



Investor Presentation

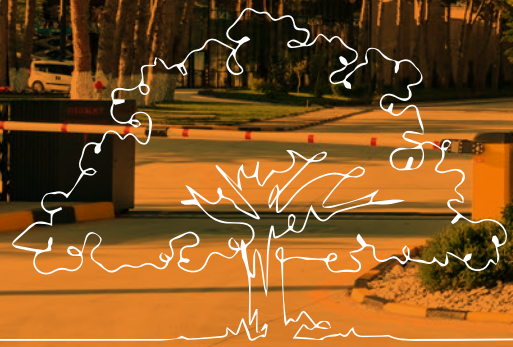
2024

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



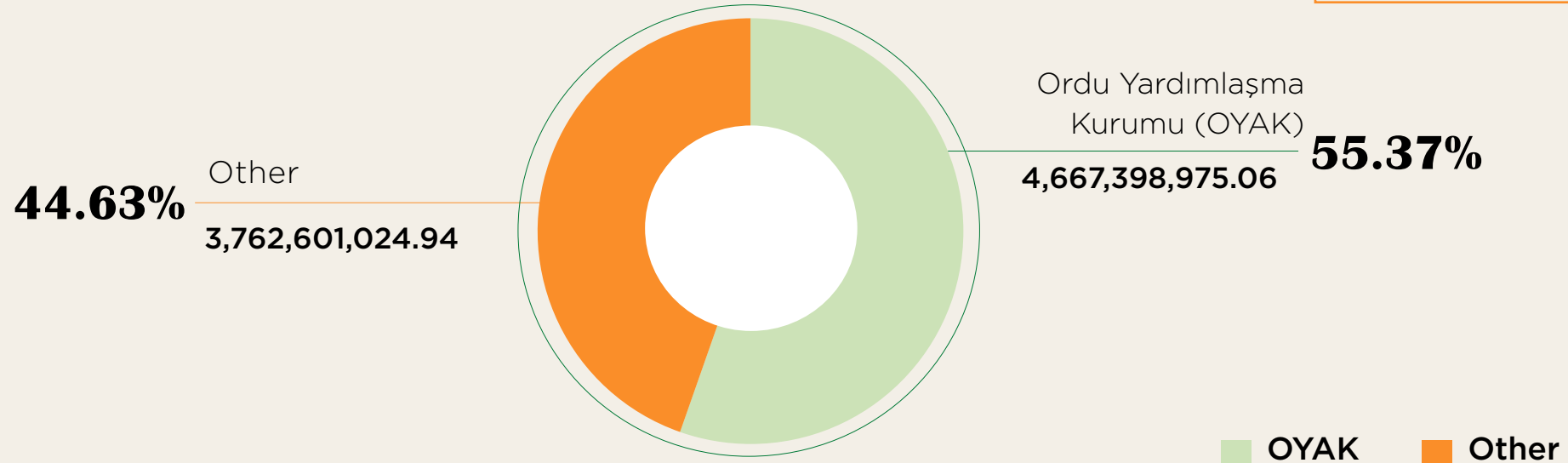
ABOUT HEKTAŞ

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

