

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

SEPTEMBER 2022

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



Borsa İstanbul



**Turkey, USA
and Qatar
Offices**



**Tailor Model
System
Development**



100+
Employees

MILESTONES



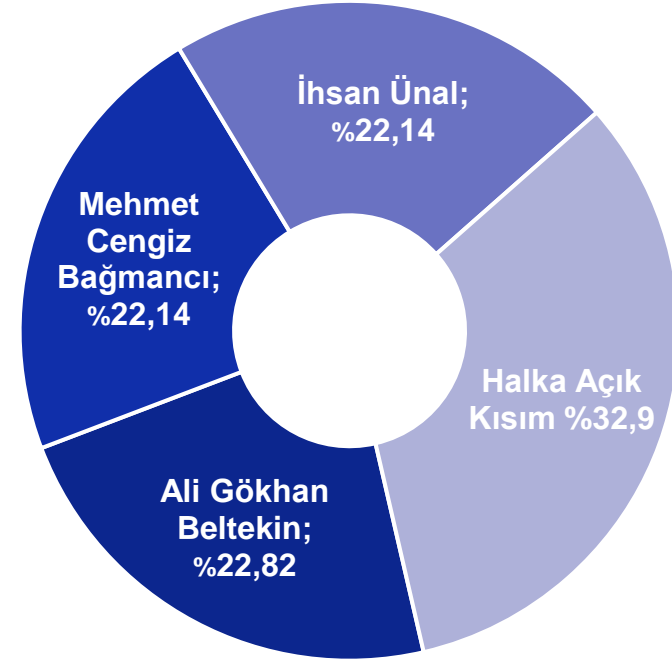
- 2022** Activities started in the field of electromobility.
- 2021** Metaverse studies started and MIA Technology was offered to the public
- 2020** 100% domestic capital branches have been opened in METU Technopark and Qatar QSTP
- 2019** Personnel access control system contract was signed with BOTAŞ and Military Factories Approved Supplier title was obtained
- 2018** National Confidentiality and NATO Secret Facility Security document and authority to carry out military confidentiality projects have been obtained
- 2017** The capital of the company was increased from 100 thousand ₺ to 1 million ₺ and the title was taken as a joint stock company.
- 2016** Biometric transition and security systems agreement was made for Ziraat Bank branch operation rooms
- 2015** In cooperation with HAVELSAN and with SSPC biometric campus security service contracts were concluded
- 2014** Facial and finger vein recognition, access control and follow-up systems project was signed for ETİ mining institution.
- 2011** HBYS integration software contract with the Ministry of Health and registration for the trademark "MIAMED" in the Turkish Patent Office
- 2010** "Pizzy" trademark registrations were obtained for roof software and "Miatech" trademark registrations were obtained for hardware
- 2009** TS EN ISO 27001 BGYS and TS EN ISO 20000-1 BTHYS systems have been installed and certified
- 2007** The project of dormitory management systems was started with the Credit and Dormitories Institution
- 2006** MIA Technology officially established

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	32,89 %
Public Offering Type	Capital Increase and Sales by Shareholders
Public Offering Price	15,80 ₺
Market Value (As of 17.11.2022)	5.164.200.000 ₺

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	8.415.000	22,14
Public Offered Shares	12.500.000	32,89



MİA Teknoloji,
Traded in **BIST Stars**

WHY MIA TECHNOLOGY

Experience in the Sector

A strong structure has been formed in many ways with its strong infrastructure and knowledge of different sectors by achieving many first successes of 16+ years.

Strong Growth

Proof of strong financial growth with 183% turnover growth and 517% net profit growth in the first 6 months of 2022.

R&D Accumulation

Strong staff and knowledge brought by being an R&D company.

Tailor Model

Presentation of rapid and tailor-made system solutions developed for customer requests.

System Integrator

Being able to operate independent on brands as one of the largest system integrators in its field with its product and experience with strong infrastructure.

