

## 2015 Q3 Results

Mehmet Hacıkamiloğlu, CEO and Dr. Carsten Sauerland, CFO





## **Agenda**

1.	Market Overview					
	Market Trends	4				
	Cement and Clinker Volume Changes	11				
	Readymix Volume Changes	12				
	Export Regions	13				
2.	Financial Report					
	Income Statement	15				
	<ul><li>Cash Flow</li></ul>	17				
	<ul><li>Dividend Policy</li></ul>	19				
	<ul><li>Capex Structure</li></ul>	20				
	Net Debt / EBITDA	21				
	Balance Sheet	22				
3	Outlook	24				



## **Contents**

1.	<ul> <li>Market Overview</li> <li>Market Trends</li> <li>Cement and Clinker Volume Changes</li> <li>Readymix Volume Changes</li> <li>Export Regions</li> </ul>	4 11 12 13
2.	Financial Report Income Statement Cash Flow Dividend Policy Capex Structure Net Debt / EBITDA Balance Sheet	15 17 19 20 21 22
3.	Outlook	24
4.	Appendix	32



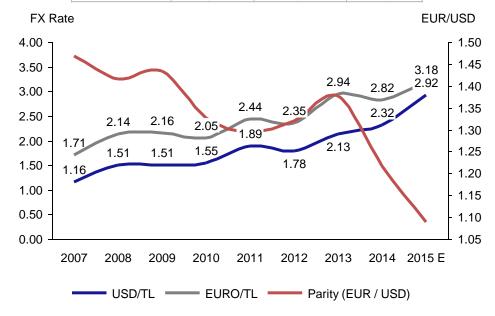
## **Macroeconomic Assumptions for Turkey 2007 – 2015E**

- •Slowed down in **current account balance** expectation is revised up based on decrease in fuel prices
- •Interest rate level is expected to be in a parallel band compared to last year which will not affect the mortgage rates significantly

•FX rate: TL depreciation led to revise the	ļ
expectations	

- •FX rate: Volatility is expected to continue up to end of 2015
- •**USD** is expected to continue to be strong in remaining period of 2015 compared to all currency types

Turkey Macroeconomic Indicators								
Years	Current Account Balance, % of GDP	TR-3 Months Deposit Rate, Annual,%	Population (mio)					
2007	-5,8%	17,5%	70,2					
2008	-5,5%	20,0%	71,1					
2009	-2,0%	9,3%	72,1					
2010	-6,2%	7,6%	73,0					
2011	-9,7%	10,7%	74,0					
2012	-6,2%	7,9%	74,9					
2013	-7,9%	8,9%	76,1					
2014	-5,7%	10,1%	76,9					
2015	-4,2%	10,0%	77,7					



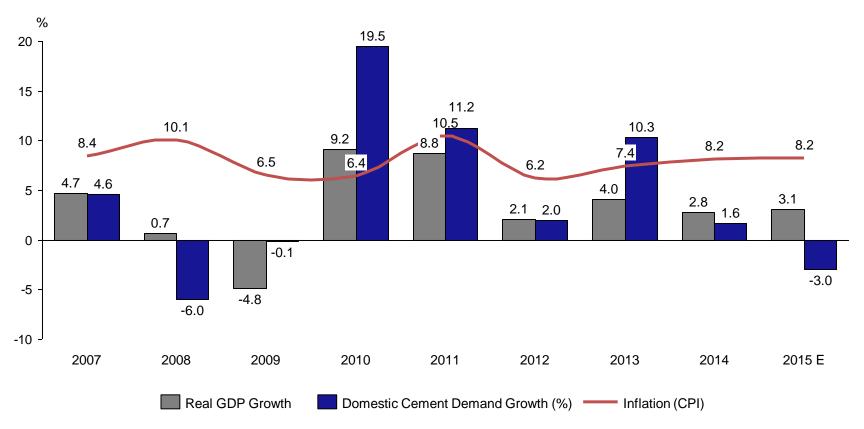
Source: Sabancı Holding, IMF and Akcansa assumptions







## **Macroeconomic Assumptions for Turkey 2007 – 2015E (Continued)**



- •Real GDP growth expected to be slightly higher compared to 2014
- Domestic cement demand is expected to weaken in 2015
- •Energy price decreases will be net-off TRL depreciation and its effects are expected to be reflected on **inflation** in 2015 with limited amount

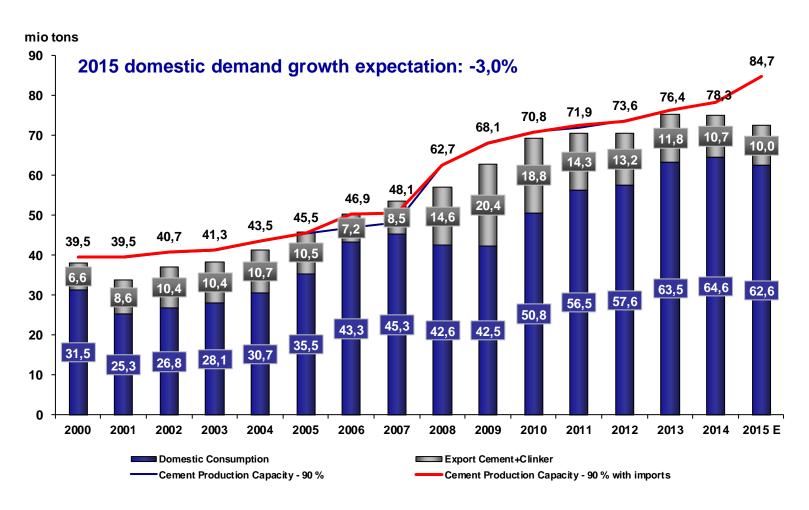
Source: Sabancı Holding and Akcansa assumptions







