



Konfrut Investor Presentation

2024-H1 Financial Results



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Highlights

- Sales**
- In 2024-H1, Konfrut AG succeeded in diversifying its operations in all business units and increasing in volume terms compared to the same period last year.
 - In this period, **Konfrut AG increased agri sourcing products supply volume by 88%, YoY and sold 140 thousand tons of agri sourcing products.** Because of **54%** of agri sourcing products sold to Akkent-Denizli Plant, Konfrut's sales volume was 96.5 thousand tons in consolidated basis.
 - The operations carried out in the sold factory during the period have been netted off and presented under 'Discontinued Operations Net Profit/Loss'.

- Profitability**
- The Company applies inflation accounting in financial reporting and the valuation of products with long inventory periods led to an increase in the cost of goods sold. On a consolidated basis, **gross profit of TL 13.3 million** was recorded in the first half of the year.

- Cash Flow**
- Due to the sale of Fabrika, the Company realised **TL 466.5 million** cash inflow in the second quarter.

- Investments**
- Investments accelerated with the focus entirely on the agricultural sector. The agreement was signed between Konfrut AG and Raz Gıda ve Tarım Ürünleri A.Ş. on May 30, 2024 for the acquisition of 50% shares. Through a capital increase with emission premium, **50% of the shares** of Raz Gıda ve Tarım Ürünleri A.Ş. (Konfrut GAP A.Ş. with its new trade name) **were acquired for TL 105 million.**

2024-H1 Financial Summary

₺ 640.1 million
Net Sales

96.5 thousand tons
Sales Volume

₺ 13.3 million
Gross Profit

₺ 105 million
Konfrut GAP
Partnership

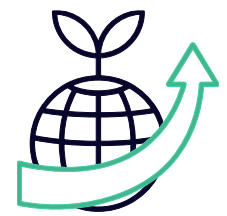
₺ 3 billion
Total Assets

₺ 11.1 million
Investment

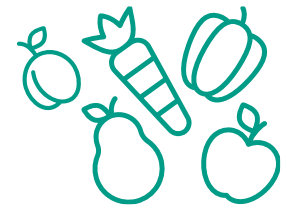
((TAS 29 Including Inflation Accounting))

264 milyon ₺
Paid-in Capital

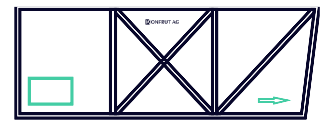
Konfrut AG at a Glance



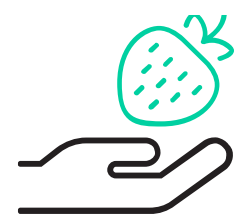
Leading the Agricultural Transformation



Turkey's largest industrial fruit buyer



With 210 fiber pools, the only company in Turkey operating with specially designed transport equipment



Turkey's largest scale organic strawberry project



Strategic collaborations and partnerships



Business Units

Agri Sourcing and Services

In 2024-H1;

Agri Sourcing Supply

140 thousand tons > **88% Increase**

Fresh Fruit & Vegetable Supply

2,828 ton > **23% Increase**

Logistics

Transported Agri Sourcing Products

145 thousand tons > **118% Increase**

240+ Numbered Vehicle and Equipment Fleet*

* Including tractor, trailer, fiberglass, forklift, trailer, tow truck.

Industry

Pallet Sales

78 thousand > **23% Increase**

20 number of Digital Agricultural Device Installed in the Fields

Compared to 1 January – 30 June 2023 period



'New Generation Industrial Agriculture' continues to diversify and develop its activities with investments based on cooperation and partnership.

Market Dynamics

Food Prices and Production Cost

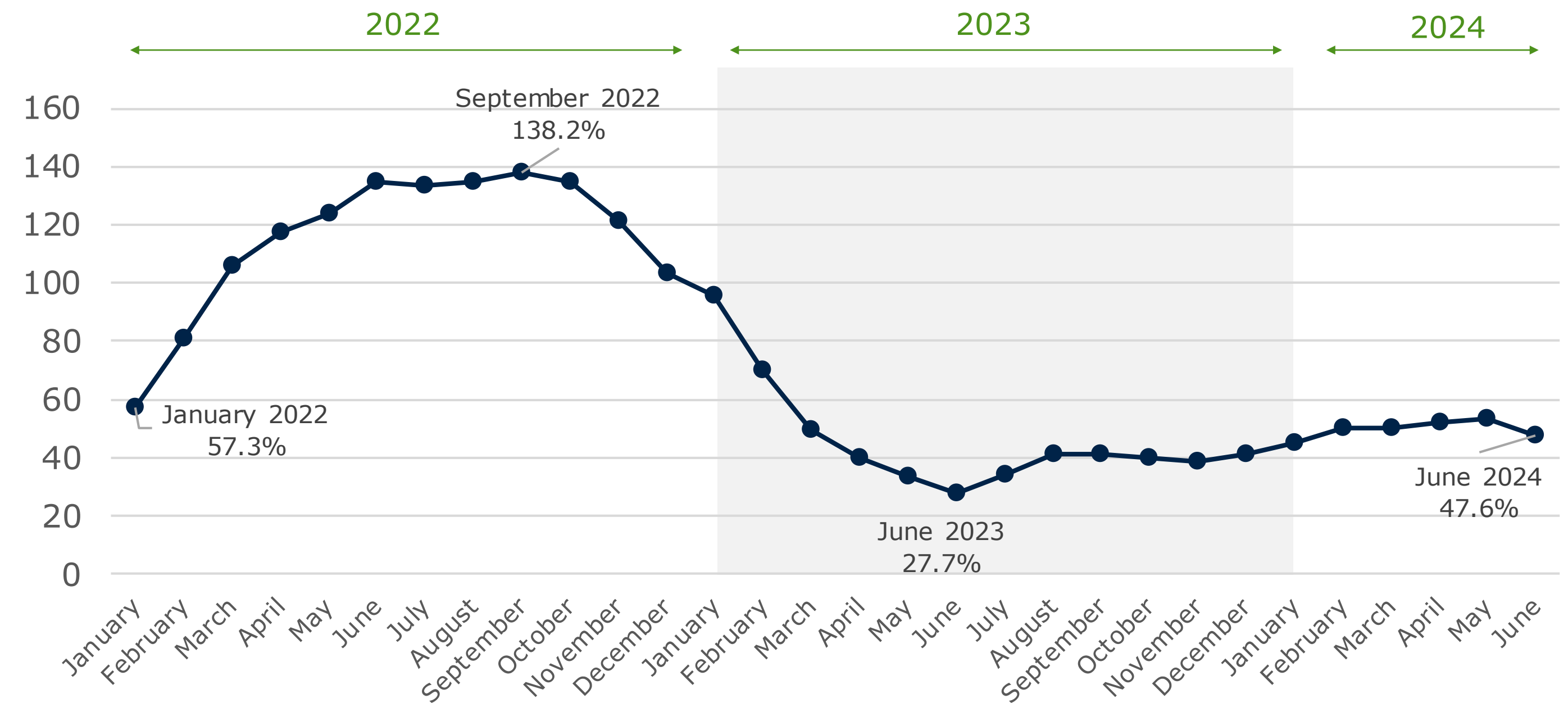
Food Prices

- According to the Food and Agriculture Organization of the United Nations (FAO) data, global food prices were **121.0** in June, following May's level of 120.6. (Source: FAO)
- On the domestic side, seasonally-adjusted food inflation increased, while fresh fruits and vegetables prices **rose by 22.38%, YoY**. (Source: CBRT – Inflation Report-2024-III)

Agricultural Input Price Index

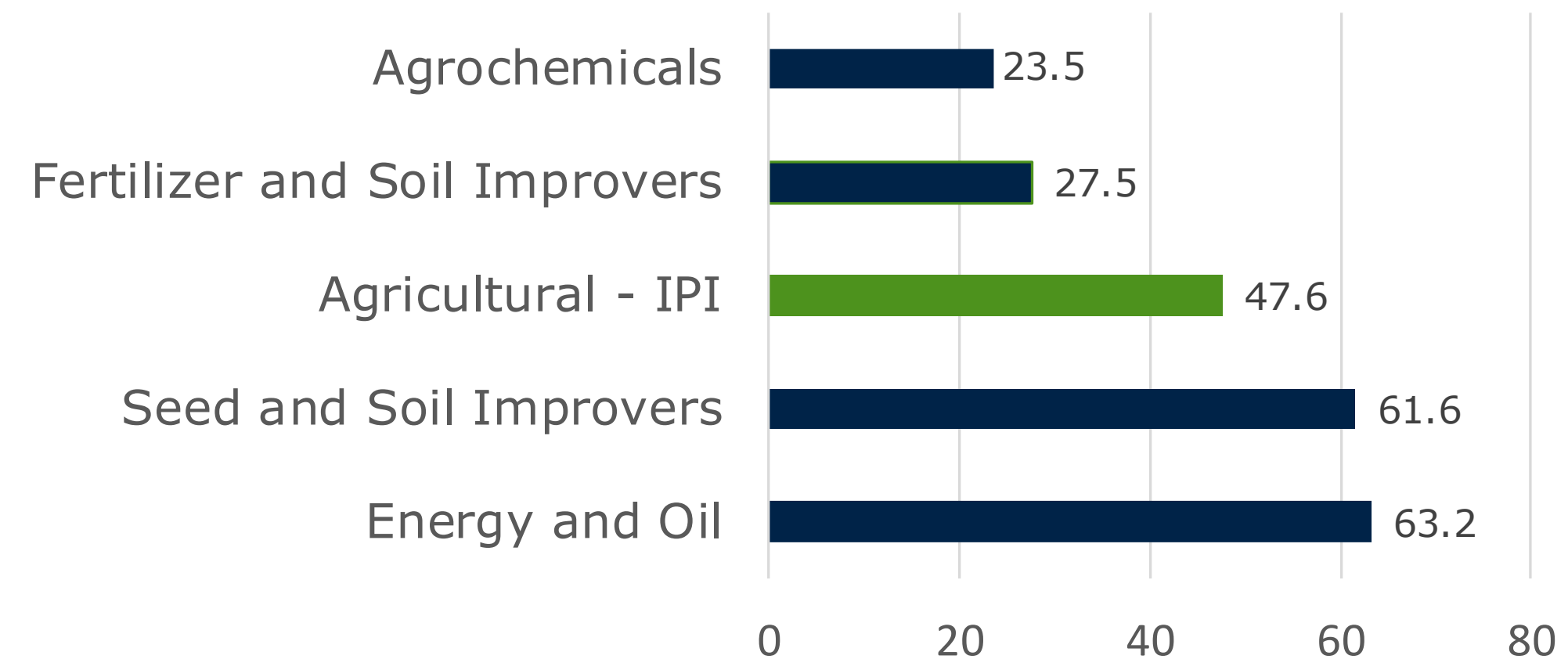
Annual Change Rate (%), June 2024

- **Agricultural Input Price Index (Agri-IPI) increased by 0.93%** in June 2024 compared to the previous month and by **47.6%** compared to the same month of the previous year. (Source: TurkStat)



