

ŞİŞECAM Investor Presentation H1'22

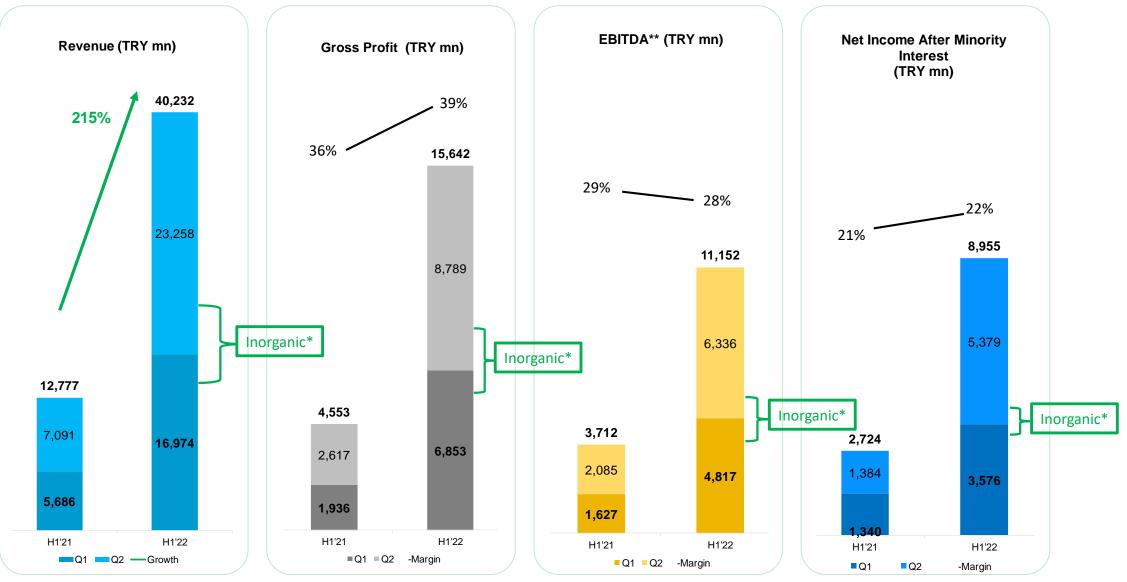
Content



H1'22 & Historical Key Financial Results	Page 3-4
H1'22 & Historical Segmental Results	Page 5-7
H1'22 & Historical Regional Results	Page 8-9
H1'22 & Historical Operational Results	Page 10-13
Liquidity & Capital Allocation	Page 14-18
Sustainability – CareForNext 2022-2030 Vision	Page 19-24
Şişecam at a Glance & Risk Management Policies	Page 25-26
Appendix	Page 27

H1'22 Key Financial Results





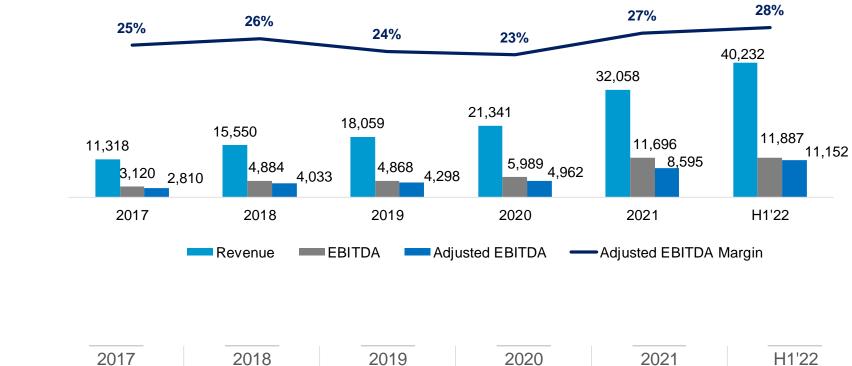
Sisecam Chemicals Resources LLC & Refel S.p.A contributions (for futher details, please see Sisecam 2022 Q2 Earnings Review Note on
 <u>https://www.sisecam.com.tr/sites/catalogs/en/Investor%20Relations/Presentations%20and%20Bulletins/Bulletins/SISE%202022%20Q2%20Results%20-%20YoY%20Comparison.pdf
</u>

* * EBITDA and Net Income After Minority Interest are adjusted to one-off items

Historical Financial Results

ŞİŞECAM

TRY mn



Revenue Growth Y-o-Y

37%

32%

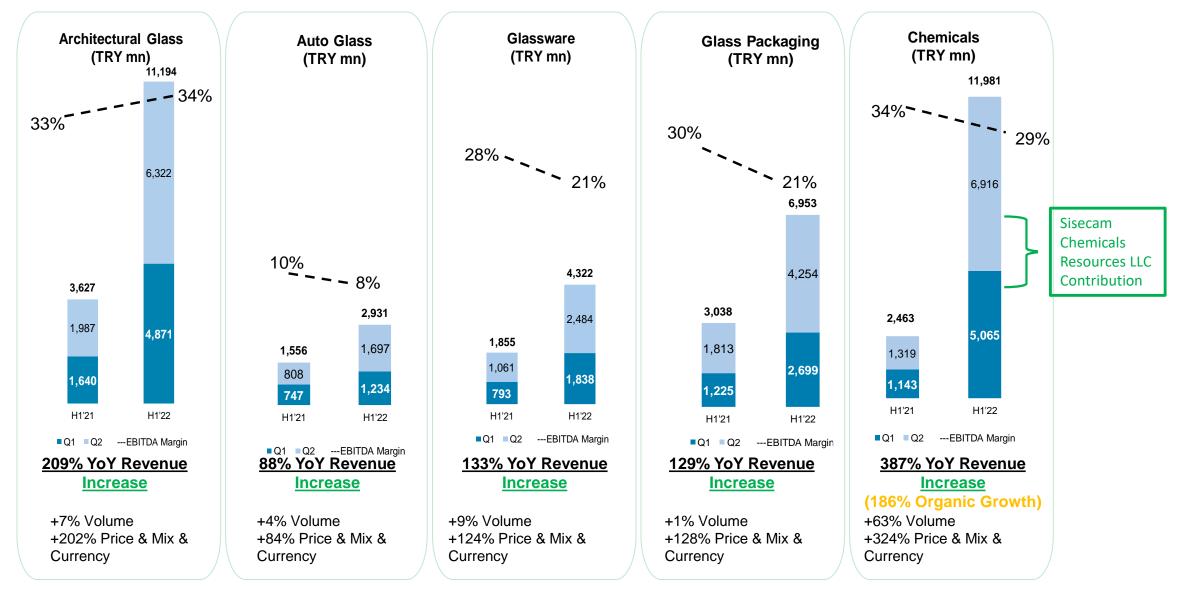
2019202016%18%

H1'22 215%

50%

H1'22 Segmental Revenue and EBITDA



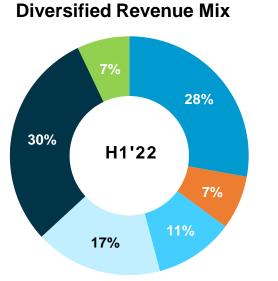


All revenue figures showing net external sales

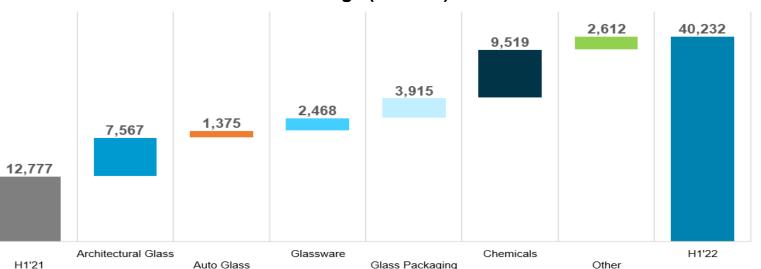
EBITDA Margins – derived from one-off gain/loss adjusted figures

