



MINING
METALLURGY



2023 9 Months Investor Presentation

26.10.2023



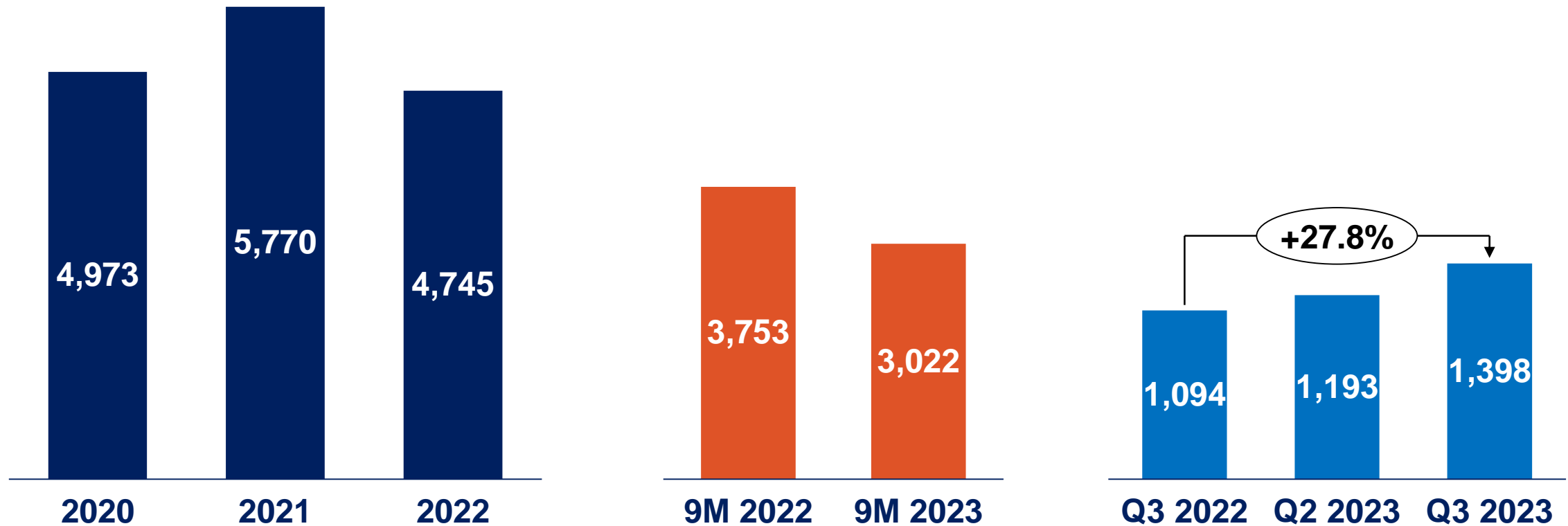
MINING
METALLURGY

Operational and Financial Highlights

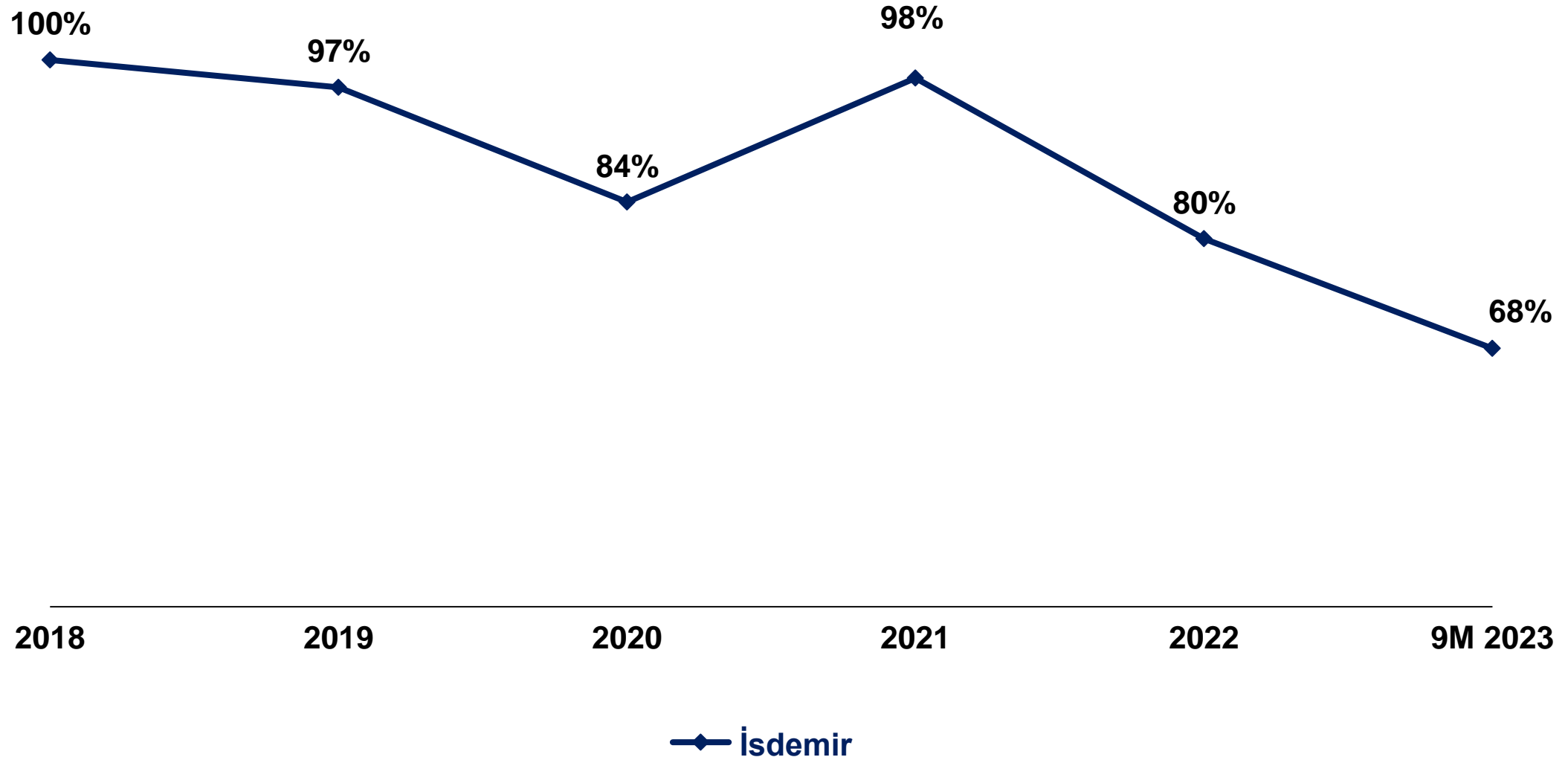
Operational Highlights	2021	2022	9M 2022	9M 2023
Liquid Steel Production (000 tons)	5,770	4,745	3,753	3,022
Flat Steel Production (000 tons)	4,558	3,871	3,020	2,607
Long Steel Production (000 tons)	857	736	617	420
Flat Steel Shipments (000 tons)	4,364	3,992	3,074	2,600
Long Steel Shipments (000 tons)	846	764	623	410
Financial Highlights	2021	2022	9M 2022	9M 2023
Net Sales Revenue (USD mn)	4,318	4,153	3,305	2,287
EBITDA (USD mn)	1,647	702	742	146
Net Profit / Loss (USD mn)	765	450	440	(72)

Liquid Steel Production (000 tons)

Liquid steel production increased by 27.8% YoY in 3Q 2023.