AI-powered Solutions

Strong Business Partnerships

Long-term solution partnerships established with global and local companies that have proven themselves in areas such as NEC, DELL, Axis, Dahua, Megvii Aselsan, Havel-san.

Key References

With the successful completion of the project, many of which are precedents, a large number of references have been formed, and with its strong financial and technical infrastructure, it can meet national and international tender requirements.

Innovative Technologies

Being able to take effective steps with its existing technical infrastructure in sectors where interest is constantly changing.

Technopark Development Zone Membership

Income/corporate tax exemption within the scope of R&D & innovation (100%), VAT exemption (100%), SSI employer share discount (50%), customs and stamp tax on certain products (100%) and direct inclusion of the products developed within Technopark in the state Material Office (DMO) catalog.

FIELDS OF ACTIVITY



**IDENTIFICATION
TECHNOLOGIES**

**SAFETY
TECHNOLOGIES**

**HEALTH
INFORMATION
TECHNOLOGIES**

**SMART
TRANSPORT
TECHNOLOGIES**

**METVERSE
TECHNOLOGIES**

**CYBER SECURITY
TECHNOLOGIES**



ELECTROMOBILITY



SYSTEM INTEGRATOR

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.



TRAFFIC CONTROL

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



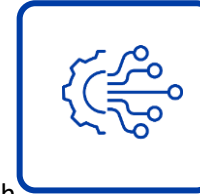
FACILITY SECURITY, MANAGEMENT AND SURVEILLANCE

Allows the security and management of one or more facilities to be monitored and supervised over a single structure.



ELECTRONIC TOLL COLLECTION

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



ARTIFICIAL INTELLIGENCE TECHNOLOGIES

Creates ready-to-use computer vision solutions supported by ML and AI that can be scaled to needs.



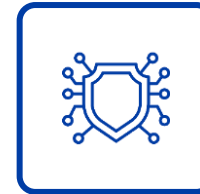
BORDER SECURITY

Provides security and control of entry and exit at country borders such as land and sea.



ELECTROMOBILITY

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



CYBER SECURITY

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



HEALTH INFORMATION TECHNOLOGIES

Facilitates the execution of all processes related to the health system and hospital in the countries.



IMMERSIVE TECHNOLOGIES (METAVERSE)

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



INFORMATION SECURITY

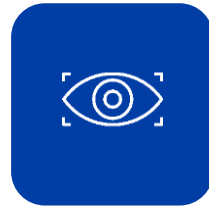
Analyzes the information security needs of the organizations according to the legal requirements and the scope of the organization and directs them to meet the necessary needs.

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
Recognition**



**Iris
Recognition**



Fingerprint



**Finger Vein
Print**



**Mobile
Identification**



**Smart
Card**

+50
Agencies

+13 Million
Users



FACILITY SECURITY, MANAGEMENT AND SURVEILLANCE

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

+11 Million
Users

BORDER SECURITY TECHNOLOGIES

Ensures the security and control of the country's land and sea borders. Detects incidents such as illegal transitions, terrorist acts and smuggling, and monitors the passage of vehicles and people.



Security and thermal camera systems



Image and video analysis



Anti drone systems



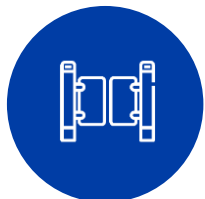
Under-vehicle carriage scanning and video analysis



Biometric recognition in the crowd



License Plate Recognition System



Biometric-based border crossing control system (e-Gate)



Travel control management (passport reading and passenger management systems)



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.



Easily serves large numbers of beds and generates income.



