



MINING
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2022 9 Months Investor Presentation

26.10.2022



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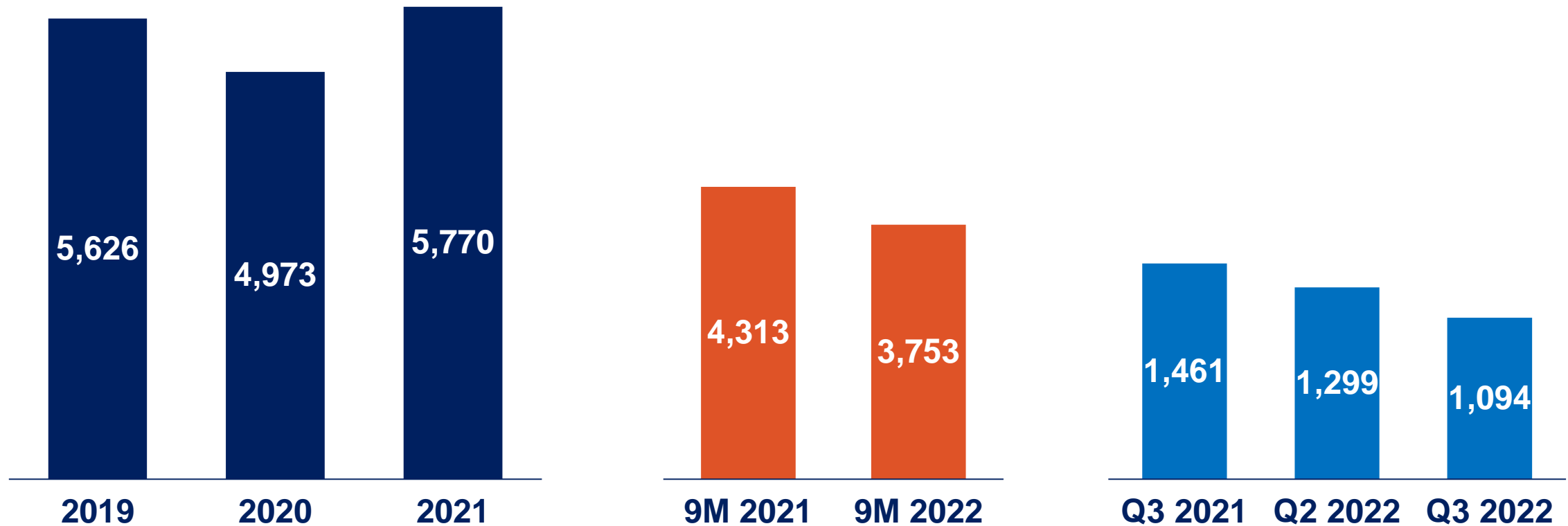
Operational and Financial Highlights