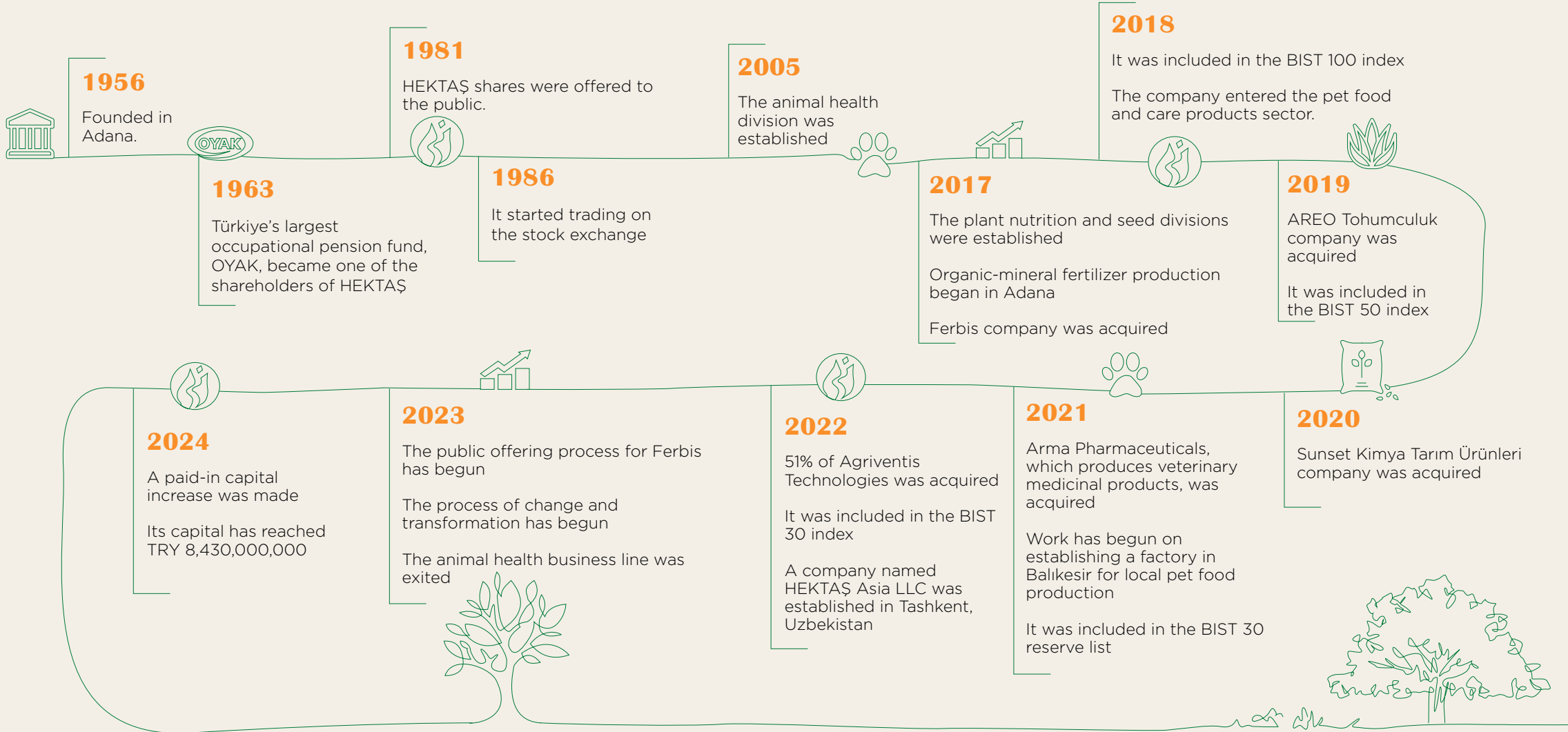
Hektas Asia LLC

100.00



MILESTONES

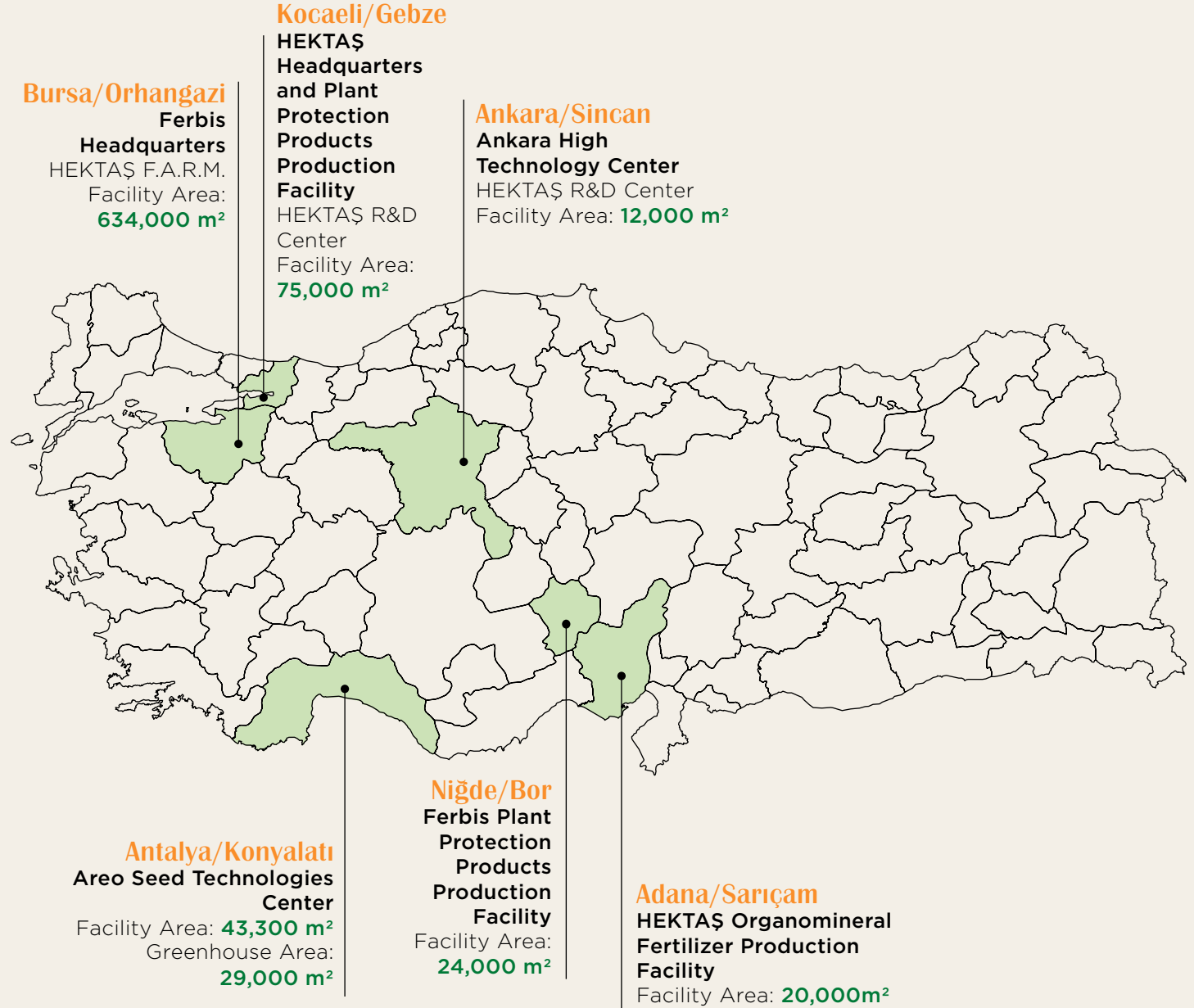
With 68 years of experience, we are the address of trust, quality, and innovation in the agriculture sector.



