

PINAR SÜT

FINANCIAL PRESENTATION
2022-Q1

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PINAR SÜT AT A GLANCE



Raw milk supplied from more than **20,000** producers

More than **155** thousand sales points

Export to **30** Countries

TRY **1.03** billion Turnover

12.4 million USD Export

Total production area of **357,360** m²

Indoor area of **111,095** m²

TRY **12.6** million in Investments

TRY **80.9** million Gross Profit

86.53% Turnover Growth



1.256 Average Number of Employees



Introduction facilities at in **3** locations in Turkey

"The Most Admired Company of the Business World"

in the survey conducted by Zenna Araştırma ve Danışmanlık under the guidance of Capital Magazine

Income Statement Ratios

	01.01.2022-31.03.2022	01.01.2021-31.03.2021
Gross Profit Margin	17.2%	15.2%
Operating Profit Margin	8.6%	4.4%
Net Profit Margin	7.8%	5.9%

Balance Sheet Ratios

	31.03.2022	31.12.2021
Current Rate	1.1	1.1
Acid Test Ratio	0.8	0.8
Leverage Ratio	0.5	0.4
Debt/Equity	0.9	0.7

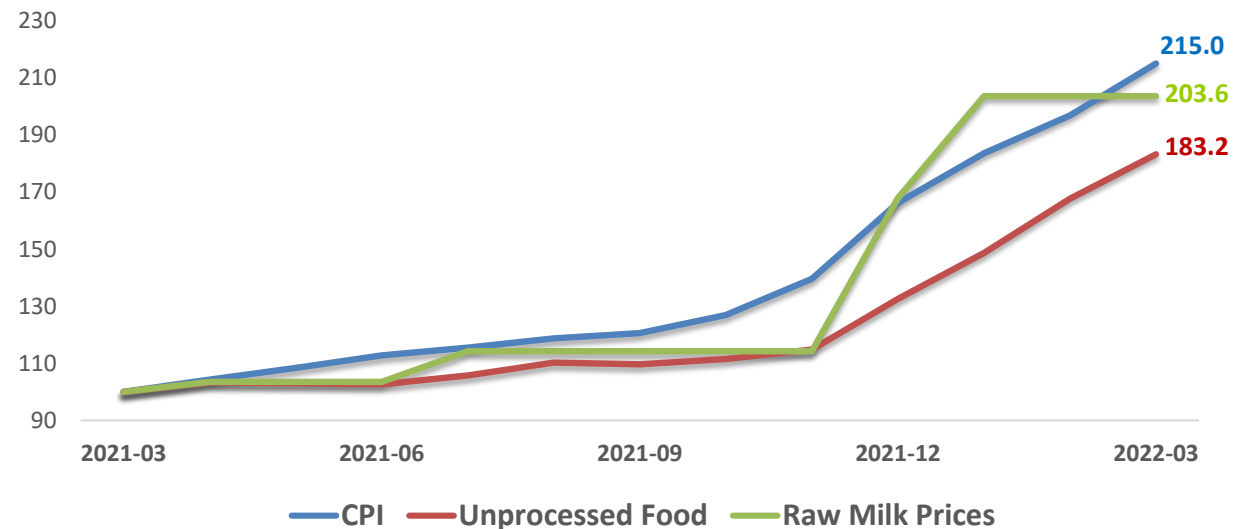
MARKET DYNAMICS - PRODUCTION AND COST



- Food and non-alcoholic beverage prices increased by 4.73% in March, and the group's annual inflation rose by 5.86 points to 70.33%. In March, the highest increase of all time was recorded in the FAO international food price index in US dollars, with a 12.64% increase. Grain, vegetable oil and meat prices drove the said increase, while sugar and dairy products also increased significantly (CBRT-Monetary Policy Committee Meeting Summary, April 14, 2022) .
- The price of raw milk containing 3.6% fat and 3.2% protein determined by the National Dairy Council on December 8, 2021 was increased from 4.70 TL to 5.70 TL as of April 1, 2022.

