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2022 6 Months Investor Presentation

09.08.2022



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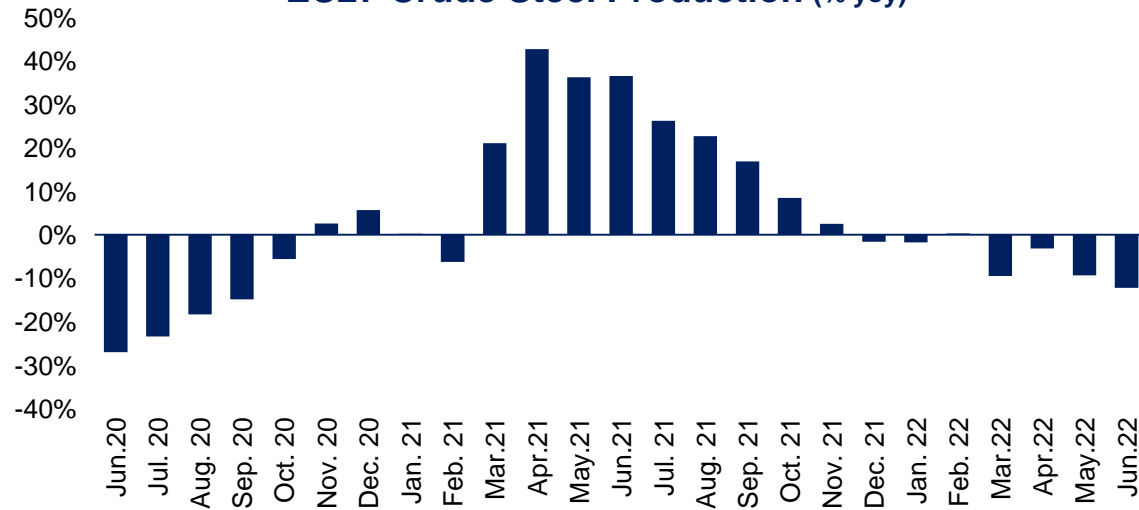
2022 Market Overview



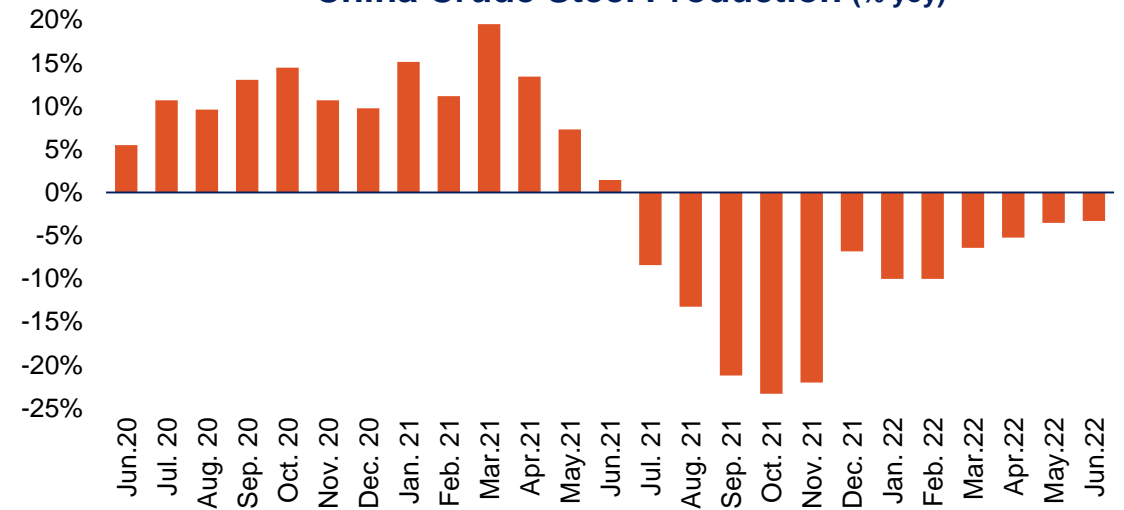
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Crude Steel Production

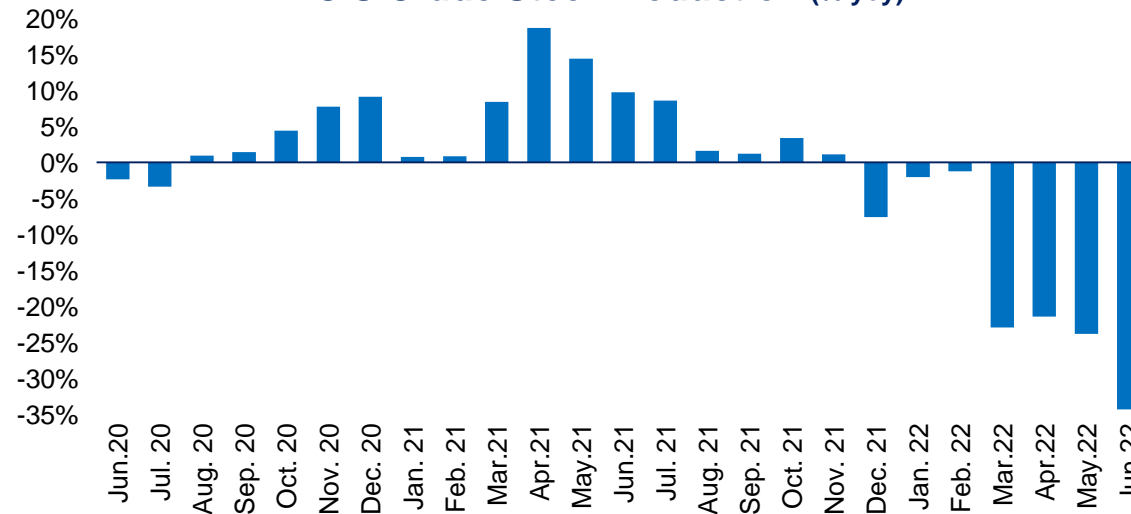
EU27 Crude Steel Production (% yoy)



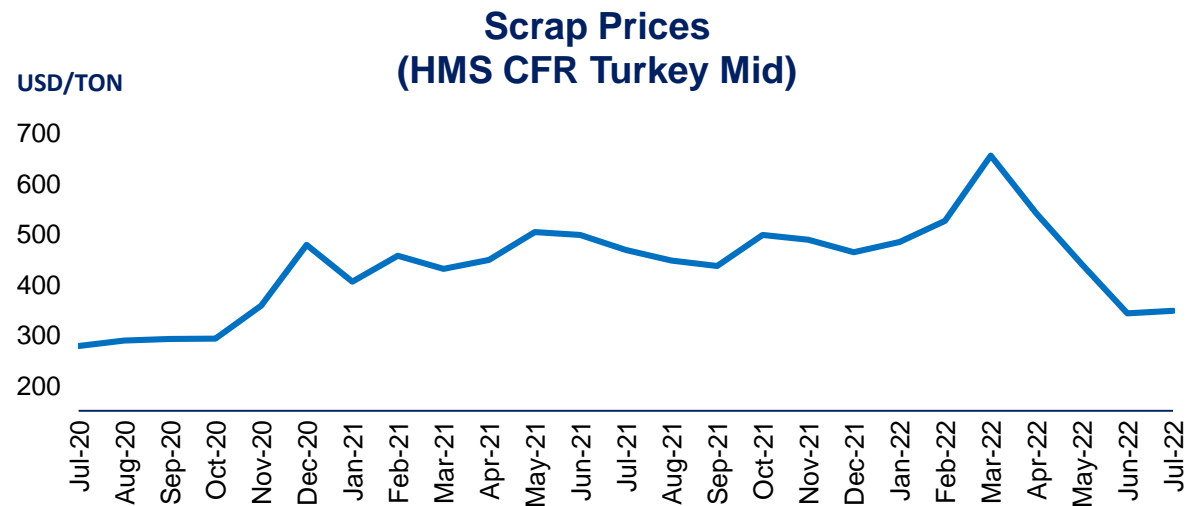
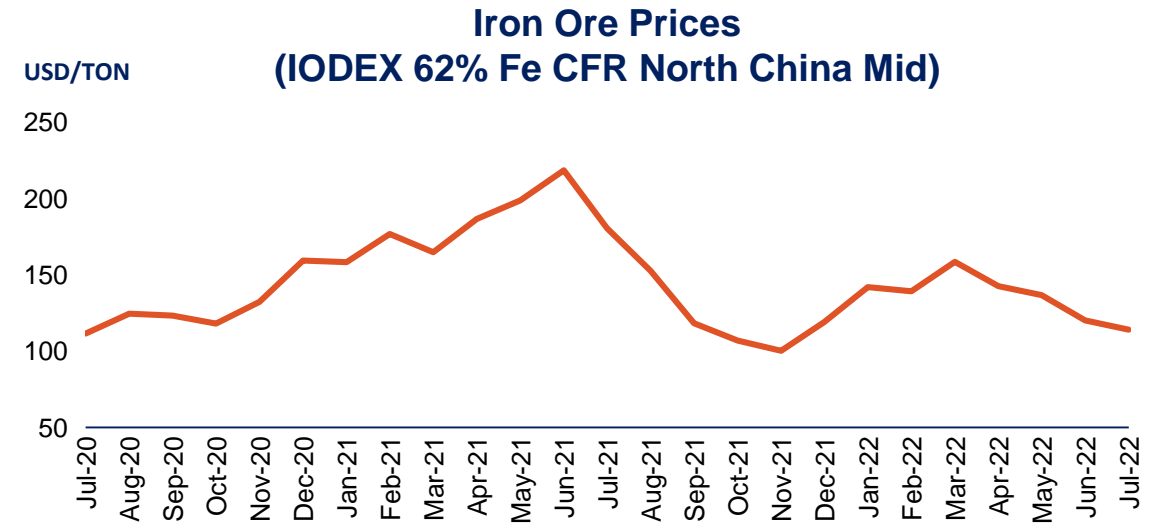
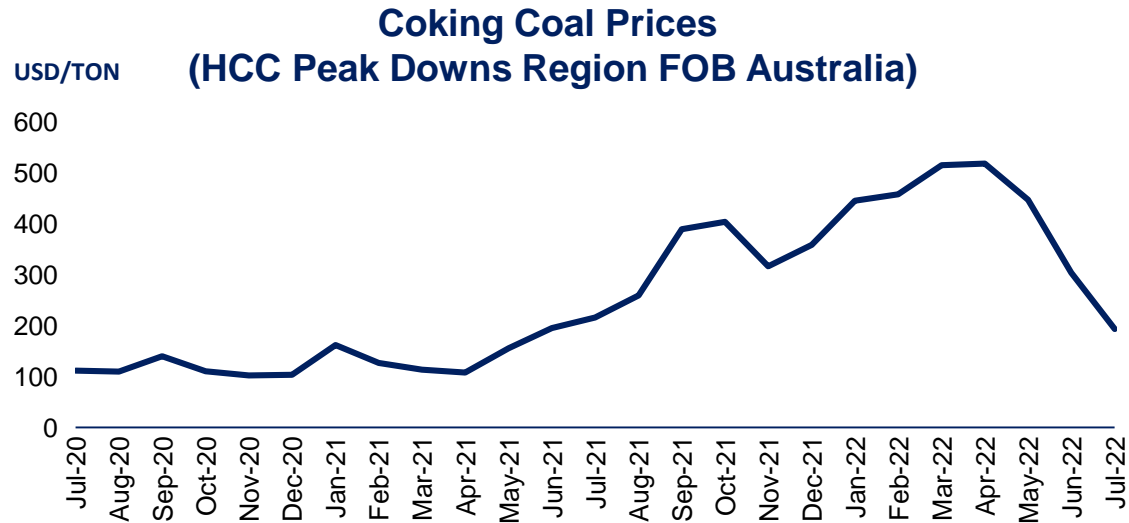
China Crude Steel Production (% yoy)



