



MINING  
METALLURGY



# 2023 6 Months Investor Presentation

08.08.2023



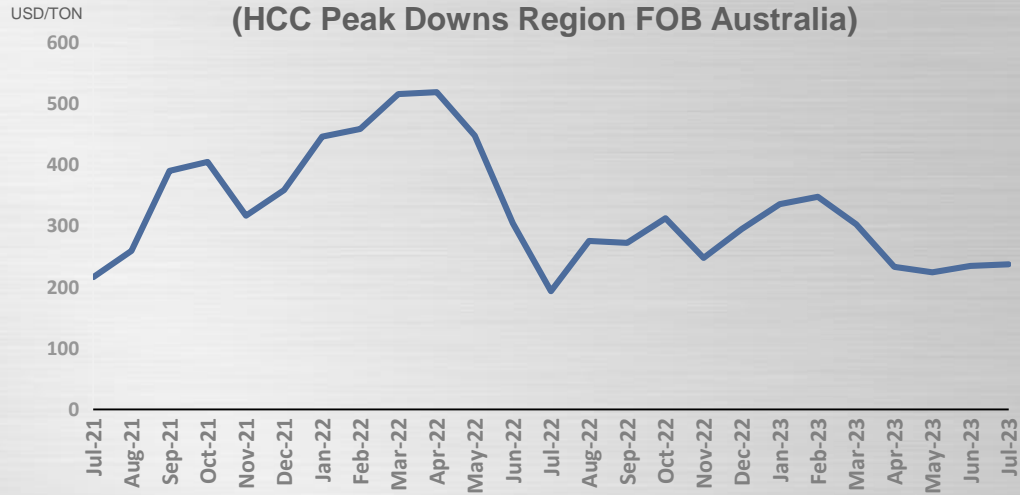


# 2023 Market Overview

# COMMODITY PRICES



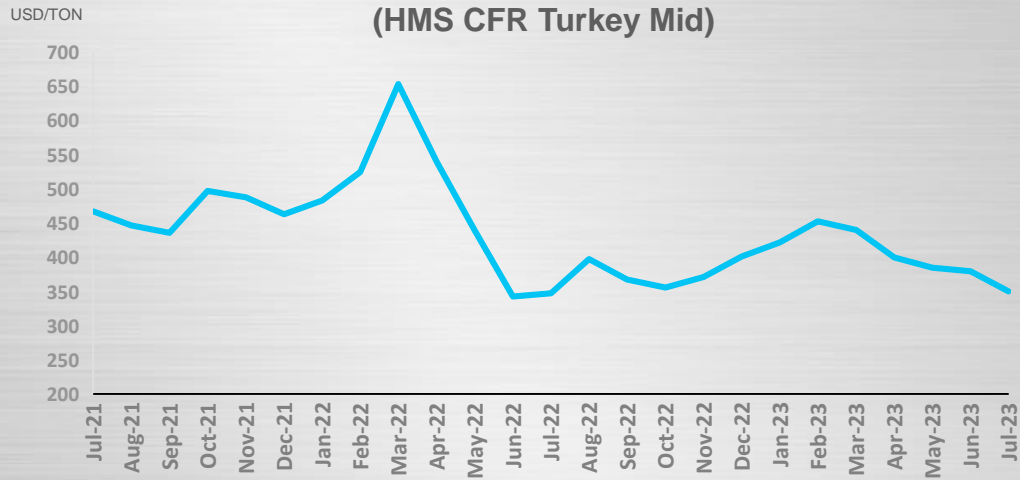
### Coking Coal Prices (HCC Peak Downs Region FOB Australia)



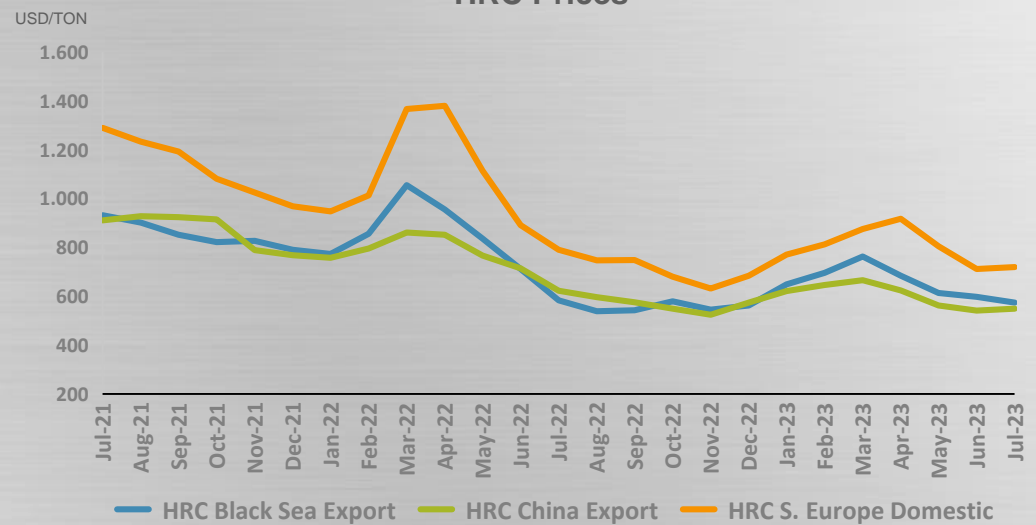
### Iron Ore Prices (IODEX 62% Fe CFR North China Mid)



