

Kontrolmatik
Technologies



Investor Presentation 2Q25

14 August 2025



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Kontrolmatik, continues its investments and expands its operations into new markets despite persistent high inflation and interest rate environment domestically, as well as geopolitical risks, even amid easing inflationary pressures globally.

In 2Q25;

- ✓ Thanks to the acceleration achieved in ongoing projects, revenues increased by 46% compared to 2Q24, reaching USD 96 million. Combined with the strong performance in the first quarter, six-month revenues rose by 46% to USD 150 million.
- ✓ EBITDA, which was 25m USD in 1Y24, stood at 24m USD in 1Y25, and EBITDA margin decreased to %16 from %24.
- ✓ A strong growth momentum is expected in the second half of the year considering prior strategic investments, seasonal delays in invoicing, differences between inflation and currency appreciation and ramp-up processes.
- ✓ In line with its sustainable growth targets, a total investment of 450m USD has been made over the past 3 years, including 25m USD in 2Q25.

EBITDA Calculation Method: Calculated by adding depreciation to operating income

Sales 1H25
150m USD
46% Annual Growth

Investment since 2021, as of
2Q25*
~450m USD

Net Income 1H25
2m USD
%2 of Revenue

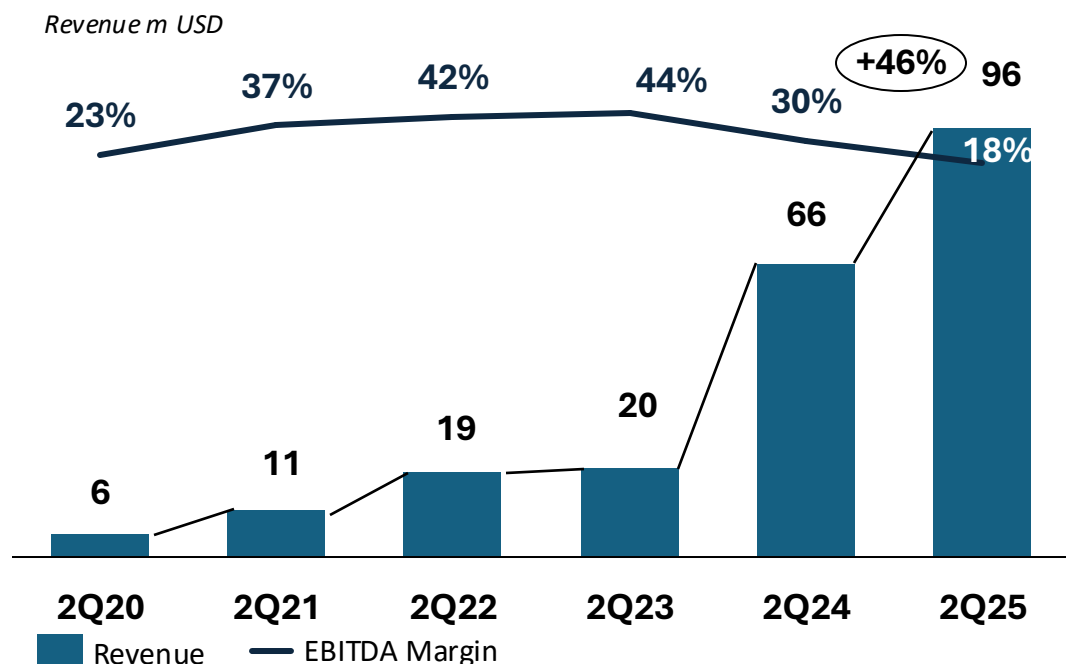
EBITA 1H25
24m USD
%16 of Revenue

**Combined investment amount of Kontrolmatik group companies (including Plan-S, not consolidated in financial statements)*

