



MINING
METALLURGY



2021 12 Months Investor Presentation

10.02.2022



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Disclaimer

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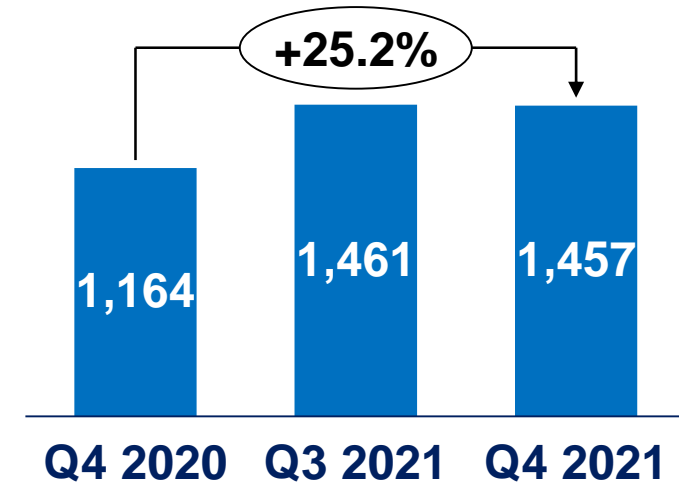
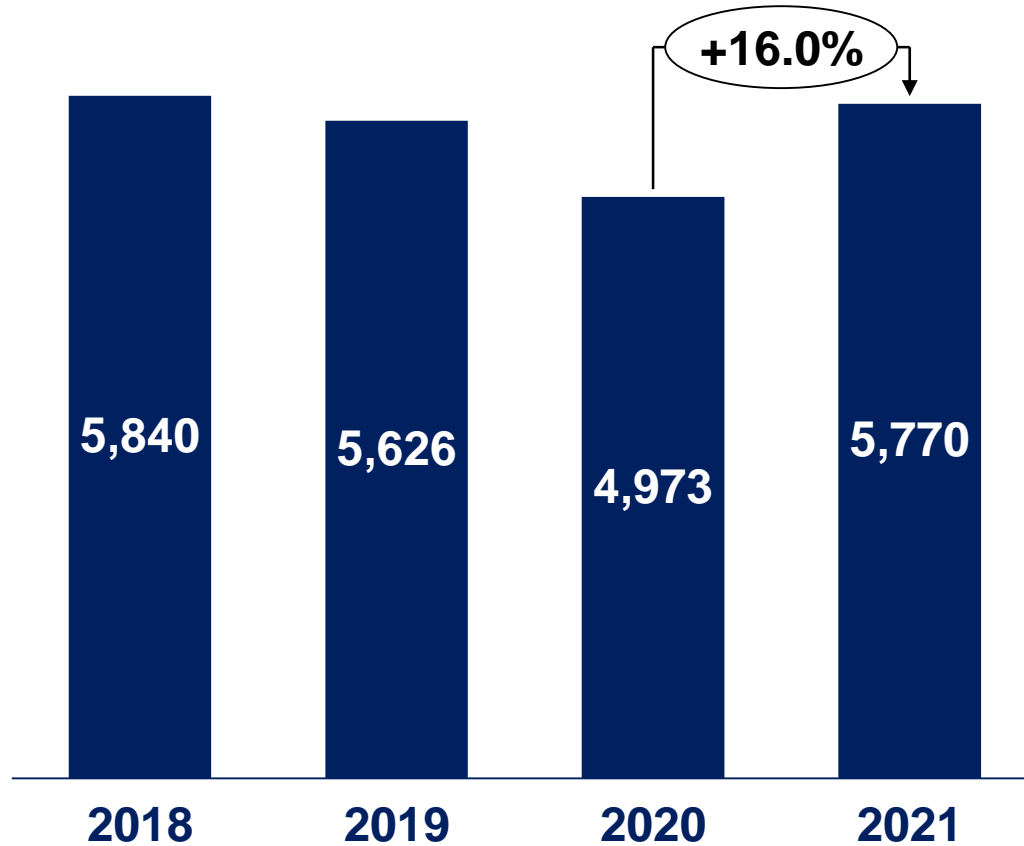
Operational and Financial Highlights

Operational Highlights	2019	2020	2021	Change (12M)
Liquid Steel Production (000 tons)	5,626	4,973	5,770	16.0%
Flat Steel Production (000 tons)	4,523	3,827	4,558	19.1%
Long Steel Production (000 tons)	1,026	992	857	-13.6%
Flat Steel Shipments (000 tons)	4,517	3,925	4,364	11.2%
Long Steel Shipments (000 tons)	1,057	1,006	846	-15.9%

