



9M'24 Earnings Presentation

6 November 2024

Agenda

- **9M'24 Evaluation**
- **Domestic Sales Performance**
- **Export Performance**
- **Since We Last Met**
- **Financial Results & Guidance**



9M'24 Evaluation

9M'24 Highlights

Maintaining **3rd position** in domestic market with **8.5% share**

#1 in Total CV with 27% market share

Primarily due to decline in LCV & HCV sales volumes and weaker pricing environment

Domestic Volumes contracted by 16% and Revenues down by 21%

Export growth thanks to accelerated shipments of new products

Export Volumes and Revenues rose 8% and %5 respectively

Total Capacity Utilization Rate was realized as **82%**

Turkey 78%

Romania 88%

Dilution in Profitability in the heavy investment cycle

8% EBITDA Margin

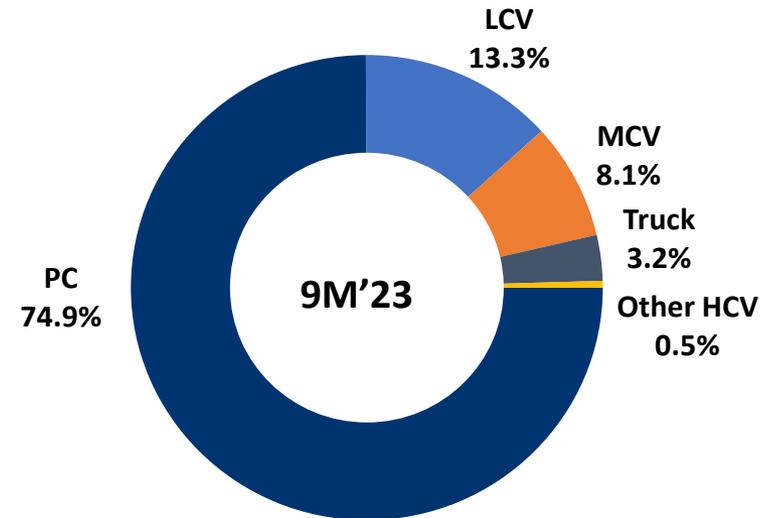
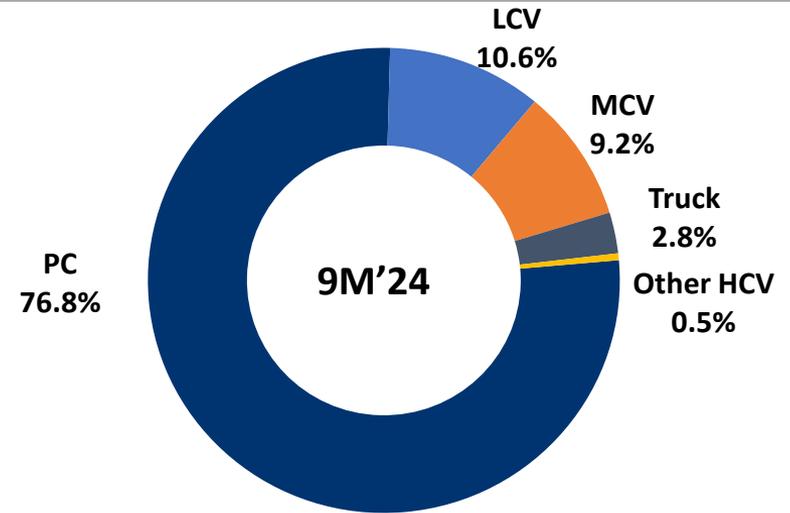
EBITDA p.v. € 1,744



Domestic Sales Performance

Turkish Automotive Market

Segments	9M'24	9M'23	Δ
Passenger Cars	675,273	666,890	1%
Light Com. Vehicle	93,346	118,557	-21%
Medium Com. Vehicle	81,273	72,128	13%
Truck (>16 t)	25,027	28,278	-11%
Other HCV (6-16t)	4,169	4,103	2%
Total⁽¹⁾	879,088	889,956	-1%



⁽¹⁾ Total industry volumes include PC, LCV, MCV, Truck and other HCV sales.

