



ATP First Half & 2nd Quarter 2024 Results Presentation

September 20, 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

First Half & Q2 2024 Results Presentation

Strong Financial Performance Through Solid Execution

| | Q2 2024 | First Half 2024 | First Half 2024 Margins Improvements |
|----------------------|-----------------------|----------------------|---|
| Revenue | TRY 452.0M ▲ 20% YoY | TRY 881.7M ▲ 30% YoY | |
| Gross Profit | TRY 227.6M ▲ 42% YoY | TRY 448.2M ▲ 39% YoY | Margin 50.8% ▲ +3.3 points |
| Net Operating Profit | TRY 53.5M ▲ 43% YoY | TRY 129.6M ▲ 49% YoY | |
| EBITDA | TRY 99.4M ▲ 27% YoY | TRY 206.2M ▲ 33% YoY | Margin 23.4% ▲ +0.5 points |
| Net Income | TRY 37.9M ▼ (65)% YoY | TRY 173.7M ▲ 28% YoY | Margin 19.7% ▼ -0.3 points |



Tradesoft: Driving Growth and Market Leadership

Growth Through Innovation & Transformation

- Revenues up by 22% YoY
- Added 3 new customers for total of 38
- Strong market presence and widespread customer acceptance for NexGen Mobile application
- Major financial institutions and emerging fintechs adopting our solutions; reflecting their trust in our highly scalable offerings
- Launched Tradesoft Academy, taking leadership role in promoting, educating and integrating the finance industry
- NextGen GTP+ and AI enabled GTPx platform developments on track
- Focus on International markets and emerging digital institutions to drive future growth

57%

MRR Portion
of Revenues

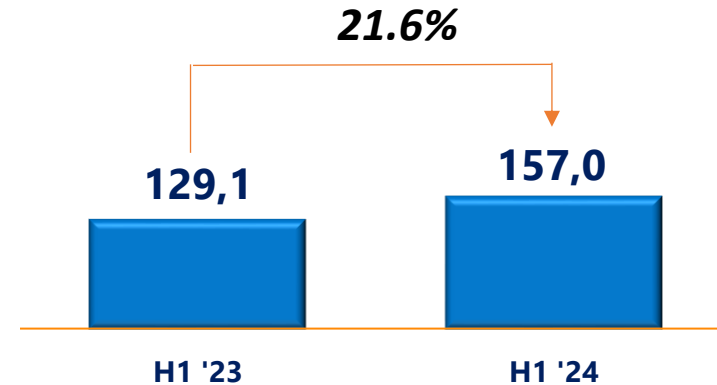
38

Total
Customers

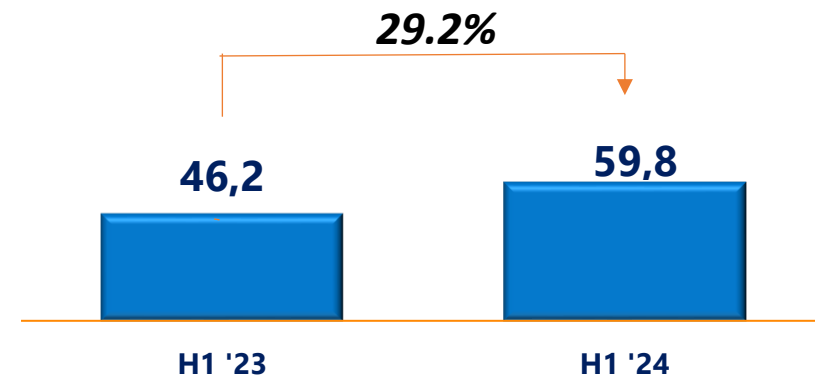
~ 51%

BIST
Market Share¹

Tradesoft Revenue (M TRY)



Tradesoft EBITDA (M TRY)



ATP Tradesoft

1. Market share of BIST trading volume as of March 31, 2024 among direct competitors; Source: TSBP

ATP Zenia: Providing QSR Business Solutions Globally

Driving Growth & Innovation in QSR With Leading Edge Technologies

- Revenues grew by 27%
- Added 37 new customers in H1
- Android based Cloud POS complete. Ready for deployments internationally
- Successfully deployed 922 kiosks. Targeting 1.300 for 2024
- Launching smart delivery box systems for better management of deliveries
- Improving customer experience with integrated robots for table service
- Expanding Next Level Experience (NLX) framework and setting new standards of customer engagement and operational efficiency

3,200+

Locations Globally

739

Customers

922

Kiosks Deployed

Revolutionizing Customer Service with Leading Technologies

- ✓ More Personalized Service Experience
- ✓ Increased Service Speeds
- ✓ Higher Customer Satisfaction

Benefits of Delivery Box Systems

- ✓ Speed and Efficiency
- ✓ Order Accuracy
- ✓ Pick-Up Time Tracking
- ✓ Isolate Delivery Ops
- ✓ Flexibility & Accessibility



