



ATP Q4 & YE 2023 Results Presentation

May 9, 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 company has aligned its quarterly financial reports with IAS 29, updating figures to December 31, 2023, with values based on the Turkish Statistical Institute's price index.

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

4th Quarter & Fiscal Year 2023 Results Presentation

Exceeding Expectations: Strong Growth of a Diversified Model

	Q4 2023	12 Months 2023	Margins	12 Months 2023 ADJUSTED TO IAS29
Revenue	TRY 381.7M ▲ 130% YoY	TRY 1,094.3M ▲ 120% YoY		TRY 1,251.3M ▲ 39% YoY
Gross Profit	TRY 156.0M ▲ 99% YoY	TRY 503.0M ▲ 106% YoY	46% -3.2 points	TRY 579.8M ▲ 31% YoY
Net Operating Profit	TRY 63.5M ▲ 134% YoY	TRY 198.3M ▲ 143% YoY	18% +1.7 points	TRY 182.0M ▲ 56% YoY
EBITDA	TRY 80.1M ▲ 91% YoY	TRY 263.8M ▲ 119% YoY	24% -0.1 points	TRY 296.4M ▲ 37% YoY
Net Income	TRY 78.1M ▲ 149% YoY	TRY 259.8M ▲ 123% YoY	24% +0.3 points	TRY 123.2M ▲ 802% YoY



Exceeded 2023 Guidance through Solid Execution

	Guidance	Actual
Revenue Growth ¹	~100%	120% ✓
EBITDA Growth ¹	~ 100%	119% ✓

¹ Figures are based on IAS 29-Unadjusted basis

Growth through Innovation and New Opportunities

R&D Investments Shaping the Future of Capital Markets

- 2023 Revenues¹ grew by 96%
- Reached 35 clients; adding 3 prominent firms
- Met record levels of client investor activity in 2023
- Strategic investments and partnerships for continuous innovation
 - GTP+ for expanding current platform capacity
 - GTPx, Next Generation platform leveraging latest technologies
 - xHCP, brokerage-as-a-Service; Open Investment API created with a vision to become the standard in Türkiye
- Technologies for access to international markets
- Indirect customers over brokerage firms; imbedded finance solutions

Mobile App Customers Signed; More to Come in 2024

4

New Mobile App Innovation Leader in the Market



63%

MRR Portion of Revenues

~ 50%

BIST Market Share



ATP Tradesoft

1. Growth per IAS 29-Unadjusted basis

2. Market share of BIST trading volume as of December 31, 2023 among direct competitors; Source: TSBP

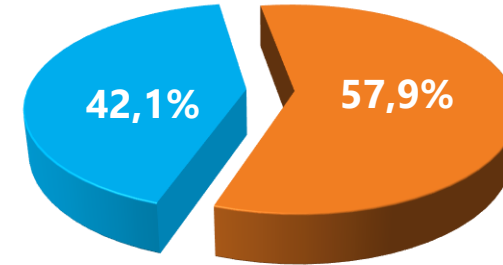
Pioneering the Future of Hospitality with Continued Growth

Delivering Business Intelligence Over Reliable & Timely Data

- Revenues¹ grew by 121%
- Added 164 customers in 2023, reaching 673
- Acquiring customers outside TFI ecosystem
- Engaged in global opportunities
- Accelerating kiosk deployments – increase in average ticket customer size more than 20%
- Developing next generation technologies for transformation of hospitality
- Focus on RBI King's Journey



FY 2023 QSR Business Revenue Distribution



Turkiye

International

3228

Restaurants Globally

673

Customers

822

NexGen Kiosks Deployed



1. Growth per IAS 29-Unadjusted basis

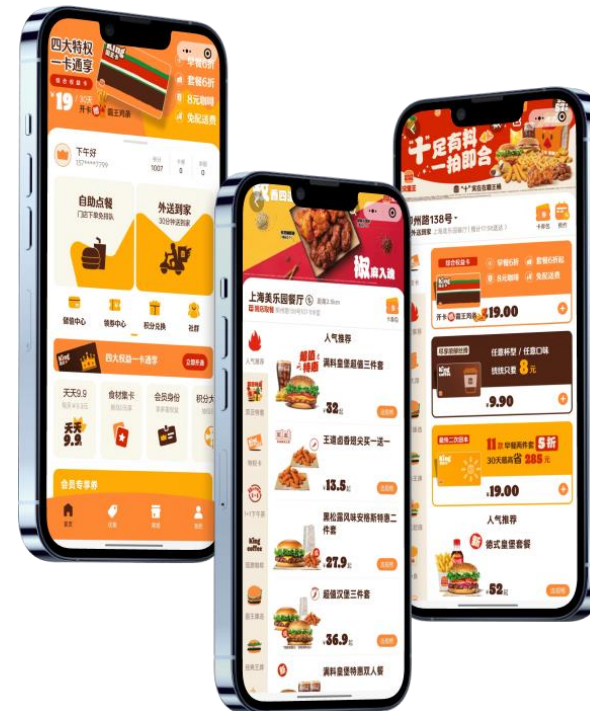
ATP China Navigating Growth and Innovation in China's Dynamic Market

