

The logo for MIA TEKNOLOJİ features the letters 'MIA' in a large, bold, blue font. The letter 'A' has a white diagonal slash through it. Below 'MIA', the word 'TEKNOLOJİ' is written in a smaller, blue, sans-serif font. The background of the slide is white with a light blue geometric pattern of interconnected lines and circles.

AI-powered Solutions

# INVESTOR PRESENTATION

**DECEMBER 2022**

[www.miateknoloji.com](http://www.miateknoloji.com)

# LEGAL NOTICE

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# About Us

New York, ABD

Ankara, Türkiye

Gazi Teknopark  
Odtü Teknopark

Doha, Katar



**16+** Years  
Experience



In Borsa İstanbul  
**#MIATK**



**Turkey, USA**  
and **Qatar**  
Offices



**Tailor Model**  
System  
Development



**100+**  
Employees

# MILESTONES

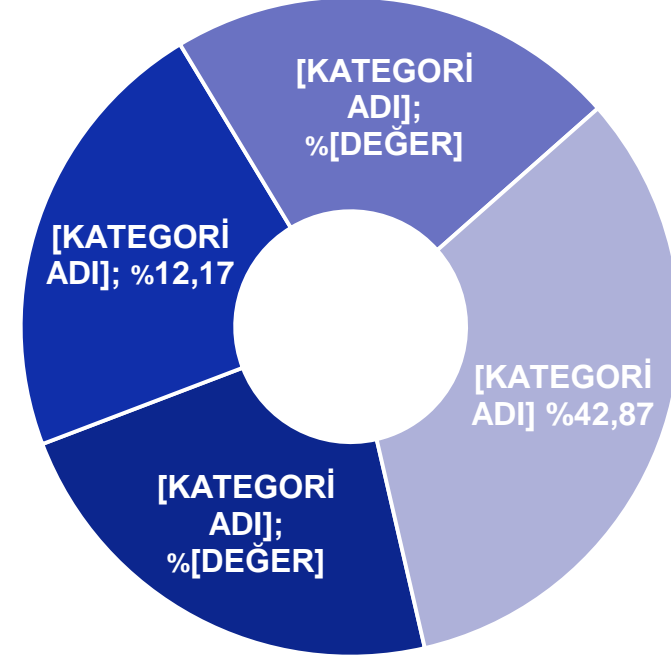


# SHAREHOLDING STRUCTURE

## MİA Teknoloji A.Ş. PUBLIC OFFERING SUMMARY

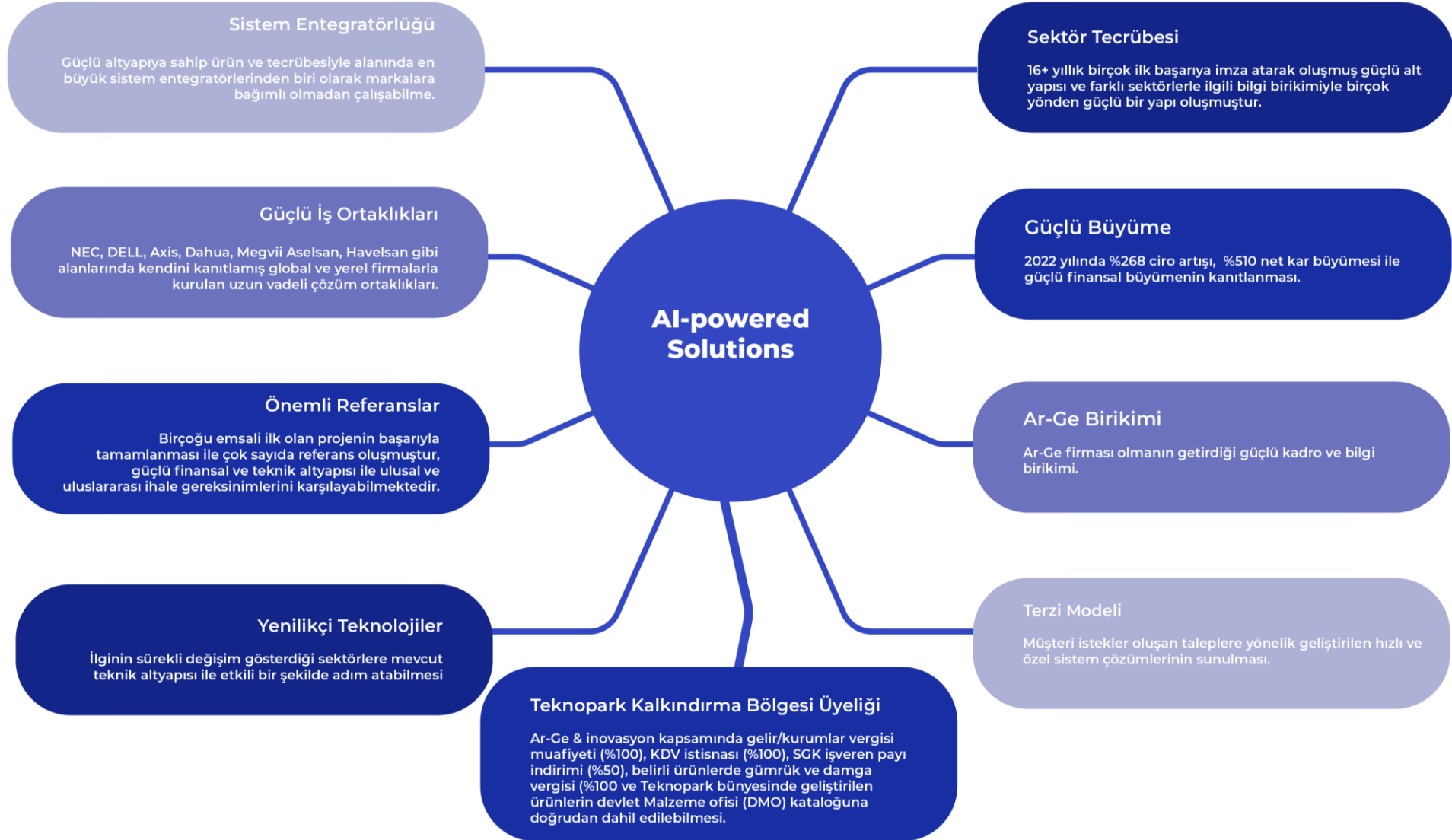
Public Offering Date	November 22, 2021
Issued Capital	30.000.000 ₺
Sales by Shareholders	4.500.000 ₺
Capital Increase	8.000.000 ₺
Total Nominal Amount Offered to the Public	12.500.000 ₺
Issued Capital After Public Offering	38.000.000 ₺
Public Offering Ratio	42,86 %
Public Offering Type	Capital Increase and Sales by Shareholders
Public Offering Price	15,80 ₺
Market Value (As of 31.03.2023)	3.830.400.000 ₺