Achieved Significant Growth on a Half-Year Basis

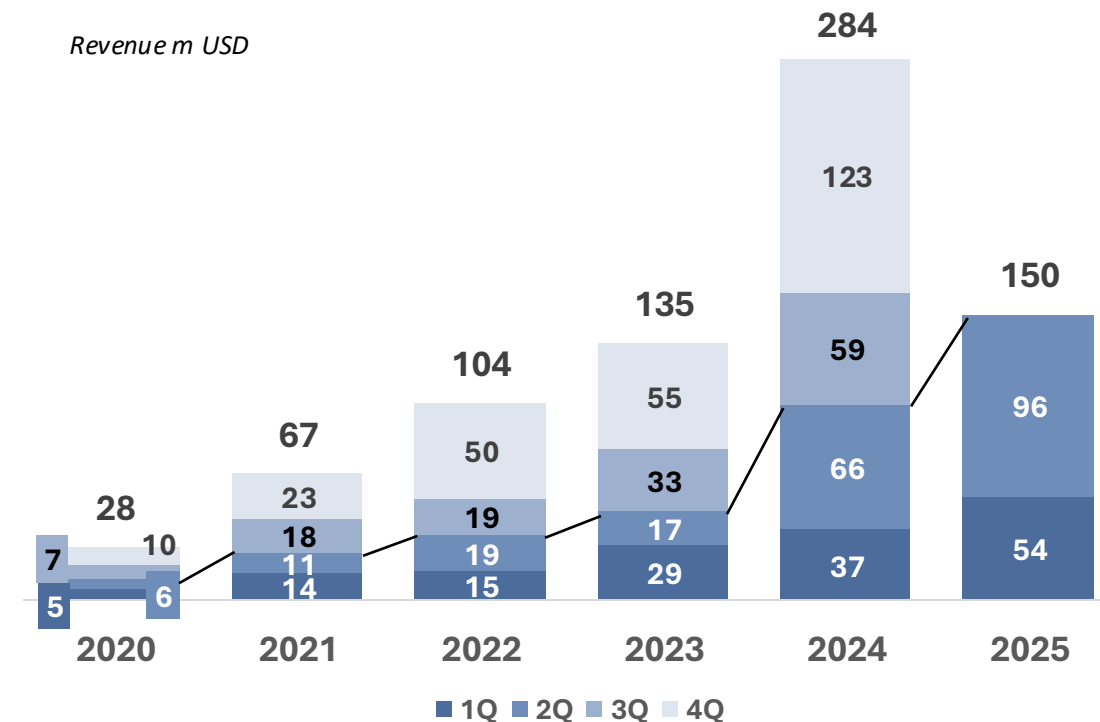


Strong revenue growth achieved in 1Q25 continues at 46% in 2Q25...



- ✓ Revenue grew by 46% YoY compared to 2Q24
- ✓ EBITDA margin decreased due to conjunctural reasons

Half-year performance indicates strong revenue growth potential in 2025.