Domestic Sales Performance - I

Rank	Brand	9M'24	9M'23	% Change	Market Share %	Δ, pps
		Sales	Sales		in 9M'24	
Total Industry						
1	Fiat	100,992	142,187	-29%	11.5	-4.5
2	Renault	92,191	88,762	4%	10.5	0.5
3	Ford	74,743	86,023	-13%	8.5	-1.2
4	Volkswagen	63,116	64,013	-1%	7.2	0.0
5	Chery	47,997	26,523	81%	5.5	2.5
Passenger Cars						
1	Renault	80,648	75,621	7%	11.9	0.6
2	Fiat	61,958	97,056	-36%	9.2	-5.4
3	Chery	47,997	26,523	81%	7.1	3.1
4	Volkswagen	47,479	51,864	-8%	7.0	-0.7
5	Hyundai	39,305	37,529	5%	5.8	0.2
12	Ford	20,957	21,028	0%	3.1	-0.1



PC strategy: Profitability over market share

Domestic Sales Performance - II

Rank	Brand	9M'24	9M'23	% Change	Market Share %	Δ, pps
		Sales	Sales		in 9M'24	
LCV						
1	Fiat	32,675	38,595	-15%	35.0	2.5
2	Ford	17,916	35,192	-49%	19.2	-10.5
3	Peugeot	9,449	10,600	-11%	10.1	1.2
4	Renault	8,272	8,627	-4%	8.9	1.6
5	Opel	7,791	7,079	10%	8.3	2.4
MCV						
1	Ford	29,609	21,566	37%	36.4	6.5
2	Volkswagen	9,217	7,005	32%	11.3	1.6
3	Mercedes	6,816	5,959	14%	8.4	0.1
4	Fiat	6,359	6,536	-3%	7.8	-1.2
5	Hyundai	4,271	4,210	1%	5.3	-0.6
Truck						
1	Mercedes	10,986	10,606	4%	43.9	6.4
2	Ford	6,261	8,237	-24%	25.0	-4.1
3	Scania	2,163	2,125	2%	8.6	1.1
4	Renault	1,378	1,777	-22%	5.5	-0.8
5	MAN	1,269	1,499	-15%	5.1	-0.2

CV Strategy: Profitable growth

⁽¹⁾ Excluding Other HCV (6-16t)

Leader in total CV with **27%⁽¹⁾** market share

#2

#1

#2





Export Performance

European PC and CV Market went up 1% & 5% respectively despite signs of slowdown in the 3rd quarter

European PC Market

	9M'24	9M'23	%
EU+UK	9,503,870	9,393,612	1.2%

European CV Market

	9M'24	9M'23	%
EU+UK	1,728,069	1,648,039	4.9%

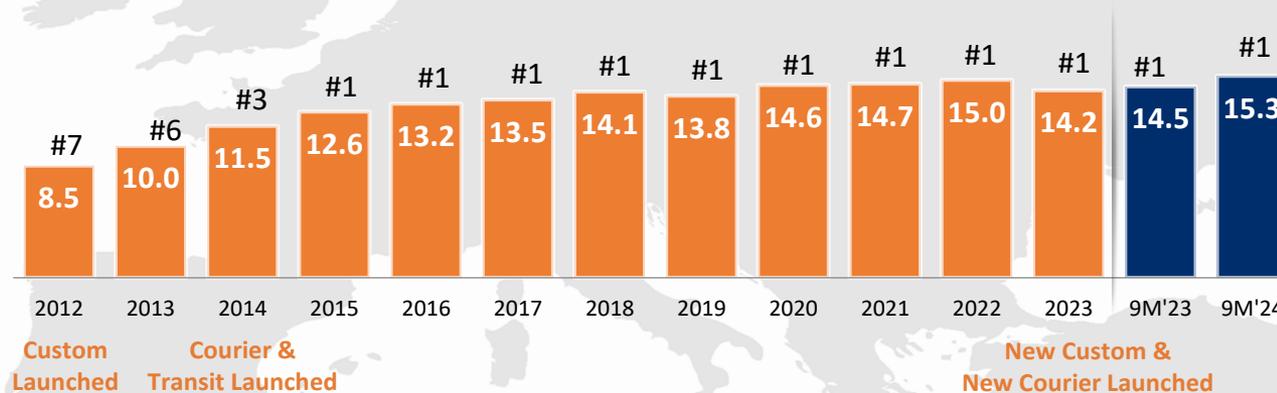
European Van Market

	9M'24	9M'23	%
EU+UK	1,438,537	1,337,664	7.5%

European Truck Market

	9M'24	9M'23	%
EU+UK	289,532	310,375	-6.7%

Ford's European CV Market Share



Ford is Europe's No.1 CV brand for 9 consecutive years and Ford Otosan produces 75% of Ford's CVs sold in Europe & contributes to Ford's performance in PC segment with Puma by producing 37% of Ford's PC Sales in Europe