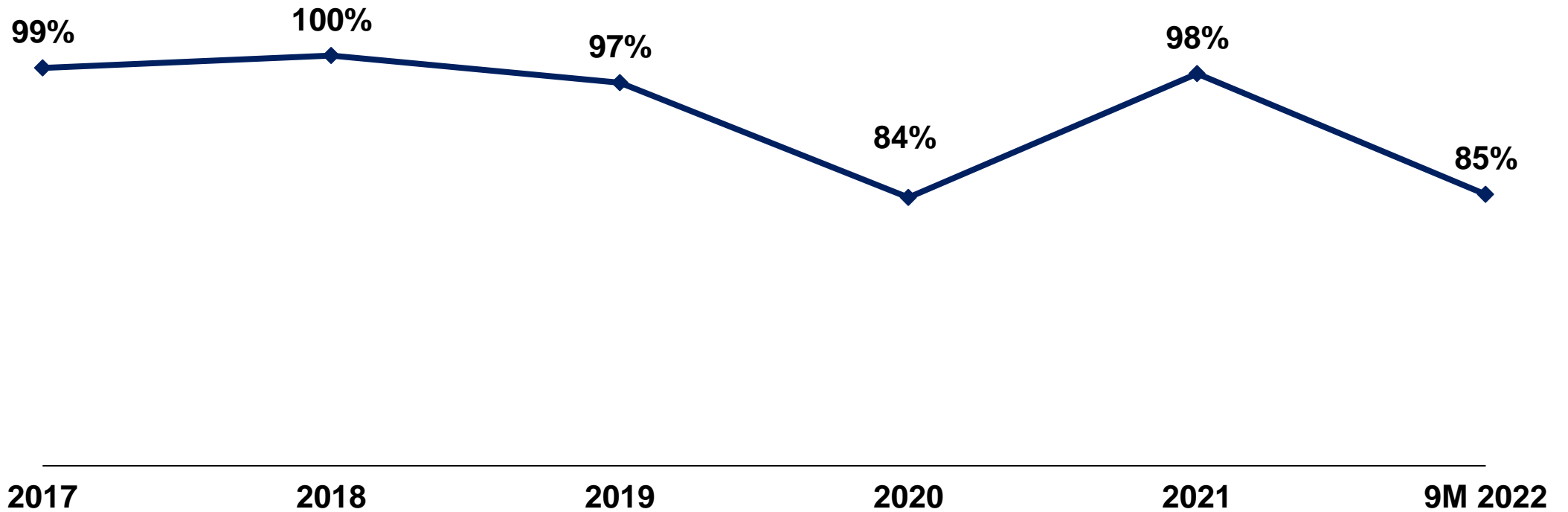
Operational Highlights	2020	2021	9M 2021	9M 2022	Change (9M)
Liquid Steel Production (000 tons)	4,973	5,770	4,313	3,753	-13.0%
Flat Steel Production (000 tons)	3,827	4,558	3,417	3,020	-11.6%
Long Steel Production (000 tons)	992	857	561	617	10.0%
Flat Steel Shipments (000 tons)	3,925	4,364	3,336	3,074	-7.9%
Long Steel Shipments (000 tons)	1,006	846	551	623	13.1%

Financial Highlights	2020	2021	9M 2021	9M 2022	Change (9M)
Net Sales Revenue (USD mn)	2,416	4,318	3,092	3,305	6.9%
EBITDA (USD mn)	525	1,647	1,202	742	-38.3%
Net Profit (USD mn)	346	765	757	440	-41.9%

Liquid Steel Production (000 tons)



