



2022 Q1  
INVESTOR PRESENTATION



**BORUSAN  
MANNESMANN**

# Legal Disclaimer

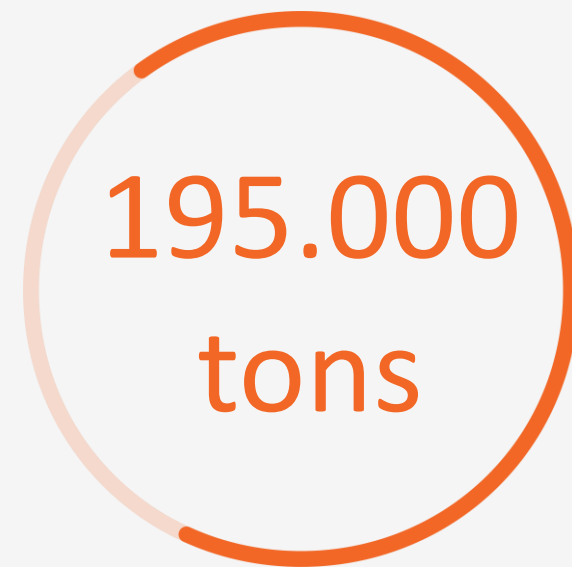
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# 01 BORUSAN MANNESMANN KEY FIGURES

