



2024 Q1 Business Results Key Highlights

AtaKey
Patates Gıda San. Tic. A.Ş.

Disclaimer



This presentation includes forward-looking statements, including, but not limited to, statements regarding ATAKey's plans, objectives, expectations, and intentions, and other statements that are not historical facts. Forward-looking statements can generally be identified by the use of words such as "may," "will," "expect," "intend," "estimate," "anticipate," "plan," "target," "believe," or other words of similar meaning. These forward-looking statements reflect the current views and assumptions of management and are inherently subject to significant business, economic, and other risks and uncertainties. Although management believes the expectations reflected in the forward-looking statements are reasonable, at this time, you should not place undue reliance on such forward-looking statements. These forward-looking statements include statements about ATAKey's expectations and beliefs regarding: (1) the sales, revenue, and production capacity and expansion opportunities for ATAKey and the drivers and pace of such growth, (2) ATAKey's production pipeline and its long-term growth goal, (3) ATAKey's approach and goals with respect to initiatives, (4) ATAKey's business strategies, strategic initiatives, and growth prospects, (5) capital allocation, (6) ATAKey's ability to create value for its shareholders, (7) competition in its markets and its relative position, and (8) sources of revenue and the drivers of ATAKey's financial and operational performance. Should any of these risks and uncertainties materialize, or should any of management's underlying assumptions prove to be incorrect, ATAKey's actual results from operations or financial conditions could differ materially from those described herein as anticipated, believed, estimated, or expected. Forward-looking statements speak only as of this date, and ATAKey has no obligation to update those statements to reflect changes that may occur after that date.

Revision of Financial Statements in Accordance with International Accounting Standard 29 (IAS 29) for Hyperinflationary Economies: Entities operating with a functional currency from a hyperinflationary economy are required to adjust their financial reports to reflect changes in general price levels as mandated by IAS 29. This includes Turkish entities that adhere to the International Financial Reporting Standards (IFRS), such as our company, for all reporting periods ending after December 31, 2023.

As of December 31, 2023, our company has adjusted its financial reports, including data from the corresponding period in the previous year, in compliance with IAS 29. This adjustment ensures that our financial statements are represented in the measurement unit current to December 31, 2023. The adjustments extend to all balance sheet figures not already expressed in the measurement unit of the restatement date, utilizing the general price index. The inflation adjustments have been determined based on price indices from the Turkish Statistical Institute (TurkStat).

This presentation also features certain financial metrics not strictly defined by IFRS, such as, Revenue, and EBITDA, all unadjusted per IAS 29, alongside Free Cash Flow and Net Working Capital. These metrics do not conform to IFRS measures of financial performance and might omit details crucial for a comprehensive understanding and evaluation of our financial outcomes. As such, these metrics should not be seen as standalone or substitutive for IFRS-defined profit/loss or other profitability, liquidity, or performance indicators. It's important to note that our method of presenting these metrics may differ from similar measures presented by other entities, which might have their own definitions and calculation methods. We present these metrics with the belief that they offer valuable insights to investors, aiding in the assessment and understanding of our operational results as viewed by our management and board of directors.

Maintaining Leader Position Across The Board



Q1 2024 Overview: Real Growth according to IAS 29 with Solid Financial & Operational Results

Q1 Revenues

₺ **840** **+32%**
TRYm YoY Growth

Q1 Operational Profit*

₺ **173** **+107%**
TRYm YoY Growth

Q1 EBITDA

₺ **134** **+6%**
TRYm YoY Growth

Q1 Production

19K tonnes

+83% YoY Growth

Q1 Sales

17K tonnes

+30% YoY Growth

Q1 Exports

5K tonnes

5X YoY Growth

* Operational profit is the profit generated from core business operations and investments, before accounting for financial expenses.

Q1 2024 Operational Achievements: Continued Robust Operational Model Translating to Strong Financial Results



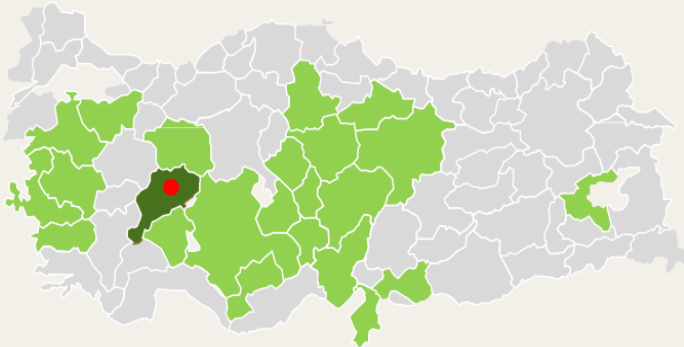
Agricultural Journey

Under Contract Farming Continues

Continuing cultivation on 3,768 decares of land in Türkiye's most fertile region. Plantation completed.

Delivered seeds to farmers as planned as of Q2 2024.

Successfully contracted with 170 farmers to harvest crops on over 40K decares of land across more than 20 cities, targeting a yield of 150K tonnes.



