

**Kontrolmatik  
Technologies**



sustainable technologies for a livable future

2022 4<sup>th</sup> Quarter Investor Presentation  
March 2023

YEARS  
ANNIVERSARY  
CELEBRATION **15**



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# Executive Summary

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## Revenue Performance

Sales revenues, which increased by 258% annually in the last quarter of 2022, continued to have a positive impact on financials along with the removal of pandemic restrictions compared to the previous year and the implementation of new projects. In 2022, we generated 1.8 billion TL in revenue which is above our 2022 expectation of ~1.6 billion TL, and we produced ~514 million TL of EBITDA, exceeding our expectation of ~450 million TL.

## Investment Strategy

In order to guarantee a sustainable, green future, we invest and add value in the technologies of the future such as IoT, automation, Li-Ion batteries, energy storage, and robot technologies by financing with equity, long-term financing, or partnership options while employing a young, world class staff in Türkiye.

## Financials & Stock Performance

While high growth in net sales and EBITDA continued in 4Q22, gross profit margin and EBITDA margin were stabilized in parallel to calm course in exchange rates. On the other hand, net profit margin increased as a result of deferred tax revenue. Positive EVA and 29.5% ROIC show the efficiency of investments. Our stock price increased by a multiple of 11.8 in 2022.

## Expectations

The fact that more than 65% of our contracted work of ~3.7 billion TL is in foreign currency and long foreign currency position of ~1 billion TL in the balance sheet affects the financials positively in a period of rising exchange rates. While our 2023 revenue expectation is ~5 billion TL, our EBITDA expectation is ~1.25 billion TL with a 25% margin.

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## Briefly Kontrolmatik...

Established as an engineering and automation company in 2008 in İstanbul, Türkiye, Kontrolmatik is a vertically and horizontally integrated technology firm that generates cash flow from Engineering-Procurement-Construction (EPC) operations. Kontrolmatik's main activity is the development and integration of software, hardware, and systems for all types of engineering solutions in the energy, mining, industrial process, and transportation sectors.

Kontrolmatik seeks to maintain sustainability across its operations and builds on the four Ps: Productivity, Planet, People, and Partnerships. Since its founding, Kontrolmatik's mission is to create a self-sufficient future through technological advances.

In addition to Kontrolmatik's core EPC business, we invest heavily in research and development. Our in-house R&D lab has developed several technological, sustainable, and innovative products and turnkey solutions since its creation in 2016. These include developing Plan-S, Turkey's first privately owned satellite and space technologies company; internet of things applications through our subsidiary Controlix-IoT; developing collaborative robotic technology such as a robotic arm through our subsidiary McFly Robot Technologies; energy trading through our subsidiary Progresiva-Energy; and lithium-ion battery cell manufacturing and energy storage systems through our subsidiary Pomega Energy Storage Technologies.

Kontrolmatik went public in 2020 and currently trades on the Istanbul Stock Exchange. We are the World's 28th Largest System Integrators according to Control Engineering's 2021 rankings, becoming one of the youngest companies on one of the industry's most prestigious lists. Kontrolmatik has two manufacturing facilities in Turkey and eight branch offices around the World.

The backlog size is ~3.7 billion TL as of March 15, 2023. Over 65% of the ongoing projects are in USD & Euro terms.

Established

**2008**

# Employees\*

**600+**

Offices

**8**

Engineers

**60%**

Projects Completed

**300+**

Countries

**33**

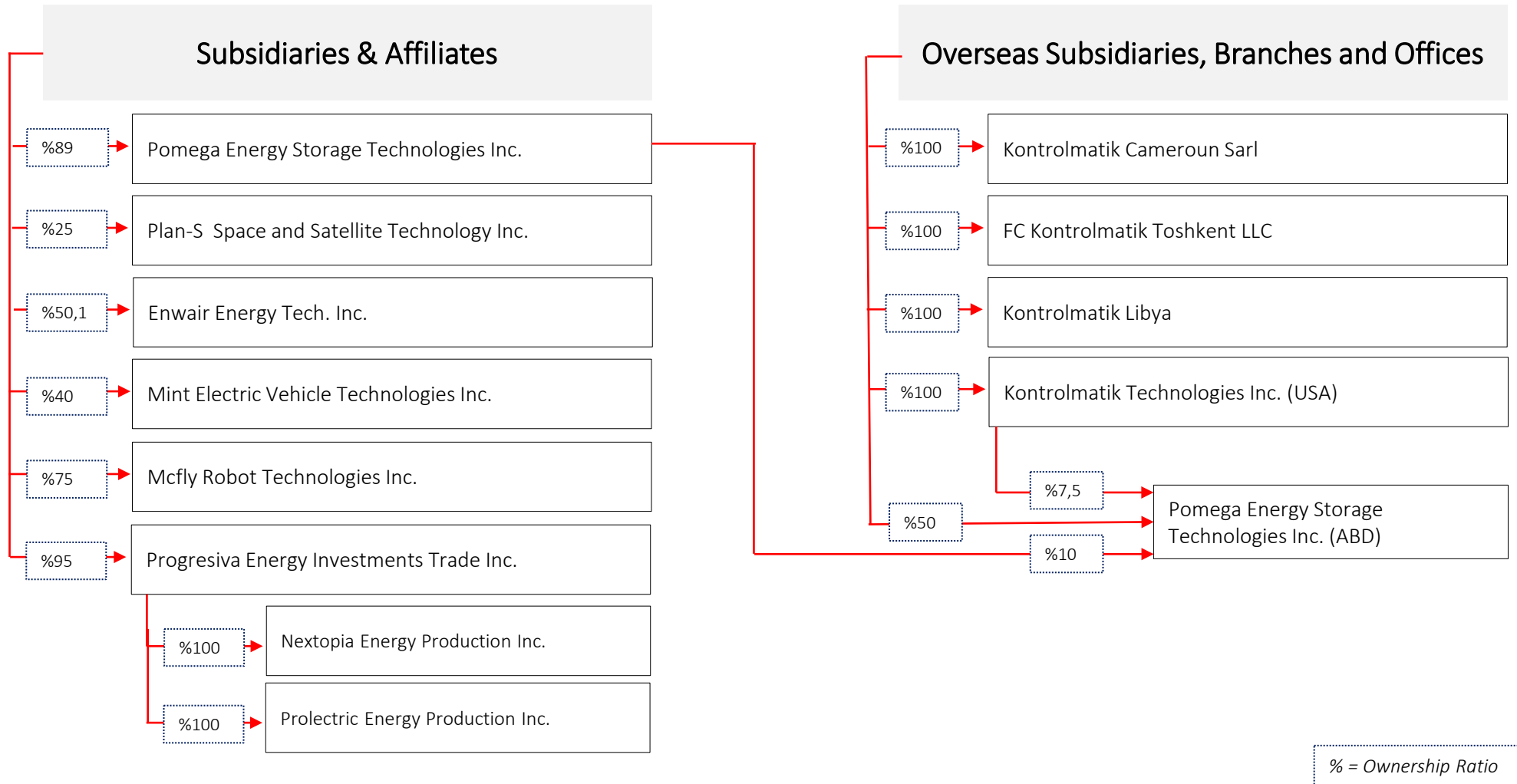
The World's Largest System Integrator

**28<sup>th</sup>**

*\*Including Subsidiaries & Affiliates*



## Subsidiaries & Affiliates as of 15.03.2023



# Milestones



## 2022

Kontrolmatik Technologies Inc. and Pomega Energy Storage Technologies Inc. were established in the USA.

Decision made to construct a lithium-ion battery cell and BESS factory in South Carolina.

Plan-S launched Turkey's first commercial communication satellite and successfully established communication and began testing.

Progesiva obtained Turkey's first energy storage facility license to trade electricity.

By developing over 40 sensors, Controlix increased its solutions in many areas.

Mcfly produced the first prototype collaborative robotic arm.

Kontrolmatik once again named as the world's 28th largest system integrator.

## 2018

Completed one of the largest IoT projects in Türkiye, the IoT Lorawan Meter Monitoring System project at IGA Istanbul Airport.

According to Control Engineering Magazine's System Integrator Giants 2018 list, Kontrolmatik was named the world's 52nd largest system integrator.

Signed a contract for a 4 pcs 132 kV AIS & GIS substation project in Iraq.

## 2016

All E-BOP and 220 kV high voltage substation scopes for two power plant projects in Africa were begun in the highest contract amount for the company to date.

R&D department established and IoT, lithium-ion battery, and robotics studies begin.

## 2014

Eti Mining Kirka compressor station works, the first turnkey project covering all fields of activity in construction, mechanical, electrical, and automation.

Successfully completed its first project in Europe for an energy monitoring system at Pristina Airport.

## 2012

First project in Africa: Tanas Beles sugar factory project in Ethiopia signed.

Many projects completed in Iraq, Turkmenistan, Saudi Arabia, Afghanistan, and Jordan.

## 2010

A partnership agreement signed with ABB, one of the leading electricity companies in the sector, both in Türkiye and globally.



2008

Founded in Istanbul, Türkiye as an engineering and automation company.

First project: Automation system works for Microsoft's Headquarters building.

First overseas project: Azerbaijan Zagalata Airport

2011

Control Systems installed at Zorlu Energy's four gas power plants and the first power plant and high voltage switchgear works abroad completed.

2013

Increased activities in the energy and transportation sector. Participation in tunnel electromechanical projects in Ankara and Istanbul, power plants in Zonguldak and Siirt.

2015

Energy Management System project for the İkitelli Organized Industrial Zone, Türkiye's largest Organized Industrial Zone, completed.

2017

In order to meet the increasing EPC project demands as of 2017, Organizational structure changed to strengthen its systematic solution approach by dividing the company into 6 departments: Turnkey Projects; Engineering; Testing and Commissioning; Control Systems; Communication Systems; and Software and IoT.

2019

Signed partnership agreements with General Electric in the field of control systems; with Nozomi Networks and Fortinet in the field of cybersecurity; with PSI in the field of production management systems; and with OSIssoft in the field of data management systems for Türkiye and other countries.

Named world's 44<sup>th</sup> largest system integrator according to Control Engineering's System Integrator Giants 2019 list.

2021

Controlix brand for IoT was registered and works started for its incorporation in the USA in 2025..

As a result of R&D studies, Pomega was established to produce lithium-ion batteries and phase one investment began.

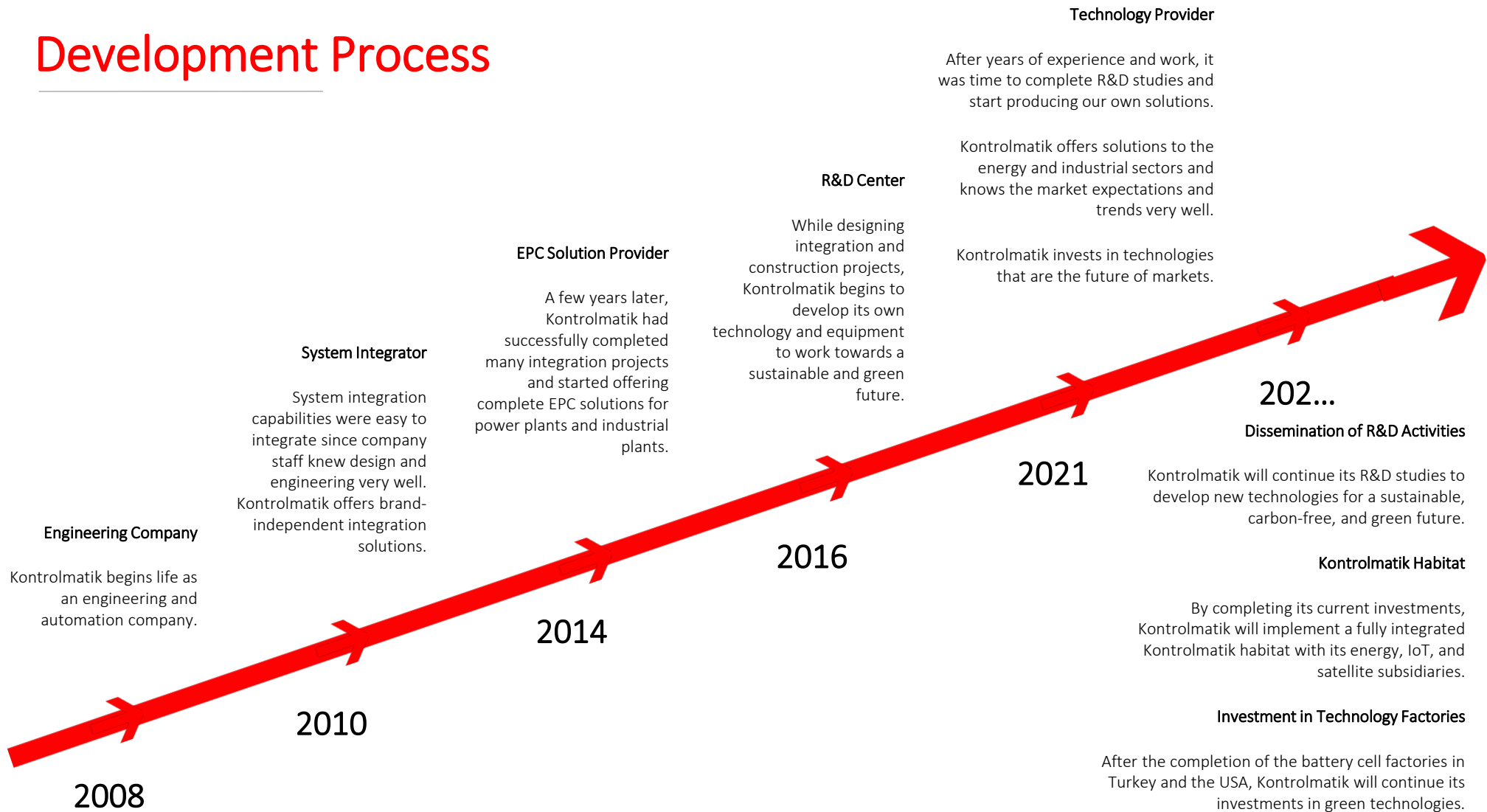
Subsidiary Plan-S was established to operate in the field of satellite technologies and an agreement was signed to send satellites with Falcon-9 rockets.

Progesiva Company was established for energy storage facilities and license acquisition was completed.

Named the 28th largest system integrator in the world.



# Development Process





## Strong Management



Sami Aslanhan  
Chairman



Ömer Ünsalan  
Deputy Chairman



Murat Tanrıöver  
Board Member



Prof. Dr. B. Koray Tunçalp  
Independent Board Member



Bikem Kanik  
Independent Board Member



Osman Şahin Köşker  
General Manager



Necmettin Şahin  
Deputy G.M.- Operations



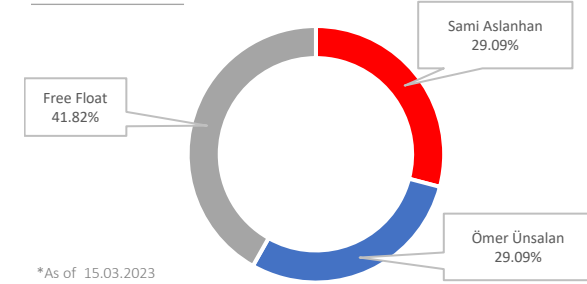
Handan Büyükkardeş  
Deputy G.M.– Administrative Affairs



Mehmet Ekrem Mihçı  
Deputy G.M. – Production Facilities



## Shareholding



## Organization

- 300+**  
Design & Engineering
- 100+**  
Production Facilities
- 100+**  
Research & Development
- 35+**  
Project Management
- 25 +**  
Administrative Affairs
- 25 +**  
Business Development
- 15+**  
Accounting & Finance

**600+** people



## Expert Staff

 Pomega-TR



Osman Şahin Köşker  
General Manager



Saim Hacıağaoğlu  
Deputy GM



Alp Önal  
Deputy GM



Uğur Kazancıoğlu  
R&D Manager



Melkan Çelik  
Technical Manager

 Pomega-USA



Baha Yetki  
General Manager



Gyula Schuch  
Board Member



Jeffrey Stoddard  
Deputy GM, Finance



Louis Caso  
Deputy GM, Bus. Dev.



