

Kontrolmatik
Technologies



Sustainable,
Carbon-free
and Green
Technologies

2Q22
Investor
Presentation

September 13, 2022



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Executive Summary

Revenue Performance

With the elimination of the pandemic restrictions to a large extent and the implementation of new projects in the second quarter of 2022, sales increased by 232% year-on-year and continued to have a positive impact on financials in 2Q22 compared to the same period of the previous year.

Investment Strategy

In order to guarantee a sustainable green future, by using the young and qualified workforce in Turkey; we invest and generate added value by financing future technologies such as IoT, automation, Li-Ion battery, energy storage and robot technologies with equity, long-term financing or partnership options.

Financials & Share Performance

In 2Q22, net sales and EBITDA continued to grow, while gross margin, EBITDA margin and net profit margin increased. While the positive EVA and 40,6% ROIC show the efficiency of the investments made, the 'KONTR' stock yielded a return well above the market with an increase of 131% from the beginning of the year to June 30, 2022.

Expectations

The total value of the projects currently in progress or at the contract stage has reached TL 2,8 billion, and 86% of these works generate foreign currency-based income. In addition, as of 2022/06, the balance sheet has a net foreign currency position of +285 million TL. This situation affects the financials positively in the periods when the exchange rate increases. We continue to maintain our projections for sales to reach ~1,8 billion TL with 200% growth in 2022 and for the total EBITDA figure to reach 400 mn TL in which we expect the EBITDA margin to be realized within the %20-25 band range.

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**2008**

Establishment

400+

Employees

60%+

Engineers

8+

Branch Offices

300+

Completed Projects

30+

Countries

28thThe World's Largest System
Integrator**5,7 Billion TL**

Market Capitalization

**As of 30.06.2022*

Briefly Kontrolmatik...

Established as an engineering and automation company in 2008 in İstanbul, Kontrolmatik is a technology firm that creates vertical and horizontal integration by generating cash flow from Engineering-Procurement-Construction (EPC) operations.

The main field of the Company is defined as the development and integration of software, hardware and systems for all types of engineering solutions in the energy, mining, industrial process and transportation sectors.

The company successfully completed more than 300 projects in 32 countries in Europe, Middle East, and Africa. It has offices in 8 countries. 60% of employees consist of engineers.

Through its vertically and horizontally integrated subsidiaries, the company invests in innovative technologies such as the internet of things (IoT), lithium-ion-based battery cells, collaborative robot, renewable power plant solutions, and satellite to secure a sustainable, green and carbon-free future.

Kontrolmatik Sustainability approach depends on the 4 P's; Productivity, Planet, People and Partnership. The Company builds its future plans on this base.

With the contribution of R&D department established in 2016, the knowledge and experience, gained through control systems and energy sector, has evolved into the IOT segment, lithium-ion based battery cell and energy storage segment through respectively Controlix, Pomega and Progressiva.

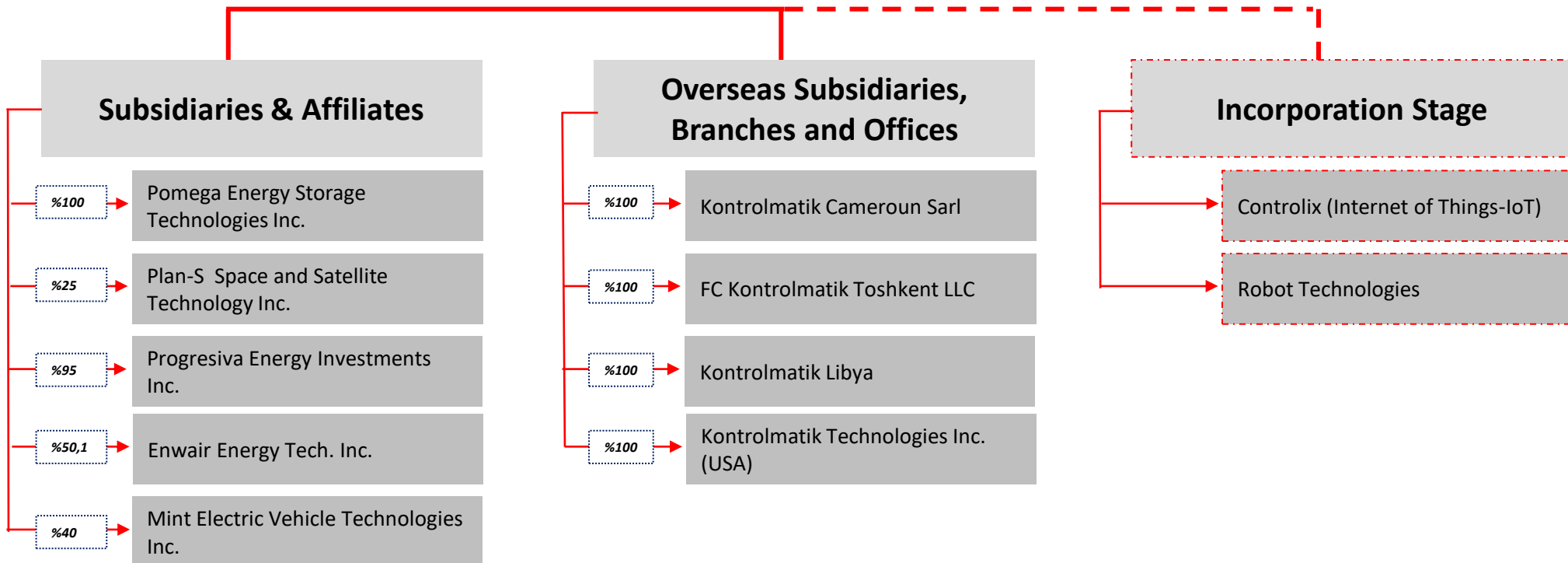
Kontrolmatik has solution partnership agreements with GE, ABB, Fortinet, OSIsoft, Cisco, Commvault, IXSEP, Espindesa and more.

The backlog size is ~2,8 billion TL. More than 86% of the projects are in USD & Euro terms.



Subsidiaries & Affiliates

Kontrolmatik
Technologies

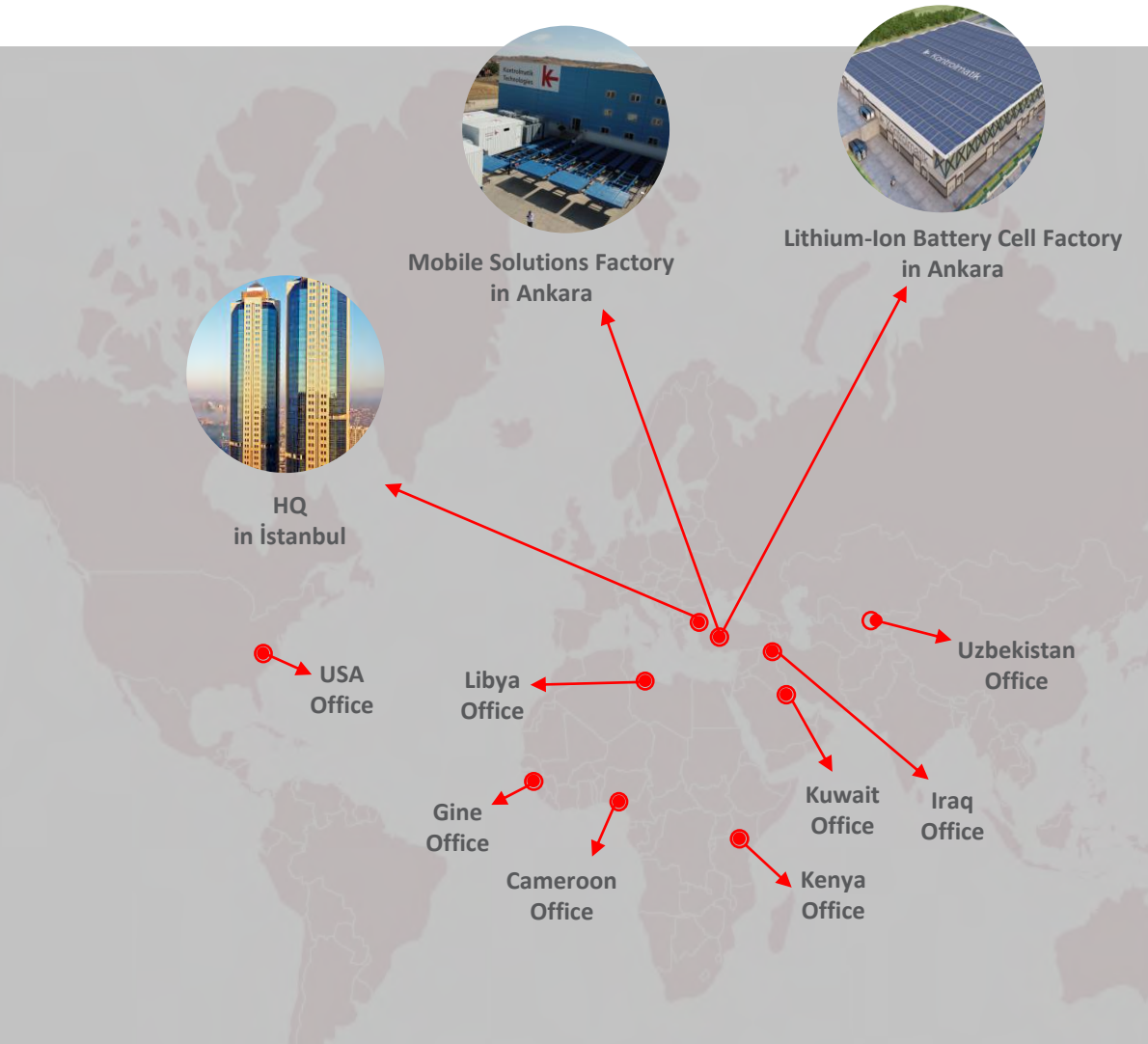


Kontrolmatik Ownership Ratio



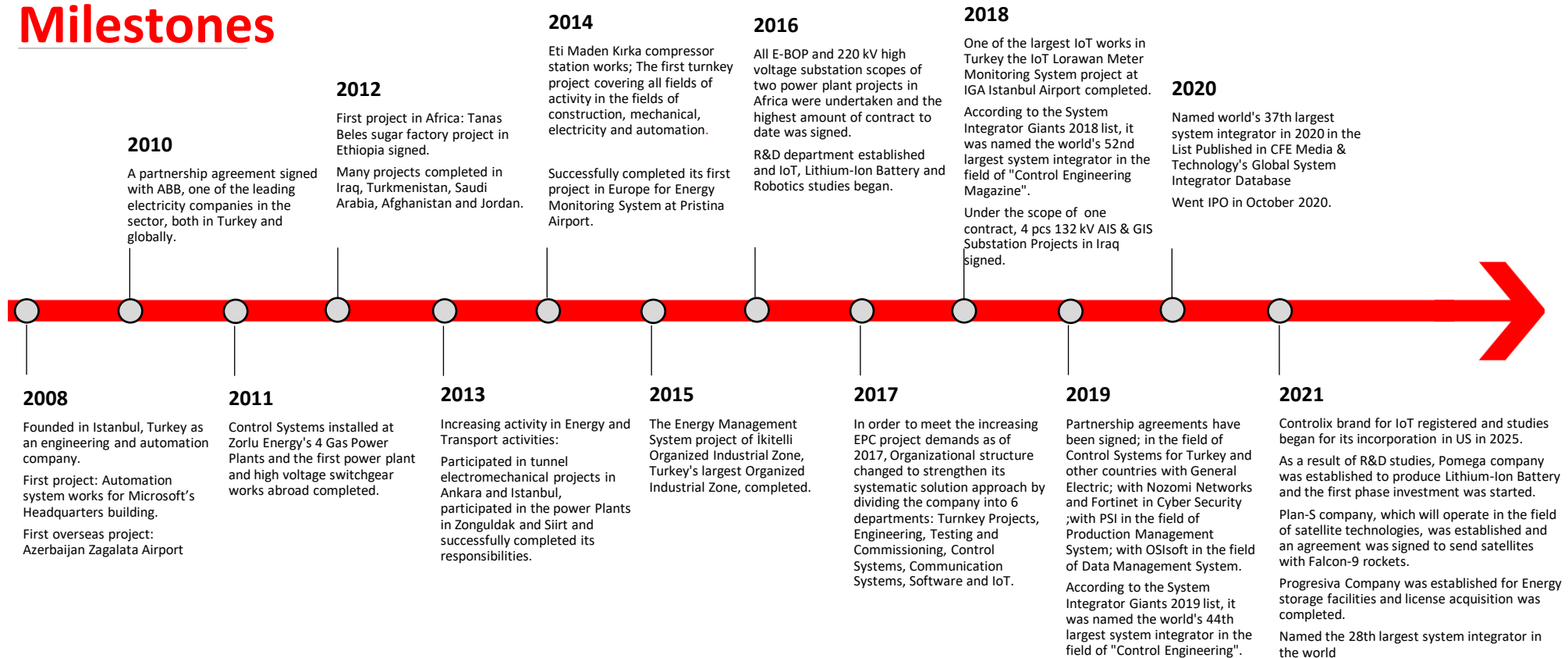
Highlights

- Kontrolmatik started its operations as an engineering and automation company.
- Kontrolmatik went public in 2020 and currently trades on the Istanbul Stock Exchange.
- Since its establishment in 2008, it has been offering tailor-made and turnkey solutions by its innovative and sustainable approaches. The purpose of the Company is to create a self-sufficient future.
- Kontrolmatik was selected as the 28th Largest System Integrator in the World according to list published in Control Engineering Magazine in 2021 and has become one of the youngest companies in the most prestigious list of the industry.
- Kontrolmatik has two production facilities in Turkey, one of which is in the investment process, and has eight branches around the world.
- Kontrolmatik has a mobile test truck for high voltage tests of Gas Insulated Switchyards (GIS SS) and underground power cable projects.
- Ability to produce turnkey and/or tailor-made solutions in areas such as engineering, procurement, installation, construction, testing, commissioning, operation and maintenance.
- As one of the world's largest system integrators, Kontrolmatik has the ability to work independently of brands.





