

# ANADOLU ISUZU

(BIST: ASUZU)

## 6M2021 Earnings Release, August 9, 2021

(000 TL)	2Q2020	2Q2021	%	6M2020	6M2021	%
Net Sales	212,234	491,429	131.6%	421,443	873,730	107.3%
Gross Profit	32,493	97,201	199.1%	74,741	178,670	139.1%
EBITDA	6,584	44,115	570.0%	26,326	83,990	219.0%
Net Income (Loss)	(14,526)	15,105	-	(32,239)	22,707	-
Free Cash Flow	44,153	82,113	86.0%	(47,550)	(42,423)	10.8%
Gross Profit Margin	15.3%	19.8%		17.7%	20.4%	
EBITDA Margin	3.1%	9.0%		6.2%	9.6%	
Net Profit/Loss Margin	(6.8)%	3.1%		(7.6)%	2.6%	

### FINANCIAL PERFORMANCE:

#### A - NET SALES

Net sales increased by 107.3% to TL 873.7 million in 6M 2021, compared to last year; domestic sales increased by 122% and export sales increased by 66% in the same period.

In 6M2021, domestic automotive market sales volume was 57% higher than last year, with 412k units. In this period, domestic light commercial vehicle segment increased by 67% and in the heavy commercial vehicle market; truck and bus segments increased by 143%, 24% respectively and midibus segment contracted by 14%.

In the first half of 2021, 2,125 vehicles were sold in total, of which 1,826 in domestic market and 299 in export markets. Compared to the same period in 2020, the Company's total sales volume increased by 93%.

Domestic Sales (Unit)	6M2020	6M2021	%
Truck	601	1,132	88%
Light -Truck	-	96	-
Pick-Up	15	504	3,260%
Midibus	251	91	(64%)
Bus	2	3	50%
Total Domestic Sales	869	1,826	110%

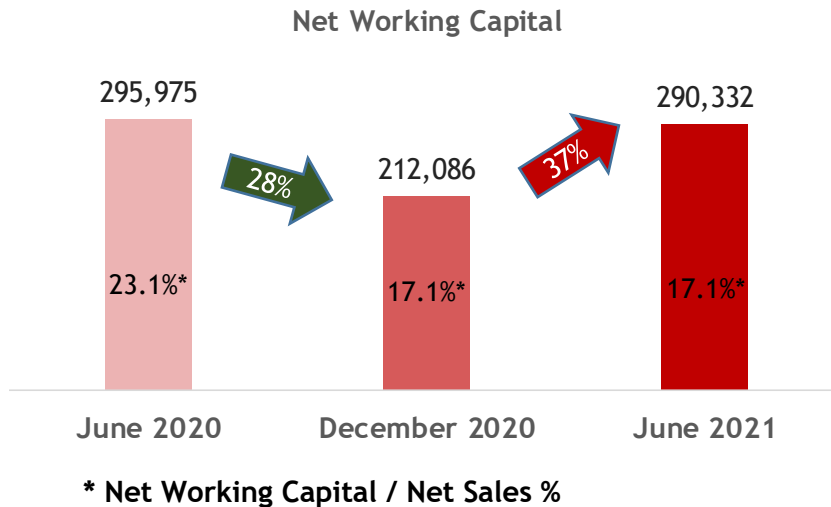
Export Sales (Unit)	6M2020	6M2021	%
Export Sales	234	299	28%
Total Sales	1,103	2,125	93%

### B - EBITDA

In 6M2021, EBITDA increased by 219% to TL 84 million, compared to last year. In addition to the increasing sales volume, gross profit margin has also improved by 271 basis points, up to 20.4%. Accordingly, EBITDA margin increased by 337 basis points up to 9.6% (2020: 6.2%).

