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METALLURGY



# 2022 3 Months Investor Presentation

27.04.2022



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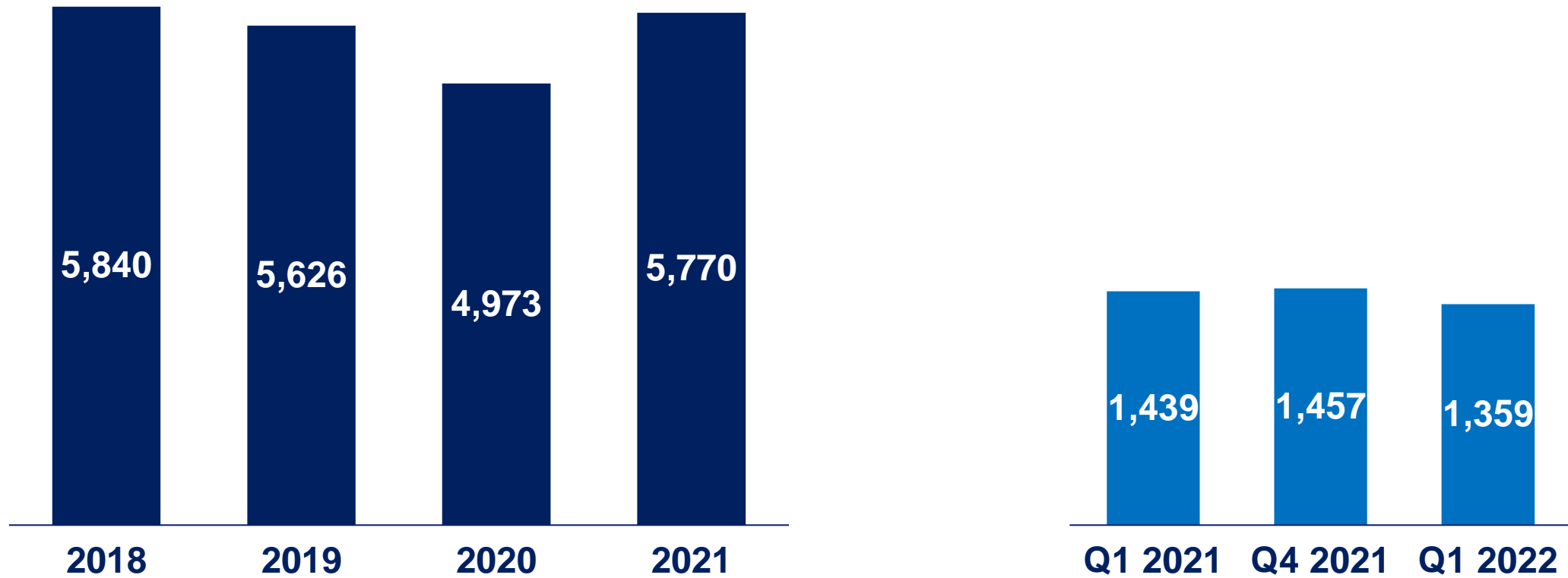
# Operational and Financial Highlights