ATP China: Driving Innovation and Growth

Strategic Initiatives Continue

- Revenues grew by 17%
- Accounted for 55% of Zenia Revenues
- Successfully launched mini apps & native app – great customer interest
- Established new sales channels adding value to customers (Satellite Model, Service to Car)
- Deployed Feishu by ByteDance, an enterprise collaboration platform
- Digital Store Concept implemented – robot assisted table service

New Sales Channels

Satellite (Portable) Store Model



'Bring to My Car' Service at Gas Stations



New Mini Apps

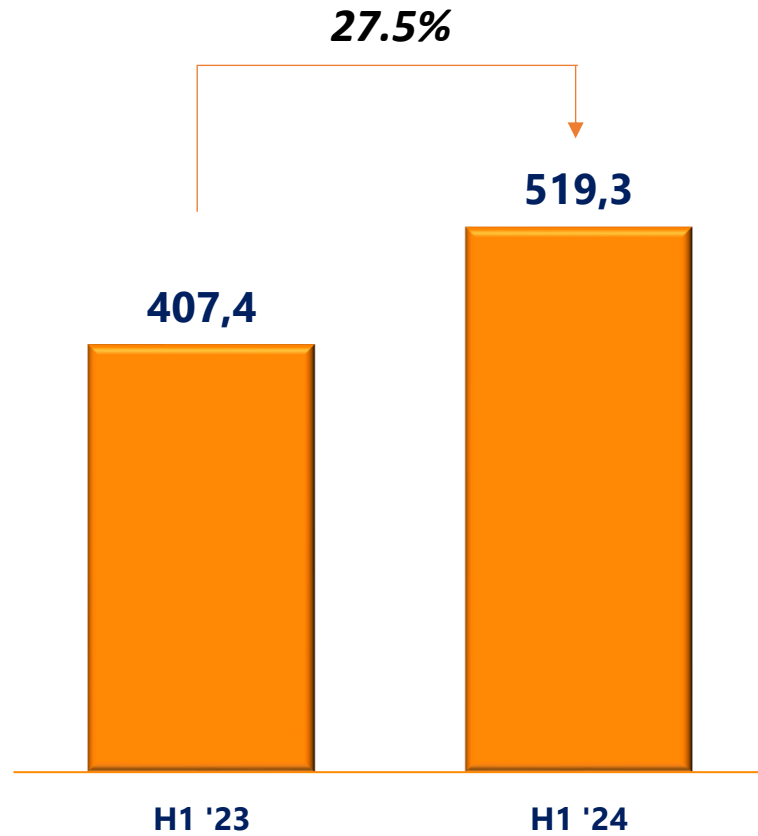


New Native App

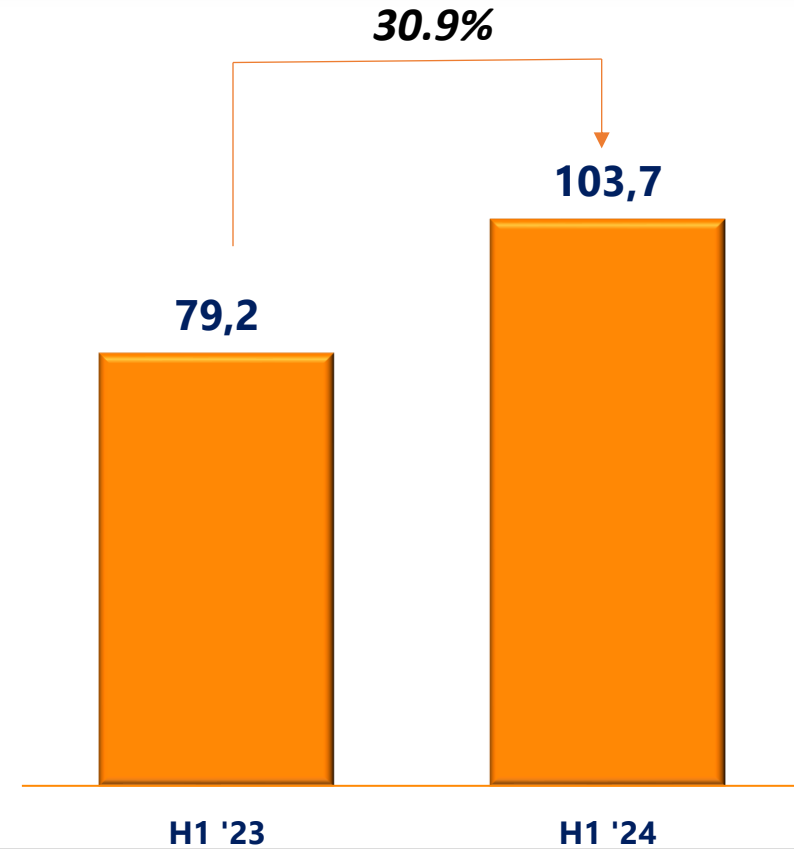


ZENIA: Consistent Increase in Revenues and EBITDA

Zenia Revenue (M, TRY)



Zenia EBITDA (M, TRY)



