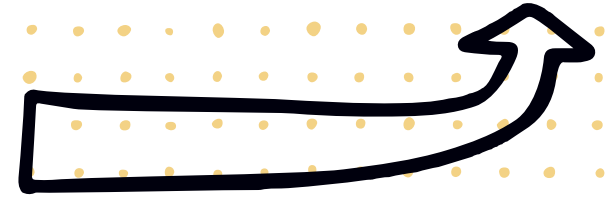
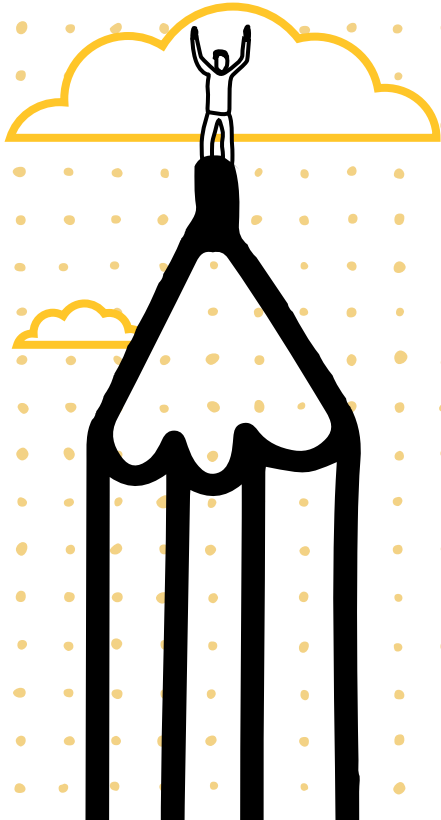


Adel Kalemcilik
Investor Presentation
June 2024



Contents



2 Company Overview

3 About Adel

4 Shareholding Structure

5 Plant & R&D Center

6 Product Safety

7 Sustainability

8 Social Responsibility

9 Turkish Stationery Market & Adel Kalemcilik

10 Turkish Stationery Market

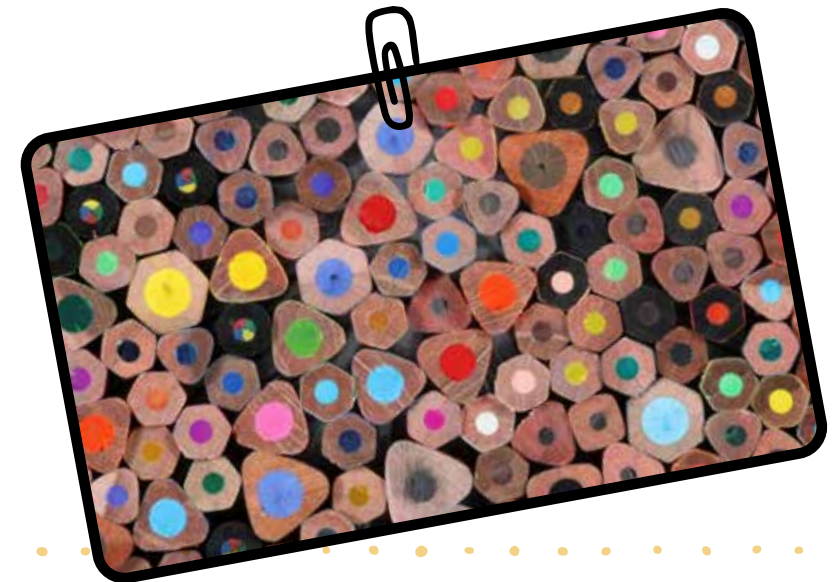
11 Sales Channels

12 Marketing & Sales
Operations / 2024 Fairs

13 Business Cycle

14 Financial Results

15 Key Financial Indicators
– June 2024



Company Overview



About Adel



- Founded: 1969
- Turkey's biggest and most modern manufacturer of stationary & writing implements
- 1995: Anadolu Group – Faber-Castell joint venture
- 1996: İstanbul stock exchange (BIST) listing
- 2015: manufacturing operations relocated to new plant in Şekerpınar
- 2019: R&D center opened at Şekerpınar facility
- Member of national and international professional & business organizations

EXPORTS TO **+30**
COUNTRIES

~3.000
SKUs

6 BRANDS

Adel stands out in its industry with over 50 years of experience and strong capabilities.