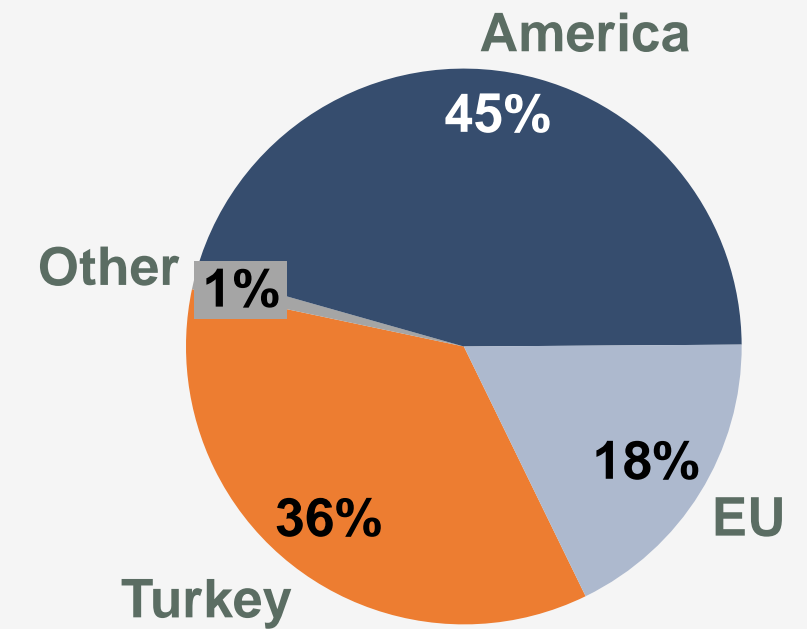
## TOTAL SALES VOLUME 2022 Q1



## TOTAL SALES REVENUE 2022 Q1



## GEOGRAPHICAL TURNOVER BREAKDOWN - 2022 Q1



## NUMBER OF EMPLOYEES

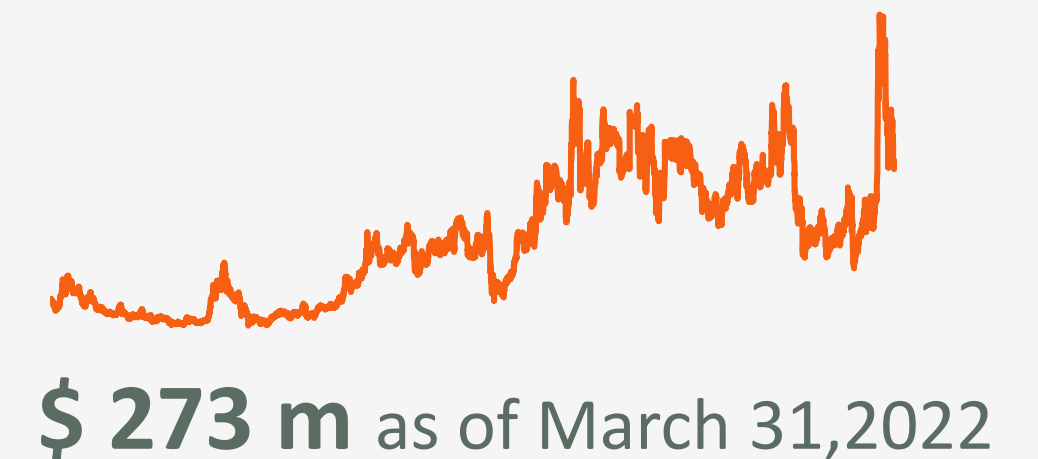