H1'22 Segmental Revenue and EBITDA

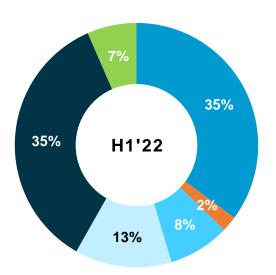


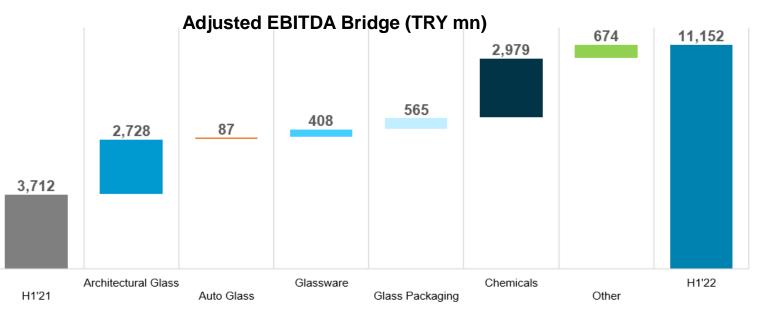


Revenue Bridge (TRY mn)





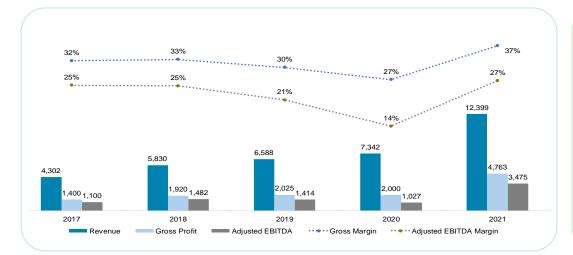


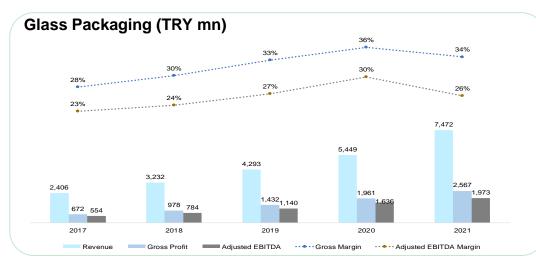


Historical Segmental Financial Results

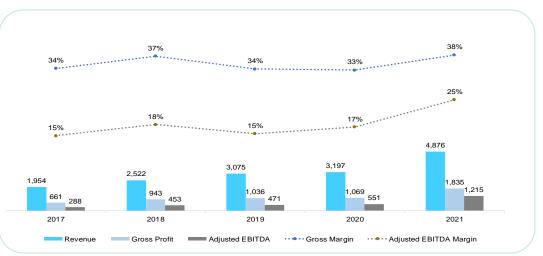


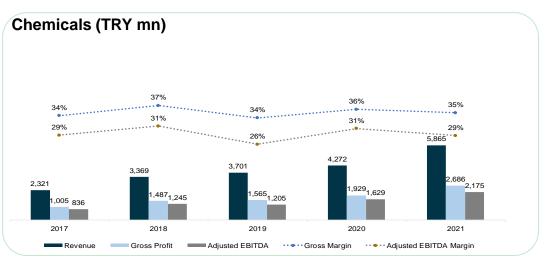
Flat Glass (TRY mn)*





Glassware (TRY mn)



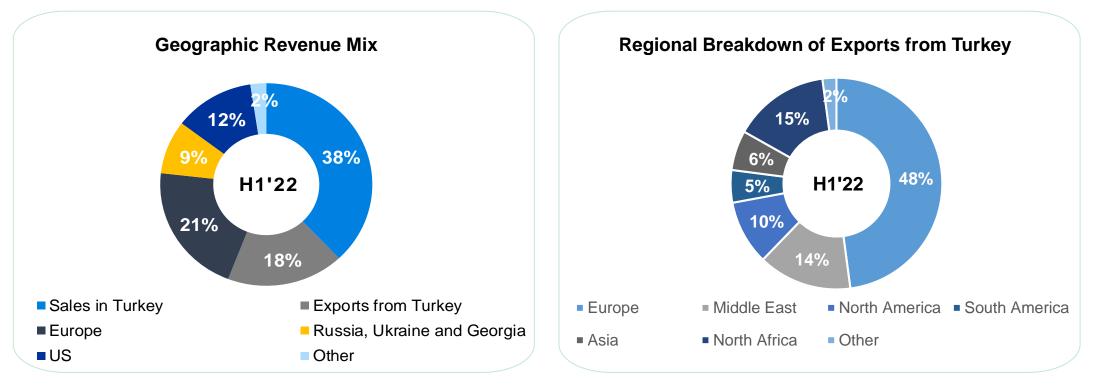


All revenue figures showing net external sales

*Re-categorized as two separated business lines (Architectural Glass and Auto Glass) as of January 1st 2021

H1'22 Regional Results

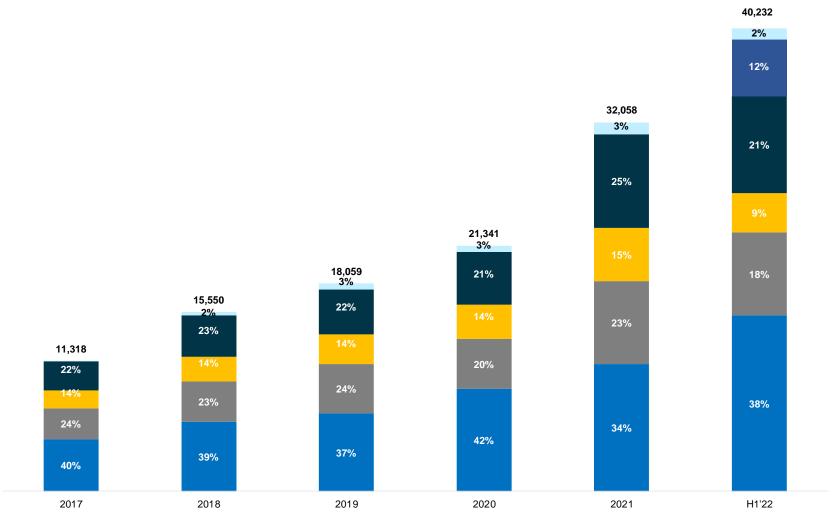




Top 10 Export Countries Italy, Egypt, USA, Spain, Israel, Germany, France, Brazil, UK, Morocco

Historical Regional Results

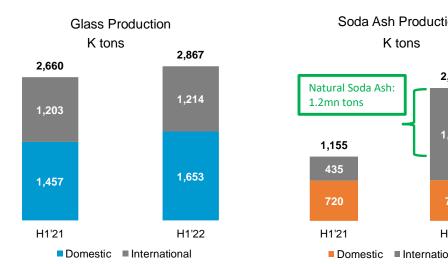
TRY mn

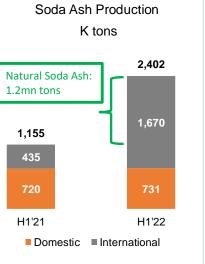


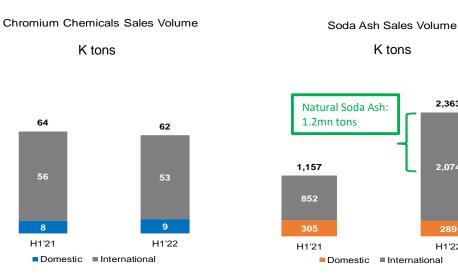
Sales in Turkey Exports from Turkey Russia, Ukraine and Georgia Europe US Other

