



ATP



ATP 1st Quarter 2023 Results Presentation

May 9, 2023

Disclaimer

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ATP



Business & Financial Update

1st Quarter 2023 Results Presentation

Q1 2023 Highlights: Solid Start to Year

Revenue

TRY 162.4 M ▲ 84% YoY

Gross Profit

TRY 86.4 M ▲ 91% YoY

GP Margin 53.2%
+4.0 points QoQ

EBITDA

TRY 42.9 M ▲ 56% YoY

EBITDA Margin 26.4%
+2.2 points QoQ

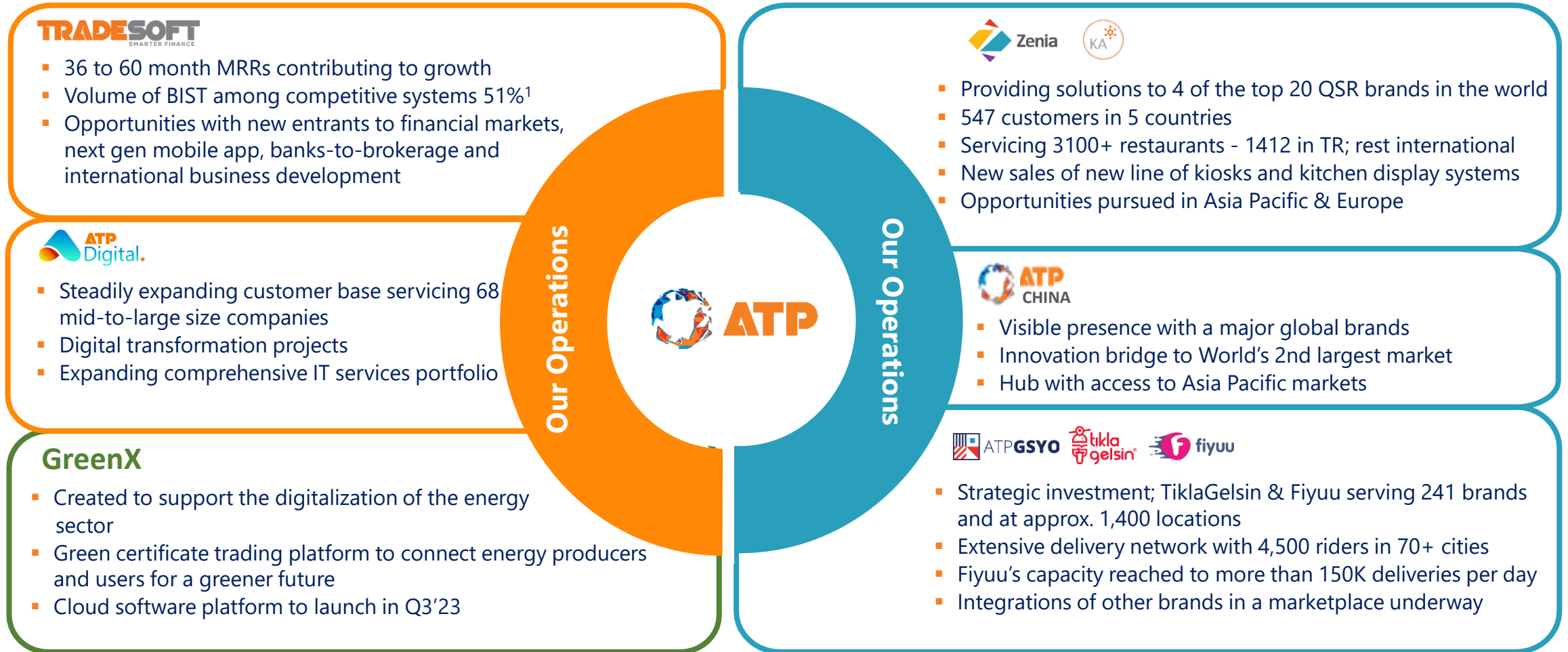
Net Income

TRY 41.6 M ▲ 51% YoY

Net Income Margin 25.6%
+2.2 points QoQ



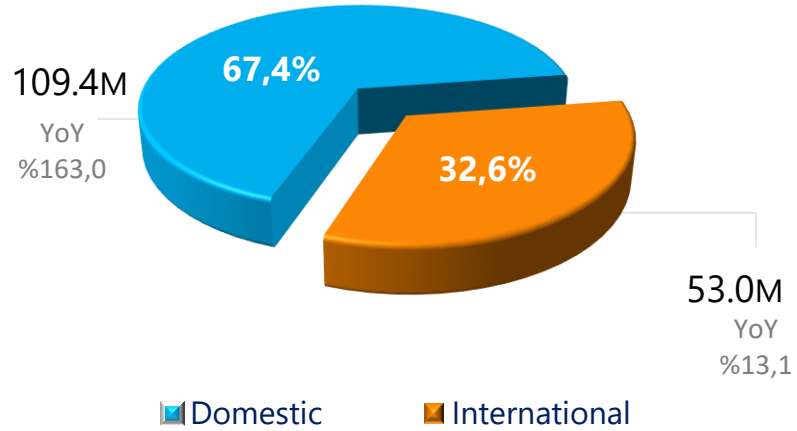
Q1'23 Progress: A Diversified Business Model



1. Market share of BIST trading volume as of December 31, 2022 among direct competitors; Source: TSBP

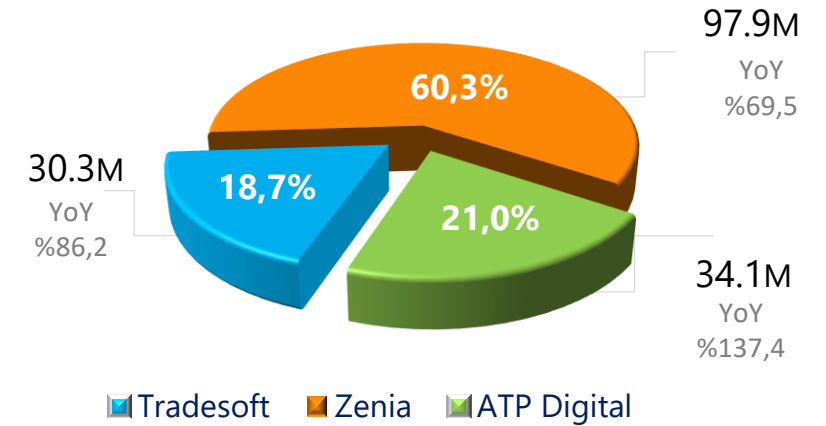
Balanced Revenue Distribution Contribution to Performance¹

