



MINING  
METALLURGY



# 2023 9 Months Investor Presentation

26.10.2023

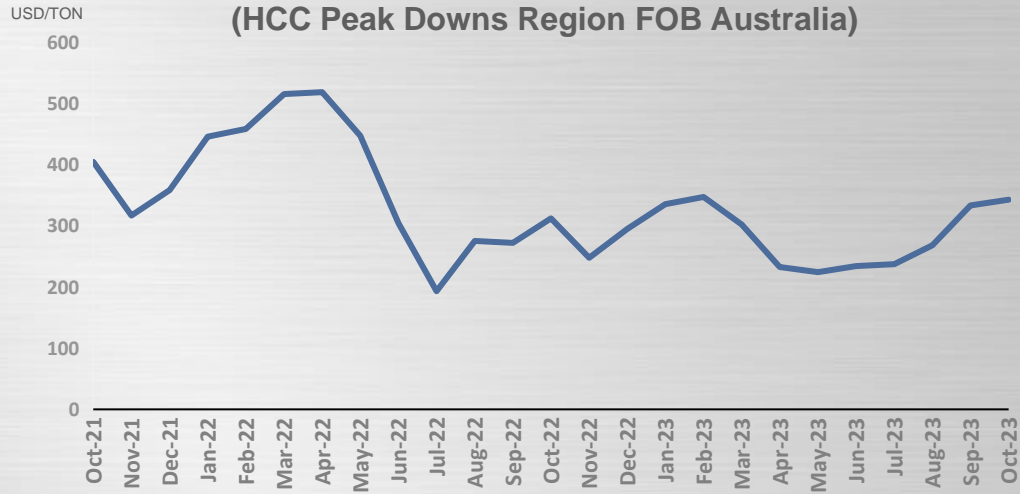


# 2023 Market Overview

# COMMODITY PRICES



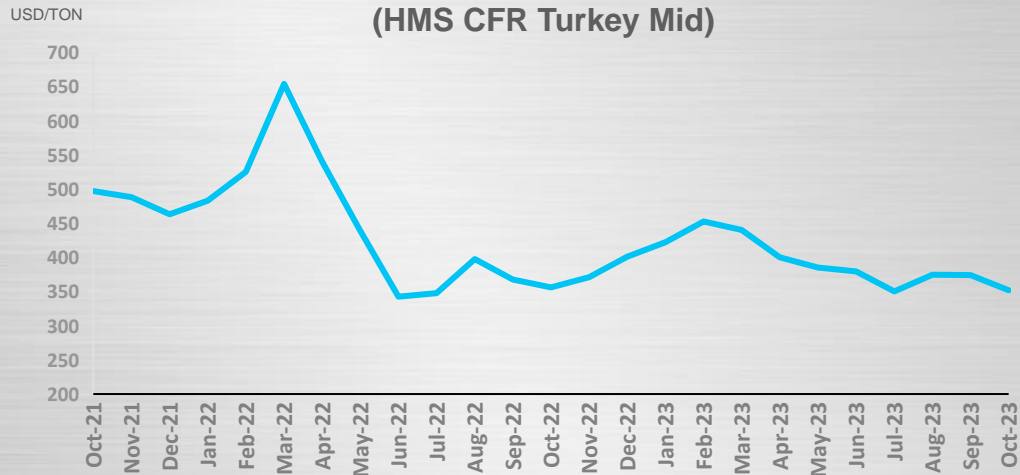
**Coking Coal Prices**  
(HCC Peak Downs Region FOB Australia)



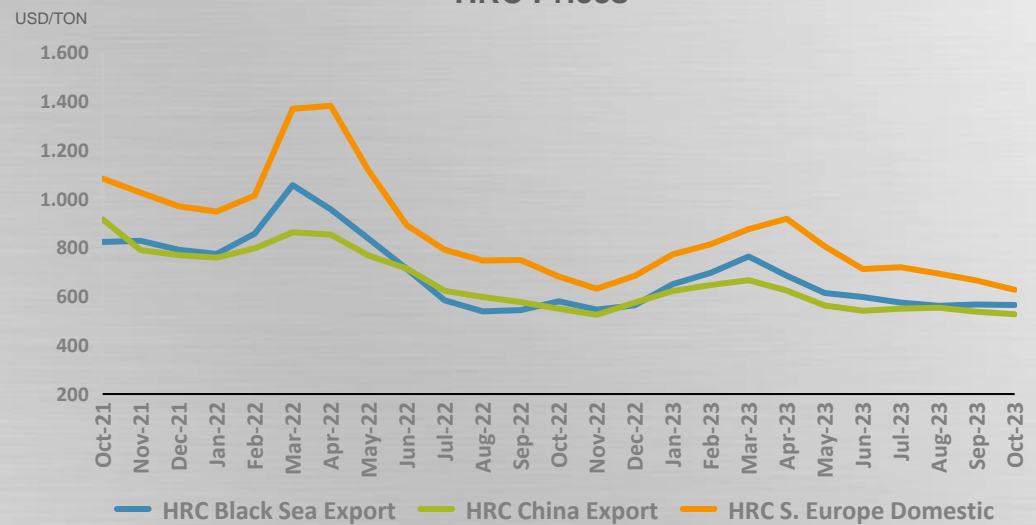
**Iron Ore Prices**  
(IODEX 62% Fe CFR North China Mid)



