



2Q 2020

SODA SANAYİİ

Investor Presentation

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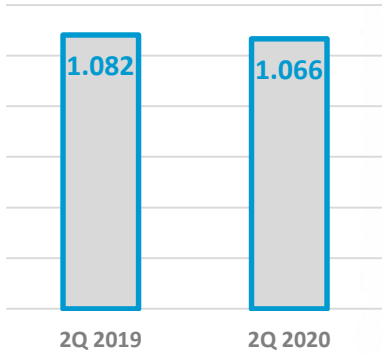
SODA SANAYİİ A.Ş. OPERATIONAL RESULTS & FINANCIAL PERFORMANCE

29

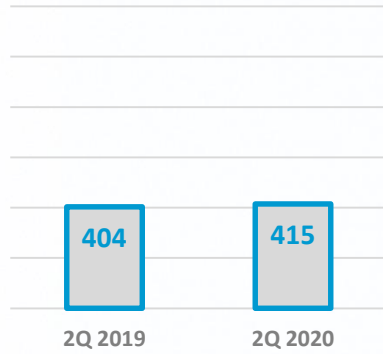
Key Financial Indicators

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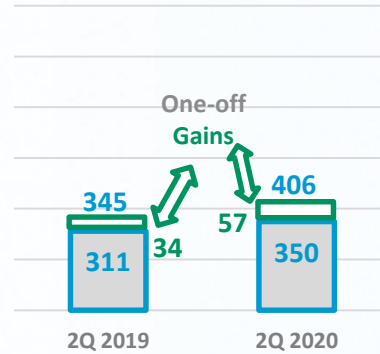
Revenues



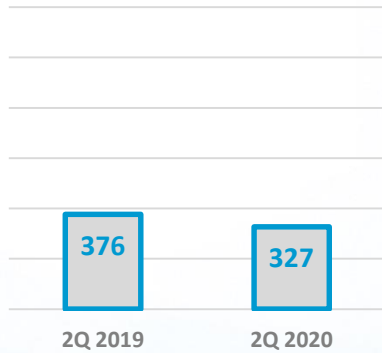
Gross Profit



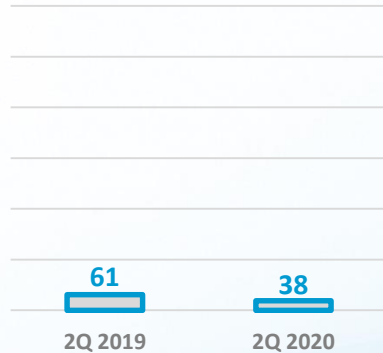
EBITDA



Net Income



Capex



Free Cashflow



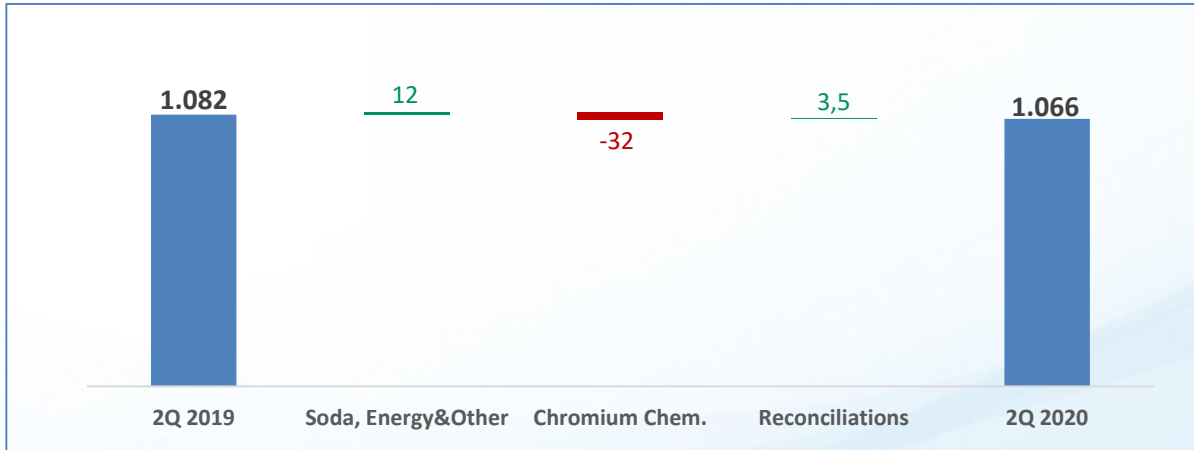
2Q 2020 Highlights

- ◆ YoY change in consolidated sales volume; contracted by 17% in soda ash, by 20% in chromium chemicals, and by 2% in electricity sales
- ◆ 2% rise in USD in soda products' average per ton prices and 16% increase in TRY terms in average per unit electricity sales price; while 7% decline in USD in chromium chemicals' average per ton prices
- ◆ Soda ash segment's contribution to consolidated revenues of 76% and to gross profit of 73%
- ◆ Şişecam Elyaf and Oxyvit Plants' revenues: TRY 65mn and TRY 34mn, respectively
- ◆ 26%-74% split between domestic and international revenues
- ◆ 13% share of intra-group revenues in consolidated topline
- ◆ As of August 14th;
 - Market Cap: USD 904mn
 - 3-month Avg. Daily Trading Volume: 21,2mn shares
 - 3-month Avg. Daily Traded Value: USD 19,8mn

Key Financial Indicators

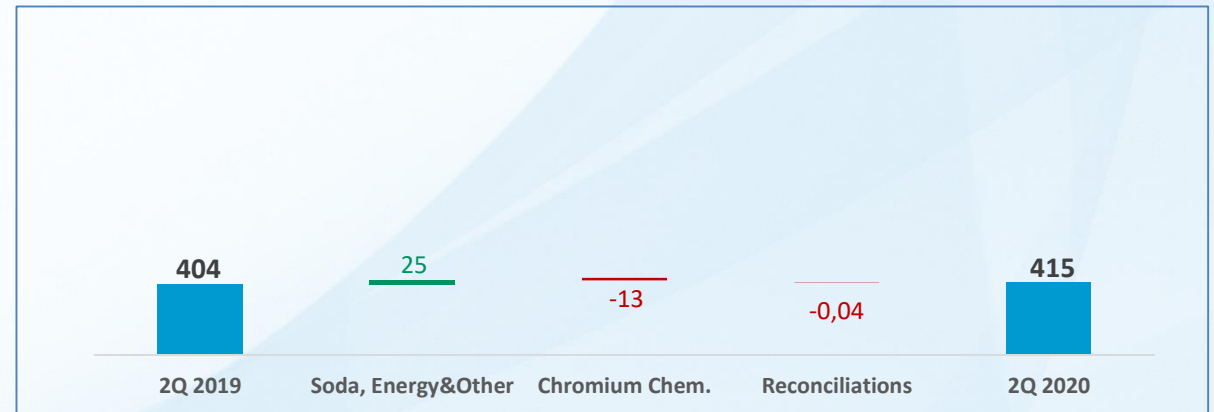
Revenue Contributions by Geography & Business Segments

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Gross Profit Contributions by Business Segments

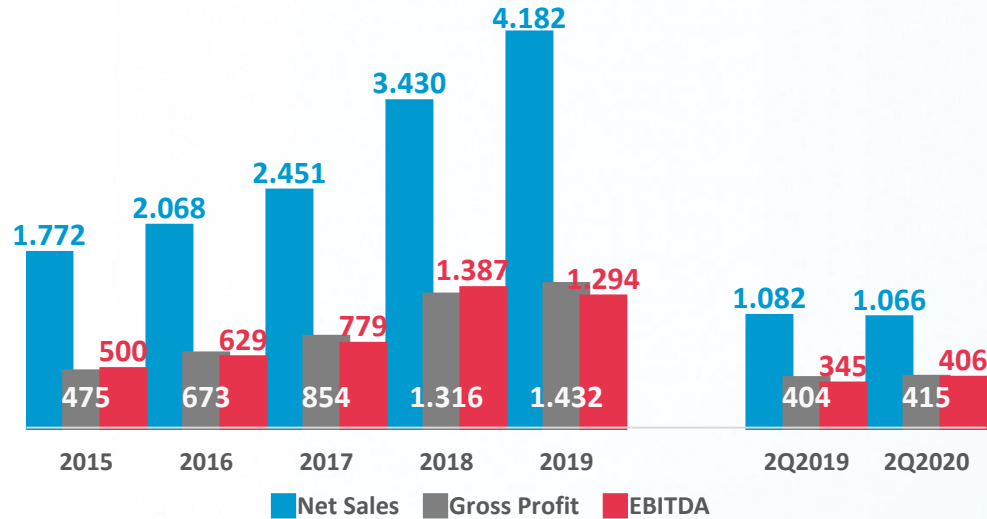
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Soda Sanayii – Financial Results

Consolidated Financial Results

TRY mn



EBITDA Margins Adjusted to One-off Gains

Adjustments;

- 2015: TRY 0,4mn (sale of Denizli Cam shares)
- 2016: TRY 13,5mn (Revaluation gain on Eurobond investments)
- 2017: TRY 43mn (Revaluation gain on Eurobond investments)
- 2018: TRY 240mn (Revaluation gain and provision for potential losses on Eurobond investments)
- 2019: TRY 150mn (Revaluation gain and provision for potential losses on Eurobond investments)
- 2Q2019: TRY 34mn (Revaluation gain and gain on provision for potential losses on Eurobond investments)
- 2Q2020: TRY 57mn (Revaluation gain and loss on provision for potential losses on Eurobond investments)

Gross Margin

27% 33% 35% 38% 34% 37% 39%

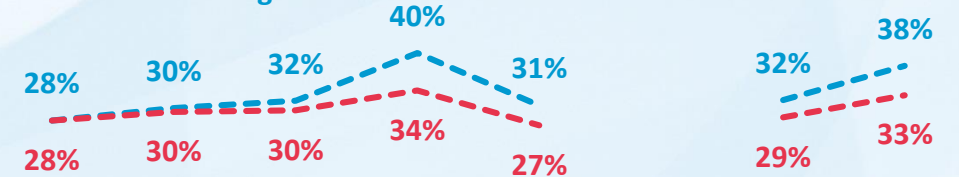
EBIT Margin

23% 26% 26% 36% 26% 27% 33%

EBITDA Margin

28% 30% 32% 40% 31% 32% 38%

EBITDA Margins



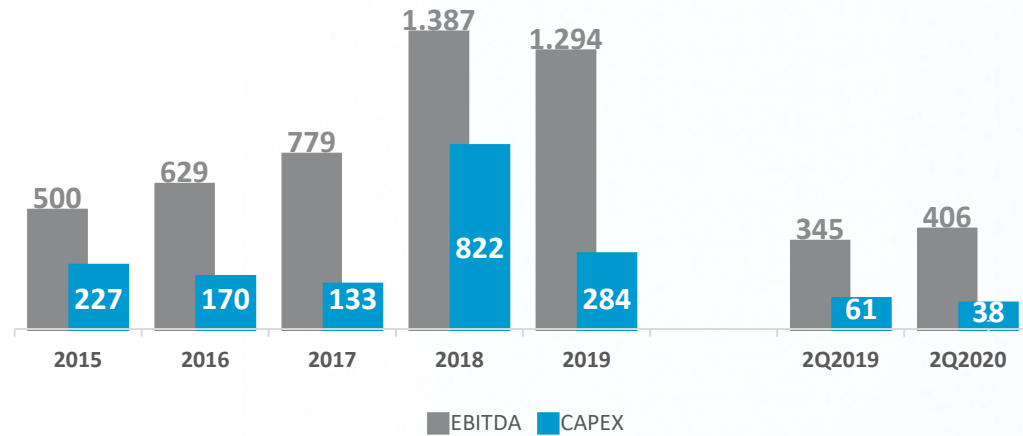
Adjusted EBITDA Margins

2015 2016 2017 2018 2019 2Q2019 2Q2020

Soda Sanayii – Financial Results

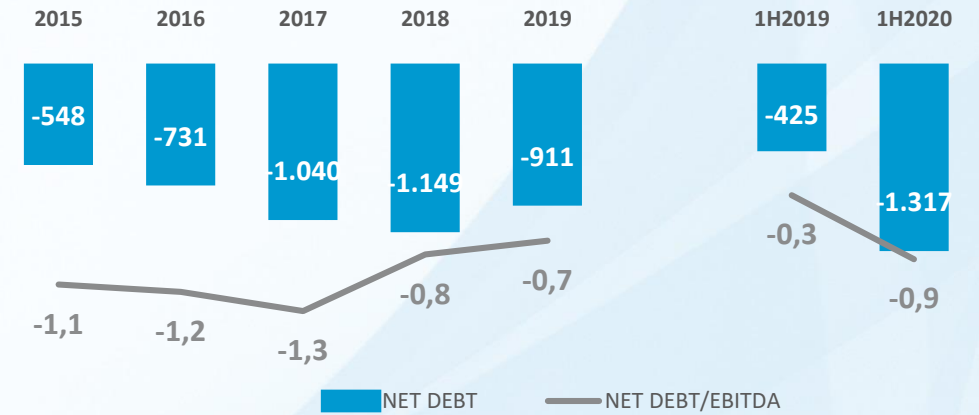
Consolidated EBITDA & CAPEX

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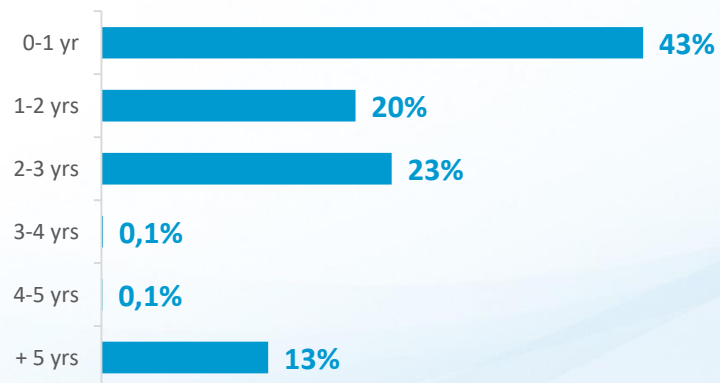
Consolidated EBITDA & NET DEBT

