

Sustainable,
Carbon-free
and Green
Technologies



Kontrolmatik
Technologies



Investor
Presentation

April 11, 2022



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**2008**

Establishment

350+

Employees

60%+

Engineers

8+

Branch Offices

300+

Completed Projects

28+

Countries

28thThe World's Largest System
Integrator**5,3 Billion TL**

Market Capitalization

Briefly Kontrolmatik...

Established as an engineering and automation company in 2008 in İstanbul, Turkey, Kontrolmatik, is a vertical and horizontal integrated technology firm that generates 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 >300 projects in 28 countries in Europe, the Middle East, and Africa. It has offices in 8 countries. 60% of employees consist of engineers.

The company invests in innovative technologies with an aim to secure a sustainable, green and carbon-free future such as the Internet of Things (IoT), lithium-ion based battery cells, a collaborative robotic arm, renewable power plant solutions, satellite via subsidiaries enabling vertical and horizontal integrated structures.

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

Kontrolmatik converts its experience and Know-How with R&D in different sectors to technological, sustainable, and innovative products and turnkey solutions. Thanks to the R&D department established in 2016, Know-How in automatization, Controlix-IoT, in the energy sector, Pomega-Lithium-ion-based battery cell production and in storage facilities, Progresiva-Energy evolved.

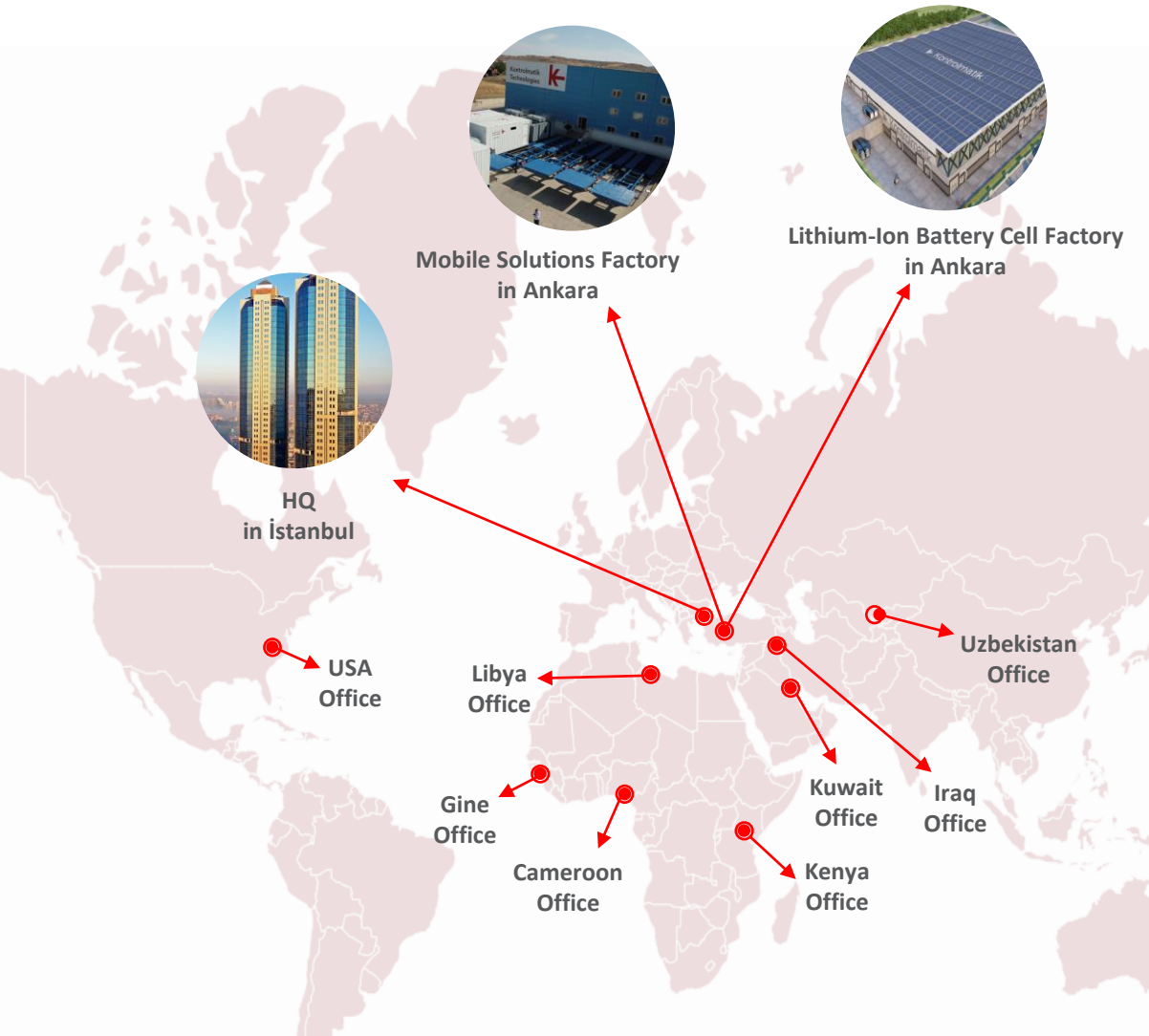
Kontrolmatik has partnership agreements with GE, ABB, Fortinet, OSIsoft, Cisco, Commvault, IXSEP, Espindesa and more.

The backlog size is ~1,5 billion TL and projects under signature is ~0,8 billion TL. 85% of the projects are in USD & Euro terms.



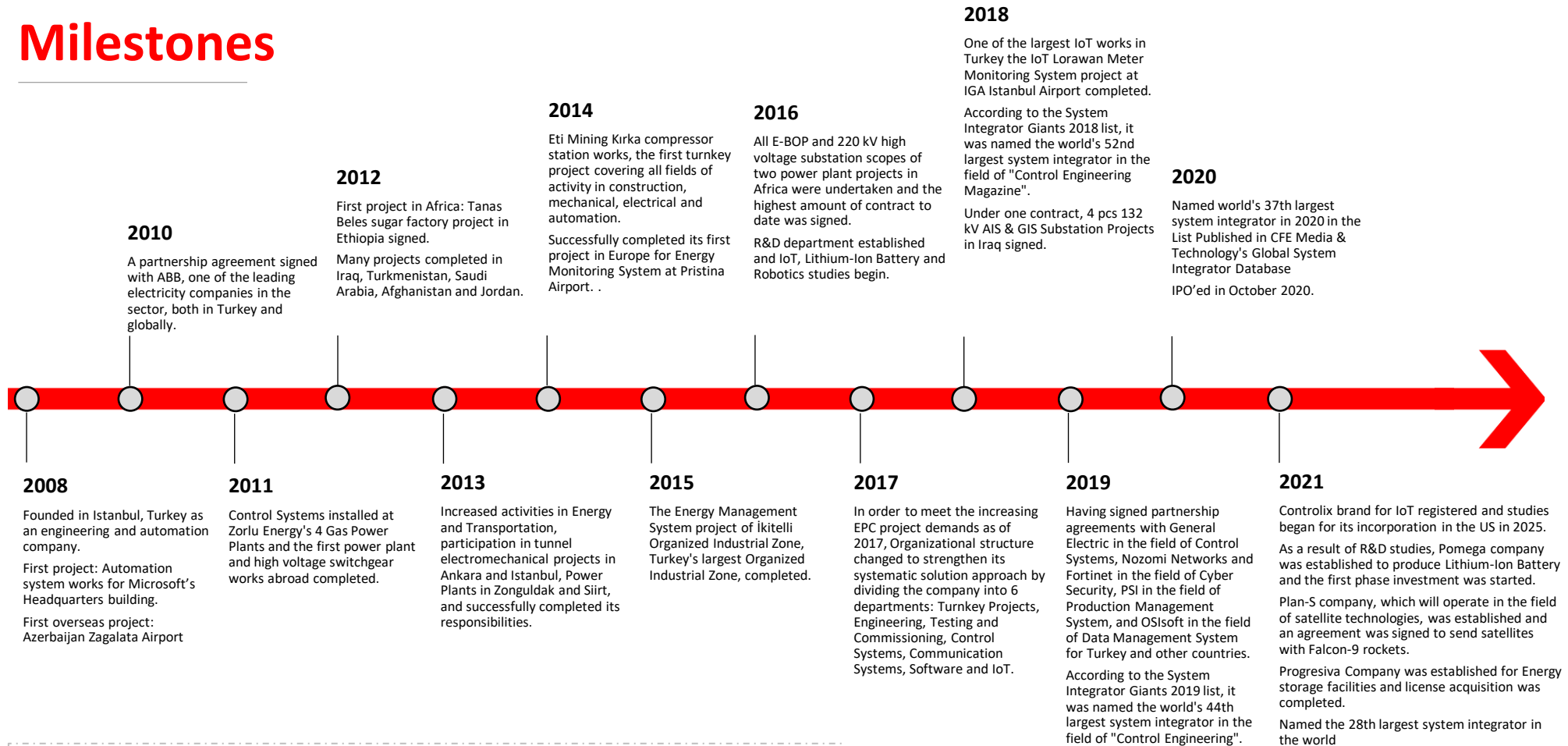
Highlights

- Kontrolmatik started 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. Its aim is to create a self-sufficient future.
- Kontrolmatik is the World's 28th Largest System Integrators on the list published by Control Engineering in 2021, becoming one of the youngest companies in the most prestigious list of the industry.
- Kontrolmatik has two technology factories in Turkey and eight branch offices 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.
- Ability to work independently of brands as one of the world's largest system integrators.





