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# 2022 3 Months Investor Presentation

27.04.2022



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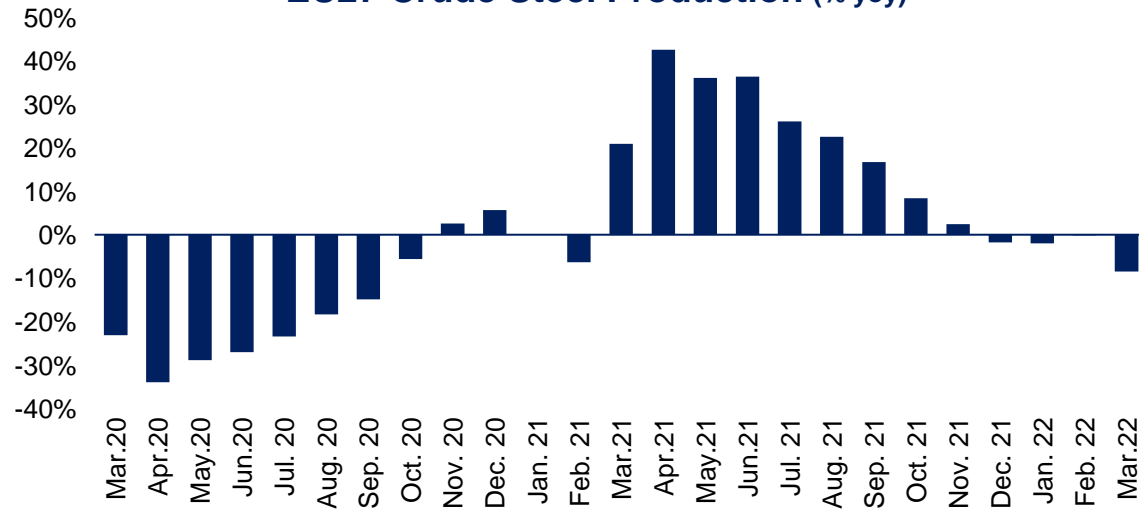
## 2022 Market Overview



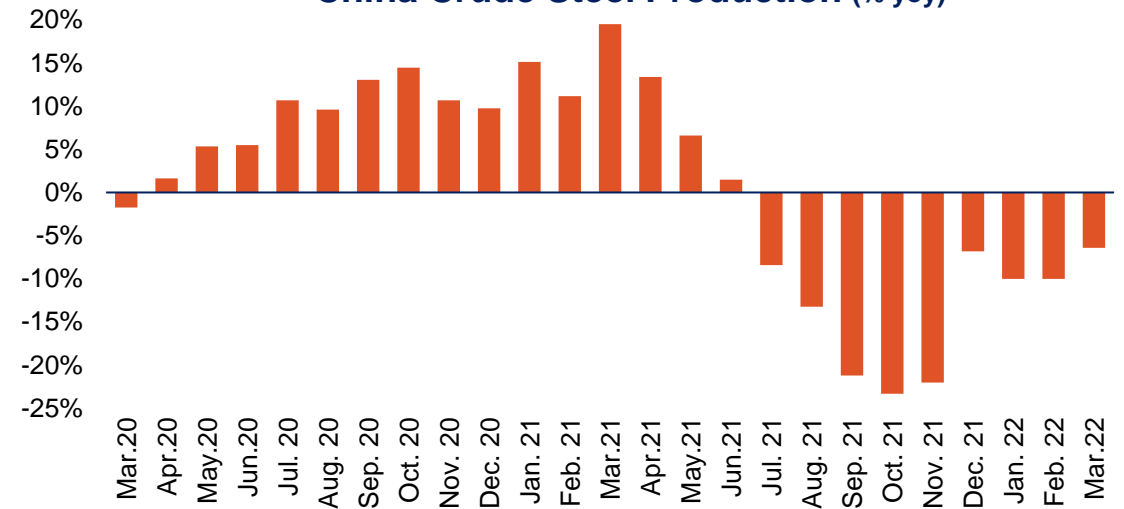
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# Crude Steel Production

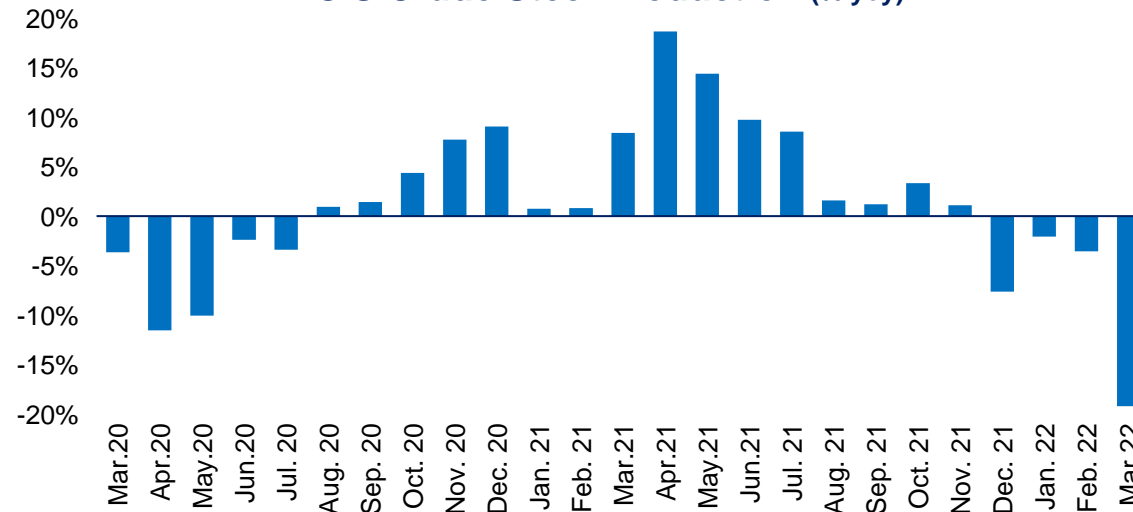
### EU27 Crude Steel Production (% yoy)



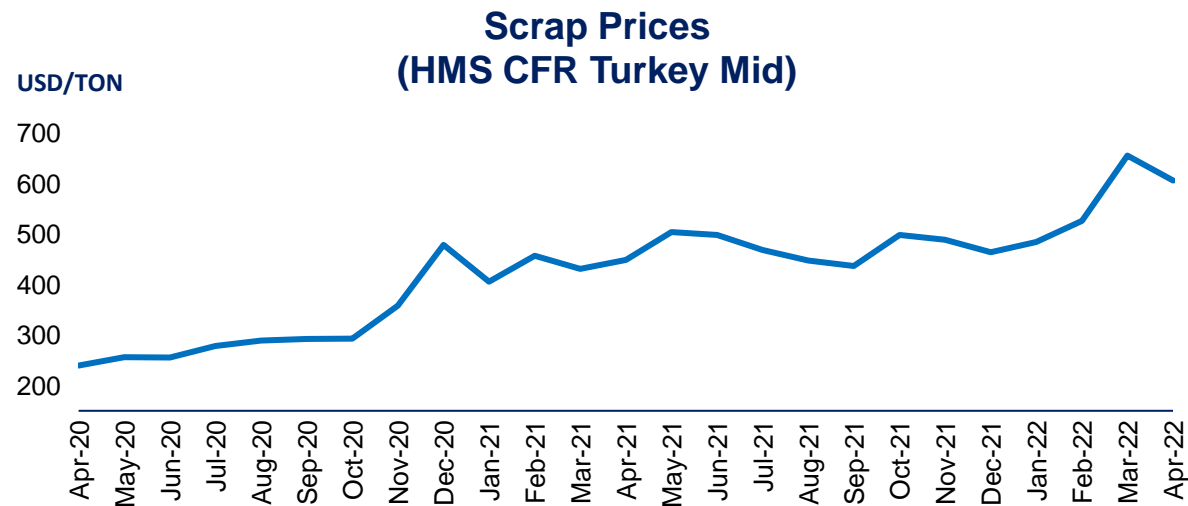
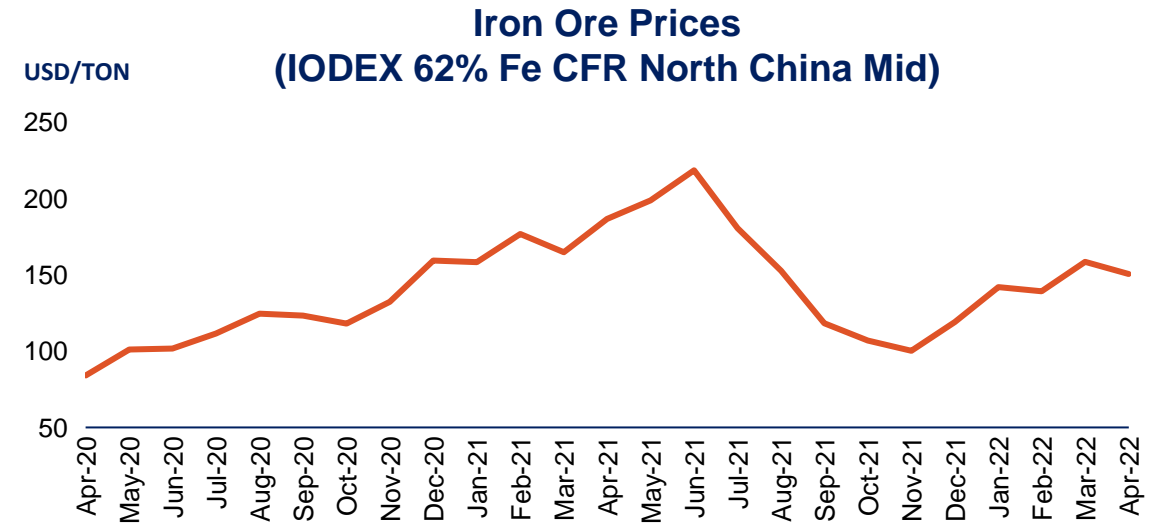
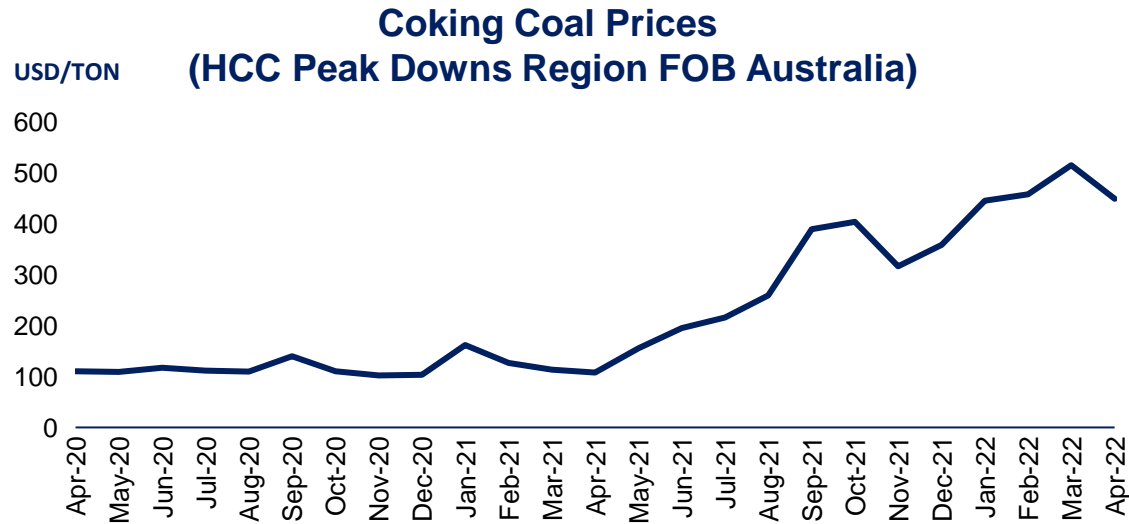
### China Crude Steel Production (% yoy)



