Investor Presentation

2025 First Quarter

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





ABOUT HEKTAŞ

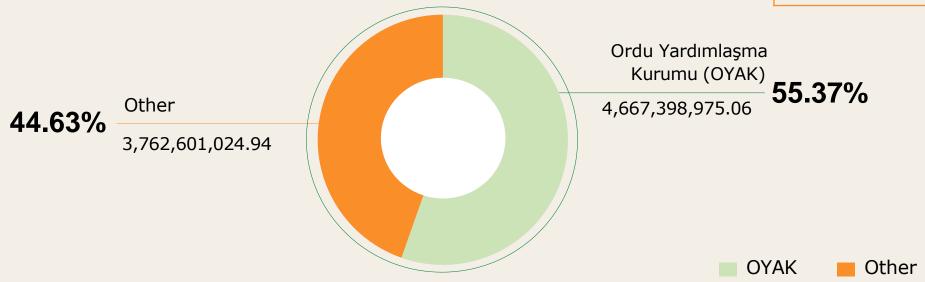
Deep roots, strong future.





CAPITAL & PARTNERSHIP STRUCTURE

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



CAPITAL & PARTNERSHIP STRUCTURE

Subsidiaries

	Shareholding
Company Name	Percentage (%)
	45
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.

1956

Founded in Adana.

1963

Türkiye's largest occupational pension fund, OYAK, became one of the shareholders of HEKTAŞ

1981

HEKTAS shares were offered to the public.

1986

It started trading on the stock exchange

2005

The animal health division was established

2018

It was included in the BIST 100 index

The company entered the pet food and care products sector.

2017

The plant nutrition and seed divisions were established

Organic-mineral fertilizer production began in Adana

Ferbis company was acquired

2019

AREO Tohumculuk company was acquired

It was included in the BIST 50 index



2024

A paid-in capital increase was made

Its capital has reached TRY 8,430,000,000

2023

The public offering process for Ferbis has begun

The process of change and transformation has begun

The animal health business line was exited

2022

51% of Agriventis Technologies was acquired

It was included in the BIST 30 index

A company named HEKTAŞ Asia LLC was established in Tashkent, Uzbekistan

2021

Arma Pharmaceuticals, which produces veterinary medicinal products, was acquired

Work has begun on establishing a factory in Balıkesir for local pet food production

It was included in the BIST 30 reserve list

2020

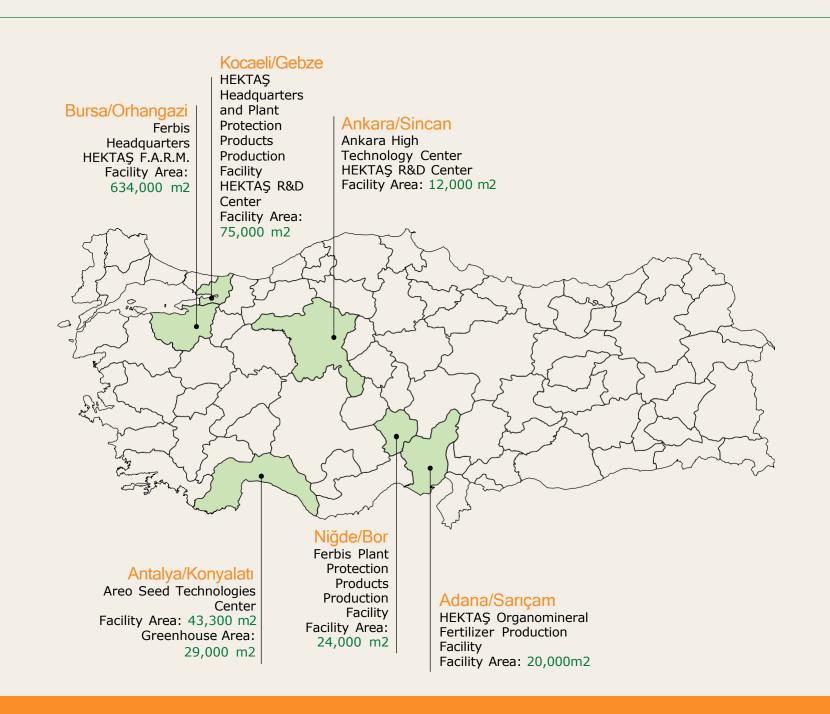
Sunset Kimya Tarım Ürünleri company was acquired



OPERATIONS MAP

Domestic

With our state-of-theart 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.

