



MINING METALLURGY
GROUP



2020 6 Months Investor Presentation

06.08.2020

Disclaimer

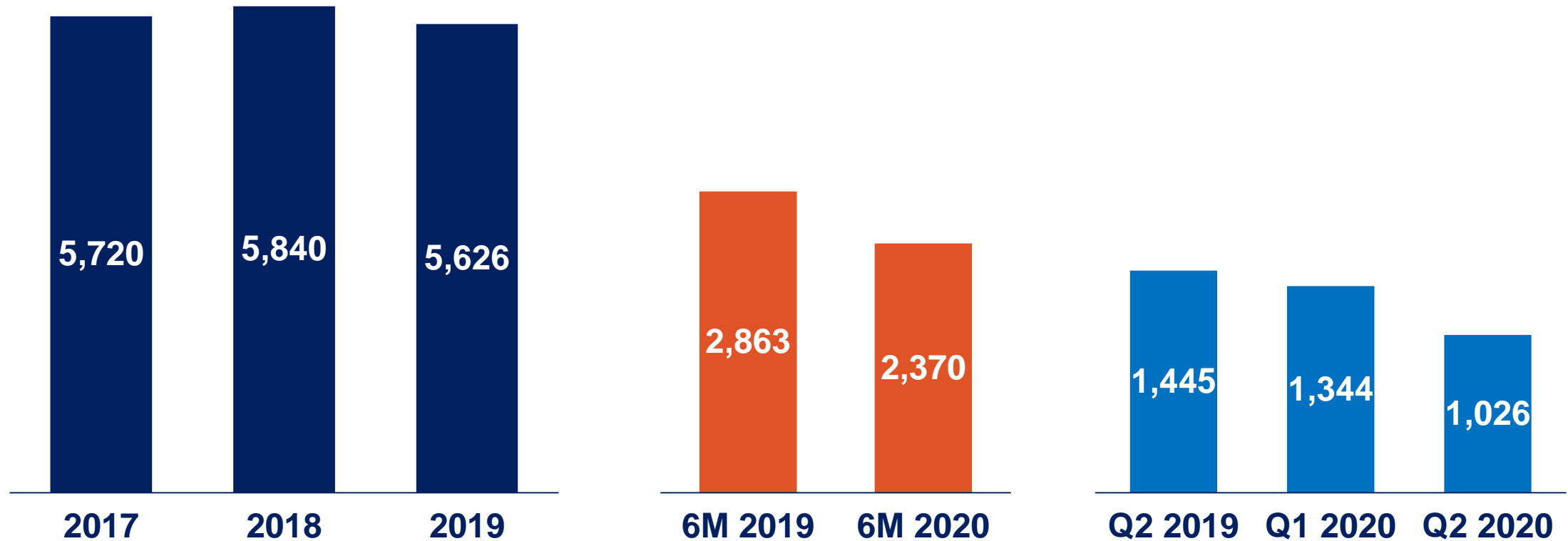
İskenderun Demir ve Çelik A.Ş. (İsdemir) may, when necessary, make written or verbal announcements about forward-looking information, expectations, estimates, targets, assessments and opinions. İsdemir has made the necessary arrangements about the amounts and results of such information through its Disclosure Policy. As stated in related policy, information contained in forward-looking statements, whether verbal or written, should not include unrealistic assumptions or forecasts. It should be noted that, actual results could materially differ from estimates taking into account the fact that they are not based on historical facts but are driven from expectations, beliefs, plans, targets and other factors which are beyond the control of our Company. As a result, forward-looking statements should not be fully trusted or taken as granted. Forward-looking statements should be considered valid only considering the conditions prevailing at the time of the announcement. In cases where it is understood that forward-looking statements are no longer achievable, such matter will be announced to the public and the statements will be revised. However, the decision to make a revision is a result of a subjective evaluation. Therefore, it should be noted that, when a party is coming to a judgement based on estimates and forward-looking statements, our Company may not have made a revision at that particular time. Our Company makes no commitment to make regular revisions which would fully cover changes in every parameter. New factors may arise in the future which may not be possible to foresee at this moment in time.

