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3Q 2018

SODA SANAYİİ

Investor Presentation

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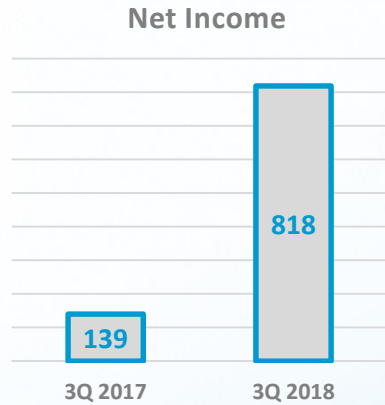
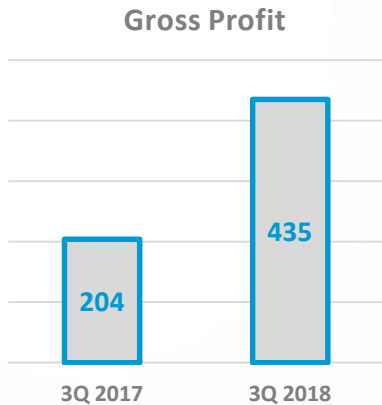
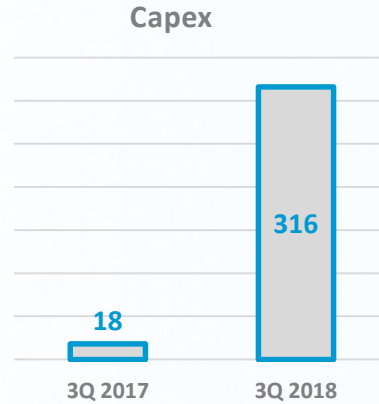
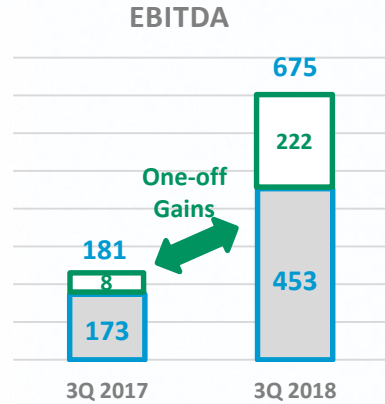
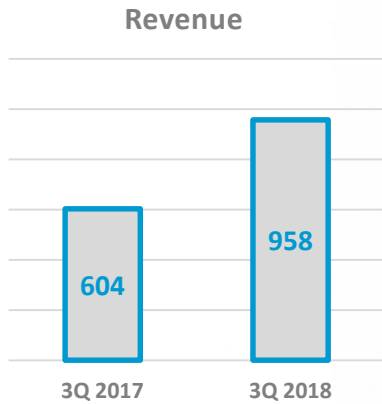
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# SODA SANAYİİ A.Ş. OPERATIONAL RESULTS & FINANCIAL PERFORMANCE

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# Key Financial Indicators

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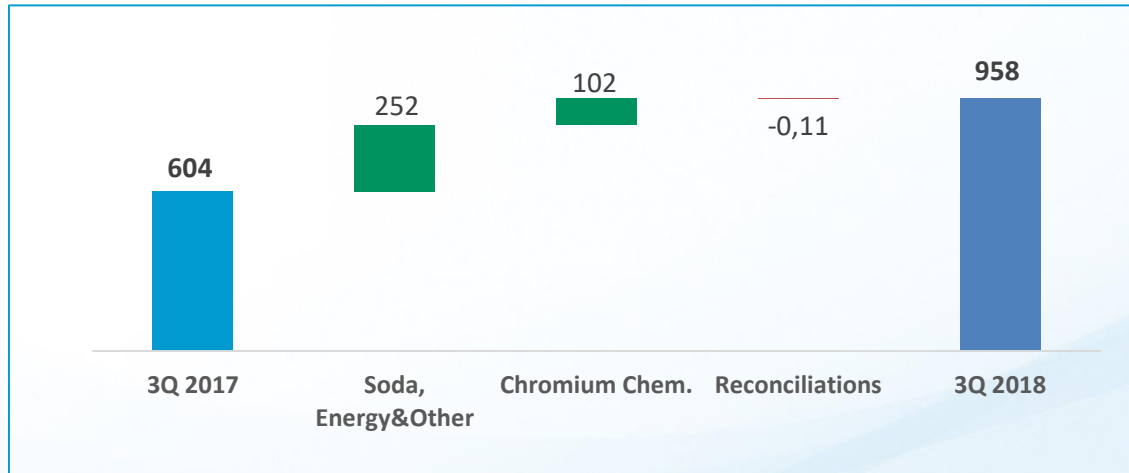
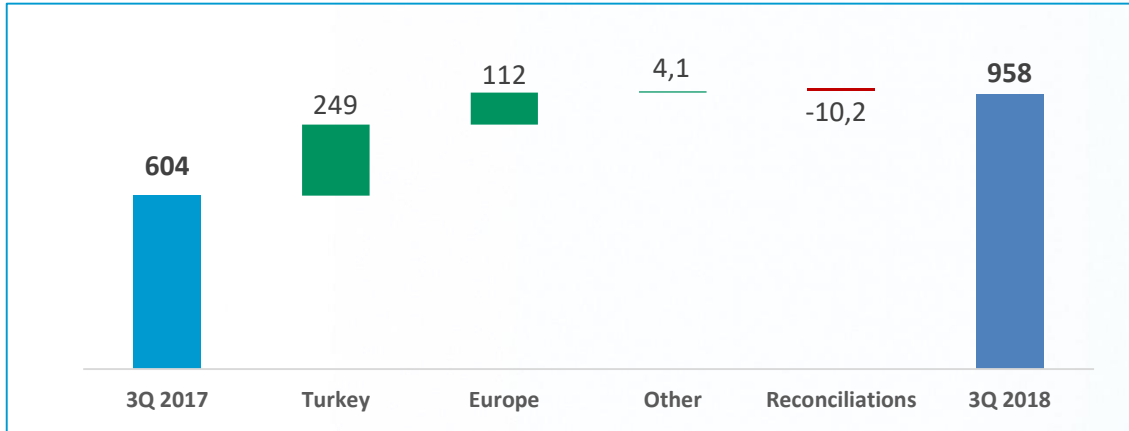
## 3Q 2018 Highlights

- YoY change in consolidated sales volume a) up by 2% in soda chemicals b) down by 4% in chromium chemicals due to change in sales mix
- 21% rise in USD in chromium chemicals products' average per ton prices
- 22%-78% split between domestic and international revenues
- 11% share of intra-group revenues in consolidated topline
- Strong topline growth and a high level of profitability thanks to operational efficiency investments with full capacity utilization in both business segments
- Modernization, energy saving and raw material supply investments continued in line with the sustainable growth strategy in place
- Glass fiber investment continued at full speed
- USD 1,1bn Market capitalization as of October 24th and 3-month average daily trading volume of 7,8mn shares

# Key Financial Indicators

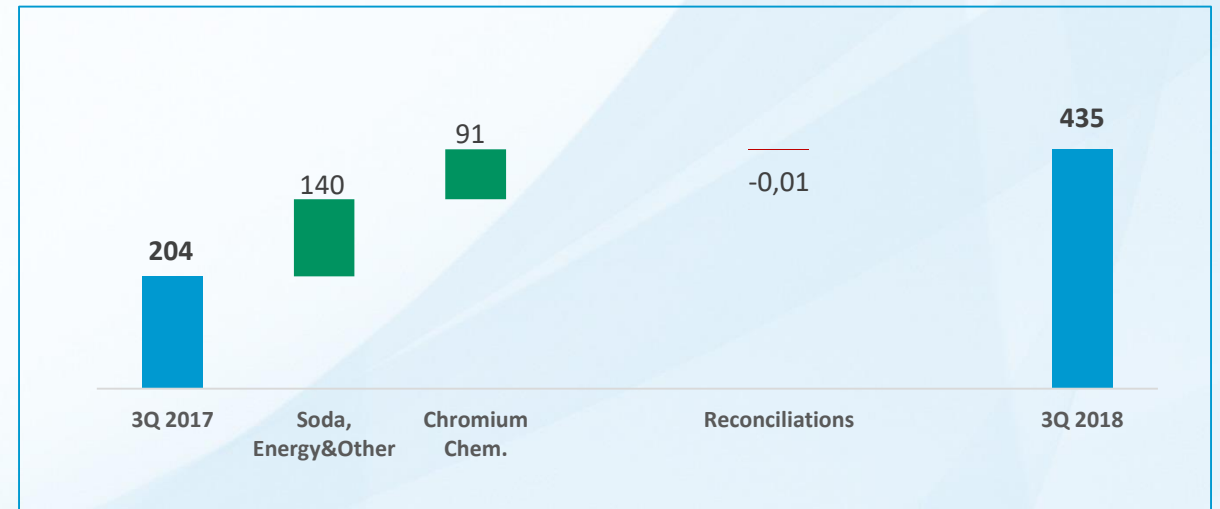
## Revenue Contributions by Geography & Business Segments

TRY mn



## Gross Profit Contributions by Business Segments

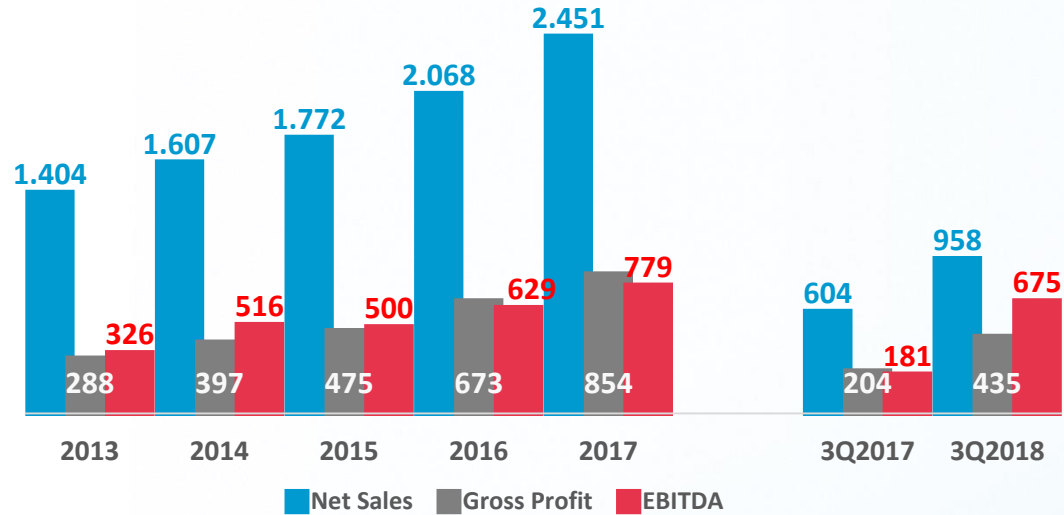
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# Soda Sanayii – Financial Results

## Consolidated Financial Results

TRY mn



Gross Margin

2013	2014	2015	2016	2017	3Q2017	3Q2018
21%	25%	27%	33%	35%	34%	45%

EBIT Margin

2013	2014	2015	2016	2017	3Q2017	3Q2018
17%	26%	23%	26%	26%	24%	66%

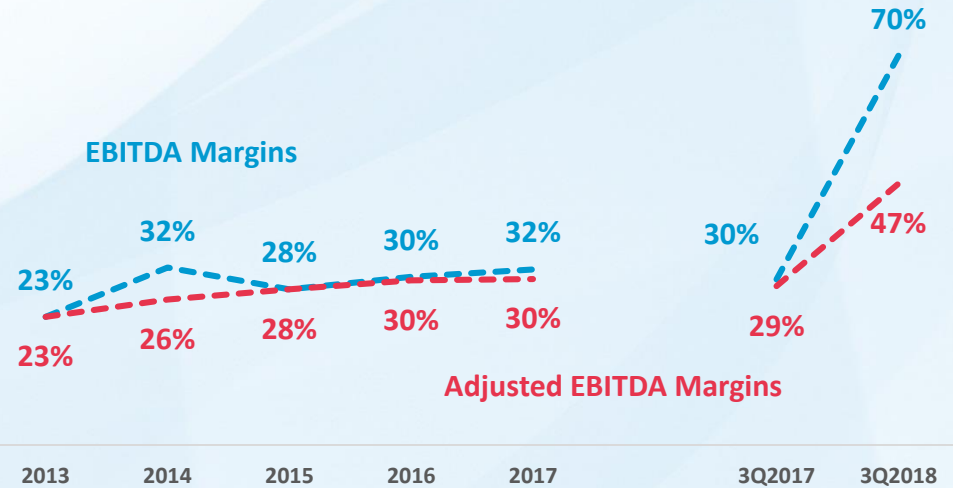
EBITDA Margin

2013	2014	2015	2016	2017	3Q2017	3Q2018
23%	32%	28%	30%	32%	30%	70%

## EBITDA Margins Adjusted to One-off Gains

Adjustments;