Revenue Distribution
Domestic & International

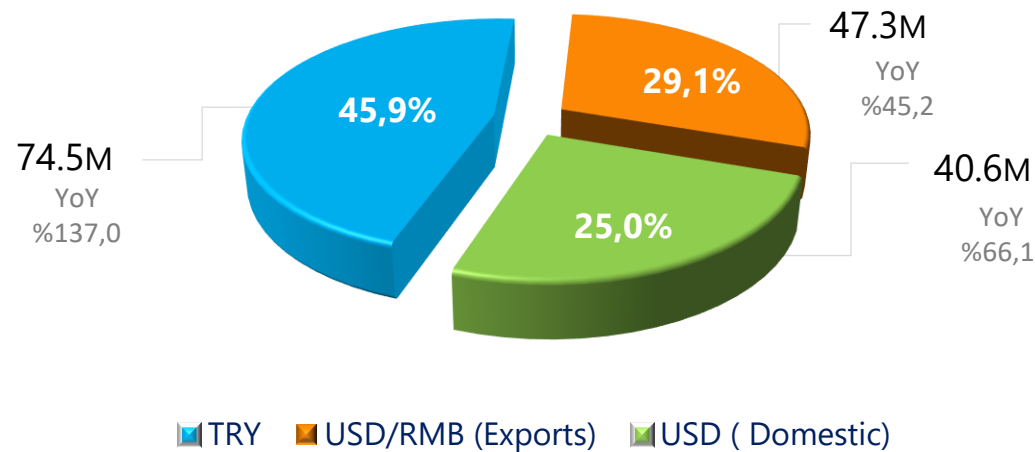


Q1 2023
REVENUE
162.4M

Revenue Distribution
By Business Area



Revenue Distribution
by Currency

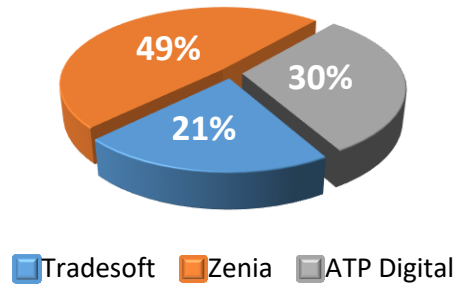


1. Numbers in Million TRY

Higher Predictability with MRRs



Q1 '23 MRR DISTRIBUTION

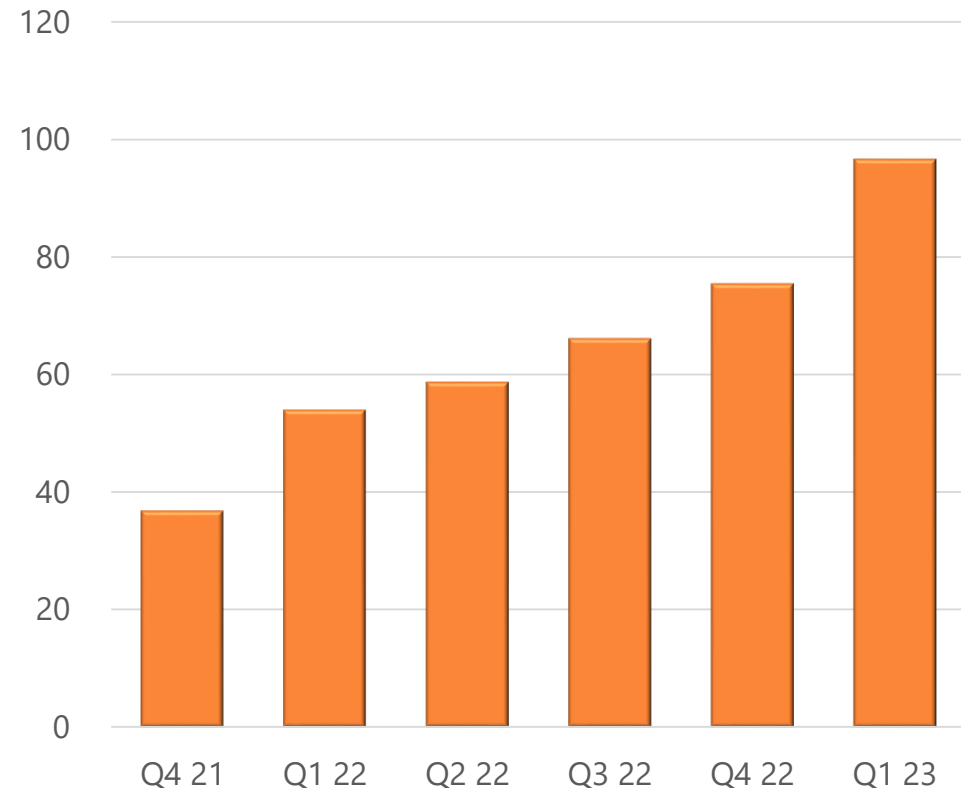


Q1 2023

MRR REVENUES	GROWTH
TRY 96.7M	78.9% YoY

SHARE OF TOTAL REVENUES	
51.2% YE 2022	59.5% Q1 2023
→ +8.3pp	

STEADILY INCREASING MRR (M, TRY)



Servicing Leading Brands

TRADESOF
SMARTER FINANCE

Finance and Capital
Markets Customers

HALK YATIRIM

HSBC

Alternatif
Yatırım

Deniz Yatırım

TEB PORTFÖY
BNP PARIBAS ORTAKLIĞI

OYAK YATIRIM

Ata Yatırım

Garanti Yatırım

YapıKredi
Portföy Yönetimi

QNB
FİNANSİNVEST

Deniz Portföy

AZİMUT PORTFÖY

CREDIT SUISSE

TÜRKİYE BANKASI

TEB YATIRIM
BNP PARIBAS ORTAKLIĞI

YATIRIM
FİNANSMAN
Değer Katar

BURGAN
YATIRIM

aktif bank

GLOBAL
MENKUL DEĞERLER

Ziraat Yatırım

ÜNLÜ & Co

33
Customers

Zenia

Hospitality Industry
Customers

BURGER
KING

TFI

BURGER
KING 汉堡王

söylü
GIDA SAN. VE TİC. A.Ş.