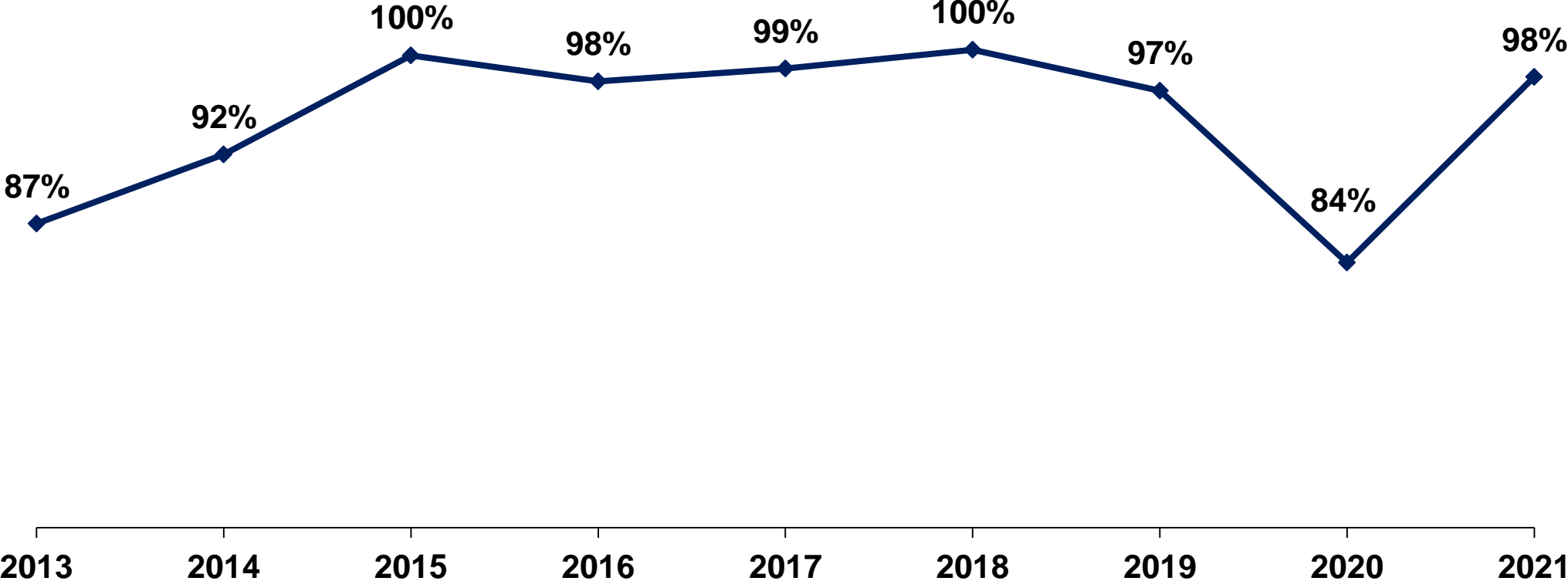
Financial Highlights	2019	2020	2021	Change (12M)
Net Sales Revenue (USD mn)	2,902	2,416	4,318	78.7%
EBITDA (USD mn)	572	525	1,647	213.7%
Net Profit (USD mn)	380	346	765	121.1%

Liquid Steel Production (000 tons)

Liquid steel production increased by 25.2% YoY in Q4 2021.



