

Company Profile

İnavitas Enerji A.Ş.





About inavitas

Company Profile

Founded in 2012, inavitas is a technology company that operates as the leading provider in the energy sector with its energy management and intelligence platform. inavitas helps its customers achieve maximum operational efficiency and cost savings while ensuring sustainable management of energy through **energy management software** integrated with IoT products.

inavitas plays an important role at every stage of the energy flow by providing tailor-made solutions in the **distribution, generation, and consumption of electricity**. It offers its products to 3 main groups: electricity distribution companies, renewable energy plants and enterprises.

With more than 20 years of experience of its founders in the energy sector, inavitas is one of the companies focusing on different areas of energy such as **energy storage, artificial intelligence, power quality, IoT devices and electric vehicle charging stations**. inavitas operates with the aim of creating an innovative added value for sustainable energy thanks to this collective expertise and experienced R&D team. The company has gained a high level of coverage and recognition in the energy sector through the experience and expertise of its board of directors and in-group companies.

Headquartered in Turkey, inavitas has won numerous awards in this field by being among the fastest growing technology companies with leading energy companies in Turkey, collaborations in different continents of the world and sales offices abroad.



**Energy Transformation on the Axis of
Sustainability and Digitalization**



Electricity Distribution Companies
Advanced Distribution Management
System



Renewable Power Plants
Asset Management



Businesses
Energy Management

Company Profile



Turkey Market Leadership

More than 10,000 enterprises, 2 GW renewable power plants, 21 electricity distribution companies in Turkey



Registered R&D Center

More than 25 R&D Projects including EU projects with R&D expertise



Technopark Company

METU Technopark office where technologies that ensure university-industry cooperation and increase the competitiveness of the company in the international market are developed



Global Expansion

85 employees in 3 different countries, growing sales channels in more than one continent, projects realized in 10 different countries



Collaborations with Leading Solution Partners

Collaborations with Turkey's leading service providers and global companies



Compliance with Quality Standards

Vision focused on information security, compliance with quality standards and maturity in processes

Awards and Achievements



Bilişim500 - 2022
**First Prize in Energy Software
Category**



Deloitte – Technology Fast 50
**Turkey's 50 Fastest Growing
Technology Companies**



CMMI
**Turkey's First CMMI Certification
in the Energy Sector**



Global Economics
**Most Innovative Energy
Management Solutions Provider**



Green Invitation - 2022 Startup Pavilion
Strongest Climate Impact Award



Turkishtime Ar-Ge 250
**One of Turkey's 250 Companies with
the Highest R&D Expenditures**

Why inavitas?



Strong Position in the Market

- Leading the industry of energy management software
- Turkish market leadership against multinational companies
- Named the fastest growing and most innovative energy management solutions provider by Deloitte and London-based business magazine Global Economics



Wide Coverage in the Industry

- Broad customer portfolio, including electricity distribution companies and power generation plants, as well as professional consumers such as retail and industrial production
- Flexible solution and sales model structure diversified according to the needs of different types of customers



Customer Satisfaction and Loyalty

- Customer portfolio including 21 electricity distribution companies, more than 2 GW of renewable power plants and more than 10,000 enterprises
- Solidified customer loyalty through customer satisfaction-oriented activities