### CIS Crude Steel Production (% yoy)

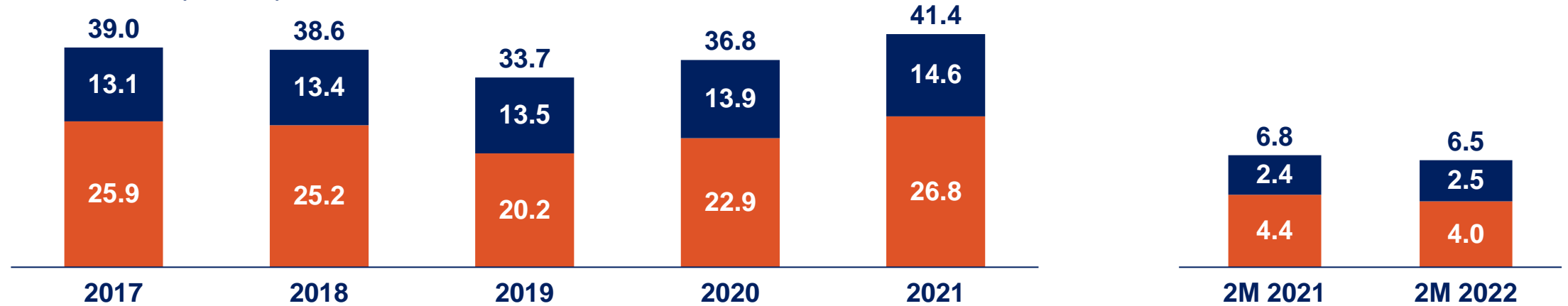


# Coking Coal, Iron Ore & Scrap Prices

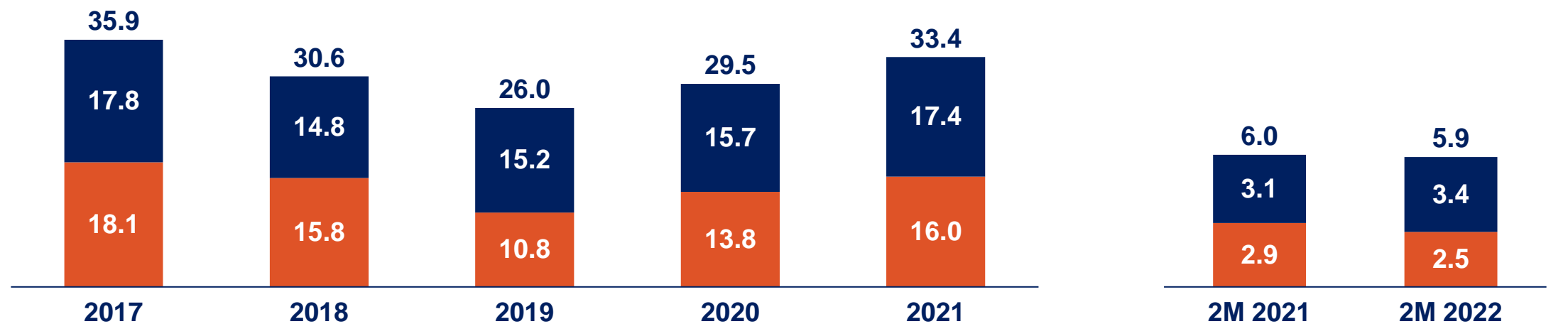


# Turkish Steel Production & Consumption

Production (mn tons)



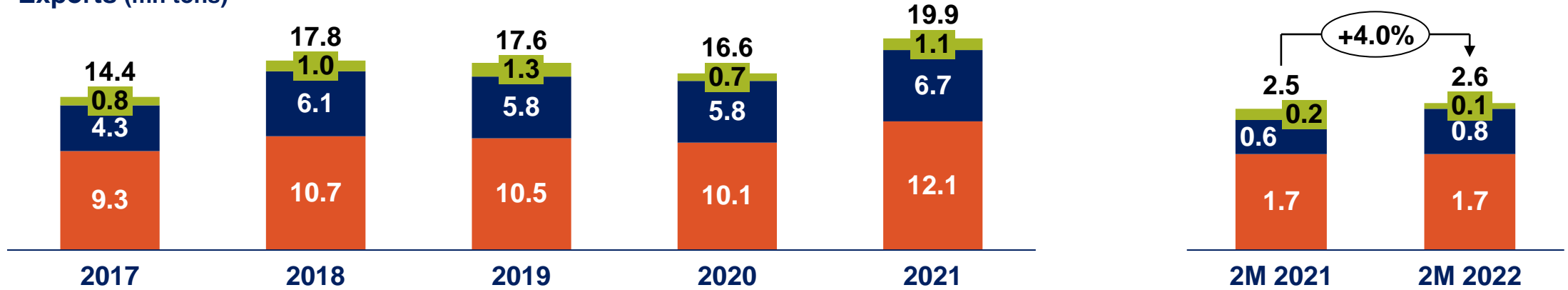
Consumption (mn tons)



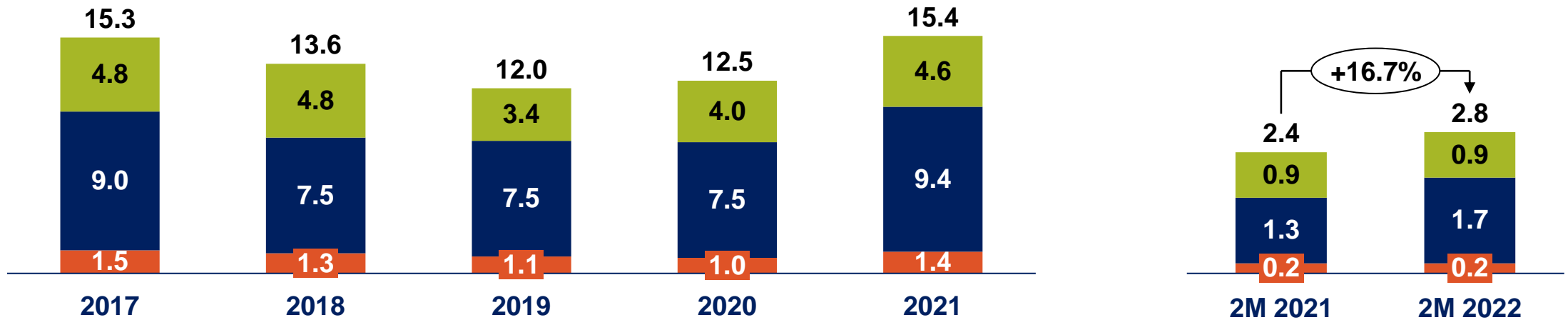
Flat Long

# Turkish Steel Exports & Imports

Exports (mn tons)



Imports (mn tons)



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





## 2022 3M Results



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# Operational and Financial Highlights

Operational Highlights	2020	2021	3M 2021	3M 2022	Change (3M)
Liquid Steel Production (000 tons)	8,709	9,203	2,352	<b>2,033</b>	-13.6%
Flat Steel Production* (000 tons)	7,266	7,515	1,813	<b>1,807</b>	-0.3%
Long Steel Production (000 tons)	992	857	208	<b>275</b>	32.2%
Flat Steel Shipments (000 tons)	7,489	7,400	1,806	<b>1,723</b>	-4.6%
Long Steel Shipments (000 tons)	1,006	846	205	<b>258</b>	25.9%

