

2023 YEAR END



Investor Presentation

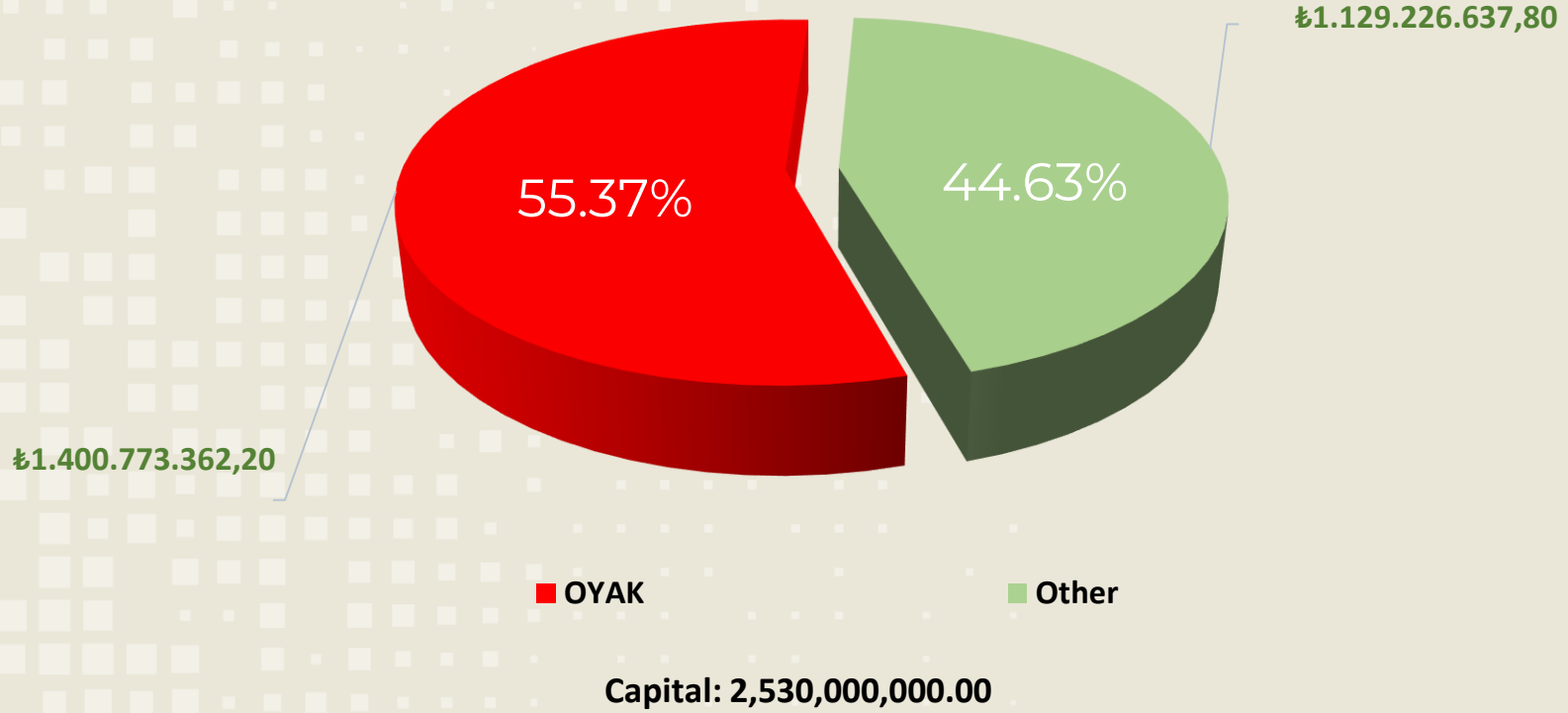


About Hektaş



OYAK KİMYA
TARIM

CAPITAL & SHAREHOLDING STRUCTURE



Shareholders

Share Amount (TRY)

Share Ratio (%)

Turkish Armed Forces Pension Fund (OYAK)*

1,400,773,362.20

55.37

Other

1,129,226,637.80

44.63

Grand Total

2,530,000,000.00.