### Scrap Prices (HMS CFR Turkey Mid)



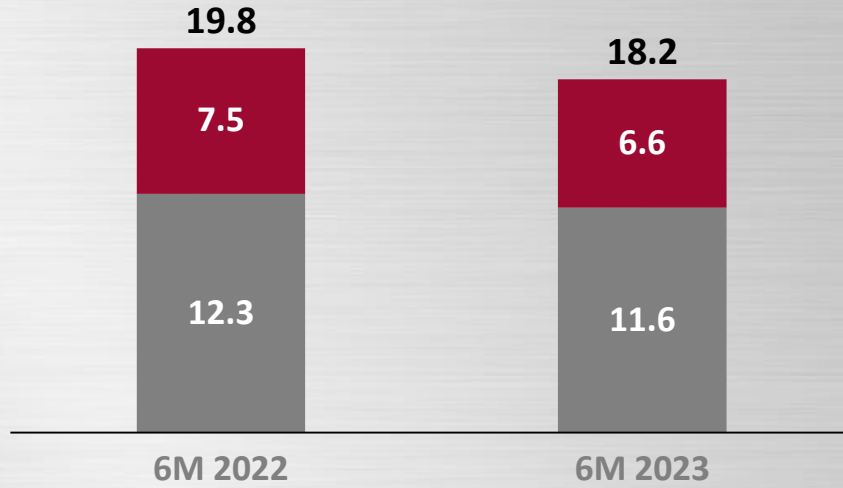
### HRC Prices



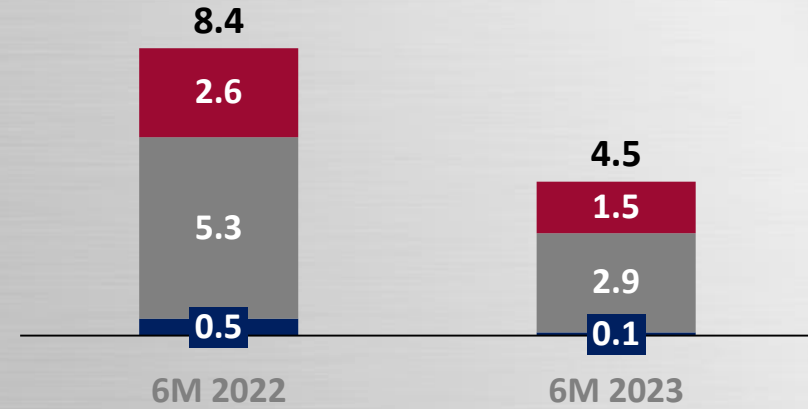
# TURKISH STEEL INDUSTRY



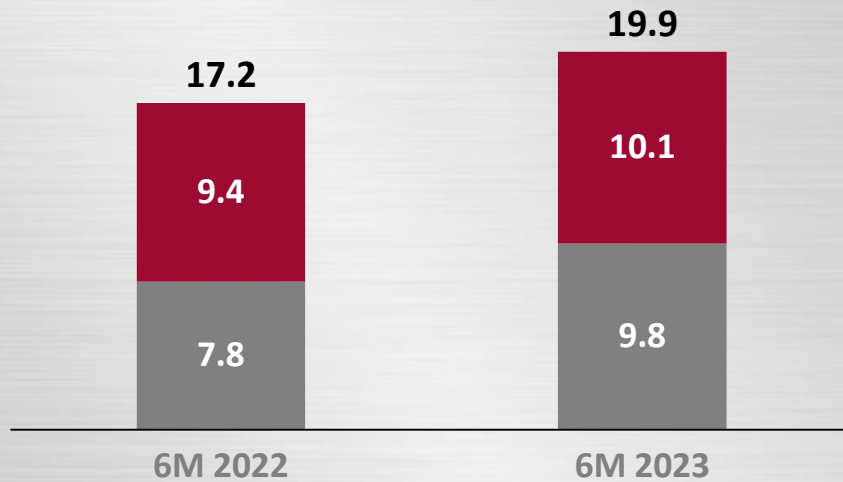
PRODUCTION (MN TONS)



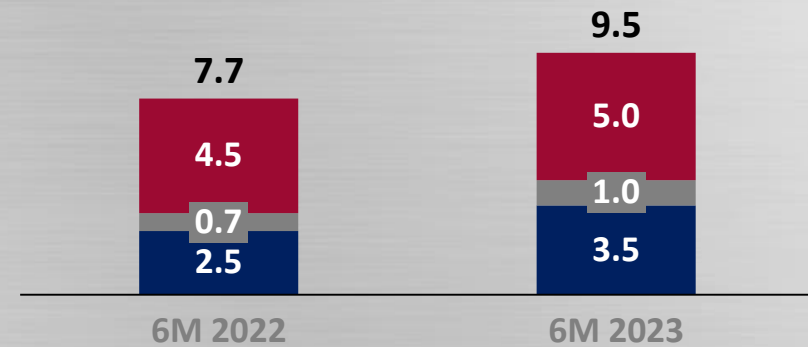
EXPORTS (MN TONS)



CONSUMPTION (MN TONS)



IMPORTS (MN TONS)





# 2023 6M Results



**232 Million USD**

EBITDA

**8%**

EBITDA Margin

**3.3 Million Tons**

Total Production

**3.2 Million Tons**

Total Sales

**2,896 Million USD**

Revenue

(\* ) Due to the earthquake that occurred on February 6, 2023, the production at the Iskenderun facilities of the Group was suspended until April 24, 2023.

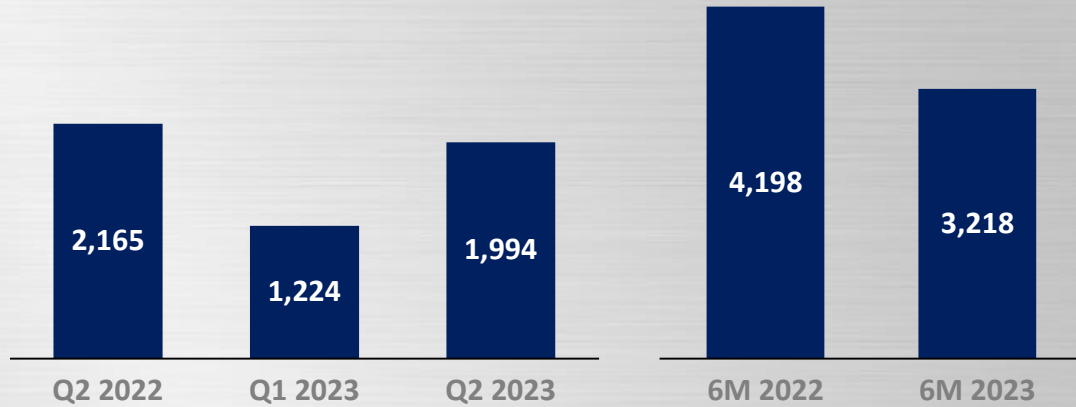


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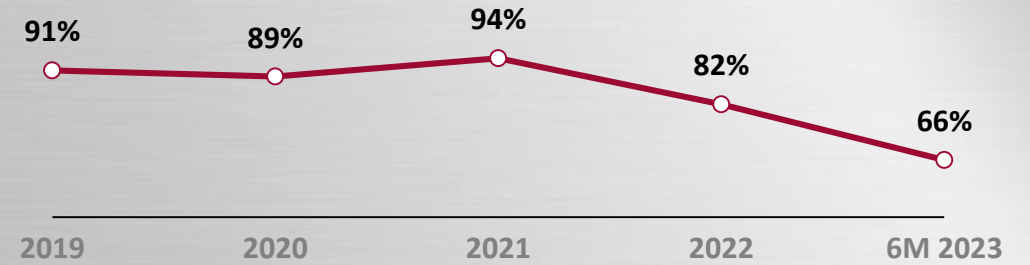
# OPERATIONAL INDICATORS



