

BATIANADOLU

BATIÇİM

INVESTOR PRESENTATION

June 2024



The information in this presentation is based on sources considered reliable by Batı Anadolu Group and its subsidiaries. However, BATIÇİM does not guarantee the accuracy or integrity of the information provided. This presentation includes several forward-looking statements and estimates. These statements and estimates reflect the management's current views and expectations with respect to the certain future events. However, actual performance of the company may be affected due to the changes in statements and estimates. BATIÇİM does not undertake any obligation and disclaims any duty to update or revise any forward-looking statements, whether as a result of new information or future events. Neither this document nor the information contained within can construe any investment advice, invitation or an offer to buy or sell BATIÇİM shares.

All rights of the presentation are reserved. By this mean, the distribution of this presentation and the use of its content must comply with legal regulations.

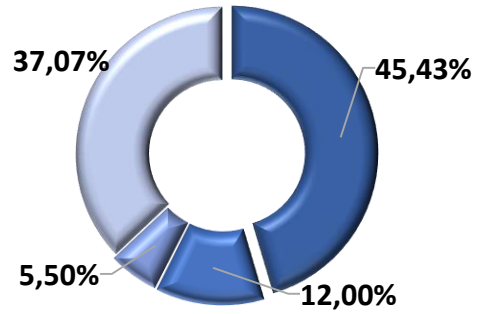
Neither the Board Members, managers nor employees of BATIÇİM shall have any liability for any loss arising from the use of this presentation or its content, nor do they accept any liability.

History



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

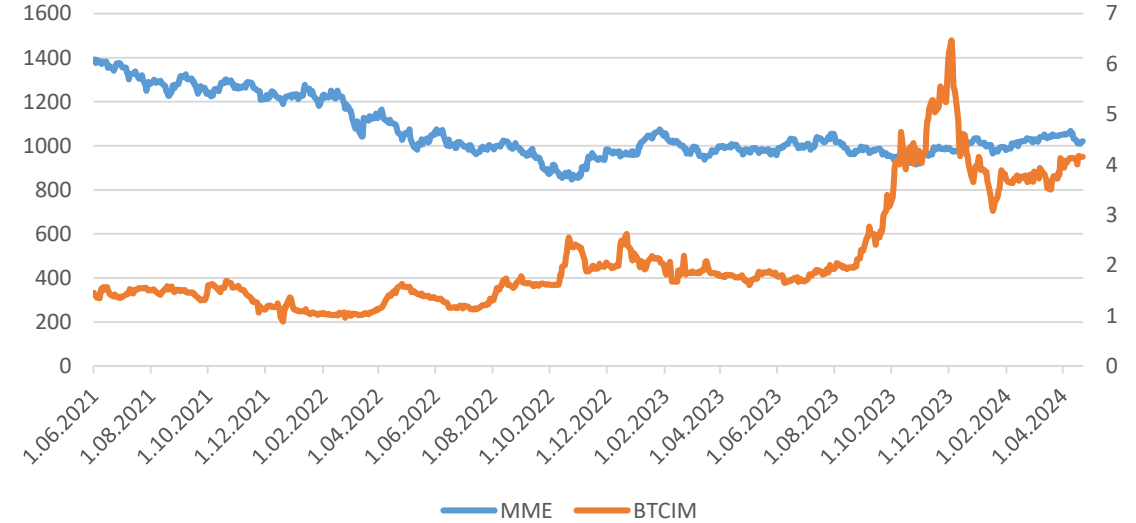
Çiftay, in addition to its mining activities, operates in the construction, energy and tourism sectors. With 60 years of experience, Çiftay takes part in the sector as leading and well-established organization.

2023 Basic Financial Indicators :

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

ciftay

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



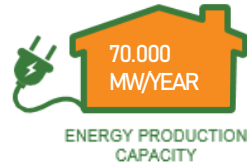
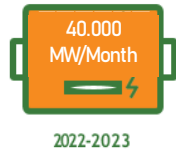
BATISÖKE

%74,62 belongs to Batıçım



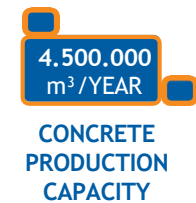
BATIENERJİ

%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 SINAİ



All-World
MID CAP



Global Small Cap

Credit Ratings Scores



BATIÇİM

BBB
(Stable)

BATISÖKE

BB
(Positive)

