



ŞİŞECAM
FLAT GLASS

2020 Q1 Results

TRAKYA CAM

Investor Presentation



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Financial & Operational Overview

- 2020 Q1 Highlights
- Key Financial Indicators
- Operational Performance

2020 Q1 Highlights

Financials Highlights

- ◆ Revenues down by **1% YoY**, was at **TRY 1.5 Billion** in 2020 Q1
- ◆ **Adjusted EBITDA of TRY 263 Million**, down by **21% YoY** with a **margin of 17%**
- ◆ **Adjusted Net Income of TRY 159 Million**, down by **9% YoY** with a **margin of 10%**

Developments in the first quarter

- ◆ Share of international sales at 54% in Q1'20
- ◆ Highest sales contribution to topline mainly came from Turkish operations
- ◆ Highest contribution to topline growth in Q1'20 was from architectural glass business
- ◆ Topline contribution of Indian operations was at 6% in Q1'20
- ◆ FCFE came in at TRY -361 Million
- ◆ Capital expenditures were TRY 95 Million, Capex to Sales at 6%

Key Financial Indicators

Summary Income Statement

Adjustments excluded from EBIT

2020 Q1: TRY 131 Million: TRY 128mn Revaluation gain on fixed income instruments including IFRS-9 adjustments, TRY 2.5mn income from asset sale of Çayirova

2019 Q4: TRY 71 Million: Revaluation gain on fixed income instruments amounting to TRY 74 Million including IFRS-9 adjustments, TRY 3 Million one-time expense in relation to restructuring in encapsulation

2019 Q1: TRY 62 Million: Revaluation gain on fixed income instruments amounting to TRY 87 Million including IFRS-9 adjustments, TRY 25mn one-time retrospective payment regarding carbon emission quota acquisition

Adjustments excluded from Net Income

2020 Q1: TRY 2.5mn: Income from asset sale of Çayirova

2019 Q4: TRY 3 Million expense relation to restructuring in encapsulation

2019 Q1: TRY 25 Million: One-time retrospective payment regarding carbon emission quota acquisition

TRY mn	2019 Q1	2019 Q4	2020 Q1	YoY Growth	QoQ Growth
Revenue	1.534	1.754	1.519	-1%	-13%
Gross Profit	488	477	434	-11%	-9%
EBITDA1	288	266	212	-26%	-20%
Dep.&Amortization	111	123	126	14%	2%
EBIT2	177	143	86	-51%	-40%
1 Gross Profit-Opex(G&A+Marketing+R&D)+Depreciation 2 Gross Profit-Opex(G&A+Marketing+R&D)					
EBITDA w/Other Items3	398	429	394	-1%	-8%
Adjustments	65	71	131	101%	85%
Dep.&Amortization	111	123	126	14%	2%
EBIT w/Other Items	287	306	268	-7%	-12%
Adjusted EBITDA w/Other Items	333	358	263	-21%	-27%
3 Including other income&expense, income from equity pick-ups & investment activities					
Net Income after Minority Share	149	259	161	8%	-38%
Adjusted Net Income	174	262	159	-9%	-40%
Capex	88	499	95	7%	-81%
Margins %					
Gross Profit	32%	27%	29%	-327 bps	138 bps
EBIT	12%	8%	6%	-585 bps	-247 bps
EBITDA	19%	15%	14%	-478 bps	-119 bps
EBIT w/Other Items	19%	17%	18%	-108 bps	20 bps
Adjusted EBITDA w/Other Items	22%	20%	17%	-438 bps	-309 bps
Adjusted Net Income	11%	15%	10%	-89 bps	-451 bps
Capex/Sales	6%	28%	6%	47 bps	-2220 bps

Key Financial Indicators

Summary Balance Sheet

TRY mn	2019	2020 Q1	YoY Growth
Total Assets	14.908	15.119	1%
Cash & Cash Equivalents	3.928	3.676	-6%
Financial Assets	1.235	1.335	8%
Trade Receivables	930	809	-13%
Inventories	1.433	1.672	17%
Equity-Pickups	345	368	7%
Property, plant and equipment	5.917	5.984	1%
Intangible assets	338	351	4%
Right-of-Use-Assets*	51	54	5%
Tax & Deferred Tax Assets*	63	33	-47%
Other**	667	839	26%
Total Liabilities	8.111	8.284	2%
Interest Bearing Liabilities & Derivatives*	6.361	6.908	9%
Trade Payables	976	787	-19%
Liabilities & Provisions for employee benefits	117	117	0%
Tax & Deferred Tax Liabilities	103	100	-3%
Provisions	31	36	16%
Other***	524	336	-36%
Equity *	6.797	6.835	1%
Equity holders of the parent	6.384	6.409	0%
Minority Interest	412	426	3%

*Includes impacts of change in IFRS-16

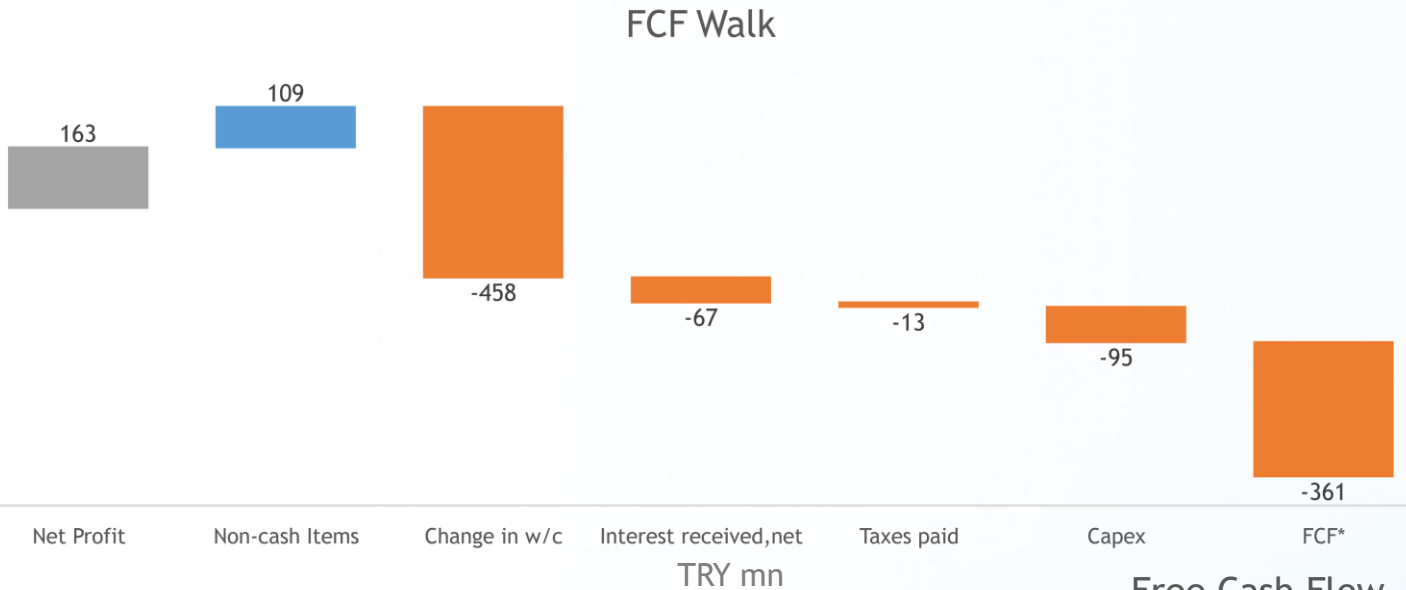
**Other Receivables, Prepaid Expenses, Other Current & Non-Current Assets

