



ÇUHADAROĞLU
metal SANAYİ VE PAZARLAMA A.Ş.



INVESTOR PRESENTATION
2020 4Q

NOTICE

This presentation was prepared to inform the investors about Çuhadarođlu Metal Sanayi ve Pazarlama A.Ş. (“Çuhadarođlu Metal” or “Company”) and Çuhadarođlu Alüminyum Sanayi ve Ticaret A.Ş. (“Çuhadarođlu Alüminyum” or “Subsidiary”) activities. The information presented here may differ. Company does not guarantee accuracy and integrity of the information which was collected from the sources believed to be reliable.

Besides, this presentation contains declarations about future. These declarations are based on Company’s current expectations and assumptions. These expectations and assumptions may differ in parallel to new conditions likely to take place at the future. Company refuses responsibility in case the declarations differ due to possible changes about future. Company does not take responsibility for updating these declarations in the future with the except of statutory obligations.

This presentation does not contain investment offer or recommendation. Due to fact that the information in this presentation will always subject to change, Company, shareholders and employees cannot be regarded as responsible from any loss arising from using this presentation or content of it.

The financials in this presentation is consolidated data of Company and Subsidiary (“Group”) unless otherwise indicated.

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ÇUHADAROĞLU AT A GLANCE



MILESTONES

- Çuhadarođlu Group's business operations began back in Ahmet Çuhadarođlu's architecture office at the Taksim Tunnel in 1954 .
- Founder Ahmet Çuhadarođlu did iron joinery business in the early years. In the upcoming years, aluminium joinery business took over of iron joinery. Business mainly has been continued with productions of aluminium goods which used architectural practices since 1965.
- Çuhadarođlu Metal Sanayi ve Ticaret A.Ş., the production company, was founded for producing and processing aluminium extrusion goods and Çuhadarođlu Alüminyum Sanayi ve Ticaret A.Ş., the contracting company, was founded for producing facade systems and doing undertaking business in 1978.
- Çuhadarođlu Kimya Sanayi ve Ticaret A.Ş. was founded for producing silicones, stuffings, adhesives and isolation chemicals in 1981 (Çuhadarođlu Kimya which was owner of "Çekomastik" brand was sold to the French Total-Bostik Company in 2005).
- Çuhadarođlu Holding A.Ş. was founded for gathering under a single roof of aluminium industry – undertaking, construction, real estate, fuel and insurance companies which were belong to Çuhadarođlu Family in 1996.
- M&N Aluminium France S.A.S, founded in France in 2002, accomplished significant contract works/projects in Europe by using Çuhadarođlu products.
- Çuhadarođlu Yapı Taahhüt Sanayi ve Ticaret A.Ş., the construction company, founded in 2006, accomplished "Yakut Evler" project composed of 76 flat in Istanbul, Beylikdüzü in 2010.
- Çuhadarođlu Holding A.Ş. ve Çuhadarođlu Metal was merged under the Çuhadarođlu roof in 2012. Çuhadarođlu Metal acquired the 66,54% of Çuhadarođlu Alüminyum's shares in this way.
- Çuhadarođlu Metal was offered to public in 18.02.2016. Company shares began to be traded in Borsa Istanbul (BIST).
- Çuhadarođlu Metal became an R&D Centre by the approval of Ministry of Science, Industry and Technology in 04.05.2017.
- Çuhadarođlu Metal has started to export its products to USA and Australia since 2018.
- Çuhadarođlu Metal obtained the registration of interal, interax, interwall, intersecure and interdigi brands in 2019.

GROUP COMPANIES

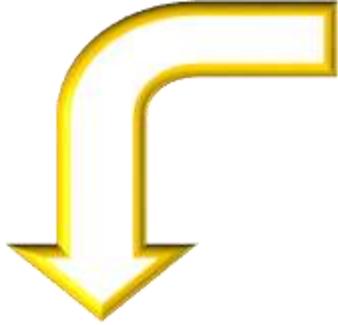


ÇUHADAROĞLU
metal SANAYİ VE PAZARLAMA A.Ş.

Çuhadaroğlu Family: 74,04%
Other (Traded at BIST): 25,96%



ÇUHADAROĞLU



ÇUHADAROĞLU
alüminyum SANAYİ VE TİCARET A.Ş.

Çuhadaroğlu Metal: 66,54%
Çuhadaroğlu Family: 33,46%



ÇUHADAROĞLU
yapı taahhüt SANAYİ VE TİCARET A.Ş.

Çuhadaroğlu Family: 100%



Producing; aluminium facade, door-window, architectural practise system profiles, all kind of raw an surface-treated aluminium profiles, facade systems, OEM industrial profiles, automatic doors, glass door accessories, door closer mechanisms, aluminium accessories, composite facade, cladding systems, fire and bullet resistant joinery systems, bomb resistant facade, office partition systems



Contract works and projects of building elements made from aluminium, steel and other metals, aluminium joineries, cladding facade, roof and ceiling, shutters and sunshields, partitions and panels, prefabricated elements, standart doors and windows, aluminum portholes and their accessories, steel constructions and other similar building elements



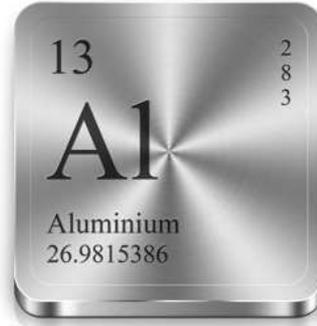
Participating all kind of public or private construction tenders and at home and abroad and doing all kind of building contract works, acquiring lands and parcels on its own behalf and constructing buildings on them or on third persons' lands and parcels with flat for land method, buying, selling and renting all kind of real estate

SECTOR INFORMATION



WHY ALUMINIUM?

