

Investor Presentation

2025
First Quarter

We stand with our farmers
to keep the hands that cultivate
the land strong.



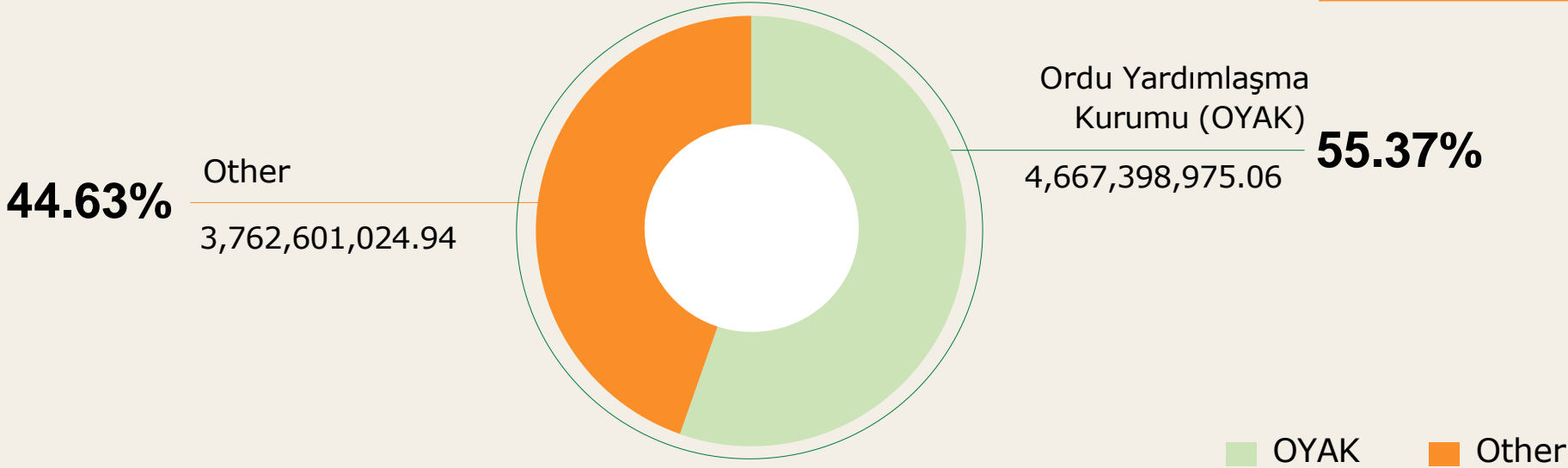
ABOUT HEKTAŞ

Deep roots,
strong
future.



CAPITAL & PARTNERSHIP STRUCTURE

Partners	Share Amount (TRY)	Percentage Share
Ordu Yardımlaşma Kurumu (OYAK)	4,667,398,975.06	55.37
Other	3,762,601,024.94	44.63
Grand Total	8,430,000,000.00	100



CAPITAL & PARTNERSHIP STRUCTURE

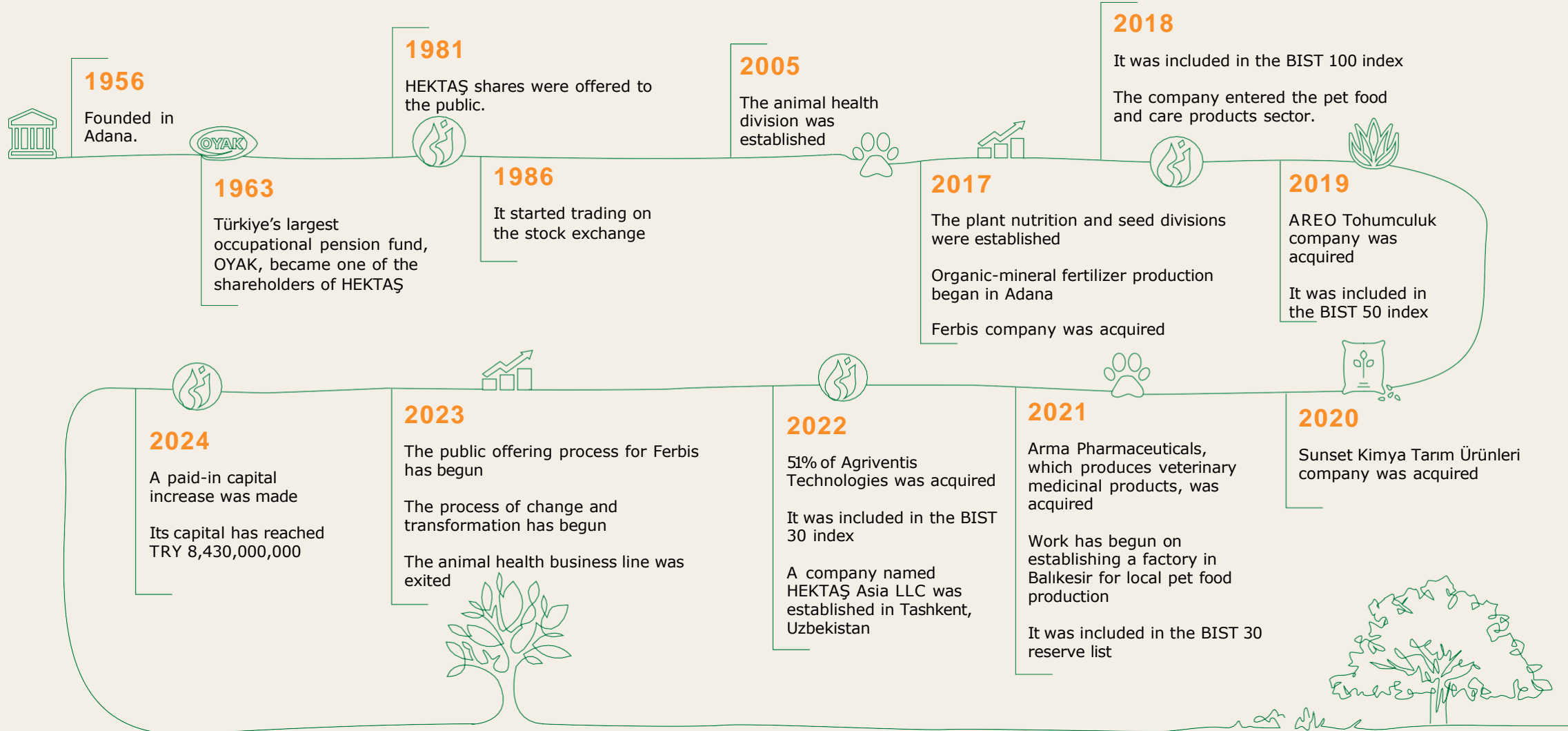
Subsidiaries

Company Name	Shareholding Percentage (%)
Ferbis Tarım Ticaret ve Sanayi Anonim Şirketi	100.00
Areo Tohumculuk Arge Sanayi ve Dış Ticaret Anonim Şirketi	100.00
Sunset Kimya Tarım Ürünleri ve Aletleri İmalat Pazarlama Sanayi ve Ticaret Anonim Şirketi	100.00
Agriventis Technologies Pty. Ltd.	51,00
Hektas Asia LLC	100.00



