



3Q 2017

SODA SANAYİİ

Investor Presentation

Contents

- 3 Soda Sanayii A.Ş.
Operational Results & Financial Performance
- 15 Chemicals Business Segment Overview
- 20 Appendix
- 24 Şişecam Group Overview

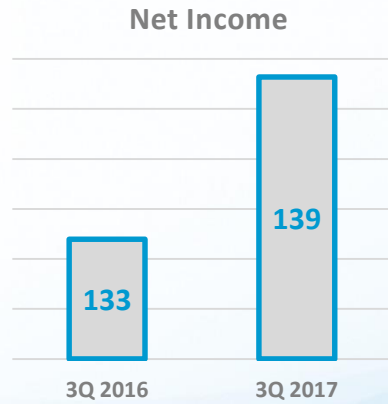
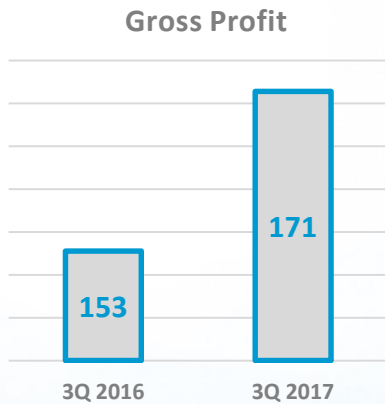
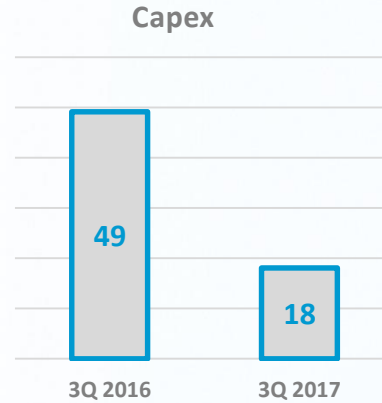
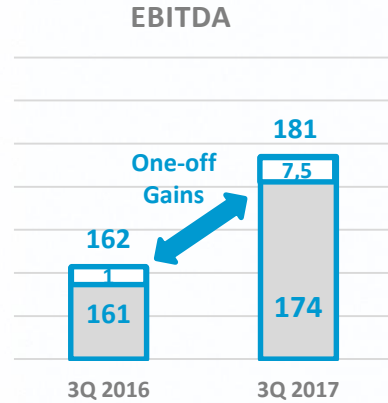
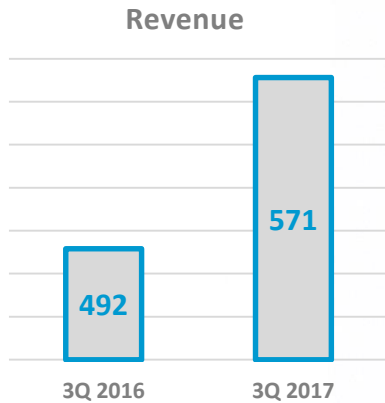
SODA SANAYİİ A.Ş. OPERATIONAL RESULTS & FINANCIAL PERFORMANCE

29

Key Financial Indicators

TRY mn

3Q 2017 Highlights

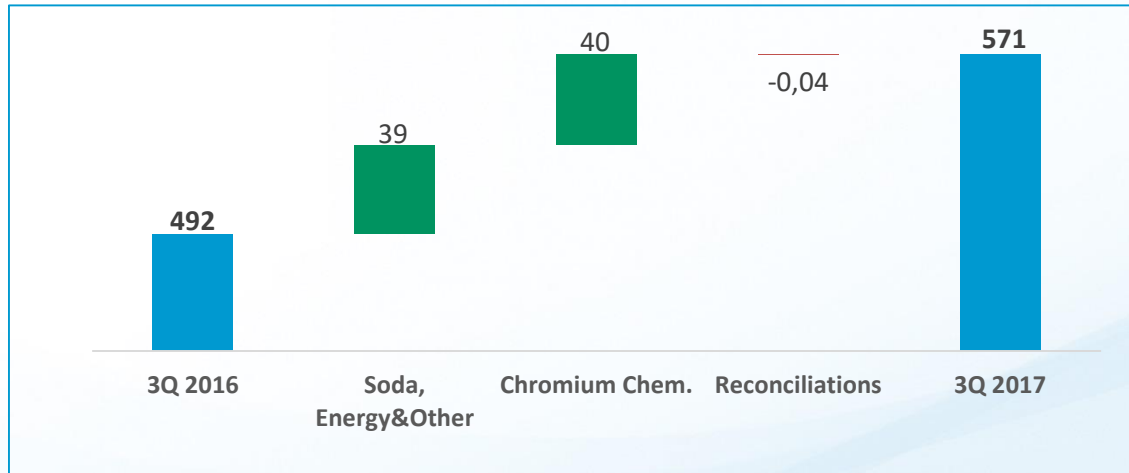
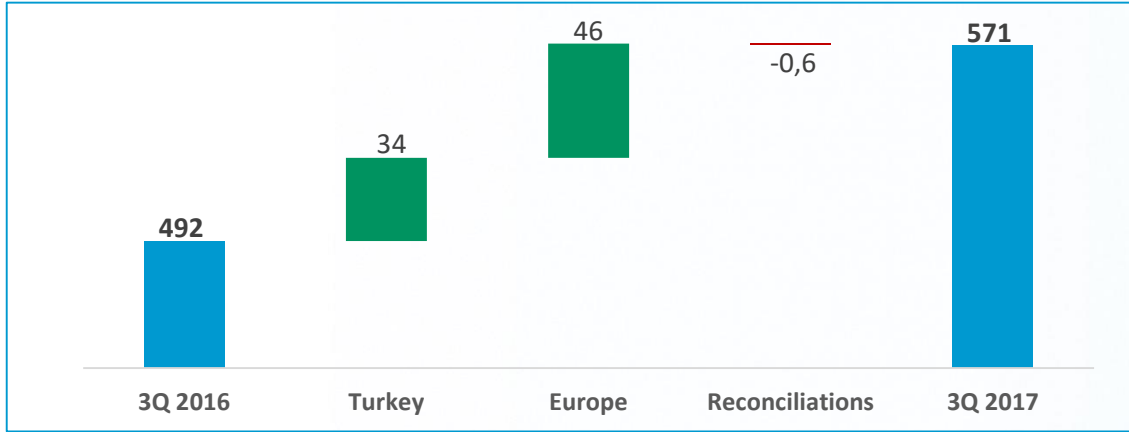


- ◆ Consolidated sales volume a) down by 2% in soda chemicals b) up by 12% in chromium chemicals
- ◆ Globally suppressed pricing environment in soda chemicals and strong demand and increasing prices in Asia Pacific region due to closures in China, 1,5% yoy decline in avg. soda ash prices
- ◆ Improving pricing environment in chromium chemicals, especially seen as unit price increases in Sodium Dichromate and BCS products following global peer's, Lanxess, decision to shutdown its Argentina capacity
- ◆ Growing competition with 500K ton capacity introduction of local natural soda producer in its second mine, Kazan
- ◆ Full consolidation of Oxyvit Kimya Sanayii ve Tic. A.Ş. after becoming its sole shareholder by acquiring the company's outstanding 55% stake
- ◆ Continued to deliver strong topline growth and a high level of profitability thanks to operational efficiency investments
- ◆ Continued modernization, energy saving and raw material supply investments in line with the sustainable growth strategy in place
- ◆ Soda Sanayii's market capitalization is USD 1,3bn as Nov. 8 and the company's 3-month average daily trading volume is 3,6mn shares

Key Financial Indicators

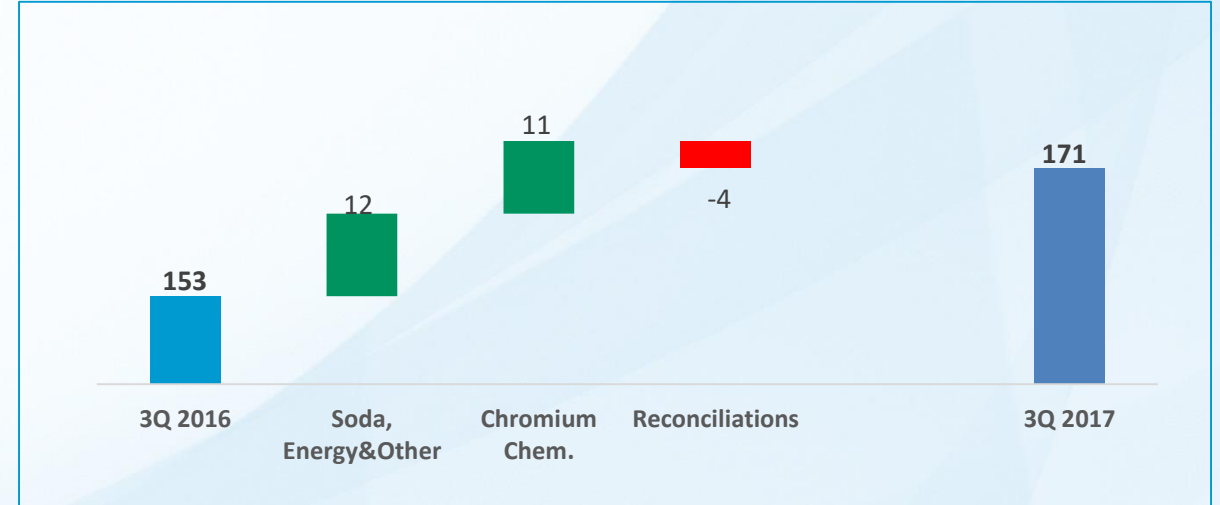
Revenue Contributions by Geography & Business Segments

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Gross Profit Contributions by Business Segments

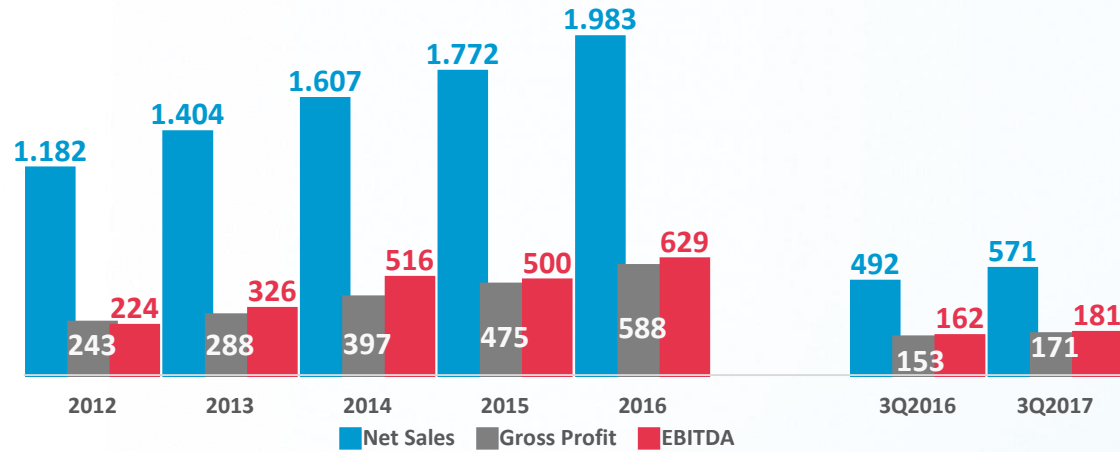
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Soda Sanayii – Financial Results

Consolidated Financial Results

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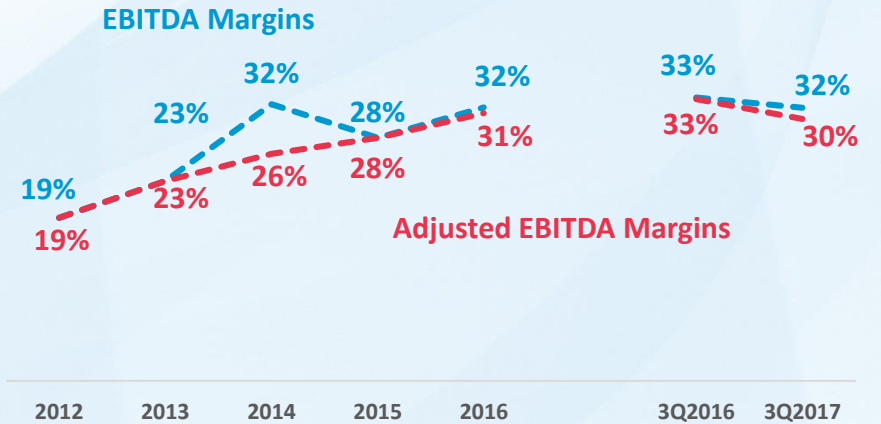