100.00

CAPITAL & SHAREHOLDING STRUCTURE

SUBSIDIARIES

Company Trade Name	Share Ratio (%)
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

1956



2023

1956

Founded in Adana

1963

OYAK, Türkiye's largest professional pension fund, became one of the shareholders of HEKTAŞ.

1981

HEKTAŞ's initial public offering date. (As of the year end, the share of OYAK was 55.37%)

1986

It started to be traded on the stock exchange.

2005

The animal health department was opened.

2017

The plant nutrition and seed departments were opened.

The organomineral fertilizer production started in Adana.

Ferbis was acquired.

2018

The company entered into BIST 100 index.

The company entered the pet food and care products sector.

2019

Areo Tohumculuk was acquired.

The company entered into BIST 50 index.

2020

Sunset Kimya Tarım Ürünleri was acquired.

2021

Arma pharmaceutical company, which produced veterinary medicine productions, was acquired.

The company started to work on establishing a factory in Balıkesir for domestic pet food production.

2022

51% of Agriventis Technologies was acquired.

The company entered into BIST 30 index.

HEKTAŞ Asia LLC was founded in Tashkent, Uzbekistan.

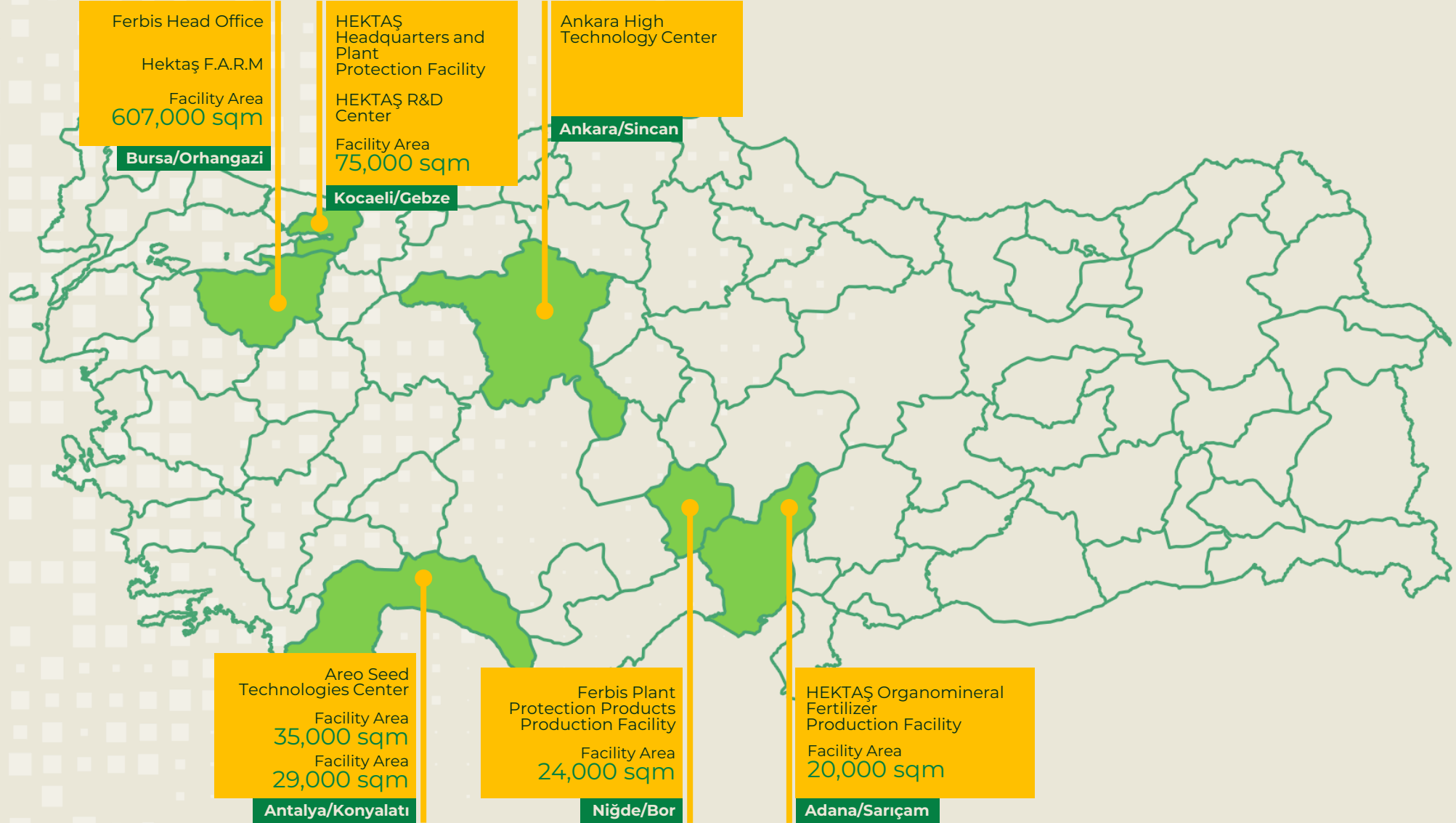
2023

Ferbis' public offering process was initiated.

The company entered into a process of change and transformation.

The company exited from animal health business line.

OPERATION MAP



OPERATION MAP

**Şunet Kimya Tarım
Ürünleri ve Aletleri
İmalat Pazarlama
Sanayi ve Tic. A.Ş.**

Licensed Abroad
Plant Protection Product

310 pieces

Türkiye

HEKTAS ASIA LLC

Plant Protection Capacity

30,000 tons/year

Organominerals
Fertilizer Capacity

**150,000
tons/year**

Uzbekistan

**Agriventis
Technologies