Milestones



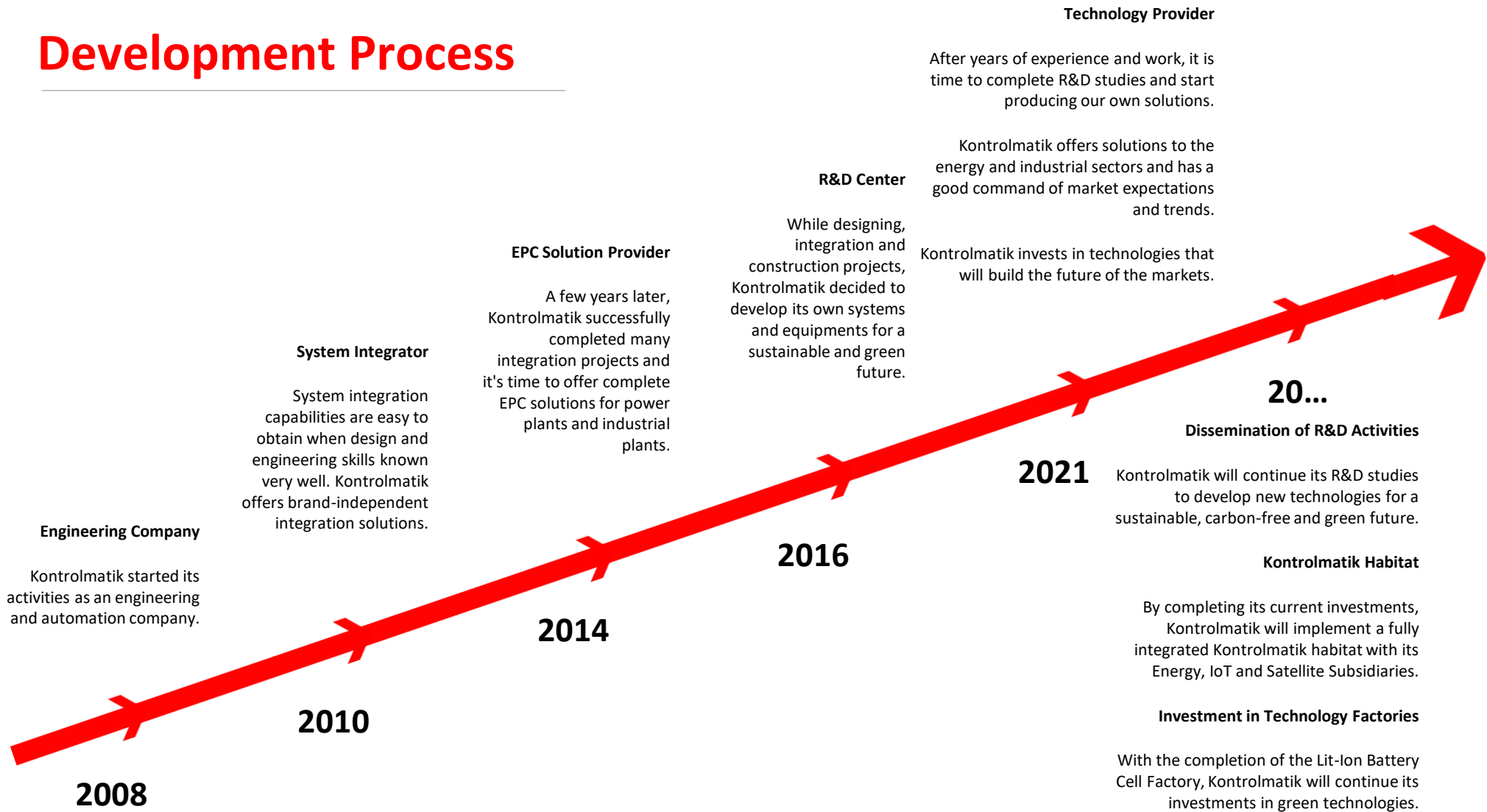


As of 2022;

- Pomega «**Lithium-Ion battery**», Plan-S «**satellite technologies**», Progresiva «**electricity supply security**» investments started with know-how and experience gained in energy sector.
- Within the scope of the 1st Phase of Pomega's Lithium Ion Cell Battery Production and Energy storage facility investment; It has been accepted as a priority investment by the Ministry of Industry and Technology and an Investment Incentive Certificate has been issued in order to benefit from the support of the 5th region. The 1st phase investment amount subject to the Investment Incentive Certificate is 917.145.692 TL.
- An important stage has been reached in the R&D studies for the development of "**Collaborative Robots (CoBot)**" and the first prototype has been produced. Necessary studies for mass production has begun.
- On January 25, the foundation of the Lithium Iron Phosphate Battery Factory was laid.
- Progresiva; A Supply License was granted by the Energy Market Regulatory Authority (EMRA) which allows to trade electrical energy and/or capacity for 20 years.
- 5% share of Progresiva was sold at a price of 700.000 USD.
- The Connecta T1.1 test satellite, which is planned to be sent in the third quarter of 2022, was successfully launched from the Kennedy Space Station in Cape Canaveral, Florida on May 25, 2022, together with the "SpaceX Falcon 9 Transporter 5 Mission" rocket and communication was established.
- An agreement has been reached for the sale of 10% of Pomega's shares with an implying firm value of \$210 million.
- On 06/28/2022, our 100% subsidiary Kontrolmatik Technologies Inc. and Powin LLC, one of the leading energy storage system integrators of the USA, signed an OFFTAKE AGREEMENT agreement for the purchase of lithium-ion batteries. Pursuant to the signed agreement, Powin LLC will purchase 280 Ah 3.2 V battery cells with a total size of 7.5 GWh within 5 years starting from the second half of 2024 until the end of 2028, which will be produced with USA-made lithium iron phosphate (LFP) technology from Kontrolmatik Technologies Inc.
- In 2022, to fulfil the physical space needs due to growing structure, it is planned to move to the new building by the end of the year.



Development Process





Strong Management

Board of Directors



Sami Aslanhan
Chairman



Ömer Ünsalan
Deputy Chairman



Murat Tanrıöver
Board Member



Prof. Dr. B. Koray Tunçalp
Independent Board Member



Bikem Kanık
Independent Board Member



Osman Şahin Köşker
General Manager



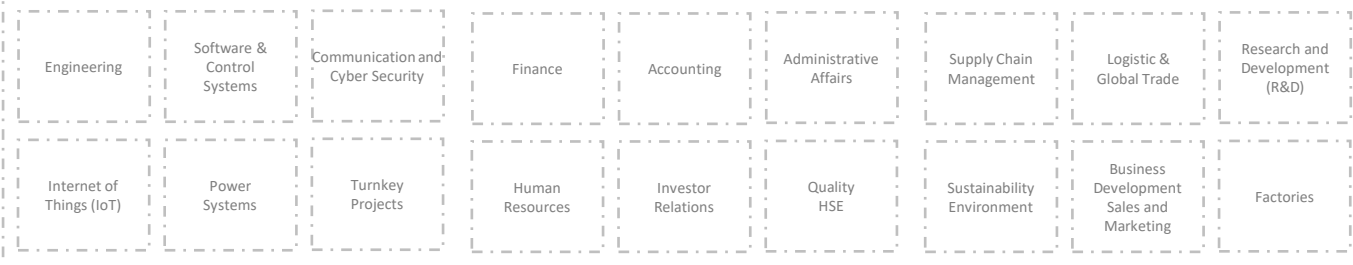
Necmettin Şahin
Deputy G.M.- Operations



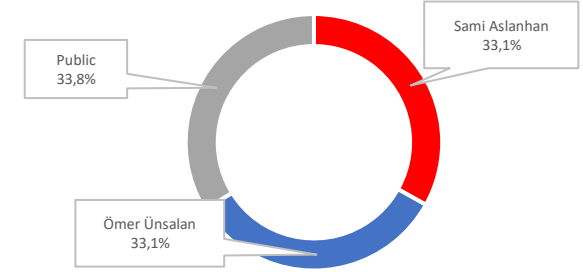
Handan Büyükkardeş
Deputy G.M.- Administrative Affairs



Mehmet Ekrem Mihçı
Deputy G.M.- Production Facilities



Shareholding



Organization

200+

Design & Engineering

50+

Production Facilities

50+

Research & Development

35+

Project Management

20+

Administrative Affairs

15+

Accounting & Finance

15+

Business Development

400+

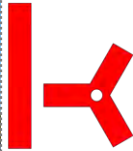
people

Kontrolmatik launched own
R&D Center in 2016 and
**has been developing green
technologies for the future**





Main Sectors



Power Generation, Transmission, Distribution and Storage

With its energy generation, transmission, distribution and storage solutions under a single contract, Kontrolmatik contributes to a more sustainable world while providing efficiency and profit to its customers.

Electric energy, which is one of the biggest needs today, has become a value that should be carefully monitored from production to consumption due to both the gradual depletion of fossil fuels and the problem of global warming. Contributing to the energy supply of countries with its experience in wind, solar, hydroelectric, biomass, biogas, geothermal power plants and simple cycle and combined cycle power plants, Kontrolmatik establishes high efficiency power plants with the latest technology and systems.



Transportation

With its experience in the field of transportation systems, Kontrolmatik establishes turnkey projects and provides services to customers in the fields of consultancy, system design, project design, manufacturing, software, field tests, commissioning, training and maintenance.

Ensuring the continuity of energy in the power grid that is 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 the transportation system.

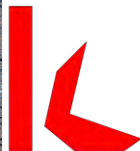
Kontrolmatik, with its experienced and expert staff, determines the needs of the system, establishes the appropriate infrastructure, and ensures the continuity of the business with the services it offers.



Process Industry

Kontrolmatik, which offers end-to-end digital solutions for both conventional systems and digital processes, increases its references in chemical and pharmaceutical, iron & steel, cement, paper, textile, food & beverage facilities day by day. Kontrolmatik produces software, control system, electrification and instrumentation solutions with high added value for industrial facilities and heavy industry establishments under a compact and single roof.

Kontrolmatik also offers its customers solutions for production facilities that are more sustainable and have a low carbon footprint. The company designs and commissions power plants that produce their own energy for companies that want to combat rising energy costs in global markets and have more competitive prices.



Mining

Kontrolmatik, by ensuring the selection of the right technology and products and their correct sizing and compliance with environmental conditions, provides turnkey solutions in the areas of Electrification, Automation Systems, E-House, LV / MV / HV Panels, HVAC, Drive Motors, Smart Mining & Fleet Management, IoT Solutions and Installation and Field Services.

Thanks to its partners and educated teams, Kontrolmatik offers its customers sustainable, carbon footprint reducer and efficient solutions for mining and other sectors.



Mobile Energy Solutions Factory and Test Truck

One of Kontrolmatik's factories, which is in Ankara, Turkey, produces mobile energy solutions and designed to serve sectors with a «zero-waste approach». Therefore their products and solutions are sustainable, green and carbon footprint reducer.



Mobile Energy Solutions Factory

The Mobile Solutions Factory in Ankara, Kahramankazan, built on a land of approximately 8,000 m2 and with a closed area of 4,000 m2, 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-house, energy storage systems, mobile hybrid power generation units etc. Developing special solutions for projects with its experienced teams, the factory offers turnkey mobile solutions for its customers mostly abroad, from container manufacturing to all electrical and control systems equipment, from ventilation to firefighting infrastructures.

Our solutions, which are the result of many years of experience, are designed to provide maximum service in limited spaces in any environment. Systems designed to operate without any problems for years, especially in harsh conditions such as the MEA and Africa, make a difference in solving instant energy needs.



Mobile High Voltage Test Truck

Kontrolmatik carries out all test and commissioning works of the products and systems in its customers' projects, from the factory acceptance stage to the commissioning at the sites, with its expert engineer staff and test equipment in accordance with international standards.

In addition to test equipment, testing and commissioning services are provided in GIS substation and underground power cable projects up to 500 kV voltage level, with a small number of mobile test vehicles in Turkey.

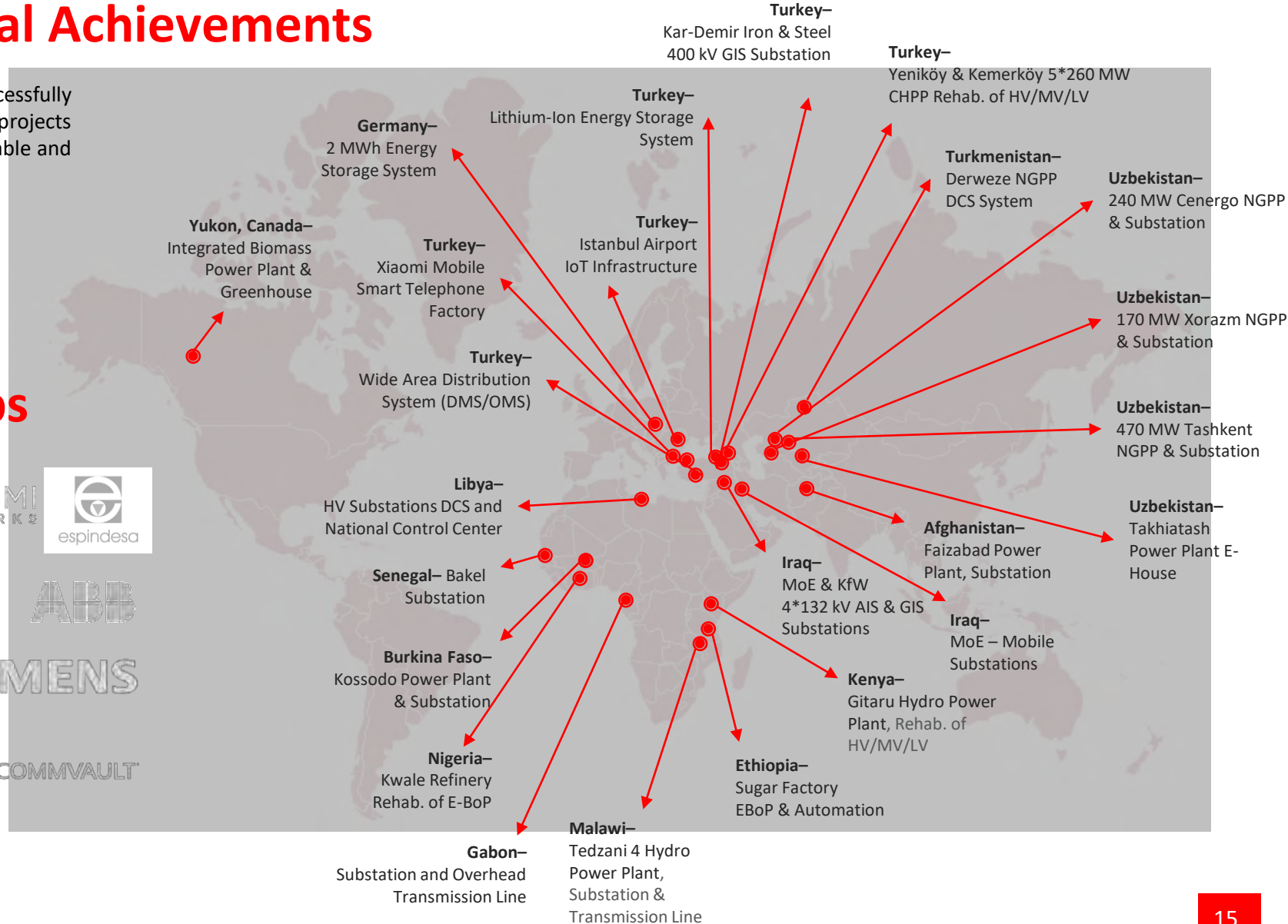
Having certified its employees in GIS and cable products belonging to many international manufacturers, Kontrolmatik provides testing and commissioning services to its customers in three continents as well as Turkey.