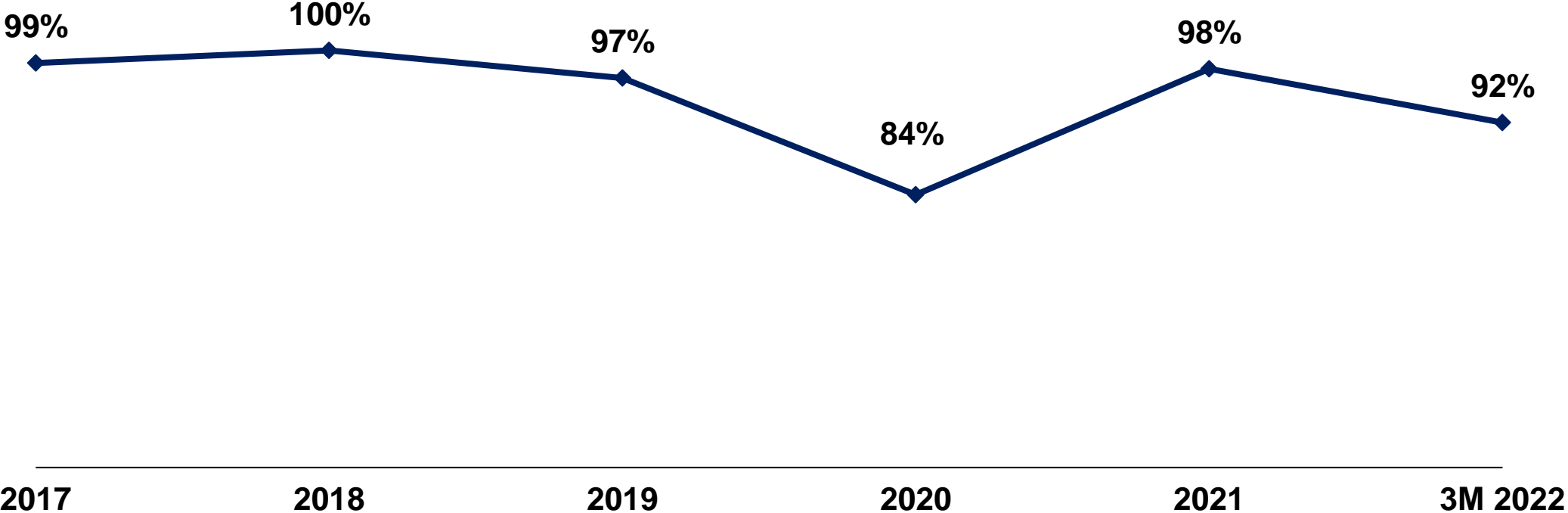
Operational Highlights	2020	2021	3M 2021	3M 2022	Change (3M)
Liquid Steel Production (000 tons)	4,973	5,770	1,439	<b>1,359</b>	-5.6%
Flat Steel Production (000 tons)	3,827	4,558	1,115	<b>1,013</b>	-9.1%
Long Steel Production (000 tons)	992	857	208	<b>275</b>	32.2%
Flat Steel Shipments (000 tons)	3,925	4,364	957	<b>1,073</b>	12.1%
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)	2,416	4,318	755	<b>1,122</b>	48.6%
EBITDA (USD mn)	525	1,647	275	<b>334</b>	21.5%
Net Profit (USD mn)	346	765	143	<b>191</b>	33.6%

# Liquid Steel Production (000 tons)



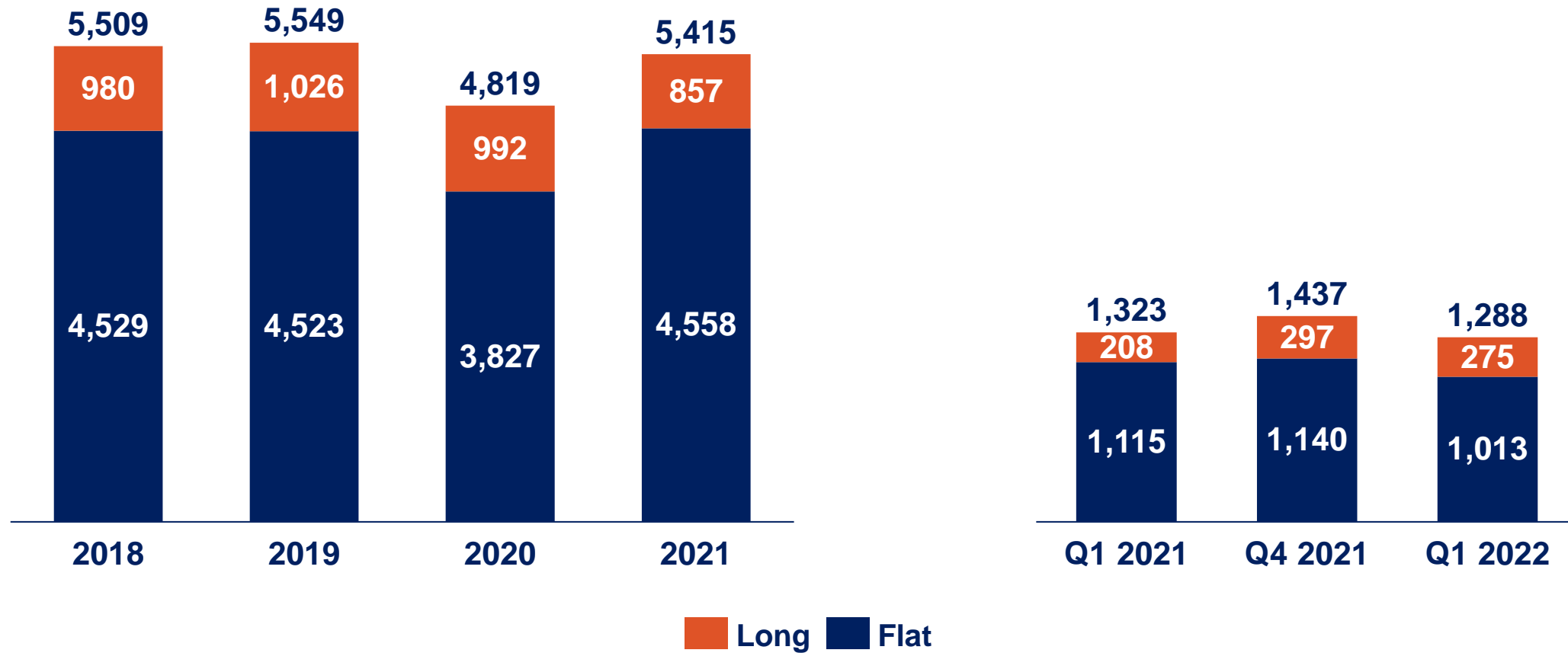
# Crude Steel Capacity Utilization Ratio



