



Konfrut Investor Presentation

2024-Q1 Financial Results



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Highlights

Sales

- In 2024-Q1, Konfrut AG succeeded in diversifying its operations and increasing volume in all business units in which it operates, YoY.
- Konfrut AG increased its agri sourcing supply volume by 60%, YoY. The company sold 68 thousand tons of agricultural raw materials. Konfrut's sales volume was 33.0 thousand tons on a consolidated basis, similar to the previous year, as 68% of the raw materials supplied were realized in Denizli Plant.
- Fresh fruit and vegetable trade, which has high growth potential, grew by 78% in 2024-Q1.

Profitability

- The implementation of inflation accounting in financial reporting increased the valuation of products with long inventory periods in the fruit and vegetable processing unit. Higher cost of goods sold resulted in a consolidated gross profit of TL 27.9 million in the first quarter.

Investments

- 2024-Q1 investment expenditures amounted to TL 5.3 mn.
- After 2024-Q1, Konfrut AG and Raz Gıda ve Tarım Ürünleri A.Ş. signed an agreement on May 30, 2024 to acquire a 50% stake in the company.

Consolidated Financial Summary for 2024-Q1

₺ 758,7 million
Net Sales

33 thousand tons
Sales Volume

₺ 27.9 million
Gross Profit

₺ 5.3 million
Investments

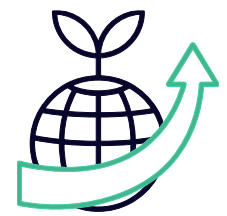
₺ 2.6 billion
Total Assets

₺ 1.2 billion
Equities

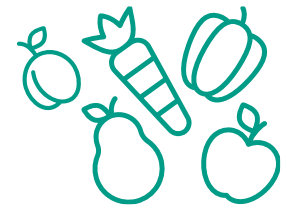
(TAS 29 Including Inflation Accounting)

₺ 264 million
Paid-in Capital

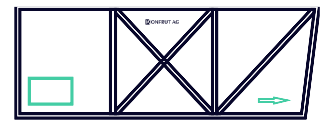
Konfrut AG at a Glance



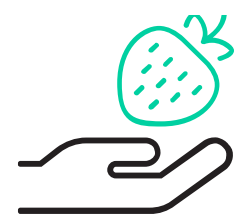
Leading the Agricultural Transformation



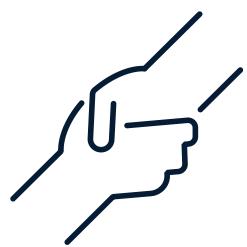
Turkey's largest industrial fruit buyer



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-Q1;

Agri Sourcing Supply

68 thousand tons > **60% Increase**

Fresh Fruit & Vegetable Supply

1,234 tons > **78% Increase**

Logistics

Transported Agri Sourcing Products

80 thousand tons > **119% Increase**

240+ Numbered Vehicle and Equipment Fleet*

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

Industry

Pallet Sales

32 thousand > **32% Increase**

20 number of Digital Agricultural Device Installed in The Fields

Compared to 1 January - 31 March 2023 period



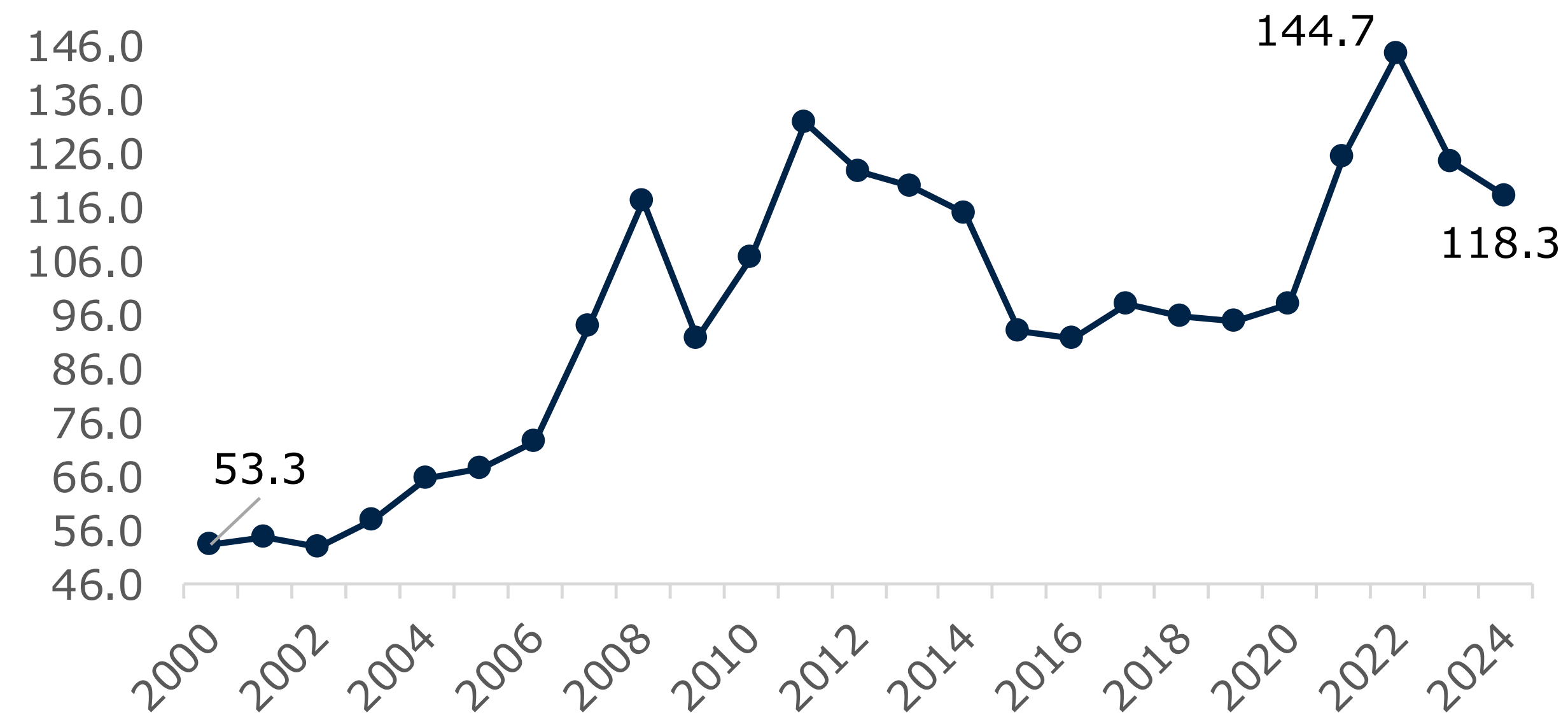
Diversifying and developing all its operations with the vision of “**New Generation Industrial Agriculture**”, Konfrut AG aims to lead the agricultural transformation with technology and sustainable practices.

Market Dynamics

Food Prices

Food Price Index, World (Annually)

(2014-2016=100)



Globally

- According to the Food and Agriculture Organization of the United Nations (FAO), **global food prices ended their 7-month decline and rose in March 2024**. The World Food Price Index rose by **1.1%** in March compared to the previous month, while it fell by **7.7%** on an annual basis, YoY.
- The rise in the index in March was driven by higher international prices of vegetable oils, milk and meat products.

(Source: FAO)

Domestically

- In the first quarter of 2024, annual inflation in food and non-alcoholic beverages was realized as **70.41%**.
- Prices of fresh fruits and vegetables rose by **6.15%** in the first quarter of 2024, following the decline in the last quarter of 2023. In this period, vegetable prices increased at a rate close to their historical average.

(Source: CBRT – Inflation Report 2024-II)

