



# 1Q 2025 Results Presentation

MAY 2025



# Disclaimer

Capital Markets Board Bulletin No. 2023/81 dated December 28, 2023, announced that issuers and capital market institutions are required to prepare their annual financial statements for the fiscal periods ending on or after December 31, 2023, in accordance with the provisions of IAS 29 inflation accounting.

Accordingly, this presentation regarding the 2025 first quarter interim term not-audited financial results contain the Company's financial information prepared according to Turkish Accounting/Financial Reporting Standards by application of IAS29 inflation accounting provisions.

This presentation includes content prepared within the framework of Kron Technologies' internal management reporting practices and is presented for the purpose of providing investors with a more comprehensive understanding of the Company's operations and financial performance.

The information and opinions contained in this document have been prepared for the purpose of providing a consistent and comparable evaluation of our financial performance, under the responsibility of our Company's Board of Directors and managers responsible for financial reporting.

This presentation may contain forward-looking statements reflecting the current views, expectations, assumptions, and forecasts of the Company's management regarding certain future events, using words such as "may," "will," "expect," "believe," "plan," and "anticipate." While the Company believes that the expectations reflected in these forward-looking statements are reasonable under current circumstances, actual results may differ depending on developments and events affecting the variables and assumptions underlying future expectations and estimated figures.

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## Kron at a Glance

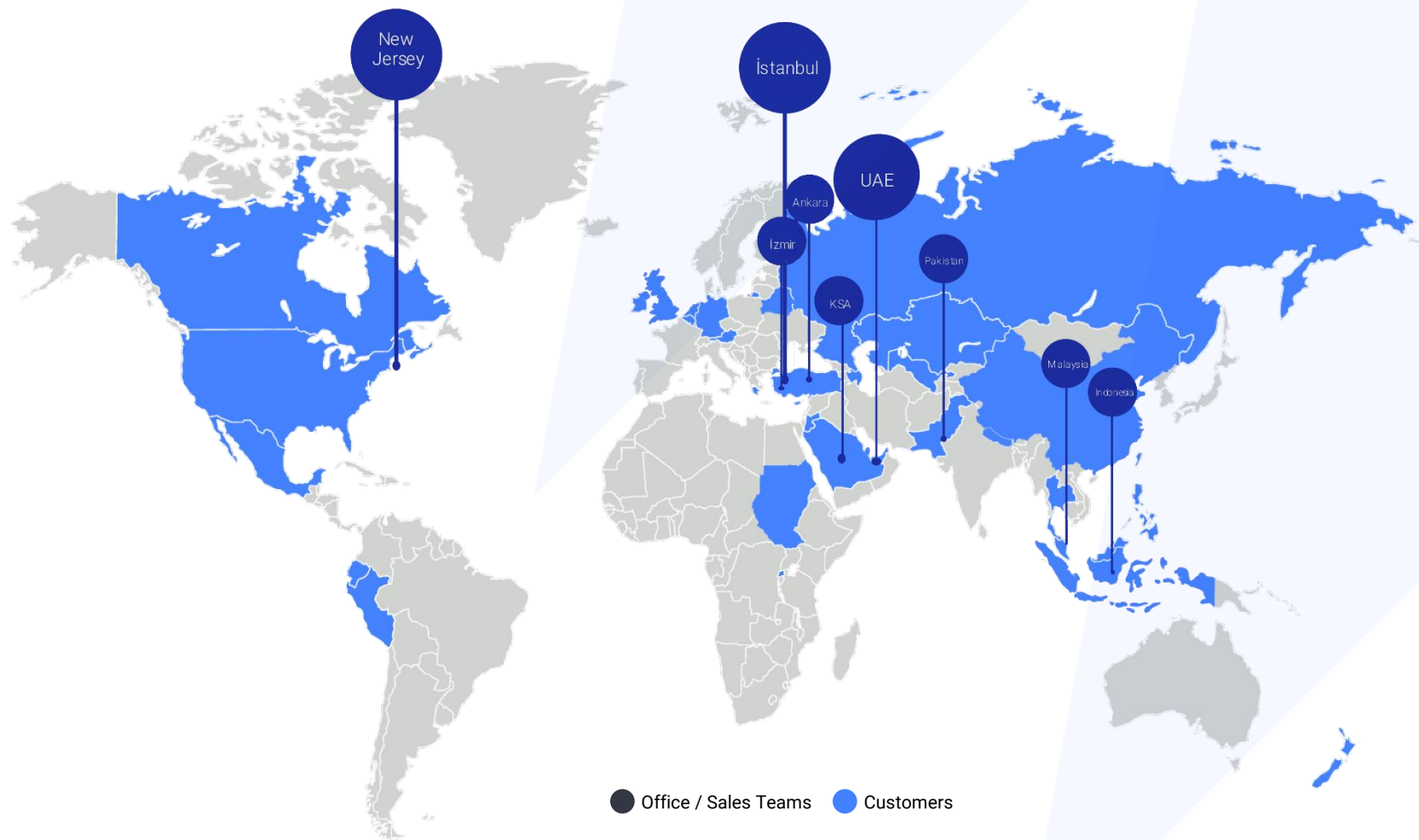
**Leading Provider** of cybersecurity solutions for Identity and Access Management and Data Security with **18 years** of experience

