

# Investor Presentation

2025  
II.Quarter

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





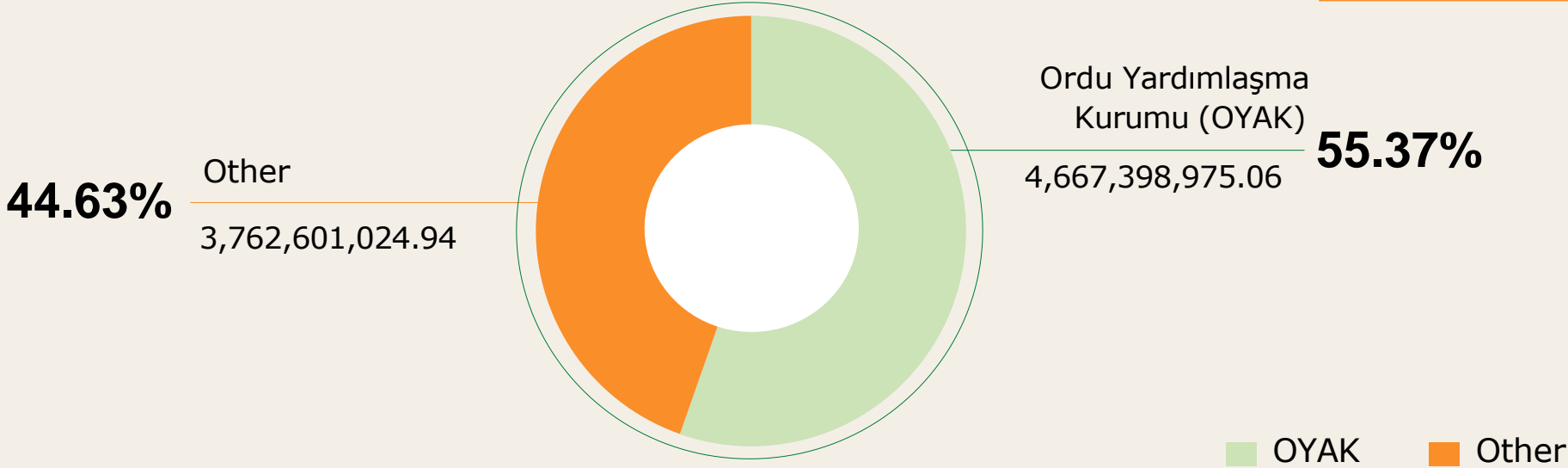
# ABOUT HEKTAŞ

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



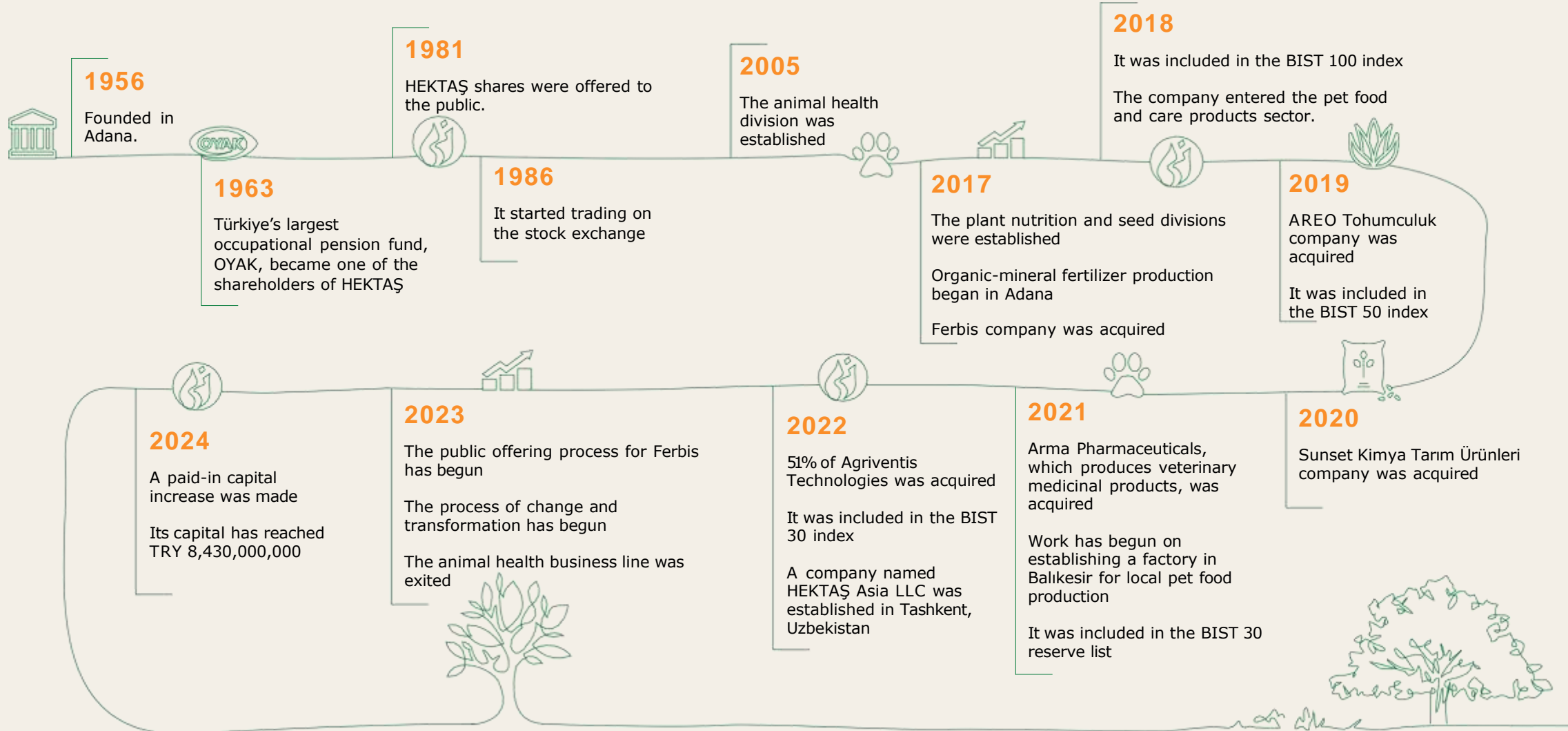
