EARNINGS RELEASE

May 5, 2022

Şişecam (BIST-100: SISE) reported financial results for the first quarter ended March 31, 2022

M. Görkem Elverici, CEO of Şişecam, commented:

"Although the year started on the cusp of recovery from pandemic, it was widely known that it would be an era with many hurdles; macroeconomic challenges, hyperinflation, supply-chain disruption, geopolitical risks. The world had a lot on its plate!

As a company with long-term strategic plans and a concrete vision, we did not let the systematic risks prevent us moving in the direction of our targets. We had a long cycle of accretive investments ahead of us and as always, we are perfectly dedicated to our vision, and we did not let the challenges experienced to change them. Hence, we have continued to manage our portfolio of operations as usual, while coping with the ever-increasing challenges daily.

The function-based operating model approach, we have gradually implemented in line with our "One Sisecam Vision" , have strengthened our muscles in monitoring the risks, assessing the potential implications and studying possible scenarios to come up with action plans.

The first three months of this year was extremely challenging for industrial producers located in and outside Turkey. In Turkey, we had to cope with natural gas cut waiver and electricity shortage. In our global operations, we were required to face with everlasting energy and commodity price increases and logistic difficulties. Russia-Ukraine conflict had immediately climbed up in our priority list as being operational with all glass business segments in Russia. Despite all, we continued to fully operate our production facilities in fourteen countries on four continents.

In this quarter, we added a brand new business line to our portfolio of operations through the acquisition of Italian refractory material producer, Refel S.p.A.. In addition to being one of the world's leading AZS refractory manufacturers, Refel is also critically important for our company considering its upstream vertical integration with its fully operational 6K tons/year production capacity.

We are pleased to have navigated through this overly difficult quarter successfully by growing our business in both organic and inorganic way. We have also managed to increase our revenue and EBITDA in hard currency terms. Our operational and financial achievements, once again encouraged us to be committed to create further value to our shareholders."

Consolidated Summary Financial Results for Q1'22

Summary Financials (TL mn)	Q1'21	Q4'21	Q1'22	QoQ Change	YoY Change
Revenue	5,686	11,045	16,974	54%	199%
Gross Profit	1,936	3,748	6,853	83%	254%
Gross Margin	34%	34%	40%	644 bps	633 bps
EBIT	1,684	4,571	4,320	-5%	157%
EBIT Margin	30%	41%	25%	-1.593 bps	-417 bps
EBITDA	2,140	5,168	5,187	0%	142%
EBITDA Margin	38%	47%	31%	-1.623 bps	-707 bps
Net Income After Minority Interest	1,348	5,038	3,576	-29%	165%
Net Income Margin	24%	46%	21%	-2.454 bps	-264 bps
Capex	406	1,298	1,237	-5%	205%
Capex/Sales	7%	12%	7%	-447 bps	15 bps
Adjusted EBIT*	1,172	2,286	3,955	73%	238%
Adjusted EBIT Margin*	21%	21%	23%	260 bps	269 bps
Adjusted EBITDA*	1,627	2,884	4,822	67%	196%
Adjusted EBITDA Margin*	29%	26%	28%	230 bps	-20 bps
Adjusted Net Income*	1,340	4,025	3,576	-11%	167%
Adjusted Net Income Margin*	24%	36%	21%	-1.537 bps	-251 bps
Analyst EBIT**	879	1,790	3,589	101%	308%
Analyst EBIT Margin**	15%	16%	21%	494 bps	569 bps
Analyst EBITDA**	1,334	2,387	4,456	87%	234%
Analyst EBITDA Margin**	23%	22%	26%	464 bps	280 bps

*Excluding one-off impacts
**Excluding other income/expense from operations, investing activities, investments in associates and joint ventures

FX Rates	Q1'21	Q4'21	Q1'22	QoQ	YoY
EUR/TL - p.a.	8.89	12.75	15.65	23%	76%
USD/TL - p.a.	7.37	11.17	13.95	25%	89%

Financial Highlights (Q1'22 vs Q1'21)[1]

