



2Q 2017

SODA SANAYİİ

Investor Presentation

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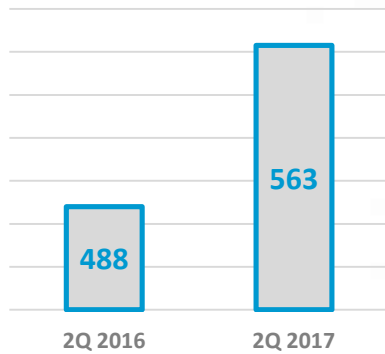
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SODA SANAYİİ A.Ş. OPERATIONAL RESULTS & FINANCIAL PERFORMANCE

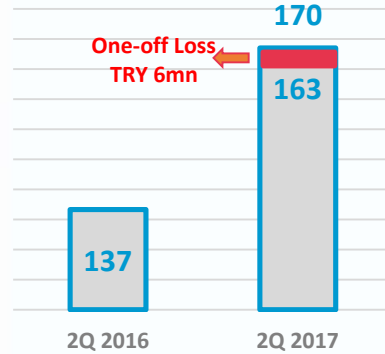
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Key Financial Indicators

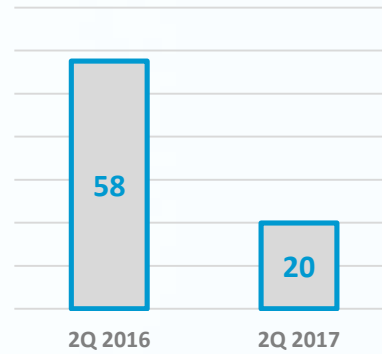
Revenue



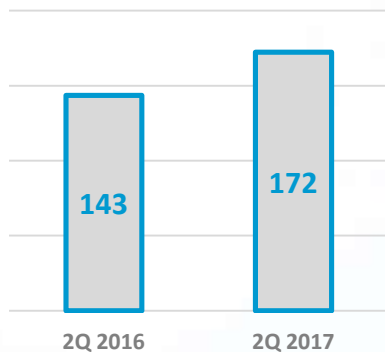
EBITDA



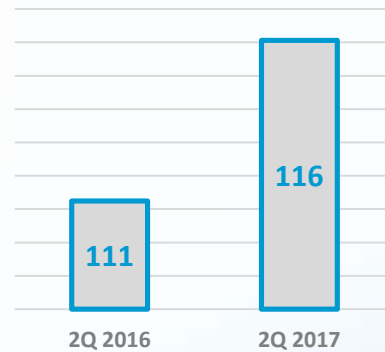
Capex



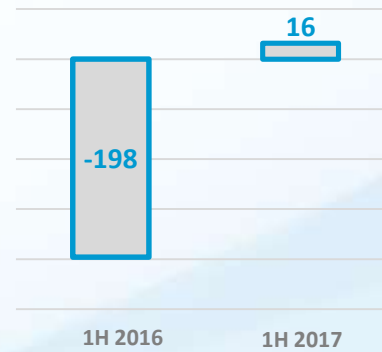
Gross Profit



Net Income



Free Cashflow

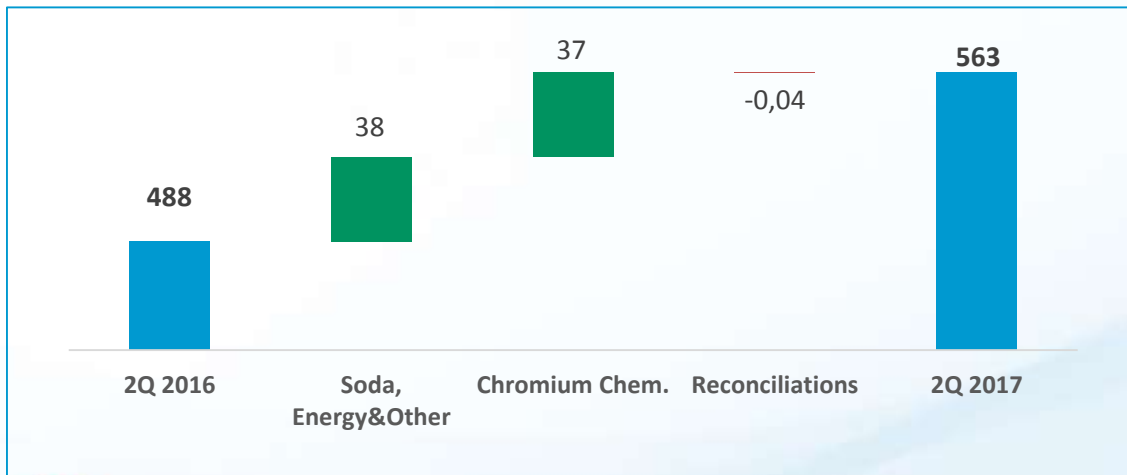
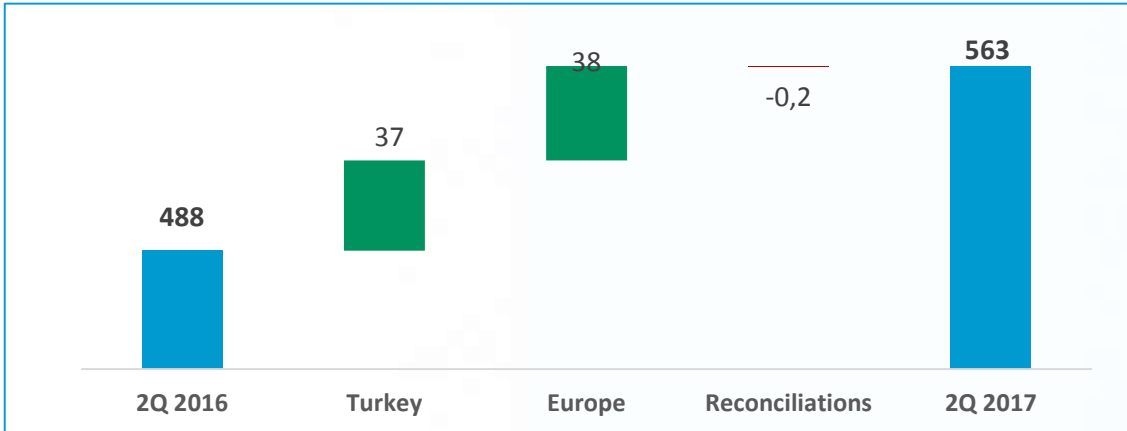


2Q 2017 Highlights

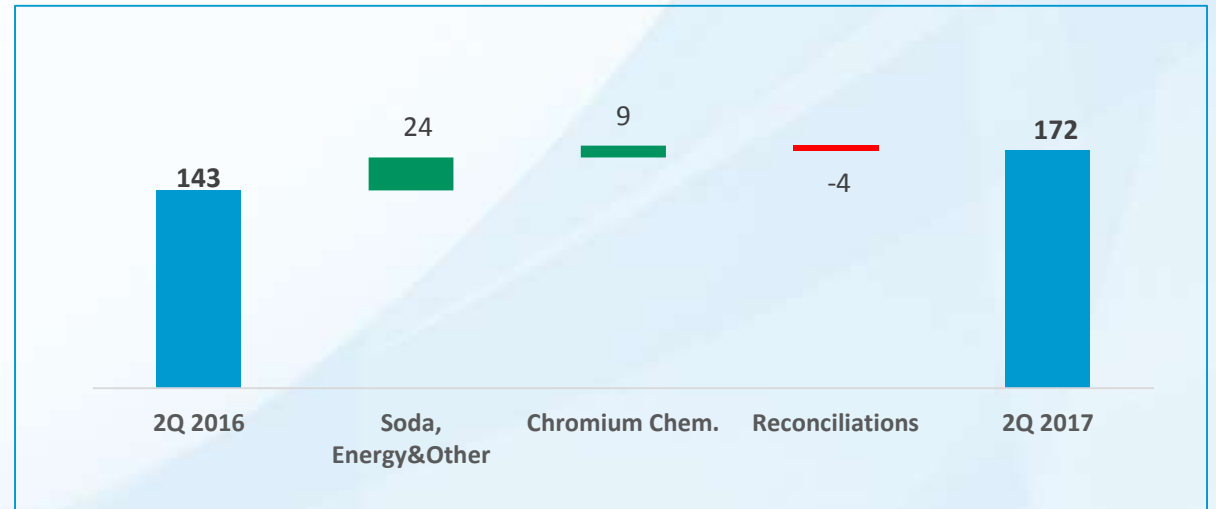
- Consolidated sales volume a) up by 7% in soda chemicals b) up by 10% in chromium chemicals
- Globally suppressed pricing environment; a) 8% yoy decline in avg. soda ash prices b) 3%-6% decrease in chromium chemicals products prices
- Continued to deliver strong topline growth and a high level of profitability thanks to operational efficiency investments
- Growing competition with 500K ton capacity addition of local natural soda producer
- Continued modernization, energy saving and raw material supply investments in line with the sustainable growth strategy in place
- Distributed TRY 200mn cash dividends & increased the share capital by TRY 150mn through bonus share issuance
- Soda Sanayii's market capitalization is USD 1,35bn as Aug 18 and the company's 3-month average daily trading volume is 2,5mn shares

Key Financial Indicators

Revenue Contributions by Geography & Business Segments



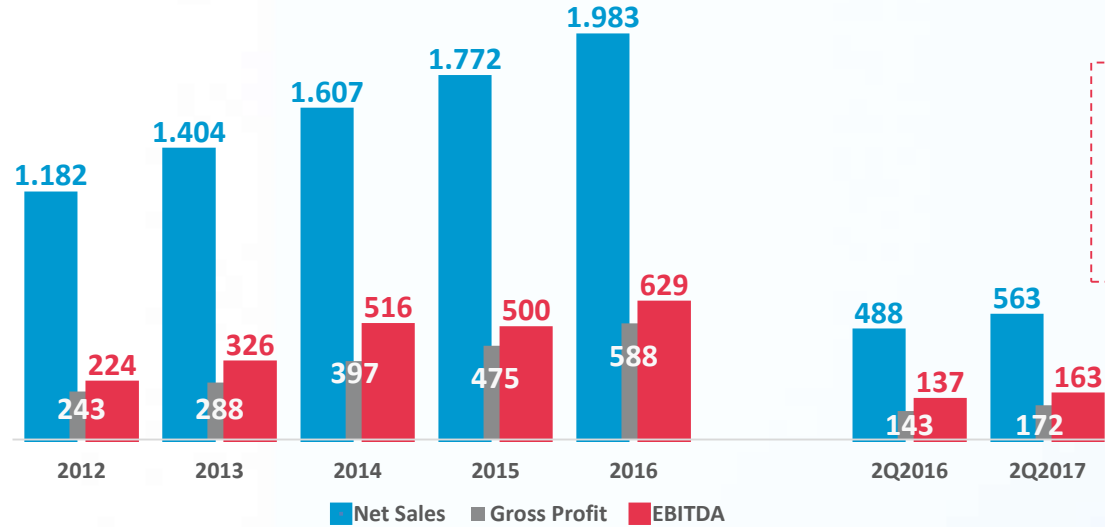
Gross Profit Contributions by Business Segments