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



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



8

University Hospital

620.000+

Monthly
Transactions

SMART TRAFFIC CONTROL

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



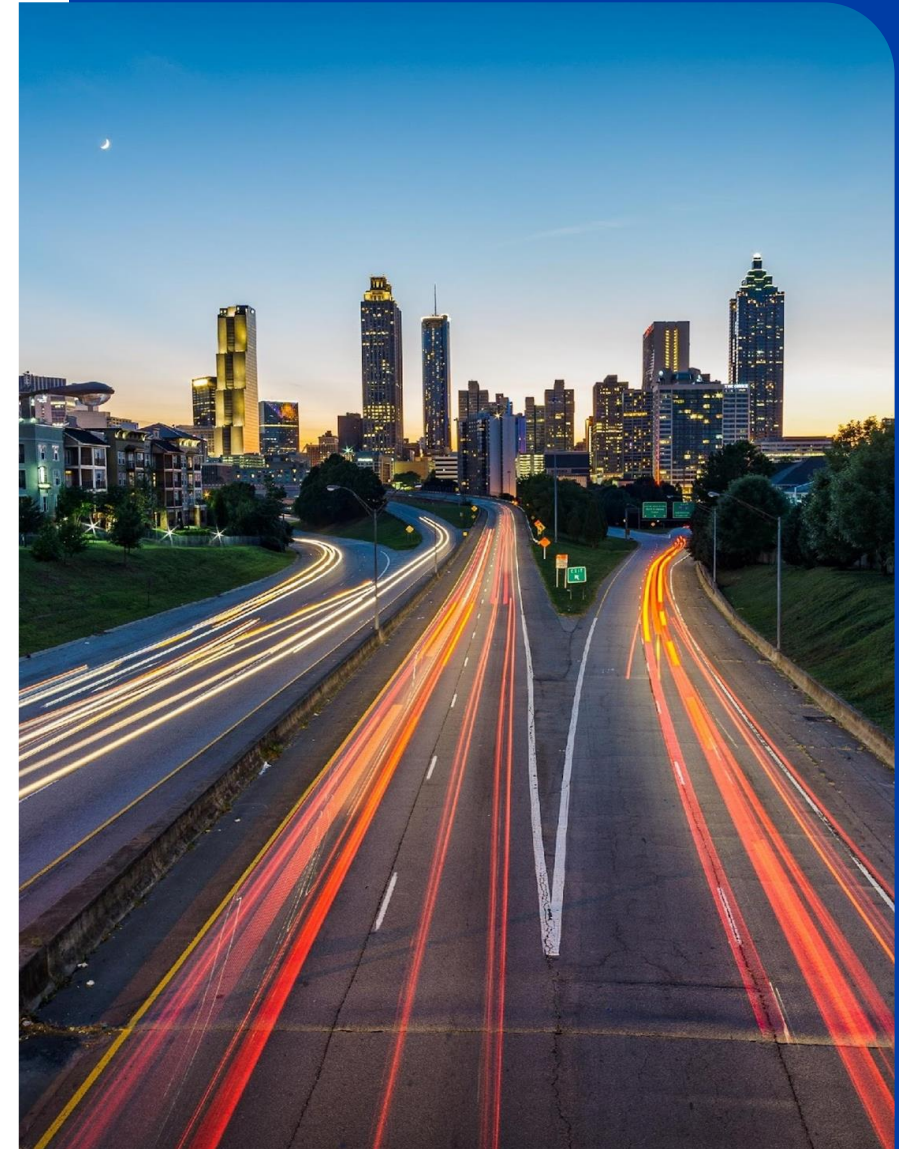
License plate, make, model and color recognition



