



Q2 2024 Earnings Presentation

August 22, 2024



DISCLAIMER

With the Capital Markets Board of Türkiye's Bulletin dated December 28, 2023 and numbered 2023/81, the Board announced that issuers and capital market institutions shall prepare their annual financial statements ending on December 31, 2023 or later, in accordance with IAS 29 inflation accounting provisions. Also, with the Bulletin dated August 8, 2024 and numbered 2024/38, the Board announced that issuers are allowed to disclose IAS 29 unadjusted and unaudited financial statements for all interim periods of 2024 and for annual financial statements ending on December 31, 2024.

Accordingly, unless stated otherwise, this presentation on Q2 2024 financial results contains the independently reviewed financial information of Brisa Bridgestone Sabancı Lastik Sanayi ve Ticaret A.Ş. (the "Company") prepared according to Turkish Accounting/Financial Reporting Standards in accordance with IAS 29 inflation accounting provisions. To enable investors and analysts to conduct a full-fledged analysis for the Company's financial performance, selected financial figures are also presented without adjusting for inflation accounting. These financial figures that are not subject to inflation adjustment have not been independently reviewed and are not included in our Company's independently reviewed financial reports dated June 30, 2024. Such financial figures have been prepared and disclosed to public for providing the investors and market participants consistent and comparable assessment of our financial performance, under the responsibility of our Company's Board of Directors and executives who are responsible for financial reporting.

The information and opinions contained in this document have been compiled by the "Company from sources believed to be reliable and in good faith, but no representation or warranty, expressed or implied, is made as to their accuracy, completeness or correctness. No undue reliance may be placed for any purposes whatsoever on the information contained in this presentation or on its completeness, accuracy or fairness. This document may contain forward-looking statements by using such words as "may", "will", "expect", "believe", "plan" and other similar terminology that reflect the Company management's current views, expectations, assumptions and forecasts with respect to certain future events. As the actual performance of the companies may be affected by risks and uncertainties, all opinions, information and estimates contained in this document constitute the Company's current judgment and are subject to change, update, amend, supplement or otherwise alter without notice. Although it is believed that the information and analysis are correct and expectations reflected in this document are reasonable, they may be affected by a variety of variables and changes in underlying assumptions that could cause actual results to differ materially.

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H1 2024: Brisa At a Glance

Enhancing Leadership Position in Tire Business

Leader in RL Market & Strategic Partner to OEMs

Introduction to Market: **Revola**

Tire sector leader in Inbusiness
Digital Reputation Report: **Lassa**

Golden Exporter Award from
Uludağ OIB

Market Share Gain in 19 Countries with **Lassa**

Growing into a Leader Mobility Solutions Provider

Expansion in Otopratik & Propratik as Mobility Centers

113 Otopratik (in 60 cities)

21 Propratik (in 18 cities)

13 Otopratik Midi

Supporting **Electrification** via
76 e-charge stations

32 HEV-EV maintenance competent Otopratik

Enhanced Leadership in Digital Fleet Solutions with **Arvento**

Undisputed Global Leader in Sustainability

CDP Global A List - Climate Change & Water Security & Supplier Engagement Categories

Ecovadis Gold Status

Approved SBT - First Company to Have Emission Reduction Targets Approved

Heat Pump Project in Aksaray Plant – **1st prize** in the Energy Efficiency Project of the ICI Green Transformation Awards

