

# CAPITAL MARKET STORY

**HAPPY COWS • HEALTHY MILK • SATISFIED CUSTOMERS** 

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# DN AGRAR Journey:

## From Local Roots to European Leadership





DN AGRAR begins its operations in Romania.

2008

its 1st farm,

operations at the Apold farm, DN AGRAR starts and expands with construction of the addition of its 2nd farm, DN AGRAR APOLD.

2013

**DN AGRAR registers** significant increase in the hectares of worked land, and starts expanding agricultural and logistical operations within own companies.

2020

The company starts the operations at its 3rd farm. DN AGRAR CUT.

2022

A pivotal year for the company:

• DN AGRAR is listed on the **Bucharest Stock** Exchange (BVB).

 The business triples in size within the first nine months of the year, and with integrated business segments, becomes the largest milk producer in Romania.

2024

After 2 years since listing on the BVB Stock Exchange. DN AGRAR achieves significant growth, with over 10,000

hectares of worked land and over 16.000 animal heads, becoming the largest milk producer in Europe.

The company is also included in the MSCI indices, starting March 1st. 2025

March: Starting operations at the Straja farm

May: Solar panels installation on the roofs of the farms buildings

Diversification Strategy for 2025-2030

Management changes

Cooperation agreement for the largest biomethane production facility in Romania

Starting operation at the 1st compost factory



DN AGRAR Group is today the LARGEST MILK **PRODUCER** IN EU ROPE.

2011

DN AGRAR begin

LACTO AGRAR.

Its trajectory is marked by accelerated growth, strategic investments, and a strong focus on sustainability.







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## DN AGRAR – A SUSTAINABLE VISION SINCE 2008



## THE LARGEST MILK PRODUCER IN THE E.U.



Founded by Jan G. de Boer in 2008



Listed on the AeRO market of the Bucharest Stock Exchange on February 2nd, 2022



Shares were included in the BETAeRO index since September 2022 and starting from March 2024 in the MSCI Frontier Small Cap and MSCI Romania Small Cap indices



**16,000+** heads dairy cows as well as young cattle



**10,000+** hectares of worked land (7,000+ inside the group, and the rest outside the group)

5 farms & 1 compost factory



### **Established crops:**

- ✓ Maize
- ✓ Triticale
- ✓ Alfalfa

- ✓ Wheat
- ✓ Barley
- ✓ Rye





## AN OUTSTANDING GROWTH STORY



Track Record

- Tripled the business since listing
- Consistent Growth in EBITDA
- Milk delivered in 2024: approx. 65 mil. liters
- Estimated milk deliveries in 2025: over 70 mil. liters

**Sustainable Agriculture** 

Focus on sustainable, regenerative agriculture practices that maximize productivity, reduce environmental impact, and ensure long-term profitability.



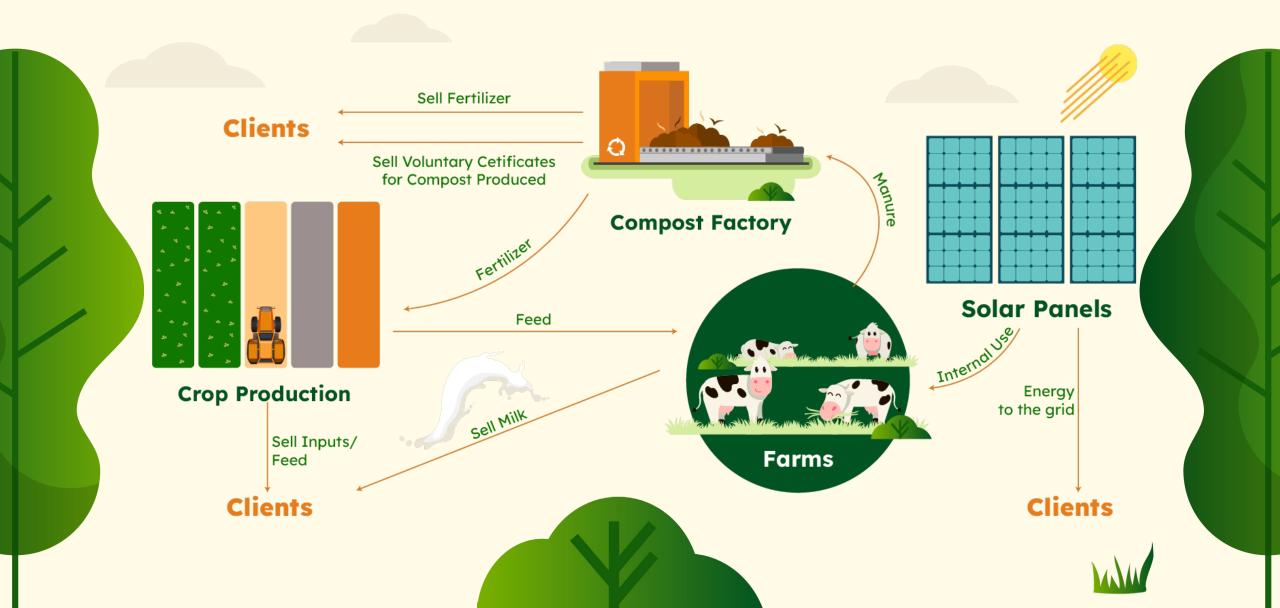
**Market Position** 

European Union's leading milk producer and the largest integrated zootechnical farm in Romania, with cow milk production and vegetable production.



