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4Q 2018

SODA SANAYİİ

Investor Presentation

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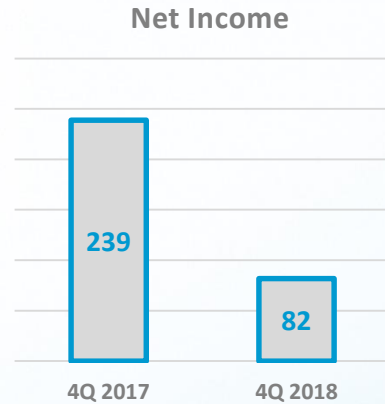
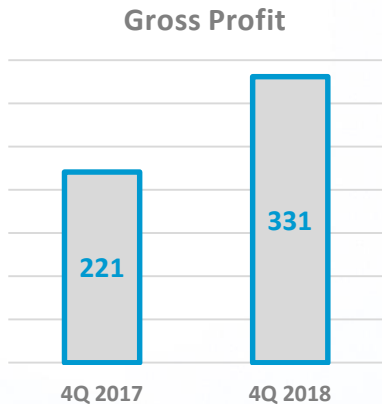
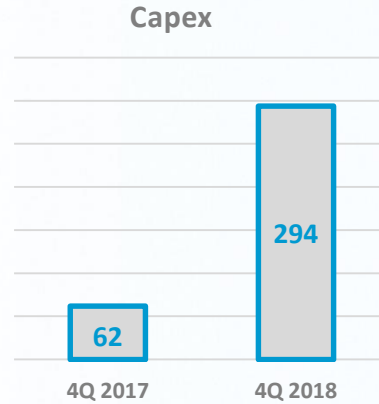
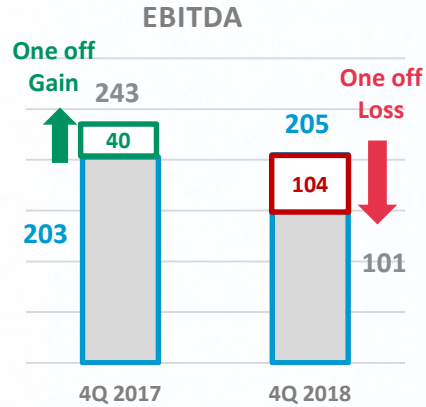
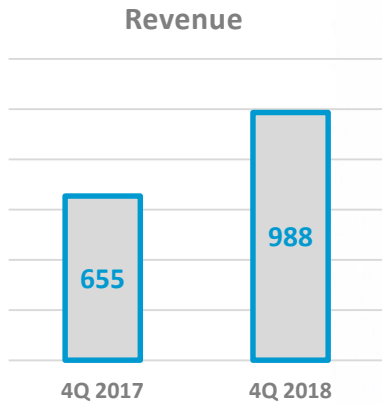
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# SODA SANAYİİ A.Ş. OPERATIONAL RESULTS & FINANCIAL PERFORMANCE

29

# Key Financial Indicators

TRY mn



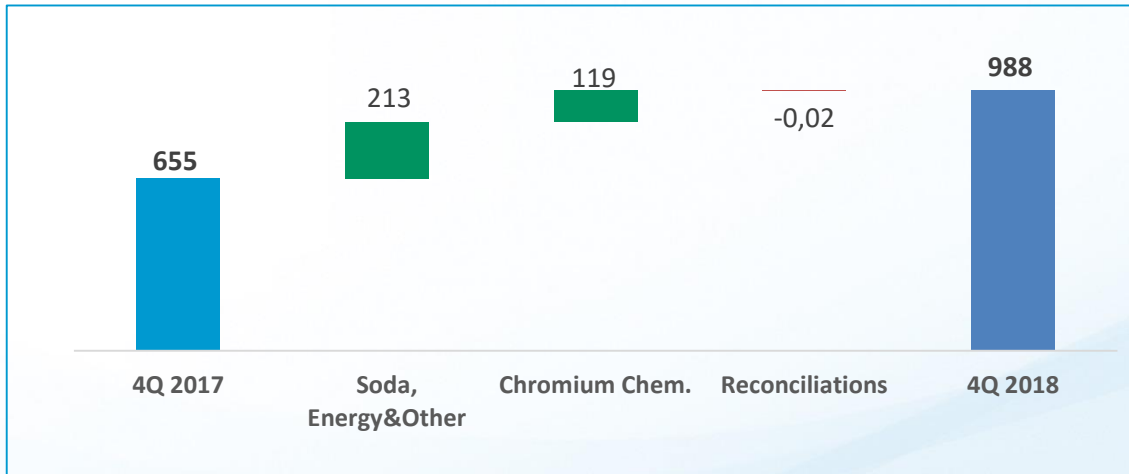
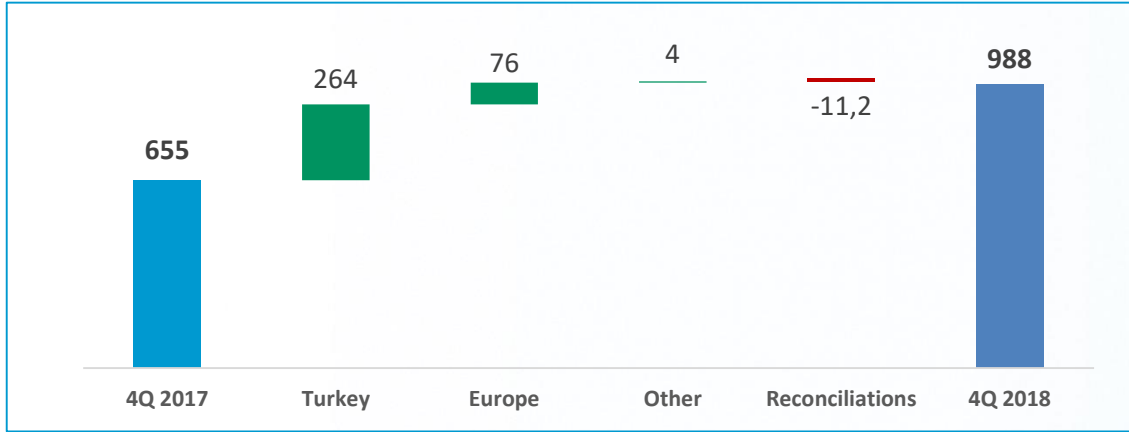
## 4Q 2018 Highlights

- YoY change in consolidated sales volume a) up by 1% in soda chemicals b) up by 4% in chromium chemicals
- 1% rise in USD in soda products' average per ton prices and strong pricing in chromium chemicals
- 25%-75% split between domestic and international revenues
- 10% share of intra-group revenues in consolidated topline
- Modernization, energy saving and raw material supply investments continued in line with the sustainable growth strategy in place
- New glass fiber facility became online in January 2019
- USD 1,4bn Market capitalization as of January 25th and 3-month average daily trading volume of 6,1mn shares

# Key Financial Indicators

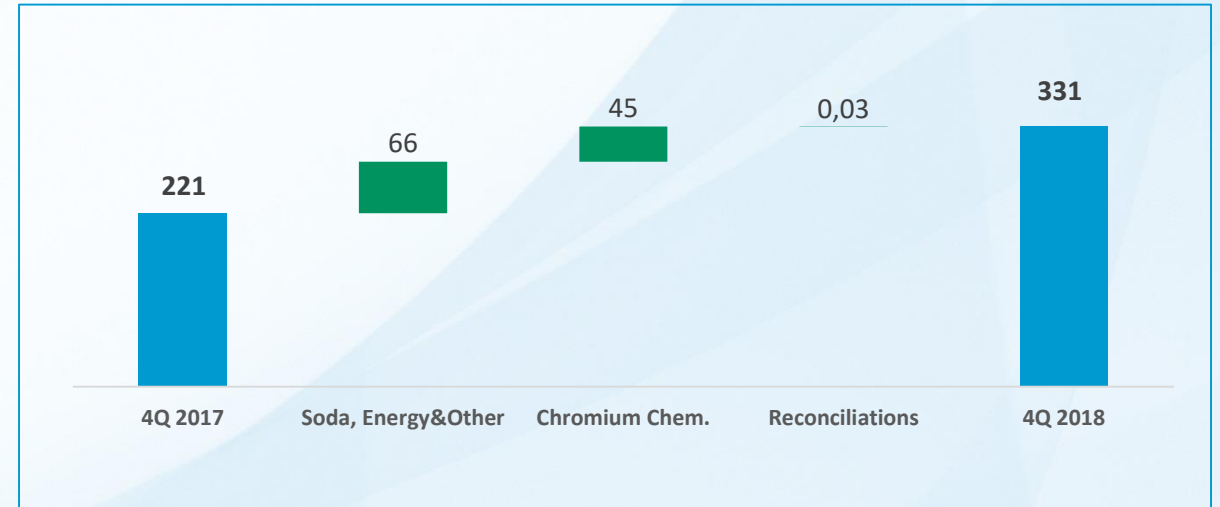
## Revenue Contributions by Geography & Business Segments

TRY mn



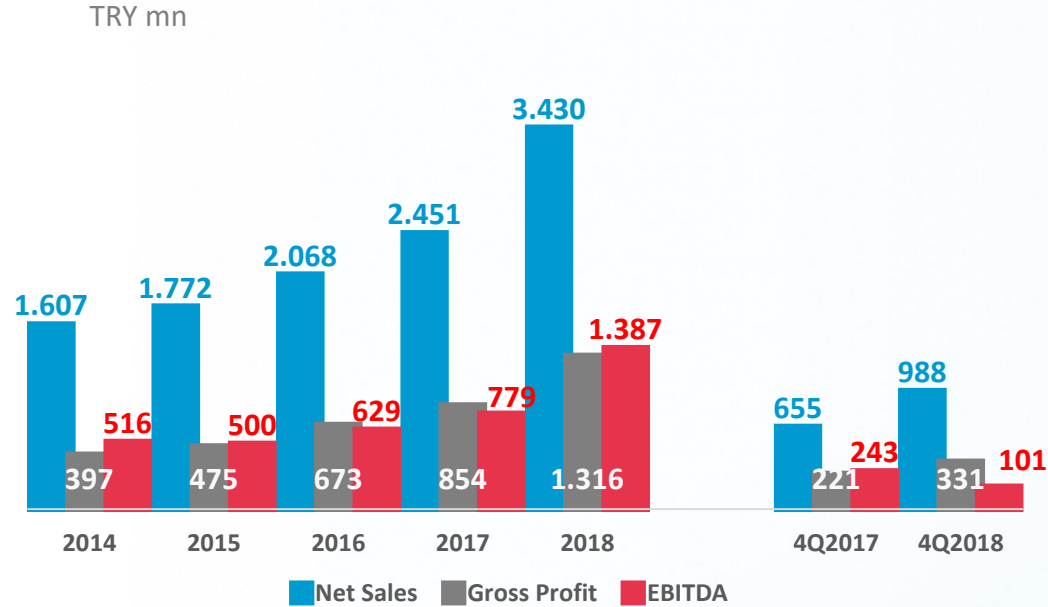
## Gross Profit Contributions by Business Segments

TRY mn



# Soda Sanayii – Financial Results

## Consolidated Financial Results



## 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 240 mn (Revaluation gain and provision for potential losses on Eurobond investments)
- 4Q2017: TRY 40 mn (Revaluation gain on Eurobond investments)
- 4Q2018: **TRY 104mn** (Revaluation loss and provision for potential losses on Eurobond investments)

