

OYAK Cement Plants (OYAKC)

September 2021 Financial Results



Ünye Plant

Key Messages & Financial Highlights

Sep.21 YTD vs Sep.20 YTD



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Net Sales

3.151 m TL  +61%

EBITDA

714 m TL  +138%

Net Income

443 m TL  +178%

Gross Profit

788 m TL  +147%

EBITDA Margin

23%  +800 bps

Net Income Margin

14%  +600 bps

September YTD Performance in 2021:

- > **Revenues increased** by 61%
- > **EBITDA increased by 138%** and margin further increased by 800 bps
- > **Net income margin further improved to +14%**
- > **Significant deleveraging** - Net financial debt decrease by 173 m TL

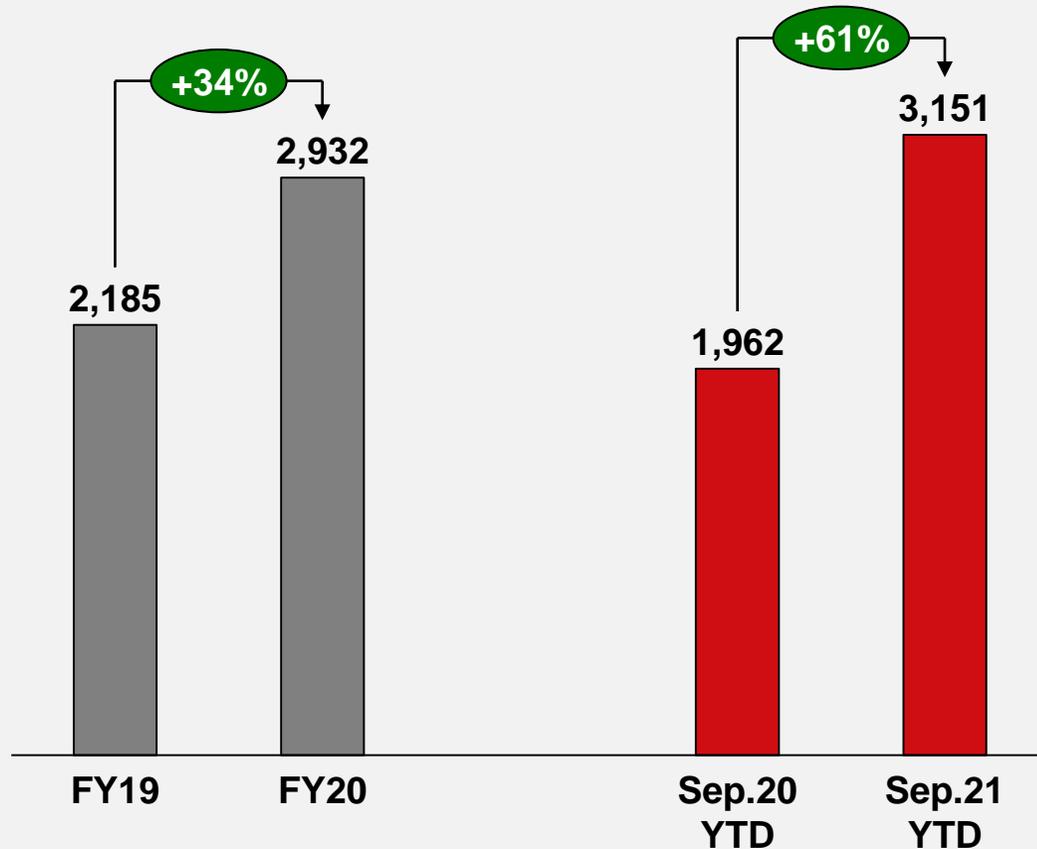
Financial Results

Profit margin continues its upward trend

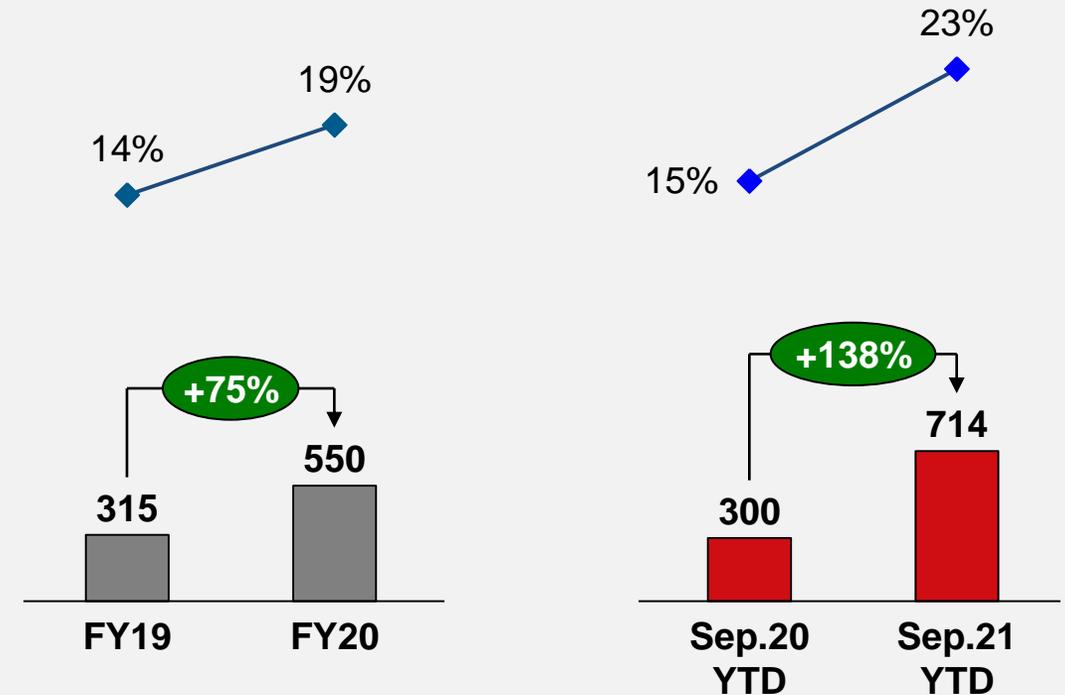


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Sales Revenue (m TL)



EBITDA* (m TL) & Margin (%)

