



**MINING METALLURGY**  
GROUP



# 2019 12 Months Investor Presentation

11.02.2020



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# Disclaimer

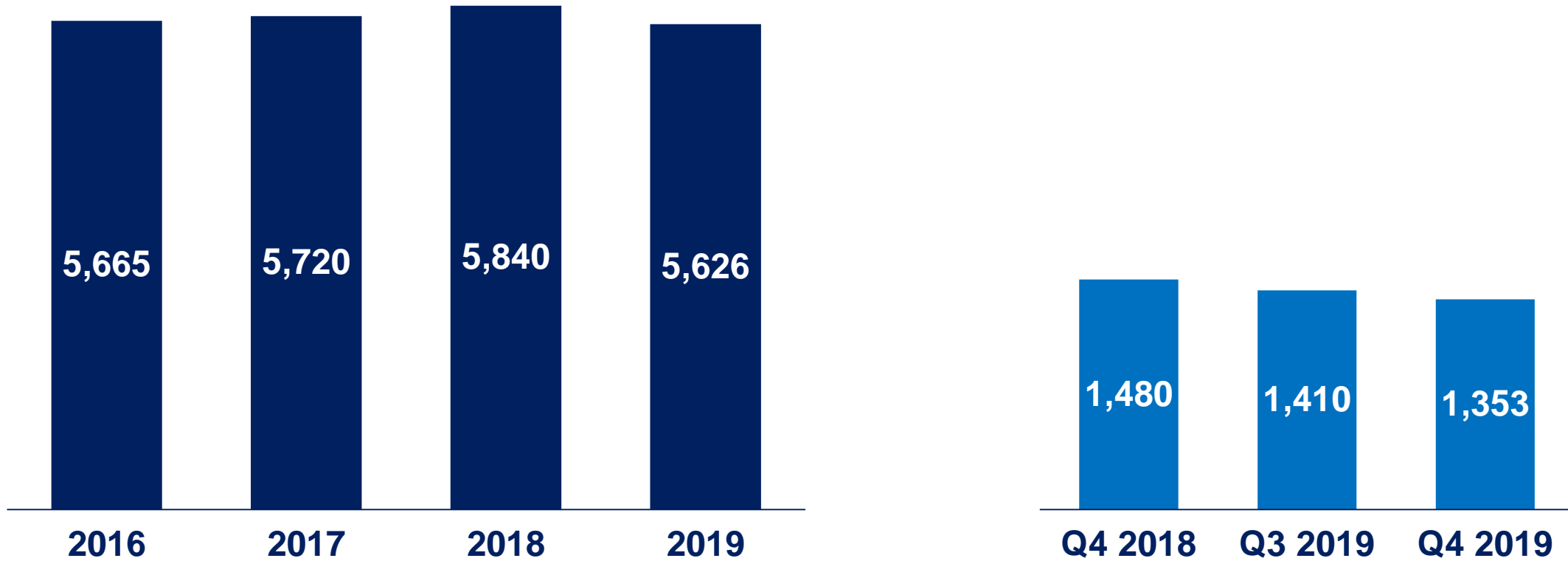
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# Operational and Financial Highlights

