



PTTEM Corporate Intro & Wildberries Partnership Opportunities

Walmart

Gmarket

TURKISHSOUQ

OZON

ComAve
Your Professional Assistant

HKTVMall

wish

Etsy

OTTO

amazon

allegro

Tmall
理想生活 上天赐

抖音

JUMIA

JOOM

EMAG

Pinduoduo

JD.COM

PTTEM Corporate Intro

PTTEM: Venture of Turkish Post Operating in Local & Cross Border E-Commerce & Technology & Fulfillment/Logistics



TVF - Wealth Fund of Turkey
\$393 Billion AUM

Largest Investor in Tech & Infra



PTT – National Post of Türkiye

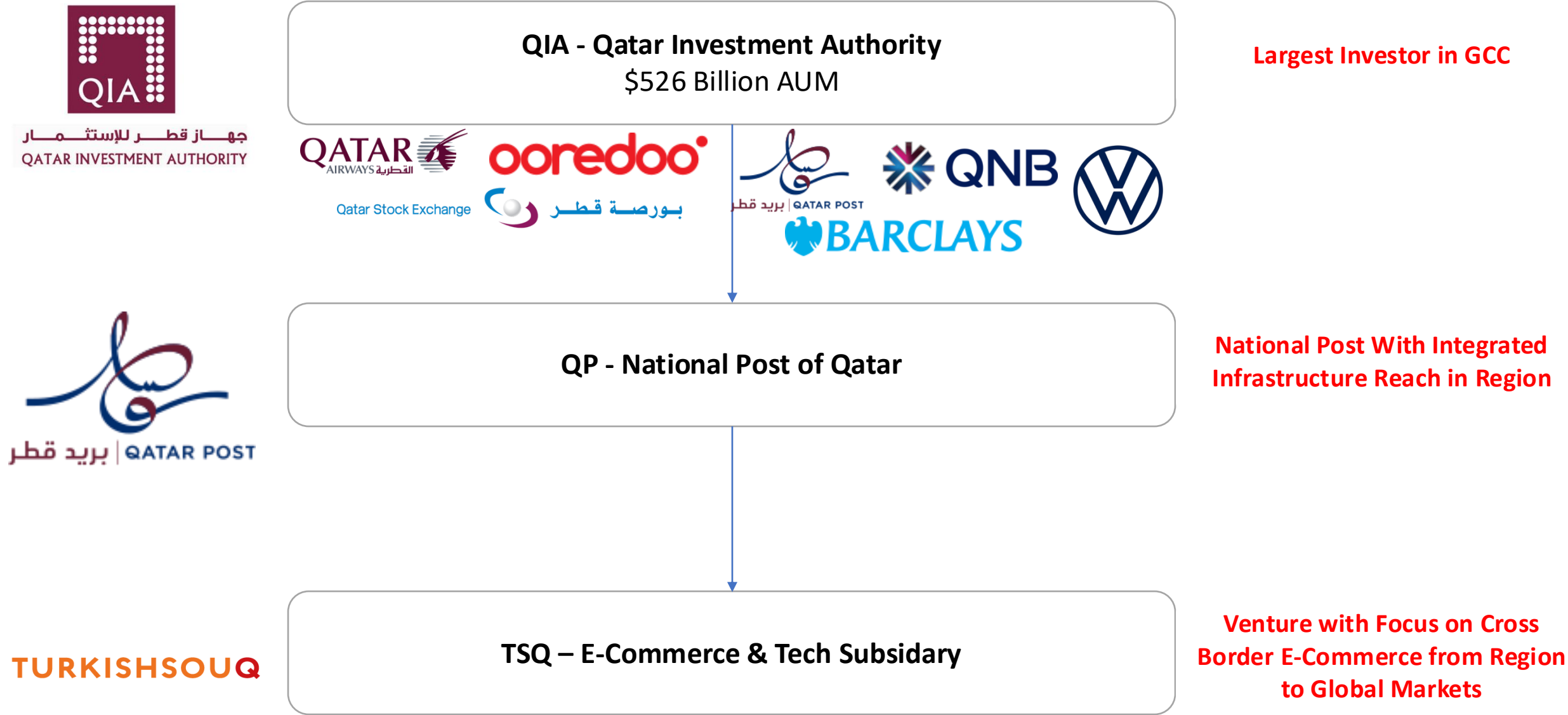
National Post With Largest Logistics & Delivery Infrastructure in Region