● Afyon Production Plant

2024 New Product Line Investment

Higher margin product line investment initiated in 2024 Q1



Coated Onion Ring



Cheese Sticks

- Construction commenced in Q1 2024 to introduce 10k tonnes capacity.
- Planning to produce and market new products in Q4, earlier than initially planned
- Investments are progressing within budget parameters

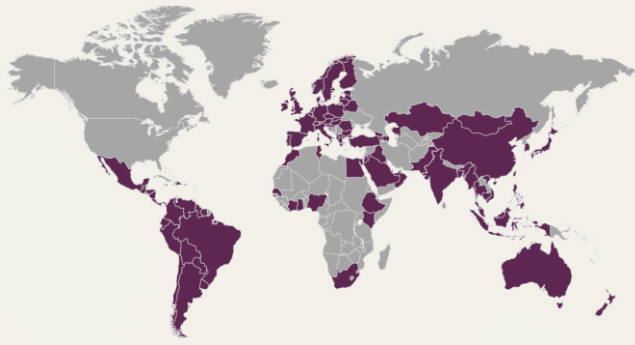
Q1 2024 Operational Achievements: Continued Robust Operational Performance Translating to Strong Financial Results -2



Export Activity

- **Enhanced export capabilities** to drive higher export sales, given the supportive regulatory updates
- **China Market Focus** continues. Prioritized supply to TFI's 1.570+ restaurants in China in line with needs.
- **RBI Tender Participation:** Bidding for contracts in East Asia and South East Asia markets; outcomes expected to impact from Q4.

RBI Certificate + 100 Countries



Addressing Environmental Sustainability Efforts Comprehensively



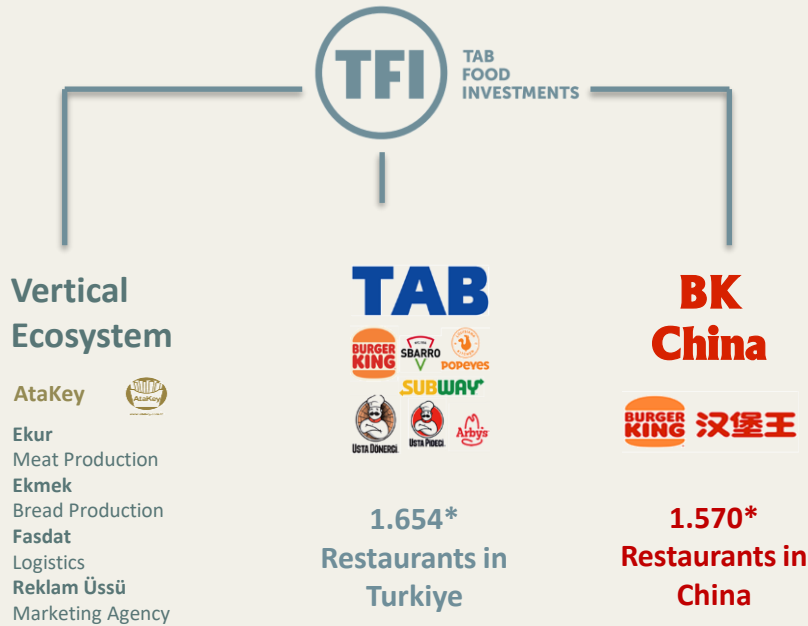
- Committed to reducing greenhouse gas emissions; our carbon footprint report will be subject to verification audit in accordance with the GHG Protocol.
- Obtained International Renewable Energy Certificates equivalent to 24.000 MWh
- The ISO 50001 Energy Management System was established, and the certification audit was successfully completed.
- Continue to work on Sustainable Agriculture and Biodiversity initiatives.



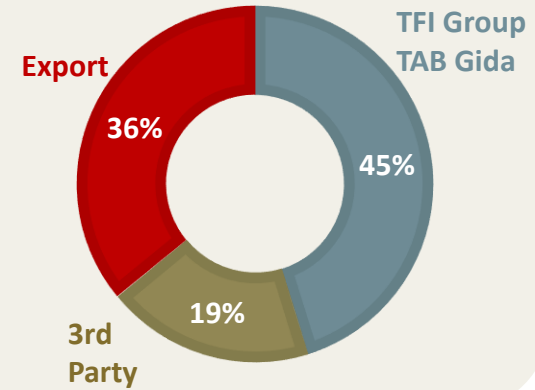
We Continue to Enjoy a well-Established Pipeline of Steady Customers and Consequent Revenue Stream



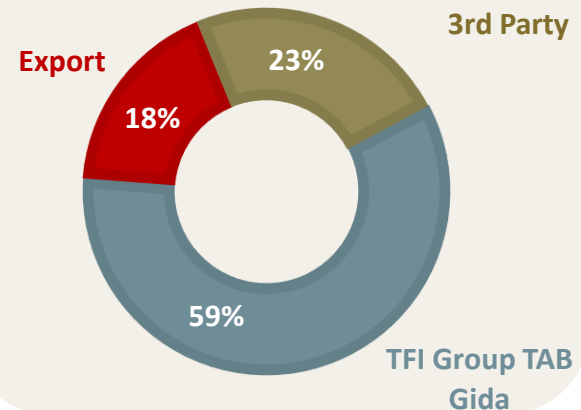
Serving over 3000 QSR global locations exclusively