~350
EMPLOYEES



Shareholding Structure



- ✓ Founded in 1950
- ✓ Operations in 7 different business lines
- ✓ Operations in 20 countries
- ✓ 90 production facilities
- ✓ 100,000 employees
- ✓ 6 publicly-traded companies
- ✓ TL 375.6 billion turnover in 2023

Multinational, enterprising corporate group strengthened by partnerships with global brands

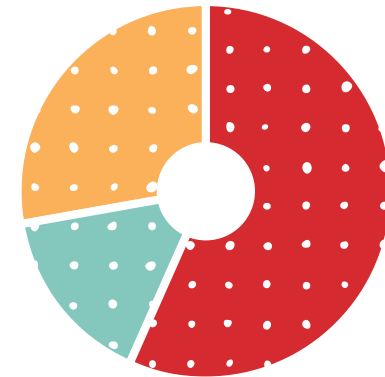


- ✓ Founded in 1761
- ✓ 6,500 employees
- ✓ Production facilities in 10 countries
- ✓ Sales offices in 22 countries
- ✓ Distributors in 120 countries

One of the oldest manufacturing companies in the world today.
Credited with giving the pencil its present form.



- ✓ 27.71% of Adel Kalemçilik shares are publicly-traded



- 56.89% Anadolu Group
- 15.40% Faber-Castell
- 27.71% Publicly-traded

Plant & R&D Center



- ✓ Manufactures a variety of product groups under a single roof
- ✓ Adel Kalemcilik product groups:
 - ⇒ Wood-cased pencils
 - ⇒ Art supplies
 - ⇒ Writing and drawing implements
- ✓ Product development, cost improvement and localization in line with the global goals for sustainable development

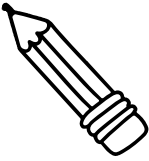
~1,000
SKUs

36,000 m²
PRODUCTION
AREA



Product Safety

We operate on the principle of never bringing to market any product that we would not allow our own kids to use



40,000

PRODUCT SAFETY &
QUALITY TESTS



Local and international certifications:

- ISO 9001 Quality Management System
- ISO 27001 Information Security Management System
- ISO 14001 Environmental Management System
- ISO 45001 Occupational Health and Safety Management System
- ISO 50001 Energy Management System
- BSCI Business Social Compliance
- Zero Waste
- FSC ® Certificate
- TSI Conformity Certificate

