



ATP 3rd Quarter and First 9 Months 2024 Results Presentation

November 8, 2024



Disclaimer

Entities in hyperinflationary economies, like ours, following International Accounting Standard 29 (IAS 29), must adjust financial statements to current price levels for reporting periods ending after December 31, 2023.

Our financial presentation includes specific metrics (Revenue, EBITDA, Net Income and Net Working Capital) not adjusted per IAS 29 and may not be fully compliant with IAS29 definitions. As such, these metrics should not be seen as standalone or substitutive for IAS 29-defined profit/loss or other profitability, liquidity, or performance indicators. It's important to note that our method of presenting these metrics may differ from similar measures presented by other entities, which might have their own definitions and calculation methods. We present these metrics with the belief that they offer valuable insights to investors, aiding in the assessment and understanding of our operational results as viewed by our management and board of directors.

This presentation contains information and analysis on financial statements as well as forward-looking statements that reflect ATP management's current views with respect to certain future events. Although it is believed that the information and analysis are correct and expectations reflected in these statements are reasonable, they may be affected by a variety of variables and changes in underlying assumptions that could cause actual results to differ materially. Neither ATP nor any of its managers or employees nor any other person shall have any liability whatsoever for any loss arising from the use of this presentation.





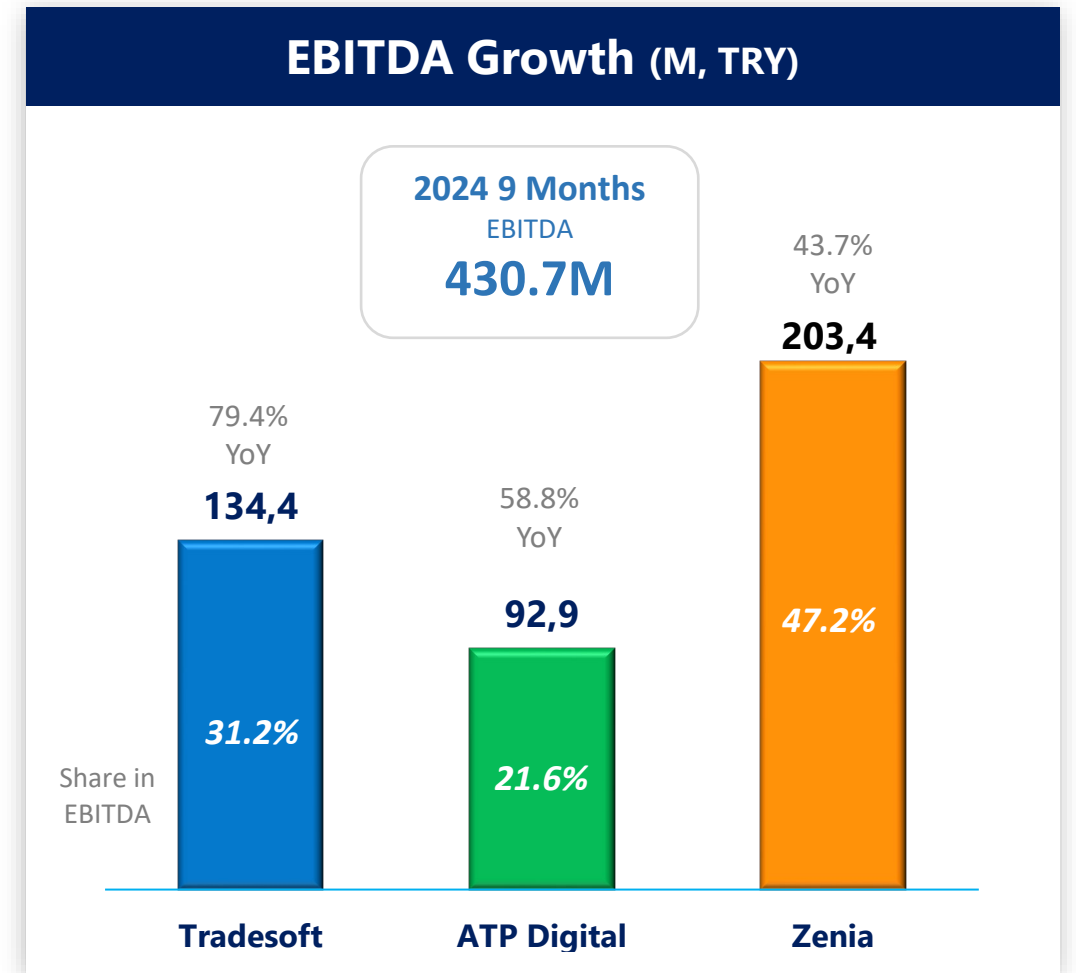
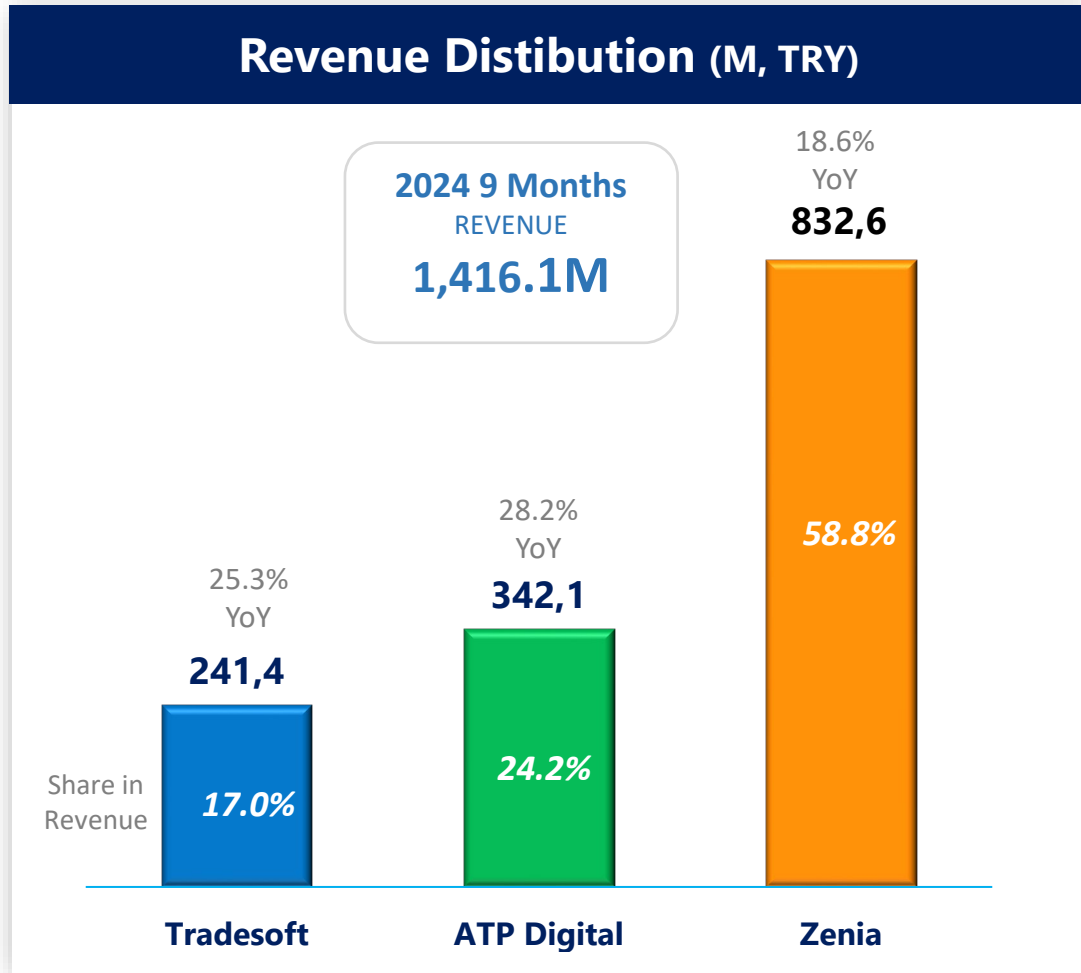
Business & Financial Update

