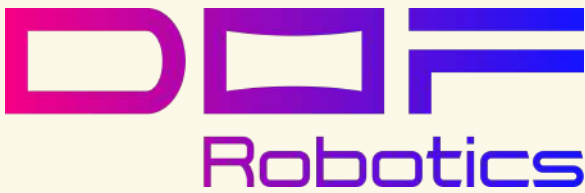


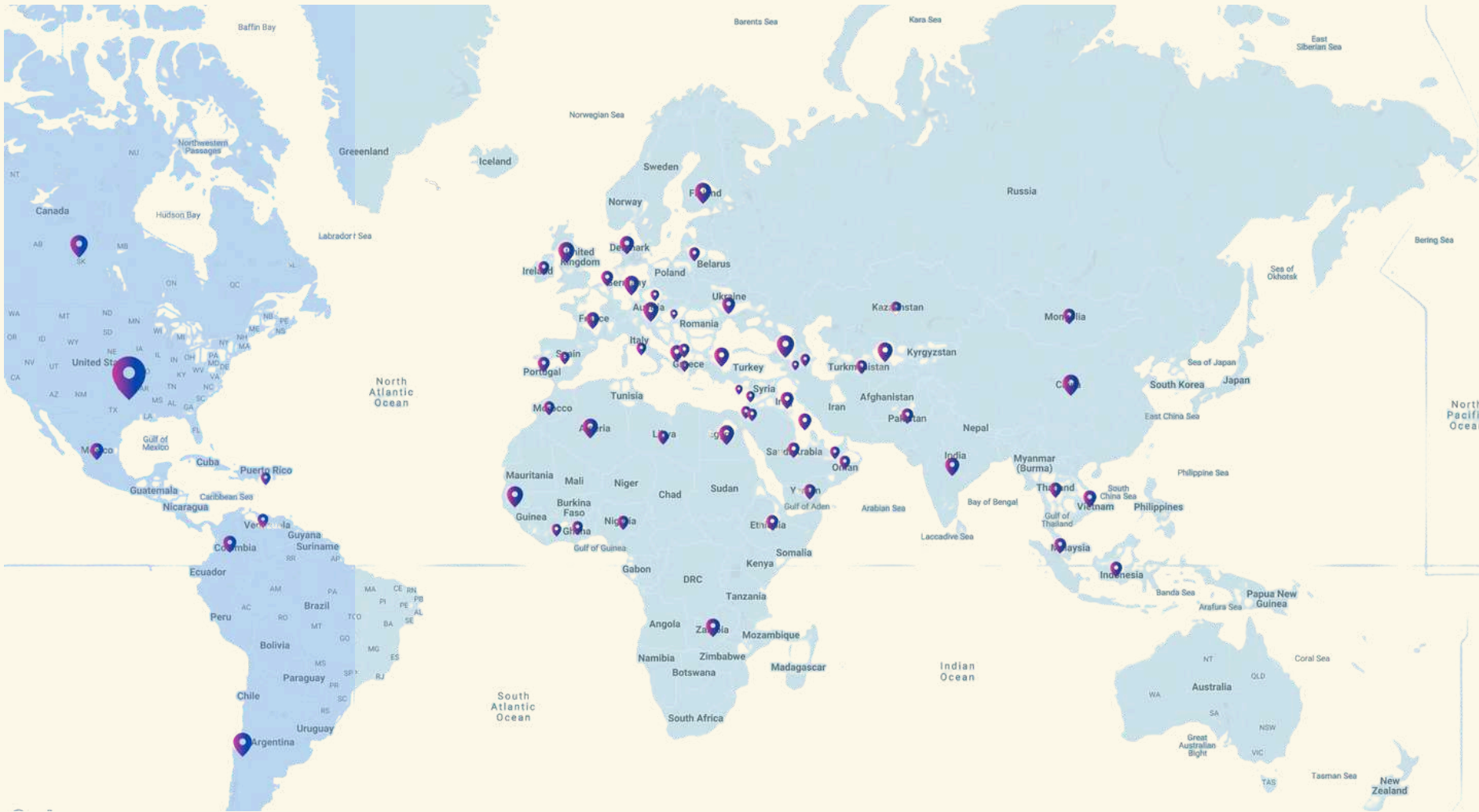
# DOF ROBOTİK SANAYİ A.Ş.

## Investor Deck



# DOF Robotics Exports More Than 90% of its High-Tech Products to More Than 60 Countries.

Company Information	
Company	DOF ROBOTİK SANAYİ ANONİM ŞİRKETİ
Brand	DOF Robotics
Establishment	2006
Sector	Robotics Industry, Amusement
Products	Amusement Simulators, Educational Simulators, Multitasking Robots and Cobots, Video Games and Software



%90+

Export Rate

60+

Countries  
(6 Continentals)

50+

R&D Projects

6

Offices&Showroom In the Turkey,  
USA and Netherland -  
Representatives in UK, Australia,  
France

## CES Award & First Flying Theater

- The company was awarded the "Innovation Award" at CES Las Vegas, one of the world's most prestigious technology fairs, for its newly themed Hurricane 360 VR.
- The company completed the sale of its first Flying Theater (a tourist experience simulating a flight over the city) in Taskent, Uzbekistan.
- It was honored with the "National Award of Excellence" at the IAAPA event held in India.
- As a result of R&D efforts, the first active gameplay simulator, Defender, was developed and showcased at the IAAPA Orlando Expo.





# DOF Robotics' product portfolio is structured under 3 main categories, comprising more than 35 model types in total.

## Product Segmentation

### ATTRACTIONS



The company has 13 different entertainment simulator products.

These simulators are sold to theme parks, entertainment centers and individual customers.

### CGI Movies & Games



The company has 21 different CGI Movies & Games developed.

These contents are licensed to the simulators that are installed and are intended to provide variety to customers.

### Robotic Solutions



The company has been conducting R&D work since 2020 and has designed a fully autonomous robot, AGV & AMR and developed alternative products to position this product in different verticals.

# DOF Robotics, Amusement Simulators and Digital Theme Park Products

## Amusement Simulators

Dark Ride



Nautilus



Monster Jam



Hurricane



Supernova



Defender



Flying Theater L



Flying Theater M



XD Theater



Riot



Riot 360



Atlantis





CGI Movies &  
Games

Aerobatics



Astro Copsa Coaster



Cappadocia Coaster



Dino Island



Future Bike



Hot Pursuit 1



Hot Pursuit 2



Human Body



Ice World



Island Coaster



Lost World



Magic World





# DOF Robotics, Robotic Products Powered by Artificial Intelligence

Robotic Solutions  
SMART ROBOT,  
AGV and AMR  
Projects











Mustafa Mertcan  
Founder



Bakıt Baydaliev  
CEO



Sam Rhodes  
Sales & Marketing Director



Selma Delice  
North America  
Director



Mustafa Kazanbaş  
CTO



Tansel Saraç  
Board Member - Finance



## Administration

Administration, CEO and Executive Board,  
Finance, HR

## General Management

Accounting, Supply Chain, Quality, Purchasing,  
IT, Planning, After Sales, Storage Management

## Sales & Marketing

Sales & Marketing Specialists, Business Development,  
Creative Design, Co-Ordinators

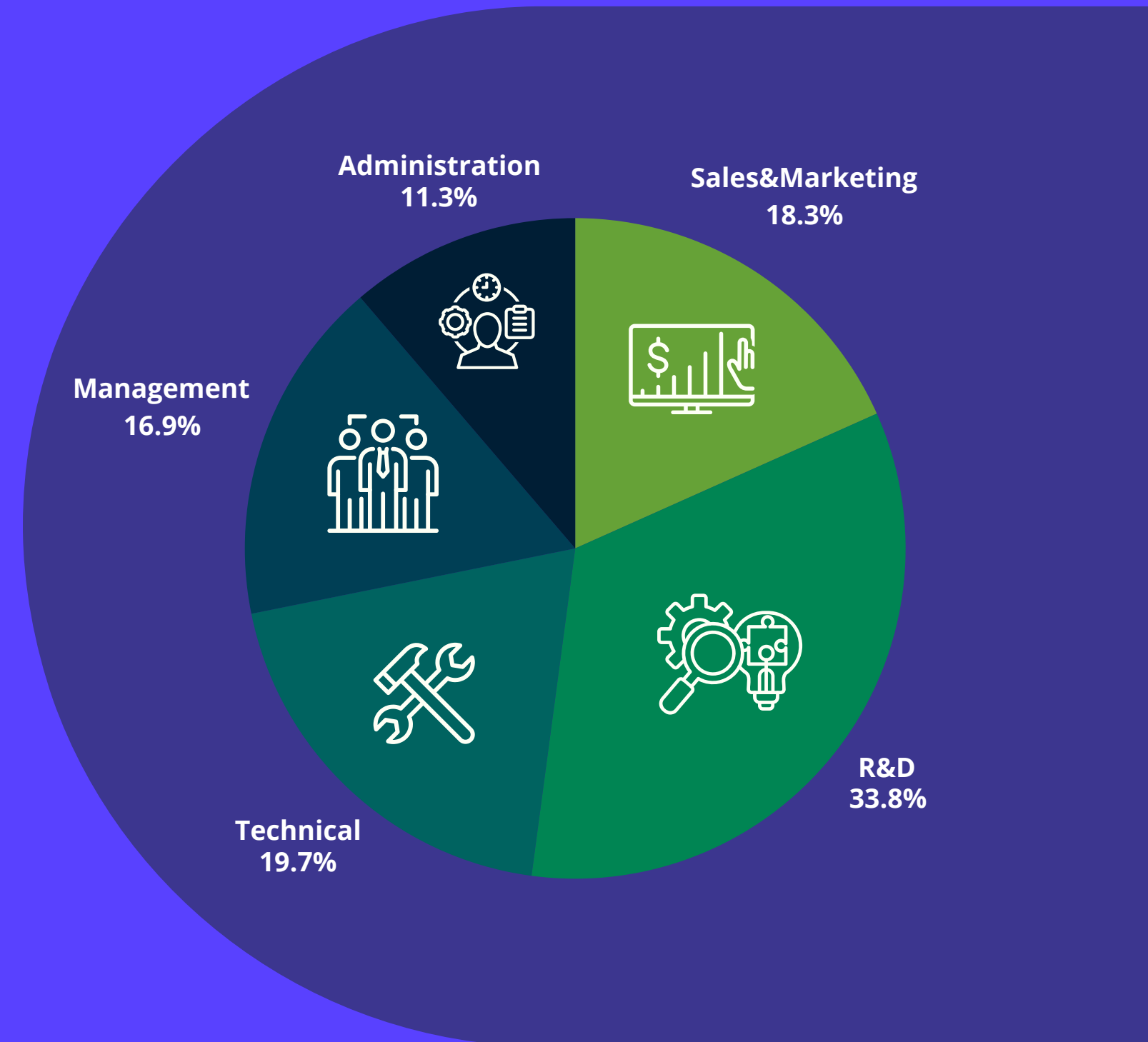
Regional Sales Departments: North America, Western  
Europe, Eastern Europe, Central & Latin America,  
APAC, MENA, UK, CIS, Australia & New Zealand

