



**MINING METALLURGY**  
GROUP



# 2020 3 Months Investor Presentation

29.04.2020

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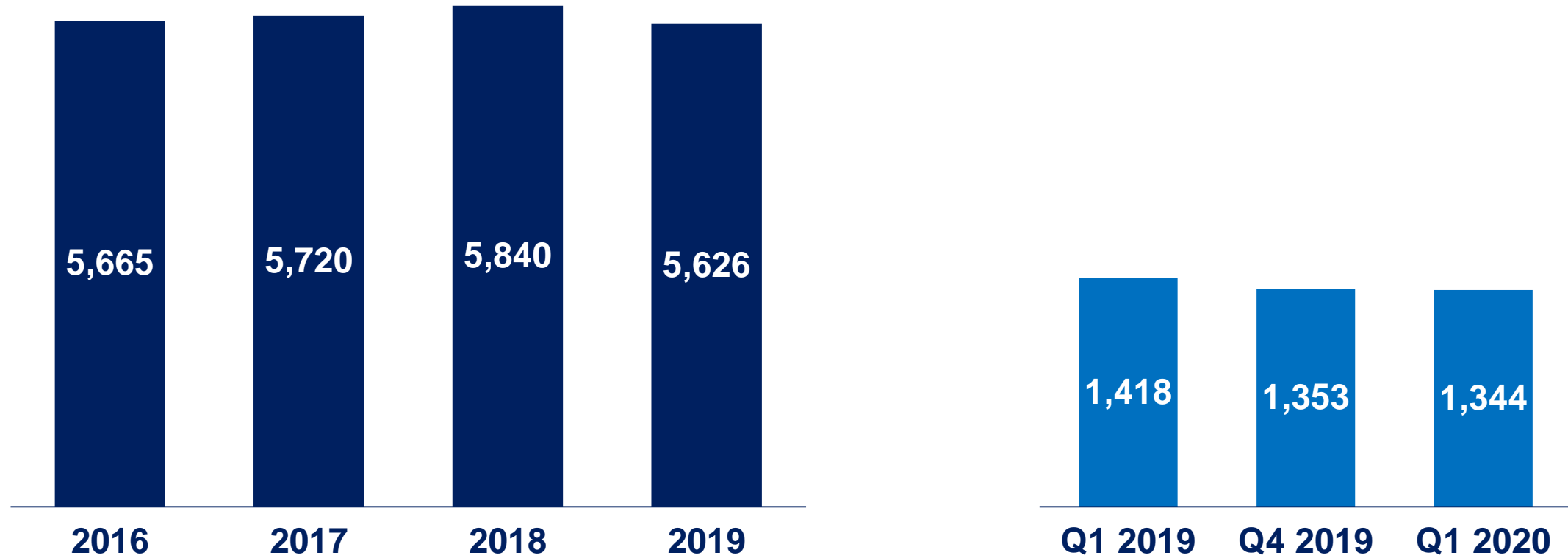
# Operational and Financial Highlights

Operational Highlights	2018	2019	3M 2019	3M 2020	Growth (YoY)
Liquid Steel Production (000 tons)	5,840	5,626	1,418	<b>1,344</b>	-5,2%
Flat Steel Production (000 tons)	4,529	4,523	1,040	<b>976</b>	-6,2%
Long Steel Production (000 tons)	980	1,026	315	<b>264</b>	-16,2%
Flat Steel Shipments (000 tons)	4,412	4,517	1,076	<b>979</b>	-9,0%
Long Steel Shipments (000 tons)	920	1,057	336	<b>267</b>	-20,5%

