

1Q 2019 SODA SANAYII

Investor Presentation



Contents

- Soda Sanayii A.Ş.

 Operational Results & Financial Performance
- Chemicals Business Segment Overview
- 21 Appendix

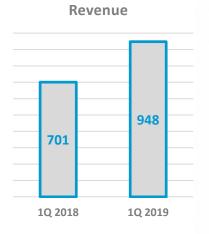


SODA SANAYİİ A.Ş. OPERATIONAL RESULTS & FINANCIAL PERFORMANCE



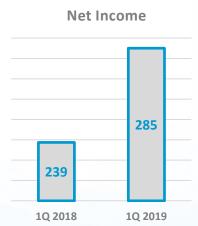
Key Financial Indicators

TRY mn













Free Cashflow

1Q 2019 Highlights

YoY change in consolidated sales volume; down by 8% and 17% in soda and chromium chemicals, respectively, and up by 9% in electricity sales

4% rise in USD in soda products' average per ton prices, continued strong pricing in chromium chemicals and 55% increase in TRY terms in average per unit electricity sales price

Soda ash segment's contribution to consolidated revenues of 74% and to gross profit of 69%

Şişecam Elyaf and Oxyvit Plants' revenues: TRY 33mn and TRY 23mn, respectively

27%-73% split between domestic and international revenues

14% share of intra-group revenues in consolidated topline

Modernization (in Kromsan), energy saving (in Soda Lukavac) and raw material supply investments continued in line with the planned investments and capex schedule structured in accordance with the sustainable growth strategy in place

Cash dividend payout decision of TRY 345mn in gross terms (payout ratio of 22%)

Collective Labor Union Agreement, for the period between 01.01.2019-31.12.2021, was signed between Kristal-İş Union and Soda Sanayii for Şişecam Elyaf Plant

Following the new Eurobond issuance and partial tender offer on 2013 Eurobonds, Soda Sanayii's guarantee in Şişecam Eurobond due 2020 and 2026 stands at USD 77mn, in total

 USD 1,3bn Market capitalization as of May 7th and 3-month average daily 4 trading volume of 5,3mn shares

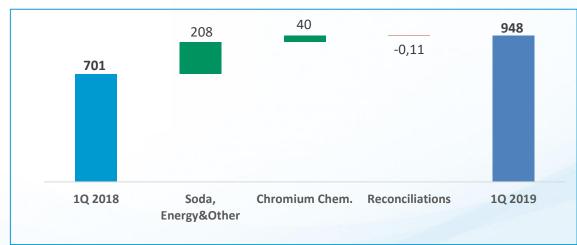


Key Financial Indicators

Revenue Contributions by Geography & Business Segments

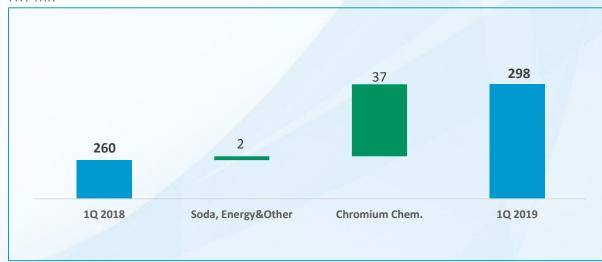






Gross Profit Contributions by Business Segments

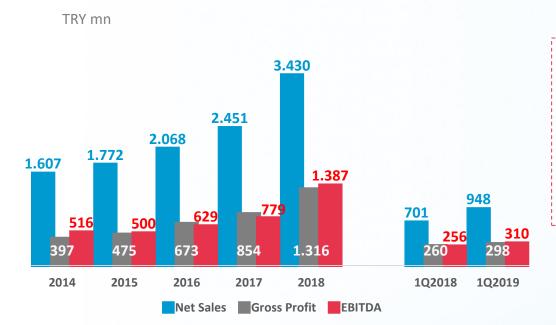






Soda Sanayii – Financial Results

Consolidated Financial Results



Gross Margin	25%	27%	33%	35%	38%	37% 31%	
EBIT Margin	26%	23%	26%	26%	36%	31% 28%	
EBITDA Margin	32%	28%	30%	32%	40%	36% 33%	

EBITDA Margins Adjusted to One-off Gains

Adjustments;

- 2014: TRY 92,7mn (sale of two subsidiaries; Dost Gaz & Asmaş and Paşabahçe shares)
- 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)
- 1Q2018: TRY 34mn (Revaluation gain on Eurobond investments)
- 1Q2019: TRY 66mn (Revaluation gain and gain on provision for potential losses on Eurobond investments)