Focus on IT Solutions Leveraging AI & Business Intelligence

- 2023 Revenues grew by 39%
- Accounted for %48 of Zenia Revenues
- Added BI Solutions to Offerings
- Launched End-to-End IT Solutions
 - Middle Layer One-Stop Management System
 - Fraud Detection System
 - Work Flow Management System
- Consolidated sales channels for BK China with Mini Apps and Native app for QSRs
- Strategic Initiatives to accelerate growth: "Go to China" & "Go Global"

New Mini Apps

Completed
Development
November 2023



Native App

Started Deployment
to Finish March
2024



Innovative Cost-Effective Solutions to Meet Evolving Needs of Customers

Process Innovation Leveraging AI, RPA & Autonomous Robots

- 2023 Revenues¹ grew by 136%
- Grew customer base by 12% to 77
- Expanded sales coverage
- Major ERP migration projects with customers
- Multiple strategic partnerships
- Automation software (RPA) solutions
- Focus on autonomous robot technologies
- Landmark sale of robots to Turkish Airlines
- ISO 27001 certification obtained



ATP RobotX



ACHIEVE
OPERATIONAL
EFFICIENCIES
WITH ROBOTIC
SOLUTIONS

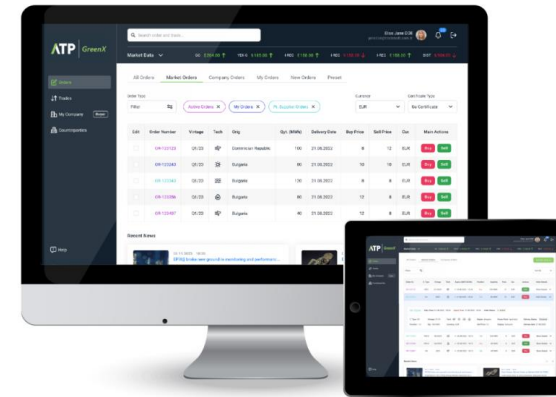


1. Growth per IAS 29-Unadjusted bases

ATP GreenX Onboarding Nation's Green Energy Producers

Establishing a Global Marketplace for a Greener Future

- Bringing renewable energy producers and users together over a user-friendly platform
- Digitizing the energy sector in Türkiye
- Started trading activities
- Initial focus onboarding large producers
- Engaged with over 80% of green energy producers; with 13 onboard
- Marketing initiatives yielding results; good faith agreements transitioning into contracts
- Continuous development enriching GreenX platform



Easy and Reliable Buyer-Seller Matching

Blockchain Secure Certificate Delivery & Collection

Transparent and Stable Prices

Access and monitor energy markets instantly with **Real-Time Market Insights**

Expanded Access for Producers; boosting their global market footprint

Provide **Advantages to Financial Sector** by offering critical insights into green energy markets globally; support of RE100 sustainability goals.

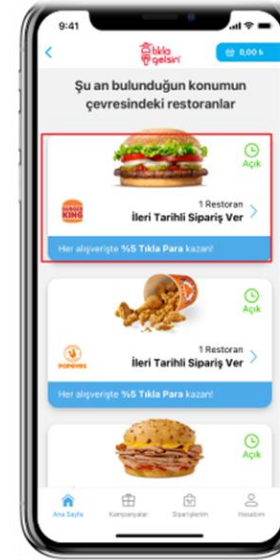


ATP Capital Expanding Pipeline for Potential Investments

ATP GSYO (CAPITAL)

- Formed investment pipeline with extensive market research
- Expanded network with VC community
- Seeking companies with commercial viable products in select verticals
- Currently owns 1% of Ata Express (TıklaGelsin & Fiyuu)
- CMB approved capital increase for ATP GSYO to enable majority purchase of AtaExpress
- A qualified investor to acquire shares in ATP GSYO via direct investment

ATA EXPRESS (Tıkla Gelsin & Fiyuu)



- Company value increased from 943M to 1.563M by end of 2023
- Membership increased to 6.5M
- Serving 240+ brands; 150K+ daily deliveries
- Marketplace technology development completed
- Investments into technologies to scale operations
- New mobile UI targeted for Q2' 24