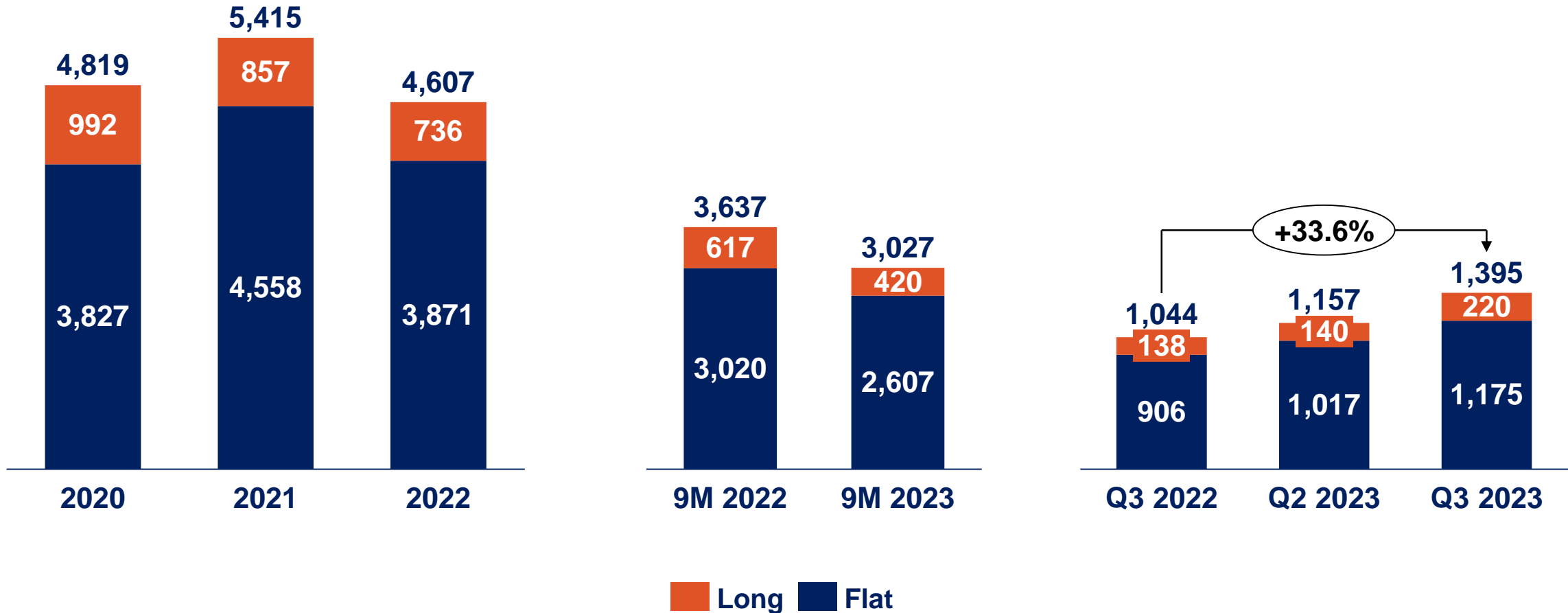


Crude Steel Capacity Utilization Ratio



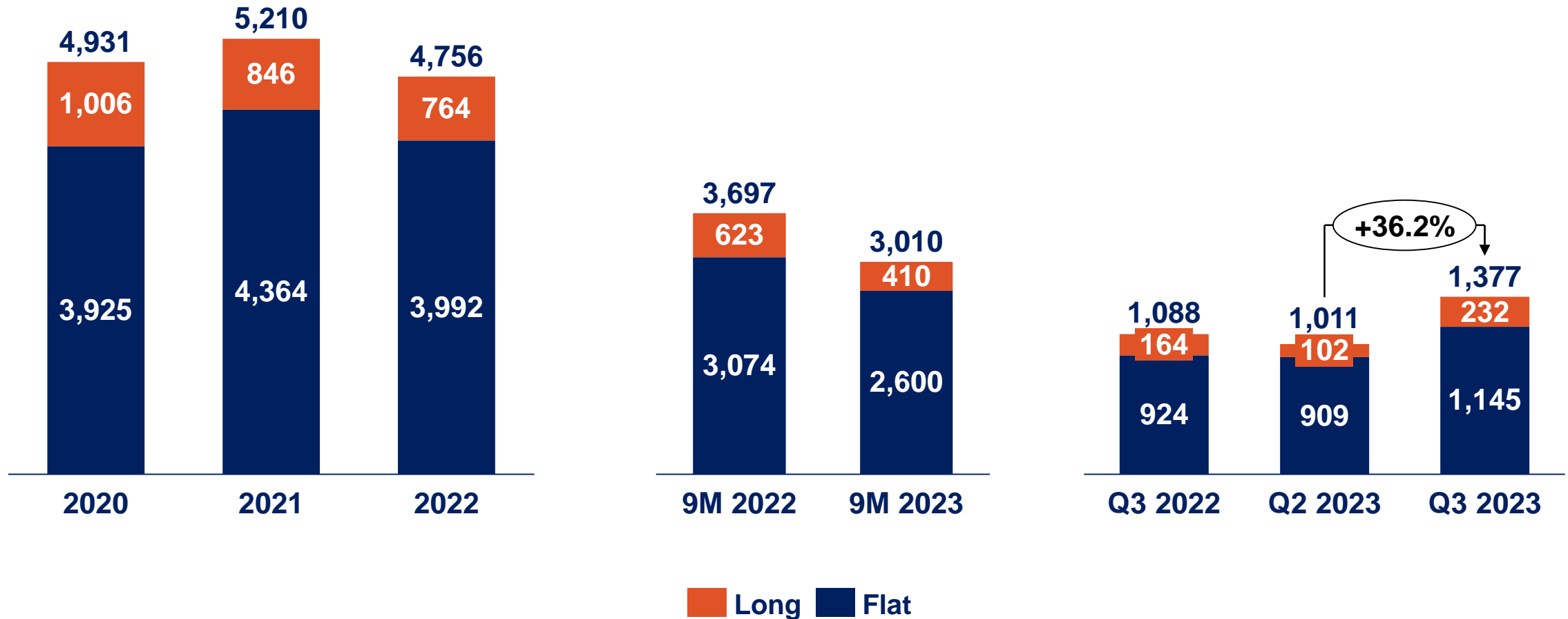
