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WEST EAST SODA

1H 2024 Results

For the Second Quarter and First Half of 2024

28 August 2024

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1H 2024: “Trough” conditions but slightly improved EBITDA per mt

“Trough” market conditions continued in 2Q 2024 – with weak soda ash demand and pricing

Adj. EBITDA per mt[1] improved slightly in 2Q 2024, mainly due to reduced cash costs

Early signs of modest price improvements in Asia during 2H 2024, but pick up in global demand not expected til 2025

Strong Operating Performance

- Increased production of “safe tonnes” and increased sales volumes in 1H 2024 vs. 1H 2023
- 1H 2024 lost time injuries (LTIs) at Eti Soda and Kazan Soda down by 47% and LTI lost workdays down by 70% vs. 1H 2023 due to progress in our “Safety Excellence Journey”
- Production efficiency and utilisation rates at Eti Soda and Kazan Soda in line with management expectations
- Project West, our 100% owned US growth project, has progressed well with permitting progressing ahead of expectations. Final permits to construct expected during late 4Q 2024
- Logistics efficiency improving mainly due to new Terneuzen terminal (Netherlands), improving supply chain reliability and reducing our cost to serve customers
- Senior leadership strengthened with new Chief Commercial Officer and Chief Sustainability Officer

Note: 1. Adjusted EBITDA ($ per mt) is calculated as the Adjusted EBITDA divided by the sales volume (in mt) of soda ash and sodium bicarbonate combined for Eti Soda and Kazan Soda for the period

1H and 2Q 2024 Key Performance Indicators

1H 2024 Highlights

- Sales volume increased by +7% vs. 1H 2023, on track for FY 2024 guidance of 5.2 million mt
- Adj. EBITDA per mt improved in 2Q 2024 vs.1Q mainly due to reduced cash costs
- Adj. EBITDA decreased by (48)% and EBITDA Netback Margin decreased by (9) ppt vs. 1H 2023 as trough market conditions and weak pricing continues
- Free Cash Flow decreased by (60)% due to weaker EBITDA performance, phasing of tax payments and increased maintenance capex
- Net Leverage[4] increased to 2.9x, in line with updated guidance provided at 1Q results. End 2Q cash position of $156 million

2Q 2024 Highlights

- Sales volume increased by +11% vs. 2Q 2023
- Adj. EBITDA per mt increased slightly to $96.8 per mt (from $96.3 per mt in 1Q 2024), mainly due to reduced cash costs, but decreased by (43)% vs. 2Q 2023
- EBITDA netback margin increased by +2 ppt vs. 1Q 2024, as costs reduced, but decreased by (11) ppt vs. 2Q 2023
- Free Cash Flow and FCF conversion decreased due to weaker EBITDA performance, phasing of tax payments and increased maintenance capex

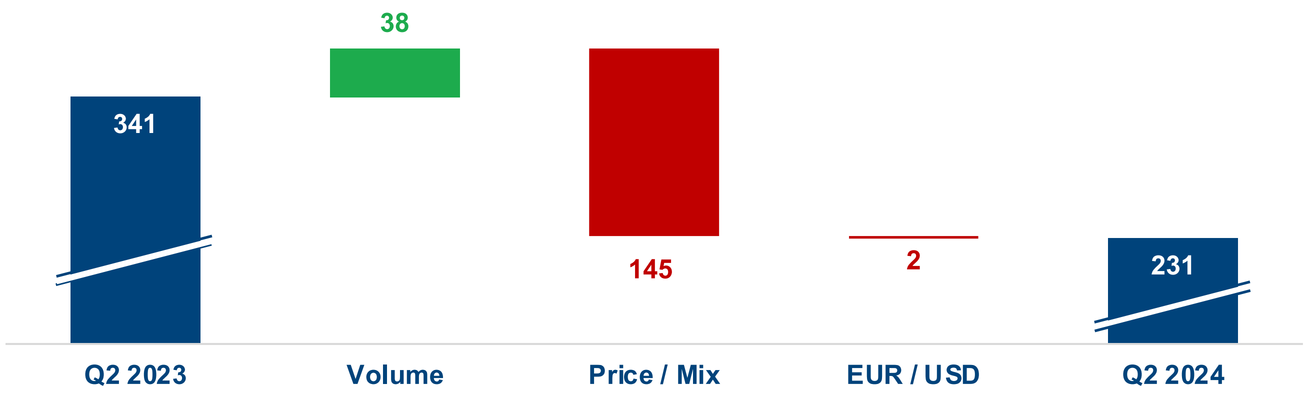
	Second Quarter[3]			First Half[3]		
	2Q 2023	2Q 2024	YoY Change[5]	1H 2023	1H 2024	YoY Change[5]
Sales volume (m mt)	1.1	1.3	11%	2.3	2.5	+7%
Netback Revenue[4] ($ m)	341	231	(32)%	749	460	(39)%
Adjusted EBITDA ($ m)	217	123	(43)%	465	243	(48)%
Netback margin	64%	53%	(11) ppt	62%	53%	(9) ppt
Free Cash Flow ($ m)	160	52	(68)%	392	156	(60)%
FCF conversion	74%	42%	(32) ppt	84%	64%	(20) ppt

