



# Brisa

## 3Q 2022 Financial Results

### Earnings Release

27 October 2022

#### **Strong Financial Performance and Increase in Export Market Share**

Brisa increased its export revenues by 18.2% in dollar terms in the 3<sup>rd</sup> quarter of 2022, and its export sales revenues reached 242 million dollars in the first 9 months of 2022. Our company succeeded in increasing its market share in 27 countries.

Brisa, strengthened its financials with effective working capital management, well-managed financing through profound hedging and the balanced sales channel portfolio and productivity management. In the 3<sup>rd</sup> quarter of 2022, Brisa's consolidated net profit reached at TL 557 million, which is 3.3 times the net profit of the same period of the previous year.

Evaluation of Brisa CEO Haluk Kürkçü: "We position Brisa not just as a tire, but as a mobility leader. With this aim, we have accelerated our common projects with Arvento Mobile Systems, which we have incorporated in this period. We expanded the electric vehicle charging station services in cooperation with E-charge in our Otopratik stores, which is one of our focus areas in our mobility journey, and increased the number of stations to 20 in 15 provinces. In European and non-European markets, we outperformed the market and increased export market share in 27 countries in total. In the Turkey R&D 250 Research, Brisa has been selected as the company that made most R&D investment in our sector. We strongly continued our efforts towards our long-term goals in the field of sustainability in this period as well. Our company continues to fully implement its works by taking responsibility according to the 1.5-degree scenario, and we are among the Turkey Climate Change Leaders and Water Leaders of the Carbon Disclosure Project (CDP Turkey). In Supplier Relationship Valuation, we are between A-level and Global Leaders."

#### **CONSOLIDATED FINANCIAL HIGHLIGHTS**

- Despite the challenging global and local conditions that we have been through, Total sales increased by 136% in the 3<sup>rd</sup> quarter of 2022 and by 113% for the first 9 months of 2022 compared to the same period of the previous year, reaching TL 3,623 million and TL 9,575 million, respectively. Domestic sales revenue increased by 128% in the 3<sup>rd</sup> quarter of 2022 and by 111% for the first 9 months of 2022 compared to the same period of the previous year reaching TL 2,234 million and TL 5,935 million, respectively. In the 3<sup>rd</sup> quarter of 2022 export sales growth translated into 151% and 115% for the first 9 months of 2022 compared to same period of the previous year, reaching TL 1,389 million and TL 3,641 million, respectively.
- Thanks to the effective pricing on-site hedge policies applied against currency volatility, and increased productivity, EBITDA registered 122% growth for the 3<sup>rd</sup> quarter of 2022 compared to the same quarter of the previous year, reaching TRY730 million in 2022. Consequently, net profit reached 3.3 times of the same period last year in the 3<sup>rd</sup> quarter and 2.2 times for the first 9 months of 2022 compared to the same period of the previous year, reaching TL 557 million and TL 1.480 million, respectively.
- Net Debt/EBITDA is very low at 0,25 and the net debt is TRY619mn.



### **STRATEGIC HIGHLIGHTS**

- We expanded the electric vehicle charging station services in cooperation with E-charge in our Otopratik stores, which is one of our focus areas in our mobility journey, and increased the number of stations to 20 in 15 provinces
- In the Turkey R&D 250 Research, Brisa Brisa has been selected as the company that made most R&D investment in our sector.
- We are among the Turkish Climate Change Leaders and Water Leaders of the Carbon Disclosure Project (CDP Turkey)



## Consolidated Brisa Financial Results

Sales Tonnage	1 January- 30 Sep 2022	1 January- 30 Sep 2021	Change %	3Q 2022	3Q 2021	Change %
Domestic	91.486	90.070	1,6	28.864	28.117	2,7
Export	60.218	59.657	0,9	19.189	18.010	6,6
<b>Total</b>	<b>151.704</b>	<b>149.727</b>	<b>1,3</b>	<b>48.053</b>	<b>46.126</b>	<b>4,2</b>
<b>Sales Tonnage (Channel Based)</b>						
Replacement	72.332	69.664	3,8	22.535	22.149	1,7
OE	19.154	20.405	-6,1	6.329	5.967	6,1
<b>Domestic Total</b>	<b>91.486</b>	<b>90.070</b>	<b>1,6</b>	<b>28.864</b>	<b>28.117</b>	<b>2,7</b>
Lassa Export	38.377	38.191	0,5	12.459	11.526	8,1
Bridgestone Export	21.841	21.467	1,7	6.731	6.484	3,8
<b>Export Total</b>	<b>60.218</b>	<b>59.657</b>	<b>0,9</b>	<b>19.189</b>	<b>18.010</b>	<b>6,6</b>
<b>General Total</b>	<b>151.704</b>	<b>149.727</b>	<b>1,3</b>	<b>48.053</b>	<b>46.126</b>	<b>4,2</b>
<b>Net Sales (Million TL)</b>						
Domestic Sales	5.934,5	2.815,0	110,8	2.234	978	128,4
Export Sales	3.640,5	1.689,5	115,5	1.388,9	554,2	150,6
<b>Net Sales</b>	<b>9.575,1</b>	<b>4.504,5</b>	<b>112,6</b>	<b>3.623,1</b>	<b>1.532,2</b>	<b>136,5</b>
<b>Million US Dollar</b>						
Export Sales	242,4	218,7	10,8	80	68	18,2
<b>Summarized Income Statement (Million TL)</b>						
Net Sales	9.575,0	4.504,5	112,6	3.623	1.532	136,5
Gross Profit	2.924,5	1.383,5	111,4	1.048,7	439,4	138,7
Operating Profit	1.392,0	750,5	85,5	180	136	32,6
Net Profit	1.480,4	669,9	121,0	557,2	170,3	227,3
Net Profit before one offs	1.420,0	642,4	121,1	485,2	164,7	194,5
EBITDA	2.079,8	1.058,6	96,5	729,6	328,5	122,1
EBITDA Margin%	21,7%	23,5%	-1,78%	20,1%	21,4%	-1,30%
Net Profit Margin%	15,5%	14,9%	0,59%	15,4%	11,1%	4,27%