

MegaMetal™



MegaMetal

megametal.com.tr

About MegaMetal



Operating in oxygen-free electrolytic copper wire production for more than 20 years.

In the ISO500 list - the top 500 Turkish companies, since foundation.

Offering a wide range of products such as aviation, automotive, electrical and electronics, white goods, robotic systems, solar energy and special industrial applications.

Producing in Kayseri, at 75,000 m² wide facilities.

Carrying out a large part of Turkey's superfine copper wire production, with an annual capacity of 48,000 tons,

Implementing responsible production principles at every step, with adoption of nature and people friendly production principles.

Making sustainable growth its priority :

- Production at internationally accepted standards,
- Innovative solutions,
- Technology focused on efficiency,
- Investments in digital transformation.



Vision

Being the leading brand in the global conductor industry, creating value for its stakeholders with innovative and sustainable solutions.



Mission

Adding value to all its global stakeholders by:

- Making environment-friendly and profitable investments.
- Providing high quality, reliable products and services.
- Achieving continuous employee and technology development.

Values



Board of Directors



Cüneyt Ali TURGUT (Chairman and CEO)

Born in Istanbul in 1970, Cüneyt Ali Turgut graduated from Istanbul University, Faculty of Economics in 1996. Cüneyt Ali Turgut, who has been engaged in trade for many years, continues to serve as the Chairman of the Board of Directors and CEO of Mega Metal Sanayi ve Ticaret A.Ş. as of 2004.



Abdullah TURGUT (Vice Chairman)

Born in Istanbul in 1976, Abdullah Turgut graduated from The American College Department of Business Administration in 1995. Between 2006 and 2013, he served as the CEO of Dost Saat Ltd. Şti. Since November 2013, he has been serving as the Vice Chairman of the Board of Directors of Mega Metal Sanayi ve Ticaret A.Ş.



Mehmet Emin TURGUT (Board Member)

Born in Istanbul in 1992, Mehmet Emin Turgut graduated from Bilgi University, Faculty of Economics and Administrative Sciences in 2015. Turgut, who has been working as a manager in different departments at Mega Metal since 2015, continues to serve as a Member of the Board of Directors of Mega Metal Sanayi ve Ticaret A.Ş.



İhsan Ahmet TURGUT (Board Member)

Born in Istanbul in 1992, İhsan Ahmet Turgut graduated from Bilgi University, Department of International Relations in 2016. Turgut, who worked as a Sales Manager at Mega Metal between 2016-2019 and as a Director at Servis ve Cepte Tamir A.Ş. between 2020-2021, still serves as a Member of the Board of Directors of Mega Metal Sanayi ve Ticaret A.Ş.



Mehmet Gültekin YILDIZ (Board Member)

Born in Adıyaman in 1965, Mehmet Gültekin Yıldız graduated from Istanbul University Faculty of Law in 1987. Yıldız, who has been working as a freelance lawyer affiliated with the Istanbul Bar Association since 1990, is also a member of Mega Metal Industry and He is a Member of the Board of Directors and Legal Counsel of Ticaret A.Ş.



Meliha Seyhan (Board Member)

Meliha Seyhan holds a bachelor's degree in Accounting from Yıldız Technical University and a bachelor's degree in Business Administration from Anadolu University, and completed her master's degree in Sabancı University Executive MBA program. He started his professional career at Gillette A.Ş. in 1991 and held different managerial positions at P&G and Lila Group. Seyhan, who founded ANKA Holistic Management Consultancy company in 2021, serves as a Member of the Board of Directors of Mega Metal Sanayi ve Ticaret A.Ş.



Mehmet Fatih KERESTECİ (Independent Board Member)

Born in 1977, Mr. M. Fatih Kresteci completed his master's degree at the University of Birmingham in 2000 and held different roles in the Treasury and Capital Markets department at HSBC Bank for 16 years, most recently as a senior manager in charge of the Treasury team, and then left the bank and assumed consultancy duties.



Özlem VİDİN ENGİNDENİZ (Independent Board Member)

He graduated from Istanbul Technical University, Department of Management Engineering. He completed his master's degree at the same University and graduated as a Master Engineer in 1998 with his thesis titled 'Expert Systems in Human Resources Recruitment Processes' and artificial intelligence. In 2003, he assumed his first managerial position, continued to work as Sales and Marketing IT Manager until 2010, then he was appointed as an expat with his family as part of the company's International Executive Development Program, including Information Security and e-learning, and continues to do so. In addition to her corporate career, she has been serving her clients as a life coach and mentor since 2014.