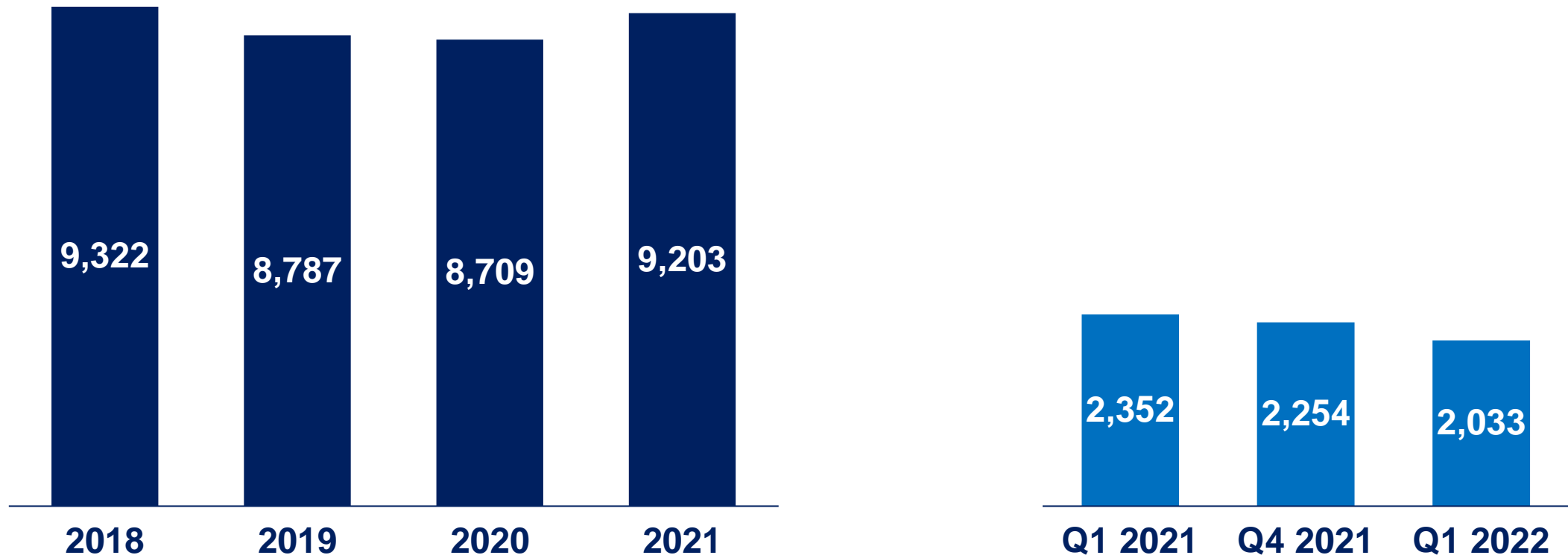
Financial Highlights	2020	2021	3M 2021	3M 2022	Change (3M)
Net Sales Revenue (USD mn)	4,575	7,667	1,421	<b>2,101</b>	47.9%
EBITDA (USD mn)	989	3,021	526	<b>693</b>	31.7%
Net Profit** (USD mn)	472	1,745	355	<b>405</b>	14.1%

*All figures are on IFRS consolidated basis unless stated otherwise.*

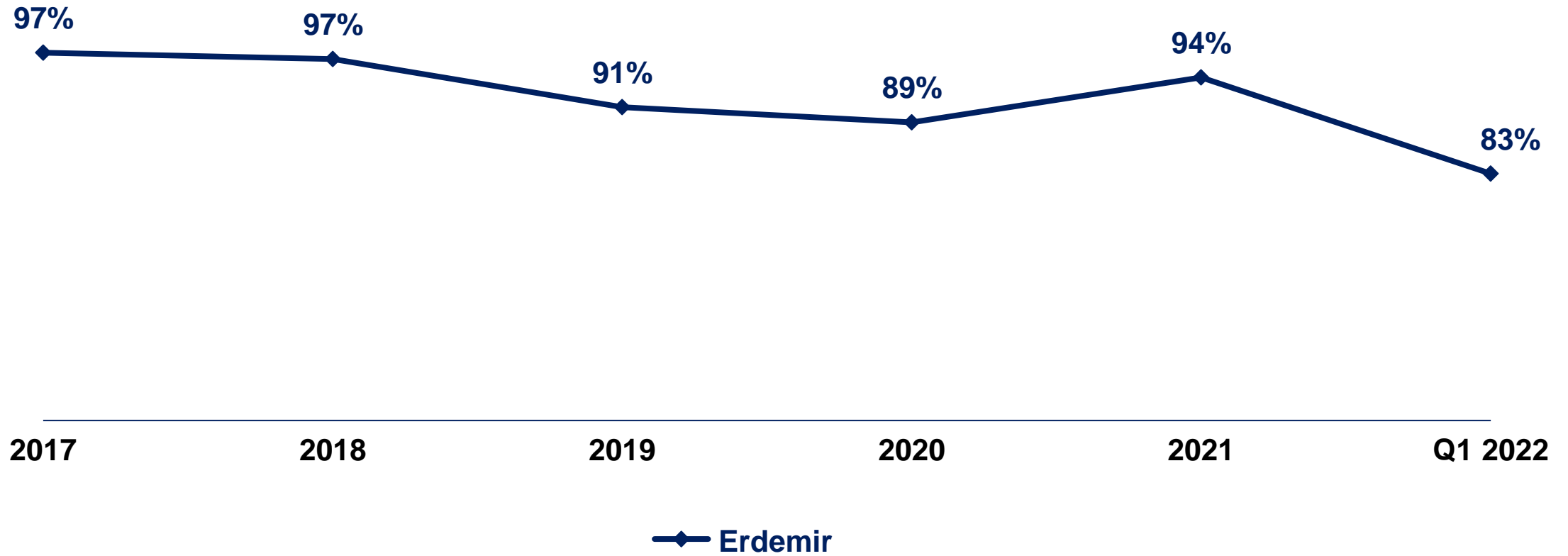
*(\*) Total flat steel production of Ereğli and İskenderun Plants.*

*(\*\*) It demonstrates Net Profit of Equity Holders of the Parent.*

# Liquid Steel Production (000 tons)

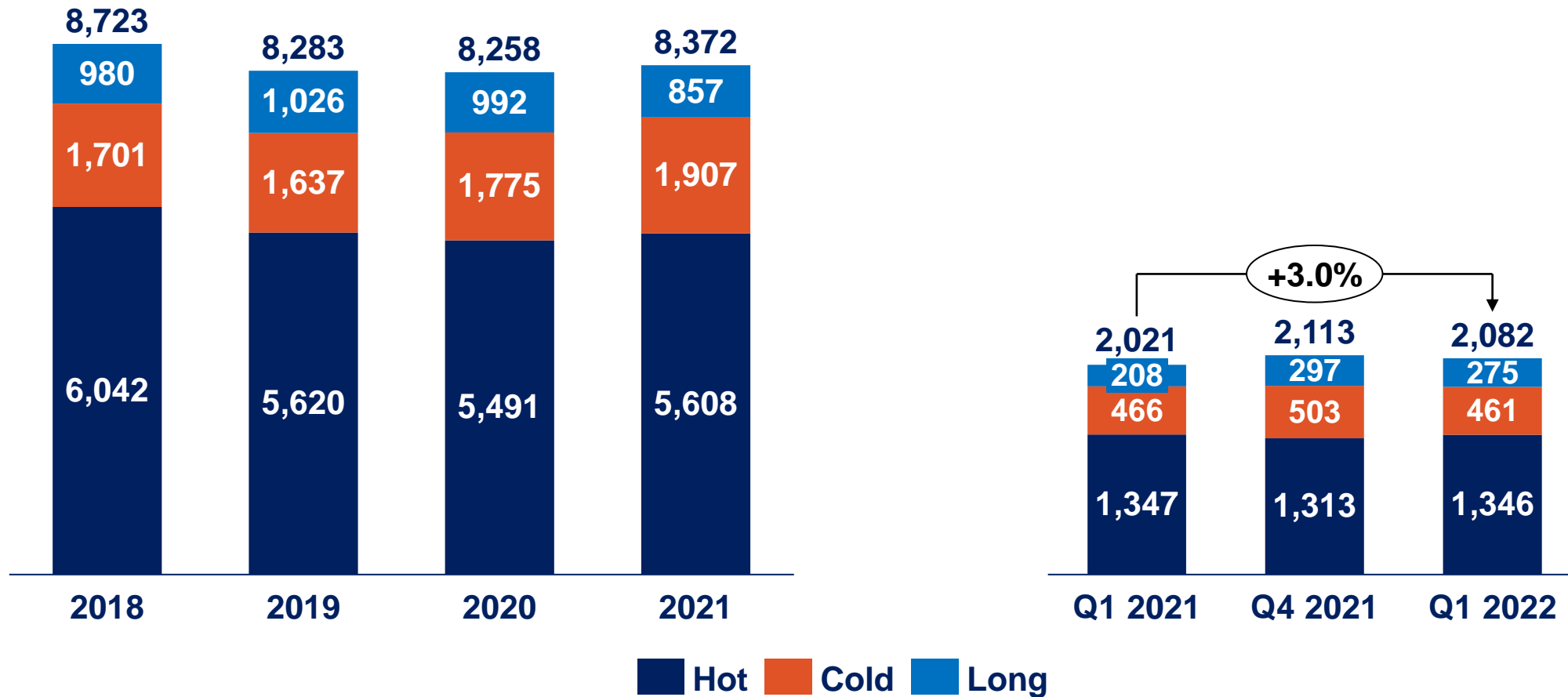


# Crude Steel Capacity Utilization Ratio

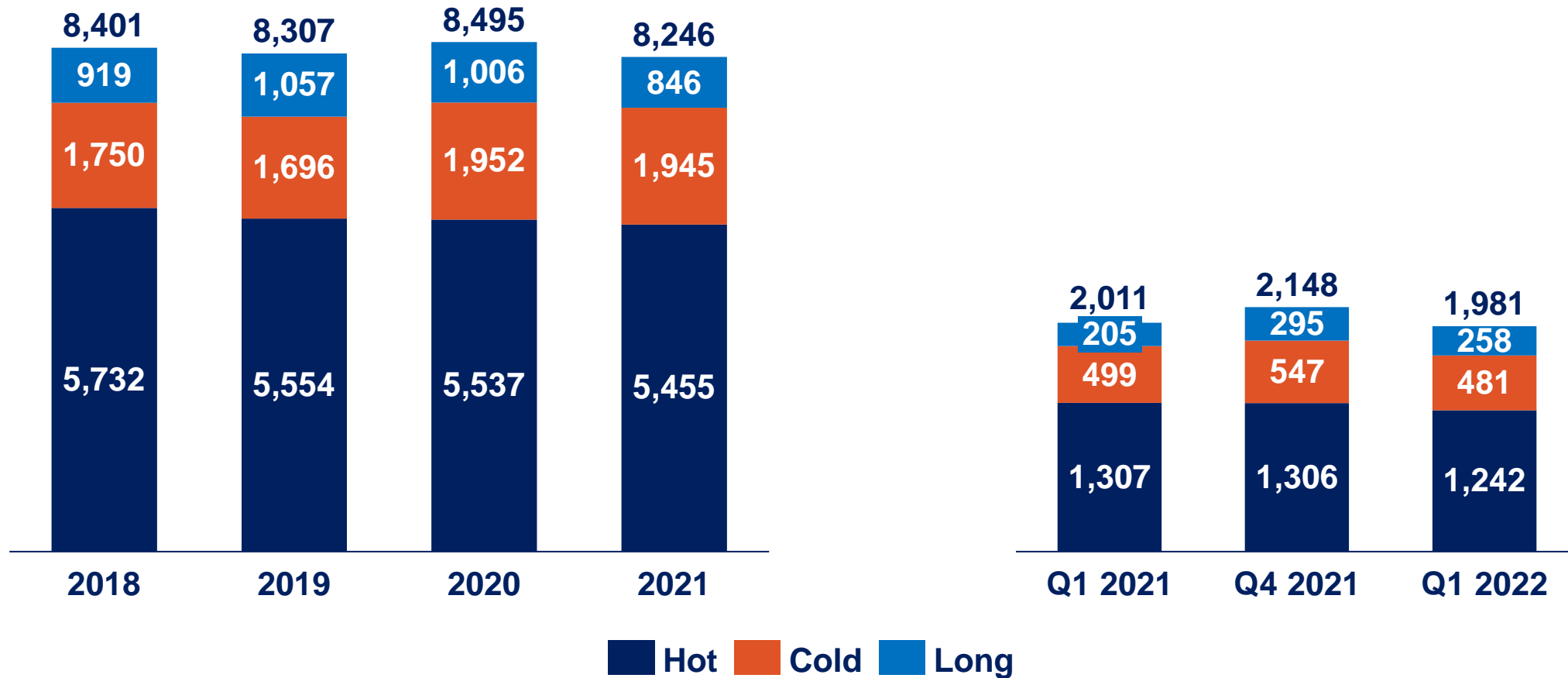


# Production (000 tons)

Production increased by 3.0% YoY in Q1 2022.