## R&D

CTO, Software & Content Developers, Creative  
Designers, Robotics Developers, Automation  
and Mechanical Designers

## Technical

Production teams, Technicians, Mechanical and  
Electrical Engineers, Apprentices





# IP STRATEGIES DRIVING ATTRACTION REVENUE GROWTH

## OUR BRANDS

Collaboration with well known brands has always been very important for the amusement and entertainment industry. The world's largest and most important theme parks such as Disney and Universal Studios increase both attractiveness and the awareness of their brands by cooperating with IP's

### Brand Awareness

Collaborations with strong brands are very important for companies and potential buyers in amusement industry especially for FEC (family entertainment centers).

### New IP opportunities

A firm that cooperates well with an IP attracts other brands as well. Big companies are more interested whether there is any previous branded work.



### Cash Generate

Collaboration with brands is very attractive for buyers and end users on the sales side. When a young child sees a vehicle like the Monster Jam, they are always excited to experience the vehicle as a fan of it.

### Revenue Sharing

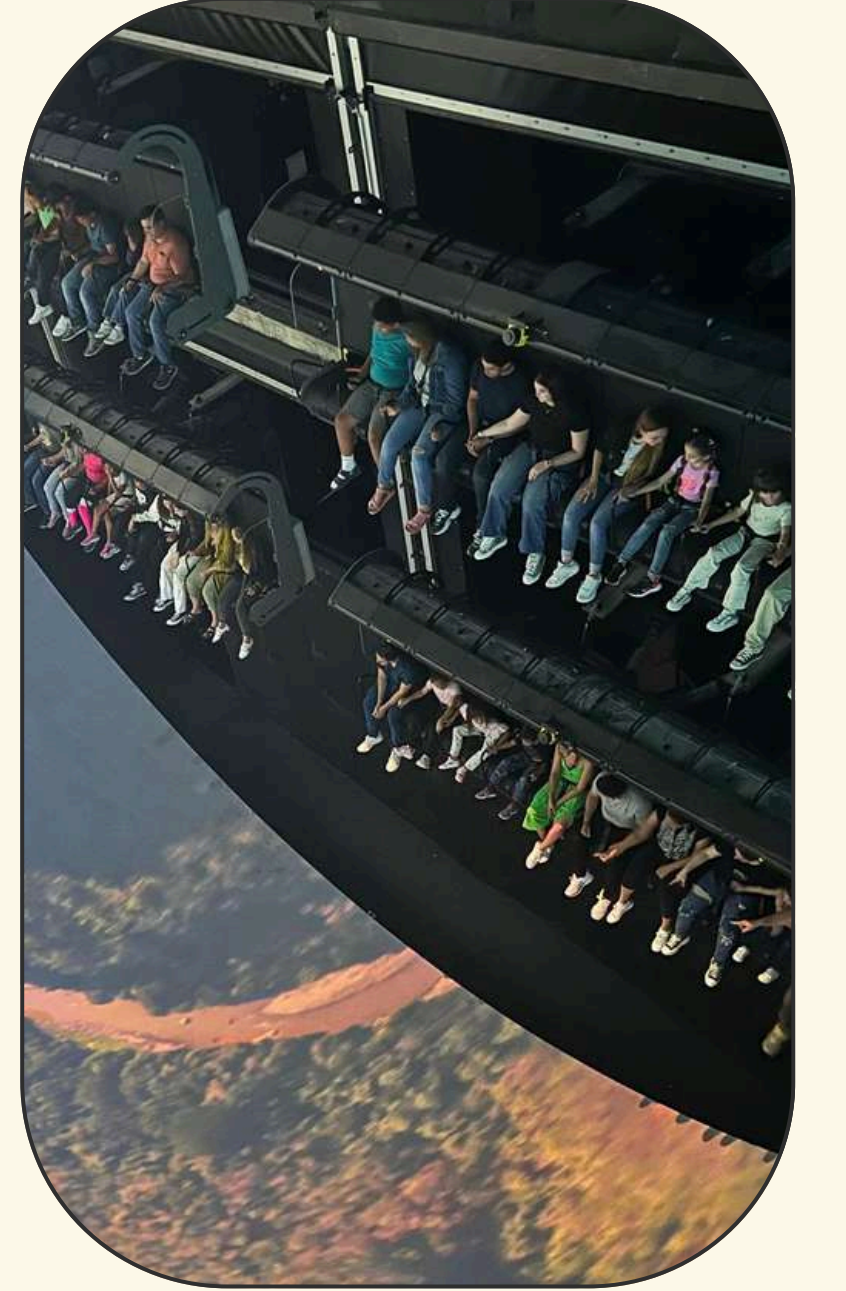
Working with branded products makes it easier to have revenue sharing model. It will be faster to present this model in high quality locations where higher turnover can be achieved.



# LOCATION BASED ENTERTAINMENT (LBE) Investment Model

## 3 LBE PROJECT STARTED

DOF Robotics offers location-based entertainment management services in addition to the production of technological entertainment robots. In this context, it has carried out important meetings in 2024 and signed 3 Flying Theater (Touristic Attraction with Flying Theater) projects in Istanbul, Antalya and Nevşehir (Cappadocia). Currently, meetings are continuing on these projects in many different touristic cities, mainly abroad.