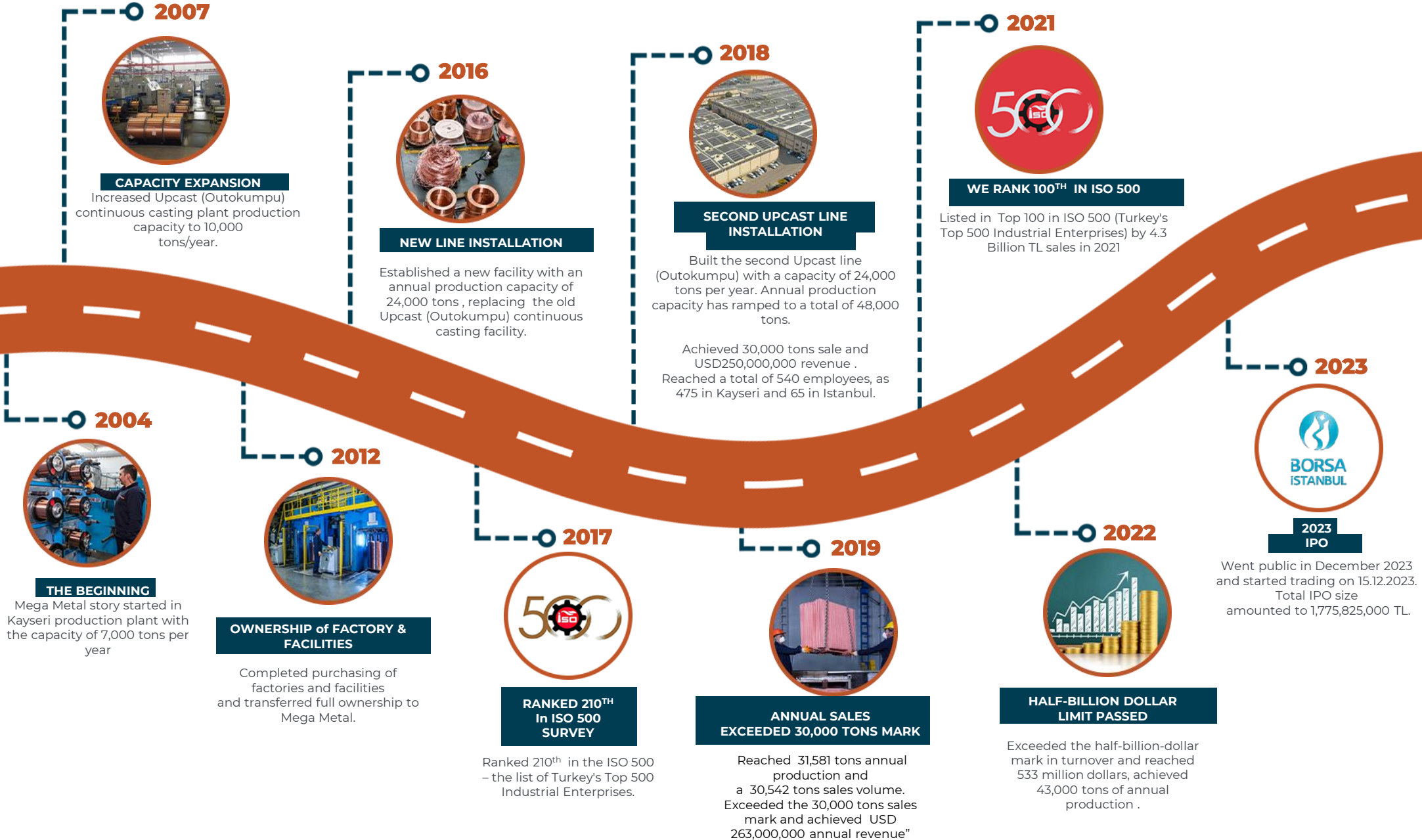


Nihal MASHAKİ SEÇKİN (Independent Board Member)

Ms. Nihal Mashakı Seçkin was born in 1980 and after graduating from Galatasaray University Faculty of Law, she started her career as a lawyer in 2005 and moved to the financial services sector in 2008 and led the design and implementation of the General Secretary of the Board of Directors and committees at the board level as the Company Secretary and Corporate Governance Director at Türkiye Finans Bank. He actively advises global public companies to improve the operations of boards and committees, define internal decision-making processes and controls, and translate corporate governance and sustainability goals into concrete plans.

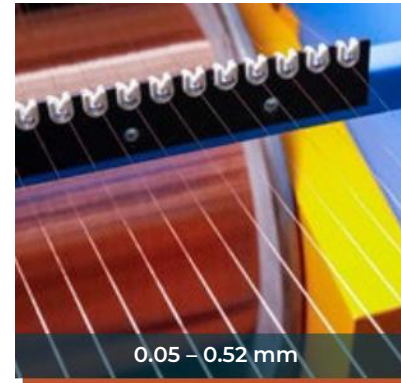
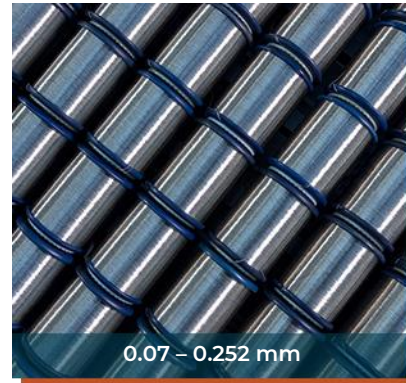
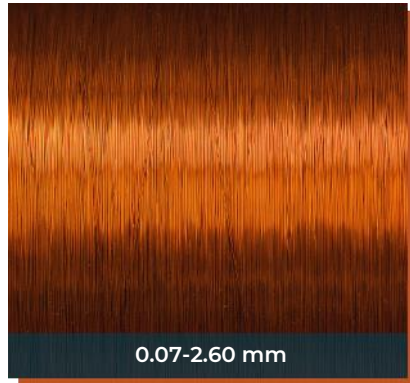
Milestones

We define our processes, which have developed since our establishment, as an exciting journey in which our roots are strengthened. As the Mega Metal family; We remember yesterday very well, we know the value of today very well, and therefore we can look to tomorrow with confidence and faith.



Products

Offering industrial copper wire solutions
Mega Metal products are grouped into five main groups.



Wire rod

Mega Metal, which buys cathode copper as raw material, produces wire rods in its casting facility consisting of two upcast production lines.

Mono wire

With the oxygen-free copper wire production method, 8 mm wire rod wires can be tapered up to 0.07 mm diameter.

Mono Wire types;

- Bare annealed mono wire
- Tinned mono wire
- Silver-plated mono wire

Coil Transfer

Oxygen-free copper wires are transferred to Spirka and Wardwell reels as silver-plated, tin-plated and bare in line with the demands of our customers in high-tech fully automatic coil transfer machines as mono or multi-wired.

Multi-Wire Products

Bare, silver or tin-plated multi-strand products produced in state-of-the-art machines can be tapered down to a single wire diameter of 0.05 mm.

