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# 2022 12 Months Investor Presentation

03.03.2023

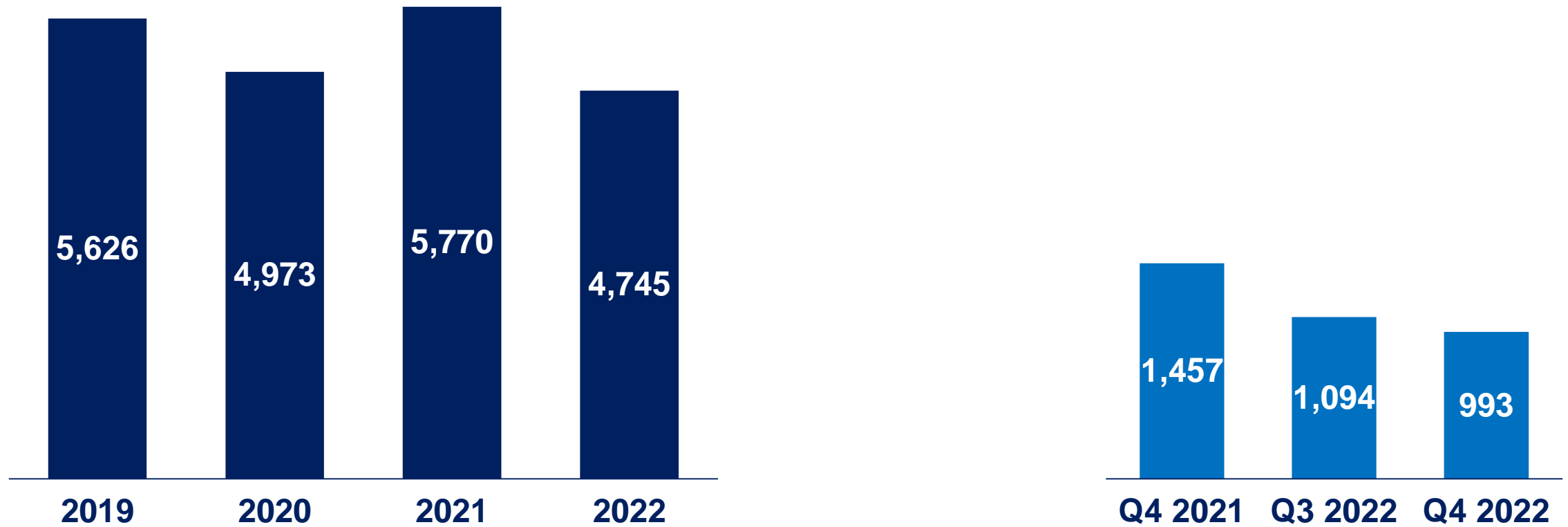


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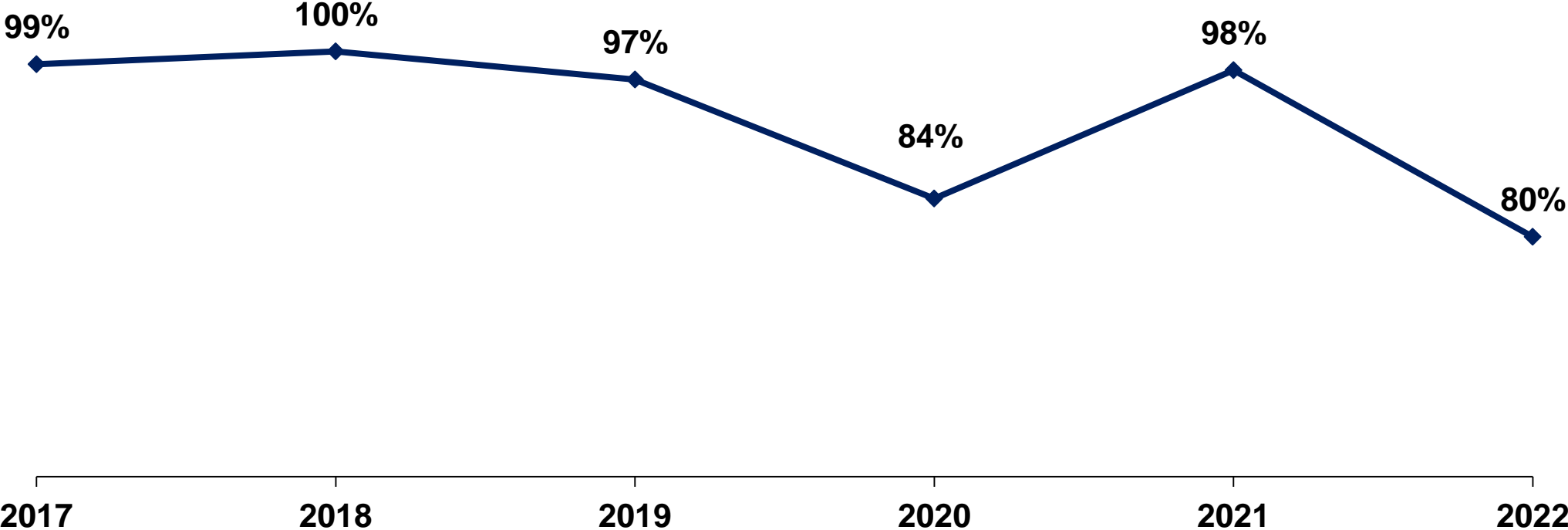
# Operational and Financial Highlights

Operational Highlights	2020	2021	2022	Change (12M)
Liquid Steel Production (000 tons)	4,973	5,770	<b>4,745</b>	-17.8%
Flat Steel Production (000 tons)	3,827	4,558	<b>3,871</b>	-15.1%
