

# INVESTOR PRESENTATION



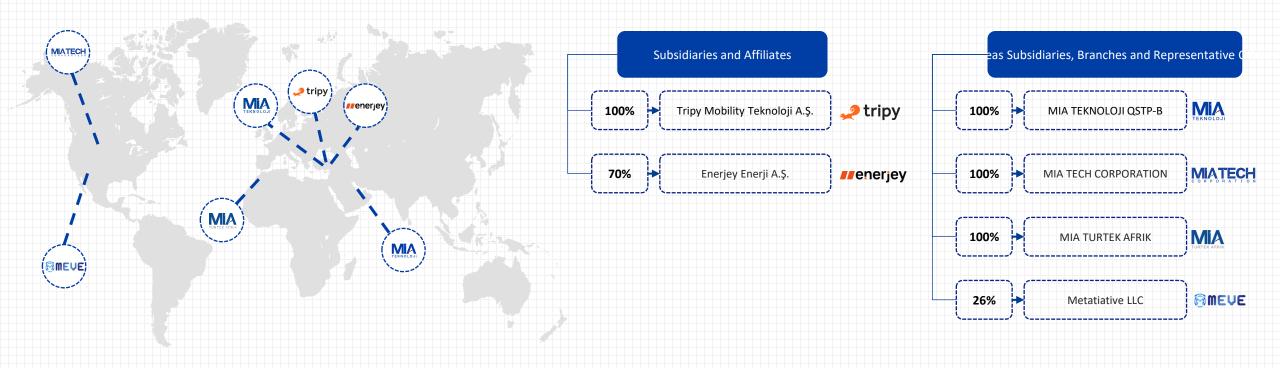


### **Legal Disclaimer**

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### **About Us**



Establishment

2006

Employees

+150

Offices

6

Engineer Ratio

**65**%

References

+110

Countries

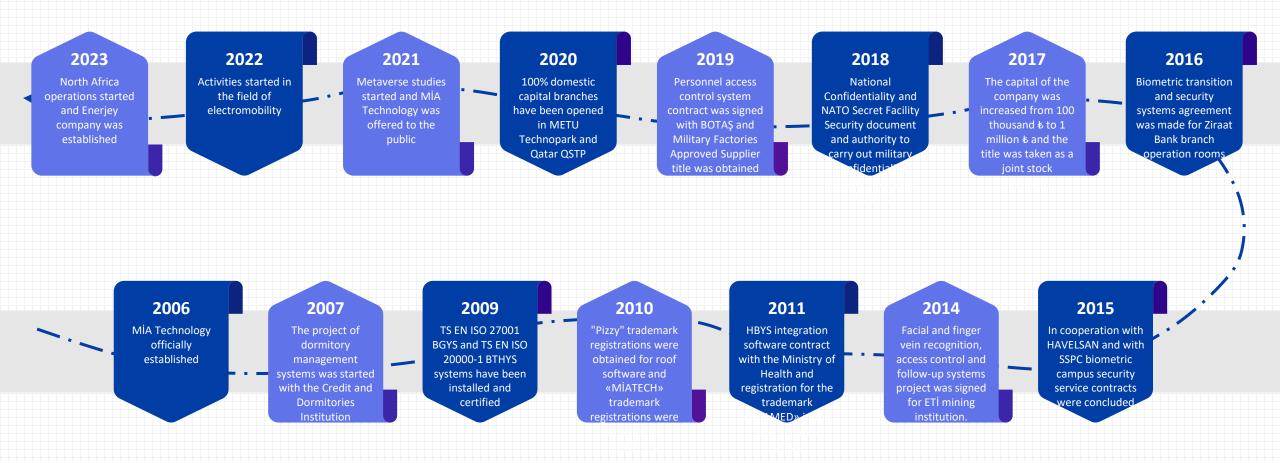
+4

Valuation

1 Billion \$+



### **Milestones**





# 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 17+ years.

#### **Strong Growth**

In the first quarter of 2024, 184% turnover growth, 752% net profit growth, 33% asset growth, proving strong financial growth.