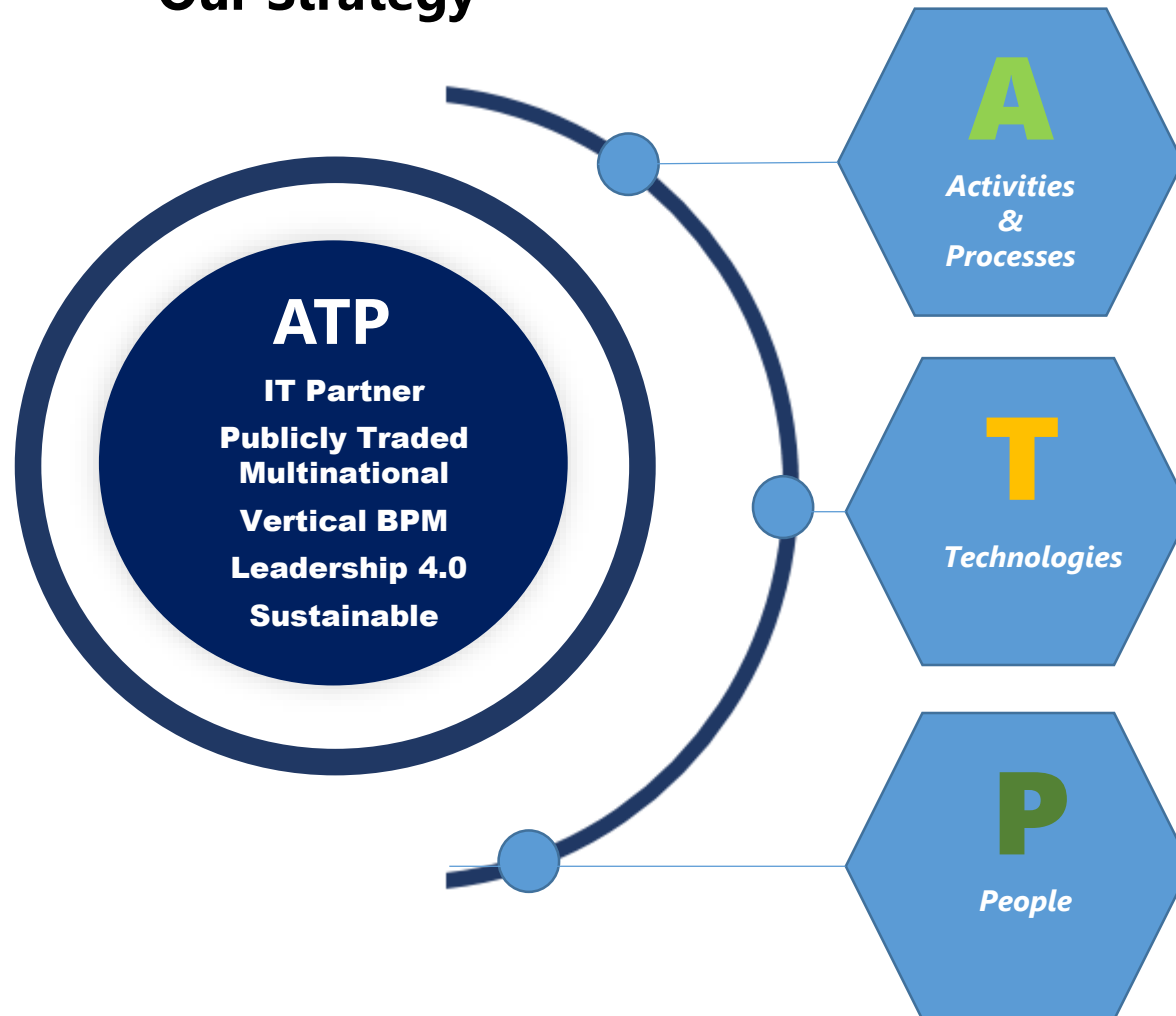


ATP CAPITAL

Empowering Agility and Innovation As an Exclusive Strategic IT Partner

ATP, an “**Exclusive Strategic IT Partner**” helping organizations gain agility and resilience, perform true innovation and produce real value so they can withstand change and lead competition.

Our Strategy



Value Creation

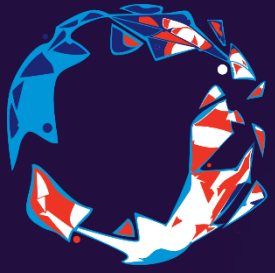
- ✓ Process Optimization
- ✓ Vertical Expertise
- ✓ Continuous Enablement
- ✓ Data Insights

Agile Resilience

- ✓ Enterprise Class Solutions
- ✓ Applied Architectures
- ✓ R&D
- ✓ Strategic Partnerships

True Innovation

- ✓ Team of Talents
- ✓ Competencies
- ✓ Entrepreneurial Culture
- ✓ Transformation



