



MINING
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2020 12 Months Investor Presentation

11.02.2021



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Disclaimer

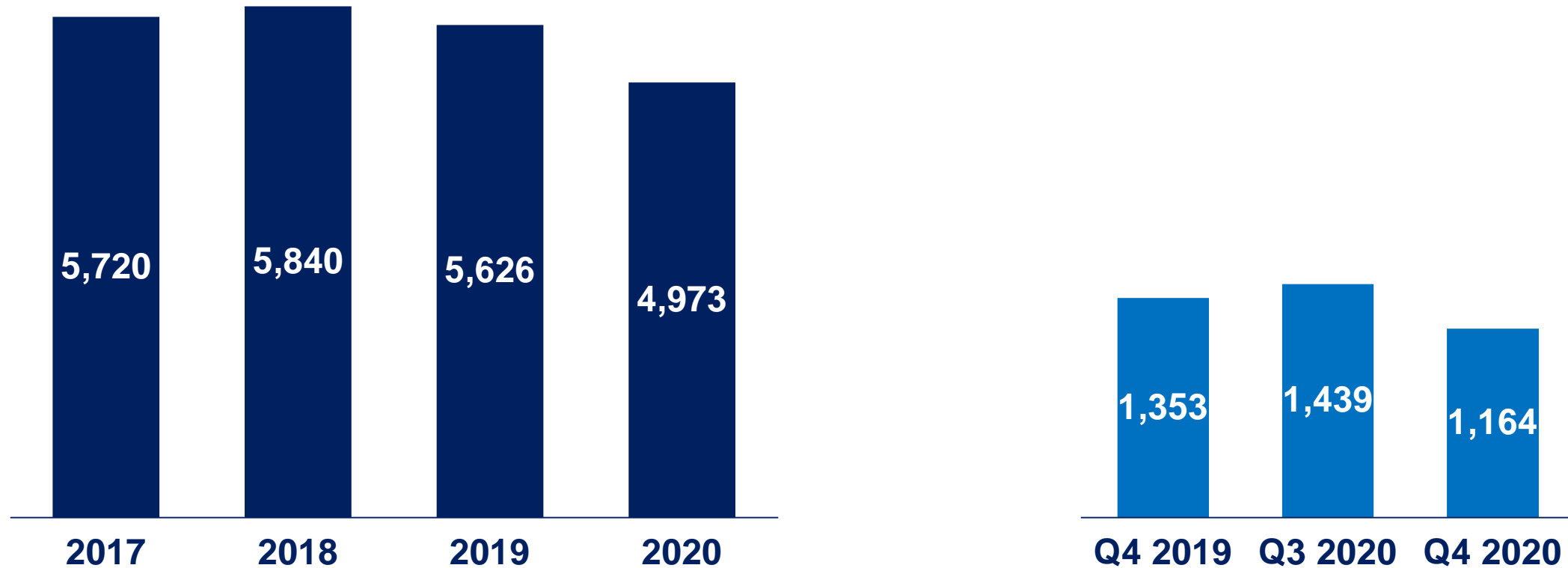
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Operational and Financial Highlights