—◆— İsdemir

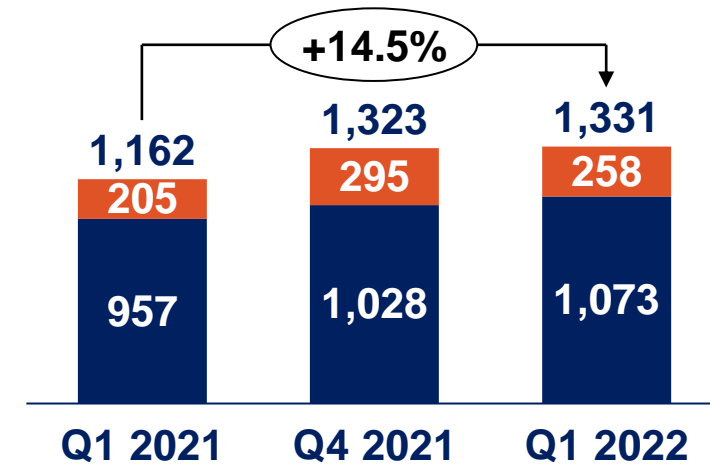
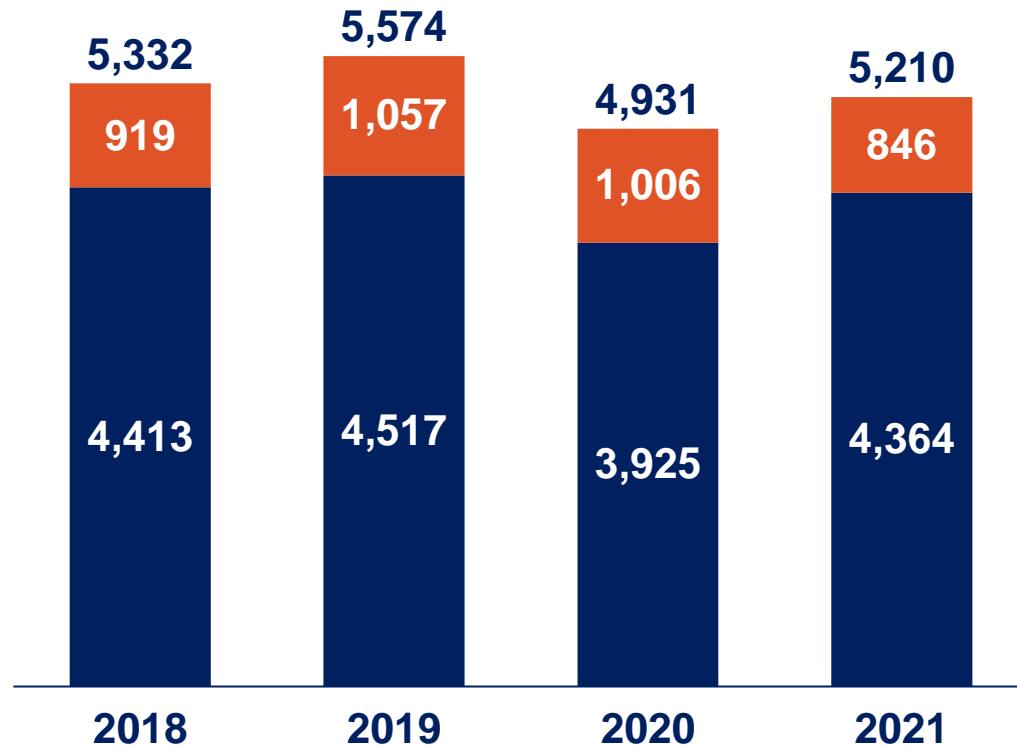