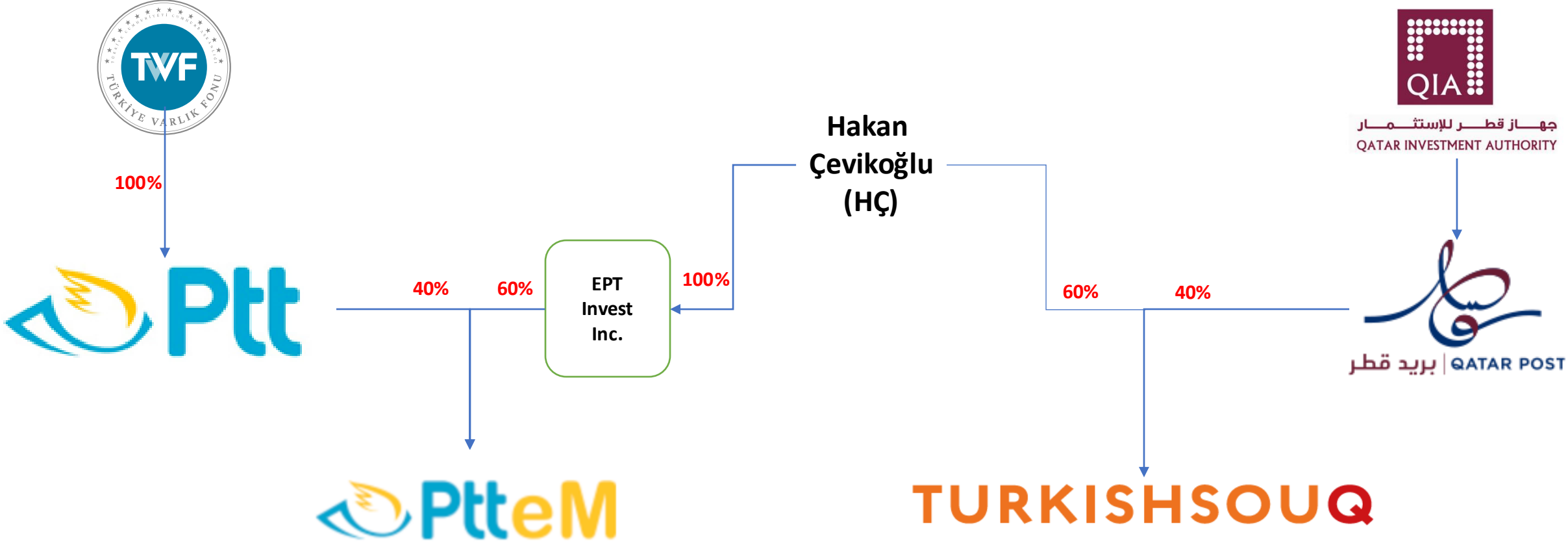
PTTEM – E-Commerce & Tech Subsidiary

Largest Gov. Venture with Focus on E-Commerce, Tech and Fulfillment + Partner for National Posts E-Commerce Ventures

TurkishSouq: Venture of Qatar Post Operating in Cross Border E-Commerce



Shareholding Structure of PTTEM and TSQ – Both Legal Incorporation (A.Ş.) under Turkish Commercial Code



Current Status of IPO

Following the IPO of PTTEM - which is already in process and prospectus released, PTT will hold 40% and HÇ will hold 39% of shares and 21% will be public in Borsa Istanbul Stock Exchange

PTTEM Leveraging Massive Logistics Infrastructure of PTT for domestics and cross border eCommerce Growth



Postal

Cargo

Banking

Logistics

E-Commerce

Digital



81

Regional Offices &

400

Logistics Operation Centers



3.755

branches
(inc. 40 Mobile)



2.954

PTTMatik ATMs



39.204

Employees



6

Venture
Companies
(inc. PTTEM)



12.221

Vehicles
(inc. 699 Electric
Scooters)



40

Mobile Service
Stations



405

Lockers

+500 Million Logistics Deliveries / Year

+400 Million Banking Transactions / Year

What We Do: Local and Global e-Commerce, Fulfillment and Technology Focus for Growth

Business Lines of PTTEM

E-Commerce & Technology

Domestic E-Commerce Marketplace

Cross Border e-Commerce Marketplace

E-Commerce Logistics & Fulfillment

Domestic E-Commerce Fulfillment

Cross Border e-Commerce Fulfillment (inc. IOSS)