Production (000 tons)

Total production increased by 33.6% YoY in 3Q 2023.



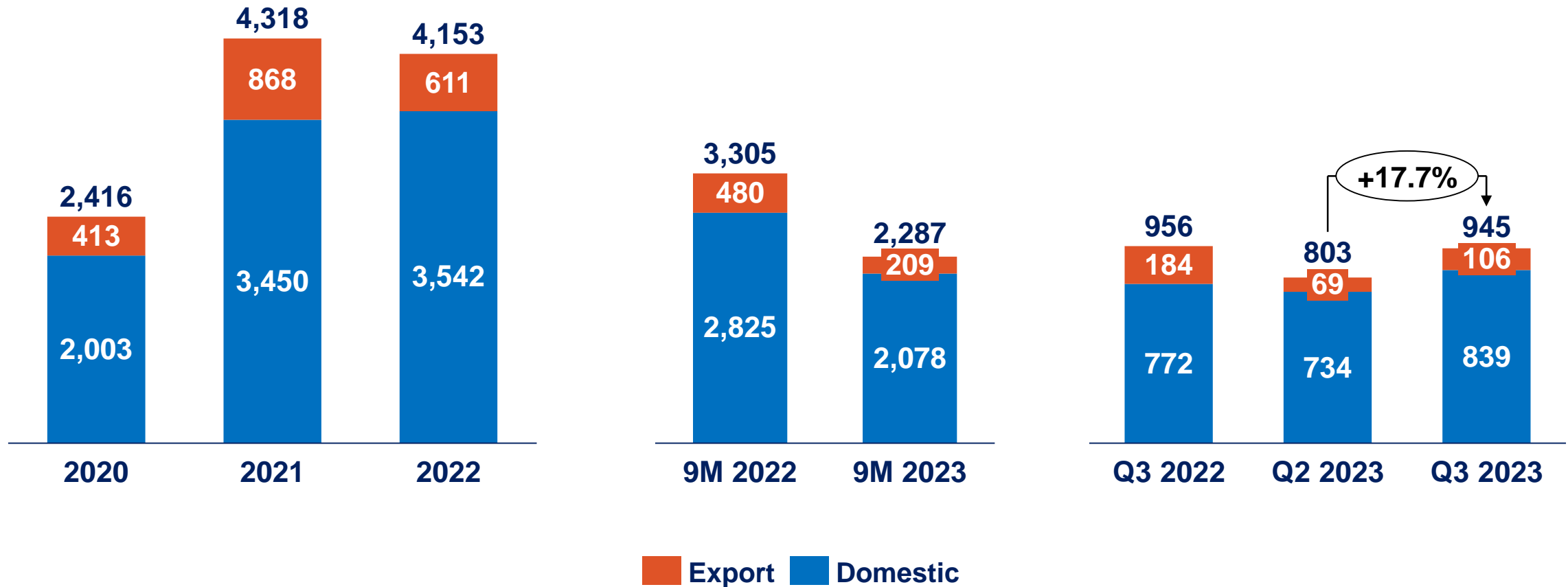
Sales Volume (000 tons)