CIS Crude Steel Production (% yoy)

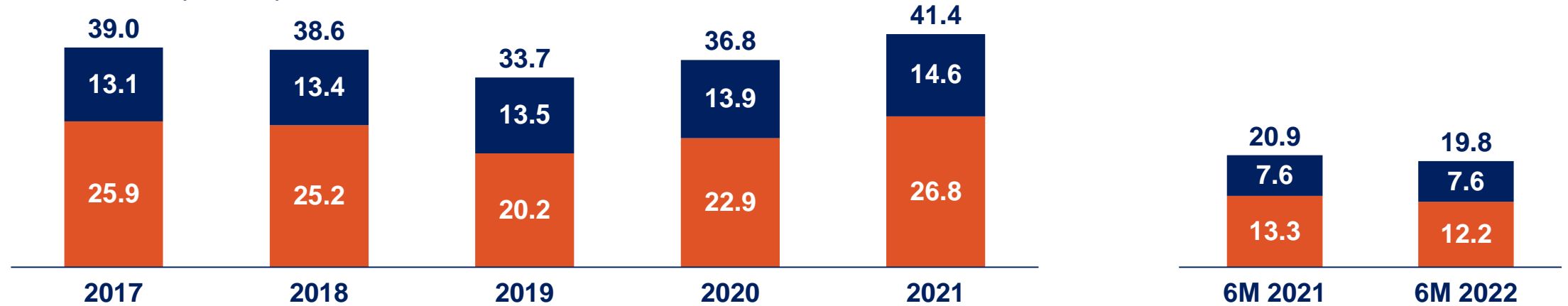


Coking Coal, Iron Ore & Scrap Prices

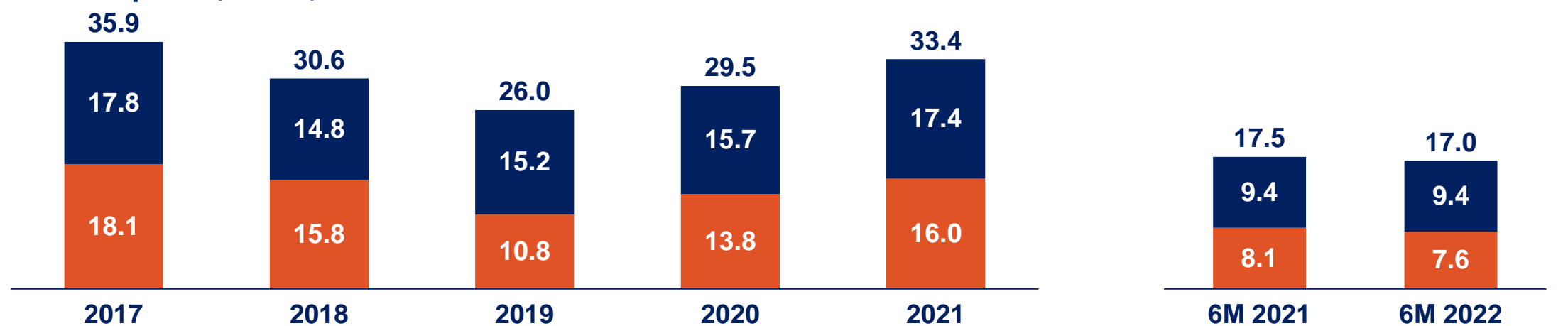


Turkish Steel Production & Consumption

Production (mn tons)



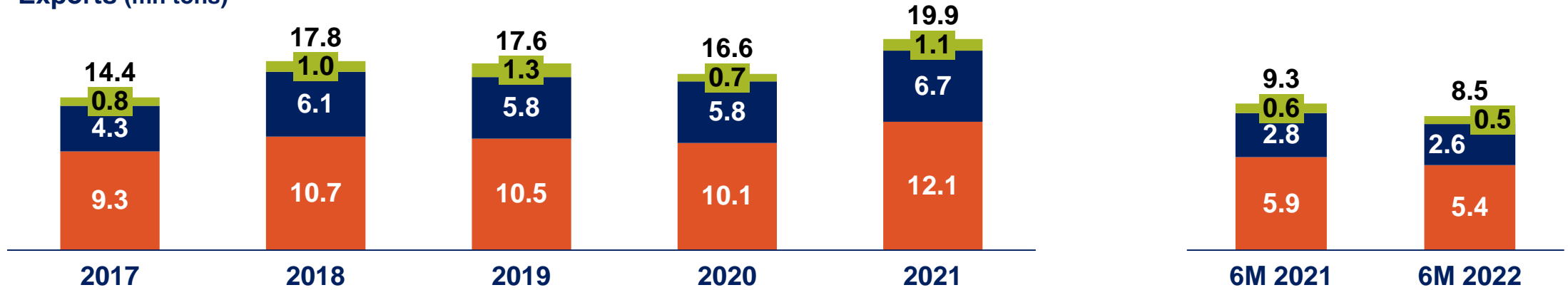
Consumption (mn tons)



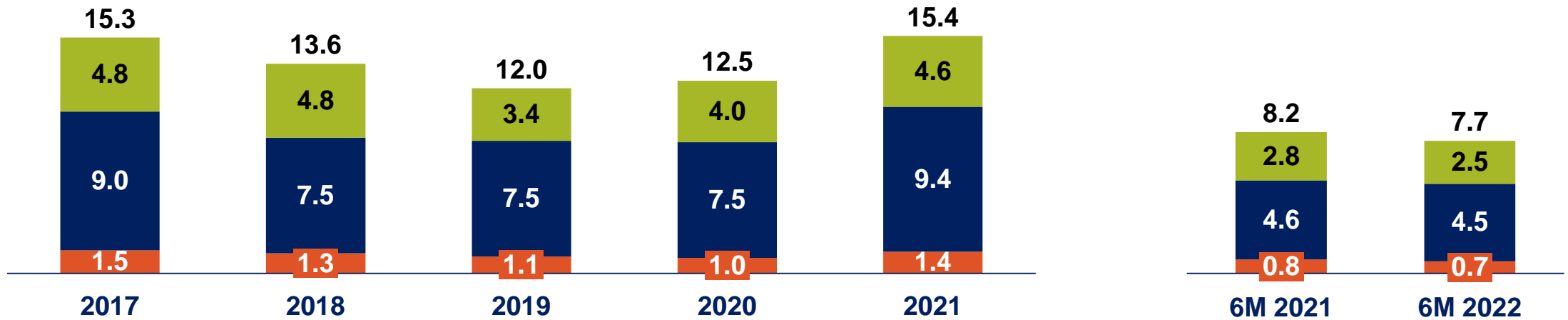
■ Flat ■ Long

Turkish Steel Exports & Imports

Exports (mn tons)



Imports (mn tons)



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



2022 6M Results



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Operational and Financial Highlights

Operational Highlights	2020	2021	6M 2021	6M 2022	Change (6M)
Liquid Steel Production (000 tons)	8,709	9,203	4,590	4,198	-8.5%
Flat Steel Production* (000 tons)	7,266	7,515	3,744	3,789	1.2%
Long Steel Production (000 tons)	992	857	404	479	18.6%
Flat Steel Shipments (000 tons)	7,489	7,400	3,643	3,486	-4.3%
Long Steel Shipments (000 tons)	1,006	846	380	459	20.8%

Financial Highlights	2020	2021	6M 2021	6M 2022	Change (6M)
Net Sales Revenue (USD mn)	4,575	7,667	3,153	4,303	36.5%
EBITDA (USD mn)	989	3,021	1,207	1,385	14.7%
Net Profit** (USD mn)	472	1,745	738	827	12.1%

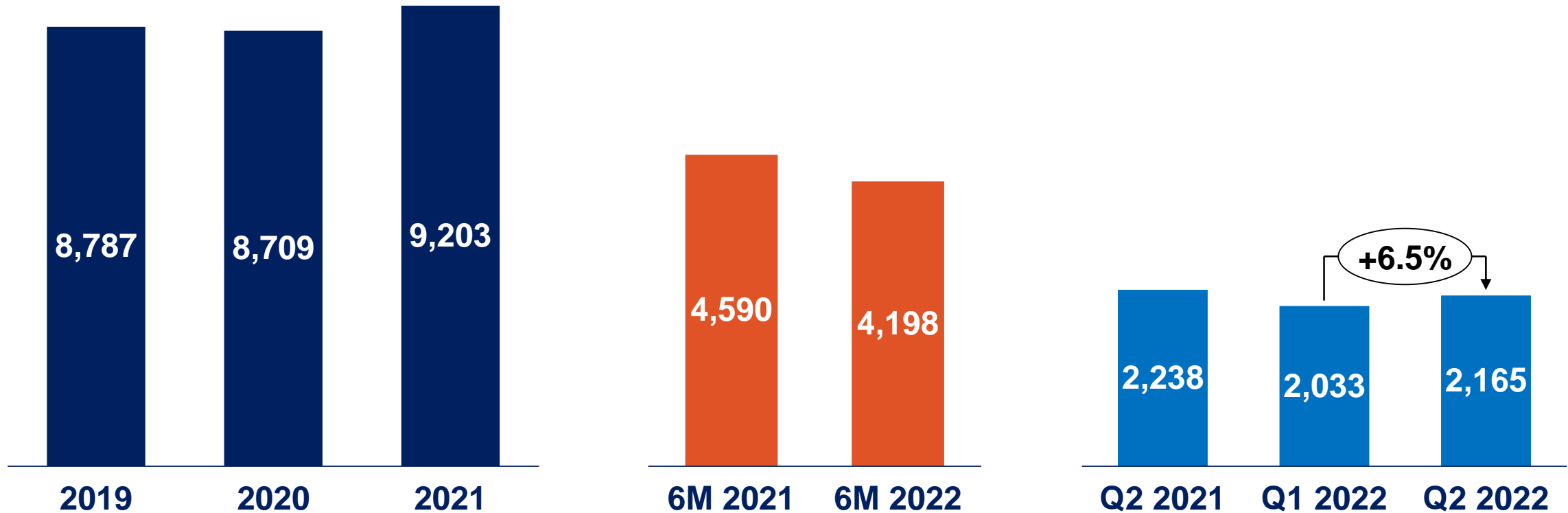
All figures are on IFRS consolidated basis unless stated otherwise.

