



MINING  
METALLURGY



# 2020 9 Months Investor Presentation

22.10.2020



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# Disclaimer

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# Operational and Financial Highlights

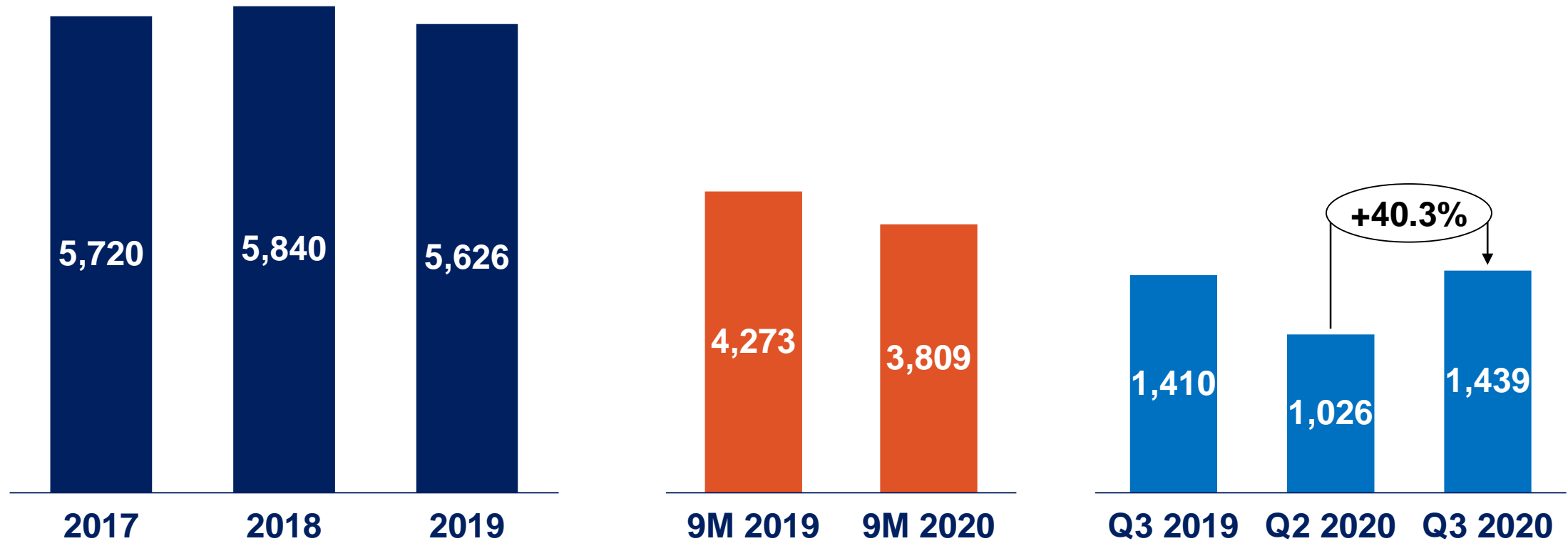
Operational Highlights	2018	2019	9M 2019	9M 2020	Growth (YoY)
Liquid Steel Production (000 tons)	5,840	5,626	4,273	<b>3,809</b>	-10.9%
Flat Steel Production (000 tons)	4,529	4,523	3,430	<b>2,863</b>	-16.5%
Long Steel Production (000 tons)	980	1,026	757	<b>773</b>	2.1%
Flat Steel Shipments (000 tons)	4,413	4,517	3,393	<b>2,833</b>	-16.5%
Long Steel Shipments (000 tons)	919	1,057	780	<b>774</b>	-0.8%