Experienced Senior Management and Strong R&D Backbone

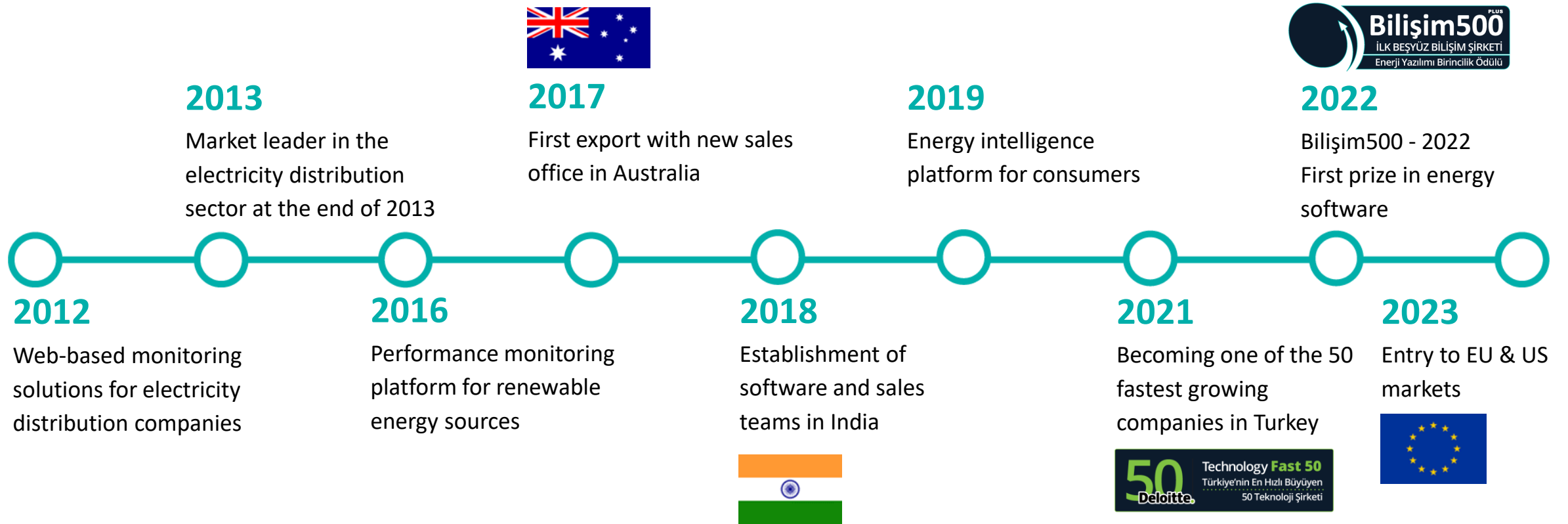
- Senior C-level executives with doctorate and master's degrees from well-known universities in Turkey
- Advanced technology and innovation-oriented product development capability
- More than 85 employees, including world-class software, electrical and computer engineers



Smart Energy Revolution

- An increasingly valuable field of activity with the emphasis on global sustainability
- Creating added value for decarbonization, cost savings and operational efficiency by leveraging the power of digitalization in energy

Company History



Management



Dr. Alper Terciyanlı

Chairman

After graduating from Middle East Technical University, Department of Electrical and Electronics Engineering, he completed his master's and doctorate degrees in the same field in 2004 and 2010, respectively.

In 2001, he started his career as a Senior R&D Engineer in the Power Electronics Group within TÜBİTAK and managed many projects in the fields of power quality and energy management. During his studies, he published more than 10 journal articles and 25 conference papers and one of his works was awarded a patent.

In 2011, he was among the founders of Endoks, a company operating in the field of power quality. In 2012, with the establishment of inavitas, he started to work as the CEO of inavitas and continued this duty until 2022. He played a role in the establishment of initiatives specialized in different fields in order to create innovative value for the energy sector. As of 2023, he continues to work as the co-founder and Chairman of the Board of Directors of Endoks, inavitas, Presify, Wattox and Partner EGS.

In 2020, he pioneered the establishment of the Energy Digitalization Association (EDİDER) and in 2023 the Energy Storage Systems Association (EDSİS), and today he continues to serve as Vice President of the related associations.

In the last decade of his career, his main areas of interest have been renewable energy and technologies designed to achieve a sustainable future. While emphasizing the need for reliable and innovative solutions for this purpose, he continues to work with the goal of a sustainable and green future.



Erman Terciyanlı

CEO

In 1999, he started his higher education career at Middle East Technical University, Department of Industrial Engineering and received his bachelor's degree in 2004 and master's degree in 2009 from the same department. In 2014, he had a break in his PhD program, which he started in 2009, and in 2022, he started his thesis studies again with the topic of Optimization of Virtual Power Plants.