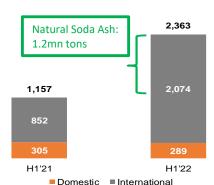


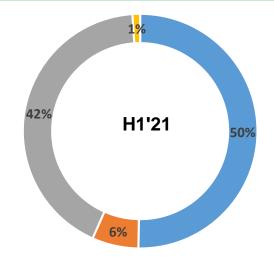
H1'22 Operational Results





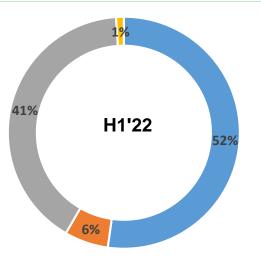






Glass Production Breakdown

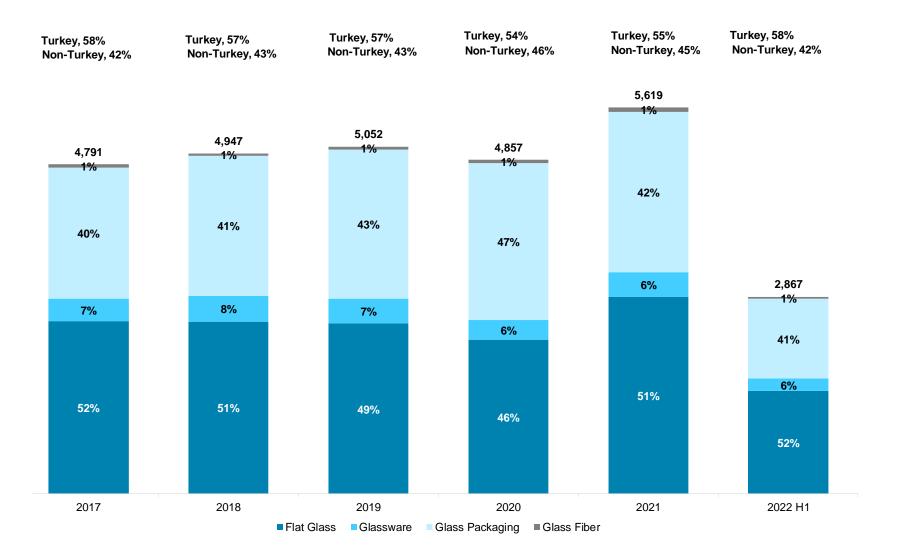
Flat Glass Glassware Glass Packaging Glass Fiber



SÍSECAN

Historical Production Results - Glass

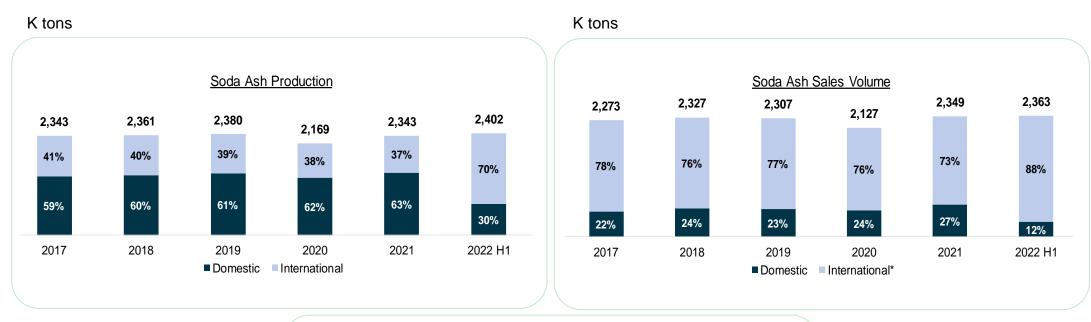
K tons



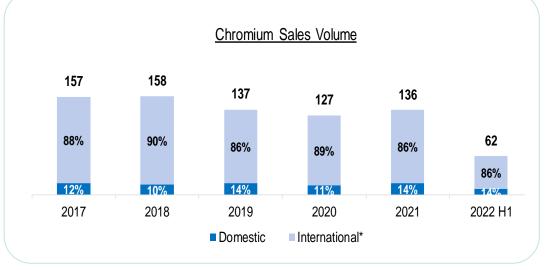
SISECAN

Historical Production & Sales Volume - Chemicals





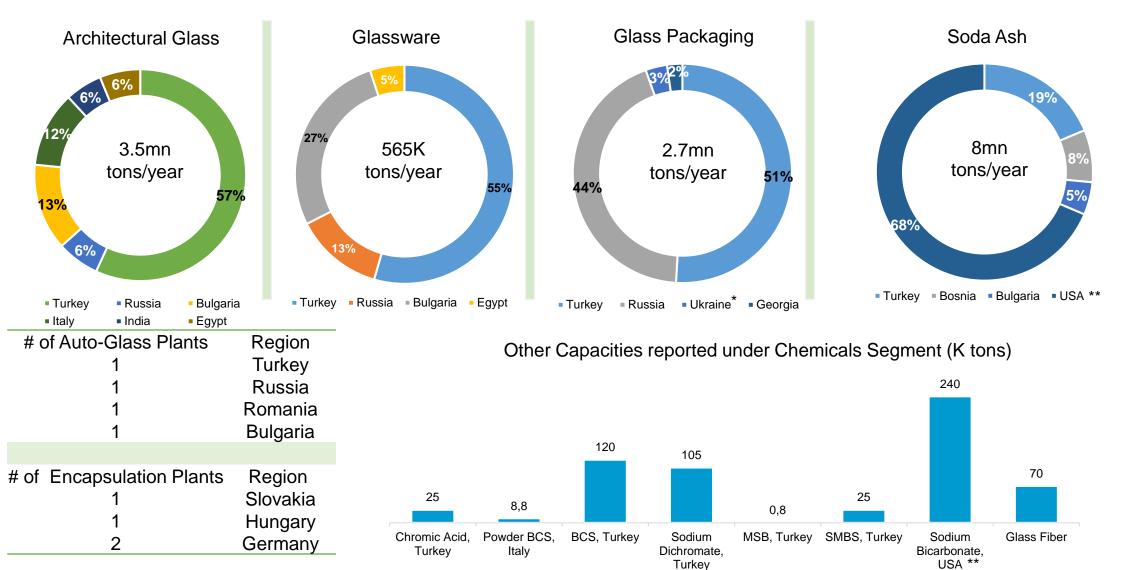
K tons



* International: Sales from Non-Turkey Facilities + Exports from Turkey-based facilities

Installed Capacities



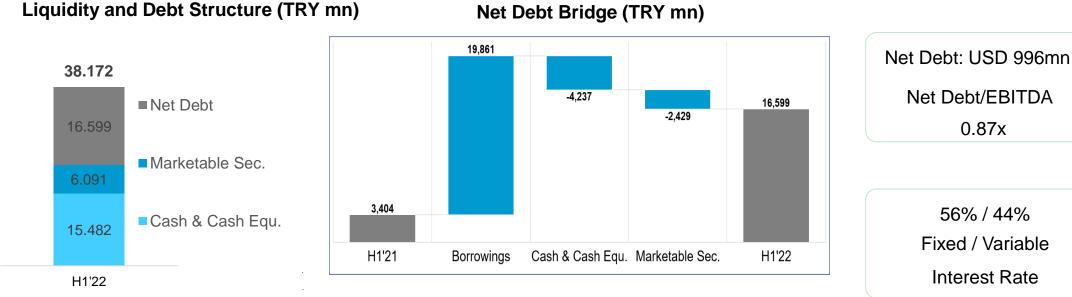


* Inoperational since December 2014

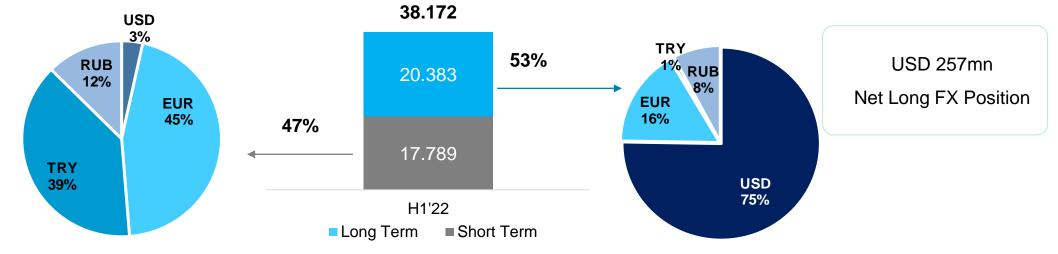
** Incl. US Natural Soda Ash Investment: Wyoming mine (operational with 2.5mn tons/year production capacity) + Pacific & Atlantic mines (total stake adjusted capacities; soda ash 3mn tons/year, sodium bicarbonate 240K tons/year expected to be gradually online starting from late 2026

Debt Position





Term Structure of Gross Debt (TRY mn)



*USD 1.2bn equivalent long-term liabilities include USD 700mn Eurobond issued back in March 2019

After cross currency swap agreements made in April and June in 2019, 68% of the bond converted to EURs, 14% converted to TL and rest of 18% kept in USD. Swap transaction for the interest payment of USD 40mn was recognized.