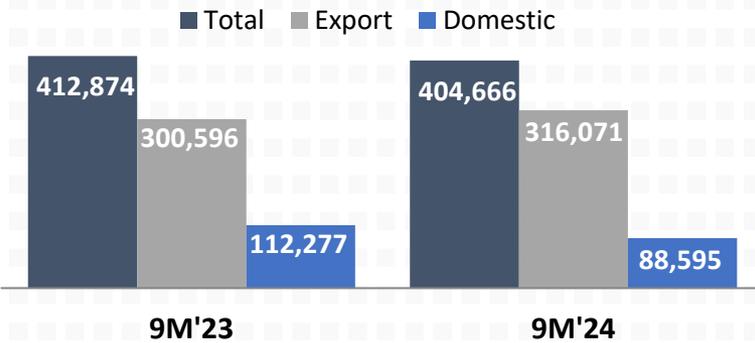
Source: ACEA, 26 European Markets + UK



Financial Results & Guidance

Financial Highlights in 9M'24

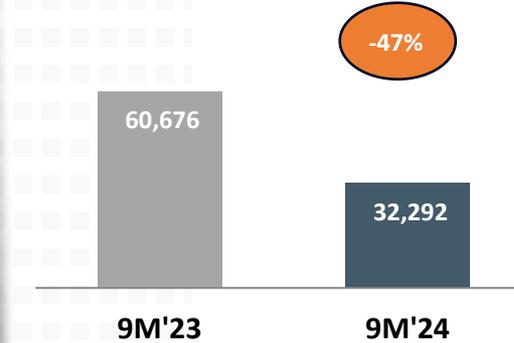
Revenues, mn TL



Total Revenues, -2%
Export Revenues⁽¹⁾, +5%
Domestic Revenues, -21%

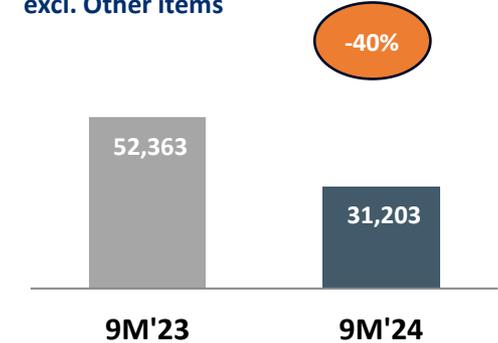
Total volumes +3%
 Export volumes⁽¹⁾ +8%
 Domestic volumes -16%

EBITDA, mn TL



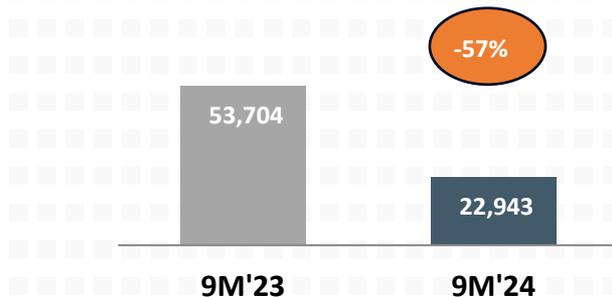
- Lower YoY domestic volumes
- Increasing export revenues share in total
 - Rising manufacturing costs as a result of the inflationary environment

EBITDA, mn TL excl. Other items



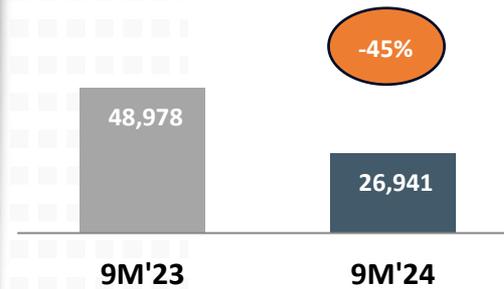
- Relatively stable exchange rates
- Extended ramp-up period of new models