Sedex



TÜV
AUSTRIA



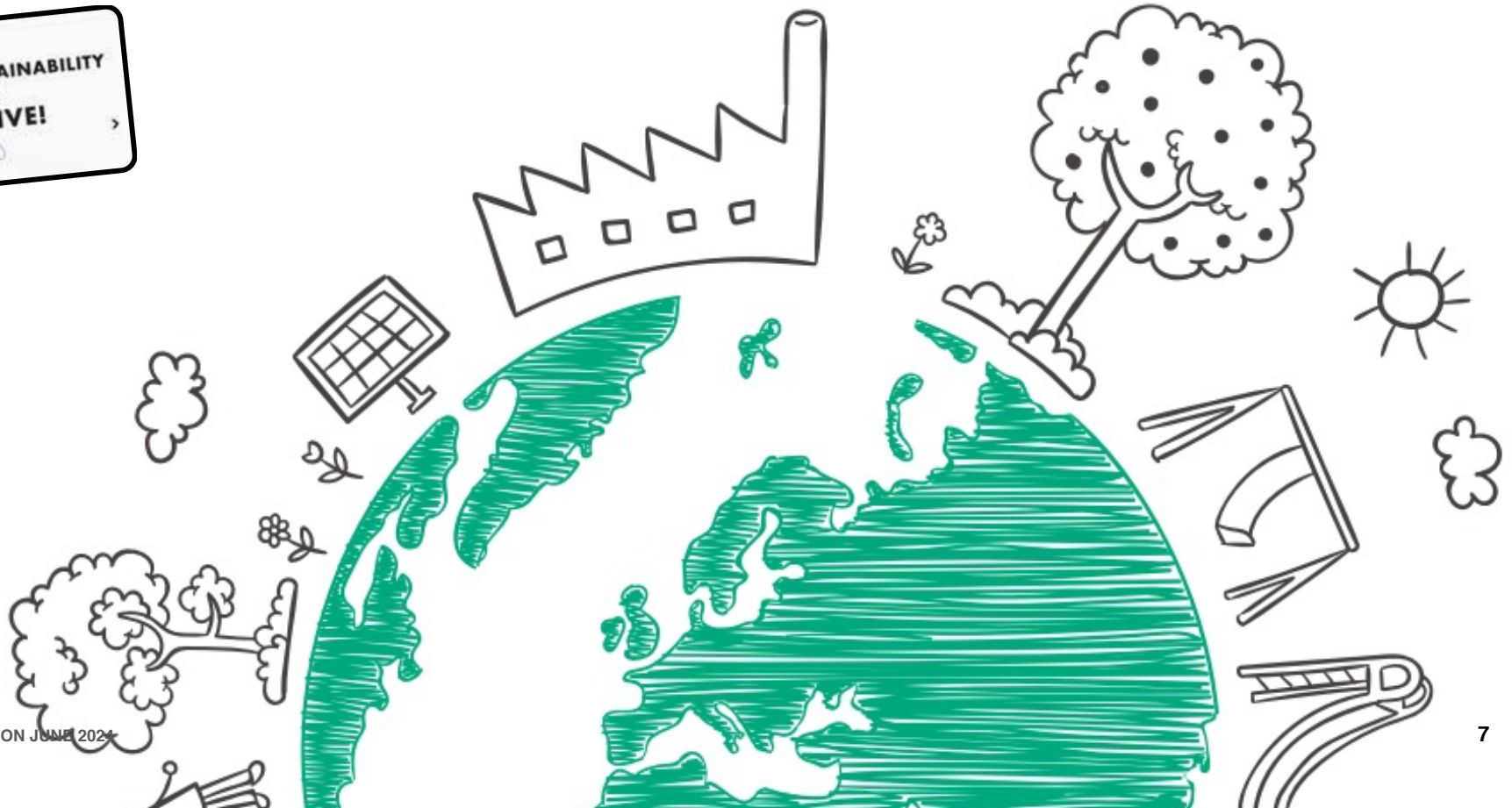
Sustainability

We were delighted to publish our 2022 Sustainability Report at the beginning of 2024 because it gave us the opportunity to share our environmental, social, governance, and performance results with our stakeholders.

Our goals...

As Adel Kalemcilik, we aim to achieve the following by 2050:

- reducing waste by 50%
- reaching a recycling rate of 50%
- increasing sales of sustainable products and services by 100%



Social Responsibility



- ✓ We continue to leave our mark for a better future with our Goodness project.
- ✓ In cooperation with the "Fazla" company and the Food Rescue Association, we provided stationery products and toys to nearly 50 thousand children living in village schools, tent cities and neighborhoods in 20 provinces, including the provinces affected by the earthquake.
- ✓ Through AKUT, we provided nearly 20 thousand stationery supplies and toys for children living in the earthquake zone.