AtaKey Revenue Breakdown Q1 2024



AtaKey Revenue Breakdown FY 2023



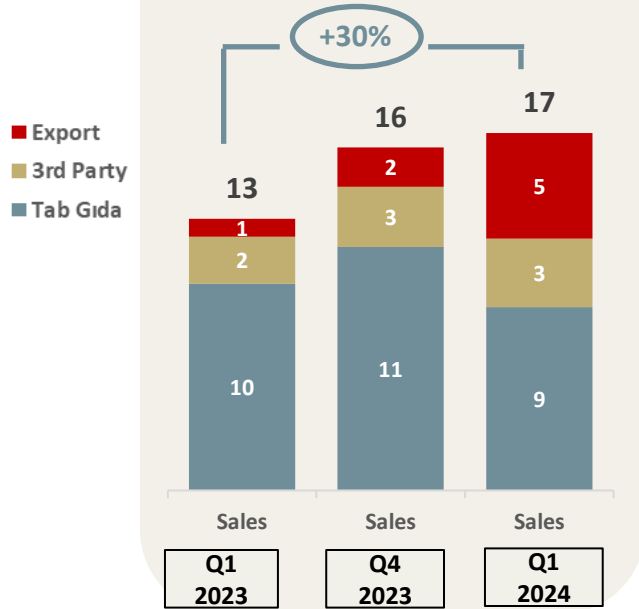
*As of March end 2024

3rd Party: Private Label Production for Retailers & others

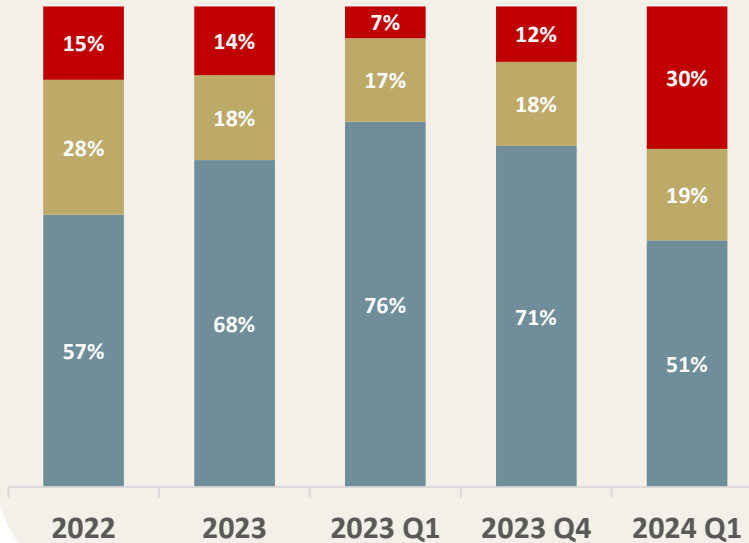
Successfully Generating Real Growth Through Diversified Sales Channels



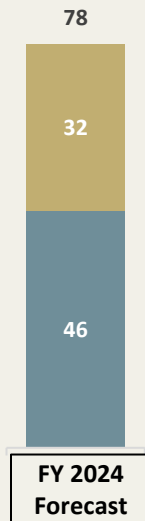
Sale Breakdown (000' Tonnes)



Sales Breakdown (%)