- **Revenue** came in at TRY 17Bn, up by 199% YoY (EUR 1.1Bn, up by 70% YoY in EUR terms)
  - **Organic +157%**, Inorganic +42%
- **Gross profit** was at TRY 6.9Bn, up by 254% YoY with a margin of 40%
  - **Organic +185%**, Inorganic +69%
- **Adjusted EBITDA** came in at TRY 4.8Bn, up by 196% (EUR 308Mn, up by 68% YoY in EUR terms) with 28% margin
  - **Organic +163%**, Inorganic +33%
- **Adjusted Parent Only Net Income** came in at TRY 3.6Bn, up by 167%, with 21% net margin
  - **Organic +160%**, Inorganic +7%
- **Capex** recorded at TRY 1.2Bn (EUR 79Mn) and Capex/Revenues stood at 7%
- **FCFE** with a **negative balance** of TRY 1.7Bn (EUR 109Mn) **WC/Revenue** was at 37%
- **Currency Sensitivity:** TRY 6.7Bn **Net Long FX Position, EUR+USD share in Gross Profit** is 7% (56% in Revenue, 49% in COGS) in Q1'22
- **Net Debt/EBITDA** was at 0.9x

Segmental Analysis

								Q1'22		
Segmental Breakdown of Revenue (TRY Mn)	**2020**	**Q1'21**	**Q2'21**	**Q3'21**	**Q4'21**	**2021**	**Q1'22**	**QoQ**	**YoY**	**Q1'22 Topline Drivers (YoY)**
Architectural Glass	4,960	1,640	1,987	2,338	3,205	9,170	4,871	52%	197%	+14% volume, +183% pricing, product mix, currency impact
Auto Glass	2,382	747	808	671	1,003	3,230	1,234	23%	65%	+1% volume, +64% pricing, product mix, currency impact
Glassware	3,197	793	1,061	1,306	1,715	4,876	1,838	7%	132%	+16% volume, +116% pricing, product mix, currency impact
Glass packaging	5,449	1,225	1,813	2,015	2,418	7,472	2,699	12%	120%	+9% volume, +111% pricing, product mix, currency impact
Chemicals	4,272	1,143	1,319	1,424	1,978	5,865	5,065	156%	343%	+56% volume, +287% pricing, product mix, currency impact
Other	1,081	138	102	480	725	1,445	1,266	75%	819%	
Total	21,341	5,686	7,091	8,236	11,045	32,058	16,974	54%	199%	

**Based on Net External Revenue*

								Q1'22	
Segmental Contribution to Revenue	**2020**	**Q1'21**	**Q2'21**	**Q3'21**	**Q4'21**	**2021**	**Q1'22**	**QoQ**	**YoY**
Architectural Glass	23%	29%	28%	28%	29%	29%	29%	-32 bps	-13 bps
Auto Glass	11%	13%	11%	8%	9%	10%	7%	-181 bps	-587 bps
Glassware	15%	14%	15%	16%	16%	15%	11%	-470 bps	-312 bps
Glass packaging	26%	22%	26%	24%	22%	23%	16%	-600 bps	-565 bps
Chemicals	20%	20%	19%	17%	18%	18%	30%	1,193 bps	974 bps
Other	5%	2%	1%	6%	7%	5%	7%	89 bps	504 bps

[1]*reference to Appendix for segmental breakdown analysis*

Segmental Analysis (cont'd)

Segmental Breakdown of Adjusted EBITDA (TRY Mn)	2020	Q1'21	Q2'21	Q3'21	Q4'21	2021	Q1'22	Q1'22 QoQ	Q1'22 YoY
Architectural Glass	1,001	566	701	671	1,434	3,372	1,777	24%	214%
Auto Glass	145	59	90	16	-62	103	77	-223%	30%
Glassware	551	229	289	174	523	541	422	-19%	84%
Glass packaging	1,635	365	534	410	665	1,973	626	-6%	72%
Chemicals	1,629	490	535	558	592	2,175	1,565	164%	220%
Other	18	-24	-58	154	-34	713	403	-1,301%	-1,799%
Elimination	-18	-58	-7	17	-234	-282	-48	-80%	-18%
Total	4,962	1,627	2,085	2,000	2,884	8,595	4,822	67%	196%