Corporate Ratings Score



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



A View to Cement Sector

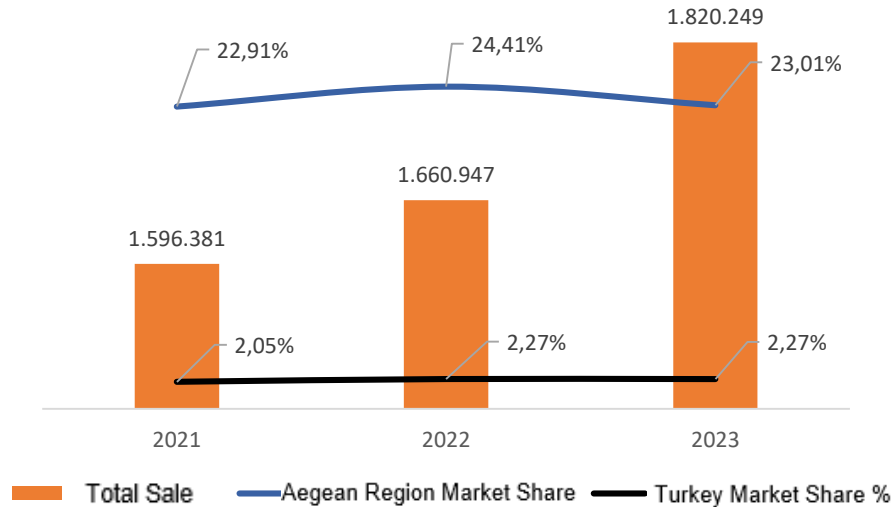
➤ **Türkiye's cement industry** is the most important component of the Turkish construction sector, accounting for approximately 5%-6% of Gross Domestic Product. Developments in the cement industry directly affect the construction and building materials sector.

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

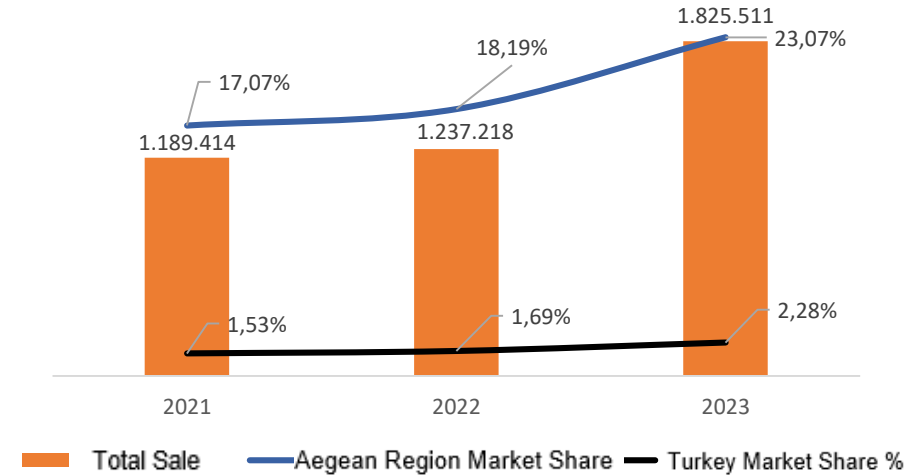
➤ Batıçim and Batisöke are continuously enhancing their market share and influence in the cement sector both domestically and regionally each year.