Vehicle instant and average speed detection



Command and control and data center setup



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

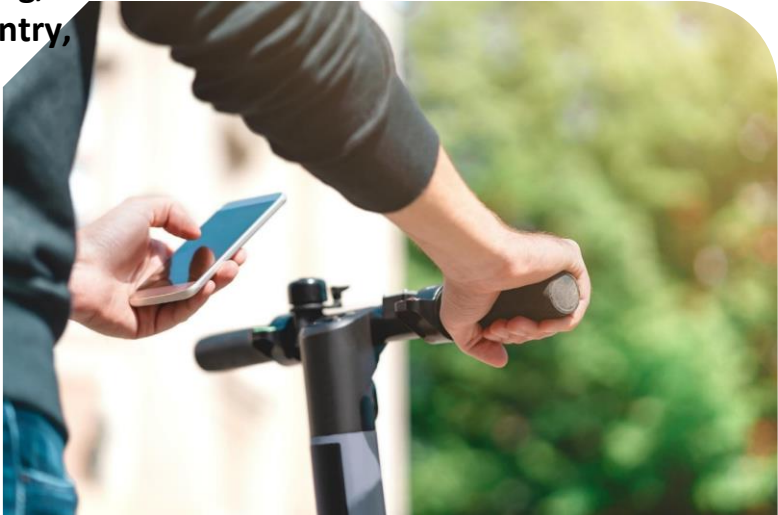


Shared car rental payments



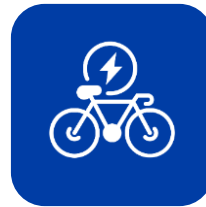
The possibility of payment by different methods in public transport;

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

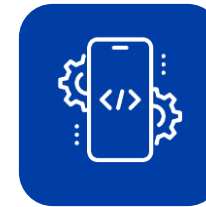


ELECTROMOBILITY

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



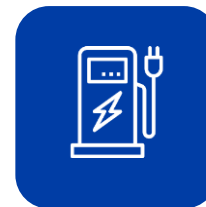
**Electric Vehicle
Operation**



**End user and
management
software**



**Operations
Management**



**Charged and non-charged
parking
stations for electric bicycles**



**Integration and
installation services**

METaverse - IMMERSIVE TECHNOLOGIES

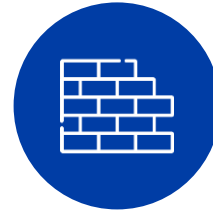
Covers virtual reality, augmented reality and mixed reality technologies.
Provides solutions to the needs of sectors such as education, sales and marketing.



Meeting/study rooms for the online community



Indoor mapping and navigation with AR (Augmented Reality)



Building inspection with AR (Augmented Reality)



Maintenance and repair with MR (Mixed Reality)



Remote care with MR (Mixed Reality)



Education and training content with the Metaverse



Business Partners

NEC

aselsan

 **HAVELSAN**

aselsan
NET
TEKNOLOJİNİN OLDUĞU HER YERDE



AXIS
COMMUNICATIONS

SONY

ahua
TECHNOLOGY

HIKVISION

MEGVII 旷视

 **BOSCH**
Invented for life

DELL

BCD

 **milestone**

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

Clusters


AUSTURKIYE
IT TURKEY


TÜRKİYE
SİBER GÜVENLİK
KÜMELENMESİ

TSSK
Teknokent Savunma Sanayii Kümelemesi
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

7 ISO and SPICE LVL2 Certificates



**National Secret Facility Security and NATO
Security Certificates**



**Military Factories Approved
Supplier Certificate**



e-Turquality Stars of Informatics program studies



17 project copyright registration certificates



8 registered trademarks



For “Hand Sterilization and Controlled Mask
Dispenser” and “Touch and Voice Command
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



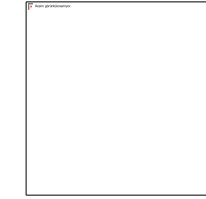
Samsun DEAFLYMPICS
Campus Security and
Management System



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



Ziraat Bank
Nationwide Operating Rooms
Access Control System



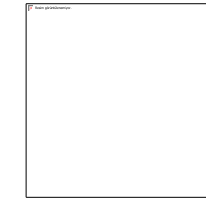
Akdeniz Uni. Hospital
Hospital Information
Management System and Facility
Security and Management
System



**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

2022 and OBJECTIVES

As of October “Tripy Mobility Teknoloji”, the very first electric Bicycle Sharing Company of Turkey in the field of **Electromobility** is established.

Electric bicycle projects will be launched soon.