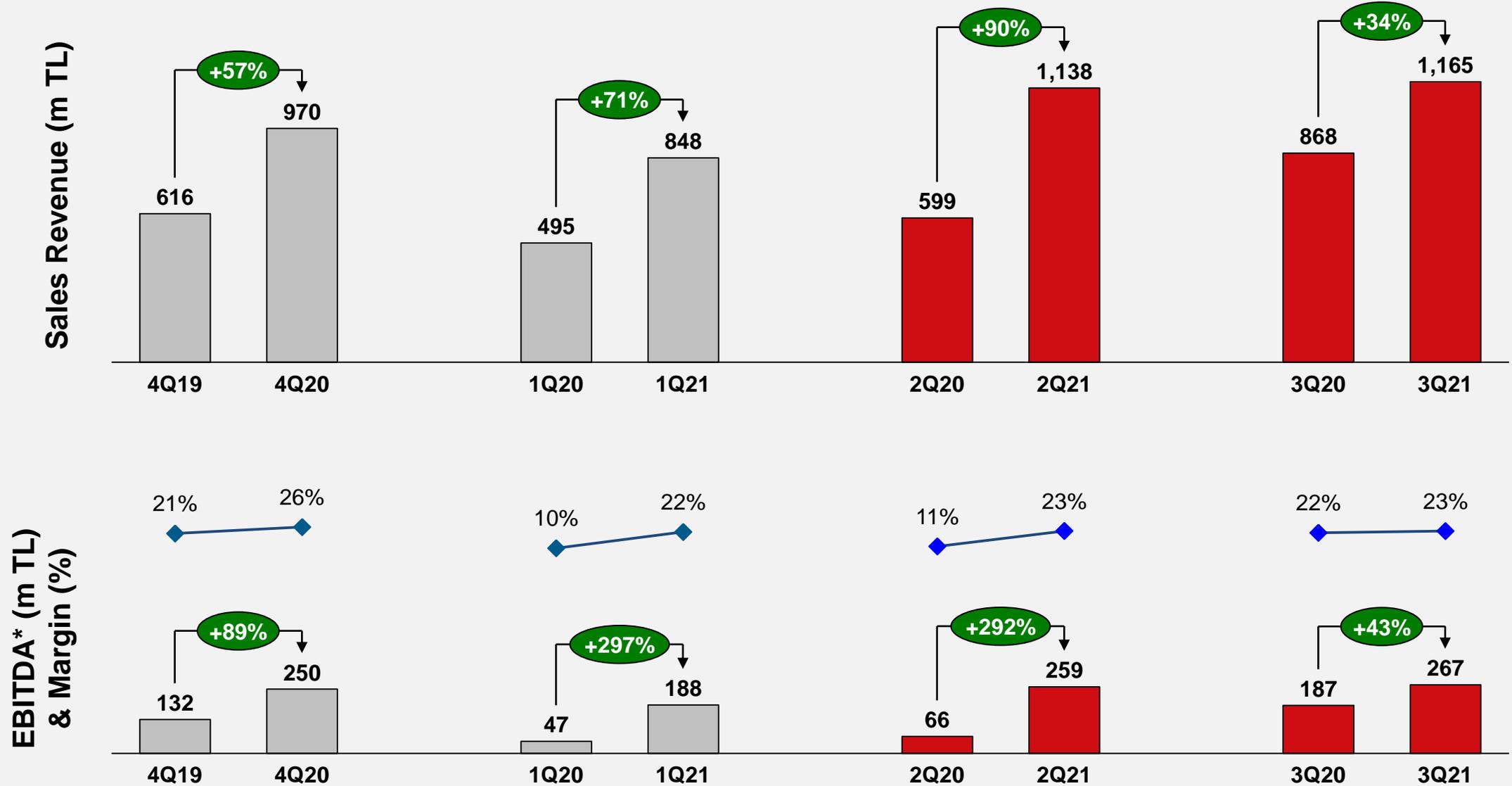


Financial Results

Continuous increase every quarter



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Income Statement

EBITDA margin growth continues



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m TL	Sep.20	Sep.21	Δ %	FY19	FY20	Δ %
Sales revenue	1.962	3.151	61%	2.185	2.932	34%
Cost of sales	(1.643)	(2.363)	44%	(1.853)	(2.354)	27%
Operating expenses	(157)	(198)	26%	(213)	(239)	12%
Other operating income / (expenses)	29	(1)	-103%	43	46	7%
Operating profit / (loss)	190	588	209%	162	385	137%
Other income / (expenses)	13	29	117%	79	38	-52%
Financial income / (expenses)	(6)	(27)	355%	(104)	(44)	-57%
Tax expense	(38)	(147)	287%	(23)	(20)	-13%
Profit / (loss) for the period	160	443	178%	114	358	215%
EBITDA*	300	714	138%	315	550	75%
EBITDA Margin %	15%	23%	7%	14%	19%	4%

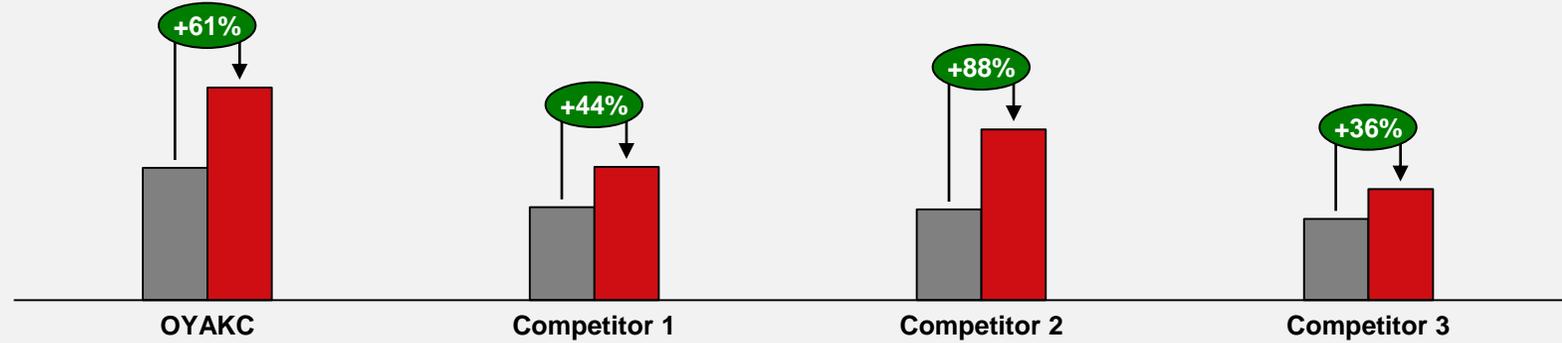
September 2021 Peer Financial Comparison