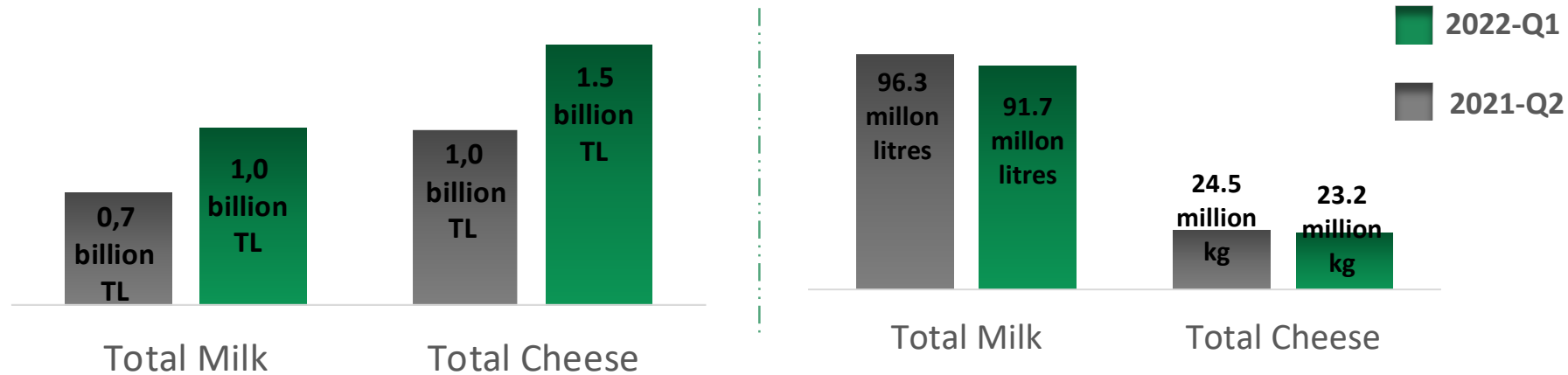
Inflation and Raw Milk Prices Progress

TURKSTAT, NMC

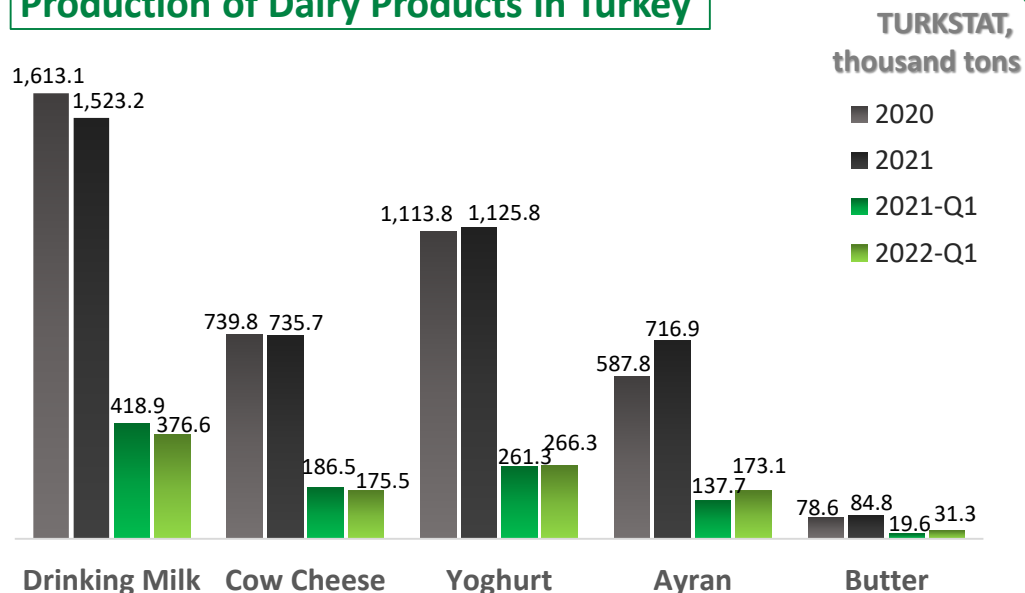


MARKET DYNAMICS - PRODUCTION AND COST

Total Milk and Total Cheese Turnover and Volume



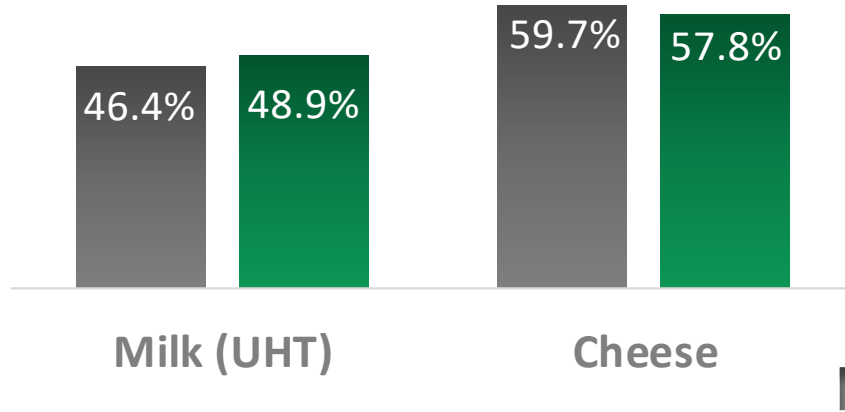
Production of Dairy Products in Turkey