Segmental Contribution to Adjusted EBITDA	2020	Q1'21	Q2'21	Q3'21	Q4'21	2021	Q1'22	Q1'22 QoQ	Q1'22 YoY
Architectural Glass	20%	34%	34%	34%	46%	38%	36%	-949 bps	289 bps
Auto Glass	3%	4%	4%	1%	-2%	1%	2%	357 bps	-193 bps
Glassware	11%	14%	14%	9%	17%	6%	9%	-810 bps	-492 bps
Glass packaging	33%	22%	26%	21%	21%	22%	13%	-848 bps	-880 bps
Chemicals	33%	29%	26%	28%	19%	25%	32%	1,315 bps	308 bps
Other	0%	-1%	-3%	8%	-1%	8%	8%	936 bps	969 bps

Segmental Adjusted EBITDA Margin	2020	Q1'21	Q2'21	Q3'21	Q4'21	2021	Q1'22	Q1'22 QoQ	Q1'22 YoY
Architectural Glass	19%	33%	33%	27%	41%	34%	35%	-622 bps	242 bps
Auto Glass	6%	8%	11%	2%	-6%	3%	6%	1,217 bps	-179 bps
Glassware	17%	29%	27%	13%	30%	11%	23%	-758 bps	-595 bps
Glass packaging	30%	30%	29%	19%	28%	26%	23%	-437 bps	-660 bps
Chemicals	31%	35%	33%	28%	23%	29%	27%	386 bps	-801 bps
Other	1%	-6%	-14%	17%	-2%	22%	21%	2,286 bps	2,669 bps

Operational Highlights (Q1’22 vs Q1’21) [2]

- Flat Glass: Architectural Glass & Auto Glass
    - **Flat glass production,** up by 17%, at **725K** tons
    - **89% capacity utilization rate** (actual output/effective capacity)
    - **Architectural Glass Division: up by 14%** in **sales volume**
    - **Auto Glass Business Line: up by 1%** in consolidated auto glass (converted from m2 to tons) and encapsulation (converted from units to tons) **sales volume**

- Glass Packaging
    - **4% increase** in **glass packaging production** at 557K tons
    - **9% increase** in **sales volume** (domestic sales up by 23%, flat exports, sales from non-Turkey operating regions up by 1%)
    - **89% capacity utilization rate (88% in Turkey and 90% in Russia)** (actual output/effective capacity)

- Chemicals
    - Synthetic Soda Ash
        - **6% increase** in **production** at 584K tons
        - **97% capacity utilization rate**
        - **Sales volume** flat at 557K tons (5% decline in domestic sales, 1% increase in international sales)
        - **23% increase in average USD/ton price**
    - Natural Soda Ash
        - **5% increase** in **production** at 615K tons
        - **100% capacity utilization rate**
        - **11% decrease** in **sales volume** at 581K tons
        - **47% increase in average USD/ton price**
    - Chromium Chemicals
        - **84% capacity utilization rate**
        - **10% decrease** in **sales volume** at 30K tons (with domestic and international sales down by 6% and 11%, respectively)
        - **36% increase in average USD/ton price**
    - Glass Fiber
        - **15% increase** in **production** at 15.7K tons
        - **91% capacity utilization rate**
        - **20% decrease** in **sales volume** at 15.5K tons
        - TRY 313Mn revenues, up by 124%
    - Electricity
        - **75% decrease** in **production** at 67Mn kWh
        - **21% decrease** in **sales volume** at 207Mn kWh
        - 348% increase in TRY/kWh average price
        - TRY 281Mn revenues, up by 254%
    - Oxyvit
        - TRY 116Mn revenues, up by 321%

- Glassware
    - **16% YoY increase** in total **sales volume**

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[2] *Glass and chemicals volume figures are based on metric ton*

Architectural Glass: 29% share in Revenue | 36% share in EBITDA | "Second Largest Contribution to Topline Growth & Highest EBITDA Margin Generator in Q1'22"

Architectural Glass business line once again ended a financial period marked with an eye-catching performance on the back of strong demand and favorable pricing environment. Quarter-specific CUR stood at 89%, well above the levels recorded in Q1 of the previous three years and parallel to the rates seen in 2016 and 2017. Accordingly, architectural glass output grew by 17% YoY from 617K tons to 725K tons. 60% of the output was produced by fully active-eight lines in Turkey while the share of four lines located in Bulgaria and Italy facilities stood at 28% and the remaining balance was contributed by the two lines operating in Russia and India.

