

NYSE Floor Talk - Interview Transcript with Alper Oktem - March 10, 2023

Judy Shaw: I am Judy Shaw for NYSE Floor Talk. Joining me today is Alper Oktem. He is the founder and CEO at Marti.

Alper, it's wonderful to have you here. Thanks for joining me.

Alper Oktem: Thank you. It's awesome to be here.

Judy Shaw: Now before we get started, just a quick note to our viewers this interview is for informational purposes only. The NYSE doesn't recommend any investments or investment strategies.

Alright, so Alper tell me what is the significance of Marti as the first Turkish company to do its sole listing on the NYSE?

Alper Oktem: It's great to be pursuing a listing on the New York Stock Exchange, something that makes us proud. A lot of very prominent companies have been here and it's very exciting to be on the trading floor today.

Turkey is the only G20 economy without a mobility super app. A lot of countries that are in the G20 and emerging markets like Indonesia, Brazil and India have very large companies that are mobility super apps, but Turkey doesn't. So our goal here is to tap deep financial markets to be able to build something that, you know, makes us proud and can serve the Turkish consumers. Today, we are the number one mobility app in the country (Turkey). We have more than 4 million users and we have more than 47,000 shared mobility vehicles. We serve 16 cities that constitutes around 71% of the Turkish economy. Through this de-SPAC merger we are looking to build a world-class mobility company and we're certainly privileged to be here and be working with the investors that we are.

Judy Shaw: Alper, tell me, so how do you envision the future of mobility in Turkey and how do you see Marti contributing to this future?

Alper Oktem: Well transportation is the number one issue in emerging market megacities. Certainly Istanbul is one of those cities. What we believe at Marti is that we believe everything on wheels will be electric and everything electric will be shareable. So with that vision we built one of the largest shared electric vehicle fleets in the world. Turkey is a country of 85 million people; it is the largest in Europe. Istanbul is a city of 20 million people. It is the largest city in Europe, so the demand is fairly high for our services. Ridesharing and shared e-mobility are in quite high demand right now in Turkey and all over the world. In Istanbul and Turkey in general, high traffic, relatively high cost of car ownership, lack of public transportation alternatives make it fairly, fairly popular. So in the future, you know, in our data we see that a healthy mix of different modalities or form factors are complementary to fulfilling the needs of the average consumer. So at Marti we always try to build new products and launch our services to more and more people every day.

Judy Shaw: Alper, it's been a devastating time in Turkey with the earthquake and, you know, in wake of this earthquake and the rebuilding efforts tell me what role your company can play when you become a listed company to inspire entrepreneurs and other startups?

Alper Oktem: Well thank you for that question. It certainly is a challenging time for Turkey. The earthquake was devastating, and destruction was immense. Around 13 million people got affected. Hundreds of thousands of people are left homeless. The total cost to the Turkish economy is, I believe, around \$85 billion, which is one tenth of the entire (Turkish) economy. So the road to rebuilding is long and challenging.

In the short term, Turkey needs to fix the, you know, shelter crisis because, again, hundreds of thousands of people are left homeless. But in the long run companies like Marti can make a difference. Through technology, you know, different startups and high tech jobs, we can spearhead the economic recovery in the region and Turkey in general, also providing opportunities, jobs for the region and for the young population. That is very important.

Also, during this time, you know, creating motivation for people there is very important and at Marti we are pioneering and trailblazing something that was never done before. We are pursuing this listing on New York Stock Exchange and that is something that hopefully inspires Turkish entrepreneurs into the future. We're very proud to do something that seemed unimaginable in the past.

Judy Shaw: All right well Alper it's been great to have you here. Thank you so much for joining me on floor talk.

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