

Al-powered Solutions

# **INVESTOR PRESENTATION**

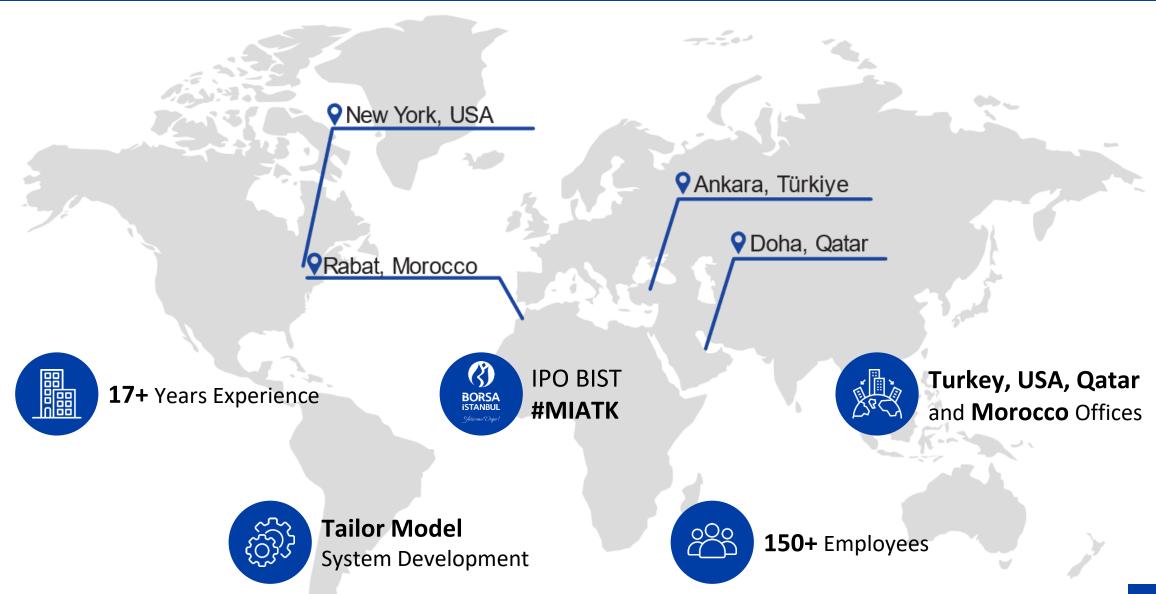
**SEPTEMBER 2023** 

#### **LEGAL NOTICE**

This presentation reflects the analysis of information and financial statements about MİA TEKNOLOJİ A.Ş. ("MİA" or "the Company") as well as their views on future prospects in line with the events anticipated by the Company's management in the future. Although the accuracy of the information and analyses given and the expectations are believed to be realistic, depending on the change of the underlying factors of the predictions, the results for the future may deviate from the predictions given here. The Company, the Company's directors or employees, or any other relevant person, shall not be liable for any damages that may arise from the use of the information in this presentation. All statements may contain forward-looking statements, including but not limited to notices made in this bulletin, launches of our new business, operations, financial position and business strategies. Although the Company believes that the expectations reflected in these forward-looking statements are reasonable at the moment, it cannot guarantee that these expectations will be fulfilled correctly. The Company assumes no responsibility or liability for the accuracy or completeness of the information contained in this presentation by its affiliates, board of directors, management, employees or agencies, or any other written or oral information provided to the relevant parties or consultants.

### **ABOUT US**





### **MILESTONES**



















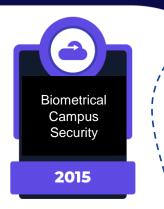












### WHY MIA TEKNOLOJI?



#### **Industry Experience**

With a strong foundation built on achieving numerous first successes over 16+ years, a robust infrastructure has been established

#### **Robust Growth**

Demonstrating strong financial growth, the first 6 months of 2022 witnessed a 183% increase in turnover and a remarkable 517% growth in net profit.

#### **R&D** Expertise

The robust team and knowledge accumulation brought about by being an R&D company.

#### **Tailor-Made Approach**

Providing fast and custom system solutions developed in response to customer demands and emerging requests.

#### **System Integration**

Being one of the largest system integrators in the field, the company operates independently of brands with its strong infrastructure, products, and experience, allowing for brand-neutral operations.

#### Al-powered Solutions

# Strong Business Partnerships

Establishing long-term solution partnerships with globally and locally proven companies in the field, such as NEC, DELL, Axis, Dahua, Megvii, Aselsan, Havelsan.

