

KEREVİTAS

Q1, 2020
Investor Presentation



YILDIZ ★ HOLDING

SuperFresh

Ülker
Bizim

ÜLKER
TEREYLAĞ

LUNA

Sabah

Yayla

Halk

USTAM
PASTİCİLİK ENJENİLERİ

Kerevitaş at a glance

Investment highlights

Q1, 2020 financials

Q&A

Kerevitaş: A Leader in the TR Food Industry

KEREVITAŞ

#1

Undisputed leader in TR
frozen food and margarine
market



Largest capacity in the
region



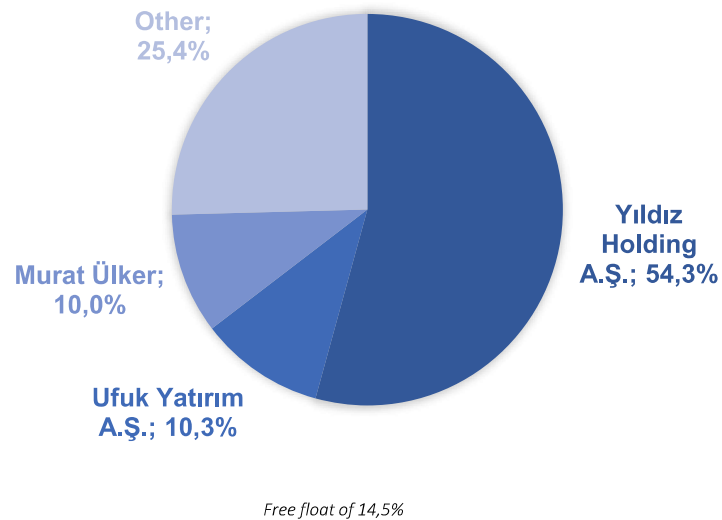
Portfolio of beloved brands



Wide distribution & export
network

Strong and Supportive Shareholders

KEREVİTAŞ



YILDIZ ★ HOLDING

The 3rd largest global
biscuit manufacturer

Manufacturing facilities
in 13 countries

+60 thousand
employees

YILDIZ ★ HOLDING

Kerevitaş Investor Presentation, Q1, 2020

Kerevitaş: Over 40 years of experience in the frozen food business...

KEREVITAŞ



- The first factory in Bursa.
- Export of seafood

1977



Frozen potato production

1990

YILDIZ ★ HOLDING

Acquisition by Yıldız Holding

2008



Establishment of Afyon/Emirdağ factory

2013



Inclusion of sustainability index

2019

1980

Product range expands!
(pizza, vegetables & fruit,
pastry products)

1996

Canned Tuna Fish



2009

Restructuring after acquisition

2017



100% of Besler acquisition for a total consideration of TL 904,5 mn

YILDIZ ★ HOLDING

Kerevitaş Investor Presentation, Q1, 2020

Besler: Pioneer, Leader and Innovator in Edible Oil & Margarine

KEREVİTAŞ



- Establishment of first factory
- Capacity: 60 K tons /year

Production of
brick margarine

Production of
margarine
for catering
businesses

BRC
certificate

AIB
Certificate

R&D Center
certified by the Industry
Ministry

1992

1995

1997

2001

2012

2016

1994

1996

1999

2003

2013

2017

Sunflower oil
production

Production of tub
margarine

A first in Turkey;
butter taste
margarine

Fractionation
Plant

- Acquisition of
Marsa
- *ISO 22000 Certificate

Brunei
Factory



ISO 9001, ISO 14001
OHSAS 18001
Integrated Management
System Certificate



Compelling investment case

- 1 – Strong competitive position
- 2 – Strong production infrastructure
- 3 – Diversified product portfolio
- 4 – Portfolio of star brands
- 5 – Strong sales/distribution/export network
- 6 – Solid financials



Retail frozen food market in Turkey is growing double digits... **KEREVİTAŞ**

The opportunity in Turkey is enormous ...