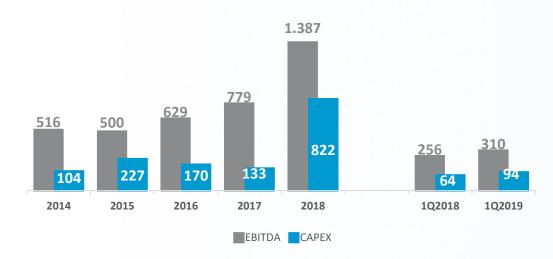




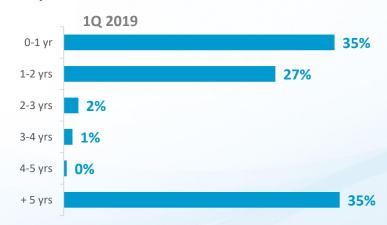
Soda Sanayii – Financial Results

Consolidated EBITDA & CAPEX

TRY mn

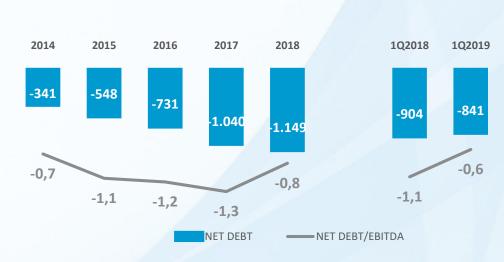


Maturity Breakdown of Debt



Consolidated EBITDA & NET DEBT

TRY mn



Currency Breakdown of Debt







Soda Sanayii – Operational Results

Soda Production Breakdown

K Tons



Chromium Chemicals Sales Breakdown

K Tons

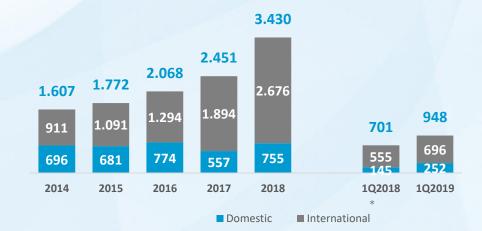


Soda Sales Breakdown

K Tons



Soda Sanayii Consolidated Revenues Breakdown

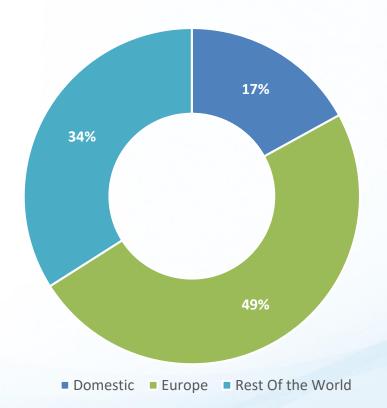




Soda Sanayii – Soda Sales Breakdown

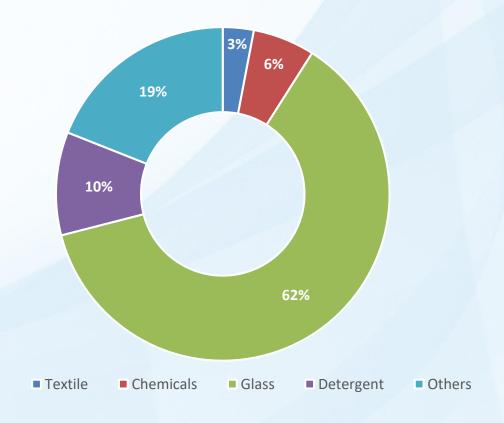
by Geography (in volume terms)*

1Q 2019



by Segment (in volume terms)

1Q 2019





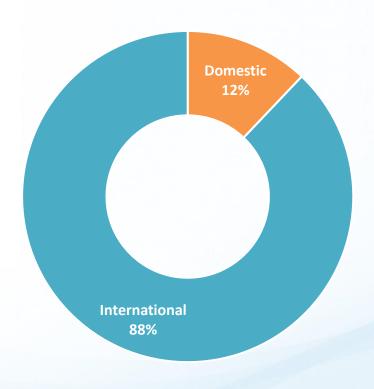
Soda Sanayii – Chromium Sales Breakdown

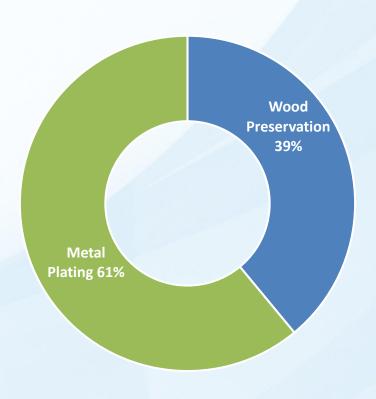
by Geography (in value terms)

Chromic Acid Sales by Segment (in volume terms)