# Production (000 tons)



# Sales Volume (000 tons)

Total sales volume increased by 14.5% YoY in Q1 2022.

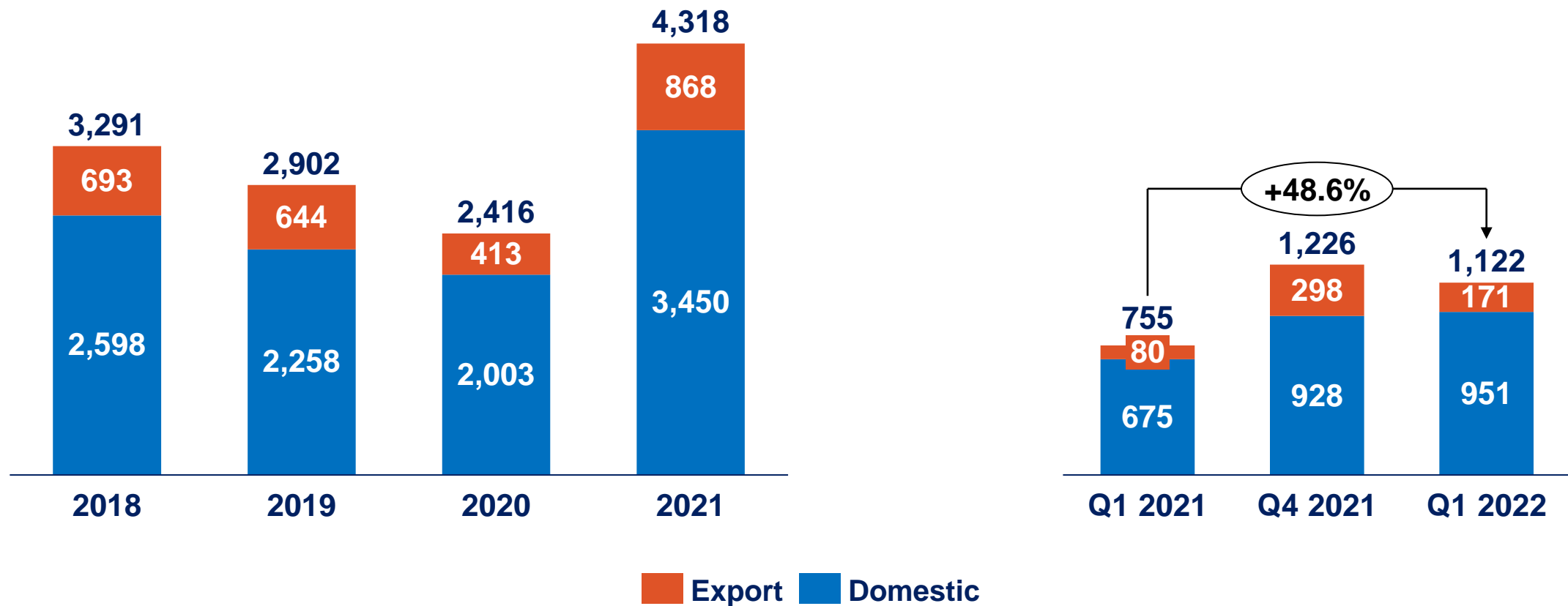


■ Long 
 ■ Flat