Gross Margin

25% 27% 33% 35% 38% 34% 34%

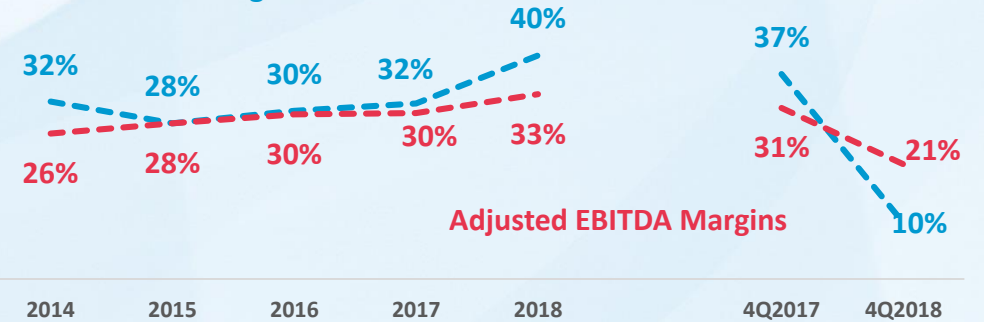
EBIT Margin

26% 23% 26% 26% 36% 32% 6%

EBITDA Margin

32% 28% 30% 32% 40% 37% 10%

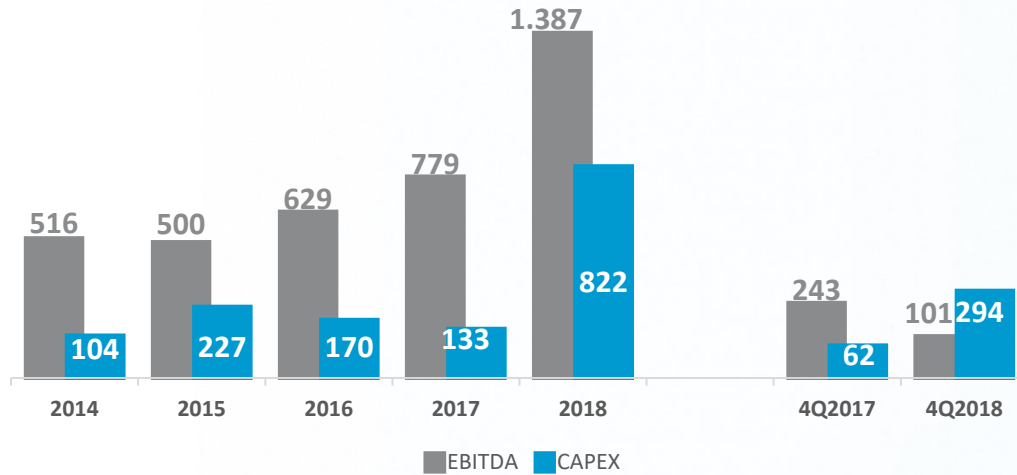
### EBITDA Margins



# Soda Sanayii – Financial Results

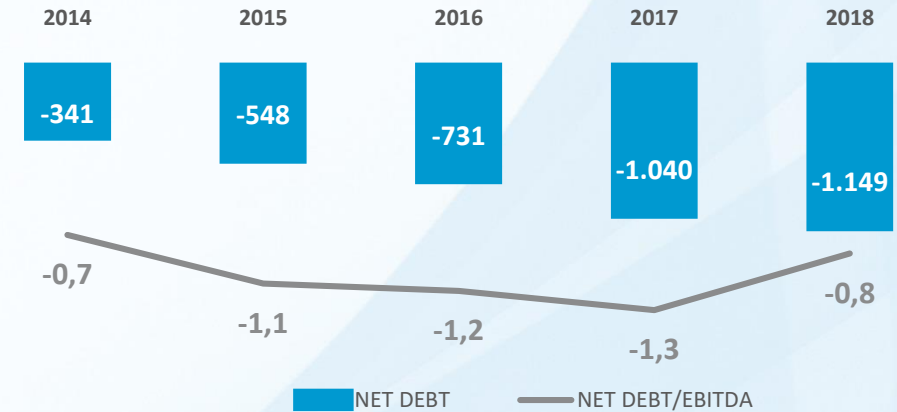
## Consolidated EBITDA & CAPEX

TRY mn

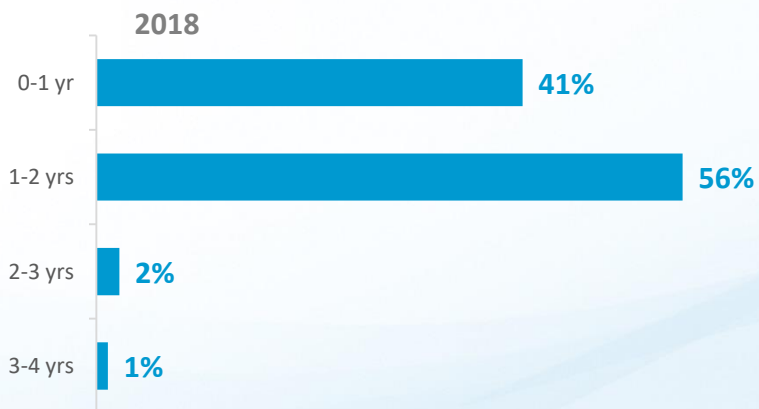


## Consolidated EBITDA & NET DEBT

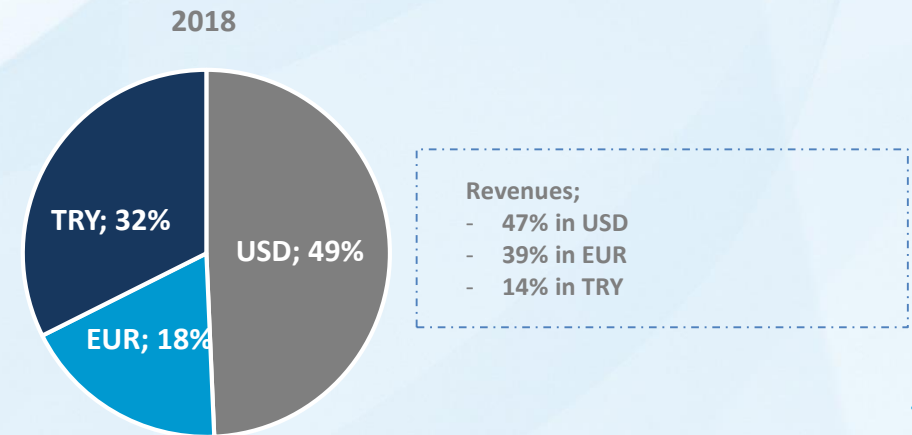
TRY mn



## Maturity Breakdown of Debt



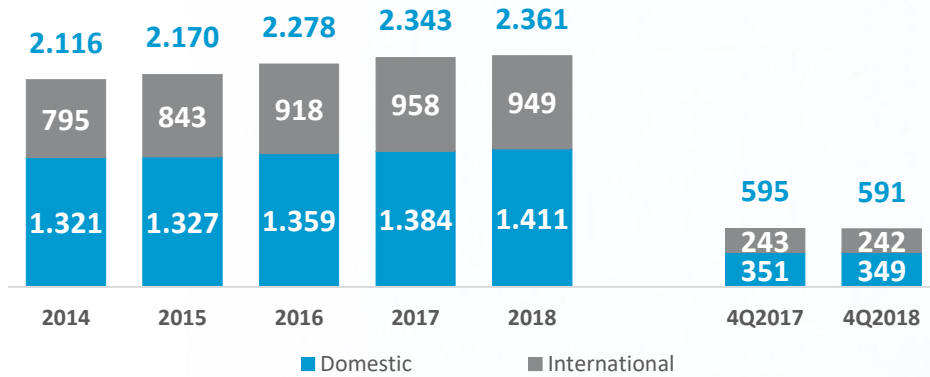
## Currency Breakdown of Debt



# Soda Sanayii – Operational Results

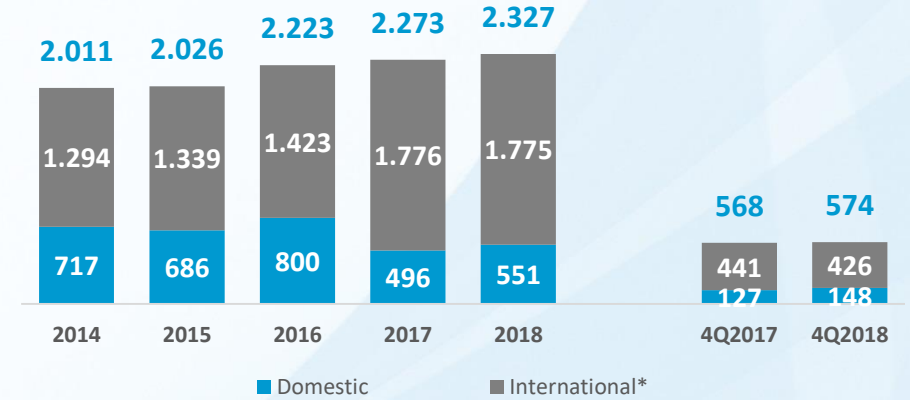
## Soda Production Breakdown

K Tons



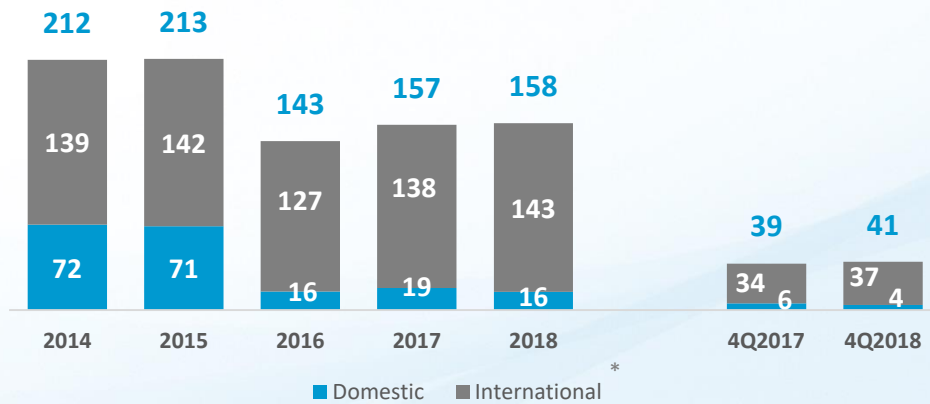
## Soda Sales Breakdown

K Tons



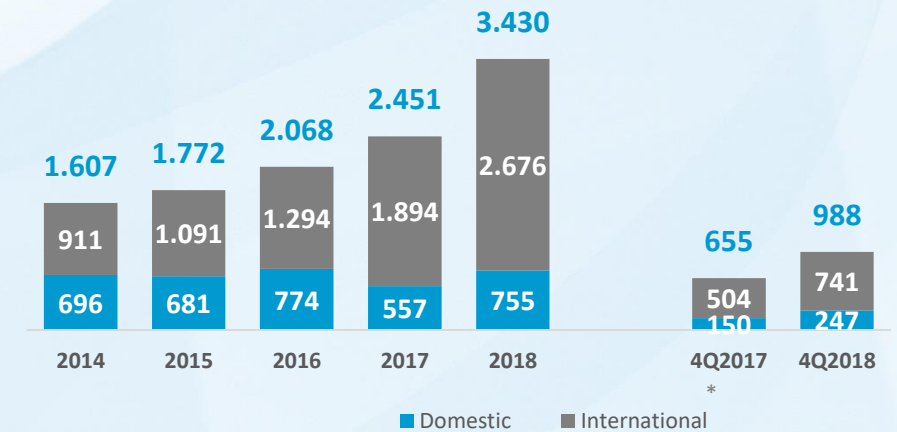
## Chromium Chemicals Sales Breakdown

K Tons



