Investor Presentation

2025 II.Quarter

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





# ABOUT HEKTAŞ

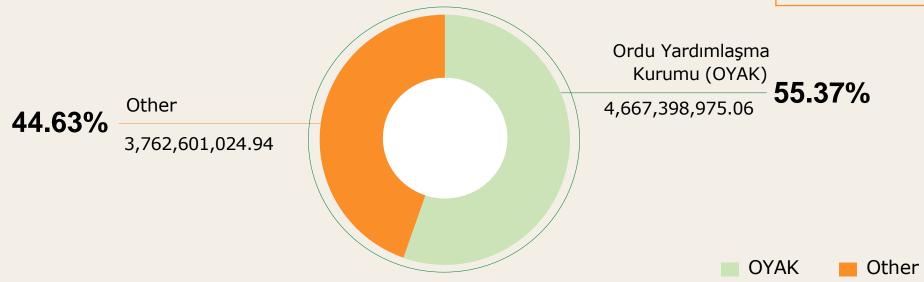
Deep roots, strong future.





# CAPITAL & PARTNERSHIP STRUCTURE

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



# CAPITAL & PARTNERSHIP STRUCTURE

# **Subsidiaries**

	Shareholding
Company Name	Percentage (%)
	(25)
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 HEKTAS

1981

 $\ensuremath{\mathsf{HEKTAS}}$  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



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



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



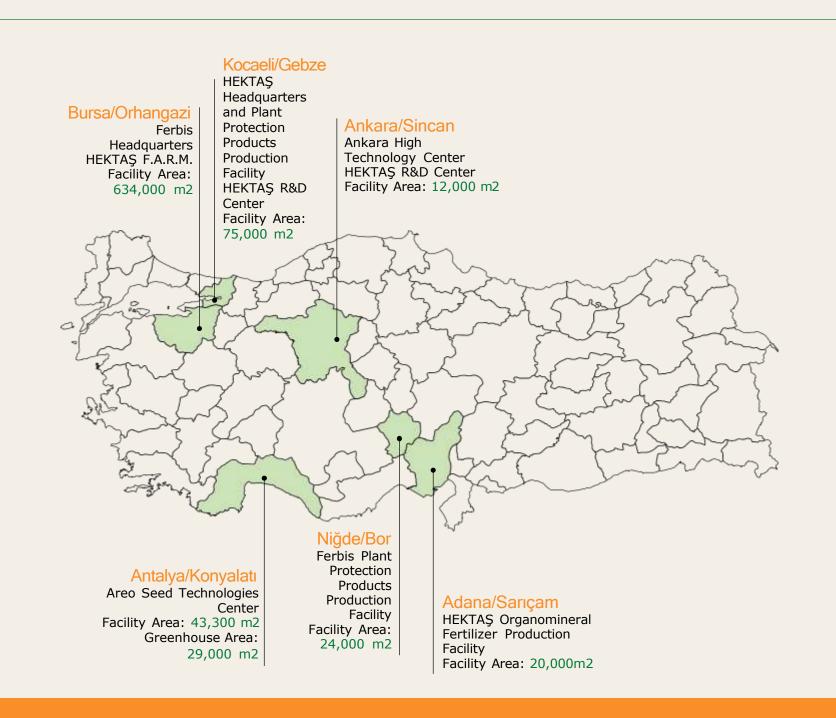
Sunset Kimya Tarım Ürünleri company was acquired



# 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.

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**



- 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

- 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.





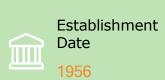


Our Goals Our **Production** Kocaeli/Gebze, **Facilities** Niğde/Bor **Our Products**  To maintain our leadership and reduce dependence on imported inputs

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



# **About HEKTAŞ**









Sales Policy





Wholesale Points

34

**Retail Points** 

777

Corporate Sales Points

43

Total sales Point

854



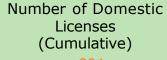
#### Advantages of the Location

- Proximity to land
- Railways and

Air

- Regional advantages

#### To offer products suitable for sustainable agriculture, respecting humans and



231

Number of Foreign Licenses (Cumulative)



Pioneer of Smart Farming

Motto



2025 Goal

leadership with brand recognition.



# HEKTAŞ Gebze Production Facility











Partnership Share

100%

#### Advantages of the Location

- Location Niğde/Bor
- Proximity to land
- Air

- Railways and
- Regional incentives, as well as proximity to agricultural areas.

#### 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.

# Sales Network 5



Wholesale Points

23

**Retail Points** 

Corporate Sales Points

**52** 

Plant Protection Business Unit

656

Number of Foreign Licenses (Cumulative)



127



Innovative Face of Efficient Farming



To continue leading

2025 Goal

the lower and midsegment market.

Number of Domestic Licenses (Cumulative) 125

Regional Offices

581







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
- Air Adana/ Sançam

Covered Area

12,400 m<sup>2</sup>

Regional incentives, as well as proximity to agricultural areas.



