### 3Q25 RESULTS INVESTOR PRESENTATION NOVEMBER 2025











#### Welcome to Our **Earnings Presentation**

Page 03-04 3Q25 FINANCIAL HIGHLIGHTS

Page 05-10 **INDUSTRY ENVIRONMENT** 

Page 11-20 **OPERATING & FINANCIALS RESULTS** 

Page 21-23 **STAR REFINERY** 

Page 24-26 SUSTAINABILITY & ESG

Page 27-30 SUPPORTING SLIDES

At the 25th Industrial Energy Efficiency Project Competition organized by the Ministry of Energy and Natural Resources, Directorate of Energy Efficiency and Environment, Petkim was awarded second place with its Energy LP and Column Optimization projects



## 

#### FINANCIAL HIGHLIGHTS

**EBITDA** 

0,4% Margin (114%) QoQ

Cash A

0,6x Current Ratio 38% QoQ

Sales A 

Net Income T **E1.2** BN -0,48 TL/Share 95% QoQ

Net Debt

₺40.9<sub>BN</sub>



#### 3Q25 Highlights



Perfomance was better than in the previous period, but still below the cycle average

Petkim's gross unit margin was USD80/ton and the CUR was 63%

Petkim continues to strengthen its cost-cutting initiatives in the face of TL overvaluation and high inflation
Optimization of fixed and variable cost savings was achieved throughout the year

The upfront collection of construction right fees from STAR Refinery supported Petkim's liquidity and balance sheet Petkim's net debt was realized below USDIbn after receiving lumpsum payment from STAR Refinery

Petkim benefited from the strong results of STAR Refinery Net income of TRY787mn was derived through the equity pickup method in Q3

Two awards were received at the Extel 2025 Europe and EMEA Equities Awards
Petkim once again received awards this year in the categories of 
«Best Company in Investor Relations» and «Best Investor Relations
Team»



Global Petrochemical Market Petrochemical Market in Türkiye



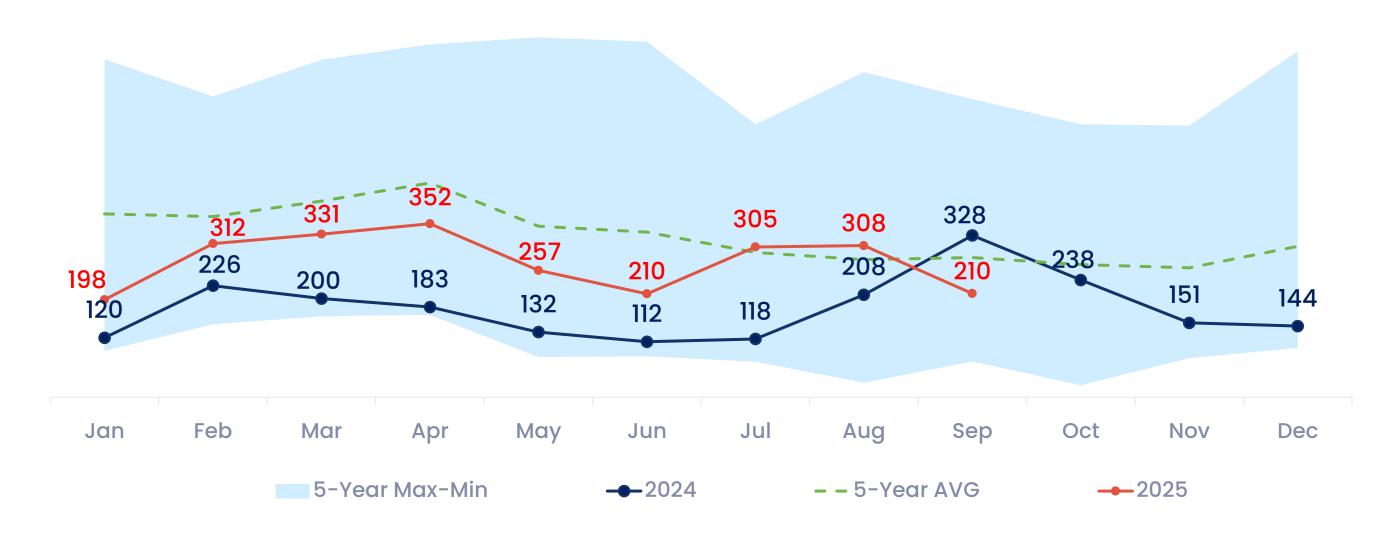


Ethylene-naphtha spread increased by about %2 from USD272/ton in 2Q25 to USD277/ton in 3Q25

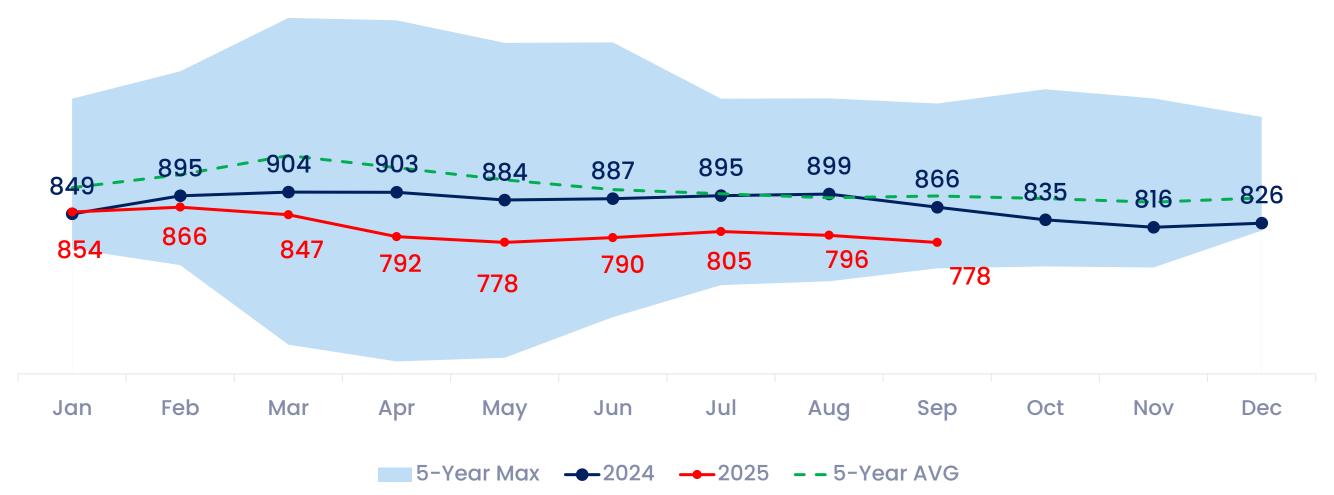
The quarterly average ethylenenaphtha spread stayed largely flat, rising in July-August but weakening in September

There was a decrease of 1% in the 3Q25 PLATTs index compared to the previous quarter