## Soda Sanayii Consolidated Revenues Breakdown

TRY mn



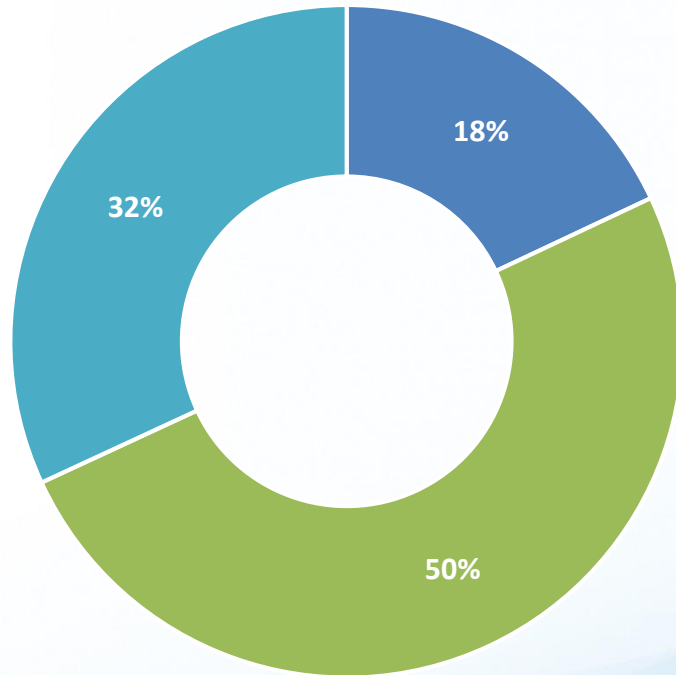
\*International Sales include sales from foreign operations + export from foreign operations + export from Turkey



# Soda Sanayii – Soda Sales Breakdown

by Geography (in volume terms)\*

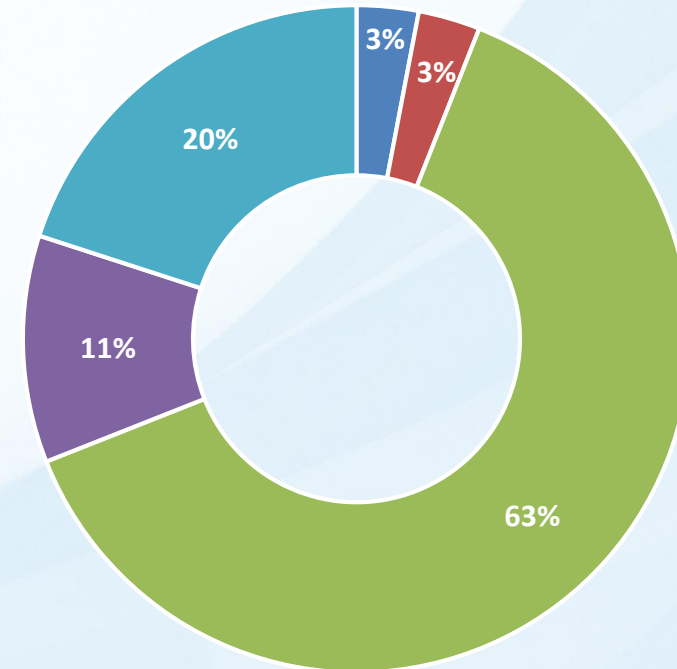
4Q 2018



■ Domestic ■ Europe ■ Rest Of the World

by Segment (in volume terms)

4Q 2018

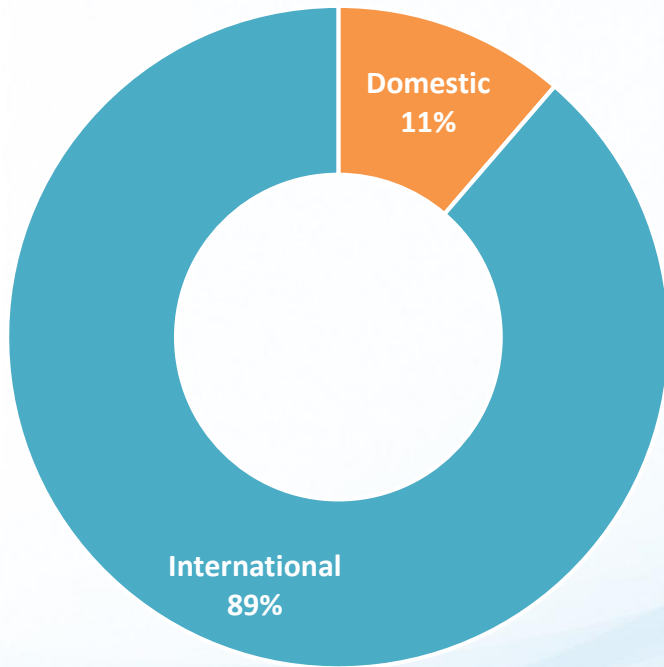


■ Textile ■ Chemicals ■ Glass ■ Detergent ■ Others

# Soda Sanayii – Chromium Sales Breakdown

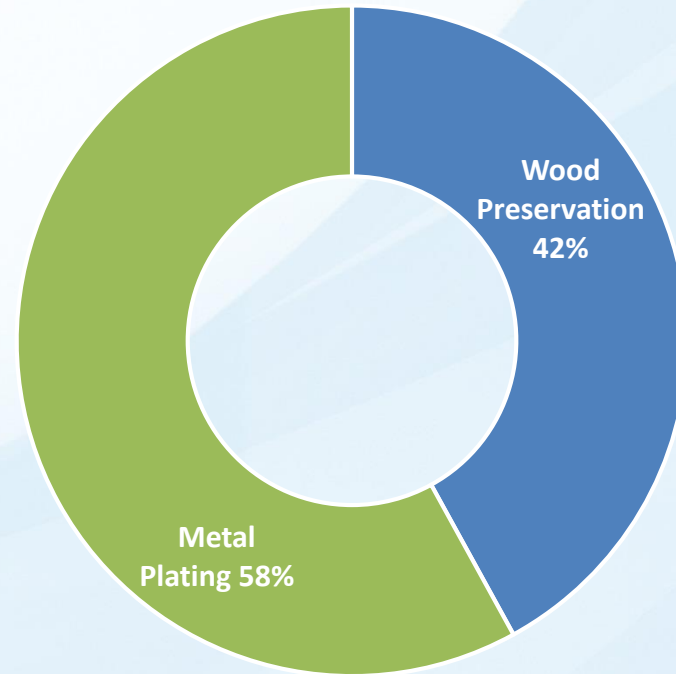
by Geography (in value terms)

4Q 2018



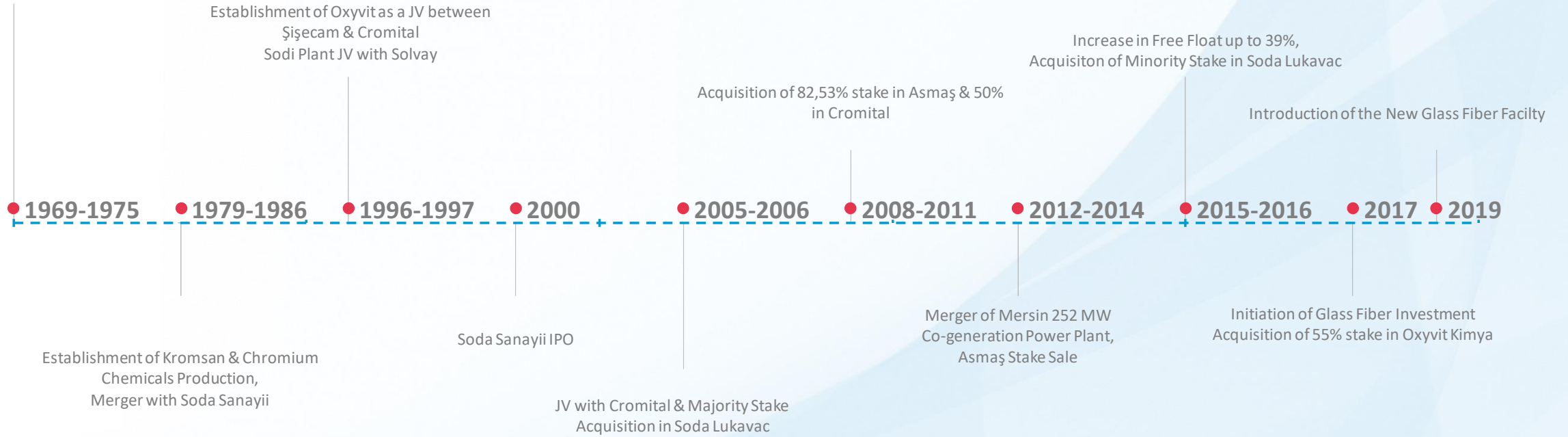
Chromic Acid Sales by Segment (in volume terms)

4Q 2018

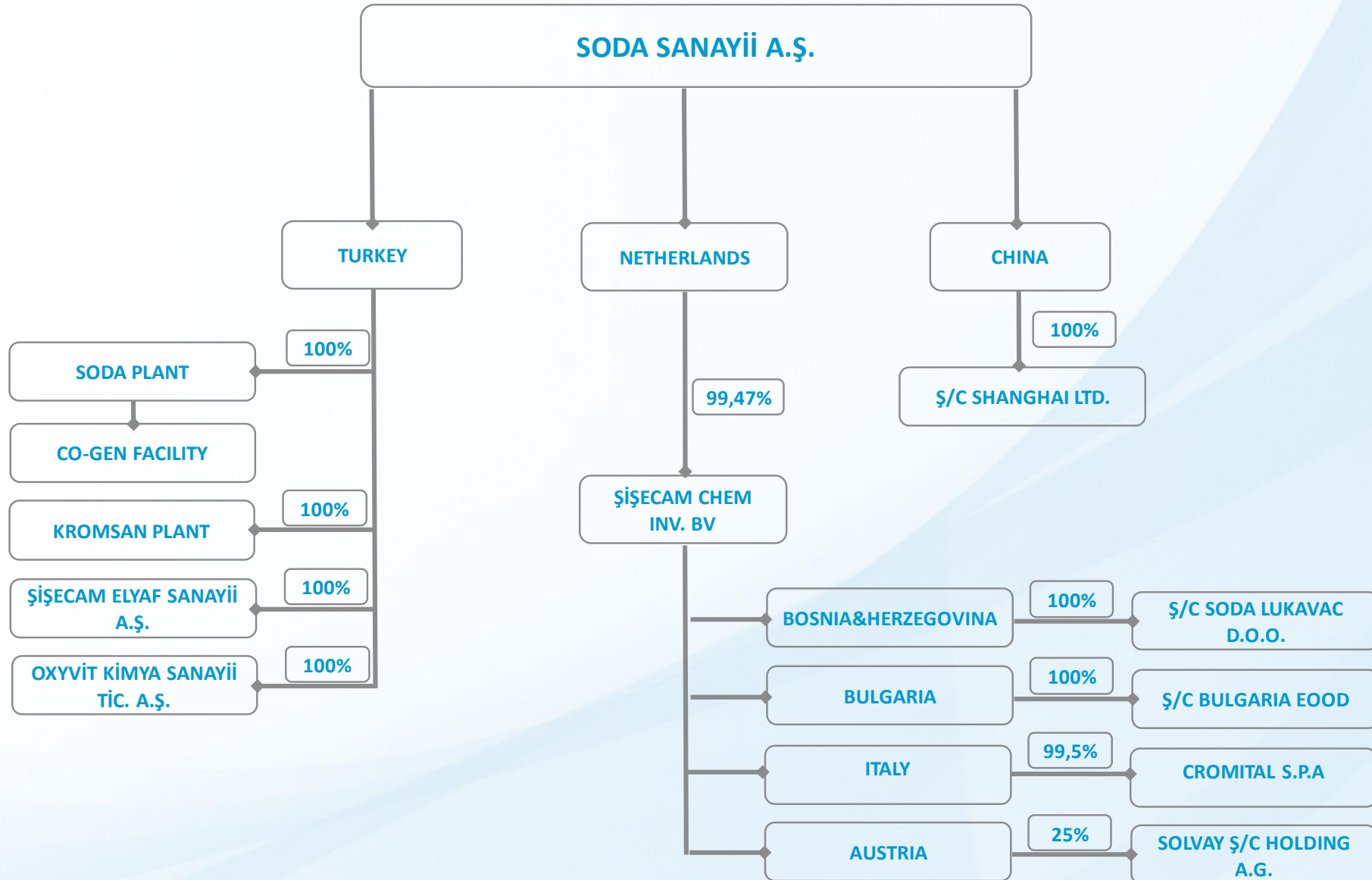


# Soda Sanayii History

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 2017 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

