



ATP Q3 2023 Results Presentation

October 31, 2023



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Business & Financial Update

3rd Quarter & 9 Months 2023 Results Presentation

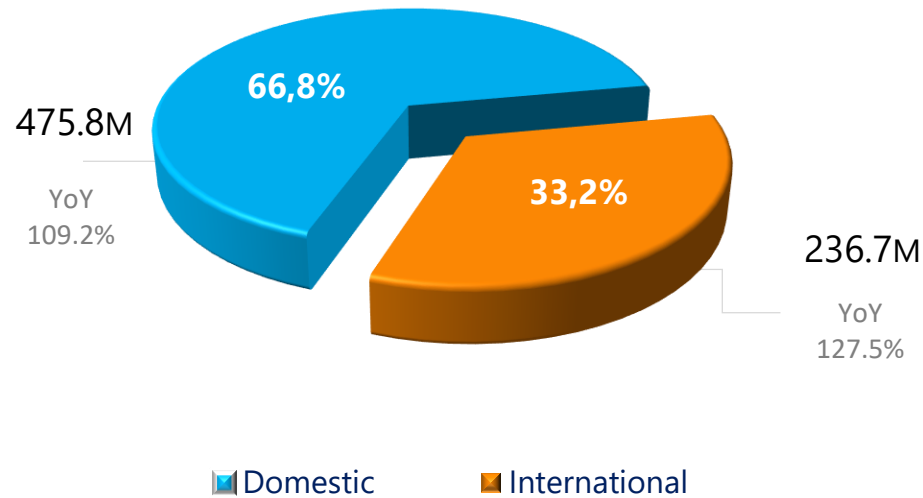
Exceeding Expectations: Strong Growth of a Diversified Model

	Q3 2023	9 Months 2023	9 Months 2023 Margin Changes
Revenue	TRY 331.4M ▲ 136% YoY	TRY 712.6M ▲ 115% YoY	
Gross Profit	TRY 154.2M ▲ 106% YoY	TRY 347.0M ▲ 109% YoY	Margin 49% -1,5 points
Net Operating Profit	TRY 68.0M ▲ 229% YoY	TRY 135.0M ▲ 147% YoY	Margin 21% +2,5 points
EBITDA	TRY 85.4M ▲ 180% YoY	TRY 183.7M ▲ 134% YoY	Margin 28% +2,1 points
Net Income	TRY 77.6M ▲ 115% YoY	TRY 181.7M ▲ 113% YoY	Margin 25,5% -0,2 points

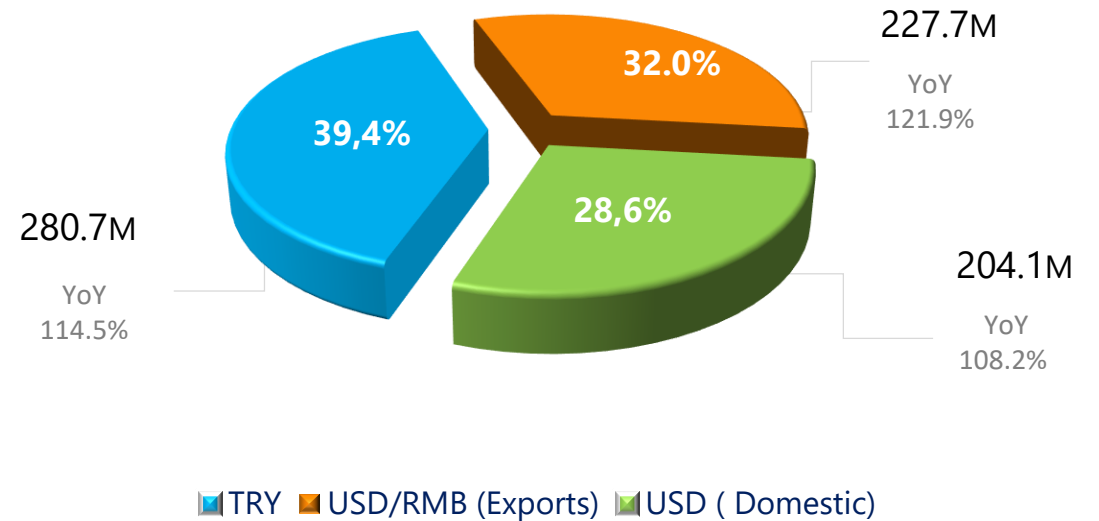
Diversified Model: A Catalyst for Sustainable Success