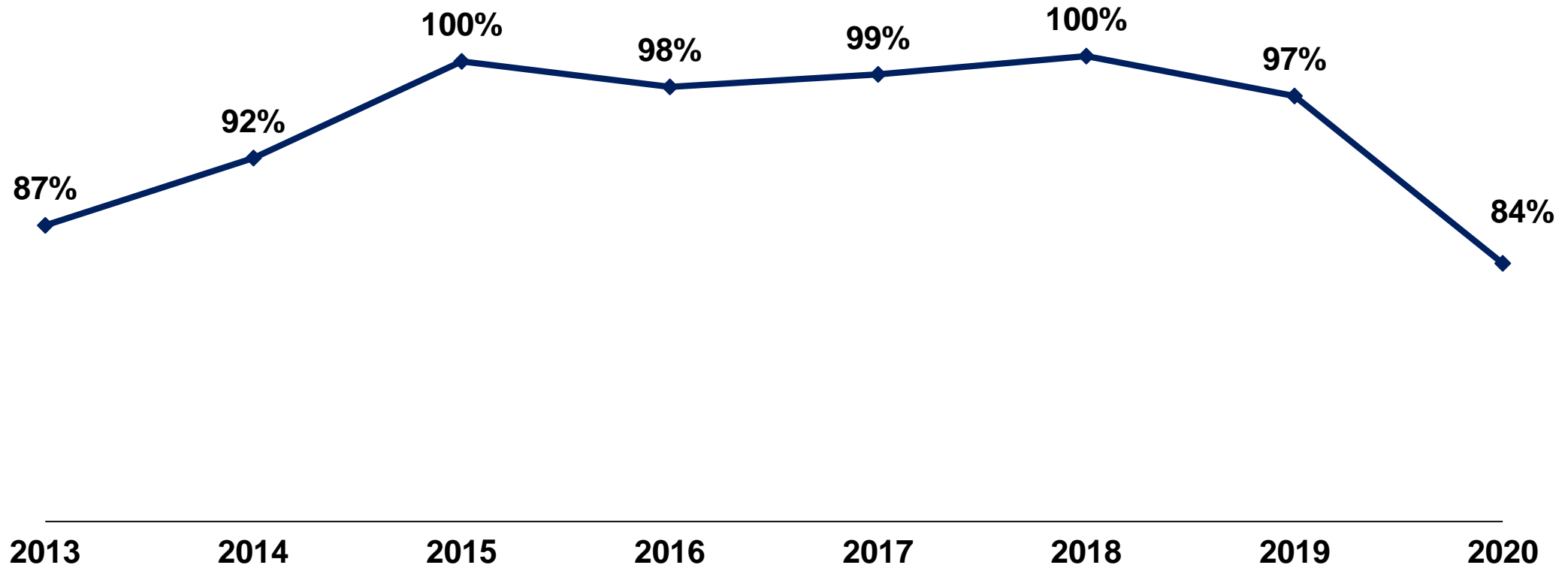
Operational Highlights	2018	2019	2020	Growth (YoY)
Liquid Steel Production (000 tons)	5,840	5,626	4,973	-11.6%
Flat Steel Production (000 tons)	4,529	4,523	3,827	-15.4%
Long Steel Production (000 tons)	980	1,026	992	-3.3%
Flat Steel Shipments (000 tons)	4,413	4,517	3,925	-13.1%
Long Steel Shipments (000 tons)	919	1,057	1,006	-4.8%

Financial Highlights	2018	2019	2020	Growth (YoY)
Net Sales Revenue (USD mn)	3,291	2,902	2,416	-16.7%
EBITDA (USD mn)	1,122	572	525	-8.2%
Net Profit (USD mn)	851	380	346	-8.9%

Liquid Steel Production (000 tons)