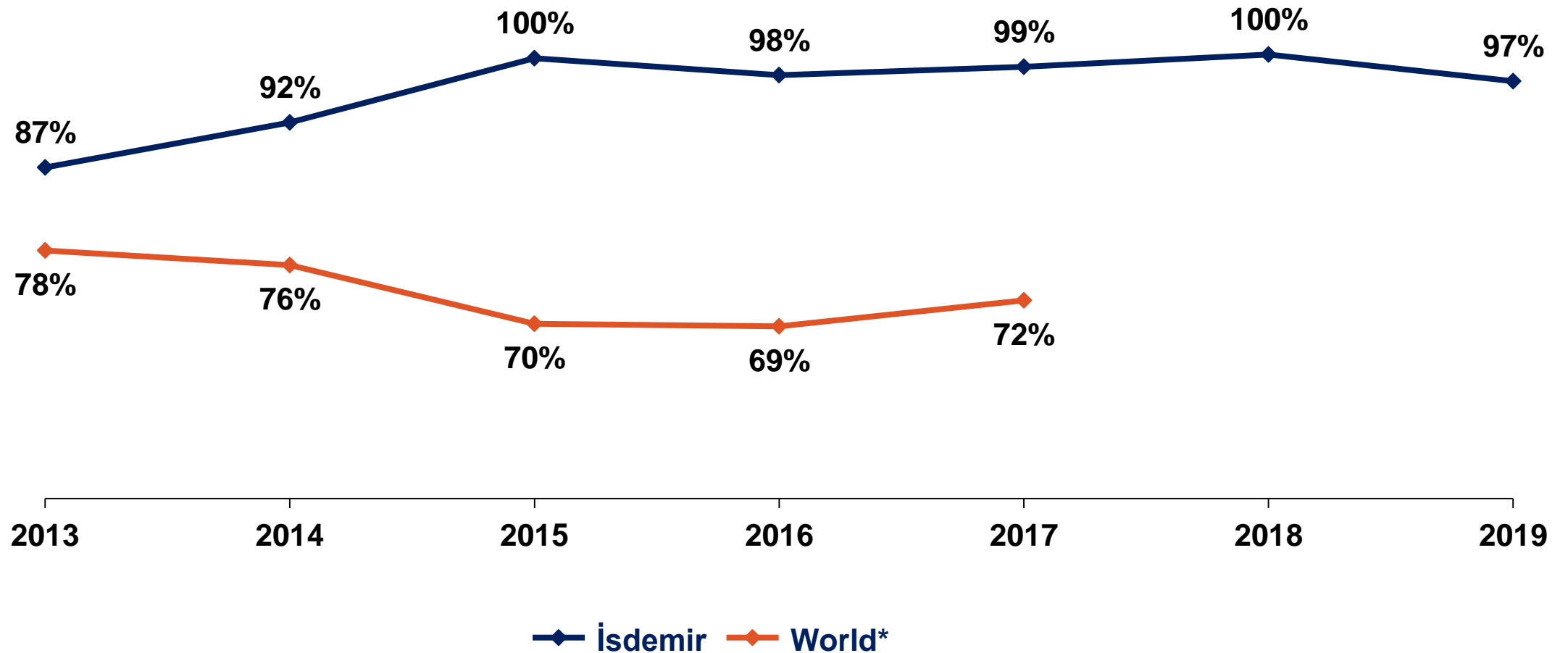
Operational Highlights	2017	2018	2019	Growth (YoY)
Liquid Steel Production (000 tons)	5,720	5,840	<b>5,626</b>	-3,7%
Flat Steel Production (000 tons)	4,259	4,529	<b>4,523</b>	-0,1%
Long Steel Production (000 tons)	1,328	980	<b>1,026</b>	4,7%
Flat Steel Shipments (000 tons)	4,249	4,412	<b>4,517</b>	2,4%
Long Steel Shipments (000 tons)	1,365	920	<b>1,057</b>	14,9%

Financial Highlights	2017	2018	2019	Growth (YoY)
Net Sales Revenue (USD mn)	2,917	3,291	<b>2,902</b>	-11,8%
EBITDA (USD mn)	891	1,122	<b>572</b>	-49,0%
Net Profit (USD mn)	654	851	<b>380</b>	-55,3%