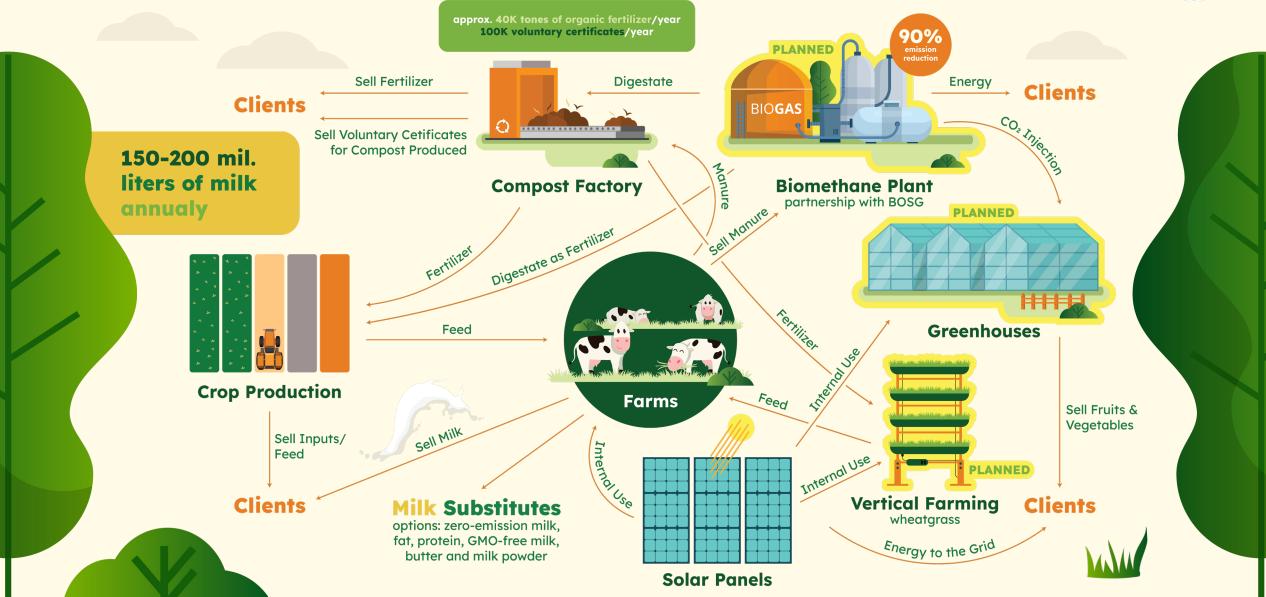
## INTEGRATED BUSINESS MODEL – TODAY





## INTEGRATED BUSINESS MODEL – NEXT YEARS





## MANAGEMENT TEAM















## OUR CURRENT FARMS – LEADING ROMANIAN MILK PRODUCTION





### **DN AGRAR CUT**

Smart Farming for a Sustainable Future

- +2,000 dairy cattle
- 50,000 liters/day
- 300 cows milked/hour



### **LACTO AGRAR FARM**

Pioneering Sustainable Dairy and Agriculture in Romania

- +4,000 dairy cattle & young stock
- **60,000** liters/day
- 350 cows milked/hour



#### **APOLD FARM**

A leader in Sustainable Dairy and Fodder Production, Powering Progress with Innovation and Scale

- +7,500 dairy cattle & young stock
- Current Production75,000 liters/day
- 400 cows milked/hour
- 100,000 liters/day
   in 2026/2027



#### PRODLACT FARM

Responsible and sustainable approach to animal husbandry

- +1,500 young stock
- Raising young cattle for Apold, Cut and Straja farms



### **STRAJA FARM**

A major strategic investment that supports our plan to double the size of the business by 2030

- Operational since March 2025
- Currently +1,800 dairy cows & young stock
- 5,000 dairy cows at the end of 2027
- 150,000 liters/day
   in 2028

## STRAJA FARM – A SIGNIFICANT EXPANSION IN PRODUCTION



## **Key Highlights**

- Started in 2023, and planned to be completed in 2027.
- Capacity of 5,000 dairy cows.
- Financed through credit facility and own sources.
- Gradual increase of the dairy cow herd, reaching 1,800 heads at the end of August 2025.
- Plans to install industrial robots in Q3 2025.





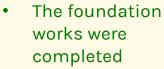
- Beg. March Start milk production
- End of august 20251,800 cows
- Robots to be installed in Q3



2027

**End of 2027** 

• 5,000 dairy cows



- Part of the main hall, finalized
- Waste storage lagoon, finalized

2024



Approx. 3,400 cows in production & pregnancy

2026





### COMPOST FACTORY TO STRENGTHEN THE CIRCULAR ECONOMIC MODEL





The project addresses two major challenges:

efficient manure management and improved soil fertility

contribution to the reduction of greenhouse gas emissions

### **Operational Highlights**

- The Apold compost factory is performing as plannedThe Lacto Agrar compost factory is currently being developed
- 21,000 tons of manure processed annually
- Increasing the production capacity of organic fertilizer to over 14,000 tons, with the installation of the 2<sup>nd</sup> factory in Lacto Agrar
- Use the organic fertilizers produced for internal needs and to sell outside the Group

**Further Developments** 

- Currently in the final stages of the certification process with Ecocert and anticipate that this process will be completed soon.
- Process of obtaining voluntary carbon certification for the produced compost initiated. The first carbon credits will be obtained by the end of 2026
- Build **the sales channel** to develop the business line
- Advance with the certification process to achieve the international
- "Gold Standard" accreditation for carbon credit

Integrated organic waste management system

2 compost factories

Annually production of over 14,000 tons of organic fertilizer

## THE CONTEXT IN WHICH WE OPERATE



- Extensive arable land, favorable climate for dairy farming.
- Increasing demand for high-quality dairy products, driven by a growing consumer market and a shift toward sustainability.
- Growing demand for local dairy production with over 50% of milk and milk products consumption met by imports.
- Challenges with climate conditions, rising input costs, and market volatility.

