



**MINING METALLURGY**  
GROUP



# 2018 12 Months Investor Presentation

07.02.2019

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# Operational and Financial Highlights

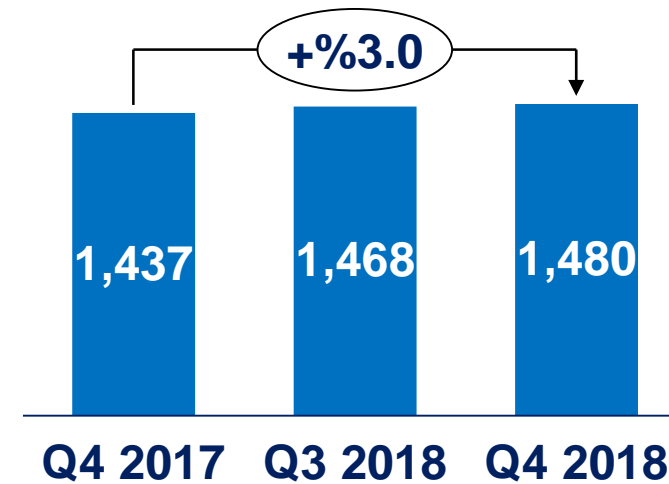
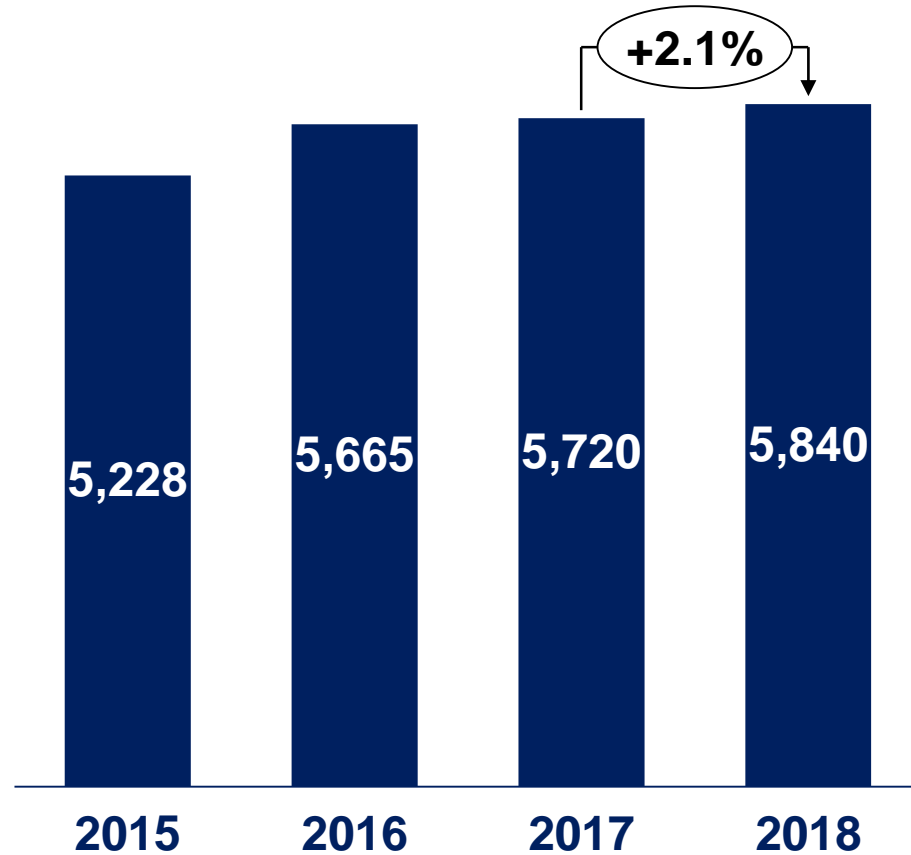


Operational Highlights	2016	2017	2018	Growth (YoY)
Liquid Steel Production (000 tons)	5,665	5,720	<b>5,840</b>	2.1%
Flat Steel Production (000 tons)	3,880	4,259	<b>4,529</b>	6.3%
Long Steel Production (000 tons)	1,572	1,328	<b>980</b>	-26.2%
Flat Steel Shipments (000 tons)	3,937	4,249	<b>4,412</b>	3.8%
Long Steel Shipments (000 tons)	1,587	1,365	<b>920</b>	-32.6%