Outstanding performance in the sector

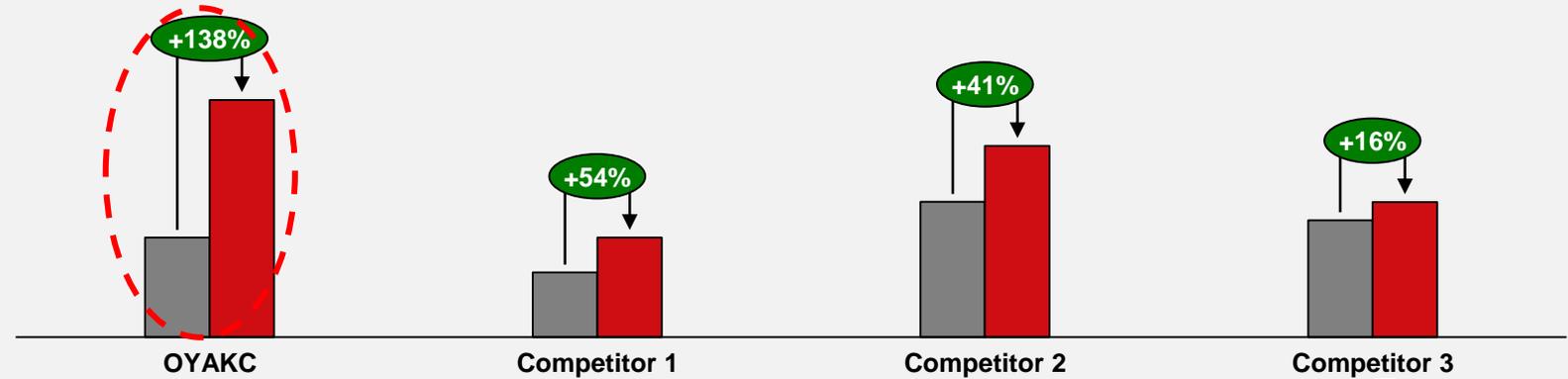


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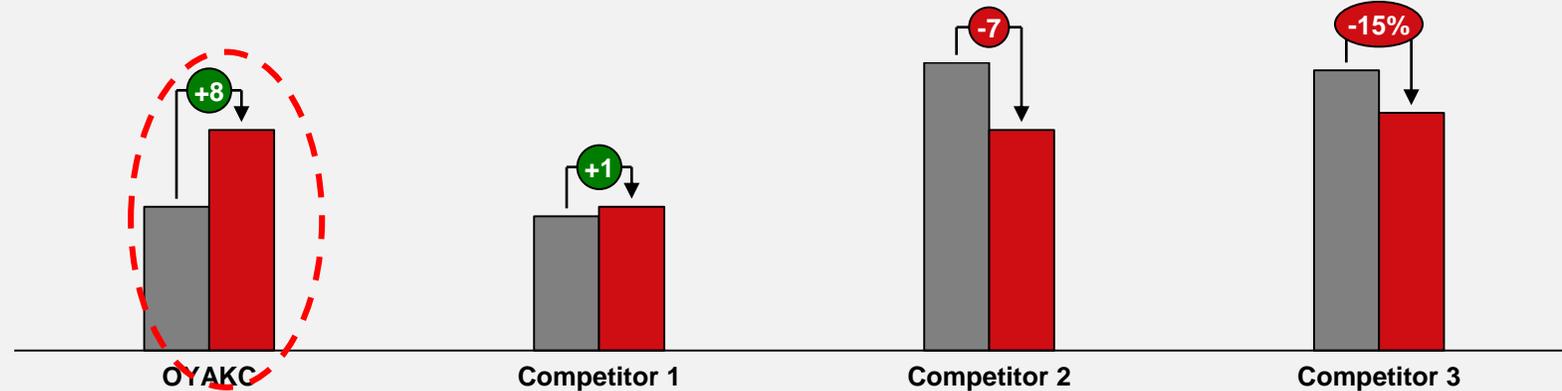
Sales Revenue



EBITDA



EBITDA Margin (%)



■ Sep.20
■ Sep.21

Balance Sheet

OYAK Cement Plants (OYAKC)