# Liquid Steel Production (000 tons)

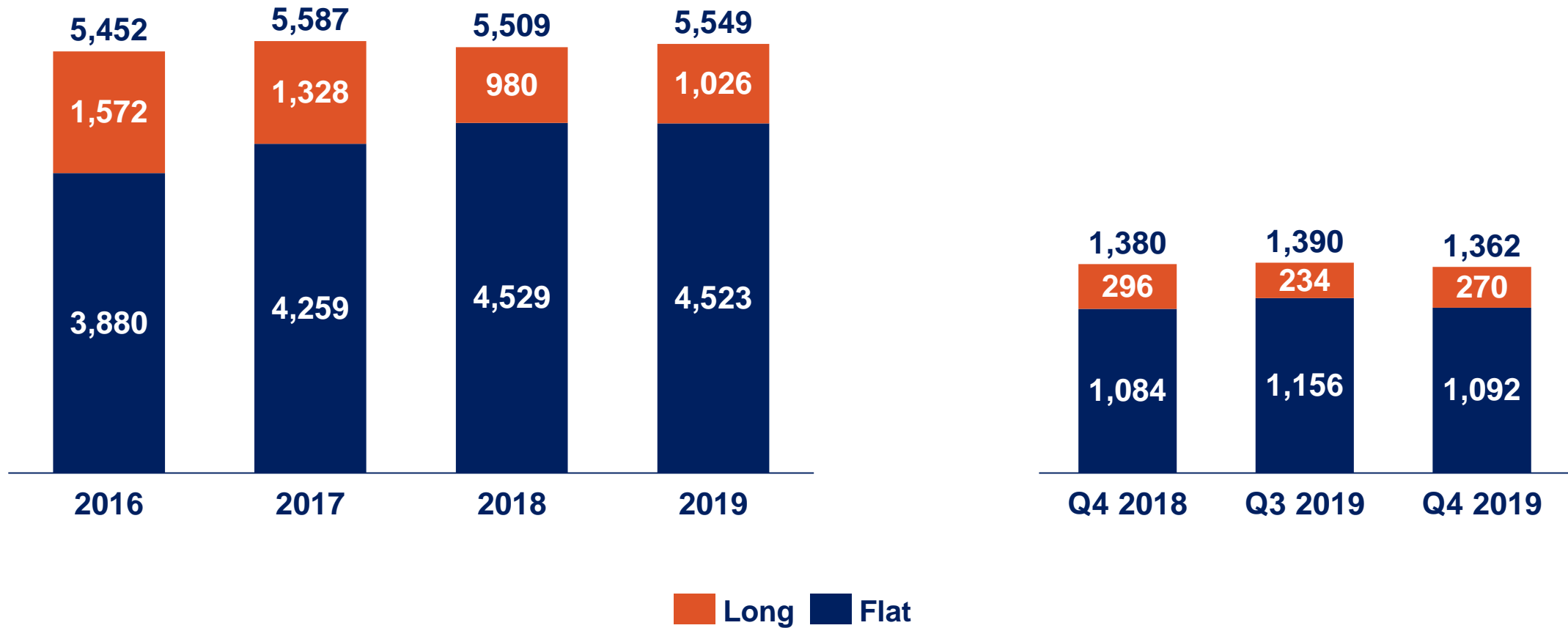


# Crude Steel Capacity Utilization Ratio



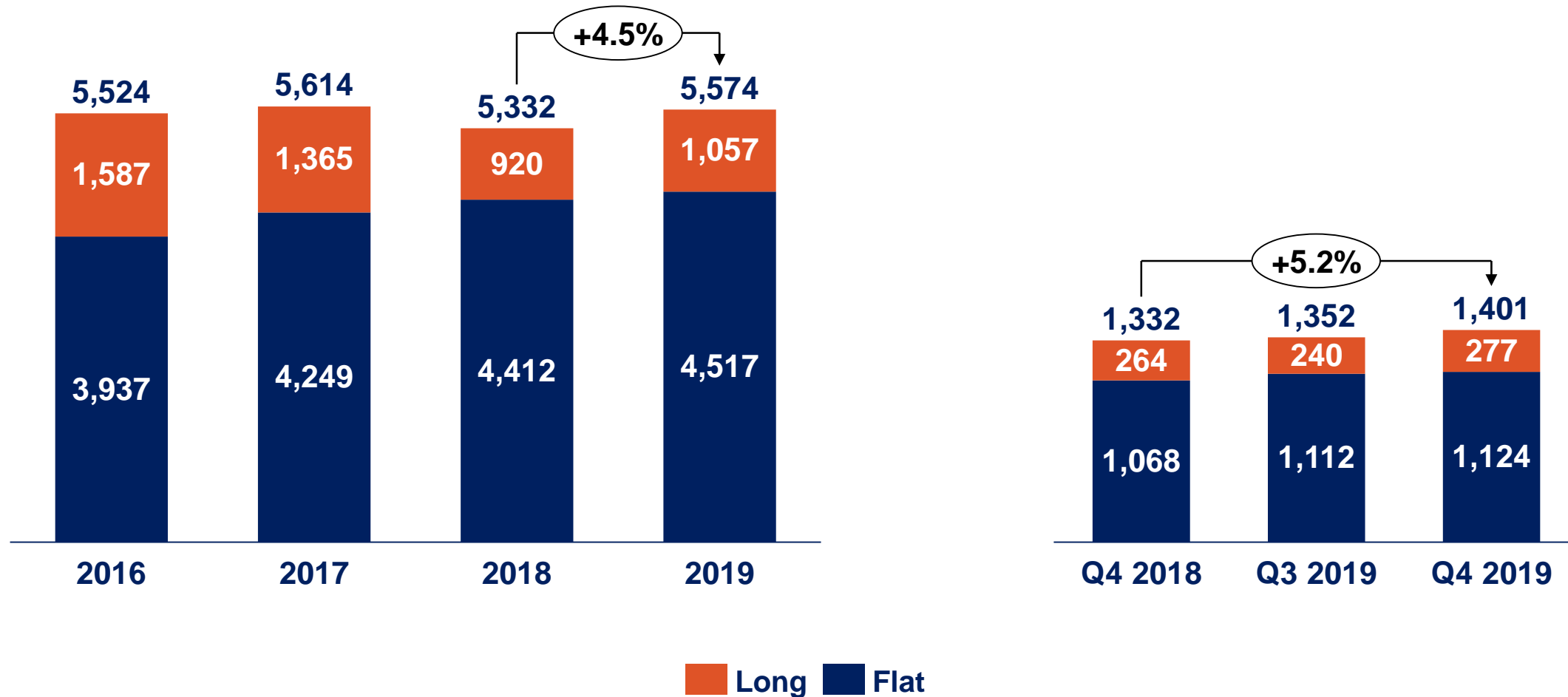
\*As of August 2018, Worldsteel no longer publishes global capacity utilization ratio for anti-trust reasons.