EBITDA Margins Adjusted to One-off Gains

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)
- 3Q2016: TRY 1mn (Revaluation gain on Eurobond investments)
- 3Q2017: TRY 8mn (Revaluation gain on Eurobond investments)

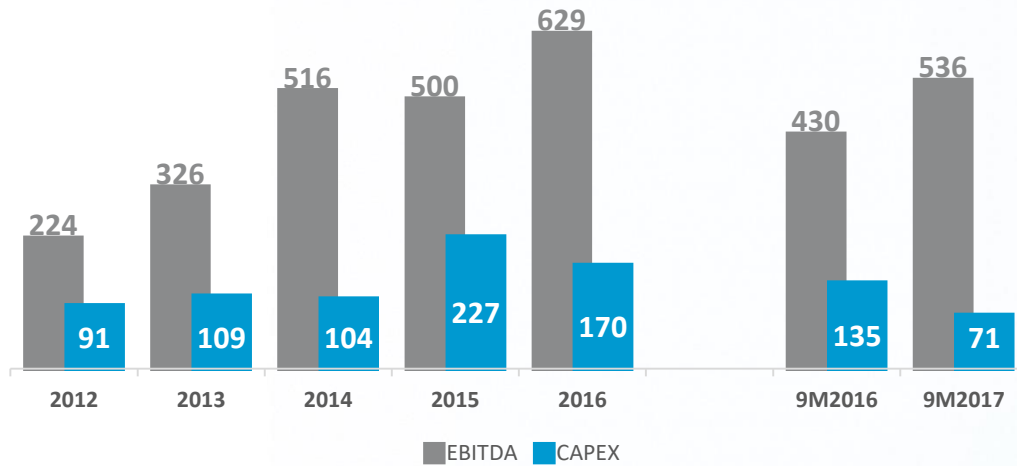
Gross Margin	21%	21%	25%	27%	30%	31%	30%
EBIT Margin	13%	17%	26%	23%	27%	28%	26%
EBITDA Margin	19%	23%	32%	28%	32%	33%	32%



Soda Sanayii – Financial Results

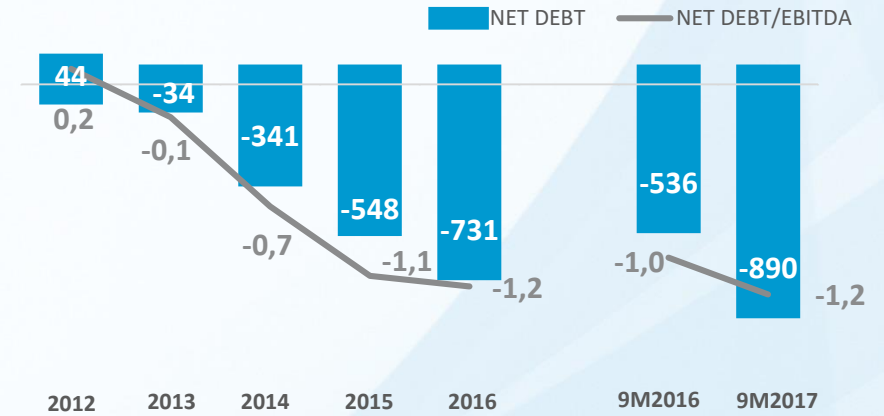
Consolidated EBITDA & CAPEX

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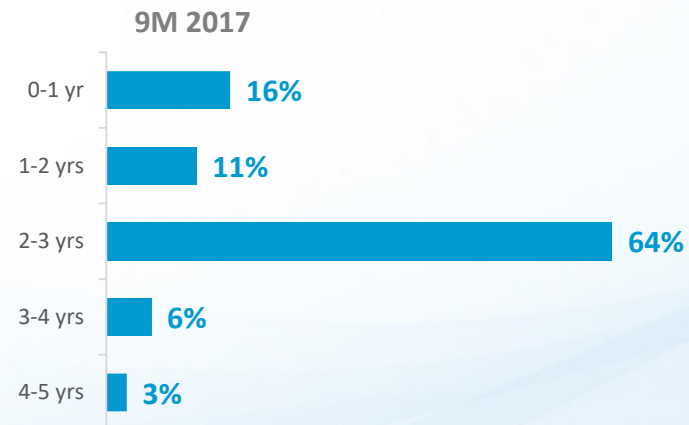


Consolidated EBITDA & NET DEBT

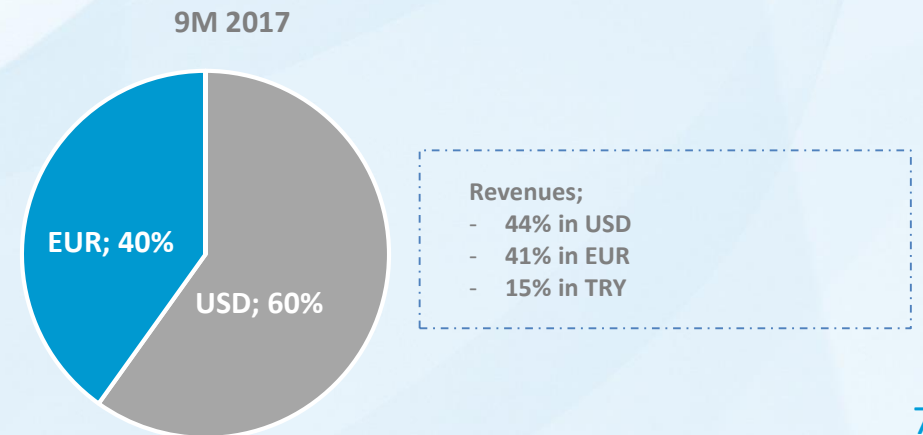
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Maturity Breakdown of Debt

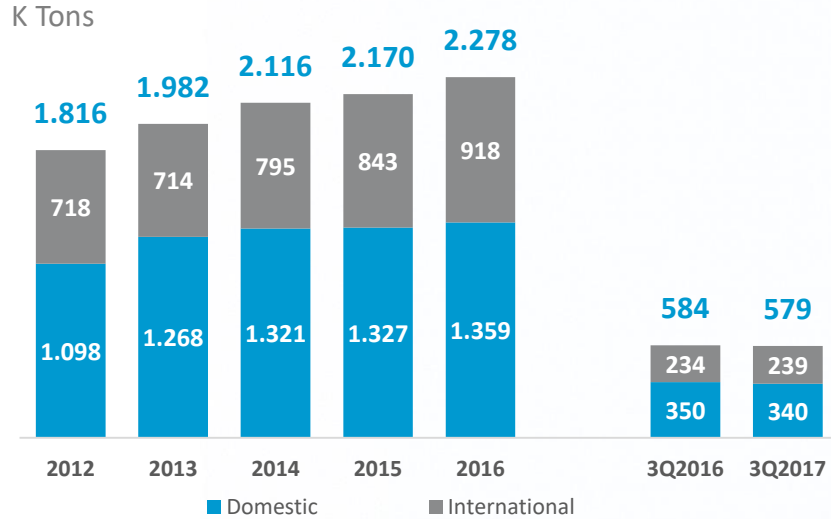


Currency Breakdown of Debt

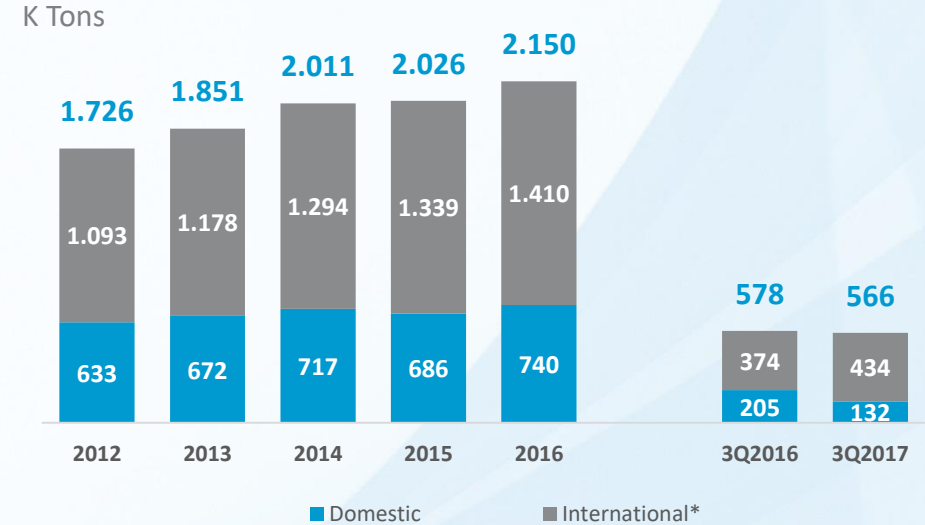


Soda Sanayii – Operational Results

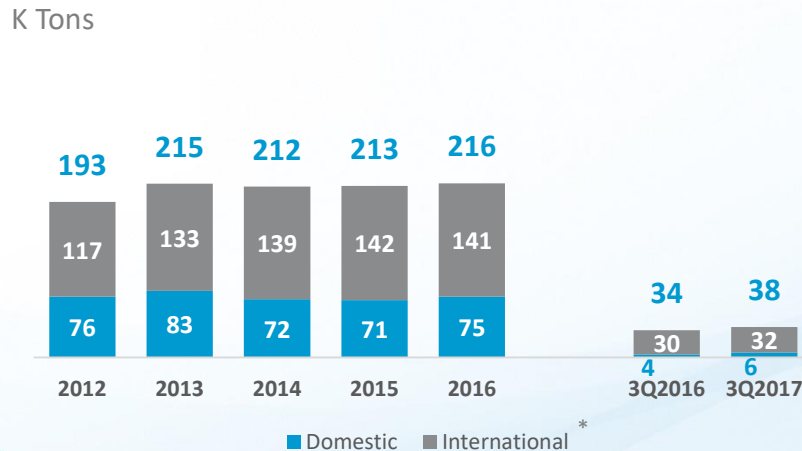
Soda Production Breakdown



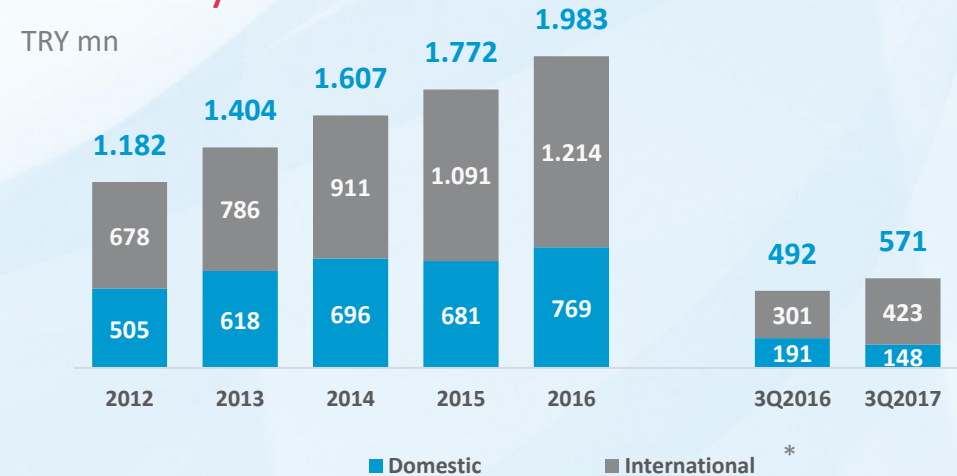
Soda Sales Breakdown**



Chromium Chemicals Sales Breakdown**



Soda Sanayii Consolidated Revenues Breakdown



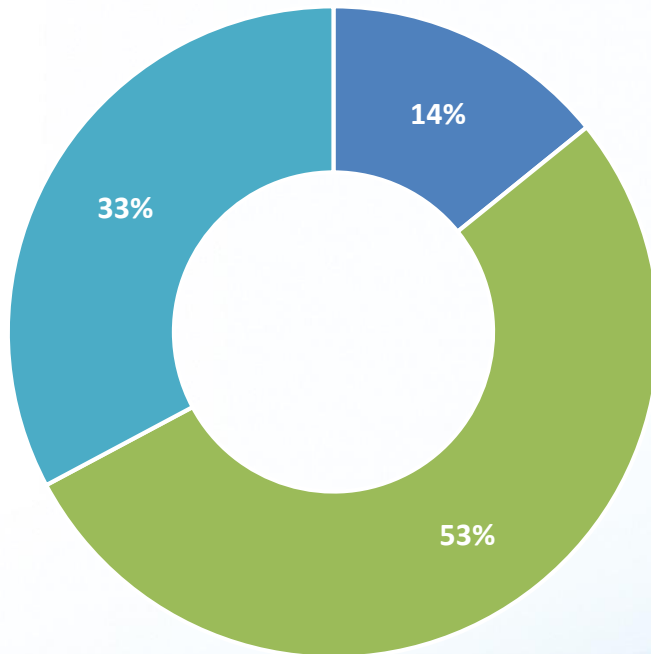
*International Sales include sales from foreign operations + export from foreign operations + export from Turkey