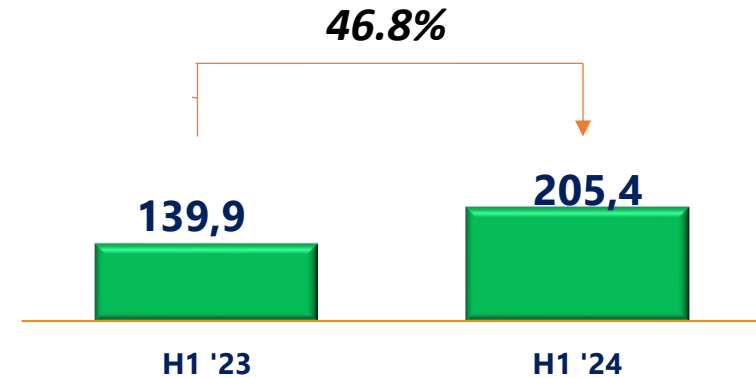
ATP Digital: Continued Growth and Innovation

Innovative Tech Success and Enhanced Service Capabilities

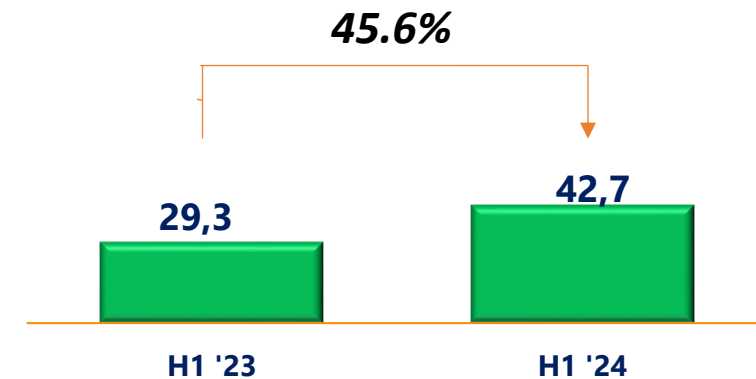
- 1H Revenues grew by 47% YoY
- Grew customer base to 82
- RobotX launch followed by customer orders based on solid ROI models
- Sales and repeat orders for various service robots i.e, cleaning, logistics, food service
- Multiple new CRM & ERP projects
- Service capabilities and market penetration increasing consistently



ATP Digital Revenue (M, TRY)



ATP Digital EBITDA (M, TRY)



Key Developments on Other Business Lines

GreenX

- Pioneering digital green energy and carbon certificates market with enhanced value propositions
- Continue to onboard energy producers and buyers of green energy certificates on platform
- The platform saw 589K MWh in order entries and facilitated the sale of 138K MWh in energy certificates.
- Expanded service offerings with introduction of new carbon emissions calculations and reporting module
- Exploring strategic collaboration alternatives for other markets