20 provinces

Village
schools

Tent
cities

50 thousand
children

**WE CONTINUE
TO COME TO THE AID OF
EARTHQUAKE-IMPACTED AREAS**

Turkish Stationery Market & Adel Kalemcilik



Turkish Stationery Market



Estimated dimensions:

2022
~ TL 4.4 billion

2023
~ TL 8.2 billion

Estimated numerical growth:

2022
~ 85%

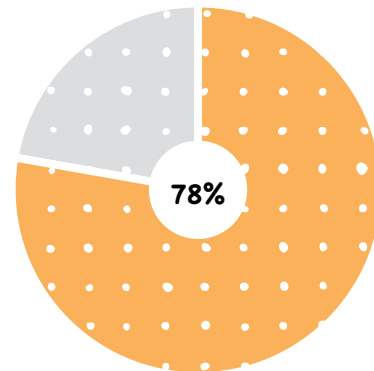
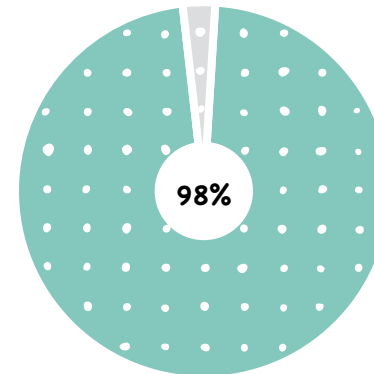
2023
~ 85-90%

Adel Kalemcilik
Market share

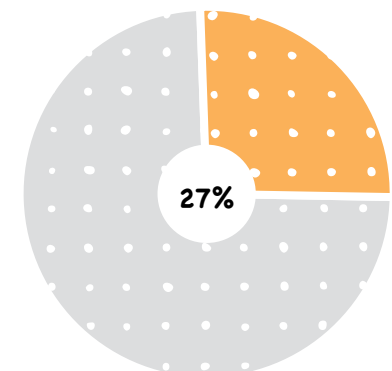
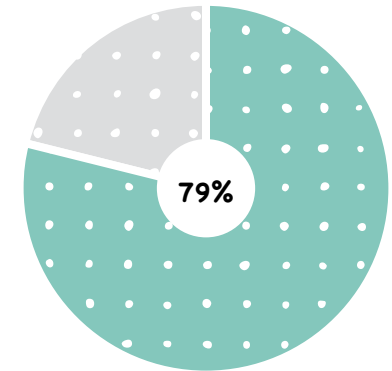
~ 25% - 30%



BRAND RECOGNITION



BRAND LOYALTY



Sources: Euromonitor International, Adel Kalemcilik Field Research, IPSOS Brand Health Tracking, November 23, issue=825
* Computer Assisted Web Interviewing (CAWI) was used in brand measurement. (In previous periods, Computer Assisted Personal Interviewing (CAPI) was used.)