**300+** customers globally in **32 countries**, across **6 continents**

**162** employees globally, in **8 countries**

Continuous **R&D Investment** with expert staff in **3 R&D centers** in Türkiye

## Leading Identity & Data Security Vendor





## Industry Recognitions

Kron Technologies, **a leading software company** specializing in cybersecurity, distinguishes itself in the global arena **with its high-quality and innovative solutions**. The company has garnered numerous achievements and awards, underscoring its technological excellence and customer-centric ethos.



**Kron Technologies** was **highlighted in two distinct categories** in **KuppingerCole's Leadership Compass** reports in 2024. Kron PAM was listed in the Leadership Compass for Privileged Access Management, highlighting its strength in securing privileged accounts, while **Kron DAM&DDM was recognized in the Leadership Compass for Data Security Platforms**, showcasing its growing impact in data security. These recognitions further establish Kron's position as a leader in both privileged access management and data security solutions.



**Kron Technologies** has been recognized **multiple times by Gartner**, solidifying its position in the cybersecurity domain. **Kron PAM** was selected into **Gartner's Magic Quadrant for Privileged Access Management (PAM)** in 2020 and 2021, making Kron the only Turkish company to be included in the Magic Quadrants for cybersecurity. **In 2024, Kron's DAM&DDM** product was featured in **Gartner's Market Guide for Data Masking and Synthetic Data**, marking the second Kron product to be acknowledged by Gartner outside of PAM.



Kron Technologies was recognized as a leading Privileged Access Management (PAM) provider in the **"Omdia Universe: Selecting a Privileged Access Management Solution"** report published in 2021- 22. The company stood out in key areas such as customer experience, solution capabilities, and market impact, further reinforcing its reputation as a trusted global Cybersecurity provider.



Kron PAM has been included in Forrester Research's most recent report, **The Privileged Identity Management Solutions Landscape**, Q2 2025. Kron Technologies has distinguished itself as the first and only national cybersecurity technology provider to be featured alongside leading global vendors in this prestigious assessment.

PAM

4.7 ★★★★★  
Highest Rated on  
Gartner  
Peer Insights™

**Privileged Access Management**

- ✓ Protect your data and critical infrastructure with Kron PAM by managing privileged users and sessions.
- ✓ Password Management
- ✓ Session Management with Zero-trust Principles
- ✓ Regulation and Audit Compliance