Soda Sanayii – Financial Results

Consolidated Financial Results

TRY mn

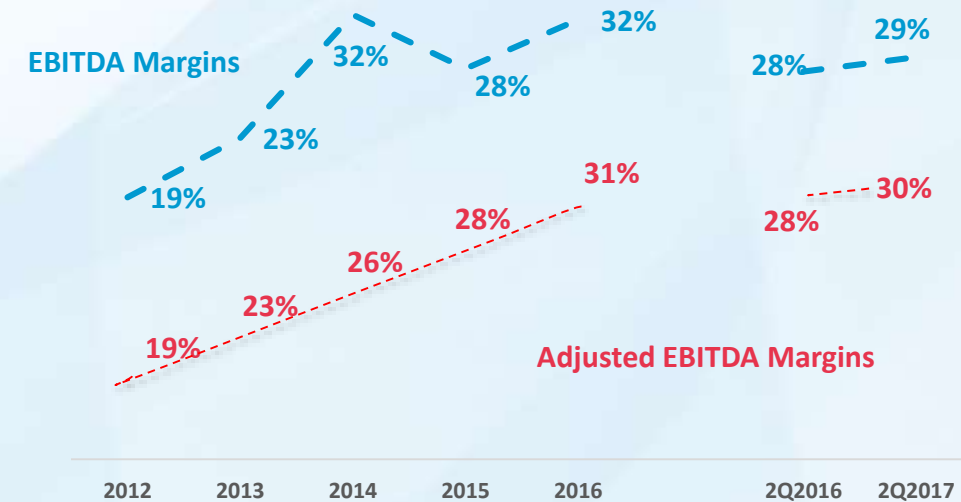


EBITDA Margins Adjusted to One-off Gains

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)
- 2Q2017: TRY 6mn (Revaluation loss on Eurobond investments)

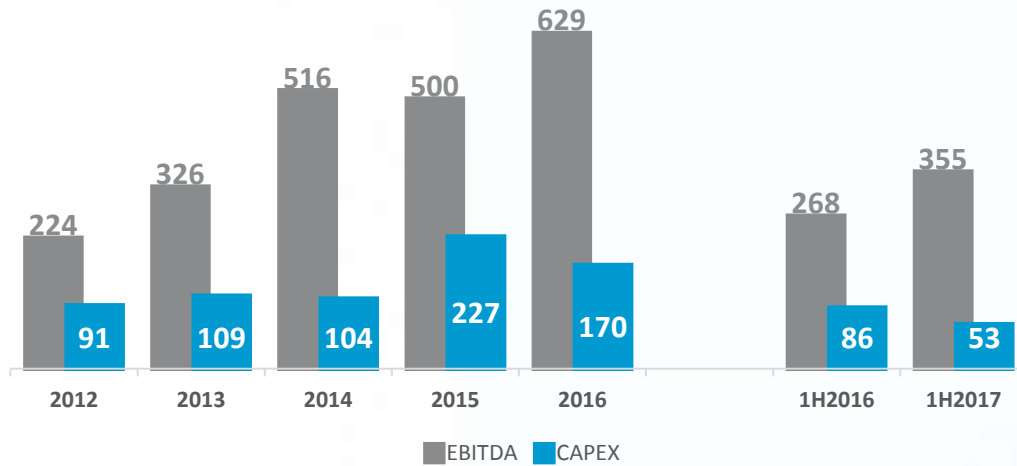
Gross Margin	21%	21%	25%	27%	30%	29%	31%
EBIT Margin	13%	17%	26%	23%	27%	23%	23%
EBITDA Margin	19%	23%	32%	28%	32%	28%	29%



Soda Sanayii – Financial Results

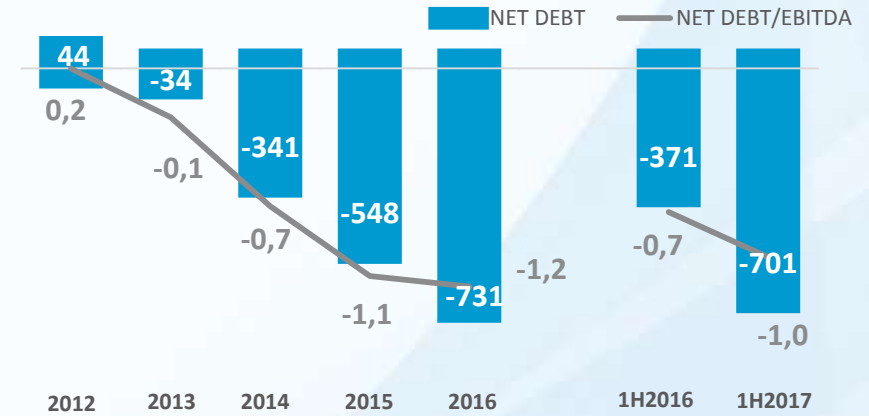
Consolidated EBITDA & CAPEX

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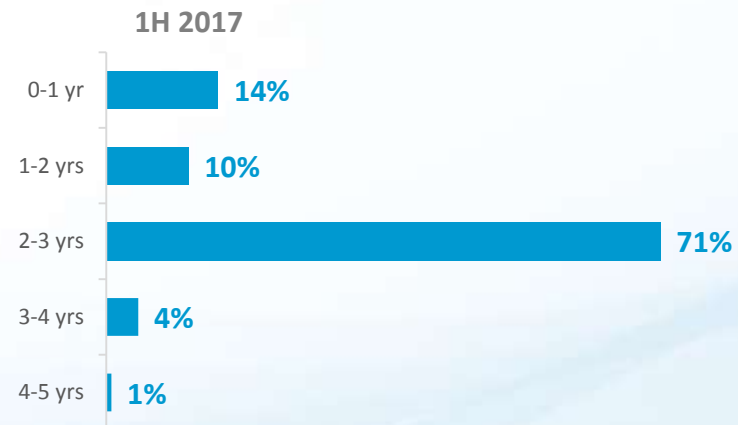