**Scrap Prices**  
(HMS CFR Turkey Mid)



**HRC Prices**

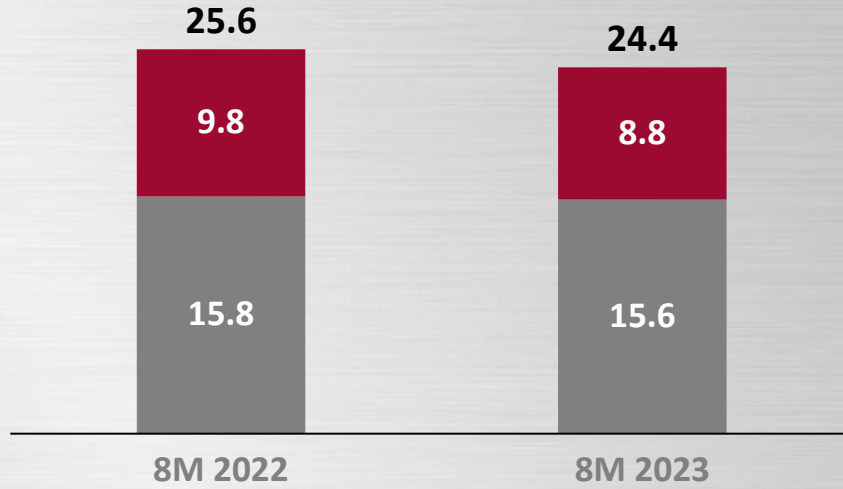




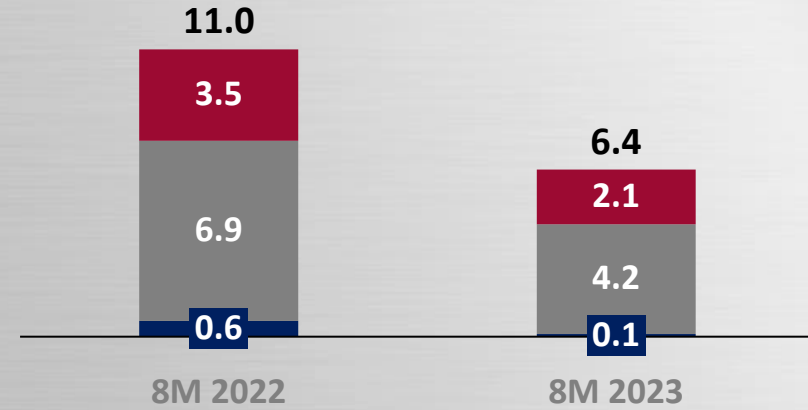
# TURKISH STEEL INDUSTRY



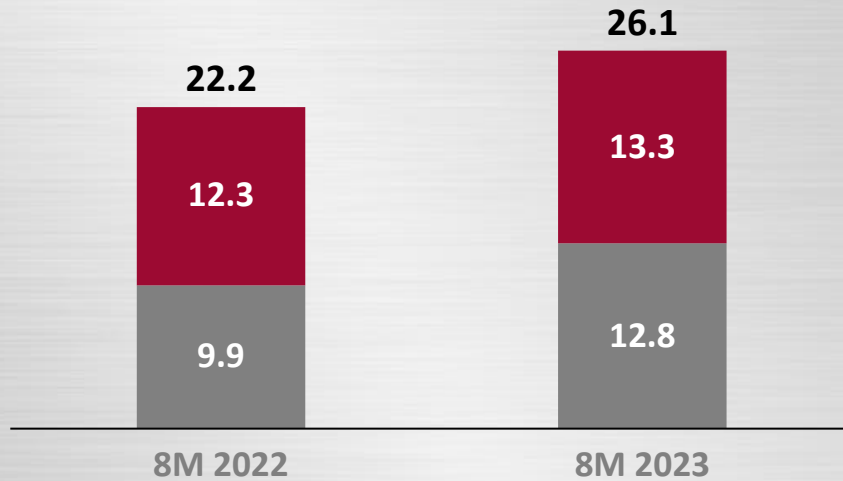
PRODUCTION (MN TONS)



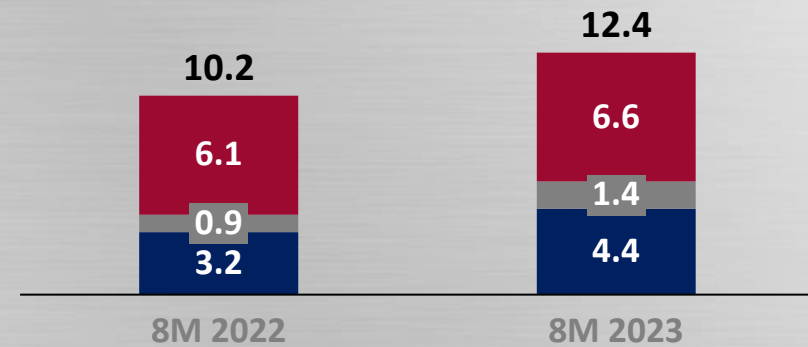
EXPORTS (MN TONS)



CONSUMPTION (MN TONS)



IMPORTS (MN TONS)