Notes: 1. Leverage is based on WE Soda Restricted Group Net Debt. 2. Adjusted EBITDA ($ per mt) is calculated as the Adjusted EBITDA divided by the sales volume (in mt) of soda ash and sodium bicarbonate combined for Eti Soda and Kazan Soda for the period 3. Figures may not add up due to rounding 4. Netback revenue fluctuation partially driven by timing differences in revenue recognition. 5. PPT = percentage points

Netback Revenue[1, 3]

Pricing continues to be impacted by weak soda ash demand in all regions, but stabilised during 1H 2024

2Q 2024 Netback Revenue[1,2] *($ millions)*



1H 2024 Netback Revenue[1,2] *($ millions)*

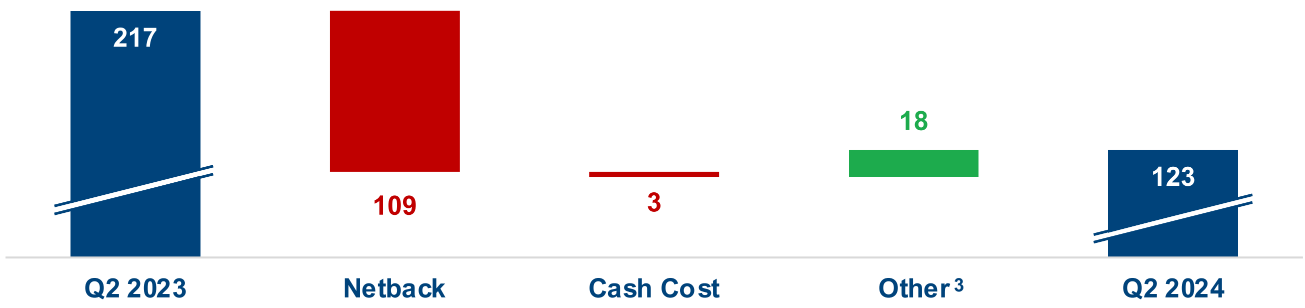
- **1H 2024 Netback Revenue decreased by (39)% to $460 million vs. 1H 2023**
- “Trough” market conditions continue, with weak pricing impacted by the weak soda ash demand in all regions and competitive pressures
- Higher sales volume offset some of the impact of pricing weakness
- Prices stabilised as the period progressed, with the highest netback prices in Europe (incl. Türkiye)
- Early signs of pricing improvements in Asia during 2H 2024

Source: WE Soda. Notes: 1. Netback revenue, Adj. EBITDA, Netback margin and Free Cash Flow are non-GAAP financial measures. 2. Based on IFRS.3. Netback Revenue is calculated as revenue from sales of soda ash and sodium bicarbonate after deducting transportation expenses and export expenses associated with the delivery of product from our production facilities to the point of delivery for the customer.