Mobility, Loyalty & Technology Solutions

Mobility Payment & Collection Solutions

Loyalty Platform & Cards

Call Center as a Service Solutions



PTTEM in Numbers

PTTEM Core KPIs		
Seller Reach	# of Sellers	50,000 +
	# of Products	40,000,000 +
Audience Reach	# of Annual Visits	300,000,000 +
	# of App Downloads	22,000,000 +
	# of Subscribers	18,000,000 +
	# of Loyalty Members	220,000 +
Conversion	# of Transactions / Year (2024E)	30,000,000 +
Engagement	# of Deliveries / Year (2024E)	15,000,000 +
Cross Border	# of Cross Border Countries	100 +

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Ürün, kategori, marka ara

Günün Fırsatı

HER GÜN YENİLENEN ÜRÜNLER

en iyi fiyatlarla

Elektronik

Giyim & Aksesuar

Takı & Gözlük & Saat

Kozmetik & Kişisel Bakım

Anne & Beb & Oyuncak

Kampanyalar

Kaçırılmayacak Fırsatlar

E

Güzellik ve Bakım Dünyasını Keşfet

YETKİLİ SATICI

HAFTANIN MARKALARI

18-24 EKİM

L'ORÉAL PARIS

Hizmetlerimizi Keşfet

Ana Sayfa

Kategoriler

Sepetim

Favorilerim

Kampanyalar

End-to-End Global Operations & Services Integrated Platform for Domestic & Cross Border e-Commerce Marketplace

Brands, SMEs
Manufacturers,
Cooperatives,
Sellers



Domestic Marketplace
Fully integrated to Cross
Border e-Commerce



Sell Cross Border
(Verified Product Pool)



Ship Cross Border



Collect Cross Border



Sell in Global / Regional Marketplaces



Ship via National Posts / Express Carriers / Logistics Partners



Collect Global Payments Locally



Audited Financials of PTTEM in pipeline to IPO in Borsa Istanbul Stock Exchange in 2025H2

	Audited	Audited	Audited	Estimated	Planned	Planned	Planned	Planned
(TL)	2022A	2023A	2024A	2025P	2026P	2027P	2028P	2029P
Gross Transaction Volume	3.986.519.979	8.518.083.176	13.472.139.558	22.024.433.704	38.077.408.296	53.709.837.141	62.597.412.346	70.998.623.099
Gross Revenues	2.678.821.163	4.160.639.394	2.878.008.408	3.819.494.996	8.066.805.359	13.347.326.491	17.597.186.006	21.748.592.074
E-Commerce Platforms Revenues	2.115.938.444	3.368.608.163	1.963.325.794	2.138.331.903	5.108.605.810	8.999.280.541	12.467.667.712	16.060.606.028
E-Commerce Logistics Services Revenues	336.122.366	374.227.116	457.230.981	1.113.666.031	2.219.682.481	3.386.295.630	4.021.132.318	4.443.616.670
Loyalty, FinTEch and Technology Services Revenues	215.243.786	376.907.762	434.117.511	552.620.470	723.361.231	941.683.151	1.088.057.472	1.225.696.875
Other Revenues	11.516.567	40.896.353	23.334.122	14.876.592	15.155.837	20.067.169	20.328.504	18.672.500
Sales Discounts	-27.536.796	-59.819.939	-11.914.585	-47.723.482	-80.029.318	-129.303.634	-167.910.579	-205.835.000
Net Revenues	2.651.284.367	4.100.819.455	2.866.093.823	3.771.771.515	7.986.776.041	13.218.022.858	17.429.275.428	21.542.757.073
Cost of Goods & Services	-2.354.080.666	-3.504.504.433	-1.962.056.991	-2.015.154.302	-4.472.987.313	-7.771.640.831	-10.386.832.684	-12.987.632.585
Gross Profit / Loss	297.203.701	596.315.022	904.036.832	1.756.617.213	3.513.788.728	5.446.382.026	7.042.442.743	8.555.124.488
Marketing , Sales & Distribution Expenses	-196.299.179	-325.029.742	-407.316.235	-559.182.637	-1.008.803.162	-1.351.950.071	-1.651.846.252	-1.894.960.121
General & Administrative Expenses	-101.203.169	-164.386.259	-187.359.989	-434.285.157	-678.620.192	-1.023.805.102	-1.384.300.119	-1.756.326.561
Other Revenues from Operating Activities	189.595.746	407.858.969	451.599.415	344.989.616	546.465.714	904.181.516	1.192.077.705	1.473.304.408
Other Expenses from Operating Activities	-23.547.358	-17.058.903	-29.590.174	-42.846.921	-67.869.792	-112.297.276	-148.053.324	-182.981.038
Operating Profit / Loss	165.749.741	497.699.087	731.369.849	1.065.292.114	2.304.961.297	3.862.511.093	5.050.320.753	6.194.161.177
Revenues from Investment Activities	2.811.389	46.387.209	53.722.058	41.039.805	65.007.309	107.561.016	141.809.014	175.263.612
Operating Profit / Loss Before Financing Expenses	168.561.130	544.086.296	785.091.907	1.106.331.919	2.369.968.606	3.970.072.109	5.192.129.766	6.369.424.789
Financing Expenses	-98.627.535	-161.608.501	-270.324.999	-239.346.932	-395.966.321	-561.921.221	-656.826.090	-745.011.446
Monetary Gain / Loss	-14.737.519	15.692.454	-157.342.350	-35.764.657	-59.167.667	-83.965.646	-98.146.902	-111.324.088
Operating Profit Before Tax	55.196.076	398.170.249	357.424.558	831.220.330	1.914.834.618	3.324.185.242	4.437.156.775	5.513.089.256
Taxes	-18.051.695	-56.398.766	-156.679.151	-228.214.308	-493.784.888	-827.454.071	-1.081.914.942	-1.326.956.417
Net Operating Profit for the Period	37.144.381	341.771.483	200.745.407	603.006.022	1.421.049.730	2.496.731.171	3.355.241.833	4.186.132.839
EBITDA	200.964.535	532.070.214	767.592.924	1.111.581.115	2.374.096.008	3.978.273.785	5.241.656.077	6.479.602.417

