

# AS İMENTO TİCARET VE SANAYİ A.Ş

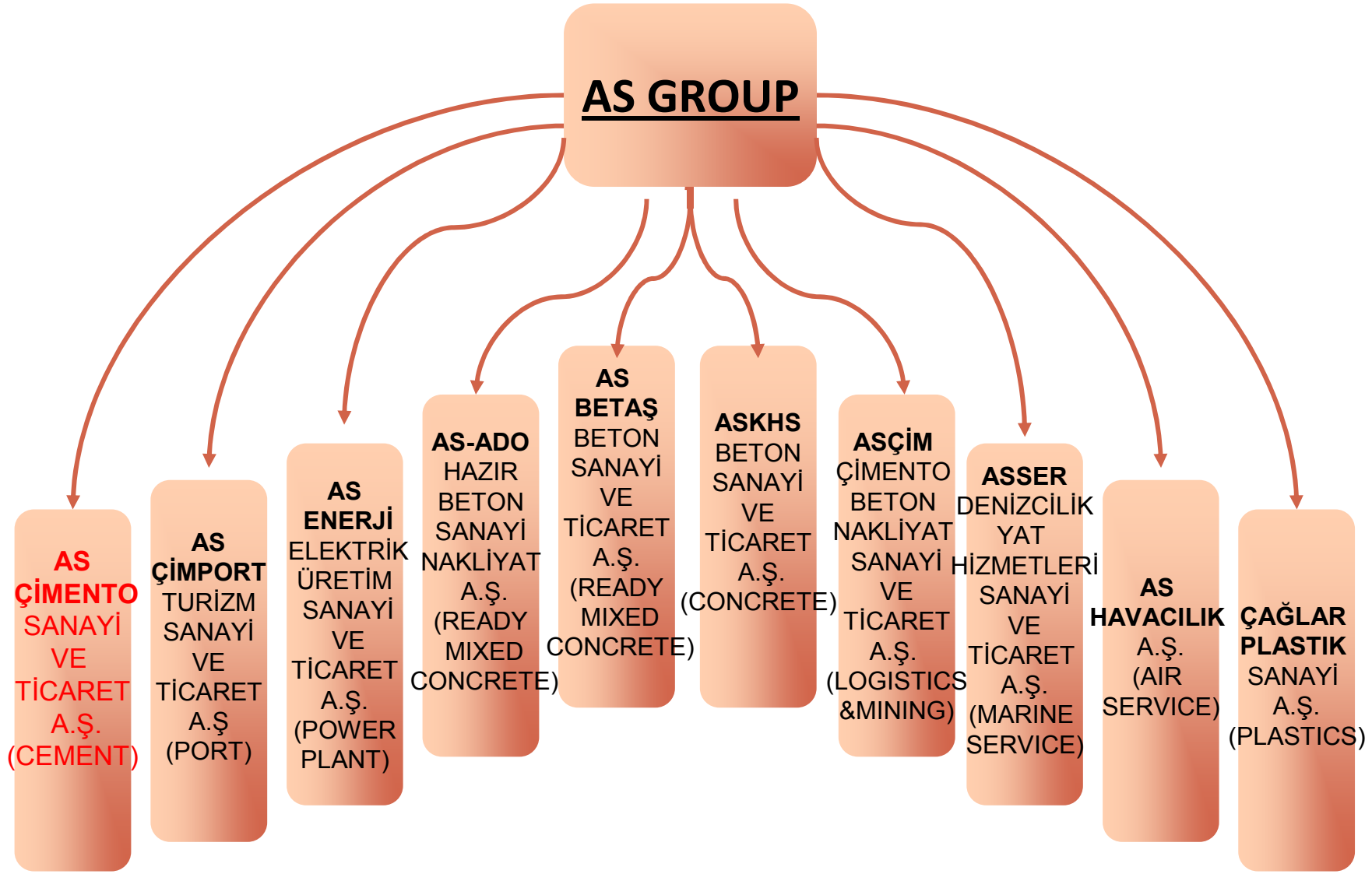
Company Presentation / April 2010



## General overview

- AS Çimento is a clinker and cement producer, based in Southern Turkey. It is one of the two largest cement and clinker producer in Turkey, having brand new production facilities, operating with the state of the art technology and be the biggest European clinker and cement producer under one single roof.
- It is one of the leading Turkish cement exporter, exporting more than 65% of its production to international markets and mainly targeting surrounding regions of Turkey including Mediterranean, Russia, Africa and Middle East . It has exported its clinker and cement products to more than 31 different countries.
- It is one of the most quality clinker and cement producer in Turkey due to its special raw material. It owns quarries near the factory, have high production capacity and uses energy efficient technology all of which reduces the cost of production. It uses Marl a softer type of calcereous stone as its raw material . Clinker produced from Marl has high quality chemical composition and less clinker is adequate to mix with cheaper additivies during cement production.
- The factory is founded over 550,000 sqm and the company operates 18.7 million sqm of marl and calcereous quarry
- The Company is vertically integrated, has all the process lines to convert Marl from quarries in to clinker and cement. It also has the process lines and capacity to convert cement in to ready-mix concrete, can transport clinker and cement via its own trucks and can export its products via its own port.
- It has increased its production capacity by fourfold in Q1 2008 with a new production line that took its clinker capacity to circa 4.3m tonnes from 1m tonnes, and cement grinding capacity to 6.5m from 1.3m tonnes.