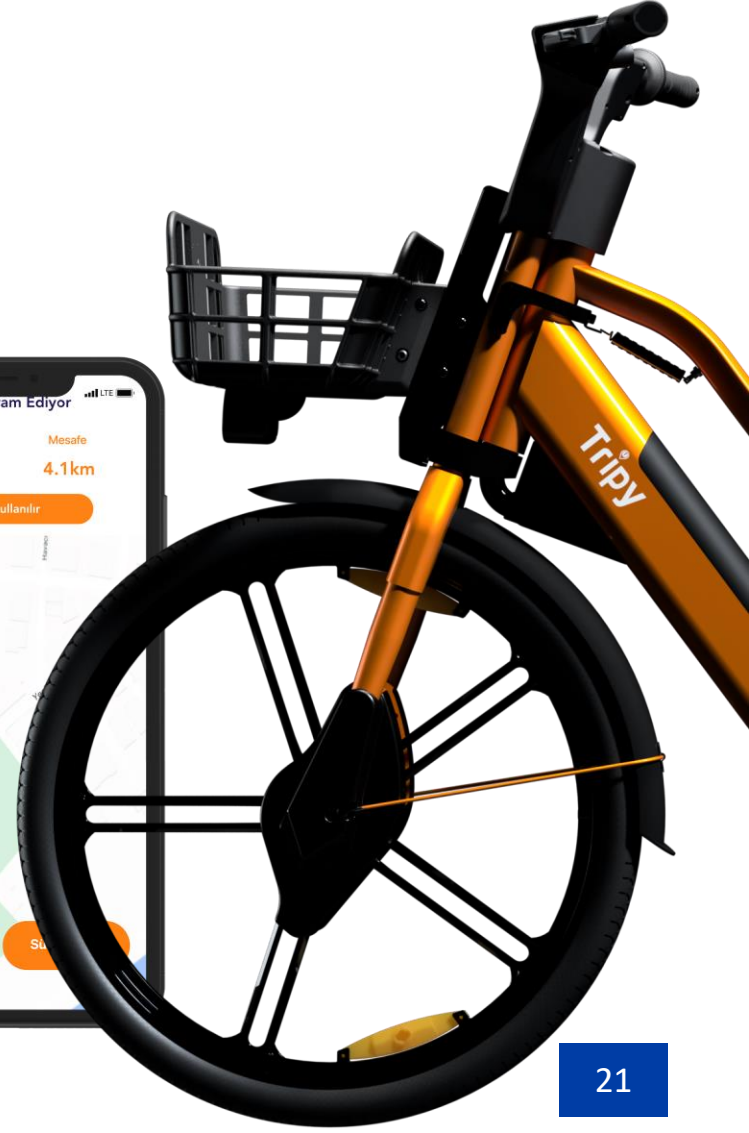
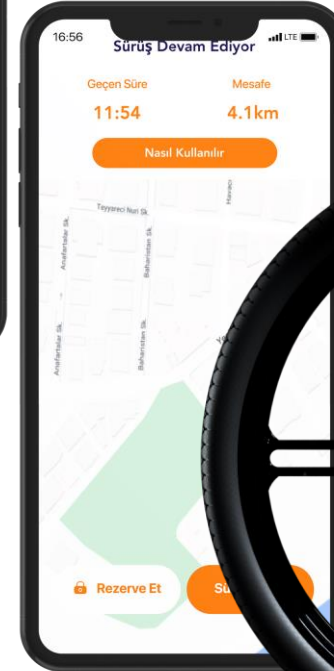
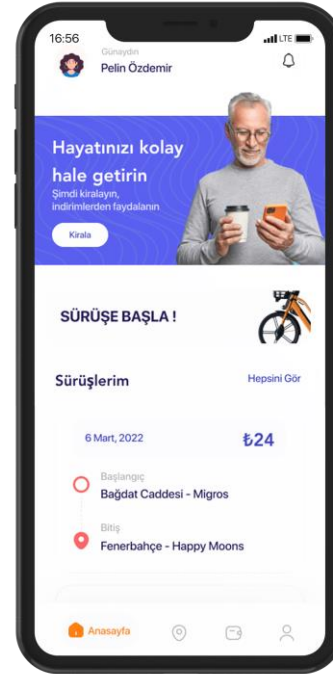
In the field of **Electromobility** negotiations with **foreign investment groups** and **green energy funds** are being carried out.



