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# 2023 12 Months Investor Presentation

22.02.2024



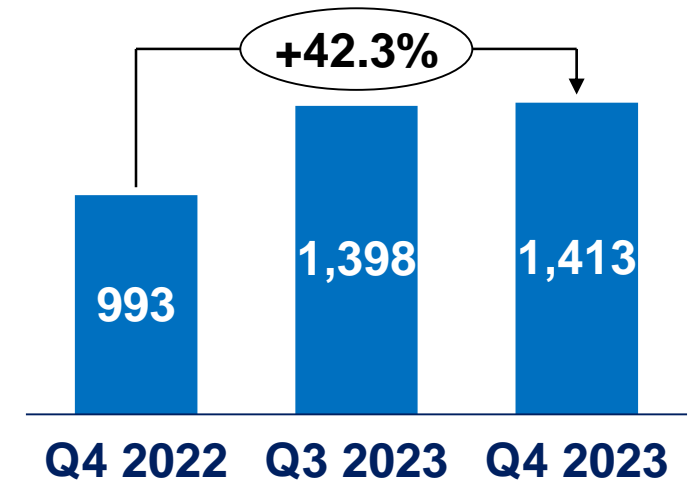
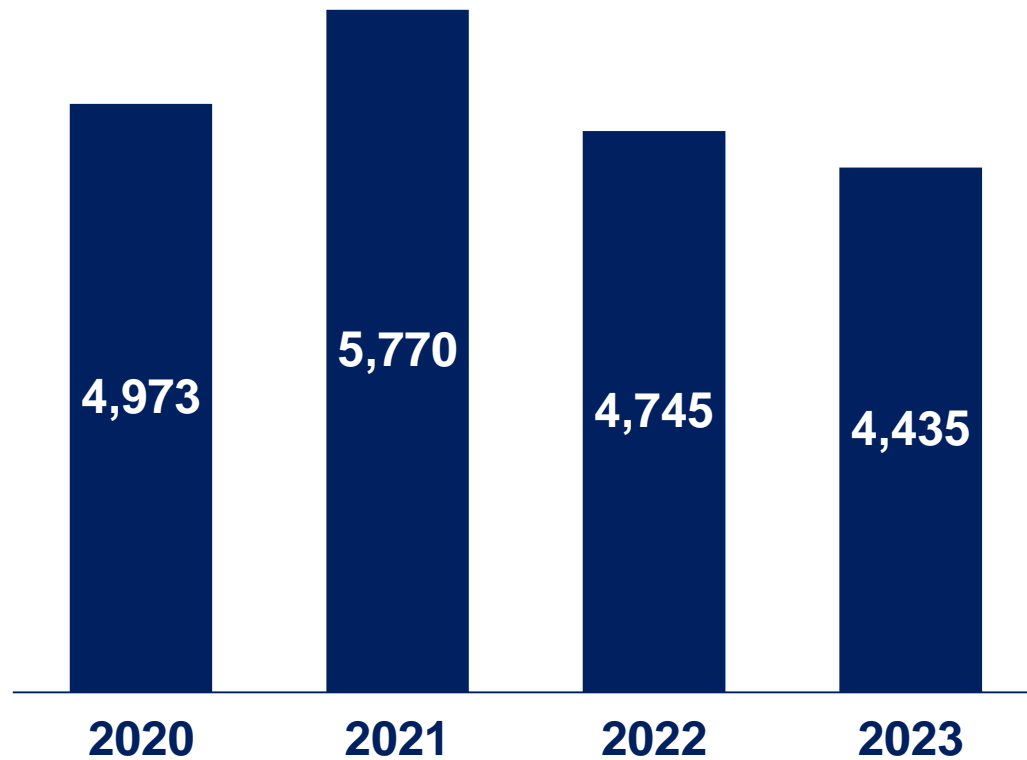
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# Operational and Financial Highlights

