



Investor Presentation

2025-H1 Financial Results

Konfrut

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2025-H1 Highlights



Konfrut Tarım A.Ş. and a New Era in Agriculture

As part of Konfrut’s transformation journey towards its vision of “Next Generation Industrial Agriculture”, an important milestone was completed with the merger of Konfrut AG and Konfrut Tarım under a single entity as of July 3, 2025.








Net Sales & Profitability

- In 2025 H1, Konfrut procured 92 thousand tons of agricultural raw materials, generating TRY 1.3 billion in consolidated net sales. The gross profit margin for the first half was 7.2% (2024 H1: 2.1%).
- Following the completion of the merger, the income statement shows discontinued operations netted under the line “profit/loss from continuing operations.”

Investments

- Total consolidated investments reached TRY 74 million, the majority of which came from investments in the Konfrut GAP Şanlıurfa facility.

2025-H1 Financial Overview

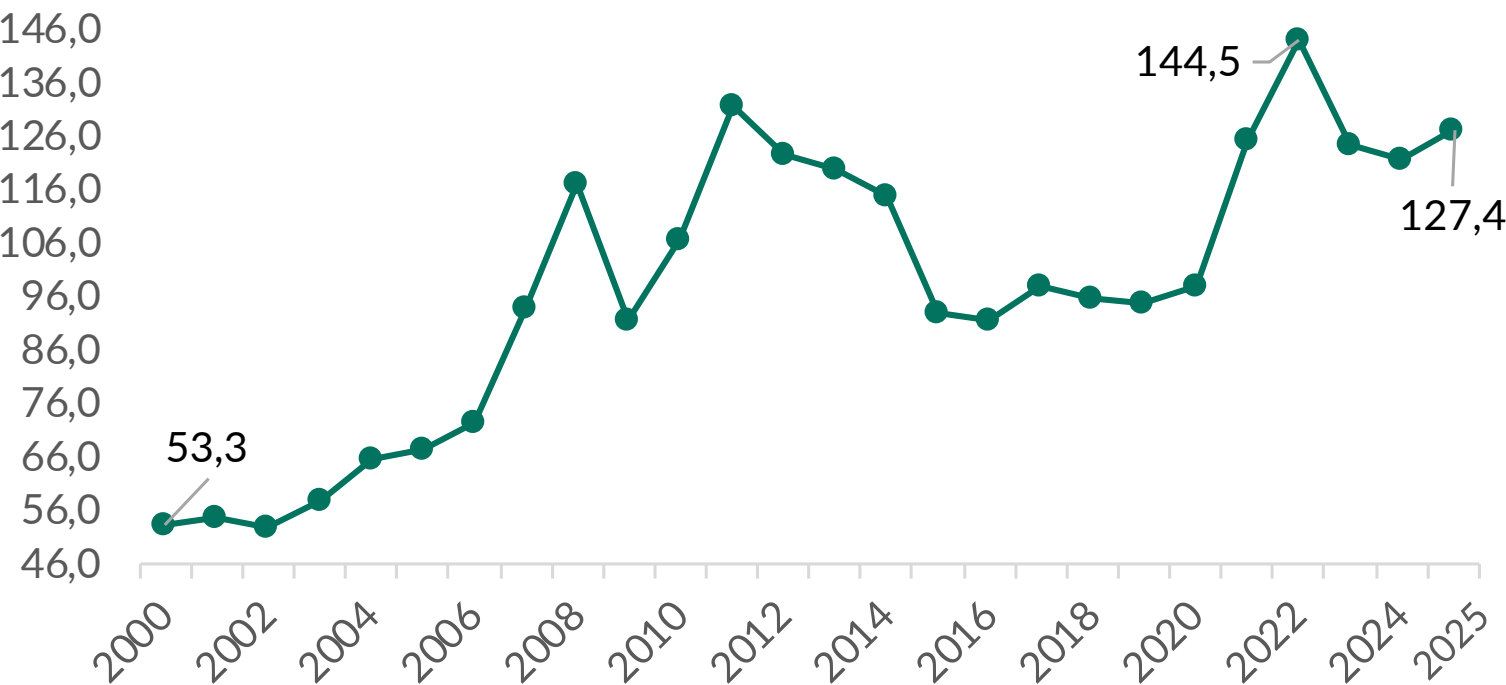
 1.3 billion ₺ Net Sales	 92 thousand tons Sales Volume
 95 million ₺ Gross Profit	 74 million ₺ Investment Expenditures
 2.2 billion ₺ Total Assets	 1.3 billion ₺ Equity
 264 million ₺ Paid-in Capital	

(Including IAS 29 Inflation Accounting)

Market Dynamics

Global Food Prices

World Food Price Index (Annually)



World

- According to the United Nations Food and Agriculture Organization (FAO), the global food price index reached 127.4 points in June 2025, driven by rising prices in meat, dairy, and oils.