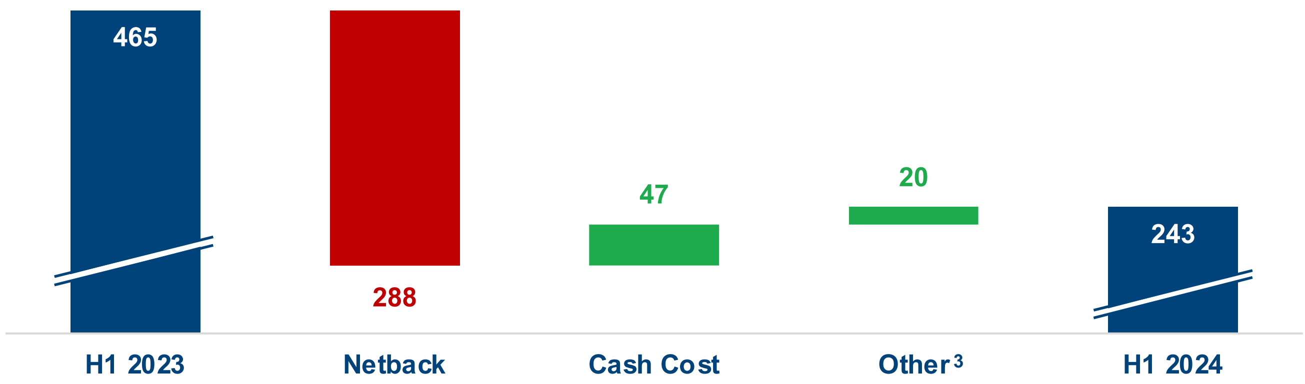
Adjusted EBITDA[1]

Adj. EBITDA declined YoY but improved QoQ
Adj. EBITDA per mt slightly improved QoQ

2Q 2024 Adjusted EBITDA[1,2] *($ millions)*



1H 2024 Adjusted EBITDA[1,2] *($ millions)*



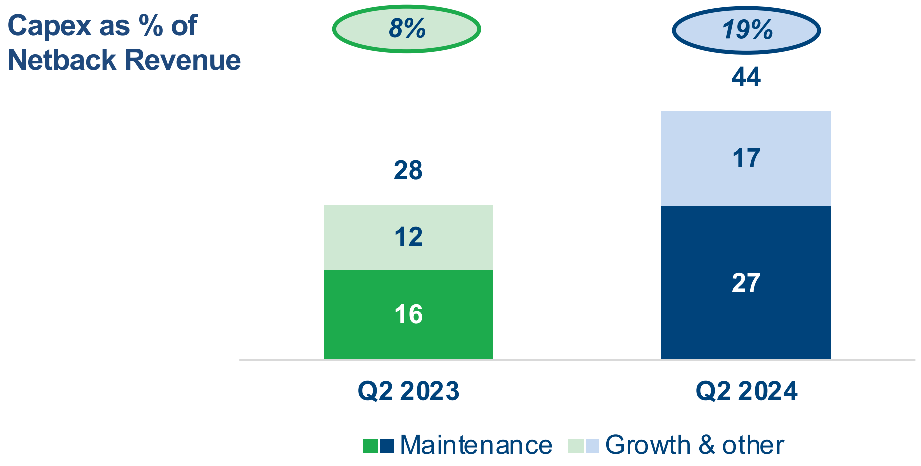
- **1H 2024 Adj. EBITDA decreased by (48)% to $243 million (1H 2023: $465 million)**
- 1H 2024 average Adj. EBITDA per mt of $96.5 showed a QoQ improvement (1Q 2024: $96.3 vs. 2Q 2024: $96.8 per mt), mainly due to reduced cash costs
- **Note:** During 2Q 2024, major planned cogeneration maintenance was undertaken at Kazan Soda:
  - Maintenance work lasted ~50 days, and resulted in $7.3 m lower EBITDA for the quarter, due to the need to procure electricity from the market, as well as the loss of excess electricity sales revenues (net of lower natural gas consumption)
  - If 2Q 2024 Adj. EBITDA is “normalised” for this one-off cogen maintenance expense, Adj. EBITDA per mt improved to $101.1 per mt in 2Q 2024
- **1H Adj. EBITDA Netback Margin decreased by (9) ppt to 53% (1H 2023: 62%),** mainly due to weaker pricing environment, but improved by +2 ppt vs. 1Q 2024 as cash costs reduced during 2Q
- Cash costs declined QoQ mainly due to lower energy costs, partially offset by increased personnel expenses and slightly higher inland transportation costs and other Turkish Lira denominated expenses

Source: WE Soda, Notes: 1. Netback revenue, Adj. EBITDA, Netback margin and Free Cash Flow are non-GAAP financial measures. 2. Based on IFRS. 3. Other includes adjustments for one-off and extraordinary items.