# REVENUE SHARE MODEL

**50%**

**DOF Robotics**

Producer of the Attractions

**50%**

**OPERATOR (FEC)**

OWNER OF THE LOCATION



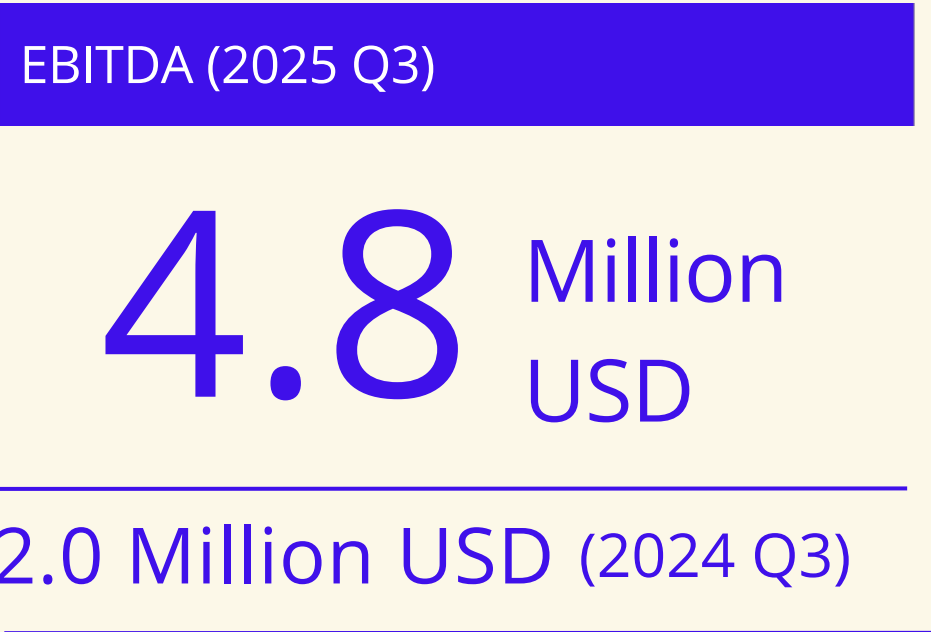
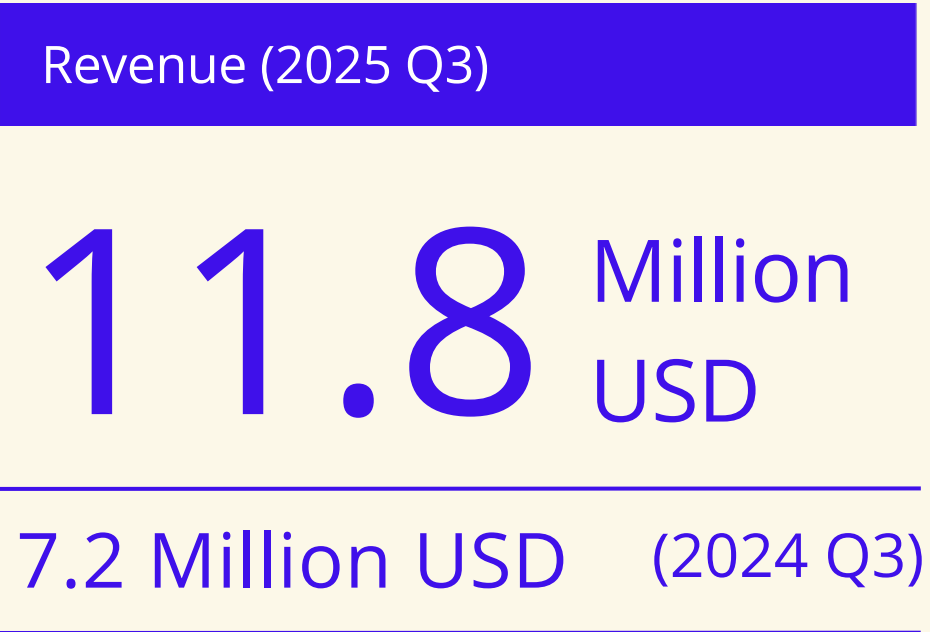
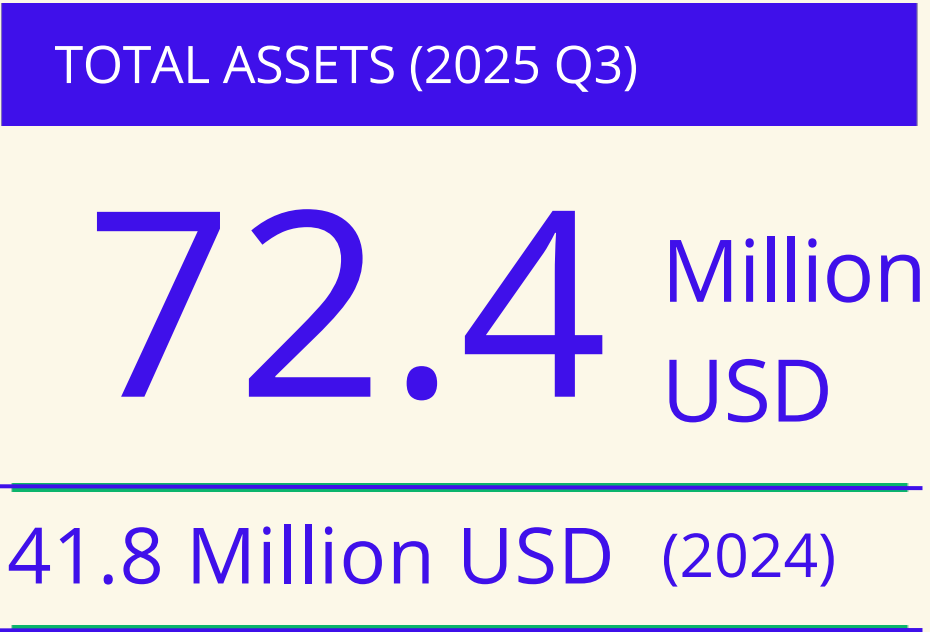
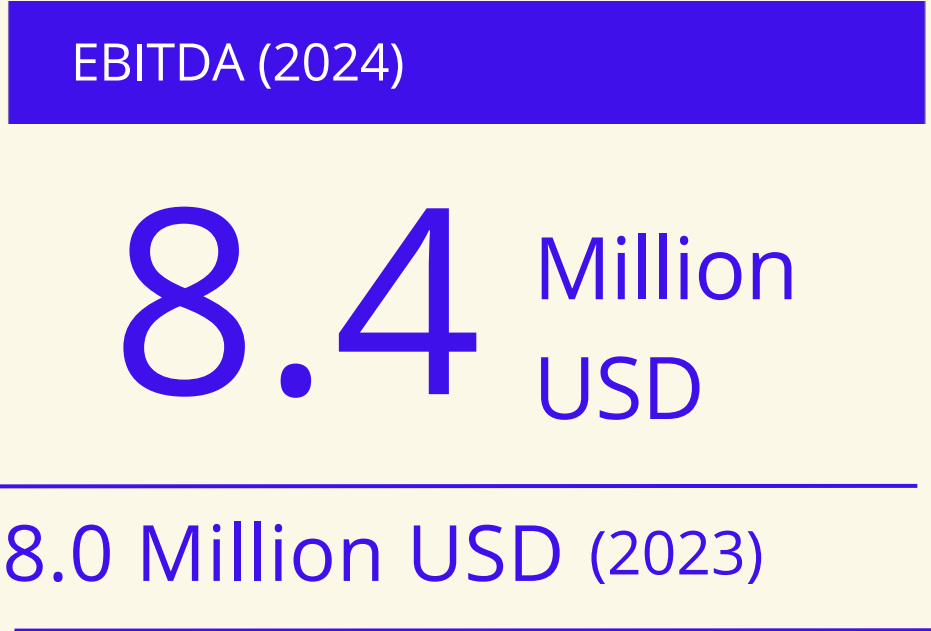
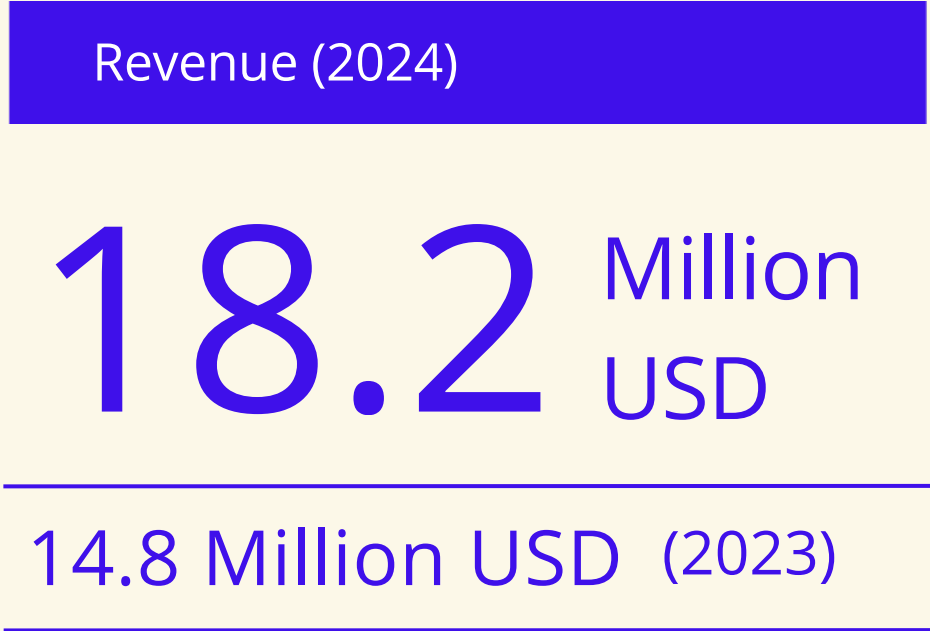
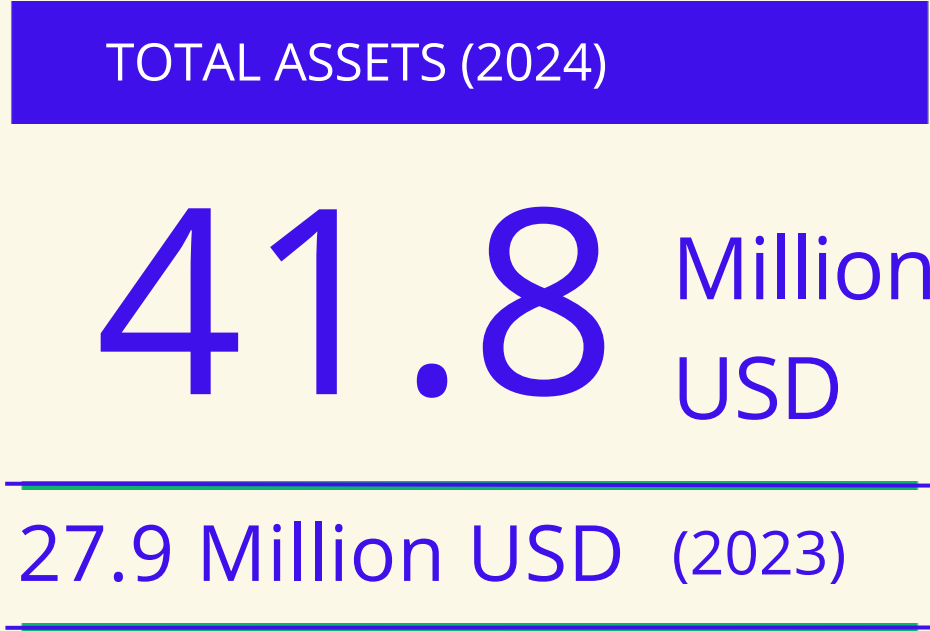
DOF Robotics' responsibilities in the revenue sharing model are; development, production and service of the entertainment unit to be given to the business. The income to be obtained is generally shared fifty-fifty between the operating company and DOF Robotics.



DOF Robotics has already invested in 3 different countries in the world, namely the United States, the United Arab Emirates and Chile, in the revenue sharing model. In the places where these investments are made, operators undertake rent, personnel and operating expenses.