## EXPORT REVENUE 2022 Q1

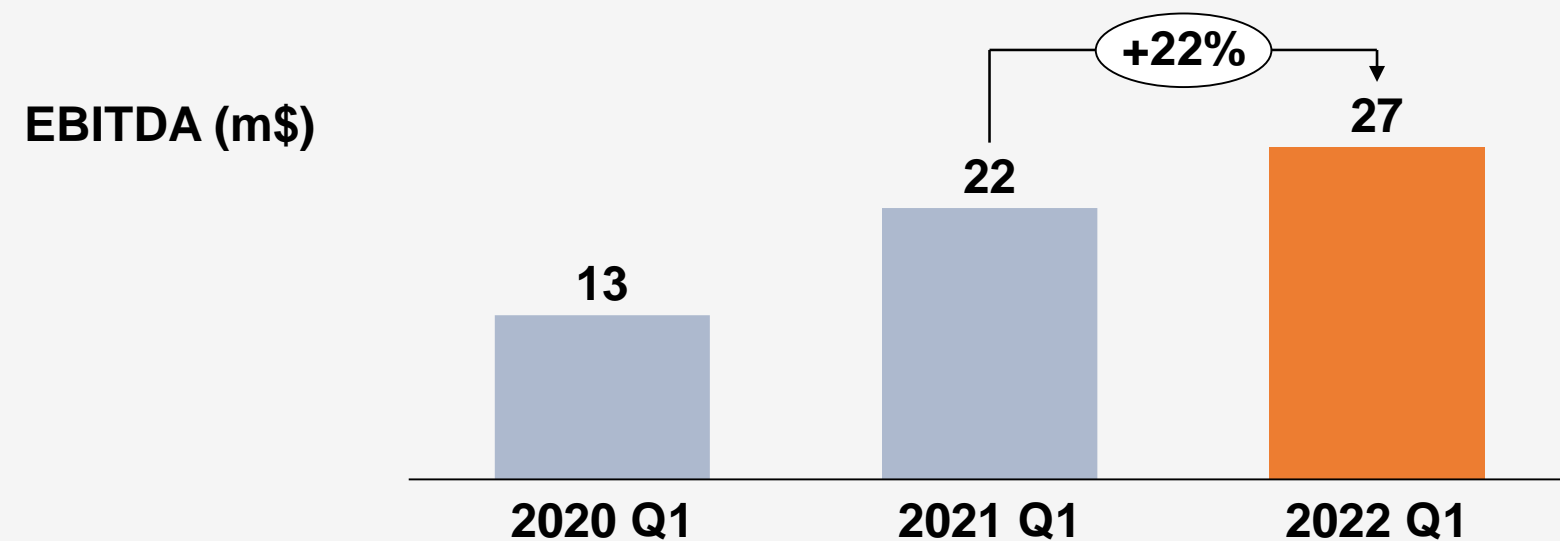
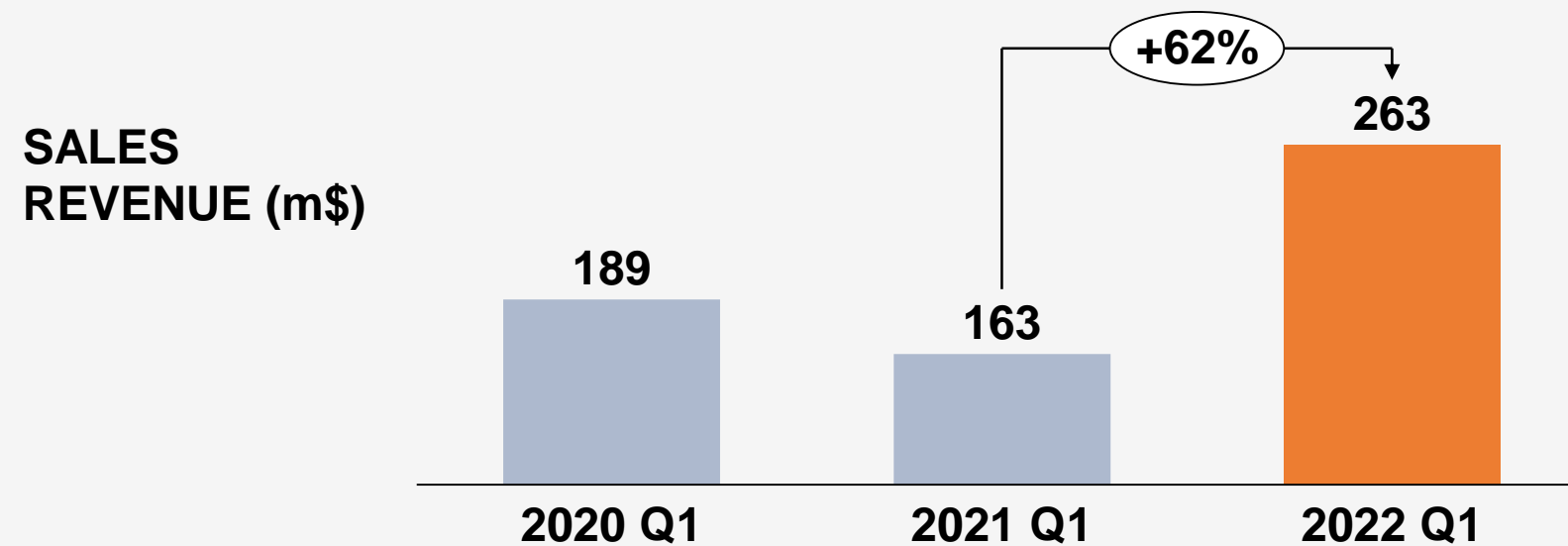
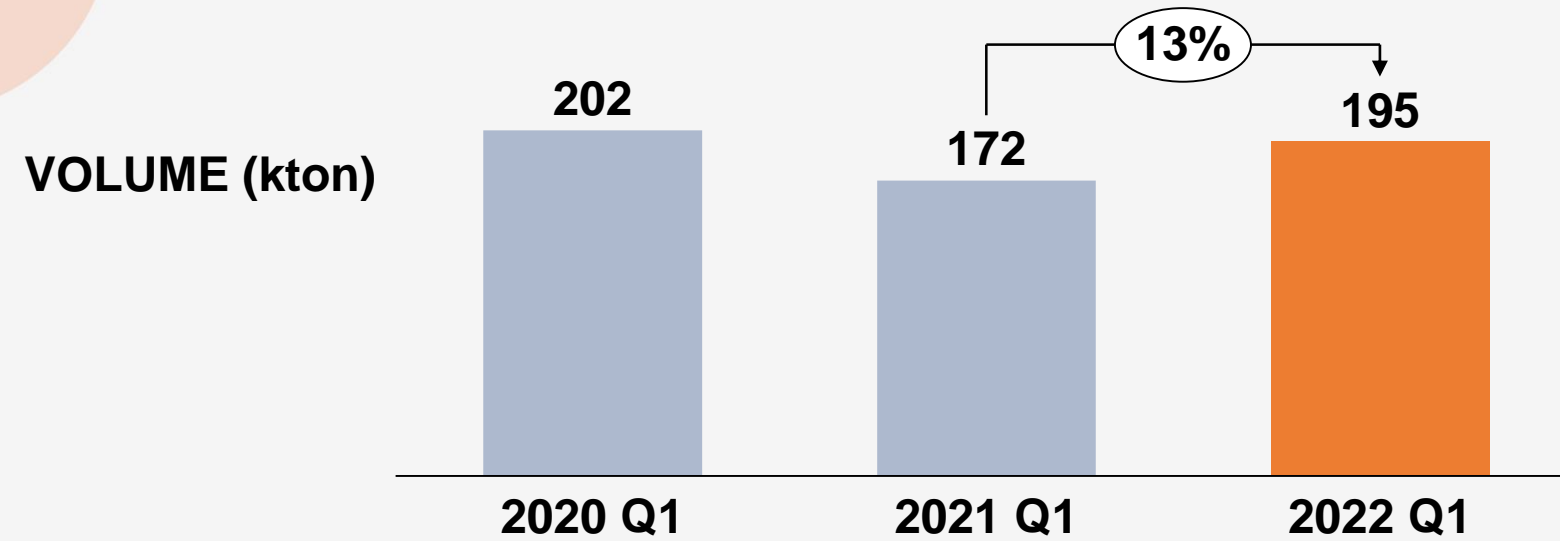
**\$92 m** revenue from Turkey export sales in the first quarter of 2022 to 36 countries