Consolidated EBITDA & NET DEBT

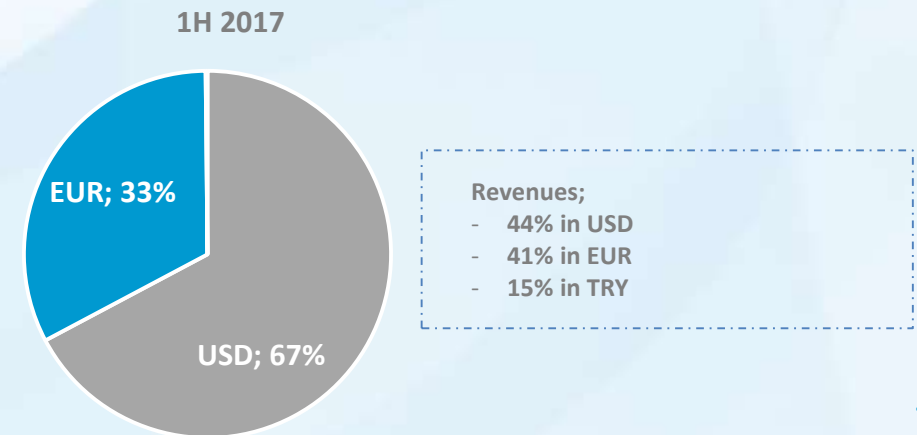
TRY mn



Maturity Breakdown of Debt



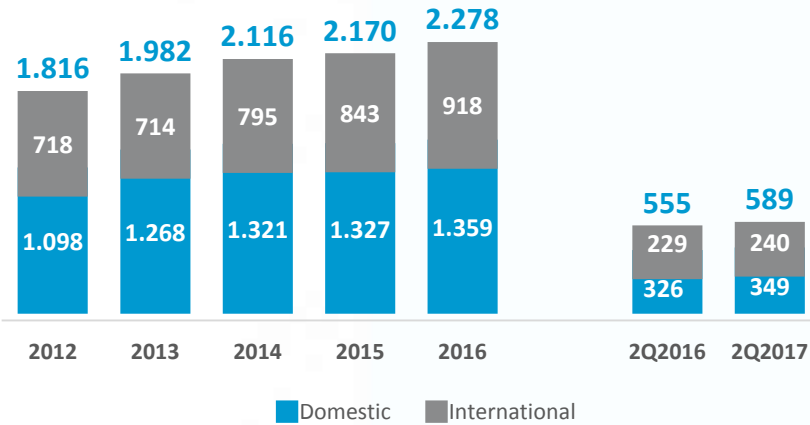
Currency Breakdown of Debt



Soda Sanayii – Operational Results

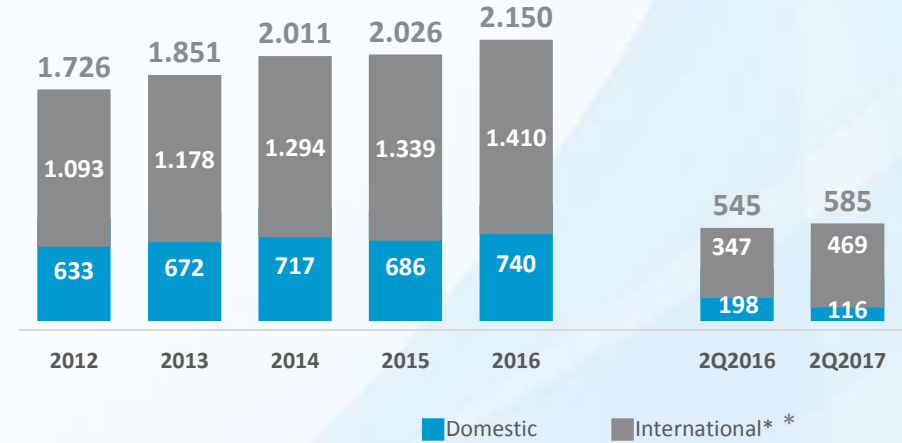
Soda Production Breakdown

K Tons



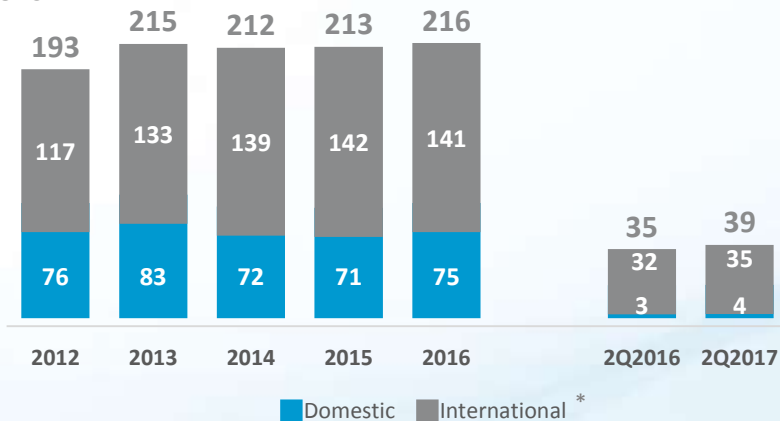
Soda Sales Breakdown**

K Tons



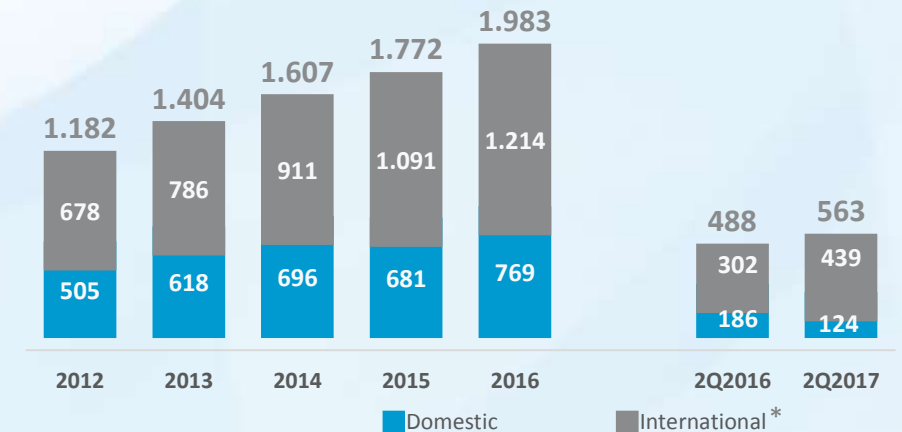
Chromium Chemicals Sales Breakdown**

K Tons



Soda Sanayii Consolidated Revenues Breakdown

TRY mn



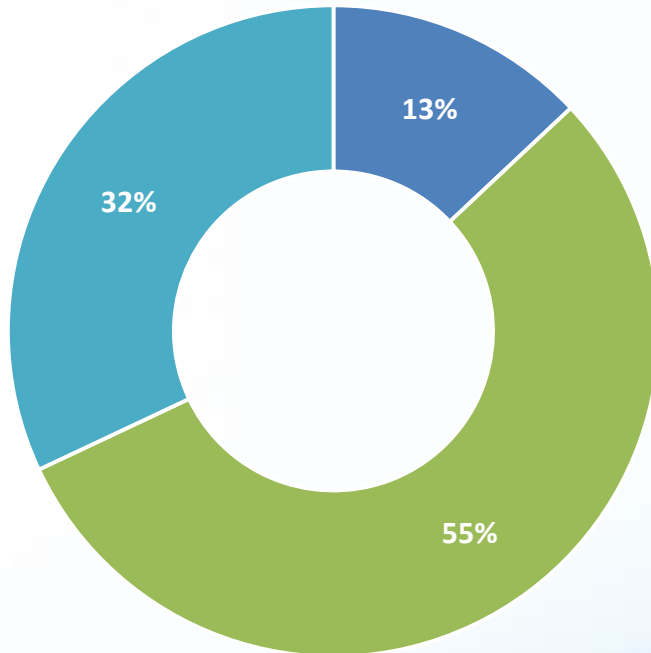
*International Sales include sales from foreign operations + export from foreign operations + export from Turkey

**Starting from 2017, white sulphate sales are categorized under soda segment rather than chromium chemicals segment. 2Q2016 sales volume data of both segments were revised accordingly

Soda Sanayii – Soda Sales Breakdown

by Geography (in volume terms)*

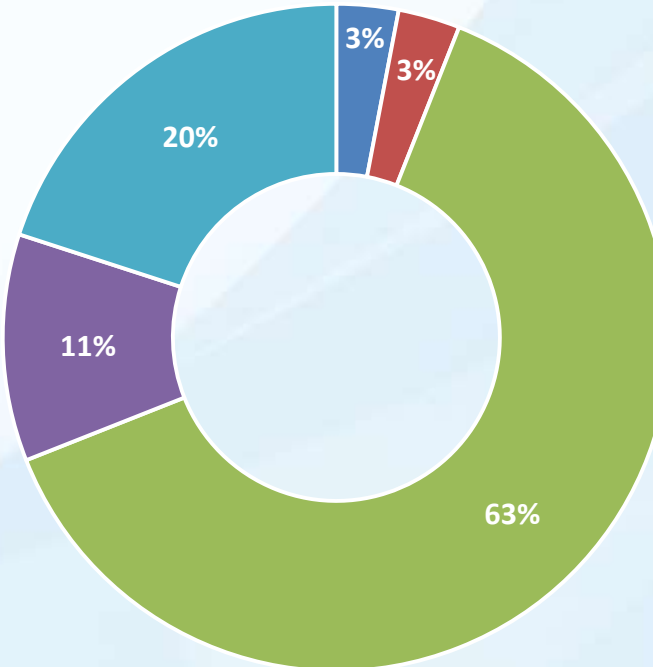
2Q 2017



■ Domestic ■ Europe ■ Rest Of the World

by Segment (in volume terms)

2Q 2017

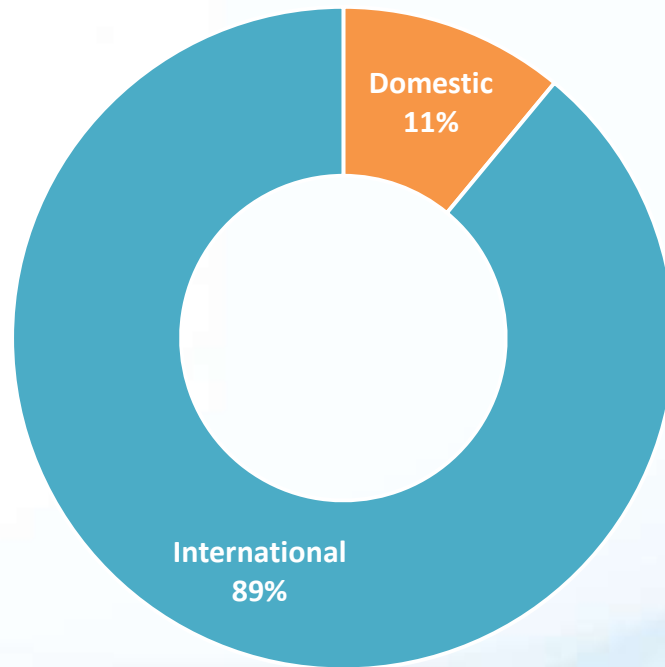


■ Textile ■ Chemicals ■ Glass ■ Detergent ■ Others

Soda Sanayii – Chromium Sales Breakdown

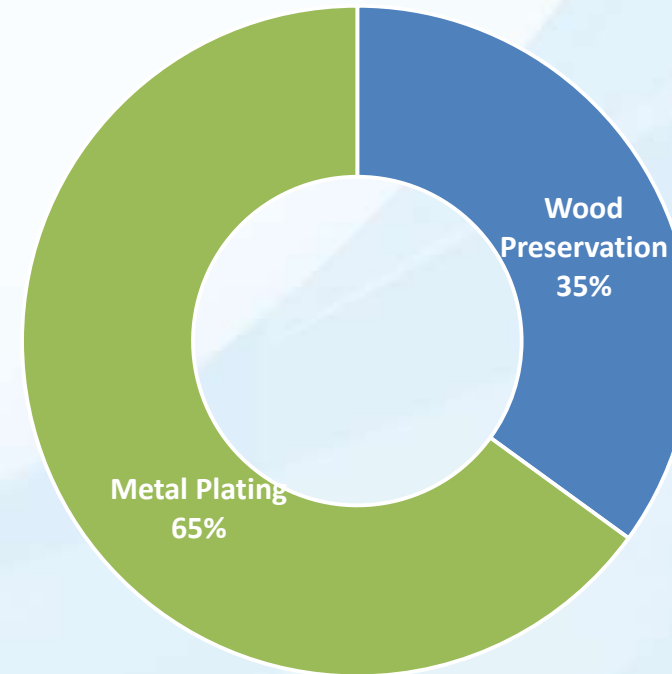
by Geography (in value terms)

2Q 2017



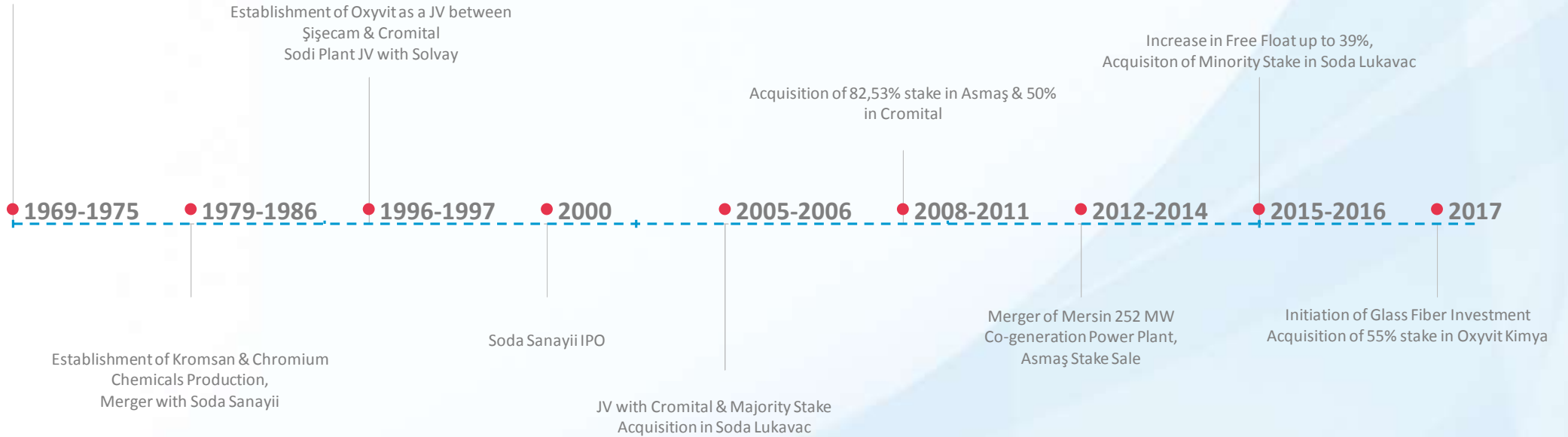
Chromic Acid Sales by Segment (in volume terms)