2024 Forecast (000' Tonnes)



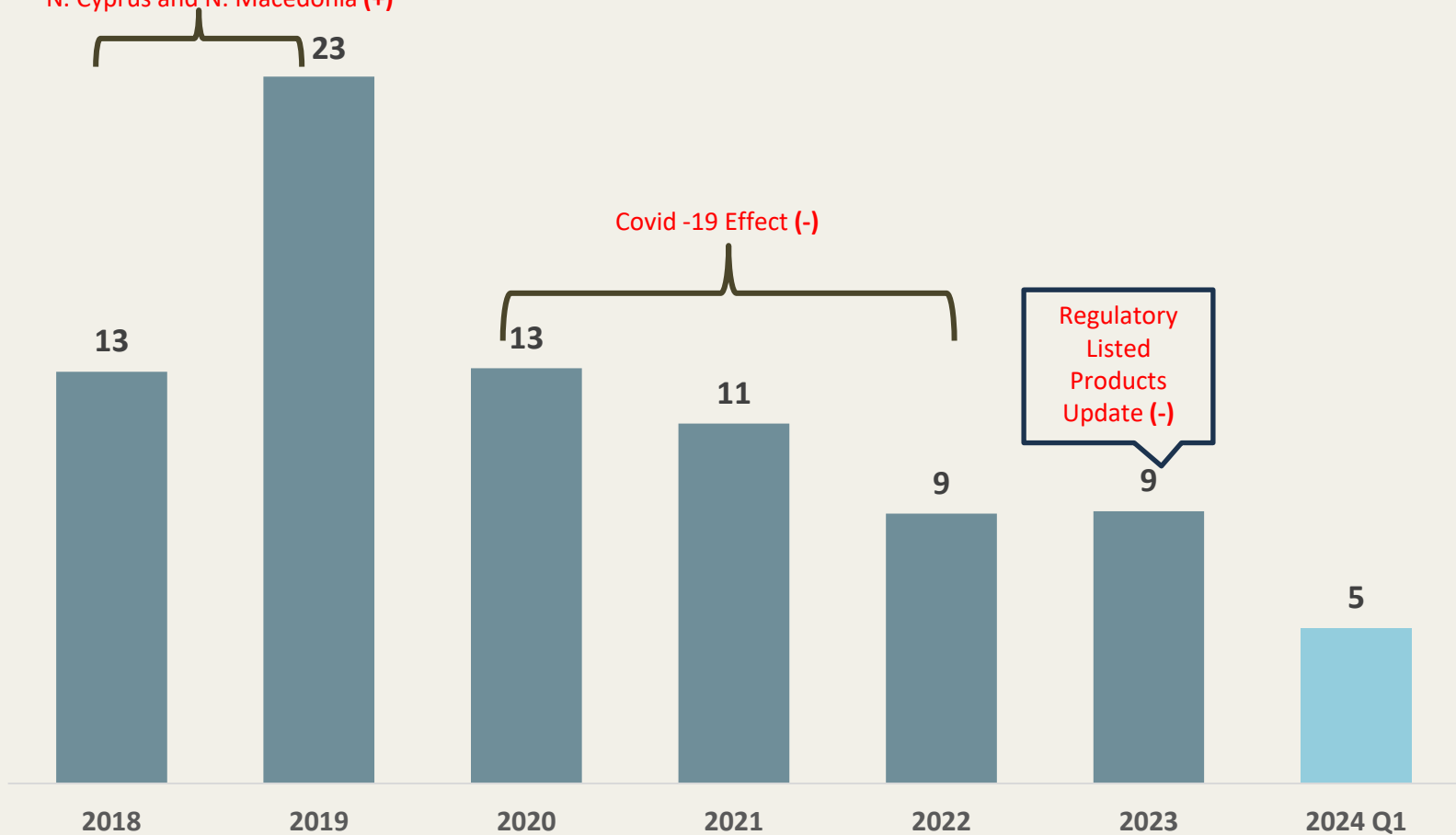
- Total Sales volume from Q1 2023 grew by **+30% in Q1 2024 reaching 17k tonnes**.
- Compared to Q4 2023 there was a 6.25% growth in Total Sales in Q1 2024
- The ratio of sales for export, 3rd Party and Tab Gida categories is shifting where less concentration is aimed for Tab Gida sales and more for export and 3rd Party sales.
- Our IPO valuation report, prepared in the middle of 2023, did not include any export forecasts. However, due to recent supportive regulatory updates, the company has already started exporting and plans to continue.

Unlocking Export Opportunities



Continuing Growth Period. Expanded exports to Brazil, South Korea, Bulgaria, N. Cyprus and N. Macedonia (+)*

Exports (Thousand Ton)



*Countries to which exports are made, in addition to China, include Brazil, Bulgaria, South Korea, North Macedonia, and Northern Cyprus.

(+) / (-) extraordinary events that positively / negatively affect volume.



Financial Results Overview

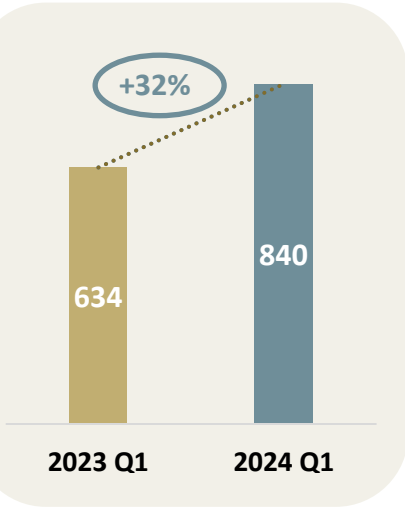
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Q1 2024 Solid Financial Results in a Snapshot