## **Turkish Cement Sector (2000 – 2015E)**

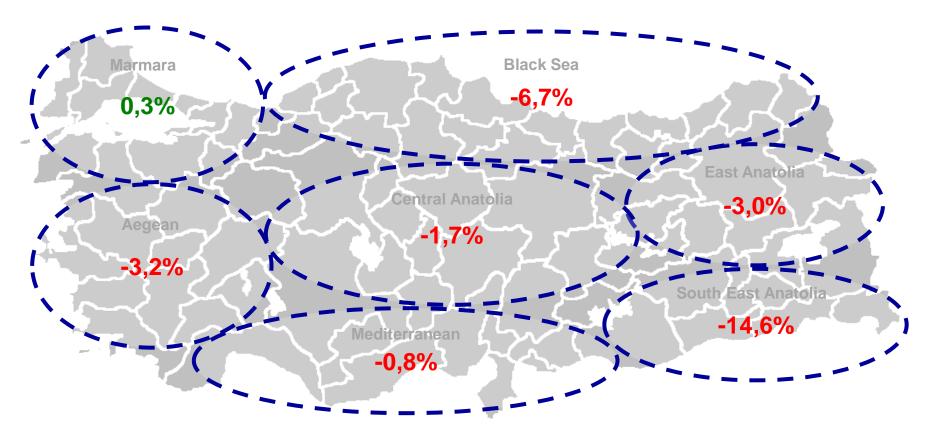


This presentation/report demonstrates "estimated results" of market research done by Akçansa Çimento Sanayi ve Ticaret A.Ş. in addition to Turkish Cement Manufacturers' Association figures.





## **Domestic Sales Volumes Change (August YTD)**



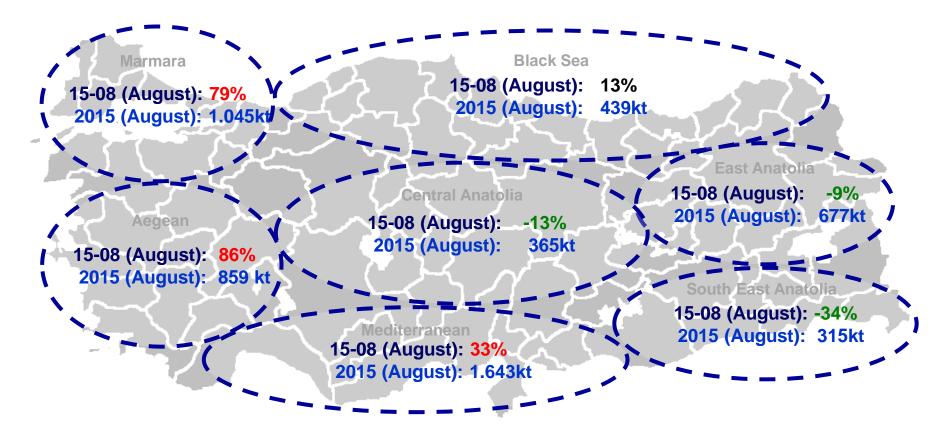
- Cement demand in Turkish domestic market decreased by 3,3%
  - Cement and clinker export figures of Turkey decreased 5,3%

This presentation/report demonstrates announcement of TCMA as of August'15 Figures doesn't include non TCMA member figures





## Clinker Stock Level Change (August YTD)



In Turkey, total clinker stocks are **5,3** mio tons and there is a **24%** increase in stock level compared to the last year's figure

This presentation/report demonstrates announcement of TCMA as of August'15 Figures do not include non TCMA members' figures





## **Akcansa Market Trends**

	Domestic			
9M 15	Volume	Price (TL/ton)		
Domestic Cement	1	1		
Marmara	1	1		
Aegean	$\Rightarrow$	1		
Black Sea	1	1		

011.45	Readymix				
9M 15	Volume	Price (TL/m3)			
General	1	1			
Marmara	1	1			
Aegean	1	1			
Black Sea	1	1			

 Decreasing RMC volume with higher prices

	Export			
9M 15	Volume	Price (\$/ton)		
Export Cement	1	1		
Export Clinker	1	1		

- Domestic volume decrease while export volume increase
- Marmara region was the main driver of overall price increase

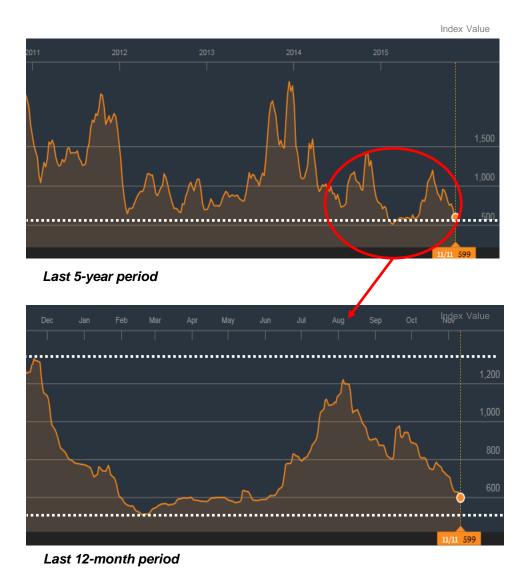
Energy Costs	9M 15
Coal (USD / ton)	1
Petcoke (USD/ton)	1
Diesel (TL / Lt)	1
Electricity (TL / kwh)	1

Favorable energy costs in 9M15





## **Baltic Dry Index**



Index has fluctuated less in 9M15 compared to previous year

Index is still below of 2014 level on average

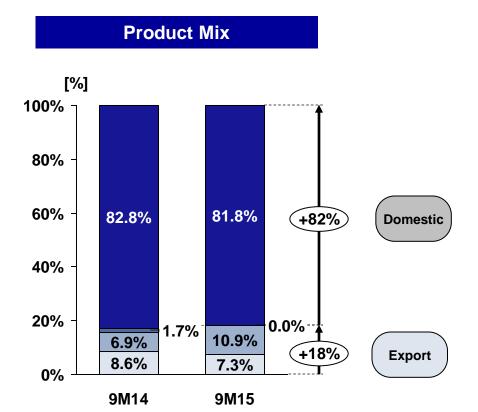
Source: Bloomberg







## **Akçansa Sales Volume Components**





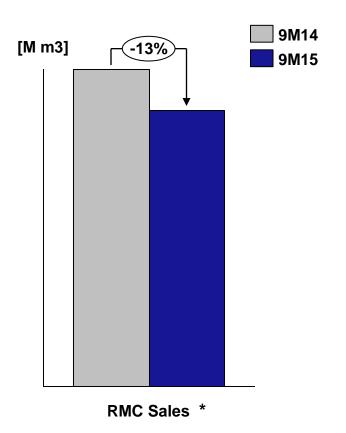
- Domestic cement and clinker sales volume decreased 7%
- Export cement and clinker sales volume increased 7%