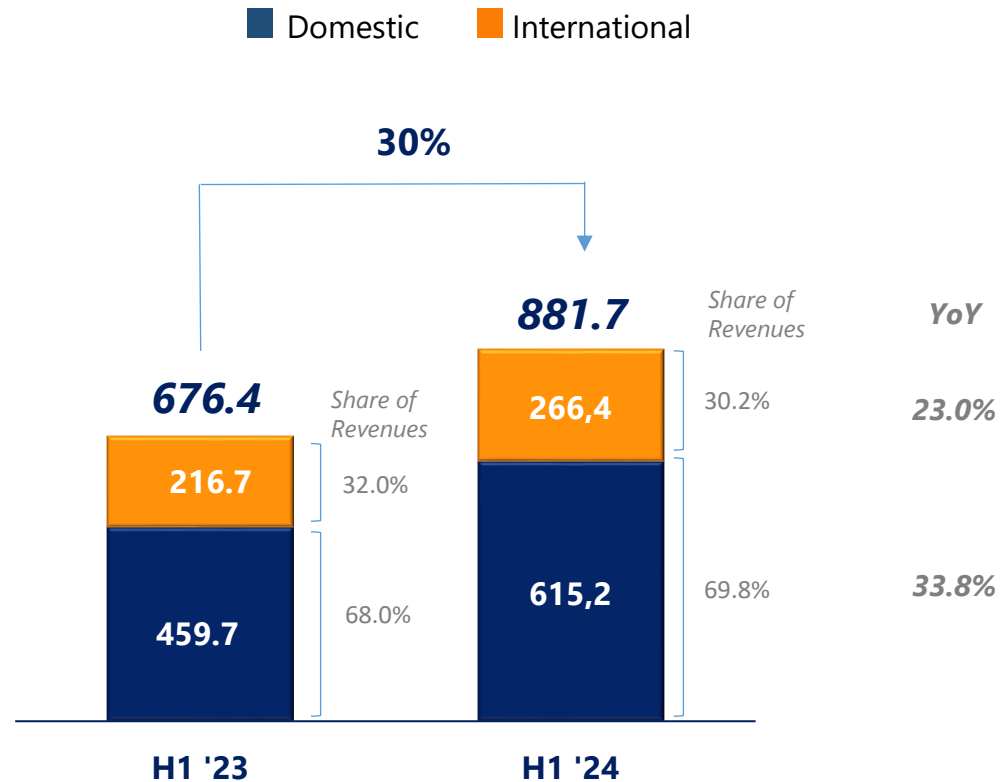
ATP GSYO

- Pipeline of opportunities;
 - Motorcycle electrification
 - Cloud kitchen initiatives
 - Delivery optimization
- Seeking investment opportunities with emphasis on commercially viable products aligned with ecosystem
- AtaExpress investment's Tıkla Gelsin on-line order platform membership reached 7.1 as of Q2
 - Tıkla Gelsin NexGen mobile platform launched; enabling integration of new bands into marketplace
 - Fiyuu operates with consistent courier's efficiency. Operating in 74 cities, 6000+ courirers on board

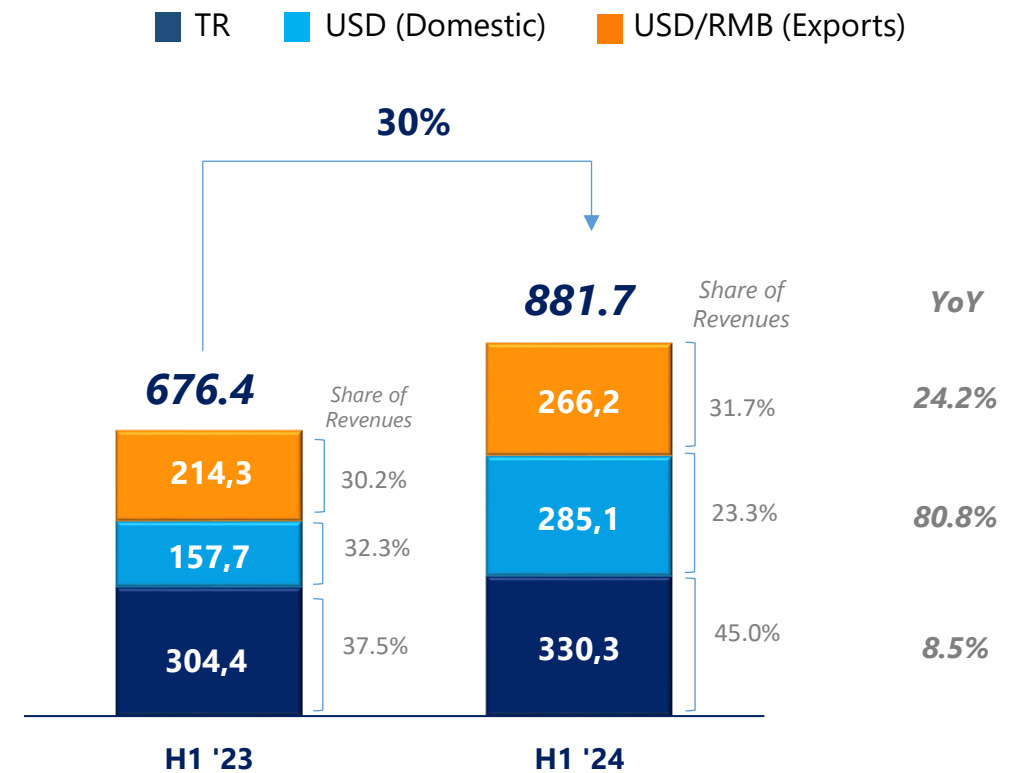


Resilient Revenue Streams and Diversification

Revenue Domestic & International (M, TRY)



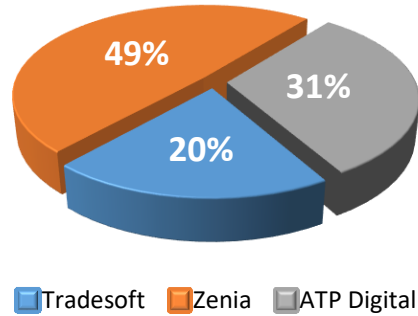
Revenue By Currency (M, TRY)