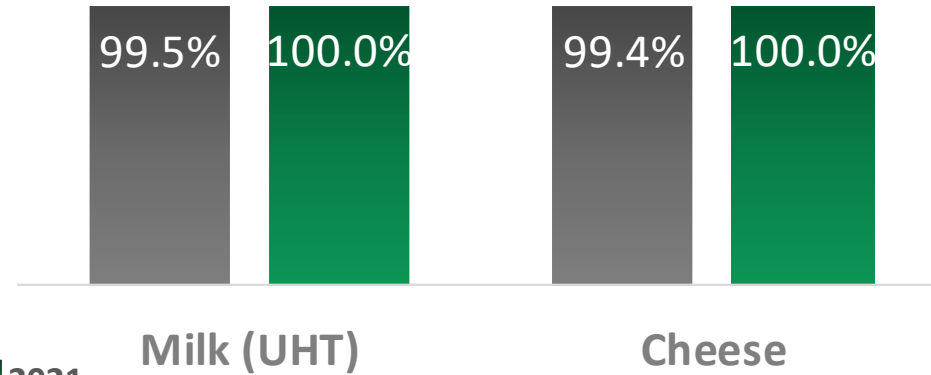
- In the 2022-Q1 , butter production increased by 59%, ayran production by 26% and yogurt production by 2%, cow cheese production decreased by 6% and drinking milk production by 10%, YoY (TURKSTAT, Milk and Dairy Products Production, March 2022).