Sales Channels



Traditional

Stationers & other
retailers

Exclusive dealership
sales

Modern

Direct customer
management & sales

Exports

30+ countries

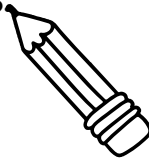
School & tenders

Direct / indirect
sales

Online

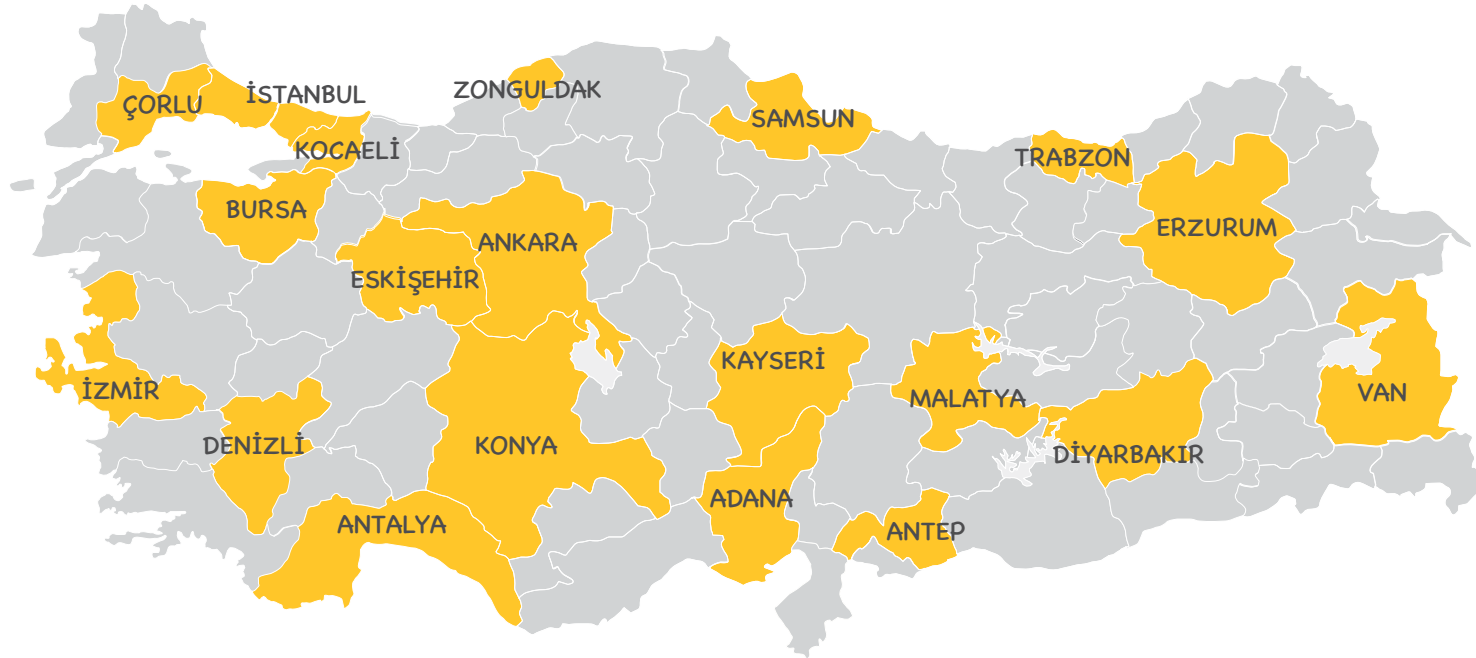
Online retail sales

Adel markets and sells nearly 3,000 products made by the world's leading stationery and toy manufacturers, including its own products.