2023 9 Months
REVENUE
712.6M TL

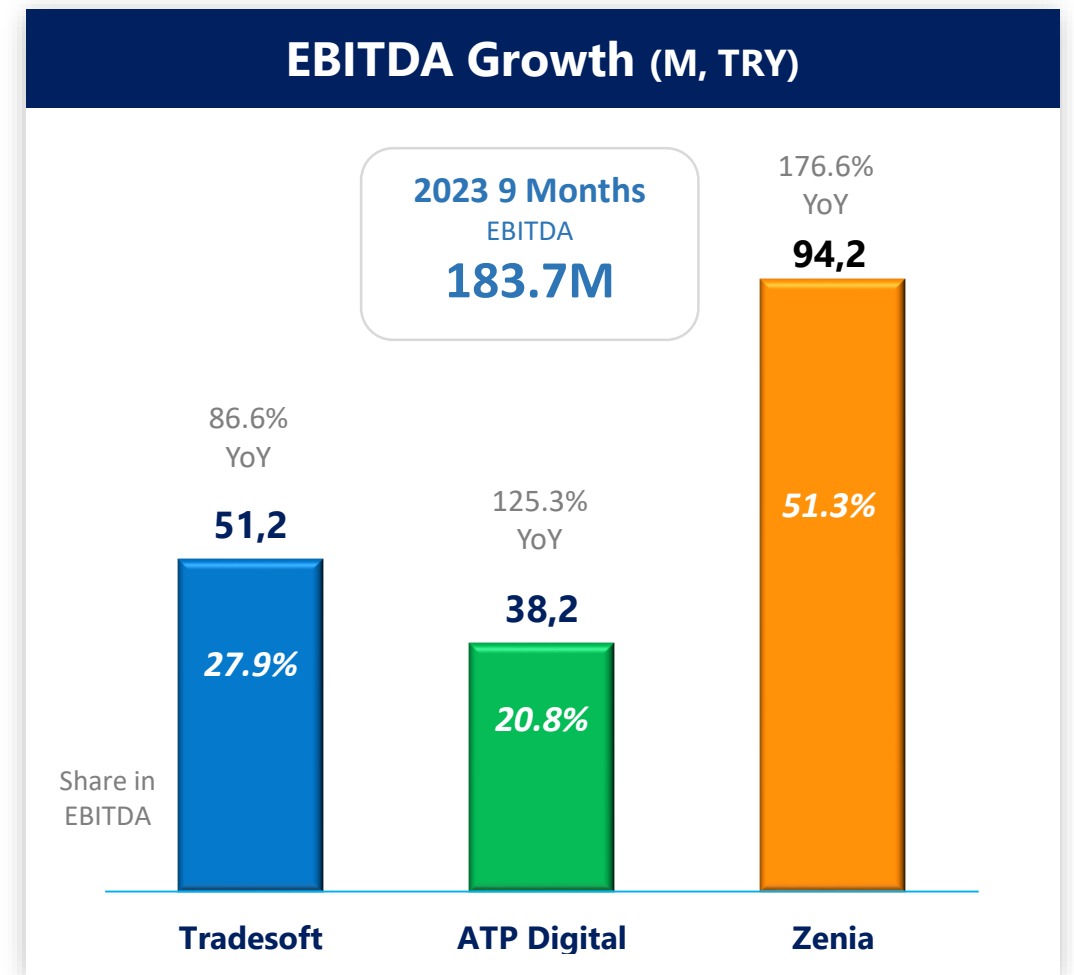
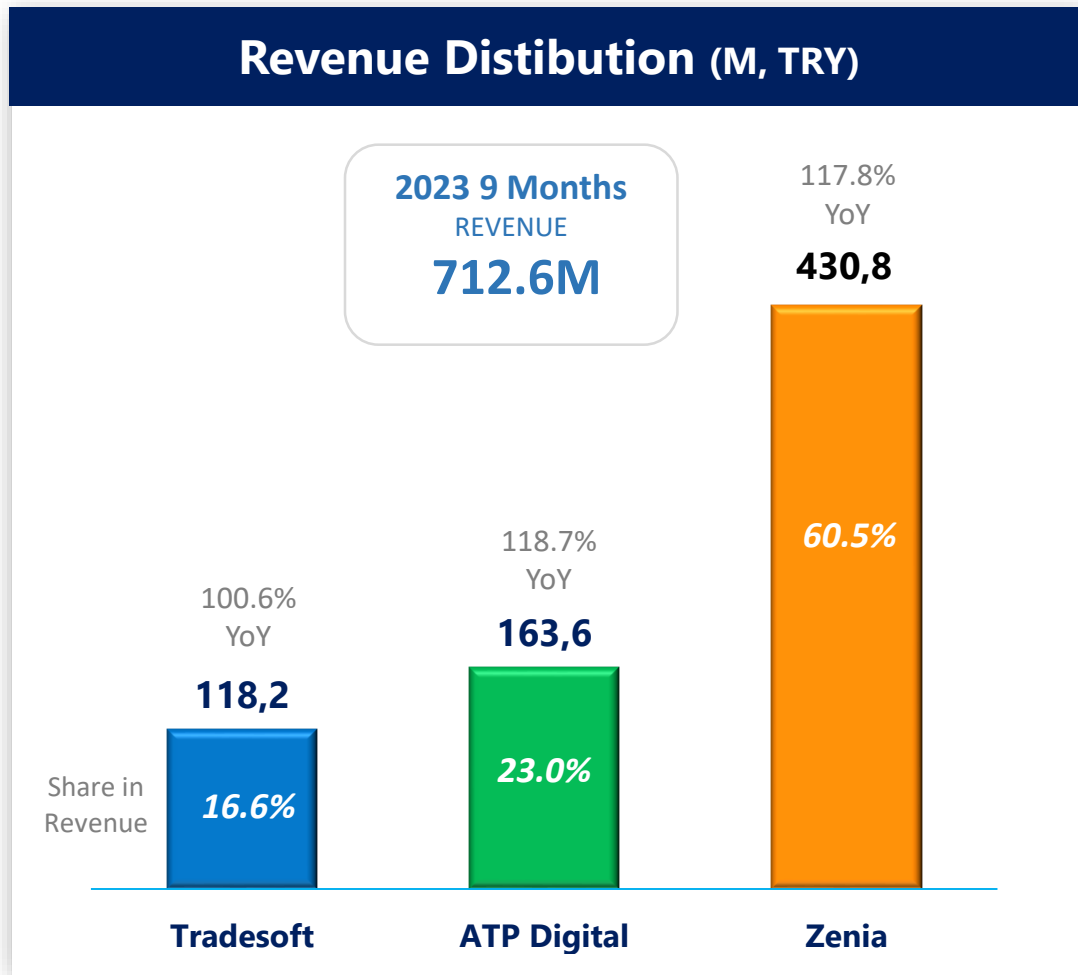
Revenue Distribution
Domestic & International



Revenue Distribution
by Currency



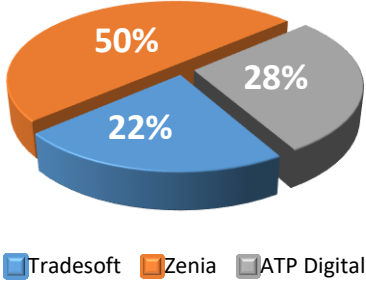
A Closer Look at Strong Business Results