## As Group Companies



ACTIVE IN ENTIRE CHAIN OF CEMENT BUSINESS WITH ITS  
HUGE GROUP OF COMPANIES

## STRONG MARKET SHARE IN ITS OWN REGION



## LOCATION OF FACTORY

City	<b>Bucak</b>
Province	<b>Burdur</b>
Distance to ANTALYA	<b>60 km</b>
Distance to PORT	<b>65 km</b>
Distance to ANKARA	<b>446 km</b>
Distance to ISTANBUL	<b>577 km</b>

## ONE OF THE LARGEST CAPACITY IN EUROPE

Factory area	<b>550.000 m<sup>2</sup></b>
Capacity	<b>4.3 Millions Tons Clinker</b> <b>6.5 Millions Tons Cement</b>
Employee	<b>405</b> (127 White collars, 278 Blue collars)
Quarry	<b>21 Licences</b>
Quarry area	<b>18.732.000 m<sup>2</sup></b>

EUROPE'S LARGEST CLINKER PRODUCTION FACILITY  
UNDER ONE SINGLE ROOF

## SAK FAMILY'S INDUSTRY PAST and BIRTH of AS CIMENTO

SAK Family has more than a half century experience in Turkish Commercial Life

- 1994: Entry to mining business by Barite which is an input raw material for Cement
- 1997: Established cement grinding plant in Antalya as "Ado Cimento"
- 2003: Decision given to make investment to an integrated clinker and cement production line in Bucak, at the birthplace of major shareholder Adem Sak
- Dec 2005: Changed the company name to AS ÇİMENTO from Ado Cimento
- March 2005: Operation of 1<sup>st</sup> clinker line – 3.500 Tpd
- Dec 2005: Operation of 2 cement mills - 155 Tph
- Dec 2006: Operation of the 3<sup>rd</sup> cement mill (vertical) up to 290 tph (depending on cement type)
- March 2008: Operation of 2<sup>nd</sup> clinker line – 8.500 Tpd reached to a total clinker capacity of 4.3m Tpy
- July 2008: Operation of 2 new cement mills – 2 x 185 Tph Reached to a total cement grinding capacity 6.5m Tpy