# CAPITAL & PARTNERSHIP STRUCTURE

## 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

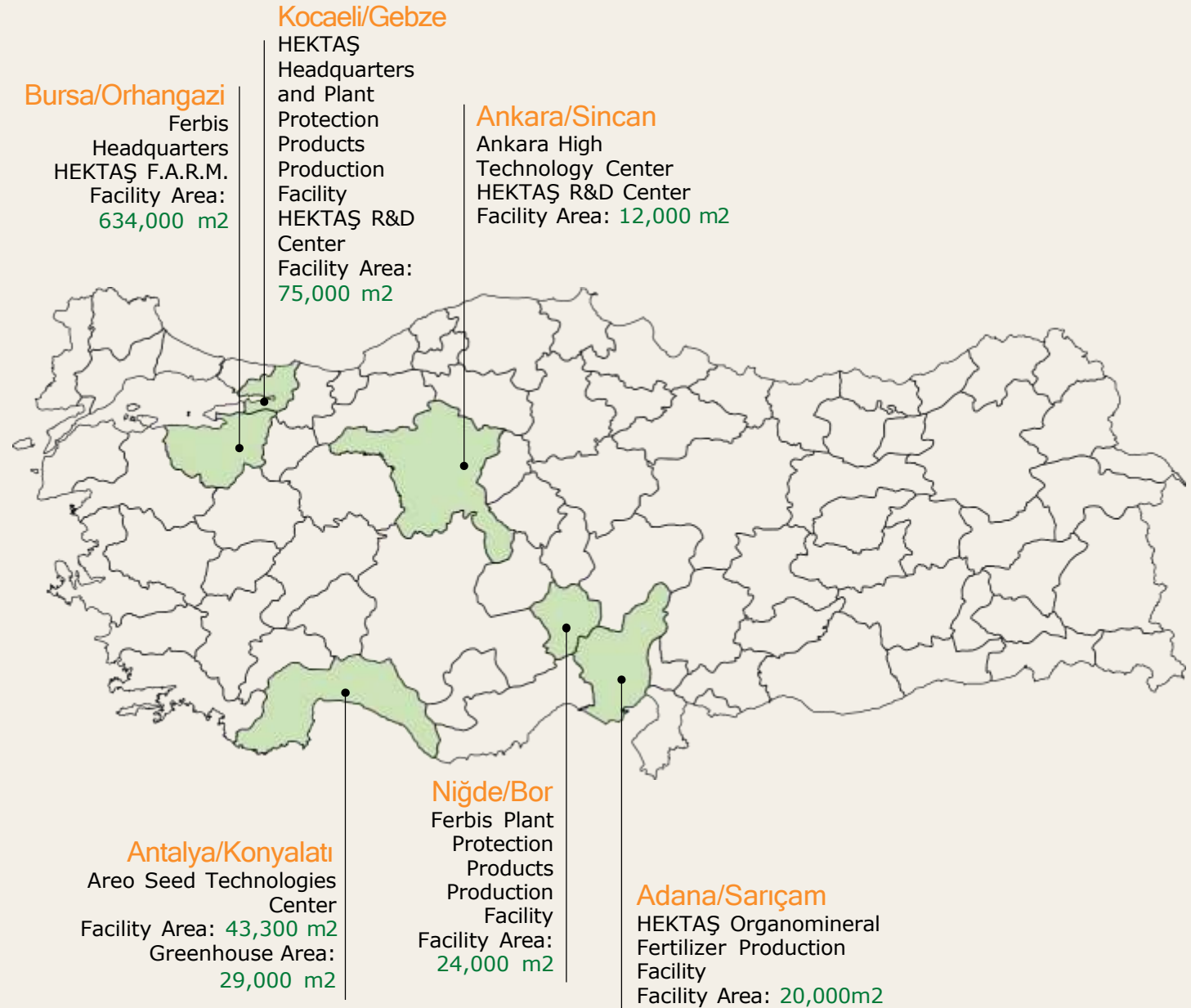
With 68 years of experience, we are the address of trust, quality, and innovation in the agriculture sector.