Jason Lewis  
Deputy GM, HR

 **MCFLY**  
Robot Technologies



Murat Ferhat Dođdu  
General Manager



Naseem Alhousani  
Deputy GM Operations



İbrahim Sevinç  
Deputy GM Technical



Bekir Kurtuluş  
Production Manager



Gözde Öndemir  
HR

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Doç.. Dr. Neslihan Yüca  
GM



Doç.. Dr. Ömer Suat Taşkın  
R&D Director



Emre Güney  
Lab Manager



M. Burak Yuca-  
Planning Manager



Busra Cetin  
Project Manager

 **PLANIS**



Tugay Güzel  
General Manager



Dr. Umut Yıldız  
Deputy GM



Özdemir Gümüşay  
Deputy GM



Gökmen Cengiz  
System Manager



Emre Yanmaz  
Manager Finance&Operations





## Main Sectors



**Energy** Providing a full range of energy generation, transmission, distribution, and storage solutions, Kontrolmatik contributes to a more sustainable world while providing efficiency and profit to its customers.

Access to electricity, among the world's biggest needs, must be increased and carefully managed from production to consumption to address the critical concerns of climate change.

Contributing to this increased energy supply around the world thanks to its experience with every type of power plant and renewable energy source available, Kontrolmatik is an established provider of the next generation of renewable energy technology.



**Process** Offering end-to-end digital solutions for both conventional systems and digital processes, Kontrolmatik continues to increase its activities in the chemical and pharmaceutical, iron and steel, cement, paper, textile, and food and beverage sectors. Kontrolmatik produces software, control system, electrification, and instrumentation solutions with high value-added for industrial facilities and heavy industry establishments.

Kontrolmatik also offers solutions for increasing the sustainability and lowering carbon footprints of production facilities. The company designs and commissions plants that produce their own energy to lower energy costs and increase competitiveness.



**Transportation** With its experience in transportation systems, Kontrolmatik provides consultancy, system design, project design, manufacturing, software, field tests, commissioning, training, and maintenance services.

Ensuring the continuity of energy in the power grid feeding a transportation system and being able to access the control parameters instantly and accurately at the desired time are also very important for the functionality, safety and effective control of any transportation system.

Kontrolmatik, with its expert staff, determines the needs of the system, establishes the appropriate infrastructure, and ensures the continuity of the business with the services it offers.



**Mining** Kontrolmatik ensures the selection of the right technologies and products, their correct dimensioning, compliance with environmental conditions, and provides turnkey solutions for electrification, automation systems, e-house or LV / MV / DC panels, HVAC, driver motors, smart mining & fleet management, IoT solutions, installation, and field services.

Thanks to its partners and expert teams, Kontrolmatik offers its customers a sustainable carbon footprint reducer and efficient solutions for mining.



**Mobile Energy** The future of energy is one of our primary focus areas. We manufacture mobile substations, e-houses, energy storage systems, mobile hybrid power generation units, mobile power generation, and transmission and distribution equipment in our factory in Ankara. With our carbon footprint-reducing solutions, we are taking decisive steps towards the future of the energy sector.

Developing solutions with Kontrolmatik's own engineering teams, the factory offers turnkey mobile solutions, from engineering and manufacturing to all the electrical and control systems equipment, from ventilation to fire prevention and suppression systems.



# Global Power

Kontrolmatik has successfully completed more than 300 projects in 33 countries.

## Global Headquarters

*Istanbul, Türkiye*

## Mobile Energy Solutions Factory

*Ankara, Türkiye*

## 2,25 GWh Lithium-Ion Battery Cell Factory

*Ankara, Türkiye (Finalizing Construction)*

## 3 GWh Lithium-Ion Battery Cell Factory

*South Carolina, USA (Under Construction)*

## Overseas Offices and Representations

*USA*

*Uzbekistan*

*Cameroon*

*Iraq*

*Libya*

*Kuwait*

*Senegal*

*Kenya*







# Mobile Energy Solutions Factory



One of Kontrolmatik's factories in Ankara produces mobile energy solutions and is designed to serve the sectors in which it operates with a "zero waste approach". The products and solutions produced are sustainable, green, and reduce the carbon footprint.

The Mobile Solutions Factory in Ankara, Kahramankazan, built on approximately 8,000 m<sup>2</sup> of land and with a closed area of 4,000 m<sup>2</sup>, began operations in 2021. The facility provides mobile energy solutions to different sectors in different countries.

The factory manufactures mobile energy generation, transmission, and distribution equipment such as mobile substations, e-houses, energy storage systems, mobile hybrid power generation units, etc. Developing custom solutions for customers with its experienced teams, the factory offers turn-key mobile solutions from container manufacturing to all electrical and control systems equipment, from ventilation to fire prevention and suppression systems.



Our solutions, the result of many years of professional experience and development, are designed to provide maximum service in limited spaces in any environment in the world. The systems are designed to operate smoothly for years, especially in harsh conditions such as MEA and Africa, making an impact in solving instant energy needs.

The advantages of the systems include:

- It can be completed in a shorter time than conventional solutions
- Decreases the engineering and design phase
- Easy integration (plug-and-play) reduces installation time in the field
- It can save space instead of buildings
- Can be designed in ISO standard or custom sizes
- Site conditions do not affect the delivery time
- It can be transported after the facility's useful life is completed.
- Reduces cable cost between integrated equipment
- Test and commissioning time is shortened with pre-commissioned e-houses



# Keys to Our Success

Kontrolmatik has been improving and evolving since its founding in 2008. When looking at the history of our company, Kontrolmatik prepared itself for the future through its innovations and focus on next-generation energy technologies. Every step has prepared Kontrolmatik to become a sustainable technology provider and engineering company.

## Cash Generation

Ability to produce turnkey or project-specific solutions in areas such as engineering, procurement, installation, construction, testing, commissioning, operation, and maintenance globally.

## Many Project References

We have successfully completed many domestic and international projects. Kontrolmatik can meet the requirements for major international tenders thanks to our strong financial and technical background.

## Reliable Partner

We have built strong, long-term partnerships with global companies who are leaders in their fields: GE, Siemens, ABB, Nazomi, Cisco, OSIsoft, and Fortinet.

## Expert Organization

Our team, top to bottom, are qualified experts in their field – 60% of our staff are engineers and 85% of our team have university diplomas. We maintain an independent and professional board, and our top management are experienced leaders.

## Ability To Work Independently

Ability to work independently of brands as one of the world's largest system integrators.

## Innovative R&D

Kontrolmatik prioritizes strong and innovative R&D. Since 2016 we have operated a robust, in-house R&D center staffed with expert, knowledgeable staff.

The primary focus of our efforts is conducting research into sustainable, innovative, and green technologies.

## Solution Provider

Ability to use proprietary and proven software and solutions in projects and products

## Global Player

Kontrolmatik adapts quickly to project requirements thanks to our flexible structure.

We have shown the ability to win and successfully complete projects in over 30 different countries with differing operating environments.

## Minimizing Risks

We have managed to minimize our risk by bidding on profitable projects in risky environments that are backed by L/C and financial guarantees from World Bank, EBRD etc.

Specialization in "operational technology solutions" with high-profit margins in EPC projects.

## Secure Business

Long FX position due to over 65% foreign currency income, ~40% TL based costs & TL-denominated debt profile.

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# Kontrolmatik Group Structure

## Pomega Energy Storage Technologies Inc. - USA

Pomega Energy Storage Technologies, Inc. is building a factory in South Carolina to manufacture lithium-ion battery cells and energy storage systems with an initial annual capacity of 3 GWh. Pomega USA's shareholding structure is: 50% Kontrolmatik A.Ş., 10% Pomega A.Ş. and 7,5% Kontrolmatik Inc (USA).

The investment began in early 2023, and the first phase is planned to be commissioned in the last quarter of 2024. It aims to meet the domestic U.S. energy storage needs with local solutions.

## Enwair Energy Technologies Inc.



Enwair is an R&D company that develops anode and cathode material technologies for battery technologies and has engineers and chemists with many graduate and doctorate degrees. Kontrolmatik owns 50,1% of the Company, which will contribute to R&D studies in the field of electrochemistry.

The company is working on flexible silicon anodes, self-healing anodes, lithium rich cathodes, various polymer binder solutions.

## Progresiva Energy Investments



Progresiva Energy Investment, a 95% subsidiary of Kontrolmatik, is active in the fields of innovative and alternative energy investments and energy trade. Within this scope, it will carry out wholesale and retail sales activities around the world.

Progresiva obtained a Supply License from the Energy Market Regulatory Authority (EMRA) to trade electrical energy and/or capacity for 20 years. It has the right to construct an independent energy storage facility with a capacity of 250 MW/1,000 MWh. The project is considering integrating a wind power plant as well.

## Mint Electric Vehicle Technologies Inc.

Mint Electric Vehicle Technologies Inc., a subsidiary of Kontrolmatik, works on electric vehicle rental and shared vehicle technologies.

With this enterprise, it is aimed to develop technologies suitable for the increasingly growing shared vehicle market, to benefit from the technologies and products developed by Kontrolmatik subsidiaries, and to create an infrastructure with a lower carbon footprint.

## Kontrolmatik Technologies Inc. - USA

Kontrolmatik Technologies, Inc. was established in the U.S. as a fully-owned subsidiary on 8 March 2022 to study opportunities for Kontrolmatik Teknoloji Enerji ve Mühendislik A.Ş. across its various business units.

With the construction of a lithium-ion battery factory in South Carolina, it will create a domestic U.S. manufacturing presence and expand its activities in the renewable energy sector.

## Pomega Energy Storage Technologies - TR



Pomega Energy Storage Technologies is a manufacturer of lithium-ion battery cells and energy storage systems. Its factory is located on a 100.000 m2 area in Polatlı Ankara, Türkiye.

The first phase, which began in January 2022, is nearing completion with a capacity of 500 MWh. With the commissioning of the additional phase by the end of 2023, it is planned to reach a capacity of 1,750 MWh/year, and a capacity of 3,000 MWh/year by 2024.

## Controlix Internet of Things



Controlix, a subsidiary of Kontrolmatik, is an Internet of Things (IoT) solutions company with more than 40 sensors, cloud software, and various hardware.

It is an interactive platform developed by the Kontrolmatik Engineering team that can collect millions of elements of data, perform real-time analysis, and take remote action. It distinguishes itself in the sector with its own communication infrastructure, plug & play modules, and an easy management interface.

## McFly Robot Technologies



McFly Robot Technologies, a subsidiary of Kontrolmatik, increased its experience with the first collaborative robot arm prototype it designed and produced, and started the production of the second and third prototypes.

With these robot arms, which will work in collaboration with workers, solutions will be provided in a wide range from SME scale to large industrial facilities. It is planned to complete the machine park and start test production in 2023.

## Plan-S Satellite and Space Technologies



Plan-S Space and Satellite, a subsidiary of Kontrolmatik, is Türkiye's largest private initiative in satellite and space technologies. The company designs and builds small satellites for low-earth orbit, geostationary satellites for communication infrastructure, and offers customers end-to-end Satellites as a Service solutions.

In May 2022, the first Plan-S satellites were sent into orbit and successfully began operating. Image tests were also carried out with cameras integrated into the satellite.



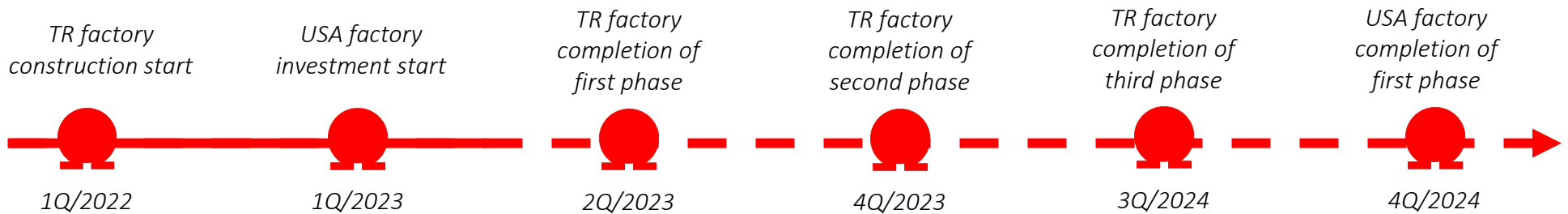


# Pomega

Pomega Energy Storage Technologies is making the first private sector investment in Turkey for lithium iron phosphate (“LiFePO4”) battery cell production. Our gigafactory, the construction of which began in Polatlı OSB, Ankara in January ‘22, is being built on an area of 97.450 m2. Phase one will have an initial capacity of 500 MWh/year, ramping up first to 1,750 MWh /year by the end of ‘23 and 3,000 MWh/year in a third phase in 2024.

The factory will employ approximately 250 people during the first phase, and this number will increase to approximately 600 with the commissioning of all phases. This facility, which will both contribute to energy supply security and reduce foreign dependency, will help integrate more renewable energy plants into the national grid.

The factory was built on the principles of low carbon emission, zero waste, circular economy, and LEED green building requirements. It will operate according to responsible production and consumption principles, with the goal to be completely carbon neutral, employing on-site sustainable practices such as an integrated rooftop solar power and rainwater harvesting system, a waste heat recovery system, efficient water use and recovery, drinking water production etc.



