



TUGCELIK

01.01.2022-31.12.2022

INVESTOR PRESENTATION





SHAREHOLDER STRUCTURE

Share Holder	Share Type	Number Of Shares	Share Percentage %
Nersan Holding A.Ş	A Grubu	11,300,000	37.67
Mehmet Nergiz	A Grubu	300,000	1
Mehmet Nergiz	B Grubu	461,593	1.54
Tuba Nergiz	A grubu	300,000	1
Tuba Nergiz	B Grubu	1.000.000	3.33
Burak Negiz	A Grubu	300,000	1
Begüm Birben	A Grubu	300,000	1
Publicly traded share ratio	B Grubu	16,038,407	53.46





ORGANIZATION CHART



tugcelik

ALUMINIUM DIE CASTING

ORGANİZASYON EL KİTABI

TUĞÇELİK
ORGANİZASYON ŞEMASI

YÖNETİM KURULU

GENEL MÜDÜR
BURAK NERGİZ

PERS. VE İDARİ
İŞLER MÜDÜRÜ

- İN SAN KAYN. SORUMLUSU
- İN SAN KAYN. PERSONELİ
- İDARİ İŞLER PERSONELİ

*KALİTE
MÜDÜRÜ

- DÖKÜMHANE PROSES KONTROL
- DÖKÜMHANE KONTROL SORUMLUSU
- KALİTE GÜVENÇE (ürün güvenliği sorumlusu)
Kalite Güvence Mühendisi
- MÜŞTERİ KALİTE
- TALAŞLI İMLT, FINAL KONTROL VE CNC PROSES KONTROL
- KALİBRASYON VE METROLOJİ

MÜŞTERİ KALİTE
TEMİLCİSİ

MUHASEBE
MÜDÜRÜ

- MUHASEBE PERSONEL

PROJE VE SATIŞ
MÜDÜRÜ

- PROJE MÜHENDİSLİĞİ

SATIN ALMA
MÜDÜRÜ

- SATINALMA PERS.

ÜRETİM/TEKNİK
MÜDÜR

- PLAN VE LOJ YÖN.
- LOJİSTİK SOR.
- DEPO/AMBAR
- DÖKÜMHANE YÖN.
- ÖKÜM MÜH.
- BAKIM YÖN.
- BAKIM MÜH
- KALİPHANE YÖN.
- TALAŞLI İMLT. YÖN
- CNC YÖN
- ERP SORUM.







PRODUCTION FACILITIES

Our company has three production facilities. The first of these is our Sancaktepe –İstanbul factory, which is also our company head quarters. Automotive parts are produced in our Sancaktepe factory and it works at full capacity in three shifts.

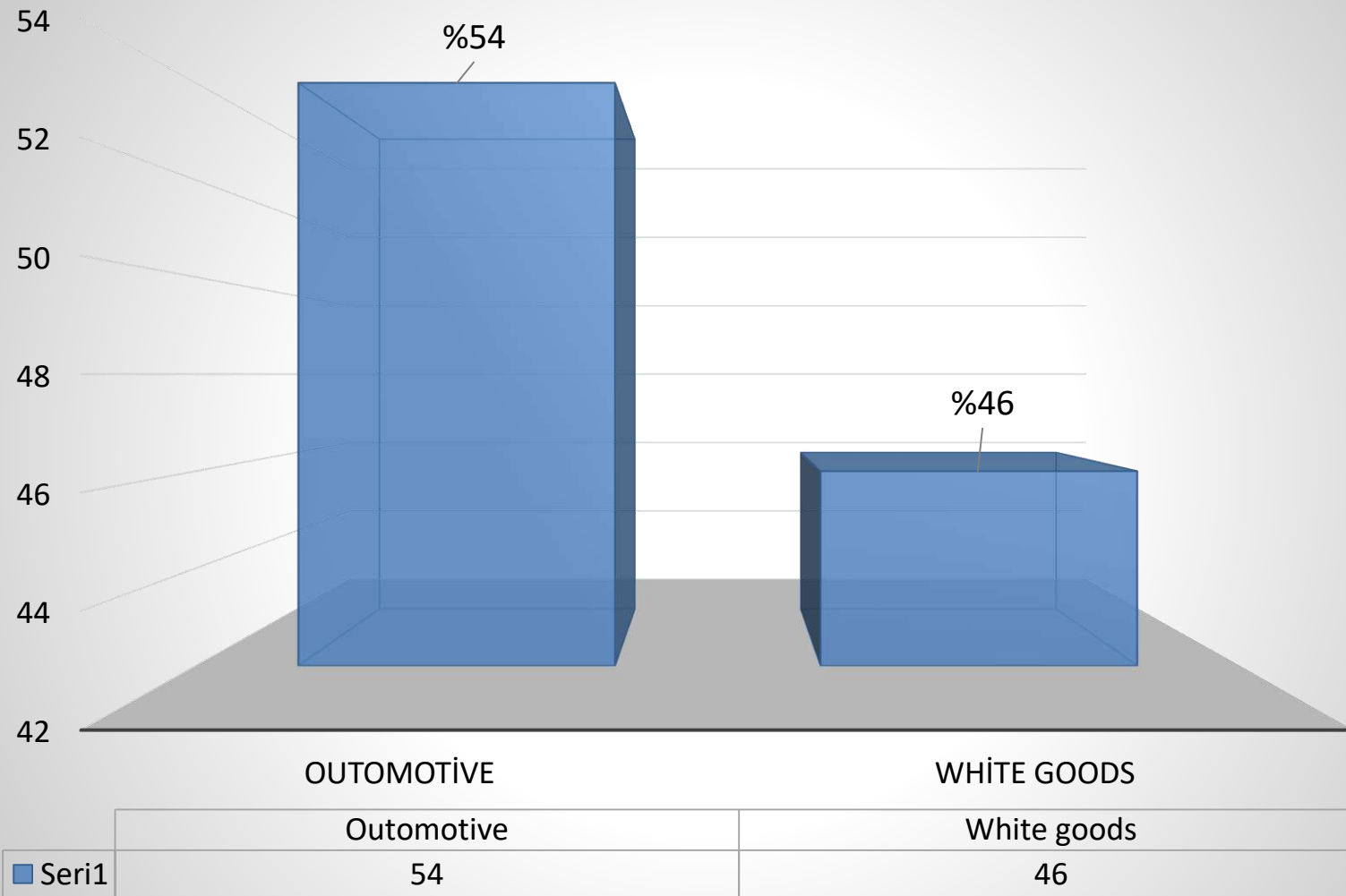
Our Gebze factory was put into service in the second quarter of 2022 and is used in the manufacture of White goods parts. It provides 46% of the sales revenue we get from the White goods sector in 2022. Our Gebze factory investments continue.