MARKET DYNAMICS - CONSUMPTION AND MARKET

Share of Packaged Products

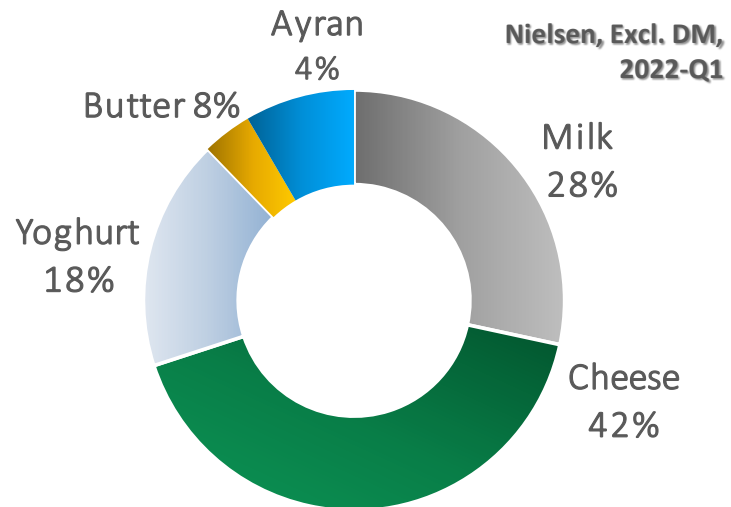


Packaged Products Penetration



IPSOS

Dairy Products Market Turnover Breakdown



- According to Nielsen data for the 2022-Q1, **the dairy products market** (milk, cheese, yoghurt, ayran, butter) contracted by 4% on tonnage basis, it **grew by 52% on turnover basis and reached 3.6 billion TL, YoY** (Nielsen, Excl. DM, 2022-1Q).

MARKET POSITION



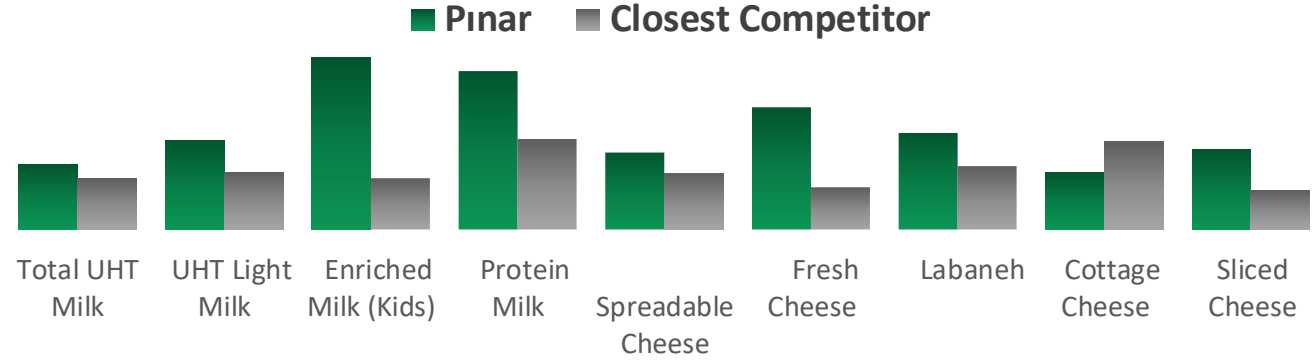
Market Shares of Pinar Süt

Nielsen, Excl. DM,
2022-Q1

Product	Share	Position
Total UHT Milk	25.4%	1#
UHT Light Milk	34.3%	1#
Enriched Milk (Kids)	66.3%	1#
Protein Milk	61.3%	1#
Total Cheese	10.4%	3#
Spreadable Cheese	29.6%	1#
Fresh Cheese	47.0%	1#
Labaneh	37.6%	1#
Cottage Cheese	22.2%	1#
Sliced Cheese	31.0%	1#

Pinar Süt and Competitors

Nielsen, Excl. DM,
2022-Q1



- Pinar Süt maintains its leadership in many categories.

NEW PRODUCTS

- Pinar Süt continued to introduce new products developed as a result of innovative projects for consumers.
 - ✓ The labneh flavor that it invents;
 - **Pinar Mushroom Labneh**, which is created by combining mushrooms
 - **Pinar Garlic & Chives Labneh**, created by combining white garlic and chives,
 - **Pinar Lemon Cheesecake Sauce Labneh** with Lemon Cheesecake Sauce
 - ✓ **Pinar Beyaz Extra Soft** by combining the rich milk, special flavor of Pinar Beyaz with its soft consistency. products were presented to consumers.



14.2

Share in Milk and
Dairy Product
Exports in Turkey

Export to
32
Countries

EXPORT

- Gulf countries take the first place in exports. The United Arab Emirates (UAE), Kuwait, Iraq, TRNC and Azerbaijan are among the first places in the company's trade in global markets, and Bahrain, Qatar and the USA are among the important export countries.
- Pınar Süt started to export **to Ivory Coast, Sweden, Sierra Leone and Seychelles** in the first quarter of 2022, and the number of countries it exports to has reached **30**.
- In 2022-Q1, Pınar Süt achieved **14.2%** of Turkey's total dairy product exports on a tonnage basis and **11.5%** on a turnover basis.