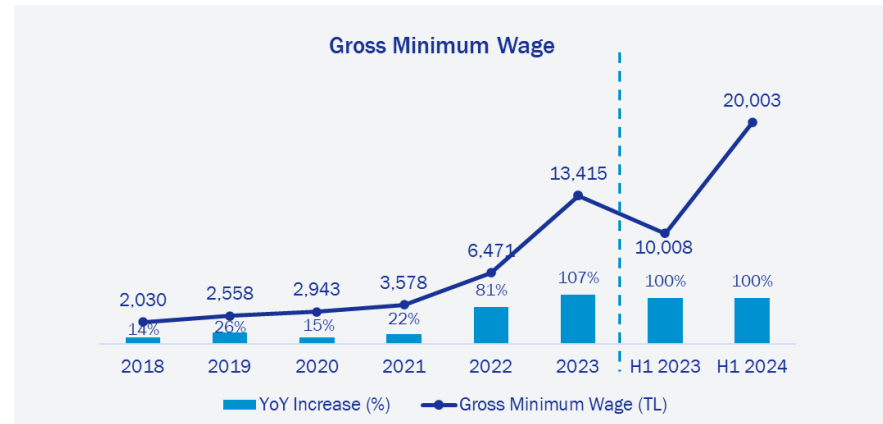
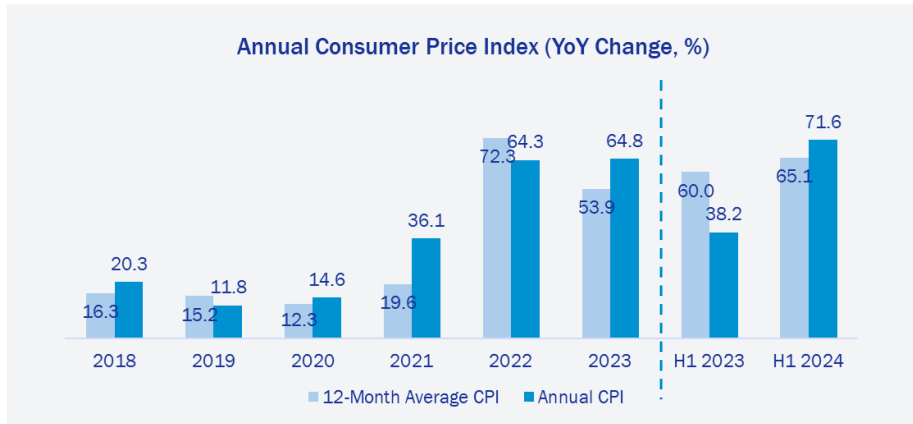
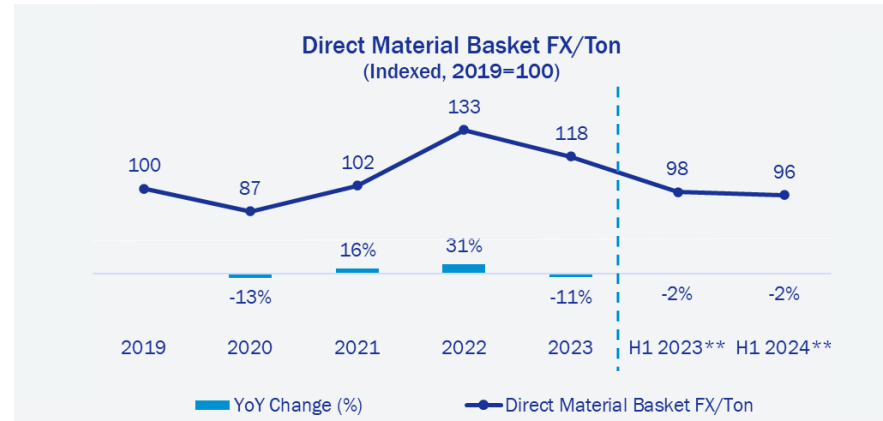
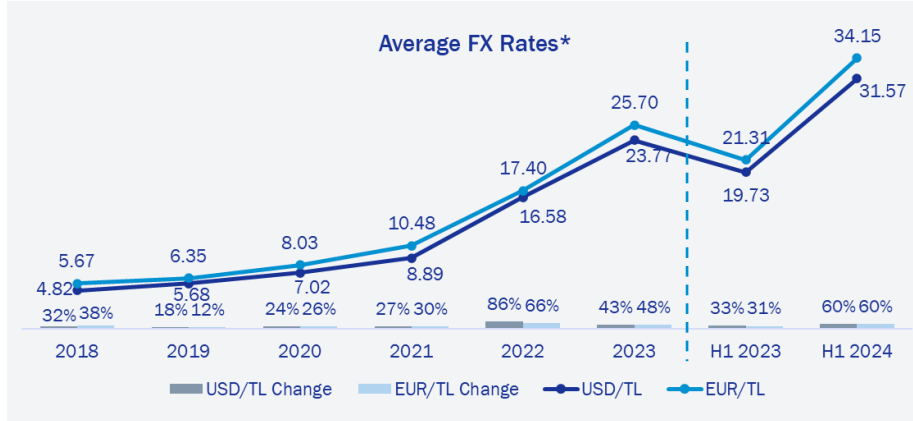
...While Creating Sustainable Shareholder Return





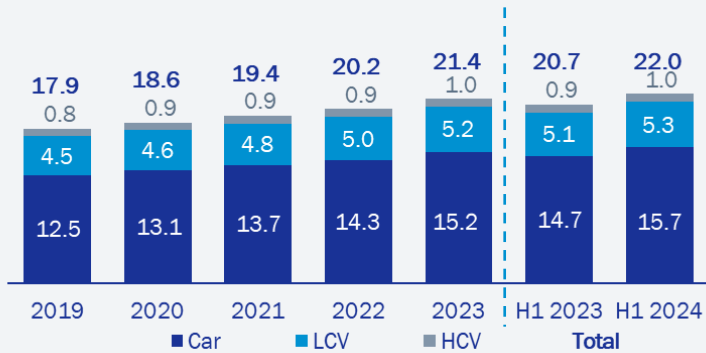
Macreconomic Environment & Operations

Despite the Challenging Macroeconomic Environment...

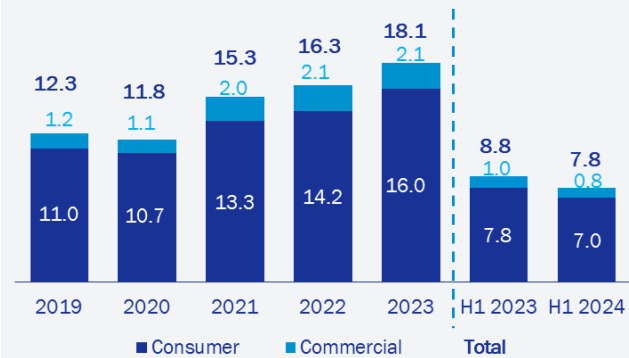


...Brisa Maintained Leadership Position in Replacement Channel

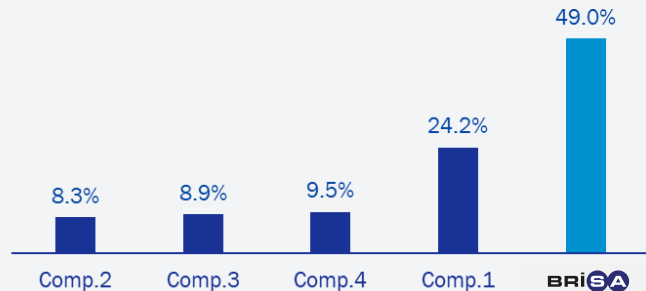
Vehicle Pool (M Units)