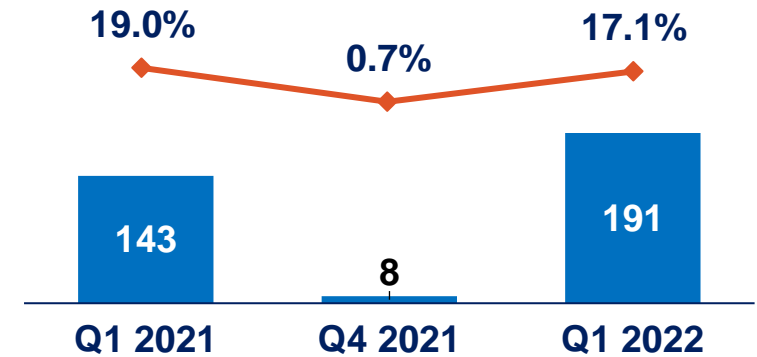
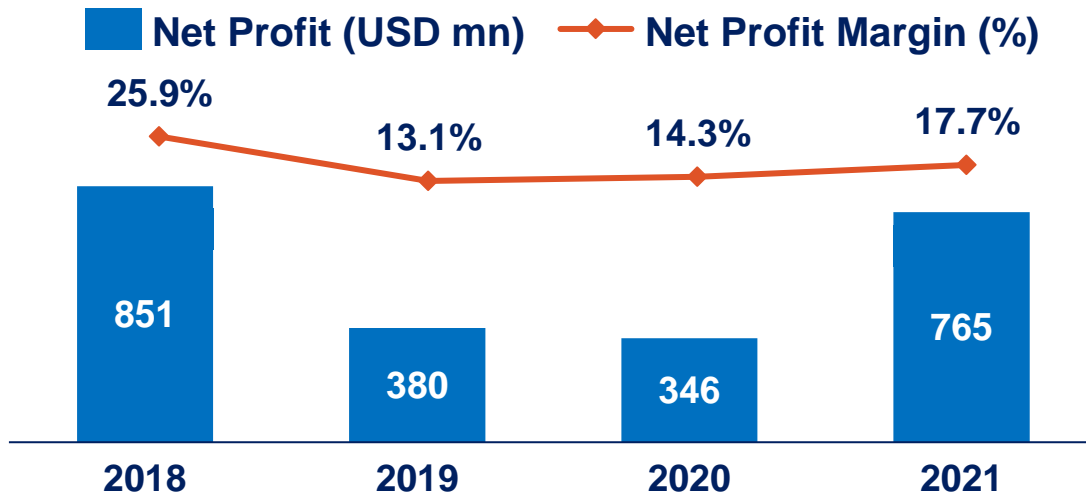
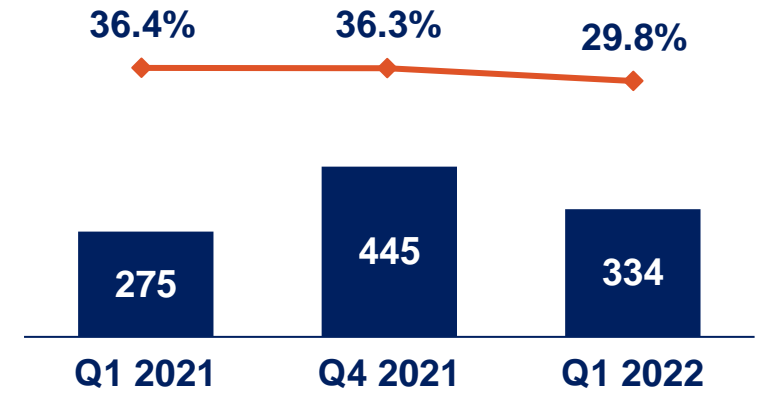
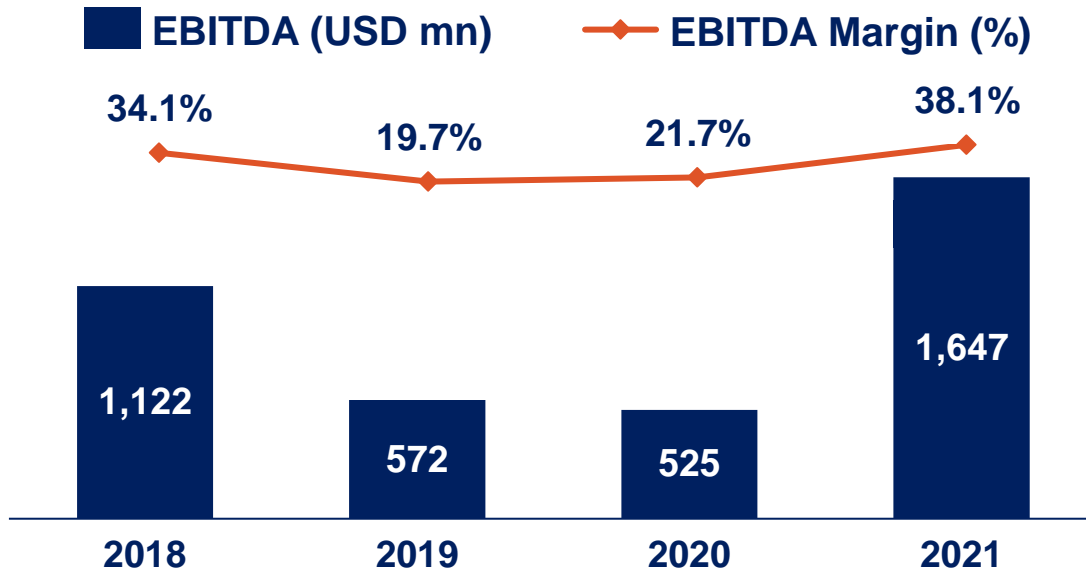