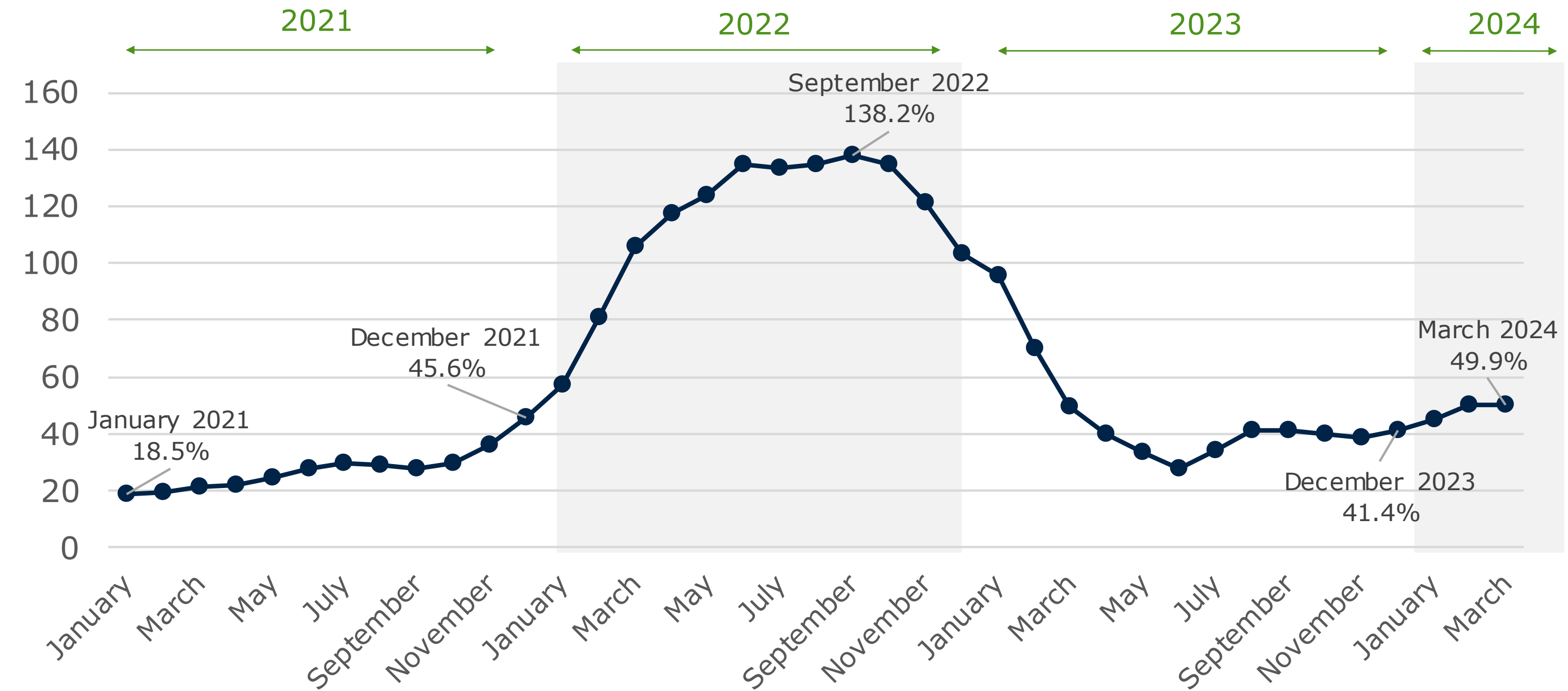
Market Dynamics

Production and Cost in Turkey

Agricultural Input Price Index

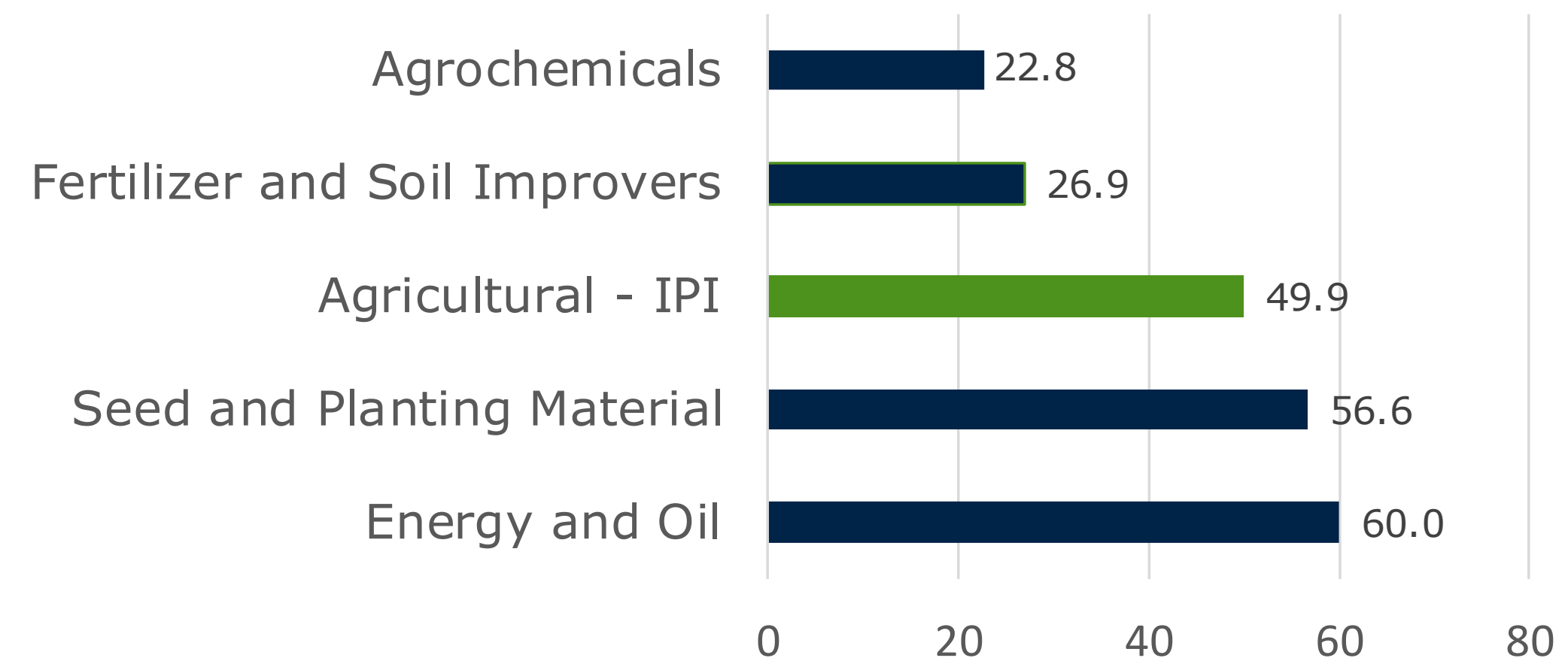
Annual Change Rate (%), March 2024

- Agricultural Input Price Index (Agri-GPI)** increased by **1.2%** in March 2024 compared to the previous month and by **49.9%** compared to the same month of the previous year. (Source: TURKSTAT)



Agricultural Input Price Index By Sub-groups

Annual Change Rate (%), March 2024



Market Dynamics

Production in Turkey

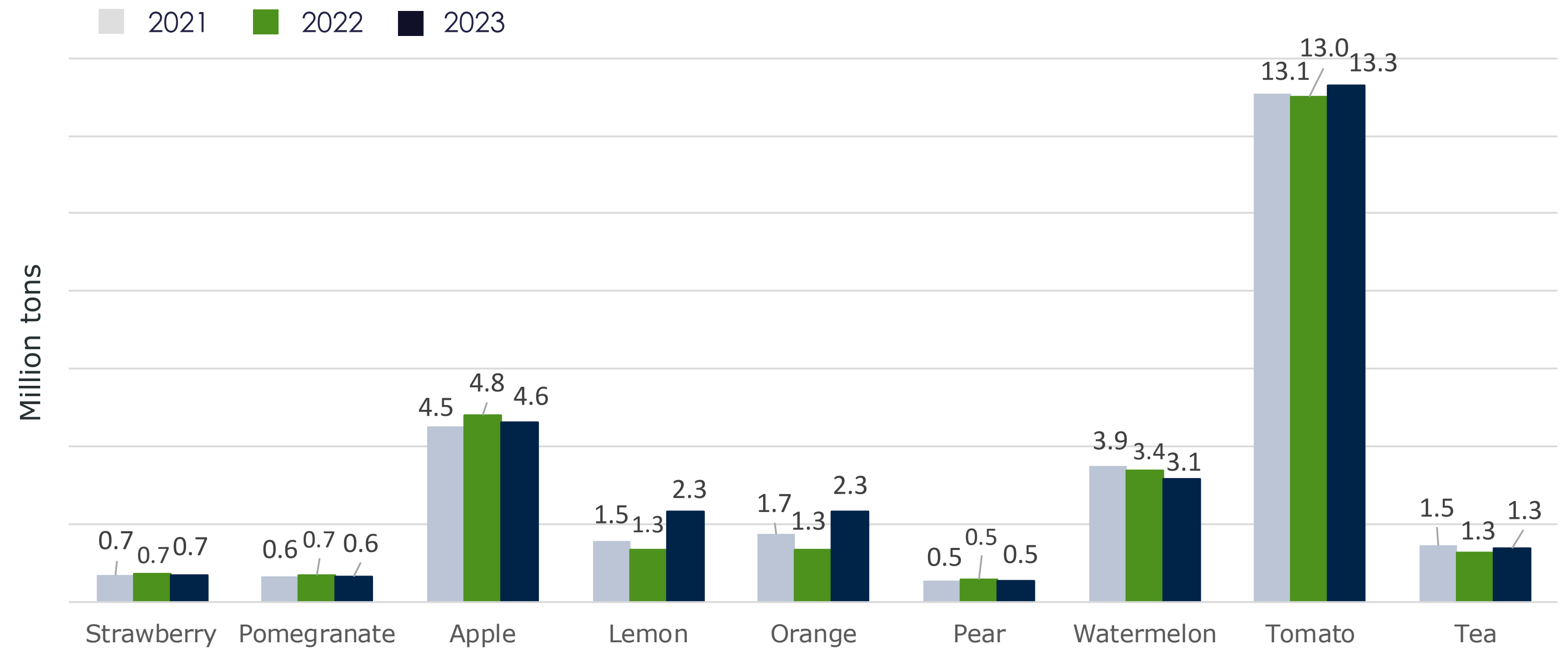
Production Data

With Selected Fruit and Vegetable Groups

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)