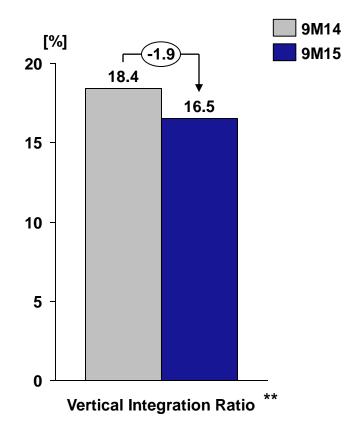




<sup>\*)</sup> Domestic cement figures include Karçimsa and transfer to RMC figures

## **Akçansa Sales Volumes (Continued)**





\*) RMC figures include RMC sales of Karçimsa

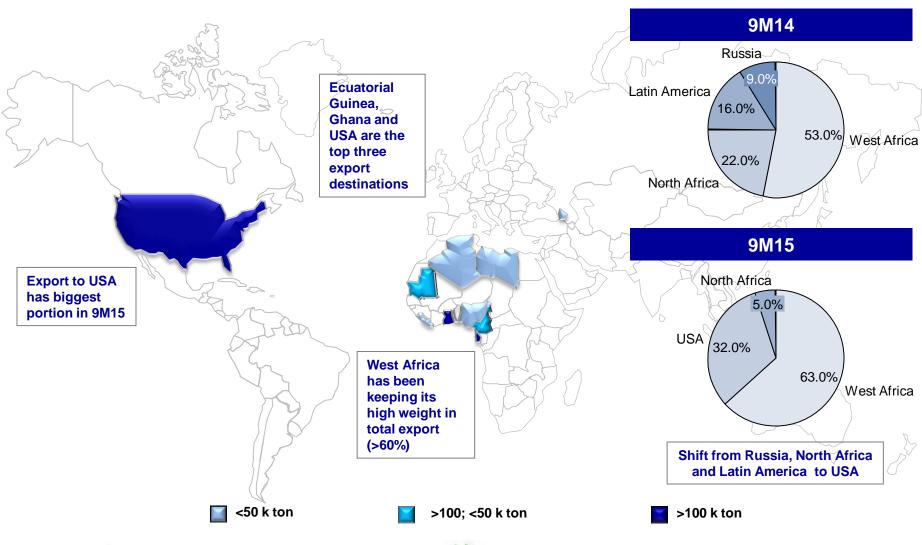






<sup>\*\*)</sup> Vertical integration ratio is calculated by dividing transfer of cement to RMX business line to total cement sales volume

## **Akcansa Export Regions (9M15)**









## **Contents**

1.	<ul> <li>Market Overview</li> <li>Market Trends</li> <li>Cement and Clinker Volume Changes</li> <li>Readymix Volume Changes</li> <li>Export Regions</li> </ul>	4 11 12 13
2.	Financial Report Income Statement Cash Flow Dividend Policy Capex Structure Net Debt / EBITDA Balance Sheet	15 17 19 20 21 22
3.	Outlook	24
4.	Appendix	32



## **Income Statement**

Company Mio TL	3Q14	3Q15	Var. 3Q15 vs. 3Q14	% Ch. Q	9M14	9M15	Var 9M15 vs.9M14	% Ch. YTD
Net Sales	366,7	360,6	(6,1)	-1,7%	1.078,7	1.070,6	(8,1)	-0,8%
Cost of Sales	(258,4)	(250,8)	7,7	-3,0%	(771,3)	(752,1)	19,2	-2,5%
Gross Margin	108,2	109,8	1,5	1,4%	307,4	318,5	11,1	3,6%
Marketing&Sales Expense	(3,4)	(3,6)	(0,2)	6,1%	(11,5)	(12,1)	(0,6)	5,2%
General Management Expenses	(11,1)	(11,3)	(0,2)	1,9%	(33,0)	(36,6)	(3,6)	11,0%
EBIT	93,8	94,9	1,1	1,2%	262,9	269,8	6,8	2,6%
Other Operating Income/Charges	(1,3)	(1,0)	0,4	-29,3%	(4,0)	(4,3)	(0,2)	6,1%
Operating Income	92,5	94,0	1,5	1,6%	258,9	265,5	6,6	2,5%
Income/Losses from Investment Activities	0,2	0,6	0,4	191,5%	17,6	20,6	3,0	17,1%
Non-Operating Financial Income	1,8	4,1	2,3	126,5%	4,7	6,6	1,8	38,7%
Non-Operating Financial Charge	(9,5)	(10,2)	(0,7)	7,4%	(27,5)	(24,8)	2,7	-9,9%
Profit/Loss before Taxes	85,0	88,6	3,6	4,2%	253,7	267,9	14,2	5,6%
Taxes On Income	(17,5)	(17,5)	(0,0)	0,0%	(47,7)	(49,4)	(1,7)	3,7%
Net Income/Loss	67,6	71,1	3,5	5,2%	206,1	218,5	12,4	6,0%
Gross Margin %	29,5%	30,4%	0,9%		28,5%	29,7%	1,3%	
EBITDA Margin % *	30,0%	31,2%	1,2%		28,8%	30,1%	1,2%	
EBIT Margin %	25,6%	26,3%	0,7%		24,4%	25,2%	0,8%	
Net Income Margin %	18,4%	19,7%	1,3%		19,1%	20,4%	1,3%	

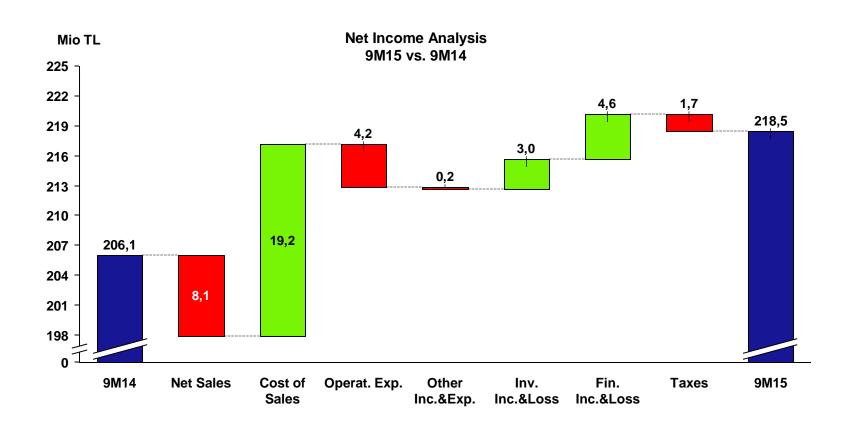






<sup>\*)</sup> Excludes the depreciation and amortization amount attributable to other operating expenses.