# Production (000 tons)



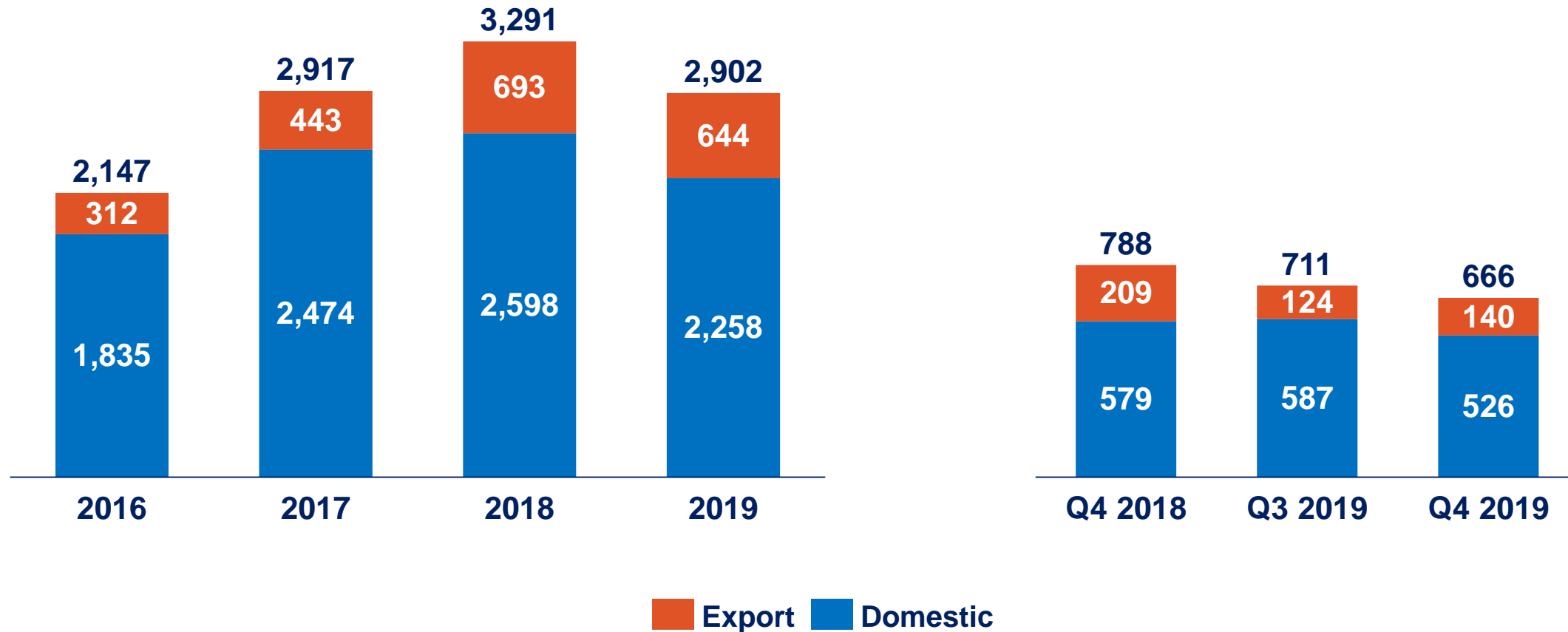
# Sales Volume (000 tons)

Total sales increased by 4.5% YoY in 2019.