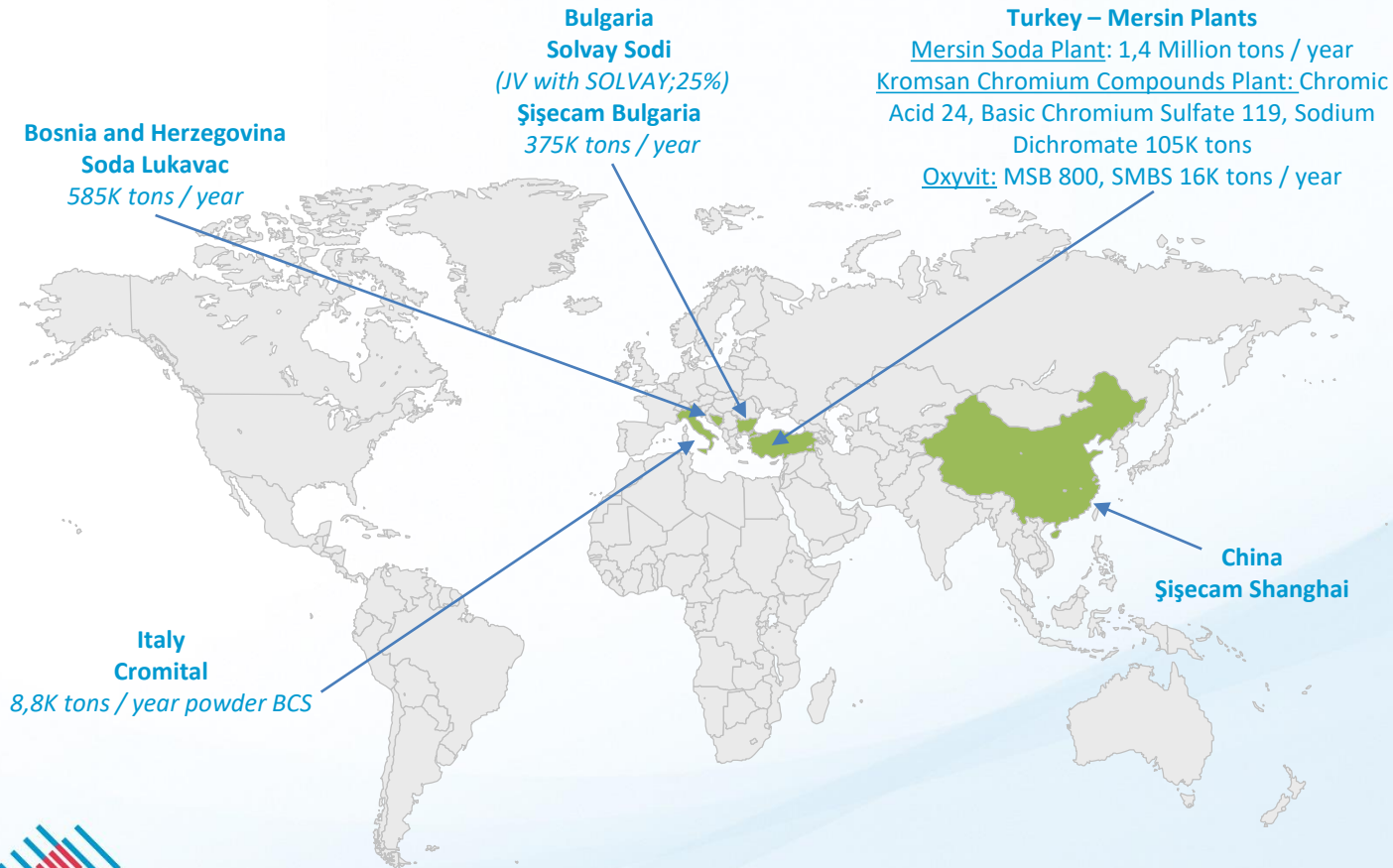
- SSL Plant (Bosnia & Herzegovina): The location and level of supply in the European market enables Soda Sanayii to compete with European soda producers
- Sodi (Varna-Bulgaria): Close proximity to Şişecam's Flat Glass and Glassware plants in Targovishte-Bulgaria enables low transportation costs, short 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

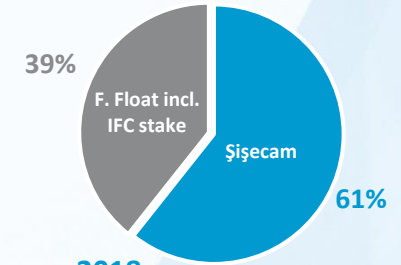
# Chemicals – Soda Sanayii

## Operations & Global Presence

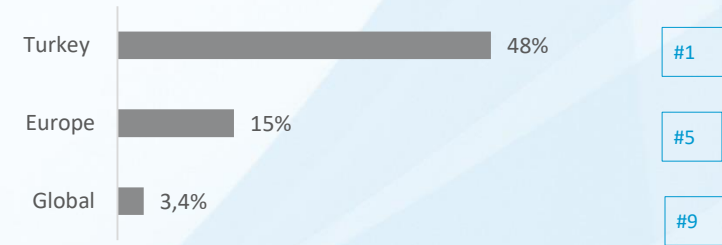
Soda Sanayii, being the flagship company of Şişecam Chemicals, is a leading soda and chromium chemicals producer operational in 5 different facilities incl. Sodi JV and exporting products to + 85 countries around the World



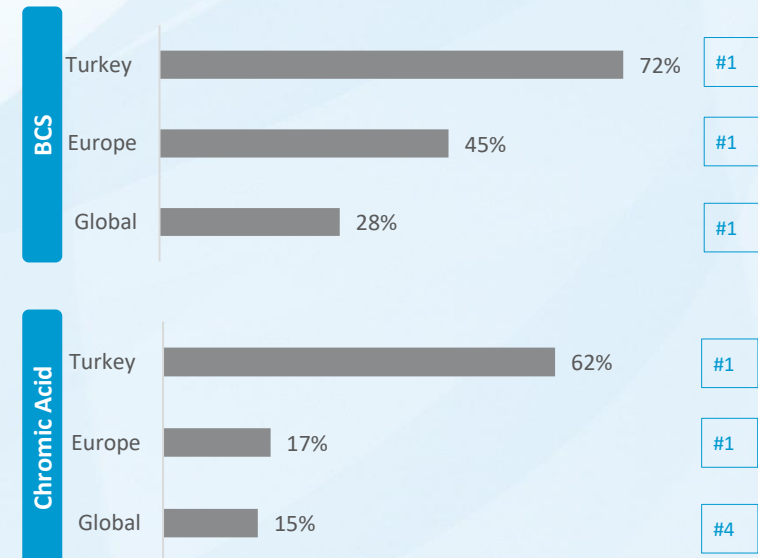
## SHAREHOLDERS



## Soda Ash Market Shares - 2018



## Chromium Market Shares - 2018

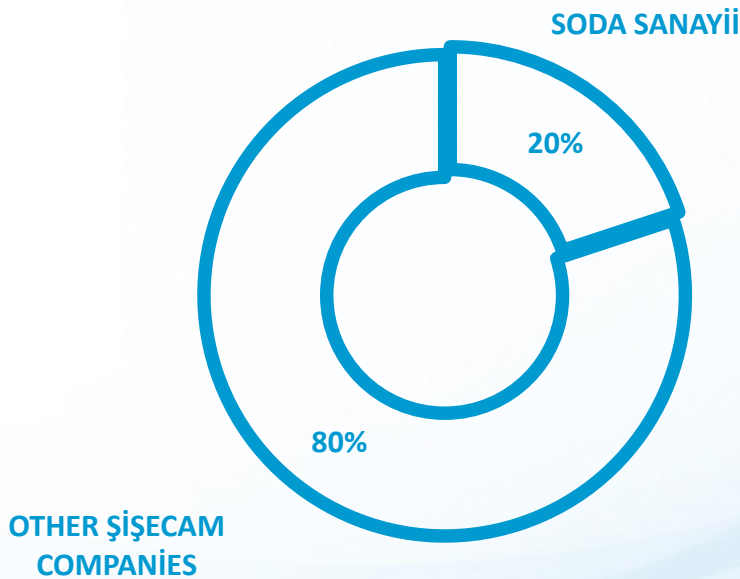




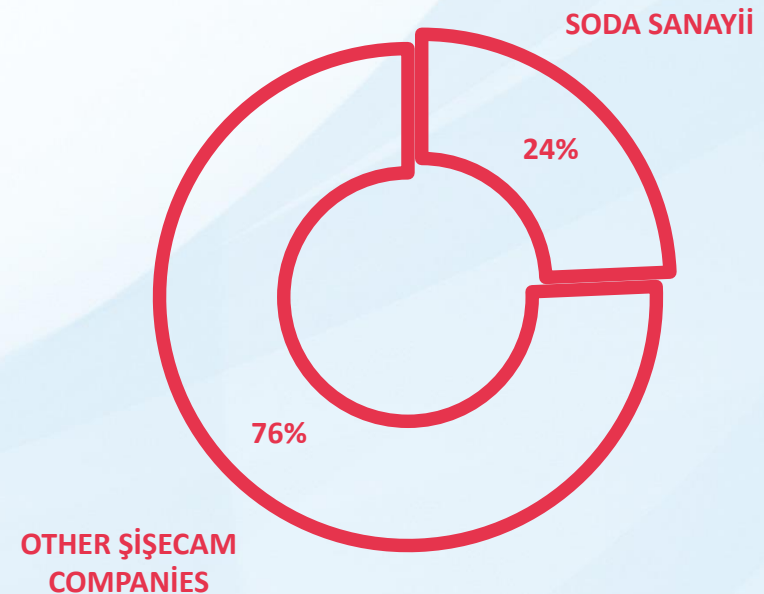
# Chemicals – Soda Sanayii

In 4Q 2018, 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 20%, while its adjusted EBITDA accounted for 24% of the group's consolidated and adjusted EBITDA figure.