1Q 2019

1Q 2019





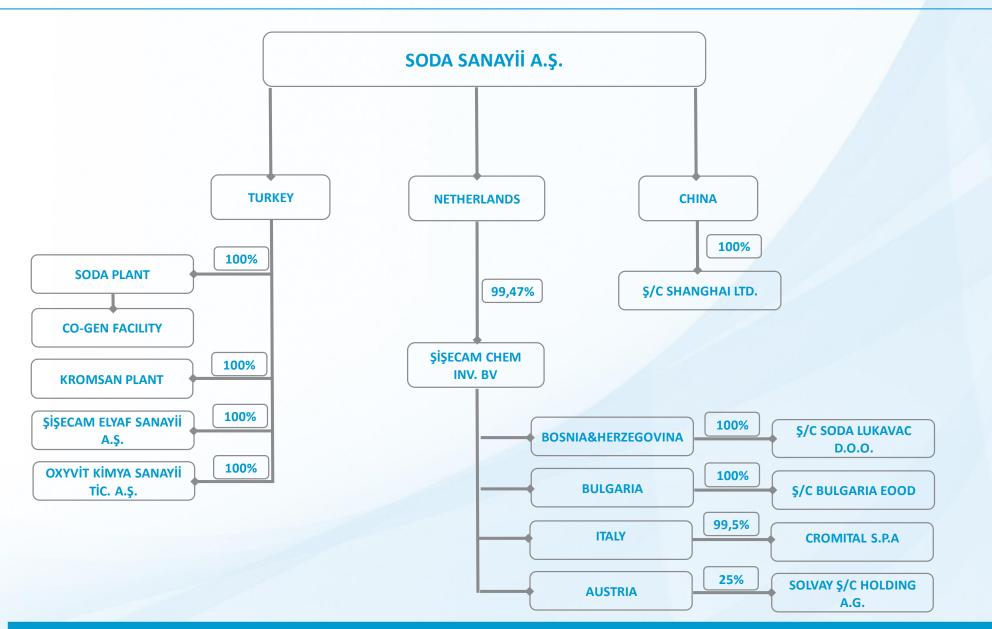


Soda Sanayii History

Establishment of Soda Sanayii and Soda Ash Production Establishment of Oxyvit as a JV between Şişecam & Cromital Increase in Free Float up to 39%, Sodi Plant JV with Solvay Acquisiton of Minority Stake in Soda Lukavac Acquisition of 82,53% stake in Asmaş & 50% in Cromital Introduction of the New Glass Fiber Facilty **2005-2006** 1969-1975 **1979-1986 1996-1997 2000** • 2008-2011 2012-2014 • 2015-2016 • 2017 • 2019 Merger of Mersin 252 MW Initiation of Glass Fiber Investment Co-generation Power Plant, Acquisition of 55% stake in Oxyvit Kimya Soda Sanayii IPO Establishment of Kromsan & Chromium Asmaş Stake Sale Chemicals Production, Merger with Soda Sanayii JV with Cromital & Majority Stake Acquisition in Soda Lukavac



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 competetitive power
- Continue to expand geographically
- Create synergies from acquisitions and strategic partnerships
- Partnership approach and reliable solution provider for customers

SUSTAINABILITY

Soda Sanayii published 2017 sustainability report



Competitive Advantage

The New Steam Generation Facility in Mersin

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

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 Paşabahçe, 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



CHEMICALS BUSINESS SEGMENT OVERVIEW



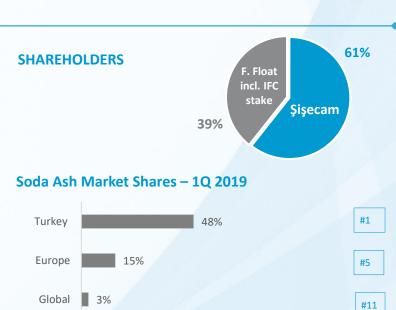
Chemicals – Soda Sanayii

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 + 70 countries around the World.

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





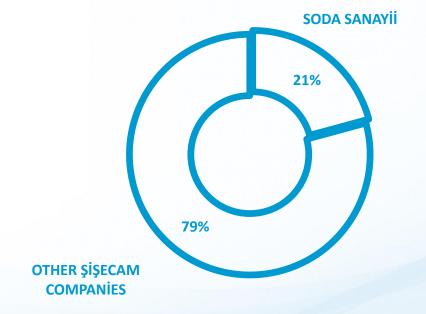


Chemicals – Soda Sanayii

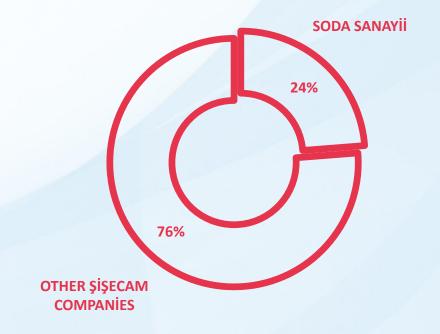
In 1Q 2019, Chemicals Segment accounted for 22% of Şişecam revenues and 25% of its adjusted EBITDA

Soda Sanayii's contribution to Şişecam revenues with its non-group sales was 21%, while its adjusted EBITDA accounted for 24% of the group's consolidated and adjusted EBITDA figure

Contribution to Şişecam Consolidated Revenues 1Q 2019



Contribution to Şişecam Consolidated EBITDA 1Q 2019





Soda Ash Market

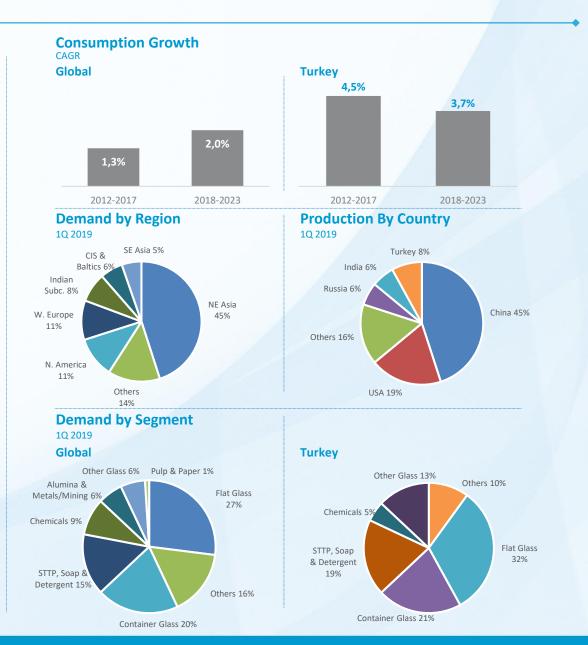
Industry Dynamics

- 58,2 Million tons global production & demand globally as of 2018
- 75% synthetic, 25% natural
- Demand drivers: growing flat glass, container glass and detergents sectors
- 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 83%