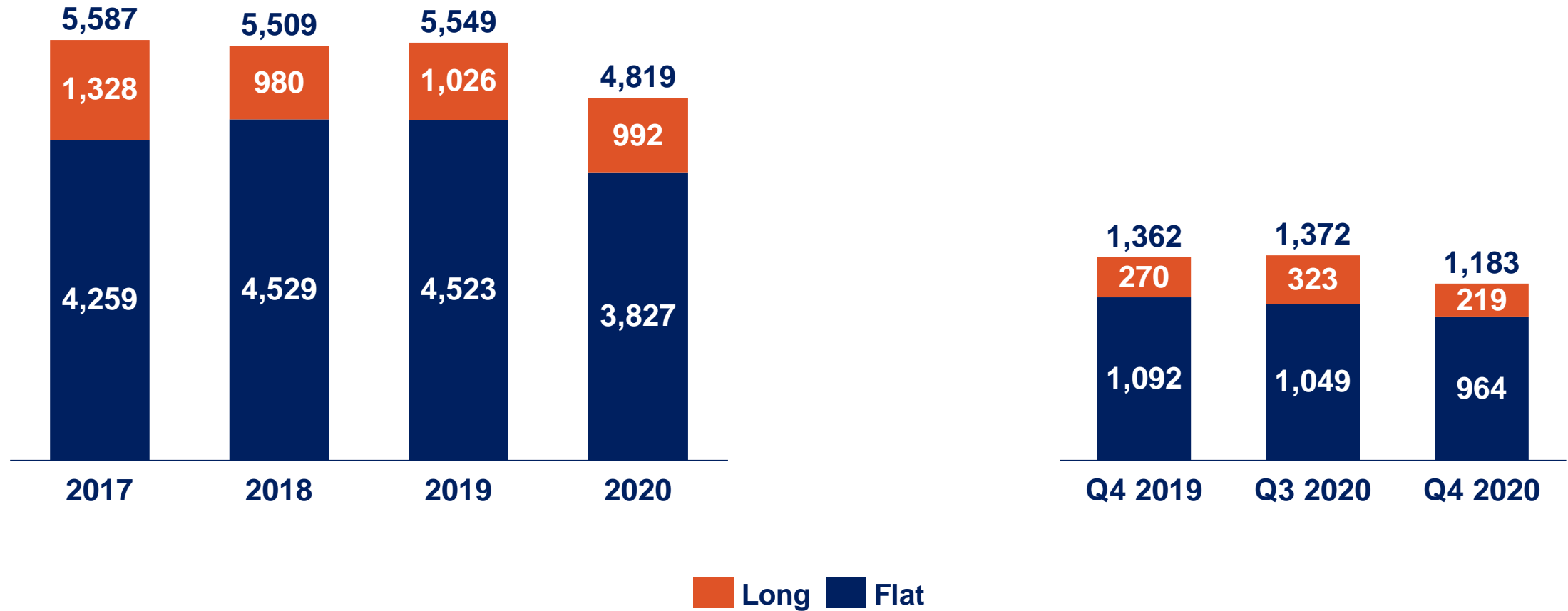


Crude Steel Capacity Utilization Ratio

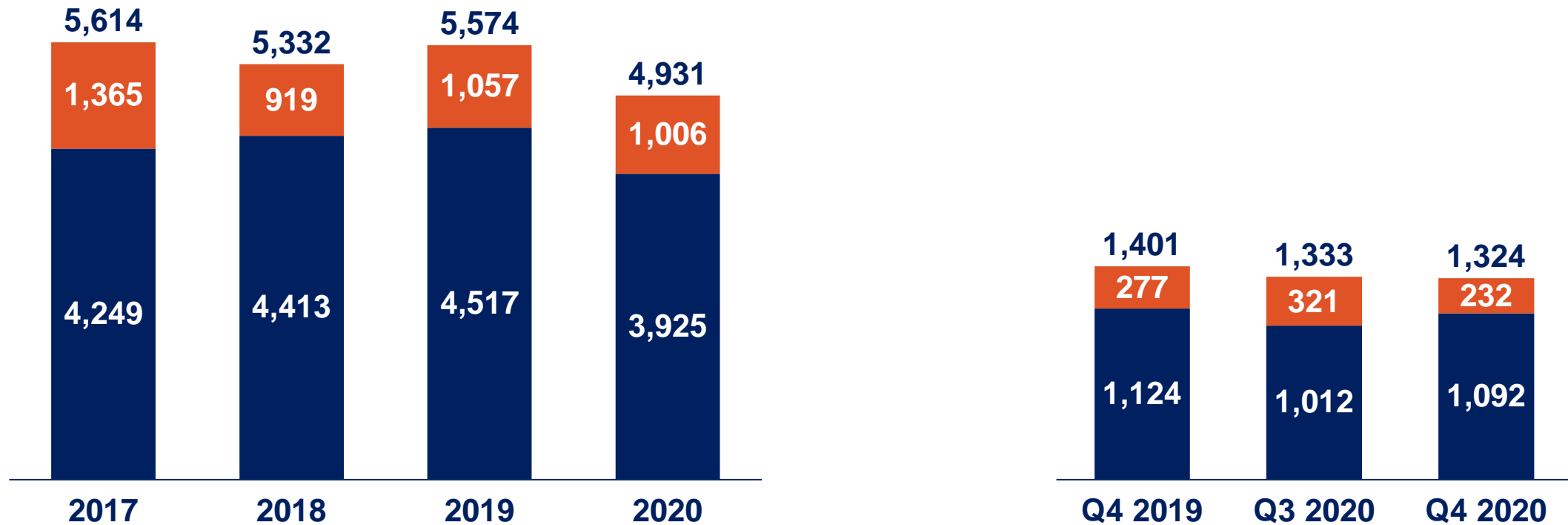


—◆— İsdemir

Production (000 tons)