Long Steel Production (000 tons)	992	857	<b>736</b>	-14.1%
Flat Steel Shipments (000 tons)	3,925	4,364	<b>3,992</b>	-8.5%
Long Steel Shipments (000 tons)	1,006	846	<b>764</b>	-9.7%
Financial Highlights	2020	2021	2022	Change (12M)
Net Sales Revenue (USD mn)	2,416	4,318	<b>4,153</b>	-3.8%
EBITDA (USD mn)	525	1,647	<b>702</b>	-57.4%
Net Profit (USD mn)	346	765	<b>450</b>	-41.2%

# Liquid Steel Production (000 tons)



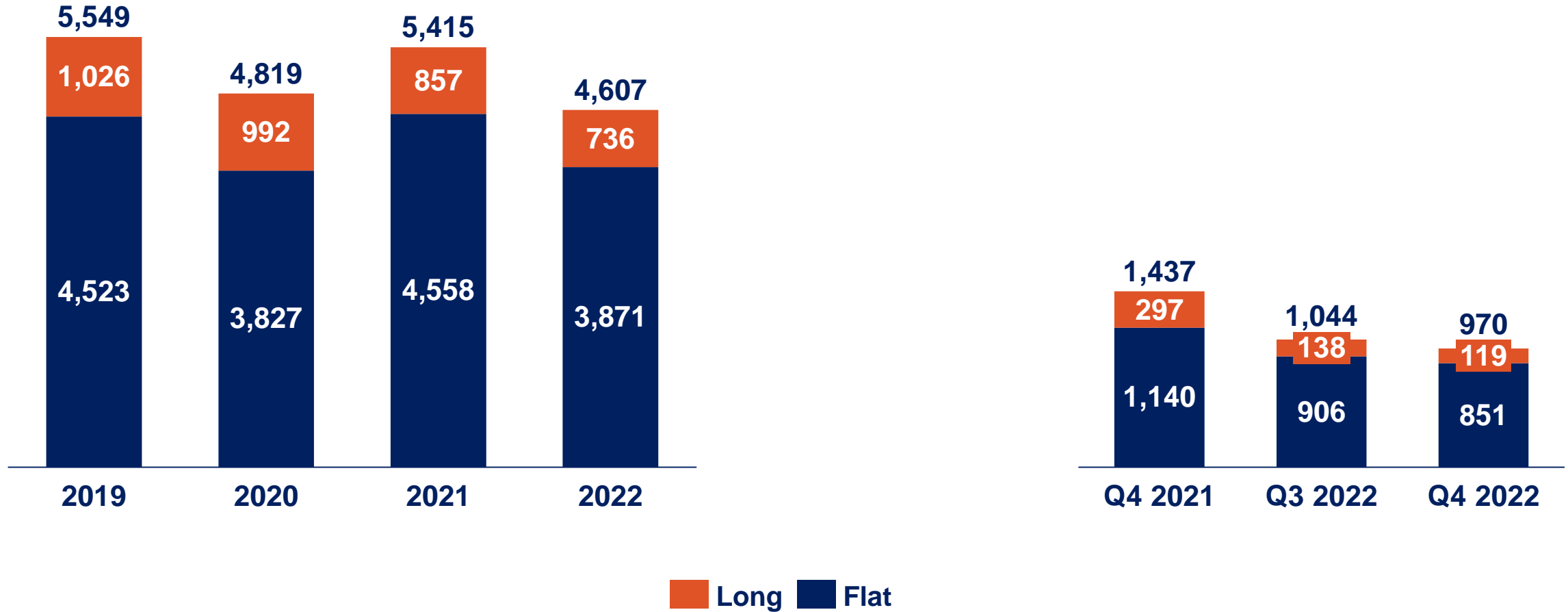
# Crude Steel Capacity Utilization Ratio