Total sales volume increased by 36.2% QoQ in 3Q 2023.



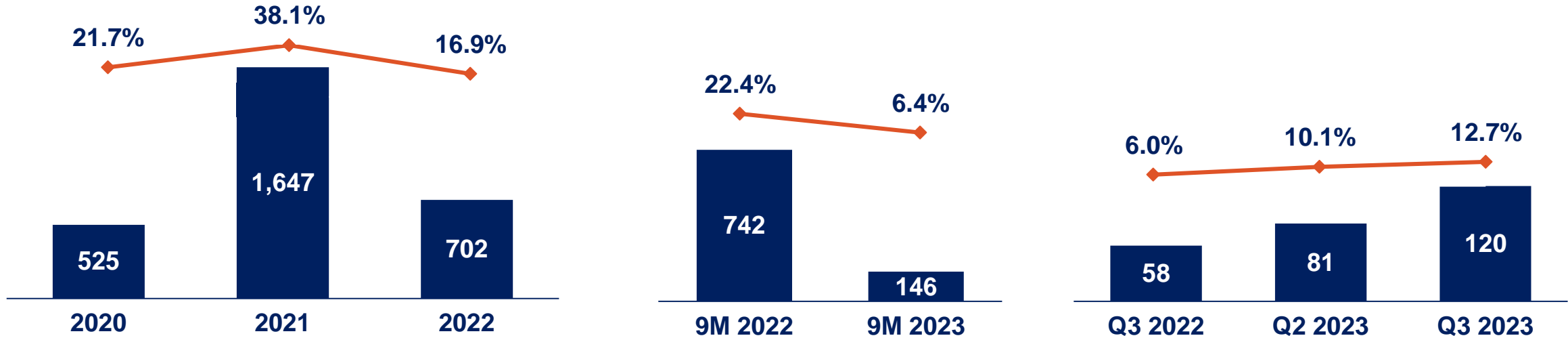
Net Sales Revenue (USD mn)

Total sales revenue increased by 17.7% QoQ in 3Q 2023.