Contribution to Şişecam Consolidated Revenues  
4Q 2018



Contribution to Şişecam Consolidated EBITDA  
4Q 2018



# 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%

### Soda Ash:

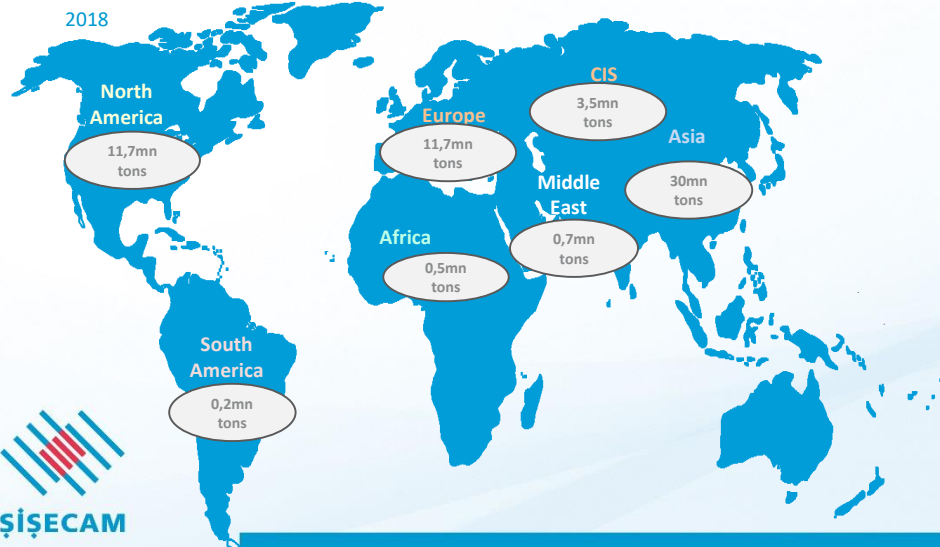
- ◆ Dense Soda Ash
- ◆ Light Soda Ash
- ◆ Sodium Bicarbonate

### Uses Raw Material for:

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

## Regional Breakdown of Global Soda Ash Production Capacity

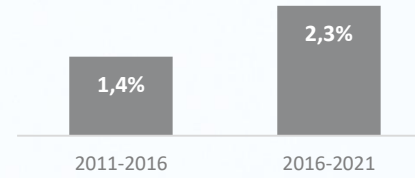
2018



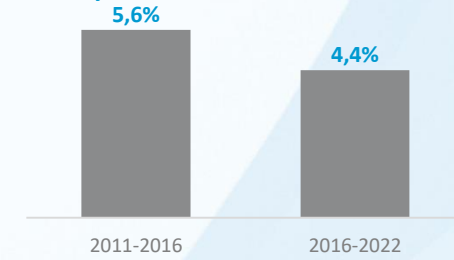
## Consumption Growth

CAGR

### Global

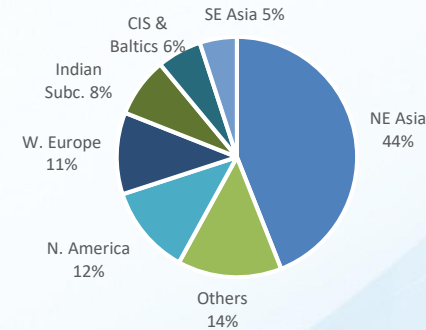


### Turkey



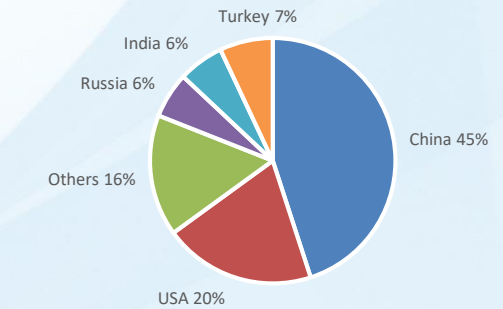
## Demand by Region

2018



## Production By Country

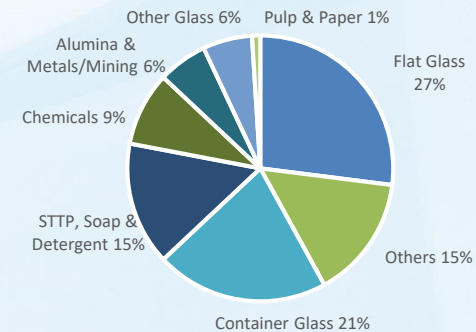
2018



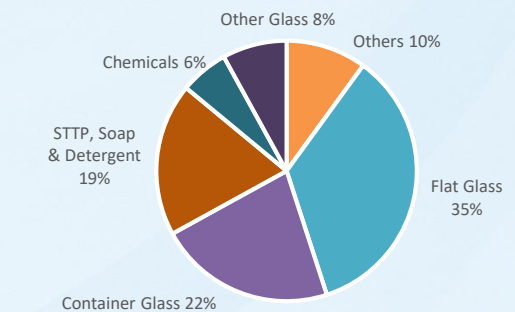
## Demand by Segment

2018

### Global



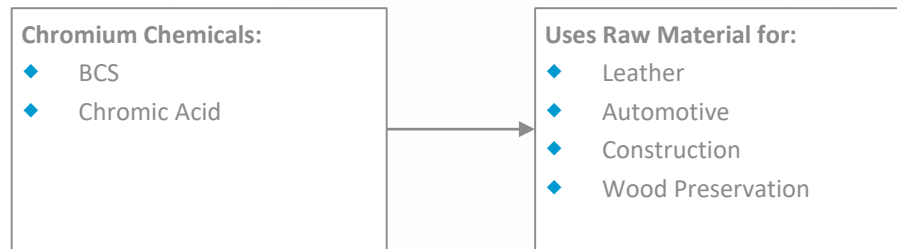
### Turkey



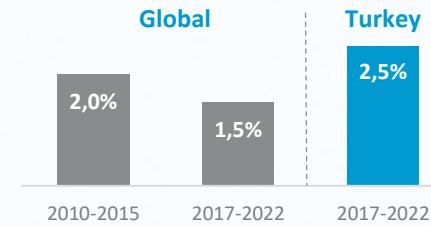
# Chromium Market

## Industry Dynamics

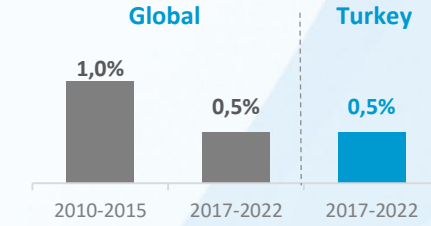
- ◆ 392K tons Basic Chromium Sulphate (“BCS”) global market, 153K tons Chromic Acid global market
- ◆ Demand drivers: leather, automotive, construction, wood preservation
- ◆ Largest consumers are China and Brazil
- ◆ Global capacity utilization of BCS at 57% and Chromic Acid at 64%



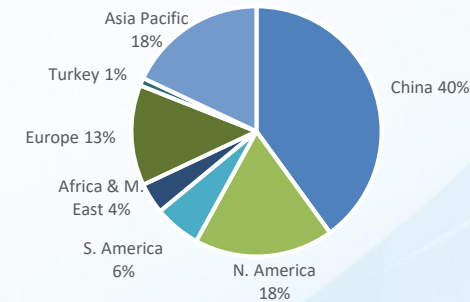
### Consumption Growth Chromic Acid



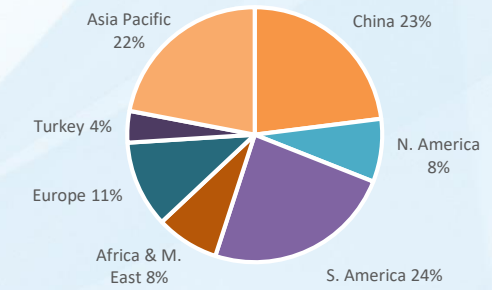
### BCS



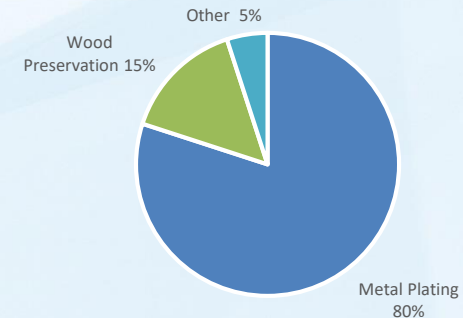
### Global Chromic Acid Market 2018



### Global BCS Market 2018



### Global Chromic Acid Consumption by Segment 2018



### Global BCS Consumption by Segment 2018



# Appendix

# Summary Financials

BALANCE SHEET (TRY mn)	2016	2017	2018	YoY Change
<b>Total Assets</b>	<b>3.317</b>	<b>3.881</b>	<b>6.369</b>	<b>64%</b>
Cash & Cash Equivalents	971	783	1.193	52%
Financial Assets	108	552	750	36%
Trade Receivables	412	480	736	53%
Inventories	204	240	320	34%
Equity-Pickups	281	328	413	26%
Property, plant and equipment	1.209	1.295	2.094	62%
Intangible assets	17	32	152	372%
Tax & Deferred Tax Assets	15	5	373	7490%
Other*	99	165	335	103%
<b>Total Liabilities</b>	<b>714</b>	<b>688</b>	<b>1.500</b>	<b>118%</b>
Interest Bearing Liabilities	293	313	542	73%
Trade Payables	236	276	447	62%
Provisions	33	44	62	41%
Tax & Deferred Tax Liabilities	30	19	54	191%
Other**	122	37	395	979%
<b>Equity</b>	<b>2.603</b>	<b>3.192</b>	<b>4.869</b>	<b>53%</b>
Equity holders of the parent	2.599	3.188	4.863	53%
Minority Interest	4	5	6	39%
<i>*Other Receivables, Prepaid Expenses, Other Current &amp; Non-Current Assets</i>				
<i>**Other Payables, Deferred Income</i>				

# Summary Financials

INCOME STATEMENT (TRY mn)	2016	2017	1Q 2018	1H 2018	9M 2018	2018	YoY Change
<b>Revenue</b>	<b>2.068</b>	<b>2.451</b>	<b>701</b>	<b>1.485</b>	<b>2.443</b>	<b>3.430</b>	<b>40%</b>
Cost of Goods Sold	-1.395	-1.597	-441	-935	-1.458	-2.114	32%
<b>Gross Profit</b>	<b>673</b>	<b>854</b>	<b>260</b>	<b>550</b>	<b>985</b>	<b>1.316</b>	<b>54%</b>
Research and development	-8	-3	-1	-2	-3	-4	49%
Sales and marketing	-178	-291	-87	-181	-296	-398	37%
General and administrative	-70	-80	-22	-48	-74	-107	34%
Other income (expense), net	29	28	18	51	149	110	290%
Income from Equity Pick-ups	72	92	19	43	69	91	-1%
Impairment Gain/Loss				-5	-9	-18	
Income/Expense from Investing Activities	14	43	34	132	354	248	479%
<b>EBIT</b>	<b>531</b>	<b>643</b>	<b>221</b>	<b>541</b>	<b>1.175</b>	<b>1.237</b>	<b>92%</b>
<b>EBITDA</b>	<b>629</b>	<b>779</b>	<b>256</b>	<b>612</b>	<b>1.287</b>	<b>1.387</b>	<b>78%</b>
Financial Income, net	113	88	43	134	339	231	164%
Income before Tax	645	731	264	674	1.515	1.468	101%
Tax Expense, net	-68	-69	-25	-17	-39	89	-229%
<b>Net income</b>	<b>577</b>	<b>662</b>	<b>239</b>	<b>657</b>	<b>1.475</b>	<b>1.557</b>	<b>135%</b>
<i>Net income after Minority Interest</i>							
<i>Interest</i>	576	661	239	657	1.475	1.556	135%
<i>Minority Interest</i>	0,8	0,9	0,2	0,4	0,7	0,9	1%
Earnings per share (TL):	0,576	0,661	0,239	0,657	1,475	1,556	135%