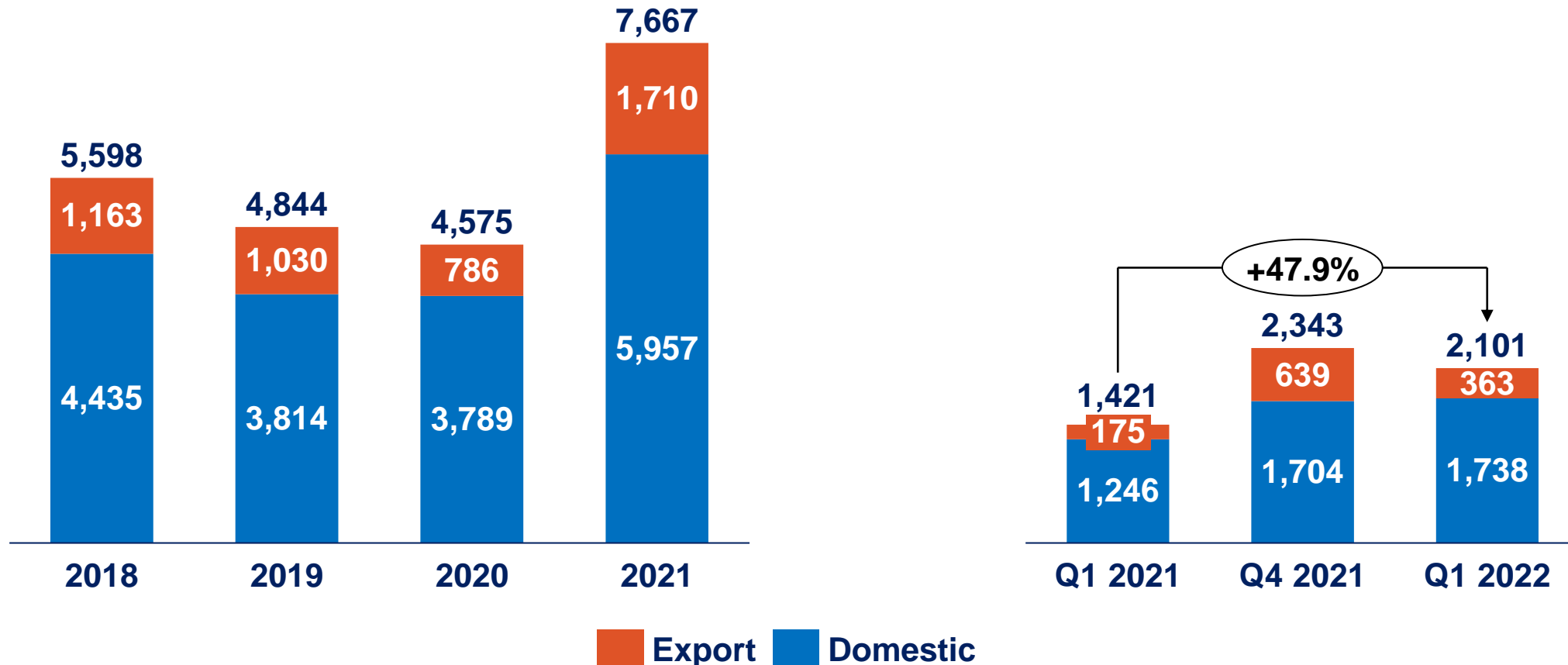
# Sales Volume (000 tons)



Hot Cold Long

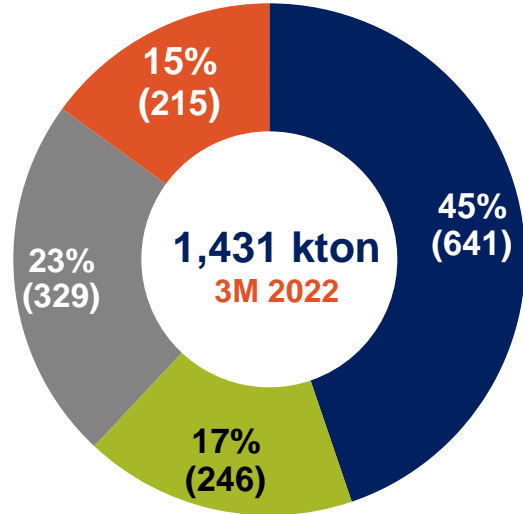
# Net Sales Revenue (USD mn)

Net sales revenue increased by 47.9% YoY in Q1 2022.

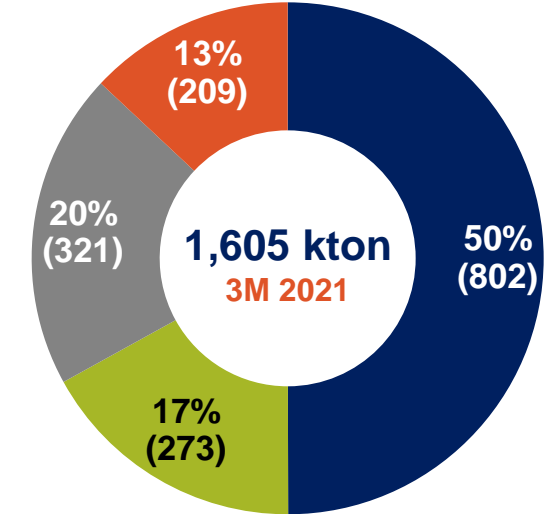


# Flat & Long Steel Domestic Sales Breakdown

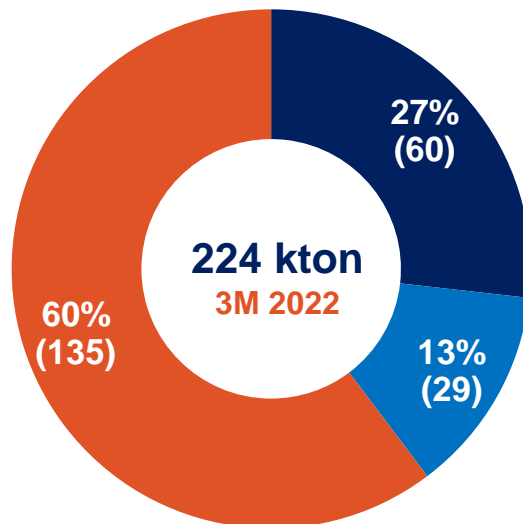
## Flat Steel Domestic Sales



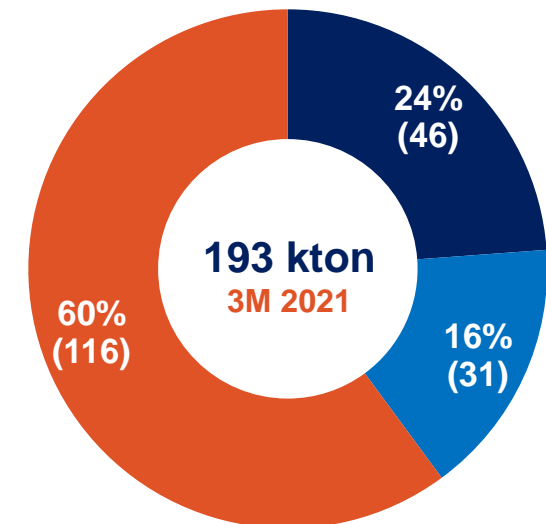
- Pipe&Profile and Rolling
- Distribution Chains
- General Manufacturing Industry
- Automotive