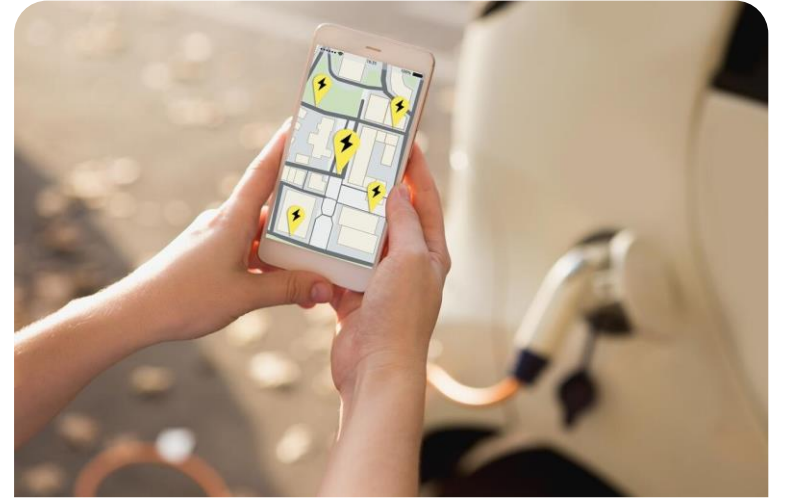
Tripy is a company established as a subsidiary of **MiA Technology** to produce last mile solutions with smart city technologies and sharing-based technologies. After intensive work and planning on **mobility** activities, he adds experienced people to his team and starts working in the field of **micromobility**. The main goal of the experienced and strong team involved in both national and international **micromobility** activities is to contribute to sustainability and touch people's lives.

Tripy

Feel the wind, pedal the city!



We are in the process of **Electric charging stations license application** and **software/project development**.



2022 and OBJECTIVES

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.



In the field of education **“Digital Education Platform”** Project is launched in cooperation with **UNICEF and MNE** and the project soon will be expanded.



2022 and OBJECTIVES

Investment plan is being made in **biometric identity verification**



2022 and OBJECTIVES

Devoted to **Environment and Climate Change smart waste management** project is being developed.