#### Monthly ethylene - naphtha spread (CIF MED spot prices) USD/ton

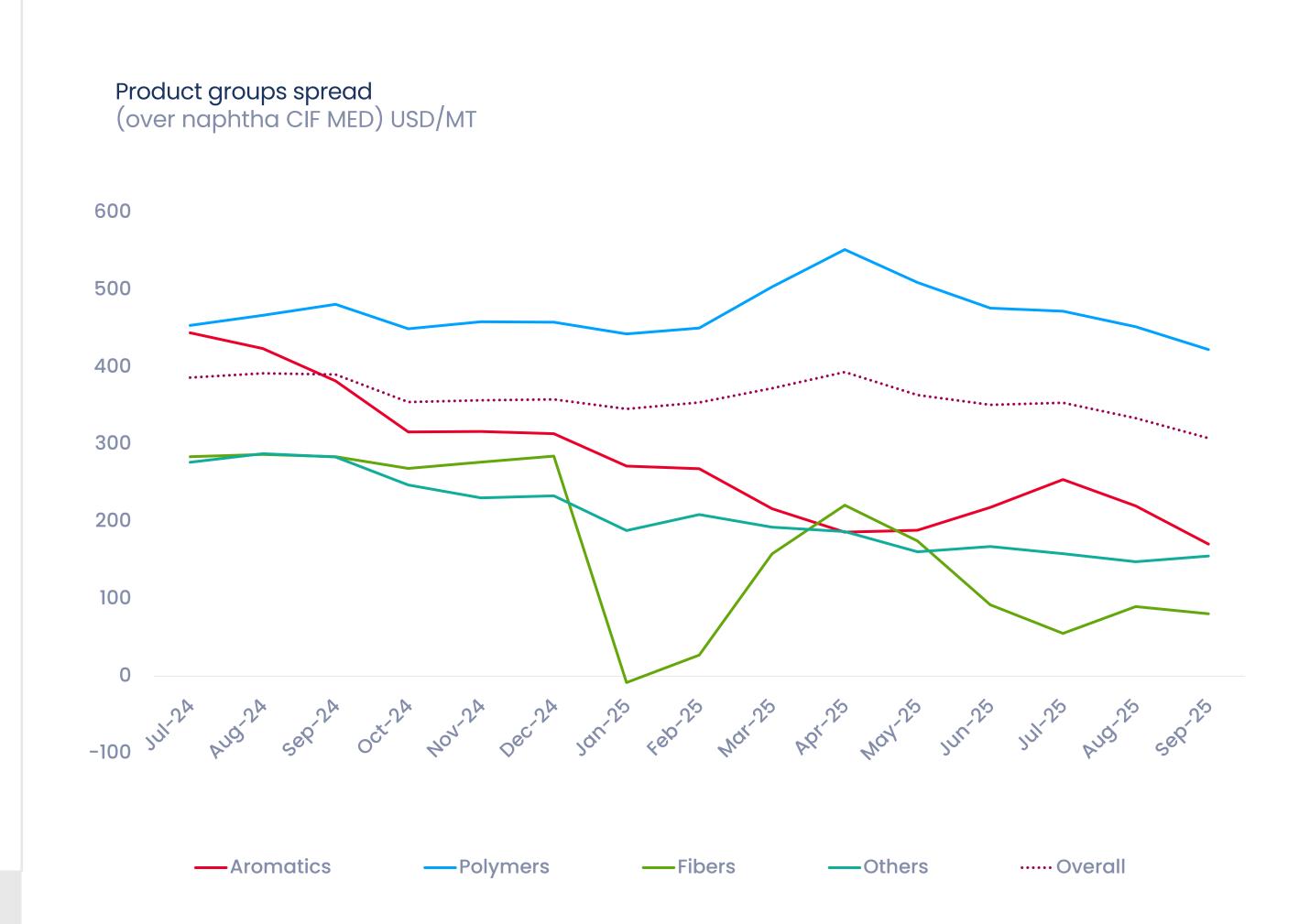


Monthly average Platts index\* USD/ton









#### Key trends in the industry

- Weak demand and oversupply persists
- Geo-political tensions
- Rationalization in petrochemical industry

Margins at polymer unit stagnated close to floor over the last three years as integrated producers concentrated margins upstream at the cracker

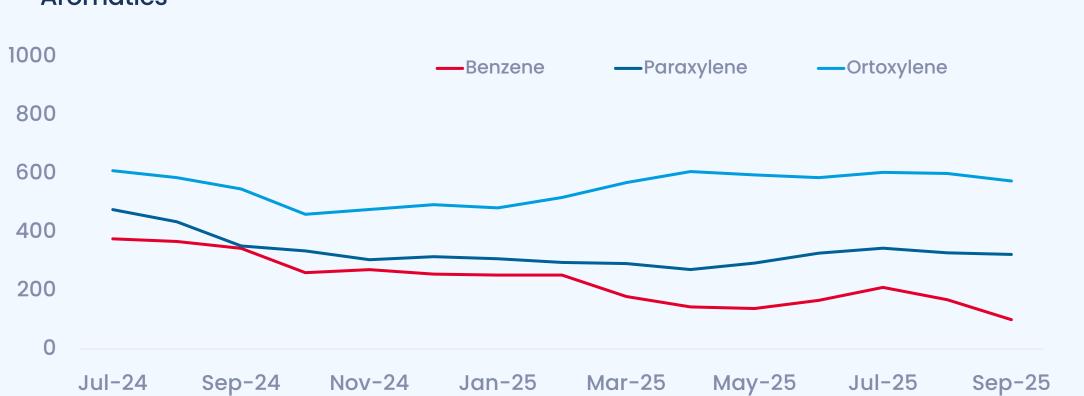
- Profitability at the LDPE and HDPE units stagnated at the historic lows observed over the past three years
- PP unit margins stayed below variable cost breakeven, while integrated producers gained seasonal propane cost advantages upstream
- Prolonged fragile demand headed by weak consumption into styrene depressed benzene prices for fifteen consecutive months into August

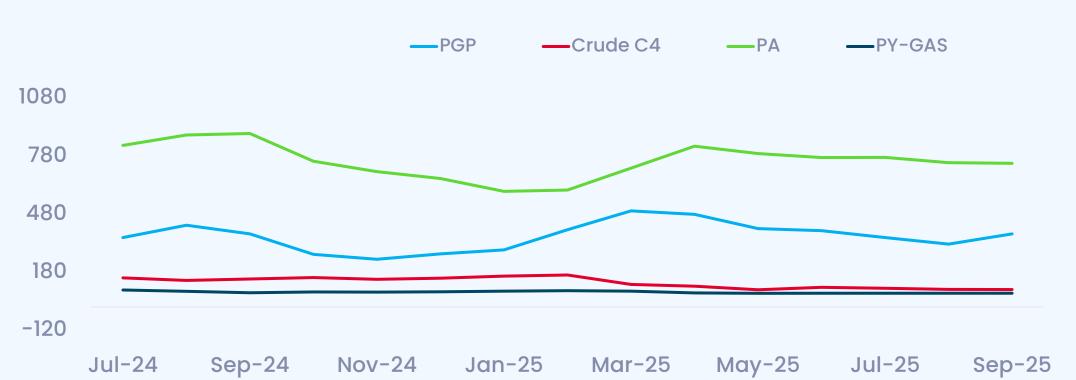




Product groups spread (over naphtha CIF MED), USD/MT







Source: S&P Global Commodity Insights

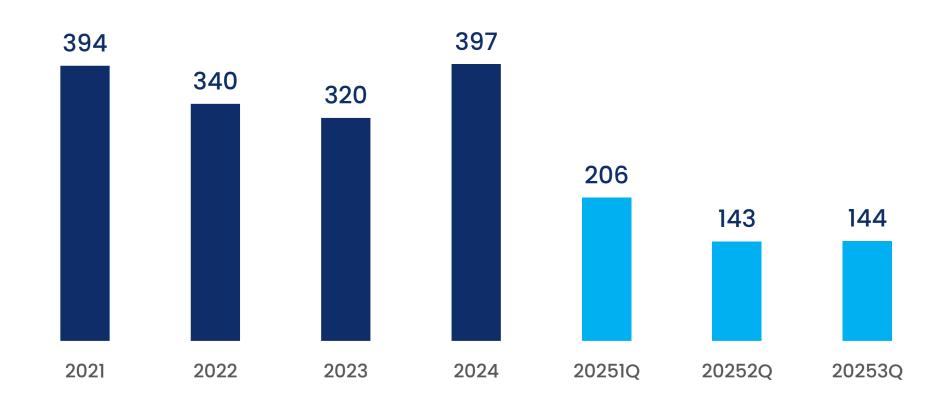




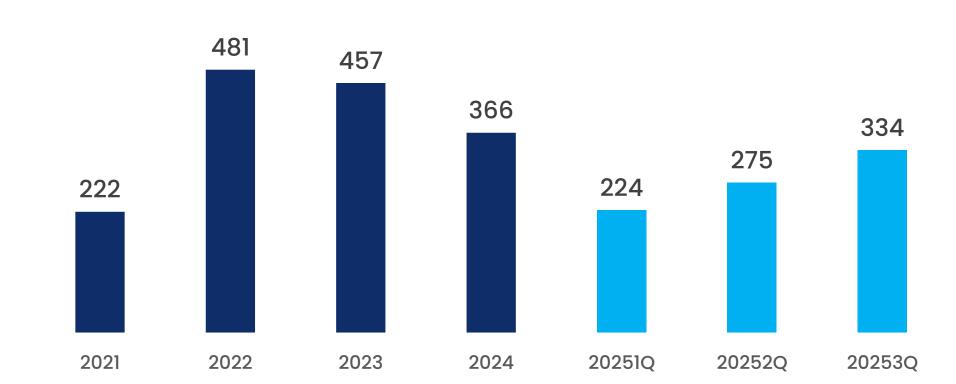
#### Benzene / Paraxylene - Naphtha spread (over naphtha NWE), USD/MT

