

Kontrolmatik
Technologies



Investor Update 3Q2024

November 2024



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Strong Growth Continues in 3Q24



Kontrolmatik continues to invest and expand its business into new markets, despite the challenges of inflation, high interest rates and geopolitical developments in the global market:

- ✓ Revenue reached \$154mn (63% YoY growth) driven by ongoing project progress
- ✓ Net income reached \$26mn, representing 17% of revenue.
- ✓ EBITDA reached \$33mn, representing 21 % of revenue, which is slightly lower compared to the past year.
- ✓ An investment of \$267 mn since 2021 in line with sustainable growth targets.

Calculation methodology of EBITDA:

Operating profit including other income and expenses plus amortisation&depreciation

Consolidated Financial Statements

Revenue 9M24

\$154mn
63% YoY

Investment as of 3Q24 since 2021

~\$267mn

Net Income 9M24

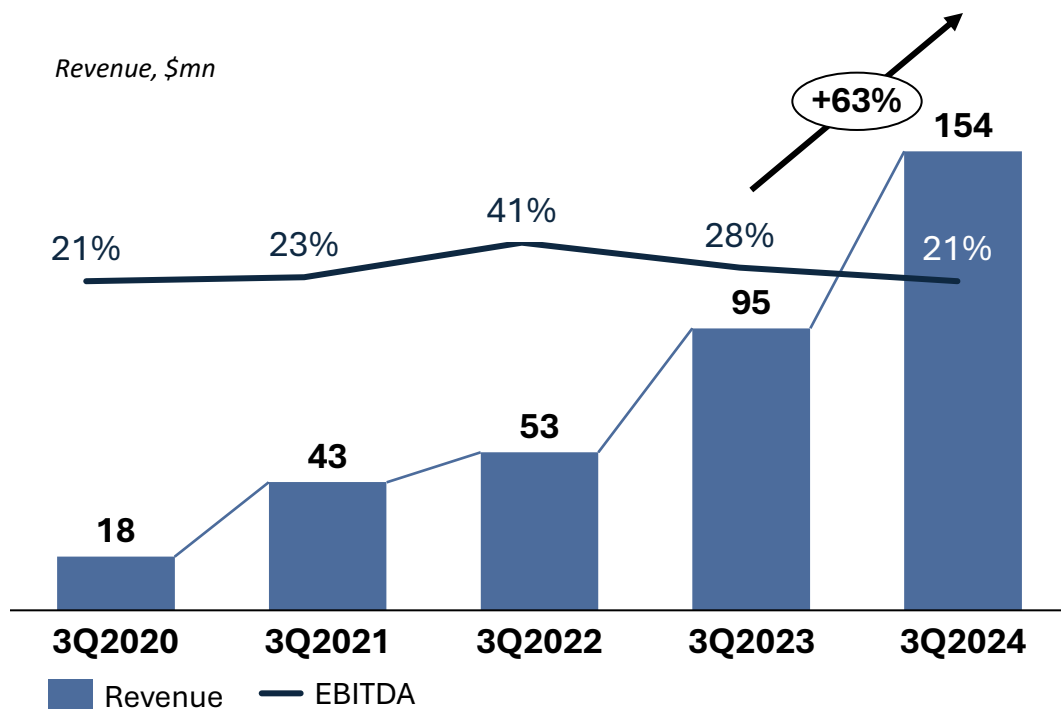
\$26mn
17% of Revenue

EBITDA 9M24

\$33mn
21% of Revenue

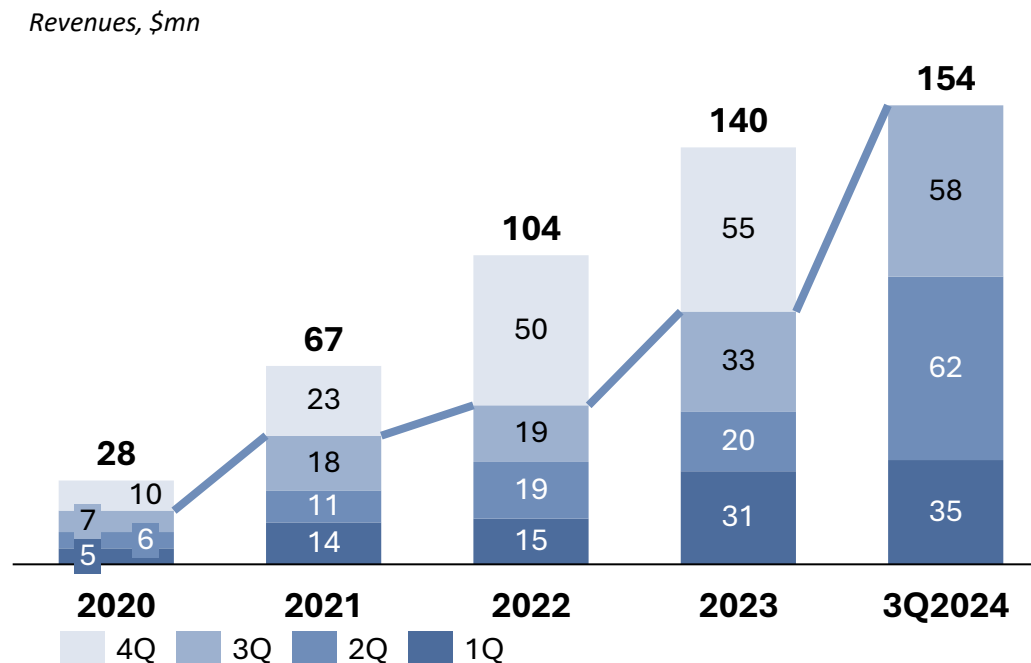
As significant growth achieved YoY

Remarkable Revenue Growth in 9M24...



- ✓ Revenue in 9M24 grew by 63% YoY compared to 9M23
- ✓ EBITDA target > At a 20% margin level

Quarterly performance indicates substantial revenue achievement possible in 2024



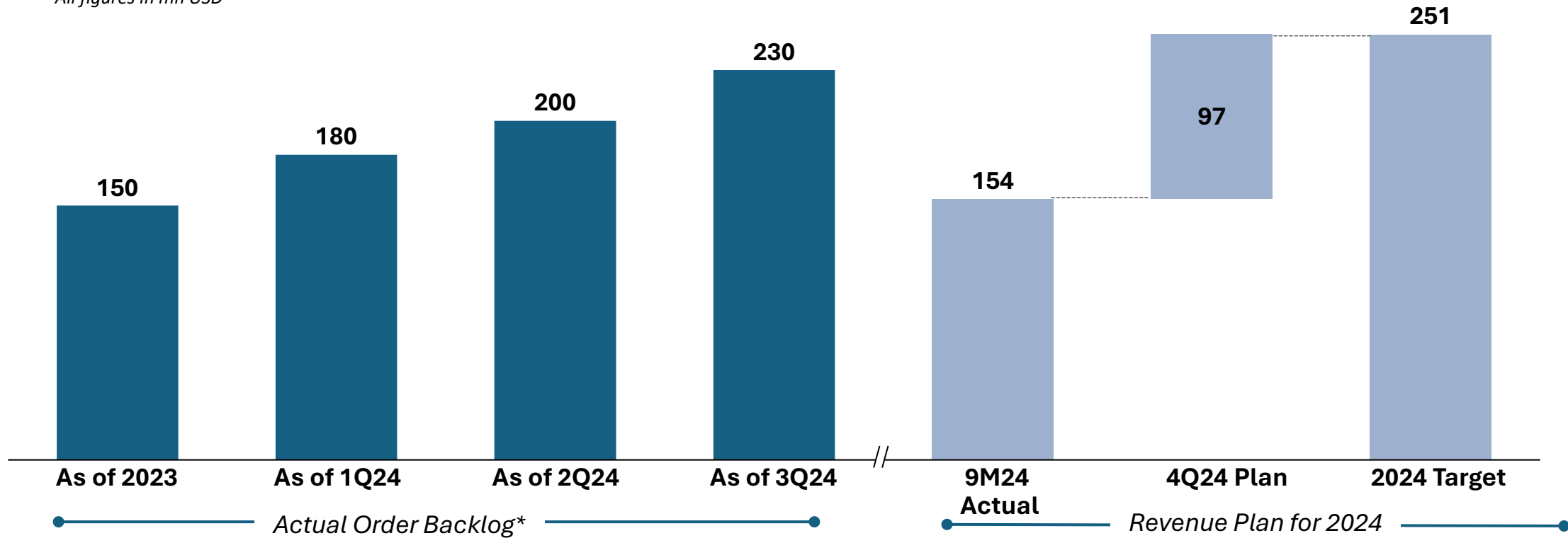
- ✓ Strong finish in 3Q24
- ✓ Seasonal increase in 4Q24 is expected

Revenue target for 2024: 251 mn\$



Strong revenue recognition for 9M24 achieved; more planned for 4Q24 to achieve the target