## **Company Profit and Loss Accounts (9M15)**







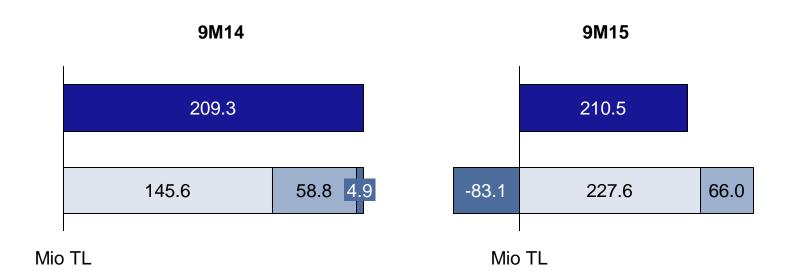
## **Cash Flow Statement**

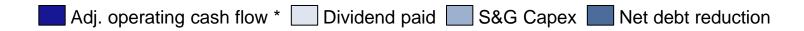
Company Mio TL		
<u> </u>	9M14	9M15
Cash flow from operating activities		
Operating income before the changes in working capital	318,2	326,9
Changes in working capital	(57,3)	(75,2)
Taxes paid	(41,1)	(42,2)
Other items	0,4	(13,7)
	220,2	195,8
Cash flow from investing activities		
Tangible and intangible fixed assets	(58,8)	(66,0)
Financial assets	(0,1)	(0,1)
Proceeds from fixed asset disposals	1,1	3,7
Dividends Received	17,7	19,9
	(40,1)	(42,5)
Cash flow from financing activities		
Dividend payments	(145,6)	(227,6)
Net proceeds from bonds and loans	6,8	173,8
Interest paid	(30,2)	(9,4)
Other items	0,5	0,6
	(168,4)	(62,6)
Net change in cash and cash equivalents - continuing operations	11,7	90,6
Change in cash & cash equivalents	11,7	90,6
Cash & cash equivalents at 1 January	15,8	13,3
Cash & cash equivalents on 30 September	27,5	103,9





## **Cash Flow Usage**



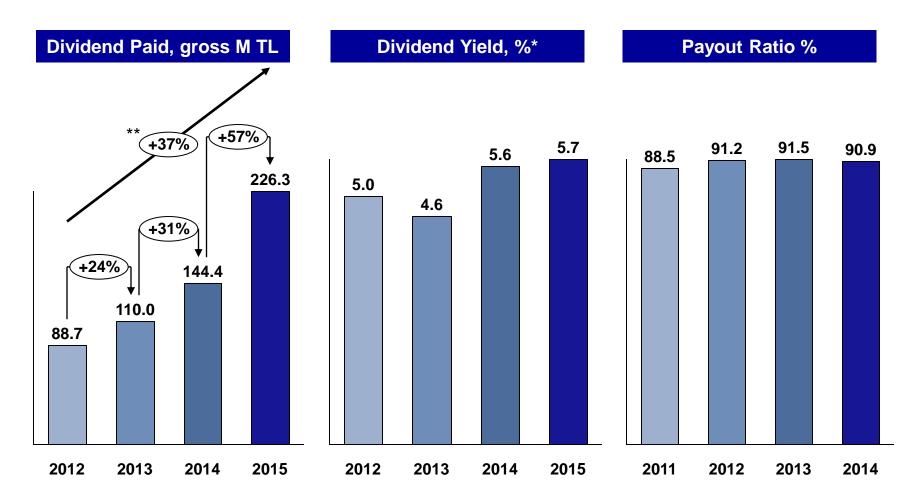






<sup>\*)</sup> Operating cash flow is adjusted for dividends received, interest paid and other items.

## **Dividend Paid, Dividend Yield and Payout Ratio**



- \*) Akcansa closing share price as of 31 March 2015 is used for 2015 dividend yield calculation
- \*\*) CAGR (Compound Annual Growth) of dividend paid amount for the last four years

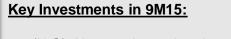
There has not been any change in dividend payment policy throughout years



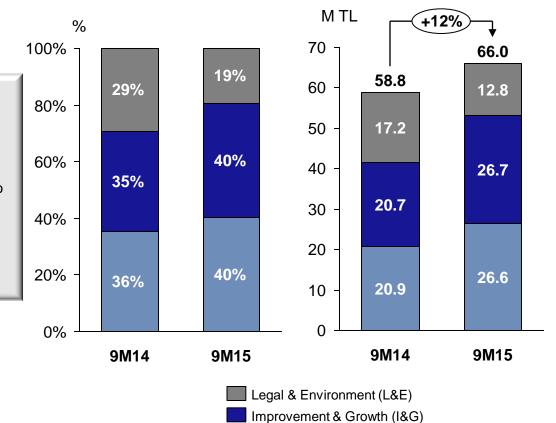




## **Total Capex Distribution**



- (I&G) New cooler and preheater for Line1 in order to increase kiln efficiency (CNK)\*
- 2. (L&E) Building up SNCR\*\*\* system (BCM)\*\* in order to reduce NOx emission
- 3. (I&G) Modification of preheater (CNK) in order to increase clinker production efficiency
- 4. (I&G) Acquisition of RMC\*\*\*\* plant in Samsun



Replacement (Rep)

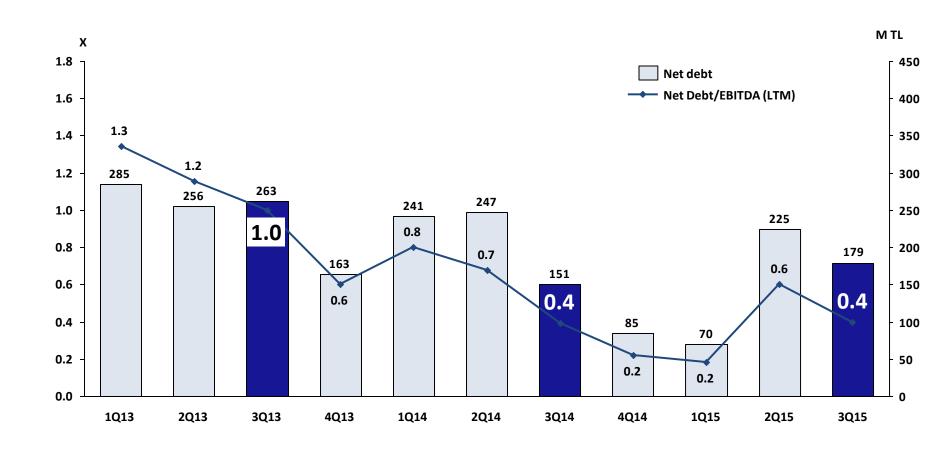
- \*) Çanakkale Plant
- \*\*) Büyükçekmece Plant
- \*\*\*) Selective Non-Catalytic Reduction
- \*\*\*\*) Ready Mix Concrete







