



Investor & Analyst Meeting

December 26, 2023



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Transformation Journey

Transformation from a One-Plant Company to a Next Generation Agricultural Supply Chain Company



- ✓ By focusing entirely on the agricultural sector, the company aims to create an end-to-end digital agricultural supply chain and achieve strong growth through new investments.

About the Future
2024

Focus on Agriculture Sector
2023

- ✓ Issued capital of Konfrut AG Increased to TL 30 mn.
- ✓ Wunder Fresh brand was created.
- ✓ Realized cooperation on seedling supply.
- ✓ Logistics investments continued.
- ✓ A new pelletizing line was commissioned at the tea pelletizing plant, increasing capacity.

Diversification of Agricultural Operations
2022

- ✓ Europe's largest organic/residue-free strawberry project is launched.
- ✓ Konfrut AG realized its first export.
- ✓ Tea Pelletizing Plant investment was commissioned.

Strategic Steps
2021

- ✓ Became a 100% subsidiary of Konfrut Gida.
- ✓ 525 thousand tons of raw materials were supplied.
- ✓ Logistics investments were realized.

The Birth of Konfrut AG with New Vision
2020

- ✓ Founded in August 2020 with the goal of becoming a "Next Generation Industrial Agriculture" company.

Becoming Subsidiary of Döhler
2005

- ✓ Shares which are not traded on the stock exchange were purchased in 2005.

Public Offering
1996

- ✓ On June 10, 1996, Konfrut Gıda shares began trading on the Istanbul Stock Exchange.

Establishment
1990

- ✓ Konfrut Gıda Sanayi ve Ticaret A.Ş. was founded on October 3, 1990.

Start of Operations
1968

- ✓ Started operations as Akkent Fruit Juice Cooperative.



Center of Development Transformation: Agriculture Sector

The agricultural sector, which creates the impression that it is a static sector because it is traditional, is actually an important player in technological transformation.



World Population Increases

The United Nations estimates that the world's population **9.7 billion in 2050**.



Agricultural Land Declines

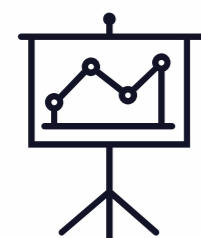
- ✓ Global agricultural land area totals about 5 billion hectares, or 38% of the global land surface.
- ✓ About one-third of this figure is used as agricultural land, while the rest is grassland and pasture.



Due to global warming and seasonal changes, **the production areas of agricultural products** are changing.



Pressure on **clean water resources** continues.



Agricultural input prices remain under pressure.

Agricultural production is at the center of a **transformation that is imperative** because it concerns all of humanity.



The continuity of the food industry will continue with **sustainable agriculture and an improved agricultural supply network.**



To Increase Productivity;

- ✓ Dissemination of digital agricultural devices
- ✓ Quality and durable seedling studies
- ✓ Food-appropriate logistics activities
- ✓ Product packaging studies
- ✓ Agricultural biomass supply is gaining importance.

Konfrut AG at a Glance

As Konfrut AG, we target to be the leading agricultural transformation company where we improve people's lives and help to conserve the planet using technology and sustainable practices.

While creating an end-to-end digital agricultural supply chain with our «Agri Sourcing Redefined» motto, we also aim to pioneer green transformation with zero waste awareness in our DNA.

- ✓ We act with our principles
- ✓ Positive Impact for All Across the Value Chain.
- ✓ Every Process on Digital, End-to-End.
- ✓ Competitive with Innovation, Scale and Efficiency
- ✓ Responsible Green Practices, Good for the Earth and Good for Business.
- ✓ Zero-Waste! In Our DNA.

A photograph of a weather station on a tripod in a field. The station includes a wind vane, a rain gauge, and a solar panel. The background shows a field with solar panels and mountains under a blue sky with clouds.

With our fully digital agricultural procurement system, we will continue to contribute together with our business partners to the future of the agricultural sector.

Strong Capital & Shareholding Structure

Konfrut Gıda

Shareholder	Share in Capital	Ratio
Döhler Gıda Sanayi A.Ş.	TL 102.442.728	77.61%
Other	TL 29.557.272	22.39%
TOTAL	TL 132.000.000	100.00%

- ✓ Konfrut Gıda has used its entire registered capital ceiling in a short period of time and hence increased its authorized share capital **5 times** to **TL 660 million** in 2023.
- ✓ On October 12, 2023 the Board of Directors has decided to increase the issued capital by 100% bonus issue to **TL 264 million**. Then, on October 19, 2023, an application was made to the CMB.

Konfrut AG

Subsidiary	Share in Capital	Ratio
Konfrut Gıda Sanayi ve Ticaret A.Ş.	TL 30.000.000	100.00%

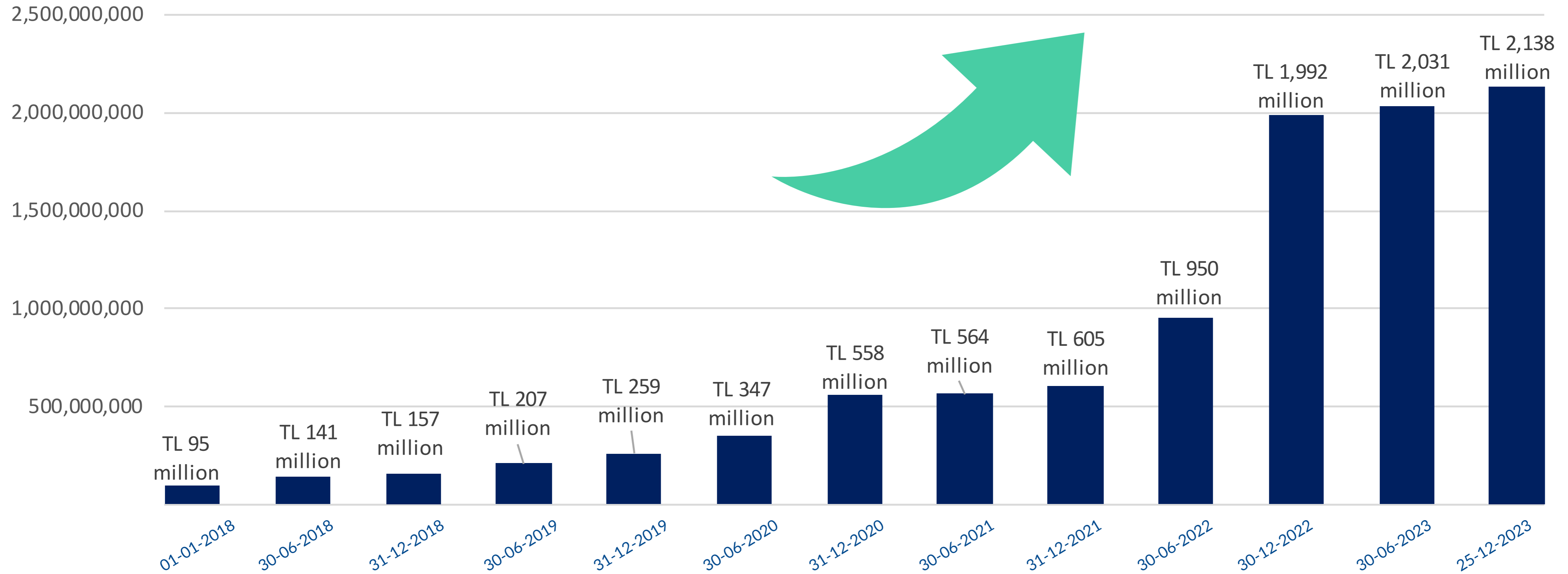
- ✓ In July 2023, Konfrut AG's issued capital increased by **200%**, all of which was funded from internal resources.