since our IPO Prospectus in open to public now, we are able to share the audited financials w/o NDA – 2022, 2023 and 2024 Financials are actual audited financials

PTTEM in Multi-Dimentional Partnerships with Brands from Postal to E-Commerce to Logistics to Corporate Services

Cross Border E-Commerce (Direct)



Cross Border Delivery & Fulfillment (Direct)



Corporate Partnerships



FinTech Partnerships



Strategic Partnerships



Domestic Markplace of PTTEM – Millions of Products, Thousands of Sellers, Millions of Transaction / Month

PttAVM.com

Ürün, kategori, marka ara

Hizmetlerimizi Keşfet

Sipariş Takip Mağaza Aç Tarım Kredi TMO

Anne Bebek Ürünlerinde SÜPER FIRSATLAR

En Çok Satanlar

Enjoy Tavuklu 15 kg Yetişkin Kedi Maması 735,00 TL

TMO Kavrulmuş İç Fındık 500 gr 1 ADET 209,00 TL

TMO Kavrı Fındık 50C 829,00 TL

Ana Sayfa Kategoriler Sepetim Favorilerim Kampanyalar

Sipariş Takip Kampanyalar Günün Fırsatları Mağaza Aç Tarım Kredi Toprak Mahsulleri Ofisi MEB Pasajı HGS Yükle Araç Kim Sorgula Hasar Sorgula

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Kategoriler

Elektronik Moda Kozmetik & Sağlık Anne & Bebek Ev & Yaşam Hobi Dünyası Spor & Outdoor Süpermarket Otomobil & Motosiklet Pet Shop

Güne Özel Kaçırılmayacak Fırsatlar Kampanyalar Keşfet

SÜRPRİZ ÇEKİLİŞ

Günün Fırsatlarını İncele

Senin İçin Seçtik

Barbora Günlük Salaş Büzgü Detaylı Yazık Uzun Kadın Elbise b1360fuya5

Barbora Keten Günlük Yazık Tam Boy Tesettür Kadın Elbise LN391haki2

Yıkama Deri Küçük Boy Kadın Omuz Çantası 21-K Barcelona 1860

CEYO 06 HAKIKİ DERİ YAZLIK KADIN SANDALET AYAKKABI SİYAH

adidas neo Strutter Running Sneakers FZ0660

Canlı Destek

PttAVM.com

Ürün, kategori, marka ara

HGS YÜKLE

Günün Fırsatı

Her Gün Yenilenen Ürünler En İyi Fiyatlar

Elektronik Giyim & Aksesuar Takı & Gözlük & Saat Kozmetik & Kişisel Bakım Anne & Bebek & Oyuncak