Name and Surname/Trade Title	Share in Capital (₺)	Share in the Capital (%)
ALİ GÖKHAN BELTEKİN	8.670.000	22,82
İHSAN ÜNAL	8.415.000	22,14
MEHMET CENGİZ BAĞMANCI	4.625.000	12,17
Public Offered Shares	16.290.000	42,87



**MİA Teknoloji,**  
Traded in **BIST Stars**

# WHY MIA TECHNOLOGY



# FIELDS OF ACTIVITY



# FIELDS OF ACTIVITY IN SUMMARY



## IDENTIFICATION AND VERIFICATION

With its biometric, card and mobile technologies; it makes secure and quick authorization in areas such as access control, payment, etc.



## INTEGRATED FACILITY SECURITY AND MANAGEMENT

Enables to monitor and control all the security management that A-Z needs through a single platform.



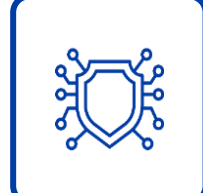
## HEALTH INFORMATION

Technologies for the execution of all processes related to the systems developed for the country, hospitals and family physicians.



## SMART TRAFFIC MANAGEMENT

Systems traffic systems that provide safety and control to provide livable cities for pedestrians and vehicles.



## CYBER SECURITY

Ensures the security of organizations with systems using ML and AI against cyber threats and malware, and performs vulnerability analysis.



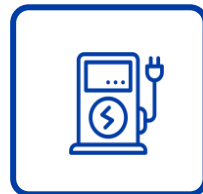
## INFORMATION SECURITY

Analyzes the information security needs of the organizations according to the legal requirements and the scope of the organization and directs them to meet the necessary needs.