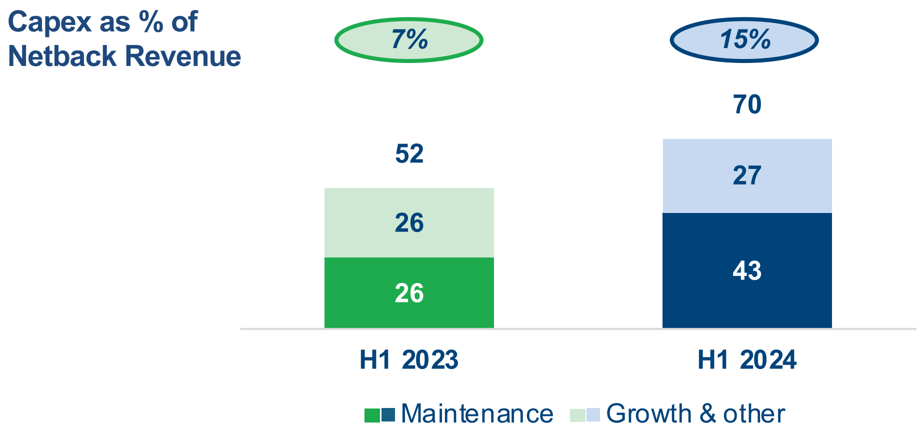
Capital Expenditure[1]

The majority of FY 2024 maintenance capex was completed in 1H 2024
FY 2024 maintenance capex remains at ~\$50m, but growth capex reduced by \$20m (to ~\$45 m)

2Q 2024 Capital Expenditure[1] *(\$ millions)*



1H 2024 Capital Expenditure[1] *(\$ millions)*



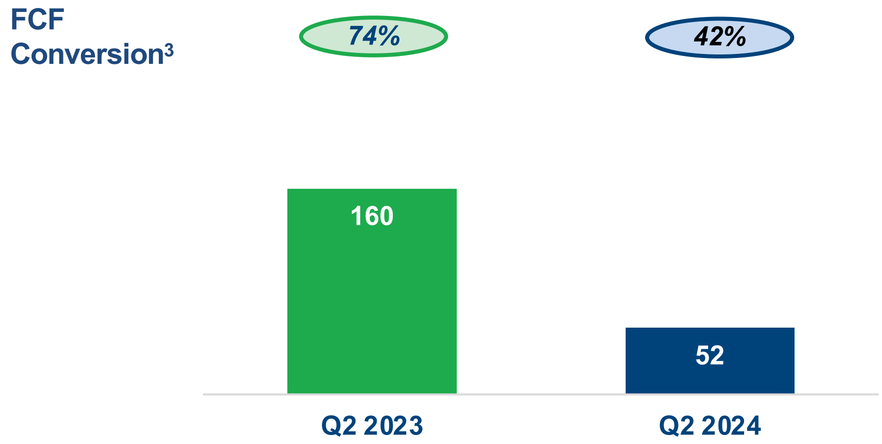
- **1H 2024 maintenance capex** increased by +63% to \$42.7 million (1H 2023: \$26.2 million) mainly due to phasing of new well sets drilled at Eti Soda during 1Q and Kazan Soda during 2Q
- FY 2024 maintenance capex guidance remains at ~\$50 million
- **1H 2024 growth and other capex** increased by +6% to \$27.1 million (1H 2023: \$25.5 million)
- The majority of 2024 growth capex is associated with the Kazan Soda 6th line expansion project, with the bulk of this expenditure now expected in FY 2025
- FY 2024 growth capex guidance is reduced by \$20 million, to ~\$45 million (from ~\$65 million)

:Source: WE Soda, Notes: 1. Based on IFRS.