Historical Debt & Liquidity Results

ŞİŞECAM



(*) Marketable securities: Eurobond investment portfolio amounting to USD 245mn & FX-protected deposits with a total balance of USD 147mn

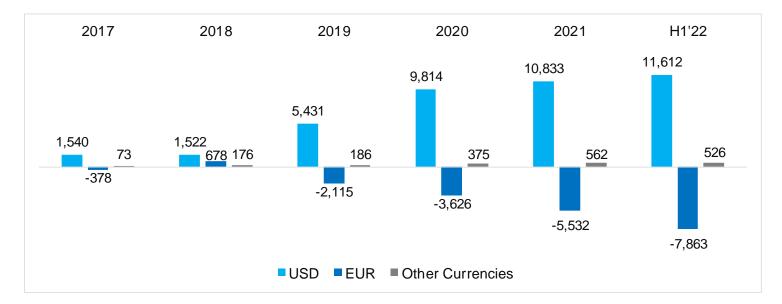
(**) Marketable securities are included in net debt calculation

Historical FX Position



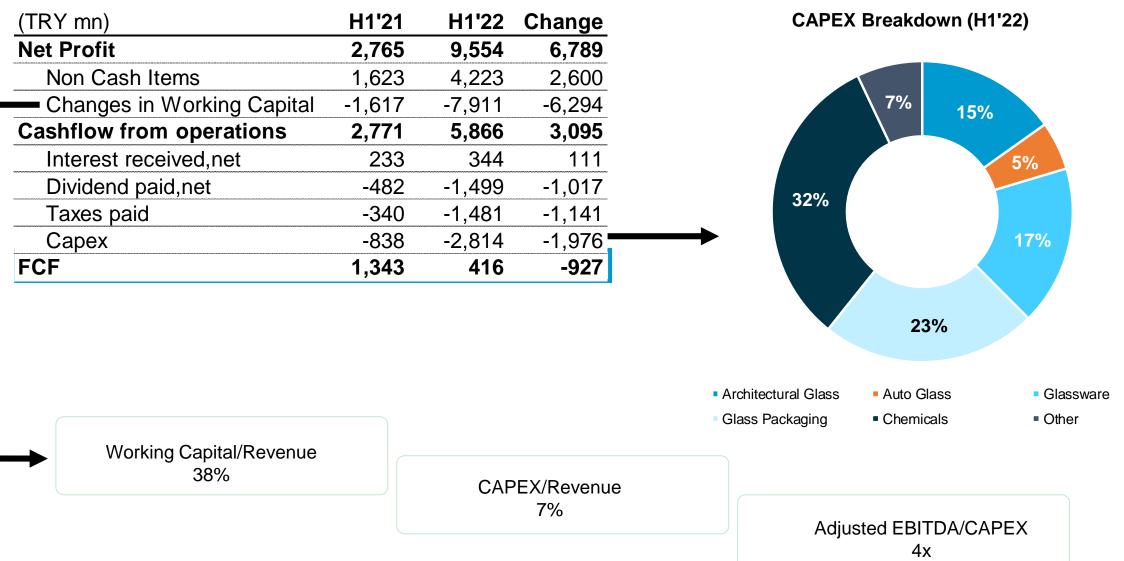


TRY mn



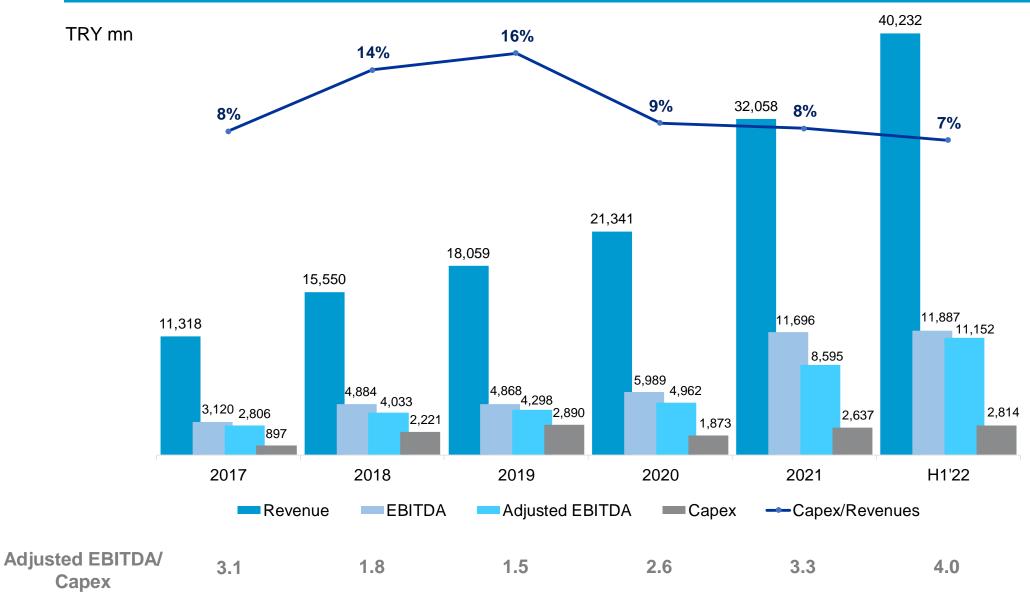
FCF & Capex





Historical Capex Analysis





CareforNext 2022-2030 VISION

Protect the **PLANET EMPOWER** SOCIETIES **TRANSFORM** LIVES

CareforNext Vision

Become one of the pioneering organizations in value creation on a global scale by providing solutions and services that «Protects the Planet, Empowers Society and Transforms Life».



Our sustainability strategy in accordance with our vision for creating sustainable value is fully integrated with the UN Sustainable Development Goals.



Our 2030 Sustainability Strategy at a Glance



PROTECT THE PLANET

Climate Change

2050 Vision for Carbon Neutrality Setting of 2030 Target Compatible with SBTi (Science Based Targets), Development of Installed RES Capacity of 53 MW, Transition to Fully Electric Furnace

Water Use 15% Reduction in Fresh Water Consumption



6

Q

9 SANTL TERLIC

00

Circular Production

50% Reduction in Packaging Waste, Reaching 35% Glass Cullet Use in Glass Packaging

EMPOWER SOCIETY **Corporate Heritage**

Global Dissemination of Glass Heritage and Culture

MAJOR SPONSOR **Talent Acquisition, Management** and Development

Increasing Functional and Personal Competences through Training (47 personhours of training per year) Gaining Skills of New Generation, Increasing the Rate of Employee Loyalty

Occupational Health and Safety

3 Martinese

-w

4 site

5 conversion

ø

8 hoursest

m

10 setstalauste •€•

17 mante

8

Zero Work Accidents, Well-Being Program

Equality, Diversity and Inclusion

Reaching a 25% Female Employment Rate, Implementation of Women Expression Program, Promoting the Multi-National Work Environment

TRANSFORM LIFE

Digitalized Value Chain

Transition to a Digital Working Environment, Completion of Digitalization of All Organizational Operations, Decision Making Based on Data Analytics

Sustainable Products

Increasing the Share of Sustainable Products in Turnover, Increasing the Number of Sustainable Products and Solutions for Transforming Life and. Dissemination of Life Cycle Analysis Program and Eco-Labelling

Sustainability Across the Value Chain

Dissemination of the Supplier Capacity Development Program, Compliance with the Code of Conduct by All Suppliers

Value-Added Partnerships

Establishment of Collaborations and Partnerships in Pursuit of SDG 17 (Partnerships for Goals)



8

9 WART YORKS

12 WINDOW

00

17 manual

Şişecam 2021 Sustainability Report



Verification and Assurance of Sustainability Progress

Şişecam 2021 Sustainability Report

- 3rd party verification service for 2021 Sustainability report data
- Data validation upon 10 sustainability KPIs
- Covereage of Şişecam (48) facilities and on-site audit to 10 facilities

- 8 million m3 of water recyled or reused
- 600,000 GJ of energy saved
- "Waste Segregation" and "Digital Monitoring" studies for eight different waste types in selected plants
- 26% glass cullet used in glass packaging production