2Q 2017

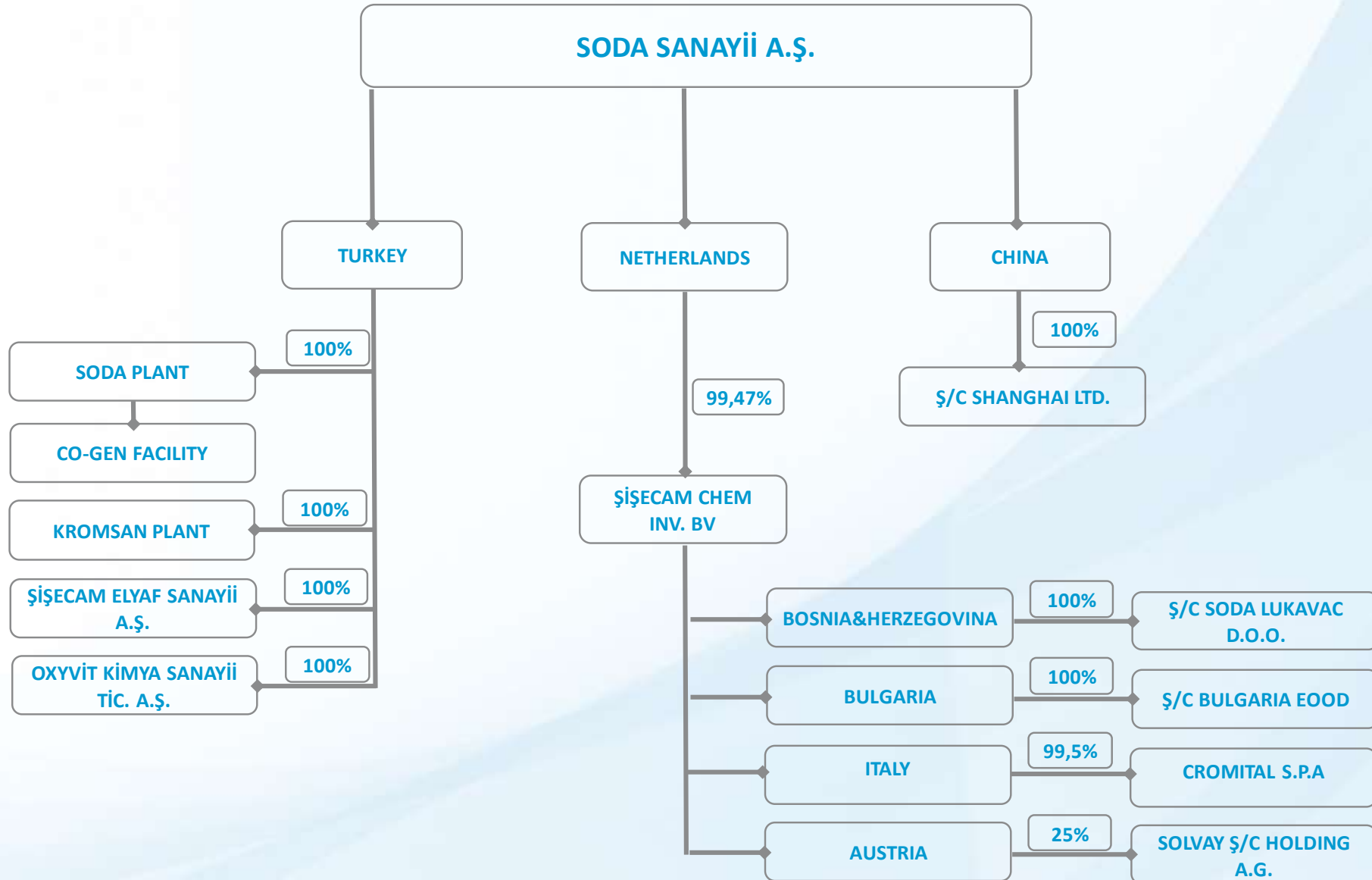


Soda Sanayii History

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

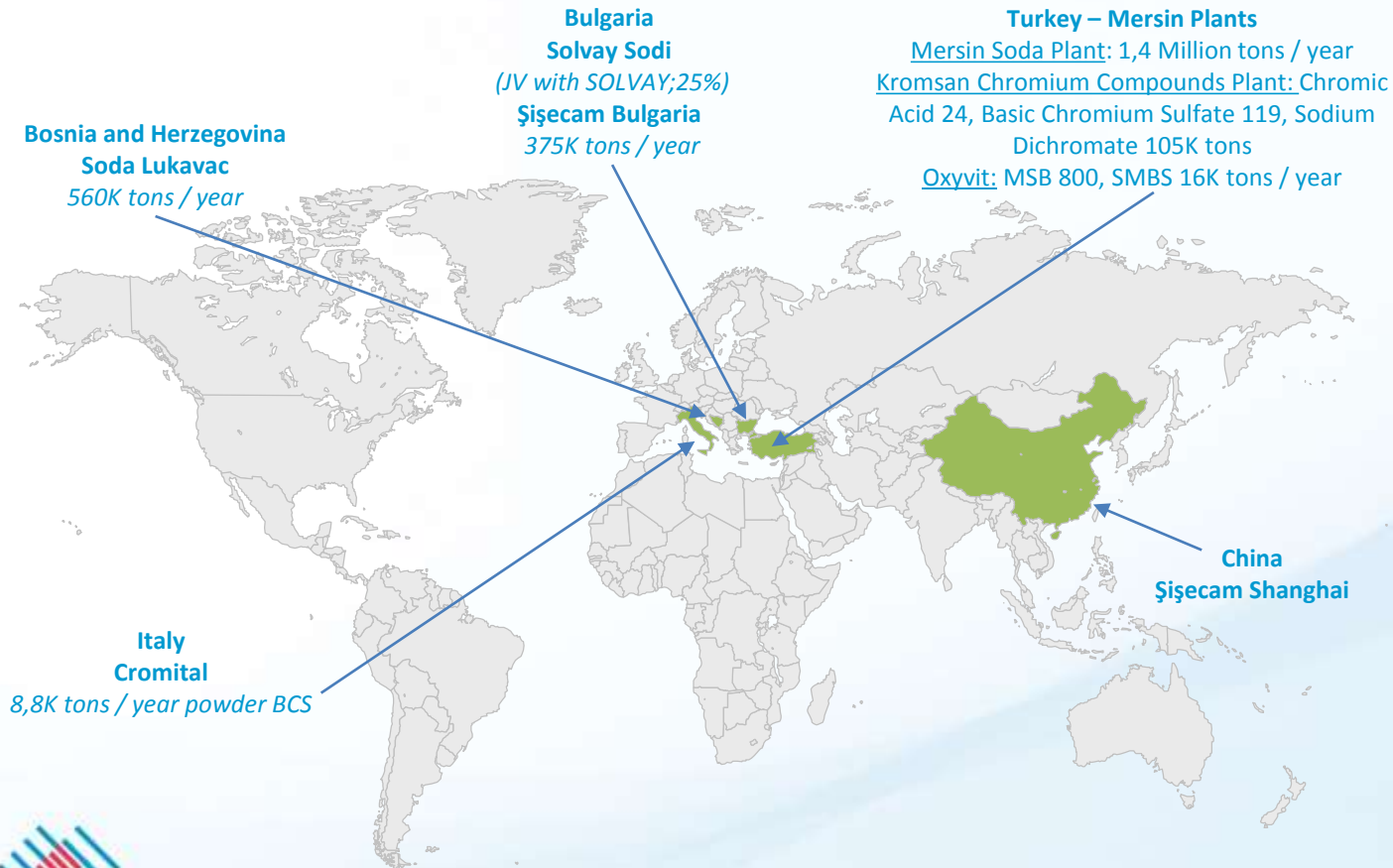
CHEMICALS BUSINESS SEGMENT OVERVIEW

29

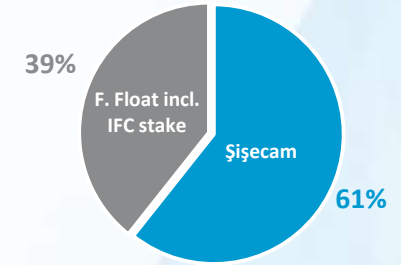
Chemicals – Soda Sanayii

Operations & Global Presence

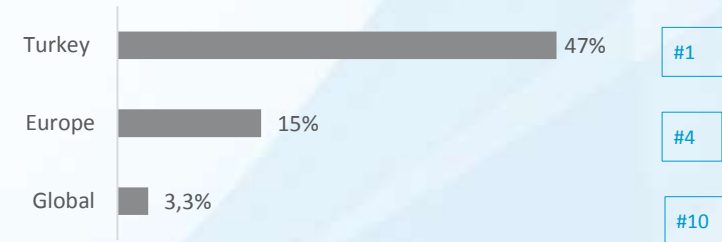
Soda Sanayii, being the flagship company of Şişecam Chemicals, is a leading soda and chromium chemicals producer operational in 5 different facilities incl. Sodi JV and exporting products to +70 countries around the World



SHAREHOLDERS



Soda Ash Market Shares



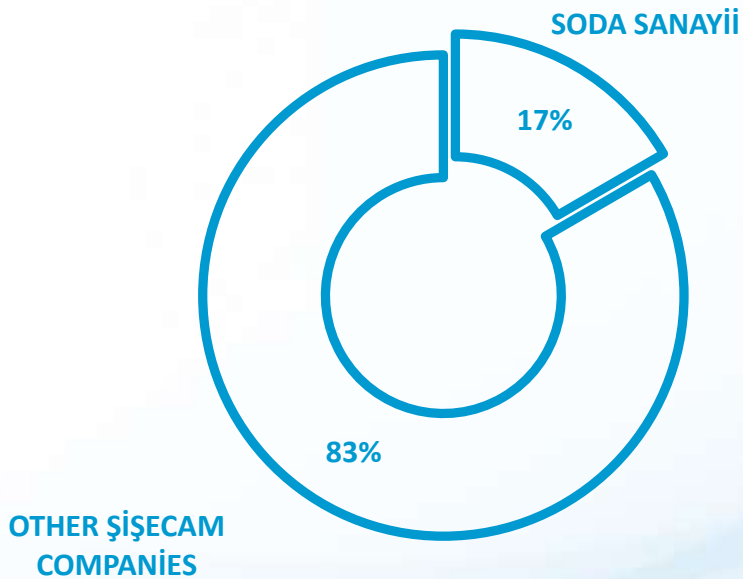
Chromium Market Shares



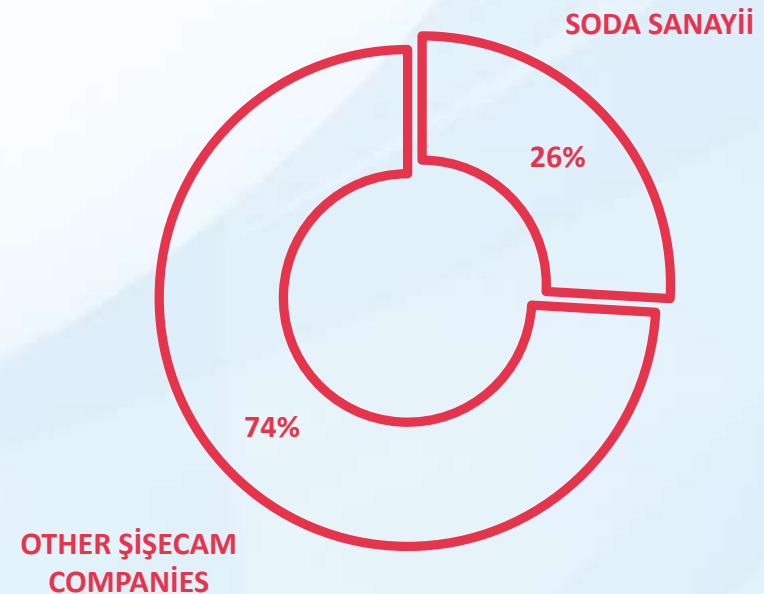
Chemicals – Soda Sanayii

In 2Q 2017, Chemicals Segment accounted for 19% of Şişecam revenues and 30% of its adjusted EBITDA. Soda Sanayii's contribution to Şişecam revenues with its non-group sales was 17%, while its adjusted EBITDA accounted for 26% of the group's consolidated and adjusted EBITDA figure.