(Source: FAO)

Domestically

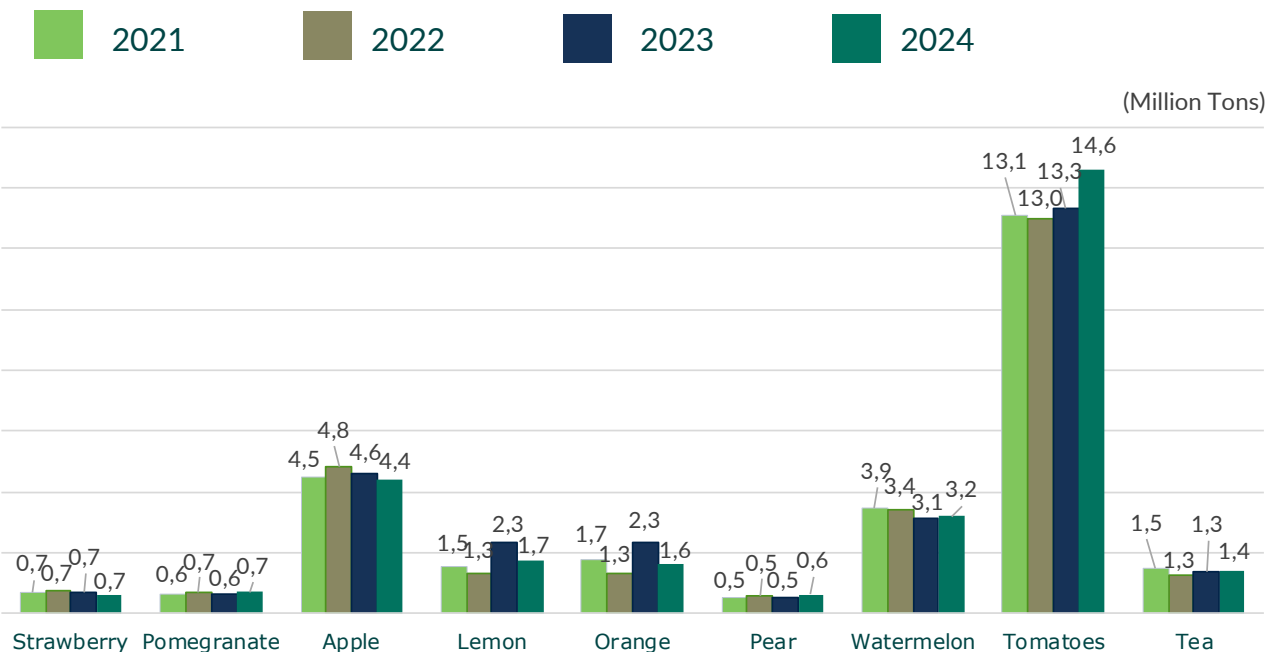
- In Turkey, during Q2 2025:
Food inflation slowed down,
Fresh fruit & vegetable prices increased,
Other food categories saw reduced price hikes.
- Climate conditions with higher-than-normal temperatures and lower rainfall continue to exert pressure on agricultural production due to drought risk. (Source: CBRT – Inflation Report 2025-III)