We produce and sell oxygen-free copper wires in multi-strands between 0.05 mm diameter and 0.52 mm diameter up to 16 wires, as well as in our own facility for coil transfer and twisted wire production.

Twisted Products

It is produced by compressing and twisting thin wires of a specific number and diameter.

Silver-plated, tin-plated and bare twisted products are produced in our high-tech production lines.

Mega Metal at a Glance



Experience
over 20 years



75.000 m²
total area



712 employees



European market
leader in the
superfine wire
group



Exporting to
30+ countries



48.000 m²
indoor area



Annual
capacity of
48,000 tons



Public
company



USD 494
Million
Revenue



21% of total
sales is into
Automotive
Industry

Our Locations

MegaMetal™

*U.S.
Office*

Head Office

*Production
Facility*



U.S. Office



Connecticut Financial Center, 157
Church Street, Floor 19 New Haven,
06510 CT, USA



+1 475 600 91 81

Head Office



Maslak Office Building Maslak Mh.
Sümer Sk. No:4 K:12 34485 Sarıyer
İstanbul, Türkiye



+90 212 243 54 54

Production Facility

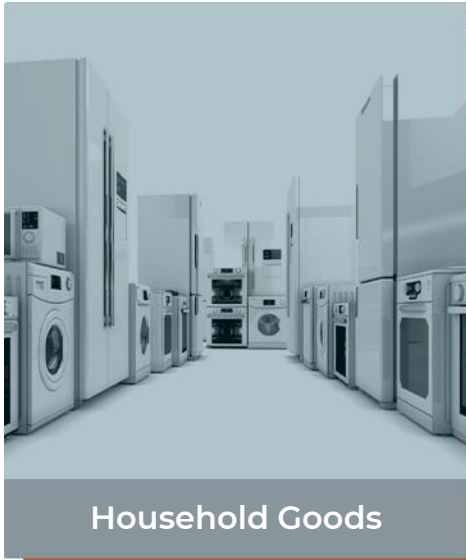


Organize Sanayi Bölgesi
12. Cad. No: 61
Kayseri, Türkiye