Crude Steel Capacity Utilization Ratio



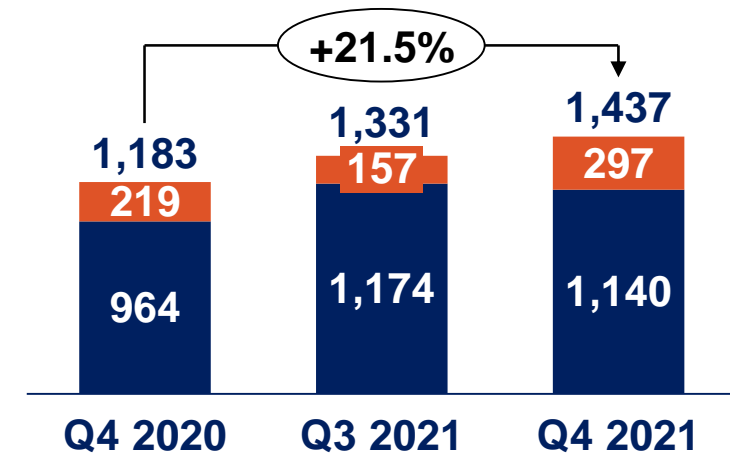
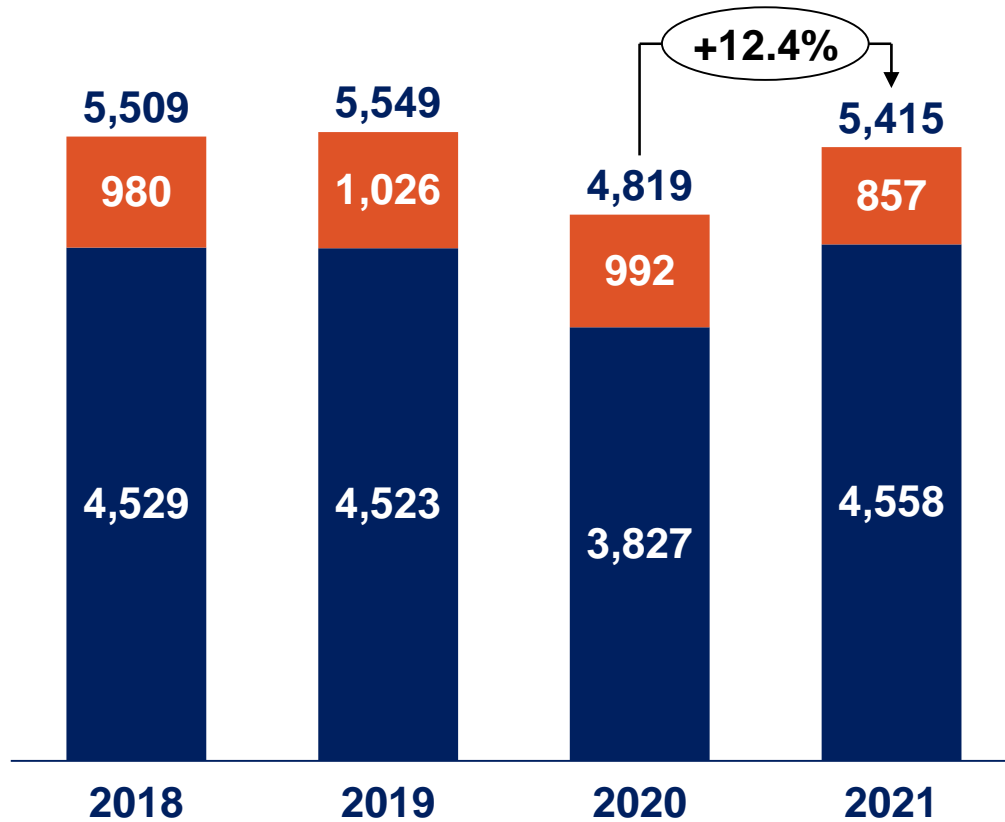
—◆— İsdemir



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Production (000 tons)

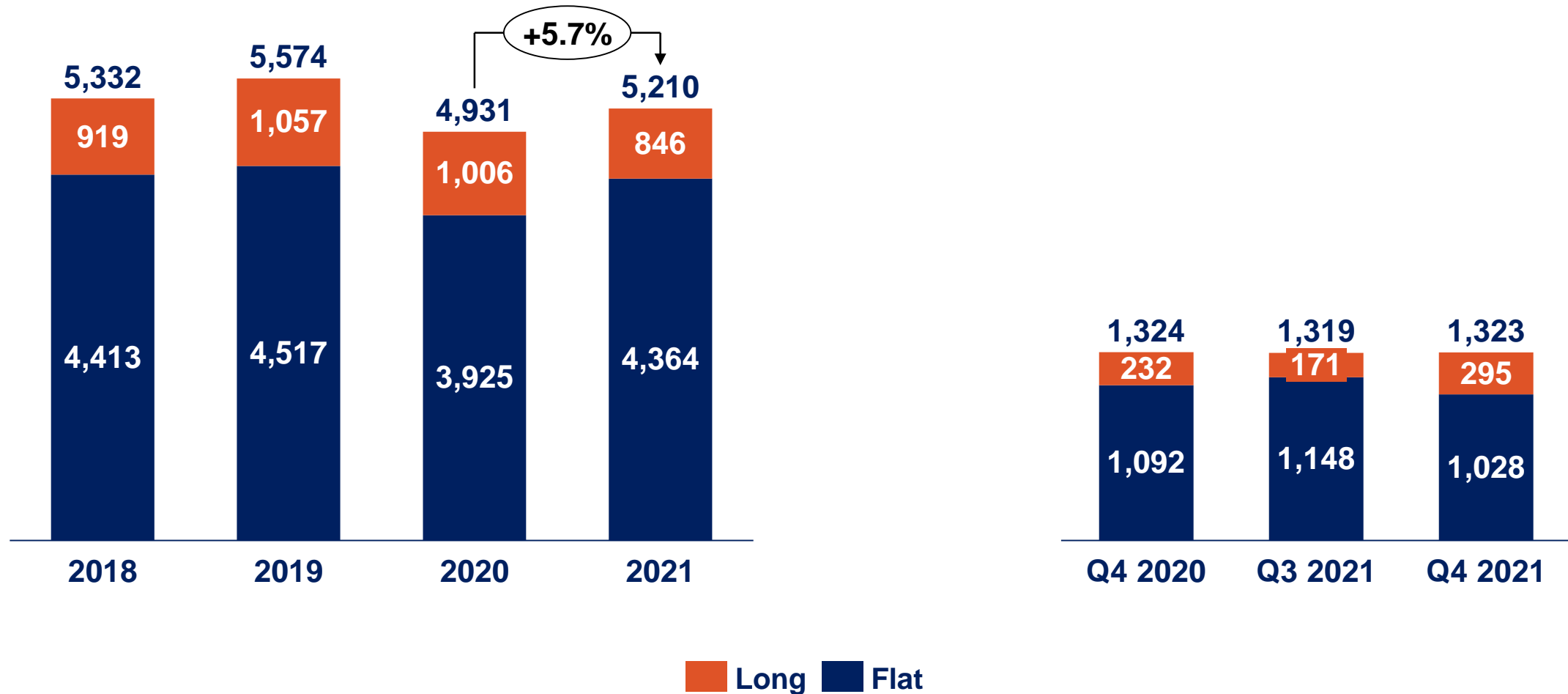
Total production increased by 21.5% YoY in Q4 2021.