## 1Q 2025 Highlights

### Our Strategy to Increase Recurring Revenue is Delivering Growth



#### Growth in Total Sales

2025 1Q invoiced sales grew by

**33%** Y-o-Y and reached **\$3.6m**

Recurring revenue share is 72.3%



#### Significant Rise in **Annual Recurring Revenue (ARR)**

**82%** Y-o-Y increase,  
exceeding **\$6m**



#### Accelerated Expansion in **Subscription Revenue**

**275%** increase, driven by our  
disciplined shift to **subscription**  
licensing in key markets



#### Expanding our **Customer Base**

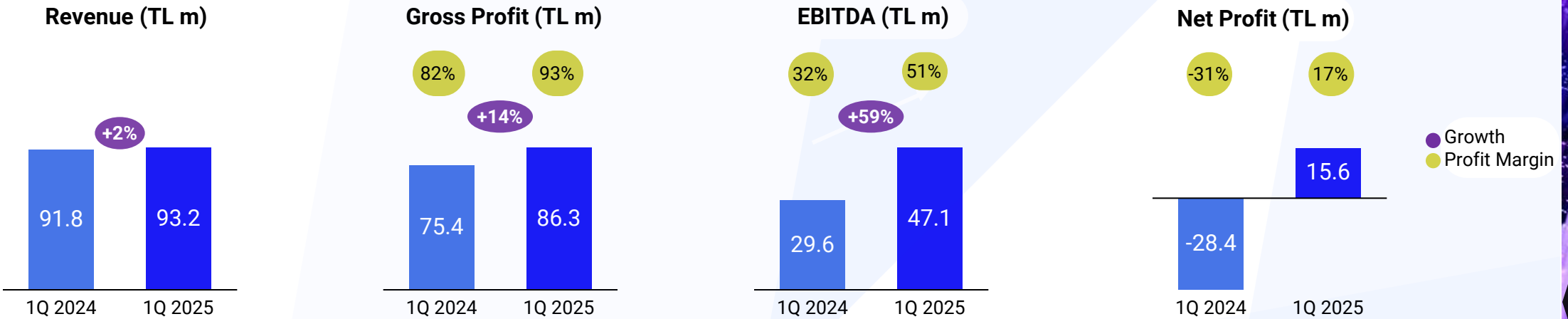
**10** new clients  
onboarded in 1Q 2025