Agricultural Input Price Index By Sub-groups

Annual Change Rate (%), June 2024



Market Dynamics

Production Domestically

Production Data

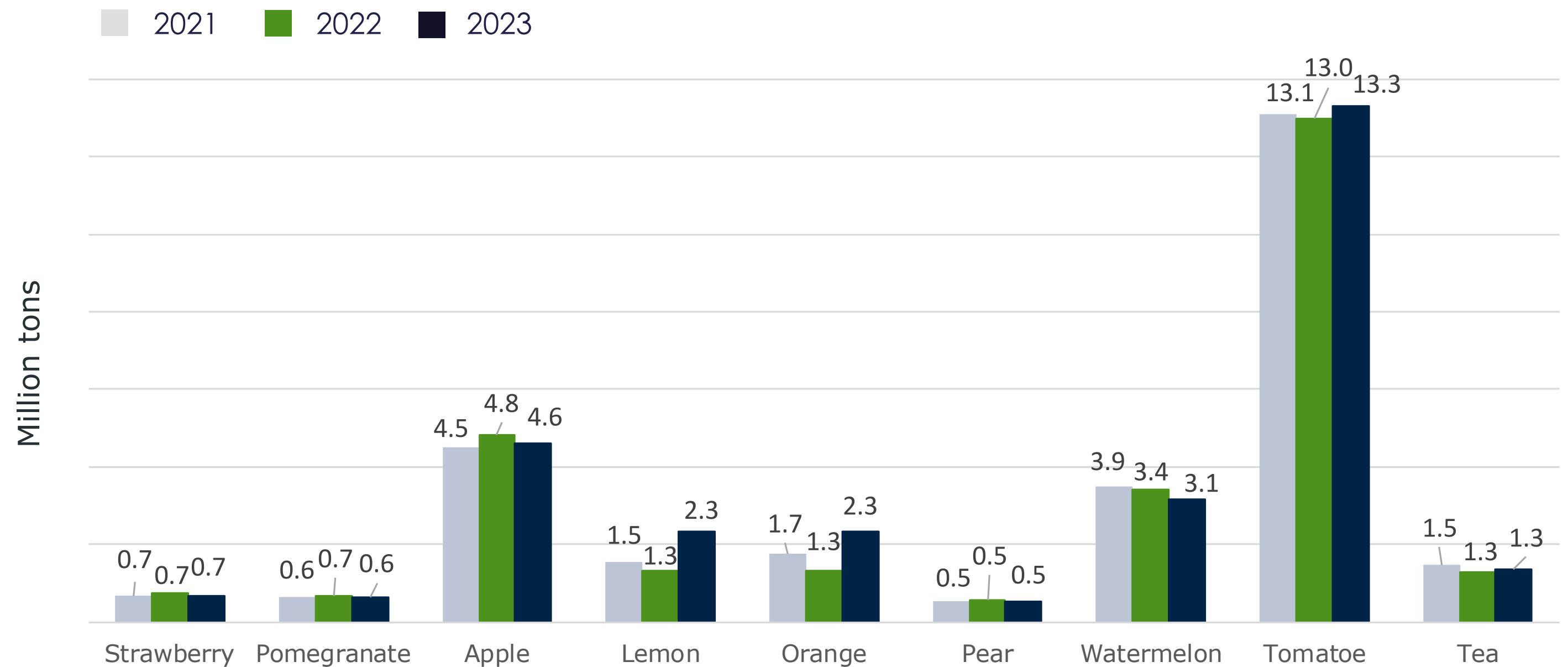
With Selected Fruit and Vegetable Groups

According to latest data Turkey produced a total of 137 million tons of agricultural products in 2023.

According to forecasts released by TurkStat,

- Turkey's agricultural production in 2024 will be; 76.1 million tons of cereals and other crops (excluding fodder crops) with a 2.0% decrease,
- Vegetables increased by 5.6% to 33.6 million tons,
- Fruits, beverages and spices up 3.4% to 28.3 million tons

production is expected to be realized.



(Source: TurkStat)

Market Dynamics

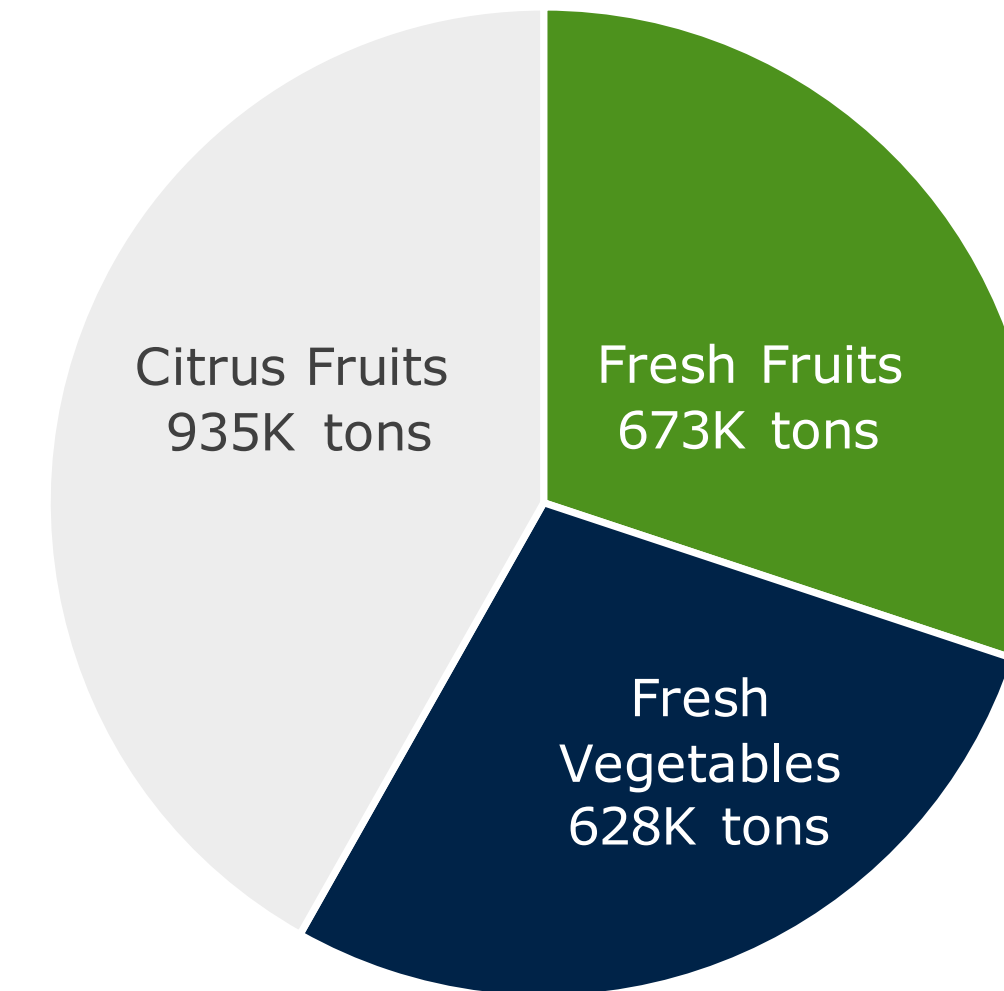
Fresh Fruits & Vegetables Exportation

Fresh Fruit and Vegetable Exportation from Turkey

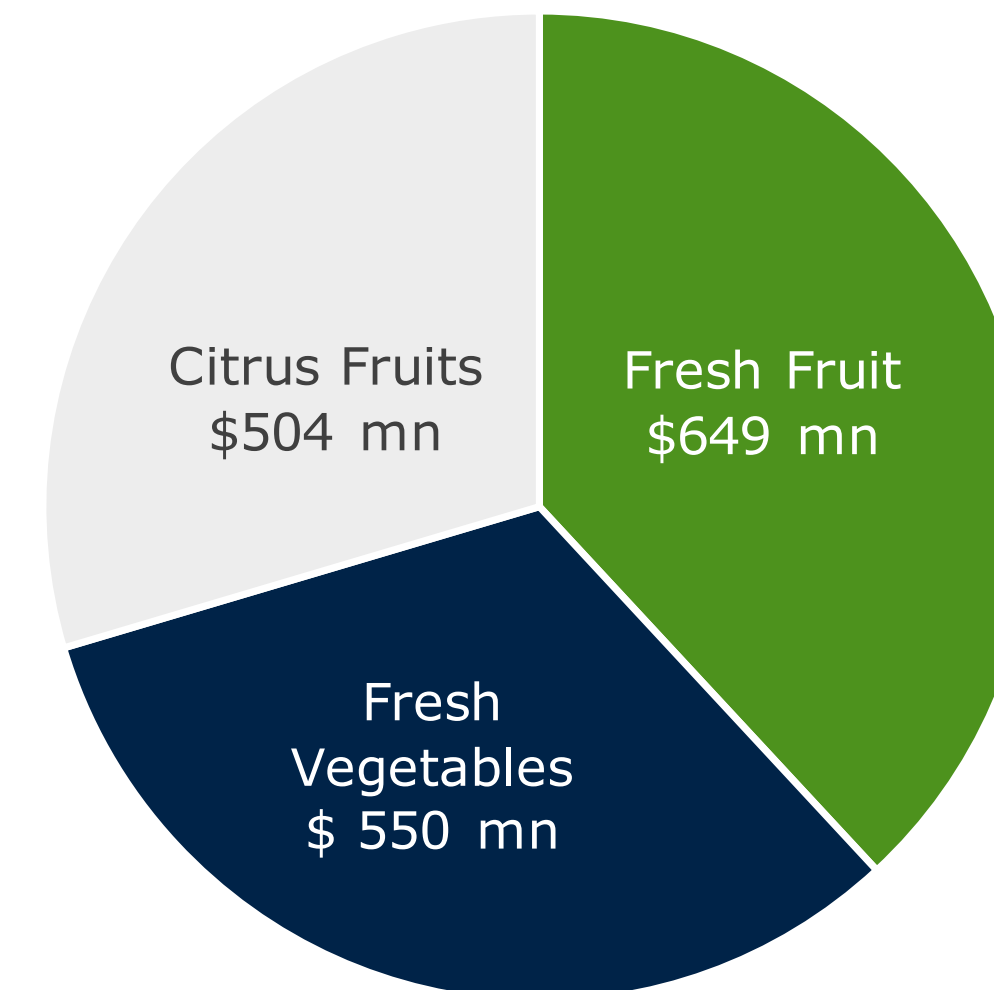
- In 2024-H1, fresh fruit and vegetable exports **contracted by 13%** in volume terms compared to the previous year. In the period, only citrus exports showed growth, a total of **2.2 million tons of fresh fruit and vegetables were exported, generating \$ 1.7 billion in revenues.**
- In the first half of the year, **mandarins, lemons and tomatoes** were the most exported products, accounting for **38% of total export revenues.**
- **45%** of exports were made to **Russia, Iraq and Ukraine, respectively.** Revenue from these countries reached **\$767 million.**

(Source: Mediterranean Exporters' Associations)

Volume Basis:



Turnover Basis:



Konfrut AG Business Units

Agri Sourcing Redefined.