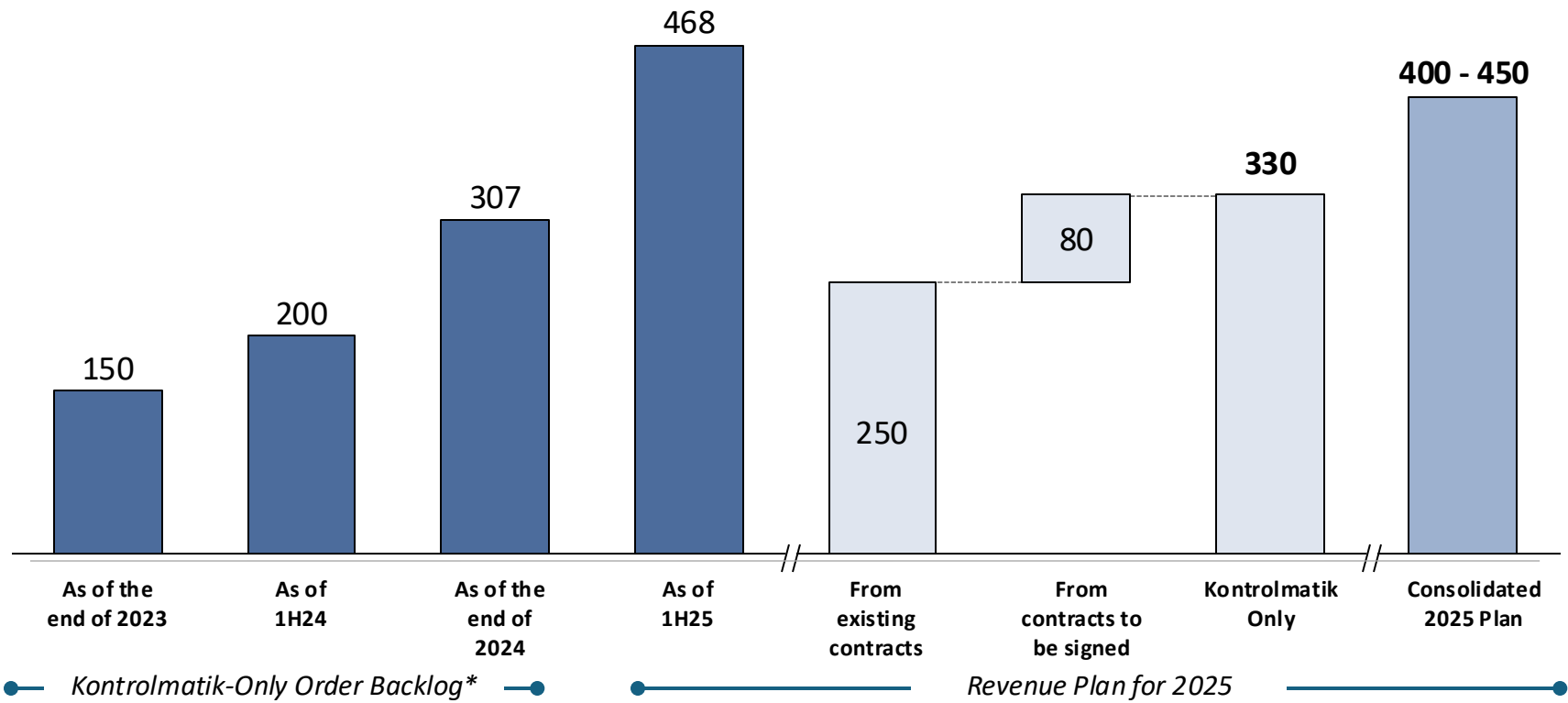


- ✓ Strong start to 2025
- ✓ Seasonality drives the highest revenue in the second half of the year.

While Advancing Toward the 2025 Revenue Target; Upside Potentials and Downside Risks

Strong revenue achieved for 1H; necessary planning for 2H completed to stay on track toward the target

Order Backlog and Sales Revenues, m USD



Upside Potentials:

- ☐ Acceleration of the energy storage market in Türkiye +\$30m USD
- ☐ Regulatory clarity and steps to support the investment climate +10m USD

Downside Potentials:

- ☐ Continued difficulties in accessing credit -30 m USD
- ☐ Lower implementation pace of projects at end-customer level -20 m USD

*The contract value we hold, which will be recognized as revenue as projects progress.



Second Quarter 2025 Developments:

New Contracts and Project Development:

- Contracts totaling USD 80 million have been signed both domestically and internationally.
- As of Q3, delivery of large-scale projects to our customers is planned.

Certification Process:

100 Ah battery cell → UL certification obtained for the U.S.

POD A100 → Brought into compliance with IEC 61000 standard

PBK series → Required international certifications completed

Container-Type ESS Production:

In our container-type industrial and grid-scale 4 MWh energy storage products, certification processes at both the cell and battery pack levels have been successfully completed.

2025 Plans and Targets:



- A total project portfolio of 1.5 GWh with potential to be converted into contracts in 2025 is being monitored.
- Changes in the investment environment in Türkiye and the resolution of uncertainties regarding revenue generation models in the energy storage market are anticipated.
- We plan to expand our presence in the European market.