Operating Profit, mn TL



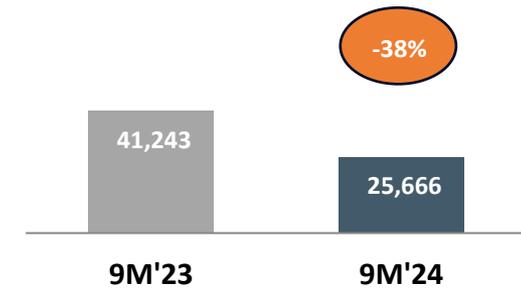
- 87% decline in Net Other Income, amounting to TL 1,089 million (vs TL 8,312 million in 9M'23) leading to a 57% YoY decrease in Operating Profit to TL 22,943 million.

Profit Before Tax, mn TL



- TL 16,840 mn monetary gain (9M'23: TL 7,426 mn) was included in Profit Before Tax

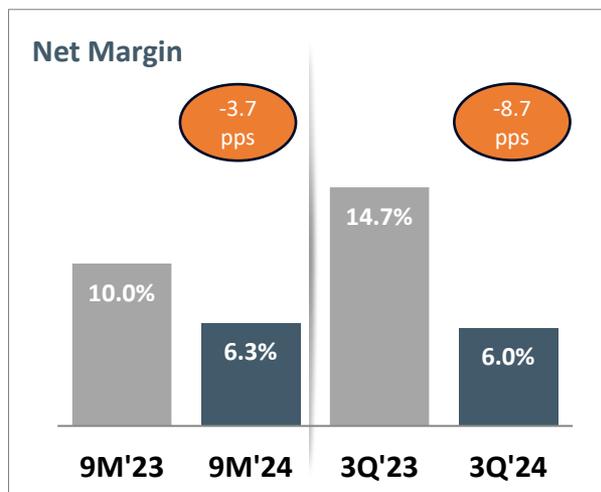
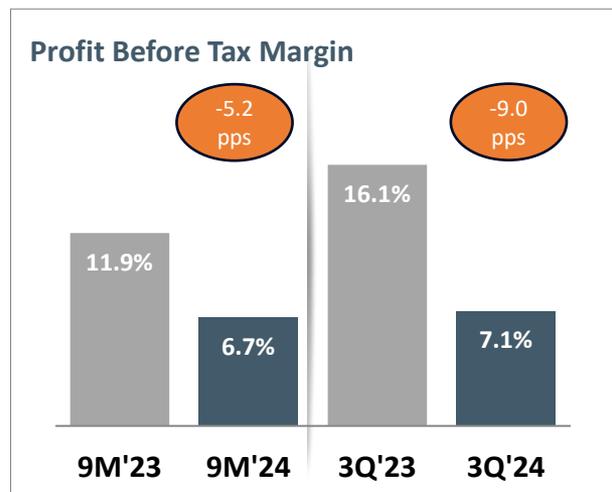
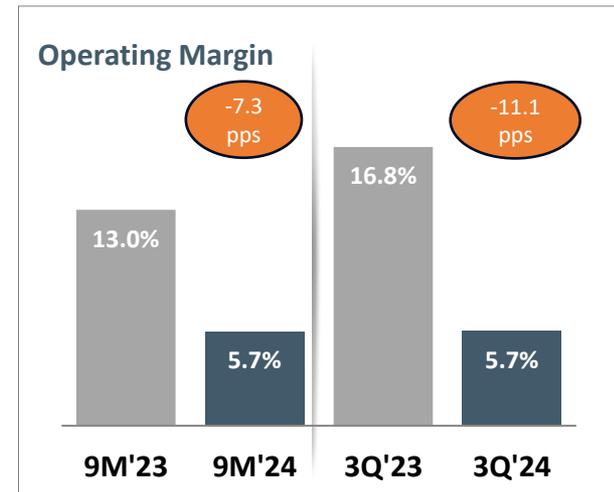
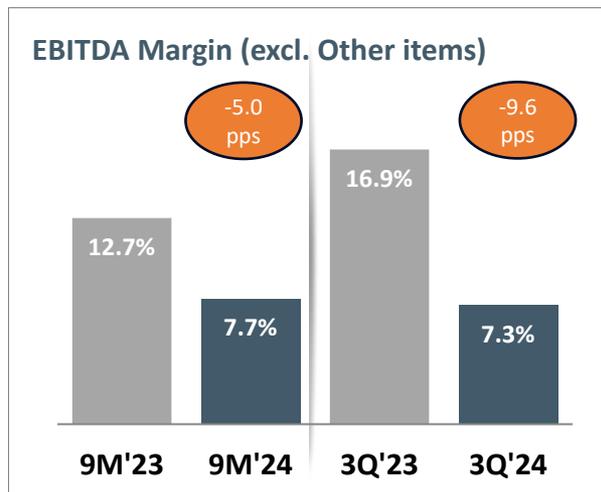
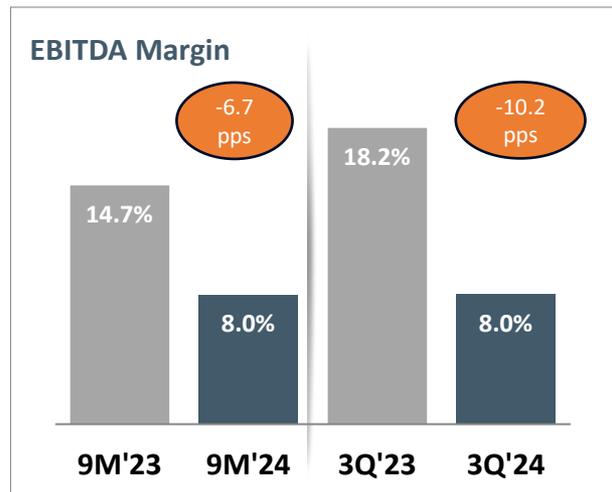
Net Income, mn TL