# 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.

305 Overseas Licensed Plant Protection Products

### Uzbekistan

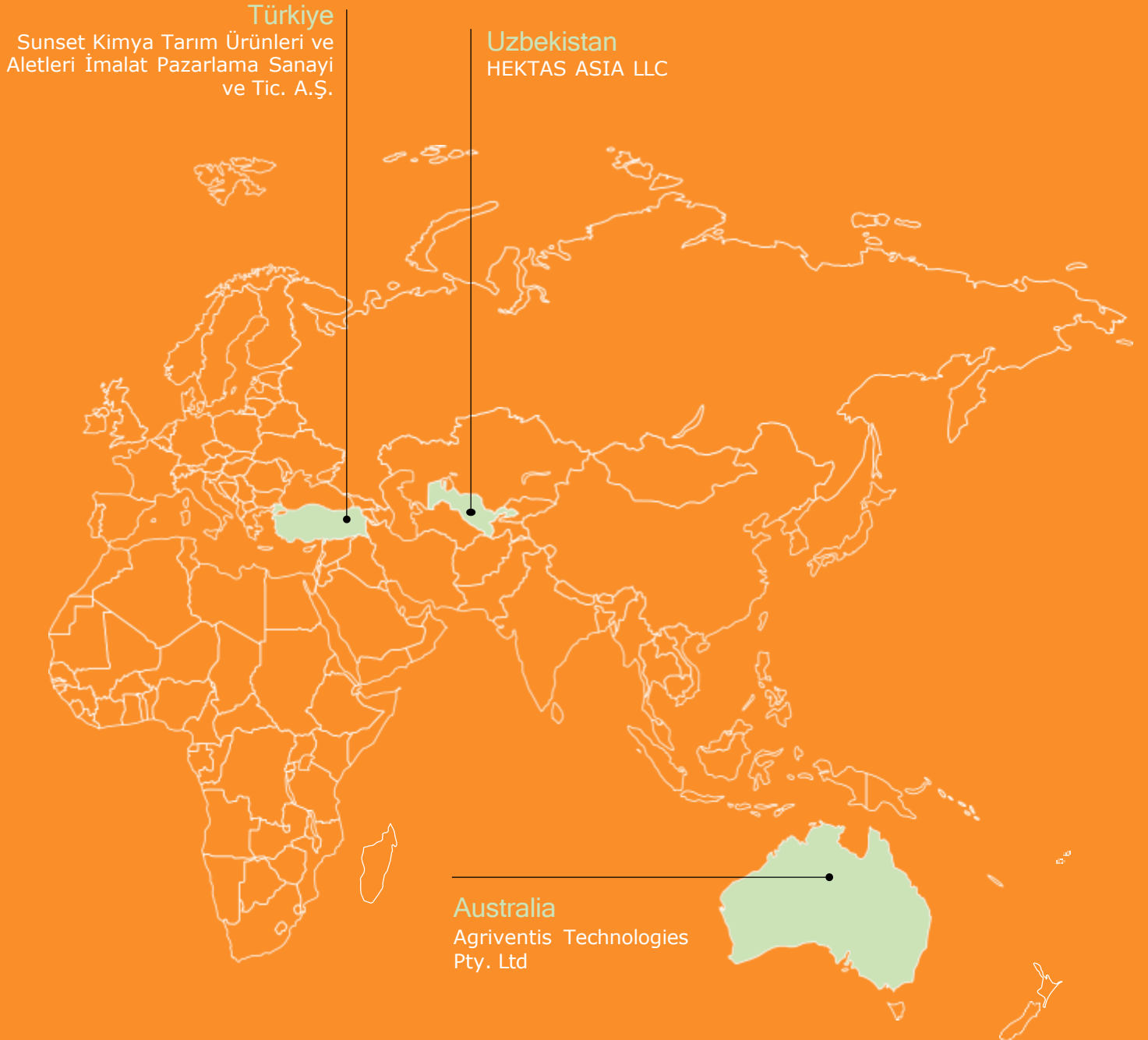
HEKTAS ASIA LLC

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**

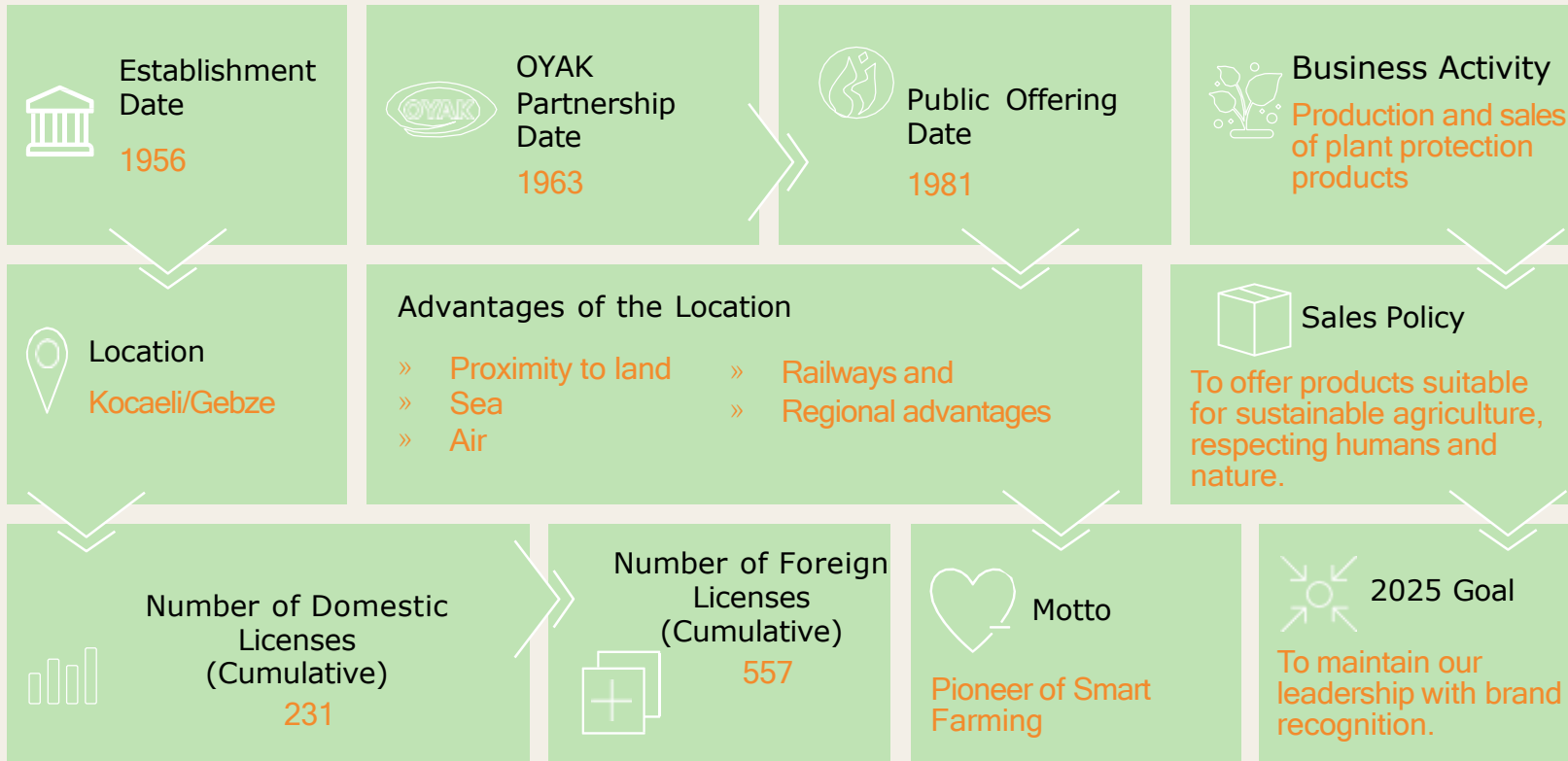
- » **Fungicide**
- » **Herbicide**
- » **Insecticide**
- » **Acaricide**
- » **Others**