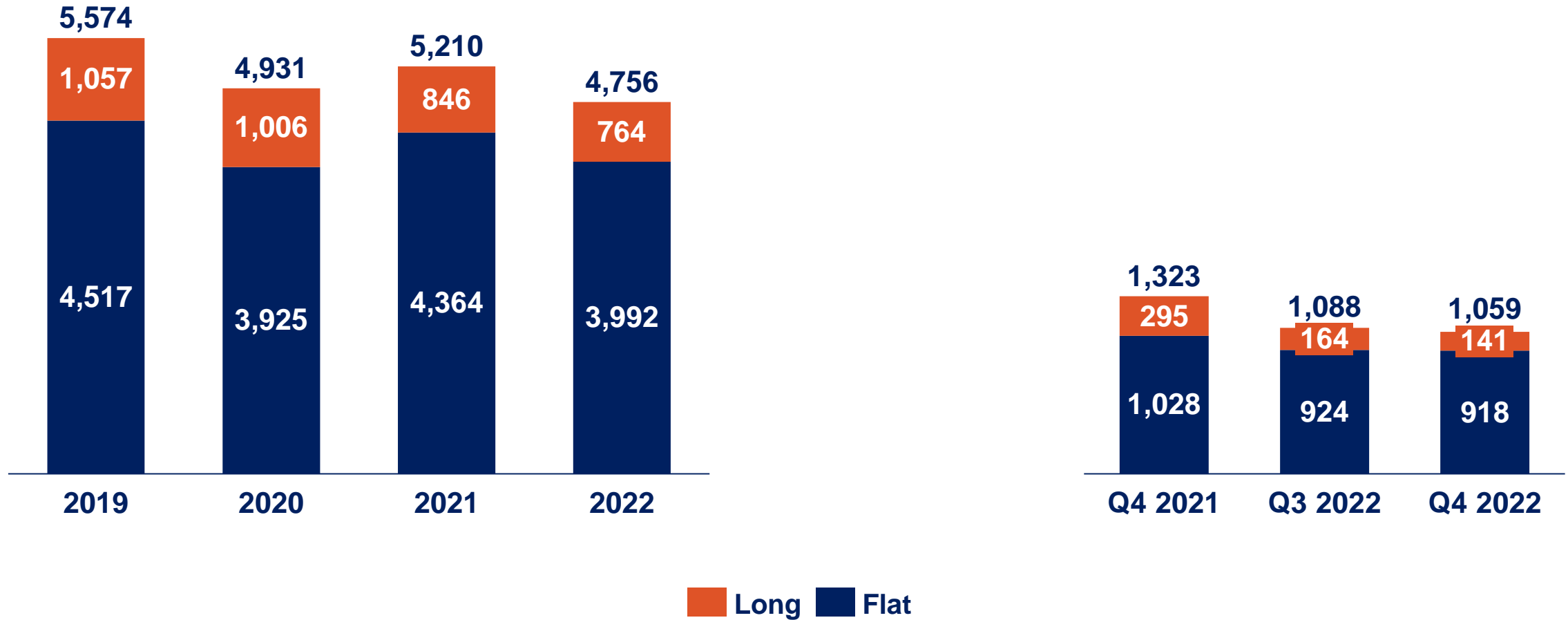
—◆— İsdemir