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 HEKTAS 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 **HEKTAS** Tohum brand.
- In 2022, it became the **major** partner of Agriventis Technologies. (Australia)
- Seeds will be produced with Agriventis for drought tolerance







Our Goals

Niğde/Bor

Our Production Facilities

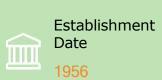
Our Products

To maintain our leadership and reduce dependence on imported inputs

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



About HEKTAŞ











Regional Offices

6

Wholesale Points

34

Retail Points

777

Corporate Sales Points

43

Total sales Point

854



Advantages of the Location

- Proximity to land
- Railways and

Air

Regional advantages

To offer products suitable for sustainable agriculture, respecting humans and

Sales Policy

Number of Domestic Licenses (Cumulative)

233

Number of Foreign Licenses (Cumulative)

552



Motto

Pioneer of Smart Farming



leadership with brand recognition.

2025 Goal



HEKTAŞ Gebze Production Facility









Business Activity

Production and sales of plant protection products



Partnership Share

100%

Sales Policy

To offer lower and midsegment products with a quality and pricefocused policy, while also providing products that respect nature and are suitable for sustainable agriculture.





Regional Offices

Wholesale Points

23

Retail Points

581

Corporate Sales Points

52

Plant Protection Business Unit

656

Advantages of the Location

Location

Niğde/Bor

- Proximity to land
- Railways and
 - Regional incentives, as well as

Air

proximity to agricultural areas.

Number of Domestic Licenses (Cumulative)

Number of Foreign Licenses (Cumulative)



128

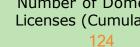


Innovative Face of Efficient Farming



2025 Goal

To continue leading the lower and midsegment market.









Number of

Countries





PLANT NUTRITION BUSINESS UNIT



HEKTAŞ Adana Organomineral Production Facility

HEKTAŞ Ankara High Technology Center



PLANT NUTRITION BUSINESS UNIT



HEKTAŞ Adana Production Facility



Advantages of the Location

- Proximity to land »
- Railways and

- Location Sea Adana/
 - Air

Regional incentives, as well as proximity to agricultural areas.



Business Activity

Production and sales of organomineral fertilizers



Produced **Products**

Granular fertilizers for both underground and surface application



Annual Production

99 Thousand Tons



Sançam

Covered Area 12.400 m²



Total Area 20,000 m²



Annual Production Quantity

8.7 Thousand Tons



Capacity



Infrastructure

The facility, modernized in 2022, has the infrastructure suitable for organomineral fertilizer production.

Quality Certificates



ISO 9001:2015 ISO 14001:2015 ISO 45001:2018

Investments Made

Modernization

Sales Network 4



Regional Offices

6

Wholesale Points

17

Retail Points

138

Corporate Sales Points

Plant Protection Business Unit

162

PLANT NUTRITION BUSINESS UNIT



HEKTAŞ Ankara High Technology Center





SEED BUSINESS UNIT





Business Activity

Seed breeding, production and sales



Partnership Share

100%



Number of Registered Seeds (Cumulative)

30



Regional Offices

2

Wholesale Points

5

Advantages of the Location

- Proximity to land » Ra
- » Sea
- Air

- » Railways,
- » Climate advantages
 - Being located in a Technopark



Sales Policy

To expand the sale of high-adaptability hybrid seeds.



Product Portfolio

Greenhouse/Field hybrid vegetable varieties and industrial plants



Location

Antalya/

Konyaaltı

Number of Employees

White Collar

Blue Collar

27

17



Motto

Domestic R&D, Domestic Seeds

2025 Goal

To reduce Turkey's dependence on foreign seed production, becoming a company with strong competition in national and international markets, focused on innovation, and with a producer- and consumer-oriented approach.