**JUNE 2003 – Plant Area**



**MARCH 2005 – First Clinker Line**



**MARCH 2008 – 4.3 m.Ton Clinker**



**MAY 2009 – 6.5 m.Ton Cement**



**THE FASTEST COMPLETED PLANT IN TURKEY**

## AS CIMENTO BECAME AN IMPORTANT PLAYER IN CEMENT SECTOR

SECTOR RANK			ISO RANK			COMPANY	Revenues (mn.TL)		Change
08	07	06	08	07	06	(# OF PLANTS)	08	07	(%)
1	1	1	52	51	59	AKÇANSA (3)	791	680	16
2	2	2	75	81	79	ÇİMSA (5)	606	507	20
3	3	3	108	97	107	NUH ÇİMENTO	463	438	6
4	15	19	170	287	336	LİMAK ÇİMENTO (5)	299	170	76
5	4	5	175	144	155	ADANA ÇİMENTO	294	314	-6
6	5	10	196	154	230	SET ÇİMENTO (3)	266	296	-10
<b>7</b>	<b>19</b>	<b>21</b>	<b>215</b>	<b>352</b>	<b>416</b>	<b>AS ÇİMENTO</b>	<b>248</b>	<b>134</b>	<b>85</b>
8	7	7	221	197	169	ÇİMENTAŞ (4)	244	239	2
9	6	4	230	177	148	ÇİMPOR (3)	236	264	-11
10	16	17	241	296	309	AŞKALE ÇİMENTO (2)	220	166	33
11	8	6	248	212	156	BATIÇİM	216	226	-4
12	12	15	255	263	291	MARDİN ÇİMENTO	211	182	16
13	20	16	270	356	302	ÇİMKO (3)	200	131	53
14	9	8	279	239	213	ÜNYE ÇİMENTO	194	199	-3
15	11	9	321	259	218	KONYA ÇİMENTO	170	185	-8
16	10	11	326	242	250	BURSA ÇİMENTO	169	197	-14
17	17	12	344	304	259	BOLU ÇİMENTO	158	160	-1
18	18	14	352	306	284	LAFARGE ASLAN ÇİMENTO	153	158	-3
19	14	18	375	278	314	GÖLTAŞ	142	172	-17
20	13	13	380	271	264	DENİZLİ ÇİMENTO	140	175	-20
21	24	26	410	697	981	ADOÇİM	131	65	102
22	21	20	470	358	346	BAŞTAŞ ÇİMENTO	111	130	-15
23	23	23	597	618	508	ELAZIĞ ÇİMENTO	87	75	16
24	22	22	617	499	421	BATISÖKE ÇİMENTO	84	97	-13
25	25	24	861	823	810	KARS ÇİMENTO	54	53	2
26	26	25	-	840	872	AFYON ÇİMENTO	40	51	-22