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

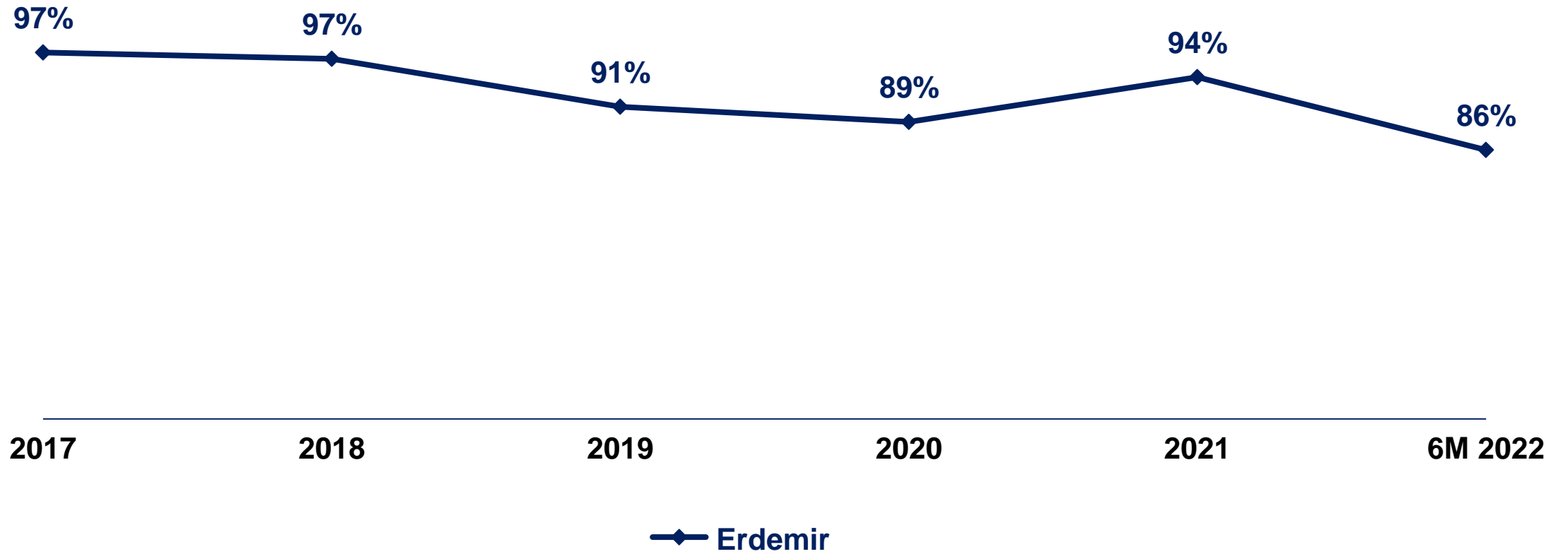
*(**) It demonstrates Net Profit of Equity Holders of the Parent.*

Liquid Steel Production (000 tons)

Liquid steel production increased by 6.5% QoQ in Q2 2022.

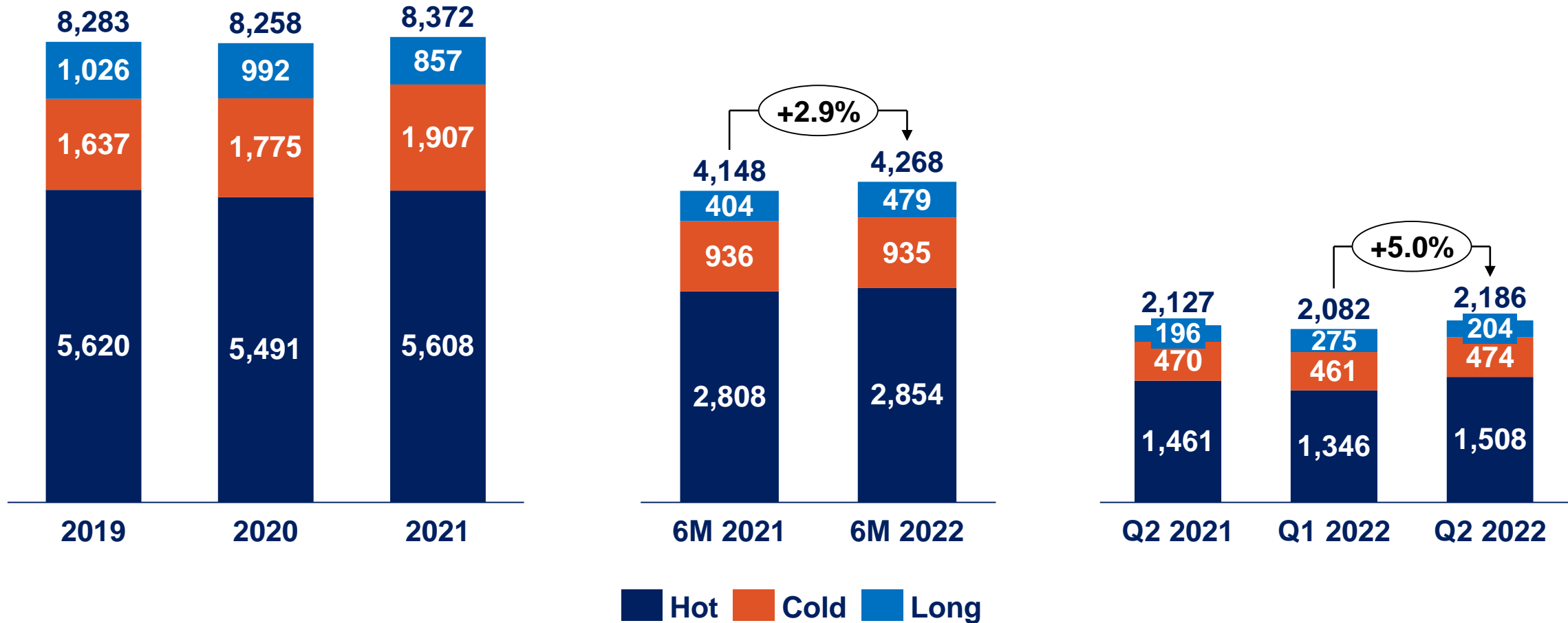


Crude Steel Capacity Utilization Ratio

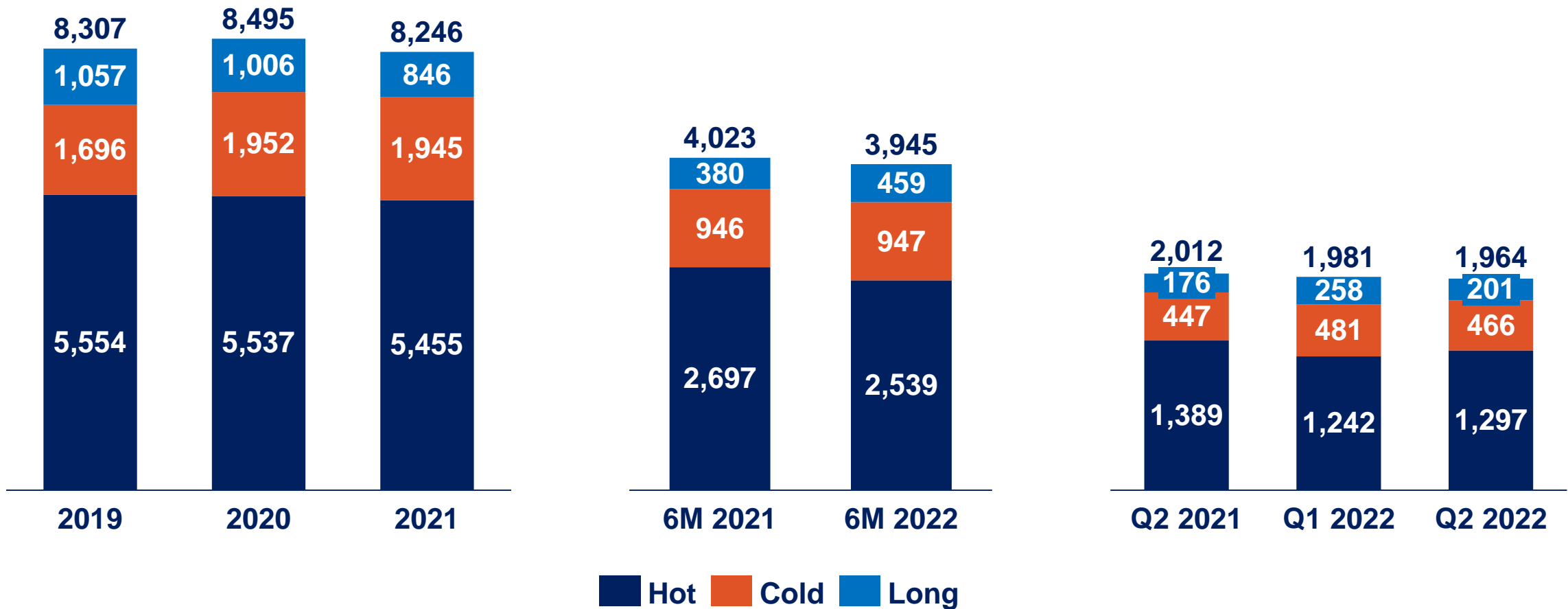


Production (000 tons)

Production increased by 5.0% QoQ in Q2 2022.