**Starting from 2017, white sulphate sales are categorized under soda segment rather than chromium chemicals segment. 3Q2016 sales volume data of both segments were revised accordingly

Soda Sanayii – Soda Sales Breakdown

by Geography (in volume terms)*

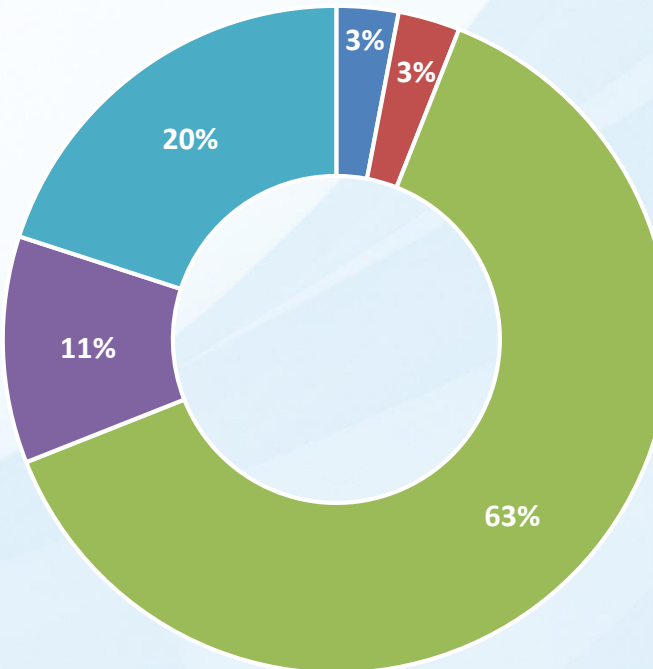
3Q 2017



■ Domestic ■ Europe ■ Rest Of the World

by Segment (in volume terms)

3Q 2017

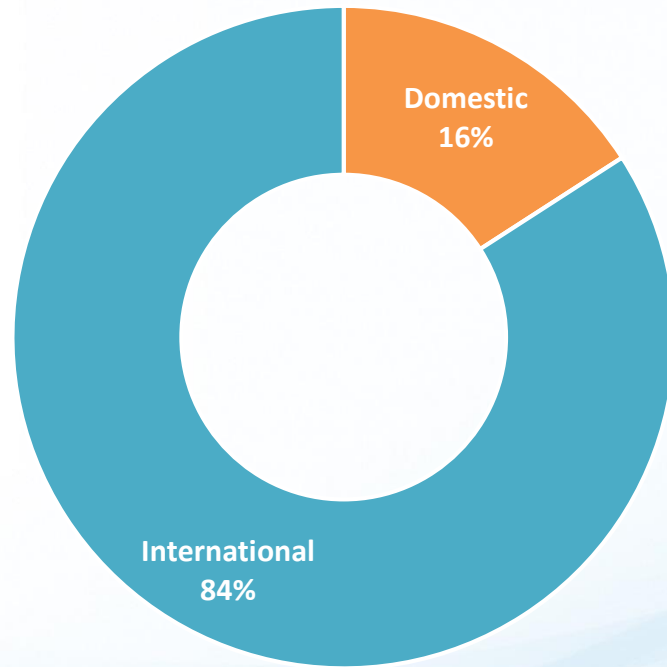


■ Textile ■ Chemicals ■ Glass ■ Detergent ■ Others

Soda Sanayii – Chromium Sales Breakdown

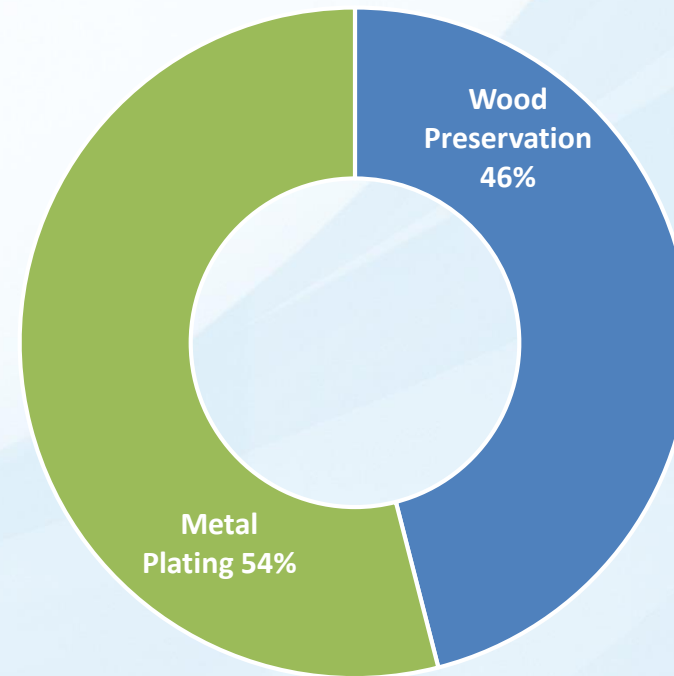
by Geography (in value terms)

3Q 2017



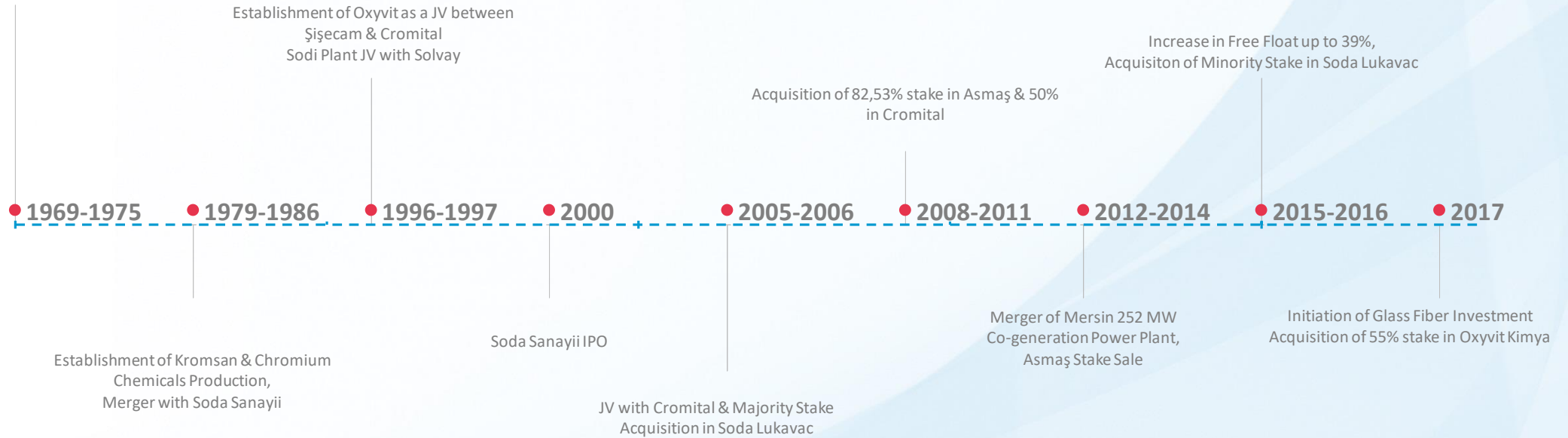
Chromic Acid Sales by Segment (in volume terms)

3Q 2017

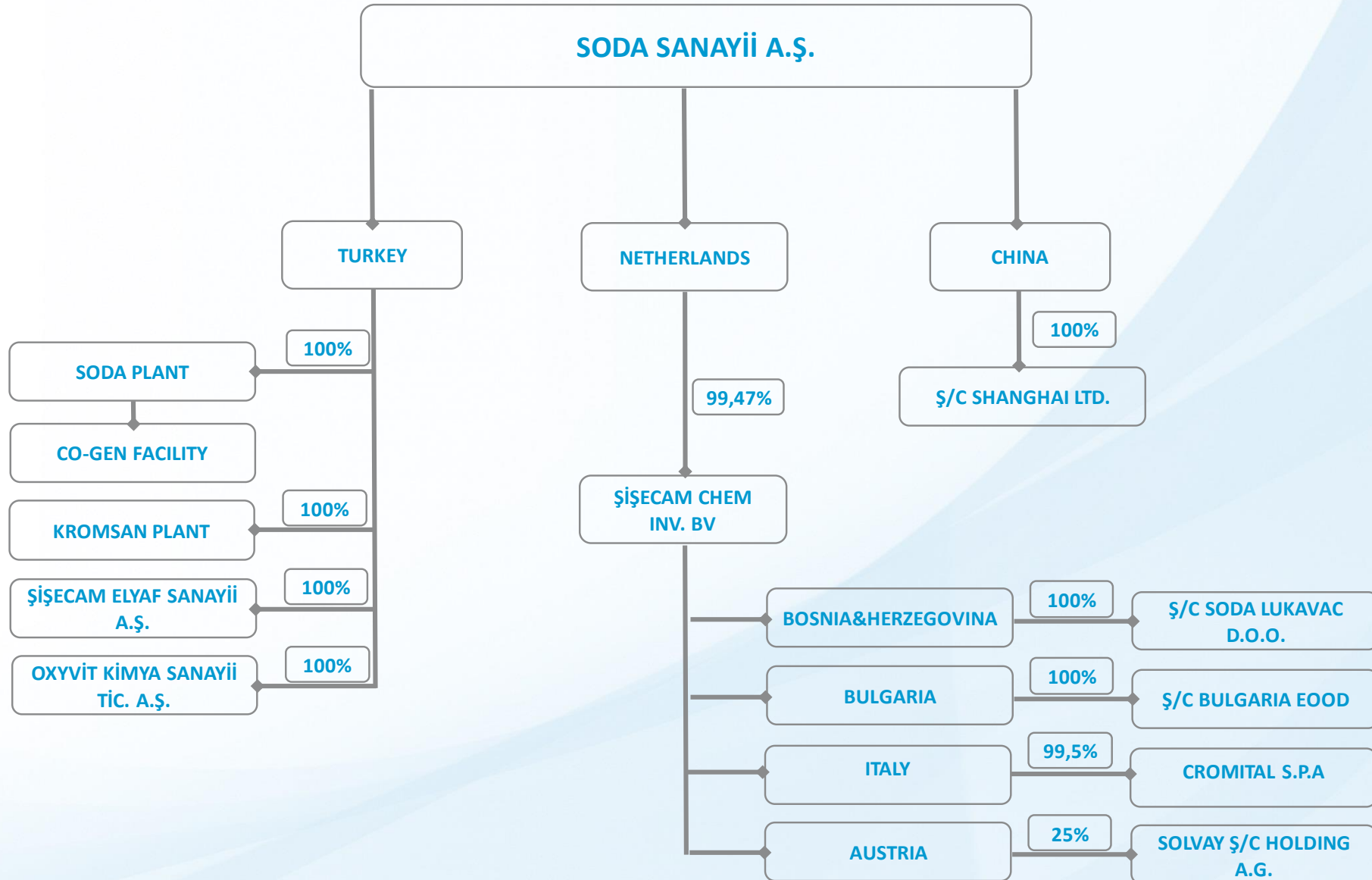


Soda Sanayii History

Establishment of Soda Sanayii and Soda Ash Production



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
- ◆ Strengthen the position among leading players
- ◆ Continue to expand geographically
- ◆ Creating synergies from acquisitions and strategic partnerships
- ◆ Supporting profitability with continuous cost reduction
- ◆ Partnership approach and reliable solution provider for customers

