



ATP



ATP Q3 2022 Results Presentation

November 9, 2022

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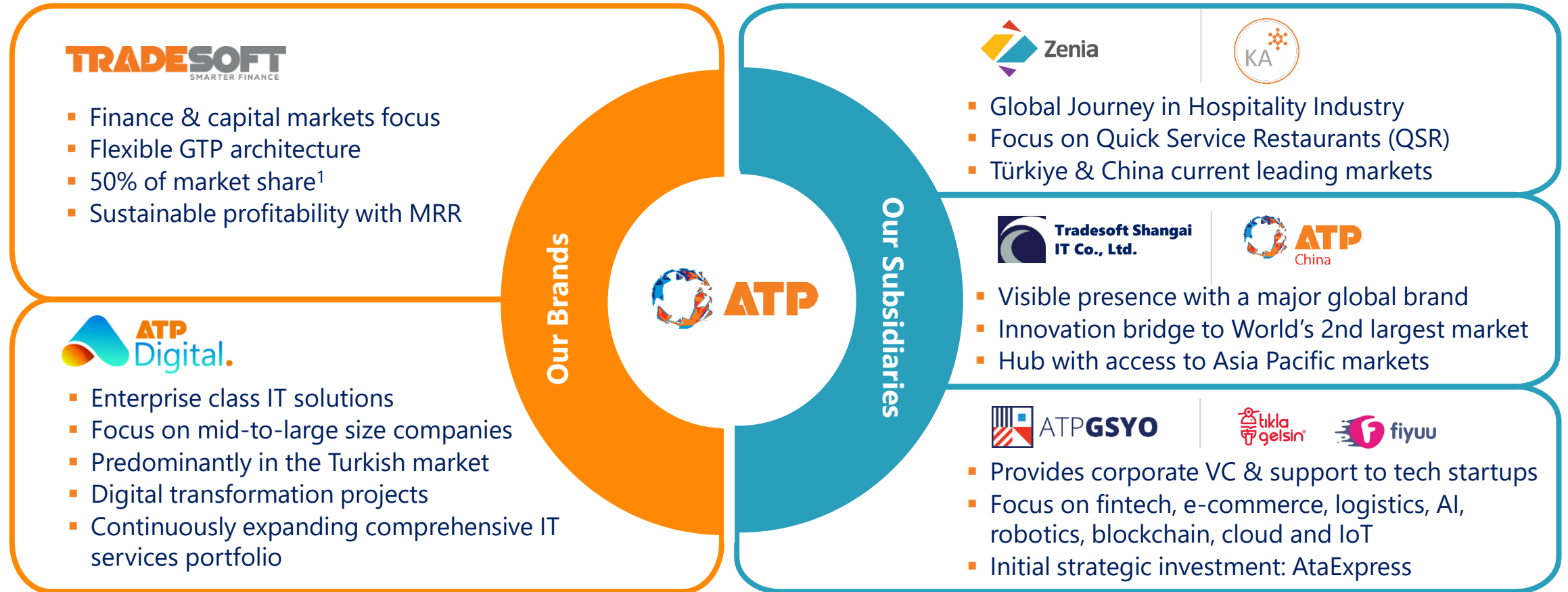


Business Update

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A Diversified Business Model

Key Areas



1. Market share of BIST trading volume as of December 31, 2021 among direct competitors; Source: TSBP

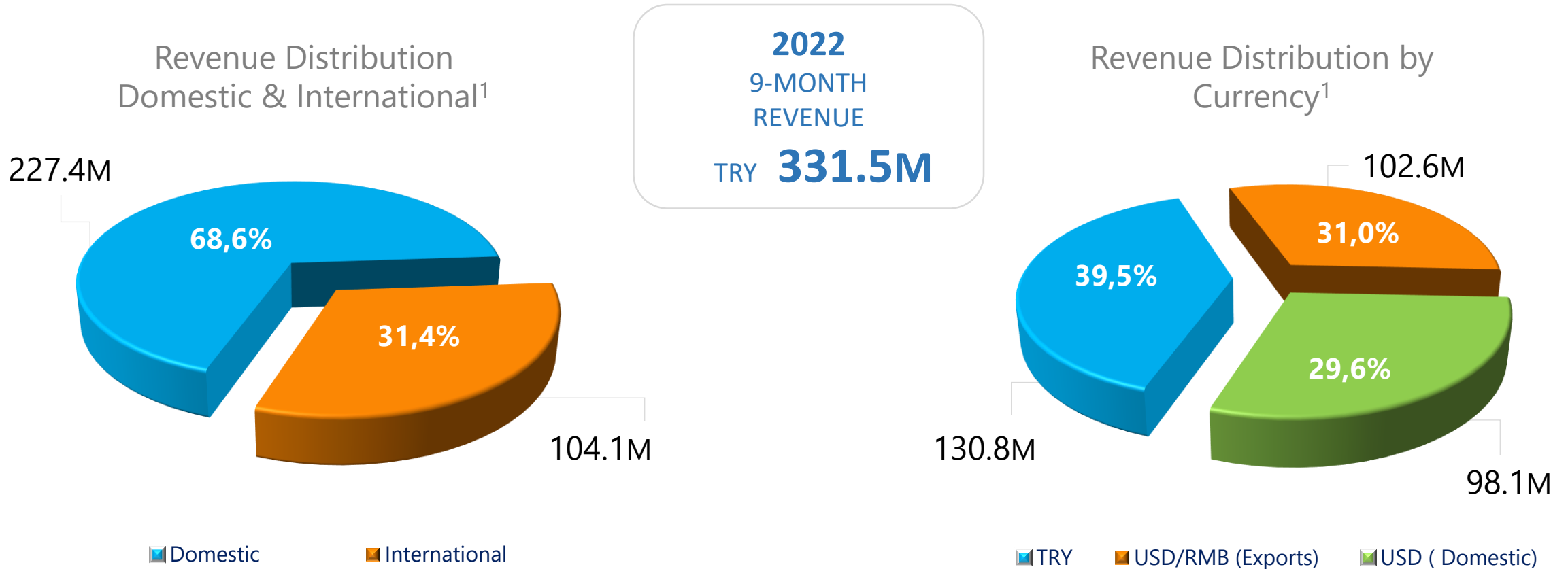
Strong Financial Performance Through Solid Execution

	Q3 2022	9 Months 2022
Revenue	TRY 140.3M ▲ 163% YoY	TRY 331.5M ▲ 112% YoY
Gross Profit	TRY 74.8M ▲ 196% YoY	TRY 166.4M ▲ 149% YoY
EBITDA	TRY 30.5M ▲ 62% YoY	TRY 78.5M ▲ 56% YoY
Net Income	TRY 36.1M ▲ 101% YoY	TRY 85.3M ▲ 87% YoY