Reklam
Üssü

fiyuu

rbi restaurant
brands
international

TAB

IC
İCTUR

BİLSEV
group

mevlana petrol
group

AMASYA
KURUMSAL

547
Customers

ATP
Digital.

Enterprise IT and
Digital Transformation
Customers

POLAT
HOLDING

Indomie
Instant Noodles

FASDAT
Gıda Dağıtım San. ve Tic. A.Ş.

SUWEN

Tanoto

AtaSancak
Acipayam Tarım İşletmesi San. ve Tic. A.Ş.

iş GYO

vodafone

Atakom

ZE

VakıfBank

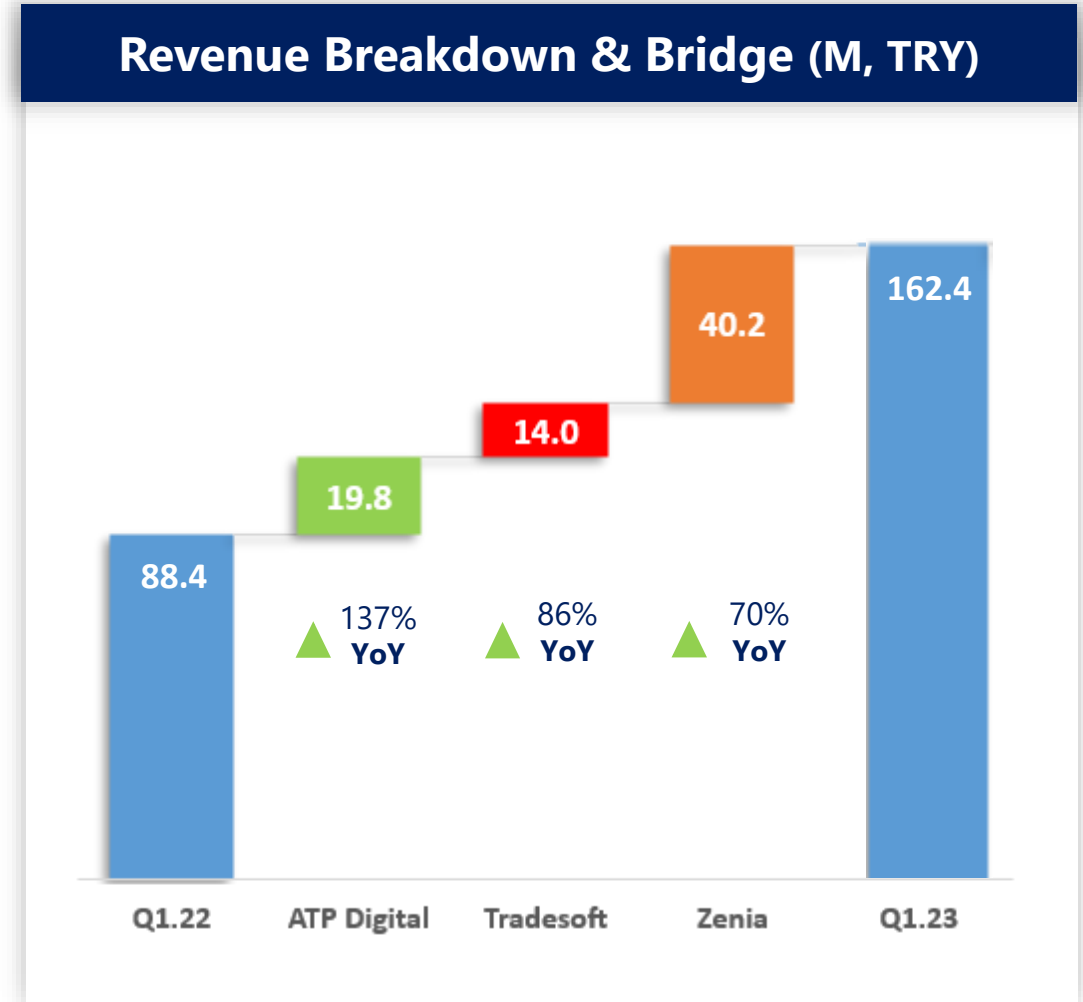
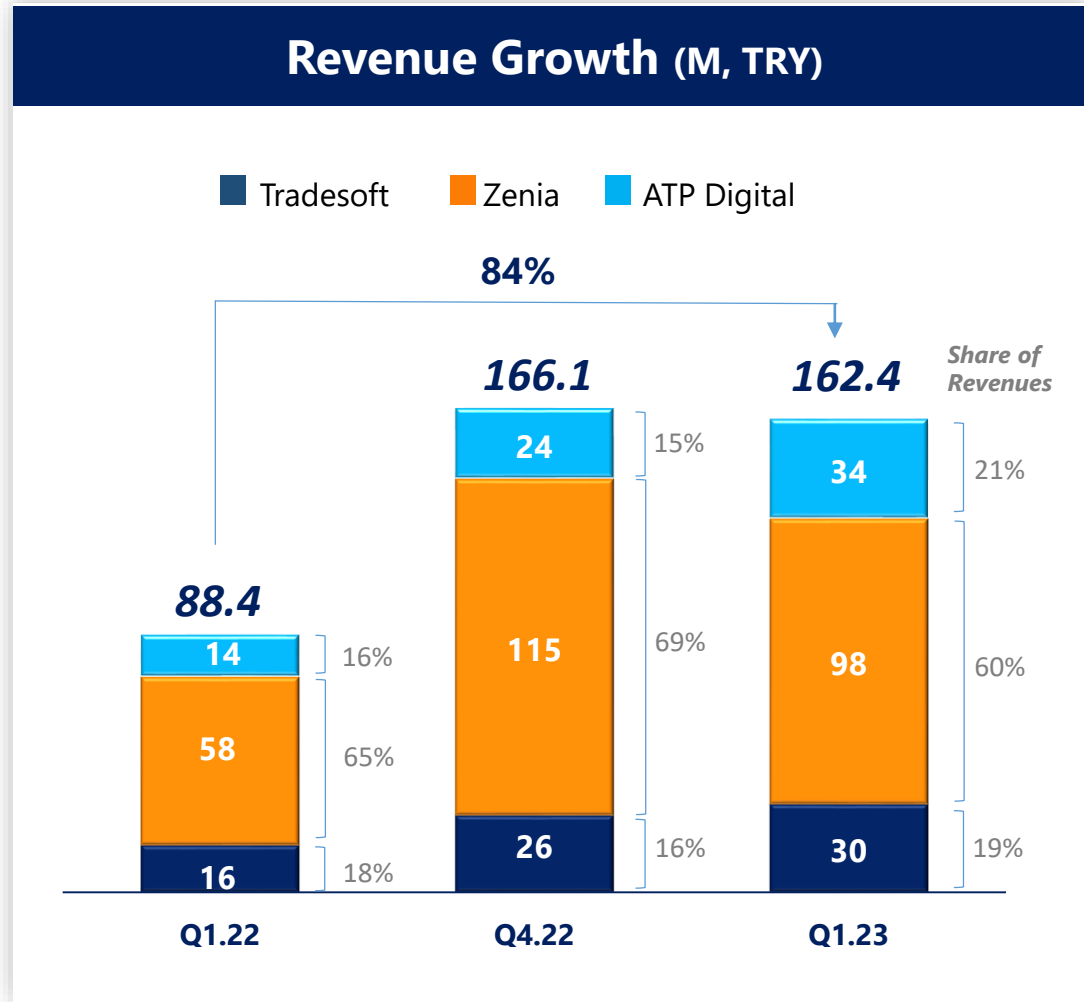
TERMINAL YAPI
TİCARET A.Ş.