Contribution to Şişecam Consolidated Revenues
2Q 2017



Contribution to Şişecam Consolidated EBITDA
2Q 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 in China
- ◆ Average global capacity utilization rate at 86%

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

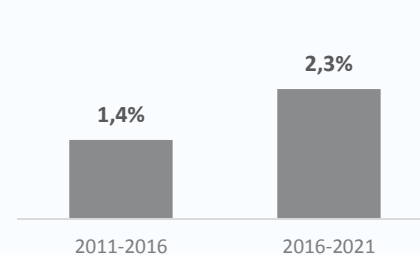
2Q 2017



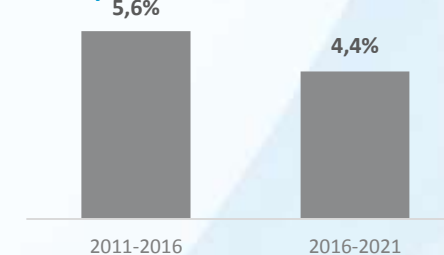
Consumption Growth

CAGR

Global

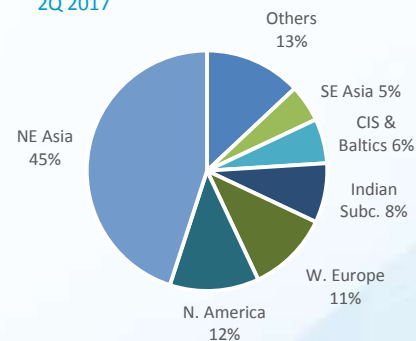


Turkey



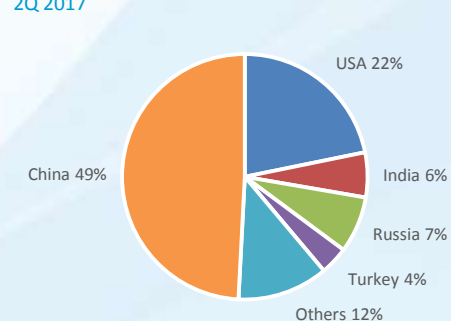
Demand by Region

2Q 2017



Production By Country

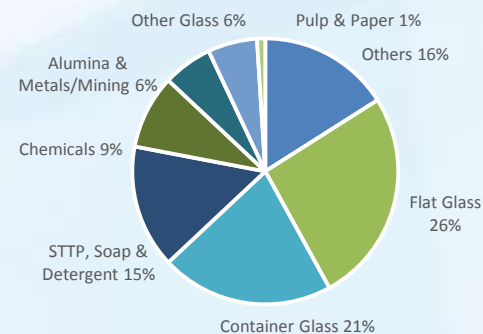
2Q 2017



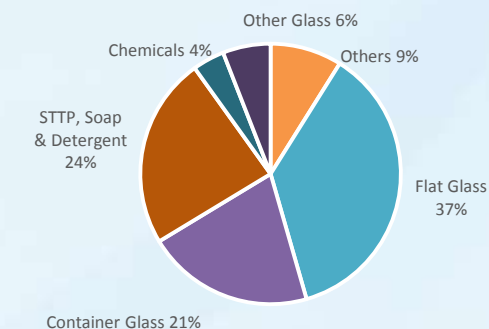
Demand by Segment

2Q 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 surplus leading to a prices pressure
- ◆ Global capacity utilization of BCS at 57% and Chromic Acid at 64%

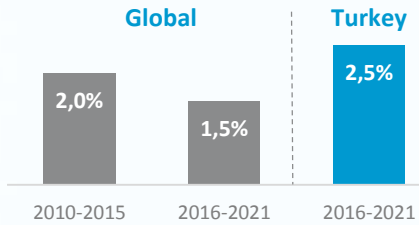
Chromium Chemicals:

- ◆ BCS
- ◆ Chromic Acid

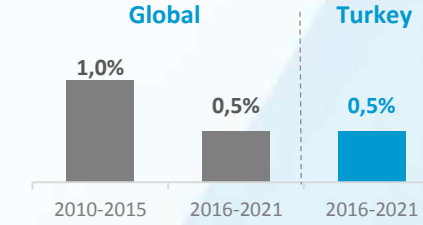
Uses Raw Material for:

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

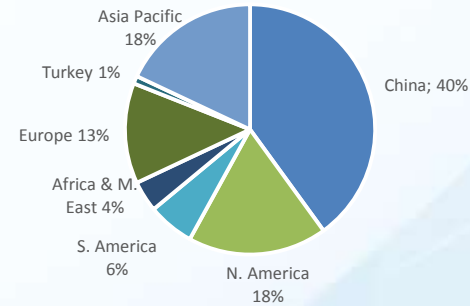
Consumption Growth Chromic Acid



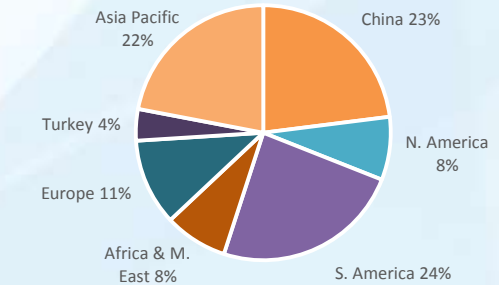
BCS



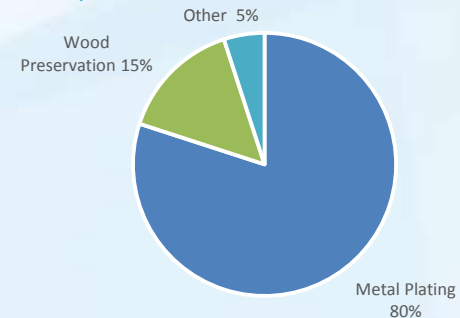
Global Chromic Acid Market 2Q 2017



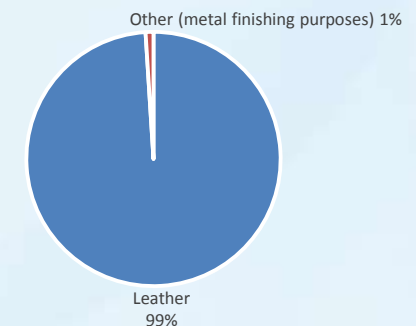
Global BCS Market 2Q 2017



Global Chromic Acid Consumption by Segment 2Q 2017



Global BCS Consumption by Segment 2Q 2017



Appendix

Summary Financials

BALANCE SHEET (TRY mn)	2016 YE	1H 2017	Change
Total Assets	3.317	3.470	5%
Cash & Cash Equivalents	971	828	-15%
Financial Assets	108	262	143%
Trade Receivables	412	459	11%
Inventories	204	212	4%
Equity-Pickups	281	274	-3%
Property, plant and equipment	1.209	1.226	1%
Intangible assets	17	17	-1%
Tax & Deferred Tax Assets	15	11	-26%
Other*	99	182	85%
Total Liabilities	714	730	2%
Interest Bearing Liabilities	293	278	-5%
Trade Payables	236	235	0%
Provisions	33	40	22%
Tax & Deferred Tax Liabilities	30	13	-57%
Other**	122	164	35%
Equity	2.603	2.740	5%
Equity holders of the parent	2.599	2.736	5%
Minority Interest	4	5	18%

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

**Other Payables, Deferred Income

Summary Financials

INCOME STATEMENT (TRY mn)	2Q 2016	2Q 2017	Change	1H 2016	1H 2017	Change
Revenue	488	563	15%	964	1.122	16%
Cost of Goods Sold	-345	-391	13%	-688	-763	11%
Gross Profit	143	172	20%	276	359	30%
Research and development	-2	-1	-54%	-3	-1	-52%
Sales and marketing	-24	-42	75%	-46	-74	61%
General and administrative	-21	-17	-21%	-39	-42	8%
Other income (expense), net	2	-3	-243%	0	0	-75%
Income from Equity Pick-ups	15	27	81%	32	52	62%
Income/Expense from Investing Activities	0	-6	NA	0	-5	NA
EBIT	114	130	14%	220	289	31%
EBITDA	137	163	20%	268	355	32%
Financial Expense, net	17	0	-99%	5	41	722%
Income before Tax	131	130	0%	225	330	47%
Tax Expense, net	-19	-14	26%	0	-46	NA
Net income	111	116	4%	198	284	43%
<i>Net income after Minority Interest</i>	111	116	4%	0	284	NA
<i>Minority Interest</i>	0	0	17%	0	0	NA
Earnings per share (TL):	0,148	0,154	4%	0,264	0,378	43%

Summary Financials

CASH FLOW STATEMENT (TRY mn)	2012	2013	2014	2015	2016	1H 2016	1H 2017
Net Profit	133	208	388	441	577	198	284
Non-cash	83	58	-21	-14	-56	52	35
Operating cash flows provided before changes w/c	216	266	367	427	521	250	319
Change in w/c	-69	-207	149	-24	-12	-107	-7
Cash flows from operating activities	147	59	515	403	509	143	312
Interest paid	-13	-12	-13	-14	-21	-12	-10
Interest received	7	11	20	19	28	16	26
Dividend paid	0	-32	-46	-60	-240	-240	-200
Taxes paid	-27	-32	-55	-80	-58	-19	-59
Capex	-91	-109	-104	-227	-170	-86	-53
Free Cash Flow	23	-115	317	41	48	-198	16
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	-2	-1
Other cash flows from investing activities	9	46	124	67	-5	2	-173
Proceeds from financial liabilities	60	335	45	33	16	8	1
Repayments of financial liabilities	-106	-253	-80	-63	-82	-62	-23
Other cash flows from financing activities	0	3	3	0	-9	-9	0
FX gain/loss on cash and cash equivalents	-12	42	22	132	147	0	37
Net decrease/increase in cash and cash equivalents	-30	57	424	210	113	-261	-144