Accelerated performance
despite macro economic challenges



Balanced Revenue Distribution Contribution to Performance

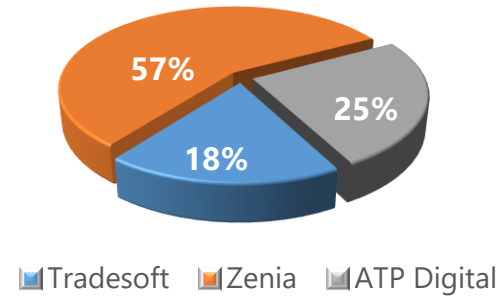


1. Numbers in TRY

Higher Predictability with Increasing MRRs



Q3.22 MRR DISTRIBUTION



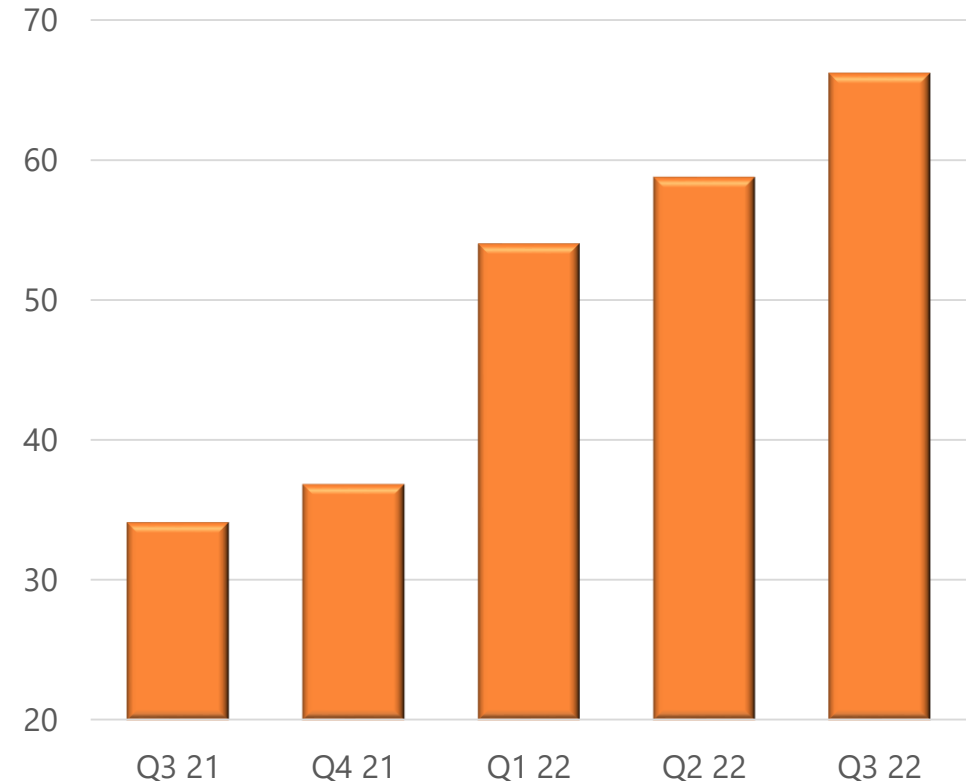
Q3 2022

MRR REVENUES	SHARE OF TOTAL REVENUES	GROWTH
TRY 66.2M	46%	94% YoY

9 MONTHS 2022

MRR REVENUES	SHARE OF TOTAL REVENUES	GROWTH
TRY 179.0M	51%	84% YoY

STEADILY INCREASING MRR (M, TRY)

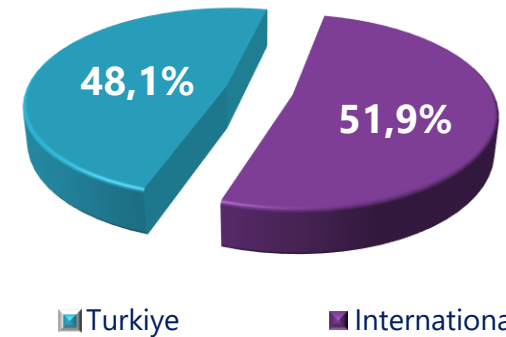


Leading Software Solutions in Global Hospitality Market

Significant Opportunities Globally

- QSR market expected to exceed US\$700B¹ in 2022
- QSR to grow 4.8%² CAGR 2022-2026 globally with household spend on QSR increasing
 - Zenia well positioned in an ecosystems of major global customer brands
 - Asia Pacific and MEA on top of high potentials
 - Building global marketing & sales structure, and partnerships
 - Enhanced technology architecture facilitates growth at global scale
 - Scalable technology infrastructure supports sales, marketing and channel management

9 Month QSR Revenue Distribution



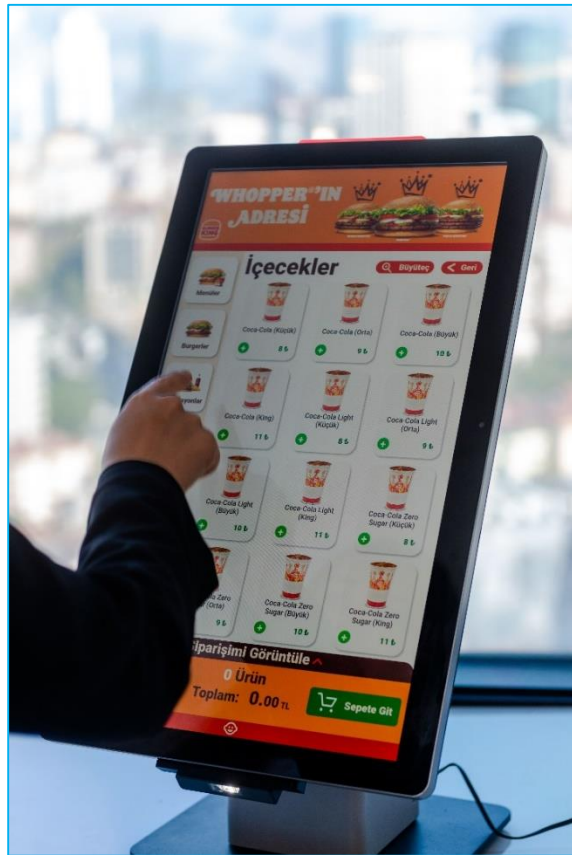
- Subway joined ecosystem in Q3
- RBI, Inspire and Subway ecosystem now stand at 70K+ restaurants
- Comprehensive cloud solutions for mission critical applications: POS, BoH, FoH O2O, Delivery, etc. positioned to serve
- Cost efficient modular architecture and data management
- Top of industry & technology trends through strong R&D