Crude Steel Capacity Utilization Ratio

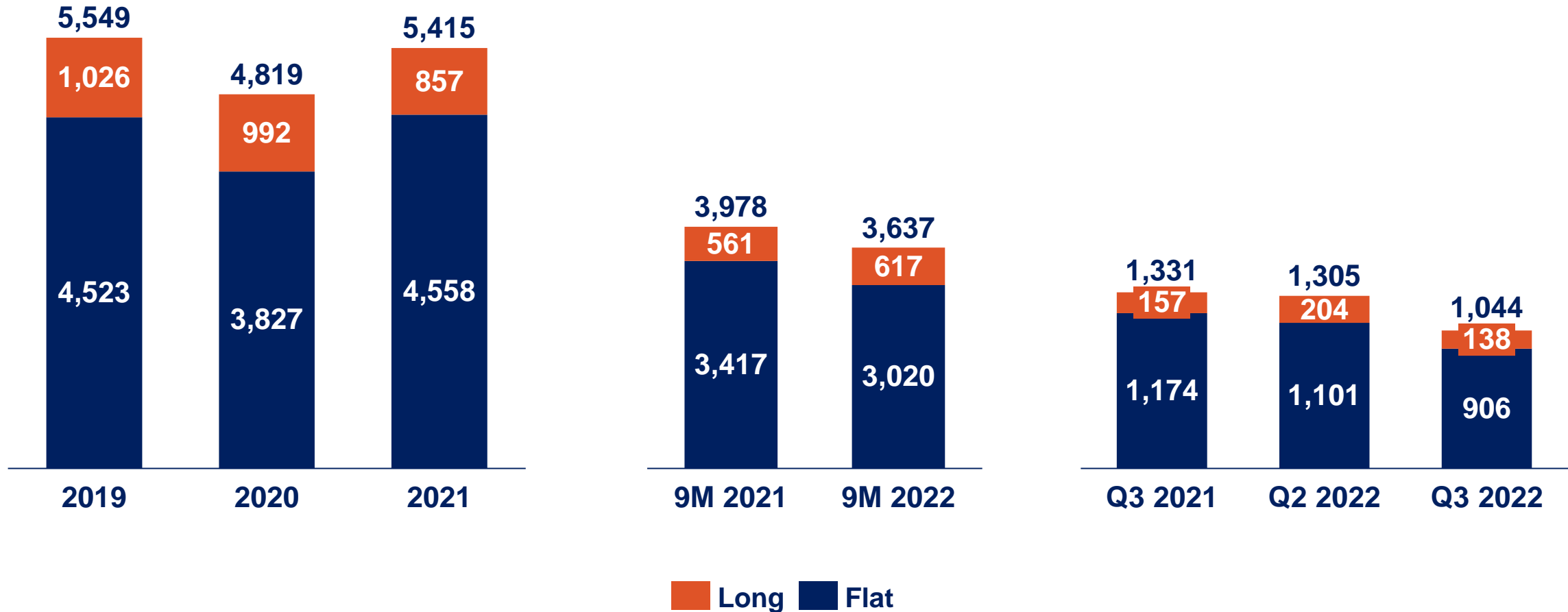


—◆— İsdemir

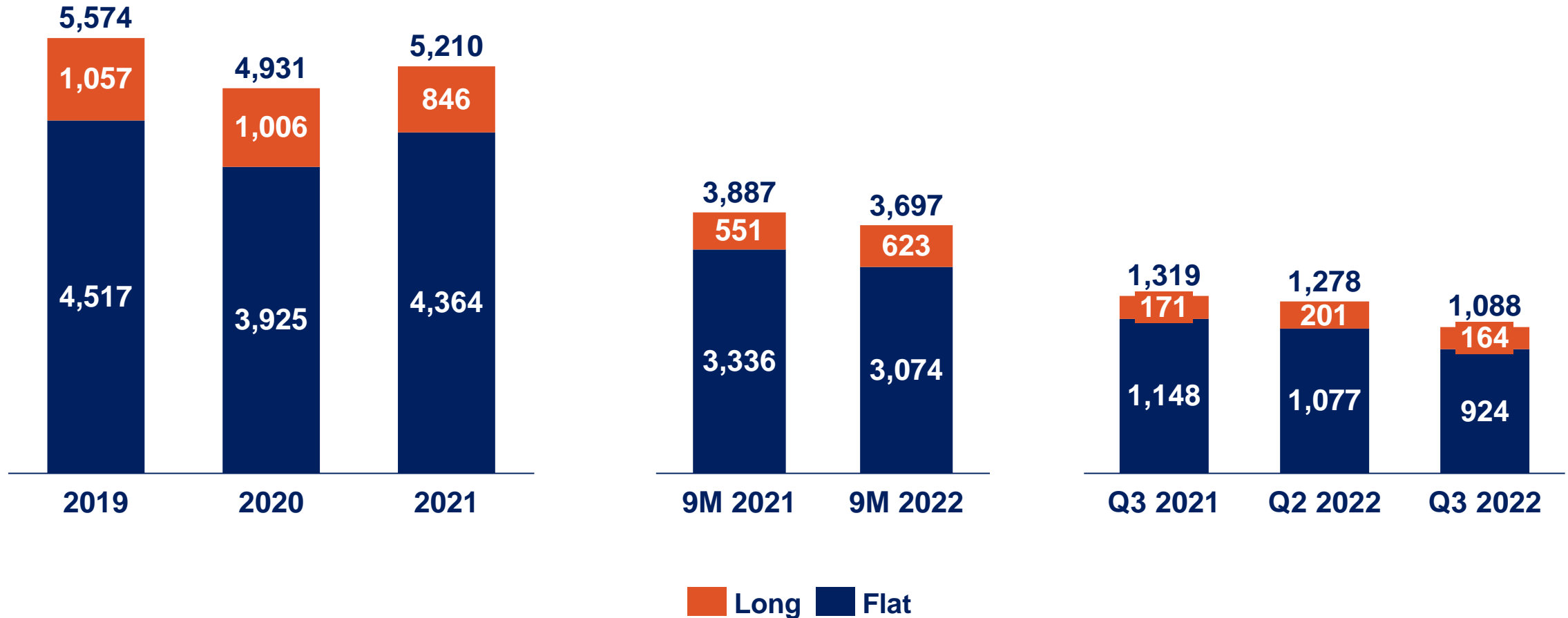


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Production (000 tons)