#### **Strong 1Q Financial Results**

EBITDA increased Y-o-Y by **%59**  
reaching **TRY 47,1m**

# 1Q 2025 IFRS Consolidated Results

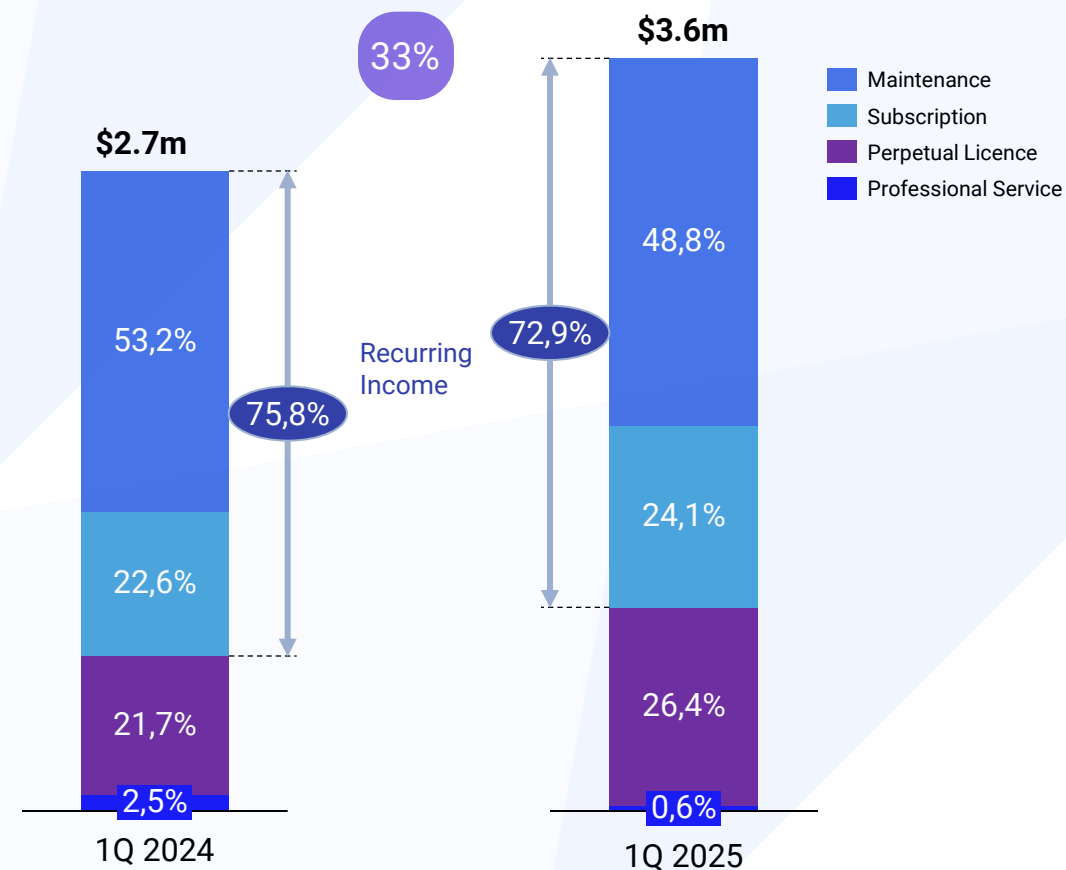


## Strong start to 2025 with favorable 1Q Consolidated Results

- Consolidated revenues in 1Q amounted to TRY93.2m post-IAS29, reflecting a 2% Y-o-Y increase.
- Gross Profit up by 14% with a Gross Margin of 93%.
- EBITDA grew by 59% in comparison to same period last year reaching TRY47.1m and EBITDA margin increased to 51%
- As a result of higher Gross Profit, strong cost management while making necessary growth investments, and lower adverse impact from monetary losses due to slowing inflation, 1Q recorded a Net Profit of TRY15.6m.
- In 2025, increased investments in new product development led to a greater portion of R&D expenses being capitalized. Consequently, intangible fixed assets rose, while operating R&D expenses declined compared to the previous year.

## 1Q 2025 Invoiced Revenues\*

- Invoiced revenues grew by 33% Y-o-Y, reaching USD3.6m in 1Q 2025
- Recurring revenue sales represented 73% of the total figure. Maintenance sales in 1Q are higher due to a seasonality effect where large accounts maintenance & support is invoiced in the 1Q for the full year. This seasonality effect gets normalized within the year.
- Whilst TelCo continues to be our leading sector, we have seen a material acceleration in Financial Institutions sales in 1Q 2025.



(\*) Invoiced revenues are revenues that have been invoiced within the relevant reporting period but are recognized in the income statement in the same reporting period or in subsequent reporting periods, according to IFRS rules. Figures do not include the effect of IAS 29.

# Balance Sheet and Liquidity Position

## Net Cash Position (TL m)

Net Cash Position	31 Dec 2024	31 Mar 2025
Cash and Cash Equivalents	89.8	47.5
Bank Debt	(52.7)	(65.2)
<b>Net</b>	<b>37.1</b>	<b>(17.7)</b>

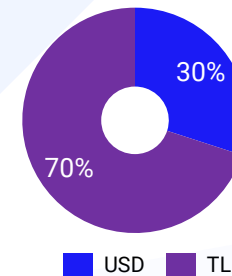
31 Mar 2025  
Receivables  
**TL 242 m**