ATP

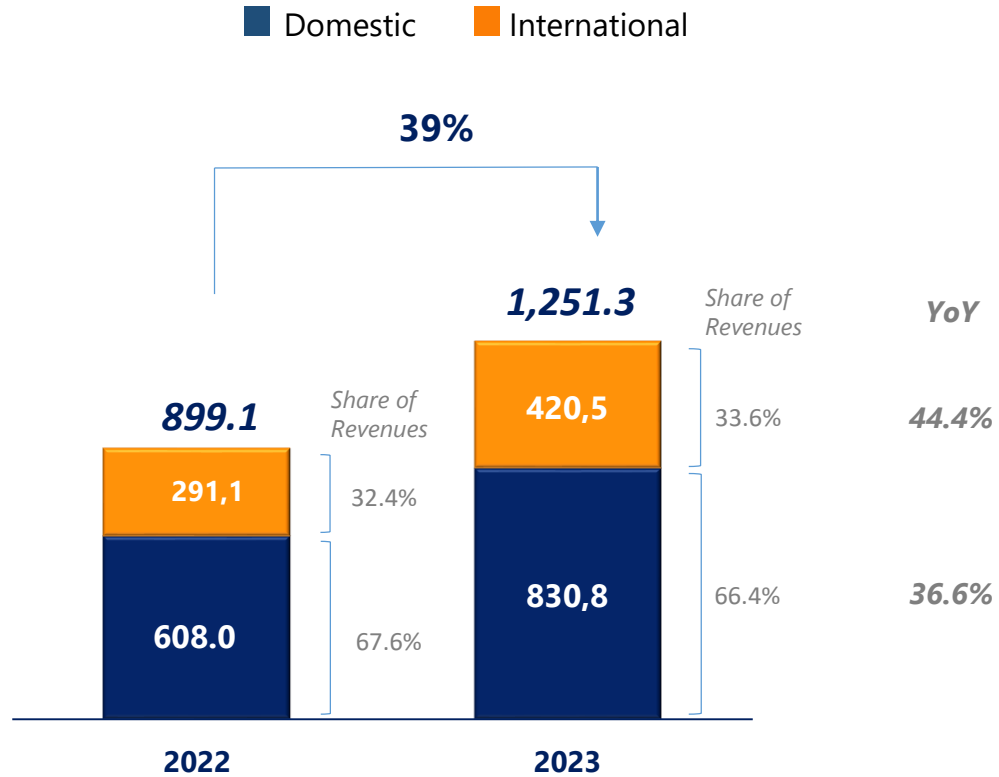


Financial Performance

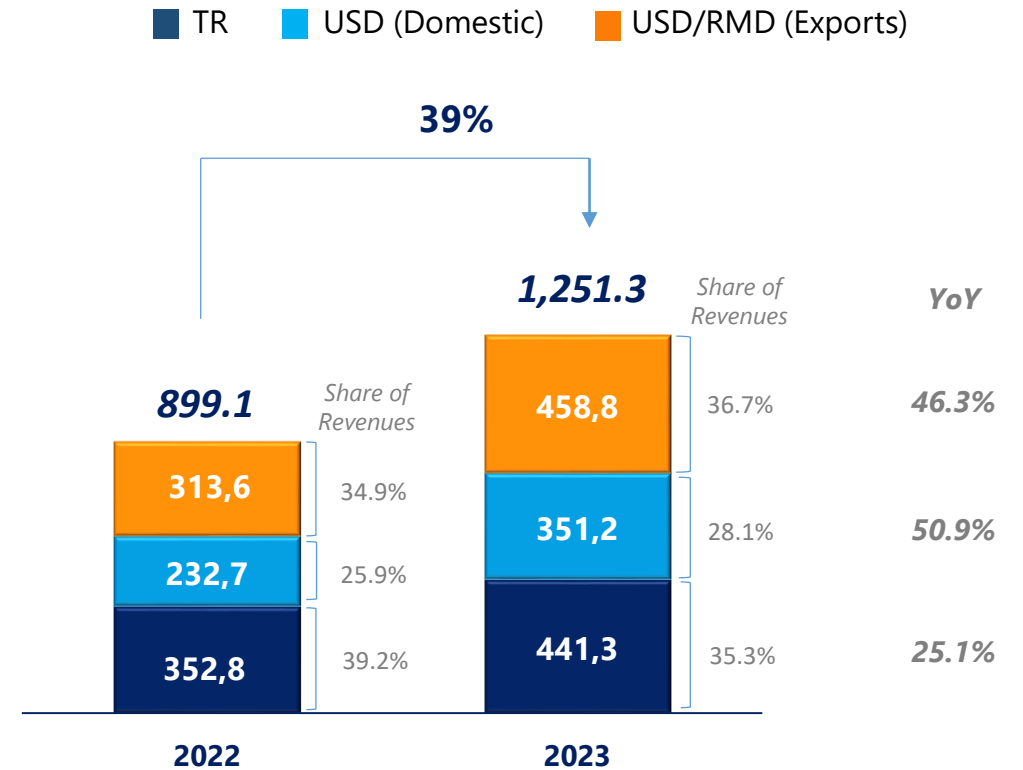
ATP Fiscal Year 2023 Results Presentation