***Other Payables, Deferred Income

Key Financial Indicators

Liquidity Analysis

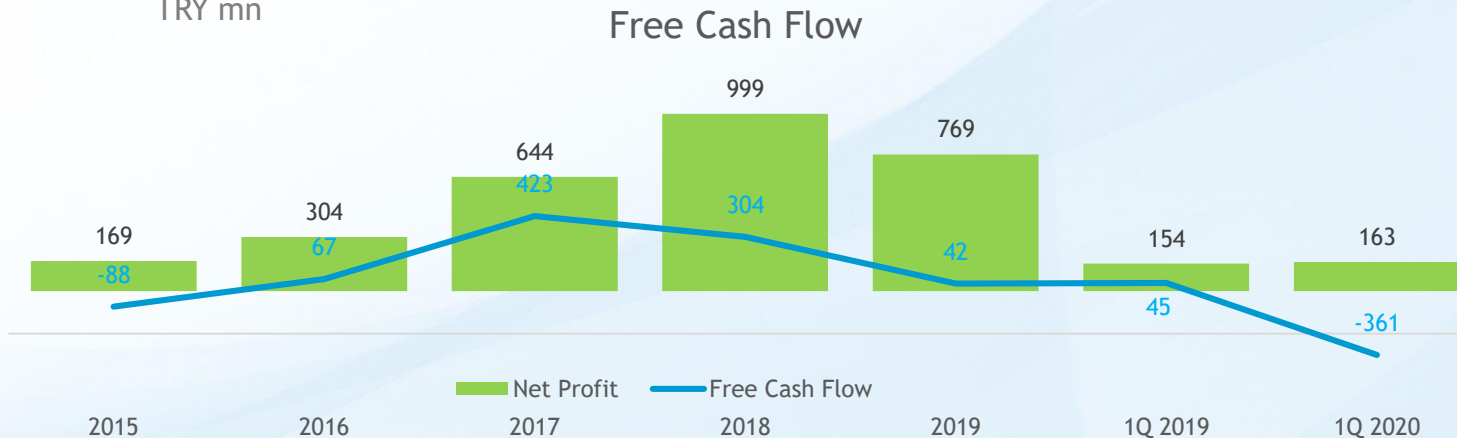
TRY mn



TRY mn

Net Cash Position in 2020 Q1

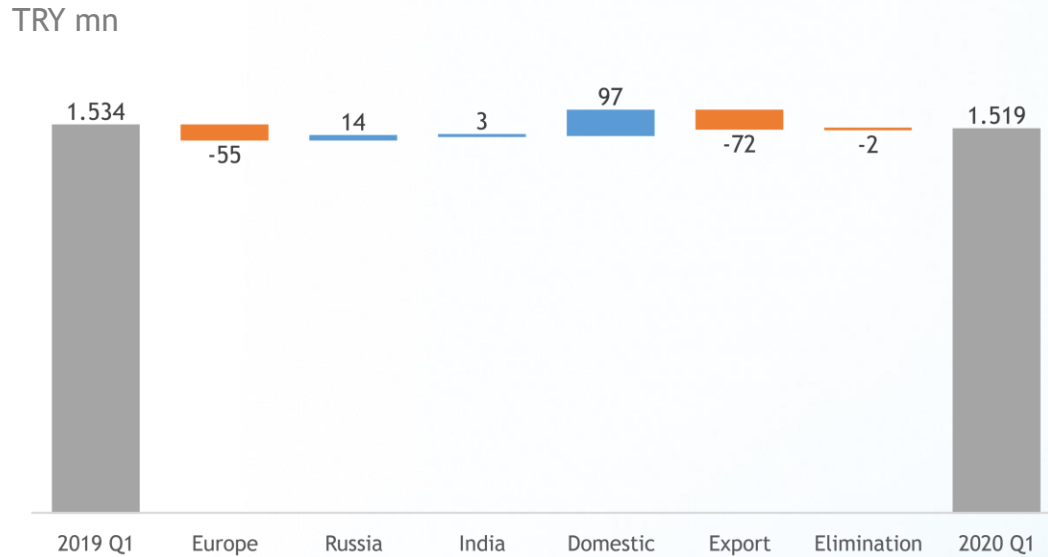
FCF*	Value (TRY mn)
FCF*	-361
Sale of tangible/intangible assets	6
Proceeds from advances & loans given	-23
Employee Termination Benefits	-3
Net Change in Financial Liabilities	-185
Cash outflows regarding financial leases	-6
Fx Translation effect	252
Dividends received	9
Other	63
Net decrease/increase in cash and cash equivalents	- 249



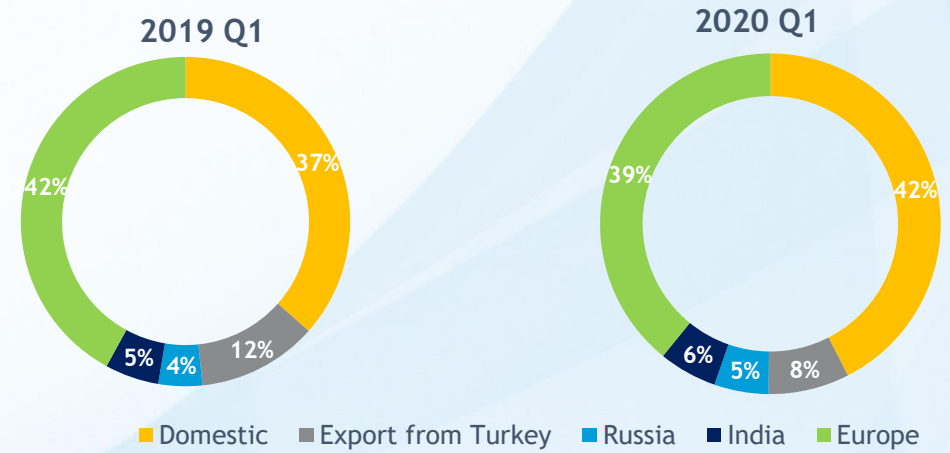
Sales by Geographies

Accelerated Growth in All Operating Regions

YoY Revenue Evolution through Regions



Breakdown of Sales by Region*

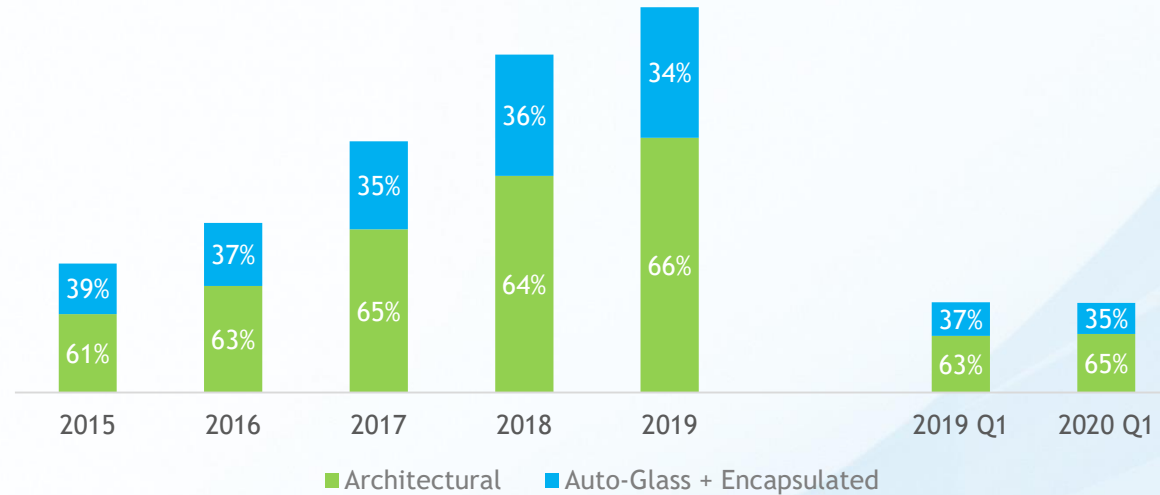


- Consolidation effect of Indian operations, topline contribution at 6%
- Highest contribution to topline growth from Turkey operations

Sales by Businesses

Accelerated Growth in All Businesses

Revenue Breakdown by Businesses*



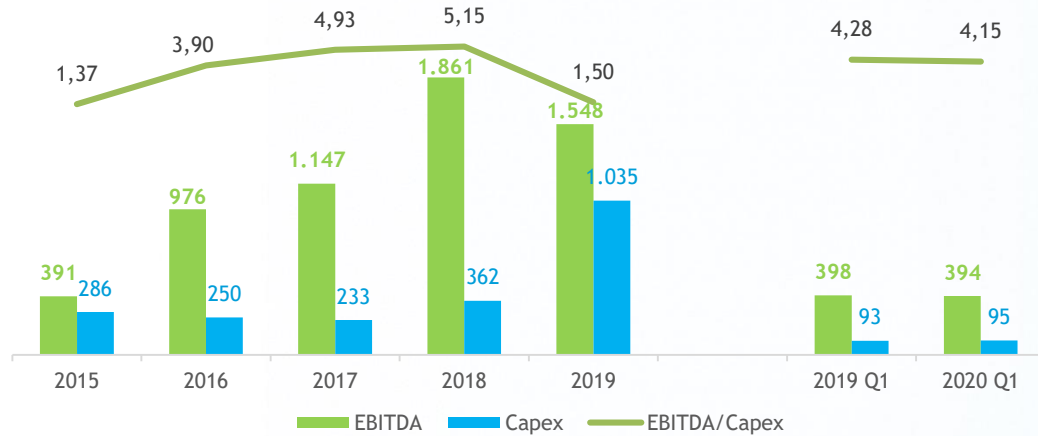
- Highest contribution to topline growth from architectural glass business
- Starting 2017, home appliances are reported in architectural glass. Before 2017, it was reported under automotive glass section
- Starting 2018 Q3, Indian operations and acquisition in South Italy were fully consolidated under architectural glass segment
- Encapsulation is reported in automotive glass