+90 352 322 05 60

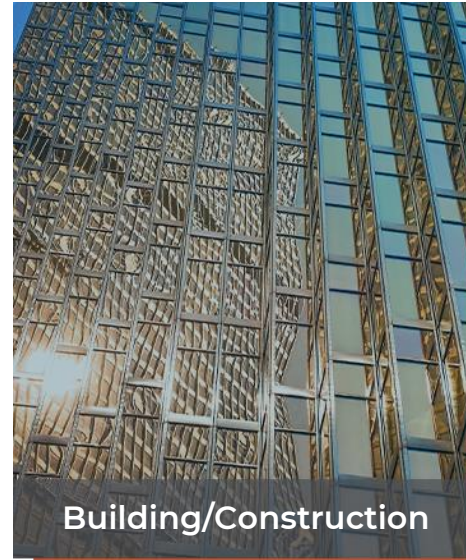
Industry Coverage of Products



Household Goods



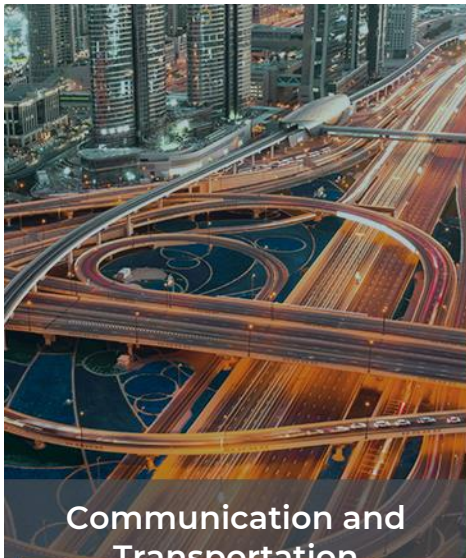
Automotive



Building/Construction



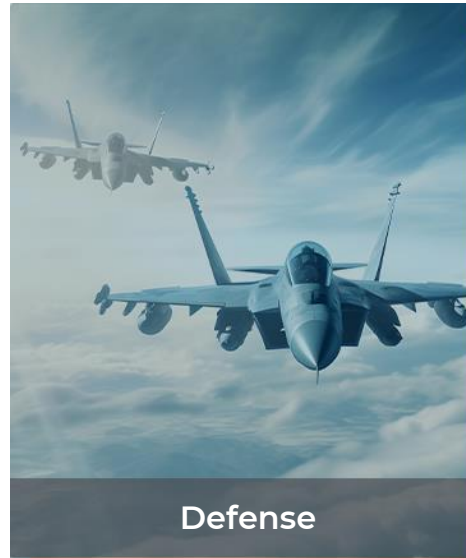
Energy



Communication and
Transportation



Industrial Applications



Defense



Medical Equipments

Company Strengths

Strong Industry Knowledge and Experience

Strong Quality Management

High Shipment Performance

Highest Superfine and Coil Transfer Capacity in Europe

Sustainability - Use of materials suitable for recycling

Ability to Act Flexibly for Customer Needs

Oxygen-Free Copper Wire Production

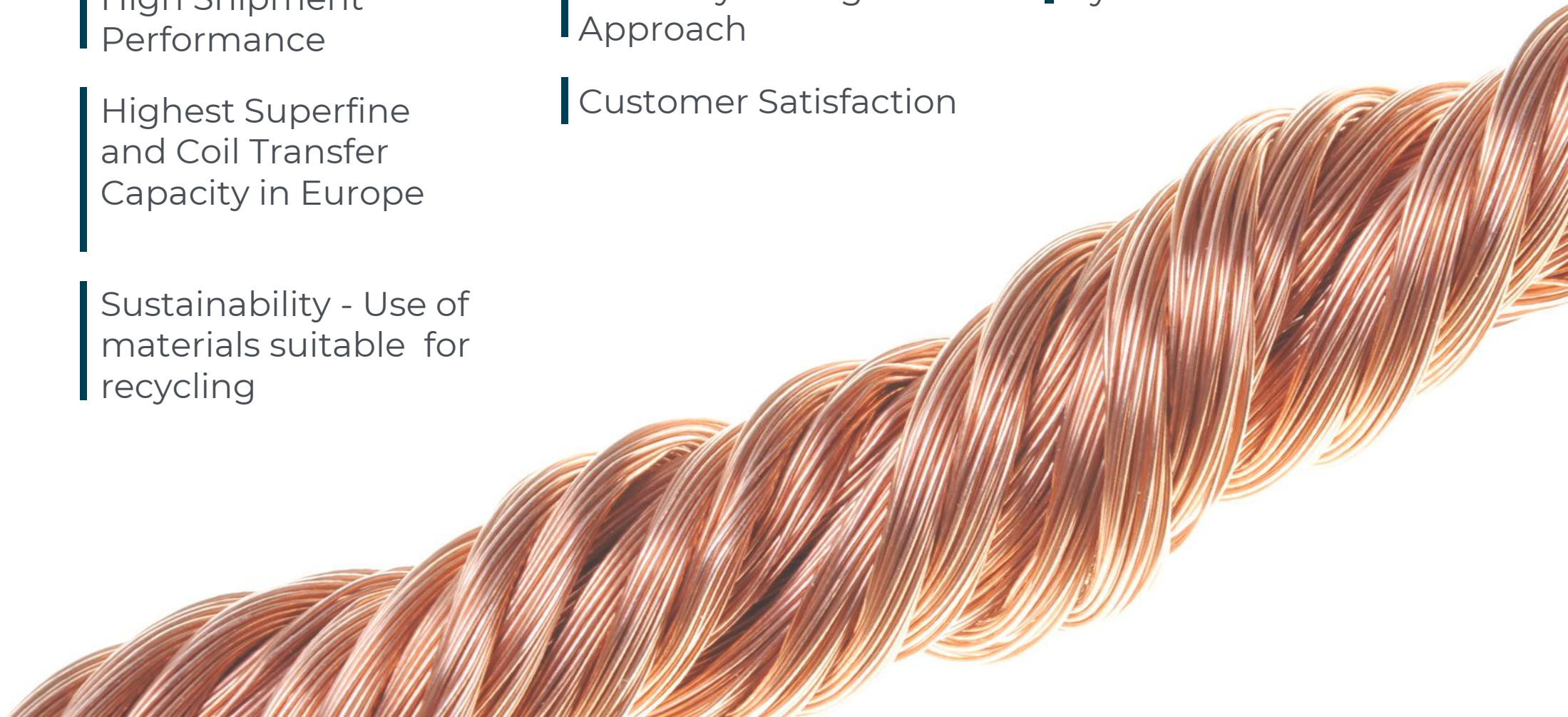
Visionary Management Approach

Customer Satisfaction

Production Technology

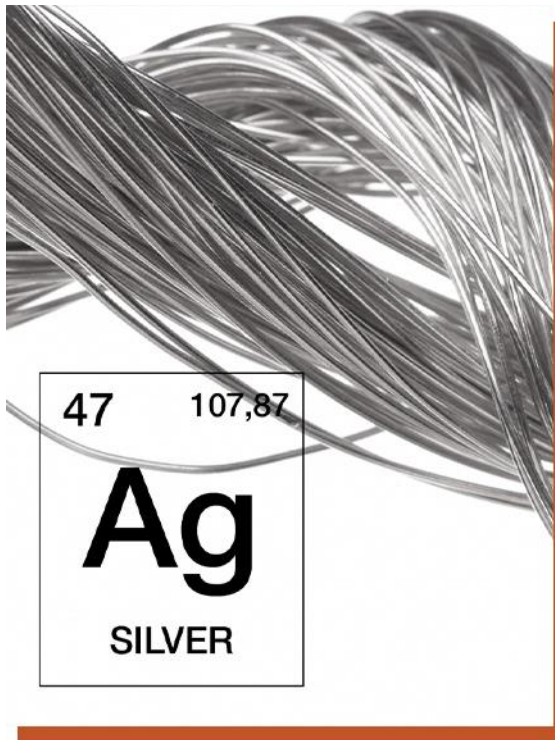
Product Variety

Hedging Sales Structure by nature



Surface Types

Mega Metal can produce on different types of surfaces.



Silver-plated Copper

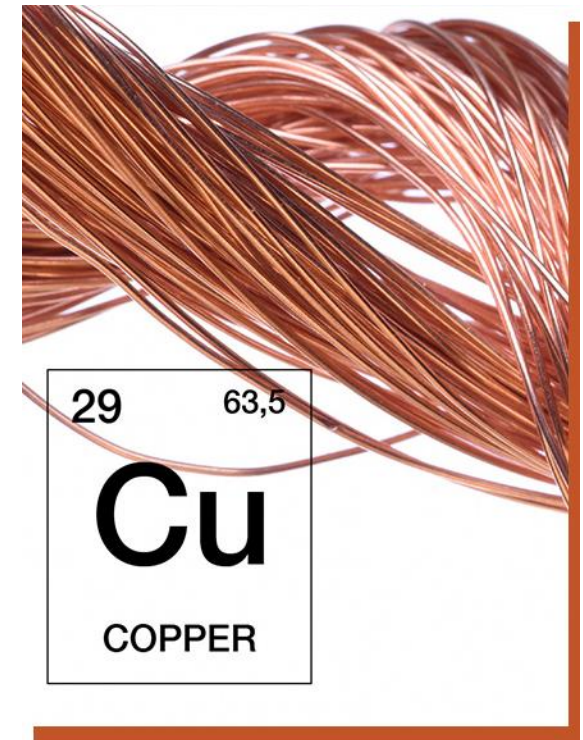
It is manufactured to be resistant to high temperature and corrosion and is widely used in aerospace, medical, high-frequency broadcast cables, robotics and many more industries.