# 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**

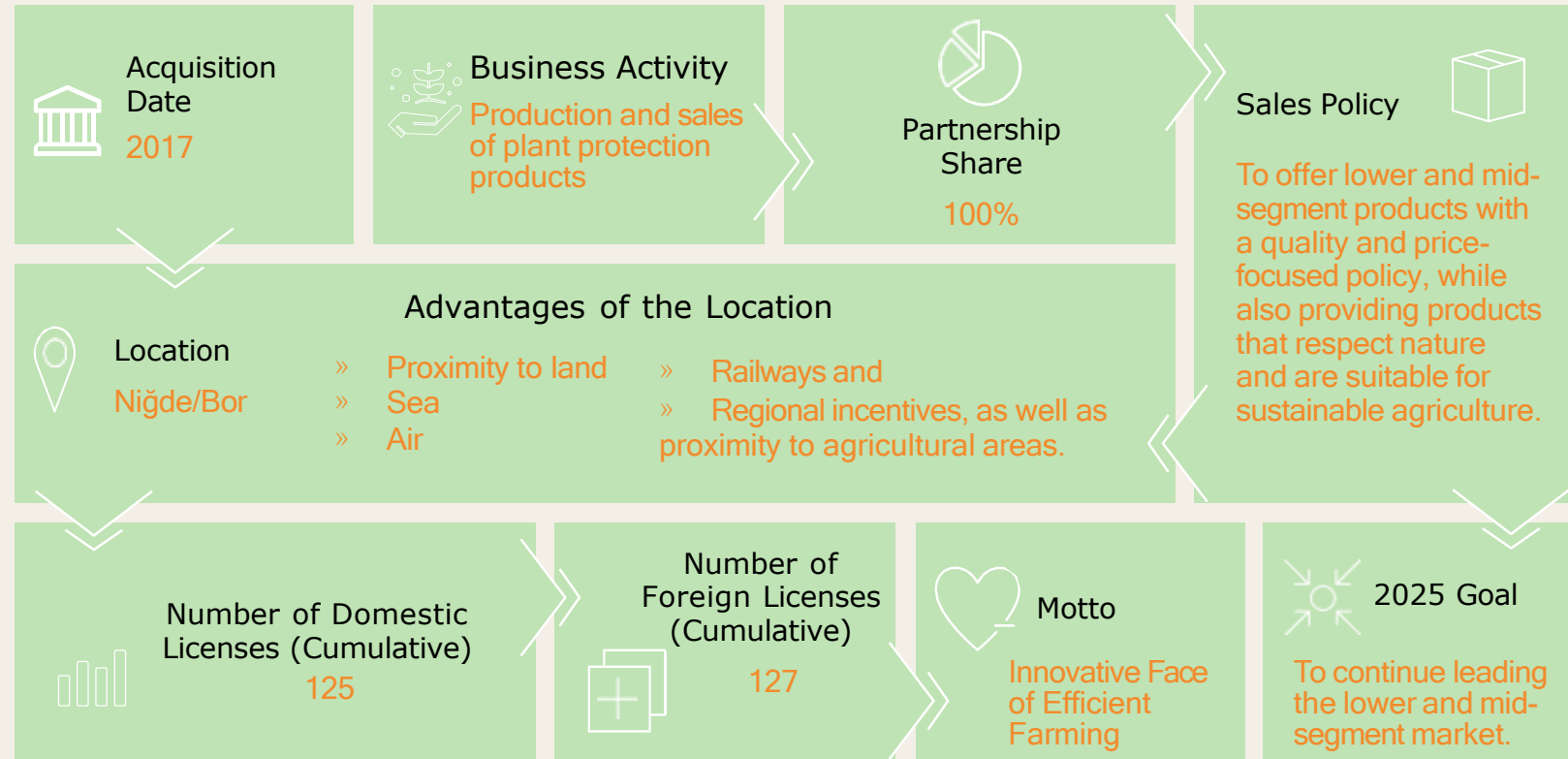
# PLANT PROTECTION BUSINESS UNIT



## HEKTAŞ Gebze Production Facility



# 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



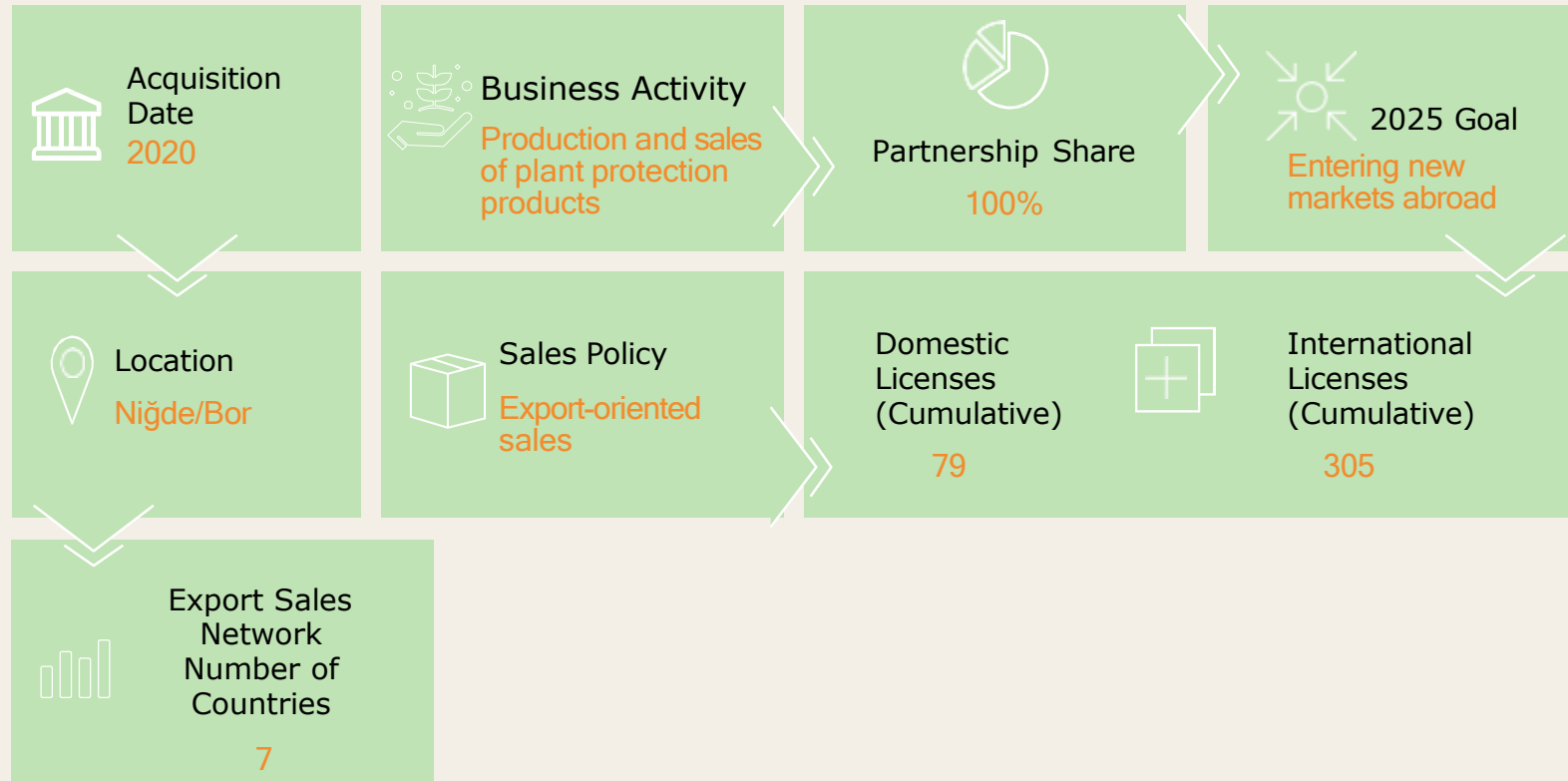
## FERBİS Niğde Production Facility



# 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&amp;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>II. Quarter Production Quantity</div><div>234 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>17</div></div><div><div>Blue Collar</div><div>6</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&amp;D investments</div></div>	<div><div></div><div>Registered Product Count (Cumulative)</div><div>20</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

