



# Investor Presentation



# LEGAL NOTICE

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# OYAK 2021

Based on the 2021 consolidated results, OYAK's **total revenue** amounted to **TRY 139 billion** and with **total assets** of **TRY 296 billion**. With **total exports** of **USD 4.9 billion**, OYAK single-handedly realized 2.2% of Türkiye's total exports in 2021.

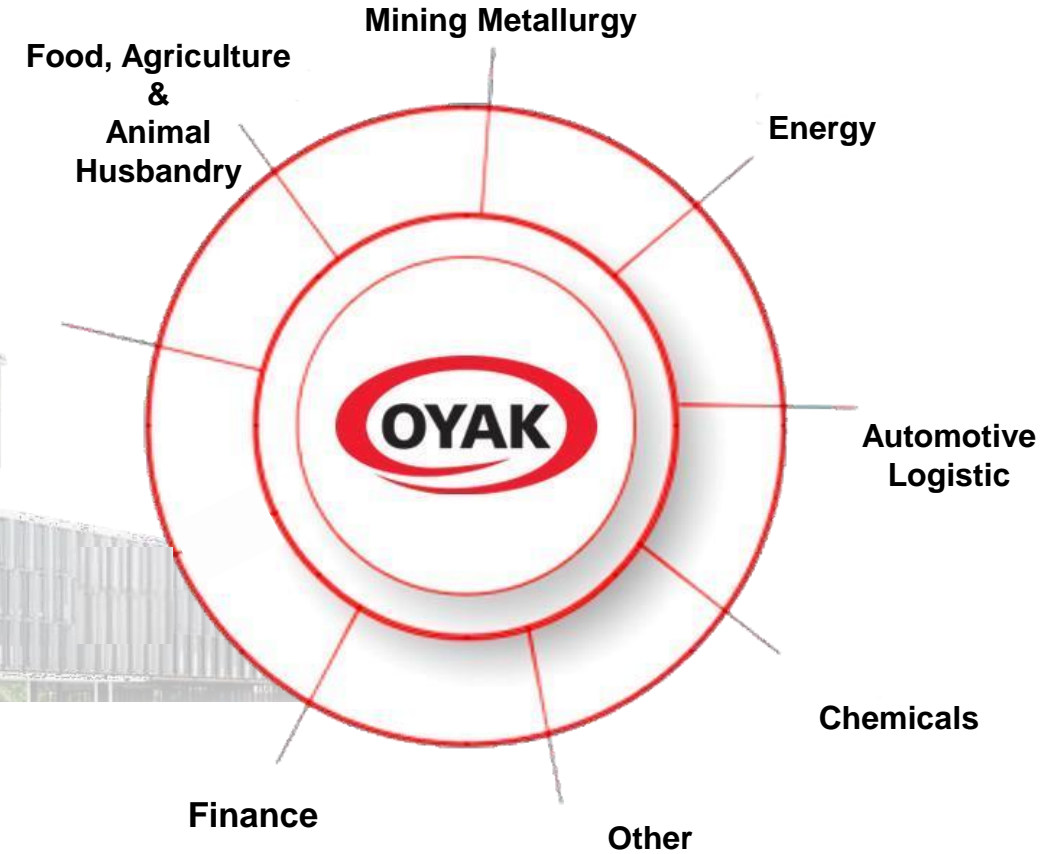
OPERATIONS IN  
**24**  
COUNTRIES

**36,693**  
EMPLOYEES

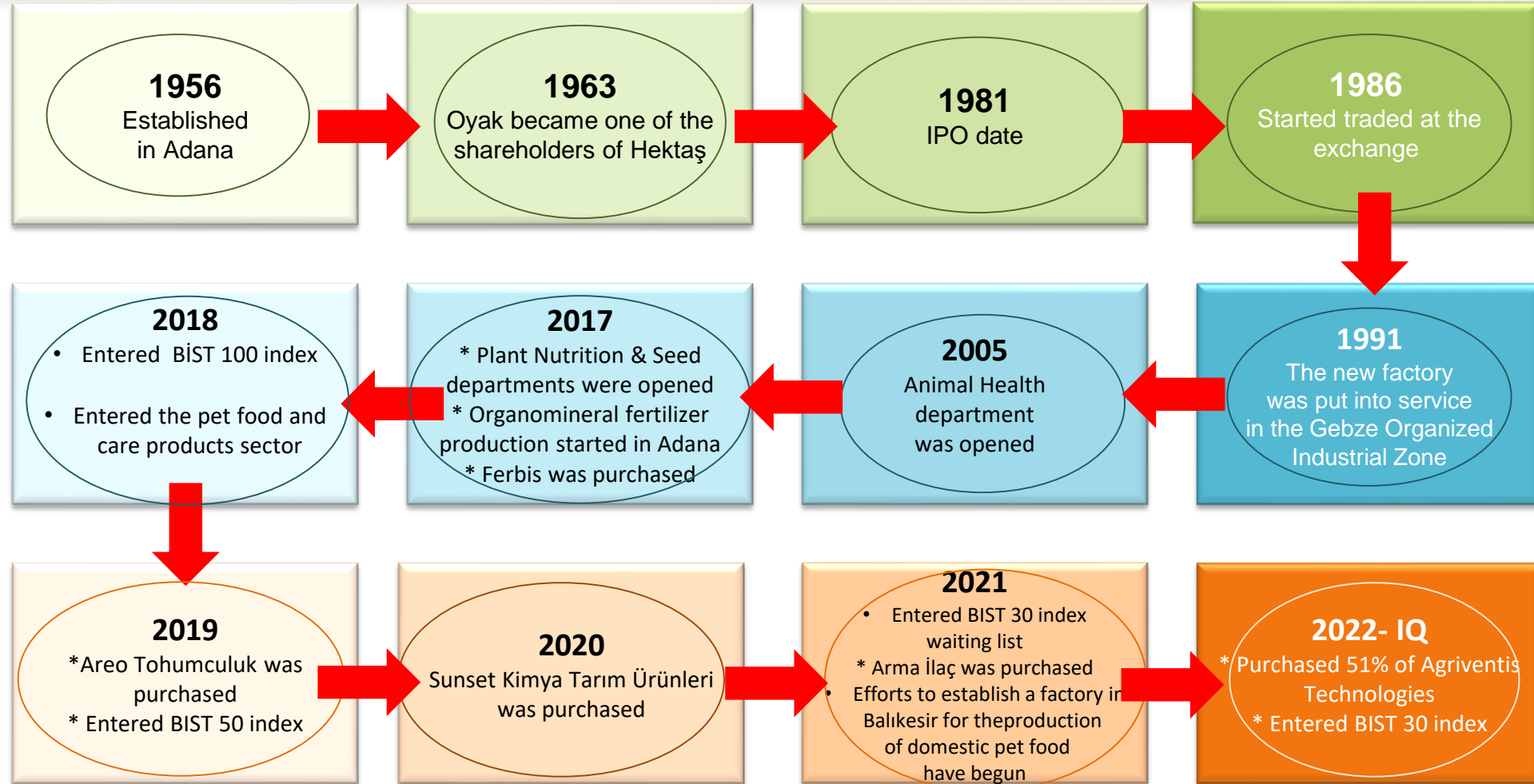
**451,564**  
MEMBERS



Cement  
Concrete



# MILESTONES



# HEKTAŞ SUBSIDIARIES



Crop Protection, Plant  
Nutrition, Seed, Animal  
Husbandry, Agriculture  
Technologies  
1956



