

Kontrolmatik  
Technologies



**1H2024 Investor Update**

August 2024



## Disclaimer

---

This presentation reflects the opinions of the Company management regarding future events, including future expectations, as well as the analysis of the information and financial statements about Kontrolmatik Teknoloji Enerji ve Mühendislik A.Ş (“Kontrolmatik” or the “Company”). Although it is believed that the information and analysis given are accurate and that the expectations are true, future results may deviate from the projections given here, depending on the change in the factors underlying the projections. The Company, its directors or employees or other relevant persons cannot be held responsible for any damages that may arise from the use of the information in this presentation. Except for the statements made in this presentation, all statements, including but not limited to, the launches of our new business, our operations, our financial position and our business strategies, may contain forward-looking statements. Although the Company believes that the expectations reflected in these forward-looking statements are currently reasonable, it cannot give any assurance that these expectations will be realized accurately. The Company does not accept any responsibility or liability for the accuracy or completeness of the information contained in this presentation or other written and oral information provided by its subsidiaries, board of directors, management, employees or agencies or other written and oral information given to related parties or consultants.

# Record Performance in 1H2024



*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 \$92mn (82% YoY growth) driven by ongoing project progress.
- ✓ Net income reached \$22mn, representing 24% of revenue.
- ✓ EBITDA reached \$22mn, representing 24 % of revenue, which is flat compared to the past year.
- ✓ An investment of \$249mn in last 3 years in line with sustainable growth targets.