#1

Population growth



Disposable Income/GDP growth

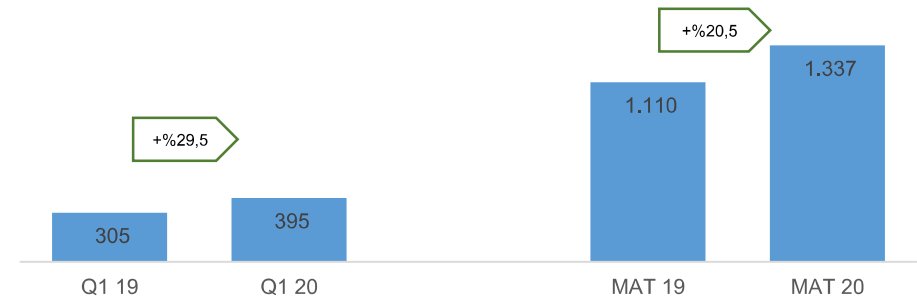


Ongoing **urbanization**

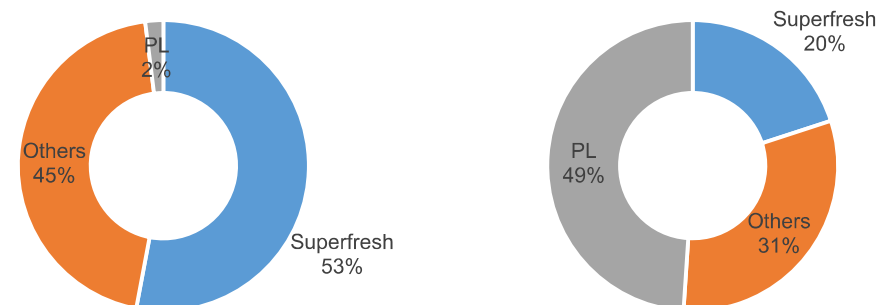


Increasing **modernization of retailing and food service**

Turkey's retail frozen food market – mn TL



(1) Market share excluding discount stores (2) Total market share in Turkey

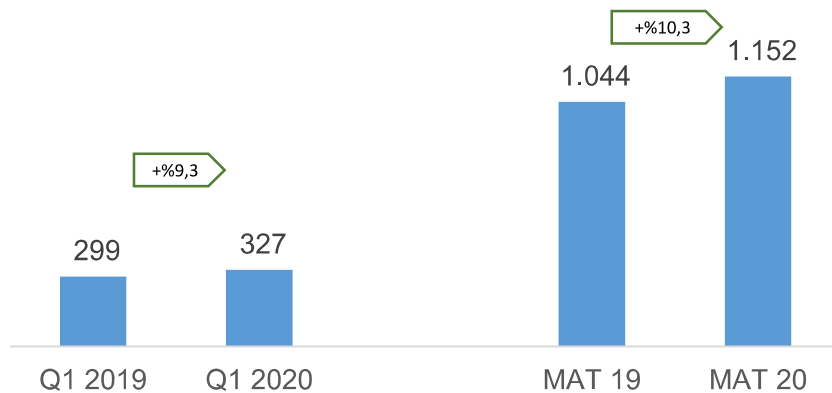


Margarine market is growing in Turkey and Besler is the undisputed leader...

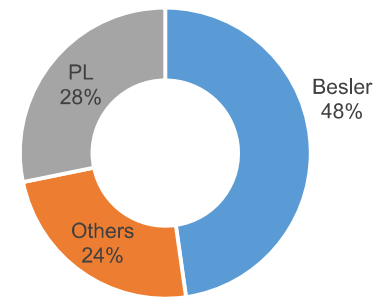
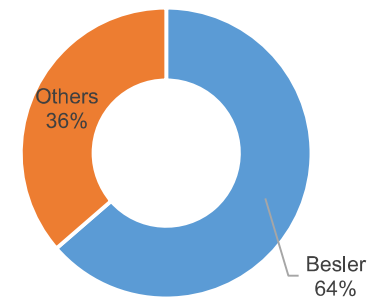
KEREVİTAŞ

#1

Margarine market in Turkey – mn TL



(1) Market share excluding discount stores (2) Total market share in Turkey



Globally competitive production plants across Turkey...

KEREVİTAŞ

#2

Besler / Istanbul

- Capacity: 280 K tons
- Factory with first and only fraction plant in TR

Kerevitaş / Bursa

- Capacity : 70 K tons
- 6 lines – bakery, frozen vegetables/fruits, canned vegetables/fruits, meat products, tuna fish, coated products

Kerevitaş / Afyon Emirdağ

- Capacity: 60 K tons
- 2 lines – frozen potatoes / croquet, frozen vegetables

Marsa / Adana

- Capacity: 308 K tons
- Production facility that has the largest installed capacity in Turkey

Marsa / Brunei

- Capacity: 70 K tons
- Biggest investment in the country



Superfresh: Trusted leader in the frozen food industry for 40 years. **KEREVİTAŞ**
The only brand with products in all categories ...