Market Dynamics

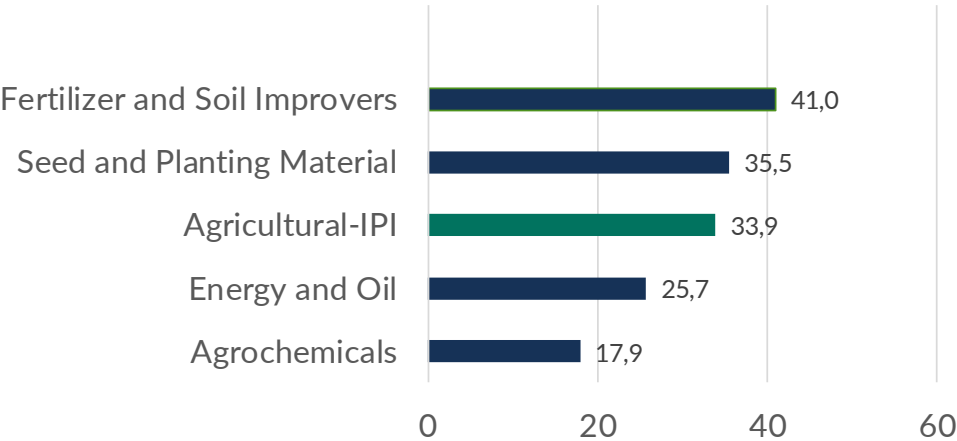
Domestic Production and Cost

Production Data

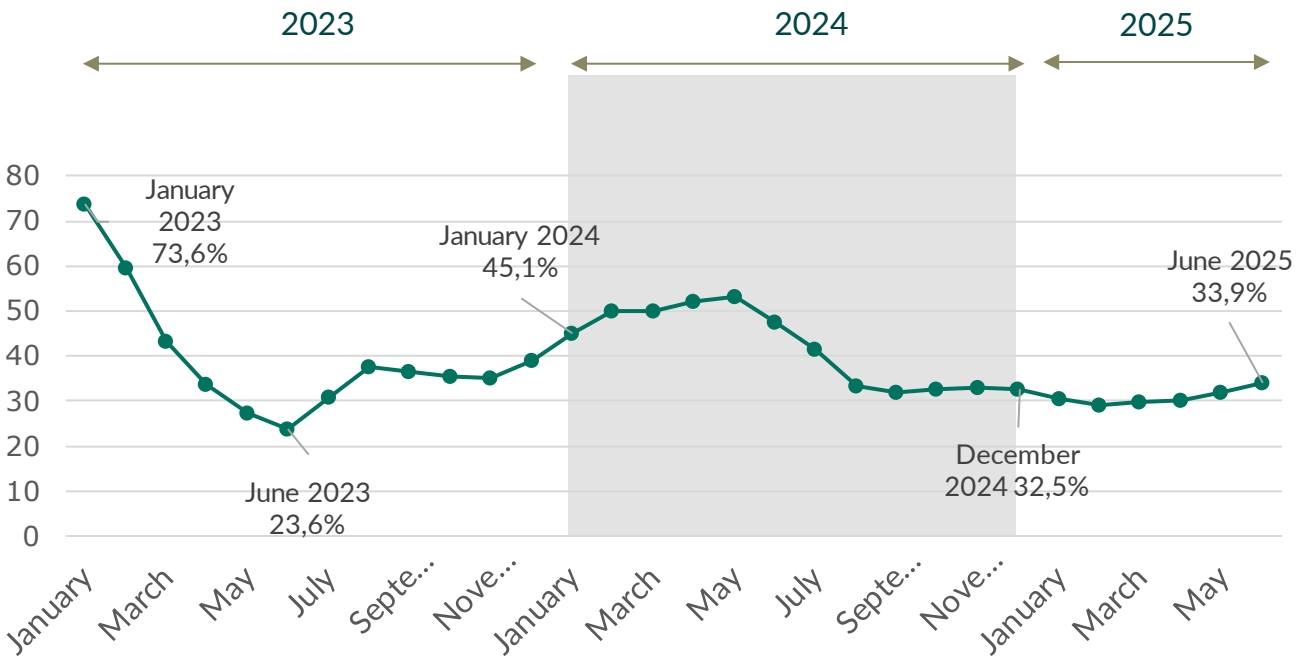
With Selected Fruit and Vegetable Product Groups



Agricultural Input Price Index By Sub-groups, June 2025



Agricultural Input Price Index Annual Rate of Change (%), June 2025



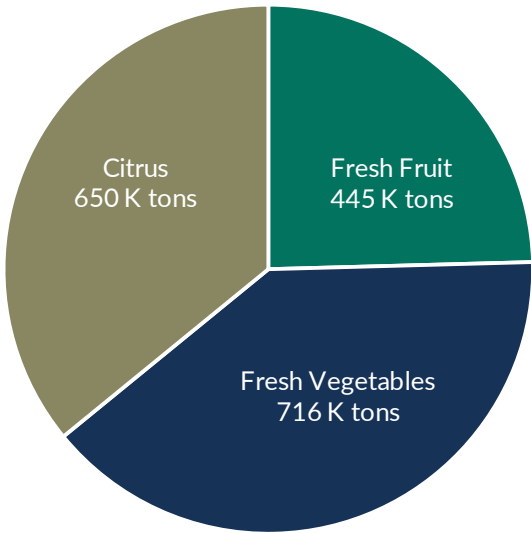
Market Dynamics

Fresh Fruit and Vegetable Export

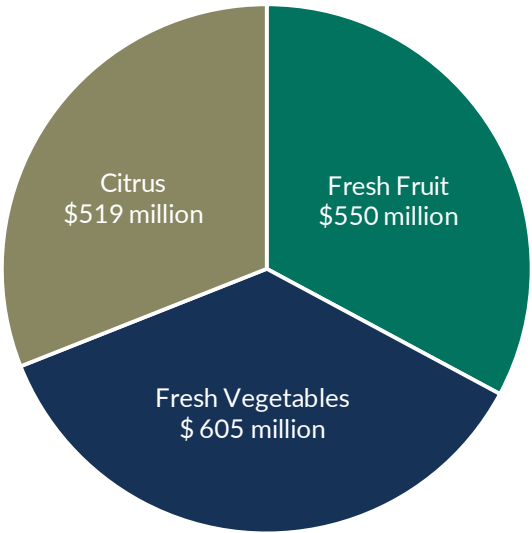
Turkey's Fresh Fruit and Vegetable Exports in 2025-H1

- Turkey's fresh produce exports, consisting of fresh fruit, vegetables and citrus fruits, decreased by 19% in volume terms in the first half of 2025, YoY, reaching **1.8 million tons** and generating **\$1.7 billion** in revenue.
- **Mandarin oranges, tomatoes and lemons** were the most exported products in the first half of the year.
- Russia was the country with the largest share of fresh fruit and vegetable exports at 28%, as it was in the previous year. (Source: Mediterranean Exporters' Associations)

Volume Basis:



Turnover Basis:



Main Business Units

In 2025-H1:



Konfrut in the Near Future

With the aim of becoming the leading exporter of fresh agri products, Konfrut will continue to expand agricultural production and lead the sector through digital transformation initiatives.