Between 2006 and 2015, he worked as a Researcher and Project Manager at TÜBİTAK Energy Institute and managed many projects in areas such as electricity transmission, wind energy, solar energy, storage systems, energy supply security.

Since 2015, he has worked as a technical manager at Inavitas Enerji A.Ş. in product development studies for the energy sector. As of 2023, he continues to serve as CEO at Inavitas Enerji A.Ş. and is also the co-founder of Presify.

He has also been actively involved in international collaborations in the energy sector and served as a member of the Executive Committee of the European Wind Research Association between 2011-2014 and as a member of the ERA-Net Smart Grid Plus Working Group between 2015-2018.

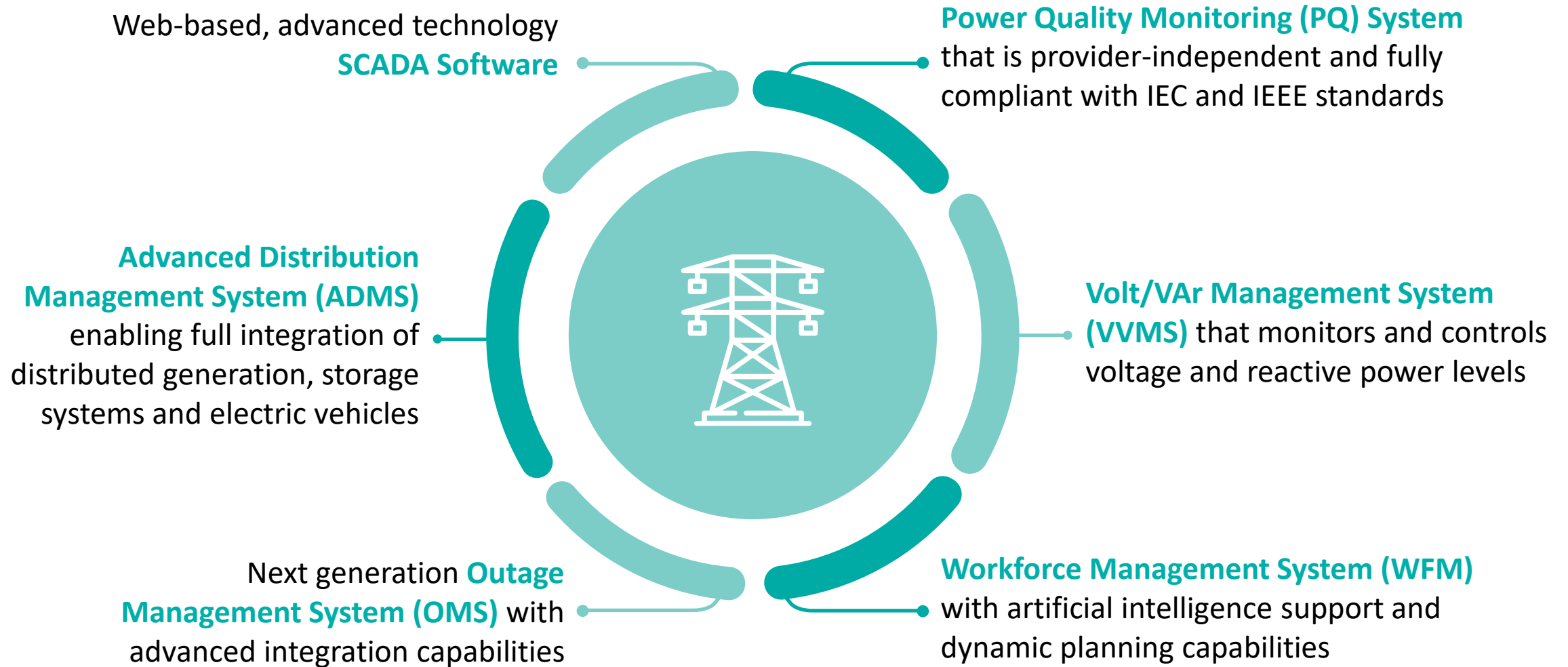
His main areas of interest are grid integration of renewable energy systems and digitalization of distribution grids. In this field, he is working on the development of monitoring and management systems, optimization models to operate these systems at the most efficient points, integration of energy storage units with renewable energy and virtual power plants. He is also an author or co-author of many studies in scientific journals and conferences.