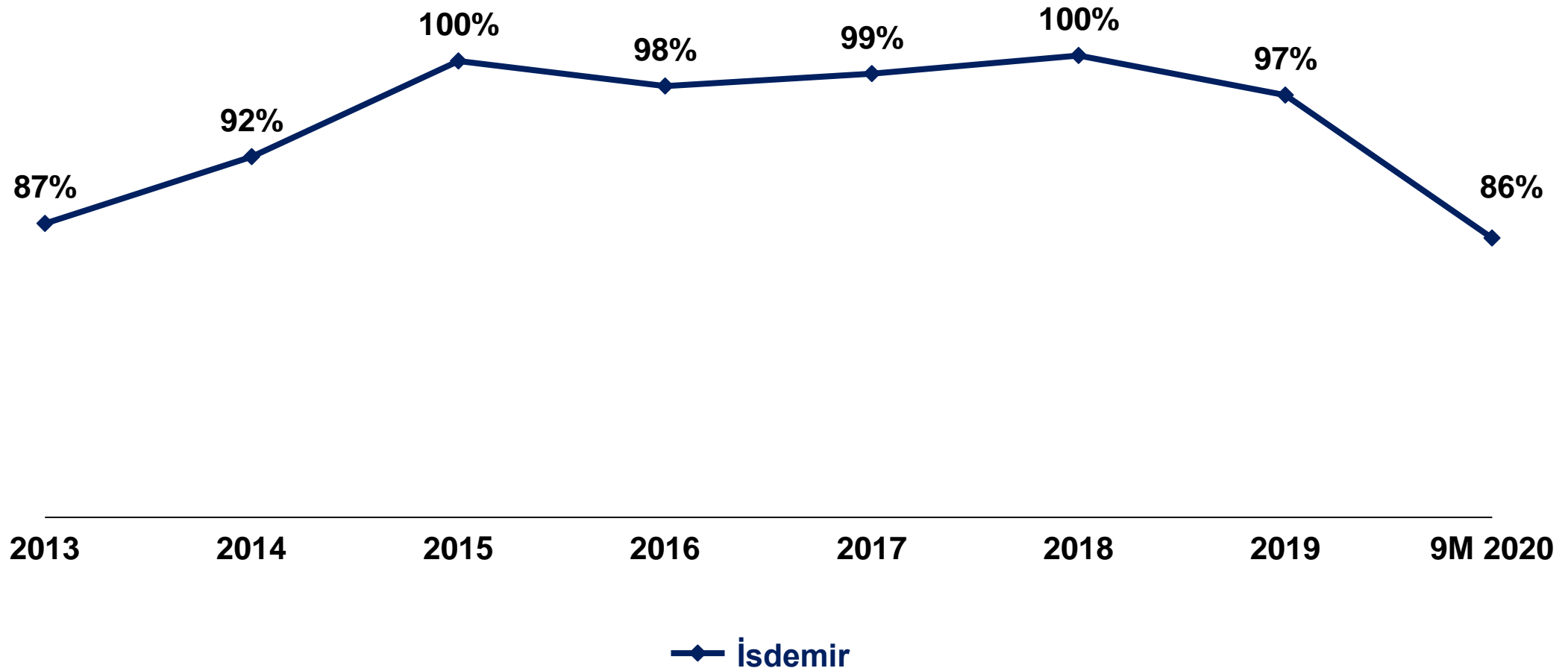
Financial Highlights	2018	2019	9M 2019	9M 2020	Growth (YoY)
Net Sales Revenue (USD mn)	3,291	2,902	2,236	<b>1,719</b>	-23.1%
EBITDA (USD mn)	1,122	572	489	<b>334</b>	-31.7%
Net Profit (USD mn)	851	380	337	<b>159</b>	-52.8%

# Liquid Steel Production (000 tons)

Liquid steel production increased by 40.3% QoQ in 3Q 2020.