Despite the low season, volume sales were strong across all regions on the back of high demand for housing development projects, renovation activities and the shift from flat glass to value added products. Consolidated sales volume was up by 14% YoY while domestic sales grew by 17%. Sales from Turkey operations incl. exports, up by 18% YoY, accounted for 61% of consolidated sales volume (52% domestic, 9% export). Bulgaria and Italy facilities' combined sales went up by 13% YoY, in turn EU-based plants' contribution to consolidated sales volume recorded at 26%. Hence, India and Russia facilities' contribution to the overall architectural glass sales moved down from 15% to 13% although the two lines' combined sales volume was flat YoY.

The trend in global flat glass prices kept moving north given the inflationary environment. Energy surcharges and constantly increasing raw material prices have pushed the manufacturers to pass through cost increases. As a result, average flat glass prices grew by ~60% in EUR terms across all regions.

Architectural Glass business, with TRY 4.9Bn net external revenue, recorded a topline growth of 197% YoY.

Auto Glass: 7% share in Revenue | 2% share in EBITDA |

Global auto industry, which has struggled with back-to-back waves of Covid-19, semiconductor and spare parts shortages and logistic bottlenecks, has been pushed into a more vulnerable state by Russia-Ukraine conflict. Electrical wirings produced in Ukraine became out of reach, leading EU-based OEMs to proceed with temporary production stoppages. In the meantime, sanctions imposed against Russia created the lack of raw and auxiliary materials' supply forcing Russia-based plants to announce production halts. In spite of the unrest faced by its main clientele, **Auto Glass** business line recorded a sales volume performance slightly better than Q1'21. From a region-wise perspective, Turkey-based facility's sales to the local market, and Russia and Romania plants' operations had been adversely affected by the unrest. Yet sales from Bulgaria and exports from Turkey to both EU-based OEMs and auto replacement glass (ARG) market netted off the decline.

Auto Glass business line's net external revenue came in at TRY 1.2Bn, up by 65% YoY. ARG sales contribution to net external revenue got closer to 20% (vs. below 10% in Q1'21) not only because the contraction in OEM share but also the larger scale of ARG operations through new distributors included in our portfolio and strategic decisions to keep the CURs at normalized levels by allocating additional capacities to this secondary market.

Glass Packaging: 16% share in Revenue | 13% share in EBITDA | "Third Largest Contribution to Topline Growth in Q1'22"

With a quarterly average CUR of 89%, consolidated **Glass Packaging** output increased by 4% YoY (+3% in Turkey and +6% in Russia&Georgia). Turkey and Non-Turkey breakdown of the consolidated output was flat at 55%/45%.

Glass Packaging consolidated sales volume grew by 9% YoY given better consumer sentiment, higher mobility and reopening of HORECA channel. The business line experienced stronger than usual demand especially in Turkey, given post-pandemic low inventory levels at client industries mainly beer, high spirits, NAB and pharmaceutical. Accordingly, domestic sales soared by 23% YoY while exports were unchanged YoY.

Non-Turkey operating regions' sales, on the other hand, were up by 1% YoY in volume terms despite the geopolitical turmoil.

Pricing environment was strong on the back of dynamic pricing model, which is the seller's market reaction at times of inarguable cost pressure in global sense. Hence, average per ton prices went up by 10 to 15% in EUR terms YoY across all regions. Meanhwile, average per ton prices were flat in Russia in EUR terms due to Rubles depreciation although mid to high-single digit local currency price increases were announced within the quarter.

As a result, **Glass Packaging** business line recorded a revenue growth of 120% YoY with TRY 2.7Bn net external revenue. Glass Packaging segment generated 54% of its revenue from international sales including exports from Turkey.

Chemicals: 30% share in Revenue | 32% share in EBITDA | "Largest Contribution to Topline Growth in Q1'22"

Synthetic soda ash sales were flat YoY at 557K tons while average per ton prices moved north by 23% in USD thanks to healthy demand conditions and sales contracts structured with a dynamic pricing based on the change in energy and logistic costs within three to six month intervals.