## **Net Debt / EBITDA**







## **Balance Sheet**

				Variance					Variance
Mio TL	30.09.2014	31.12.2014	30.09.2015	9M15 vs FY14	Mio TL	30.09.2014	31.12.2014	30.09.2015	9M15 vs FY14
Current Assets	537,9	500,8	646,7	145,9	Current Liabilities	371,1	324,3	427,3	103,0
Cash & cash equivalents	27,5	13,3	103,9	90,6	Financial Liabilities	128,2	48,2	172,9	124,7
Trade receivables	368,9	332,8	368,1	35,3	Trade payables	195,8	238,9	214,1	(24,7)
Inventories	132,3	138,8	151,8	13,0	Tax payable	17,7	9,5	17,1	7,6
Other current assets	9,1	15,9	22,9	7,0	Other current liabilities	29,4	27,8	23,2	(4,6)
Non-current Assets	1.051,2	1.101,7	1.096,7	(5,0)	Non-current Liabilities	119,3	122,3	183,1	60,9
Financial investments	205,0	220,8	206,3	(14,5)	Financial Liabilities	50,1	50,1	110,0	59,9
Fixed Assets	709,4	745,0	755,2	10,2	LT provisions	24,1	25,5	27,7	2,2
Goodwill	129,5	129,5	129,5	-	Deferred tax liabilities	45,1	46,6	45,5	(1,2)
Deferred tax assets	1,0	1,1	1,0	(0,1)	Other non-current liablities	-	-	-	-
Other non-current assets	6,3	5,4	4,8	(0,6)					
					Shareholders Equity	1.098,7	1.155,9	1.133,0	(22,9)
					Paid in Capital	191,4			
					Retained earnings	532,3			
					Comprehensive income	157,5			(13,8)
					Net income	204,8			
					N. Ali and a second	,-	40.0	40.0	(,-,

				Variance
BS data and key ratios	30.09.2014	31.12.2014	30.09.2015	9M15 vs FY14
Working Capital	305,5	232,8	305,8	73,0
Working Capital / Net Sales (LTM)	21,7%	16,5%	21,8%	5,3%
Net debt	150,7	85,0	178,9	93,9
Net debt / EBITDA (LTM)	0,4x	0,2x	0,4x	0,2x
Net Debt / Equity	13.7%	7.4%	15.8%	8,4%

140,9

Minority interest

TOTAL LIABLILITES & EQUITY

These figures represent the management report view.



**TOTAL ASSETS** 

1.589,1

1.602,5

1.743,4





13,3

1.743,4

0,4

140,9

12,6

1.589,1

12,9

1.602,5

## **Contents**

1.	Market Overview	
	Market Trends	4
	<ul> <li>Cement and Clinker Volume Changes</li> </ul>	11
	Readymix Volume Changes	12
	Export Regions	13
2.	Financial Report	
	Income Statement	15
	Cash Flow	17
	<ul><li>Dividend Policy</li></ul>	19
	Capex Structure	20
	Net Debt / EBITDA	21
	Balance Sheet	22
3.	Outlook	24
4.	Appendix	32
T.	Appeliuix	JZ



### Outlook 2015

#### **Economic Activities**

- Slight contraction in domestic demand:
  - Strong urban transformation activity with infrastructure projects
    - Highway connections for 3rd bridge project on the European side will continue in 2015
    - 3rd airport construction
    - Euresia Tunnel and Izmit Bridge has been under construction
  - Further domestic price increase in 2015
  - Regional differences in growth would increase
- Export share in total sales will increase compared to 2014
  - Stable West African demand
  - Demand from USA will have higher weight in total export

#### **Energy**

- Stabilizing the alternative energy supply:
  - Continue to import shredded tire
  - Wind mill investment in Canakkale plant
  - RDF import licence

#### **Operations**

- Margin enhancement in RMC business line via regional restructuring
- Focus on added value products in RMC