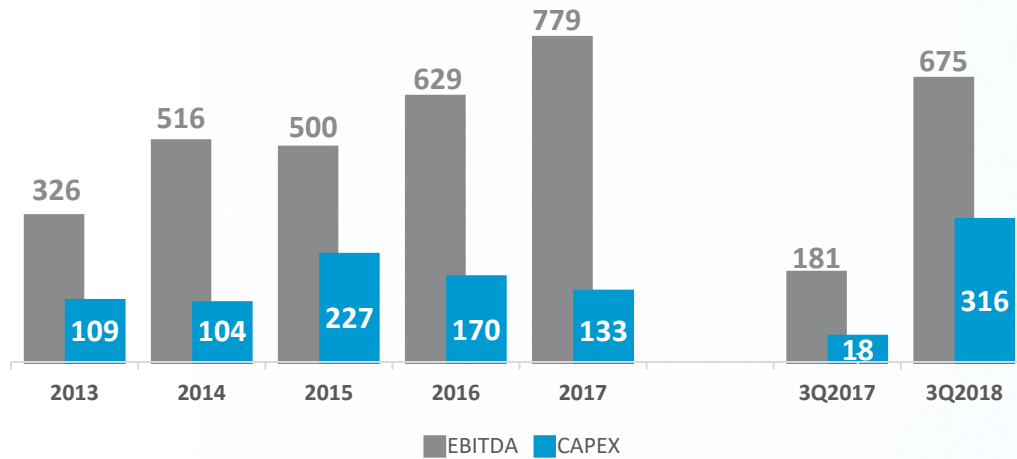
- 2014: TRY 92,7mn (sale of two subsidiaries; Dost Gaz & Asmaş and Paşabahçe shares)
- 2015: TRY 0,4mn (sale of Denizli Cam shares)
- 2016: TRY 13,5mn (Revaluation gain on Eurobond investments)
- 2017: TRY 43mn (Revaluation gain on Eurobond investments)
- 3Q2017: TRY 8 mn (Revaluation gain on Eurobond investments)
- 3Q2018: TRY 222mn (Revaluation gain on Eurobond investments)



# Soda Sanayii – Financial Results

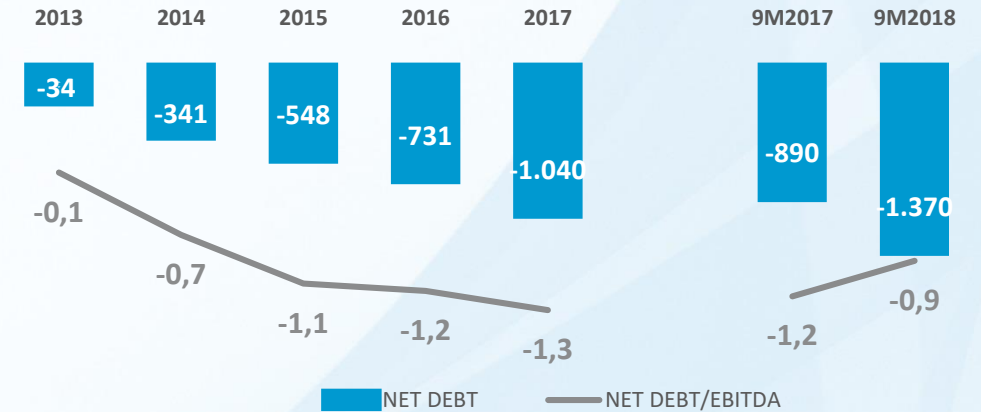
## Consolidated EBITDA & CAPEX

TRY mn

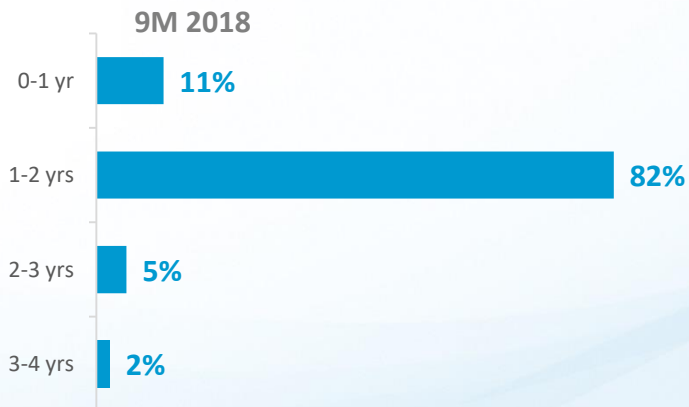


## Consolidated EBITDA & NET DEBT

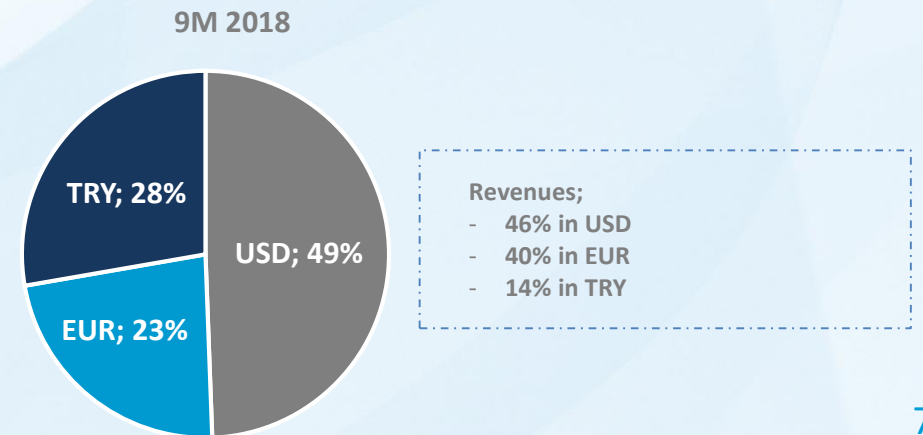
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## Maturity Breakdown of Debt



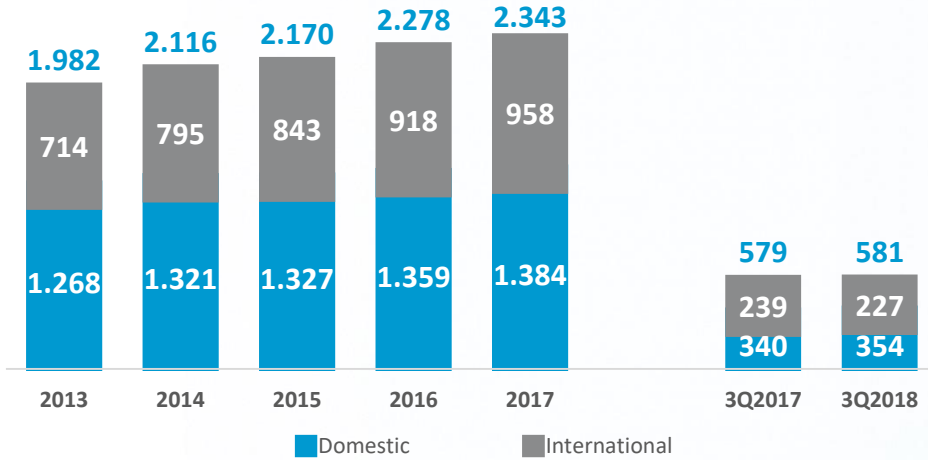
## Currency Breakdown of Debt



# Soda Sanayii – Operational Results

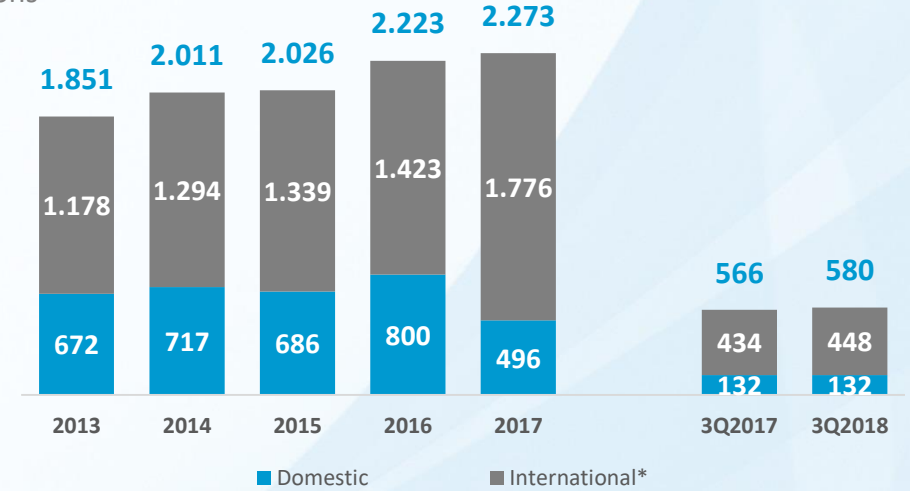
## Soda Production Breakdown

K Tons



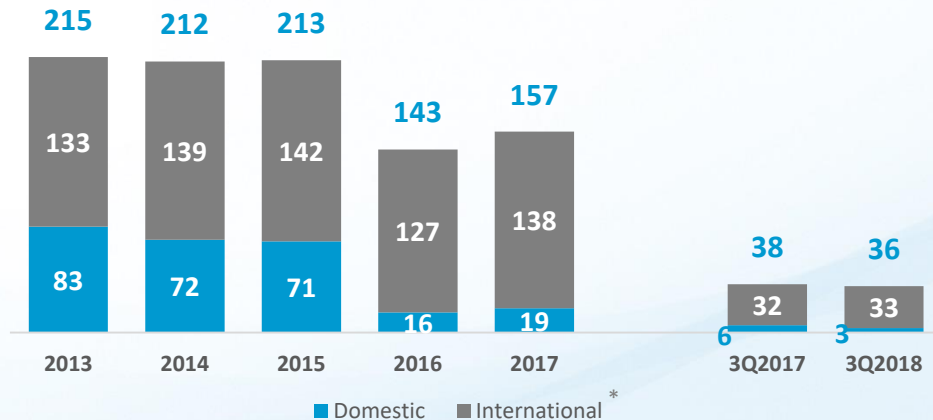
## Soda Sales Breakdown

K Tons



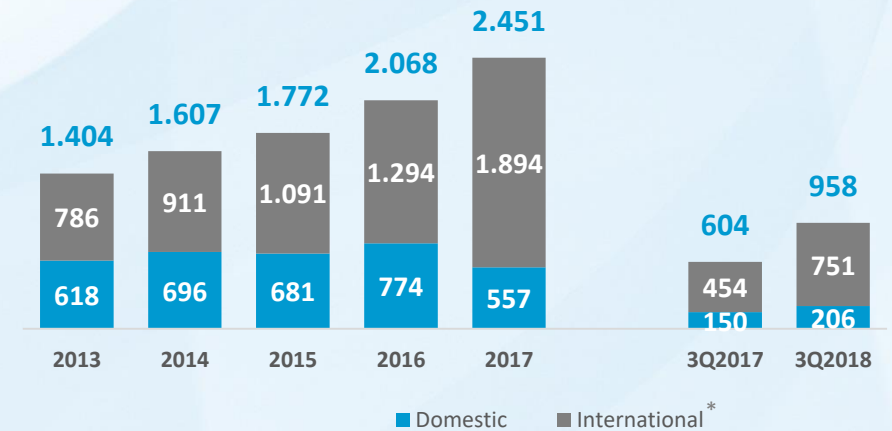
## Chromium Chemicals Sales Breakdown

K Tons



## Soda Sanayii Consolidated Revenues Breakdown

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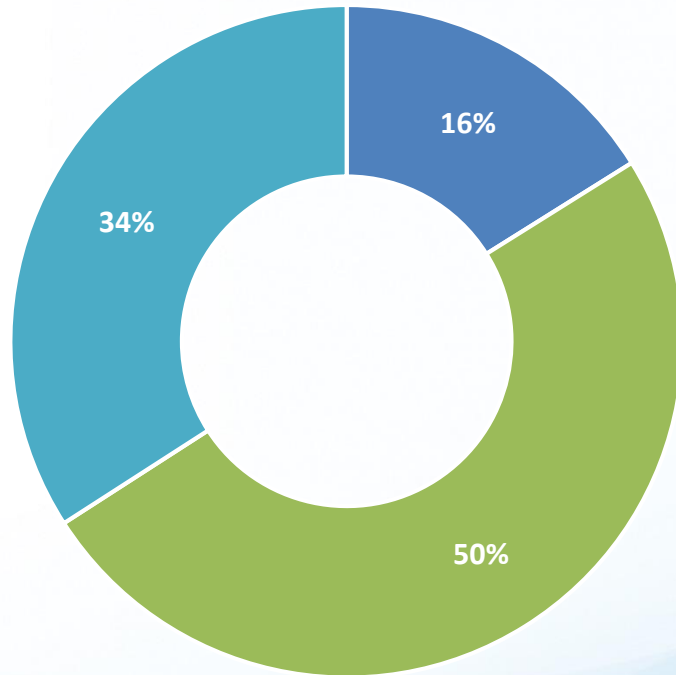