US-based natural soda ash operations, subject to full consolidation under Chemicals business line following the controlling stake acquisition in Ciner Resources Corp. (nka Sisecam Chemicals Resources LLC.) at the end of 2021, brought in 581K tons sales volume through Sisecam Wyoming operations. Although pricing improvement in US market was slower compared to global average, given the start of its leaving ANSAC, Sisecam Wyoming has well capitalized the opportunity to better capture global soda ash market momentum through higher volume of direct exports, priced in accordance with the spot market dynamics. As a result, natural soda ash prices grew by 47% YoY on average in USD/ton.

Volume-wise, chromium chemicals sales volume contracted by 10% YoY mostly due to logistic constraints while steady demand at the end-client industries and global cost inflation have led to an expeditious rise in pricing of all product types. Accordingly, chromium chemicals prices soared by 36% YoY on average in USD/ton.

Upward trend in product pricing was also relevant for Glass fiber operations. At 91% quarterly average CUR and 98% sales/output ratio, glass fiber sales recorded at 15.5K tons, down by 20% YoY on the high base of Q1'21. Per ton prices, on the other hand, soared by 59% YoY in EUR terms.

Chemicals business line generated 13% of its total revenue from intra-group sales and 39% from US operations. Contribution of international operations to total revenue stood at 78%. **Chemicals** segment recorded TRY 5.1Bn net external revenue, up by 343% YoY (144% organic growth).

Glassware: 11% share in Revenue | 9% share in EBITDA |

On the back of better consumer sentiment and fully active HORECA channel, **Glassware** segment had noticeably outperformed the previous year. Consolidated glassware output was almost flat despite the furnace cold repairs carried out in Bulgaria and Turkey facilities thanks to 99% average effective CUR. Sales stood at normalized low season volume, yet 16% higher YoY on the pandemic and restrictive measures-related low base. Domestic sales came down by 13%, while exports had almost doubled thanks to the full integration of SAP systems after Q1'21. Non-Turkey facilities sales volume grew by 26% YoY. Strong sales volume and higher share HORECA channel revenues (14% vs 8%) combined with cost-pass through in all product categories resulted in 132% higher topline YoY in Q1'22 with net external revenue recorded at TRY 1.8Bn for **Glassware** operations. International revenue share in Glassware segment topline increased to 58%, up from 50%, in Q1'22.

Share of international revenue stood at 66% while the rest was generated from domestic sales in Q1'22 at Şişecam consolidated level.

												Q1'22	
Regional Breakdown of Revenue	**2019**	**Q1'20**	**H1'20**	**9M'20**	**2020**	**Q1'21**	**Q2'21**	**Q3'21**	**Q4'21**	**2021**	**Q1'22**	**QoQ**	**YoY**
Revenue from Turkey Operations	**61%**	**64%**	**64%**	**63%**	**62%**	**60%**	**52%**	**56%**	**56%**	**57%**	**54%**	-176 bps	-583 bps
Sales in Turkey	37%	41%	41%	40%	42%	40%	29%	33%	34%	34%	34%	-10 bps	-588 bps
Exports from Turkey	24%	23%	23%	24%	20%	20%	23%	23%	21%	23%	20%	-166 bps	5 bps
Revenue from Foreign Operations	**39%**	**36%**	**36%**	**37%**	**38%**	**40%**	**48%**	**44%**	**44%**	**43%**	**46%**	176 bps	583 bps

Adjusted EBITDA recorded at TRY 4.8Bn with 28% Margin while Adjusted Net Income stood at TRY 3.6Bn