*Before elimination figures

Financials Performance

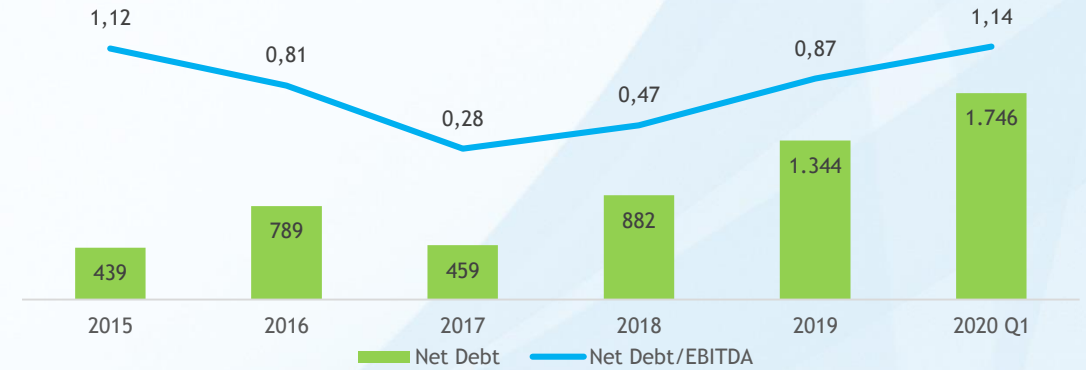
Consolidated EBITDA & CAPEX

TRY mn



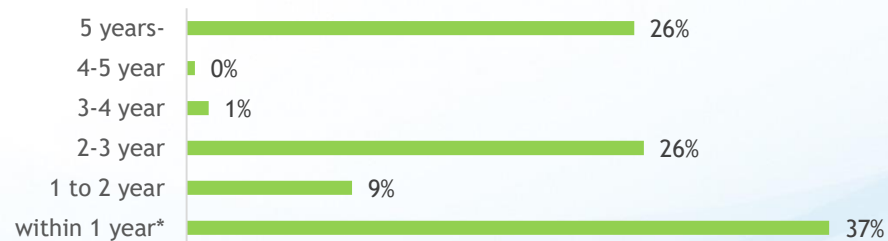
Consolidated Net Debt/EBITDA

TRY mn



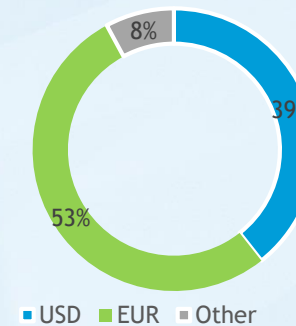
Maturity Breakdown of Debt

2020 Q1



Currency Breakdown of Debt

2020 Q1



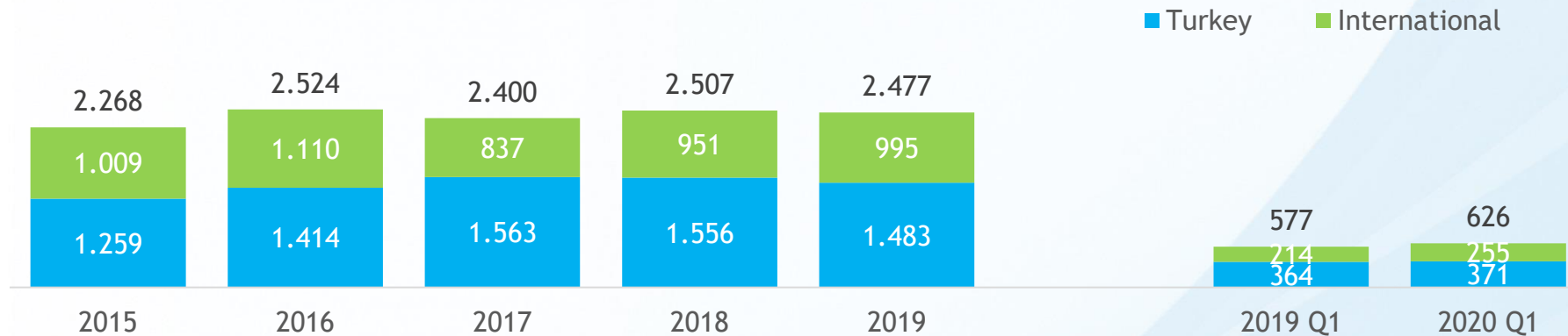
*USD 150 mn. guarantee on existing Sisecam 2020 notes which were issued back in May 2013 will be matured less than a year

Operational Performance

Continued Production with High Capacity Utilization

Production Volume (Flat & Frosted Glass)

K tons

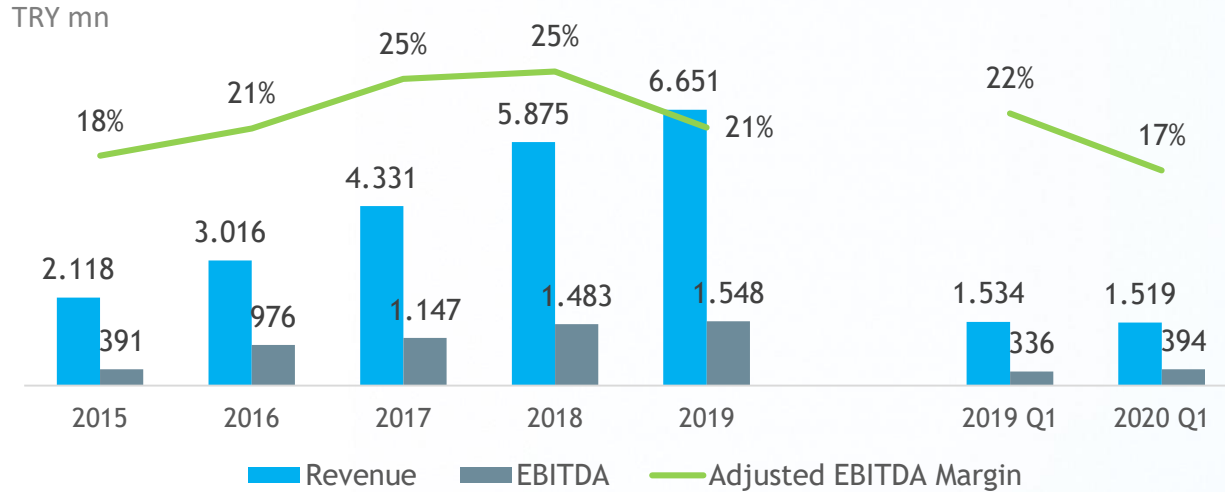


2.5 mn	2.7 mn	2.7 mn	2.8 mn	3.2 mn
K/tonnes	K/tonnes	K/tonnes	K/tonnes	K/tonnes
of Total	of Total	of Total	of Total	of Total
Annual	Annual	Annual	Annual	Annual
Capacity	Capacity	Capacity	Capacity	Capacity

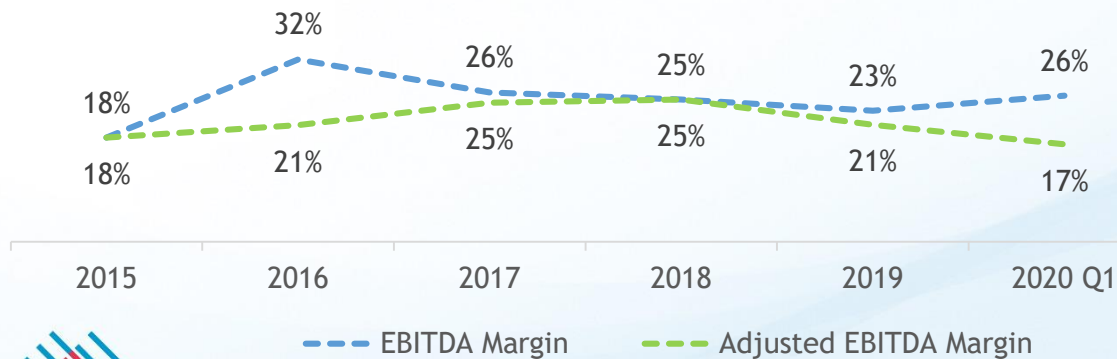
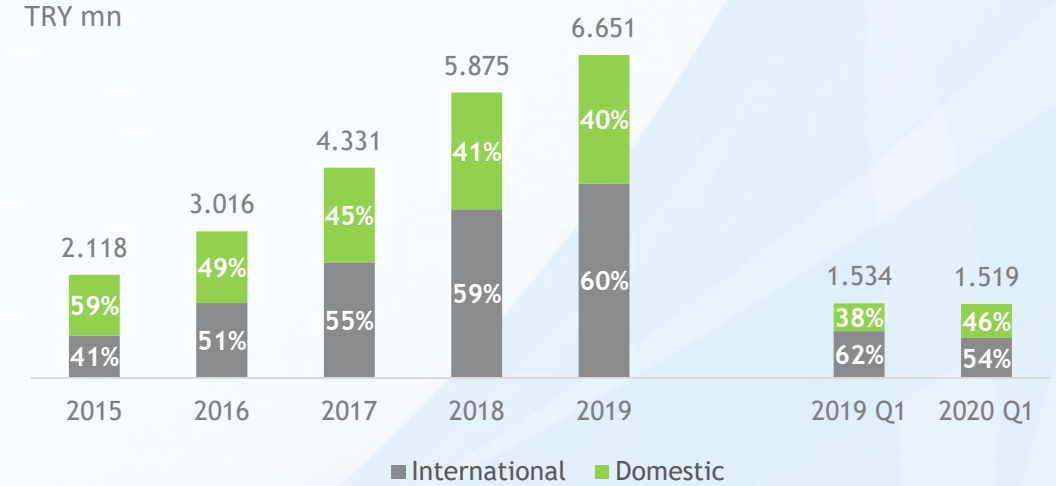
- Production increase year on year in 2015 is due to adding second line in Bulgaria, in 2017 is due to inclusion of one float line in Italy, in Q3'18 is due to consolidation of Indian operations
- Production decrease year on year in 2019 is due to cold repairs undertaken in South Italy and Bulgaria
- Total flat glass production was at 626K tons in Q1'20, up by 8%YoY after the termination of cold repair in Italy and Bulgaria
- Cold repair in Bulgaria and South Italy were completed in July and October, respectively
- CUR was at 81% in Q1'20

Financial Summary

Consolidated Financials



Consolidated Revenue Breakdown*



*After elimination figures

Excluding;

2020 Q1: TRY 131 Million: TRY 128mn Revaluation gain on fixed income instruments including IFRS-9 adjustments, TRY 2.5mn income from asset sale of Çayirova

2019: TRY 168 Million: Revaluation gain on fixed income instruments amounting to TRY 204 Million including IFRS-9 adjustments, TRY 25 Million one-time retrospective payment regarding carbon emission quota acquisition, TRY 12 Million one-time expense in relation to restructuring in encapsulation

2018: TRY 378 Million: Revaluation gain on fixed income instruments amounting to TRY 345 Million, income regarding acquisition of HNG amounting to TRY 152 Million, impairment on intangible assets of India amounting to TRY 96 Million, TRY 22 Million IFRS-9 adjustment on financial investments and cash & cash equivalents

2017: TRY 80 mn revaluation gain on fixed income securities

2016: TRY 284 mn one-off gain from the sale of SODA shares, TRY 3,8mn from building sale, TRY 68 mn revaluation gain on fixed income securities