Pty. Ltd**

Seed Line
Number

260

Australia

OUR BUSINESS LINES

PLANT PROTECTION

Market leader in Türkiye with Hektaş, Ferbis & Sunset

It contributes to reducing Türkiye's foreign dependency day by day through the production of plant protection products.

It will become even stronger with the public offering of Ferbis

With Hektaş Asia LLC, it will be closer to the Turkic Republics in the field of plant protection.



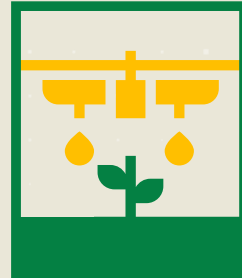
PLANT NUTRITION

Entered into market in 2017

Produces organomineral fertilizer

Developing its product portfolio day by day

With Hektaş Asia LLC, it will be even closer to the Turkic Republics in the field of plant nutrition.



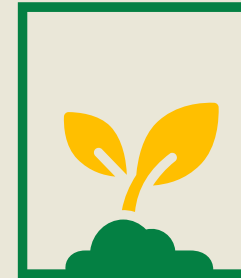
SEED

Entered into market in 2017

Areo Tohumculuk was acquired in 2019

Became the controlling partner of Agriventis Technologies in 2022. (Australia)

Drought-tolerant seeds will be produced with Agriventis



PLANT PROTECTION BUSINESS LINE



OUR PRODUCTION FACILITIES

Kocaeli/Gebze - Niğde/Bor

OUR PRODUCTS

Fungicide, Herbicide, Insecticide, Acaricide, and Others

OUR GOALS

Maintaining our leadership structure and reducing dependence on imported inputs

PLANT PROTECTION BUSINESS LINE ABOUT HEKTAŞ



**Year of
Establishment**
1956

**Oyak Partnership
Date**
1963

**IPO
Date**
1981



**Field of
Activity**
Production and
sales of plant
protection
products



Location
Kocaeli/Gebze

**Advantages
of Location**
Close distance to
land, sea, air, railways,
and regional
advantages



Motto
Pioneer of
smart
agriculture



**Number of
Employees**
White-collars
311
Blue-collars
77



Sales Policy
To offer products
that respect people
and nature and are
suitable for
sustainable
agriculture