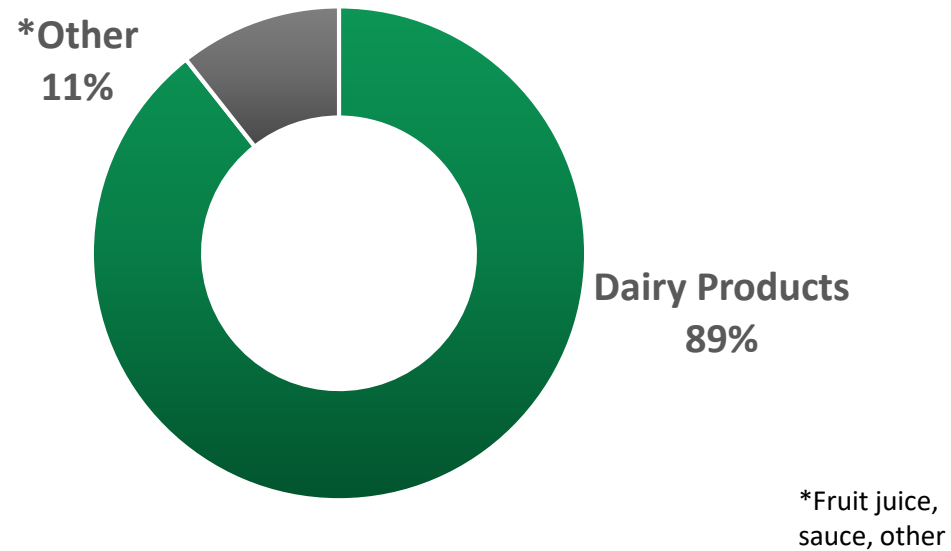
Pınar Süt,
süt ürünleri kategorisinde
Türkiye'nin en itibarlı markası oldu!



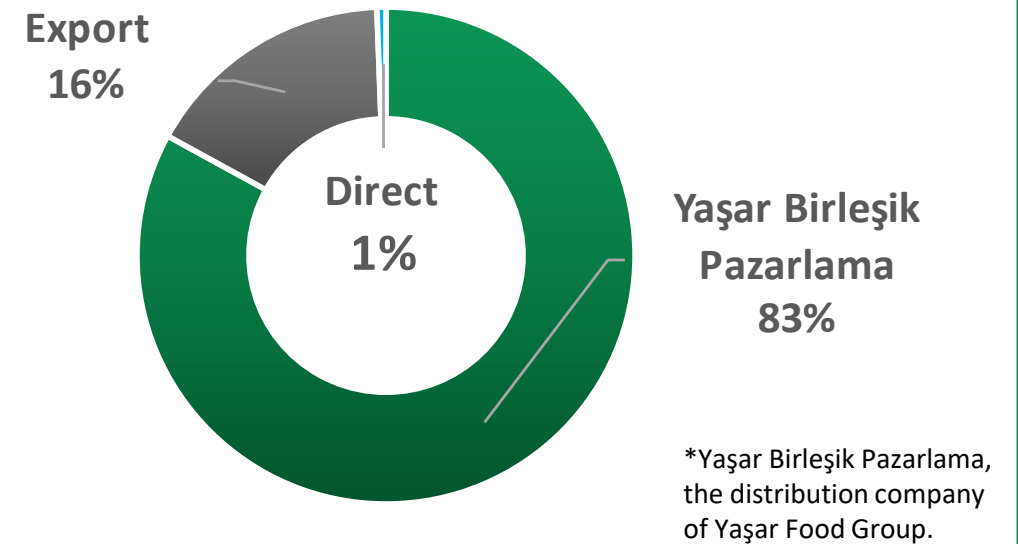
- **Pınar Süt** was selected as **the most reputable brand** of its sector within the framework of the Turkey Reputation Index Research, which was carried out in cooperation with Beykoz University and Reputation Academy, in which the most reputable companies in Turkey were determined.
- Pınar Süt was deemed worthy of the Awareness Award at the Women-Friendly Brands Platform with the trainings held for women producers within the scope of the “The Future of Our Milk is in Conscious Hands” project carried out by the Pınar Institute since 2014.