- Gross profit margin came in at 40%, up by +630bps YoY amidst local currency depreciation on top of the steep rise in raw and auxiliary material costs and energy prices thanks to a) larger scale of operations and higher capacity utilization rates across all business lines b) upward trend in chemicals products prices and cost pass through in glass segments c) higher profitability generation from US natural soda operations
- OPEX/Sales stood at 19%, up by +60 bps, mainly due to rising logistics expenses
- TRY 91Mn income from participated JVs, up by 111% YoY, thanks to stronger operational performance of the JV with St. Gobain in Egypt combined with currency translation gains
- Other income & investing activities recorded as TRY 305Mn compared to TRY 169Mn in Q1'21 as a result of FX gains on other income from main operations stemming from ~25% QoQ local currency depreciation against hard currency basket in Q1'22 vs. 6% appreciation in Q1'21 on the same basis
- TRY 298Mn FX gain was recorded on Eurobond investments, trade receivables & payables and financing activities including TRY 22Mn FX gain, generated from USD 115Mn and EUR 20Mn cash deposited into FX-protected accounts and booked under derivatives, vs. TRY 955Mn in Q1'21, given the asset acquisitions in cash – USD 450Mn for US natural soda deal (Dec. 2021), EUR 22Mn for Refel S.p.A. (Feb. 2022)
- TRY 314Mn interest expense was recorded on bank loans and issued bonds while TRY194Mn interest income was generated on derivatives including TRY 58Mn interest gains from FX-protected deposit accounts

- TRY 625mn was recorded as deferred tax asset in Q1’22 versus TRY 11Mn in Q1’21. Fixed asset revaluation[3] led to a TRY 3.1Bn rise in fixed assets’ book value that is subject to local corporate tax regulations, hence resulted in TRY 620Mn deferred tax asset due to the difference in IFRS-Tax Procedure Law accounting principles. On the other hand, TRY 63Mn tax expense was booked under other income & expenses in relation with main operations and paid to local authorities. Tax expense in relation with the period stood at TRY 563Mn. Net tax income came in at TRY 62Mn (effective tax rate of 1.6%).

Cash Flow Analysis (Q1’22 vs Q1’21)

- **Cash inflow from operating activities** went up by **TRY 460Mn** to **TRY 1.4Bn.** Although working capital requirement was recorded at TRY 3Bn due to inflated inventories and trade receivables rooted in cost and product price increases coupled with local currency depreciation, stronger operational performance has led to TRY 2.5Bn higher net income
- **Cash outflow from investing activities stood at TRY 584Mn** versus TRY 257Mn as a result of;

i. TRY 519Mn advance payments in relation with the greenfield investments of Glass Packaging business line in Hungary and Flat Glass segment in Turkey-Mersin
ii. TRY 300Mn cash outflow for Refel S.p.A acquisition
iii. TRY 1.2Bn (EUR 79Mn, up by 73%) capital expenditures;

  - *Cold repair undertaken by Glass Packaging business line (one furnace in Russia-Kuban facility) and mold expenses corresponded to 25% of the total capex*
  - *Cold repairs undertaken by Glassware segment (one furnace in Bulgaria and one furnace in Turkey-Kırklareli facility) and mold expenses corresponded to 21% of the total capex*
  - *Chemicals business line expenditures mainly in relation with the maintenance of mining operations located in Turkey and US natural soda asset corresponded to 21% of the total capex*
  - *Architectural Glass segment’s maintenance and operational efficiency expenses corresponded to 19% of the total capex*
  - *The remaining balance was in relation with Auto Glass segment maintenance expenses, ongoing restructuring process and efficiency improvement investments*

- **Cash inflow from financing activities recorded at TRY 966Mn**, up from a negative balance of TRY 252Mn
- **Cash conversion cycle** shortened by 11 days YoY given lesser inventory days outstanding. **FCF came in at a negative balance of TRY 1.7Bn.**
- With **TRY 3.7Bn increase in cash position** including FX translation gains, period-end cash position came in at **TRY 14.2Bn**
- **Cash and cash equivalents** (including financial investments amounting to USD 265Mn) increased by TRY 3.2Bn YoY to TRY 18.1Bn (USD 1.2Bn) in Q1’22, 67% of which was kept in hard currencies (2/3 in EUR, 1/3 in USD)

[3] *obtained in Q1’22 based on Provisional Article 32 of Tax Law numbered 7338*

Debt Position (Q1'22 vs 2021-end)

Gross debt recorded at TRY 31Bn (USD 2.1Bn) vs. TRY 28Bn (USD 2.1Bn)

- *80% of bank loans was in hard currencies (35% EUR, 45% USD)* [4]
- *TRY 357Mn coupon payment was made in March 2022 on USD 700Mn-Şişecam 2026 Eurobonds*
- *TRY 939Mn financial lease was recorded under financial liabilities*
- *Long-term liabilities corresponded to 61% of gross debt (62% in 2021-end)*

Net debt was TRY 13Bn (USD 877Mn) vs. TRY 11Bn (USD 788Mn) in 2021. **Net Debt to EBITDA** was at 0.87x.

