



Pioneer of Smart Agriculture



2023 I. QUARTER
INVESTOR PRESENTATION

MILESTONES

A dynamic company that is preferred in line with customer needs by playing a role in all areas that has created added value for the agriculture sector since 1956.

One of the biggest solution partners of the sector in agricultural production, carrying out works that make a difference every year with the motto of "Pioneer of Smart Agriculture".

**Established
in Adana**

**OYAK'S
share
became
58,82 %**

**Entered to
animal
health
business
line**

**Entered to BİST 100
Entered to pet food
sector**

**Sunset Kimya was
acquired**

**51% of Agriventis was
acquired
Entered to BİST 30
Established
HEKTAŞ Asia LLC in
Uzbekistan**

1956



1963



1981



1986



2005



2017



2018



2019



2020



2021



2022



2023



**OYAK
became
shareholders**

**Started to be
traded on Stock
Market**

**Entered to plant nutrition &
seed business lines
Started to produce OMG
Ferbis Tarım was acquired**

**Areo Tohumculuk was
acquired
Entered to BİST 50**

**Arma was acquired
Started to produce pet food
studies
Ranked in the BİST 30 backup list**

**Started to IPO
process of Ferbis
Tarım**



CAPITAL & SHAREHOLDING
STRUCTURE

OYAK	58.82%	1,488,119,640.20
OTHER	41.18%	1,041,880,359.80
TOTAL CAPITAL	2,530,000,000.00	

SUBSIDIARIES

Ferbis Tarım	100%
Areo Tohumculuk	100%
Sunset Kimya	100%
Arma ilaç	100%
AgriventisTechnologies	51%
Hektas Asia LLC	100%
Takimsan Tarım	99,78%



Acquisition Date: 2017

Location & Area: Niğde – 24.000 m²

Field of Activity:

Production and marketing of plant protection products

Motto: “Innovative Face of Productive Agriculture”

Sales Policy:

Price-oriented policy with the “Ideal Solution in Plant Protection” approach

Product Portfolio: Products for the lower and medium segment market

Shareholding Ratio: %100

Goal for 2023: Being traded on Borsa Istanbul





Acquisition Date: 2019

Location & Area: Antalya – 35.000 m²

Field of Activity: Seed breeding and production

Motto: "Domestic R&D, Domestic Seeds"

R&D Policy:

Transition to domestic capital in seed production with technology-based breeding studies in smart greenhouses, aimed at high-quality vegetables and field crops

Product Portfolio: Vegetables and field crops

Shareholding Ratio: %100

Goal for 2023: Starting the sale of hybrid seeds with high adaptability, whose R&D studies are completed





Acquisition Date: 2020

Location: Niğde

Field of Activity:

Production and marketing of plant protection products

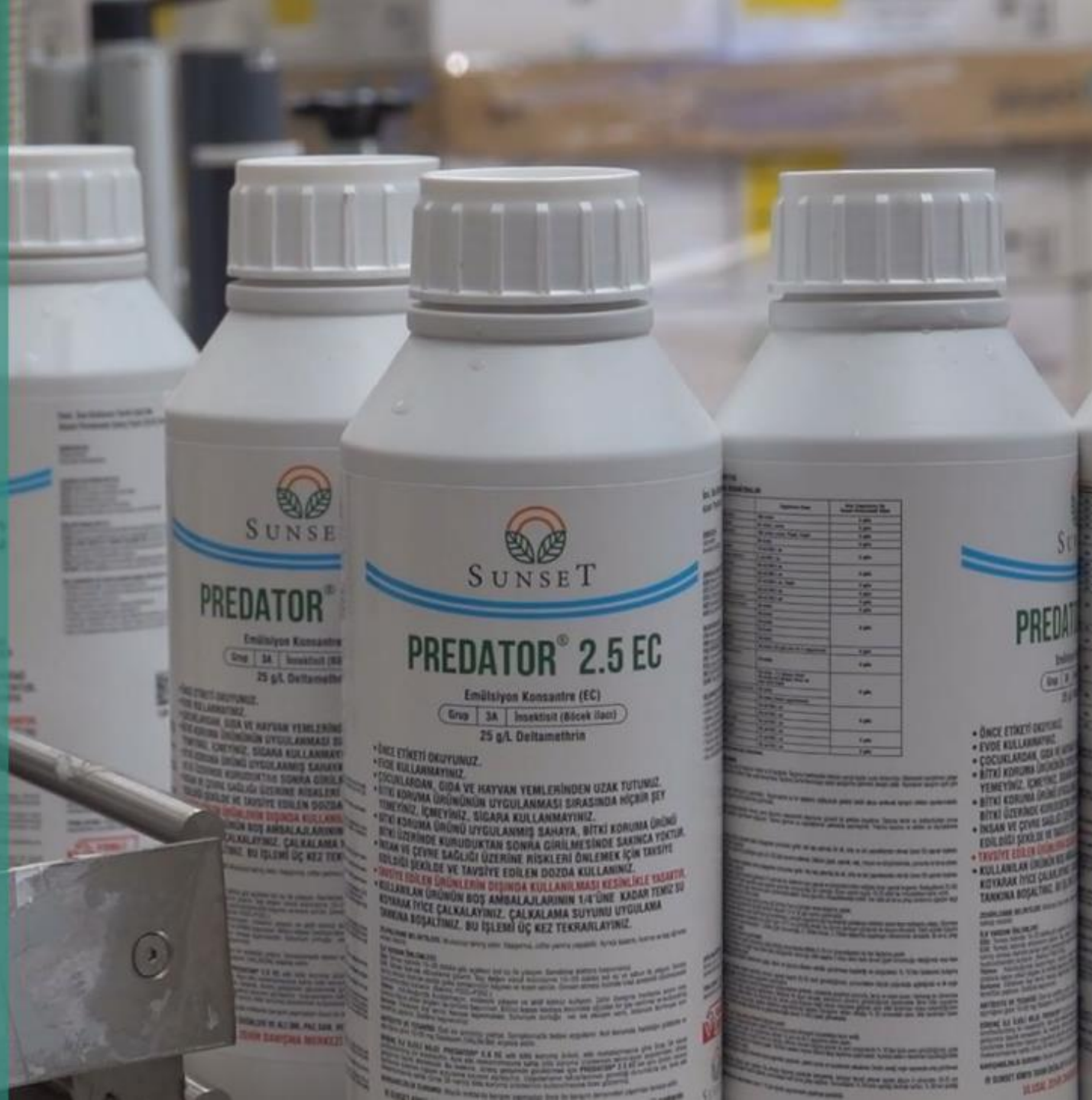
Sales Policy:

Export-oriented growth with the goal to become a world-class agricultural company