# Summary Financials

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

# ŞİŞECAM GROUP OVERVIEW

29



# 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

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

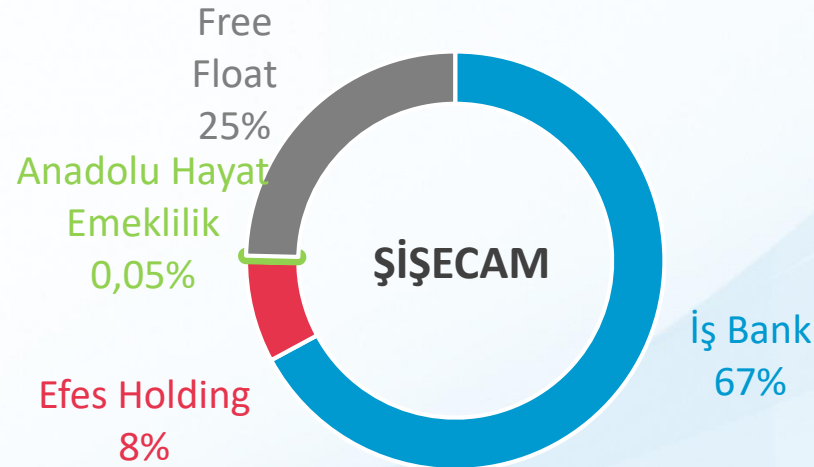
3<sup>rd</sup> Glassware  
Producer  
Globally

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

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

Leader Producer  
in Basic  
Chromium  
Sulfate Globally

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



83 year of  
corporate history

150 Export  
Countries

43 Production  
Plants

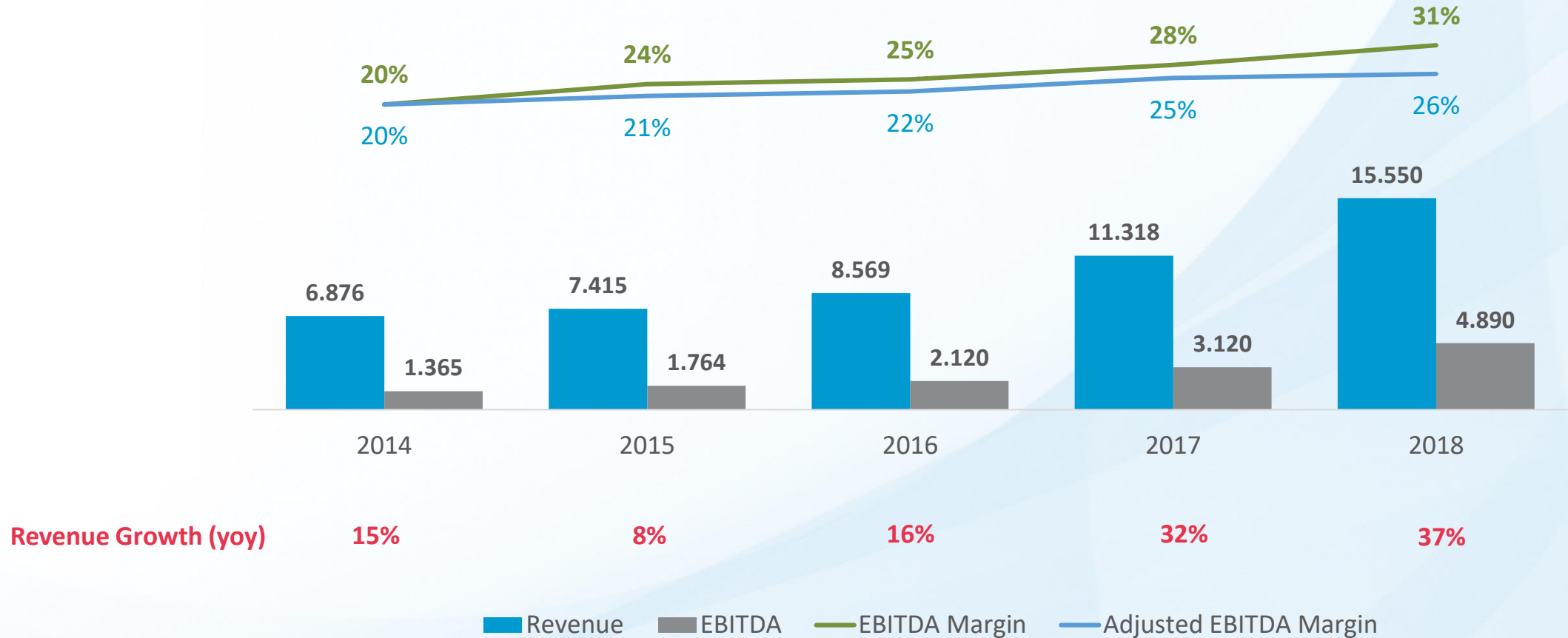
\$2,7 Billion  
Market Cap.

Listed Company  
since 1986

# Financial Highlights

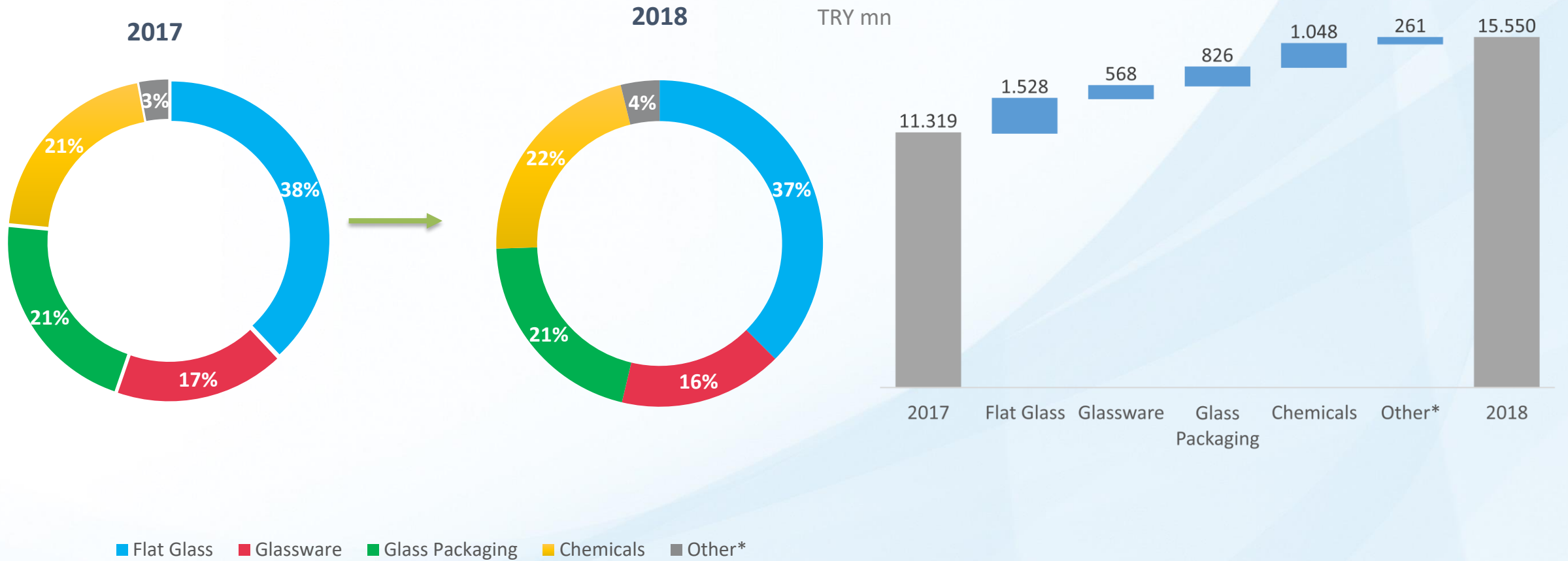
## Sustained Growth in Revenue with Improving EBITDA Margin