3rd Quarter & 9 Months 2024 Results Presentation

Exceeding Expectations: Strong Growth of a Diversified Model

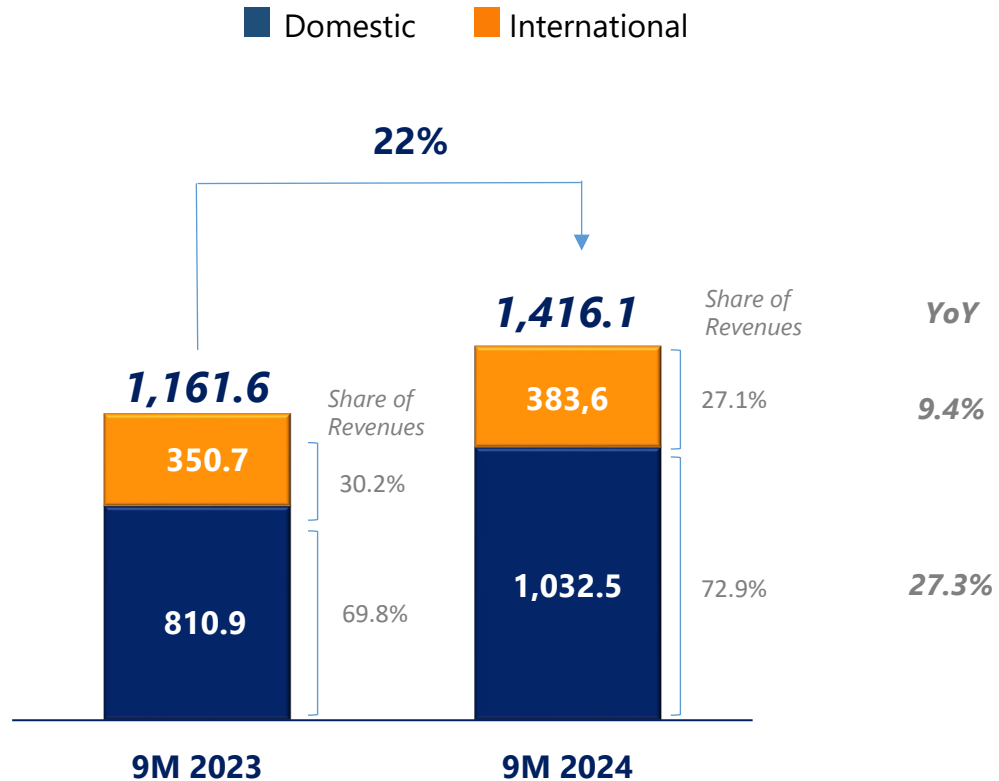
	Q3 2024	9 Months 2024	9 Months 2024 Margin Changes
Revenue	TRY 455.7M ▲ 7% YoY	TRY 1.416.1M ▲ 22% YoY	
Gross Profit	TRY 283.6M ▲ 41% YoY	TRY 771.8M ▲ 40% YoY	Margin 55% +7,0 points
Net Operating Profit	TRY 157.8M ▲ 147% YoY	TRY 299.1M ▲ 88% YoY	Margin 21% +7,5 points
EBITDA	TRY 206.1M ▲ 94% YoY	TRY 430.7M ▲ 57% YoY	Margin 30% +6,7 points
Net Income	TRY 147.9M ▲ 1614% YoY	TRY 337.2M ▲ 116% YoY	Margin 24% +10,4 points