# Pomega Gigafactory



*March 2022*



*March 2023*

*Location: Polatlı OSB, Ankara*

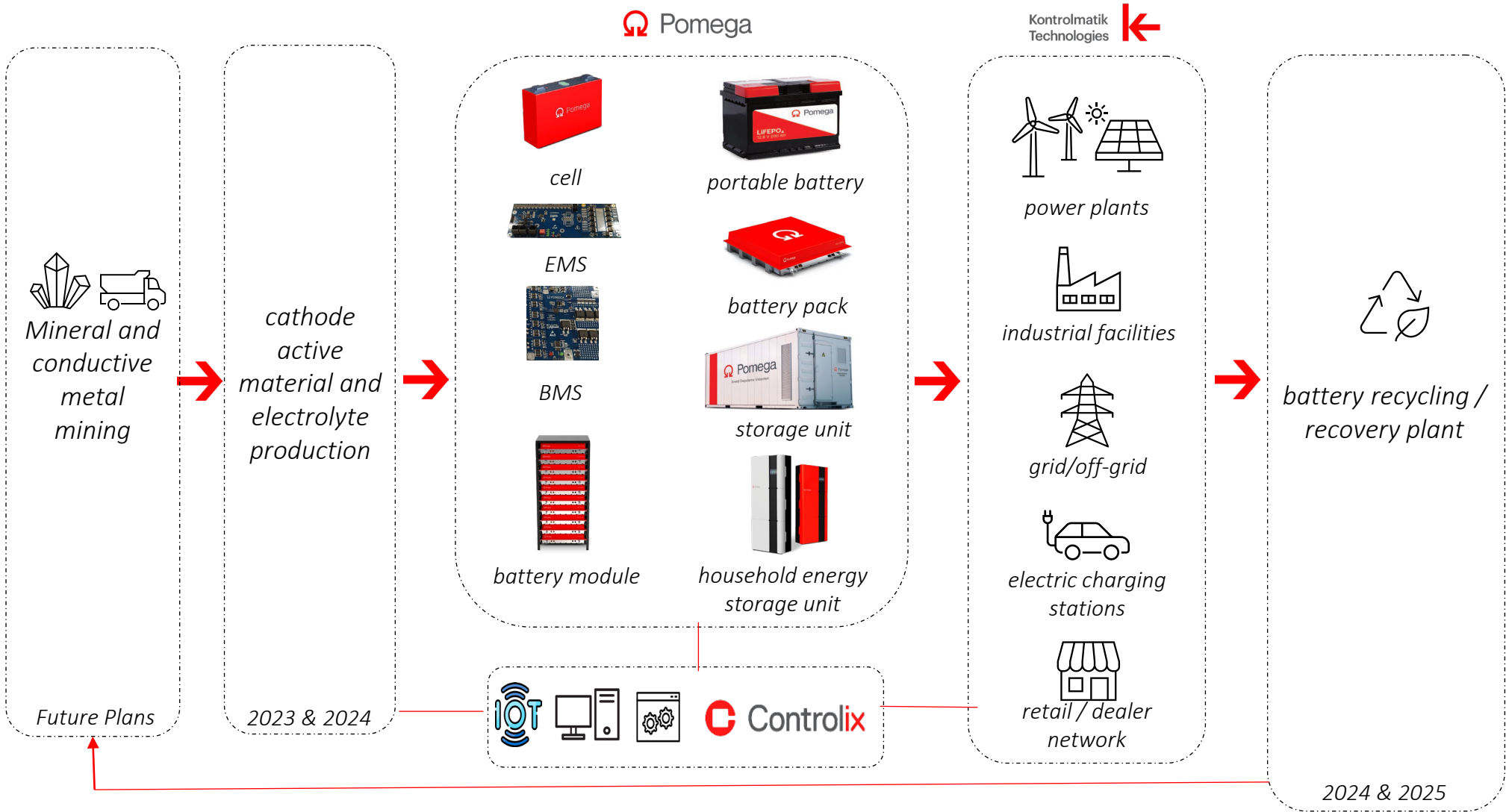
*Opening: 2023 2<sup>nd</sup> Quarter*

*Capacity at the beginning: 500 MWh/year*

*Total Capacity: 3 GWh/year (2024)*



# Pomega Energy Storage Road Map



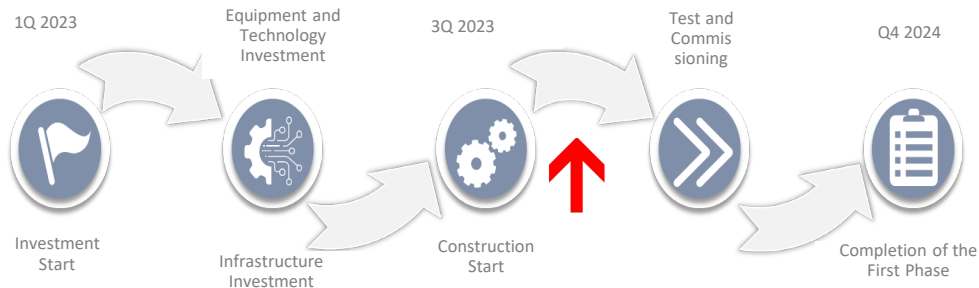




# Pomega USA 3 GWh Facility Investment

## Pomega Energy Storage Technologies Inc.

Pomega Energy Storage Technologies Inc. is building and will operate a 3 GWh lithium iron phosphate (“LFP”) battery factory in South Carolina. The accumulated know-how and technological capabilities of Kontrolmatik – as well as from the construction of Pomega’s first facility in Turkey – will help assure the project advances quickly and efficiently. The Ankara factory will inform the construction, instrumentation design, processes, and methodologies of the construction in South Carolina.



- A total of 7.5 GWh in purchase agreements were signed with the leading energy storage system integrator Powin in 5 years at active market prices.
- Frame agreements signed with LFP premier material suppliers for both anode and cathode materials to assure a ready, reliable, and sustainable supply chain.
- The factory will produce 100, 150, and 305 Ah 3.2 V battery cells
- The factory will create 600 new jobs in a priority region for the State of South Carolina.



### Highlights;

- Pomega Energy Storage Technologies, Inc. officially established in Dec. '22.
- The factory will be built on 320.000 m<sup>2</sup> of land in South Carolina.
- Various incentives in place with the State of South Carolina.
- Total factory investment is approximately \$290 M.
- Projected initial capacity is 3 GWh/year, lithium-iron phosphate technology.
- Products manufactured in this facility will include battery cells, battery modules, and turnkey energy storage systems.
- Technical know-how and technology transfer from Pomega TR.
- Our gigafactory will be environmentally friendly, employing a “zero-waste” production principle.
- Finance model: Equity + Partnership + Credit.
- The target market for this facility is the North American energy storage sector.
- 7.5 GWh pre-order deal already on the books. More under negotiation.



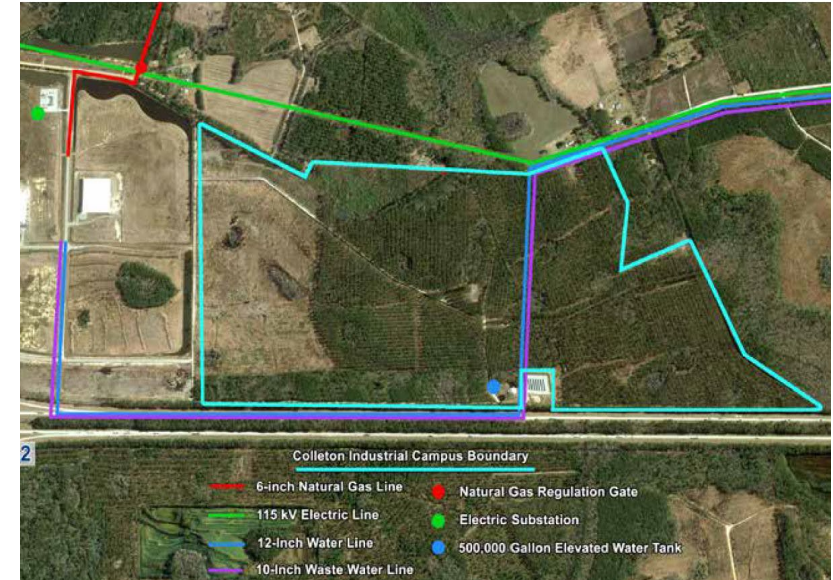
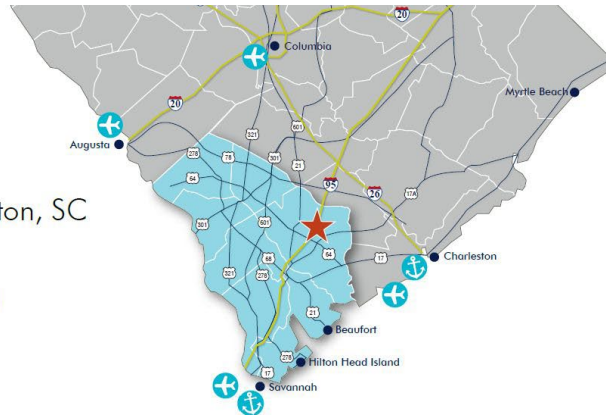


# Pomega USA 3 GWh Facility Investment

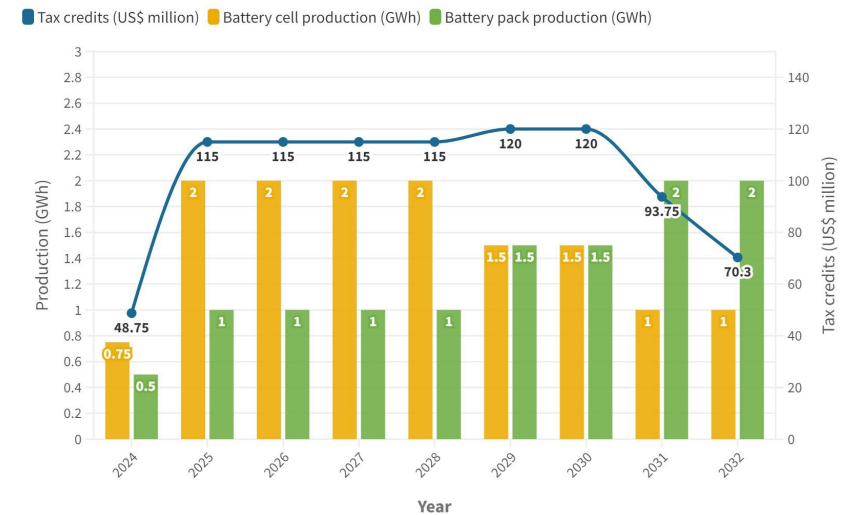
Colleton County, in South Carolina, was selected for the project location after a rigorous and intensive site selection process led by Jones Lang Lasalle. Pomega Inc. has received up to \$127 million in incentive from the state and from Colleton County. In addition to the \$127 million incentive package, Pomega will be exempt from sales and use tax on all raw material and usage costs that will be billed for the LIFETIME of investments and operations, corresponding to an estimated annual exemption value of \$21 million.

The company will also apply for the incentives provided by the landmark Inflation Reduction Act (IRA). Specifically, we are targeting the Production Tax Credit incentives, including the \$35/kWh credit for battery cell production and the \$10/kWh credit for battery pack production. The incentives of the IRA that Pomega will specifically leverage will continue until 2030, with an additional two years at 25% reduction for each year. With current production targets, this amounts to credits of approximately \$900 M by 2032.

- Located just off SC Exit 62 on I-95
- Due Diligence Completed
- Interstate Highway Visibility
- Close to the Aerospace Hubs of Charleston, SC and Savannah, GA
- Close to the Ports of Charleston, SC and Savannah, GA



2024-2032 US production and federal support chart





# Progresiva Energy Investments

Our lithium-ion energy storage facility under development, with 1GWh of energy storage capacity, will contribute to the security of the energy supply and the development of alternative energy systems. It will store energy produced from renewable resources such as wind and solar and introduce it to the grid when needed.



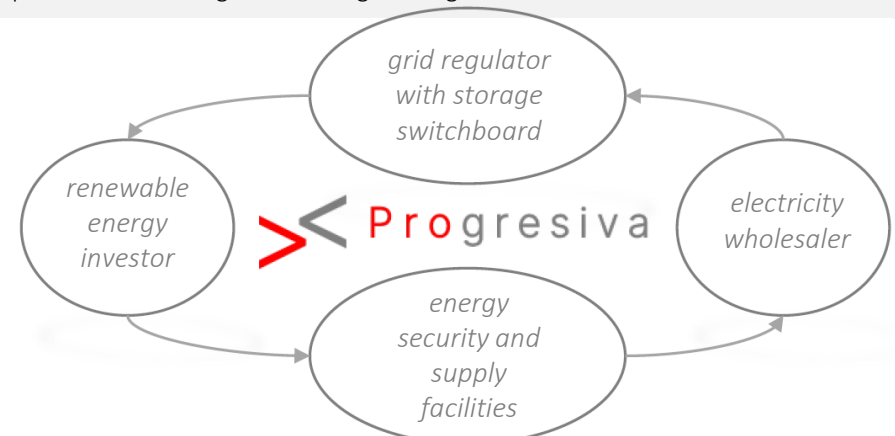
## Highlights

- Progresiva is an electricity wholesaler under a supply license, while investing in renewable source power plants.
- This is Türkiye's first independent energy storage facility license, with 250 MW of connection power and a total energy storage capacity of 1 GWh.
- The project applied for a pre-license for the installation of a wind power installation of up to 250 MW.
- Progresiva started electricity trading as of 2022.

Progresiva Energy Investments Inc, a 95% subsidiary of Kontrolmatik, was founded to complete wholesale and retail energy sales in Türkiye and abroad, as well as to build and operate energy storage facilities. It is engaged in the establishment of related facilities, the operation and rental of established facilities, and the trade of electrical energy. The company is engaged in wholesale, retail sales, import and export activities within the framework of the legislation related to trading electrical energy and/or capacity in the electricity market. Progresiva obtained a Supply License from the Energy Market Regulatory Authority (EMRA) to trade electrical energy and/or capacity for 20 years.

Designed to provide low-cost, high-density grid-scale solutions at GWh scale, the detached energy storage facility will be monitored and controlled 24/7 remotely, by providing the solutions needed by the grids with fully integrated battery modules, inverters, and battery and energy management systems. At the same time, the facility, which will continuously analyze network requirements with its Progresiva advanced software, will automatically respond to incoming demand by determining the most efficient, scalable, and secure usage for the network.

With the regulation changes published in the Official Gazette on November 19, the right to apply for the independent energy storage system license belonging to Progresiva, in order to obtain a pre-license for a Wind or Solar Power Plant with an installed capacity of up to 250 MW has been granted. Wind power plant installation potentials in the region are being investigated.





# Controlix IoT Solutions Provider



Kontrolmatik has been providing innovative solutions for the digital industry for years, successfully completing several large scale IoT projects. The company installed the largest facility management IoT solution at the new IGA Istanbul airport .



## Highlights of our future world technology

- Over 40 sensors and products, and our own cloud software.
- Strong market knowledge for industrial facilities, power plants, transportation and smart cities.
- Serving current customers and sectors.

Controlix is an Internet of Things (IoT) company with its own cloud software and hardware with more than 40 sensors. It is an interactive platform developed by the Kontrolmatik Engineering team that can collect millions of pieces of data, perform real-time analysis, and take remote action. The Enhanced Platform has been designed in a modular manner, enabling monitoring, management, and analysis of collected data in big data environments to create business value.

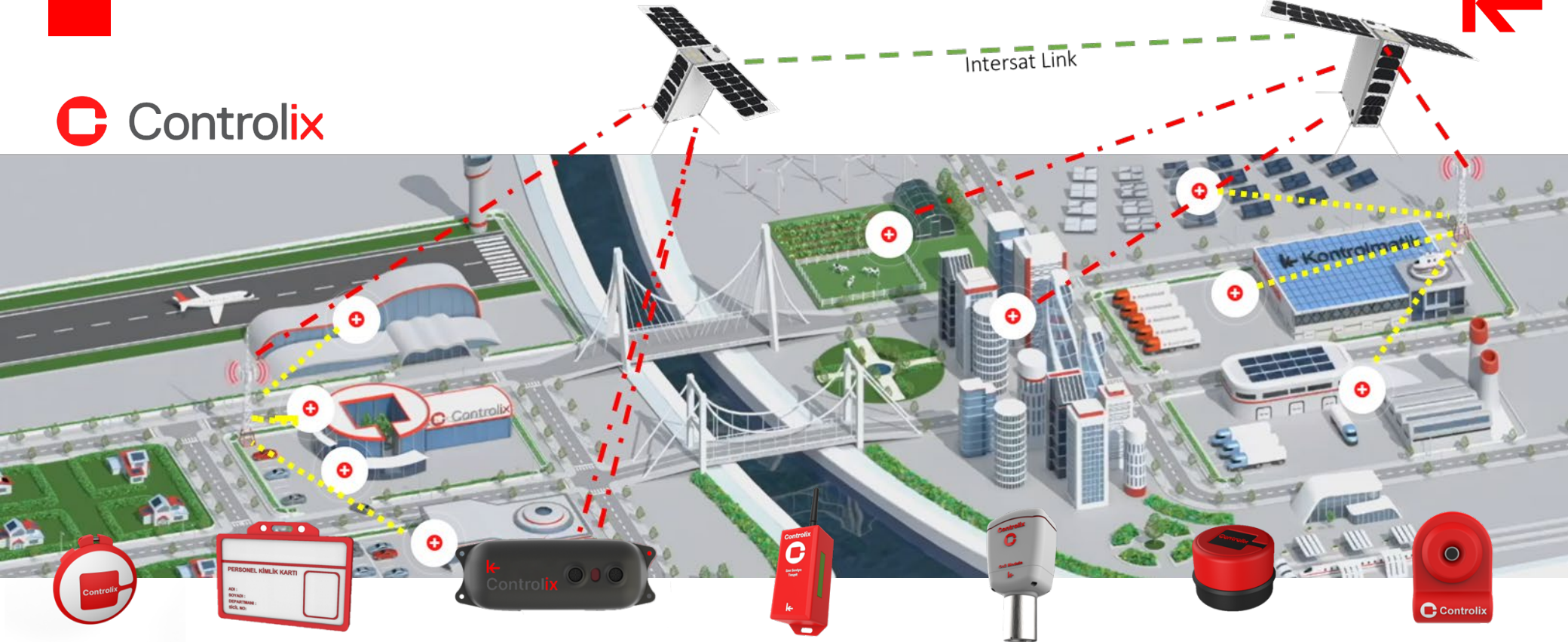
Solutions that contain several communication protocols are easily adaptable to projects to provide flexibility. The Controlix platform will also collect and store data from various sources.

