

Disclosure is made regarding the questions asked in Ordinary General Assembly of Pınar Süt Mamulleri Sanayii A.Ş. dated 25.03.2021.

Question: When the financial figures of the last 4 years are analyzed, the gross profit increased, while the net profit for the period decreased. In this case, what are the reasons why the increase in turnover cannot be reflected in the net profit for the period?

Answer: While our company's sales and turnover have increased in the last 4 years, its market share has also grown. However, the increase in turnover due to the inflationary pressure in operating and financing expenses and the effect of exchange rates do not directly reflect on the net profit for the period. Our company focuses on operational efficiency and savings actions to balance such pressures. The pandemic we experienced last year had an undeniable effect on this situation. In 2021, we continue our work with the aim of continuing our company to grow profitably.

Question: It was announced that Pınar Süt entered the Chinese market in 2020. What are your expectations from the Chinese market as a company? What opportunities does your company think will find opportunities in which products in the Chinese market?

Answer: With our company taking its place among the first companies in Turkey with export authority to export dairy products to China, our products such as cheese group and milk powder have taken their place on the shelves. Our company has achieved a turnover of approximately 2.5 million dollars from Chinese exports in 2020 and other product groups are We are planning to export it as a result of joint efforts by the Ministry of Agriculture and Forestry and the Relevant Institutions of the Chinese Government.

Question: Is the policy of continuous new product development and product differentiation among the policies of Pınar Süt A.Ş.?

Answer: Adopting the culture of innovation and being the pioneer of its sector, Pınar Süt continues to develop new products and differentiate products with the studies it carries out at its R&D Center.