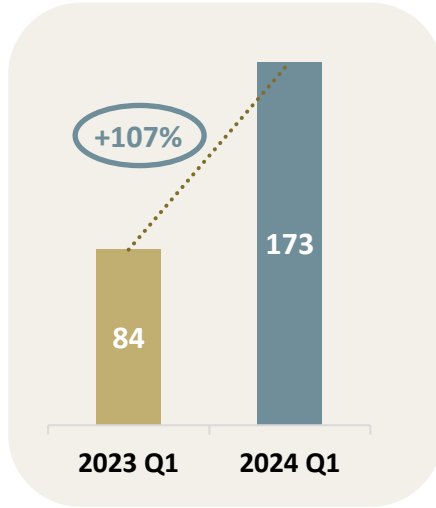


With IAS 29

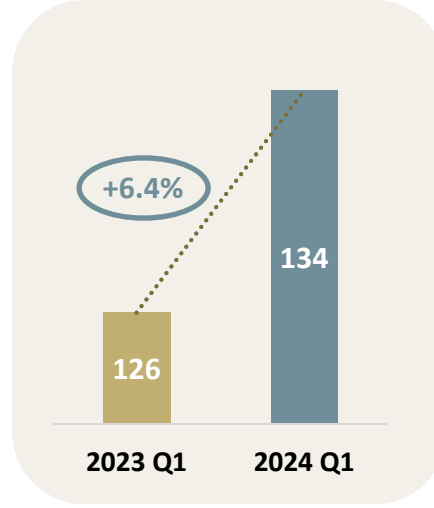
Revenue



Operational Profit*



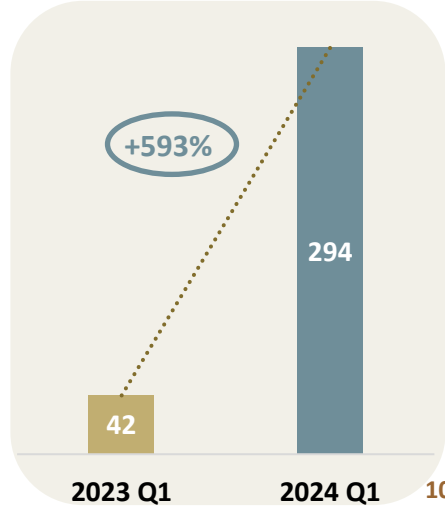
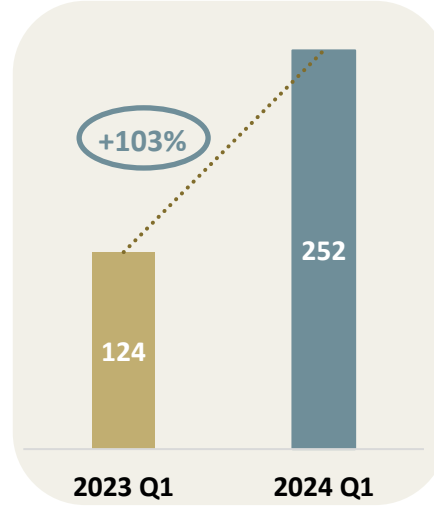
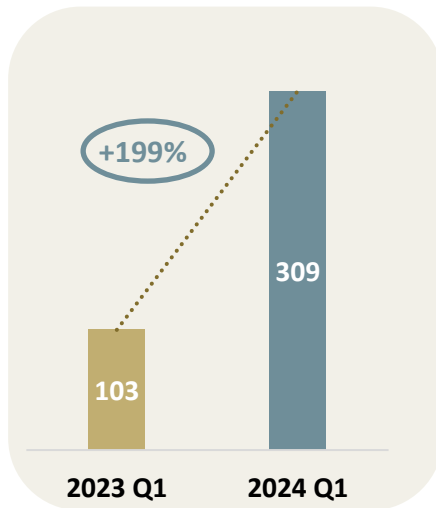
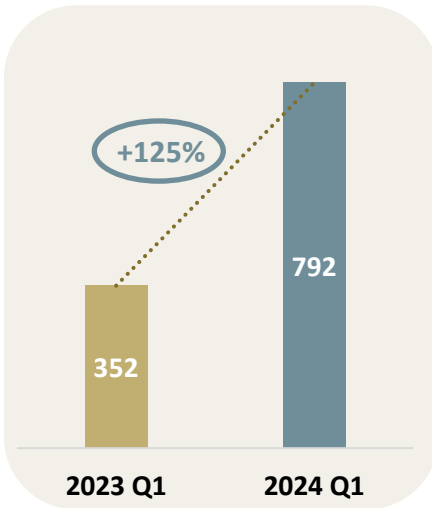
EBITDA



Net Profit



Without IAS 29



* Operational profit is the profit generated from core business operations and investments, before accounting for financial expenses.

Solid Performance Based on IAS 29 - Inflation Accounting



	2024 Q1	2023 Q1	YoY Growth %
Revenue	₺ 840 M	₺ 634 M	▲ 32%
Operational Profit	₺ 173 M	₺ 84 M	▲ 107%
Operational Profit %	21%	13%	▲ 8pp
EBITDA	₺ 134 M	₺ 126 M	▲ 6%
EBITDA %	16%	20%	▼ 4pp
Net Profit	₺ 5 M	₺ -24 M	▲ +29 M TL
Net Profit %	1%	-4%	▲ 5pp

Continuing High Performance Without IAS 29* Inflation Accounting



	2024 Q1	2023 Q1	YoY Growth %	2024 Q1 LTM	▲ LTM**
Revenue	₺ 792 M	₺ 352 M	▲125% YoY	₺ 2,438 M	▲ 22% LTM
Operational Profit	₺ 309 M	₺ 103 M	▲199% YoY	₺ 1,005 M	▲26% LTM
Operational Profit %	39%	29%	▲ 10pp YoY	41%	▲ 1 pp
EBITDA	₺ 252 M	₺ 124 M	▲103% YoY	₺ 810 M	▲19% LTM
EBITDA %	32%	35%	▼3pp YoY	33%	◀▶ stable
Net Profit	₺294 M	₺ 42 M	▲593% YoY	₺ 870 M	▲ 41% LTM
Net Profit %	38%	12%	▲26pp YoY	36%	▲ 5 pp