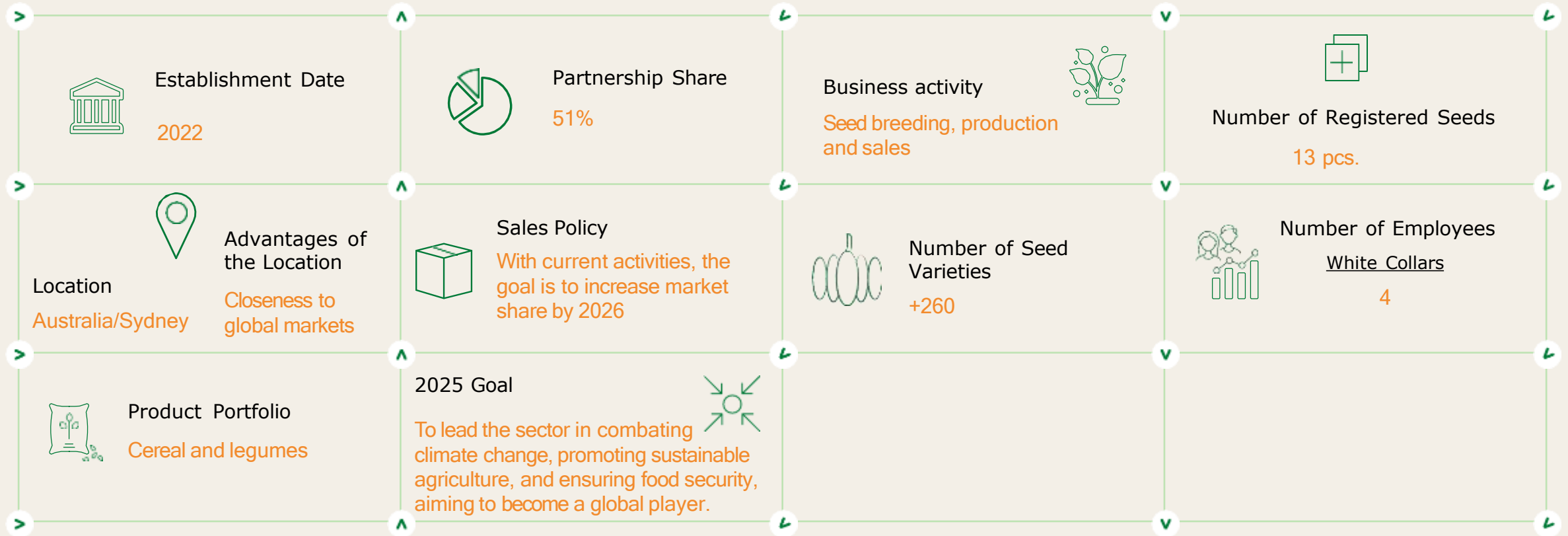




# SEED BUSINESS UNIT



## 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



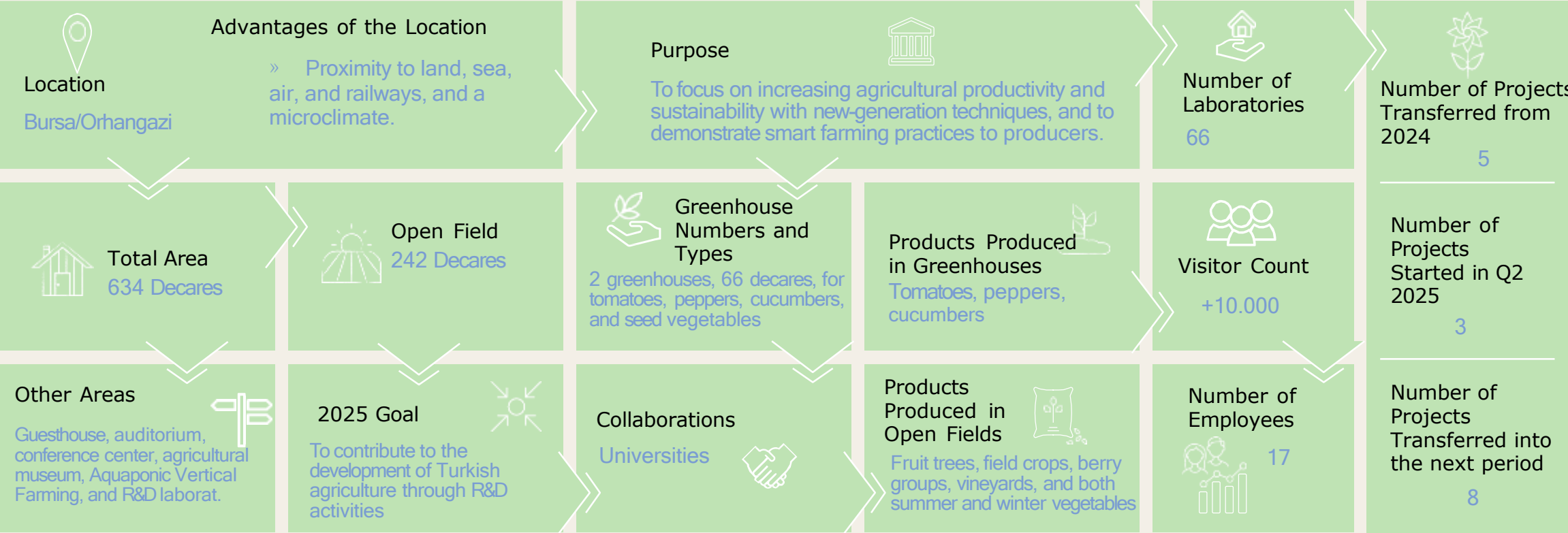
HEKTAŞ R&D

 <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 Q2 2025 4</div> <div>Number of Projects Completed in Q2 2025 6</div> <div>Number of Projects Transferred into the next period 38</div>
<div>R&amp;D Incentives R&amp;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 Employees 26</div> 	<div>R&amp;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