USD Average  
Weighted Interest  
Rate of  
**8%**

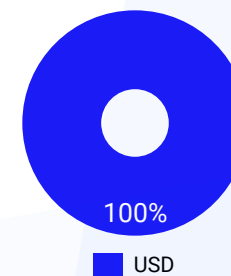
## Currency Exposure

### Debt and cash currency breakdown

Cash and Cash Equivalents

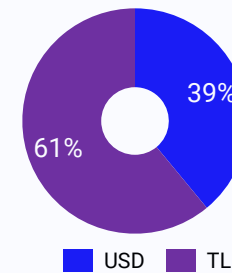


Bank Debt

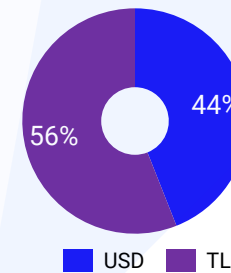


### Revenue and cost breakdown by currency

Revenue



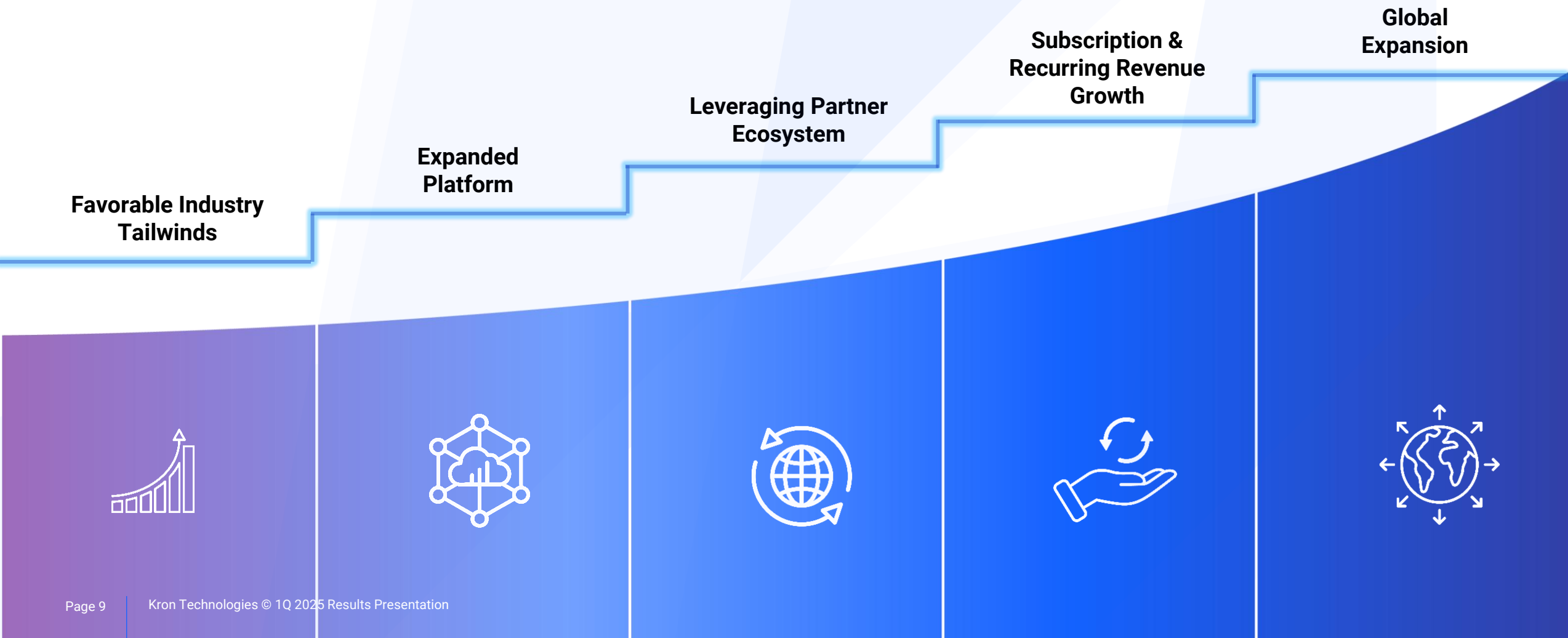
Cost



All figures include IAS29 impact



## Key Long Term Growth Drivers



## 2025 Guidance



### Revenue Growth

(in TL with IAS 29 adjustments)