#3



Besler: Trusted producer of margarine&edible oil for +20 years

KEREVİTAŞ

#3

CONSUMER



CATERING



VEGETABLE GHEE



PASTRY



INDUSTRIAL



Unparallel portfolio of powerful and well known brands
in retail and food service channels ...

KEREVİTAŞ

#4

SuperFresh

ÜLKER
Bizim

ÜLKER
TEREMYAG

LUNA

Sabah

Yayla

Halk

ONA

USTAM

PROSER

MARS

AKRİM

AKAO

SPY-1

Strong Sales/Distribution Network

KEREVİTAŞ

Frozen & Canned Food Business Unit

- Strong sales / distribution network with 58 dealers in Turkey
- The company has a solid sales-marketing network with 200 distribution vehicles and 27.000 freezers. 36.000 shops are reached out in total with consumer products.
- Private label sales to Şok, A101,BTT and Metro.
- Strong export potential for HORECA (B2B) channel



BESLER
GIDA VE KİMYA SAN.VE TİC.A.Ş.

#5

Edible Oil/Margarine Business Unit

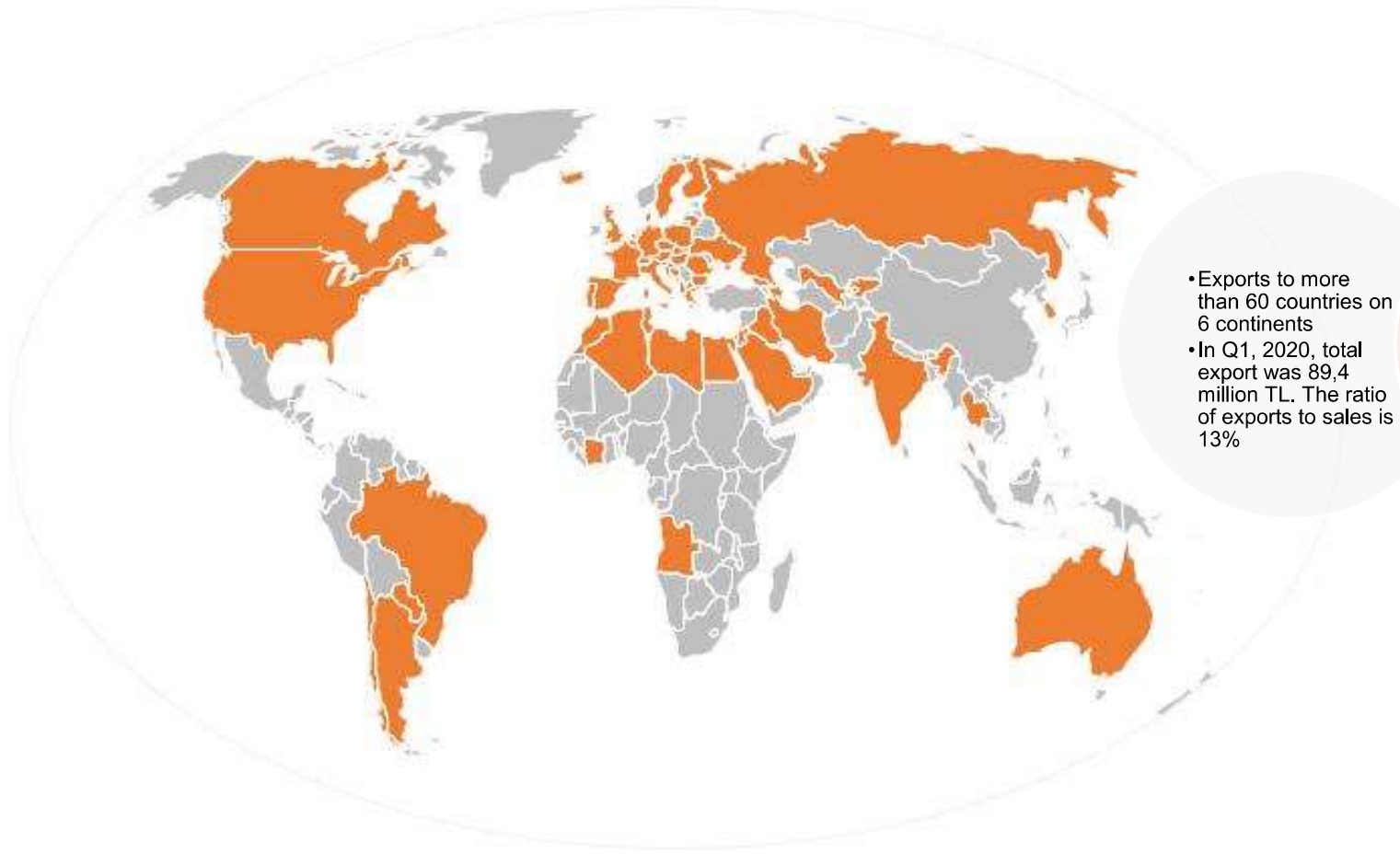
- Sales of domestic consumer products in Kerevitaş's edible oil/margarine business line are handled by Yıldız Holding companies. Total 115.000 sales points are reached with consumer products.
- Industrial, pastry and catering sales are handled by a subsidiary of Yıldız Holding, and with the Company's own sales organization and distributor network.
- Private label sales to Şok, A101 and BIM.
- Strong export potential for HORECA (B2B) channel