## SHARED MOBILITY

It contributes to urban mobility and sustainable transportation by providing easy and accessible mobility for everyone in the city.



## ELECTRIC VEHICLE CHARGING SOLUTIONS

It creates charging stations and solutions for the dissemination of electric vehicles in order to reduce energy efficiency and the use of fossil fuels.



## IMMERSIVE TECHNOLOGIES (METAVERSE)

Covers virtual reality, augmented reality and mixed reality technologies. Creates solutions to the needs of sectors such as education, sales and marketing.



## ARTIFICIAL INTELLIGENCE

Technologies to use computer vision solutions supported by ML and AI, scalable to needs.



## ELECTRONIC TOLL COLLECTION

Creates traceable systems to solve time and cash problems for use in public transport, mobility and highway toll booths.



# IDENTIFICATION AND VERIFICATION

Enables rapid authorization in security auditing, authentication, payment systems and access control procedures by performing user recognition and verification with various technologies.



**Facial  
Recognit  
ion**



**Finger Vein  
Print**



**Iris  
Recognit  
ion**



**Mobile  
Identificati  
on**



**Fingerpr  
int**



**Smart  
Card**



**+50  
Agencies**

# INTEGRATED FACILITY SECURITY AND MANAGEMENT

It is a group of systems that allows the monitoring and supervision of the security and management of one or more facilities through a single structure.

Allows the integration and operation of the system over the existing hardware without the need for institutions to make a new hardware investment.



**+40**

**Agencies**

# HEALTH INFORMATION TECHNOLOGIES

Facilitates the service and supply chain functions related to the medical, administrative, financial and legal processes of hospitals and plays a role in the integration of the country's health system.



**Facilitates the hospital and health system processes of patients who aim to improve the operational activities of healthcare professionals.**



**Integrates, meets and manages all administrative and software needs of hospitals**



**Provides decision support systems with artificial intelligence-supported software in the field of health informatics.**



**Has a scalable structure for each country by providing national health system integrations.**



**9**

**University Hospitals**

# SMART TRAFFIC MANAGEMENT SYSTEMS

Monitors traffic in city centres and on motorways, allowing for the recognition of vehicles and their compliance with local inspection rules, reducing safety and time spent in traffic.



**Electronic monitoring system**



**Smart intersection and signaling systems**



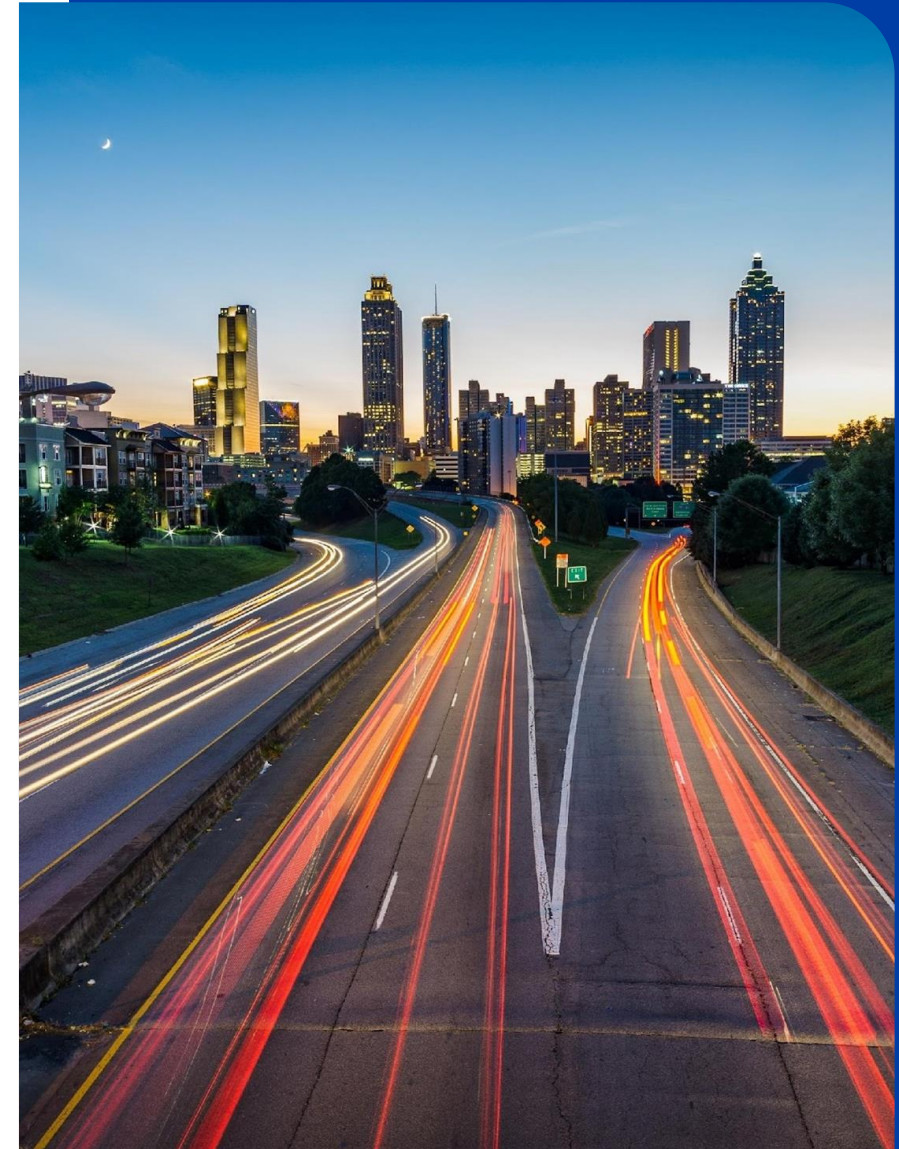
**License plate, make, model and color recognition**