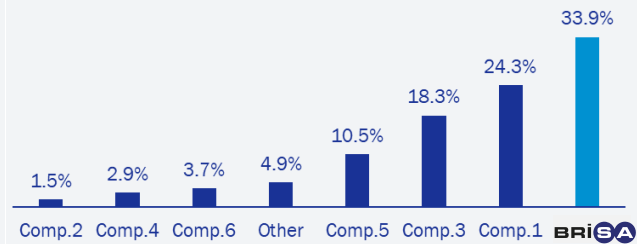
Tire Demand Sell-Out (M Units)



Consumer Best & Better Market Share



Commercial Market Share



Total vehicle pool Δ :
+6%

Passenger car pool Δ :
+7%

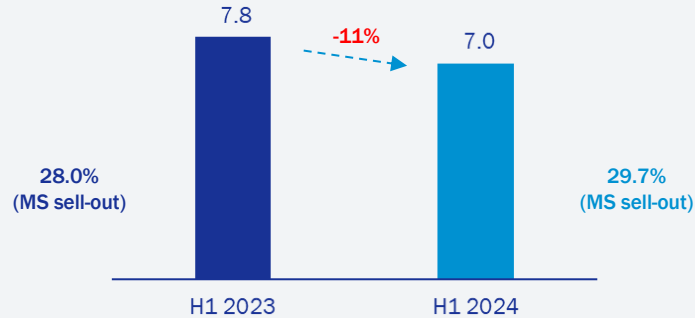
Tire demand Δ :
-11%

Consumer tire demand Δ :
-11%

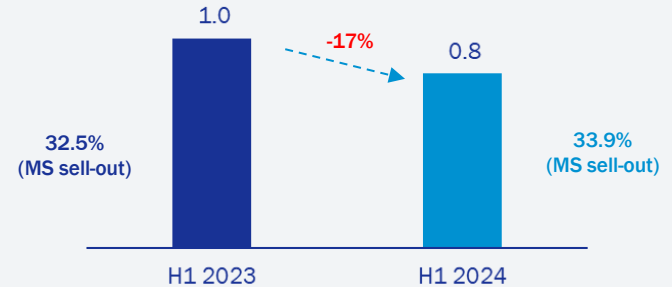
Highest market share
in both consumer
"Best and Better" &
commercial segments

RL Channel: Consumer Segment Remaining Resilient

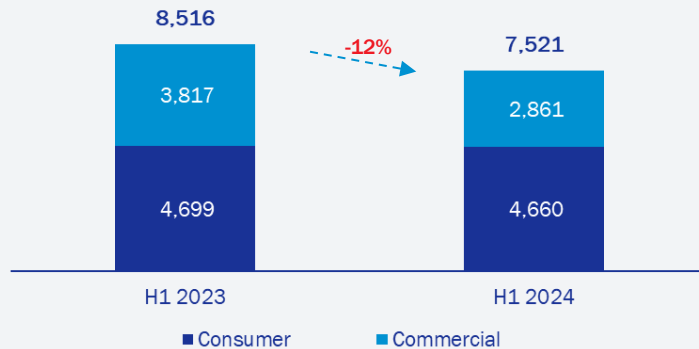
Consumer Market (M Units)



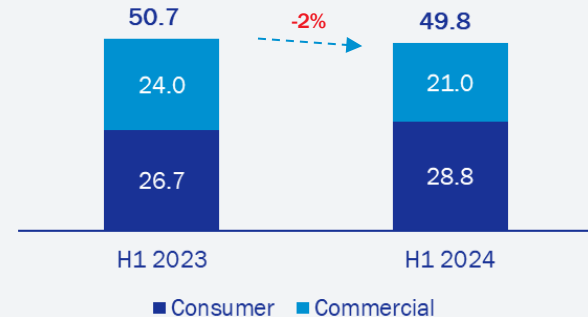
Commercial Market (M Units)



Brisa Revenue (MTL)

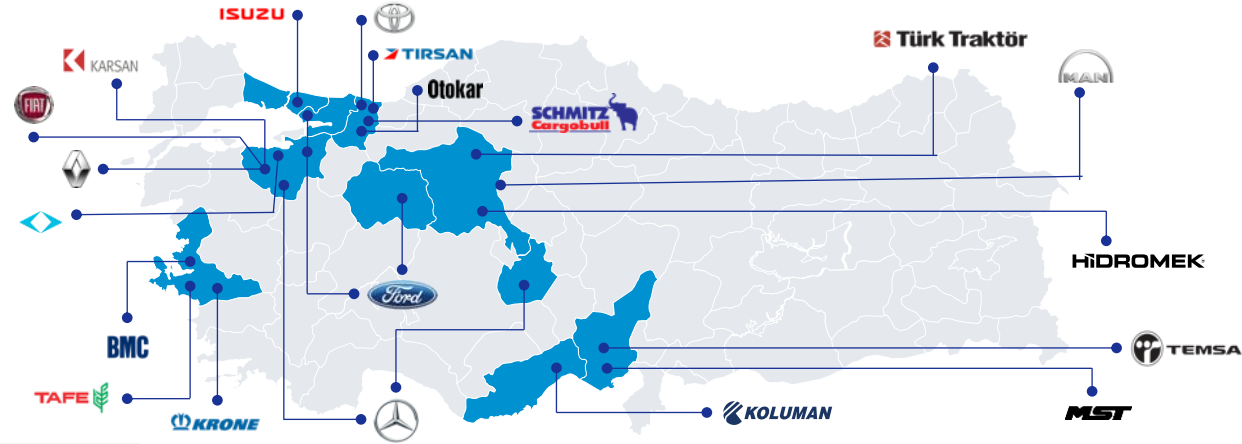


Brisa Tonnage (K Ton)