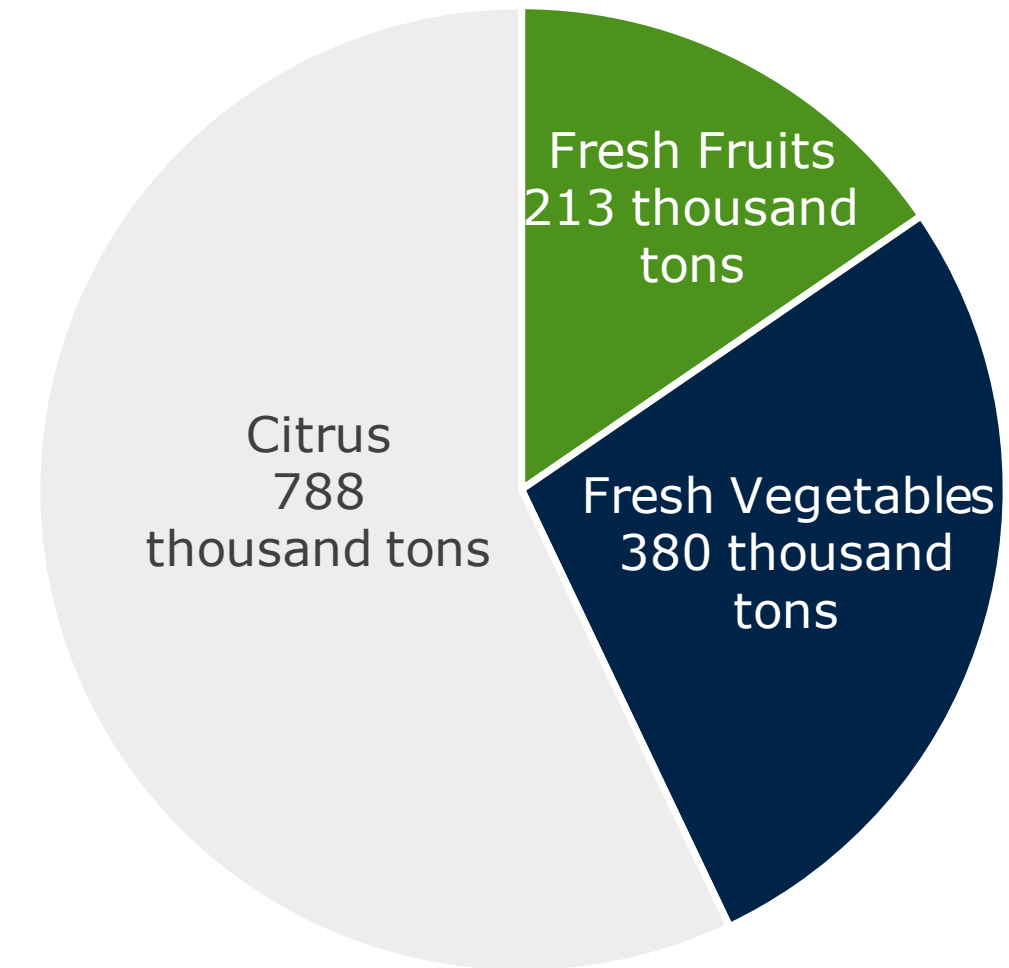
Market Dynamics

Fresh Fruit and Vegetable Exportation

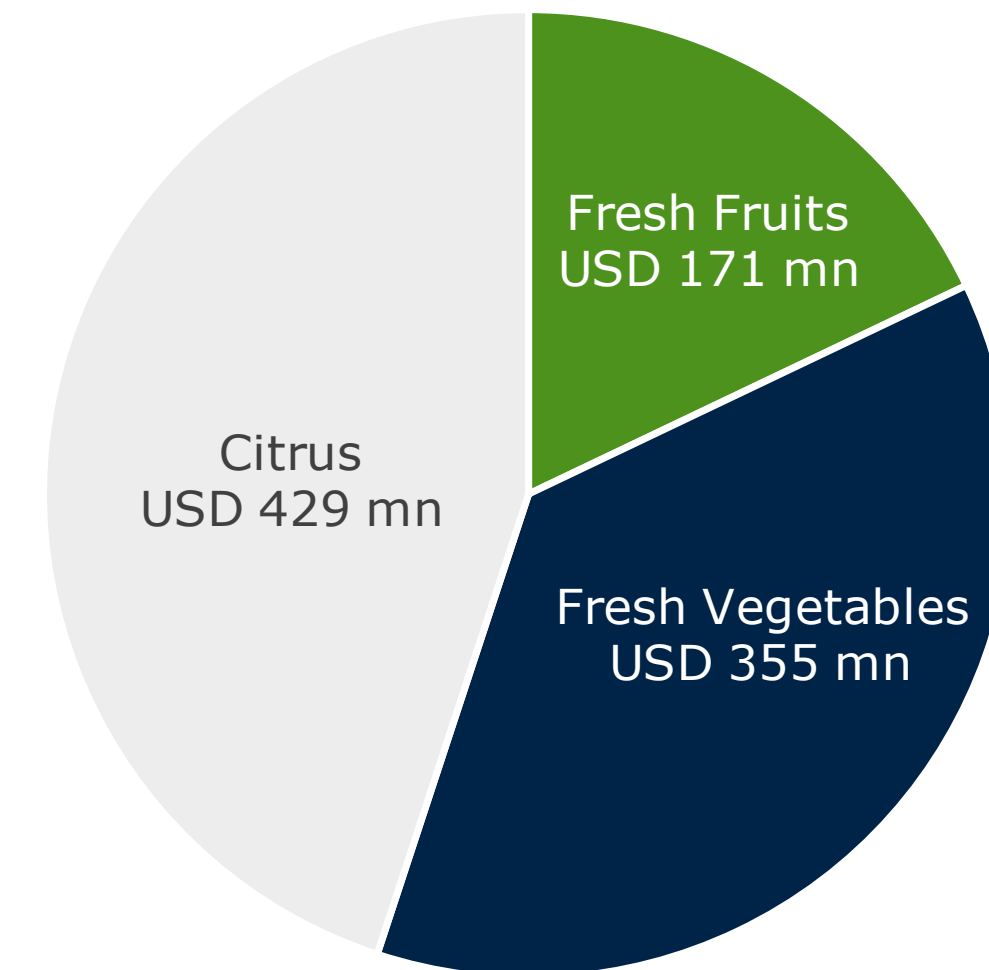
Fresh Fruit and Vegetable Exportation from Turkey

- In 2024-Q1 fresh fruit and vegetable exports **increased by 7% in volume basis** compared to the previous year, with **1.4 million tons of fresh fruit and vegetables exported, generating revenues of 955 million USD.**
- **Tangerines, tomatoes and lemons** were the most exported products in the first quarter, accounting for **52% of total export revenues.**
- **43% of exports were made to Russia, Iraq and Romania,** respectively. Revenue from these countries reached **USD 419 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-Q1

Agri Sourcing Supply

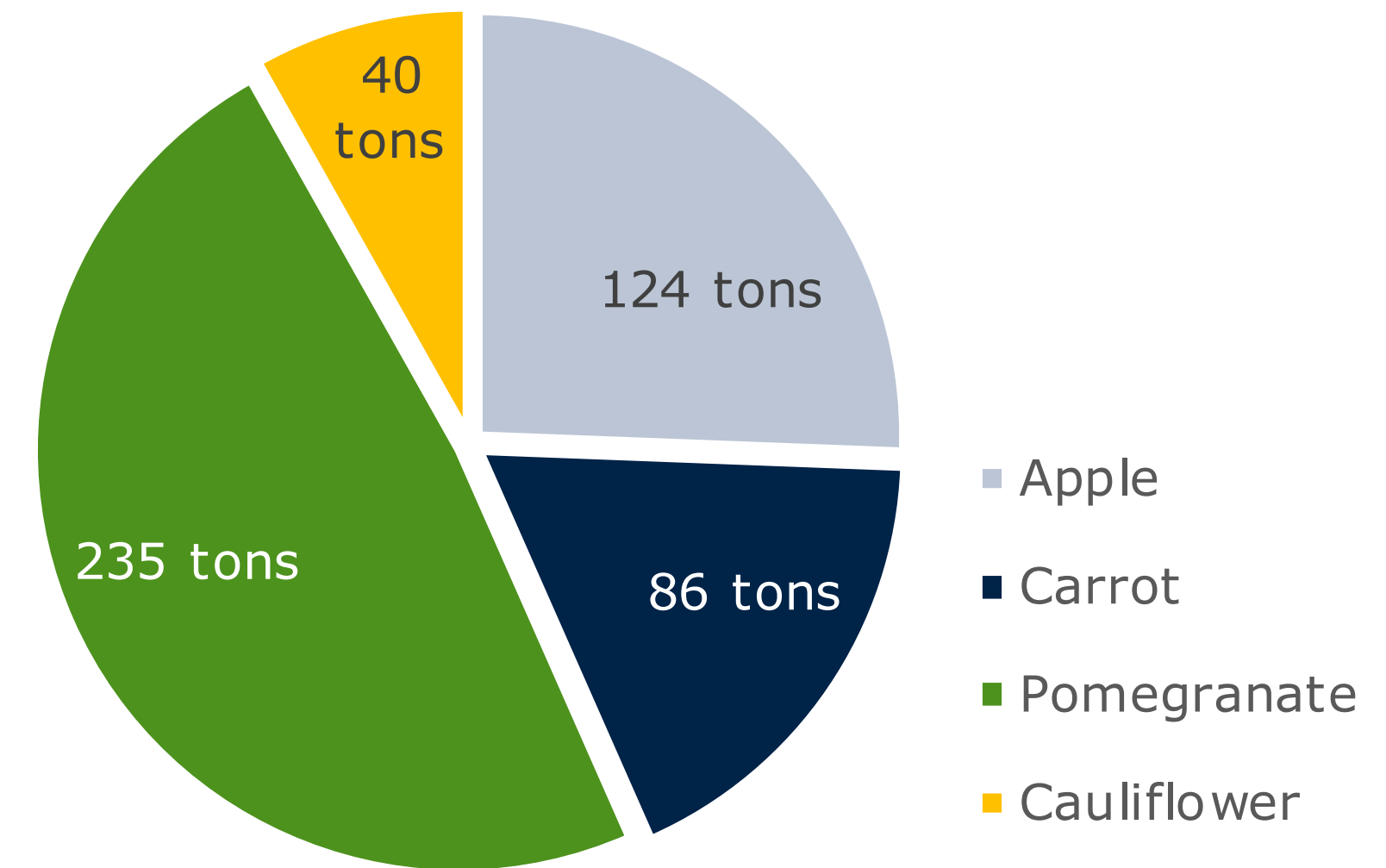
- In 2024-Q1, Konfrut AG supplied **67,673 tons** of **agri sourcing**.
- Tea fiber sales amounted to **3K tons**.
- Fresh fruit and vegetables sales reached **1,234 tons**.

**Wunder
Fresh**



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

Fresh Fruit and Vegetable Export Breakdown (Volume Basis)



In 2024-1Q, **35%** of fresh fruit and vegetable exports were realized to Germany.

The number of exporting countries in the first quarter was **9**.

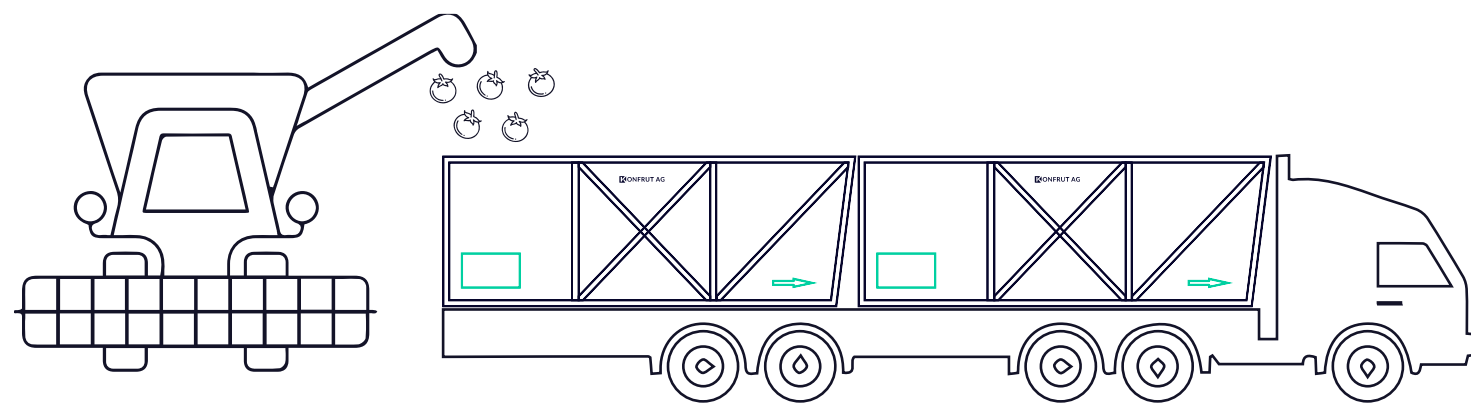
646 K euros Export revenues were generated.

