



# Pinar Süt

Financial Presentation  
2021-Q1

## PINAR SÜT AT A GLANCE



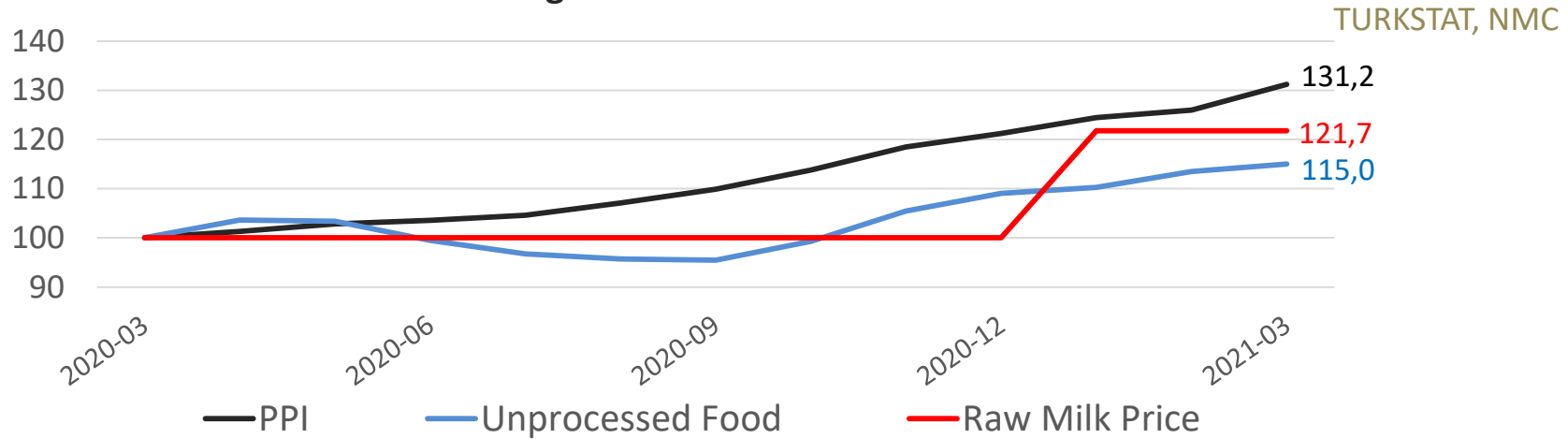
## HIGHLIGHTS

**556.0**million TL  
Net Sales**9.7%**Turnover  
Growth**32.6**million TL  
Net Profit**9.3**million TL  
Export Turnover**7.8**million TL  
Investment**1,164**AVERAGE NUMBER  
OF EMPLOYEES

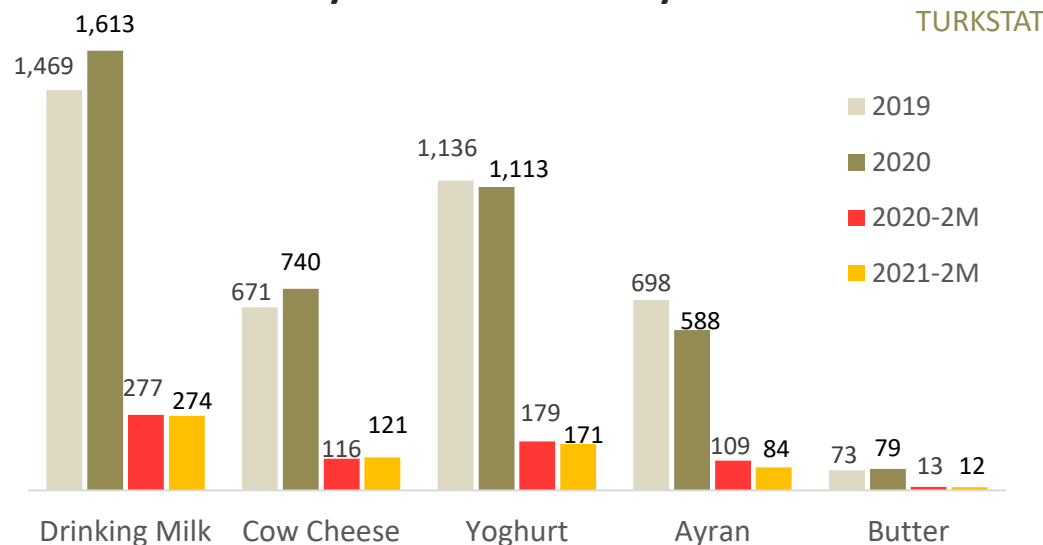
- Annual inflation in the food and non-alcoholic beverages group fell from 20.6 percent to 17.4 percent in the first quarter. The affirmative course of fresh fruit and vegetable prices was instrumental in the decline in food inflation. On the other hand, food prices excluding fresh fruits and vegetables remained at high levels due to the increase in international commodity prices.(CBRT-Inflation Report 2021-II)
- Drinking milk production increased by 10%, cow cheese production by 10%, butter production by 7% , YoY (TURKSTAT).
- Pinar Süt was chosen as the "Most Reputable of the Year" in the still beverages sector with the votes of the public at The ONE Awards 2020, organized in cooperation with Marketing Turkey and market research company Akademetre.
- "Dengede Kal, Sağlıkla Kal!" of advertising campaigns were carried out for Pinar Denge Lactose-Free product family and Pinar Denge Vitamin D Milk.