# Soda Sanayii – Soda Sales Breakdown

by Geography (in volume terms)\*

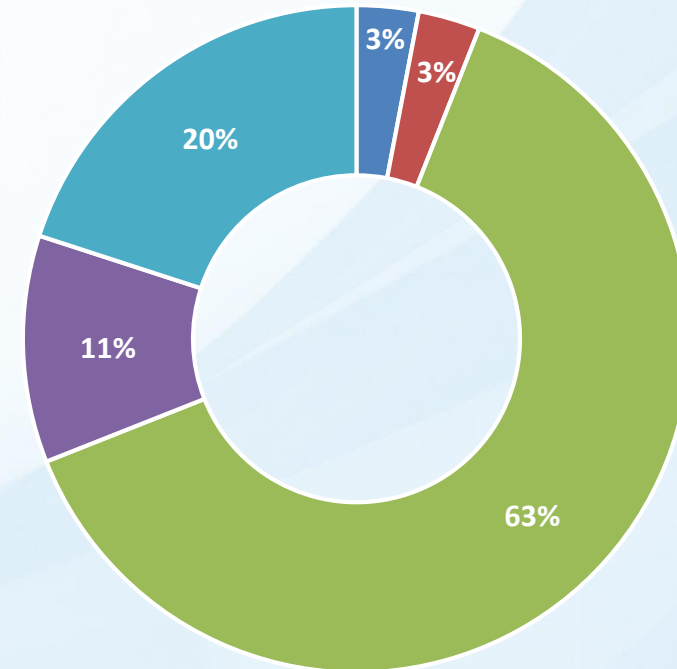
3Q 2018



■ Domestic ■ Europe ■ Rest Of the World

by Segment (in volume terms)

3Q 2018

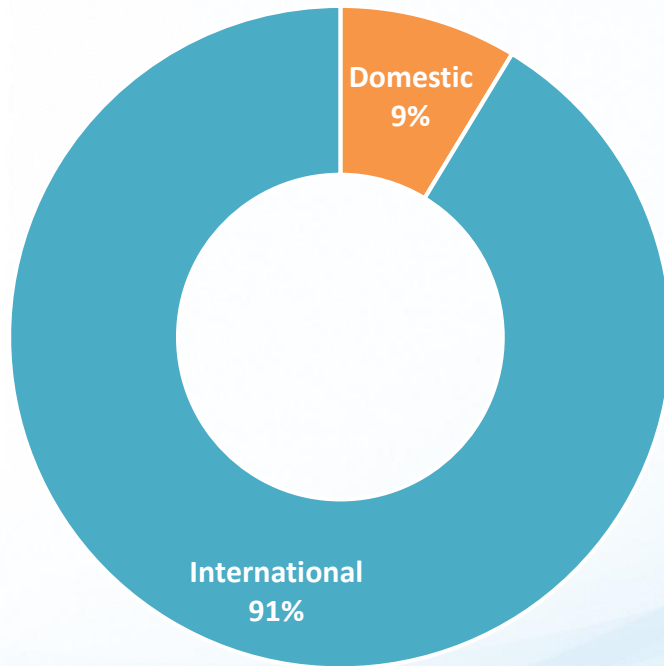


■ Textile ■ Chemicals ■ Glass ■ Detergent ■ Others

# Soda Sanayii – Chromium Sales Breakdown

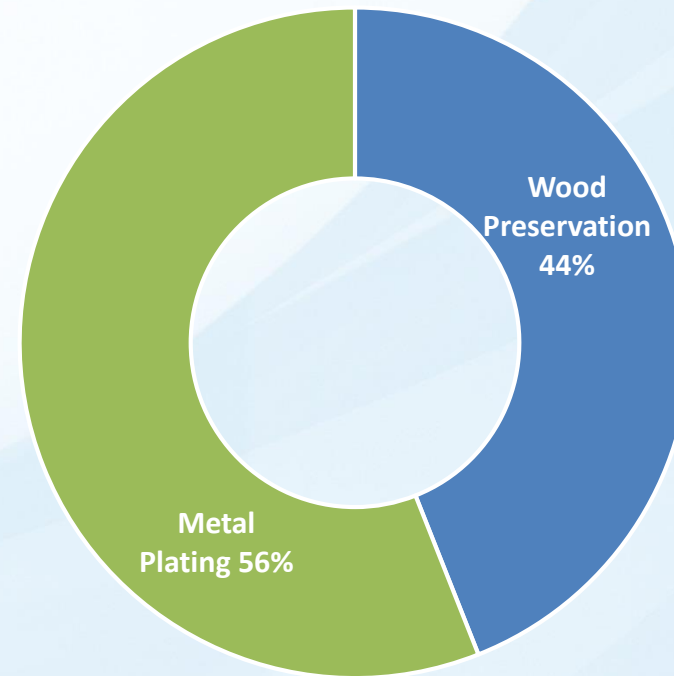
by Geography (in value terms)

3Q 2018



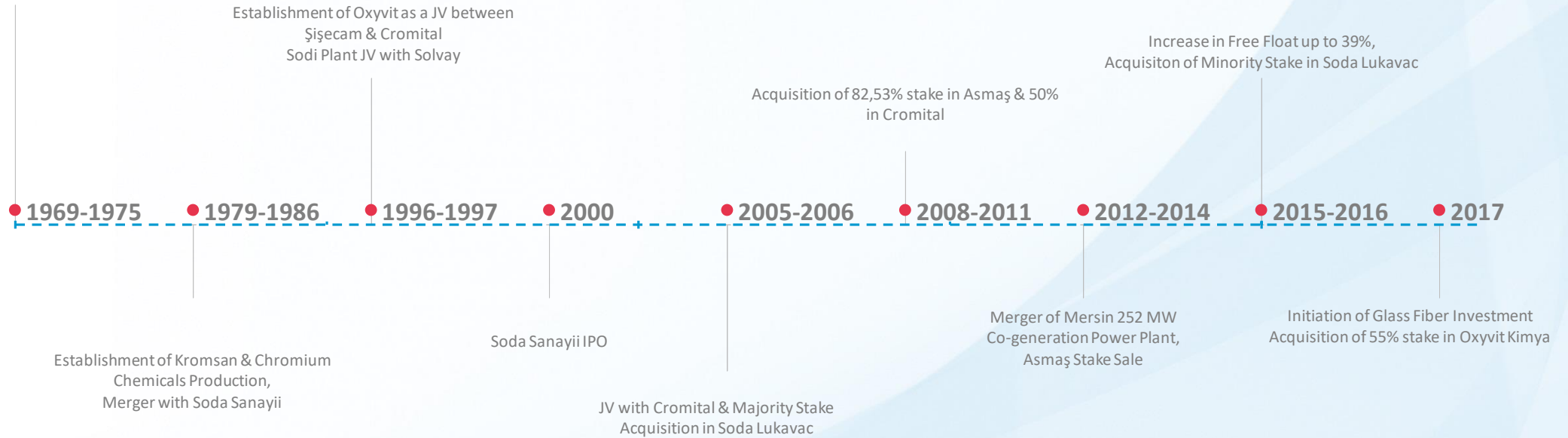
Chromic Acid Sales by Segment (in volume terms)

3Q 2018

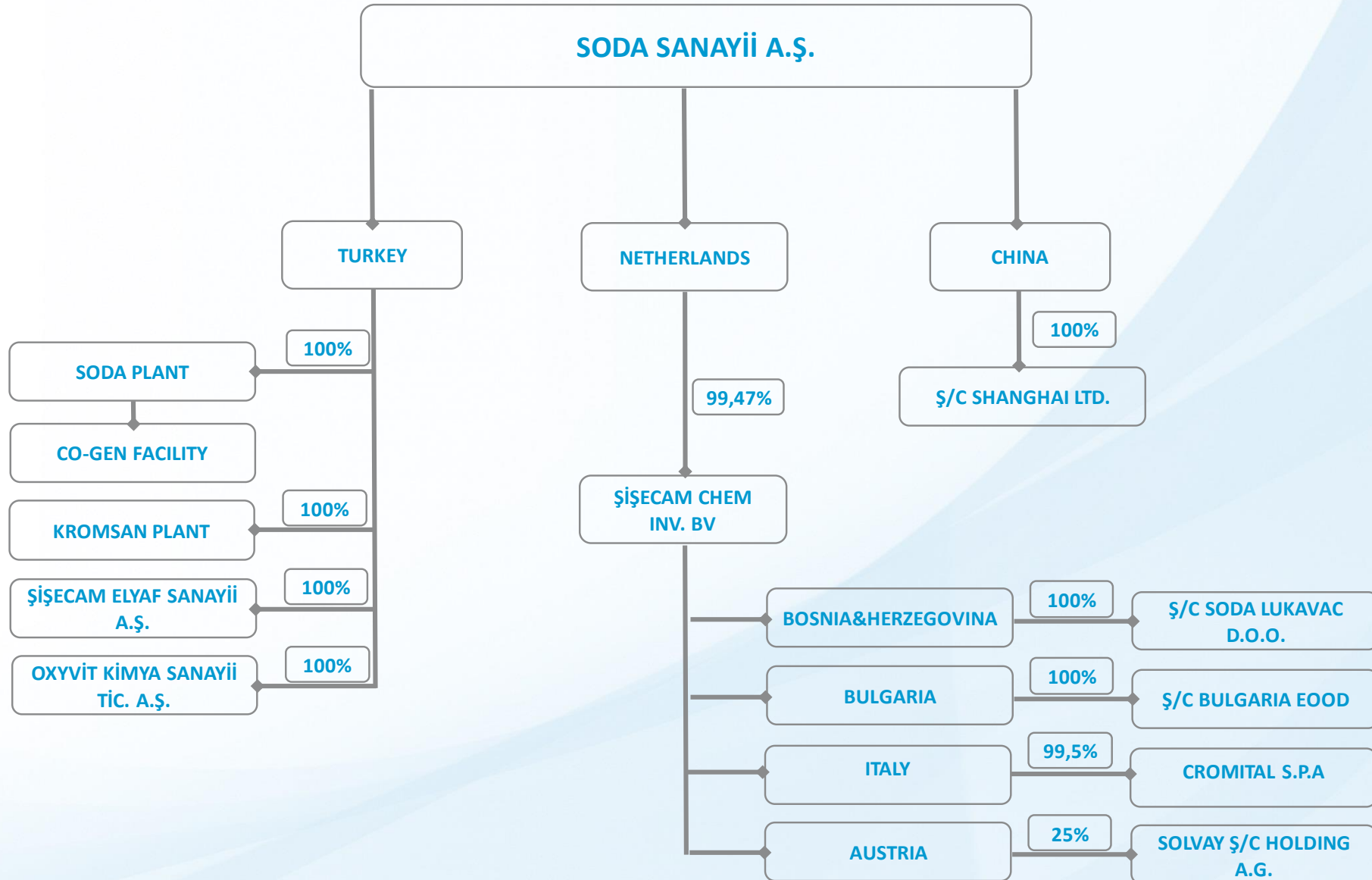


# Soda Sanayii History

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
- ◆ Support profitability by cost optimization and operational efficiency.
- ◆ Increase competitive power
- ◆ Continue to expand geographically
- ◆ Create synergies from acquisitions and strategic partnerships
- ◆ 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/SodaSan\\_SR2017\\_ENG\\_13082018.pdf](http://www.sisecamkimyasallar.com/sites/catalogs/en/Documents/surdurulebilirlik-raporlari/SodaSan_SR2017_ENG_13082018.pdf)