Environmental monitoring is one of the most useful applications of IoT technology. Controlix developed advanced, innovative sensors that provide monitoring and control of environmental and social impacts from all anthropogenic activities, such as water and air quality monitoring; water and energy leakage and efficiency monitoring; gas and odor detection; ambient air quality; dust and particles; and humidity mitigation and fire suppression .

Controlix modules operate with very low carbon emission and do not require continuous stable energy. This allows our systems to easily perform impact analysis management using accurate data by monitoring all environmental and social impacts of our clients' activities, ultimately enabling more responsible production and consumption. The easy integration feature of our modules allows organizations to easily reach their sustainability goals by reducing their environmental and social impacts arising from their activities.







### SMART CITY

- Remote water, electricity, and gas meter reading.
- Smart municipality.
- Landscape irrigation management.
- Park and gardens management.
- Energy efficiency.
- Lighting management.
- Parking facilities management.
- Garbage tracking and optimization.
- Predictive maintenance for engine power.
- Manhole covers tracking.

### FACILITY MANAGEMENT

- Energy management and air conditioning management.
- Meter reading and lighting management.
- Personnel and asset tracking.
- Waste management.
- Management of landscape areas.
- Wet floor monitoring, liquid soap dispensers, paper towels, urinals, etc.
- Ambient temperature humidity monitoring.
- Crowd management solutions.

### INDUSTRY 4.0

- MES integration.
- Machine monitoring predictive maintenance.
- Production instant tracking.
- Equipment & personnel management.
- Resource management (water, electricity, gas).
- Warehouse area tracking.
- Assembly-ancillary equipment management.

### SUSTAINABILITY

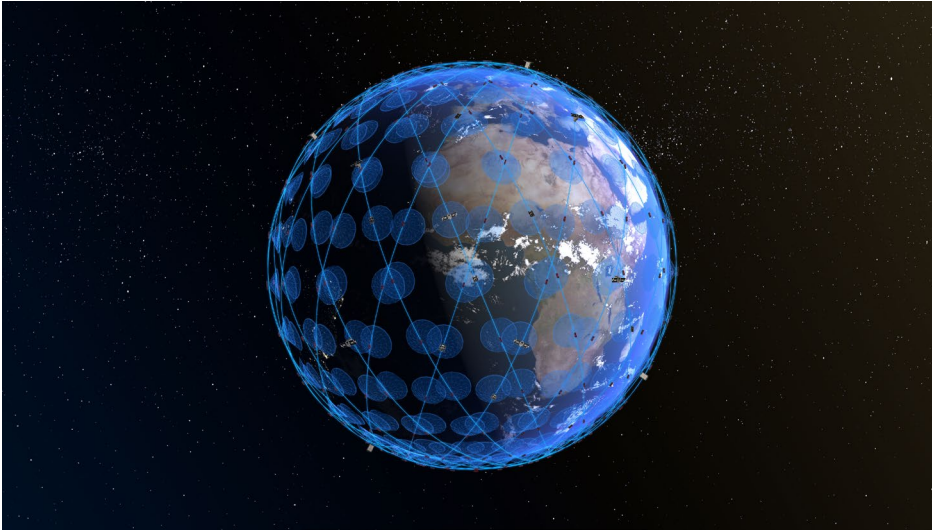
- Water consumption tracking.
- Energy consumption tracking.
- Waste tracking.
- Air quality monitoring.
- Fire detection monitoring (indoors & outdoors).
- Environmental conditions monitoring.
- Irrigation systems monitoring.
- Temperature and humidity monitoring.
- Instant weather tracking stations.

### OTHER SECTORS

- Glucometer and remote temperature measurement.
- Poultry tracking solution (poultry & egg production).
- Cable production tracking.
- White goods production follow-up.
- Retail remote management and monitoring.
- Energy distribution stations.
- Hospital management.

# PLAN-S Satellite and Space Technologies

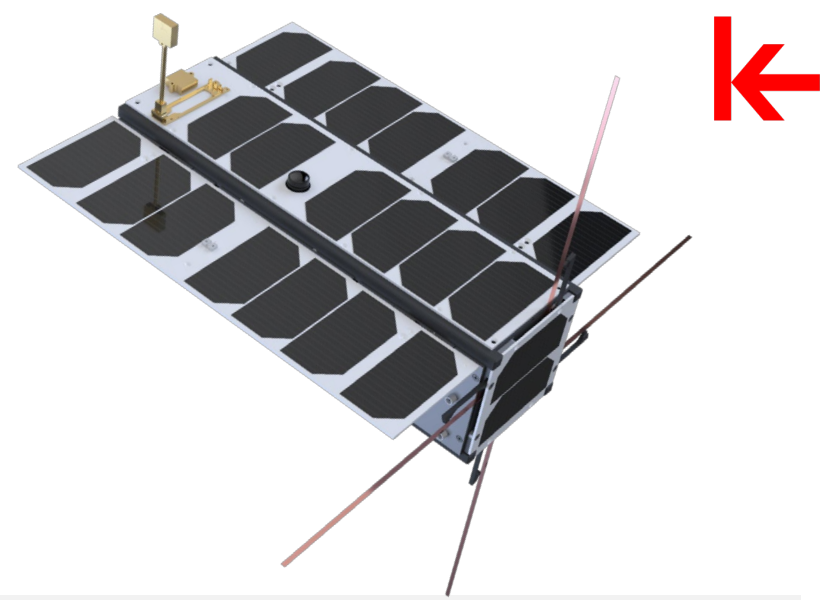
Having completed the design, development, testing, integration, and qualification processes of Connecta T1.1 and Connecta T1.2 satellites for IoT technology demonstrations and tests, and Connecta T2.1 satellite for earth observation purposes - all within about 16 months of its founding - Plan-S continues to work on new satellites aiming to achieve its goals in the growing New Space sector.



Continuing its R&D studies, Plan-S will continue to work on satellite and satellite mission computers, communication subsystems, various payloads, modules, and terminals in the ground segment.

Continuing to establish ground stations for the operations of its satellites, which are increasing in number, Plan-S has installed its new ground station in Erzurum Technical University campus.

In order to ensure uninterrupted and high-quality delivery of global IoT communication services, Plan-S will continue to establish new ground stations both in Türkiye and abroad.



## Türkiye's first commercial communication test satellite is in orbit!

Plan-S, of which Kontrolmatik controls 25%, completed the investment required for satellite and space studies using its own equity.

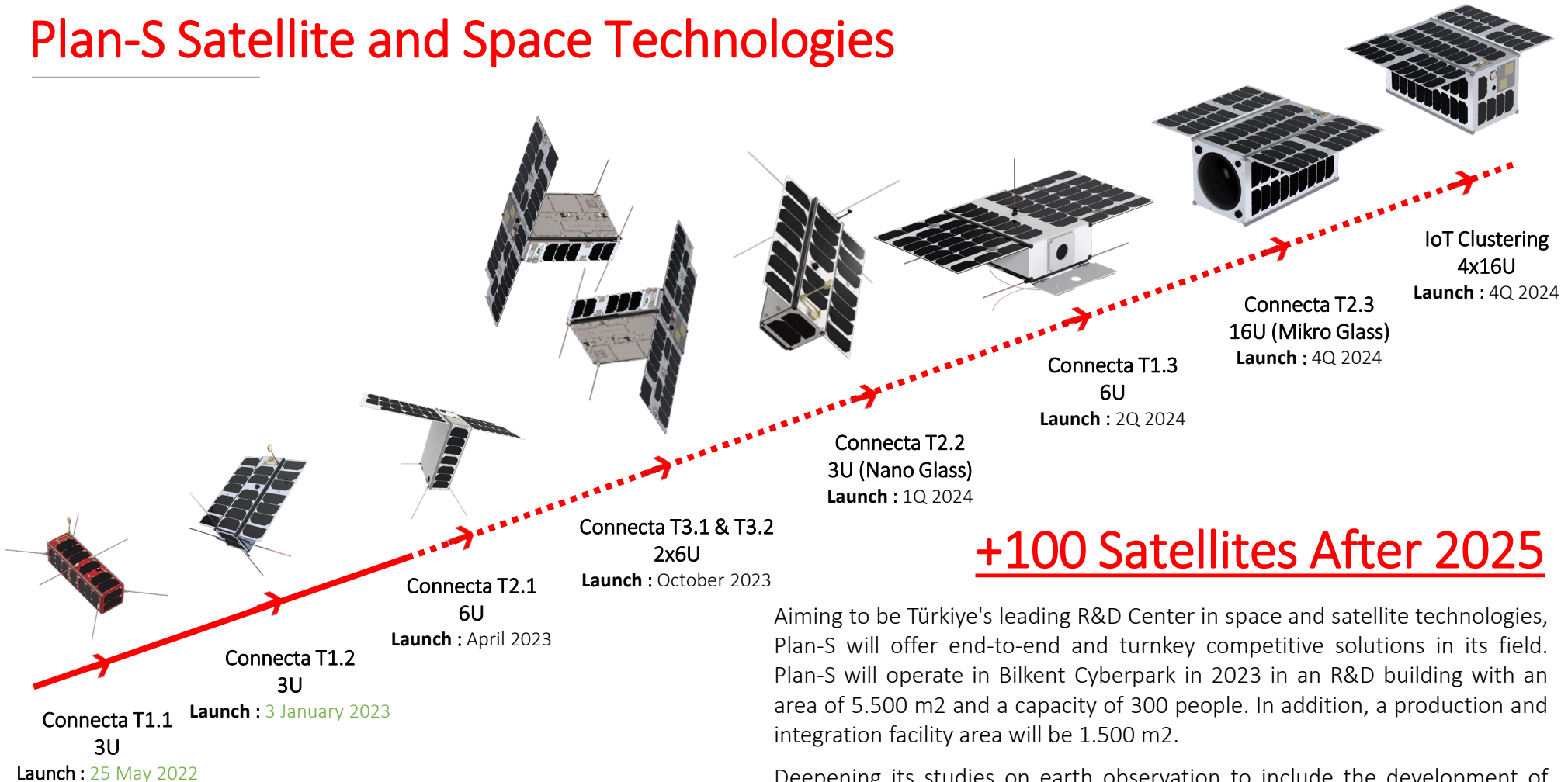
The company's first satellite, Connecta T1.1, was launched from the Cape Canaveral Kennedy Space Center in Florida as part of the "Transporter-5" mission with the SpaceX Falcon 9 rocket on May 25, 2022. It represented a significant step towards its goal of becoming an international leader in the sector .

Thanks to the dedication, belief in success, vision, and agility of the Plan-S team, a breakthrough was achieved, and the design, development, production, and testing processes of the first satellite Connecta T1.1 were completed in less than 8 months.

Connecta 1.2 was placed into orbit with the SpaceX Falcon 9 rocket on January 3, 2023. Production for the Connecta 2.1 has also been completed, and will be put into orbit with the Falcon 9 Transporter 7 mission in April 2023.



# Plan-S Satellite and Space Technologies

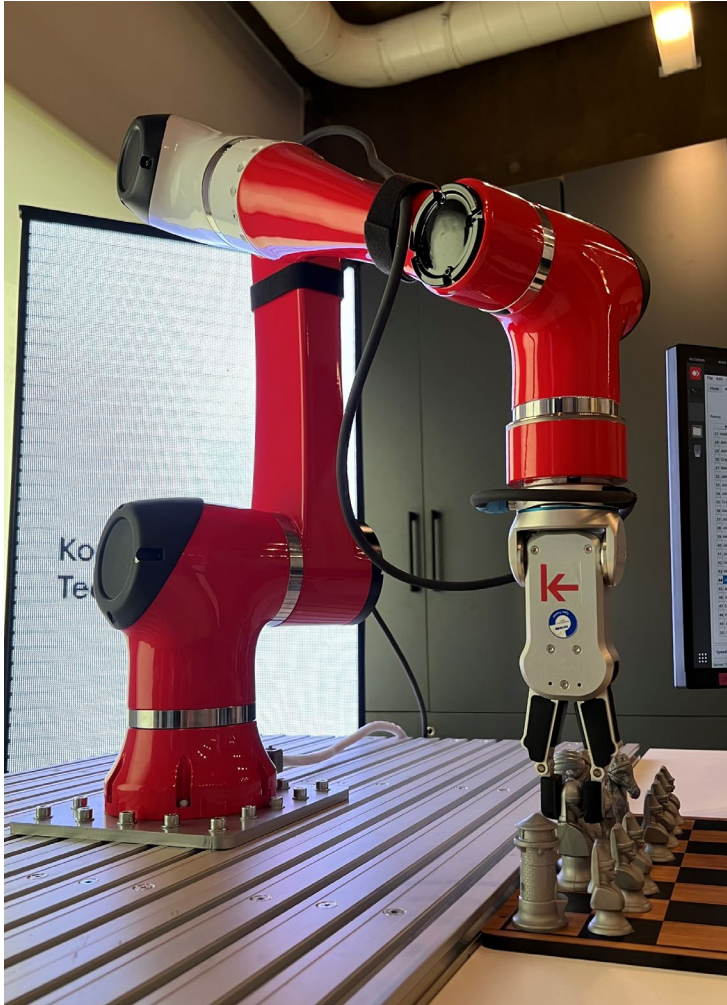


Aiming to be Türkiye's leading R&D Center in space and satellite technologies, Plan-S will offer end-to-end and turnkey competitive solutions in its field. Plan-S will operate in Bilkent Cyberpark in 2023 in an R&D building with an area of 5.500 m<sup>2</sup> and a capacity of 300 people. In addition, a production and integration facility area will be 1.500 m<sup>2</sup>.

Deepening its studies on earth observation to include the development of camera payloads, Plan-S will send two new earth observation satellites to space for testing purposes in 2024.



# MCFLY Robot Technologies



## Technologies That Will Become the Hands of the Industry!

Mcfly Robot Technologies, a subsidiary of Kontrolmatik, increased its capabilities with the first collaborative robot arm prototype it designed and produced. It also began the production of additional robot prototypes .

These robotic arms, which will operate alongside technical and manufacturing staff , will provide solutions across a wide range of applications – from SME scale to large industrial facilities. McFly will completion its machine park and begin test production in 2023.

Robotic arms provide high production quality with a carrying capacity of between 5 kg and 20 kg collaborative deployment alongside traditional staff , and the continuous repetition of the same movements thousands of times a day with extremely high accuracy.