## Long Steel Domestic Sales

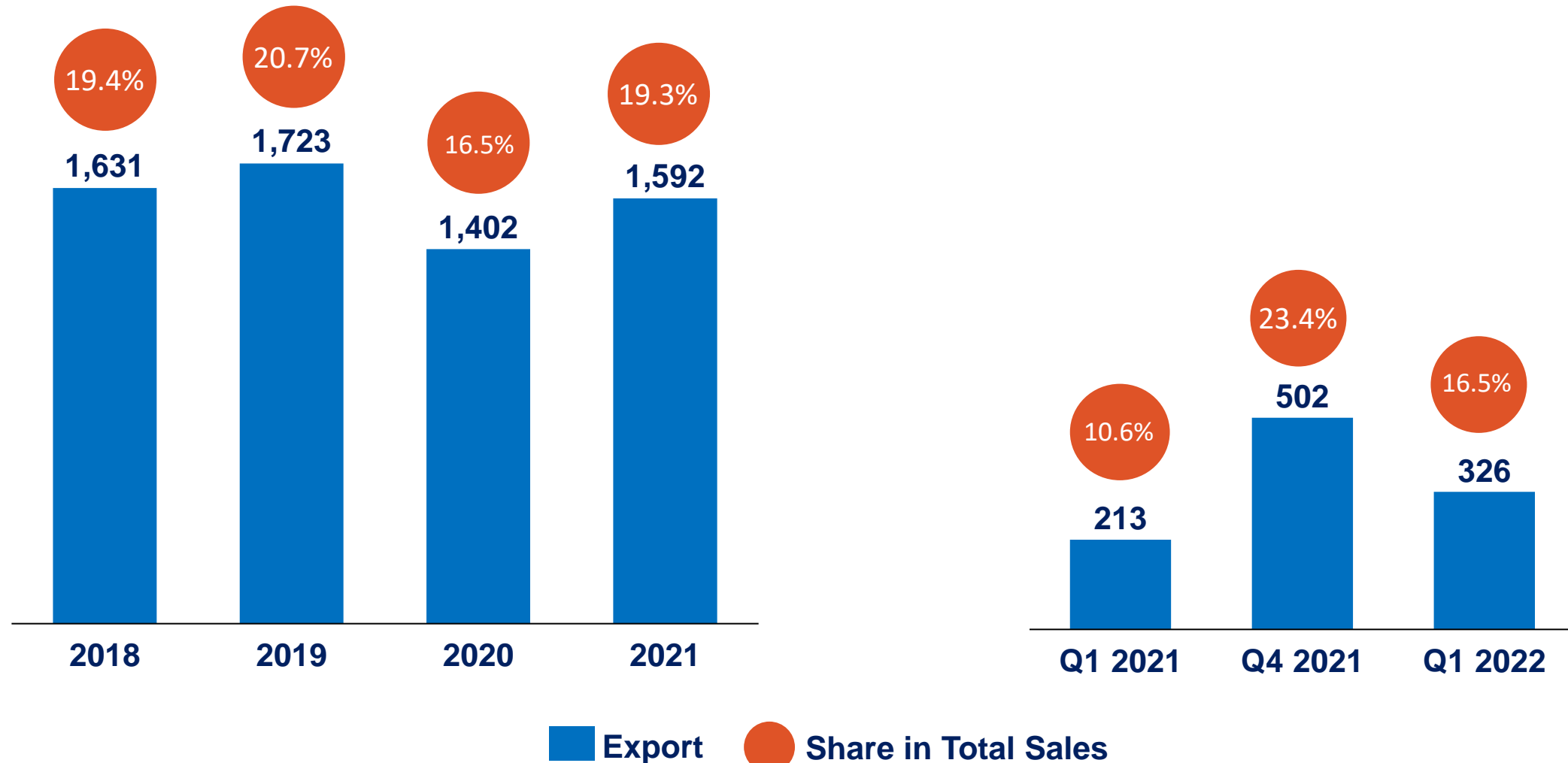


- Rebar and Profile Producers
- General Manufacturing Industry
- High Carbon and Special Qualities

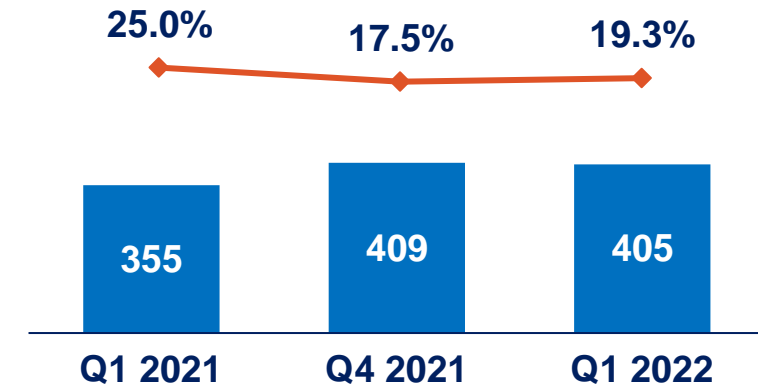
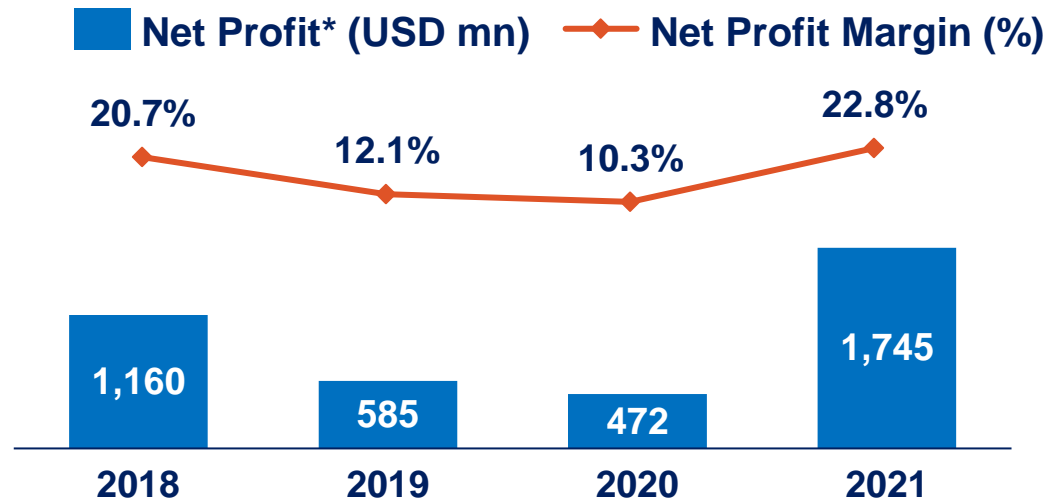
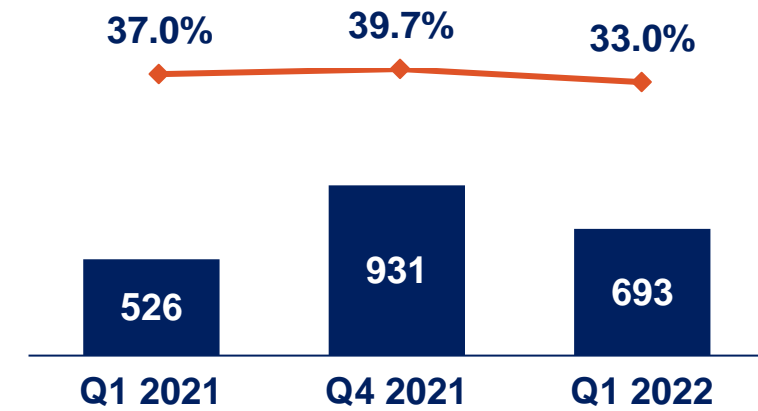
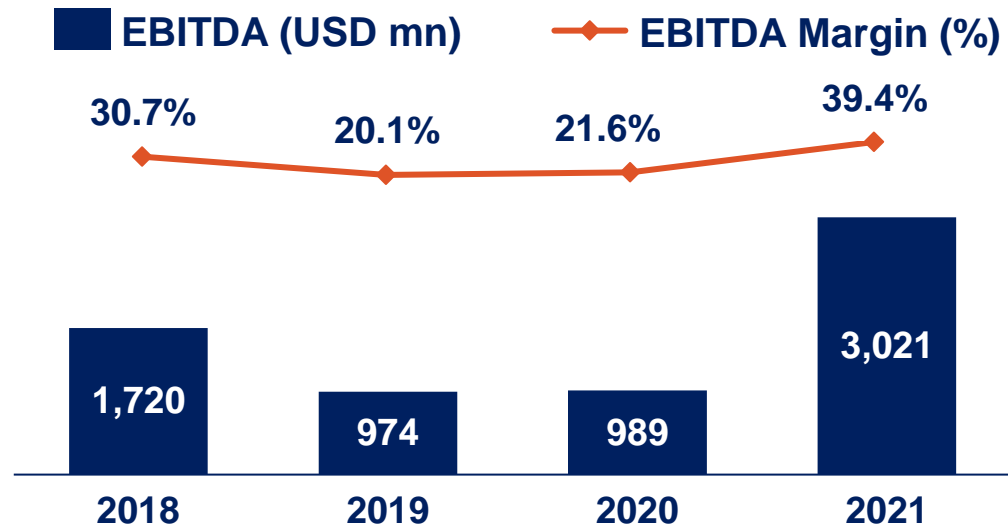




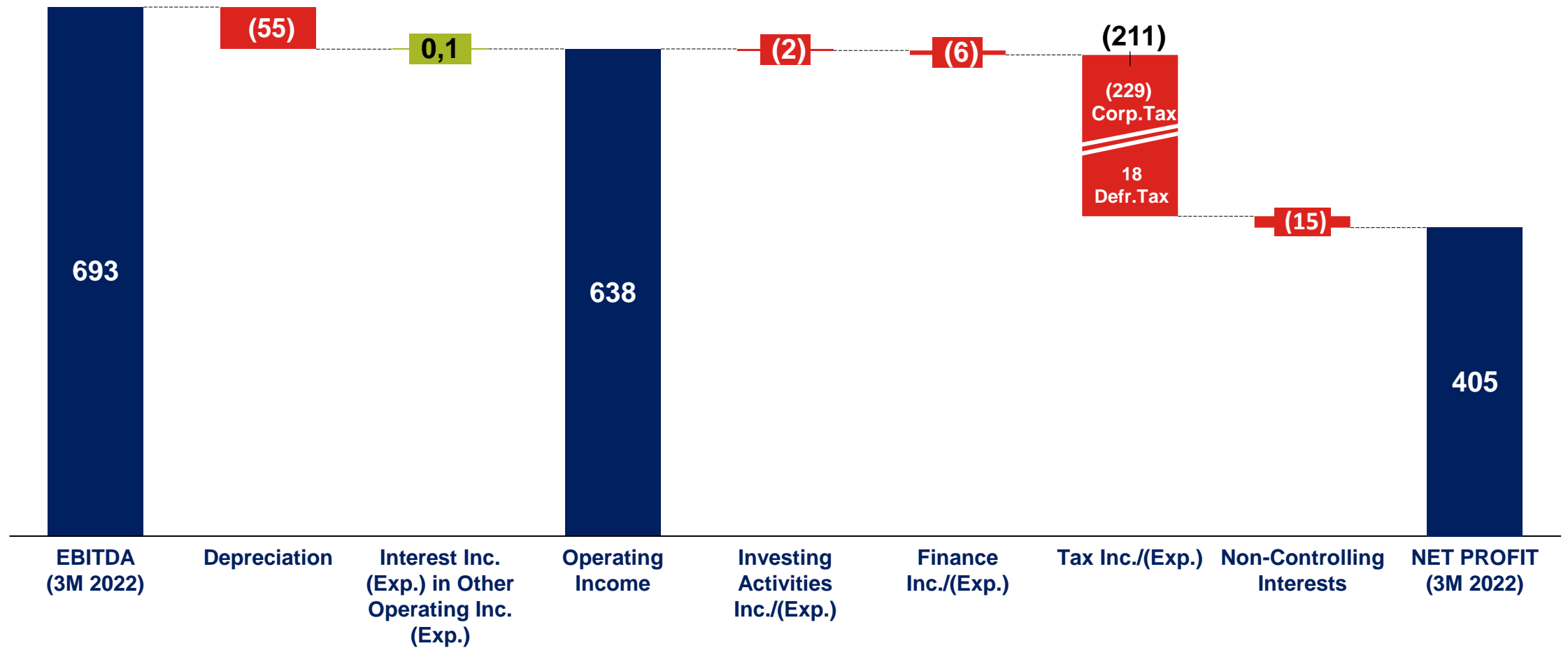
# Export Volume (000 tons)