- The European benzene market in Q3 2025 displayed a volatile trend, beginning with strength before weakening under significant downward pressure
- The spread narrowed sharply from \$150/mt in August to only \$87/mt in September, highlighting the significant margin compression and weakening production economics
- P-X demand remained relatively fragile through the quarter, though July saw a moderate pickup driven by seasonal PET resin consumption. While activity eased somewhat in August and September due to softer purified terephthalic acid (PTA) orders, overall sentiment remained stable
- The quarter closed with the market continuing to adapt to import competition and tighter production margins, while expectations for a gradual recovery in post-holiday demand remained in place

#### Benzene-naphtha spread



#### Paraxylene-naphtha spread



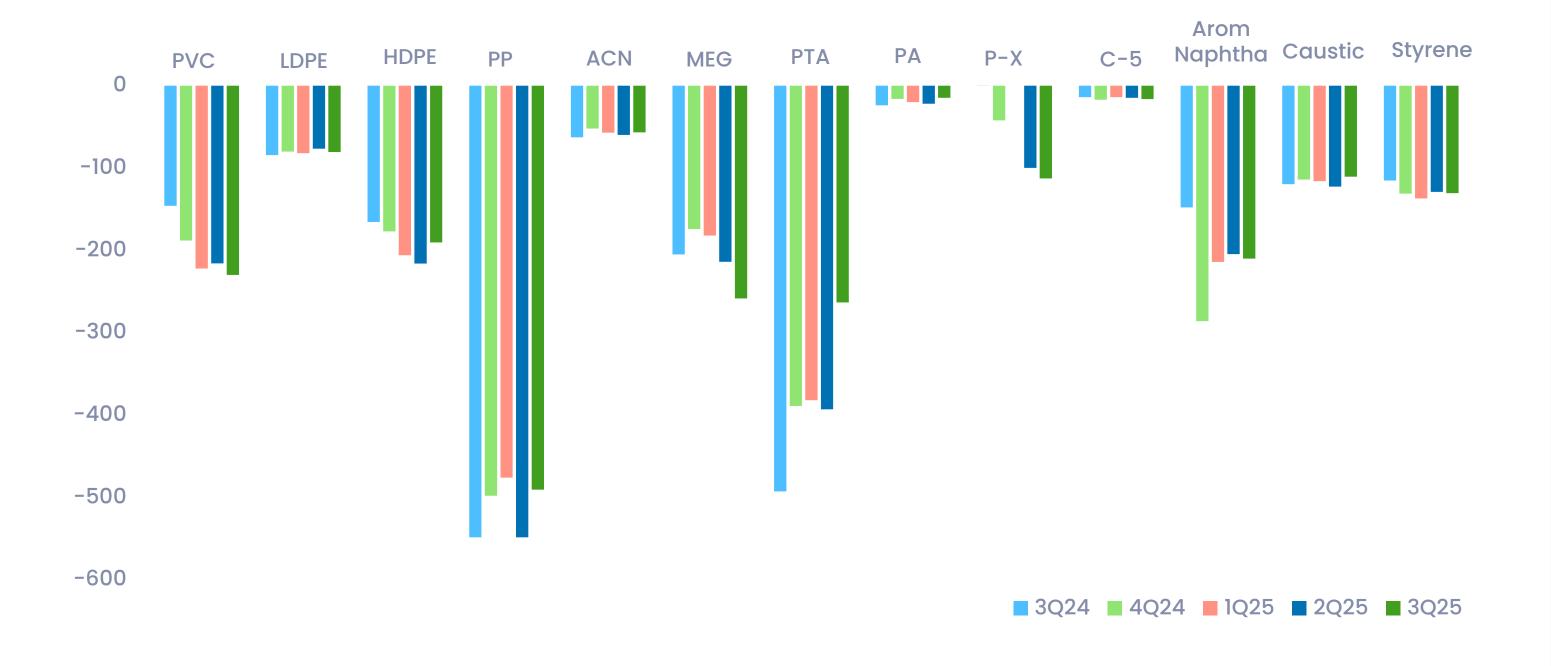
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## Türkiye's Petrochemical Sector Overview



Surplus (k tons)

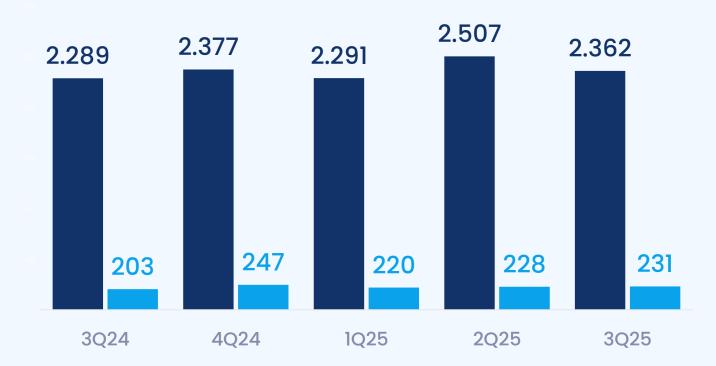
Türkiye domestic demand is primarily met by imports



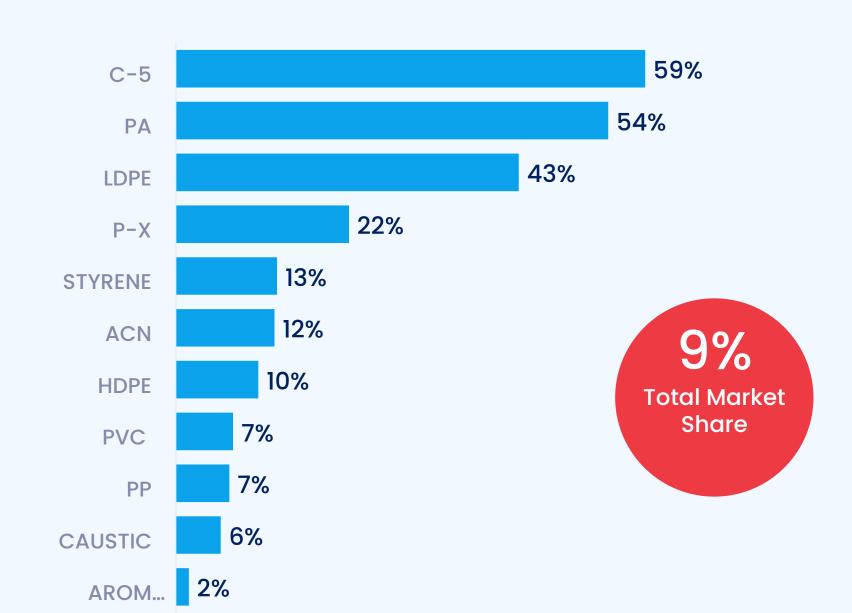
Deficit (k tons)