KONTR share: %88

Value-Adding Strategic Partnership

Global Expansion and Strengthening Domestic Production

Agreement Summary

Parties: Pomega Energy Storage Technologies Inc. (Türkiye) & Our Next Energy Inc. (USA)

Total Capacity: 7 GWh

Technology: 314 Ah LFP cells (Pomega production – ONE development)

Production Location: Ankara, Türkiye

Strategic Significance

Our production hub in Ankara is accelerating its growth through strategic contracts that will make a strong contribution to revenue in Türkiye this year. Leveraging its central position in the energy sector with LFP battery technology, it has become a strategic gateway to the U.S. market, reinforcing its role as a regional export hub in this field. At the same time, by providing sustainable storage solutions for renewable energy projects, it directly contributes to a low-carbon future.

Financial Impact

Capacity Expansion: Significant growth in annual production capacity and increased cell sales

Investor Confidence: Long-term, binding partnership with a global technology company

[Pomega & Our Next Energy Partnership Announcement](#)

Pomega



one



Timeline and Roadmap

2025

Factory infrastructure
and line optimization

2026

Phase 1: 2 GWh
Production Launch

2027

Commissioning of
Additional 5 GWh
Capacity



Second Quarter 2025 Developments:

New Market Entries:

- **Asia & Far East** – Representative offices established and first orders received.
- **Middle East & North Africa** – Entered new markets, with a steady flow of demand and orders continuing.
- **Africa** – Strengthened commercial presence through consistent orders.
- **Americas** – New orders expected in 2025 under framework agreements.

Organizational Updates: Internal structural improvements are ongoing.

Our References



2025 Plans and Targets:



- Emek is steadily and systematically progressing through technical compliance processes in global markets. Following the successful completion of approval procedures in new markets, sales revenue and contribution to profitability are expected to increase in 2025 with the addition of new orders.
- Meanwhile, efforts to expand our separator product portfolio with new models are ongoing.





Second Quarter 2025 Developments:

Commercial Projects: In 2Q25, progress was made in R&D, product development, international collaborations, and commercialization, with the first applications and reference projects in the food industry successfully completed.

Robotics Technology Investment: Our project titled “Technology and Machinery Investment for the Production of Robots and Components” has been approved by the Ministry of Industry and Technology.

2025 Target Regions: Türkiye & MENA

Innovations and Developments in the Orion Series:

New Modules – Welding and polishing modules prepared for standalone sale

Barista Robot – Coffee-making prototype developed

Voice Control – Showcased at WIN EURASIA 2025

System Upgrades – Enhanced safety + turnkey integration

Gripper Innovations – New models for food, heavy-load, and adaptive applications

2025 Plans and Targets:



- McFly Robot Technologies, with its new production facility launched by the end of 2025, aims to reach an annual capacity of 1,500 COBOTs and deliver this capability to global markets through partnerships in Europe, Middle East, and Central Asia.
- Providing flexible robotic solutions for the automotive, electronics, food, healthcare, and logistics sectors, McFly leverages domestic engineering and automation software to enhance human-machine collaboration and, with AI-powered solutions, aspires to lead industrial transformation.



Polatlı, Ankara

KONTR share: %75



Second Quarter 2025 Developments:

Satellite and Ground Station Infrastructure: On June 24, 2025, with the launch of 4 satellites on SpaceX's Transporter-14 mission, Plan-S increased its number of commercial operational satellites to 12, and its total number of satellites, including those used for R&D purposes, to 17. With the commissioning of its in-house-produced ground station in Sweden, the number of stations in the network has reached 4.

IoT and New Use Cases: In the IoT field, the proof of concept for satellite-based water meter reading has been completed, and commercialization efforts for new use cases are ongoing.

Product Deliveries and Operations: Within the scope of the satellite meter reading tender, 400 modems were delivered to ADM, initiating field use.