Sustainable Growth through MRRs



9 Month MRR DISTRIBUTION



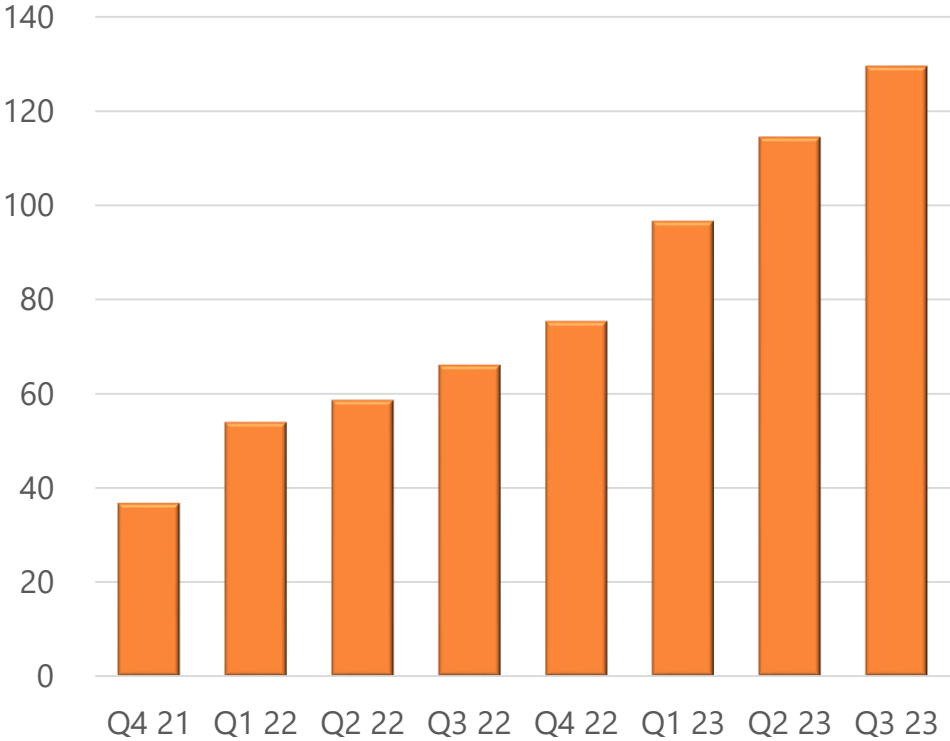
Q3 2023

MRR REVENUES	SHARE OF TOTAL REVENUES	GROWTH
TRY 129.5M	39.1%	95.6% YoY

9 Months 2023

MRR REVENUES	SHARE OF TOTAL REVENUES	GROWTH
TRY 340.7M	47.8%	90.3% YoY

STEADILY INCREASING MRR (M, TRY)



ZENIA: Expanding in Global Hospitality Market with Technology Solutions

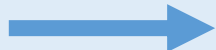
Driving Efficiency & Profitability with Zenia Solutions

- Global provider of end-to-end technologies to QSR businesses
- Zenia added 95 new customers with first 9-months
- Success with Next Gen Kiosks; 373 in field by end of Q3

Higher Customer Satisfaction & UpSell Benefits Realized With Kiosks

26%* UpSell

Before



After

* Upsell ratio in terms of sales



Demand for Kiosks by TAB Gıda brands as well as other customers

Ready for RBI's Kings Journey

- Completed digital infrastructure and processes for RBI's 'King's Journey' new customer experience system
- Successfully deployed 'Kings Journey' at a major Burger King location in Istanbul
- In final stages of certification by RBI
- Participated in Burger King Convention in Paris October 16-18; exhibited at Burger King booth
- ATP goal is to become a certified global technology provider of RBI for all restaurant systems