Operational and Financial Highlights

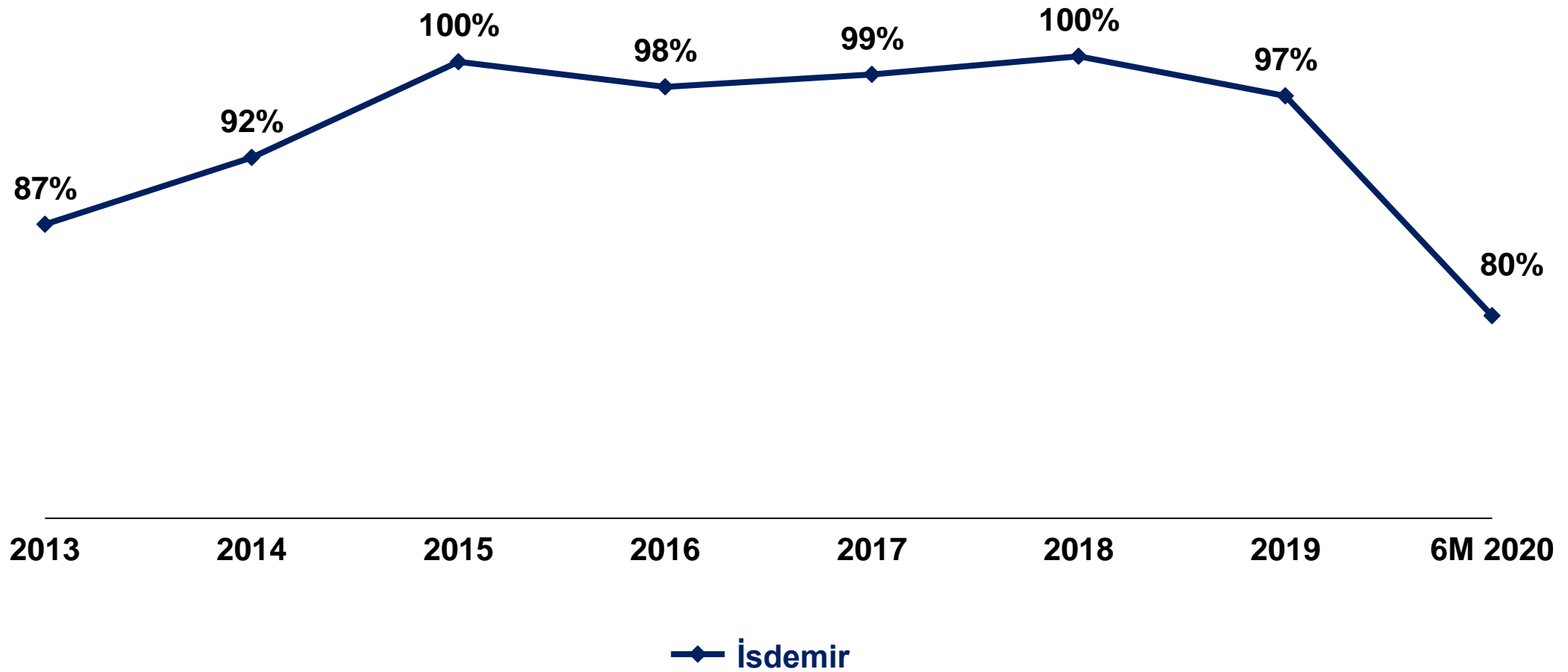
Operational Highlights	2018	2019	6M 2019	6M 2020	Growth (YoY)
Liquid Steel Production (000 tons)	5,840	5,626	2,863	2,370	-17.2%
Flat Steel Production (000 tons)	4,529	4,523	2,275	1,814	-20.3%
Long Steel Production (000 tons)	980	1,026	522	450	-13.8%
Flat Steel Shipments (000 tons)	4,413	4,517	2,280	1,822	-20.1%
Long Steel Shipments (000 tons)	919	1,057	540	453	-16.1%

Financial Highlights	2018	2019	6M 2019	6M 2020	Growth (YoY)
Net Sales Revenue (USD mn)	3,291	2,902	1,525	1,116	-26.8%
EBITDA (USD mn)	1,122	572	352	213	-39.5%
Net Profit (USD mn)	851	380	262	104	-60.3%