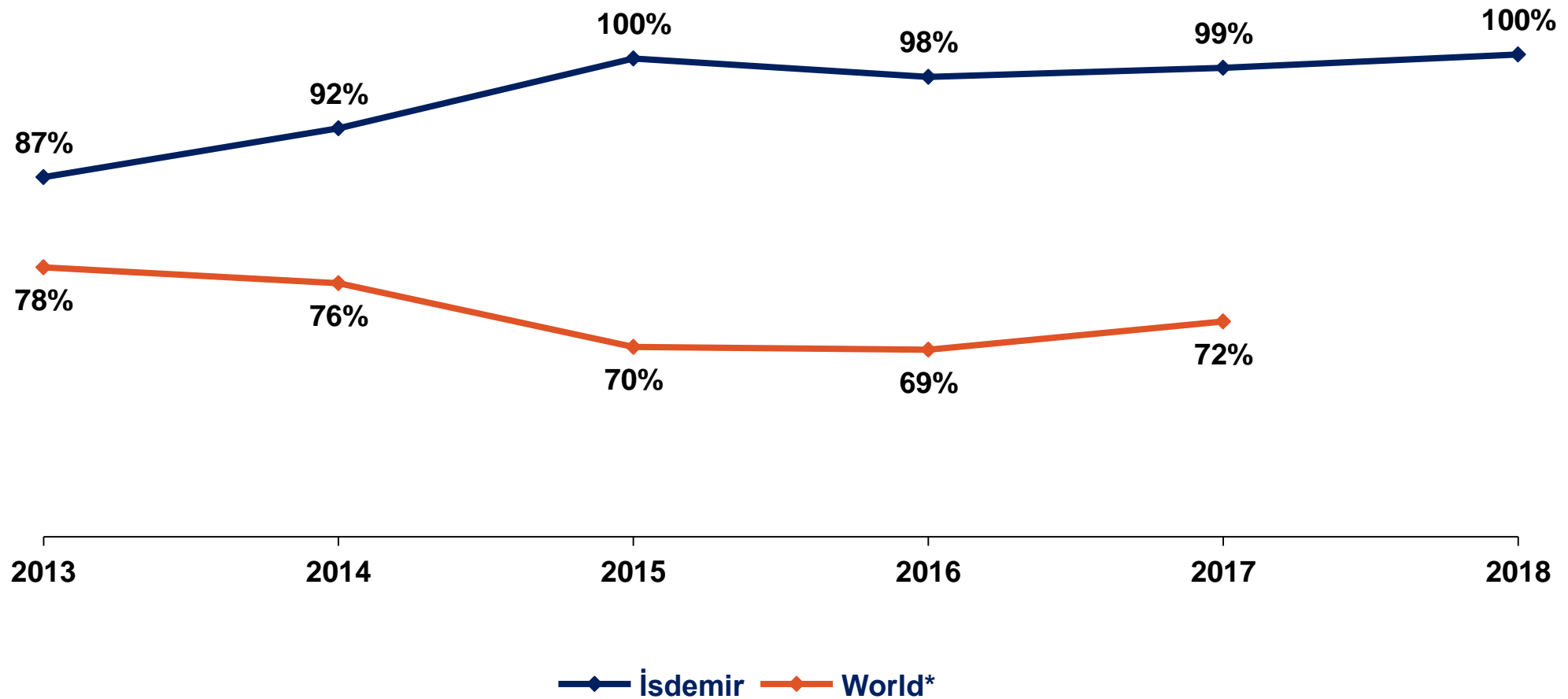
Financial Highlights	2016	2017	2018	Growth (YoY)
Net Sales Revenue (USD mn)	2,147	2,917	<b>3,291</b>	12.8%
EBITDA (USD mn)	536	891	<b>1,122</b>	25.9%
Net Profit (USD mn)	312	654	<b>851</b>	30.1%

# Liquid Steel Production (000 tons)

Liquid steel production increased by 3.0% YoY in Q4 2018.