**Metal commonly used
after steel**



Rapidly increasing usage

Light and Durable

Low density,
high strenght



**Easy and Cheap
Recycling**

75% of produced
aluminium
by this time
is still in use



Easily Processable

Easy and wide
production range



High Conductivity

High conductivity
for not only
electricity
but also heat



Corrosion Resistant

Having oxite layer



GLOBAL ALUMINIUM FLOW

Bauxite Reserve

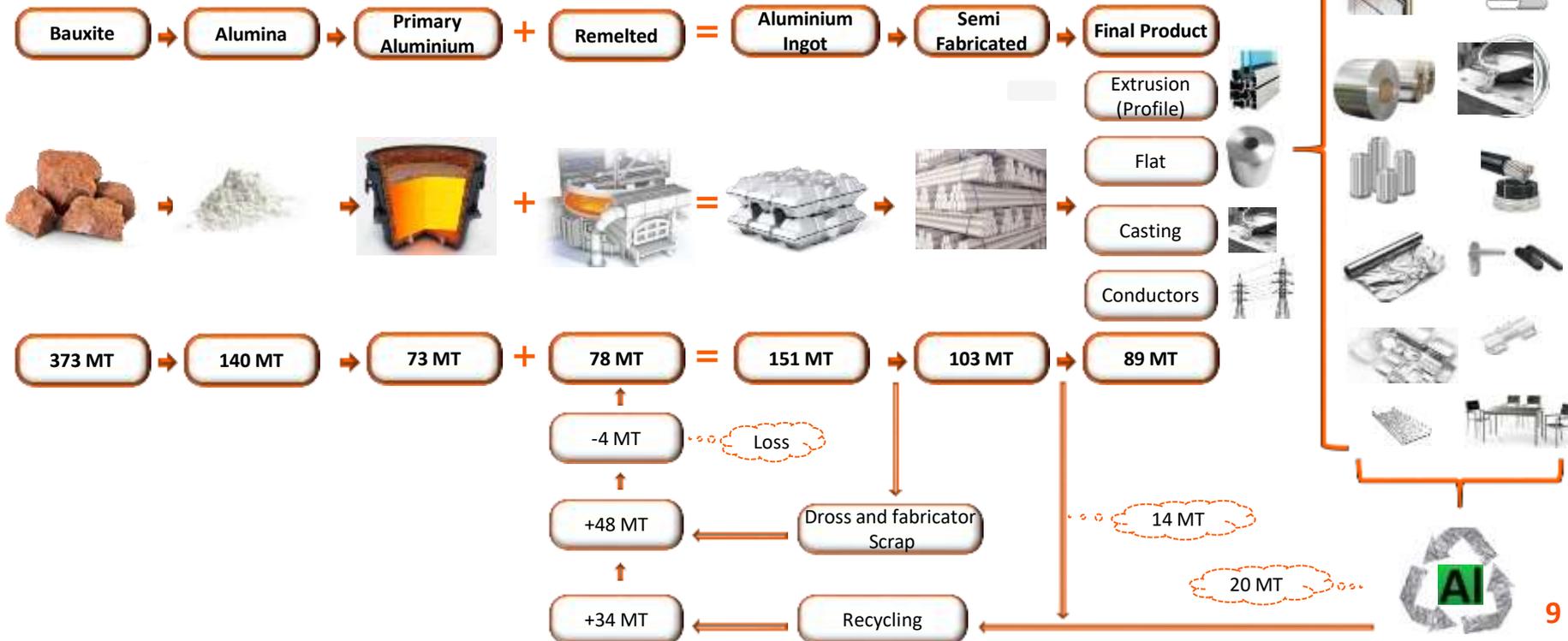
Metal that is abundant and prevail in the World

~ 30 Billion Tons

Guinea, Australia, Brasil, Vietnam, Jamaica, Indonesia and China have 80% of bauxite reserve in the Word

Enough reserve at least for 100 years

2020 World Aluminium Production (Estimated)



USAGE AREAS OF ALUMINIUM

Aluminum Consumption Forecast by Sector (Thousand Tons)
(2014-2025T)

Sector	2014	2015	2020T	Change 2015-2020T	2025T	Change 2015-2025T
Transportation	18.992	20.129	25.793	5,1%	32.508	4,7%
Building	15.463	16.445	21.011	5,0%	27.569	5,6%
Packaging	10.075	10.620	13.790	5,4%	17.674	5,1%
Electric & Electronic	9.667	9.997	11.811	3,4%	13.935	3,4%
Industrial	6.037	6.330	7.579	3,7%	9.174	3,9%
Consumer Durables	2.744	2.882	3.361	3,1%	3.890	3,0%
Defense & Other	6.872	7.007	7.762	2,1%	8.674	2,2%
Total	69.850	73.410	91.107	4,4%	113.424	4,5%

Aluminum is an increasing element in demand over the years because it is used in many different areas according to changing and consumer needs. Sectors where demand increases are concentrated; transportation (roll, casting and profile), construction and building (profile) and packaging (roll).



World aluminum consumption has been increasing over the years. It is estimated that consumption amount will be 113,5 MT in 2025 and this raise will mostly arise from transportation and building sector.