## PRODUCTION AND COST

### Inflation and Raw Milk Prices Progress



### Production of Dairy Products in Turkey

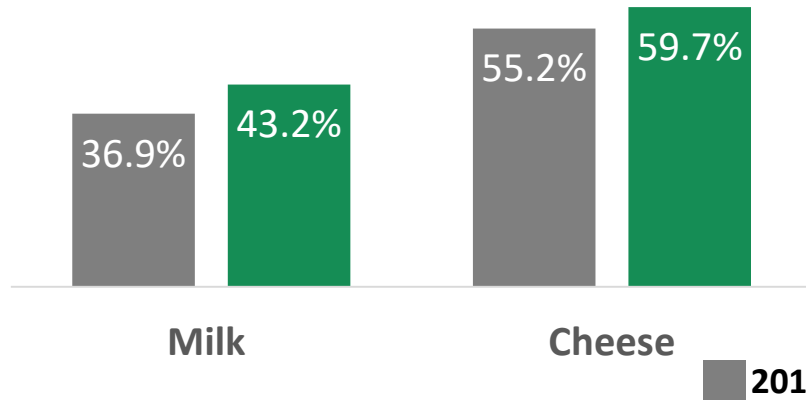


- The price per liter of raw milk determined by the National Milk Council, which was **2.30 TL** during 2020, was increased to **2.80 TL**, effective from the beginning of 2021.
- According to recent data, 32.0 million animals milked and milk production in Turkey was realized as 23.0 million tons (TURKSTAT, 2019).