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

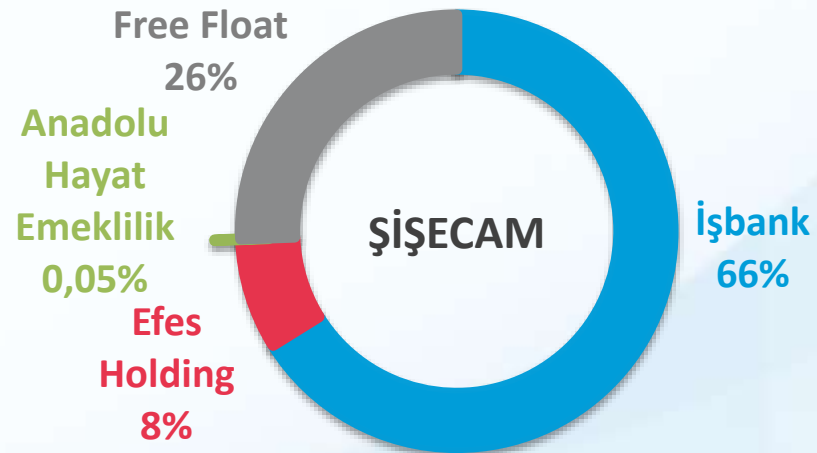
3rd Glassware
Producer
Globally

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

~150 Export
Countries

44 Production
Plants

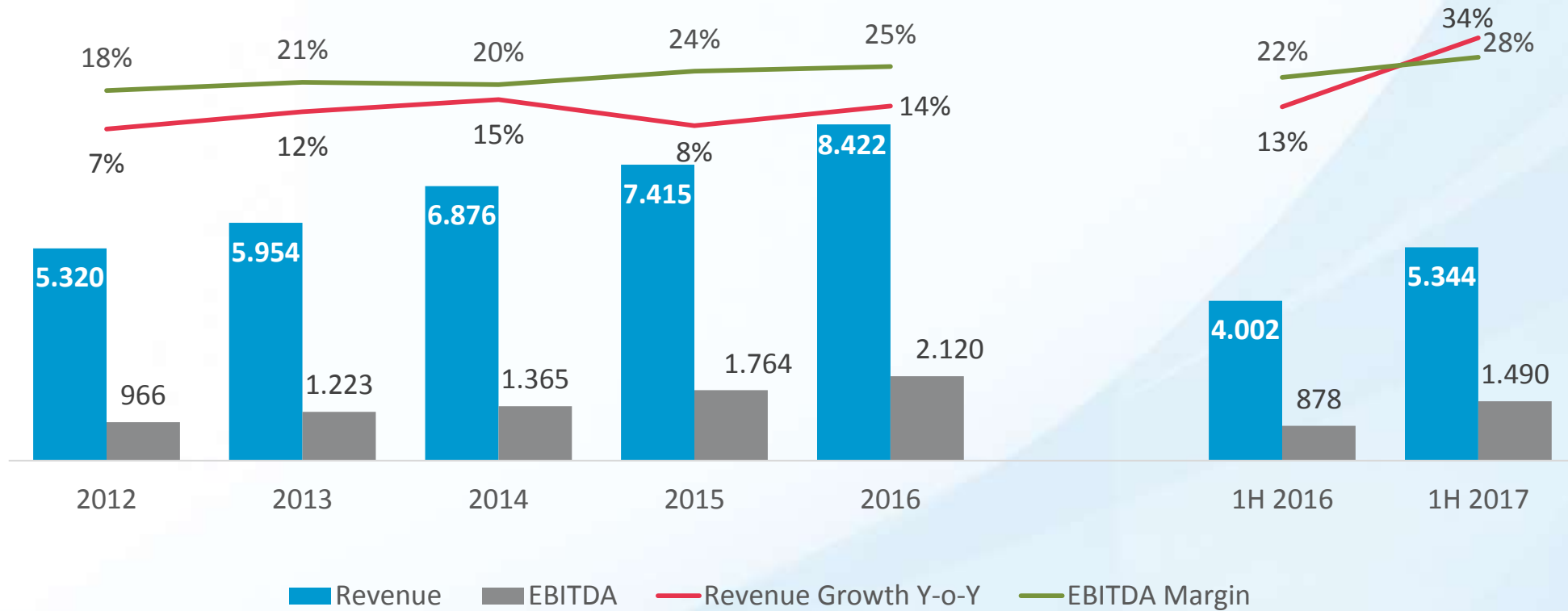
\$2,8 Billion
Market Cap.

Listed Company
since 1986

Key Financial Indicators

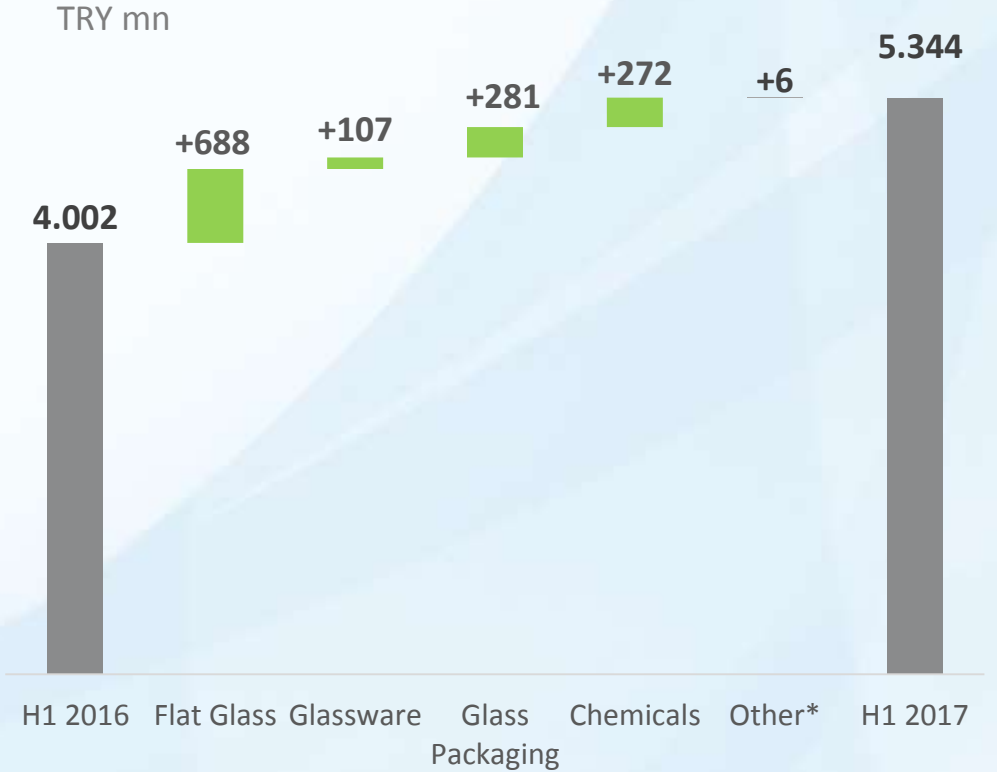
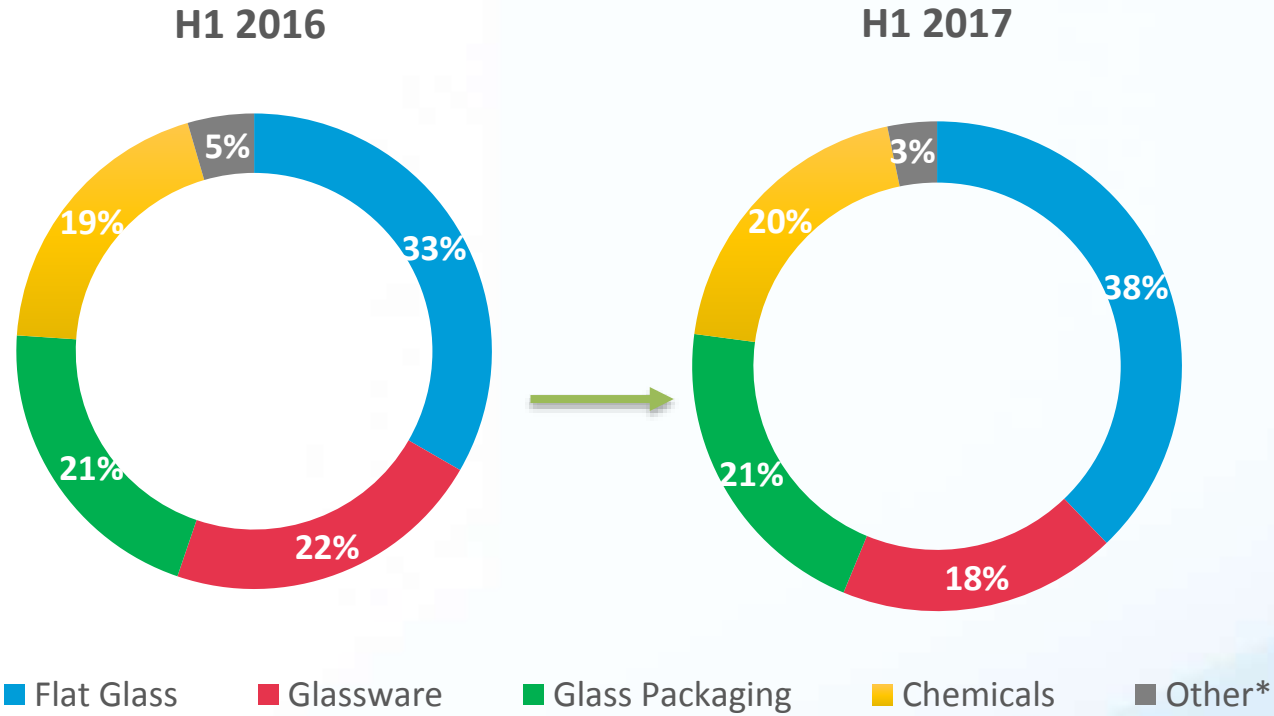
Sustained Growth in Revenue with Improving EBITDA Margin