Strong Revenue and EBITDA Contribution Across Core Business Units

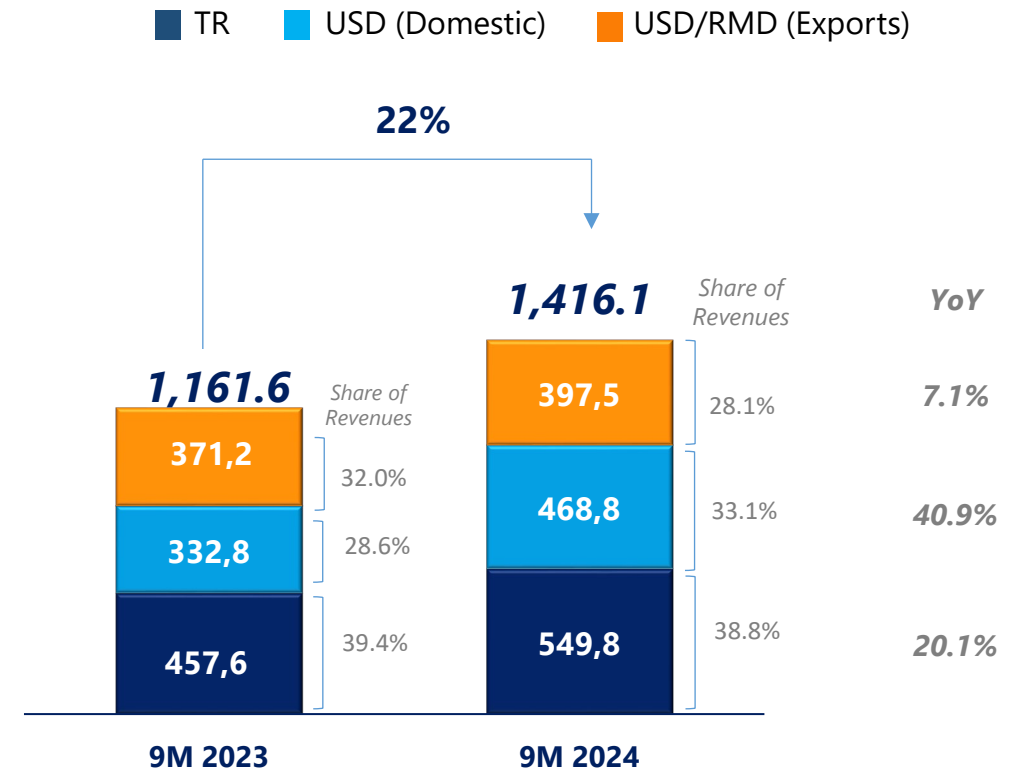


Revenue Growth Driven by a Diversified and Resilient Business Model

Revenue Domestic & International (M, TRY)



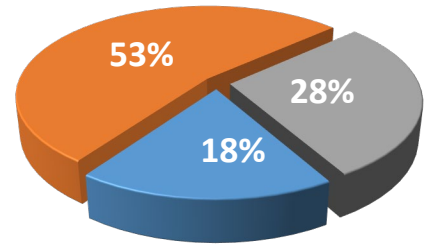
Revenue By Currency (M, TRY)



Driving Stability and Growth Through MRR Performance



First 9 Months '24
MRR DISTRIBUTION



Tradesoft Zenia ATP Digital

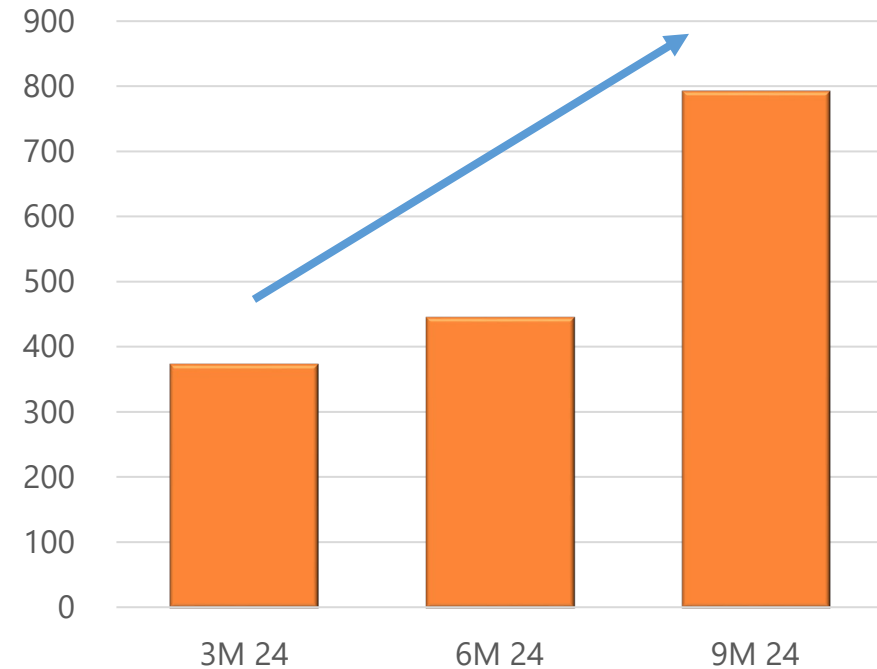
First 9 Months 2024

MRR REVENUES	SHARE OF TOTAL REVENUES	GROWTH
TRY 792.1M	55.9%	42.6% YoY

3rd Quarter Months 2024

MRR REVENUES	SHARE OF TOTAL REVENUES	GROWTH
TRY 306.2M	67.2%	108.1% YoY

STEADILY INCREASING MRR (M, TRY)



Tradesoft Continued Expansion and Technology Advancements

Creating Solutions Shaping the Future of Capital Markets

- 9-Month Revenues grew by 25% YoY
- New customers including Pasha Capital of Azerbaijan
- Best-in-class mobile application chosen by 6 major customers to support millions of users
- Major investments and progress towards an AI powered next generation cloud agnostic platform
- Major projects on-boarding new entrants into capital markets and integration for providing access to markets through brokerage firms