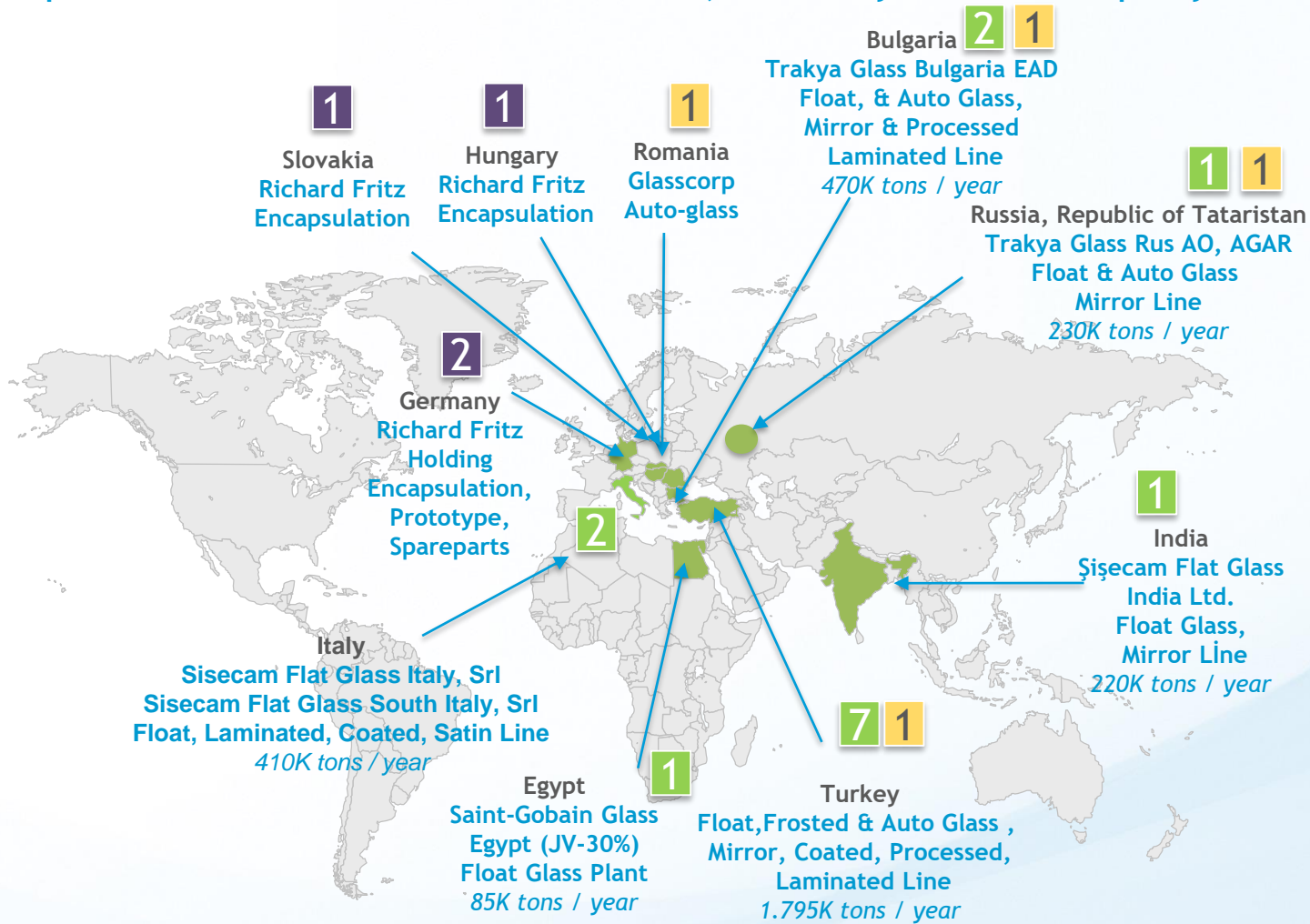
2014: TRY 129,7mn one-off gain from the sale of Paşabahçe and SODA shares

Trakya Cam

- Global & Local Presence
- History
- Organizational Structure

Operations & Global Presence

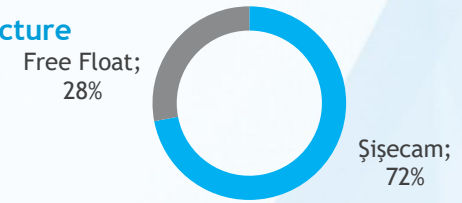
Operations of Flat Glass in 10 countries with 3,2 mn tons/year installed capacity



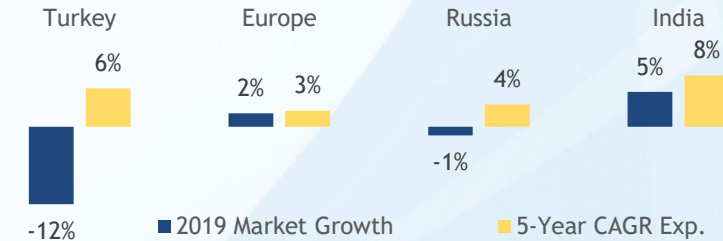
■ indicates number of Encapsulated Automotive Glass Plant ■ indicates number of Float Line Plant ■ indicates number of Automotive Glass Plant



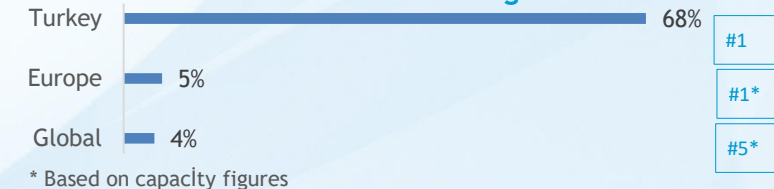
Shareholder Structure



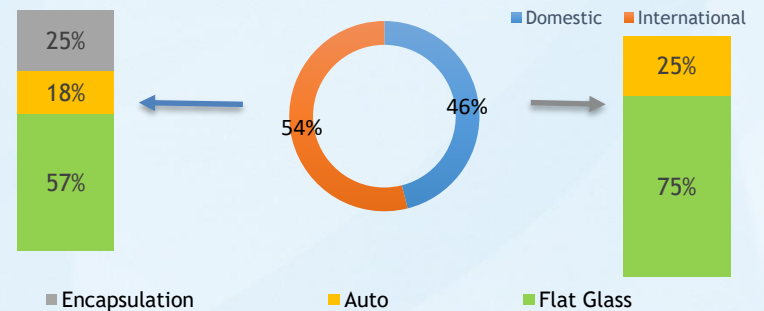
Flat Glass Market Outlook



2019 Market Shares & Global Ranking



2020 Q1 Revenue Split



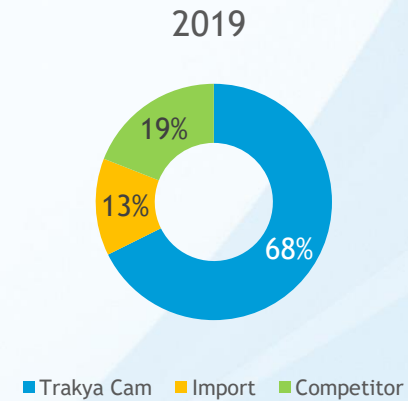
Local Presence

High Concentration in the Local Market

Trakya Cam's Capacities in Domestic Market

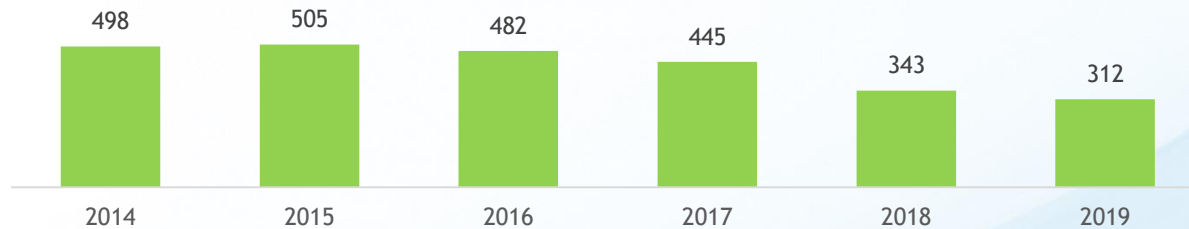
Lüleburgaz	2	Float Lines (440K ton Total Capacity)	Mirror, Autoglass
Yenişehir	2	Float Lines (500K ton Total Capacity)	Coated, Laminated Line
Polatlı	1	Float Line (290K ton Total Capacity)	Laminated Line
Mersin	2	Float Lines (565K ton Total Capacity)	Mirror Line, Frosted Glass Line, Solar Glass Line

Competition in Domestic Market Market Shares - Consumption



Top Importers & Total Import Volume

K tons

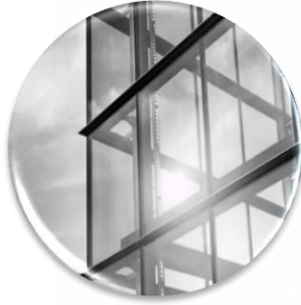


Top 5 Countries Top 5 Countries Top 5 Countries Top 5 Countries Top 5 Countries Top 5 Countries

China	Russia	Russia	Russia	Iran	Iran
Iran	China	China	China	China	China
Belgium	Iran	Iran	Iran	Bulgaria	Bulgaria
Bulgaria	Belgium	Belgium	Bulgaria	Russia	Belgium
Egypt	Bulgaria	Bulgaria	Belgium	Belgium	Russia

Operating Profile

Architectural Glass



Clear Float -Glass
Heat Control Glass (Low-E Coated Glass)
Solar Control Glass (Online Coated Glass)
Safety and Security Glasses
Noise Control Glasses
Decorative Glasses (Mirror, Patterned Glass)

Automotive Glass



Movable Door Glasses
Fixed, Encapsulated Fixed Side Glasses
Flush (Glass-in-Glass) Side Windows
Backlites (Back Door Glasses)
Sunroofs
Double-glazed Bus Sidelites
Bullet-proof Glass for Military Vehicles
Combat Ship Glasses
Encapsulated Glasses

Home Appliances

Solar Glass



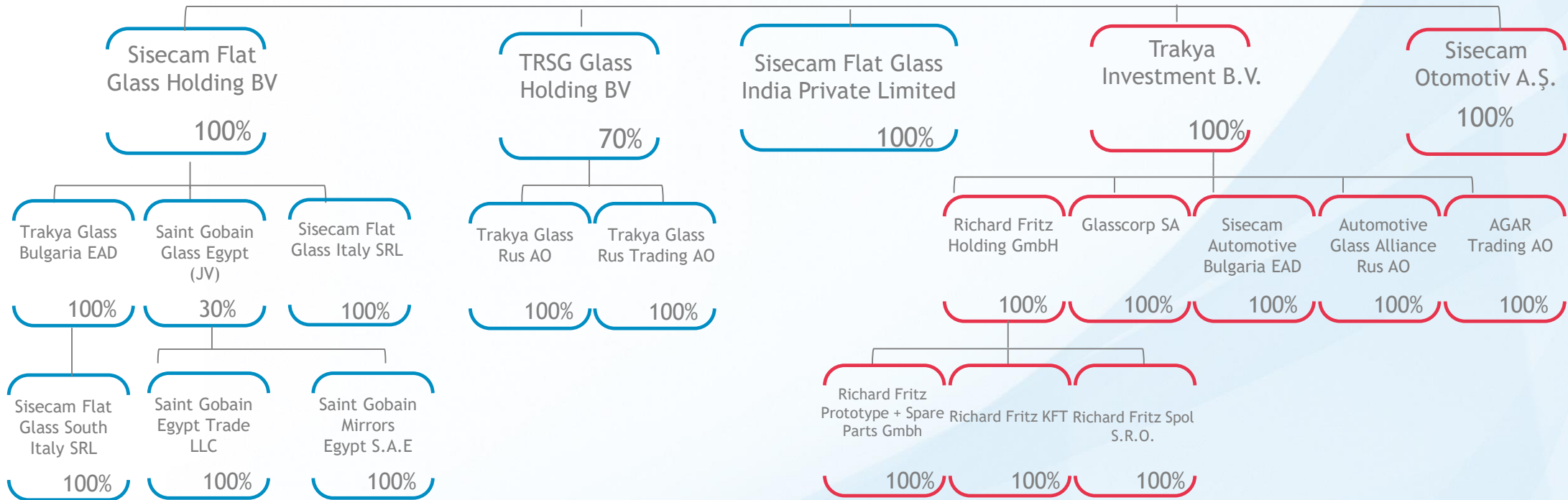
Refrigerator and Oven Glasses
Solar Thermal Collector and Photovoltaics

Related Industries



Organizational Structure

TRAKYA CAM SANAYİ A.Ş.