TRY mn



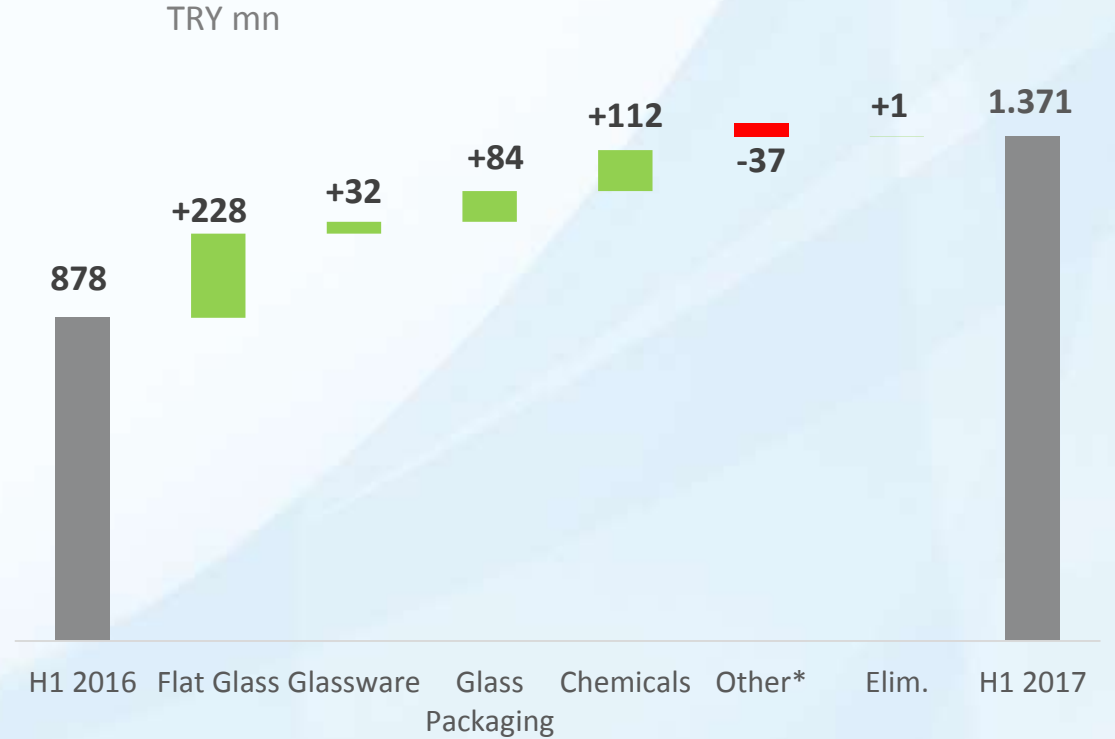
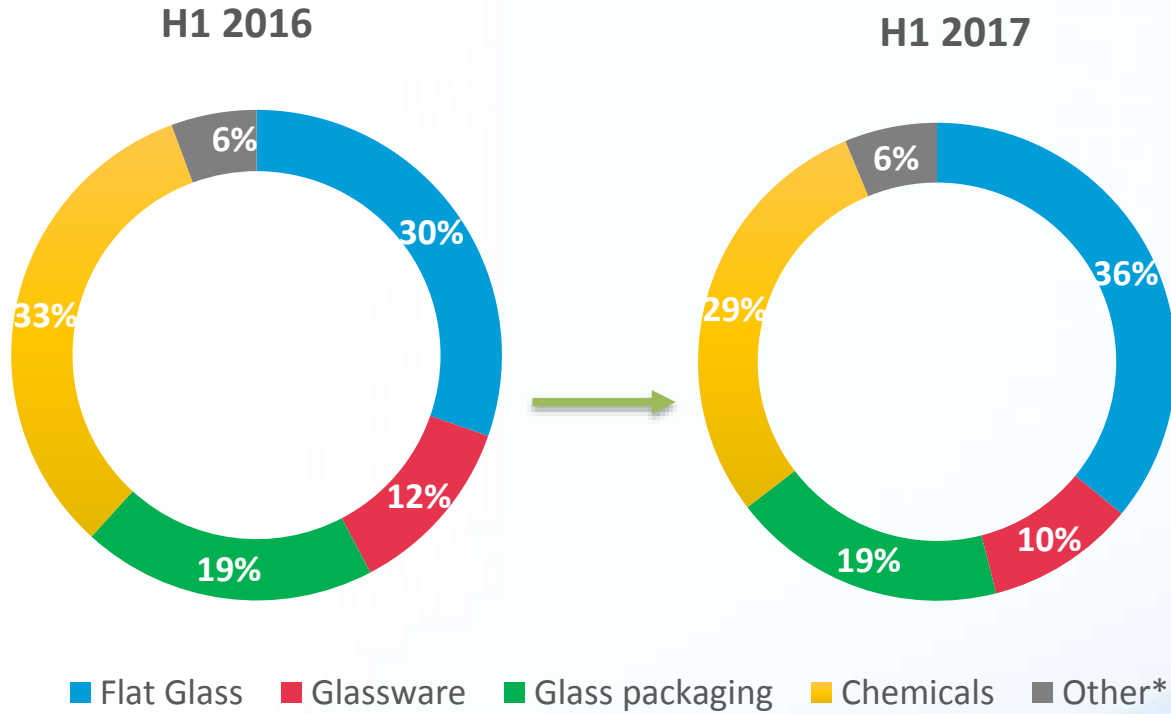
Financial Highlights - Revenue

Segments' Contribution to Revenue



Financial Highlights - EBITDA

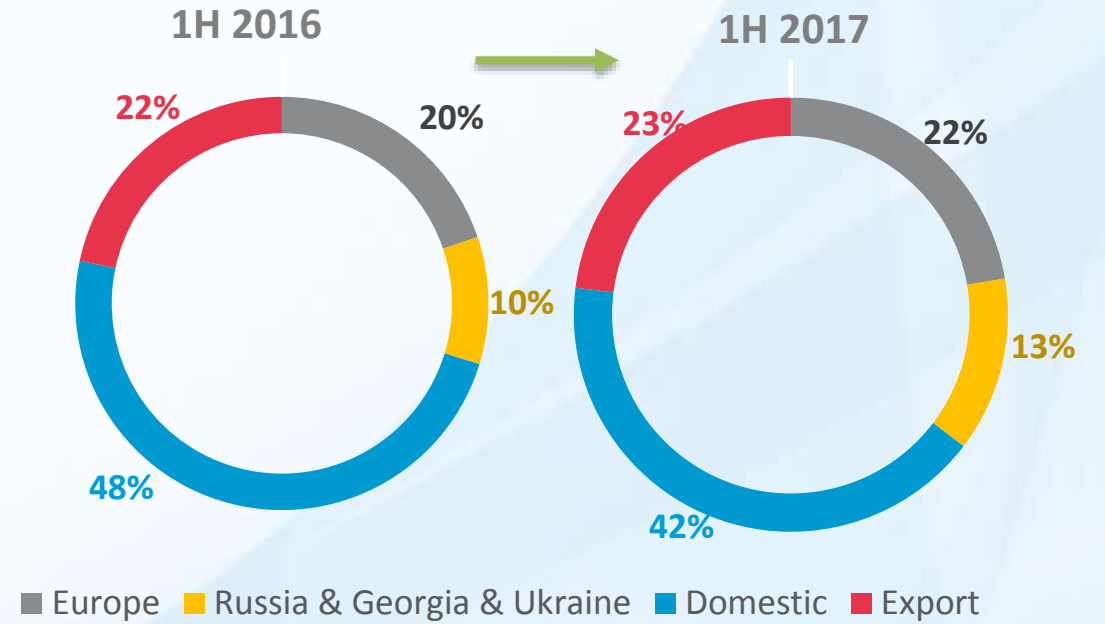
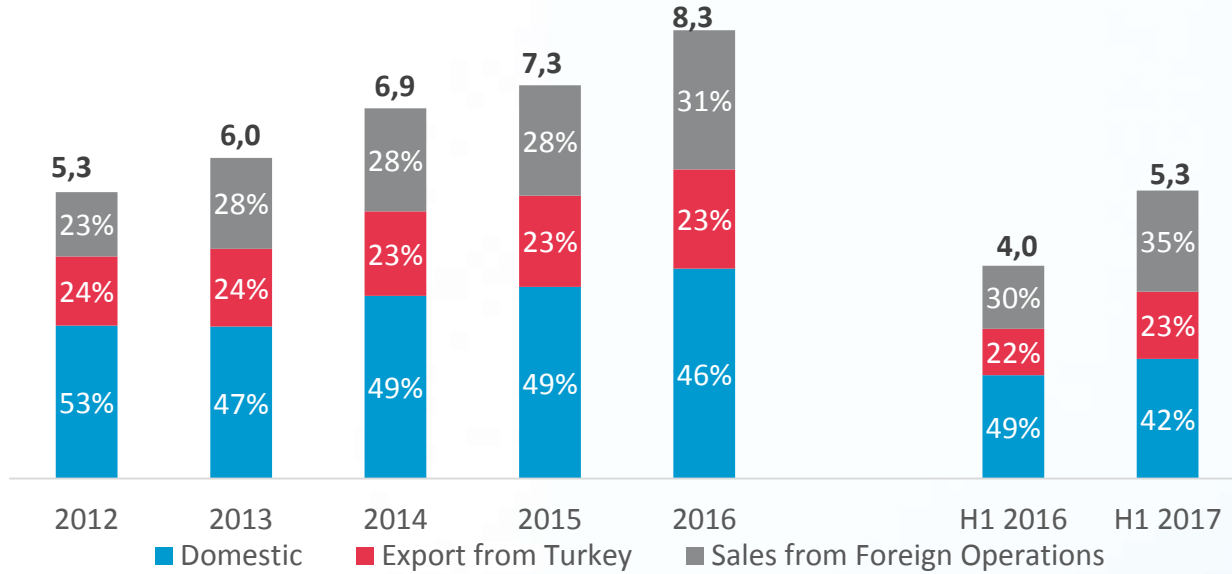
Segments' Contribution to EBITDA**