60%

MRR Portion of Revenues

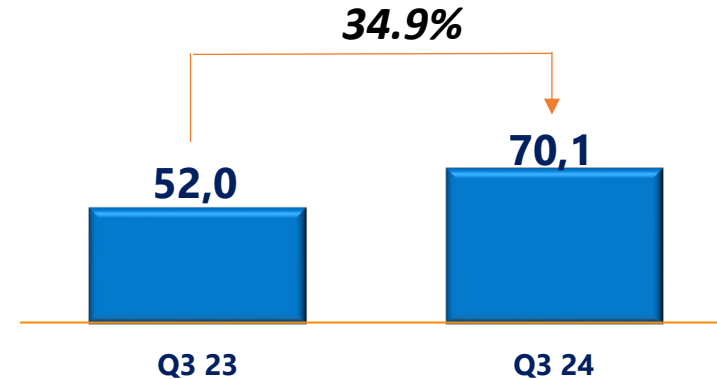
38

Total Customers

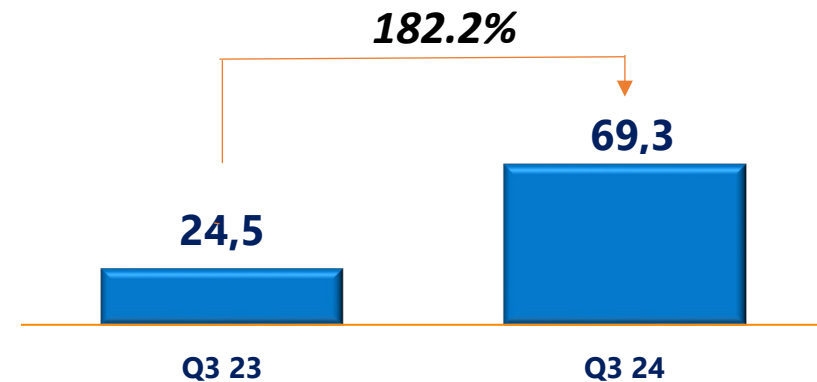
~ 51%

BIST Market Share

Tradesoft Revenue (M TRY)



Tradesoft EBITDA (M TRY)



1. Market share of BIST trading volume as of September 2024 among direct competitors; Source: TSBP

ATP Zenia Growth Through Strategic Expansion and Market Leadership

Expanding Markets Globally and Adding New Solutions

- 9-Month Revenues grew by 18.5%
- China Revenues grew by 15.5%; accounted for 43% of total
- Added 46 customers in Q3
- Entering South Africa; strategic partnership to tap into new market opportunities
- New hybrid POS offering generating sales opportunities
- Added over 200 kiosks in Q3; attractive ROI for customers
- Orders for new Smart Locker Systems – contribute to speed and accuracy of deliveries
- Deployment of NLX systems redefining dine-in-service for QSR

3,300+

Locations Globally

785

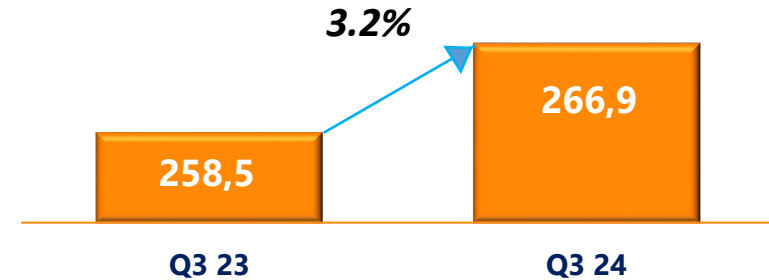
Customers

1,123

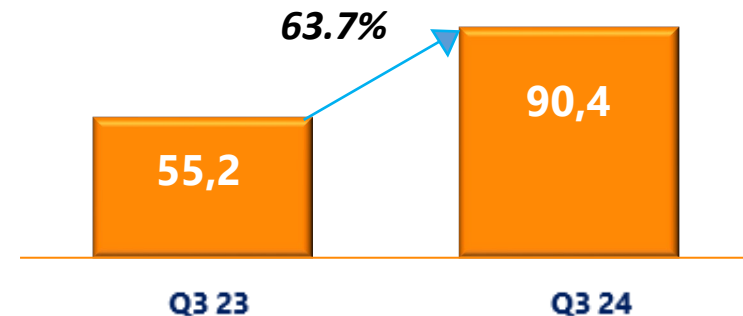
Kiosks Deployed



Zenia Revenue (M, TRY)