#### **R&D** Accumulation

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

#### **Tailor Model**

Presentation of rapid and tailormade 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.

### Al-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, Havelsan.

#### **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**

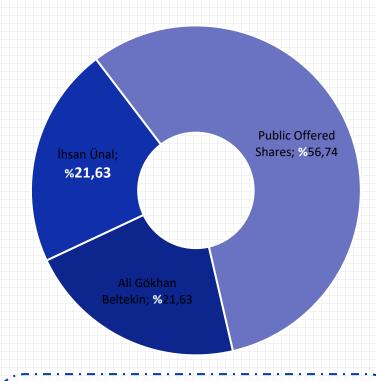
Income/corporate tax exemption within the scope of R&D & innovation (100%), VAT exemption (100%), SSI employer share discount (50%), customs and stamp tax on certain products (100%) and direct inclusion of the products developed within Technopark in the state Material Office (DMO) catalog.



# **Shareholding Structure**

MİA Teknoloji A.Ş. PUBLIC OFFERING SUMMARY			
Public Offering Date	November 22, 2021		
Issued Capital	30.000.000 を		
Sales by Shareholders	4.500.000 老		
Capital Increase	8.000.000 老		
Total Nominal Amount Offered to the Public	12.500.000 を		
Issued Capital After Public Offering	38.000.000₺		
Public Offering Ratio	56,74 %		
Public Offering Price	15,80 ₺		
Current Capital	494.000.000 ₺		
Market Value (As of 31.03.2024)	33.764.900.000 ₺		

Name and Surname/Trade Title	Share in Capital (も)	Share in the Capital (%)
ALI GÖKHAN BELTEKIN	106.851.000	21,63
İHSAN ÜNAL	106.851.000	21,63
Public Offered Shares	280.298.000	56.74





MİA Teknoloji, It is traded on BIST50.



### **Areas of Activity**





### **Areas of Activity**



#### **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

MIAMAGENTENT 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.



#### **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, scalable to needs.



#### **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.



#### **RENEWABLE ENERGY TECHNOLOGIES**

It shapes the future with environmentally friendly energy obtained from inexhaustible sources for a sustainable future.



# **Identity Recognition and Verification**

We provide facilities and buildings with integrated identification and verification systems that include the following technological components. Advanced face recognition technology 1-1, 1-N, N-N fast face matching and face quality analysis can be performed.







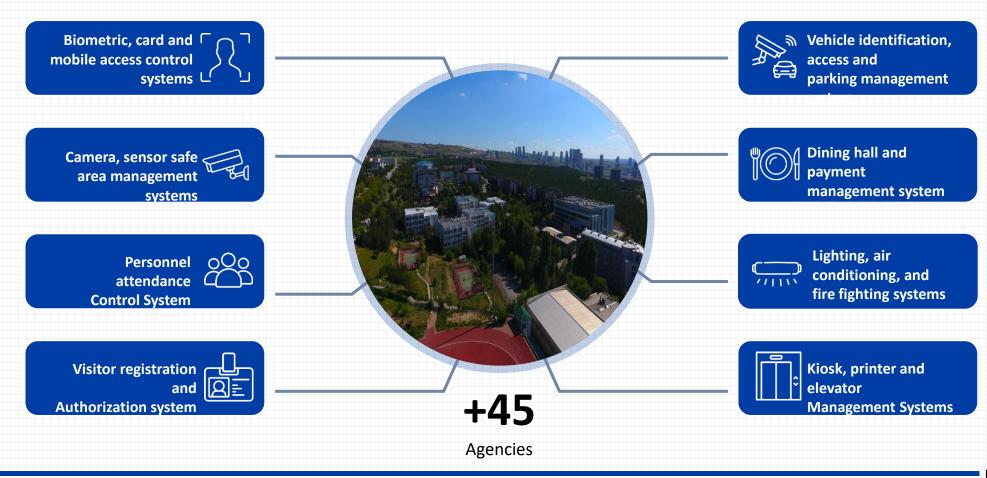




### **Integrated Facility Safety and Management**

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 intelligence-supported software in the field of health informatics.