MILESTONES

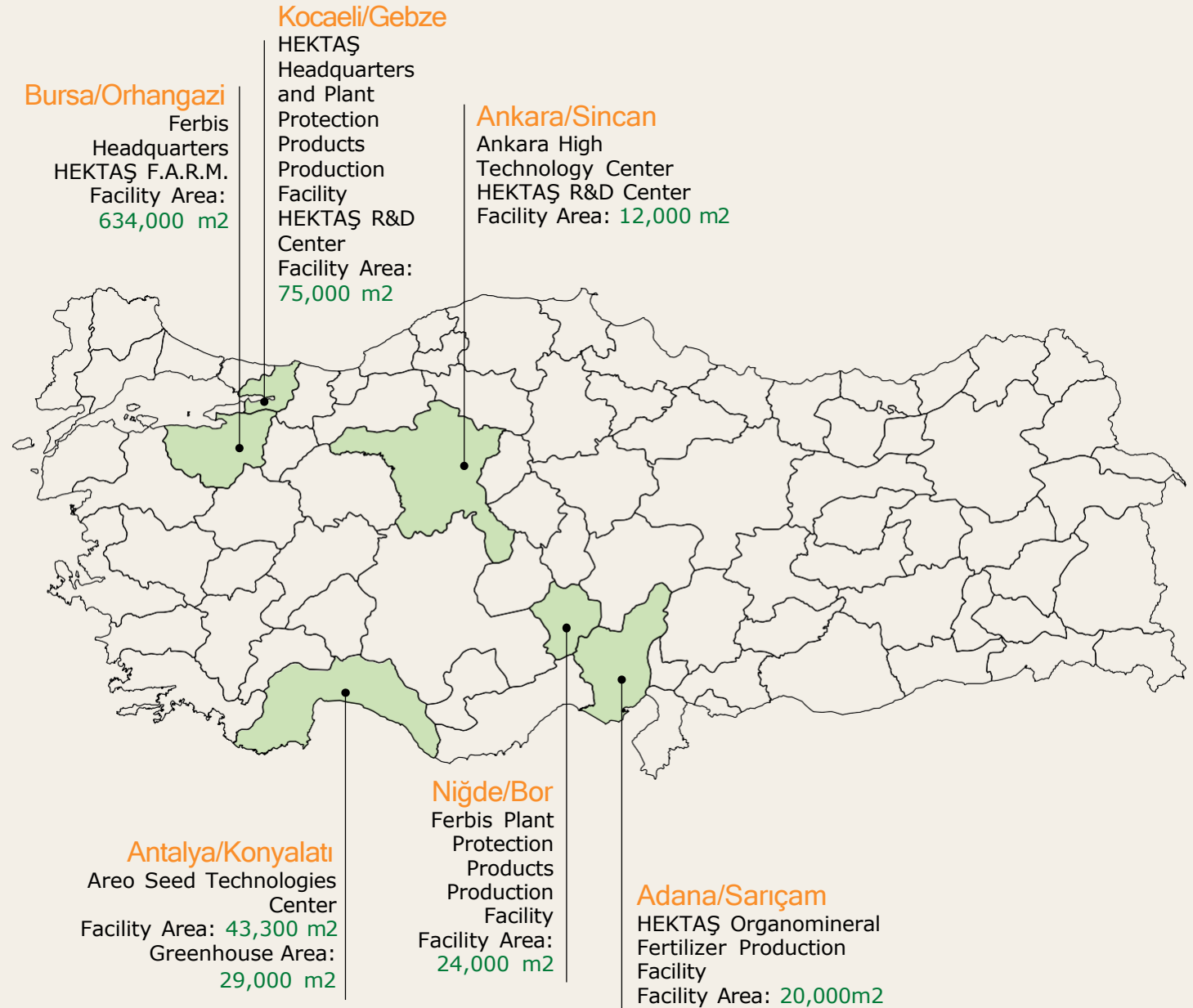
With 68 years of experience, we are the address of trust, quality, and innovation in the agriculture sector.



OPERATIONS MAP

Domestic

With our state-of-the-art production facilities in many regions of Türkiye, we continue to contribute to employment and remain a leader in Turkish agriculture.



OPERATIONS MAP

Overseas

It has been a year in which the infrastructure work for our strategic overseas investments, which we laid the foundations for in the past, has accelerated.

Türkiye

Sunset Kimya Tarım Ürünleri ve Aletleri İmalat Pazarlama Sanayi ve Tic. A.Ş.