Zenia EBITDA (M, TRY)

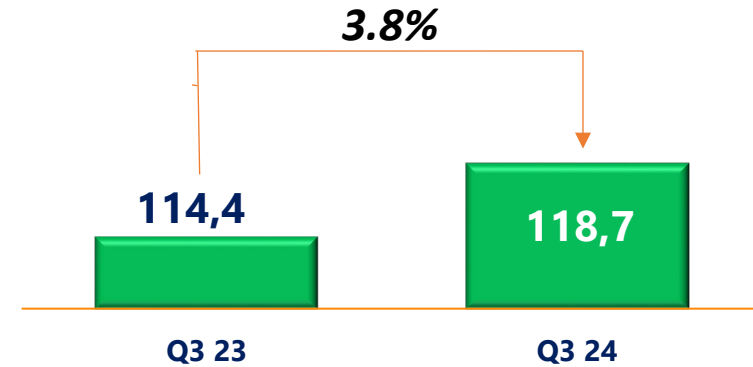


ATP Digital Expanding Client base and Solutions

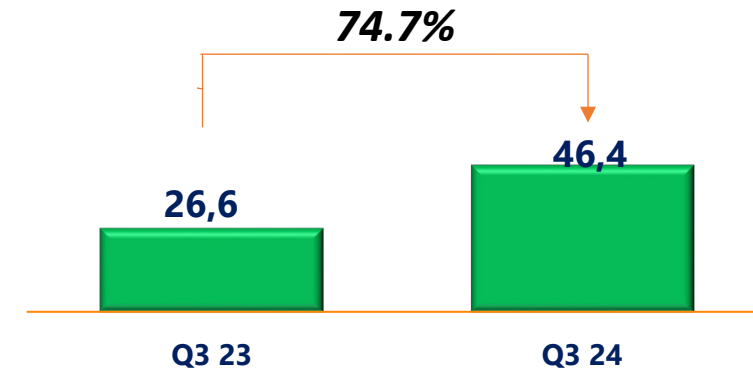
Momentum through Customer-Centric Innovation

- 9M Revenues grew by 28% YoY
- Grew customers by 7% to 88
- RoboticX expanding client base and solutions portfolio
- Focus on AI powered solutions and integration of Microsoft Co-Pilot for clients
- Boosting customer operational efficiencies with ERP and CRM projects
- Partnerships to become a major player of cloud services
- Initiatives to expand cybersecurity solutions

ATP Digital Revenue (M, TRY)



ATP Digital EBITDA (M, TRY)



Achievements by GreenX and ATP Capital

GreenX Driving Sustainability and Strategic Advances in Energy Markets

- Türkiye's first digital marketplace for trading green energy and carbon certificates (I-REC, YEK-G, Gold Standard, VERRA, GO).
- Doubled order entries and the sale of energy certificates in Q3; reached 1,131,283 MWh and 255K MWh respectively
- Total number of producers and clients reached 81 in Q3
- Launched module for trading of certificates
- Launched carbon footprint calculation module on the platform; supporting new regulatory mandate
- Initiated move to international markets; signed reseller agreements with companies in Germany and France
- Exploring partnerships to add offerings/certificates for recycled materials
- Committed to enhance ESG initiatives through innovative solutions

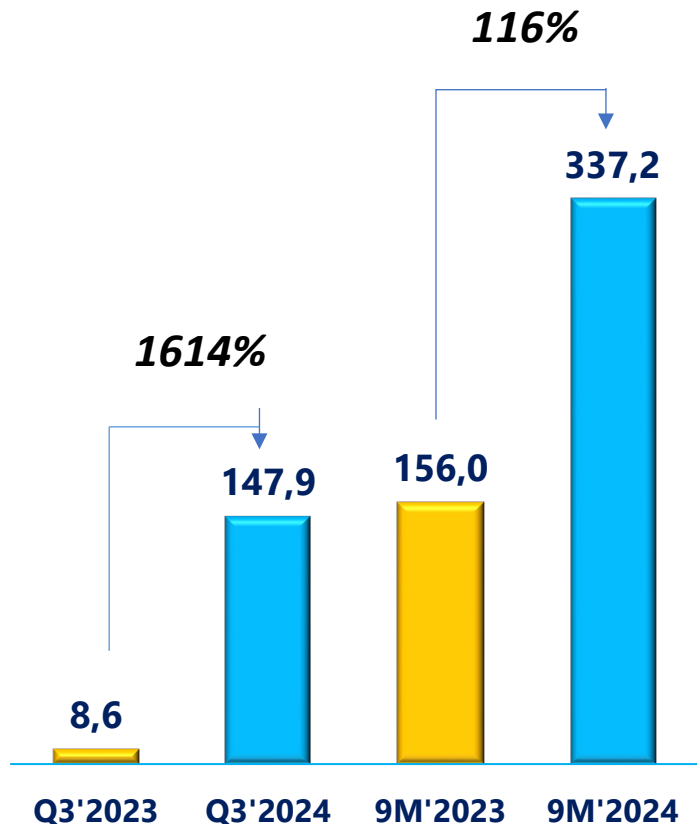
ATP Capital Exploring Synergies for Growth