Arslanbey OSB 8. Street number 8 Kartepe/Kocaeli with a production area of 40.000 m² on a land of 59.064.70 m², our factory was purchased in the 2nd quarter of 2022 and is not currently in production being done. The medium-term investment goal of our company is to make the factory ready for production within 1-2 years.





SECTORAL DISTRIBUTION





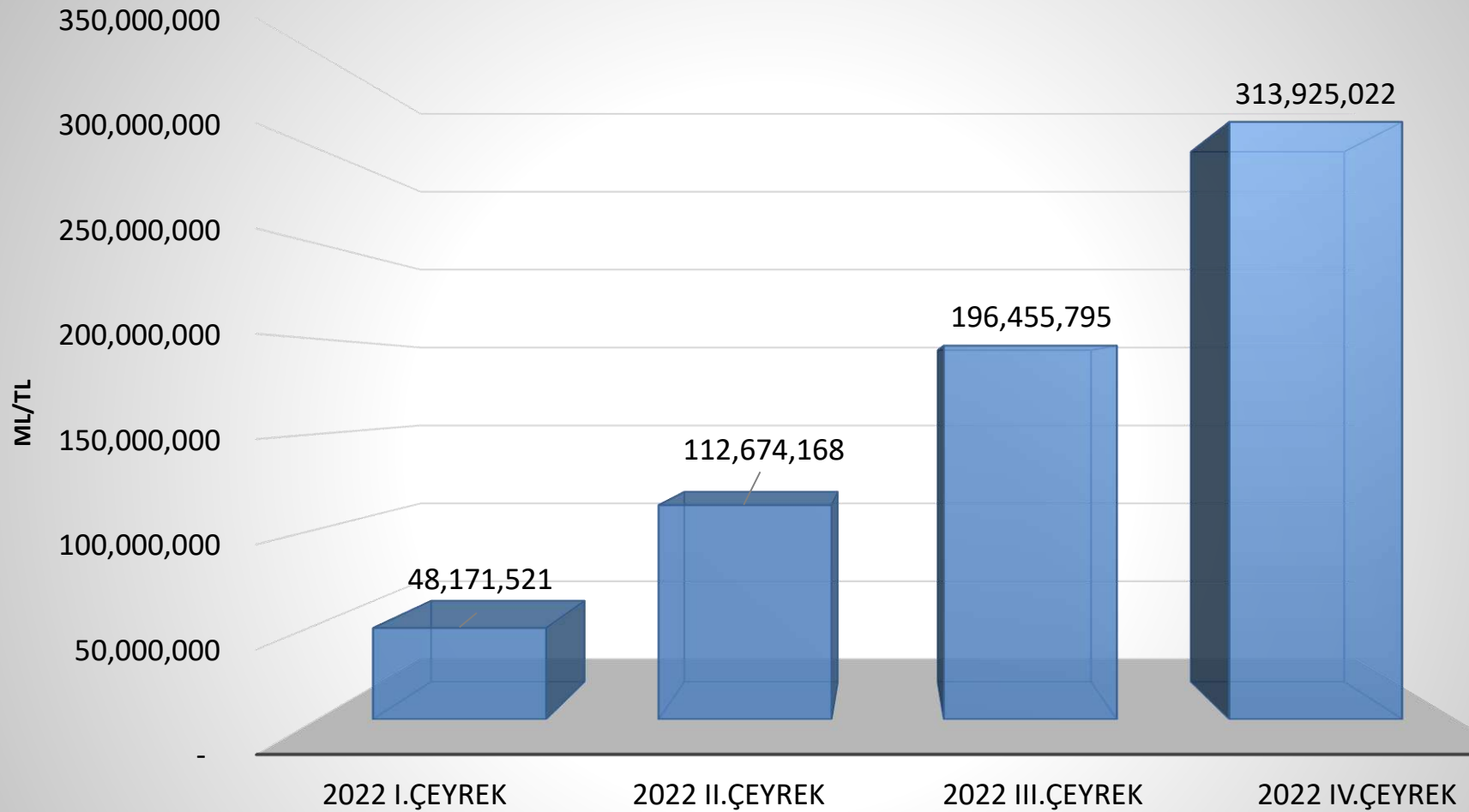
SALES DISTRIBUTION

AUTOMOTIVE	%54
WHITE GOODS	%46





DOMESTIC SALES (Million-Turkish Lira)

