# INVESTOR SUMMARY NOTE 01 JANUARY – 31 MARCH 2024



#### Strong start to 2024 with increasing margins...

Kocaer Çelik sold 124,656 tons of steel profiles in the first quarter of 2024, despite the 66-day planned production halt between January 5 and March 11 during the investment process in Aliağa A1 Factory. The company made a strong start to the year by increasing its profit margins in parallel with the increase in the share of value-added products in the total portfolio reaching 36%, an increase of 2 points compared to the same period of last year. The company's strong export performance, which constitutes 74% of its total sales, continued in 2024. Following the investments in high value-added products in Aliağa A1 factory, the share of value-added products in the total portfolio is expected to increase further in the remainder of the year.

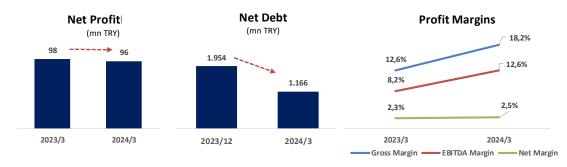
### EBITDA increased by 36.4% yoy in the first quarter of 2024...

In parallel with the decline in dollar-based product prices globally, the company's sales revenues decreased compared to the same period of previous year. On the other hand, gross profit increased by 27.2% yoy to TRY 702 million in the first quarter of 2024 thanks to down-ward trend of dollar-based raw material prices and effective cost management. With the contribution of the limited increase in sales, marketing and distribution expenses, the inflation-adjusted real increase in EBITDA rose by 36.4%, and EBITDA was recorded as TRY 489 million in the first quarter of the year. EBITDA margin increased to 12.6% in 1Q24 from 8.2% in 1Q23.



#### Despite increasing investment expenditures, the company's debt has decreased significantly...

Focusing especially on value-added steel profiles, the company makes investments using the latest technologies in its factories. Revision investments for the production of new value-added products in the Aliaga A1 factory and the investment to increase the capacity of Kocaer Çelik Service Center by 50% from 120,000 tons/year to 180,000 tons/year were completed during 1Q24, and new capacities and revisions were put into operation.



This report was produced from the consolidated financial statements as of 31.03.2024 published on www.kocaersteel.com and PDP.

## INVESTOR SUMMARY NOTE 01 JANUARY – 31 MARCH 2024



Despite the increasing investment expenditures, the Company continued its sound debt structure in the first quarter of 2024 with a significant decrease on net debt position. As of March 31, 2024, total net financial debt was down by 40% to TRY 1,166 million compared to the end of 2023. The Company's net financial debt to EBITDA ratio decreased from 0.76x in the previous period to 0.49x, despite elevated investment expenditures.

Due to the increase in cost of funding in the economy, financial expenses increased significantly on increased loan rates; along with monetary loss recorded due to inflation accounting, the company maintained its net profit level when compared to the same period of last year. Kocaer Çelik reported a net profit of TRY 95.6 million in the first quarter of 2024.

## **Summary Consolidated Financial Tables**

Summary Consolidated Balance Sheet (TRY'000)	1Q 2024	2023 YE	Change (%)
Current Assets	7,318,164	7,089,876	3%
Fixed Assets	7,122,221	6,952,087	2%
Total Assets	14,440,385	14,041,963	3%
Short Term Liabilities	5,816,031	4,935,090	18%
Long Term Liabilities	365,185	958,782	-62%
Equity	8,259,169	8,148,091	1%
Total Liabilities and Equity	14,440,385	14,041,963	3 <u>%</u>

Summary Consolidated P/L			
(TRY'000)	1Q 2024	1Q 2023	Change (%)
Net Sales	3,865,230	4,368,608	-12%
Gross Profit	702,217	552,069	27%
Operating Profit	311,223	334,941	-7%
Financial Expenses (net)	(288,178)	(141,823)	103%
Net Monetary Gain (Loss)	(31,516)	81,826	a.d.
Profit Before Tax	137,025	248,762	-45%
Net Profit	95,599	98,468	-3%
Adjusted EBITDA <sup>1</sup>	488.832	358.455	36%

Main Ratios (%)	1Q 2024	1Q 2023
Gross Profit Margin	18.2%	12.6%
Adjusted EBITDA Margin	12.6%	8.2%
Net Profit Margin	2.5%	2.3%
	1Q 2024	2023 YE
Net Financial Debt/A.EBITDA <sup>2</sup>	0.49	0.76

 $<sup>^{\</sup>rm 1}$  Other operating revenues and expenses have been excluded from EBITDA calculation.

 $<sup>^{2}</sup>$  Trailing EBITDA is used for 1Q 2024 calculation.