Goal for 2024
Maintaining our
leadership structure
with brand awareness



**Number of
Licenses**
205

**Target
Number of
Licenses**
220



Sales network
Regional Directorates

6
Retail Points of Sale

839
Corporate Points
of Sale

168
Wholesale Points of Sale

61
**Total Points of
Sale**

1,068

PLANT PROTECTION BUSINESS LINE

HEKTAŞ GEBZE PRODUCTION FACILITY



Location

Kocaeli/Gebze



Indoor Area

31,000 sqm

Total Area

75,000 sqm



Field of Activity

Production and sales of plant protection products (*Production of small amounts of chemical plant nutrition products)



Number of Employees

Blue-collars

137



Manufactured Products

Fungicide, Herbicide, Insecticide, Acaricide, and Others



Production Amount

+17 THOUSAND TONS



Infrastructure

It is the first facility in its field to produce at industry 4.0 standards.



Investments Made

Modernization and automation investments



Quality Certificates

ISO 9001:2015
ISO 14001:2015
ISO 45001:2018
ISO 27001:2013

PLANT PROTECTION BUSINESS LINE ABOUT FERBİS



Date of acquisition

2017



Field of Activity

Production and sales of plant protection products

Shareholding Ratio

100%



Location

Niğde/Bor

Advantages of Location

Close distance to land, sea, air and railways, regional incentives and close distance to agricultural areas



Motto

The Innovative Face of Efficient Agriculture



Number of Employees

White-collar

59

Blue-collar

53



Sales Policy

Providing lower and middle-segment products with a quality and price-focused policy



Goal for 2024

Going public - Directing the lower and middle-segment market



Number of Licenses

111

Target Number of Licenses

143



Sales Network

Regional Directorates

3

Retail Points of Sale

343

Corporate Points of Sale

29

Wholesale Points of Sale

11

Total Points of Sale

383

PLANT PROTECTION BUSINESS LINE FERBİS NİĞDE PRODUCTION FACILITY



Location

Niğde/Bor



Indoor Area

11,000 sqm

Total Area

24,000 sqm



Field of Activity

Production and sales of plant protection products



Number of Employees

Blue-collars

59



Manufactured Products

Fungicide, Herbicide, Insecticide, Plant growth regulators



Production Amount

+6

THOUSAND TONS



Infrastructure

It is in the transition phase to automation process with its renewed infrastructure.



Investments Made

Modernization, automation, and warehouse investments



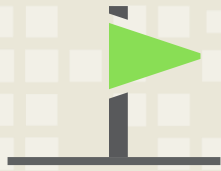
Quality Certificates

ISO 9001:2015
ISO 14001:2015
ISO 45001:2018

Organic Certificate

Ecocert Certificate

PLANT PROTECTION BUSINESS LINE ABOUT SUNSET



Date of acquisition
2020

Shareholding Ratio
100%



Field of Activity
Production and sales of plant protection products



Location
Niğde/Bor



Number of Employees
White-collars
5



Sales Policy
Export-oriented sales



Goal for 2024
Entering new markets abroad



Number of Domestic Licenses
95

Number of Foreign Licenses

310



Sales Network
Countries of Sales

Azerbaijan
Iraq
Kazakhstan
Cyprus
Kyrgyzstan
Uzbekistan
Tajikistan

Total
7 Countries

PLANT NUTRITION BUSINESS LINE

HEKTAŞ Adana Organomineral Production Facility / HEKTAŞ Ankara High-Technology Center

OUR PRODUCTION FACILITIES

Adana/Sarıçam – Ankara/Sincan

OUR PRODUCTS

Foliar Fertilizer, Organomineral, Drip Irrigation, Pure Fertilizers / Liquid Fertilizers

OUR GOALS

Maintaining our leading position in the organomineral fertilizer market and expanding our sales network in the imported fertilizer market

PLANT NUTRITION BUSINESS LINE

HEKTAŞ ADANA PRODUCTION FACILITY



Location

Adana/Sarıçam

Advantages of Location

Close distance to land, sea, air and railways, regional incentives and close distance to agricultural areas



Field of Activity

Organomineral fertilizer production and sales



Indoor Area

12,400 sqm

Total Area

20,000 sqm



Number of Employees

Blue-collar

42



Manufactured Products

Underground and above ground granular fertilizers



Production Amount

+25 THOUSAND TONS



Infrastructure

The facility, which was modernized in 2022, has the infrastructure suitable for organomineral fertilizer production.