#### Petrochemical consumption in Türkiye (k tons)





#### Products market share (cumulative)





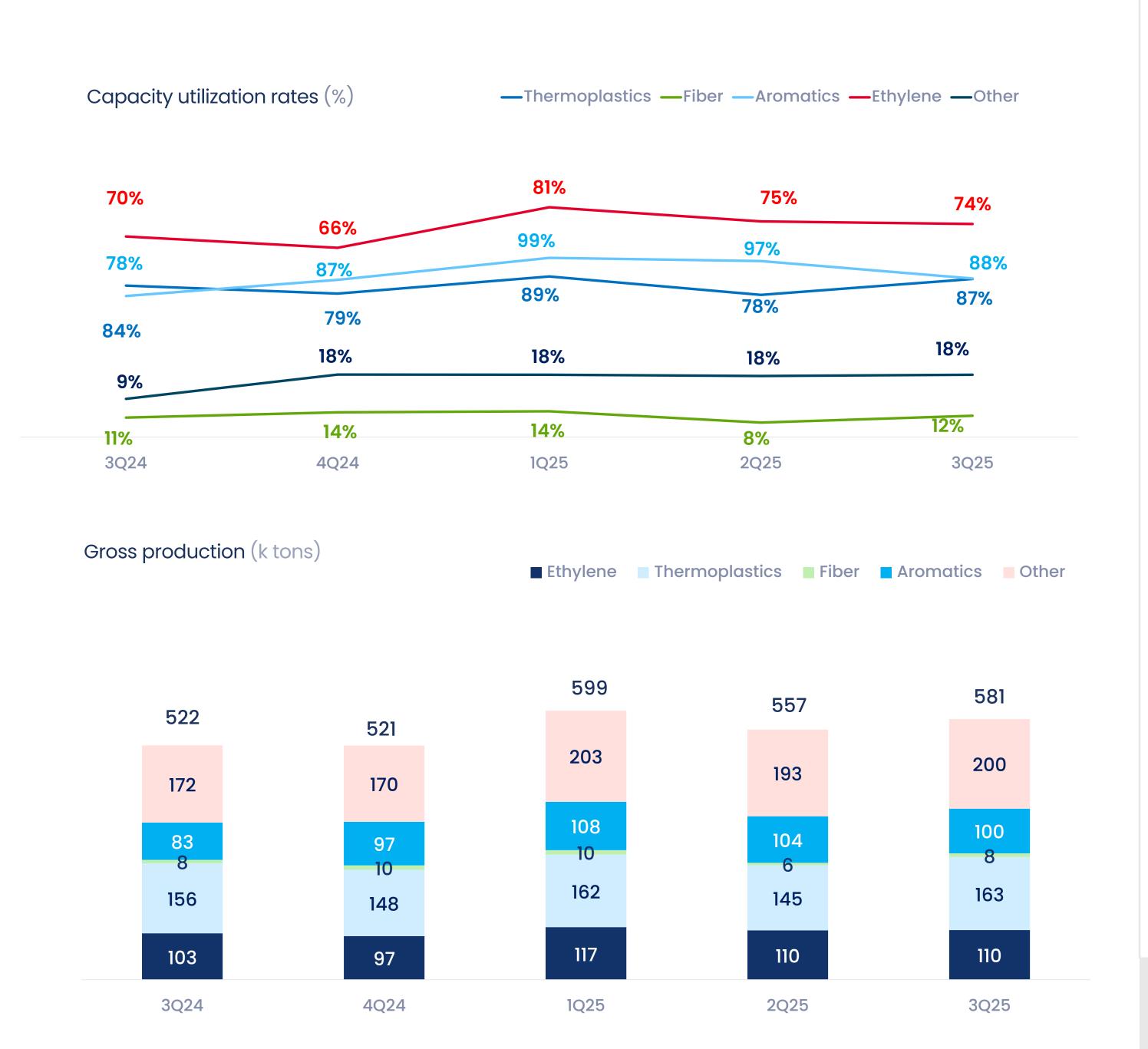


# OPERATING & FINANCIAL RESULTS



## Capacity Utilization & Gross Production

- Non-economical plants are temporarily shut down or operated at low-capacity levels to optimize costs
- Petkim generated 581k tons gross production and capacity utilization rate was 63% in 3Q25





## Petrochemical Product Sales

3Q24

4Q24

Breakdown of petchem sales (USD mn) ■ Thermoplastics Fiber Aromatics Other Trade 

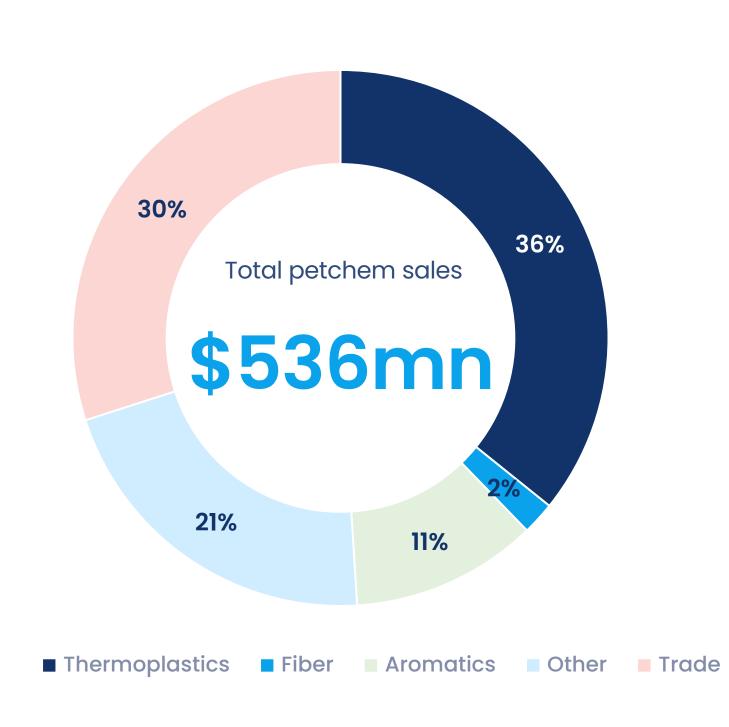
1Q25

2Q25

3Q25



Breakdown by percentage in 3Q25



#### Breakdown of Sales



Total volume:

538k tons



Total revenue:

₺22,230mn

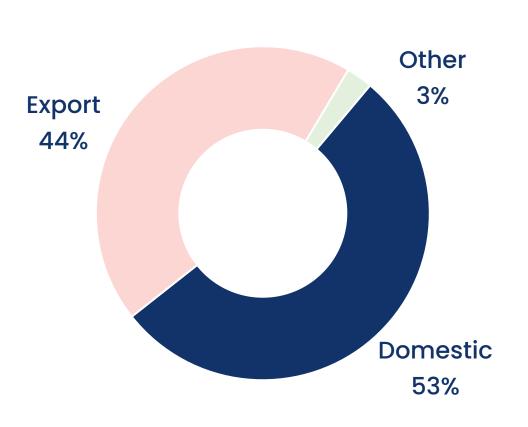


Total export:

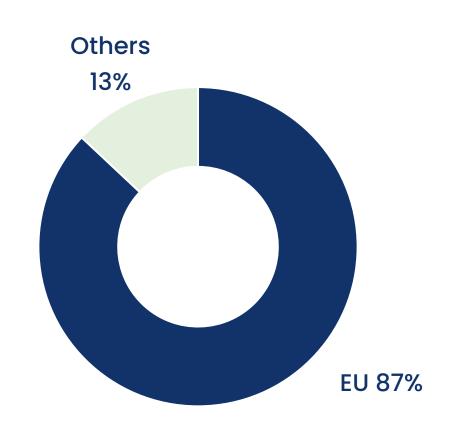
₺9,822mn







#### Exports breakdown as per region (%)

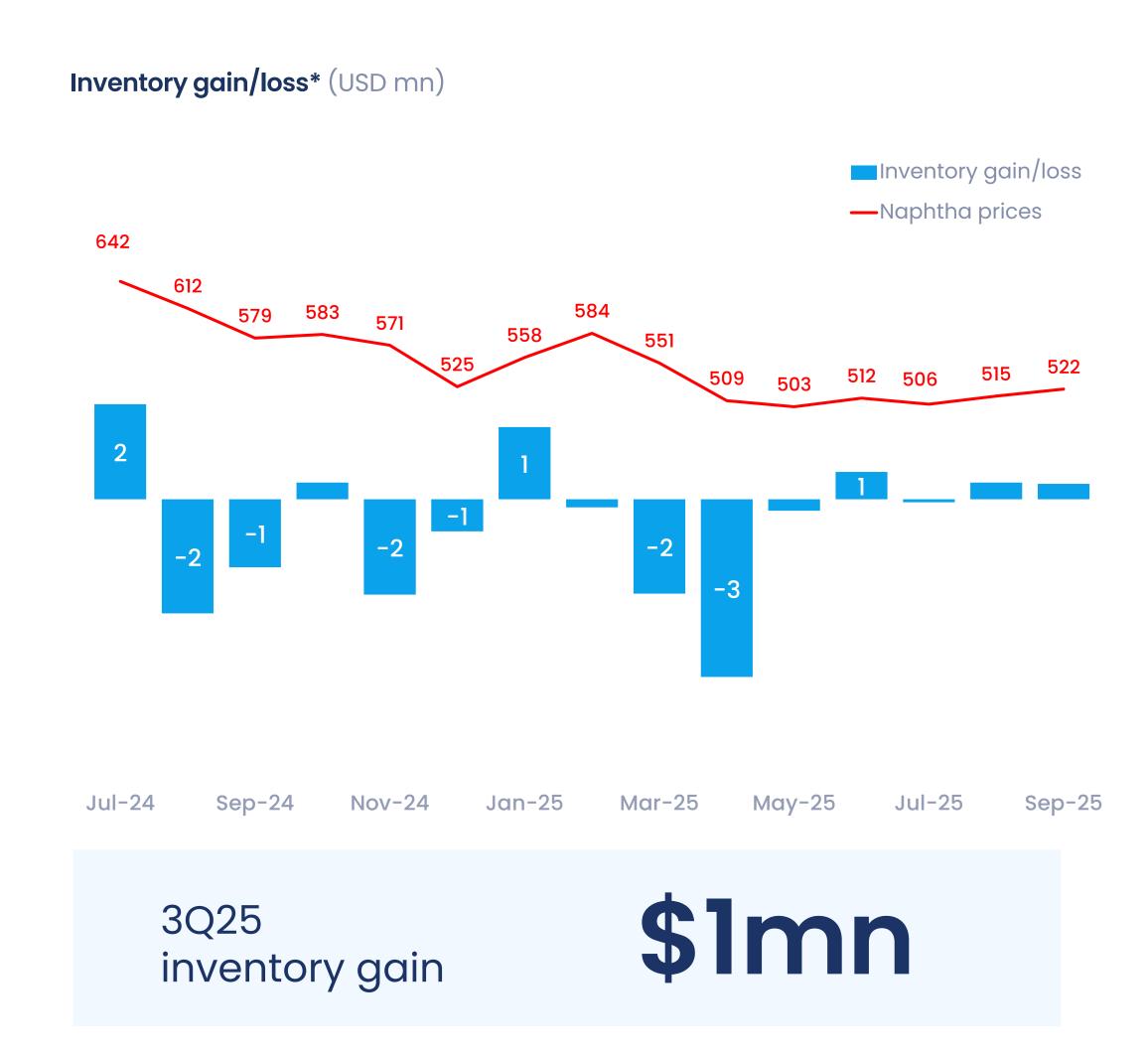




#### **Breakdown of Total COGS**

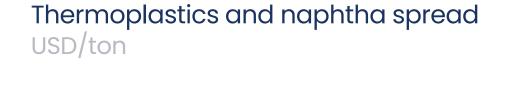


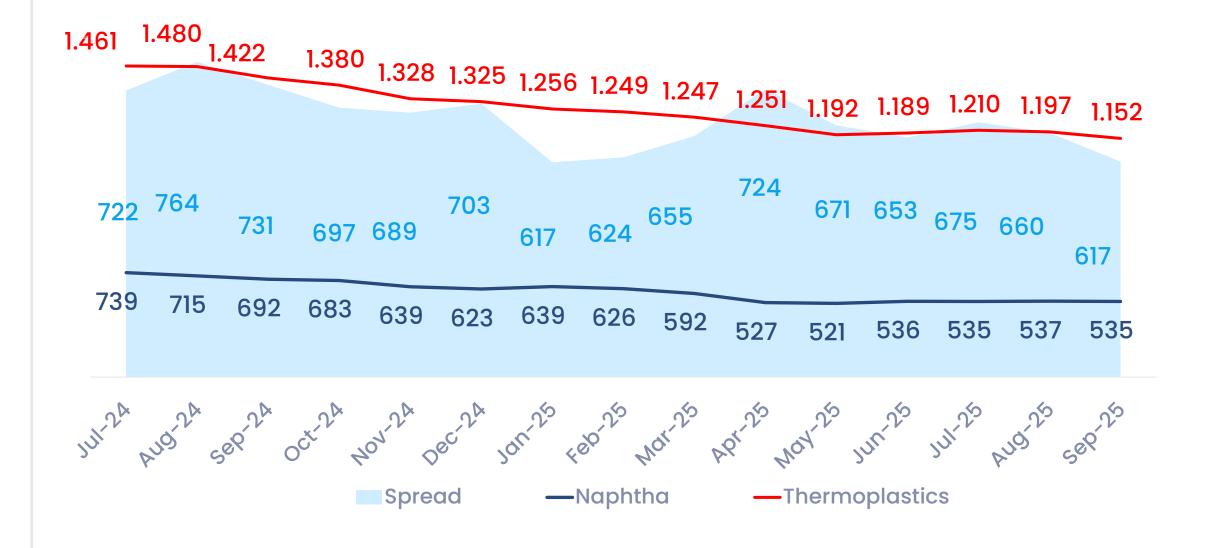




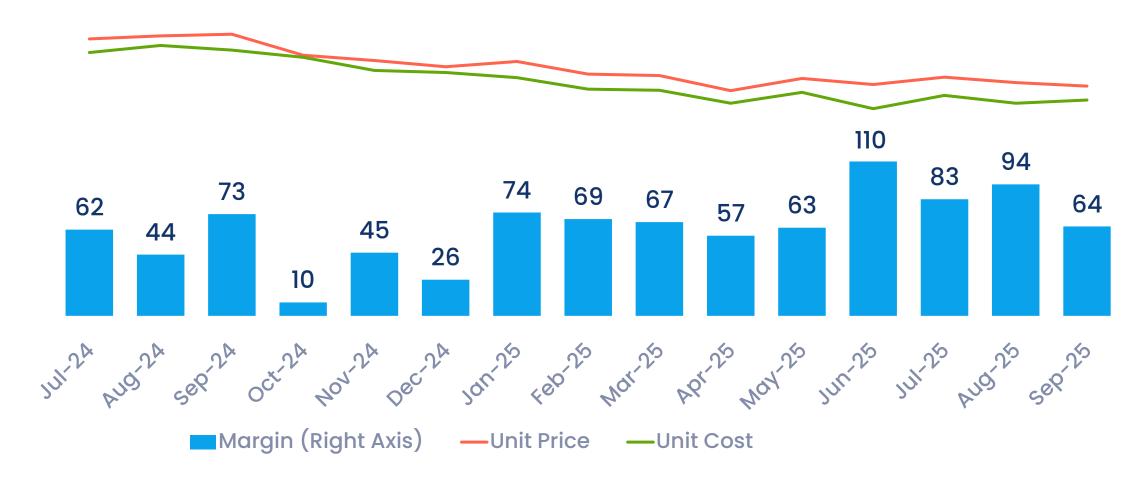


#### Feedstock vs. Product Prices of PETKIM



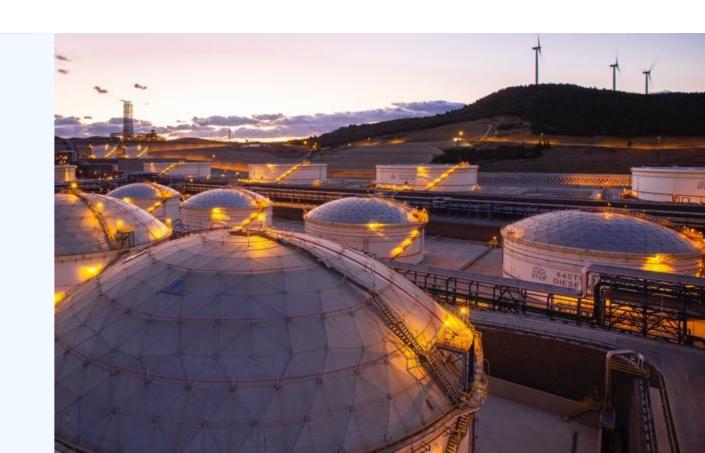


#### Petchem unit margins USD/ton



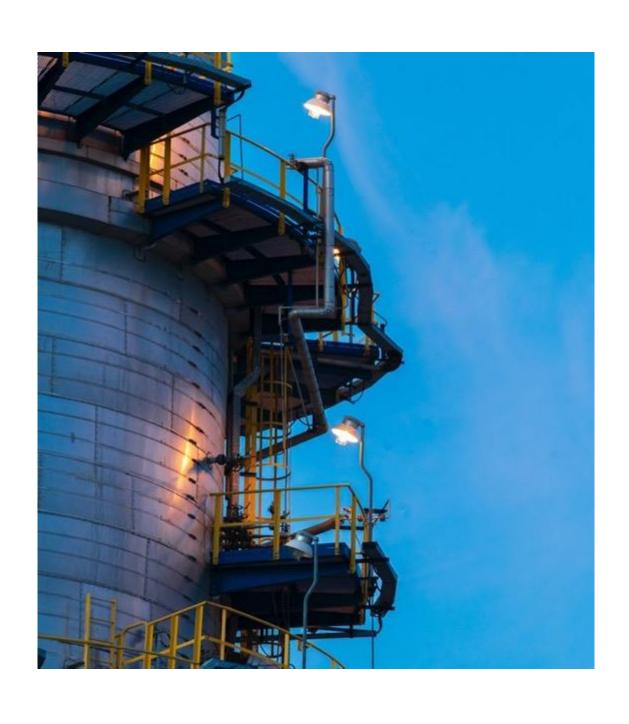
\* Excluding trade

- Petkim's termoplastic prices and margins were depressed by weak demand and increased importer competition
- Petkim's naphtha procurement continues to be cost-effective, sourced from both STAR Refinery and the open market
- Co-product and aromatics profitability, especially paraxylene, held steady as all value chains were exposed to frail markets





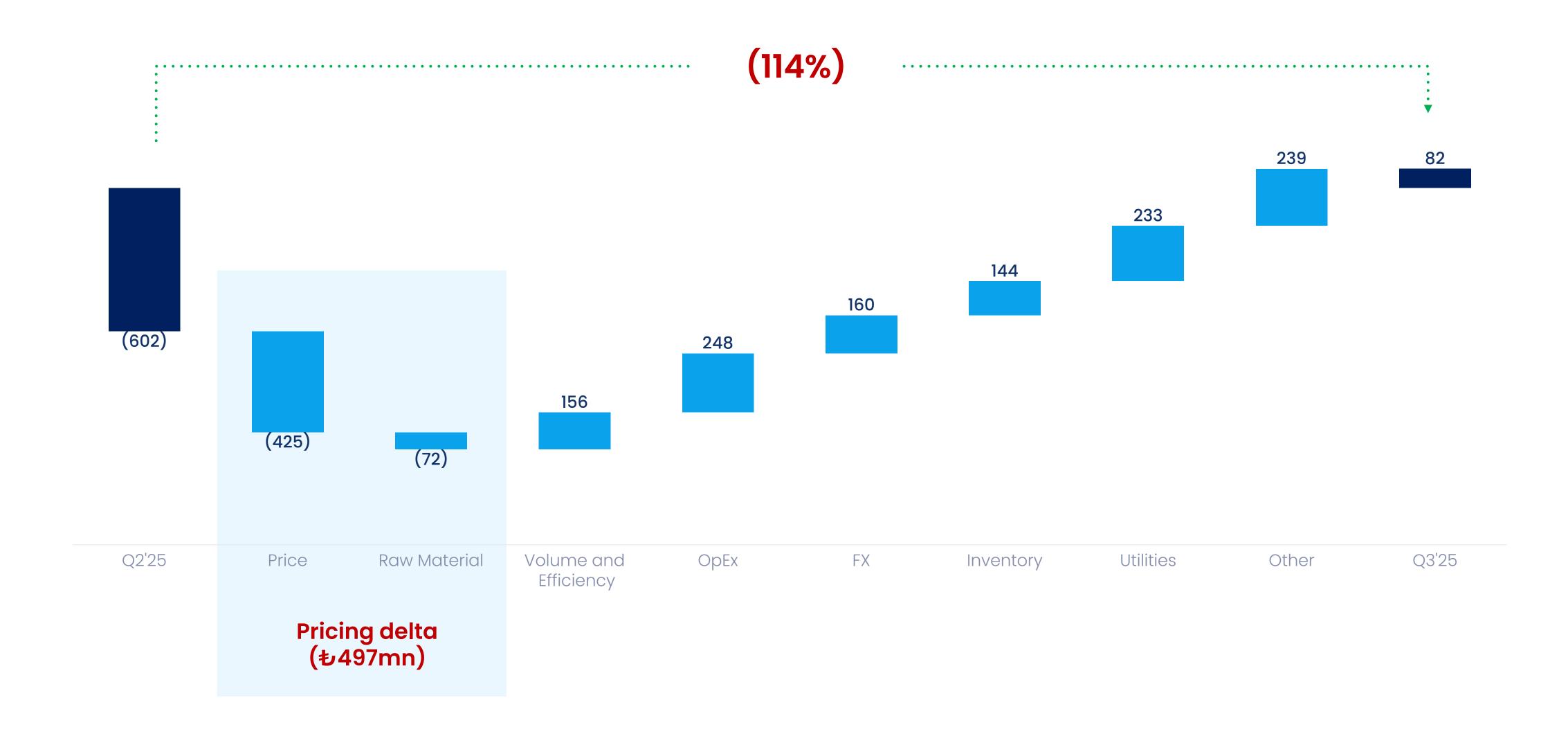
## PETKIM 3Q25 Income Statement



TRY mn	Q2′25*	Q3′25	QoQ Δ (%)