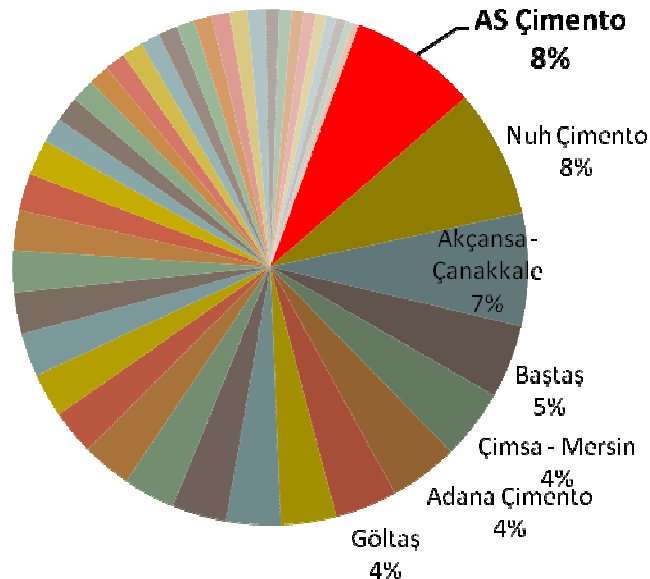
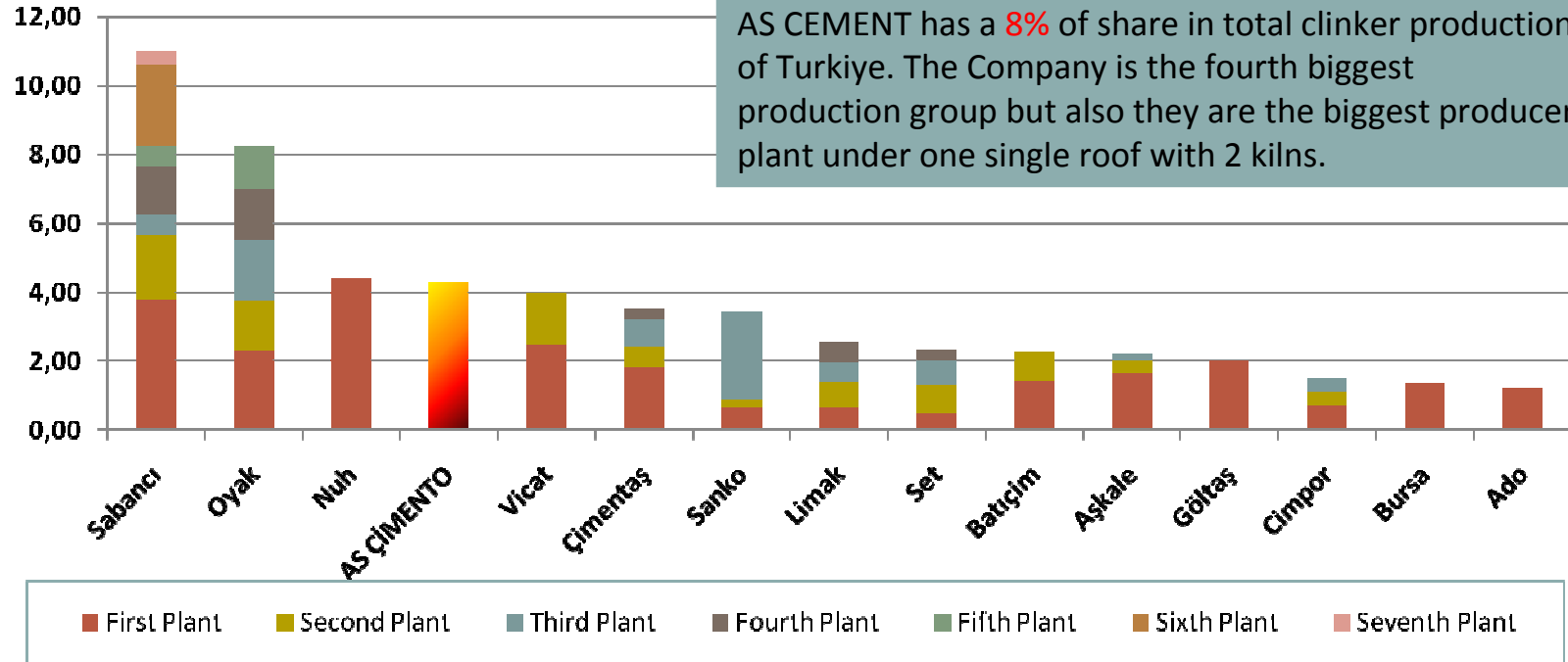
ISO 500 BIGGEST MANUFACTURING COMPANIES

## AS CIMENTO BECAME AN IMPORTANT PLAYER IN CEMENT SECTOR

SECTOR RANK	TIM Rank		COMPANY (# OF PLANTS)	2008 Export (USD)
	2008	2007		
1	119	169	Çimsa (5)	114,278,974
<b>2</b>	<b>129</b>	<b>513</b>	<b>AS ÇİMENTO</b>	<b>106,422,367</b>
3			Limak (5) **	100,000,000
4			Çimentaş (2) *	83,622,200
5			Akçansa (3) *	83,323,800
6			Ünye Çimento *	60,944,071
7			Adana Çimento *	56,754,819
8	445	312	Nuh Çimento	33,502,956
9	538		Adoçim	28,481,258
10	597		Göltaş	26,117,741
11	664		Konya Çimento	23,748,794
12	687	689	Batıçim	23,019,187
13	729		Aşkale	21,836,622
14			Bolu Çimento	18,819,468