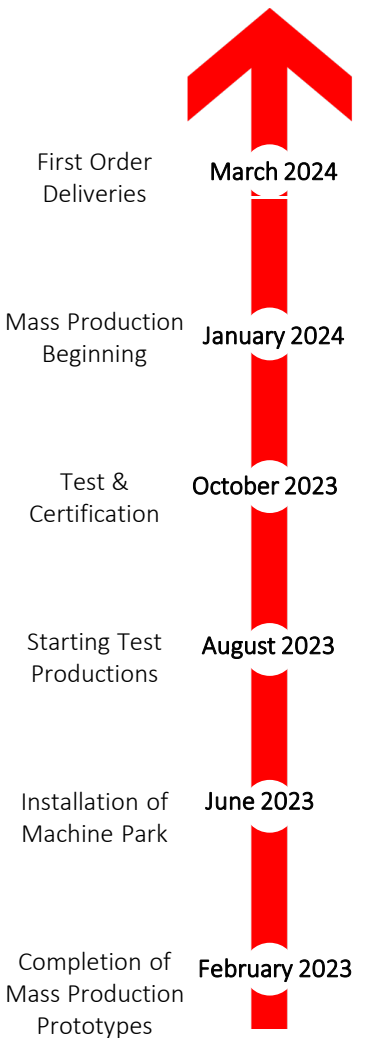
A collaborative robot (cobot) allows humans to work alongside the robot through direct interaction without traditional guard fences. Some of the benefits of direct human interaction with cobots include:

- Safe execution of complex tasks.
- High production quality.
- Intuitive and user-friendly teaching and programming of cobots.

We will also conduct Delta and Cartesian robot studies after the mass production of cobot arms developed by more than 20 of our technical experts . Mcfly Robotdesigns and manufactures its gripper parts in house and will be an indispensable companion not only for large industrial facilities, but also for SMEs that aim to produce for international markets.

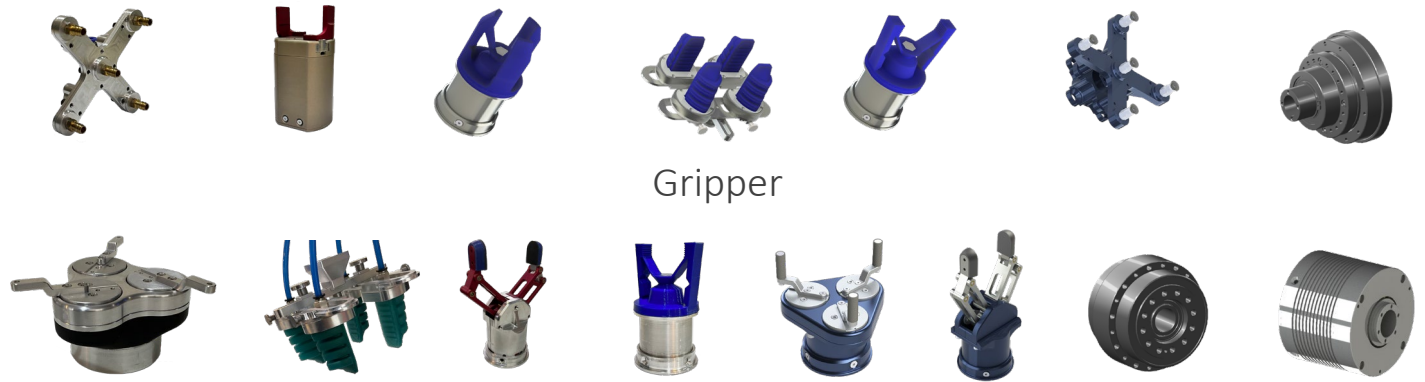
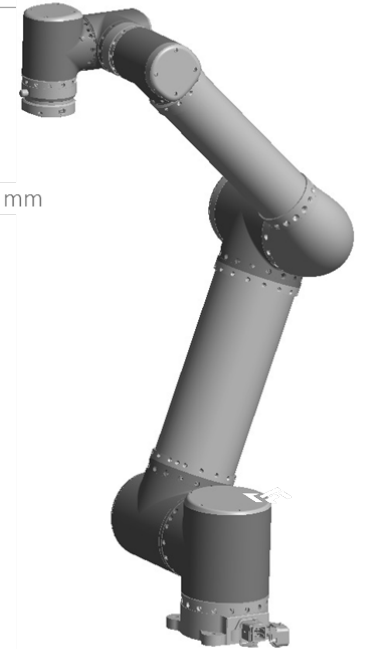


# MCFLY Robot Technologies Road Map & Productions



Height: 1205.0 mm  
 Joint speed: 180°/s  
 Tool Speed: 2 m / s  
 Repeatability: ±0.10-0.05mm  
 Weight: 23kg  
 Payload: 5 Kg  
 Radius: 900 mm  
 Degrees of Freedom: 6  
 Joint range: ± 360°  
 IP class: IP54 / IP66

Height: 1024.3 mm  
 Joint speed: 180°/s  
 Tool Speed: 2 m / s  
 Repeatability: ± 0.50 -0.10 mm  
 Weight: 27kg  
 Payload: 5 Kg  
 Radius: 900 mm  
 Degrees of Freedom: 6  
 Joint range: ± 360°  
 IP class: IP54 / IP66



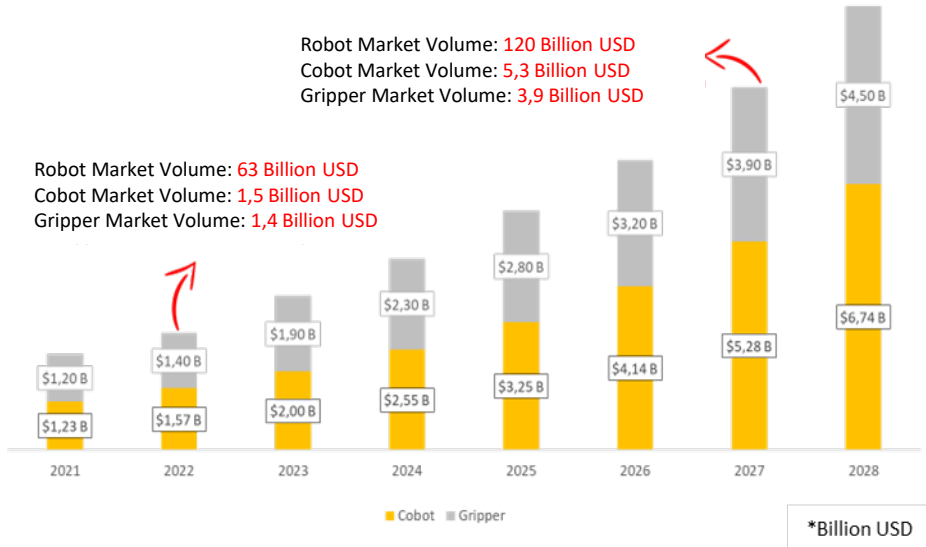




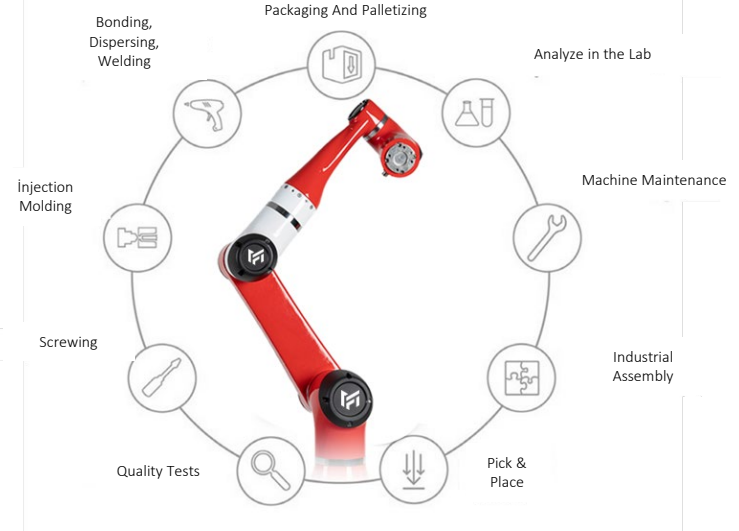
## Robot Market Sizes

Robot Market Volume: **120 Billion USD**  
Cobot Market Volume: **5,3 Billion USD**  
Gripper Market Volume: **3,9 Billion USD**

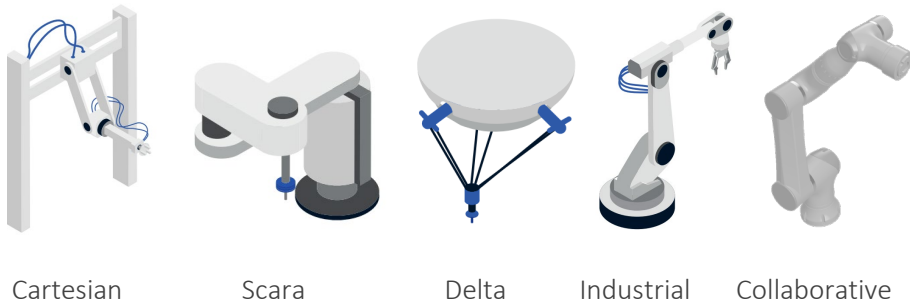
Robot Market Volume: **63 Billion USD**  
Cobot Market Volume: **1,5 Billion USD**  
Gripper Market Volume: **1,4 Billion USD**



## Collaborative Robot Usage Areas



## Robot Types



Cartesian      Scara      Delta      Industrial      Collaborative



# Enwair Energy Technologies

**enwair**<sup>®</sup>  
FULL OF ENERGY



## Patents

- *Modification Of Silicon Used As An Anode Active material in The Lithium Ion Battery Technology With acrylic Or Methacrylic Derivatives, PCT, Patent No: 16/468.009, 2023. (Patented).*
- *Lityum Bataryalarda Esnek ve İletken Polimerler (2021), Patent No: 2016/0220, TPE, (Patented)*
- *Usage of Conductive and Flexible Polymers in Lithium Batteries, PCT, Patent No: 050518 (Patented), 2019.*
- *Gel (Cross Linked) Polymeric Binder For High Performance Lithium Ion Batteries, PCT, Patent No: 15551040 (pending), 2018.*
- *Sprey Coating Method For Production Of Lithium Rich Cathode, PCT, (pending), 2019.*

Enwair is an R&D company that develops anode and cathode material technologies for battery technologies. It employs engineers and chemists with many graduate and doctorate degrees. Kontrolmatik owns 50,1% of the Company, which contributes to the R&D activities of Kontrolmatik in the field of electrochemistry.

The company is working on flexible silicon anodes, self-healing anodes, lithium rich cathodes, various polymer binder solutions.

Enwair has completed KOSGEB, TÜBİTAK 1501 and European Union Era Net projects and currently carries out Tübitak 1501 and European Union Horizon projects..

2 PCT and 1 TR patents have been registered, and there are 2 ongoing studies in the patent process.

## Some projects:

- *Building more reliable and performant batteries by embedding sensors and self-healing functionalities to detect degradation and repair damage via advanced Battery Management System (PHOENIX), EU HORIZON-CL5-2022-D2-01-06,*
- *Development of High Energy Density Lithium-Rich Battery Cell and New Generation Domestic Battery Pack Design, TÜBİTAK 1501, 2021-2024.*
- *Autonomous Polymer based Self-Healing Components for high performance LIBs(BAT4EVER), EU HORIZON 2020 LC-BAT-14-2020, 2020-2023*
- *Preparation and characterization of capacitors and batteries based on microporous conjugate polymers containing Thienothiophene, Dithienothiophene and Triphenylamine, ITUBAP, 2019-2021*
- *Hybrid Materials for Si Surface Passivation and Battery Applications, EU, M-era.Net, 01.01.2017-31.12.2018..*

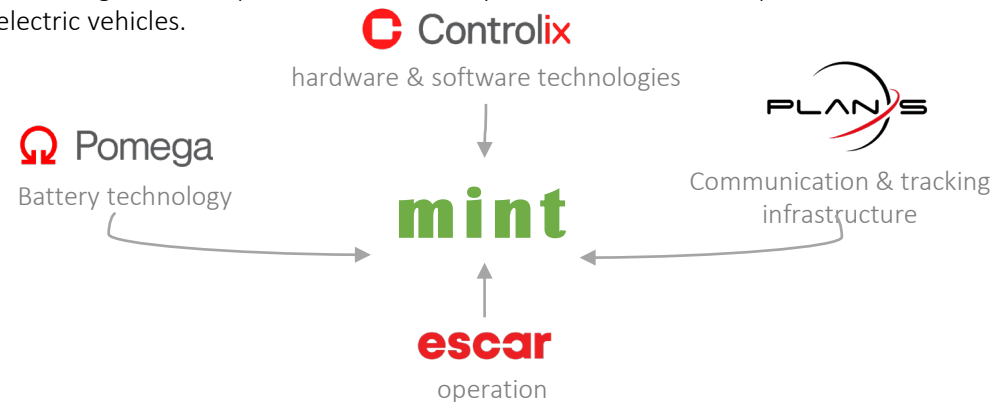


## Mint Electric Vehicle Technologies Inc.



Our Company, which offers strategic solutions in the field of energy and technology, will offer solutions to reduce the damage to the environment in issues such as carbon emissions and global warming, which are in the first place in Europe's Green Reconciliation action plan, with the energy storage systems investment initiated within the framework of our high potential and technology-oriented investment policy. Kontrolmatik Technologies plans to continue its goal of making renewable energy sources more prominent in energy production, by investing in "Electric car rental and sharing technologies", which it expects to continue its rapid development in the coming period and its use will become increasingly widespread.

In this investment, which we believe will carry us further, we cooperated with Escar Turizm Taşımacılık Ticaret A.Ş., one of the pioneers of the fleet leasing industry for 20 years with a solution-oriented service approach that makes a difference with a business model that requires high customer loyalty and expertise. We joined forces with "Mint Electric Vehicle Technologies Inc." to operate in the field of "Electric vehicle rental and sharing technologies". It was established with a capital of 20 million TL and a shareholder structure of 40% Kontrolmatik, 50% Escar. With this new initiative, it is aimed to contribute to the technological development of our country in this field and to expand the use of electric vehicles.







# Kontrolmatik Research and Development Center

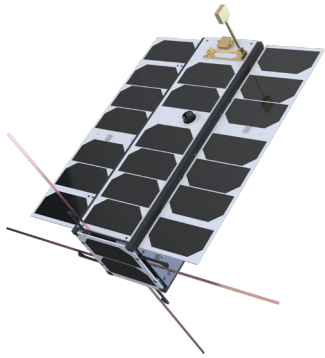
Since 2016, Kontrolmatik's in-house and prolific R&D center has focused on energy storage solutions, IoT, collaborative robots, and renewable energy solutions. These studies will reduce foreign dependency and energy insecurity in critical sectors and will provide Kontrolmatik with a continuous competitive advantage.



## Floating Platforms for Solar Power Plants

Kontrolmatik uses its extensive engineering experience along with innovative approaches to continue its renewable energy studies at its R&D center. Its objective is to develop efficient, reliable, and economic products and services that will reduce countries' (and its home country of Türkiye in particular) dependence on foreign sources while meeting the needs of stakeholders in global markets across the spectrum from energy generation, transmission, distribution, consumption, and management.

Kontrolmatik R&D activities focus on the design, production, integration, and after-sales support for all its technologies. Currently we are continuing our studies on floating PV platforms that can be used to build floating solar power plants. We have completed prototype design, aero-hydrodynamic performance research, and structural analysis, and the first prototype was deployed at a facility in Ankara. We aim to reduce the steps required for the design and assembly of the metal structures, which will shorten the production time for the floating platforms.