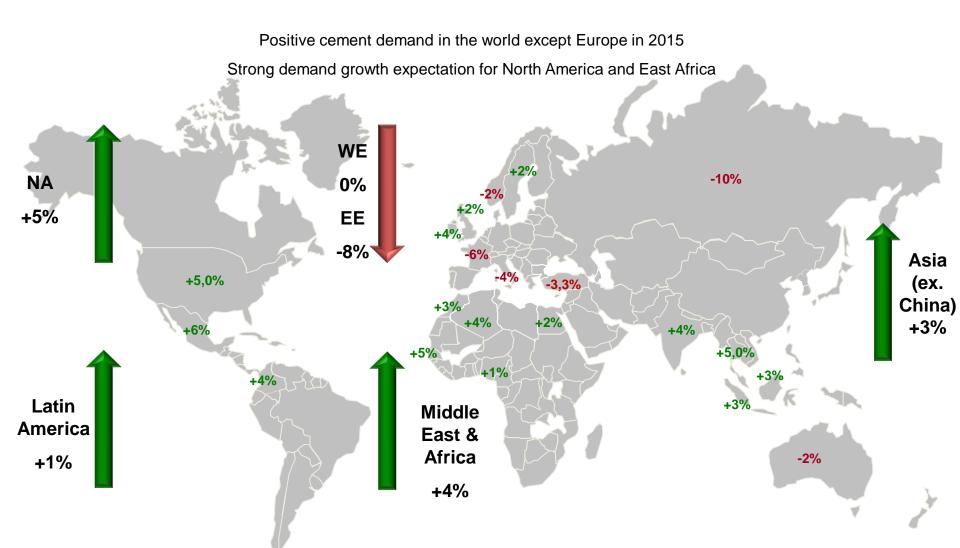








## **Cement Consumption Trends: Regional Consumption 2015 Estimate**



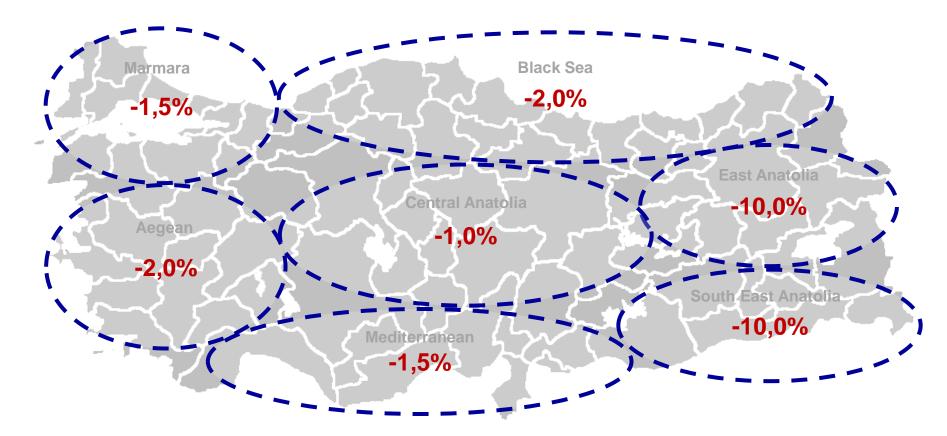
This presentation/report demonstrates "estimated results" of market research done by Akçansa Çimento Sanayi ve Ticaret A.Ş. in addition to sourcing from Exane BNP Paribas Estimates – Jun, 15.







## **Turkish Cement Market, Sales Volumes Change %, (2015 - Expected)**



■Cement demand in Turkish domestic market is expected to contract by -3% in 2015

This presentation/report demonstrates "estimated results" of market research done by Akçansa Çimento Sanayi ve Ticaret A.Ş.







### **Akcansa Market Trends**

FY 15	Expectations				
F1 15	Volume	Price			
Domestic Cement (TL/t)	$\Rightarrow$	$\Rightarrow$			
Export Cement (\$/t)	1	1			
Export Clinker (\$/t)	1	1			
RMC (TL/m3)	$\Rightarrow$	$\Rightarrow$			

(\*) Compared to FY 14

Energy Price	2015		
Lifergy 1 1100	FY		
Coal (USD / ton)	1		
Petcoke (USD/ton)	1		
Diesel (TL / Lt)	1		
Electricity (TL / kwh)	$\Rightarrow$		

(\*) Compared to FY 14

### **Compared to FY 14:**

- Stable domestic but increasing export sales
- Stable RMC prices

### **Compared to FY 14:**

- Decreased coal, petcoke pricing
- Effect of FX rate appreciation on diesel prices beaten by excess global supply
- Stable electricity prices







## **Follow Us**









## **Contacts**

### Dr. Carsten Sauerland, CFO

Phone +90 216 571 30 20 carsten.sauerland@akcansa.com.tr

Fax +90 216 571 30 21

### Dinçer Bulan, IR Executive

Phone +90 216 571 31 14 dincer.bulan@akcansa.com.tr

Cell phone +90 530 522 69 11 Fax +90 216 571 30 31

### Banu Üçer, Corporate Communication Executive

Phone +90 216 571 30 13 banu.ucer@akcansa.com.tr

Fax +90 216 571 30 11

Info Adress: <a href="mailto:IR-info@akcansa.com.tr">IR-info@akcansa.com.tr</a>

### **Websites**

www.akcansa.com.tr www.betonsa.com.tr www.sabanci.com.tr www.heidelbergcement.com







## <u>Disclaimer</u>

This presentation (Presentation) has been prepared by Akçansa Çimento Sanayi ve Ticaret A.Ş. for the sole purpose of providing information relating to Akçansa (Information).

This Presentation is based on public information and data provided by Akçansa management and basically demonstrates forward looking statements based on numerous assumptions regarding our present and future business strategies and the environment in which we will operate in the future.

Please be aware that the forward looking statements and/or assumptions of future events declared in the Presentation and/or in the Information may not prove to be accurate.

No warranty or representation, express or implied, as to the accuracy, reliability, completeness, or timeliness of this Information is made by Akçansa.

No profitability or any other warranty is claimed by the Information provided either on company or sectoral basis.

No liability/responsibility is accepted by Akçansa for any loss or damages of any kind, incurred by any person for any information howsoever arising from any use of this Presentation or the Information.

The Information contained at this Presentation has been included for general informational purposes only and no person should make any investment decisions in reliance upon the information contained herein.

Akçansa shall not be held responsible for any kinds of losses that may rise from investments and/or transactions based on this Presentation or Information or from use of this Information and/or Presentation.





# **Appendix**







## Akcansa at a glance

### **Operations in Turkey**



### **Key Operational Highlights**

#### CEM

- 3 cement plants
- •7,0 m ton clinker capacity
- 9,3 m ton cement capacity

#### **RMC**

- •35 RMC terminals
- •8 million m3 RMC capacity

#### **Ports**

- 2 ports
- · Ambarlı & Çanakkale

#### **Terminals**

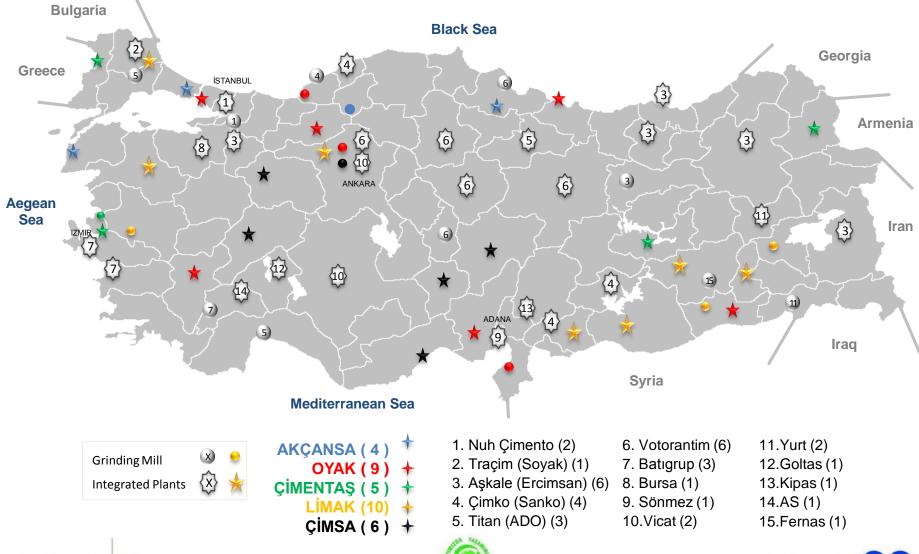
- 6 domestic terminals
- •3,2 m ton total operating capacity