FINANCIAL RESULTS IN 2022-Q1 – NET SALES BREAKDOWN

Based on Products Groups



Based on Sales Channel



FINANCIAL RESULTS IN 2022-Q1 – INCOME STATEMENT



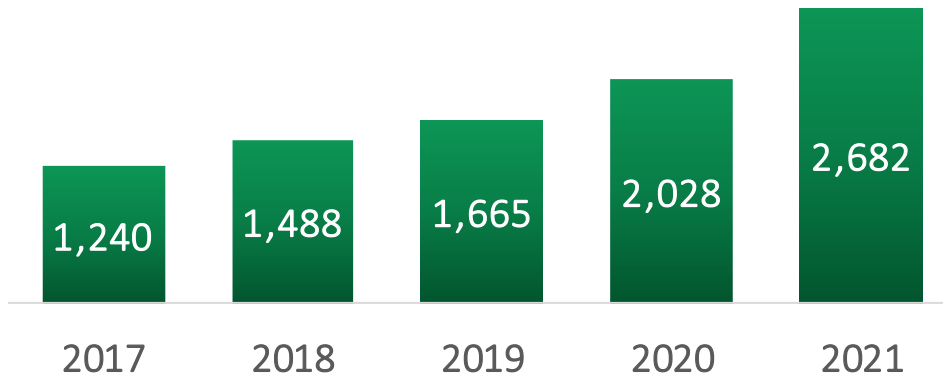
(Million TL)	01.01.22 03.31.2022	01.01.21 03.31.2021	Difference	Change
Net Sales	1,037.1	556.0	481.1	86.5%
Cost of Goods Sold	(858.3)	(471.6)	(386.7)	82.0%
Gross Profit	178.9	84.5	94.4	111.7%
R&D Expenses	(6.1)	(4.3)	(1.8)	40.3%
Sales, Distribution and Marketing Expenses	(59.8)	(40.3)	(19.6)	48.7%
General Administration Expenses	(24.1)	(15.2)	(8.8)	57.9%
EBIT	88.9	24.6	64.2	260.7%
EBITDA	111.4	39.0	72.4	185.4%
Shares of Results of Investments in Associates	3.7	3.2	0.5	16.3%
Other Expenses (Net)	36.9	30.5	6.4	21.0%
Financial Expenses (Net)	(32.8)	(22.1)	(10.7)	48.2%
Profit Before Tax	96.7	36.2	60.5	166.9%
Tax	(15.9)	(3.6)	(12.2)	337.5%
Net Profit for the Period	80.9	32.6	48.3	148.0%