309 Overseas Licensed Plant Protection Products

Uzbekistan

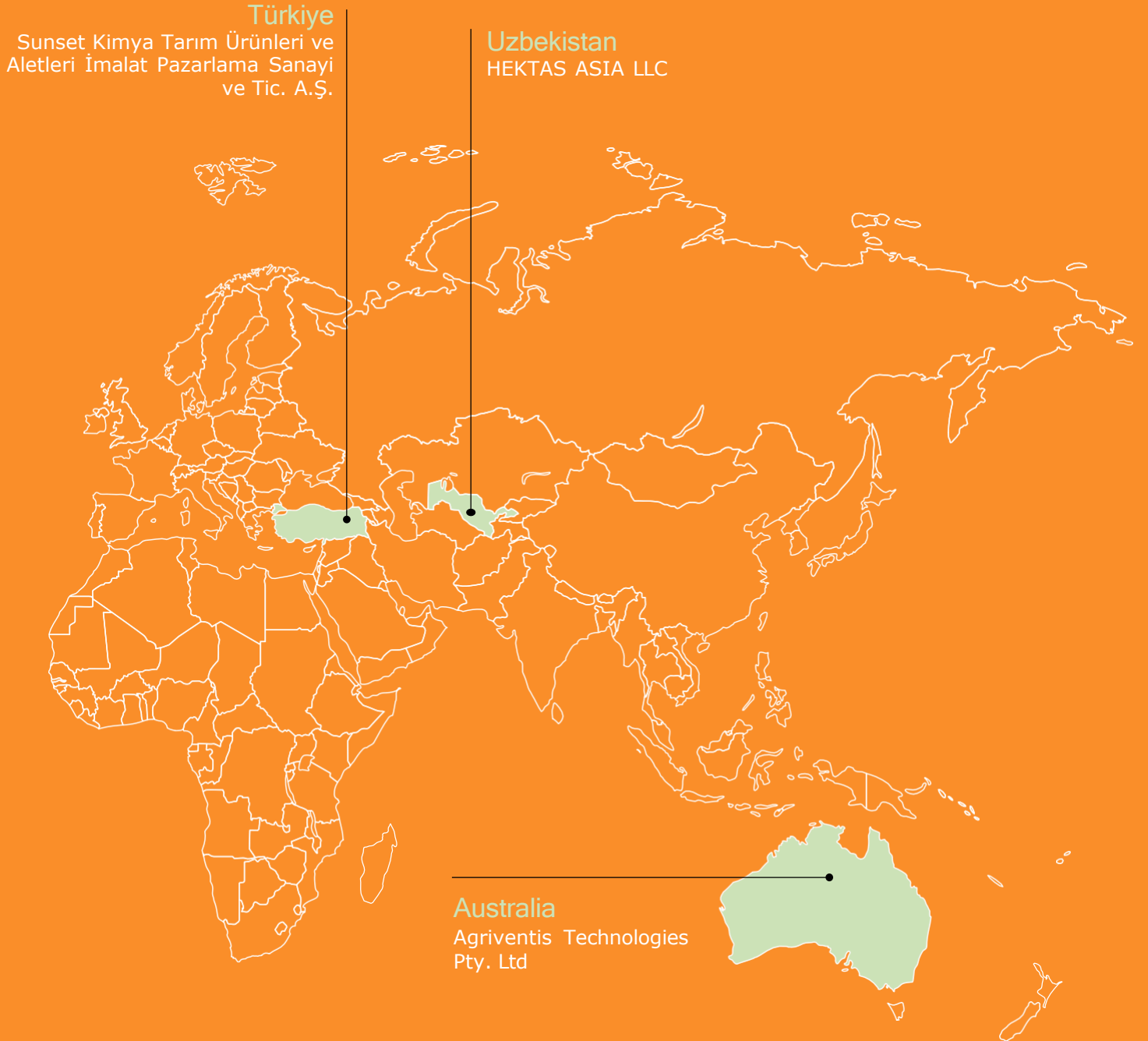
HEKTAS ASIA LLC

Plant Protection Capacity: 30,000 tons/year
Organomineral Fertilizer Capacity: 150,000 tons/year

Australia

Agriventis Technologies Pty. Ltd

Number of Seed Lines 260+



OUR BUSINESS AREAS

Plant Protection



- » HEKTAŞ, Ferbis & Sunset with **Turkey's market leader**
- » By producing plant protection products, it contributes to reducing Turkey's dependence on foreign markets over time.
- » With HEKTAŞ Asia LLC, it will become even **closer to the Turkish Republics** in the field of plant protection.

Plant Nutrition



- » Entered the market in 2017.
- » It is continuously expanding its product portfolio.
- » With organomineral and **new generation plant nutrition products**, it holds a place in the sector.
- » **With HEKTAŞ Asia LLC**, it will become even closer to the Turkish Republics in the field of plant nutrition.

Seeds



- » Entered the market in 2017.
- » In 2019, **Areo Tohumculuk production** was acquired
- » HEKTAŞ aims to **be a pioneer** in the market with the **HEKTAŞ Tohum brand**.
- » In 2022, it became the **major partner of Agriventis Technologies**. (Australia)
- » Seeds will be produced with Agriventis **for drought tolerance**

PLANT PROTECTION BUSINESS UNIT



- » Kocaeli/Gebze,
- » Niğde/Bor



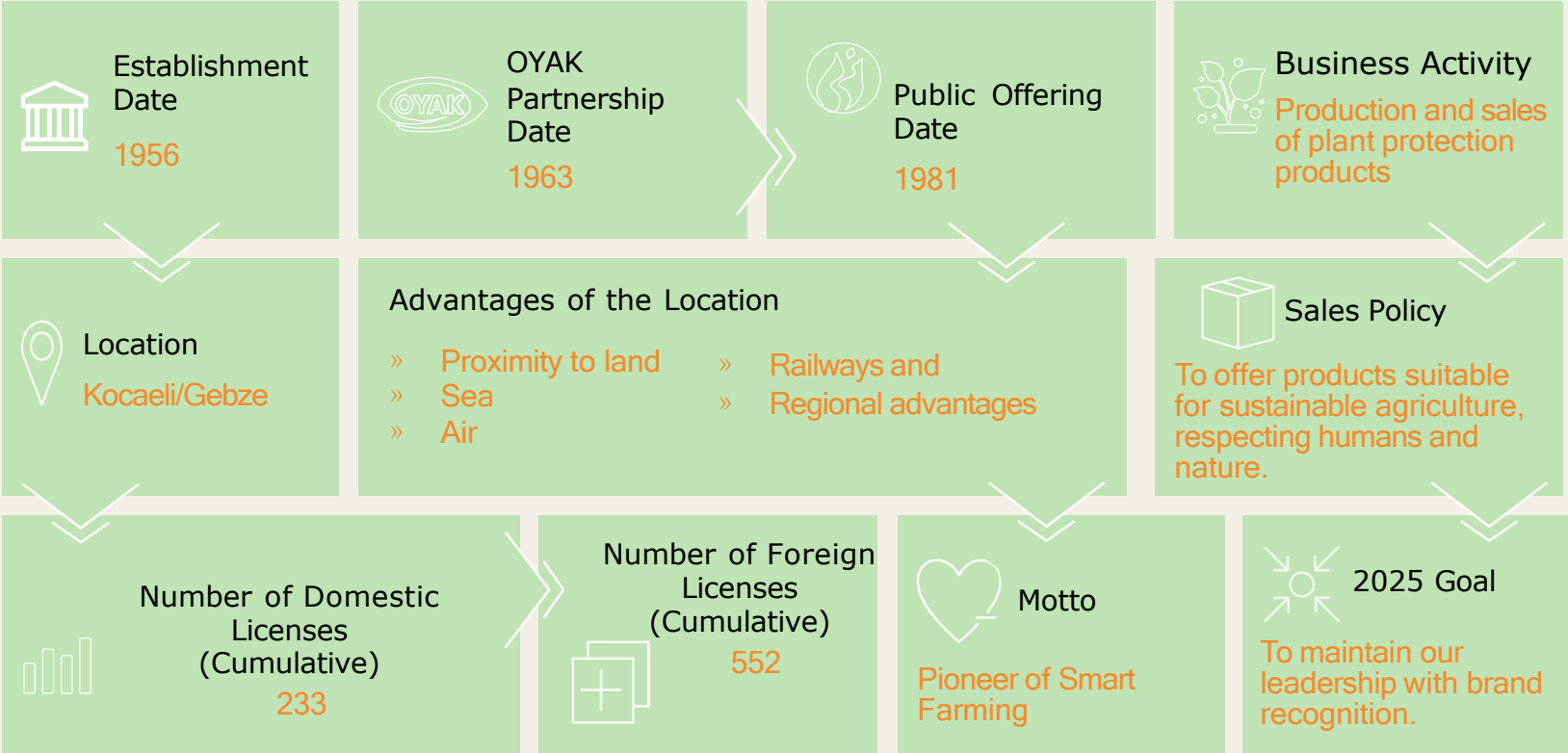
» To maintain our leadership and reduce dependence on imported inputs