KONFRUT AG

AS&S



Agri Sourcing & Services

Agri Sourcing 

Agri Input Products 

Agri Trading 

KONFRUT AG

IL



Intergrated Logistics

Agri Hauling Logistics 

Transportation 

Warehousing 

KONFRUT AG

E&ISS



Energy and Industrial Supplies & Services

Green Energy 

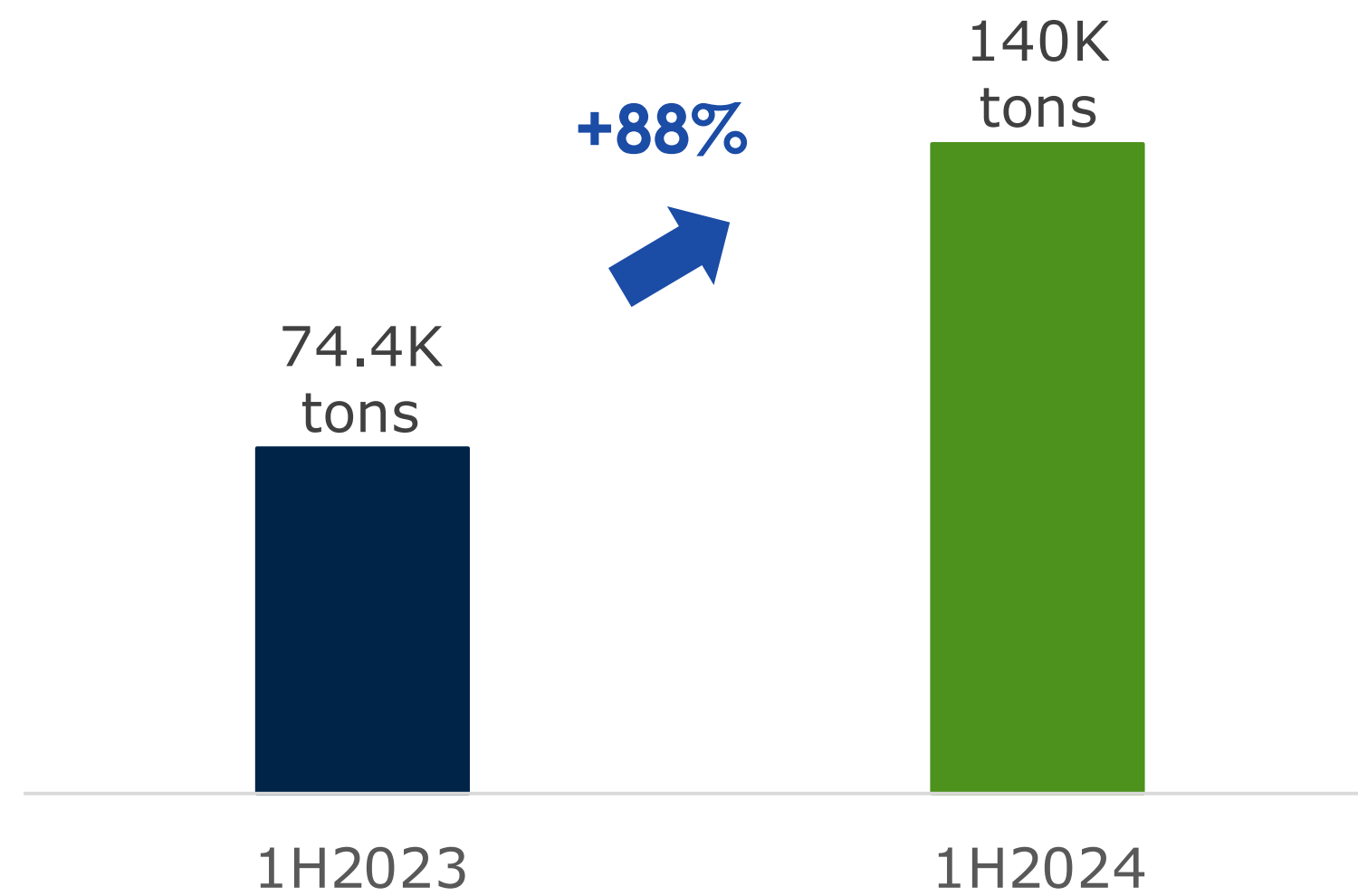
Pomace & Fertilizer 

Packaging 

Operations

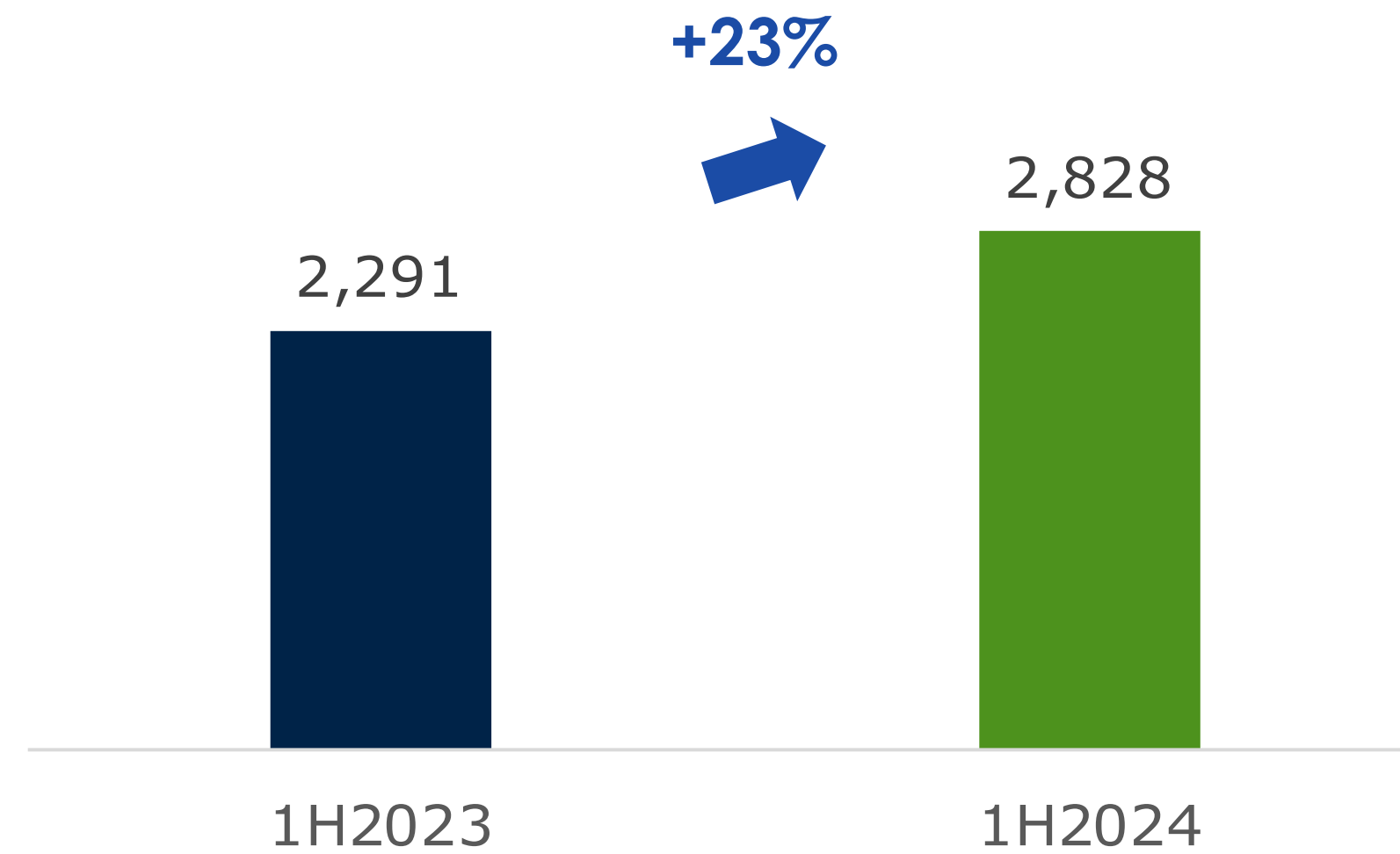
Agri Sourcing Business Unit in 2024-H1

Agri Sourcing Supply



- In 2024-H1, 54% of the agri sourcing products supplied by Konfrut AG were used in the Denizli-Akkent Plant, which continued to operate in the first half of the year (2023-06: 26%).
- Tea Fibre sales in 2024-H1** amounted to **4.6 K tons**.

Fresh Fruit and Vegetables Volume (tons)



35%
fresh fruit & vegetable exports to Germany

13
The number of exporting countries

€ 1.3 mn
Export Revenue

Wunder Fresh



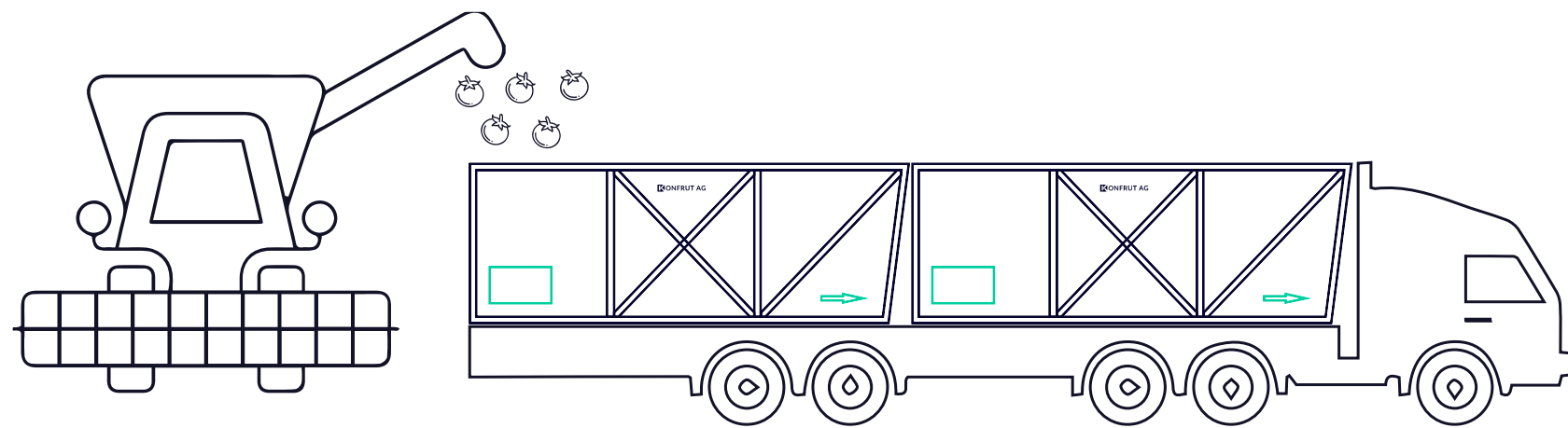
- Wunder Fresh is a registered trademark of Konfrut AG for its fresh fruit and vegetable operations.