Milestones



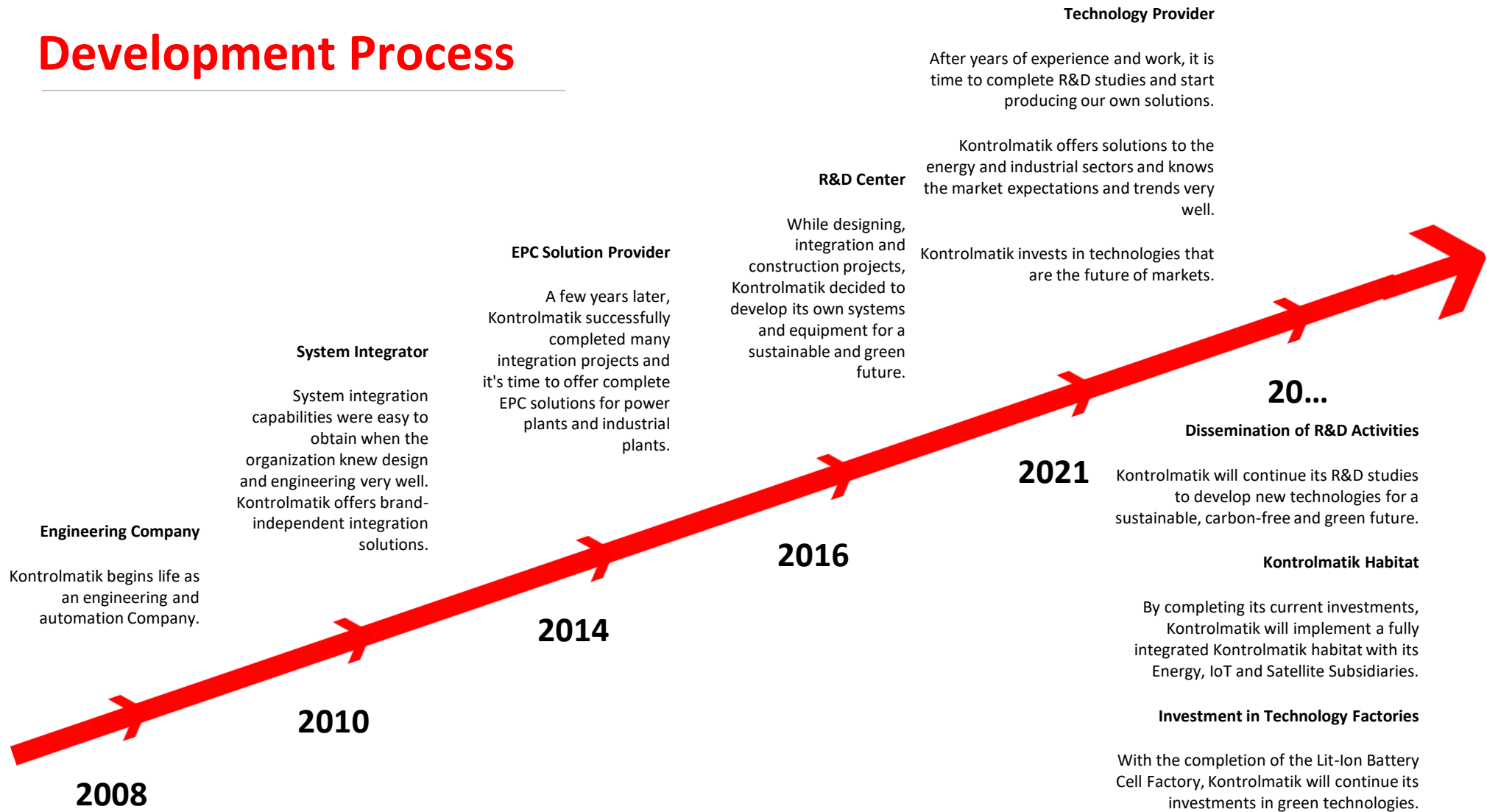
As of 2022;

As a result of studies in the R&D department established in 2016;

- With the automation know-how and experience, the «**Controlix-IoT**» came to life.
- Pomega «**Lithium-Ion battery**», Plan-S «**satellite technologies**», Progresiva «**electricity supply security**» investments started with know-how and experience in the energy sector.
- The development of "**robotic arm**" and "**floating solar power plants**" continues.



Development Process





Strong Management

Board of Directors



Sami Aslanhan
Chairman



Ömer Ünsalan
Vice Chairman



Murat Özvardar
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



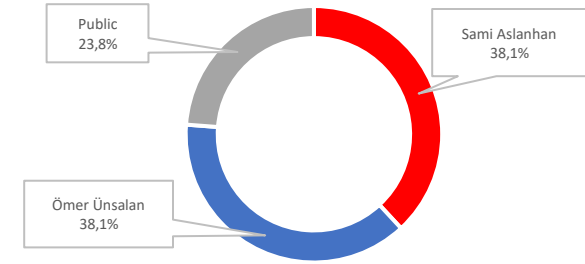
Handan Büyükkardeş
Deputy G.M.- Administrative Affairs



Mehmet Ekrem Mıhçı
Deputy G.M. – Production Facilities



Shareholding



Organization

175+

Design & Engineering

50+

Production Facilities

40+

Research & Development

35+

Project Management

20+

Administrative Affairs

15+

Accounting & Finance

15+

Business Development

350+

people

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





Main Sectors



Power Generation, Transmission and Distribution

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 realizes turnkey projects and provides services and 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 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 at a single point.

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



Mining

Kontrolmatik ensures the selection of the right technologies and products, their correct dimensioning, compliance with environmental conditions and provides turnkey solutions for Electrification, Automation Systems, E-House or LV / MV / DC Panels, HVAC, Driver Motors, Smart Mining & Fleet Management, IoT Solutions, Installation and Field Services.

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



Mobile Solutions Factory and Test Truck

One of Kontrolmatik's factories, 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.

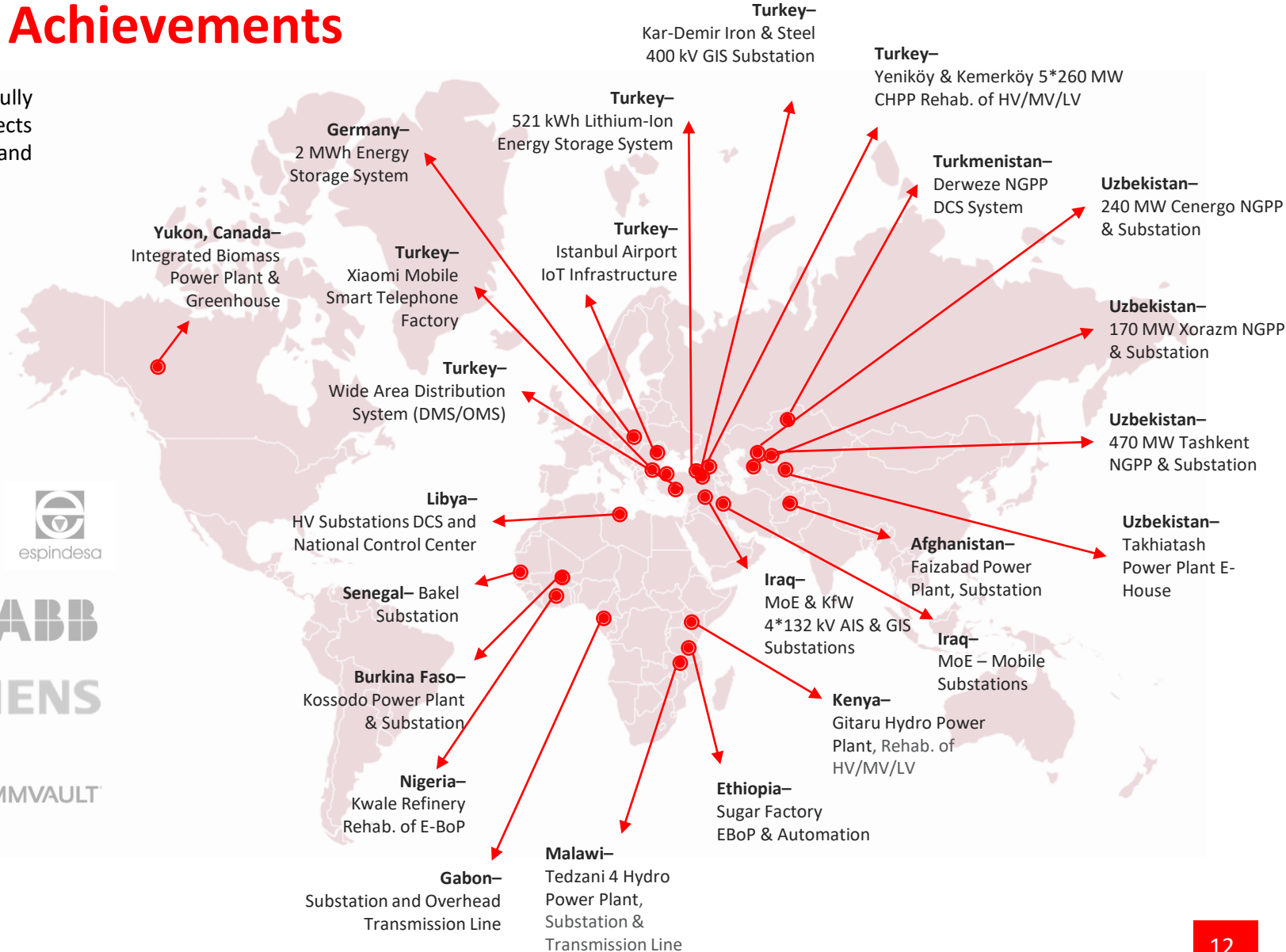
Having certified its employees in GIS and cable products belonging to many international manufacturers, Kontrolmatik provides testing and commissioning services to its customers in three continents as well as Turkey.



Some Global Achievements

Kontrolmatik has successfully completed more than 300 projects in 28 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, making money from the main activities, investing in innovative technologies, preparing the world for a sustainable, carbon-free and green future.

When looking at the history of the Company, it's obvious that Kontrolmatik prepared itself for the future of the world with its penetrations and innovations. Every step of the Company prepared them to become a technology provider from an engineering Company.

Cash Generation

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

Large 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

Brand Independent

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 and 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 28 challenging geographies.

Global management power as 2/3rds of its projects are 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 85% foreign currency income, ~40% TL based costs & TL-denominated debt profile

Who controls technology,
controls the future



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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.

The investment began in 2021 and is planned for completion in Q1-2023 with its first phase of 350 MWh capacity. Within 4 years, all three phases will be complete, with a capacity of up to 1.500 MWh.

Progresiva

Progresiva Energy Investment, a 100% 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.

Progresiva has an energy supply license with a 250 MW / 1.000 MWh capacity for its Energy storage facility in Istanbul, Turkey.

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

Factory-built based on zero waste principles. It has a roof solar power plant, waste heat recovery plant, rain collection and re-use systems. This factory will produce sustainable and green solutions with sustainable and green processes.