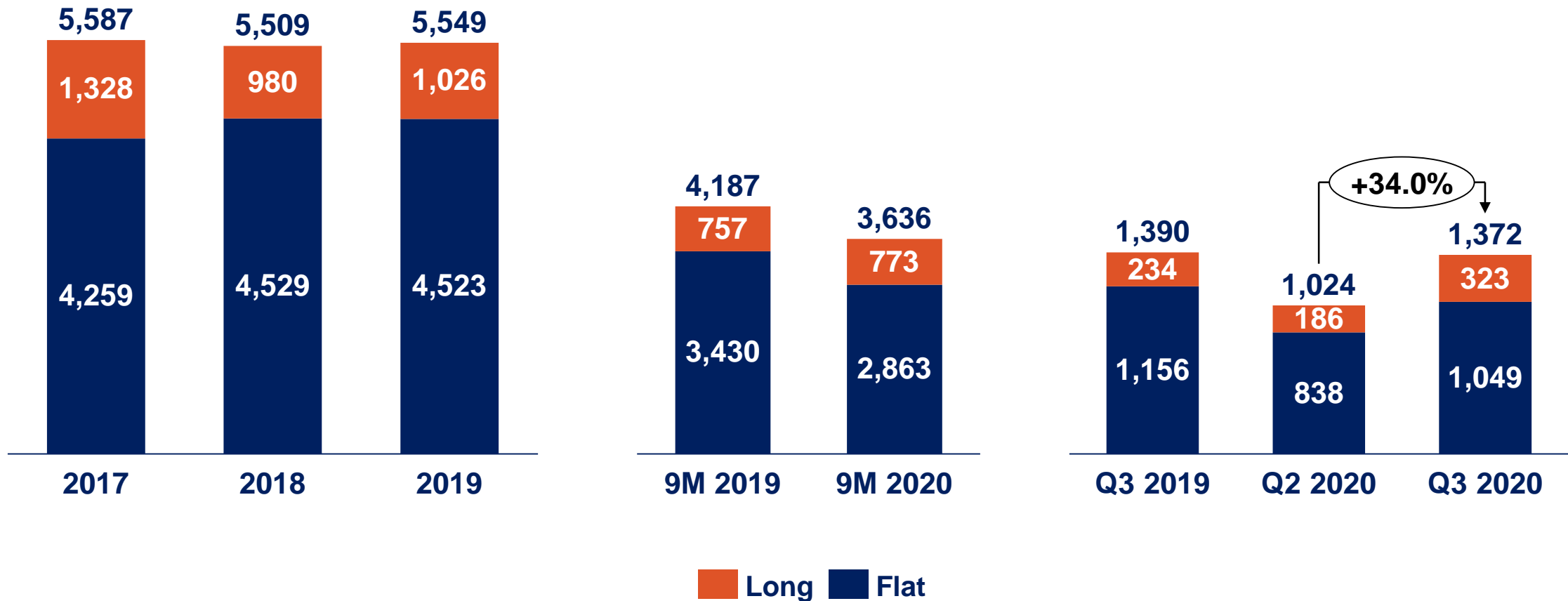


# Crude Steel Capacity Utilization Ratio



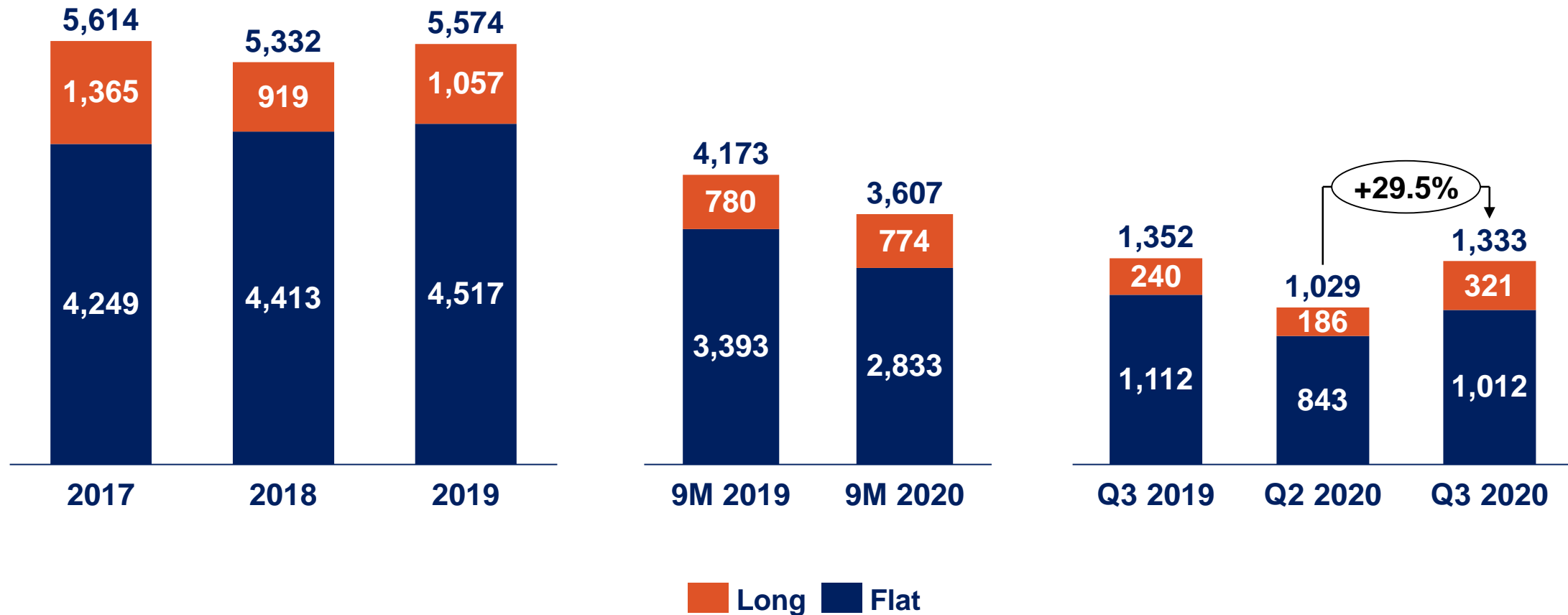
# Production (000 tons)