### **Farmers in Romania**

Romania has the highest number of farmers in the EU, with nearly 3 million.

90% of farms are small, covering less than 5 hectares.

23% of Romania's workforce is employed in agriculture, the **highest percentage in the EU.** 

Romania has a significant proportion of farmers over the age of 65, accounting for 44.3% of the farming population.

### **Agricultural Land Use**

Approx. 13.5 million hectares are used for agriculture, representing 57% of the country's total area.

### **Major Agricultural Outputs**

Romania is one of the largest cereal producers in the EU.

It is the leading producer of sunflower seeds, honey, and plums.

# **Economic Growth** and EU Funding

Romania's agricultural sector contributes about 3.2% (FY 2024) to its GDP, higher than the EU average.

Access to EU funds for rural development and sustainable farming, with a new funding cycle focusing on environmental initiatives and sustainable farming practices.



## **SWOT** Analysis





- Integrated Agribusiness Model
- Strong Position in Romanian
  Dairy Market
- Technological Leadership
- Strategic Access to EU Funds
- Robust Strategic Roadmap

- Geographic Concentration Risk
- High Capital Intensity
- Dependency on EU Subsidies
- Limited Consumer
   Brand Recognition
- Labor and Workforce Challenges

- Rising Demand for Sustainable Dairy and Traceable Food Sources
- Expansion into Value-Added Commodity
- Land Value Appreciation and Strategic Acquisitions
- Carbon Credit and Circular Economy Opportunities
- Digital Transformation and Smart Farming
- High-Value Greenhouse & Vertical Farming
- Expansion in the Region
- Food Deficit
- Farm to Fork

- Commodity Price Volatility
- Climate Change and Environmental Risks
- Regulatory and Political Risks
- Competitive Pressure from Multinationals
- Biosecurity and Animal Health Risks



# Porter's five forces analysis

LOW



HIGH

FORCE	INTENSITY / DEGREE OF INFLUENCE	KEY GROWTH LEVER	
Threat of New Entrants	L M	Maintain tech edge and capital barriers through vertical integration.	
Bargaining Power of Suppliers	M	Scale in-house inputs (feed, compost) and build strategic supplier partnerships.	
Bargaining Power of Buyers	MH	Develop proprietary, value-added products and branded verticals to reduce buyer leverage.	
hreat of Substitutes	M	Invest in R&D and sustainability-driven differentiation to defend against plant-based alternatives.	
Competitive Rivalry	Н	Drive innovation and pursue M&A to consolidate regional market and reduce fragmentation.	

**MODERATE** 

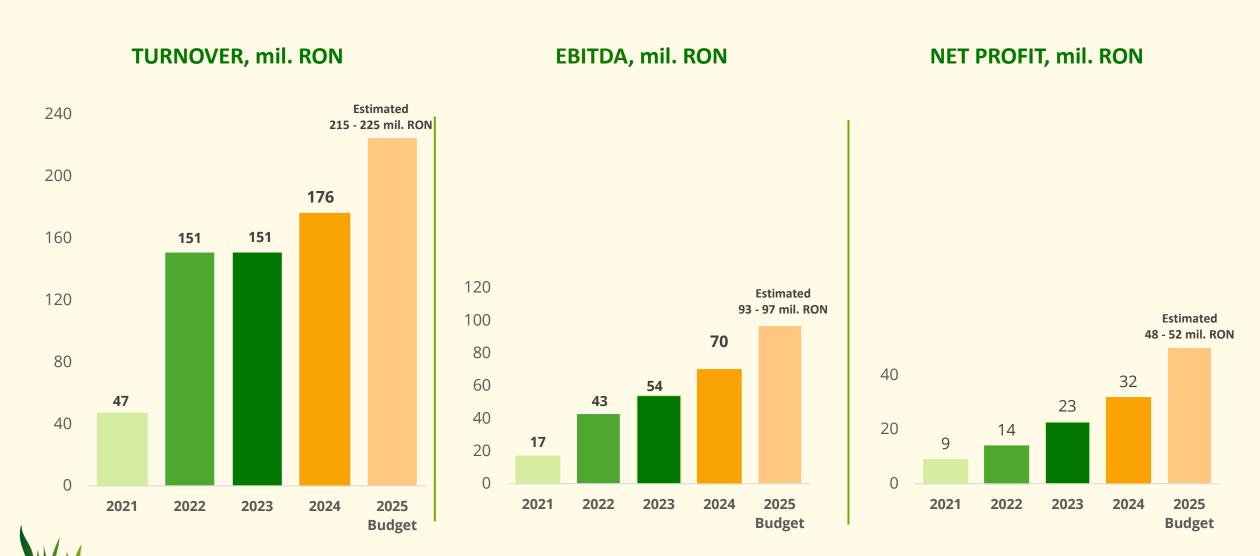




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## CONTINOUS FINANCIAL GROWTH PERFORMANCE





## H1 2025 PERFORMANCE INDICATORS



EBITDA MARGIN 30/06/2025	48.77%	+16.87% vs 30.06.2024
PROFIT MARGIN 30/06/2025	26.84%	+48.21% vs 30.06.2024
EBITDA RENTABILITY 30/06/2025	31.07%	+18.46% vs 30.06.2024
PROFIT RENTABILITY 30/06/2025	17.10%	+50.23% vs 30.06.2024
ROA 30/06/2025	6.92%	+50.90% vs 30.06.2024
ROE 30/06/2025	14.13%	+38.76% VS 30.06.2024