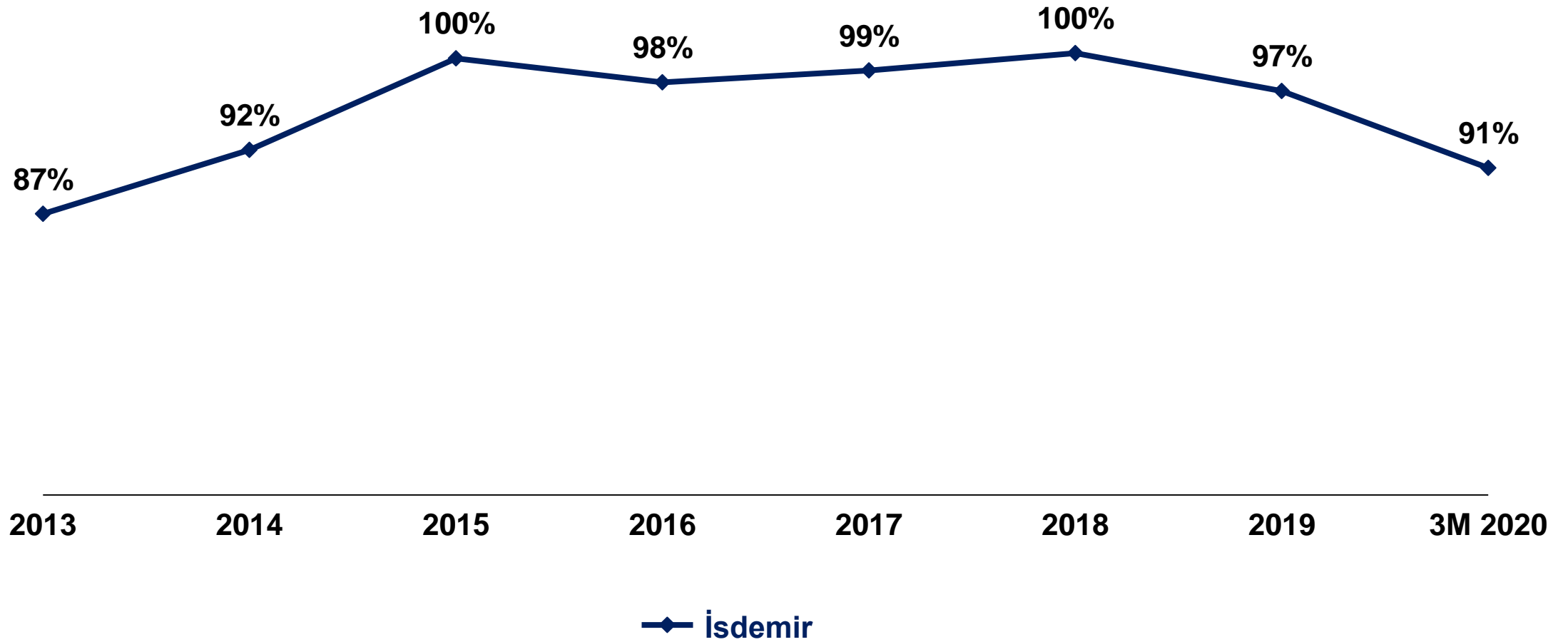
  

Financial Highlights	2018	2019	3M 2019	3M 2020	Growth (YoY)
Net Sales Revenue (USD mn)	3,291	2,902	758	<b>607</b>	-19,9%
EBITDA (USD mn)	1,122	572	169	<b>116</b>	-31,4%
Net Profit (USD mn)	851	380	98	<b>35</b>	-64,3%