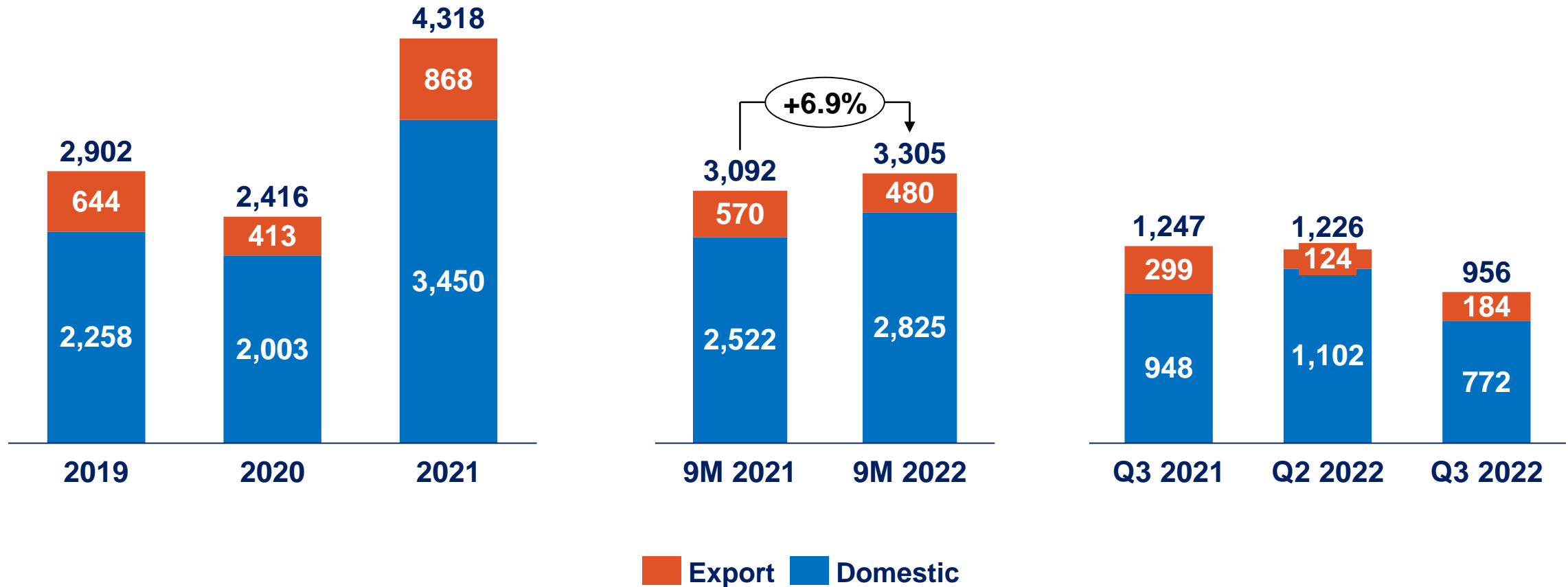


Sales Volume (000 tons)



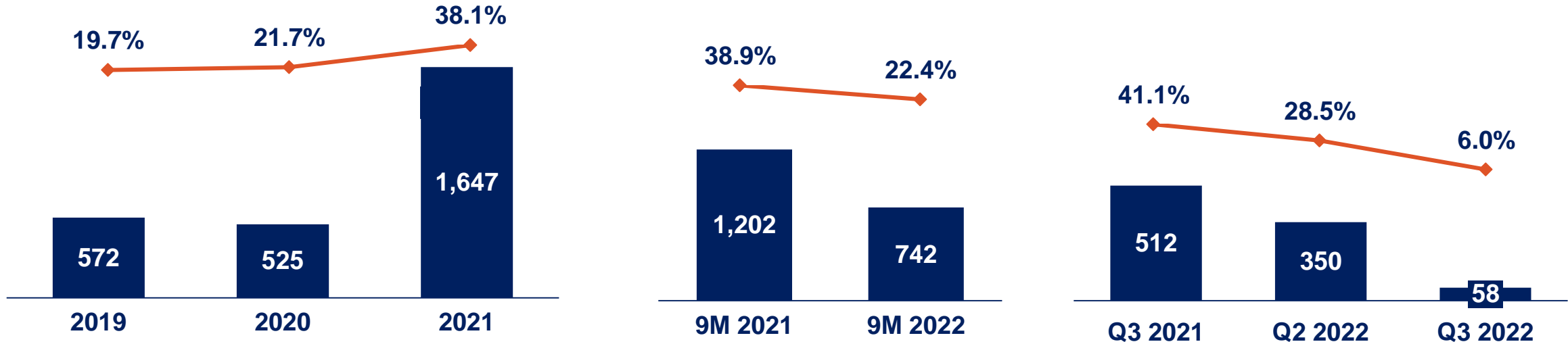
Net Sales Revenue (USD mn)

Total sales revenue increased by 6.9% YoY in 9M 2022.