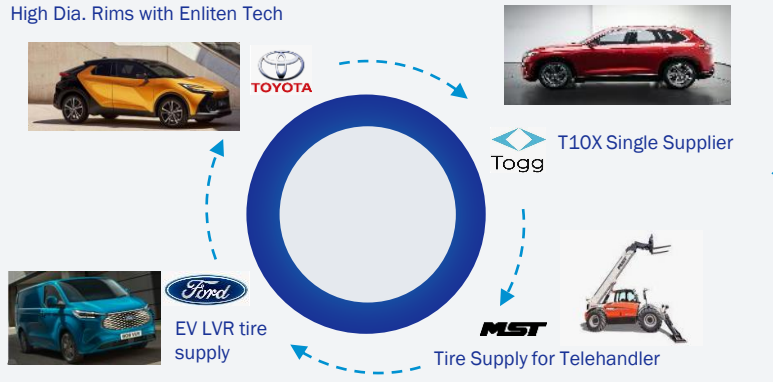


OE Channel: Continuous Growth with New Capabilities & Projects

Strong R&D on OE,
New products
with latest technical
developments, EV Tires, Enliten
Technology, A/S in LVR



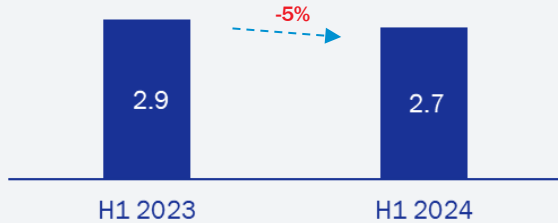
High Dia. Rims with Enliten Tech



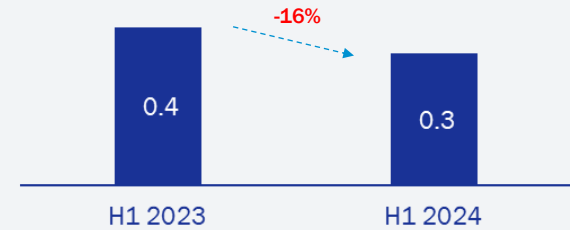
Increased market share
with premium mix
in Next Gen. Vehicle Projects

OE Channel: Outperforming the Market

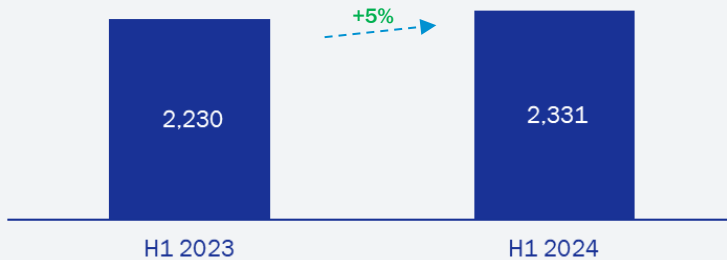
Consumer Market (M Units)



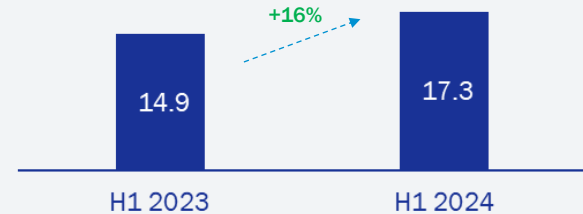
Commercial Market (M Units)



Brisa Revenue (MTL)



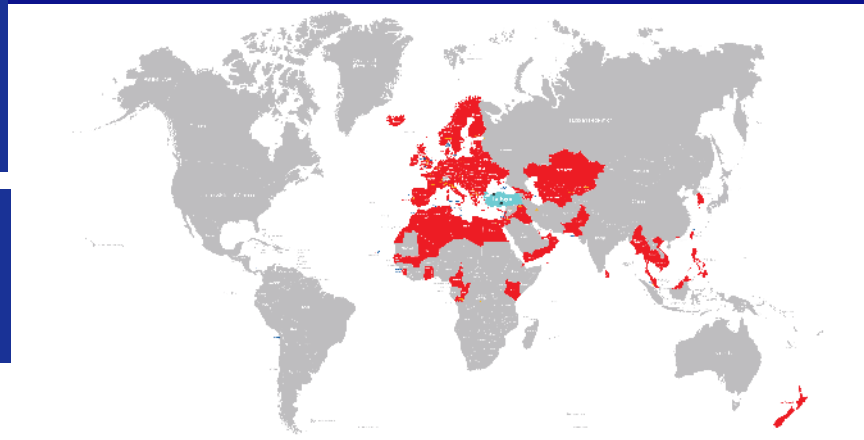
Brisa Tonnage (K Ton)