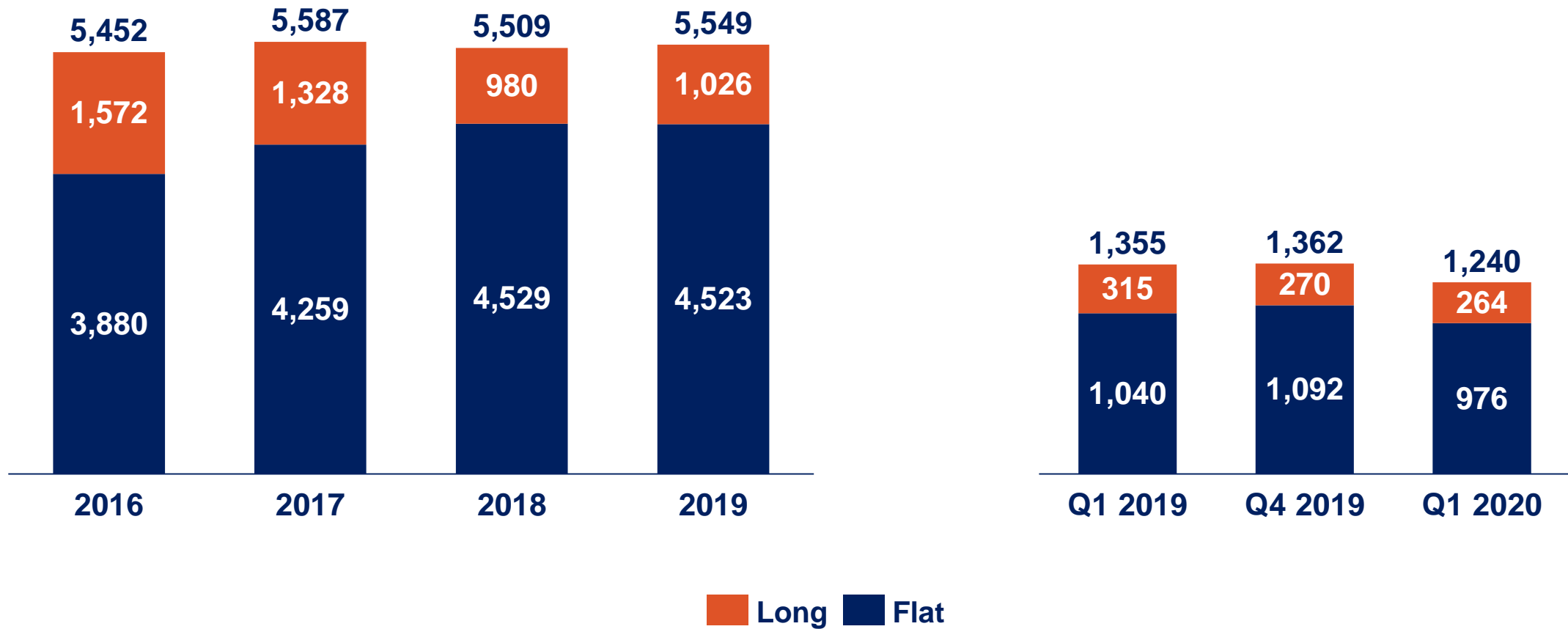
# Liquid Steel Production (000 tons)



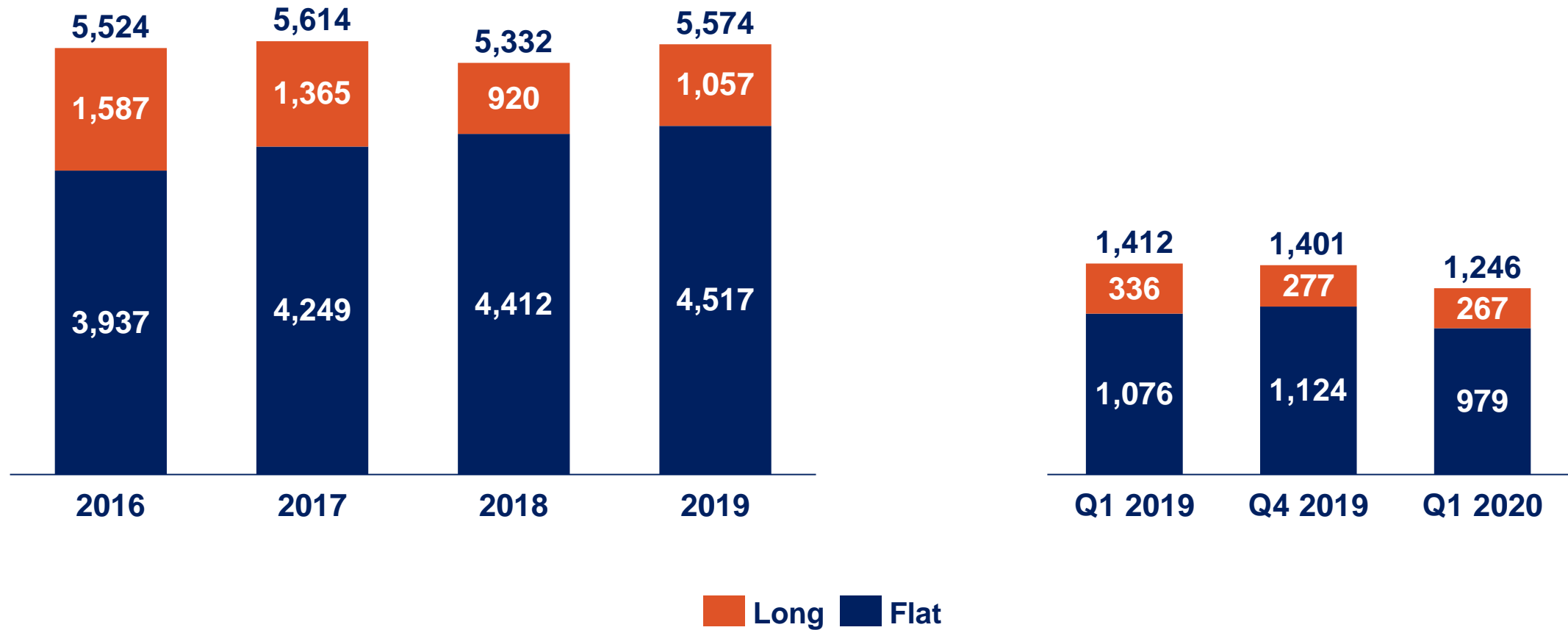
# Crude Steel Capacity Utilization Ratio