Driving Stability and Growth Through MRRs



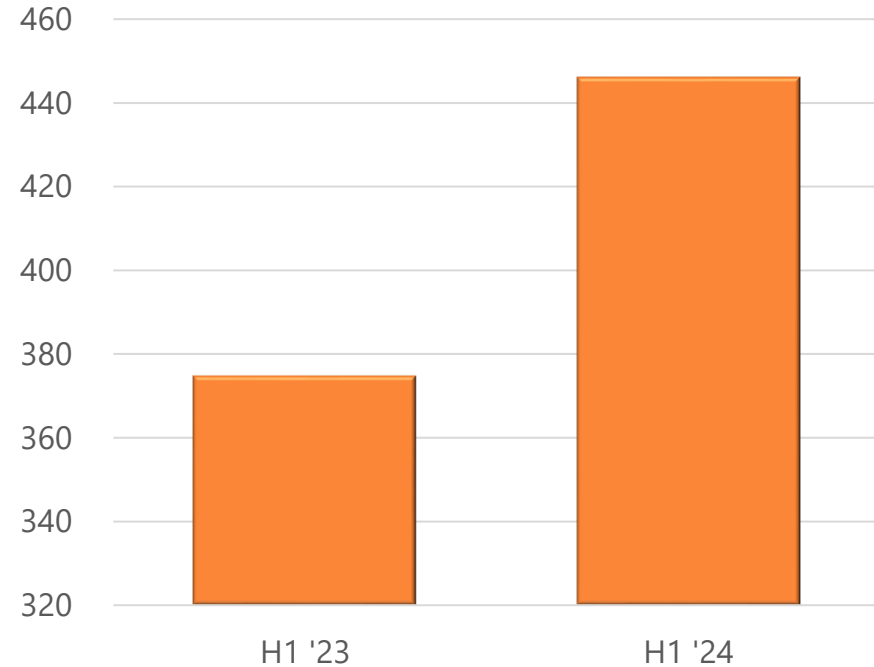
First Half '24 MRR DISTRIBUTION



First Half 2024

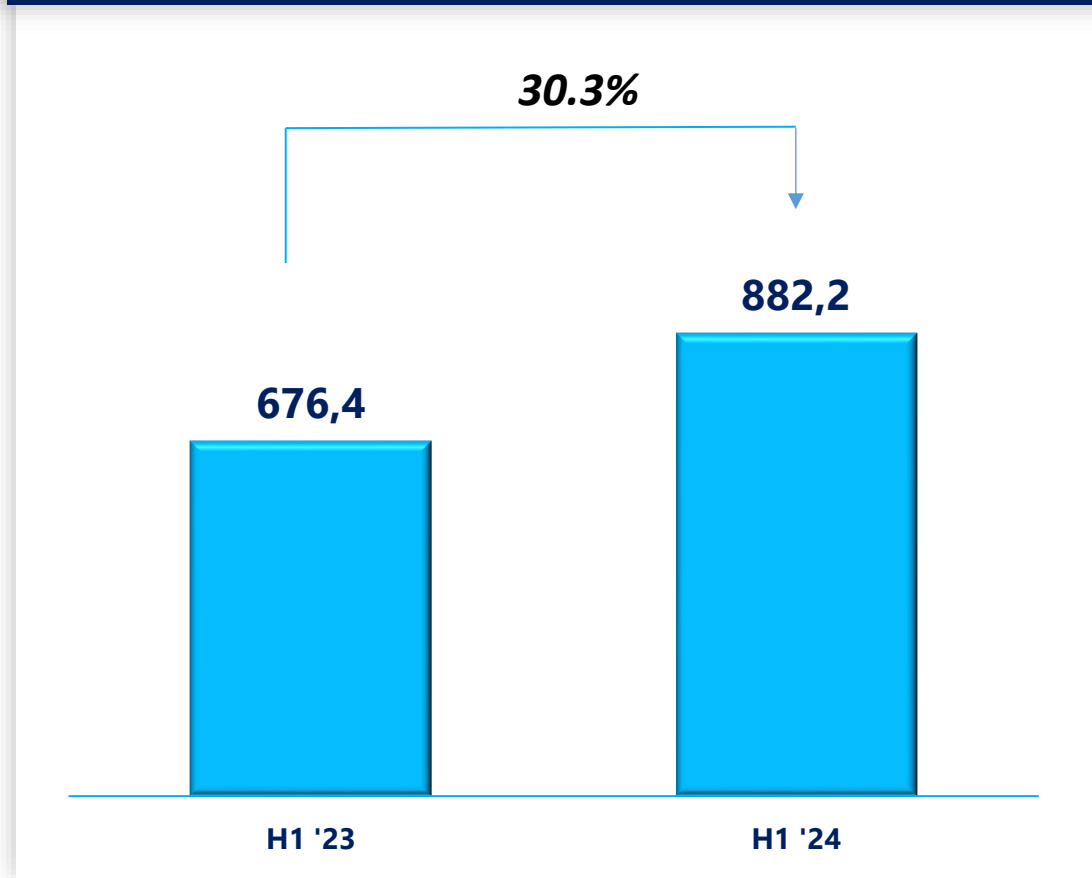
| MRR REVENUES | SHARE OF TOTAL REVENUES | GROWTH |
|-------------------|-------------------------|------------------|
| TRY 446.2M | 50.6% | 19.0% YoY |

STEADILY INCREASING MRR (M, TRY)