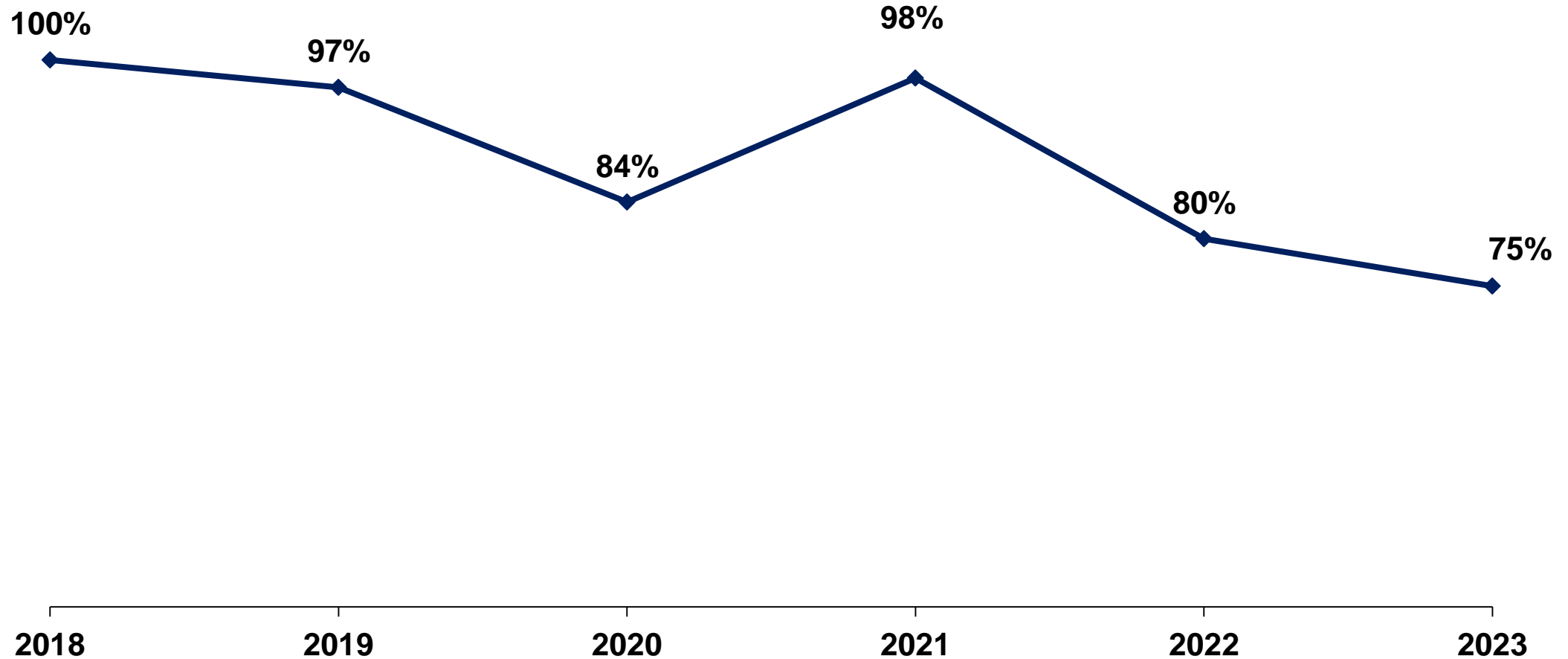
Operational Highlights	2021	2022	2023
Liquid Steel Production (000 tons)	5,770	4,745	<b>4,435</b>
Flat Steel Production (000 tons)	4,558	3,871	<b>3,734</b>
Long Steel Production (000 tons)	857	736	<b>652</b>
Flat Steel Shipments (000 tons)	4,364	3,992	<b>3,727</b>
Long Steel Shipments (000 tons)	846	764	<b>649</b>
Financial Highlights	2021	2022	2023
Net Sales Revenue (USD mn)	4,318	4,153	<b>3,181</b>
EBITDA (USD mn)	1,647	702	<b>250</b>
Net Profit (USD mn)	765	450	<b>165</b>

# Liquid Steel Production (000 tons)

Liquid steel production increased by 42.3% YoY in 4Q 2023.