Our products are sold in +60 countries around the world

KEREVİTAŞ

#5



- Exports to more than 60 countries on 6 continents
- In Q1, 2020, total export was 89,4 million TL. The ratio of exports to sales is 13%

Frozen&Canned Food

- Exports to more than 20 countries on 4 continents.
- Exports of 26,5 mn TL in Q1, 2020
- The ratio of exports to sale is 12,9%

Margarine&Edible Oil

- Exports to more than 40 countries on 5 continents
- Exports of 62,8 mn TL in Q1, 2020
- The ratio of exports to sale is 12,7%

KEREVİTAŞ

Q1, 2020 Financial Results

SuperFresh

Bizim

ÜLKER
TEREYAG

LUNA

Sabah

Yayla

Halk

USTAM
PASTİCİLİK GRUBU

Q1, 2020 highlights consolidated

KEREVİTAŞ

Revenue

692 mn TL
+13% yoy

Gross profit/margin

160,3 mn TL
23,2% margin

EBITDA/margin

97,1 mn TL
14% margin

Net debt/EBITDA

1,67 x

Market % in frozen food

53%

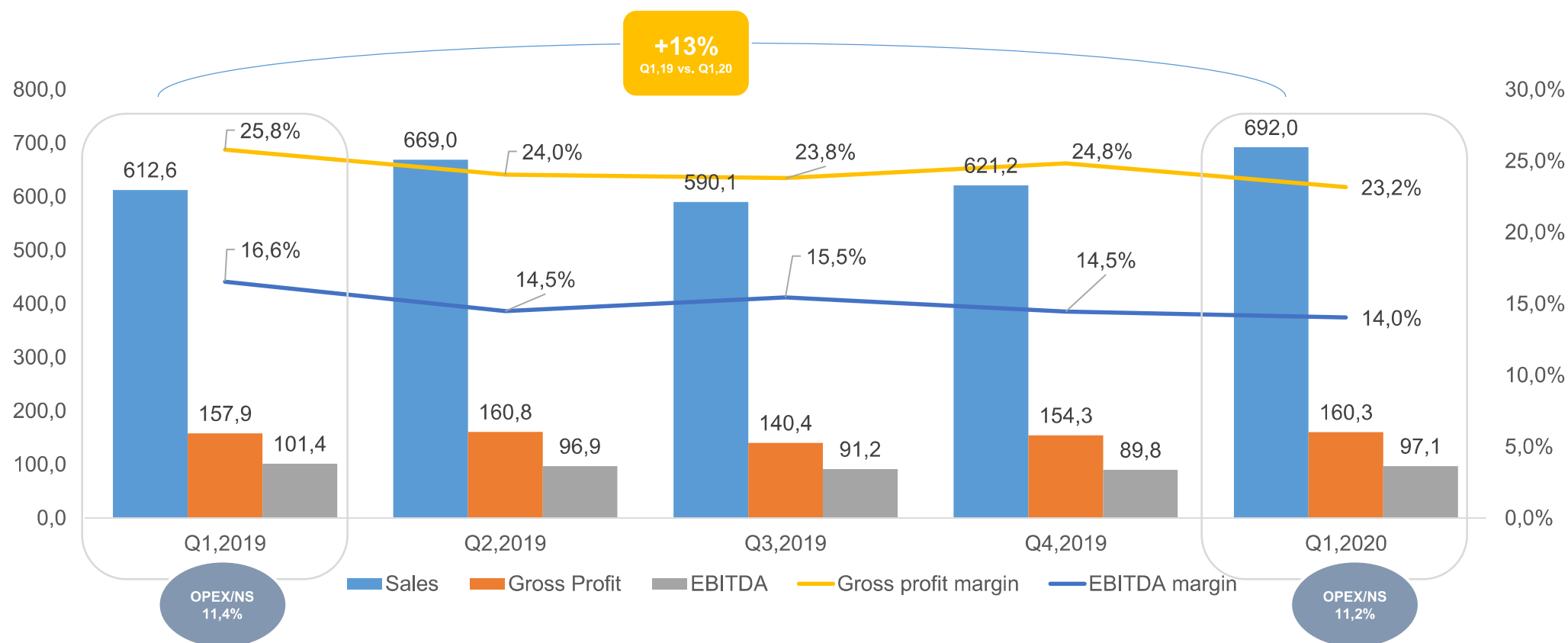
Market % in margarine

63,6%

EBITDA- Excluding other operating income and expenses.
Market shares are as of 31.03.2020, excluding HD markets

Q1, 2020 Profit&Loss (mn TL)

Consolidated

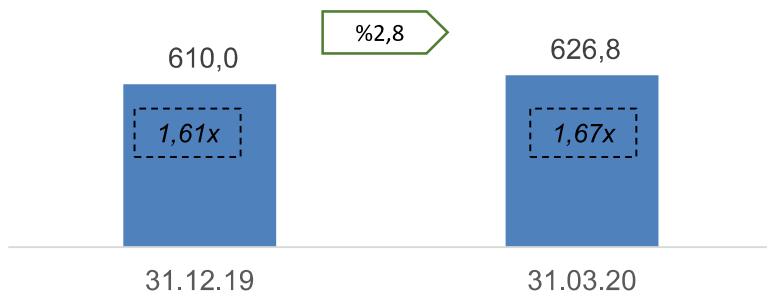


Kerevitaş Investor Presentation, Q1, 2020

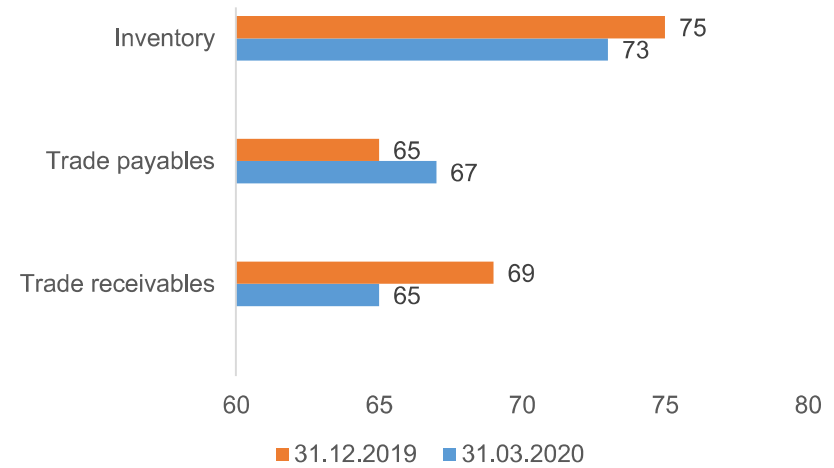
EBITDA- Excluding other operating income and expenses.