# MARKET DYNAMICS

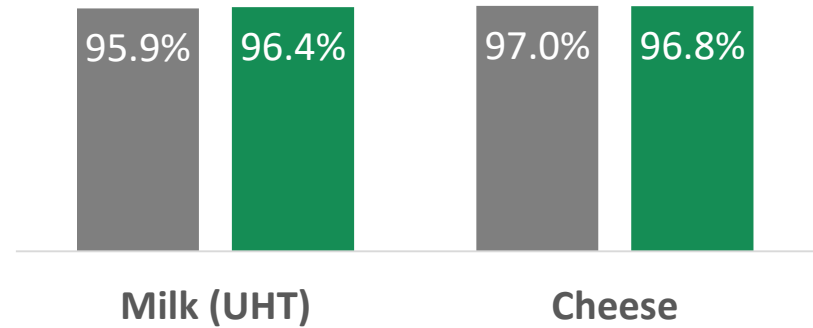
## CONSUMPTION AND MARKET

Amount Share of Packaged Products



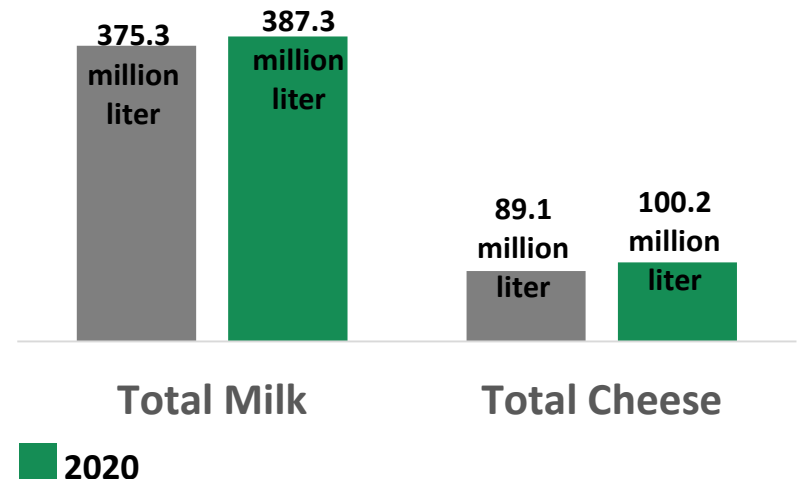
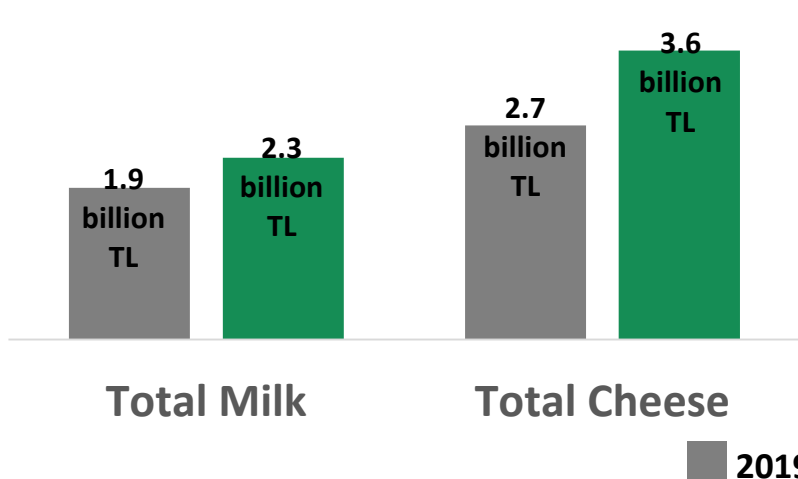
Penetration of Packaged Products

IPSOS



Total Milk and Total Cheese Turnover and Volume

Nielsen, Exc. Discount Markets



# MARKET POSITION

## Market Shares Based on Products

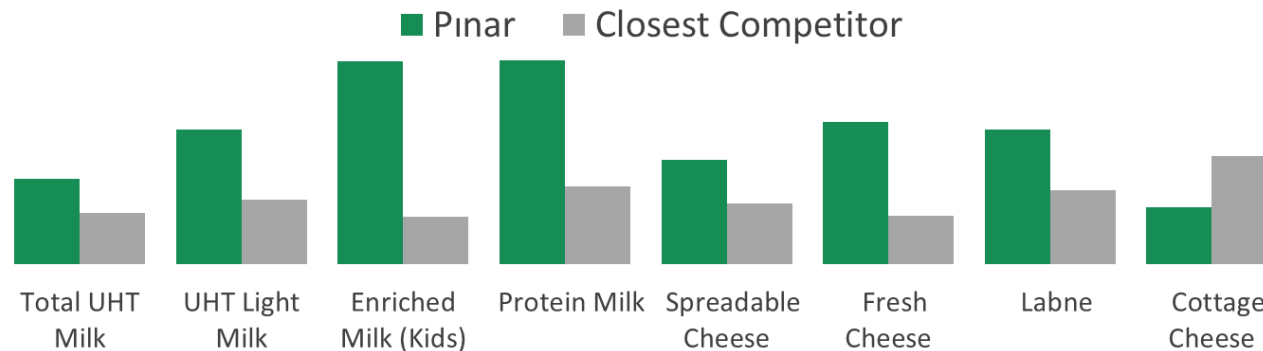
Nielsen, Exc. D.M.

Product	Share	Position
Total UHT Milk	28.6%	1#
UHT Light Milk	45.4%	1#
Enriched Milk (Kids)	68.3%	1#
Protein Milk	68.8%	1#
Total Cheese	11.7%	3#
Spreadable Cheese	35.0%	1#
Fresh Cheese	47.9%	1#
Labaneh	45.2%	1#
Cottage Cheese	19.1%	2#
Kefir	7.1%	4#

- “Dengede Kal, Sağlıkla Kal!” of advertising campaigns were carried out for Pınar Denge Lactose-Free product family and Pınar Denge Vitamin D Milk.