# Production (000 tons)

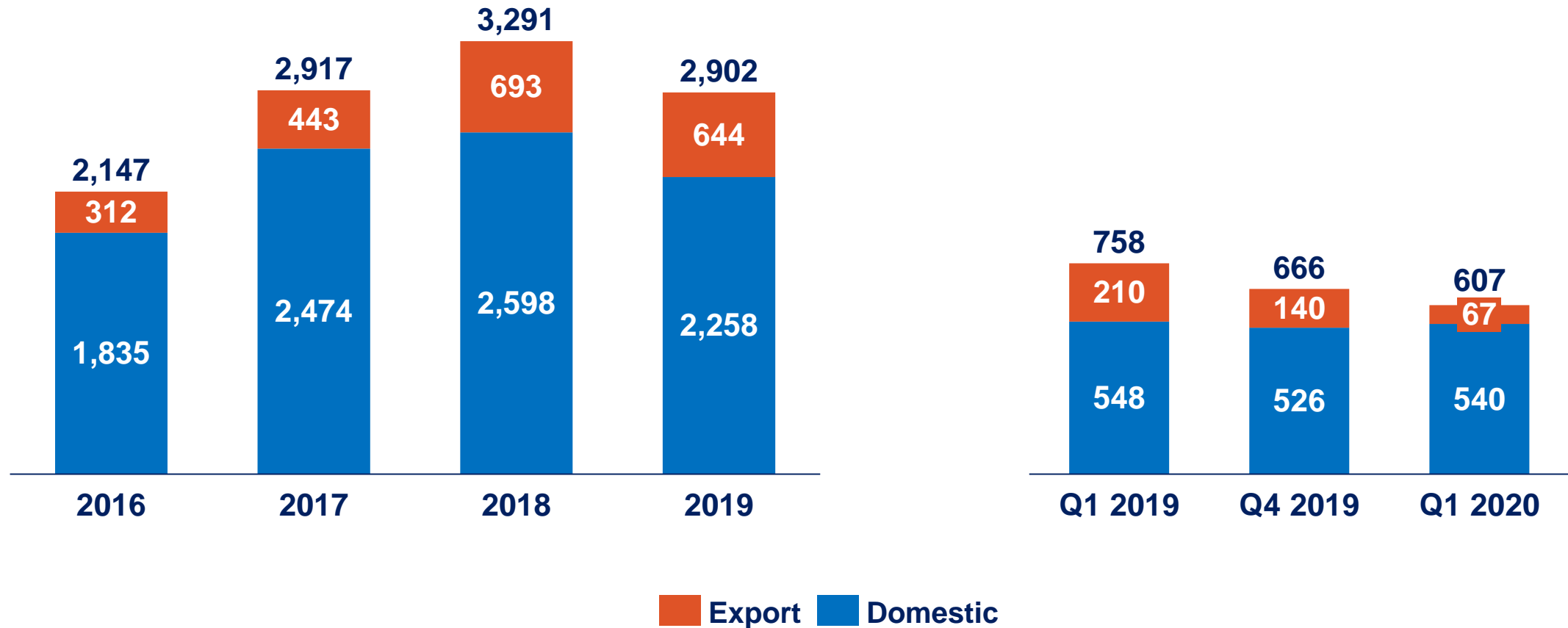


# Sales Volume (000 tons)

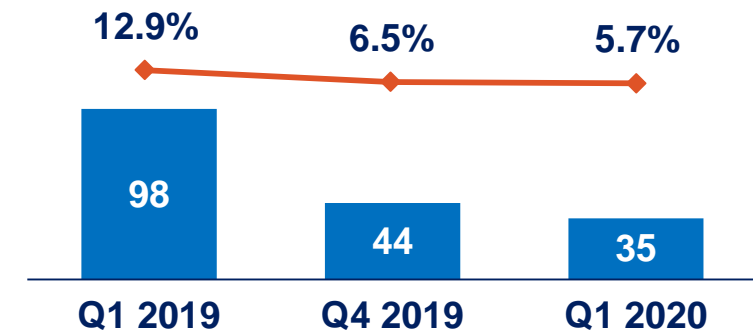