Some Global Achievements

Kontrolmatik has successfully completed more than 300 projects in 32 countries with its reliable and strong partners.

Partnerships





Keys to Our Success

Kontrolmatik has been improving itself since its establishment in 2008. Maximizing profit margin, minimizing money collection risk, satisfying over 300 customers, strong management and organization, cash generation from the main activities, investing in innovative technologies, preparing the world for a sustainable, carbon-free and green future.

Considering the past of the company, it is seen that Kontrolmatik is preparing itself for the future of the world with its penetrations and innovations. Every step of the company paved the way from an engineering company to a technology provider.

Cash Generation

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

Important References

With the completion of many domestic and international projects, a large number of references has occurred. Today, Kontrolmatik is able to meet requirements for international tenders with its strong financial and technical background.

Reliable Partnerships

Long-term solution partnerships established with global companies who are leaders in their fields: GE, Siemens, ABB, Nazomi, Cisco, OSIsoft, Fortinet on a global scale.

Strong Organization

Qualified and expert personnel in their field– 60% engineer staff, 85% undergraduates, independent and Professional board members, experienced top management

Ability To Work Independent of Brands

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

Innovative R&D

The strong staff and knowledge due to being an R&D center.

Researching in sustainable, innovative and green Technologies since 2016.

Solution Provider

Ability to use self-developed and proven software solutions in projects and products

Global Key Player

Being able to adapt quickly to customer needs in projects thanks to its flexible structure.
Ability to take on, execute and successfully complete a project in more than 30 challenging geographies.

Global management power due to completing 2/3rds of its projects in abroad.

Minimizing Risks

Minimizing collection risk by taking profitable projects in risky countries that are payment guaranteed by L/C and financial guarantees from World Bank, EBRD etc.

Specialization in "Operational Technology Solutions" with high-profit margin in EPC projects

Secure Business

Long FX position due to over 90% foreign currency income, ~40% TL based costs & TL-denominated debt profile



Who controls technology,
controls the future



Kontrolmatik
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Group Structure

We know industrial processes, power plants and transportation infrastructure very well, and we develop projects that will speed up the operation and increase efficiency, decrease carbon footprint. In this direction, we are developing our own technologies for a sustainable future with our subsidiaries.



Kontrolmatik

Kontrolmatik Technologies is a System Integrator and Technology Provider. It provides end-to-end digital solutions for Energy, Industrial Process, Mining and Transportation sectors.

Kontrolmatik is ranked 28th in the World's Largest System Integrators list published by Control Engineering in 2021, becoming one of the youngest companies in the most prestigious list in the industry. It aims to be one of the first ten companies worldwide by increasing this success in the following years.



Pomega

Pomega Energy Storage Technologies, a 100% subsidiary of Kontrolmatik, is the manufacturer of Lithium-Ion Battery Cell, Packs and Containerized Solutions. Its proven technology is the prismatic Lithium Iron Phosphate. The factory is located in Ankara, Turkey.

After the studies to increase the capacity of the investment, which started in 2021, The first investment phase, the foundation of which was laid on 25.01.2022, is expected to reach a capacity of 504 MWh, start test production in the first quarter of 2023 and then start mass production in the second quarter. It is planned to reach a capacity of 2.250 MWh in the next 3 years.



Progresiva

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 in Turkey and abroad.

Obtained a Supply License from the Energy Market Regulatory Authority (EMRA) to trade electrical energy and/or capacity for 20 years. 5% share of Progresiva was sold at a price of 700.000 USD.



Controlix

Controlix, a brand of Kontrolmatik, is an Internet of Things (IoT) company with both cloud software and hardware with more than 25 sensors. It is an interactive platform developed by the Kontrolmatik Engineering team that can collect millions of data, perform real-time analysis, and take unattended action.



Plan-S

Plan-S Space and Satellite, a 25% subsidiary of Kontrolmatik, is Turkey'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 provider.



System Integrator
EPC Solution Provider
Mobile Solutions Producer
R&D Center



Battery Cell &
Energy Storage Systems
Producer



Electricity Trader &
Energy Storage Facility
Investor



IoT
System Integrator
Sensor & Device Producer
Software & System Provider



Satellite Producer
IoT Communication Service
Provider



POMEGA Energy Storage Technologies

The factory is built on the basis of zero waste. It has rooftop solar power plant, waste heat recovery facility, rain collection and reuse systems. This factory will produce sustainable and green solutions with sustainable and green processes.



Highlights of the Lithium-Ion Battery Cell Factory

- The factory, the foundation of which was laid on January 25, 2022, is established on an area of 97.450 m2 in Ankara.
- «Zero-waste» factory with a sustainable infrastructure
- Green technology; Lithium Iron Phosphate
- Phase 1 with a capacity of 504 MWh is planned to start test production in the first quarter of 2023 and mass production in the second quarter.
- After 1st phase, the total capacity will reach up to 2,25 GWh within 3 years
- With the 1st phase, 250 people will be employed and 600 people will be employed at full capacity.



Pomega Energy Storage Technologies ("Pomega") is a 100% owned subsidiary of Kontrolmatik and is currently in the investment stage of a Lithium Iron Phosphate ("LFP") based battery cell manufacturing facility in Turkey. The final investment is projected to consist of 3 phases with a total capacity of 2,25 GWh when complete.

The first phase of this investment in Ankara Polatlı, which will contribute to reducing foreign dependency, started with the purchase of a factory with an area of 97.450 m2 in Ankara Polatlı Organized Industrial Zone. While the construction works started at the end of 2021, the first phase, the foundation of which was laid on January 25, 2022, will reach a capacity of 504 MWh after the capacity increase works and will start test production in the first quarter of 2023 and mass production in the second quarter. After the completion of the entire investment in the following 3 years, it is planned to reach up to 2.250 MWh capacity. With the commissioning of the first phase, it is planned to provide employment for more than 250 people, while additional employment for 600 people is targeted with the activation of the other phases.

In January-February-March 2022, construction activities could not proceed as planned due to the adverse weather conditions, the said gap will be closed later with self-sacrificing work and the year-end targets will be achieved.

An agreement has been reached for the sale of 10% of Pomega's shares with an implying firm value of \$210 million.

R&D activities were increased by purchasing 50,1% of ENWAIR company, which carries out raw material development and chemical studies.



Future of Energy; Energy Storage

Sustainable Green Products

The fundamental products will be Lithium Iron Phosphate (LFP) Prismatic Cell and Battery Pack. Under the same factory, Pomega will produce other value-added products based on these initial products. This value-added product range will mainly be sold to industrial companies producing solutions in energy storage systems and e-mobility.

Rack Type LFP Energy Storage, Container Type LFP Energy Storage, Electric & Mobile Vehicle Charging Support Systems, Hybrid Renewable Storage Containers and Stationery & Tractionary Energy Storage products will provide B2B turnkey solutions on energy storage to grid operators, electricity market constituents, industrial clients and companies operating e-charge stations.

Flat and SLI Automobile Batteries, External Energy Storage System and Rack Type UPS Batteries are B2C products for the relevant markets.

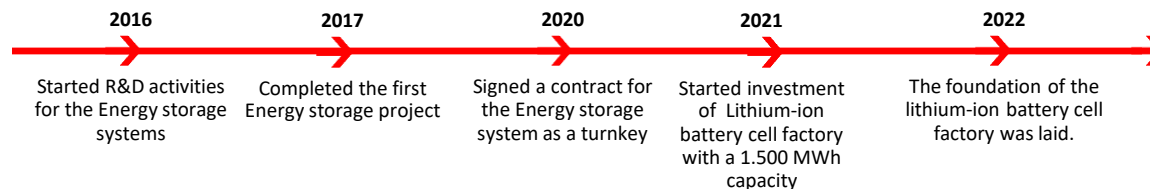
EV Transformation Technologies are intended to provide B2B turnkey solutions to heavy electrical vehicles such as trucks and busses. Lastly, Bidirectional Inverter Solutions are products that can be used for all energy storage systems.

Kontrolmatik has been providing turnkey solutions for power generation, transmission and distribution projects for a decade. The Company has successfully completed many renewable power plants, overhead transmission lines, substations constituting the national grids. Kontrolmatik's power comes from its market knowledge and reference projects. The Company serves the Energy Utilities of Countries for increasing installed capacities and making reliable Energy infrastructure.

Due to the global climate change problem, country governments have set targets for deep and binding carbon emission reduction. In the short term, electricity generation with almost zero emissions is aimed. Studies detailing potential pathways for such low-carbon futures are characterized by the significant changes required in how electricity is generated, distributed and used.

Low-carbon generation portfolios consisting of nuclear, renewable energy sources, carbon capture and storage have particular challenges as electricity generation is targeted to meet demand despite the expectation of increasingly volatile and even negative wholesale electricity prices. Studies that explore in detail the system balancing requirements of such futures are characterized by the need for large-scale distribution of electricity storage.

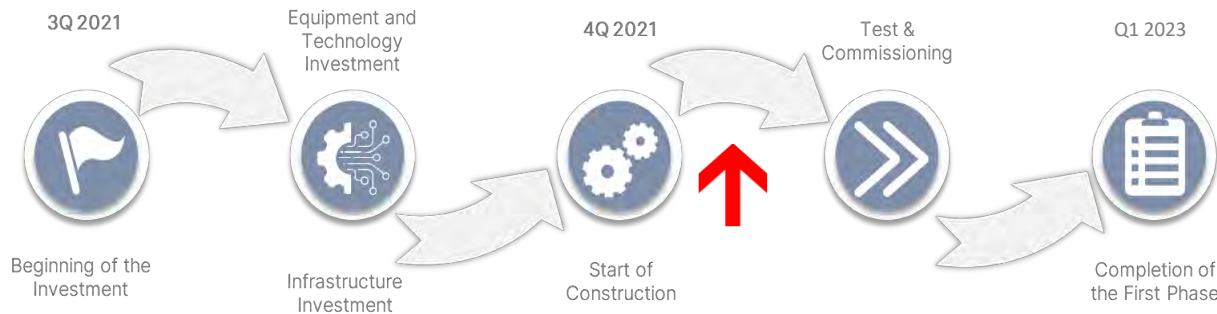
Thanks to Kontrolmatik's market experience, it was easy to penetrate the Energy storage market with its current customers and partnerships. Since its penetration, the Company has been realizing solid works.





The Future's Green Technologies

Total investment in Phase1 including initial working capital and contingency expenses is above USD60m; 45% of this investment consists of machinery and equipment. 30% related to construction works, electrical & mechanical installation and clean room & special facilities, specific to production requirements. The equipment provider is selected and the contract process, which also includes technology transfer, is ongoing.



All the technical, financial, operational and sales data for Phase 1 have been transferred to a 10-year financial model, on a conservative understanding and assumptions. As a result of the financial analysis, it is planned that the capacity of Phase 1, which will reach 504 MWh in the first quarter of 2023 after the capacity increase works, will start test production in the first quarter of 2023 and mass production in the second quarter.

As a result of the financing process, a total of USD 45 million loan with 10-year maturity was obtained for the first phase of the project, which will reach 504 MWh after the capacity increase. The current funding structure has a debt/equity ratio of 75/25 and equity of USD 15 million will be fully supported and injected by Kontrolmatik as the Project Sponsor.



CO₂ Reduction

With this investment, Kontrolmatik will make a significant contribution to the economy both by the expansion and development of renewable energy sources and by improving the reliability, diversity and power quality in distribution systems. Pomega, which will bring renewable energy sources to the forefront in energy production, will also help reduce the environmental damage caused by carbon emissions by integrating with hybrid power plants that are becoming widespread.

Green Reconciliation

Energy storage systems, which have an important factor in the spread and development of renewable energy sources, will play a leading role in the development of the green transformation targeted by Europe's Green Reconciliation action plan. In this direction, Kontrolmatik will offer solutions that will help reduce the damage to the environment in issues such as carbon emissions and global warming, which are first in the Green Reconciliation action plan, with the energy storage systems it has put into operation with its 100% subsidiary, Pomega.



Progresiva Energy Investments

The lithium-ion energy storage facility with 1.000 MW-hours of energy storage capacity, which will contribute to the security of energy supply and the development of alternative energy systems, will be a first in its field in Turkey and one of the few applications in the world.