Diversified Model: Catalyst for Sustainable Success

Revenue Domestic & International (M, TRY)



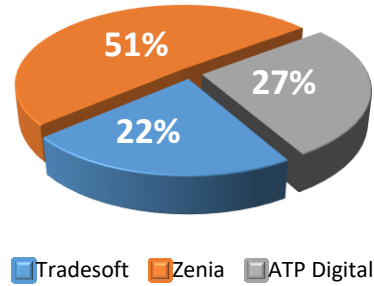
Revenue By Currency (M, TRY)



Sustainable Growth through MRRs



2023 MRR DISTRIBUTION



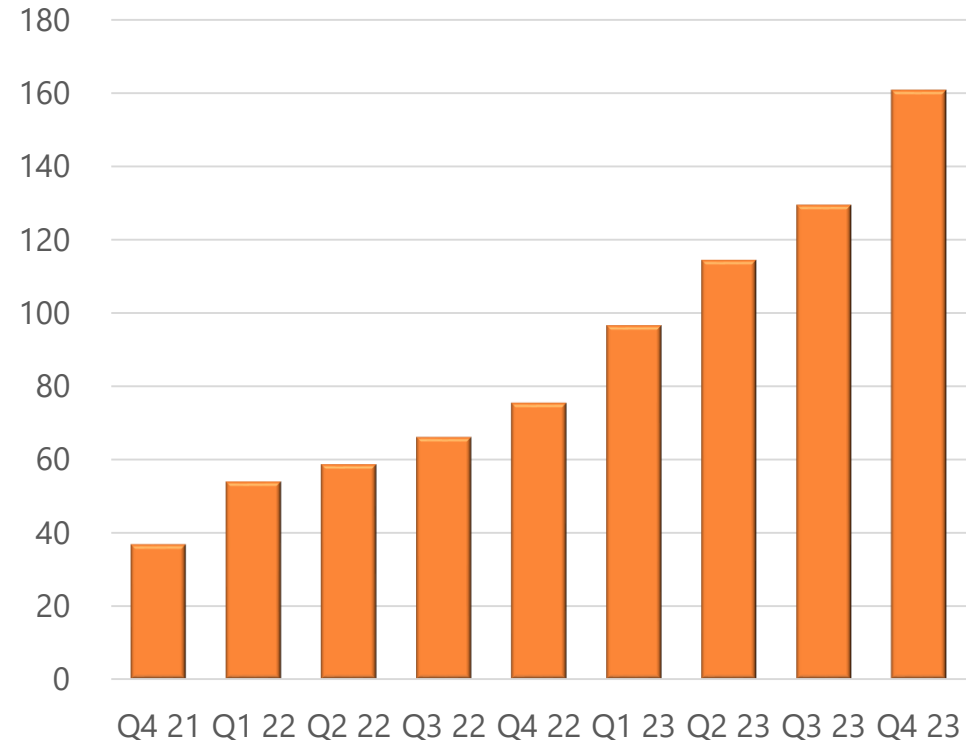
2023 Q4

MRR REVENUES	SHARE OF TOTAL REVENUES	GROWTH
TRY 160.9M¹	42.1%	113.0% YoY

2023

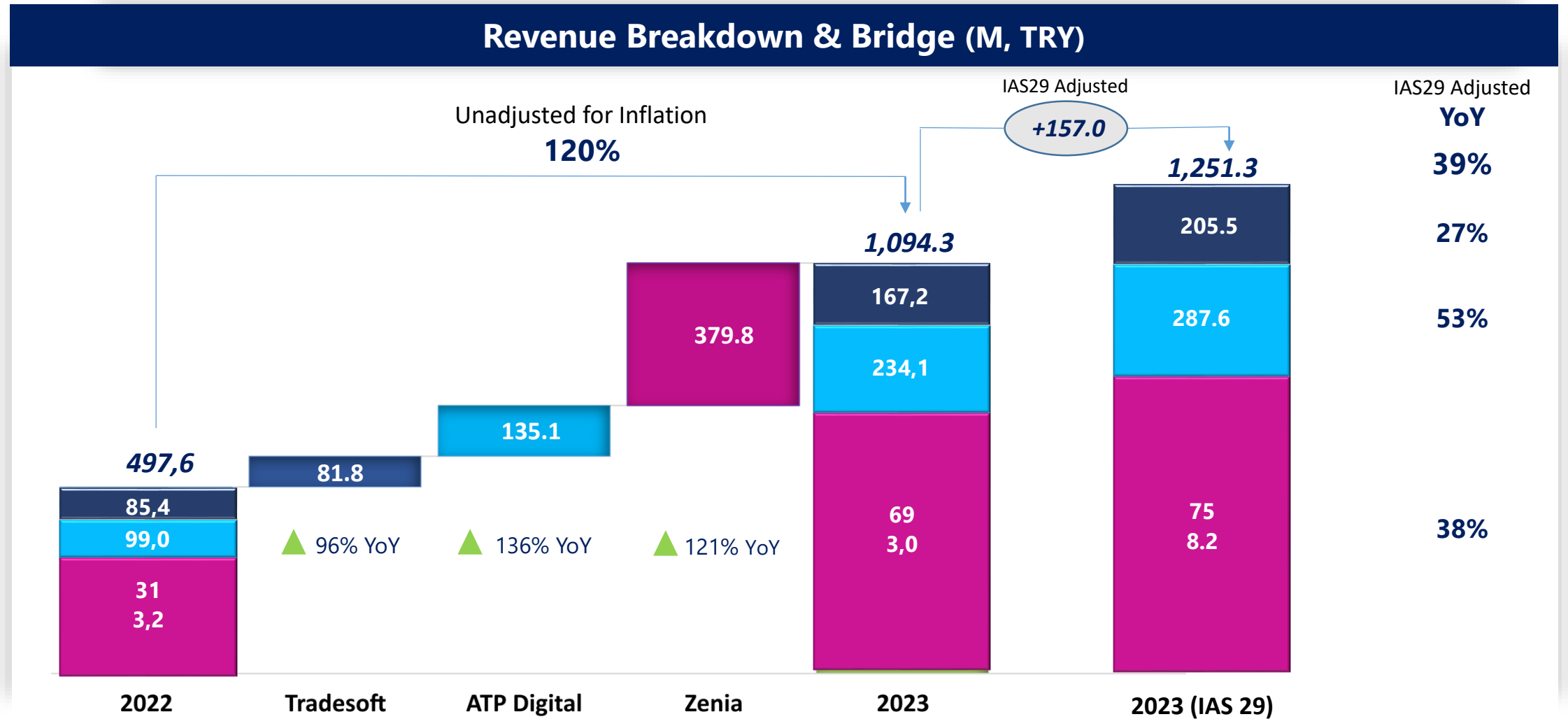