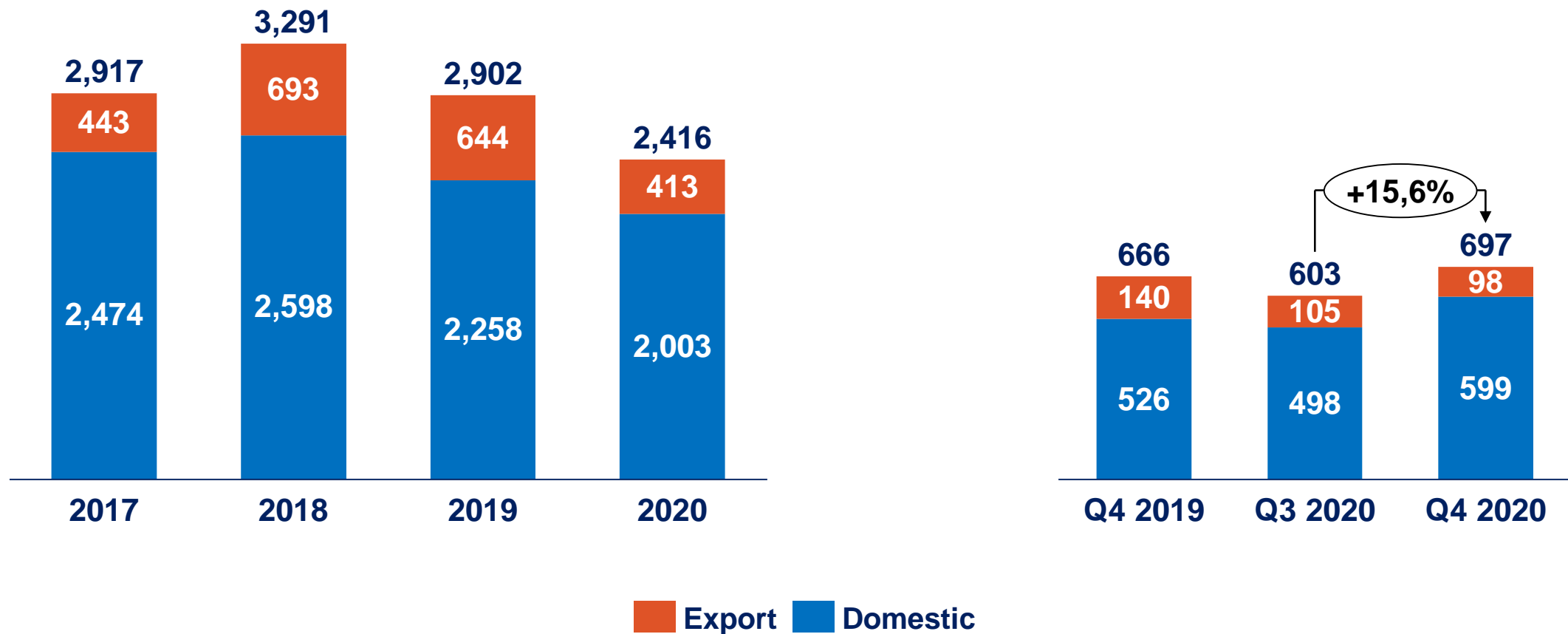
Sales Volume (000 tons)