*Trakya Cam bought shares of Sisecam in legal entities of its plants in Yenişehir and Polatlı with a total amount of TRY 83 Million on 22nd of July



ŞİŞECAM

2020 Q1 Results

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

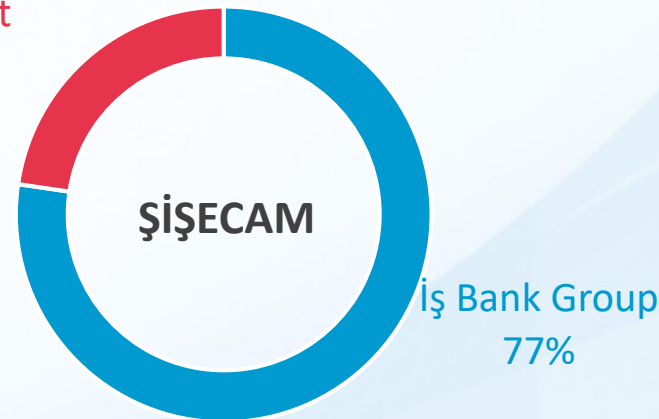
5th Glass
Packaging
Producer
Globally

10th Soda Ash
Producer
Globally

Leader Producer
in Basic
Chromium
Sulfate Globally

4th Chromic Acid
Producer
Globally

Free Float
23%



85 year of
corporate history

150 Export
Countries

43 Production
Plants

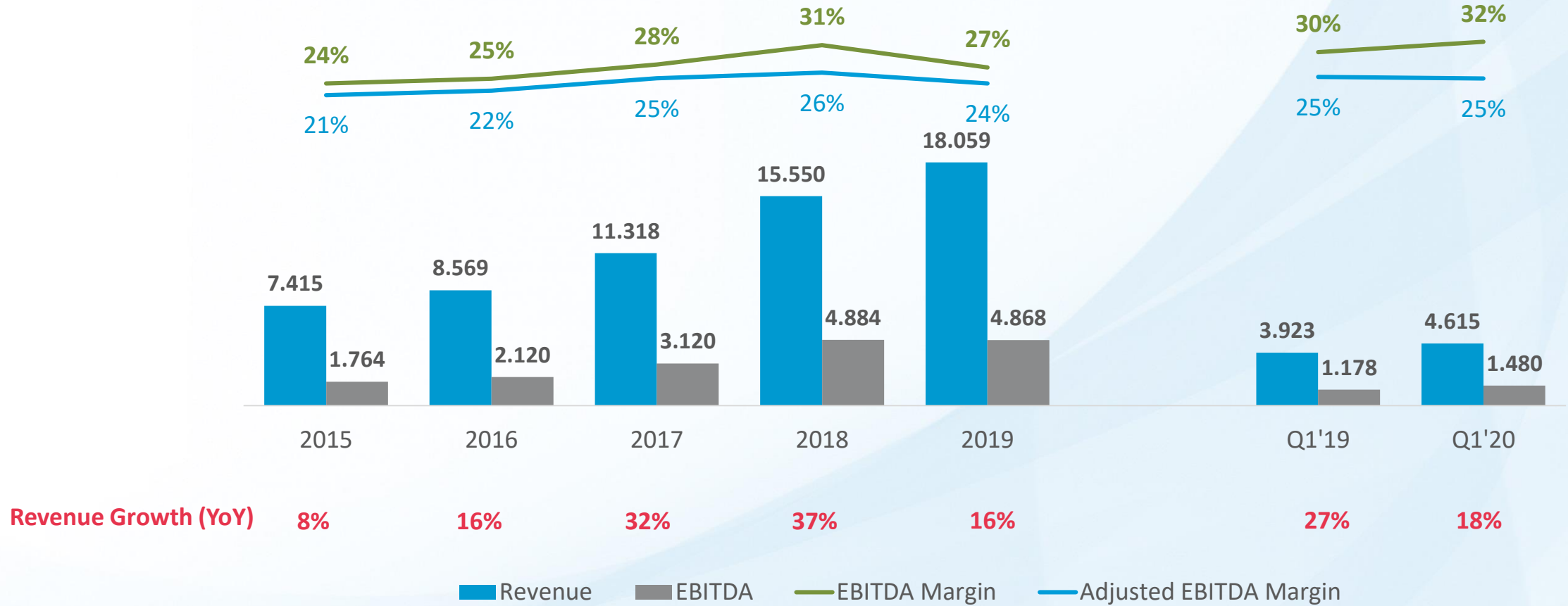
\$1,5 Billion
Market Cap.

Listed Company
since 1986

Key Financial Highlights

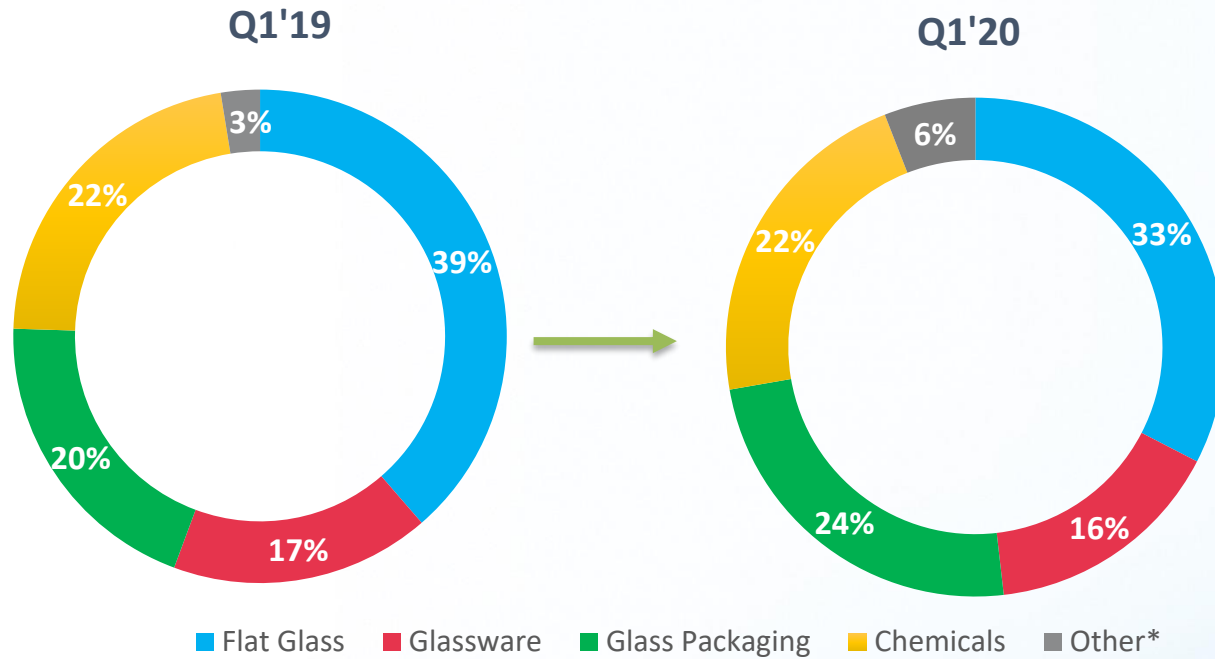
Sustained Growth in Revenue with Improving EBITDA Margin