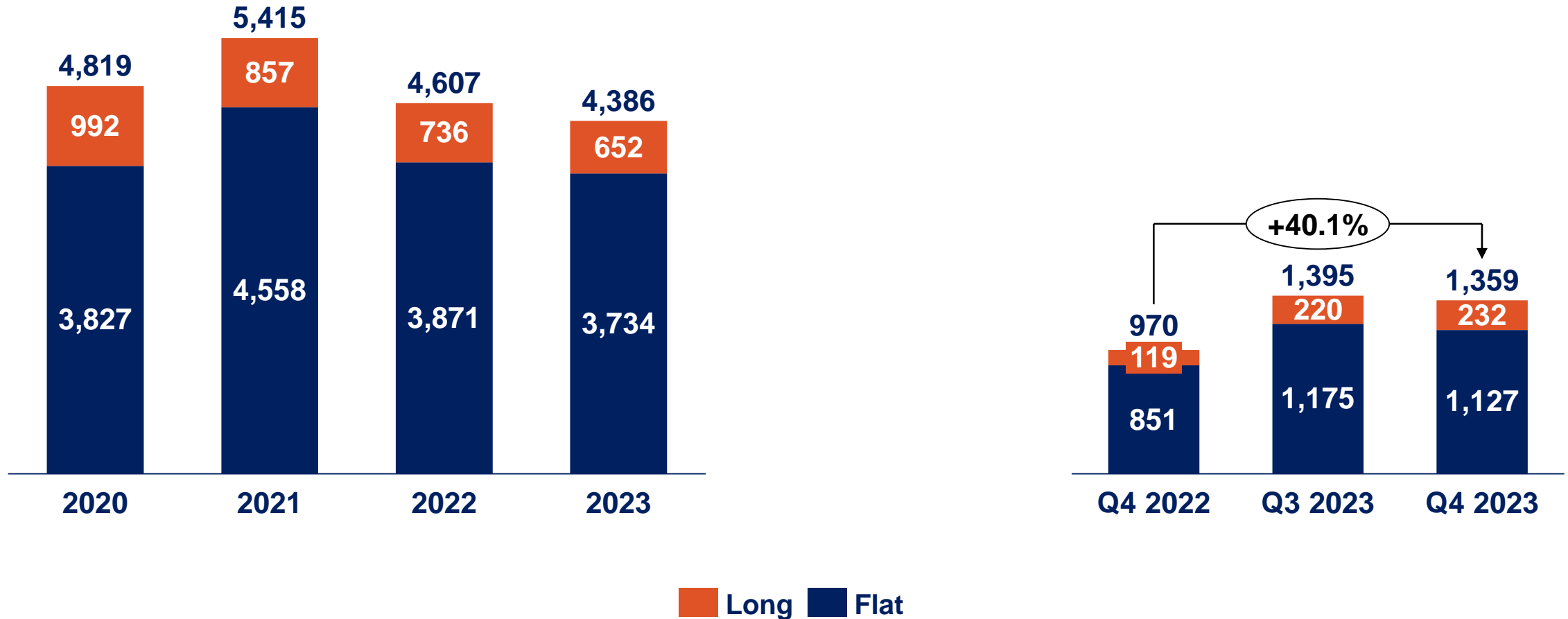
# Crude Steel Capacity Utilization Ratio