Animal Husbandry  
2021



Crop Protection  
2017



Crop Protection  
2020



Seed  
2019



Seed  
2022  
Purchased 51%



GIDA TARIM  
HAYVANCILIK



# OUR VISION & BUSINESS UNITS



# PLANT PROTECTION MARKET



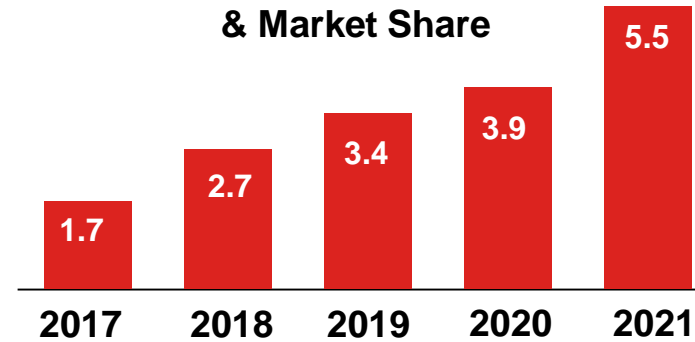
## Important Developments In The Sector

- Limitation to active materials, biologic product investments
- Farmers turn to more economical products

Our  
Companies



Market Development (M TL)  
& Market Share



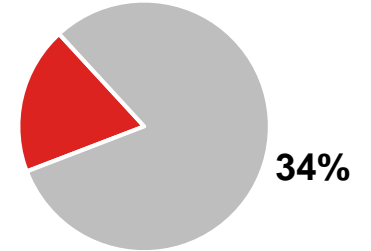
## HEKTAŞ IMPORTANT DEVELOPMENTS

- **Hektaş**, in front of global competitors as of **sector leader**
- **Market** share will be increase **30%** in 2024

Other



Amount



# PLANT NUTRITION MARKET

## Plant Nutrition Market Categories and Trends



### Organomineral Fertilizers

- Lack of organic matter
- Yield increase
- Government assistance

### Chemical Fertilizer

- Expectation of decline in use
- Negative effect on soil fertility
- Workforce need



### Special Fertilizers

- The spread of advanced irrigation systems
- Increase of greenhouse activities
- Effective application with less workforce





## The Most Produced Crops in 2021



### Fruits and Vegetables

1. Tomato
2. Watermelon
3. Pepper
4. Onion
5. Cucumber



### Field Crops

1. Corn
2. Sugar beet
3. Wheat
4. Barley
5. Potato

### Seed Market of Turkey

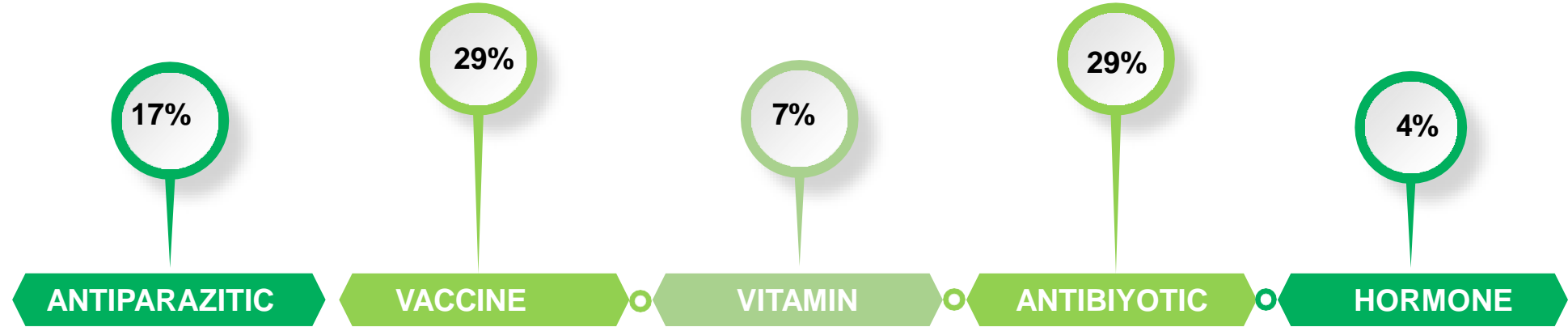
Turkish seed market in **4.7 billion TL**

Breeding studies market share target **over 2%**



# ANIMAL HEALTH MARKET

## Key Segments and Market Shares in the Animal Health Market



**2021 Turkey Animal Health Market: 3.8 milyar TL**

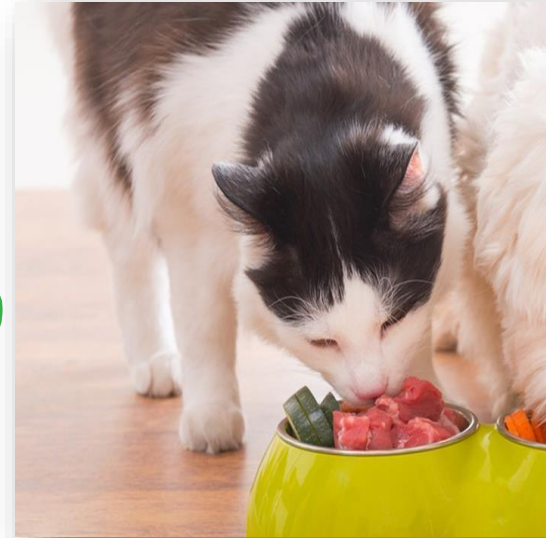
- “One Health” concept
  - Protecting with **animal health and food safety**
  - **The importance of preventive medicine and vaccines** is expected to increase.
- The vaccine sector was adversely affected by the pandemic period due to the majority of imported products in the market.
- Increasing our market share **over 10% in 5 years** with **Arma**



# PET MARKET

- The number of pet animals in Turkey has **increased by 15%** in the last 5 years.
- The pet market has been **growing rapidly** in recent years.
- Recently, pet care products have gained importance in addition to pet food.
- There is a need of economical products that **domestically produced and premium quality** in the market.
- Dog-Cat food market size is **1.56 billion TL** in Turkey.