Q1, 2020 Net Debt (mn TL) & NWC

Consolidated



Net debt / LTM EBITDA



KEREVİTAŞ

Financial Results by Business Units

SuperFresh

Bizim

ÜLKER
TEREYAG

LUNA

Sabah

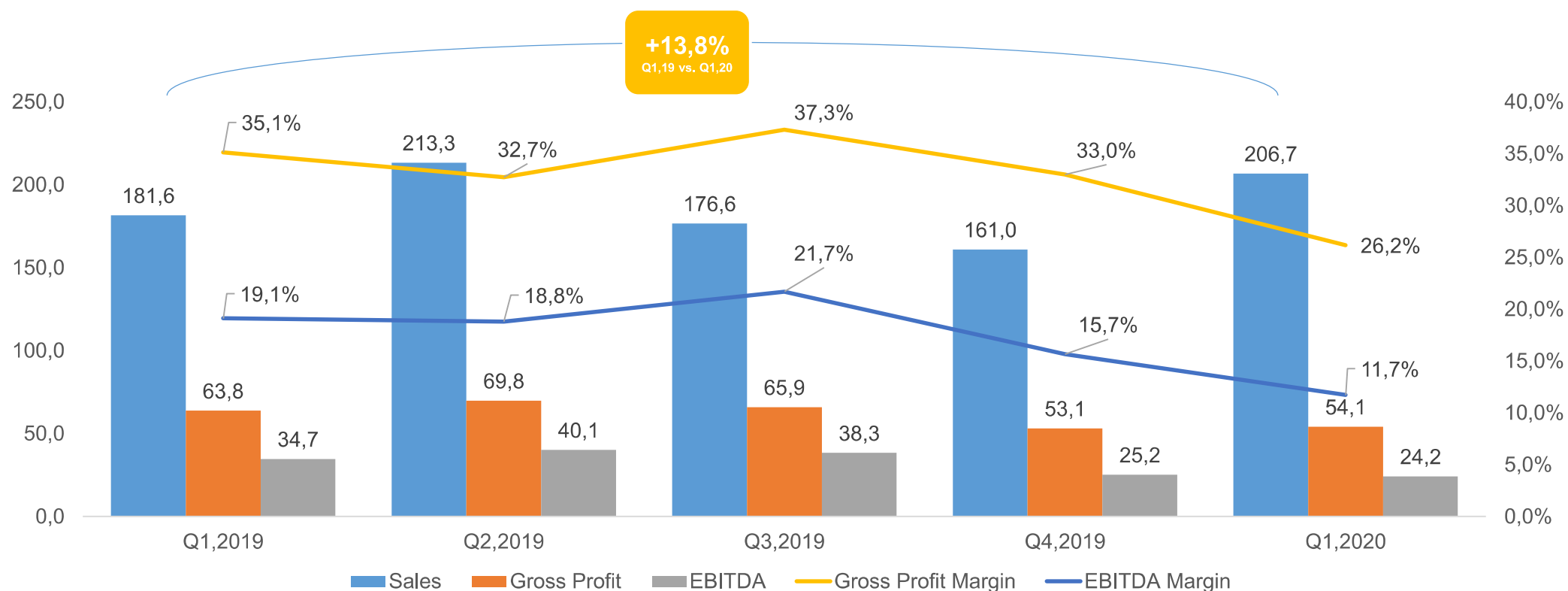
Yayla

Halk

USTAM
PASTİCİLİK GRUBU

Q1, 2020 Profit&Loss (mn TL)

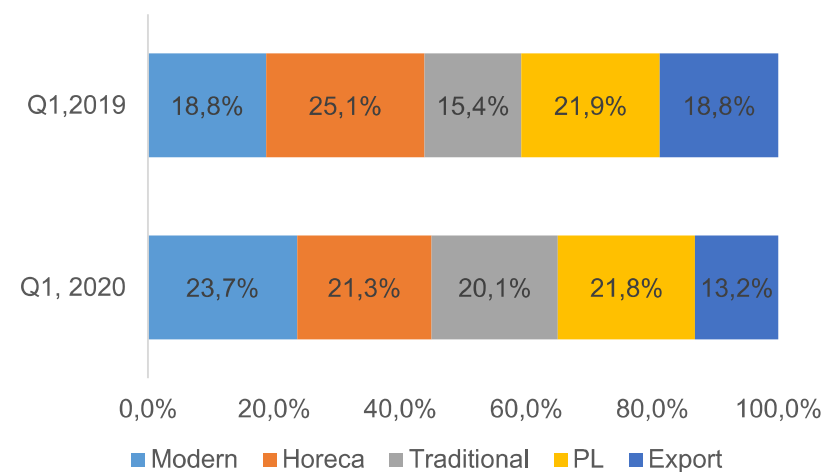
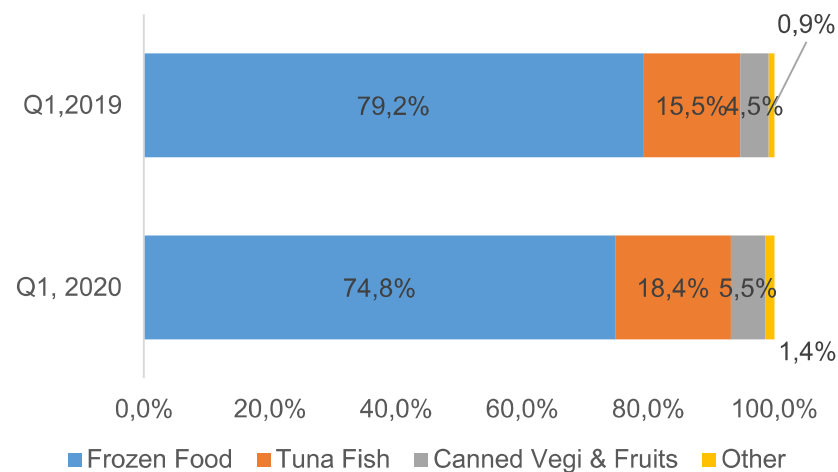
Frozen & Canned Food Business Unit