Operations

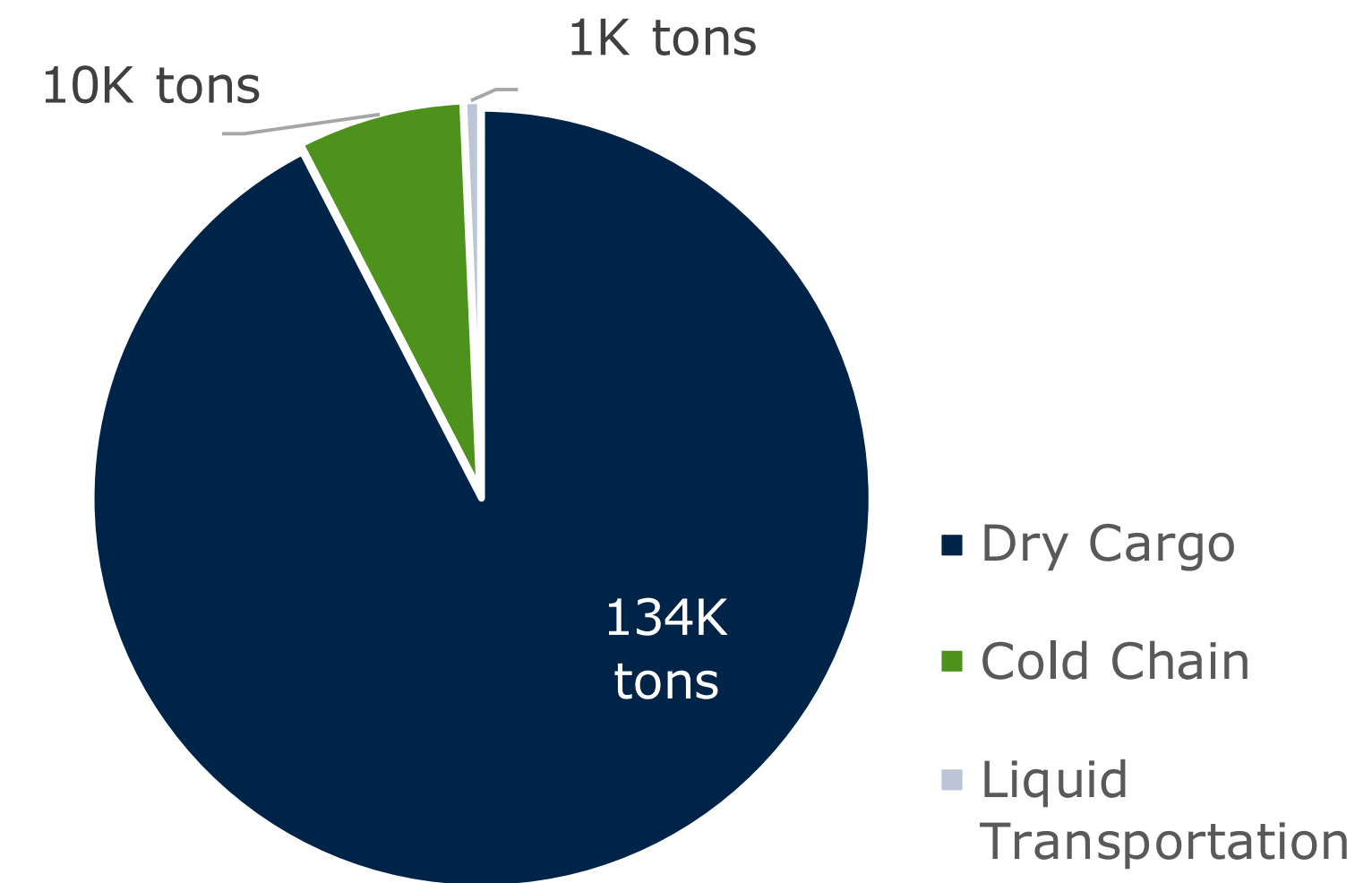
Logistics Business Unit in 2024-H1

Logistics Operations

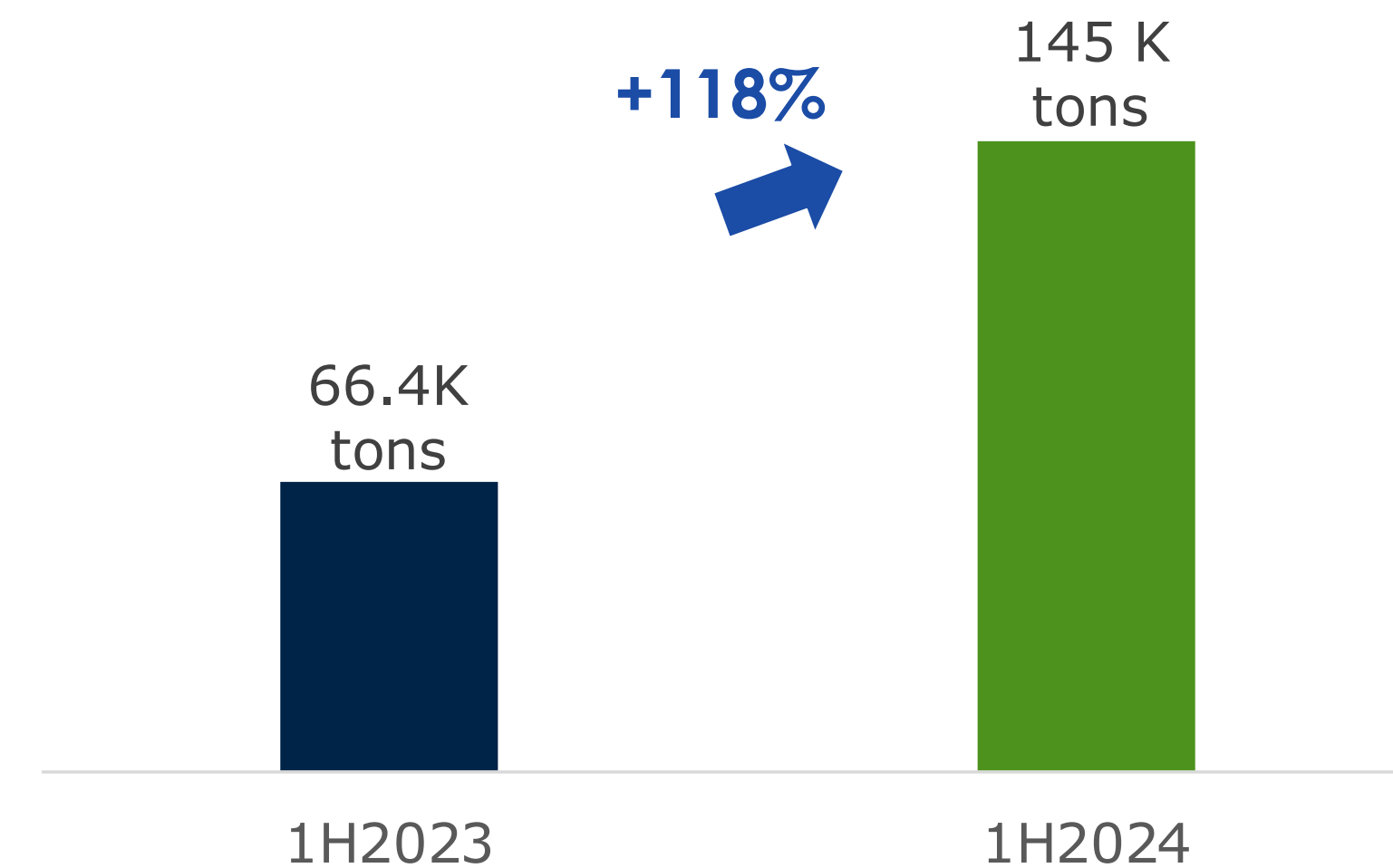
- The transport of agricultural raw materials and industrial products carried out under the **Logistics Business Unit** grew by **118%** in 2024-H1, reaching **145 thousand tons**.
- Fiber pool and refrigerated trailers, which provide cost advantages in product transportation, transported **15 thousand tons** of agri sourcing products in this period.



Distribution of Hauling Service Volume Basis



Agri Sourcing Transportation



Operations

Industry Business Unit in 2024-H1



Digital Agriculture

- Efforts are being made to expand the use of technology in every process of agricultural production. In the first half of the year, digital agricultural devices were used in tomato and jerusalem artichoke crops. During this period, **20 devices** were installed.



Energy and Industrial Products and Services

- In 2024-H1, pallet sales increased by 23% in the first half of the year and reached **65,334** units, YoY.
- The dried fruit pulp trade, which started in september last year, **657** tons of pulp was sold in 2024-H1.



Konfrut Gıda

Fruit and Vegetables Process

- Operations at Denizli-Akkent Plant, the sale of which was completed during the period, continued until 1 August 2024.



T-IRRIGATE
Irrigation
Optimization

T-TRAP
Pheromone
Trap

T-WEATHER
Agro Station

Post-Period Developments

The Transformation Journey from a One-Plant Company to a New Generation Agricultural Supply Chain Company Continues.

The Birth of Konfrut GAP

- Konfrut AG, which plans to continue its leadership in industrial fruit purchasing with fresh fruit and vegetable trade and agri-logistics, signed an agreement on 30 May 2024 to acquire a **50% share** in Raz Gıda ve Tarım Ürünleri A.Ş. ('Raz Gıda').
- The trade name of Raz Gıda became **Konfrut GAP Tarım A.Ş.**

€ 2.5 million Investment in Konfrut GAP

- A pomegranate juice production line investment of € 2.5 million is being made in Konfrut GAP's 20,500 m² cold storage facility located in Şanlıurfa Organised Industrial Zone, which will also increase capacity. It is aimed to start operating in the 2024 pomegranate season.
- The plant will have **50,000 tons of pomegranate processing, 20,000 tons of aseptic filling** and **4,500 tons of pomegranate syrup filling capability**, while its capacity in **cold storage areas will reach 5,000 tons.**

Completion of Factory Sale and Operations Transfer

- The operations in the concentrated fruit and vegetable juice production factory located in Akkent-Denizli, which was sale approved at the Extraordinary General Assembly Meeting of the company dated 12 March 2024 and sold for **TL 433.6** million in cash in accordance with the workplace asset agreement dated 19 April 2024, continued under the trade name Konfrut Gıda Sanayi ve Ticaret A.Ş. until 1 August 2024.