TIM 1000 – BIGGEST EXPORTER COMPANIES

## TURKISH CLINKER MANUFACTURERS



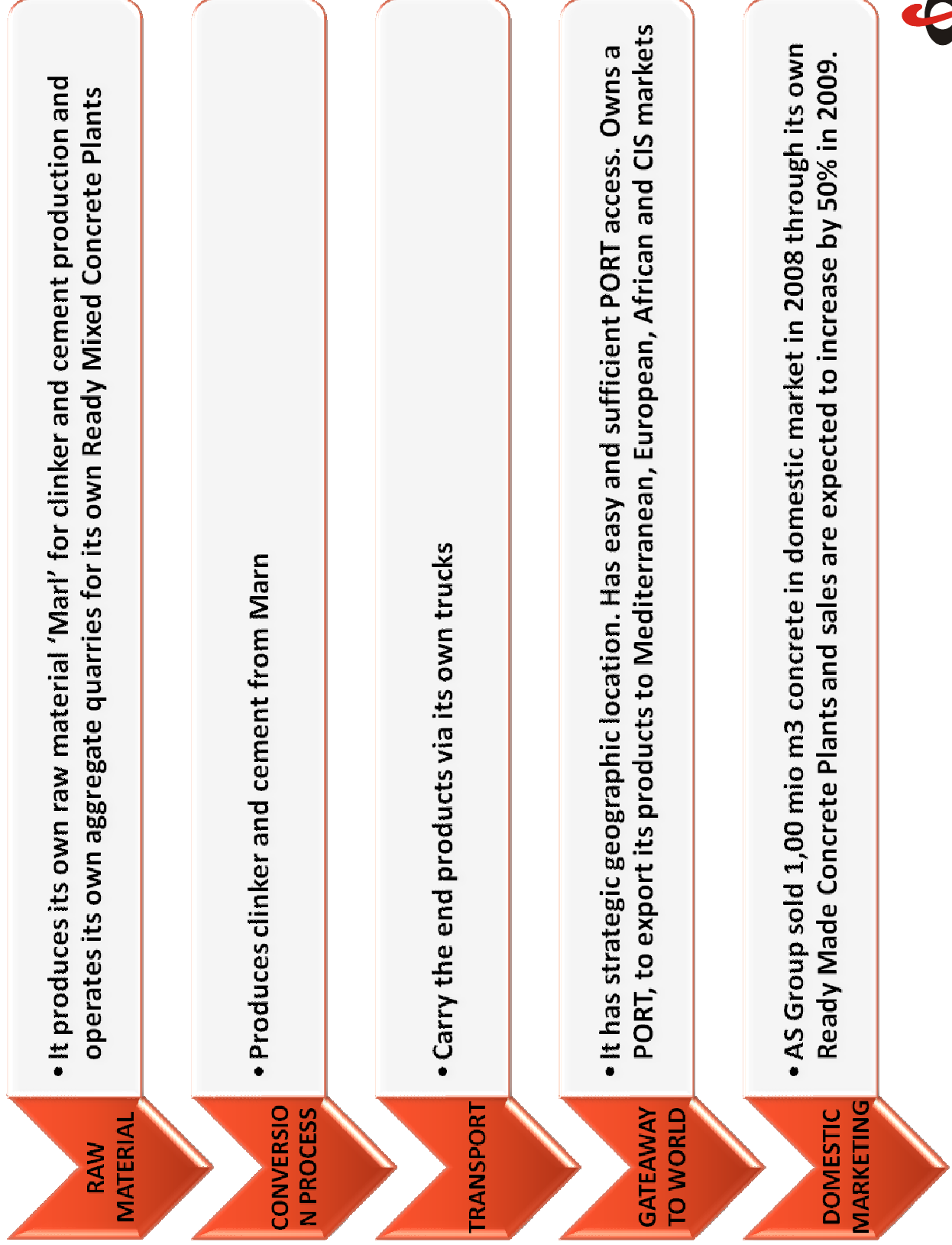
### SECTOR POSITION (2009/11)

	AS CEMENT		TURKEY
	SHARE	TON	TON
<b>EXPORT SALE*</b>	<b>12%</b>	<b>1.581.604</b>	<b>13.547.949</b>
<b>DOMESTIC SALE*</b>	<b>3%</b>	<b>1.078.763</b>	<b>33.544.525</b>
<b>TOTAL SALE*</b>	<b>6%</b>	<b>2.660.367</b>	<b>47.092.474</b>
<b>CLINKER PRODUCTION*</b>	<b>6%</b>	<b>2.322.433</b>	<b>39.580.393</b>