ALUMINIUM SECTOR IN TURKEY

- Turkey's 87 MT bauxite reserve is only 0,4% of global bauxite reserve.

Total primary aluminium amount that can be produced with this reserve is 25 MT. So domestic reserve is not enough for domestic demand.



- There are not so many integrated manufacturing plants in the sector.

Firms are mostly operating only one process of casting, extrusion or surface treatment lines.



- Aluminium consumption per capita that is 30 kilos in Europe is 15 kilos in Turkey. So it is expected that demand will increase at the future.



- Turkish aluminium sector has an important position with over 1.500 firms, more than 30.000 employee and 4 Billion USD economic size.

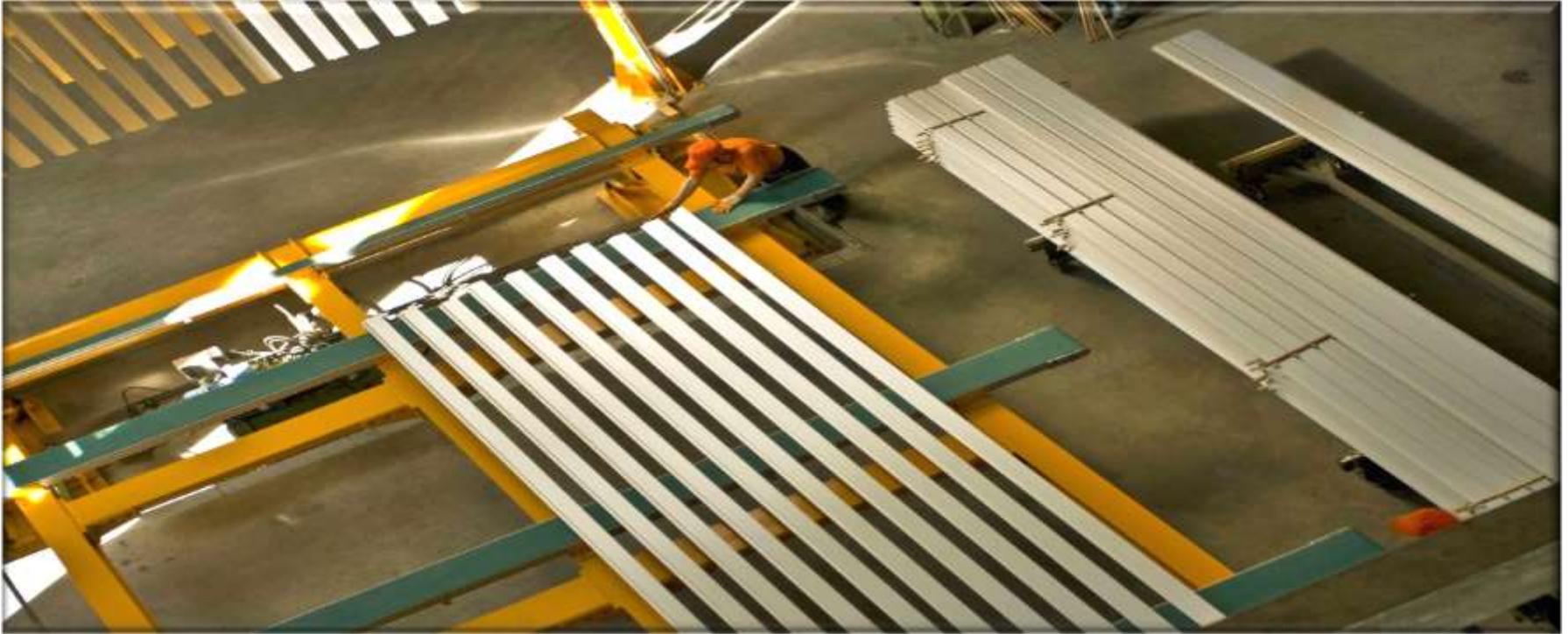


- Turkey shows ability primarily on intermediate products like extrusion, flat-foil, casting and conductors.



ALUMINIUM BUILDING MATERIALS SECTOR IN TURKEY

- Aluminium is commonly used at building sector in Turkey. Profile, pipe and bars used at the building sector constitute the extrusion group.
- The profiles produced by extrusion method are not only used in many of architectural practices like internal or external doors/windows, facade systems, heating and cooling systems but also used industrial in bodies and various parts of transport vehicles and machine & equipment used in many of sectors.



- It is estimated that aluminium production increased by 2,5% in 2020 compared to previous year. China, Russia, Canada and India is the biggest primary aluminium producer. Turkey is ranked as 7th between aluminium importers.
- Turkey mostly exported to EU countries and Germany was placed on the top.
- Aluminium products was leader with 35% share when examining the Turkey's non-ferrous exports in 2020. Aluminium products exports decreased by 4,1% in 2020 compared to previous year.
- It is seen that the export of aluminium bars and profiles which is the field of our company's business, increased by 12,5% compared to previous year and reached 993,3 Million USD.