Highlights of the 250 MW/ 1.000 MWh Energy Storage Facility in Istanbul

- Located in İstanbul, Turkey.
- Planned for Q3 2024 completion.
- The first and biggest on-grid energy storage facility in Turkey.
- Connection power of 250 MW and a total energy storage capacity of 1,000 MW-hours.
- Connection to the national grid via a 400 kV GIS Substation, will be able to reach a storage capacity of 1000 MW-hours with a total of 4 hours of storage. The facility will also be able to instantly supply energy to the grid with a maximum capacity of 250 MW or store it from the system to the battery group.



Progresiva Energy Investments Inc, a 95% subsidiary of Kontrolmatik, for the purpose of wholesale and retail sales activities in Turkey and abroad, as well as the establishment and operation of an electricity storage facility; 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 accordance with the relevant legislation regarding the electricity market.

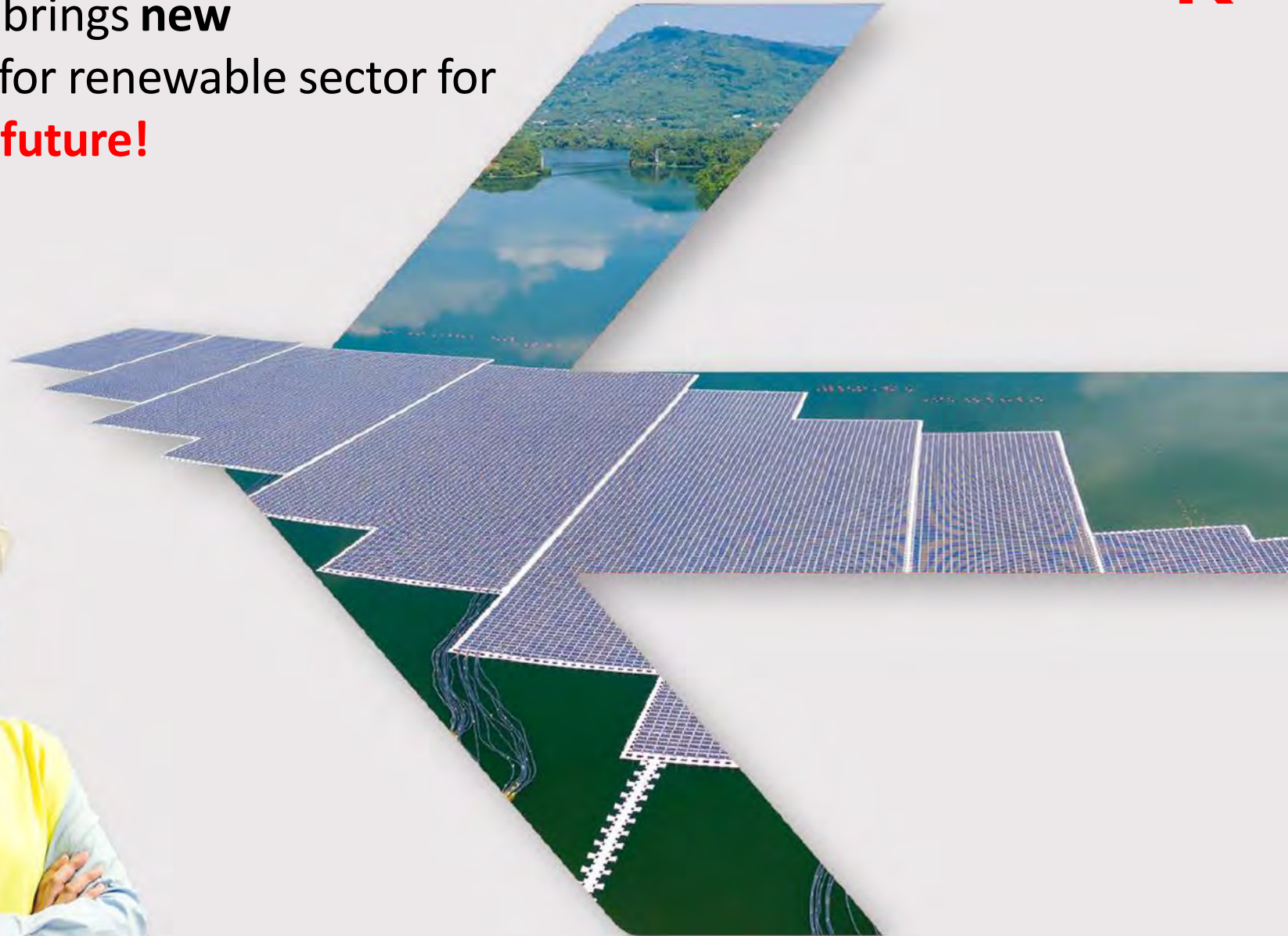
While the contribution of renewable energy plants to total generation continues to increase day by day, the grid-scale energy storage facilities of Kontrolmatik will contribute to the creation of a more stable and sustainable network by storing and distributing this energy. The system, which will combine hardware, software, installation and service in a single integrated system, will also reduce life-cycle costs and provide reliable energy for national infrastructure and new power plant investments.

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

Obtained a Supply License from the Energy Market Regulatory Authority (EMRA) to trade electrical energy and/or capacity for 20 years.



Kontrolmatik brings **new**
Technologies for renewable sector for
a **sustainable future!**





Controlix IoT Solution Provider

Kontrolmatik has been providing solutions for digital industry for years and has completed many successful IoT projects. At IGA Istanbul Airport, the largest facility Management IoT solution is completed.



Highlights of the Future of the World

- More than 25 sensors and 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 both cloud software and hardware with more than 25 sensors. It is an interactive platform developed by the Kontrolmatik Engineering team that can collect millions of data, perform real-time analysis, and take unattended 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 more than one communication protocol are easily adaptable to many projects that will provide flexibility. It also has many reporting modules that can collect and store data in different data sources.

Environmental Monitoring is the most useful application of the IoT. Controlix has advanced and innovative sensors that enable water and air quality monitoring, water and energy leakage & efficiency monitoring, gas and odor detection, monitoring and control of air quality, dust and particles, humidity and flame in the environment.





Future of Automation; IoT

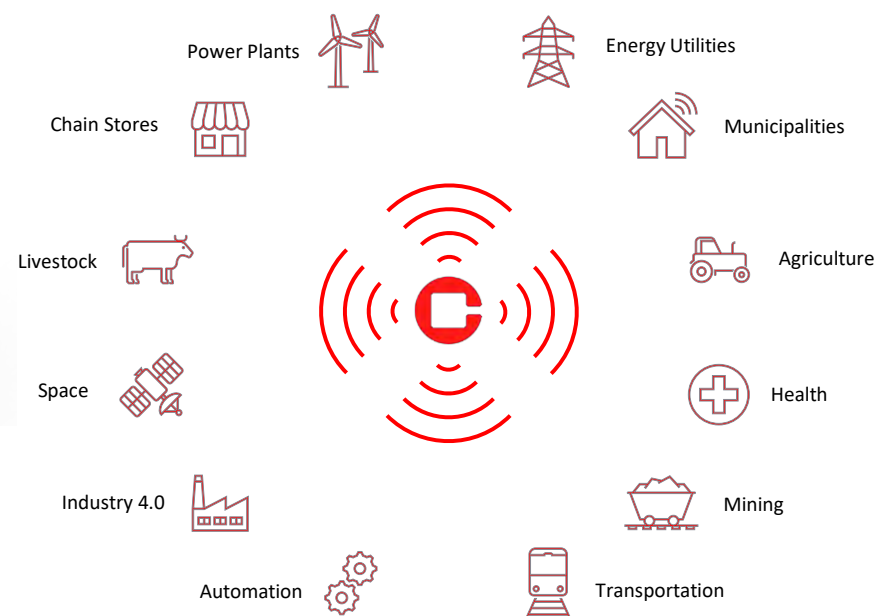


Controlix offers the opportunity to securely monitor, analyze, store, visualize and manage the data we collect from the modules we developed in the field or from all devices that provide data, from every point. Industry Standard IoT connection protocols are supported, which allows us to collect data from many different areas.

- Data collection, storage and monitoring,
- Device and Asset Management,
- Disaster scenario and alarm,
- Customization and Integration,
- Timing, Reporting and Data security,
- Fault tolerance reporting,
- Scalability,
- Data evaluation and special screens,
- Supports MQTT, CoAP, LoRa, Modbus, OPC and Restful,
- Visualize and manage the specially prepared Dashboard.

Our Advanced IoT Modules

- Environment Monitoring,
- Meter Reading,
- Industrial Modbus,
- Energy Monitoring,
- Environmental monitoring,
- Soil Temperature and Measurement,
- Location tracking,
- Audio Analysis,
- Mass Presence,
- Tilt and vibration tracking.
- CO₂ Module,
- Vibration Module,
- Asset Tracking module,
- Liquid Measurement Module,
- Emergency Button module.





Our IoT Solutions and Developments



- Modules are being developed to support building automation systems.
- Modules were developed for charging units and remote monitoring of electric vehicles.
- Developed a Lora beacon that can collect local data and send it to the Wan side.
- Participation in LoraWan Fair in France and 35 official orders. Distributorship requests for South America region, Northern Europe and Africa
- «Solution Partnership» program was launched with 7 solution partners in Turkey.
- 6.700 sensor orders were received from our existing customers for facility management and monitoring.
- An order of 1.000 Counter modules was received for a pilot implementation from a municipality.
- It is planned to deliver 1.000 orders for a water meter module to a municipality.
- 50 movable emergency buttons were given to a State Hospital, affiliated with Ministry of Health.
- A smart coop project was carried out in the poultry industry. Pilot applications are being completed. It is planned to deliver 50.000 modules for 800 poultry houses this year.
- A pilot project of 2.850.000 water meter conversions will be started with a municipality, and the decision will be made after the test.
- Follow-up is carried out with a municipality to measure the overflow of channels.
- A pilot project will be conducted with a municipality for the conversion of 2.000.000 meters.

SMART CITY

- Remote water electricity and gas meter reading,
- smart municipality,
- Landscape areas irrigation management,
- Park and Gardens management,
- Energy efficiency,
- Lighting management,
- Parking Areas Management,
- Garbage tracking and optimization,
- Predictive maintenance working with engine power,
- Manhole covers tracking,

FACILITY MANAGEMENT

- Energy Management,
- Air conditioning management,
- Meter reading,
- Lighting management,
- Personnel tracking,
- Waste management,
- Management of landscape areas,
- Wet Floor Monitoring, (liquid soap dispenser, napkin holder, siphon, urinal, pollution with odor)
- Ambient temperature humidity monitoring of private rooms,
- Object tracking,
- People counting solutions,

INDUSTRY 4.0

- Mes integration,
- Machine monitoring Predictive maintenance,
- Production Instant Tracking,
- Machine-Personnel management,
- Resource management, (water, electricity, gas)
- Warehouse area tracking,
- Assembly-Ancillary equipment management,

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

Plan-S Satellite and Space Technologies, which was established to develop satellite and space technologies, design and manufacture unique systems, subsystems, and units in this field, and provide various services on a global scale, especially satellite-based Internet of Things (IoT) services, started its activities in 2021.



Highlights

- The tasks of developing satellite mission computers, communication subsystems, and ground interfaces and verifying these studies are carried out by Plan-S.
- Plan-S will create a satellite constellation that communicates with each other and with ground stations in a coordinated manner.
- Plan-S will provide internet of things (IoT) communication and earth observation service with a satellite constellation system with more than 100 satellites.
- Plan-S' satellite systems are ready to set up a ground network with Controlix sensors and software.

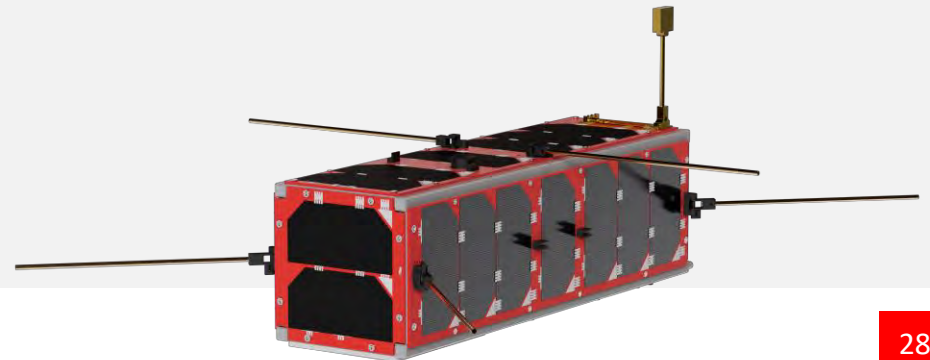
Turkey's first commercial communication test satellite is in orbit!

Plan-S, 25% subsidiary of Kontrolmatik, completes the investment required for satellite and space studies with its own equity. The majority of the remaining 75% shares belong to Sami Aslanhan.

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

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.

Plan-S will serve the needs of its customers in sectors such as maritime, energy, meteorology, logistics, and finance.





Plan-S Satellite and Space Technologies

Aiming to be Turkey'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 m² and a capacity of 300 people. In addition, a production and integration facility area will be 1,500 m².