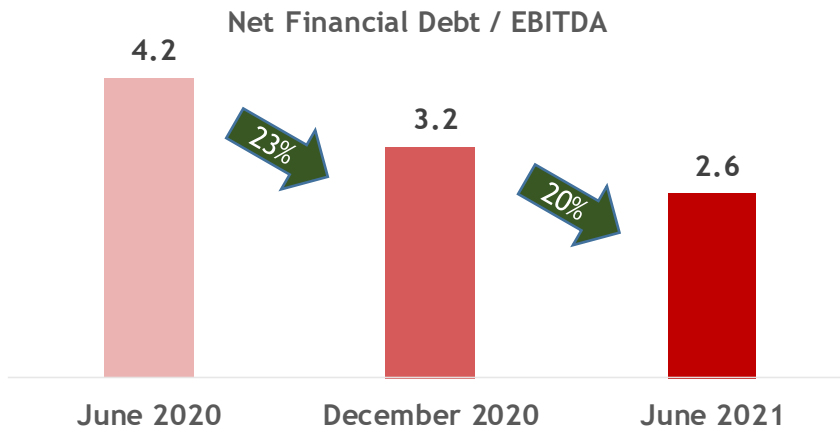
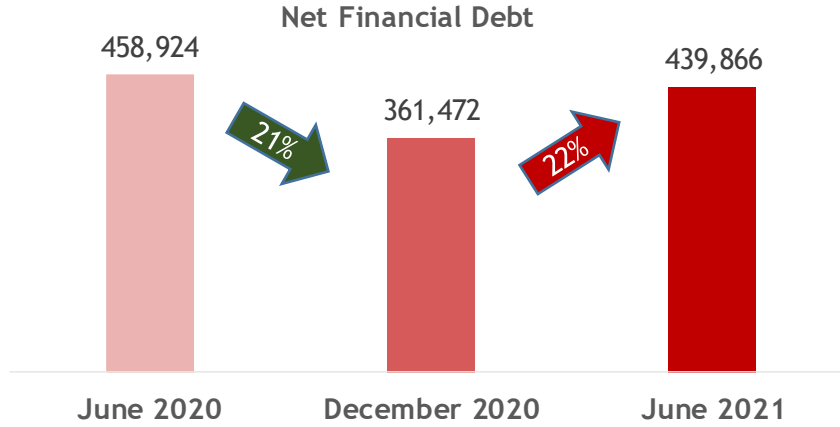
### C - NET WORKING CAPITAL

As of June 2021, net working capital requirement is realized as TL 290 million. In this year, Net Working Capital / Net Sales ratio, which was 17% at the end of 2020, maintained at the same level in 6M2021.



## D - FINANCIAL DEBT

While the Company's Net Financial Debt burden, which was TL 361 million at the end of 2020, increased to TL 439 million as of the end of June 2021 (TL 459 million as of June 2020), the Company's Net Financial Debt/EBITDA ratio improved significantly to 2.6 in the same period (2020 June: 4,2 / 2020 December: 3,2).



## RISKS

**Exchange Rate Risk:** In 2Q2021, the Company is exposed to foreign currency exchange risk due to its net position of foreign currency assets and liabilities. Changes in the exchange rate may follow a volatile trend according to the risks resulted from global pandemic and the macroeconomic indicators in Turkey. Although the exchange rate risk due to foreign currency-denominated assets and liabilities was €36 million as of June 30, 2021, the risk was closed after hedge operations, and a long position at the level of €2 million was maintained.

**Global Supply Chain Risks:** The upward trend observed in the prices of important raw materials (sheet metal, steel, copper, etc.) since the last quarter of last year, is expected to continue until the end of the year. In addition, freight costs are increased importantly compared to the pre-pandemic period, and the levels are expected to continue in the second half of 2021. Besides, the sectoral changes in global demand due to pandemic turned into a chip shortage in the automotive industry. Our Company has been managing the volatility in raw material and freight prices with long-term contracts. Regarding the chip shortage, there is not an expected risk that will affect the financial statements in the short-medium term.

## INVESTOR RELATIONS CONTACT INFORMATION

You may visit our website at [www.anadoluisuzu.com.tr](http://www.anadoluisuzu.com.tr) to reach the financial statements of the Company. You can contact us using any of the contact details below.

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