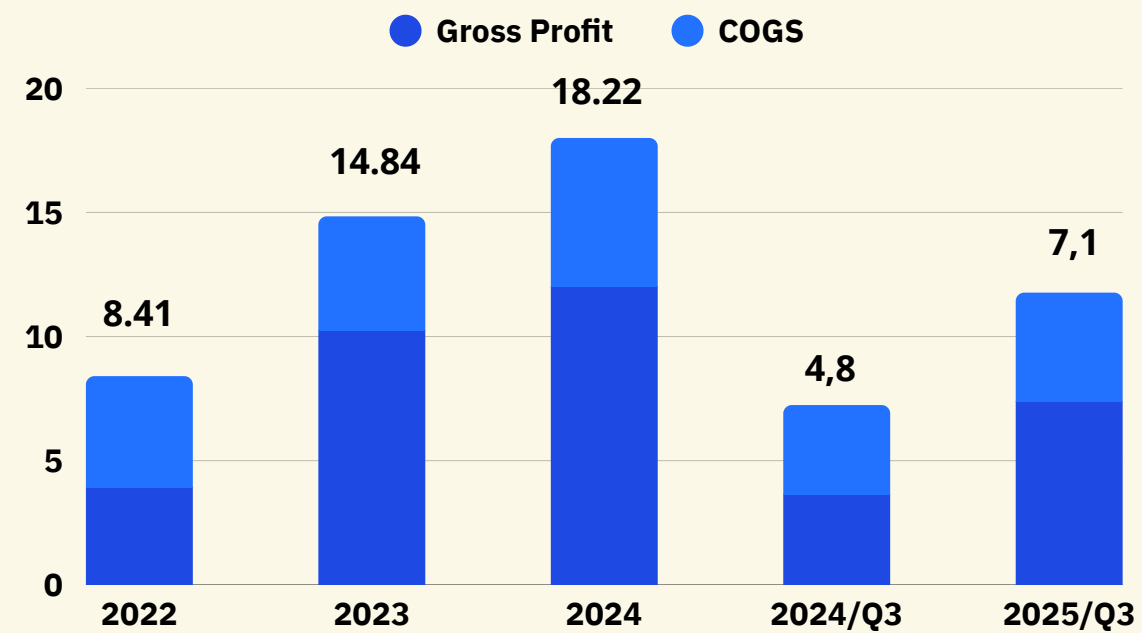
Financial Statement



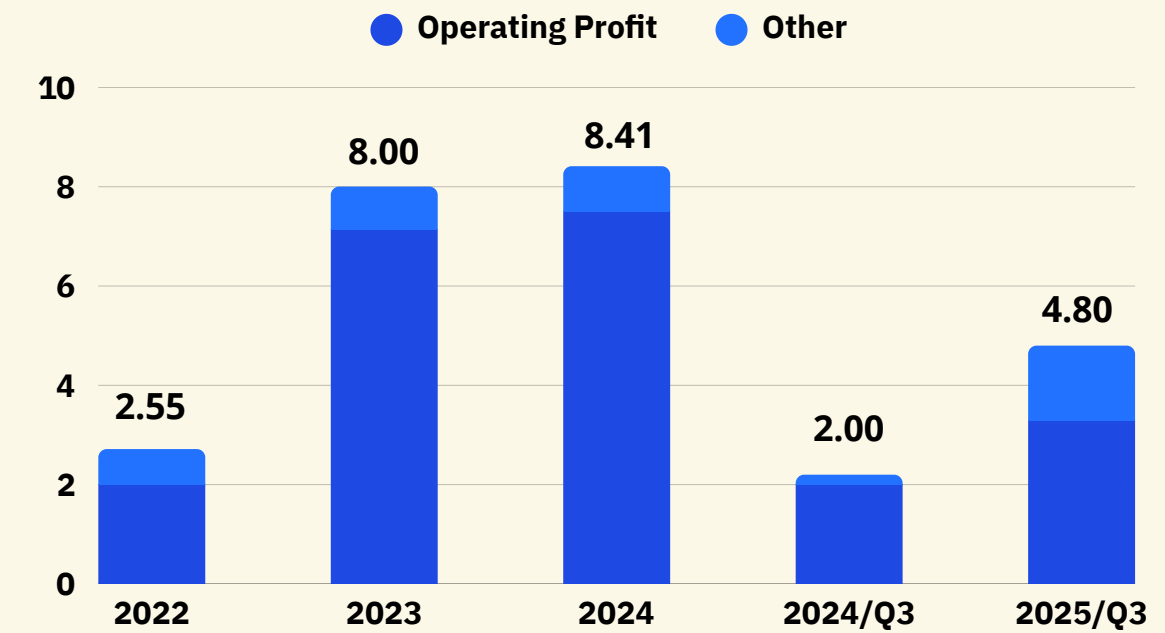


# Sustainable and Robust Financial Performance

## Net Revenue Growth 2022-2023-2024-2025 (Million USD)

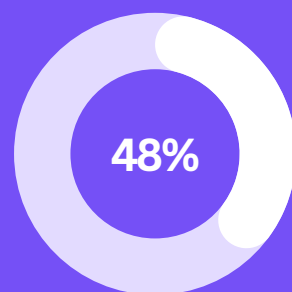
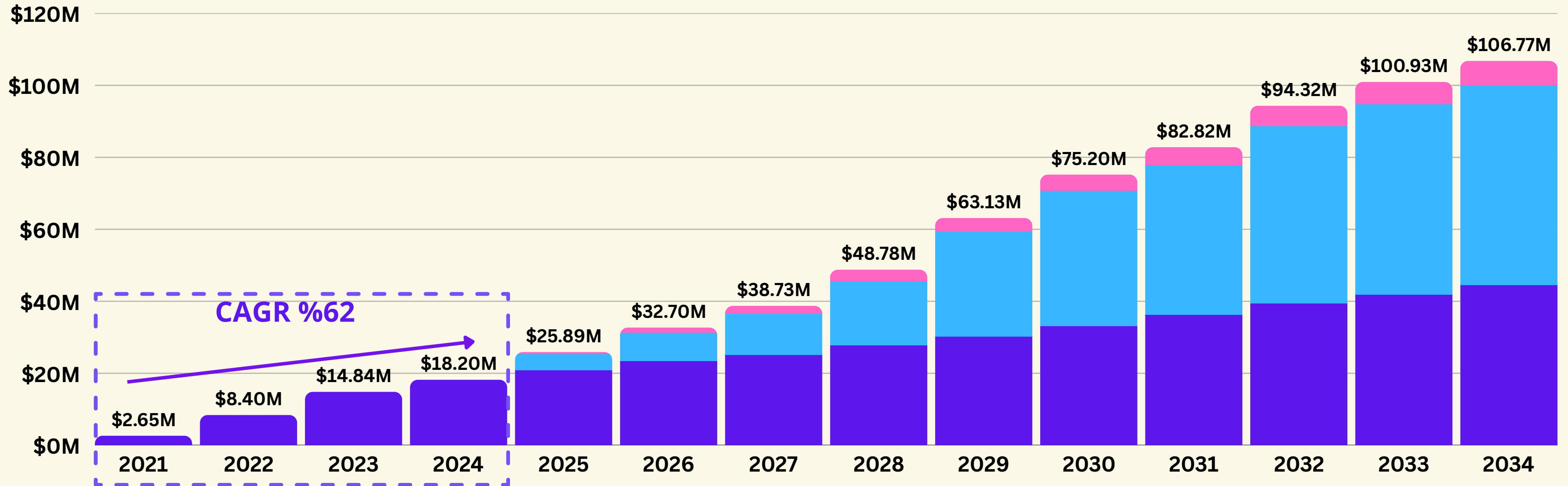