Regional Breakdown of Global Soda Ash Production Capacity





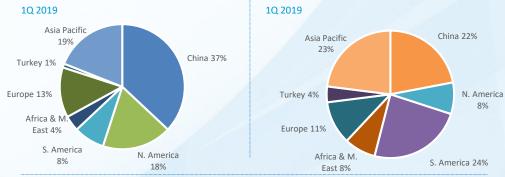
Chromium Market

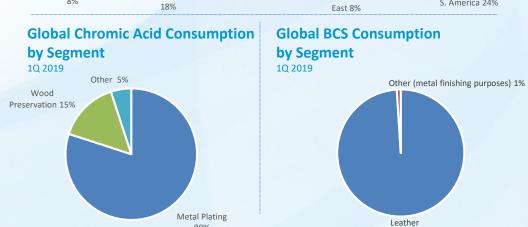
Industry Dynamics

- ◆ 392K tons Basic Chromium Sulphate ("BCS") global market, 153K tons Chromic Acid global market
- 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%



Consumption Growth Chromic Acid BCS Turkey Global Turkey Global 2% 1,5% 1% 0,5% 0,5% 0,5% 2012-2017 2018-2023 2018-2023 2012-2017 2018-2023 2018-2023 **Global Chromic Acid Market Global BCS Market** 1Q 2019 1Q 2019 Asia Pacific China 22% Asia Pacific 23% China 37%





99%

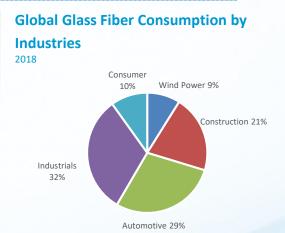


Glass Fiber Market

Industry Dynamics

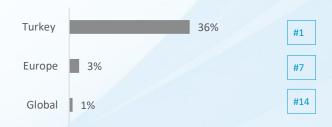
- 6,1mn tons global production capacity, 5,8mn tons global demand as of 2018
- 57% of the capacity located in Asia Pacific, the remaining 43% in US & Europe
- Largest consumers are China and North America
- Highly consolidated structure with 5 largest players composing 80% of the market
- Demand drivers: 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 2018

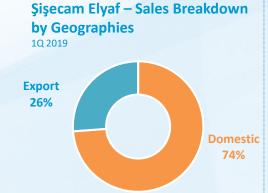
Global Glass Fiber Production Capacity 2018 Middle East & Africa 5% Europe 17% Asia 57%

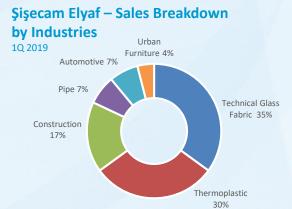


Glass Fiber Consumption Growth Global Turkey **EMEA** 6,3% 6,0% 6,0% 4,0% 4,0% 3,3% 2012-2017 2018-2023 2012-2017 2018-2023 2012-2017 2018-2023

Şişecam Elyaf Market Shares – 1Q 2019









Appendix



Summary Financials

SUMMARY BALANCE SHEET (Million TL)	2016	2017	1Q 2018	1H 2018	9M 2018	2018	1Q 2019	YoY Change
Total Assets	3.317	3.881	4.490	5.012	6.558	6.369	7.186	60%
Cash & Cash Equivalents	971	<i>783</i>	1.102	886	1.369	1.193	1.560	42%
Financial Assets & Derivatives	108	552	582	659	872	750	812	39%
Trade Receivables	412	480	524	604	825	736	791	51%
Inventories	204	240	307	288	322	320	416	35%
Equity-Pickups	281	328	374	354	490	413	455	22%
Property, plant and equipment	1.209	1.295	1.360	1.507	1.939	2.094	2.176	60%
Intangible assets	17	32	33	54	57	152	152	361%
Tax & Deferred Tax Assets	15	5	18	96	246	373	405	2098%
Other*	99	165	189	564	438	336	419	122%
Total Liabilities	714	688	1.219	1.247	1.666	1.500	2.327	91%
Interest Bearing Liabilities & Derivatives	293	313	509	521	633	542	792	56%
Trade Payables	236	276	294	330	389	447	387	31%
Provisions	36	48	65	<i>75</i>	79	68	96	48%
Tax & Deferred Tax Liabilities	30	19	48	82	198	54	110	130%
Other**	119	33	303	240	367	389	942	211%
Equity	2.603	3.192	3.271	3.764	4.892	4.869	4.859	49%
Equity holders of the parent	2.599	3.188	3.266	<i>3.759</i>	4.885	4.863	4.852	49%
Minority Interest	4	5	5	6	7	6	7	