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



**10** Major University and City Hospitals



# TeleHealth (MIA-MED-Remote Health Information System)

It is a secure video conferencing system that physicians can use to meet with patients within the scope of remote health services.



Remote Inspection Procedures



Operating with Firefox, Safari, Chrome and



derivatives



Time limit and participant unlimited

Secure ID Authorization





### **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.

- We currently have an Electronic Monitoring System that has been actively
  operating for 5 years and will operate for another 4.5 years.
- More than 400,000 vehicles are fined on a monthly basis.



Electronic monitoring system



Smart intersection and signaling systems

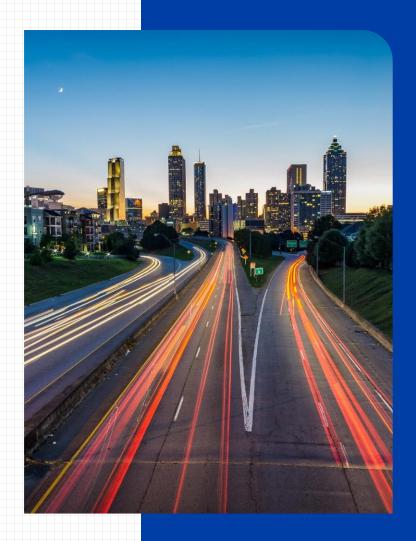


License plate, make, model and color recognition



Vehicle instant and average speed detection

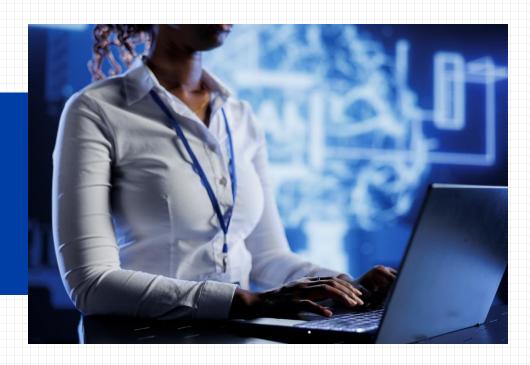






### **Cyber Security**

In order to protect organizations against cyber attacks and malware, we provide cyber security of organizations with systems using machine learning and artificial intelligence, perform vulnerability analysis and provide cyber security training to personnel.



Log Management and SIEM





End Point Security

Penetration Test





Endpoint
Monitoring and
Management

Cyber Security Consultancy





Firewall (Classic, Next Generation and WAF)

Cyber Security Trainings





Data Loss Prevention (DLP)



### **Information Security**

By analyzing the information security needs of organizations according to legal requirements and the scope of the organization, we direct organizations to meet the necessary needs.



PDPL (Personal Data Protection Law)



GDPR: General Data Protection Regulation



Information
Security Trainings



ISO 27001 ISMS (Information Security Management System)







# **Shared Electric Vehicles / Mobility**

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

### 125,000 Active Users



Electric Vehicle
Operation



Electrical Charging Station
Software and Projects,
Parking Stations



End User and Management Software

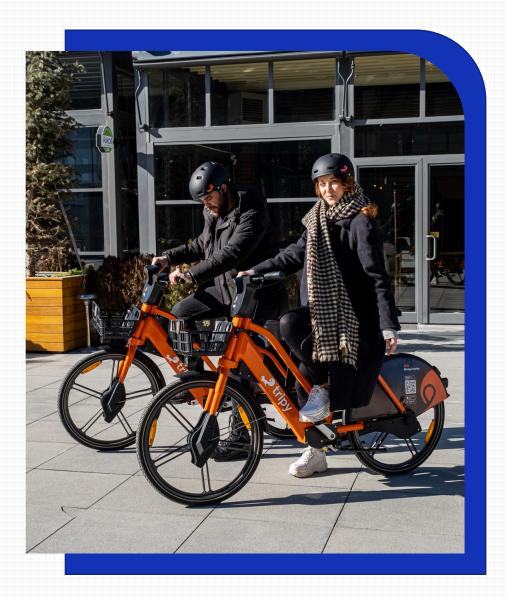


Integration and installation services



Operations Management

THE FIRST
INVESTMENT
WAS MADE BY
US.