Highlights of the Lithium-Ion Battery Cell Factory

- Located in Ankara, Turkey and established on a 97.450m² area.
- «Zero-waste» factory with a sustainable infrastructure
- Green technology; Lithium Iron Phosphate
- The 1st phase will be launched by Q1/2023 with a capacity of 350 MWh
- After 1st phase, the total capacity will reach up to 1.5 GWh within 4 years
- The 1st phase will provide 250 jobs, for a total of 600 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 1.5 GWh when complete.

With this investment realized in Ankara Polatlı, which will contribute to the reduction of foreign dependency, a total capacity of 1,500 megawatt-hours will be reached in 3 phases, the first phase of which will be 350 megawatt-hours. With the opening of the first phase of the factory, it is planned to provide more than 250 jobs, while additional employment of 600 people is targeted with the launch of the other phases.

Pomega Energy Storage Technologies Inc. will respond to the increasing intense demand of the industry by producing lithium iron phosphate (LiFePO₄) battery cells, modules and energy storage systems. These products are the best solutions for power plants, national grids, factories, household applications and areas that require high power.

The first phase of the investment has already begun with the acquisition of a factory in Polatlı Organized Industrial Zone in Ankara with a 97.450 sqm area. The construction work began at the end of 2021 with the first 350 MWh capacity planned to be fully operational by Q1 2023.



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.

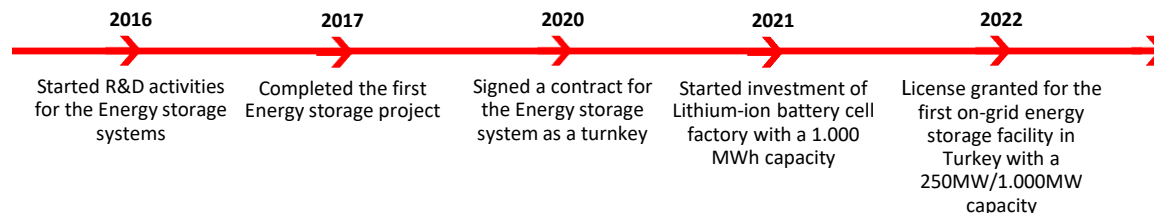
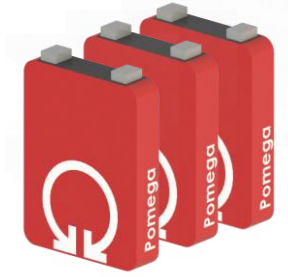
EV Transformation Technologies are intended to provide B2B turnkey solutions to heavy electrical vehicles such as trucks and busses. Lastly, Bidirectional Inverter Solutions are products that can be used for all energy storage systems.

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.

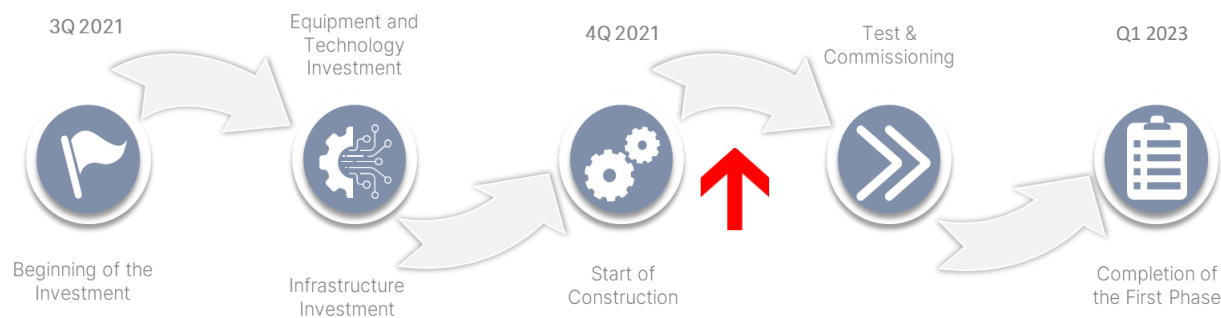
Thanks to Kontrolmatik's market experience, it was easy to penetrate the Energy storage market with its current customers and partnerships. Since its penetration, the Company has been realizing solid works.





The Future's Green Technologies

Total investment in Phase1 including initial working capital and contingency expenses is 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; 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 financial analysis, following the 350 MWh capacity initiation of Phase 1 in Q1 2023, annual sales are expected to reach USD57m, with a corresponding EBITDA of USD17m in 2023 (EBITDA Margin: 30,2%).

As a result of the financing process, a total loan of USD45m for a tenor of 10 years has been secured for the initial 350 MWh Phase 1 of the project. The current loan structure has a debt/equity ratio of 75/25, and the equity in the amount of USD15m will be fully supported and injected by Kontrolmatik as a 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 100% 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.

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





Controlix IoT Solution Provider

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



Highlights of the Future of the World

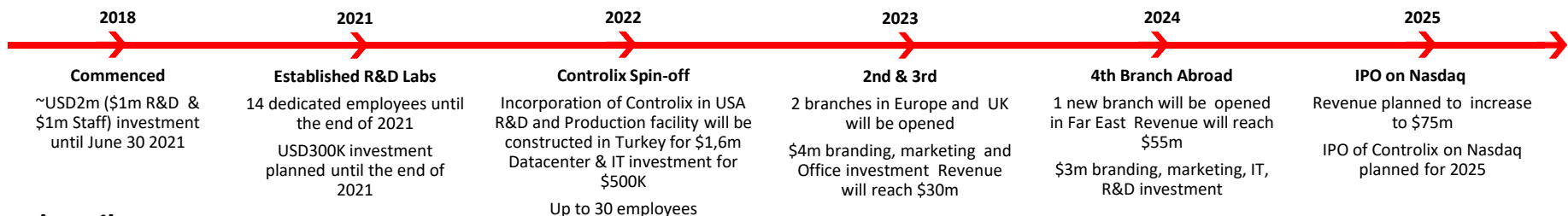
- More than 25 sensors and own cloud software,
- Strong market knowledge for industrial facilities, power plants, transportation and smart cities,
- Serving current customers and sectors.



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

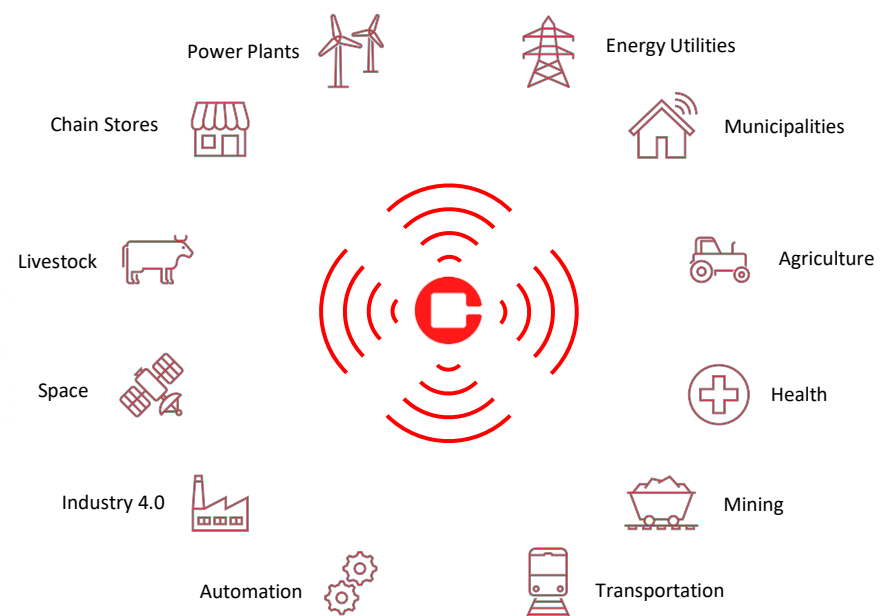


Controlix offers the opportunity to securely monitor, analyze, store, visualize and manage the data we collect from the modules we developed in the field or from all devices that provide data, from every point. Industry Standard IoT connection protocols are supported, which allows us to collect data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





Plan-S Space and Satellite

An agreement to send 3 test satellites into orbit with Space X Falcon 9 Rockets was signed on November 4, 2021. The first private initiative in Turkey.



Highlights

- Extensive knowledge on communication and IoT business
- Ready to establish a ground network with Controlix sensors and software
- A strong organization with experienced and educated employees
- Ready to launch its first satellites in 2022



Plan-S Space and Satellite, a 25% subsidiary of Kontrolmatik, is Turkey's largest private initiative in satellite and space technologies. We design and build small satellites for low-earth orbit, geostationary satellites. It offers our customers an end-to-end Satellite as a Service solution. Since the satellite business is perceived as more risky, Plan-S is not 100% owned, however, the majority of the shares belong to Sami Aslanhan.

Plan-S will operate in the Bilkent Cyberpark in the first quarter of 2022 in the R&D building with a closed area of 4,500 m2 and a capacity of 300 people - 60 of which will be on the R&D team. In addition, a production and integration facility of 1,500 square meters will become operational.

With the project, which will be realized for the first time in Turkey, the satellites will create a broadcast network in Turkey and the surrounding region, process the sensor data collected from various sectors and send them to earth. The Company, which will send one satellite in the third quarter and two in the fourth quarter of 2022, aims to reach a total of 30 satellites within three years.

Q3/2022**Connecta Test1 Satellite**

IoT Communication Tests

Testing of developed hardware in the space environment

Communication tests with the ground station

For sending 3 test satellites into orbit with Space X Falcon 9 Rockets was signed in '21

Q4/2022**Connecta Test2 Satellite**

Imaging with high-and low-resolution cameras

Evaluation of images with image processing

Testing of developed hardware in the space environment

Q4/2023**Connecta Test1 Satellite**

A large number of IoT satellites cover Turkey and its immediate surroundings

Narrowband IoT communication

Direct communication between satellites

Ground observation competence

Imaging with high-resolution cameras



Kontrolmatik R&D Center

Since 2016, the R&D center has been focusing on energy storage solutions, IoT, collaborative robot arm 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. With an aim to develop efficient, reliable and economical products and services that will reduce Turkey's dependence on foreign sources and meet the needs of stakeholders in the global market, in all energy systems sub-headings covering the fields of electricity 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 Robotic Arm (CRA)

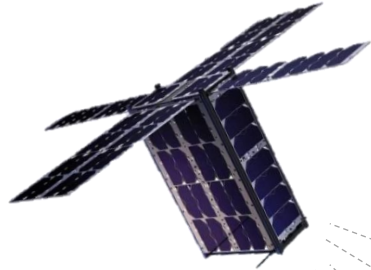
Today, the industry 4.0 process, fed by digital transformation and advanced production techniques, shapes the function and job descriptions of the new generation of industrial robots that will work in smart factories.