(Global petmarket is 90 billion USD)



# AGRICULTURAL TECHNOLOGIES

## DATA ANALYTICS

Artificial Intelligence Supported  
Mobile Application  
Hektaş Smart Assistant



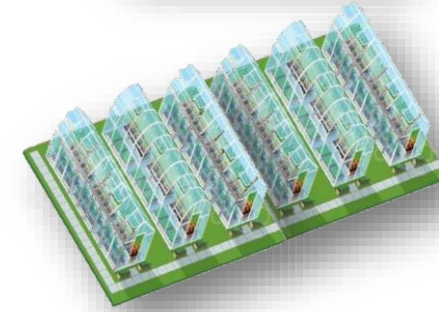
## PRECISION FARMING APPLICATIONS

Spraying with drone  
technology with the use of Remote  
Monitoring and Detection Systems  
(Hektaş Turna Filo)



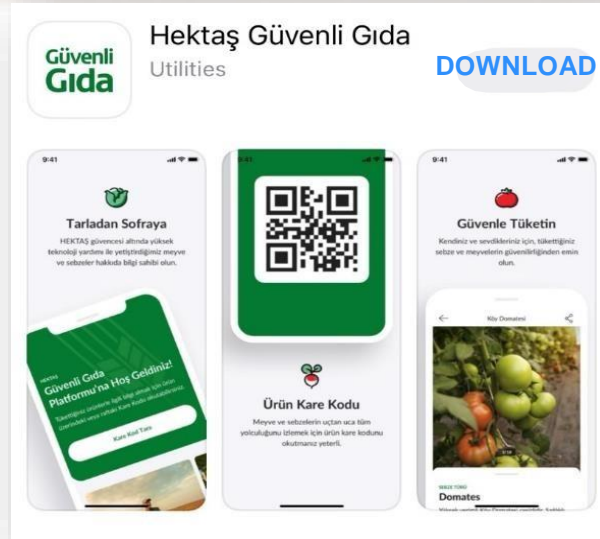
## BLOCKCHAIN TECHNOLOGIES

Sensors & Cameras  
Monitorable Safe Food Platform  
Contractual Production  
Cooperation With Chain Markets  
Sales to End Customer





# SAFETY FOOD PLATFORM



## PRODUCT TYPE

### Red Grain Tomato

With its strong and healthy plant structure, it has a root system and has a high adaptability to different growing conditions. Its hard fruits; It has an attractive red color, delicious and an average weight of 220-250 gr and has a long shelf life after harvest.

#### Seed Name

Nasip F1

#### Seed Type

Red grain tomato

#### Producer

Hasan Gümüş

#### Type of Cultivation

Örtü Altı Sera

#### Planting / Planting Time

28/8/2020

#### Last Fertilization Time

13/2/2021

#### Latest Plant Protection Application Date

16/2/2021

#### Harvest time

23/2/2021

#### Time Between Last Spraying and Harvesting

7 day

#### Production place

Fatih, Aksu/Antalya

#### Production Standard

Produced in accordance with the Turkish Food Codex



# HEKTAŞ CUSTOMER CLUB

## Hektas Customer Club

- The customer club started activities at March 2018;
  - Members' sensitivity to events,
  - Purchasing habits,
  - The Customer Club allows us to analyze data in many ways, such as communication activities,
  - It operates with 486 members.

## Customer Club Activities

- Hektaş Agriculture League
- Watch & Earn
- Show YourselfGöster Kendini
- Pair & Earn

## Agriculture League

- Agriculture League is a special agriculture competition that only Hektaş Customer Club members can participate in and an award is won at the end of the league.
- In addition, the Agricultural League aims to strengthen customer loyalty, promote Hektaş products and make it memorable.





# ACTIVITIES FOR GROWERS

## Produstivity Movement In Agriculture

- Smart Agriculture on Roads/Villages (3.Years)
- Hektaş **Garden & Pet** E-Commerce Site
- Crop-oriented **Roadshow and Digital Communication** studies
- **VIP Service** to major manufacturers
- Events at gasoline stations in cooperation with **M Oil & Total**
- A special awareness project for May 14, World Farmers Day



**Farmer Brand Awareness\***  
100%

**Farmer Customer  
Satisfaction\***  
99,4%

\* According to the study with the  
AGP research company

## Hektaş Garden Pet



## Social Media



90 Thousans followers



**GIDA TARIM  
HAYVANCILIK**

# SOCIAL RESPONSIBILITY PROJECTS



## 'Thanks to My Farmer' Awareness Project

At 14 May Word Farmest Date; that invites our farmers to thank our farmers who have been working non-stop during the pandemic.



## Advisory Support of Barrier-free Agriculture Project

This project was actualized for disability students.

Disability students will engaged in agriculture and receive educations.



## Reconstruction with Earth

Ecological and agricultural rehabilitation was implemented. Carrying out damage assessment studies and meeting with producers entirely after the fire, HEKTAŞ field teams chose the most suitable plant nutrition products for the ecological and agricultural rehabilitation of the region, and took an important step so that agricultural production in the region could continue more efficiently.



## Smart Child Magazine

We aimed to meet generations to come with agriculture when they are early age and to have correct information with Hektaş Smart Child Magazine.



## HEKTAŞ Agriculture is On The Roads / Smart Agriculture is In the Villages / Digital Agriculture

It was started 3 years ago on the purpose of raise awareness of producers, to explain smart agriculture applications to make more efficient produce, to provide to compete with World.



## HEKTAŞ Smart Asistant

It is our Hektaş Smart Assistant mobile application that is supported with artificial intelligence.

Detect disease just by taking pictures. (95 % accuracy rate)

Following weather condition datas. ( instant, past, future)



# 2020 & 2021 AWARDS



Hektaş Smart Assistant application was deemed worthy of an award in "Mobile Application" category at the Social Media Awards Turkey 2021, organized in cooperation with Marketing Turkey & BoomSonar.

Hektaş won the prize of large and medium sized enterprise big award which is the most prestigious award in the Sectoral Performance Awards that was organized by Kocaeli Chamber of Industry.



Hektaş was awarded for fourth time in a row from the 2021 ICCPEA Stars of Export Awards organized by the Istanbul Chemicals and Chemical Products Exporters' Association (ICCPEA).

"Hektaş Smart Assistant" application won prize at Common Future Prize Program in "Digitalization" category, organized by Turkish Confederation of Employer.

# OUR ACHIVEMENTS (2020-2021)



Hektaş ranked as 327th in "Turkey's Top 500 Industrial Enterprises Research" prepared by ISO, rising 55 ranks compared to the previous year.(According to 2020 datas)

Hektaş ranked as 347th in Fortune 500 Turkey Survey, rising 71 ranks compared to the previous year.

Hektaş placed in 24th rank at “Companies which made the Most R&D Expenditure In Accordance With Their Revenue in The First 6 Months of 2020” which was prepared by Fortune Turkey.