## **Cement Sector Distribution in Turkey**

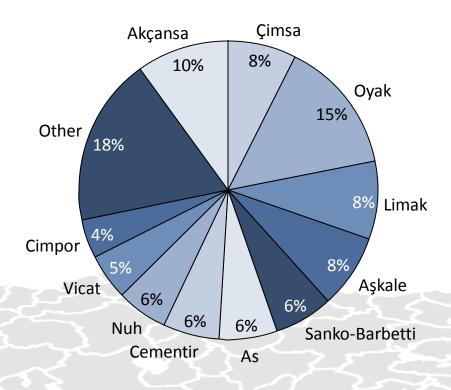
50 integrated plants, 19 grinding mills, 69 plants, 20 players







## **Turkey Clinker Capacity Distribution**



First 3 groups form 40% of the Turkish Cement Capacity

Source: TCMA







## **Turkish Cement Market (Expectations)**







	2006	2007	2008	2009	2010	2011	2012	2013	2014	2015E
1. Private Housing	62%	57%	50%	51%	54%	52%	53%	53%	51%	50%
2. Commercial	14%	16%	13%	9%	11%	10%	11%	9%	10%	9%
3. Public	4%	5%	5%	5%	5%	5%	5%	5%	5%	6%
4. Infrastructure/Projects	20%	22%	32%	35%	30%	33%	31%	33%	34%	35%







Source: TUIK and TCMA







## **Construction Projects in Turkey**

### **Ongoing Projects**

#### **Akcansa**

- •Çekmeköy Metro Line
- •Via Trans Meydanbey Project
- •Garanti Bank Banking Campus
- •Özdilek AVM (Continuing, 200 k m3)
- Zeytinburnu Varyap Project Student Dormitory (Continuing, 80 k m3)
- Sinpaş Bosphorus City Project (Continuing, 500 k m3)
- Sinpaş GYO Akasya Project (Continuing, 450 k m3)
- Varyap Meridian Project (Continuing, 260 k m3)
- Innovia Project (Continuing, 500 k m3)

For further information about our projects please visit our web site: <a href="https://www.betonsa.com.tr">www.betonsa.com.tr</a>

#### <u>Turkey</u>

- ■New Metro Routes (Project Period: 2010-13)
  - Kabataş Mahmutbey;2,4 bio TL
  - Beylikdüzü Bakırköy; 2,2 bio TL
  - ■Üsküdar Ümraniye; 1,9 bio TL
  - Bakırköy Kirazlı; 0,8 bio TL

### **Projects in the Pipeline**

#### •İzmit – İzmir Highway;

- Highway (421 km)
- •İzmit Bridge; Length 1,7 km; Cost : 2 bio TL
- •Four tunnels (7,4 km)
- •30 viaducts (18,2 km)

#### •Çanakkale Bridge; project

- •Çanakkale Bridge (2,2 km)
- Highway (13,7 km)
- •2 mio ton cement excluding the accommodation consumption

#### Third Bridge; project

- Ictas Construction Industry Trade Corp.-Astaldi Joint Initiative Group won the project
- Estimated cost is \$2,5 bio
- •Will be built in 3 years
- •1 mio ton cement excluding the accommodation consumption

#### •The Bosphorus Tunnel, project

- ■5,4 km
- Highway
- ■1,1 bio USD

### ■Tunnels Construction in İstanbul, project

- ■140 km
- 2 mio ton cement

#### •Urban transformation:

- 4 bio USD per year (for the following 10 years)
- Third airport project in Istanbul
  - Capacity: 150 mio people per year





### **Urban Transformation in Istanbul**

Istanbul will be reconstructed in the following ten years and outline of the project is as below:

### **Environment**

- Prince Islands Project
- Haydarpaşa Train Station Project
- Pedestrianization of Taksim Square
- Pedestrianization of Kadıköy Square
- Beyoğlu Kasımpaşa Hasköy Highway Rehabilitation
- Levent Champs-Élysées Project
- ·Beşiktaş Square
- Üsküdar Square
- Cendere Teknopark Project
- Two new city hospital
- Two new city project
- Galataport
- Channel Istanbul Project
- Camlica TV Tower
- •İstanbul Finance Center Project
- •Istanbul Municipality Headquarter

### **Transportation**

- Marmaray
- Tube channel for rubber tyred vehicles
- •3rd bridge and North Marmara Highway
- •Ankara İstanbul high speed train
- •İstanbul Edirne high speed train
- 3rd airport
- New metro lines
- New metrobus lines
- Airway trains
- •Ro-Ro Line
- Da-Vinci Bridge
- •Telpher line for Bosphorus and Golden Horn
- Touristic express trailway

### **Urban Transformation**

- Tarlabaşı (278 houses)
- Sulukule (354 parcels)
- •Fikirtepe (131 ha)
- Okmeydanı (176 ha)
- •Bayrampaşa (11,3 ha, 4 k houses)
- •Zeytinburnu Sümer District (1.536 houses)
- •Kayabaşı (60 k hauses)
- •Kartal (330 ha, 5 bio USD)
- •Maltepe-Dragos (32 ha)
- Ayamama (230 ha)
- Küçükçekmece Ayazma (6,5 k houses)
- ·Avcılar (180 ha)
- •Beyoğlu Perşembe Pazarı (8,5 ha)
- Süleymaniye (94 ha)

Source: CNBC-e Business, June'12 Ha: Hectare







## **Urban Transformation (Continued)**

#### **Urban Transformation in Turkey**

- Transformation of 253 thousand units was achieved in 2013
- Transformation of 500 thousand independent units is planned to be completed in 2014
- 20-year goal is the conversion of 6.5 million housing units.