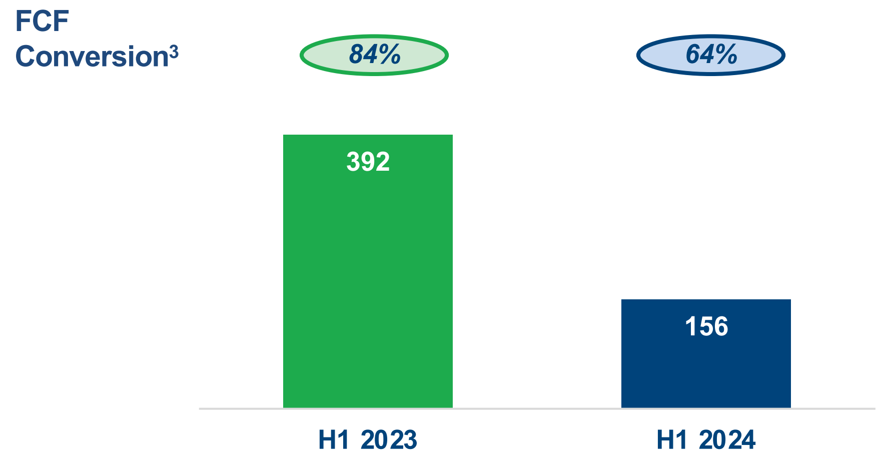
Free Cash Flow[1,2,4]

Free Cash Flow impacted by EBITDA decrease and phasing of tax and capex

2Q 2024 Free Cash Flow[1,2,4] *($ millions)*



1H 2024 Free Cash Flow[1,2,4] *($ millions)*

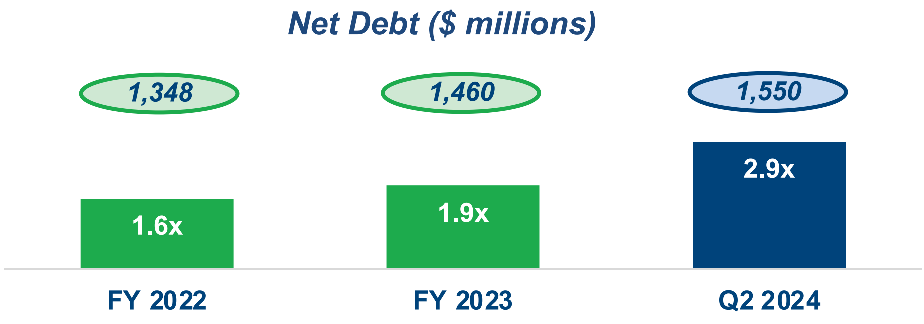


- **1H 2024 Free Cash Flow decreased by (60)% to $156 million (1H 2023: $392 million)**
- Free Cash Flow (FCF) Conversion decreased by (20) ppt to 64% (1H 2023: 84%)
- Free Cash Flow impacted by the lower EBITDA performance, the phasing of tax payments, (in 2Q 2024 outstanding income taxes for FY 2023 and 1Q 2024 were paid) and increased maintenance capital expenditures
- **Management believe this is a one-off decline in FCF conversion, and expect FCF conversion to normalise to historic levels during 2H 2024**

:Source: WE Soda. Notes: 1. Netback revenue, Adj. EBITDA, Netback margin and Free Cash Flow are non-GAAP financial measures. 2. Based on Adjusted EBITDA – Maintenance Capex – Taxation. 3 Defined as Free Cash Flow / Adjusted EBITDA. . 4. Based on IFRS.

Capital Structure & Leverage[1]

Restricted Group[2] Net Debt & Net Leverage[1]



Restricted Group[2] Capital Structure

	Debt *($ millions)*	YE 2023	2Q 2024
WE Soda	TLA	436	-
	RCF	159	155
	Bond	980	1,496*
	Total	***1,575***	**1,650**
Ciner Enterprises	RCF	36	36
Total borrowings		**1,610**	**1,686**
Lease liabilities		19	19
Total gross debt		**1,629**	**1,706**
Cash		169	156
Restricted Cash		-	-
Net Debt		**1,460**	**1,550**
Net Debt / Adj. EBITDA		1.9x	2.9x

(*) The difference, when compared to nominal value of $1,480 million of the bonds, represents the effective interest rate adjustments in accordance with IFRS

