

Kontrolmatik
Technologies



Investor Presentation 1Q25

12 May 2025



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Record Performance



Kontrolmatik continues to invest and expand into new markets, demonstrating resilience amid Türkiye's persistently high inflation and interest rates, ongoing geopolitical risks, and despite a global trend of easing inflationary pressures.

In 1Q25;

- ✓ Thanks to the momentum gained from ongoing projects, revenues increased by 47% to reach USD 54 million.
- ✓ The company's net profit for the period was recorded at USD 8 million, with a net profit margin of 15%.
- ✓ EBITDA was recorded at USD 7 million, with a 12% margin, slightly below last year's 15% performance.
- ✓ In line with its sustainable growth targets, a total investment of USD 425 million has been made over the past 3 years, including USD 37 million in Q1 2025.*

EBITDA Calculation Method: Calculated by adding depreciation to operating income.

Revenue 1Q25
54m USD
47% Y/Y Growth

Investment from 2021
through Q1 2025*
~425 m USD

Net Profit 1Q25
8m USD
%15 of Revenue

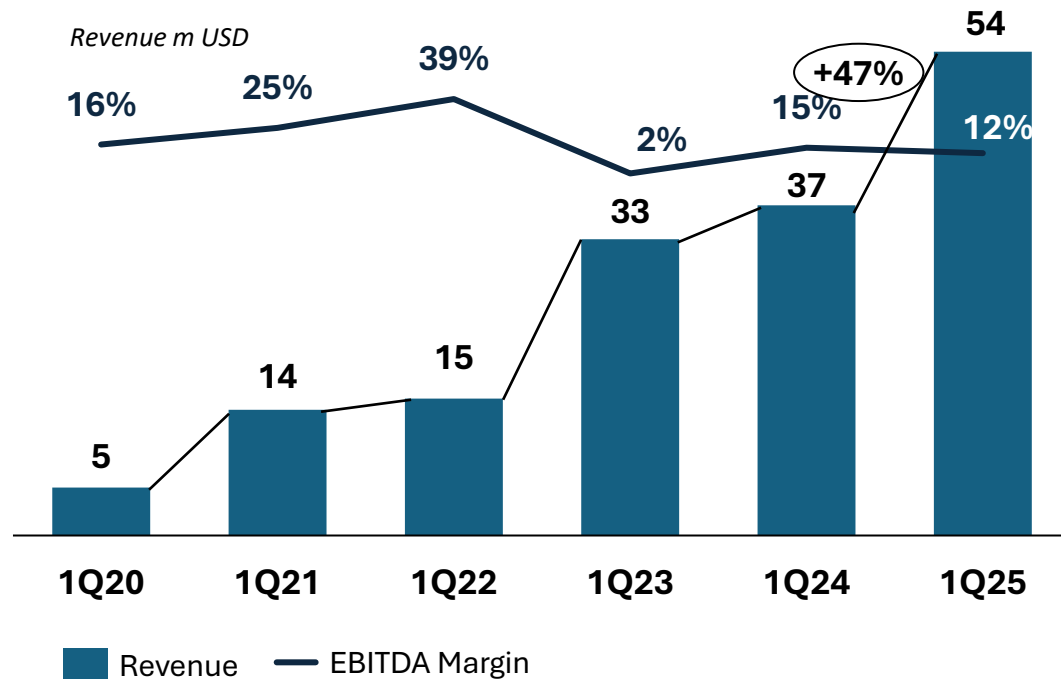
EBITDA 1Q25
7m USD
%12 of Revenue

**Combined investment of Kontrolmatik Group (incl. non-consolidated Plan-S)*

Achieved Significant Growth Year-on-Year

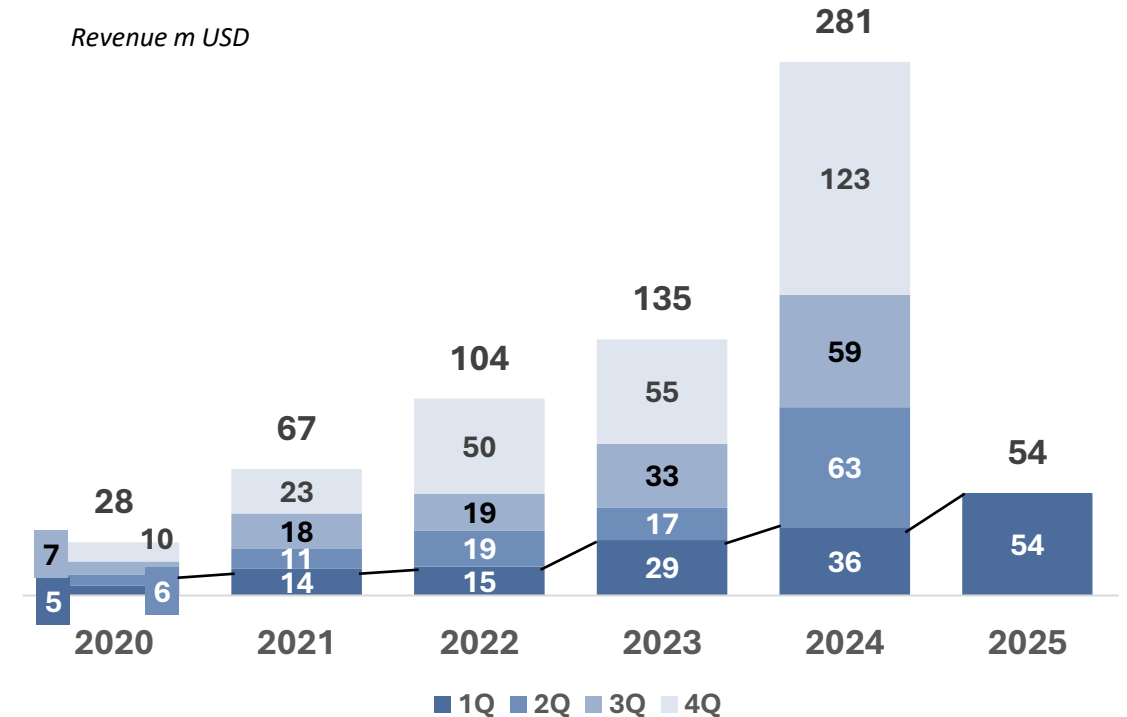


This is the highest revenue achieved in the first quarter to date...



- ✓ Revenue grew by 47% year-on-year compared to Q1 2024.
- ✓ EBITDA reached a level slightly below last year, at 12.2%.

Quarterly performance indicates strong revenue growth potential in 2025.



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



- As we concluded a quarter in which we prioritized sales performance, our new contract volume reached USD 86 million.
- We hosted a Banking and Finance Day with 60 participants, where industry stakeholders were introduced to relevant regulations and informed about access to financing resources.
- The production process for container-type Energy Storage Systems (ESS) has been launched and is ongoing. In addition, a domestic goods certification application has been submitted for the Battery Management System (BMS), further strengthening our local manufacturing capabilities.
- For our PBK (Pomega Battery Caravan) product, compliance processes with IEC and UN standards for domestic and European markets have been completed, and the relevant certifications have been obtained. The UL certification process for the U.S. market is currently ongoing.
- An order for an energy storage system has been received from Türk Telekom to meet the energy needs of mobile base stations.
- A capacity increase for battery cell production will be implemented and Pomega's Türkiye-produced products will be offered to the U.S. market.
- The target revenue of USD 105 million by the end of the year is expected to be achieved through current and future contracts.