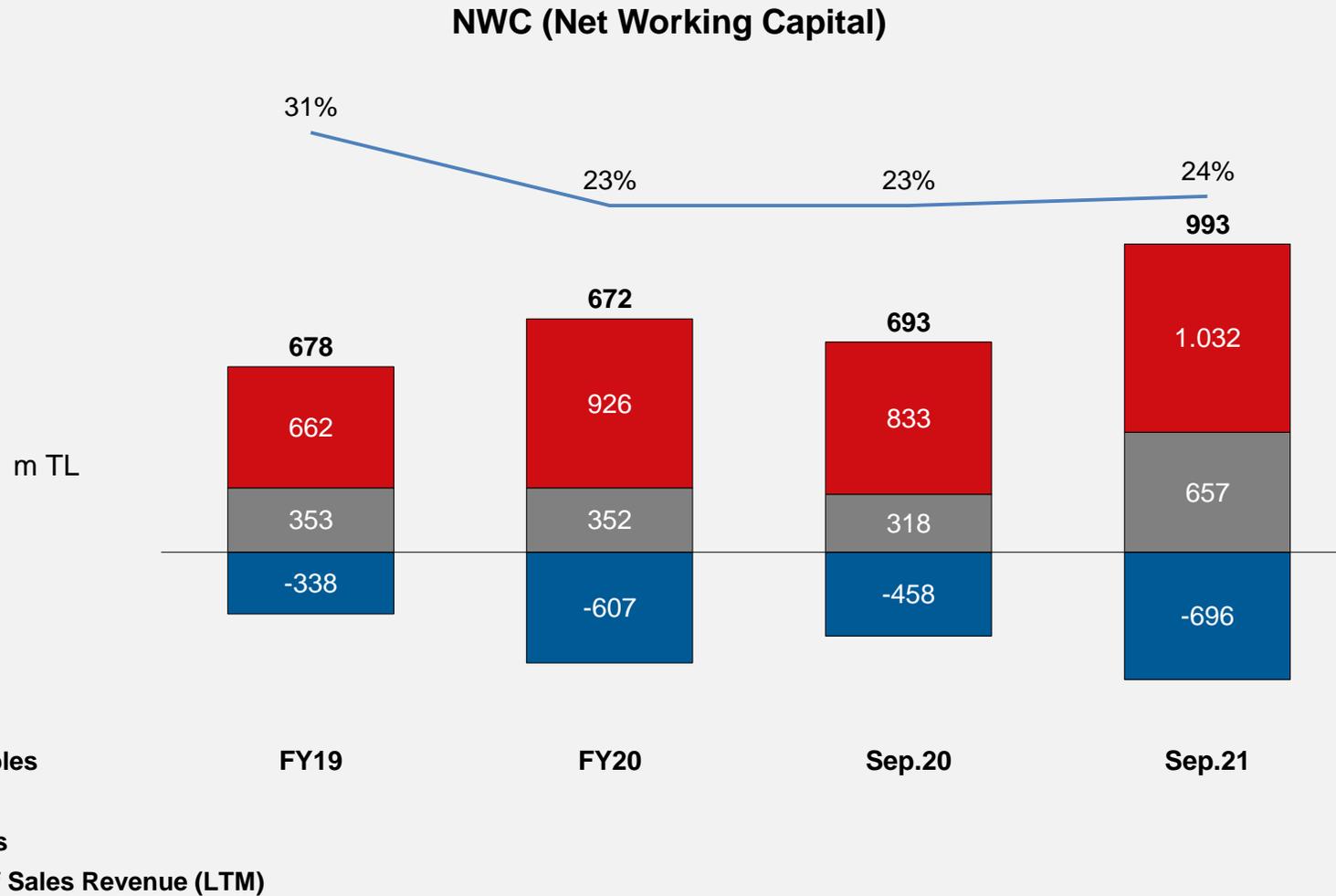
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m TL	FY19	FY20	Sep.21	m TL	FY19	FY20	Sep.21
Current assets	1.492	1.909	2.345	Current liabilities	821	1.554	1.608
Cash and cash equivalents	369	449	519	Short term borrowings	369	810	720
Financial investments	52	86	96	Trade payables	338	607	696
Trade receivables	662	926	1.032	Other current liabilities	114	137	192
Inventories	353	352	657				
Other current assets	56	96	41				
Non-current assets	1.867	2.063	2.141	Non-current liabilities	528	136	162
Investment properties	33	30	30	Long term borrowings	410	19	16