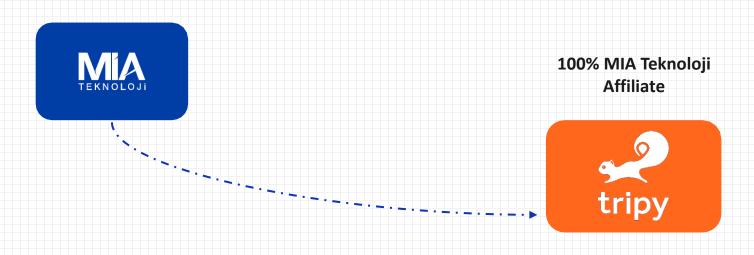




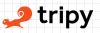


# What is Tripy?

Tripy was established in 2022 as a subsidiary of MIA Technology as Turkey's first electric bicycle sharing system with the aim of providing a last-mile solution within the scope of smart cities.









# What is Tripy?

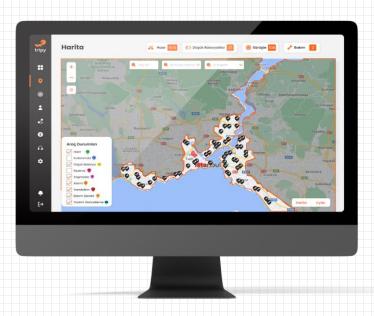
At the heart of Tripy's success is our innovative software platform that seamlessly integrates three key components.



**End User Application** 



**Operation Application** 



**Management Software** 





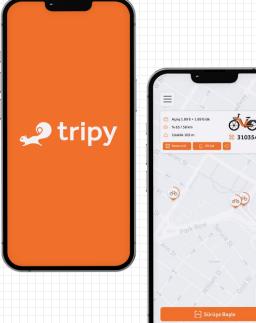
### Tripy Mobility Teknoloji A.Ş.

- ► 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.