EBITDA- Excluding other operating income and expenses.

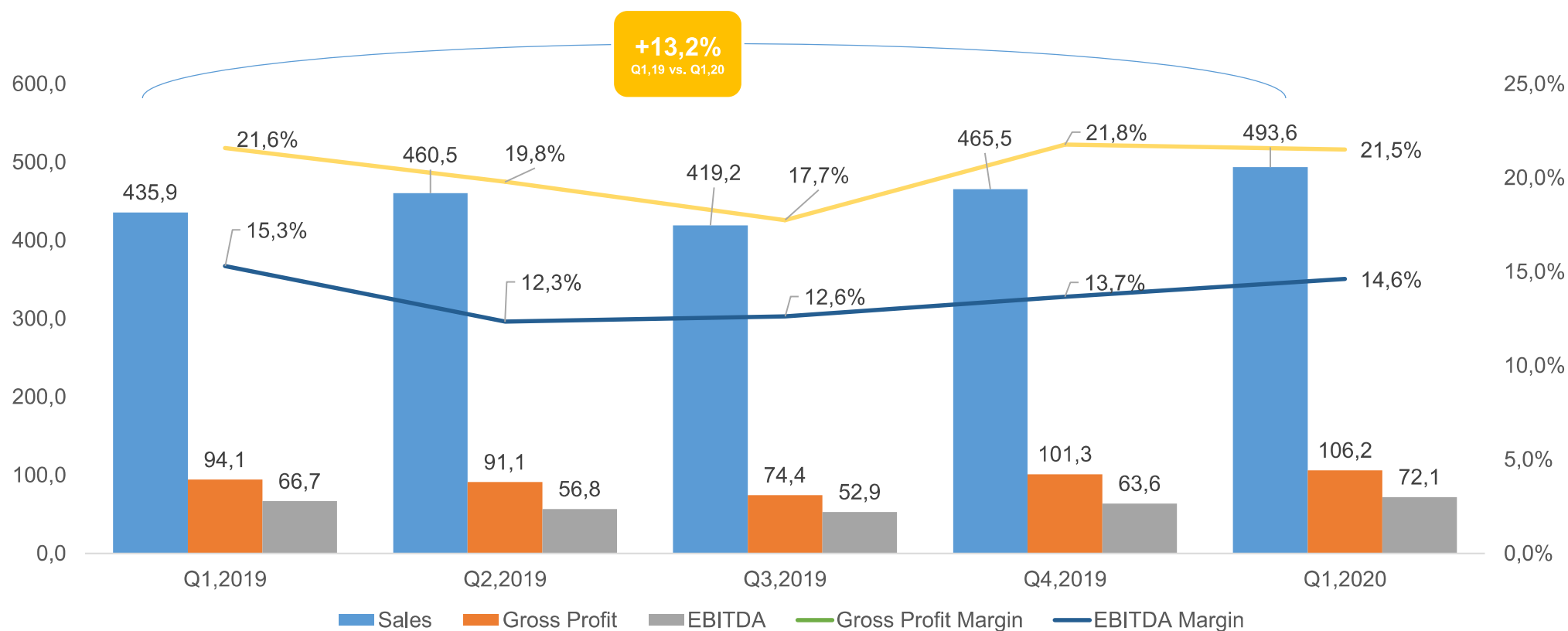
Q1, 2020 Sales by Category & Channel

Frozen & Canned Food Business Unit



Q1, 2020 Profit&Loss (mn TL)