Product Portfolio: 317 plant protection products licensed abroad

Shareholding Ratio: %100

Goal for 2023: Increase its market share by penetrating new markets





It was decided to set up
within the structure of
HEKTAŞ

Acquisition Date: 2021

Location & Area: Ankara – 3.600 m2

Field of Activity: Production of Veterinary Medicines

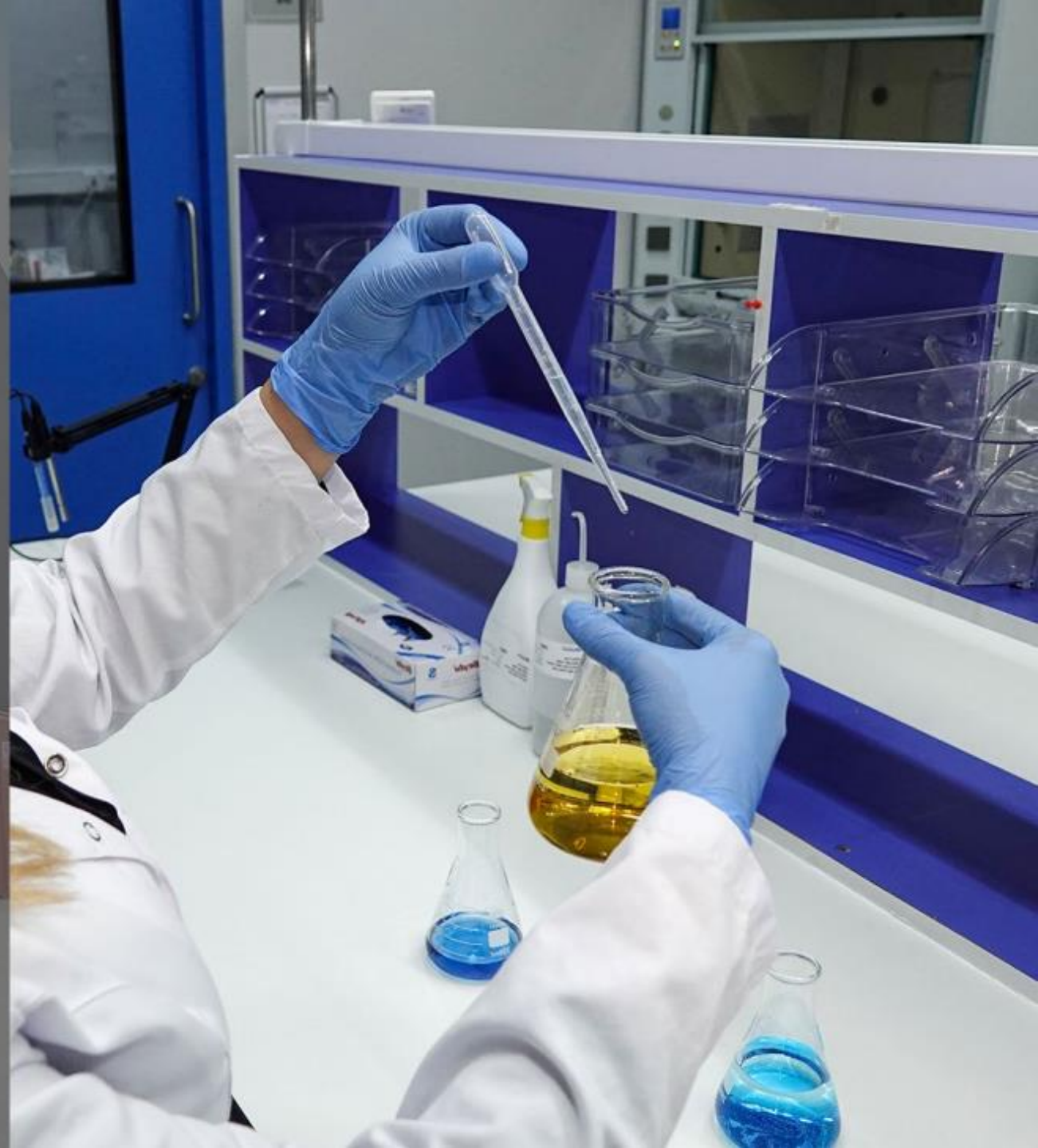
Motto: "One Health, One Arma"

Sales Policy: Branding high-quality animal health products produced with GMP Certificate in both foreign and domestic markets

Product Portfolio: Animal health medicines for treatment such as antibacterial, anti-inflammatory, antiparasitic, vitamin-mineral and perfusion electrolyte solution

Shareholding Ratio: %100

Goal for 2023: Penetrating the vaccines segment which has gained importance on the international level





Acquisition Date: 2022

Location: Australia

Field of Activity: Seed breeding and production

R&D Policy: Developing agricultural seed technologies, seed breeding and developing a wide range of drought tolerant and productive seeds

Product Portfolio: 260+ seed lines, including pulses, oilseeds, different grains and spice lines

Shareholding Ratio: %51

Goal for 2023: To become a global player that drives the industry in terms of sustainable agriculture, combating climate change, and food security through R&D collaborations





Date of Incorporation: 2022

Location: Uzbekistan / Tashkent

Field of Activity: Production and marketing of plant protection and plant nutrition products

Sales Policy: Introducing the Hektaş brand & quality to the whole world, primarily Uzbekistan and the Turkic republics

Product Portfolio: Plant protection and plant nutrition products

Shareholding Ratio: %100

Goal for 2023: Making a rapid entry to Uzbekistan's plant protection and plant nutrition market





PRODUCTION FACILITIES



GEBZE PRODUCTION FACILITY

Plant protection, plant nutrition products are produced

It is the first facility in its field to produce in accordance with Industry 4.0 standards

Final investments are anticipated to increase capacity by 116% in 2023 compared to 2020