—◆— İsdemir

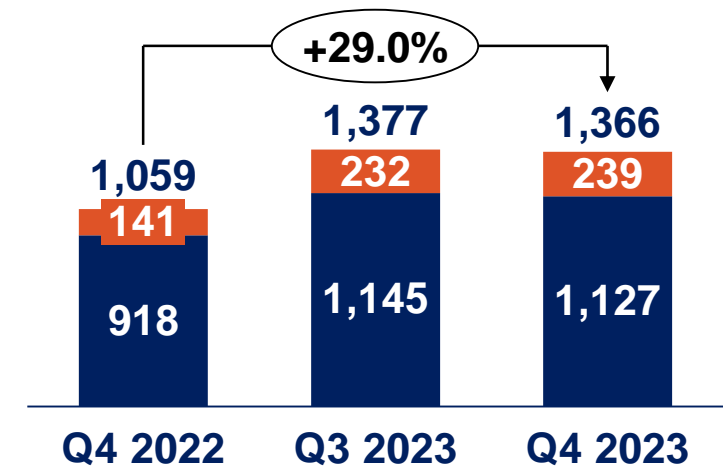
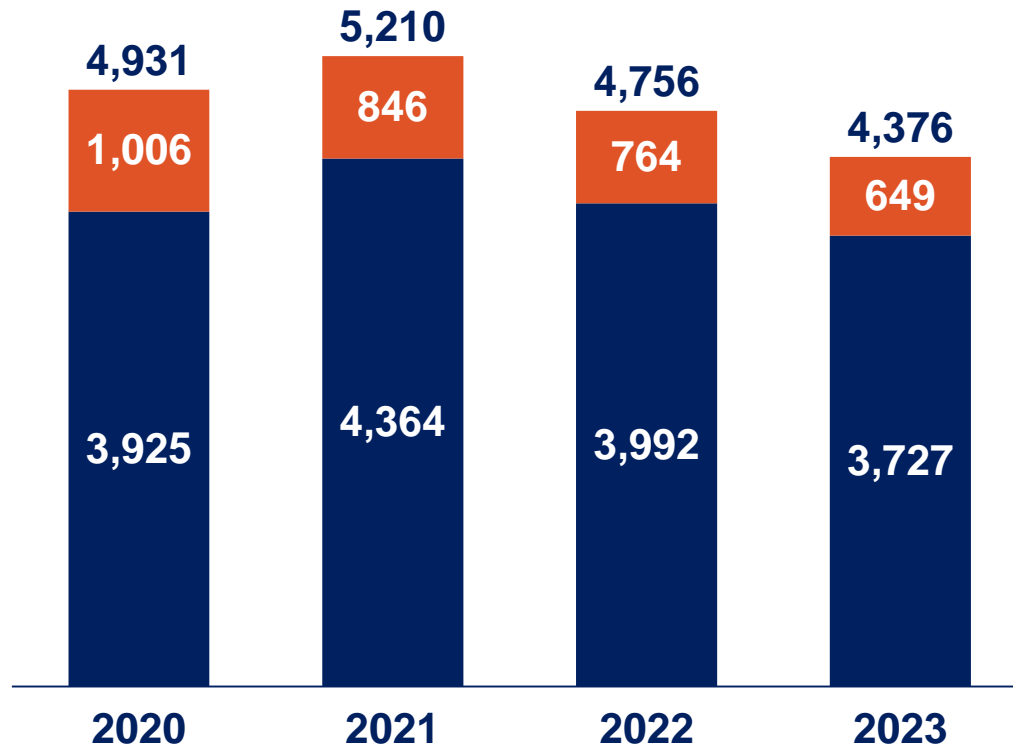
# Production (000 tons)

Total production increased by 