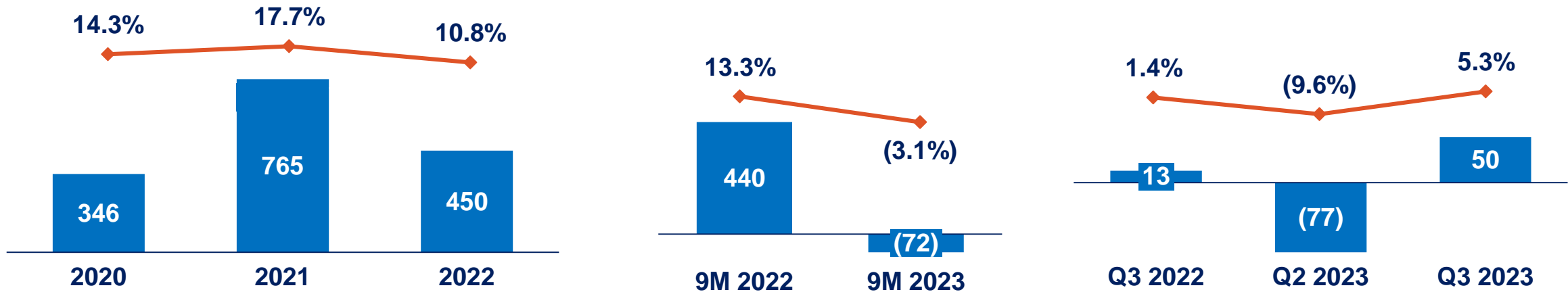


EBITDA & Net Profit

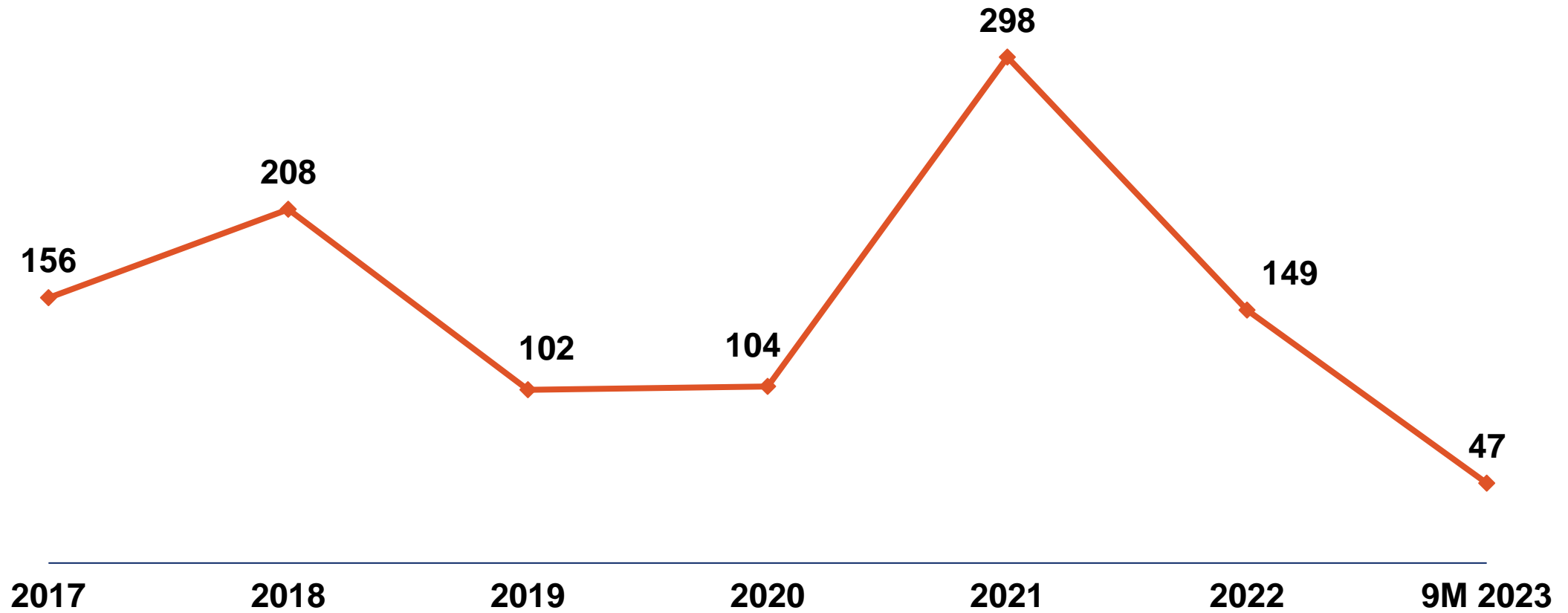
■ EBITDA (USD mn) ◆ EBITDA Margin (%)