Agri Fresh



10.080 tons
Sales Volume

256%
Growth



Agri Sourcing



63 K tons
Sales Volume



Agri Logistics



132 K tons
Volume of Product
Transported

240+

Equipment Fleet
Doubled by
Vehicle*

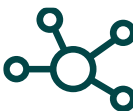
* Including tractor, trailer, fiber pool,
forklift, trailer, tow truck.



Agri Industrial



129.149 numbered
Pallet Sales



10 K tons
Sales Volume of By-Products
such as Pulp and Fertilizer



Sales of Tea Pellet

A close-up, slightly blurred photograph of a tea plantation. The image shows rows of tea bushes with vibrant green, serrated leaves. The lighting is soft, creating a natural and fresh atmosphere. The background is out of focus, emphasizing the texture and color of the tea leaves in the foreground.

In 2025-H1

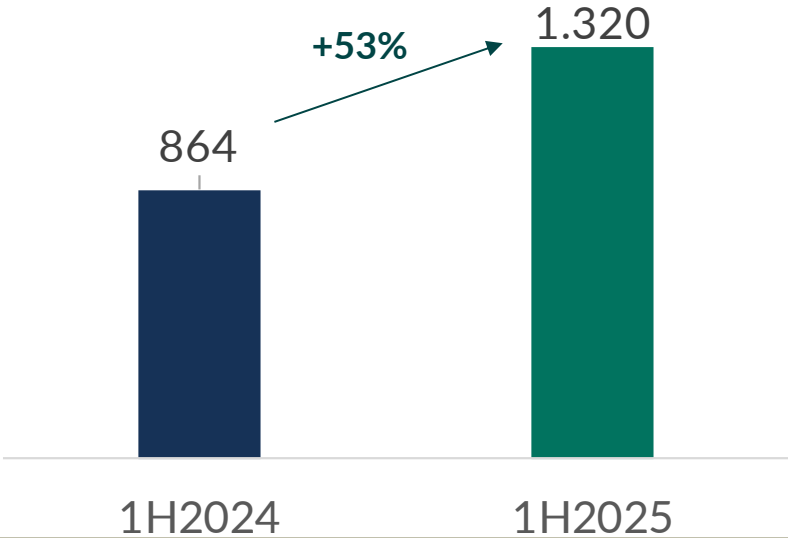
Consolidated Financial Results

Konfrut

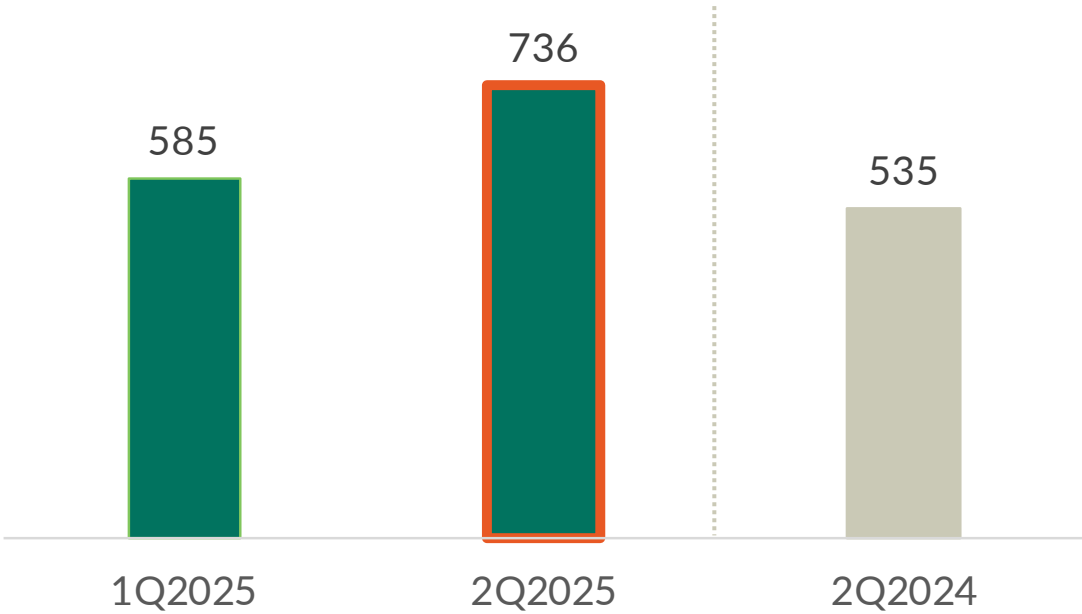
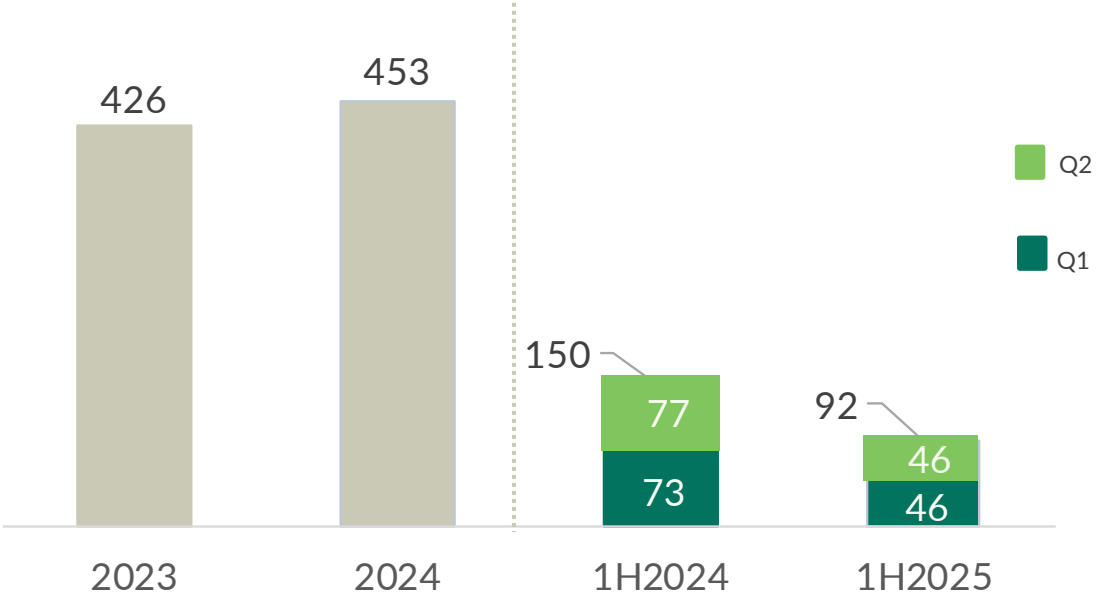
Net Sales

- In the first half of 2025, sales volume was 92,000 tons. Net sales grew 53% YoY reaching TRY 1.32 billion.
- Agricultural raw material sales to the Denizli-Akkent Factory have been included in the calculation of the consolidated sales volume for the first six months of 2024, while sales from the Factory in the current period have not been included in the calculation.

Net Sales
(Million TL)

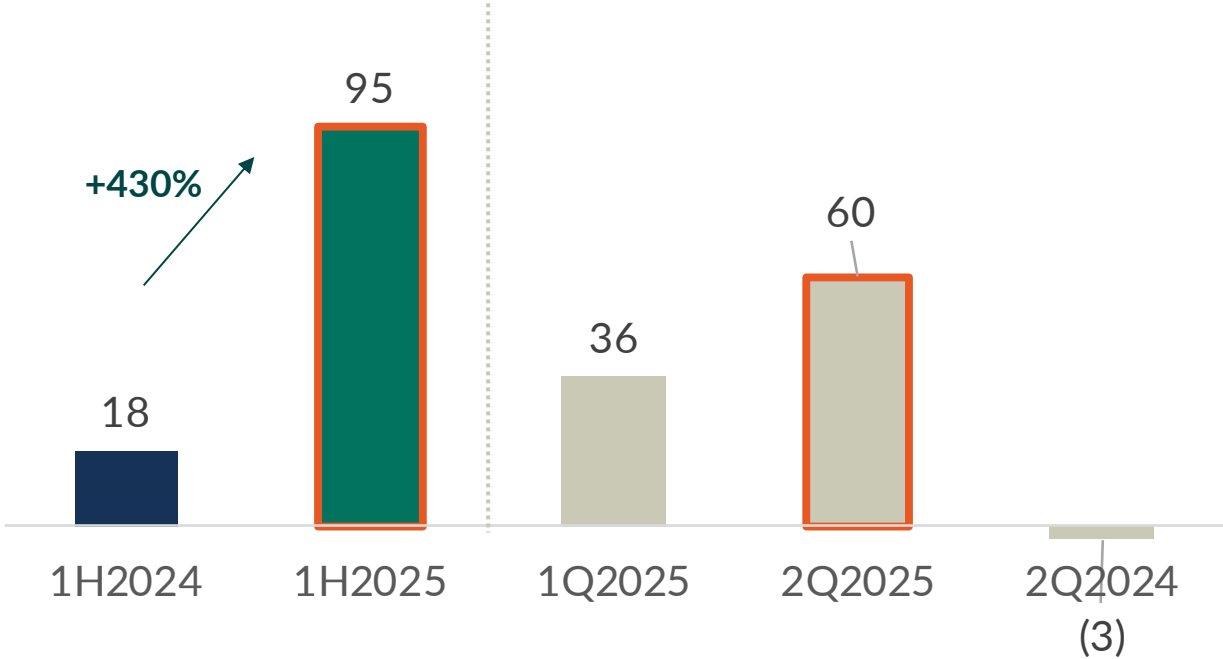


Sales Volume (Thousand Tons)