Lassa Channel: Solid Global Footprint & Brand Awareness

84 Countries

6,000+ Sales Points



Market share gains in

19

Countries

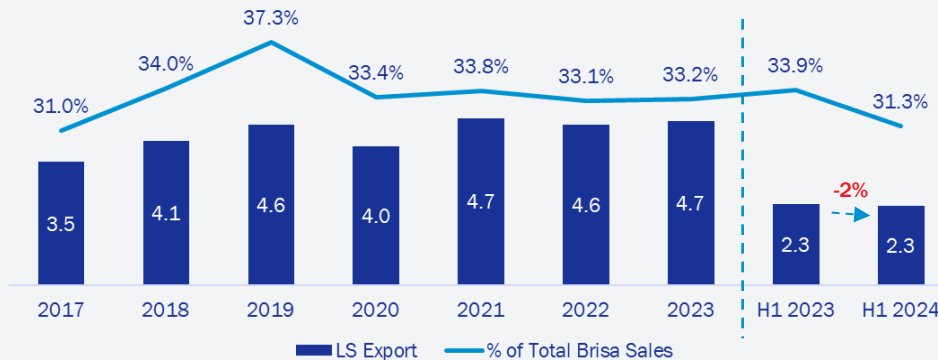
Europe:

Albania, Bulgaria, Latvia, Montenegro, Romania, Portugal, Greece, Netherlands

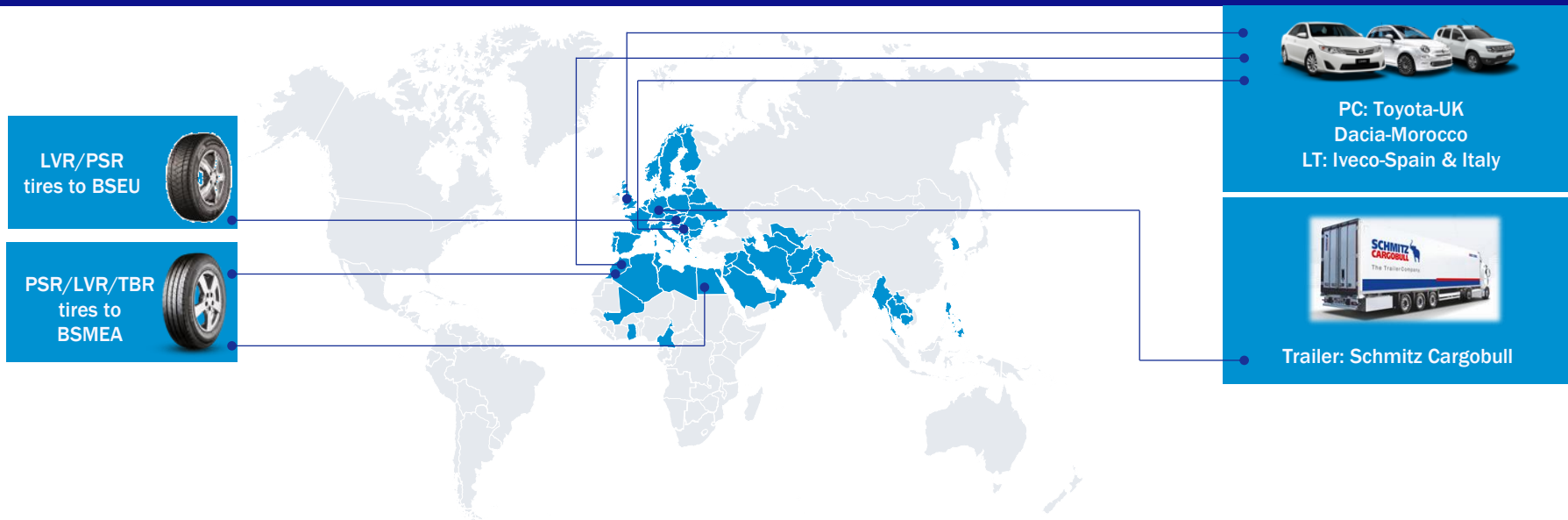
Non-Europe:

Egypt, Morocco, Algeria, Tunisia, United Arab Emirates, Lebanon, Azerbaijan, Belarus, Moldova, Georgia, Kazakhstan

Lassa Export (M Units)



Bridgestone Export Channel: Flat Sales Volume Weight



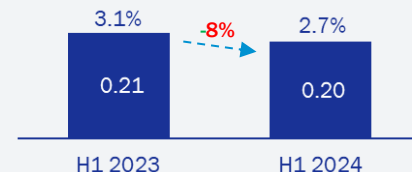
Bridgestone Direct Sales Network (M Units)



TBR tires to Egypt & Morocco

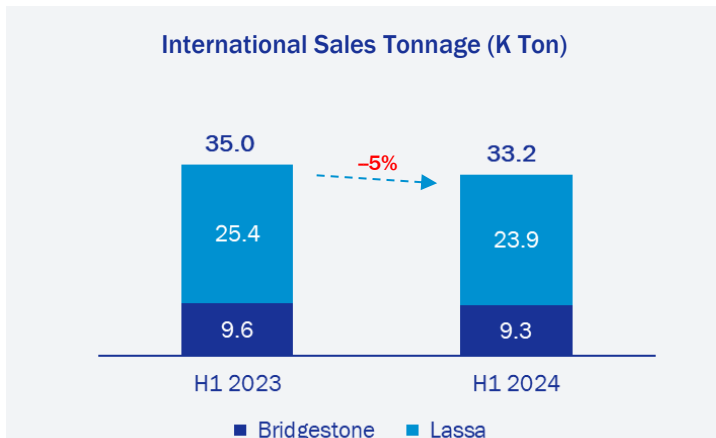
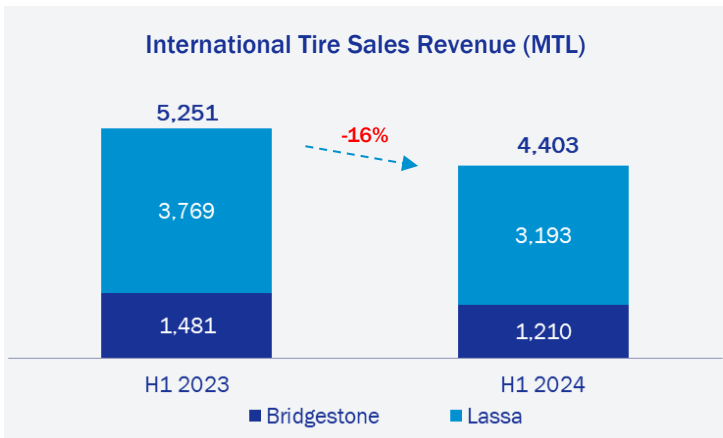
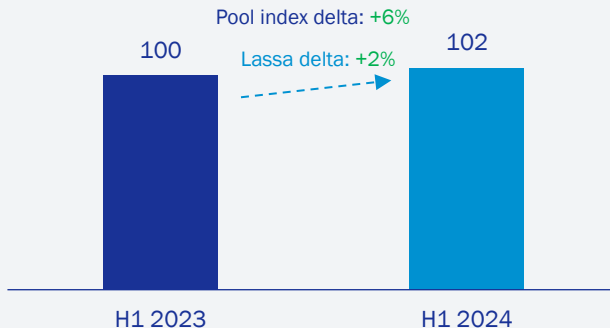
Release new Duravis All Season for light trucks