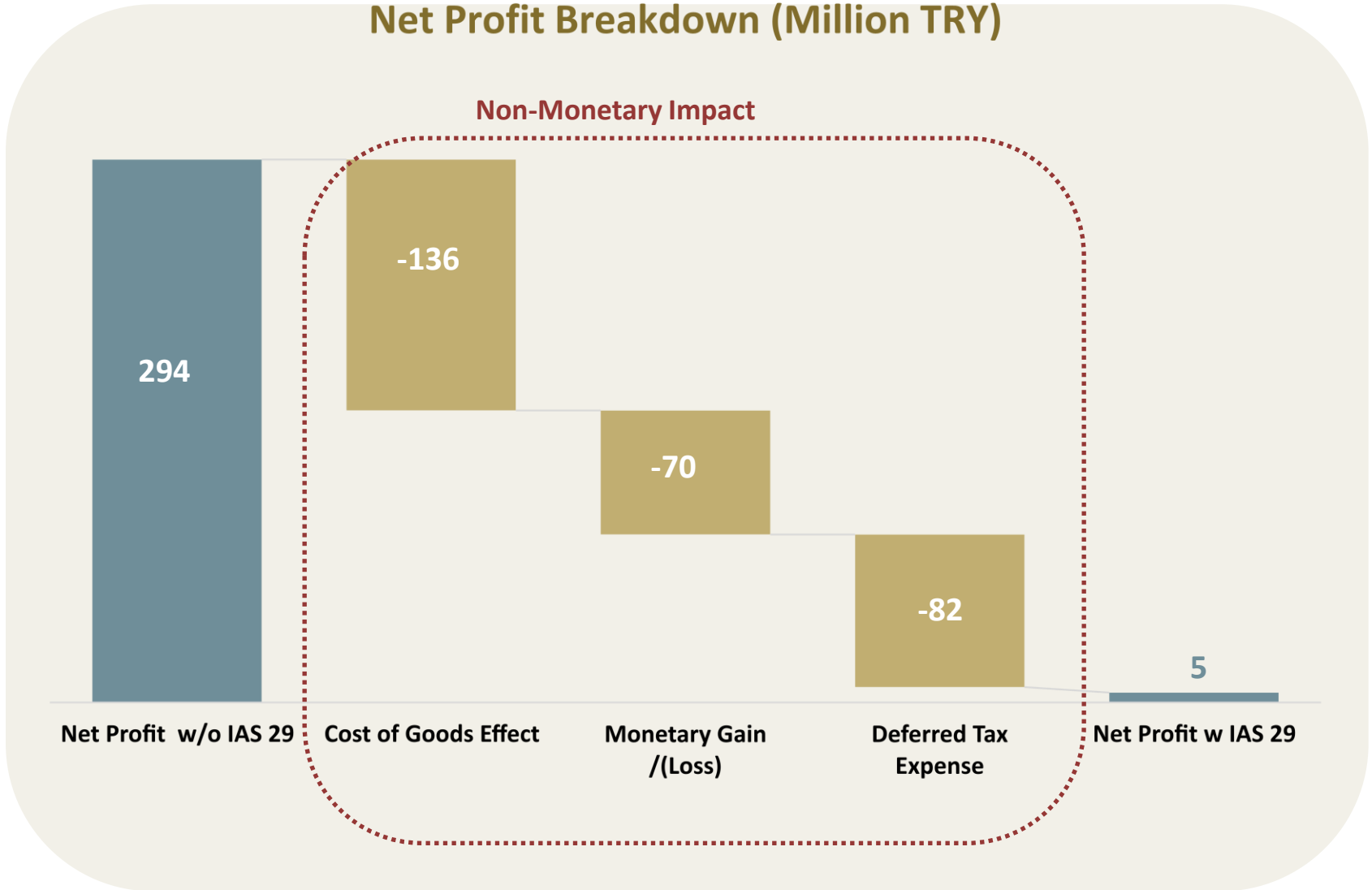
*Figures Without IAS 29 are provided for historical comparison purpose only

** Changes from 2023 Full Year to 2024 Q1 LTM

Impact of IAS 29 Inflation Accounting on Q1 2024 Net Profit



Net Profit Breakdown (Million TRY)