^{*}Other Receivables, Prepaid Expenses, Other Current & Non-Current Assets

^{**}Other Payables, Deferred Income



Summary Financials

INCOME STATEMENT (TRY mn)	2016	2017	1Q 2018	1H 2018	9M 2018	2018	1Q 2019	YoY Change
Revenue	2.068	2.451	701	1.485	2.443	3.430	948	35%
Cost of Goods Sold	-1.395	-1.597	-441	-935	-1.458	-2.114	-650	47%
Gross Profit	673	854	260	550	985	1.316	298	15%
Research and development	-8	-3	-1	-2	-3	-4	-1	35%
Sales and marketing	-178	-291	-87	-181	-296	-398	-115	32%
General and administrative	-70	-80	-22	-48	-74	-107	-32	43%
Other income (expense), net	29	28	18	51	149	110	25	39%
Income from Equity Pick-ups	72	92	19	43	69	91	21	9%
Impairment Gain/Loss				-5	-9	-18	-0,4	
Income/Expense from Investing Activities	14	43	34	132	354	248	65	93%
EBIT	531	643	221	541	1.175	1.237	261	18%
EBITDA	629	779	256	612	1.287	1.387	310	21%
Financial Income, net	113	88	43	134	339	231	52	21%
Income before Tax	645	731	264	674	1.515	1.468	313	19%
Tax Expense, net	-68	-69	-25	-17	-39	89	-28	11%
Net income	577	662	239	657	1.475	1.557	285	19%
Net income after Minority Interest	<i>576</i>	661	239	657	1.475	1.556	285	19%
Minority Interest	0,8	0,9	0,2	0,4	0,7	0,9	0,2	-9%
Earnings per share (TL):	0,576	0,661	0,239	0,657	1,475	1,556	0,285	19%



Summary Financials

CASH FLOW STATEMENT (TRY mn)	2013	2014	2015	2016	2017	2018	1Q 2019
Net Profit	208	388	441	577	662	1.557	285
Non-cash	58	-21	-14	-56	-27	-559	-54
Operating cash flows provided before changes w/c	266	367	427	521	635	998	231
Change in w/c	-207	149	-24	-12	-135	81	-36
Cash flows from operating activities	59	515	403	509	500	1.079	196
Interest paid	-12	-13	-14	-21	-20	-42	-23
Interest received	11	20	19	28	55	95	21
Dividend paid	-32	-46	-60	-240	-201	-226	0
Taxes paid	-32	-55	-80	-58	-81	-252	-19
Capex	-109	-104	-227	-170	-133	-822	-94
Free Cash Flow	-115	317	41	48	120	-167	80
Proceeds from sale of property, plant and equipment	0	0	1	0	0	1	0
Other cash flows from operating activities	-2	-7	-2	-3	-4	-4	-2
Other cash flows from investing activities	46	124	67	-5	-394	131	12
Proceeds from financial liabilities	335	45	33	16	32	175	294
Repayments of financial liabilities	-253	-80	-63	-82	-51	-60	-111
Other cash flows from financing activities	3	3	0	-9	-2	0	-1
FX gain/loss on cash and cash equivalents	42	22	132	147	111	329	96
Net decrease/increase in cash and cash equivalents	57	424	210	113	-188	404	369



ŞİŞECAM GROUP OVERVIEW



Şişecam at a Glance

\$3,2 Billion Revenue

4,9 Million Tons Glass Production

2,4 Million Tons Soda Production

21.968 Employees Presence in 13
Countries

5th Flat Glass Producer Globally

3rd Glassware Producer Globally 5th Glass Packaging Producer Globally

11th Soda Ash Producer Globally Leader Producer in Basic Chromium Sulfate Globally

4th Chromic Acid Producer Globally





83 year of corporate history

150 Export Countries

43 Production Plants

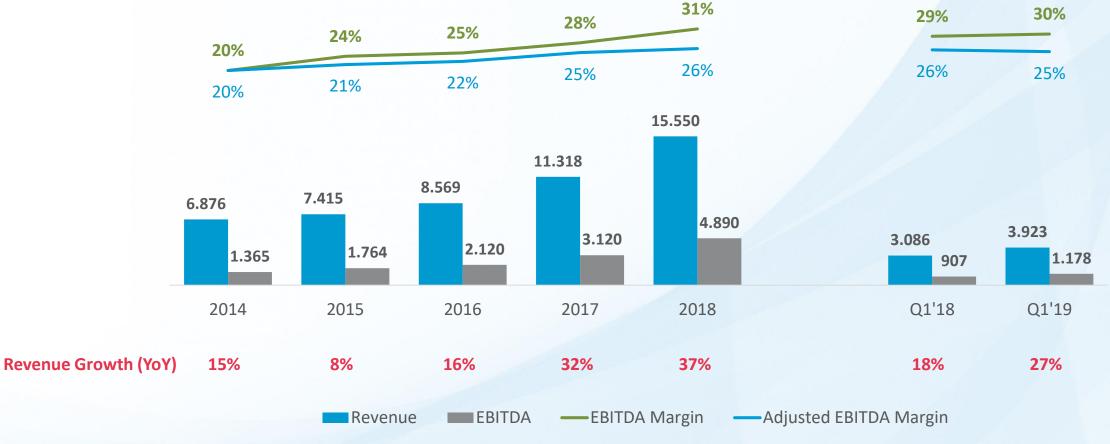
\$2,2 Billion Market Cap.