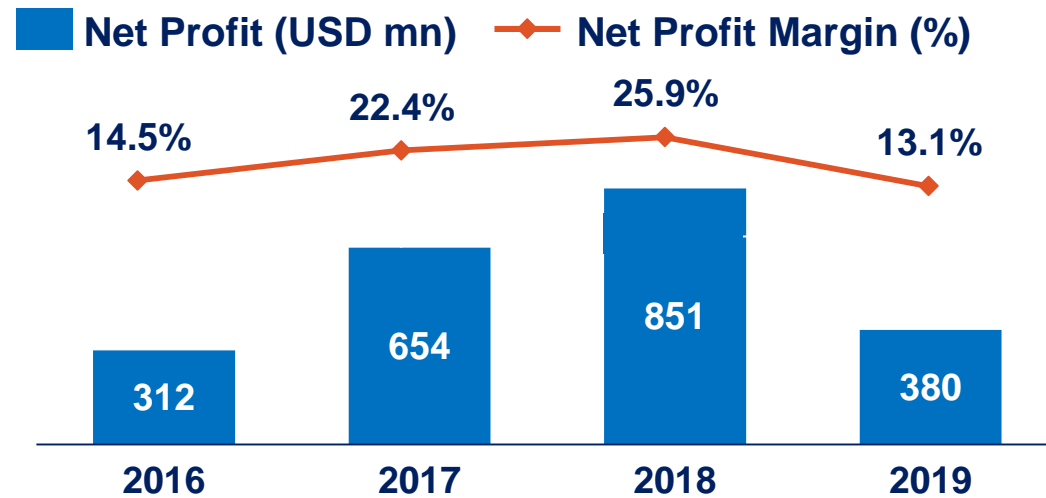
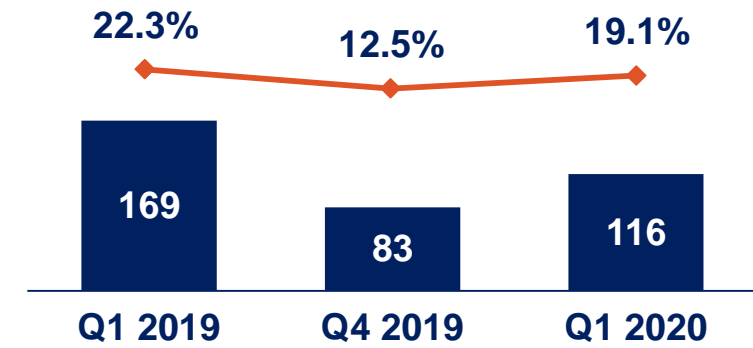
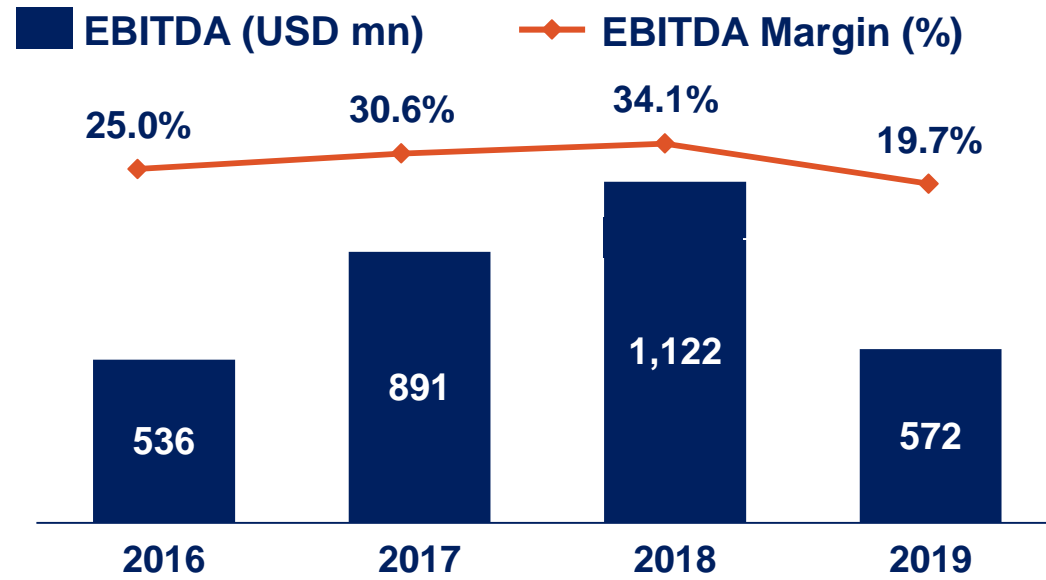