# 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

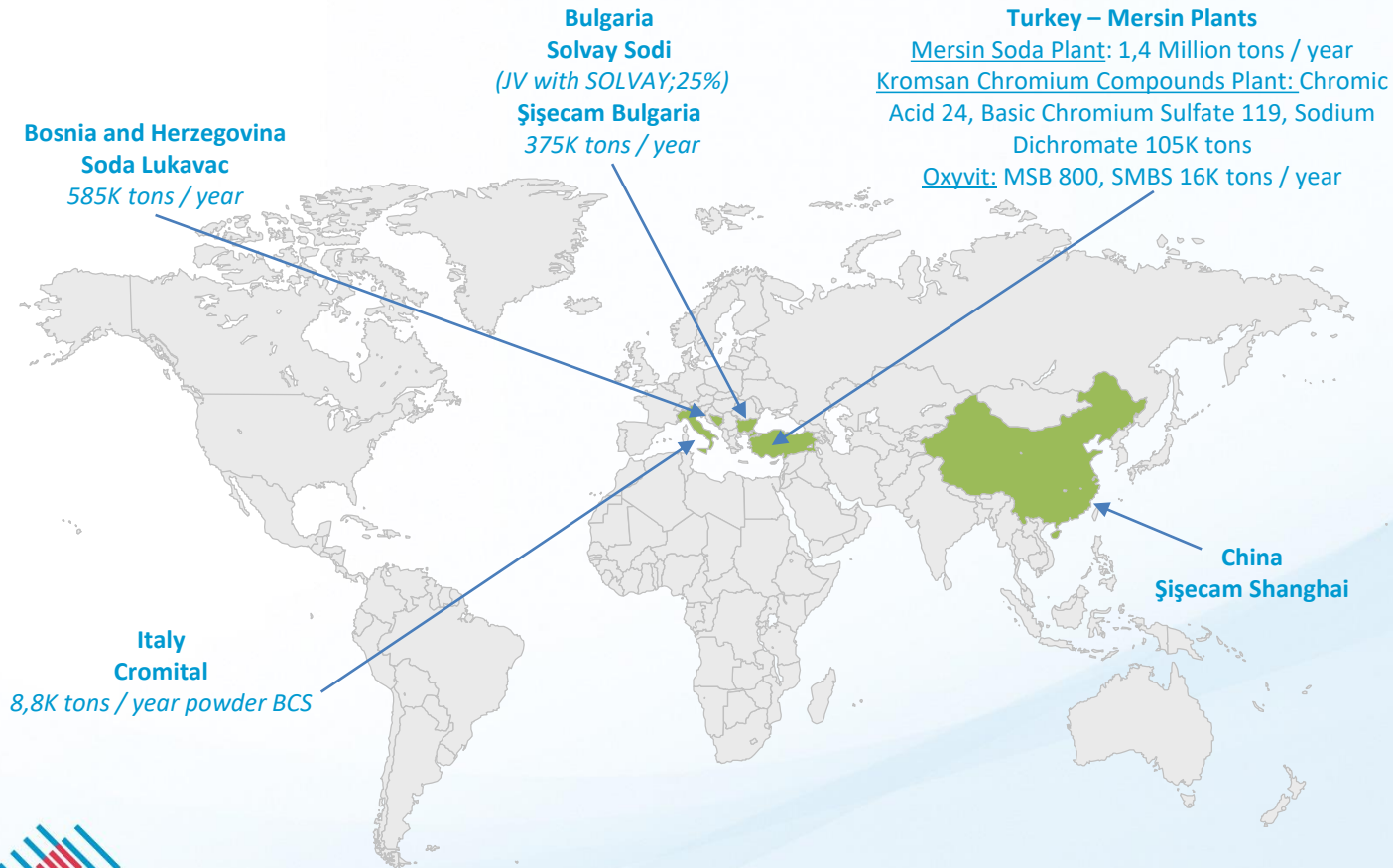
# CHEMICALS BUSINESS SEGMENT OVERVIEW

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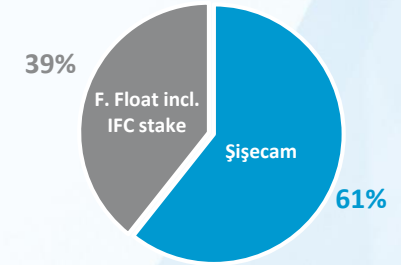
# Chemicals – Soda Sanayii

## Operations & Global Presence

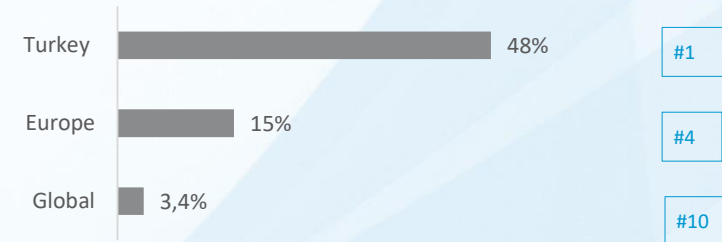
Soda Sanayii, being the flagship company of Şişecam Chemicals, is a leading soda and chromium chemicals producer operational in 5 different facilities incl. Sodi JV and exporting products to 85 countries around the World



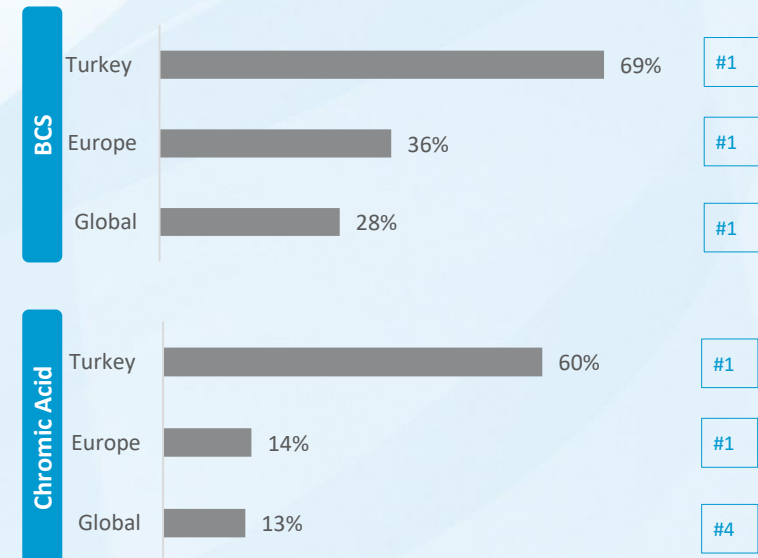
## SHAREHOLDERS



## Soda Ash Market Shares



## Chromium Market Shares

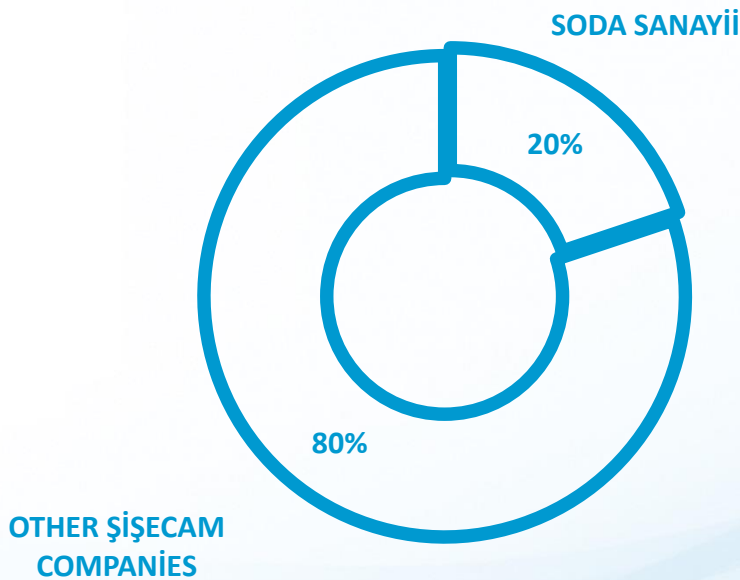




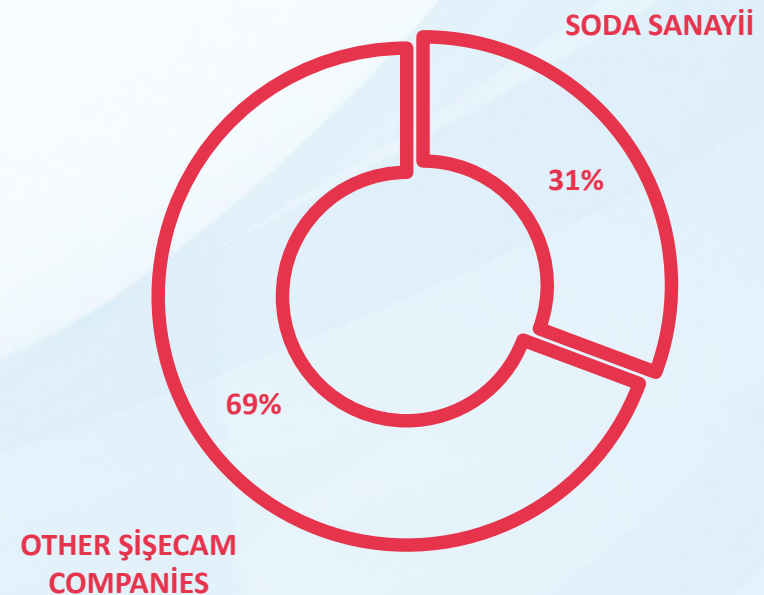
# Chemicals – Soda Sanayii

In 3Q 2018, Chemicals Segment accounted for 22% of Şişecam revenues and 33% of its adjusted EBITDA. Soda Sanayii's contribution to Şişecam revenues with its non-group sales was 20%, while its adjusted EBITDA accounted for 31% of the group's consolidated and adjusted EBITDA figure.

Contribution to Şişecam Consolidated Revenues  
3Q 2018



Contribution to Şişecam Consolidated EBITDA  
3Q 2018



# Soda Ash Market

## Industry Dynamics

- ◆ 57,7 Million tons production / demand globally as of 2017
- ◆ 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%

### Soda Ash:

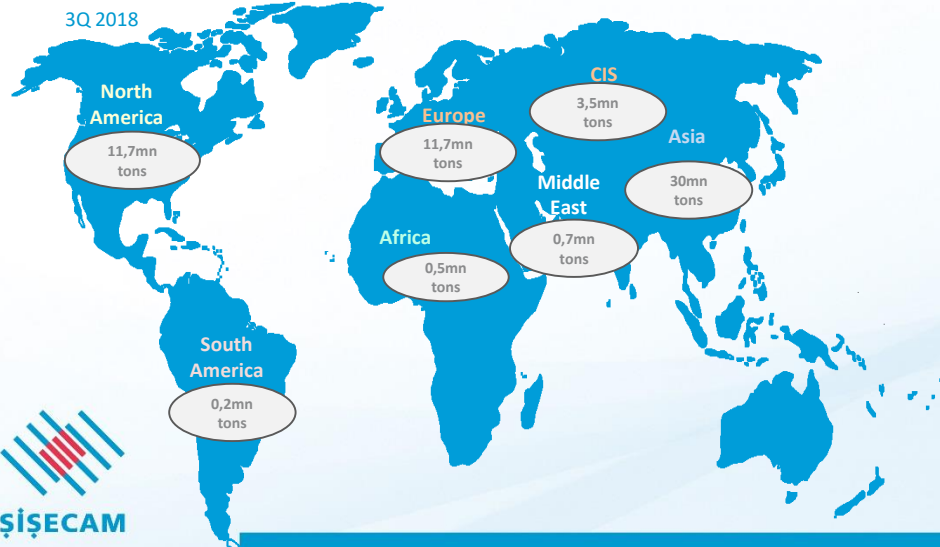
- ◆ Dense Soda Ash
- ◆ Light Soda Ash
- ◆ Sodium Bicarbonate

