

PINAR ET

FINANCIAL PRESENTATION
2021



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155 THOUSAND SALES POINT

PURCHASING SPREAD ACROSS **6** REGIONS

36

years of
Sectoral Experience

Slaughtering And Processing Capacity

102

thousand
cattles

408

thousand
small cattles

1.8

million
small cattles

First private
enterprise
integrated
meat facility

Production in
accordance with
Turkish Food
Codex and EU
standards

Backward
integration in
turkey

Approximately
350 products in
8 categories

50 thousand m² indoor
259 thousand m² outdoor
Production in the field

33,329

Sales
Tonnage

54

New
Products

74

million TL
Investment

1,117.6

million TL
Turnover



185.1

million TL
Gross Profit

146.9

million TL
Net Profit

4.1

billion TL
Processed
Meat
Products
Market Size

75.5

million
Number of
animals in
Turkey
(TURKSTAT)

Revenue Shares in
Processed Meat Products is
17.7%
in Turkey (Nielsen, except BIM)

823 Number of Employees



2021 FINANCIAL PERFORMANCE

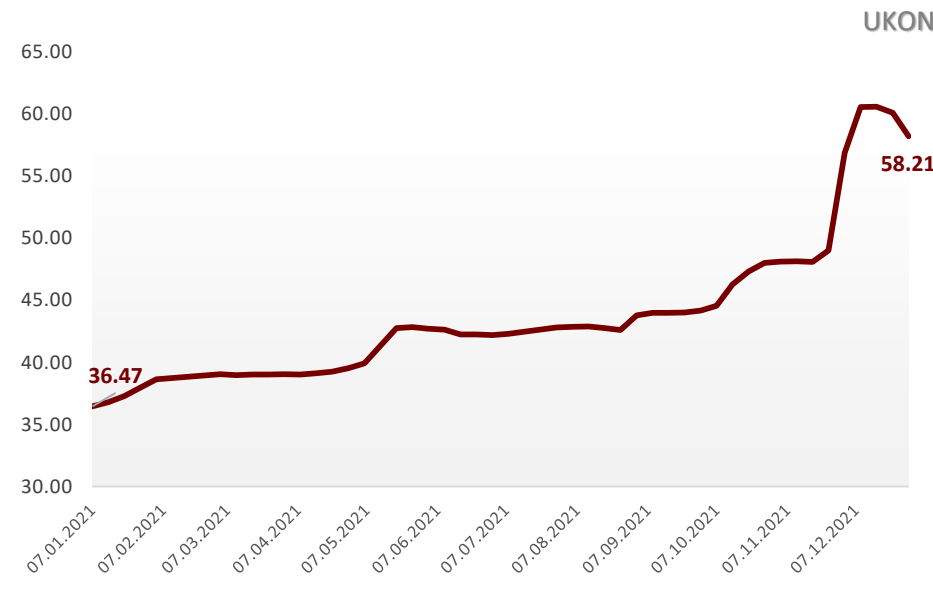
(Million TL)	01.01.2021-12.31.2021	01.01.2020-12.31.2020
Net Sales	1117.6	841.3
Gross Profit	185.1	144.3
Gross Profit Margin	0.166	0.171
Net Profit	146.9	95.3
Net Profit Margin	0.131	0.113

(Million TL)		
Shareholder's Equity	1302.7	781.3
Assets	1839.2	1107
Total Liabilities/Equity Ratio	0.41	0.42

PRODUCTION AND COST

- Continuing increases in international agricultural commodity and food prices, food inflation increased significantly at the end of the year. In December 2021, red meat prices increased by 47.2%, white meat prices increased by 70.2% and processed meat products increased by 49.9%. (CBRT- Inflation Report)
- Agricultural inputs such as fertilizers and feed, which are highly sensitive to exchange rates, have increased in prices together with supply constraints, and the effects of these developments have been felt throughout the food group, especially red meat and white meat. (CBRT- Inflation Report)