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.

310 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+**

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

Uzbekistan
HEKTAS ASIA LLC



Australia
Agriventis Technologies
Pty. Ltd

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

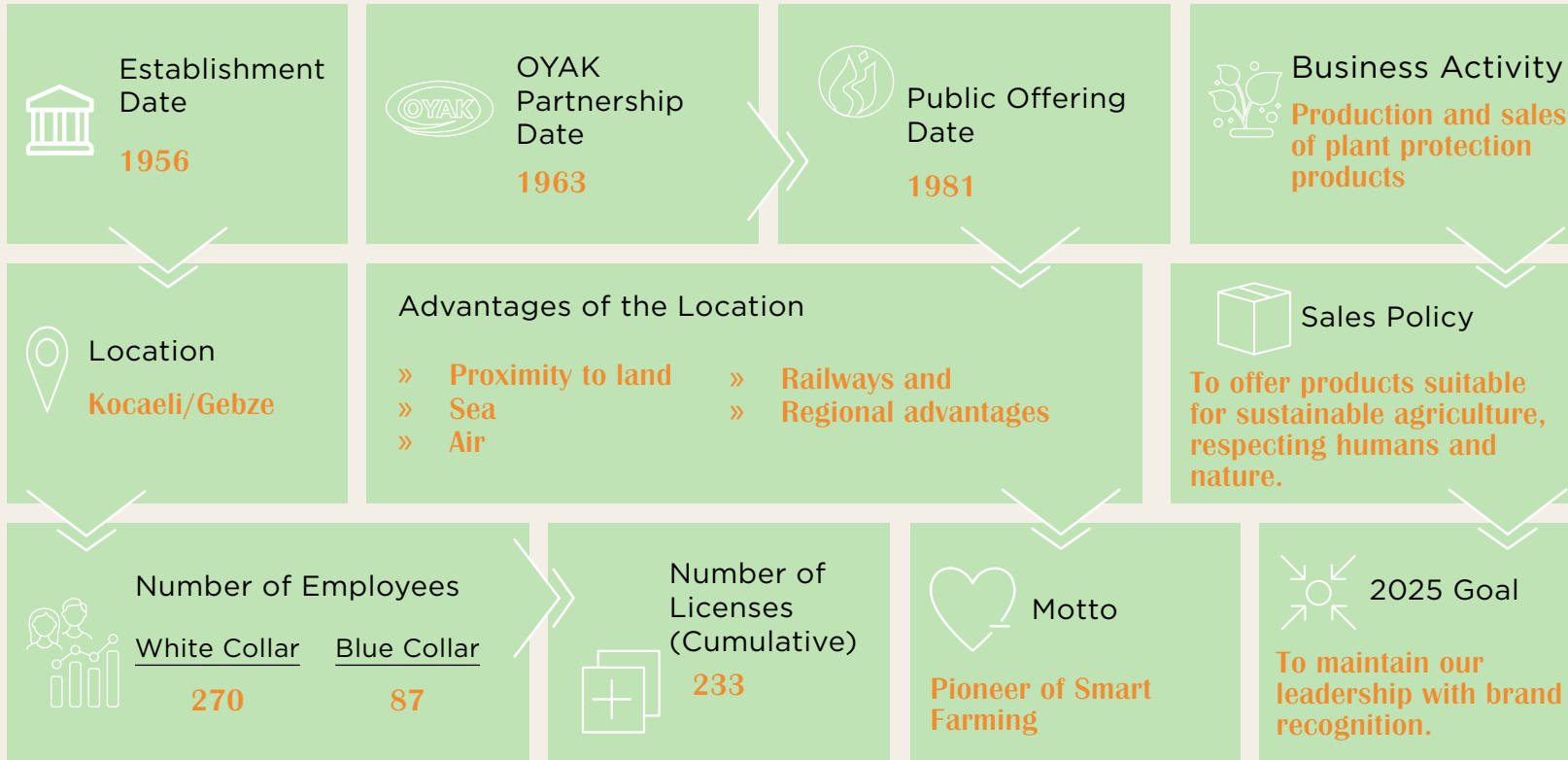
» To maintain our leadership and reduce dependence on imported inputs

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

PLANT PROTECTION BUSINESS UNIT



About HEKTAŞ





Sales Network

Regional Offices	6
Wholesale Points	38
Retail Points	819
Corporate Sales Points	66
Total sales Point	923