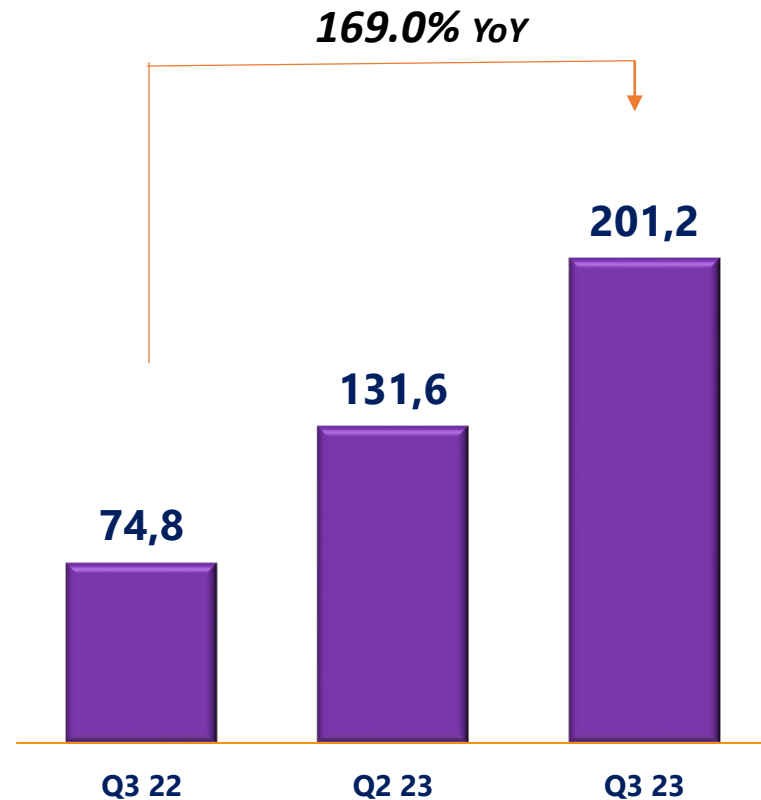


King's Journey Restaurant

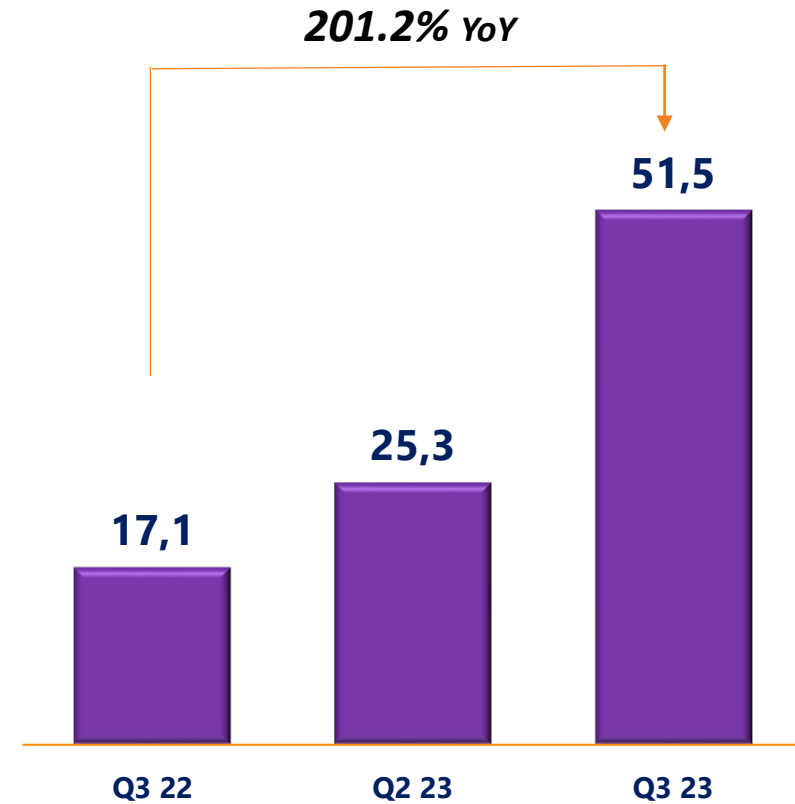


ZENIA: Scaling Growth & Profitability

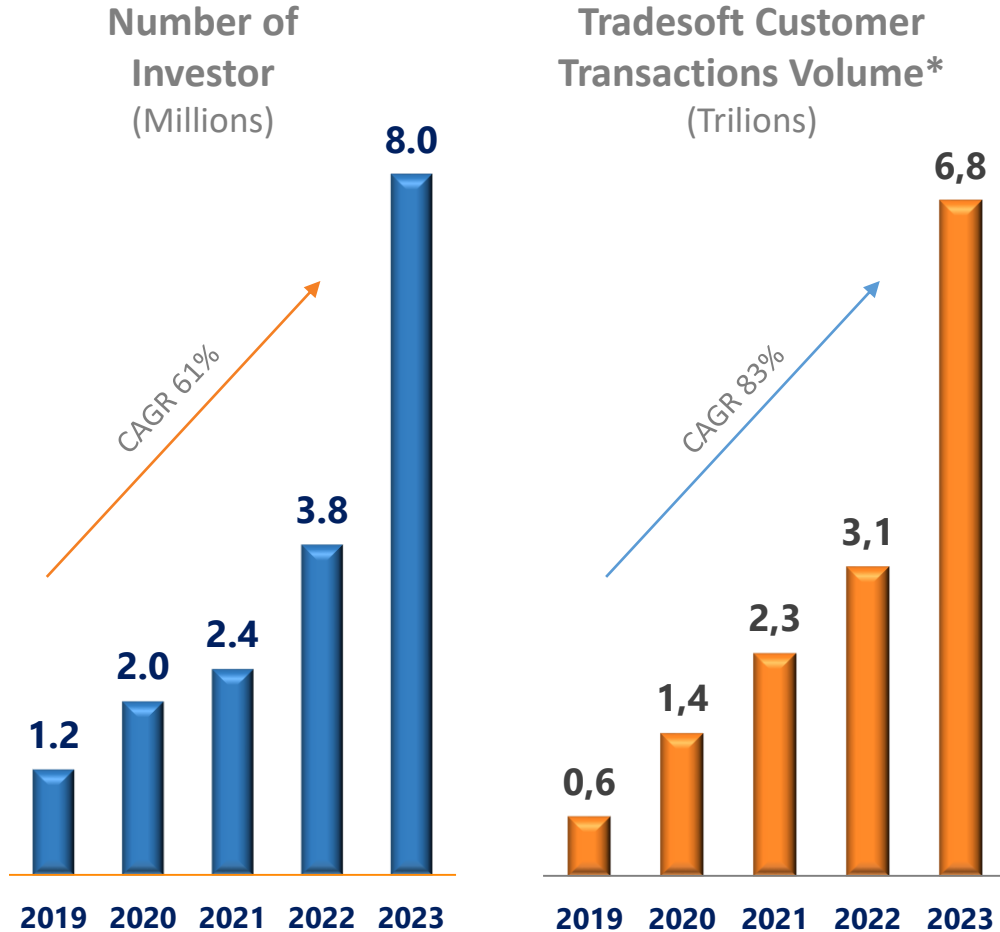
Zenia Q3 Revenue (M, TRY)



Zenia Q3 EBITDA (M, TRY)



Tradesoft: Leading Progress in a Growing Market



* Numbers as of June 30th of each year

Leveraging Opportunities in the market

- Equity Market growing with new IPOs and investors
- New Digital Players; and bank integrations with brokerage firms
- Tradesoft continues to lead market with its systems experiencing record transaction volumes
- New NextGen mobile application (iOS and Android) launched

Tech Services on a Single Application



Video account opening



Borsa İstanbul Equity Markets, ViOP, Warrant Transactions



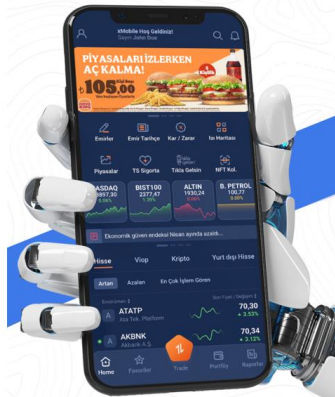
Investment Funds



International Stock Trading



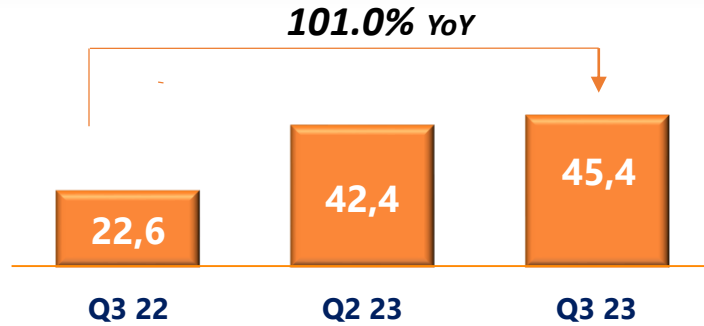
Data Licensing, Reconciliation, Contract Approval, etc.



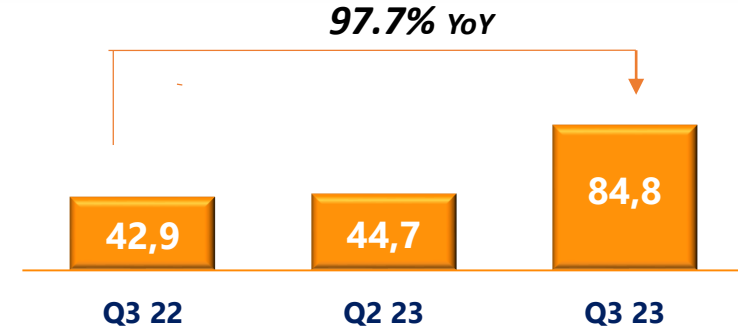
ATP Tradesoft

Tradesoft & ATP Digital: Solid Financial Contributions

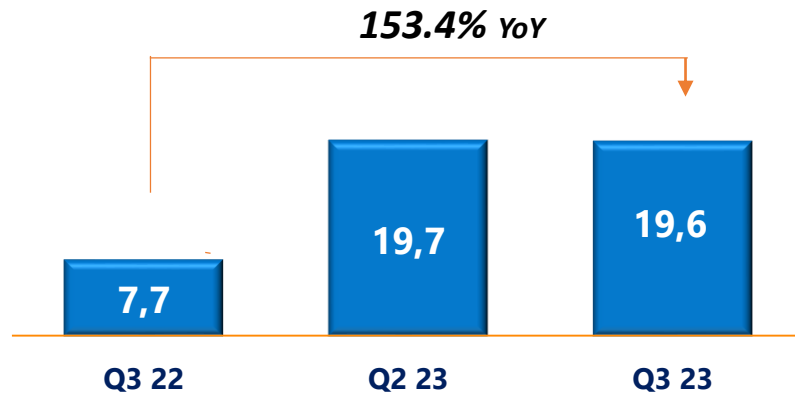
Tradesoft Revenue (M, TRY)