**Vehicle instant and average speed detection**



**Command and control and data center setup**



## SHARED ELECTRIC VEHICLES /MOBILITY

Provides a different approach to urban mobility by providing sustainable, easy and accessible mobility for all in the city.



**Electric Vehicle  
Operation**



**End user and  
management  
software**



**Operations  
Management**



**Electrical charging station  
software and projects,  
parking stations**



**Integration and  
installation services**



## TRIPY MOBİLİTY TEKNOLOJİ A.Ş.



**Tripy**, as a subsidiary of **MiA Teknoloji**, established Turkey's first electric bicycle sharing company in October 2022 to produce last-mile solutions with smart city technologies and sharing-based technologies.

**Our mission** is to provide accessible, practical and sustainable transportation for everyone, as well as to create urban mobility by providing last mile solutions with a healthy, environmentally friendly transportation alternative by mobilizing people.



Domestic software and operation developed with our own resources

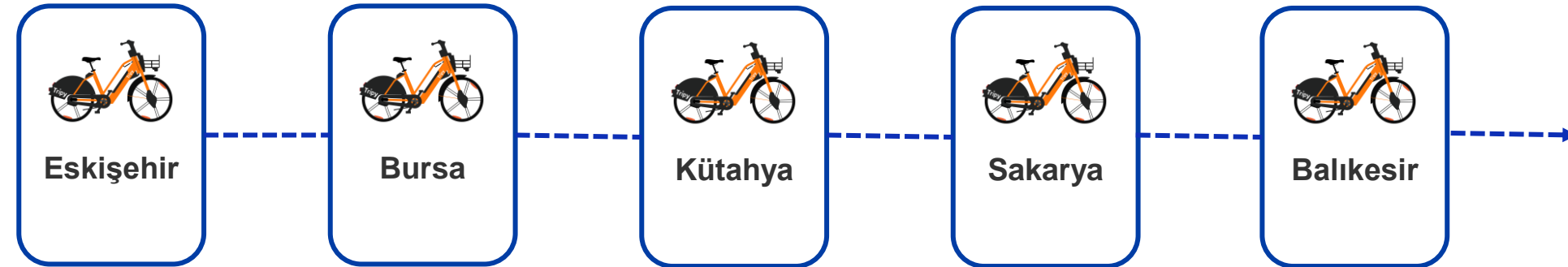


10-year exclusive contracts with local governments for business



**It plans to produce electric bicycles in Turkey in the future.**

Discussions with foreign investment groups, green energy funds and other local governments in the field of **electromobility** are ongoing.