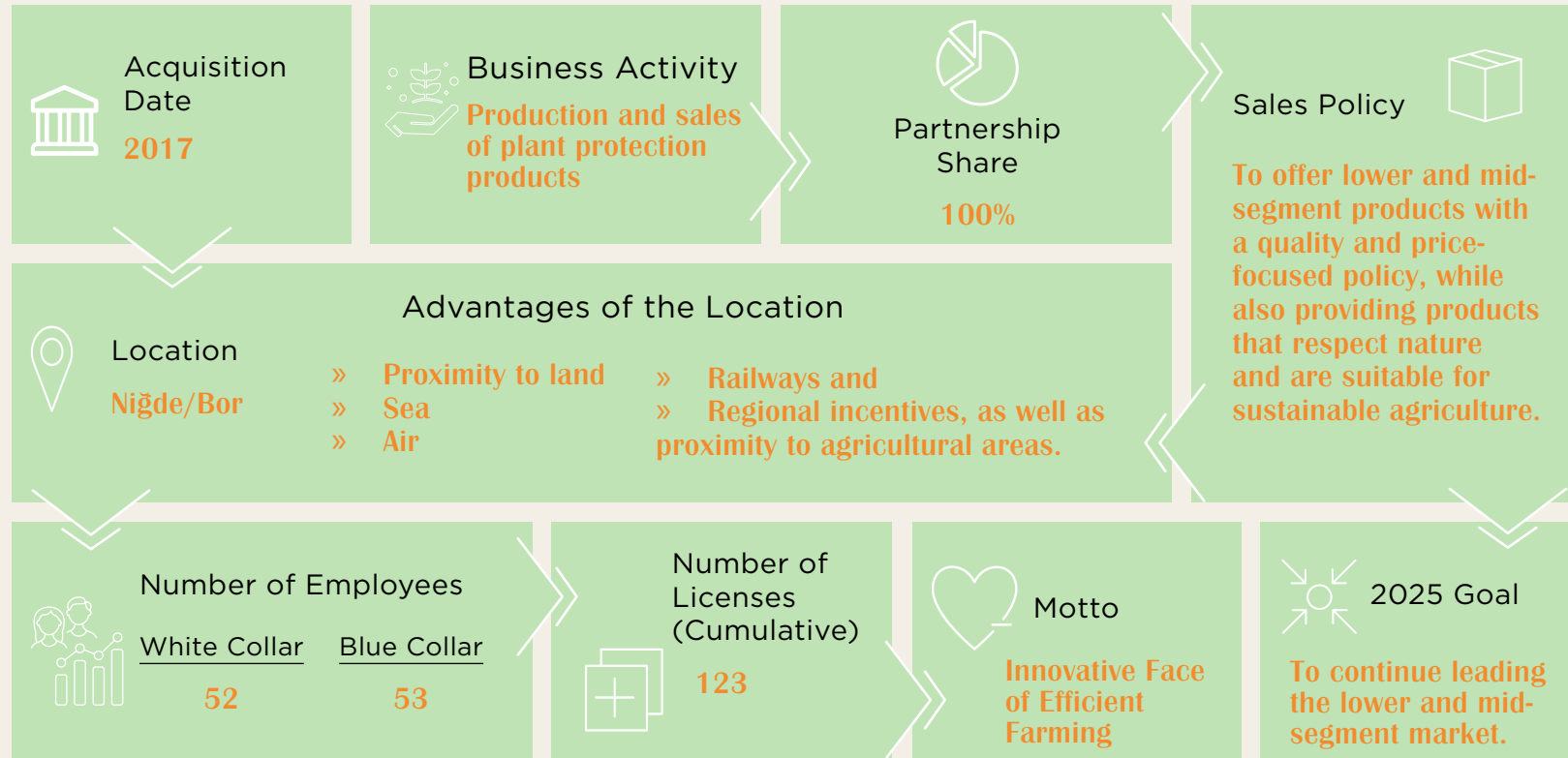
PLANT PROTECTION BUSINESS UNIT



HEKTAŞ Gebze Production Facility

<p>Location</p> <p>Kocaeli/Gebze</p> 	<p>Business Activity</p> <p>Production and sales of plant protection products (*Small quantities of chemical plant nutrition products are also produced).</p> 	<p>Produced Products</p> <p>Fungicide, Herbicide, Insecticide, Acaricide, and Others</p> 	<p>Annual Production Quantity</p> <p>10.4 Thousand Tons</p> 
<p>Covered Area</p> <p>32,723 m²</p> 	<p>Total Area</p> <p>75,000 m²</p> 	<p>Number of Employees (Blue Collar)</p> <p>87</p> 	<p>Annual Production Capacity</p> <p>21.9 Thousand Tons</p> 
<p>Infrastructure</p> <p>It is the first facility in its field to produce according to Industry 4.0 standards.</p> 	<p>Investments Made</p> <p>Modernization and automation investments</p> 	<p>Quality Certificates</p> <p>ISO 9001:2015 ISO 14001:2015 ISO 45001:2018 ISO 27001:2013</p> 	<p>Certification</p> <p>Organic farming compliance certificate</p> 