## MARKET CAPITALIZATION



# 02 KEY FINANCIAL FIGURES



- **13%** growth in sales volume, attributable to strong performance in Industry & Construction and high value added energy businesses.
- **263 m\$** revenue, significantly higher compared to 2021 Q1. Major drivers are favourable sales price, mix effect and boost in sales volume.
- **27 m\$** EBITDA is generated with **%22** growth y-o-y with **10%** margin.
- **318 m\$** Net Financial Debt **which is 14%** higher y-o-y mainly due to higher HRC prices resulting an increase in working capital.



# 03 OPERATIONAL HIGHLIGHTS



## Infrastructure & Project

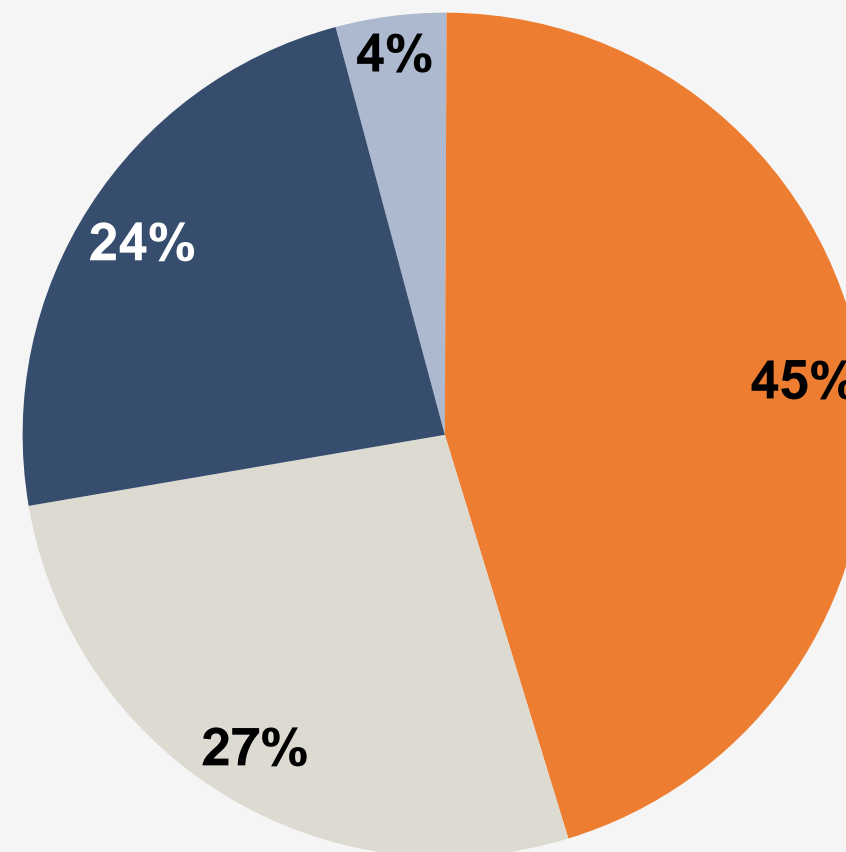
- Revenue decreased by **62%** y-o-y. Trade protectionism policy in export markets and delays in projects cause negative impact on sales volume.
- Due to Russia-Ukraine conflict, some of the EU projects shifted to Turkish market.



## Automotive

- Revenue increased by **43%** y-o-y
- Positive impact on domestic sales due to the shift in global supply chain network.
- Increase in energy prices put additional pressure on profitability.
- Better capacity utilization in all facilities.