#### **Business Activity**

Production and sales of organomineral fertilizers



#### Total Area 20,000 m<sup>2</sup>



#### II. Quarter Production Quantity

19.5 Thousand Tons

# Produced **Products**

Granular fertilizers for both underground and surface application



Annual Production Capacity

99 Thousand Tons

# **Retail Points**

Sales Network

Regional Offices

6

Wholesale Points 17

Corporate Sales Points

138

Plant Protection Business Unit

162

#### 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

Modernization



# Investments Made

# PLANT NUTRITION BUSINESS UNIT



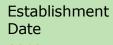
# HEKTAŞ Ankara High Technology Center





# SEED BUSINESS UNIT





2019



#### **Business Activity**

Seed breeding, production and



#### Partnership Share

100%

Number of Registered Seeds (Cumulative)

31



Regional Offices

Wholesale Points

5

- Advantages of the Location
- Proximity to land Railways,
  - Climate advantages
    - Being located in a Technopark



#### Sales Policy

To expand the sale of high-adaptability hybrid



#### Product Portfolio

Greenhouse/Field hybrid vegetable varieties and industrial plants



Location

Antalya/

Konyaaltı

Number of Employees

White Collar

Blue Collar

24

17



Domestic R&D,

Domestic Seeds

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.

#### 2025 Goal

# SEED BUSINESS UNIT



#### **AREO R&D & Production Center**



#### Location

- Antalya/Akdeniz University Technopark
- Aydın/Köşk



#### Total Area

Antalya /Teknokent

6.400 m<sup>2</sup> Aydın/Köşk

#### **Business Activity**

Seed production in greenhouse areas and seed



#### **Produced Products**

Antalya/Teknokent

Tomato, pepper, cucumber, and eggplant seeds

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

Aydın/Köşk

#### **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

#### Laboratories

Seed Technology Center (1 Tissue Culture Laboratory, 2 Rapid Breeding Rooms, and 1



#### Greenhouse Area

29,000 m<sup>2</sup>

5 greenhouses and 1 seedling area, plus 1open 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**



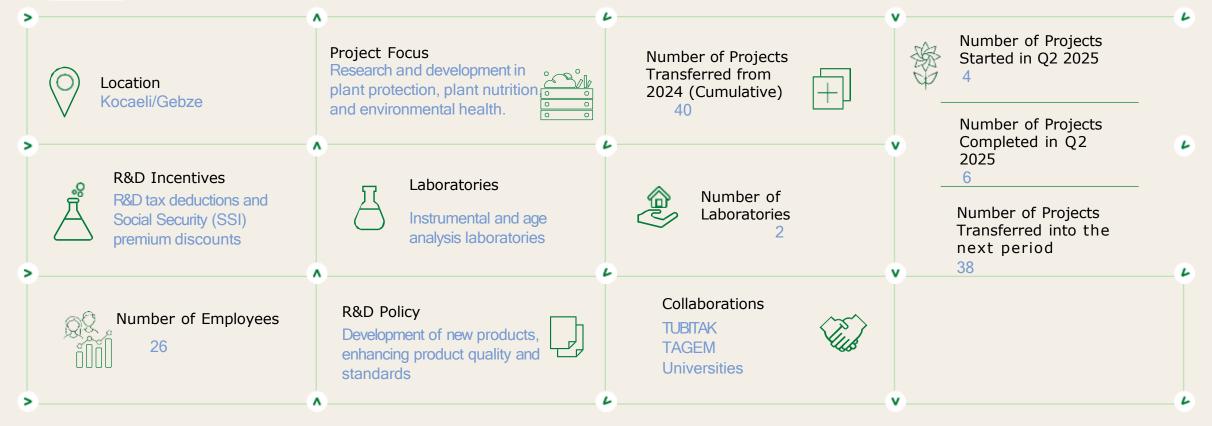


HEKTAŞ GEBZE R&D
ORHANGAZİ (FARM) R&D
AREO R&D
ANKARA HIGH TECHNOLOGY R&D
AGRIVENTIS R&D





# HEKTAŞ R&D





# ORGANGAZİ (Farm) R&D



#### Advantages of the Location

Bursa/Orhangazi

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

#### Purpose



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

Number of **Projects** Started in Q2 2025

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)



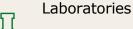
31

Number of **Projects** Transferred from 2024 (Cumulative)



#### **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 Q2 2025

Number of Projects Completed in Q2 2025

No

**R&D Policy** 

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



Number of Employees

16

Collaborations Ministry of Industry and

Universities



Number of Projects Transferred into the next period



# ANKARA HIGH TECHNOLOGY R&D





fertilizers in the fields of

chemistry, fermentation, microbiology, and genetics

Number of Projects Transferred from 2024 (Cumulative)



Number of Employees



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 Q2 2025 Number of Projects Transferred into the next period

3



### **AGRIVENTIS R&D**



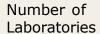
#### Location

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



Number of Seed **Varieties** 

260+



Number of Ongoing Projects (Cumulative)

Completed Projects (Cumulative)

3





Summary Balance Sheet (TRY)	30.06.2025	31.12.2024	%Change (2025-2024)
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	26,621,460,355	28,092,003,501	-5.23%
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	26,621,460,355	28,092,003,501	-5.23%

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	(184,067,209)	118,489,005	-255.35%
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)	(1,217,064,775)	(831,217,227)	46.42%
Income/Expenses from Investment Activities	3,395,040	3,275,533	3.65%
OPERATING PROFIT/(LOSS) BEFORE FINANCE EXPENSES	(1,213,669,735)	(827,941,694)	46.59%
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	(1,767,740,949)	(1,595,377,586)	10.80%
TAX INCOME/EXPENSE FROM CONTINUING OPERATIONS	511,182,950	255,192,445	100.31%
PROFIT/LOSS FOR THE PERIOD	(1,256,557,999)	(1,340,185,141)	-6.24%

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,	(697,599,434)	(262,131,735)	166.13%
Taxes, Depreciation, and Amortization)			

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 PlantProtection 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.