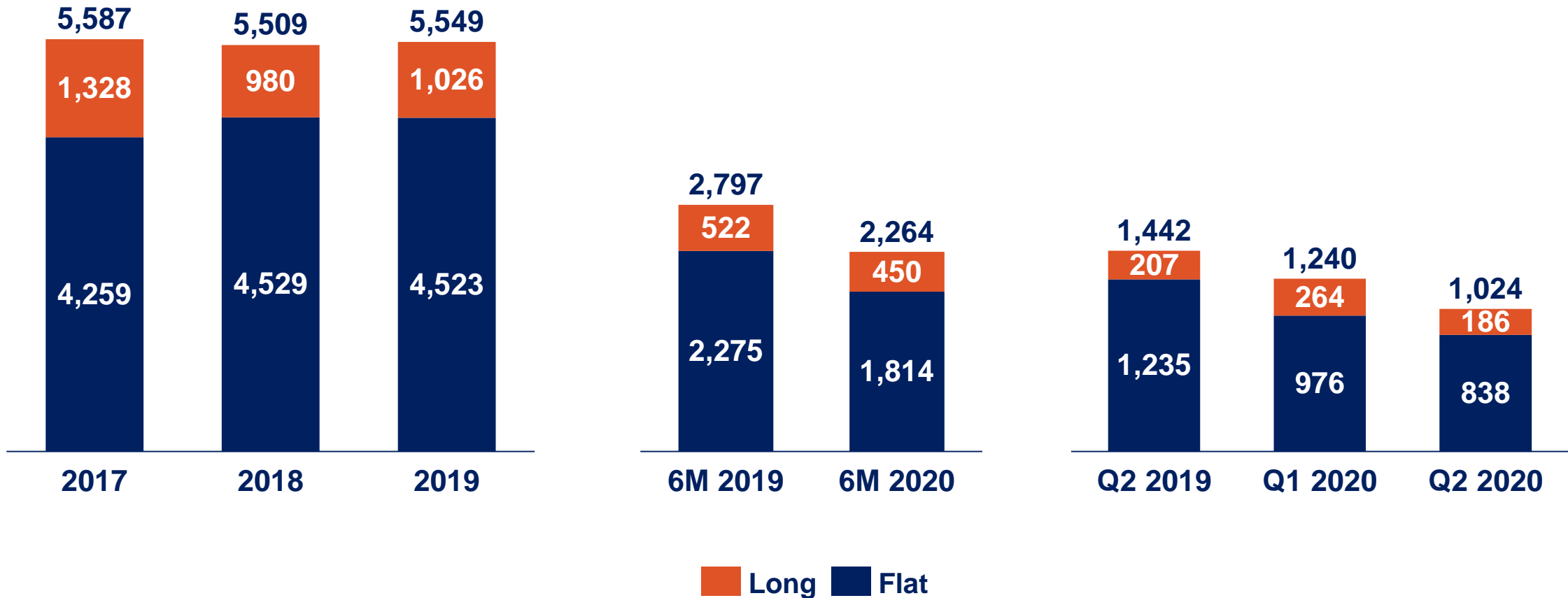
Liquid Steel Production (000 tons)