Listed Company since 1986

Key Financial Highlights

Sustained Growth in Revenue with Improving EBITDA Margin

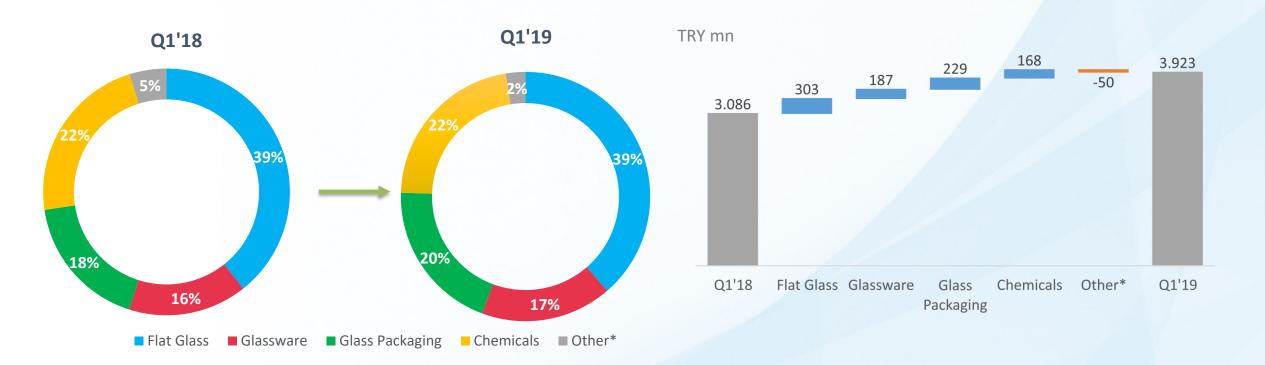
TRY mn





Revenue

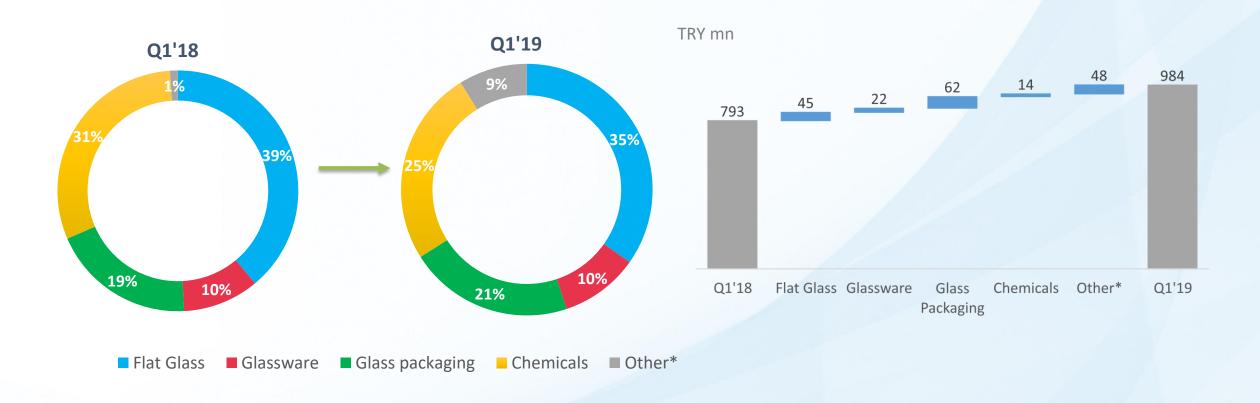
Segments' Contribution to Revenue





EBITDA

Segments' Contribution to EBITDA**

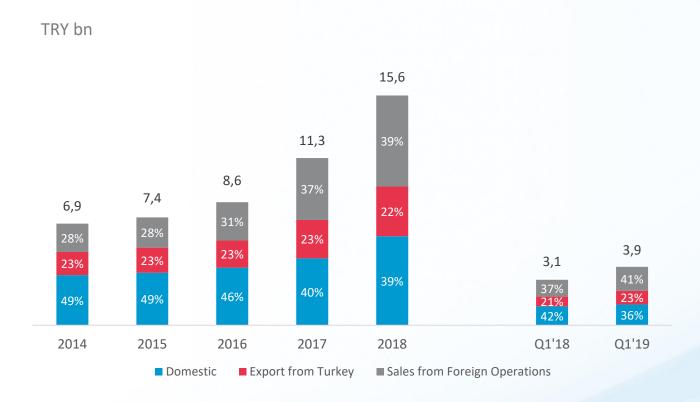


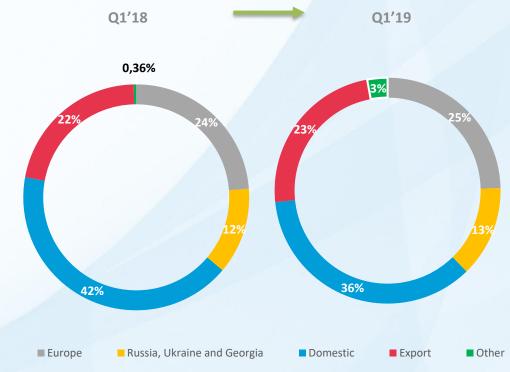


^{*}Consists of energy trade of Şişecam

^{**} Excluding one-off incomes

Revenue by Geography

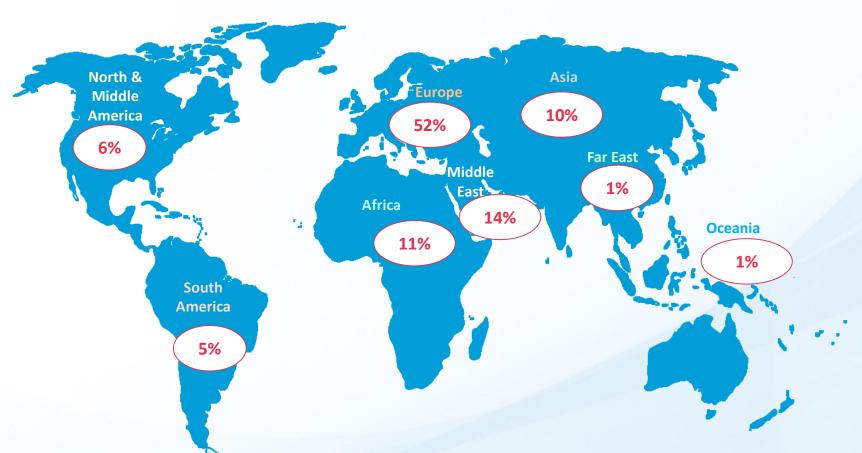