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

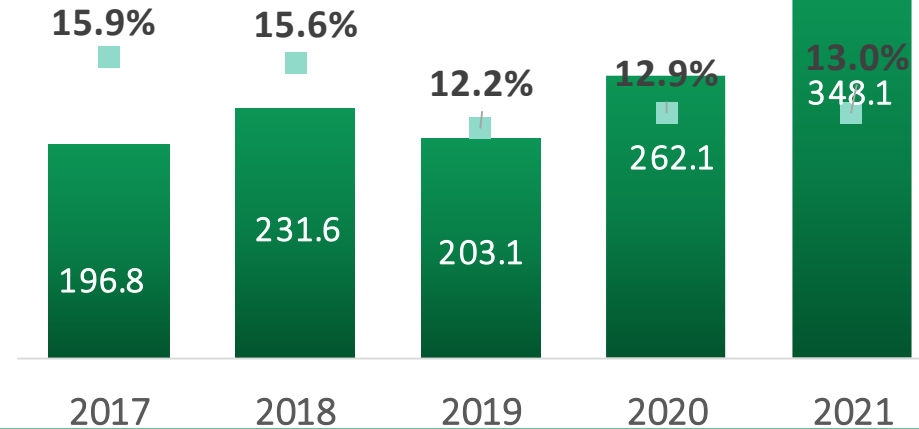
FINANCIAL RESULTS IN 2022-Q1 - SALES AND PROFITABILITY

Net Sales

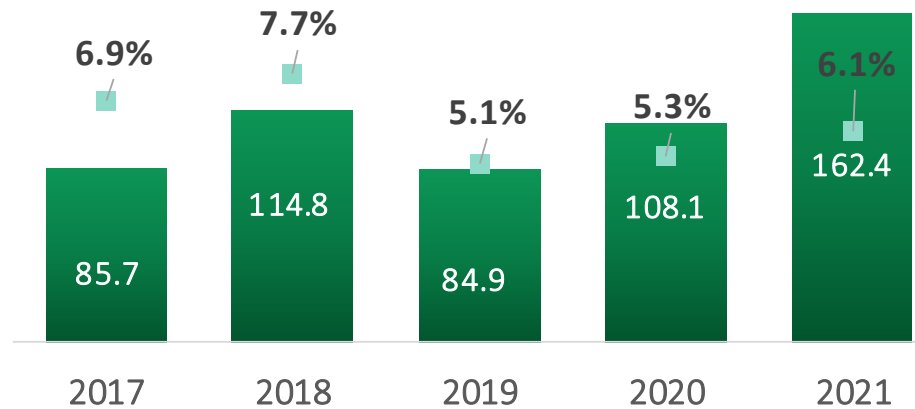
million TL



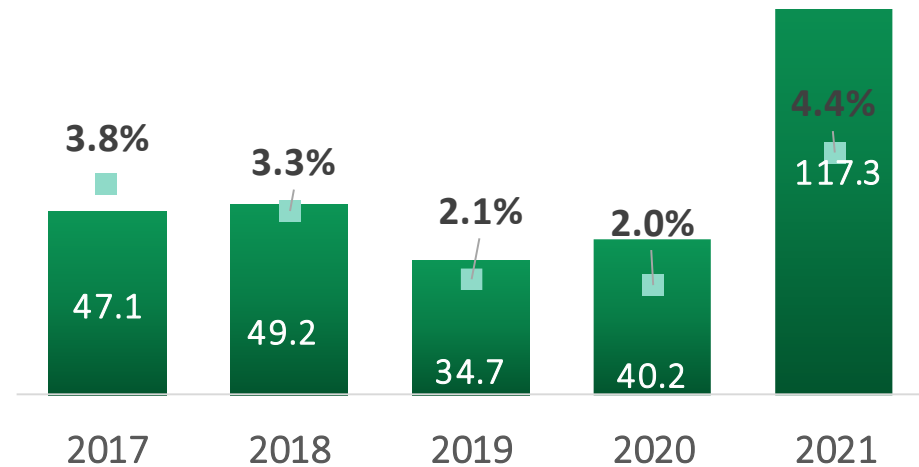
Gross Profit



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 RESULTS IN 2022-Q1



FINANCIAL RATIOS

	2018/12	2019/12	2020/12	2021/12	2022/03
Current Ratio	1.07	1.23	1.10	1.12	1.12
Leverage Ratio	0.44	0.42	0.45	0.42	0.48
Current Borrowings/Total Borrowings	0.81	0.44	0.74	0.86	0.89
Net Fin. Borrowings/EBITDA	1.14	1.62	2.85	2.91	2.71
Net Fin. Borrowings/Equity	0.17	0.15	0.29	0.24	0.32
Return on Equity (ROE)(%)	6.69	4.13	4.10	6.01	4.07

INVESTMENTS

	2018	2019	2020	2021	2022/03
Capital Expenditures	67.6 m TL	14.5 m TL	47.1 m TL	56.0 m TL	12.6 m TL