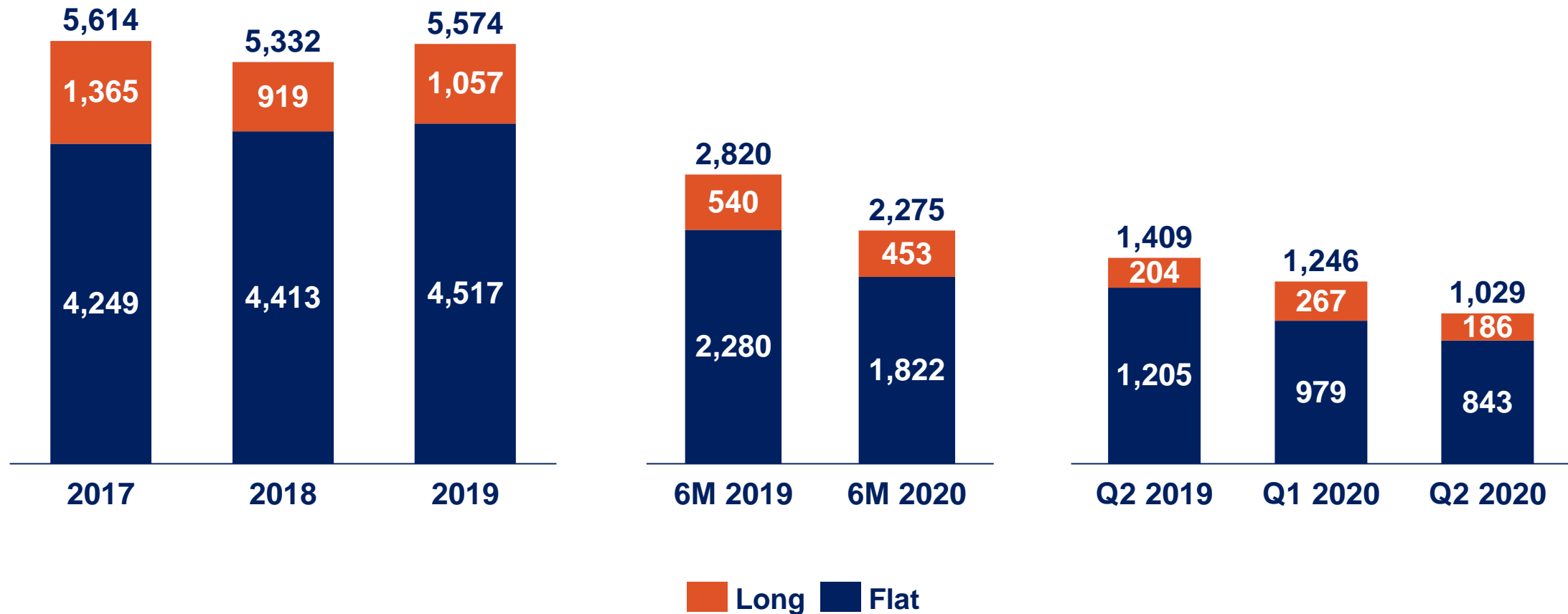
Crude Steel Capacity Utilization Ratio



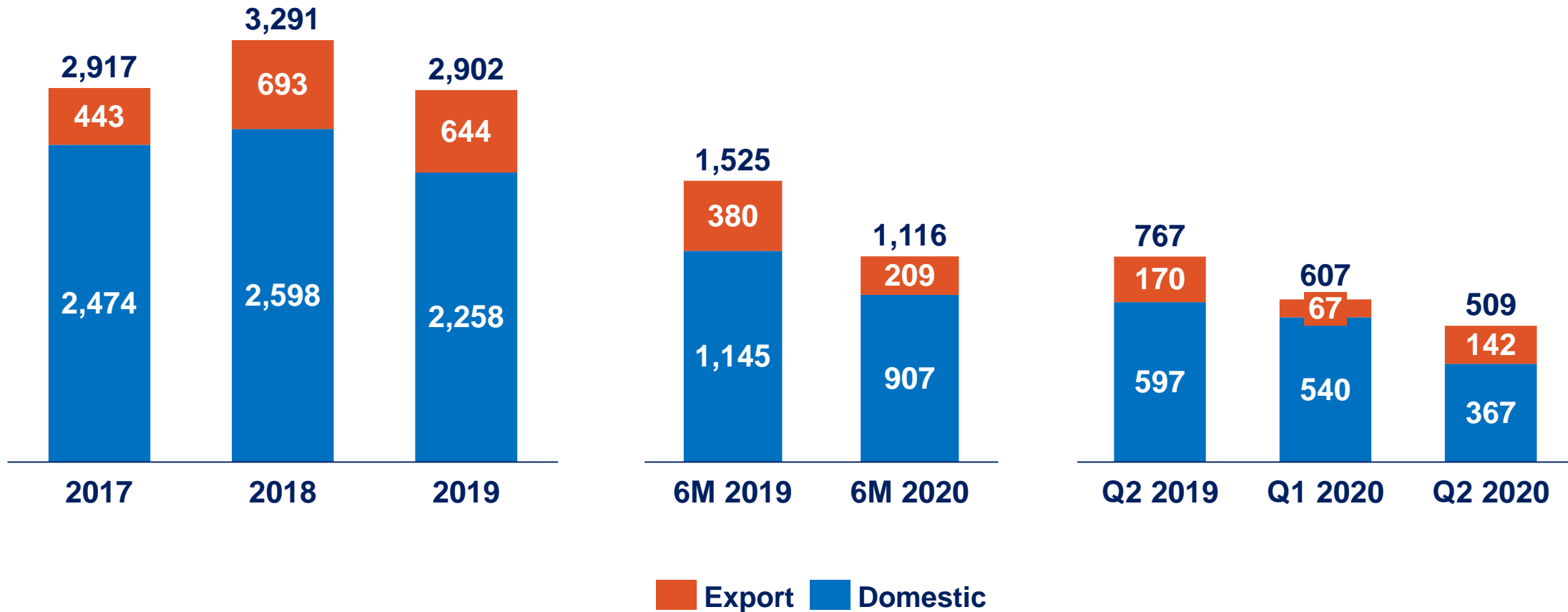
Production (000 tons)