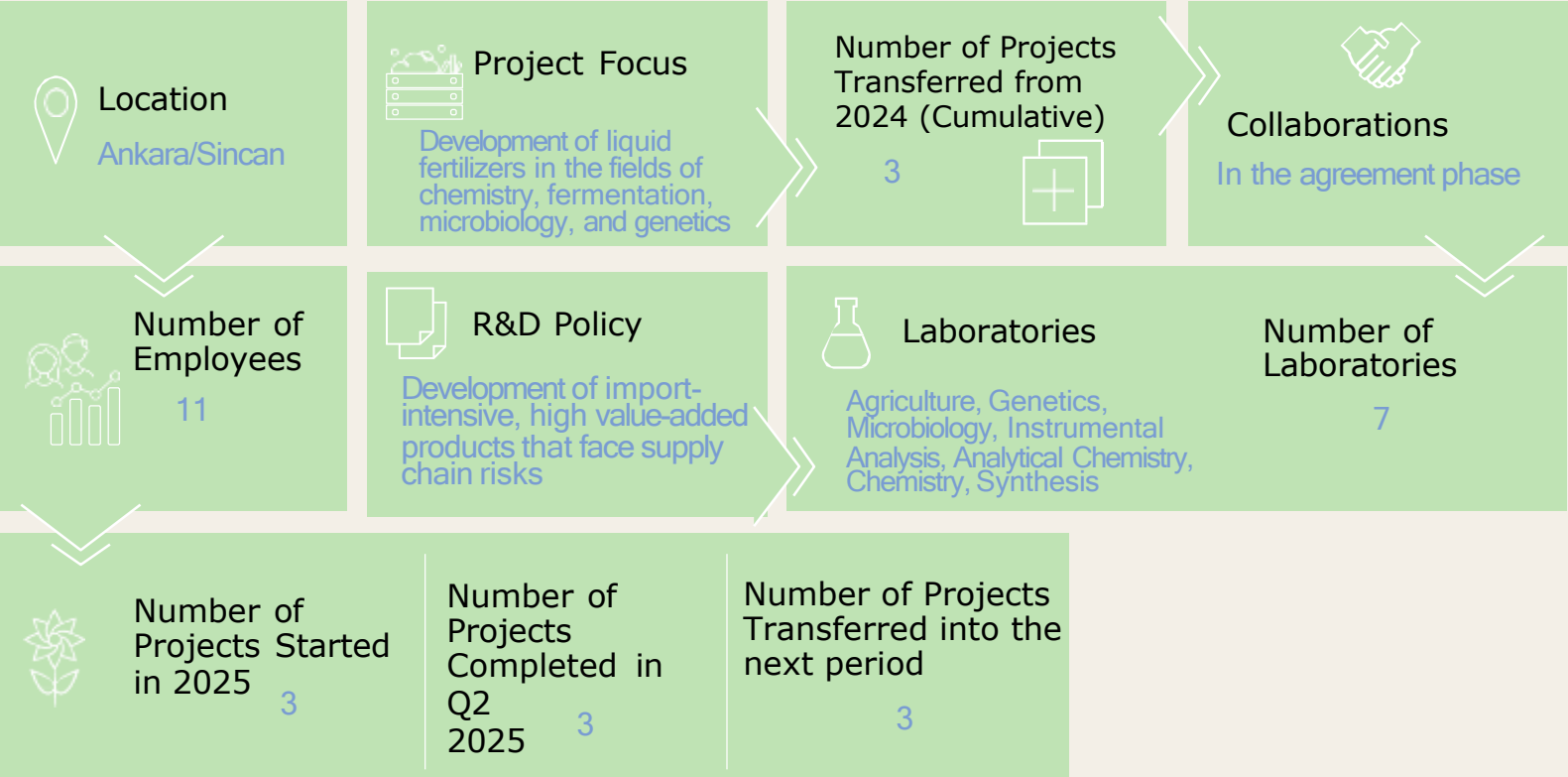
AREO R&D

 <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>31</div>	 <div>Number of Projects Transferred from 2024 (Cumulative)</div> <div>5</div>
 <div>R&amp;D Incentives</div> <div>R&amp;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 Q2 2025</div> <div>1</div> <div>Number of Projects Completed in Q2 2025</div> <div>No</div>
 <div>R&amp;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>16</div>	 <div>Collaborations</div> <div>Ministry of Industry and Universities</div>	<div>Number of Projects Transferred into the next period</div> <div>6</div>