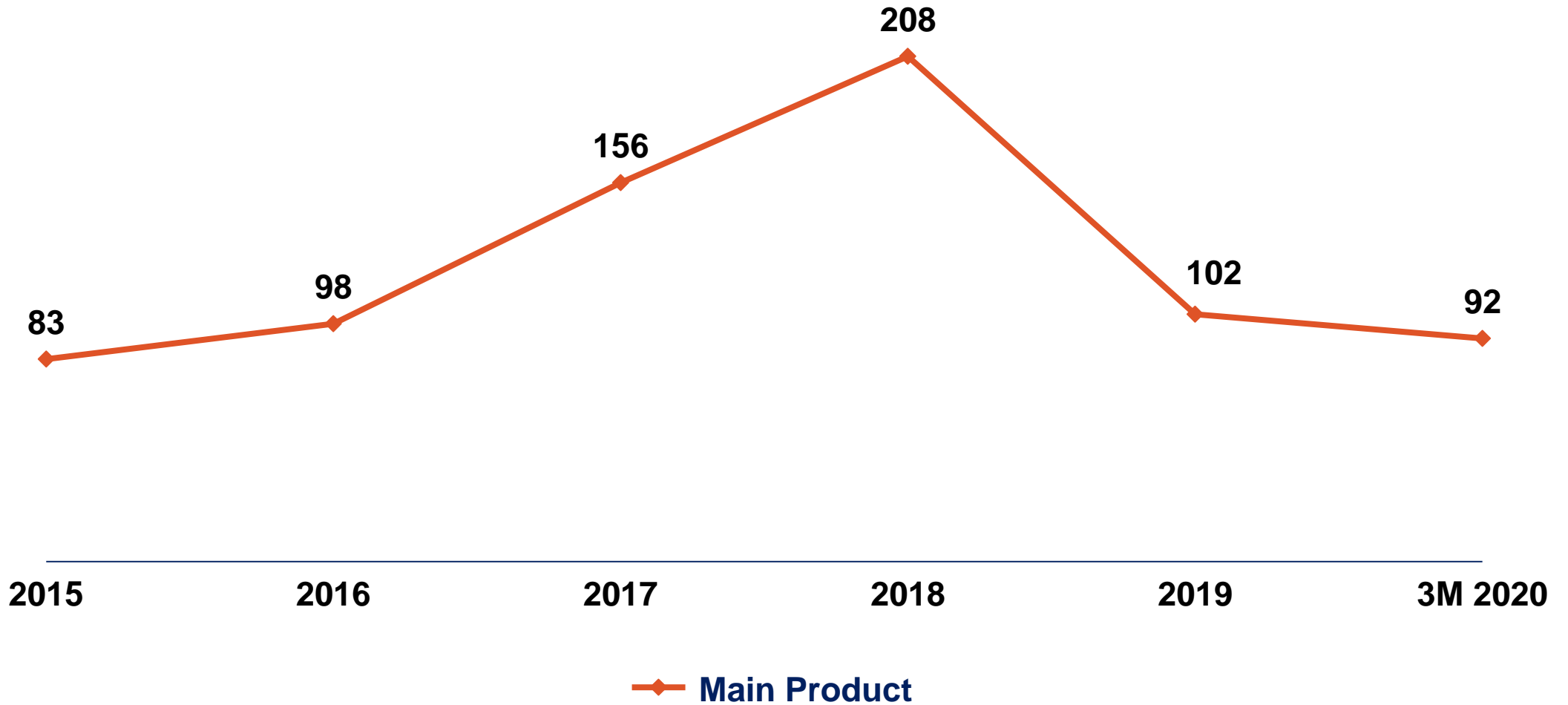
# Net Sales Revenue (USD mn)