SUSTAINABILITY

- ◆ Soda Sanayii published 2016 sustainability report

http://www.sisecamkimyasallar.com/sites/catalogs/en/Documents/surdurulebilirlik-raporlari/soda_sanayii_eng_2016.pdf

Competitive Advantage

The New Steam Generation Facility in Mersin

- Within the scope of cost optimization objective, ongoing investment for the new steam generation facility, which utilizes solid fuel, was launched at the end of 2016
- Existing Co-generation facility will continue to run, providing the possibility of utilizing different types of energy sources i.e. natural gas and solid fuel

Long Term Raw Material Reserves Near Mersin

- Soda has secured its key raw materials for the long-term with significant reserve life and high quality limestone and brine

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

- Production facilities of some of the other key Şişecam Group companies and consumers of Soda Sanayii products, Trakya Cam, Anadolu Cam and Paşabahçe are in close proximity to Soda Sanayii
- This provides for low transportation costs, short transportation times and continuous supply capabilities

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

On the Ground Presence and Access to European Markets

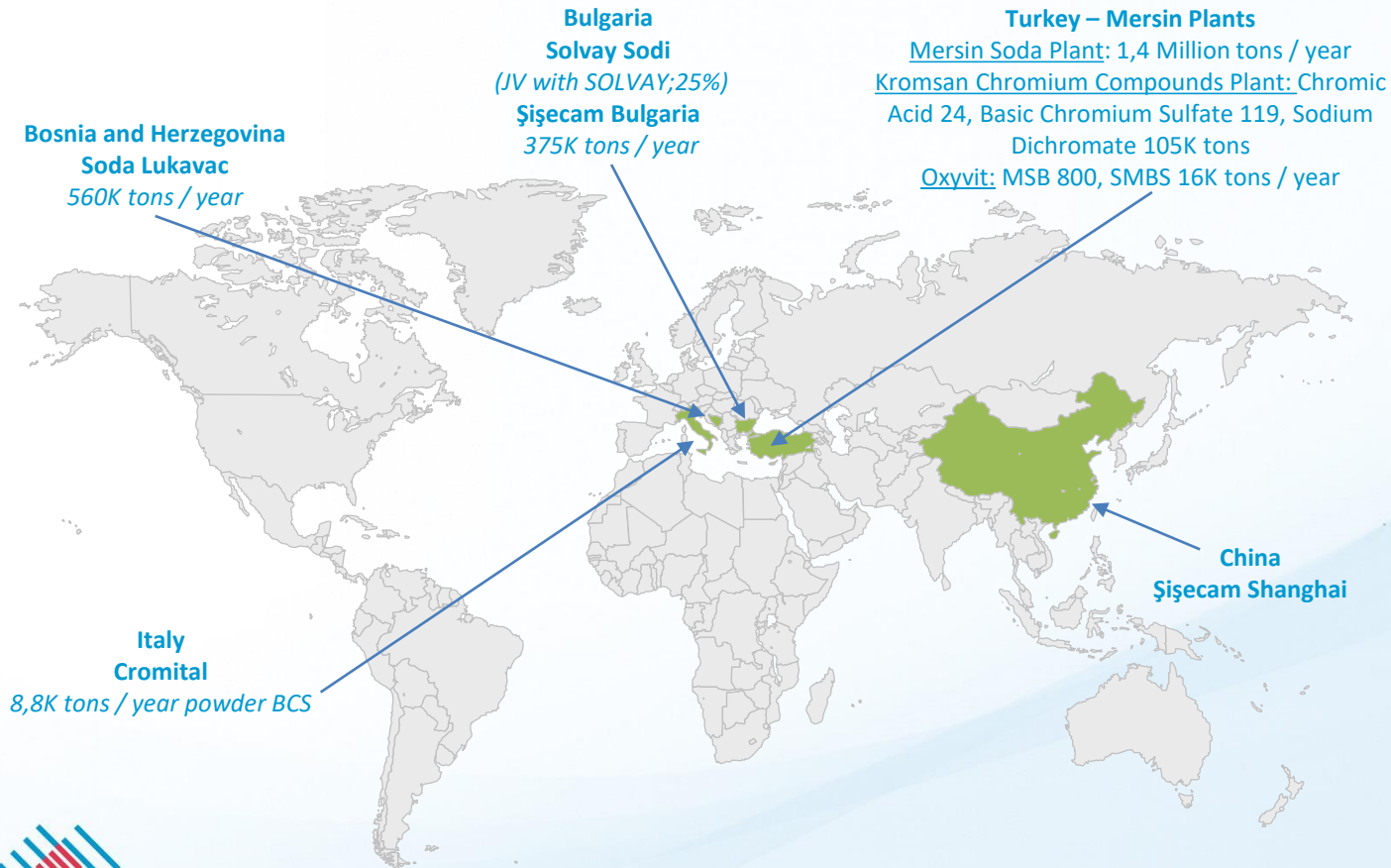
- SSL Plant (Bosnia & Herzegovina): The location and level of supply in the European Market enables Soda Sanayii to compete with European soda producers
- Sodi (Varna-Bulgaria): Being close to Şişecam's Flat Glass and Glassware plants in Targovishte-Bulgaria enables low transportation costs, short transportation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

CHEMICALS BUSINESS SEGMENT OVERVIEW

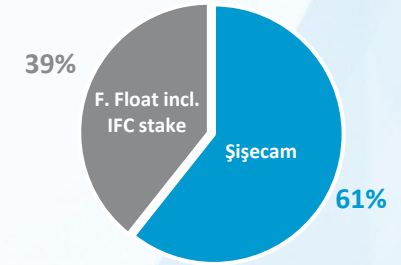
Chemicals – Soda Sanayii

Operations & Global Presence

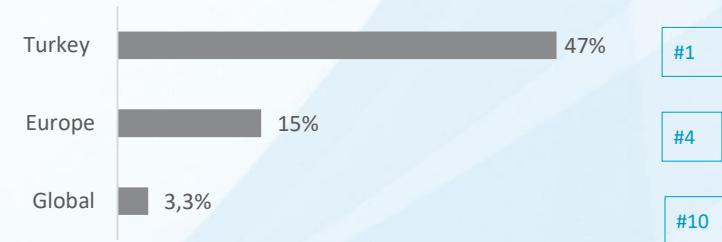
Soda Sanayii, being the flagship company of Şişecam Chemicals, is a leading soda and chromium chemicals producer operational in 5 different facilities incl. Sodi JV and exporting products to +70 countries around the World



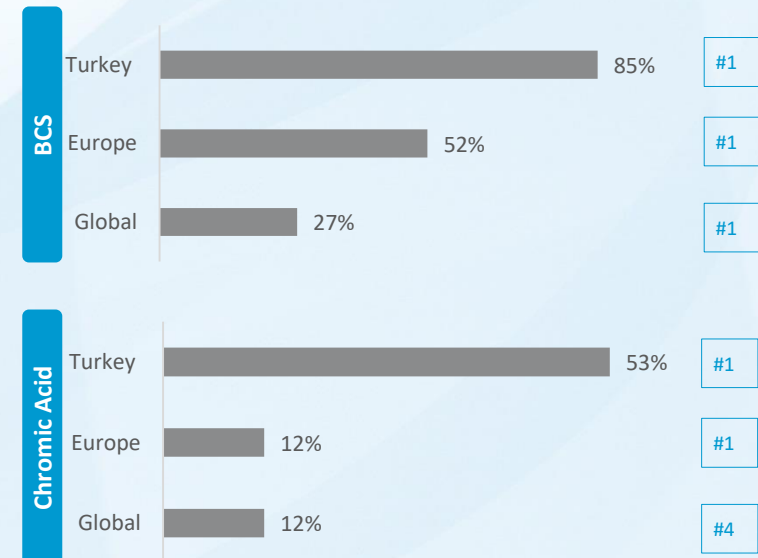
SHAREHOLDERS



Soda Ash Market Shares



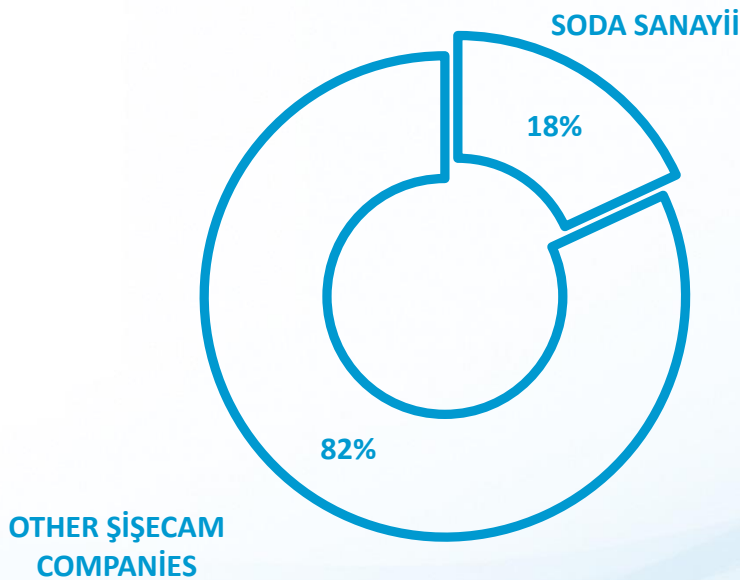
Chromium Market Shares



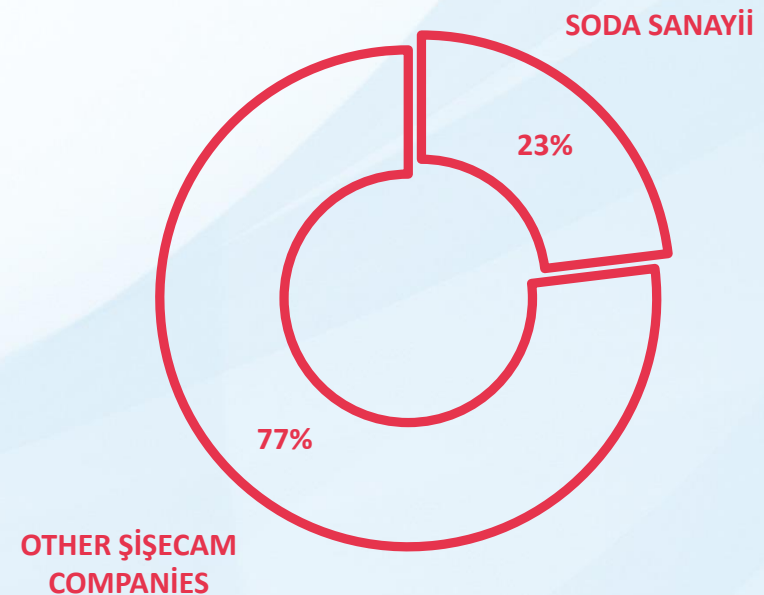
Chemicals – Soda Sanayii

In 3Q 2017, Chemicals Segment accounted for 21% of Şişecam revenues and 28% of its adjusted EBITDA. Soda Sanayii's contribution to Şişecam revenues with its non-group sales was 18%, while its adjusted EBITDA accounted for 23% of the group's consolidated and adjusted EBITDA figure.