- TL 7,735 mn Tax expense (one-off impact of earthquake tax payment in 9M'23) decreased to TL 1,275 mn in 9M'24.

⁽¹⁾ Export revenues and volumes include exports from Ford Otosan and Ford Otosan Romania SRL

Margins in 9M'24



Solid EBITDA and PBT per Vehicle ⁽¹⁾

EBITDA, EUR	9M	3Q
2023	2,648	3,730
2024	1,744	1,691

PBT, EUR	9M	3Q
2023	2,476	3,547
2024	1,506	1,634

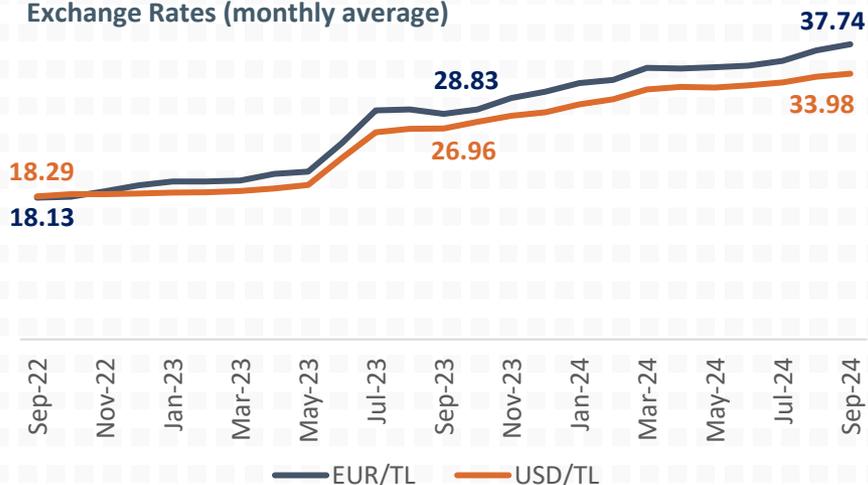
⁽¹⁾ All figures adjusted with 38.0180 EUR/TRY for 2024 and 43.3672 EUR/TRY (indexed with end of period exchange rate) for 2023.