Collaborative robot arms 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.

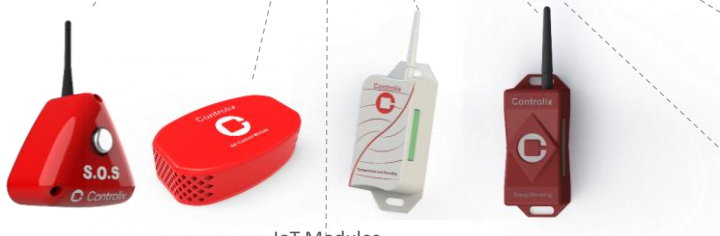
One of the main fields of activity of Kontrolmatik in the field of R&D is robotic systems. In this context, the Company continues to work on the development of collaborative robots. The developed collaborative industrial robots will play an important role in the flexible production system by working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



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



Communication Satellite



IoT Modules



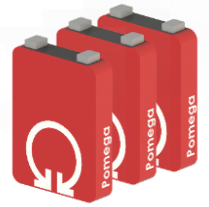
Mobile Sustation



Energy Storage System



Mobile Hybrid Power Generation Unit



Li-Ion Battery Cell



Li-Ion Module



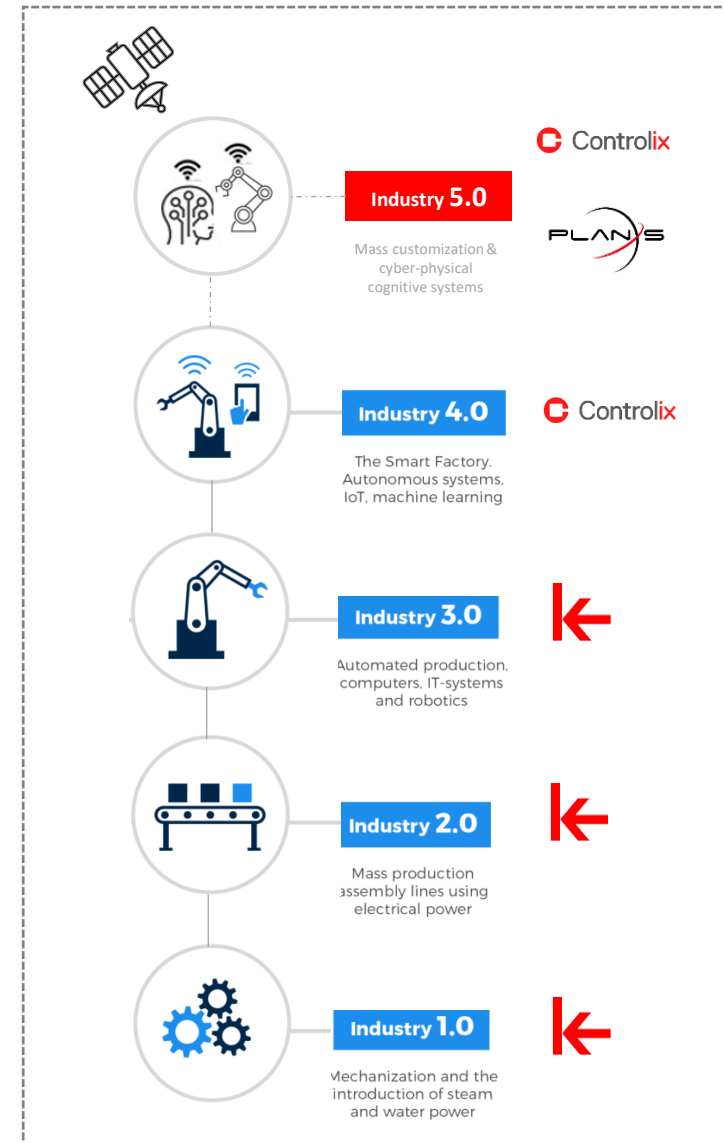
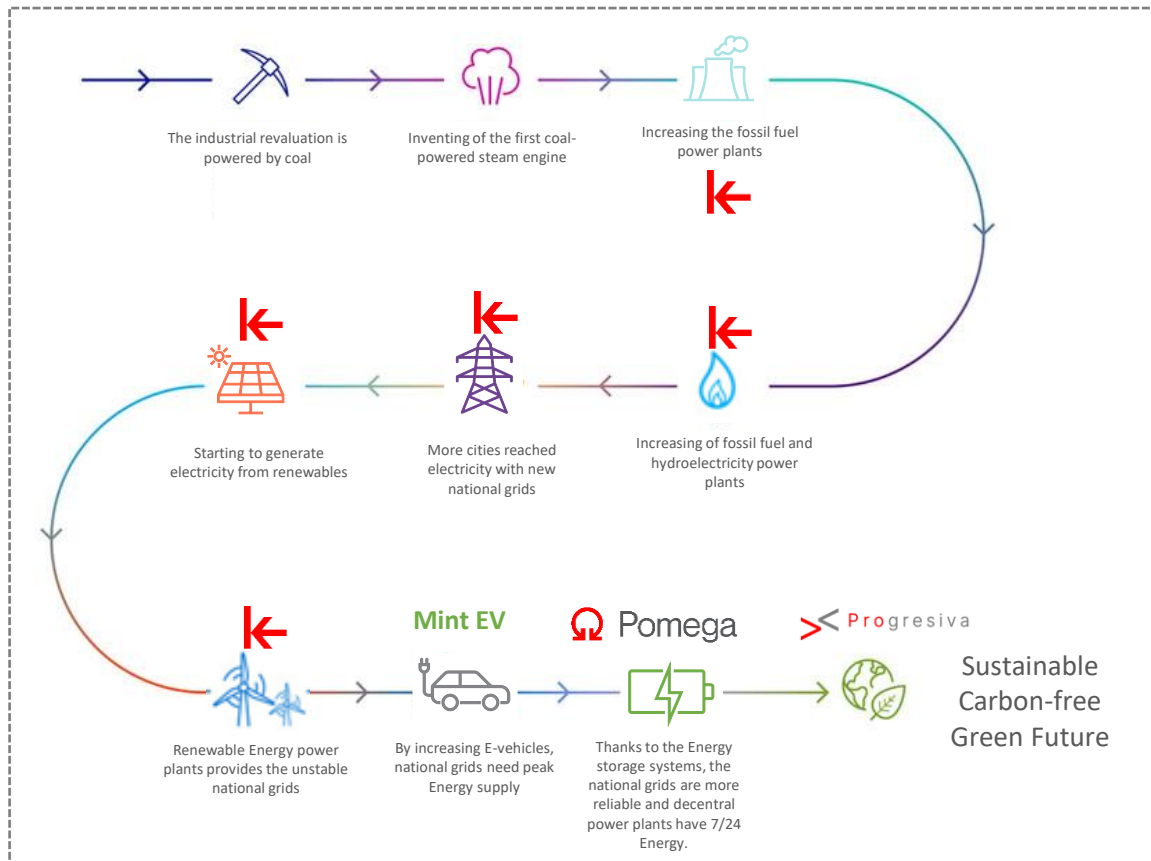
Li-Ion Rack Cabinets