Sales	21,393	22,230	4%
Cost of sales	(21,869)	(22,148)	1%
Gross profit	(476)	82	(117%)
Gross profit %	(2%)	0%	_
Marketing and sales expenses	(414)	(420)	1%
General administrative expenses	(1,306)	(1,219)	(7%)
Operating profit	(2,196)	(1,557)	(29%)
Other income/ (expenses)	(275)	(499)	81%
Financial income	448	460	3%
Financial expenses	(3,313)	(3,001)	(9%)
Monetary gain / (loss)	4,100	4,509	10%
Profit before tax	(1,236)	(88)	(93%)
Income tax	_	_	_
Deferred tax	612	(1,126)	(284%)
Net profit / (loss)	(624)	(1,214)	95%
Net profit %	(3%)	(5%)	_
Other	67	806	1098%
Depreciation	1,522	1,494	(2%)
EBITDA	(602)	82	(114%)
EBITDA %	(3%)	0%	_



#### EBITDA turned positive despite the negative pricing delta





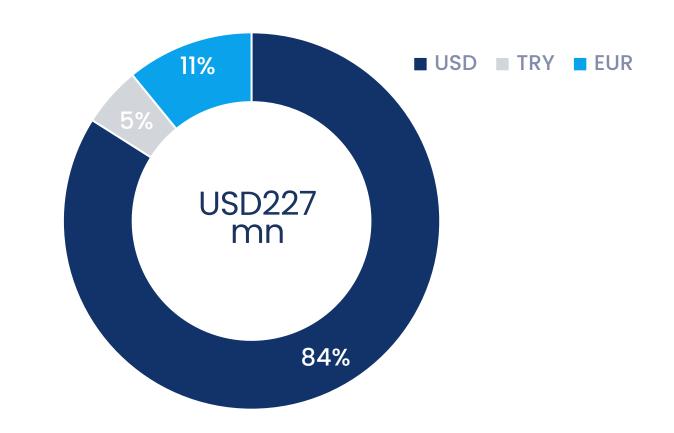
## PETKIM 9M25 Balance Sheet

As values of nonmonetary assets and liabilities are indexed to inflation, the largest impact was realized on inventories, fixed assets, right of use assets, share capital and retained earnings