#### **Significant References**

Successfully completing many pioneering projects, some of which are unprecedented, has resulted in a multitude of references. With its robust financial and technical infrastructure, the company can meet national and international tender requirements.

#### **Innovative Technologies**

The ability to effectively step into sectors where interest is constantly evolving with its existing technical infrastructure.

#### **Technology Park Development Zone Membership**

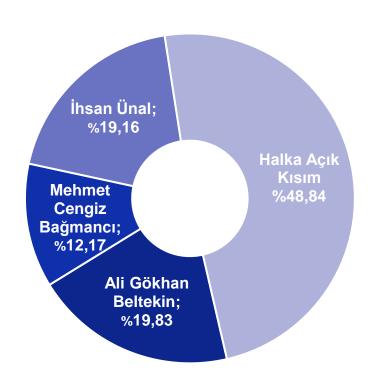
Membership in the Technology Park comes with incentives in the scope of R&D and innovation, including income/corporate tax exemption (100%), VAT exemption (100%), SGK employer contribution reduction (50%), customs and stamp duty exemption (100% for certain products), and the direct inclusion of products developed within the Technology Park in the State Material Office (DMO) catalog.

### **SHAREHOLDING STRUCTURE**



MİA Teknoloji A.Ş. PUBLIC OFFERING SUMMARY					
Public Offering Date	November 22, 2021				
Issued Capital	30.000.000も				
Sales by Shareholders	4.500.000 も				
Capital Increase	8.000.000も				
Total Nominal Amount Offered to the Public	12.500.000 も				
Issued Capital After Public Offering	38.000.000₺				
Public Offering Ratio	48,84 %				
Public Offering Price	15,80も				
Current Capital	494.000.000 ŧ				
Market Value (As of 30.09.2023)	19.720.480.000も				

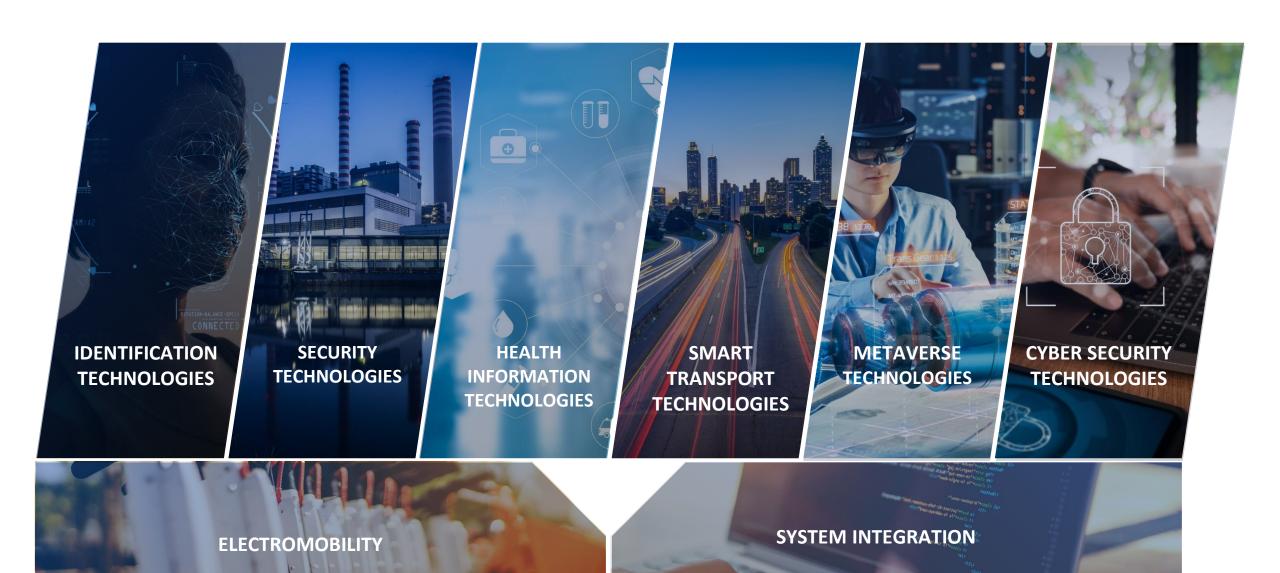
Name and Surname/Trade Title	Share in Capital (も)	Share in the Capital (%)
ALİ GÖKHAN BELTEKİN	97.955.000	19,83
İHSAN ÜNAL	94.640.000	19,16
MEHMET CENGİZ BAĞMANCI	60.125.000	12,17
Public Offered Shares	241.280.000	48,84





### **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

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



#### **HEALTH INFORMATION TECHNOLOGIES**

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



#### SMART TRAFFIC MANAGEMENT SYSTEMS

It offers 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 Al 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

Creates ready-to-use computer vision solutions supported by ML and AI, scalable to needs.