Long Flat

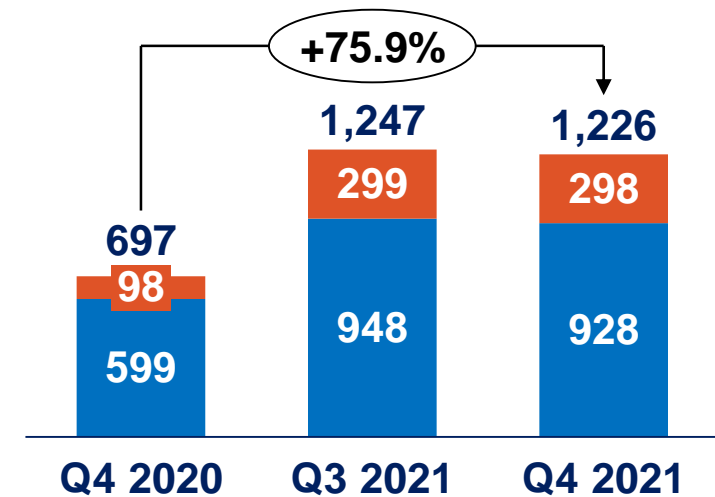
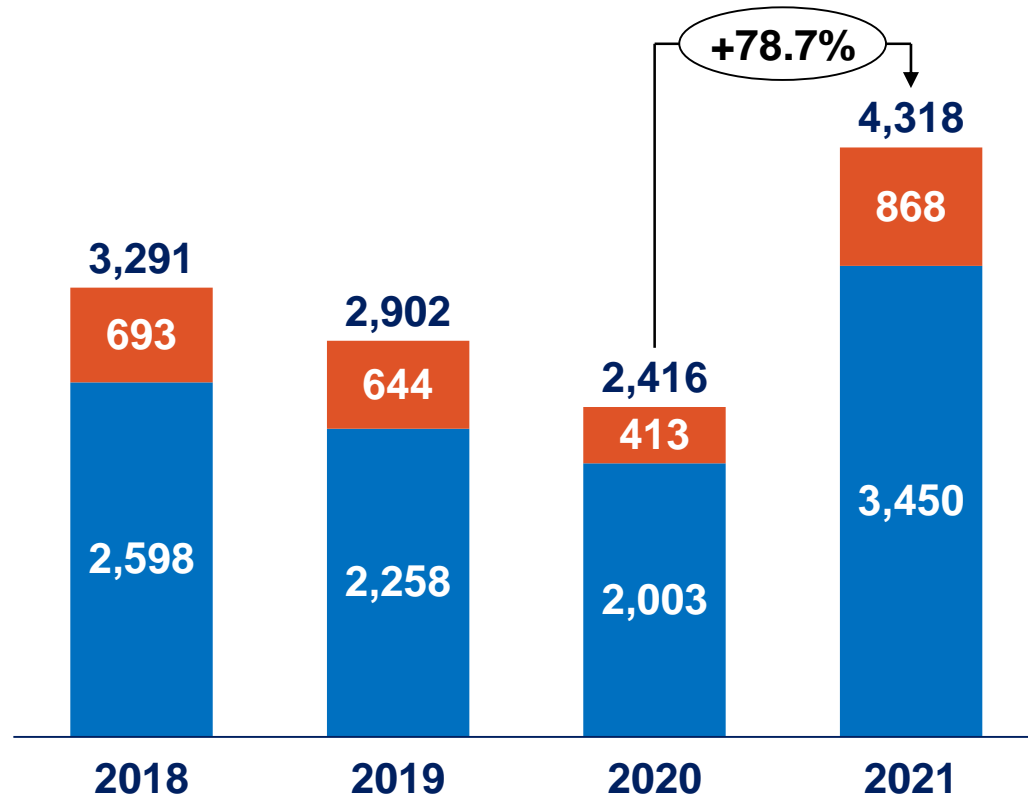
Sales Volume (000 tons)