Exports from Turkey

Exports of USD 194 Million in Q1 2019 to 150 countries

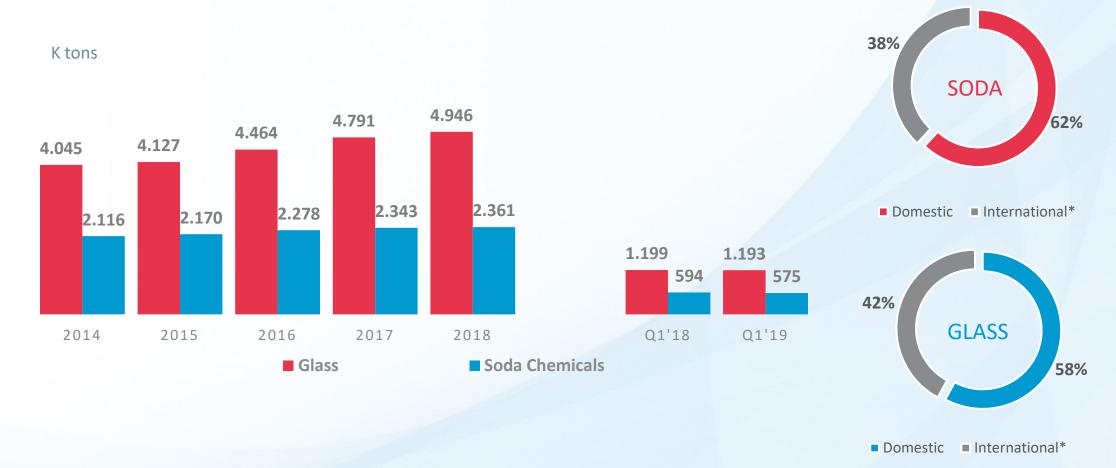


Top 10 Countries

Italy	17%
Egypt	8%
Bulgaria	5%
France	5%
Saudi Arabia	5%
USA	4%
Lebanon	4%
Brazil	4%
Germany	4%
Spain	3%

Operational Excellence

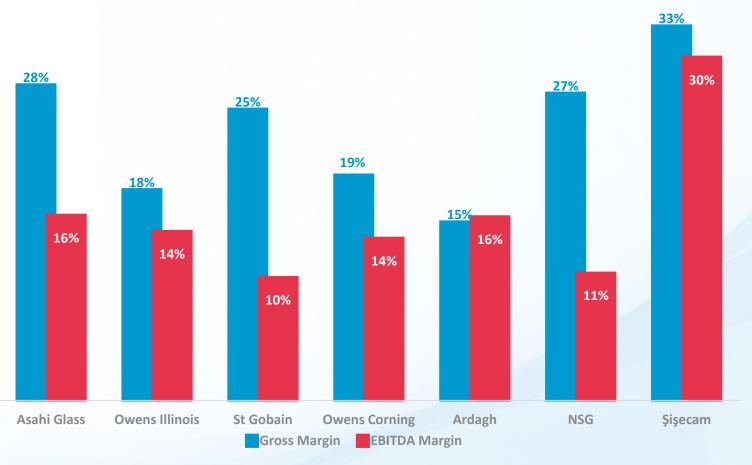
Increasing Production In Line with Capex Undertaken





Şişecam vs. Competitors

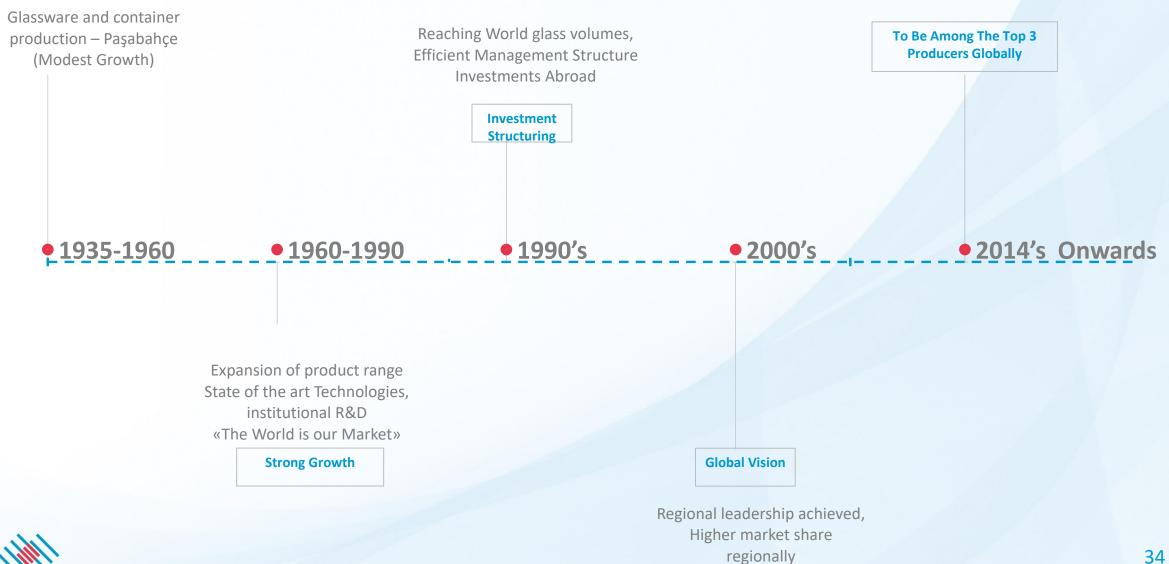
Strong Global Player with Competitive Profitability