Together with our stakeholders, we will take the steps that will move our country's agriculture, which has a high growth and development potential, from traditional to new generation and we will develop together.

We have a strong financial structure thanks to the capital increases we realized from internal resources.

KONFRUT MARKET VALUE



Konfrut AG Main 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 

Agricultural Operations Management Team and Organization Chart

Konfrut AG – Board of Directors

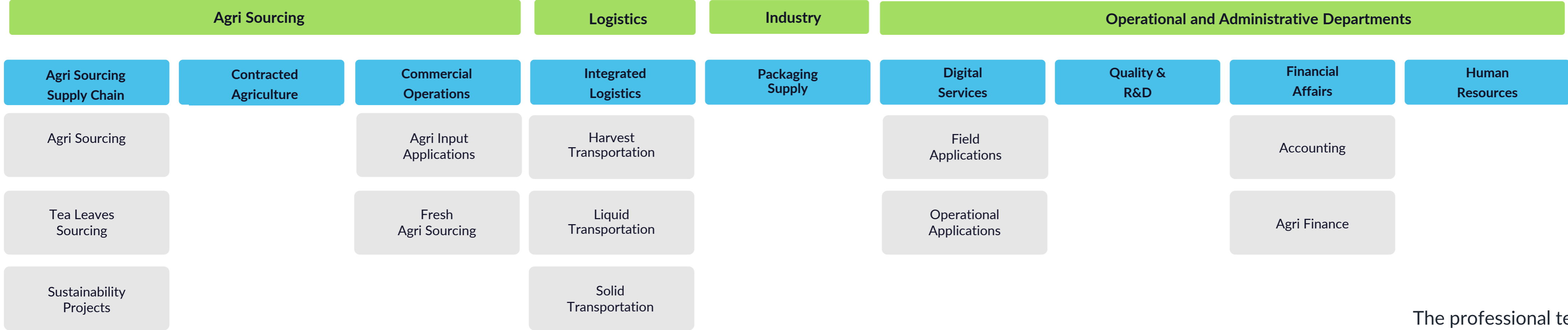
Can Aydemir
Chairman

Kerim Aydemir
Vice Chairman

Bilsay Bilge
Board Member

Yönetim Kurulu

General Manager - Burak Öztürk



The professional team of Konfrut AG has grown rapidly and reached by **101.**

Operational Highlights

Aim is to become the first end-to-end, digital agri supply chain company with zero-waste principle in its DNA.



+100 Employees
Manage field and office operations



+7000 Tons of Tea Fiber
Contribute to the circular economy, pioneer in converting agricultural waste to an economical value.



6000 da
Have realized the largest organic strawberry project in Europe.



+6000 Spot Vehicles
managing.
We have established a logistics fleet suitable for food product transportation.



210 Fiber Pools
Only company in Turkey operating special designed agricultural transportation equipment.

Operational Highlights

Achieved important success with agricultural operations in a short time.



522 K tons

Developed a supply organization that extends to every region of Turkey with a digital infrastructure.



Build a contracted farming base for strawberry, black carrot, tomato, red beet.



10 Million Seedlings

Signed an exclusive cooperation agreement with a nursery greenhouse.



40 K da / 800 Farmers

Farmers strengthened through financial, know-how and quality inputs.



52 IOT Devices

Provided digital solutions to farmers

Sustainable Agri Cooperation with Farmers



With our end-to-end new generation industrial agriculture vision, we realize sustainable agriculture in cooperation with farmers.



Pre Season

Financial support for the production

In 2023 season >750 farmers supported by pre-finance.



Input

Agricultural material support

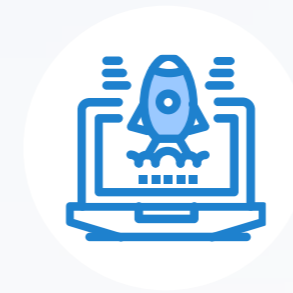
Seeds, seedlings, fertilizers, agricultural pesticide.



Agronomy Support

Technical know-how support

From soil preparation to harvest.



IoT Devices

Digital agriculture implementations

With high digitalized agricultural, drone spraying equipment and mobile traceability.



Harvesting

Modern harvesting methods

Harvesting with machinery.



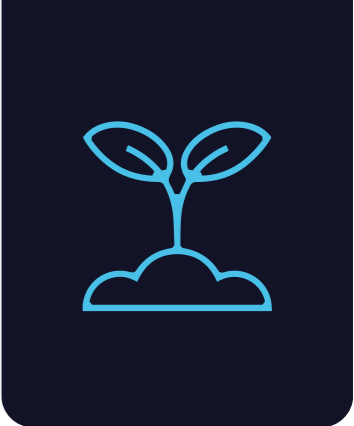
Hauling

Innovative Move: Fiber K

The harvested fruits are transported in a fiber pool called Fiber K, which is specially designed for food transportation.