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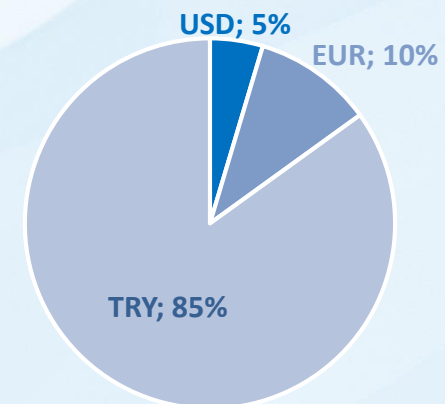
Maturity Breakdown of Debt

1H 2020



Currency Breakdown of Debt*

1H 2020



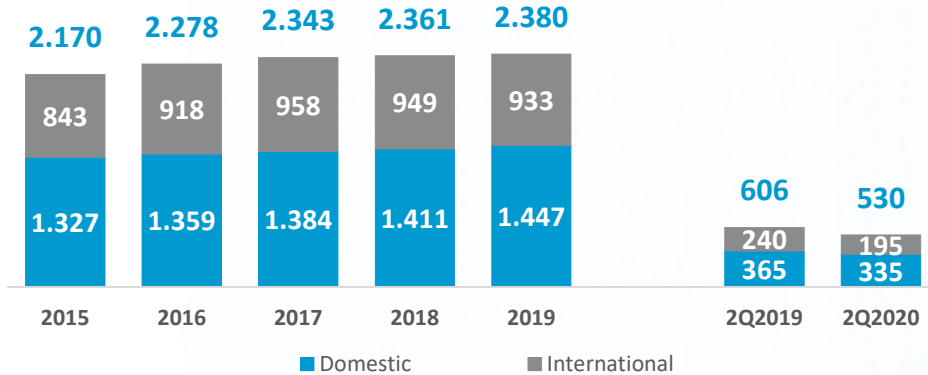
Revenues – 1H 2020;

- 50% in USD
- 43% in EUR
- 7% in TRY

Soda Sanayii – Operational Results

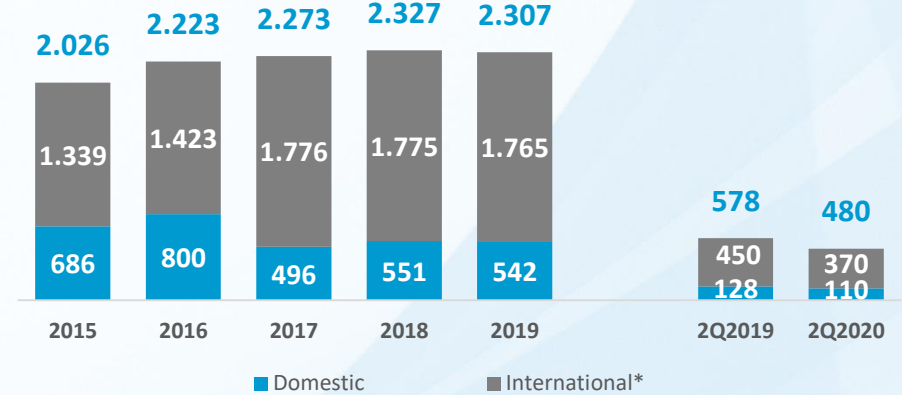
Soda Production Breakdown

K Tons



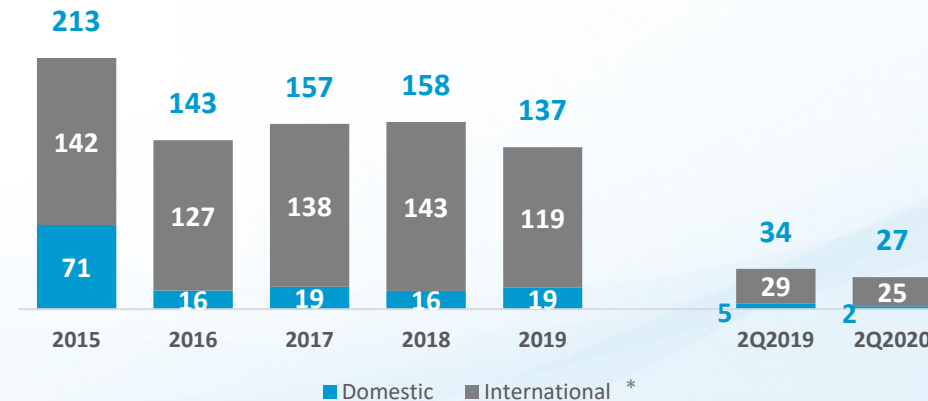
Soda Sales Breakdown

K Tons



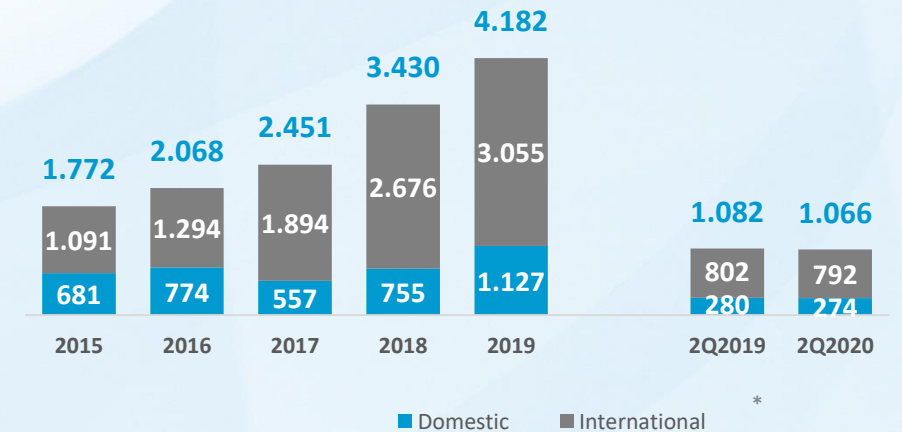
Chromium Chemicals Sales Breakdown

K Tons



Soda Sanayii Consolidated Revenues Breakdown

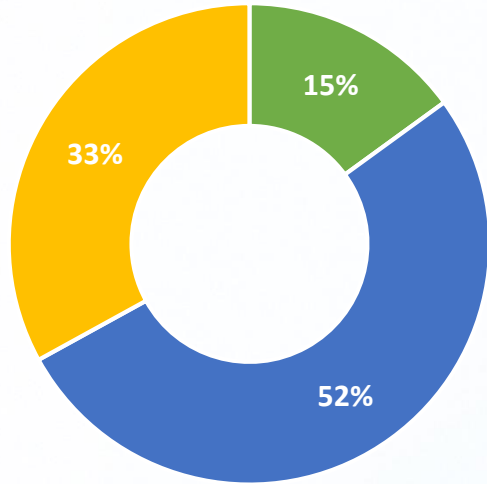
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Soda Sanayii – Soda Sales Breakdown

by Geography (in volume terms)*

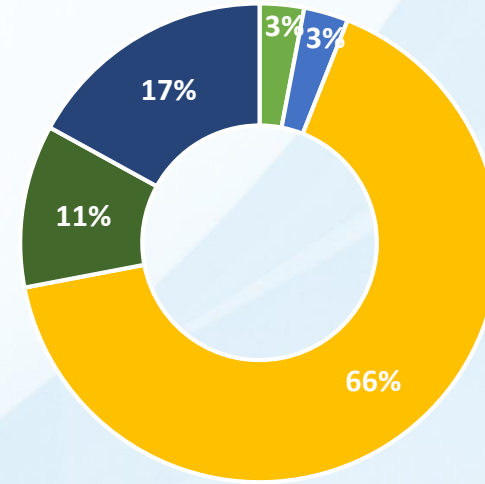
2Q 2020



■ Domestic ■ Europe ■ Rest of the World

by Segment (in volume terms)

2Q 2020

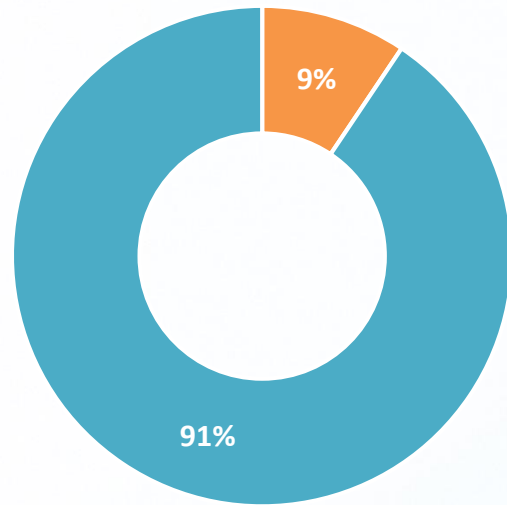


■ Textile ■ Chemicals ■ Glass ■ Detergent ■ Others

Soda Sanayii – Chromium Sales Breakdown

by Geography (in value terms)

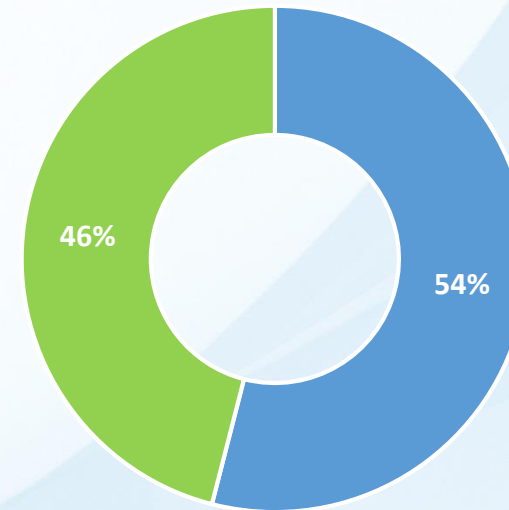
2Q 2020



■ Domestic ■ International

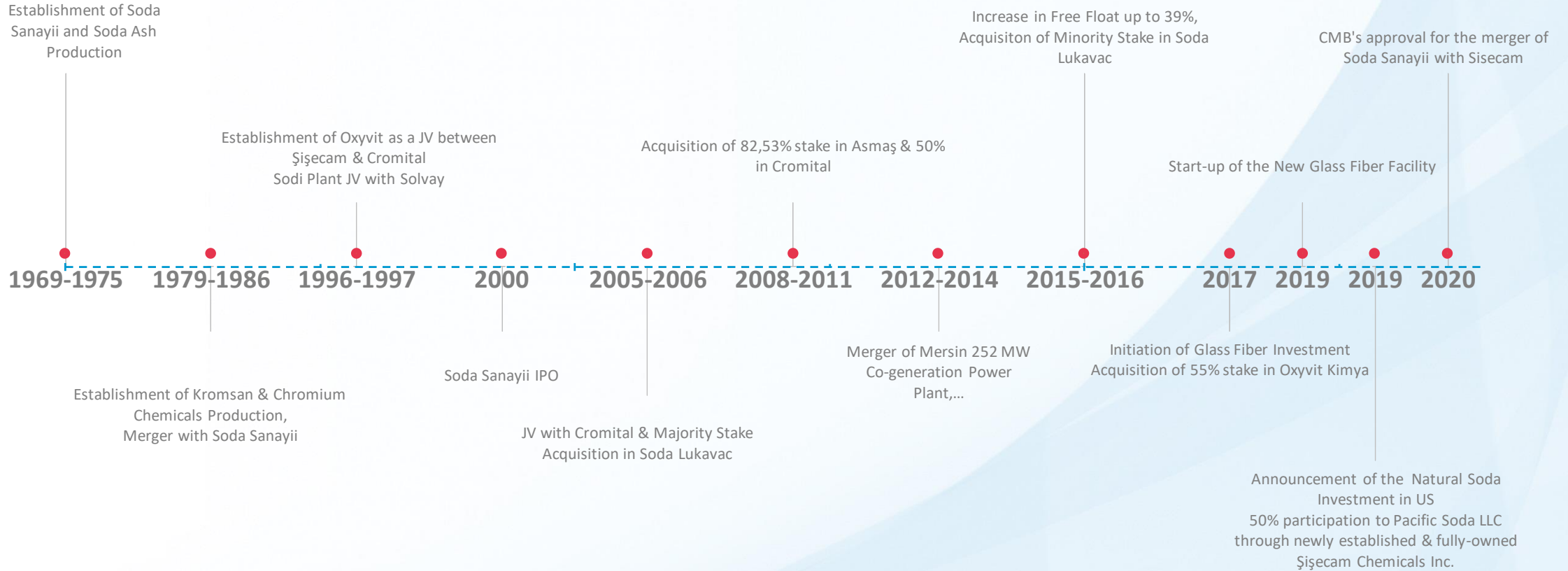
Chromic Acid Sales by Segment (in volume terms)