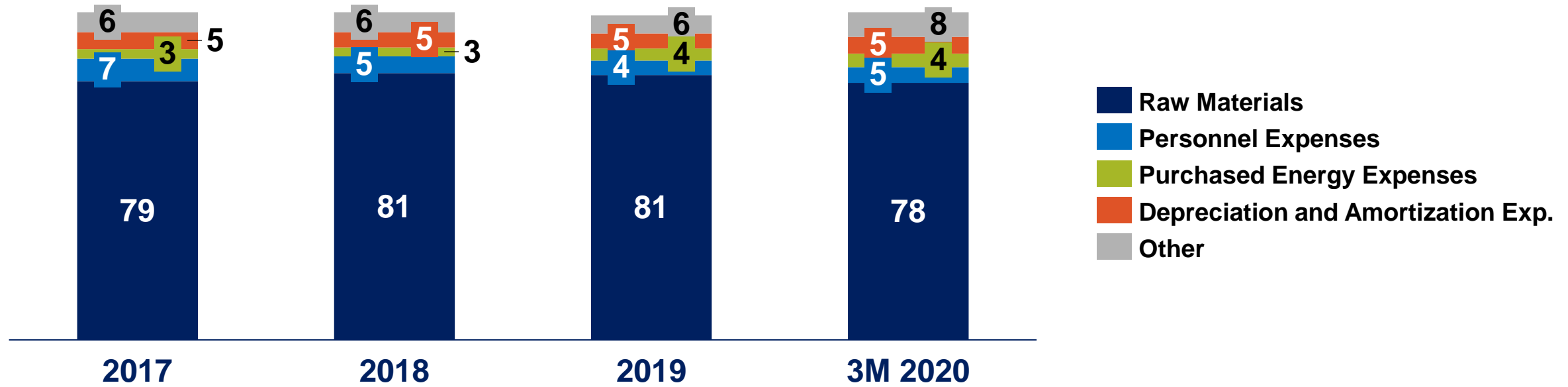
# EBITDA & Net Profit



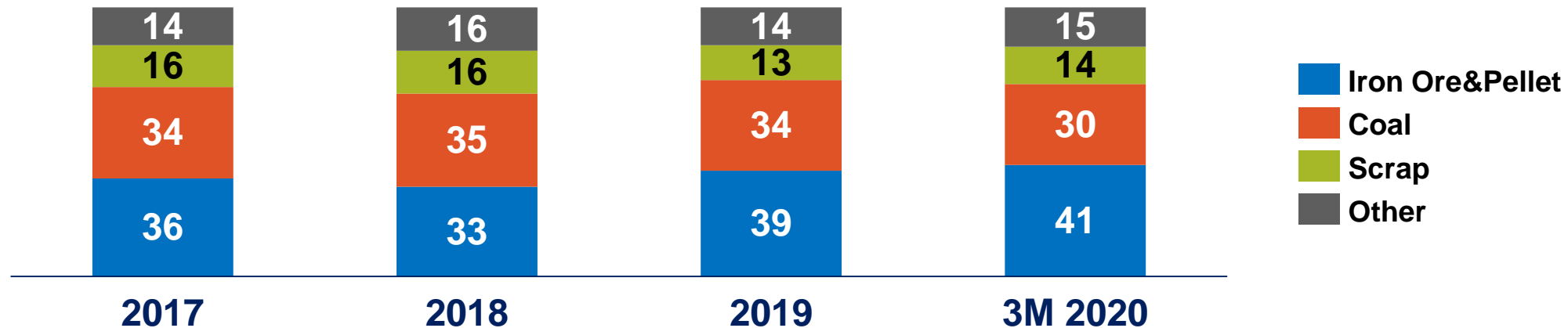
# EBITDA per Ton (USD/ton)