TRY mn

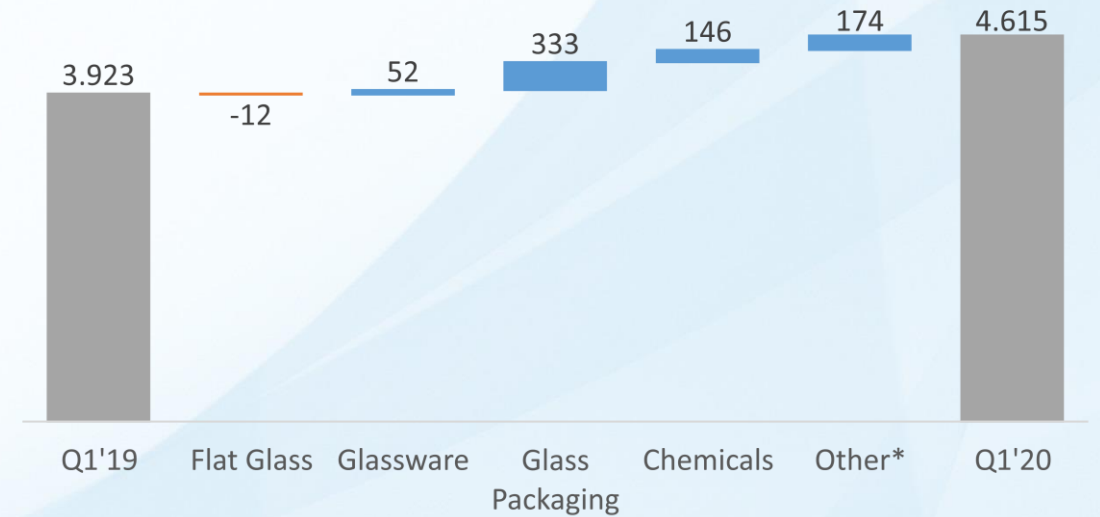


Revenue

Segments' Contribution to Revenue

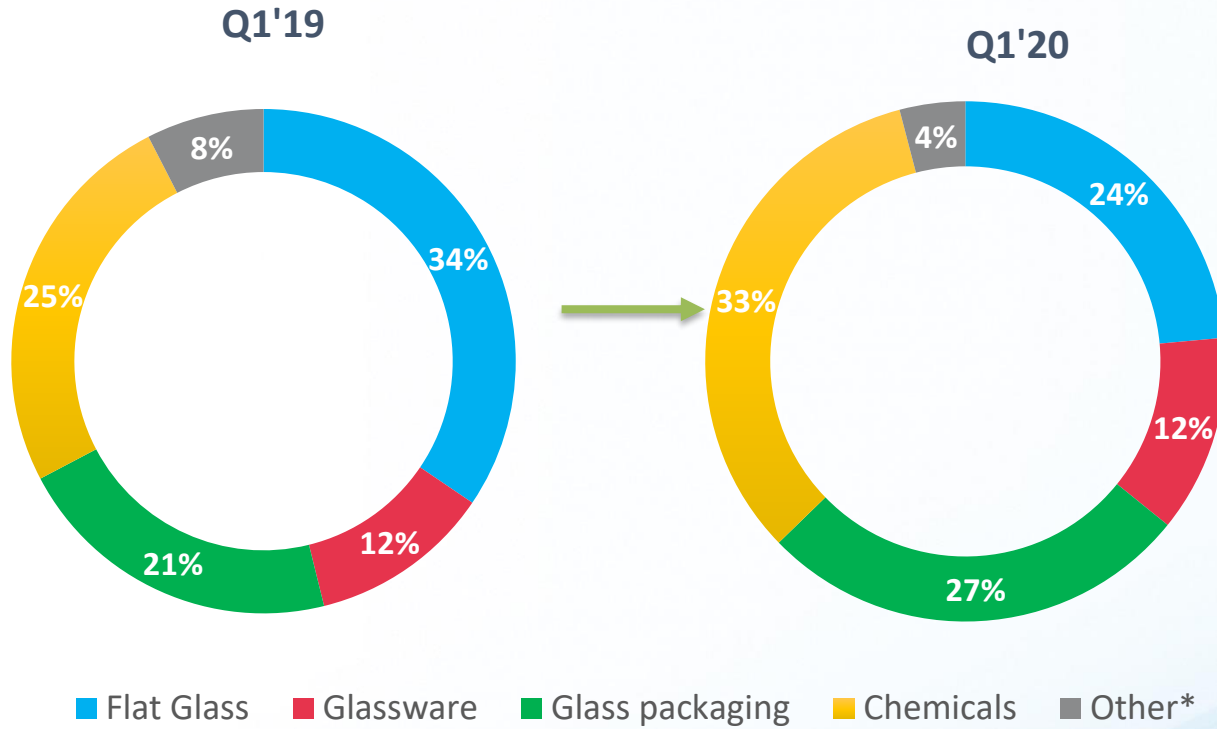


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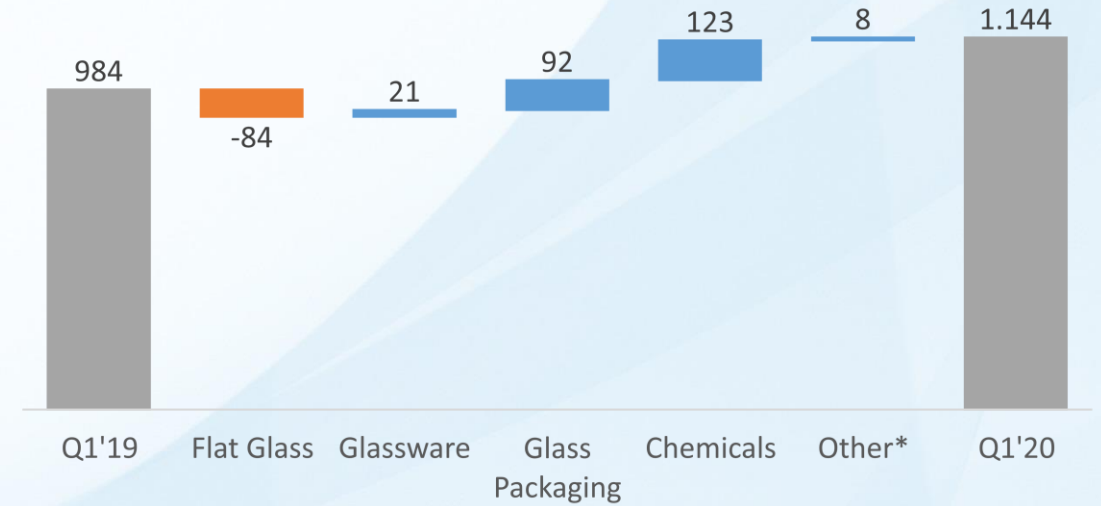


EBITDA

Segments' Contribution to EBITDA**

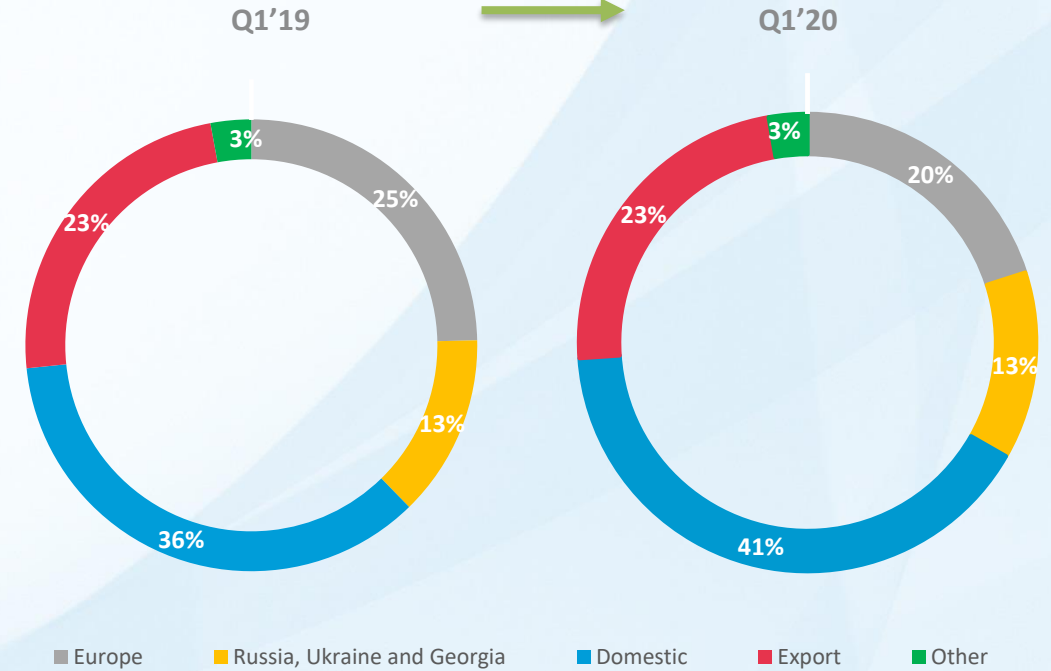
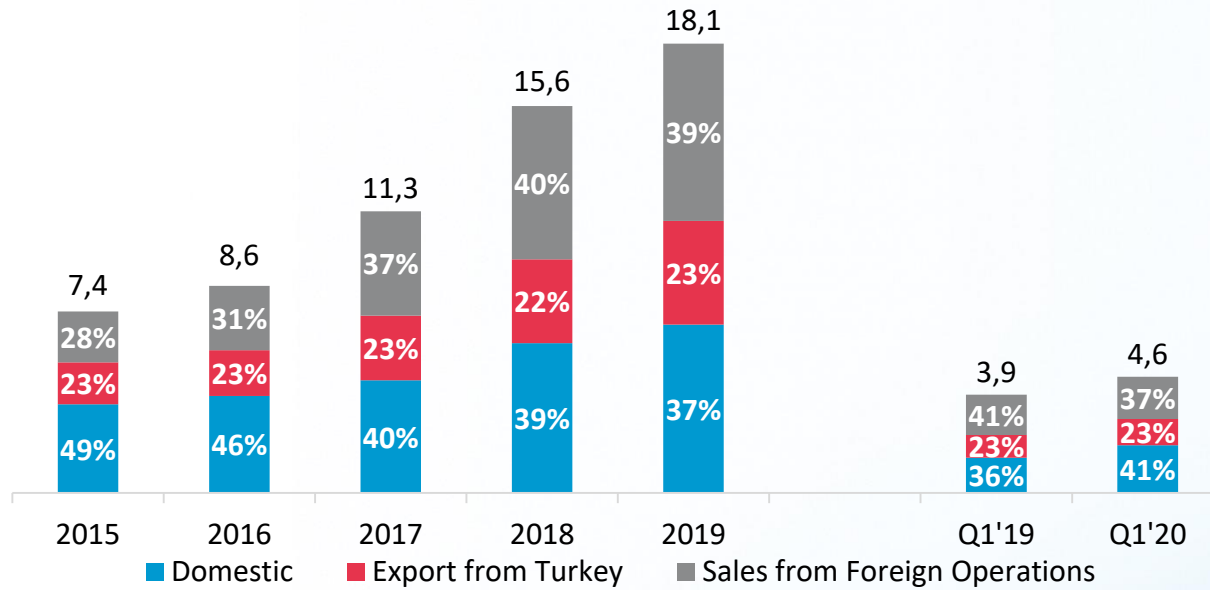