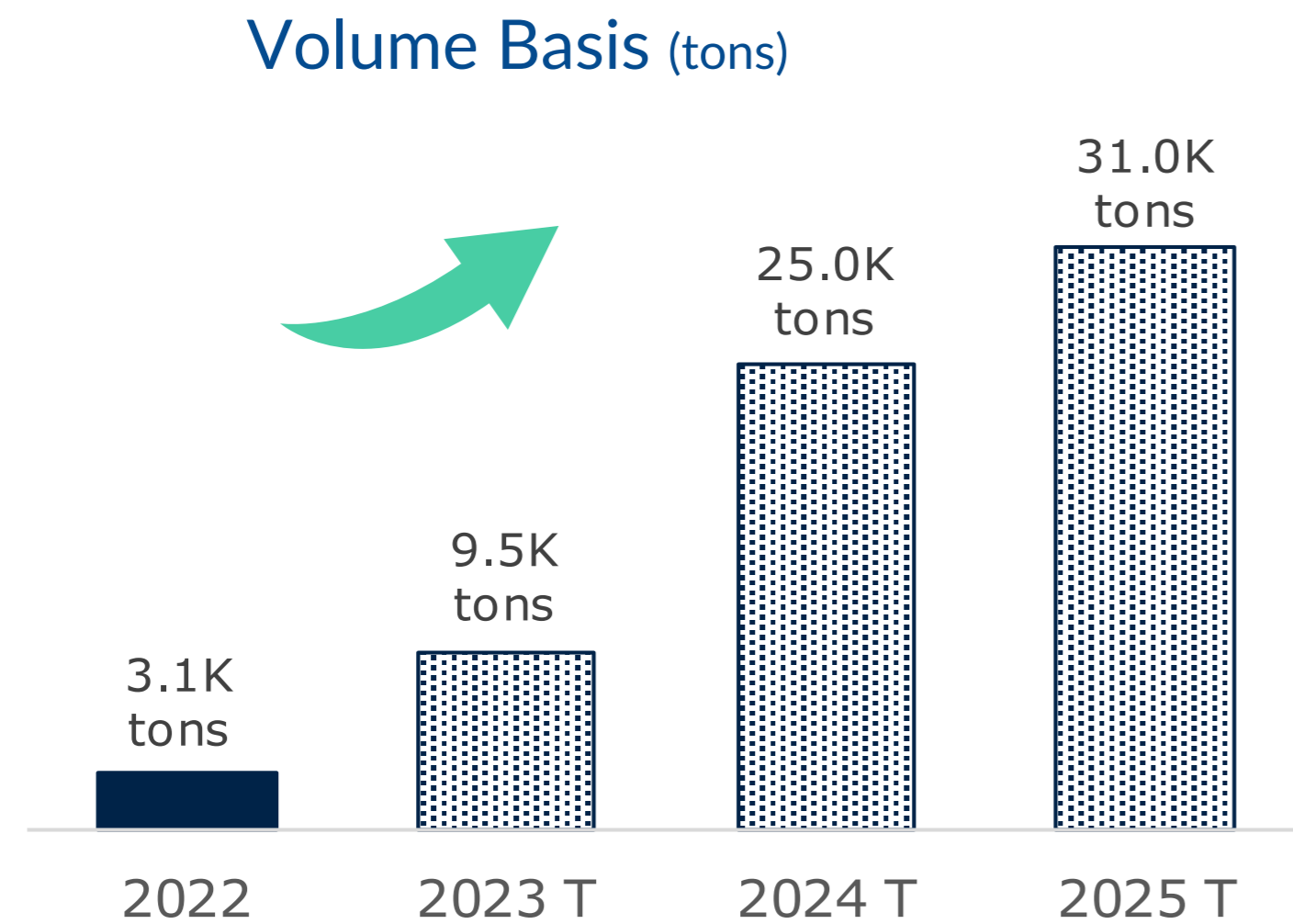
The common goal of all our operations is the creation of **direct and indirect employment** and **high value-added agricultural productions.**