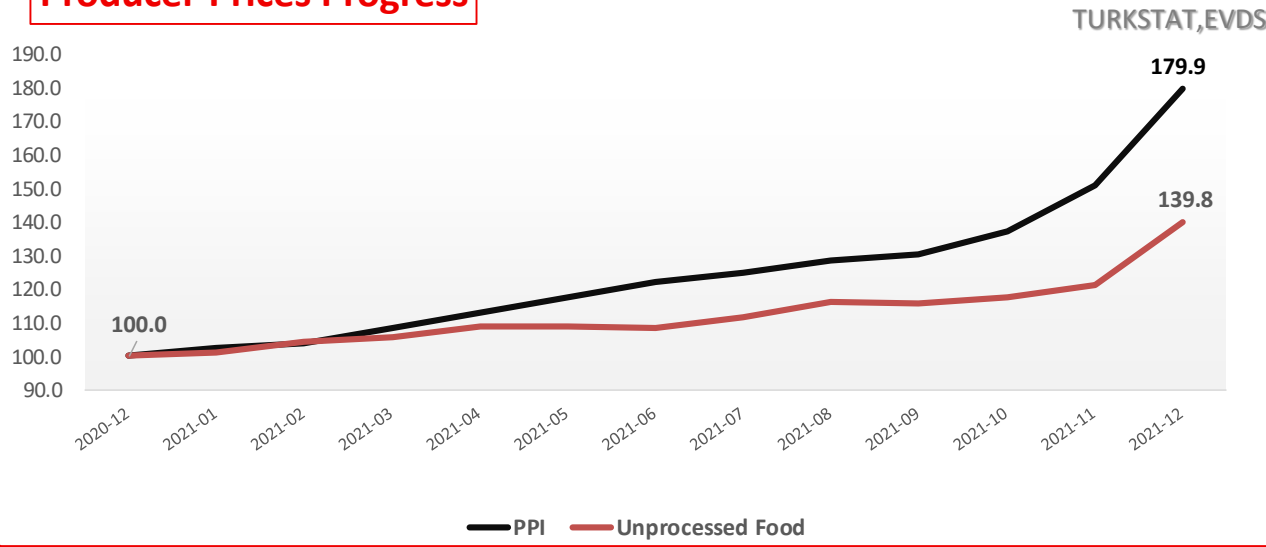
Beef Fat Free Price Change (TL/KG)



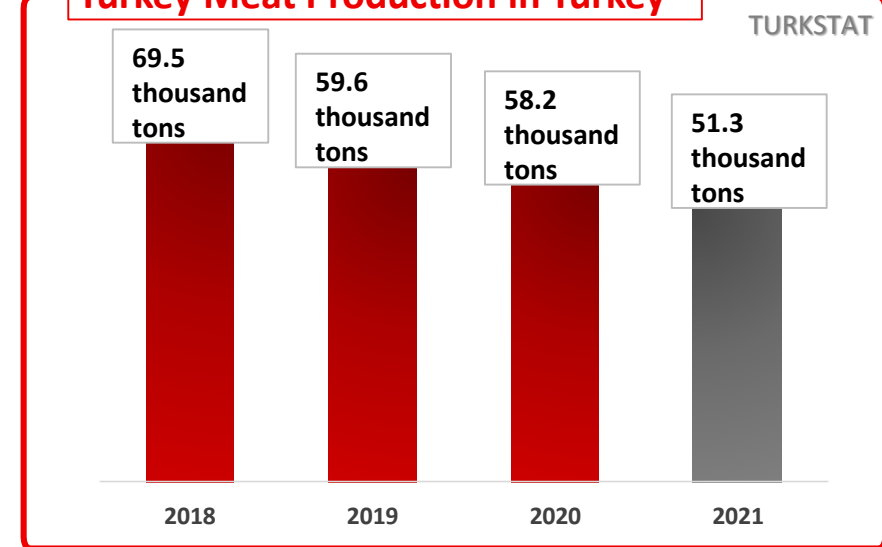
- The average red meat prices increased by %59.6 in 2021, YoY (UKON, Fat Free Beef Knife TL / KG).
- In 2021, a total of 297,072 animals, including 261,688 cattle and 35,384 small cattle, were imported. In 2020, this figure was 473,062. (SETBIR)