International Collaborations: Plan-S has signed a cooperation agreement with Azercosmos for the delivery of products and services in Azerbaijan.

2025 Plans and Targets:

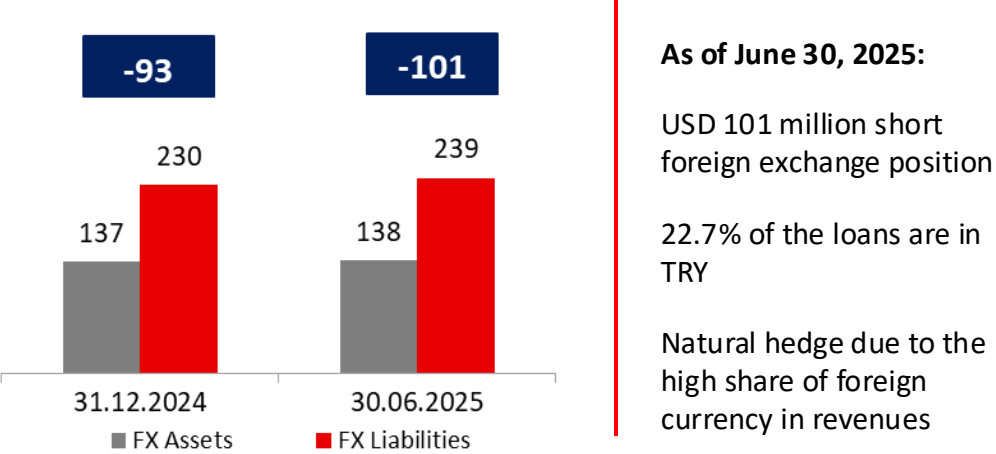
- In 2025, the goal is to expand the field deployment of smart meter modems in collaboration with electricity distribution companies and to commercialize ongoing demos. Projects aimed at detecting illegal transformers are also being developed as part of efforts to combat power theft.
- On the satellite side, the launch of four new satellites is planned by year-end, while the high-resolution OBSERVA satellite is targeted to be commissioned in 2026. Establishing six new ground stations to enhance global service quality is also among the top priorities.



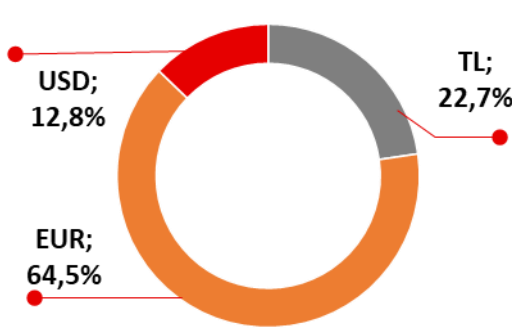
Hacettepe Teknokent, Ankara

KONTR share: %25

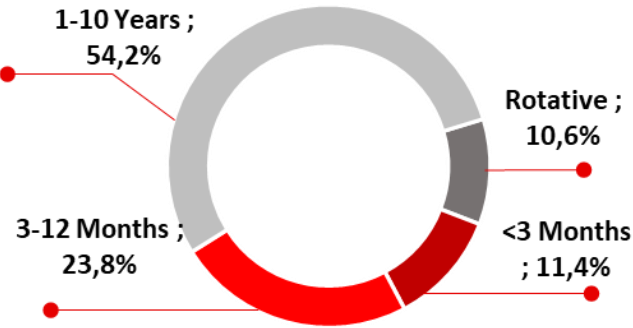
Foreign Exchange Position as of 30.06.2025 (m USD)