OEM Export Sales Network (M Units)



International Sales: Low Single-Digit Decrease in Sales Volume

International Markets (Index)*



Lassa sales underperformed in R1** & R2** region...

...while outperforming in Africa

**R1 region: Central & Western Europe
**R2 region: Eastern Europe & Middle East & Africa

Mobility Solutions Business: Ongoing Transformation

Evolve to "Solutions Business", leveraging the strengths and expertise of Tire & Rubber Business as the only Company investing in E2E mobility in Türkiye

FLEET SERVICES

- Leader in **digital fleet solutions** with 10 different services
- Operational productivity & cost minimization with **Profleet Fleet Management**
- 40% reduction in fleet tire cost with retread services, **Bandag** & newly released product **Veloxia**
- Optimize fleet operations via **Arvento** vehicle telematics data

15k fleet customers
105 field team
3,000+ customer visits

ELECTRIFICATION

- **76 e-charge stations** in sales points
✓ covering **44%** of Türkiye
- HEV-EV maintenance competency in **32 Otopratik service points**
- **Tires for electric vehicles** (Low rolling resistance, low noise level, optimized tire weight)

2024 Target:
100+ e-charge stations
HEV-EV maintenance in
115 Otopratik service points

END-TO-END SERVICES

- All brand vehicle maintenance & service: **Otopratik, Propratik**
- **Mobile & on-site mounting** services
- E-commerce: **Lastik.com.tr**
- First in customer experience: **Digital Tire Assistant**
- **Telematics** with **Arvento Mobile Systems**

2024 Target:
170+ Pratik service points
TR's 1st maintenance
e-commerce portal: **otopratik.com.tr**



Financial Performance

H1 2024 Highlights – Inflation Accounting Adjusted

P&L

Sales Volume (Tonnage)

Flat y/y

Operating Profit*

-18% y/y

EBITDA

-9% y/y

Net Profit

-47% y/y



Balance Sheet

Leverage

0.68 Net Debt/EBITDA

Cash

6.1 billion TL

Shareholders' Equity

16.4 billion TL

Best-in-class Trade Working
Capital

21 days**



Cash Flow

Operational Cash Flow

-141 million TL

Investment Spending

-1,615 million TL***

Free Cash Flow

-1,756 million TL***

Dividend Payment (in April)

-1,036 million TL (gross)