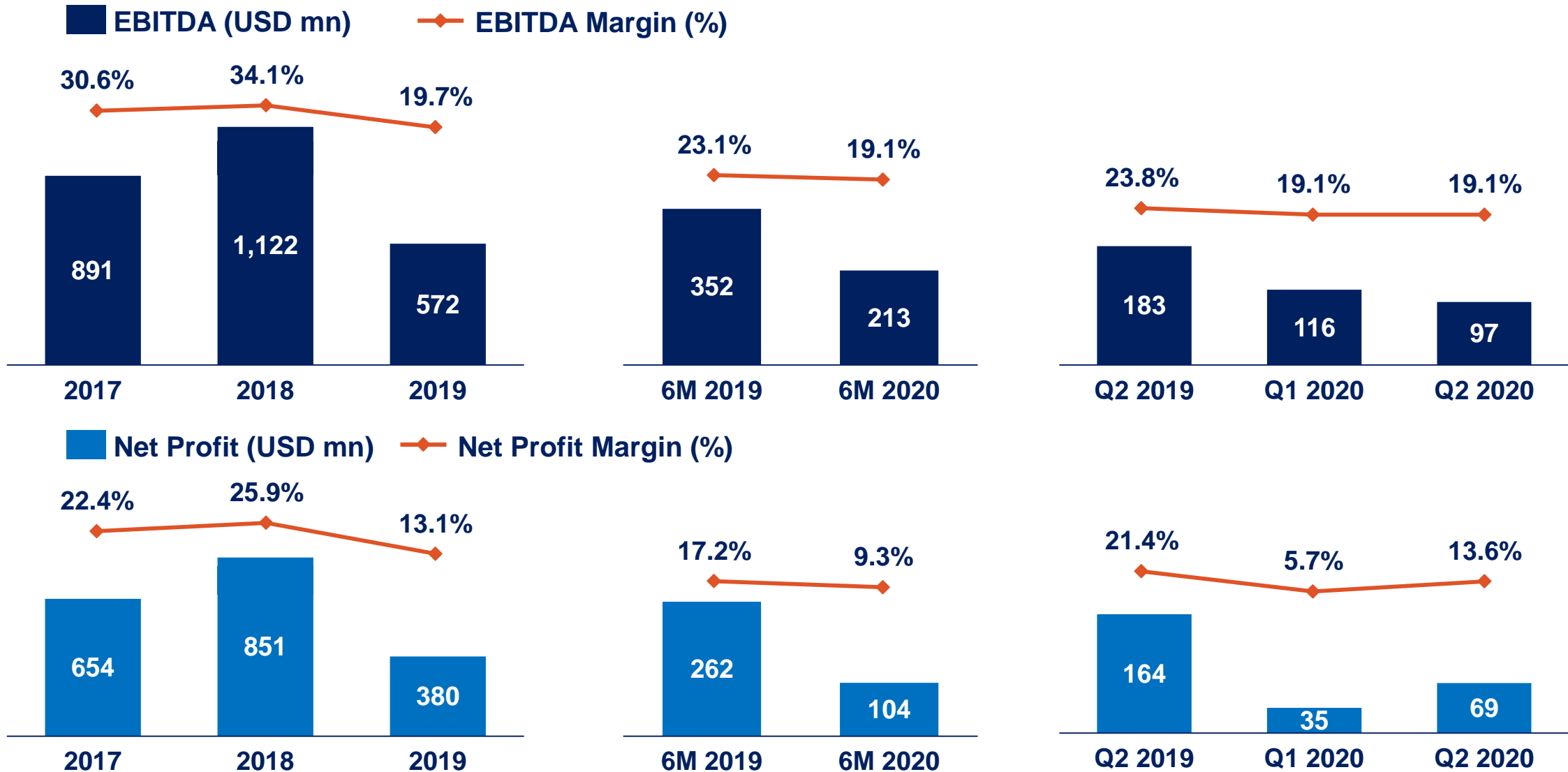
Sales Volume (000 tons)