- » Fungicide
- » Herbicide
- » Insecticide
- » Acaricide
- » Others

PLANT PROTECTION BUSINESS UNIT



About HEKTAŞ



Sales Network

Regional Offices
6

Wholesale Points
34

Retail Points
777

Corporate Sales Points
43

Total sales Point
854

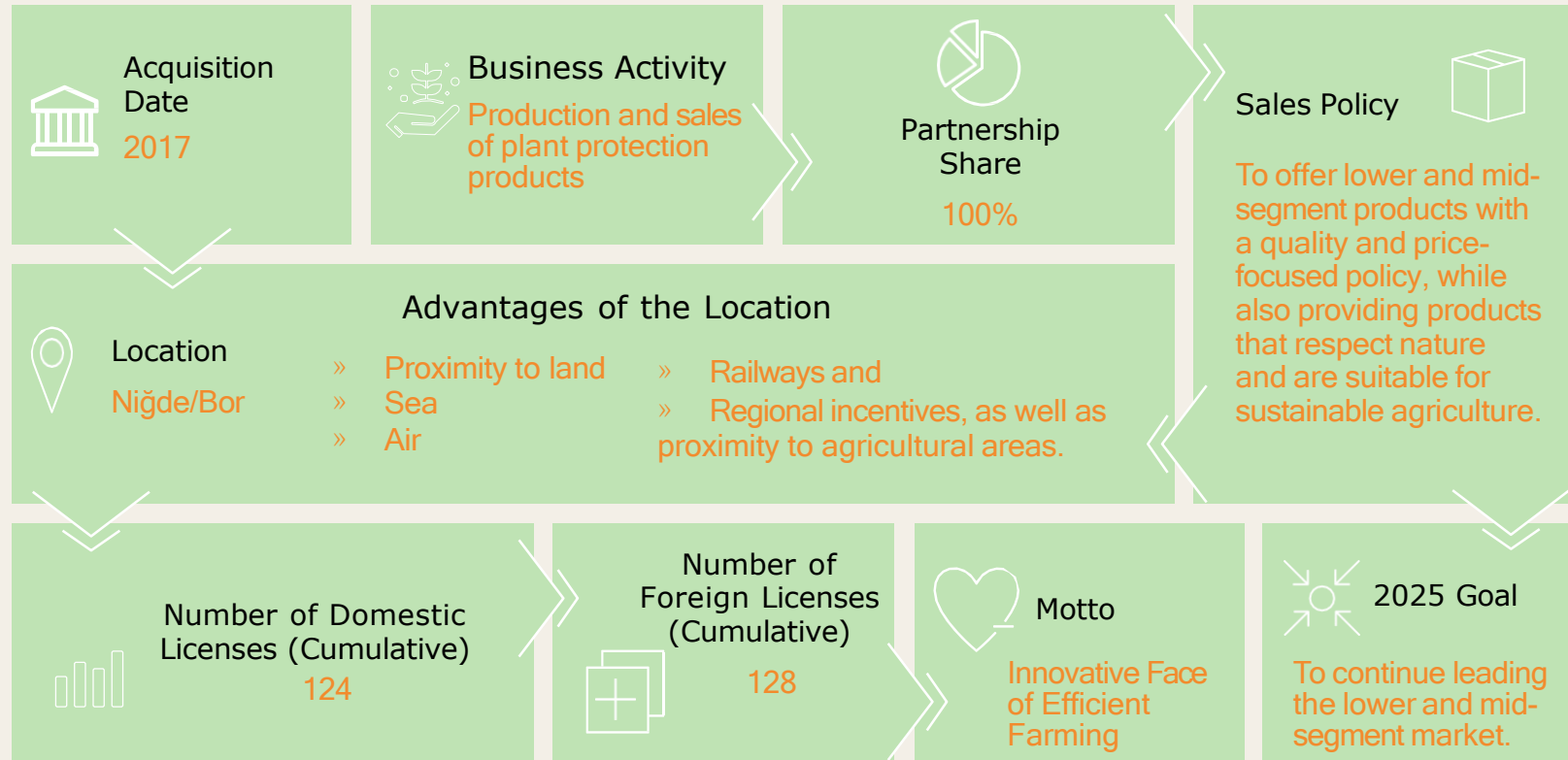
PLANT PROTECTION BUSINESS UNIT



HEKTAŞ Gebze Production Facility

Location Kocaeli/Gebze	Business Activity Production and sales of plant protection products (*Small quantities of chemical plant nutrition products are also produced).	Produced Products Fungicide, Herbicide, Insecticide, Acaricide, and Others	Annual Production Quantity 4.2 Thousand Tons
Covered Area 32,723 m ²	Total Area 75,000 m ²	Quality Certificates ISO 9001:2015 ISO 14001:2015 ISO 45001:2018 ISO 27001:2013	Annual Production Capacity 19.3 Thousand Tons
Infrastructure It is the first facility in its field to produce according to Industry 4.0 standards.	Investments Made Modernization and automation investments	Certification Organic farming compliance certificate	