SEED BUSINESS UNIT



AREO R&D & Production Center



Location

- » Antalya/Akdeniz University Technopark
- » Aydın/Köşk



Total Area

36.900 m²
Antalya /Teknokent

6.400 m² Aydın/Köşk

Business Activity

Seed production in greenhouse areas and seed breeding in R&D laboratories



Produced Products

Antalya/Teknokent

Tomato, pepper, cucumber, and eggplant seeds

Aydın/Köşk

Cotton, barley, wheat, bean, pea, corn, and sunflower seeds

Investments Made

Investments in classical and molecular breeding and seed production for greenhouse/field hybrid vegetable markets

Investments in classical and molecular breeding and seed production for industrial plant markets

Д

Laboratories

Seed Technology Center (1 Biotechnology Laboratory, 1 Tissue Culture Laboratory, 2 Rapid Breeding Rooms, and 1 Test Greenhouse)



Greenhouse Area

29,000 m²

5 greenhouses and 1 seedling area, plus 1 open field

Certifications Held



Seed Producer Certificate, Seed Dealer Certificate, Agricultural Certificate, Greenhouse Registration Certificate, Private Sector Agricultural Research Institution Registration Certificate, Authorized Seed Production Organization Certificate, TSÜAB, BİSAB Membership Certificate, Trademark Registration Certificate