1. QSR Market Factbook (2022 Edition): World Market Review By Brands, Outlets, Delivery Model and Ownership (2016-2026)
2. QSR Market Factbook (2022 Edition): World Market Review By Brands, Outlets, Delivery Model and Ownership (2016-2026)

QSR Growth through Mission Critical Technology Solutions

Launching "NextGen" Android Kiosks for Higher Customer Engagement



Comprehensive Cloud Based QSR Solutions

**Zenia
O2O**

SaaS based integrated platform designed to manage orders from multiple channels and enabling deliveries to customers

**Zenia
POS**

Complete purchasing experience with next generation automation systems

**Zenia
Backoffice**

Business performance improvements through real-time data

Intelligent reporting to manage business risks

**Zenia
360IQ**

Advanced analytics with AI and ML

**Zenia
Analytics**



ATP GSYO Investments

Mission

Provide corporate venture capital and support to technology startups with commercially viable solutions and global potential in select verticals and strategic importance for ATP.

Established
April 2022

Initial Capital
25,000,000 TRY
Open to Qualified Investors

Investments (1)



- Initial Investment 7.1M TRY for 1%
- 10M TRY, 18 Month Option to buy at 713M TRY

Investment Approach

ATP GSYO considers investments with;

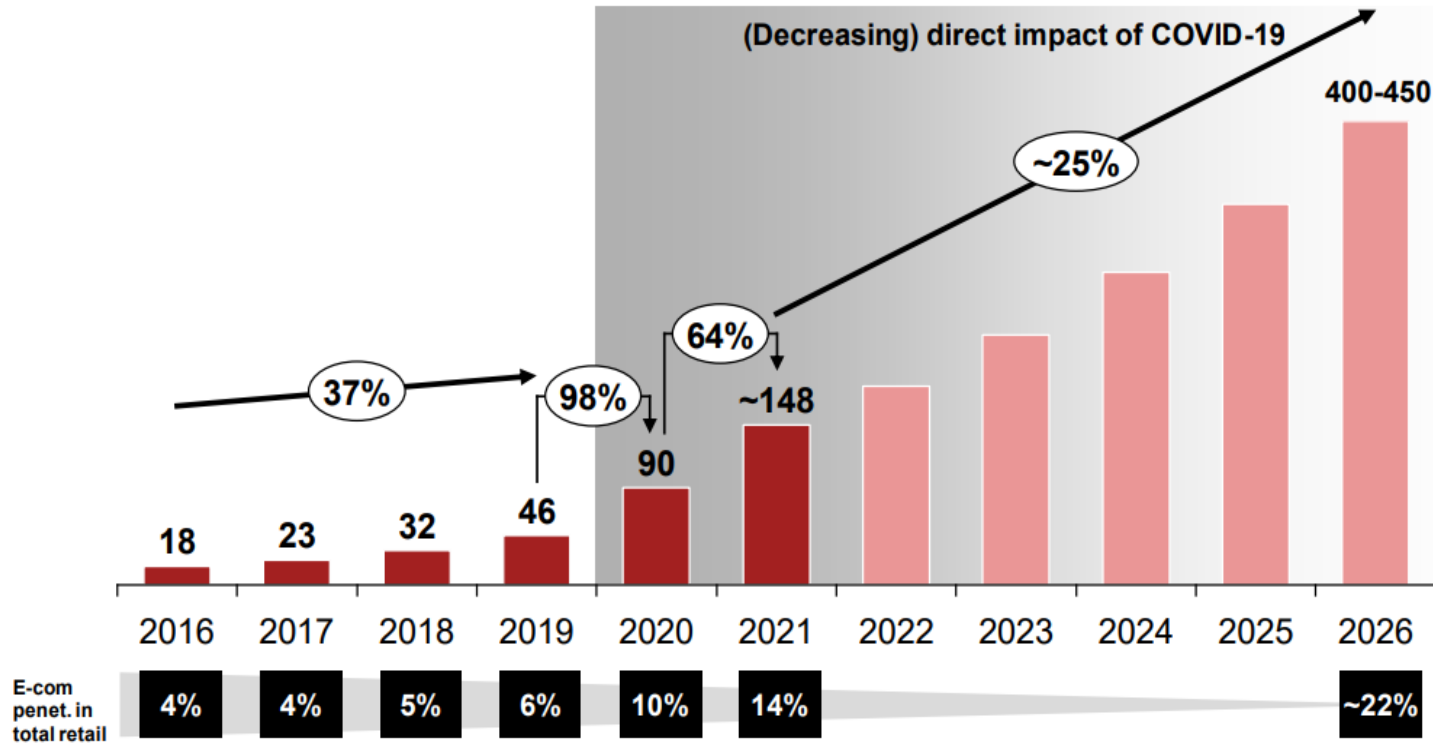
- Strategically aligned technologies and business models within select verticals
- Products and services with global sales potential
- Innovations enabling value generating business models and ideas
- Talented teams with potential to shape the future
- Outstanding technologies with potential to transform the way we live and work



Potential of E-Commerce in Türkiye & Our Initial Investment

Turkish E-commerce market outlook*

Turkish E-commerce market size¹ (2016-2026)



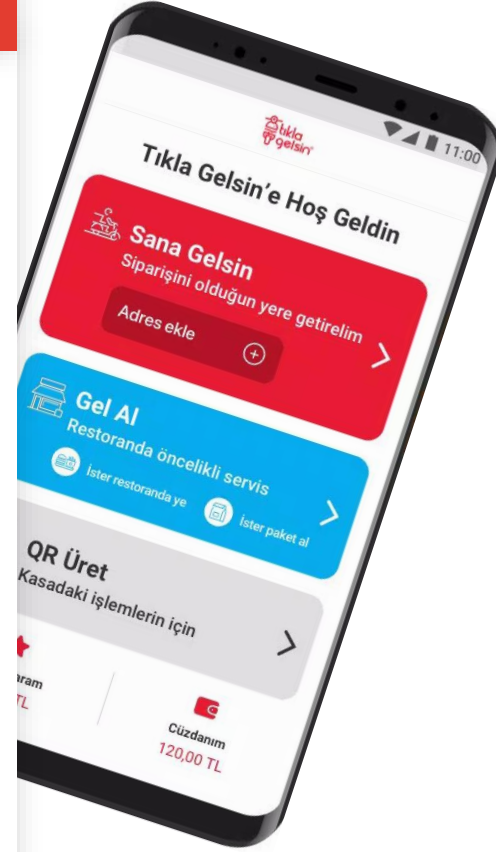
* Source: Türkiye e-commerce market strategy study by PWC Türkiye, March 2022