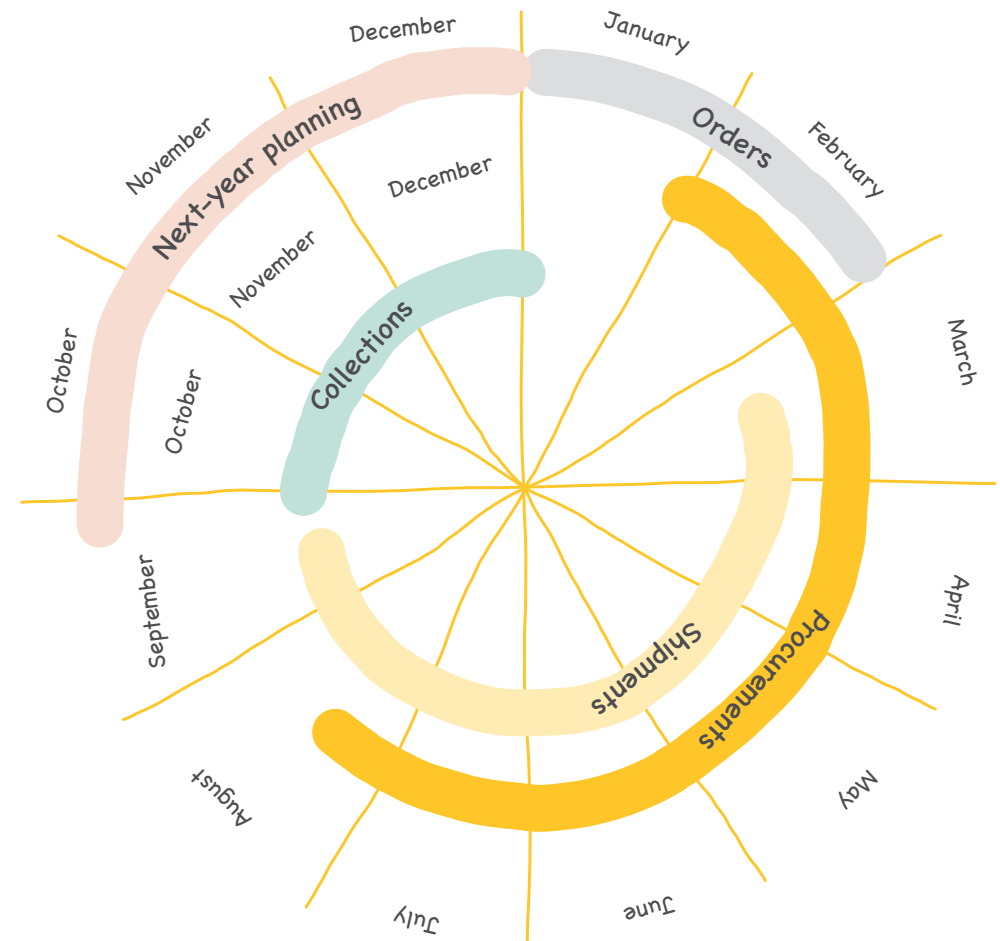
Marketing & Sales Operations / 2024 Fairs

- ✓ In total, 21 fairs were organized in 20 provinces.
- ✓ Through these fairs, 5,600 retail points were reached.
- ✓ The targets set for all these 21 fairs were successfully completed.



Business Cycle

- ✓ Each year's business plans laid out in previous year's 4th quarter
- ✓ January-February fairs attended and orders received
- ✓ Fair order procurement, shipping, and collection processes move forward as follows:
- ✓ Main goal: Complete all shipments before schools reopen in the fall
- ✓ Fair order-related collections generally finalized in Q4

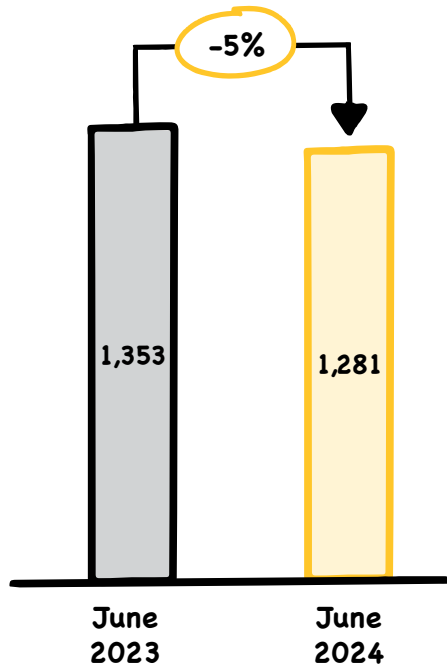


Financial Results

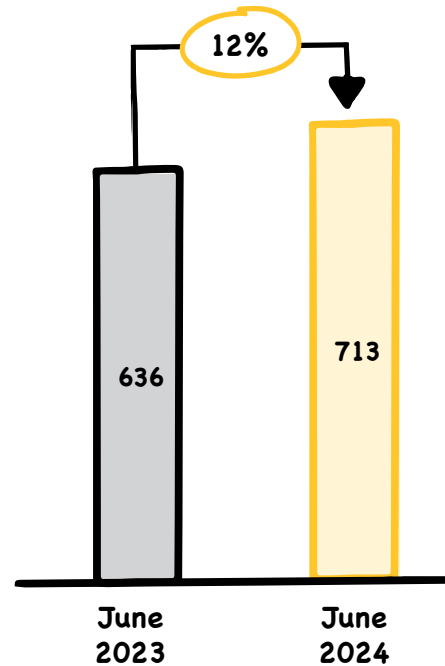


Key Financial Indicators - June 2024

Net Sales (TL million)