Plan-S IoT Satellites



Lithium Accumulator



Hybrid Inverter



LFP Battery Cell



IoT Modules



Residential Energy Storage Systems



LFP Battery Cell



Battery Module



Mobile Substation



Floating SPP Platform



Energy Storage System



Battery Cabinet

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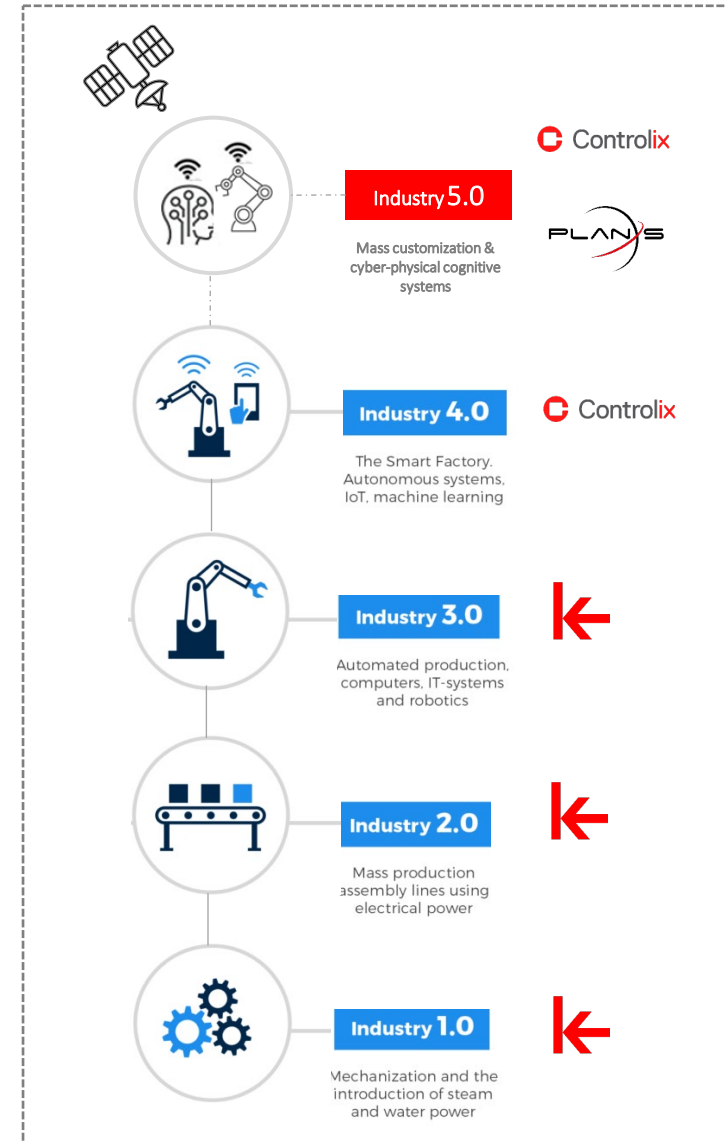
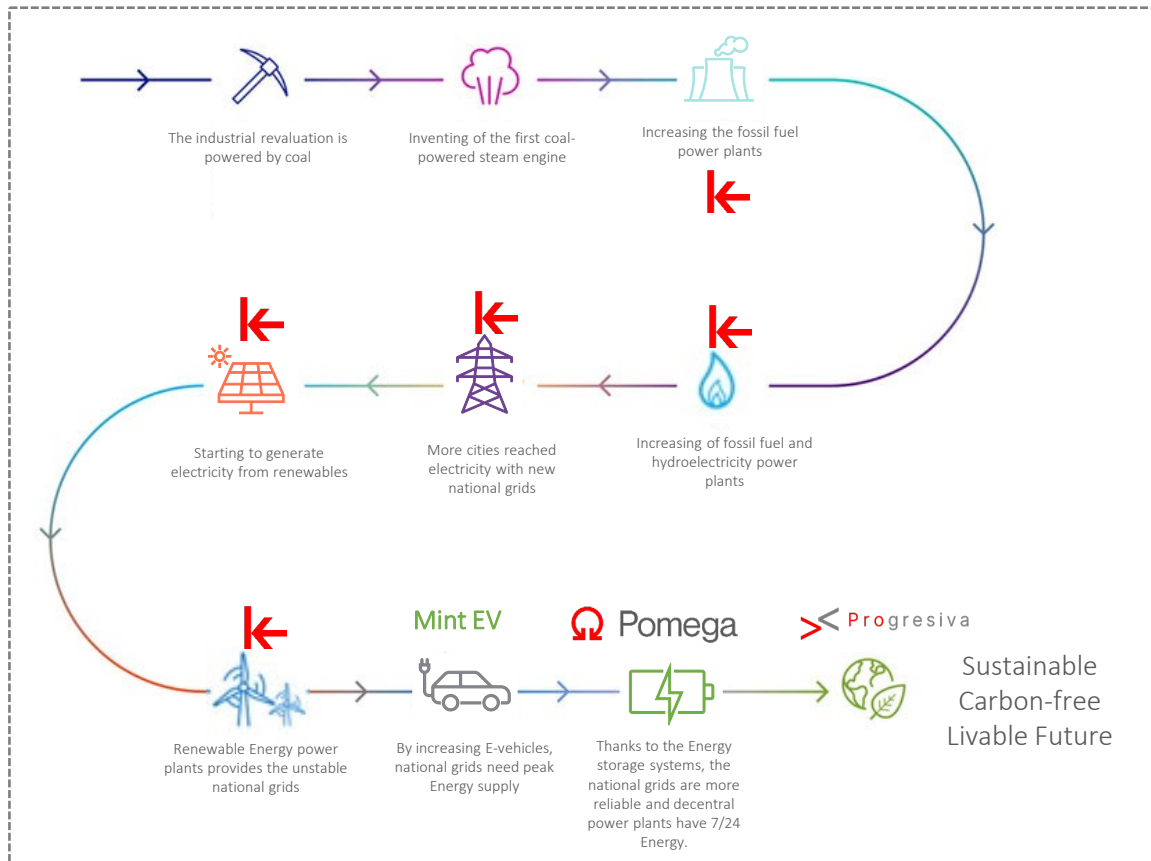
Kontrolmatik  
Technologies





# Horizontal & Vertical Integration

Kontrolmatik focuses its core business on completing international projects to generate cash and profits, and then reinvests this cash into R&D activities to develop its next generation of products. Since its founding, Kontrolmatik has been thinking about the future of the world, and our objective is to create a sustainable, carbon-free, and livable future through investments in our subsidiaries.





# For a sustainable future

## In 2023;

- ~5 Billion TL Revenue
- ~ 1,25 Billion TL EBITDA
- R&D Investments: >3% of Sales Revenue
- Capital Expenditures (excluding R&D): up to 6% of Sales Revenue
- Backlog Size: ~3,7 Billion TL (More than 65 % FX Based)

### Currency Position

Long foreign currency position thanks to significant FX denominated income & TL denominated debt profile.

### Ongoing Projects

Backlog size of ~3,7 billion TL (More than 65 % FX Based)

### Low Provisions

Low doubtful receivables thanks to foreign projects with a letter of credit.

### Know-How Pool

Qualified staff – 60% of staff are engineers across the organization.

### Diversification

Wide sectoral differentiation (Energy-Mining-Transportation-Industrial Facilities).

Kontrolmatik Technologies



Pomega



Progresiva



Controlix



PLANYS

MCFLY  
Robot Technologies



### Tax Advantage

Business model partially exempt from corporate tax due to service exports.

### New Investment

Lithium-Ion battery, energy storage, IoT, and collaborative robot investment.

### Solid Partners

Partnerships with strong companies such as GE, ABB, Siemens, Nozomi, OSISoft etc.

### Strong Position

Named as the world's 28th largest system integrator in 2022.

### Market Player

With our large list of completed projects, we are a solutions provider in 33 countries.



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# We adopt holistic and transparent Sustainability Governance.

As Kontrolmatik, we define our sustainability governance strategy as **PLANEARTH**.

We evaluate and manage environmental and social impacts, risks, benefits, and dimensions arising from all our business activities in a 360-degree, comprehensive manner. In our management process, we communicate transparently and effectively with all our internal and external stakeholders. Ultimately, we transparently measure and publicly declare the performance of all our activities with environmental, social, and corporate governance.

PLANEARTH encompasses the holistic actions, impacts, and interactions of the environmental, social, and corporate governance of all our business activities, and continuously and transparently shares and communicates both the positive and negative results of this integration with all internal and external stakeholders.

## SUSTAINABILITY STATEMENT

Our mission is to integrate sustainability into our business model while supporting our customers and partners with 360-degree products, services, customized turnkey solutions, sales, marketing, and innovation.

We are committed to providing and developing transparent, innovative, and sustainable solutions that will help our customers, partners, and stakeholders to conduct business sustainably in every aspect.

In line with this commitment:

We act in an environmentally and socially responsible manner and adopt a business style that is environmentally and socially responsible for our employees, for the people and communities living in the regions in which we operate, and for our planet in all our facilities and office spaces.

We are committed to being transparent and trustworthy to our customers, partners, stakeholders, and consumers in all our activities. We back our products and services with globally recognized accredited certifications, analyses, and systems using concrete and sustainable metrics.

We strive to act in line with our "Diversity, Equality and Inclusion" principle, to support gender equality, to employ people regardless of age, race, origin or ethnicity, sect or belief, gender, religion, political opinion, culture/social class, sexual orientation, or mental or physical disability to promote fair opportunities in the workforce, to ensure fair treatment for all, and to eliminate inequalities.

We support sustainable design and blend sustainable innovations with the technologies we develop. We are committed to creating or developing innovations that never encourage people to engage in negative behaviors, such as using weapons, committing crimes, or inciting conflict, and never encourage the use of harmful addictive substances such as tobacco.

We are committed to promoting our sustainable brand values to all our partners, customers, stakeholders, and consumers through our transparent and effective marketing communications across all media channels, whether physical or social.

We strive to integrate our sustainability values into all our businesses at all levels, and to inspire all sectors with our ever-evolving technological sustainable solutions and sustainability approach.

# Transition to a Circular and Low Emission Economy

## SUSTAINABILITY COMMITMENT

As Kontrolmatik Teknoloji A.Ş., we act in line with the principle of responsible production and service within the framework of our PLANEARTH sustainability strategy, in line with the global goals of the production facilities, processes, activities, services, and technologies that we develop.

We conduct all our activities within the framework of existing laws and regulations, we comply to all the internal standards required by our company, and we strive to exceed the expectations of our stakeholders and project partners.

Diversity, equality, and inclusion are our guiding principles. With the commencement of Türkiye's membership in the UN Global Compact (UNGC) in April 2022, we began to actively participate in working groups and set our main goals within the framework 2030 targets of the Sustainable Development Goals (SDGs).

With our solutions and services, we are already promoting and contributing to several of the SDGs, but mainly we are actively working towards the four SDGs in line with our corporate ESG approach and are committed to fulfilling our responsibilities in these areas.

1. Affordable & Clean Energy (SDG 7)
2. Responsible Production and Consumption (SDG 12)
3. Gender Equality (SDG 5)
4. Partnerships for the Goals (SDG 17).



## SUSTAINABILITY VALUES

Kontrolmatik's sustainability values follow four main approaches:

**Efficiency:** Responsible production for our customers, partners, stakeholders, employees, and communities - indoors, outdoors, and beyond.

**Planet:** Protecting our planetary ecosystem as well as health and biodiversity with our sustainable products and services.

**People:** Respecting human rights, diversity, and fair working conditions. Improving the living standards and welfare of our employees and communities in the areas where we operate.

**Partnership:** We believe in the power of local and global partnerships to create a healthier planet and a livable world in the future with our motto "together it is possible."



## We are in MSCI and FTSE index

### SUSTAINABLE FINANCE & PERFORMANCE

As a publicly listed company, we strive to improve our Corporate and Sustainability Governance by continuously monitoring and measuring performance in a transparent manner.

### Environment, Social and Governance Score

As a result of the "Corporate Sustainability Assessment" conducted by CGE Evaluation using a CMB-approved methodology based on international standards, our Sustainability Governance Score namely our ESG (Environmental, Social and Governance) score, was determined as 7.95/10. As a result of this assessment, we also became one of the few companies in Turkey to receive the TÜV SÜD-approved "Corporate Sustainable Company" certificate with a score of 7.57/10. Our current score is 28.63% above the sector average.

### Corporate Governance Score

Subsequently, as a result of the assessment made by SAHA Corporate Governance and Credit Rating Services Inc. Our "Corporate Governance Rating" was rated 9.36/10.

### MSCI and FTSE index

As a result of these efforts, we were included in the MSCI Small Cap Turkey Index as of November 2022 and in the FTSE Large Cap Index as of March 2023.

### Women Empowerment in Business and Communities

As of August, we became a signatory to the Women's Empowerment Principles (WEP), established in partnership with the UN Global Compact and the UN Gender Equality and Women's Empowerment Unit (UN Women). We continue our efforts to ensure gender equality, to make women empowered and visible in all areas of our business life both locally and globally, to empower the female workforce, and to ensure women's participation in business life at the highest level in line with WEP.



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## Attractive Financial Figures

M TL	12M'20	12M'21	12M'22	22/21 Δ
<b>Revenue</b>	<b>201,1</b>	<b>611,8</b>	<b>1791,2</b>	<b>193%</b>
Gross Profit	47,6	165,4	482,3	192%
EBIT	31,6	168,6	498,6	196%
<b>EBITDA*</b>	<b>36,5</b>	<b>175,5</b>	<b>513,7</b>	<b>193%</b>
<b>Net Income</b>	<b>24,0</b>	<b>130,7</b>	<b>469,1</b>	<b>259%</b>
Gross Margin	23,7%	27,0%	26,9%	-0,1%
EBIT Margin	15,7%	27,6%	27,8%	0,3%
<b>EBITDA Margin</b>	<b>18,2%</b>	<b>28,7%</b>	<b>28,7%</b>	<b>0,0%</b>
<b>Net Income Margin</b>	<b>11,9%</b>	<b>21,4%</b>	<b>26,2%</b>	<b>4,8%</b>

\*Other income/expenses are included in the EBITDA calculation

4Q21	4Q22	22/21 Δ
<b>261,4</b>	<b>935,7</b>	<b>258%</b>
66,5	167,9	153%
93,9	162,4	73%
<b>96,3</b>	<b>166,9</b>	<b>73%</b>
<b>59,9</b>	<b>288,5</b>	<b>382%</b>
25,4%	17,9%	-7,5%
35,9%	17,4%	-18,6%
<b>36,8%</b>	<b>17,8%</b>	<b>-19,0%</b>
<b>22,9%</b>	<b>30,8%</b>	<b>7,9%</b>

### Solid Growth

- The growth momentum in gross profit, EBITDA and net profit in 2021 continued in 2022. Increasing trend in profit margins maintained.
- In line with the increasing volume of operations, the need for working capital increased. Besides capital expenditures increased the need for external financing. However, the company is in net cash position thanks to cash injection of the main shareholders.
- Equity reached 1.279 MTL in 4Q22.