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

<p>Location</p> <p>Niğde/Bor</p> 	<p>Business Activity</p> <p>Production and sales of plant protection products</p> 	<p>Produced Products</p> <p>Fungicide, Herbicide, Insecticide, Plant Growth Regulators</p> 	<p>Annual Production Quantity</p> <p>3.6 Thousand Tons</p> 
<p>Covered Area</p> <p>17,394 m²</p> 	<p>Total Area</p> <p>24,000 m²</p> 	<p>Number of Employees (Blue Collar)</p> <p>53</p> 	<p>Annual Production Capacity</p> <p>12.3 Thousand Tons</p> 
<p>Infrastructure</p> <p>With the renewed infrastructure, it is in the transition phase to automation.</p> 	<p>Investments Made</p> <p>Modernization, automation, and warehouse investments</p> 	<p>Quality Certificates</p> <p>ISO 9001:2015 ISO 14001:2015 ISO 45001:2018</p> 	<p>Certification</p> <p>Organic farming compliance certificate</p> 

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



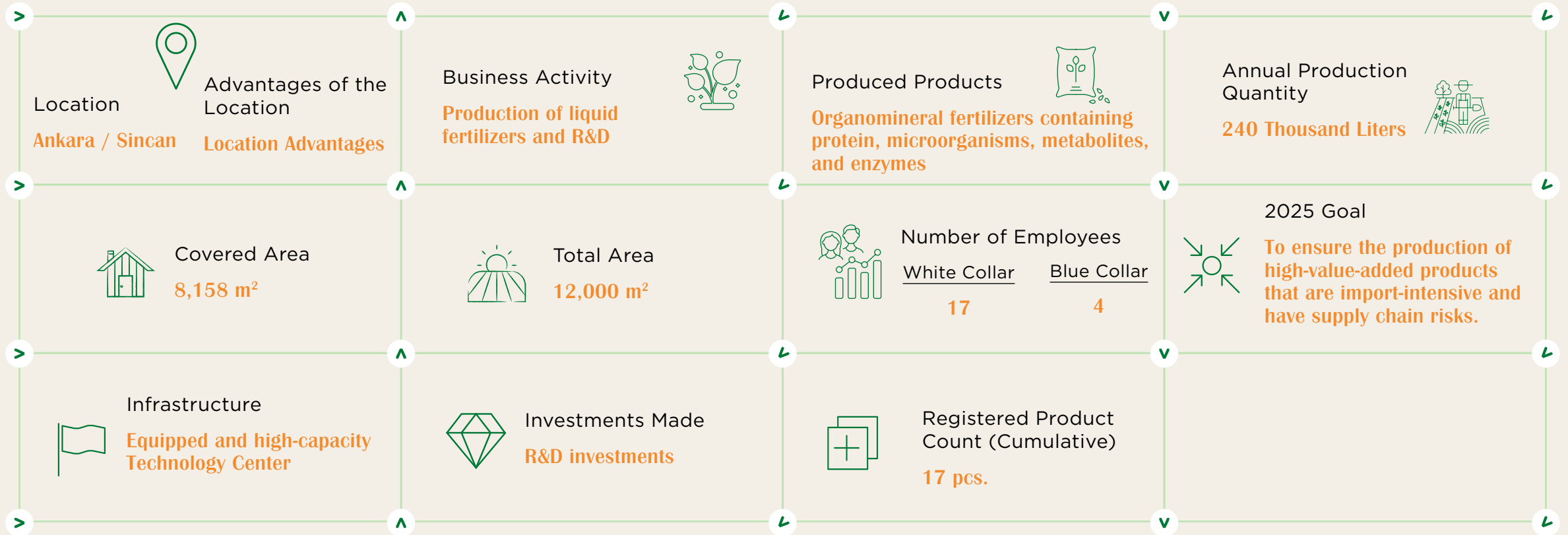
HEKTAŞ Adana Production Facility



PLANT NUTRITION BUSINESS UNIT



HEKTAŞ Ankara High Technology Center



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



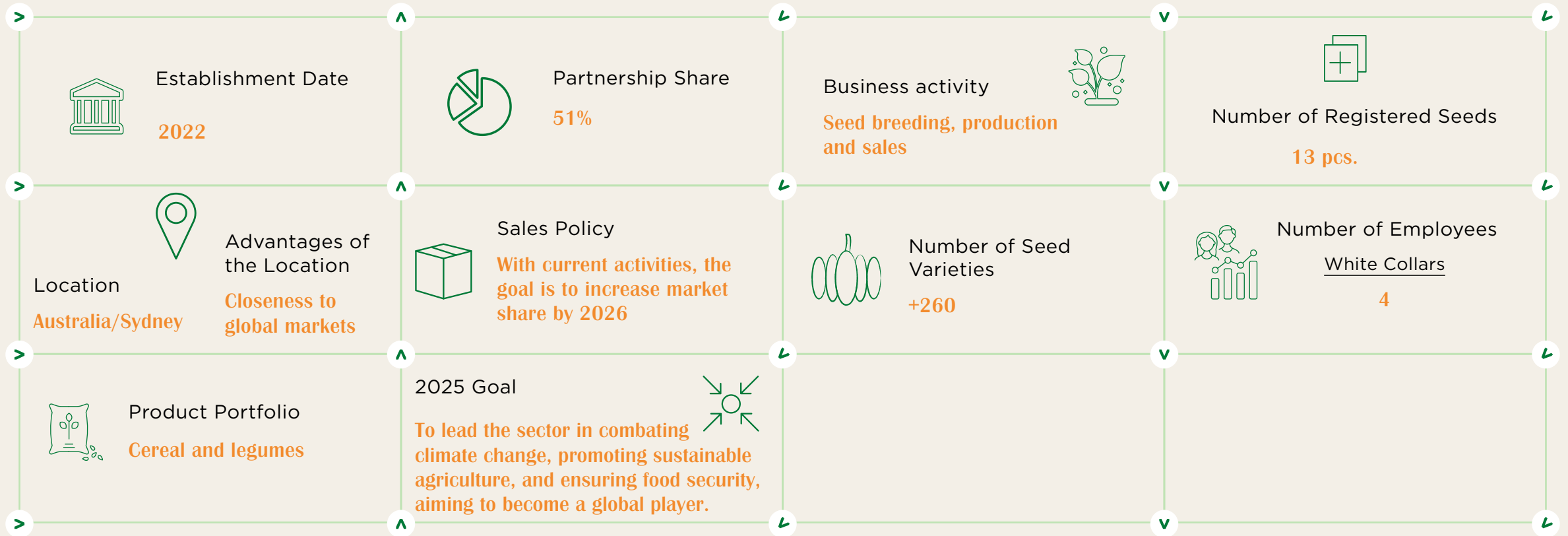
AREO R&D & Production Center



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

 <p>Location Kocaeli/Gebze</p>	<p>Project Focus Research and development in plant protection, plant nutrition and environmental health.</p> 	<p>Number of Ongoing Projects (Cumulative)</p> <p>37</p> 	<p>Number of Projects Started in 2024</p> <p>15</p> <hr/> <p>Number of Projects Completed in 2024</p> <p>12</p> <hr/> <p>Number of Projects Continuing into 2025</p> <p>40</p> 
 <p>R&D Incentives R&D tax deductions and Social Security (SSI) premium discounts</p>	 <p>Laboratories Instrumental and age analysis laboratories</p>	 <p>Number of Laboratories</p> <p>2</p>	
 <p>Number of Employees</p> <p>28</p>	<p>R&D Policy Development of new products, enhancing product quality and standards</p> 	<p>Collaborations TUBITAK TAGEM Universities</p> 	