Group Based Aluminum Export by Turkey (USD Million)

Group	2019	2020	Change
Aluminum Bars, Rods & Profiles	882,7	993,3	12,52%
Aluminum Sheet	647,3	552,6	(14,63)%
Aluminium Foil	390,1	346,3	(11,24)%
Aluminum Building Materials	315,9	327,4	3,64%
Aluminum Ingot	216,8	93,8	(56,75)%
Aluminum Other	218,7	194,8	(10,97)%
Aluminum Kitchen Utensils	175,4	195,9	11,70%
Aluminum Cans	91,9	89,5	(2,63)%
Aluminum Casting	51,1	57,1	11,74%
Aluminum Knitted Wire Rope	39,4	58,1	47,29%
Aluminum Scrap	27,6	23,2	(15,79)%
Aluminium Pipe	12,4	12,5	1,56%
Total	3.069,5	2.944,6	(4,1)%

Turkey Aluminium Bars, Rods & Profiles Export

Year	Export (Million USD)
2017/12	675,3
2018/12	825,4
2019/12	882,7
2020/12	993,3

COMPANY INFORMATION



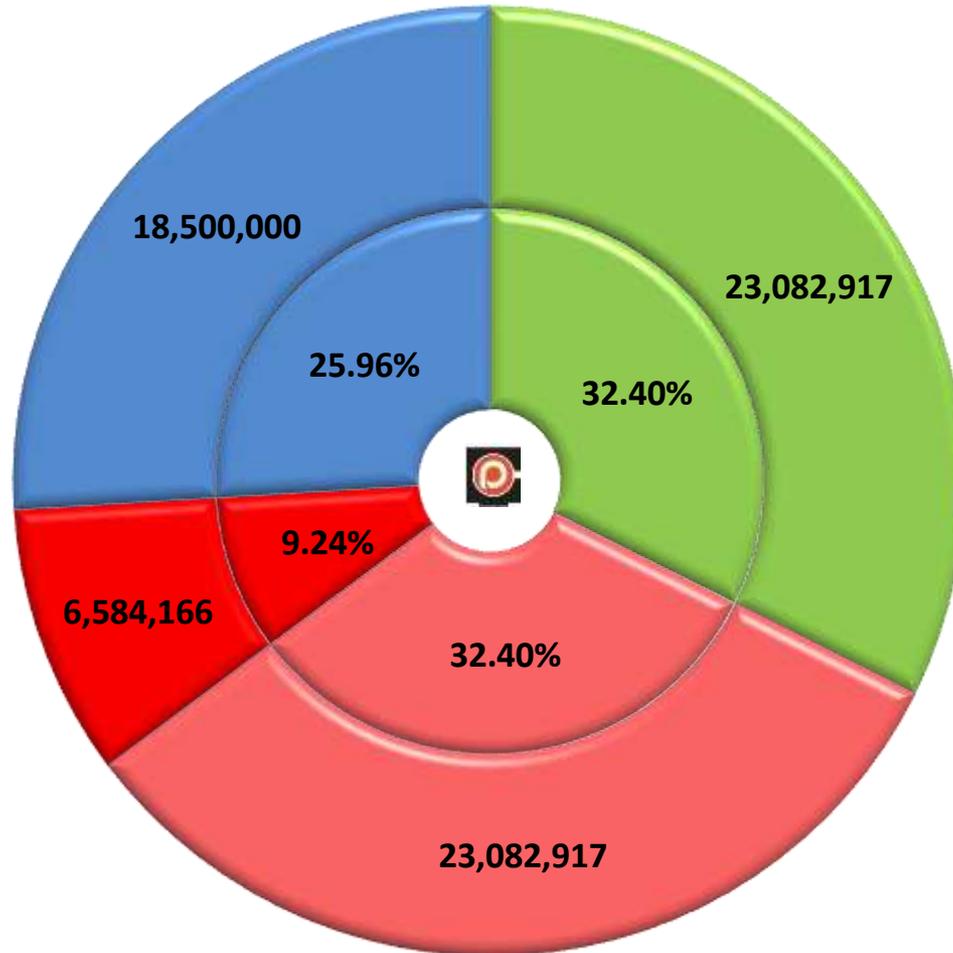
COMPANY PROFILE



ÇUHADAROĞLU
metal SANAYİ VE PAZARLAMA A.Ş.