Growing Operations

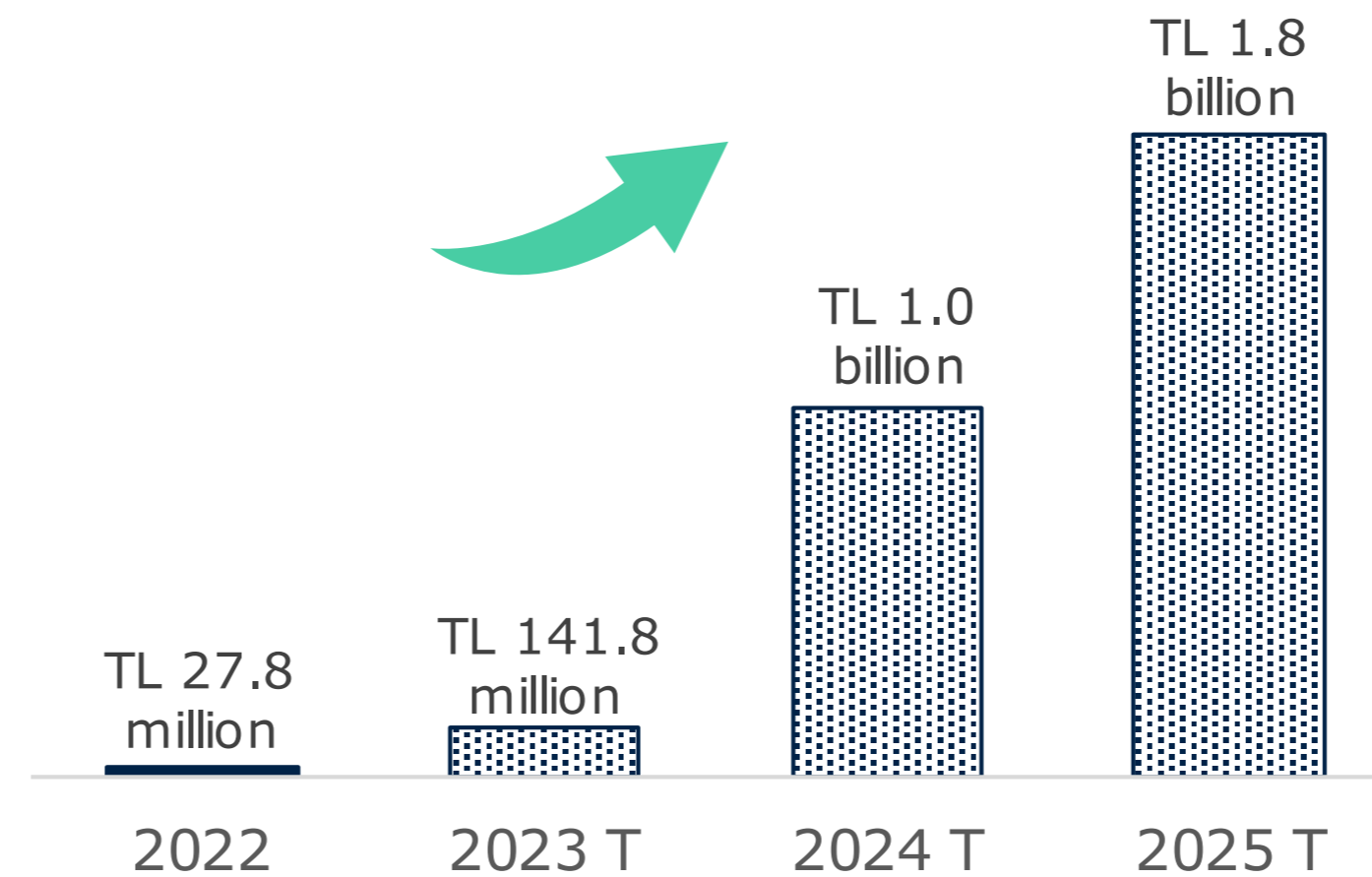


We aim to become Turkey's No. 1 brand in fresh fruit exports.

Fresh Fruit & Vegetables Sales



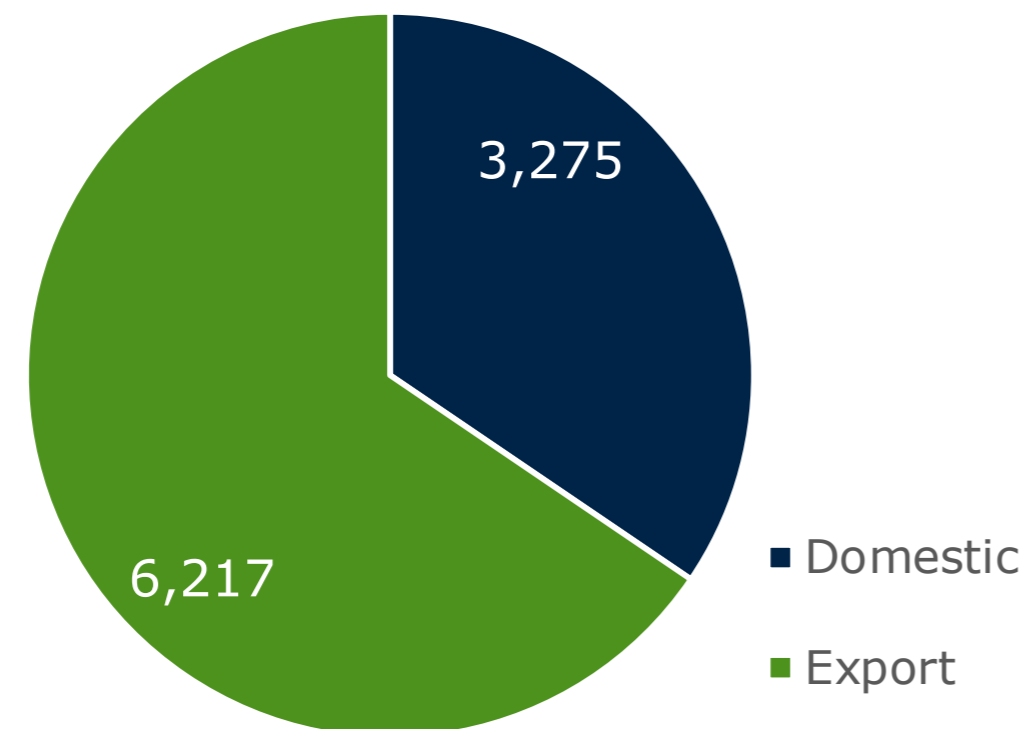
Turnover Basis



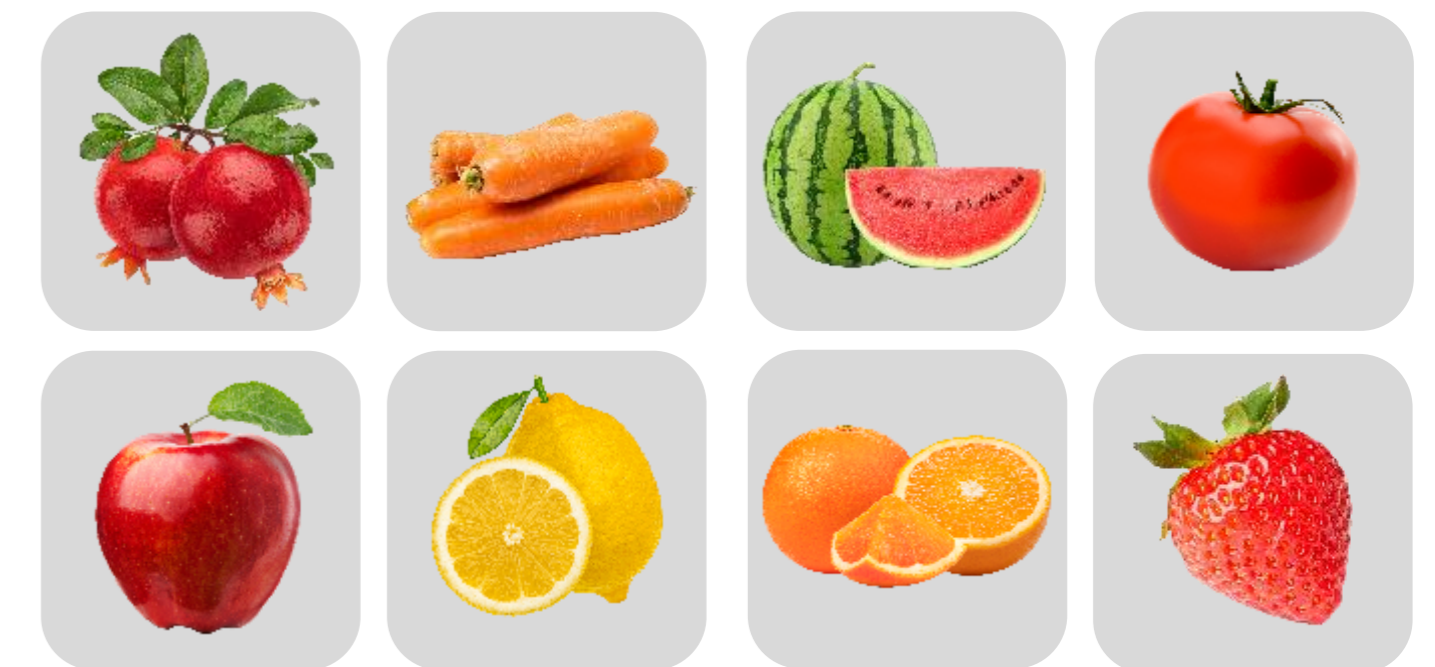
At the end of last year, we started exporting fresh fruits and vegetables with fresh pomegranate and we exported a total of nearly 6 thousand tons of fresh products to 13 different countries in a short time.