TRY mn



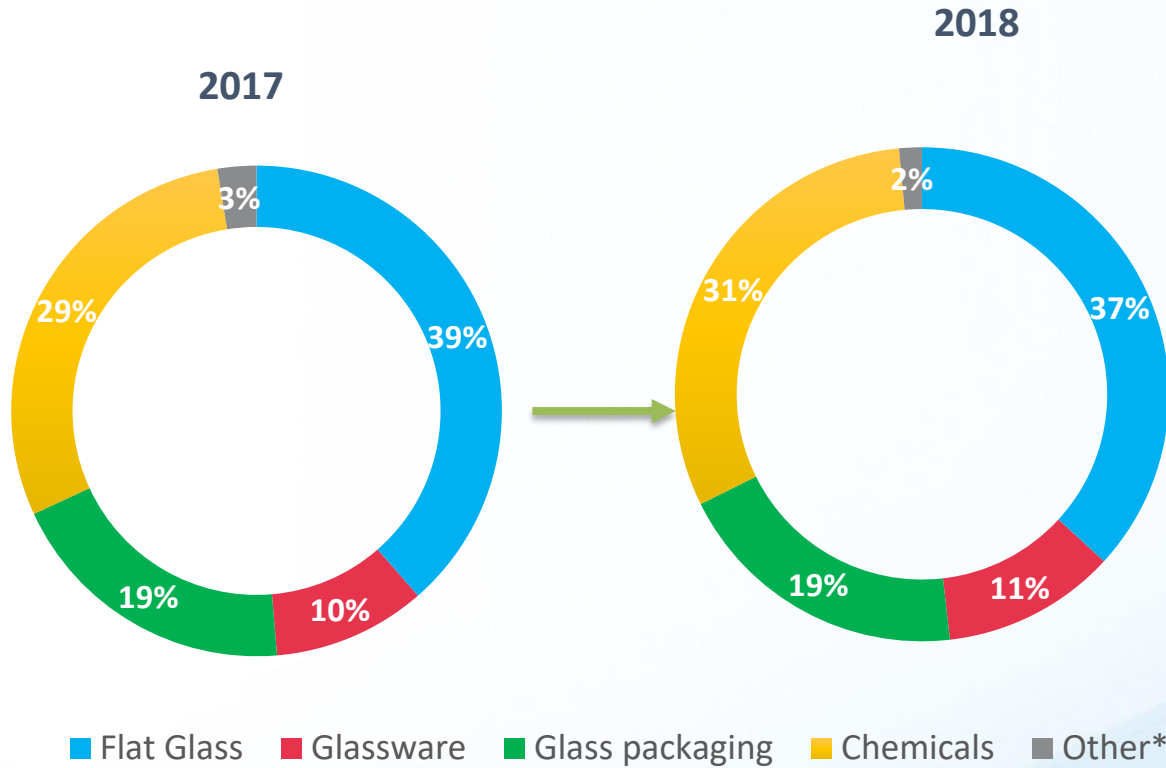
# Financial Highlights - Revenue

## Segments' Contribution to Revenue

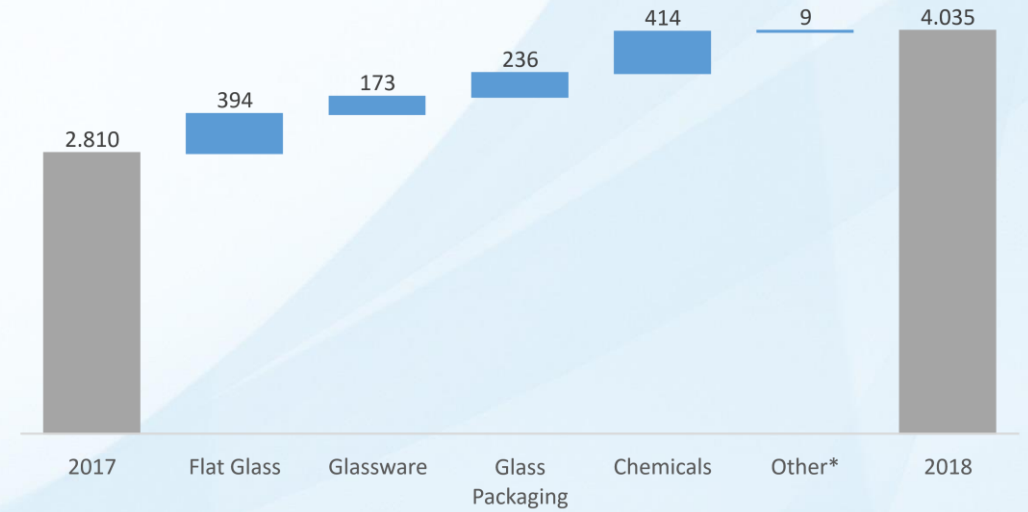


# Financial Highlights - EBITDA

## Segments' Contribution to EBITDA\*\*



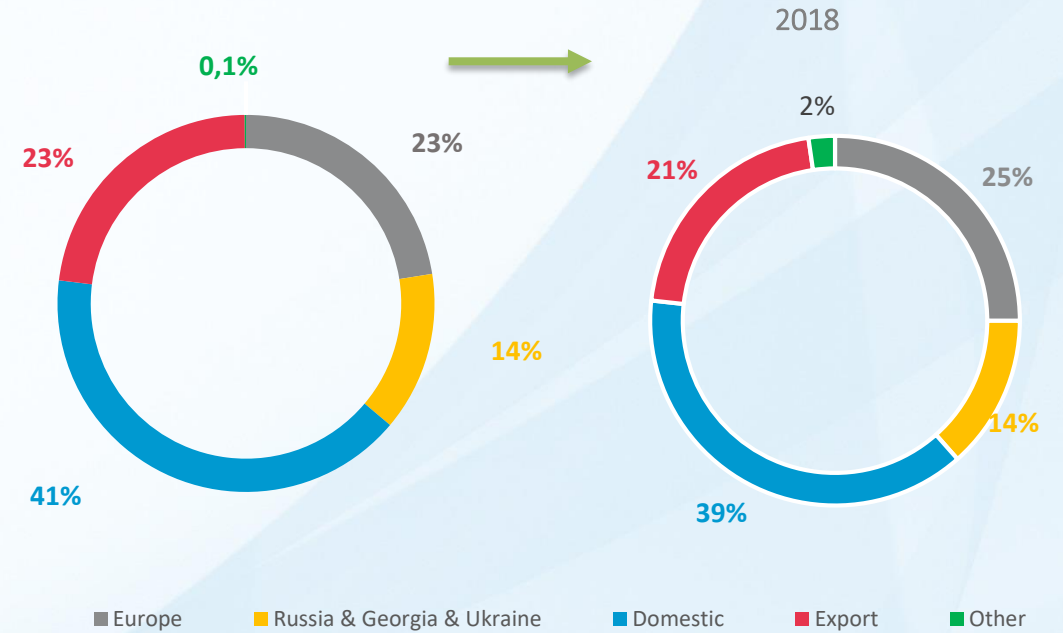
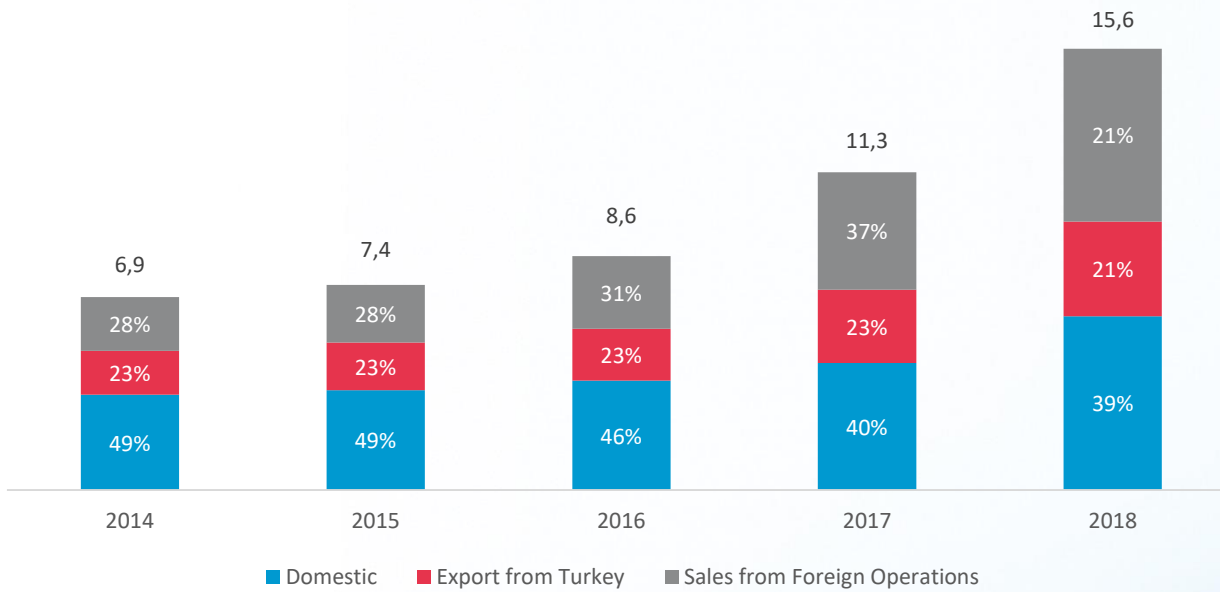
TRY mn