■ Net Profit (USD mn) ◆ Net Profit Margin (%)

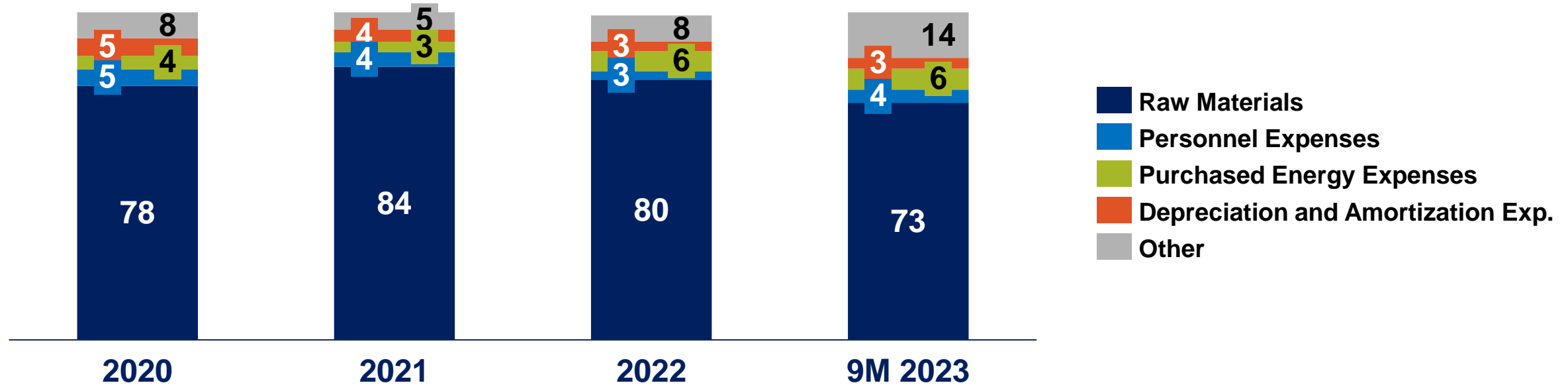


EBITDA per Ton (USD/ton)