Fresh Fruit & Vegetables Trade Net Sales Distribution

Volume Basis (tons)
Year 2023 Expectation



We realize **88%** of our exports to European countries.



Wunder Fresh

Simply Wunder'ful, Naturally Delicious.

With an ambition to become a market leader in selected fresh fruits, **Wunder Fresh** brand is created.

Wunder Fresh





Growing Operations

Konfrut AG's logistics operations continue to grow, which carries out the transportation of agricultural raw materials and industrial products with its logistics fleet.

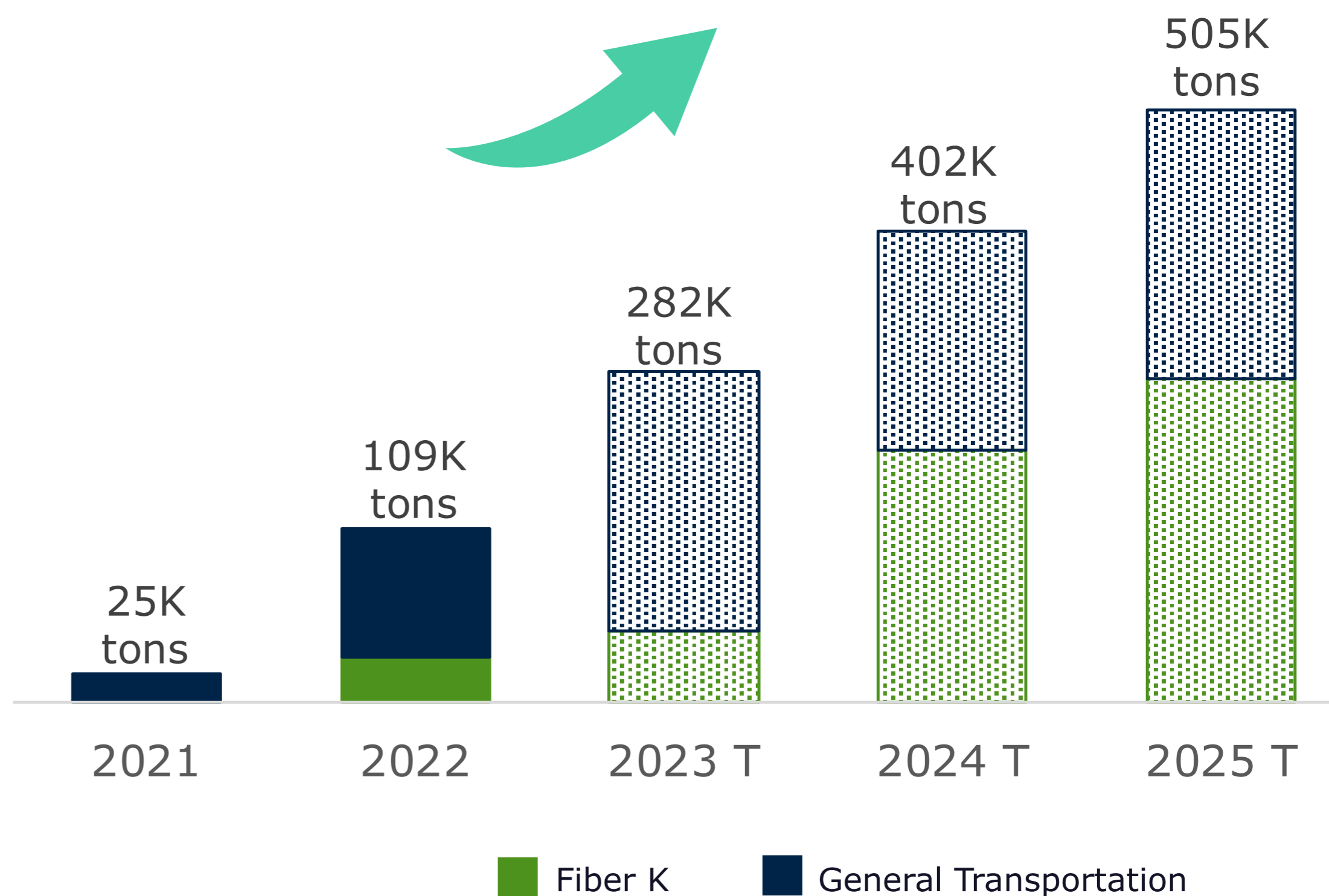
In addition to our fleet of **240 vehicles and modern agricultural equipment**, we manage the logistics fleet with rented vehicles.

In highway transportation, we have the competence to transport food domestically and internationally.

Transportation Competencies:

- ✓ Agri Sourcing Transportation – Fiber K
- ✓ Solid Transportation
- ✓ Cold Chain Transportation
- ✓ Liquid Food Product Transportation

Transportation Services Provided (by Volume)