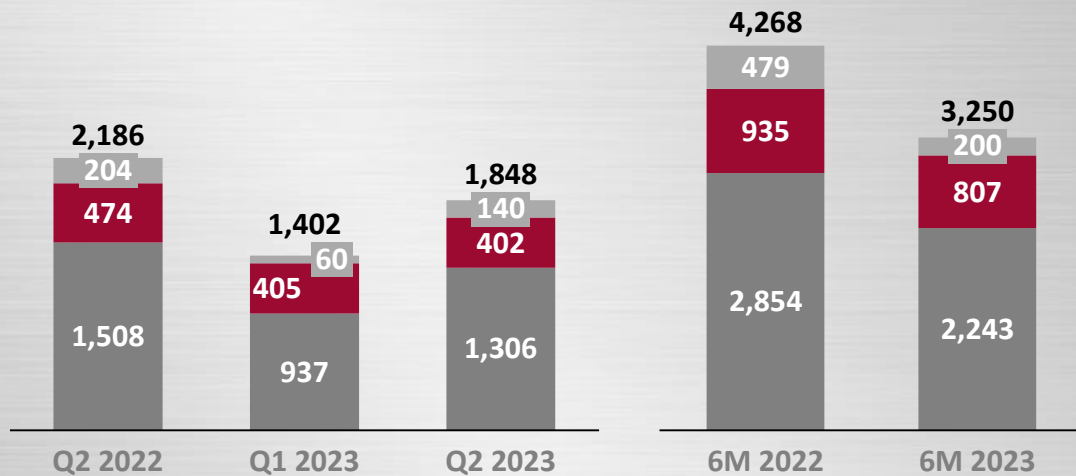
LIQUID STEEL PRODUCTION (000 TONS)



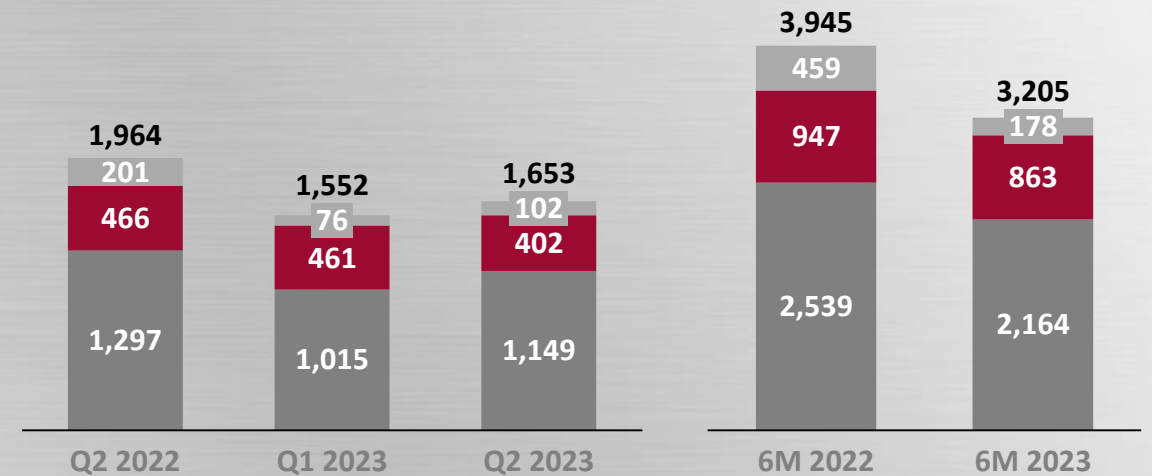
CRUDE STEEL CAPACITY UTILIZATION RATIO



PRODUCTION (000 TONS)



SALES VOLUME (000 TONS)