Tin-plated Copper

Thanks to their high conductivity and corrosion resistance, they are a preferred option in electrical transmission.

It is preferred in various application areas from telecommunication infrastructure to solar panels, from automotive to robotics industry.

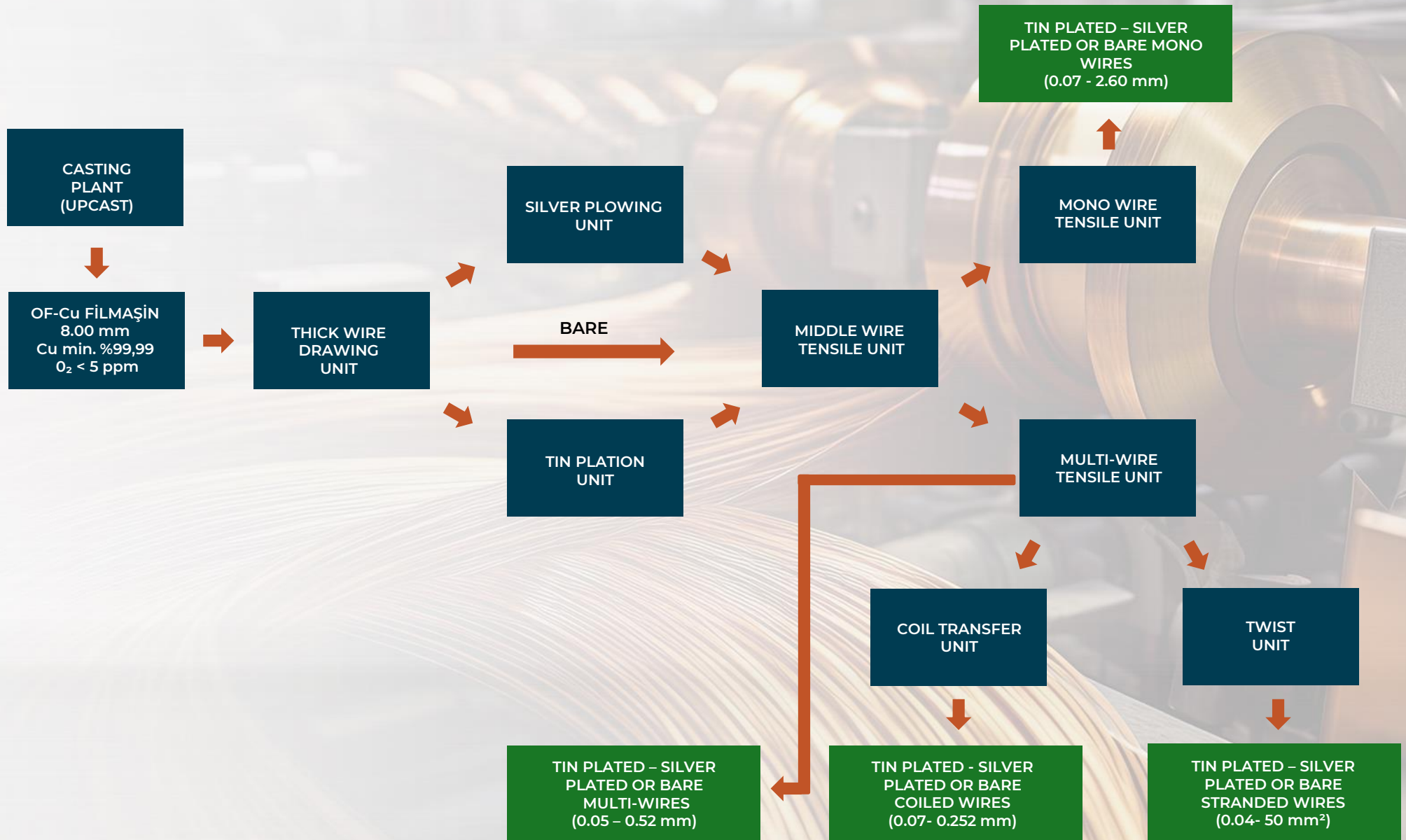


Bare Copper Wires

They offer durable and reliable transmission solutions that have a wide range of applications.

From electronics to the automotive industry It has a wide range of applications in many areas.

Production System



Export Markets

MegaMetal™

Exporting to 30+ countries.
85% of exports are to European Union countries.

- Italy
- Germany
- France
- Slovakia
- Poland
- Austria
- Switzerland
- United Kingdom
- Romania
- US
- Canada
- Czech Republic
- Spain
- Bosnia and Herzegovina
- Bulgaria
- Greece
- Hungary
- Portugal
- Mexico
- Tunisia



Copper Wire Market

Global Market

2023 Market Size

- 20.3 Million Tons



2032 Market Growth Expectations

- 33.2 Million Tons
- 5.6% compound annual growth rate (CAGR)

European Market

2023 Market Size

- European Total Market Size: 3.7 Million Tons
- European Weak Current Market Size: 900,000 tons
- European Uninsulated Weak Current Market Size : 225,000 tons



2032 Market Growth Expectations

- 5.1 Million Tons
- 3.6% compound annual growth

US Market

2023 Market Size

- US Total Market Size: 2.9 Million Tons
- US Weak Current Market Size: 760,000 tons
- US Uninsulated Weak Current Market Size: 190,000 tons



2032 Market Growth Expectations

- 5.4 Million Tons
- 7.2% compound annual growth



Industry Opportunities For Copper Wire



Electrification and Renewable Energy

Copper wire is an essential component for energy transmission and distribution. The increasing demand for renewable energy and electrification is also increasing the demand for thin copper wire.