#### **Urban Transformation in Istanbul**

- 20 thousand urban transformation report for buildings was given across the country in 2013
- 15 thousand of total is given to the buildings in Istanbul
- In January of 2013, the number of buildings entering the system was 50. However this figure was 1,500 in January of 2014
- Monthly figures are expected to be 2,500 by the end of year.
- The biggest demand has come from Kadıköy, Esenyurt and Küçükçekmece respectively

#### **Urban Transformation Effect on RMC Demand**

- In 10 year period, 300 million cubic meters of ready-mix concrete will be needed for urban renewal.
- The annual requirement is expected to be 30 million cubic meters.



#### 2013 Realized transformation

**ISTANBUL** → 150 K independent units

6.0 mio m<sup>3</sup>

1.8 mio ton







4.2 mio ton

2014 Targeted transformation

**İSTANBUL**→ 350 K independent units

Sources: Ministry of Environment and Urban Planning, Istanbul Urban Regeneration Association, Turkey Ready Mixed Concrete Association







## **Big Infrastructure Projects in Istanbul**

Biggest projects for Istanbul are as below:





### **3rd Airport**

- The largest airport in the world -- or at least challenge regional rival Dubai
- Capacity: 150 mio passangers per year
- Will be constructed on İstanbul's European side between the Black Sea regions of Yeniköy and Akpinar
- Creating an estimated 120,000 jobs
- Contractors will be bidding on a 25-year build-and-operate contract for the airport
- Project cost would be around 8.7 bio USD

#### **Urban Transformation**

- •4 bio USD per year for the following 10 years
- Major areas for the urban transformation are:
- Fikirtepe (131 ha)
- •Okmeydanı (176 ha)
- •Kartal (330 ha, 5 bio USD)
- •Ayamama (230 ha)
- •Küçükçekmece Ayazma (6,5 k houses)
- ·Avcılar (180 ha)
- Süleymaniye (94 ha)

Source: <u>Todayszaman</u>, CNBC-e Business, June'12 Ha: Hectare







## **Big Infrastructure Projects in Istanbul (Continued)**

Biggest projects for Istanbul are as below:



### 3rd Bridge

- Groundbreaking ceremony was held on 29 May 2013.
- Ictas Construction Industry Trade Corp.-Astaldi Joint Initiative Group won the project
- Estimated cost is 2,5 bio USD
- Will be built in 3 years
- Consumption for total project : Volume:
- •~1,2 m m3 RMC and ~0,25 mt CEM
- 3rd Bridge; Volume:
- •2013 -2014: ~200 k m<sup>3</sup>
- Highway; Volume:
- •2013 -2015: ~1000 k m3





Source: <u>Todayszaman</u>, CNBC-e Business, June'12 Ha: Hectare





## **Energy always matters**

- To increase efficiency on energy usage
  - Flexibility in use of petrocoke and coal
  - Use of import channels of HC Trading firms
  - High-sulfur petrocoke usage permit
  - Hedging coal purchases to minimize cost inflation risk
  - Active electricity portfolio management
  - Canakkale Plant has started the shreded tire importation in the second quarter of 2012
- To increase alternative fuel usage
  - Alternative fuel feeding system investment in Canakkale Plant
  - Agreement with Recydia Waste Management Company
  - Continue to import shredded tire
  - Planned to have RDF import license like shredded tire

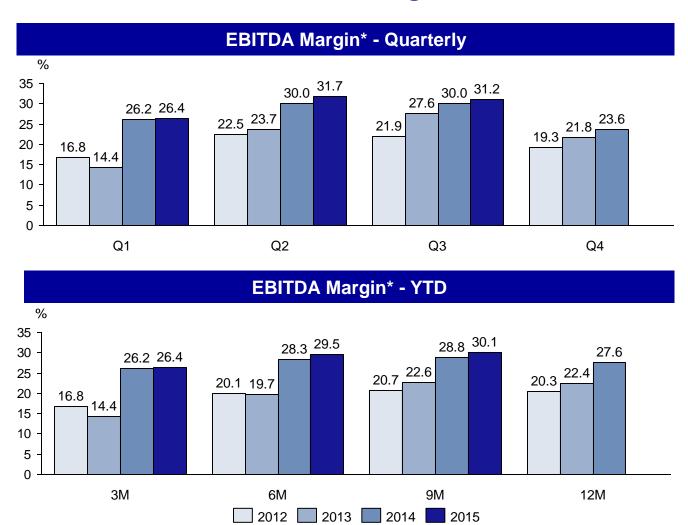








## **EBITDA Margins**



<sup>\*)</sup> Excludes the depreciation and amortization amount attributable to other operating expenses.

These figures represent the management report view.







## **Akçansa Sustainability Approach**

Sustainability Committee











•GRI Approval, January 2011

·First report in its sector

•2nd report was approved as of June 2012

3rd report was approved as of November 2014

2010-2011 Report

2012-2013 Report





### **Awards**

- Environment and Energy Prizes
  - (100+ Concrete product)
  - Istanbul Chamber of Industry
- ■The Most Admired Cement Company 2014
  - By Capital Business Magazine
- Environmental Award
  - **Canakkale Waste Heat Facility**
  - By Istanbul Chamber of Industry
- Sustainable Waste Management and **Communication Award** 
  - (One Carbon Double Oxygen Project)
  - By CSR Europe









### **General Basics About Cement and RMC Production**

### **Production**

- 1,6 ton limestone is consumed to produce 1 ton of clinker
- ■75-90% clinker is consumed to produce 1 ton of cement
- •250-300 kg of cement in 1 m3 RMC produced
- ■1,5-2,0 ton of aggregate in 1 m3 RMC produced depending on the type of RMC produced

### <u>Fuel</u>

- •A cement plant of 1 mio ton clinker capacity may consume 100 k ton petrocoke or 130 k ton coal, or a mix of both
- •7.500 kcal/ton in petrocoke vs. 6.000 kcal/ton in coal.
- •Fuel accounts for 30-40% of the variable cost of producing 1 ton of cement
- •1% increase in alternative fuel usage have 1,5-2 mio TL cost advantage per year

### **Electricity**

- •Electricity accounts 25-30% of the variable cost of producing 1 ton of cement.
- •0,01 TL increase in cost of 1 kwh electricity corresponds to 1-1,5 TL cost increase in 1 ton of cement.
- Contribution of waste heat project
  - ■33% of Çanakkale Plant electricity consumption
  - •Monthly contribution to P&L of Akcansa will be around 1-1,5 mio TL based on current electricity prices