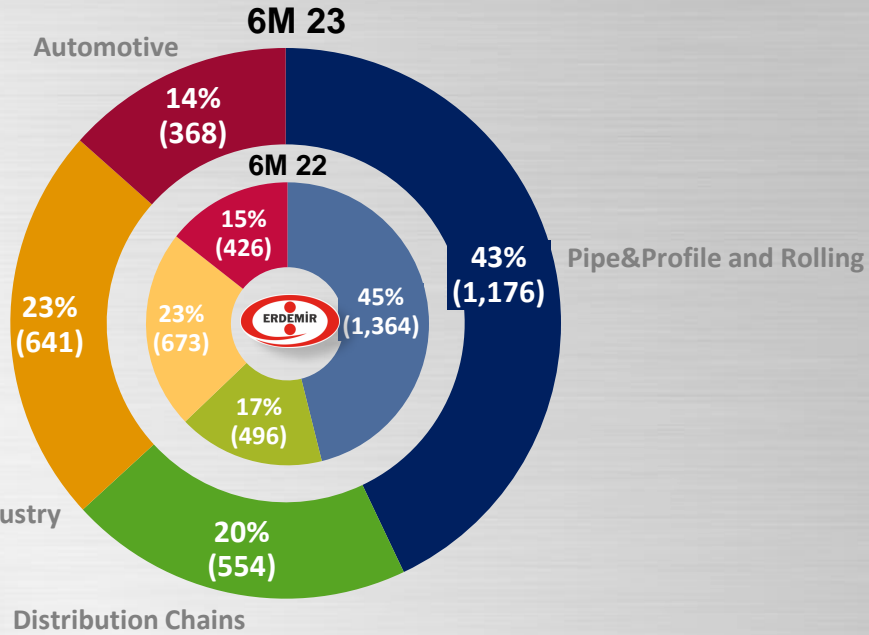


Long Cold Hot

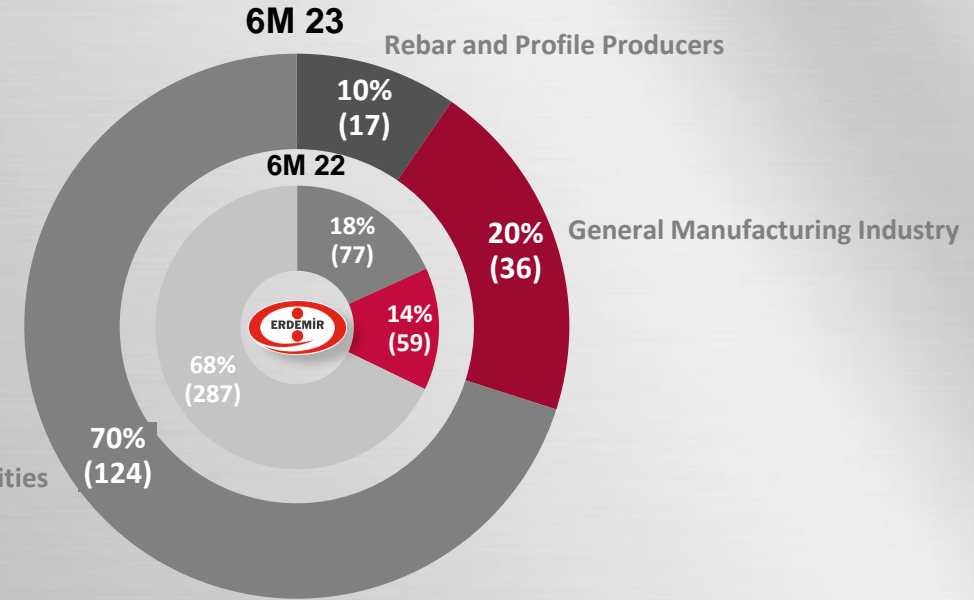
# DOMESTIC SALES BREAKDOWN AND EXPORT



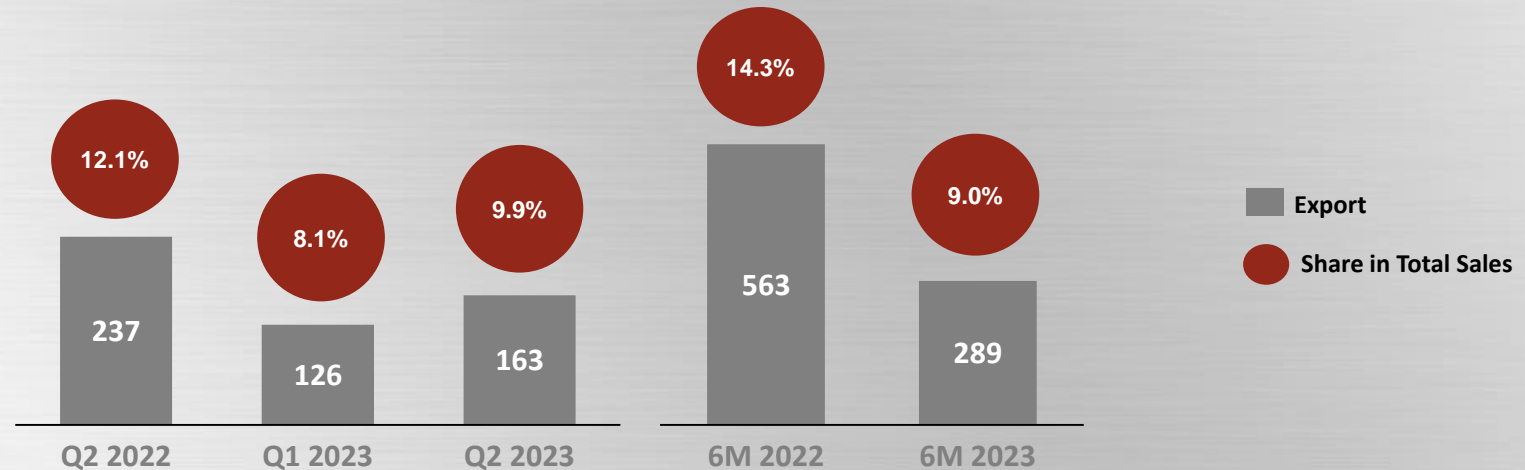
FLAT STEEL DOMESTIC SALES (000 TONS)



LONG STEEL DOMESTIC SALES (000 TONS)



EXPORT VOLUME (000 TONS)