### Uses Raw Material for:

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

## Regional Breakdown of Global Soda Ash Production Capacity

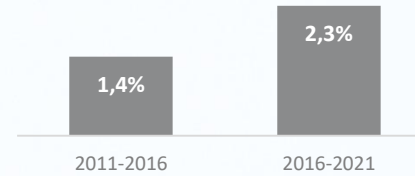
3Q 2018



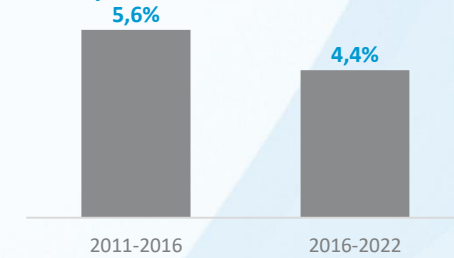
## Consumption Growth

CAGR

### Global

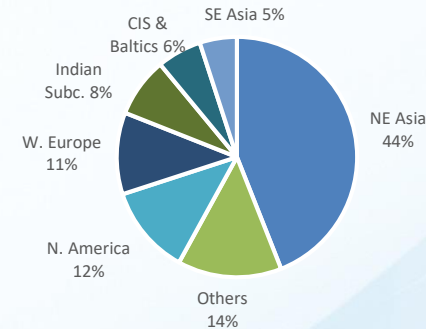


### Turkey



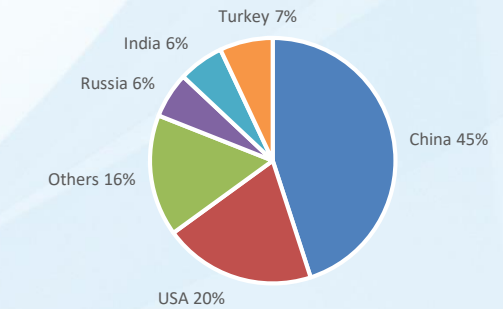
## Demand by Region

3Q 2018



## Production By Country

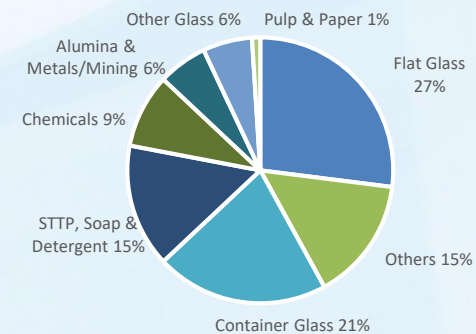
3Q 2018



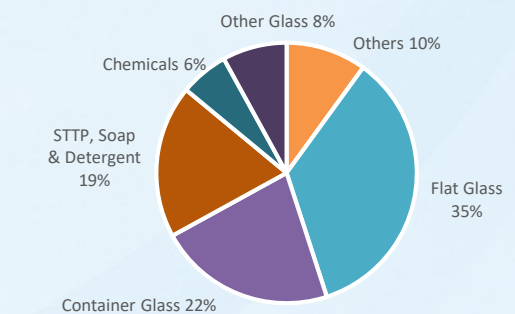
## Demand by Segment

3Q 2018

### Global



### Turkey



# Chromium Market

## Industry Dynamics

- ◆ 390K 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%

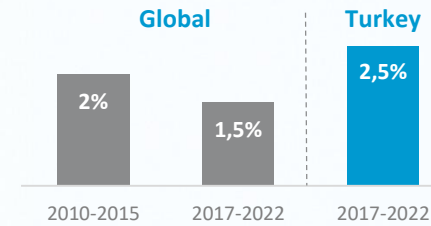
### Chromium Chemicals:

- ◆ BCS
- ◆ Chromic Acid

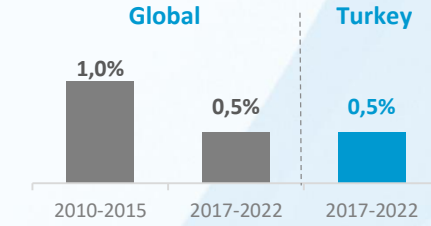
### Uses Raw Material for:

- ◆ Leather
- ◆ Automotive
- ◆ Construction
- ◆ Wood Preservation

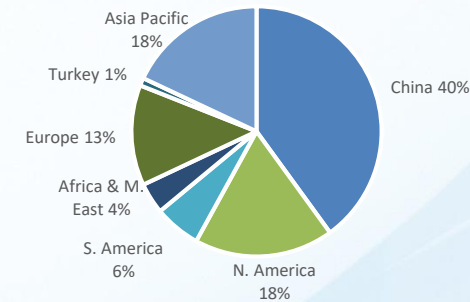
## Consumption Growth Chromic Acid



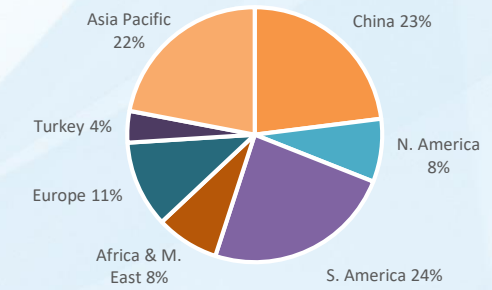
## BCS



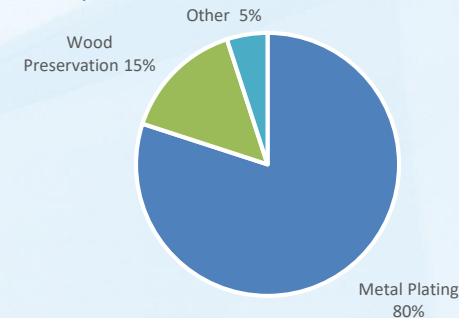
## Global Chromic Acid Market 3Q 2018



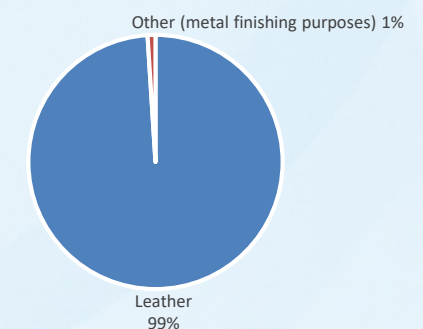
## Global BCS Market 3Q 2018



## Global Chromic Acid Consumption by Segment 3Q 2018



## Global BCS Consumption by Segment 3Q 2018



# Appendix

# Summary Financials

BALANCE SHEET (TRY mn)	2016	1Q 2017	1H 2017	9M 2017	2017	1Q 2018	1H 2018	9M 2018	Change
<b>Total Assets</b>	<b>3.317</b>	<b>3.458</b>	<b>3.470</b>	<b>3.633</b>	<b>3.881</b>	<b>4.490</b>	<b>5.012</b>	<b>6.558</b>	<b>69%</b>
Cash & Cash Equivalents	971	908	828	750	783	1.102	886	1.369	75%
Financial Assets	108	264	262	523	552	582	659	872	58%
Trade Receivables	412	434	459	459	480	524	604	825	72%
Inventories	204	170	212	205	240	307	288	322	34%
Equity-Pickups	281	319	274	294	328	374	354	490	49%
Property, plant and equipment	1.209	1.230	1.226	1.241	1.295	1.360	1.507	1.939	50%
Intangible assets	17	17	17	28	32	33	54	57	76%
Tax & Deferred Tax Assets	15	12	11	9	5	18	96	246	4895%
Other*	99	105	182	124	165	189	563	438	166%
<b>Total Liabilities</b>	<b>714</b>	<b>853</b>	<b>730</b>	<b>720</b>	<b>688</b>	<b>1.219</b>	<b>1.247</b>	<b>1.666</b>	<b>142%</b>
Interest Bearing Liabilities	293	306	278	319	313	509	521	633	102%
Trade Payables	236	204	235	231	276	294	330	389	41%
Provisions	33	41	40	44	44	60	69	73	66%
Tax & Deferred Tax Liabilities	30	27	13	20	19	48	82	198	967%
Other**	122	275	164	107	37	308	246	373	920%
<b>Equity</b>	<b>2.603</b>	<b>2.605</b>	<b>2.740</b>	<b>2.913</b>	<b>3.192</b>	<b>3.271</b>	<b>3.764</b>	<b>4.892</b>	<b>53%</b>
Equity holders of the parent	2.599	2.600	2.736	2.908	3.188	3.266	3.759	4.885	53%
Minority Interest	4	4	5	5	5	5	6	7	59%

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

\*\*Other Payables, Deferred Income

# Summary Financials

INCOME STATEMENT (TRY mn)	2016	1Q 2017	1H 2017	9M 2017	2017	1Q 2018	1H 2018	9M 2018	YoY Change
<b>Revenue</b>	<b>2.068</b>	<b>592</b>	<b>1.193</b>	<b>1.796</b>	<b>2.451</b>	<b>701</b>	<b>1.485</b>	<b>2.443</b>	<b>36%</b>
Cost of Goods Sold	-1.395	-373	-763	-1.163	-1.597	-441	-935	-1.458	25%
<b>Gross Profit</b>	<b>673</b>	<b>220</b>	<b>429</b>	<b>633</b>	<b>854</b>	<b>260</b>	<b>550</b>	<b>985</b>	<b>56%</b>
Research and development	-8	-1	-1	-2	-3	-1	-2	-3	49%
Sales and marketing	-178	-65	-144	-214	-291	-87	-181	-296	38%
General and administrative	-70	-25	-42	-59	-80	-22	-48	-74	24%
Other income (expense), net	29	3	-0,1	3	28	18	51	149	5220%
Income from Equity Pick-ups	72	25	52	72	92	19	43	69	-4%
Income/Expense from Investing Activities	14	1	16	36	76	34	127	402	1007%
<b>EBIT</b>	<b>531</b>	<b>159</b>	<b>309</b>	<b>469</b>	<b>677</b>	<b>221</b>	<b>541</b>	<b>1.233</b>	<b>163%</b>
<b>EBITDA</b>	<b>629</b>	<b>191</b>	<b>355</b>	<b>536</b>	<b>779</b>	<b>256</b>	<b>612</b>	<b>1.287</b>	<b>140%</b>
Financial Income, net	113	41	41	55	88	43	134	339	513%
Income before Tax	645	200	330	491	731	264	674	1.515	209%
Tax Expense, net	-68	-32	-46	-68	-69	-25	-17	-39	-42%
<b>Net income</b>	<b>577</b>	<b>168</b>	<b>284</b>	<b>423</b>	<b>662</b>	<b>239</b>	<b>657</b>	<b>1.475</b>	<b>249%</b>
<i>Net income after Minority Interest</i>									
<i>Interest</i>	576	168	284	423	661	239	657	1.475	249%
<i>Minority Interest</i>	0,8	0,2	0,4	0,7	0,9	0,2	0,4	0,7	-1%
Earnings per share (TL):	0,640	0,186	0,284	0,423	0,735	0,265	0,657	1,475	249%

# Summary Financials

<b>CASH FLOW STATEMENT (TRY mn)</b>	<b>2013</b>	<b>2014</b>	<b>2015</b>	<b>2016</b>	<b>2017</b>	<b>9M 2017</b>	<b>9M 2018</b>
Net Profit	208	388	441	577	662	423	1.475
Non-cash	58	-21	-14	-56	-27	46	-707
<b>Operating cash flows provided before changes w/c</b>	<b>266</b>	<b>367</b>	<b>427</b>	<b>521</b>	<b>635</b>	<b>470</b>	<b>768</b>
Change in w/c	-207	149	-24	-12	-135	-34	1
<b>Cash flows from operating activities</b>	<b>59</b>	<b>515</b>	<b>403</b>	<b>509</b>	<b>500</b>	<b>436</b>	<b>769</b>
Interest paid	-12	-13	-14	-21	-20	-13	-30
Interest received	11	20	19	28	55	36	52
Dividend paid	-32	-46	-60	-240	-201	-200	-225
Taxes paid	-32	-55	-80	-58	-81	-74	-103
Capex	-109	-104	-227	-170	-133	-71	-543
<b>Free Cash Flow</b>	<b>-115</b>	<b>317</b>	<b>41</b>	<b>48</b>	<b>120</b>	<b>114</b>	<b>-80</b>
Proceeds from sale of property, plant and equipment	0	0	1	0	0	0	0
Other cash flows from operating activities	-2	-7	-2	-3	-4	-2	-4
Other cash flows from investing activities	46	124	67	-5	-394	-396	-12
Proceeds from financial liabilities	335	45	33	16	32	28	175
Repayments of financial liabilities	-253	-80	-63	-82	-51	-24	-31
Other cash flows from financing activities	3	3	0	-9	-2	-2	0
FX gain/loss on cash and cash equivalents	42	22	132	147	111	62	531
<b>Net decrease/increase in cash and cash equivalents</b>	<b>57</b>	<b>424</b>	<b>210</b>	<b>113</b>	<b>-188</b>	<b>-221</b>	<b>579</b>

# ŞİŞECAM GROUP OVERVIEW

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# Şişecam at a Glance

\$3 Billion  
Revenue

4,8 Million Tons  
Glass Production

2,3 Million Tons  
Soda Production

21.727  
Employees

Presence in 13  
Countries

5<sup>th</sup> Flat Glass  
Producer  
Globally

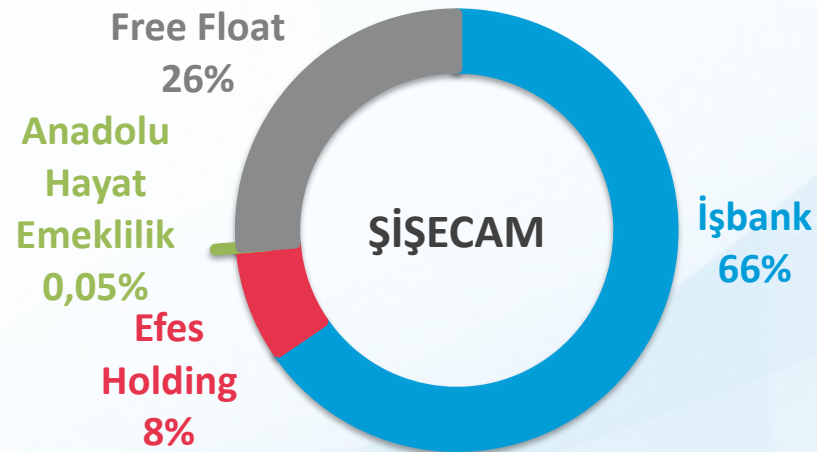
3<sup>rd</sup> Glassware  
Producer  
Globally