PLANT PROTECTION BUSINESS UNIT



Sales Network

Regional Offices
3

Wholesale Points
23

Retail Points
581

Corporate Sales Points
52

Plant Protection Business Unit
656

PLANT PROTECTION BUSINESS UNIT



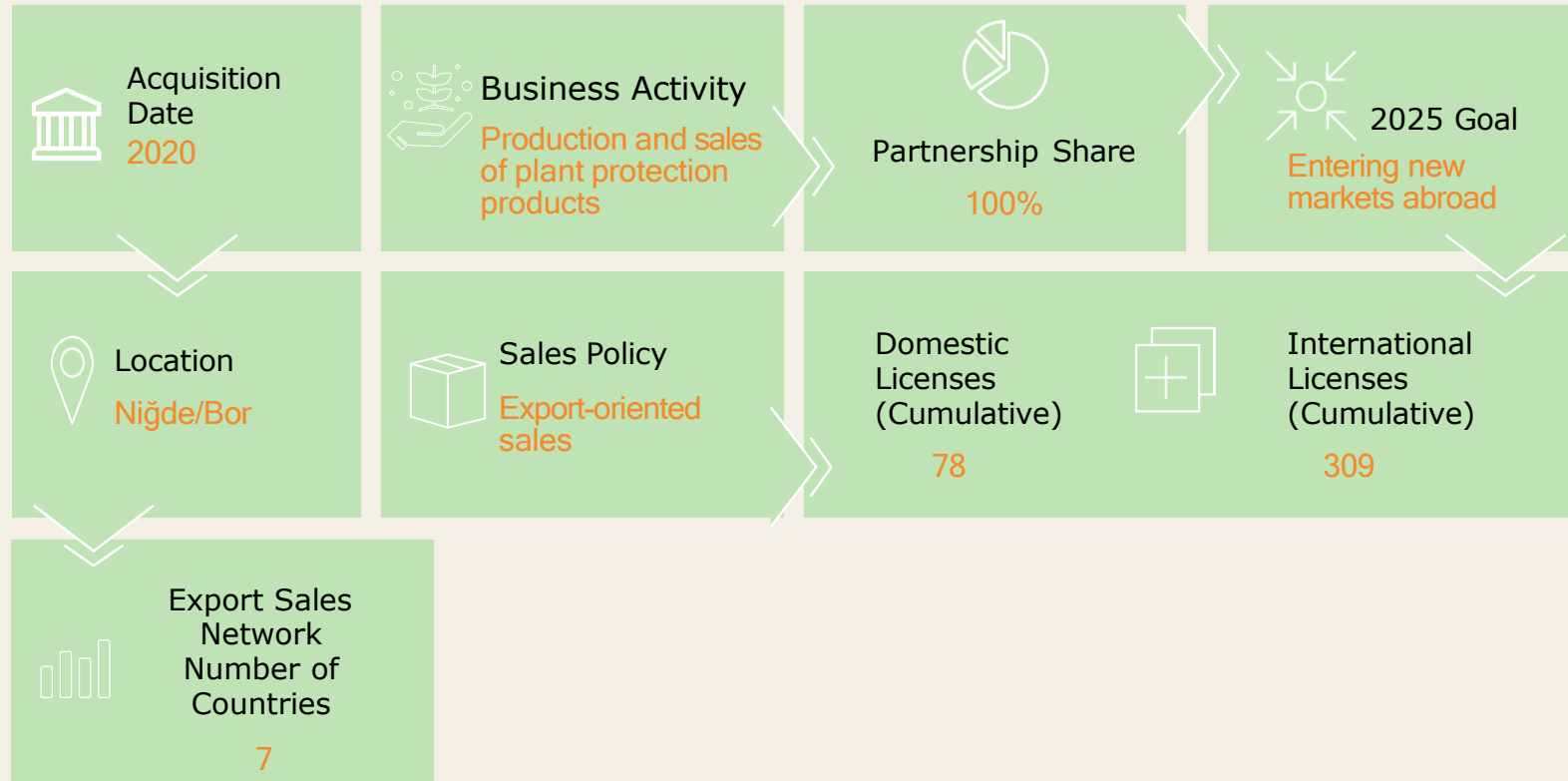
FERBİS Niğde Production Facility



PLANT PROTECTION BUSINESS UNIT



About SUNSET



Sales Network

Azerbaijan

Iraq

Kazakhstan

Cyprus

Kyrgyzstan

Uzbekistan

Tajikistan

Total 7 Countries

PLANT NUTRITION BUSINESS UNIT



**HEKTAŞ Adana
Organomineral
Production
Facility**

**HEKTAŞ Ankara
High Technology
Center**

- » Adana/Sarıçam
- » Ankara/Sincan



» To maintain our leadership in the organomineral fertilizer market and expand our sales network in the imported fertilizer market

- » Leaf Fertilizer
- » Organomineral
- » Drip Irrigation
- » Pure Fertilizers
- » Liquid Fertilizers
- » New Generation Fertilizers

PLANT NUTRITION BUSINESS UNIT



HEKTAŞ Adana Production Facility



PLANT NUTRITION BUSINESS UNIT



HEKTAŞ Ankara High Technology Center

<div><div></div><div>Location</div><div>Ankara / Sincan</div></div> <div><div></div><div>Advantages of the Location</div><div>Location Advantages</div></div>	<div><div></div><div>Business Activity</div><div>Production of liquid fertilizers and R&D</div></div>	<div><div></div><div>Produced Products</div><div>Organomineral fertilizers containing protein, microorganisms, metabolites, and enzymes</div></div>	<div><div></div><div>Annual Production Quantity</div><div>157 Thousand Liters</div></div>
<div><div></div><div>Covered Area</div><div>8,158 m²</div></div>	<div><div></div><div>Total Area</div><div>12,000 m²</div></div>	<div><div></div><div>Number of Employees</div><div><div>White Collar</div><div>Blue Collar</div><div>17</div><div>4</div></div></div>	<div><div></div><div>2025 Goal</div><div>To ensure the production of high-value-added products that are import-intensive and have supply chain risks.</div></div>
<div><div></div><div>Infrastructure</div><div>Equipped and high-capacity Technology Center</div></div>	<div><div></div><div>Investments Made</div><div>R&D investments</div></div>	<div><div></div><div>Registered Product Count (Cumulative)</div><div>17 pcs.</div></div>	