Investments Made

Modernization investments



Quality Certificates

ISO 9001:2015
ISO 14001:2015
ISO 45001:2018

PLANT NUTRITION BUSINESS LINE

HEKTAŞ ANKARA HIGH-TECHNOLOGY CENTER



Location

Ankara/Sincan

Advantages of Location

Geopolitical location



Indoor Area

8,100 sqm

Total Area

12,000 sqm



Field of Activity

Liquid fertilizer production and R&D



Number of Employees

White-collars

5

Blue-collars

18



Manufactured Products

Protein, microorganism, metabolite and enzyme-containing organomineral fertilizer



Production Amount

174 thousand liters



Investments Made

R&D investments



Infrastructure

Well-equipped and high-capacity Technology Center



Number of Registered Products

3



Goal for 2024

Ensuring the production of products with intensive imports, high added-value, and whose supply chain is at risk

SEED BUSINESS LINE

Areo
tohum



OUR PRODUCTION FACILITIES

Antalya/Konyaaltı

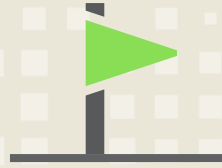
OUR PRODUCTS

Vegetables and field crops

OUR GOALS

To reduce Türkiye's foreign dependence on seeds and help increase export volume

SEED BUSINESS LINE ABOUT AREO



Year of Establishment

2019

Shareholding Ratio

100%



Location

Antalya/Konyalati

**Advantages
of Location**

Close distance to land, sea,
air and railways, climatic
advantages, and location in
Technocity



**Field of
Activity**

Seed breeding,
production and
sales



**Number of
Employees**

White-collars

26

Blue-collars

21



Motto

Local R&D,
Local Seed



Sales Policy

Popularizing the sale
of hybrid seeds with
high adaptability



**Product
Portfolio**

**Vegetables
and field
crops**

**Number of
Registered
Seeds**

17



Goal for 2024

Reducing Türkiye's
dependence on
foreign sources in the
field of seed
production

SEED BUSINESS LINE

AREO R&D & PRODUCTION CENTER



Location

Antalya/Akdeniz
University
Technocity



Field of Activity

Seed production in
greenhouse areas and
seed breeding in R&D
laboratories



infrastructure

Smart greenhouses
equipped with the
latest technology



Investments Made

Investments made
within the scope of R&D



Greenhouse Area:

29,000 sqm

Total Area

35,000 sqm



Manufactured Products

Tomato, pepper and
cucumber, eggplant,
cotton, barley, wheat,
chickpea, pea, corn
and sunflower seeds



Greenhouse Areas

1 Total Area with 5
greenhouses and 1
seedling area

Laboratories

2 laboratories, 2 rapid
breeding rooms and 1
test greenhouse



Certificates

Global Gap
Certificate

SEED BUSINESS LINE ABOUT AGRIVENTIS



Year of Shareholding

2022

Shareholding Ratio

51%



Location

Australia/Sydney

**Advantages
of Location**

Closeness to global markets



**Field of
Activity**

Seed breeding,
production and
sales



**Number of
Employees**

White-collars

4



Sales Policy

The company plans to
increase its market share
in 2026 with its current
activities.