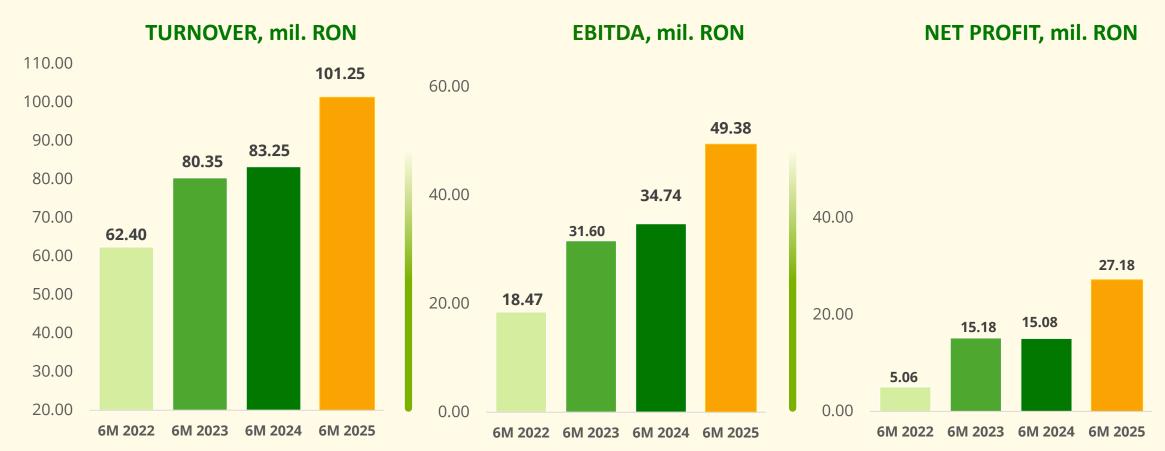
Indicators	30/06/2025	30/06/2024
PER	6.31** -46.02% vs 30.06.2024	11.70**
EPS	0.17 RON +80.25% vs 30.06.2024	0.0948 RON
P/BV	0.87 -17.19% vs 31.12.2024	1.05

PROFIT/SHARE 30/06/2025	0.17	+80.25% vs 30.06.2024	1
TOTAL ASSETS/SHARE 30/06/2025	2.47 RON	+19.45% vs 31.12.2024	1
NET ASSETS/SHARE 30/06/2025	1.99 RON	+26.58% vs 31.12.2024	1

<sup>\*\*</sup>The Trailing PER indicator is presented in evolution for the last 12 months prior to the reference period 30.06.2025-30.06.2024 compared with the period 30.06.2024-30.06.2023

## RECORD RESULTS IN H1 2025







## DINAMYCS OF THE MILK PRICE EVOLUTION

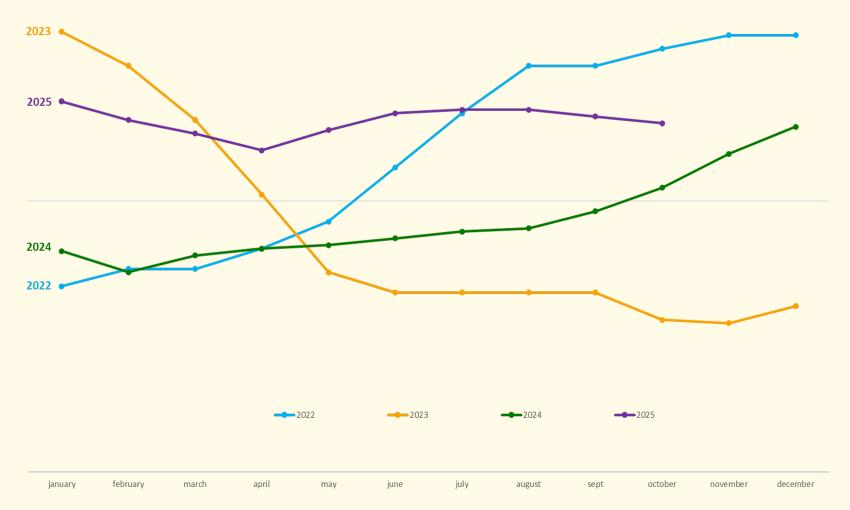


Although the milk price experienced a decline in the Q1 2025, it remained substantially above the levels seen in Q1 2024.

In Q2 2025, the price continued to increase following an upward pace.

The market environment remains favorable and DN AGRAR anticipates for Q3 an average milk price higher than in the same quarter of 2024.

For Q4 2025, the milk price is projected to remain stable and above last year's levels.



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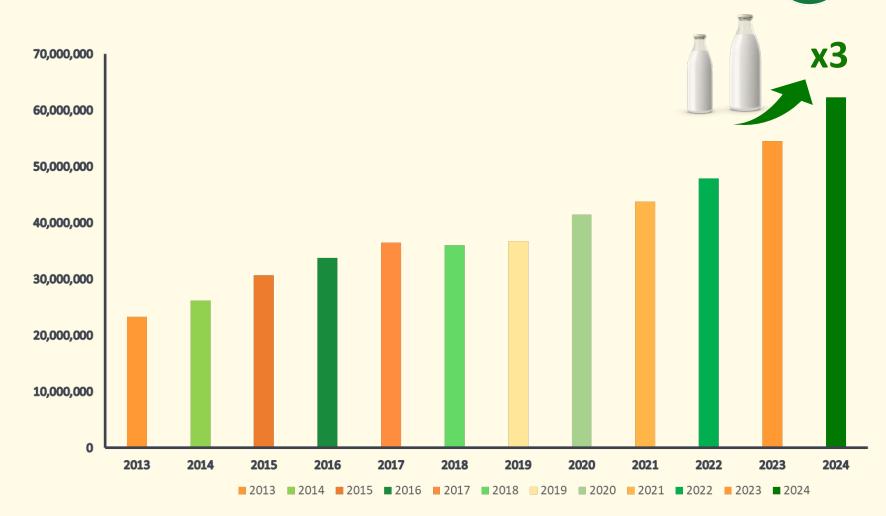
## DINAMYCS OF THE MILK DELIVERIES – A DECADE OF GROWTH

**PI** agrar

The chart below displays DN AGRAR's milk deliveries over the last decade.