# Net Sales Revenue (USD mn)

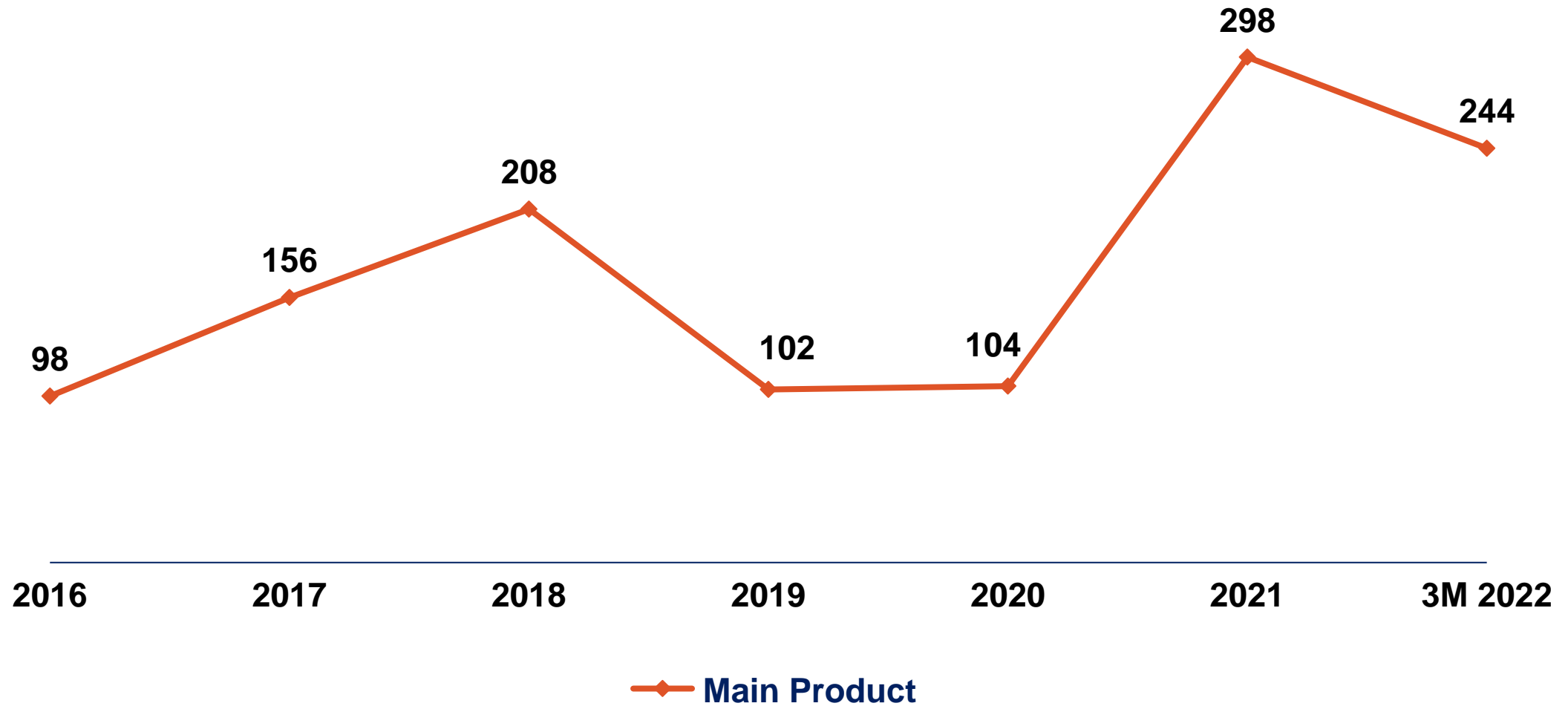
Total sales revenue increased by 48.6% YoY in Q1 2022.