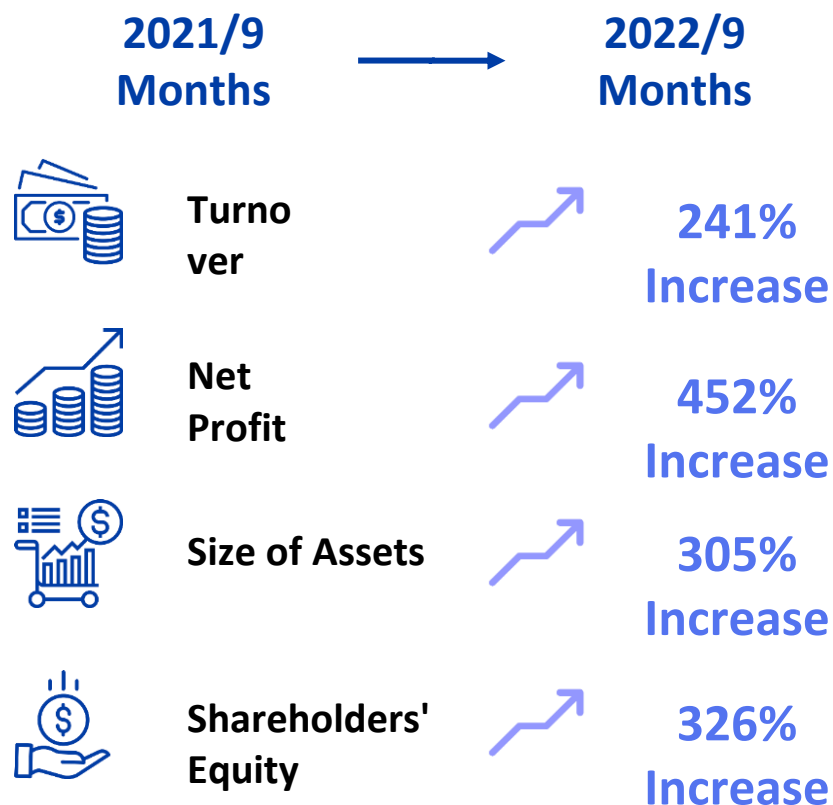


CONDENSED STATEMENT AND FINANCIAL RATIOS

Condensed Statement (₺)	31.12.2020	31.12.2021	30.09.2022
Cash and Cash Equivalents	8.417.053	68.406.511	98.818.904
Current Assets	43.739.369	133.719.292	293.535.784
Fixed Assets	51.214.848	166.955.224	293.407.173
Total Assets	94.954.217	300.674.516	586.942.957
Short-Term Liabilities	21.281.249	50.094.806	142.974.660
Long-Term Liabilities	6.386.173	5.085.029	8.862.460
Total Liabilities	27.667.422	55.179.935	151.837.120
Equities	67.286.795	245.494.581	435.105.837
Total Resources	94.954.217	300.674.516	586.942.957

Financial Ratios	31.12.2020	31.12.2021	30.09.2022
Short Term Liabilities/Total Assets	22,41	16,66	24,36
Long-Term Liabilities/Total Assets	6,73	1,69	1,51
Equity/Total Assets	70,86	81,64	74,13
Total Liabilities/Shareholder's Equity	41,12	22,48	34,90

FINANCIALS



	31.12.2020	31.12.2021	30.09.2021	30.09.2022
Turnover	86.477.819	164.195.110	104.428.880	356.867.407
Gross Profitability	22.862.978	60.609.535	38.372.909	200.413.265
Gross Profit Margin	26,44%	36,91%	36,75	56,16%
EBITDA (Earnings before interest, taxes, depreciation and amortization)	22.015.094	56.239.356	35.148.366	185.818.914
EBITDA margin	25,46	34,25	33,65	52,07%
Net Profit	22.189.563	54.155.781	34.382.520	189.862.476
Net Profit Margin	25,66	32,98	32,92	53,20
R&D Income	35.520.240	60.326.769	37.123.550	203.115.610
Non-R&D Income	50.957.579	103.868.341	67.523.573	174.112.941
Capitalization Expenses (R&D Investments)	40.269.180	153.252.814	76.129.159	272.231.022
Size of Assets	94.954.217	300.674.516	144.830.051	586.942.957
Equities	67.286.795	245.494.581	101.958.853	435.105.837

CURRENT RATIO AND LIQUIDITY RATIO

	Current Ratio	31.12.2020	31.12.2021	30.09.2022
A	Current Assets	43.739.369	133.719.292	293.535.784
B	Short Term Payables	21.281.249	50.094.806	142.974.660
A/B	Current Ratio	2,06	2,67	2,05



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	30.09.2022
A	Current Assets	43.739.369	133.719.292	293.535.784
B	Inventories	3.265.196	5.120.226	3.710.099
C	Short Term Payables	21.281.249	50.094.806	142.974.660
(A-B)/C	Liquidity Ratio	1,90	2,57	2,02



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	30.09.2022
A	Liquid Assets	8.417.053	68.406.511	98.818.904
B	Short Term Payables	21.281.249	50.094.806	142.974.660
A/B	Cash Ratio	0,40	1,37	0,69

! 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	30.09.2022
A	Total Liabilities	27.667.422	55.179.935	151.837.120
B	Total Assets	94.954.217	300.674.516	586.942.957
A/B	Gross financial leverage ratio	0,29	0,18	0,25

! Indicates the **percentage of assets** are funded by foreign sources. Desired to be less than **50%**. Above **50%** is a sign that the business is financed at risk.