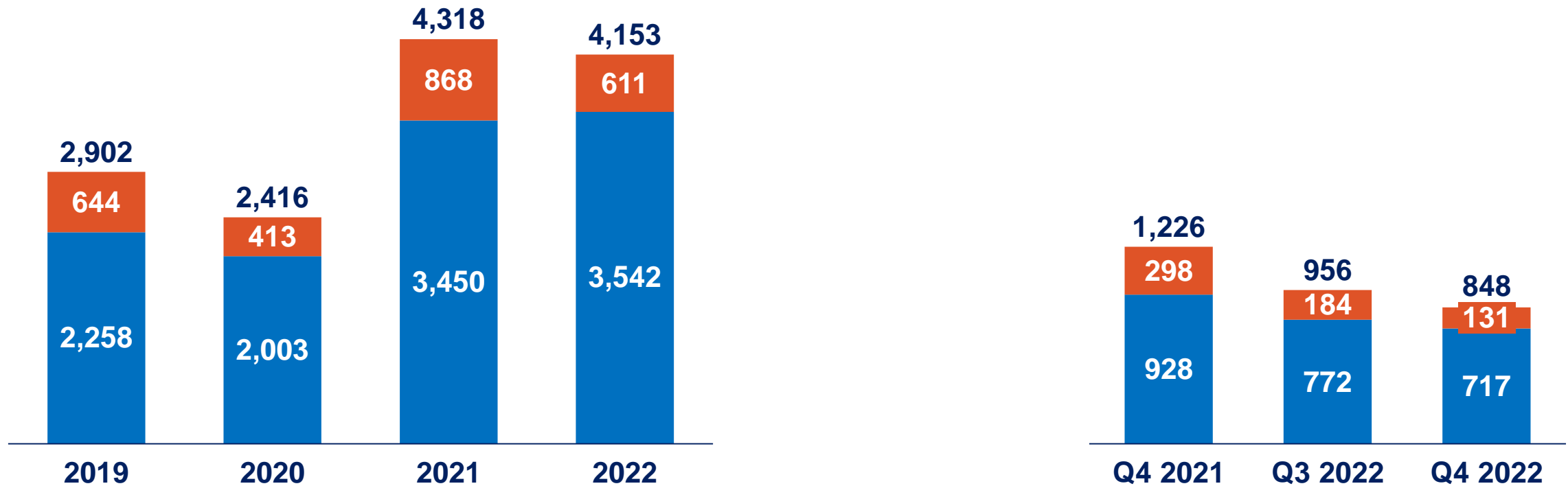
# Production (000 tons)