1. E-commerce market definition includes sales of goods on online marketplaces and online channels of omnichannel retailers, and excludes travel & transportation, sports betting, gaming, B2B and cross-border sales, excludes VAT
2. People ages between 16 to 74 represent the total addressable market for online shoppers Source: ETBIS, TUBISAD, TÜİK, BKM, Strategy& Analysis

TıklaGelsin, Food Order & Delivery Platform

TıklaGelsin

- Currently, TFI's leading QSR brands are on the platform, providing a strong starting position
- Built in synergies with access to an ecosystem of 1.400 restaurants in Türkiye; serving approximately 1M people per day
- Developing for Next Stage expansion
 - Merchandising to open system to diversified selection of brands/restaurants
 - Enhancing UI and customer experience
 - Building differentiating features e.g. capability to bundle orders
 - Increased efficiencies with leverage of group synergies



Current TAB Food Investments (TFI) Brands Served on Platform



- **Delivery**
Order arrive location of your choice
- **Pick Up**
Priority service at any restaurant
- **Loyalty Benefits & QR**
Multiple campaigns and payment options



Our Delivery Service

Fiyuu

- Fiyuu, Türkiye's growing fast delivery platform; overall 4th in terms of couriers
- Nationwide delivery operations at 68 cities with more than 4,000+ couriers
- Established to serve consumers and companies; to provide what they want where they want it in a timely manner
- Highly scalable courier operation currently serving more than 143 brands
- 95K+ daily deliveries
- Operational excellence with focus on profitability