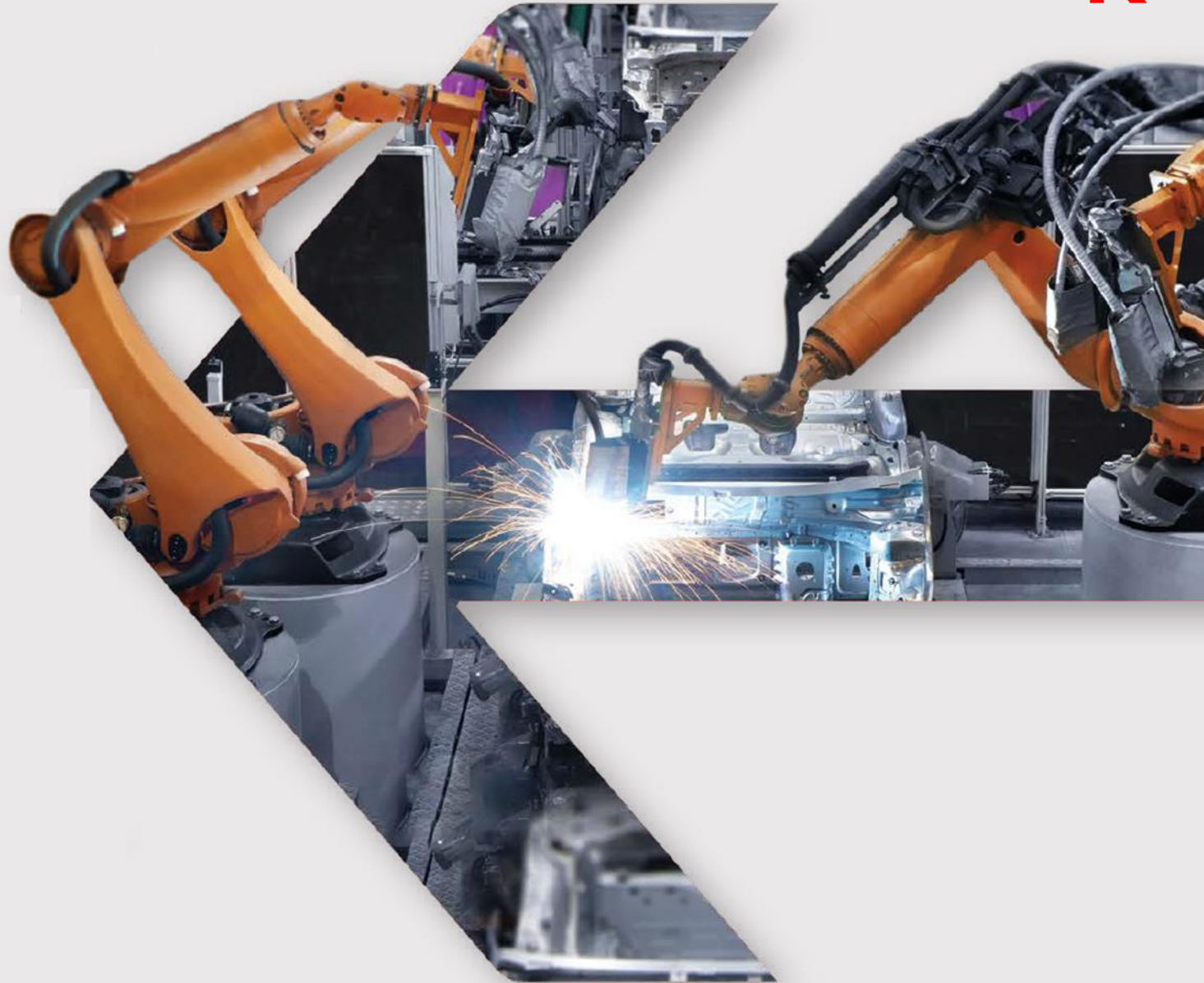


Horizontal & Vertical Integration

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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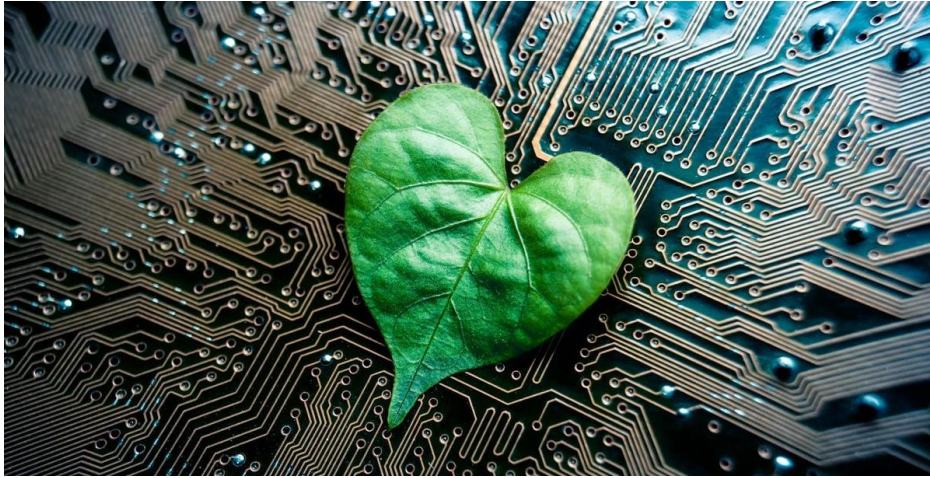
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Sustainability

Kontrolmatik Sustainability approach depends on the four Ps Approach:



Productivity

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

We feel responsible to embrace a 360° sustainability approach where we do, and with whom we do business together.

We are committed to being trustworthy and transparent to all our customers and partners, by demonstrating all our operations and activities and putting effort to enhance our products and services with globally recognized certifications, analyses, systems, which have tangible sustainable metrics.

We hold ISO 9001:2015, ISO 14001:2018, ISO 45001:2018, ISO/IEC 27001:2017; 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.

Our innovation agenda is fully aimed at developing & implementing sustainable and trustworthy technology solutions like enabling the use of renewable resources (floating solar power plants, mobile substations), environmental monitoring (Controlix), which improve resource efficiency and drastically reduce the environmental impact of our customers and partners in every step along with their business activities. We always act with the awareness of our responsibilities towards the ecosystem and the biodiversity of our planet.

Our new LifePO4 facility will fulfil all these commitments by various implementations, by:

- providing 40% of its electricity demand from solar panels installed on the roof;
- harvesting roof-top rainwater and using it as potable water;
- recovering process heat;
- implementing a circular waste management system by recycling as much of our current waste streams as possible;
- driving always low emission target;
- supporting our country's target to achieve a net zero-carbon emission by 2053 through sustainable implementations, including the transition to renewable energy sources, and
- holding LEED platinum certificate.



Sustainability



People

KONTROLMATIK respects human rights, diversity & fair working conditions.

We have a constant commitment that our products are produced under safe, fair, diversified, legal and humane working conditions, including fair wage & compensation arrangements, meeting applicable national law in both our fully owned factories & offices, and also for our employees working at sites located in different parts of the world.

Training of our employees has always been a key element of our business success. We provide internal and external courses for professionals & employees, encourage and support them to conduct necessary related professional training.

We considerably contribute to increasing the welfare of society and quality of living by providing employment for the community in the area where we operate, at our facilities and research centers.

Our current mobile solutions factory in Ankara produces MV-HV Mobile Substations, E- Houses (Electrical Houses) and Mobile Hybrid Power Generation Units. These mobile energy houses provide electricity to people living in difficult geographies and regions, increasing their quality of living standards and wellbeing.

For our new LiFePO4 battery facility, we foresee hiring 250 employees for the first phase from the local community around the facility and reaching over 600 employees for the second and third phases.



Partnerships

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

We will be a member of UNGC Turkey by 2022 and play an active role through working groups to fulfil its environmental and social commitments.

We embrace a circular waste management approach and look for collaboration with prominent specialized companies on reuse & recycle projects of LiFePO4 batteries and for the rest of our wastes.

We are a member of SDK (Circular Economy Platform) Turkey and TAP (Turkey Battery Manufacturers and Importers Association).

We have already negotiated with our suppliers and contractors to fulfil the requisites of our new facility to fulfil the LEED certificate at the platinum level.

We already seek opportunities and negotiate with international organizations & platforms, working groups and prominent NGOs on how to improve the welfare of societies, protect ecosystems and biodiversity health.

We are dedicated to extending our sustainable brand values to all our partners, customers, stakeholders, and consumers, via our transparent, sustainable and effective communications at all media channels, where we do business and where our brand physically or virtually takes place.



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 \(un.org\)](#)

Kontrolmatik already promotes and contributes to 9 targets of Sustainable Development Goals 2030 set out by the UN, directly or indirectly by its products, responsible and accountable business activities and turnkey services:

- fostering innovation in the technology industry (9)
- promoting the health of ecosystems underwater (16, 12,14)
- promoting the health of ecosystems on land (12,15)
- promoting climate mitigation through production facilities (12, 13)
- hiring workers regardless of gender and supporting women employees (5)
- improving well-being of workers and the surrounding communities (3)
- improving the quality of living standards of people in areas lack of electricity (7,11)
- providing sustainable solutions for its customer and partners, which ultimately help clean the surrounding streams, water sources, oceans and ecosystems (6, 12, 13,14,15)

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Attractive Financial Figures

M TL	12M'19	12M'20	12M'21	YoY Δ
Revenue	186,6	201,1	611,8	204%
Gross Profit	39,4	47,6	165,4	248%
EBIT	24,1	31,6	168,6	433%
EBITDA*	25,8	36,5	175,5	380%
Net Income	27,7	24,0	130,7	445%
Gross Margin	21,1%	23,7%	27,0%	3,4%
EBIT Margin	12,9%	15,7%	27,6%	11,8%
EBITDA Margin	13,8%	18,2%	28,7%	10,5%
Net Income Margin	14,8%	11,9%	21,4%	9,4%

*Other income/expenses are included in the EBITDA calculation

M TL	31.12.2019	31.12.2020	31.12.2021	YoY Δ
Cash and Cash Equivalents	21,3	52,1	77,1	48%
Total Assets	176,0	320,1	940,4	194%
Current Assets	141,2	281,0	778,9	177%
Fixed Assets	34,8	39,1	161,5	314%
Total Liabilities	133,6	186,3	654,0	251%
Short-Term Liabilities	124,5	174,8	579,9	232%
Long-Term Liabilities	9,1	11,5	74,1	544%
Equity	42,5	133,8	286,6	114%
Net Debt (Cash)	8,6	-0,9	171,2	n.a.

Solid Growth

- The growth momentum in gross profit, EBITDA and net profit in 9M21 continued in 4Q21.
- In line with the increasing volume of operations, the need for working capital increased and the net cash position of 0.9 M TL at the end of 2020 turned into net debt of 171,2 mTL in 4Q21.
- Equity reached 286,6 M TL in 4Q21.

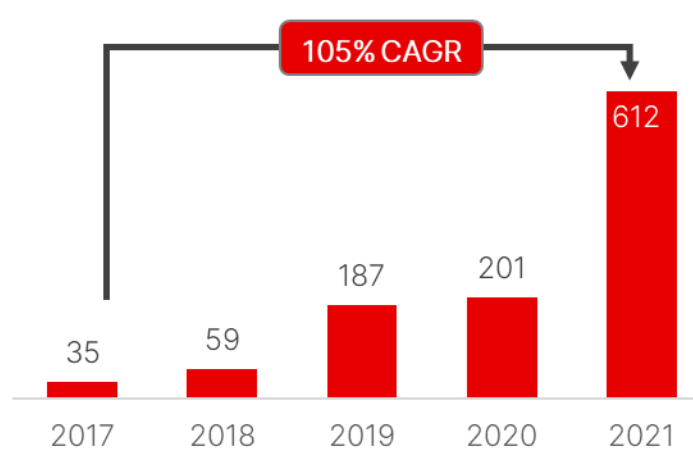


Attractive Financial Figures

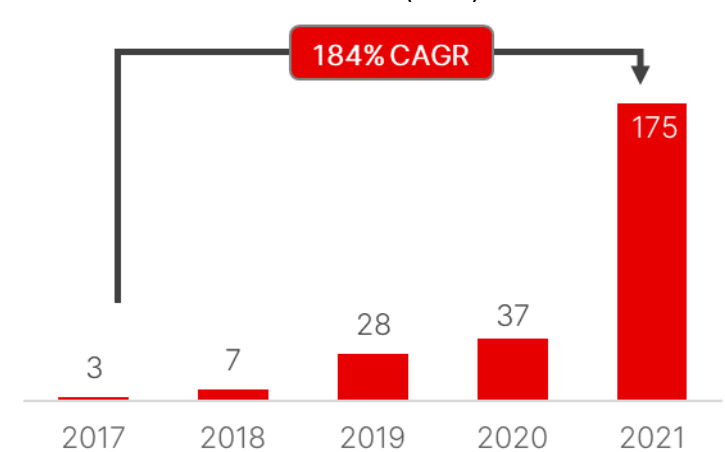
Keys to Growth

- Between 2017-2021 turnover consists of System Integration segment only. Pomega, Controlix, Plan-S, Robotic arms will contribute to financials starting 2022.
- 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 like Siemens don't want to take the country risk. We take their place because we have experience and good relations in those countries.