MEAT INDUSTRY

Producer Prices Progress



Turkey Meat Production in Turkey

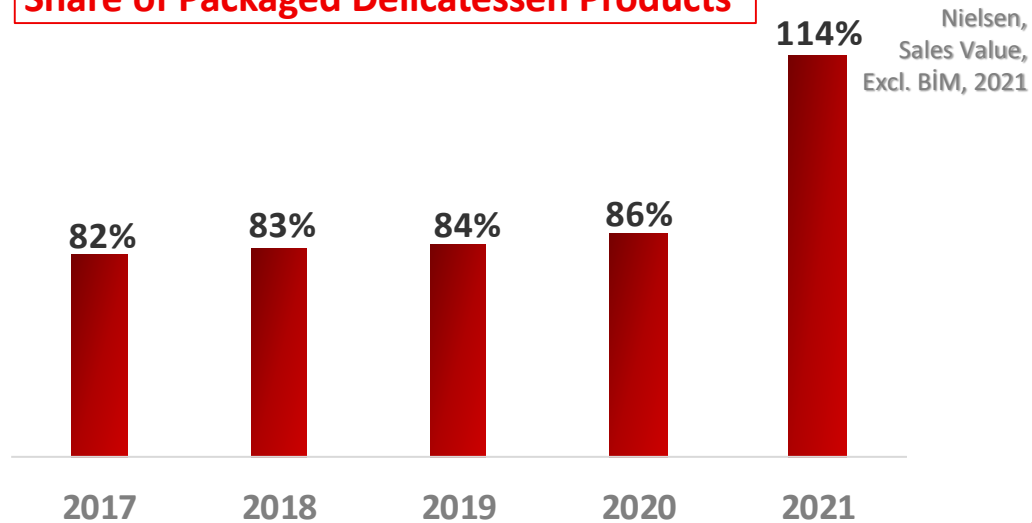


- According to the latest announced data; by the end of 2021, **the total number of animals** increased by 4.5% compared to December 2020 and amounted to **75.5 million heads** (TURKSTAT, Animal Production Statistics, December 2021).
- The number of **cattle** decreased by 0.7% compared to December 2020 and reached **18 million 36 thousand** and the number of **small cattle** increased by 6.3% compared to December 2020 and reached **57 million 519 thousand** (TURKSTAT, Animal Production Statistics, December 2021).
- The number of **turkeys slaughtered** until the end of year was **5,170,017** and **turkey meat production** was **51,3 thousand tons** (TURKSTAT, Poultry Production, December 2021).