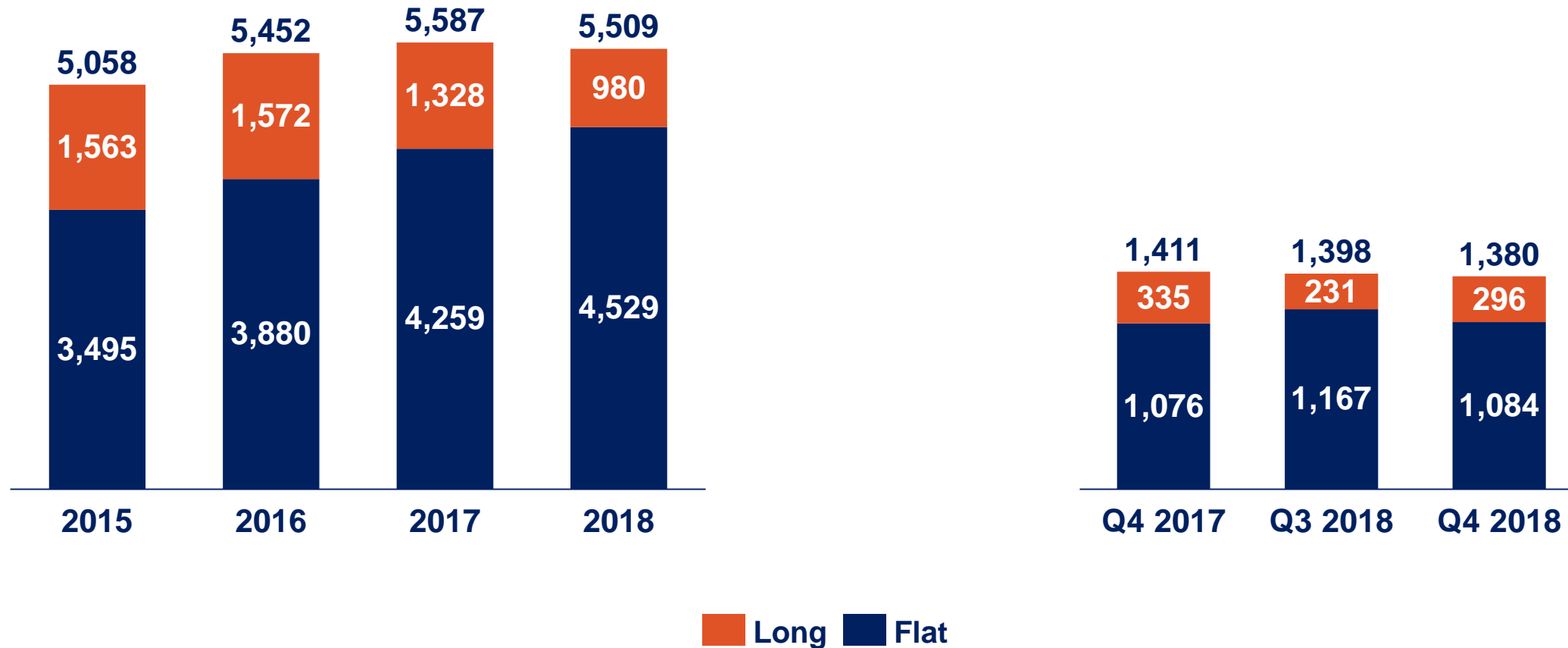
# Crude Steel Capacity Utilization Ratio



\*As of August 2018, Worldsteel no longer publishes global capacity utilization ratio for anti-trust reasons.