Tangible fixed assets	1.669	1.835	1.892	Other non-current liabilities	117	117	146
Intangible assets	73	83	77				
Other non-current assets	92	115	141	Total liabilities	1.348	1.691	1.771
				Shareholders equity	2.010	2.282	2.714
				Paid in capital	786	1.160	1.160
				Other	83	-291	-200
				Reserves on retained earnings	406	406	406
				Accumulated profit or loss	623	649	905
				Profit or loss for financial year	114	358	443
Total assets	3.359	3.973	4.485	Total liabilities and equity	3.359	3.973	4.485

Net Working Capital



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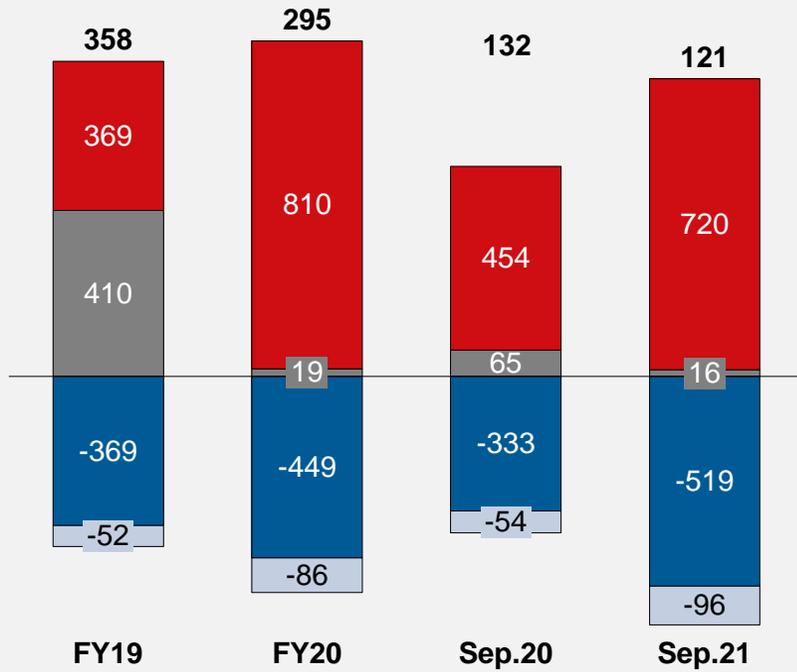
Net Debt (m TL)