2Q 2020

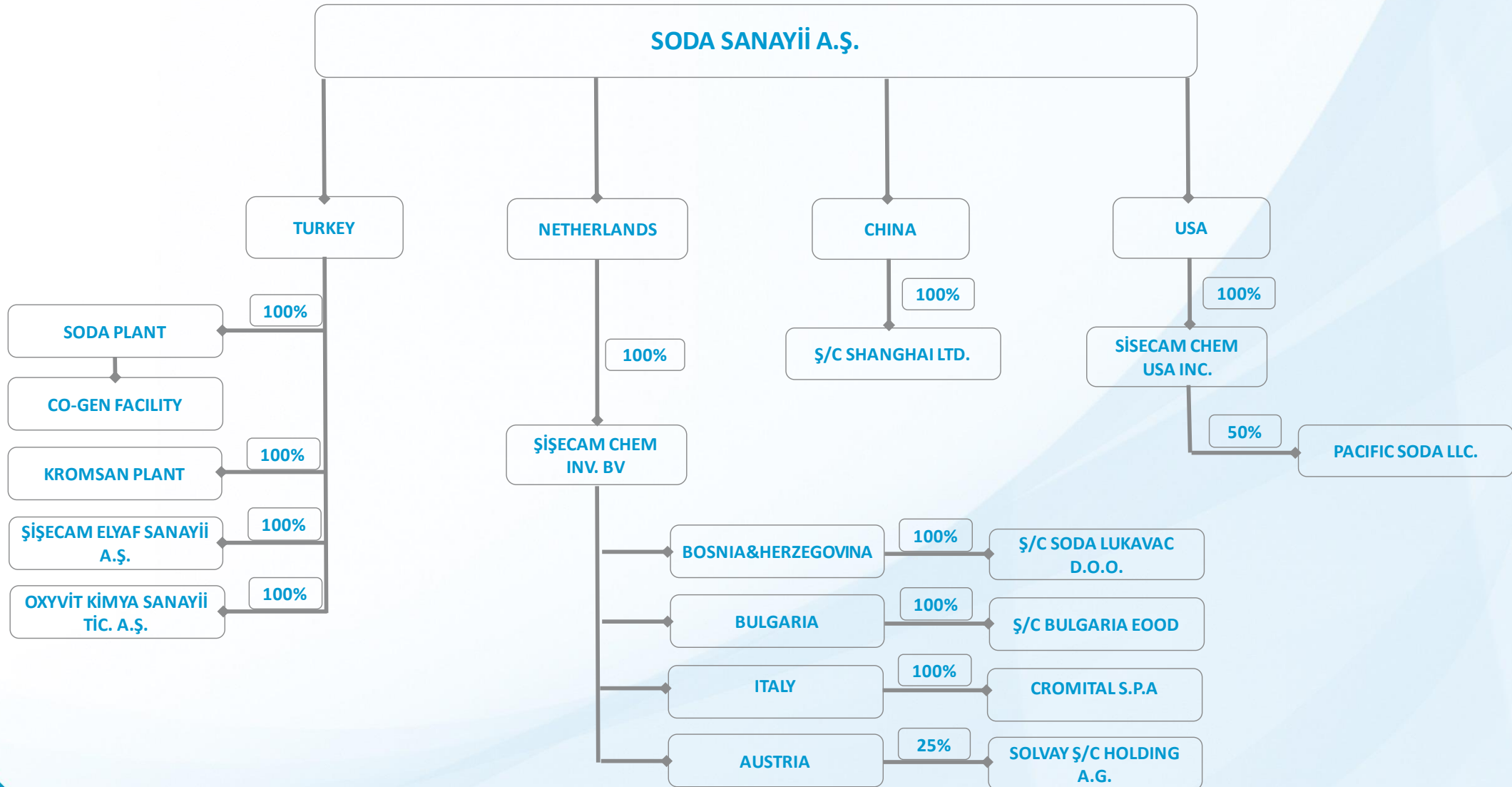


■ Wood Preservation ■ Metal Plating

Soda Sanayii History



Corporate Structure



Vision & Strategy

VISION

- ◆ Strengthen current position in global soda ash market
- ◆ Target strong leadership in its all activities in global chromium chemicals market

STRATEGY

- ◆ Maintain sustainable & profitable growth
- ◆ Support profitability by cost optimization and operational efficiency.
- ◆ Increase competitive power
- ◆ Continue to expand geographically
- ◆ Create synergies from acquisitions and strategic partnerships
- ◆ Partnership approach and reliable solution provider for customers

SUSTAINABILITY

- ◆ Since June 2019, Soda Sanayii is a constituent company in the FTSE4 Good Index Series
- ◆ Soda Sanayii published 2019 sustainability report

http://www.sisecamkimyasallar.com/sites/catalogs/en/Documents/surdurulebilirlik-raporlari/soda_sanayii_en.pdf



Competitive Advantage

Soda Ash, Chromium Chemicals and Glass Fiber Production Facilities

- With three production plants, Soda Sanayii strengthens its sustainable and reliable supplier position in soda ash industry
- Kromsan (Mersin): with its BCS and CA production capacities located in Turkey, is the largest chromium chemicals producer in global terms. Sales to different regions and market diversity increase flexibility to changing market conditions and contribute to minimizing market related risks
- Şişecam Elyaf (Balıkesir): Is the sole glass fiber producer in Turkey, operates with the largest furnace capacity known in Europe and has a higher automation level compared to competitors. Şişecam Elyaf is located at a close proximity to local customers

Long Term Raw Material Reserves Near Mersin

- Soda Sanayii has secured its long term limestone and brine reserves near the facility in Mersin
- Aiming to provide a sustainable raw material supply, investments in new salt fields continue

Co-location with Şişecam's Glass Packaging and Flat Glass Plant and Rail Access within Turkey

- Soda Sanayii Production facilities are located in close proximity to Trakya Cam, Anadolu Cam and other key Şişecam Group companies. This provides low transportation costs, short delivery times and continuous product supply

Cost Efficient Exports Through Mersin Port

- Mersin Port, the largest port in the Eastern Mediterranean region, is only 16km away from the plant, providing low transportation costs and short transportation times in export sales

On the Ground Presence and Access to European Markets

- SSL Plant (Bosnia & Herzegovina): The location and level of supply in the European market enables Soda Sanayii to compete with European soda producers
- Sodi (Varna-Bulgaria): Close proximity to Şişecam's Flat Glass and Glassware plants in Targovishte-Bulgaria enables low transportation costs, short delivery times and continuous supply capabilities
- Cromital S.p.A: With its Cromital plant in Italy, Soda Sanayii maintains its leading position in Europe in the production and selling of liquid and dust basic chromium sulphate

The New Steam Generation Facility in Mersin

- The new steam generation facility, operational since the beginning of 2017, continues to provide cost saving

CHEMICALS BUSINESS SEGMENT OVERVIEW

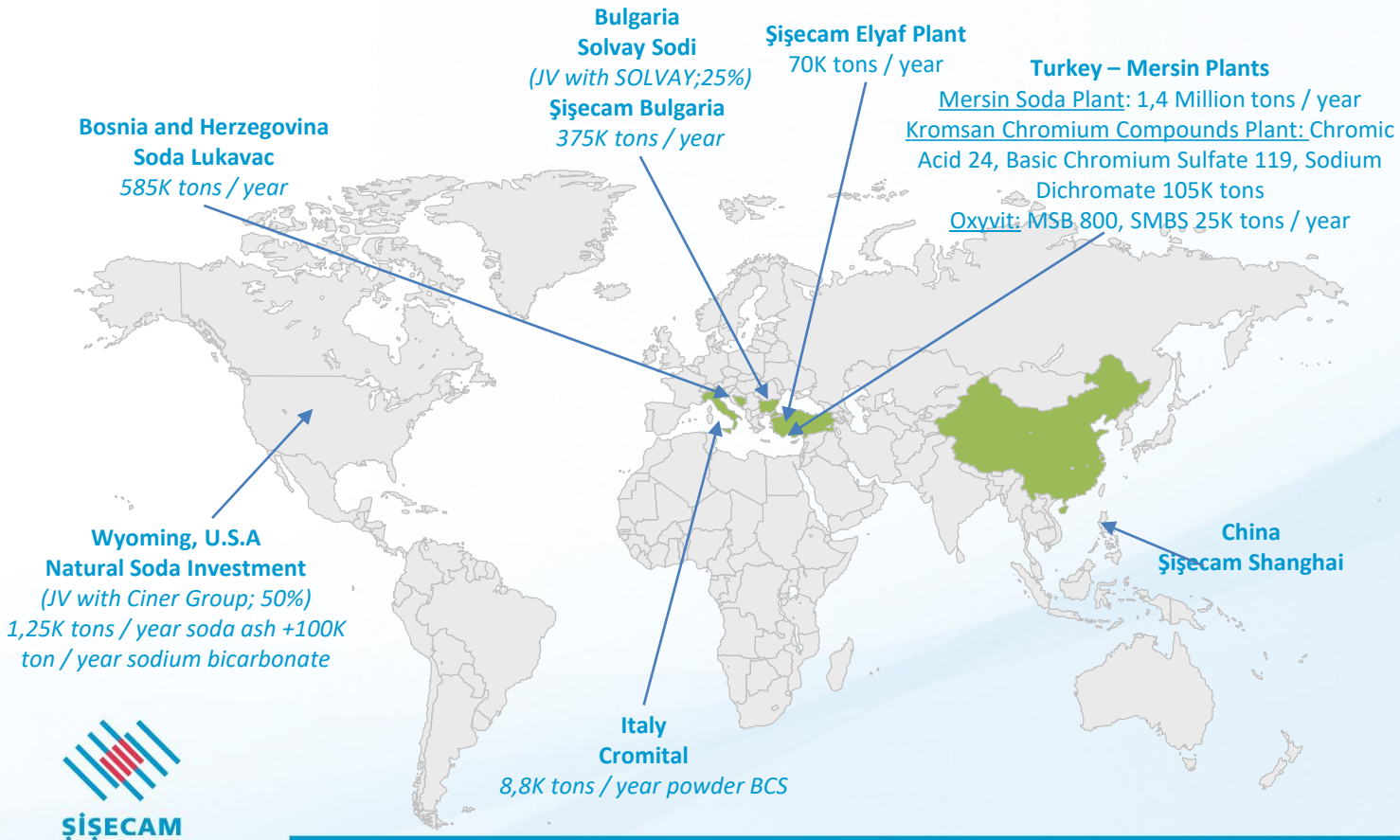
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Chemicals – Soda Sanayii

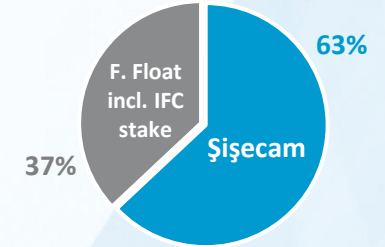
Operations & Global Presence

Soda Sanayii, being the flagship company of Şişecam Chemicals, is a leading soda and chromium chemicals producer operational in 6 different facilities incl. Sodi JV and exporting products to 65 countries around the World.

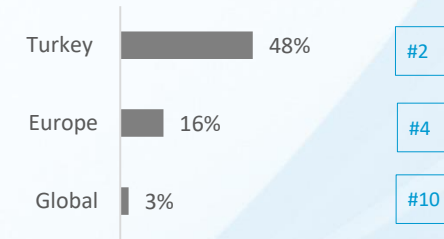
Soda Sanayii is the sole glass fiber producer in Turkey with its glass fiber production plant introduced in 2019.



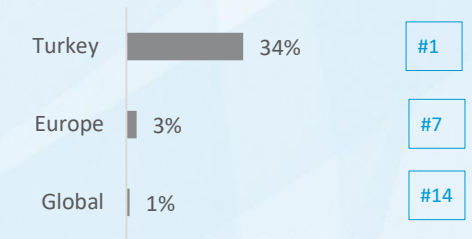
SHAREHOLDERS



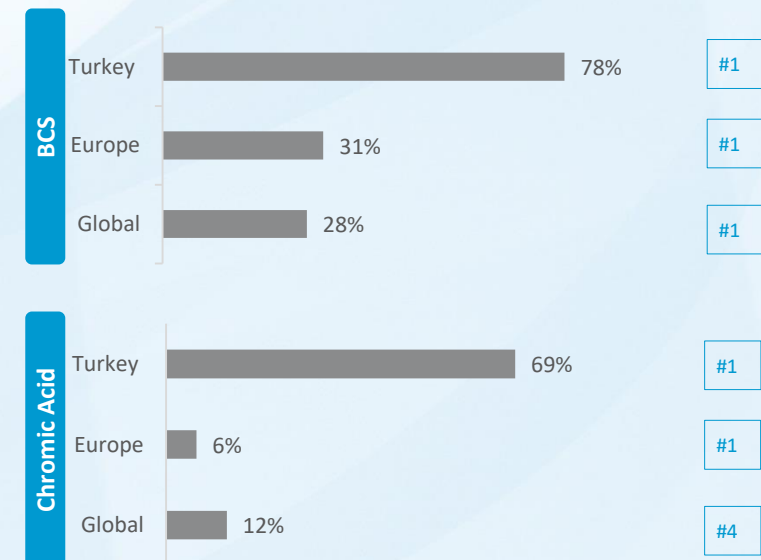
Soda Ash Market Shares – 2Q 2020



Glass Fiber Market Shares – 2Q 2020



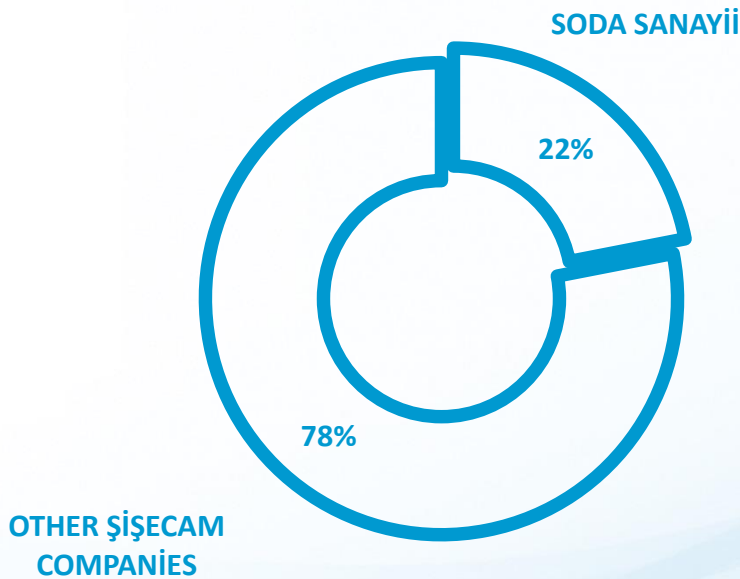
Chromium Market Shares – 2Q 2020



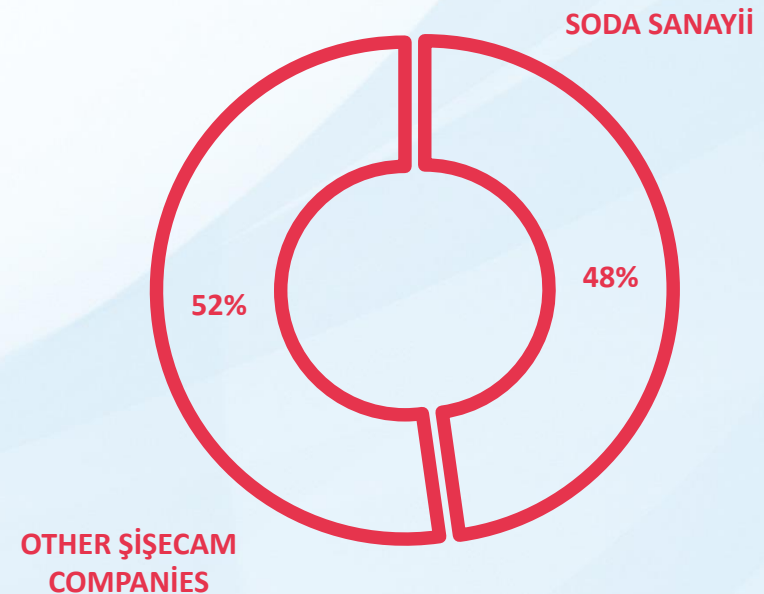
Chemicals – Soda Sanayii

In 2Q 2020, Chemicals Segment accounted for 23% of Şişecam revenues and 51% of its adjusted EBITDA. Soda Sanayii's contribution to Şişecam revenues with its non-group sales was 22%, while its adjusted EBITDA accounted for 48% of the group's consolidated and adjusted EBITDA figure.