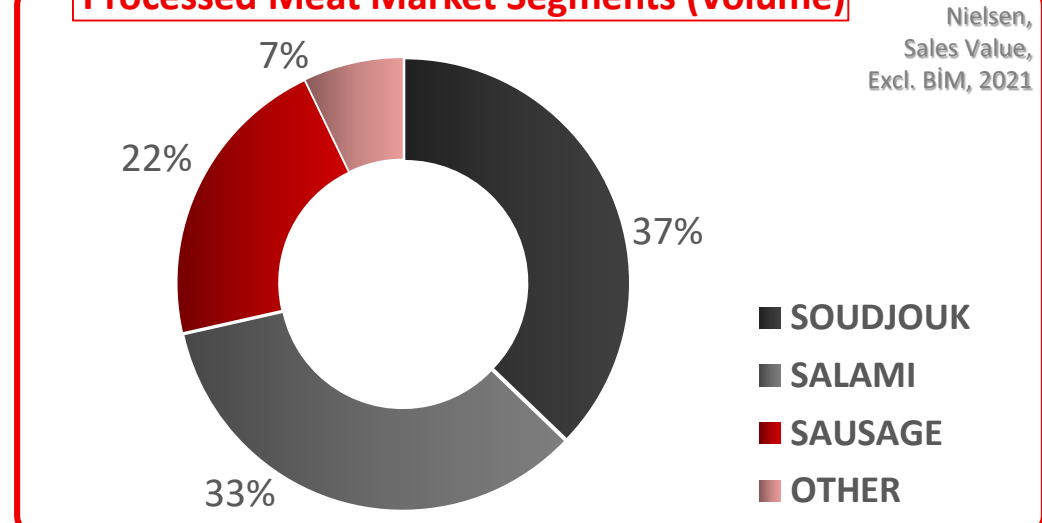


CONSUMPTION AND MARKET

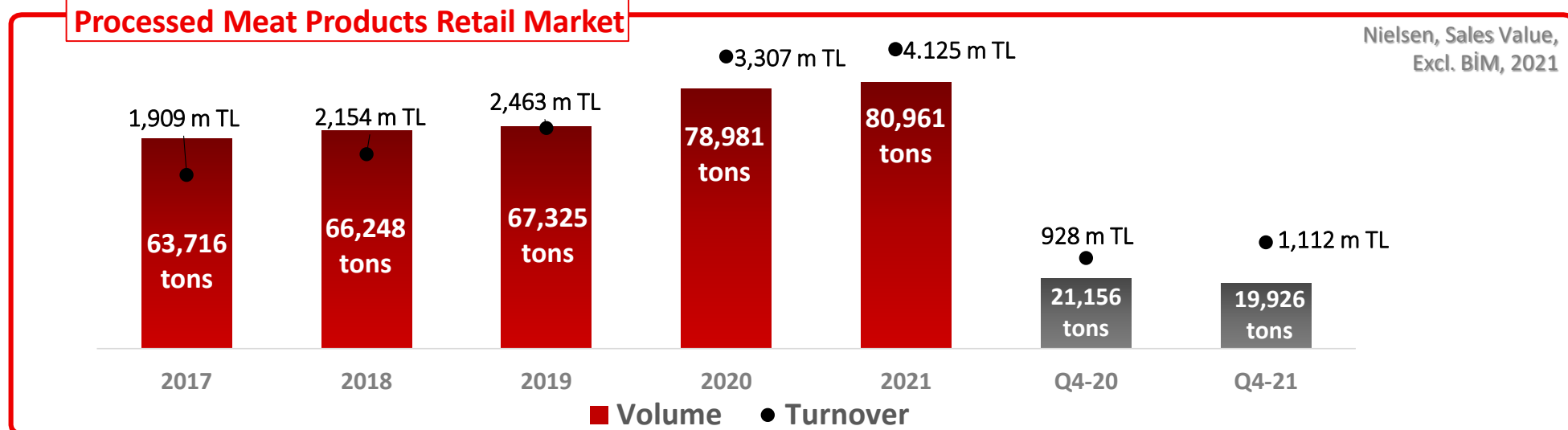
Share of Packaged Delicatessen Products



Processed Meat Market Segments (Volume)



Processed Meat Products Retail Market



MARKET DYNAMICS



Pinar Et and Competitors

Nielsen, Sales Value, Excl. BİM, 2021



Market Shares of Pinar Et

Nielsen, Sales Value,
Excl. BİM, 2021

Products	Market Share
Total Processed Meat	17.5%
Salami	39.8%
Sausage	31.7%
Soudjouk	7.4%

- Pinar Et maintains its **leadership** in many categories.
- In 2021, , Pinar Et's turnover share in **the total processed meat market is 17.50%** (Nielsen, 2021, Excl. BİM).

MARKET POSITION



- **100% Plant-Based Planty Power Burger**, meets with consumers in many countries of the world, especially in America, England, Germany and Gulf countries besides the Turkish market. This new vegan burger stands out because it contains sunflower and coconut oil and has high vegetable protein.

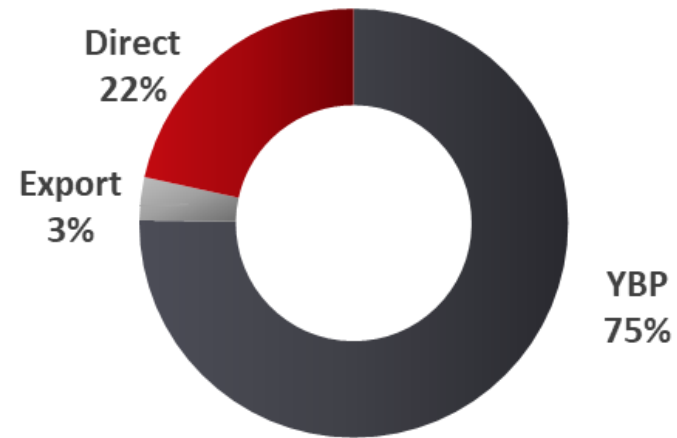
- Pinar Et participated in the **Anuga Fair** that was the world's largest food and beverage fair, held in Cologne, Germany, between 9-13 October 2021, it presented plant-based frozen products produced in special packages for the EU other new products to its visitors.
- Pinar Et, which is both a participant and a sponsor in many congresses on fields such as R&D, sustainability and marketing in the food industry, also supports events that support the development of culinary, gastronomy and culinary culture in Turkey. Pinar Et participated ;
 - **7th Sustainable Food Summit,**
 - **5th Aegean Economic Forum,**
 - **Sustainable Consumption of Food, Role of Stakeholders in Creating Behavior Change in Consumers Effectiveness.**