All figures in mn USD



** the remaining portion to be converted into revenue as projects progress*

Pomega Continues to Make Significant Progress



Recent Achievements in Turkey:

- ❑ We have completed the pre-production of our PBK and PBM products, and the sales of our existing products are ongoing.
- ❑ Our liquid-cooled Packline production line has been commissioned.
- ❑ Our pilot project with a 700 kWh + 600 kWh capacity, established for TEİAŞ, Turkish Electricity Transmission Corporation, has been commissioned.
- ❑ We have successfully completed 307 kWh and 142 kWh projects within the industrial customer segment.
- ❑ Our first exports have been made to the African and European markets.
- ❑ We have signed a collaboration agreement for Pomega products in Tiny House projects.

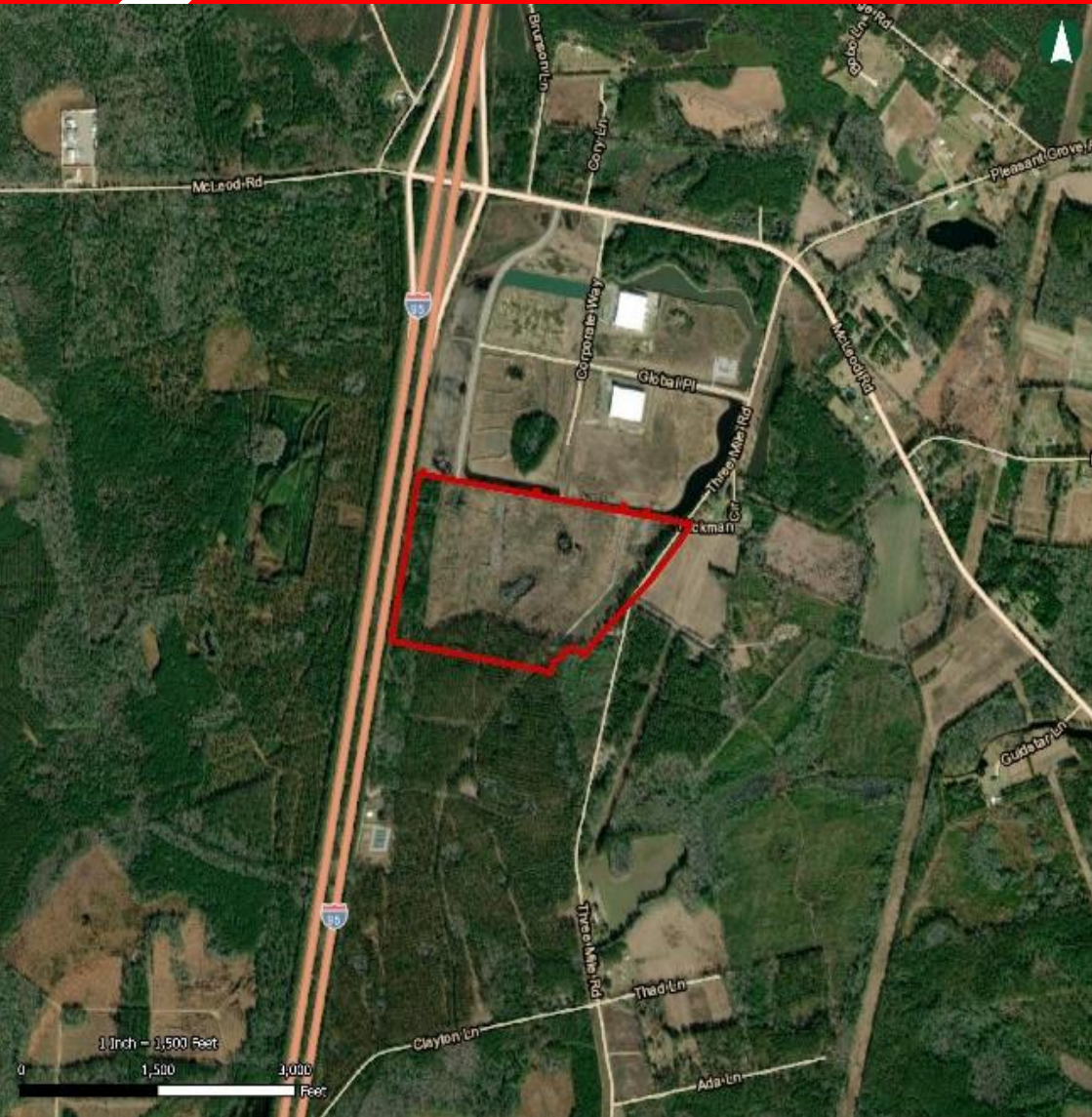
Recent Achievements in the USA:

- ❑ In October 2024, Pomega Energy Storage Technologies, Inc. acquired approximately 99-acres of land (with 39 acres as a grant) at the Colleton Industrial Campus in the state of South Carolina, USA.