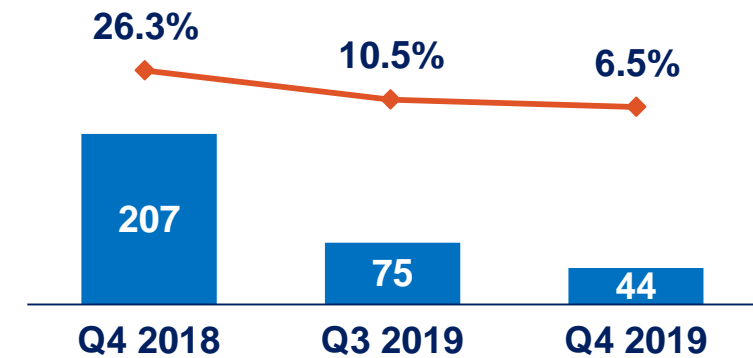
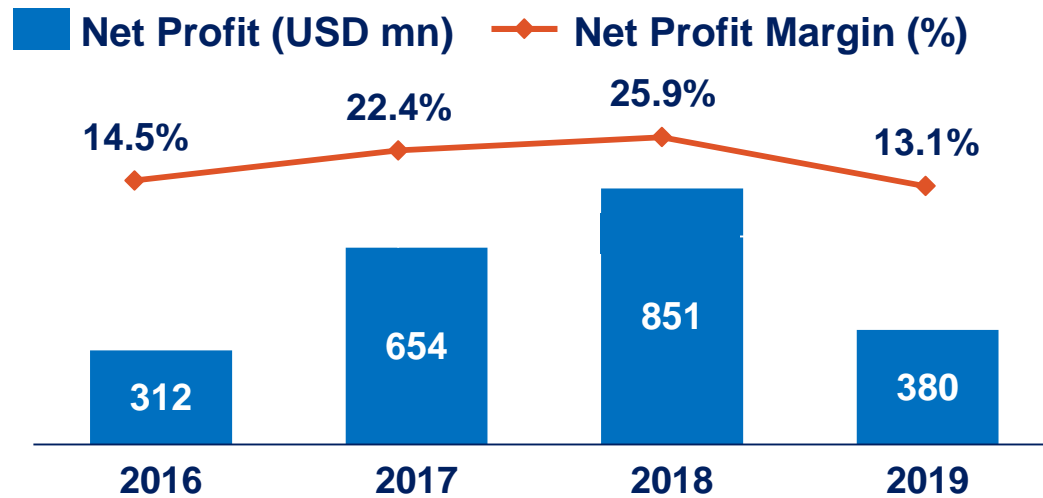
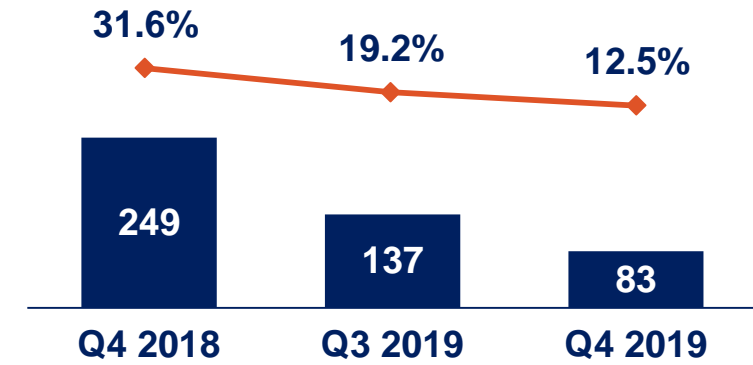
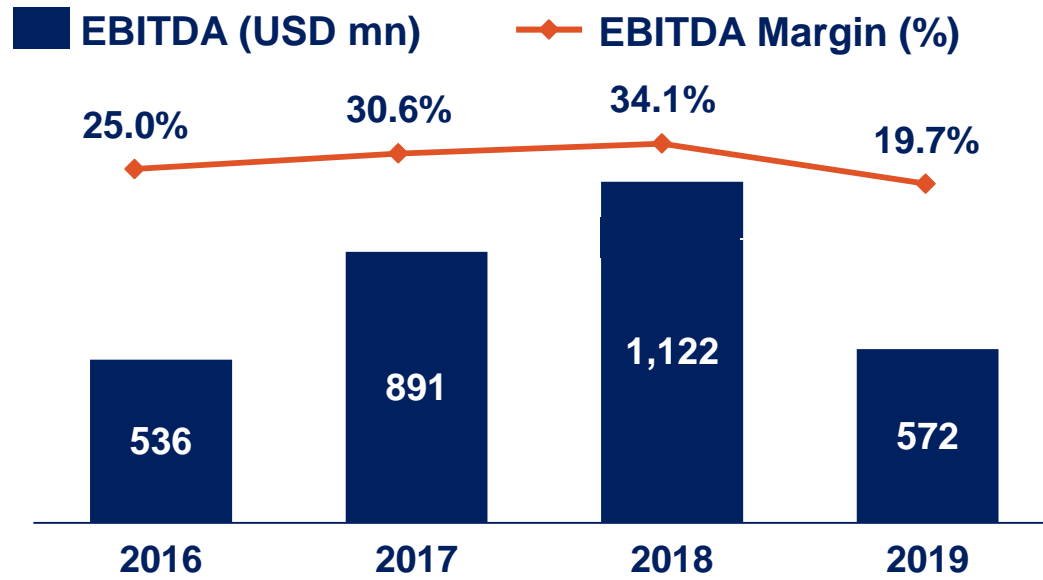