# R&D ACTIVITIES



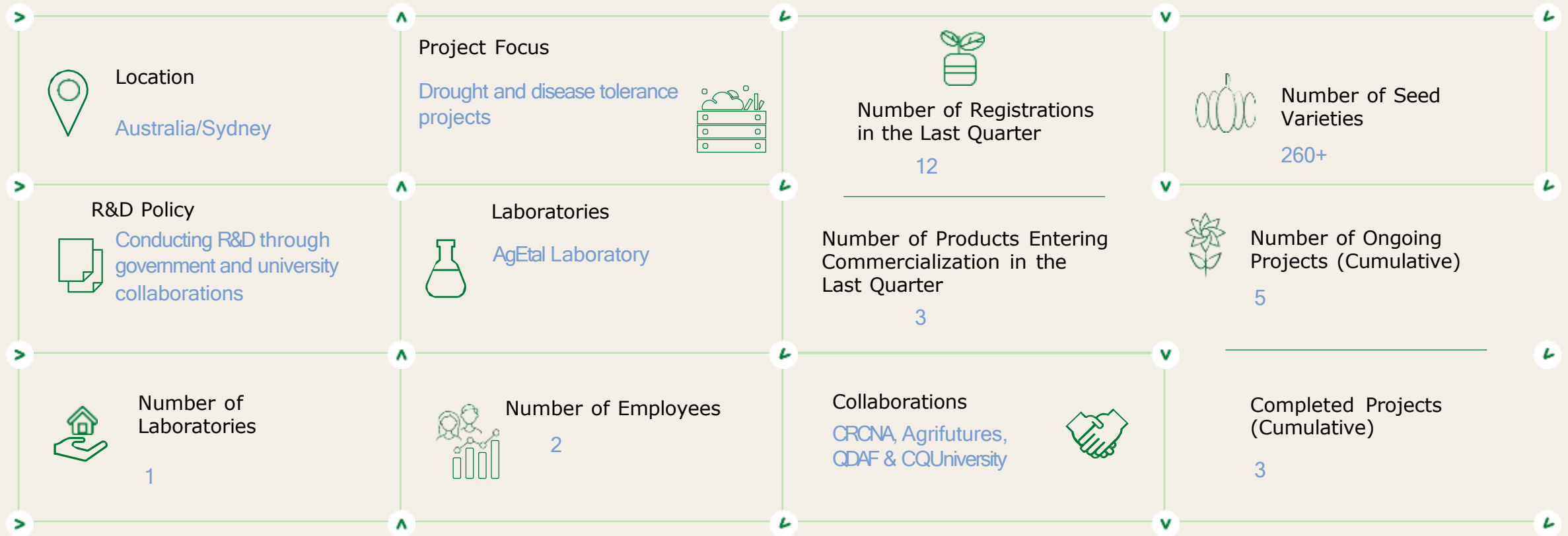
## ANKARA HIGH TECHNOLOGY R&D



# R&D ACTIVITIES



AGRIVENTIS R&D





# FINANCIAL INDICATORS





# FINANCIAL INDICATORS

	30.06.2025	31.12.2024	%Change (2025-2024)
Summary Balance Sheet (TRY)			
Current Assets	7,640,829,859	10,323,793,479	-25.99%
Fixed Assets	18,980,630,496	17,768,210,022	6.82%
Total Assets	<b>26,621,460,355</b>	<b>28,092,003,501</b>	<b>-5.23%</b>
Short-Term Liabilities	9,849,888,596	8,550,569,103	15.20%
Long-Term Liabilities	2,045,848,603	3,517,223,526	-41.83%
Equities	14,725,723,156	16,024,210,872	-8.10%
Total Equities	<b>26,621,460,355</b>	<b>28,092,003,501</b>	<b>-5.23%</b>

# FINANCIAL INDICATORS

## Summary Income Statement (TRY)

	30.06.2025	30.06.2024	%Change (2025-2024)
Revenue	3,707,036,362	3,465,296,024	6.98%
Cost of Sales (-)	-3,891,103,571	-3,346,807,019	16.26%
GROSS PROFIT/LOSS	<b>(184,067,209)</b>	<b>118,489,005</b>	<b>-255.35%</b>
Operating Expenses (Marketing, Distribution, General Administration, R&D)	-1,002,802,726	-1,056,186,953	-5.05%
Other Activities (Income/Expenses)	-30,194,840	106,480,721	-128.36%
REAL OPERATING PROFIT/(LOSS)	<b>(1,217,064,775)</b>	<b>(831,217,227)</b>	<b>46.42%</b>
Income/Expenses from Investment Activities	3,395,040	3,275,533	3.65%
OPERATING PROFIT/(LOSS) BEFORE FINANCE EXPENSES	<b>(1,213,669,735)</b>	<b>(827,941,694)</b>	<b>46.59%</b>
Finance Income/Expenses	-1,460,252,215	-3,484,431,188	-58.09%
Net Monetary Loss Profit	906,181,001	2,716,995,296	-66.65%
PROFIT/LOSS BEFORE TAX FROM CONTINUING OPERATIONS	<b>(1,767,740,949)</b>	<b>(1,595,377,586)</b>	<b>10.80%</b>
TAX INCOME/EXPENSE FROM CONTINUING OPERATIONS	511,182,950	255,192,445	100.31%
PROFIT/LOSS FOR THE PERIOD	<b>(1,256,557,999)</b>	<b>(1,340,185,141)</b>	<b>-6.24%</b>

# FINANCIAL INDICATORS

## KEY FINANCIAL INDICATORS

	30.06.2025	30.06.2024	%Change (2025-2024)
Satış Gelirleri	3,707,036,362	3,465,296,024	6.98%
Real operating profit / loss	(1,217,064,775)	(831,217,227)	46.42%
Gross Profit/Loss	(184,067,209)	118,489,005	-255.35%
Profit / (Loss) for the Period	(1,256,557,999)	(1,340,185,141)	-6.24%
EBITDA (Earnings Before Interest, Taxes, Depreciation, and Amortization)	(697,599,434)	(262,131,735)	166.13%

## MARGINS

	30.06.2025	30.06.2024
Gross Profit Margin	-4.97%	3.42%
Operating Profit Margin	-32.83%	-23.99%
Net Profit Margin	-33.90%	-38.67%
EBITDA Margin	-18.82%	-7.56%



# 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 100-30, BIST ALL, BIST CHEMICALS, PETROLEUM, PLASTICS.

HEKTAŞ stock started 2025 at TRY 3.87 and closed as of Q2 at TRY 3.26, reflecting a 16% decline.

In Q2 of 2025, it was among the BIST 50 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 second quarter, total investment expenditure of 366,089,689 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.