**7-10%**



### EBITDA Margin

(in TL with IAS 29 adjustments)

**20-25%**



### ARR Growth

(in USD)

**60-65%**

# Appendix





# 1Q 2025 Unaudited Financial Statements



## Balance Sheet

TL*	31 December 2024	31 March 2025	Change %
Cash, Cash Equivalents and Financial Investments	94,912,712	52,521,855	-45%
Trade Receivables	178,384,446	242,011,941	36%
Inventory	1,902,598	4,262,716	124%
Tangible Assets	11,829,542	11,541,169	-2%
Intangible Assets	406,137,887	452,286,302	11%
Deferred Tax Assets	3,870,357	1,011,502	-74%
<b>Total Assets</b>	<b>785,095,796</b>	<b>839,125,290</b>	<b>7%</b>
Short-Term Financial Liabilities	259,185,289	308,911,863	19%
Trade Payables	12,742,416	14,568,016	14%
<b>Total Liabilities</b>	<b>365,647,019</b>	<b>408,873,686</b>	<b>12%</b>
<b>Equity</b>	<b>419,448,777</b>	<b>430,251,604</b>	<b>3%</b>
<b>Total Equity + Liabilities</b>	<b>785,095,796</b>	<b>839,125,290</b>	<b>7%</b>

\*All figures include IAS29 impact





# 1Q 2025 Unaudited Financial Statements

## Income Statement





TL*	1Q 2024	1Q 2025	Change %
Net Sales	91,772,539	93,169,163	2%
Cost of Sales	(16,376,303)	(6,911,101)	-58%
<b>Gross Profit</b>	<b>75,396,236</b>	<b>86,258,062</b>	<b>14%</b>
<b>Gross Profit Margin</b>	<b>82%</b>	<b>93%</b>	
Operating Expenses	(64,402,287)	(52,618,797)	-18%
G&A Expenses	(14,493,545)	(11,942,891)	-18%
Marketing Expenses	(31,974,040)	(35,153,062)	10%
R&D Expenses	(35,174,531)	(22,043,048)	-37%
Other Operating Income/Expense, Net	17,239,829	16,519,754	-4%
<b>Operating Profit</b>	<b>10,993,949</b>	<b>33,638,815</b>	<b>206%</b>
Amortisation	18,597,563	13,479,488	-28%
<b>EBITDA</b>	<b>29,591,512</b>	<b>47,118,303</b>	<b>59%</b>
<b>EBITDA Margin</b>	<b>32%</b>	<b>51%</b>	
Financial Expenses, Net	(418,446)	(1,799,405)	330%
Monetary Gain / (Loss)	(31,600,928)	(14,811,731)	-53%
<b>Profit Before Taxes</b>	<b>(20,350,671)</b>	<b>18,422,981</b>	
Tax Income / (Expense)	(8,093,129)	(2,769,352)	-66%
<b>Profit / (Loss)</b>	<b>(28,443,800)</b>	<b>15,653,629</b>	
<b>Profit Margin</b>	<b>-31%</b>	<b>17%</b>	

\*All figures include IAS29 impact



# Kron Platform: Built to Address Today's Cybersecurity Challenges

## Key Challenges in Identity & Access Security

-  Remote Work and Mobility
-  Rapid Growth of Machine Identities
-  Hybrid & Multicloud Infrastructure
-  Sophistication of Identity Based Attacks

## Our Solutions

### Privileged Access Management (PAM)


Secure Remote Access  
Database Access Management  
Secrets Management  
Privileged Session Manager  
AI-Based Threat Analytics  
CIEM  
Password Vault  
Privileged Task Automation

End Point Privilege Manager

Multi Factor Authentication

TACACS +/- Radius Access Manager

## Key Challenges in Data Security

-  Massive Growth of Data
-  Regulations and Compliance
-  Complexity of Database Diversity
-  Poor Monitoring of Internal Threats

Database Activity Monitoring

Dynamic Data Masking

Telemetry Pipeline

# Thank You

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