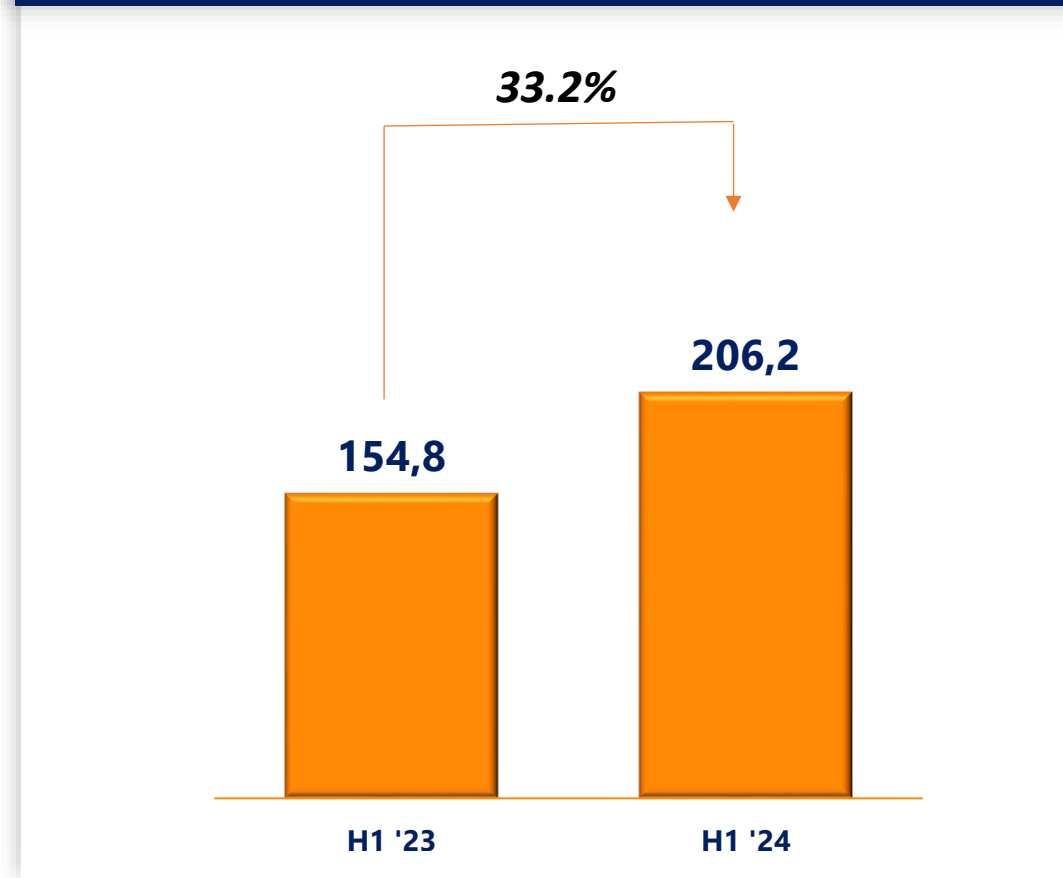


Strong Revenue & EBITDA Growth

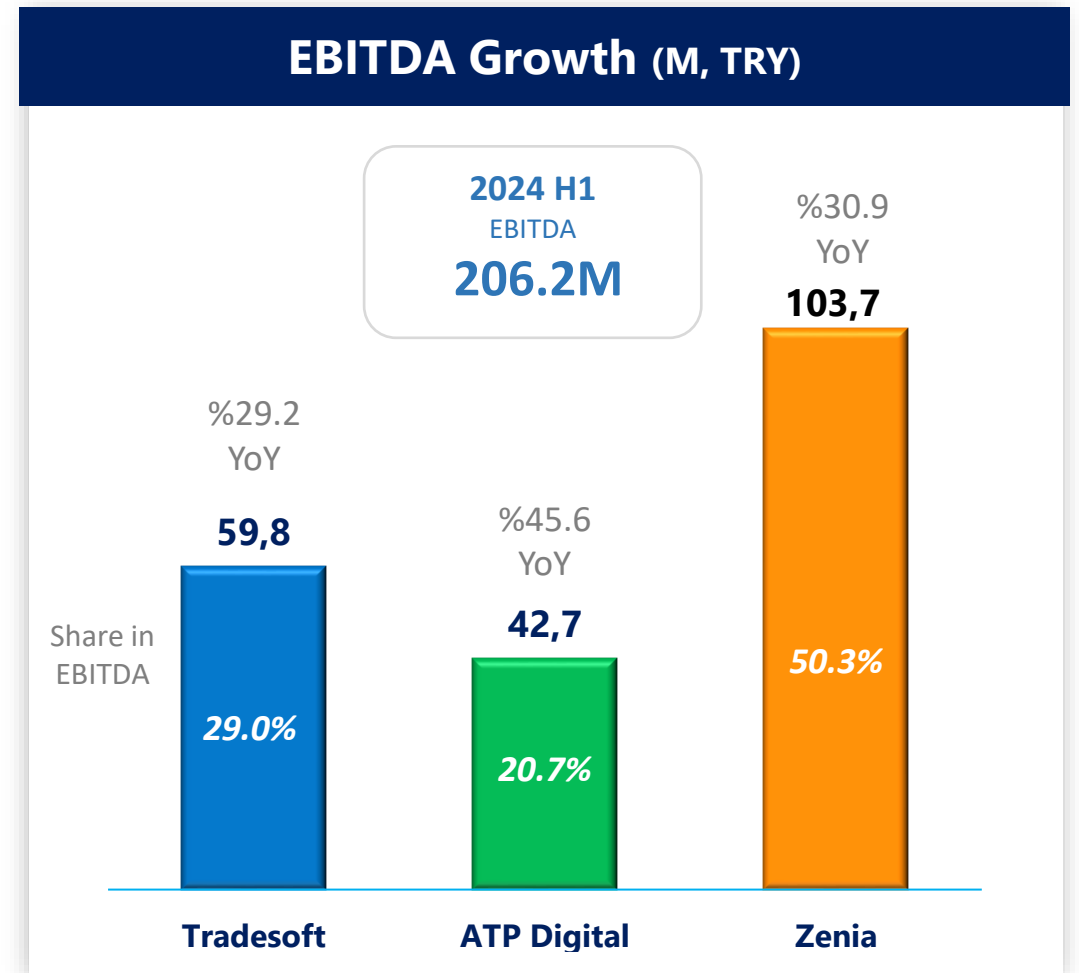