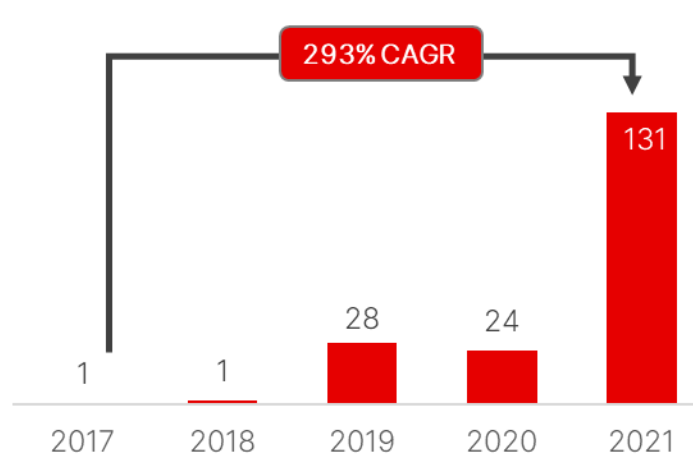
Revenue (TL M)



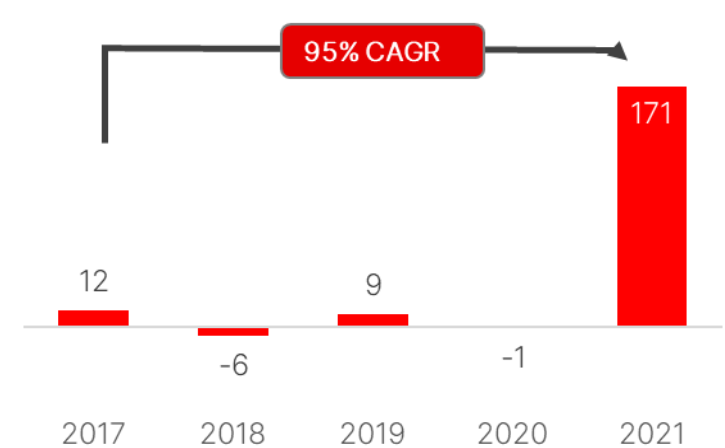
EBITDA (TL M)



Net Income (TL M)



Net Debt (Cash) (TL M)

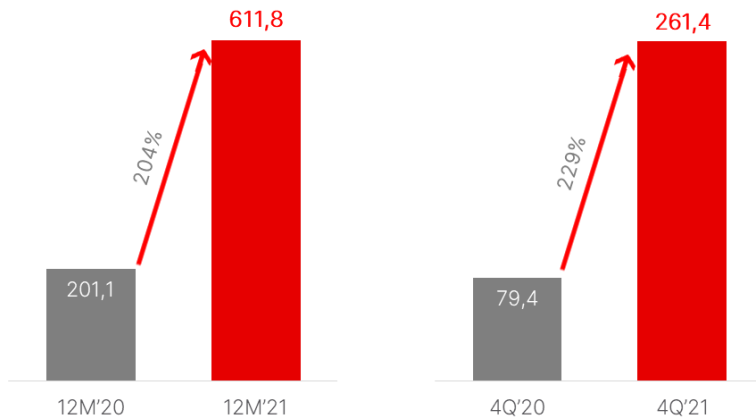




Sustainable Growth

229% Revenue Increase in 4Q21

Top-Line – 12 Months (M TL)

Top-Line – 4th Quarter (M TL)

204% Growth in 12M21

- Pandemic Base Effect
- Increase in Project Sizes Thanks to Ability to Undertake Larger Projects
- More than 85% Foreign Currency Income
- Rise in Exchange Rates
- Focus on Profitable Projects
- Increase in Project Completions
- Reputation Increase
- Contribution of R&D Projects to Income

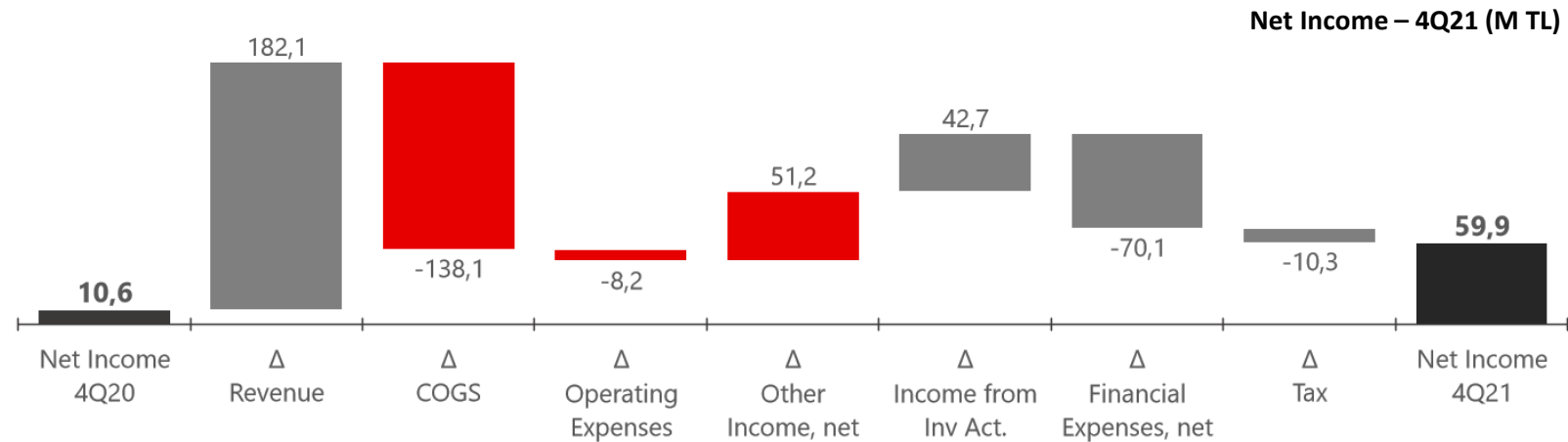
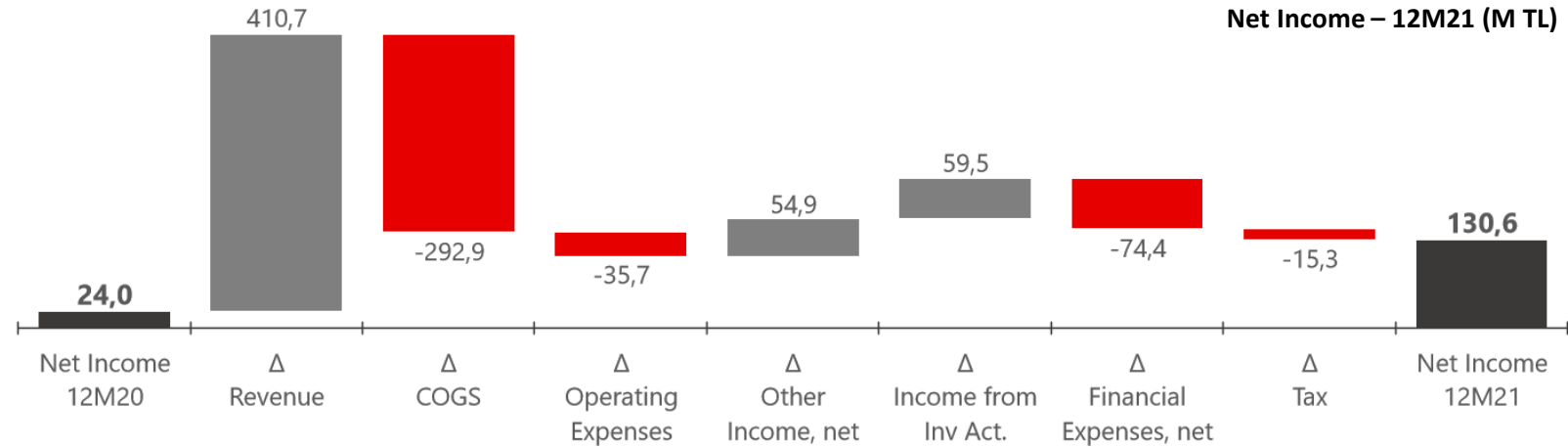
High EBITDA & Net Profit Growth in 4Q21



Gross Profit, EBITDA, Net Income Margin



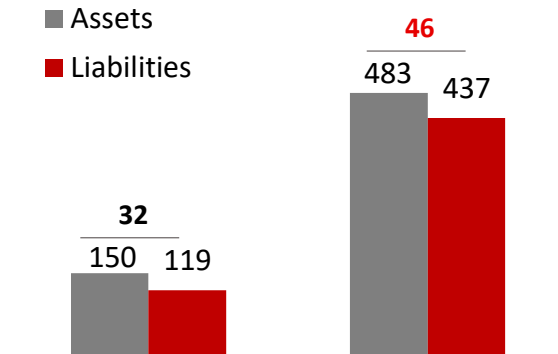
Revenue Growth Reflected on Net Profit in 4Q21





Debt Profile & FX Position

FX Position as of 4Q'21 (TL mn)

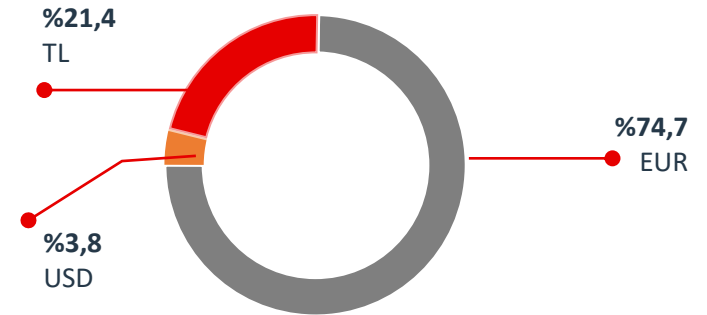


As of 2021;