Connecta T1.1

Mission: IoT Communication

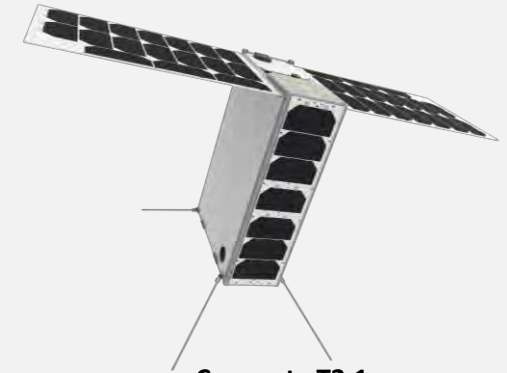
Launch: 25 May 2022



Connecta T1.2

Mission: IoT Communication

Launch: November 2022



Connecta T2.1

Mission: Earth Observation

Launch: January 2023

2022 4Ç

Connecta T1.2 Test Satellite

- Testing the developed hardware in space environment
- Conducting communication tests with the ground station
- Testing of software-based, mission-in-orbit satellite system

2023 1Ç

Connecta T2.1 Test Satellite

- Viewing with high and low-resolution cameras
- Assessment of images with image processing
- Testing the developed hardware in a space environment

2023 2Ç-4Ç

Connecta Commercial Satellites

- Launch of the first group of satellite constellation
- A large number of IoT satellites covering Turkey and its immediate surroundings
- Providing narrowband IoT communication
- Ensuring direct communication between satellites
- Obtaining ground observation competence
- Providing imaging with high-resolution cameras



Kontrolmatik R&D Center

Since 2016, the R&D center has been focusing on energy storage solutions, IoT, collaborative robots and renewable energy solutions. These studies will reduce foreign dependency in critical sectors and bring competitive advantage to the country and the Company.



Floating Platforms for Solar Power Plants

Kontrolmatik uses its deep-rooted engineering experience with innovative approaches and continues its renewable energy system studies within its R&D center. It aims to develop efficient, reliable and economical products and services that will reduce the cost and meet the needs of stakeholders in the global market and decrease Turkey's foreign dependency in all energy systems sub-headings covering energy generation, transmission, distribution, consumption and management.

Kontrolmatik focuses on renewable energy systems for this target and carries out studies to provide system solutions covering R&D, design, production, integration and after-sales support. In this context, studies on floating platforms that can be used in floating solar power plant projects continue. Prototype design, aero-hydrodynamic performance research and structural analysis of the studied products have been completed. The first prototype was floated at the facility in Ankara, and it is aimed to reduce the machine design and assembly steps of the metal structure to the optimum time, which will shorten the production time of the floaters.



Collaborative Robots (Cobots)

Today, the industry 4.0 process, fed by digital transformation and advanced production techniques, shapes the function and job descriptions of the new generation of industrial robots that will work in smart factories.

Collaborative robots are robots that interact with humans side-by-side in a collaborative space, enabling them to work safely. Thanks to the feedback received by the robot in any intervention during side-by-side working, it can stop without damaging the environmental factors, thereby working safely with people.

One of the main fields of activity of Kontrolmatik in the field of R&D is robotic systems. In this context, the Company continues to work on the development of collaborative robots. The developed collaborative industrial robots will play an important role in the flexible production system by working in the same environment with the operator in the division of labor.

An important stage has been reached in the R&D studies for the development of Collaborative Robots (CoBot), and the first prototype has been produced. In the next period, necessary studies for mass production will be started.



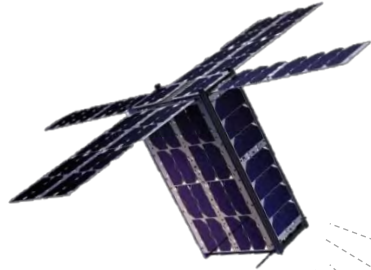
Kontrolmatik R&D Center – Ongoing Projects

- Design and development activities of direct current based Lithium ion battery packs
- The Battery Management System (BMS) and the Energy Management System (EMS) are monitored with native and unique management system software. All electronic hardware designs, embedded software, interface software and designs are made by Kontrolmatik team.
- We plan to automatically present and report scenarios related to variable electricity prices to the EMS system with artificial intelligence (AI).
- Large-scale energy storage solutions design and modeling studies continue.
- Management System Interface Studies, Web interface, mobile interface and scada systems communications are being developed.
- Energy storage solutions are developed for the needs of industrial facilities. The scope of service includes optimizing electricity price, load shifting, reducing demand, improving electrical parameters, meeting sudden demands and renewable energy support.
- Studies continue on network problems encountered in electricity distribution and transmission.
- Portable battery systems in standard ISO container scale
- For renewable energy facilities, solutions are offered for peak production and production imbalances that can balance their production with energy storage systems.
- Energy storage support is provided for large-scale vehicle charging station systems.
- Studies continue on the production of standard vehicle and starter batteries based on Lithium ion.
- The studies with TÜBİTAK and Tübitak Rute for the Hamle application has been initiated, and our joint R&D studies are continuing.
- Studies on producing an experimental pouch cell with commercial LFP powder continue.
- Our studies on material characterization continue and our studies on the examination of commercial raw materials are continuing.
- Kontrolmatik, which received the title of Design Center, has applied for the title of R&D Center with projects and with increasing employment.





We complete the missing pieces
of the puzzle for Sustainable,
Carbon-Free and Green Future



Communication
Satellite



IoT Modules



Mobile Sustation



Energy Storage System



Household Energy Storage Systems



Mobile Hybrid
Power Generation Unit



Li-Ion Battery Cell



Li-Ion Module



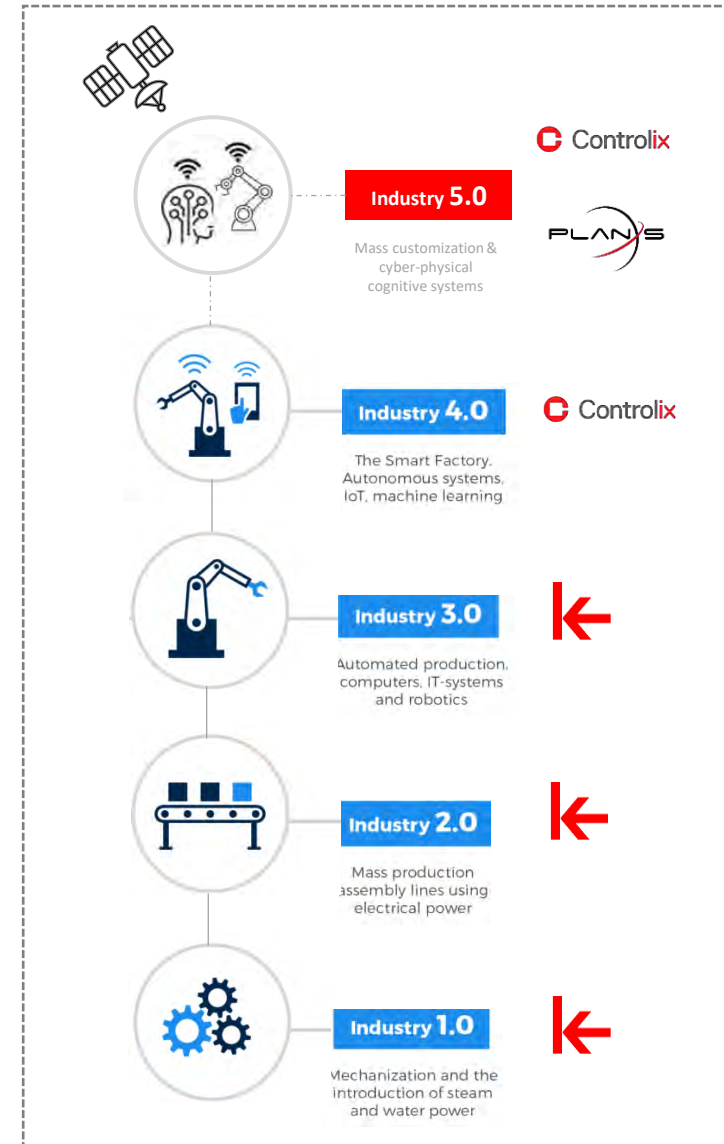
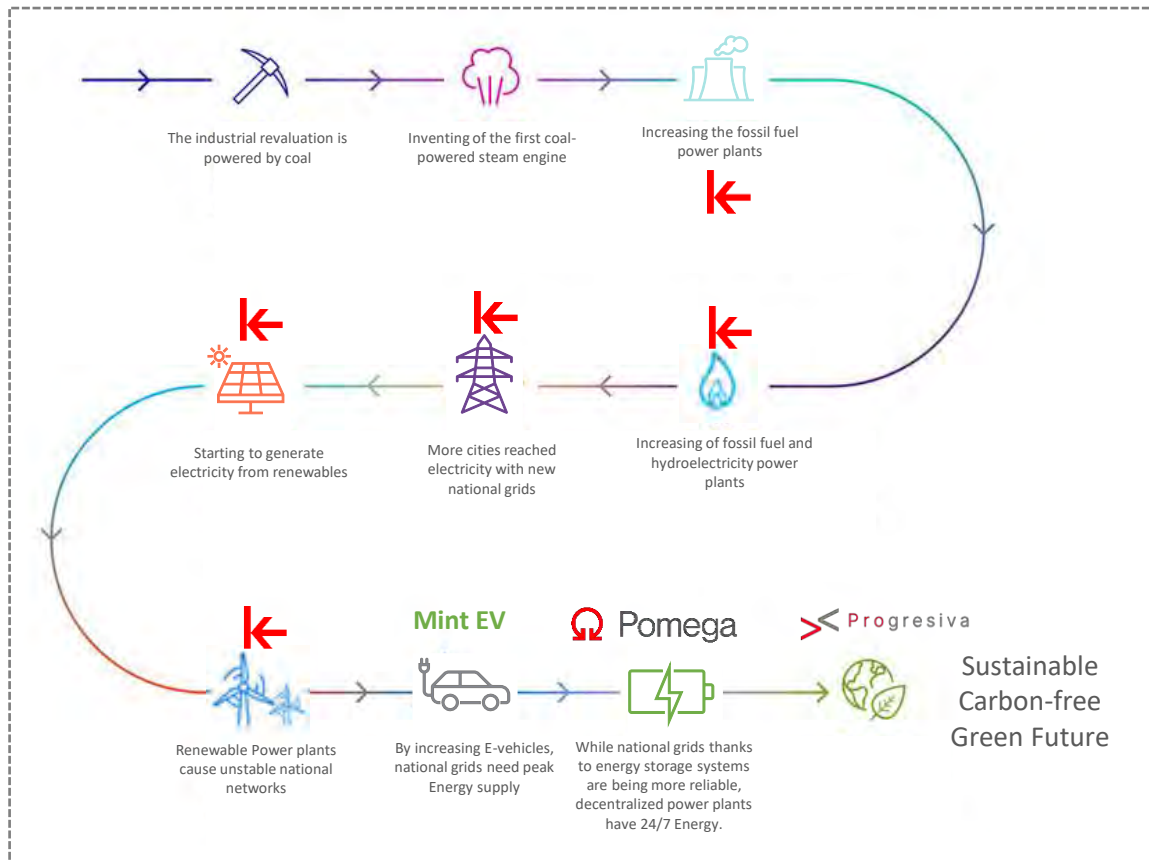
Li-Ion
Rack Cabinets





Horizontal & Vertical Integration

Kontrolmatik signs contracts for international projects from its core business and generates cash and profits to use for R&D activities. The Company has been thinking about the future of the World and its aim is to create a sustainable, carbon-free and green future thus it invests in the future of technologies with its subsidiaries.



WE WILL BE
THE HANDS OF
INDUSTRIES



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Sustainability

KONTROLMATIK has a bold mission to provide sustainable, transparent and innovative solutions that help its customers and partners to drive and transact into sustainable business inside out.



KONTROLMATIK's mission is to integrate sustainability into its business model, reduce environmental footprint by green-tech investments while supporting its customers and partners with products, services, tailor-made and turnkey solutions, sales and marketing & innovations as a 360- degree service.

KONTROLMATIK focus on empowering its customers and partners with the latest sustainable and trustworthy technologies. The rapidly changing technological dynamics and its relevant sustainable demands on digitalizing industry lead our focus more on 'sustainability' and encourage our motivation to go further in this way.

We aspire to continue our R&D efforts without a break that will lead to sustainable, transparent, and innovative businesses for the ever-growing planet.



Source : [THE 17 GOALS | Sustainable Development \(un.org\)](https://www.un.org/sustainabledevelopment/)

Diversity, Inclusion and Equality is our main principle.

Kontrolmatik already promotes and contributes to many SDGs with its sustainable technology and services, and commits to provide access to clean energy & water for communities, protects the bio-diversity and planet by responsible production and consumption philosophy.

We commit to actively work and fulfill 4 Sustainable Development Goals (SDGs):

- Accessible and Clean Energy (SDG 7)
- Responsible Consumption and Production (SDG 12)
- Gender Equality (SDG 5)
- Partnership for Goals (SDG 17)



Sustainability

Kontrolmatik Sustainability approach depends on the **4Ps Approach**:



Productivity

KONTROLMATIK takes it as a principle to innovate sustainable technology solutions with trust

Wherever and with whom we do business, we adopt a 360° sustainability approach and take the necessary precautions and take steps to realize responsible production. We are committed to being trustworthy and transparent to all our customers and partners while performing all our activities. We design our products and services with an environmentally friendly approach, and support them with sustainable innovations.

We hold **ISO 9001, ISO 14001, ISO 45001, ISO 27001, ISO 50001, ISO 10002, EN ISO 3834 – 2** system certificates, and focus on acquiring globally recognized certifications, which we believe will endorse our products and services as being transformative and support our transparent sustainable business model.

We continuously monitor the requisites of guidelines and manuals per national and international regulations, regarding environmental, social and occupational safety responsibilities, and immediately implement them at production sites and fields.



Planet

KONTROLMATIK is adopting a comprehensive sustainable strategy, far behind greenwashing

We are committed to acting environmentally and socially accountable at facility & office indoors, for communities outdoor, and for our planet beyond. We prioritize sustainability in our business model and processes.

Transparency:

❖ Our ESG (Environmental Social and Governance) Rating Score is released as **7.95/10**, and is A- on the letter scale, by TÜV SÜD.

❖ Our Corporate Sustainability Score is **7.79/10** by TÜV SÜD.

Our new LifePO4 POMECA facility will fulfil our responsible production commitment by its sustainable implementations:

- ❖ Providing 40% of its electricity demand from solar panels installed on the roof,
- ❖ Use of renewable energy sources,
- ❖ Harvesting roof-top rainwater,
- ❖ Recovery of waste heat,
- ❖ Implementing a circular waste management system & zero-waste approach,
- ❖ Driving always low emission target & striving for net zero carbon emission,
- ❖ LEED certificate



Sustainability



People

KONTROLMATİK respects human rights, diversity & fair working conditions.