Total sales volume increased by 5.7% YoY in 2021.



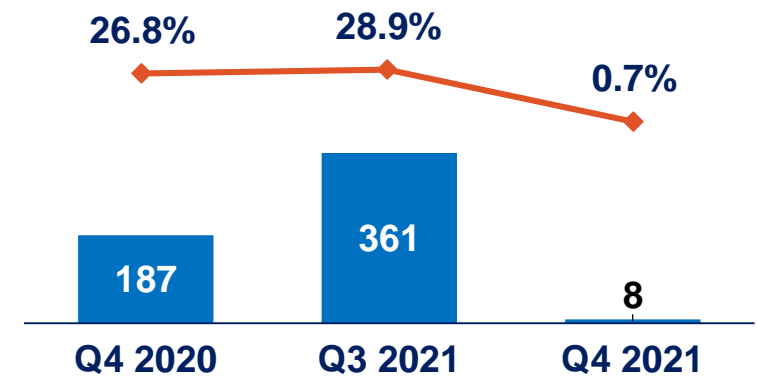
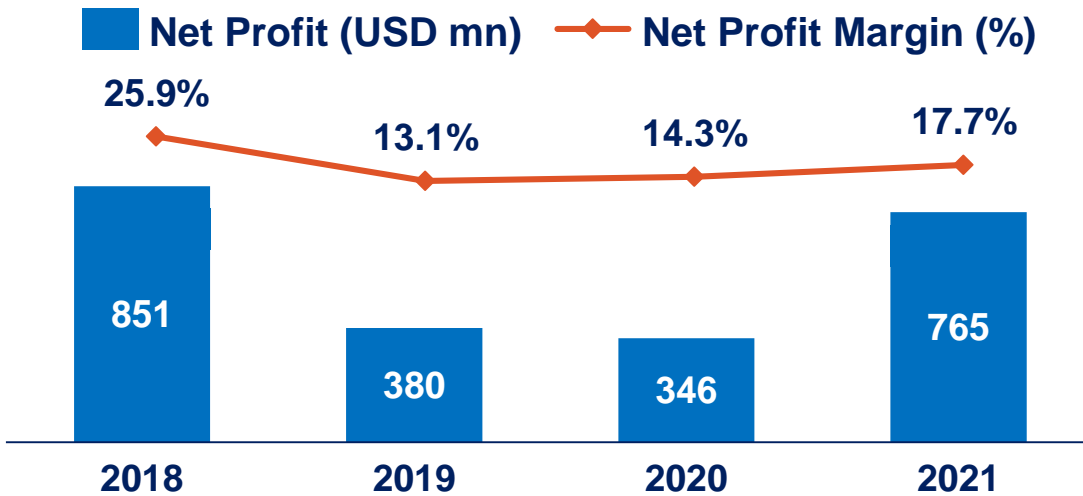
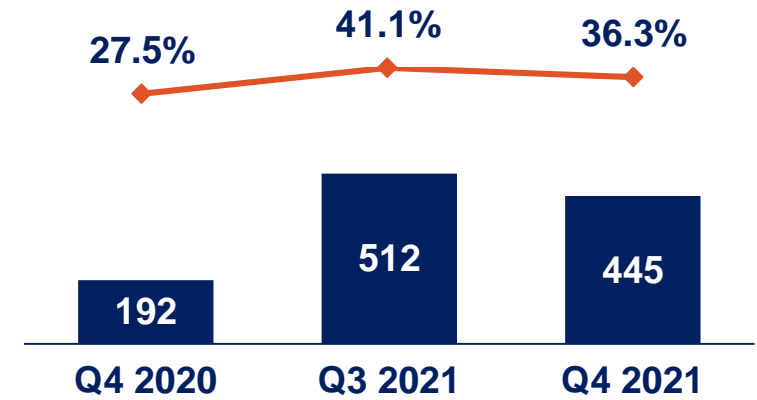
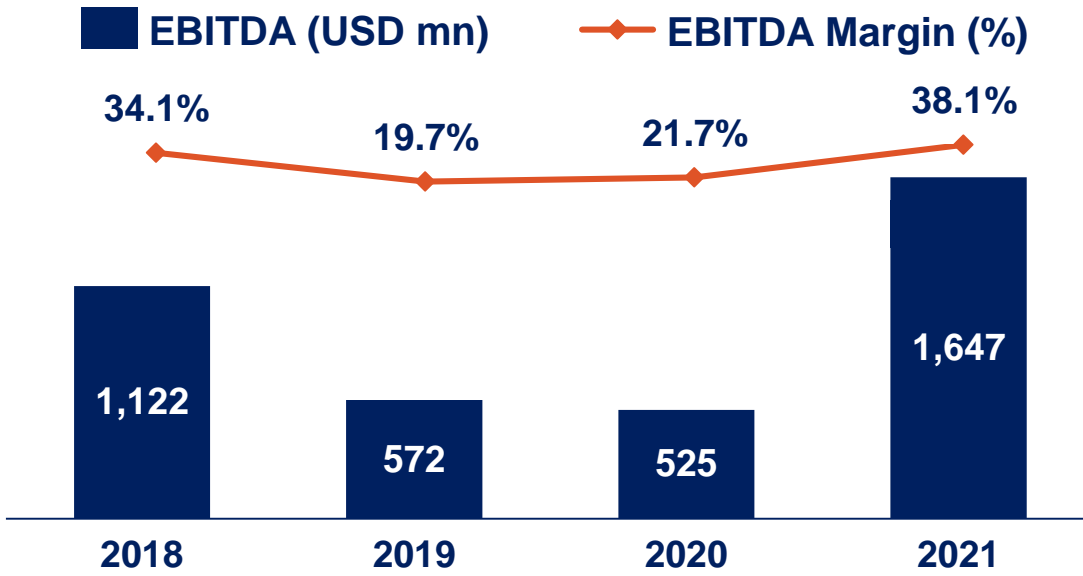
Net Sales Revenue (USD mn)