Glass Revenues'	Share in Total
Owens Illinois	100%
NSG	100%
Şişecam	75%
Asahi Glass	50%
Ardagh	36%
St Gobain	14%



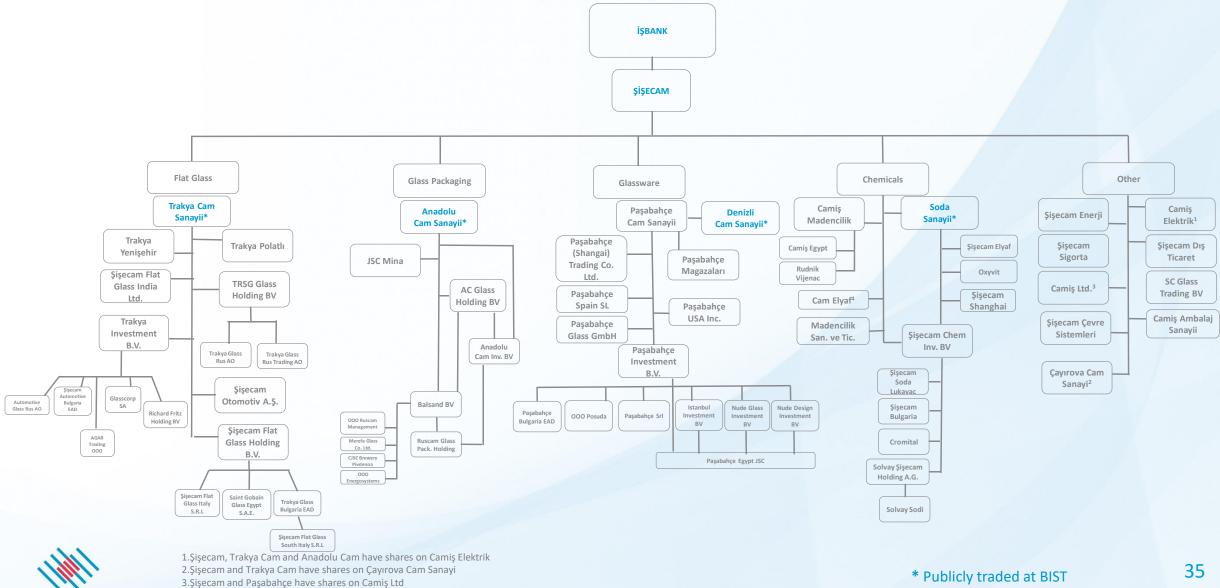
Şişecam History





Corporate Structure

4. Çayırova Cam have shares on Cam Elyaf



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. Yenisehir 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

SISECAM GLASS PACKAGING

Anadolu Cam Sanayi A.Ş.

Mersin Plant Yenişehir Plant - Bursa Eskişehir Plant

SISECAM 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



Russia



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+	Negative

Corporate Governance

Corporate Governance Rating of Sisecam was revised to 9,53 from 9,48 in December 2018.

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/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
- 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
- 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

PRESERVE

NATURAL RESOURCE MANAGEMENT

ENVIRONMENTAL AND INSTITUTIONAL HERITAGE STEWARDSHIP

EMPOWER

DIVERSITY & INCLUSIVITY

INTERNATIONAL ENABLER TO FOSTER SUSTAINABILITY

DIGITAL INTELLIGENCE AND COMMUNITY

PROGRESS

AN ACTIVE SOLUTION PARTNER FOR CLIMATE CHANGE

INTEGRATION OF LOW-CARBON APPROACH

CLIMATE NEUTRAL 360° CIRCULARITY MODEL



Sustainability

Şişecam's Sustainability Targets & Planned Actions

PRESERVE







EMPOWER









PROGRESS









PRESERVE

- By 2022, 5% of treated industrial wastewater reused
- By 2022, at least 20% of recycled glass used for container glass production
- By 2022, at least 10 furnaces used NOx reduction efforts by primary measures
- By 2022, at least 4 industrial synergy programs developed
- By 2022, the forest lands in mine sites increased at a rate of 20%
- By 2022, corporate purchasing procedures within framework of sustainability principles renewed
- By 2022, biodiversity and conservation practices with local communities' engagement initiated in the company's operational regions

EMPOWER

By 2022, zero target for occupational accidents (LTIFR*)

PROGRESS

- By 2022, reduce GHG emission intensity of glass production by 5% from 2017 baseline
- By 2022, reduce annual specific energy consumption in glass production plants by 2%
- By 2022, 12 MW energy provided through renewable energy sources
- By 2022, at least one additional plant implements reactant pre-heating methodology to reduce natural gas consumption
- By 2022, additional 2 plants implemented Waste Heat Recovery system



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FX Rates

	2014	2015	2016	2017	2018	1Q 2018	1Q 2019
USD/TL							
Period End	2,32	2,91	3,52	3,77	5,26	3,95	5,63
Period Average	2,19	2,72	3,02	3,64	4,83	3,81	5,36
EUR/TL							
Period End	2,82	3,18	3,71	4,52	6,03	4,87	6,32
Period Average	2,90	3,02	3,34	4,12	5,68	4,68	6,09



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