SEED BUSINESS UNIT



» Antalya/Konyaaltı

**Our
Production
Facilities**

Our Goal

» To reduce Turkey's dependence on foreign seeds and help increase export volume

Our Products

» Vegetables and Field Crops

SEED BUSINESS UNIT



About AREO



Sales Network

Regional Offices
2

Wholesale Points
5

SEED BUSINESS UNIT



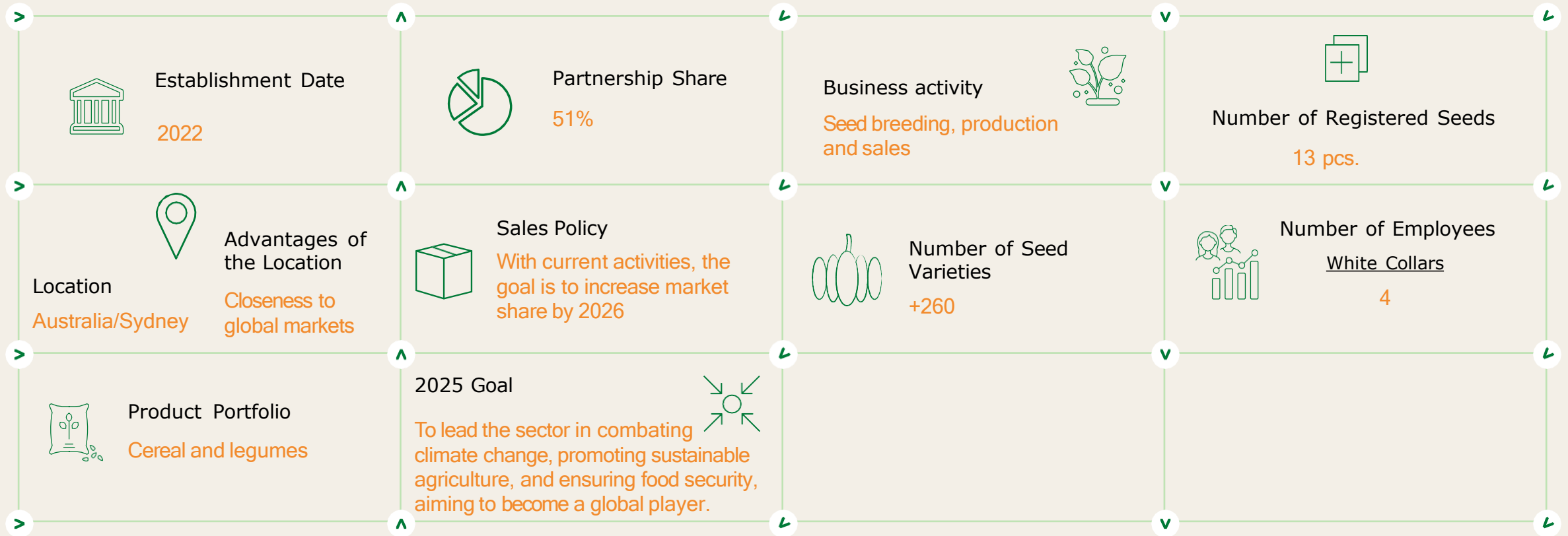
AREO R&D & Production Center



SEED BUSINESS UNIT



About AGRIVENTIS





R&D ACTIVITIES

HEKTAŞ GEBZE R&D

ORHANGAZI (FARM) R&D

AREO R&D

ANKARA HIGH TECHNOLOGY R&D











AGRIVENTIS R&D



R&D ACTIVITIES



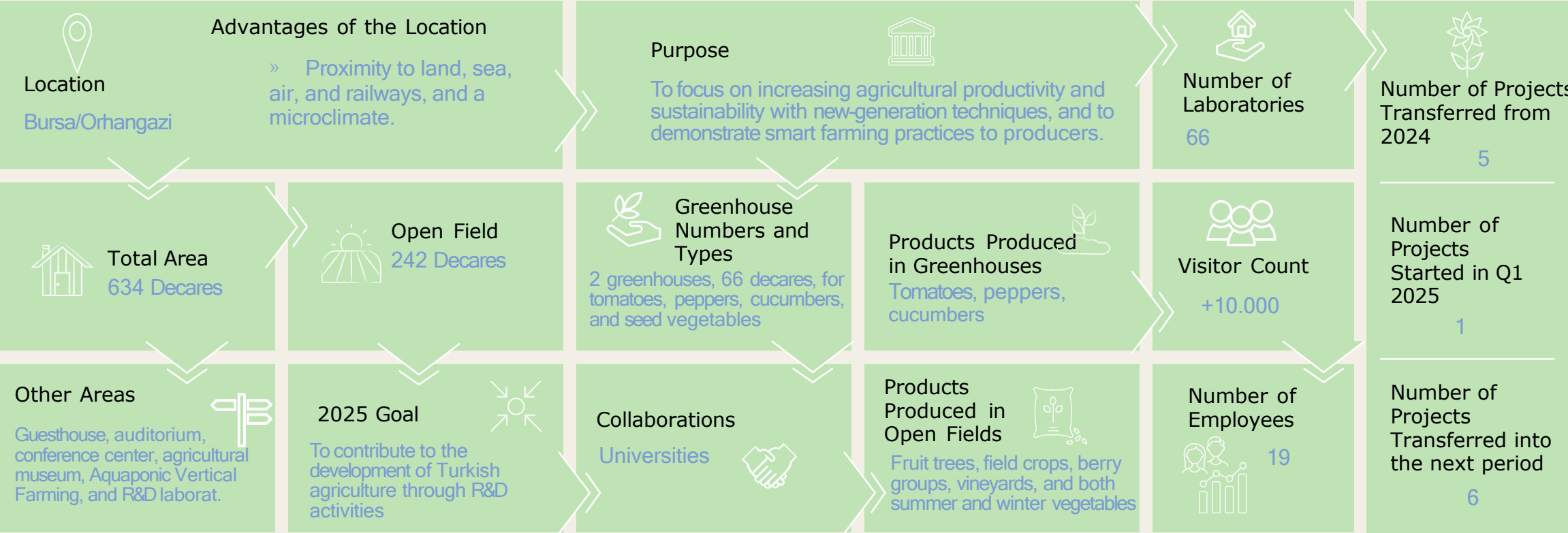
HEKTAŞ R&D

 <div>Location Kocaeli/Gebze</div>	 <div>Project Focus Research and development in plant protection, plant nutrition and environmental health.</div>	 <div>Number of Projects Transferred from 2024 (Cumulative) 40</div>	 <div>Number of Projects Started in Q1 2025 2</div>
 <div>R&D Incentives R&D tax deductions and Social Security (SSI) premium discounts</div>	 <div>Laboratories Instrumental and age analysis laboratories</div>	 <div>Number of Laboratories 2</div>	<div>Number of Projects Completed in Q1 2025 2</div> <div>Number of Projects Transferred into the next period 40</div>
 <div>Number of Employees 26</div>	 <div>R&D Policy Development of new products, enhancing product quality and standards</div>	 <div>Collaborations TUBITAK TAGEM Universities</div>	

