

BATIANADOLU

BATIÇİM

INVESTOR PRESENTATION

June 2024



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History

Batı Anadolu Çimento Sanayii A.Ş. was established with 100% domestic capital.



1966

The foundations of the first plant were laid.



1967

The Plant was commissioned. The first production and sales were realized.



1969

The first clinker exports were made.



1971

The second rotary kiln line was commissioned.



1976

The first bulk cement was exported.



1982

The first ready-mixed concrete plant was established.



1986

Söke Çimento Sanayii T.A.Ş. was acquired.



1993

The fourth cement mill with a capacity of 50 tons/hour was established at our Batsöke plant.



1995

Batiçim shares started trading on the stock exchange.



1995

2021



The main partner was Çiftay İnşaat Taahhüt ve Ticaret A.Ş.

2018



The foundations for the third rotary kiln line investment at Batsöke was commissioned.

2016



The foundations for the third rotary kiln line investment at Batsöke was laid.

2013



Hasanlar HEPP joined our organization.

2012



Power plants generating electricity from heat recovery at Batiçim and Batsöke were commissioned.

2011



Kovada I and Kovada II HEPP joined our organization.

2008



Batienerji was incorporated.

2007



Ash Plus Ash Plant within Soma Thermal Power Plant was purchased.

2006



Limaş Port in Aliğa Nemrut Bay was acquired.

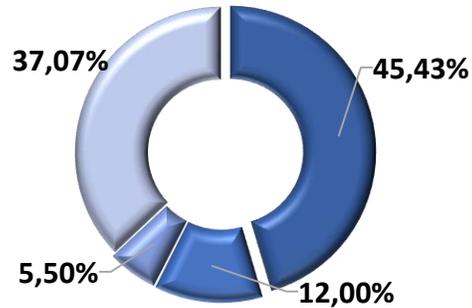
2000



Batsöke shares started trading on the stock exchange.

Shareholder Structure

Shareholder Structure



- Çiftay İnşaat Taahhüt ve Ticaret A.Ş. (45,43%)
- Istanbul Portfoy Pre-Ipo Venture Capital Investment Fund (12,00%)
- Istanbul Portfoy Second Hedge Fund (5,50%)
- Publicly Traded Portion (37,07%)

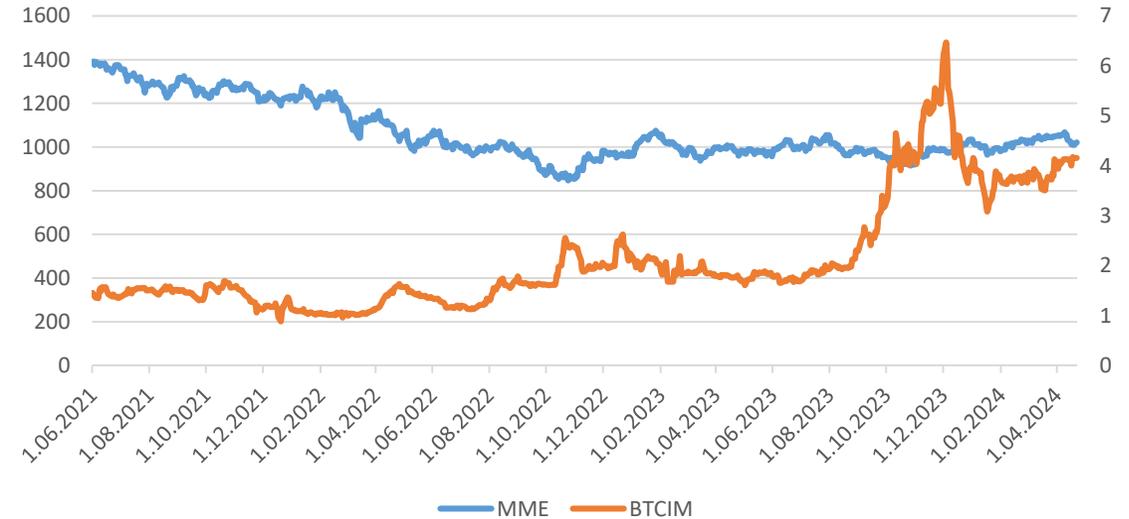
Principal Shareholder

Çiftay, in addition to its mining activities, operates in the construction, energy and tourism sectors. With 60 years of experience, Çiftay takes part in the sector as leading and well-established organization.