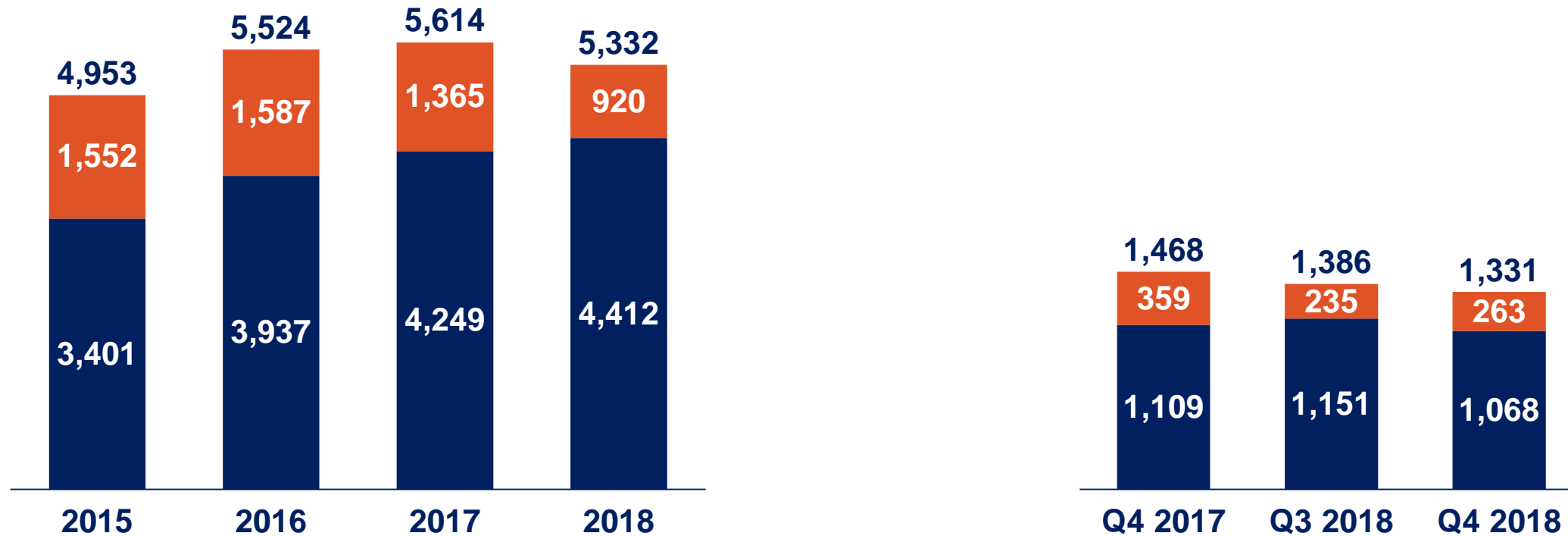
# Production (000 tons)

Flat production increased by 6.3% YoY in 2018.



# Sales Volume (000 tons)

Flat sales increased by 3.8% YoY 2018.