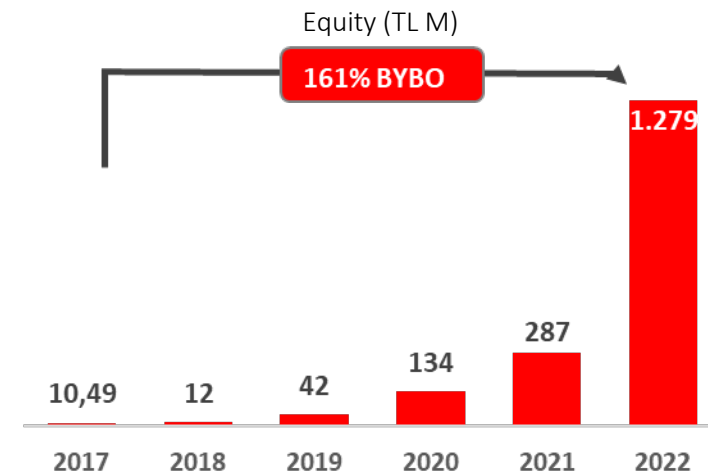
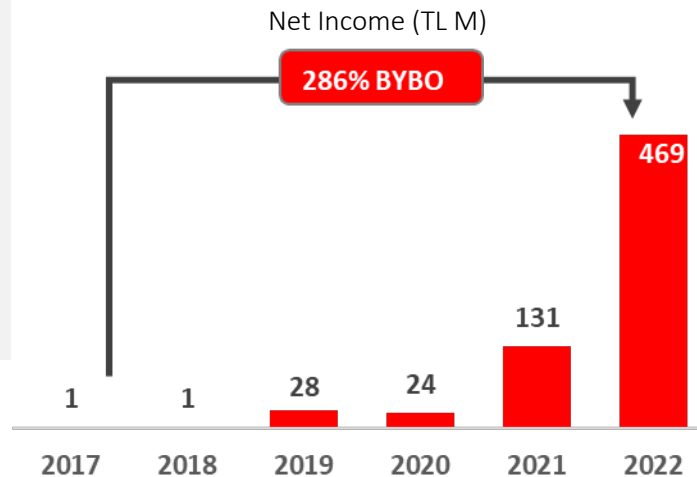
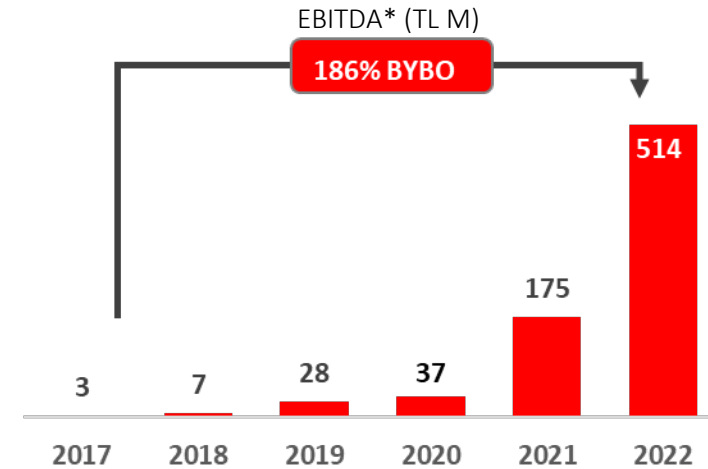
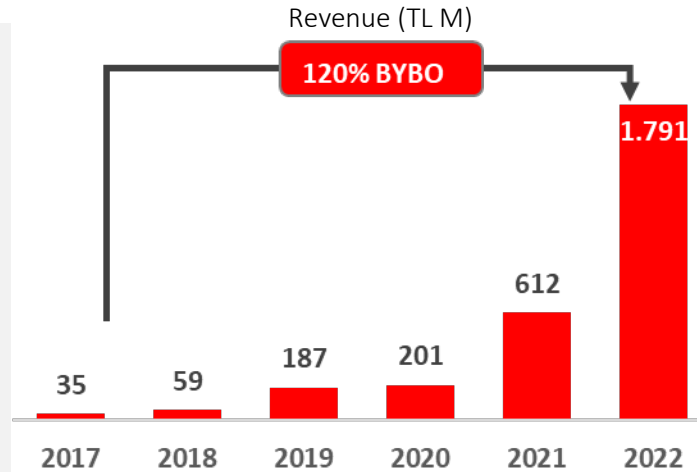
M TL	31.12.2019	31.12.2020	31.12.2021	31.12.2022	22/21 Δ
Cash and Cash Equivalents	21,3	52,1	77,1	1.182,1	1432%
Total Assets	176,0	320,1	940,4	4.376,9	365%
Current Assets	141,2	281,0	778,9	3.108,5	299%
Fixed Assets	34,8	39,1	161,5	1.268,4	685%
Total Liabilities	133,6	186,3	654,0	3.078,0	371%
Short-Term Liabilities	124,5	174,8	579,9	1.152,7	99%
Long-Term Liabilities	9,1	11,5	74,1	1.925,3	2497%
<b>Equity</b>	<b>42,5</b>	<b>133,8</b>	<b>286,6</b>	<b>1.278,7</b>	<b>346%</b>
<b>Net Debt (Cash)</b>	<b>8,6</b>	<b>-0,9</b>	<b>171,2</b>	<b>-137,7</b>	<b>-180%</b>



# Stable Growth

## Keys to Growth

- Between 2017-2022 turnover consists of System Integration and Controlix segments. Pomega and Robotic arms will contribute to financials starting 2023.
- Due to barrier structure of the industry, larger projects can be undertaken if and only you have completed smaller ones.
- In risky locations like Africa and Middle East big companies like Siemens don't want to take the country risk. We take their place because we have experience and good relations in those countries.
- Investments that started in 2021 and continued in 2022 increased the need for external financing.



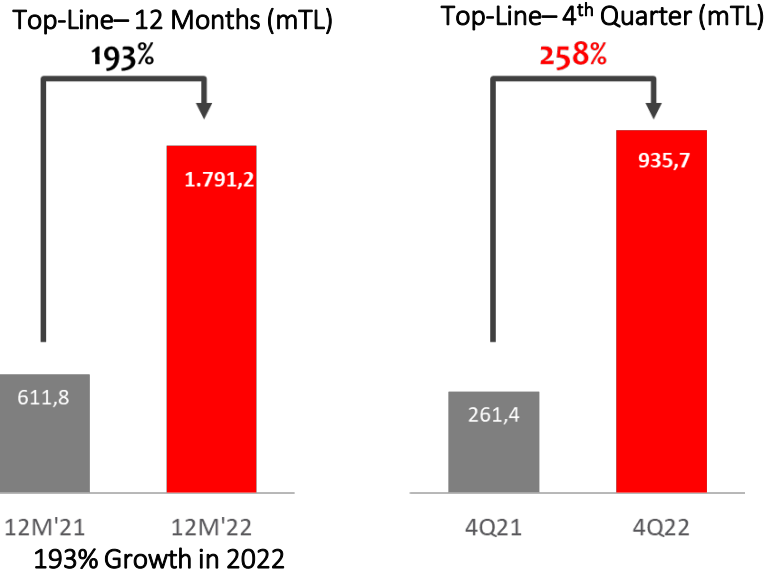
\*Other income/expenses are included in the EBITDA calculation





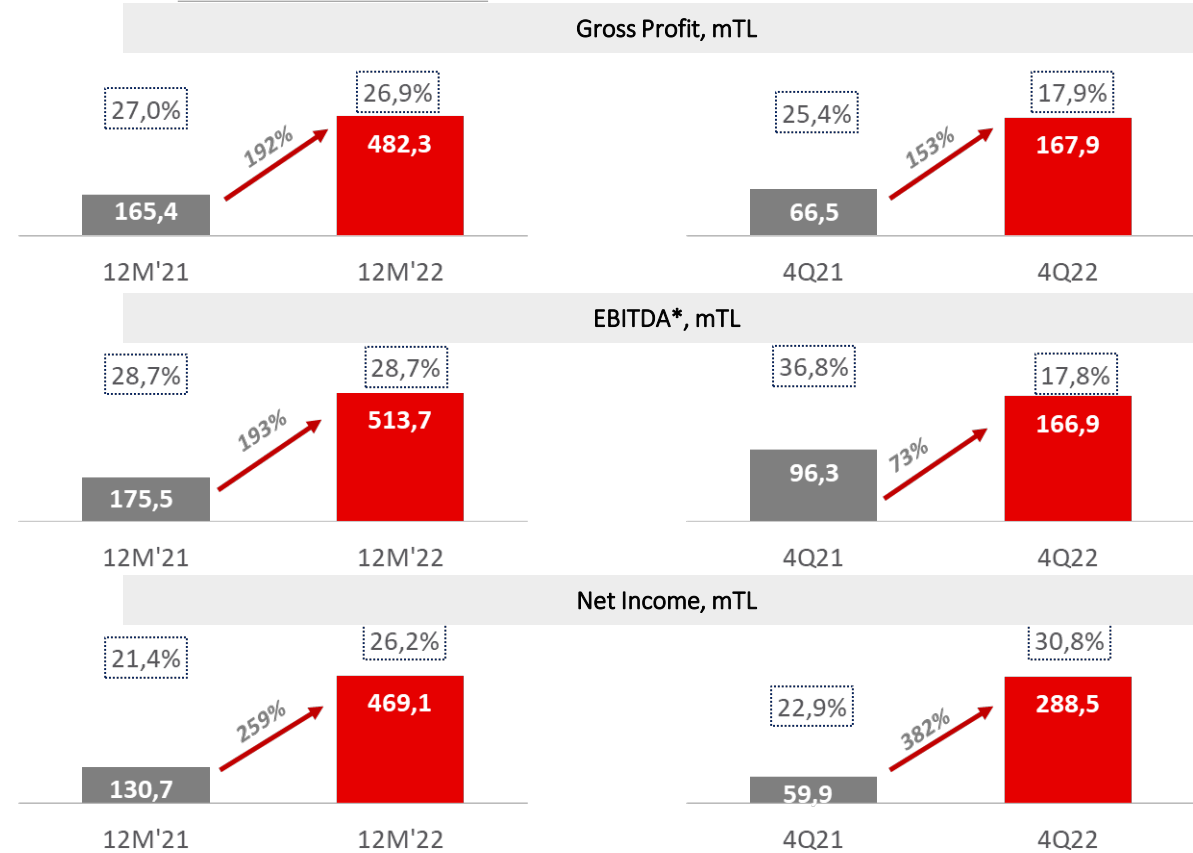
# Simultaneous Growth in Revenue and Profit

## 258% Revenue Increase in 4Q22



- Increase in Project Sizes Thanks to Ability to Undertake Larger Projects
- More than 65% Foreign Currency Income
- Rise in Exchange Rates
- Focus on Profitable Projects
- Increase in Project Completions
- Reputation Increase
- Contribution of R&D Projects to Income

## High EBITDA & Net Profit Growth

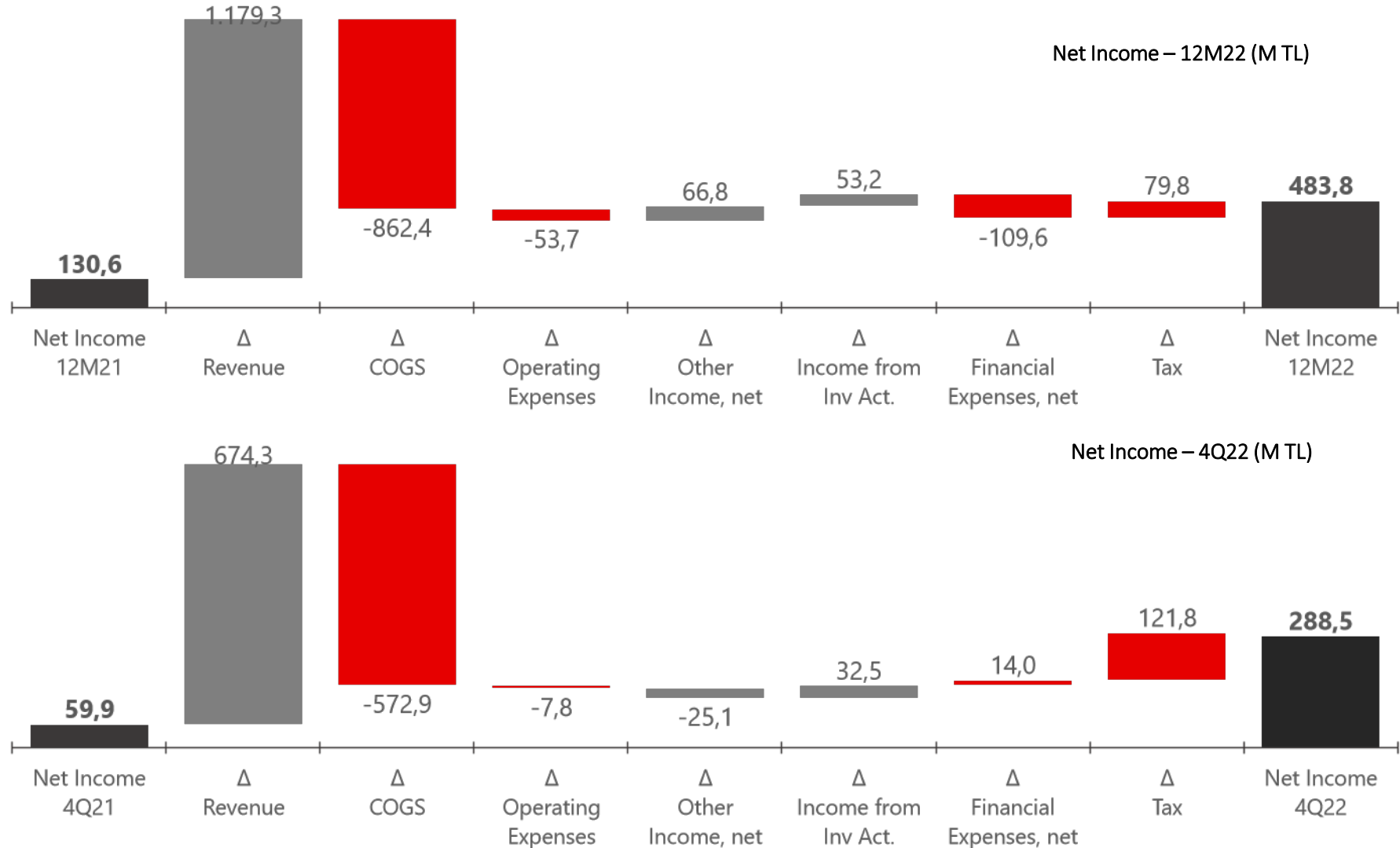


\*Company defines EBITDA as 'Gross Profit - Operating Expenses + Other Operating Income - Other Operating Expenses + Depreciation'

Gross Profit, EBITDA, Net Income Margin



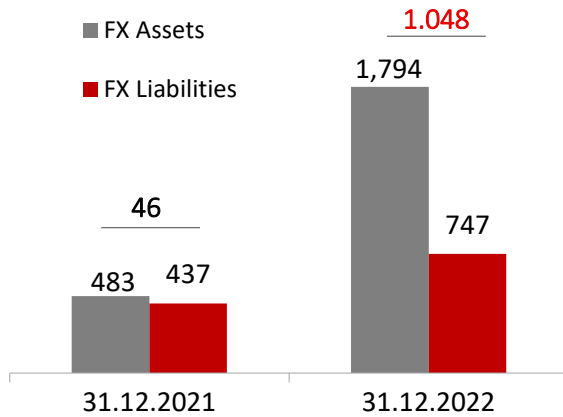
## Revenue Growth Reflected on Net Profit in 2022





# Debt Profile & FX Position

FX Position as of 31.12.2022 (TL mn)

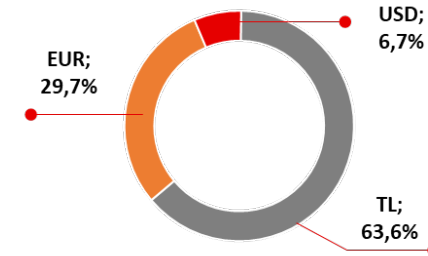


As of 31.12.2022;