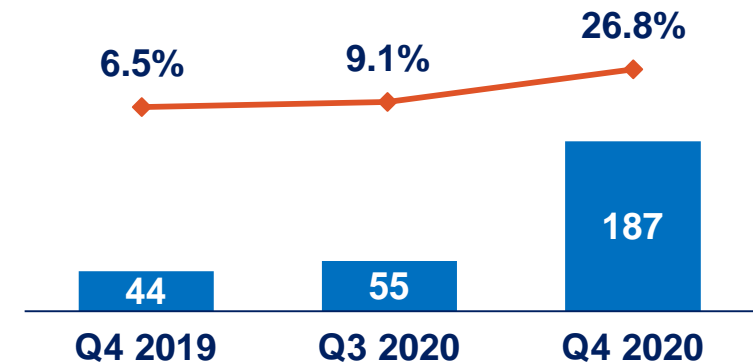
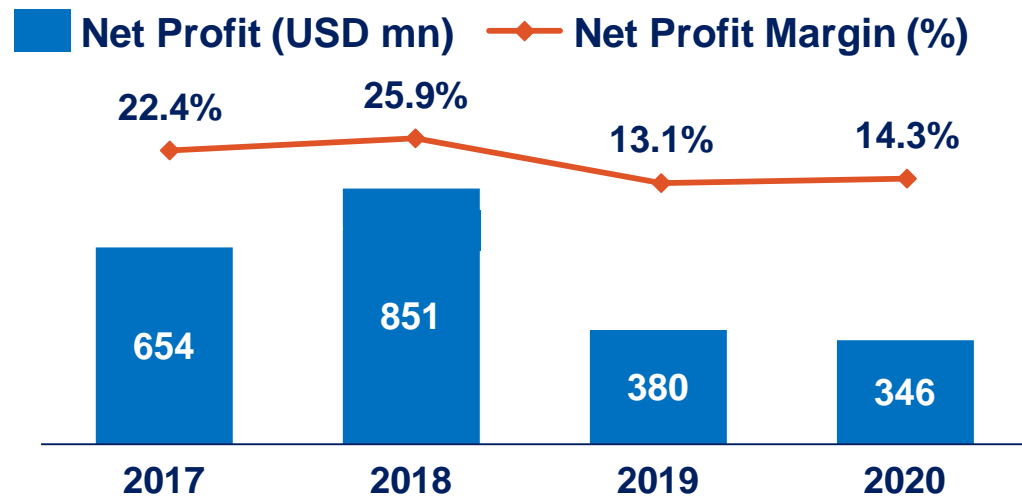
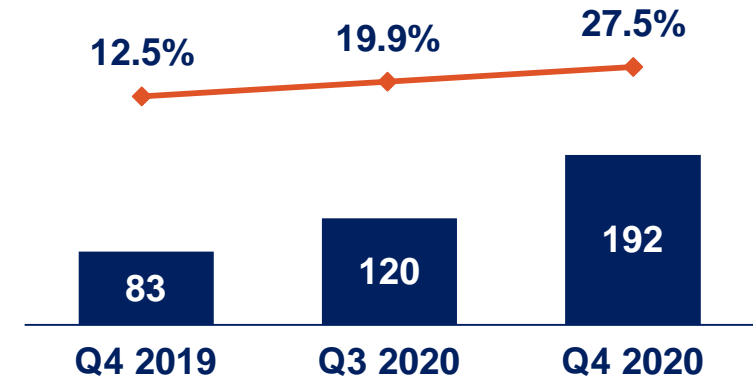
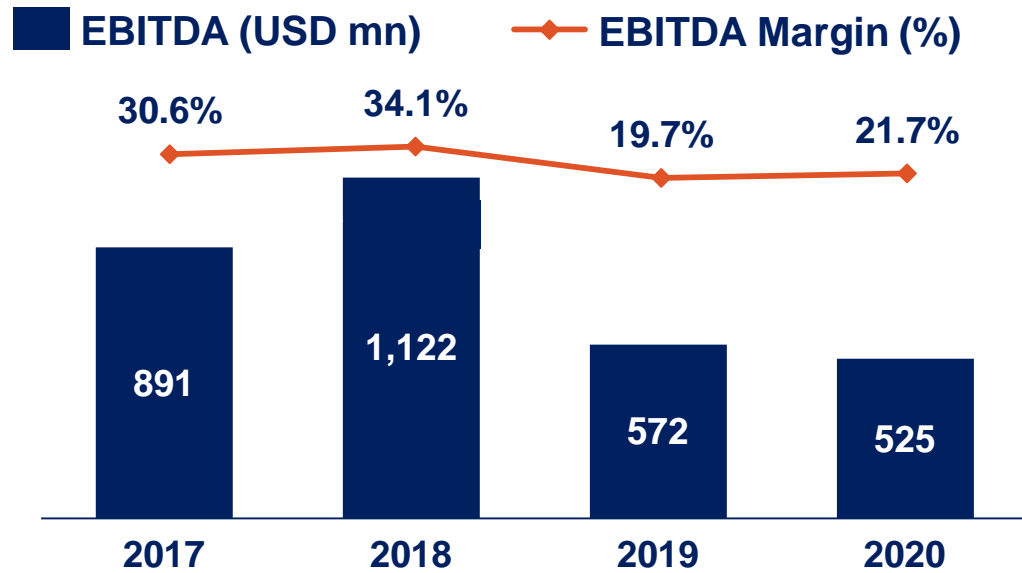
■ Long
 ■ Flat