Number of Employees

Blue Collar

17

SEED BUSINESS UNIT

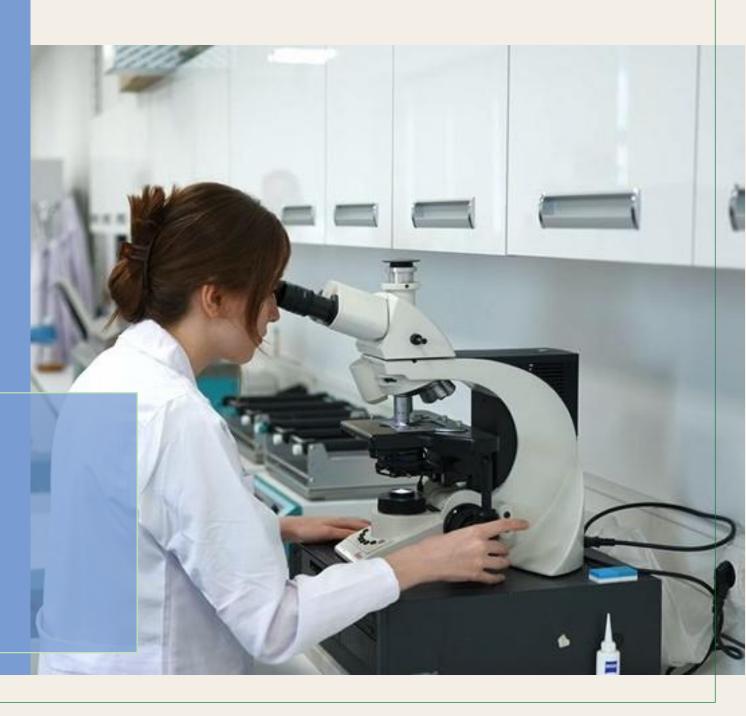


About AGRIVENTIS



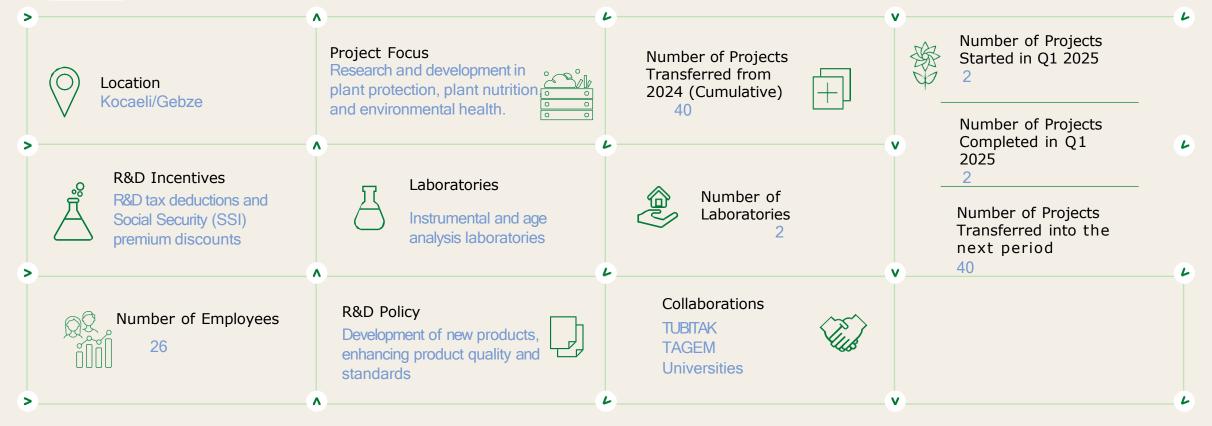


HEKTAŞ GEBZE R&D
ORHANGAZİ (FARM) R&D
AREO R&D
ANKARA HIGH TECHNOLOGY R&D
AGRIVENTIS R&D





HEKTAŞ R&D





ORGANGAZİ (Farm) R&D



Bursa/Orhangazi

Advantages of the Location

Proximity to land, sea, air, and railways, and a microclimate.





To focus on increasing agricultural productivity and sustainability with new-generation techniques, and to demonstrate smart farming practices to producers.

Number of Laboratories

66



Number of Projects Transferred from 2024



Total Area 634 Decares



Open Field

242 Decares



Greenhouse Numbers and Types

2 greenhouses, 66 decares, for tomatoes, peppers, cucumbers, and seed vegetables

Products Produced in Greenhouses

Tomatoes, peppers, cucumbers



Visitor Count

+10.000

Started in O1 2025

Number of

Projects

Number of **Projects** Transferred into the next period

Other Areas

Guesthouse, auditorium. conference center, agricultural museum. Aquaponic Vertical Farming, and R&D laborat.

2025 Goal

To contribute to the development of Turkish agriculture through R&D activities

Collaborations

Universities



Products Produced in Open Fields

Fruit trees, field crops, berry groups, vineyards, and both summer and winter vegetables

Number of **Employees**



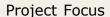


AREO R&D

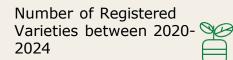


Location

Antalya/Akdeniz University Technopark



Developing hybrid varieties of vegetables and industrial plants (classical-molecular breeding)



30

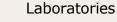
Number of Projects Transferred from 2024 (Cumulative)



Ä

R&D Incentives

R&D tax deduction and social security (SSI) premium discounts



Biotechnology and tissue culture laboratories, Phytopathology test greenhouse, and speed breeding rooms

Number of Laboratories

Seed Technology Center (1
Biotechnology Laboratory, 1
Tissue Culture Laboratory, 2
Rapid Breeding Rooms, and 1
Test Greenhouse)



Number of Projects Started in Q1 2025

No

Number of Projects Completed in Q1 2025

No



R&D Policy

Developing high-resilience, high-yield hybrid vegetable and industrial plant varieties through technology-based breeding studies



Number of Employees

17

Ministry of Industry and Universities

Collaborations



Number of Projects Transferred into the next period

5



ANKARA HIGH TECHNOLOGY R&D





Development of liquid fertilizers in the fields of chemistry, fermentation, microbiology, and genetics

Number of Projects Transferred from 2024 (Cumulative)









R&D Policy

Development of importintensive, high value-added products that face supply chain risks



Laboratories

Agriculture, Genetics, Microbiology, Instrumental Analysis, Analytical Chemistry, Chemistry, Synthesis Number of Laboratories

7



Number of Projects Started in 2025

Number of Projects Completed in Q1 2025 Number of Projects Transferred into the next period

3



AGRIVENTIS R&D



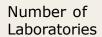
Location

Australia/Sydney





Conducting R&D through government and university collaborations



Project Focus

Drought and disease tolerance projects



Laboratories



AgEtal Laboratory



Number of Employees



CRCNA, Agrifutures, QDAF & CQUniversity

Collaborations



Number of Registrations in the Last Quarter

Number of Products Entering Commercialization in the Last Quarter





3



Number of Seed **Varieties**

260+



Number of Ongoing Projects (Cumulative)

Completed Projects (Cumulative)





Summary Balance Sheet (TRY)	31.03.2025	31.12.2024	%Değişim (2025-2024)
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%

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%

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,	(271.375.308)	(251.471.644)	7,91%
Taxes, Depreciation, and Amortization)			

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 QI 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 Hektas 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.