Net debt leverage improved

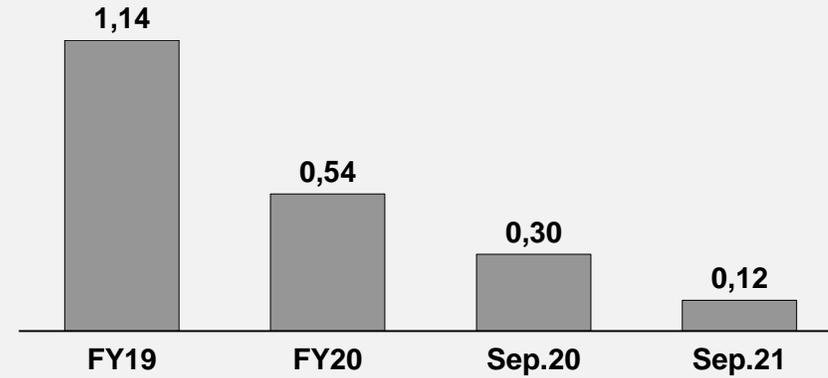


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Net Debt



Net Debt / EBITDA (LTM)



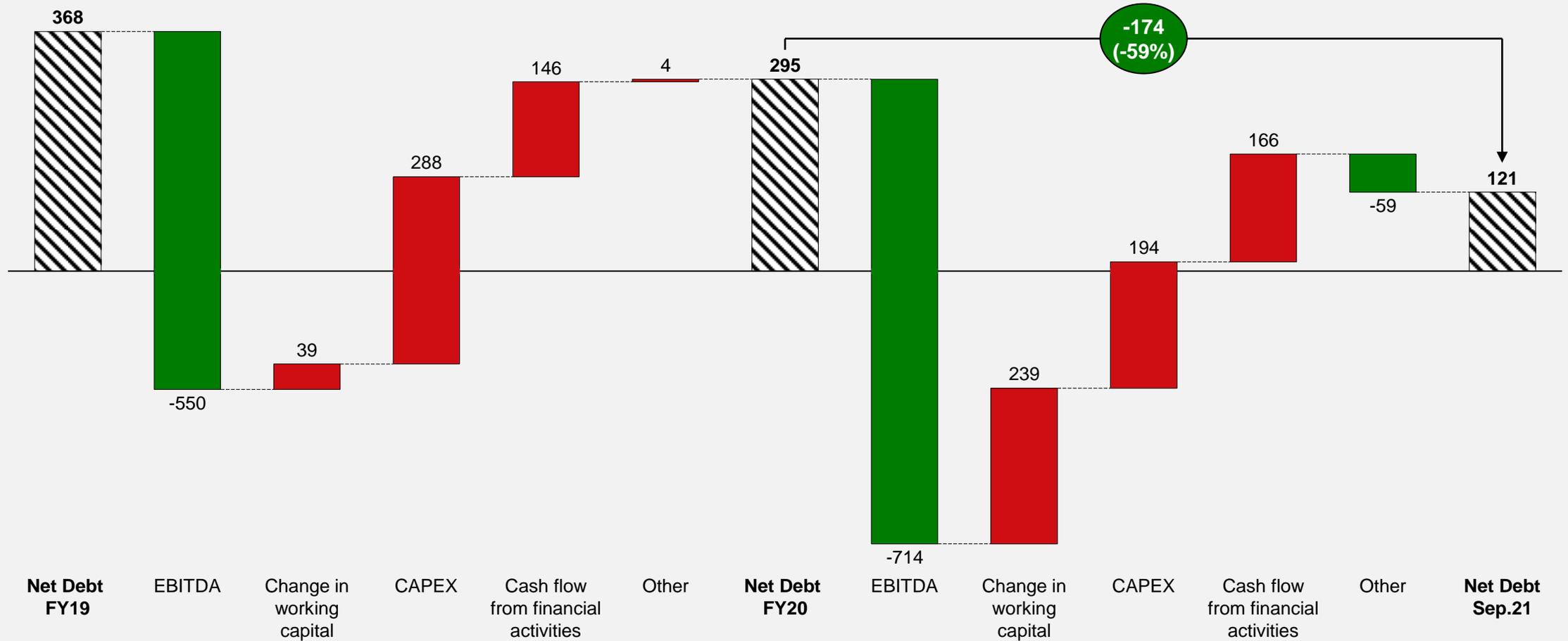
- Short term liabilities
- Long term liabilities
- Cash and cash equivalents
- Financial investments

Net Debt Bridge (m TL)