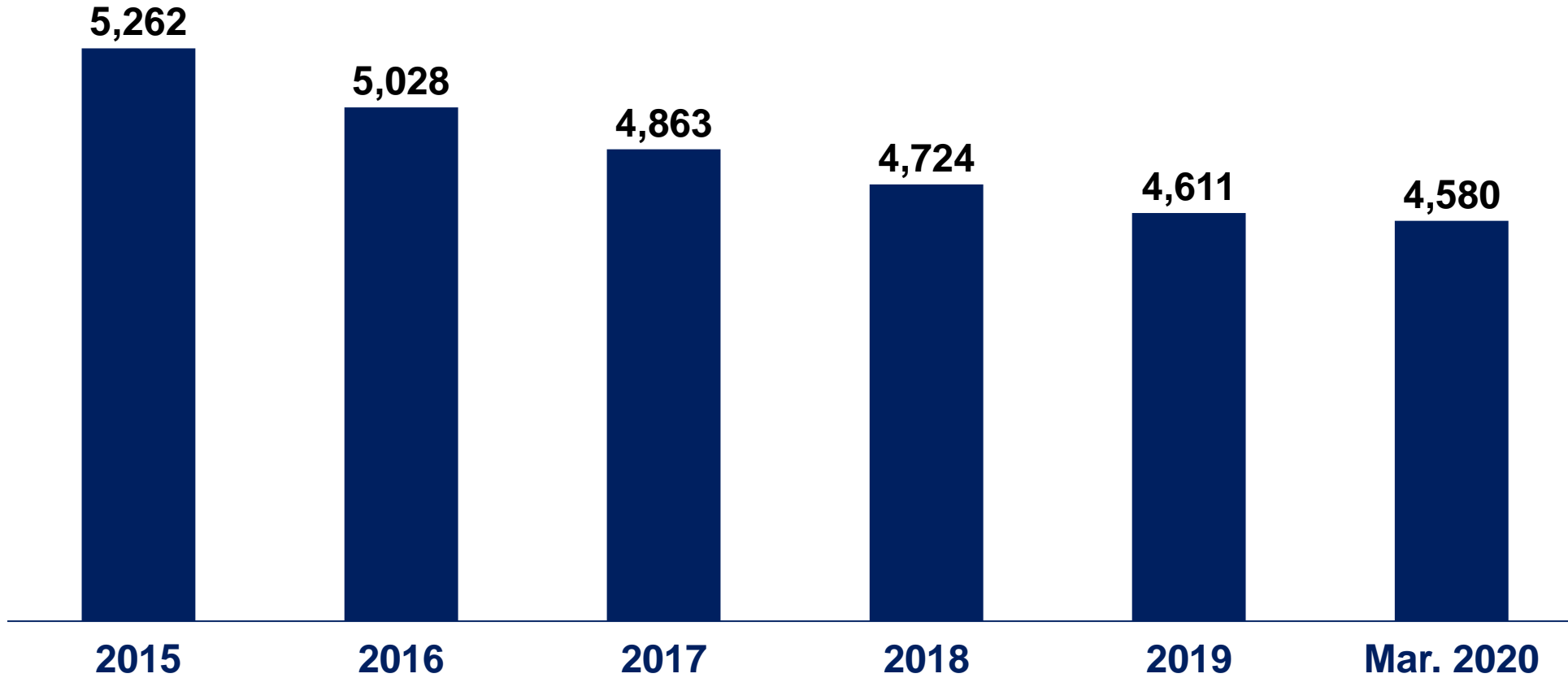
# Cost of Sales Breakdown\* (%)



## Raw Materials Breakdown (%)



# Number of Employees



# Appendix – EBITDA Detail



	Note	01.01.2020- 31.03.2020 (Thousand USD)	01.01.2020- 31.03.2020 (Thousand TRY)
<b>Presentation Currency Translation</b>	2.1		<b>6.0924</b>
<b>Operating Profit</b>		<b>89,538</b>	<b>545,503</b>
<b>Depreciation and Amortisation Expenses</b>		<b>26,581</b>	<b>161,941</b>
Cost of Sales	13	25,670	156,391
Marketing Expenses	14	752	4,584
General Administrative Expenses	14	159	966
<b>POA Classification</b>		<b>(49)</b>	<b>(298)</b>
Interest Income for Overdue Receivables	14	(41)	(250)
Rediscount Income	14	(8)	(48)
		<b>116,070</b>	<b>707,146</b>





## İsdemir Investor Relations

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