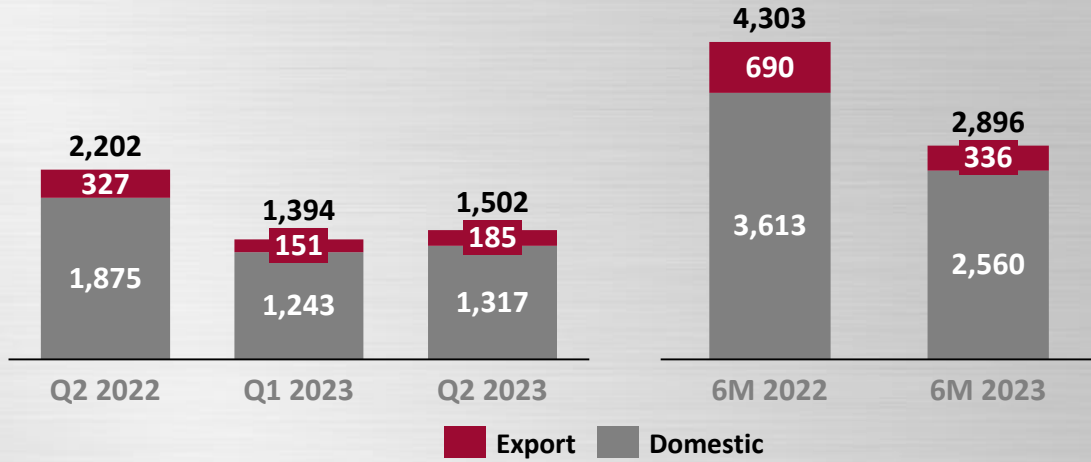




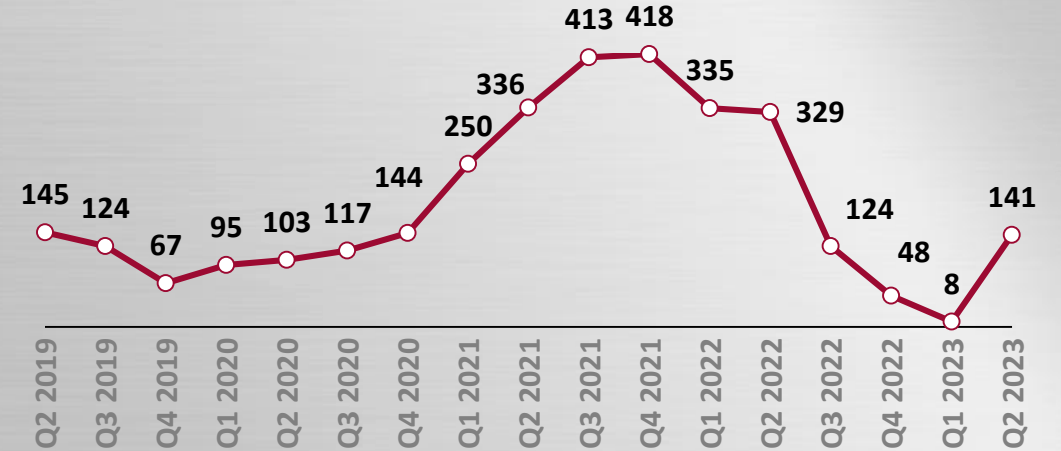
# FINANCIAL INDICATORS



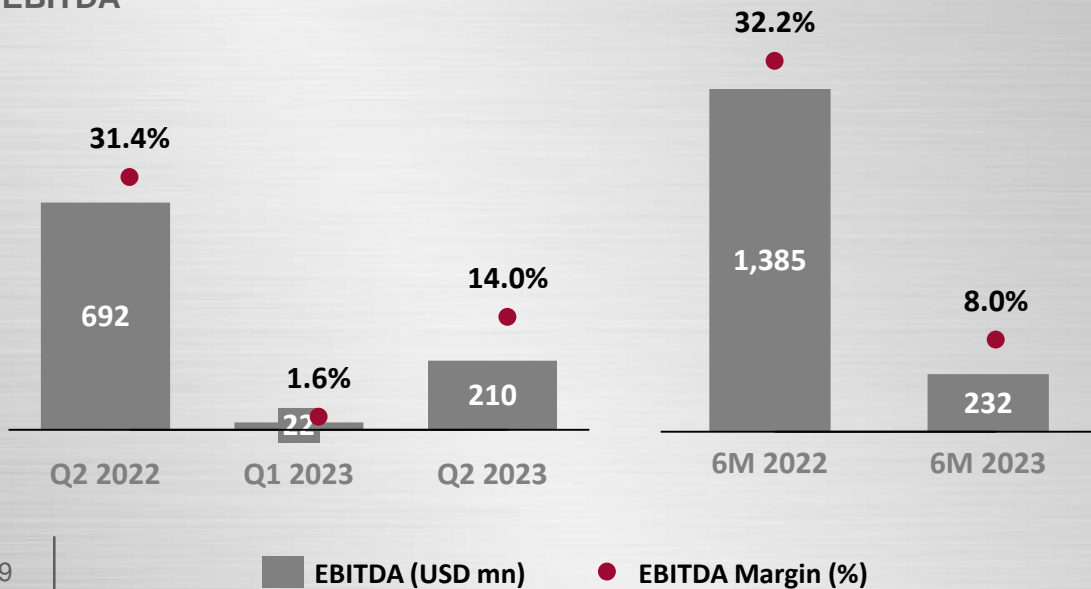
NET SALES REVENUE (USD MN)



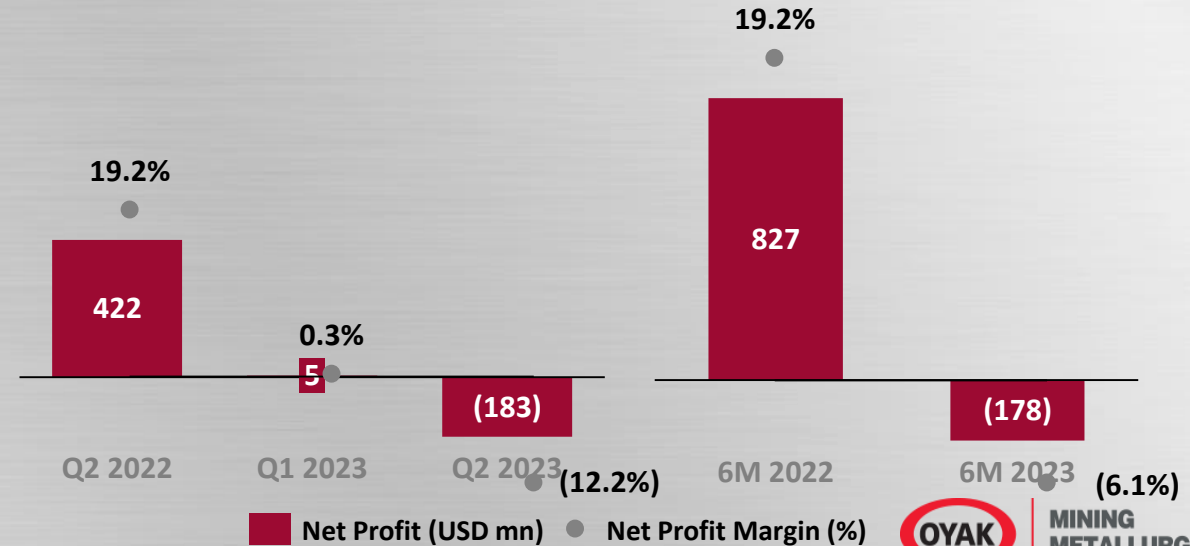
EBITDA PER TON (USD/TON)



EBITDA

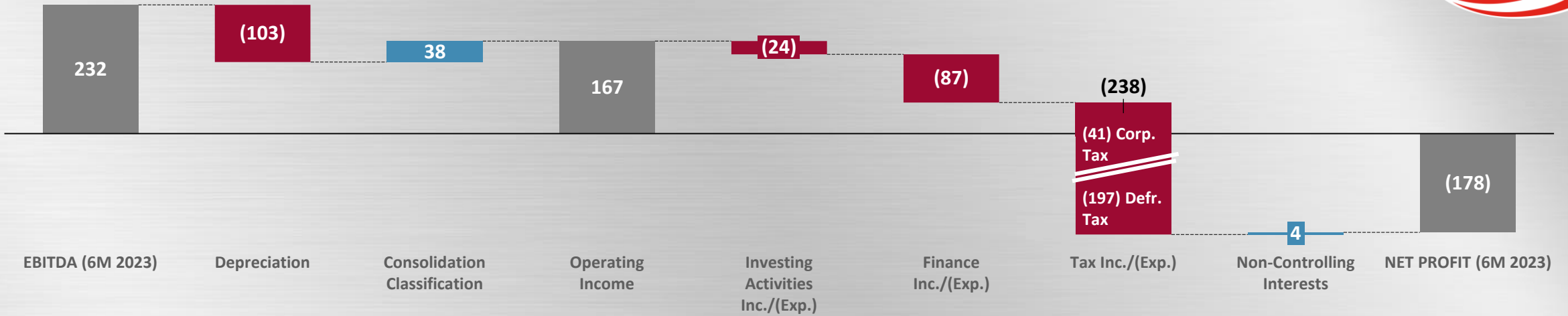


NET PROFIT (LOSS)