It accounts for approximately 44% of the plant protection products

Approximately 7% of the products produced at the facility are exported



Closed Area 31,000 m2

Total Area 75,000 m2



NIĞDE PRODUCTION FACILITY

Closed Area

11,000 m²

Total Area

24,000 m²

Plant protection products are produced

It has an ECOCERT Certificate

It is planned to include the facility among the most qualified production facilities in the pesticide market in Turkey

The production capacity, which was 8,639 tons/year over 24 hours/day at time of its acquisition, has been increased to 18,500 tons/year over 24 hours/day as of the end of 2022

Its production capacity increased by approximately 114% since its acquisition





ADANA PRODUCTION FACILITY



Underground and above ground organomineral fertilizers are produced

Organomineral fertilizers reduced the use of chemical fertilizers supplied from abroad to almost 50%, thereby reducing Turkey's dependence on foreign fertilizers

I. Production Facility

Closed Area

6,200 m²

Total Area

10,000 m²

II. Production Facility

Closed Area

12,400 m²

Total Area

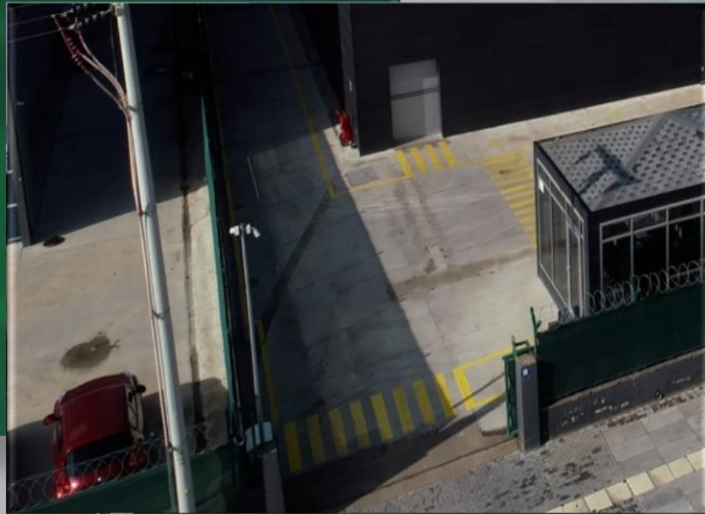
20,000 m²



ANKARA PRODUCTION FACILITY

It has operated in
animal health
production produce

The modernization
infrastructure works
of the facility continue
in accordance with
today's 4.0
technologies



In the modernized
production facility,
there are 4
production lines and
a total of 54 licensed
product varieties

It is one of the 44
facilities granted
with a GMP
certificate

Closed Area 2,000 m2

Total Area 3,600 m2



PET FOOD PRODUCTION FACILITY

Established in Balıkesir/ Manyas

It is planned that the annual production capacity will be initially 50,000 tons

Demo productions was made and it was resulted successfully

Production activities started



Closed Area
10,400 m2

Total Area
40,336 m2

UNIQUE R-D CENTER IN THE EUROPE

It wa activitied in Bursa Orhangazi

R&D studies are carried out on an area of 607 decares

Smart solutions in agriculture are offered to producers by combining technology with agriculture

It houses more than 320 different varieties in approximately 40 species, including medicinal and aromatic plants

Vertical farming, soilless farming and dry farming techniques are developed

Climate conditions suitable for all kinds of plants are created with smart greenhouses

Presented to customer with thanks to the Traceable Safe Food Platform





II. INTERNATIONAL MOLECULAR PLANT PROTECTION CONGRESS

HEKTAŞ did the honours
II. International
Molecular Plant
Protection Congress in
Bursa Orhangazi
F.A.R.M R&D center on
the date of 15-18 May
2023

81 foreign scientists
participated as
speechmakers to
congress which was
cooperated with the
Ministry of Agriculture
and Forestry & Ankara
University & HEKTAŞ

Biology Professor Craig
MELLO who has Nobel
Reward, made opening
speech

There were 40 domestic
and foreign shareholders
exhibition space.