Contribution to Şişecam Consolidated Revenues
3Q 2017



Contribution to Şişecam Consolidated EBITDA
3Q 2017



Soda Ash Market

Industry Dynamics

- ◆ 56,5 Million tons production / demand globally
- ◆ 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 85%

Soda Ash:

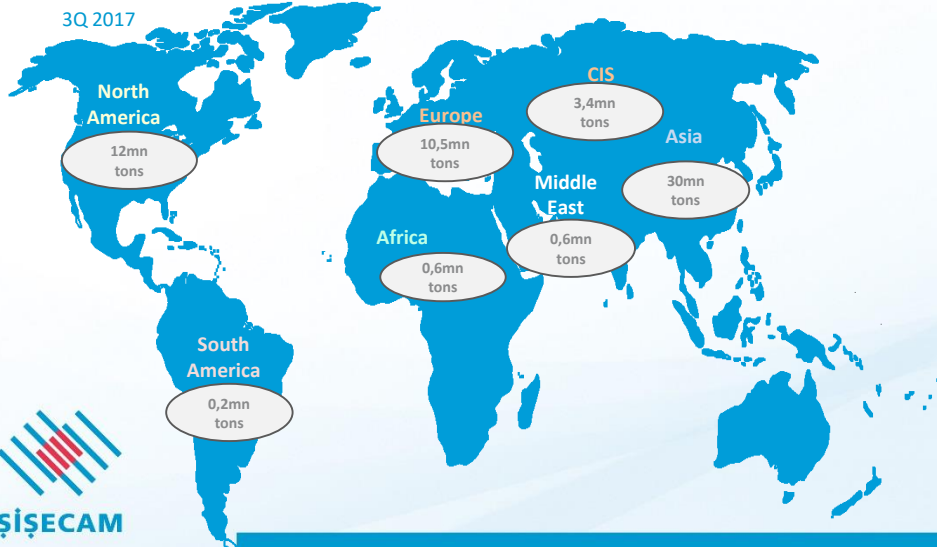
- ◆ Dense Soda Ash
- ◆ Light Soda Ash
- ◆ Sodium Bicarbonate

Uses Raw Material for:

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

Regional Breakdown of Global Soda Ash Production Capacity

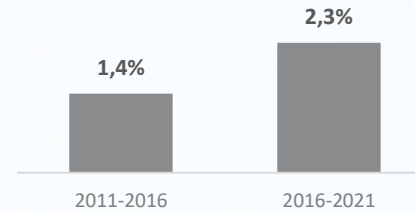
3Q 2017



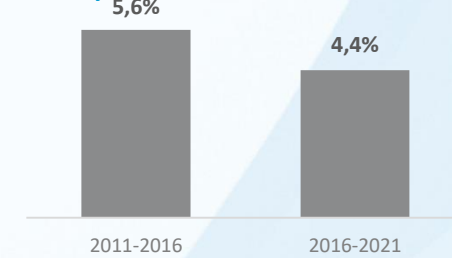
Consumption Growth

CAGR

Global

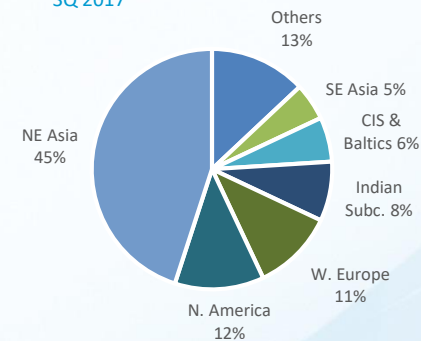


Turkey



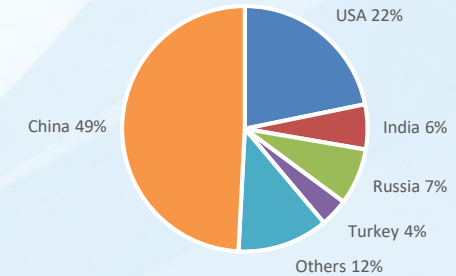
Demand by Region

3Q 2017



Production By Country

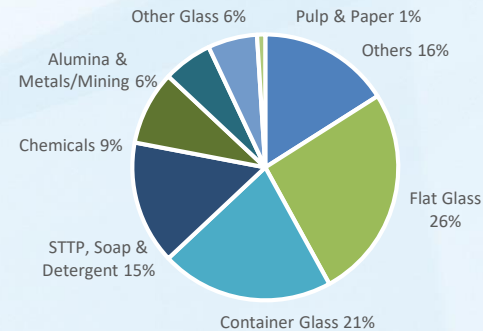
3Q 2017



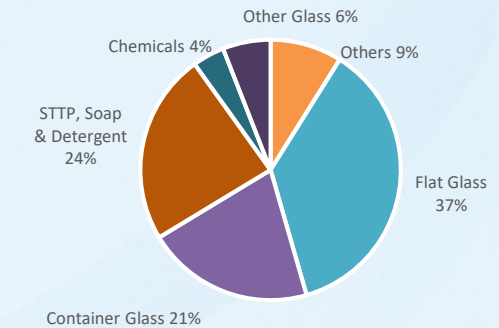
Demand by Segment

3Q 2017

Global



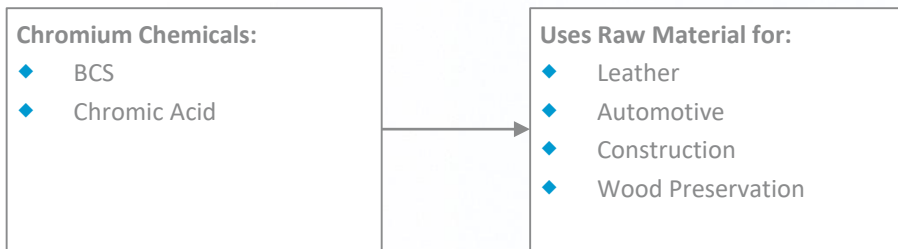
Turkey



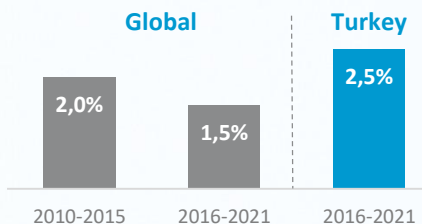
Chromium Market

Industry Dynamics

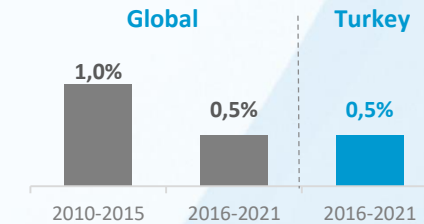
- ◆ 380K tons Basic Chromium Sulphate (“BCS”) global market, 155K tons Chromic Acid global market
- ◆ Demand drivers: leather, automotive, construction, wood preservation
- ◆ Largest consumers are China and Brazil
- ◆ Global capacity utilization of BCS at 57% and Chromic Acid at 64%



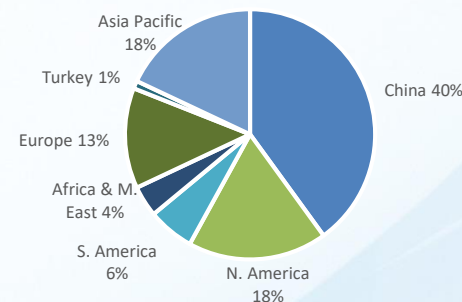
Consumption Growth Chromic Acid



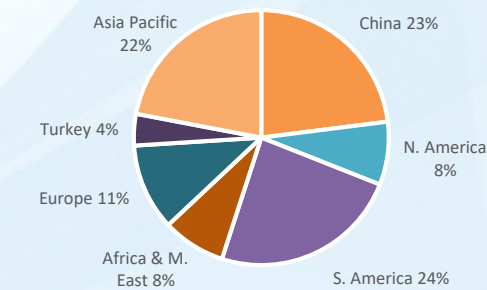
BCS



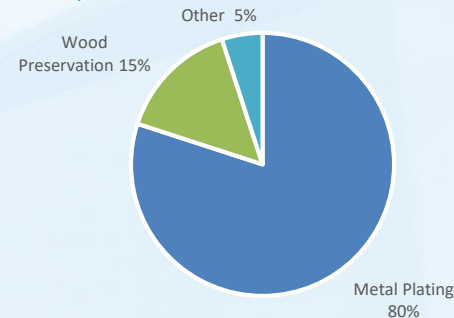
Global Chromic Acid Market 3Q 2017



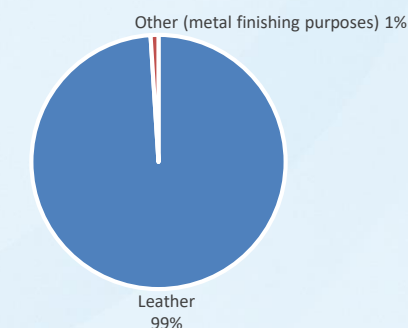
Global BCS Market 3Q 2017



Global Chromic Acid Consumption by Segment 3Q 2017



Global BCS Consumption by Segment 3Q 2017



Appendix

Summary Financials

BALANCE SHEET (TRY mn)	2016 YE	1Q 2017	1H 2017	9M 2017	Change
Total Assets	3.317	3.458	3.470	3.633	5%
Cash & Cash Equivalents	971	908	828	750	-9%
Financial Assets	108	264	262	523	99%
Trade Receivables	412	434	459	459	0%
Inventories	204	170	212	205	-3%
Equity-Pickups	281	319	274	294	7%
Property, plant and equipment	1.209	1.230	1.226	1.241	1%
Intangible assets	17	17	17	28	67%
Tax & Deferred Tax Assets	15	12	11	9	-19%
Other*	99	105	182	124	-32%
Total Liabilities	714	853	730	720	-1%
Interest Bearing Liabilities	293	306	278	319	15%
Trade Payables	236	204	235	231	-2%
Provisions	33	41	40	44	10%
Tax & Deferred Tax Liabilities	30	27	13	20	52%
Other**	122	275	164	107	-35%
Equity	2.603	2.605	2.740	2.913	6%
Equity holders of the parent	2.599	2.600	2.736	2.908	6%
Minority Interest	4	4	5	5	-1%

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

**Other Payables, Deferred Income

Summary Financials

INCOME STATEMENT (TRY mn)	3Q 2016	3Q 2017	Change	9M 2016	9M 2017	Change
Revenue	492	571	16%	1.456	1.694	16%
Cost of Goods Sold	-339	-400	18%	-1.027	-1.163	13%
Gross Profit	153	171	12%	429	531	24%
Research and development	-3	-1	-73%	-6	-2	-63%
Sales and marketing	-24	-37	52%	-70	-111	58%
General and administrative	-13	-18	36%	-52	-59	15%
Other income (expense), net	4	3	-22%	3	3	-15%
Income from Equity Pick-ups	21	20	-3%	53	72	36%
Income/Expense from Investing Activities	1	8	702%	1	3	143%
EBIT	138	147	6%	358	435	22%
EBITDA	162	181	12%	430	536	25%
Financial Expense, net	18	14	-21%	23	55	143%
Income before Tax	156	161	3%	381	491	29%
Tax Expense, net	-23	-21	-8%	-27	-68	153%
Net income	133	139	5%	331	423	28%
<i>Net income after Minority Interest</i>	<i>133</i>	<i>139</i>	<i>5%</i>	<i>198</i>	<i>423</i>	<i>114%</i>
<i>Minority Interest</i>	<i>0,2</i>	<i>0,2</i>	<i>5%</i>	<i>0,4</i>	<i>0,7</i>	<i>83%</i>
Earnings per share (TL):	0,147	0,154	5%	0,367	0,470	28%