Güne Özel Kaçırılmayacak Fırsatlar Kam

Babalar günü HEDİYELERİ

Hizmetlerimizi Keşfet

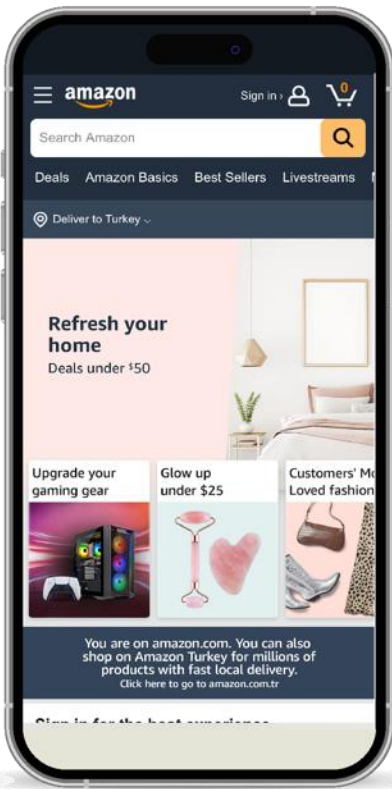
Ana Sayfa Kategoriler Sepetim Favorilerim Kampanyalar

Integrated to Sell & Operate Globally in Over 200 Countries – Global Sales, Global Payment, Global Delivery

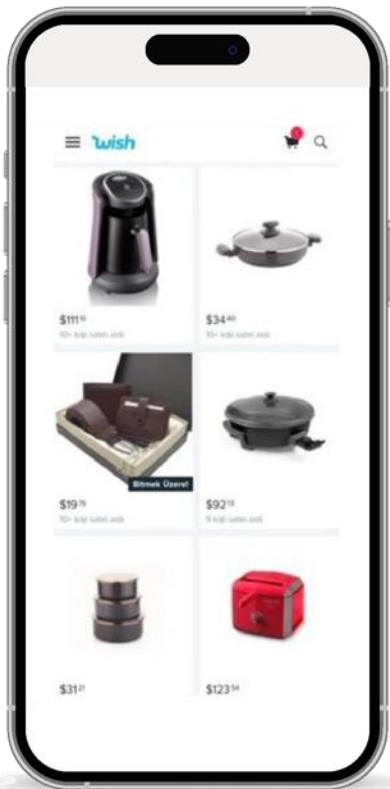
Helping Local Sellers to Reach Global Audience Via Multiple Channels – Over 200 Countries



TurkishSouq



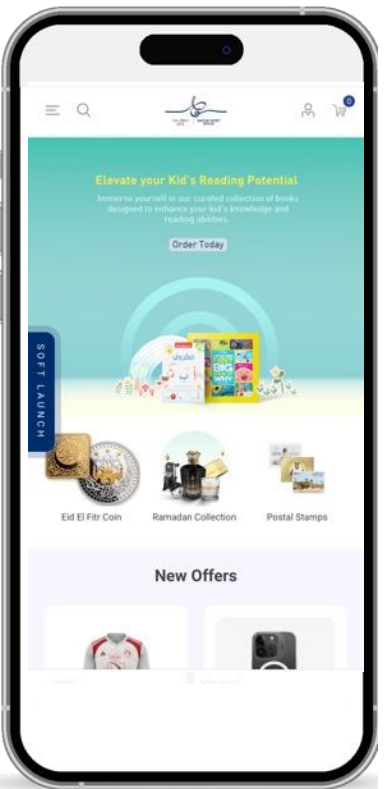
Amazon



Wish



JD



Postal Partner



Drop Partner

Ready2Sale:

Cross Border E-Commerce Enabler with Technology, Product Pool and Marketplaces Integration (Amazon, Wish, JD + 13 More)