Total production increased by 34% QoQ in 3Q 2020.



# Sales Volume (000 tons)

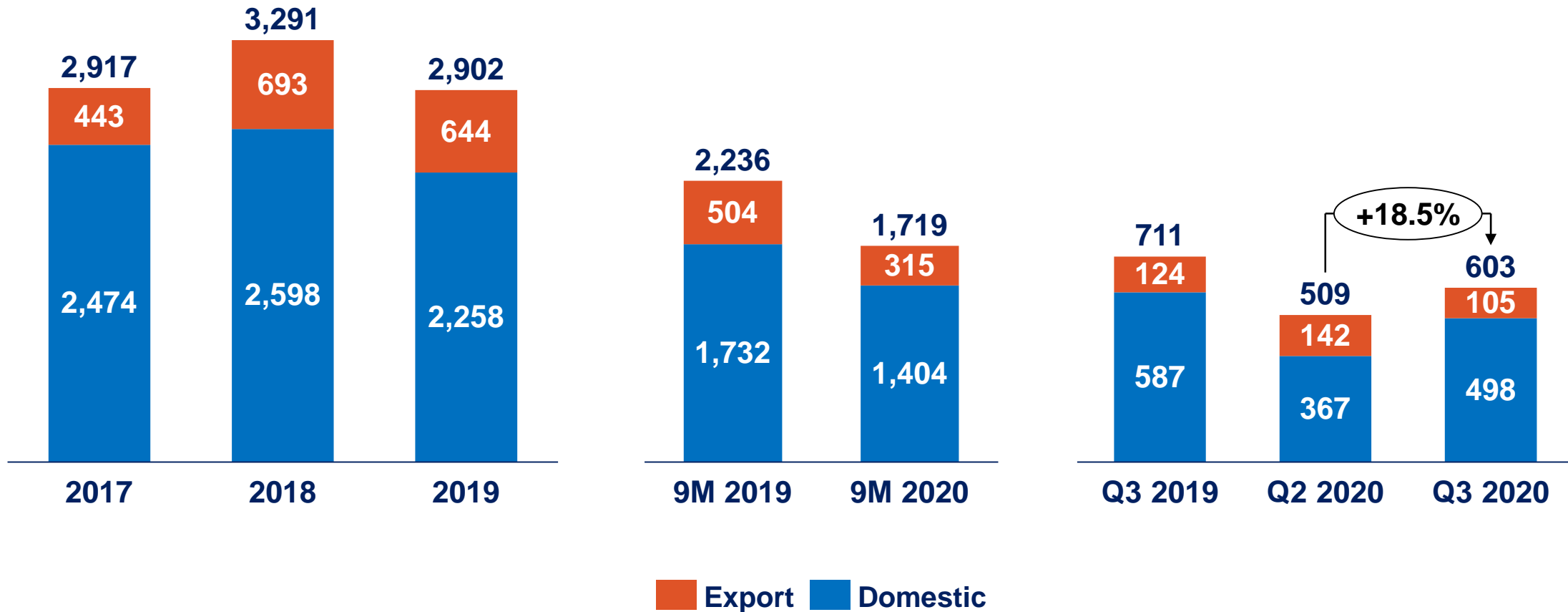
Total sales increased by 29.5% QoQ in 3Q 2020