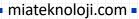


10-year exclusive contracts with local governments for business





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

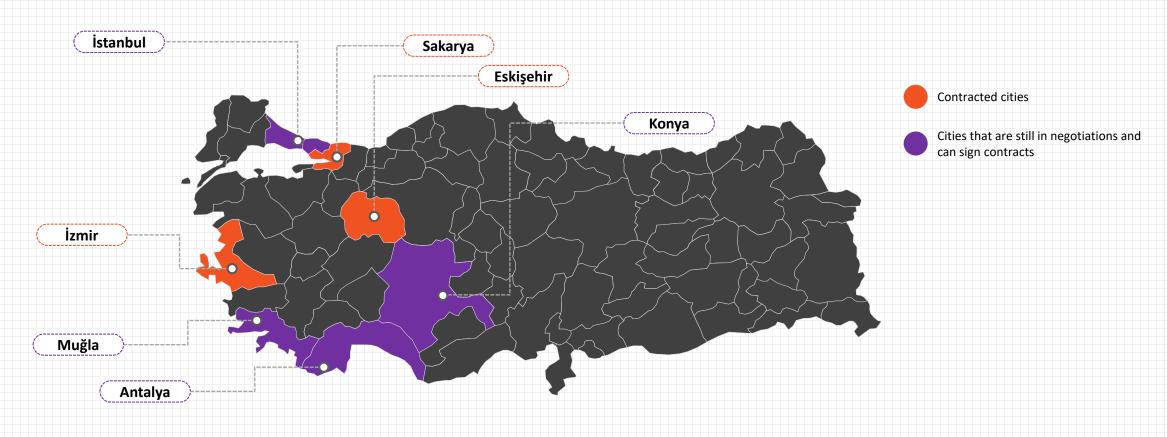


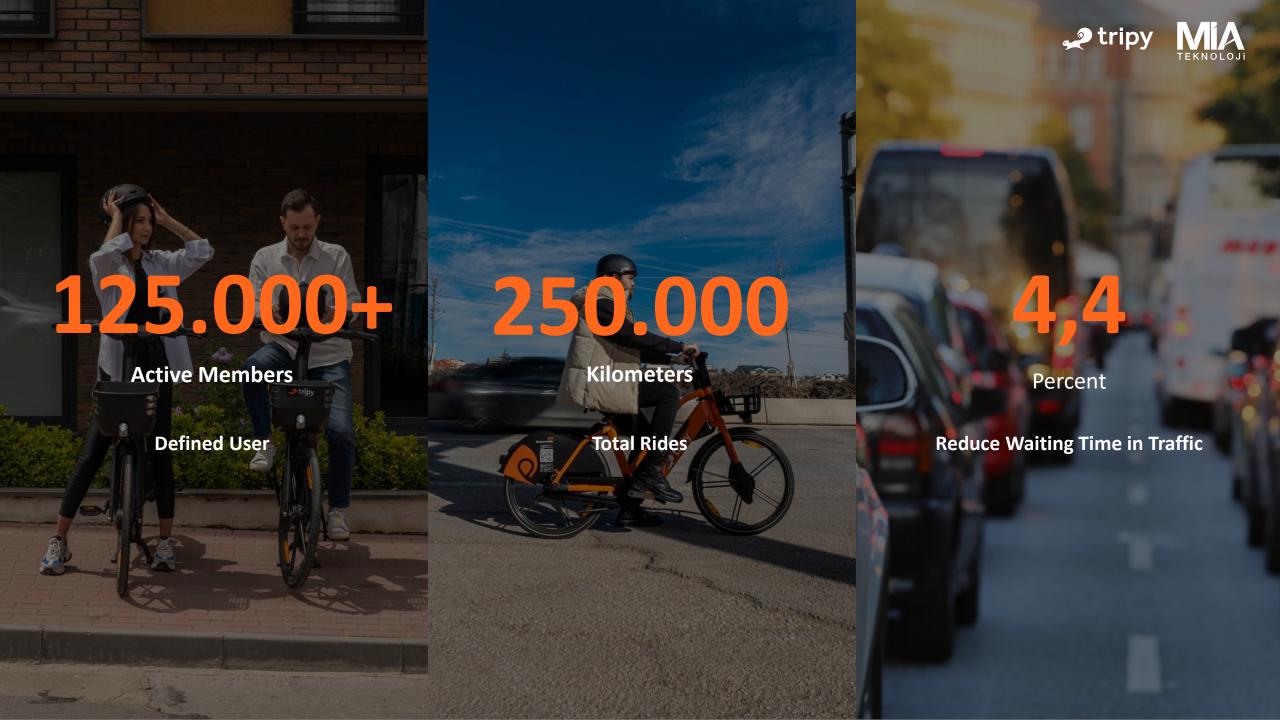




# **Tripy Is Growing Rapidly**

**Tripy** is able to continue its activities in the city for a long time by signing **10-year contracts** with local governments. This makes it a sustainable structure. While 7-8 competitors operate in cities with 3-year contracts in each city in Europe, Tripy has the sole operating authority in cities with 10-year contracts.









### **Micromobility Market**

McKinsey & Company

### Global

Market potential for E-bikes, scooters and mopeds in the US, Europe and China markets to 500 Billion

USD by 2030. Micromobility market size 2021: USD 49.3 Billion

### Türkiye

Türkiye is among the developing countries with the largest share in this market in terms of increasing young population and generation Z point.

32%

Population

2030

Year

**Billion USD** 

**15-35** 

Age





### **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



Integration with Shared Electric Vehicle



Reservation System for Use of Charging Stations

**79**67AC 12DC

Installatio n Point





### **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

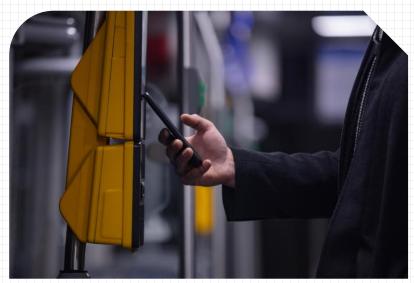


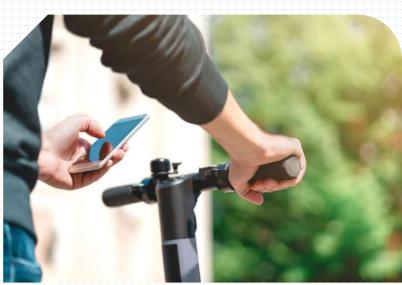
Shared Car Rental Payments



# Possibility of Payment by Different Methods in Public Transport

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







### **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 (A Leading Company of Automobile Manufacturers)
- 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
- AR Applications