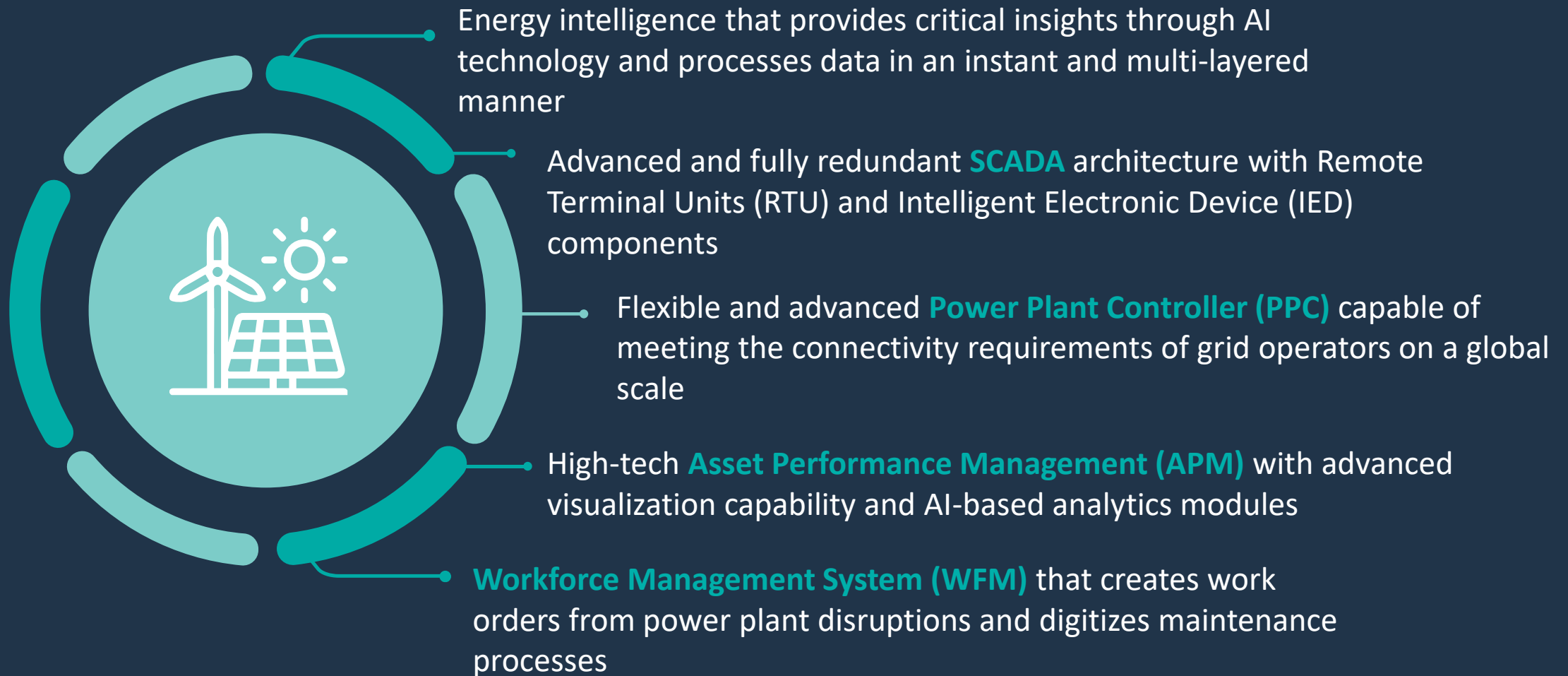
Products and Solutions

A hand in a dark suit sleeve is shown interacting with a futuristic, semi-transparent digital interface. The interface is overlaid on a blurred background of what appears to be a modern office or control room. The interface contains various data visualizations: a world map, a pie chart, a line graph with multiple data series, a bar chart, and a grid of small square icons. Text labels like 'PARTNER', 'OFFICE', 'SERVICE', 