Planned Total Investment



**571 M TL**  
(29.2 M €)

5-Year Income Projection



**1.818 M TL**  
(79.4 M €)

5-Year Planned EBITDA Margin



**889 M TL**  
(32.3 M €)

5-Year Planned Net Profit



**329 M TL**  
(15.7 M €)



\* Total Investment Planned for 2 Years 10,000 Electric Bikes



# ELECTRIC VEHICLES CHARGING STATION NETWORK TECHNOLOGIES

The installation of AC and DC charging stations for charging widespread electric vehicles aims to offer mobile application technologies and other technologies for electric lifestyle.



**Installation of and infrastructure service for charging stations**



**Mobile application and management software for end users**



**Reservation system for the use of charging stations**



**24/7 maintenance and repair service**



**Integration with Shared Electric Vehicle**





# METaverse - IMMERSIVE TECHNOLOGIES

Immersive technologies include virtual reality, augmented reality and mixed reality technologies. Provides solutions to the needs of sectors such as education, sales and marketing.

## Products:

- Metaverse WorkSpace
- Training Practices with MR
- Metaverse Training Class
- WorkARia Remote Maintenance
- Structure Audit Applications with AR
- Vocational Training and Occupational Safety with VR
- Indoor Mapping and Navigation with AR
- Maintenance and Repair Applications with MR
- AR Applications

## Virtual Reality (VR)

A new three-dimensional world!

Virtual reality is a technology that serves to experience images in three-dimensional reality instead of perceiving them from two-dimensional screens.



## Augmented Reality (AR)

Shapes the real world!

It is the presentation of the real world to the user with digital objects, sounds, images and graphics.



## Mixed Reality (MR)

Combines the real world with the virtual world!

They are environments where physical and digital objects coexist and interact in real time.



Click here for the promotional video!

# ELECTRONIC TOLL COLLECTION



Offers traceable payment methods to solve the problem of time and cash in transportation. It can be used in public transportation, car rentals and highway tolls.



**Payment at contracted points of sale**



**Money transfer between mobile wallets and users**



**Shared car rental payments**



**The possibility of payment by different methods in public transport;**

- QR code scanning,
- NFC mobile and card scanning,
- Vehicle license plate code access,
- Bluetooth

# DEVELOPMENTS IN THE FIELD OF METAVERSE

- ✓ We have joined **METATIATIVE LLC**, a company established in **Nevada, USA**, as a shareholder with a rate of 29%. Within the scope of metaverse technologies, the company targets activities in the fields of technopark installation, blockchain and NFT, cloud technology, design and simulation.
- ✓ We carry out "**Metaverse Language Campus Project**" with colleges, universities and large companies in the field of Metaverse .
  - ✓ Within the scope of the Language Acquisition Application , which is supported by the **Metaverse** and **Mobile Application** infrastructure, will be published on international platforms and will serve in 12 languages, **Seda Yekeler-The Language and Culture Company** is collaborated with.



- ✓ **Investment plan studies on biometric authentication** systems are ongoing.
- ✓ We aim to be a partner in technological and hardware transformation within the scope of identity verification service to be performed in public institutions and organizations (health, title deed, notary, bank, etc.).



- ✓ **Çevre ve İklim değişikliğine** yönelik **akıllı atık yönetimi** projesi geliştirme sürecindeyiz.
- ✓ The **IoT Device**, which we have developed specifically for Garbage Containers, will instantly or hourly measure important data such as "**occupancy, temperature, humidity, location**" in the container and transfer the data to the web portal using cellular connection via GSM/GPRS.
- ✓ It will monitor and **route optimization** of domestic, medical, single and recycled wastes and report the collection service in real time at garbage/street/waste type level. Half will eliminate the collection of empty containers.