Integrated Logistics



Fiber K: Model for Leadership in Industrial Product Transportation



Productivity



Saving Time



Digital Platform



Sustainability



Safe Shipment

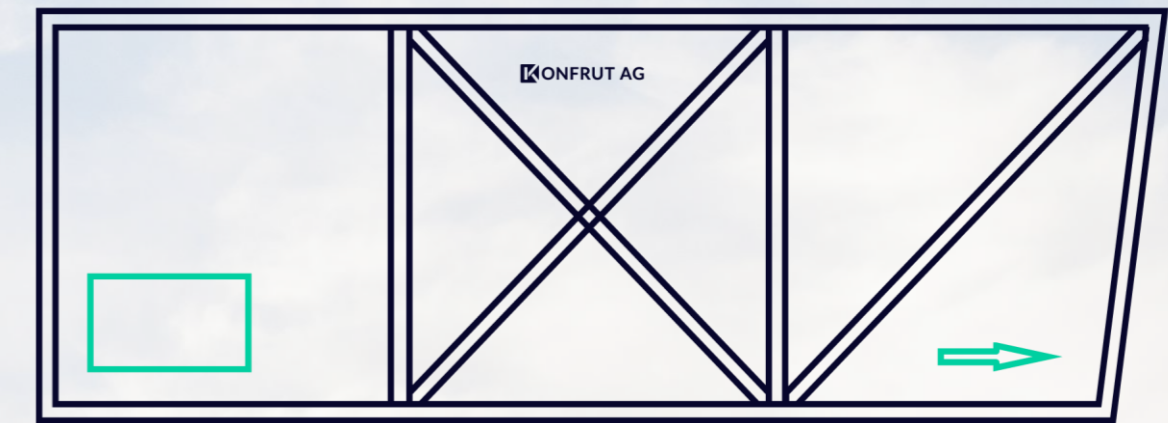
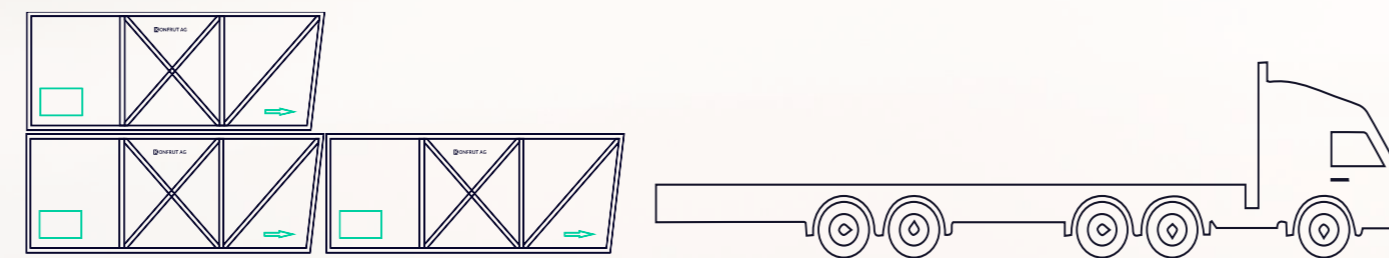
1



2



3



It is the only company in Turkey with **210** fiber pools

Growing Operations



Digital Agriculture



T-IRRIGATE
Irrigation
Optimization



T-WEATHER
Agro Station



T-TRAP
Pheromone
Trap



With **52 IoT**, we provided services to **3500** decares of agricultural land.

We are introducing modern agricultural equipment to the farmers who work with traditional methods.

Industrial Products and Services

139.900 units
Pallet sales



17K m³
The forest tender has been won.



Resources for Growth with Agriculture Vision

Sale of Konfrut Gıda Denizli Factory



We aim for sustainable growth in agriculture by using our resources effectively.

Condition of the Factory and Investment Need

In the concentrated fruit and vegetable juice manufacturing factory in Çal district of Denizli;

- The fruit processing operation creates a very intensive working capital requirement.
- In order to catch up with its competitors in the sector, it needs to renew machinery and equipment.
- The factory, which has a history of nearly 50 years, has reached its capacity limits.

Sale of Konfrut Gıda Denizli Factory

We are generating **TL 433.7 mn** resources for our agricultural operations.

The production facility in Denizli will be acquired by Döhler Gıda, the main shareholder of Konfrut Gıda, for **TL 433.7 mn**.

Transferred Assets:



Factory land and factory building



Machinery, equipment and fixtures



Human Resources:
100* employees



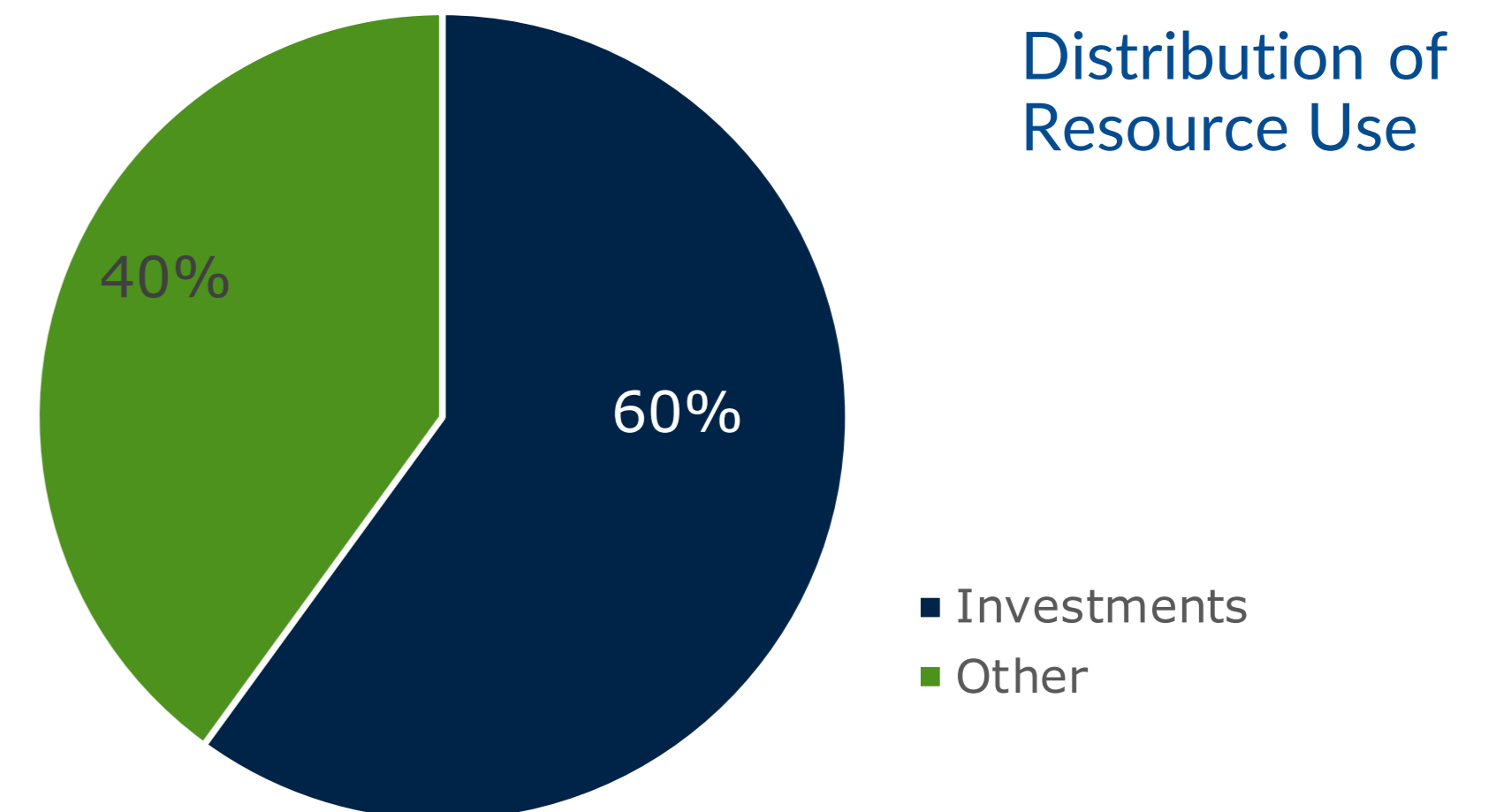
Collection of the Sale Price:

- ✓ The sale price will be paid to Konfrut Gıda upon completion of the transfer process.

The transaction is considered to be a Material Transaction and a Related Party Transaction in accordance with the Capital Markets Legislation.

* Current number of permanent staff, excluding temporary staff.

We are providing **TL 433.7 mn** of funding to our agricultural operations, which will continue to be invested in rapidly due to its high growth potential.



- ✓ Up to 60% of the income to be generated will be used for investments, while the remainder will be used for working capital needs and financial debt repayments.

Valuation Report



According to the valuation dated November 21, 2023 by Türkiye Sınai Kalkınma Bankası Gayrimenkul Değerleme A.Ş;



Property Value

TL 176.730.000

(VAT included TL 211.030.975)



Machinery & Equipment Value

TL 256.950.000

(VAT included TL 308.340.000)



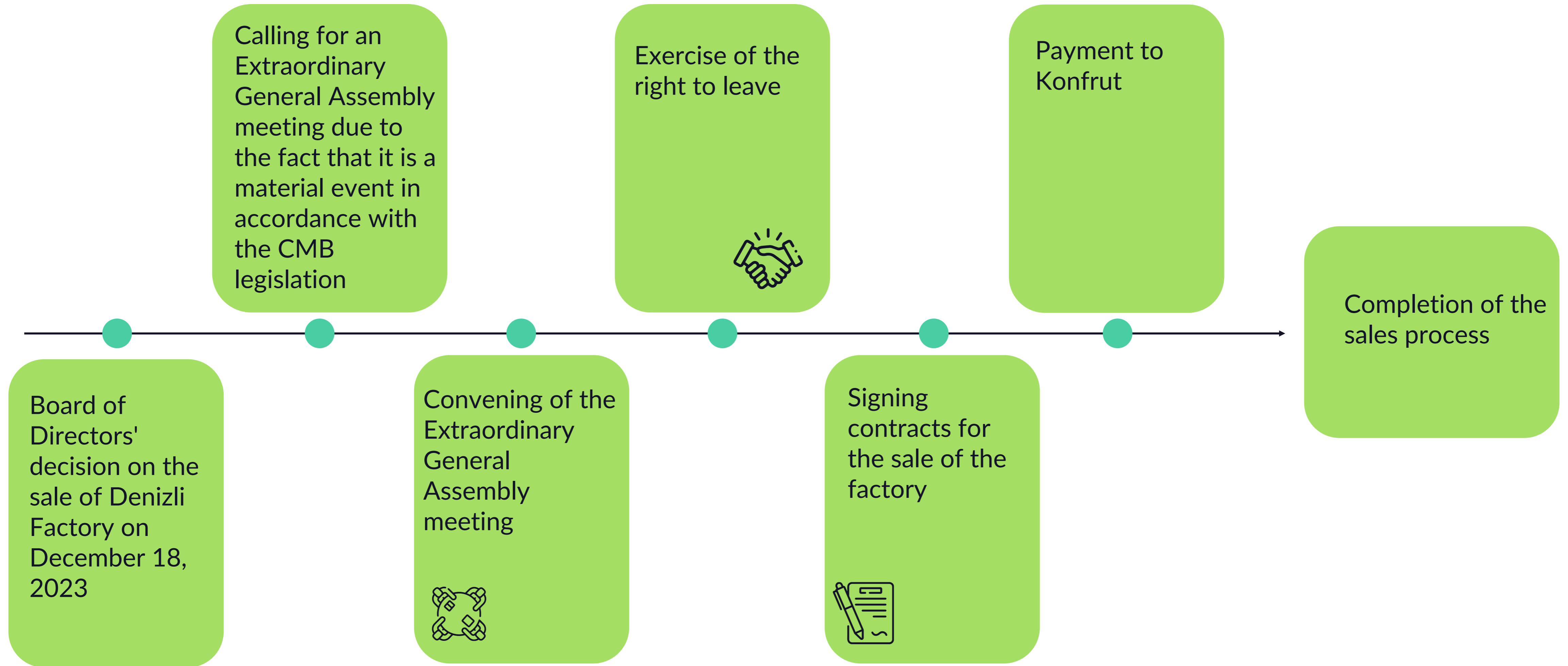
Total Value

TL 433.680.000

(VAT included TL 519.370.975)

Note: Cost and market approaches have been used in the valuation report.

Sale Process of Denizli Fabrika



Growing with Investments

We invest with the vision of new generation industrial agriculture.



In the last 2 years
TL 61 million
Logistics Investment

New Pelletizing Line Investment



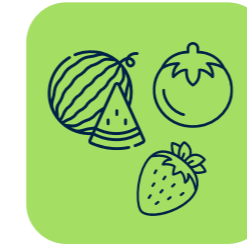
In 2022, the Tea Fiber Storage and Pelletizing Facility was established on an area of **7 thousand square meters** in Iyidere district of Rize.



In 2023, an additional investment of **TL 15 million** was made for the facility.



With the investments, the capacity of the facility was increased to **12,500 tons**.



We are expanding our logistics fleet!

In 2022, investments of **TL 38.6 million** were made in tow trucks, fiber pools specially designed for fruit and vegetable transportation and refrigerated trailers.