- Supporting growth of AtaExpress
 - AI-powered algorithm deployed by Fiyuu for enhanced delivery performance
 - New TiklaGelsin application launched with enhanced multi-brand features and comprehensive payment solution
 - Tikla Gelsin membership reached 7.8 Milyon
- Strategic alliances to leverage synergies with group's assets
 - Evaluating simplified POS solutions for small QSR businesses
 - Building business case for electric motorcycles to improve efficiency and reduce operational costs
 - Explore robotic start-ups for new technologies
 - Multiple cloud kitchen initiatives
 - Joined Sustainability Consortium



Net Income Growth and Significant Upsides Going Forward

3rd Quarter Net Income (M, TRY)



Multiple Upsides & Developments

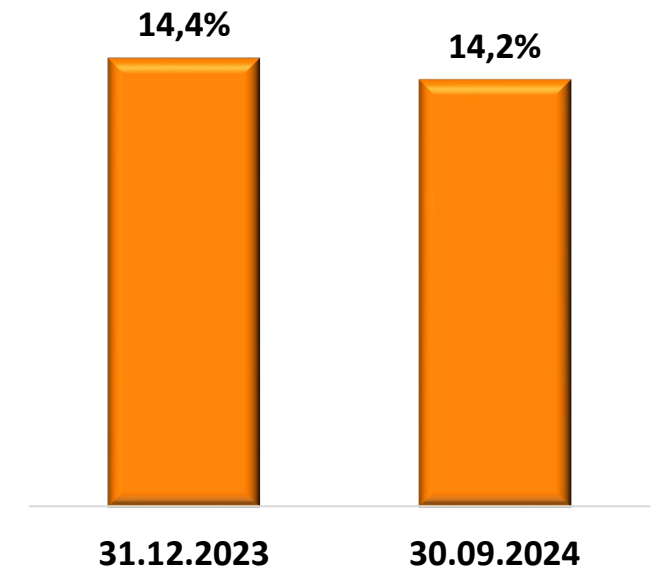
- Zenia solutions into South Africa; partnership with significant market potential with multiple QSR brands
- New Zenia solutions and hybrid platform to fuel further growth
- Tradesoft expanding global footprint; expect to grow business in Azerbaijan and other countries with enhanced platform capabilities
- Tradesoft continues client acquisition with new entrants into capital market and NexGen mobile app
- ATP Digital expanding cloud solutions for larger share of cloud services market in Türkiye
- GreenX establishing position as key player in green energy business in Türkiye and abroad
- ATP Capital to yield opportunities with significant contribution to ATP businesses

Strong Balance Sheet and Closely Managed Working Capital

Summary Balance Sheet (M, TRY)

	30.09.2024	31.12.2023	Δ
Cash and cash equivalents	346.0	416.0	(16.8)%
Trade receivables	546.0	535.6	1.9%
Inventories	42.7	50.9	(16.1)%
Property, plant and equipment	20.4	19.4	4.8%
Intangible assets	759.1	545.1	39.3%
Other Assets	251.1	141.1	78.0%
Total Assets	1,965.2	1,708.2	15.0%
Trade payables	310.7	341.2	(8.9)%
Other Liabilities	162.6	162.6	0.0%
Total Equity	1,491.8	1,204.4	23.9%
Total Liabilities & Equity	1,965.2	1,708.2	15.0%
Equity/Total Liabilities	0.76	0.71	7.7%
Working Capital	278.0	245.4	13.3%

Working Capital/Revenue



ATP



THANK YOU