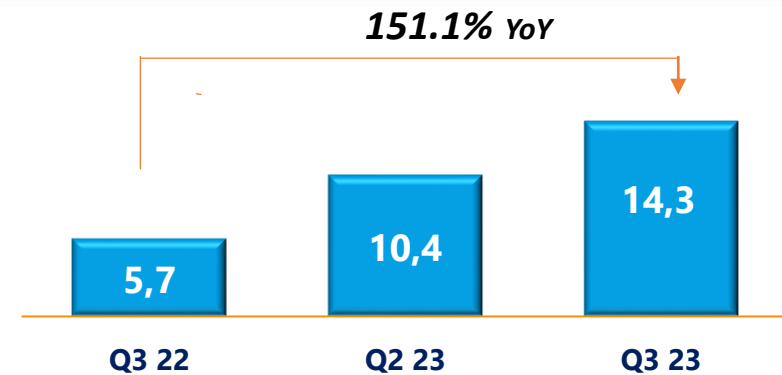
ATP Digital Revenue (M, TRY)



Tradesoft EBITDA (M, TRY)



ATP Digital EBITDA (M, TRY)

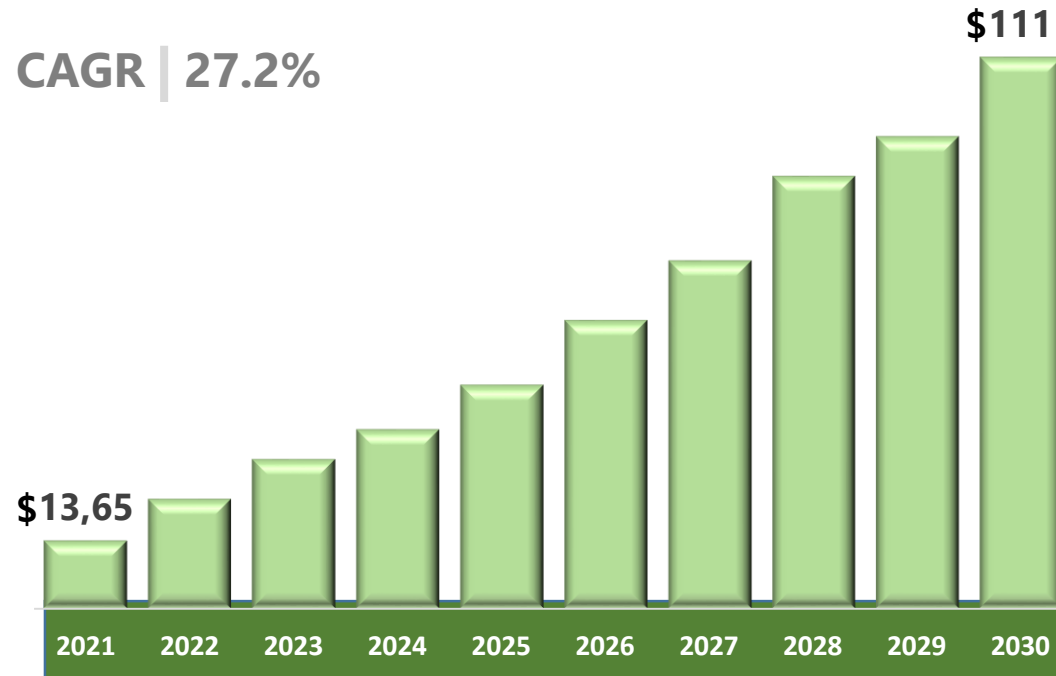


ATP Tradesoft

ATP Digital

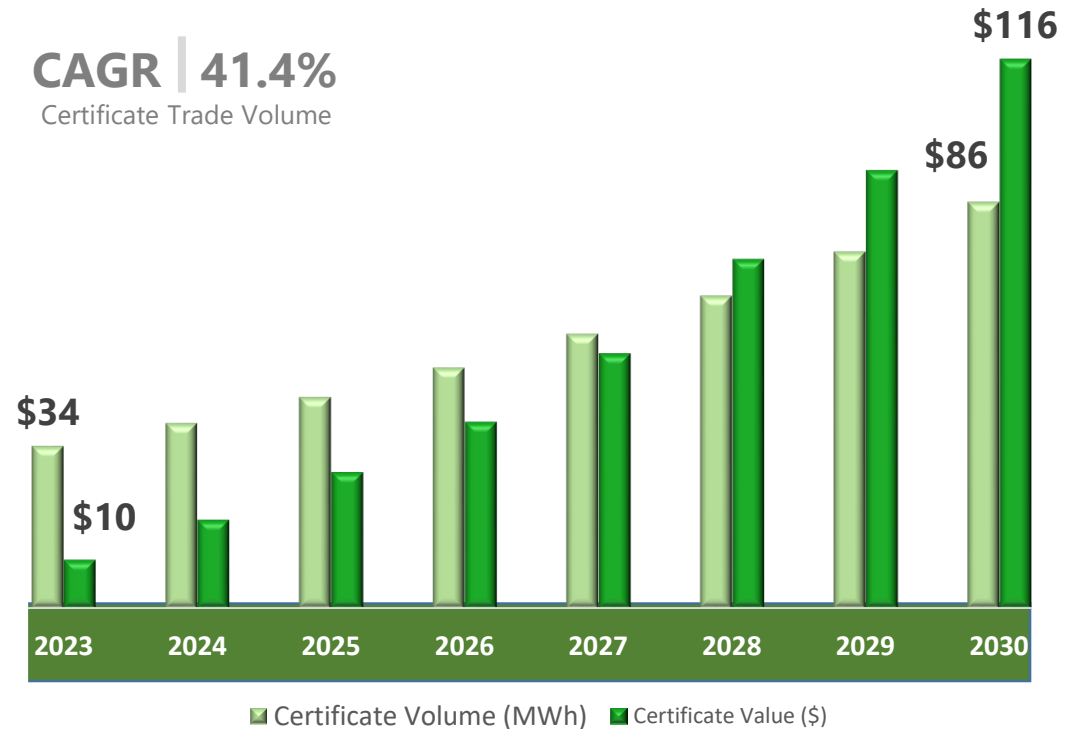
ATP GreenX: Market Opportunities

Global Renewable Energy Certificate Market 2022-30 (\$B)