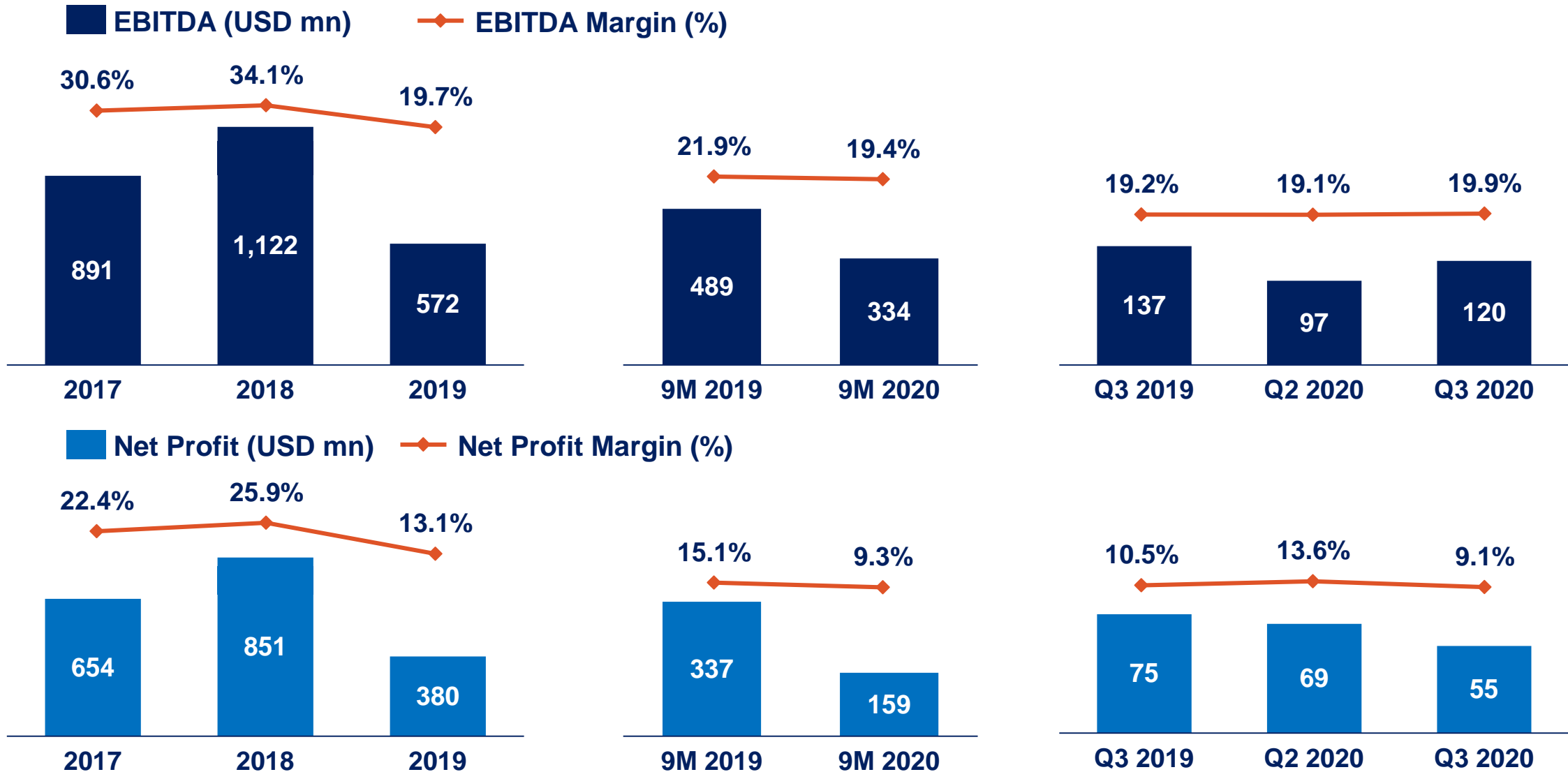


# Net Sales Revenue (USD mn)