'EXCELLENCE', 'INDUSTRIAL', and 'CUSTOMER' are visible within the interface elements. The overall color scheme is a monochromatic teal or cyan.

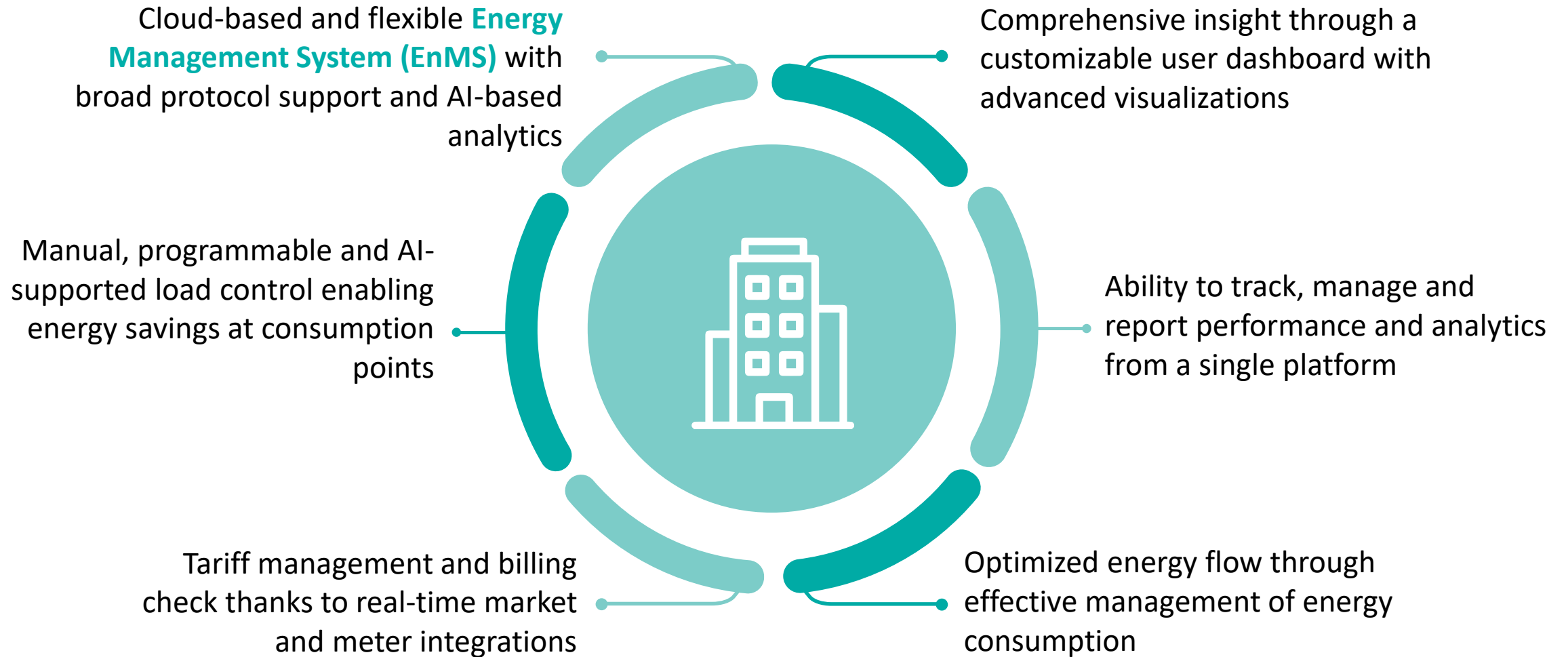
Electricity Distribution Companies



Renewable Power Plants



Businesses



IoT Devices

inavitas uses IoT devices to work with the energy intelligence platform developed to enable monitoring, controlling and managing the energy of electricity distribution companies, renewable energy sources and businesses.