5<sup>th</sup> Glass  
Packaging  
Producer  
Globally

10<sup>th</sup> Soda Ash  
Producer  
Globally

Leader Producer  
in Basic  
Chromium  
Sulfate Globally

4<sup>th</sup> Chromic Acid  
Producer  
Globally



82 year of  
corporate history

150 Export  
Countries

43 Production  
Plants

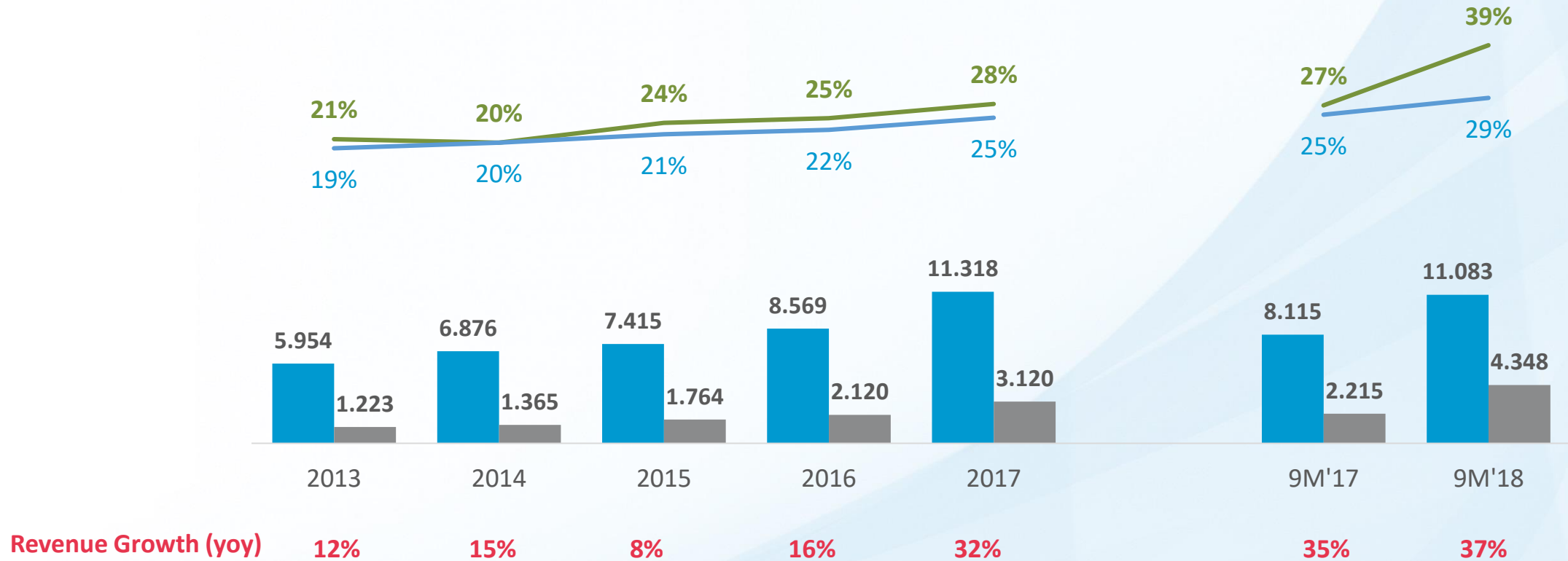
\$2 Billion Market  
Cap.

Listed Company  
since 1986

# Financial Highlights

## Sustained Growth in Revenue with Improving EBITDA Margin

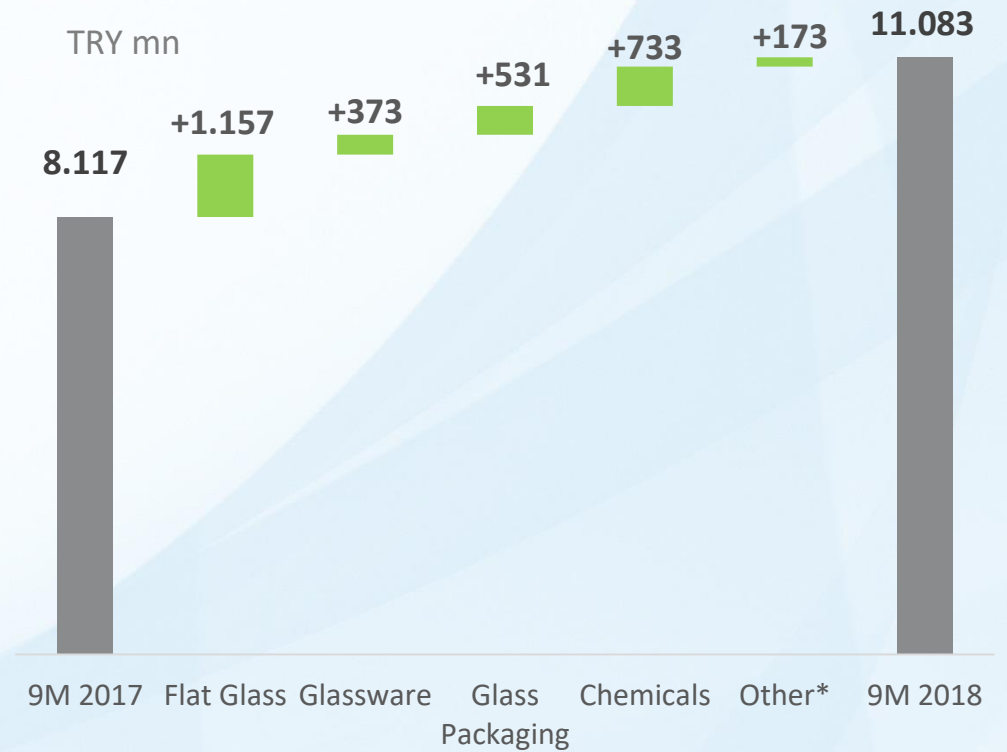
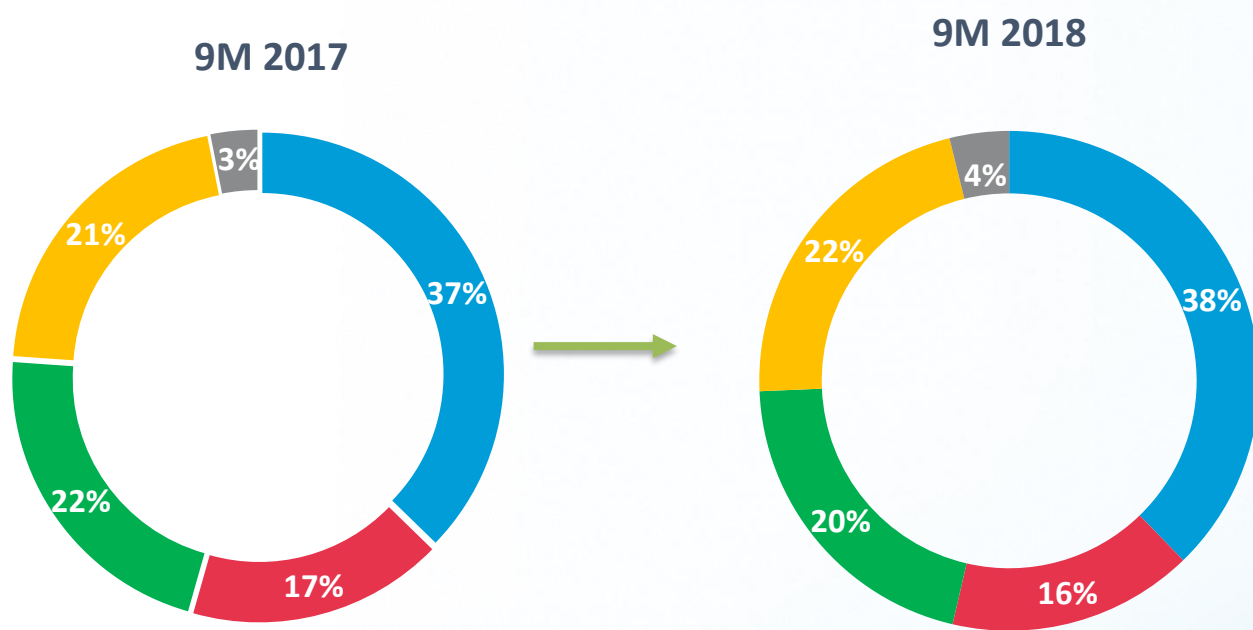
TRY mn



■ Revenue 
 ■ EBITDA 
 — EBITDA Margin 
 — Adjusted EBITDA Margin

# Financial Highlights - Revenue

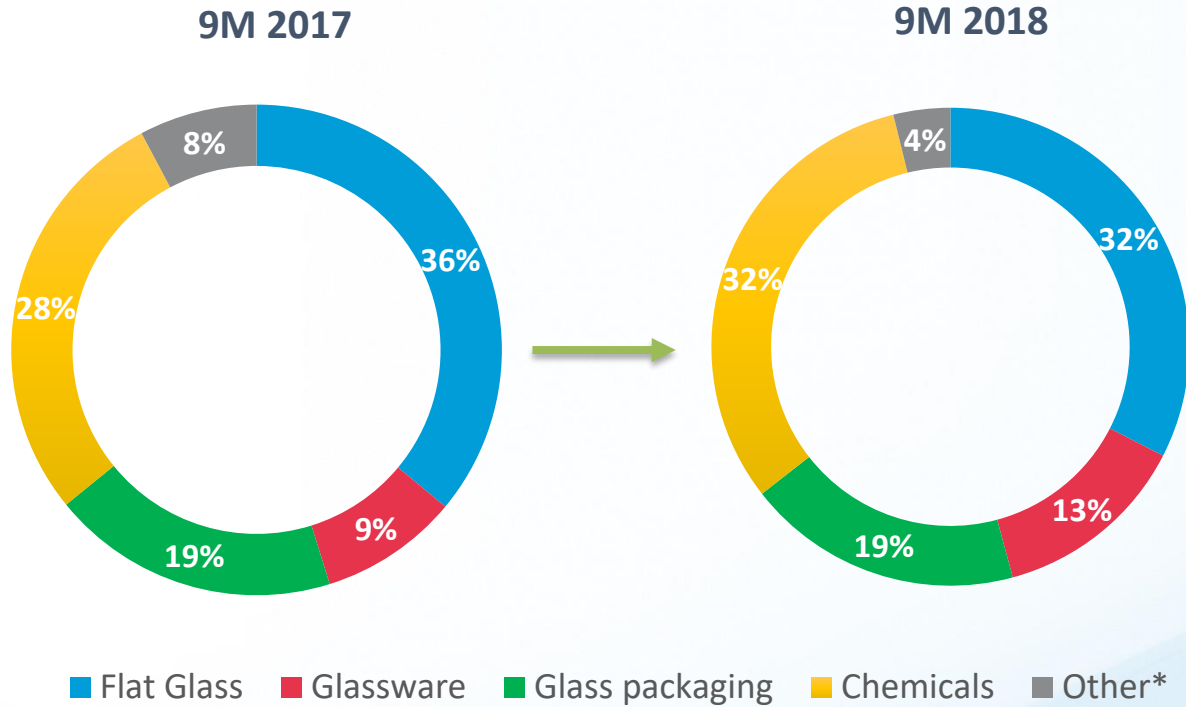
## Segments' Contribution to Revenue



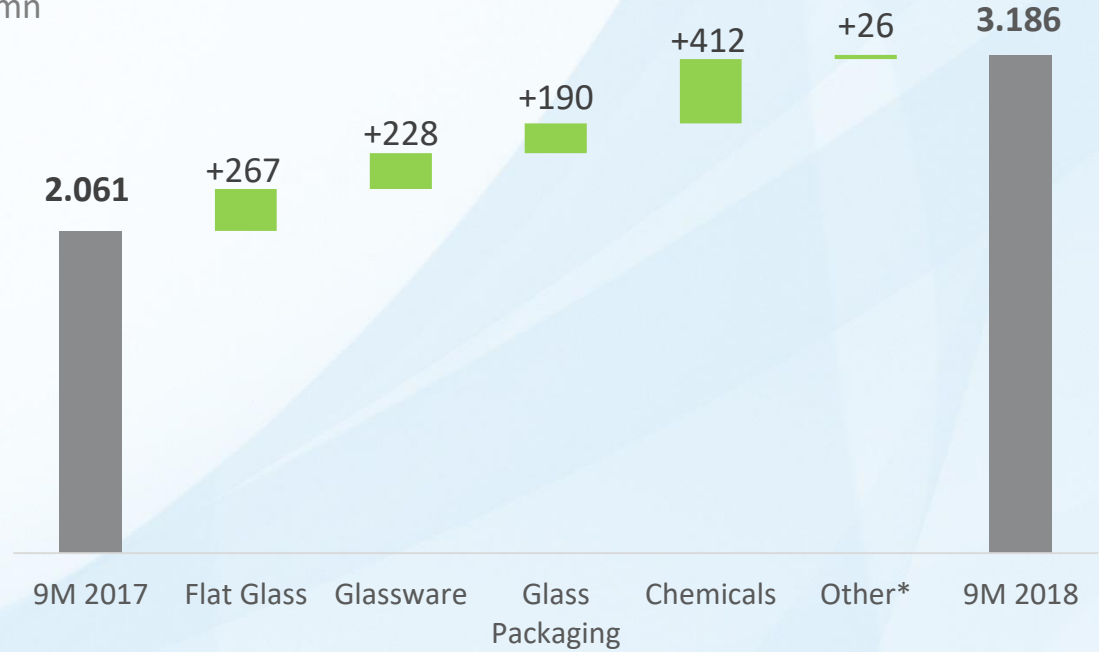
■ Flat Glass 
 ■ Glassware 
 ■ Glass Packaging 
 ■ Chemicals 
 ■ Other\*