CORPORATE CREDIT RATING

Credit rating given by JCR Eurasia Rating on February 4, 2022;

- Long Term International Foreign Currency Rating : BB/(Stable)
- Long Term International Local Currency Rating : BB/(Stable)
- Long Term National Rating: A (Trk)/(Stable)
- Long Term Issue Rating : -

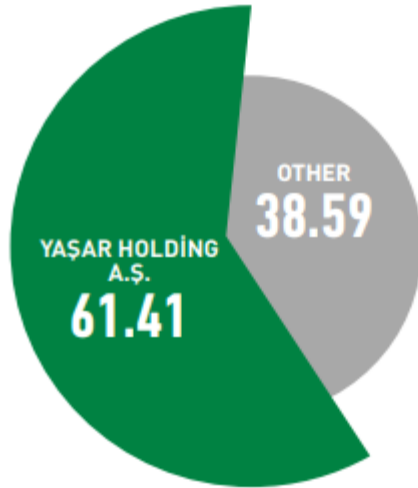
- Short-Term International Foreign Currency Rating: B/(Stable)
- Short-Term International Local Currency Rating : B/(Stable)
- Short-Term National Rating: A-1 (Trk)/(Stable)
- Short Term Issue Rating : -
- Sponsor Support: 2
- Stand Alone: AB



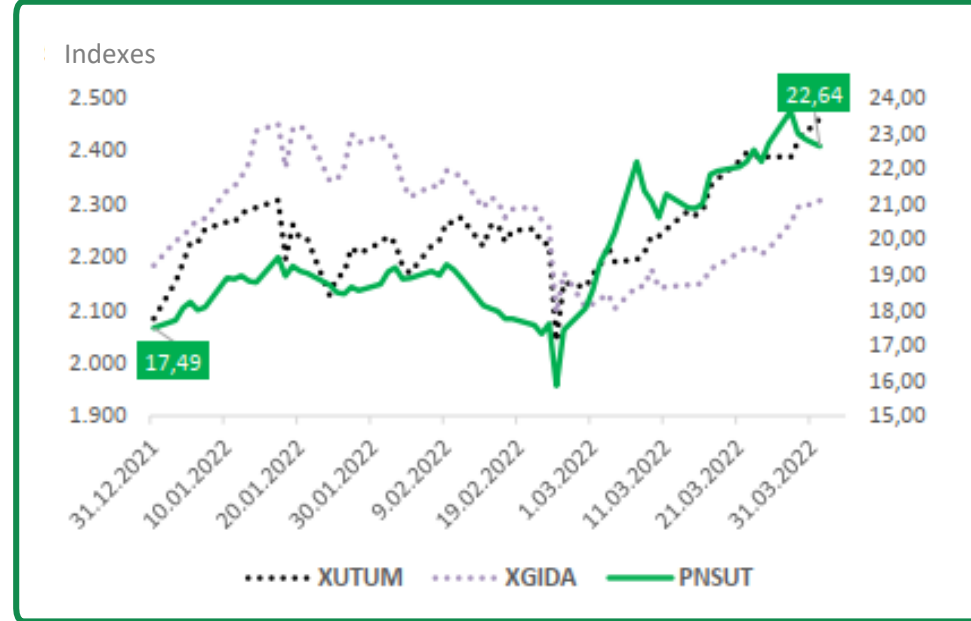
SHAREHOLDING STRUCTURE & STOCK PERFORMANCE



SHAREHOLDING STRUCTURE



PERFORMANCE OF PINAR SÜT STOCK, BIST-ALL INDEX AND BIST-FOOD, BEVERAGE INDEX



- Shares of Pınar Süt are traded on the Borsa Istanbul Main Market with the symbol “PNSUT”.
- Date of First Transaction: February 3, 1986
- Corporate Governance Rating: 9.33

Shareholder	Share Ratio (%)	Share Amount (TRY)
YAŞAR HOLDİNG A.Ş.	61.41	27,603,901.57
OTHER	38.59	17,347,149.68
Total	100.00	44,951,051.25

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