Consolidated Financial Results

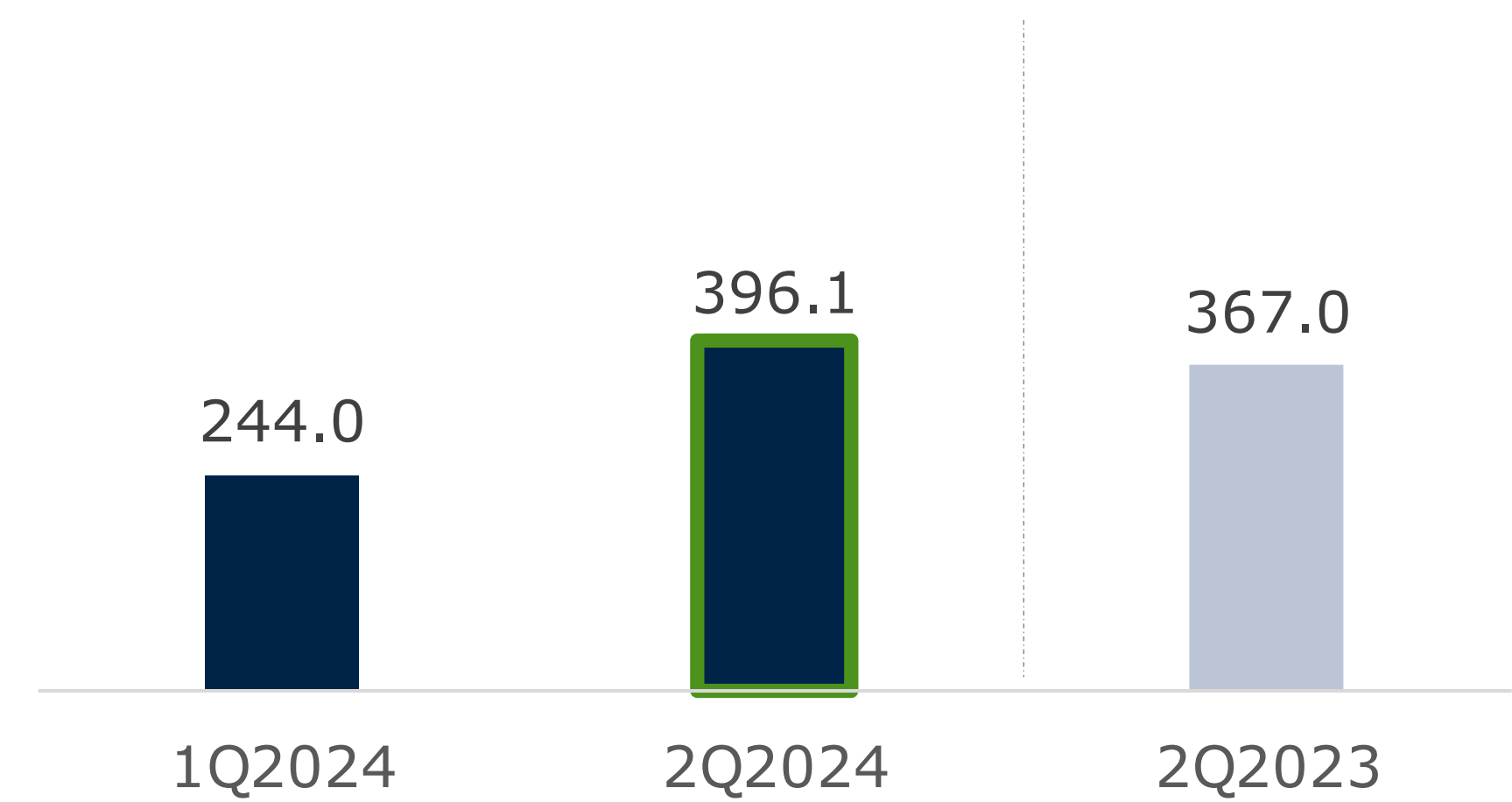
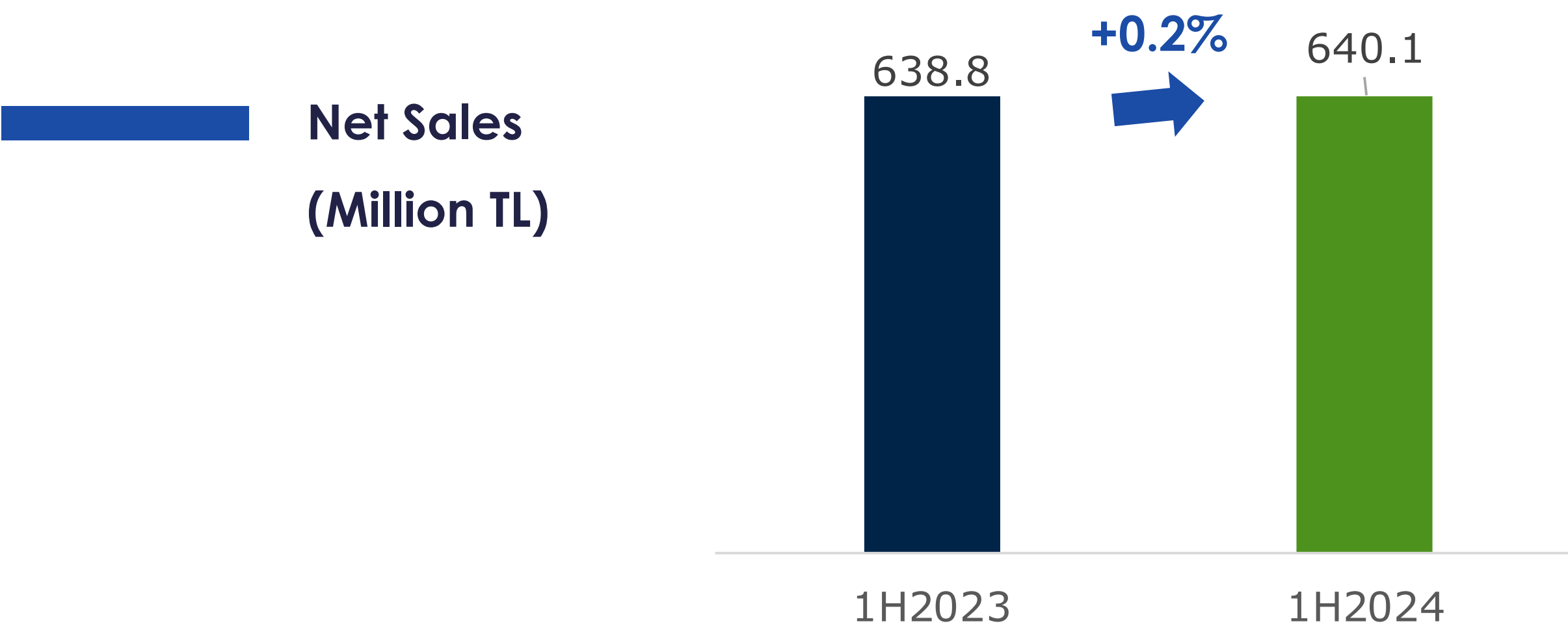
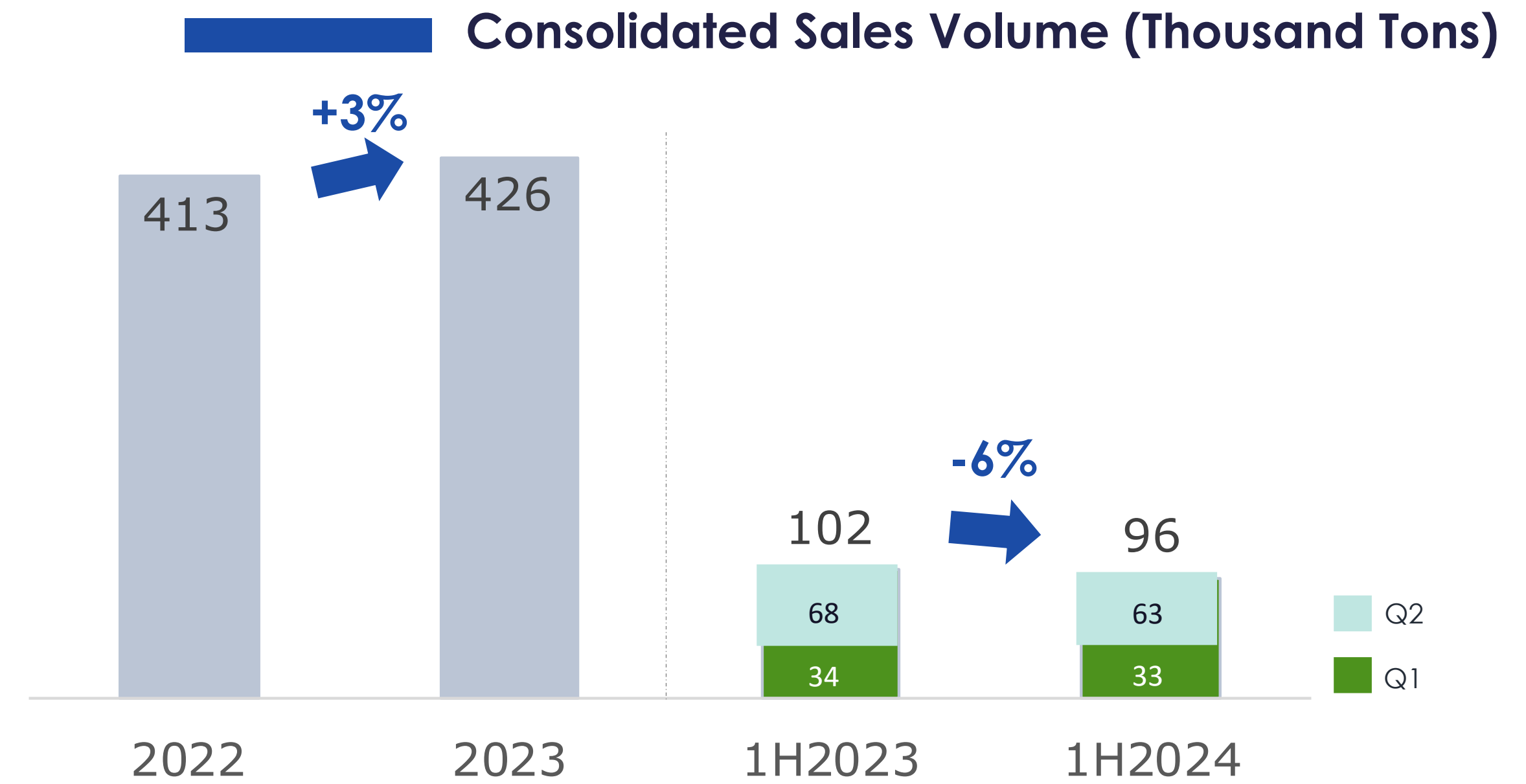
2024-H1

Net Sales Improvement

Steady Growth in Agricultural Operations

- In 2024-1H, sales volume of Konfrut AG grew by **88%** and reached **140K tons**, YoY. In the first half of the year, **54%** of the agrisourcing materials were sold to Akkent-Denizli Factory, resulting in a consolidated sales volume of **96K tons** for Konfrut.