HILL

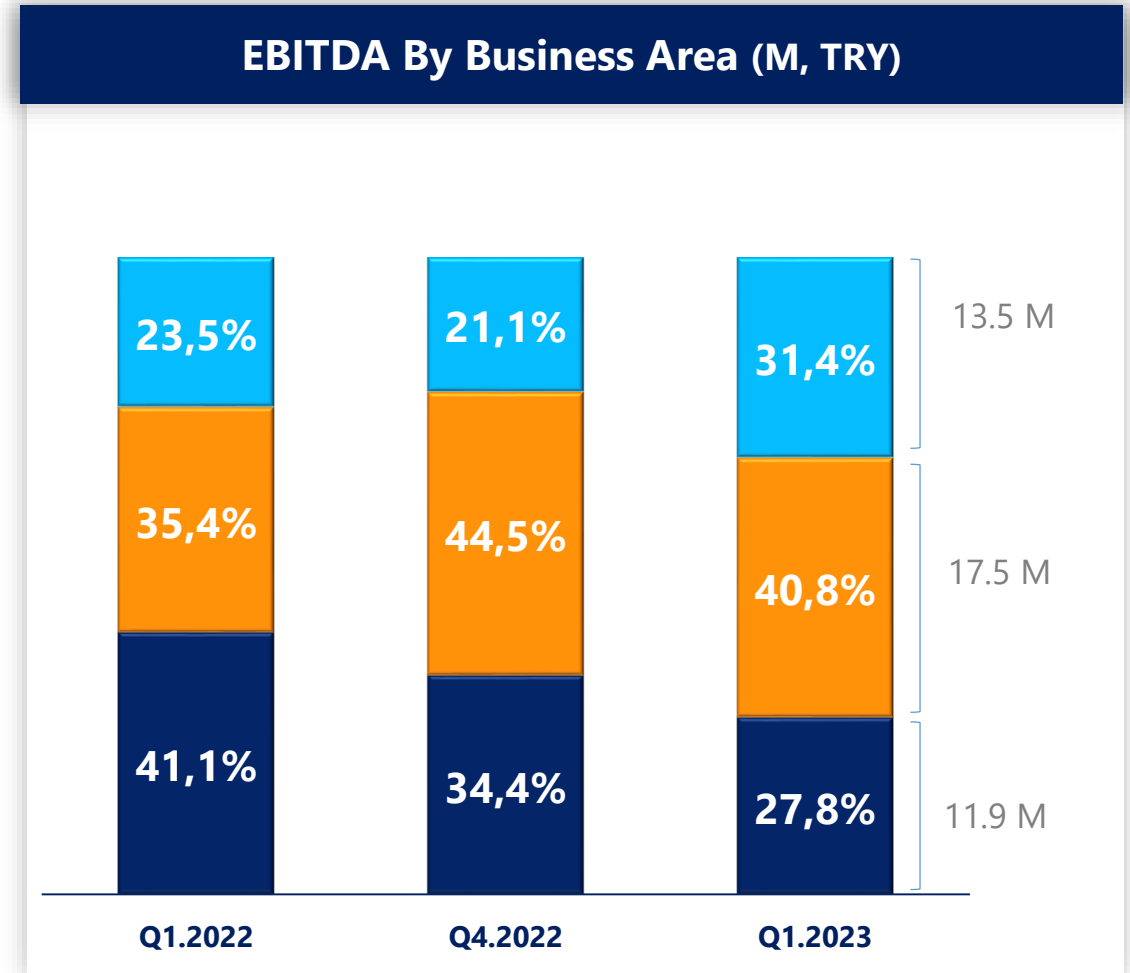