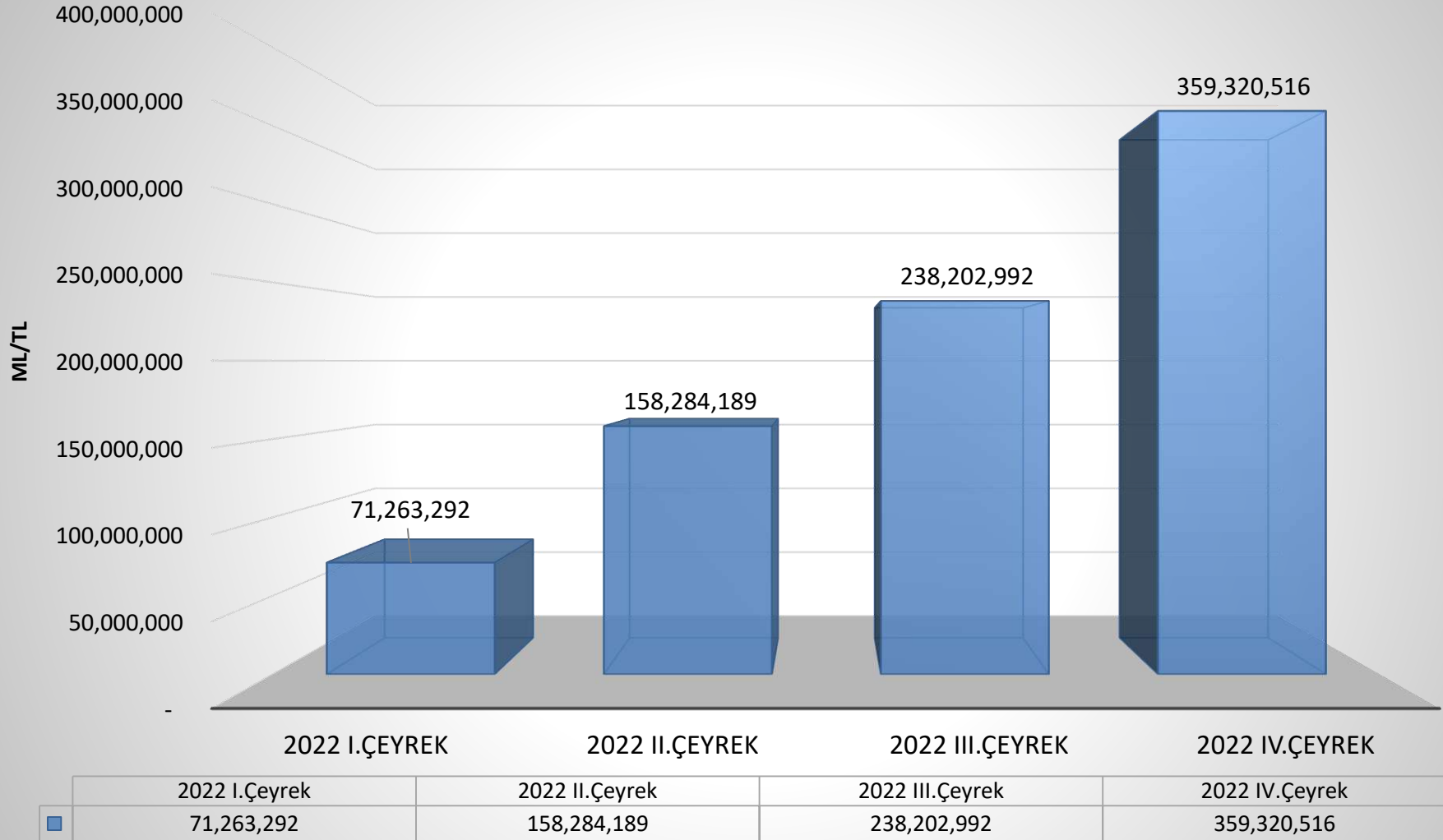


	2022 I.Çeyrek	2022 II.Çeyrek	2022 III.Çeyrek	2022 IV.Çeyrek
■	48,171,521	112,674,168	196,455,795	313,925,022



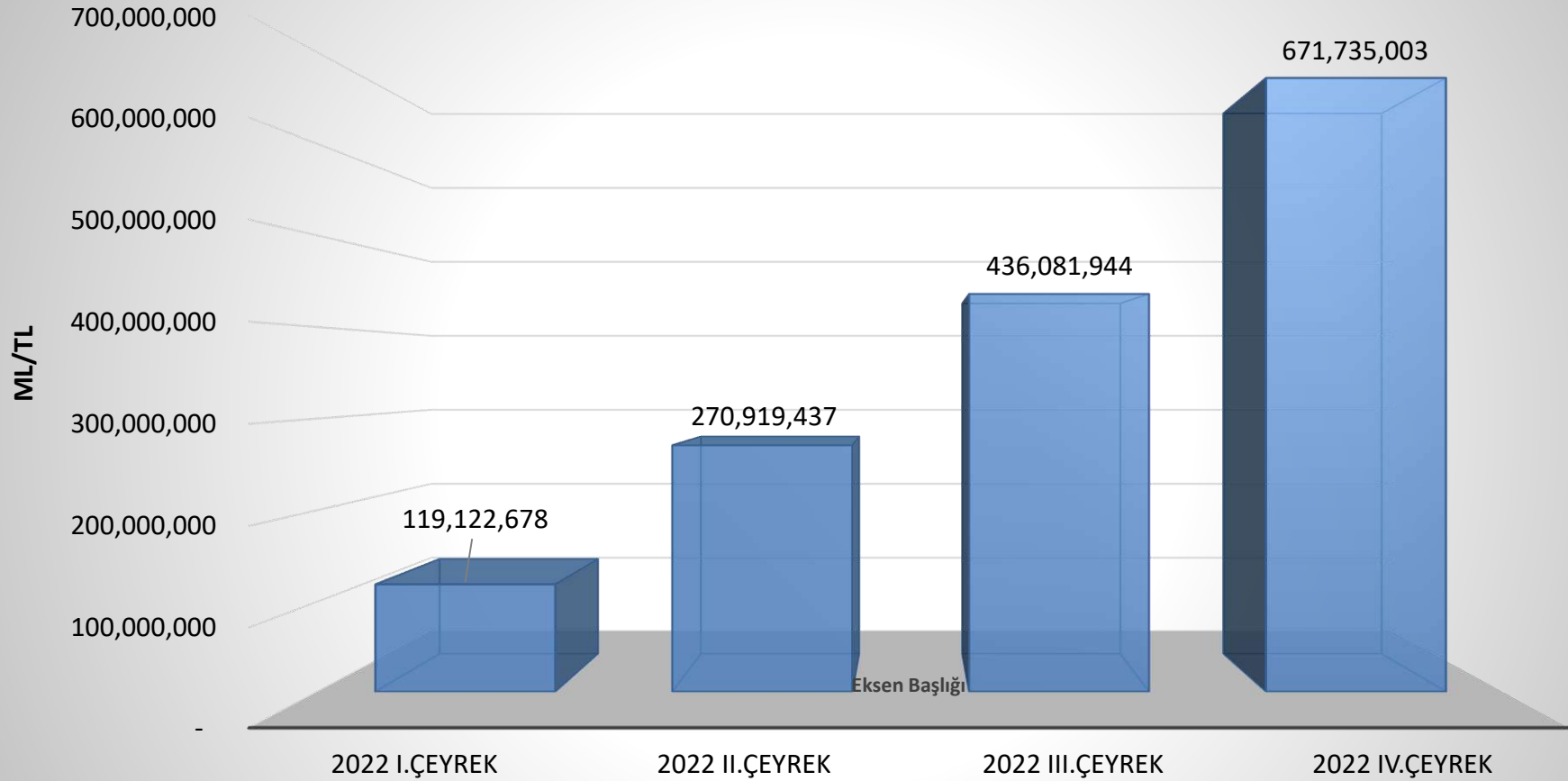


EXPORT SALES (Million-Turkish Lira)





TOTAL SALES (Million-Turkish Lira)



	2022 I.Çeyrek	2022 II.Çeyrek	2022 III.Çeyrek	2022 IV.Çeyrek
	119,122,678	270,919,437	436,081,944	671,735,003





OUR MAIN FIELD OF ACTIVITY

The main field of activity of our company is to manufacture aluminum parts based on high pressure die casting and CNC machining techniques to be used in sectors such as automotive, white goods, electrical electronics, defense industry, in line with the demands of our customers.

We produce battery covers, various parts, suspension bellows, wiper arms, cooling systems parts, convertible and sunroof systems in the vehicle for use in electric vehicles for the automotive sector..

As for the White goods sector drum which is the most important mechanic of the washing machine we produce pulley star parts engine cover etc equipments.





PRODUCTION STAGE

In the first stage, engineering and project studies of the part to be produced in mass production are carried out. It covers processes such as design, simulation, mold manufacturing, etc. In the production phase, casting parts are obtained with high pressure aluminum injection technique by using modern technology in the most efficient way.