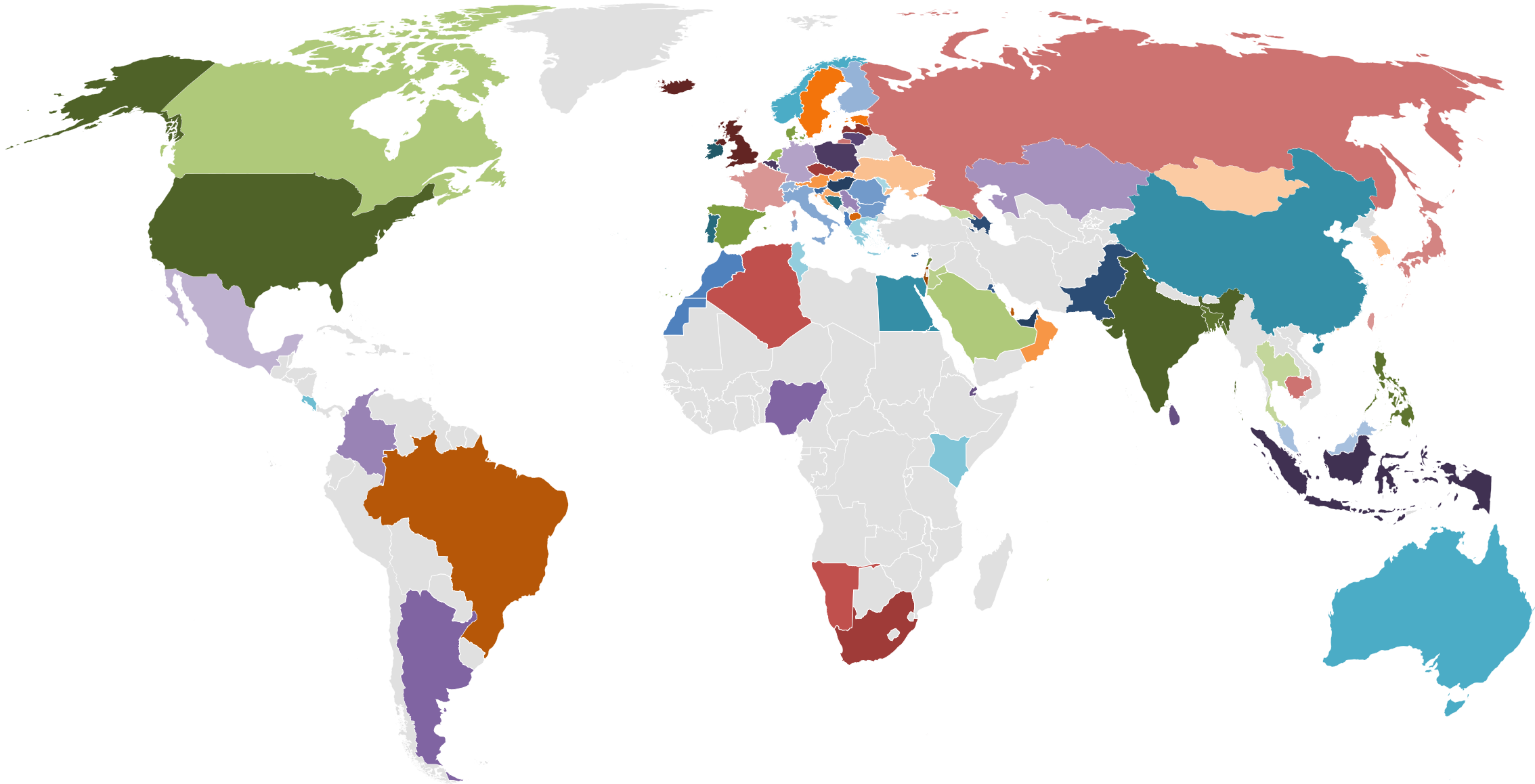
Our Fulfillment Centers for Cross Border e-Commerce: Istanbul Hadımköy and Istanbul Airport



End to End Solution for Cross Border E-Commerce From Acceptance to Customs Clearing to Air Cargo Delivery



We Are Actively Delivering to Over 100 Countries the Orders from Our Cross Border Stores



Wildberries Partnership Opportunism (TO BE DISCUSSED)

Wildberries & PTTEM Partnership Opportunities (TO BE DISCUSSED TOGETHER)



Domestic eCommerce Market

Cross Border eCommerce Market

Joint Venture
(with focus on Domestic eCommerce)

Partnership
(with focus on Domestic eCommerce & Domestic / Cross Border Logistics)

SPV
(with focus on eCom & Logistics a “Growth Fund” for example – domestic and / or regional)

staged approach



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