*Calculation methodology of EBITDA:*

*Operating profit plus amortisation&depreciation*

## Consolidated Financial Statements

### Revenue 1H24

**\$92mn**  
82% YoY

### Investment as of 1H24 since 2021

**~\$249mn**

### Net Income 1H24

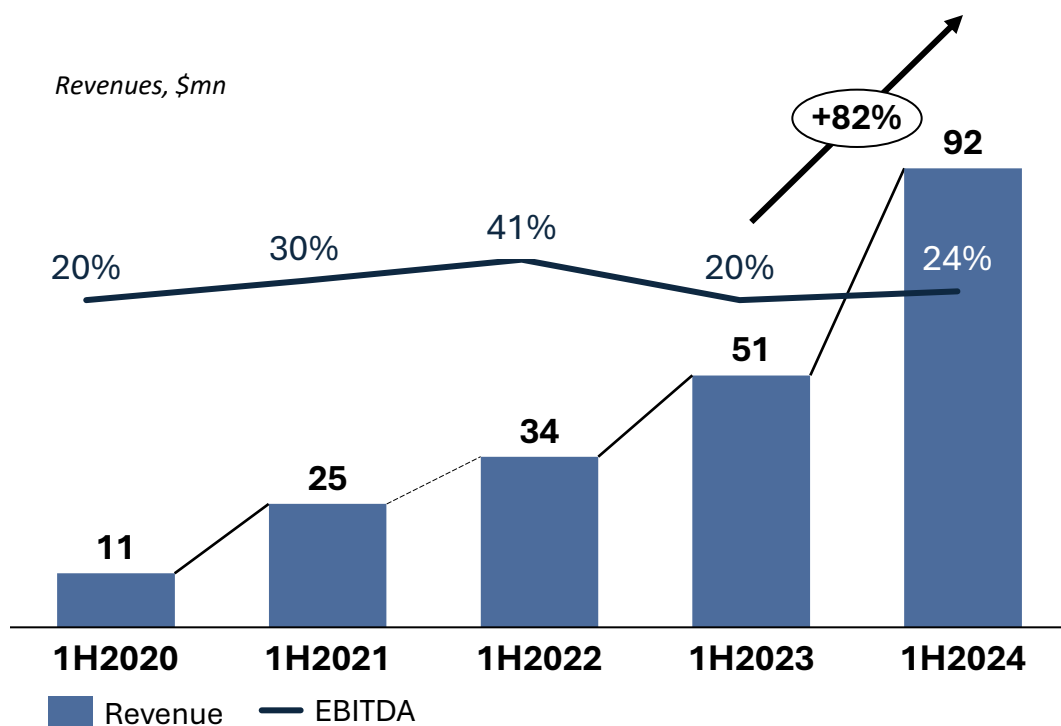
**\$22mn**  
24.5% of revenue

### EBITDA 1H24

**\$22mn**  
24.6% of revenue

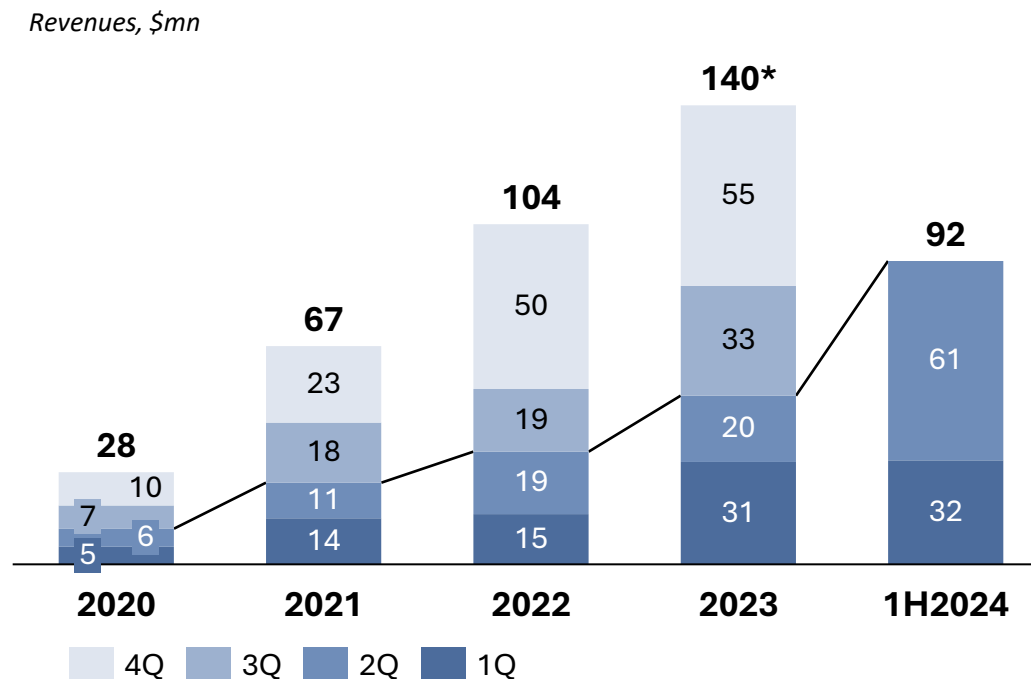
# As significant growth achieved YoY

## Remarkable revenue growth in 1H achieved...



- ✓ Revenue grew by 82% YoY from 1H2023
- ✓ Strong EBITDA level achieved with 24.5%