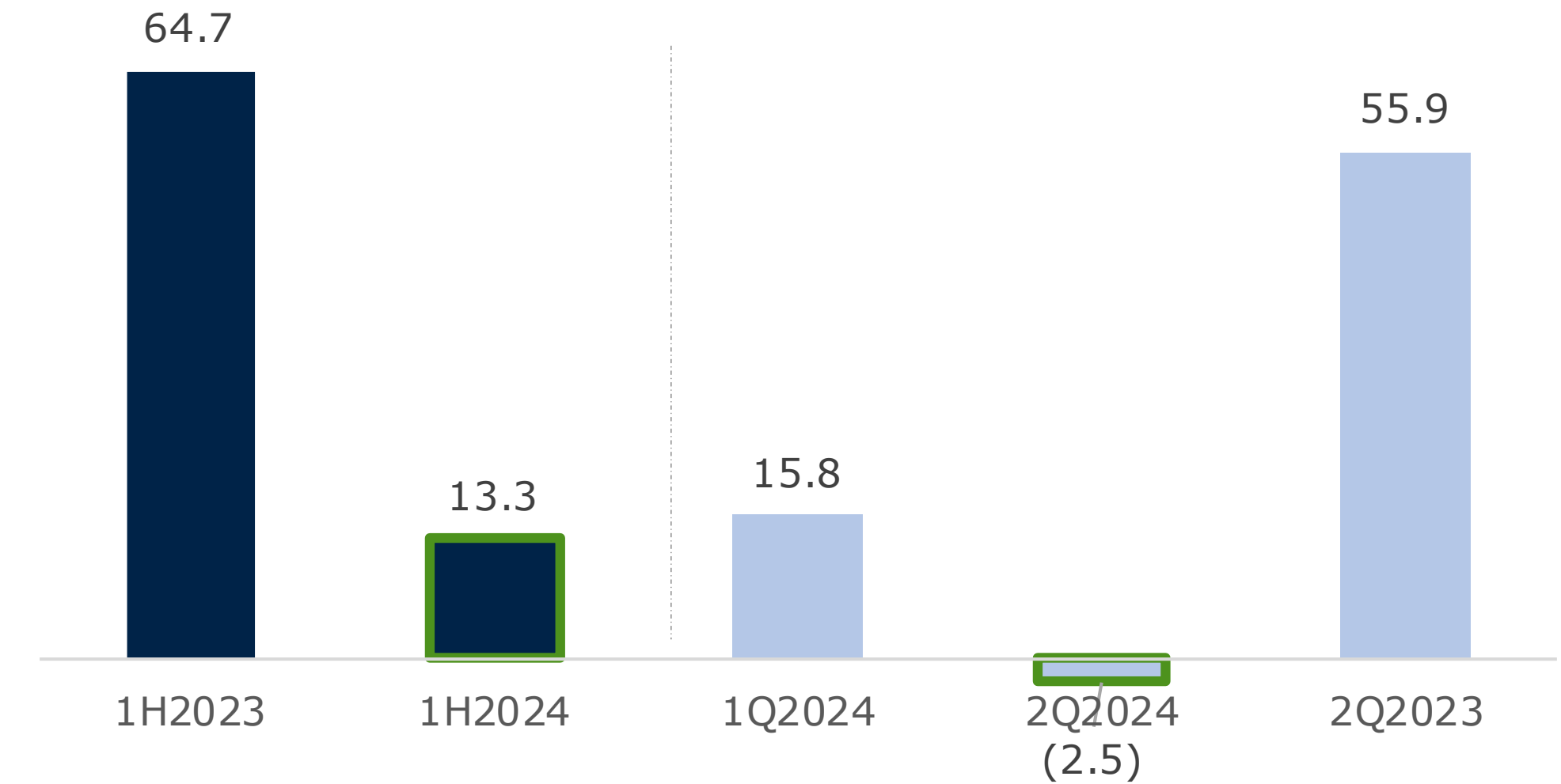
* The transfer of Denizli Fabrika's operations under the trade name Konfrut Gıda A.Ş. took place on 1 August 2024. After this date, Konfrut's sales to Denizli Fabrika will not be subject to consolidation.



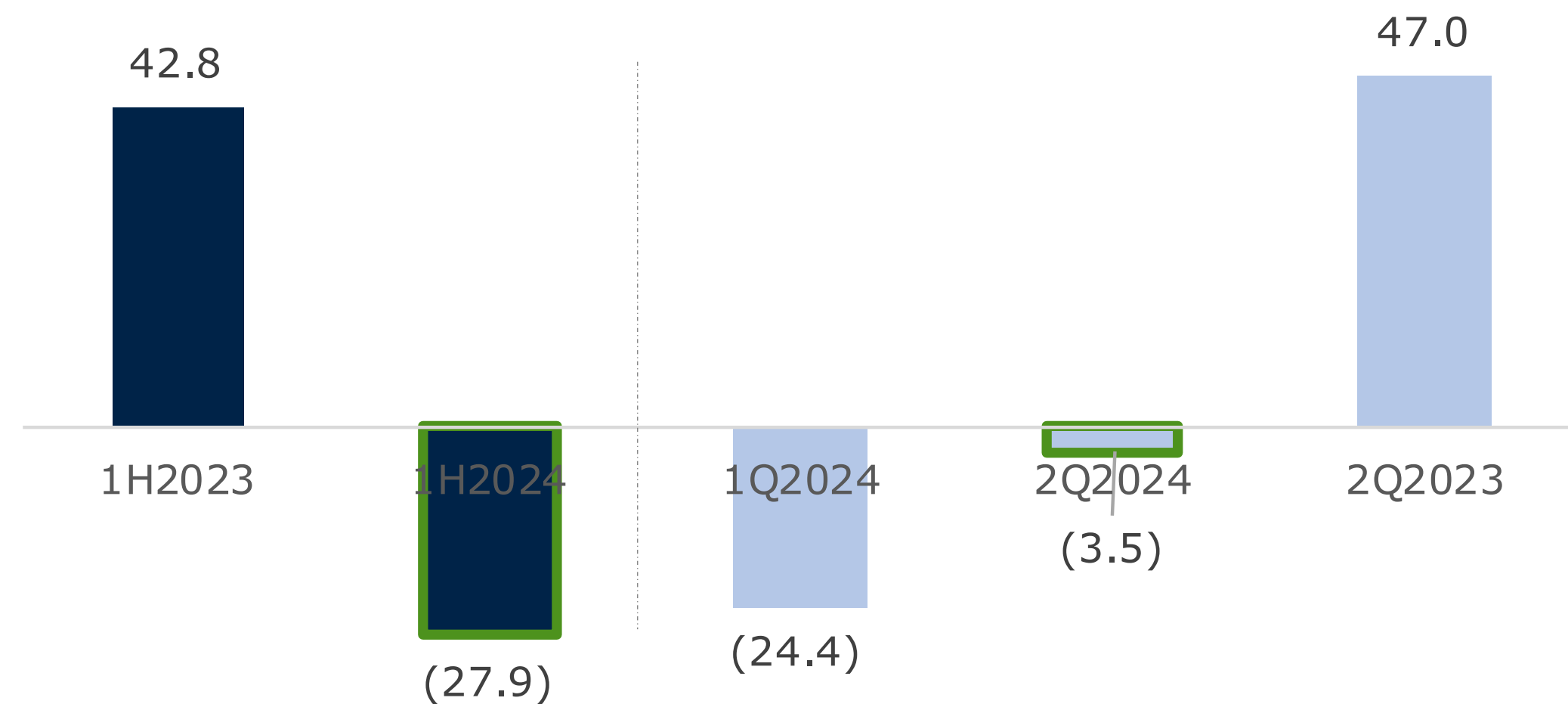
Profitability

- Due to the implementation of inflation accounting in financial reporting, the valuation of products with long inventory periods led to an increase in cost of goods sold. Consequently, a gross profit of TL 13.3 million was recorded on a consolidated basis in the first half of the year.
- With the sale of Akkent-Denizli Factory, operations originating from the Factory were recognised as Net Loss from Discontinued Operations amounting to TL 75.3 million in the income statement prepared in accordance with TAS/IFRS.

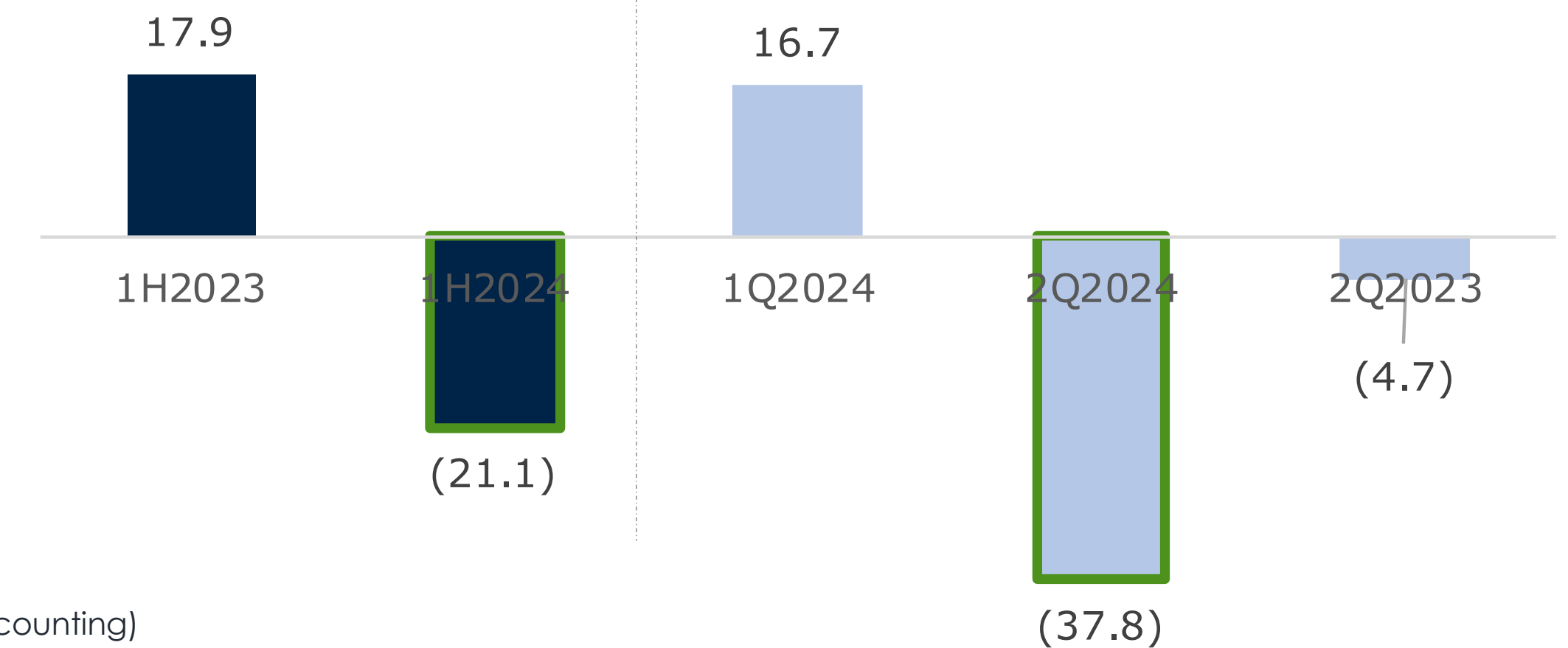
Gross Profit (Million TL)



EBITDA (Million TL)