R&D ACTIVITIES





ORGANGAZI (Farm) R&D



R&D ACTIVITIES



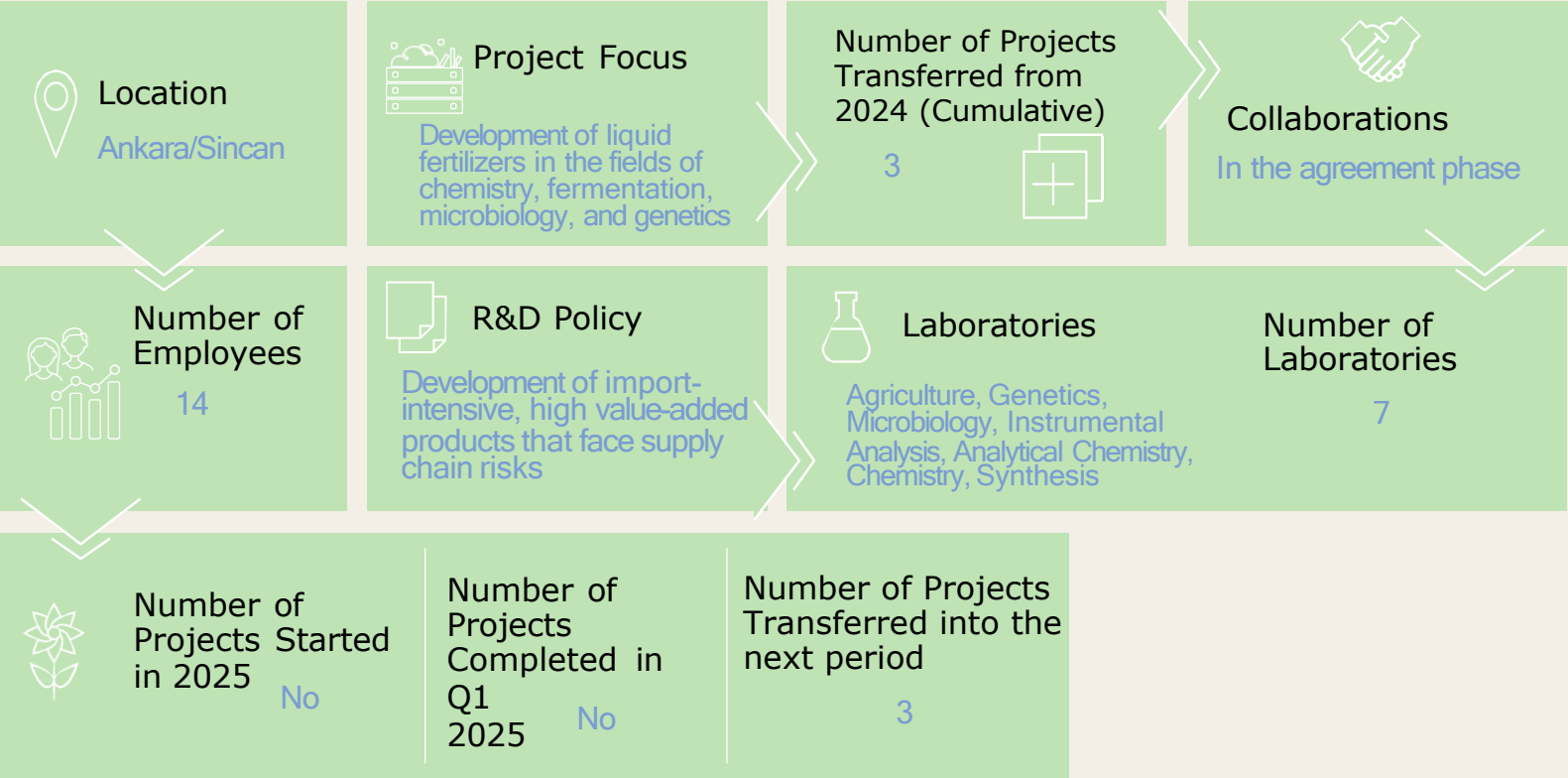
AREO R&D

 <div>Location</div> <div>Antalya/Akdeniz University Technopark</div>	 <div>Project Focus</div> <div>Developing hybrid varieties of vegetables and industrial plants (classical-molecular breeding)</div>	 <div>Number of Registered Varieties between 2020-2024</div> <div>30</div>	 <div>Number of Projects Transferred from 2024 (Cumulative)</div> <div>5</div>
 <div>R&D Incentives</div> <div>R&D tax deduction and social security (SSI) premium discounts</div>	 <div>Laboratories</div> <div>Biotechnology and tissue culture laboratories, Phytopathology test greenhouse, and speed breeding rooms</div>	 <div>Number of Laboratories</div> <div>Seed Technology Center (1 Biotechnology Laboratory, 1 Tissue Culture Laboratory, 2 Rapid Breeding Rooms, and 1 Test Greenhouse)</div>	 <div>Number of Projects Started in Q1 2025</div> <div>No</div> <div>Number of Projects Completed in Q1 2025</div> <div>No</div>
 <div>R&D Policy</div> <div>Developing high-resilience, high-yield hybrid vegetable and industrial plant varieties through technology-based breeding studies</div>	 <div>Number of Employees</div> <div>17</div>	 <div>Collaborations</div> <div>Ministry of Industry and Universities</div>	<div>Number of Projects Transferred into the next period</div> <div>5</div>

R&D ACTIVITIES



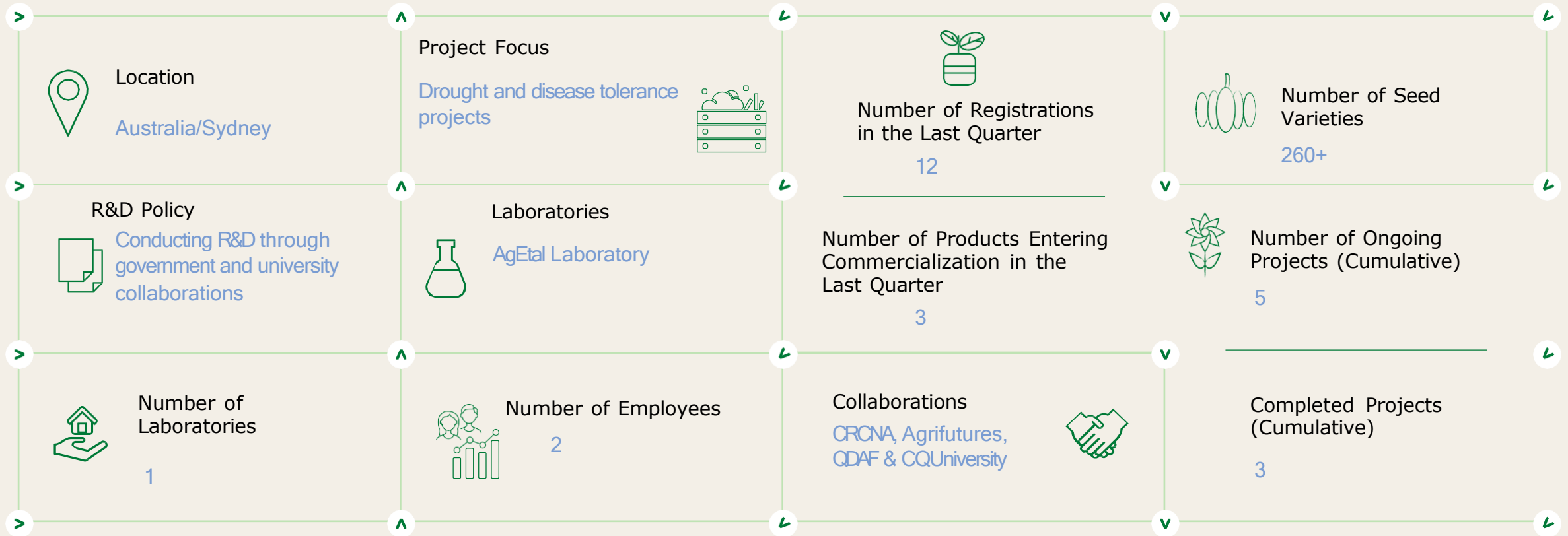
ANKARA HIGH TECHNOLOGY R&D



R&D ACTIVITIES



AGRIVENTIS R&D





FINANCIAL INDICATORS



FINANCIAL INDICATORS

	31.03.2025	31.12.2024	%Değişim (2025-2024)
Summary Balance Sheet (TRY)			
Current Assets	8.159.168.864	9.738.810.266	-16,22%
Fixed Assets	17.253.138.075	16.761.399.434	2,93%
Total Assets	25.412.306.939	26.500.209.700	-4,11%
Short-Term Liabilities	7.711.278.221	8.066.063.151	-4,40%
Long-Term Liabilities	3.212.013.585	3.317.925.009	-3,19%
Equities	14.489.015.133	15.116.221.540	-4,15%
Total Equities	25.412.306.939	26.500.209.700	-4,11%

FINANCIAL INDICATORS

Summary Income Statement (TRY)