We considerably contribute to increasing the welfare of communities where we operate. For our new LiFePO4 POMECA battery facility:

- we foresee hiring over 650 employees from the local community around the facility
- we start an act "**My Future is in Technology**" :
 - we target women & youth live in disadvantaged societies and geographies around Polatlı region,
 - support gender equality, enable youth and women be familiar with technology,
 - provide positive and decisive opportunities in their life plans,
 - influence their entrepreneurial spirit for carrying out their plans in tangible way,
 - impose our sustainability values to communities,
 - integrate more "sustainable women's power" in our business.

We initiated « **One Employee, One Woman** » Project. On behalf of 1 Kontrolmatik Employee we support 1 woman in « **Mor Çatı Association** » on their birthdays.



Partnerships

KONTROLMATİK believes in the development of sustainable communities, and global partnership for an inheritable world

We became a member of « **UNGC Turkey** » in April 2022, and actively take part in UNGC Turkey working groups: «Environment, Gender Equality, Diversity and Inclusion, Sustainable Finance».

"**SDK Turkey** (Circular Economy Platform)" and "**TAP** (Turkish Battery Manufacturers and Importers Association)" membership. We adopt a circular waste management approach for reuse & recycling projects of LiFePO4 batteries.

We became a member of the « **Sustainability Academy** » and at the 'Green Business Summit' in the first quarter of 2022, we shared which sustainable actions we contribute to « **decarbonization** » by transforming our goals.

We believe in women labor force in business, and partnered with « **Kadın Dostu Markalar** » platform.

We are a member of **GÜYAD** (Renewable Energy Investment) and **TUREB** (Turkey Wind Energy) Associations, and actively take part in workshops and meetings.

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Attractive Financial Figures

M TL	6M'20	6M'21	6M'22	22/21 Δ	2Q21	2Q22	22/21 Δ
Revenue	70,4	194,0	513,7	165%	90,5	300,5	232%
Gross Profit	12,7	61,8	164,1	165%	38,4	109,4	185%
EBIT	13,2	57,1	203,6	256%	32,3	121,9	277%
EBITDA*	14,0	59,6	210,0	252%	33,8	125,9	272%
Net Income	8,6	42,5	119,5	182%	24,6	76,3	210%
Gross Margin	18,1%	31,9%	31,9%	0,1%	42,4%	36,4%	-6,0%
EBIT Margin	18,7%	29,4%	39,6%	10,2%	35,7%	40,6%	4,9%
EBITDA Margin	19,9%	30,7%	40,9%	10,2%	37,4%	41,9%	4,5%
Net Income Margin	12,2%	21,9%	23,3%	1,4%	27,1%	25,4%	-1,8%

*Other income/expenses are included in the EBITDA calculation

Solid Growth

- The growth momentum in gross profit, EBITDA and net profit in 2021 continued in 2022.
- In line with the increasing volume of operations, the need for working capital increased and due to the external financing for the new investments the net financial debt position of 171M TL at the end of 2021 increased to 429,8 mTL in 2Q22.
- Equity reached 395,3 MTL in 2Q22.

M TL	31.12.2019	31.12.2020	31.12.2021	30.6.2022	22/21 Δ
Cash and Cash Equivalents	21,3	52,1	77,1	124,0	61%
Total Assets	176,0	320,1	940,4	1.655,4	76%
Current Assets	141,2	281,0	778,9	1.273,0	63%
Fixed Assets	34,8	39,1	161,5	382,4	137%
Total Liabilities	133,6	186,3	654,0	1.259,9	93%
Short-Term Liabilities	124,5	174,8	579,9	1.024,8	77%
Long-Term Liabilities	9,1	11,5	74,1	235,1	217%
Equity	42,5	133,8	286,6	395,3	38%
Net Financial Debt (Cash)	8,6	-0,9	171,2	429,8	151%

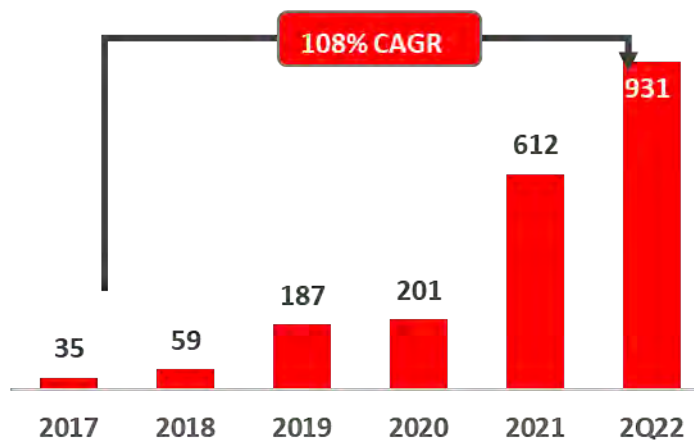


Attractive Financial Figures

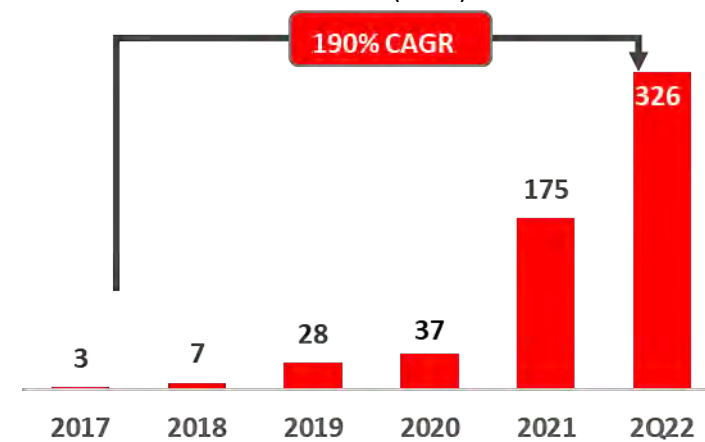
Keys to Growth

- Between 2017-2022 sales consists of only System Integration and Controlix segments. Pomega and Robot Technologies will contribute to financials starting 2023.
- Due to barrier structure of the industry, larger projects can be undertaken if and only if you completed smaller ones.
- In risky locations like Africa and Middle East big companies don't want to take the country risk. We take their place because we have experience and good relations in those countries.
- External financing, which was used for investments that started in 2021 and continued in 2022, has been effective in the increase in net debt.

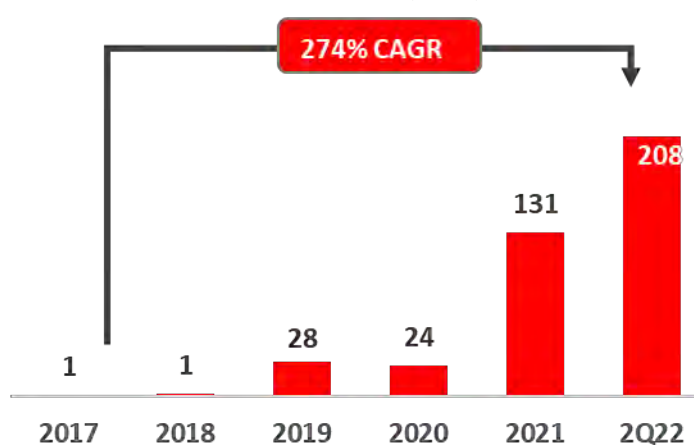
Revenue (TL M)



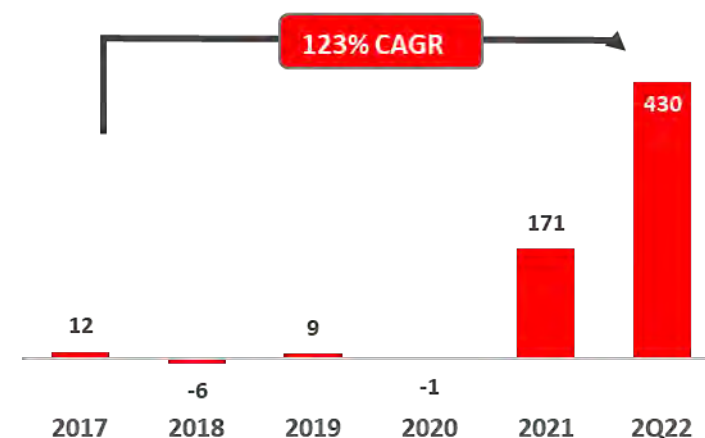
EBITDA (TL M)



Net Income (TL M)



Net Debt (Cash) (TL M)



*2Q22 revenue, EBITDA and net income are annualized.

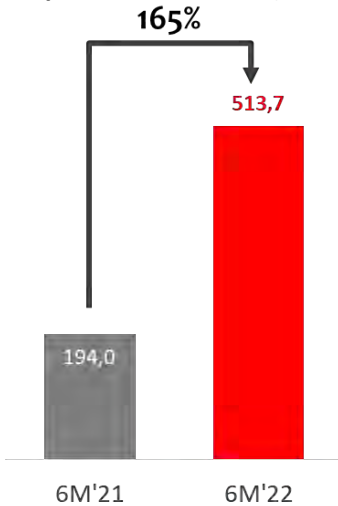
*Other income/expenses are included in the EBITDA calculation



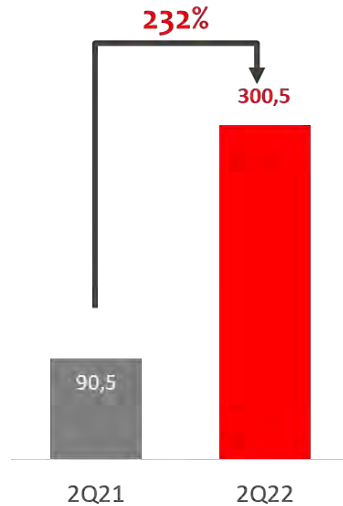
Sustainable Growth

232% Revenue Increase in 2Q22

Top-Line – 6 Months (M TL)



Top-Line – 2nd Quarter (M TL)

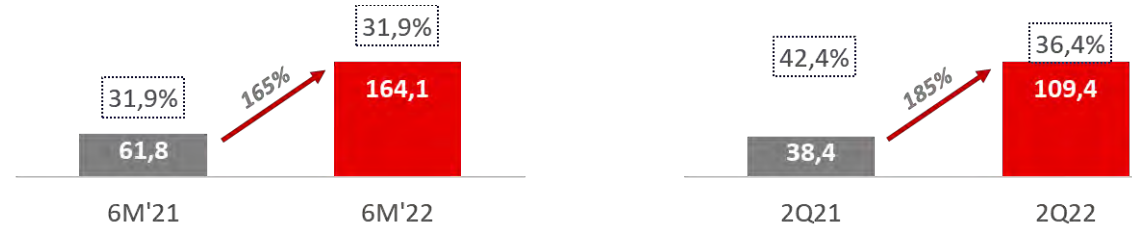


232% Growth in 2Q22

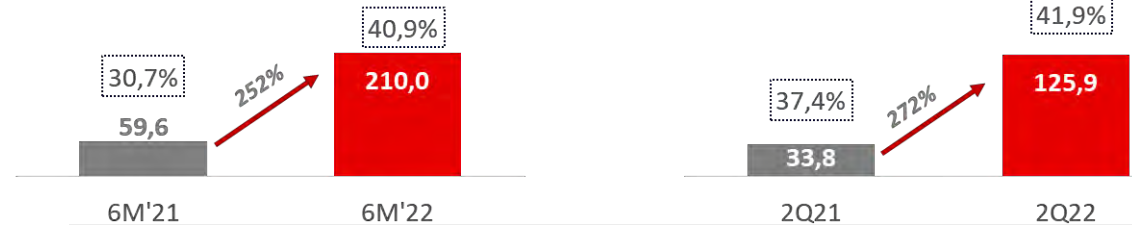
- Pandemic Base Effect
- Increase in Project Sizes Thanks to Ability to Undertake Larger Projects
- More than 90% of Sales are in Foreign Currency
- Rise in Exchange Rates
- Focus on Profitable Projects
- Increase in Project Completions
- Reputation Increase
- Contribution of R&D Projects to Income