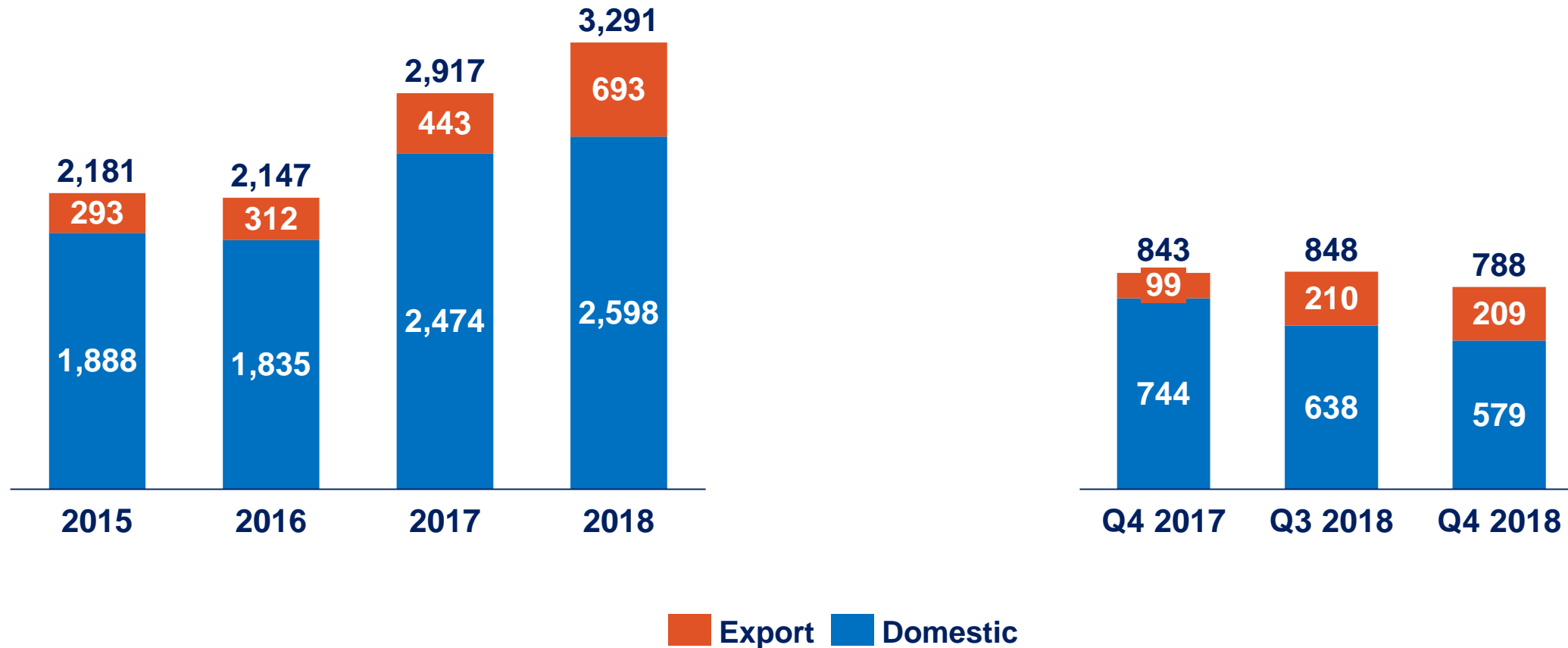


■ Long 
 ■ Flat

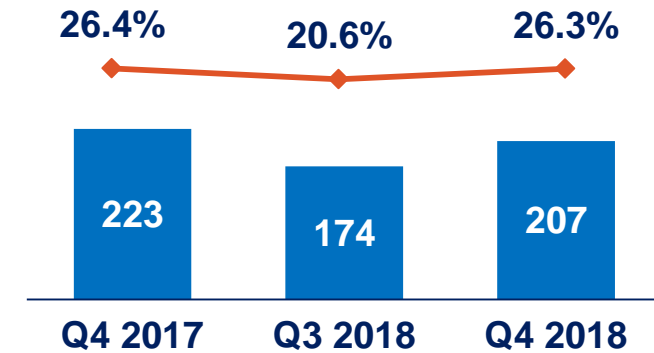
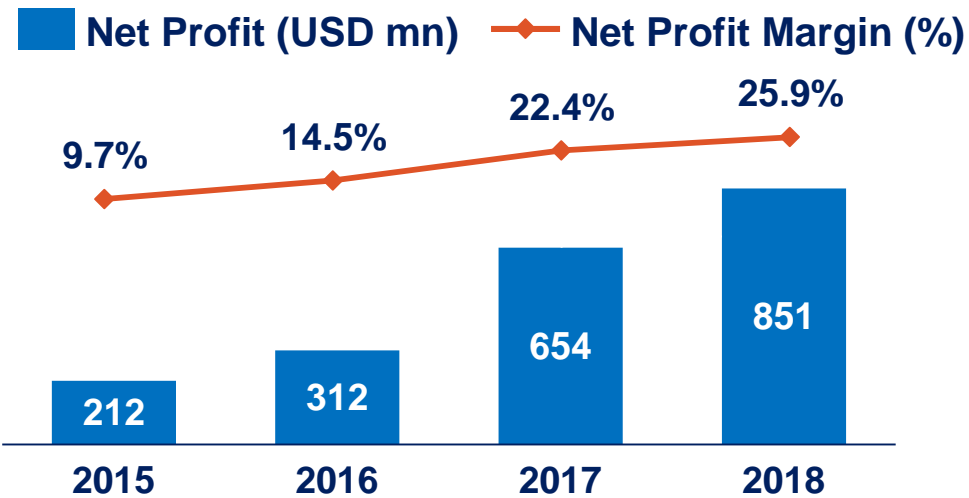
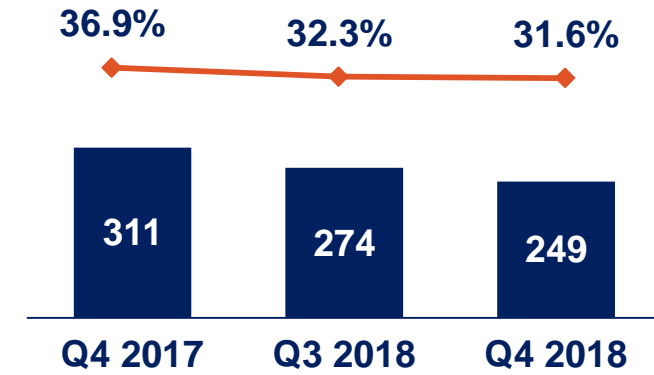
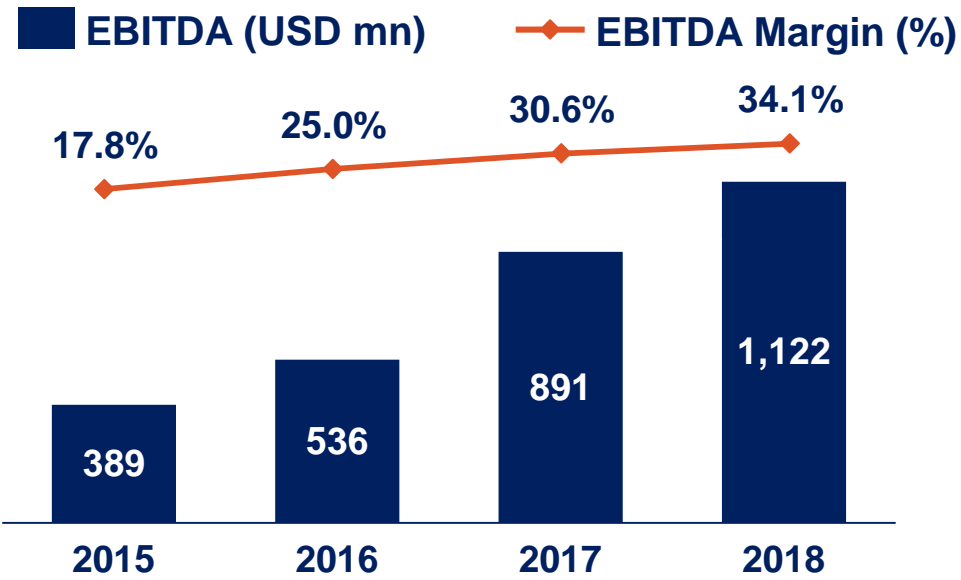