- EMPOWER SOCIETY
- Trainings of 47 hours per person provided to our employees
 - Increased the ratio of women in the workforce to 23%
 - Out of this figure, 26% achieved at executive level and 24% in senior executive level

- Continued to incorporated **Robotic Process Automation (RPA)** into management processes and **Overall Equipment Efficiency (OEE)** into operational processes
- Generated **7,762 MWh** of energy from our home grown renewable energy sources
- Used 28% of our R&D budget for sustainability focused developments



Our progress in 2021

Zero occupational accidents "Lost Time Injury Frequency



	Şişecam Sustainability Strategy (2017 -2022)	Unit	2020
-	Reuse of 5% of treated industrial wastewater	%	Above target
SER	Using at least 20% recycled (outer cullet) glass in Glass Packaging production	%	Above target
ä	Reducing NO _x emissions through primary measures in at least 10 glass furnaces	Quantity	9
	Realizing at least 4 industrial synergy programs	Quantity	Achieved
	Increasing forestland by 20% in existing mining sites	%	%9
	Reorganizing corporate procurement procedures in line with the sustainability principles	Procedure	Achieved
	Initiating biodiversity and conservation practices in cooperation with local people at operational sites	Implementation	Ongoing

2021 Explained
Above target
Above target
9
Achieved
10.4%; the rest planned
Achieved
Projects identified



5 GENDER	8 DECENT WORK AND	10 REDUCED	17 PARTINERSHIPS
EQUALITY	ECONOMIC GROWTH	NEQUALITIES	FOR THE GOALS

PROGRESS ¢

EMPOWER

Ð

Ç

Rate" (LTIFR)	LTIFR	10	
Determining " \$ișecam's" Diversity and Inclusion Principles"	Principles Document	Achieved	
Disseminating an inclusive culture at \$işecam and with stakeholders, use indicators to measure the development of such culture	% of female employees	21.4	
Supporting national and international policies and regulations on equal opportunities	Convention	Ongoing	
Reducing GHG emission intensity of glass production facilities by 5% from 2017 baseline	%	2.5	
Reducing annual specific energy intensity of glass production facilities by 2% from 2017 baseline	%	0	
Obtaining 12 MW of energy from renewable (wind and/or solar) sources	MW	7.07	
Switching to reactant pre-heating method in at least 1 additional plant to reduce natural gas consumption	Quantity	Ongoing	-
Switch to Waste Heat Recovery system in at least 2 additional factories	Quantity	Ongoing	

LTIFR

10

12
Achieved
22.8%
Planned for the Next Period

SBTi is targeted for 2030 Pandemic Induced 7 MW achieved & investment decision for 4.5 MW wind power Achieved Investment decision made





Key Progress - Year To Date





Sustainability: Corporate Governance



Corporate Governance Rating of Şişecam was revised to **9.551** from **9.538** in December 2021.

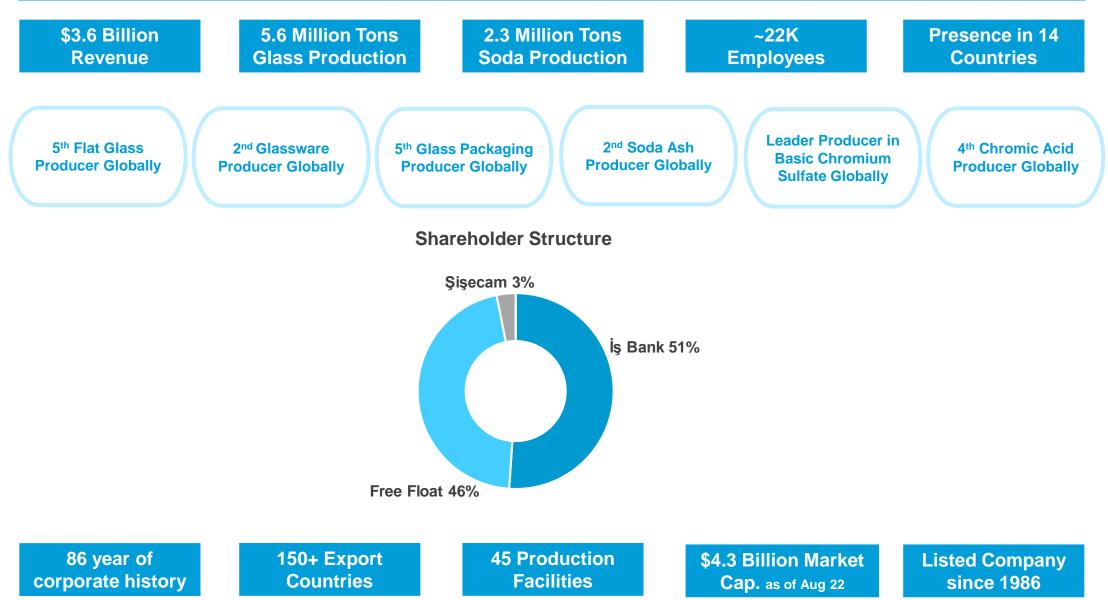
As a Corporate Policy, Şişecam continues to strive for reaching the highest level of Corporate Governance practices, where its heritage of «good corporate governance practices» has already been evidenced by the recent rating received.

Sustainability remains at the core of operations and strategy, with continuously improved practices.

https://www.sisecam.com.tr/sites/catalogs/tr/Documents/sustainability/Sisecams-2021-Sustainability-Report.pdf

Şişecam at a Glance







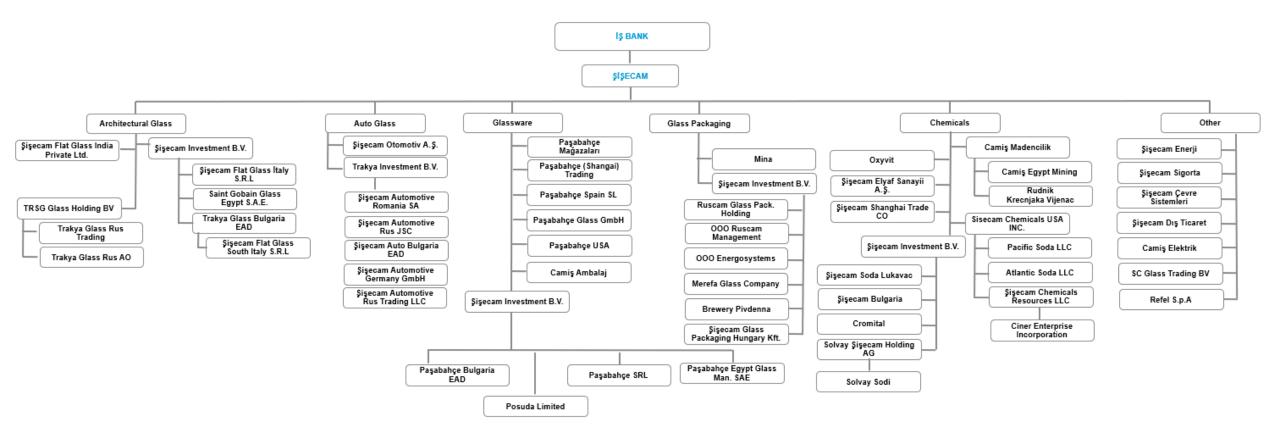
Leverage	Leverage with conservative Net Debt/EBITDA levels
Liquidity	Maintain sufficient liquidity to meet short-term funding and to finance equity portion of Capex
FX Position	FX position limited to -10% to 20% of shareholder's equity
Counterparty	Not only a diversified relationship banks portfolio, but also access to international debt capital and loan markets at favorable rates.
Interest Rate	Balanced fixed and variable rate loan book
Derivatives	Limited to hedging only, no speculative trading

Appendix



- Operating Structure
- Production Facilities
- FX Exposure
- COGS Analysis
- Natural Gas Prices & Profitability
- Summary Balance Sheet
- Summary Income Statement
- Covid-19 Impact & Our Response
- Post Covid Potential Benefits
- New Implementations
- V-Block Technology Paşabahçe
- One Şişecam What is Next
- One Şişecam Strategic Framework and Focus Areas