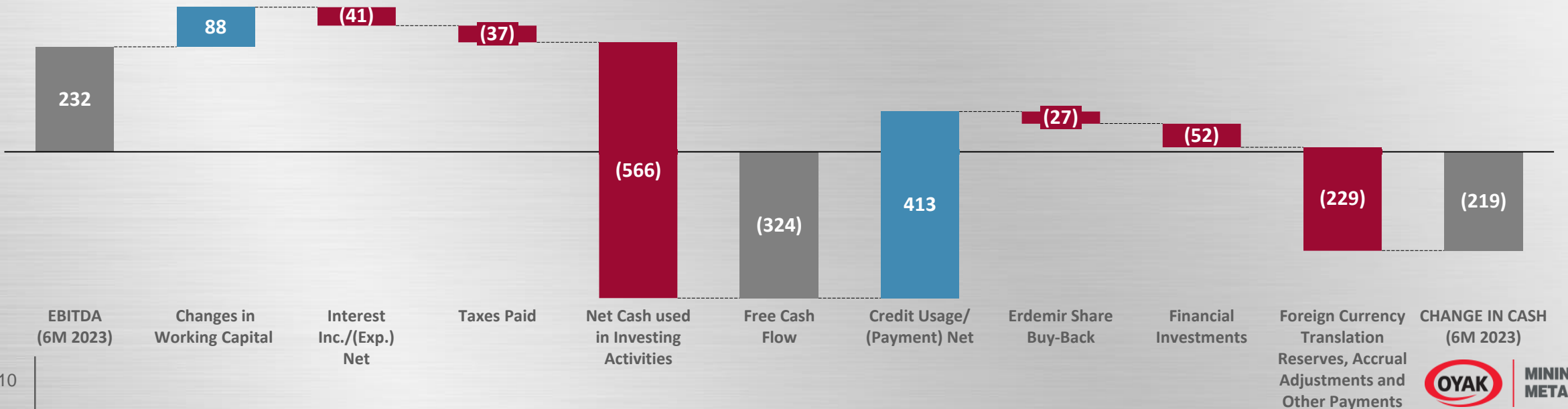




## EBITDA NET PROFIT (USD MN)



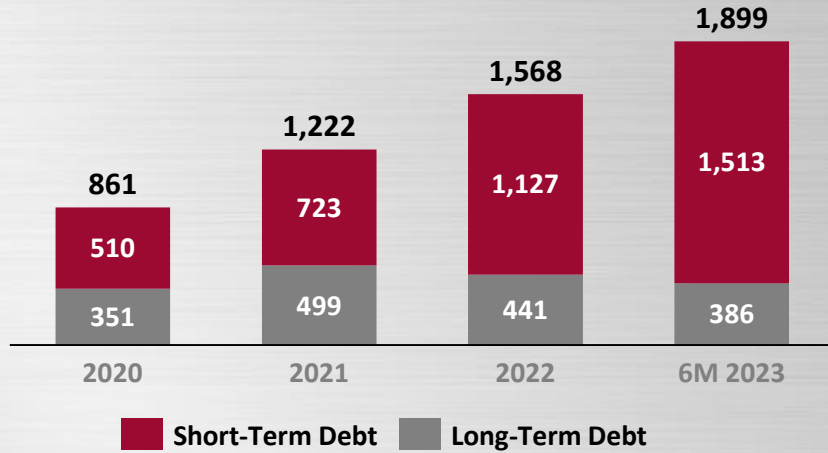
## EBITDA CHANGE IN CASH (USD MN)



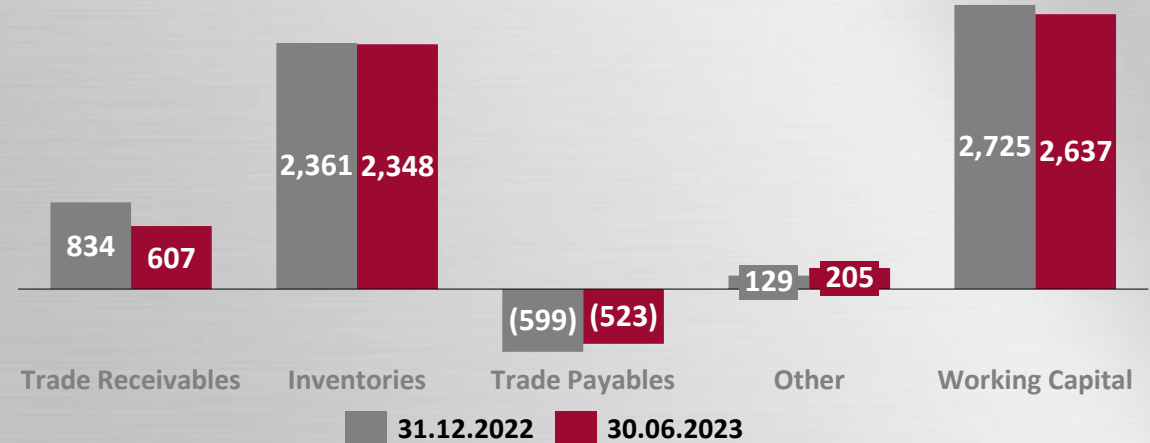
# ANALYSIS OF FINANCIAL POSITION



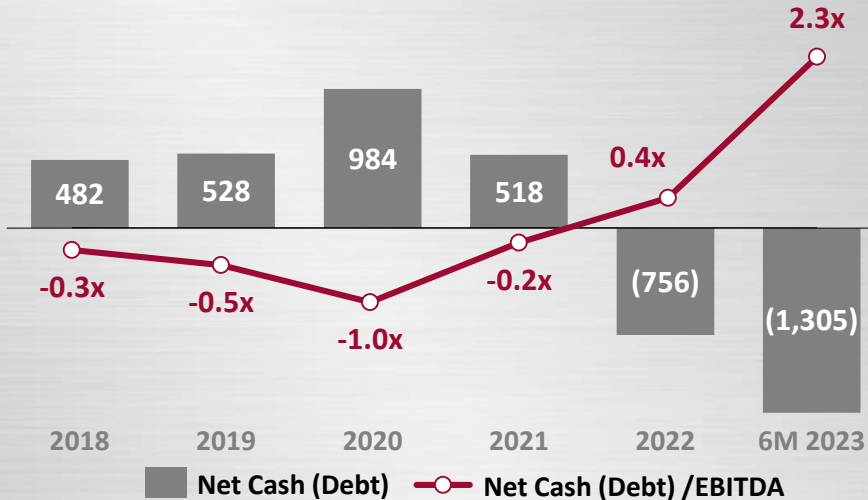
FINANCIAL BORROWINGS\* (USD MN)