# Revenue & Cash Generation

## Revenue by Geography

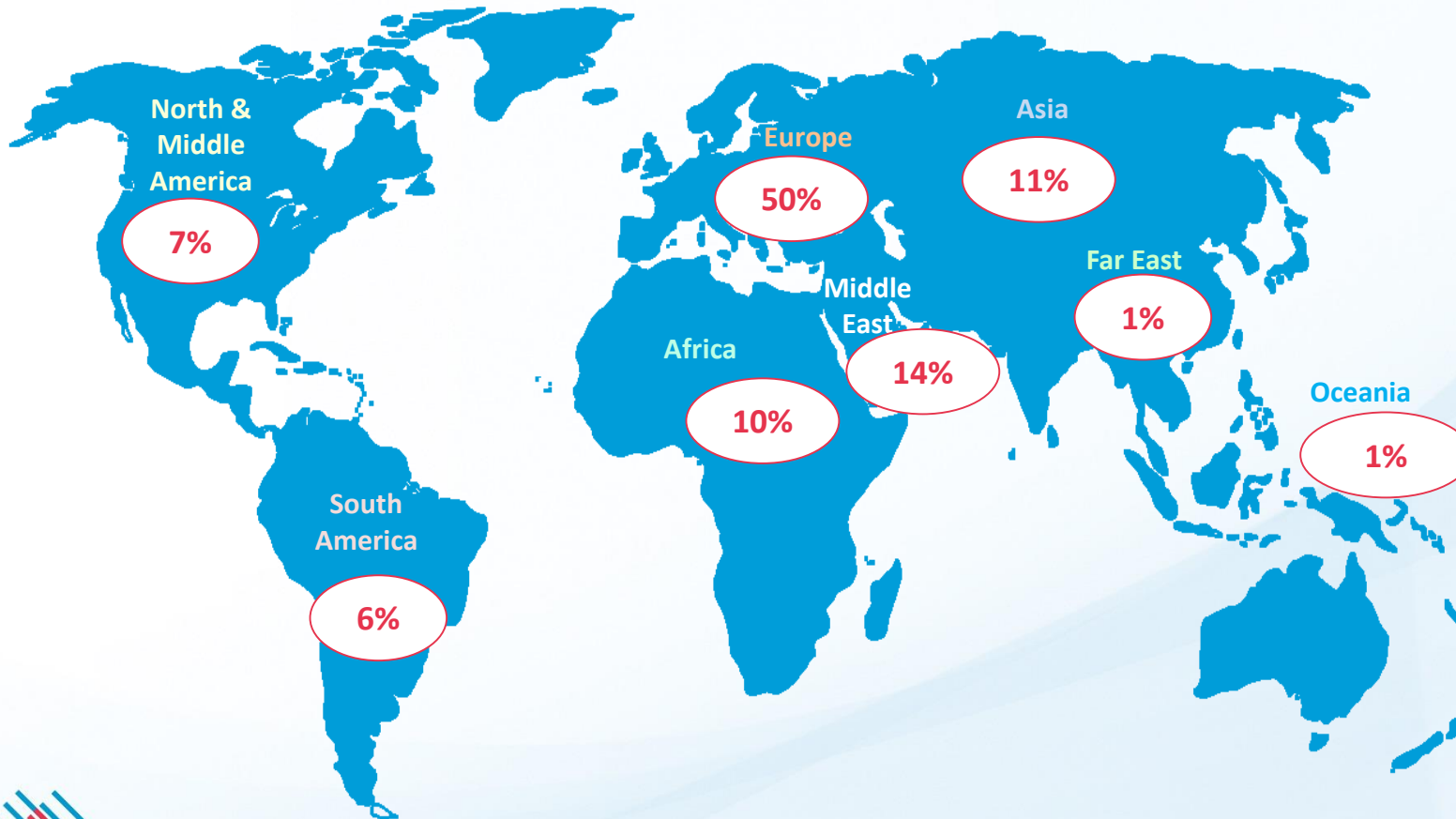
TRY bn



# Revenue & Cash Generation

## Exports from Turkey

Exports of USD 757 Million in 2018 to 150 countries



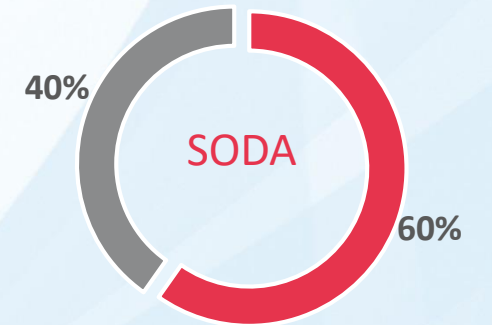
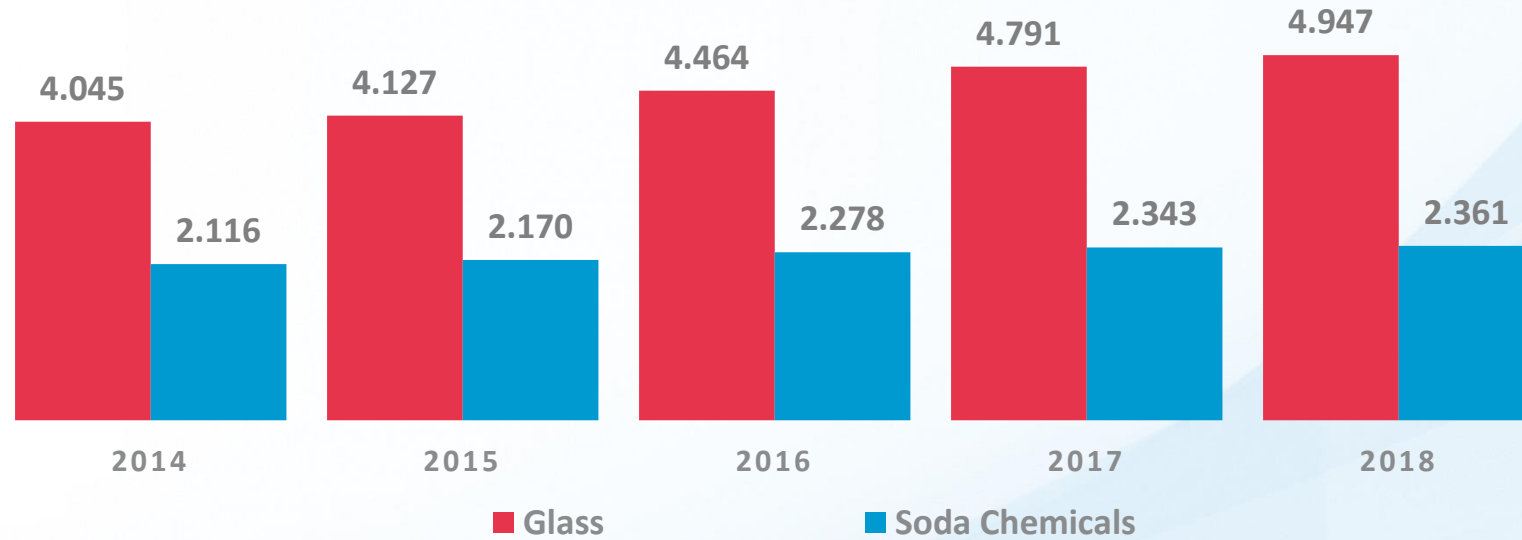
## Top 10 Countries

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

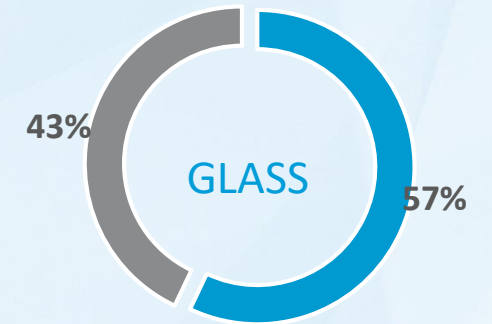
# Operational Excellence

## Increasing Production In Line with Capex Undertaken

K tons



■ Domestic ■ International\*

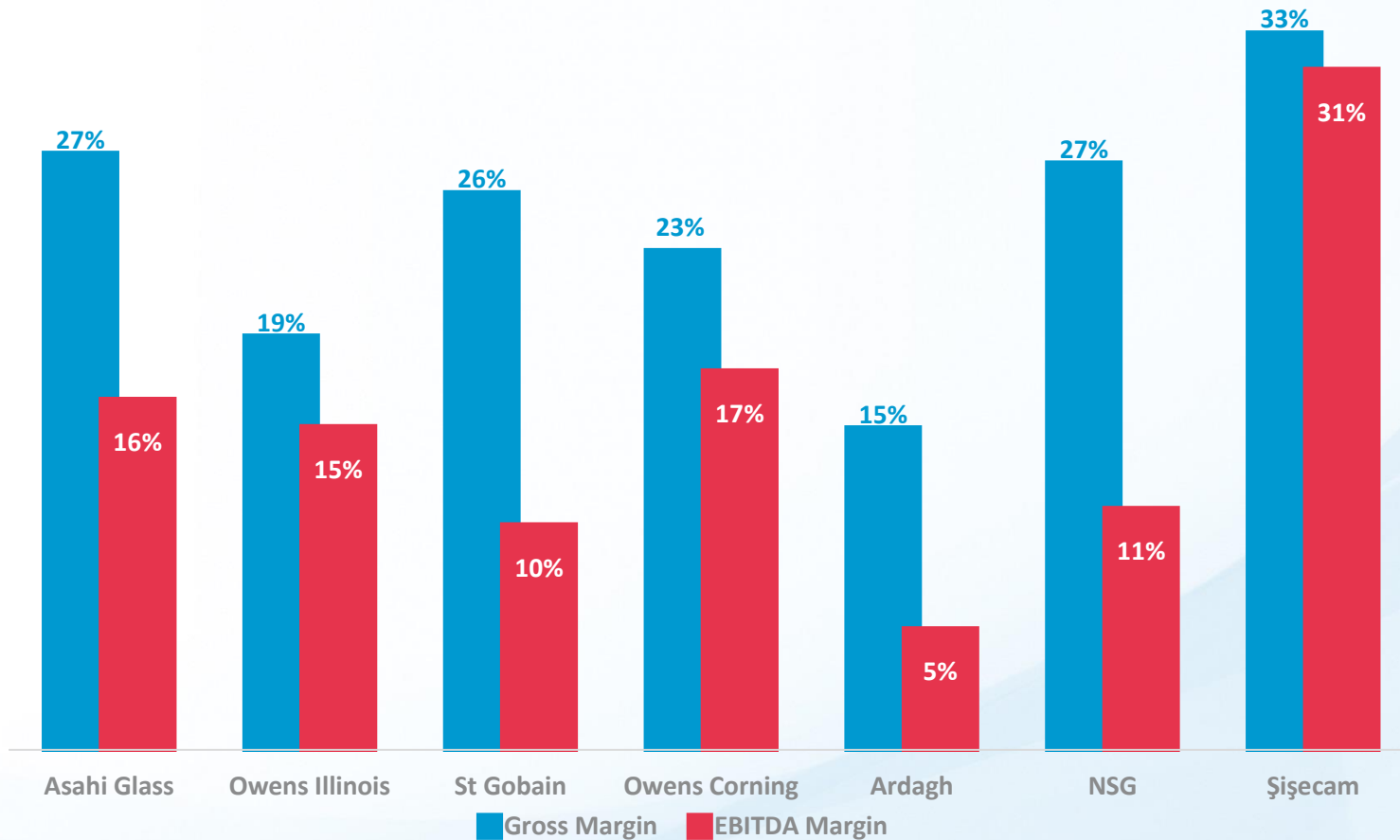


■ Domestic ■ International\*

\*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	74%
Asahi Glass	50%
Ardagh	36%
St Gobain	14%



# Şişecam History

Glassware and container production – Paşabahçe (Modest Growth)

1935-1960

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

Strong Growth

1960-1990

Reaching World glass volumes,  
Efficient Management Structure  
Investments Abroad

Investment Structuring

1990's

2000's

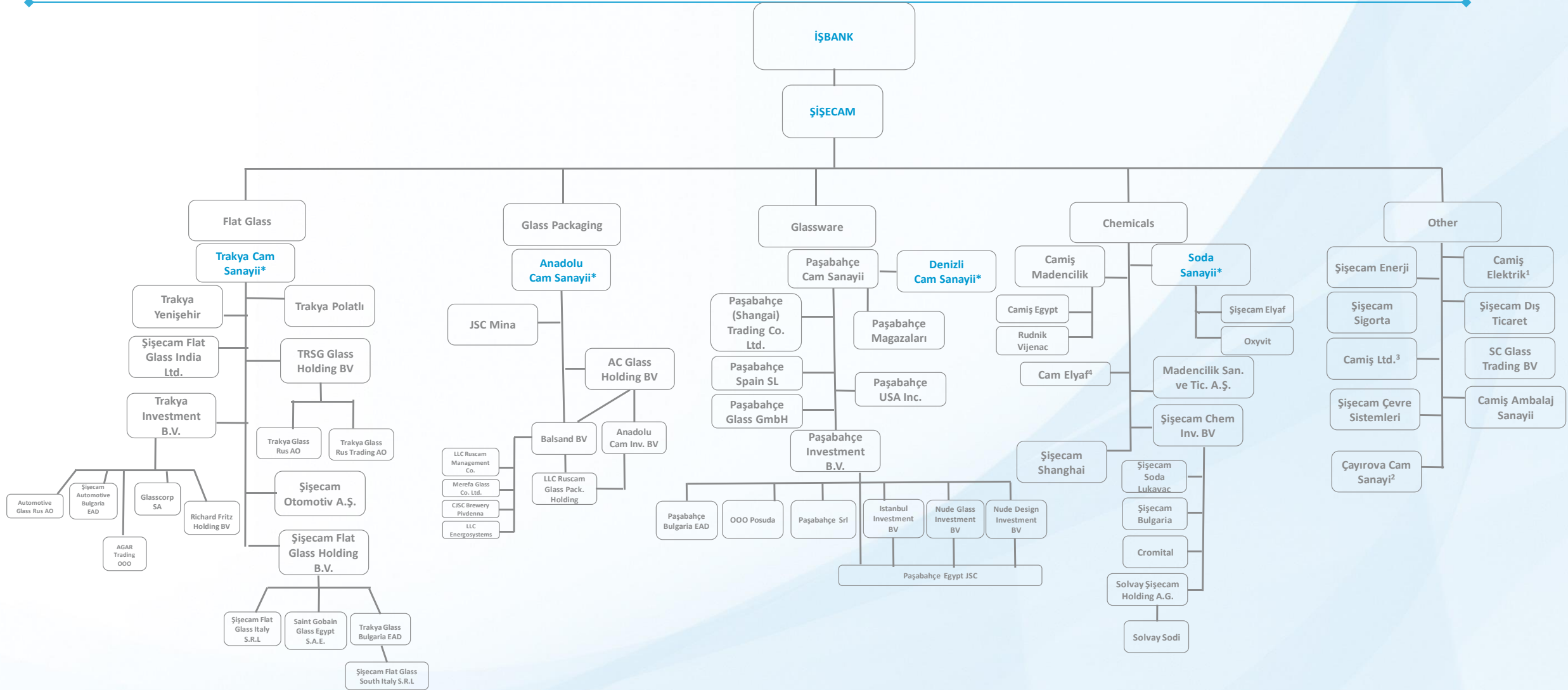
Regional leadership achieved,  
Higher market share  
regionally

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 Camiș Elektrik
- 2.Şişecam and Trakya Cam have shares on Çayırova Cam Sanayi
- 3.Şişecam and Paşabahçe have shares on Camiș 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
- Şişecam Elyaf Sanayii A.Ş.  
Balıkesir 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 **9,53** 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/investor-relations/corporate-overview-and-governance/corporate-governance-policies>

<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 m<sup>3</sup>** water re used in production
- **11%** waste water generation decreased

### PRESERVE

NATURAL RESOURCE MANAGEMENT  
ENVIRONMENTAL AND INSTITUTIONAL  
HERITAGE STEWARDSHIP

- **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

### EMPOWER

DIVERSITY & INCLUSIVITY  
INTERNATIONAL ENABLER TO FOSTER  
SUSTAINABILITY  
DIGITAL INTELLIGENCE AND COMMUNITY

- **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

### 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

- 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

### PRESERVE



### EMPOWER



### PROGRESS



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## FX Rates

	2014	2015	2016	2017	2018	4Q2017	4Q2018
<b>USD/TL</b>							
Period End	2,32	2,91	3,52	3,77	5,26	3,77	5,26
Period Average	2,19	2,72	3,02	3,64	4,83	3,80	5,51
<b>EUR/TL</b>							
Period End	2,82	3,18	3,71	4,52	6,03	4,52	6,03
Period Average	2,90	3,02	3,34	4,12	5,68	4,47	6,29



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