Summary Financials

CASH FLOW STATEMENT (TRY mn)	2012	2013	2014	2015	2016	9M 2016	9M 2017
Net Profit	133	208	388	441	577	331	423
Non-cash	83	58	-21	-14	-56	49	46
Operating cash flows provided before changes w/c	216	266	367	427	521	380	470
Change in w/c	-69	-207	149	-24	-12	-94	-34
Cash flows from operating activities	147	59	515	403	509	286	436
Interest paid	-13	-12	-13	-14	-21	-14	-13
Interest received	7	11	20	19	28	20	36
Dividend paid	0	-32	-46	-60	-240	-240	-200
Taxes paid	-27	-32	-55	-80	-58	-36	-74
Capex	-91	-109	-104	-227	-170	-135	-71
Free Cash Flow	23	-115	317	41	48	-120	114
Proceeds from sale of property, plant and equipment	1	0	0	1	0	0	0
Other cash flows from operating activities	-5	-2	-7	-2	-3	-3	-2
Other cash flows from investing activities	9	46	124	67	-5	27	-396
Proceeds from financial liabilities	60	335	45	33	16	8	28
Repayments of financial liabilities	-106	-253	-80	-63	-82	-63	-24
Other cash flows from financing activities	0	3	3	0	-9	-9	-2
FX gain/loss on cash and cash equivalents	-12	42	22	132	147	26	62
Net decrease/increase in cash and cash equivalents	-30	57	424	210	113	-132	-221

ŞİŞECAM GROUP OVERVIEW

29

Şişecam at a Glance

~\$3 Billion
Revenue

4,6 Million Tons
Glass Production

2,3 Million Tons
Soda Production

21.715
Employees

Presence in 13
Countries

5th Flat Glass
Producer
Globally

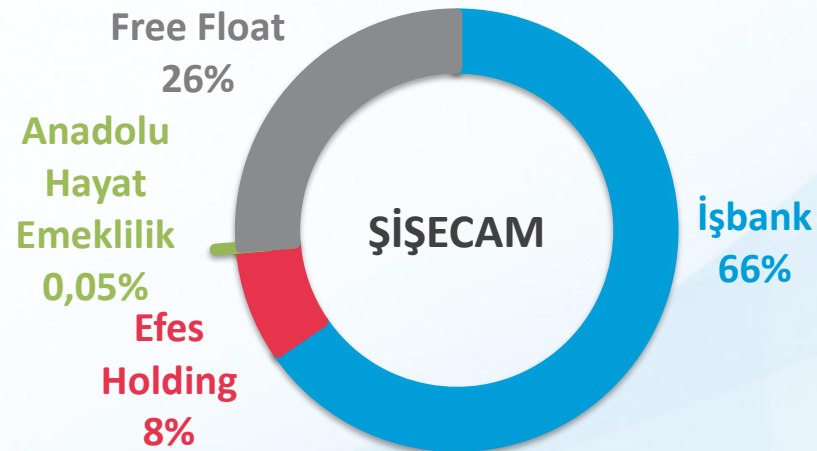
3rd Glassware
Producer
Globally

5th Glass
Packaging
Producer
Globally

10th Soda Ash
Producer
Globally

Leader Producer
in Basic
Chromium
Sulfate Globally

4th Chromic Acid
Producer
Globally



81 year of
corporate history

~140 Export
Countries

44 Production
Plants

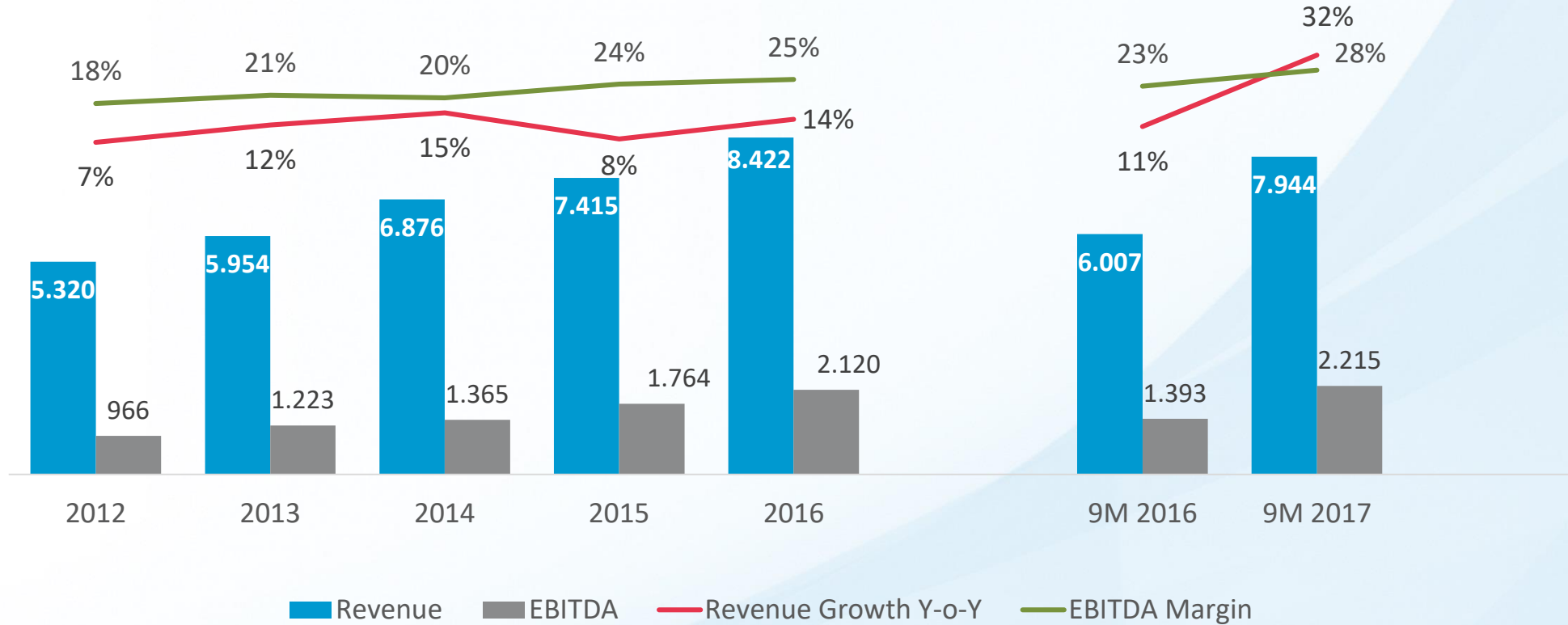
\$2,7 Billion
Market Cap.

Listed Company
since 1986

Key Financial Indicators

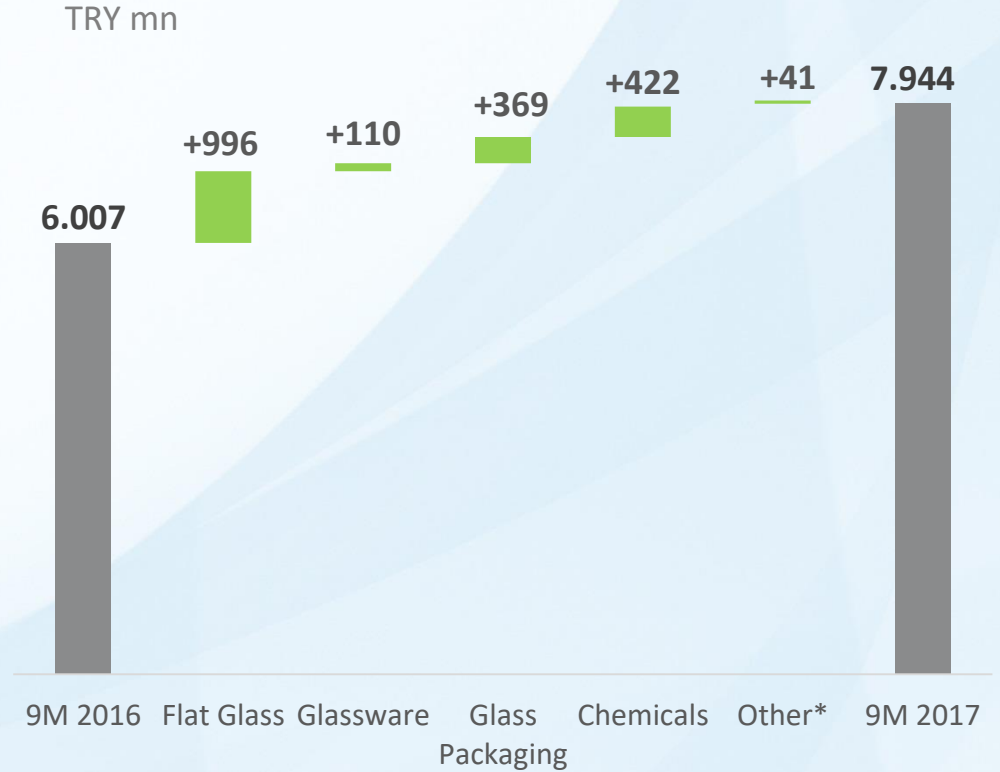
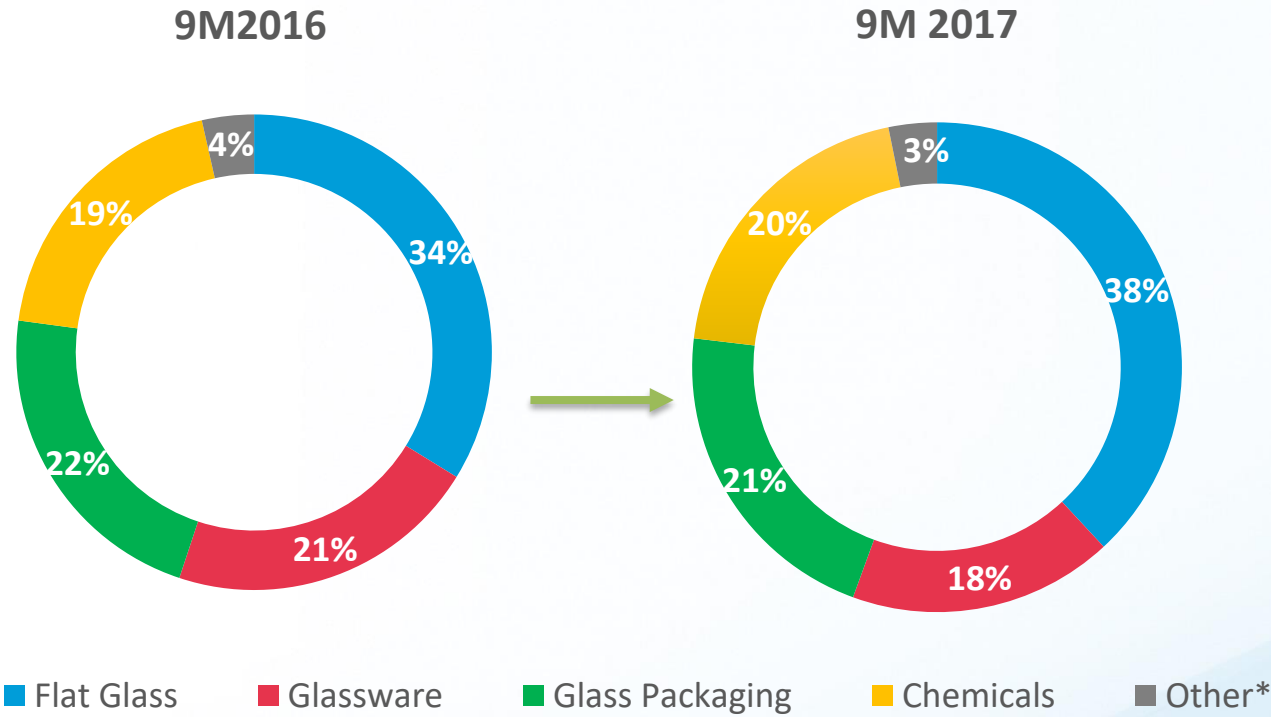
Sustained Growth in Revenue with Improving EBITDA Margin