Next Steps:

- ❑ It is planned to reach a total cell capacity of 3 GWh and a packaging capacity of 3 GWh by the beginning of 2025.
- ❑ The certification process is aimed to be completed by mid-2025.
- ❑ LPF Chemistry production and the third-phase capacity expansion is planned under the HIT-30 incentive program initiated by the government in 2025 and 2026.
- ❑ A recycling facility is planned to be established in Ankara in 2026 and 2027.
- ❑ The financial closing of the 3 GW factory in South Carolina is planned to be completed in 2025 and the construction is planned to be completed by mid-2026.

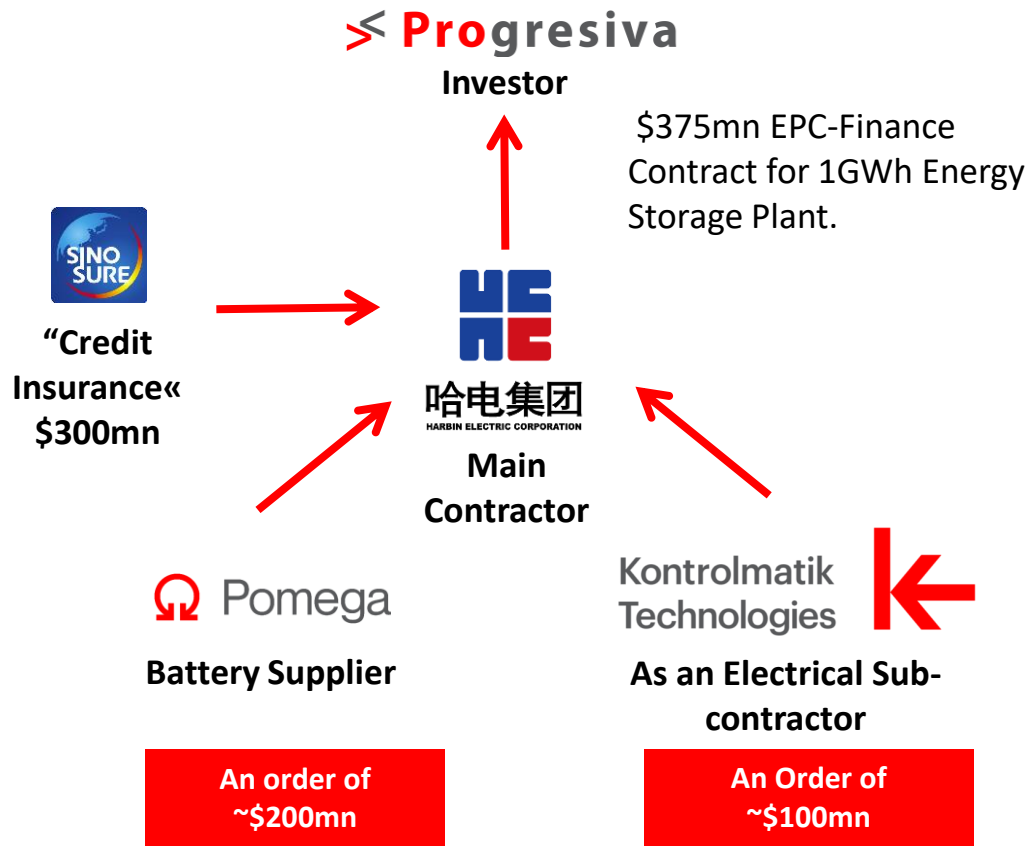
Information on the Land Purchased by Pomega USA in South Carolina



- ❑ Within this quarter Pomega Energy Storage Technologies, Inc. has successfully acquired a 99-acre parcel within the Colleton Industrial Campus in South Carolina, USA. This acquisition was made possible through state and local incentives aimed at bringing Pomega's operations to South Carolina, allowing the property to be purchased at a significant discount.
- ❑ Thanks to advantageous agreements with the local energy supplier, the facility provides instant access to 25MW of electric power at competitive prices. In the USA, securing a grid connection for a new facility typically takes around 18-24 months. Having a ready grid connection on this land is a significant advantage.
- ❑ Located just one hour from two of the largest seaports in the U.S., this site offers convenient access to key logistics and transportation networks, positioning Pomega for optimal operations and distribution.