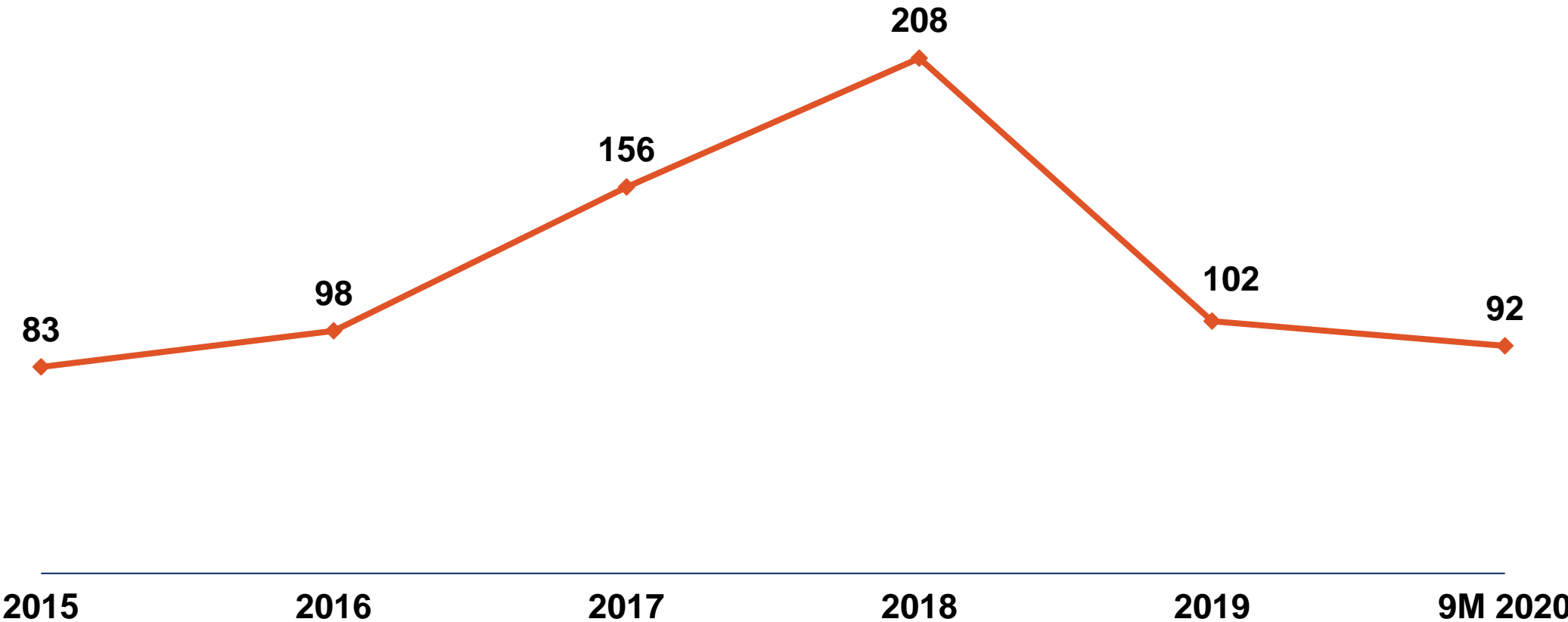
Total sales revenue increased by 18.5% QoQ in 3Q 2020