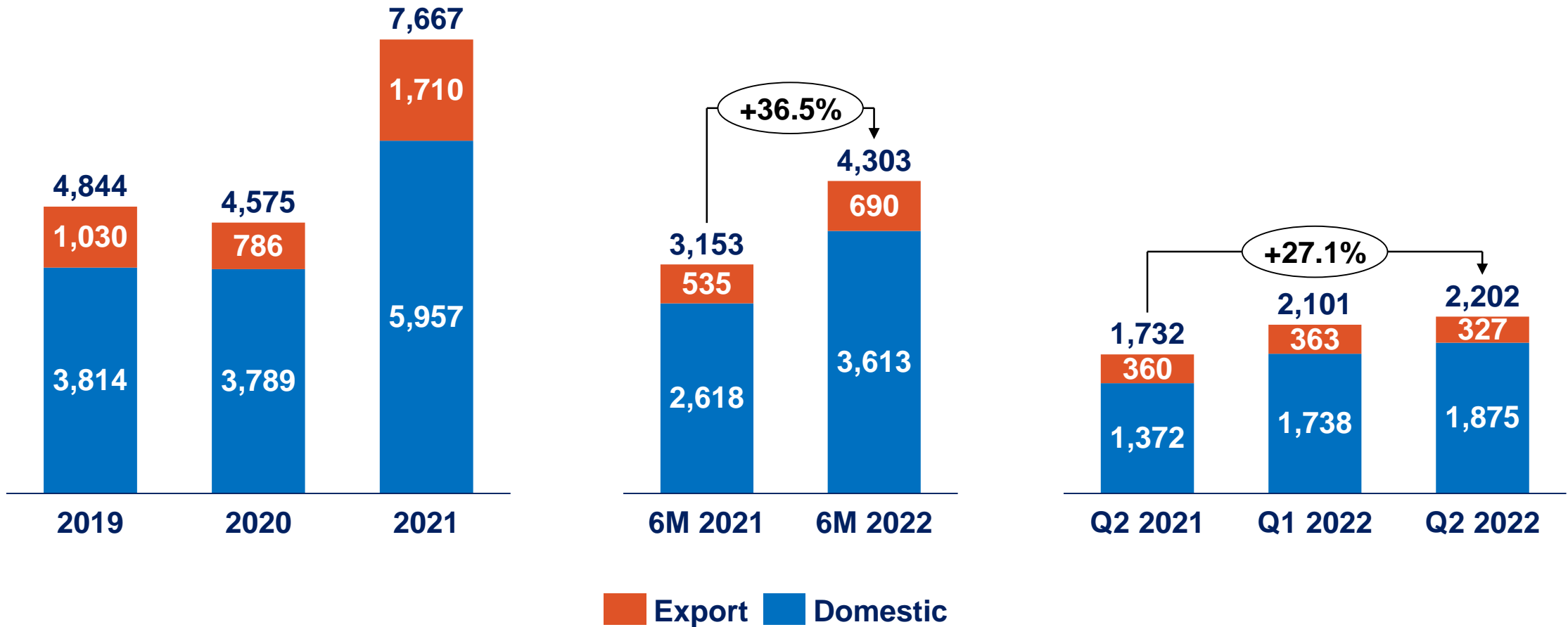
Sales Volume (000 tons)



Hot Cold Long

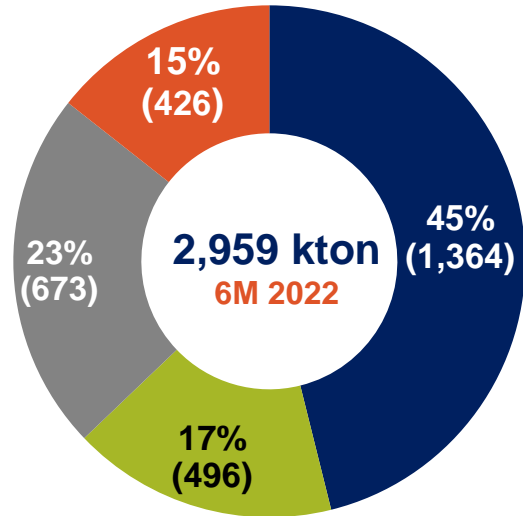
Net Sales Revenue (USD mn)

Net sales revenue increased by 36.5% YoY in 6M 2022.

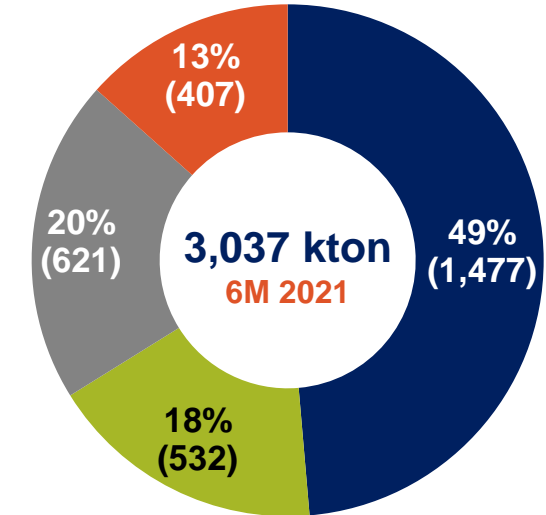


Flat & Long Steel Domestic Sales Breakdown

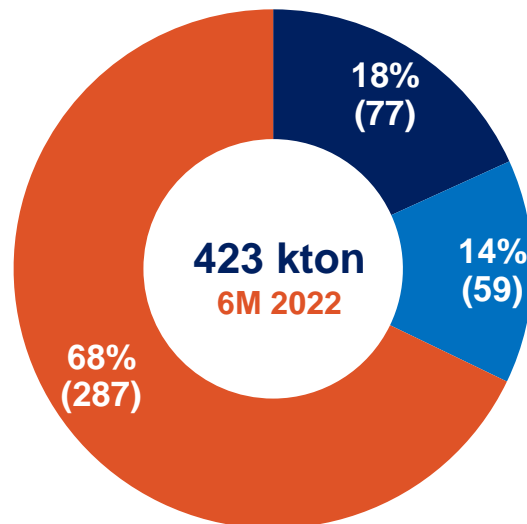
Flat Steel Domestic Sales



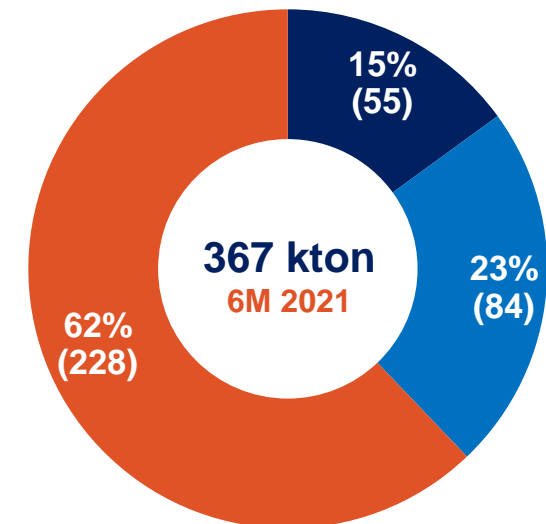
- Pipe&Profile and Rolling
- Distribution Chains
- General Manufacturing Industry
- Automotive