40.1% YoY in 4Q 2023.



# Sales Volume (000 tons)

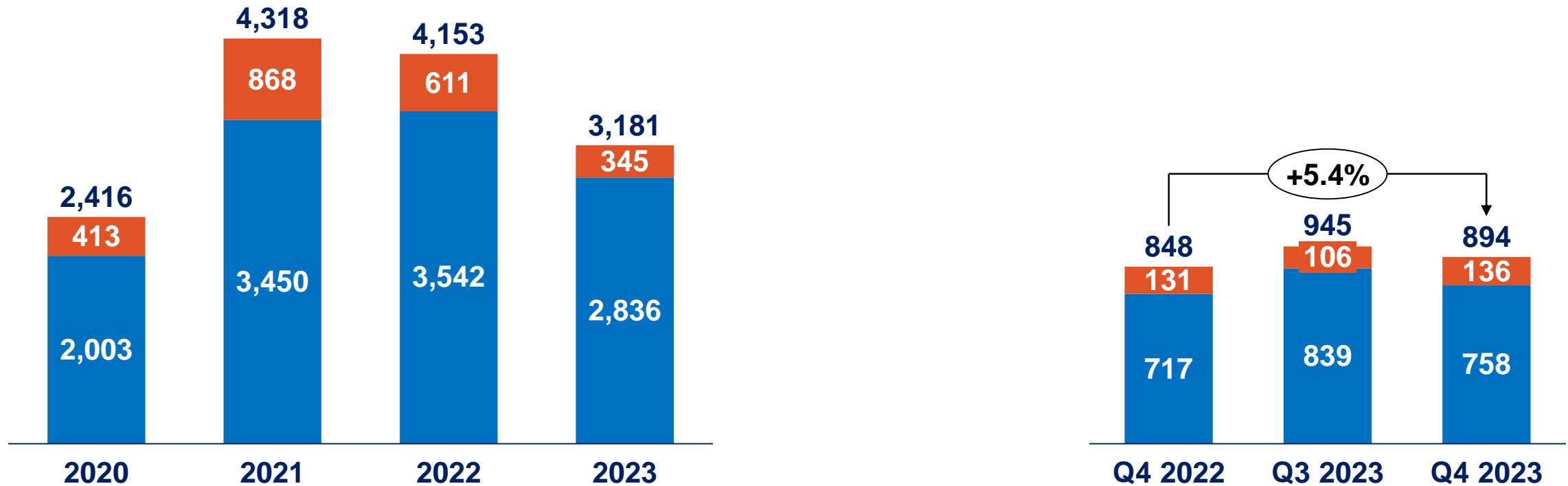
Total sales volume increased by 29% YoY in 4Q 2023.