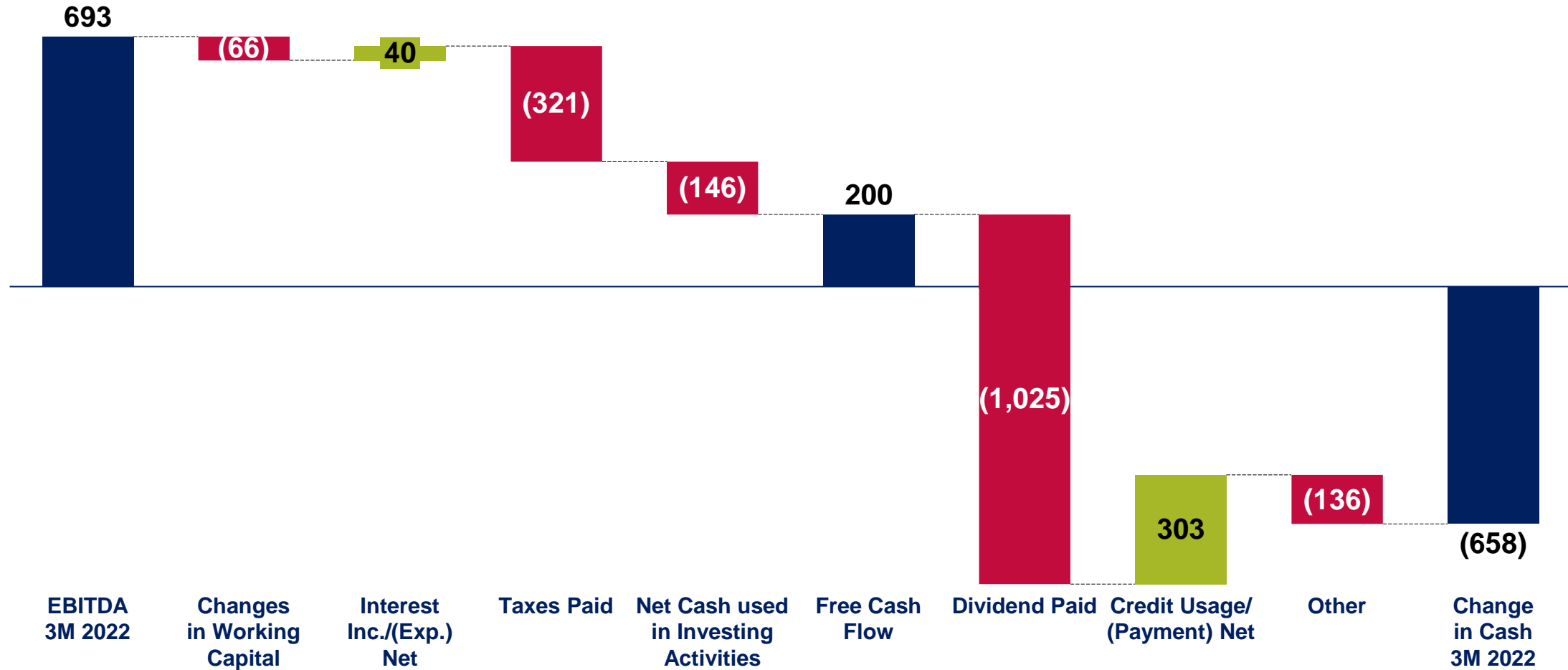
# EBITDA & Net Profit



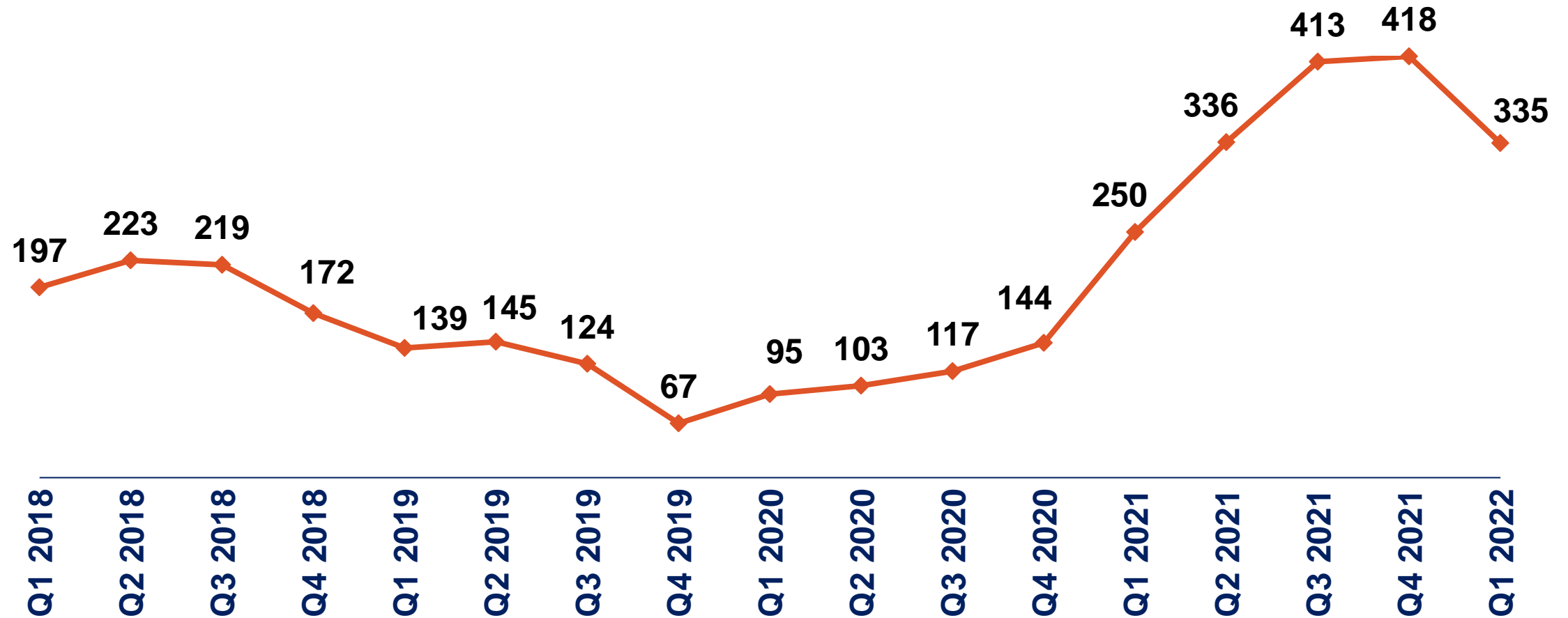
# EBITDA ➔ Net Profit (USD mn)



# EBITDA → Net Cash (USD mn)



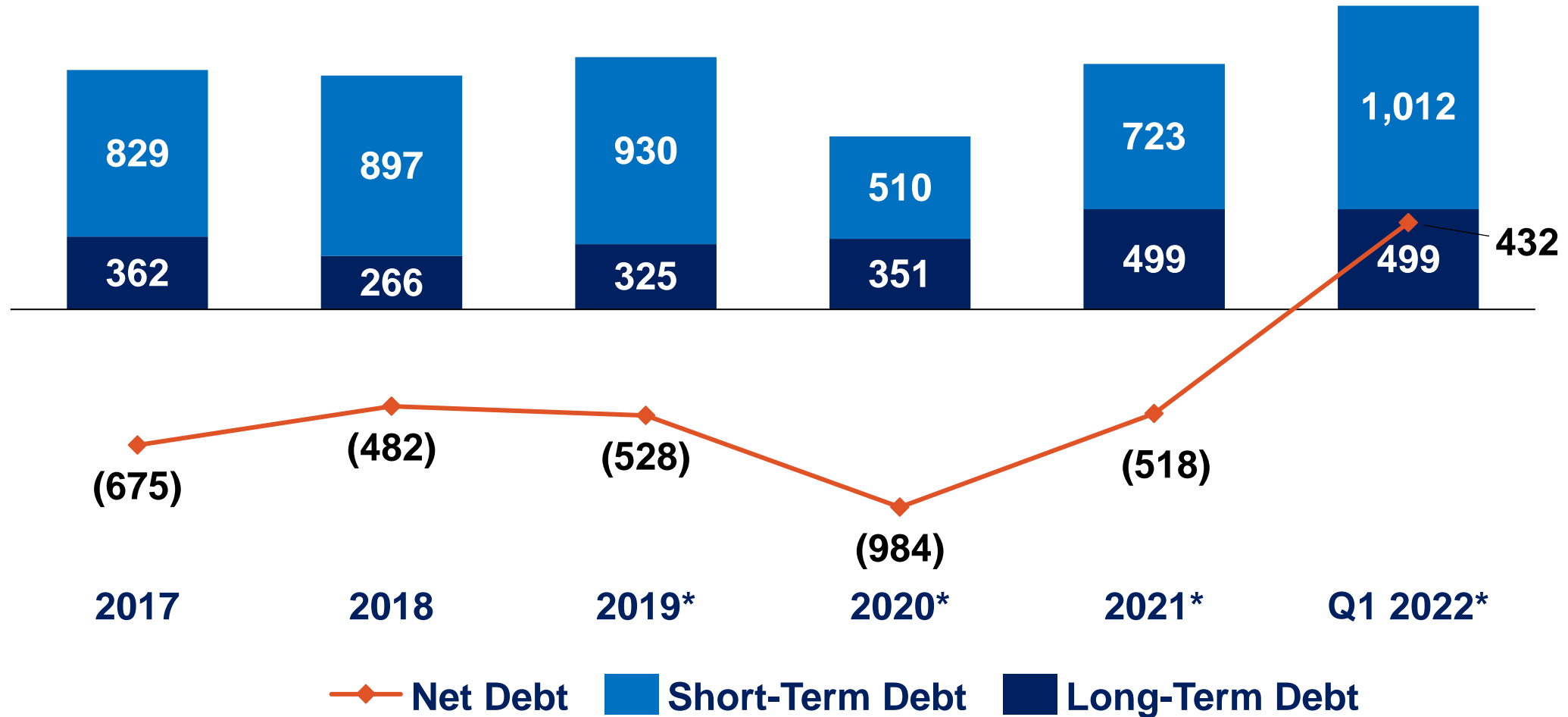
# EBITDA per Ton\* (USD/ton)