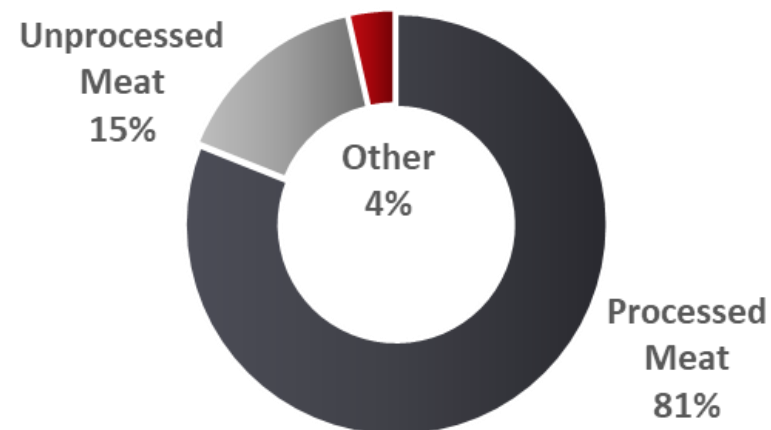
NET SALES BREAKDOWN



Based on
Product
Groups



Based on
Sales
Channel



INCOME STATEMENT

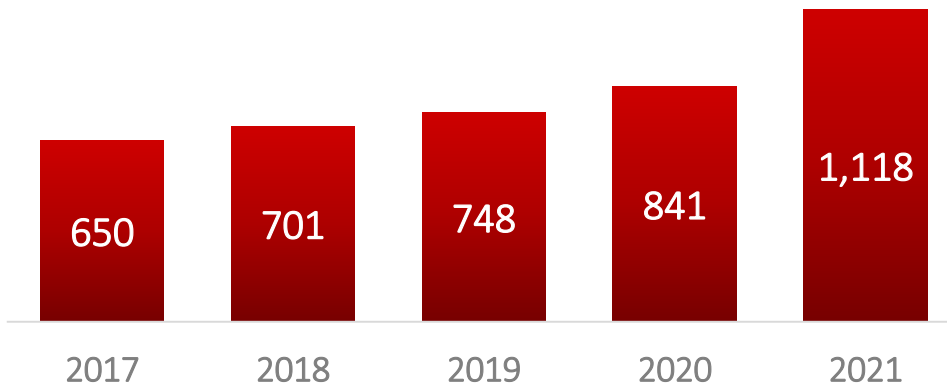
(Million TL)	01.01.21 12.31.2021	01.01.20 12.31.2020	Difference	Change
Net Sales	1,117.6	841.3	276.2	32.8%
Cost of Goods Sold	(932.4)	(697.0)	(235.4)	33.8%
Gross Profit	185.1	144.3	40.8	28.3%
R&D Expenses	(4.6)	(3.4)	(1.2)	35.0%
Sales, Distribution and Marketing Expenses	(60.6)	(39.0)	(21.6)	55.4%
General Administration Expenses	(31.7)	(26.8)	(4.9)	18.5%
EBIT	88.3	75.2	13.1	17.5%
EBITDA	114.3	96.4	17.9	18.5%
Shares of Results of Investments in Associates	44.9	23.0	21.9	94.9%
Other Expenses (Net)	42.9	9.4	33.6	357.7%
Financial Expenses (Net)	(28.5)	(5.9)	(22.6)	383.3%
Profit Before Tax	147.7	101.7	46.0	45.2%
Tax	(0.8)	(6.4)	5.6	-88.1%
Net Profit for the Period	146.9	95.3	51.6	54.1%

Other expenses (net) is calculated by netting out income/expense from main activities and income/expense from investment activities.