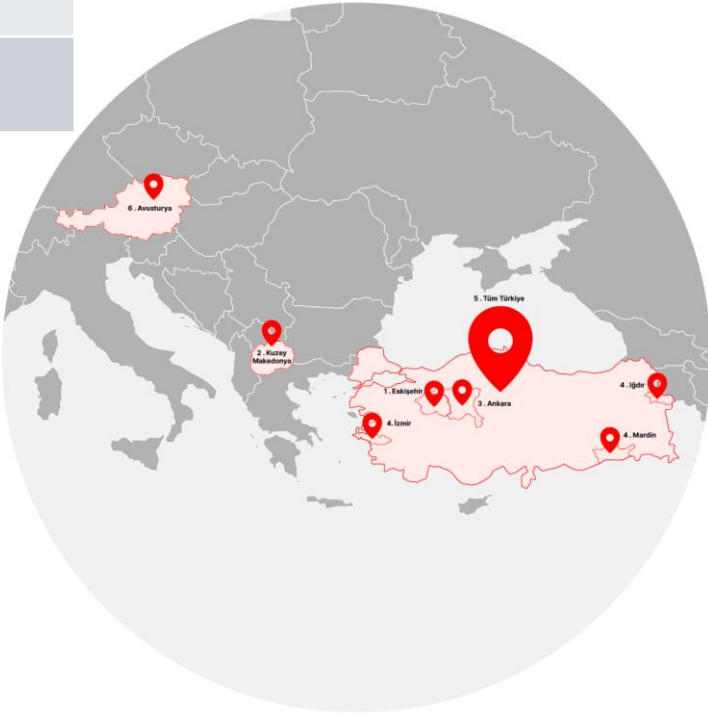
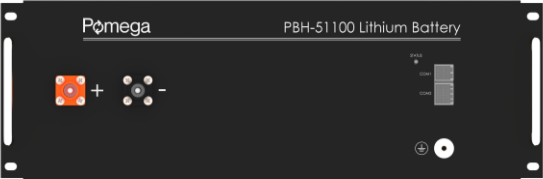
- The increase in demand, particularly for our container-type industrial energy storage products, has been distinctly noticeable. In this regard, business development activities in relevant markets have been intensified, and our recently signed contracts are a positive reflection of this strategy.
- The transformation process in the energy sector is creating significant business opportunities for storage solutions based on domestic production. Pomega's engineering capabilities, patented technologies, and the advantages it offers over Asian-origin products are enhancing our competitiveness in the global market and supporting our sustainable growth.



Pomega: Key Contracts Secured

Customer	Project Capacity	Contract Value	Main Resource Type	Scope	Location
Confidential	29 MW/32 MWh	7.3m USD	GES	BESS	Eskişehir
Fortis Energy	62 MW/104 MWh	19.7m USD	GES	BESS	Northern Macedonia
Astor Energy	—	1.4m USD	GES	BESS	Ankara
Egesa Elektrik	300 MW/303,5 MWh	54.6m USD	GES	BESS	İzmir, Mardin, Iğdır and other locations
Türk Telekom	4.724 units telecom batteries (PBT 48.150)	2.9m USD		PACK	Türkiye

Total Contract Value: 85.8m USD



Emek Elektrik:

A Strong Start to 2025 with Engineering Expertise

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2025 First Quarter Developments:

- In the first quarter of the year, we completed key technical processes demonstrating that our high-voltage disconnectors comply with international standards. Our 420 kV products successfully passed type tests, and the initial production of various models — including pantograph, vertical break, knee-type, and grounding disconnectors — has been completed.
- In the same period, within the scope of the agreement signed with EMCO, preparations for the production of products for the Pakistani market under the EMCO-EMEK brand — licensed under the EMEK name — have been completed.
- Additionally, our newly designed 154 kV transformers, developed in line with TEİAŞ's updated specifications, successfully passed the internal arc test in the first quarter of 2025.
- Homologation processes in the U.S. and Europe are also progressing, while supply chain improvements have been initiated to enhance delivery performance.
- A year-end revenue target of USD 29 million is planned.

Customer	Project Scope	Contract Value
TEİAŞ	170 kV Procurement of Pantograph Disconnector and Spare Parts	962k Euro
TEİAŞ	Procurement of 1,020 Units of 170 kV and 420 kV Instrument Transformers	188m TL

Plans and Targets for 2025:

- In 2025, we will focus on increasing EMEK's impact in global markets. Our goal is to expand order volume by growing our customer base, particularly in the U.S. and Europe.
- By enhancing our product variety, we aim to respond to market needs with high-quality offerings that offer greater configuration flexibility.
- Throughout this process, we will strengthen our brand perception while concentrating on global product qualification and acceptance. Through strategic partnerships and sustainable production, we will continue to boost EMEK's international visibility.



KONTR stake: %19

McFly Robotics Technologies: Steps into New Markets and Strategic Depth in R&D



2025 First Quarter Developments:

- With the aim of increasing high value-added technology exports to international markets, protocol agreements have been signed primarily with leading industrial groups in the Middle East.
- Discussions are ongoing for potential projects in nearby regions, and collaboration opportunities have been actively explored by participating in key industry events in the Middle East.
- In the same period, our TÜBİTAK-supported green transformation R&D project was launched, alongside the development of next-generation actuator systems for mobile robot technologies. The CE certification process is ongoing, and two new patent applications have been successfully submitted.
- We aim to achieve the targeted year-end revenue of USD 22 million.