Total sales revenue increased by 78.7% YoY in 2021.

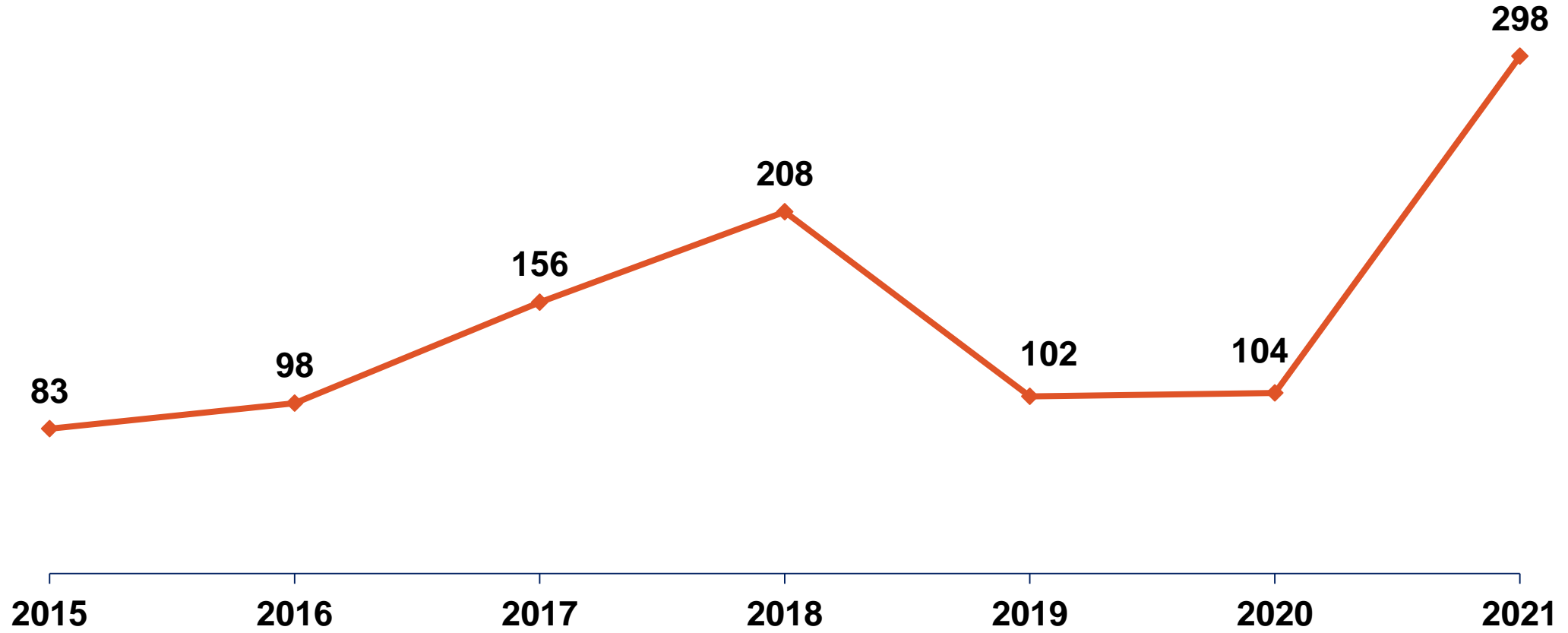


Export Domestic

EBITDA & Net Profit



EBITDA per Ton (USD/ton)