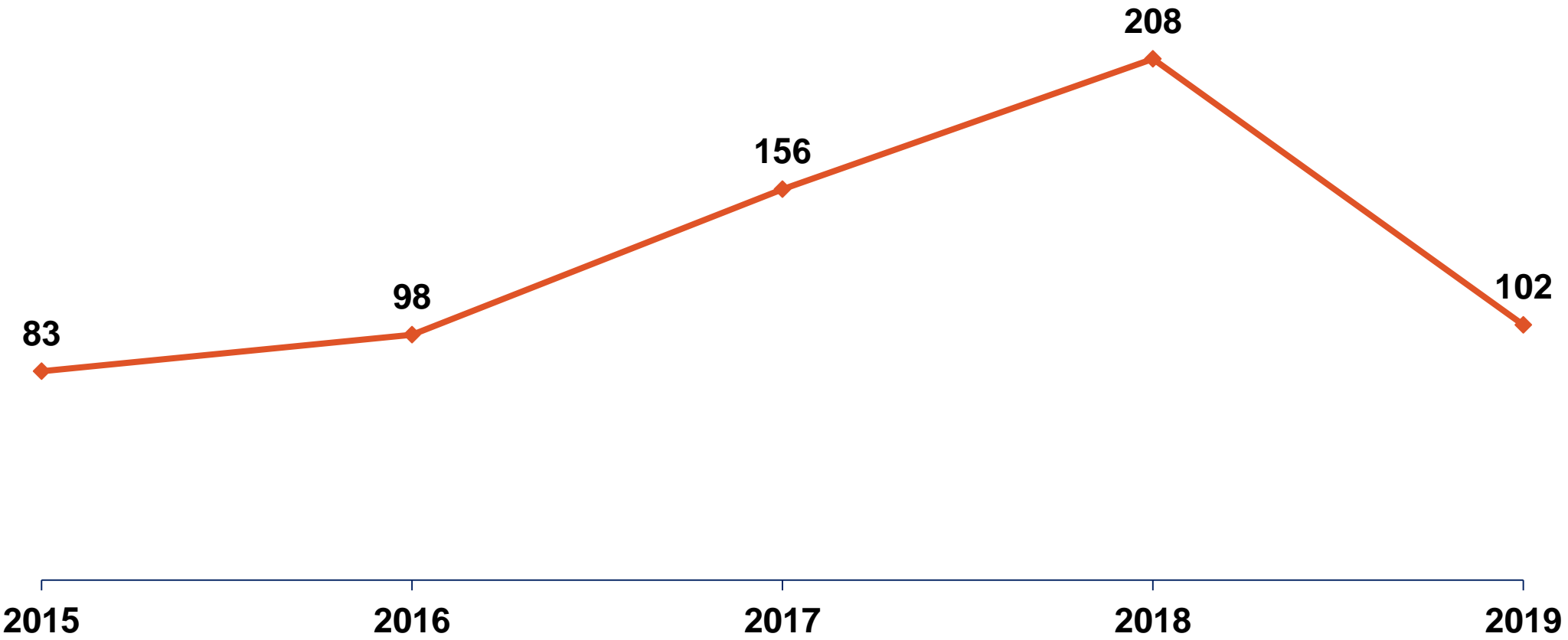
# Net Sales Revenue (USD mn)