# Net Sales Revenue (USD mn)

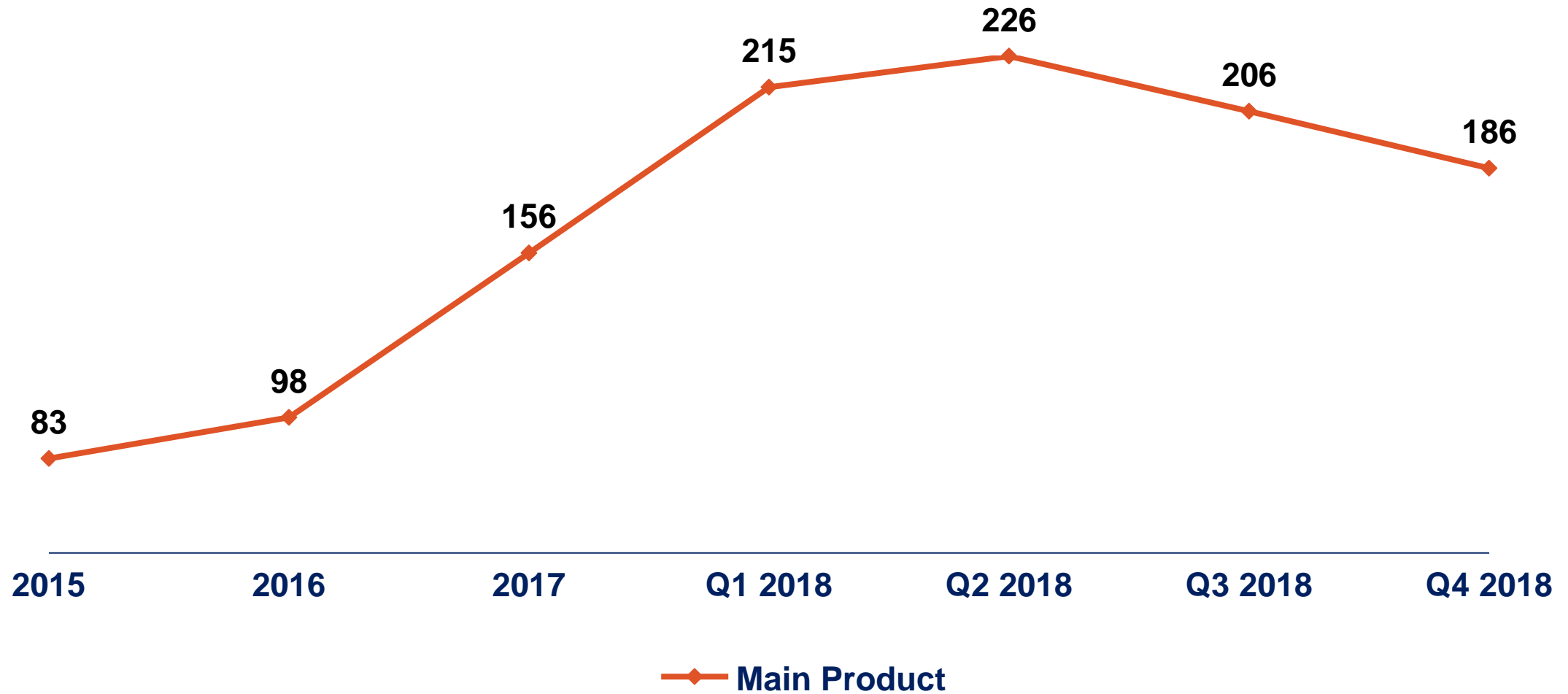
Net sales revenue increased by 12.8% YoY in 2018.