## BUSINESS PARTNERS

NEC

aselsan

 HAVELSAN

aselsan  
**NET**  
TEKNOLOJİNİN OLDUĞU HER YERDE



AXIS<sup>®</sup>  
COMMUNICATIONS

SONY<sup>®</sup>

**ahua**  
TECHNOLOGY

HIKVISION

MEGVII 旷视

 **BOSCH**  
Invented for life

DELL

BCD<sup>™</sup>

 milestone

 **KUTEM**  
GAZİ ÜNİVERSİTESİ, KENT İÇİ ULAŞIM TEKNOLOJİLERİ  
ERİŞİBİLİRLİK, UYGULAMA VE ARAŞTIRMA MERKEZİ

## CLUSTERINGS

  
AUSTURKIYE  
ITSTURKEY

  
TÜRKİYE  
SİBER GÜVENLİK  
KÜMELENMESİ

**TSSK**  
Teknokent Savunma Sanayii Kümelenmesi  
Teknokent Defence Industry Cluster

# QUALITY MANAGEMENT



ISO IEC 15504 /  
SPICE Lvl 2



ISO 9001:2015



ISO 14001:2015



ISO  
20000-1:2011



ISO 45001:2018



ISO  
22301-2012



ISO 27001:2017



ISO  
39901-2012

## 8ISO and SPICE LVL2 Certificates



National Confidential Facility Security and NATO  
Security Certificates



Military Factories Approved  
Supplier Certificate



e-Turquality Stars of IT program studies



17 project **copyright registration certificates**



12 registered trademarks



“Hand Sterilization and Controlled Mask  
Distribution Device” and “Contact and Audible  
Kiosk” products **10 years registration**



TÜR (Technological Product Experience Certificate)  
Multiple Biometric Identification System



Investment Incentive Certificate

# MAJOR COMPLETED PROJECTS



KREDİ VE YURLAR  
GENEL MÜDÜRLÜĞÜ

**TR Ministry of Youth and  
Sports Credits and  
Dormitories G.D**  
Security and Management  
Systems of Dormitories  
Nationwide



Millî Kütüphane  
KÜTÜPHANELER VE YAYIMLAR GENEL MÜDÜRLÜĞÜ

**National Library**  
Campus Security and  
Management System



**Kalyon Holding**  
Karapınar SPP Plant Security  
And Lighting Systems



**ETİ MINING**  
Safety and management  
systems in mines across the  
country



**OSYM**  
Campus Security and  
Management System



**Samsun DEAFLYMPICS**  
Campus Security and  
Management System



**University of National  
Defense**  
Campus Security and  
Management System



**Ziraat Bank**  
Nationwide Operating Rooms  
Access Control System



**Akdeniz Uni. Hospital**  
Hospital Information  
Management System and Facility  
Security and Management  
System



**Ministry of National  
Defense Land Forces  
Command**  
Campus Security and  
Management System



**Anadolu University**  
Campus Security and  
Management System



**Uludağ Uni. Hospital**  
Hospital Information  
Management System and Facility  
Security and Management  
System



# CONDENSED STATEMENT AND FINANCIAL RATIOS

Condensed Statement (₺)	31.12.2020	31.12.2021	31.12.2022	31.03.2023
Cash and Cash Equivalents	8.417.053	68.406.511	175.955.632	173.929.319
Current Assets	43.739.369	133.719.292	389.510.000	447.690.475
Fixed Assets	51.214.848	166.955.224	361.241.923	480.875.641
<b>Total Assets</b>	<b>94.954.217</b>	<b>300.674.516</b>	<b>750.751.923</b>	<b>928.566.116</b>
Short-Term Liabilities	21.281.249	50.094.806	166.574.266	246.110.556
Long-Term Liabilities	6.386.173	5.085.029	8.420.362	17.177.781
Total Liabilities	27.667.422	55.179.935	174.994.628	263.288.337
Equities	67.286.795	245.494.581	575.757.295	665.277.779
<b>Total Resources</b>	<b>94.954.217</b>	<b>300.674.516</b>	<b>750.751.923</b>	<b>928.566.116</b>
<b>Financial Ratios</b>	<b>31.12.2020</b>	<b>31.12.2021</b>	<b>31.12.2022</b>	<b>31.03.2023</b>
Short Term Liabilities/Total Assets	22,41	16,66	22,19	26,50
Long-Term Liabilities/Total Assets	6,73	1,69	1,12	1,84
Equity/Total Assets	70,86	81,65	76,69	71,64
Total Liabilities/Shareholder's Equity	41,12	22,48	30,39	28,35