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



# 2023 9M Results



**463 Million USD**

EBITDA

**10.1%**

EBITDA Margin

**5.3 Million Tons**

Total Production

**5.2 Million Tons**

Total Sales

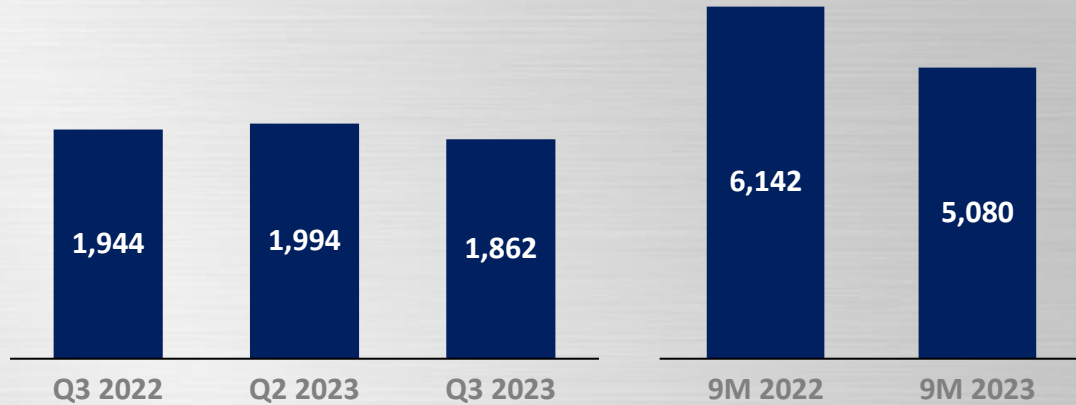
**4,570 Million USD**

Revenue

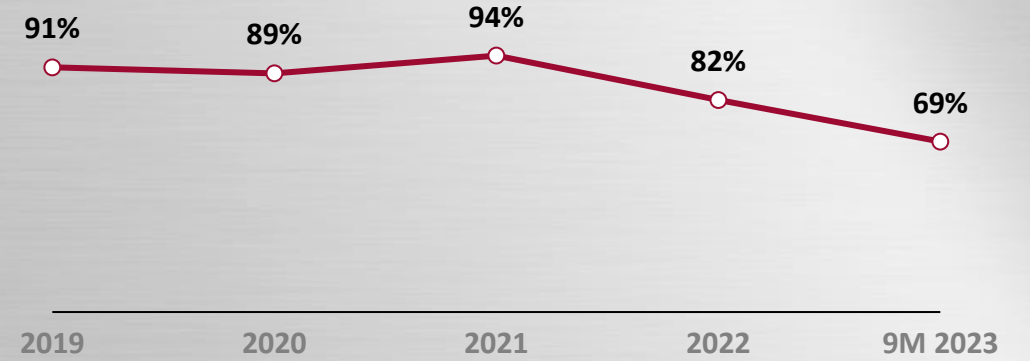
# OPERATIONAL INDICATORS



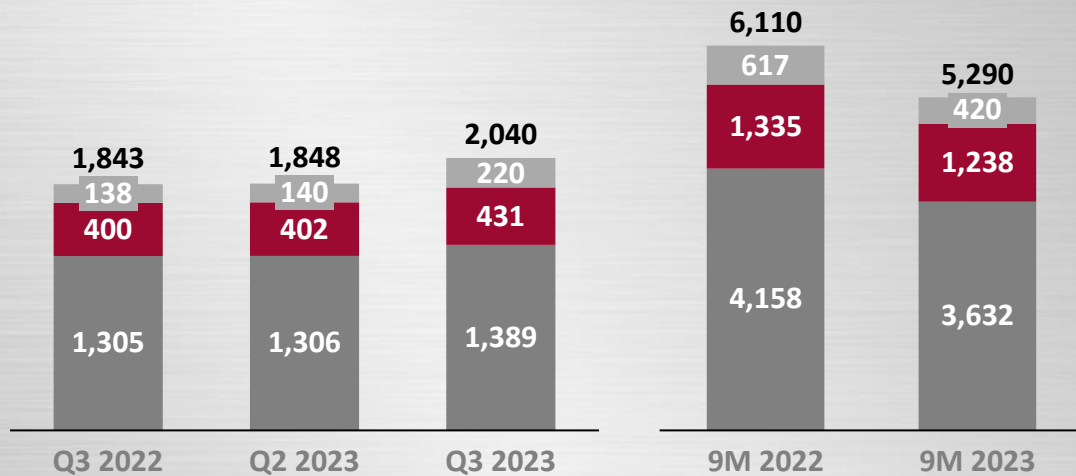
LIQUID STEEL PRODUCTION (000 TONS)



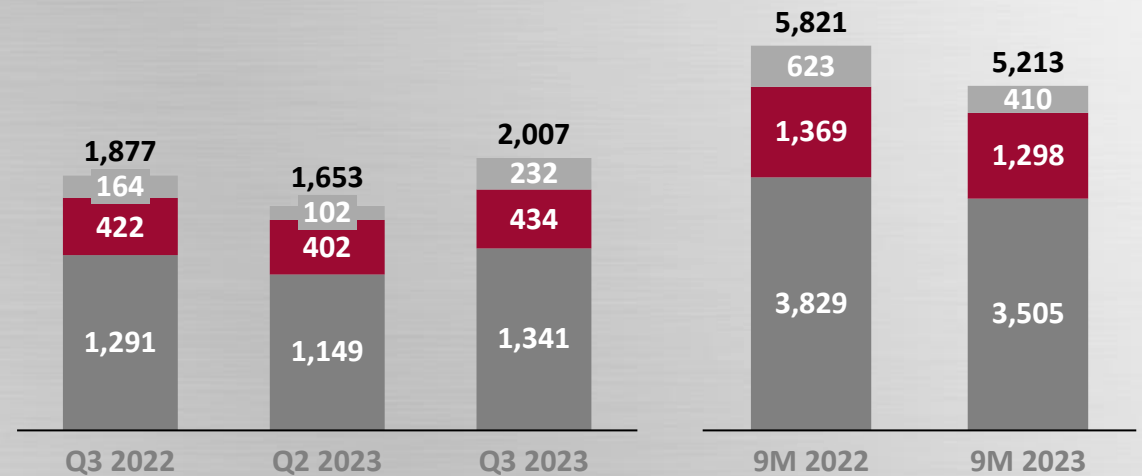
CRUDE STEEL CAPACITY UTILIZATION RATIO



PRODUCTION (000 TONS)



SALES VOLUME (000 TONS)