# Financial Highlights - EBITDA

## Segments' Contribution to EBITDA\*\*



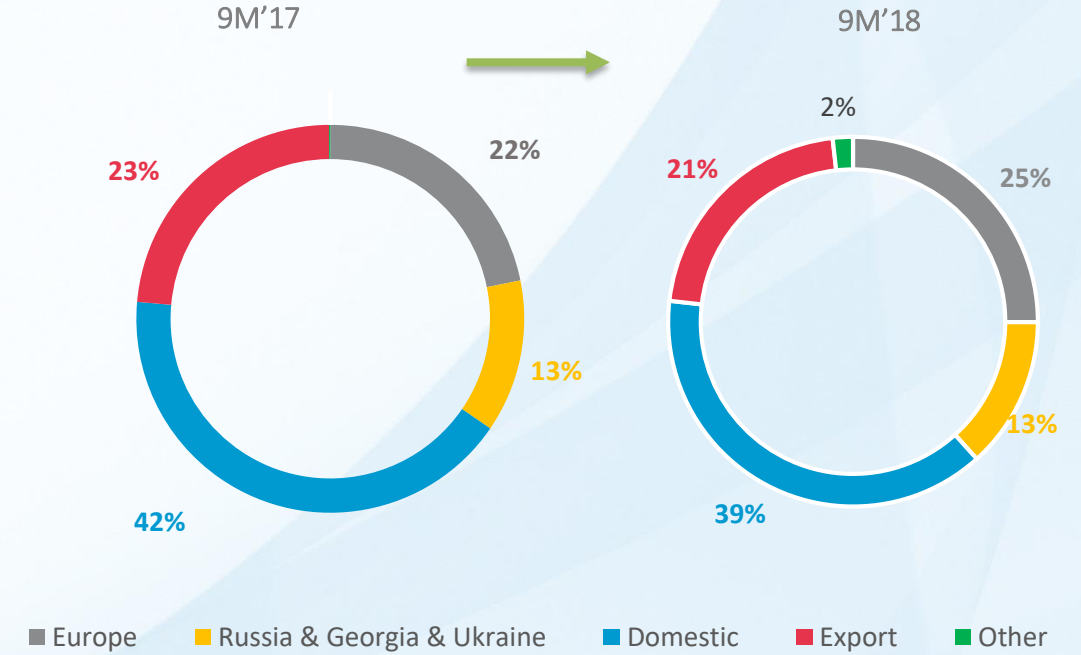
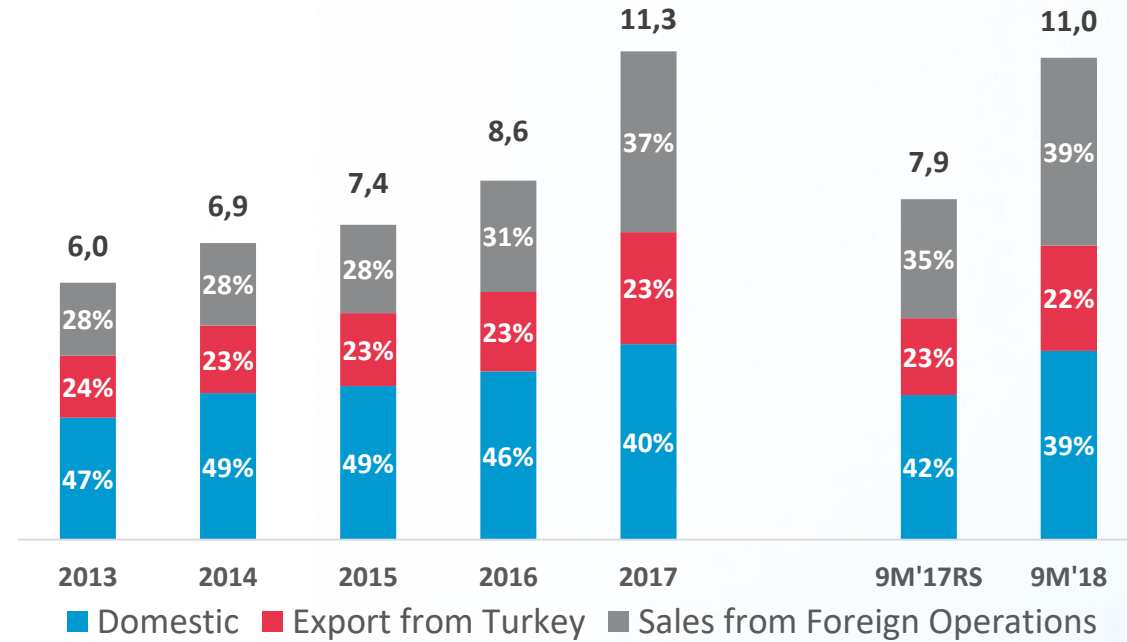
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# Revenue & Cash Generation

## Revenue by Geography

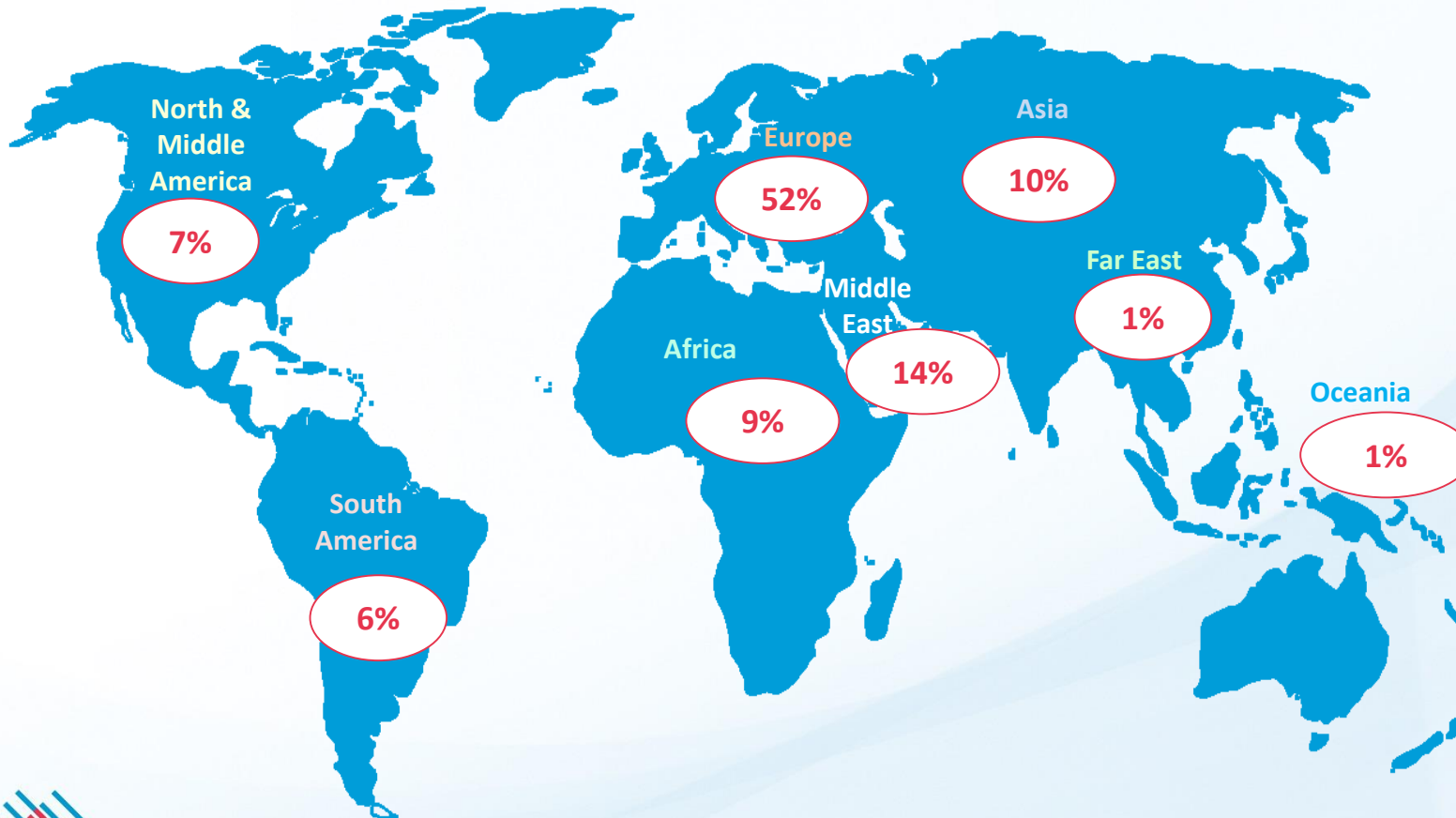
TRY bn



# Revenue & Cash Generation

## Exports from Turkey

Exports of USD 390 Million in 9M 2018 to 150 countries

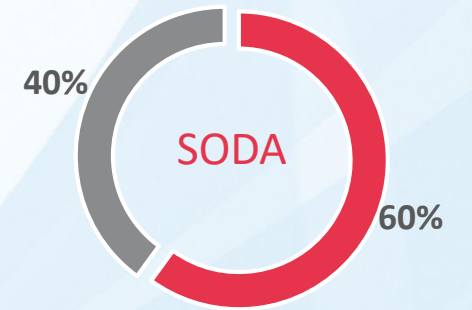
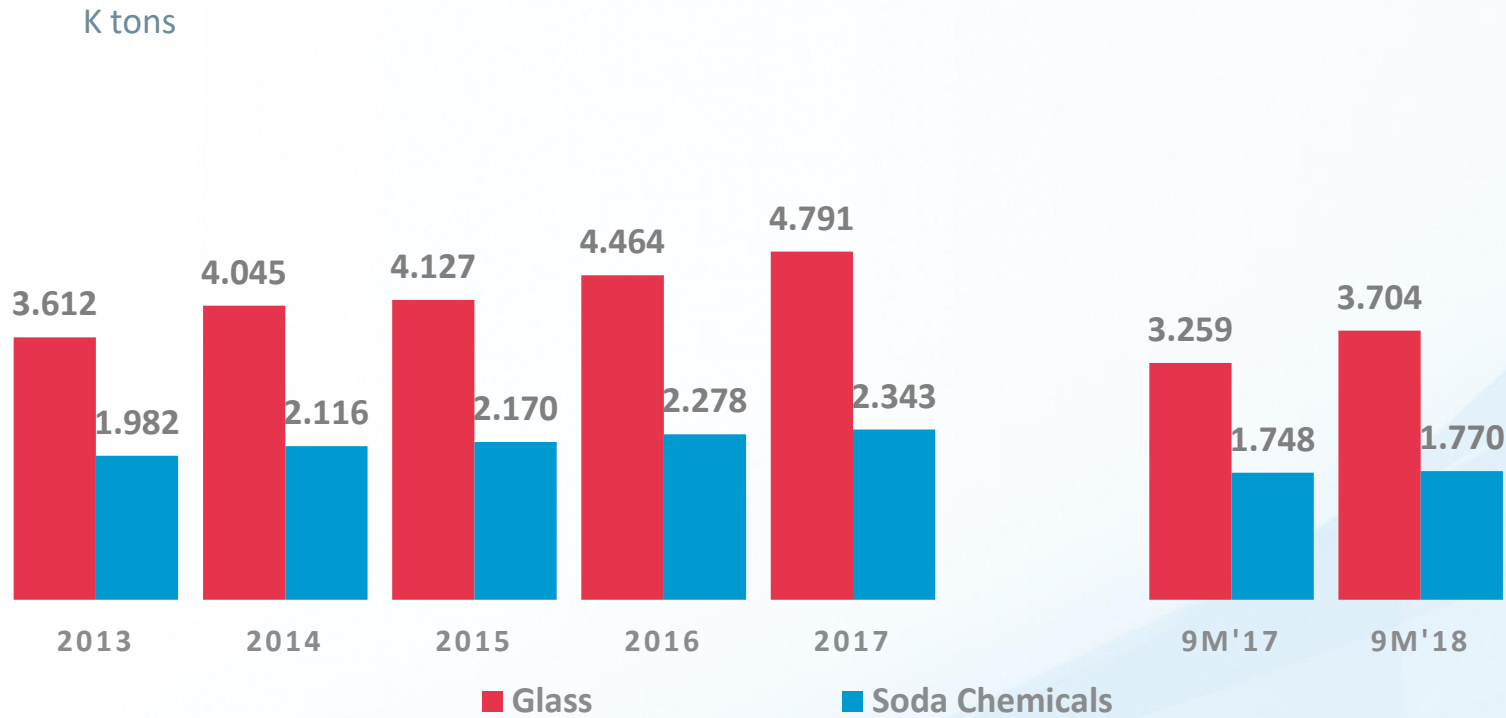