MRR REVENUES	SHARE OF TOTAL REVENUES	GROWTH
TRY 501.5M¹	45.8%	97.0% YoY

STEADILY INCREASING MRR (M, TRY)¹

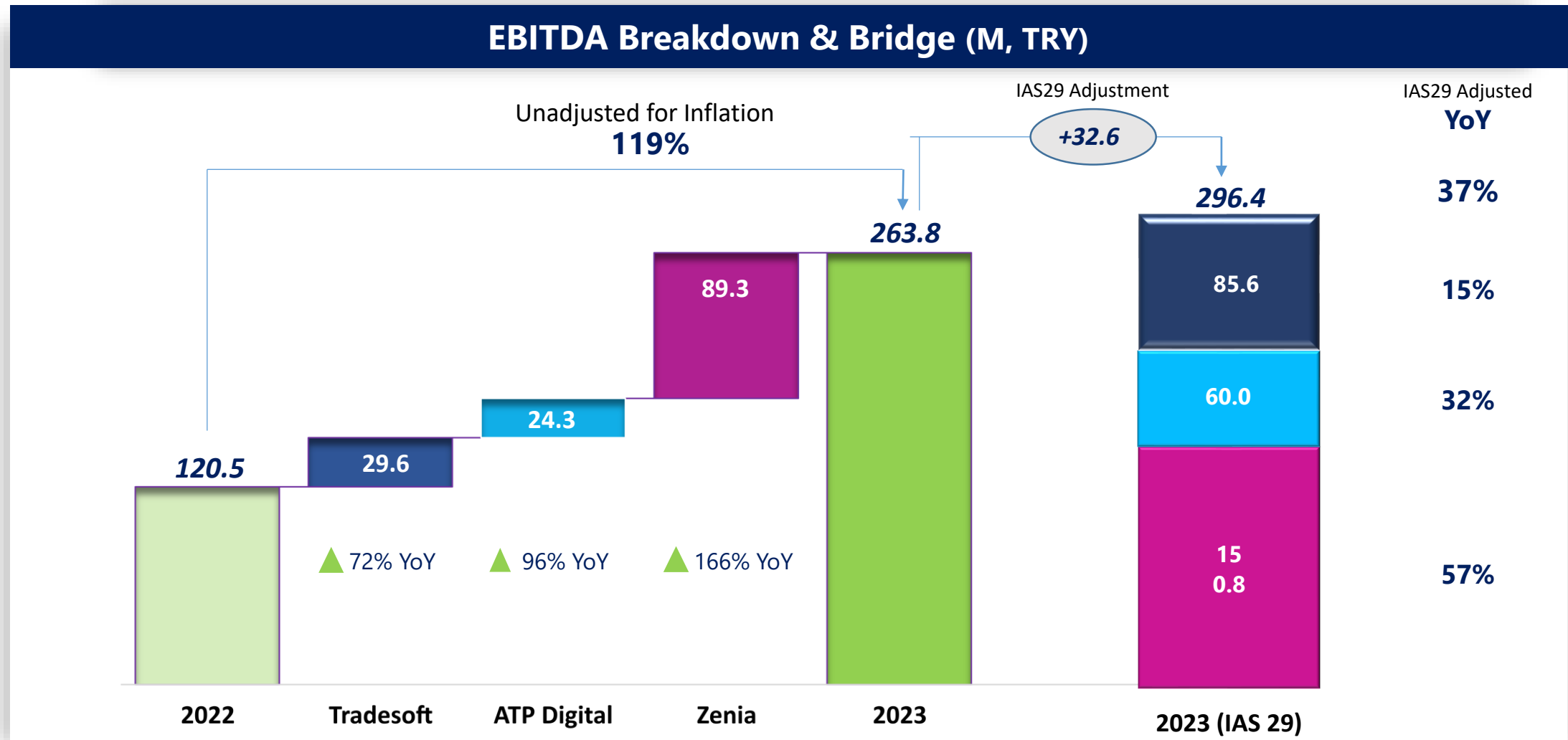


1. Figures are on IAS 29-Unadjusted basis

Drivers of Revenue Behind Strong Growth

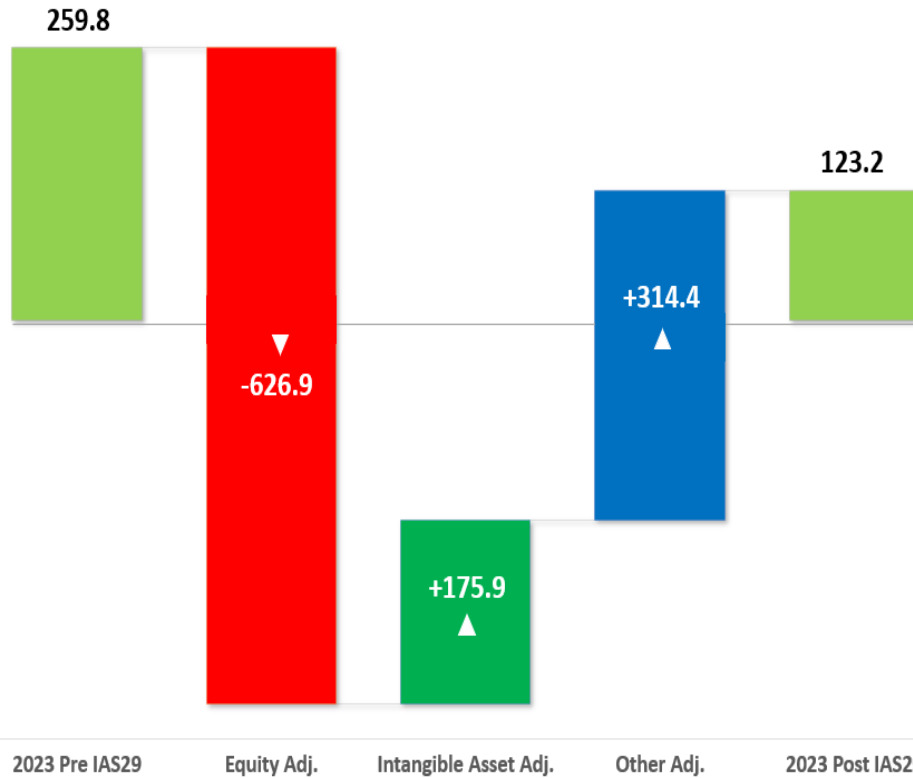


Solid EBITDA Growth Supported with Cost Management

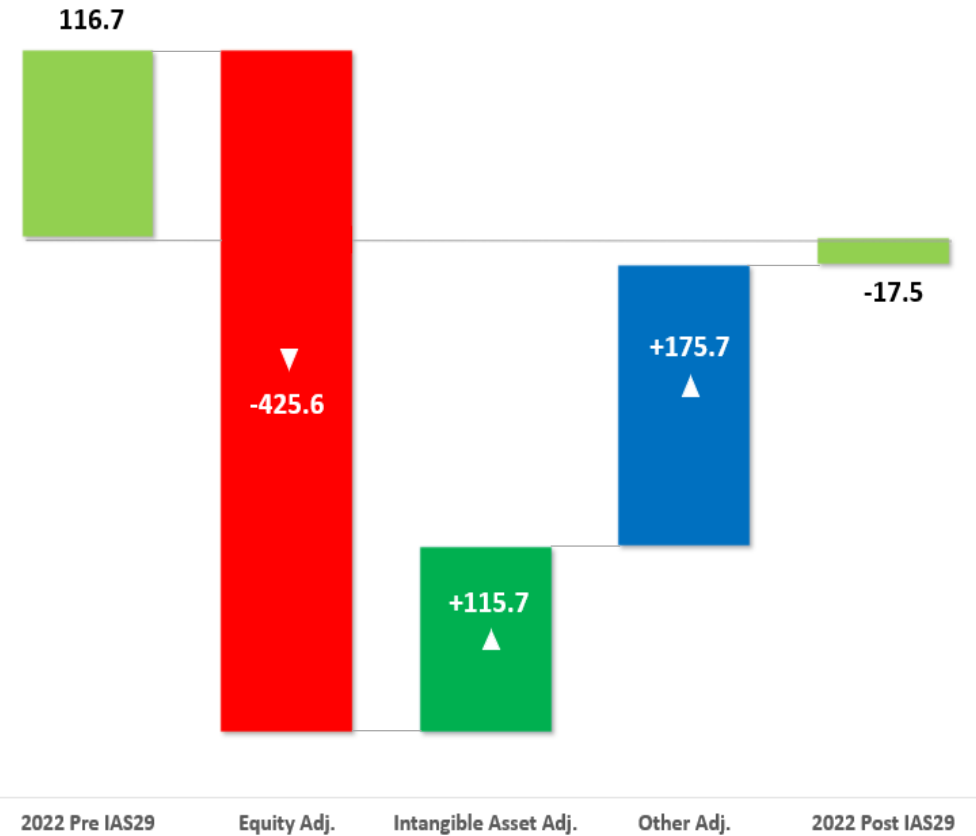


Net Income

Impact of IAS 29 - 2023 Net Income (M, TRY)