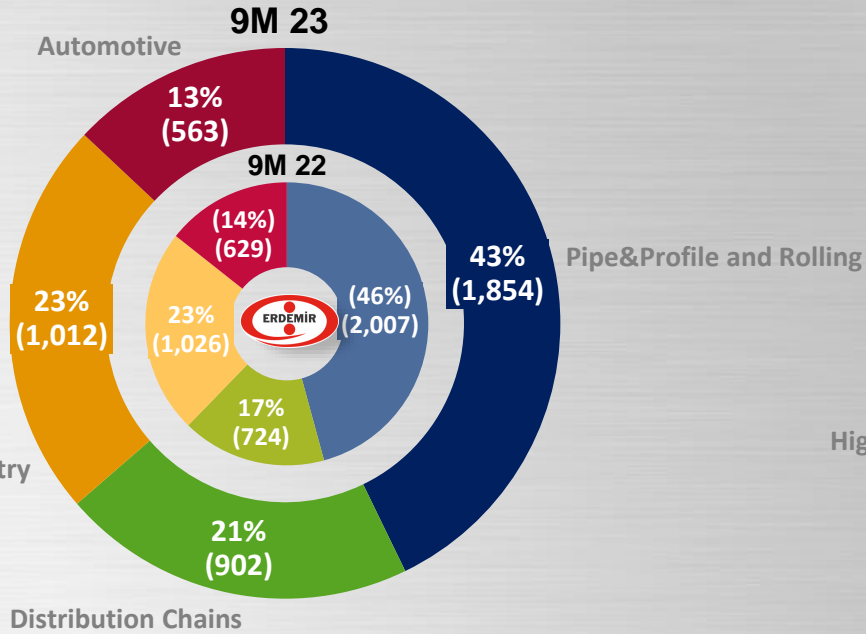


Long Cold Hot

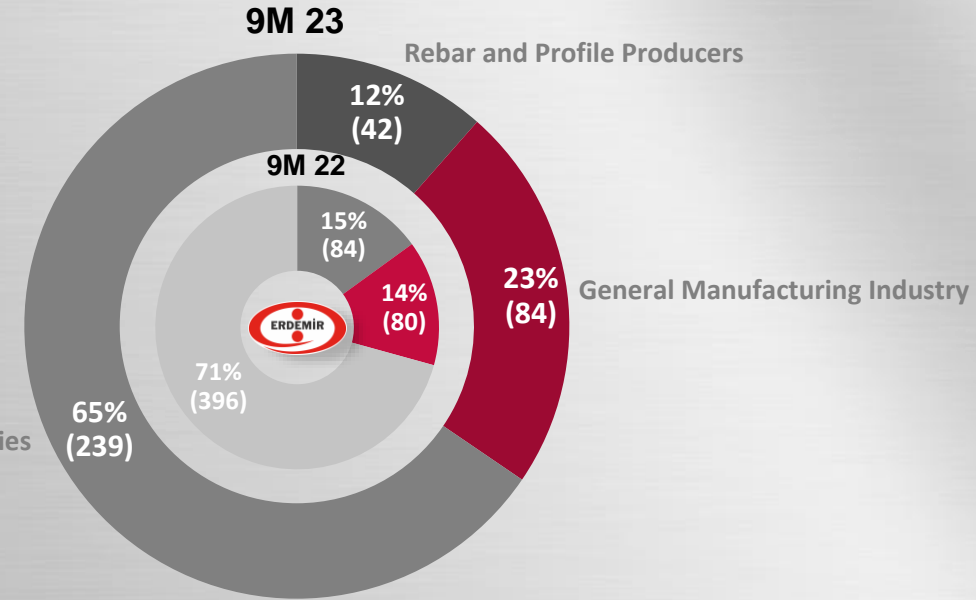
# DOMESTIC SALES BREAKDOWN AND EXPORT



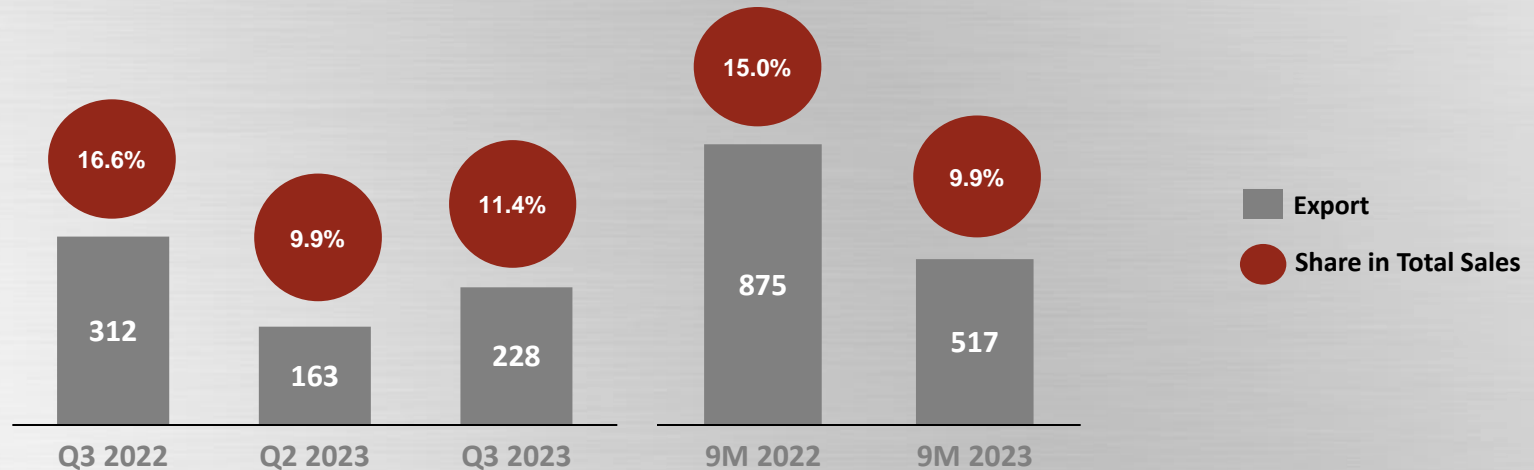
FLAT STEEL DOMESTIC SALES (000 TONS)



LONG STEEL DOMESTIC SALES (000 TONS)



EXPORT VOLUME (000 TONS)