H1 2024 - 2023 Selected Financial Highlights

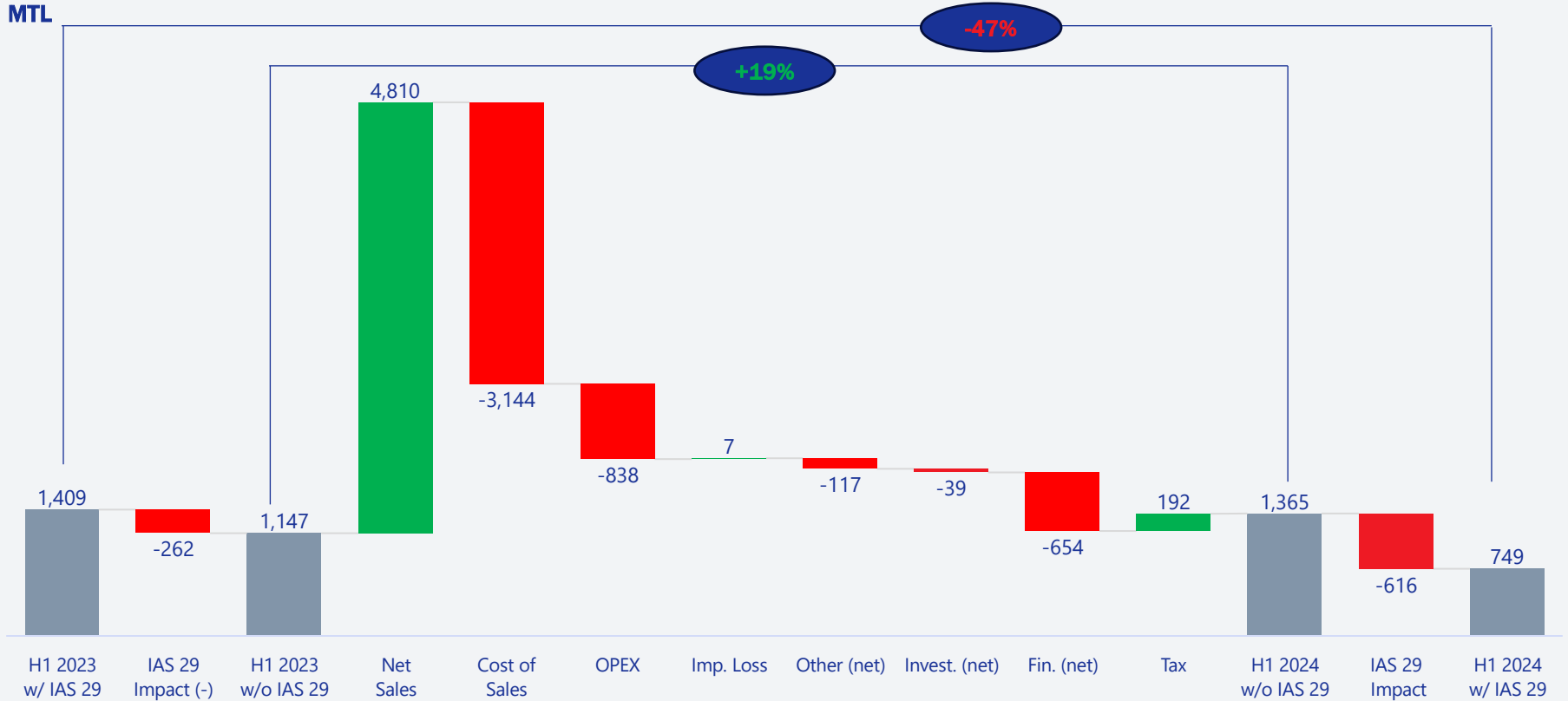
MTL	IAS 29 Unadjusted & Not Independently Reviewed			IAS 29 Adjusted & Independently Reviewed		
	H1 2024	H1 2023	2024-2023 Change, %	H1 2024	H1 2023	2024-2023 Change, %
Net Sales	13,966	9,156	53%	15,035	16,666	-10%
Gross Profit	4,572	2,906	57%	3,843	4,079	-6%
Operating Profit*	2,625	1,799	46%	1,611	1,954	-18%
EBITDA**	2,917	1,979	47%	2,617	2,861	-9%
Net Profit	1,365	1,147	19%	749	1,409	-47%

*Operating Profit calculated by subtracting operational expenses from gross profit

** EBITDA: Earnings before interest, tax, depreciation & amortization and interest, foreign exchange and derivative financial instruments gain/loss within other operating income and expenses

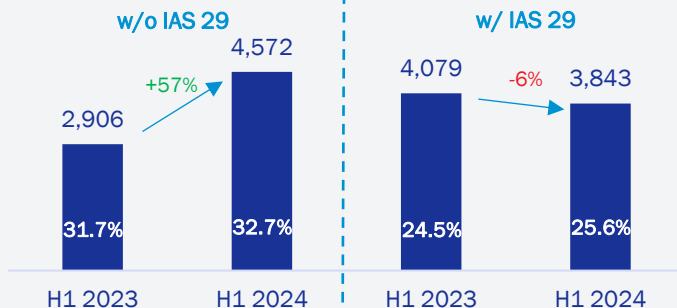
H1 2023 - 2024 Net Profit Bridge

MTL

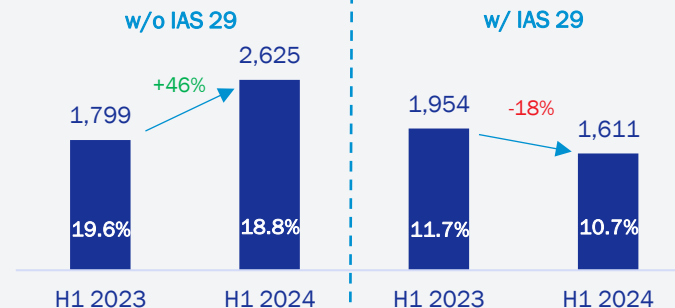


H1 2024 - 2023 Selected P&L Highlights

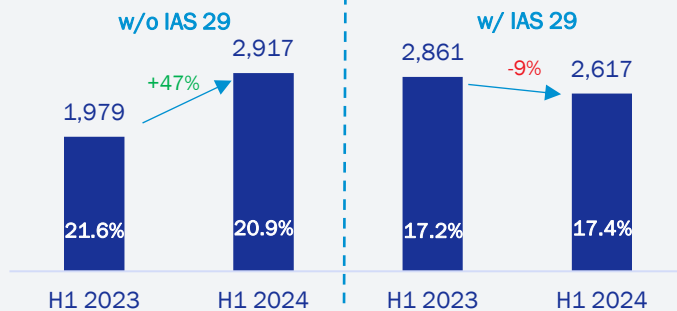
Gross Profit (MTL) & Margin (%)



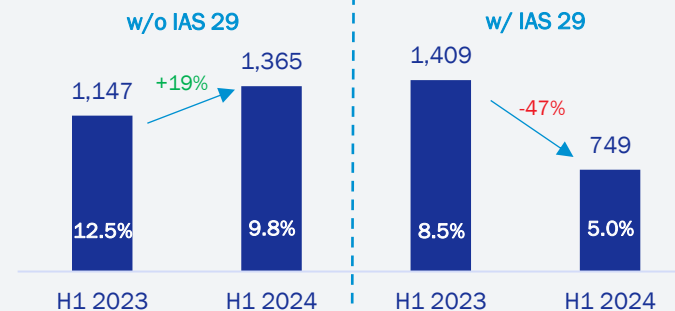
Operating Profit* (MTL) & Margin (%)