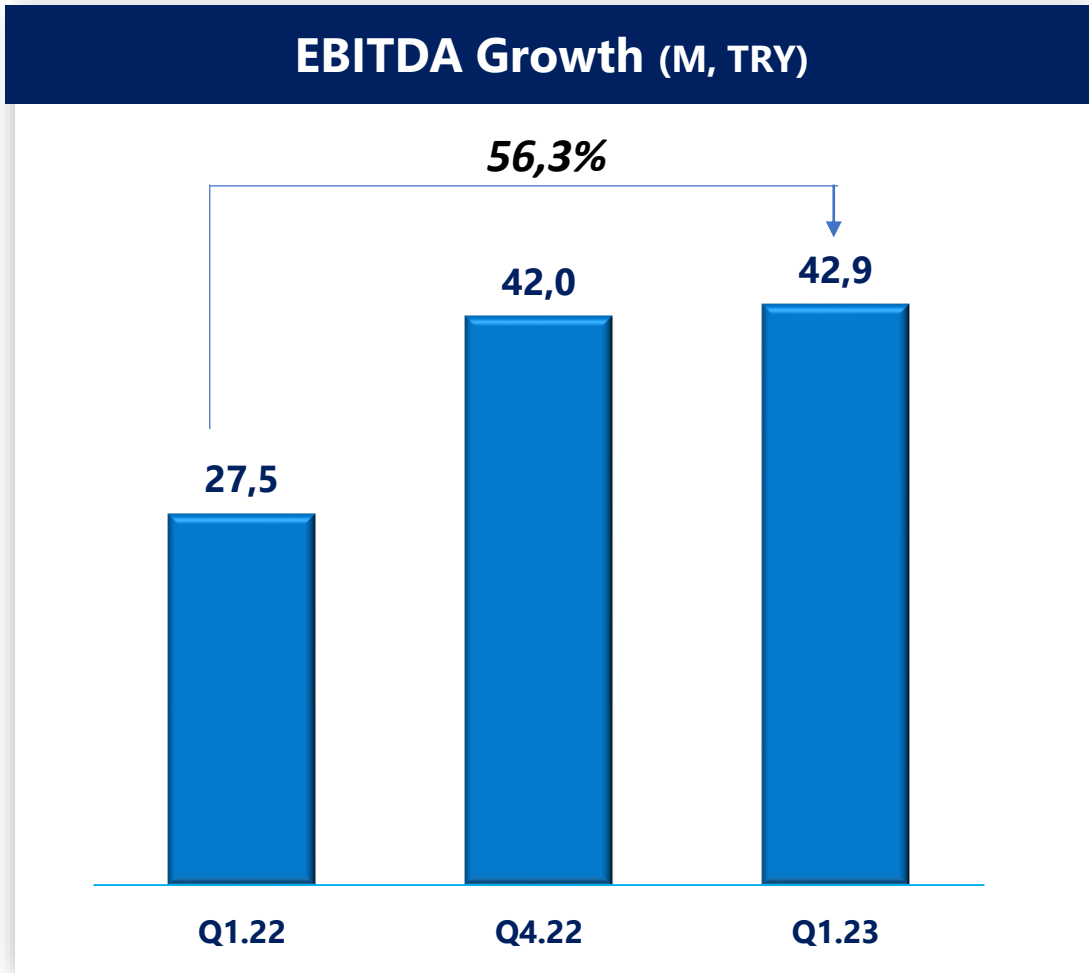
71
Customers