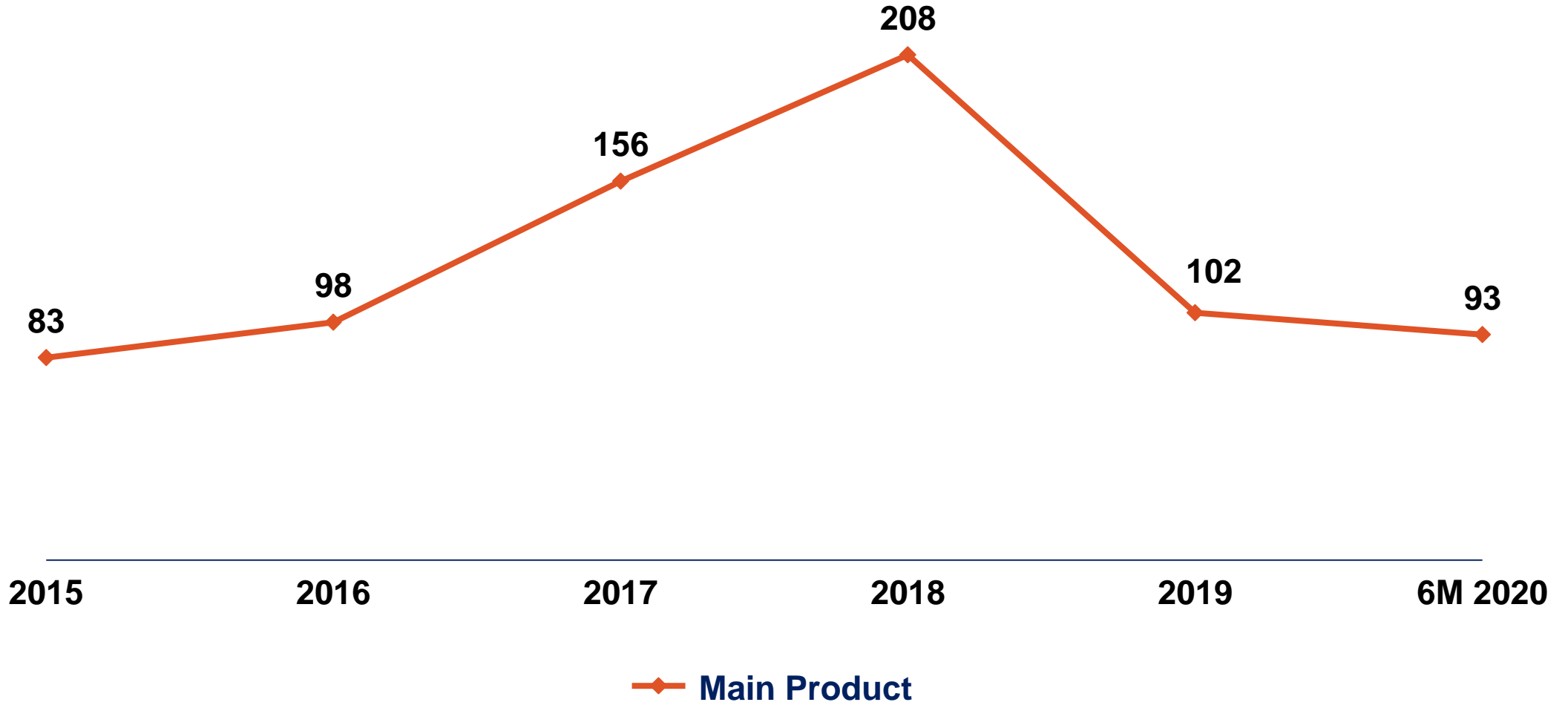
Net Sales Revenue (USD mn)