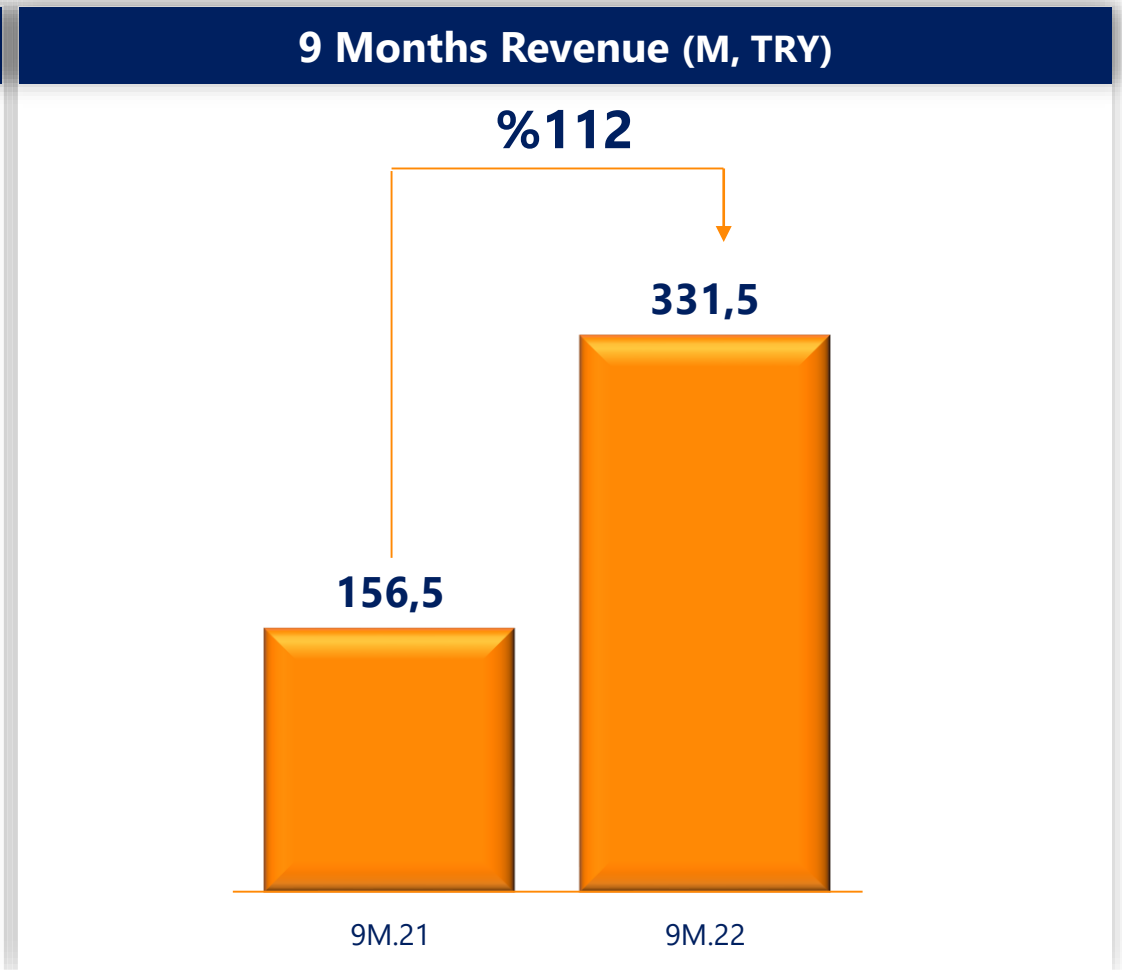
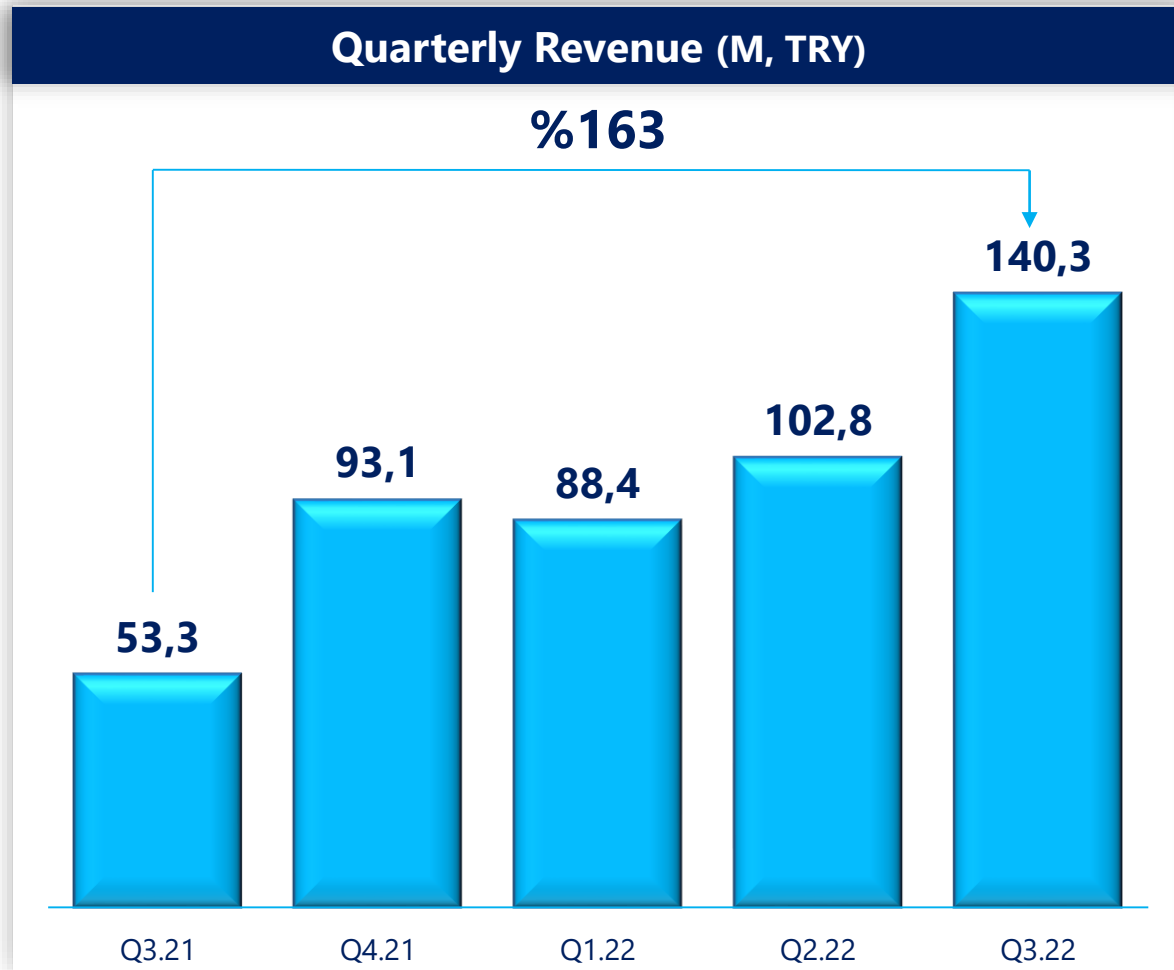
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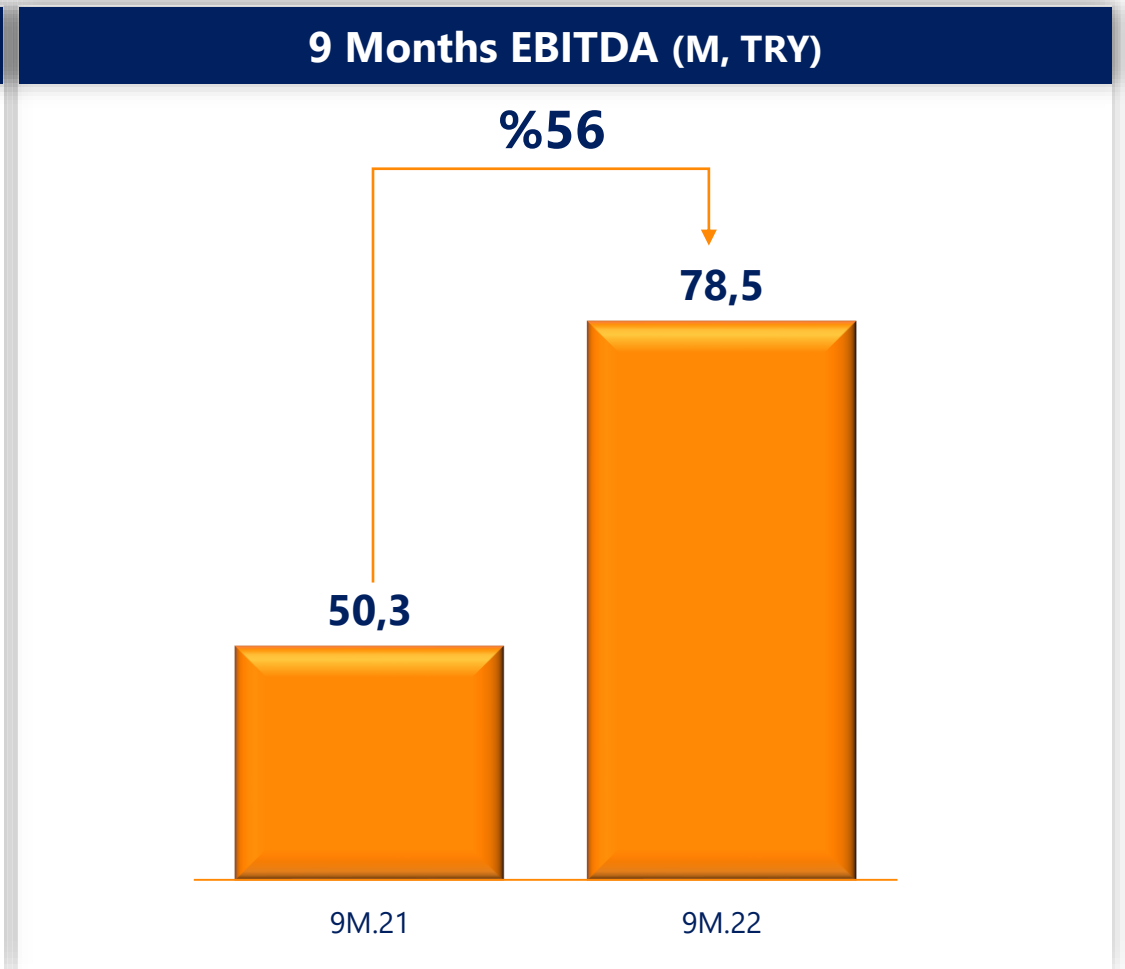
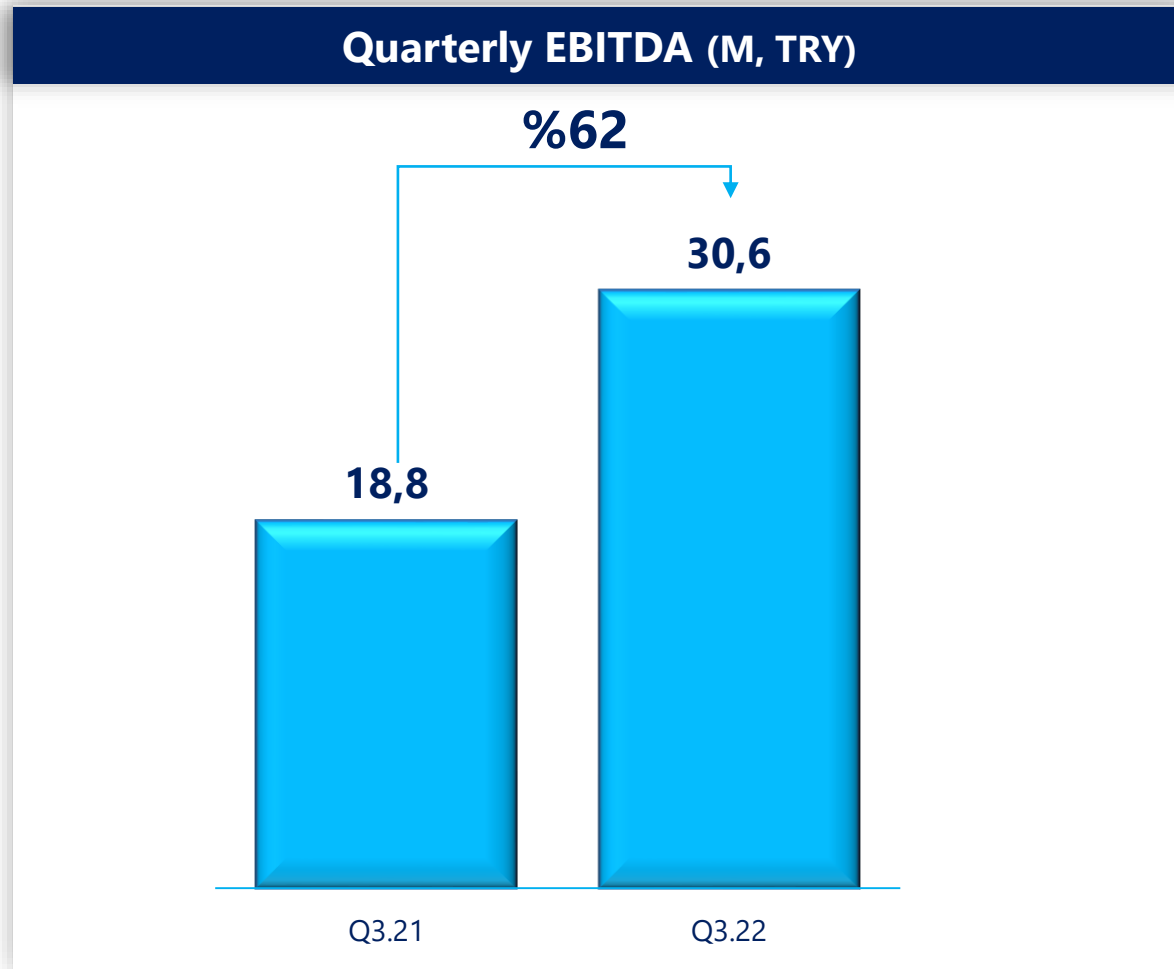
Financial Performance