**Number of
Registered Seeds**

13

Number of Seed Lines

260+



**Product
Portfolio**

Grains and legumes



Goal for 2024

Become industry leader
and global player to
combat climate change,
and promote sustainable
agriculture, and food
security

OUR R&D ACTIVITIES

Hektaş Gebze R&D

Areo R&D

Ankara High Technology R&D

Agriventis Ar-Ge



OUR R&D ACTIVITIES

HEKTAŞ R&D



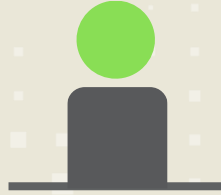
Location

Kocaeli/Gebze



R&D Incentives

R&D discount and therefore Corporate Tax and SSI Premium Deduction



Number of Employees (R&D)

27



Number of Laboratories

2

Laboratories

Instrumental and wet analysis laboratory



Number of Projects Executed

37

Content of Projects Executed

R&D studies are carried out in the field of plant protection and environmental health.

Completed Projects

20



Number of Registrations Received in the R&D Center

18

Number of Products Commercialized in the R&D Center

13



Collaborations Signed

TUBİTAK
TAGEM
Universities



R&D Policy

Developing new products and improving product quality and standards

OUR R&D ACTIVITIES

AREO R&D



Location

Antalya/Akdeniz
University
Technocity



R&D Incentives

R&D discount and
therefore Corporate Tax
and SSI Premium
Deduction



Number of Employees (R&D)

16



Number of Laboratories

2 laboratories, 2 rapid
breeding rooms and 1
test greenhouse

Laboratories

Biotechnology and
tissue culture
laboratories,
phytopathology test
greenhouse and speed
breeding rooms



Number of Projects Executed

5

Content of Projects Executed

R&D studies are carried
out in the field of seed
breeding

Completed Projects

10



Number of Registrations Received in the R&D Center

14

Number of Products Commercialized in the R&D Center

14

Number of Seed Lines

15,000+



Collaborations Signed

Ministry of
Industry
Universities



R&D Policy

Developing durable,
high-yielding seeds
through technology-
based breeding
studies

OUR R&D ACTIVITIES

ANKARA HIGH-TECHNOLOGY R&D



Location

Ankara/Sincan



Number of Employees (R&D)

11



Number of Laboratories

7

Laboratories

Agriculture, Genetics, Microbiology, Instrumental Analysis, Analytical Chemistry, Chemistry, Synthesis



Number of Projects Executed

15

Content of Projects Executed

Liquid fertilizer development in the fields of chemistry, fermentation, microbiology and genetics

Completed Projects

9



Number of Registrations Received in the R&D Studies

3

Number of Products Reaching the Commercialization Stage in the with R&D Studies

3



Collaborations Signed

It is in the agreement stage



R&D Policy

Developing products with intensive imports, high added-value, and whose supply chain is at risk

OUR R&D ACTIVITIES

AGRIVENTIS R&D



Location

Australia/Sydney



Number of Employees (R&D)

2



Number of Seed Lines

260



Number of Laboratories

1

Laboratory

AgEtal Laboratory



Number of Projects Executed

5

Content of Projects Executed

Drought and disease tolerance projects

Completed Projects

3



Number of Registrations Received in the R&D Center

12

Number of Products Commercialized in the R&D Center

3



Collaborations Signed

CRCNA, Agrifutures, QDAF & CQ University



R&D Policy

Carrying out R&D studies in cooperation with the state and universities

OUR R&D ACTIVITIES

Hektaş F.A.R.M R&D



Location

Bursa/Orhangazi

Advantages of the Location

Close distance to land, sea, air and railways and having a microclimate climate

Other Areas

There are a guesthouse, auditorium hall, congress center, agricultural museum, and R&D laboratories.



Purpose of Establishment

Focusing on increasing agricultural efficiency and sustainability with new generation techniques and demonstrating smart agricultural practices to producers



Outdoor Production Area

242 decares

**Total area
607 decares**



Products Produced in Outdoor Production Area

Fruit trees, field crops, berry groups, vineyards and summer and winter vegetables

Number and Types of Greenhouses

2 greenhouses, 66 decares, Tomato/Seed/ Tropical greenhouse

Products Produced in the Greenhouse Area

Tomatoes, peppers, blueberries and tropical fruits



Number of Laboratories

66



Number of Employees (R&D)

White-collars

16

Blue-collars

64

Hotel Staff

20



Collaborations Signed

Universities

Number of visitors

More than 7 thousand producers were hosted and informative meetings and training were held on innovative agricultural practices and technologies.