## Ebitda Growth 2022-2023-2024-2025 (Million USD)

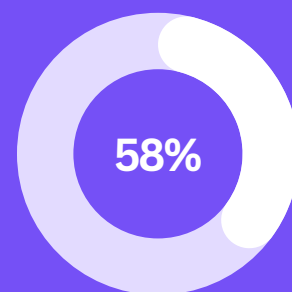




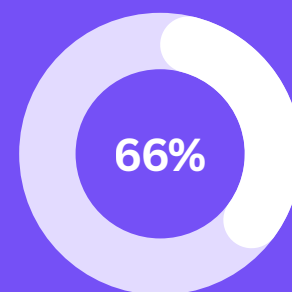
# 10 YEARS PROJECTION



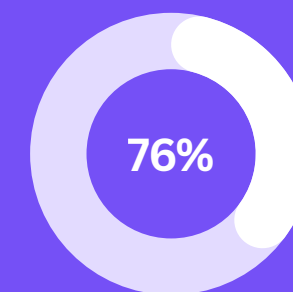
2024 EBITDA  
MARGIN RATE



2034 EBITDA  
MARGIN RATE



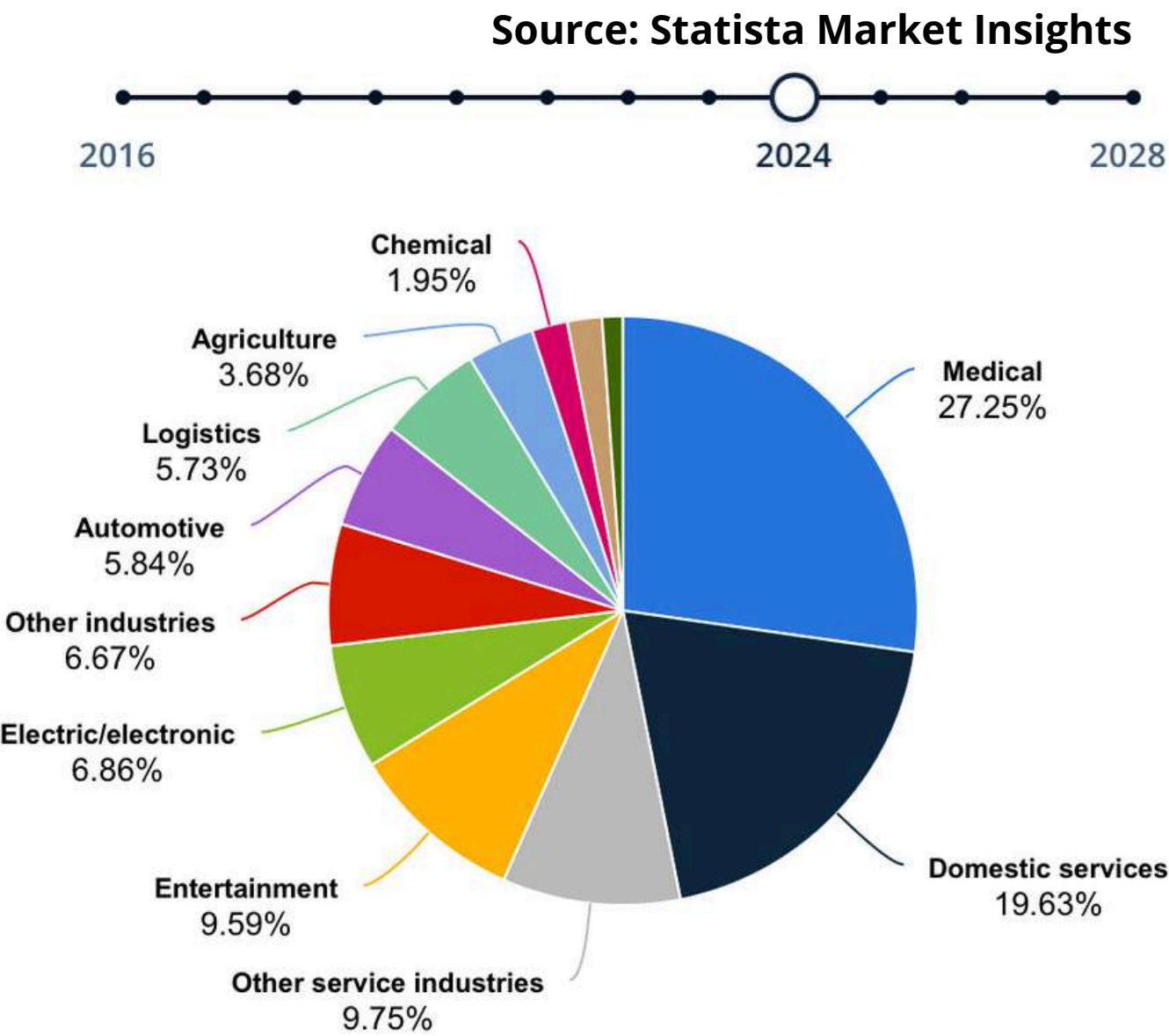
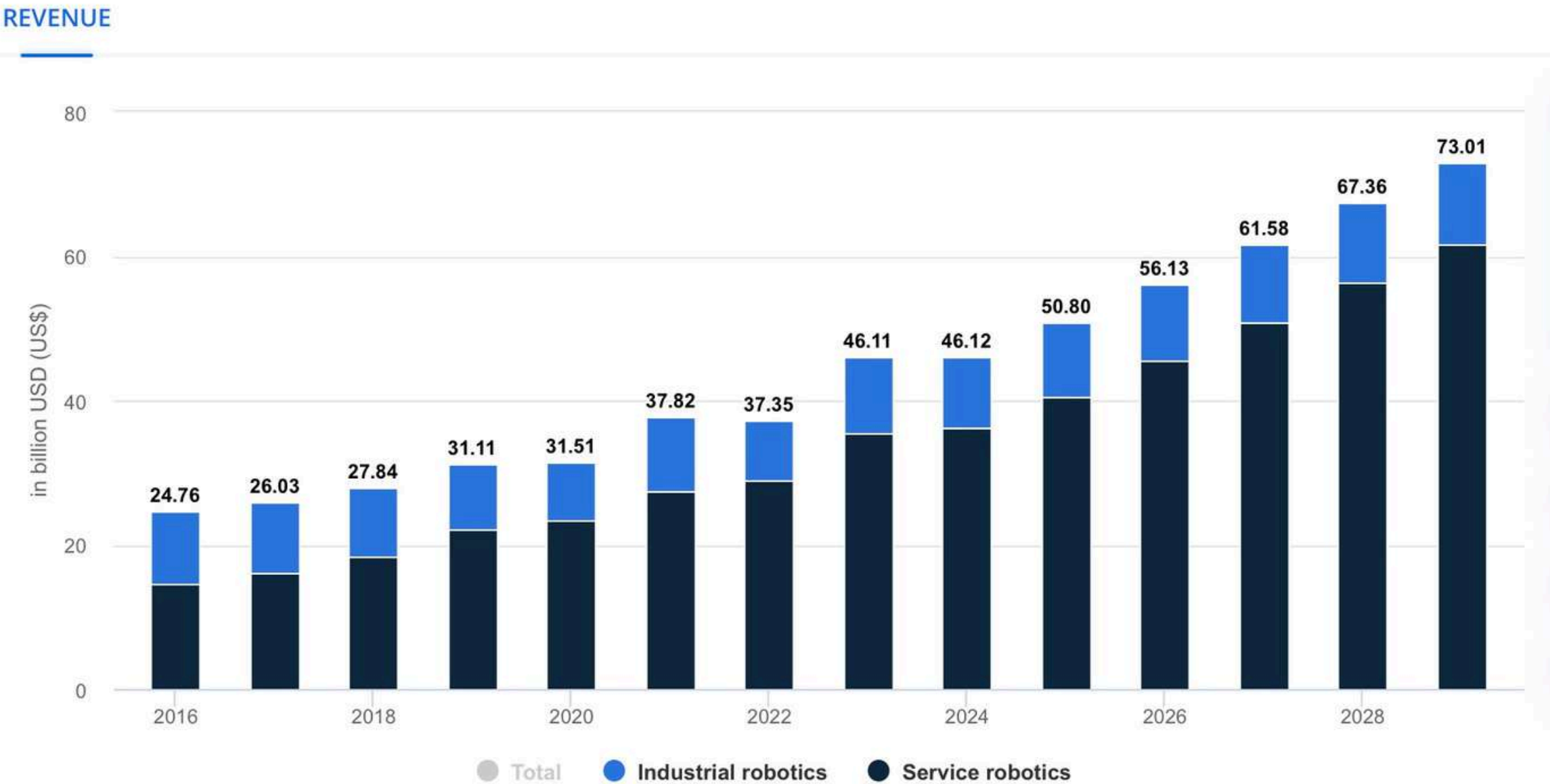
2024 GROSS  
PROFIT RATE



2034 GROSS  
PROFIT RATE



# It is observed that the use of robots in the entertainment and service industries is increasing.



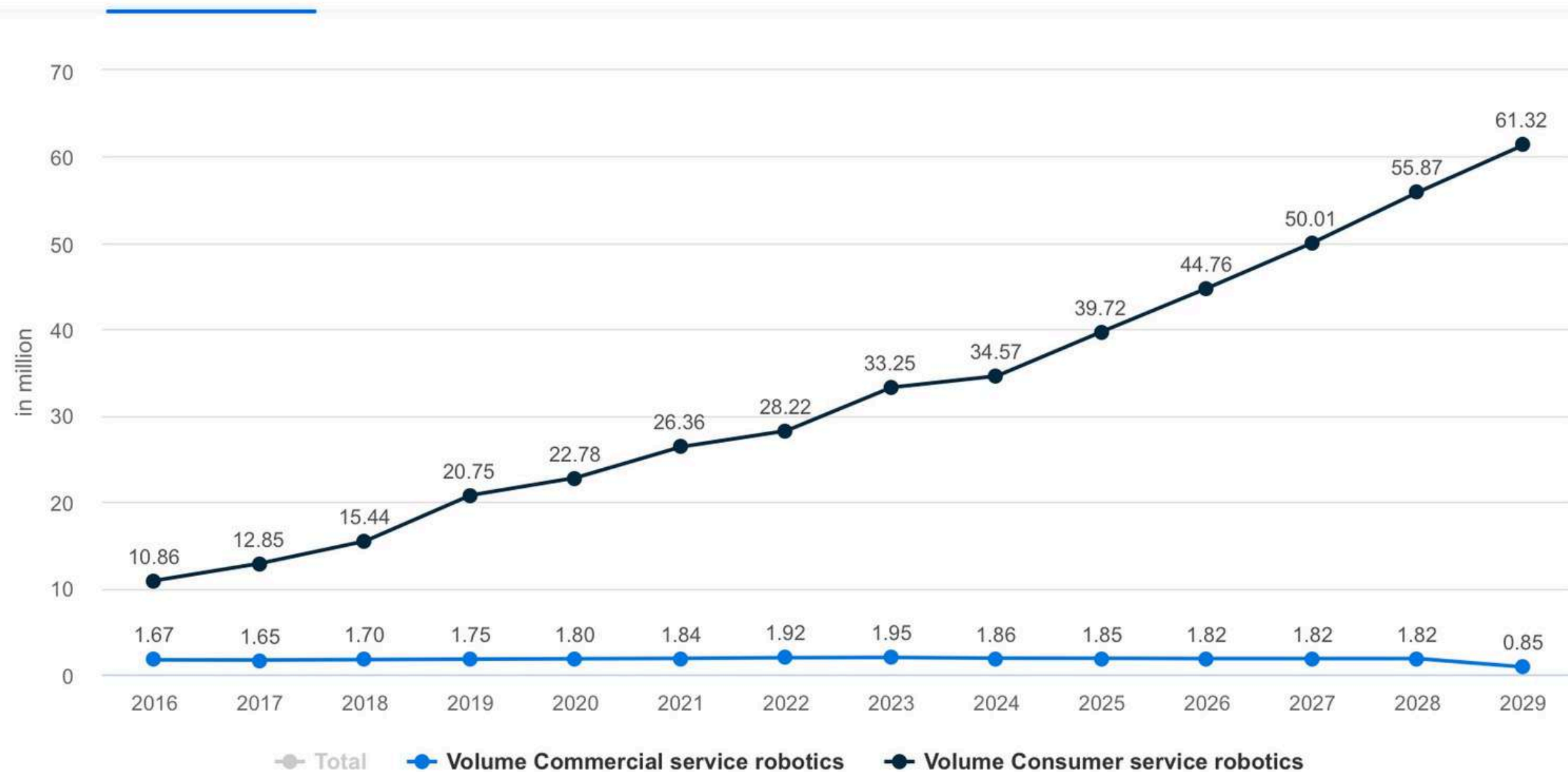
In the income distribution of the robotics sector, medical robots (27.25%) and home service robots (19.63%) stand out, indicating that healthcare and home automation are important growth areas. Entertainment (9.59%) and other service sectors (9.75%) also make notable contributions. Service robots are expected to exhibit a continuously increasing income trend compared to industrial robots, reaching \$73.01 billion in 2028 from \$24.76 billion in 2016. While the income growth of industrial robots is more limited, service robots continue to be the driving force in the growth of the market. It is thought to be shaped by the demand in the healthcare, home services and entertainment sectors in particular.