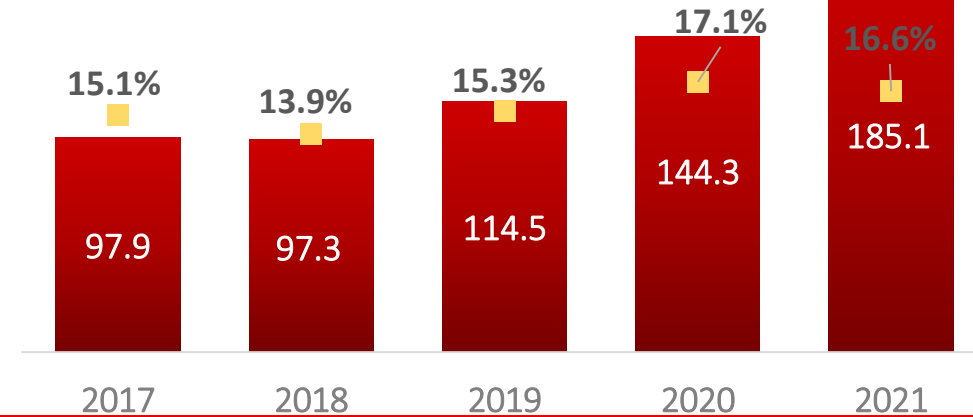
SALES AND PROFITABILITY - ANNUALLY

Net Sales

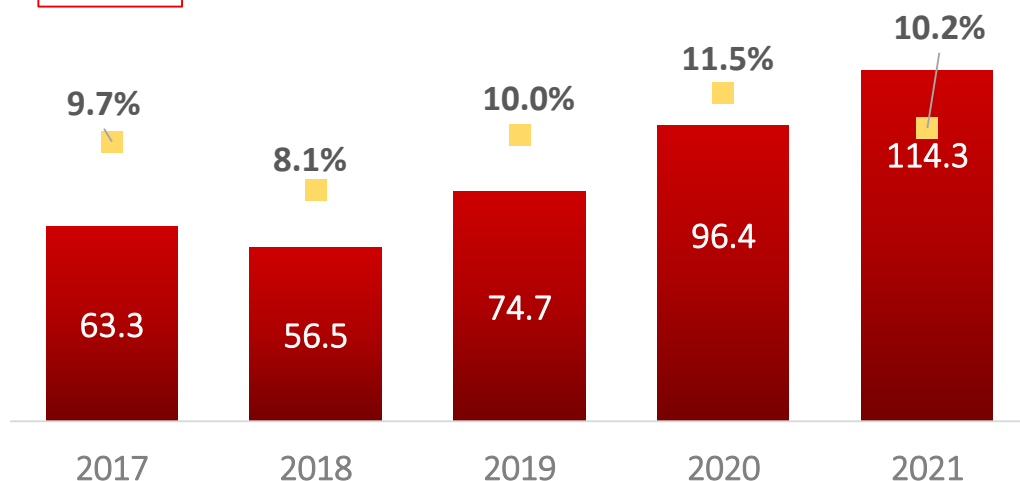
million TL



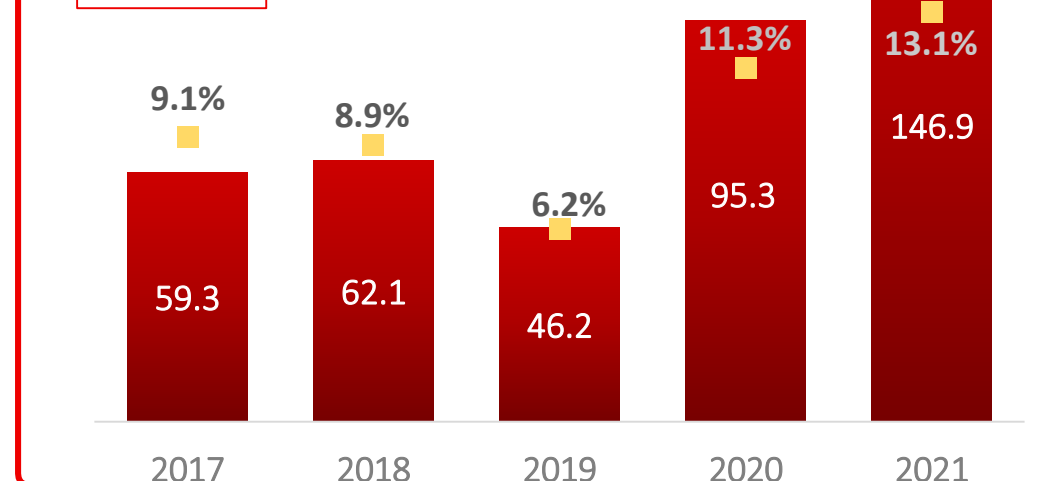
Gross Profit



EBITDA



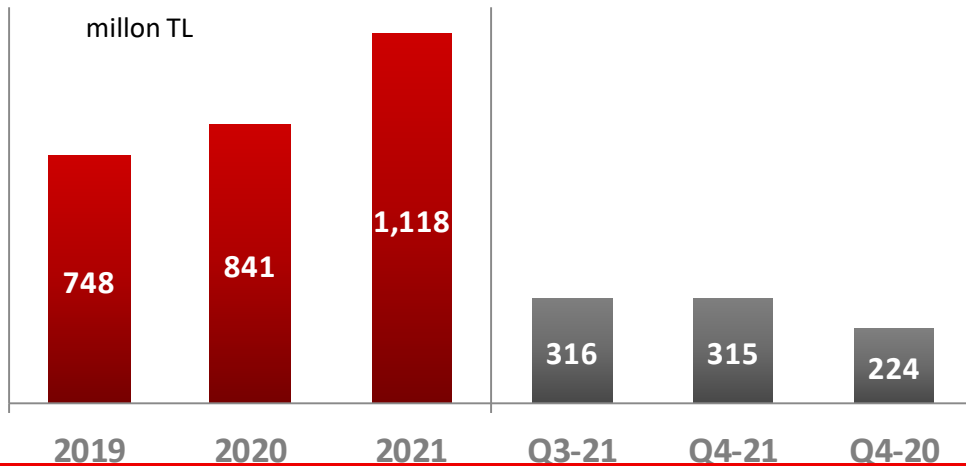