# Sales Volume (000 tons)



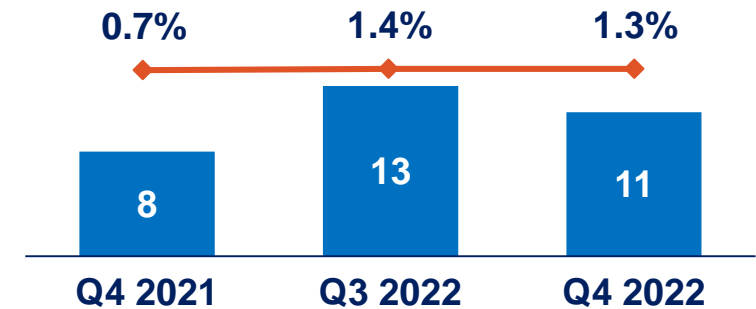
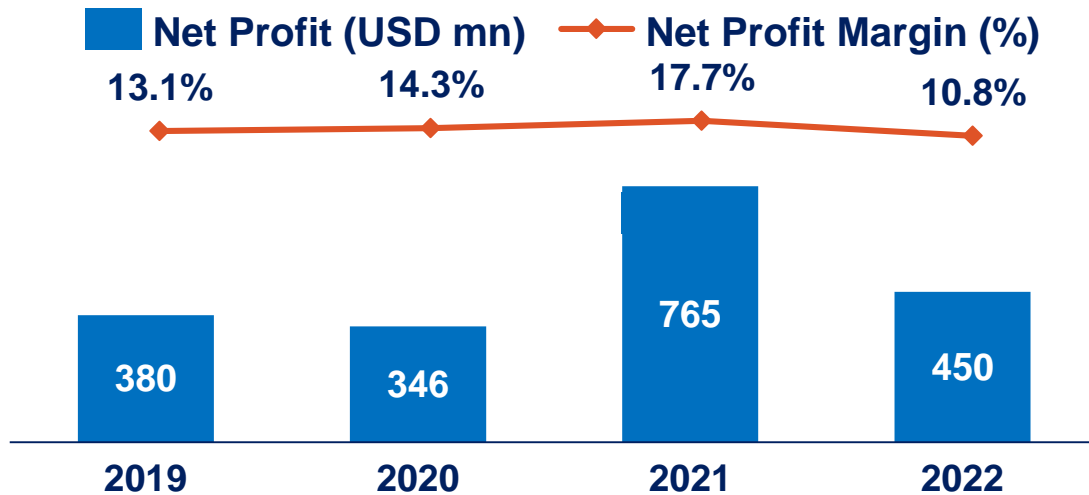
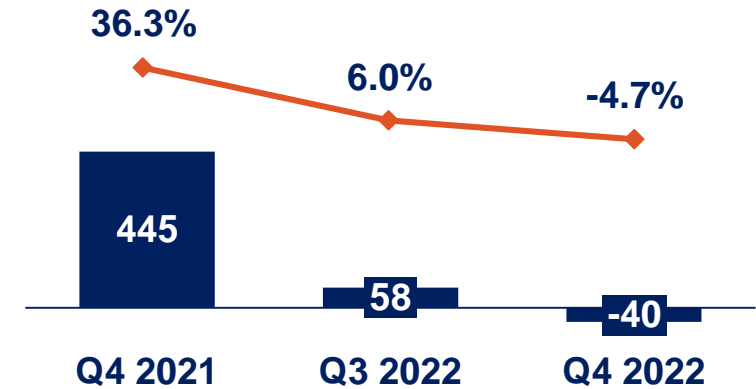
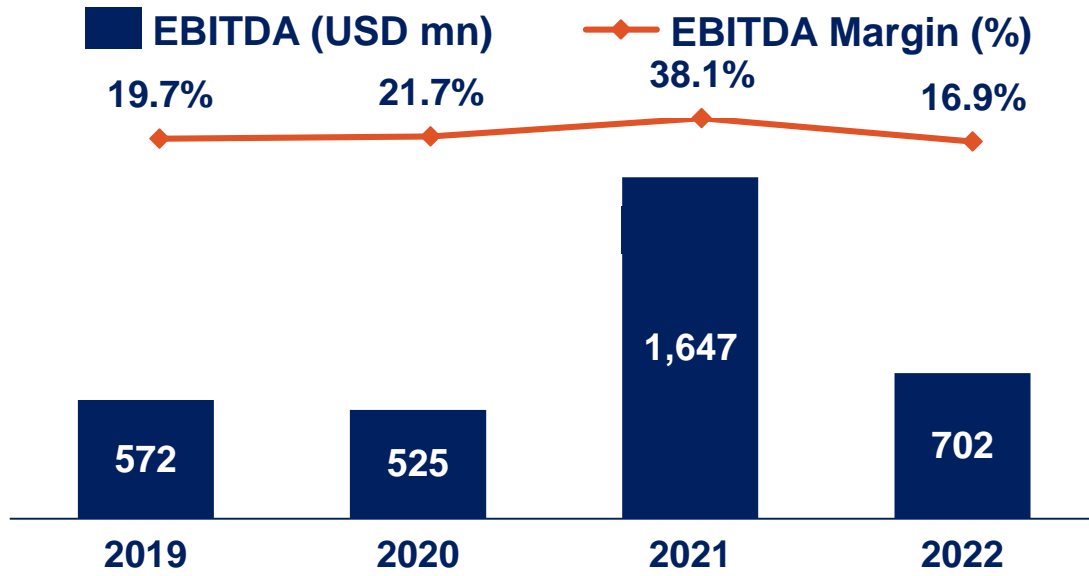
# Net Sales Revenue (USD mn)