Renewable energy systems such as solar panels and wind turbines require significantly more copper than conventional energy systems. As emerging economies continue to grow, the need for reliable and efficient energy transmission and distribution systems is increasing.



Growth in the Electronics Industry

The growing telecommunications industry is increasing the demand for electronic devices.

The proliferation of smartphones, tablets, computers, and other electronic devices is also increasing the demand for thin copper wire.

As the global market of the electronics industry grows, the demand for thin copper wire will also increase.



Infrastructure Projects

The increase in construction linked to transportation and clean energy infrastructure is increasing the use of copper wire. As countries seek to build more efficient and sustainable energy systems, opportunities in this area are increasing.



Transformation in the Automotive Industry

The automotive industry's shift towards electric vehicles increases the demand for copper wire for battery systems and charging infrastructure, copper wire usage is quadrupled in electric vehicles than those combustion engines.



High Technology & Innovation

Digital transformations such as 5G technology, high-speed internet, IoT, and smart cities increase the use of thin copper wire with high conductivity.



Sustainability and Recycling

The growing global demand for sustainability and the use of environmentally friendly materials is increasing the demand for the industry due to the recyclability of copper. This creates opportunities for both new and recycled copper.

These opportunities provide growth and expansion opportunities for industry players, enabling increased investments and innovations in the fine wire copper sector. Emerging technologies and changes in global economies, making the role of thin copper wire even more important.x"

Balance Sheets & P/L Tables

Financial Performance Summary

Million TL

Financial Summary (TL)	31.12.2022	31.12.2023	Change (%)
Current Assets	1.971	4.168	111,42
Fixed Assets	1.591	2.689	69,02
Total Assets	3.562	6.857	92,48
Short-Term Liabilities	2.248	3.502	55,75
Long-Term Liabilities	491	587	19,61
Equity	822	2.768	236,36
Total liabilities and equity	3.562	6.857	92,48

Million TL

Financial Summary (TL)	31.12.2023	31.03.2024	Change (%)
Current Assets	4.168	4.737	13,66
Fixed Assets	2.689	2.971	10,47
Total Assets	6.857	7.708	12,41
Short-Term Liabilities	3.502	3.872	10,59
Long-Term Liabilities	587	653	11,26
Equity	2.768	3.181	14,95
Total liabilities and equity	6.857	7.708	12,41

Million TL

Financial Summary (TL)	31.12.2022	31.12.2023	Change (%)
Sales	8.840	11.726	32,65
Gross Margin	681	1.093	60,53
Operating Income	423	671	58,41
EBIT	544	895	64,55
Net Income	81	300	267,95

Million TL

Financial Summary (TL)	31.03.2023	31.03.2024	Change (%)
Sales	2.486	4.420	77,79
Gross Margin	207	425	104,68
Operating Income	110	223	101,64
EBIT	154	302	95,95
Net Income	31	138	343,85

2023 Financial Data Summary

2023 - Net Sale
11.7 Billion TL

2023 - EBITDA
895.5 Million TL

2023 - Net Profit 300.1 Million TL

2022-2023 Net Sale Growth
%32.65

2022-2023 EBITDA Growth
%64.55

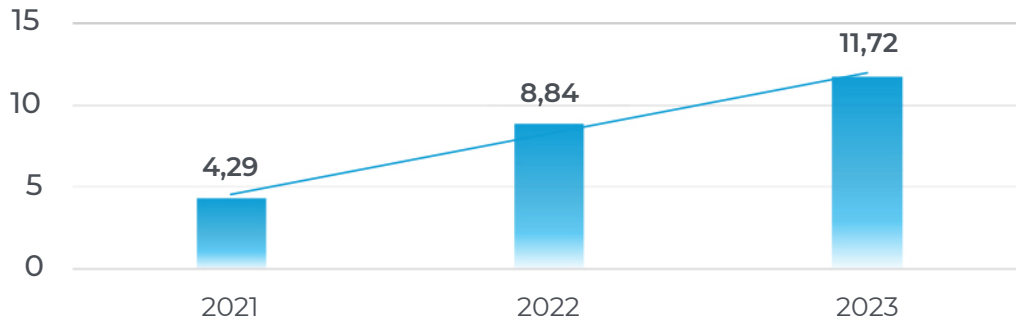
2022 - 2023 Net Profit Growth
%370

MegaMetal™

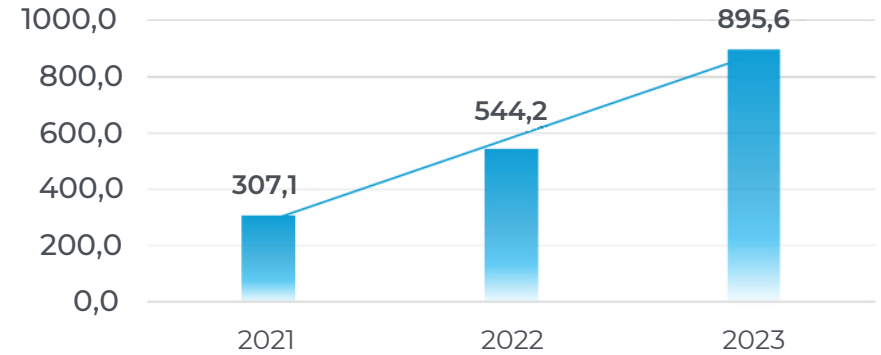
Balance Sheets

2021-2022-2023 Compared

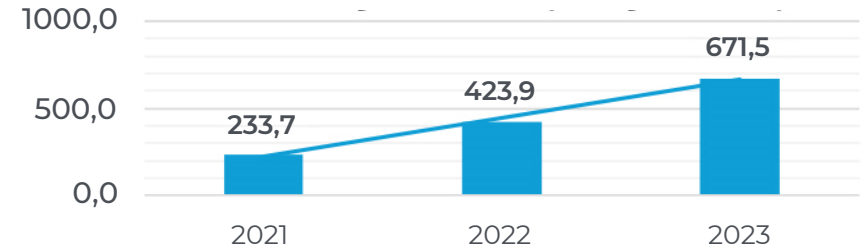
Sales (Million TL)