Operations

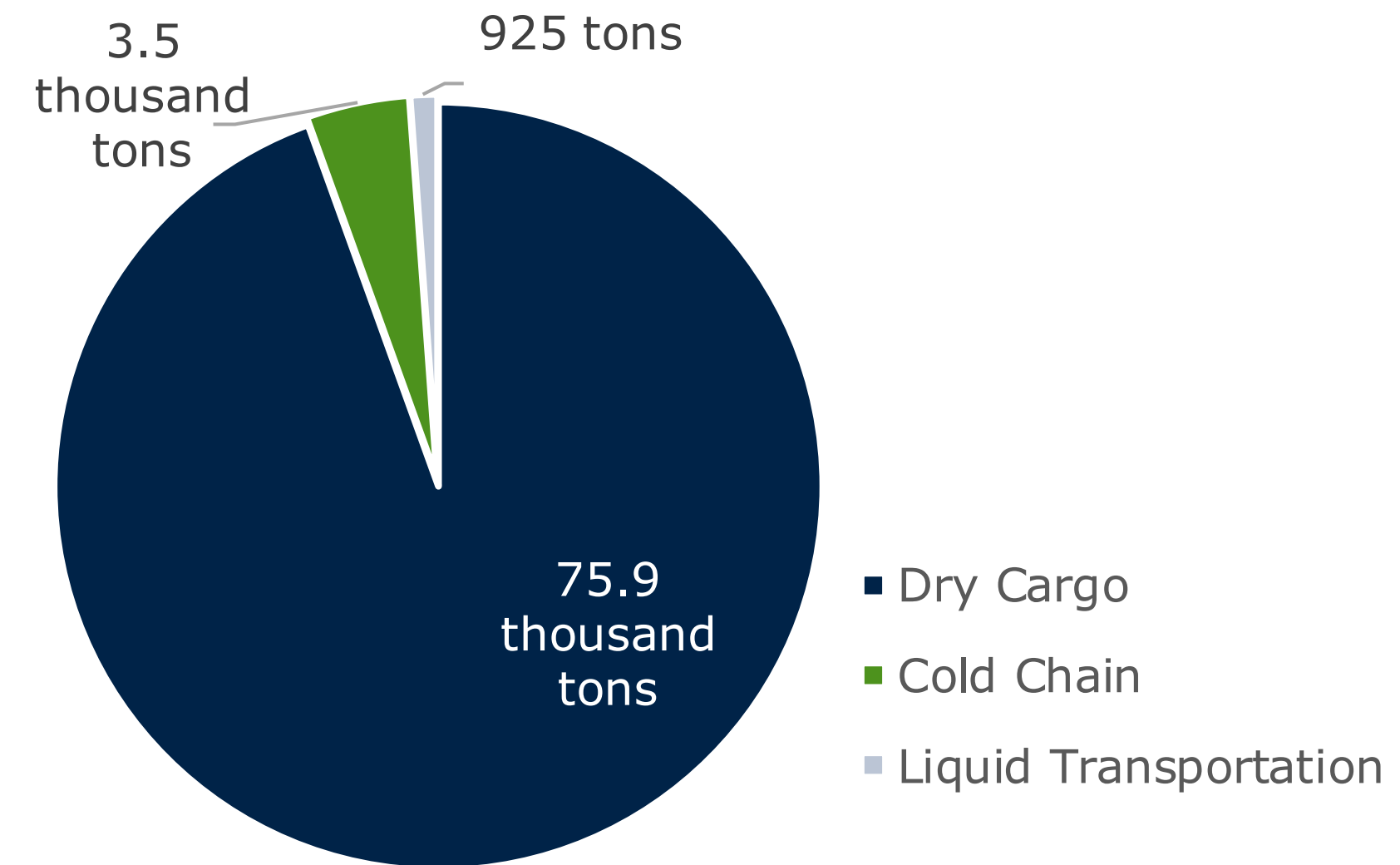
Logistics Business Unit in 2024-Q1

Storage and Logistics Operations

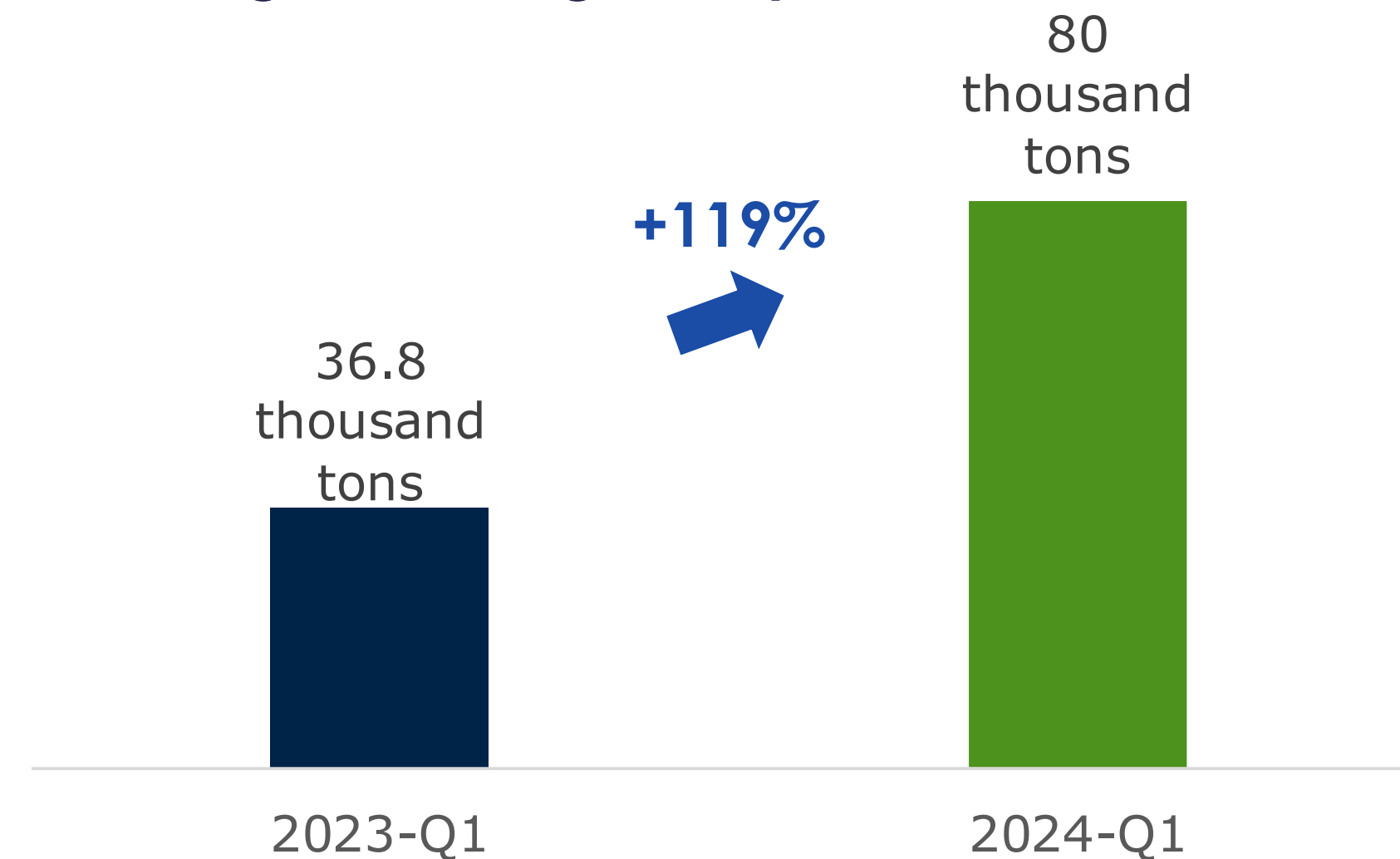
- Agricultural raw material and industrial product transportation, carried out under **the Storage and Logistics business unit, grew by 119%** in the first quarter of 2024, reaching **80 thousand tons**.
- Transportation was realized **5 thousand tons** with the tow trucks, specially designed fiber pool and refrigerated trailer, which continued to be invested throughout the year due to its cost advantage and for which an investment decision was taken for 2024.



Distribution of Hauling Service Volume Basis



Agri Sourcing Transportation



Operations

Industry Business Unit in 2024-Q1



Digital Agriculture

- Efforts are underway to expand the use of technology in every process of agricultural production. In 2024-Q1, digital agricultural devices were used in tomato and topinambur crops. During this period, **20 devices** were installed.



Energy and Industrial Products and Services

- In 2024-Q1, pallet sales **increased by 32% to 32,278 units**, YoY.
- **393 tons of dried fruit pulp** was sold in 2024-Q1 within the scope of dried fruit pulp trade that started in September 2023.



Konfrut Gıda

Fruit and Vegetables Process

- Denizli-Akkent Plant produced **6,882 tons** in 2024-Q1.



T-IRRIGATE
Irrigation
Optimization

T-TRAP
Pheromone
Trap

T-WEATHER
Agro Station

Post-Period Developments

Continuing the Transformation Journey with Concrete Steps from a One-Plant Company to a New Generation Agricultural Supply Chain Company.

Sale of Konfrut Gıda Denizli Factory

- On April 19, 2024, an asset transfer agreement was signed between Döhler Gıda Sanayi A.Ş. and Konfrut Gıda Sanayi ve Ticaret A.Ş. for the sale of Denizli Akkent fruit and vegetable processing factory owned by the Company and the transfer process was initiated.
- The valuation amount determined by TSKB Gayrimenkul Değerleme A.Ş. is TL 433,680,000 (excluding VAT) and the consideration was received in cash by Konfrut Gıda with the asset transfer. The process regarding legal transactions and transfers is ongoing.

50% Partnership of Konfrut AG in Raz Gıda

- Konfrut AG signed an agreement on May 30, 2024 to acquire a 50% stake in Raz Gıda ve Tarım Ürünleri A.Ş. ("Raz Gıda") in line with **its goal of becoming the largest fresh fruit and vegetable exporter in Turkey.**
- Raz Gıda has a 20,500 m² cold storage and packaging facility in Şanlıurfa Organized Industrial Zone with a 10,000 m² closed area and a pomegranate graining and packaging facility in Istanbul.