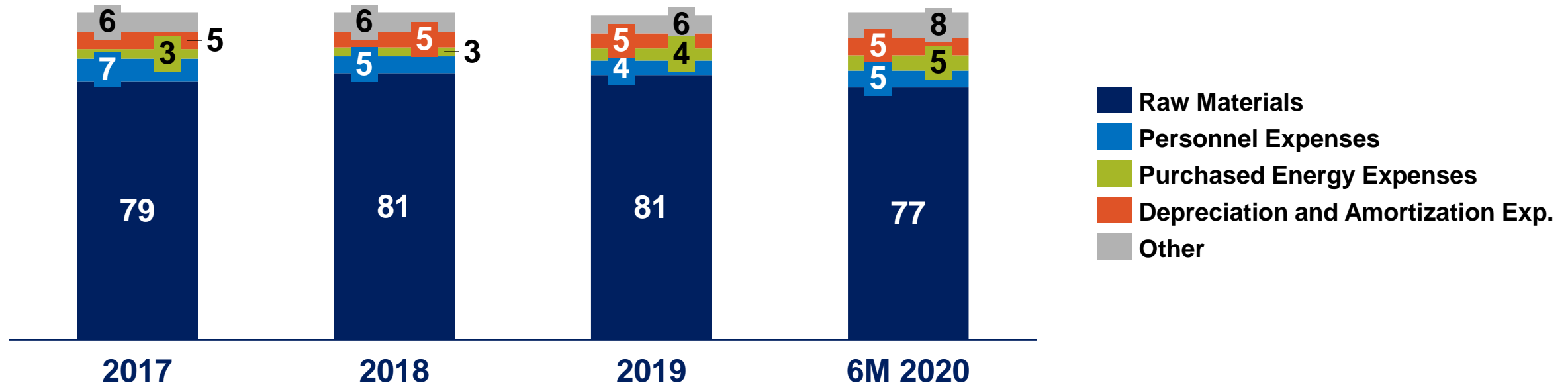
EBITDA & Net Profit



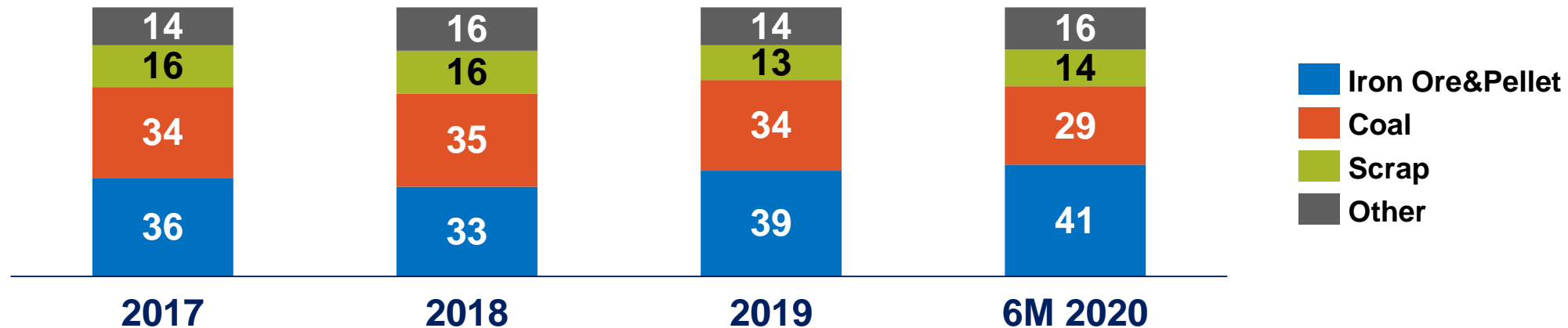
EBITDA per Ton (USD/ton)