\* SOURCE: Turkish Cement Manufacturers Association

# VERTICALLY INTEGRATED SUCCESSFULLY

## VERTICALLY INTEGRATED



## QUALITY OF AS CEMENT IS CERTIFACETED

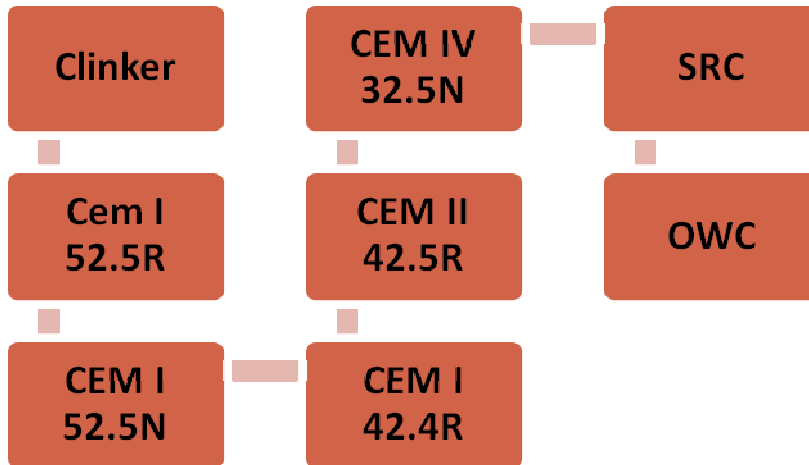
Certificates	CE	TSE	GOST	REACH	SONCAP	SII	ANEOR	API	ISO
CEM I 52.5 R	√	√				√			√
CEM I 52.5 N	√	√							
CEM I 42.5 R	√	√	√	*	√				
CEM I 42.5 N	√		√						
CEM II 52.5 N	√								
CEM II 42.5 R	√	√	√	*	√				
CEM II 42.5 N	√	√	√						
CEM II 32.5 N	√	√							
CEM II 32.5 R		√							
CEM IV 32.5 N	√	√	√						
SRC 42.5	√	√					*		
OWC		√						*	

## CERTIFICATES

- CE (Conformité Européenne) certifies conformity with the standards of European Union.
- TSE (Türk Standartları Enstitüsü) certifies conformity with the standards of Turkey.
- GOST (Gosudarstvennyy Standart) certifies conformity with the standards of Commonwealth of Independent States which includes Russia, Belarus, Ukraine, Moldova, Kazakhstan, Azerbaijan, Armenia, Kyrgyzstan, Uzbekistan, Tajikistan, Georgia, and Turkmenistan
- REACH (Registration, Evaluation, Authorisation and Restriction of Chemicals) certifies conformity with the chemicals standards of European Union.
- SONCAP (Standard Organisation of Nigeria Conformity Assessment) certifies conformity with the standards of Nigeria.
- SII (Standards Institution of Israel) certifies conformity with the standards of Israel.
- ANEOR (Spanish Association of Standardization and Certification) certifies conformity with the standards of Spain.
- API (American Petroleum Institute) certifies conformity with the standards of US petroleum and natural gas industry



## WIDE PRODUCT RANGE



## SALE TERMS & PACKAGING FACILITIES

### TERMS:

- ❖ **FOB** and **EX-Works** Sale for Export
- ❖ **At Site** and **EX-Works** Sale Domestic

### PACKAGES:

- ❖ Bulk
- ❖ Big Bag (1.5 ton Bulk in Jumbo Bag)
- ❖ Bagged (50 kg Kraft)
- ❖ Sling Bag (30 Bag in Jumbo Bag)