## Quarterly performance indicates substantial revenue achievement possible in 2024



- ✓ Strong finish in 1H
- ✓ Seasonal increase in 2H expected

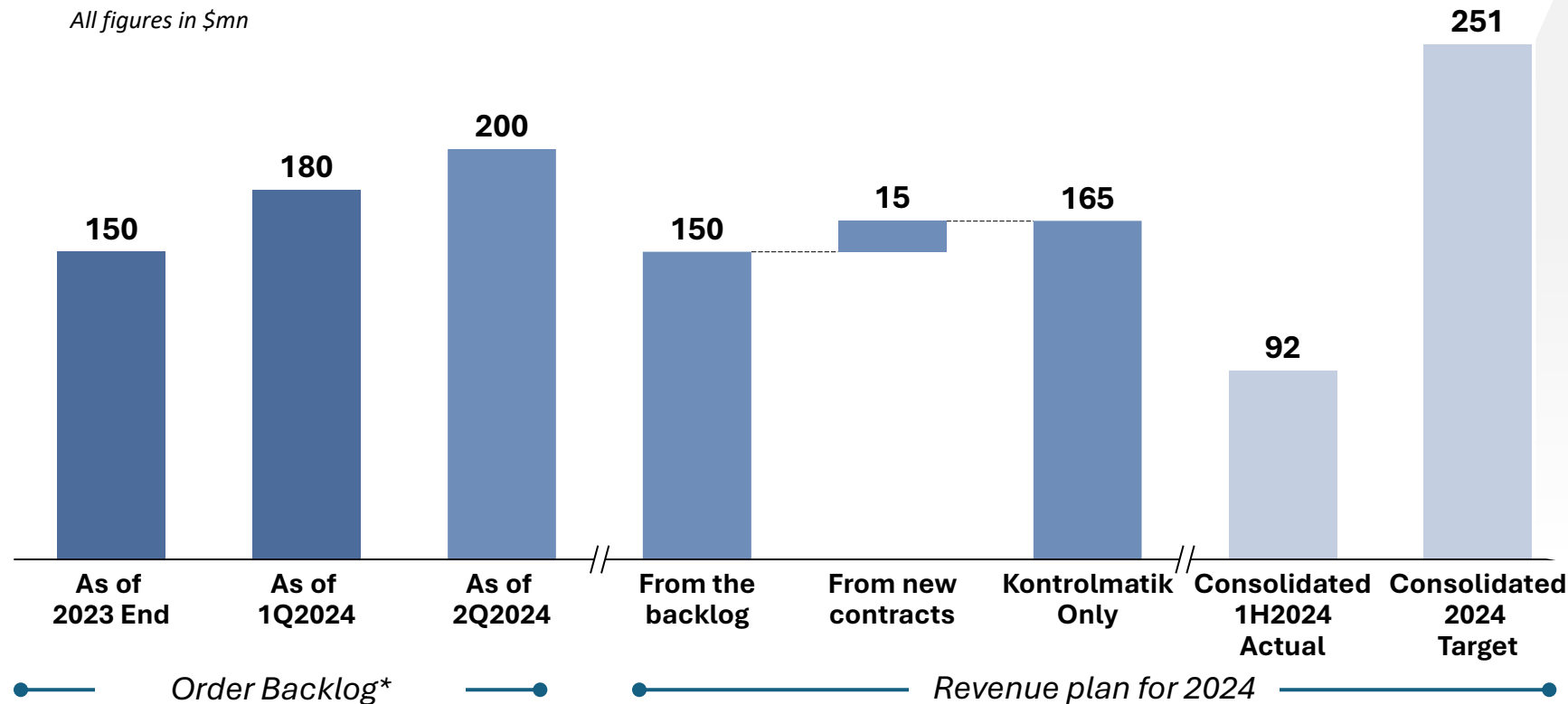
\* The financials for the year 2Q2023 have been adjusted to purchasing power of 2Q2024. Therefore, figures have been converted using the 2Q2024 exchange rate.

# Revenue target for 2024 is on track upside potentials and downside risks exist



## Strong revenue recognition for 1H achieved; more planned for 2H to achieve the target

All figures in \$mn



\* the remaining portion of contracts to be converted into revenue as projects progress (Order Backlog = Project contract value – invoiced portion)

### Upside potentials:

- ❑ Contract signature of a large scale system integration project in 3Q to support revenue recognition in 4Q + \$15mn
- ❑ Speeding-up project execution +\$5mn

### Downside risks:

- ❑ Delay in project execution associated with end customers' financial availability - \$20mn
- ❑ Unable to provide materials for manufacturing of Üçyıldız Mining -\$15mn
- ❑ Delay in energy storage project's materilization by end customer side due to unavalibility of finance and/or permits -\$15mn



Pomega started to generate revenues however still slightly lower than expected, but an important milestone achieved.