Obtained parts; It goes through the stages of machining, sandblasting, vibration, and heat treatment. It is subjected to dimensional control, assembly, laser, barcoding, industrial x-ray and 100% tomography control with CMM devices, and it is turned into a final product that can be used by our customers.





Tugcelik Export Comparision 2021-2022(According to Tim Numbers)

AY	2021	2022	DEĞİŞİM ?
Ocak	\$ 1.594.727,55	\$ 1.677.158,91	%5,17 ↑
Şubat	\$ 1.579.688,48	\$ 1.708.346,16	%8,14 ↑
Mart	\$ 1.769.277,25	\$ 1.723.148,16	-%2,61 ↓
Nisan	\$ 1.754.684,45	\$ 1.401.982,77	-%20,10 ↓
Mayıs	\$ 1.535.825,02	\$ 1.297.256,96	-%15,53 ↓
Haziran	\$ 1.989.253,71	\$ 1.534.413,43	-%22,86 ↓
Temmuz	\$ 997.936,90	\$ 1.089.365,41	%9,16 ↑
Ağustos	\$ 1.436.506,91	\$ 1.448.026,69	%0,80 ↑
Eylül	\$ 1.935.445,72	\$ 1.716.478,20	-%11,31 ↓
Ekim	\$ 1.351.248,77	\$ 1.657.557,44	%22,67 ↑
Kasım	\$ 1.391.579,70	\$ 1.974.763,02	%41,91 ↑
Aralık	\$ 1.011.136,38	\$ 1.218.993,97	%20,56 ↑
TOPLAM	\$ 18.347.310,84	\$ 18.447.491,12	%0,55 ↑





Country Base Comparision 2021-2022 (According to Tim numbers)