Plans and Targets for 2025:

- By the end of 2025, with our new production facility, we aim to reach an annual capacity of 1,500 COBOTs. This capacity will be introduced to global markets through partnerships in Europe, the Middle East, and Central Asia.
- We offer flexible robotic solutions across key industries such as automotive, electronics, food, healthcare, and logistics. With our local engineering expertise and automation software, we enhance efficiency.
- At McFly Robotics Technologies, we are committed to driving transformation with AI-powered robotic solutions.



KONTR stake: %75

PlanS Satellite and Space Technologies: Strengthening in Orbit, Tangible Successes from Connecta IoT

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2025 First Quarter Developments:

- In the first quarter of 2025, Connecta IoT successfully provided low-power, wide-area, and cost-effective IoT connectivity services across various sectors. These services made global connectivity networks more efficient and reliable.
- A significant achievement for Plan-S was the successful launch of four new satellites on January 14, 2025, via SpaceX's Transporter-12 mission. This strengthened Plan-S's position in satellite technologies and accelerated network expansion efforts. The integration of the four new satellites is ongoing at the Hacettepe Technopolis facility.
- As of the first quarter of 2025, 19 field POC studies across 9 different locations have been successfully completed. These achievements further strengthen Plan-S's leadership in the industry.
- Additionally, Plan-S has been once again recognized as one of "Turkey's Best Workplaces" by Great Place To Work® Turkey.

Customer	Project Scope
ADM Electricity Distribution Company	Production of 2,000 "Smart Meter Modems" through the satellite-based meter reading modem tender.

2025 Year Plan and Goals:

- 2025 will be a year of growth opportunities for Plan-S. LoRaWAN and 3GPP-compliant communication systems will create an efficient IoT ecosystem by providing wide coverage at low cost, enabling connectivity for millions of devices.
- With global coverage, Connecta IoT will continue to offer reliable solutions, delivering a 10-year battery life and long-term operational advantages.
- With these steps, Plan-S will strengthen its leadership in the satellite and space sectors, continuing to grow with innovative solutions.
- By the end of the year, the number of active satellites will reach 22.



KONTR stake: %25

plan.space

Progresiva: It holds a 250 MW wind and 1,000 MWh energy storage license.