## Pınar Süt and Competitors

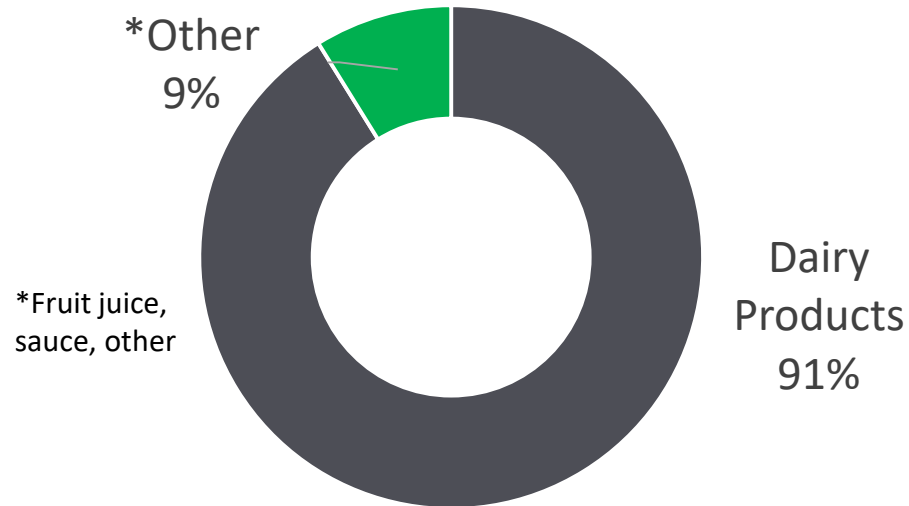


- “Pınar Geleneksel Tatlılarınıza Özel Süt” was launched.

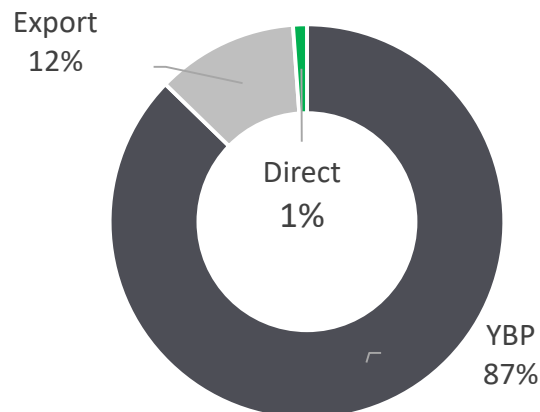


## NET SALES BREAKDOWN

### Based on Product Groups



### Based on Sales Channel



## INCOME STATEMENT

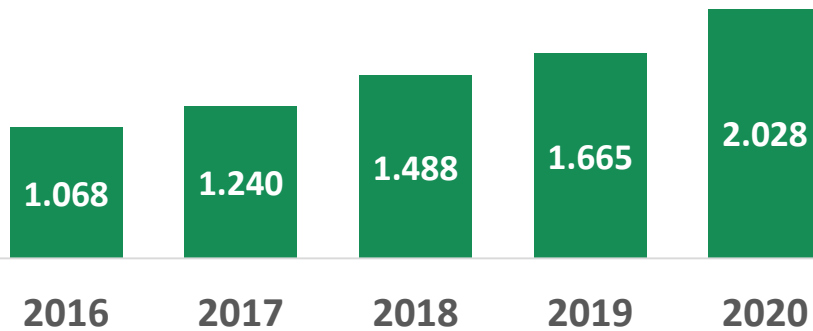
(Million TL)	01.01.21 31.03.21	01.01.20 31.03.20	Difference	Change
<b>Net Sales</b>	<b>556.0</b>	<b>506.9</b>	<b>49.1</b>	<b>9.7%</b>
Cost of Goods Sold	(471.6)	(430.9)	(40.6)	9.4%
<b>Gross Profit</b>	<b>84.5</b>	<b>76.0</b>	<b>8.5</b>	<b>11.2%</b>
R&D Expenses	(4.3)	(3.3)	(1.1)	32.1%
Sales, Distribution and Marketing Expenses	(40.3)	(32.4)	(7.9)	24.4%
General Administration Expenses	(15.2)	(13.0)	(2.3)	17.5%
<b>EBIT</b>	<b>24.6</b>	<b>27.3</b>	<b>(2.7)</b>	<b>-9.9%</b>
<b>EBITDA</b>	<b>39.0</b>	<b>40.7</b>	<b>(1.7)</b>	<b>-4.2%</b>
Shares of Results of Investments in Associates	3.2	4.2	(1.0)	-23.5%
Other Expenses (Net)	30.5	11.9	18.6	156.1%
Financial Expenses (Net)	(22.1)	(12.5)	(9.6)	76.8%
<b>Profit Before Tax</b>	<b>36.2</b>	<b>30.9</b>	<b>5.3</b>	<b>17.2%</b>
Tax	(3.6)	(3.5)	(0.1)	3.7%
<b>Net Profit for the Period</b>	<b>32.6</b>	<b>27.4</b>	<b>5.2</b>	<b>18.9%</b>