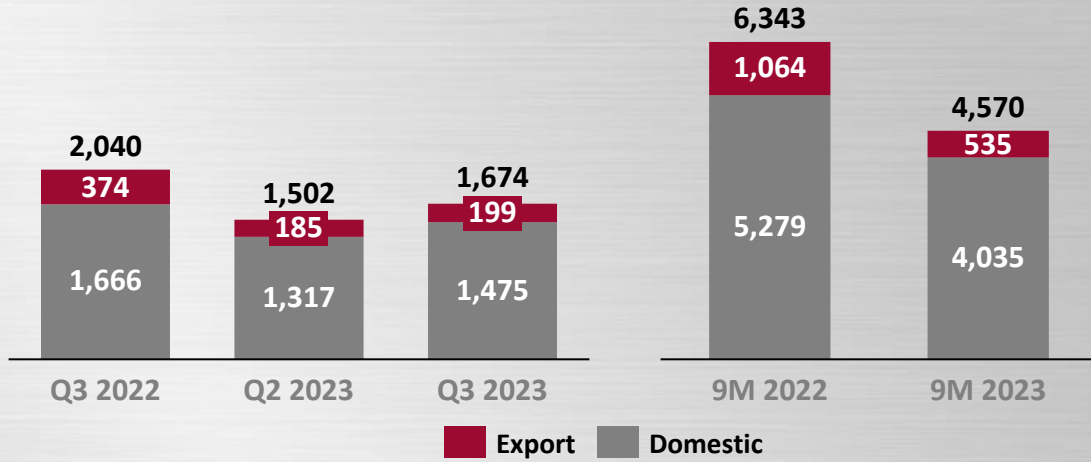




# FINANCIAL INDICATORS



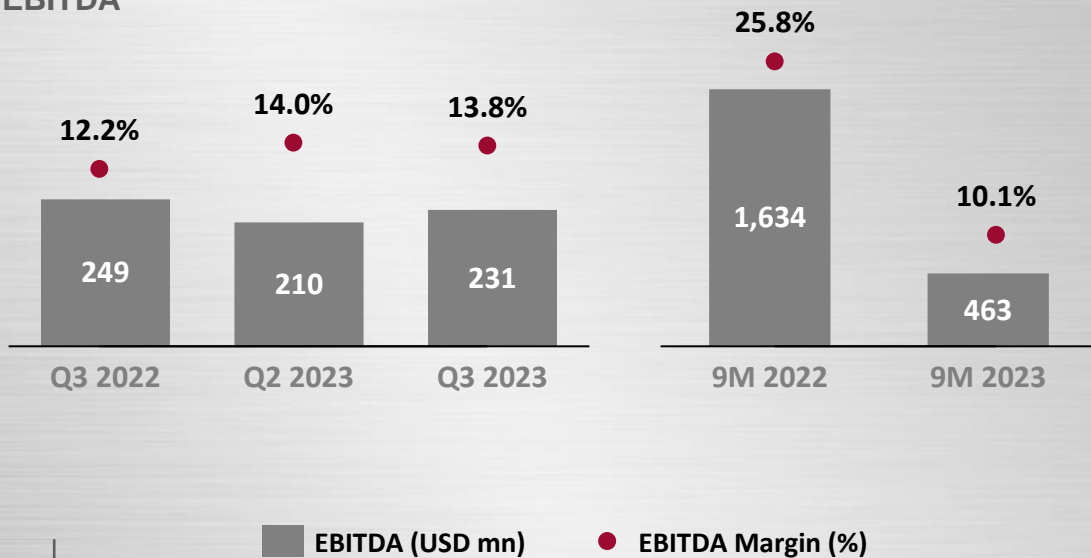
NET SALES REVENUE (USD MN)



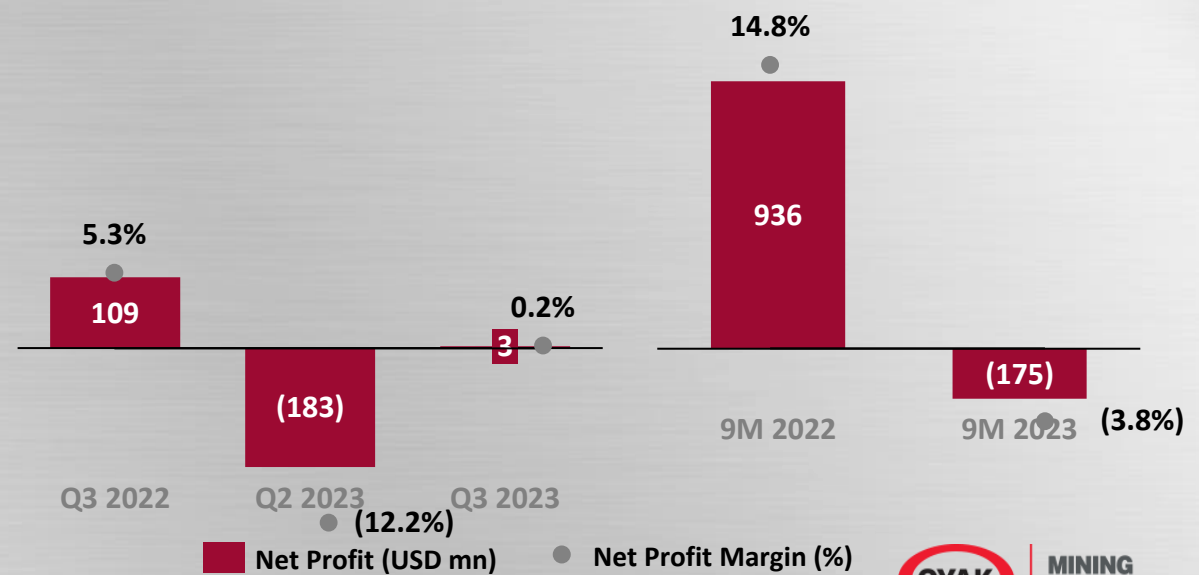
EBITDA PER TON (USD/TON)



EBITDA

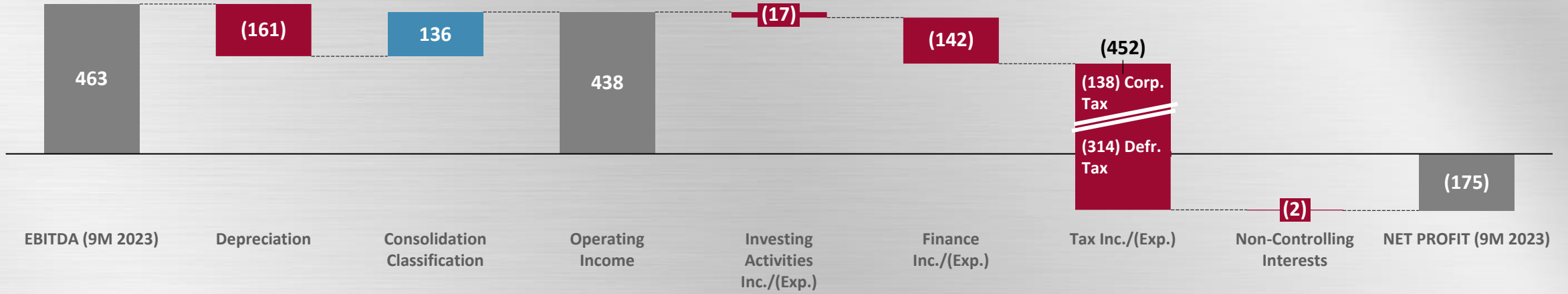


NET PROFIT (LOSS)