## Top 10 Countries

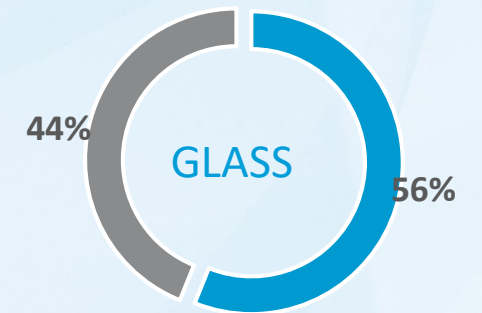
Italy	14%
Egypt	7%
France	4%
Germany	4%
Bulgaria	4%
USA	4%
Saudi Arabia	4%
Lebanon	4%
Spain	3%
United Kingdom	3%

# Operational Excellence

## Increasing Production In Line with Capex Undertaken



■ Domestic ■ International\*

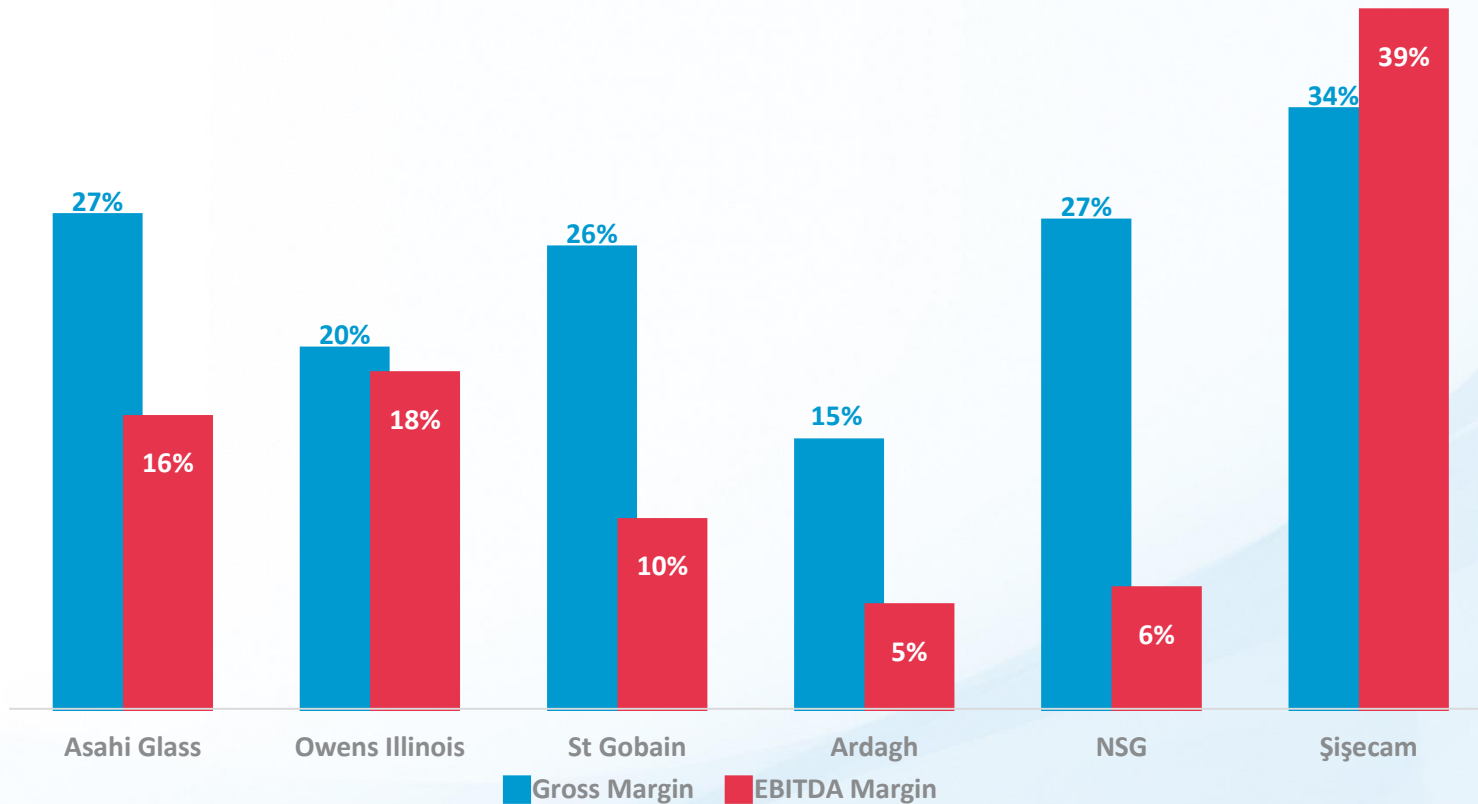


■ Domestic ■ International\*

\*Production numbers are adjusted with fully consolidating HNG operations retrospectively

# Global Presence

## Strong Global Player with Competitive Profitability



**Glass Revenues' Share in Total**

Owens Illinois	100%
NSG	100%
Şişecam	66%
Asahi Glass	50%
Ardagh	36%
St Gobain	14%



# 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

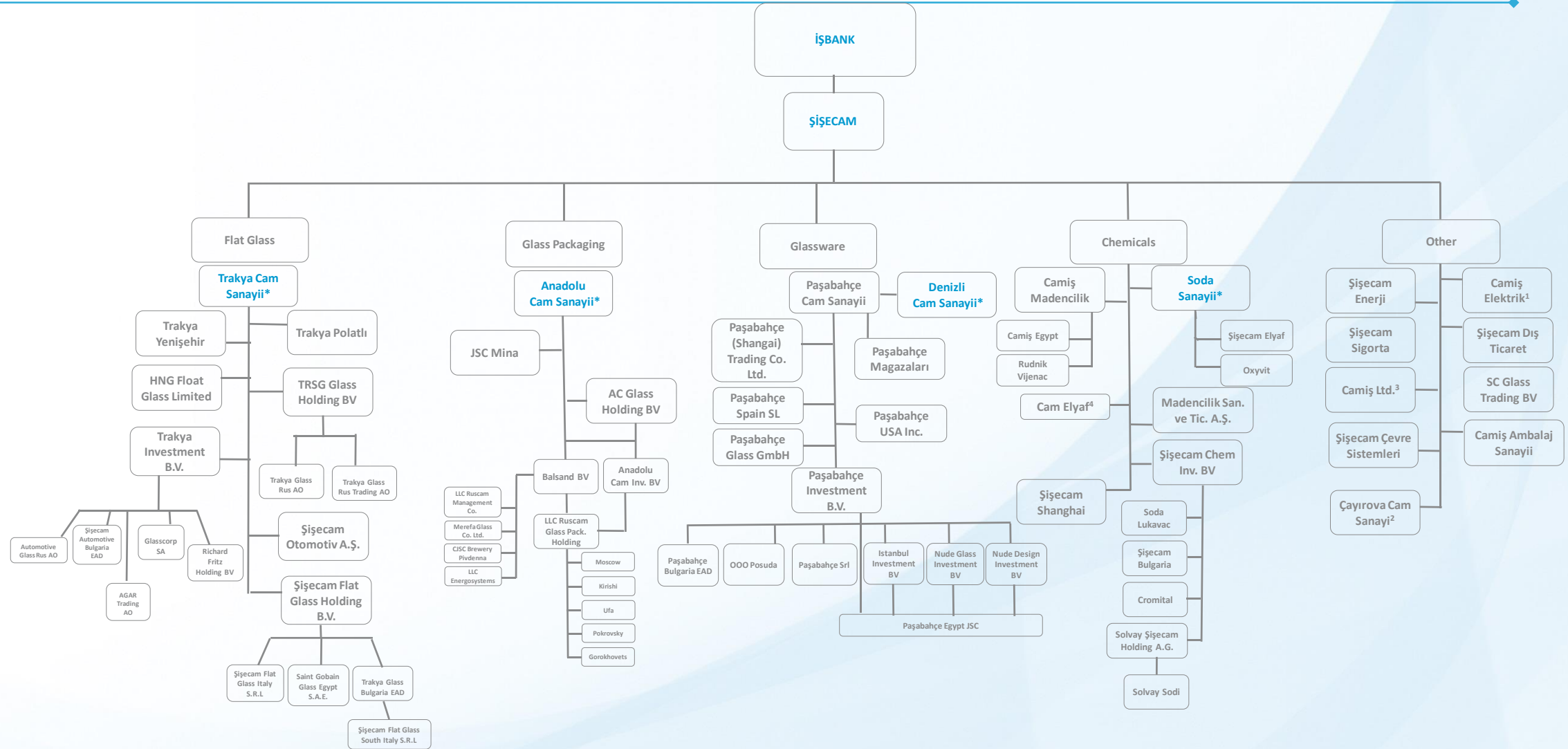
Regional leadership achieved, Higher market share regionally

Global Vision

To Be Among The Top 3 Producers Globally

2014's Onwards

# Corporate Structure



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

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  
Yenişehir Plant - Bursa  
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	Ba2	Negative
FITCH	LT FCY Rating	BB+	Negative

## Corporate Governance

Corporate Governance Rating of Sisecam was revised to **9,48** from **9,44** in December 2017.

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 CO<sub>2</sub> 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, Camış 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 Yalıköy 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

	2013	2014	2015	2016	2017	3Q 2017	3Q 2018	9M 2017	9M 2018
<b>USD/TL</b>									
Period End	2,13	2,32	2,91	3,52	3,77	3,55	5,99	3,55	5,99
Period Average	1,90	2,19	2,72	3,02	3,64	3,51	5,63	3,59	4,60
<b>EUR/TL</b>									
Period End	2,94	2,82	3,18	3,71	4,52	4,19	6,95	4,19	6,95
Period Average	2,53	2,90	3,02	3,34	4,11	4,13	6,54	4,00	5,47

Soda Sanayii A.Ş.  
Şişecam Genel Merkezi  
D-100 Karayolu Cad. No:44A  
34947 Tuzla/İstanbul Turkey  
Tel : (+90) 850 206 50 50  
Fax: (+90) 850 206 40 40

## Contact Details

Görkem Elverici, Chief Financial Officer

[golverici@sisecam.com](mailto:golverici@sisecam.com) Tel: (+90) 850 206 3885

Başak Öge, Investor Relations Director

[boge@sisecam.com](mailto:boge@sisecam.com) Tel: (+90) 850 206 3262

Investor Relations Team

[SC\\_IR@sisecam.com](mailto:SC_IR@sisecam.com)

Hande Özbörçek

[hozborcek@sisecam.com](mailto:hozborcek@sisecam.com) Tel: (+90) 850 206 3374

Sezgi Eser Ayhan

[seayhan@sisecam.com](mailto:seayhan@sisecam.com) Tel: (+90) 850 206 3791

İpek İyisan

[iyisan@sisecam.com](mailto:iyisan@sisecam.com) Tel: (+90) 850 206 3417