### **Developments in the Metaverse Area**

- We participated in **METATIATIVE LLC**, which was established in the **State of Delaware**, **USA**, as a shareholder with a rate of 26.10%. 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.

Developments are being made within the scope of the Language Acquisition Application, which will be published on international platforms and will serve in 12 languages, supported by the Metaverse and Mobile Application infrastructure.









# **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 a Smart Waste Management project for 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.









### **Renewable Energy Technologies**

**Enerjey Enerji A.Ş.** was established on 26.04.2023 to invest in Project Development, Engineering Procurement and Construction services as well as Artificial Intelligence Based Solutions Development and Renewable Energy Projects for Photovoltaic Solar Power and Power Generation Plants and Battery Energy Storage Systems.



Project
Development and
Engineering



Procurement and Construction



Asset Management



Energy Storing and Energy Management Systems



Finance Solutions and Investment





### **Business Partners**































### **Clusters**









### **Quality Management**



















ISO IEC 15504 / ISO 9001:2015 SPICE Lvl 2

ISO 14001:2015

ISO 20000-1:2018

ISO 45001:2018

ISO 22301-2012

ISO 27001:2017

ISO 10002:2018

ISO 39901-2012



7 ISO and SPICE LVL2 Certificates



**National Secret Facility Security and NATO Security Documents** 



**Military Factories Approved Supplier Certificate** 



**Public Information Authorization Certificate** 

**Software Authorization Certificate** 



**EYDEP (Industrial Competency Evaluation and Support Program) Certificate** 



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**



### **TR Ministry of Youth** and Sports Credits and **Dormitories G.D**

Security and Management Systems of Dormitories

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**

Nationwide

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**

**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

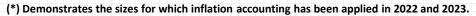
**Hospital Information Management** System and Facility Security and Management System



# **Summary Balance Sheet and Financial Ratios**

Condensed Statement (を)	31.12.2021	31.12.2022(*)	31.12.2023(*)	31.03.2024 (*)
Cash and Cash Equivalents	68.406.511	291.509.011	224.040.682	406.473.927
Current Assets	133.719.292	644.371.060	869.955.737	1.661.552.035
Fixed Assets	166.955.224	825.965.225	1.632.602.246	1.679.057.328
Total Assets	300.674.516	1.470.336.285	2.502.557.983	3.340.609.363
Short-Term Liabilities	50.094.806	275.451.568	413.809.232	598.909.254
Long-Term Liabilities	5.085.029	58.227.444	63.726.456	41.898.239
Total Liabilities	55.179.935	333.679.012	477.535.688	640.807.493
Equities	245.494.581	1.136.657.273	2.025.022.295	2.699.801.870
Total Resources	300.674.516	1.470.336.285	2.502.557.983	3.340.609.363

Financial Ratios	31.12.2021	31.12.2022	31.12.2023	31.03.2024
Short Term Liabilities/Total Assets	16,66	18,73	16,53	17,93
Long-Term Liabilities/Total Assets	1,69	3,96	2,55	1,25
Equity/Total Assets	81,65	77,31	80,92	80,82
Total Liabilities/Shareholder's Equity	22,48	29,36	23,58	23,73







# **Financials**

	Q1 2024	
	Turno ver	184% Increase
	Gross Profit	360% Increase
	Net Profit	752% Increase
(\$)	EBITDA	370% Increase