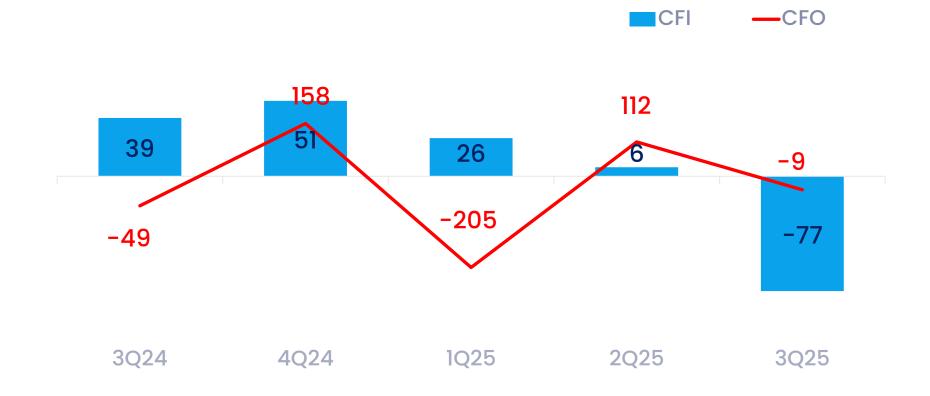
TRY mn	6M'25*	9M'25	QoQ Δ <b>(%)</b>
Cash and cash equivalents	6,816	9,420	38%
Trade receivable	12,524	13,191	5%
Inventory	10,391	9,022	(13%)
Other receivables	1,039	45	(96%)
Other current assets	5,352	3,287	(39%)
Current assets	36,123	34,966	(3%)
Non current assets	115,399	116,661	1%
Total assets	151,522	151,627	0%
Short term borrowings	32,728	33,770	3%
Trade payables	21,869	17,646	(19%)
Other payables	2,910	2,557	(12%)
Current liabilities	57,507	53,974	(6%)
Long term borrowings	18,181	17,665	(3%)
Other non-current liabilities	6,230	12,989	108%
Shareholders' equity	69,604	67,000	(4%)
Total liabilities	151,522	151,627	0%

#### Liquidity Highlights

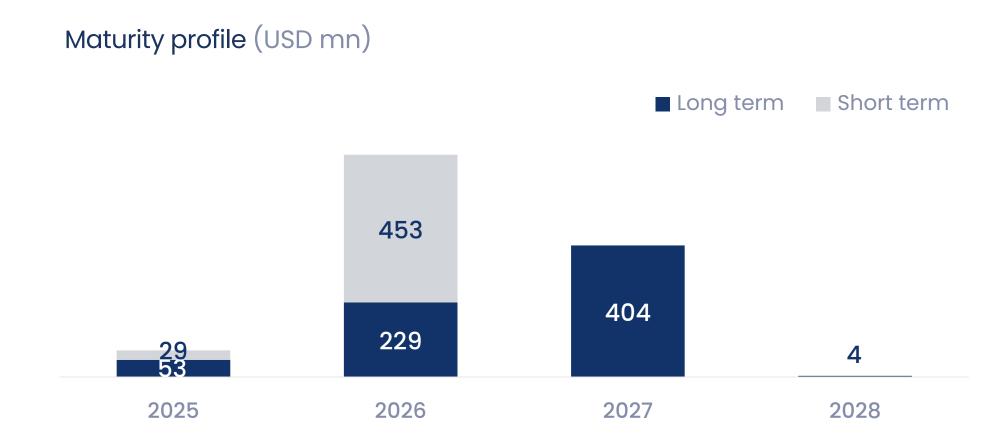




Cash flow from operations and investment activities (USD mn)\*



\*Negative **USD77mn** reflects a positive cash flow impact from STAR Refinery's upfront construction right fee.



Net debt position (USD mn)







### STAR REFINERY



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#### **STAR Refinery**

13mn tons

**REFINING CAPACITY** 

~16%

TÜRKİYE MARKET SHARE

9.1
NELSON COMPLEXITY INDEX

1.96mn m<sup>3</sup>

STORAGE CAPACITY

\$6.7bn

TOTAL INVESTMENT VALUE

28-36 API

PROCESSING RANGE

~88%

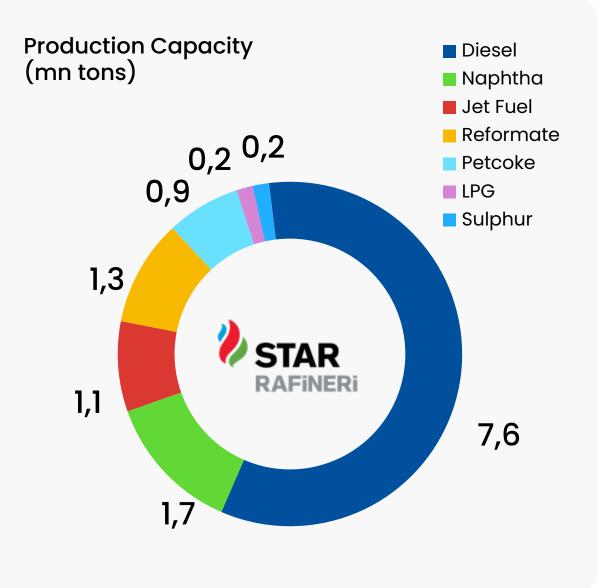
WHITE PRODUCT YIELD



## One of the most digitalized refinery in the world



- STAR Refinery is Türkiye's first privately constructed refinery
- The refinery began full operations in 2019
- The first company in Türkiye to hold a Strategic Investment Incentive Certificate
- State-of-the-art refinery with high white product yield
- Full integration with refinerypetrochemical value chain





## STAR Refinery Operating and Financial Highlights

Q3 2025 Figures

Capacity utilization

Crude processed (per year)

122%

13mn tons

Product sales

Domestic sales

3.3mn tons

**53**%

STAR Refinery maintained a high operating rate, with capacity utilization realized at 122%



Refinery operations performed well in the third quarter.
Strong refining margins, supported by favorable market dynamics and effective operational management, further contributed to these results

Rafineri Holding Results TRY (mn)	3Q25	
Revenue	101.572	
Gross Profit	9.978	
Net income	7.450	
Profit Attributable to Owner	3.933	
Net Debt	76.949	

17% of the consolidated revenue is derived from Petrol Ticaret, while 0,1% is contributed by Depolama

### SUSTAINABILITY & ESG



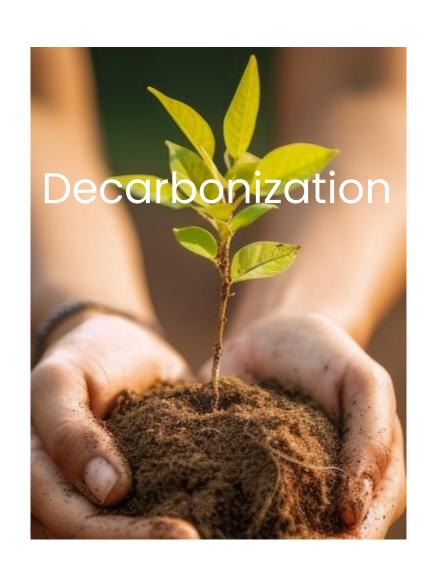






## Our Sustainability Strategy Will be Built on Two Pillars - Climate/CO2 Targets





Short-term<sup>2</sup> Mid-term Long-term

2021-2025

2025-2030

#### 2030 onwards

 Implement energy efficiency, electrification, resource management and flare management initiatives to decrease CO2 emission intensity in R&P BU

- Develop internal carbon pricing approach for future investments to effectively integrate decarbonization aspiration and mitigate risks caused by potential regulations
- Consider decarbonization initiatives under strategic investments

- Achieve long term decarbonization targets for decreased emissions:
  - •40% reduction by 2035 for Scope 1 & 21
  - Carbon neutral by 2050 for Scope 1 & 21
- Collaborate with alternative energy start-ups through CVC with know-how gained in short and mid-term

Improve capabilities and know-how for potential alternative energies (e.g., bio-naphtha, SAF, etc.)