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

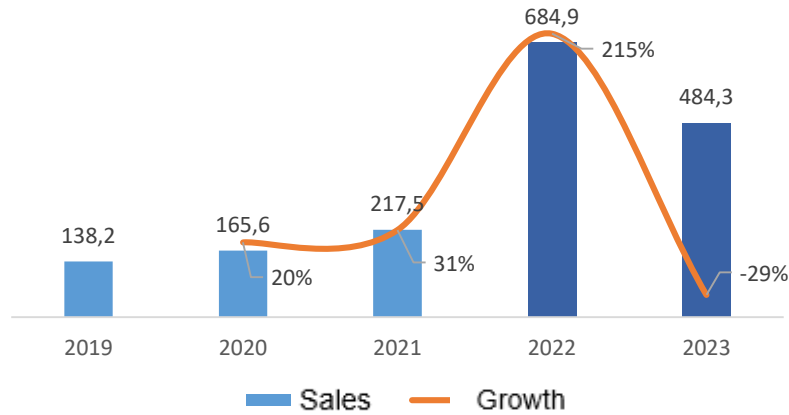
Batıçim Sales and Market Share



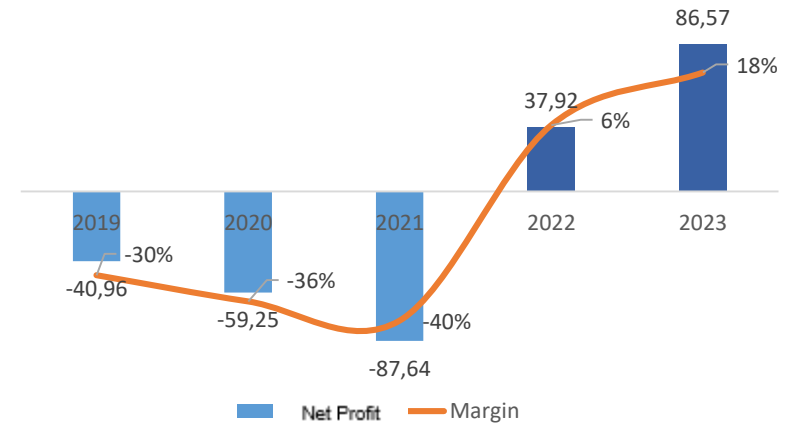
Batisöke Sales and Market Share



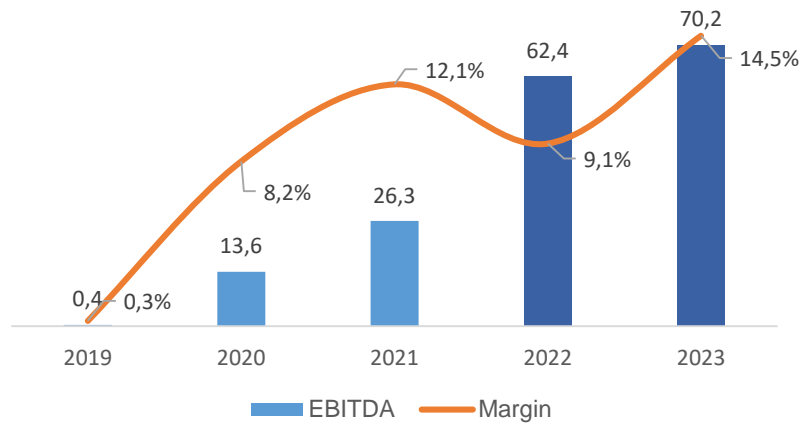
Sales (million \$)



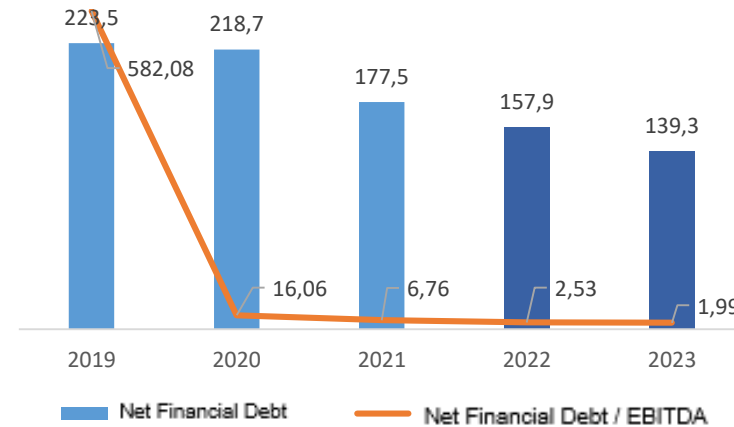
Profit of Continuing Operations (million \$)



EBITDA (million \$)



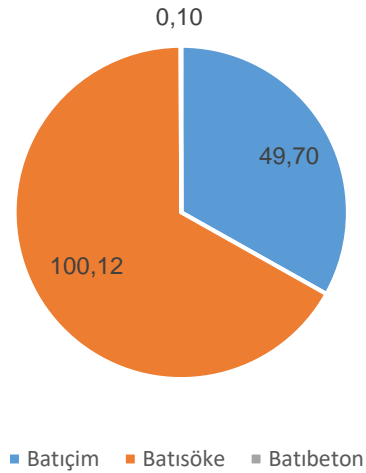
Financial Debt (million \$)



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

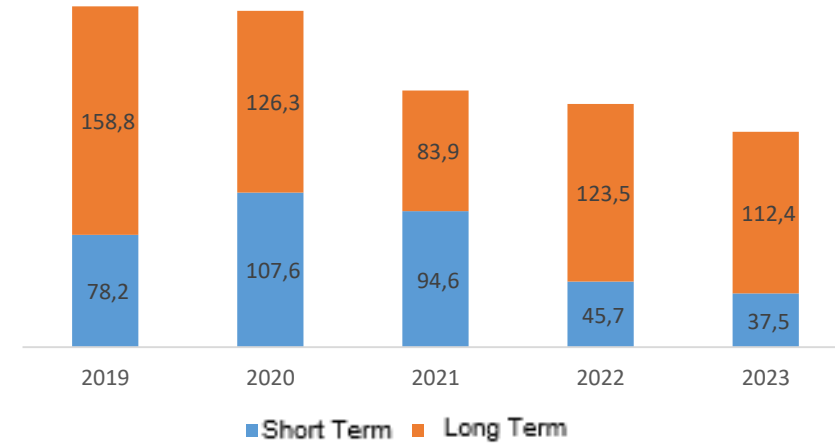
- are figures prepared according to inflation accounting.
- are the full years the group has completed with the new management following the sale finalized in August 2021.

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

www.baticim.com.tr
Ankara Avenue No:335 35050 Bornova / İZMİR