Net Sales Revenue (USD mn)

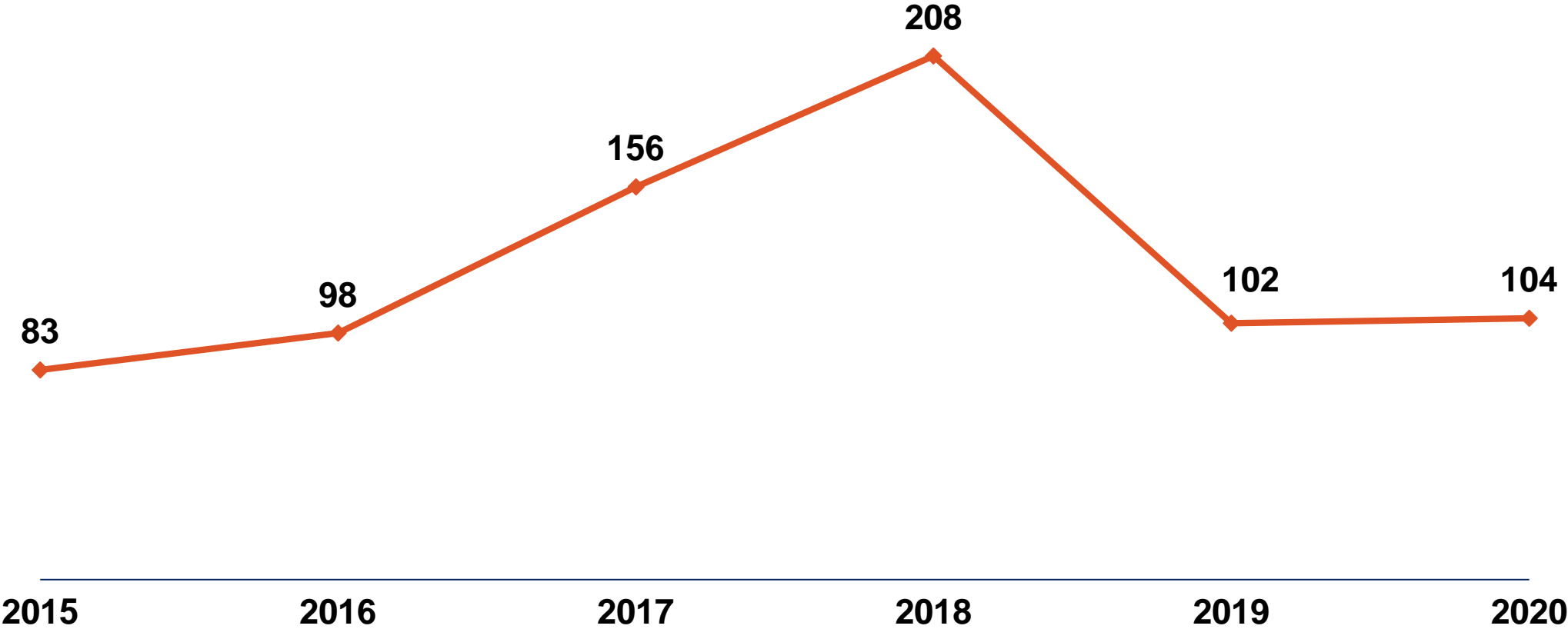
Total sales revenue increased by 15.6% QoQ in 4Q 2020