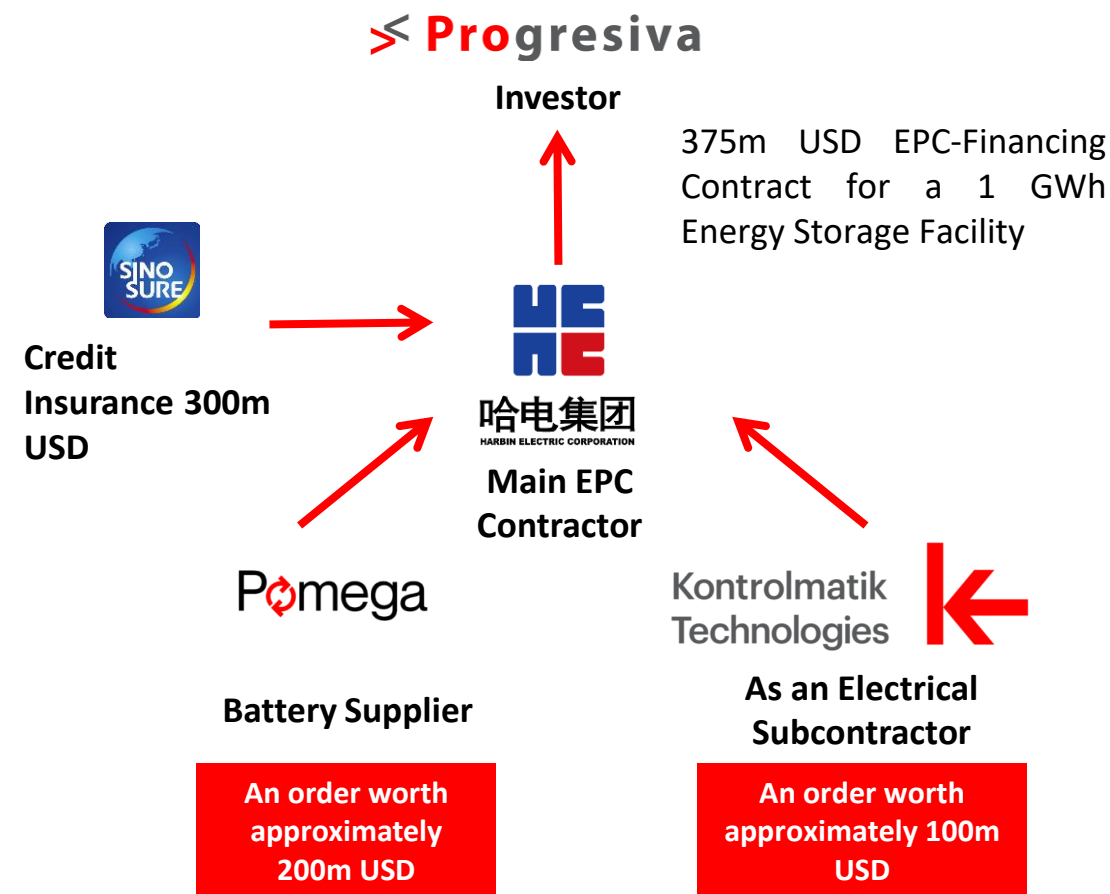
KONTR stake: %95

Our achievements in 2024:

- Harbin Electric has signed the EPC+F contract (February 2024).
- Bird observation studies have been completed (June 2024).
- Technical interaction approval has been obtained from the Ministry of Energy (August 2024).
- The Environmental Impact Assessment (EIA) report for the Wind Power Plant and Energy Storage Facility projects has been reviewed by the Ministry of Environment, Urbanization, and Climate Change's Evaluation and Assessment Commission. 'Positive EIA' decision has been made (December 2024).

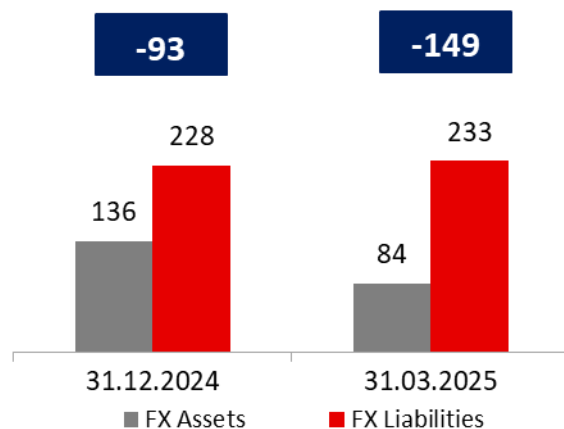
Plans for 2025:

- Phase II Contract Signing, License Application, and Completion of the Pre-licensing procedures.





Foreign Exchange Position as of 31.03.2025 (m USD)



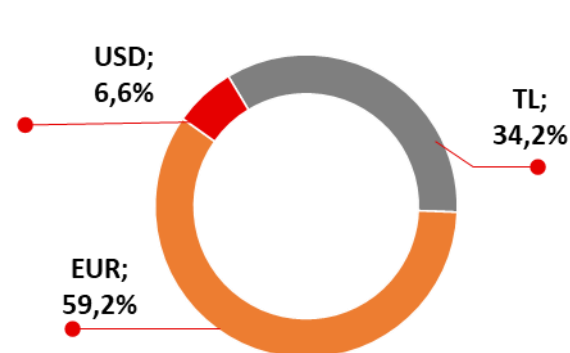
As of March 31, 2025:

USD 149 million short foreign exchange position

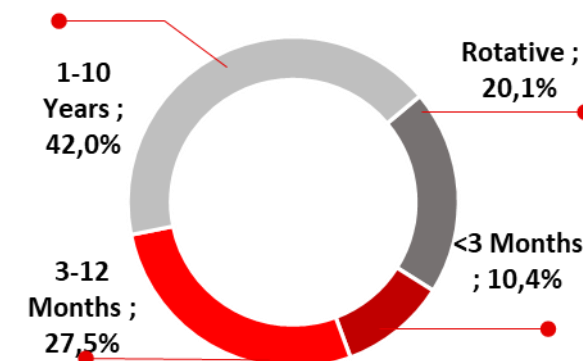
34.2% of the loans are in TRY

Natural hedge due to the high share of foreign currency in revenues

Financial Debt by Currency

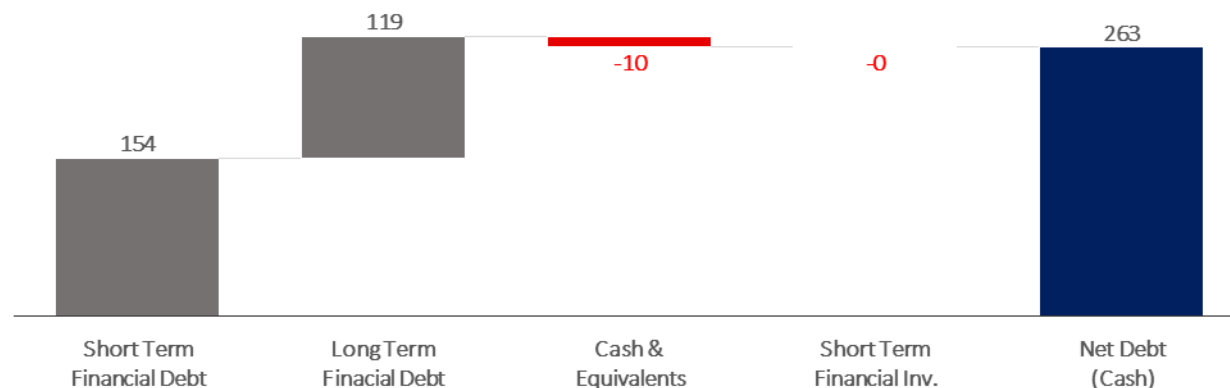


Financial Debt by Maturity

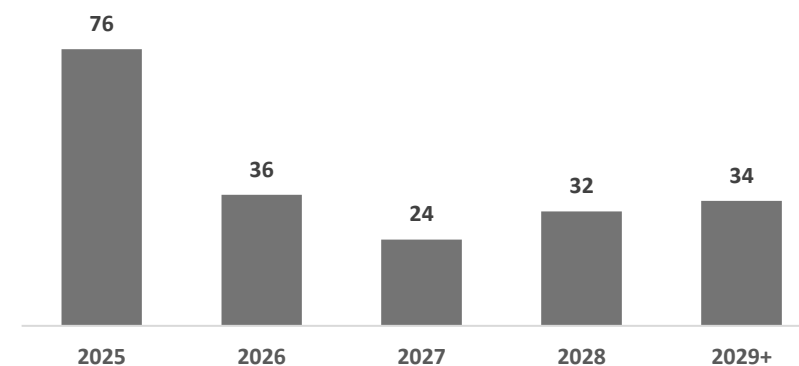


Debt Profile as of 31.03.2025 (m USD)

263m USD Net Debt (Excluding Debt to Shareholders)



Financial Debt Repayment Schedule, m USD




Our Plan to Strengthen Equity to Support Our Growing Business



1


Optimization of financial debts



Our company is evaluating international financing alternatives to convert high-cost short-term TL debt into medium- to long-term, foreign currency-based borrowing instruments, with the goal of strengthening its capital structure and increasing financial flexibility. This process will improve the interest margin, reduce the cost of capital, enhance the balance sheet's resilience, and optimize liquidity management.

2

Deepening the equity base



Our company aims to expand its equity base and optimize the debt/equity balance by utilizing capital-increasing mechanisms such as strategic partnerships, new investor entries into its subsidiaries, and affiliates.

Our Sustainable Footprint



Our Transparent Reporting Process in Line with TSRS has Begun.

We have started our sustainability reporting under the TSRS framework for a sustainable future. We are carefully shaping our processes to better understand and transparently share our impacts in environmental, social, and corporate governance areas.

The Corporate Carbon Footprint has been calculated

We have calculated our first carbon footprint, demonstrating that we regularly track our emission data and share it transparently.

BIST Sustainability Index Score: 72/100

Thanks to our sustainability efforts, Kontrolmatik continues to be listed on the BIST Sustainability Index. With REFINTIV's evaluation, our index score was determined to be 72/100.



United Nations
Global Compact



We are committed to the UN Global Compact 2030 Goals.

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**sustainable
technologies for future**

kontrolmatik.com

#WeAreInControl