Initially, in 2013, the milk delivered came solely from the Apold and Lacto Agrar farms. In 2020, the Cut farm joined, contributing to the total of milk delivered.

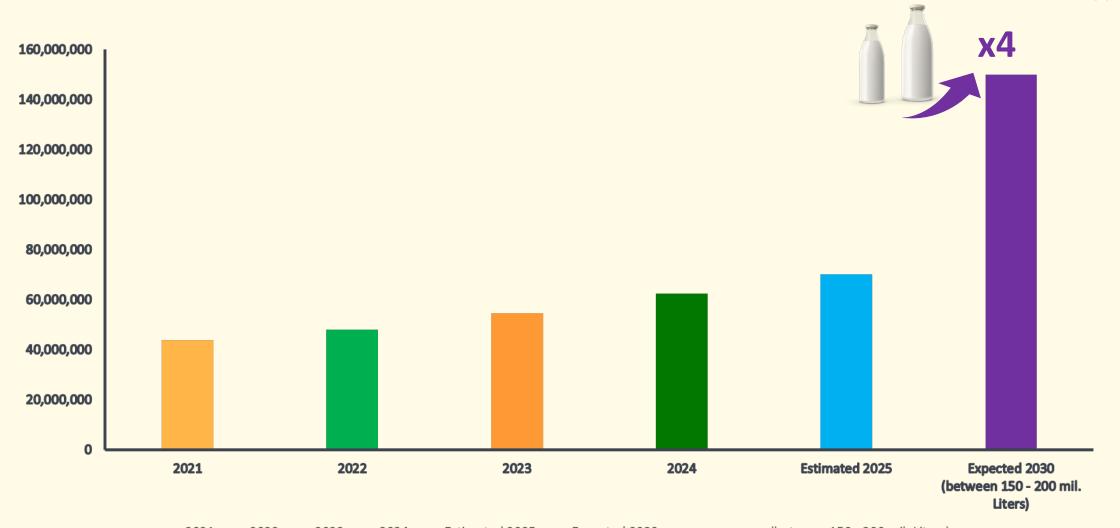
Overall, DN AGRAR has seen substantial growth, almost tripling the quantity of milk delivered in the past 10 years.





## CONTINUOUS GROWTH IN MILK DELIVERIES – UP TO 2030





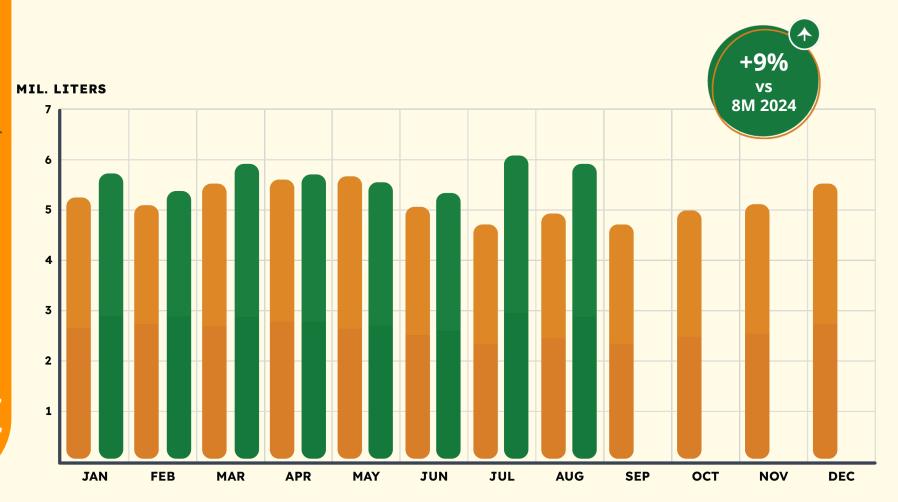
## CONSISTENT GROWTH IN MILK DELIVERIES



In the first 8 months of 2025, DN AGRAR reported an increase of over 9% in the quantity of milk delivered, compared to the similar period in 2024.

August results confirm this trajectory, with milk deliveries increasing by approximately 21% compared to August 2024.

DN AGRAR is well positioned to achieve its annual target for 2025, of at least 70 million liters of milk, a 10% increase versus 2024.