■ Long 
 ■ Flat

# Net Sales Revenue (USD mn)

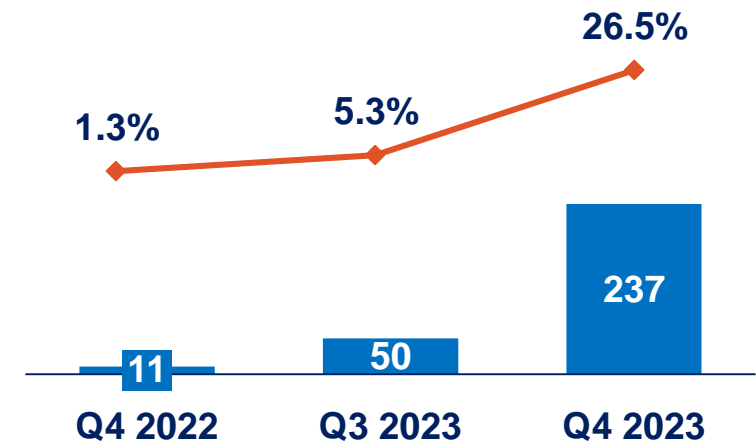
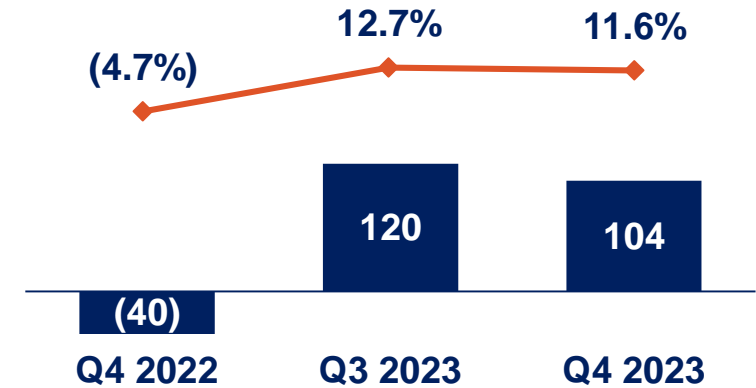
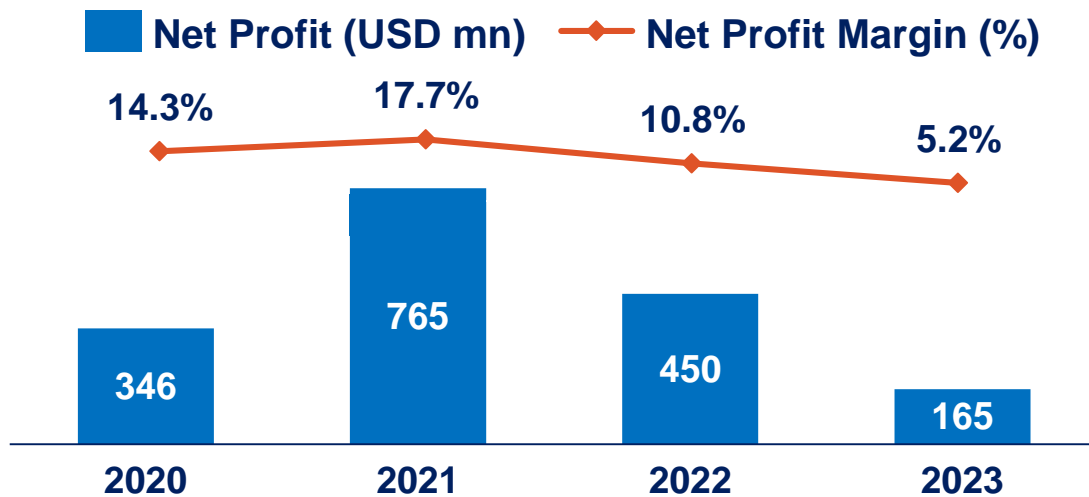
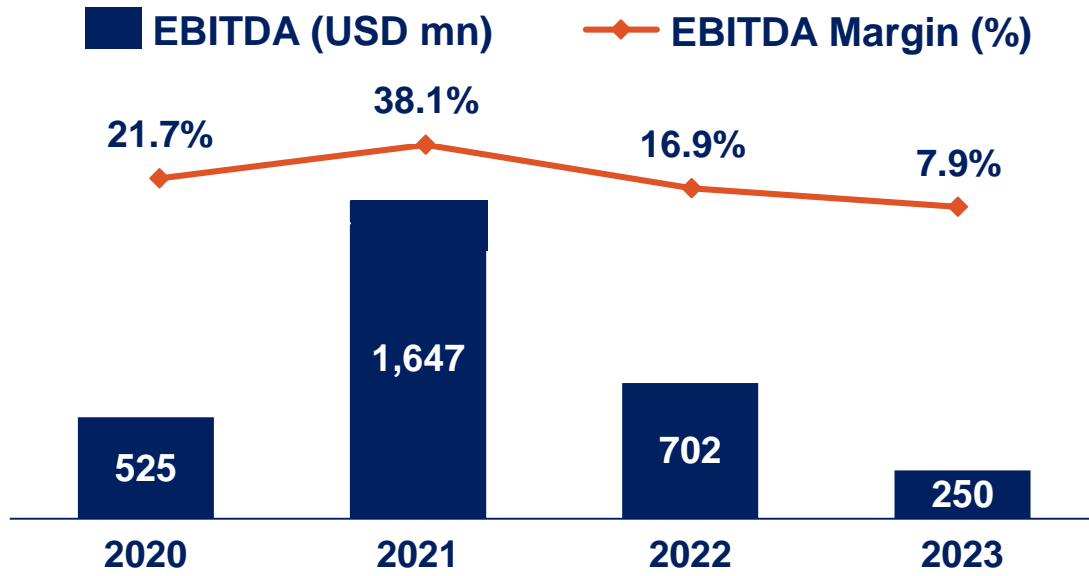
Total sales revenue increased by 5.4% YoY in 4Q 2023.