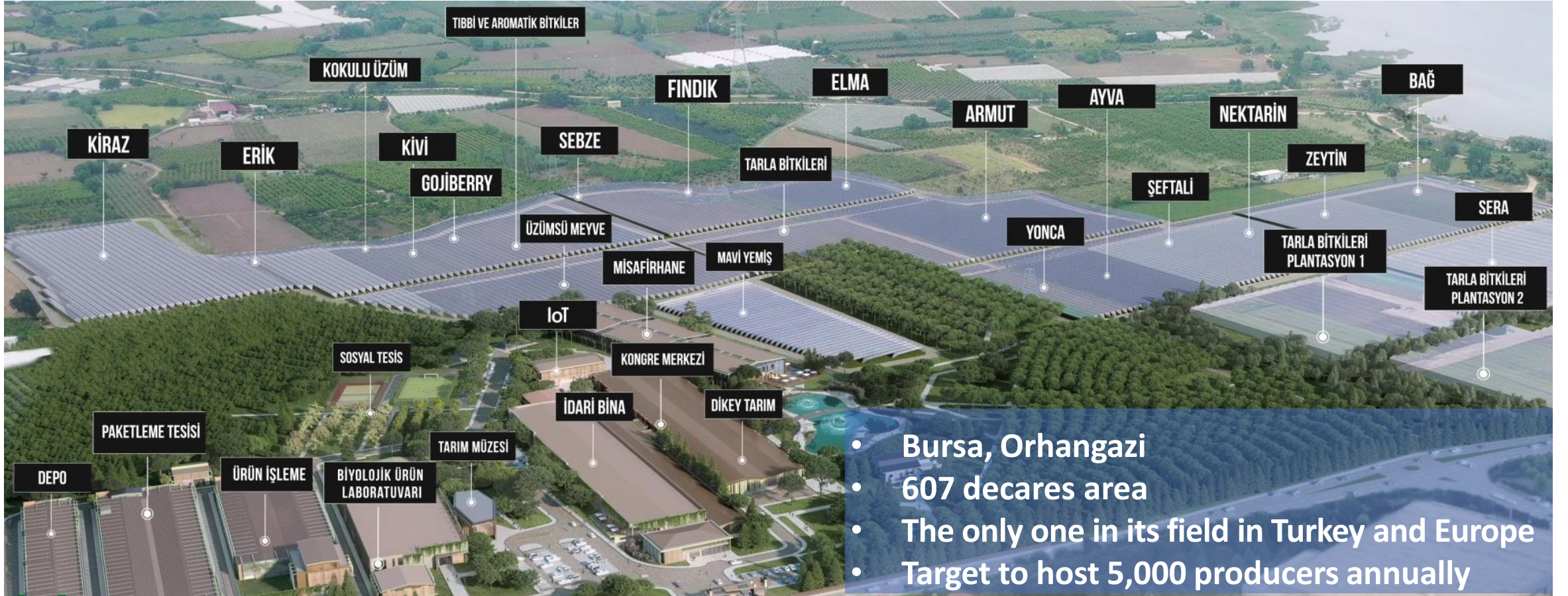
Hektaş placed in first rank with 11.528.751 TL R&D expenditure at research of “R&D 250, making most R&D expenditure Companies of Turkey” in seed and plant breeding sector. (according to 2019 datas)

Hektaş ranked as 95th in the research "R&D 250, Companies with the Most R&D Expenditures in Turkey". (according to 2020 datas)



# HEKTAŞ AGRICULTURAL INNOVATION TRAINING AND EXPERIENCE CENTER

Built on an area of 607 decares in Bursa Orhangazi, under the name of HEKTAŞ Agricultural Innovation with the support of academics from distinguished universities in Turkey and abroad, the Center is focused on increasing agricultural efficiency with entirely digitalized processes and will be the most comprehensive R&D facility of HEKTAŞ and Turkey in the field of agriculture.





# HEKTAŞ AGRICULTURAL INNOVATION TRAINING AND EXPERIENCE CENTER



## As of 2022 First Quarter

The works carried out within the framework of Hektaş's vision and mission have been presented with practical examples to the stakeholders hosted at the facility, and mutual information was exchanged. Manufacturer expectations and feedback are taken into account as a source for R&D studies.

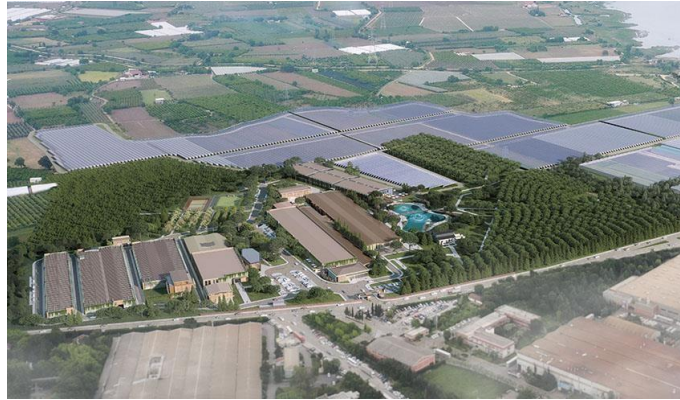
1,233 producers/stakeholders operating on a total of 599,040 decares of agricultural land have been hosted.

In the Facility, in addition to the planting and sowing areas where hundreds of varieties are located, IoT Artificial Intelligence Laboratories, High-Tech Biopesticide Production Center, Technological and Sustainable Agricultural Production Complex, IoT-based infrastructures of the Traceable Safe Food Platform, Producer Information Center, Agriculture Museum, as well as an Accommodation Facility, Conference Hall and Exhibition Hall will also operate in the the Smart Agricultural Technologies and R&D Innovation Center.





# AIM OF THE PROJECT



There are over 200 different varieties which are including medical and aromatic plants in the facility.

Climatic conditions suitable for all kinds of plants are created through climatization studies carried out in the greenhouses located in the R&D center.

Smart agriculture applications offer innovative solutions with soilless agriculture and vertical farming for increase efficiency and decrease costs of farmers and contribute to export-oriented growth.

Unparalleled facility in Turkey and Europe, it steers of agriculture with today's technologies.



# HEKTAŞ

- Hektaş which is producing in the nearly 23,000 m<sup>2</sup> area open and 300,000 m<sup>2</sup> close, totally nearly 53,000 m<sup>2</sup> area; in addition to be a top company which determine strategy in plant protection line of business; it has canalized to produce value added production and sales them.
- Adana OMG Facility, which produces organomineral fertilizer which is named new generation fertilizer with modern substructure and automation system, has been working the umbrella of Hektaş.
- Market maker and market leader in the organomineral fertilizer market It will evaluate different segments by expanding its production capacity in the plant nutrition area.







- It produces in nearly 14,000 m<sup>2</sup> open area, 11,000 m<sup>2</sup> close area and totally nearly 25,000 m<sup>2</sup> area.
- With its price-oriented approach, it canalized to domestic and international markets.
- It produces plant protection and plant nutrition production. The management of the facilities to be established in the second building whose construction phase has been completed and the third building under construction will be carried out with the automation system.
- It is planned to be most qualified production facility in agricultural pesticide market in Turkey.
- It services both domestic and foreing markets in the production facility.





- In the scope of domestic seed production, Areo Tohumculuk, which carries out R&D studies, Hektaş has taken an important step in the strategically important seed field by purchasing (100%) in 2019.
- In Antalya, Areo Tohumculuk which is established nearly 26,000 m<sup>2</sup> area in Akdeniz University Teknokent research field, is positioned as a base of seed.
- It will start to sale, to promote and trial activities reinforced varieties in 2023.
- It is continuing to seeds of Ata Siyez ve Mergüze which are the first Turkey's registered einkorn wheat, duplicating study by Aero Tohumculuk.



# SUNSET

## Sunset was positioned as an export-supporting sales and marketing company

- Hektaş took steps to become a world-class agricultural company in addition to its activities in the domestic with Sunset purchased in the second quarter of 2020 (100%).
- Sunset continues its marketing activities, primarily in the Middle East and Caucasus, with licensed plant protection products both at home and abroad.
- **Time** and **cost** advantage will be provided with Sunset's current foreign licenses.
- Supporting our vision of becoming a global player.