# Annual production of service robots is expected to exceed 60 million by 2029.

TOTAL NUMBER OF SERVICE ROBOTS

Source: Statista Market Insights



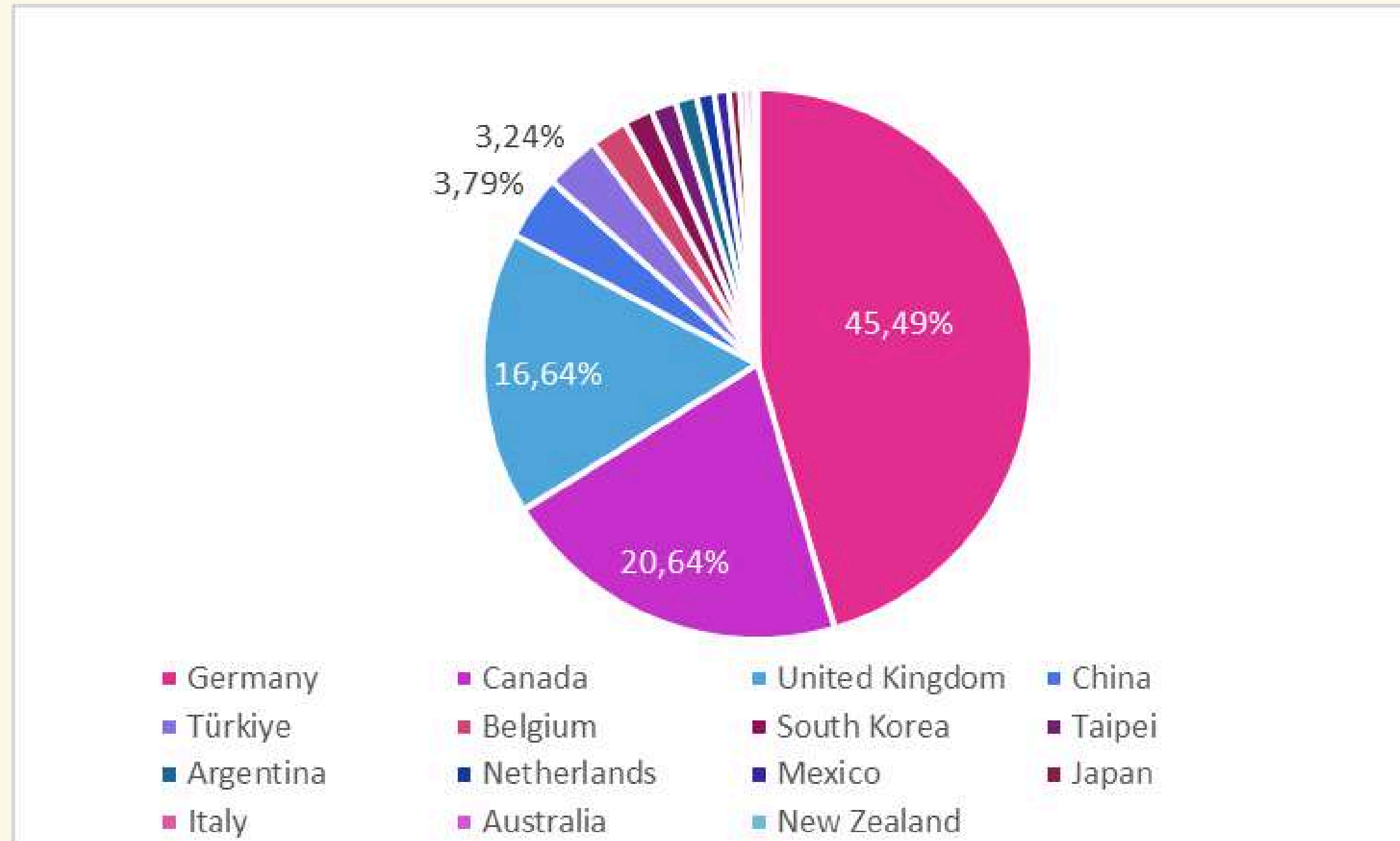
While the service robot market is expected to grow rapidly from 2016 to 2029, with the total number expected to reach 61.32 million from 10.86 million, consumer service robots dominate the market as the main growth area and are expected to reach 61.32 million in 2029, while commercial service robots exhibit a lower total market share, decreasing from 1.67 million in 2016 to 0.85 million in 2029. This indicates that while consumer robots (e.g., home cleaning, personal assistants) are increasing their effectiveness in meeting the growing demand, more sophisticated solutions and an efficiency-oriented approach are being adopted in commercial robots.



US motion simulators and motion theaters imports, by country<sup>(1)</sup>

(2)

2024



FN: (1) 950824 HS code

Source: Trademap





Hacienda Nápoles'  
Mundo Pangea  
Puerto Triunfo, Antioquia,  
Colombia Image credit: © Parque  
Temático Hacienda  
Nápoles



Artist rendering of Celestial Park, currently under  
construction at Universal Epic Universe  
Orlando, Florida Image credit: © Universal  
Destinations & Experiences

# Top 10 Amusement/Theme Park Operators Worldwide

2023 RANK	OPERATORS	%CHANGE 2022-2023	ATTENDANCE (in thousands)	
			2023	2022
1	DISNEY EXPERIENCES	17%	142,083	121,027
2	FANTAWILD GROUP	111%	85,690	40,530
3	MERLIN ENTERTAINMENTS GROUP	13%	62,100	55,100
4	UNIVERSAL DESTINATIONS & EXPERIENCES	18%	60,810	51,380
5	CHIMELONG GROUP	148%	36,090	14,540
6	HAPPY VALLEY GROUP CHINA	57%	35,710	22,710
7	CEDAR FAIR ENTERTAINMENT COMPANY	-1%	26,700	26,887
8	SIX FLAGS INC.	-8%	22,206	20,471
9	UNITED PARKS & RESORTS	-2%	21,606	21,940
10	PARQUES REUNIDOS	5%	19,340	18,500
TOP 10 TOTAL ATTENDANCE			512,335	393,085

30%

Top 10 Amusement/Theme Park  
Operator Groups Worldwide  
Attendance Change 2022-23\*

512.3 m

Top 10 Amusement/Theme Parks  
Worldwide Attendance 2023

393.1 m

Top 10 Amusement/Theme Parks  
Worldwide Attendance 2023



# Top 25 Amusement/Theme Parks Worldwide

2023 RANK	PARK LOCATION	%CHANGE 2022-2023	ATTENDANCE (in thousands)						
			2023	2022					
1	MAGIC KINGDOM THEME PARK AT WALT DISNEY WORLD RESORT, LAKE BUENA VISTA, FL	3.4%	17,720	17,133	17	DISNEYLAND PARK, ANAHEIM, CA	88.2%	6,400	3,400
2	DISNEYLAND PARK, ANAHEIM, CA	2.2%	17,250	16,881	18	UNIVERSAL STUDIOS JAPAN, OSAKA, JAPAN	11.1%	6,000	5,440
3	UNIVERSAL STUDIOS JAPAN, OSAKA, JAPAN	29.6%	16,000	12,350	19	TOKYO DISNEYLAND, TOKYO, JAPAN	1.9%	5,880	5,770
4	TOKYO DISNEYLAND, TOKYO, JAPAN	25.8%	15,100	12,000	20	SHANGHAI DISNEYLAND, SHANGHAI, CHINA	6.7%	5,700	5,340
5	SHANGHAI DISNEYLAND, SHANGHAI, CHINA	164.2%	14,000	5,300	21	CHIMELONG OCEAN KINGDOM, ZHUHAI, CHINA	142.6%	5,580	2,300
6	CHIMELONG OCEAN KINGDOM, ZHUHAI, CHINA	184.5%	12,520	4,400	22	TOKYO DISNEYSEA, TOKYO, JAPAN	2.4%	5,560	5,430
7	TOKYO DISNEYSEA, TOKYO, JAPAN	22.8%	12,400	10,100	23	EPCOT AT WALT DISNEY WORLD, LAKE BUENA VISTA, FL	14.8%	5,190	4,520
8	EPCOT AT WALT DISNEY WORLD, LAKE BUENA VISTA, FL	19.8%	11,980	10,000	24	DISNEYLAND PARK AT DISNEYLAND PARIS, MARNE-LA-VALLEE, FRANCE	177.9%	4,860	1,749
9	DISNEYLAND PARK AT DISNEYLAND PARIS, MARNE-LA-VALLEE, FRANCE	4.7%	10,400	9,930	25	DISNEY'S HOLLYWOOD STUDIOS AT WALT DISNEY WORLD, LAKE BUENA VISTA, FL	76.9%	4,620	2,611
10	DISNEY'S HOLLYWOOD STUDIOS AT WALT DISNEY WORLD, LAKE BUENA VISTA, FL	-5.5%	10,300	10,900	TOP 25 TOTAL ATTENDANCE			23.5%	244,640
11	UNIVERSAL ISLANDS OF ADVENTURE AT UNIVERSAL ORLANDO, FL	-9.3%	10,000	11,025	YOY % GROWTH FROM ATTENDANCE REPORTED IN PRIOR YEAR (2022)*			23.1%	198,016
12	DISNEY CALIFORNIA ADVENTURE PARK, ANAHEIM, CA	11.1%	10,000	9,000					
13	UNIVERSAL STUDIOS FLORIDA AT UNIVERSAL ORLANDO, FL	-9.3%	9,750	10,750					
14	UNIVERSAL STUDIOS HOLLYWOOD, UNIVERSAL CITY, CA	15%	9,660	8,400					
15	UNIVERSAL STUDIOS BEIJING, BEIJING, CHINA	109.3%	9,000	4,300					
16	MAGIC KINGDOM THEME PARK AT WALT DISNEY WORLD RESORT, LAKE BUENA VISTA, FL	-2.8%	8,770	9,027					

23%

Top 25 Amusement/Theme Park Operator Groups Worldwide Attendance Change 2022-23\*