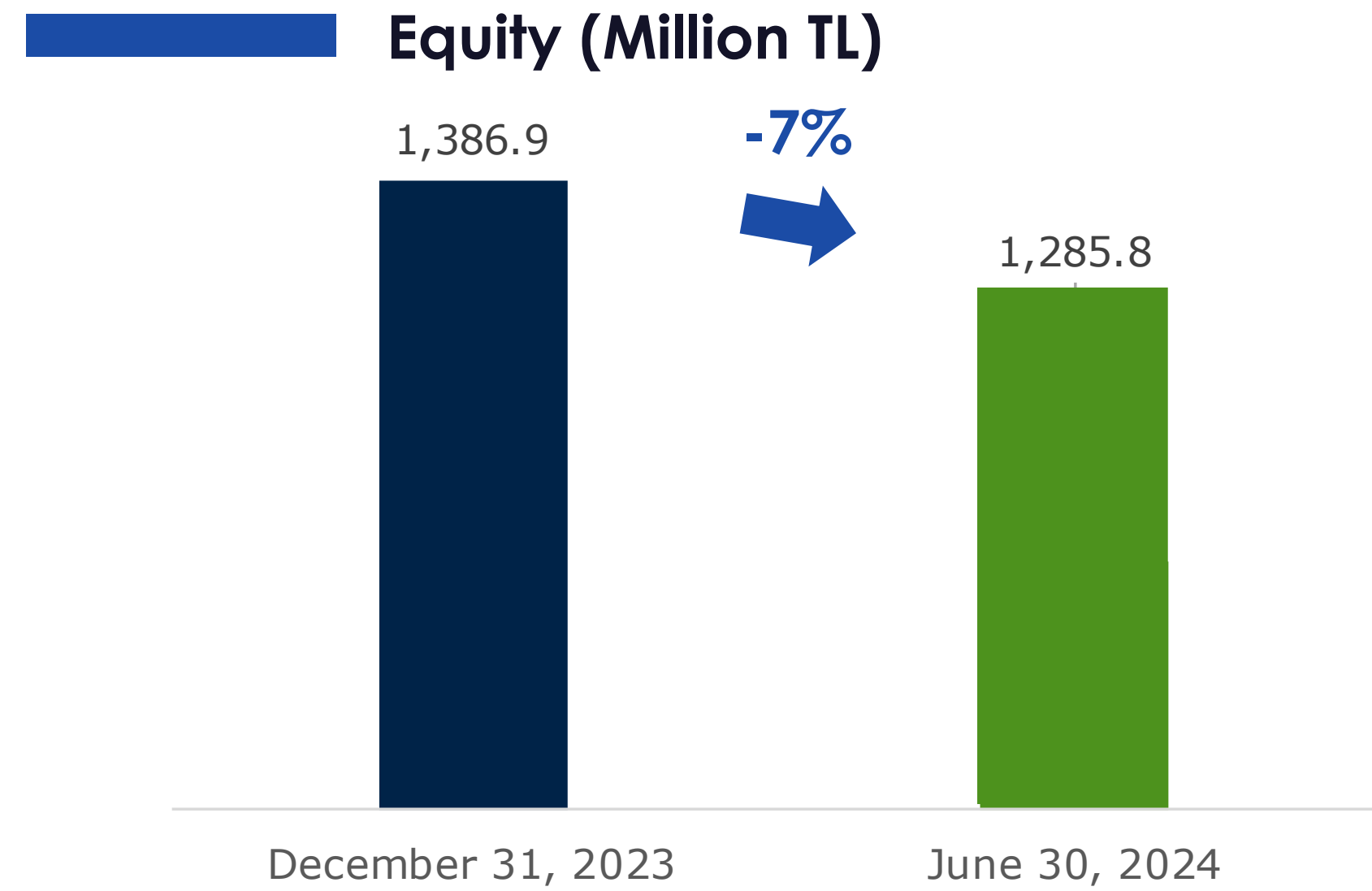


Continuing Operations Profitability (Million TL)

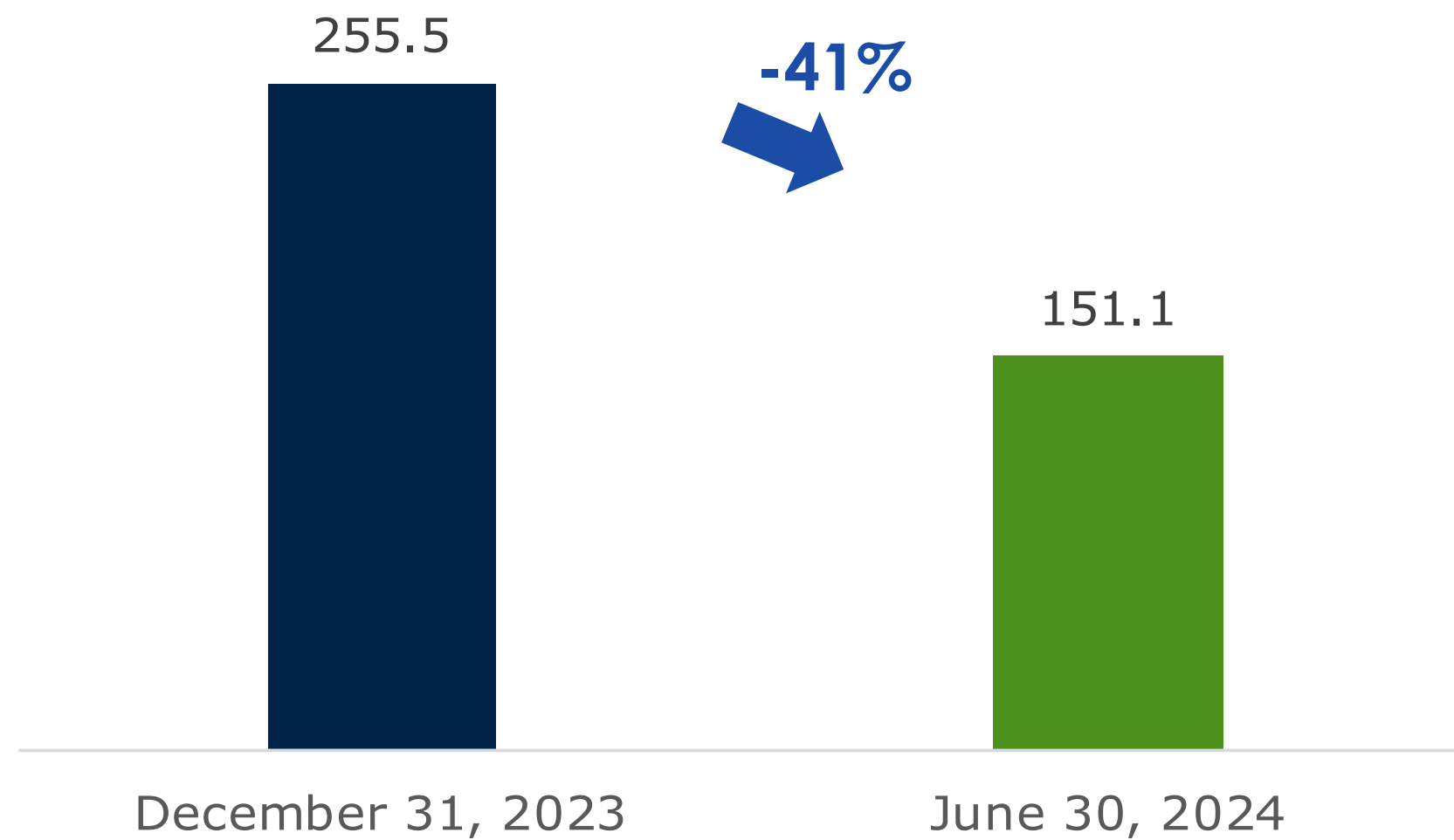


Financial Debt and Equity

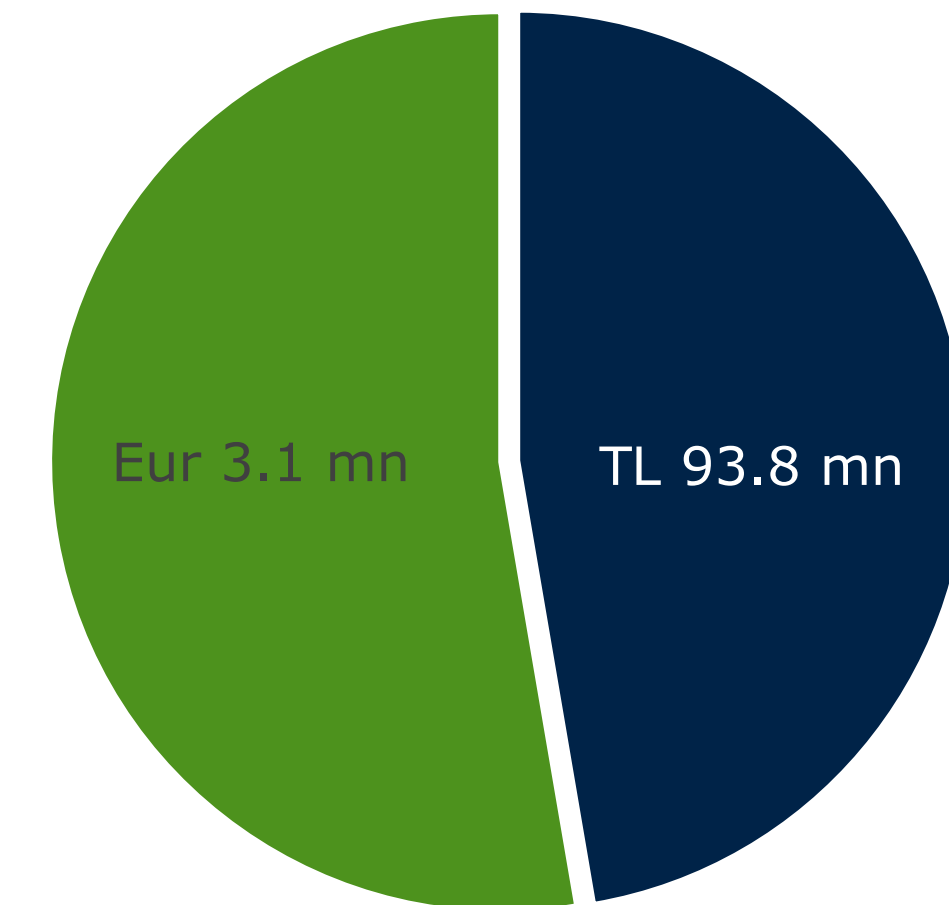
- In the first half of the year, net financial debt **decreased** by **41%** compared to the end of 2023.
- **46%** of financial debt are short-term.



Net Financial Debt (Million TL)



Financial Debt Distribution



- Financial liabilities consist of financial loans and financial leasing liabilities.