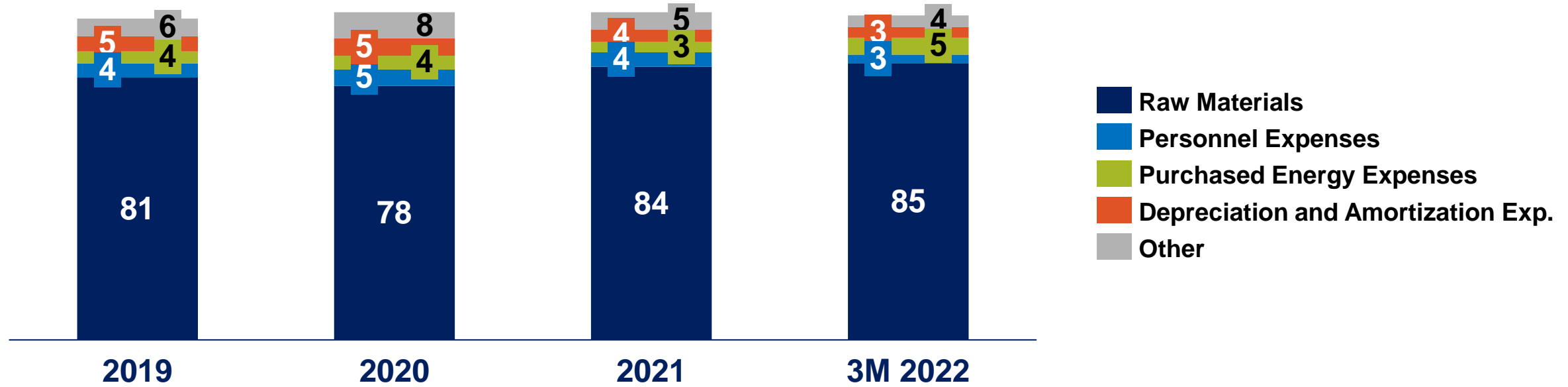
# EBITDA & Net Profit



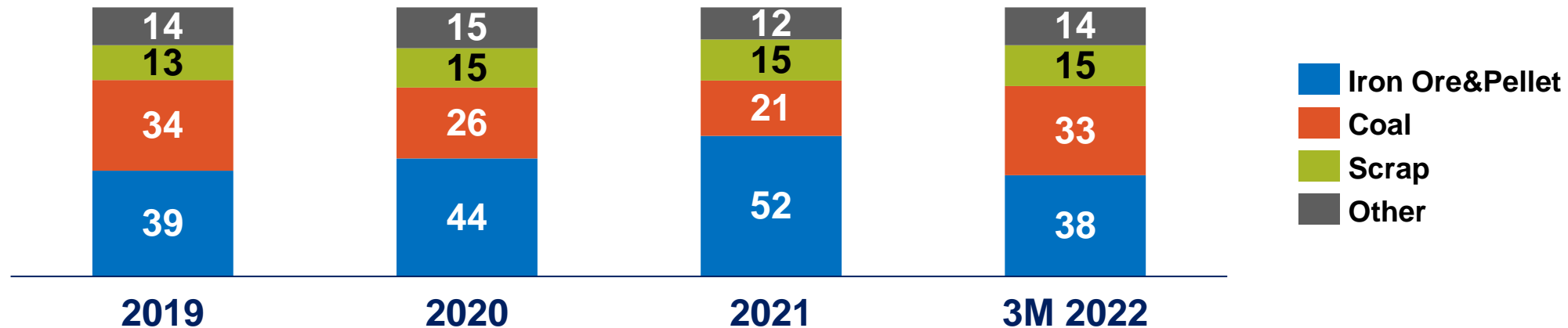
# EBITDA per Ton (USD/ton)