R&D ACTIVITIES



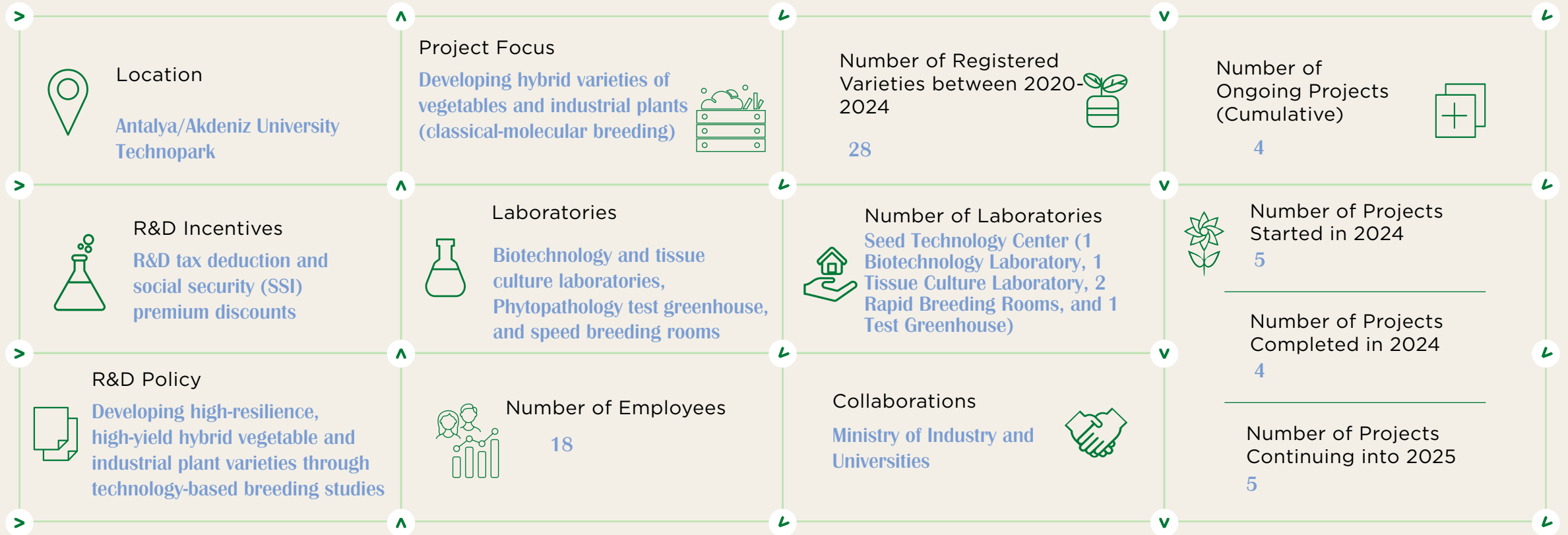
ORGANGAZI (Farm) R&D



R&D ACTIVITIES



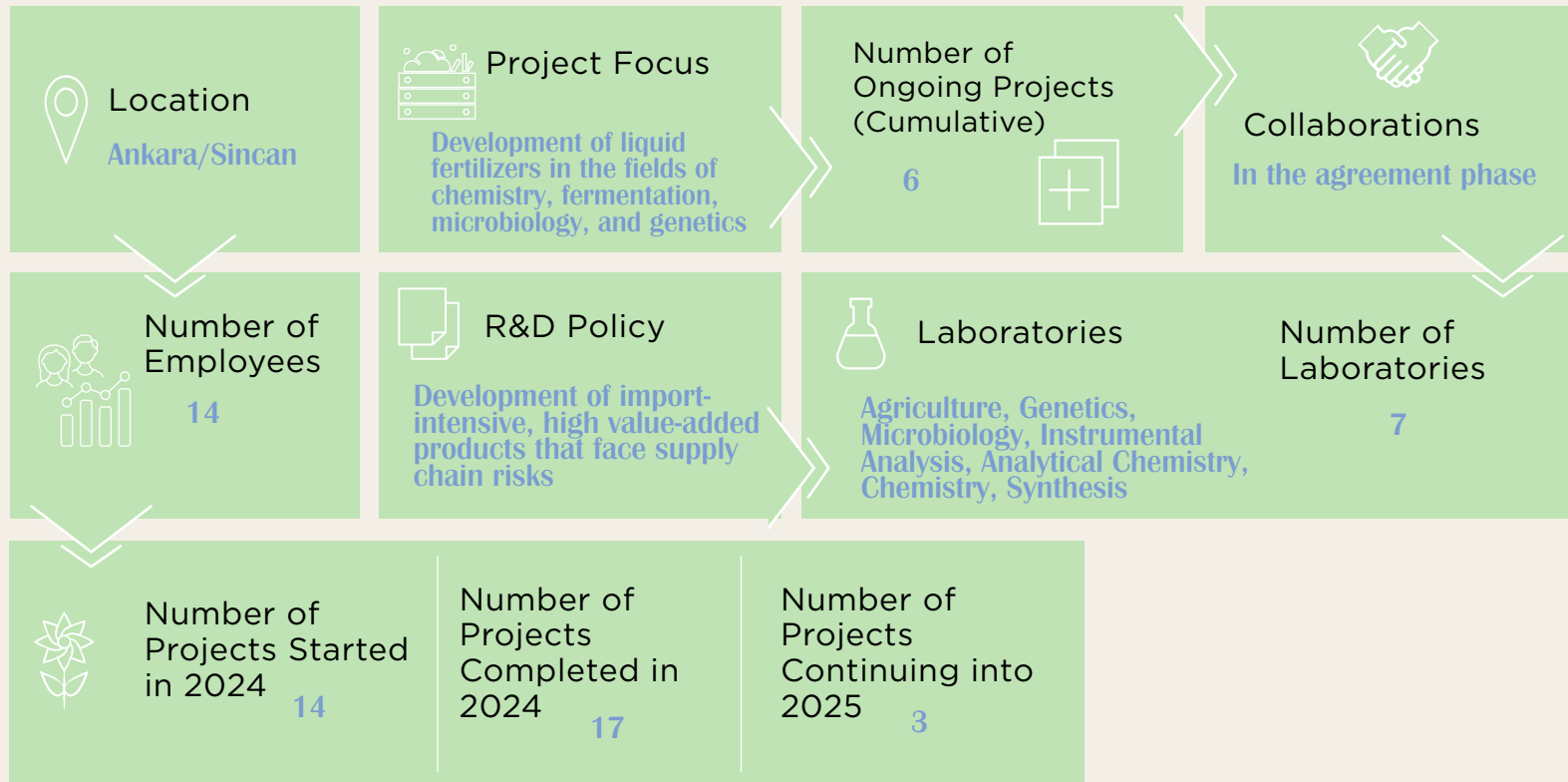
AREO R&D



R&D ACTIVITIES



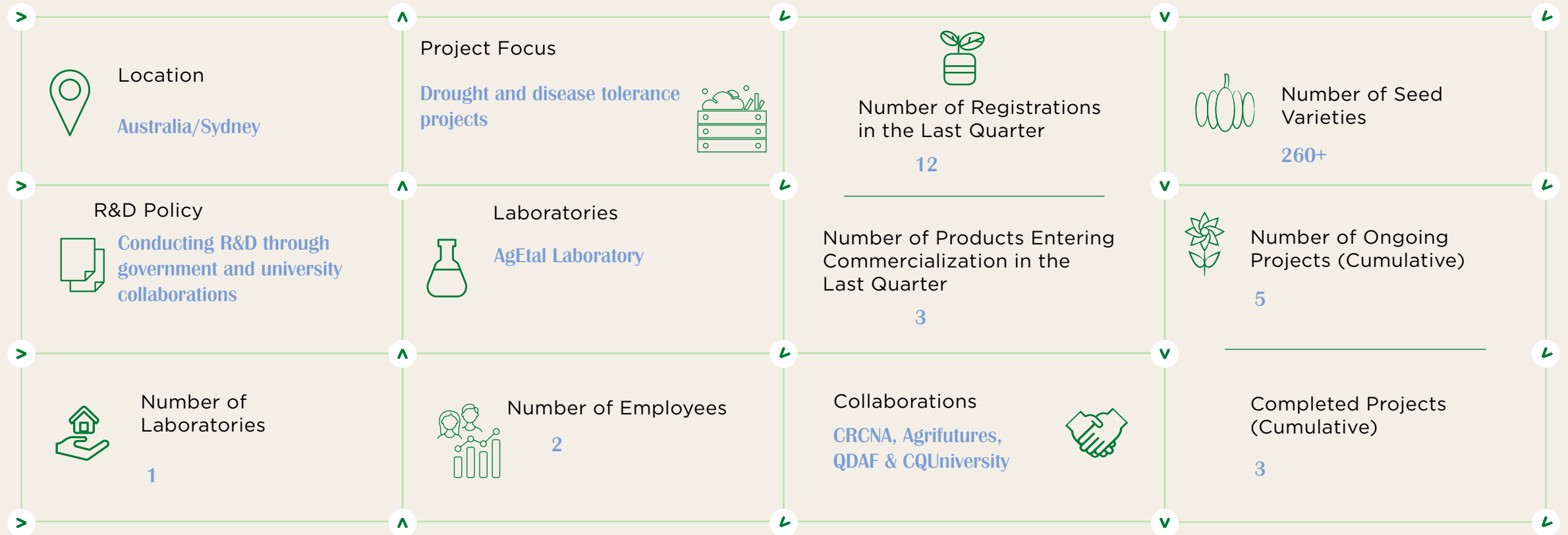
ANKARA HIGH TECHNOLOGY R&D



R&D ACTIVITIES



AGRIVENTIS R&D





FINANCIAL INDICATORS



FINANCIAL INDICATORS

Summary Balance Sheet (TRY)	31.12.2024	31.12.2023	Change % (2023-2024)
Current Assets	8,848,414,927	21,844,083,146	-59.49%
Fixed Assets	15,228,946,134	14,908,018,975	2.15%
Total Assets	24,077,361,061	36,752,102,121	-34.49%
Short-Term Liabilities	7,328,602,945	22,809,342,097	-67.87%
Long-Term Liabilities	3,014,575,332	3,056,924,587	-1.39%
Equities	13,734,182,784	10,885,835,437	26.17%
Total Equities	24,077,361,061	36,752,102,121	-34.49%

FINANCIAL INDICATORS

Summary Income Statement (TRY)	31.12.2024	31.12.2023	Change % (2023-2024)
Revenue	4,867,088,189	8,719,027,378	-44.18%
Cost of Sales (-)	-5,877,261,499	-7,541,484,454	-22.07%
GROSS PROFIT/LOSS	-1,010,173,310	1,177,542,924	-185.79%