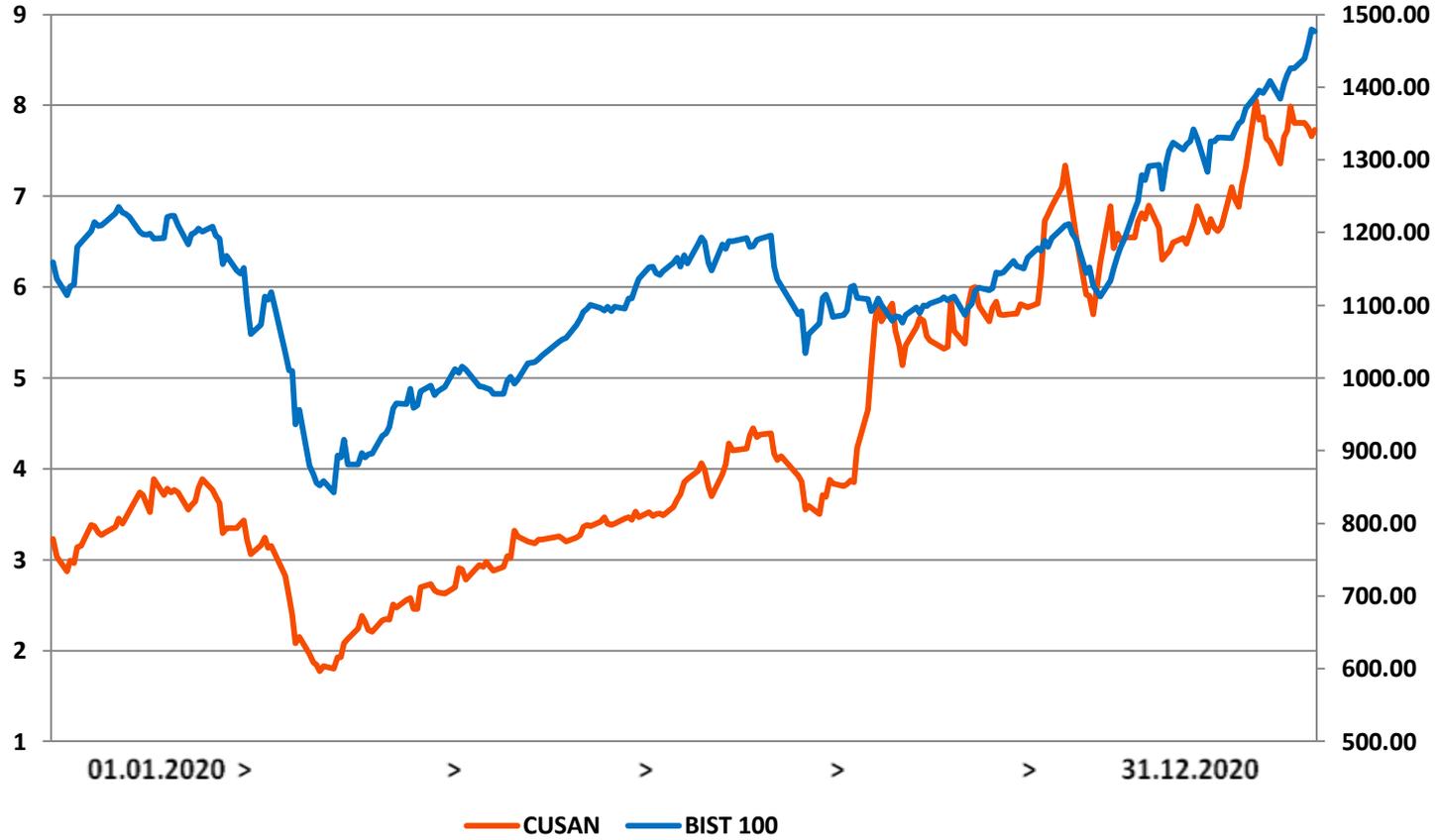
Date / Place of Registration	1978 / Istanbul
Trade Registry Number	157656
Central Trade Registry (MERSİS) Number	0264001872900010
Registered / Paid Capital	71.250.000 TL
Stock Exchange / Shares' Code	Borsa İstanbul (BIST) / CUSAN
Head Office and Plant Adress	Yakuplu Mah. Hürriyet Bulvarı No:6-8 34524 Beylikdüzü / ISTANBUL
Web Adress	www.cuhadaroglu.com
E-Mail	yatirimci@cuhadaroglu.com
Phone / Fax	+90 212 224 20 20 / +90 212 225 90 23

SHAREHOLDING STRUCTURE



- Murat Ruhi Çuhadaroğlu
- Halil Nejat Çuhadaroğlu
- Sevim Çuhadaroğlu
- Other (Traded at BIST)

SHARE PRICE PERFORMANCE



OUR HEAD OFFICE AND PLANT

- Çuhadarođlu Metal production lines have integrated structure that begins with casting and finishes final product and comprise of foundry, mold production line, extrusion lines, surface treating lines, mechanical processing and assembly lines and R&D centre.
- Çuhadarođlu Metal keeps investing unceasingly to catch future's technologies and make no concessions of quality in the production.



Head Office

Plant
(70.000 m²)

PRODUCTION



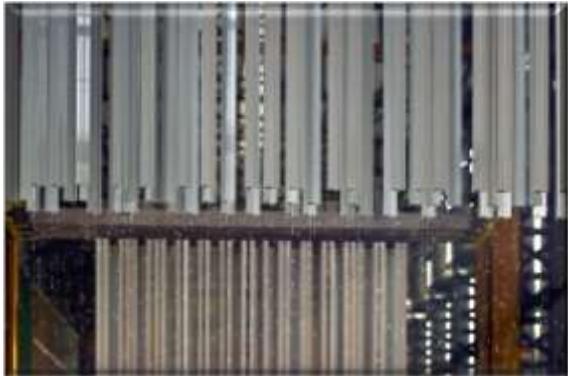
FOUNDRY



MOLD PRODUCTION LINE



EXTRUSION LINES



SURFACE TREATMENT LINES



MECHANICAL PROCESSING & ASSEMBLY

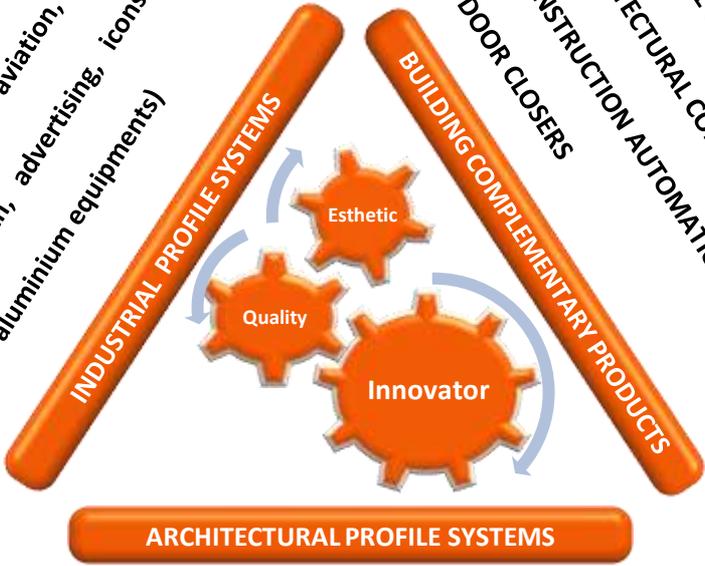


R&D

OUR PRODUCTS



HYDRAULIC SYSTEMS COMPONENTS
 COOLING SECTOR
 INDUSTRIAL GUARDRAIL SYSTEMS
 OTHER (Automotive, aviation, navigation,
 machine, health, advertising, iconstruction
 sectors aluminium equipments)