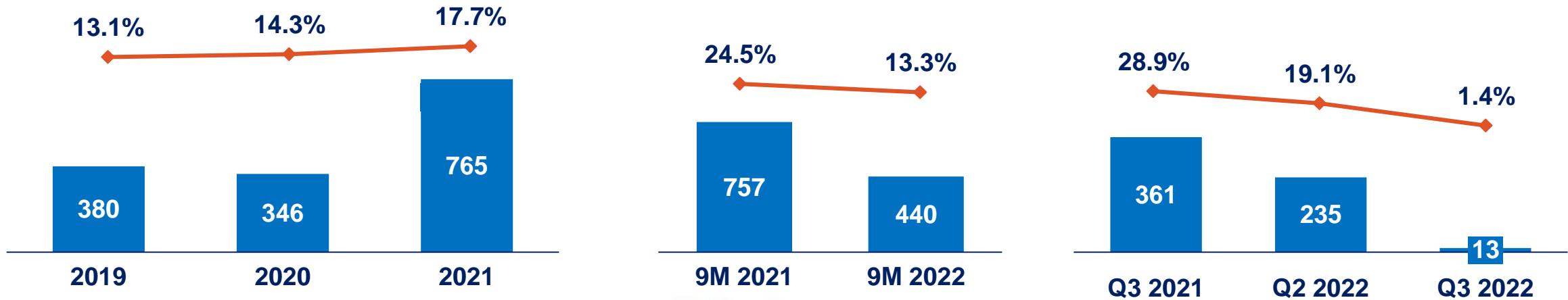


EBITDA & Net Profit

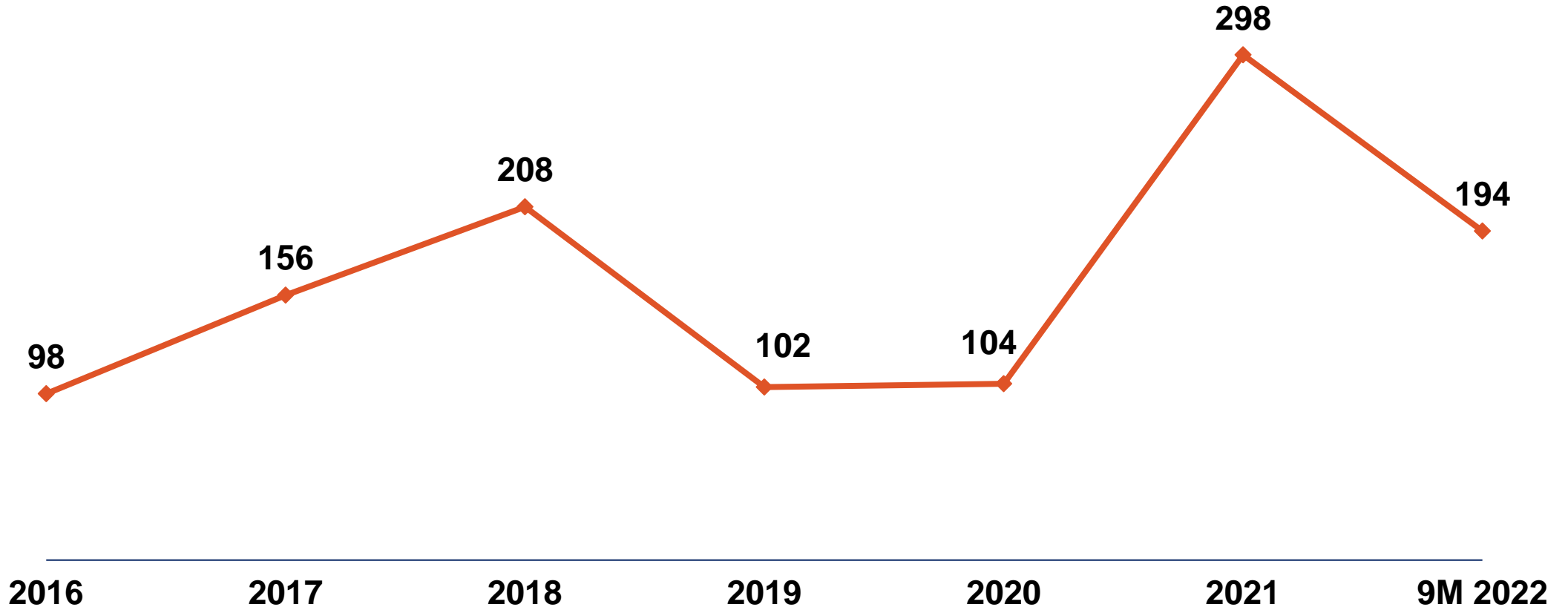
■ EBITDA (USD mn) ◆ EBITDA Margin (%)