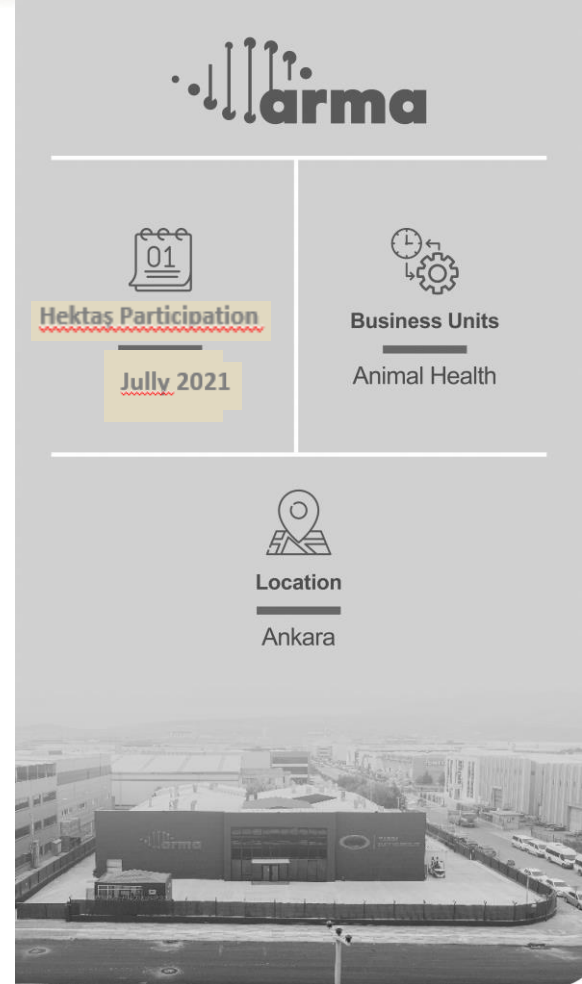




# ARMA

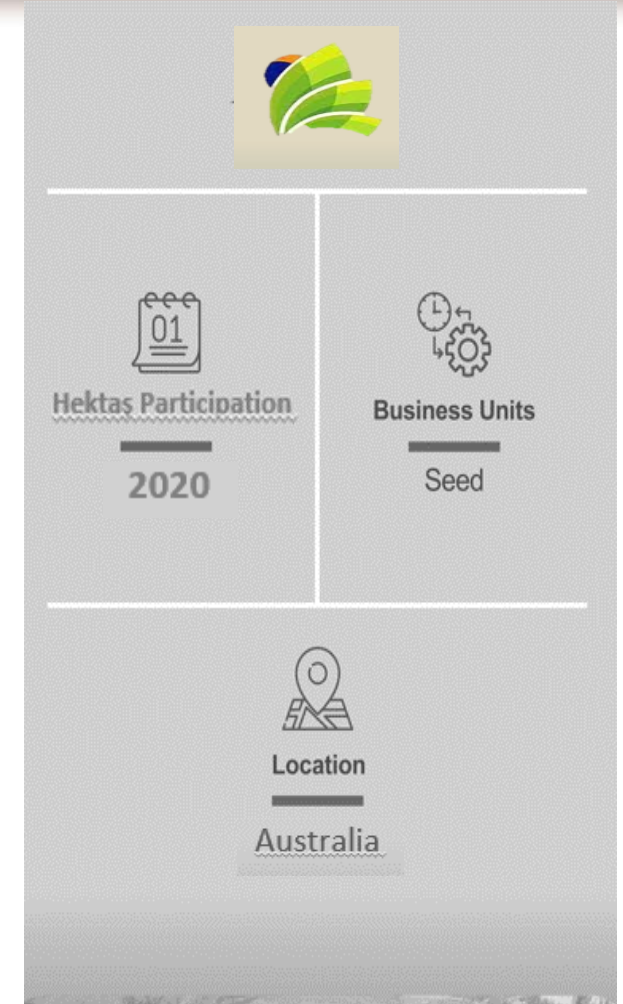


- Arma İlaç which was % 100 purchased in 2021 third quarter, is continuing activities veterinary medicine production area with export high potential productions and has the motto of "One Health, One Arma", with its facility holding the "GMP Production Certificate" that is known "good manufacturing practices".
- It is one of 30 GMP certificate facilities that received from Turkey's Ministry Of Agriculture And Forestry
- Innovative products which are increased **export** potential and improve production portfolio, is produced.



# AGRIVENTIS

- 51% share of the Australian origin company which grows multi-purpose and drought-tolerant seeds, was purchased in 2022 first quarter.
- Our subsidiary is continuing activities in the field of “seed-growing and seed improvement”.
- R&D studies, which are not very common in Turkey, will be started, such as strengthening foreign R&D cooperations in the field of seeds and developing productive and very diverse seeds that can be grown in arid and semi-arid areas.
- There are 263 seed lines in the facility.
- IP process of 13 seeds continues.
- Hektaş’s long term aim; to be a global player in seed sector with seeds developed through direction R&D studies to sector for combating climate change.



# RESEARCH AND DEVELOPMENT ACTIVITIES



## In the First Quarter of 2022

### At The R&D Center

- With the addition of 8 new projects, a total of 24 projects are still in progress.
- 13 new products that were licensed and offered for sale as outputs of R&D projects in the field of plant protection were commercialized.
- It continued to create fast and effective solutions with its staff of more than 30 competent researchers.

### At Areo Tohum Technologies Center;

Elite seed production of two einkorn varieties (Atasiyez and Mergüze), whose sales rights belong to Hektaş, started. Anadolu is its gene source and It is very special wheat which has protected original structure for more than ten thousand years with 14 chromosome.

Production and sales rights of 2 cotton varieties obtained from the project carried out jointly with Nazilli CottonResearch Institute have been received. Production plans for 2022 have been prepared.

A large number of plants set out to be registered at various levels in the Vegetable Breeding Program studying with seeds.

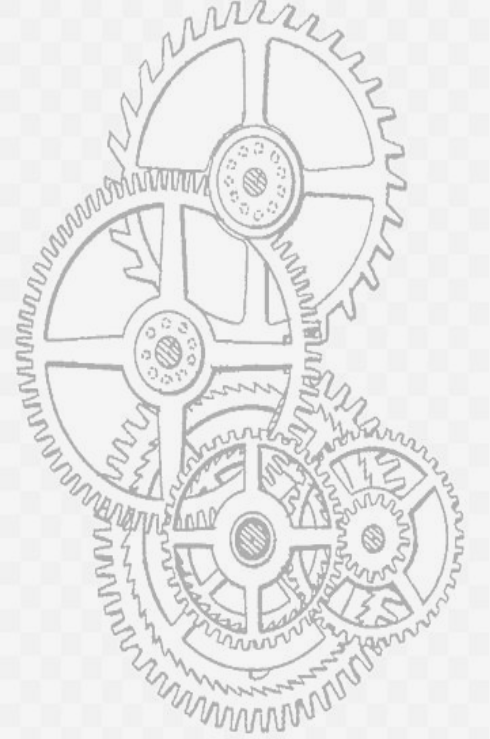
Two techniques have been developed to shorten the long-drawn out seed breeding processes. These techniques are;

1. The Speed Breeding system was established. By eliminating materials that will not serve the purpose, time, energy and cost advantages are provided.
2. Preliminary studies have been started for the optimization of the double haploid method in some selected species.