Contribution to Şişecam Consolidated Revenues
2Q 2020



Contribution to Şişecam Consolidated EBITDA
2Q 2020



Soda Ash Market

Industry Dynamics

- ◆ 62 Million tons global production & demand globally as of 2019
- ◆ 72% synthetic, 28% natural
- ◆ Global decrease in demand due to Covid-19
- ◆ Balanced market in Europe, strong demand from developing regions on the back of fast growing construction, automotive and detergent sectors
- ◆ Strong environmental checks and capacity closures in China leading to strong demand and price increases in Asia Pacific region
- ◆ Average global capacity utilization rate at 78% as of 2Q 2020

Soda Ash:

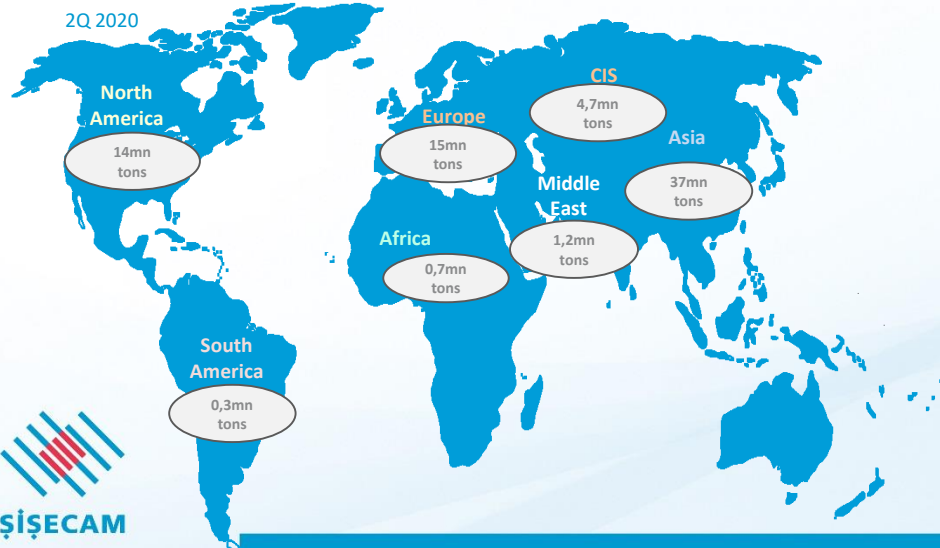
- ◆ Dense Soda Ash
- ◆ Light Soda Ash
- ◆ Sodium Bicarbonate

Uses Raw Material for:

- ◆ Glass
- ◆ Detergents
- ◆ Chemicals
- ◆ Food
- ◆ Feedstock

Regional Breakdown of Global Soda Ash Production Capacity

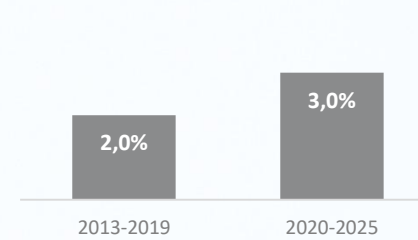
2Q 2020



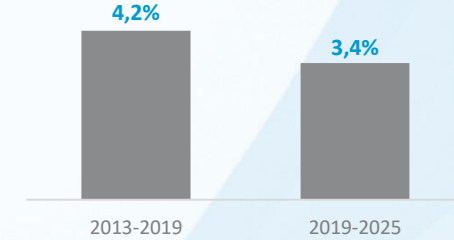
Consumption Growth

CAGR

Global

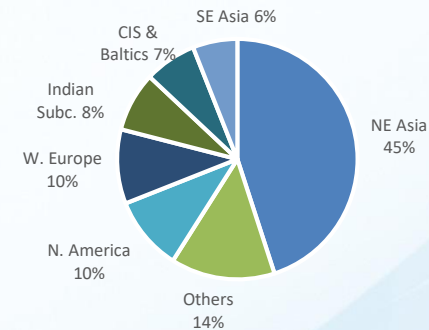


Turkey



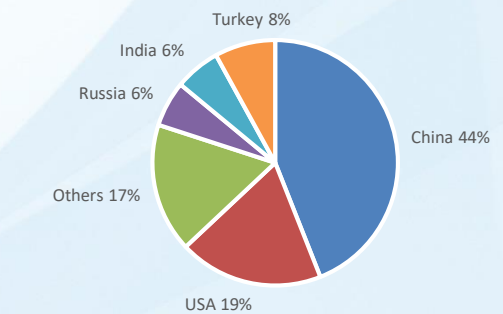
Demand by Region

2Q 2020



Production By Country

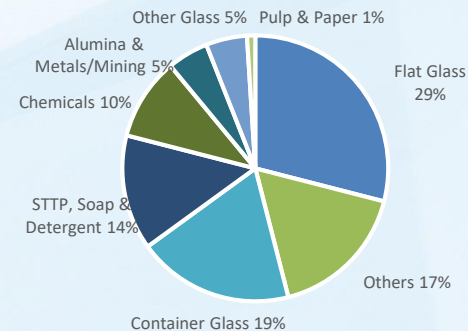
2Q 2020



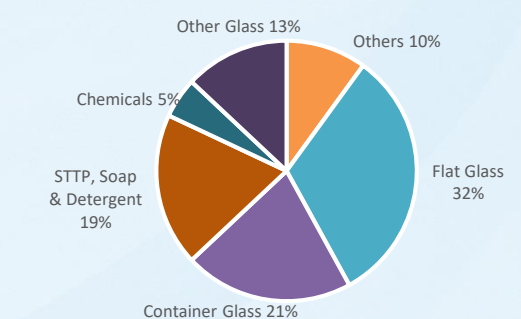
Demand by Segment

2Q 2020

Global



Turkey



Chromium Market

Industry Dynamics

- ◆ 280K tons Basic Chromium Sulphate (“BCS”) global market, 151K tons Chromic Acid global market sizes in 2020
- ◆ Demand drivers: leather, automotive, construction, wood preservation
- ◆ Largest consumers are China and Brazil
- ◆ Global capacity utilization of BCS at 57% and Chromic Acid at 64%

Chromium Chemicals:

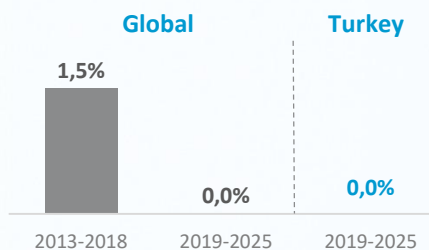
- ◆ BCS
- ◆ Chromic Acid

Uses Raw Material for:

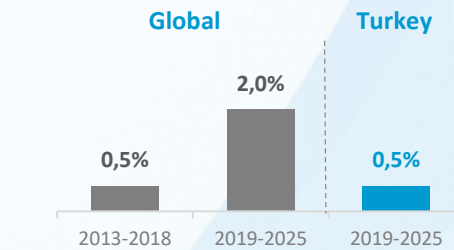
- ◆ Leather
- ◆ Automotive
- ◆ Construction
- ◆ Wood Preservation

Consumption Growth

Chromic Acid

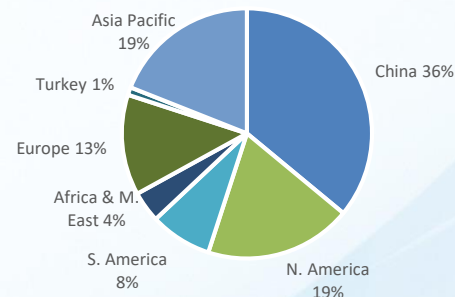


BCS



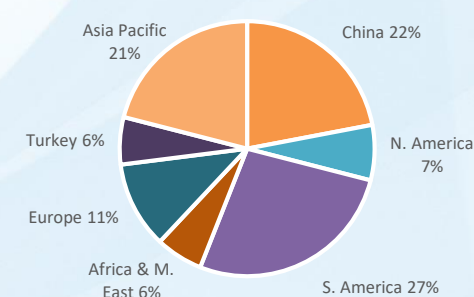
Global Chromic Acid Market

2Q 2020



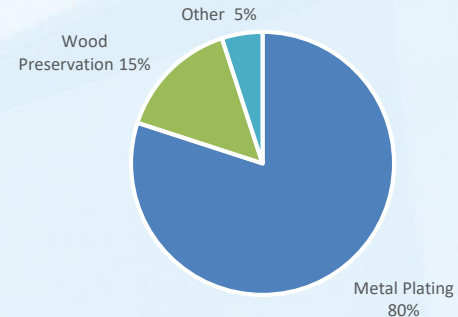
Global BCS Market

2Q 2020



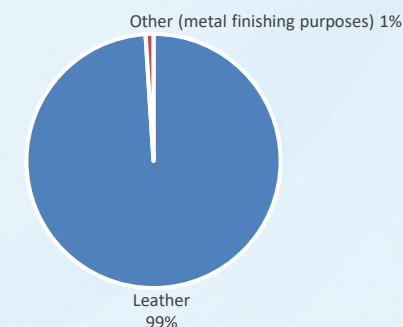
Global Chromic Acid Consumption by Segment

2Q 2020



Global BCS Consumption by Segment

2Q 2020

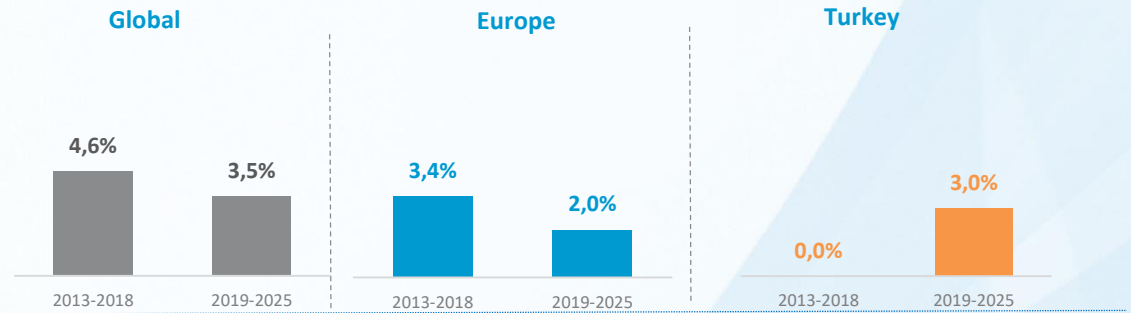


Glass Fiber Market

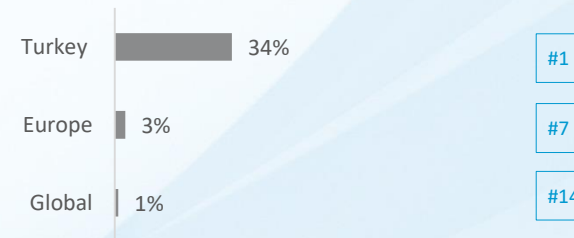
Industry Dynamics

- ◆ 6,3mn tons global production capacity, 6,0mn tons global demand as of 2019
- ◆ 60% of the capacity located in Asia Pacific, 34% in US & Europe and the remaining 6% in the Middle East&Africa
- ◆ Largest consumers are China and North America
- ◆ Highly consolidated structure with 5 largest players composing 80% of the market
- ◆ Demand drivers: construction and infrastructure, automotive & logistics, wind energy, electronics
- ◆ 90-95% global capacity utilization rate on average
- ◆ Demand in Turkey, standing at 76K tons as of 2019

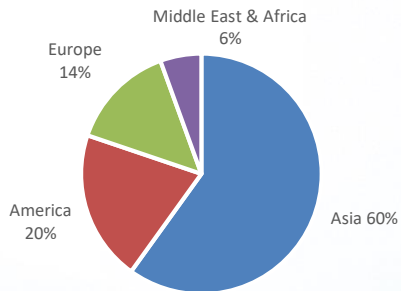
Glass Fiber Consumption Growth



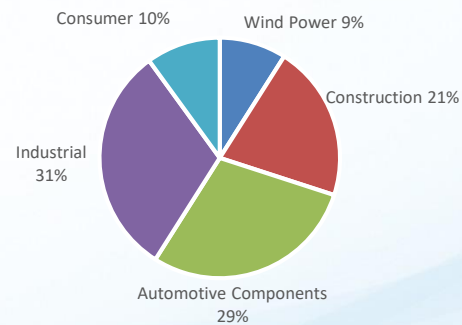
Şişecam Elyaf Market Shares – 2Q 2020



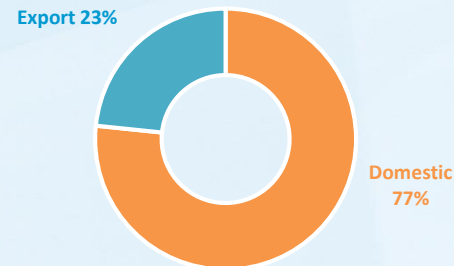
Global Glass Fiber Production Capacity 2Q 2020