Profitability

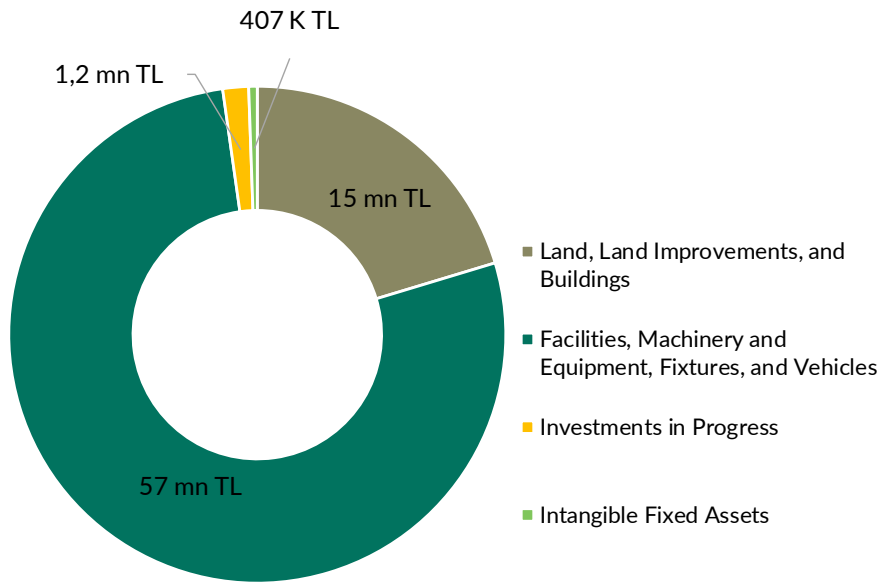
Gross Profit and Gross Margin (Million TL)



- Gross profit increased by 430% compared to the same period last year, reaching 95 million TL in the first half of the year.
- Due to the negative impact of the valuation of balance sheet items on the income statement as a result of inflation accounting standards, the Company ended the first half of 2025 with a net loss of TL 284 million.