# EBITDA & Net Profit



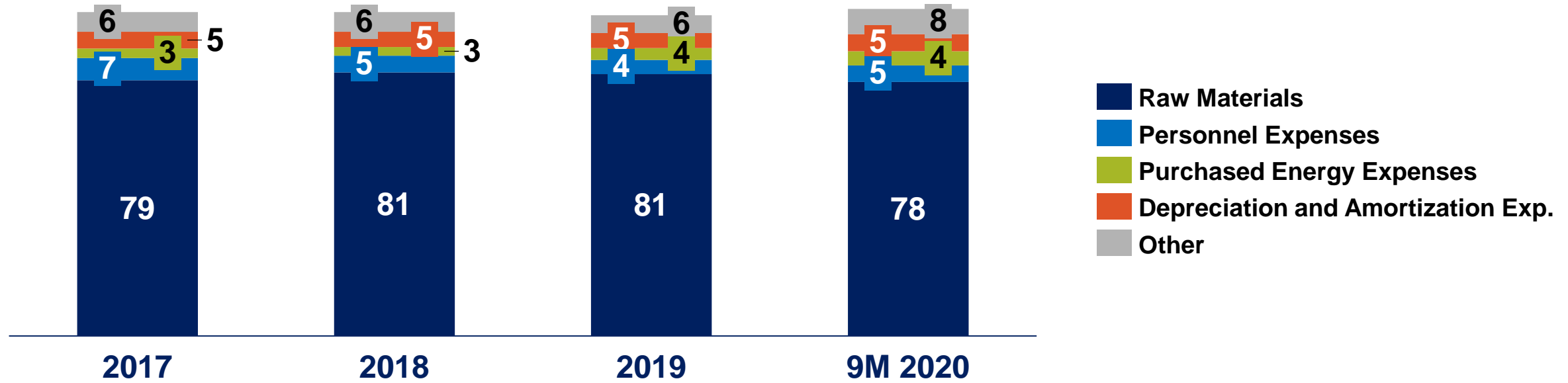
# EBITDA per Ton (USD/ton)