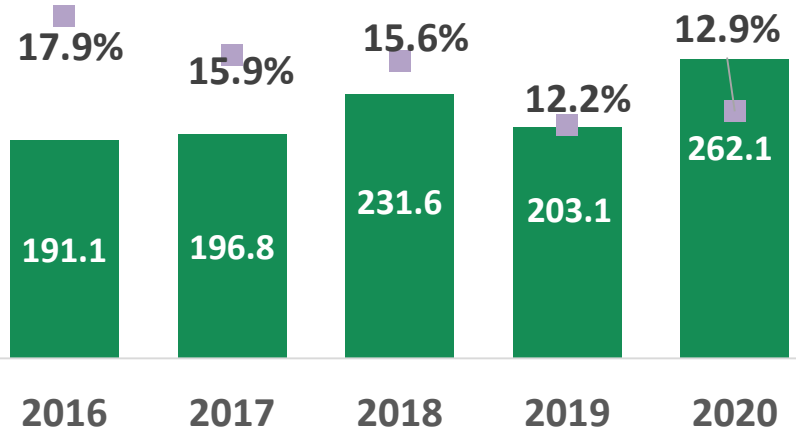
## SALES AND PROFITABILITY – ANNUALLY

### Net Sales

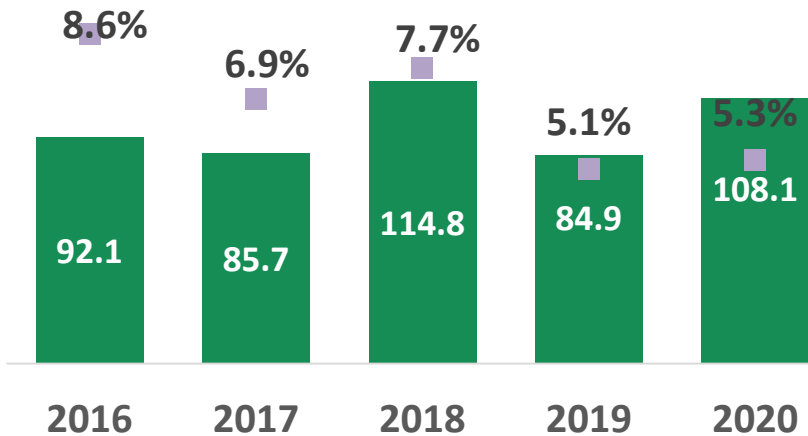
million TL



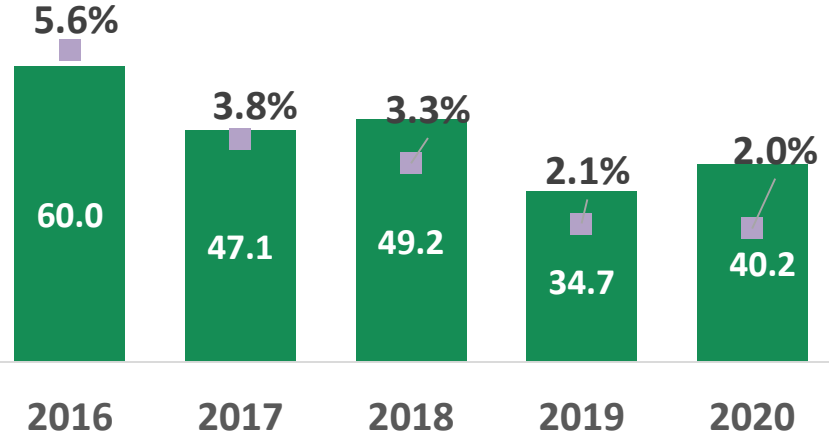
### Gross Profit



### EBITDA



### Net Profit

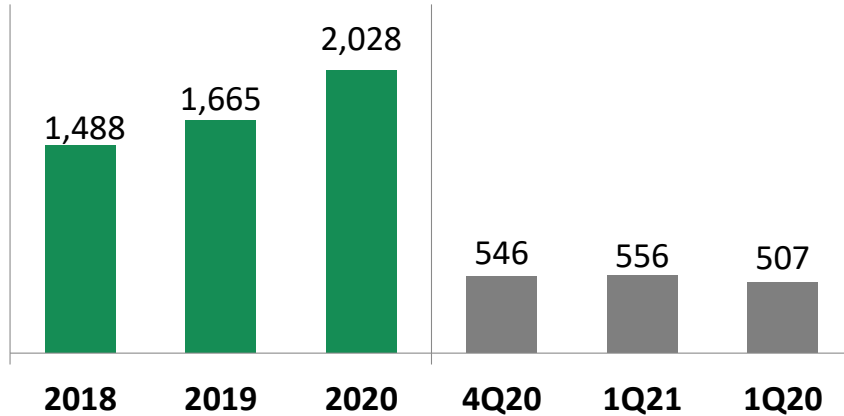


EBITDA is calculated by adding depreciation and provisions for severance pay (in operating expenses) to operating income, excluding other income /expenses.