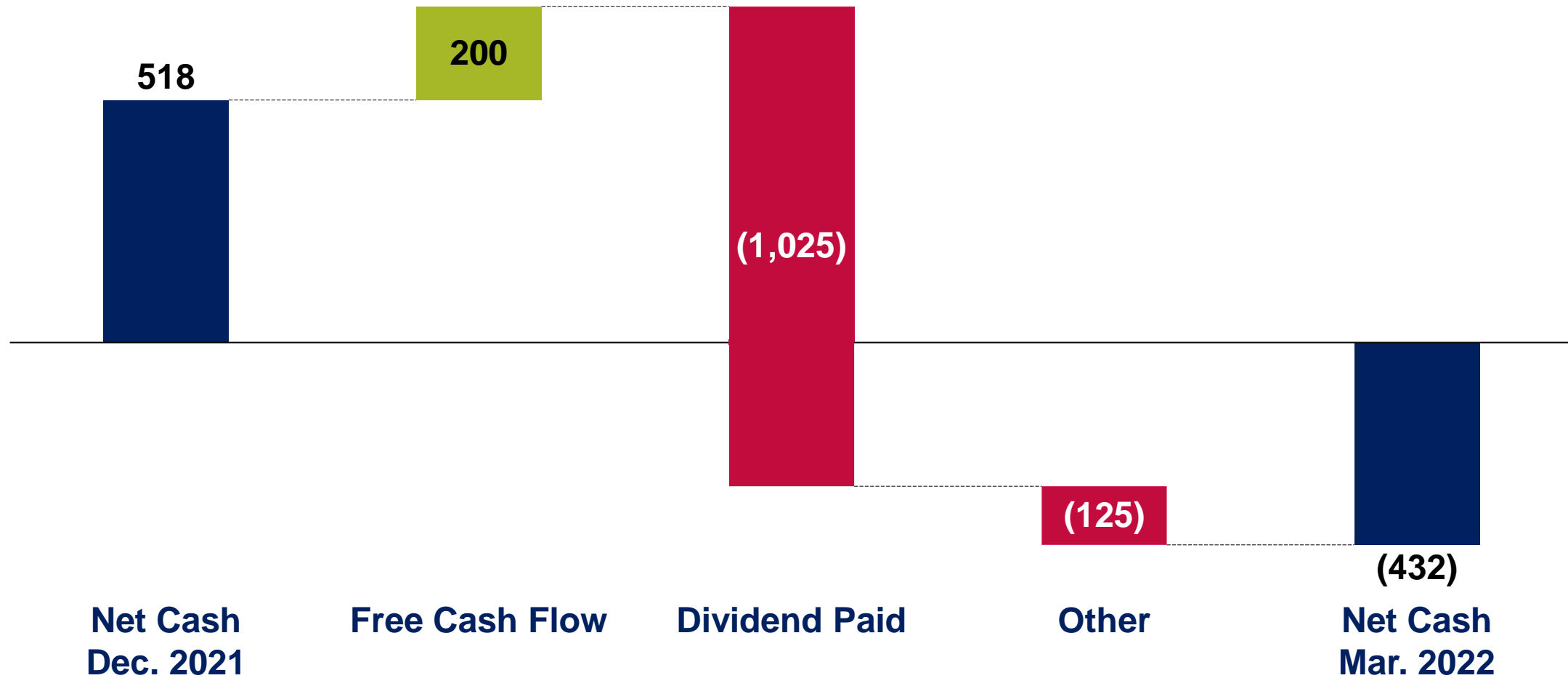
# Financial Figures

Consolidated Net Assets (USD mn)	31.12.2021	31.03.2022	Change
Cash Equivalents and Financial Investments	1,741	1,106	-36%
Working Capital	2,508	2,574	3%
Tangible and Intangible Assets	4,154	4,174	0.5%
Financial Liabilities	(1,249)	(1,537)	23%
Provisions and Other	(100)	51	-
Goodwill	19	19	-
Deferred Tax	(724)	(709)	-2%
<b>Net Assets</b>	<b>6,349</b>	<b>5,678</b>	<b>-11%</b>
Working Capital (USD mn)	31.12.2021	31.03.2022	Change
Trade Receivables	856	871	2%
Inventories	2,173	2,491	15%
Trade Payables	(504)	(670)	33%
Other	(17)	(118)	594%
<b>Working Capital</b>	<b>2,508</b>	<b>2,574</b>	<b>3%</b>