EBITDA & Net Profit



EBITDA per Ton (USD/ton)

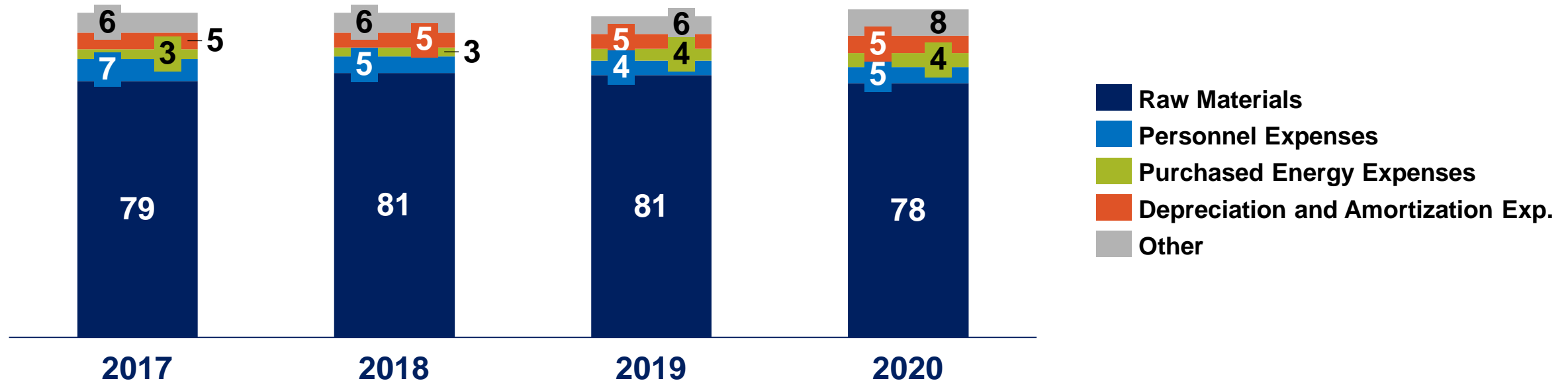


—◆— Main Product

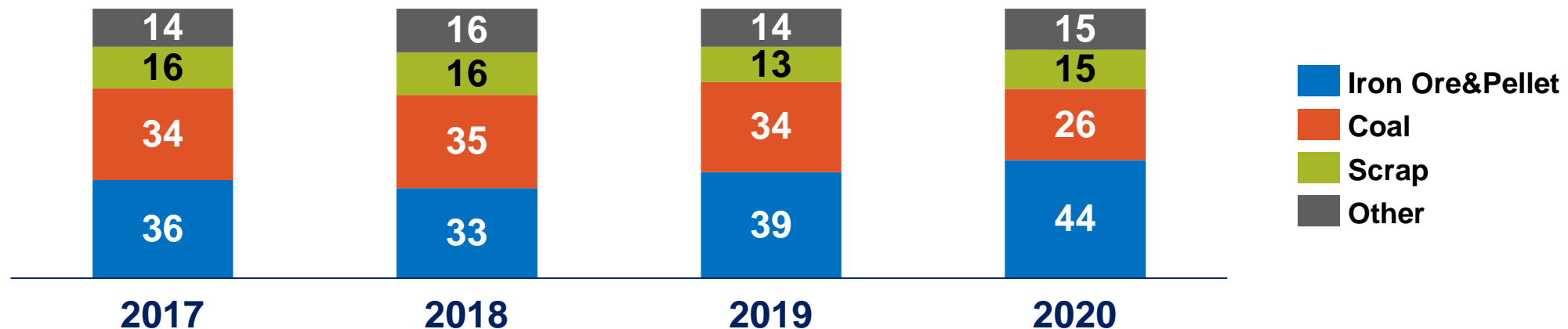


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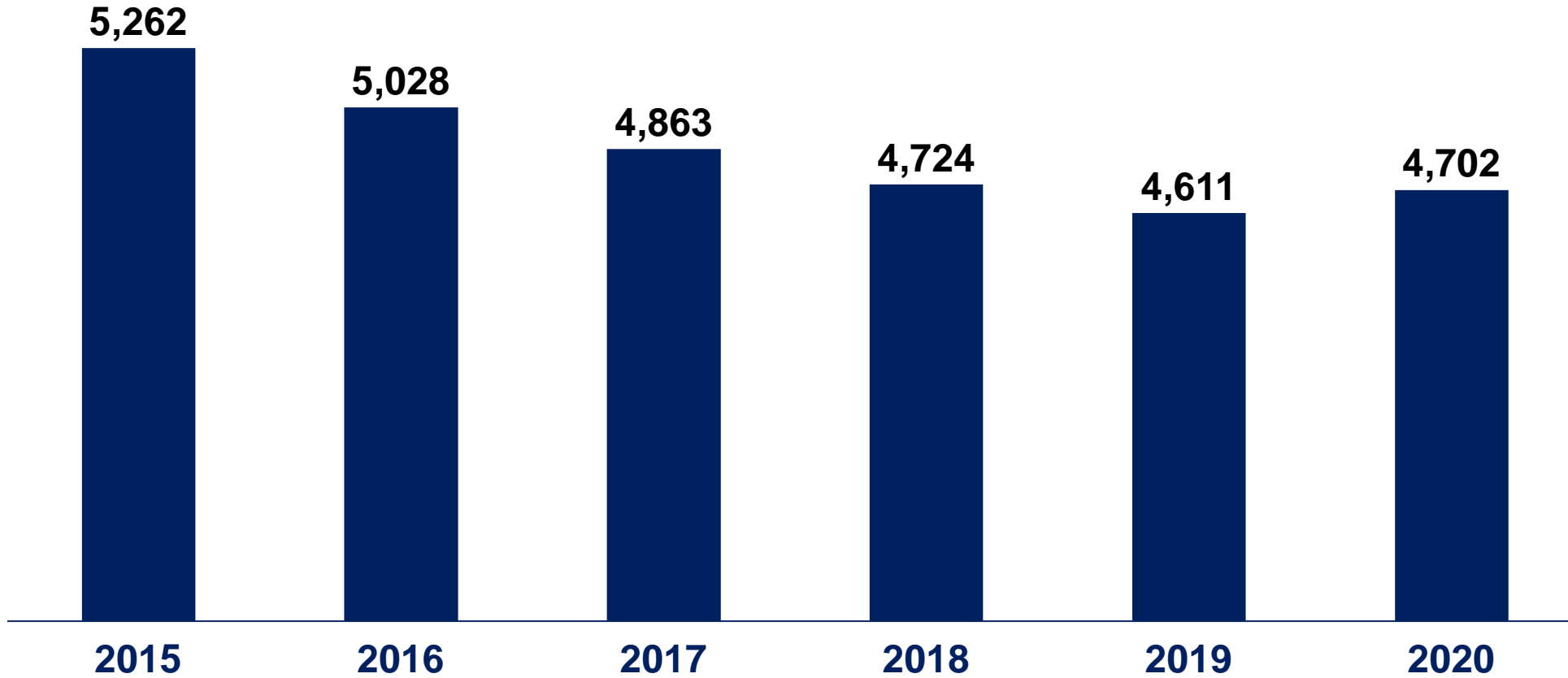
Cost of Sales Breakdown* (%)



Raw Materials Breakdown (%)



Number of Employees



Appendix – EBITDA Detail



	Note	01.01.2020- 31.12.2020 (Thousand USD)	01.01.2020- 31.12.2020 (Thousand TRY)
Presentation Currency Translation	2.1		7.0055
Operating Profit		437,326	3,063,693
Depreciation and Amortisation Expenses		108,967	763,364
Cost of Sales	23	105,232	737,201
Marketing Expenses	25	3,115	21,819
General Administrative Expenses	25	620	4,344
POA Classification		(21,124)	(147,989)
Share Transfer Agreement Receivable Incomes	26	(20,920)	(146,556)
Interest Income for Overdue Receivables	26	(135)	(945)
Rediscount Income	26	(69)	(488)
		525,169	3,679,068



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