#### Achievements in Türkiye:

- ❑ Inaugurated a 500 MWh/year capacity in 2023 in Ankara, Türkiye.
- ❑ Obtained the majority of necessary certificates.
- ❑ Reached an advanced stage of contract negotiations for 1.5 GWh storage projects.

#### Achievements in the USA:

- ❑ Leased a 325,000-square-foot land in Colleton County, SC.
- ❑ Groundbreaking completed; site preparation is currently ongoing.

#### Challenges:

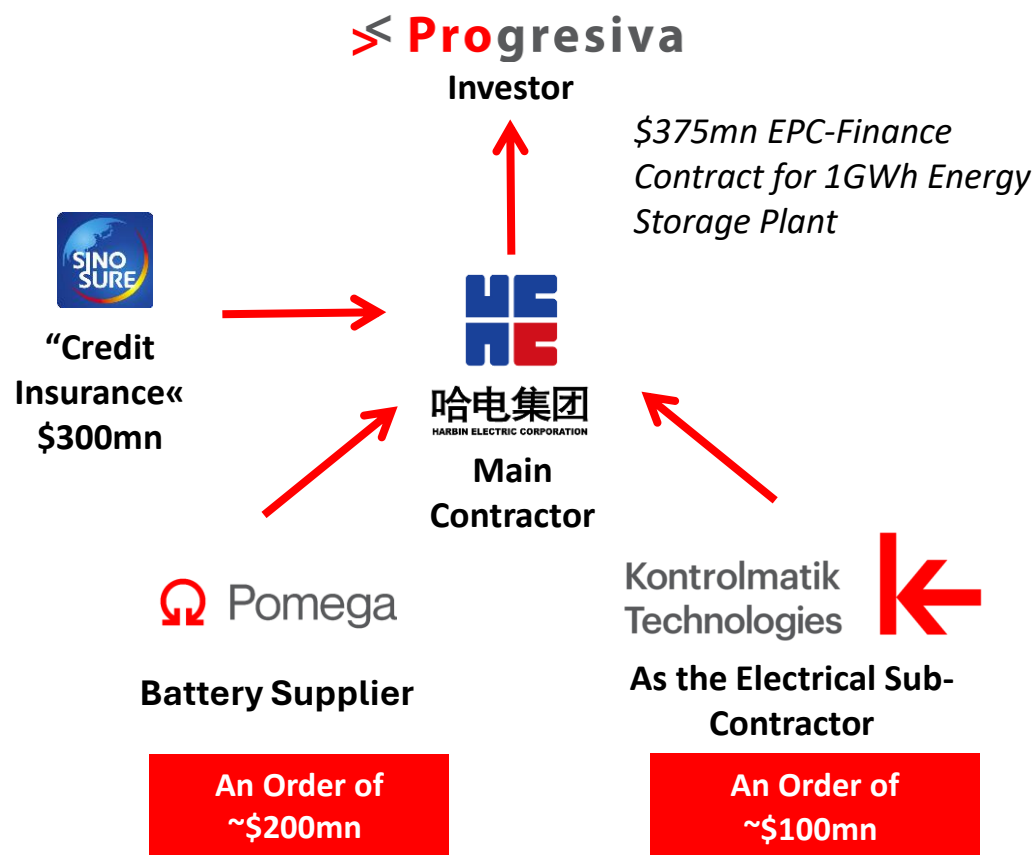
- ❑ Delays in sourcing materials and rising costs due to supply chain
- ❑ Employee turnover, which requires recruitment efforts and costly training
- ❑ Economic instability affecting financing and budgets

#### Next Steps:

- ❑ Inaugurate the second manufacturing phase of the Ankara plant with 2 GWh/year capacity in Q4 2024 and reach capacity of 2.5 GWh/year
- ❑ The certification process will continue till mid-2025
- ❑ Battery chemicals (LFP) and 3rd phase capacity expansion under the HIT-30 incentive program initiated by the Turkish Government in 2025, 2026; Recycling Facility to be established in 2026 and 2027 in Ankara.
- ❑ Completion of 3GW factory in South Carolina till mid-2026



## 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:

- ❑ 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)
- ❑ Pre-license for the Giga-Storage and Wind Park Project Granted (May 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 energy ministry. (August 2024)

### Challenges:

- ❑ Clarification on the regulatory framework is still anticipated.