## REVENUE DISTRIBUTION



## Industry & Construction

- Revenue increased by **83%** y-o-y.
- Better sales volume in water pipes division thanks to the recovery in export markets after pandemic.
- Increase in export sales in EU and US markets despite disturbing effect of global supply chain crisis.

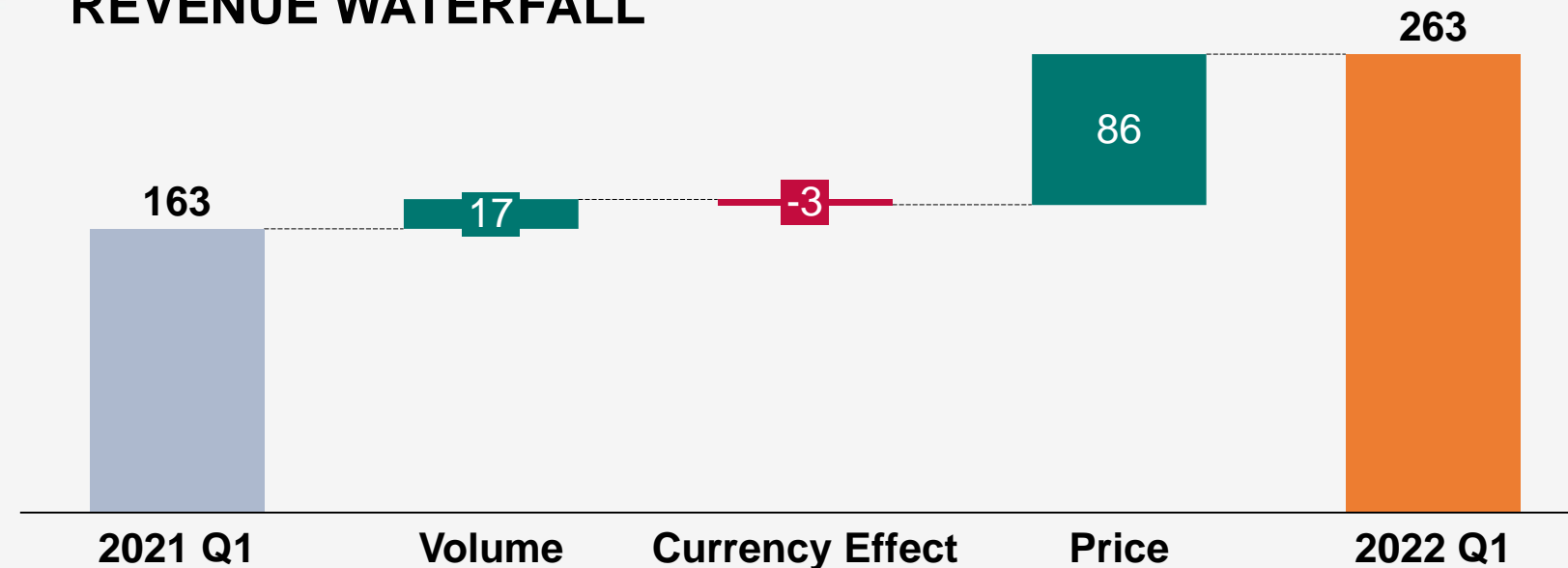


## Energy Segment

- Revenue increased by **190%** y-o-y due to strong recovery in rig count numbers in US.
- Average rig count, a major driving KPI for Energy business, rebounded to 633 in 2022 Q1, whereas, it was 393 in 2021 Q1.
- Higher profit margin compared to previous period achieved due to better exposure management and pricing.