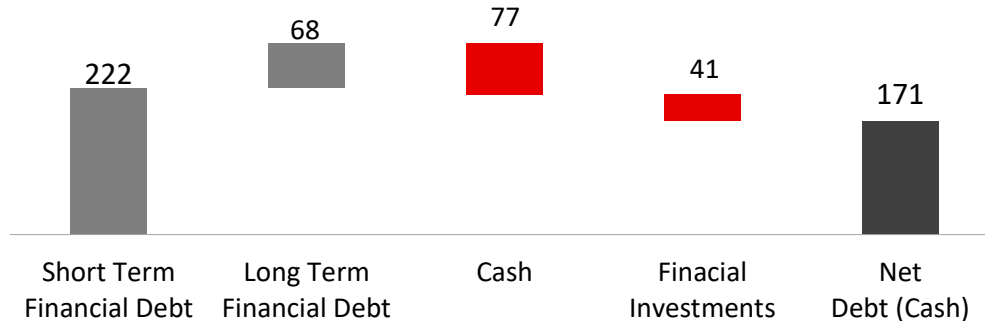
TL46 M Long Position

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

Currency Breakdown

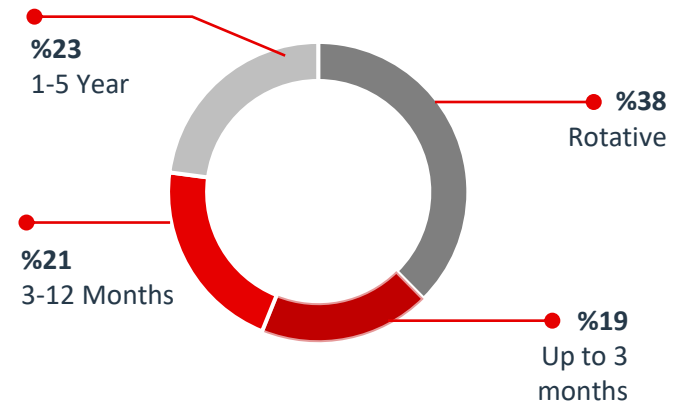


Debt Profile as of 4Q'21 (TL mn)



171 M TL Net Debt
1,0x Net Debt/EBITDA

Maturity of Financial Debt





Financial Ratios Indicate Efficiency of Investments

- Low Financial Leverage Ratios
 - Net Debt/EBITDA of 1,0x well below the risk zone
 - Additional borrowing capacity provided by low leverage
 - Increase in annual profit margins in 2021
 - Positive Economic Value Added (EVA)
 - 47,6% investment return (ROIC)
- * in 2021, is well above the alternative yield

Liquidity Ratios	2019/12	2020/12	2021/12
Current Ratio	1,13	1,61	1,34
Liquidity Ratio	1,06	1,27	1,11

Debt Ratios	2019/12	2020/12	2021/12
Total Debt/Total Assets	75,9%	58,2%	69,5%
Short-Term Fin. Debt/Equity	57,6%	36,8%	77,3%
Coverage Ratio	5,4	3,9	2,1
Net Debt/EBITDA	0,3	0,0	1,0
Short-Term Liabilities/Assets	70,8%	54,6%	61,7%
Long-Term Liabilities/Assets	5,1%	3,6%	7,9%
Equity/Assets	24,1%	41,8%	30,5%
Total Liabilities/Equity	315,0%	139,3%	228,4%
Financial Debt/Total Liabilities	22,4%	30,1%	44,2%

Profitability Ratios	2019/12	2020/12	2021/12
Gross Margin	21,1%	23,7%	27,0%
EBIT Margin	12,9%	15,7%	27,6%
EBITDA Margin	13,8%	18,2%	28,3%
Net Margin	14,8%	11,9%	21,3%
ROE**	100,5%	27,2%	62,1%
Financial Exp./Net Sales	2,6%	4,6%	13,7%

Investment Ratios	2019/12	2020/12	2021/12
Investment/Depreciation	572,0%	75,9%	2659,3%
Investment/Net Sales	5,1%	0,7%	19,8%
EVA-TL	21.874.773	13.292.333	84.173.101
ROIC *	-133,4%	37,7%	47,6%
CRR	-7,7%	33,4%	46,3%

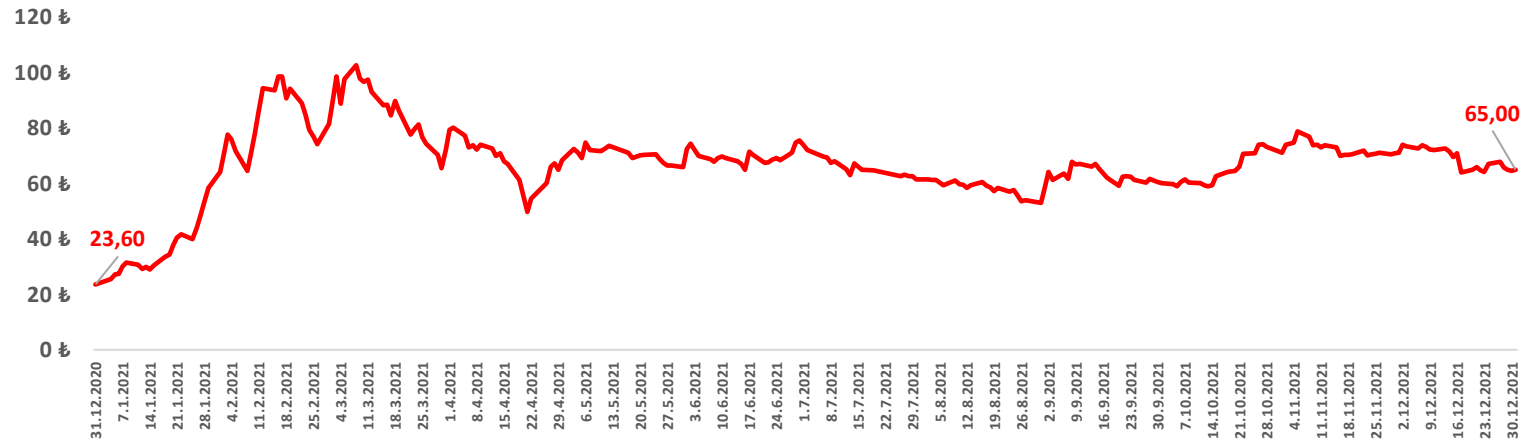
*In 2019, ROIC was calculated as negative due to excess Working Capital.

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



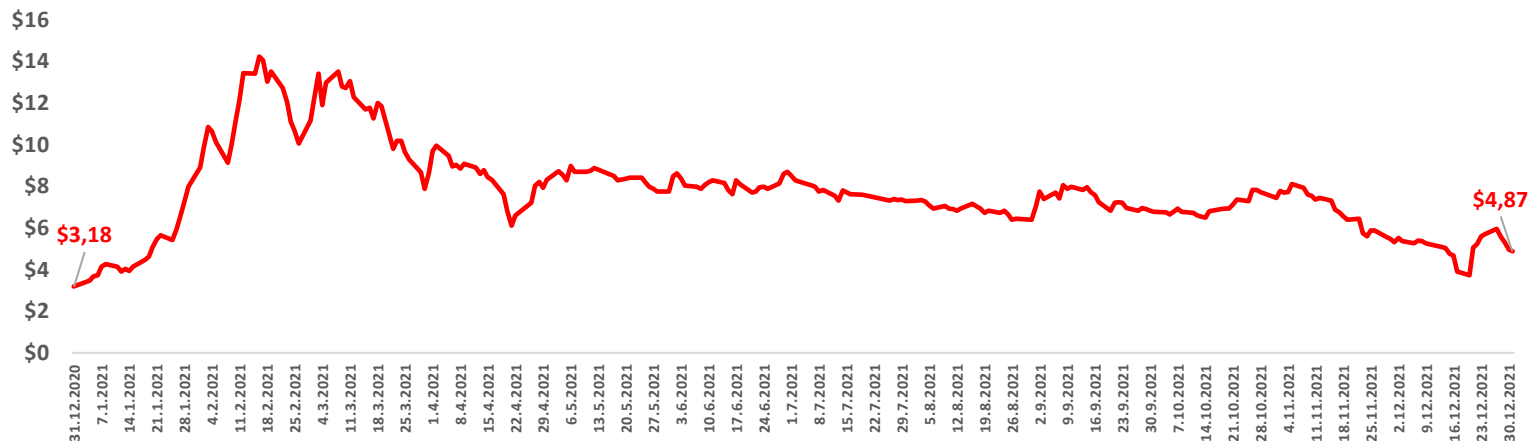
Share Performance Above the Market

KONTR/TL, 31.12.2020-31.12.2021



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

KONTR/USD, 31.12.2020-31.12.2021



INTERNET OF THINGS IS THE FUTURE OF THE WORLD



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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

Kontrolmatik...

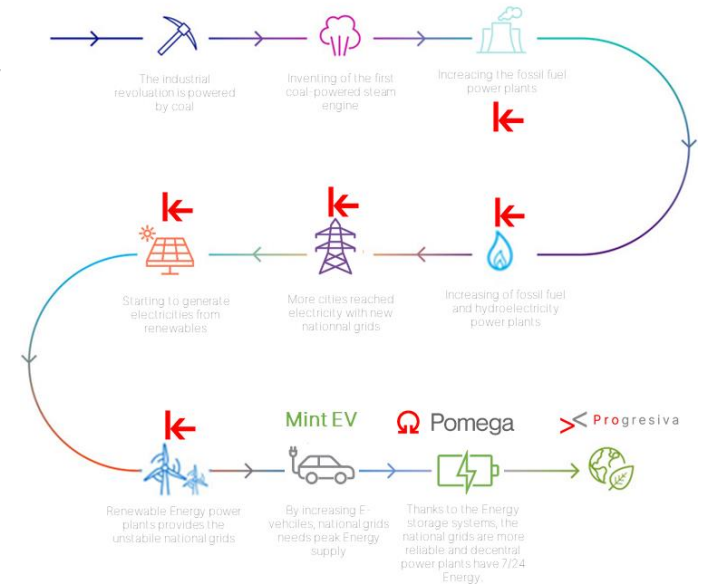
- has been in the Energy business since its establishment as a System Integrator
- providing engineering, procurement, construction solutions for the Energy sector
- deep understanding of energy needs and current infrastructure in 28 countries
- develops and builds sustainable projects for a reduction 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...

- is awarded with new ESS contracts
- 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. This is the aim of the Company.



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...