ÜLKE	ORAN (2021)	2021	ORAN (2022)	2022	DEĞİŞİM ?
ALMANYA	%61,85	\$ 11.347.815,13	%51,21	\$ 9.447.570,21	-%16,75 ↓
BULGARİSTAN	%6,69	\$ 1.228.082,86	%16,26	\$ 2.999.058,30	%144,21 ↑
ÇEKYA	%7,96	\$ 1.459.917,09	%8,32	\$ 1.534.003,11	%5,07 ↑
SLOVAKYA	%2,75	\$ 505.128,19	%7,10	\$ 1.310.507,41	%159,44 ↑
FRANSA	%5,16	\$ 946.092,42	%6,69	\$ 1.234.851,97	%30,52 ↑
MACARİSTAN	%5,48	\$ 1.006.103,64	%5,14	\$ 948.652,52	-%5,71 ↓
POLONYA	%5,59	\$ 1.024.997,27	%3,53	\$ 650.887,28	-%36,50 ↓
İSPANYA	%0,10	\$ 19.026,29	%1,18	\$ 217.938,25	%1.045,46 ↑
HINDISTAN	%2,13	\$ 391.436,19	%0,45	\$ 83.089,34	-%78,77 ↓
CEZAYİR	-%100,00	\$ 0,00	%0,11	\$ 20.577,71	%100,00 ↑
İTALYA	%0,00	\$ 680,00	%0,00	\$ 355,02	-%47,79 ↓
TOPLAM		\$ 18.347.310,84		\$ 18.447.491,12	%0,55 ↑





AUTOMOTIVE MARKET

In the automotive industry, there is interdependence between the motor vehicle manufacturers, which is called the main industry, and the manufacturers of components, parts and systems, which are called the sub-industry.

This dependency, which forms the basis of long-term, transparent and mutually trusting relations, must be developed in the future not only in production but also in the field of design. It is possible to classify the main product groups manufactured by companies producing for the vehicle manufacturing industry as follows:

- .Complete engine and engine parts
- . Brake systems and parts
- .Hydraulic and pneumatic components
- . suspension parts
- . safety components
- .Rubber and rubber parts
- .Chassis components and parts
- .Forging and casting parts
- .Electrical equipment and lighting systems
- .Battery auto windows seats



The Turkish automotive supply industry has achieved competitive power in international markets, as well as making itself accepted in the domestic market both in terms of production quantity and quality.



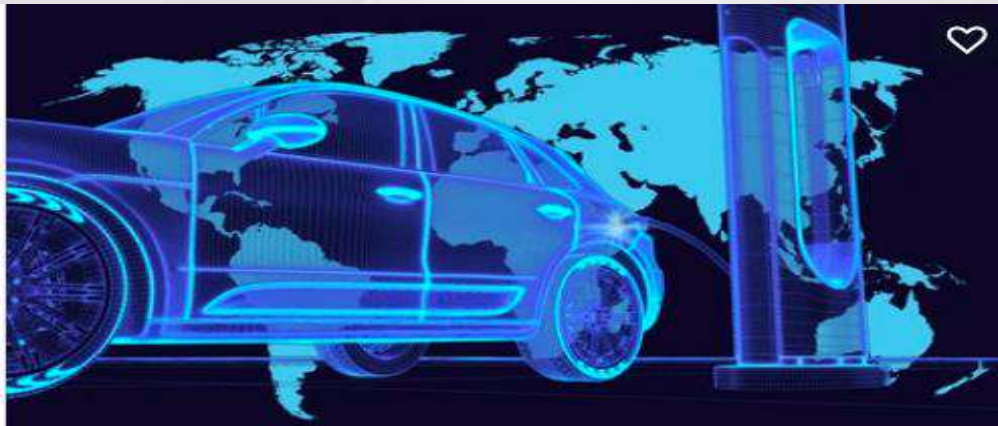


AUTOMOTIVE MARKET

In the automotive sub-industry branch, original and equivalent products, semi-finished products and systems are produced directly or indirectly for companies operating both in the country and abroad, as well as for the aftermarket, in accordance with the technical documents determined by the main industry.

However, for higher domestic contribution, the power unit consisting of "battery, engine-gearbox and differential box" and "electrical/electronic control systems" must also be mass produced..

The strategy of our company will be to produce batteries and structural parts that are necessary especially for electric vehicles in the upcoming period.