Operating Expenses (Marketing, Distribution, General Administration, R&D)	-1,885,228,451	-2,331,869,969	-19.15%
Other Activities (Income/Expenses)	81,760,938	-949,924,081	-108.61%
REAL OPERATING PROFIT/(LOSS)	-2,813,640,823	-2,104,251,126	33.71%
Income/Expenses from Investment Activities	16,880,509	1,830,860,184	-99.08%
OPERATING PROFIT/(LOSS) BEFORE FINANCE EXPENSES	-2,796,760,314	-273,390,942	922.99%
Finance Income/Expenses	-4,183,436,746	-4,212,179,600	-0.68%
Net Monetary Loss Profit	3,435,323,623	2,298,443,143	49.46%
PROFIT/LOSS BEFORE TAX FROM CONTINUING OPERATIONS	-3,544,873,437	-2,187,127,399	62.08%
TAX INCOME/EXPENSE FROM CONTINUING OPERATIONS	790,715,918	895,720,172	-11.72%
PROFIT/LOSS FOR THE PERIOD	-2,754,157,519	-1,291,407,227	113.27%

FINANCIAL INDICATORS

KEY FINANCIAL INDICATORS	31.12.2024	31.12.2023	Change % (2023-2024)
Satış Gelirleri	4.867.088.189	8.719.027.378	%-44,18
Real operating profit / loss	-2,813,640,823	-2,104,251,126	33.71%
Gross Profit/Loss	-1,010,173,310	1,177,542,924	-185.79%
Profit / (Loss) for the Period	-2,754,157,519	-1,291,407,227	113.27%
EBITDA (Earnings Before Interest, Taxes, Depreciation, and Amortization)	-1,989,107,196	-1,319,353,167	50.76%

MARGINS	31.12.2024	31.12.2023
Gross Profit Margin	-21%	14%
Operating Profit Margin	-58%	-24%
Net Profit Margin	-57%	-15%
EBITDA Margin	-41%	-15%

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 2024 at TRY 7.29 and closed the year at TRY 3.87, reflecting a 47% decline.
- » In 2024, HEKTAŞ stock's trading volume increased by 58%.
- » In 2024, a rights issue was carried out, resulting in a 233.20% stock split.
- » In 2024, it continued to be among the BIST 30 companies.
- » In 2024, it continued to be a 'First Group' company.
- » In 2024, it continued to be included in the "FTSE Index" traded on the London Stock Exchange.
- » In 2024, 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

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.