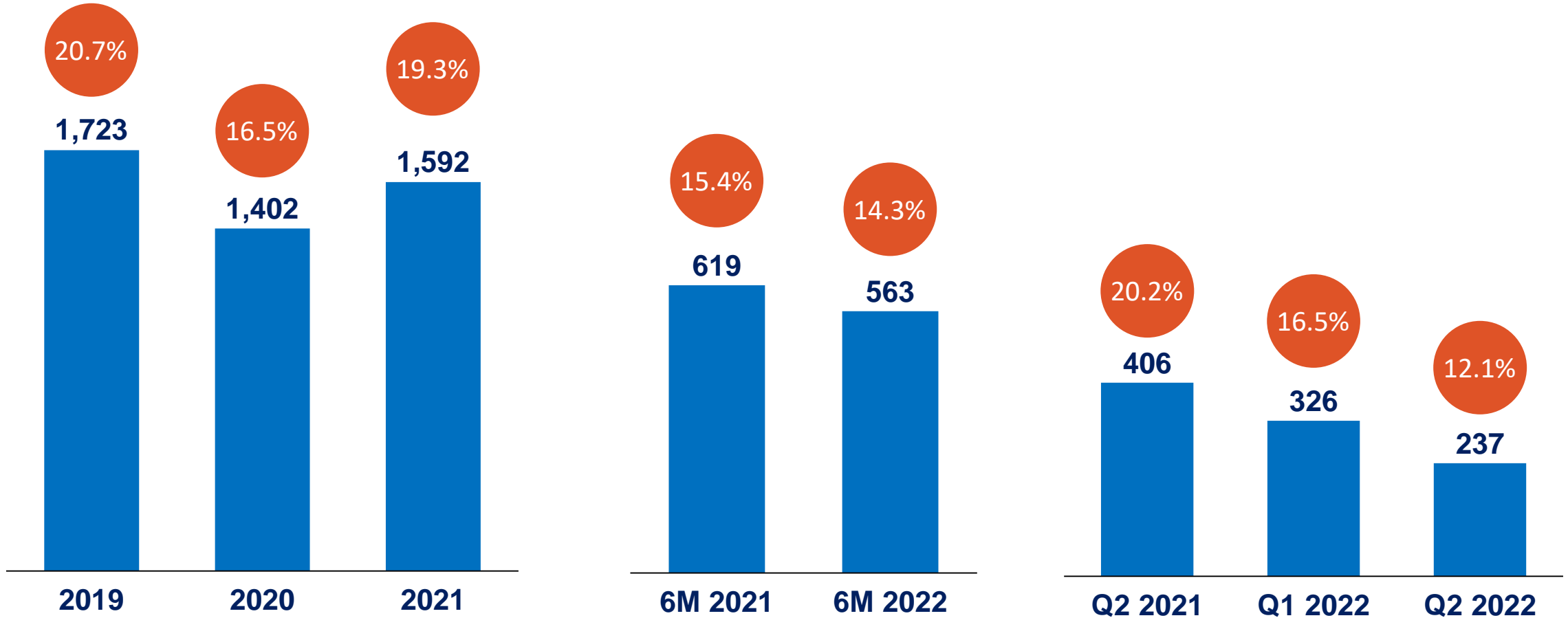
Long Steel Domestic Sales



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



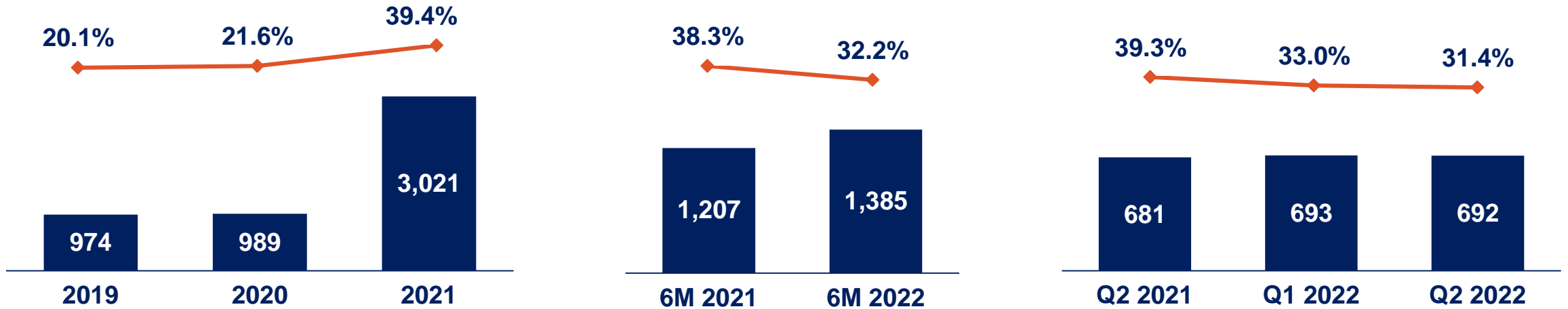
Export Volume (000 tons)



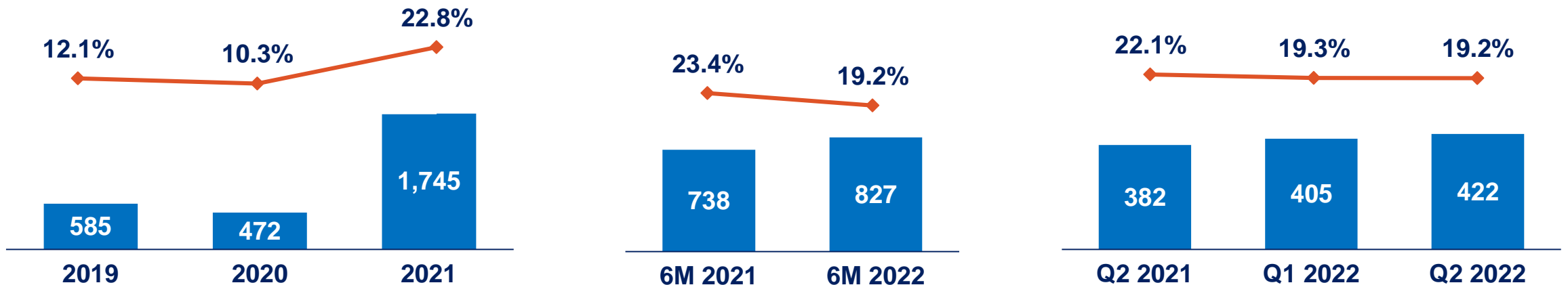
■ Export ● Share in Total Sales

EBITDA & Net Profit

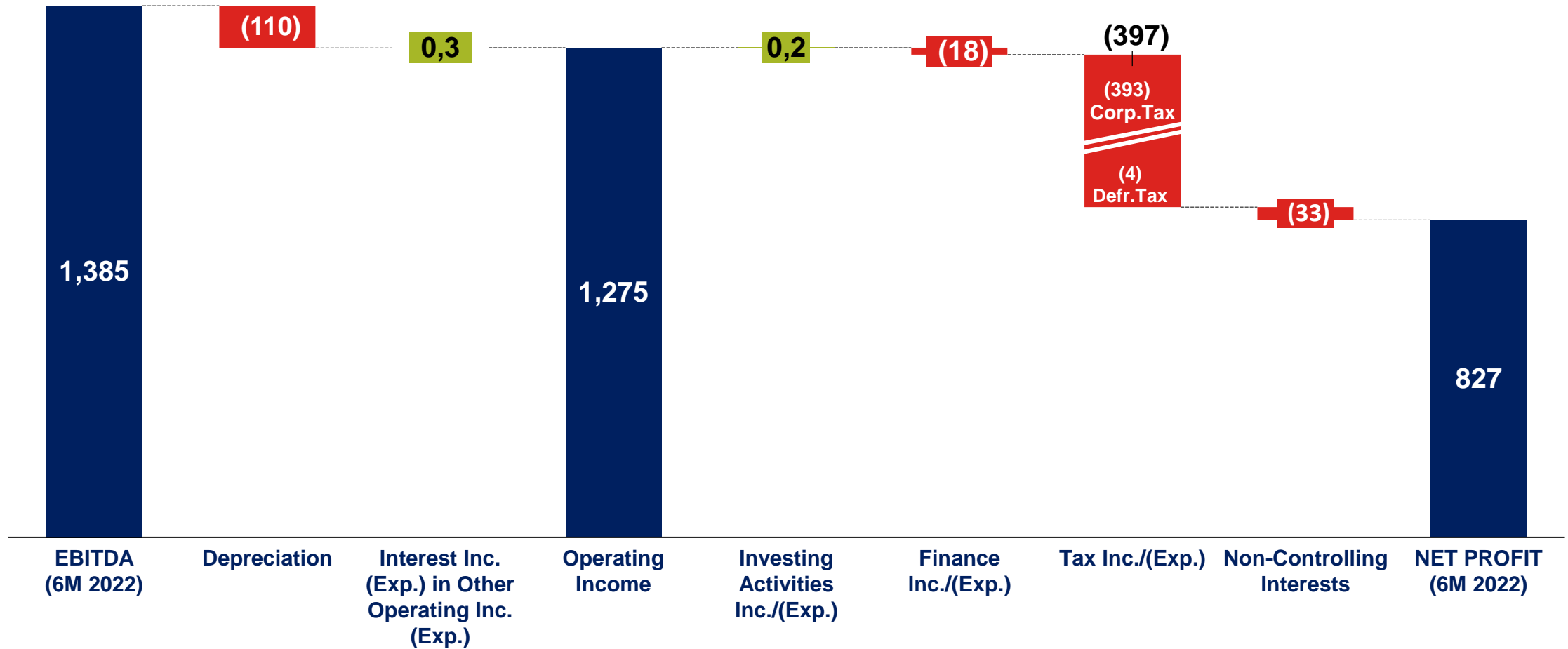
■ EBITDA (USD mn) ◆ EBITDA Margin (%)



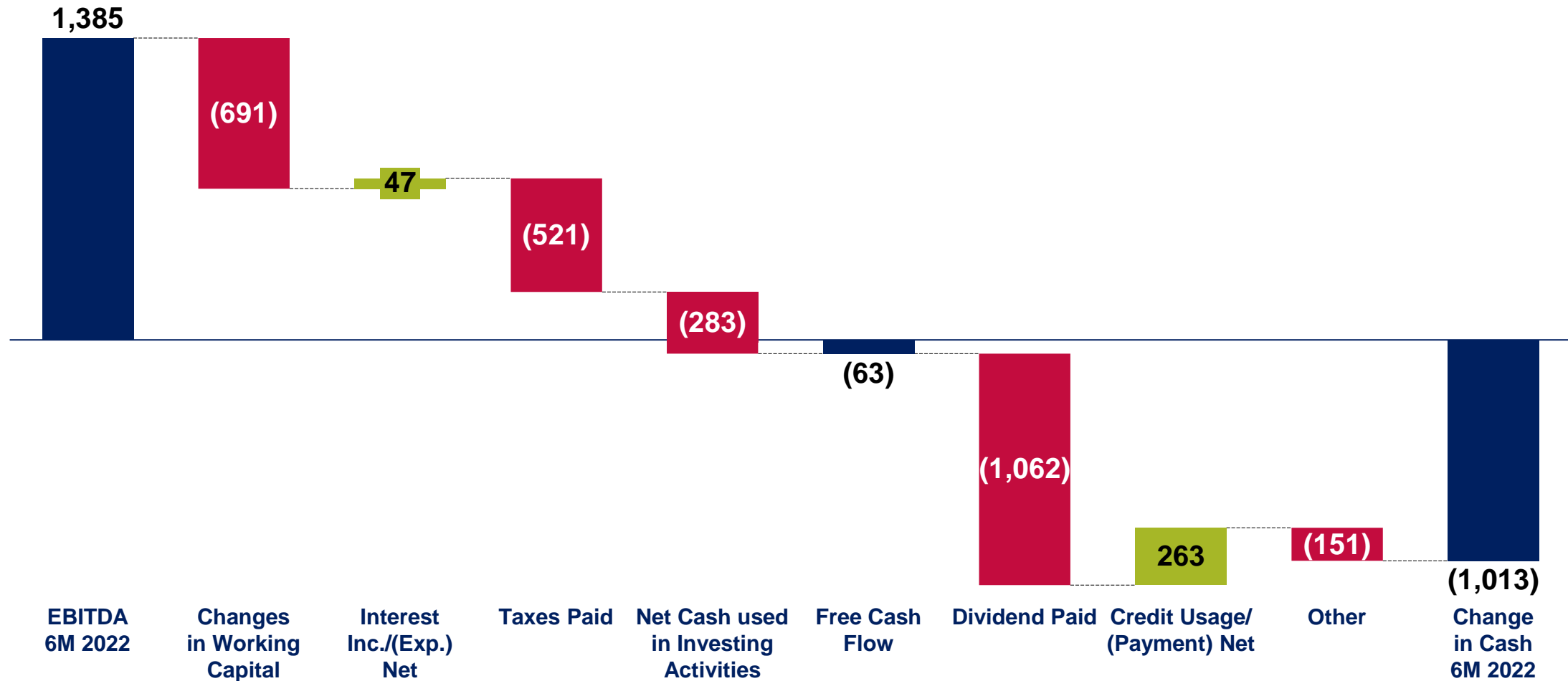
■ Net Profit* (USD mn) ◆ Net Profit Margin (%)