WHITE GOOD MARKET

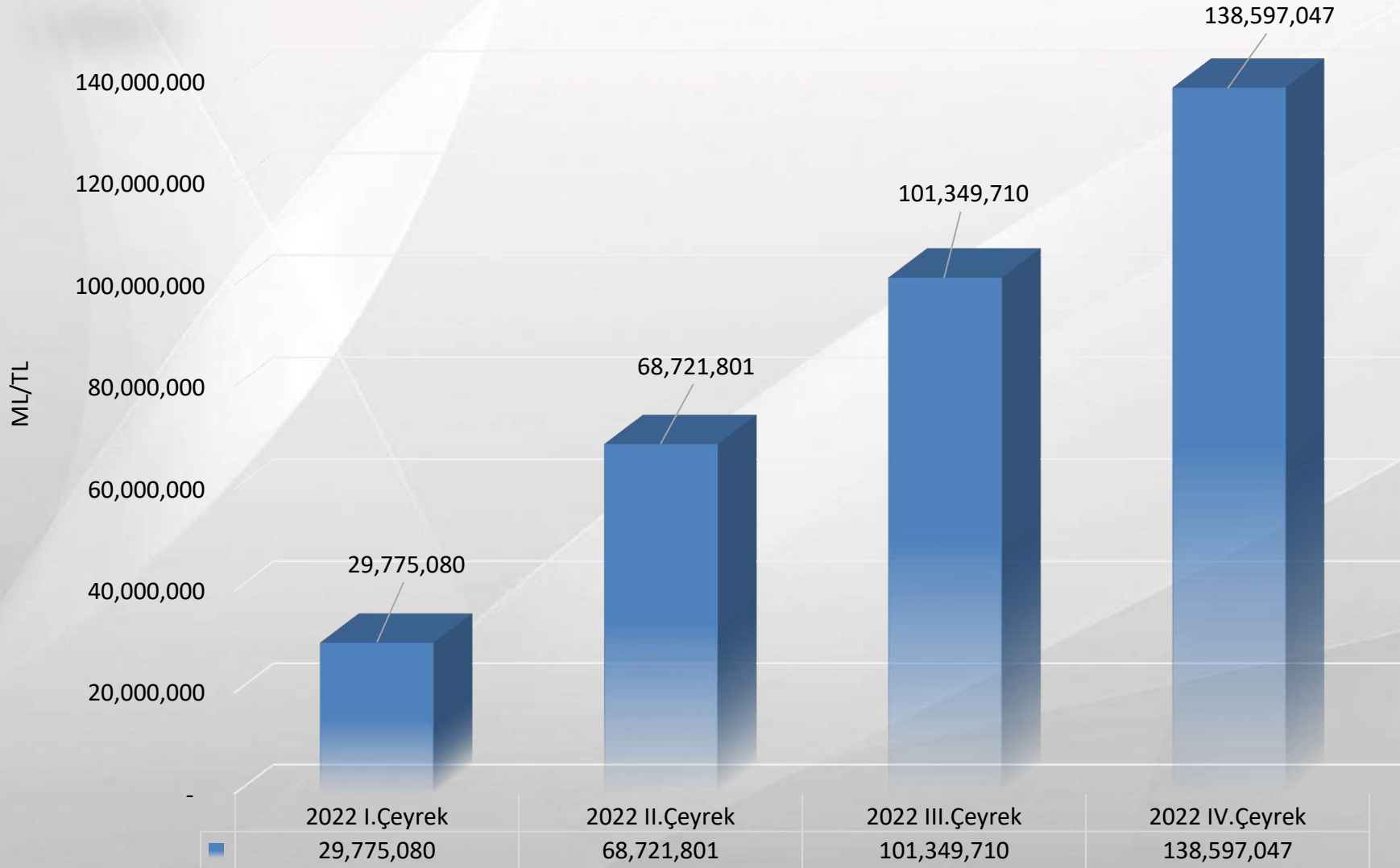
The Turkish White Goods Industry is one of the leading sectors of the Turkish economy on a global scale with its international competitive power and brands, producing high added value in production and exports, making a positive contribution to the foreign trade balance. The global power of the white goods industry, the Turkish White Goods Industry is the largest

Production base in Europe and the second largest production base in the world after China. Our company supplies the most important mechanics of washing machines such as drum, pulley, motor parts, engine cover, etc. to companies such as BSH and Vestel in the domestic market manufactures equipment.