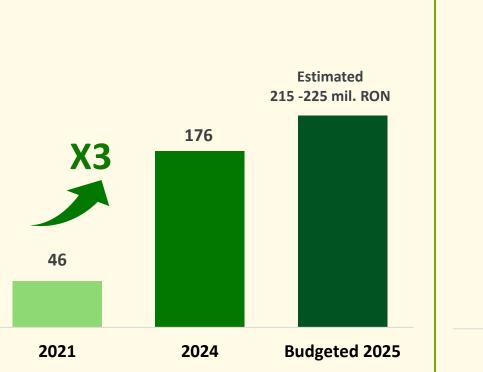


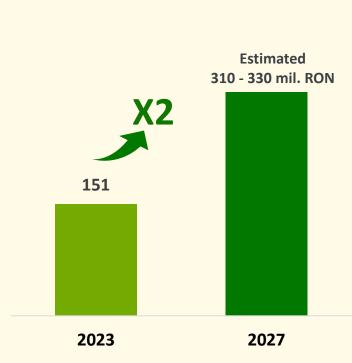
## FINANCIAL TRAJECTORY DRIVEN BY STRATEGY AND DELIVERY



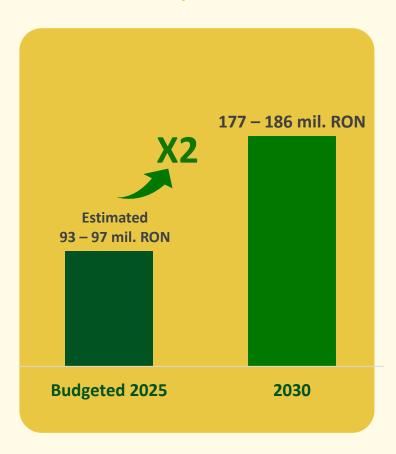
### **CONSTANTLY DELIVER ON THE PROMISES**







EBITDA, mil. RON









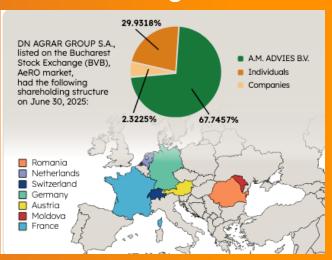
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## DN AGRAR IN THE CAPITAL MARKET





## **Shareholding Structure**



## **Included in indices**

BETAeRO
MSCI Frontier Small Cap
MSCI Romania Small Cap

## **Number of Shareholders**

Over 3,440 shareholders as of August 2025



18% increase in the number of shareholders vs the beginning of the year

## Recognition

Score of 10 in the VEKTOR by ARIR evaluation for the 2<sup>nd</sup> consecutive year

DN AGRAR has been nominated for IR Magazine Europe Awards 2024

Awards in 2024 at ARIR Gala

Best IR Department
Best Annual Report
Best Company Representative in the Capital Market
Best ESG Performance & Communication

The company with the largest weight in the BETAeRO index at the end August 2025

**CAPITALIZATION** 

**RON 451.82 MIL.** 

**EUR 89.07 MIL.** 

29.08.2025

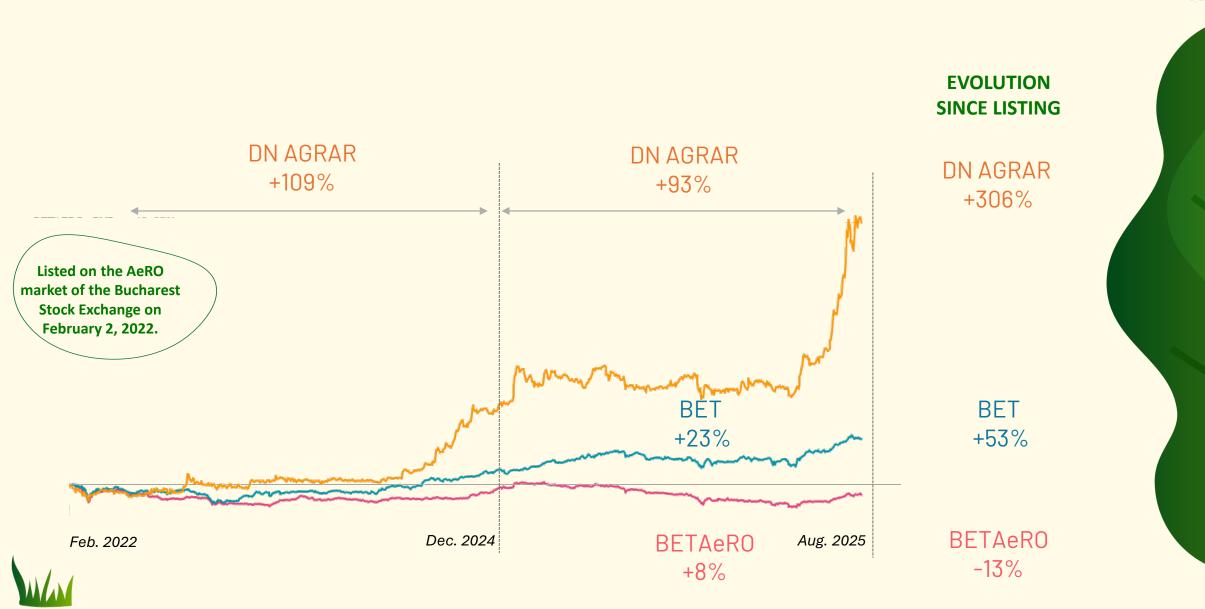


**NUMBER OF SHARES** 

159.094.224

## DN AGRAR'S SHARES OUTPERFORMING THE MARKET





## TOP PERFORMER ON THE AeRO MARKET





# MONTHLY TOTAL TRADED VALUE, 2024 mil. RON





\*TTS, listed company on the Main Market, on the last position in main index – BET as traded value in the analyzed period

## DN AGRAR SHARE PRICE SHOWS RESILIENCE IN CHALLENGING MARKETS



### **SHARE PRICE EVOLUTION**

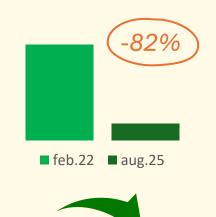


### FirstFarms (FFARMS) -

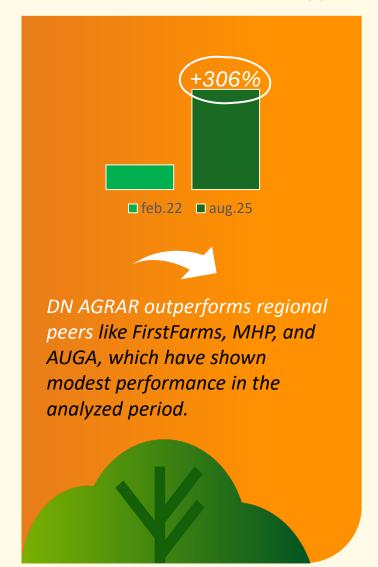
integrated zootechnical and cereal production company, is listed on **Nasdaq Copenhagen**, where the share is traded in the SmallCap index.