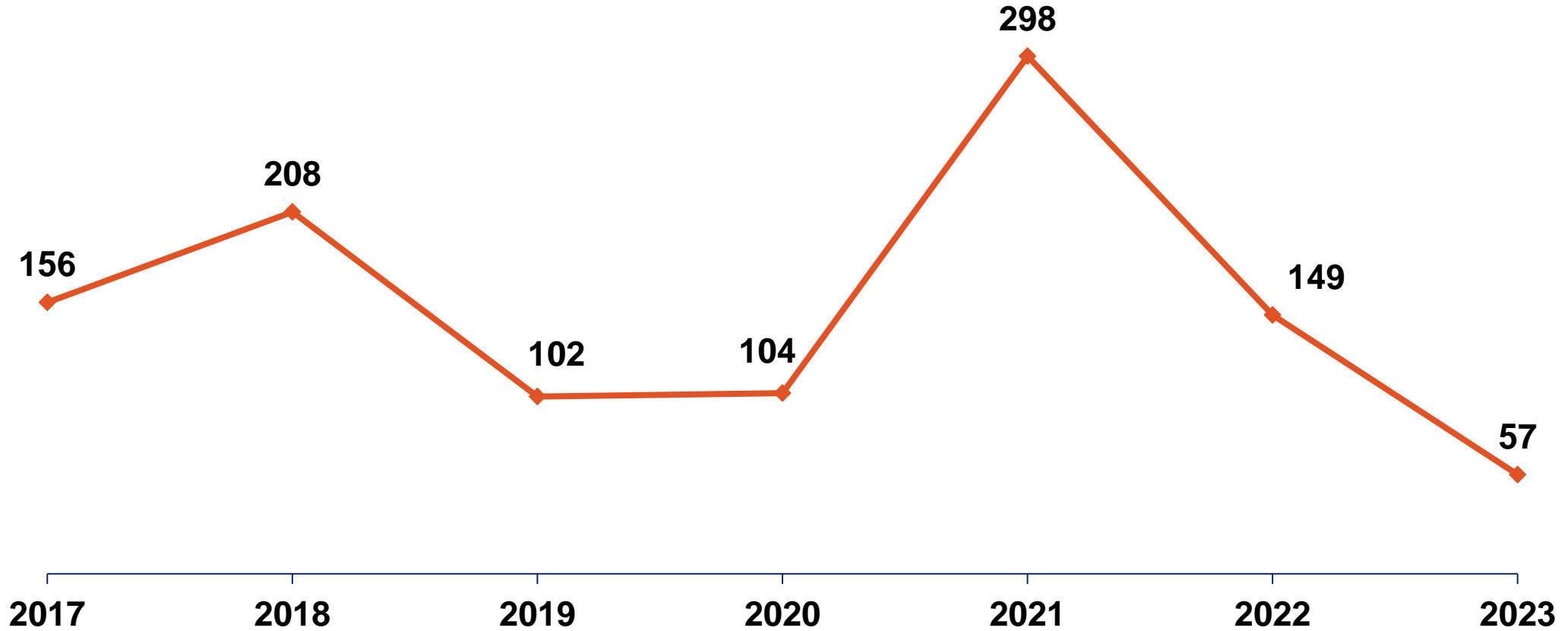
Export Domestic



# EBITDA & Net Profit



# EBITDA per Ton (USD/ton)

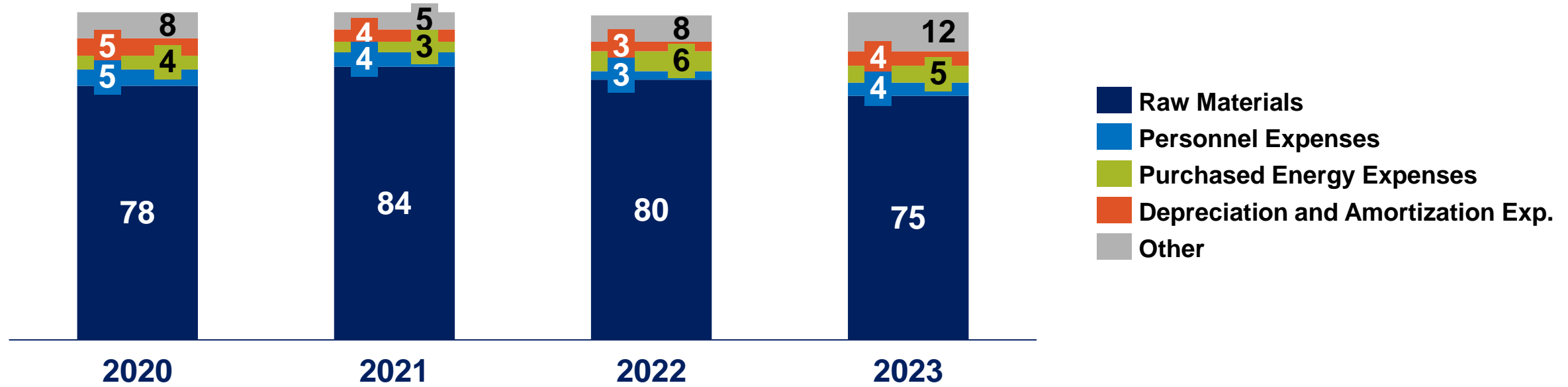


—◆— Main Product

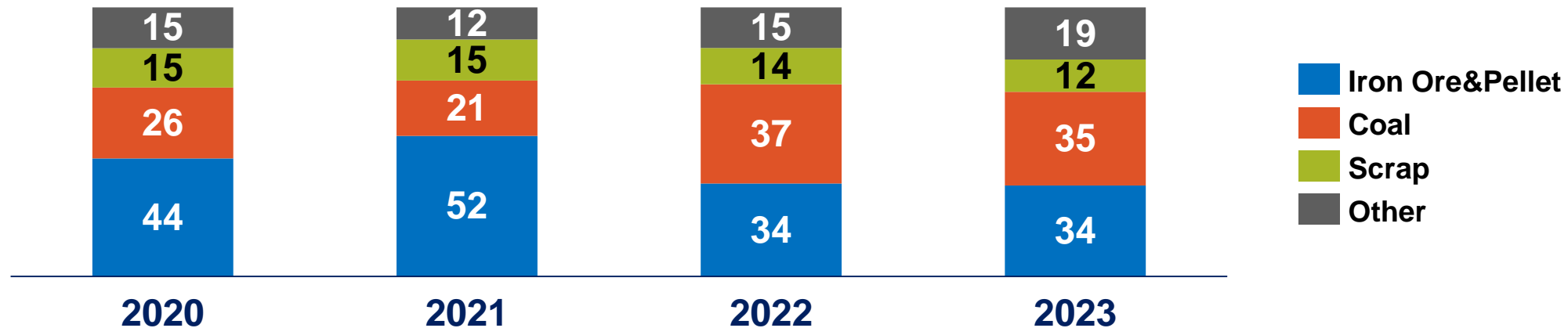