	31.12.2022*	31.12.2023*	31.03.2023*	31.03.2024*
Turnover	1.100.194.037	1.401.011.132	332.385.755	944.843.060
Gross Profit	581.729.196	713.022.080	178.037.936	818.722.115
Gross Profit Margin	52,87	50,89	53,56	86,65
EBITDA (Earnings before interest, taxes, depreciation and amortization)	618.297.705	723.182.210	180.150.017	846.427.557
EBITDA margin	56,20	51,62	54,20	89,35
Net Profit	424.545.649	504.338.618	78.580.811	669.416.026
Net Profit Margin	38,59	36	23,64	70,85
R&D Revenue	623.623.329	654.550.690	121.071.750	851.147.206
Non-R&D Income	476.570.708	746.460.442	211.314.005	93.695.854
Capitalization  Expenses (R&D)zes for Investments)	which inflation acco	unting has been app	uled : 4262,52623	nd 449.762.22





### **Financials**

- We maintain our liquid position, our Net Working Capital is over 1 Billion
   .
- Our Net Financial Debt has turned from debt to receivable with 116
  Million ₺, which was the subject of the previous period, 56 Million ₺.
- The increase in our shareholders' equity continues, with an increase of 33% achieved in this period.
- ► The ratio of shareholders' equity to Total Assets reached 81%.
- Most of our fixed assets include our R&D investments.
- The increase in our turnover is more than **2.5** times higher than the previous period.
- Our gross profit margin increased from 54% to 87% compared to the previous period.
- ► EBITDA is quite strong with **846 Million** \$\mathbb{t}\$, our margin increased from **54%** to **89%**.
- Our net profit margin increased from 23.6% to 70.85%.





### **Human Resources**

	2023		Q1 2024	
Employee Increase	119	-	134	
Female Employee Increase	31		34	
Technical Employee Increase	39		43	

**50%** Salary Increase, **94%** Internal Promotion Appointment in 2023

8 out of the 14 departments are managed by







# **Technopark Total Number of**

**2006 - 2023 64** Projects

**72** Projects

It is located in **Gazi University Technopark** and **project activities** are carried out under these roofs.

# **GAZITEKNOPARK**



Artificial intelligencebased disease detection projects



Mixed reality-based robotic control systems



Virtual reality base training applications



Innovative and all-round electronic mobile payment systems



Artificial intelligencebased secure public transport management systems



Deep learning based boundary detection systems



Augmented reality-based remote maintenance applications
Metaverse-based meeting rooms and virtual bazaar applications



applications
Innovative mobile
applications within the
scope of mobility



Machine learning-based industry efficiency forecasting systems





	2022	2023	Q1 2024
R&D Income ( Annual )	623.623.329,00	654.550.690,00	851.147.206,00
Capitalization Expenses R&D Investments, Cumulative	793.135.989,00	1.212.038.372,00	1.449.762.225,00
Size of Assets	1.470.336.285,00	2.502.557.983,00	3.340.609.363,00





As of the first quarter of 2024, 25 of the 72 projects have not yet turned into sales.









National and international call programs followed and applied for:





# **Number of Accepted Prrojects**

2006 - 2023

8 Agencies

2024

2 Agencies

Total Budget

917.561,97

**US Dollars** 

Asia Development Bank (ADB)

**EUREKA CLUSTER-AI** 

Council of Europe Development Bank (CEB)

**TUBITAK-1501** 

KOSGEB





# Applied Projects

TÜBİTAK 1501 Requested Budget: 189.279,32 Grant Rate: 75%

**TÜBİTAK 1501** Requested Budget: US Dollars Grant Rate: 75%

**KOSGEB** Requested Budget: 247.210,00

Requested Budget: 1.465.380,00 Grant Rate:%100

AB-CHIST-ERA Requested Budget: 145.000,00 Grant Rate: %100

Total Expected Income

**EU-HORIZON** 

2.257.772,32

**US Dollars** 



**Grant Rate: 75%** 

TÜBİTAK: Micro Mobility Impact Simulator: Economic, Environmental and Social Decision Support Tool for Sustainable Urban Planning
TÜBİTAK: Creating a Mixed Reality Based Remote Maintenance
System Software Framework for the Defense Industry Sector