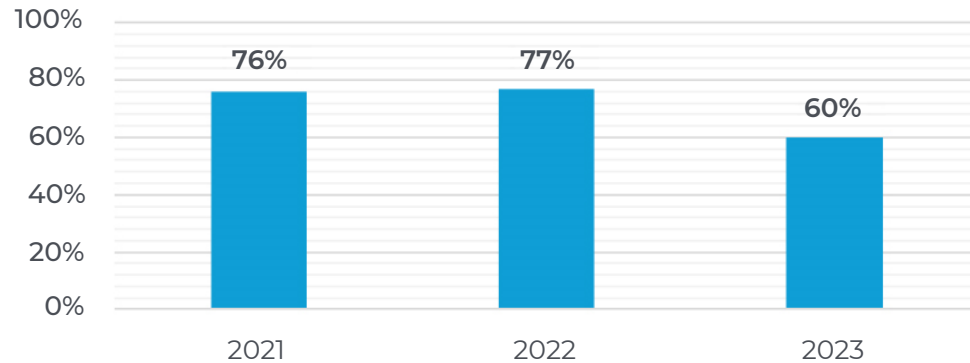
EBIT (Million TL)



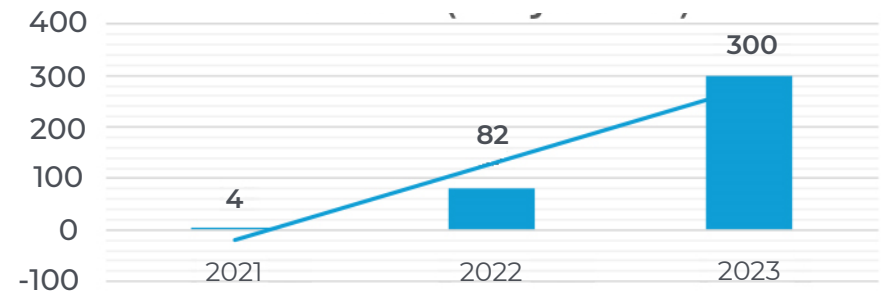
Operating Income (Million TL)



Total Liabilities And Assets



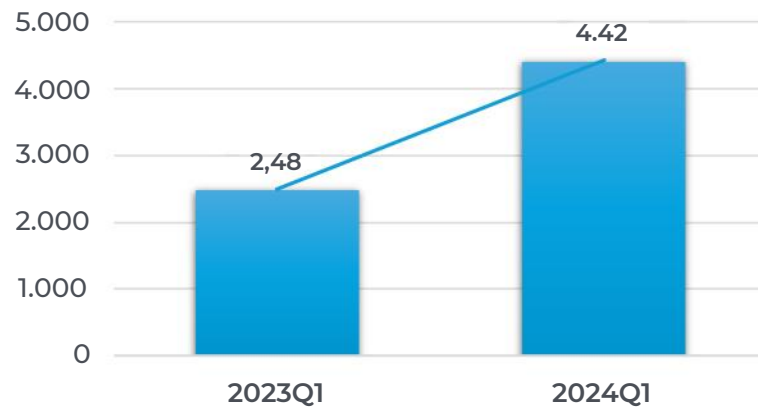
Net Income (Million TL)



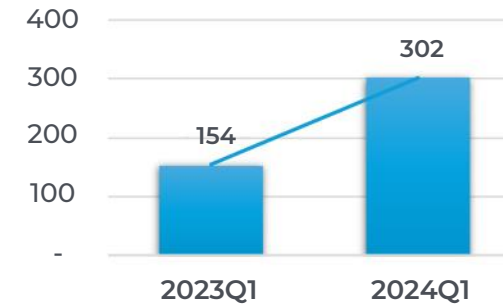
Balance Sheets

Q1 2023 vs. Q1 2024

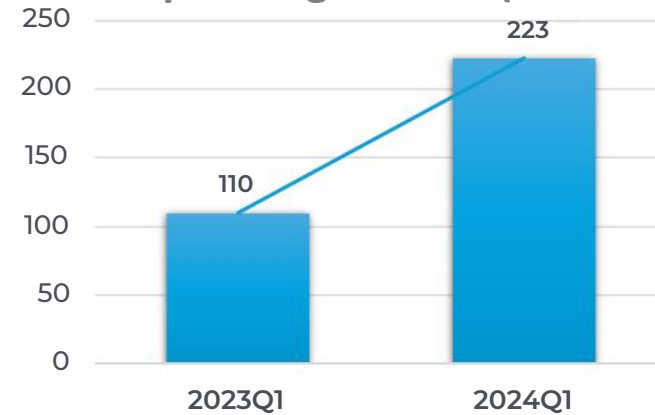
Sales (Million TL)