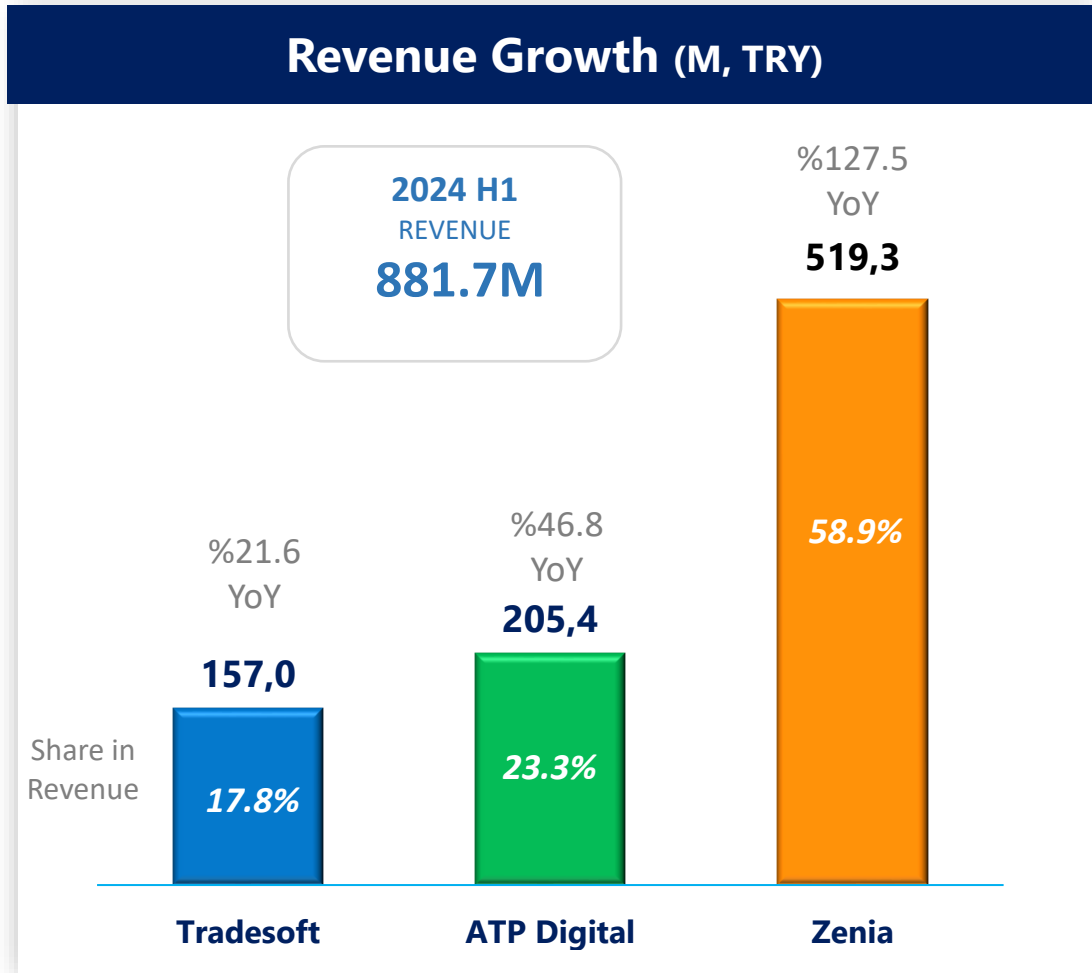
H1 Revenues (M, TRY)



H1 EBITDA (M, TRY)