#### ELECTRONIC PAYMENT 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 Recognition



Finger Vein Print



Iris Recognition



Mobile Identification



**Fingerprint** 



Smart Card



### 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.



#### **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 intelligencesupported 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



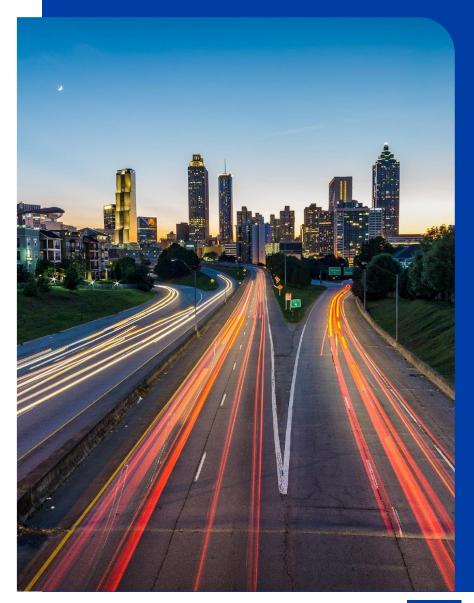
License plate, make, model and color recognition



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 MOBILITY TEKNOLOJI A.S.

**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.

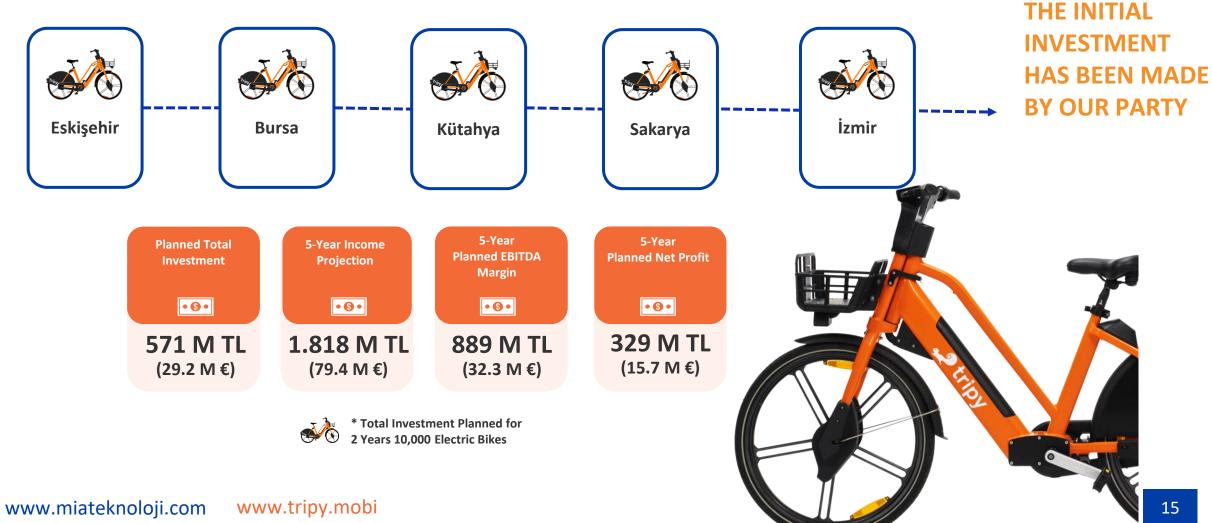
www.miateknoloji.com www.tripy.mobi 14



### TRIPY LONG-TERM PROJECTS



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



# 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 Charging Stations and Infrastructure Service



24/7 Maintenance and Repair Service



Mobile Application and Management Software for End Users



Reservation System for Use of Charging Stations



Integration with Shared Electric Vehicle

THE INITIAL
INVESTMENT
HAS BEEN MADE
BY OUR PARTY







#### **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:**

- WorkARia Remote Maintenance (Leading Auto. Industry)
- Metaverse WorkSpace
- Training Practices with MR
- Metaverse Training Class
- 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

### **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



Mobile Wallet and Inter-User Money Transfer





**Shared Car Rental Payments** 



Possibility of Payment by Different Methods in Public Transport;

- QR Code Scanning,
- NFC Mobile and Card Scanning,
- Vehicle License Plate Code Entry,
- Bluetooth

### **DEVELOPMENTS IN THE FIELD OF METAVERSE**



- We participated in **METATIATIVE LLC**, which was established in the **State of Delaware**, **USA**, as a shareholder with a rate of26.10%. 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.