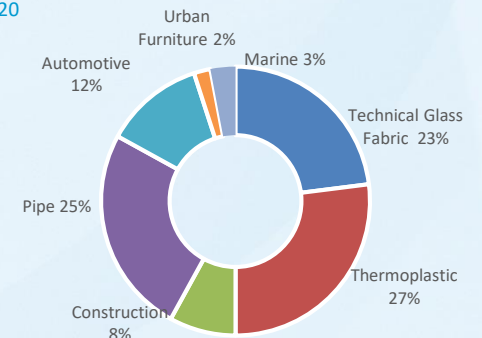
Global Glass Fiber Consumption by Industries 2Q 2020



Şişecam Elyaf – Sales Breakdown by Geographies 2Q 2020



Şişecam Elyaf – Sales Breakdown by Industries 2Q 2020



Natural Soda Ash Investment in Wyoming, USA

Rationale Behind the Investment Decision;

- ◆ The only solution mining-based natural soda ash producer in Wyoming, USA
- ◆ Partnering with Ciner Group, #1 natural soda ash producer globally and holder of [the patent for the solution mining process technique](#), who already has proven track record at their Kazan Mine in Turkey since 2017
- ◆ +100 year-reserve life
- ◆ Almost equal share of fixed & variable costs and depreciation expenses in COGS
- ◆ Fixed costs components: Labor (significantly lower compared to gallery/conventional mining), 8% royalty fee to the US Government on net sales excl. logistic expenses
- ◆ Natural Gas is the major variable cost
- ◆ High profitability on the Gross level compared to synthetic soda ash production
 - Synthetic soda ash production (per ton): gross profit on FOB sales: USD ~50-60 (COGS exceeds USD 100)
 - Natural soda ash production (per ton): **Expected** gross profit on FOB sales: USD ~110 (**Expected** COGS incl. Logistics* USD 95-100)

Feasibility Study Parameters;

- ◆ CUR: 90% until 2029, 95% 2029 onwards
- ◆ Sales Breakdown: 20% domestic, 80% exports
- ◆ Net Working Capital/Sales: ~14%
- ◆ Expected EBITDA Margin: +50%
- ◆ Expected Financing Cost: Approx. Libor +3%
- ◆ 5 year investment period; 2 years to complete required legal and regulatory work, start of the actual investment phase in 2022
- ◆ IRR: 13-15% (very conservative)
- ◆ NPV: USD 1,26 - 1,76 bn

(*) Transportation cost per ton assumed USD 50

Appendix

Summary Financials

INCOME STATEMENT (TRY mn)	2015	2016	2017	2018	1Q 2019	1H 2019	9M 2019	2019	1Q 2020	1H 2020	YoY Change
Revenue	1.772	2.068	2.451	3.430	948	2.030	3.065	4.182	1.176	2.242	10%
Cost of Goods Sold	-1.297	-1.395	-1.597	-2.114	-650	-1.328	-2.019	-2.750	-752	-1.402	6%
Gross Profit	475	673	854	1.316	298	702	1.046	1.432	424	840	20%
Research and development	-4	-8	-3	-4	-1	-3	-4	-6	-2	-3	14%
Sales and marketing	-82	-178	-291	-398	-115	-249	-373	-474	-129	-255	2%
General and administrative	-70	-70	-80	-107	-32	-69	-99	-139	-39	-74	7%
Other income (expense), net	38	29	28	110	25	40	36	55	46	73	81%
Income from Equity Pick-ups	54	72	92	91	21	40	63	73	21	33	-18%
Impairment Gain/Loss	0		-	-18	-0,4	-1,9	0,8	1,7	2,7	0,7	-137%
Income/Expense from Investing Activities	1	14	43	248	65	96	93	146	92	151	57%
EBIT	412	531	643	1.237	261	556	764	1.089	416	766	38%
EBITDA	500	629	779	1.387	310	655	912	1.294	470	877	34%
Financial Income, net	102	113	88	231	52	59	-38	-13	135	206	250%
Income before Tax	510	645	731	1.468	313	615	726	1.077	551	972	58%
Tax Expense, net	-69	-68	-69	89	-28	46	86	32	-148	-242	-627%
Net income	441	577	662	1.557	285	661	812	1.109	403	730	10%
<i>Net income after Minority Interest</i>	<i>434</i>	<i>576</i>	<i>661</i>	<i>1.556</i>	<i>285</i>	<i>661</i>	<i>812</i>	<i>1.109</i>	<i>403</i>	<i>730</i>	<i>10%</i>
<i>Minority Interest</i>	<i>6,7</i>	<i>0,8</i>	<i>0,9</i>	<i>0,9</i>	<i>0,2</i>	<i>-</i>	<i>-</i>	<i>-</i>	<i>-</i>	<i>-</i>	
Earnings per share (TL):	0,434	0,576	0,661	1,556	0,285	0,661	0,812	1,109	0,403	0,730	42%

Summary Financials

INCOME STATEMENT (TRY mn)	2015	2016	2017	2018	1Q 2019	1H 2019	9M 2019	2019	1Q 2020	1H 2020	YoY Change
Revenue	1.772	2.068	2.451	3.430	948	2.030	3.065	4.182	1.176	2.242	24%
Cost of Goods Sold	-1.297	-1.395	-1.597	-2.114	-650	-1.328	-2.019	-2.750	-752	-1.402	16%
Gross Profit	475	673	854	1.316	298	702	1.046	1.432	424	840	42%
Research and development	-4	-8	-3	-4	-1	-3	-4	-6	-2	-3	37%
Sales and marketing	-82	-178	-291	-398	-115	-249	-373	-474	-129	-255	12%
General and administrative	-70	-70	-80	-107	-32	-69	-99	-139	-39	-74	22%
Other income (expense), net	38	29	28	110	25	40	36	55	46	73	87%
Income from Equity Pick-ups	54	72	92	91	21	40	63	73	21	33	-2%
Impairment Gain/Loss	0		-	-18	-0,4	-1,9	0,8	1,7	2,7	0,7	-789%
Income/Expense from Investing Activities	1	14	43	248	65	96	93	146	92	151	41%
EBIT	412	531	643	1.237	261	556	764	1.089	416	766	60%
EBITDA	500	629	779	1.387	310	655	912	1.294	470	877	52%
Financial Income, net	102	113	88	231	52	59	-38	-13	135	206	159%
Income before Tax	510	645	731	1.468	313	615	726	1.077	551	972	76%
Tax Expense, net	-69	-68	-69	89	-28	46	86	32	-148	-242	431%
Net income	441	577	662	1.557	285	661	812	1.109	403	730	41%
<i>Net income after Minority Interest</i>	<i>434</i>	<i>576</i>	<i>661</i>	<i>1.556</i>	<i>285</i>	<i>661</i>	<i>812</i>	<i>1.109</i>	<i>403</i>	<i>730</i>	<i>42%</i>
<i>Minority Interest</i>	<i>6,7</i>	<i>0,8</i>	<i>0,9</i>	<i>0,9</i>	<i>0,2</i>	<i>-</i>	<i>-</i>	<i>-</i>	<i>-</i>	<i>-</i>	
Earnings per share (TL):	0,434	0,576	0,661	1,556	0,285	0,661	0,812	1,109	0,403	0,730	42%

Summary Financials

CASH FLOW STATEMENT (TRY mn)	2015	2016	2017	2018	1Q 2019	1H 2019	9M 2019	2019	1Q 2020	1H 2020
Net Profit	441	577	662	1.557	285	661	812	1.109	403	730
Non-cash	-14	-56	-27	-559	-54	-137	-43	-59	-59	-69
Operating cash flows provided before changes w/c	427	521	635	998	231	524	769	1.050	345	661
Change in w/c	-24	-12	-135	81	-36	-273	-87	-87	-361	-615
Cash flows from operating activities	403	509	500	1.079	196	252	682	963	-16	46
Interest paid	-14	-21	-20	-42	-23	-72	-153	-231	-51	-105
Interest received	19	28	55	95	21	66	92	122	13	38
Dividend paid	-60	-240	-201	-226	0	-345	-345	-345	0	-245
Taxes paid	-80	-58	-81	-252	-19	-71	-75	-81	-102	-159
Capex	-227	-170	-133	-822	-94	-155	-213	-284	-29	-67
Free Cash Flow	41	48	120	-167	80	-325	-14	145	-186	-491
Proceeds from sale of property, plant and equipment	1	0	0	1	0	0	0	0	0	0
Other cash flows from operating activities	-2	-3	-4	-4	-2	-3	-3	-4	-1	-2
Other cash flows from investing activities	67	-5	-394	131	12	-420	-337	-317	14	40
Proceeds from financial liabilities	33	16	32	175	294	962	1.782	3.497	1.470	3.420
Repayments of financial liabilities	-63	-82	-51	-60	-111	-145	-758	-2.430	-1.039	-2.704
Other cash flows from financing activities	0	-9	-2	0	-1	-8	-8	-9	-1	-2
FX gain/loss on cash and cash equivalents	132	147	111	329	96	158	94	228	247	432
Net decrease/increase in cash and cash equivalents	210	113	-188	404	369	220	756	1.110	504	693

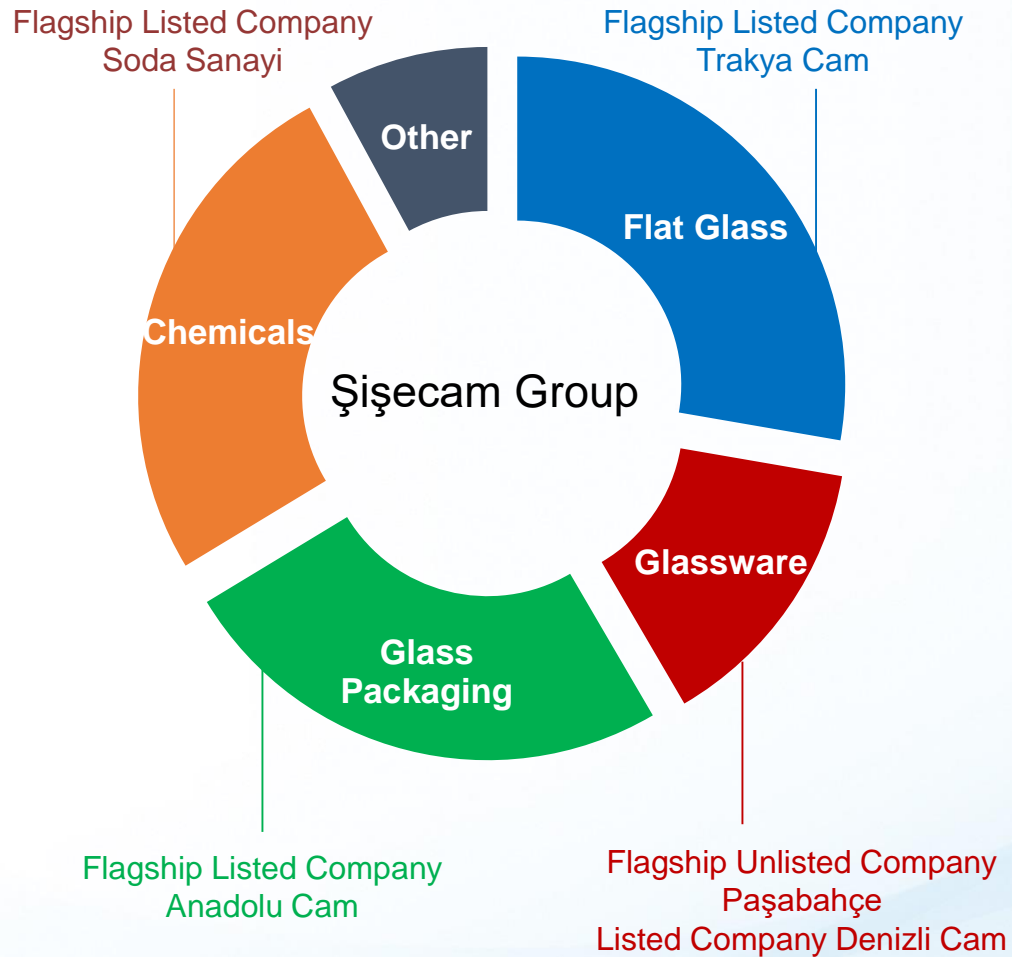
ŞİŞECAM GROUP OVERVIEW

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Rationale of the Merger

- **MAXIMIZING SHAREHOLDER VALUE**
- Simplification of the Group's shareholding structure by creating only one single listed entity
- Higher free float and increased depth
- Optimization of costs through the centralization of
 - **Supply Chains at Phase I**
- Creation of synergies between business units
- Improved corporate governance and key decision-making processes
- Higher revenue generation and profitability
- Better positioning of Sisecam to build a strong reputation on the global stage

The Existing Business Structure



43 production facilities located in 14 countries

68 companies established in 18 countries

Stand-alone management of business segments

Centralized IT and R&D

Centralized management of non-core operations levels

- Treasury and Corporate Finance, Strategy, Tax, Human Resources and Investor Relations
- In 2017, centralization of Procurement begins

Timeline



January 30th: Group began merger talks



April 27th:
Finalization of Expert Valuation Report & Opinion
Submission of formal CMB application