Net financial debt decreased by 174 m TL

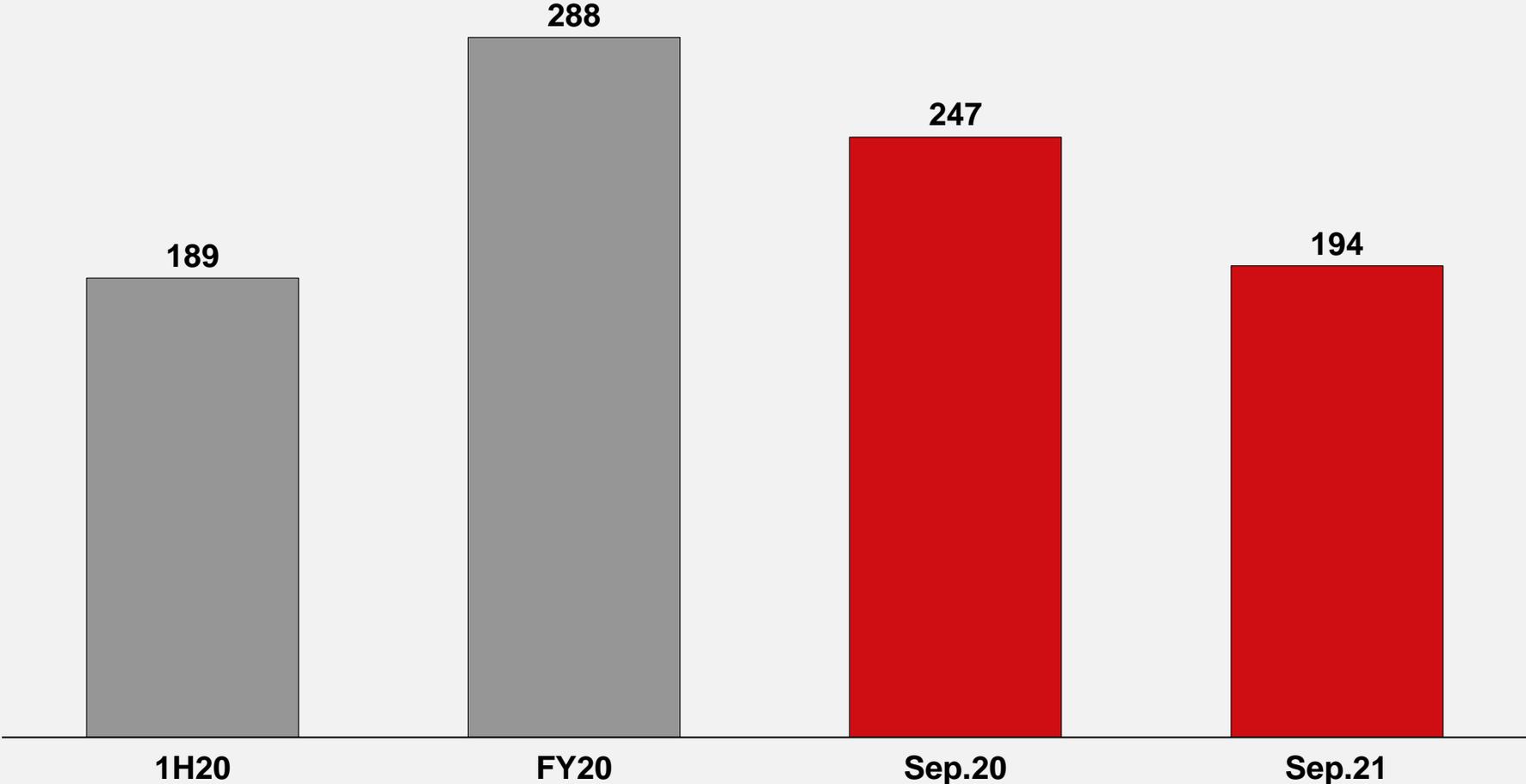


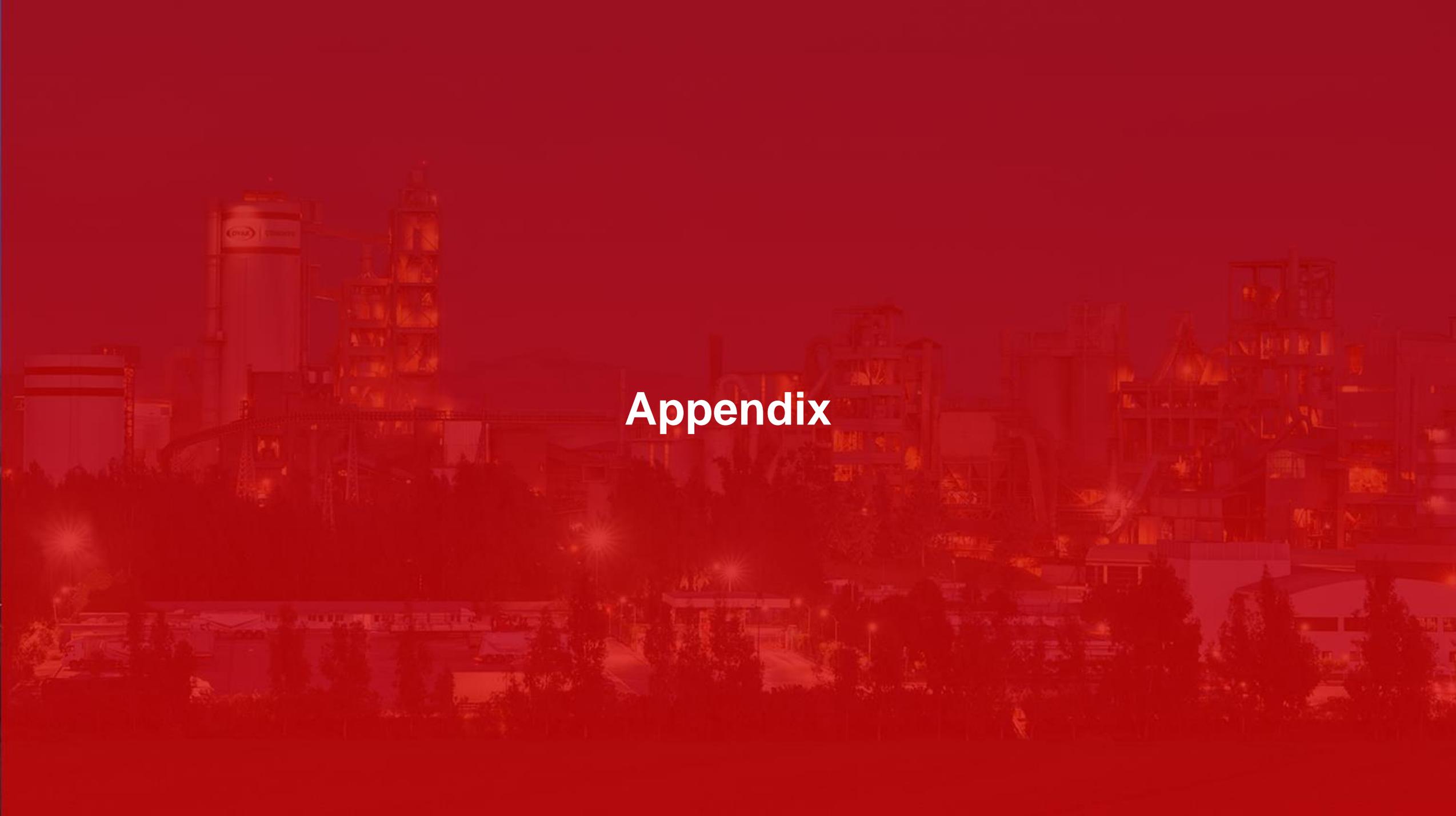
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■ Increase in net debt
■ Decrease in net debt

CAPEX Development (m TL)





Appendix

Cash Flow

OYAK Cement Plants (OYAKC)



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m TL	FY19	FY20	Sep.20	Sep.21
Cash flow from operating activities	258	512	292	418
Profit from continuing operations	114	359	160	443
Taxation on continuing operations	(54)	(43)	38	147
Changes in working capital	(17)	(39)	(56)	(239)
Other	215	235	151	67
Cash flow from investing activities	(97)	(286)	(246)	(183)
Tangible and intangible fixed assets	(108)	(288)	(247)	(194)
Dividend income	11	1	1	11
Cash flow from financial activities	(544)	(146)	(83)	(166)
Net proceeds from bonds and loans	(331)	50	(1.182)	(539)
Interest paid	(180)	(120)	(79)	(53)
Interest received	87	23	17	26
Dividend payments	(54)	0	0	0
Other	(66)	(99)	1.162	400
Net change in cash and cash equivalents	(383)	80	(36)	69
Cash and cash equivalents at the beginning of period	751	368	368	448
Cash and cash equivalents at the end of period	368	448	333	517

OYAK White Cement

Market positioning



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rinnovato
renovado
جَدِّدَتْ
מְחַדֵּשׁ
odnowiony
обновленный
renovado