Şişecam Operating Structure



SISECAN

Şişecam Production Facilities



	FLAT GLASS	AUTO	GLASS		GLASS		CHEMICALS		REFRACTORY
	AUTO GLASS ENCAPSULATION	GLASSWARE	PACKAGING	SODA CHEMICALS	CHROMIUM CHEMICALS	GLASS FIBER	MATERIAL		
TURKEY	4 PLANTS	1 PLANT		4 PLANTS	3 PLANTS	1 PLANT	2 PLANTS ⁵	1 PLANT	
BULGARIA	1 PLANT	1 PLANT		1 PLANT		1 PLANT ²			
ITALY	2 PLANTS						1 PLANT		1 PLANT ⁶
GERMANY			2 PLANTS						
ROMANIA		1 PLANT							
SLOVAKIA			1 PLANT						
HUNGARY			1 PLANT		1 PLANT ⁴				
BOSNIA						1 PLANT			
RUSSIA	1 PLANT ¹	1 PLANT		1 PLANT	5 PLANTS				
GEORGIA					1 PLANT				
UKRAINE					1 PLANT				
EGYPT	1 PLANT ¹			1 PLANT					
INDIA	1 PLANT								
USA						1 PLANT ³			
TOTAL	10 PLANTS	4 PLANTS	4 PLANTS	7 PLANTS	11 PLANTS	4 PLANTS	3 PLANTS	1 PLANT	1 PLANT

1. JV with St Gobain in Russia & Egypt for flat glass operations

2. JV with Solvay in Bulgaria for chemicals operations

3. Ciner Group US Operations - 60% stake acquired in December 2021

4. Greenfield investment: announced in June 2021, planned to be fully operational with 2 furnaces in 2025

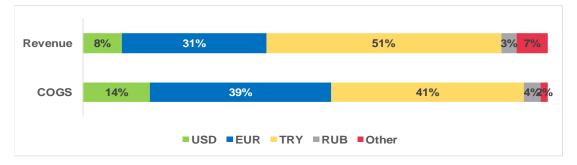
5. Kromsan – Chromium Chemicals & Oxyvit - Vitamin-K and SMBS production facilities

6. Refel S.p.A. – fully acquired in February 2022

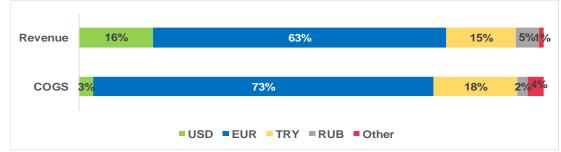
Fx Exposure – H1'22



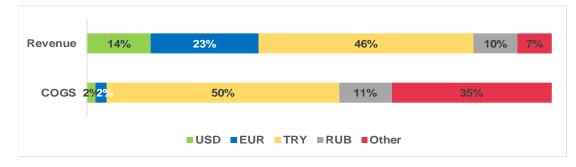
Architectural Glass



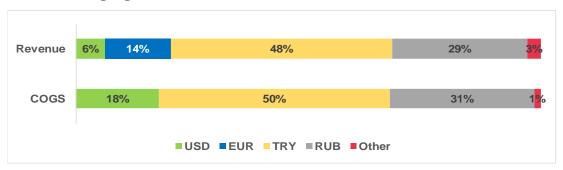
Auto Glass



Glassware



Glass Packaging



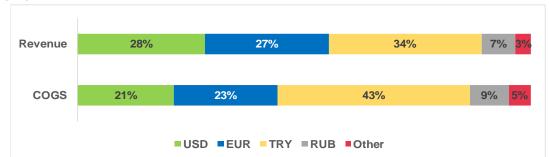
 Chemicals

 Revenue
 63%
 24%
 13%

 COGS
 42%
 14%
 44%

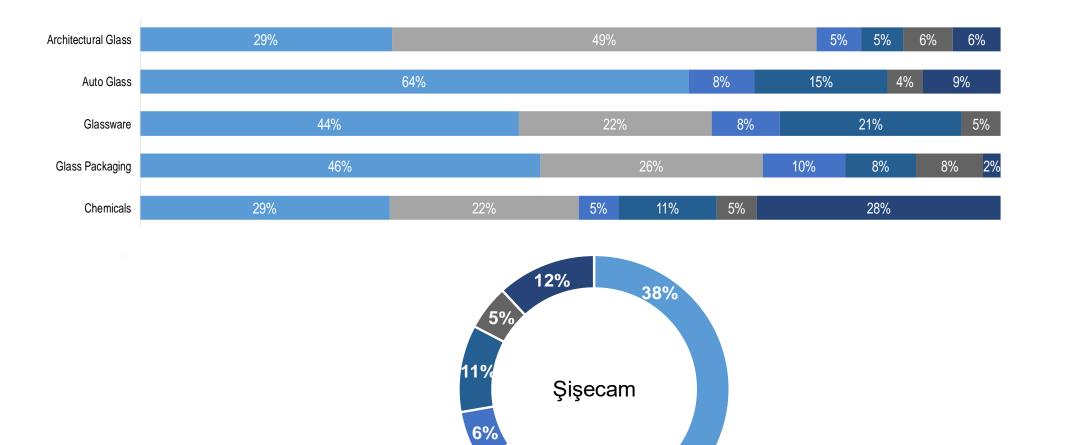
 USD
 EUR
 TRY
 RUB
 Other

ŞİŞECAM



COGS Analysis - H1'22





Depreciation

28%

Electricity

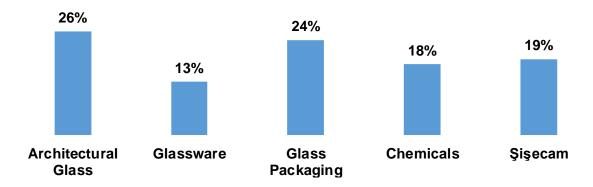
Natural Gas Prices & Profitability - H1'22



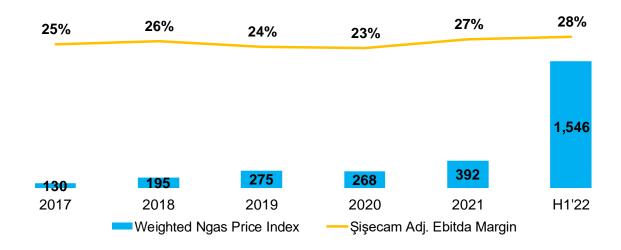
Natural Gas Price Changes

	Natural Gas Price Changes
2012 - April	20% Hike
2012 - October	10% Hike
2014 - October	9% Hike
2016 - October	10% Discount
2017- December	8% Hike for Electricity Producers
2018 - January	13.6% Hike for Industrials
2018 - January	4.8% Hike for Electricity Producers
2018 - April	9.7% Hike for Industrials
2018 - April	9.7% Hike for Electricity Producers
2018 - August	14% Hike for Industrials
2018 - August	49.5% Hike for Electricity Producers
2018 - September	14% Hike for Industrials
2018 - September	Fixed Price per Sm3 usage for Electricity Producers as 270 usd (USD/TRY=6.30)
2018 - October	18.5% Hike for Industrials
2018 - November	9% Discount for Electricity Producers
2019 - January	4% Discount on 70% of Electricity Producers' Ngas Consumption
2019 - July	6.45% Hike for Electricity Producers
2019 - August	13.73% Hike for Industrials
2020-July	9.7% Discount for Industrials
2020-July	12.5% Discount for Electricity Producers
2021-January	1% Hike for Industrials & Electricity Producers
2021-February	1% Hike for Industrials & Electricity Producers
2021-March	1% Hike for Industrials & Electricity Producers
2021-April	1% Hike for Industrials & Electricity Producers
2021-May	1% Hike for Industrials, 12% Hike for Electricity Producers
2021-June	1% Hike for Industrials, 5% Hike for Electricity Producers
2021-July	20% Hike for Industrials & Electricity Producers
2021-September	15% Hike for Industrials & Electricity Producers
2021-October	15% Hike for Industrials & Electricity Producers
2021-November	48% Hike for Industrials, 47% Hike for Electricity Producers
2021-December	20% Hike for Industrials, 20% Hike for Electricity Producers
2022 - January	50% Hike for Industrials, 15% Hike for Electricity Producers
2022 - February	14% Hike for Electricity Producers
2022 - March	18% Hike for Electricity Producers
2022 - April	50% Hike for Industrials, 44% Hike for Electricity Producers
2022 - June	10% Hike for Industrials, 16% Hike for Electricity Producers
2022 - August	10% Hike for Electricity Producers