### **DEVELOPMENTS IN THE FIELD OF SECURITY**



- ✓ 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.).







### **DEVELOPMENTS IN SMART WASTE MANAGEMENT**



- ✓ We are in the process of developing smart waste management project devoted at Environment and Climate Change.
- 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**

































### **CLUSTERINGS**







### **QUALITY MANAGEMENT**



















ISO 9001:2015

ISO 14001:2015

ISO 20000-1:2011

ISO 45001:2018

ISO 22301-2012

ISO 27001:2017

ISO 39901-2012

#### 8 ISOs and SPICE LVL2 Certificates



National Confidential Facility Security and NATO Security Certificates



Military Factories Approved SupplierCertificate



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**





# Ministry of Youth and Sports Credits and Dormitories

Security and Management Systems of Dormitories Nationwide



#### **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 DEAFLMYPICS

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	30.09.2023
Cash and Cash Equivalents	8.417.053	68.406.511	175.955.632	223.547.508
Current Assets	43.739.369	133.719.292	389.510.000	817.148.613
Fixed Assets	51.214.848	166.955.224	361.241.923	607.288.488
Total Assets	94.954.217	300.674.516	750.751.923	1.424.437.101
Short-Term Liabilities	21.281.249	50.094.806	166.574.266	281.223.350
Long-Term Liabilities	6.386.173	5.085.029	8.420.362	77.842.313
Total Liabilities	27.667.422	55.179.935	174.994.628	359.065.663
Equities	67.286.795	245.494.581	575.757.295	1.065.371.438
Total Resources	94.954.217	300.674.516	750.751.923	1.424.437.101

Financial Ratios	31.12.2020	31.12.2021	31.12.2022	30.09.2023
Short Term Liabilities/Total Assets	22,41	16,66	22,19	19,74
Long-Term Liabilities/Total Assets	6,73	1,69	1,12	5,46
Equity/Total Assets	70,86	81,65	76,69	74,79
Total Liabilities/Shareholder's Equity	41,12	22,48	30,39	33,70

### **FINANCIALS**



2022/9	 2023/9





Increase \$

**Net Profit** %105

Increase

Shareholders' **%145 Equity** Increase

	31.12.2020	31.12.2021	31.12.2022	30.09.2023
Turnover	86.477.819	164.195.110	604.452.849	784.175.453
Gross Profitability	22.862.978	60.609.535	331.650.216	459.958.244
Gross Profit Margin	26,44%	36,91%	54,87	58,66
EBITDA (Earnings before interest, taxes, depreciation and amortization)	22.015.094	56.239.356	318.726.023	406.969.545
EBITDA margin	25,46	34,25	52,73	51,90
Net Profit	22.189.563	54.155.781	330.262.714	390.061.178
Net Profit Margin	25,66	32,98	54,70	49.74
R&D Income	35.520.240	60.326.769	342.622.197	407.663.450
Non-R&D Income	50.957.579	103.868.341	261.830.652	376.512.003
Capitalization Expenses (R&D Investments)	40.269.180	153.252.814	334.232.035	519.817.250
Size of Assets	94.954.217	300.674.516	750.751.923	1.424.437.101
Equities	67.286.795	245.494.581	575.757.295	1.065.314.119

### **CURRENT RATIO AND LIQUIDITY RATIO**



	Current Ratio	31.12.2021	31.12.2022	30.09.2023
А	Current Assets	133.719.292	389.510.000	817.148.613
В	Short Term Payables	50.094.806	166.574.266	281.223.350
A/B	Current Ratio	2,67	2,33	2,90

(!)