244.6m

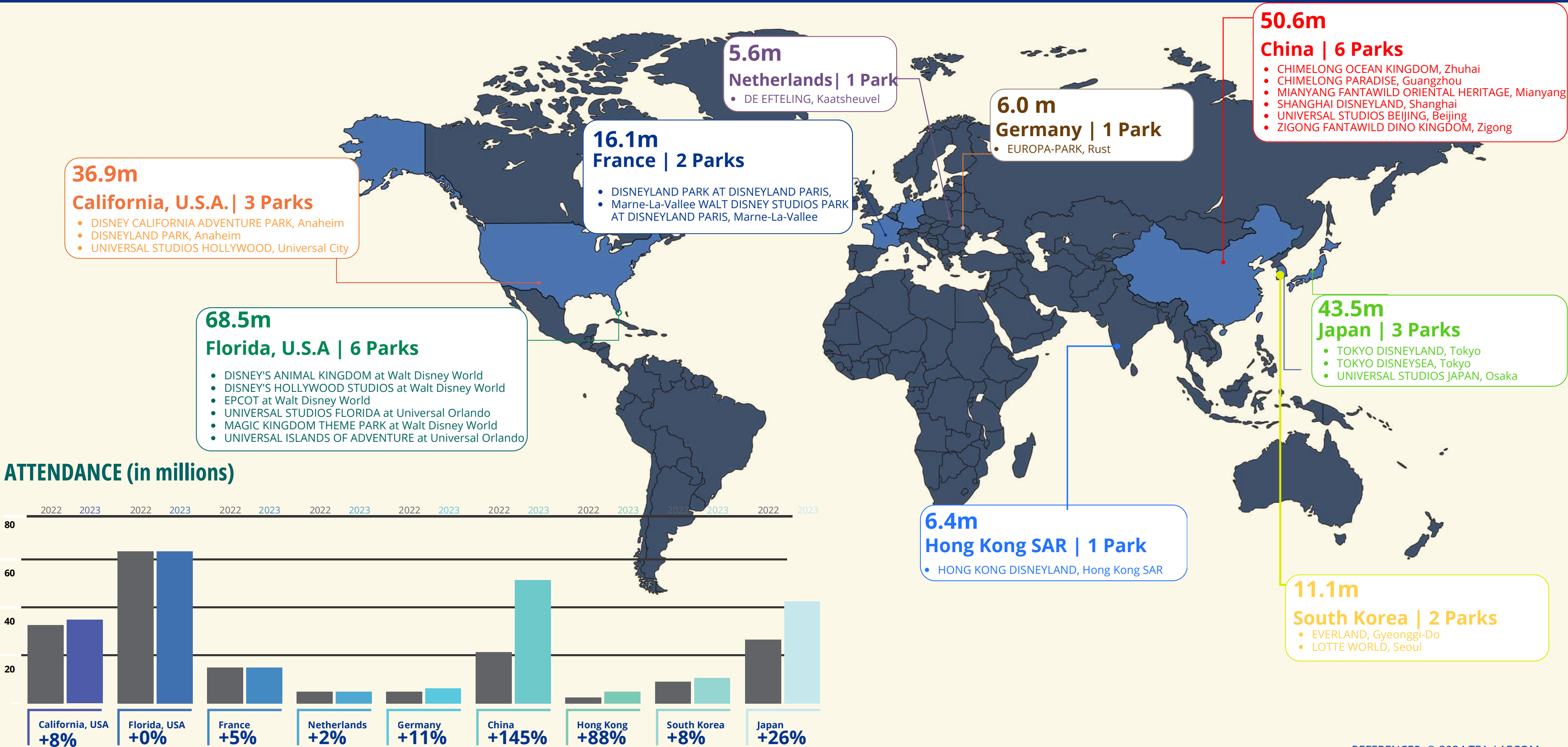
Top 25 Amusement/Theme Parks Worldwide Attendance in 2023

198.7 m

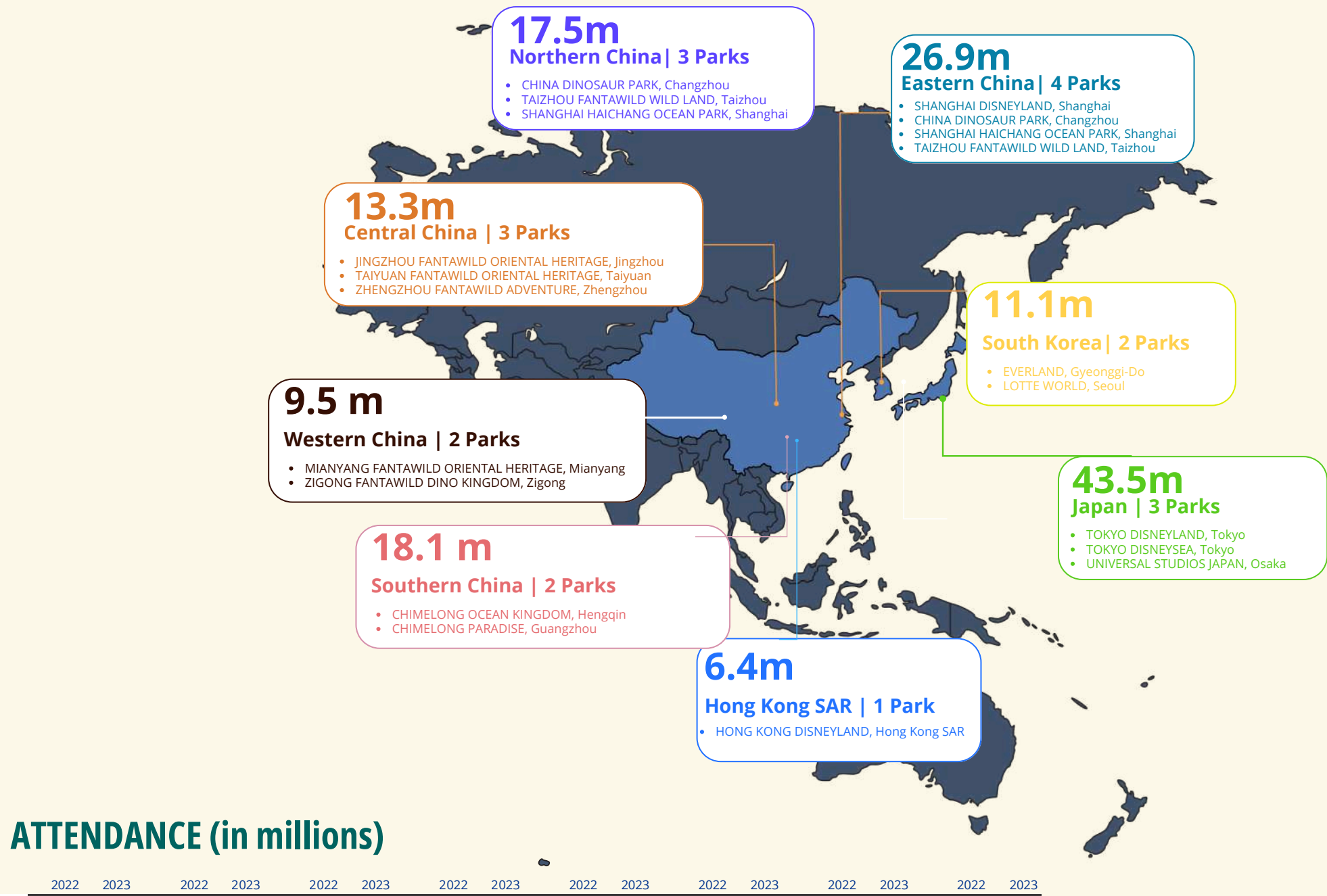
Top 25 Amusement/Theme Parks Worldwide Attendance in 2022



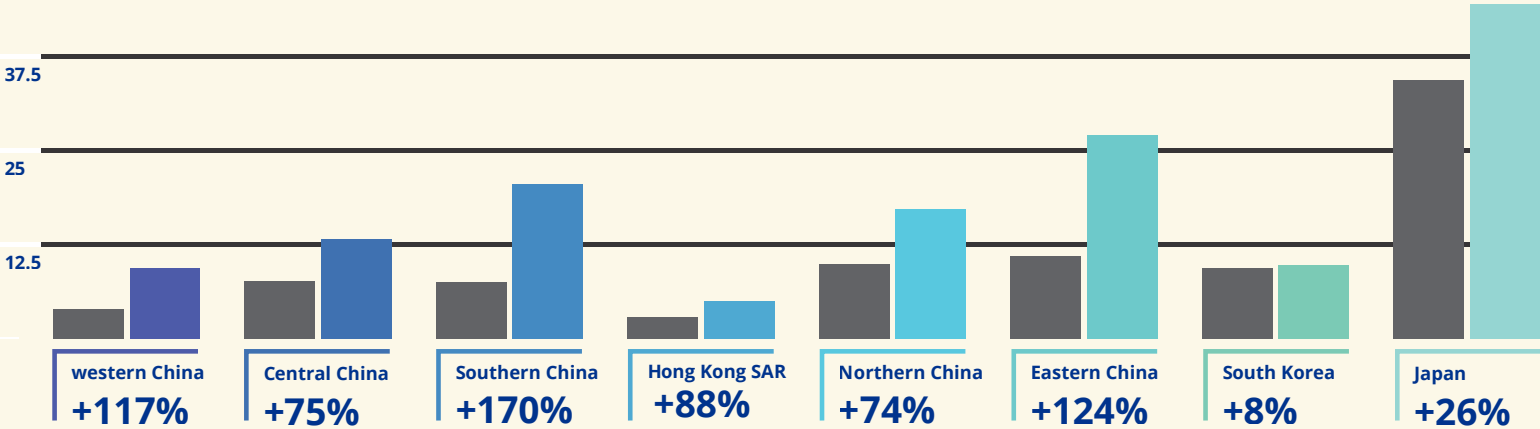
# Top 25 Amusement/Theme Parks Worldwide