Actual Turkey Ngas Expense % in total COGS



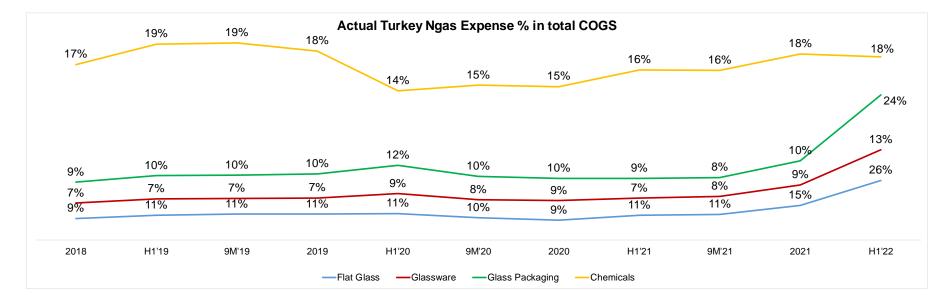
Ngas* (base 2011-end) vs Adjusted EBITDA Margin

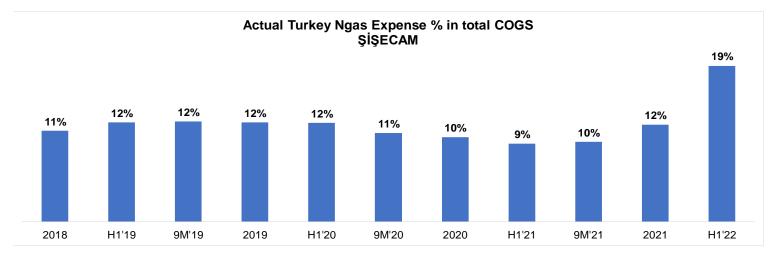


Historical Natural Gas Prices & Profitability



Actual Turkey Ngas Expense % in total COGS





Summary Balance Sheet



SUMMARY BALANCE SHEET (Million TRY)	H1'21	H1'22	Change
Total Assets	50,231	122,799	144%
Cash & Cash Equivalents	11,245	15,482	38%
Financial Assets & Derivatives	4,029	8,859	120%
Trade Receivables	5,535	17,287	212%
Inventories	5,111	13,122	157%
Equity-Pickups	1,243	2,124	71%
Property, plant and equipment	17,525	37,667	115%
Right of Use Assets*	160	736	359%
Investment properties	891	1,469	65%
Intangible assets	989	18,319	1751%
Tax & Deferred Tax Assets*	1,069	2,210	107%
Other**	2,434	5,525	127%
Total Liabilities	24,161	56,591	134%
Interest Bearing Liabilities & Derivatives*	18,407	38,414	109%
Trade Payables	2,551	7,817	206%
Liabilities & Provisions for employee benefits	119	290	145%
Tax & Deferred Tax Liabilities	480	1,220	154%
Provisions	1,159	3,926	239%
Other***	1,446	4,923	240%
Equity*	26,070	66,124	154%
Equity holders of the parent	25,685	53,586	109%
Minority Interest	385	12,537	3156%

*Includes impacts of change in IFRS-16

**Other Receivables, Prepaid Expenses, Other Current & Non-Current Assets

***Other Payables, Deferred Income

Summary Income Statement



SUMMARY INCOME STATEMENT (Million TRY)	H1'21	H1'22	Change
Revenue	12,777	40,232	215%
Cost of Goods Sold	-8,225	-24,591	199%
Gross Profit	4,553	15,642	244%
General and administrative	-631	-1,883	199%
Sales and marketing	-1,633	-5,493	236%
Research and development	-52	-72	38%
Other operating income (expense), net	315	702	123%
Income from Equity Pick-ups	109	392	260%
Income from Investing Activities	767	716	-7%
Other income/(expense)	63	-17	-127%
Other income/(expense) in relation with associates	0	0	100%
EBIT	3,491	9,988	186%
EBITDA	4,443	11,887	168%
Financial income (expense), net	-135	-293	117%
Income before Tax	3,356	9,695	189%
Tax Income (expense), net	-592	-141	-76%
Net income	2,765	9,554	246%
Net income after Minority Interest	2,743	8,955	226%
Minority Interest	21	599	2685%
Earnings per share (TRY):	0.8965	3.0015	235%

Covid-19 Impact & Our Response

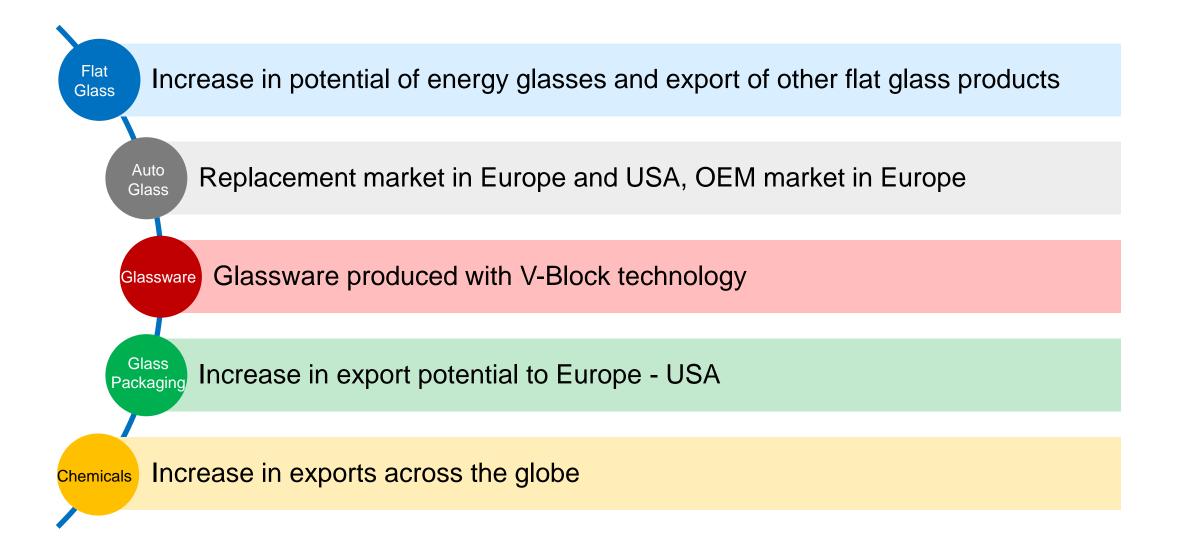
ŞİŞECAM

Health & Safety

- Emergency Coordination Committee was established
- Highest-level of preventative measures in accordance with WHO, CDC and Ministry of Health directives
- Remote work, planned annual leaves and short time work

Impacts on Our Operations

- Supply-chain activities and critical procurement needs were closely monitored and emergency plans were adopted, risk & action plans were created
- Supplier Financing Programme was introduced to support suppliers, increase the supplier cooperation and the use of digital applications
- Production and inventories were optimized due to the shrinking demand in connection with global lockdowns especially in flat glass and glassware operations
- Working capital needs were strictly monitored
- Resilient glass packaging and chemicals operations were supportive



Şişecam: New Implementations

Treasury Transformation

kyriba

Daily traceability of all bank accounts

Instant traceability in Turkey

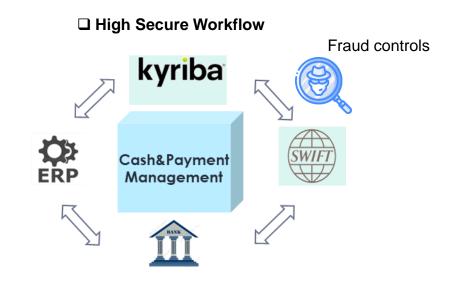
MT940

□ Connecting to banks with API (h2h) to support cash and payment management

Implementing an API connection in major countries to minimize the impact of local risks on day-to-day operations and simplify the execution of treasury operations without interruption.