Goal

Contributing to the development of Turkish agriculture through R&D studies

Financial Indicators



FACTORS AFFECTING SALES DURING THE YEAR

Climatic Effects
Russia-Ukraine War
Supply Chain
Exchange Rates
Natural Disasters

FINANCIAL RATIOS	31.12.2023	31.12.2022
Asset Size	25,455,336,516	23,213,481,243
Equity	7,539,775,642	8,330,870,818
Revenue	6,038,995,409	10,001,274,789
EBITDA(Opr. Profit+Depreciation)	-913,813,822	1,998,864,227
EBITDA Margin	-%15.13	%19.99
Net Profit	-894,457,832	1,144,705,464
Net Profit Margin	-%14.81	%11.45
Gross Profit	815,592,841	3,027,380,639
Gross Profit Margin	%13.51	%30.27

OUR SALES

Together with its subsidiaries, HEKTAŞ serves farmers all over Türkiye with **6** regional directorates and around **1,500** distribution points.

As of the end of 2023, the sales amount of products belonging to the company's plant protection and plant nutrition business lines were realized as **83,567,930 kg** and the sales amount of products belonging to the seed business line was realized as **2,228,633 units**.

SUMMARIZED BALANCE SHEET (TL)**31.12.2023****31.12.2022****ACTIVE**

CURRENT ASSETS	15,129,705,656	15,444,424,164
NON-CURRENT ASSETS	10,325,630,860	7,769,057,079
TOTAL ASSETS	25,455,336,516	23,213,481,243

PASSIVE

SHORT-TERM LIABILITIES	15,798,265,820	13,781,668,875
SHORT-TERM LIABILITIES	2,117,295,054	1,100,941,550
EQUITY	7,539,775,642	8,330,870,818
TOTAL LIABILITIES	25,455,336,516	23,213,481,243

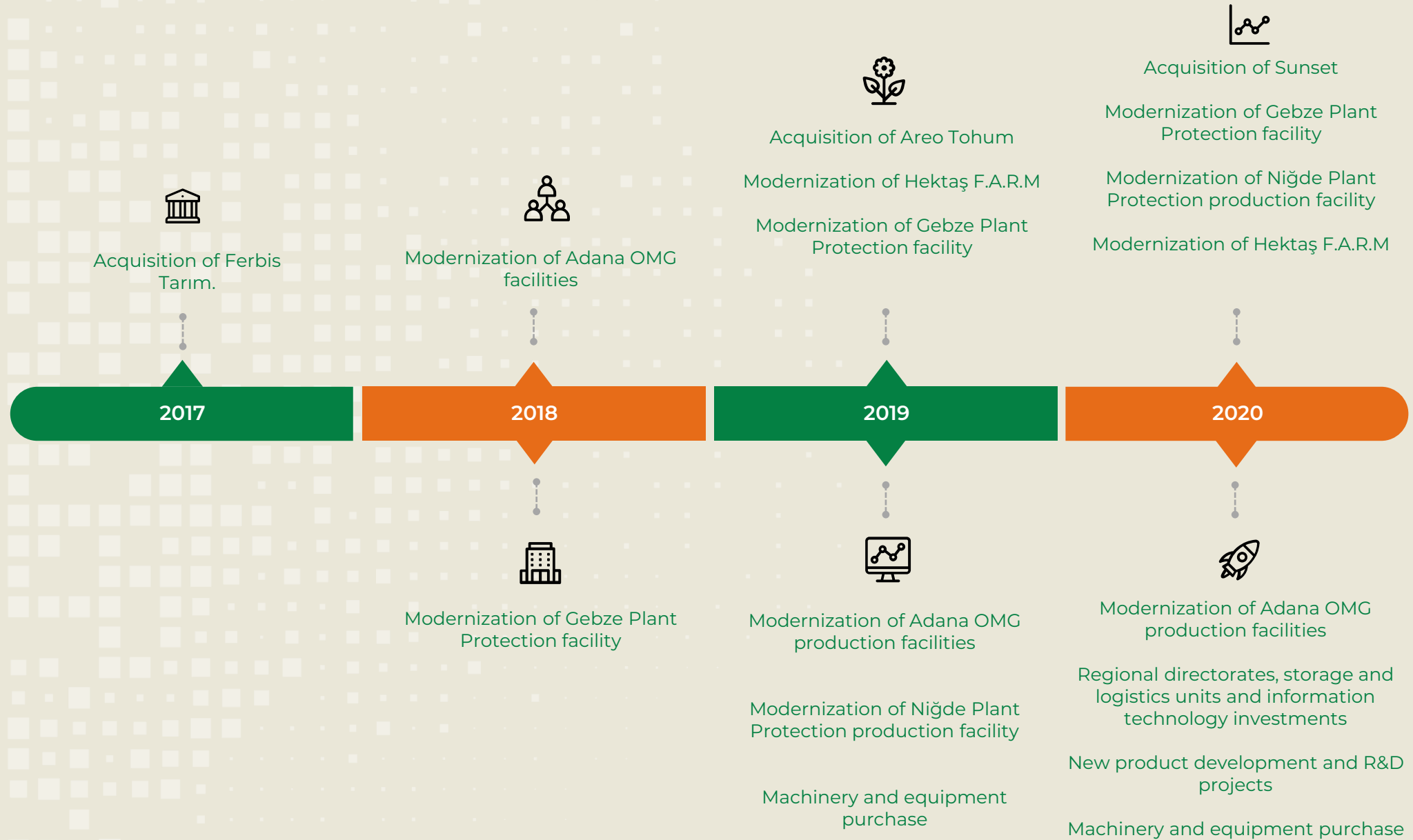
Summary Income Statement(TL)