# EBITDA & Net Profit

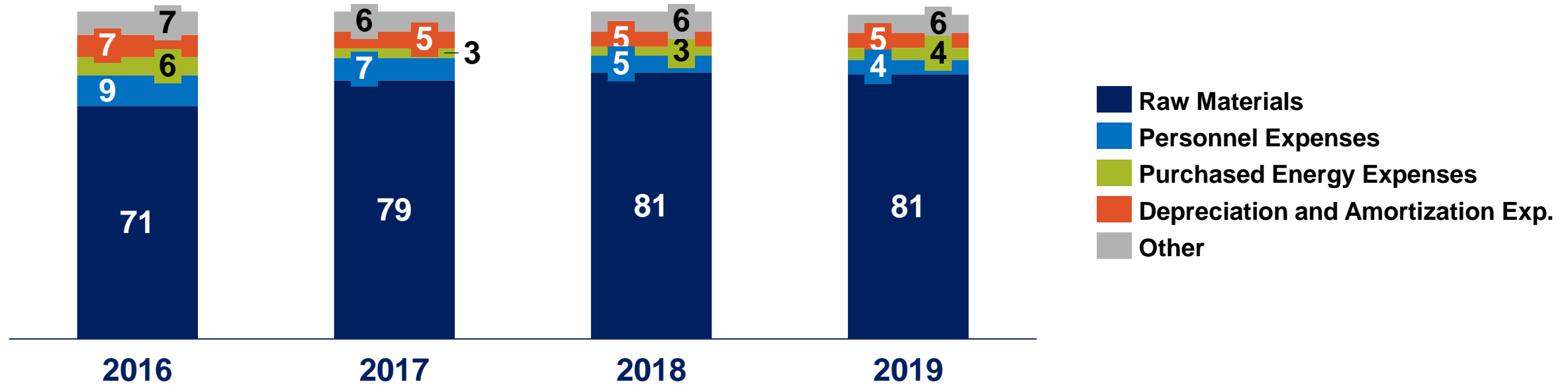


# EBITDA per Ton (USD/ton)

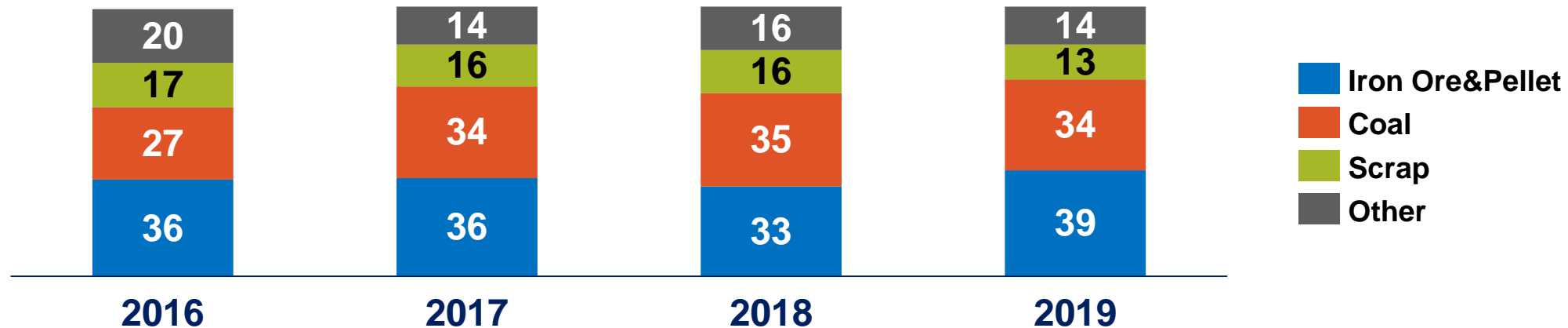


—◆— Main Product

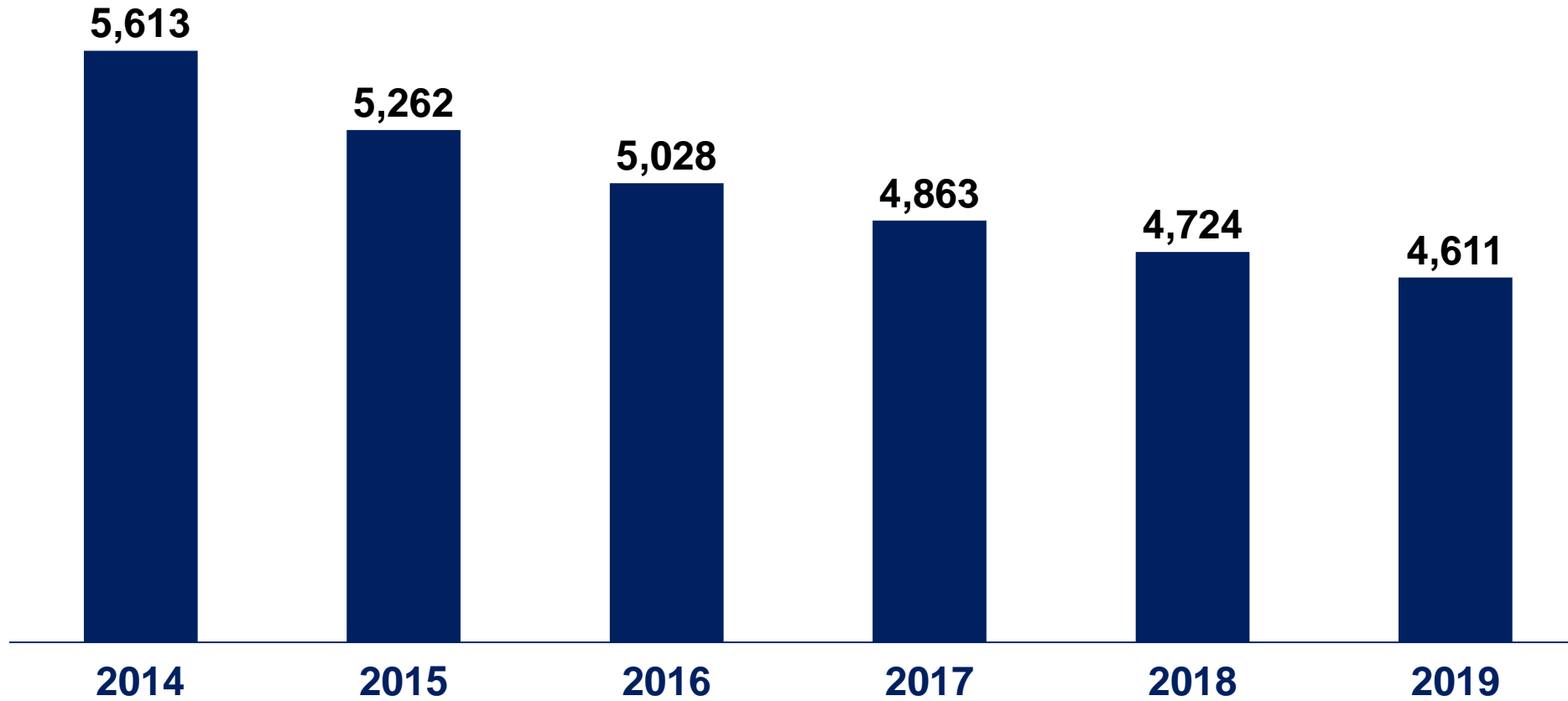
# Cost of Sales Breakdown\* (%)



## Raw Materials Breakdown (%)



# Number of Employees



# Appendix – EBITDA Detail



	Note	01.01.2019- 31.12.2019 (Thousand USD)	01.01.2019- 31.12.2019 (Thousand TRY)
<b>Presentation Currency Translation</b>	2.1		5.6695
<b>Operating Profit</b>		459,482	2,605,034
<b>Depreciation and Amortisation Expenses</b>		113,478	643,362
Cost of Sales	23	109,535	621,011
Marketing Expenses	25	3,317	18,804
General Administrative Expenses	25	626	3,547
<b>POA Classification</b>		(791)	(4,483)
Interest Income for Overdue Receivables	26	(77)	(434)
Rediscount Income	26	(714)	(4,049)
		<b>572,169</b>	<b>3,243,913</b>





## İsdemir Investor Relations

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