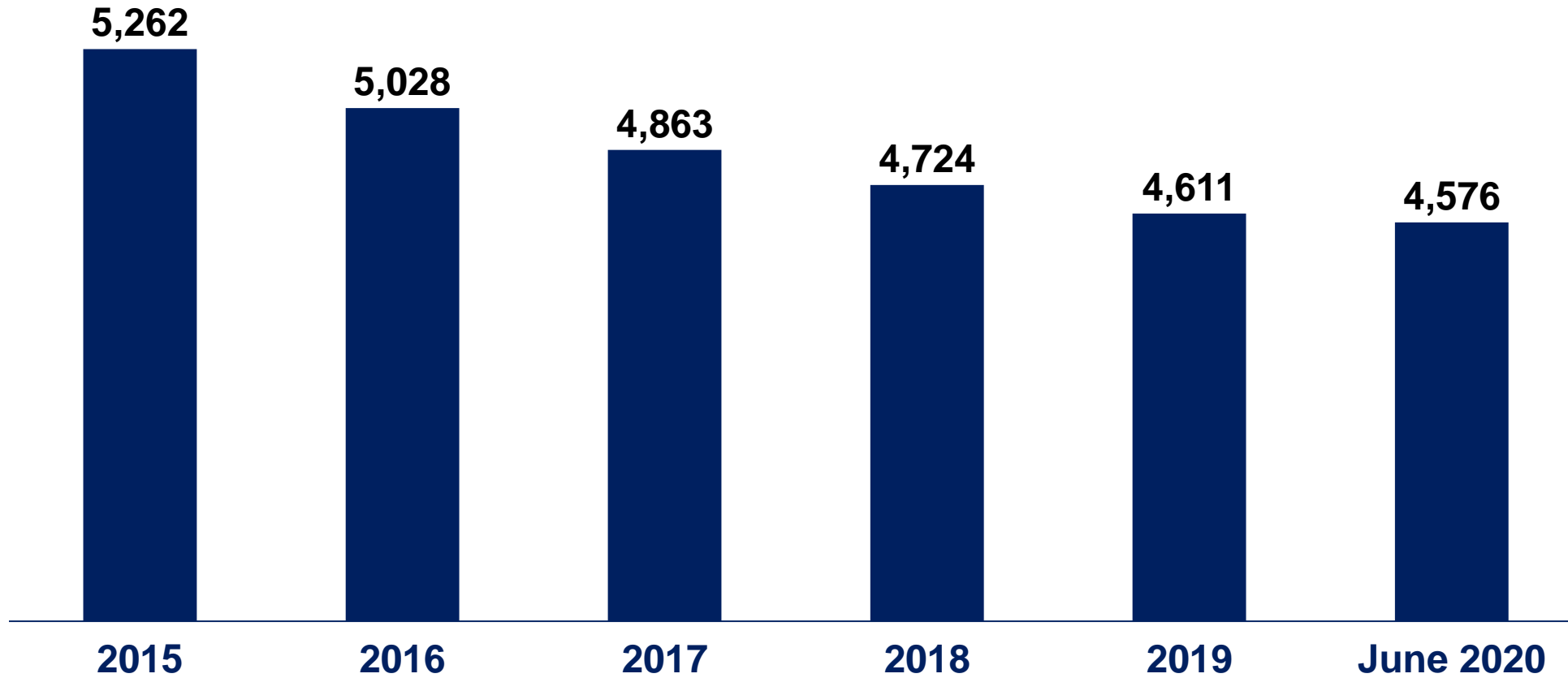
Cost of Sales Breakdown* (%)



Raw Materials Breakdown (%)



Number of Employees



Appendix – EBITDA Detail



	Note	01.01.2020- 30.06.2020 (Thousand USD)	01.01.2020- 30.06.2020 (Thousand TRY)
Presentation Currency Translation	2.1		6.4761
Operating Profit		183,109	1,185,834
Depreciation and Amortisation Expenses		51,197	331,550
Cost of Sales	13	49,399	319,911
Marketing Expenses	14	1,491	9,654
General Administrative Expenses	14	307	1,985
POA Classification		(20,976)	(135,835)
Share Transfer Agreement Receivable Incomes	14	(20,876)	(135,193)
Interest Income for Overdue Receivables	14	(84)	(547)
Rediscount Income	14	(16)	(95)
		213,330	1,381,549



İsdemir Investor Relations

investorrelations@erdemir.com.tr | www.isdemir.com.tr/investor-relations/ | +90 216 578 80 61