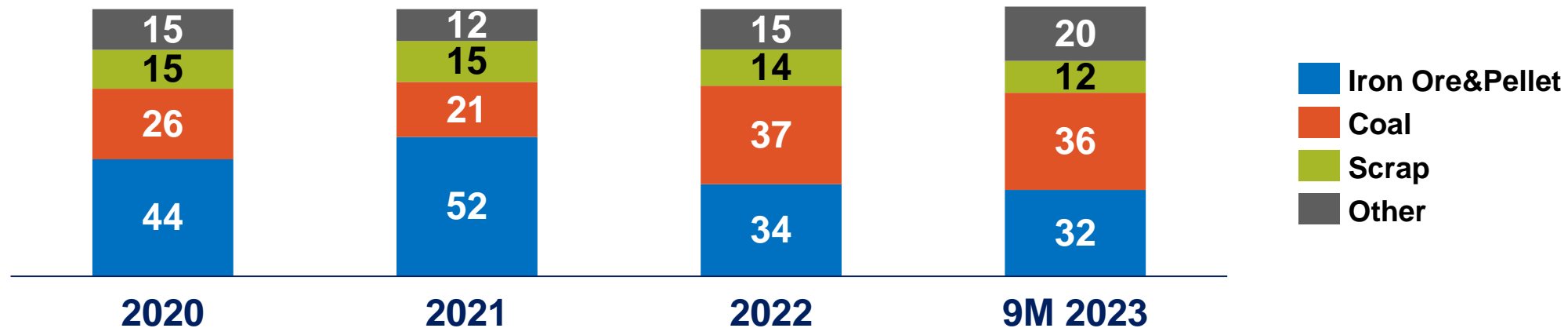


—◆— Main Product

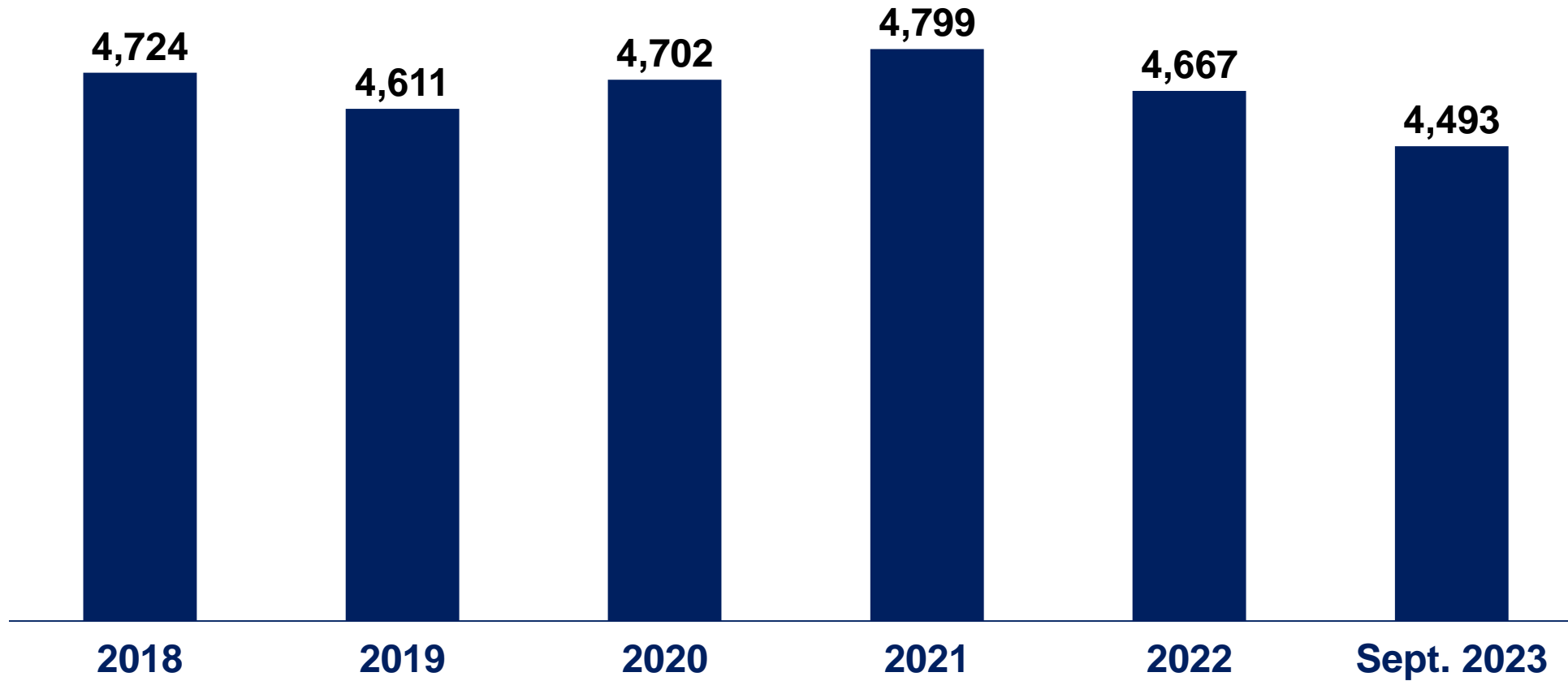
Cost of Sales Breakdown* (%)



Raw Materials Breakdown (%)



Number of Employees





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

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.