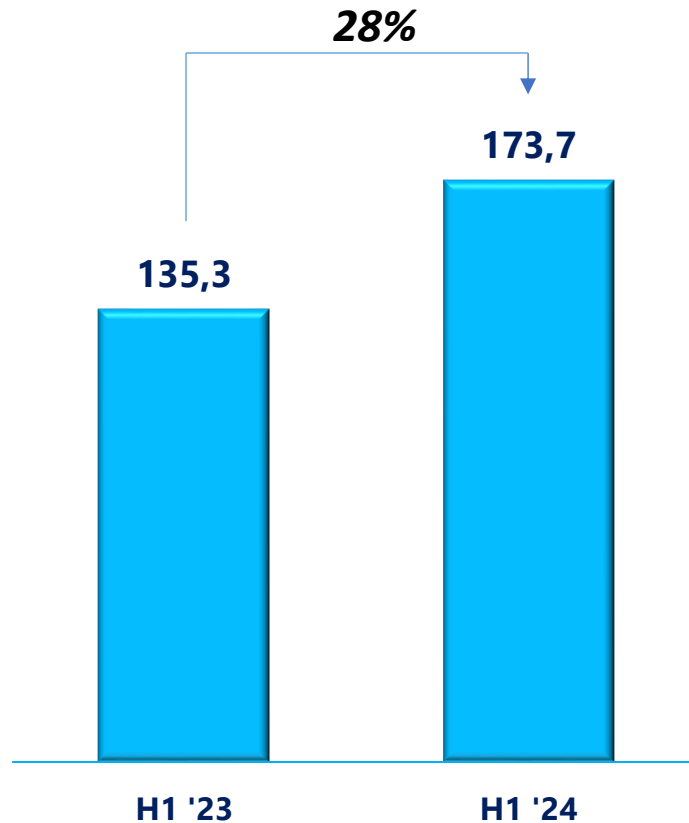


Balanced Financial Contribution



Our Net Income and Upsides Going Forward

First Half Net Income (M, TRY)



Multiple Upsides & Developments

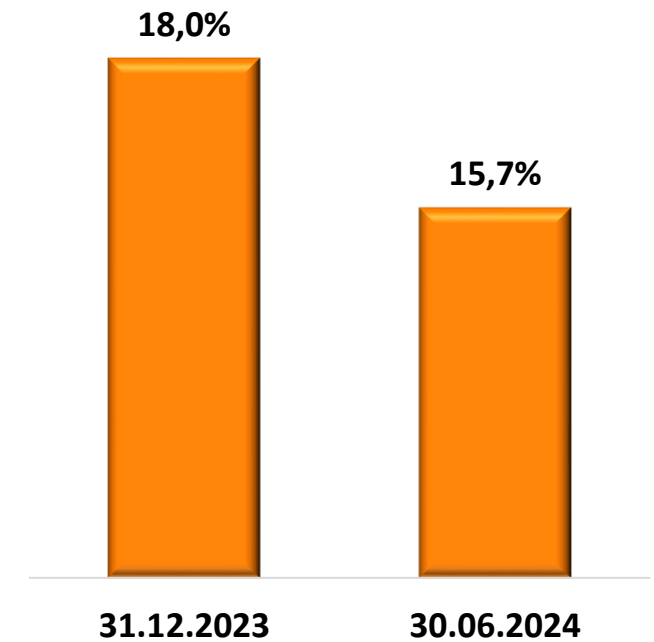
- Tradesoft experiencing growth with new entrants into capital markets and projects from major financial institutions for NexGen mobile app & solutions
- ATP Zenia solutions gaining traction abroad with successful pilots to lead into deployments and market expansion.
- Steady climb in ATP Digital revenues with expanding customer base. RobotX steadily acquiring customers with products offering solid value propositions
- Green building customer base; expanding offerings for new revenue streams; introduced carbon emissions calculations and reporting
- Accelerating investments into R&D and partnerships to anticipate and shape markets 2025 and beyond
- Building on "Great Place to Work" to attract young talent
- Investments into staff and technologies to manage better manage inflation accounting and currencies

Strong Balance Sheet and Improved Working Capital

Summary Balance Sheet (M, TRY)

| | 30.06.2024 | 31.12.2024 | Δ |
|---------------------------------------|----------------|----------------|-------------|
| Cash and cash equivalents | 328.5 | 382.0 | (14.0)% |
| Trade receivables | 496.5 | 491.8 | 1.0% |
| Inventories | 46.6 | 46.7 | (0.2)% |
| Property, plant and equipment | 17.6 | 17.8 | (1.5)% |
| Intangible assets | 608.8 | 500.5 | 21.6% |
| Other Assets | 181.5 | 129.5 | 40.1% |
| Total Assets | 1,679.5 | 1,568.3 | 7.1% |
| Trade payables | 314.3 | 313.2 | 0,3% |
| Other Liabilities | 131.0 | 149.3 | (12,3)% |
| Total Equity | 1,234.3 | 1,105.8 | 11,6% |
| Total Liabilities & Equity | 1,679.5 | 1,568.3 | 7,1% |
| Equity/Total Liabilities | 0,73 | 0,71 | 4,2% |
| Working Capital | 228,8 | 225,3 | 1,6% |

Working Capital/Revenue



ATP



THANK YOU