TRY mn



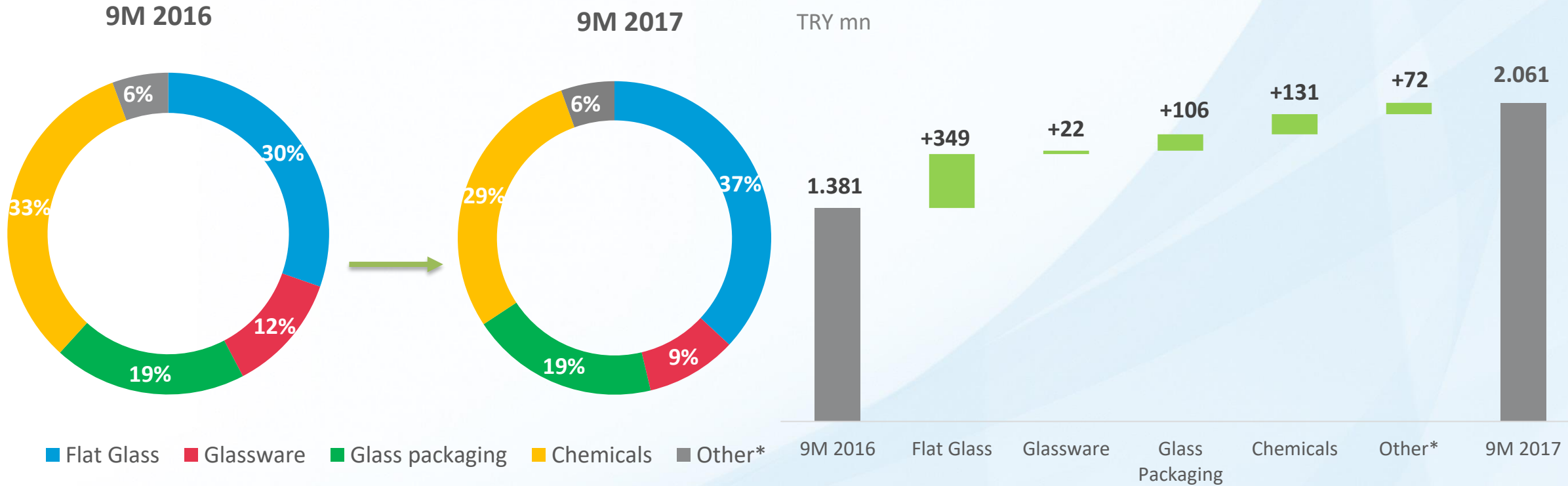
Financial Highlights - Revenue

Segments' Contribution to Revenue



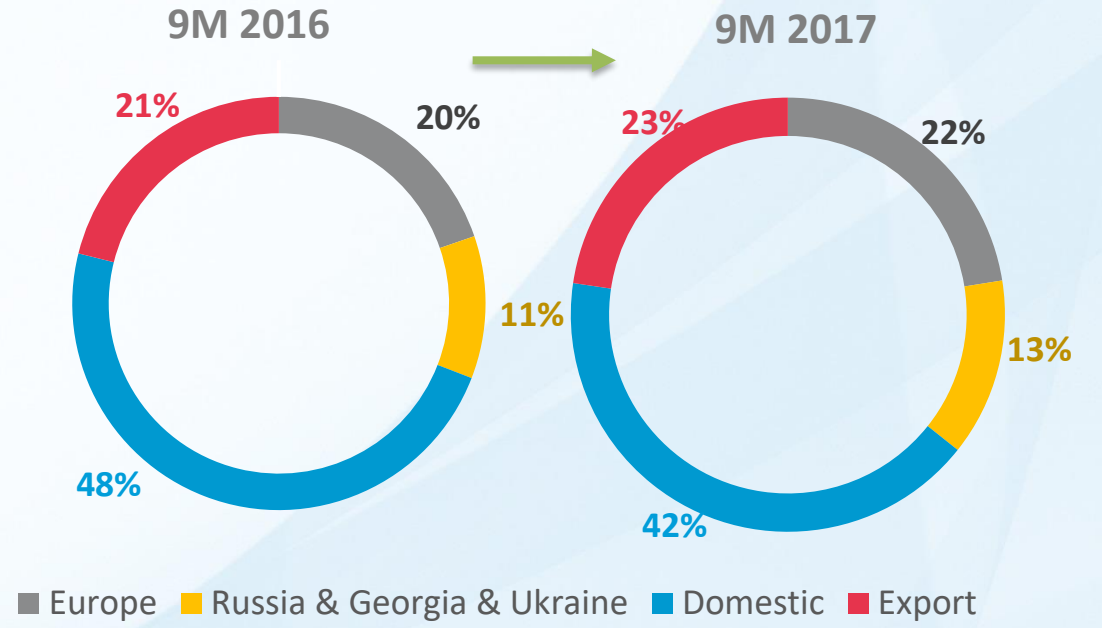
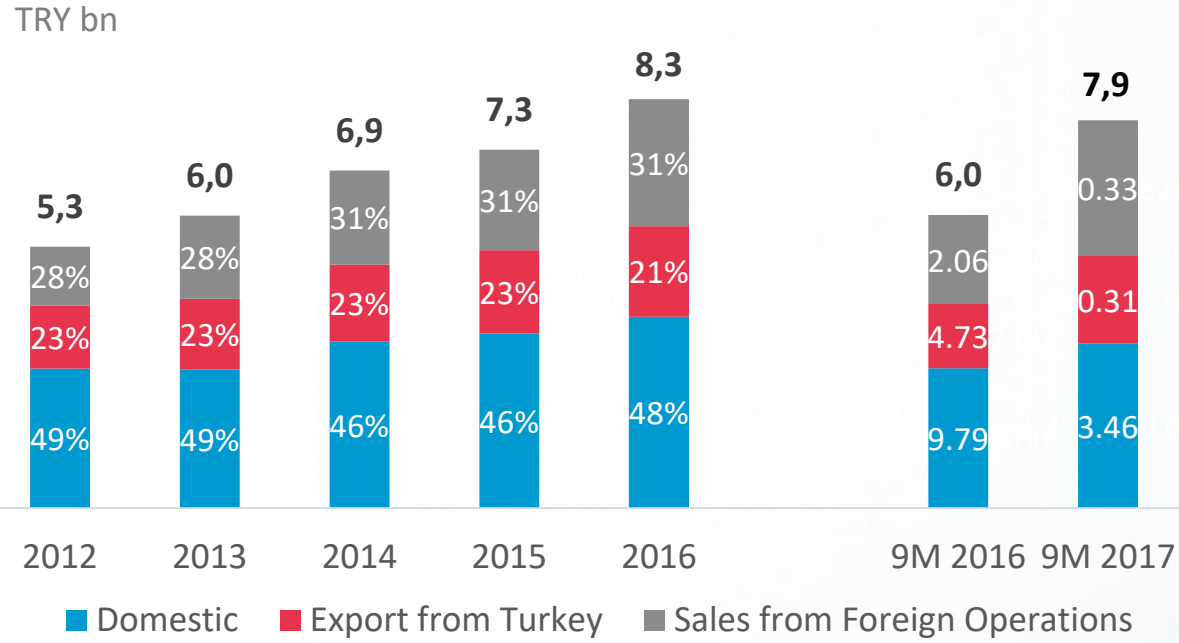
Financial Highlights - EBITDA

Segments' Contribution to EBITDA**



Revenue & Cash Generation

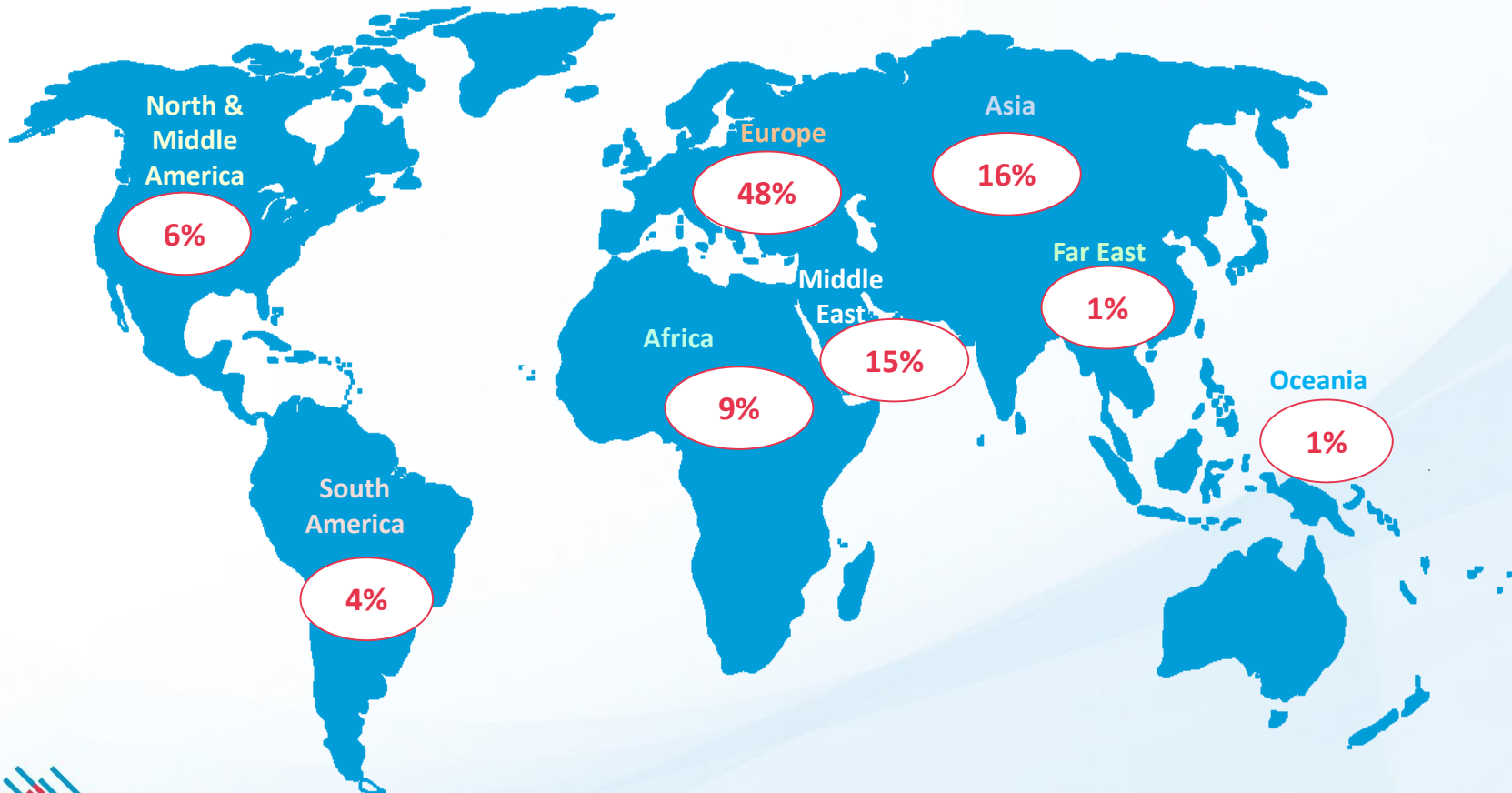
Revenue by Geography



Revenue & Cash Generation

Exports from Turkey

Exports of USD 555 Million in 2017 9M to 140 countries

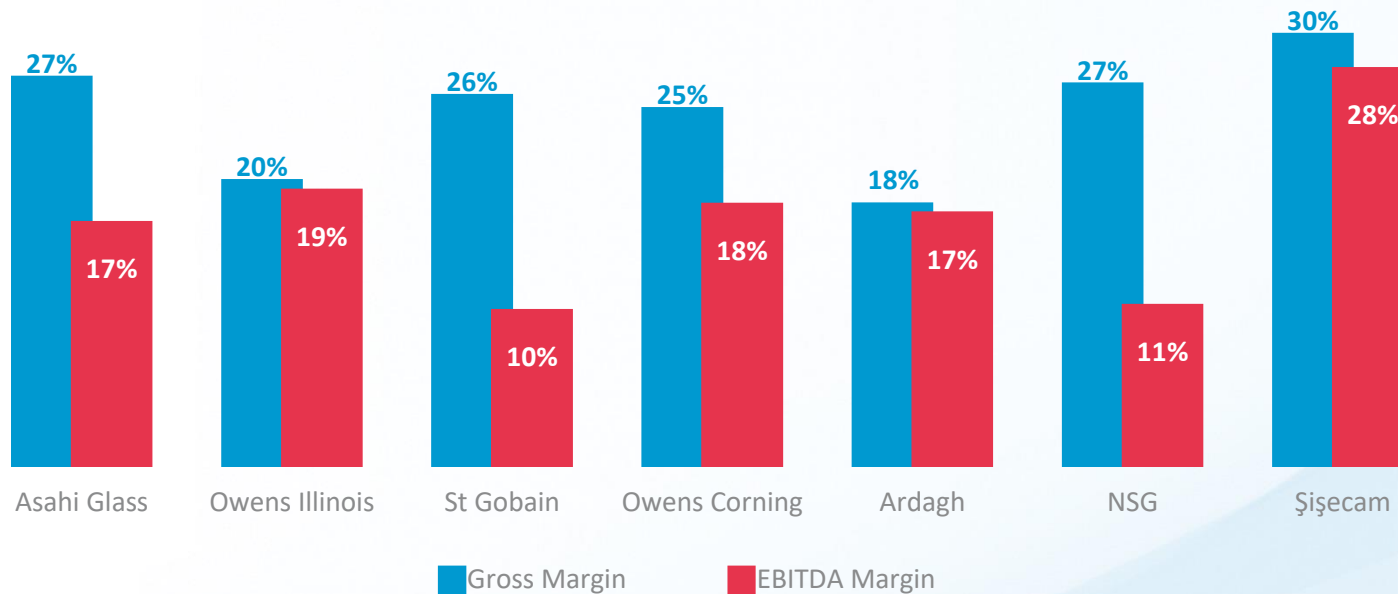


Top 10 Countries

Italy	13%
Egypt	6%
China	5%
USA	4%
UK	4%
France	4%
Bulgaria	4%
Spain	4%
Lebanon	3%
Germany	3%