# FINANCIALS

2021/12  
Months



2022/12  
Months



Turnover



**%268 Artış**



Gross Profit



**%447 Artış**



Net Profit



**510% Increase**



Shareholders' Equity



**134% Increase**

	31.12.2020	31.12.2021	31.12.2022	31.03.2023
Turnover	86.477.819	164.195.110	604.452.849	192.363.346
Gross Profitability	22.862.978	60.609.535	331.650.216	110.889.946
Gross Profit Margin	26,44%	36,91%	54,87	57,64
EBITDA (Earnings before interest, taxes, depreciation and amortization)	22.015.094	56.239.356	318.726.023	103.181.420
EBITDA margin	25,46	34,25	52,73	53,63
Net Profit	22.189.563	54.155.781	330.262.714	90.890.565
Net Profit Margin	25,66	32,98	54,70	47,24
R&D Income	35.520.240	60.326.769	342.622,197	95.070.1149
Non-R&D Income	50.957.579	103.868.341	261.830.652	97.293.232
Capitalization Expenses (R&D Investments)	40.269.180	153.252.814	334.232.035	444.481.301
Size of Assets	94.954.217	300.674.516	750.751.923	928.566.116
Equities	67.286.795	245.494.581	575.757.295	665.277.779

# CURRENT RATIO AND LIQUIDITY RATIO

	Current Ratio	31.12.2020	31.12.2021	31.12.2022
<b>A</b>	<b>Current Assets</b>	43.739.369	133.719.292	389.510.000
<b>B</b>	<b>Short Term Payables</b>	21.281.249	50.094.806	166.574.266
<b>A/B</b>	<b>Current Ratio</b>	2,06	2,67	2,33



Shows whether there is a difficulty in paying short-term debts. Desired ratio is above **2.00** .

	Liquidity Ratio	31.12.2020	31.12.2021	31.12.2022
<b>A</b>	<b>Current Assets</b>	43.739.369	133.719.292	389.510.000
<b>B</b>	<b>Inventories</b>	3.265.196	5.120.226	7.691.260
<b>C</b>	<b>Short Term Payables</b>	21.281.249	50.094.806	166.574.266
<b>(A-B)/C</b>	<b>Liquidity Ratio</b>	1,90	2,57	2,29



Shows the ability of current assets that can be converted into cash in the short term to meet short-term debts. It is found by dividing the value obtained as a result of removing the stocks from the current assets into short-term foreign resources. It is desirable that the **ratio is above 1.00**.

# CASH RATIO AND FINANCIAL LEVERAGE RATIO

	Cash Ratio	31.12.2020	31.12.2021	31.12.2022
<b>A</b>	<b>Liquid Assets</b>	8.417.053	68.406.511	175.955.632
<b>B</b>	<b>Short Term Payables</b>	21.281.249	50.094.806	166.574.266
<b>A/B</b>	<b>Cash Ratio</b>	0,40	1,37	1,05

! Shows how much of the short-term debts can be paid with the cash and securities available in the event that there is no cash inflow into the enterprise. Desired **ratio** is above **1.00** .

	Gross financial leverage ratio	31.12.2020	31.12.2021	31.12.2022
<b>A</b>	<b>Total Liabilities</b>	27.667.422	55.179.935	174.994.628
<b>B</b>	<b>Total Assets</b>	94.954.217	300.674.516	750.751.923
<b>A/B</b>	<b>Gross financial leverage ratio</b>	0,29	0,18	0,23

! Indicates what percentage of the **assets** are financed by foreign resources. It is desirable that it is less than **50%**. Higher than **50%** is a sign of risky financing of the business.

# HUMAN RESOURCES

January 2022

December 2022



Employee Increase

68



100



Female Employee Increase

17



27



Technical Employee Increase

72



84



Salary Increase of **90.86%** in 2022 & Private Health Insurance Application



Unit Manager Distribution

**7** departments out of **14** are **managed by** women

## GAZİTEKNO PARK ODTÜ·TEKNO KENT

It is located in **Gazi University Technopark** and **METU Technopark** clusters and carries out **project activities** under these roofs.

**Total from 2006 to 2021**

**2022 Total**



**Technopark Total Number of Projects**

**33**



**52**



Artificial intelligence-based disease detection projects



Augmented reality-based remote maintenance applications



Mixed reality-based robotic control systems



Metaverse-based meeting rooms and virtual bazaar applications



Innovative and all-round electronic mobile payment systems



Machine learning-based industry efficiency forecasting systems



Virtual reality base training applications



Innovative mobile applications within the scope of mobility






Artificial intelligence-based secure public transport management systems



Deep learning based boundary detection systems

# R&D & INCENTIVE

As of **2023** , **23** out of **52** projects have not **yet** turned into sales.