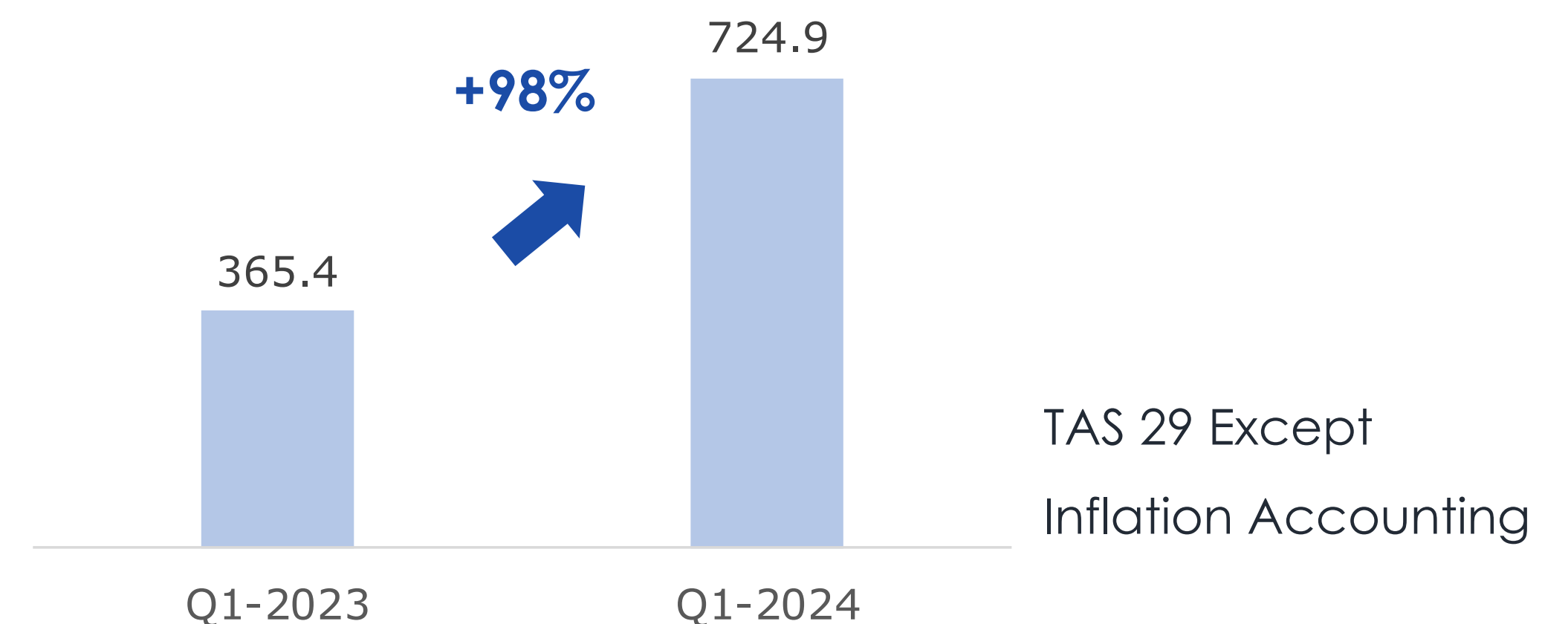
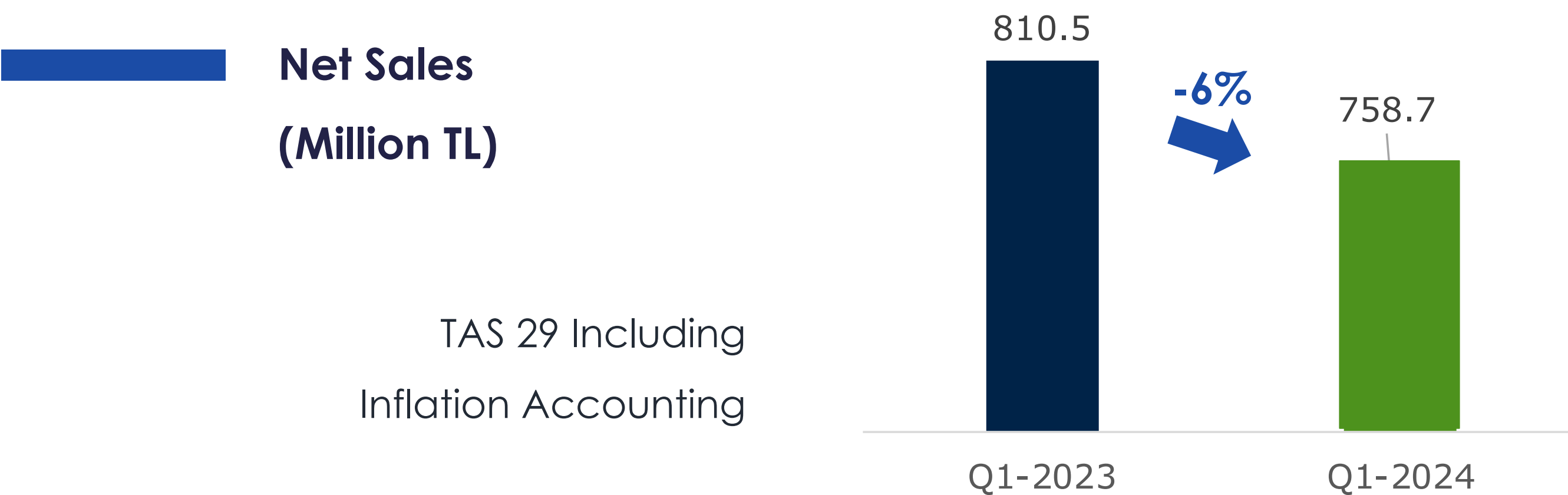
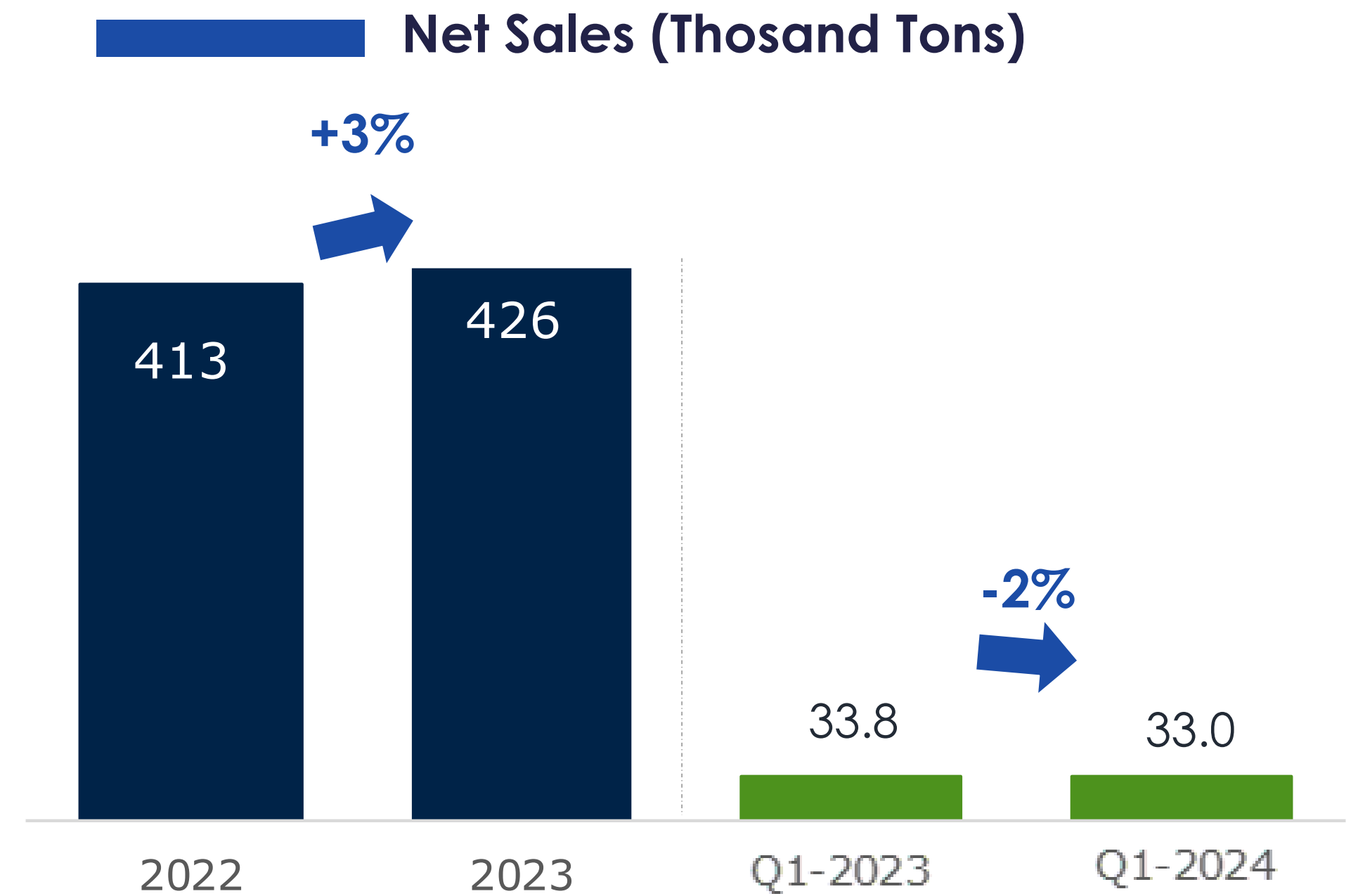
Consolidated Financial Results

2024-Q1

Net Sales Improvement

Growth Continues, Led by Agricultural Operations.

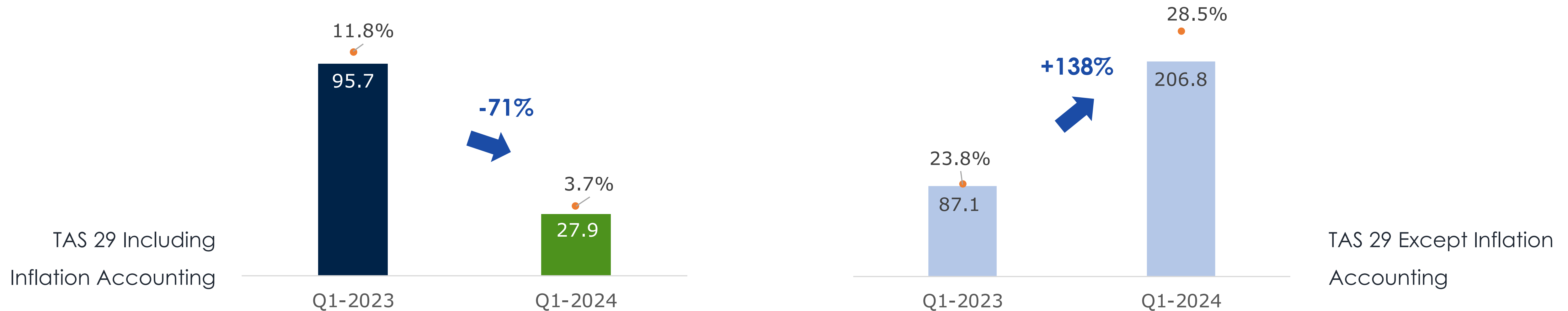
- In 2024-Q1, despite the **68%** growth in Konfrut AG's agricultural raw material supply volume, YoY, **68%** of the agricultural raw materials sold in the first quarter were realized to Denizli Plant, thus Konfrut's sales volume on a consolidated basis **was 33.0 thousand tons**, similar to the previous year.



