

ANADOLU ISUZU

(BIST: ASUZU)

9M2021 Earnings Release, October 18, 2021

(000 TL)	3Q2020	3Q2021	%	9M2020	9M2021	%
Net Sales	272,102	611,689	124.8%	693,545	1,485,419	114.2%
Gross Profit	55,039	107,502	95.3%	129,780	286,172	120.5%
EBITDA	12,234	65,809	437.9%	38,560	149,799	288.5%
Net Income (Loss)	(4,061)	17,568	-	(36,300)	40,275	-
Free Cash Flow	45,224	233,395	416.1%	(2,325)	190,972	-
Gross Profit Margin	20.2%	17.6%		18.7%	19.3%	
EBITDA Margin	4.5%	10.8%		5.6%	10.1%	
Net Profit/Loss Margin	(1.5)%	2.9%		(5.2)%	2.7%	

FINANCIAL PERFORMANCE:

A - NET SALES

Net sales increased by 114% to TL 1,485.42 million in 9M 2021, compared to last year; domestic sales increased by 103% and export sales increased by 139% in the same period.

In 9M2021, domestic automotive market sales volume was 15% higher than last year, with 582k units. In this period, domestic light commercial vehicle segment increased by 18% and in the heavy commercial vehicle market; truck and bus segments increased by 72%, 16% respectively and midibus segment contracted by 7%.

In 9M2021, 3,302 vehicles were sold in total, of which 2,676 in domestic market and 626 in export markets. Compared to the same period in 2020, the Company's total sales volume increased by 88%.

Domestic Sales (Unit)	9M2020	9M2021	%
Truck	972	1,749	79.9%
Light -Truck	-	235	-
Pick-Up	15	523	3,386.7%
Midibus	440	162	(63.2)%
Bus	2	7	250%
Total Domestic Sales	1,429	2,676	87.3%

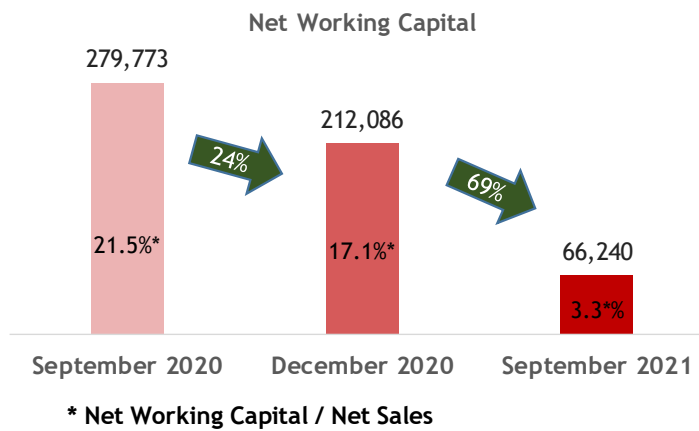
Export Sales (Unit)	9M2020	9M2021	%
Export Sales	327	626	91.4%
Total Sales	1,756	3,302	88%

B - EBITDA

In 9M2021, EBITDA increased by 289% to TL 150 million, compared to last year. With 114% increasing in net sales in this period, gross profit margin has also improved by 55 basis points, up to 19.3%. EBITDA margin was realised as 10.1% (2020: 5.6%).

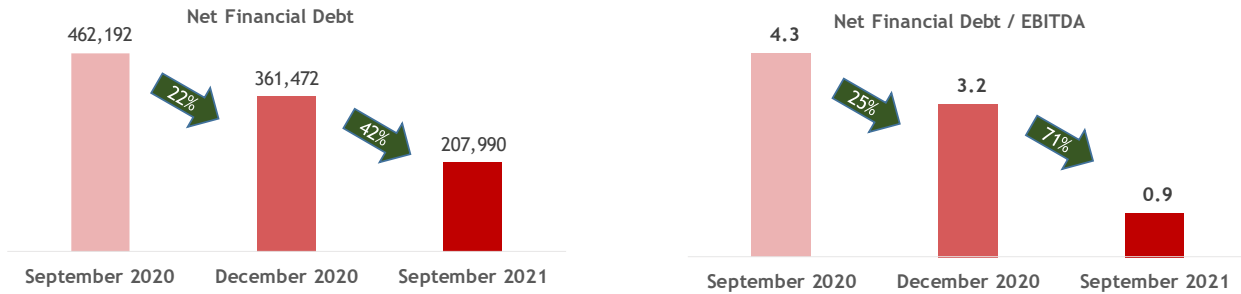
C - NET WORKING CAPITAL

As of September 2021, net working capital requirement is realized as TL 66 million. In this year, Net Working Capital / Net Sales ratio, which was 17% at the end of 2020, improved significantly and reached to 3% in 9M2021.



D - FINANCIAL DEBT

Net Financial Debt burden, which was TL 361 million at the end of 2020, decreased to TL 208 million as of the end of September 2021 (TL 462 million as of September 2020), the Company's Net Financial Debt/EBITDA ratio also improved significantly, reached to a record level of 0.9 in the same period (2020 September: 4.3 / 2020 December: 3.2).



RISKS

Exchange Rate Risk: In 3Q2021, 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 €26 million as of September 30, 2021, the risk was closed and after the hedge operations carried out in order to mitigate the currency risk in the following periods, a long position at 11 million € level 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 last quarter 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 to reach the financial statements of the Company. You can contact us using any of the contact details below.

CENTRAL ADDRESS

Fatih Sultan Mehmet Mahallesi Balkan Caddesi No:58 Buyaka E Blok 34771 Tepeüstü / Ümraniye / İSTANBUL

FACTORY

Şekerpınar Mahallesi Otomotiv Caddesi No:2 41435 Çayirova / KOCAELİ

TEL : +90 850 200 19 00

FAX : +90 262 658 85 56

WEB : www.anadoluisuzu.com.tr

E-MAIL : investorrelations@isuzu.com.tr