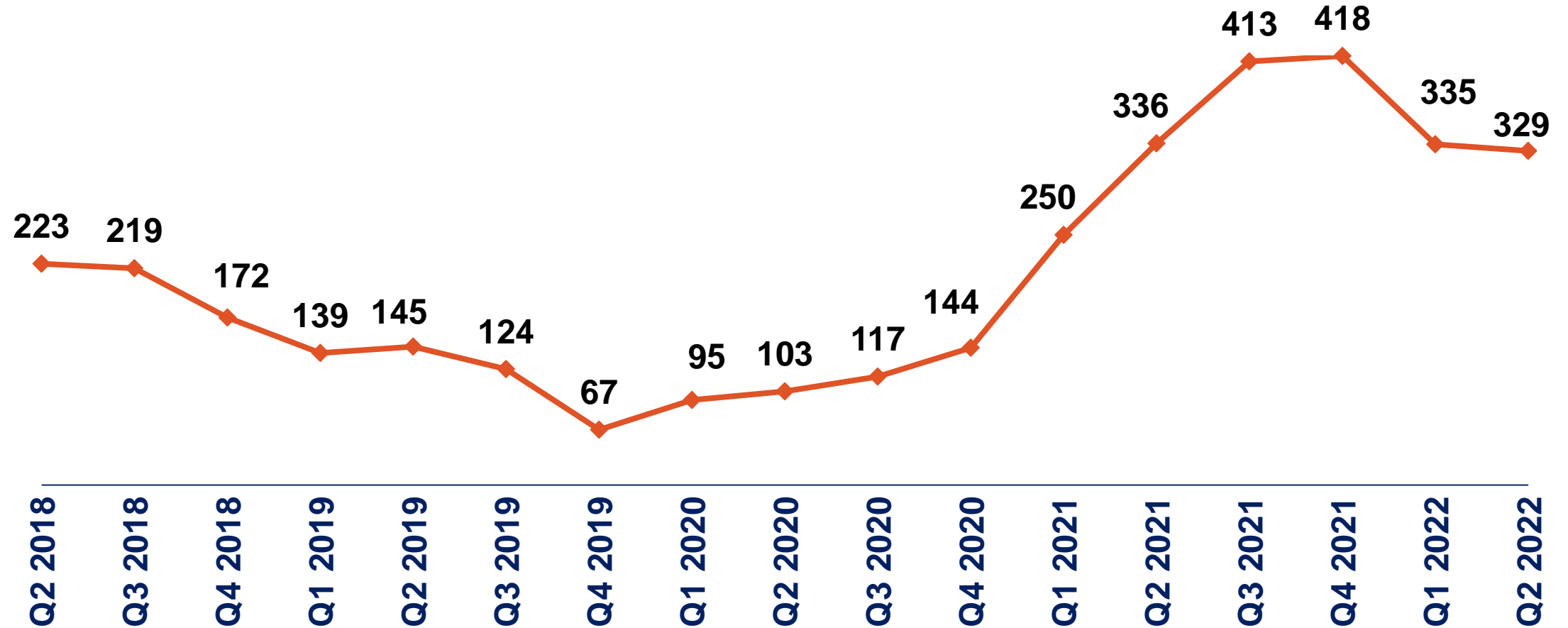
EBITDA ➔ Net Profit (USD mn)



EBITDA → Net Cash (USD mn)



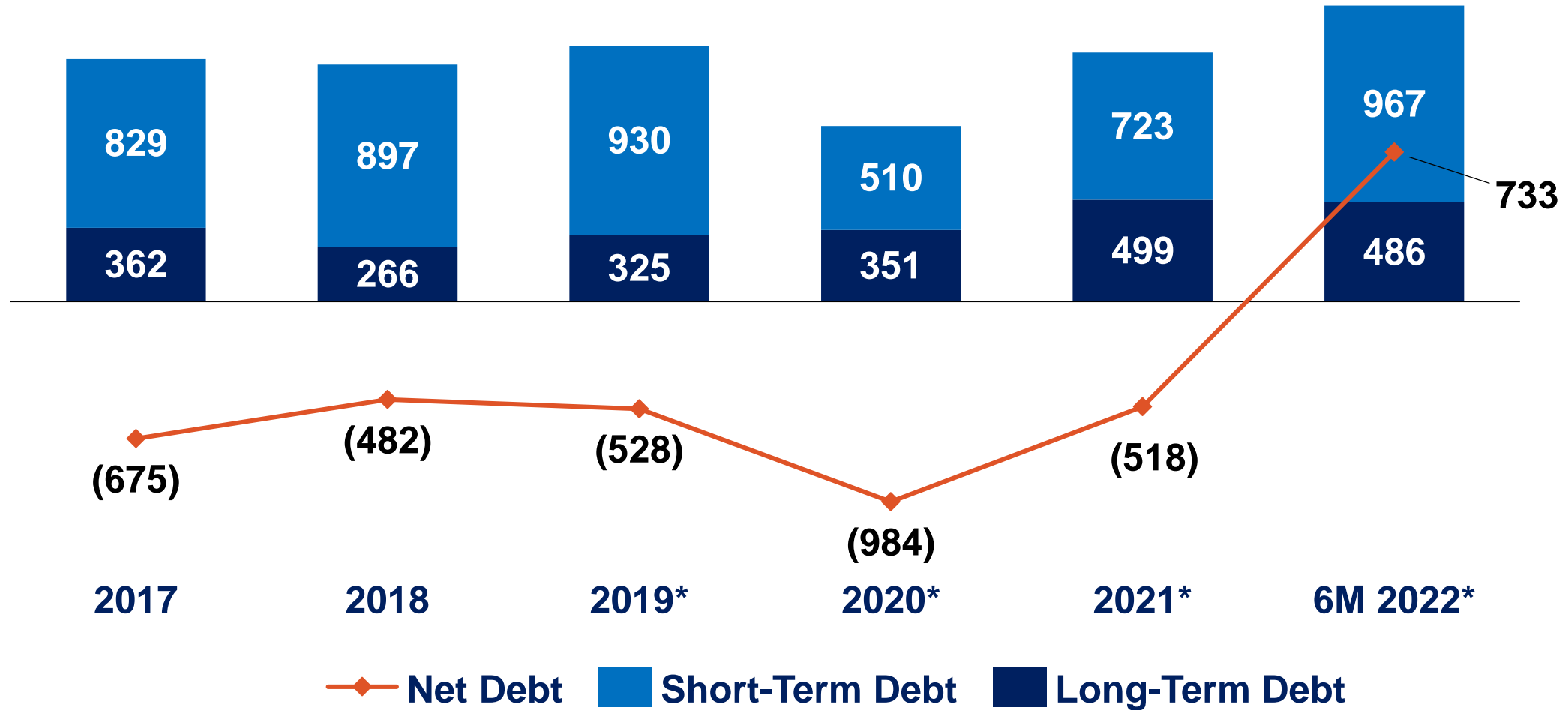
EBITDA per Ton* (USD/ton)



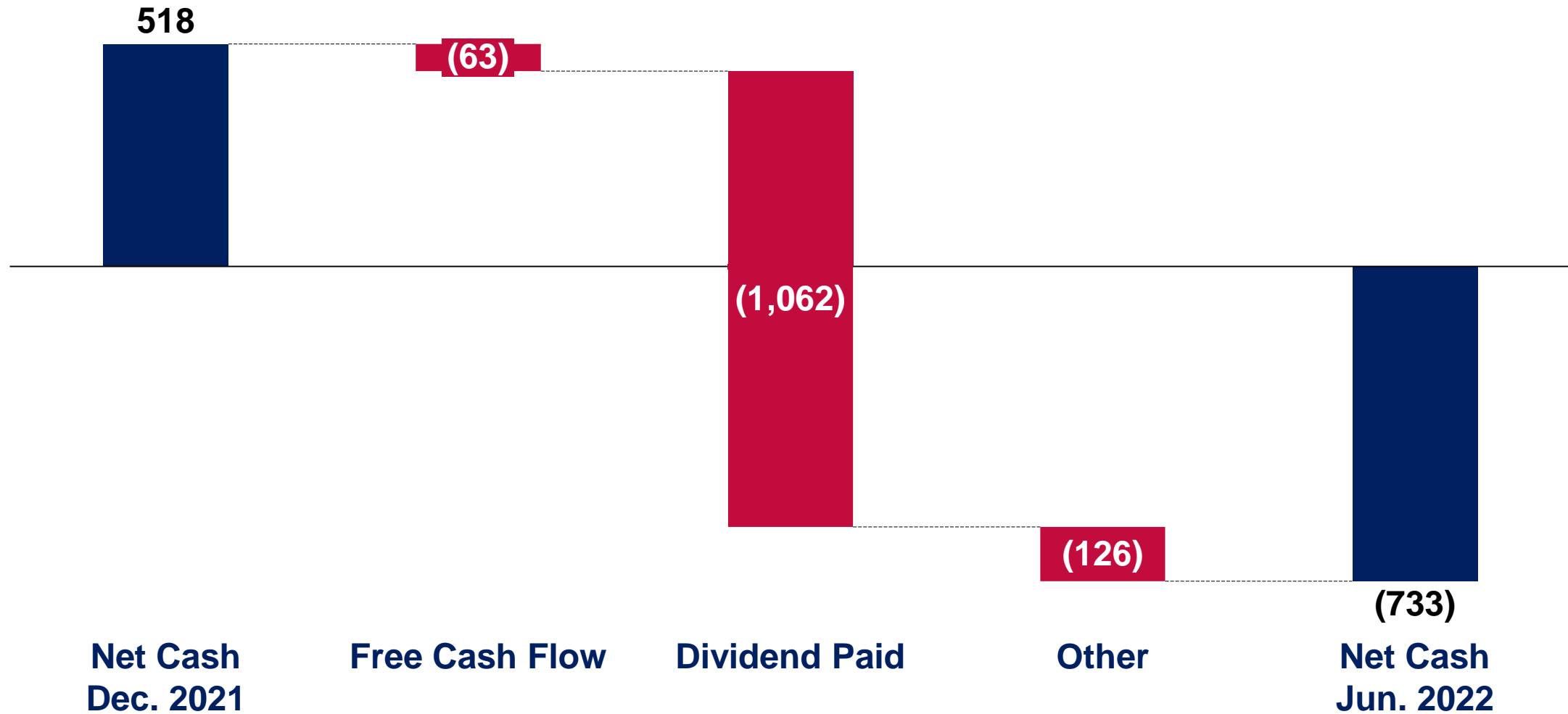
Financial Figures

Consolidated Net Assets (USD mn)	31.12.2021	30.06.2022	Change
Cash Equivalents and Financial Investments	1,741	747	-57%
Working Capital	2,508	3,199	28%
Tangible and Intangible Assets	4,154	4,237	2%
Financial Liabilities	(1,249)	(1,480)	18%
Provisions and Other	(100)	85	-
Goodwill	19	19	-
Deferred Tax	(724)	(725)	0.1%
Net Assets	6,349	6,082	-4%
Working Capital (USD mn)	31.12.2021	30.06.2022	Change
Trade Receivables	856	934	9%
Inventories	2,173	2,962	36%
Trade Payables	(504)	(729)	45%
Other	(17)	32	-
Working Capital	2,508	3,199	28%