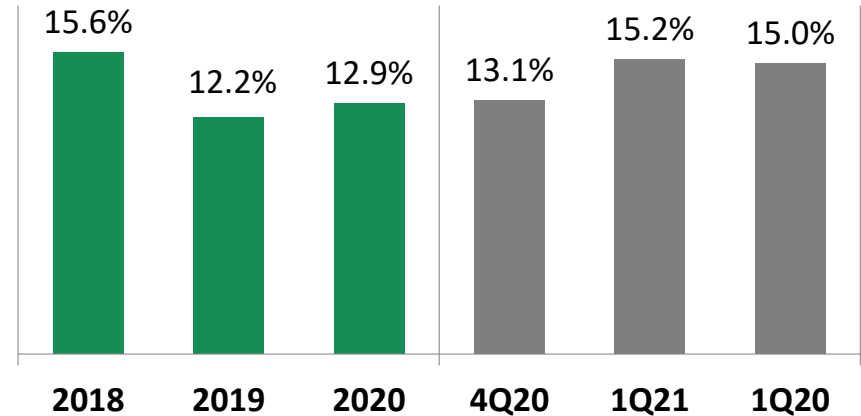
## SALES AND PROFITABILITY – QUARTERLY

### Net Sales

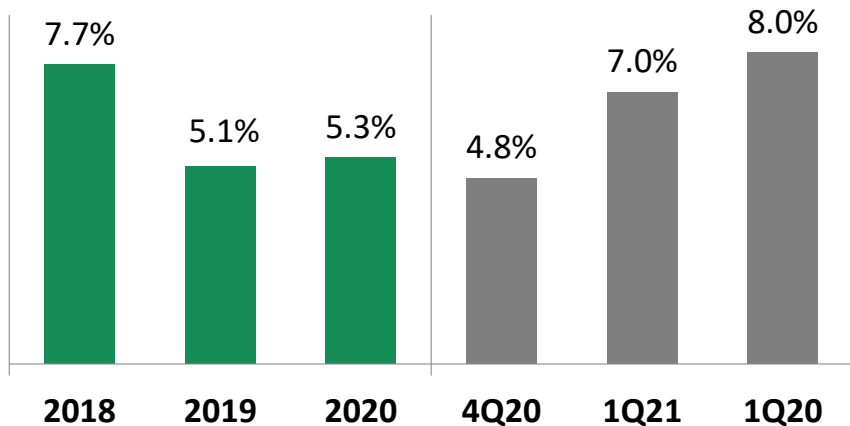
million TL



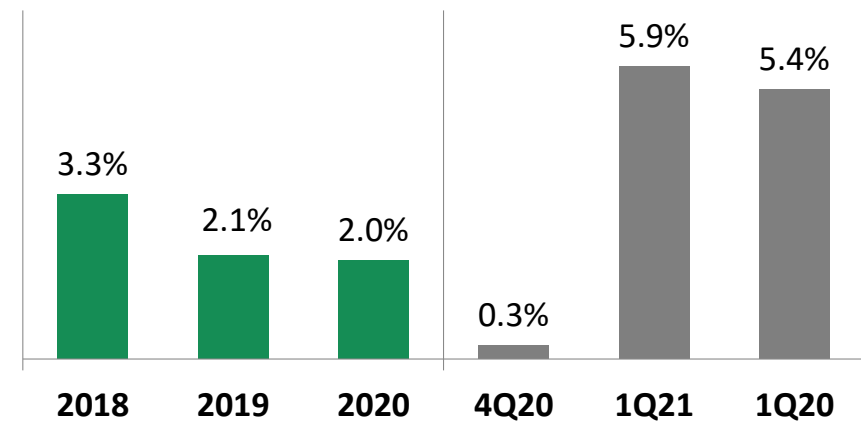
### Gross Profit



### EBITDA



### Net Profit



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

## FINANCIAL RATIOS

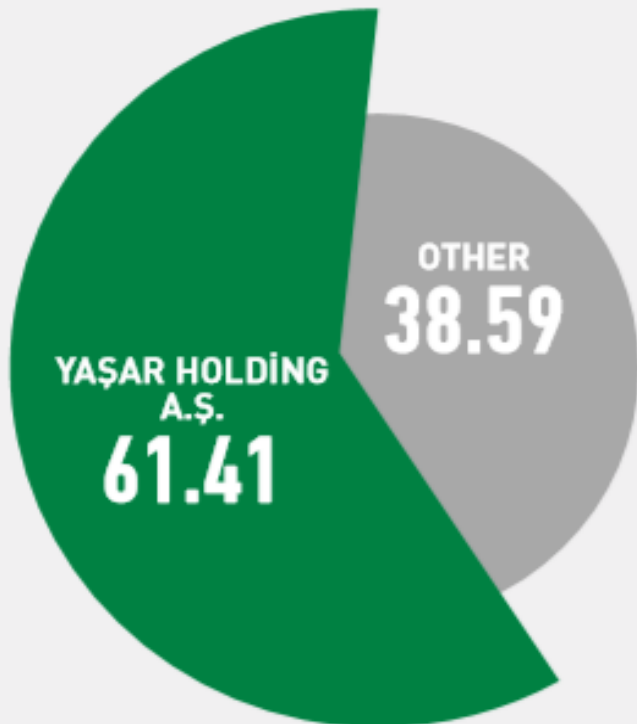
	2017/12	2018/12	2019/12	2020/12	2021/03
Current Ratio	1.21	1.07	1.23	1.10	1.13
Leverage Ratio	0.43	0.44	0.42	0.45	0.48
Current Borrowings/Total Borrowings (Fin.)	0.64	0.81	0.44	0.74	0.69
Net Fin. Borrowings/EBITDA	1.70	1.14	1.62	2.85	3.03
Net Fin. Borrowings/Equity	0.21	0.17	0.15	0.29	0.30
Return on Equity (ROE)	7.3%	6.7%	4.1%	4.1%	3.1%

## CAPITAL EXPENDITURES

	2016	2017	2018	2019	2020	2021-03
Capital Expenditures	65.3 m TL	55,0 m TL	67.6 m TL	14.5 m TL	47,1 m TL	7,8 m TL

## OWNERSHIP STRUCTURE

### SHAREHOLDING STRUCTURE OF PINAR SÜT (%)



Shareholder	Share Rate (%)	Share Amount(TL)
YAŞAR HOLDİNG A.Ş.	61.41	27,603,901.57
OTHER	38.59	17,347,149.68
<b>Total</b>	<b>100.00</b>	<b>44,951,051.25</b>

The company's shares are traded at Borsa Istanbul Star Market under the ticker symbol PNSUT.

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### **Investor Relations Department**

Phone: 90 232 495 00 00

Fax: 90 232 484 17 89

[investorrelations@pinarsut.com.tr](mailto:investorrelations@pinarsut.com.tr)