Revenue & Cash Generation

Revenue by Geography

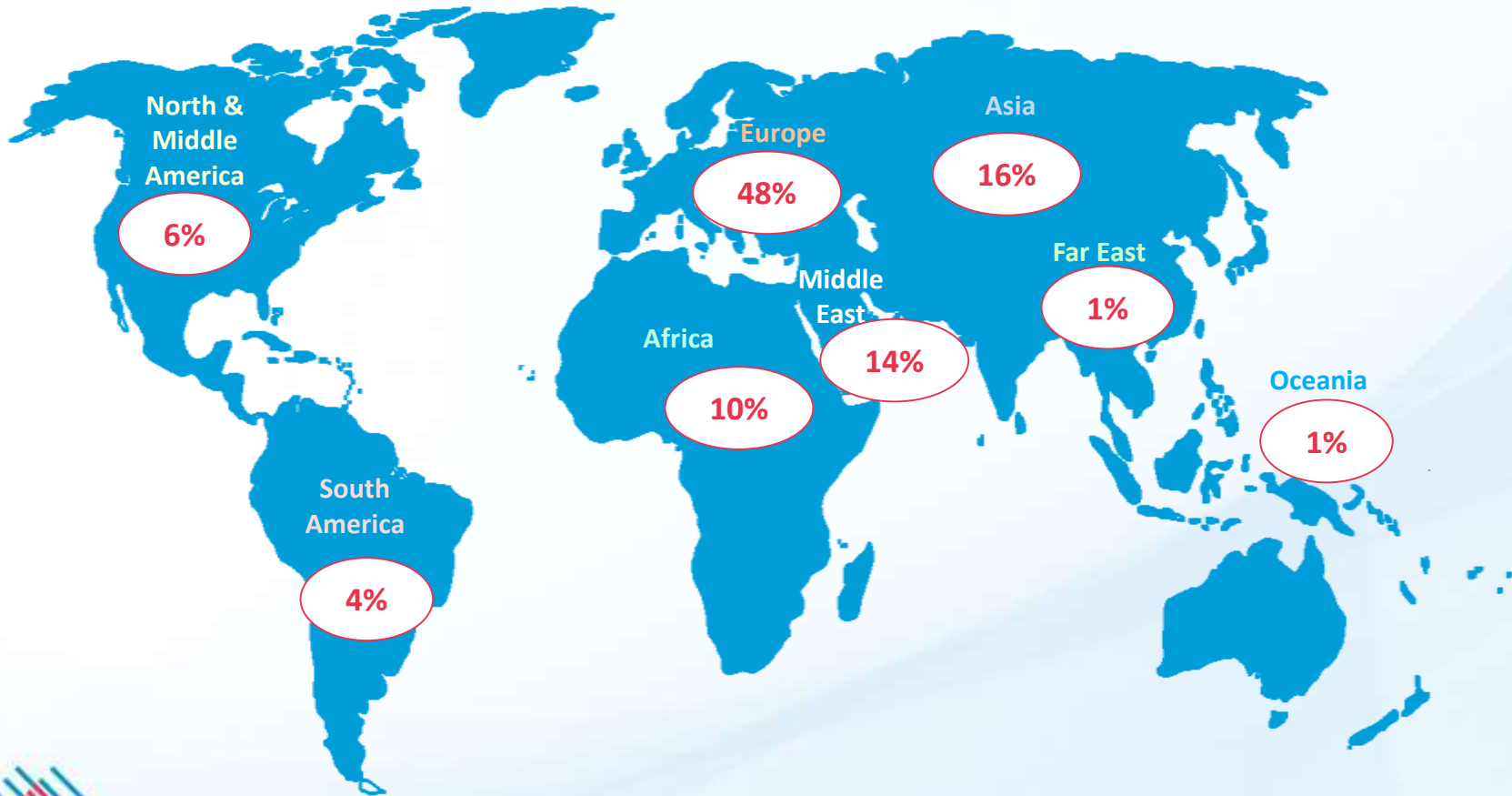
TRY bn



Revenue & Cash Generation

Exports from Turkey

Exports of USD 376 Million in 2017 H1 to 146 countries

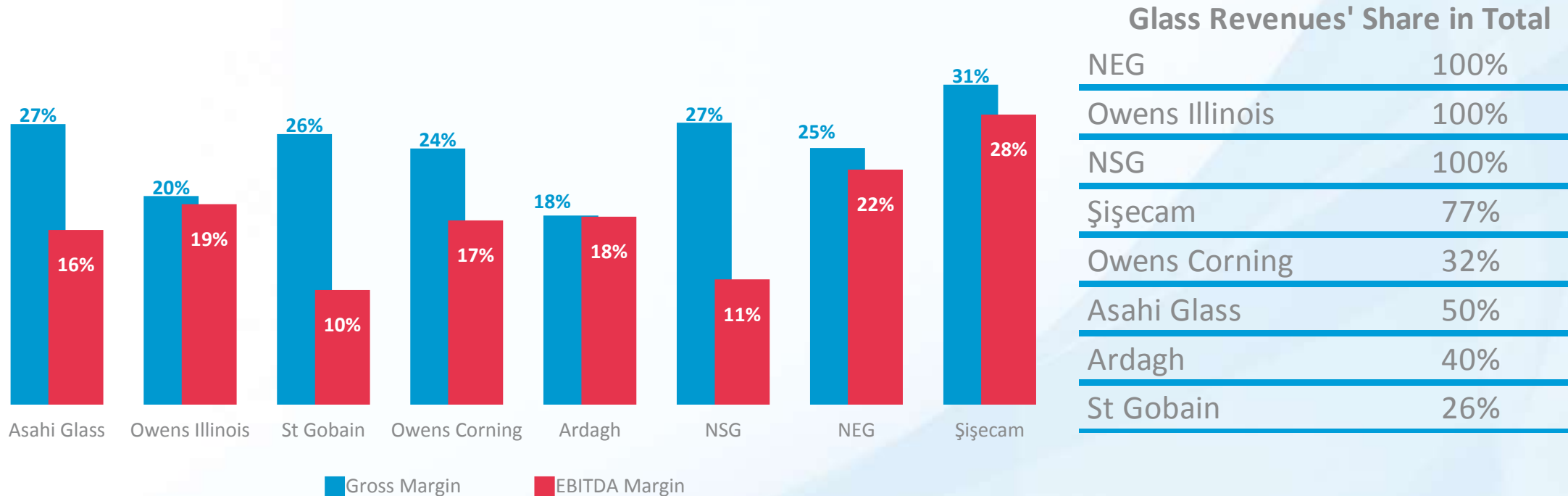


Top 10 Countries

Italy	14%
Egypt	6%
China	5%
USA	4%
UK	4%
France	4%
Bulgaria	4%
Lebanon	4%
Spain	3%
Germany	3%

Global Presence

Strong Global Player with Competitive Profitability



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

Regional leadership achieved,
Higher market share regionally

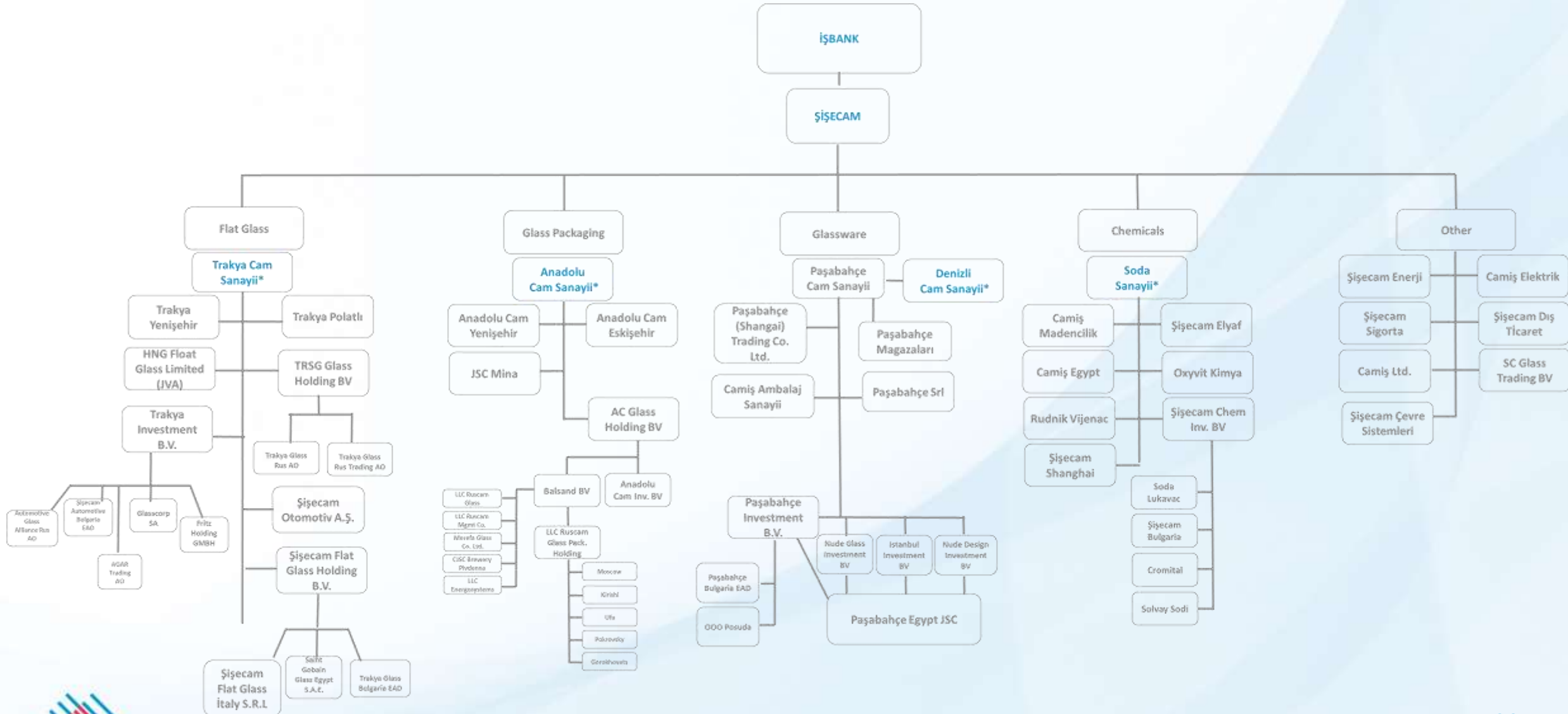
2000's

Global Vision

To Be Among The Top 3 Producers Globally

2014's Onwards

Corporate Structure



* Publicly traded at BIST

Operating Territories

ŞİŞECAM GROUP 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
Eskişehir Plant

ŞİŞECAM GLASS PACKAGING

Anadolu Cam San. A.Ş.

Mersin Plant

Anadolu Cam Yenişehir San. A.Ş.

Yenişehir Plant - Bursa

Anadolu Cam Eskişehir Sanayi A.Ş.

Eskişehir Plant

OMCO-İstanbul Kalıp San. ve Tic. A.Ş.

Gebze Plant - Kocaeli

ŞİŞECAM CHEMICALS

Soda San. A.Ş.

Soda Plant-Mersin
Kromsan Krom Bileşikleri Plant-Mersin

Camış Madencilik A.Ş.

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>

Social Responsibility

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	3,203,300	69,200	53,610,400
2016	46,941,300	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 (SEMS), 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.

Afforestation - Areas between five to ten acres within the scope of the Group's facilities are set aside as forest areas while Şişecam Memorial Forests are also brought to life in all regions where the Group conducts operations. To this end, Cami Madencilik A.Ş. bought a Şişecam Memorial Forest that has reached 1,480 acres (589 dekar) in a continuation of reforestation efforts initiated in 2000 in the Yalılık area, where its pit and facilities are located. Thanks to its sapling planting activities launched in Çankırı region, Deniz Cami Şişecam ve Ficare A.Ş. created a mini forest with green trees on an area of 12 acres (5 dekar). There are approximately 6,500 trees and saplings on the plant site, nearly 30% of which is wooded area. Soda Şişecam 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 10th Tree Planting Festival in 2016, 3 thousand saplings were planted by the families of employees and retirees. Some 57 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 CEVKB 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 3,678,143 to staff and their children in 2016.

Şişecam Group Çayırdağı Sports Club - The Çayırdağı Sports Club was originally founded by Şişecam under the name Çayırdağı 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 Çayırdağı Sports Facilities complex in 1982, it obtained federated club status from the General Directorate of Youth and Sports 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: /CamindenCamProcesi Facebook: /CamindenCam

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 Şişecam 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	H12016	H12017
USD/TL							
Period End	1,78	2,13	2,32	2,91	3,52	2,89	3,51
Period Average	1,79	1,90	2,19	2,72	3,02	2,92	3,64
EUR/TL							
Period End	2,35	2,94	2,82	3,18	3,71	3,20	4,00
Period Average	2,30	2,53	2,90	3,02	3,34	3,26	3,93

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