High EBITDA & Net Profit Growth in 2Q22

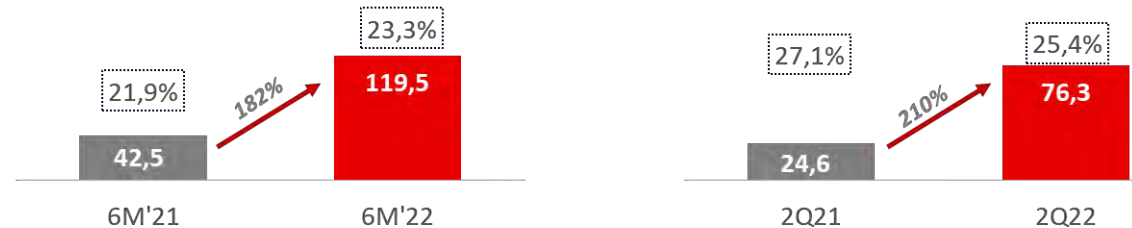
Gross Profit, mTL



EBITDA*, mTL



Net Income, mTL

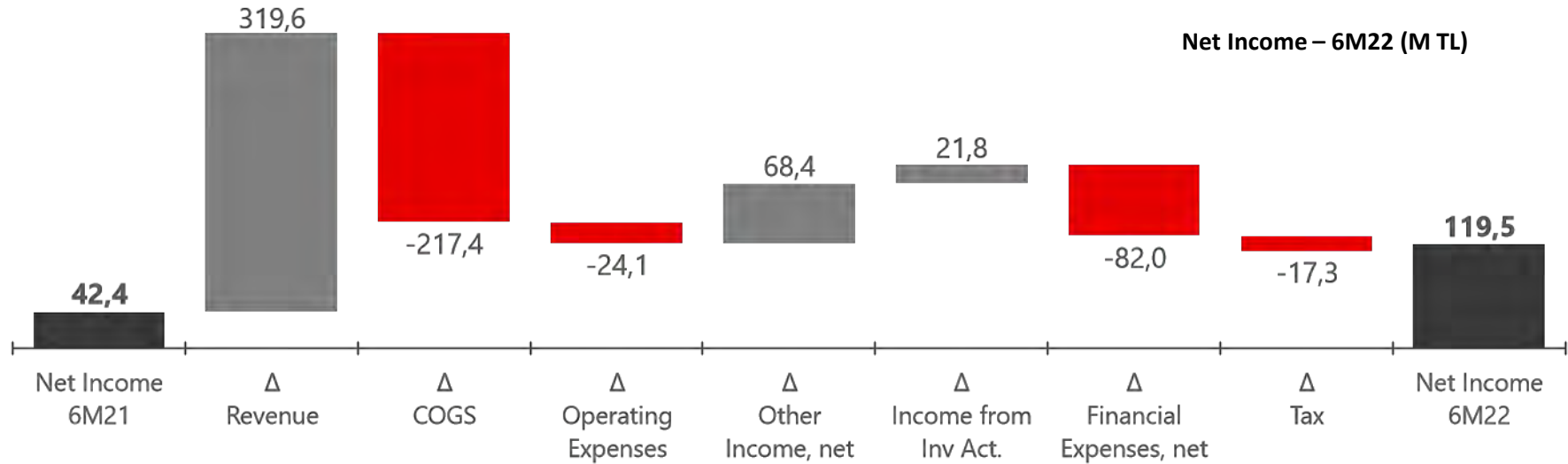


Gross Profit, EBITDA, Net Income Margin

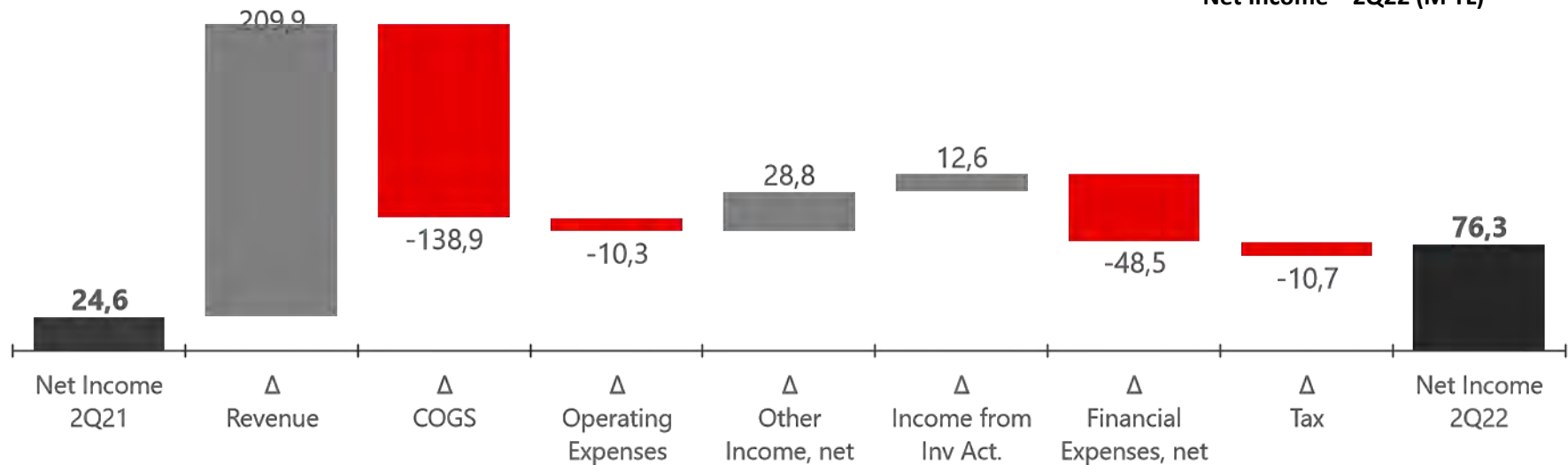


Revenue Growth Reflected on Net Profit in 2Q22

Net Income – 6M22 (M TL)



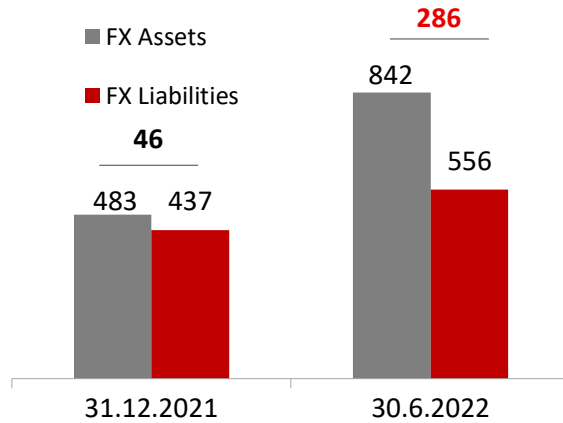
Net Income – 2Q22 (M TL)





Debt Profile & FX Position

FX Position as of 30.06.2022 (TL mn)

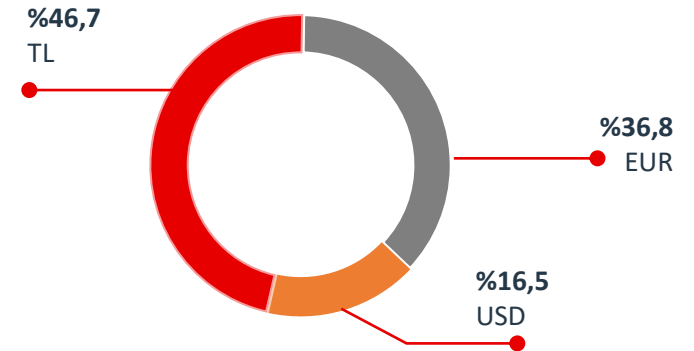


As of 30.06.2022;

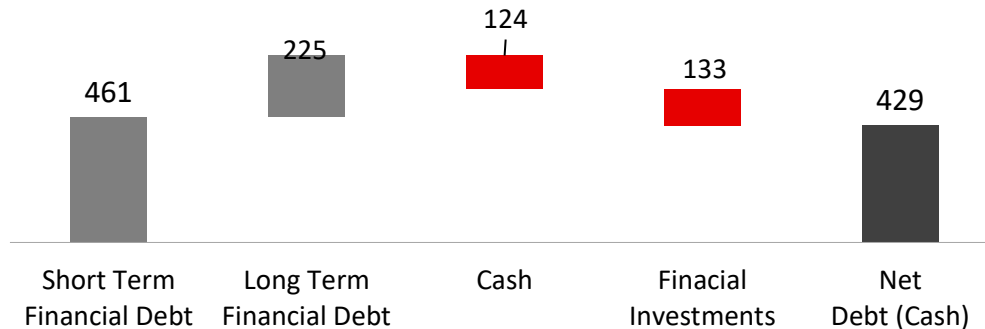
286 MTL Long Position

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

Currency Breakdown of Financial Debts

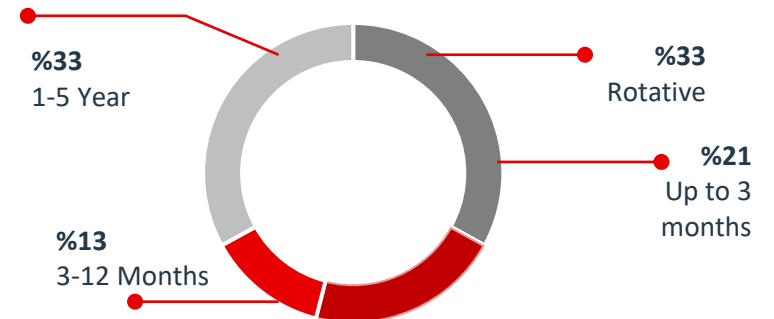


Debt Profile as of 30.06.2022 (TL mn)



429 M TL Net Financial Debt
1,3x Net Debt/EBITDA

Maturity of Financial Debt





Financial Ratios Indicate Efficiency of Investments

- Low Financial Leverage Ratios
- Net Financial Debt/EBITDA of 1,3x well below the risk zone
- Additional borrowing capacity provided by low leverage
- Increase in annual profit margins in 2022
- Positive Economic Value Added (EVA)
- 40,6% investment return (ROIC) in 2022, is well above the alternative yield

Liquidity Ratios	2020/12	2021/12	2022/06
Current Ratio	1,61	1,34	1,24
Liquidity Ratio	1,27	1,11	1,05

Debt Ratios	2020/12	2021/12	2022/06
Total Debt/Total Assets	58,2%	69,5%	76,1%
Short-Term Fin. Debt/Equity	36,8%	77,3%	116,6%
Coverage Ratio	3,9	2,1	2,0
Net Financial Debt/EBITDA	0,0	1,0	1,3
Short-Term Liabilities/Assets	54,6%	61,7%	61,9%
Long-Term Liabilities/Assets	3,6%	7,9%	14,2%
Equity/Assets	41,8%	30,5%	23,9%
Total Liabilities/Equity	139,3%	228,4%	318,5%
Financial Debt/Total Liabilities	30,1%	44,2%	54,5%

Profitability Ratios*	2020/12	2021/12	2022/06
Gross Margin	23,7%	27,0%	28,7%
EBIT Margin	15,7%	27,6%	33,8%
EBITDA Margin	18,2%	28,7%	35,0%
Net Margin	11,9%	21,3%	22,3%
ROE**	27,2%	62,1%	72,7%
Financial Exp./Net Sales	4,6%	13,7%	17,8%

Investment Ratios	2020/12	2021/12	2022/06
Investment/Depreciation	75,9%	814,9%	1471,6%
Investment/Net Sales	0,7%	9,2%	17,0%
EVA-TL	13.292.333	84.173.101	140.847.969
ROIC	37,7%	47,6%	40,6%
CRR	33,4%	46,3%	66,7%

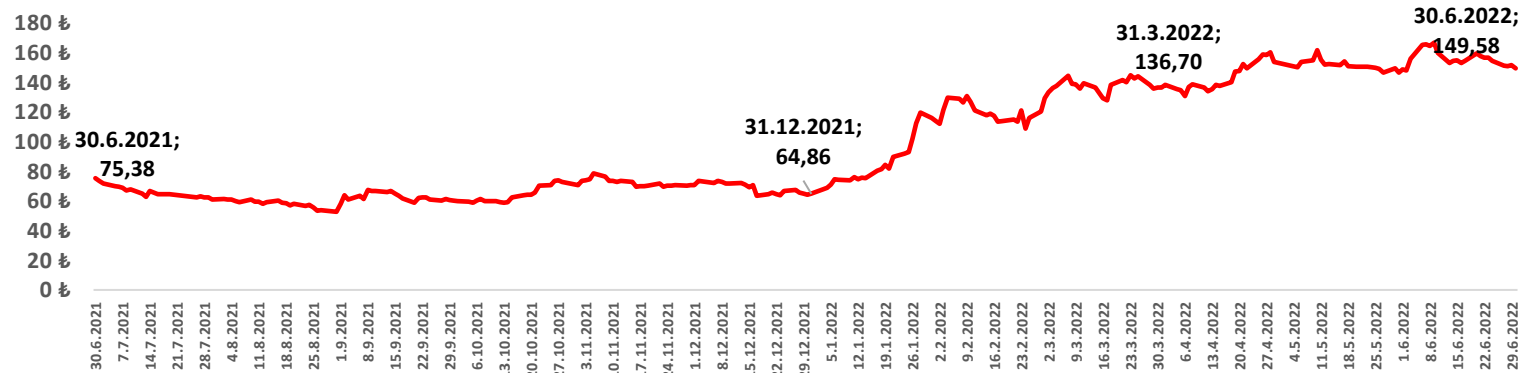
*2022/06 ratios are calculated with last 12 months income statement items and 30.06.2022 balance sheet items.

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



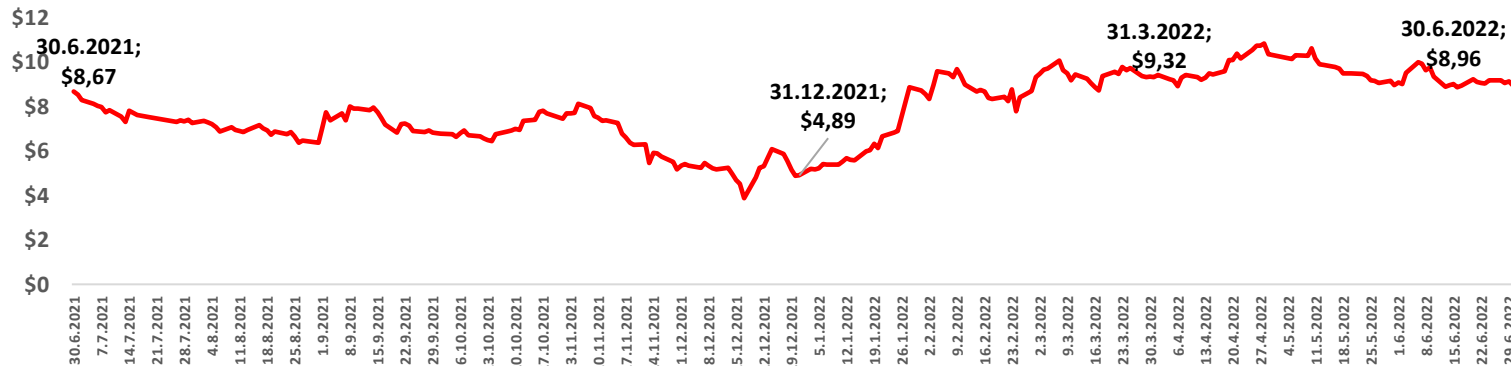
Share Performance Above the Market

KONTR/TL, 30.06.2021-30.06.2022



Strong financial data, rising operations, and domestic & international tenders supported the performance.

KONTR/USD, 30.06.2021-30.06.2022



WE ARE GOING BEYOND THE EARTH



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Sustainable Growth

Kontrolmatik has been growing every year and shows with its financials. The Company invests in new technologies which are related to its current business. The relationships of its investments are described below;

FUTURE OF ENERGY: ENERGY STORAGE SYSTEMS (ESS)

Kontrolmatik...