Net Profit



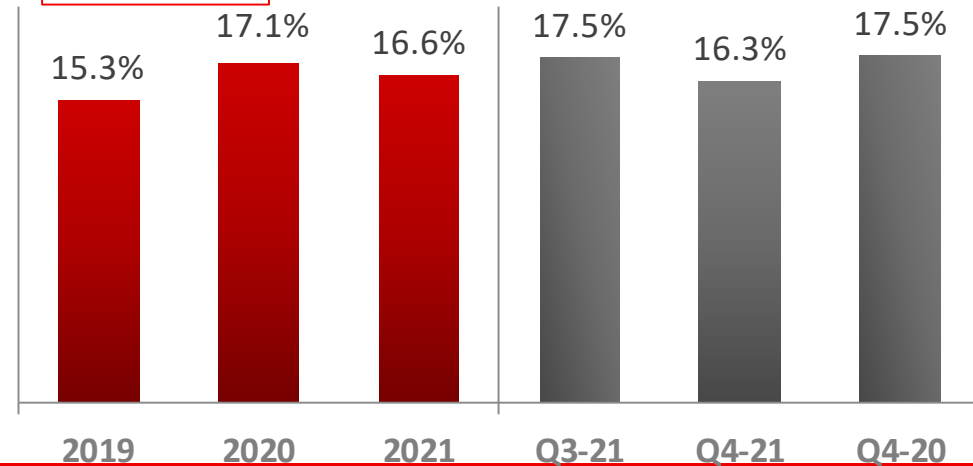
EBITDA is calculated by adding depreciation and provisions for severance pay (in operating expenses) to operating income, excluding other income /expenses.