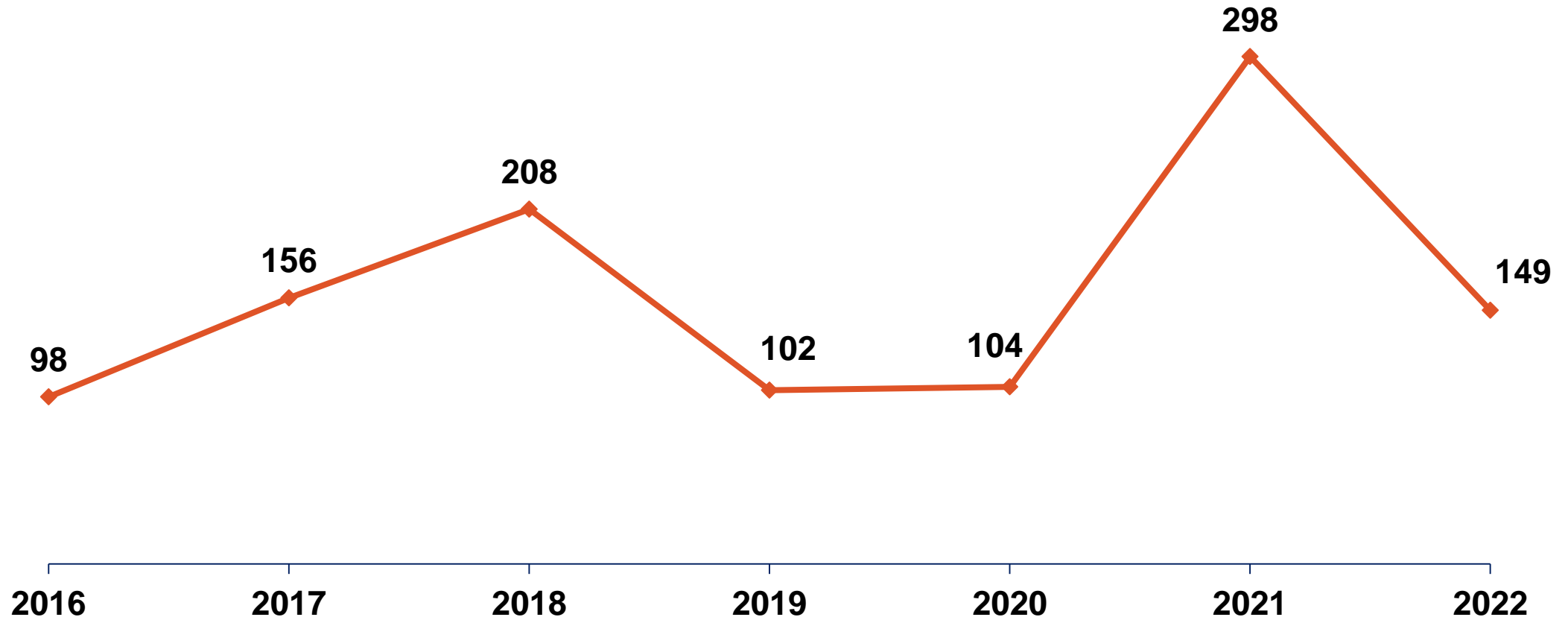
Export Domestic



# EBITDA & Net Profit



# EBITDA per Ton (USD/ton)

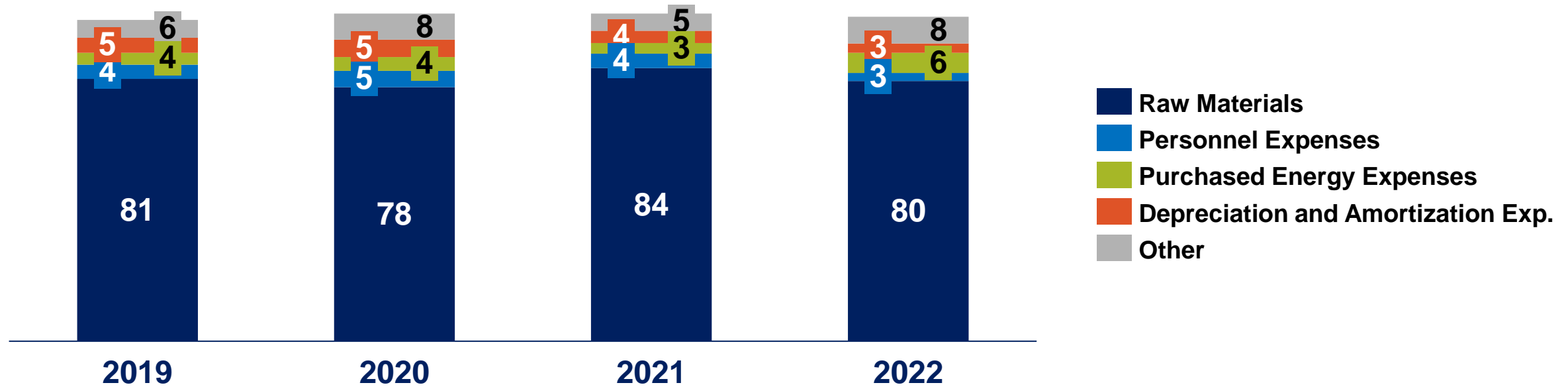


—◆— Main Product

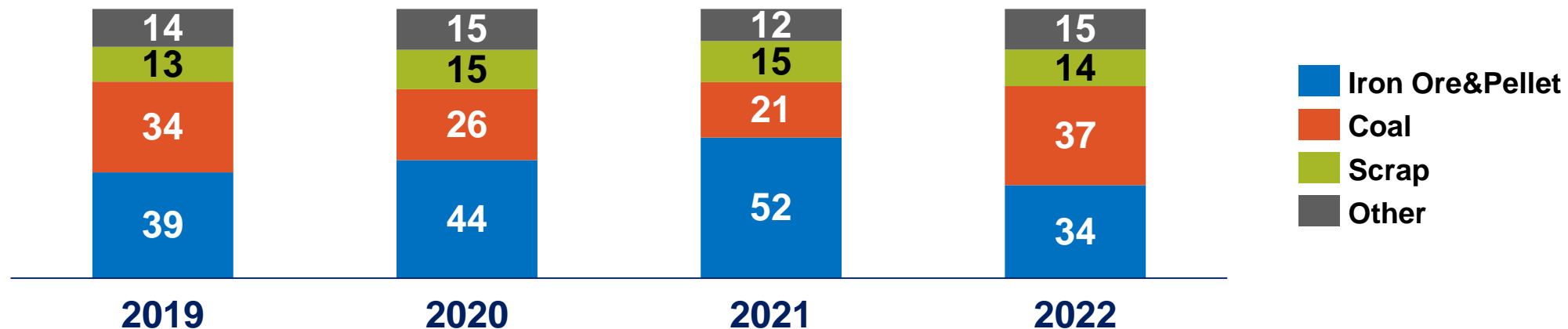


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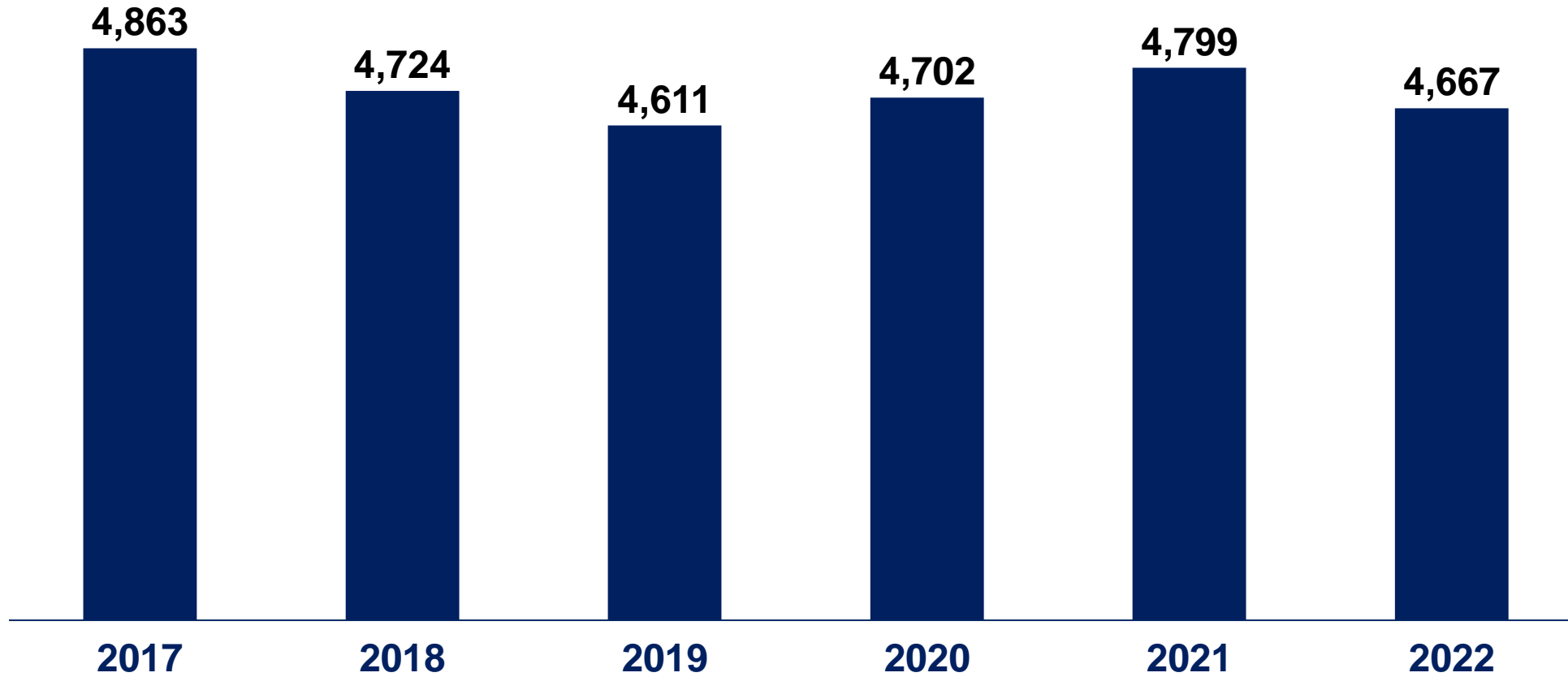
# Cost of Sales Breakdown\* (%)



## Raw Materials Breakdown (%)



# Number of Employees



# Appendix – EBITDA Detail



	Note	01.01.2022- 31.12.2022 (Thousand USD)	01.01.2022 - 31.12.2022 (Thousand TRY)
Presentation Currency Translation	2.1		14.9314
<b>Operating Profit</b>		<b>609,666</b>	<b>9,103,169</b>
<b>Depreciation and Amortisation Expenses</b>		<b>105,575</b>	<b>1,576,372</b>
Cost of Sales	23	101,372	1,513,623
Marketing Expenses	25	3,521	52,573
General Administrative Expenses	25	682	10,176
<b>POA Classification</b>		<b>(13,146)</b>	<b>(196,274)</b>
Insurance Indemnity Income	26	(32,362)	(483,217)
Interest Income for Overdue Receivables	26	(213)	(3,175)
Rediscount Income	26	(139)	(2,061)
Allowance for Impairment on Inventories	23	19,568	(292,179)
		<b>702,095</b>	<b>10,483,267</b>





## İsdemir Investor Relations

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