TRY mn



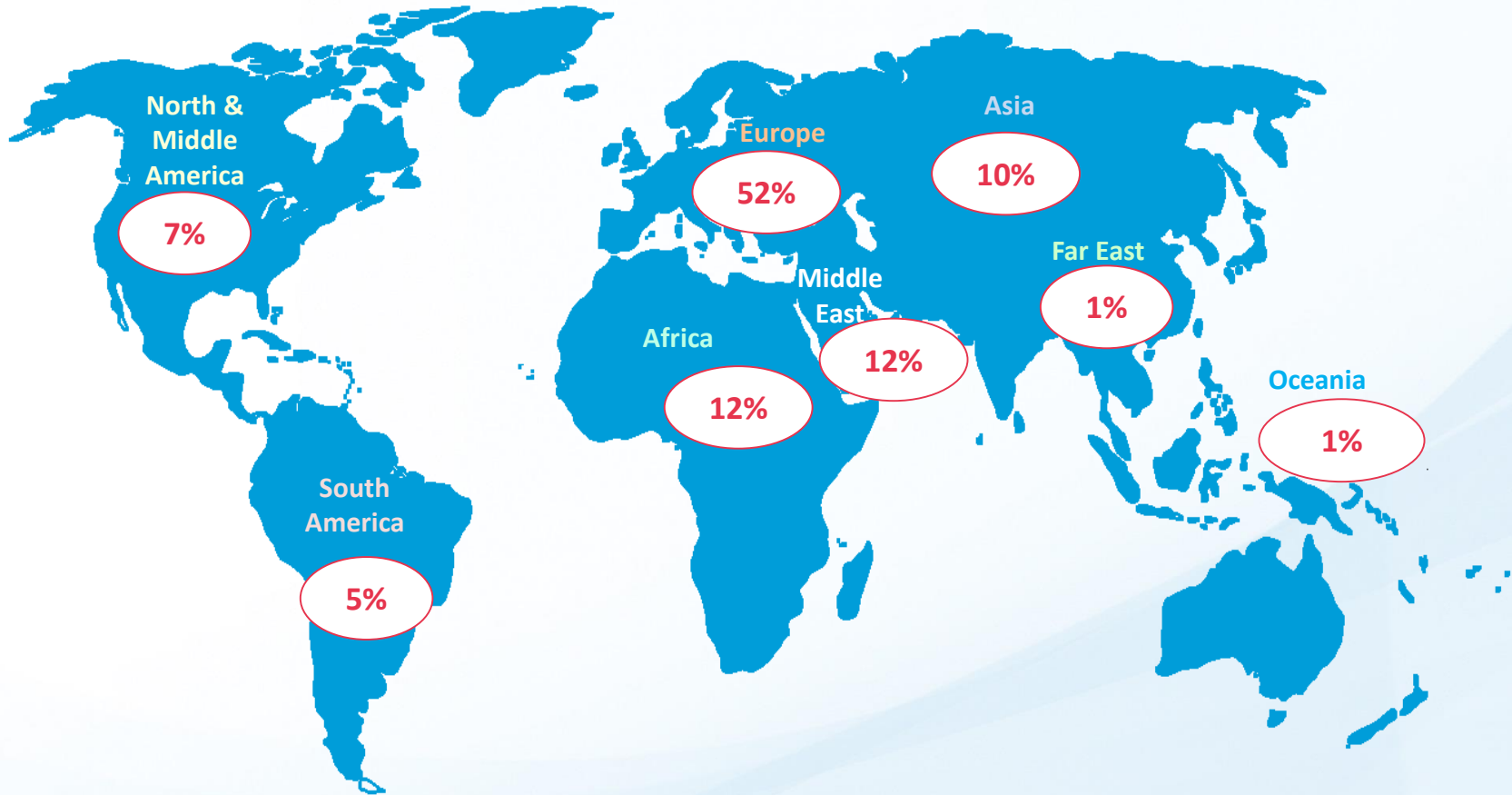
Revenue by Geography

TRY bn



Exports from Turkey

Exports of USD 177 Million in Q1'20 to 150 countries

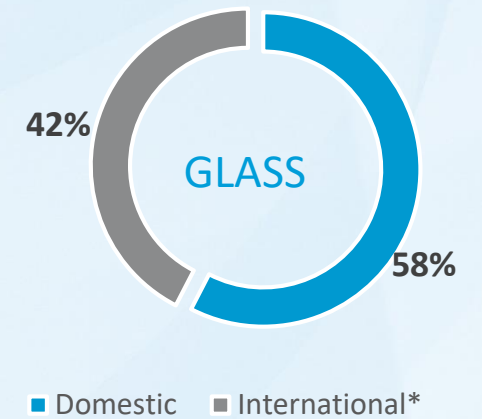
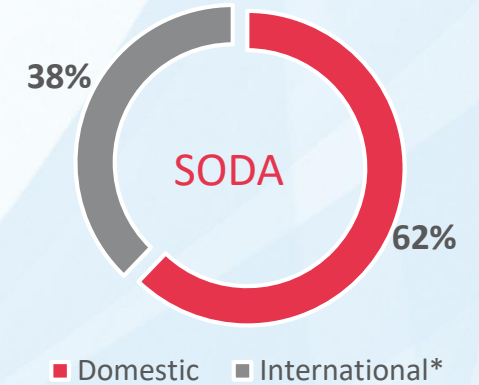
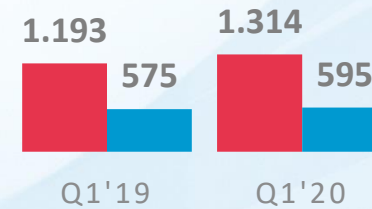
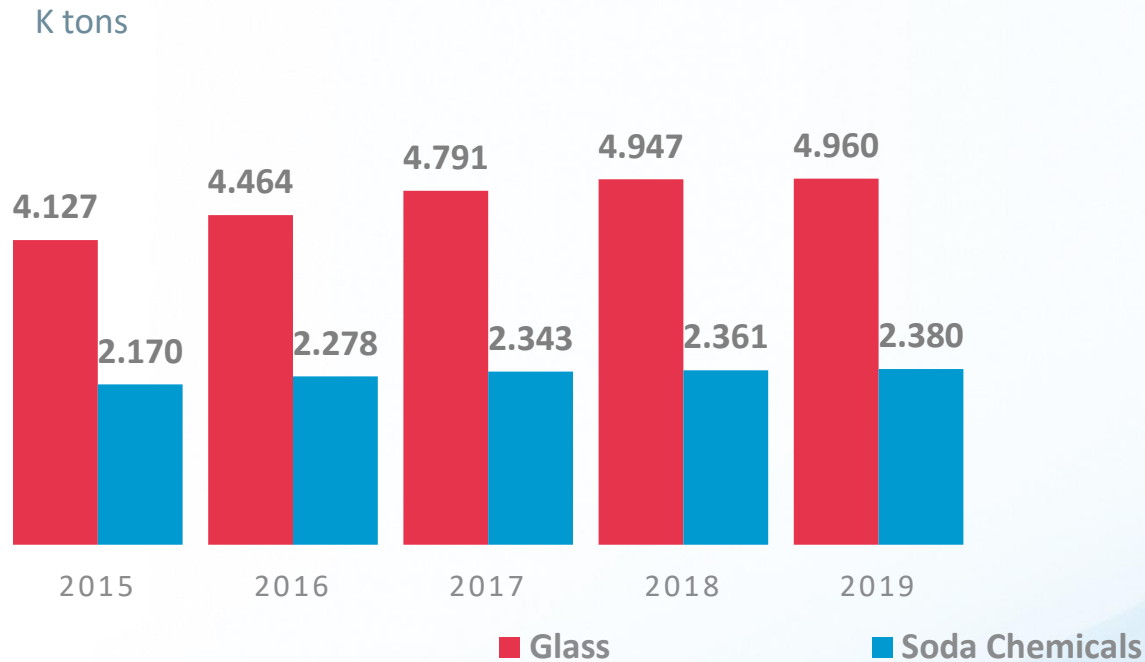


Top 10 Countries

Italy	22%
Egypt	9%
USA	4%
Lebanon	4%
Germany	4%
France	3%
Romania	3%
UK	3%
Israel	3%
Brazil	3%

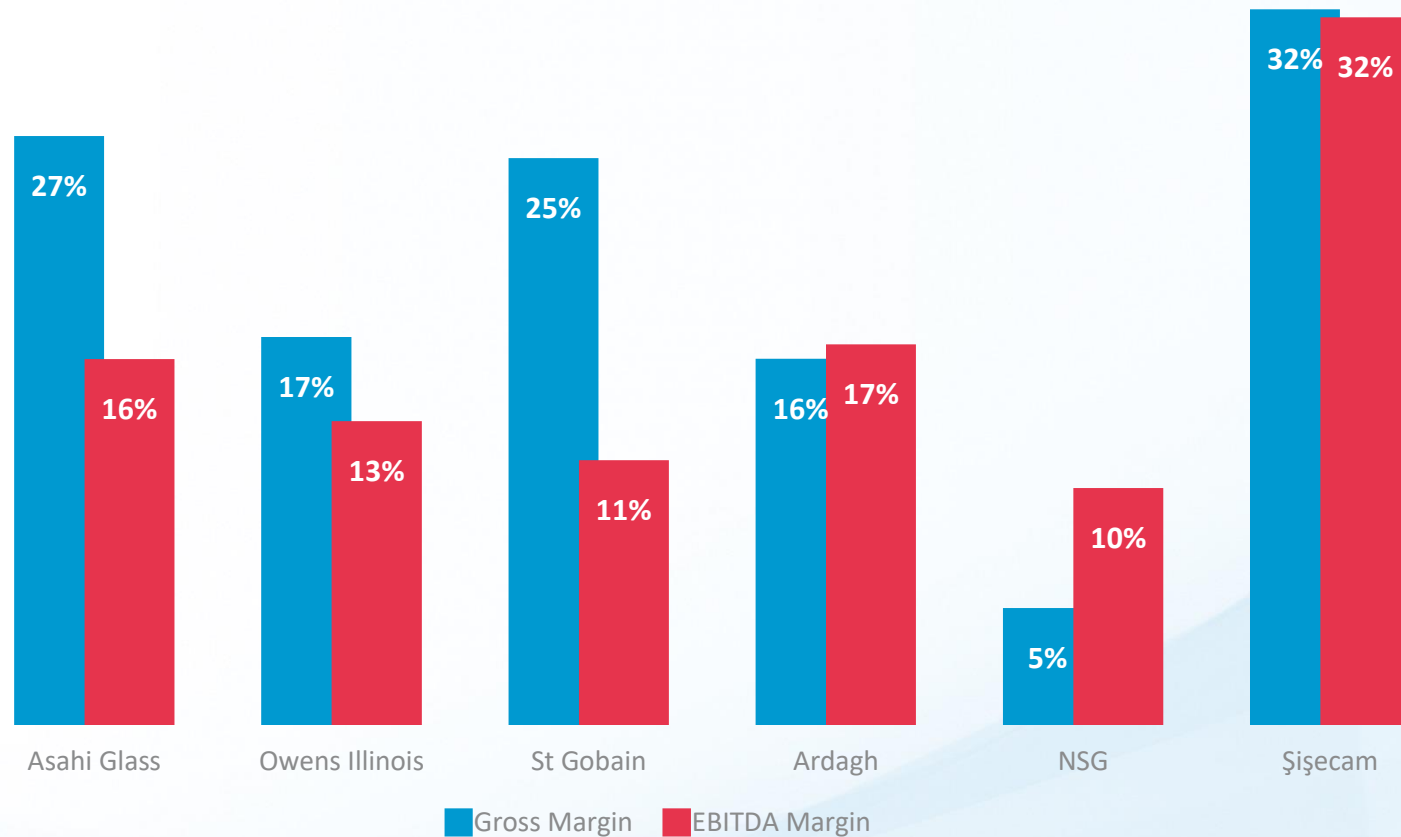
Operational Excellence

Increasing Production In Line with Capex Undertaken



Şişecam vs. Competitors

Strong Global Player with Competitive Profitability



Glass Revenues' Share in Total

Owens Illinois	100%
NSG	100%
Şişecam	72%
Asahi Glass	49%
Ardagh	49%
St Gobain*	N/A