Financial Debt by Currency

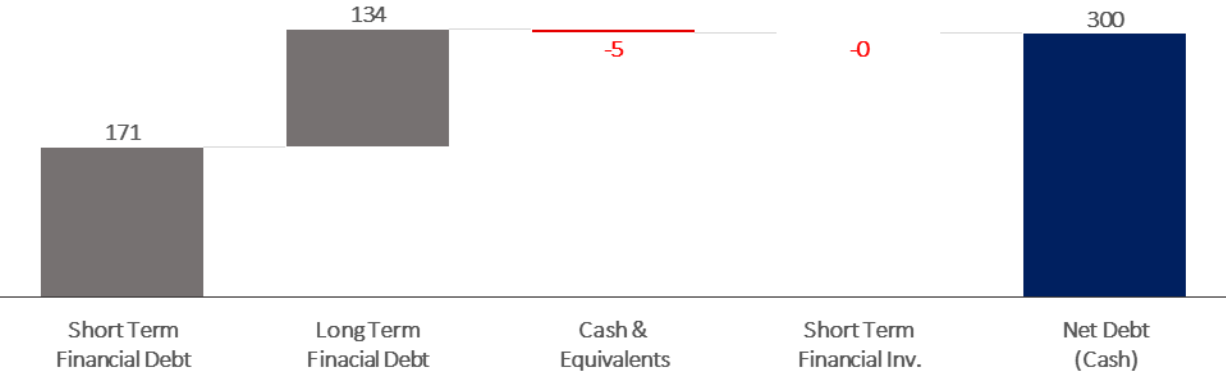


Financial Debt by Maturity

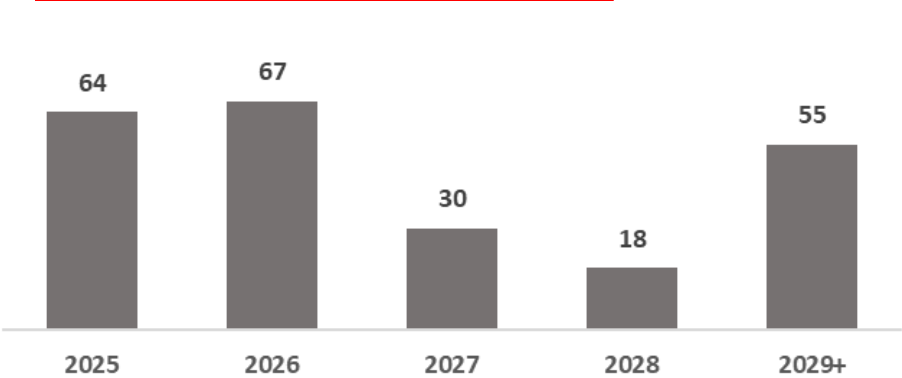


Debt Profile as of 30.06.2025 (m USD)

300m USD Net Debt (Excluding Debt to Shareholders)



Financial Debt Repayment Schedule, m USD



Our Equity Strengthening Plan to Support Our Growing Operations



1

Optimization of Financial Liabilities



2

Deepening of the Equity Base



Our company has received approval from the Capital Markets Board for a Eurobond issuance of up to EUR 100 million to strengthen its capital structure and enhance financial flexibility, and has initiated the process. This step contributes to converting short-term TRY borrowings into medium-to-long-term foreign currency-based financing, reducing the cost of capital, and increasing the resilience of the balance sheet.

Our company aims to expand its equity base and optimize its debt-to-equity ratio by leveraging capital-raising mechanisms such as strategic partnerships and the introduction of new investors into its subsidiaries and affiliates.



Our First TSRS-Compliant Sustainability Report

This report aims to support financial decision-making processes by providing information on sustainability- and climate-related risks and opportunities within the scope of TSRS 1 and TSRS 2. You can access the detailed content on our website.



Our 2025 UN Global Compact Progress Report

We have completed our 2025 UNGC progress report, further strengthening our commitments in the field of sustainability.



BIST Sustainability Index Score: 72/100

Thanks to our sustainability efforts, Kontrolmatik maintained its place in the BIST Sustainability Index. Our index score was assessed at 72/100 by REFINITIV.



United Nations
Global Compact



☐ We are committed to the UN Global Compact 2030 Goals.

Kontrolmatik
Technologies



**sustainable
technologies for future**

kontrolmatik.com

#WeAreInControl