# Top 20 Amusement/Theme Parks Asia-Pacific



2023 RANK	PARK LOCATION	%CHANGE 2022-2023	ATTENDANCE (in thousands)	
			2023	2022
1	UNIVERSAL STUDIOS JAPAN, OSAKA, JAPAN	29.6%	16,000	12,350
2	TOKYO DISNEYLAND, TOKYO, JAPAN	25.8%	15,100	12,000
3	SHANGHAI DISNEYLAND, SHANGHAI, CHINA	164.2%	14,000	5,300
4	CHIMELONG OCEAN KINGDOM, HENGQIN, CHINA	184.5%	12,520	4,400
5	TOKYO DISNEYSEA, TOKYO, JAPAN	22.8%	12,400	10,100
6	UNIVERSAL STUDIOS BEIJING, BEIJING, CHINA	109.3%	9,000	4,300
7	HONG KONG DISNEYLAND, HONG KONG SAR	88.2%	6,400	3,400
8	EVERLAND, GYEONGGI-DO, SOUTH KOREA	1.9%	5,880	5,770
9	CHIMELONG PARADISE, GUANGZHOU, CHINA	142.6%	5,580	2,300
10	LOTTE WORLD, SEOUL, SOUTH KOREA	14.8%	5,190	4,520
11	ZIGONG FANTAWILD DINO KINGDOM, ZIGONG, CHINA	177.7%	4,860	1,750
12	MIANYANG FANTAWILD ORIENTAL HERITAGE, MIANYANG, CHINA	77%	4,620	2,610
13	JINGZHOU FANTAWILD ORIENTAL HERITAGE, JINGZHOU, CHINA	92.1%	4,610	2,400
14	ZHENGZHOU FANTAWILD ADVENTURE, ZHENGZHOU, CHINA	178.6%	4,430	1,590
15	OCT HAPPY VALLEY, BEIJING, CHINA	16%	4,340	3,740
16	CHINA DINOSAUR PARK, CHANGZHOU, CHINA	95.5%	4,300	2,200
17	SHANGHAI HAICHANG OCEAN PARK, SHANGHAI, CHINA	84.9%	4,290	2,320
18	TAIZHOU FANTAWILD WILD LAND, TAIZHOU, CHINA	98.4%	4,286	2,160
19	TAIYUAN FANTAWILD ORIENTAL HERITAGE, TAIYUAN, CHINA	18.2%	4,230	3,580
20	SHENYANG FANTAWILD ADVENTURE, SHENYANG, CHINA	103.9%	4,200	2,060
TOP 20 TOTAL ATTENDANCE		64.6%	146,236	88,850
YOY % GROWTH FROM ATTENDANCE REPORTED IN PRIOR YEAR (2022)*		77.8%	146,236	82,260



78%

Top 20 Amusement/ Theme Parks Asia-Pacific Attendance Change 2022-23\*

146.2 m

Top 20 Amusement/Theme Parks in the Asia-Pacific Region - 2023 Attendance

82.3 m

Top 20 Amusement/Theme Parks in the Asia-Pacific Region - 2022 Attendance

\*Year over year attendance growth is calculated by assessing the total attendance of the top parks listed in this year's list (2023) and the estimated total attendance of the top parks published in the prior year's report (2022). The parks on this list in the current year may be different than the parks listed in the prior year.

REFERENCES: © 2024 TEA / AECOM

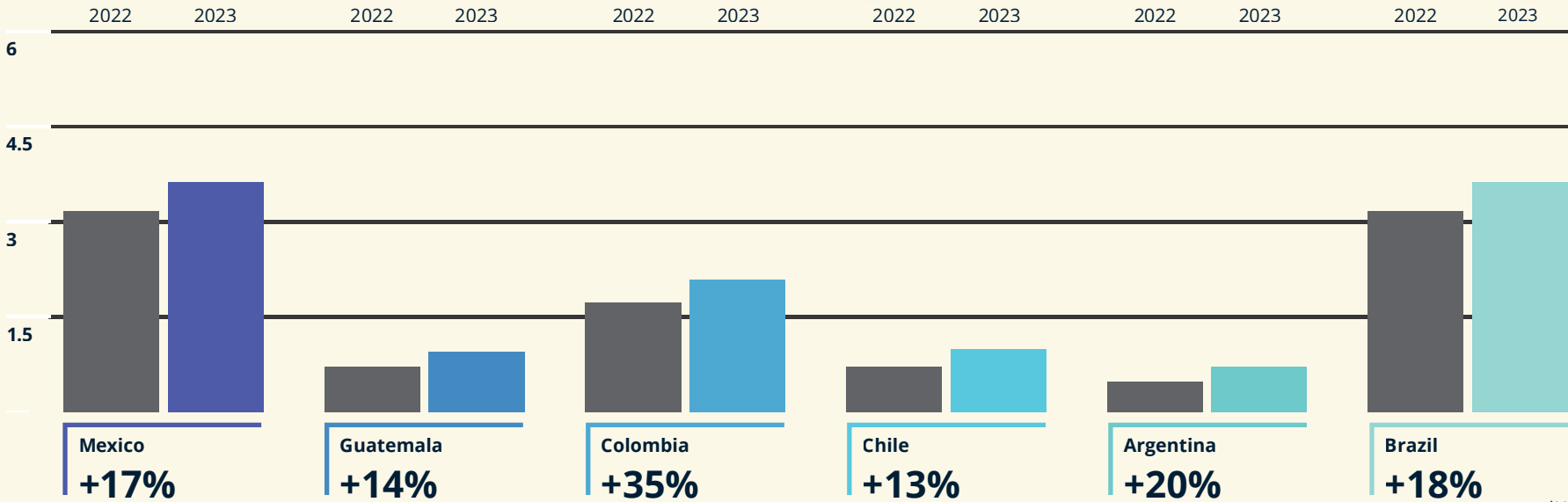


# Top 10 Amusement/Theme Parks Latin America



2023 RANK	PARK LOCATION	%CHANGE 2022-2023	ATTENDANCE (in thousands)	
			2023	2022
1	BETO CARRERO WORLD, SANTA CATARINA, BRAZIL	20.0%	2,792	2,327
2	SIX FLAGS MEXICO, MEXICO CITY, MEXICO	17.0%	2,021	1,727
3	PARQUE XCARET, CANCUN, MEXICO	17.0%	1,637	1,399
4	HOPI HARI, VINHEDO, BREZİLYA	13.3%	1,039	918
5	PARQUE MUNDO AVENTURA, BOGOTÁ, COLOMBIA	35.0%	1,015	752
6	FANTASIALANDIA, SANTIAGO, CHILE	13.1%	961	850
7	MUNDO PETAPA, GUATEMALA CITY, GUATEMALA	14.0%	912	800
8	THEME PARQUE NACIONAL DEL CAFÉ, QUINDIO, COLOMBIA	35.0%	845	626
9	PARQUE DE LA COSTA, BUENOS AIRES, ARGENTINA	20.0%	617	514
10	EL SALITRE MAGICO, BOGOTÁ, COLOMBIA	35.1%	608	450
TOP 10 TOTAL ATTENDANCE		20.1%	12,447	10,363
YOY % GROWTH FROM ATTENDANCE REPORTED IN PRIOR YEAR (2022)*		38.4%	12,447	8,995

## ATTENDANCE (in millions)



38%

Top 10 Amusement/Theme Parks in the Latin America Region Attendance Change 2022-2023\*

12.4 m

Top 10 Amusement/Theme Parks in the Latin America Region - 2023 Attendance\*

9.0 m

Top 10 Amusement/Theme Parks in the Latin America Region - 2022 Attendance\*

\*Year over year attendance growth is calculated by assessing the total attendance of the top parks listed in this year's list (2023) and the estimated total attendance of the top parks published in the prior year's report (2022). The parks on this list in the current year may be different than the parks listed in the prior year.

# Top 20 Museums Worldwide

2023 RANK	PARK LOCATION	%CHANGE 2022-2023	ATTENDANCE (in thousands)						
			2023	2022					
1	LOUVRE, PARIS, FRANCE	14.7%	8,860	7,726	11	TATE MODERN, LONDON, U.K.	22.1%	4,742	3,883
2	VATICAN MUSEUMS, VATICAN, VATICAN CITY	33.1%	6,765	5,081	12	NATIONAL MUSEUM OF NATURAL HISTORY, WASHINGTON, D.C.	12.8%	4,400	3,900
3	NATIONAL MUSEUM OF CHINA, BEIJING, CHINA	314.3%	6,757	1,631	13	HUNAN MUSEUM, CHANGSHA, CHINA	260.2%	4,398	1,221
4	BRITISH MUSEUM, LONDON, U.K.	42.1%	5,821	4,097	14	HUBEI PROVINCIAL MUSEUM, WUHAN, CHINA	330%	4,300	1,000
5	NATURAL HISTORY MUSEUM, LONDON, U.K.	22.2%	5,689	4,655	15	NATIONAL MUSEUM OF KOREA, SEOUL, SOUTH KOREA	22.5%	4,180	3,411
6	THE METROPOLITAN MUSEUM OF ART, NEW YORK, NY, U.S.	67.2%	5,364	3,209	16	GUANGDONG PROVINCE MUSEUM, GUANGZHOU, CHINA	19%	4,000	3,360
7	CHINA SCIENCE TECHNOLOGY MUSEUM, BEIJING, CHINA	271.4%	5,315	1,431	17	MUSÉE D'ORSAY, PARIS, FRANCE	18.4%	3,871	3,270
8	NANJING MUSEUM, NANJING, CHINA	211.0%	5,007	1,610	18	NATIONAL GALLERY OF ART, WASHINGTON, D.C.	17.6%	3,830	3,256
9	AMERICAN MUSEUM OF NATURAL HISTORY, NEW YORK, NY, U.S.	NA	5,000	NA	19	MUSEO NACIONAL DEL PRADO, MADRID, SPAIN	35.9%	3,338	2,457
10	SUZHOU MUSEUM, SUZHOU, CHINA	242.4%	4,852	1,417	20	STATE HERMITAGE, ST PETERSBURG, RUSSIA	16.4%	3,274	2,813
TOP 20 ATTENDANCE FROM 2023 AND 2022 (PUBLISHED PRIOR YEAR TOTAL)*							65.9%	99,763	57,130
2023 ATTENDANCE AS % OF 2019 PUBLISHED ATTENDANCE**							94.6%		

66%

Top 20 Museums Worldwide Attendance  
Change 2022-2023\*

99.8 m

Top 20 Museums Worldwide  
Attendance 2023\*\*

57.1 m

Top 20 Museums Worldwide  
Attendance 2022\*\*



# Top 20 Museums Worldwide