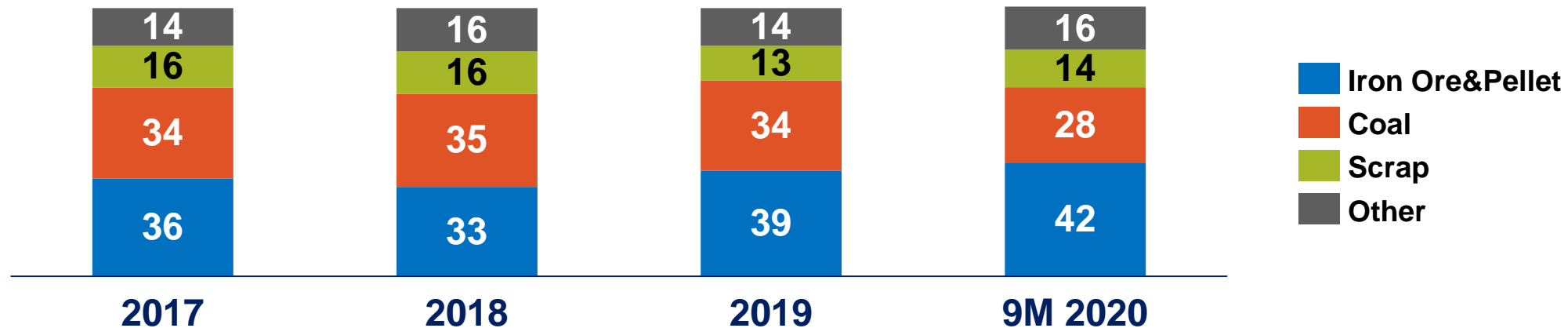
—◆— Main Product



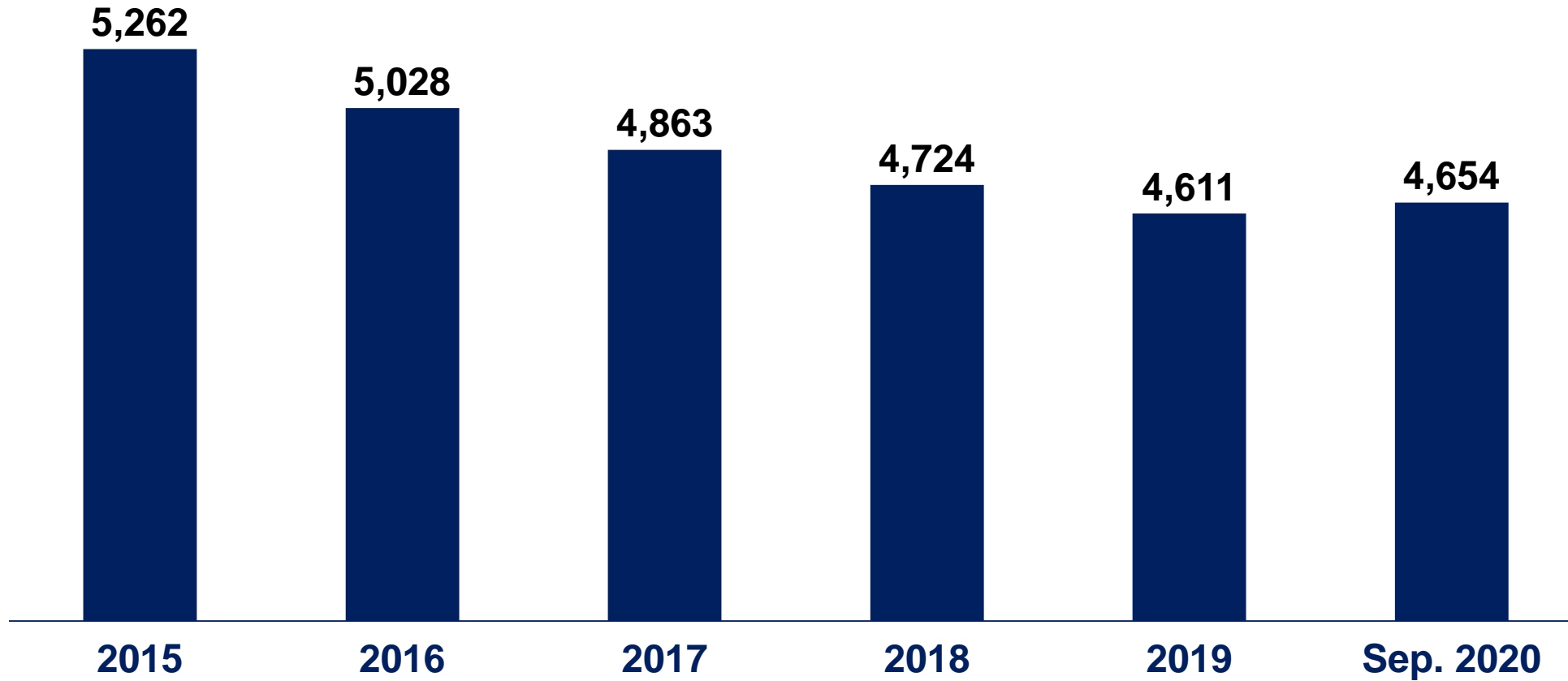
# Cost of Sales Breakdown\* (%)



## Raw Materials Breakdown (%)



# Number of Employees



# Appendix – EBITDA Detail



	Note	01.01.2020- 30.09.2020 (Thousand USD)	01.01.2020- 30.09.2020 (Thousand TRY)
Presentation Currency Translation	2.1		6.7187
<b>Operating Profit</b>		<b>275,579</b>	<b>1,851,529</b>
<b>Depreciation and Amortisation Expenses</b>		<b>79,037</b>	<b>531,032</b>
Cost of Sales	13	76,263	512,390
Marketing Expenses	14	2,307	15,502
General Administrative Expenses	14	467	3,140
<b>POA Classification</b>		<b>(21,050)</b>	<b>(141,429)</b>
Share Transfer Agreement Receivable Incomes	14	(20,920)	(140,556)
Interest Income for Overdue Receivables	14	(109)	(732)
Rediscount Income	14	(21)	(141)
		<b>333,566</b>	<b>2,241,132</b>



## İsdemir Investor Relations

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