* Segmental revenue breakdown is no longer provided by St Gobain

Asahi Glass & St Gobain as of YE'19, rest as of Q1'20

Sources: Company Websites

Şişecam History

Glassware and container production – Paşabahçe (Modest Growth)

1935-1960

Expansion of product range
State of the art Technologies,
institutional R&D
«The World is our Market»

Strong Growth

1960-1990

Reaching World glass volumes,
Efficient Management Structure
Investments Abroad

Investment Structuring

1990's

2000's

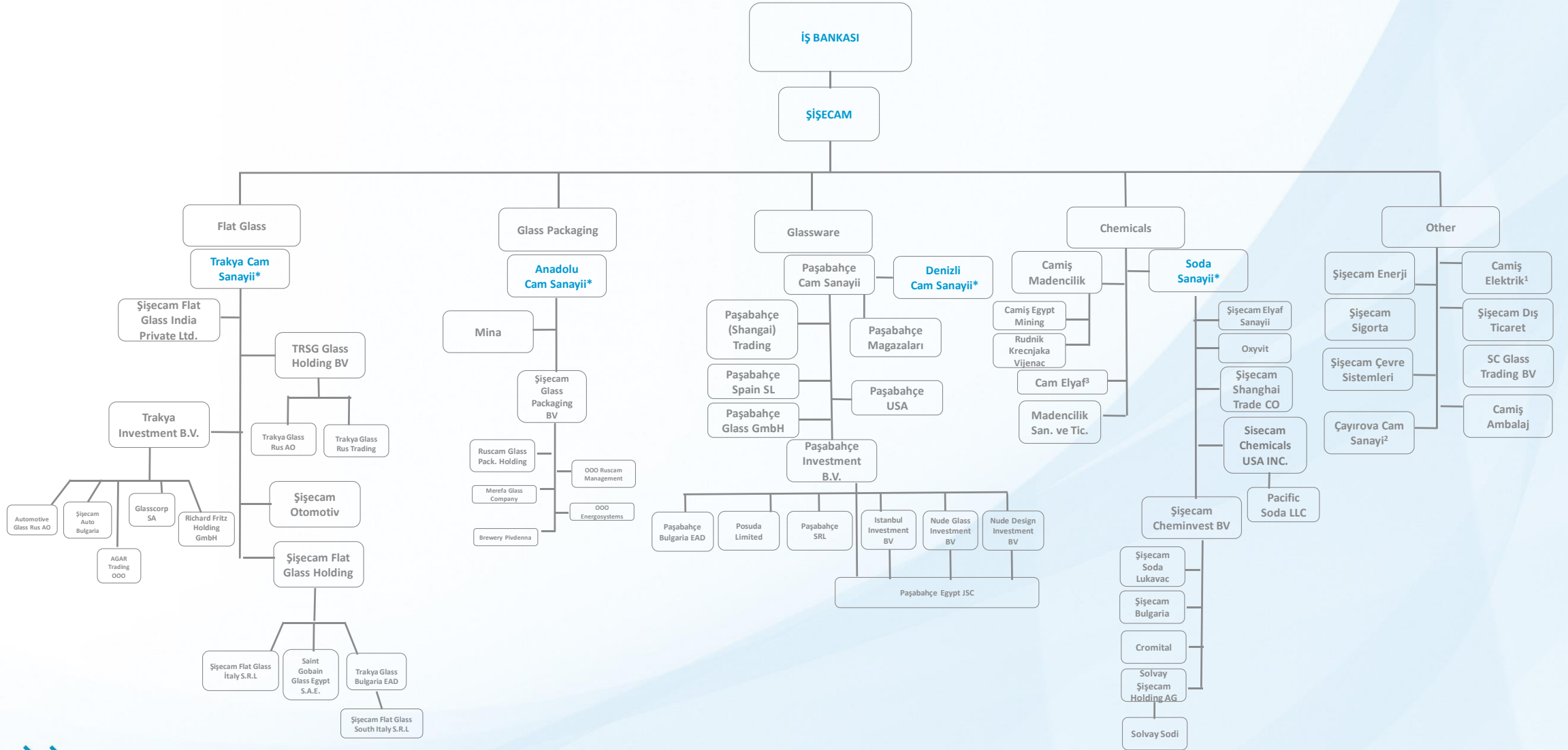
Regional leadership achieved,
Higher market share
regionally

Global Vision

To Be Among The Top 3
Producers Globally

2014's Onwards

Corporate Structure



- 1.Şişecam, Trakya Cam and Anadolu Cam have shares on Camiş Elektrik
- 2.Şişecam and Trakya Cam have shares on Çayırova Cam Sanayi
- 3.Çayırova Cam have shares on Cam Elyaf

* Publicly traded at BIST

Operating Territories

PRODUCTION PLANTS IN TURKEY

ŞİŞECAM FLAT GLASS

Trakya Cam Sanayii A.Ş.

Trakya Plant - Kırklareli

Mersin Plant - Mersin

Trakya Yenişehir Cam Sanayii A.Ş.

Yenişehir Plant - Bursa

Trakya Polatlı Cam Sanayii A.Ş.

Polatlı Plant - Ankara

Şişecam Otomotiv A.Ş.

Şişecam Otomotiv Plant - Kırklareli

ŞİŞECAM GLASSWARE

Paşabahçe Cam San. Ve Tic. A.Ş.

Kırklareli Plant

Eskişehir Plant

Denizli Cam San. Ve Tic. A.Ş.

Denizli Plant

Camiş Ambalaj Sanayii A.Ş.

Tuzla Plant- İstanbul

ŞİŞECAM GLASS PACKAGING

Anadolu Cam Sanayi A.Ş.

Mersin Fabrikası

Yenişehir Fabrikası - Bursa

Eskişehir Fabrikası

ŞİŞECAM CHEMICALS

Soda Sanayi A.Ş.

Soda Plant - Mersin

Kromsan Krom Bileşikleri Plant - Mersin

Camiş Madencilik

Cities in operation: Aydın, Balıkesir, Bilecik,

İstanbul, Karabük, Kırklareli, Mersin

Cam Elyaf San. A.Ş.

Gebze Plant- Kocaeli

Oxyvit Kimya San. ve Tic. A.Ş.

Mersin Plant

Şişecam Elyaf Sanayii A.Ş.

Balıkesir Plant



Prudent Risk Management Policies

Leverage

Leverage with conservative NET DEBT / EBITDA levels

Liquidity

Maintain sufficient liquidity to meet short-term funding and finance equity portion of Capex

FX Position

FX position limited to +/- 25% 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

Credit & Corporate Governance Ratings

Credit Ratings

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

Corporate Governance

Corporate Governance Rating of Sisecam was revised to **9,534** from **9,528** in December 2019.

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.

<http://www.sisecam.com.tr/en/investor-relations/corporate-overview-and-governance/corporate-governance-policies>

<http://www.sisecam.com.tr/en/sustainability/sustainability-reports>

Sustainability

Key Sustainability Achievements

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

- **1.100 ton** waste reduction
- **175 bin ton** glass recycled and used as raw material
- **2,6 million m³** water re used in production
- **11%** waste water generation decreased

PRESERVE

NATURAL RESOURCE MANAGEMENT
ENVIRONMENTAL AND INSTITUTIONAL
HERITAGE STEWARDSHIP

- **Women Friendly Factory Standards** implemented in all factories
- Production lines managed by women employees initiated
- **Radio Frequency Technology (RFID)** system use in stocks management in place
- Environmental and Energy data on line monitoring and recording
- **43%** decrease in occupational accidents rate
- **7%** increase in employees commitment
- **On line environmental data management** & monitoring institutionalized

EMPOWER

DIVERSITY & INCLUSIVITY
INTERNATIONAL ENABLER TO FOSTER
SUSTAINABILITY
DIGITAL INTELLIGENCE AND COMMUNITY

- **6,2 MW** solar energy central established and functional
- **400 thousands GJ** energy efficiency implementations completed
- **30 thousands ton** CO2 emission avoided
- **Temperate Low – E Glass** reduces heat waste in winter by 50%
- **Temperable Solar Low – E Glass**, developed for the new airport of Istanbul, received Façade Material of the Year award
- Flat Glass Group obtained **Environmental Product Declaration (EPD)** certification, first company in Turkey that aligned with European norm EN 15804

PROGRESS

AN ACTIVE SOLUTION PARTNER
FOR CLIMATE CHANGE
INTEGRATION OF LOW-CARBON APPROACH
CLIMATE NEUTRAL 360° CIRCULARITY MODEL

Disclaimer

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FX Rates

	2015	2016	2017	2018	2019	Q1'19	Q1'20
USD/TL							
Period End	2,91	3,52	3,77	5,26	5,94	5,63	6,52
Period Average	2,72	3,02	3,64	4,83	5,67	5,36	6,09
EUR/TL							
Period End	3,18	3,71	4,52	6,03	6,65	6,32	7,22
Period Average	3,02	3,34	4,11	5,68	6,35	6,09	6,72

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