Investments

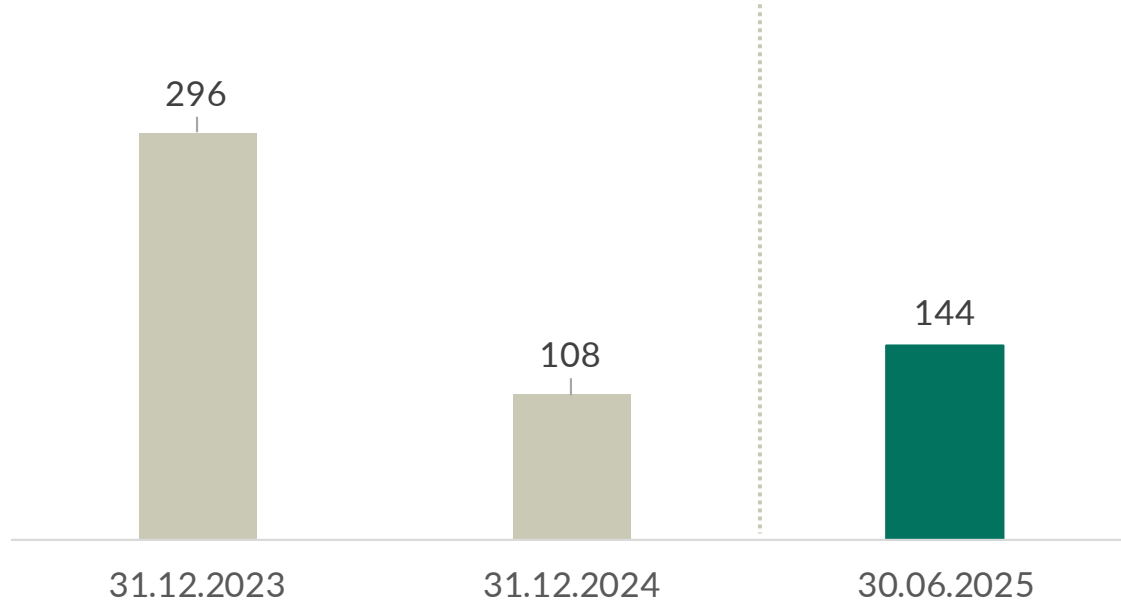
Distribution of Investments



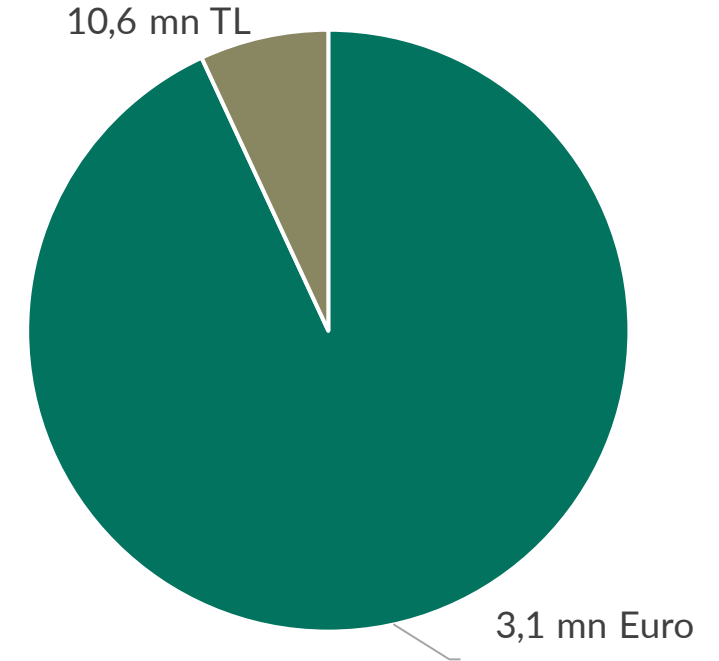
- In the first six months of 2025, Konfrut's consolidated total investments amounted to 73.9 million TL, with Konfrut GAP's Şanlıurfa Facility investments constituting a major portion of this figure.
- During this period, fixed asset investments worth 8 million TL were made for the Agricultural Logistics business unit's operations, while investments in digital software and applications also continued.

Borçluluk

Net Finansal Borçluluk (Milyon TL)



Finansal Borçlar Dağılımı



- Finansal borçların %2'si kısa vadeli.
- Finansal borçlar finansal krediler ve finansal kiralama yükümlülüklerinden oluşmakta olup dairesel grafik para birimi cinsinden dağılımı göstermektedir.

Summary Income Statement

(Including IAS 29 Inflation Accounting)

(Million TL)

	2025-H1	2024-H1	Change (%)	2Ç2025	2Ç2024	Change (%)
Net Sales	1.320,2	864,5	52,7%	735,6	534,9	37,5%
Cost of Sales	(1.224,7)	(846,5)	44,7%	(675,9)	(538,3)	25,6%
Gross Profit	95,5	18,0	430,2%	59,7	(3,4)	-1875,3%
General Administrative Expenses	(76,0)	(50,4)	50,9%	(34,1)	(21,1)	61,8%
Marketing Expenses	(129,5)	(79,7)	62,4%	(80,9)	(36,3)	122,8%
Operating Profit	(109,9)	(112,1)	-1,9%	(55,3)	(60,8)	-9,0%
EBITDA	(50,5)	(37,7)	33,9%	(23,4)	(5,1)	359,5%
Other Income/Expenses (Net)	(6,1)	23,9	-125,7%	(38,9)	2,1	-1987,9%
Financial Income/Expenses (Net)	(15,2)	(1,8)	767,9%	(6,8)	(1,4)	397,5%
Net Monetary Position Gain/Loss	(110,5)	68,6	-261,1%	(20,9)	10,8	-294,1%
Profit Before Tax	(241,8)	(21,4)	1031,1%	(121,9)	(49,3)	147,3%
Tax	(41,8)	(7,1)	487,8%	4,7	(1,8)	-358,7%
Continuing Operations Net Profit/Loss for the Per	(283,6)	(28,5)	895,4%	(117,2)	(51,1)	129,3%
Discontinued Operations Net Profit/Loss for the	0,0	(101,7)	NA	0,0	(11,8)	NA
Net Profit/Loss for the Period	(283,6)	(130,2)	117,8%	(117,2)	(62,9)	86,4%

✓ The operational results of the Akkent Denizli factory, which operated between 1 January and 31 July 2024, have been presented in the consolidated income statement under the heading ‘Net Period Profit/Loss from Discontinued Operations’ for the previous period, in accordance with TFRS 5 ‘Non-current Assets Held for Sale and Discontinued Operations’.