There were lots of
innovations which were
include from new
generation pesticides to
new developed
insecticides produced in
the congress which was
followed over 1000
participant

OUR BUSINESS LINES



**HEKTAŞ LEADS TO AGRICULTURE & ANIMAL SECTOR
WITH GROWING BUSINESS LINES**



PLANT PROTECTION

- Market leader with the companies FERBİS & SUNSET
- The Gebze Production Facility alone supplies approximately 44% of the market

-It will be even stronger with FERBİS going public

-It will be closer to the Turkic Republics in the field of plant protection through HEKTAŞ ASIA LLC

PLANT NUTRITION

-Entered to market in 2017

-Organomineral plant production has been made

-It develops its plant nutrition product portfolio day by day



PET FOOD

-Entered to market in 2018

-Factory establishment finished and entered to produce in 2023

-The goal is to reduce the market's foreign dependency

-It will be closer to the Turkic Republics in the field of plant nutrition through HEKTAŞ ASIA LLC

ANIMAL HEALTH

- Penetration of the vaccine segment, which gains importance both in the domestic and international markets, will be achieved through ARMA İLAÇ



-Entered to market in 2005

-Arma İLAÇ was purchased in 2021

-It has "GMP" certificate

SEED

-Entered to market in 2017

-AREO TOHUMCULUK was acquired in 2019

-In 2022, became the controlling shareholder of AGRIVENTIS TECHNOLOGIES. (Australia)

-It plans to produce drought tolerant seeds with AGRIVENTIS



HEKTAŞ, PROGRESS TOWARDS BEING A GLOBAL TURKISH BRAND



The company made a strategic move, acquiring 51% of Australian-based Agriventis Technologies in 2021, and positioned itself on a global scale as well.

The acquisition was made to reinforce international R&D collaborations in the field of seeds, as well as to carry out R&D works not very common in Turkey, such as developing productive and diverse seeds that can be grown in arid and semi-arid areas.



The company was established in 2022 in Tashkent to operate in the fields of plant protection and plant nutrition in support of export-oriented growth thanks to its proximity to not only the Uzbekistan market, but also other Turkic Republics of the region.

A plant protection production facility with an annual capacity of approximately 30,000 tons and an organomineral fertilizer production facility with a production capacity of 150,000 tons will be established.

The company will be close to the Uzbekistan market as well as other Turkic Republics of the region.



A memorandum of understanding was signed in 2022 on cooperation in the field of commodity trade, especially food safety.

Founded in the early 19th century under the Malaysian army, it is one of the oldest holdings in the country.

It has been traded on the Malaysian Stock Exchange since 1961.

As of the end of 2021, its market value is RM 1.1 Billion, i.e. \$271 million. Its asset size is RM 16.4 billion, i.e. \$404 million, and its total equity is RM 5.5, i.e. \$1,355 million.



The memorandum of understanding for cooperation in the fields of food safety, institutional breeding, agricultural technologies, plant protection, plant nutrition, seed production and import and marketing of pesticides, was signed in 2022.

It is a foundation established in Pakistan. It has 27,000 employees.

It is the group company with the highest revenue and profitability in Pakistan.