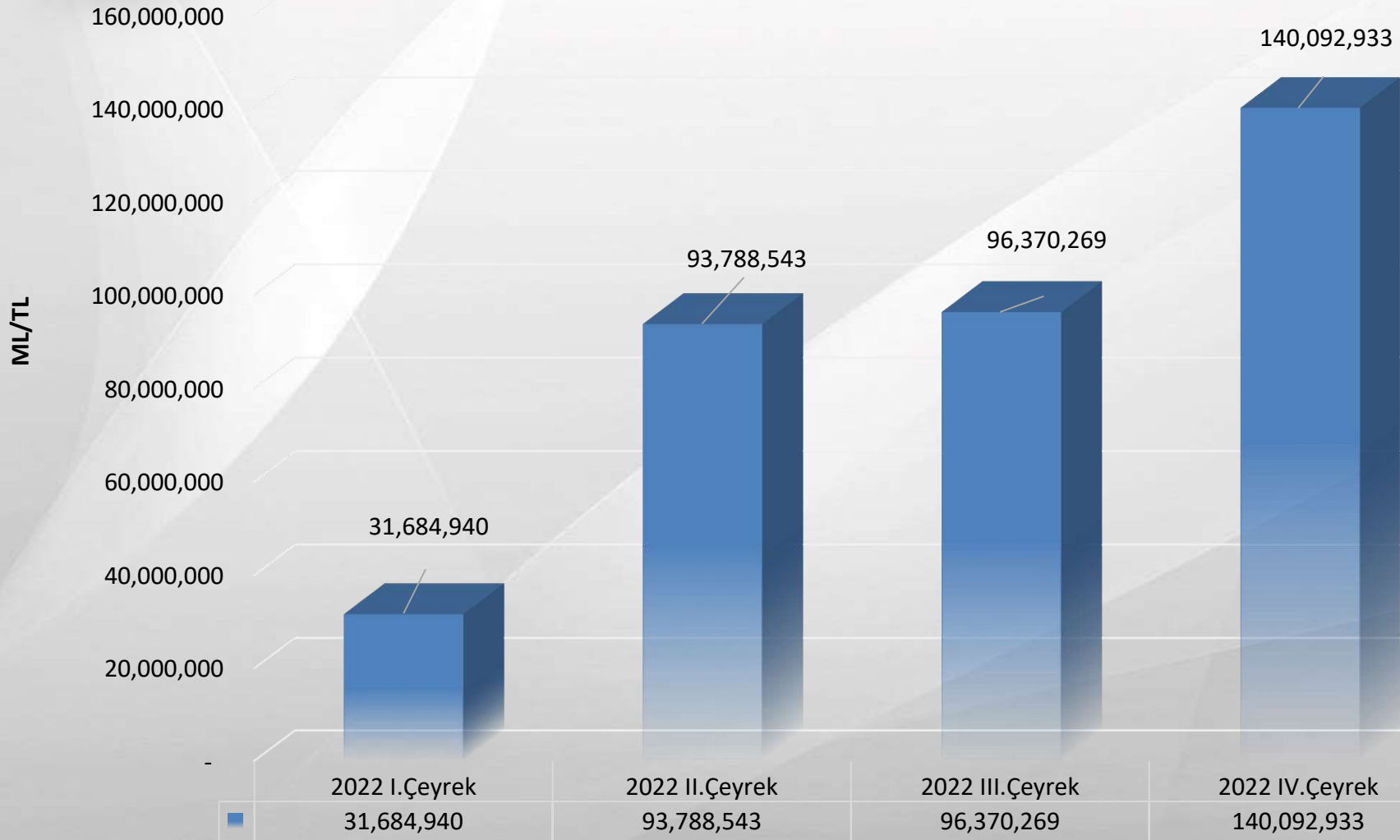


GROSS PROFIT



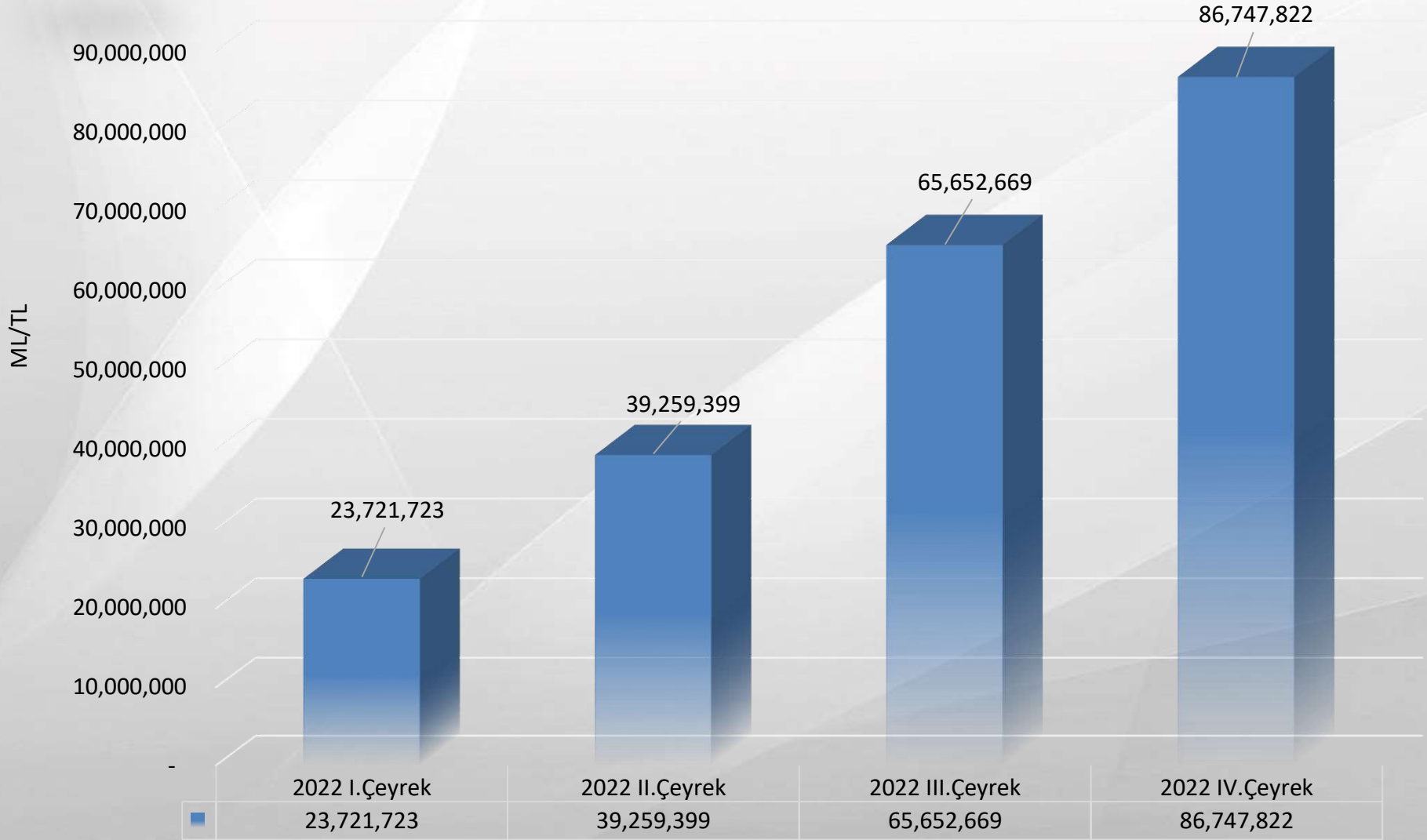


CORE OPERATING PROFIT





NET PROFIT





RATIOS

Working Capital



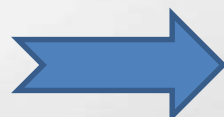
91.582.988 TL

Market Value/Book Value



1.91

Current Rate



1.18

Price Earnings Ratio



10.40





QUALITY CONTROL LABORATORIES

- *Spectrometric Analysis*



- *1x 3D CMM Coordinate Measurement – DEA*
- *5x 3D CMM Coordinate Measurement -Zeiss*



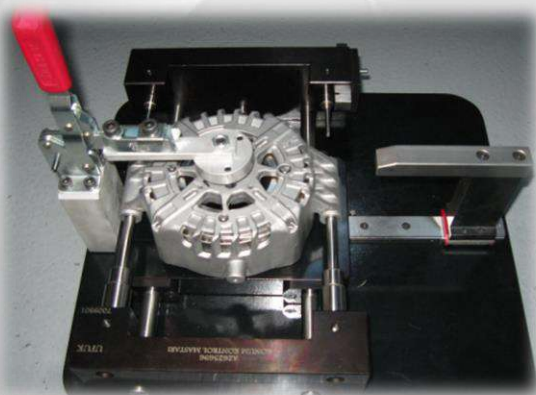
- *Real Time X Ray HDR – XYLON & Tomografi Machine*
- *Profile projection measurement machine*
- *Surface Roughness Measurement*
- *Dimensional Measurement Instruments*
- *Cleanless measurement lab.*
- *Formtracer machine*