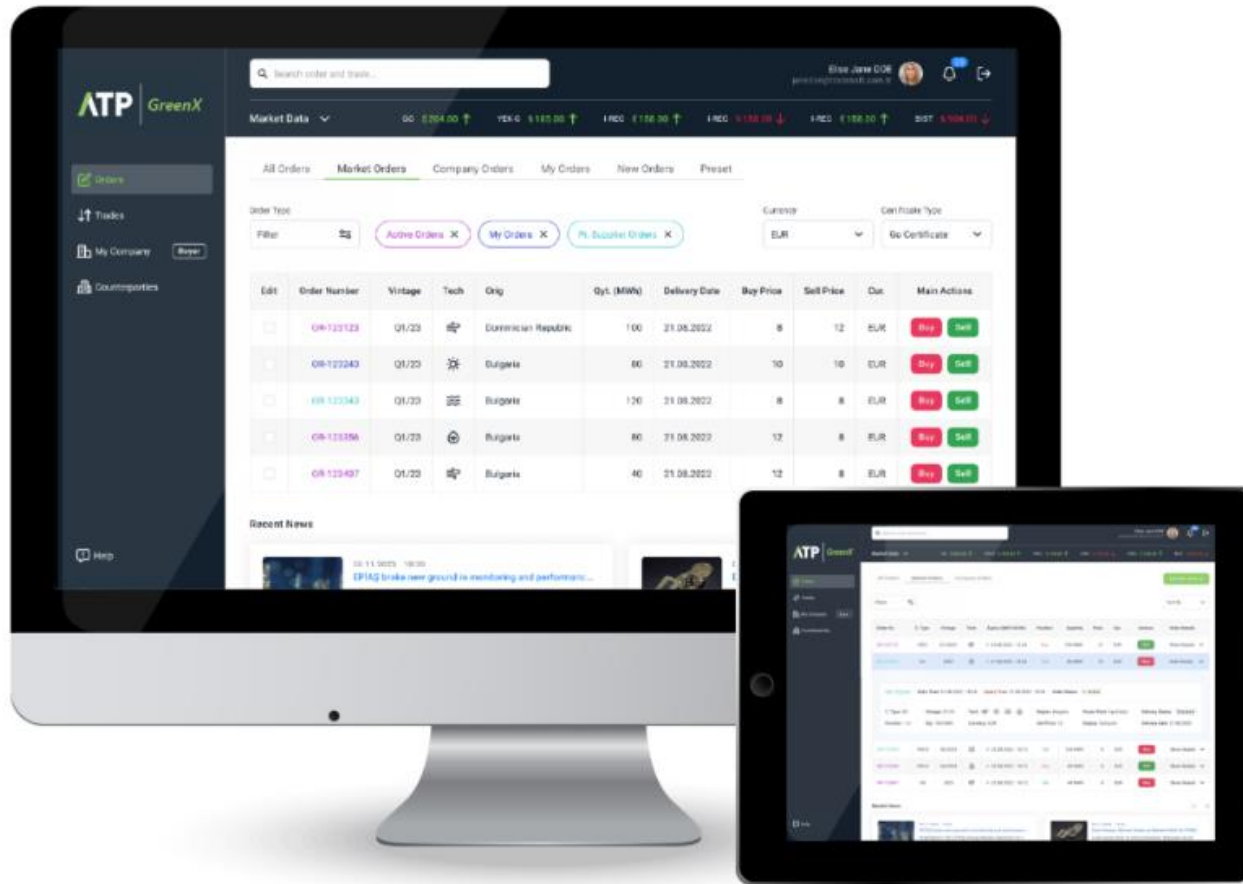
source : www.fnfresearch.com

Türkiye Renewable Energy Certificate Market 2023-30 (\$M)



ATP GreenX

ATP GreenX: Pioneer in Green Energy Markets



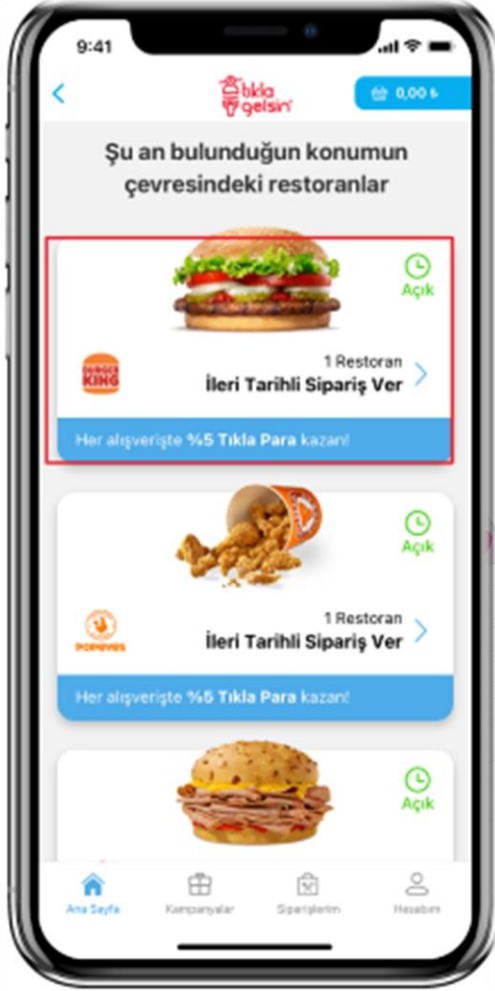
ATP GreenX Value Proposition

- Digital Green Energy Marketplace for buying and selling all renewable energy and carbon certificates
- Bring renewable energy producers and users together over a user-friendly platform
- Designed for use by global producers and users
- Secure trading environment with Blockchain technologies
- Secure financial transactions with digital wallet
- Transparent data & secure trades; price stability
- GreenX platform targeted for launch in Q4 2023



ATP GreenX

AtaExpress: Strategic Tech Innovation & Enhancing Services



ATP GSYO (CAPITAL)

- Currently owns 1% of Ata Express (TıklaGelsin & Fiyuu)
- Decision to exercise Option to purchase additional shares to be finalized in November 2023

ATA EXPRESS (Tıkla Gelsin & Fiyuu)

- 5.3M members; 1.2M active users
- Fiyuu leads market with highest fast food delivery coverage nationwide
 - 6,000+ riders in 78 cities
 - Serving 240+ brands; 150K+ daily deliveries
- TıklaGelsin infrastructure ready to pilot marketplace model in Q4
- AI enhanced algorithms adding to efficiencies and improved delivery times
- Continuous innovation: Development of New App, New UX and digital wallet features
- Investment into scalable technology infrastructure