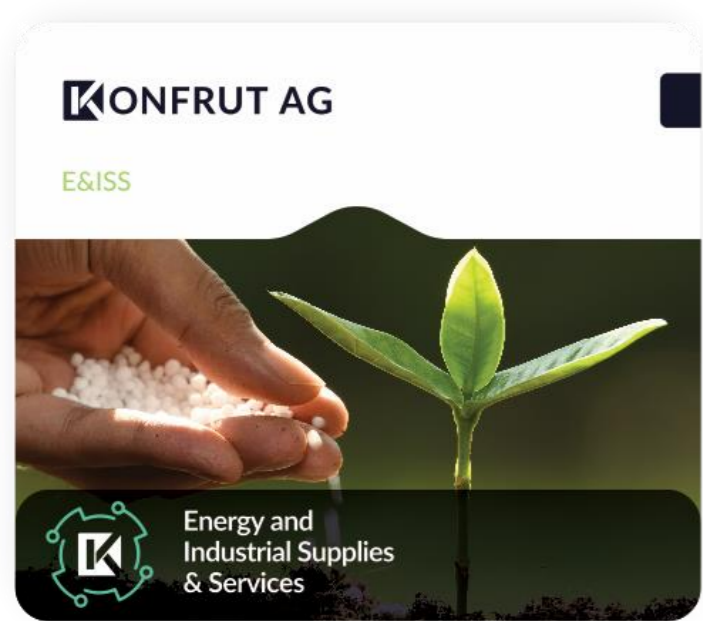
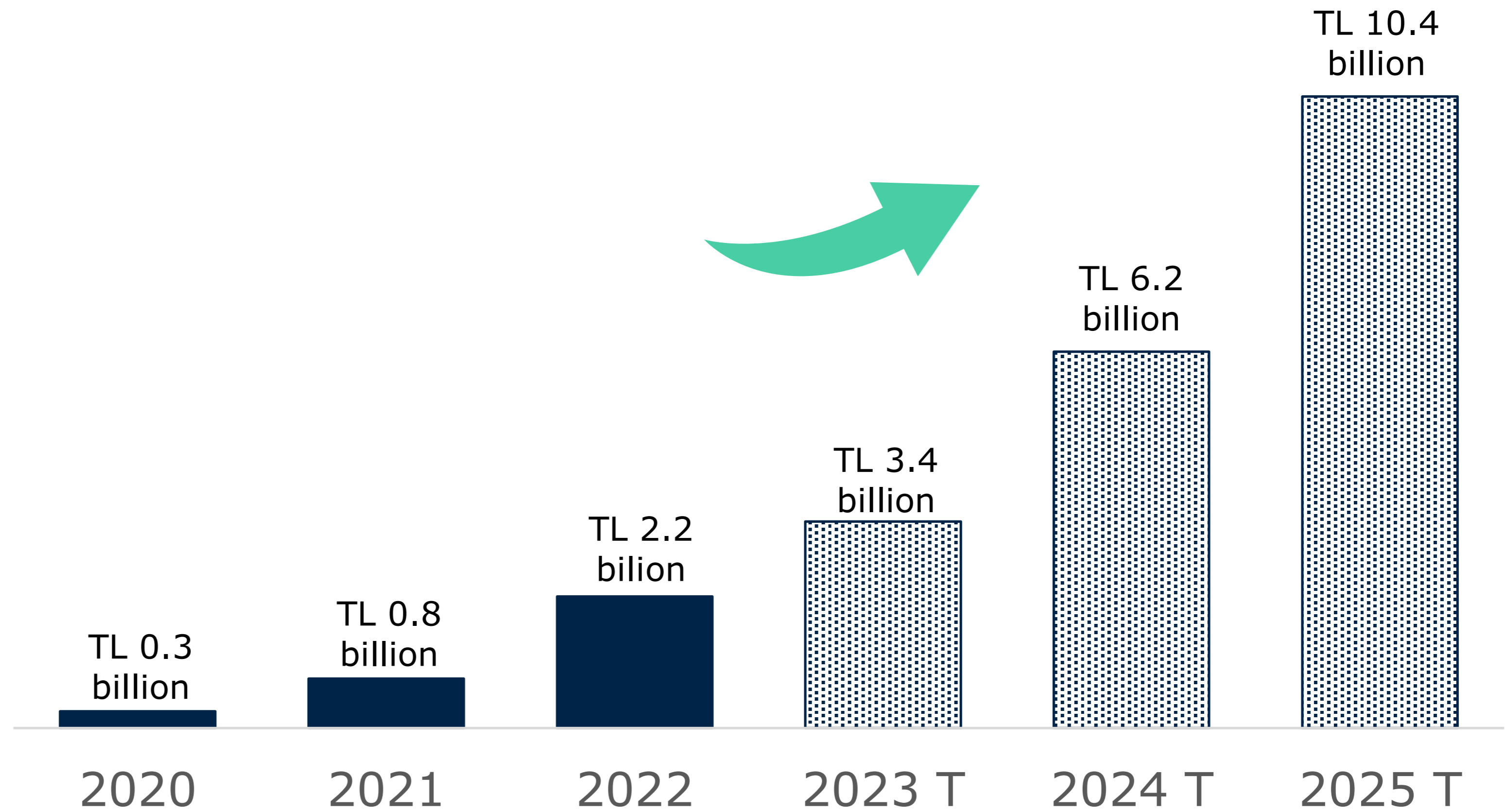
In 2023, investments in this area continued with an additional **TL 22 million**.

Konfrut AG is the only company in this field **with more than 200 fiber pools.**



Sales Development

Konfrut Sales Development (Consolidated)



The Future of Konfrut

Journey to leadership in agriculture and agriculture-based industry



We are rapidly moving towards the top in fruit exports

Growth in Fresh Fruit and Vegetable Trade

The company's fresh fruit exports, which started with 315 tons in 2022, reached 6,217 tons in 2023 and are expected to exceed 20 thousand tons in 2025.

Fresh Fruit and Vegetable Packaging Investment

Packaging investments will be made to develop the necessary infrastructure for packaging fresh fruits and vegetables and exporting them to EU countries.



Aiming to be the leader in next generation industrial agriculture transportation

With our investments, we will increase our Fiber K pools and pioneer the transportation of agricultural products in the most accurate and economically.



We transform the zero waste principle in our DNA into sustainable energy

Green Energy

Biomass energy input will be supplied to the green energy sector by collecting unusable waste from the agricultural sector.



Konfrut will bring a new vision to agriculture with the investments and will continue its leadership in industrial agri sourcing with fresh fruit trade and agricultural logistics.



QUESTION & ANSWER SECTION

Turkey's largest industrial fruit buyer is also on its way to be the Turkey's largest fresh fruit exporter.