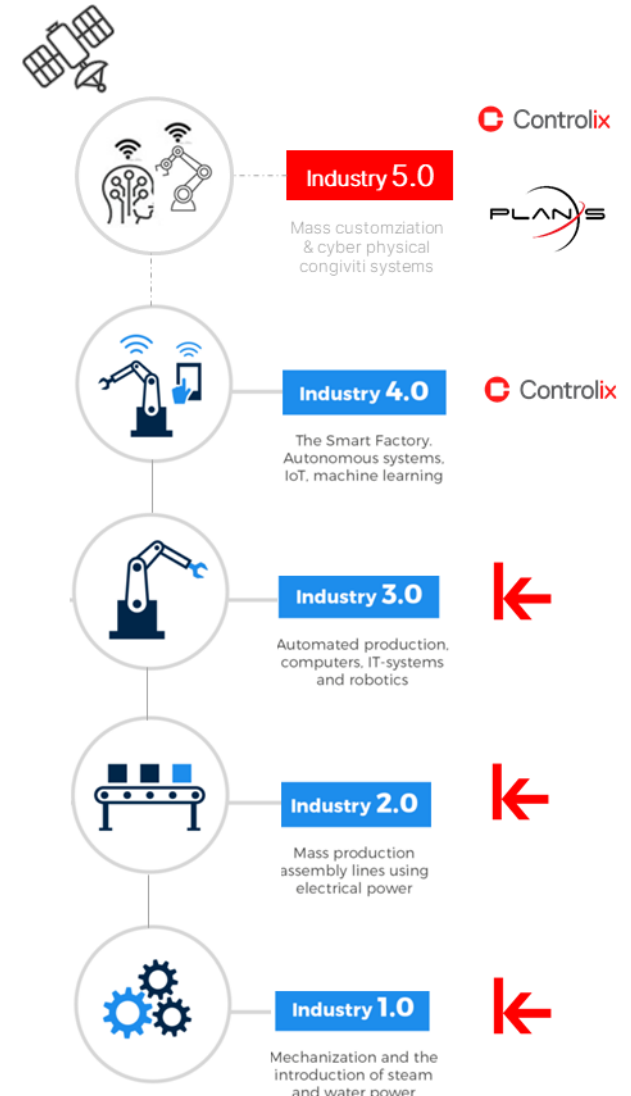
- established in 2008 as an automation and engineering Company
- has been providing tailor-made and/or turnkey solutions for industry since its establishment
- knows very well the market players and market's needs
- started to provide solutions for IoT projects in 2016
- realized that with Industry 4.0, conventional automation solutions are not enough, and the future of automation is the Internet of Things
- 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...

- completed many IoT projects under Controllix,
- signed a contract for sending its own satellites to orbit under Plan-S
- 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 qualified and relatively cheap labor in Turkey making investments in IoT, automation, Li-Ion battery, energy storage, electric vehicles 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: ~1,5 Billion TL (91% FX Based)
- Projects Under Signature: ~0,8 Billion TL

Currency Position

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

Ongoing Projects

Backlog size of 1,5 billion TL and contracts under signature is ~0,8 billion TL

Low Provisions

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

Know-How Pool

Qualified staff – 60% engineer staff of organization

Diversification

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

Kontrolmatik Technologies



Pomega



Progresiva



Controlix



Tax Advantage

Business model 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 28 countries.



Targets for System Integration & IoT Business

Kontrolmatik 2022-2026 Strategy		2022	2023	2024	2025	2026
System Integration	Revenue, m\$	126,8 \$	161,6 \$	181,7 \$	202,4 \$	231,1 \$
	YoY Change	83,7%	27,5%	12,4%	11,4%	14,2%
	EBITDA, m\$	32,2 \$	41,5 \$	43,3 \$	46,5 \$	53,6 \$
	YoY Change	62,8%	28,7%	4,4%	7,5%	15,2%
	EBITDA Margin	25,4%	25,7%	23,8%	23,0%	23,2%
	CAPEX, m\$	7,0 \$	4,8 \$	5,5 \$	6,1 \$	6,9 \$

Kontrolmatik 2022-2026 Strategy		2022	2023	2024	2025	2026
IoT-Controlix	Revenue, m\$	8,0 \$	30,0 \$	55,0 \$	75,0 \$	90,0 \$
	YoY Change	841,2%	275,0%	83,3%	36,4%	20,0%
	EBITDA, m\$	2,4 \$	10,1 \$	18,7 \$	27,2 \$	35,4 \$
	YoY Change	1318,8%	316,7%	85,3%	45,7%	30,1%
	EBITDA Margin	30,2%	33,6%	33,9%	36,2%	39,3%
	CAPEX, m\$	2,4 \$	4,1 \$	3,2 \$	4,7 \$	4,7 \$



Targets for Pomega & Robotics Business

Kontrolmatik 2022-2026 Strategy		2022	2023	2024	2025	2026
Battery-Pomega	Net Production Capacity, MWh		350	750	1.150	1.500
	Revenue, m\$	0,0 \$	57,9 \$	115,1 \$	170,1 \$	210,6 \$
	YoY Change			98,9%	47,8%	23,8%
	EBITDA, m\$	0,0 \$	17,0 \$	32,7 \$	47,8 \$	58,0 \$
	YoY Change			91,8%	46,1%	21,4%
	EBITDA Margin		29,4%	28,4%	28,1%	27,5%
	CAPEX, m\$	57,7 \$	49,0 \$	37,0 \$	14,2 \$	2,5 \$

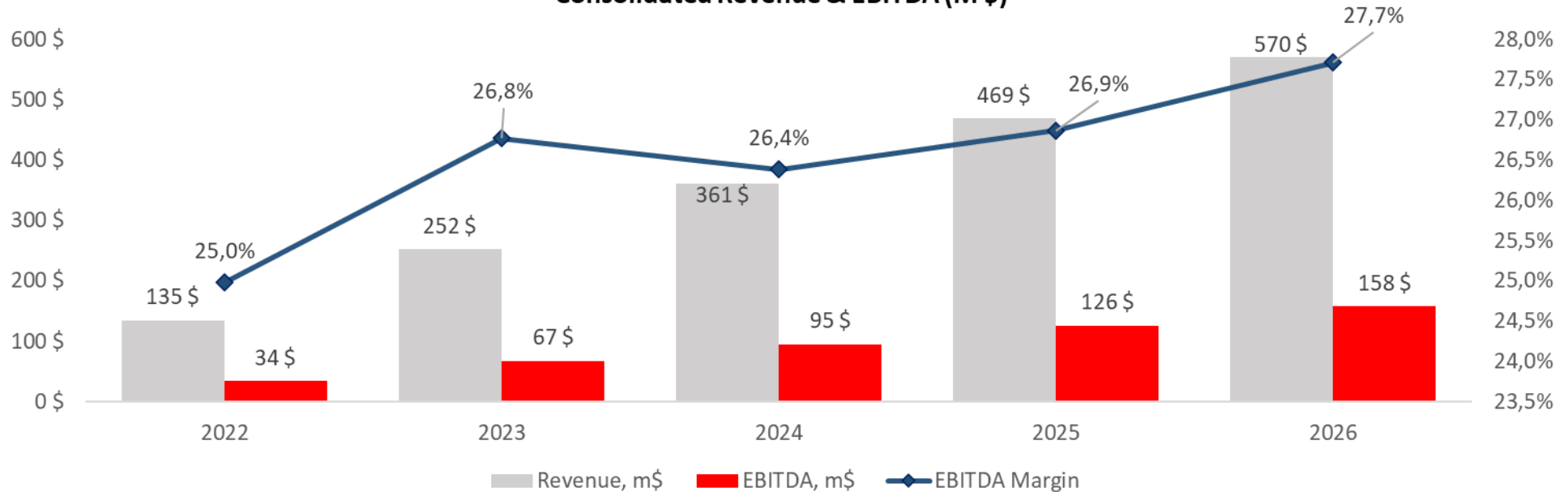
Kontrolmatik 2022-2026 Strategy		2022	2023	2024	2025	2026
Robotics	Revenue, m\$	0,0 \$	2,4 \$	9,6 \$	21,6 \$	38,4 \$
	YoY Change			300,0%	125,0%	77,8%
	EBITDA, m\$	-1,0 \$	-1,2 \$	0,7 \$	4,5 \$	11,0 \$
	YoY Change				537,6%	141,5%
	EBITDA Margin			7,4%	21,0%	28,6%
	CAPEX, m\$	1,7 \$	3,0 \$	2,2 \$	1,2 \$	1,2 \$



Consolidated Business Plan

Kontrolmatik 2022-2026 Strategy		2022	2023	2024	2025	2026
Consolidated	Revenue, m\$	134,8 \$	251,9 \$	361,4 \$	469,1 \$	570,1 \$
	YoY Change	92,9%	86,9%	43,5%	29,8%	21,5%
	EBITDA, m\$	33,7 \$	67,4 \$	95,4 \$	126,0 \$	158,0 \$
	YoY Change	70,3%	100,3%	41,4%	32,2%	25,3%
	EBITDA Margin	25,0%	26,8%	26,4%	26,9%	27,7%
	CAPEX, m\$	68,8 \$	60,9 \$	47,9 \$	26,1 \$	15,3 \$

Consolidated Revenue & EBITDA (M \$)





Addendum: Financial Figures in USD

USD M	12M'19	12M'20	12M'21	YoY Δ
Revenue	32,9	28,6	68,5	140%
Gross Profit	6,9	6,8	18,5	172%
EBIT	4,2	4,5	18,9	320%
EBITDA*	4,5	5,2	19,7	279%
Net Income	4,9	3,4	14,6	329%
Gross Margin	21,1%	23,7%	27,0%	
EBIT Margin	12,9%	15,7%	27,6%	
EBITDA Margin	13,8%	18,2%	28,7%	
Net Income Margin	14,8%	11,9%	21,4%	

*Other income/expenses are included in the EBITDA calculation

USD M	31.12.2019	31.12.2020	31.12.2021	YoY Δ
Cash and Cash Equivalents	3,6	7,0	5,8	-17%
Total Assets	29,6	43,1	70,4	63%
Current Assets	23,7	37,8	58,3	54%
Fixed Assets	5,8	5,3	12,1	128%
Total Liabilities	22,5	25,1	49,0	95%
Short-Term Liabilities	20,9	23,5	43,4	85%
Long-Term Liabilities	1,5	1,5	5,6	273%
Equity	7,1	18,0	21,5	19%
Net Debt (Cash)	1,4	-0,1	12,8	n.a.

Notes:

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

Year	Average TL/USD	Year-End TL/USD
2021	8,93	13,35
2020	7,02	7,43
2019	5,68	5,95

Kontrolmatik Technologies



controlling of technology is
controlling of the future.