Progresiva will create additional volume to core business



Progresiva is establishing the largest grid-scale energy storage project, setting a new benchmark in the energy sector in Türkiye. The project involves industry leaders: Harbin Electric Int. as the main contractor and financier via Sinosure, Pomega as the battery supplier, and Kontrolmatik as the electrical subcontractor.

Achievements:

- ❑ Pre-license for the Giga-Storage and Wind Park Project Granted (May 2023)
- ❑ TEİAŞ (Turkish Electricity Transmission Corporation) has granted the project a 250 MW grid connection power. (September 2023)
- ❑ Wind Measurement Stations were installed to help determine the most efficient placement of the turbines. (November 2023)
- ❑ Harbin Electric has signed the EPC + F Contract. (February 2024)
- ❑ Bird Observation Studies have been finalized (June 2024)
- ❑ Technical interaction permit obtained from the Ministry of Energy. (August 2024)

Challenges:

- ❑ Clarification on the regulatory framework is still anticipated

Next Steps:

- ❑ The Environmental Impact Assessment process is ongoing and expected to be finalized within 2024.
- ❑ Contract Signing of Phase II, Licence Application, Start of Construction in 2025.

...Other Investments Are Showing Progress



Company	KONTR Ownership	Updated Progress	Next Steps	Status
	25%	+ An important agreement has been made for the high-volume production of customized modules with Plan-S branding, complementing IoT services, for the IoT module. + Parallel to the growing team and increasing capacity needs, operations began in October 2024 in a 5-story building located in Hacettepe Technopolis. + Several PoCs (Proofs of Concept) related to IoT communications have been successfully carried out with national and international partners/customers.	• Ziraat Portföy has established a special Single Asset Investment Fund for Plan-S, aiming to raise up to \$40 million. • The IoT constellation is planned to be expanded to consist of 16 satellites by Q3 2025. • The goal is to reach a total of 26 operational satellites in orbit by the end of 2025. • The deployment of the next-generation Earth observation satellite is planned for 2025.	
	19.4%	+ Business plans are being implemented for growth. + Integration has been achieved with Kontrolmatik projects and the market. + The corporate identity work has been completed.	• The integration of new product families is planned to increase export sales. • Efforts are underway to establish the U.S. market organization and define the sales roadmap. • The approval process for products in Europe and South America is planned.	
	49%	+ The trademark registration process for JointPlaces has been completed. + The JointPlaces Standard Version has been completed and implemented for the ARDVENTURE office.	• Preparations are underway for the 2025 launch of JointPlaces Coworking in Turkey. • Planning is ongoing for the transition to the windesk.fm product in 6 contracted city hospitals. The migration program will be launched by 2025.	
	75%	+ Sales of the robotic automation line have started, and marketing processes are ongoing. + Phase one of the machinery investments has been completed. + Pre-series production efforts have begun. + New business relationships have begun to be established.	• Phase two of the machinery investment will begin. • Recently, testing of the ready prototypes has started, and progress is being made. • Mass production is planned to begin in Q4 2024. • Efforts are being made to establish new business relationships in different markets.	
	within KMT	+ The first application of the ControlPi product, a new addition to our product range, successfully integrated with Controlix sensors, has been deployed. + The new product development for the OEM manufacturing business model will be completed by the end of the year, and testing will begin thereafter. - Delays are occurring in mass production due to capital allocation constraints.	• Following the successful launch of the ControlPi product, R&D efforts will begin for the ControlX product, which is supported by Artificial Intelligence decision-making mechanisms. • Targeted to integration with the Plan-S satellites with Plan-S chipsets. • Planned to work with one of Turkey's leading meter companies on both sensor and satellite connection kits for their meters.	
	50.1%	+The test operations have been completed, processing 50,000 tons of ore, resulting in the production of 5,000 tons of lead and zinc concentrate and 70 tons of antimony ingots. +Ongoing activities include geological and geophysical surveys, reserve expansion, and both underground and surface drilling.	• Drilling activities have been planned for various mining sites in our portfolio. Geological surface studies for other licenses will continue as scheduled. • Various options for mass production will continue to be evaluated.	



As planned



There is a delay; more focus and capital allocation are required



WHO CONTROLS TECHNOLOGY, CONTROLS FUTURE