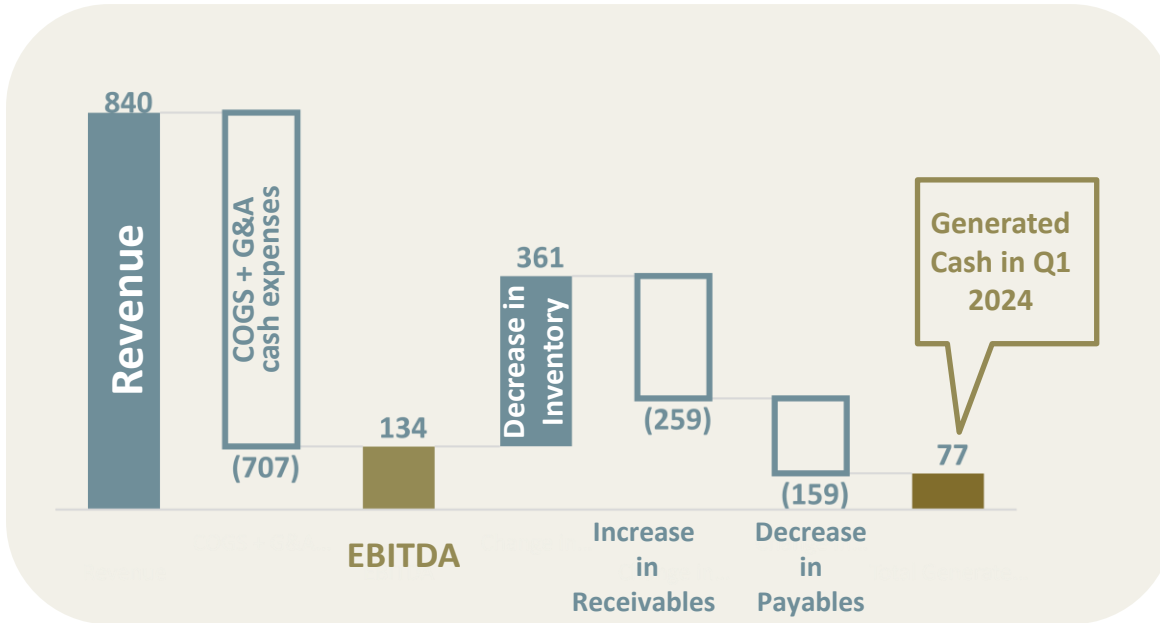


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Strong Cash Position: Sustainable Cash Generation Capability



Generated Cash From Operations



- Advance payments to farmers are the primary reason for the increase in receivables. In the following quarters, these advance payments will be deducted from subsequent payments, thereby improving cash flow.
- The average collection period for receivables is 100 days.

Cash Flow Summary

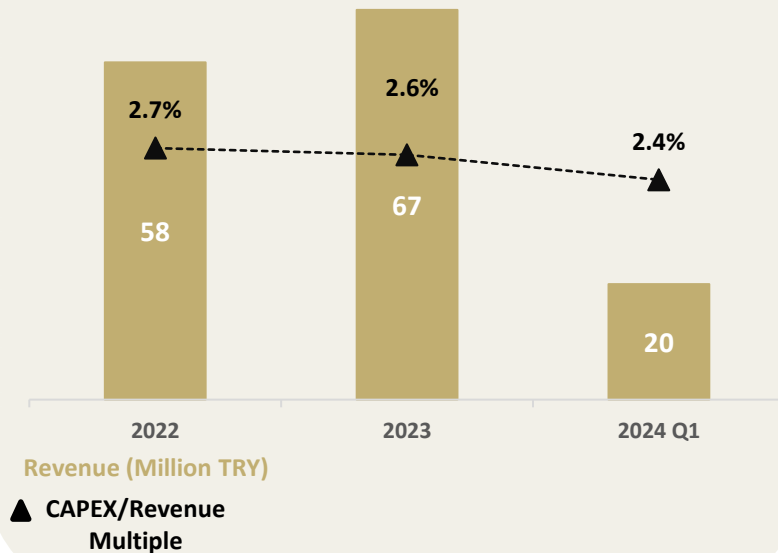
	Million TL
2023 YE Cash	1.008
Generated Cash from Q1 2024 Operation	+77
Financial net income	+47
Short Term Debt Payment	-315
New Product Line Investment (in advance)	-111
Tax & other payments	-110
2024 Q1 Cash	595

- In the Cash Flow Summary table, a functional classification is used to provide a high-level explanation of cash flows.

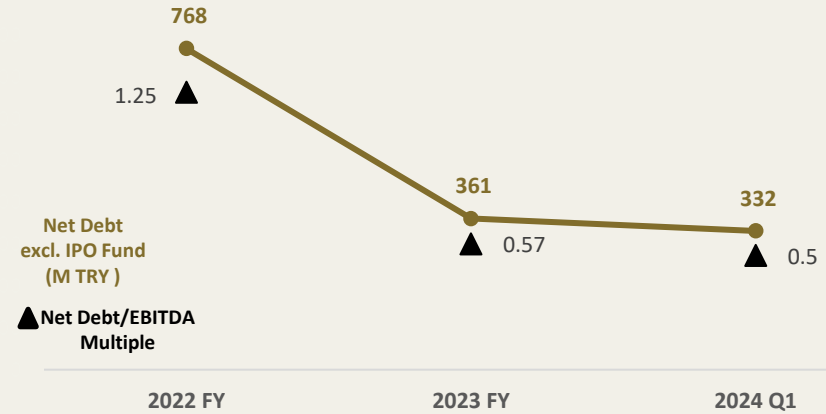
Near to Zero Debt and Effective NWC Management (With IAS 29)