2023 Basic Financial Indicators :

- 83,3 million \$ EBITDA
- 233,8 million \$ Total Sale

MSCI EM Index vs BTCIM (USD)



Senior Executives



+35

Gülant Candaş
Vice Chairperson of the Board
BA, Economics & Finance



+20

Bağış Güngör
Head of Finance Group
BA, Business
MBA



+20

Caner Türkyener
Head of Production Operation Group
BS, Chemistry
BA, Business



+20

Selçuk Uçar
Head of Marketing and Concrete Group
BS, Civil Engineering.
MS, Civil Engineering

Subsidiaries

BATIÇİM



BATISÖKE

%74,62 belongs to Batıçım



BATIENERJİ

%100 belongs to Batıçım



BATIBETON

%100 belongs to Batıçım



BATILİMAN

%90 belongs to Batıçım



- 2022 Batıçım ISO Second 500 – Ranked 338
- 2022 Batıçım Fortune 500 – Ranked 214
- 2021 Batisöke ISO Second 500 – Ranked 164
- Pipe Conveyor Investment
- Waste Preparation Facility Investment
- Waste Heat Facility Investment
- Wharf Extension Investment, Worth 10.5 Million \$

Total Number of Employees



1006
Employees



215
White-Collar
Employees



791
Blue-Collar
Employees

Indices



BIST 100
BIST SINAI



FTSE
RUSSELL
An LSEG Business

All-World
MID CAP



Global Small Cap

Credit Ratings Scores



BATIÇİM

BBB
(Stable)

BATISÖKE

BB
(Positive)

Corporate Ratings Score



SAHA
Kurumsal Yönetim ve Kredi
Derecelendirme Hizmetleri

BATIÇİM

8,72/10

The Cement for Eco-Friendly Projects



ecoBATI CEM II C/M (L-W) 42,5 N
“Sustainability-enhanced innovative
product”



Belkahve Region
Rehabilitation Project

Sustainability
Committee



5. Green Point Environment
Awards
International Representation Awards
with 2 Facilities



Waste Heat to Electricity
Generation Facility



14001:2015

A View to Cement Sector

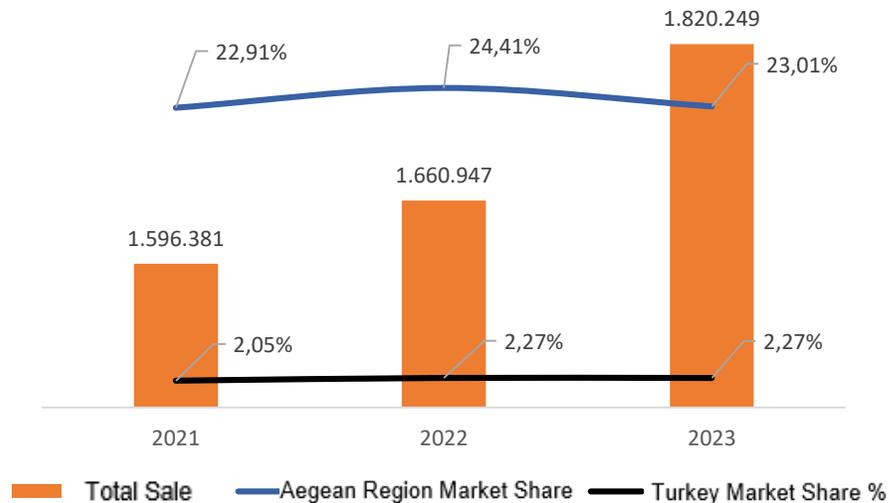
➤ **Türkiye's cement industry** is the most important component of the Turkish construction sector, accounting for approximately 5%-6% of Gross Domestic Product. Developments in the cement industry directly affect the construction and building materials sector.

➤ The cement sector is mainly affected by housing, building, shopping mall, road, bridge and tunnel projects driven by construction and real estate investments.

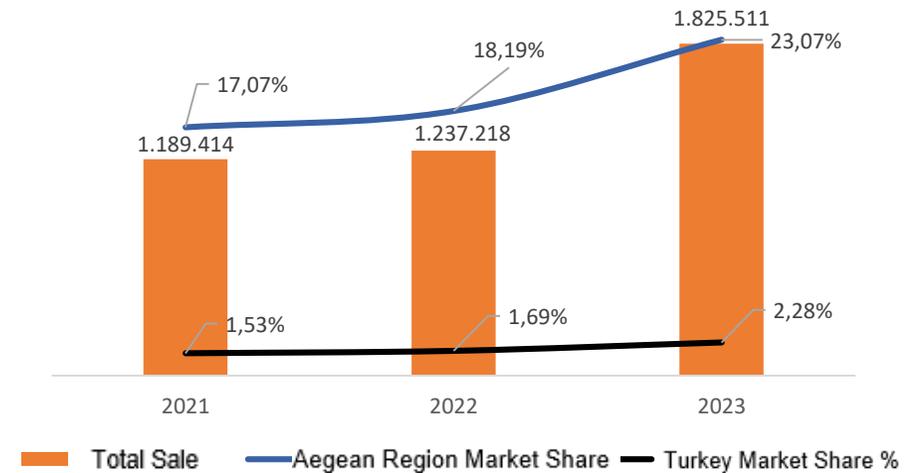
➤ Batıçim and Batisöke are continuously enhancing their market share and influence in the cement sector both domestically and regionally each year.