	9M'24/9M'23 Δ		3Q'24/3Q'23 Δ	
Production Volume	3% ↑		7% ↑	
Raw Material Costs	2% ↑		5% ↑	
	9M'24 YTD Δ	9M'23 YTD Δ	3Q'24 Δ	3Q'23 Δ
€ / TL	17% ↑	46% ↑	8% ↑	3% ↑

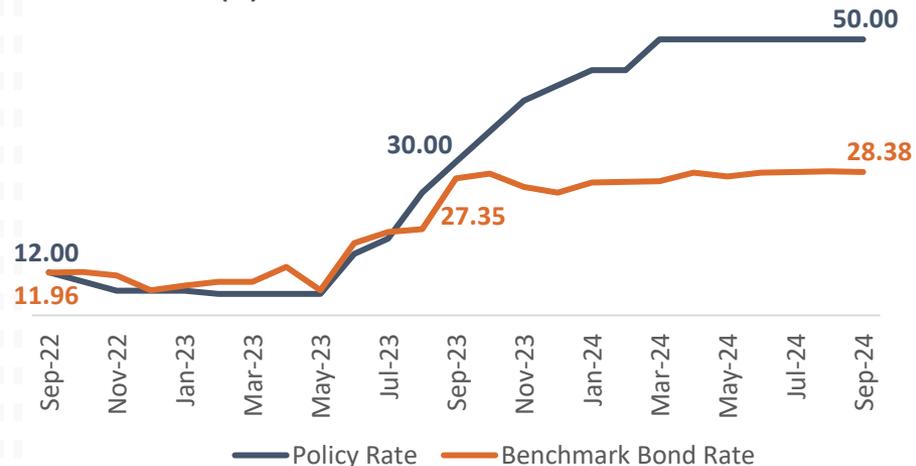
Annual Inflation (%)



Exchange Rates (monthly average)



Interest Rates (%)



Source: Ford Otosan, CBT, Turkstat, Bloomberg

Sales Volume by Model

	9M'24	9M'23	YoY%	3Q'24	3Q'23	YoY%
Total Domestic	75,348	89,816	-16%	25,789	30,360	-15%
PC	19,332	22,438	-14%	5,223	7,896	-34%
Puma	6,167	3,905	58%	1,346	1,897	-29%
Other	13,165	18,533	-29%	3,877	5,999	-35%
LCV	18,933	36,826	-49%	6,846	11,484	-40%
Transit Courier	18,588	36,388	-49%	6,767	11,300	-40%
Transit Connect	345	438	-21%	79	184	-57%
MCV	30,996	22,191	40%	11,736	8,528	38%
2 Ton Com. Vehicle	22,450	16,928	33%	9,007	6,674	35%
1 Ton Com. Vehicle	4,931	4,434	11%	1,464	1,240	18%
Ranger	3,615	829	336%	1,265	614	106%
Truck	6,087	8,223	-26%	1,984	2,452	-19%
Rakun ⁽¹⁾	-	138	-100%	-	-	-
Total Export ⁽²⁾	395,325	366,231	8%	135,501	112,894	20%
1 Ton Com Vehicle	140,630	101,144	39%	48,847	30,328	61%
2 Ton Com. Vehicle	96,321	105,703	-9%	35,812	34,118	5%
Transit Courier	40,953	17,091	140%	12,381	2,994	314%
Truck	2,658	5,446	-51%	993	1,926	-48%
Puma	114,741	136,721	-16%	37,468	43,437	-14%
Other	22	126	-83%	-	91	-100%
Total Wholesale	470,673	456,047	3%	161,290	143,254	13%

⁽¹⁾ Rakun production ended in 3Q'23. ⁽²⁾ Export volumes include exports from Ford Otosan and Ford Otosan Romania SRL

Main Financial Indicators

Million TL	9M'24	9M'23	YoY %	3Q'24	3Q'23	YoY %
Total Revenues	404,666	412,874	-2%	141,729	137,095	3%
Export ⁽¹⁾	316,071	300,596	5%	112,157	97,933	15%
Domestic	88,595	112,277	-21%	29,572	39,162	-24%
Gross Profit	40,265	64,427	-38%	13,428	28,115	-52%
Operating Profit	22,943	53,704	-57%	8,055	23,033	-65%
EBITDA	32,292	60,676	-47%	11,355	24,985	-55%
EBITDA (excl. other items)	31,203	52,363	-40%	10,370	23,170	-55%
Profit Before Tax	26,941	48,978	-45%	10,018	22,033	-55%
Net Income	25,666	41,243	-38%	8,562	20,116	-57%
Other Financial Data						
Depreciation & Amortization	7,473	6,588	13%	2,649	1,822	45%
Financial Income / (Expense)	-15,748	-12,050	31%	-5,106	-939	444%
Capital Expenditures	-23,341	-23,323	0%	-8,908	-9,853	-10%