	31.03.2025	31.03.2024	%Değişim (2025-2024)
Revenue	2.088.991.701	1.783.606.024	17,12%
Cost of Sales (-)	-2.132.434.196	-1.640.286.353	30,00%
GROSS PROFIT/LOSS	(43.442.495)	143.319.671	-130,31%
Operating Expenses (Marketing, Distribution, General Administration, R&D)	-463.451.678	-518.044.280	-10,54%
Other Activities (Income/Expenses)	-2.359.319	-151.707.380	-98,44%
REAL OPERATING PROFIT/(LOSS)	(509.253.492)	(526.431.989)	-3,26%
Income/Expenses from Investment Activities	1.165.601	1.754.532	-33,57%
OPERATING PROFIT/(LOSS) BEFORE FINANCE EXPENSES	(508.087.891)	(524.677.457)	-3,16%
Finance Income/Expenses	-695.136.780	-1.689.282.975	-58,85%
Net Monetary Loss Profit	537.165.966	1.800.829.900	-70,17%
PROFIT/LOSS BEFORE TAX FROM CONTINUING OPERATIONS	(666.058.705)	(413.130.532)	61,22%
TAX INCOME/EXPENSE FROM CONTINUING OPERATIONS	87.928.091	34.721.759	153,24%
PROFIT/LOSS FOR THE PERIOD	(578.130.614)	(378.408.773)	52,78%

FINANCIAL INDICATORS

KEY FINANCIAL INDICATORS	31.03.2025	31.03.2024	%Değişim (2025-2024)
Satış Gelirleri	2.088.991.701	1.783.606.024	17,12%
Real operating profit / loss	(509.253.492)	(526.431.989)	-3,26%
Gross Profit/Loss	(43.442.495)	143.319.671	-130,31%
Profit / (Loss) for the Period	(578.130.614)	(378.408.773)	52,78%
EBITDA (Earnings Before Interest, Taxes, Depreciation, and Amortization)	(271.375.308)	(251.471.644)	7,91%

MARGINS	31.03.2025	31.03.2024
Gross Profit Margin	-2,08%	8,04%
Operating Profit Margin	-24,38%	-29,52%
Net Profit Margin	-27,68%	-21,22%
EBITDA Margin	-12,99%	-14,10%

SHARE PERFORMANCE

Share Identity

Public Offering Date	1981
Issued Capital	8,430,000,000
Free Float Ratio	44.63%
Stock Ticker	HEKTS
ISIN Code	TRAHEKTS91E4R
BIST Market Where the Capital Market Instrument is Traded	BIST Stars Market / Wholesale Market (Among Qualified Investors)
Indexes in Which the Company is Included	BIST KOCAELI, BIST STARS, BIST INDUSTRIAL, BIST 100, BIST 50, BIST 30, BIST ALL, BIST CHEMICALS, PETROLEUM, PLASTICS.

HEKTAŞ stock started 2025 at TRY 3.87 and closed as of Q1 at TRY 3.30, reflecting a 15% decline.

In 2025, it continued to be among the BIST 30 companies.

In 2025, it continued to be a 'First Group' company.

In 2025, it continued to be included in the "FTSE Index" traded on the London Stock Exchange. In 2025, it continued to be included in the MSCI Türkiye Index.



OUR INVESTMENTS

2017

- » Acquisition of **Ferbis Tarım**

2018

- » Modernization of **Adana OMG** Facilities
- » Modernization of **Gebze Plant Protection** Facility

2019

- » Acquisition of **Areo Tohum**
- » Modernization of **Hektaş F.A.R.M.**
- » **Modernization** of Gebze Plant Protection Facility
- » **Modernization** of Adana OMG Facilities
- » Modernization of **Niğde Plant Protection** Production Facility
- » **Machinery** and equipment purchase

2020

- » Acquisition of **Sunset**
- » Modernization of **Gebze Plant Protection** Facility
- » Modernization of **Niğde Plant Protection** Production Facility
- » Modernization of **Hektaş F.A.R.M.**
- » Modernization of **Adana OMG** Production Facilities
- » Regional offices, warehousing and logistics units, and **IT investments**
- » New product development and **R&D projects**
- » Machinery and **equipment purchase**

2021

- » Acquisition of **Arma**
- » Acquisition of **Pet Food** Production Facility
- » Modernization of **Niğde Plant Protection** Production Facility
- » Modernization of **Gebze Plant Protection** Facility
- » Modernization of **Adana OMG** Facilities
- » Establishment of **Ankara YTM**
- » Modernization of **Hektaş F.A.R.M.**
- » **Machinery** and equipment purchase

OUR INVESTMENTS continue

2022

- » Becoming the major partner in **Agriventis**
- » Modernization of **Hektaş F.A.R.M.**
- » Modernization of **Niğde Plant Protection** Production Facility
- » Modernization of **Gebze Plant Protection** Facility
- » Modernization of **Adana OMG** Facilities
- » Modernization of **Pet Food** Production Facility
- » Acquisition of the **leased facility in Adana**
- » Investment in **Ankara YTM**
- » Establishment of **Hektaş Asia**

2023

- » Acquisition of **Veterinary Medical Products** Production Facility
- » Modernization of **Gebze Plant Protection** Facility
- » Modernization of **Niğde Plant Protection** Production Facility
- » Modernization of **Adana OMG** Facilities
- » Modernization of **Hektaş F.A.R.M.**
- » Modernization of **Pet Food** Production Facility
- » Investment in **Ankara YTM**

2024

- » Modernization of **Hektaş F.A.R.M.**
- » Modernization of **Gebze Plant Protection** Facility
- » Modernization of **Adana OMG** Facilities
- » Construction of production facilities to be **operated in Uzbekistan**
- » Modernization of **Niğde Plant Protection** Auxiliary Facilities

2025

As of the first quarter, total investment expenditure of 86,801,203 TL was realized.

Hektaş Ticaret T.A.Ş (Hektaş) may disclose future information, expectations, forecasts, targets, evaluations, or opinions in written or verbal form when deemed necessary. Hektaş has made the necessary arrangements regarding their value and results in the Regulation on Public Disclosure Principles and published the said Regulation on its corporate website within the framework of the Capital Markets Board (CMB) regulations. As stated in the relevant regulation, the information disclosed in expectations, whether written or verbal, will not contain exaggerated assumptions and predictions that have no basis. However, it should be taken into consideration that the uncertainties carried by statements that mention or discuss expectations, beliefs, plans, goals, acceptances, or events expected to occur in the future rather than historical facts, and some factors beyond the control of our Company may cause actual results to deviate significantly from the estimated values, and full confidence should not be placed on forward-looking statements and it should be understood that they do not constitute a guarantee. Forward-looking statements (predictions) speak only under conditions existing on the date they are made. If it is understood that future predictions will not come true, this will be disclosed to the public and the information in question will be revised. However, since the idea that the information should be revised depends on a subjective evaluation in most cases; when making a decision based on estimates and expectations, it should be kept in mind that our Company may not have revised these estimates yet as of the date of the decision in question. Because our Company cannot undertake to revise all its forecasts instantly to reflect all kinds of parameter changes, and new factors constantly emerge over time, and it is not possible to predict them completely.