MHP SE (MHPC) - food and agrotech company, the leading producer of poultry in Europe and one of the largest producers of grain and vegetable oils in Ukraine. Listed on the on the main market of London Stock Exchange.



AUGA Group – vertically integrated organic food group (crops, dairy cows & mushrooms). Listed on Nasdaq Vilnius.





With few listed dairy and agri-food companies in the region, DN AGRAR offers rare exposure to a growing, vertically integrated agricultural business in a strategically important sector.

## OUR PATH TO MAIN MARKET



### **Main Market of BVB**

- Decision to be made at the end of 2025
- IFRS Reporting starting from 2026



DN AGRAR GROUP sets course for Main Market upgrade





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DN AGRAR Strategy for 2030: A Vision for Growth, Innovation, and Value Creation

**Double EBITDA by 2030** 

150 - 200 million liters of milk annually

### **BUSINESS SEGMENTS:**











# Our strategy 2030 is underpinned by FIVE CORE PILLARS:

Diversification

Sustainability

**Digital & Automation** 

Expansion of current business lines

Value creation for our investors

A key component of our strategy is the creation of industrial clusters for sustainable food production.





Our goal is
to enhance local
production capabilities,
reduce food shortages,
and ensure more
people have access to
high-quality, nutritious,
locally-produced food.













# STRATEGIC TIMELINE 2025 - 2030

## Vertical Integration & diversification

Vertical Farming (Cut 1)
Compost (Cut 1)
Laguna (Apold)
Cut 2 Farm (Construction)

2025

2026

### **Foundation Year**

Straja Farm Phase 1 Compost (Vaidei) Solar Panels 2027

## Infrastructure Consolidation & Agritech Expansion

Cut 2 Farm (Animal Acquisition)
Vertical Farming (Cut 2)
Compost (Cut 2)
Laguna (Straja - Ohaba)
Straja 2 Farm (Potential Construction)

2029

## Market Penetration & Final Vertical Integration

Greenhouses (Phase 2) Vertical Farming (Apold) 2 Composting Units (Straja)

2028

### **Biogas Entry & Operational Scaling**

Straja 1 Farm Completed
Biogas Facilty (end of 2027)
Cut 2 Farm (Milking Infrastructure)
Solar Panels (Expansion)
Laguna (Cut 2)

•

Greenhouse consumer – oriented

Greenhouses (Phase 1) Vertical Farming (Vaidei) 2030





# MILK Production



Investment in CUT 2 Farm

- 5,000 dairy cows
- 150,000 liters of milk per day, approx. 50 million per year

Expanding milk production capacity at the APOLD Farm

Our objective is to expand the milk production capacity of the Apold Farm, aiming for a daily output of up to 100,000 liters of milk.

Research & Development for Straja 2 Farm

- 5,000 dairy cows
- 150,000 liters per day
- 50 million liters per year

Straja 1 Farm Status

- 5,000 dairy cows
- 150,000 liters per day
- Fully operational in 2028

# <sup>2</sup> COMPOST



### **Expansion of Compost Factories**

In line with our commitment to sustainability, DN AGRAR will invest in multiple compost factories, transforming organic waste into premium organic fertilizers. This circular economy approach will not only reduce waste but also create a new, high-margin revenue stream, contributing to the overall value proposition of the Group.

### **Voluntary Certificate**

# Obtaining Voluntary Certificates for Carbon Emission Reduction

- No-till
- Production of organic fertilizer over 40,000 tons per year
- 100,000 certificates annually in 2030, for 15 years





**Units developing:** 

4 new compost factories

**Decision to be made:** 

Adding 2 more units in 2030 (Straja Farm) 14,000 Tons



## **GREEN ENERGY**





## DN AGRAR Group Leads Romania's Biomethane Revolution

- Operational in 2027 /2028
- 15 20 MW
- Not all manure is contracted, the possibility of increasing the number of tons of feedstock and revenue
- DN AGRAR is responsible for feedstock delivery and transportation
- · Option of equity stake

### **Turnover:**

€3.5-4 million/year

### **Completion Timeline:**

Within two years of the final agreement

### **Solar Panels**

With this initiative, DN AGRAR aims to reduce with 80% the electricity power bills, which translates to:

### 2026:

Estimated cost reduction ~ EUR 500K (solar panels on Apold, Cut, Lacto Agrar farms).

### 2028:

Estimated cost reduction ~ EUR 900K (solar panels on Apold, Cut, Lacto Agrar, Straja, Cut 2 farms).

### 2027:

Estimated cost reduction of ~ EUR 700K (solar panels on Apold, Cut, Lacto Agrar, Straja farms).

2026: reduction of EUR 500K2027: reduction of EUR 700K2028: reduction of EUR 900k

\*estimations



Investment Plan:
Sustainable Wheatgrass Production
for Livestock Feed at DN AGRAR Group

- 5 Units
- Between 40 70 tons daily output
- First unit operational in 2026 (Cut Farm)

William Willia



### **Estimated Investment:**

Between EUR 5 - 7 million for 40 - 70 tons produced

### **Financing:**

**Bank loan** 

#### ROI:

### 4 - 6 years







### Increasing the Value of Raw Milk

We are conducting in-depth research on methods to **increase the value of raw milk**, including developing premium dairy products such as **cream**, **fat**, **and milk-based supplements**. This focus on value-added products will allow us to capture premium pricing, **increase margins**, and diversify into higher-value sectors, creating new revenue opportunities in both local and international markets.