Summary Balance Sheet

(Including IAS 29 Inflation Accounting)

(Million TL)

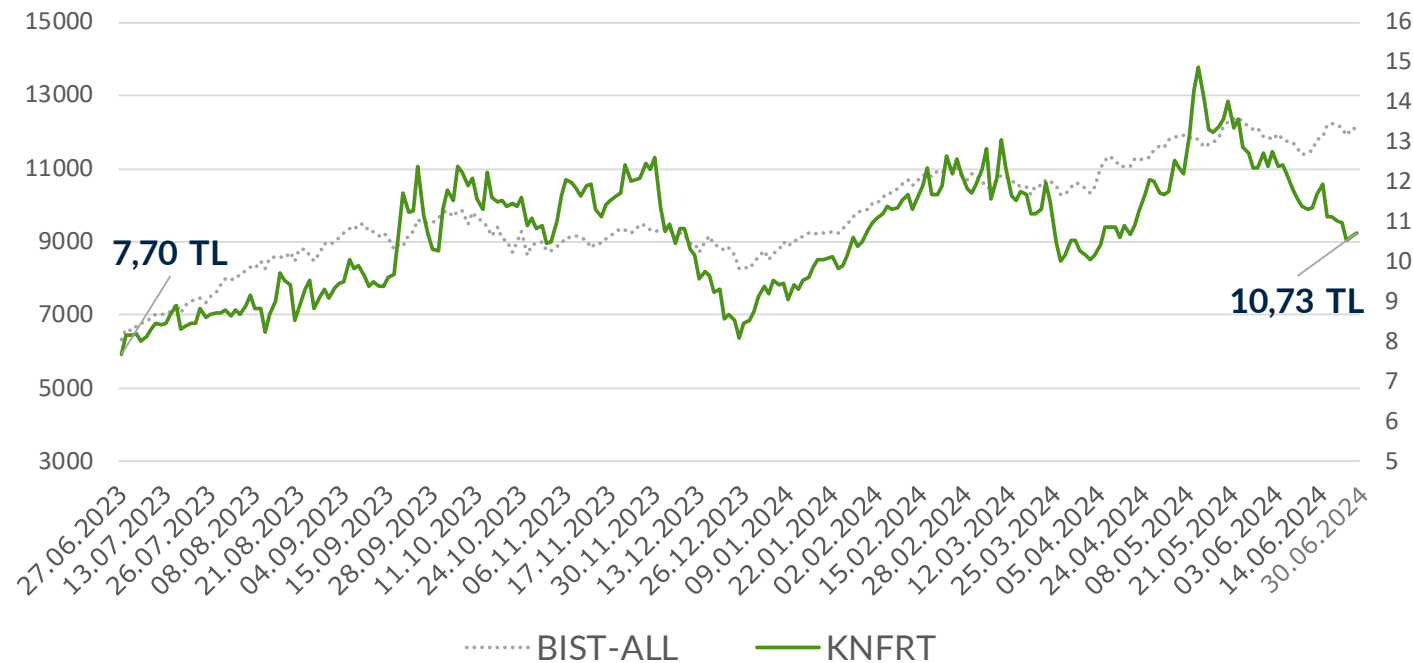
	June 30, 2025	December 31, 2024
Current Liabilities	1.461,7	2.316,2
Cash and Cash Equivalents	9,8	21,3
Trade Receivables	407,5	844,7
Inventories	117,5	231,5
Non-Current Assets	776,6	775,7
Total Assets	2.238,3	3.091,9
Current Liabilities	459,0	1.066,8
Short Term Financial Debt	3,1	8,4
Trade Payables	223,6	840,6
Long Term Liabilities	272,8	236,4
Long Term Financial Debt	150,7	142,4
Equity	1.319,1	1.563,1
Total Equity	2.238,3	3.091,9

Financial Ratios

	2025-H1	2024-H1
Gross Profit Margin	7,2%	2,1%

	June 30, 2025	December 31, 2024
Current Ratio	3,2	2,2
Acid-Test Ratio	2,9	2,0
Leverage Ratio	0,3	0,4
Total Financial Debt/Equity	0,1	0,1

Share Price Development



The graph and table are prepared according to the adjusted prices.

Hisse Künyesi	
Public Offering Date	10.06.1996
Issued Capital	264.000.000 TL
Ticker Symbol	KNFRT
ISIN	TRAKNFRT91A9
Free Float Rate	22,39%
Market in Borsa Istanbul	Main Market
BIST Market where Company's Capital Market Instruments are Traded	BİST-Industry/ BİST-İstanbul/ BİST-Participation

Disclaimer

This presentation includes information regarding Konfrut Tarım A.Ş. (Konfrut Tarım) and its subsidiaries Konfrut GAP Tarım A.Ş. (Konfrut GAP), as well as analyses of their financial statements and current views on potential future developments. While the information and analyses presented herein are believed to be accurate and the assumptions underlying forward-looking statements are considered reasonable, they are subject to various variables and changes in key assumptions that may cause actual results to differ materially. Konfrut Tarım, Konfrut GAP, and their respective directors, employees, or related parties shall not be held liable for any loss arising from the use of the information contained in this presentation for investment purposes.



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