**KOSGEB:** FRIT-II Employment Committed SME Support

Program

**Transportation** 

**RESPONDENT**: Enhancing Disaster Resilience Through Innovative

Technologies for First Responders During Forest Fires

**XR2Learn:** Adaptive Language Learning Through AI-Enhanced VR Absolute Zero Trust (AZT) architecture for a secure, robust, resilient

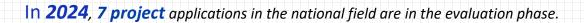
Collective Artificial Super Intelligence (CASI)

**CtiyVerse:** Co-creating human-centric solutions for zero-emission

urban mobility in digital twins ecosystems

EIT Urban Mobility: Smart Bike Park Box

Open Research Data







### **Number of Projects in the Application Process**

TÜBİTAK 1501

Requested Budget:189.990,00

Grant Rate: 75%

TÜBİTAK 1833

Requested Budget:1.849.568,00

Grant Rate: 70%

FRASMUS+

Requested Budget:300.000,00

Requested Budget:1.450.000,00

Grant Rate: 70%

HORIZON-CLS
Innovative di
management a
HORIZON-CLS
HORIZON-CLS
HORIZON-CLS
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HORIZON-CLS
HORIZON-CLS-

Total Expected Income

3.789.558,00

**US Dollars** 



Micro Mobility Impact Simulator: Economic, Environmental and Social Decision Support Tool for Sustainable Urban Planning

SAYEM Green Transformation Call

Centers of Vocational Excellence (CoVE)

**HORIZON-CL5-2024-D6-01-08:** Improved transport infrastructure performance – Innovative digital tools and solutions to monitör and improve the management and operation of transport infrastructure

**HORIZON-CL5-2024-D6-01-06:** Optimising multimodal network and traffic management, harnessind data from infrastructures, mobility of passengers and freight transport

**HORIZON-CL3-2024-BM-01-02:** Interoperability for border and maritime surveillance and situational awareness

HORIZON-CL3-2024-DRS-01-02: Open Topic



In **2024**, studies for **9 project** preparations in the international arena continue.



### **Domestic Projects**



### **Projects**

Metaverse Technologies 4 Projects Price: 12.370.000,00

**Health Information 2** Projects **Price:** 1.240.000,00

**Technologies** 

Facility Security Technologies 16 Projects Price: 3.439.000,00



### **Potential Projects**

Metaverse Technologies 14 Projects Price: 22.000.000,00

**Health Information 48** Projects **Price:** 18.369.000,00

**Technologies** 

Facility Security Technologies 4 Projects Price: 18.800.000,00

**Electromobility 7** Projects **Price:** 50.500.000,00

Cyber Security Technologies 39 Projects Price: 36.302.000,00

Total Expected Income

17.049.000,00

**US Dollars** 



Total Expected Income

145.971.000,00

**US Dollars** 





### **International Projects**

# **Potential Projects**

 USA
 3 Projects
 Price: 98.000.000,00

 African Countries
 6 Projects
 Price: 63.240.000,00

**European Countries** 5 Projects **Price:** 53.650.125,00

Asian Countries 9 Projects Price: 41.950.592,00

Turkic Republics 4 Projects Price: 9.000.000,00

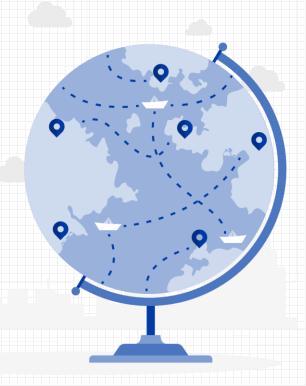
**1** Project **Price:** 2.800.000,00

**Qatar 2** Projects **Price:** 2.000.000,00

Total Expected Income

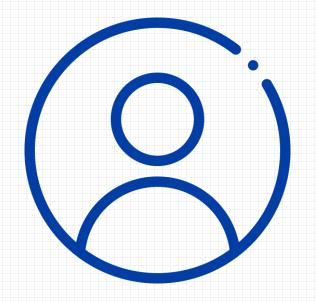
270.640.717,00

**US Dollars** 





### **Investor Relations, Communication**





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