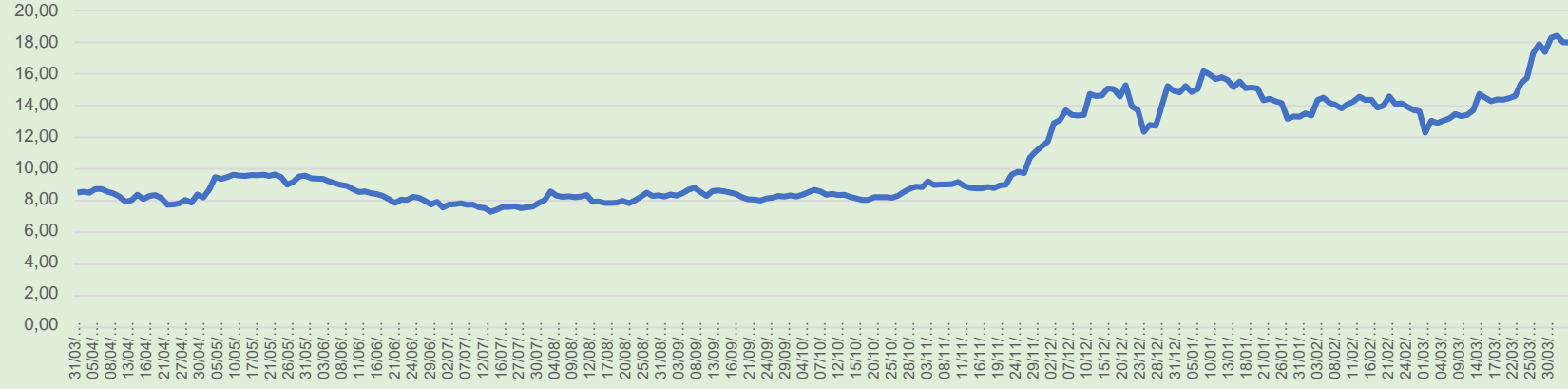


# 2022 FIRST QUARTER ACTIVITIES

- It purchased 51% of Agriventis Technologies which is improve drought-tolerant seed.
- It started to place in BIST 30 index.
- It was applied to CMB to increase of the authorized capital cap from 1billion TL to 3 billion TL and it was gotten approval.
- Right Issue and Bonus Issue decision was taken.
- Revenue 147% increased according to first quarter of the same year.
- Profit 191% increased according to first quarter of the same year.
- EBITDA (Profit from operating activities + Amortization) 256% increased according to first quarter of the same year.
- Hektaş Equity has been earned 109% for its investors according to first of the same year.
- HEKTAŞ Equity has been earned his investor 19% annual basis.
- It has been deemed worthy for the fourth time in a row at the 2021 İKMİB Stars of Exportation Awards, organized by the Istanbul Chemicals and Chemical Products Exporters' Association (İKMİB).



# EQUITY PERFORMANCE



**IPO Date:** 1981

**Share In Capital:** 860.000.000 TL

**Free Float Rate:** 41,18

**Equity Code:** HEKTS

**ISIN Code:** TRAHEKTS91E4R

**BIST Market where Company's Capital Market Instruments are Traded:** Outright Purchases & Sales Market-(For Qualified Investors) Star BIST  
**Indices that the Company is Included:** BIST INDUSTRIALS / BIST ALL SHARES / BIST KOCAELI / BIST 100 / BIST 50 / BIST 30 / BIST STARS / BIST CHEM., PETROL, PLASTIC

## According to First 3 Months of 2022

BIST STAR	↑	109%
BIST ALL	↑	58%
BIST 100	↑	49%
BIST 50	↑	60%
BIST 30	↑	67%
BIST INDUSTRIALS	↑	73%
BIST CHEM., PETROL, PLASTIC	↑	51%
BIST KOCAELİ	↑	63%



HEKTAŞ Equity has been earned his investor 109% among the indices where it includes



Hektaş equity has increased in value 48 times in the last 5 years.



It started to place in BIST 100 index in 2018, place in BIST 50 index in 2019, place in BIST 30 index at 1 April 2022



As of 28 May 2021, it entered to MSCI index. (MSCI Small Cap Turkey Index). MSCI index is one of the well accepted most important index for global capital markets except USA.

# EQUITY SUMMARY REPORT

INDICATOR	2016 year-end	2017 year-end	2018 year-end	2019 year-end	2020 year-end	2020 year-end	2022 1. quarter
HEKTAŞ BIST Sales (TL)	0,31	0,72	0,95	2,25	5,34	14,87	17,75
HEKTAŞ BIST Sales (USD)	0,09	0,19	0,18	0,38	0,73	1,12	1,21
Company Market Value (TL)	242.742.507	530.999.234	703.194.699	1.825.120.223	4.339.780.877	12.788.200.000	15.265.000.000
Company Market Value (USD)	68.976.616	140.777.654	133.664.335	307.248.952	591.210.527	959.426.814	1.042.897.842
CBT Buying Rate Of Exchange	3,5192	3,7719	5,2609	5,9402	7,3405	13,3290	14,6371
Price Earning Ratio	8,27	10,78	6,62	12,54	24,04	40,04	33,70
Book Value	1,63	1,88	3,29	2,23	3,39	1,68	1,90
Earning Per Share	0,39	0,65	1,40	1,28	0,39	0,46	0,25
Net Profit (TL)	29.341.908	49.239.871	106.192.653	145.571.250	180.498.608	319.390.940	211.888.706
Equities	123.470.877	142.871.954	249.533.435	507.370.501	772.434.441	1.446.574.215	1.630.183.415
Issued Capital	75.857.033	75.857.033	75.857.033	227.571.100	227.571.100	860.000.000	860.000.000