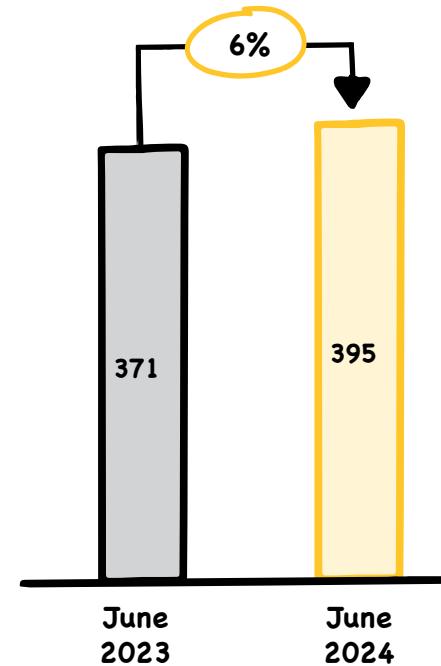
Gross Profit (TL million)



47% 56%

Gross Profit Margin

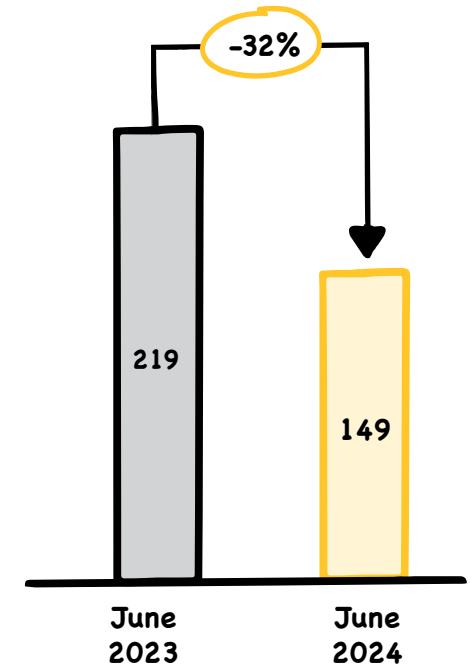
EBITDA (BNRI) (TL million)



27% 31%

EBITDA (BNRI) Margin, % ⁽¹⁾

Net Profit (TL million)