The smart devices process relevant energy data and transform the energy data into energy intelligence used in the platform.

Innovative Technology

- Wide protocol support
- Embedded communication - 3G/4G, Ethernet, Wifi and BLE
- Enhanced communication and data storage
- Modular and flexible design
- User-friendly programming interfaces

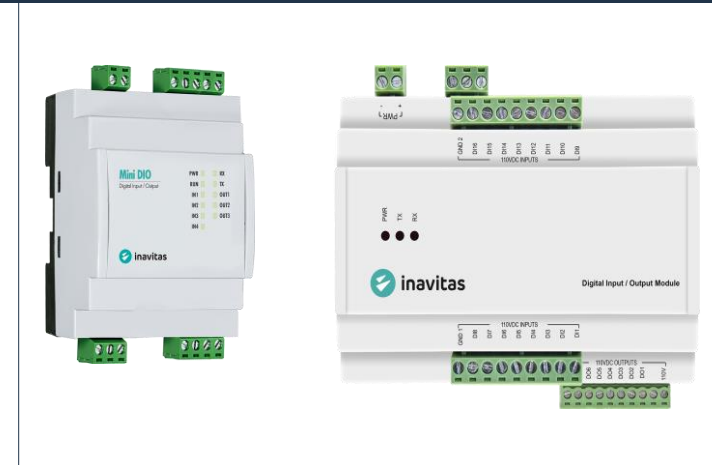
Main Control and Measurement Devices



Sensors and Control Devices



Digital I/O Modules



Opportunities in the Energy Sector

Energy Storage Technologies

- Increasing interest in monitoring and management systems with the widespread use of energy storage
- Storage systems require advanced systems for grid integration and electricity market operations
- Increasing demand for advanced and new technology plant management systems in GW-sized storage power plants

Renewable Energy

- Increasing interest in renewable energy at all scales from kW to GW
- New grid connection conditions for the grid integration of renewable power plants in many countries and therefore power plant management systems have become a necessity
- Increasing need for digitalization in distribution networks with the development in renewable energy
- The evolution of the need for digital technologies from just energy efficiency to energy management for producing consumers

Electric Vehicles

- With the penetration of electric vehicles, there is an increasing need for new technologies in electricity distribution networks to manage these systems
- Increasing need for energy management systems (EMS) in systems where charging stations and storage technologies are integrated
- Solving the micro-scale problems caused by the rapid increase in the number of electric vehicles with smart charging technologies and advanced management systems

The background image is a teal-tinted photograph of a person in a business suit. The person's hand is visible, holding a pen and pointing it towards a circular target graphic. Overlaid on this image are various financial and data-related graphics: a bar chart, a line graph with an upward arrow, a circular target with concentric rings, and a globe with a network of dots. The overall theme is business, finance, and data analysis.