SALES AND PROFITABILITY - QUARTERLY

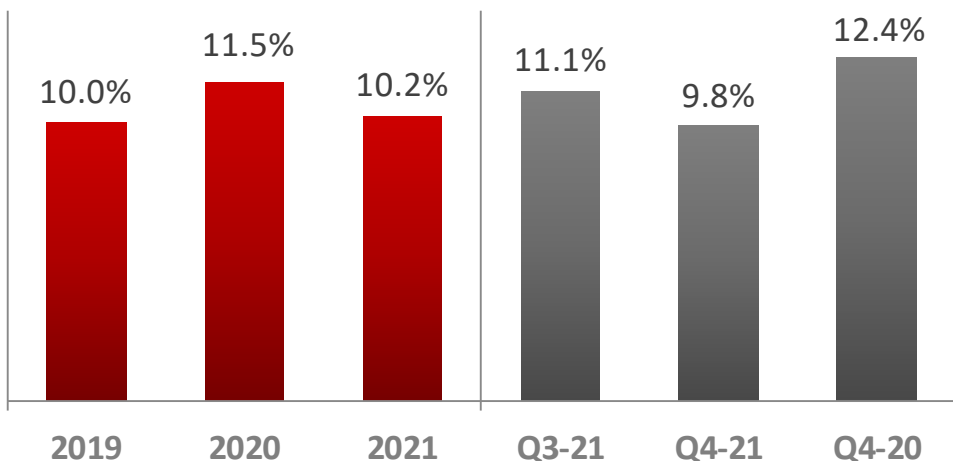
Net Sales



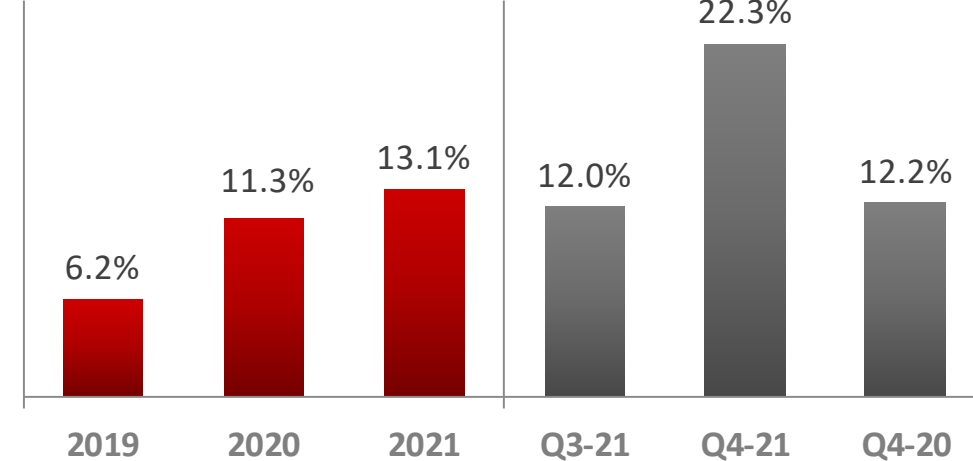
Gross Profit



EBITDA



Net Profit



EBITDA is calculated by adding depreciation and provisions for severance pay (in operating expenses) to operating income, excluding other income /expenses.



FINANCIAL RATIOS

	2017/12	2018/12	2019/12	2020/12	2021/12
Current Ratio	1.61	1.65	1.73	1.65	1.36
Leverage Ratio	0.23	0.24	0.23	0.29	0.29
Current Borrowings/Total Borrowings (Fin.)	1.00	1.00	0.95	0.16	0.78
Net Fin. Borrowings/EBITDA	0.05	0.07	-	0.28	1.09
Net Fin. Borrowings/Equity	0.01	0.01	-	0.03	0.10
Return on Equity (ROE)(%)	12.89	11.77	7.65	12.20	11.28

INVESTMENTS

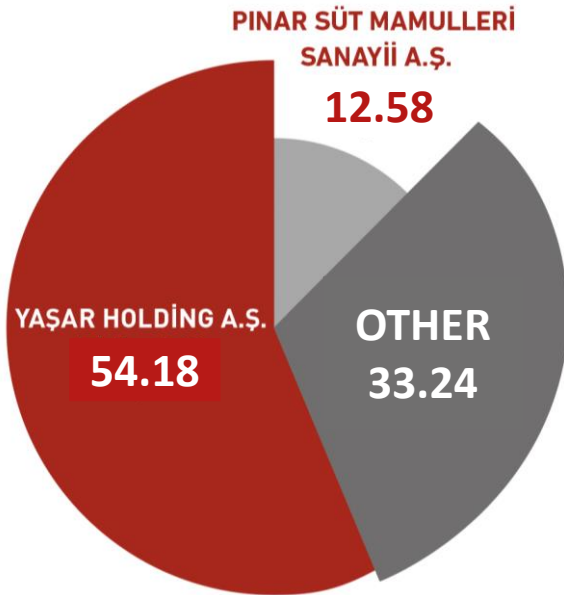
	2017	2018	2019	2020	2021
Capital Expenditures	17.9 m TL	28.9 m TL	10.4 m TL	30.3 m TL	74.0 m TL



OWNERSHIP STRUCTURE



SHAREHOLDING STRUCTURE OF PINAR ET (%)



Shareholder	Share Rate (%)	Share Amount (TL)
YAŞAR HOLDİNG A.Ş.	54.18	23,476,894.71
PINAR SÜT MAMULLERİ SANAYİİ A.Ş.	12.58	5,451,752.25
OTHER	33.24	14,406,353.04
TOTAL	100.00	43,335,000.00

Borsa Istanbul Symbol: **PETUN**

Market in Borsa Istanbul: **Main Market**

First Transaction Date: **February 3, 1986**

Corporate Governance Rating: **9.36**

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