- **1H 2024 Net Debt increased slightly to $1.55 billion (YE 2023: $1.46 billion)**
  - **Net leverage ratio[1]:** increased to 2.9x (YE 2023: 1.9x) mainly due to weaker EBITDA performance
  - **30 June 2024 cash balance:** $156 million
  - **RCF limit:** increased to $475 million
  - **Overall liquidity:** $476 million
  - **Intergroup loan receivables:** $910 million, a reduction of (17%) vs. FY 2023. Slight increase in receivables during 2Q 2024, due to interest accruals and FX charges
  - **Dividends:** During 1Q 2024, the total payments to our shareholder (in the form of intergroup loans) was $46.6 million. **No distributions to our shareholder in 2Q 2024**
- **Eti Maden Dividends** (the 26% minority shareholder of Eti Soda)
  - During 2Q 2024, the remaining 2023 FY dividend of $41.6 million was declared, but not paid, to Eti Maden
  - During 1Q 2024, an advance dividend for FY 2023 of $24.1 million and the remaining dividend owed from FY 2022 of $42.7 million (totalling $66.8 million), were paid to Eti Maden
  - The cadence of dividend distributions to Eti Maden is as agreed during the annual general meeting of Eti Soda each year
- **During 1H 2024, we successfully issued $500 million seven-year bonds, completing the full refinancing of our term loan bank debt**
  - A total of $1.5 billion bonds have now been issued, simplifying capital structure
  - Interest rate swaps (from fixed rate to floating rate) executed for full bond amount
  - Credit ratings: Fitch BB- (stable) and S&P BB- (stable)

Source: WE Soda. Notes: 1. Leverage defined as Net Debt / Adjusted EBITDA of the Restricted Group. 2. The Restricted Group consists of WE Soda Ltd and its Restricted Subsidiaries under the WE Soda Senior TLA Facility and the WE Soda RCF Facility, and excludes Kew Soda Ltd, as well as Ciner Enterprises Ltd and its subsidiaries, which are designated as Unrestricted Subsidiaries under such financing arrangements. LTM figures exclude Denmar, a Restricted Subsidiary acquired on June 24, 2023.

2024 Outlook[1] - Improving Trading Conditions in 2H

FY 2024 Outlook[1]

- **FY 2024 production/sales volumes:** guidance remains unchanged at 5.2 million mt (all volumes are contracted for sale). Current trading and 2H 2024 indications support this
- **Supply-demand balances:** Remaining weak but expect to see modest tightening in Asia during 2H 2024, and further modest tightening globally in 2025, as soda ash demand in all regions is supported by global economic recovery and limited additional supply
- **Netback Pricing:** Current trough conditions remain during 2024, impacted by weak soda ash demand in all regions and lower energy costs in Europe. Modest netback price improvements expected from Asia during 2H 2024, with improvements in global average Netback Prices mainly driven by geographic sales mix and lower logistics costs
- **FY 2024 Adjusted EBITDA per mt:** Given YTD performance, supply-demand conditions and pricing outlook, we are reducing our annual average Adjusted EBITDA per mt guidance range to $95 to $100 per mt. However, during 3Q we have started to see an uptick in Netback Pricing from Asia, mainly due to reduced exports from China where domestic supply (mainly Berun) is not being brought on-stream as quickly as expected
- **Kazan 6th line expansion**: The majority of growth capex associated with the Kazan Soda expansion is now expected to occur in FY 2025, mainly due to delays in final environmental permitting (which have now been received)
- **Net Leverage Ratio:** Our LTM Net Leverage Ratio target range of between 1.5x - 2.5x remains unchanged. However, due to ongoing market conditions, our LTM Net Leverage Ratio is expected to remain above 2.5x for the remainder of 2024 and into 2025. Reducing leverage back to within our target range remains a key objective

FY 2024 Guidance

Sales Volume	~5.2 million mt
Adjusted EBITDA	$95 to $100 per mt (from original FY 2024 guidance of $100 to $115 per mt)
Maintenance Capex	~$50 million
Cash Taxes	~$60 million
Growth Capex	+/- $45 million (reduced from ~$65 million)
YE Net Debt[8]	$1.5 to $1.6 billion

Source: WE Soda. Notes: 1. The 2024 outlook and guidance includes the adjusted state share for Eti Soda and Kazan Soda and the Kazan Soda royalty suspension agreement with Park Holding.