July 23rd: CMB approval received

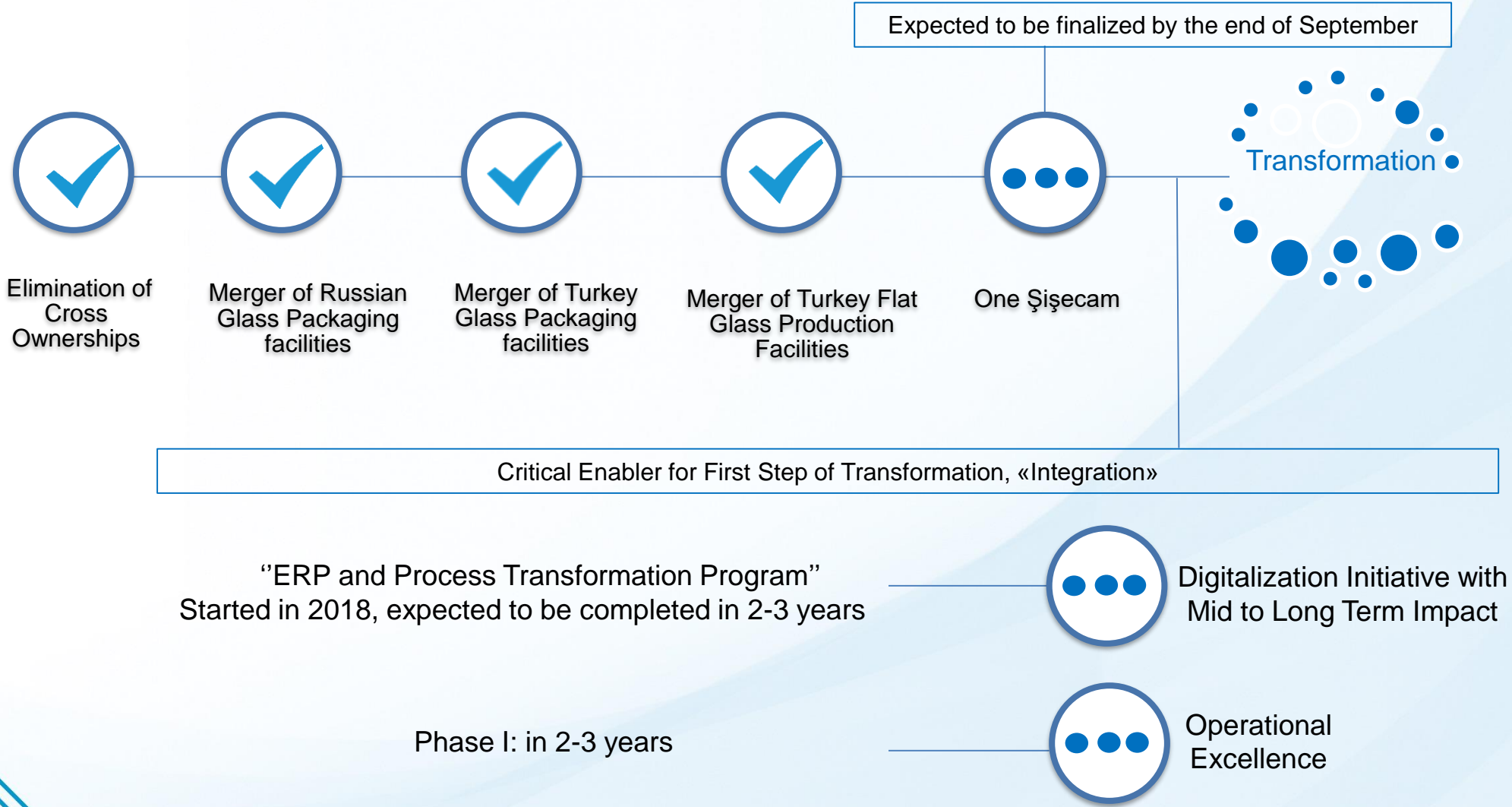


August 26th – 28th: Extraordinary General Assembly Meetings



End of September: One Şişecam

A Holistic Business Approach



Şişecam at a Glance

**\$3,2 Billion
Revenue**

**5 Million Tons
Glass Production**

**2,4 Million Tons
Soda Production**

**21.848
Employees**

**Presence in 14
Countries**

**5th Flat Glass
Producer Globally**

**3rd Glassware
Producer Globally**

**5th Glass Packaging
Producer Globally**

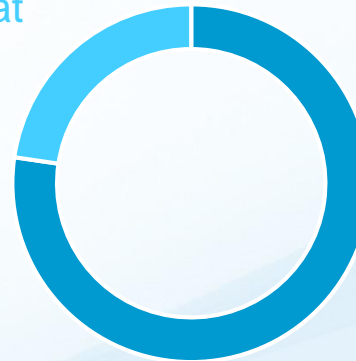
**10th Soda Ash
Producer Globally**

**Leader Producer in
Basic Chromium
Sulfate Globally**

**4th Chromic Acid
Producer
Globally**

Shareholder Structure

Free Float
23%



İş Bank
Group
77%

**85 year of
corporate history**

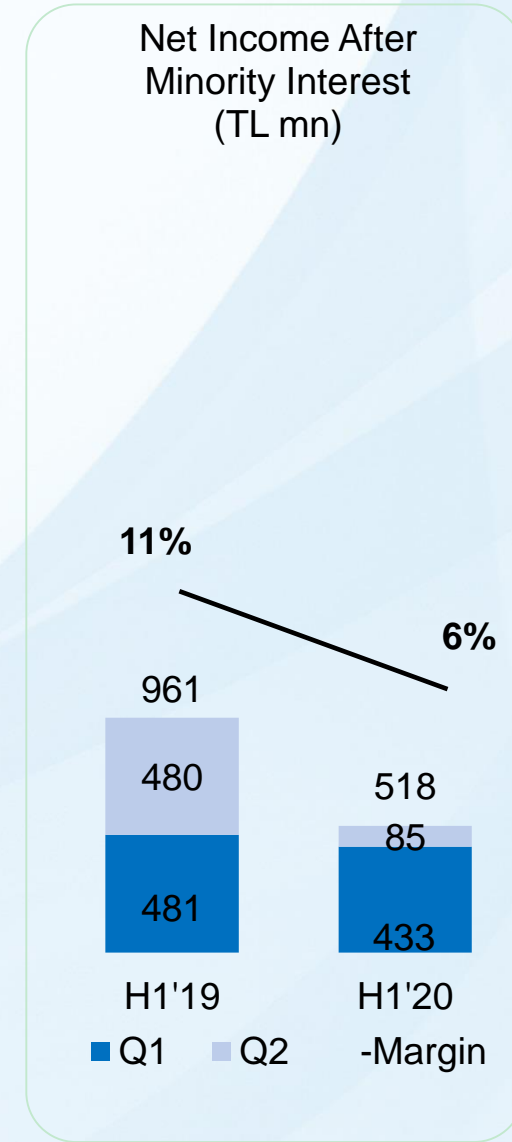
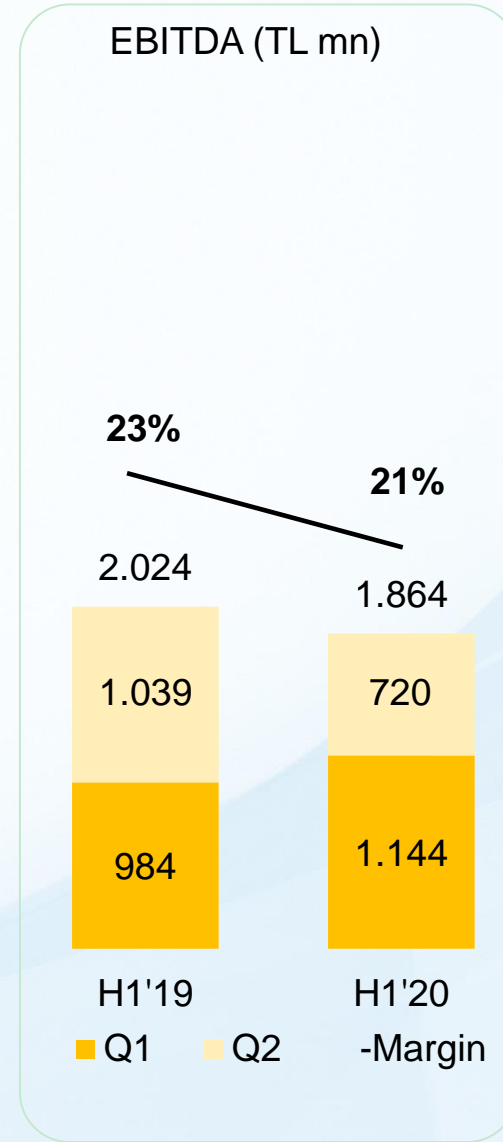
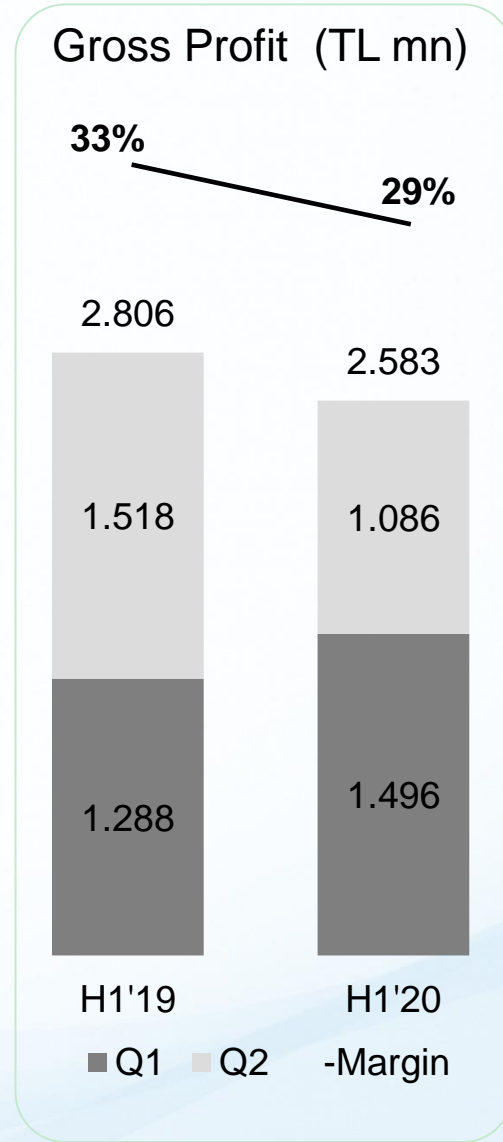
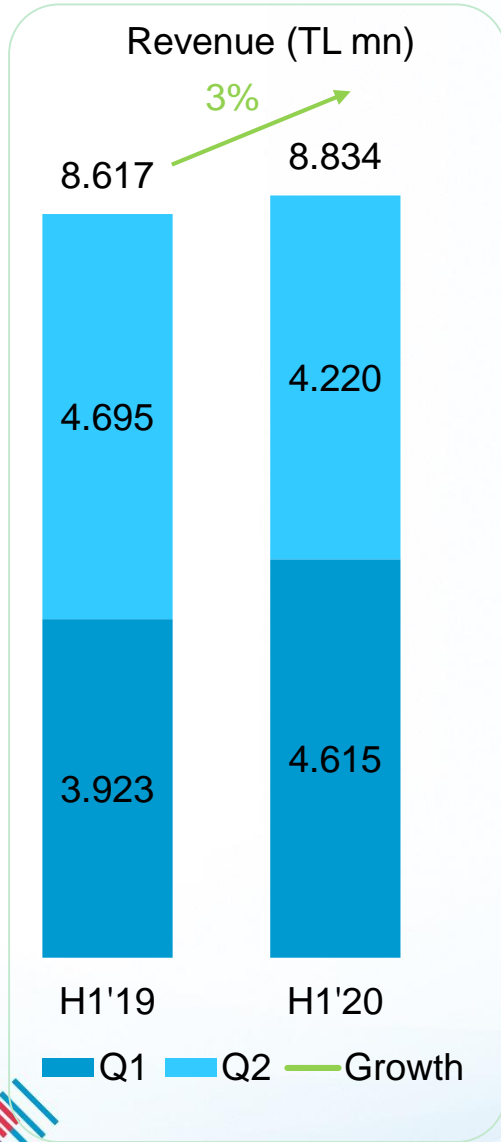
**150 Export
Countries**