# Financial Borrowings (USD mn)

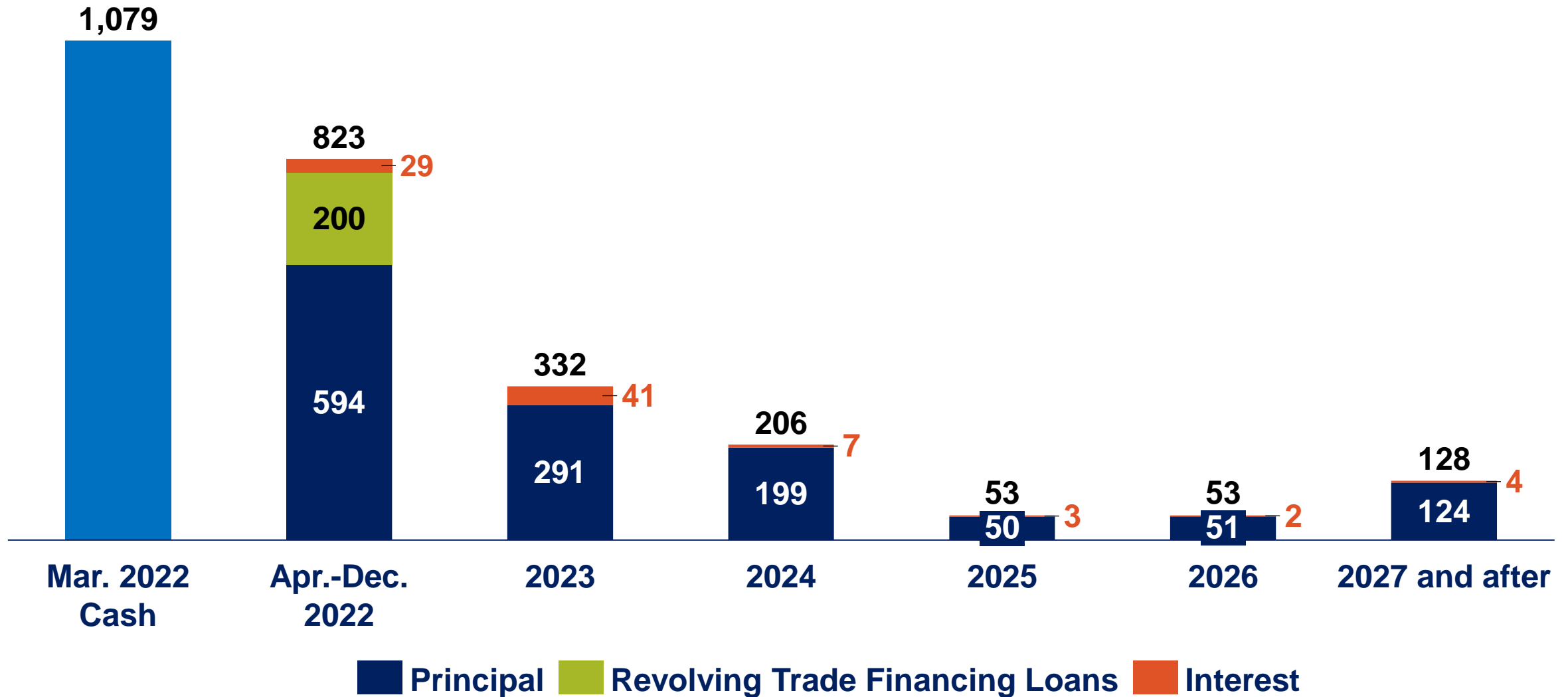


# Net Cash (USD mn)

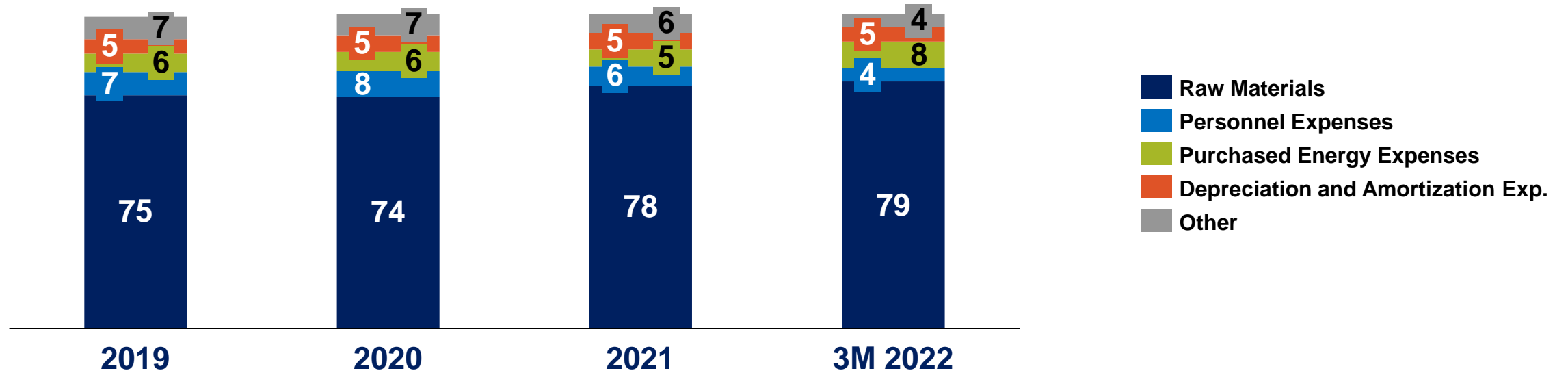




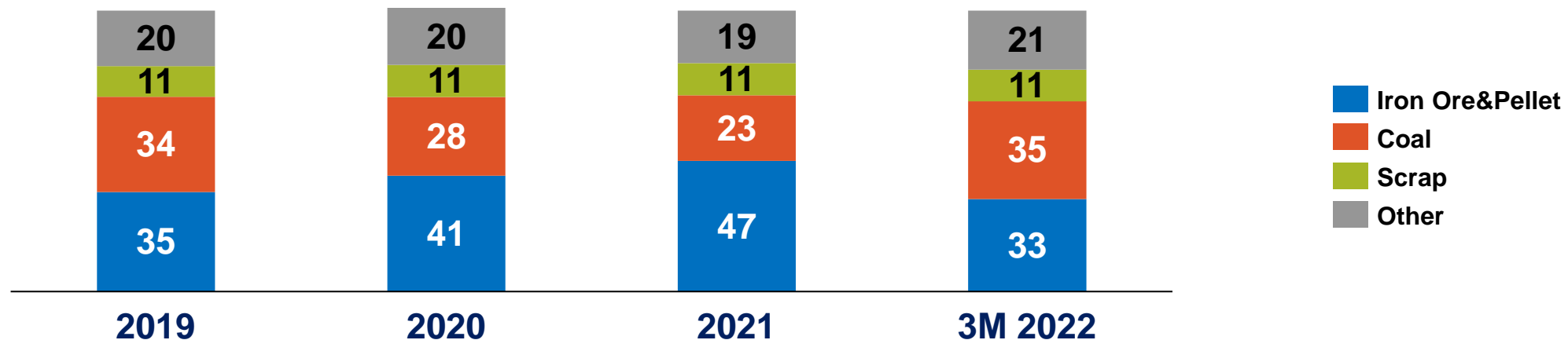
# Borrowings Maturity Profile (USD mn)



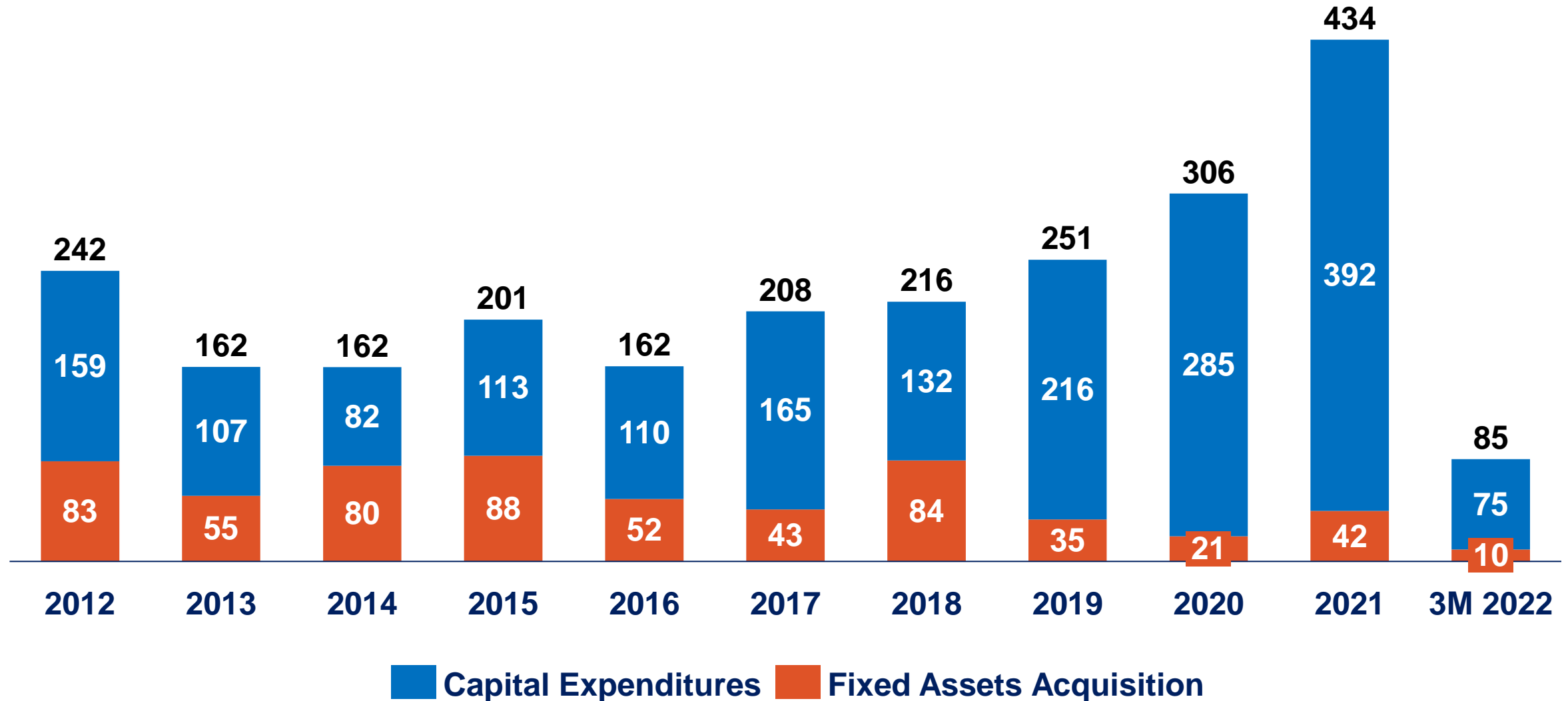
# Cost of Sales Breakdown\* (%)



## Raw Materials Breakdown (%)

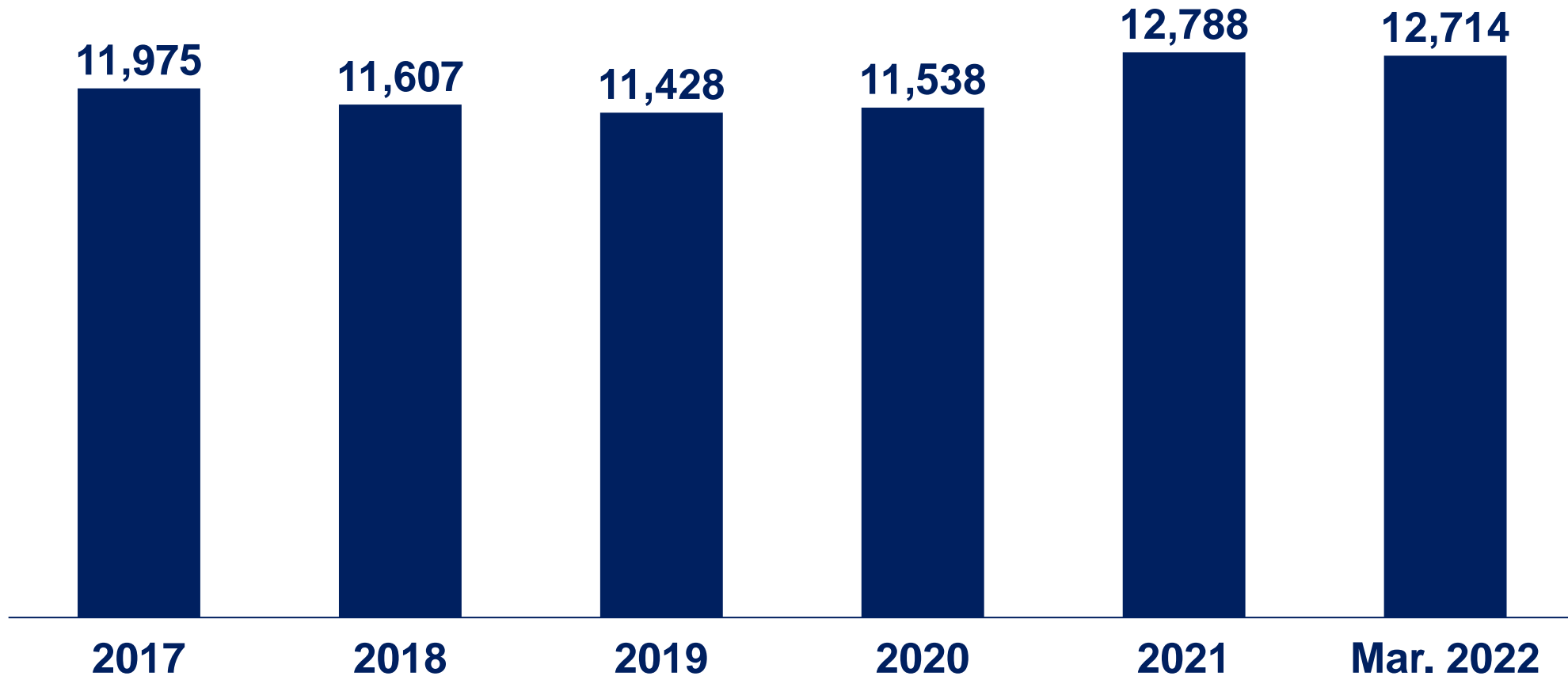


# Capital Expenditures\* (USD mn)



\* Advance payments for capital expenditures are not included.

# Number of Employees



# Appendix – EBITDA Detail



	Note	01.01.2022- 31.03.2022 (Thousand USD)	01.01.2022- 31.03.2022 (Thousand TRY)
Presentation Currency Translation	2.1		13.9020
<b>Operating Profit</b>		<b>638,037</b>	<b>8,869,994</b>
<b>Depreciation and Amortisation Expenses</b>		<b>55,054</b>	<b>765,343</b>
Cost of Sales	13	50,339	699,785
Marketing Expenses	14	2,312	32,144
General Administrative Expenses	14	1,967	27,348
Research and Development Expenses		436	6,066
<b>POA Classification</b>		<b>(81)</b>	<b>(1,115)</b>
Interest Income for Overdue Receivables	14	(75)	(1,037)
Rediscount Income	14	(6)	(78)
		<b>693,010</b>	<b>9,634,222</b>



## Erdemir Investor Relations

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