ATP Capital

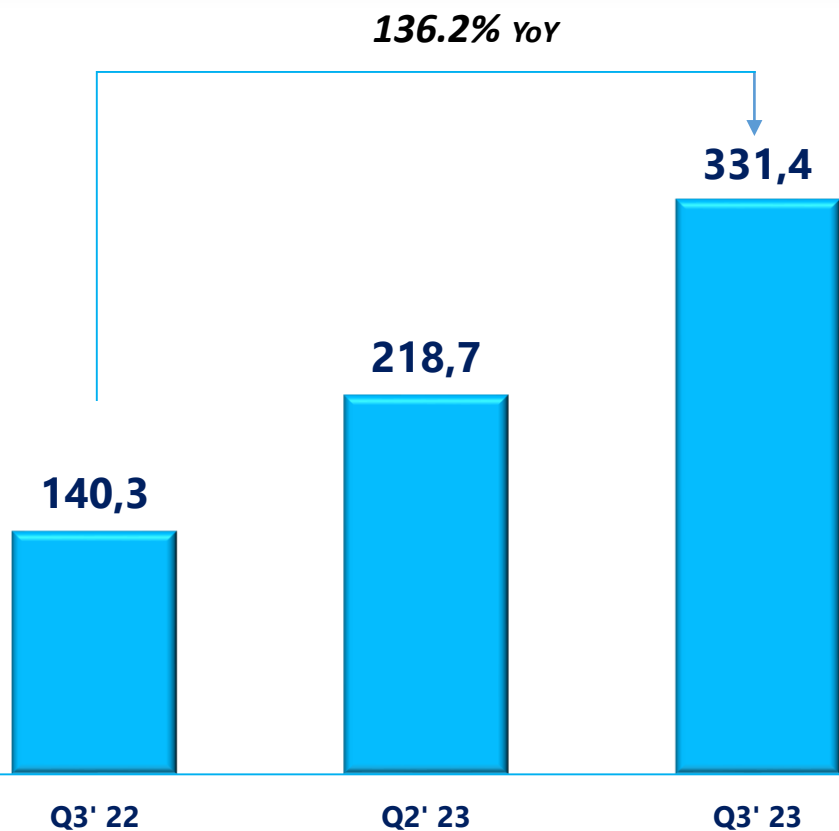


YE 2023 Guidance: Exceeded Expectations in Revenue & EBITDA Growth

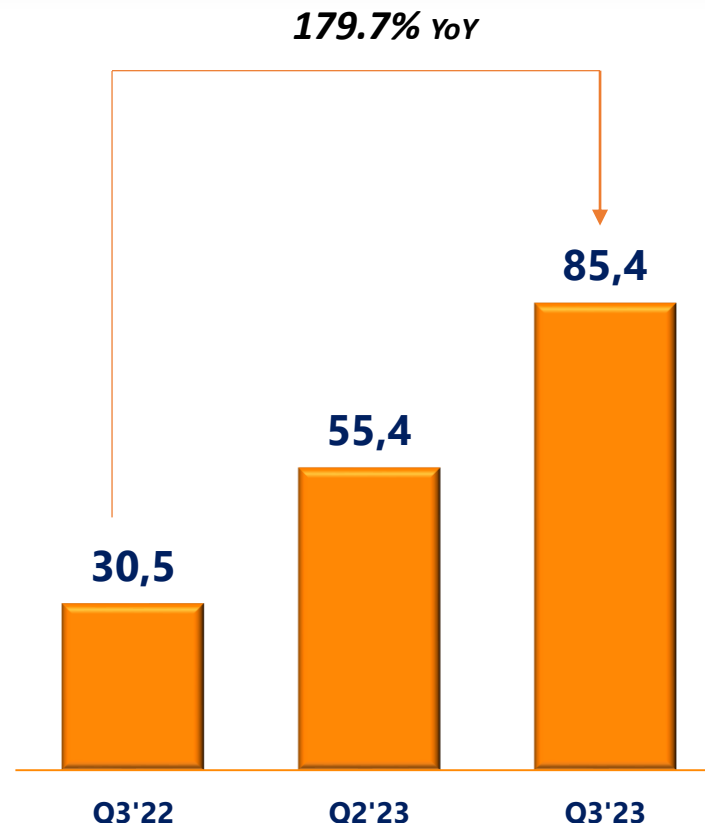
	YE 2023 Guidance	YE 2023 Revised Guidance
Revenue Growth	~90%	~100%
EBITDA Growth	~85%	~100%

Strong Q3 Revenue & EBITDA Growth

Quarterly Revenues (M, TRY)

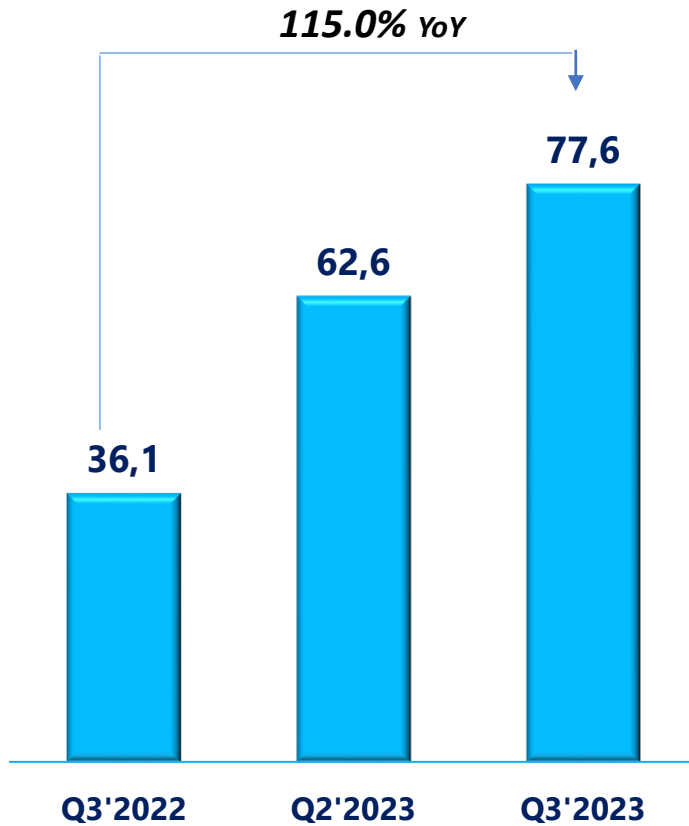


Quarterly EBITDA (M, TRY)



Effective Financial Management

Quarterly Net Income (M, TRY)