EBITDA** (MTL) & Margin (%)



Net Profit (MTL) & Margin (%)

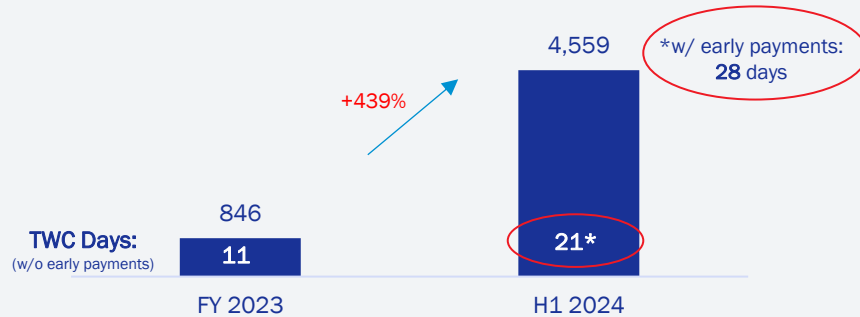


*Operating Profit calculated by subtracting operational expenses from gross profit

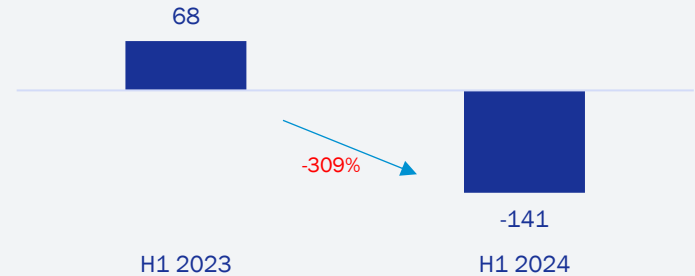
**EBITDA: Earnings before interest, tax, depreciation & amortization and interest, foreign exchange and derivative financial instruments gain/loss within other operating income and expenses

Efficient Working Capital Management & Low Leverage

Trade Working Capital (MTL)



Operational Cash Flow (MTL)



Dividend Paid** (MTL)



Net Debt (MTL) & Net Debt/EBITDA





Q & A

The background is a solid blue color with a dynamic motion blur effect. It depicts a road or path that recedes into the distance, with light trails and streaks suggesting speed and movement. The perspective is from a low angle, looking down the length of the road.

Appendix

Income Statement - IAS 29 Adjusted

MTL	Not Independently Reviewed			Independently Reviewed		
	Q2 2024	Q2 2023	2024-2023 Change, %	H1 2024	H1 2023	2024-2023 Change, %
Net Sales	6,939	7,925	-12%	15,035	16,666	-10%
Cost of Sales	-5,371	-5,836	-8%	-11,193	-12,587	-11%
Gross Profit	1,567	2,089	-25%	3,843	4,079	-6%
Operating Expenses	-1,088	-1,059	3%	-2,260	-2,177	4%
Operating Profit*	484	1,029	-53%	1,611	1,954	-18%
Amortization	509	435	17%	1,006	908	11%
EBITDA**	993	1,464	-32%	2,617	2,861	-9%
Income/Expense from Investment Activities (Net)	67	226	-70%	210	420	-50%
Financing Income/Expense (Net)	-671	-394	70%	-1,147	-782	47%
Monetary Gain/Loss (Net)	387	328	18%	746	878	-15%
Profit Before Tax	221	904	-76%	1,060	2,091	-49%
Tax	-107	-53	102%	-312	-682	-54%
Net Profit	114	851	-87%	749	1,409	-47%

*Operating Profit calculated by subtracting operational expenses from gross profit

**EBITDA: Earnings before interest, tax, depreciation & amortization and interest, foreign exchange and derivative financial instruments gain/loss within other operating income and expenses

Balance Sheet - IAS 29 Adjusted

MTL	Independently Reviewed	Independently Audited	2024-2023 Change, %
	H1 2024	FY 2023	
Cash	6,080	16,369	-63%
Financial Investments	2,505	1,662	51%
Trade Receivables	5,774	4,764	21%
Inventories	5,085	4,101	24%
Property & Plant & Equipment	15,861	15,230	4%
Other Assets	3,344	4,102	-18%
Total Assets	38,650	46,227	-16%
Borrowings	13,448	19,474	-31%
Trade Payables	6,301	8,019	-21%
Other Liabilities	2,485	1,962	27%
Equity	16,417	16,772	-2%
Total Liabilities & Equity	38,650	46,227	-16%
Net Debt/(Cash)	3,490	-647	640%
Trade Working Capital	4,559	846	439%

Cash Flow Statement - IAS 29 Adjusted

MTL	Independently Reviewed	
	H1 2024	H1 2023
Operational Cash Flow	-141	68
Cash Flows From Investing Activities	-2,236	376
Free Cash Flow (w/o FX Protected Deposits (KKM))	-1,756	-859
FX Protected Deposits (KKM)	-621	1,303
Free Cash Flow	-2,377	444
Cash Flows From Financing Activities	-4,454	533
Inflation Effect on Cash and Cash Equivalents	-3,183	-1,233
Net Increase/Decrease in Cash and Cash Equivalents	-10,014	-256

THANK YOU

INVESTOR RELATIONS CONTACTS

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