Global Presence

Strong Global Player with Competitive Profitability



Glass Revenues' Share in Total

Owens Illinois	100%
NSG	100%
Şişecam	77%
Owens Corning	43%
Asahi Glass	51%
Ardagh	39%
St Gobain	26%

Şişecam History

Glassware and container production – Paşabahçe (Modest Growth)

1935-1960

Reaching World glass volumes, Efficient Management Structure Investments Abroad

Investment Structuring

1960-1990

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

Strong Growth

1990's

2000's

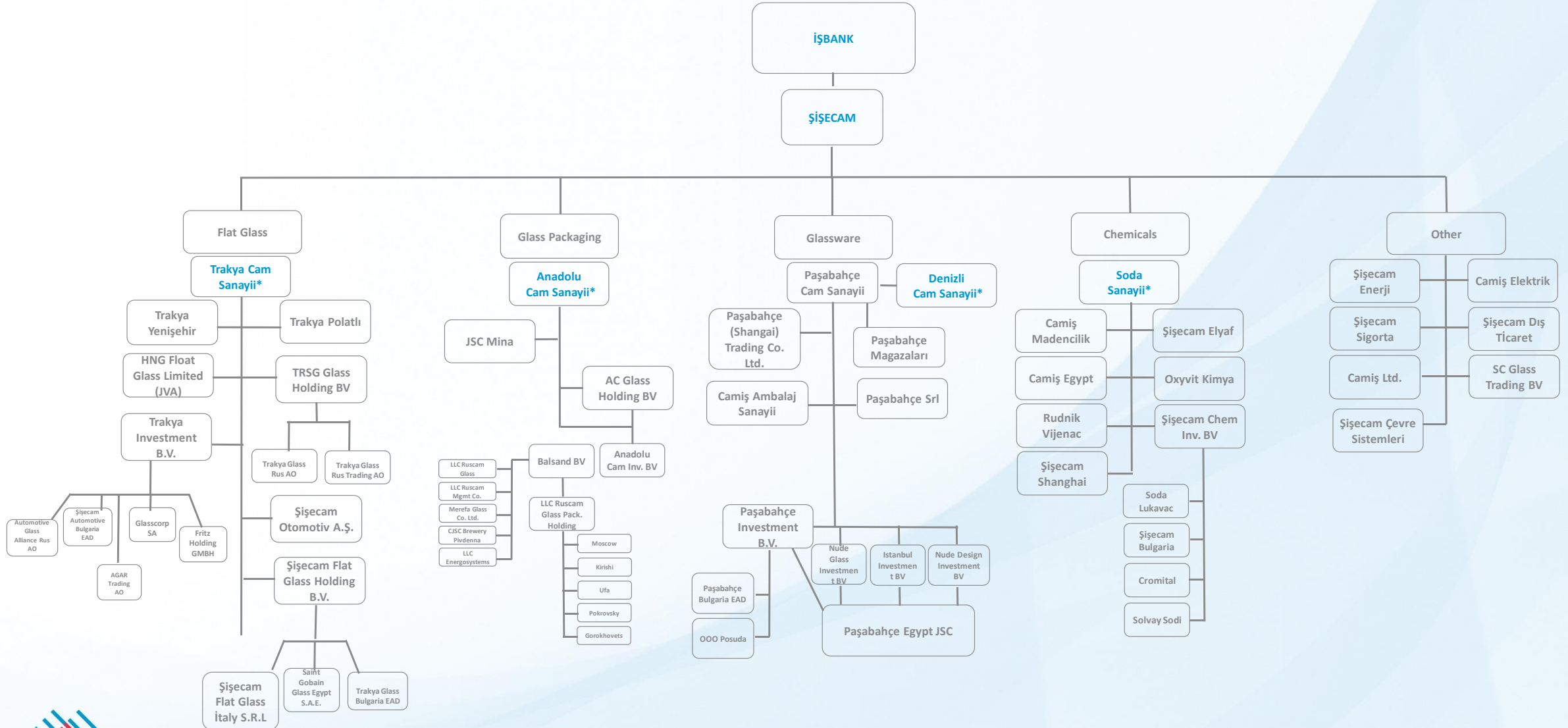
Regional leadership achieved, Higher market share regionally

Global Vision

To Be Among The Top 3 Producers Globally

2014's Onwards

Corporate Structure



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

Camış Ambalaj Sanayii A.Ş.
Tuzla Plant - İstanbul

ŞİŞECAM GLASS PACKAGING

Anadolu Cam Sanayi A.Ş.
Mersin Plant

Anadolu Cam Yenişehir Sanayi A.Ş.
Yenişehir Plant - Bursa

Anadolu Cam Eskişehir Sanayi A.Ş.
Eskişehir Plant

ŞİŞECAM CHEMICALS

Soda Sanayi A.Ş.
Soda Plant - Mersin

Kromsan Krom Bileşikleri Plant - Mersin

Camış 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



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	Ba1	Stable
S&P	LT FCY Rating	BB	Negative

Corporate Governance

Corporate Governance Rating of Sisecam was revised to **9,44** from **9,35** in December 2016.

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

Energy Consumption Values by Source (GJ)

	Natural Gas	LPG	Electricity	Anthracite	Other	TOTAL
2013	46,871,900	42,000	3,934,600	3,348,800	36,500	54,233,800
2014	48,940,700	39,700	4,010,600	3,267,300	19,400	56,277,700
2015	46,429,900	44,700	3,863,600	3,203,100	69,200	53,610,400
2016	46,943,100	27,700	3,917,700	4,497,700	77,200	55,463,400



Sustainable Energy Measurement and Tracking System

By means of the on line energy monitoring system (SEOIS), which was established in line with our global targets, main energy consumption items at 16 facilities instantaneously monitored and facilities can be compared based on the energy consumption at Headquarters. With the instant measurements, a significant database is generated in relation to energy consumption which allows on line system failures and/or low performance monitoring and requesting immediate remediation to ensure optimum performance and productivity.



ORC Waste Heat Recovery

"Organic Rankine Cycle (ORC) Waste Heat Recovery (WHR)" technology was approved as the most suitable waste heat recovery technologies and it was decided to be implemented in 3 plants with glass melting processes.

Trakya Glass Mersin ORC waste heat recovery (WHR) facility, which has the highest energy recovery potential, was completed in 2016. In December 2016, the preliminary tests of the plants were performed with a potential of 4.2 MWh electricity generation. The maximum electricity production capacity of this facility is 4.82 MWh. With the waste heat recovery implemented at the factories, the electricity demand supplied from grid will be reduced by around 35-40% annually. ORC WHR at its maximum capacity results in a 16,500 tons of CO₂ annual reduction.

Alforestation - Areas between five to ten acres within the sites of the Group's facilities are set aside as forest area while Şişecam Memorial Forests are also brought to life in all regions where the Group conducts operations. To this end, Camiş Madencilik A.Ş. boasts a Şişecam Memorial Forest that has reached 1,489 acres (368 dunams) in a culmination of forestation efforts initiated in 2000 in the Yalılık area, where its pit and facilities are located. Thanks to its sapling planting activities launched in Cankurtaran region, Denizli Cam Sanayii ve Ticaret A.Ş. created a mini forest with grown trees on an area of 12 acres (three dunams). There are approximately 6,500 trees and saplings on the plant site, nearly 50% of which is wooded area. Soda Sanayii A.Ş. initiated planting activities in 2006 in the Mersin region. Efforts to set aside forest areas and plant trees continue to be carried out every year. During the 11th Tree Planting Festival in 2016, 3 thousand saplings were planted by the families of employees and retirees. Some 37 thousand trees have been planted since the festival commenced.



"Green Point Industry Award" for Glass and Glass Again

Şişecam Group was deemed worthy of the Green Point Industry Award, organized by ÇEVKO Foundation for the third time this year, in the category of "Environment Themed Social Responsibility Practices" for the studies conducted with "Glass and Glass Again" project.

Şişecam Group provides Education Incentive Scholarships to its employees and their children who attend school. Under this program, Şişecam awarded scholarships totaling TRY 3,678,742 to staff and their children in 2016.

Şişecam Group Çayrova Sports Club - The Çayrova Sports Club was originally founded by Şişecam under the name Çayrova Sailing Sports Club with the objective of attracting young people to sports and contributing to the physical and moral development of youth through sports activities. After having started operations at the Çayrova Sports Facilities complex in 1982, it obtained federated club status from the General Directorate of Youth and Sport in 1984.



Glass and Glass Again on Social Media!

Facebook and Instagram accounts of Glass and Glass Again were opened in the reporting period. Information regarding communication activities are shared and questions of followers regarding recycling are answered through the social media accounts, where we also provide information regarding glass recycling.
Instagram /CamYenidenCamProjesi Facebook /camyenidencam

Project for the Protection of Kazanlı Sea Turtle Population- The Kazanlı coast in Mersin province stands out as one of the world's most important spawning areas of endangered sea turtle species. Under the Project for the Investigation, Examination and Protection of the Populations of Kazanlı Sea Turtles in Mersin Province, ongoing since 2007 in cooperation with Soda Sanayii A.Ş. and Mersin University, protection is provided for the nesting sites of the endangered species "Caretta Caretta" and "Chelonia Mydas" turtles. Thanks to this since 2007, with 1,705 sea turtle nests recorded in 2016 - an all-time high. In addition, as part of the efforts to raise awareness, the Company educated the local population on the subject while carrying out initiatives to protect the endangered sea turtles.



Şişecam Group listed on the "BIST Sustainability Index" of Istanbul Stock Exchange

Şişecam Group is listed on the "BIST Sustainability Index", which includes companies traded on Istanbul Stock Exchange with a high sustainability performance and is aimed at enhancing sustainability understanding, knowledge and practices among Istanbul Stock Exchange companies in Turkey.



As Şişecam Group, we have been participating in CDP Climate Change program since 2011 and CDP Supply Chain program since 2012. Şişecam was one of the 50 companies joining the platform from Turkey in 2016.

Disclaimer

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FX Rates

	2012	2013	2014	2015	2016	9M2016	9M2017
USD/TL							
Period End	1,78	2,13	2,32	2,91	3,52	3,00	3,55
Period Average	1,79	1,90	2,19	2,72	3,02	2,93	3,59
EUR/TL							
Period End	2,35	2,94	2,82	3,18	3,71	3,36	4,19
Period Average	2,30	2,53	2,90	3,02	3,34	3,27	4,00

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