**43 Production
Plants**

**\$1,8 Billion Market
Cap.**

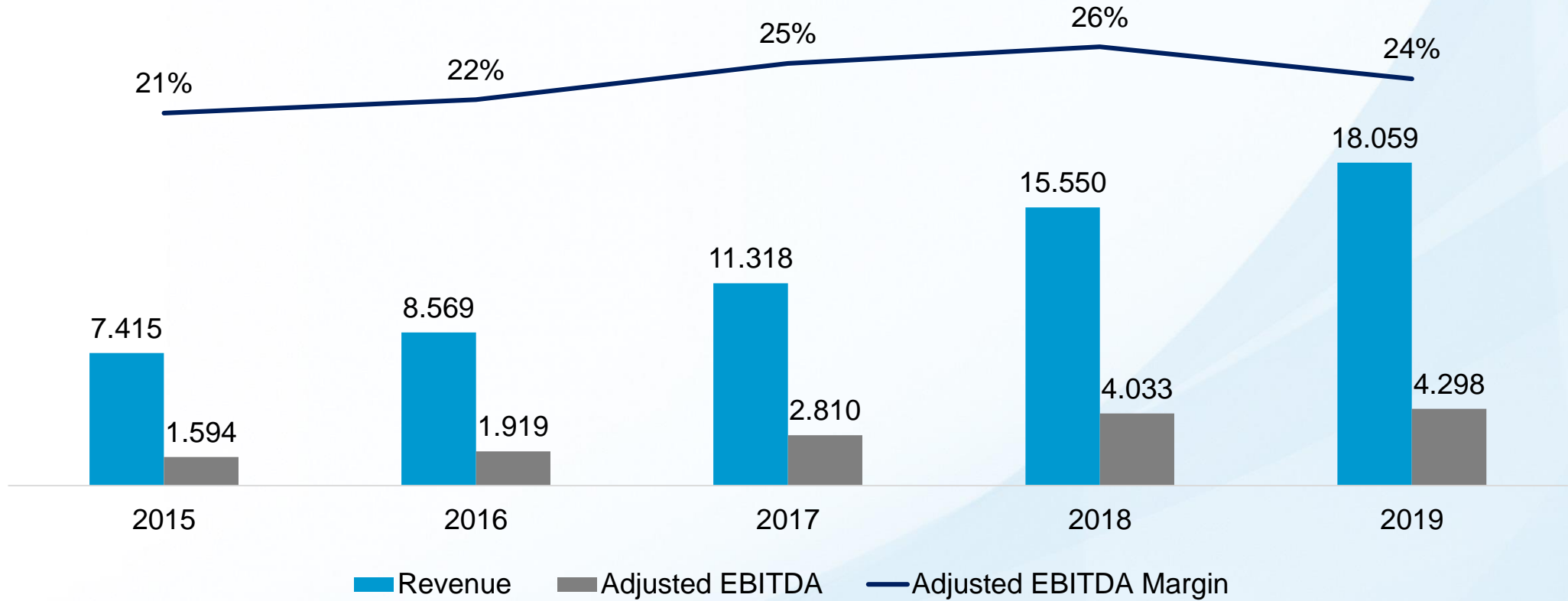
**Listed Company
since 1986**

First-Half Financial and Operational Results



Historical Financial Results

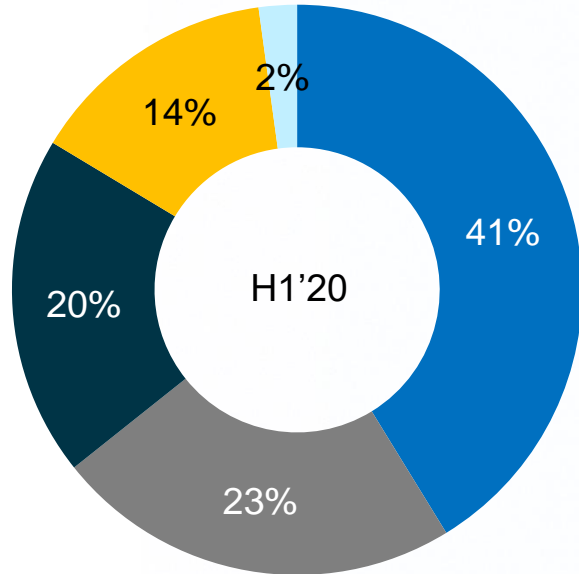
TL mn



	2015	2016	2017	2018	2019
Revenue Growth Y-o-Y	8%	16%	32%	37%	16%

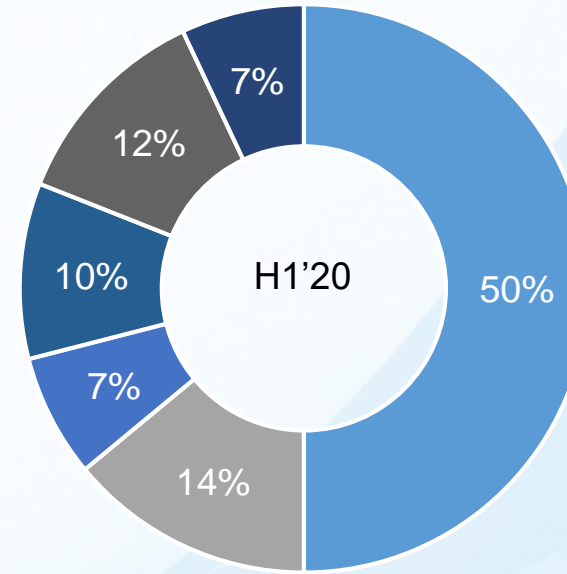
First Half Regional Results

Geographic Revenue Mix



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

Regional Breakdown of Exports from Turkey



- Europe
- Asia
- Middle East
- North Africa
- North America
- Other

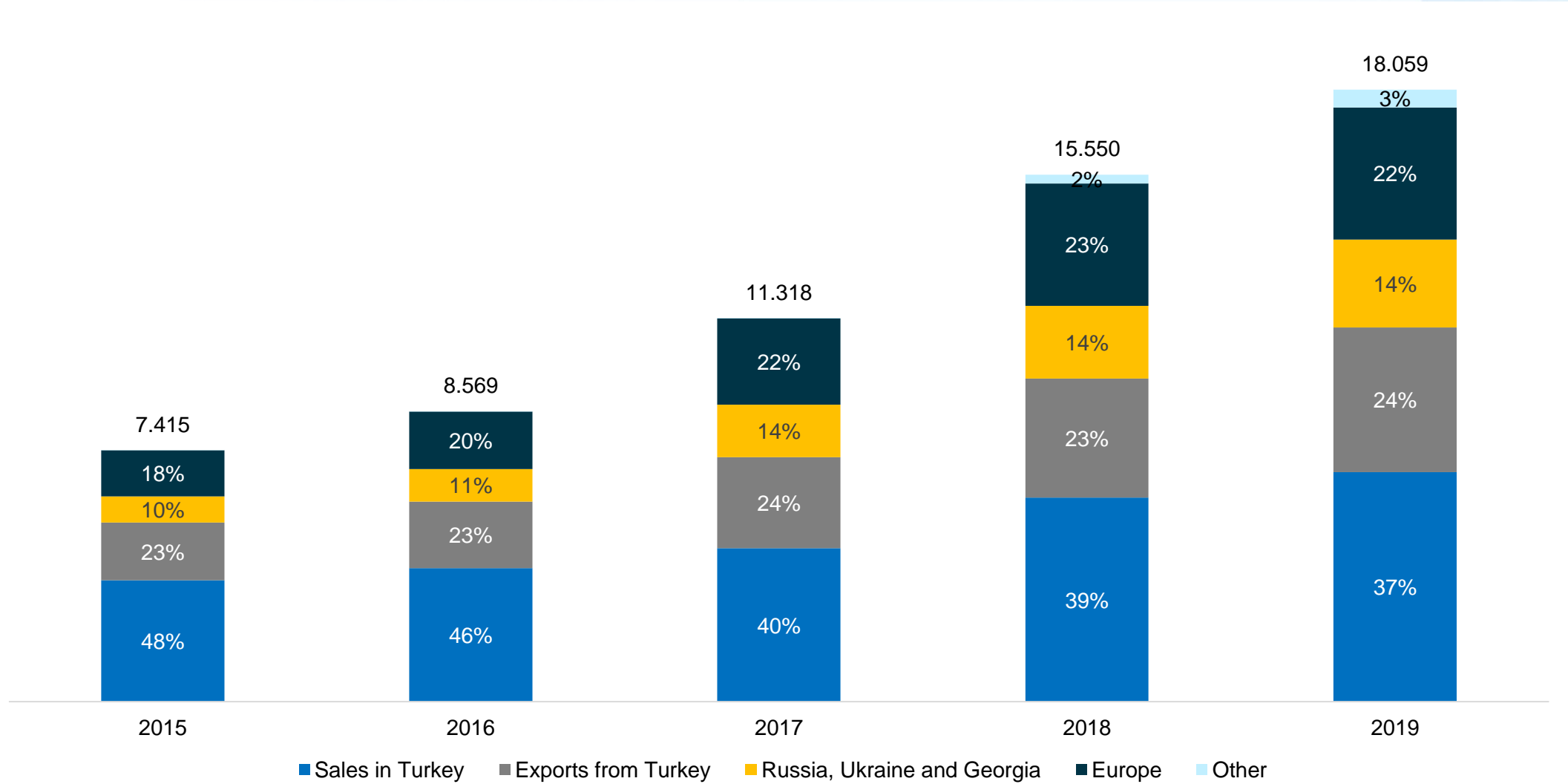
Top 10 Export Countries
Italy, Egypt, USA, Lebanon, France, Germany, Israel,
China, Romania, UK

\$339 mn exports revenue

Exports to +150 Countries

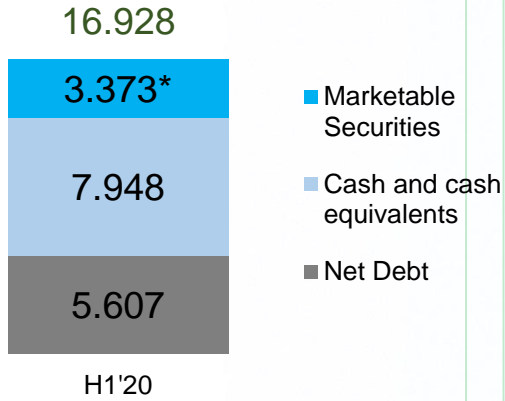
Historical Regional Results

TL mn

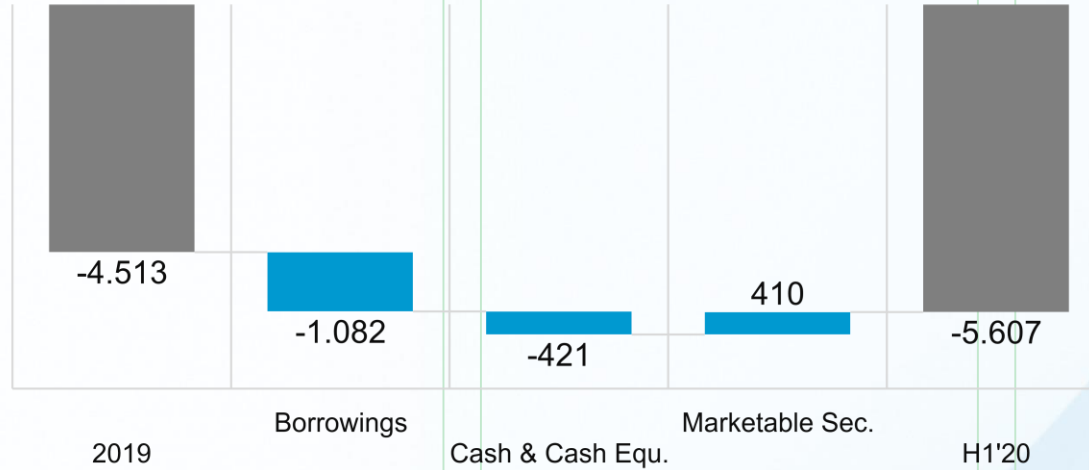


Debt Position

Liquidity and Debt Structure (TL mn)



Net Debt Bridge (TL mn)



Net Debt/EBITDA
1.14x

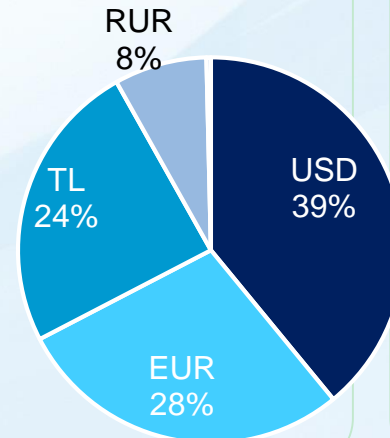
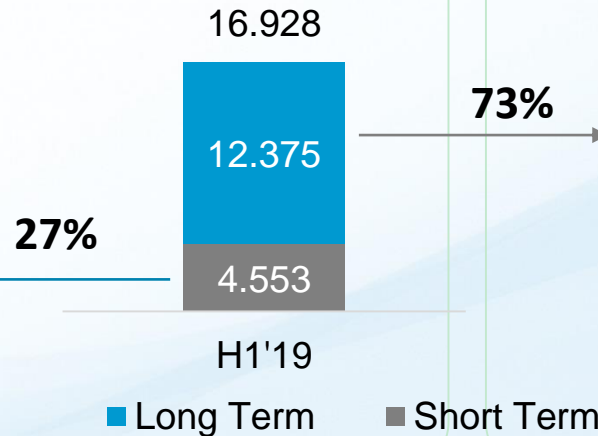
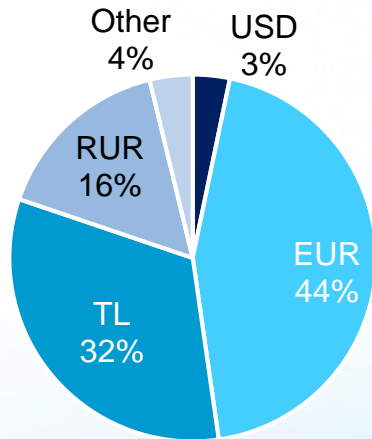


70% Fixed Int. Rate
vs
30% Variable Int. Rate

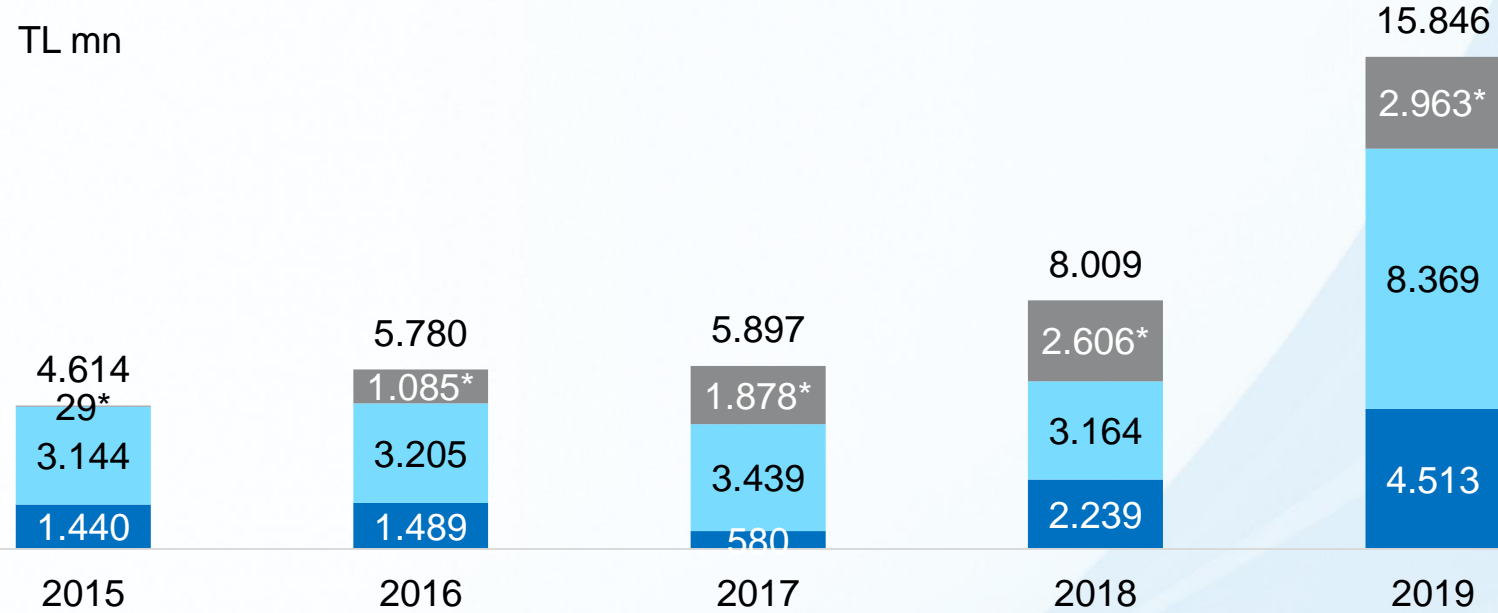


USD 778 million
Net Long FX Position

Term Structure of Gross Debt (TL mn)