FORMULA

DETAILS

Price Earning Ratio

Book Value

Earning Per Share

=> Present Marketing Value / Total Profit of Last 4 Quarters

=> Equity / Issued Capital

=> Net Profit / Average Issued Capital



# WHY HEKTAŞ EQUITY?

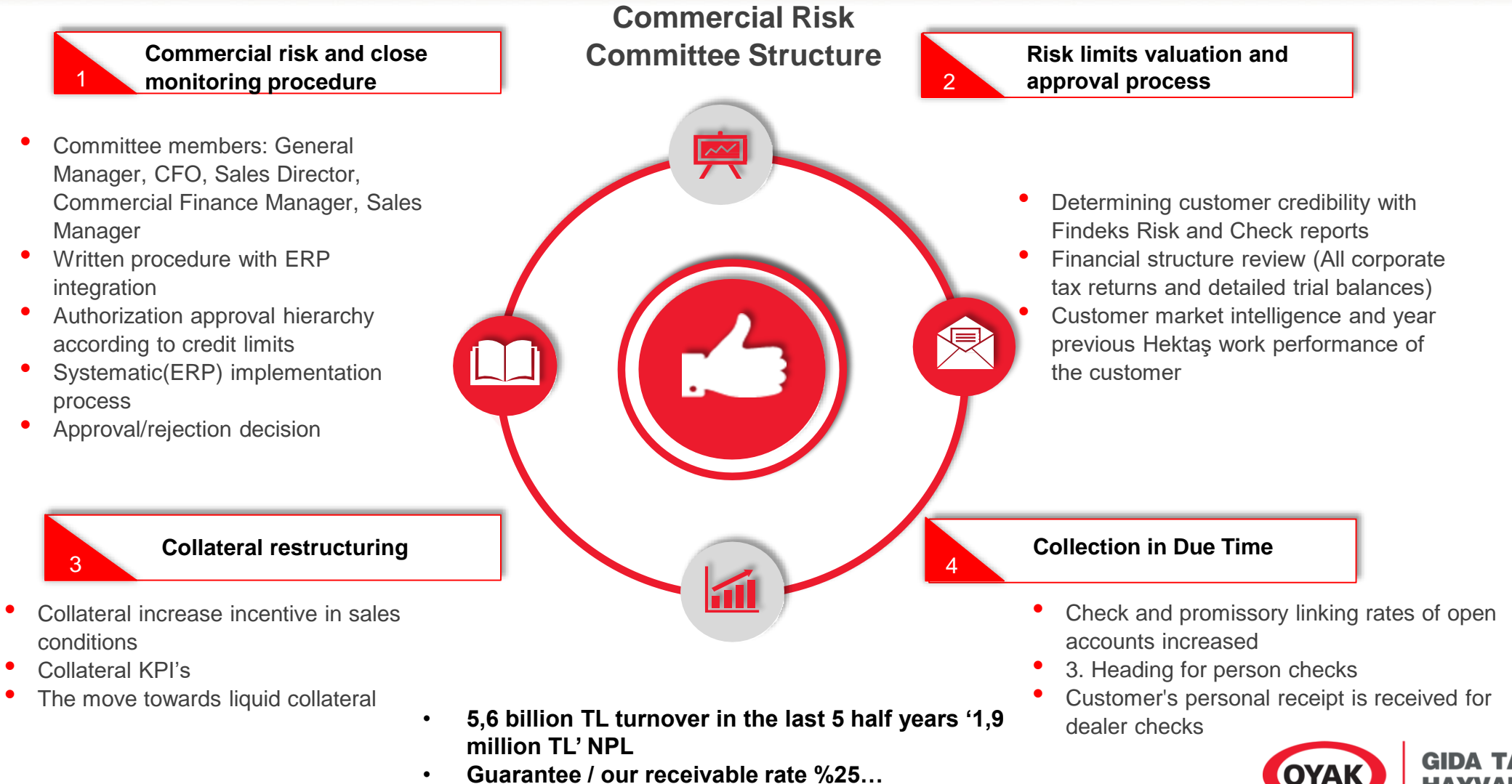


- The Company is included in OYAK Group, Leader in the sector,
- 65-Years of experience, Managed by visionary leaders,
- Pioneer of smart agriculture,
- Drives Turkish agriculture with domestic production and domestic capital,
- Develops smart agricultural technologies based on efficiency,
- Has experienced, strong staff,
- Preferred by foreign investors,

- Carries out strategic company acquisitions,
- Generating 109% profits for its investors according to previous of the same year,
- Equity gained valued 48 times in the last 5 years,
- Being in the MSCI index,
- Being in BIST 30 Index,
- Having above-index returns in the indices in which it is included,
- Constantly watched by foreign and domestic investors due to its pursuit of new stories on its path.



# RISK MANAGEMENT CYCLE

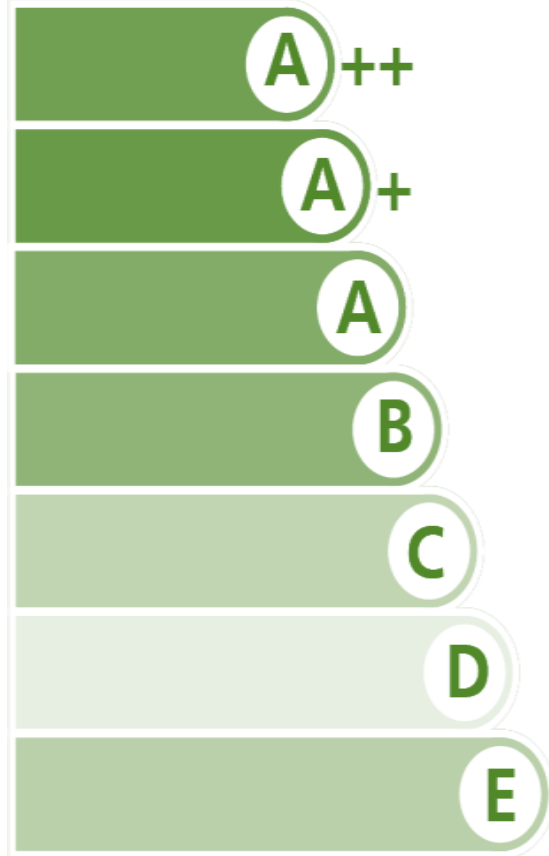


# CREDIT RATING

		2018		2019		2020		2021	
JCR RATING		Long Term	Short Term	Long Term	Short Term	Long Term	Short Term	Long Term	Short Term
International	Foreign Currency								
	Local Currency								
	Outlook FC								
	LC								
Credit Rating									
National	Local Currency	AA- (Trk)	A-1+ (Trk)	AA (Trk)	A-1+ (Trk)	AA (Trk)	A-1+ (Trk)	AA (Trk)	A-1+ (Trk)
	Outlook	Positive	Positive	Stabile	Stabile	Stabile	Stabile	Stabile	Stabile
	Credit Rating	AA- (Trk)	A-1+ (Trk)	AA (Trk)	A-1+ (Trk)	AA (Trk)	A-1+ (Trk)	-	-
Suponsor Support		2	-	2	-	1	-	1	-
Independent		AB	-	AB	-	AB	-	A	-
Country Note	Foreign Currency	BBB-	-	BBB-	-	BB+	-	BB	-
	Local Currency	BBB-	-	BBB-	-	BB+	-	BB	-
	Outlook FC	Negative	-	Negative	-	Negative	-	Stabile	-
	LC	Negative	-	Negative	-	Negative	-	Stabile	-



# CREDIT RATING



**2018**

Short Term=> A-1+ (Trk)

Long Term=> AA- (Trk)

- Regarding grades outlook were determined as «positive».
- It was evaluated at National & International scale as investable category.
- International grades were limited with Country grade.

**2019**

Short Term=> A-1+ (Trk)

Long Term=> AA (Trk)

- Regarding grades outlook were determined as «Stabile».
- It was evaluated at National & International scale as investable category.
- International grades were limited with Country grade.

**2020**

Short Term=> A-1+ (Trk)

Long Term=> AA (Trk)

- Regarding grades outlook were determined as «Stabile».
- It was evaluated at National & International scale as investable category.
- International grades were limited with Country grade.