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Languages



OYAK White Cement

i-deal application



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Mobile Application for Dealers and Customers (I-DEAL)

- > Access to all product analysis reports with QR code
- > Access to facility information and sales team information
- > Product sheets/ catalog/ video
- > Access to sectoral information



i-deal

OYAK ÇİMENTO BETON KAĞIT

Hazır Beton Endeksi Raporu - Eylül 2020

Ürün Analiz Raporları

Ürün Rehberi

Teknik Destek

Çimento Beton Sözlüğü

Ürün Katalogları

fabrika Rehberi

Bildirimlerim 0

Hızlı Erişim 0

OYAK ÇİMENTO FABRİKALARI ANONİM ŞİRKETİ
ADANA ÇİMENTO ŞUBESİ

İletişim Bilgileri

İNÖRÜLÜK CUMHURİYET
MAHALLESİ ÇİMENTO BULVARI NO:
39/A YÜREĞİR/ADANA

Haritada Gör

0 (322) 332 99 50

Arama Yap

oyakcimento.com

Web Sitesini Gör

i-Deal'de neler var?

Ürünlerimiz Hakkında Teknik Bilgiler

Teknik Destek

OYAK Çimento Hakkında Haberler

Sektörel Bilgiler

Ürün Tanımları

"Türkiye'nin en büyük çimento markası" vizyonunu gururla taşıyan OYAK Çimento ürünlerine kolayca ulaşın!

OYAK Cement Plants



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Cementum



Duracem



Starcem



Duracem Plus



Sulphate Resisting
Portland Cement



Super White
Cement



Extra White
Cement

Disclaimer

Forward-looking Statements



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