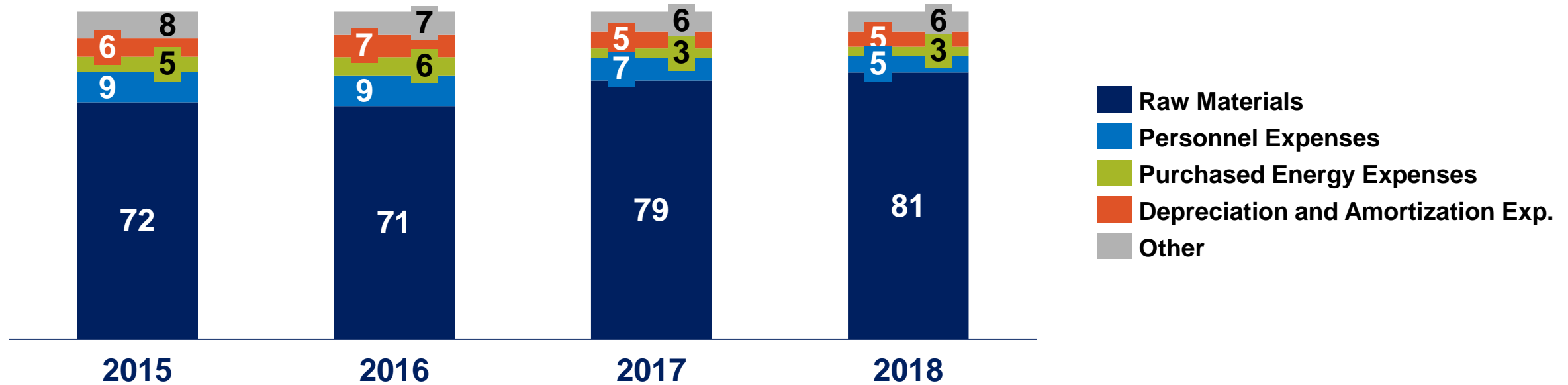
# EBITDA & Net Profit



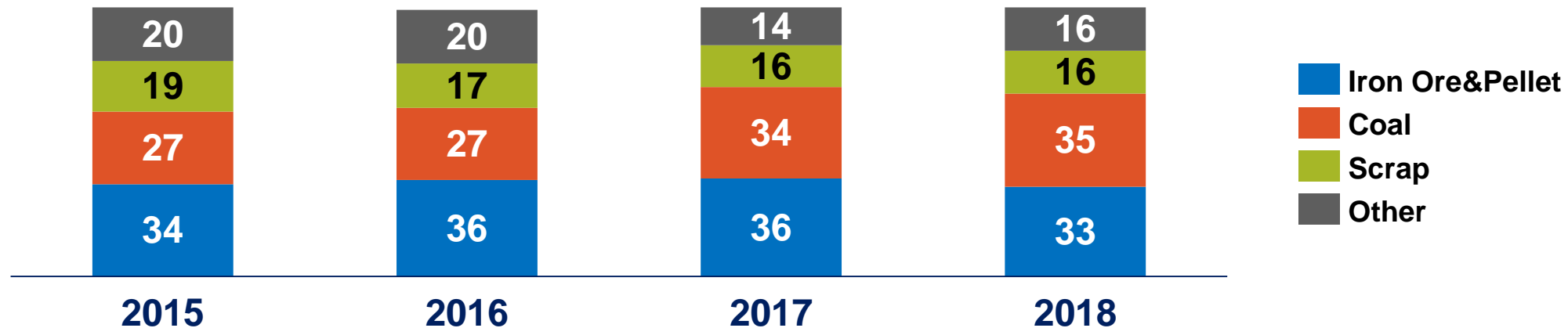
# EBITDA per Ton (USD/ton)