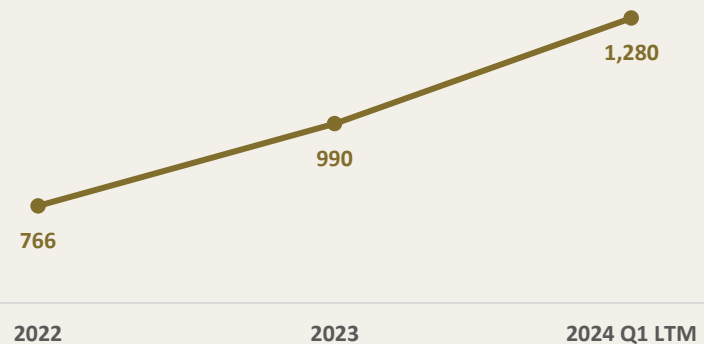
CAPEX and CAPEX/Revenue



Net Debt excl. IPO Fund



Net Working Capital (Million TL)



P&L Summary



Million (TL)	<i>With IAS 29</i>		<i>Without IAS 29</i>	
	1 January - 31 March 2024	1 January - 31 March 2023	1 January - 31 March 2024	1 January - 31 March 2023
Revenue	840	634	792	352
Cost of Sales (-)	(719)	(507)	(535)	(226)
Gross Profit	121	127	257	126
General and administrative Expenses (-)	(33)	(23)	(28)	(12)
Other income from main activities	17	7	16	4
Other expenses from main activities	(26)	(30)	(24)	(17)
Main Operating Profit	80	81	221	100
Income from investing activities	95	6	89	3
Expenses from investing activities	(2)	(3)	(2)	-
Operating profit before financial expenses	173	84	309	104
Financial income	1	-	1	-
Financial expenses	(44)	(50)	(41)	(27)
Monetary Loss/Gain	(67)	75	-	-
Profit before tax	64	109	268	76
Tax expense	(18)	(61)	(17)	(36)
Deffered tax income / expense	(41)	(72)	42	2
Net profit for the period	5	(24)	294	42

Balance Sheet



Million (TL)	<i>With IAS 29</i>		<i>Without IAS 29</i>	
	1 January - 31 March 2024	1 January - 31 March 2023	1 January - 31 March 2024	1 January - 31 March 2023
ASSETS				
Cash and Cash Equivalents	595	1,008	595	876
Trade receivables	484	225	484	196
Other receivables	2	2	2	2
Inventory	846	1,206	716	1,048
Prepaid Expenses	117	6	95	5
Other Current Assets	150	143	150	124
Total Current Assets	2,193	2,590	2,043	2,251
FIXED ASSETS				
Other receivables	1	2	1	1
Tangible Fixed Assets	1,813	1,830	1,568	1,590
Intangible Assets	1	1	1	1
Right of use assets	6	7	3	6
Other Fixed Assets	6	4	6	4
Deffered tax assets	214	273	314	237
Total Fixed Assets	2,043	2,117	1,894	1,840
TOTAL ASSETS	4,236	4,706	3,937	4,090

Balance Sheet



Million (TL)	With IAS 29		Without IAS 29	
	1 January - 31 March 2024	1 January - 31 March 2023	1 January - 31 March 2024	1 January - 31 March 2023
LIABILITIES				
Short term borrowings	-	428	-	372
Short tem portion of long term financial borrowings	311	198	311	172
Payables from short-term rental transactions	2	3	2	2
Trade payables	258	417	258	362
Other payables to non-related parties	19	-	19	-
Employee benefits	5	5	5	4
Short term provisions				
<i>Short-term provisions for employee benefits</i>	4	3	4	3
<i>Other short-term provisions</i>	2	2	2	2
Period profit tax liability	28	12	28	11
Other short-term liabilities	2	3	2	3
Total Short Term Liabilities	632	1,072	632	931
LONG-TERM LIABILITIES				
Long term borrowings	44	98	44	85
Payables from long-term lease transactions	1	2	1	2
Long-Term Provisions for Employee Benefits	6	6	6	5
Total Long Term Liabilities	51	106	51	92
EQUITY				
Share capital	139	139	139	690
Adjustments to share capital	655	655	-	-
Share premium	1,031	1,031	778	896
Defined benefit plans and remeasurement gains	1	-	1	-
Tangible asset revaluation increase	605	605	1,277	526
Hedging gains / losses	(120)	(138)	(120)	(120)
Net profit / loss for the period	5	340	294	296
Retained earnings/accumulated loss	1,235	897	885	779
Total Equity	3,553	3,529	3,253	3,067
TOTAL LIABILITIES & EQUITY	4,236	4,706	3,937	4,090

Thank You!

For further detail please contact: yatirimciiliskileri@atakey.com.tr