## TAILOR MADE PRODUCTION

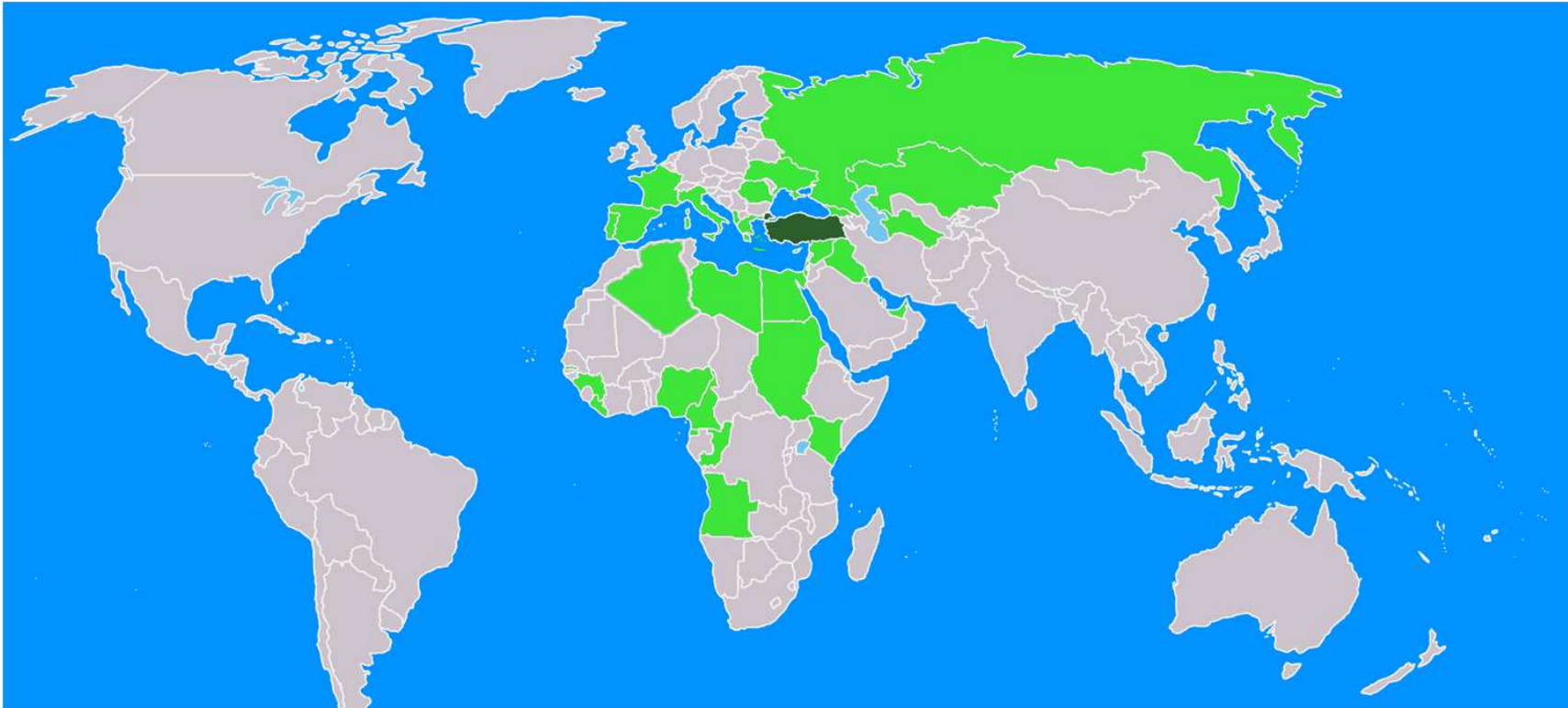
- ✓ Sulphate Resistance Clinker
- ✓ Sulphate Resistance Cement
- ✓ Low Alkali Cement
- ✓ Low Chrome<sup>VI</sup> Cement

## FLEXI PRODUCTION

With under these combinations AS CEMENT has about 50 different products.

This capability comes from its high-tech plant, experienced technical crew and high quality raw material.

## MARKET COVERAGE



## EXPORT MARKET

With having wide product range, AS CEMENT can easily supply different demands form different regions. Besides its wide product range quality of AS CEMENT's products is a key for export markets.

31 COUNTRIES COVERED SO FAR