PROCESSING LABORATORIES

- *Endurance Measuring Device*
- *Sealing Device*



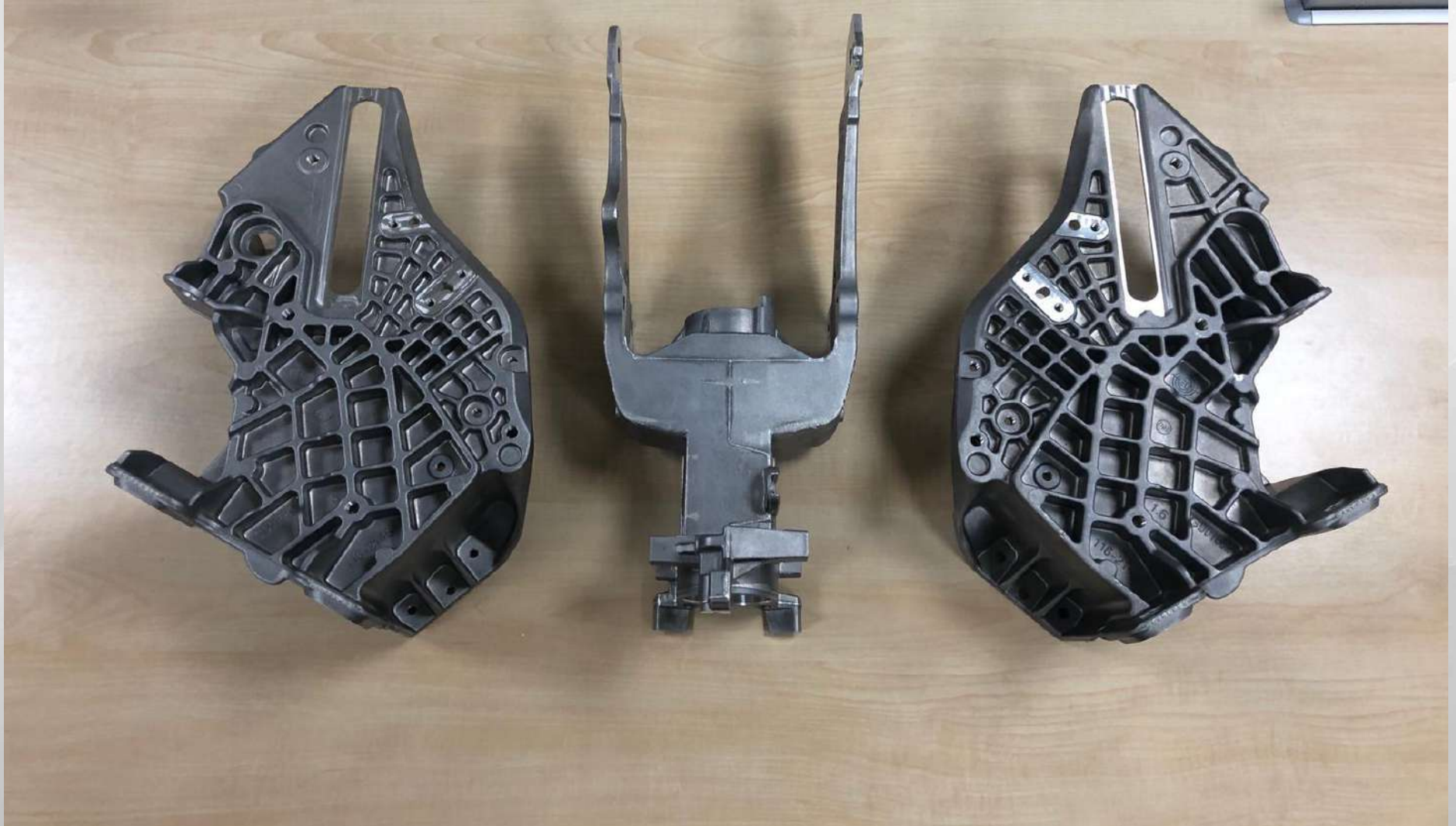


QUALITY SYSTEM CERTIFICATES





SAFFETY STEERING SYSTEM PARTS FOR





EGR system Parts & Valve Bodies





Automotive structure Parts





Automotive structure Parts





ELEKTRIC VEHICLE BATTERY COVERS





ELEKTRiC VEHICLE BATTERY COVERS





White Goods Parts (Drum Support and Pulley)



Material : EN AC 46000 (AlSi9Cu3) – 226 and EN AC 47100 AlSi12Cu -231





OUR CUSTOMERS

MAHLE

Driven by performance

MAHLE Behr GmbH & Co.

BEHR

Valeo

 **BOSCH**

 **MAGNA**

WILLI ELBE
GROUP

HORTON

 **HILITE**
INTERNATIONAL GERMANY


MARELLI

 **SEG**
AUTOMOTIVE

MITSUBA
MITSUBA TEKLAS TURKEY OTOMOTIV A.Ş.

Nidec
All for dreams

B/S/H

KONECRANES®

 **aktaş**

VESTEL

 **bayrak**
Lastik Sanayi ve Ticaret A.Ş.





OUR MEDIUM TERM STRATEGY

- To complete our investments in our factory located at Arslanbey OSB 8.Street Number 8 Kartepe/Kocaeli and make it ready for production.
- Establishing SOLAR POWER PLANT with in the scope of 51H in order to reduce our production costs.
- Increasing our casting machine tonnage to 5000 tons especially electric vehicles.
- To reach our 50 Million Euro turnover target by the end of 2023.
- Establishing and R&D Center by 2026