SECURITY SYSTEMS
 INTERWALL OFFICE PARTITION SYSTEMS
 ARCHITECTURAL COMPLEMENT PRODUCTS
 CONSTRUCTION AUTOMATION PRODUCTS
 DOOR CLOSERS



- FACADE
- FACADE CLADDING
- JOINERY
- SKYLIGHT
- SUN BREAKER



OUR CERTIFICATES



ISO 9001
ISO 14001
ISO 27001
ISO 45001



TS EN 755-1
TS EN 1935
TS EN 12020-1
TS EN 16005
TS 4922



EN 1090-1
EN 1935
EN 15088
EN 16005



SUBSIDIARY INFORMATION – COMPANY PROFILE



ÇUHADAROĞLU

alüminyum SANAYİ VE TİCARET A.Ş.



Date / Place of Registration	1978 / Istanbul
Trade Registry Number	157654
Central Trade Registry (MERSİS) Number	0264001850100018
Registered / Paid Capital	10.000.000 TL
Head Office and Plant Adress	Head Office: Yakuplu Mah. Hürriyet Blv.No:6-8 34524 Beylikdüzü / İST Plant: Yakuplu Mah. Hürriyet Blv. No:153 Beylikdüzü/ İST
Web Adress / E-Mail	www.cuhadaroglu.com.tr / info@cuhadaroglu.com.tr
Phone / Fax	+90 212 867 05 00 / +90 212 867 05 50

Çuhadarođlu Alüminyum San. ve Tic. A.Ş. is subsidiary of Çuhadarođlu Metal San. ve Paz. A.Ş. and subject to the consolidation. Çuhadarođlu Metal holds 66,54% of Çuhadarođlu Alüminyum’s shares and it’s control.

Çuhadarođlu Alüminyum Sanayi ve Ticaret A.Ş., the contracting company, is producing facade systems and doing undertaking business. Company, produces projectized solutions, presents distinctive, highly qualified, modern and high-tech practices.

Çuhadarođlu Alüminyum puts all high-tech products and systems designed by its own R&D groups into service by producing them World class after testing/validating in its own and accomplishing quality controls.



Çuhadarođlu Alüminyum is one of the rare companies which can offer integrative service begins with design and continues with testing, producing and assembling in the aluminium facade undertaking

Çuhadarođlu Alüminyum which is one of the most important playet of the aluminium facade undertaking market, has been guiding the sector by displaying its own qualified and unique vision.

Çuhadarođlu Alüminyum has actualized so many architectural practices reflected its innovator vision and unique ideas in either Turkey or abroad as yet. These practices that each of them are reference model provides the Çuhadarođlu Alüminyum adding significant innovations to its portfolio day bay day.

SUBSIDIARY INFORMATION – SOME COMPLETED PROJECTS



Sabancı Center – Istanbul, 1991



İş Bankası Head Office –
Istanbul, 1998



Campus De Jussieu – Paris, 2004



Tour D2 – Paris,
2013



City Road – London, 2014



Adnan Menderes Airport – Izmir, 2014



Levent 199 (Zorlu)
– Istanbul, 2013



Torun Center –
Istanbul, 2016

SUBSIDIARY INFORMATION – SOME COMPLETED PROJECTS



Queen Central Park, Istanbul, 2019



Istanbul 1.-2. Phase, Istanbul, 2018



Rönesans Piazza Maltepe, Istanbul, 2018



Bimerazi, Iran, 2018

SUBSIDIARY INFORMATION – SOME COMPLETED PROJECTS (2020)



Istanbul 3.-4. Phase, Istanbul



TEM Turkuaz Media Center, Istanbul

SUBSIDIARY INFORMATION – ONGOING PROJECTS



Kocaeli Integrated Health Campus, Kocaeli

■ Backlog value of ongoing projects are 306 Million TL in total as of 31.12.2020



Crescent Development Hotel, Azerbaijan



Ercan Airport, Northern Cyprus

SUBSIDIARY INFORMATION – NEW PROJECTS (2020)



IIFC* BRSA



IIFC Ziraat Bank Podium Facades



IIFC CBRT (Tower)*

*The negotiations on the TCMB 1.Stage Istanbul International Finance Centre (Tower) started on 17.12.2020 and the contract was signed on 13.01.2021.