Develop relations and potentially partnerships with recycling players to address projected business opportunity and capture sustainability impact

Invest in plastic recycling to be one of the leading companies in Türkiye recycling industry capacity





## Petkim's Sustainability Indices and ESG Agencies





**ESG Rating: BB** 

Petkim upgraded its rating from B to BB by one notch



**ESG Rating: 75/100** 

Petkim became the first company in the petrochemical industry to be included in the BIST Sustainability 25 Index in 2022

51/493 Out of Chemicals Companies



ESG Rating: 3.5/5

Petkim has been independently assessed according to the FTSE4Good criteria, and has satisfied the requirements to become a constituent of the FTSE4Good Index Series



**ESG Rating: 47/100** 

Petkim has been ranked first in Türkiye's chemical industry according to S&P Global ESG scores







Europe &
Emerging EMEA
Equity Award
Best IR Team and
Best Corporate in IR
in Basic Materials

Extel
2024





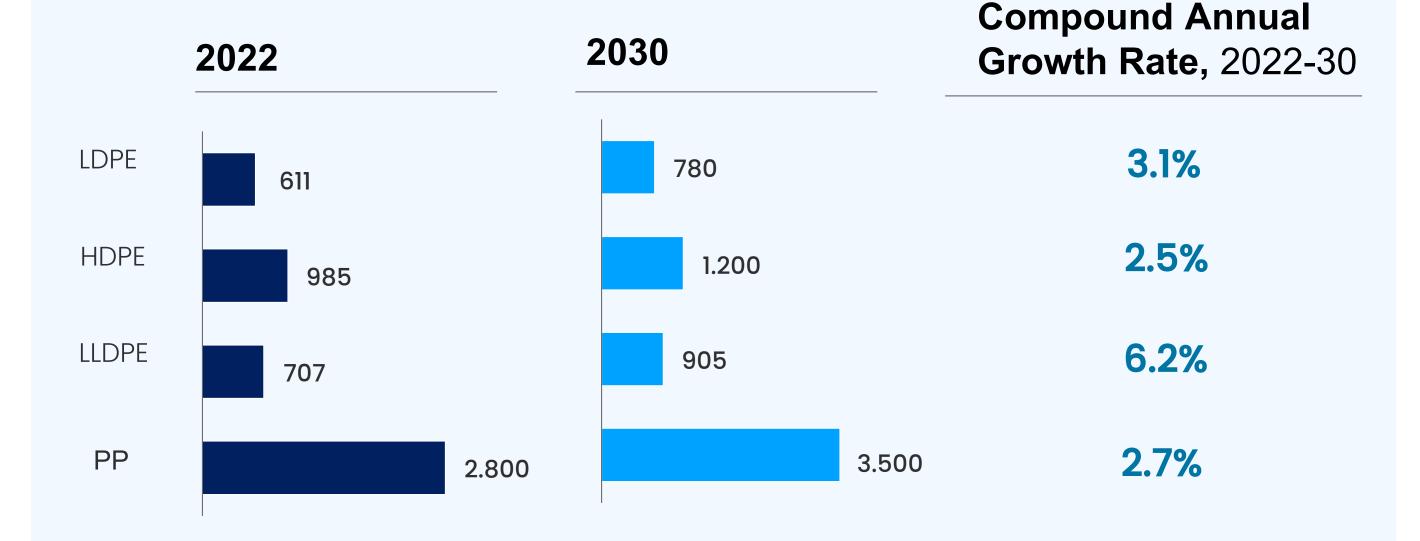




## Petkim / SOCAR Türkiye plans to invest in Ethylene, PP and HDPE/LLDPE plants due to strong growth potential and high demand

According to the results of the Feasibility and Technical Feasibility Study conducted by KBR, Petkim aims to build a new Ethylene Plant (1.2 MTA), PP Plant (550 KTA) and HDPE/LLDPE Plant (827 KTA)

Domestic demand by main petrochemical products (Thousand tons/year)



#### Timeline





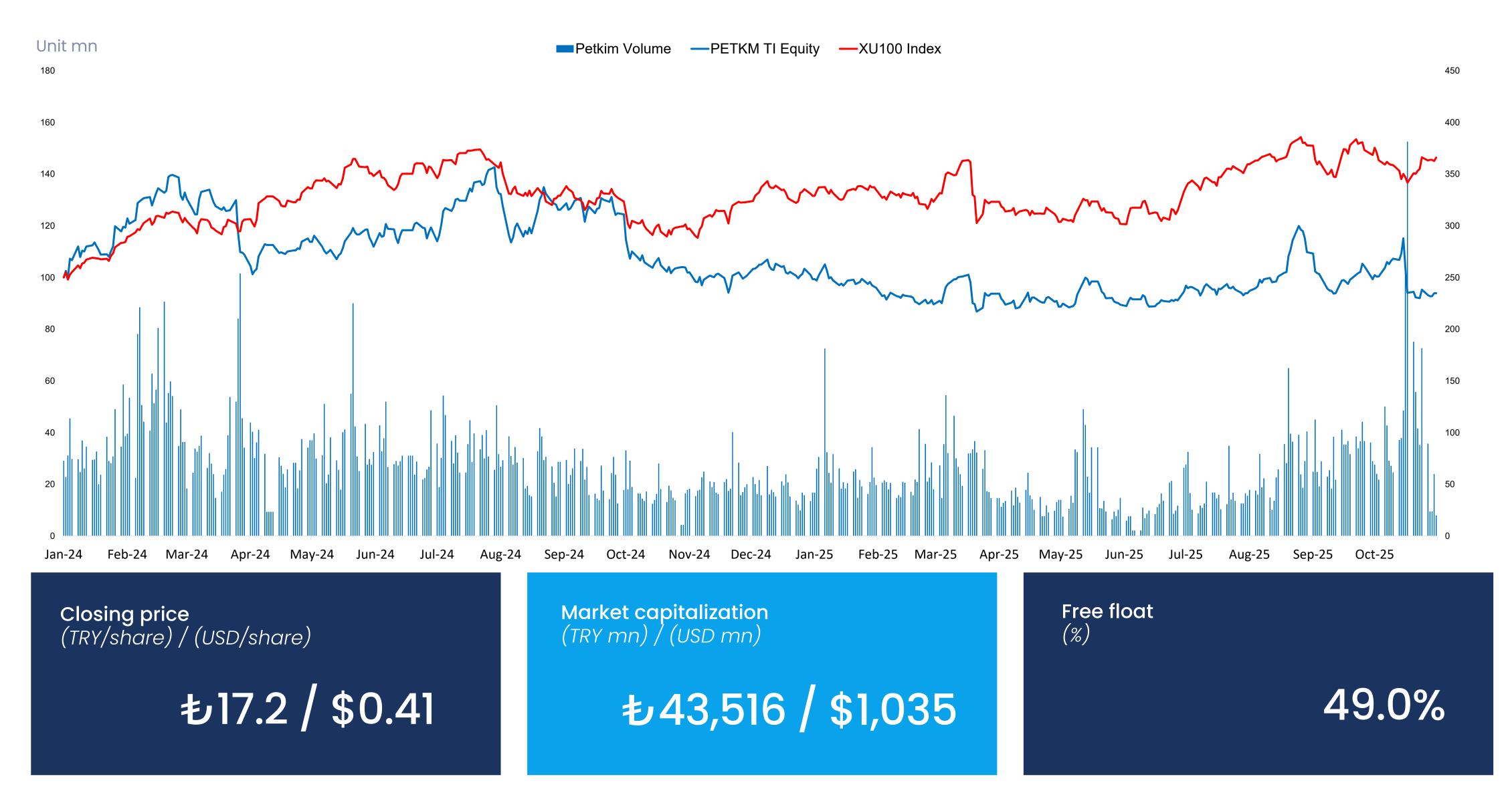
#### Petrochemical Complex Flow Chart

#### Petkim has fully integrated operations





#### **PETKIM Stock Performance**





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The Capital Markets Board, with its Bulletin dated 28.12.2023 and numbered 2023/81, announced to the public that issuers subject to financial reporting regulations and capital market institutions must prepare their annual financial statements ending on 31.12.2023 and thereafter in accordance with IAS29 inflation accounting.

As of March 31, 2024, in accordance with the adjustments required by IAS 29, financial statements prepared in a hyperinflationary currency must be presented in the purchasing power of the currency as of the balance sheet date, and amounts from previous periods must be similarly restated.

The indexing process used the coefficient derived from the Consumer Price Index (CPI) published by the Turkish Statistical Institute (TUIK). Figures from previous reporting periods have been restated using the general price index to ensure that comparative financial statements are presented in the measurement unit valid at the end of the current reporting period. Information for previous periods is also shown in the measurement unit valid at the end of the reporting period.

Additionally, some items in our financials are presented without inflation adjustment for informational purposes, to provide our investors with a consistent and comprehensive overview of previous periods. These unaudited figures are clearly marked where applicable. All other financial figures are reported in accordance with IAS 29.

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