Impact of IAS 29 - 2022 Net Income (M, TRY)

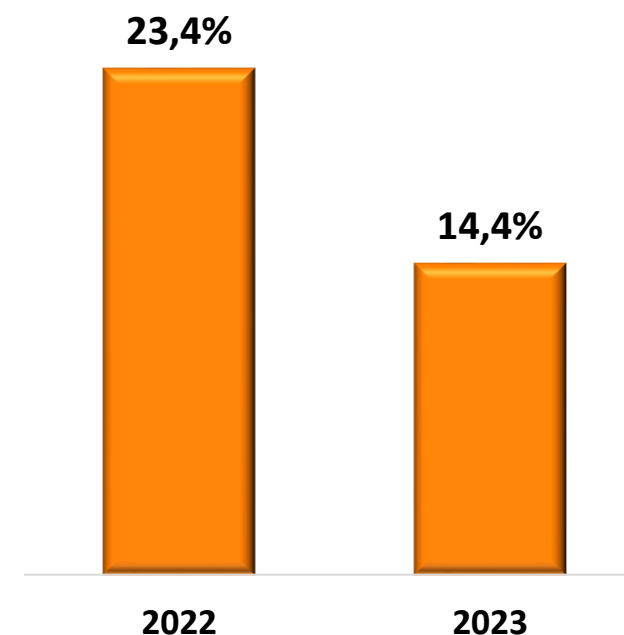


Strong Balance Sheet and Working Capital Position

Summary Balance Sheet (M, TRY)

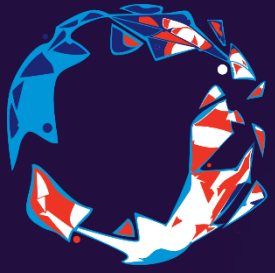
	31.12.2023	31.12.2022	Δ
Cash and cash equivalents	306.2	325.3	-5.9%
Trade receivables	394.3	372.8	5.8%
Inventories	37.5	25.0	49.9%
Property, plant and equipment	14.3	13.6	4.9%
Intangible assets	401.2	241.6	66.1%
Other Assets	103.8	99.9	3.9%
Total Assets	1,257.3	1,078.2	16.6%
Trade payables	251.1	187.6	33.9%
Other Liabilities	119.7	89.3	34.0%
Total Equity	886.5	801.3	10.6%
Total Liabilities & Equity	1,257.3	1,078.2	16.6%
Equity/Total Liabilities	0.71	0.74	-5.1%
Working Capital	180.6	210.2	-14.1%

Working Capital/Revenue



ATP Key Investment Highlights





ATP



THANK YOU