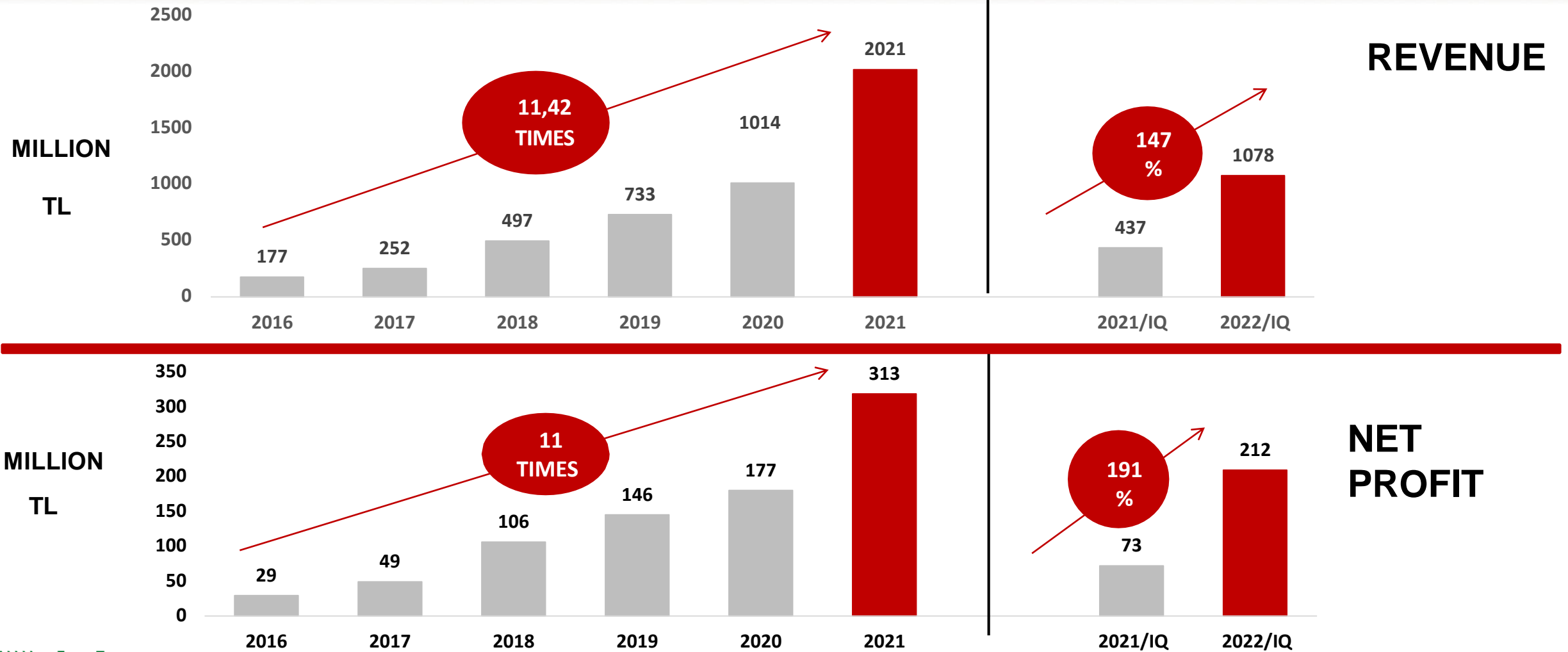
**2021**

Short Term=> A-1+ (Trk)

Long Term=> AA (Trk)

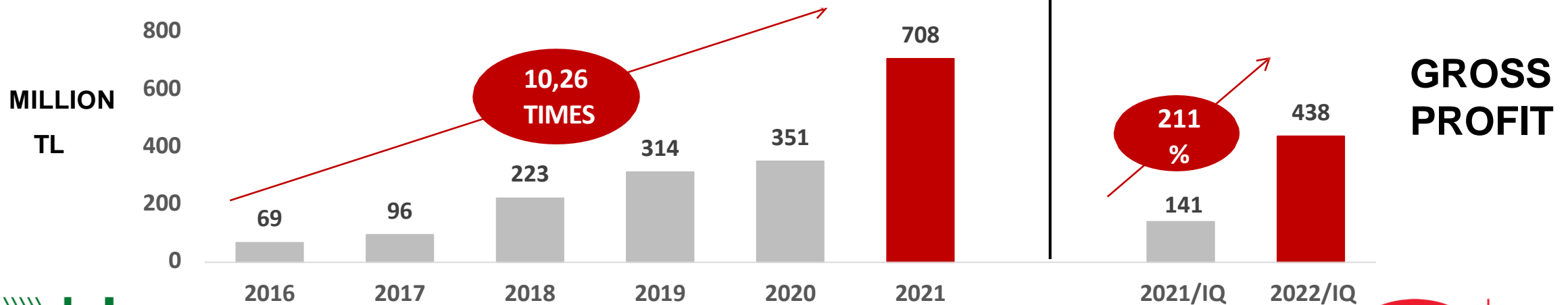
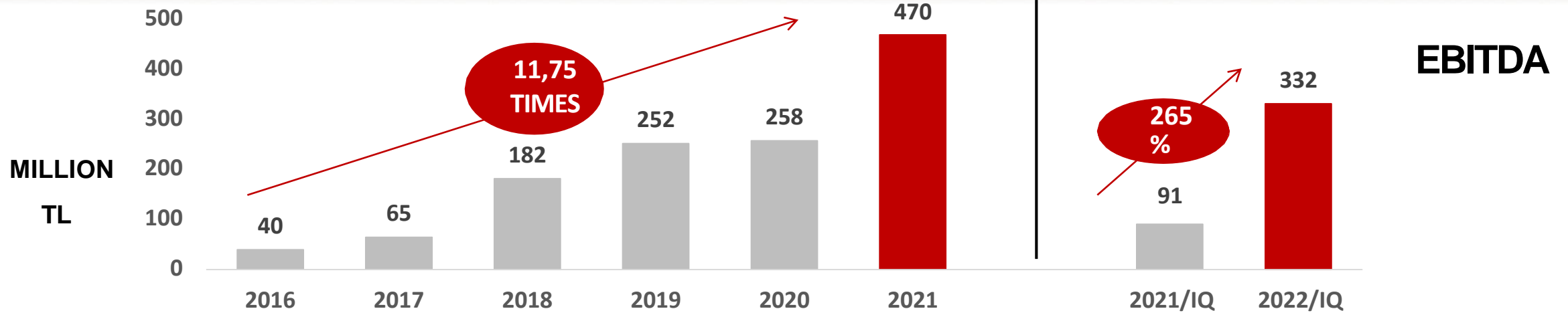
- Regarding grades outlook were determined as «Stabile».
- It was evaluated at National & International scale as investable category.
- International grades were limited with Country grade.

# HEKTAŞ IN FIGURES (REVENUE – NET PROFIT)





# HEKTAŞ IN FIGURES (EBITDA – GROSS PROFIT)



# HEKTAŞ IN FIGURES (MARGINS)

## GROSS PROFIT MARGIN

## NET PROFIT MARGIN

## EBITDA MARGIN

2022/IQ	%40,65	%19,65	%30,82
2021/IQ	%32,29	%16,53	%20,85
<hr/>			
2021	%35,06	%15,80	%23,28
2020	%34,66	%17,81	%25,45
2019	%42,80	%19,87	%34,46
2018	%44,93	%21,36	%36,65
2017	%38,06	%19,52	%25,75
2016	%38,81	%16,60	%22,63





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