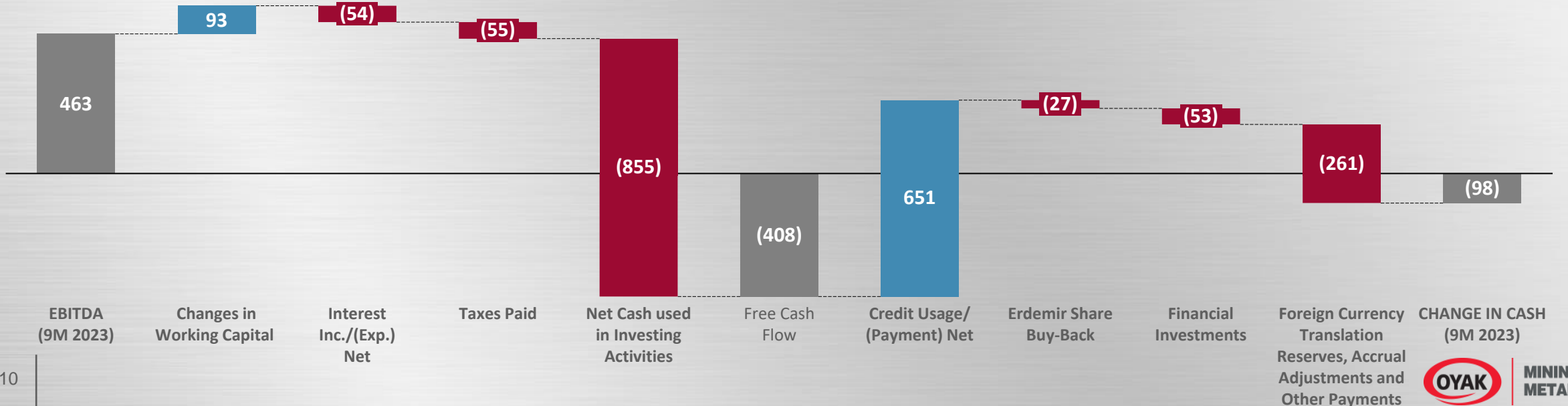




## EBITDA NET PROFIT (USD MN)



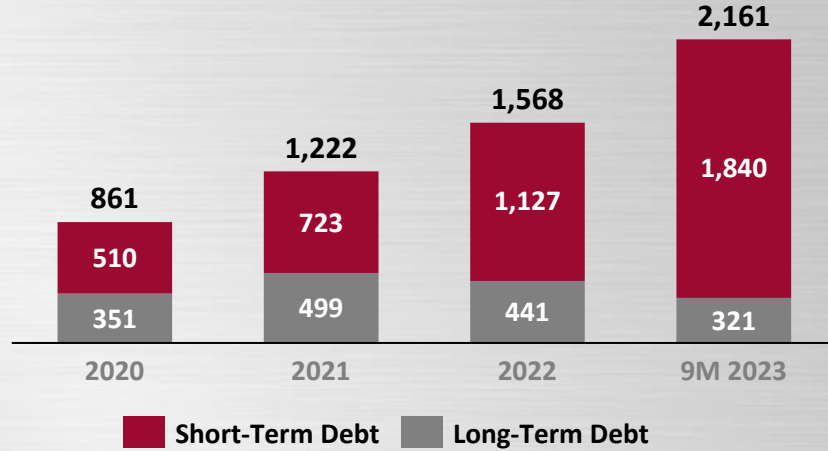
## EBITDA CHANGE IN CASH (USD MN)