Historical Debt & Liquidity Results



	2015	2016	2017	2018	2019
Net Debt/EBITDA**	0,82	0,70	0,19	0,46	0,93
Net Debt/Equity**	0,15	0,13	0,04	0,13	0,24

Credit Ratings

MOODY's	LT FCY Rating	B1	Negative
FITCH	LT FCY Rating	BB-	Stable

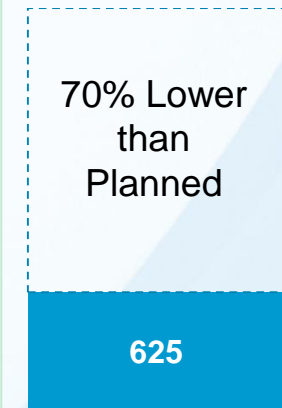
(*) Marketable securities (Eurobond investment portfolio) amounting to USD 500 Million (TRY 2.96 Billion)

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

FCF & Capex

(TL mn)	H1'19	H1'20	Change
Net Profit	1.349	862	-487
Non Cash Items	644	1.043	399
Changes in Working Capital	-959	-1.388	-429
Cashflow from operations	1.035	518	-517
Interest received,net	-52	-367	-315
Dividend paid,net	-588	-454	134
Taxes paid	-230	-323	-93
Capex	-1.240	-625	615
FCF	-1.075	-1.252	-177

■ Realized Capex □ Canceled / Delayed Portion



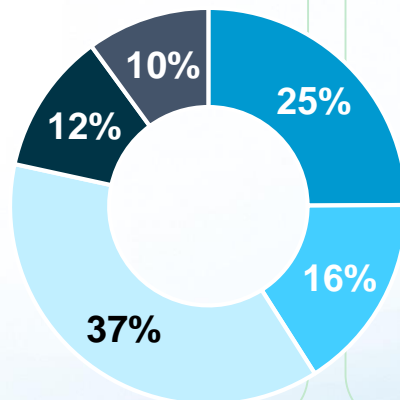
H1'20

3x
Adjusted
EBITDA/CAPEX

7%
CAPEX/Revenues

38%
Working Capital/Revenues

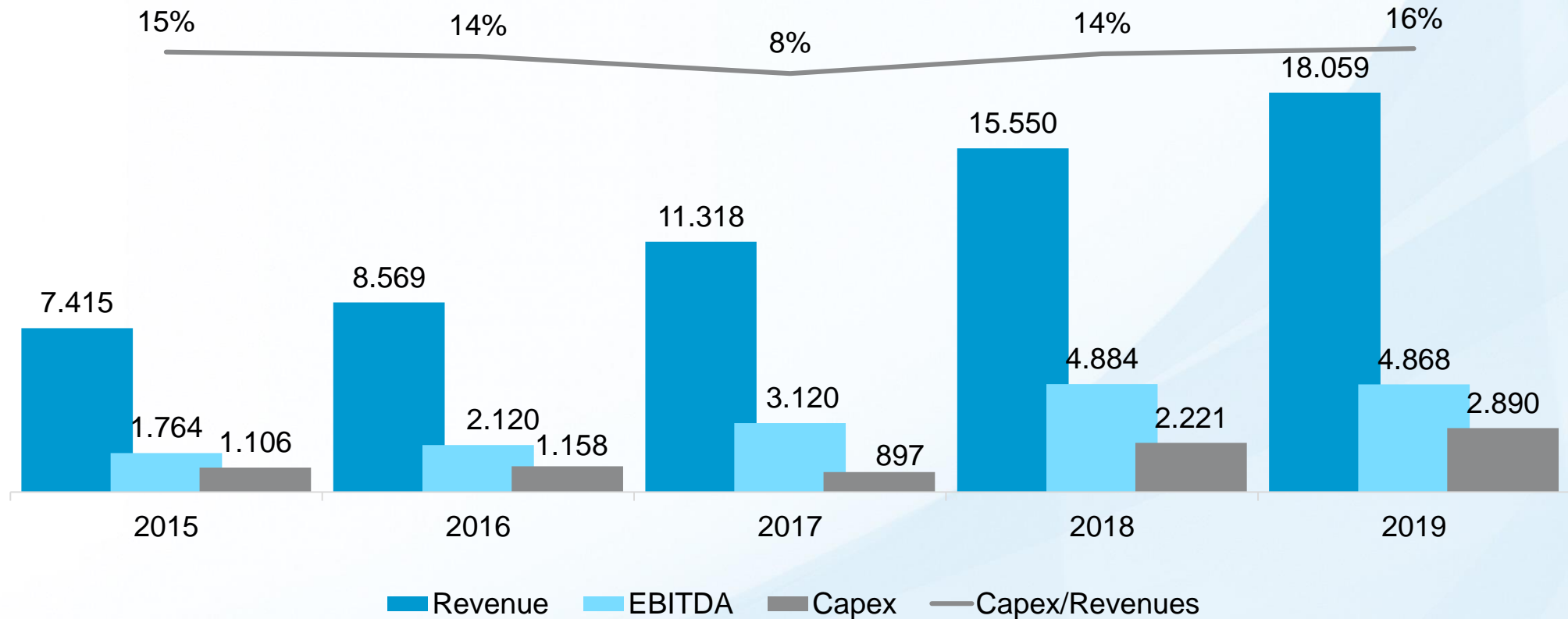
CAPEX Breakdown



- Flat Glass
- Glassware
- Glass Packaging
- Chemicals
- Other

Historical Capex Analysis

TL mn



EBITDA/Capex

1,60

1,83

3,48

2,20

1,68

Şişecam: New Implementations

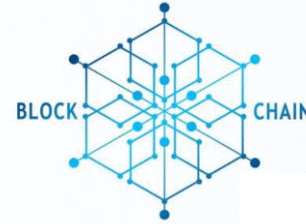
The First Blockchain Transaction in Turkey

The first trade finance transaction on Marco Polo blockchain network in Turkey



Technology to increase **security, speed and operational efficiency** in international trade

Privacy in finance

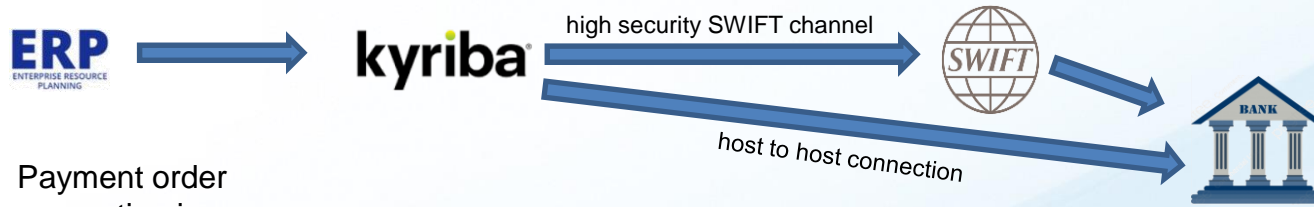


Simple processes

Safe, transparent and protected transactions

Effective audit and reliability

Anti Fraud System



Payment order generation in ERP systems and transfer to Kyriba for **approvals and fraud controls**

Following the approval in Kyriba, transmission to the bank through **high security SWIFT** channel or **host to host** connection.

Examination according to **5 main fraud detection rules** prepared based on **the most common fraud scenarios** in the world

Investor Relations Mobile Application

- Mobile toolkit to examine earnings results, financial reports as well as corporate governance and ESG materials
- Easy and rapid access along with an offline access option
- Push-up notification option

Available on:



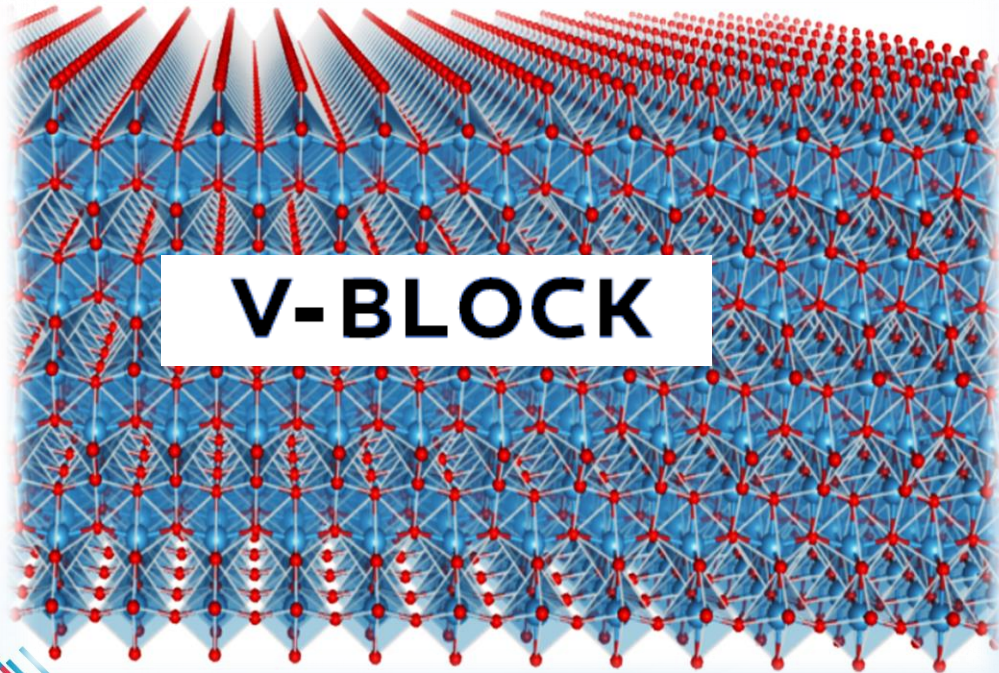
ANDROID



V-Block Technology - Paşabahçe

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

- First to be offered in Turkey, then in export market
- Initial production is planned by August
- Further plans to implement this technology in glass packaging, architectural glass and glass for home appliances



Şişecam's Sustainable Strategy: CARE for NEXT

Şişecam Sustainability Strategy: Care for Next



Sustainability

Key Sustainability Achievements

The Group is among the first 100 in “Best Emerging Markets Performers” Viego Eiris Sustainability Index

- 5.5% **re-use of waste water**
- 23% of **cullet usage** in production of container glass
- **NOx emission reduction** in 8 furnaces
- 3 **industrial synergy program** realization
- **Forest lands** in mine sites increased by 35%
- Set of **Supplier Code of Conduct** integrated with sustainability principles

PRESERVE

Natural Resources
Corporate Heritage
Product Safety

- **Lost Time Injury Frequency Rate: 12**
- Publishing **Diversity and Inclusion Principles**
- 20% of **women employee in total**
- Ongoing support for both local and international regulations regarding **equal opportunities**

EMPOWER




Diversity and Inclusion
Talent Management
Occupational Health and Safety
Corporate Social Responsibility

- 0.4% **GHG emission intensity** avoided compared to 2017
- 1.8% **energy consumption reduction** in glass production plants compared to 2017
- 6.3 MW energy obtained from **renewable energy**
- Ongoing process regarding implementation of reactant pre-heating methodology for at least for one additional plant in order to decrease **natural gas consumption**
- Ongoing process regarding waste heat recovery system for **additional 2 plants**

PROGRESS

Research & Development and
Digitalization
Innovative Products
Combatting Climate Change

Progress Status

	Şişecam Sustainability Strategy (2017 -2022)	Unit	2019 current status
 <p>preserve</p>	Reuse of 5% of industrial waste water	%	5.5
	Using at least 20% recycled glass through glass packaging production	%	23
	Reduction of NOx emission values with primary measures in at least 10 glass furnaces	Number	8
	Development of at least 4 industrial synergy programs	Number	3
	Increasing forest areas by 20% in existing mining areas	ha	35
	Renewal of corporate procurement procedures within the scope of sustainability principles	Procedure	Realized
	Initiation of biodiversity and conservation practices by involving local people at the geographies of operation	Area (ha)	Not Initiated
 <p>empower</p>	Zero occupational accidents (LTIFR-loss-time injury frequency rate)	LTIFR	12
	Endorsement of Şişecam Group's Diversity and Inclusion Principles	Principles Document	Realized
	Dissemination of culture of inclusion among Şişecam Group and the entire stakeholders, measuring those against performance indicators	% of female employees	20.02
	Supporting national, international policies and regulations on equal opportunities		Ongoing
 <p>progress</p>	Reduction of greenhouse gas emission intensity by 5% in glass production facilities compared to 2017	%	0.4
	Reduction of annual specific energy consumption by 2% in glass production facilities compared to 2017	%	1.8
	Generating 12 MW of energy from renewable resources	MW	6.3
	In order to reduce natural gas consumption, switching to reactant pre-heating method in at least 2 more factories	Number	Ongoing
	Application of Waste Heat Recovery system in at least two more manufacturing plants at minimum	Number	Ongoing

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FX Rates

	2015	2016	2017	2018	2019	2Q 2019	1H 2019	2Q 2020	1H 2020
USD/TL									
Period End	2,91	3,52	3,77	5,26	5,94	5,76	5,76	6,84	6,84
Period Average	2,72	3,02	3,64	4,83	5,67	5,87	5,62	6,85	6,47
EUR/TL									
Period End	3,18	3,71	4,52	6,03	6,65	6,55	6,55	7,71	7,71
Period Average	3,02	3,34	4,12	5,68	6,35	6,60	6,35	7,54	7,13

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