FX Position (Q1'22 vs 2021-end)

Şişecam's net long FX position increased to **TRY 6.7Bn (USD 459Mn)** as of Q1'22-end from TRY 5.9Bn in 2021 mainly with the decline in EUR liabilities even though USD assets went down given the use of FX-protected deposit account. Hence, FX position was 280Mn short in EUR and 716Mn long in USD vs. 367Mn short in EUR and 813Mn long in USD as of the end 2021 (figures stated in original currencies).

One-Off Impacts excluded from Financials:

Excluding From EBIT:

- **Q1'22: +TRY 365 Mn:**

  TRY 365 Mn: Revaluation gain on fixed income instruments incl. IFRS 9 impact

- **Q1'21: +TRY 513 Mn**

  TRY 502 Mn: Revaluation gain on fixed income instruments incl. IFRS 9 impact
  TRY 11 Mn: Sale of CO_2 emission allowances

Excluding From Net income:

- **Q1'21: +TRY 8 Mn**

  TRY 8 Mn: Sale CO_2 emission allowances

[4] *Cross currency swap was made for USD 575Mn of 2026 bond in exchange of EUR 421Mn in 2019. After cross currency swap agreements made in April and June in 2019, 68% of the bond converted to EURs, 14% converted to TRY and rest of 18% kept in USD. Swap transaction for the interest payment of USD 40Mn was recognized.*

Operational Developments during and after Q1’22

- **Flat Glass**
  - Planned Maintenance Work
    - Cold repair process of the frosted glass production unit (85K tons annual capacity) located in Mersin (Turkey) facility started on 24/01/2022. The unit was re-ignited on 29/03/2022 and the commercial production have started by the end of April.
- **Glass Packaging**
  - Planned Maintenance Work
    - Cold repair process at Kuban (Russia) facility had started on 24/01/2022. The furnace was re-ignited on 04/03/2022 and the commercial production started two weeks later.
- **Glassware**
  - Planned Maintenance Work
    - Cold repair process of one of the two furnaces located in Bulgaria facility has been completed. The furnace, which was inactive since 19/01/2022, was re-ignited on 28/02/2022 and the commercial production started on 19/03/2022.
    - Cold repair process of one of the three furnaces located in Kırklareli (Turkey) facility has been started on 01/03/2022. The furnace is expected to be active again in 6 to 8 weeks.

Important Events during and after Q1’22

- In line with the downward revision of Turkey's Long-Term Issuer Default Ratings to "B+" from "BB-" by Fitch Ratings on 11/02/2022, the International Credit Rating Agency downgraded Şişecam's Long-Term Foreign-Currency Issuer Default Rating to "B+" from "BB-", affirmed the outlook as "Negative" and has downgraded Şişecam's senior unsecured rating to ‘‘B+"/RR4 from ‘‘BB-‘‘ on 18/02/2022

- On 23/03/2022, Turkey Şişe ve Cam Fabrikaları A.Ş. and its subsidiaries Şişecam Otomotiv A.Ş. and Şişecam Elyaf Sanayii A.Ş. had finalized the new period collective bargaining negotiations with Türkiye Cam Çimento ve Toprak İşverenleri and Kristal-İş for Flat Glass facilities located in Ankara, Bursa, Kırklareli and Mersin, for Glassware facilities located in Denizli, Eskişehir, Kırklareli and Mersin and for Glass Packaging facilities located in Eskişehir, Mersin and Yenişehir. The new period collective bargaining negotiations had been finalized with Türkiye Çimse-İş, as well, for Auto Glass Lüleburgaz facility, Glass Fiber Balikesir facility, for Bilecik facility of Camiş Madencilik A.Ş., a subsidiary of Şişecam and for other workplaces associated with the union on the same date. The new agreements would be effective from 01/01/2022 to 31/12/2023

- Upon the resolution taken by the BoD on 03/02/2022, it had been decided to acquire the Italian company Refel S.p.A., one of the world's leading refractory materials manufacturers with an annual production capacity of 6K tons, in exchange for a cash payment of EUR 22Mn.