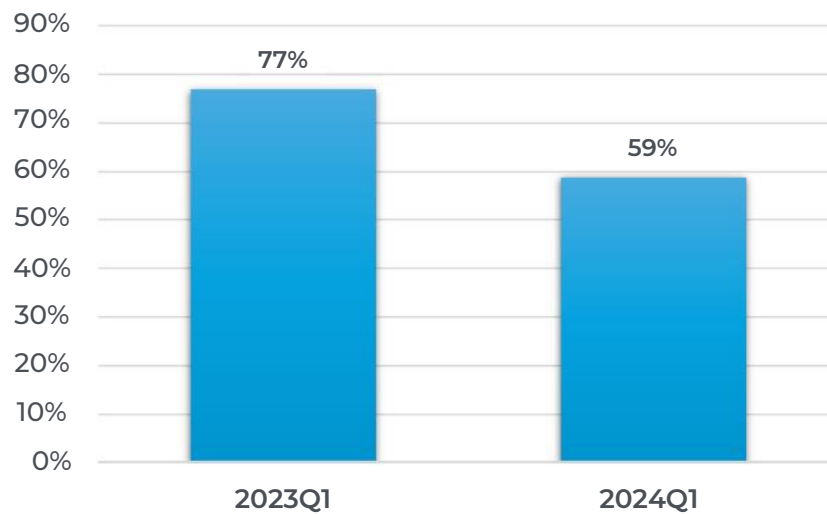
EBIT (Million TL)



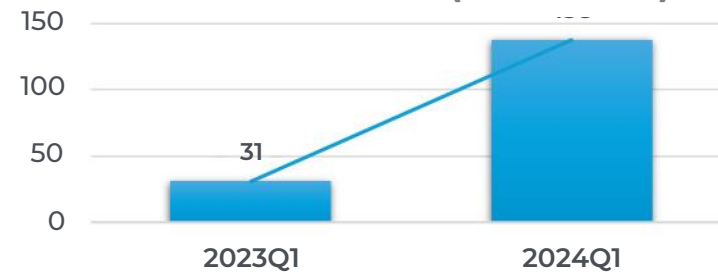
Operating Income (Million TL)



Total Liabilities And Assets



Net Income (Million TL)



Summary of Ratios

MEGA METAL SAN. VE TİC. A.Ş.					
KEY RATIOS & METRICS	2024/03	2023/03	2023	2022	2021
PROFITABILITY					
EBITDA (%)	7%	6%	7.64%	6.16%	7.15%
GROSS PROFIT (%)	10%	8%	9.32%	7.70%	8.31%
NET PROFIT (%)	3%	1%	2.56%	0.92%	0.10%
OPERATING PROFIT (%)	5%	4%	5.73%	4.80%	5.45%
LIQUIDITY					
CURRENT RATIO (X)	1.22	0.9	1.19	0.88	1.00
NET WORKING CAPITAL/ ASSETS (%)	11%	-6%	0.10	-0.08	0.00
LEVERAGE					
EQUITY / NET DEBT (%)	225%	60%	393.78%	59.46%	70.07%
LEVERAGE RATIO (%)	59%	77%	59.64%	76.50%	76.70%
EQUITY / TOTAL ASSETS (%)	41%	23%	40.36%	23.10%	23.55%
SHORT TERM LIABILITIES / ASSETS (%)	50%	63%	51.07%	63.10%	63.05%
EFFICIENCY					
EBIT / EQUITY (%)	31%	53%	25.56%	68.12%	43.22%
OPERATING EXPENSES / NET SALE (%)	5%	4%	3.95%	2.64%	2.79%
EQUITY TURNOVER (X)	6	11	423.65%	1074.23%	735.37%
TRADE RECEIVABLES TURNOVER RATE	23	22	23.33	24.23	36.07
STOCK TURNOVER RATE	33	33	35.89	32.67	49.04
TRADE DEBTS TURNOVER RATE	24	30	30.59	30.90	42.76
COVERAGE					
NET DEBT / EBITDA (%)	1.17	2.34	0.72	2.32	2.49
EBITDA / INTEREST PAYMENT (X)	5.56	24.19	2.70	3.49	5.66

Strategy



Growth

In line with the growth expectation in the market and the company's vision, the production capacity will be increased by 50% in 2025 to 72,000 per year. Removal to ton.

Increasing the US market share with the company established in the USA and establishing, merging or acquiring an additional production facility in the USA for this purpose.



Digital Transformation

Ensuring system integration of end-to-end operational processes with the transition to SAP ERP system, increasing profitability with efficiency and performance measurements.

Creation of a sustainable and reliable system structure in line with the company's growth and globalization targets.



Corporate Governance

Structuring the corporate governance of the company in accordance with the company's globalization goal and CMB compliance rules.



Innovation

Moving our existing PD and RD studies to a more focused area and increasing the profitability of the company with more profitable products by establishing a **R&D** center, while contributing to a sustainable world with less costly, innovative products for the current and future needs of the sector.

Strategic Collaborations: Providing support to startups that develop innovations in the field of materials technology and creating new business areas that will add value to the company by developing strategic collaborations.



Sustainability and Efficiency

Completion of Sustainability Roadmap in 2024

Approximately 35 MW energy production with SPP investment in 3 different regions: Providing 85% of the energy needed our current capacity with a cost advantage : Significant contribution to reducing our carbon footprint

6 Sigma Projects: Cost reductions with efficiency studies in the production facility



People

Strengthening intellectual capital in line with company growth goals with Talent Management, development and talent retention policies.

Sustainability

Green Energy Investments



Support for green energy for environmental sustainability and compliance with the European Green Agreement.

To meet 85% of the company's electricity consumption from renewable energy with SPP projects.

Leading Industrial Organizations with Energy Policy

To consider energy efficiency in the direction of improvement by analyzing the amount of energy consumed per unit of production.

To provide the necessary resources to increase energy performance with the developing technology and to be a pioneer in legal and regulatory practices related to sustainability and energy.



Sustainability and Mega Metal in Future

Completion of the Sustainability Roadmap in 2024

Sustainable development with stakeholders. By continued practices with the motto: "Make It Mega",

To use natural resources in the most efficient way.

To carry out production and marketing activities in accordance with global standards.



Touring around the world 6625 times in 2023...

thank you

MegaMetal™