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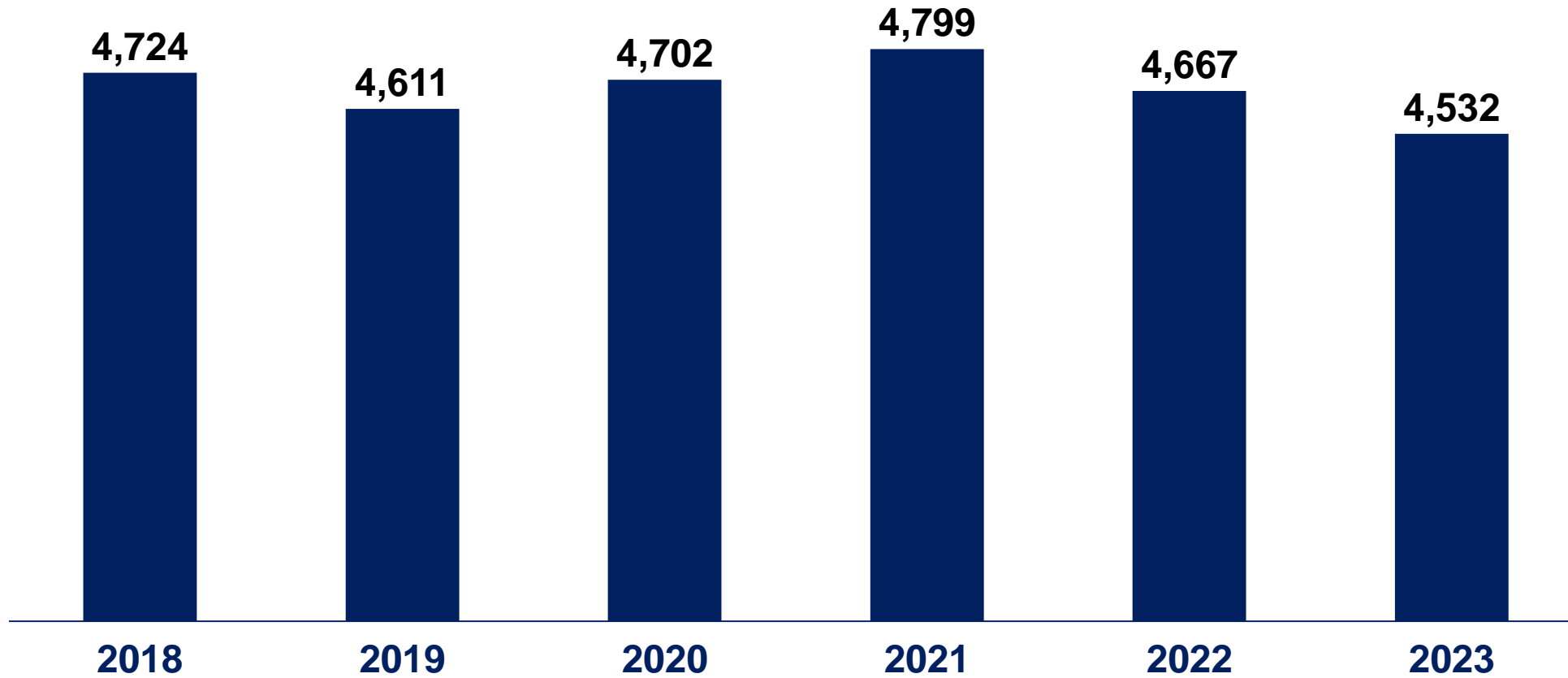
# Cost of Sales Breakdown\* (%)



## Raw Materials Breakdown (%)



# Number of Employees







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