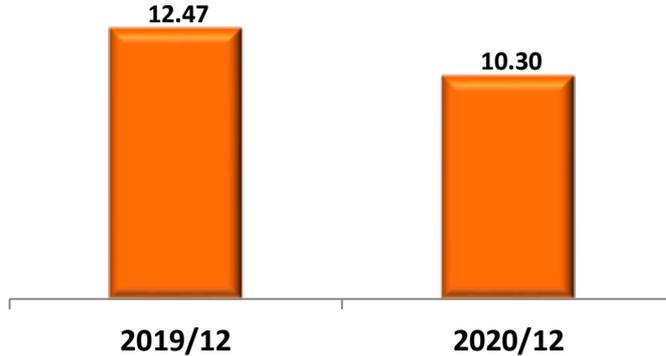
ACTIVITIES



PRODUCTION

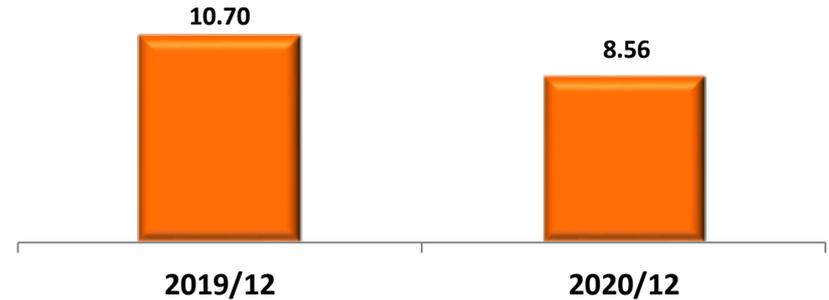
Çuhadaroğlu Metal reached 32.000 Tons billet, 20.000 Tons Extrusion production capacity with the investments made recent years.

Billet Production (KT)



■ Billet production has been 10,30 K Tons with the 18,6% decrease as of 2020 year end compared to the last year. Billet production capacity* utilization rate is 32%.

Profile Production (KT)



■ Aluminium profile (extrusion) production has been 8,56 K Tons with the 20% decrease as of 2020 year end compared to the last year. Aluminium profile production capacity* utilization rate is 42%.

Çuhadaroğlu Group gives cares about innovation and creativity, placed R&D operations into the centre of its strategy. The following studies were carried out as of 2020 in the R&D activities, which are mainly in the construction sector, on exterior cladding and aluminum joinery systems.

- As the official ARGE center approved by the Ministry of Science, Industry and Technology, the execution of new projects is continuing.
- Designs of Hurricane Resistant windows, doors, sliding systems and storefront systems have been completed. Storefront package testings have been completed and FL documents have been approved.
- MLM 120 rollendband hinge designs, test samples, Kapedam testings have been completed. Static calculations have been made. Die and mold production processes have started.
- Fire-resistant door hinge designs have been completed, die and mold production processes have started.
- The designs of Istanbul Handle Family have been completed. Facade handle production has been completed and has been put on sale.
- S50 H is designed as the thermally insulated economic lift-slide system.
- S36 H is designed as a thermally insulated economic sliding system.
- 2 samples were tested in the Ballistic Test Laboratory.
- New automatic sliding door system has been designed.

RESEARCH & DEVELOPMENT

- MN60 system, testings have been successfully completed under 900 Pa watertightness by Accredited Laboratory. The technical catalog has been prepared and published.
- MN50 ICV system, testings have been successfully completed under 900 Pa watertightness by Accredited Laboratory. The technical catalog has been prepared and published.
- During the establishment of the test center, FSMVÜ Aluteam team continued to share technical information and know-how.



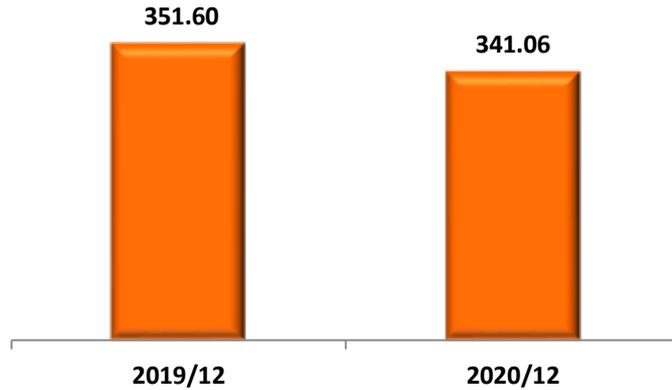
MN 60 Performance Tests



MN 50 ICV Performance Tests

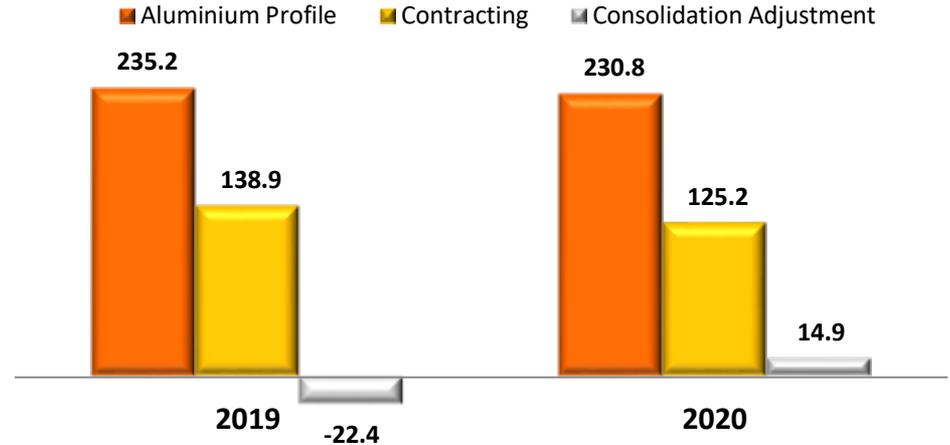
Çuhadaroğlu Metal, sells the architectural profile, building complementary products, industrial profiles and miscellaneous accessories related them, is trustworthy solving center with sales but also with engineering services presented to the customers. Distribution of sales income:

Net Sales (Million TL)



Çuhadaroğlu Group's net sales revenue accrued amounting 351,60 Million TL as of 2020 year end by decrease 3,6% compared to the prior year.