Profitability

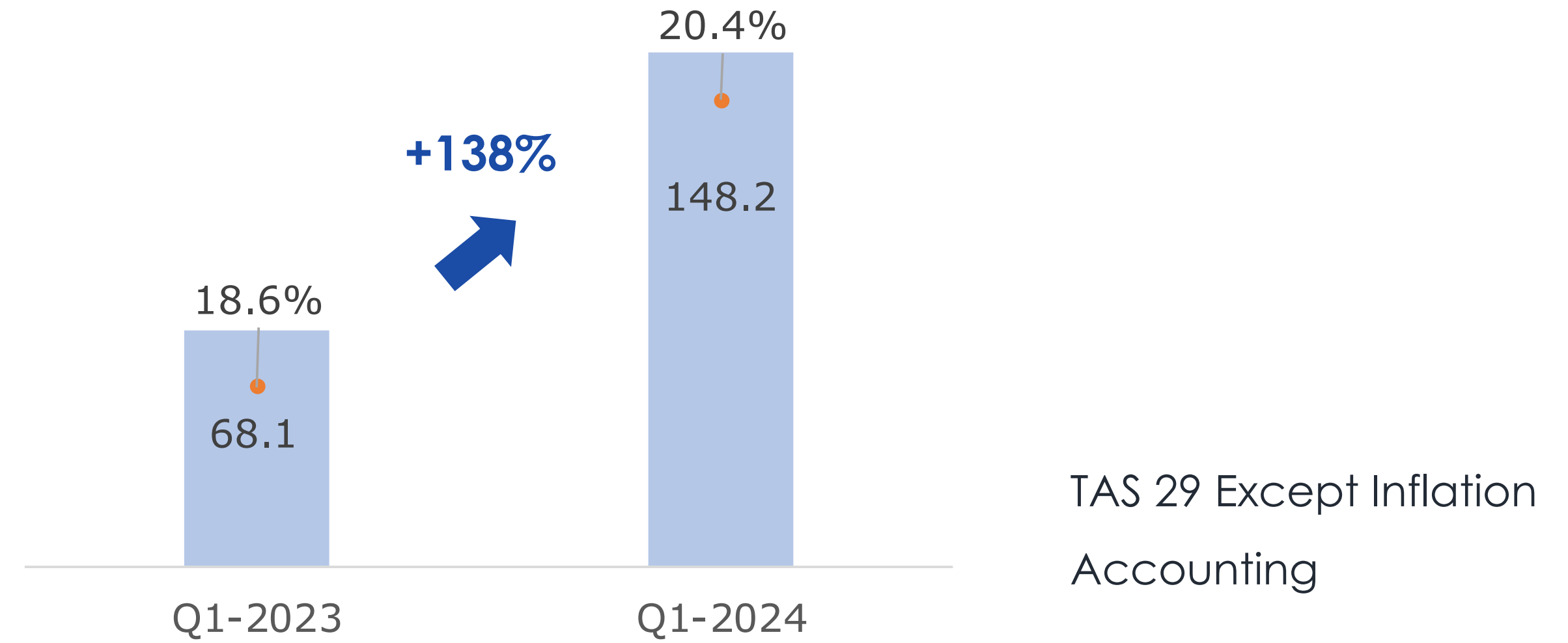
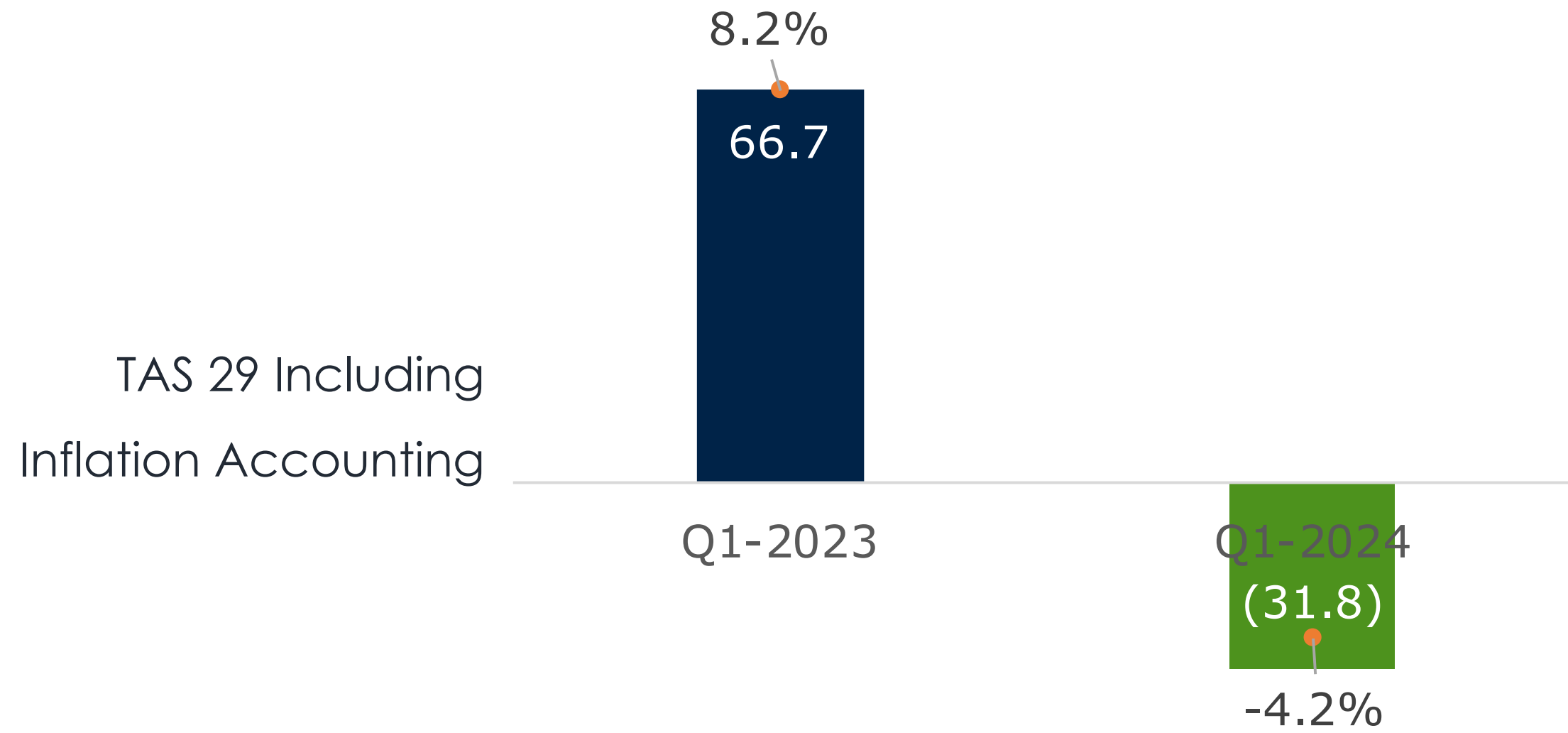
- The introduction of inflation accounting in financial reporting resulted in a consolidated first quarter gross profit of TL 27.9 million at the fruit and vegetable processing unit in Akkent, Denizli, due to increased cost of goods sold as a result of the valuation of products with long inventory periods.

Gross Profit and Gross Profit Margin (Million TL)

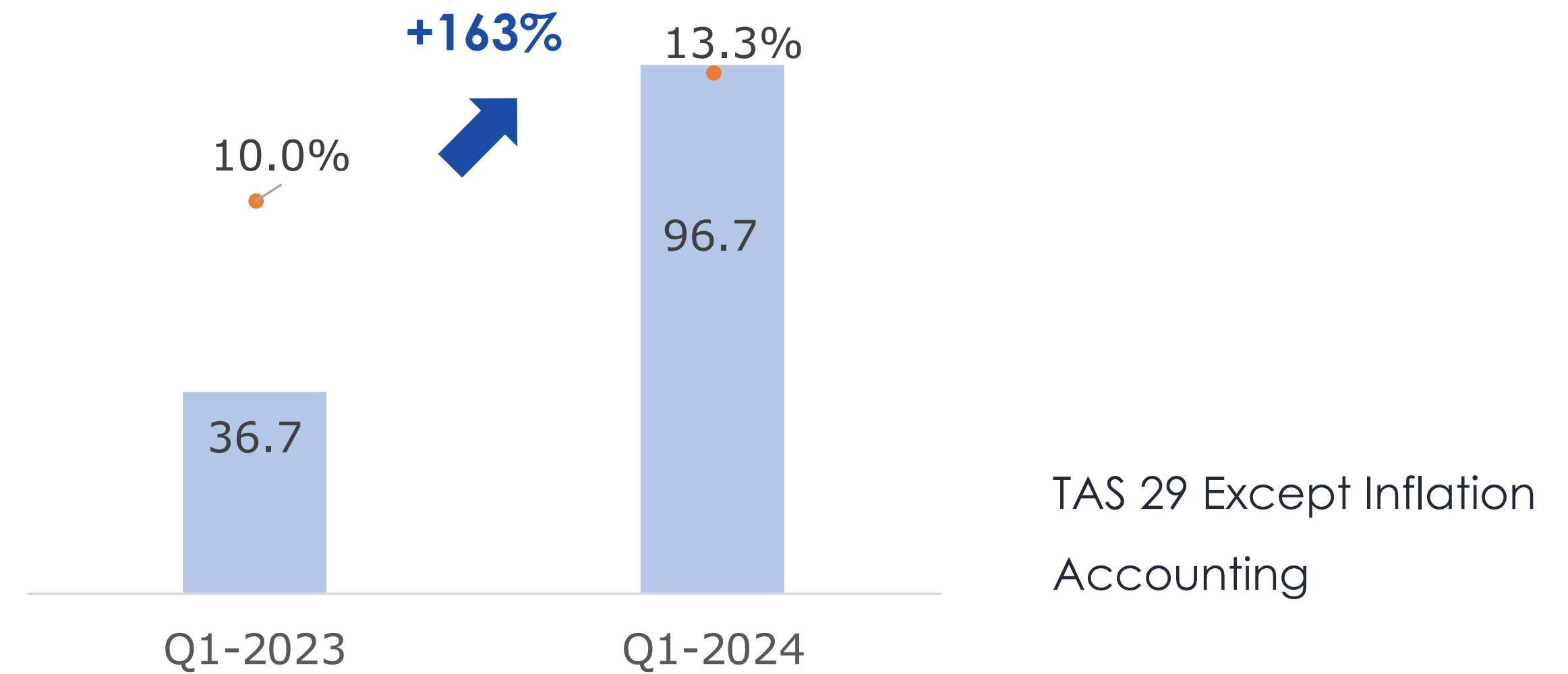
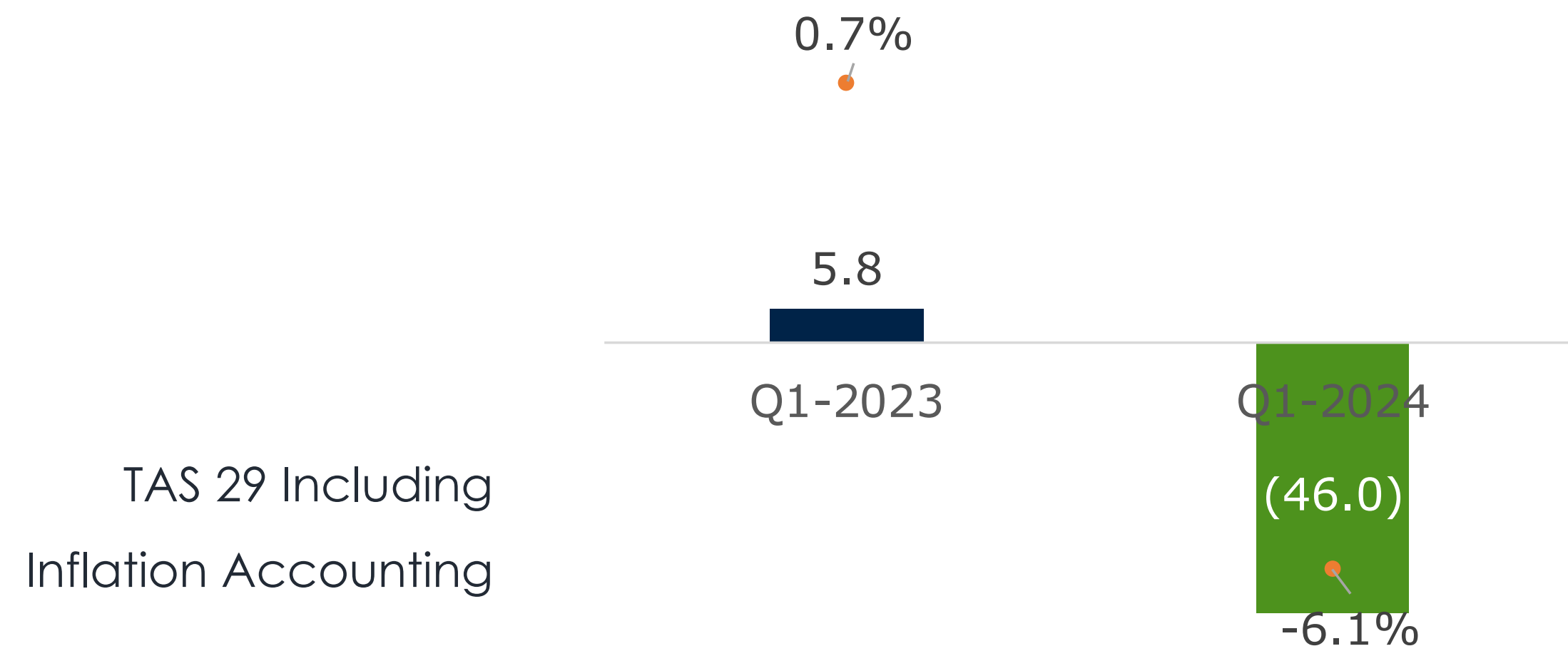