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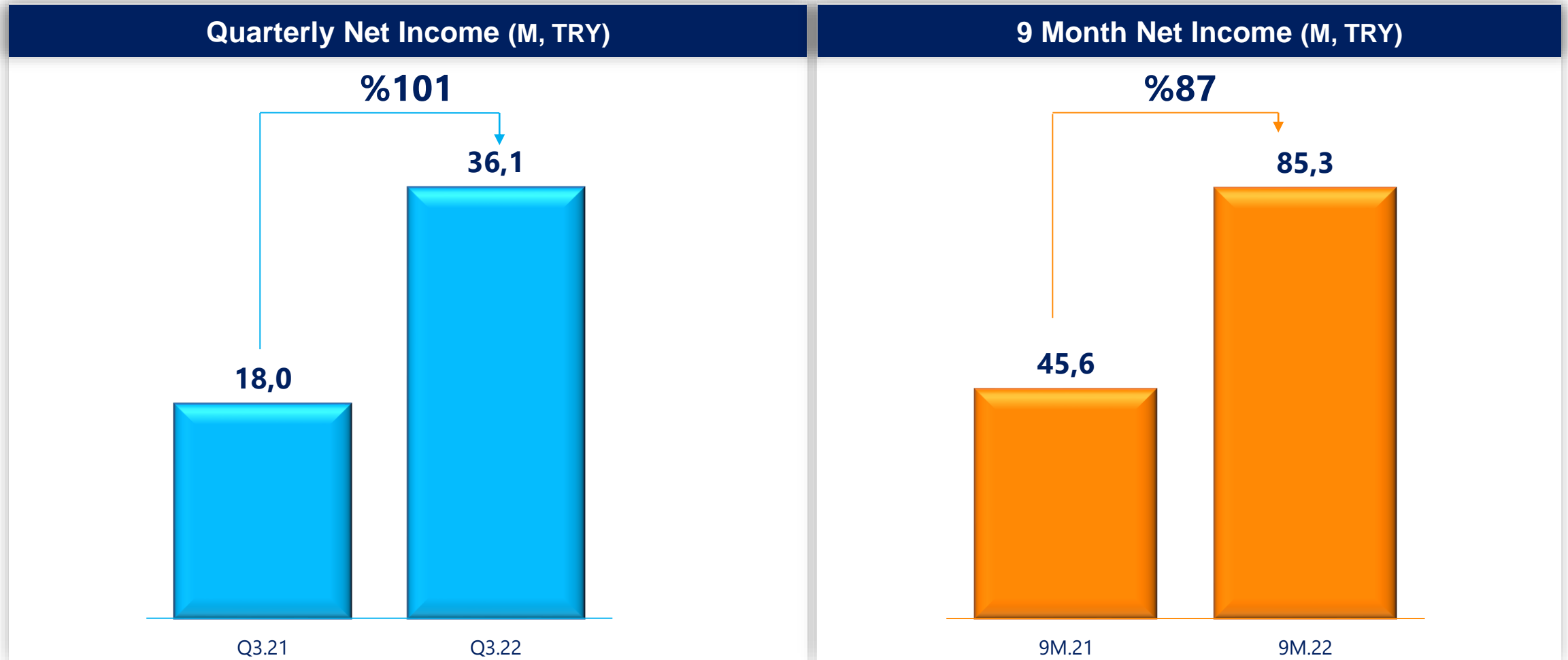
Strong Revenue Growth Despite Macroeconomic Challenges