### **RESEARCH KEY OBJECTIVES:**



## Milk Valorization and Value-Added Products

- Fat
- Protein
- Butter
- Milk powder
- Extract water from milk to reduce transportation costs
- · Zero-emissions milk
- GMO-Free milk







## **GREENHOUSES**

## Why?

## Because the market context & structural gaps offer opportunities

- Total vegetable production in Romania fell from its peak in 2021, driven by decreasing field yields and weather vulnerability.
- Vegetable consumption in Romania reached 8.72 kg/person/month in 2023—an all-time high.
- Romania cultivates only ~10% of vegetables under cover, representing roughly 4,600 ha—well below regional benchmarks such as Poland (~5,220 ha).
- The country's leafy vegetable and brassica output is also modest and declining, while consumer demand remains strong and rising.

MARTINIAN MANAGEMENT OF THE PROPERTY OF THE PR

- Romania is a net importer of vegetables, particularly in the winter and early spring seasons. Key imports include lettuce, tomatoes, cucumbers, and brassicas—products that perform well in greenhouses.
- Strategic priorities for Romania include boosting yield efficiency, investing in protected cultivation, and targeting high-value crops to improve trade balance and reduce import reliance.



### STRATEGIC IMPACT

Reduce Romania's dependence on imports during off-season

Deliver premium pricing and high yield per m<sup>2</sup>

Diversify DN AGRAR's revenue beyond milk

Contribute to sustainability, composting, and ESG metrics

Position the company as a first-mover in protected vegetable farming in Romania

In 2028, we plan to start construction of the first greenhouse

In 2030 is expected to start the operations

# DN AGRAR in 2030: A Vision of Scaled Growth, Sustainability, and Value Creation



- 150 200 million liters of milk annually
- Close to 30,000 animals
- 6 composting units producing over 40,000 tons of organic fertilizer annually
- Obtaining approx. 100,000 voluntary certificates annually for 15 years
- 5 wheatgrass production units
   25% 30 % feedstock cows

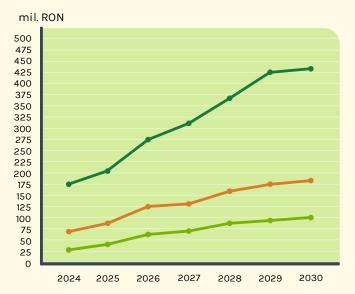
- 2 industrial Greenhouses for consumer-based vegetable production
- DN AGRAR is listed for several years on the Main Market of the BVB
- Produces milk close to Net-Zero
- Reduces emissions by 90% and adds to its revenues
   EUR 3.5 4 million due to the biomethane plant.

## THE FOUR SCENARIOS by 2030



### **SCENARIO 1 -**

the milk price is considered based on the average milk price in 2023.



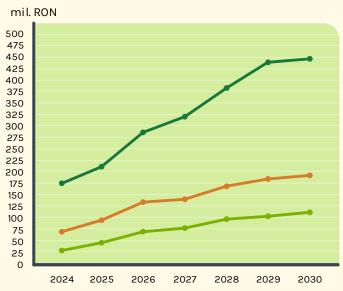
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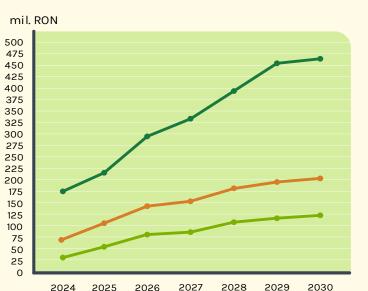
### **SCENARIO 2 -**

the milk price is considered based on the average milk price in 2024.

### **SCENARIO 3**

- the milk price is considered based on the average milk price at the end of 2024.





**SCENARIO 4 -** the milk price is considered based on the average milk price in 2025, until now.





## THE FOUR SCENARIOS by 2030



What's included in the financial scenarios up to 2030

- Current operations
- Straja farm 5,000 animals and a production of 50 mil. liters/year
- Cut 2 farm
- 28,000 tons organic fertilizer
- Biometehane production (from 2028)
- Solar in Straja, Apold, Cut and Lacto

What's not included in the scenarios, will be included in the coming years when all details are known:

- Straja 2 5,000 animals and a production of 50 mil. liters/year
- 14,000 tons of organic fertilizer
- 2 greenhouses for vegetables production
- Solar in Cut 2 and Straja 2
- Wheatgrass production as feedstock for animals
- Different valorization of the commodity milk
- Approximately 100,000 voluntary carbon certificates annually for a period of 15 years, with a current value of approximately Euro 20 per certificate
- Certificates obtained due to the implementation of no-till





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## WHY INVEST IN DN AGRAR?



High-Return Growth Strategy

Strategic focus on sustainability, innovation, and M&A ensures strong long-term financial performance.

• Sustainability and Efficiency Investments in solar, wheatgrass production, composting, and

biomethanization.

 Market Leadership in Dairy and Beyond

Positioned as a key player in dairy and value-added agriculture.

Geographic Expansion

The Group's expansion into key European markets like Hungary, Poland, and Bulgaria.

Innovation-Driven Growth

Focus on R&D, DN AGRAR is continually innovating in areas such as milk valorization, sustainable production, and advanced farming technologies

Diversified Investment Opportunities

Exposure to dairy, crop, fruits & vegetables, and M&A activity.



Investing in DN AGRAR means investing in a future of sustainable, profitable growth in one of the most essential and high-demand industries globally.

## CONTACT

# PI

### Website: www.dn-agrar.eu

On the DN AGRAR company website, you can find press releases, financial reports, annual reports, presentations, the financial calendar, and other relevant information for shareholders, accessible through the Euroland interactive tool.

Visit our page and subscribe to our newsletter to keep up to date with our work.









### How do you contact us?



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