Profitability

EBITDA and EBITDA Margin (Million TL)

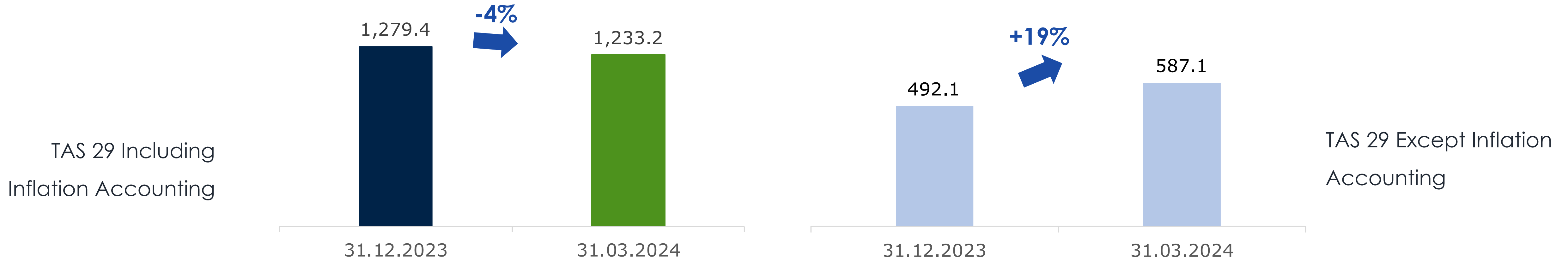


Net Profit and Net Profit Margin (Million TL)

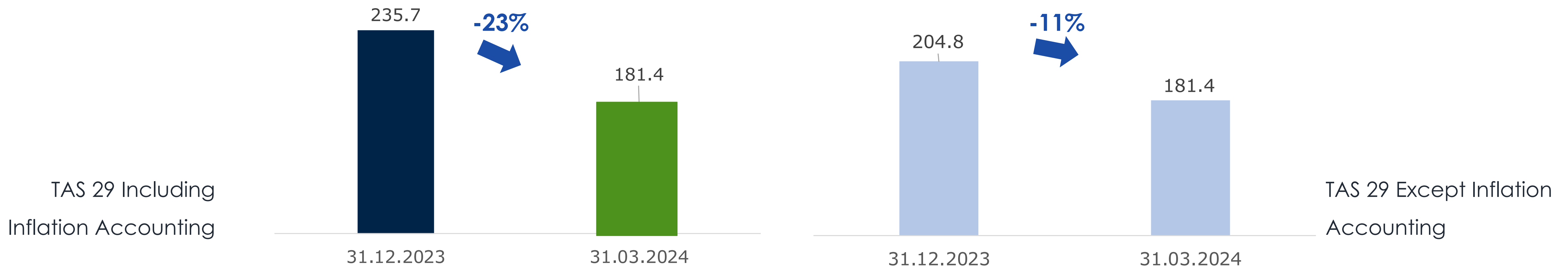


Total Equity and Net Financial Debt

Total Equity (Million TL)



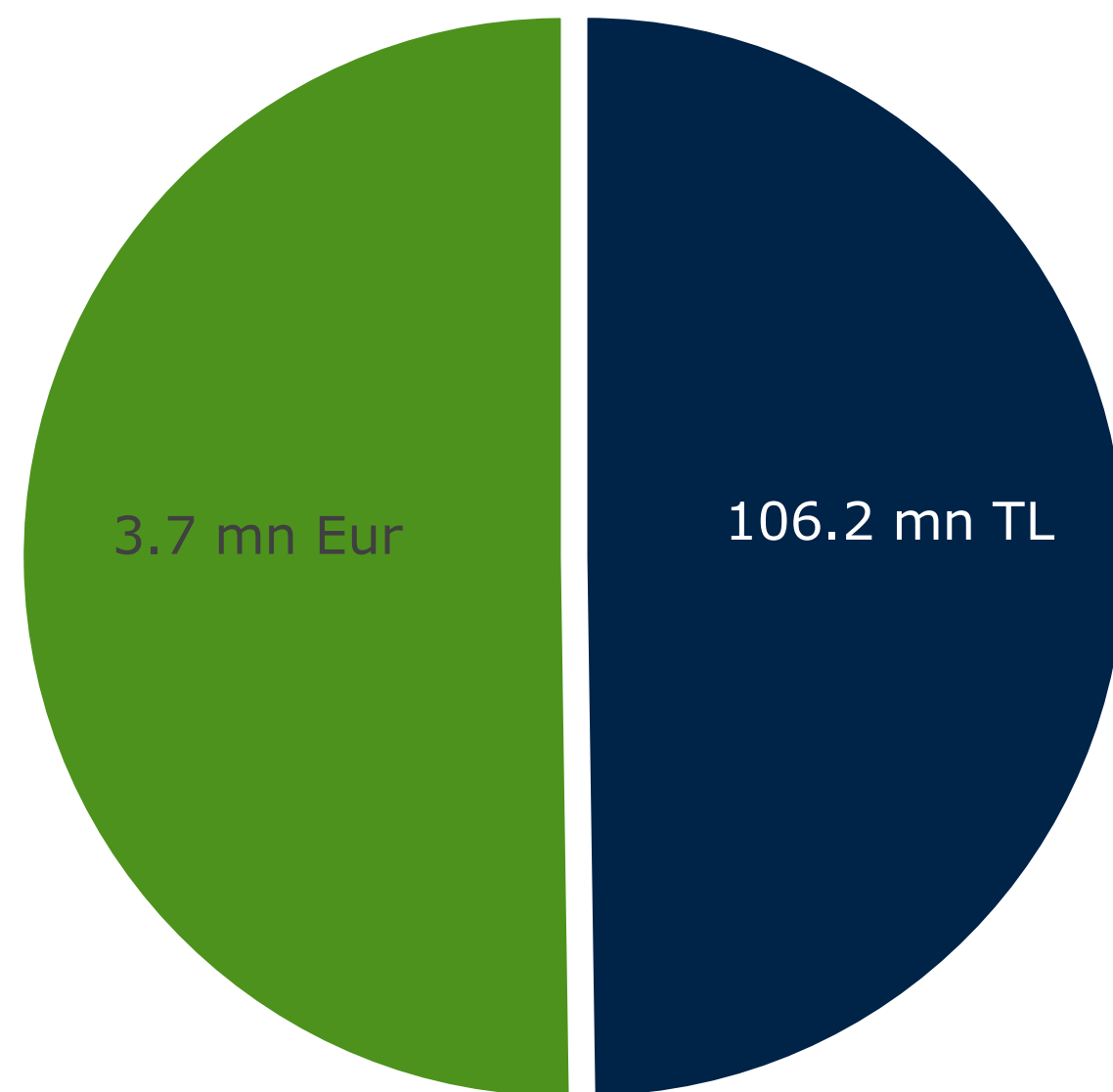
Net Financial Debt (Million TL)