- The decision to distribute TRY 1.25Bn gross dividend in cash was taken by the General Assembly on 28/03/2022

- As of 04/05/2022, within the scope of share buyback program, Şişecam bought back TRY 65.3Mn-nominal value shares, corresponding to 2.13% of the share capital, for a total of TRY 785Mn

Appendix

Sub-Segmental Breakdown of Revenue	2019	2020	Q1'21	Q2'21	Q3'21	Q4'21	2021	Q1'22
Architectural	24%	23%	29%	28%	28%	29%	29%	29%
Auto Glass & Encapsulation	13%	11%	13%	11%	8%	9%	10%	7%
Glassware	17%	15%	14%	15%	16%	16%	15%	11%
Glass Packaging	24%	26%	22%	26%	24%	22%	23%	16%
Chemicals	20%	20%	20%	19%	17%	18%	18%	30%
Soda Chemicals & Energy	14%	13%	13%	13%	10%	11%	11%	26%
Chromium Chemicals & Oxyvit	5%	4%	4%	4%	3%	4%	4%	1%
Glass Fiber	2%	2%	2%	2%	1%	1%	2%	2%
Mining & Other	2%	2%	1%	1%	3%	2%	2%	0,5%
Other	2%	5%	2%	1%	6%	7%	5%	7%

Breakdown of COGS Items	2019	2020	Q1'21	Q2'21	Q3'21	Q4'21	2021	Q1'22
Input & Materials & Packaging	47%	44%	46%	46%	44%	42%	44%	36%
Ngas	19%	16%	15%	14%	19%	23%	19%	28%
Electricity	5%	6%	6%	6%	7%	7%	7%	7%
Labor	10%	13%	13%	13%	12%	10%	12%	11%
Depreciation	8%	9%	9%	9%	8%	7%	8%	6%
Outsourcing & Other	10%	11%	10%	11%	9%	10%	10%	13%

Breakdown of Opex Items	2019	2020	Q1'21	Q2'21	Q3'21	Q4'21	2021	Q1'22
Indirect Material Costs	2%	1%	2%	1%	1%	2%	1%	1%
Salaries and wages expenses	20%	19%	21%	21%	18%	11%	17%	14%
Outsourced service	38%	45%	41%	45%	46%	69%	53%	42%
Miscellaneous expenses	33%	28%	30%	27%	28%	14%	24%	39%
Depreciation and amortization expenses	7%	6%	6%	5%	7%	4%	6%	4%

Regional Breakdown of Adjusted EBITDA	2019	2020	Q1'21	Q2'21	Q3'21	Q4'21	2021	Q1'22
Turkey	**3,304**	**5,763**	**1,201**	**1,340**	**1,292**	**2,908**	**6,742**	**3,378**
Foreign Operations	**1,168**	**1,530**	**432**	**861**	**707**	**637**	**2,637**	**1,467**
Russia, Ukraine and Georgia	628	853	166	295	385	398	1,243	370
Europe	466	646	236	515	268	210	1,228	518
US								515
Other	73	31	30	52	54	30	166	64

Regional Breakdown Adjusted EBITDA Margin	2019	2020	Q1'21	Q2'21	Q3'21	Q4'21	2021	Q1'22
Turkey	**30%**	**44%**	**35%**	**36%**	**28%**	**47%**	**37%**	**37%**
Foreign Operations	**17%**	**19%**	**19%**	**26%**	**20%**	**13%**	**19%**	**19%**
Russia, Ukraine and Georgia*	9%	11%	7%	9%	11%	8%	9%	5%
Europe*	7%	8%	10%	15%	7%	4%	9%	7%
US*								7%
Other*	1%	0%	1%	2%	2%	1%	1%	1%

**Geography-based Contribution to Non-Turkey Margin*

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