From ongoing projects after sales; There is a regular income item that includes maintenance, repair and various assistance activities.

These projects generate income approximately **over 2.500.000 ₺ per month.**

HUMAN RESOURCES

January 2022

September 2022



Employee Increase

68



104



Female Employee Increase

17



28



Technical Employee Increase

72



84



Salary Increase & Private Health Insurance

48% Increase to Current Salary



41.15% Increase to Current Salary



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 Until 2021 Year 2022

Year 2022



Technopark Total Number of Projects

33



51



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



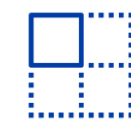
Virtual reality-based training applications



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 **2022, 22** of the **51** projects have not **yet** turned into sales.

	31.12.2020	31.12.2021	30.09.2022
 R&D Income (Annual)	35.520.240	60.326.769	203.115.610
 Capitalization Expenses (R&D Investments) (Cumulative)	40.269.180	153.252.814	272.231.022
 Size of Assets	94.954.217	300.674.516	586.942.957

National and international call programs followed and applied for:



R&D & INCENTIVES (ACCEPTED PROJECTS)



Number of Accepted Projects

2021

0



2022

4

The income in 2022 to be generated from National and International **projects** will cover the **whole personnel salaries for 2022.**

Agency/Call

Asia Development Bank
(ADB)

EUREKA CLUSTER-AI

Council of Europe
Development Bank (CEB)

TUBITAK-1501

Total Budget

\$ 664.378

R&D & INCENTIVE (APPLIED PROJECTS)

In 2022, 2 project applications are under evaluation in the national field.

<u>Agency/Call</u>	<u>Project Title</u>	<u>Date of Application</u>	<u>Requested Budget</u>	<u>Grant Rate</u>
TÜBİTAK 1501	Beacon Supported AR Based Hospital Indoor Navigation Application	21.09.2022	105.300 \$	75%
TÜBİTAK 1501	Extended Intrusion Detection and Prevention Cyber Security Software Development	21.09.2022	236.265 \$	75%

Total Expected Income 341.565 \$




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

In **2022**, studies started for **5 project** preparations in the international arena.






Total Expected Income
\$2,271,827

<u>Agency/Program</u>	<u>Call Title</u>	<u>Requested Budget</u>	<u>Grant Rate</u>
EU-HORIZON	AI for human empowerment (AI, Data and Robotics Partnership) (RIA)	549.827 \$	%100
EU-HORIZON	AI for human empowerment (AI, Data and Robotics Partnership) (RIA)	350.000 \$	%100
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)	370.000 \$	%70
EU-HORIZON	Smart-grid ready and smart-network ready buildings, acting as active utility nodes (Built4People)	650.000 \$	%60
EUREKA-ITEA	ITEA 4 Smart Health	460.000 \$	%75





CURRENT DOMESTIC PROJECTS

<u>Fields</u>	<u>Accepted Projects</u>	<u>Total Cost of Projects</u>
 Metaverse Technologies	3	\$370.000
 Health Information Technologies	9	\$740.500
 Facility Security Technologies	6	\$8.000.000
		Total= \$9.1 M

2022-2024 PROJECTS WITH HIGH POTENTIAL

<u>Fields</u>	<u>Accepted Projects</u>	<u>Total Cost of Projects</u>
 Metaverse Technologies	11	\$12.000.000
 Facility Security Technologies	9	\$14.700.000
 Health Information Technologies	7	\$1.800.000
 Electromobility	7	\$15.000.000
 Cyber Security Technologies	5	\$105.000

POTENTIAL INTERNATIONAL PROJECTS

	<u>Countries</u>	<u>Accepted Projects</u>	<u>Total Cost of Projects Followed</u>
	Bosnia-Herzegovina	6	\$8.074.000
	Bangladesh	9	\$133.630.000
	Qatar, Nigeria & Iraq	8	\$14.598.981
	U.S.A.	9	\$4.600.000

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