Investments and Liabilities

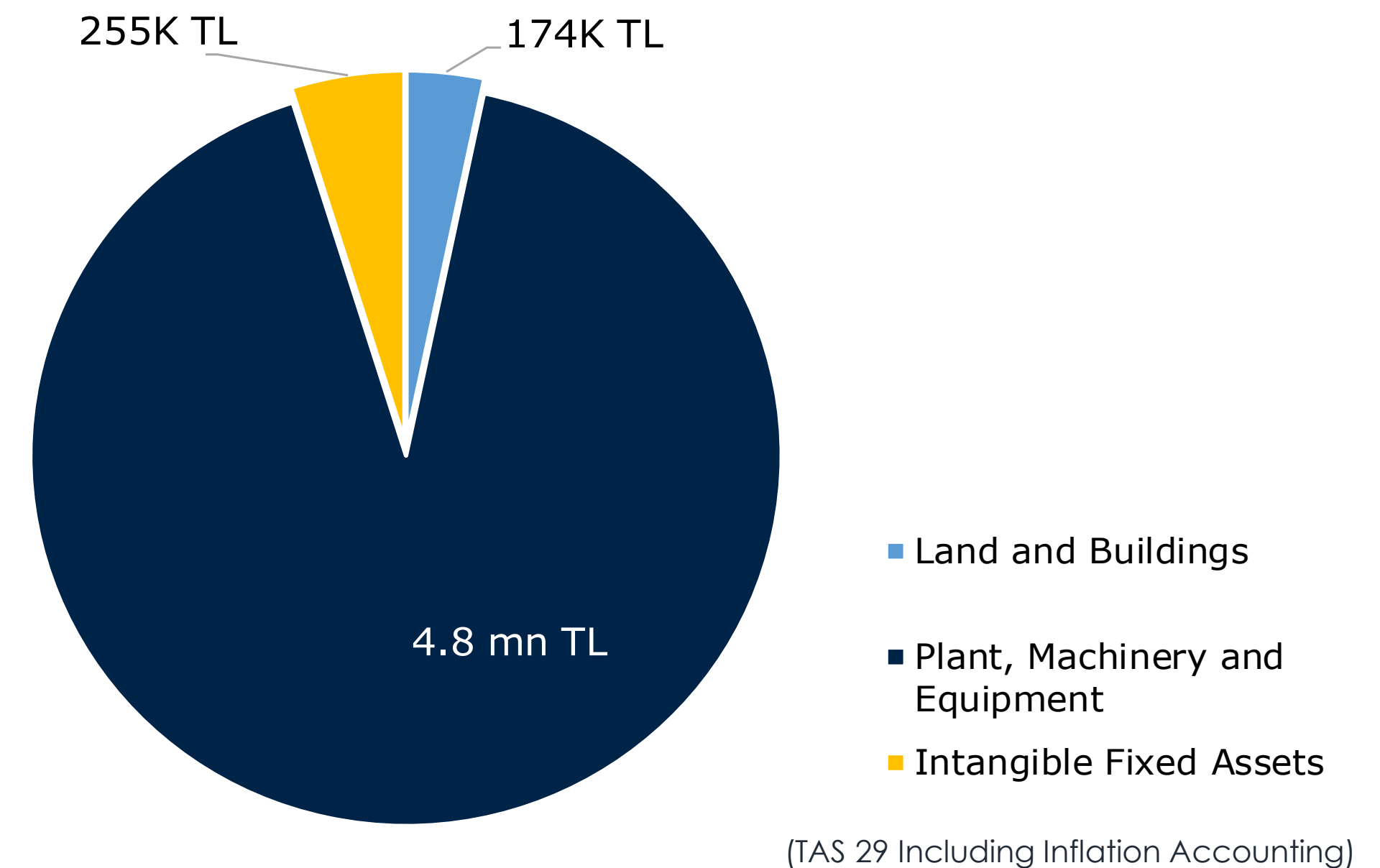
- In 2024-Q1, consolidated net financial indebtedness decreased by **23%** compared to 2023 year-end and lower financial indebtedness led to an improvement in financing expenses.
(TAS 29 Including Inflation Accounting)

Financial Debt Distribution



- 48%** of financial debts are in Turkish Lira.
- Financial liabilities consist of financial loans and financial leasing liabilities.

Investment Expenditures Distribution



- On a consolidated basis, capital expenditures amounted to TL 5.3 mn in 2024-Q1 and investments were made in agricultural operations.
- Within the scope of the agri sourcing production and supply business unit, TL 4.7 million worth of fixed assets were invested in 2024-Q1 for the growing fresh fruit and vegetable operations.
- A fixture investment of 464 thousand TL was made in the tea fiber pelletizing plant in İyidere district of Rize.

TAS 29 Comparative Summary Income Statement

(Million TL)

	TAS 29 Including Inflation Accounting				TAS 29 Excluding Inflation Accounting			
	2023-Q1	2024-Q1	Change	Change (%)	2023-Q1	2024-Q1	Change	Change (%)
Net Sales	810.5	758.7	(51.7)	-6.4%	365.4	724.9	359.5	98.4%
Cost of Sales	(714.8)	(730.8)	(16.0)	2.2%	(278.4)	(518.2)	(239.8)	86.2%
Gross Profit	95.7	27.9	(67.8)	-70.8%	87.1	206.8	119.7	137.5%
General Administrative Expenses	(24.2)	(31.1)	(6.9)	28.7%	(11.9)	(29.1)	(17.2)	144.8%
Marketing Expenses	(30.5)	(42.1)	(11.6)	38.1%	(14.5)	(36.1)	(21.7)	149.7%
Operating Profit	41.0	(45.3)	(86.3)	-210.6%	60.7	141.5	80.8	133.2%
EBITDA	66.7	(31.8)	(98.5)	-147.6%	68.1	148.2	80.1	117.7%
Other Income/Expenses (Net)	6.7	(2.0)	(8.7)	-130.1%	11.2	4.9	(6.3)	-56.1%
Financial Income/Expenses (Net)	(61.4)	(47.9)	13.5	-22.0%	(25.2)	(46.3)	(21.2)	84.2%
Net Monetary Position Gain/Loss	39.4	67.6	28.2	71.5%	0.0	0.0	0.0	0.0%
Profit Before Tax	25.6	(27.6)	(53.3)	-207.8%	46.7	100.0	53.4	114.3%
Tax	(19.8)	(18.4)	1.5	-7.4%	(10.0)	(3.4)	6.6	-66.1%
Net Profit for the Period	5.8	(46.0)	(51.8)	-891.7%	36.7	96.7	60.0	163.3%

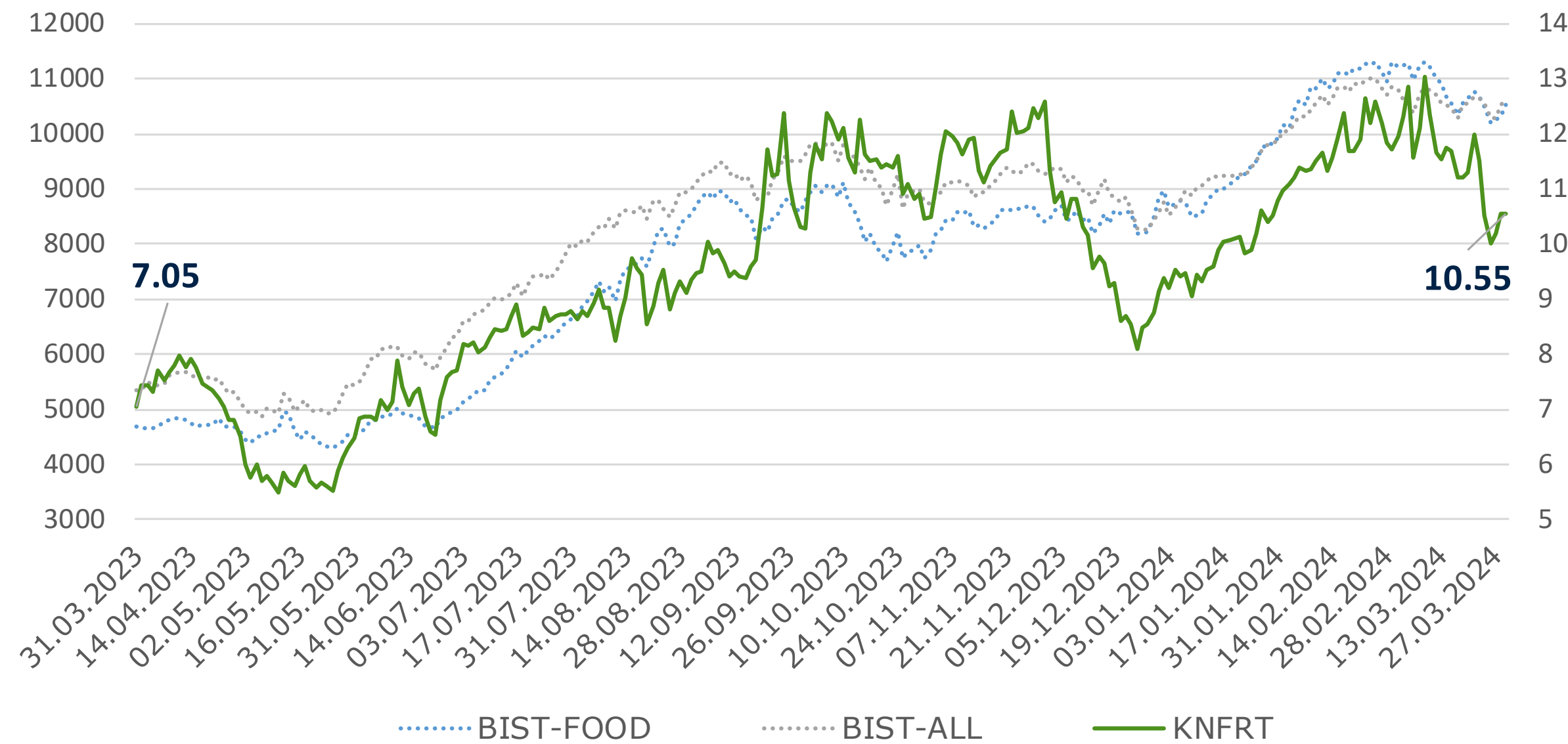
TAS 29 Comparative Summary Balance Sheet

(Million TL)

	TAS 29 Including Inflation Accounting		TAS 29 Excluding Inflation Accounting	
	31.12.2023	31.03.2024	31.12.2023	31.03.2024
Current Liabilities	2,293.5	2,347.8	1,723.4	1,776.6
Cash and Cash Equivalents	38.0	32.1	33.0	32.1
Trade Receivables	496.3	468.4	431.3	468.4
Inventories	1,158.0	924.0	759.4	724.9
Fixed Assets Assets Classified for Sale	0.0	433.7	0.0	76.2
Non-Current Assets	744.6	274.4	297.2	199.6
Total Assets	3,038.1	2,622.2	2,020.6	1,976.1
Current Liabilities	1,618.0	1,256.4	1,406.2	1,256.4
Short Term Financial Borrowings	154.0	103.2	133.8	103.2
Trade Payables	840.3	404.5	730.3	404.5
Long Term Liabilities	140.7	132.7	122.3	132.7
Long Term Financial Debt	119.7	110.3	104.0	110.3
Equity	1,279.4	1,233.2	492.1	587.1
Total Equity	3,038.1	2,622.2	2,020.6	1,976.1

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 (March 31, 2023 - March 31, 2024)	7.05 - 10.55
Market Value	TL 2,785,200,000
Change in Market Value from the Beginning of the Year	+15%
Market in Borsa Istanbul	Main Market
BIST Market where Company's Capital Market Instruments are Traded	BIST-INDUSTRIALS BIST-DENIZLI BIST-PARTICIPATION BIST-FOOD AND 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 100% subsidiary Konfrut AG Tarım A.Ş. (Konfrut AG), 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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