### Next Steps:

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

# Meanwhile, other investments are showing progress

| Company                                                                             | KONTR Share | Current Progress Report from the Investor presentation in May 2024                                                                                                                                                                                                      | Next Steps                                                                                                                                                                                                                                                                                                                                             | Status                                                                                |
|-------------------------------------------------------------------------------------|-------------|-------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------|--------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------|---------------------------------------------------------------------------------------|
|     | 25%         | + In August 2024, 4 commercial Connecta IoT satellites were successfully launched, setting the stage for commercial IoT services to commence in 1Q2025.                                                                                                                 | <ul style="list-style-type: none"> <li>Ziraat Portföy has established a dedicated Single Asset Equity Fund for Plan-S, targeting a raise fund of up to \$40mn.</li> <li>Expand the number of satellites in the IoT constellation to 16 satellites by Q3 2025.</li> <li>Target to deploy new generation earth observation satellite in 2025.</li> </ul> |    |
|     | 19.4%       | + Business plan for growth to be implemented.<br>+ Incorporate into Kontrolmatik projects and market.                                                                                                                                                                   | <ul style="list-style-type: none"> <li>Integration of new product families to boost export sales.</li> <li>Establishing the U.S. market organization and defining the sales roadmap.</li> <li>Qualifying products in Europe and South America.</li> </ul>                                                                                              |    |
|     | 49%         | + Development of Soft Facility Management was completed on time<br>+ Sales activities of new solution platform were carried out as planned.                                                                                                                             | <ul style="list-style-type: none"> <li>The first product of the Windesk.fm IWMS platform, JointPlaces Coworking, will be launched as a cloud-based software solution in Turkey as the first step and internationally in 2025 - 2026.</li> </ul>                                                                                                        |    |
|     | 75%         | + Emphasis on boosting sales and ramping up marketing efforts<br>+ Machine Park installation is close to being completed<br>+ Prototypes for Delta Robot and three types of Grippers are ready.                                                                         | <ul style="list-style-type: none"> <li>The Automation Services contract was signed with an ISO 500 company.</li> <li>Recently, testing the ready prototypes was started and currently moving forward.</li> <li>Plan to start mass production in 4Q2024.</li> </ul>                                                                                     |    |
|   | within KMT  | + New products (ControlPi and ForkliX) initiated successfully<br>- Still working on OEM manufacturing business model concept<br>- Mass production experiencing delays due to capital allocation constraints                                                             | <ul style="list-style-type: none"> <li>Reference projects started with two ISO 500 companies, currently ongoing</li> <li>A 5-year service contract has been signed with Istanbul Grand Airport and project moving forward.</li> </ul>                                                                                                                  |  |
|  | 50.1%       | + Test runs were completed, processed 50,000 tons of ore, producing 5,000 tons of Pb, Zn concentrates, and 70 tons of Antimony ingots.<br>+ Ongoing activities include geological and geophysical surveys, reserve expansion, and both underground and surface drilling | <ul style="list-style-type: none"> <li>Drilling activities are planned for various mining sites in our portfolio. For other licenses, geological surface studies will continue as scheduled.</li> <li>Continue to evaluate several options for mass production.</li> </ul>                                                                             |  |



On track



Delayed, more dedication/capital allocation required





**WHO CONTROLS TECHNOLOGY,  
CONTROLS FUTURE**