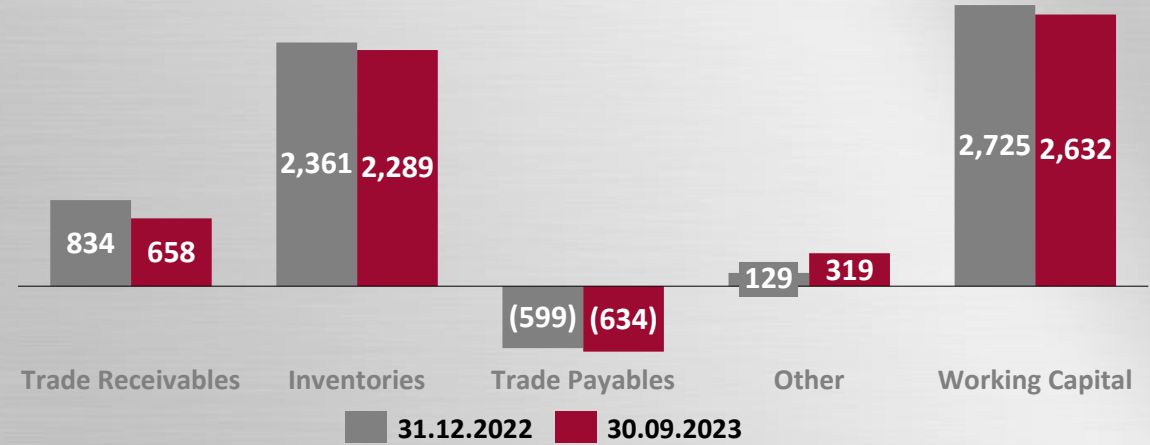
# ANALYSIS OF FINANCIAL POSITION



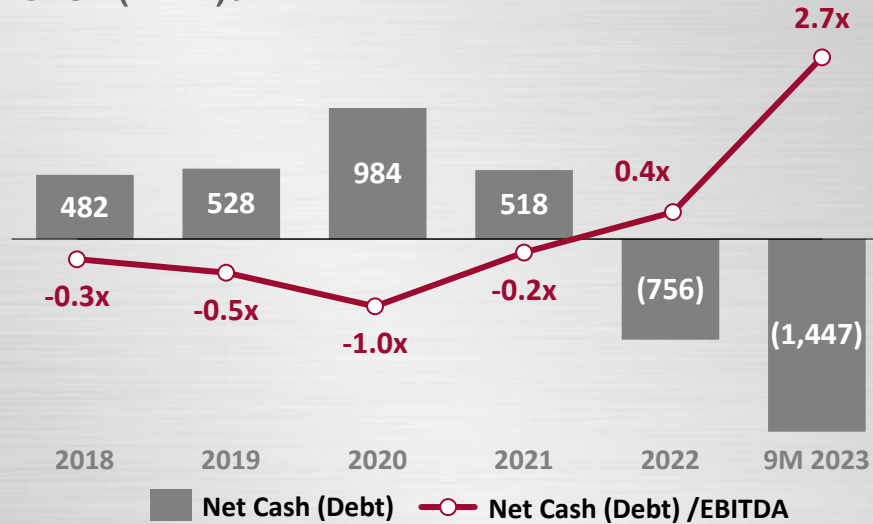
## FINANCIAL BORROWINGS\* (USD MN)



## NET WORKING CAPITAL (USD MN)



## NET CASH (DEBT) / EBITDA



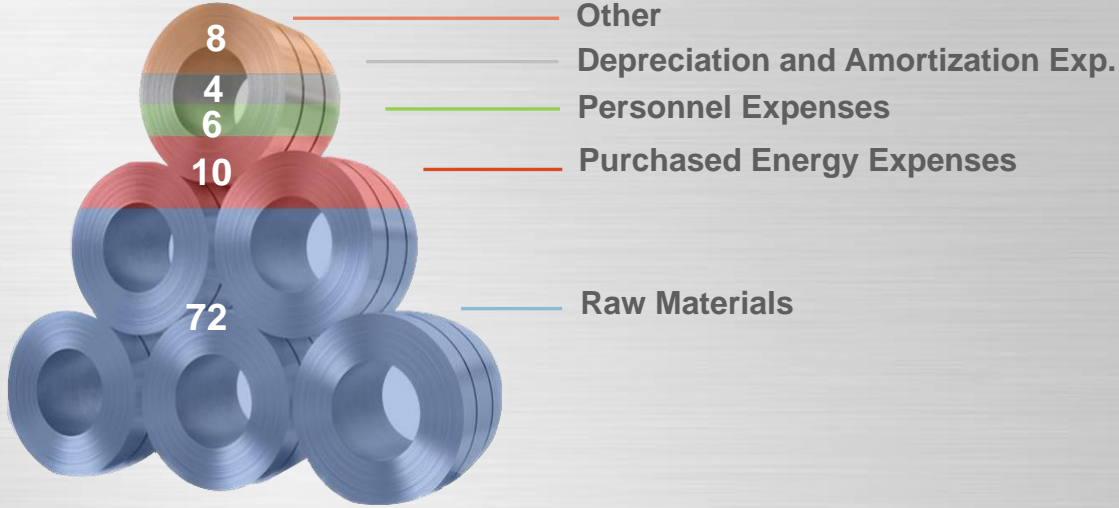
## NET CASH (DEBT) (USD MN)