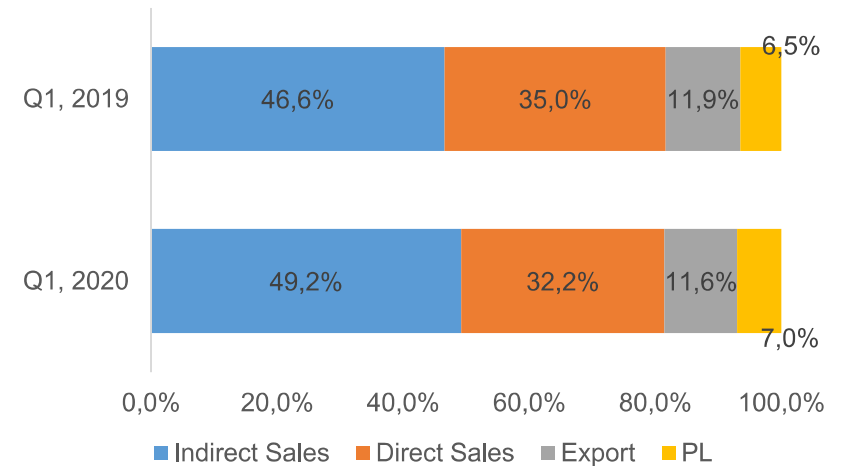
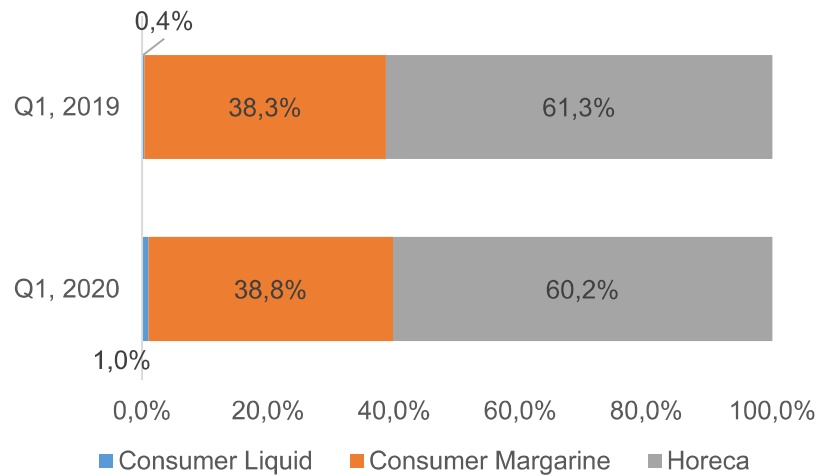
Edible Oil & Margarine Business Unit



EBITDA- Excluding other operating income and expenses.

Q1, 2020 Sales by Category & Channel

Edible Oil & Margarine Business Unit



Disclaimer



“ This presentation contains information and analysis on financial statements and is prepared for the sole purpose of providing information relating to Kerevitaş Gıda Sanayi ve Ticaret A.Ş. (Kerevitaş).

This presentation contains forward-looking statements which are based on certain expectations and assumptions at the time of publication of this presentation and are subject to risks and uncertainties that could cause actual results to differ materially from those expressed in these materials. Many of these risks and uncertainties relate to factors that are beyond Kerevitaş’ ability to control or estimate precisely, such as future market and economic conditions, the behavior of other market participants, the ability to successfully integrate acquired businesses and achieve anticipated cost savings and productivity gains as well as the actions of government regulators.

Readers are cautioned not to place undue reliance on these forward-looking statements, which apply only as of the date of this presentation.

This presentation merely serves the purpose of providing information. It neither represents an offer for sale nor for subscription of securities in any country, including Turkey. This presentation does not include an official offer of shares; an offering circular will not be published.

This presentation is not allowed to be reproduced, distributed or published without permission or agreement of Kerevitaş.”



Investor Relations

yatirimci@kerevitas.com.tr

Borsa Istanbul: KERVT.IS - Bloomberg: KERVT TI