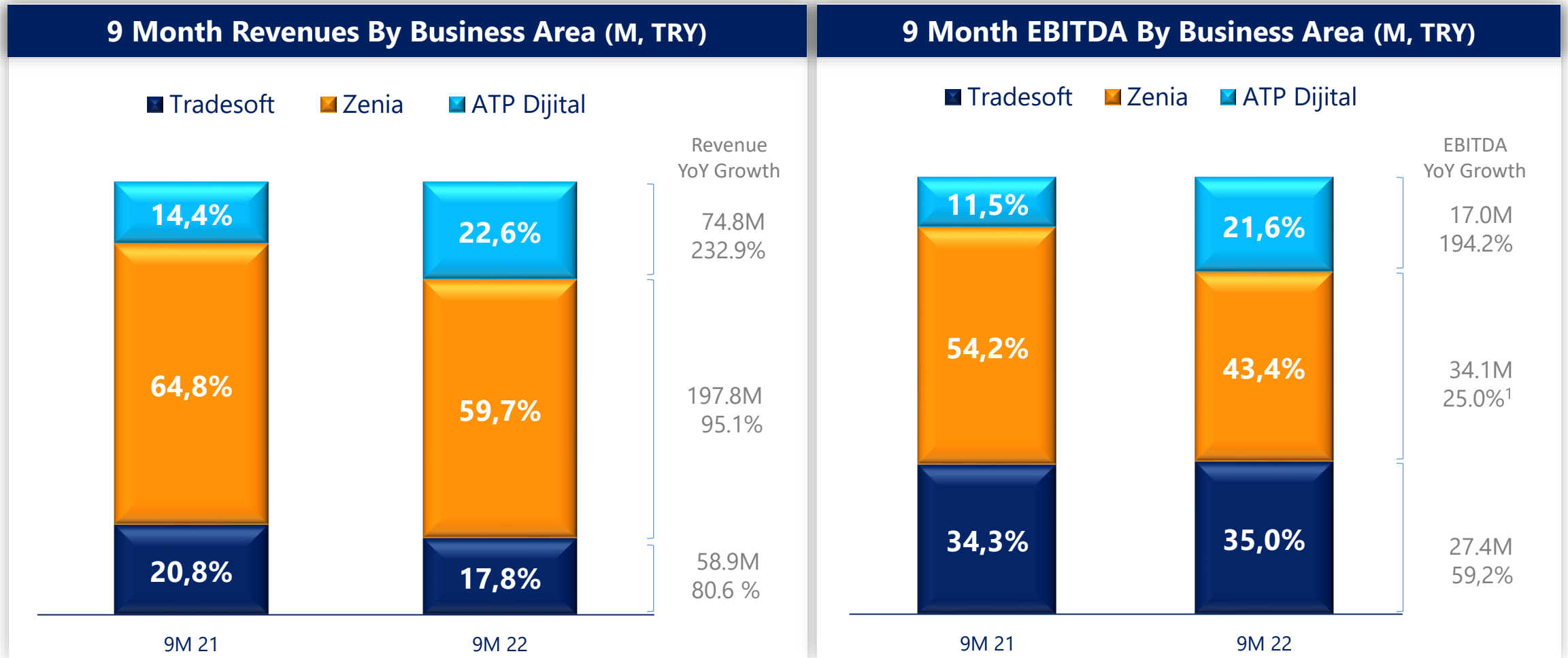
Increased EBITDA Performance



Solid Net Income through Seamless Execution



Contribution by Brands and Subsidiaries Through Sound Growth



1. Growth of EBITDA for Zenia LTD for the period was 67.4%

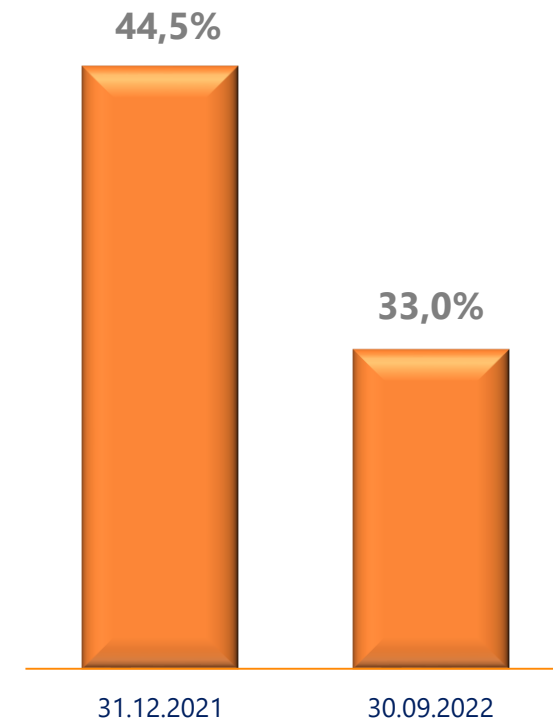


Strong Balance Sheet and Improved Working Capital

Summary Balance Sheet (M, TRY)

	30.09.2022	31.12.2021	Δ
Cash and cash equivalents	183.0	154.2	18.6%
Trade receivables	233.2	208.1	12.1%
Inventories	9,0	8.1	10.7%
Property, plant and equipment	4.6	2.1	116.5%
Intangible assets	89.8	73.9	21.5%
Other Assets	47.8	14.6	227.1%
Total Assets	567.3	461.1	23.0%
Trade payables	132.7	105.4	25.9%
Other Liabilities	45.8	53.8	(15.0%)
Total Equity	388.8	301.9	28.8%
Total Liabilities & Equity	567.3	461.1	23.0%
Equity/Total Liabilities	0.69	0,65	4.7%
Working Capital	109.4	110.8	(1.2%)