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



EBITDA per Ton (USD/ton)

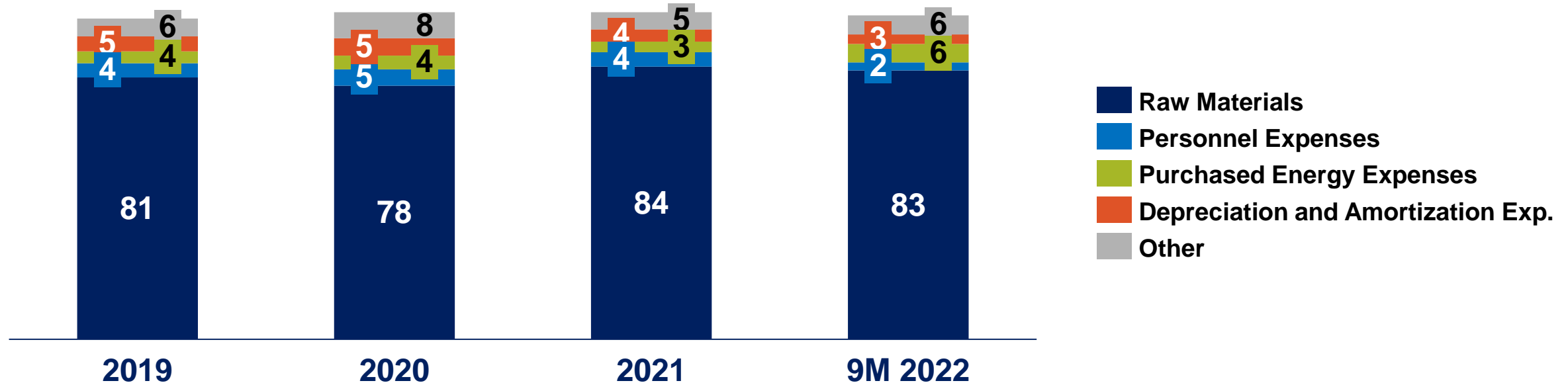


—◆— Main Product

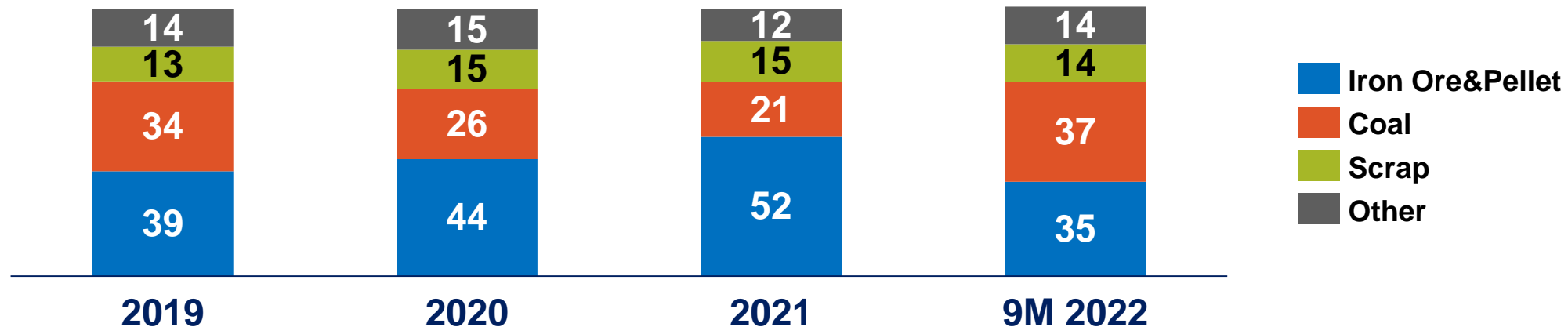


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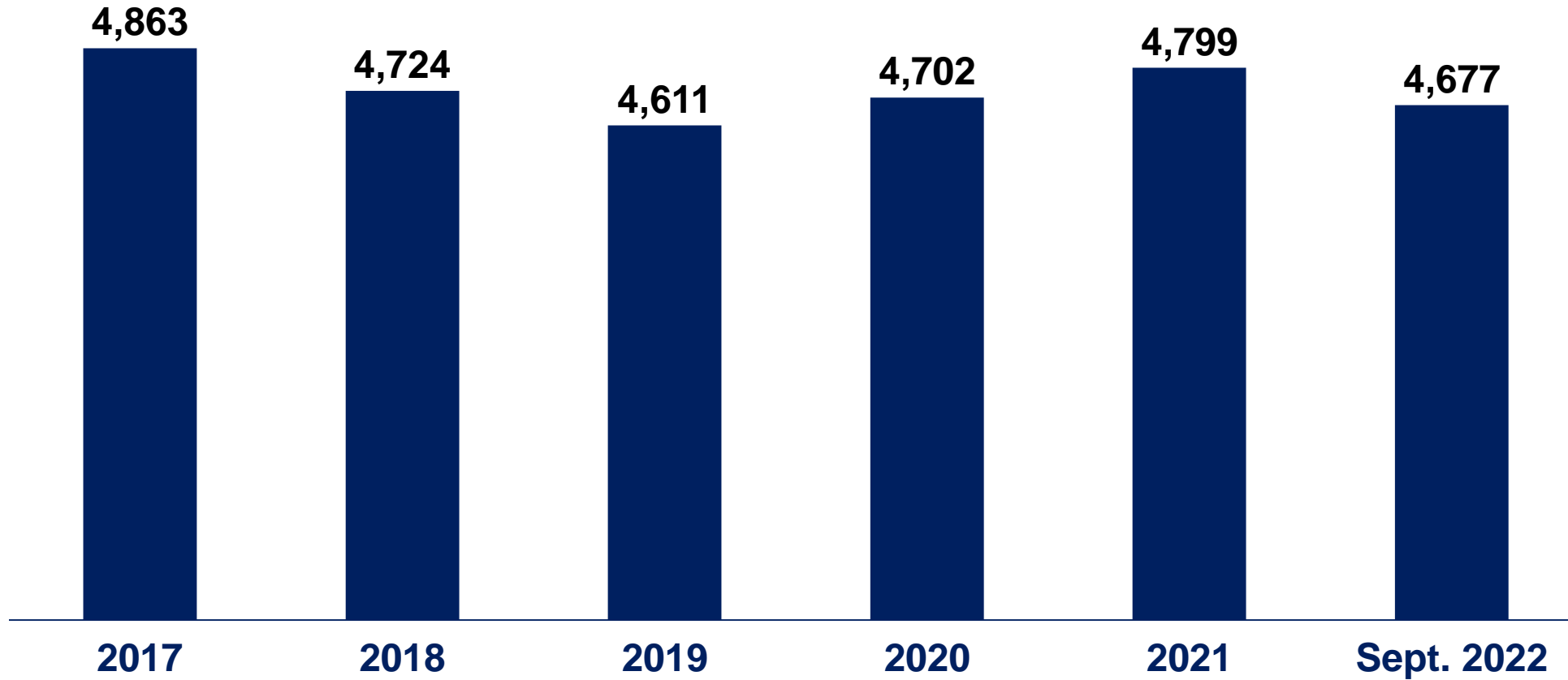
Cost of Sales Breakdown* (%)



Raw Materials Breakdown (%)



Number of Employees



Appendix – EBITDA Detail



	Note	01.01.2022- 30.09.2022 (Thousand USD)	01.01.2022- 30.09.2022 (Thousand TRY)
Presentation Currency Translation	2.1		15.8491
Operating Profit		662,058	10,493,039
Depreciation and Amortisation Expenses		79,635	1,262,138
Cost of Sales	13	76,386	1,210,651
Marketing Expenses	14	2,741	43,436
General Administrative Expenses	14	508	8,051
POA Classification		(28)	(452)
Interest Income for Overdue Receivables	14	(14)	(223)
Rediscount Income	14	(14)	(229)
		741,665	11,754,725



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Disclaimer

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