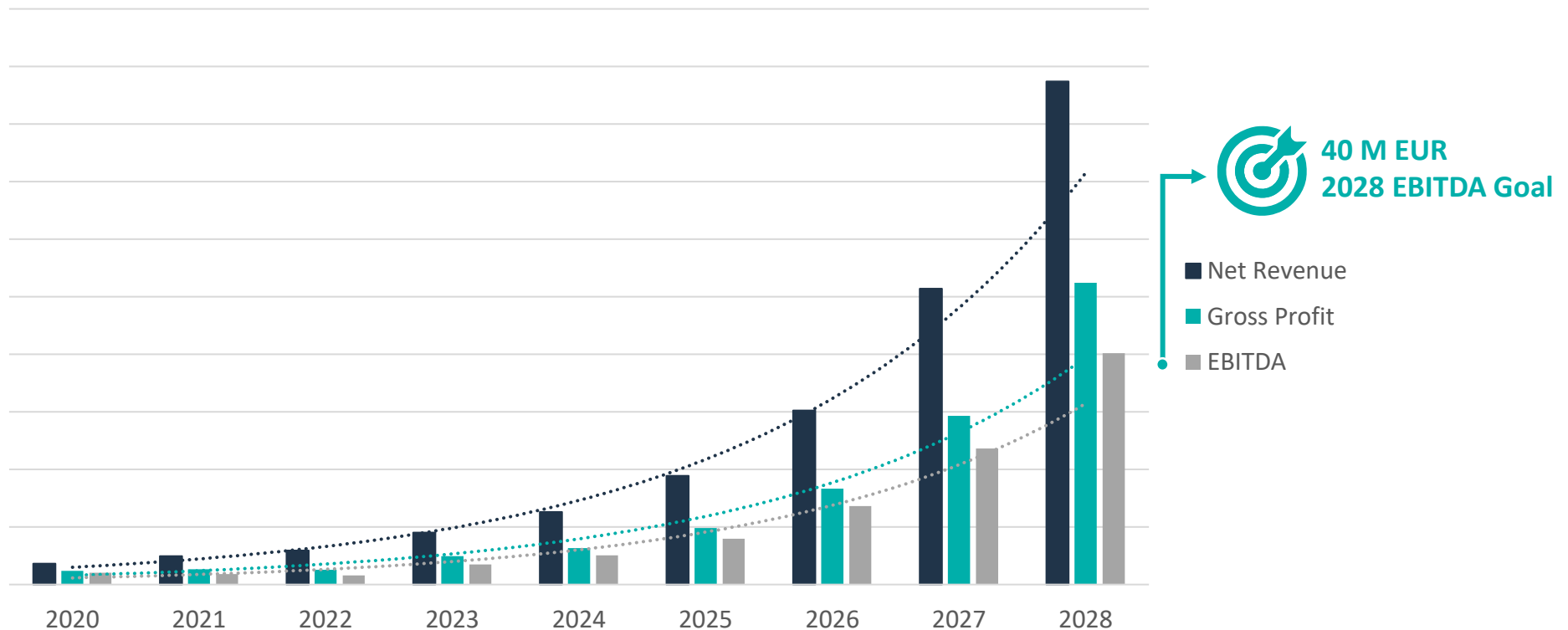
Financial Performance, Goals and Forecasts

Financial Performance, Goals and Forecasts

inavitas has maintained its successful growth rates, which have accelerated in recent years, steadily until the end of 2023. The company has continued its operations in the past period in a debt-free financial structure, with the high EBITDA ratios expected in the technology sector and a net cash position.

With the emphasis on digitalization and sustainability in the energy sector, the market is becoming increasingly conducive to new innovation and project development activities. The achievements of the past years are expected to increase steadily from 2024 onwards.

Financial Performance and Forecast



Financial Performance, Goals and Forecasts

Expectations for 2024



Software exports in at least **10 new countries**



Intensification of European sales activities through the new sales channel positioned in the EU



New solution partnership agreements with renewable energy sector companies **in Europe and the Balkans**



At least 10 new energy management system (EMS) project agreements that include energy storage

Financial Performance, Goals and Forecasts

R&D and Innovation Plans



Advancing AI innovations to strengthen user experiences in existing software products



Becoming one of the few companies providing GW-scale services in SCADA, cyber security and Power Plant Controller (PPC)



Becoming one of the global technology leaders in the field of Energy Management System (EMS) by accelerating project activities involving energy storage

Financial Performance, Goals and Forecasts

Expectations for 2028



By 2028, **more than 800% growth in turnover and 1000% growth in EBITDA** in foreign currency terms compared to 2023



Software exports in 40 countries



To become one of the leaders in the European and North American markets in the electricity distribution and renewable energy sectors



Thank you!

TÜRKİYE

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