Working Capital/Revenue



Financial Metrics

Ratios

Current Ratio

2.81

Liquidity Ratio

2.75

ROA

22.1%

ROE

32.9%

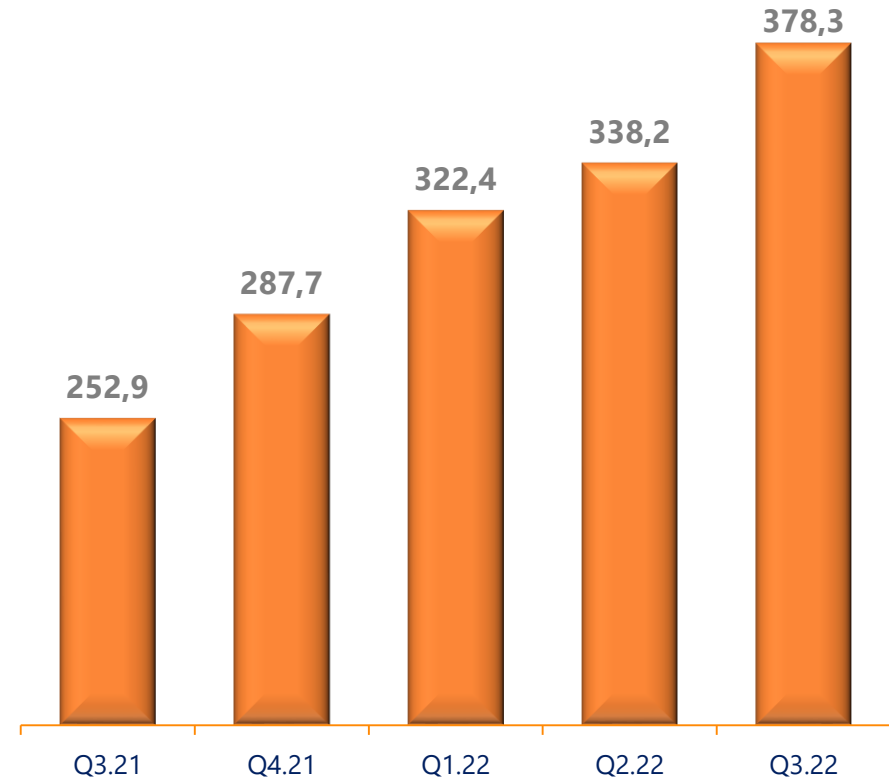
Gross Profit Margin

50.2%

Gross Profit Change

148.8%

Equity¹ (M, TRY)



1. Equity related to ATP ownership in companies





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Appendix

ATP Q3 2022 Results Presentation

ATA Group

Finance



Food



Tourism



Textiles

ESCADA

Technology



Construction



Logistics

Services



The origins of Ata Holding Group of companies goes back to Seri Insaat, which was founded in 1969 and built the Atatürk Dam¹.

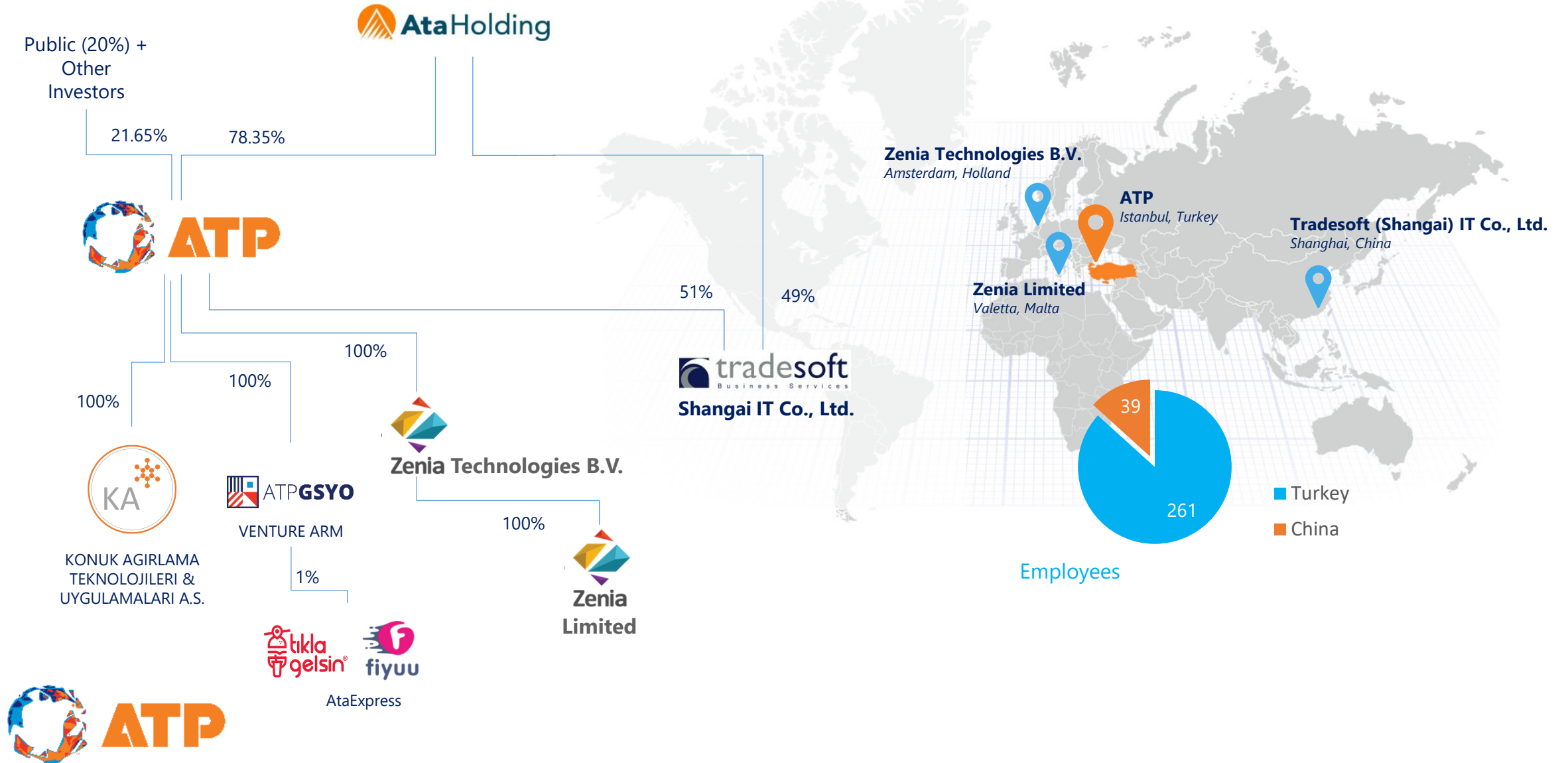
Ata Group companies operate in multiple industries including Finance, Technology, Food, Logistics, Real estate Development, Construction Materials, Fashion, Tourism and Foreign Trade.

Principals of Ata Group oversee 37 companies in 10 countries, predominantly in Finance, Food, Technology and Real Estate, and employ over 60,000 while generating more than \$1.6B in annual revenues.

¹. Finished in 1987, Atatürk Dam is the third largest in the World with a capacity of 2,400 MW



ATP Company Structure



Global Enterprise References

 <p>Finance and Capital Markets Customers</p>	                    	<p>33 Customers</p>
 <p>Hospitality Industry Customers</p>	              	<p>457 Customers</p>
 <p>Enterprise IT and Digital Transformation Customers</p>	             	<p>62 Customers</p>