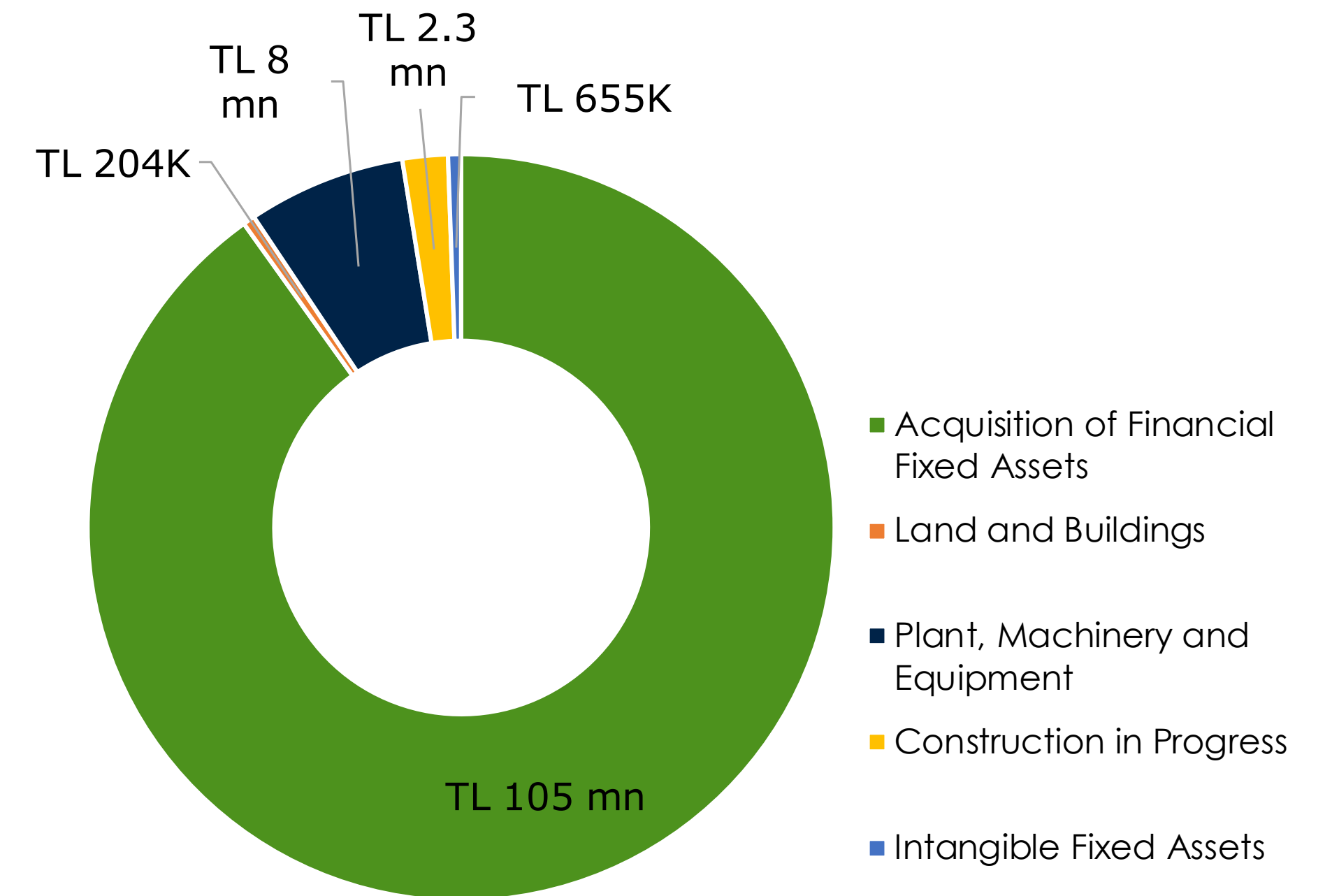
Investments

- In the second quarter of the year, 433.6 million TL obtained from the completion of the Factory sale provided resources for investments to support growth in agriculture.

Acquisition of Financial Fixed Assets

- Through a capital increase with emission premium, 50% of the shares of Raz Gıda ve Tarım Ürünleri A.Ş. (With its new trade name; Konfrut GAP Tarım A.Ş.) were purchased for **TL 105 million** and the partnership started on July 8, 2024.
- Şanlıurfa Facility owned by Raz Gıda was valued by TSKB Gayrimenkul Değerleme A.Ş. on July 5, 2024 at **TL 338,4 million** (excluding VAT).
- Starting from the 9-month financial reporting of 2024, Konfrut GAP will be included in the financial reports of our Company on a full consolidation basis as of July 8, 2024.

Investment Expenditures Distribution



Income Statement - Summary

(Million TL)

	1H2023	1H2024	Change (%)	2Q2023	2Q2024	Change (%)
Net Sales	638.8	640.1	0.2%	367.0	396.1	7.9%
Cost of Sales	(574.1)	(626.8)	9.2%	(311.2)	(398.6)	28.1%
Gross Profit	64.7	13.3	-79.4%	55.9	(2.5)	-104.5%
General Administrative Expenses	(31.3)	(37.3)	19.2%	(14.7)	(15.6)	6.4%
Marketing Expenses	(47.4)	(59.0)	24.6%	(25.2)	(26.9)	6.8%
Operating Profit	(13.9)	(83.0)	495.9%	16.0	(45.0)	-381.2%
EBITDA	42.8	(27.9)	-165.2%	47.0	(3.5)	-107.4%
Other Income/Expenses (Net)	16.5	17.7	7.4%	2.5	1.5	-38.0%
Financial Income/Expenses (Net)	(13.9)	(1.3)	-90.6%	(8.7)	(1.0)	-88.4%
Net Monetary Position Gain/Loss	37.8	50.8	34.5%	(13.9)	8.0	-157.4%
Profit Before Tax	26.4	(15.8)	-159.9%	(4.2)	(36.5)	779.4%
Tax	(8.5)	(5.3)	-38.2%	(0.6)	(1.3)	131.6%
Continuing Operations Net Profit/Loss for the Period	17.9	(21.1)	-217.9%	(4.7)	(37.8)	700.1%
Discontinued Operations Net Profit/Loss for the Period	(78.9)	(75.3)	-4.6%	(62.6)	(8.7)	-86.1%
Net Profit/Loss for the Period	(61.0)	(96.4)	58.0%	(67.3)	(46.6)	-30.9%

- In the consolidated income statement included in the first six months of 2024 financial report prepared in accordance with Turkish Accounting Standards/Turkish Financial Reporting Standards (TAS/TFRS), the operations carried out in Akkent-Denizli Factory, which has been sold, have been netted off in the 'Discontinued Operations' item.

Balance Sheet - Summary

(Million TL)

	December 31, 2023	June 30, 2024
Current Liabilities	2,486.3	2,794.8
Cash and Cash Equivalents	41.2	53.5
Trade Receivables	538.0	1,058.5
Inventories	1,255.3	1,023.0
Non-Current Assets	807.2	242.0
Total Assets	3,293.5	3,036.8
Current Liabilities	1,754.0	1,595.2
Short Term Financial Debt	166.9	93.8
Trade Payables	911.0	511.0
Long Term Liabilities	152.5	155.8
Long Term Financial Debt	129.8	110.8
Equity	1,386.9	1,285.8
Total Equity	3,293.5	3,036.8

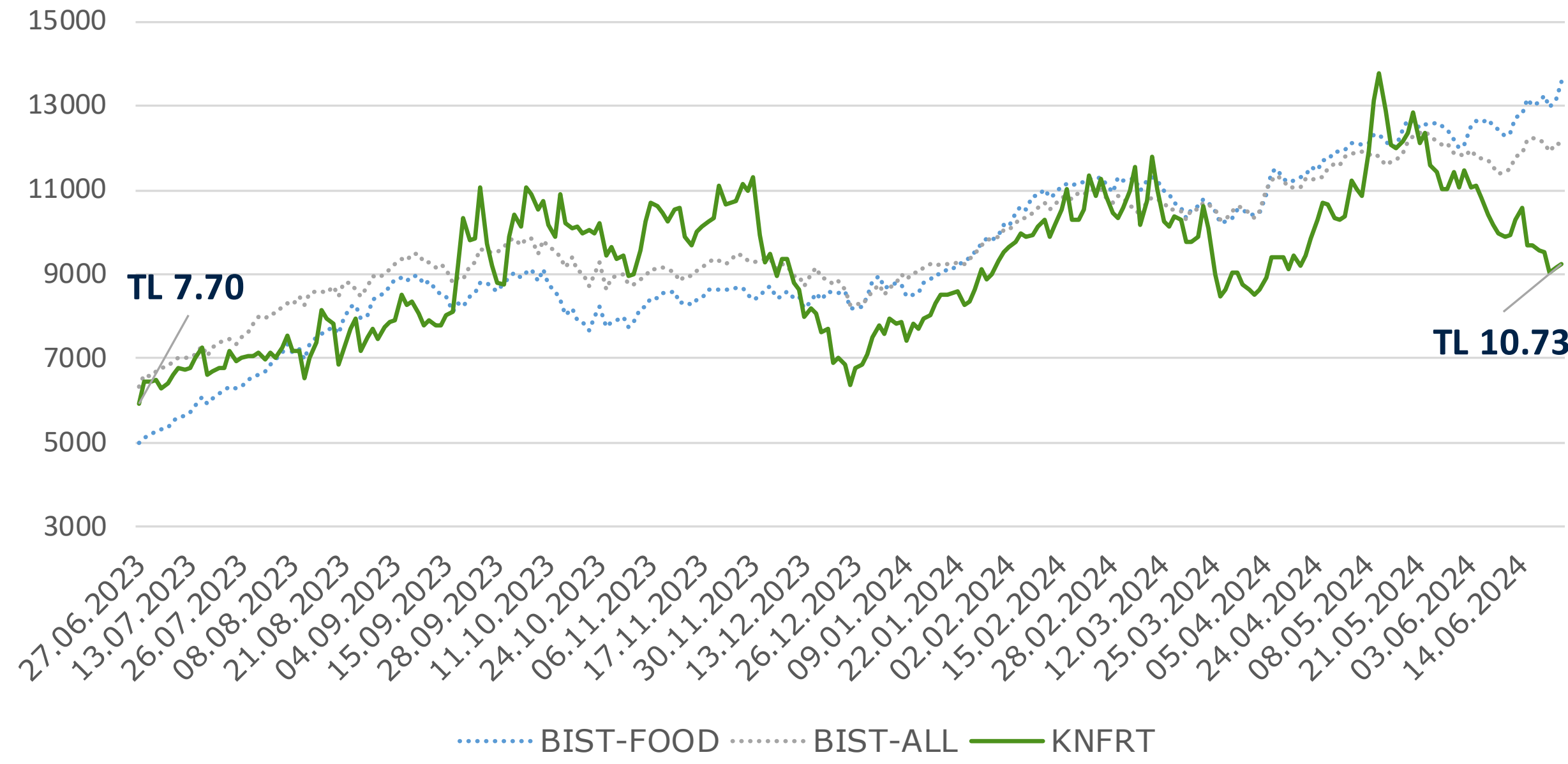
Financial Ratios

	1H2023	1H2024
Gross Profit Margin	10.1%	2.1%

	December 31, 2023	June 30, 2024
Current Ratio	1.4	1.80
Acid-Test Ratio	0.7	1.1
Short-Term Financial Debt/ Total Financial Debt	0.6	0.5
Net Financial Debt/Equity	0.2	0.1

Stock Performance

Konfrut Stock Price Developments



Public Offering Date	10.06.1996
Issued Capital	TL 264,000,000
Ticker Symbol	KNFRT
Free Float Rate	22.38%
Stock Price TL (June, 2023 - June, 2024)	7.70 - 10.73
Market Value	TL 2,832,720,000
Change in Market Value form the Beginning of the Year (TL)	+17%
Market in Borsa Istanbul	Main Market
BIST Market where Company's Capital Market Instruments are Traded	BIST-INDUSTRIALS BIST-DENİZLİ BIST-PARTICIPATION BIST-FOOD & BEVERAGE

- The graph and table calculated the end of closing share prices.
- BIST-ALL and BIST-FOOD Indices are shown in comparison.

Legal Disclaimer

Information about Konfrut Gıda Sanayi ve Ticaret A.Ş. (Konfrut Gıda) and its subsidiaries Konfrut AG Tarım A.Ş. (Konfrut AG) and Konfrut GAP Tarım A.Ş. (Konfrut GAP), the financial statements' analysis and current views on possible future events are included in this presentation. Although, it is considered that the information and analyzes included in the presentation are correct and the data regarding the predictions are reasonable, these can be affected by various variables and changes in underlying assumptions that could cause actual results to differ materially.

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INVESTOR RELATIONS DEPARTMENT

Cemre Ekici Bayram – Investor Relations Manager

Phone: +90 216 545 68 68

E-mail: yatirimci@konfrutag.com.tr

Investor Relations Website