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

	Liquidity Ratio	31.12.2021	31.12.2022	30.09.2023
Α	Current Assets	133.719.292	389.510.000	817.148.613
В	Inventories	5.120.226	7.691.260	6.127.866
С	Short Term Payables	50.094.806	166.574.266	281.223.350
(A-B)/C	Liquidity Ratio	2,57	2,29	2,88

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	31.12.2021	31.12.2022	30.09.2023
Α	Liquid Assets	68.406.511	175.955.632	223.547.508
В	Short Term Payables	50.094.806	166.574.266	281.223.350
A/B	Cash Ratio	1,37	1,05	0,79

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	31.12.2021	31.12.2022	30.09.2023
Α	Total Liabilities	55.179.935	174.994.628	359.065.663
В	Total Assets	300.674.516	750.751.923	1.424.437.101
A/B	Gross financial leverage ratio	0,18	0,23	0,25

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**



		December 2022		September 2023
202	Employee Increase	68	7	124
	Female Employee Increase	17	7	31
	Technical Employee Increase	<b>72</b>	7	81
	Salary Increase of 90.86%	in 2022 & Private Hea	olth Insuranc	e Application
	Unit Manager Distribution		out of <b>1</b> 4	4are managed

### **R&D & INCENTIVE**



# GAZI**TEKNOPARK ODTU-TEKNOKENT**

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



Innovative and all-round electronic mobile payment systems



Machine learning-based



Mixed reality-based robotic control systems



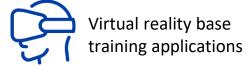
Metaverse-based meeting rooms and virtual bazaar applications



Artificial intelligence-based secure public transport management systems



Deep learning based





Innovative mobile applications within the scope of mobility

www.miateknoloji.com

boundary detection systems

30

### **R&D & INCENTIVE**



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

	31.12.2021	31.12.2022	30.09.2023
R&D Income ( Annual )	60.326.769	342.622.197	407.663.450
Capitalization Expenses ( R&D Investments (Cumulative )	<sup>3</sup> 153.252.814	334.232.035	519.817.250
Size of Assets	300.674.516	750.751.923	1.424.437.101

#### National and international call programs followed and applied for:











## **R&D & INCENTIVES (ACCEPTED PROJECTS)**





Number of Accepted Prrojects

2006 - 2021

7

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**, **5** projects applications are under evaluation in the national field.

Agency/Call	Project Title	Requested Budget	<b>Grant Rate</b>
TÜBİTAK 1501	Beacon Supported AR Based Hospital Indoor Navigation Application	105.300 \$	75%
EU-HORIZON	Al for human empowerment (AI, Data and Robotics Partnership) (RIA) Enchanching Disaster Resilience Thorugh Innovative Technologies for First Responders During Forest	1.067.000 \$	100%
AB-CHIST-ERA	Fires AZT4CASI Open Research Data	145.000 \$	100%

Total Expected Income 1.317.300 \$

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



	Agency/Program	<b>Project Name</b>	Requested Budget	<b>Grant Rate</b>
In 2023, studies started				
for <b>5 project</b>	TÜBİTAK 1501	Development of an Artificial Intelligence and Blockchain Powered Energy Management System Platform to	210.000 \$	75%
preparations in the		Improve Energy Efficiency in Buildings		
international arena.	TÜBİTAK 1501	Decision Support Software for Economic, Environmental and Social Impacts for Micro-mobility Investments	207.137 \$	75%
Total Expected Revenue	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
\$1,457,579	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>	Accepted	Total Cost of Projects
Metaverse Technologies	Projects 7	\$1.370.000
Health Information Technologies	9	\$940.500
Facility Security Technologies	6	\$9.739.000
		<b>Total= \$12 M</b>

### PROJECTS WITH HIGH DOMESTIC POTENTIAL



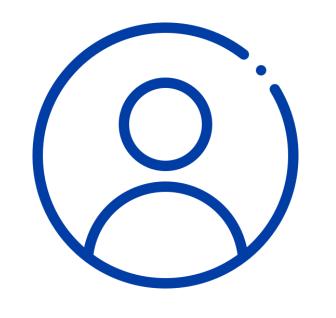
<u>Fields</u>	Accepted	Total Cost of Projects	
Metaverse Technologies	Projects 18	\$25.237.000	
Facility Security Technologies	58	\$21.950.000	
Health Information Technologies	25	\$2.335.000	
Electromobility	7	\$15.250.000	
Cyber Security Technologies	48	\$25.250.000	

## **POTENTIAL INTERNATIONAL PROJECTS**



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

### **INVESTOR RELATIONS CONTACT**





**P:** +90 850 440 46 42/103



E: yatirimciiliskileri@miateknoloji.com



**Address:** Gazi Üniversitesi Gölbaşı Yerleşkesi Bahçelievler Mah. 323/1 Cadde B Blok N10/50-B/03 Gölbaşı/Ankara/Türkiye



**T:** +90 850 440 46 42



**New York** 

Doha

Ankara