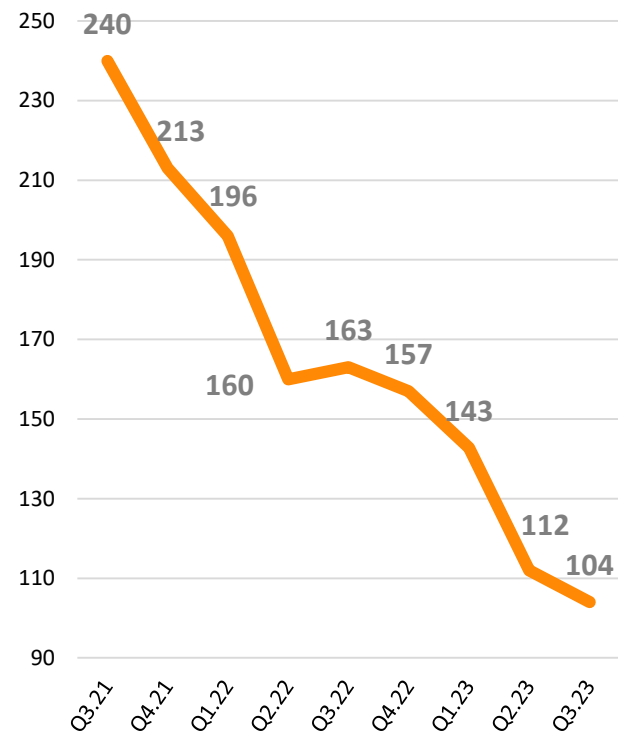


Multiple Developments & Upsides

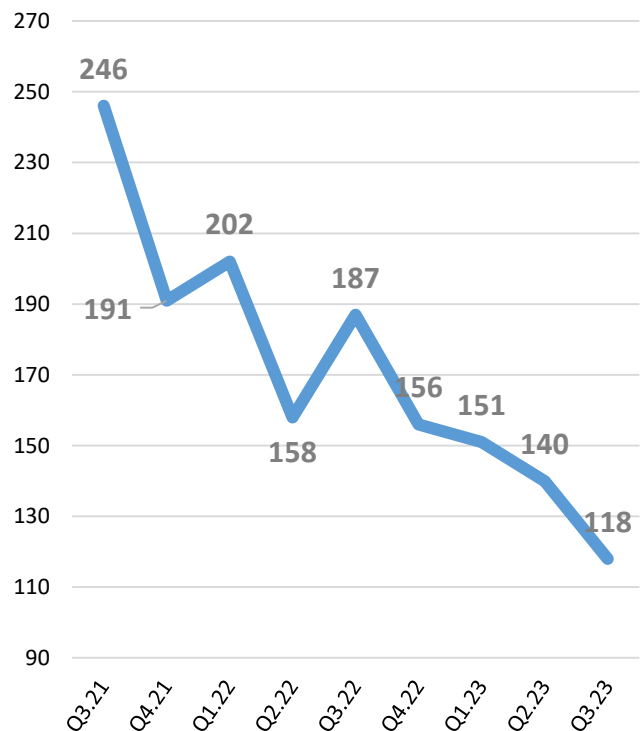
- Better than expected performance for Q3 & 9 Months ending Sept 2023
- Heading towards better YE 2023 than originally planned
- ATP China expanding services portfolio for customers; contributing to higher revenues
- Kiosks source of cost savings, revenue growth and higher customer satisfaction for customers
- New projects with growing financial markets
- Tradesoft Next Gen Mobile launched. New customers already on board
- International income contribution picking up pace with sales and currency impact
- GreenX launch targeted for Q4

Effective Cash Management

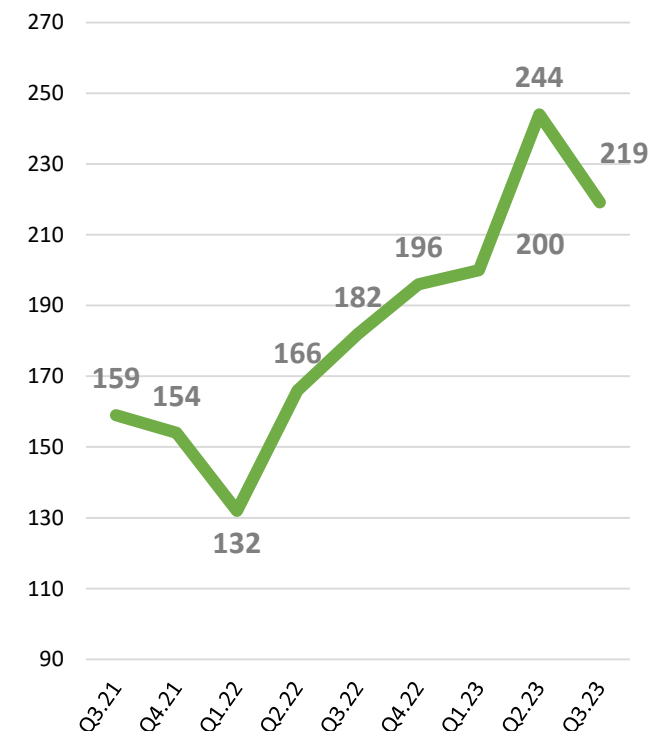
DSO (DAYS)



DPO (DAYS)



CASH (M, TL)

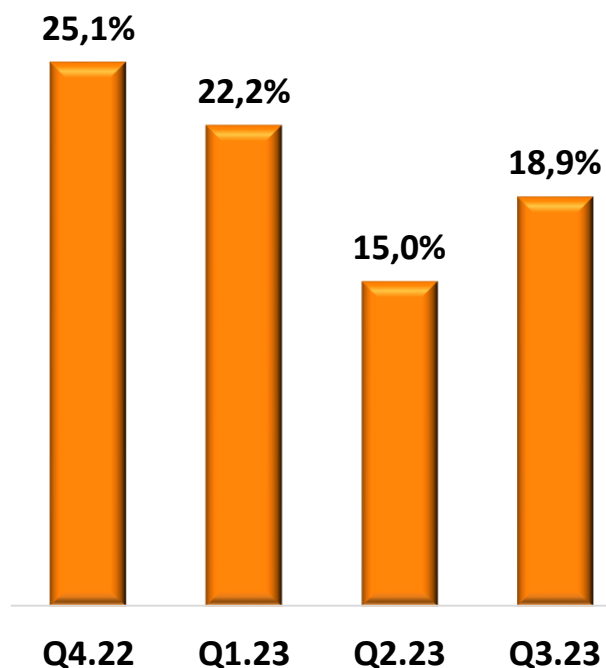


Strong Balance Sheet and Working Capital Position

Summary Balance Sheet (M, TRY)

	30.09.2023	31.12.2022	Δ
Cash and cash equivalents	220.5	197.4	11.7%
Trade receivables	318.1	226.2	40.6%
Inventories	35.8	12.5	186.0%
Property, plant and equipment	6.9	5.4	27.8%
Intangible assets	230.4	107.1	115.0%
Other Assets	58.4	42.1	38.7%
Total Assets	870.1	590.9	47.3%
Trade payables	187.6	113.8	64.8%
Other Liabilities	65.0	54.2	19.8%
Total Equity	617.6	422.8	46.1%
Total Liabilities & Equity	870.1	590.9	47.3%
Equity/Total Liabilities	0.71	0.72	-0.8%
Working Capital	166.3	124.9	33.1%

Working Capital/Revenue





ATP



THANK YOU