# COST OF SALES BREAKDOWN\* (%)

9M 2023



## RAW MATERIALS BREAKDOWN

Iron Ore&Pellet

27%



Coal

37%



Scrap

8%

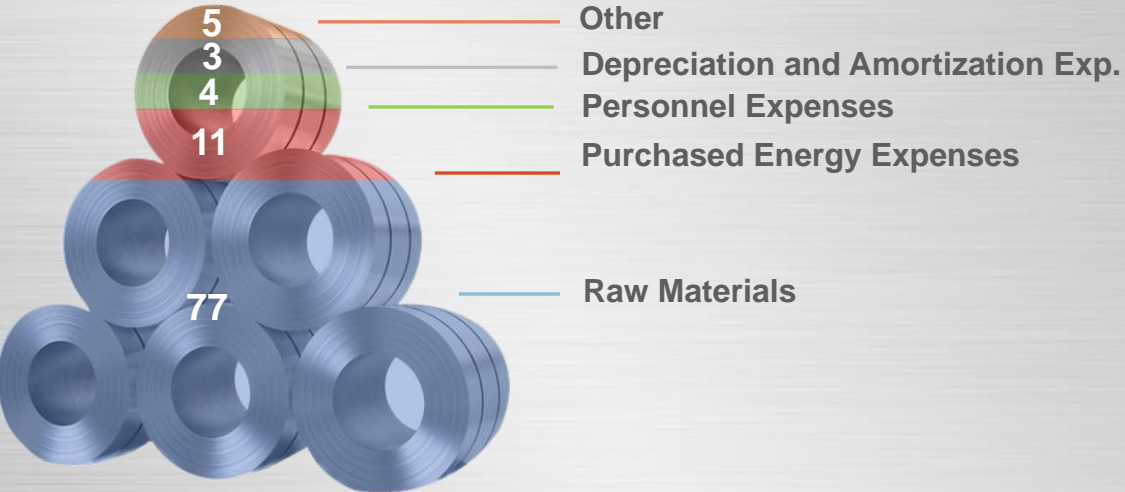


Other

28%



2022



Iron Ore&Pellet

27%



Coal

41%



Scrap

10%

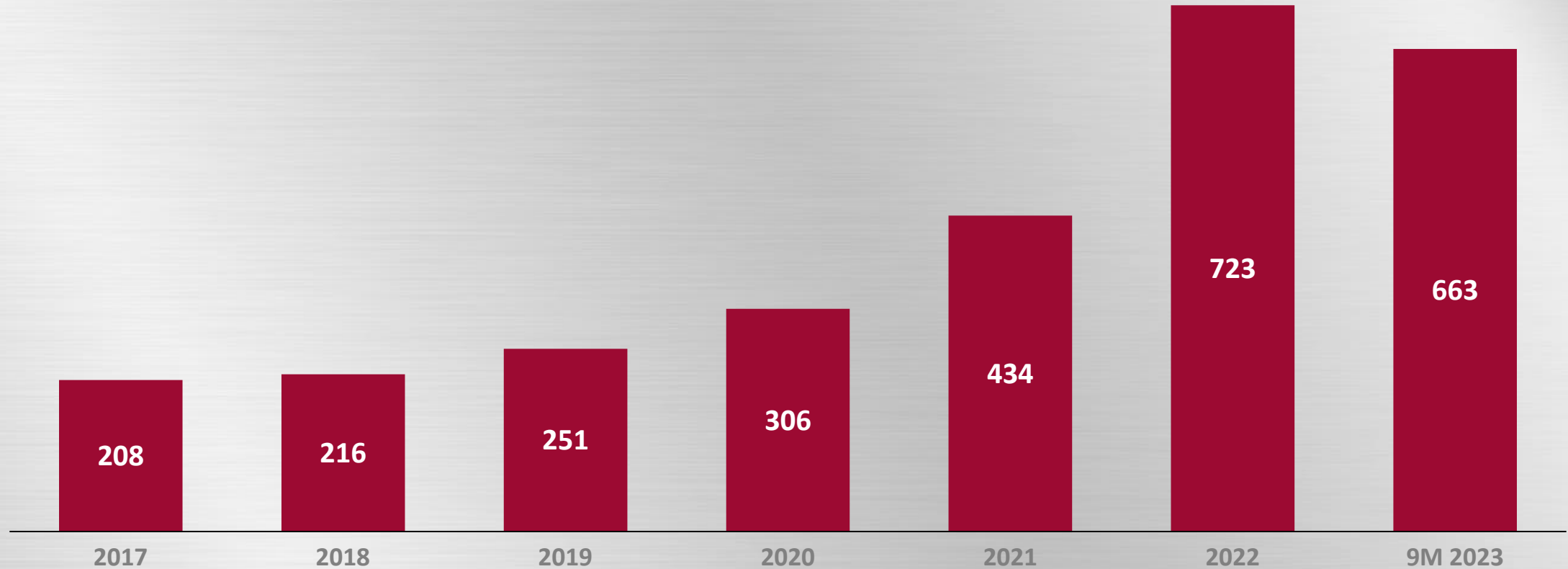


Other

22%

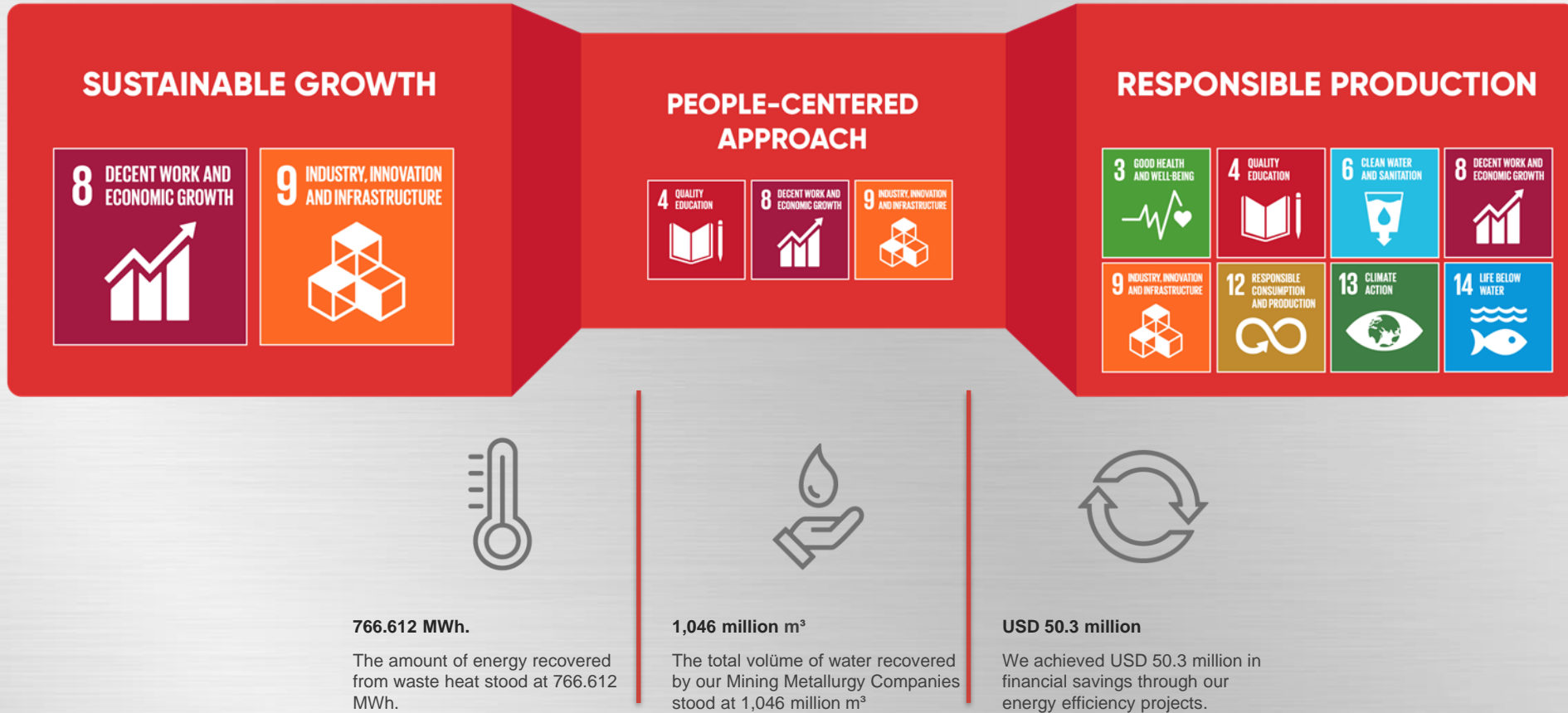


# CAPITAL EXPENDITURES\* (USD MN)



\*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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