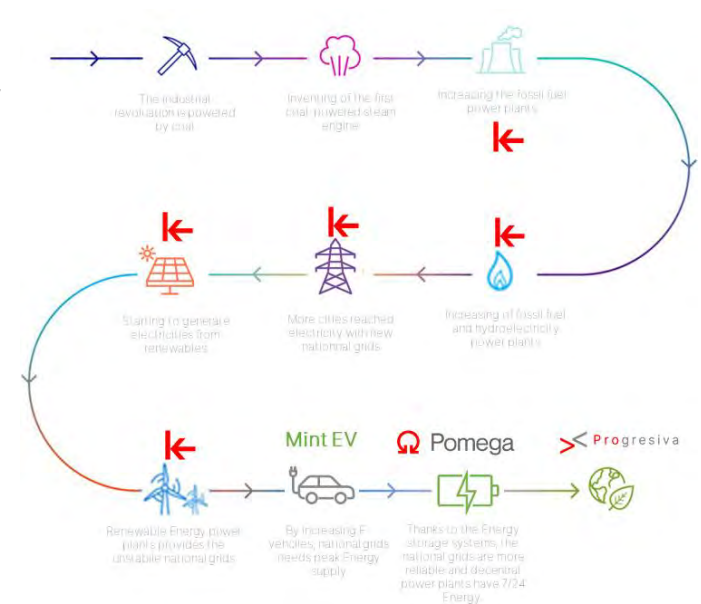
- has been in the Energy business since its establishment as a System Integrator
- providing engineering, procurement, construction solutions for the Energy sector
- deep understanding of energy needs and current infrastructures in 28 countries
- develops and builds sustainable projects for a reduction in the World's carbon footprint
- saw a solid potential in 2016 that in order to increase renewable power plants across the world, energy storage systems should be implemented into national grids
- decided that ESS is the future of energy for a sustainable world.

After seeing the potential, it was easy to check the ESS market through its current clients and partners. Kontrolmatik completed its first ESS project in 2017.

As of today in 2022, Kontrolmatik...

- signed new EDS contracts and completing new projects
- is about to complete its lithium-ion battery cell factory that will be the first in Turkey,
- is realizing its own energy storage facility investment that will be the first in Turkey,
- will provide new battery solutions for power plants, industrials, residential consumers, automotive sector.

The energy sector is the strongest side of Kontrolmatik, therefore it will keep investing in the energy sector with innovative technologies for a sustainable, carbon-free and green future.



Current Markets & Industries

- To increase customer satisfaction in order to be permanent in the geographies served
- To increase the number and effectiveness of partners with whom we can work in the sectors in which we operate
- To follow new technologies in the sectors in which we do business and to try to increase the technology density
- To increase the quality of products and services and to reduce the cost of quality service by analyzing the needs of the customers and the projects they have completed.
- Adding new markets and geographies for operating industries
- Adding new sectors in the geographies served
- Increasing income and cash flow from EPC by enlarging the business in different countries with new partnerships



Solid Growth

THE FUTURE OF AUTOMATION & THE FUTURE OF THE WORLD

Kontrolmatik...

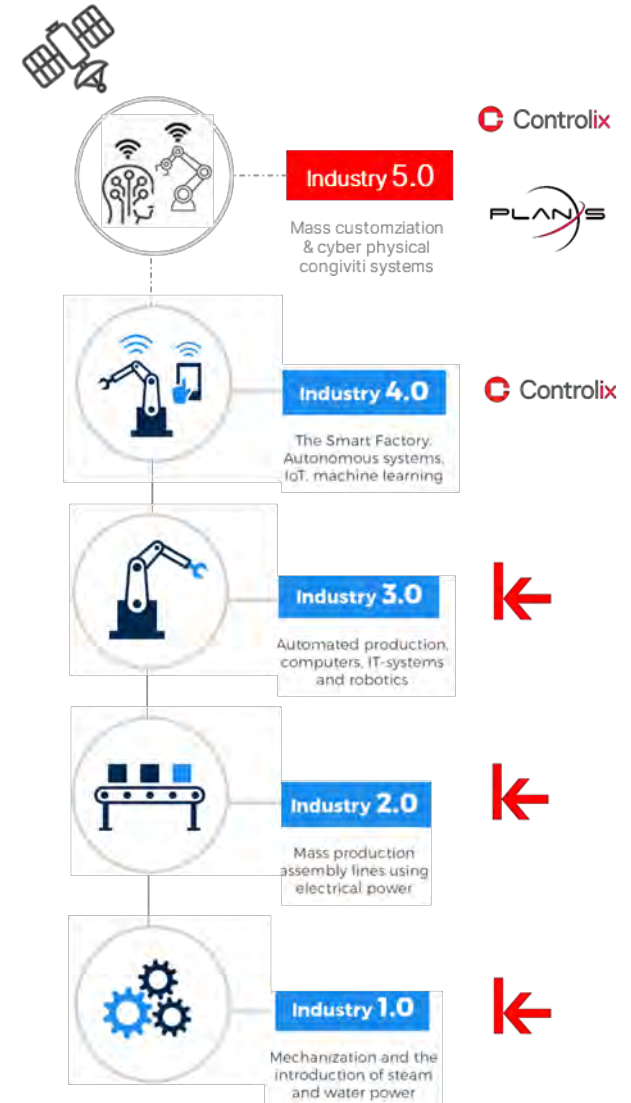
- established in 2008 as an automation and engineering Company
- has been providing tailor-made and/or turnkey solutions for industry since its establishment
- knows very well the market players and market's needs
- started to provide solutions for IoT projects in 2016
- realized that with Industry 4.0, conventional automation solutions are not enough, and the future of automation is the Internet of Things (IOT)
- experienced after many successful projects, Kontrolmatik is ready to extend its business to space for its own communication infrastructure

As of today in 2022, Kontrolmatik...

- Developed many IoT hardware within Controlix,
- Plan-S' first IoT test satellite, Connecta T1.1, launched into orbit
- is shaping technology with its own IoT and Satellite solutions for a sufficient future!

New Markets & Industries

- Financing technology investments with income from EPC
- Transforming Engineering Know-How into high and innovative technology
- Adding new capabilities and technologies through R&D studies and investments
- Diversifying financing resources with IPOs, strategic and financial partnerships
- Investing in high-tech project and products
- Making innovative technology investments through subsidiaries
- Growing in the IoT market with R&D studies
- Using young and qualified labor in Turkey making investments in IoT, automation, Li-Ion battery, energy storage, robotic technologies to guarantee a sustainable green future





Ready for creating a sustainable future

- ~1.800 M TL Revenue with ~200% Growth
- ~ 400 M TL EBITDA with 20%-25% Margin
- R&D Investment of >3% of Sales Revenue
- Investments Excluding R&D up to 6% of Sales Revenue
- Backlog Size: ~2,8 Billion TL (More than 86% FX Based)

Currency Position

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

Ongoing Projects

Backlog size of 2,8 billion TL (More than 86% FX Based)

Low Provisions

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

Know-How Pool

Qualified staff – 60% of organization staff is composed of engineers.

Diversification

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

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Pomega



Progresiva



Controlix



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 the world's 28th largest system integrator in 2021

Market Player

With its large references, it is the eligible solution provider in more than 32 countries.



Revenue & Investment Targets by Segments

	Kontrolmatik 2022-2026 Strategy					
System Integration	2022	2023	2024	2025	2026	
	Revenue, m\$	107,4 \$	146,0 \$	184,0 \$	204,3 \$	209,4 \$
	YoY Change	59,9%	36,0%	26,0%	11,0%	2,5%
	CAPEX, m\$	6,0 \$	4,8 \$	5,1 \$	5,5 \$	6,0 \$

Controlix	Revenue, m\$	7,2 \$	26,4 \$	55,0 \$	75,0 \$	90,0 \$
	YoY Change	747,1%	266,7%	108,3%	36,4%	20,0%
	CAPEX, m\$	4,4 \$	8,5 \$	7,0 \$	5,0 \$	5,0 \$

Pomega	Net Production Capacity, MWh		504	1.512	2.000	2.250
	Revenue, m\$	0,0 \$	65,0 \$	278,7 \$	402,7 \$	437,2 \$
	YoY Change			328,8%	44,5%	8,6%
	CAPEX, m\$	55,7 \$	106,2 \$	52,5 \$	24,5 \$	7,3 \$

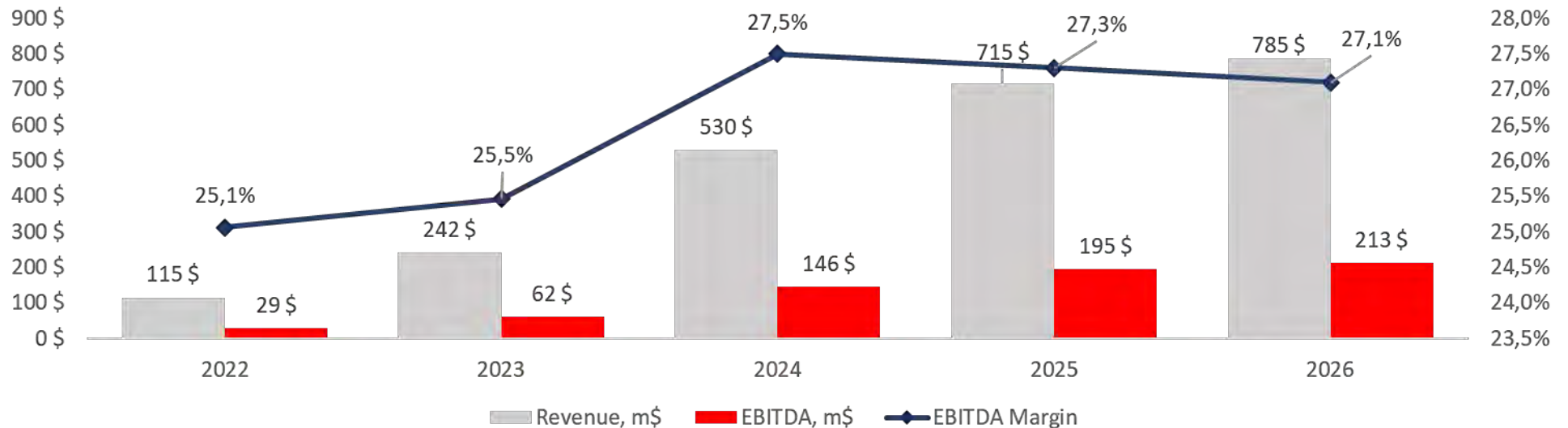
Robotics	Revenue, m\$	0,0 \$	4,4 \$	12,3 \$	33,1 \$	48,3 \$
	YoY Change			179,5%	168,8%	46,1%
	CAPEX, m\$	4,0 \$	12,4 \$	9,4 \$	8,0 \$	7,5 \$



Consolidated Business Plan

Kontrolmatik 2022-2026 Strategy		2022	2023	2024	2025	2026
Consolidated	Revenue, m\$	114,6 \$	241,8 \$	530,0 \$	715,1 \$	784,9 \$
	YoY Change	68,4%	111,1%	119,1%	34,9%	9,8%
	EBITDA, m\$	28,7 \$	61,6 \$	145,7 \$	195,2 \$	212,7 \$
	YoY Change	49,3%	114,4%	136,6%	34,0%	8,9%
	EBITDA Margin	25,1%	25,5%	27,5%	27,3%	27,1%
	CAPEX, m\$	70,1 \$	131,9 \$	74,0 \$	42,9 \$	25,8 \$

Consolidated Revenue & EBITDA (M \$)





Addendum: Financial Figures in USD

M USD	6M'20	6M'21	6M'22	22/21 Δ	2Q21	2Q22	22/21 Δ
Revenue	10,8	24,6	34,5	41%	10,8	19,0	77%
Gross Profit	2,0	7,8	11,0	41%	4,6	6,9	52%
EBIT	2,0	7,2	13,7	89%	3,9	7,7	101%
EBITDA*	2,2	7,5	14,1	87%	4,0	8,0	98%
Net Income	1,3	5,4	8,0	50%	2,9	4,8	65%
Gross Margin	18,1%	31,9%	31,9%	0,1%	42,4%	36,4%	-6,0%
EBIT Margin	18,7%	29,4%	39,6%	10,2%	35,7%	40,6%	4,9%
EBITDA Margin	19,9%	30,7%	40,9%	10,2%	37,4%	41,9%	4,5%
Net Income Margin	12,2%	21,9%	23,3%	1,4%	27,1%	25,4%	-1,8%

*Other income/expenses are included in the EBITDA calculation

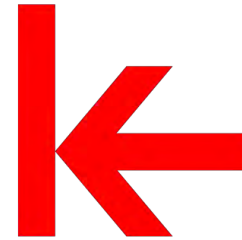
M USD	31.12.2019	31.12.2020	31.12.2021	30.6.2022	22/21 Δ
Cash and Cash Equivalents	3,6	7,0	5,8	7,4	28%
Total Assets	29,6	43,1	70,4	99,1	41%
Current Assets	23,7	37,8	58,3	76,2	31%
Fixed Assets	5,8	5,3	12,1	22,9	89%
Total Liabilities	22,5	25,1	49,0	75,5	54%
Short-Term Liabilities	20,9	23,5	43,4	61,4	41%
Long-Term Liabilities	1,5	1,5	5,6	14,1	151%
Equity	7,1	18,0	21,5	23,7	10%
Net Debt (Cash)	1,4	-0,1	12,8	25,7	101%

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.

Period	Average TL/USD	Period-End TL/USD
01.01 - 30.6.2022	14,87	16,70
01.04 - 30.6.2022	15,77	16,70
01.01 - 30.6.2021	7,90	8,70
01.04 - 30.6.2021	8,39	8,70
01.01 - 30.6.2020	6,49	6,85
31.12.2021	8,93	13,35
31.12.2020	7,02	7,43
31.12.2019	5,68	5,95

Kontrolmatik Technologies



controlling of technology is
controlling of the future.