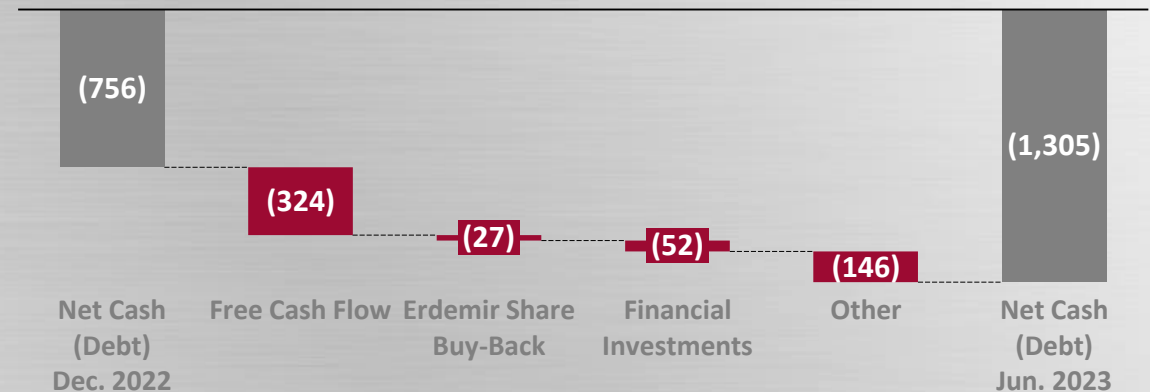
NET WORKING CAPITAL (USD MN)



NET CASH (DEBT) / EBITDA



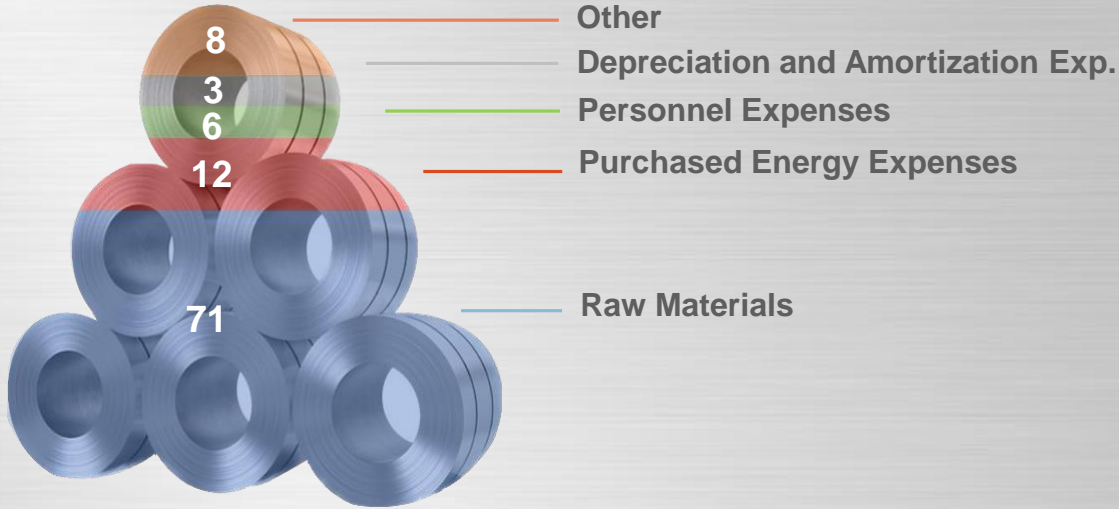
NET CASH (DEBT) (USD MN)