	31.12.2023	31.12.2022
Revenue	6,038,995,409	10,001,274,789
Cost of Sales (-)	-5,223,402,568	-6,973,894,150
GROSS PROFIT / LOSS	815,592,841	3,027,380,639
Operating Expenses (Marketing, Distribution, General Management, R&D)	-1,615,105,840	-1,029,158,185
Other Activities (Incomes / Expenses)	-657,938,887	-334,509,749
MAIN OPERATING PROFIT/(LOSS)	-1,457,451,886	1,663,712,705
Incomes/Expenses from Investment activities	1,268,095,140	10,688,737
OPERATING PROFIT (LOSS) BEFORE FINANCING EXPENSES	-189,356,746	1,674,401,442
Financing Incomes / Expenses	-1,325,497,120	-495,346,374
PROFIT/LOSS FROM CONTINUING OPERATIONS BEFORE TAX	-1,514,853,866	1,179,055,068
Tax Income/Expense from Continuing Operations	620,396,034	-34,349,604
PROFIT/LOSS OF THE PERIOD	-894.457.832	1,144,705,464

Our investments



OUR INVESTMENT EXPENDITURES



OUR INVESTMENT EXPENDITURES



Acquisition of Arma

Purchase of pet food facility

Modernization of Niğde Plant Protection production facility

Modernization of Gebze Plant Protection facility

2021



Modernization of Adana OMG facilities

Establishment of Ankara HTC

Modernization of Hektaş F.A.R.M

Machinery and equipment purchase



Becoming a controlling partner in Agriventis

Modernization of Hektaş F.A.R.M

Modernization of Niğde Plant Protection production facility

Modernization of Gebze Plant Protection facility

2022



Modernization of Adana OMG facilities

Modernization of pet food production facility

Purchasing the rented facility in Adana

Ankara HTC investment

Establishment of Hektaş Asia



Purchase of Veterinary Medical Product Production Facility

Modernization of Gebze Plant Protection facility

Modernization of Niğde Plant Protection production facility

2023



Modernization of Adana OMG facilities

Modernization of Hektaş F.A.R.M

Modernization of pet food facility

Ankara HTC investment

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.