Capacities	Clinker (Thousand Tons)	Cement (Thousand Tons)
Total Capacity	96.643	144.222
Batıçim	1.370	1.800
Batisöke	3.000	4.000
Total of Batıanadolu Group	4.370	5.800

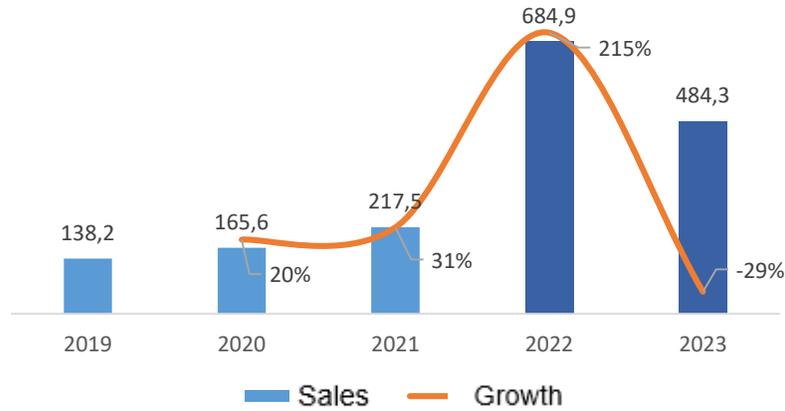
Batıçim Sales and Market Share



Batisöke Sales and Market Share



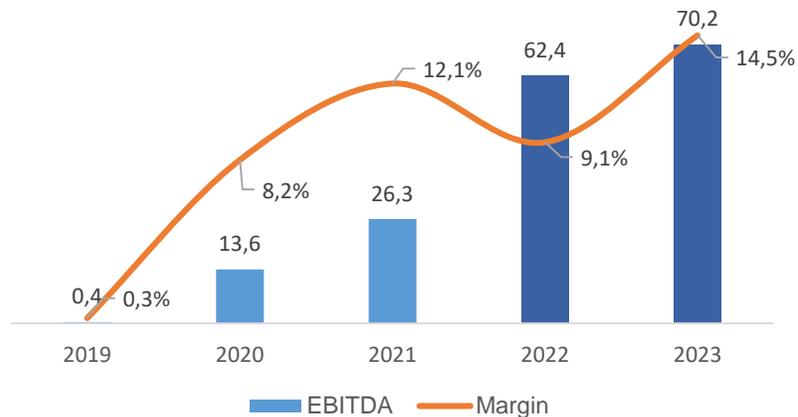
Sales (million \$)



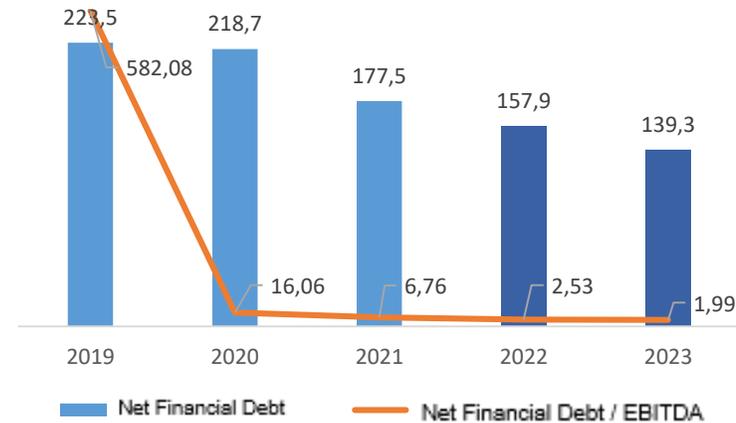
Profit of Continuing Operations (million \$)



EBITDA (million \$)



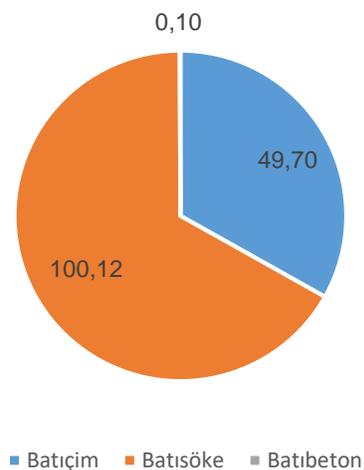
Financial Debt (million \$)



*The bold figures for the years 2022 and 2023 in the charts:

- are figures prepared according to inflation accounting.
- are the full years the group has completed with the new management following the sale finalized in August 2021.

2023 Financial Debts (million \$)



Average Cost	
TL	25,52%
USD	12,40%

Bank Loans (million \$)



- Through effective financial management strategies, the necessary investments for the company have been implemented while maintaining a healthy financial structure.
- The majority of the loans used are in USD. The total share of TL loans is around 1%. TL loans have fixed interest rates, while USD loans have variable interest rates indexed to SOFR.
- As of 2023, \$23.1 million of the total \$37.5 million in short-term bank loans consists of Eximbank loans.



THANK YOU

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