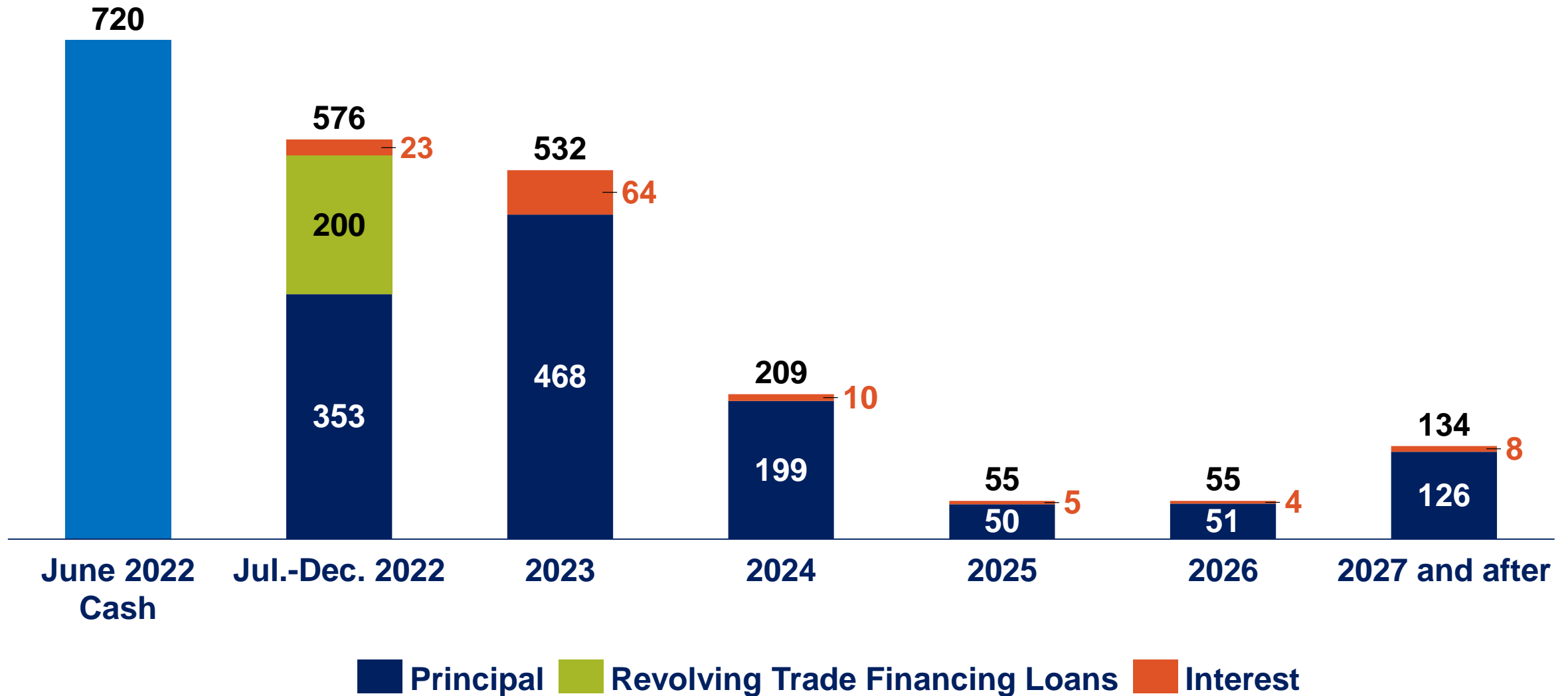
Financial Borrowings (USD mn)



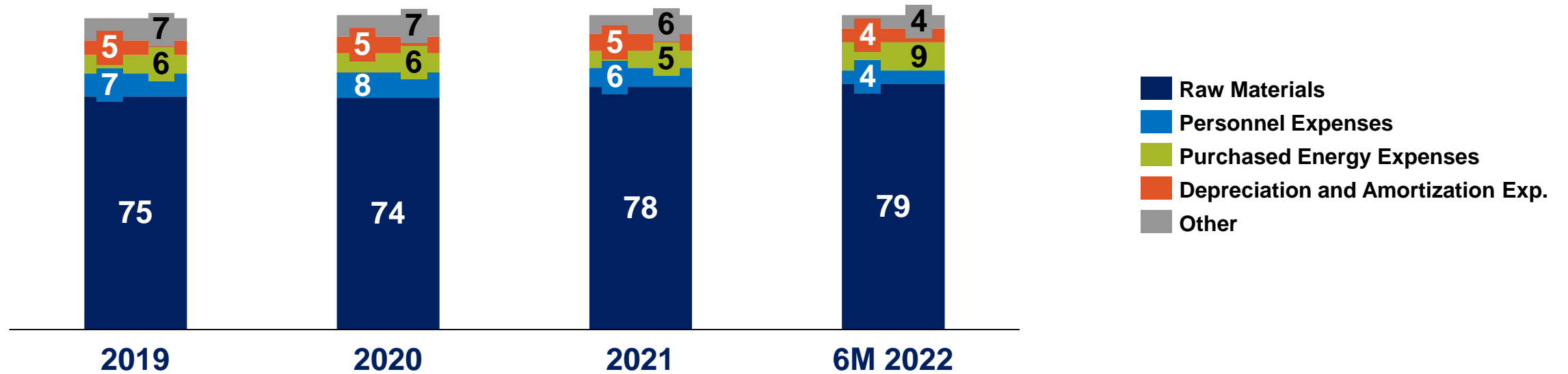
Net Cash (Debt) (USD mn)



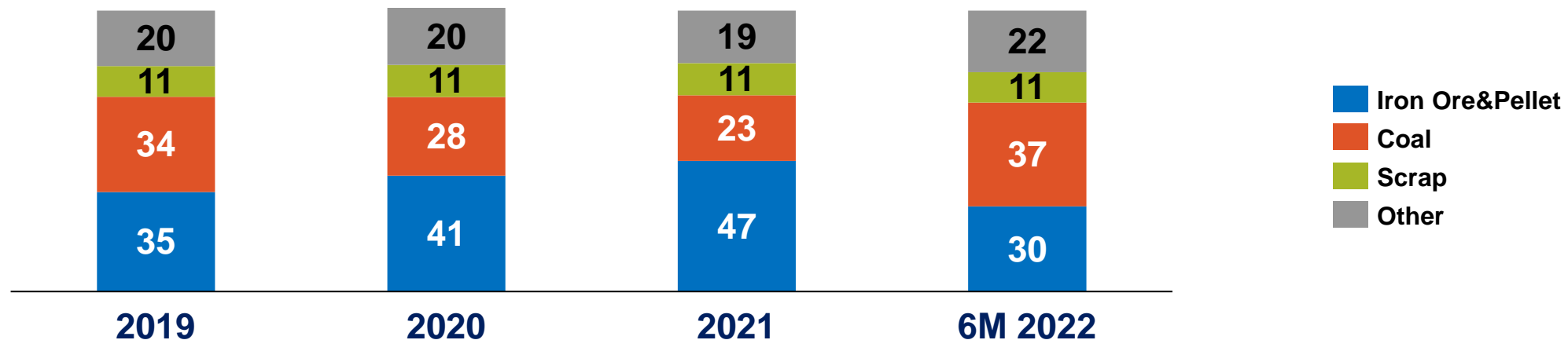
Borrowings Maturity Profile (USD mn)