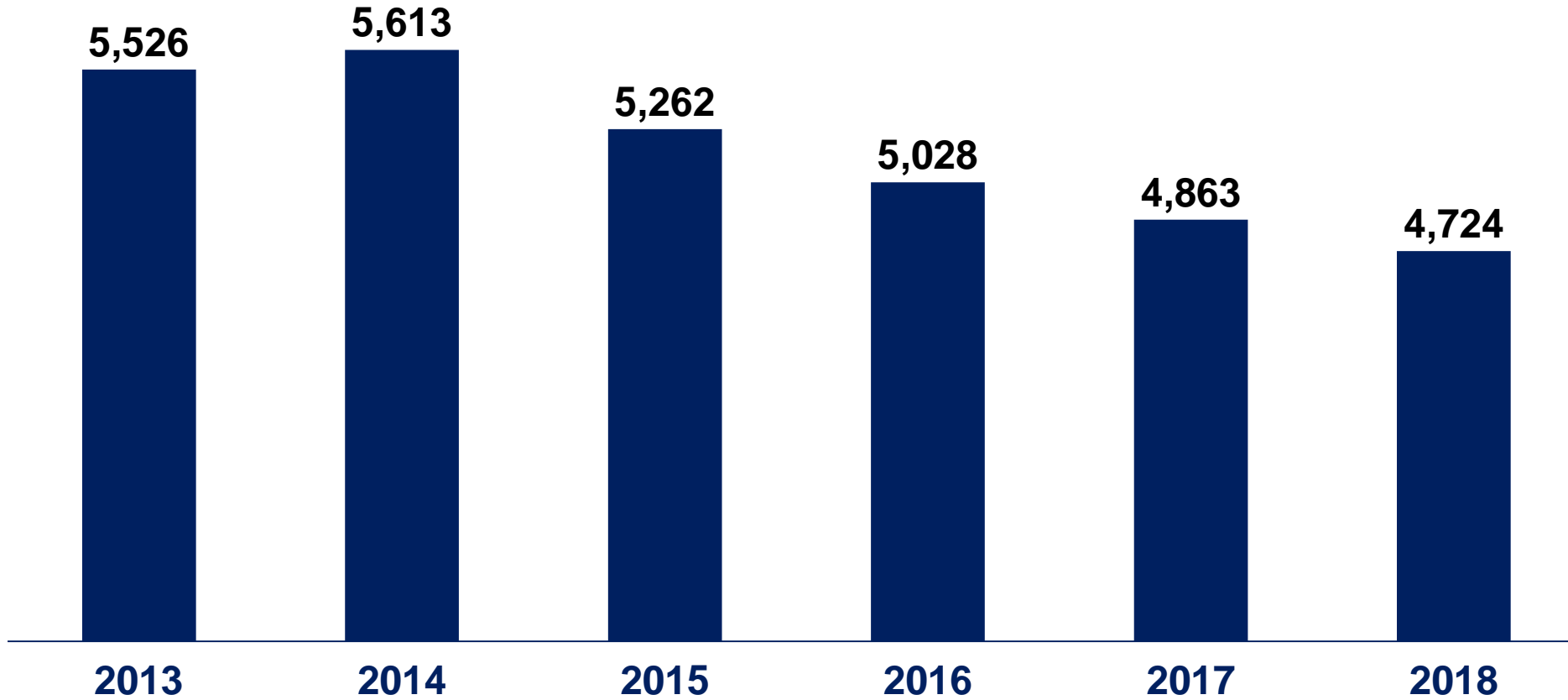
# Cost of Sales Breakdown\* (%)



## Raw Materials Breakdown (%)



# Number of Employees







## İsdemir Investor Relations

investorrelations@erdemir.com.tr | [www.isdemir.com.tr/yatirimcilar/](http://www.isdemir.com.tr/yatirimcilar/) | +90 216 578 80 61