□ Şişecam,as corporate SWIFT member, has been included in SWIFT API Project.

Instant traceability of all bank accounts worldwide. One of the 10 pilot companies in the world involved in this project





Şişecam: New Implementations



Developing with SWIFT

Blockchain and Al technologies

SWIFT KYC: It will help Şişecam by providing AML, CFT, and data protection compliance locally and internationally and reducing verification costs and paperwork







SWIFT GPI:Inbound tracking of all domestic and global payment via SWIFT channel.

SWIFT API: It will enable Şişecam to get instant cash reporting from SWIFT API supporting bank all around the world.

As a Corporate SWIFT member, Şişecam is always up-to-date on the most modern SWIFT technology and mostly volunteers for pilot projects. Current projects include SWIFT KYC, SWIFT GPI, and SWIFT API.

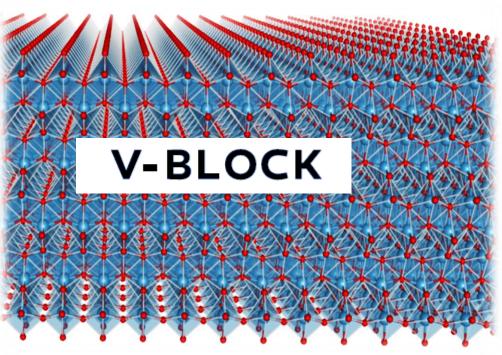
Cooperation with blockchain-based trade finance platforms



V-Block Technology - Paşabahçe



- Neutralizes viruses and bacteria on glass surfaces
- Special chemical formula and hot coating method
- Registered Trademark
- Patent process in ongoing

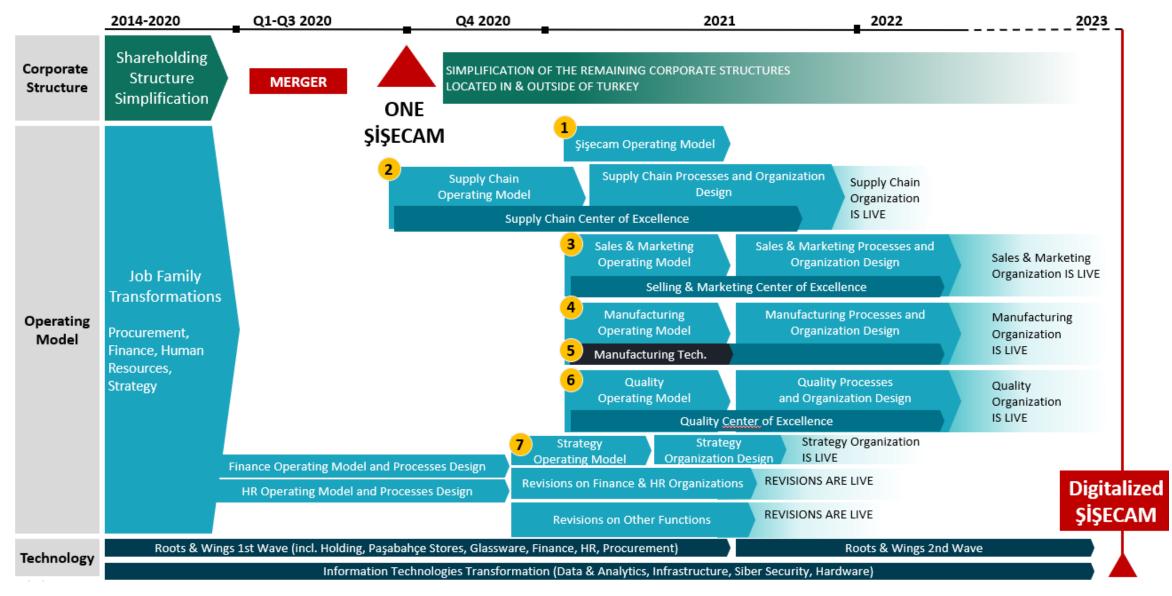


- Offered in Turkey & in export markets
- Further plans to implement this technology in glass packaging, architectural glass and glass for home appliances



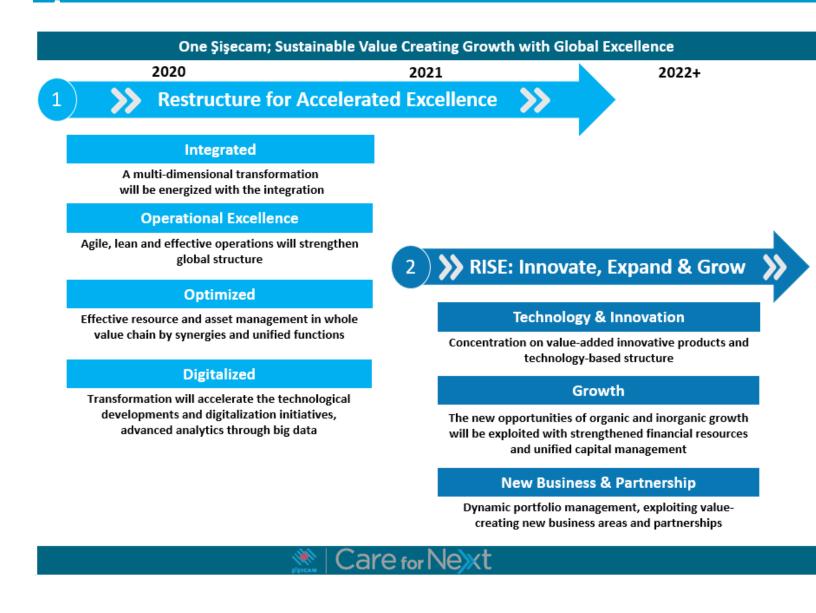
One Şişecam – What is Next?





One Şişecam – Strategic Framework and Focus





Digitalized ŞİŞECAM

- Transforming to become «Totally Customer Centric»
- Having turned its operating model, operational efficiency and digital capabilities into COMPETITVE ADVANTAGE
- Globally functioning with full
 integration
- Continuously thriving and transforming
- Agile, fast in decision making and skilled to successfully adapting to change,
- Optimized in evaluating available resources and recognizing new business opportunities with an entrepreneurial mindset

Disclaimer



This information in this document has been obtained by T. Şişe ve Cam Fabrikaları A.Ş. ("Şişecam" from sources believed to be reliable, however, Şişecam cannot guarantee the accuracy, completeness, or correctness of such information. This document has been issued for information purposes only. The financial reports and statements announced by Şişecam to the public and the relevant corporations are accepted to be the sole material. Şişecam does not accept any liability whatsoever for any direct or consequential loss arising from any use of this document or its contents due to the misleading information in this document. All estimations contained in this document are the opinions of Şişecam and can be subject to change without notice. This document cannot be interpreted as an advice to the investors and Şişecam cannot be held responsible for the results of investment decisions made on account of this document. This document has been issued specially to the person, whom the document is concerned and may not be reproduced, distributed or shared with third parties for any purpose.

FX Rates

	2017	2018	2019	2020	2021	H1'21	H1'22
USD/TL							
Period End	3,77	5,26	5,94	7,34	13,33	8,71	16,66
Period Average	3,64	4,83	5,67	7,00	8,88	7,87	14,87
EUR/TL							
Period End	4,52	6,03	6,65	9,01	15,09	10,36	17,37
Period Average	4,11	5,68	6,35	8,01	10,46	9,49	16,23



T. Şişe ve Cam Fabrikaları Şişecam Genel Merkezi D-100 Karayolu Cad. No:44A 34947 Tuzla/İstanbul Turkey Tel : (+90) 850 206 50 50 Fax: (+90) 850 206 40 40

Gökhan Güralp, Chief Financial Officer gguralp@sisecam.com

Investor Relations Team <u>SC_IR@sisecam.com</u>

Hande Özbörçek, IR Director, <u>hozborcek@sisecam.com</u> Tel: (+90) 850 206 3374

Demet Arabacı Köker, <u>darabaci@sisecam.com</u> Tel: (+90) 850 206 3108