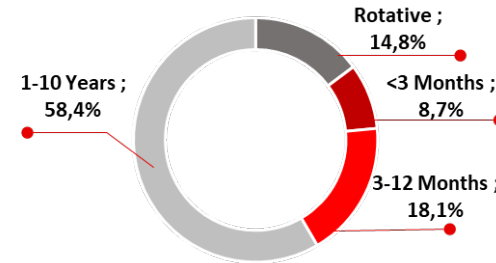
1.048 MTL Long Position

TL & Euro based loans with high foreign currency share in revenue

Currency Breakdown

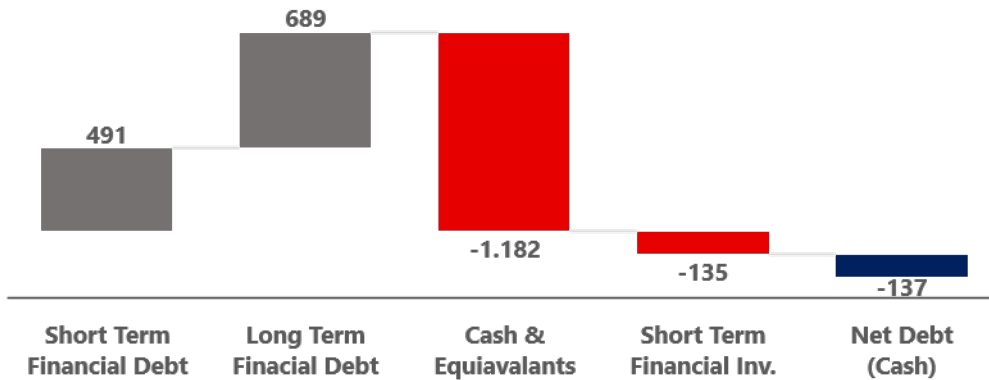


Maturity of Financial Debt

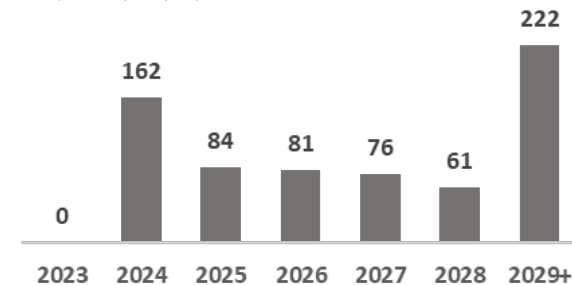


Debt Profile as of 31.12.2022 (TL mn)

137 mTL Net Cash (Excluding Debt to Shareholders)



Loan principal payment Schedule, mTL





## Financial Ratios Indicate Efficiency of Investments

- Low Financial Leverage Ratios
- Net Financial Debt/EBITDA well below the risk zone
- Additional borrowing capacity provided by low leverage
- Stable profit margins in 2022
- Positive Economic Value Added (EVA)
- 29,5% investment return (ROIC) in 2022 is well above the alternative yield

Liquidity Ratios	2020/12	2021/12	2022/12
Current Ratio	1,61	1,34	2,70
Liquidity Ratio	1,27	1,11	2,34

Debt Ratios	2020/12	2021/12	2022/12
Total Debt/Total Assets	58,2%	69,5%	70,3%
Short-Term Fin. Debt/Equity	36,8%	77,3%	37,8%
Coverage Ratio	3,9	2,1	2,7
Net Debt/EBITDA	0,0	1,0	-0,3
Short-Term Liabilities/Assets	54,6%	61,7%	26,3%
Long-Term Liabilities/Assets	3,6%	7,9%	44,0%
Equity/Assets	41,8%	30,5%	29,7%
Total Liabilities/Equity	139,3%	228,4%	237,0%
Financial Debt/Total Liabilities	30,1%	44,2%	38,3%

Profitability Ratios*	2020/12	2021/12	2022/12
Gross Margin	23,7%	27,0%	26,9%
EBIT Margin	15,7%	27,6%	27,8%
EBITDA Margin	18,2%	28,7%	28,7%
Net Margin	11,9%	21,3%	27,0%
ROE*	27,2%	62,1%	61,0%
Financial Exp./Net Sales	4,6%	13,7%	10,8%

Investment Ratios	2020/12	2021/12	2022/12
Investment/Depreciation	75,9%	814,9%	3012,5%
Investment/Net Sales	0,7%	9,2%	25,4%
EVA-TL	13.292.333	84.173.101	128.031.627
ROIC	37,7%	47,6%	29,5%
CRR	33,4%	46,3%	75,6%

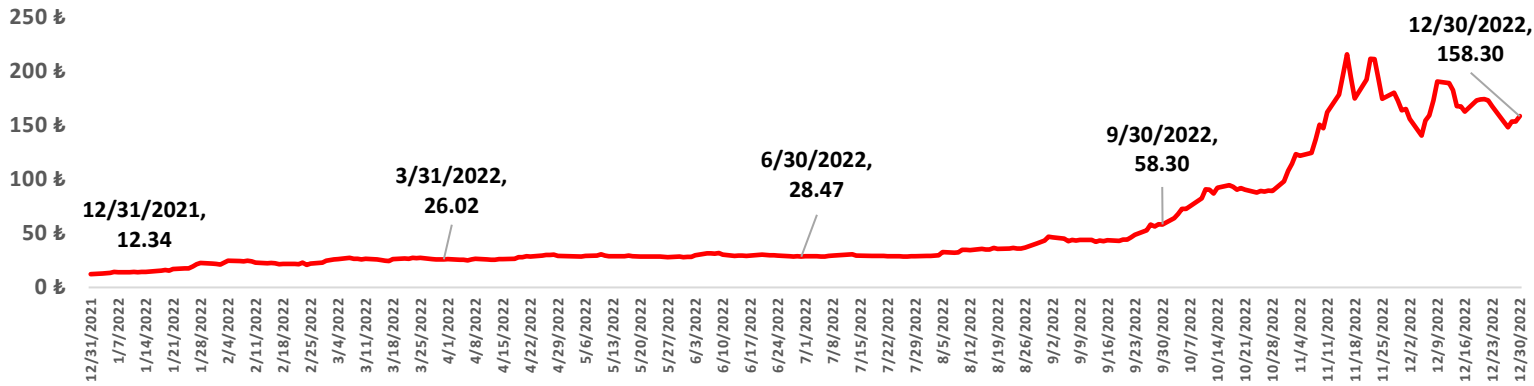
\*The return on equity is calculated by the average of the equity at the beginning and end of the period.





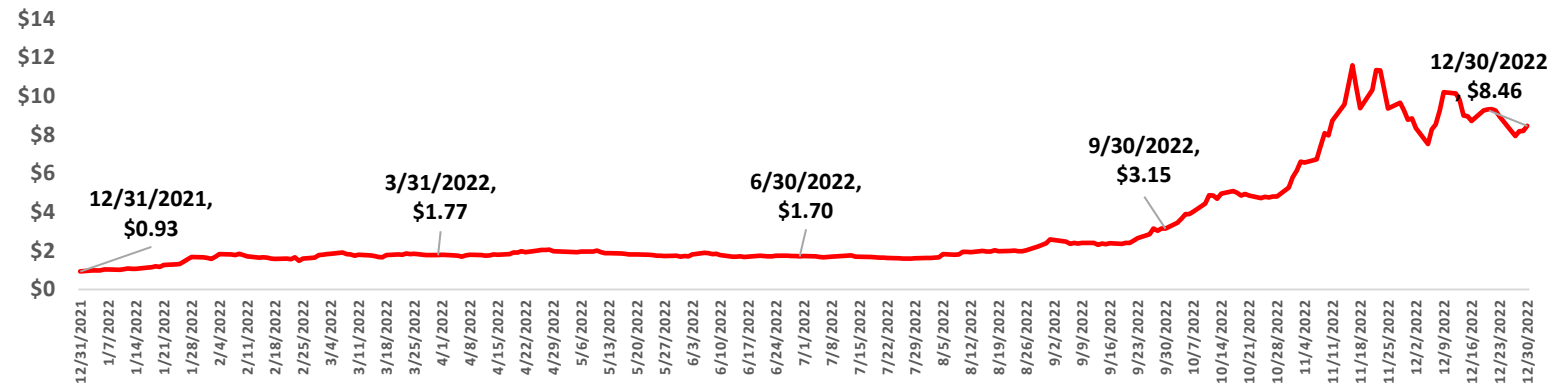
# Stock Performance Above the Market

KONTR/TL, 31.12.2021-31.12.2022



Strong financial data, increased operational activities and domestic & international tenders supported stock performance.

KONTR/USD, 31.12.2021-31.12.2022





## Revenue & Investment Projection by Segments

System Integration, EPC & Current Business	2023	2024	2025	2026	2027
Revenue, m\$	138,0 \$	186,0 \$	208,0 \$	202,4 \$	201,3 \$
CAPEX, m\$	6,0 \$	5,1 \$	5,5 \$	6,0 \$	6,2 \$

Controlix	2023	2024	2025	2026	2027
Revenue, m\$	14,2 \$	37,0 \$	56,0 \$	75,0 \$	90,0 \$
CAPEX, m\$	8,5 \$	9,5 \$	9,0 \$	8,5 \$	8,0 \$

McFLY	2023	2024	2025	2026	2027
Revenue, m\$	6,2 \$	16,0 \$	53,4 \$	84,7 \$	96,3 \$
CAPEX, m\$	15,6 \$	12,9 \$	11,5 \$	10,2 \$	6,2 \$

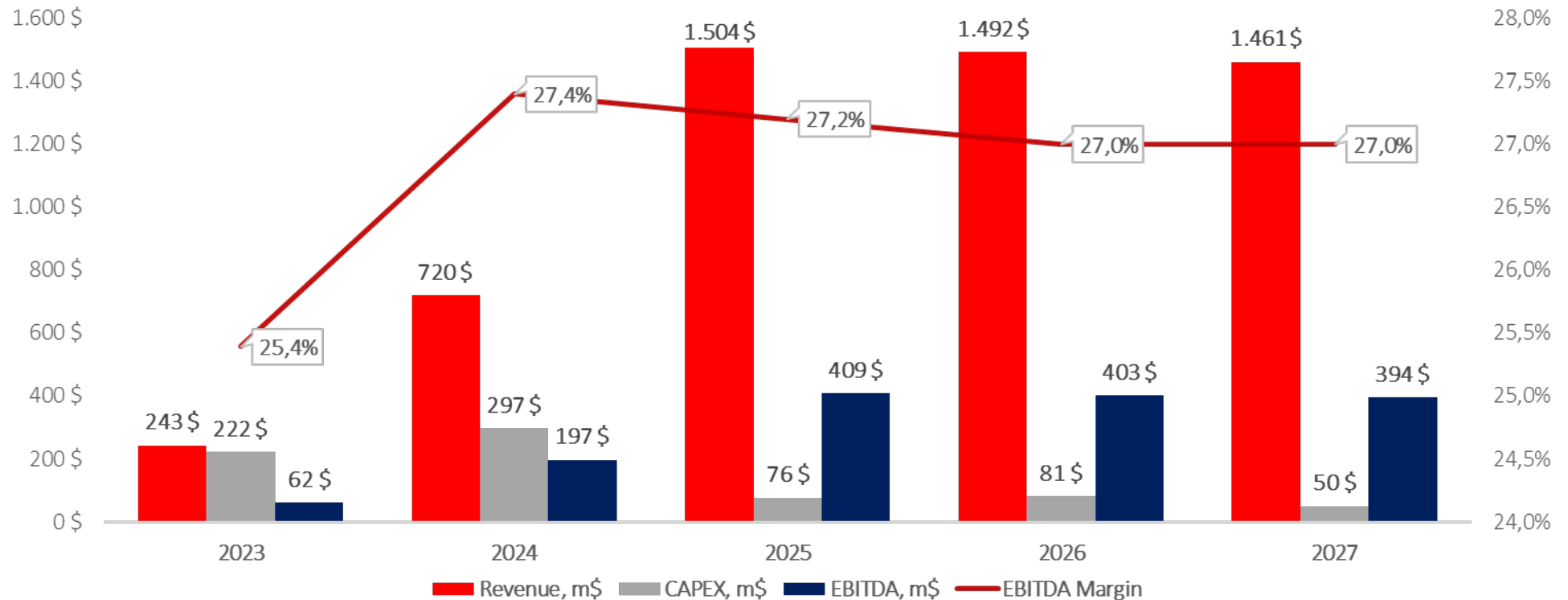
Pomega-TR	2023	2024	2025	2026	2027
Revenue, m\$	84,6 \$	380,0 \$	564,0 \$	524,0 \$	491,0 \$
CAPEX, m\$	94,2 \$	92,0 \$	34,2 \$	37,5 \$	15,0 \$

Pomega-US	2023	2024	2025	2026	2027
Revenue, m\$	0,0 \$	101,2 \$	622,4 \$	605,5 \$	582,3 \$
CAPEX, m\$	98,0 \$	177,9 \$	15,7 \$	18,4 \$	14,4 \$



## Consolidated Targets

2023-2027 Kontrolmatik Consolidated Targets	2023	2024	2025	2026	2027
Revenue, m\$	243,0 \$	720,2 \$	1.503,8 \$	1.491,6 \$	1.460,9 \$
CAPEX, m\$	222,3 \$	297,4 \$	75,9 \$	80,6 \$	49,8 \$
EBITDA, m\$	61,7 \$	197,3 \$	409,0 \$	402,7 \$	394,4 \$
EBITDA Margin	25,4%	27,4%	27,2%	27,0%	27,0%





## Addendum: Financial Figures in USD

M USD	12M'20	12M'21	12M'22	22/21 Δ	4Q21	4Q22	22/21 Δ
<b>Revenue</b>	<b>28,6</b>	<b>68,8</b>	<b>108,0</b>	<b>57%</b>	<b>23,4</b>	<b>50,3</b>	<b>115%</b>
Gross Profit	6,8	18,6	29,1	56%	5,9	9,0	52%
EBIT	4,5	19,0	30,1	59%	8,4	8,7	4%
<b>EBITDA*</b>	<b>5,2</b>	<b>19,7</b>	<b>31,0</b>	<b>57%</b>	<b>8,6</b>	<b>9,0</b>	<b>4%</b>
<b>Net Income</b>	<b>3,4</b>	<b>14,7</b>	<b>28,3</b>	<b>93%</b>	<b>5,4</b>	<b>15,5</b>	<b>190%</b>
Gross Margin	23,7%	27,0%	26,9%	-0,1%	25,4%	17,9%	-7,5%
EBIT Margin	15,7%	27,6%	27,8%	0,3%	35,9%	17,4%	-18,6%
<b>EBITDA Margin</b>	<b>18,2%</b>	<b>28,7%</b>	<b>28,7%</b>	<b>0,0%</b>	<b>36,8%</b>	<b>17,8%</b>	<b>-19,0%</b>
<b>Net Income Margin</b>	<b>11,9%</b>	<b>21,4%</b>	<b>26,2%</b>	<b>4,8%</b>	<b>22,9%</b>	<b>30,8%</b>	<b>7,9%</b>

\*Other income/expenses are included in the EBITDA calculation

Notes:

- For Comparative Purposes Only
- Average USD/TRY rate is used for P/L items and period-end rate is used for B/S items.

M USD	31.12.2019	31.12.2020	31.12.2021	31.12.2022	22/21 Δ
Cash and Cash Equivalents	3,6	7,0	5,8	63,2	990%
Total Assets	29,6	43,1	70,4	234,0	232%
Current Assets	23,7	37,8	58,3	166,2	185%
Fixed Assets	5,8	5,3	12,1	67,8	461%
Total Liabilities	22,5	25,1	49,0	164,6	236%
Short-Term Liabilities	20,9	23,5	43,4	61,6	42%
Long-Term Liabilities	1,5	1,5	5,6	102,9	1738%
<b>Equity</b>	<b>7,1</b>	<b>18,0</b>	<b>21,5</b>	<b>68,4</b>	<b>218%</b>
<b>Net Debt (Cash)</b>	<b>1,4</b>	<b>-0,1</b>	<b>12,8</b>	<b>-7,4</b>	<b>-158%</b>

Period	Average TL/USD	Period-End TL/USD
01.01 - 31.12.2022	16,58	18,70
01.10 - 31.12.2022	18,61	18,70
01.01 - 31.12.2021	8,89	13,25
01.10 - 31.12.2021	11,19	13,25
01.01 - 31.12.2020	7,02	7,43
31.12.2021	8,93	13,35
31.12.2020	7,02	7,43
31.12.2019	5,68	5,95



# Kontrolmatik Technologies



controlling technology is  
controlling the future.