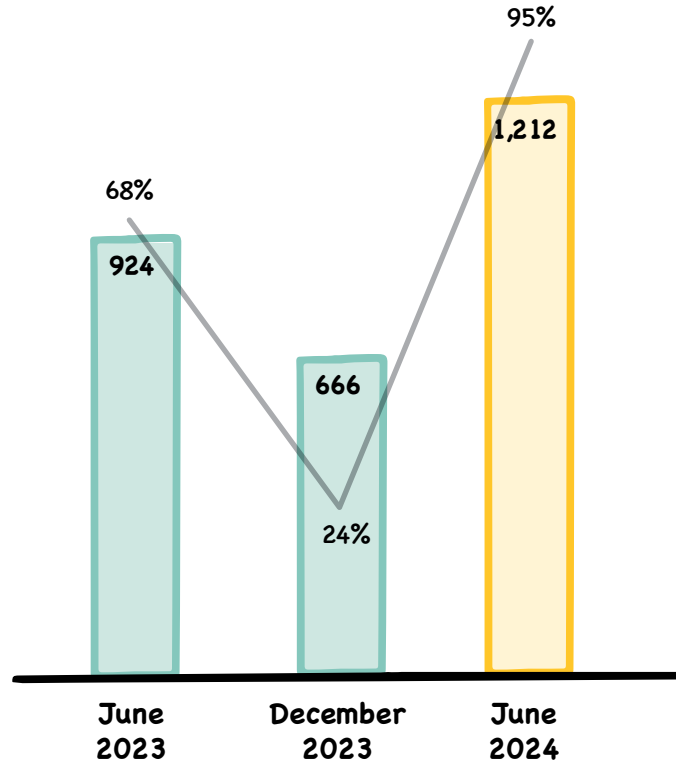


⁽¹⁾ BNRI: Before non-recurring items

Key Financial Indicators - June 2024



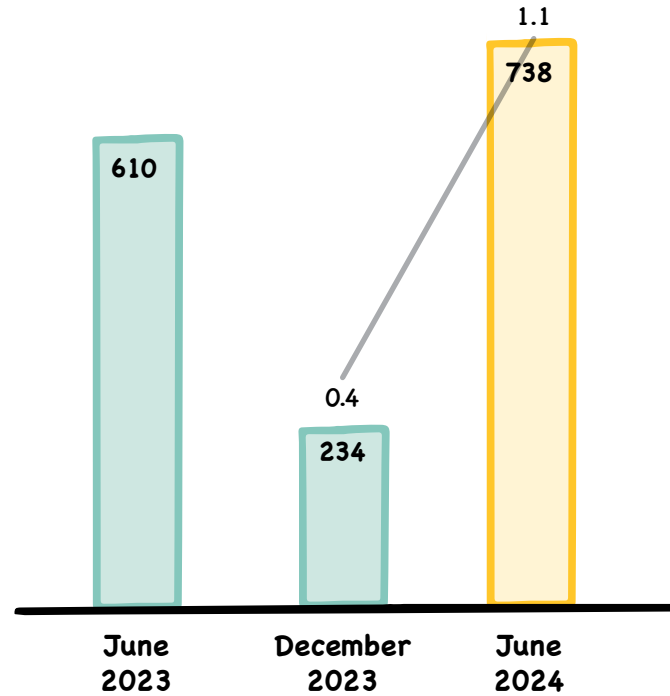
Net Working Capital (TL million)



Net Working Capital (TL million)

Net Working Capital/Net Sales

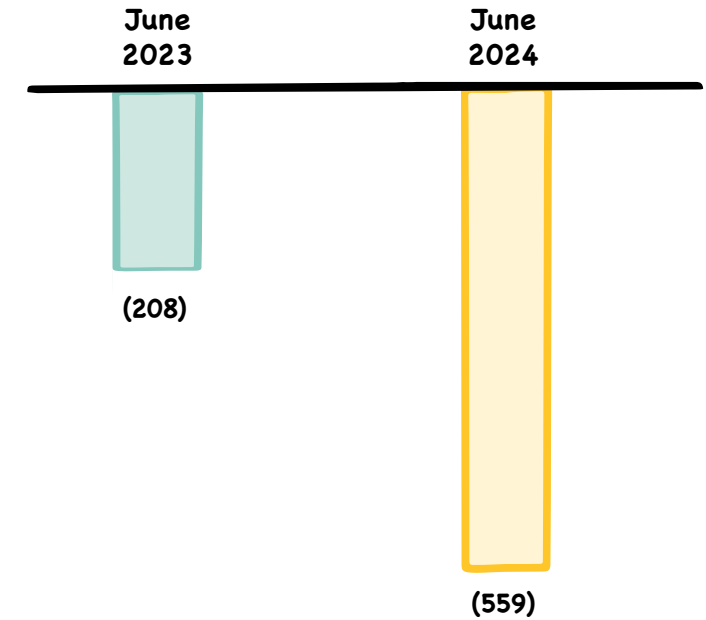
Net Financial Debt (TL million)



Net Financial Debt (TL million)

Net Financial Debt/EBITDA (BNRI)*

Free Cash Flow (TL million)



* The Net Debt/EBITDA (BNRI) ratio is calculated on the basis of the previous twelve months' EBITDA(BNRI) figures.

Thanks