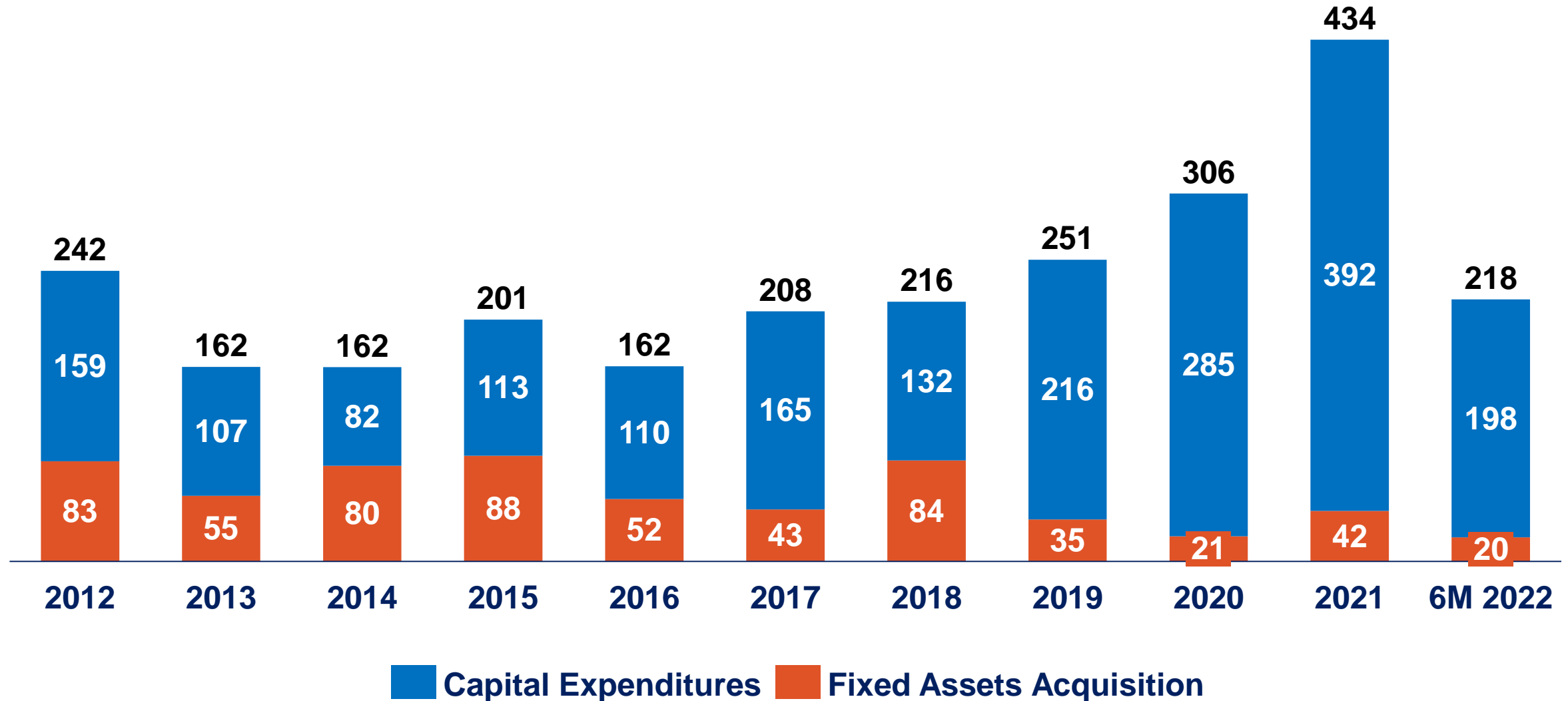
Cost of Sales Breakdown* (%)



Raw Materials Breakdown (%)

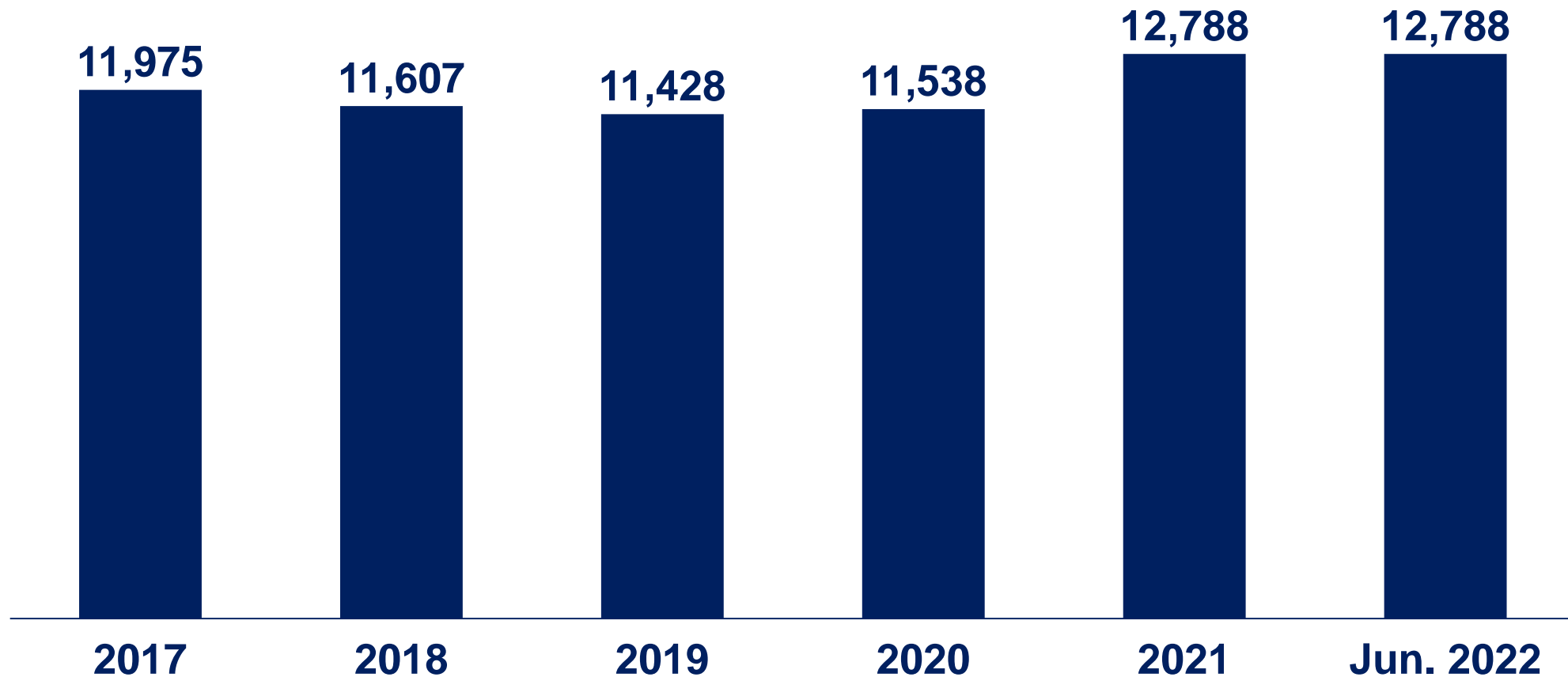


Capital Expenditures* (USD mn)



* Advance payments for capital expenditures are not included.

Number of Employees



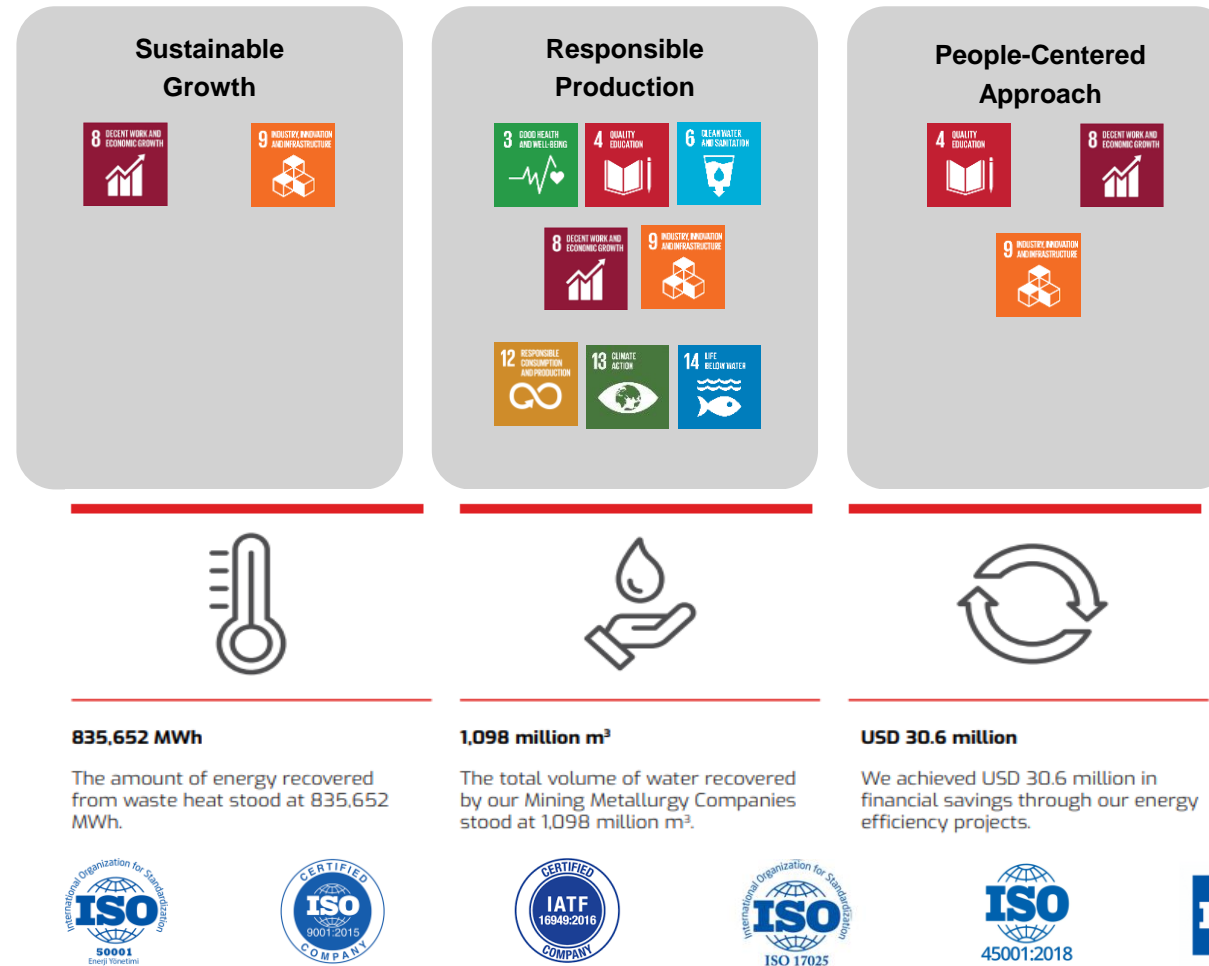
Appendix – EBITDA Detail



	Note	01.01.2022- 30.06.2022 (Thousand USD)	01.01.2022- 30.06.2022 (Thousand TRY)
Presentation Currency Translation	2.1		14.8297
Operating Profit		1,274,934	18,906,905
Depreciation and Amortisation Expenses		110,102	1,632,775
Cost of Sales	13	100,675	1,492,982
Marketing Expenses	14	4,642	68,836
General Administrative Expenses	14	3,907	57,934
Research and Development Expenses		878	13,023
POA Classification		(340)	(5,060)
Interest Income for Overdue Receivables	14	(330)	(4,905)
Rediscount Income	14	(10)	(155)
		1,384,696	20,534,620

Sustainability

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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