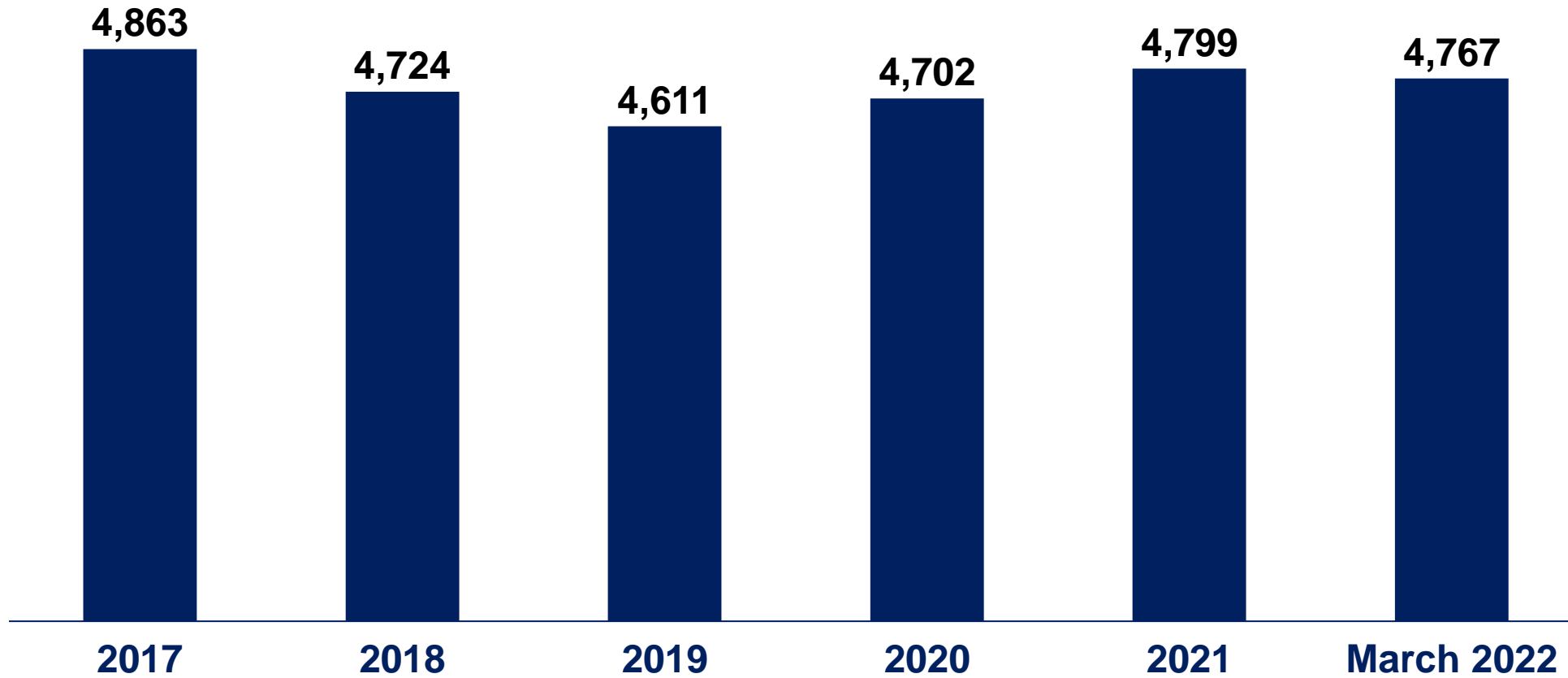
# Cost of Sales Breakdown\* (%)



## Raw Materials Breakdown (%)



# Number of Employees



# Appendix – EBITDA Detail



	Note	01.01.2022- 31.03.2022 (Thousand USD)	01.01.2022- 31.03.2022 (Thousand TRY)
<b>Presentation Currency Translation</b>	2.1		<b>13.9020</b>
<b>Operating Profit</b>		<b>307,592</b>	<b>4,276,117</b>
<b>Depreciation and Amortisation Expenses</b>		<b>26,844</b>	<b>373,177</b>
Cost of Sales	13	25,653	356,626
Marketing Expenses	14	1,012	14,069
General Administrative Expenses	14	179	2,482
<b>POA Classification</b>		<b>(20)</b>	<b>(239)</b>
Interest Income for Overdue Receivables	14	(12)	(161)
Rediscount Income	14	(8)	(78)
		<b>334,416</b>	<b>4,649,055</b>



## İsdemir Investor Relations

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