	<b>31.12.2020</b>	<b>31.12.2021</b>	<b>31.12.2022</b>
 R&D Income ( Annual )	<b>35.520.240</b>	<b>60.326.769</b>	<b>342.622.197</b>
 Capitalization Expenses ( R&D Investments) (Cumulative )	<b>40.269.180</b>	<b>153.252.814</b>	<b>334.232.035</b>
 Size of Assets	<b>94.954.217</b>	<b>300.674.516</b>	<b>750.751.923</b>

National and international call programs followed and applied for:



# R&D & INCENTIVES (ACCEPTED PROJECTS)



## Number of Accepted Projects

2006 - 2021

0



2022

4

With the income from National and International projects in **2022**, it covers half of the total personnel salary in **2023**.

## Agency/Call

Asia Development Bank  
(ADB)

EUREKA CLUSTER-AI

Council of Europe  
Development Bank (CEB)

TUBITAK-1501

## Total Budget

**\$ 684.378**



# R&D & INCENTIVE (APPLIED PROJECTS)

In **2023** , **3 project** applications are under evaluation in the national field.

<b>Agency/Call</b>	<b>Project Title</b>	<b>Requested Budget</b>	<b>Grant Rate</b>
<b>TÜBİTAK 1501</b>	<b>Beacon Supported AR Based Hospital Indoor Navigation Application</b>	<b>105.300 \$</b>	<b>75%</b>
<b>EU-HORIZON</b>	<b>AI for human empowerment (AI, Data and Robotics Partnership) (RIA)</b>	<b>350.000 \$</b>	<b>100%</b>
<b>AB-CHIST-ERA</b>	<b>Open Research Data</b>	<b>145.000 \$</b>	<b>100%</b>

**Total Expected Income 600.300 \$**




# R&D & INCENTIVES (PROJECTS IN THE APPLICATION PROCESS)

In **2023** , studies started for **5 project** preparations in the international arena.






**Total Expected Revenue**  
**\$1,457,579**

Agency/Program	Project/Call Name	Requested Budget	Grant Rate
TÜBİTAK 1501	Development of an Artificial Intelligence and Blockchain Powered Energy Management System Platform to Improve Energy Efficiency in Buildings	210.000 \$	75%
TÜBİTAK 1501	Decision Support Software for Economic, Environmental and Social Impacts for Micro-mobility Investments	207.137 \$	75%
EU-HORIZON	Co-designed smart systems and services for user-centred shared zero-emission mobility of people and freight in urban areas (2Zero, CCAM and Cities' Mission)	300.000 \$	%70
EU-HORIZON	Smart grid-ready buildings	450.000 \$	%70
AB-EIT	RAPTOR 2023 City Challenges	40.442 \$	%100
EUREKA	EUROSTARS	250.000 \$	%75






# CURRENT DOMESTIC PROJECTS

<u>Fields</u>	<u>Accepted Projects</u>	<u>Total Cost of Projects</u>
 Metaverse Technologies	7	<b>\$1.370.000</b>
 Health Information Technologies	9	<b>\$940.500</b>
 Facility Security Technologies	6	<b>\$9.739.000</b>
		<b>Total= \$12 M</b>

# PROJECTS WITH HIGH DOMESTIC POTENTIAL

<u>Fields</u>	<u>Accepted Projects</u>	<u>Total Cost of Projects</u>
 Metaverse Technologies	18	<b>\$25.237.000</b>
 Facility Security Technologies	58	<b>\$21.950.000</b>
 Health Information Technologies	25	<b>\$2.335.000</b>
 Electromobility	7	<b>\$15.250.000</b>
 Cyber Security Technologies	48	<b>\$25.250.000</b>

# POTENTIAL INTERNATIONAL PROJECTS

	<u>Countries</u>	<u>Accepted Projects</u>	<u>Total Cost of Projects Followed</u>
	European Countries	7	<b>\$41.374.000</b>
	Bangladesh	9	<b>\$133.630.000</b>
	Morocco	1	<b>\$70.000.000</b>
	Qatar	5	<b>\$5.598.981</b>
	U.S.A.	9	<b>\$4.600.000</b>

# INVESTOR RELATIONS CONTACT

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# MIA

## TEKNOLOJİ



Ankara



New York



Doha

AI-powered Solutions



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