2023 I.QUARTER SUMMARY FINANCIAL DATAS

Revenue



TL 1,41 Billion

With continuous
investments, HEKTAŞ

Gained TL 1,409,523,720
revenue in the first quarter of
2023

31% increased compared to the same quarter of the
previous period

**Main Operating Profit
TL 356 Million**



HEKTAŞ, as a result of
sustainable aim

In the first quarter of 2023 Main
Operating Profit amounted TL
355,777,835

13% increased compared to the same quarter of the
previous period



**Equity
TL 3,54
Billion**

In the first quarter of
2023 Equity
amounted TL
3,541,318,52



Total Assets

TL 13,56 Billion

In the first quarter of 2023 Total Asset
amounted TL 13,558,424,340

11% increased compared to the same quarter of the
previous period

**EBITDA
TL 389 Million**



HEKTAŞ, who has signed
works that make a difference

In the first quarter of 2023
EBITDA amounted TL
388,867,713

17% increased compared to the same quarter of the
previous period

**2023 I.QUARTER
SUMMARY FINANCAL DATAS**

REVENUE

TL 1,41 Billion

EBITDA

TL 389 Million

TOTAL ASSETS

TL 13,56 Billion

EQUITY

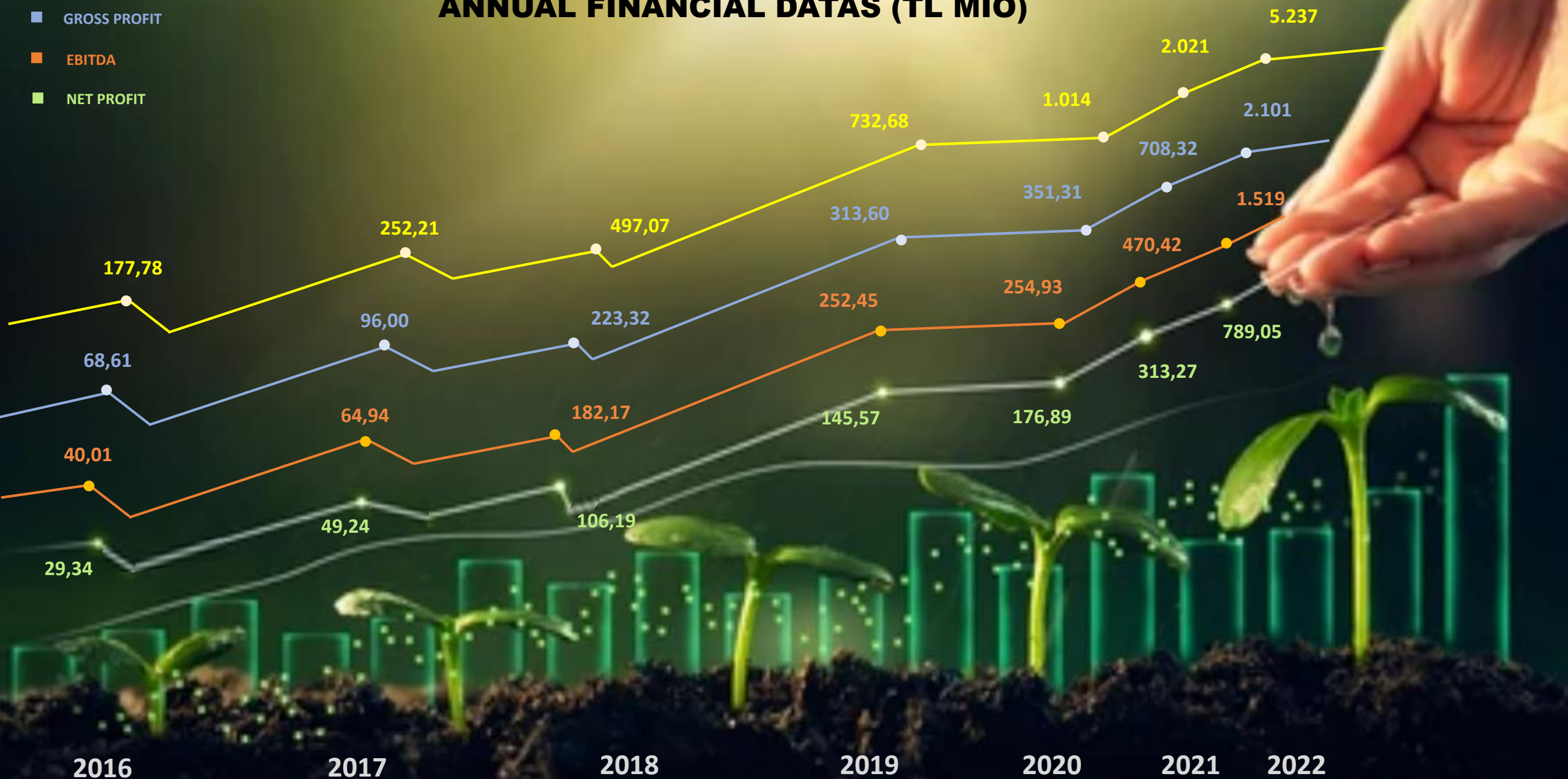
TL 3,54 Billion

NET PROFIT

TL 52 Million

- REVENUE
- GROSS PROFIT
- EBITDA
- NET PROFIT

ANNUAL FINANCIAL DATAS (TL MIO)





Pioneer of Smart Agriculture



THANK YOU