Net Sales Distribution (Million TL)



When examining Group's net sales according to the business line, Company's net sales revenue accrued amounting 230,8 Million TL as of 2020 year end by 2% decrease compared to the prior year's same period. Subsidiary's net sales 125,2 Million TL by 190% decrease compared to the prior year.

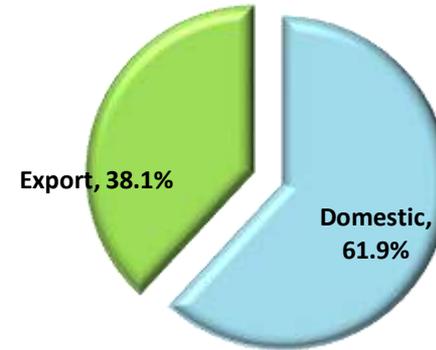
SALES

Group's export volume accrued amounting 162,4 Million TL as of 2020. Group, exports to approximately 35 countries, succeeded to increase it's export 21% compared to the prior year.

Net Sales 2020/12 Distribution (%)



Net Sales 2019/12 Distribution (%)



FINANCIALS



FINANCIALS (B/S – P&L)

Çuhadaroğlu Group getting ahead with sustainable growth objective, continues carrying it's recent financial success to the future with corporate, transparent, accountable manner of rule.

CONDENSED BALANCE SHEET (TL)

	31.12.2020	31.12.2019	% Change
Current Assets	398.036.093	302.706.347	31,5%
Total Liabilities	202.699.463	142.307.111	42,44%
Total Equity	195.336.630	160.399.236	21,78%
Equity Belonging to Parent Company	191.232.297	154.844.721	23,5%
Long – Term Liabilities	47.379.538	9.181.440	416,4%
Investments	8.134.036	10.954.045	(25,75)%

CONDENSED P&L (TL)

	01.01-31.12.2020	01.01-31.12.2019	Change (%)	01.10-31.12.2020	01.10-31.12.2019	Change (%)
Net Sales	341.064.809	351.652.702	(3,01)%	103.404.617	100.509.052	3%
Gross Profit/Loss	77.702.211	54.837.589	41,7%	24.414.238	14.545.619	68%
Operating Profit/Loss	40.567.726	13.524.494	200%	16.911.379	1.274.171	1227%
EBITDA*	57.000.027	24.397.903	133,62%	22.411.837	3.610.061	521%
Net Profit/Loss For The Period	22.538.042	8.274.918	172,36%	11.267.630	-951.453	1084%
Profit/Loss For The Period (Parent Co. Shares)	23.918.896	11.329.096	111,1%	9.674.194	1.317.137	634%

*Includes Other Operating Income /Expense

FINANCIALS (RATIOS)

PRODUCTIVITY

	31.12.2020	31.12.2019
Asset Turnover = Revenue/Total Assets	0,86	1,16

PROFITABILITY

	31.12.2020	31.12.2019
Gross Profit Margin = Gross Profit (Loss) / Revenue	0,23	0,16
EBITDA Margin = EBITDA / Revenue	0,17	0,07
Net Profit Margin = Profit For The Period / Revenue	0,07	0,02
Return On Equity (ROE) = Profit For The Period / Equity	0,12	0,05
Return Of Assets (ROA) = Profit For The Period / Total Assets	0,06	0,03

LEVERAGE & LIQUIDITY

	31.12.2020	31.12.2019
Total Liabilities / Equity	1,04	0,89
Financial Debts / Equity	0,24	0,06
Equity / Total Assets	0,49	0,53
Current Ratio = Current Assets / Short – Term Liabilities	1,58	1,54

- When compared to the previous year, it is seen that the cost improvement studies carried out in the current period contribute positively to the gross profit.
- Operating expenses generally followed a parallel course compared to the same period of the previous year. The export-based sales policy which is followed by the company eliminates the exchange rate risk.
- On the other side, the significant increase in financing expenses limited the increase in period-end profitability. The reason for the increase in financing expenses is using credit for to carry out business activities as a result of the slowdown in the progress of the projects that our subsidiary is the contractor of and therefore the collections during the Covid-19 pandemic. In addition, the letter of guarantee expenses arising from new projects undertaken also increase the financing costs.
- As a result, the Company managed to increase its net profit by 172% despite the negative effects of the Covid-19 outbreak and the contraction in the economy.





MISSION & VISION & VALUES

Our Mission

- Being pioneer of aluminium sector by keeping pace with change and technology

Our Vision

- Making continual investments in R&D by appreciating innovations and creativity
- Respecting to the moral values by being aware of our responsibility towards society, government and environment
- Identifying the demands and expectations of the customers, directing the opportunities accordingly, becoming a Company that is preferred by our customers and respected by our competitors

Our Values

- Always achieving the firsts, breaking grounds
- Never compromising quality
- Customer orientation
- Adopting a team spirit
- Continuous development and improvement

Cihan Kurt

IR Executive

cihan_kurt@cuhadaroglu.com

Firuze Çakıroğlu

IR Officer

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