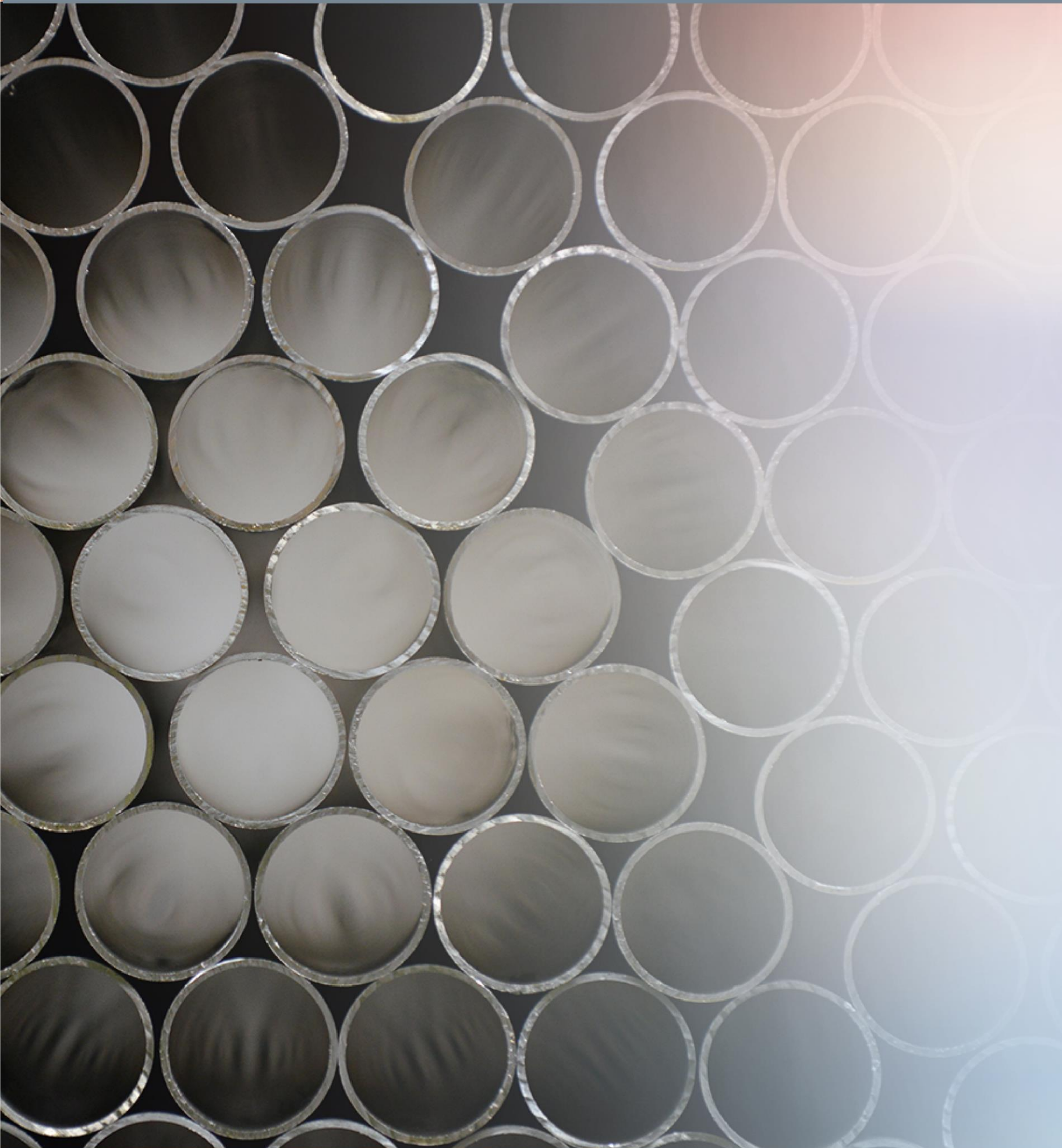
# 04 FINANCIAL HIGHLIGHTS

## REVENUE WATERFALL



(m\$)	2022 Q1	2021 Q1	Change
Revenue	263	163	62%
Cost of Sales	-244	-141	73%
Gross Margin	19	22	-12%
(as a % of revenue)	7%	13%	-608 bps
SG&A	(13)	(11)	17%
Other	13	4	232%
Financial Expense	(8)	(6)	33%
PBT	10	8	+2 m\$
Depreciation	8	9	-6%
EBITDA	27	22	+5 m\$
(as a % of revenue)	10%	14%	328 bps
Free Cash Flow	(88)	(70)	-18 m\$
NFD / EBITDA	3,7x	4,4x	-0,7x
NWC Days	93	116	(23)

- Consolidated revenue **increased by 62% year-over-year** due to better performance achieved abroad, especially in Energy, Industry & Construction and Automotive Segments.
- **Higher cost of raw materials and other production inputs** in 2022 Q1 lead to decrease in actual gross margin. The increase in raw material prices resulted additional working capital need.
- Higher interest rates resulted an increase in financial expenses compared to previous period.



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