⁽¹⁾ Export revenues includes exports from Ford Otosan and Ford Romania SRL

Summary Balance Sheet & Cash Flow Statement

Balance Sheet, Million TL	30.09.2024	31.12.2023	YoY Δ
Current Assets	155,743	139,828	11%
Property, Plant and Equipment - Net	86,830	77,708	12%
Total Assets	314,934	294,826	7%
Current Liabilities	128,958	127,890	1%
Total Liabilities	213,556	195,638	9%
Shareholders' Equity	101,378	99,188	2%

Cash Flow Statement, Million TL	30.09.2024	30.09.2023	YoY Δ
Beginning Balance of Cash & Equivalents	20,642	22,631	-9%
Net Cash from Operating Activities	20,019	56,185	-64%
Net Cash from Investing Activities	-23,067	-23,266	-1%
Net Cash from Financing Activities	19,301	2,810	587%
Monetary Gain/(Loss) on Cash & Equivalents	-6,817	-13,199	-48%
End of Period Balance of Cash & Equivalents	30,134	45,514	-34%

Debt Profile & Financial Ratios

Cash Position (TL mn)	30.09.2024	31.12.2023
Total Financial Debt	129,333	102,921
Cash & Cash Equivalents	30,137	20,684
Net Financial Debt	99,196	82,237

Financial Ratios	30.09.2024	31.12.2023
Net Debt / EBITDA ⁽¹⁾	2.45	1.19
Return on Equity	50.4%	67.2%
Current Ratio	1.21	1.09
Liquidity Ratio	0.77	0.69
Current Assets / Total Assets	0.49	0.47
Current Liabilities / Total Liabilities	0.60	0.65
Total Liabilities/Total Liabilities & Equity	0.68	0.66

Margins	30.09.2024	30.09.2023
Gross Margin	10.0%	15.6%
Operating Margin	5.7%	13.0%
EBITDA Margin	8.0%	14.7%
EBITDA Margin (excluding other items)	7.7%	12.7%
PBT Margin	6.7%	11.9%
Net Margin	6.3%	10.0%

⁽¹⁾ Capped at 3.5x. EBITDA

	2023 (Actuals)	1 st Guidance for 2024	2 nd Guidance for 2024	Last Guidance for 2024 ⁽¹⁾
Total Turkish Automotive Market	1,278 K	800 K – 900 K	1,000 K – 1,100 K	1,100 K – 1,200 K
FORD OTOSAN				
Retail Sales Volume	114 K	100 K – 110 K	100 K – 110 K	105 K – 115 K
Export Volume	492 K	560 K – 610 K	560 K – 610 K	530 K – 580 K
Turkey	312 K	350 K – 380 K	350 K – 380 K	320 K – 350 K
Romania	180 K	210 K – 230 K	210 K – 230 K	210 K – 230 K
Wholesale Volume	610 K	660 K – 720 K	660 K – 720 K	635 K – 695 K
Total Production Volume	590 K	650 K – 700 K	650 K – 700 K	630 K – 680 K
Turkey	399 K	400 K – 430 K	400 K – 430 K	380 K – 410 K
Romania	191 K	250 K – 270 K	250 K – 270 K	250 K – 270 K
Capex (fixed assets)	€ 900 mn	€ 900 – 1,000 mn	€ 900 – 1,000 mn	€ 700 – 800 mn
General Investments	€ 96 mn	€ 170 - 190 mn	€ 170 - 190 mn	€ 130 - 150 mn
Product Related Investments	€ 804 mn	€ 730 - 810 mn	€ 730 - 810 mn	€ 570 - 650 mn

⁽¹⁾ Total Turkish Automotive Market volume and Ford Otosan domestic retail sales guidance was increased as a result of the stronger than expected demand outlook in the domestic market for the full year. Export and production volumes are updated due to the sign of slowdown in the main export markets. CAPEX guidance have been revised due to calendarization of some of investment spending.

Ford Otosan provides guidance 4 times a year as part of quarterly financial statements. This is the last guidance issued for 2024 as part of 9M'24 results in November.



Thank You