Drivers of Revenue Behind Strong Growth



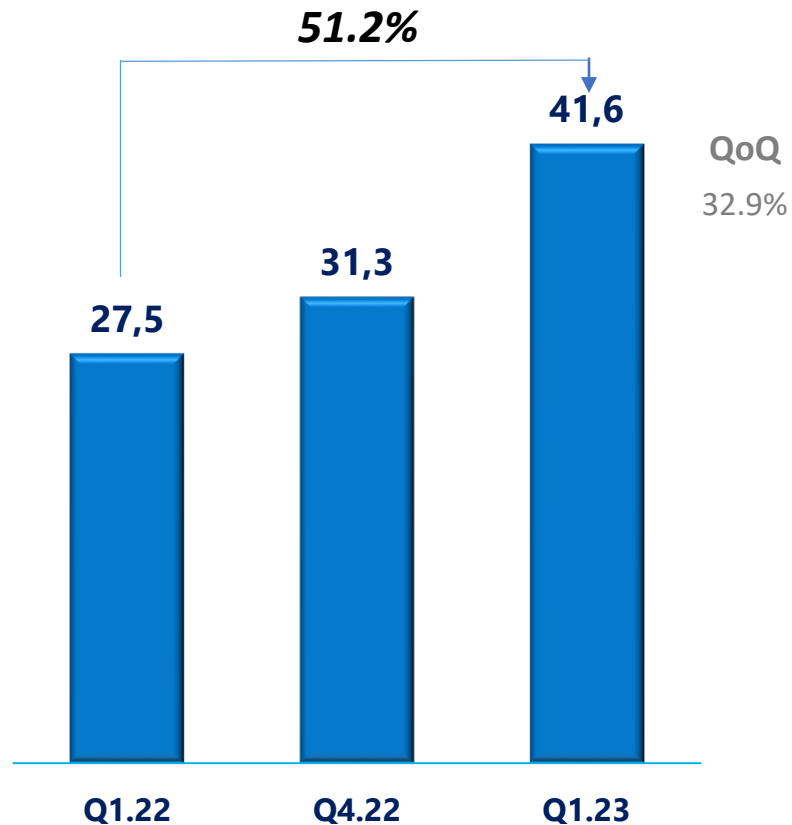
Solid EBITDA Performance, Steady Contribution from Business Areas



■ Tradesoft ■ Zenia ■ ATP Digital

Effective Financial Management

Net Income (M, TRY)



Multiple Upsides & Developments

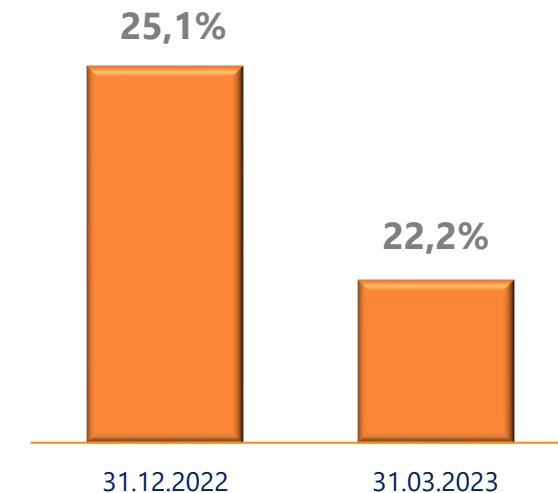
- Post pandemic China to pick up in 2023
- Kiosk business to gather momentum in H2
- Tradesoft mobile apps, GreenX and Tikla Gelsin multibrand to launch in H2
- USD/TL rate was up 2.4% for Q1'23 vs. inflation rate of 12.5% (55% of business in USD and RMB)
- Price adjustment made end of 2022 to reflect into 2023 performance
- Government decision to provide %100 tax exemption to R&D personnel; up from 75%
- As per General Assembly decision: a 30% of distributable Net Profit to be distributed to our shareholders on June 14th 2023

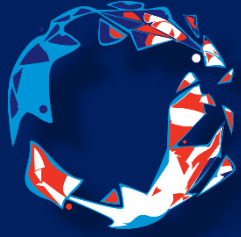
Strong Balance Sheet and Improved Working Capital

Summary Balance Sheet (M, TRY)

	31.03.2023	31.12.2022	Δ
Cash and cash equivalents	200.6	197.4	1.6%
Trade receivables	252.1	226,2	11.4%
Inventories	18.4	12,5	46.6%
Property, plant and equipment	5.8	5,4	6.4%
Intangible assets	138,2	107,1	29.0%
Other Assets	45.1	42,1	7.0%
Total Assets	660.1	590,9	11.7%
Trade payables	143,5	113,8	26,0%
Other Liabilities	49.2	54,2	-9,2%
Total Equity	467.4	422,8	10.5%
Total Liabilities & Equity	660.1	590,9	11.7%
Working Capital	127.0	124.9	1.6%

Working Capital/Revenue





ATP

Thank You

Ümit Cinali
CEO

Ceyhan Er
CFO

Burcu Nergiz
IR Manager

www.atp.com.tr
yatirimci@atp.com.tr