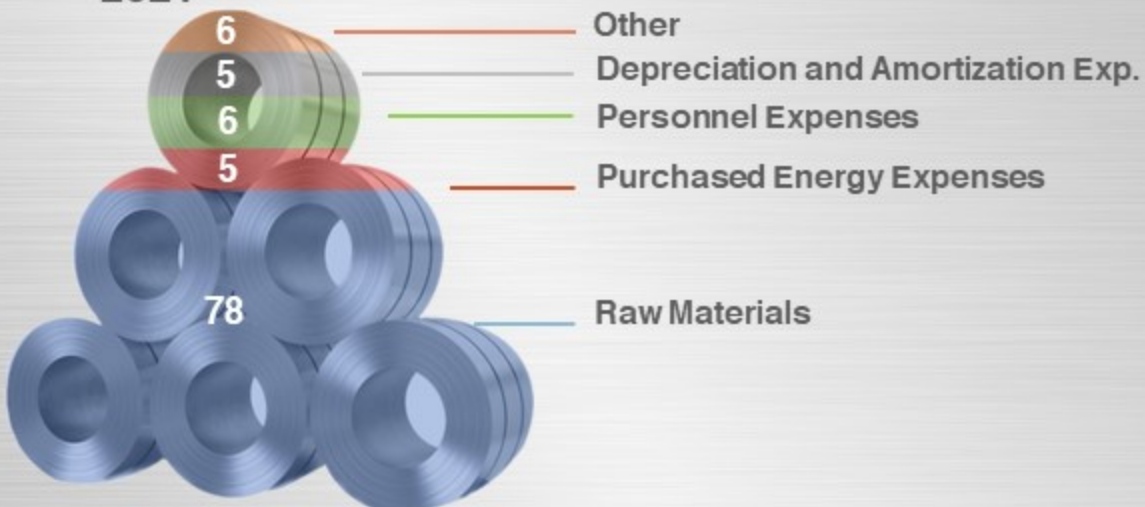
2022



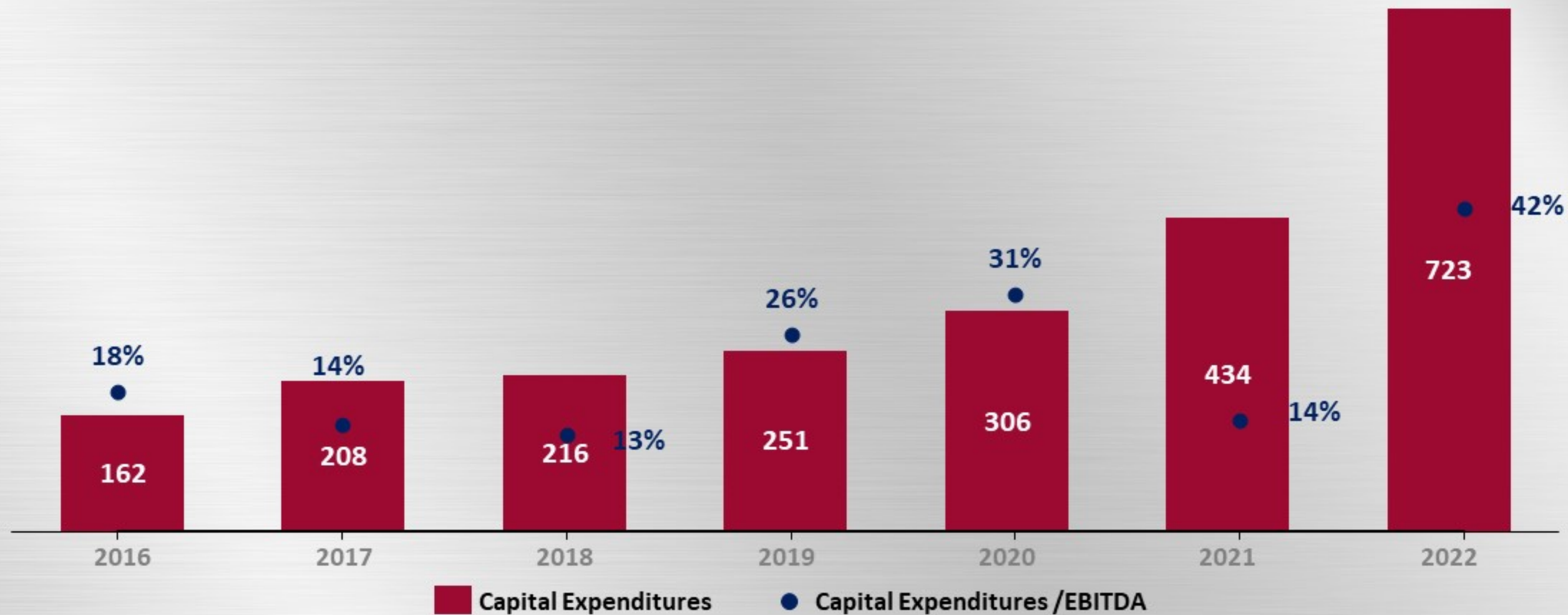
## RAW MATERIALS BREAKDOWN



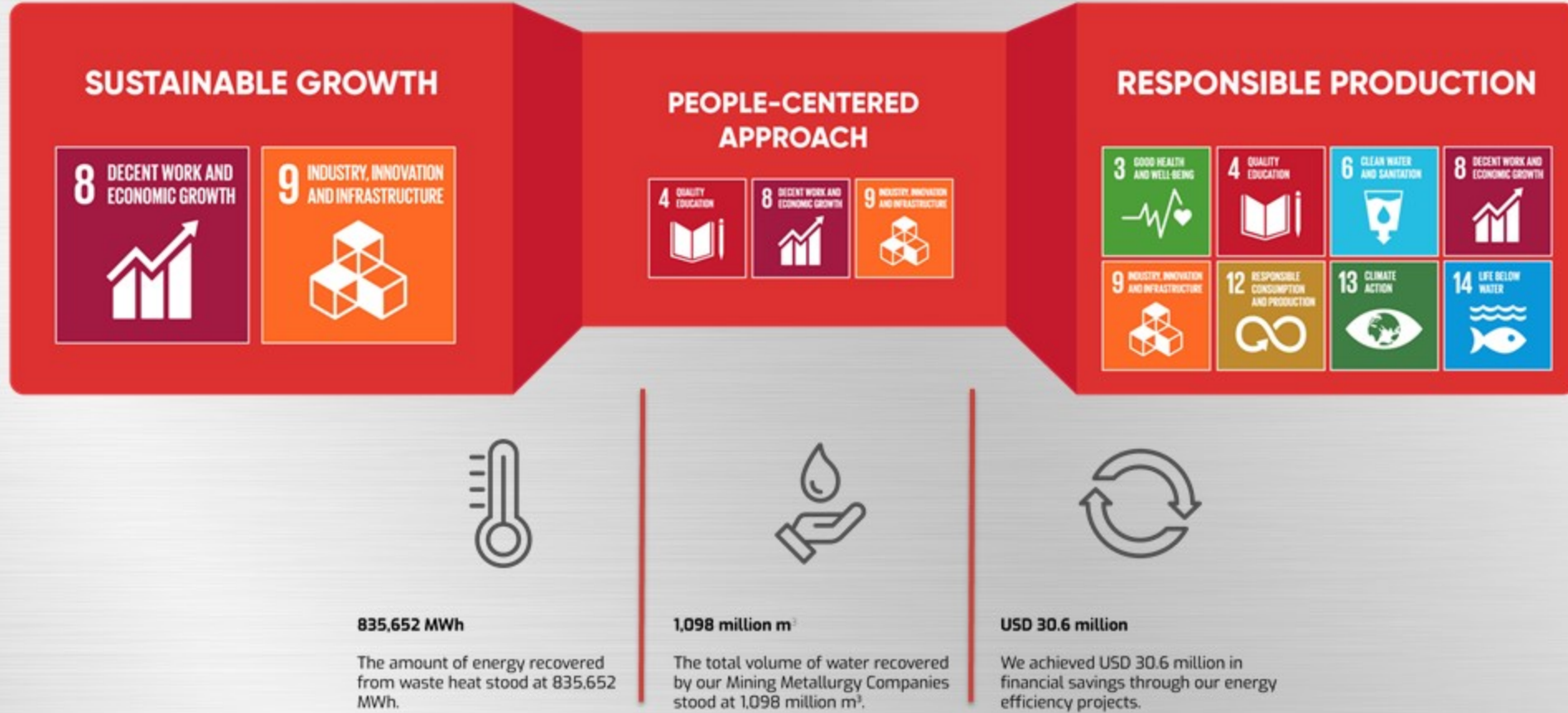
2021



# CAPITAL EXPENDITURES\* (USD MN)



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.







[investorrelations@erdemir.com.tr](mailto:investorrelations@erdemir.com.tr)

[www.erdemir.com.tr/investor-relations/](http://www.erdemir.com.tr/investor-relations/)

+90 216 578 80 61





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