# COST OF SALES BREAKDOWN\* (%)



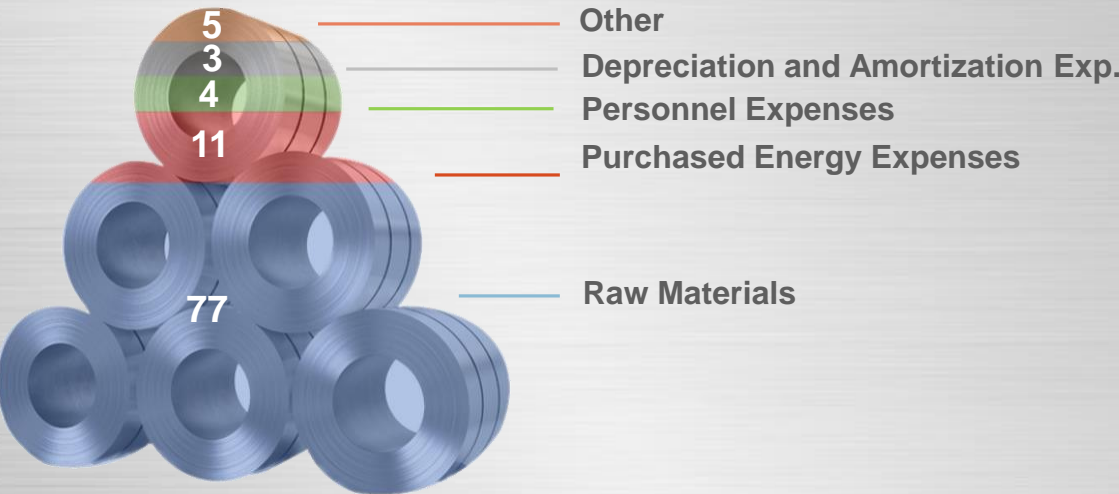
6M 2023



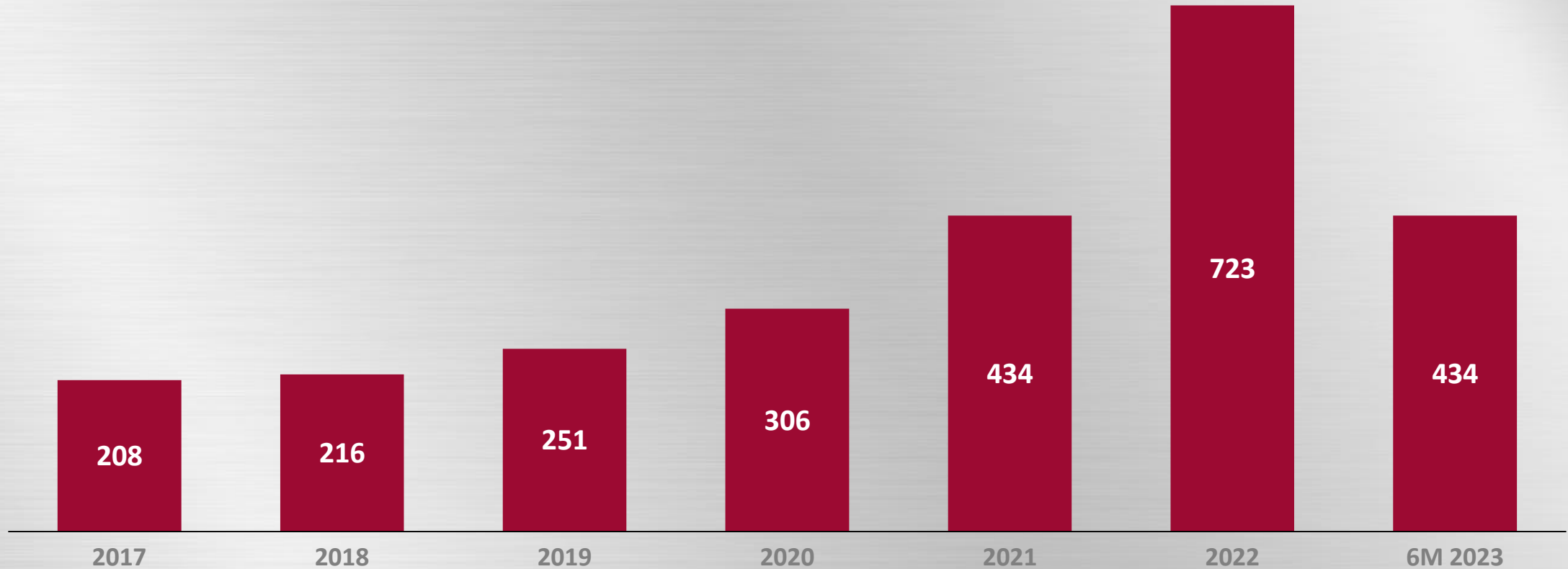
## RAW MATERIALS BREAKDOWN



2022

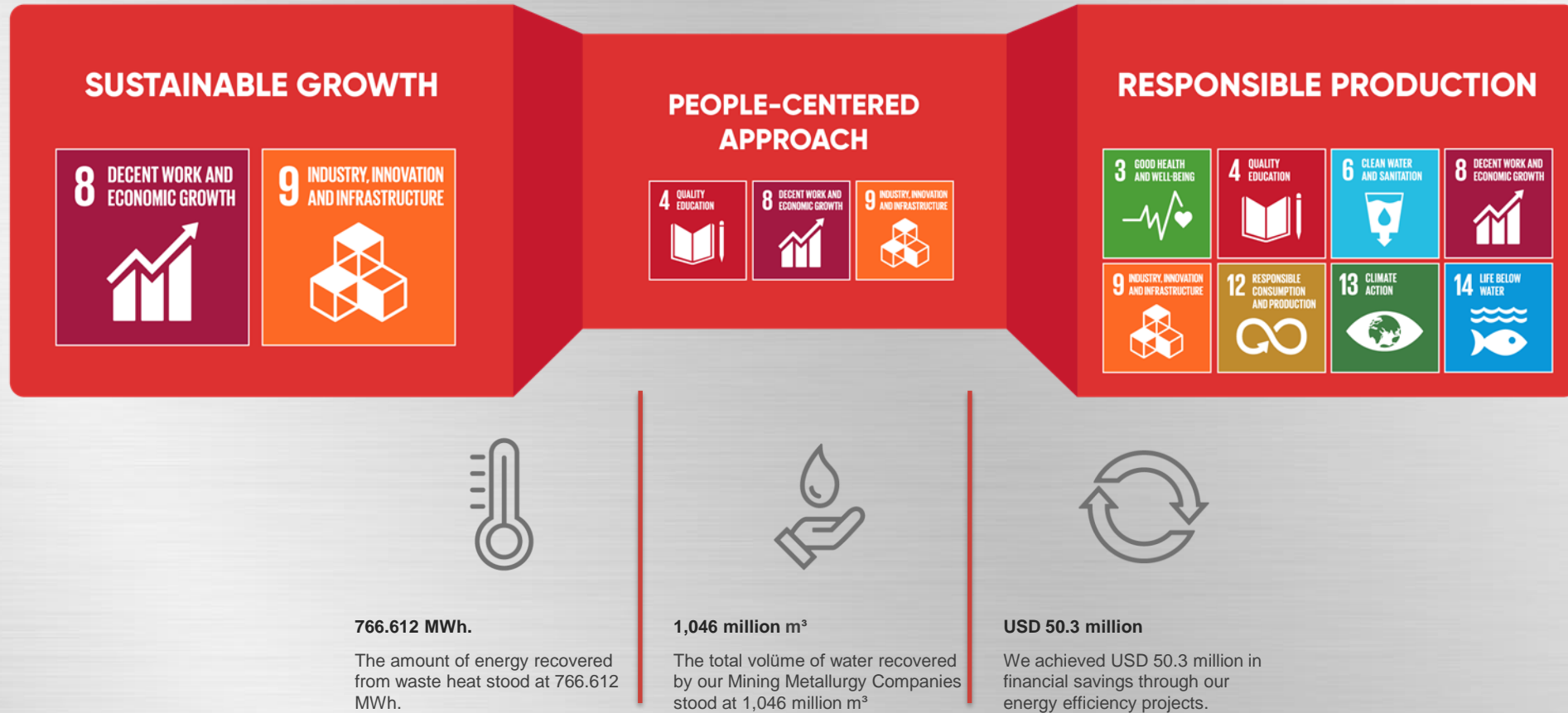


# CAPITAL EXPENDITURES\* (USD MN)



\*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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