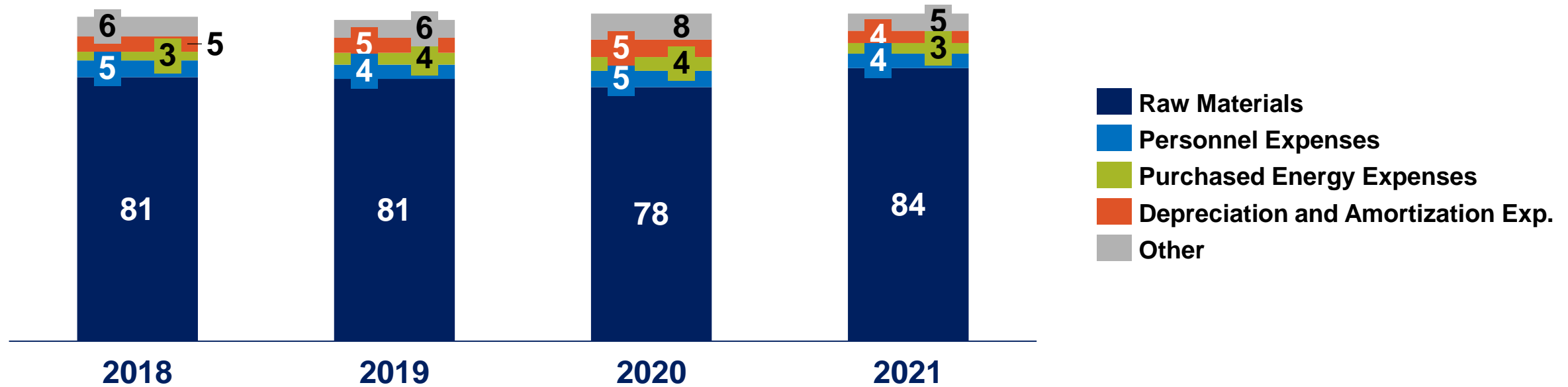


—◆— Main Product

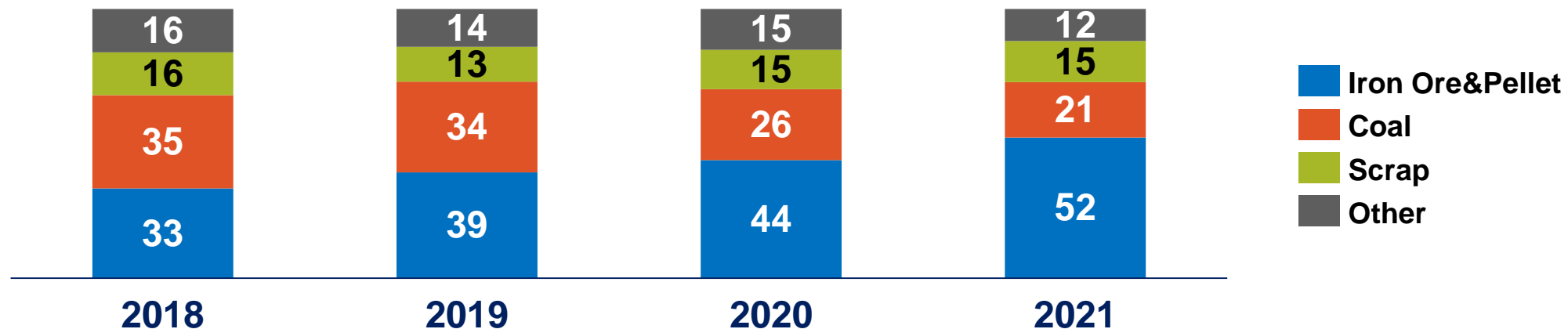


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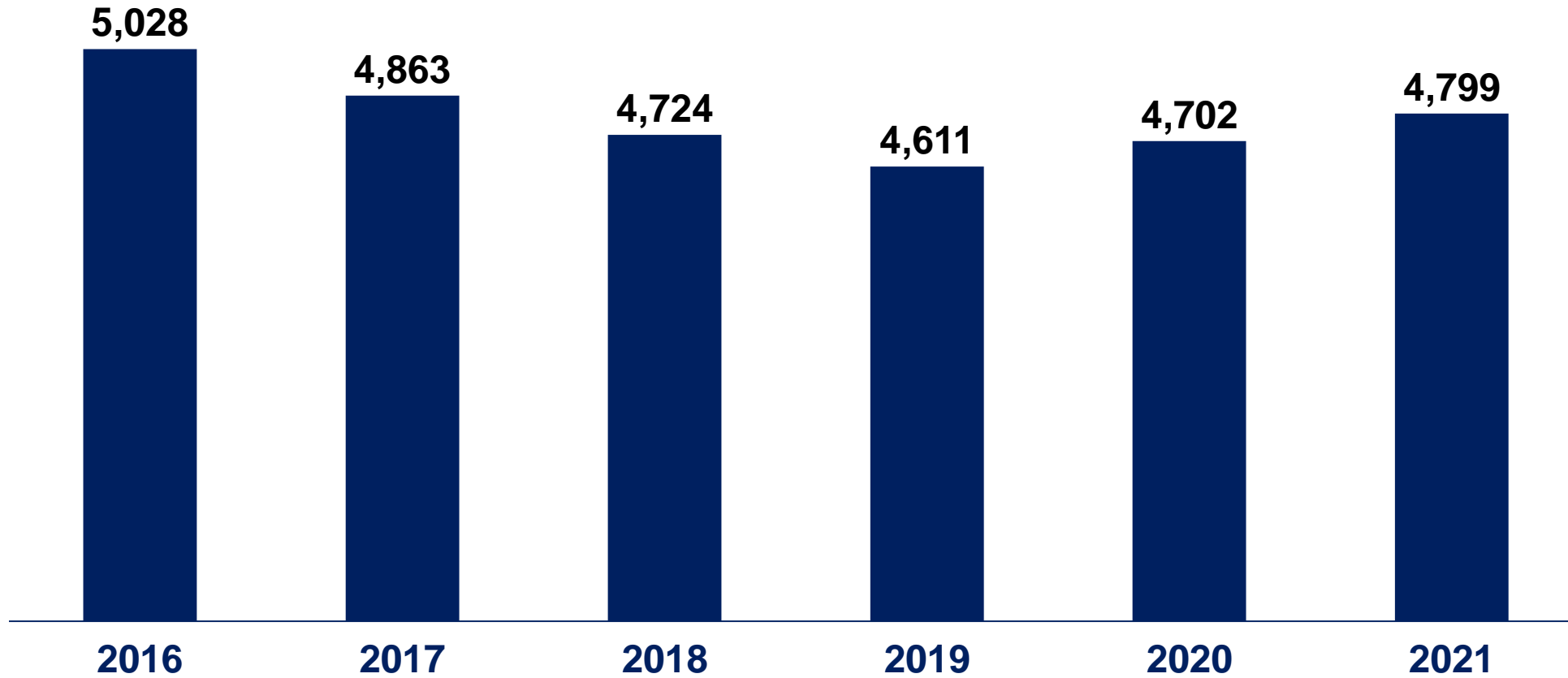
Cost of Sales Breakdown* (%)



Raw Materials Breakdown (%)



Number of Employees



Appendix – EBITDA Detail



	Note	01.01.2021- 31.12.2021 (Thousand USD)	01.01.2021- 31.12.2021 (Thousand TRY)
Presentation Currency Translation	2.1		8.4537
Operating Profit		1,538,907	13,009,462
Depreciation and Amortisation Expenses		107,646	910,010
Cost of Sales	23	102,678	868,013
Marketing Expenses	25	4,332	36,619
General Administrative Expenses	25	636	5,378
POA Classification		164	1,380
Interest Income for Overdue Receivables	26	(31)	(263)
Rediscount Expenses	26	195	1,643
		1,646,717	13,920,852



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