

— **TECHNOLOGY INVESTMENTS CONTINUES
IN HUMAN RESOURCES PROCESSES**

Ahmet Dođan

— **POLAT IS
INSIDE OF LIFE**

Aysu Sađdıç

— **MINE OF THE FUTURE:
WASTE WATER**

— **WOMAN'S DAY at
POLAT GROUP**

— **POLAT MAKINA and PGR
FAİR CALENDAR**



We are Building
The Future Together!

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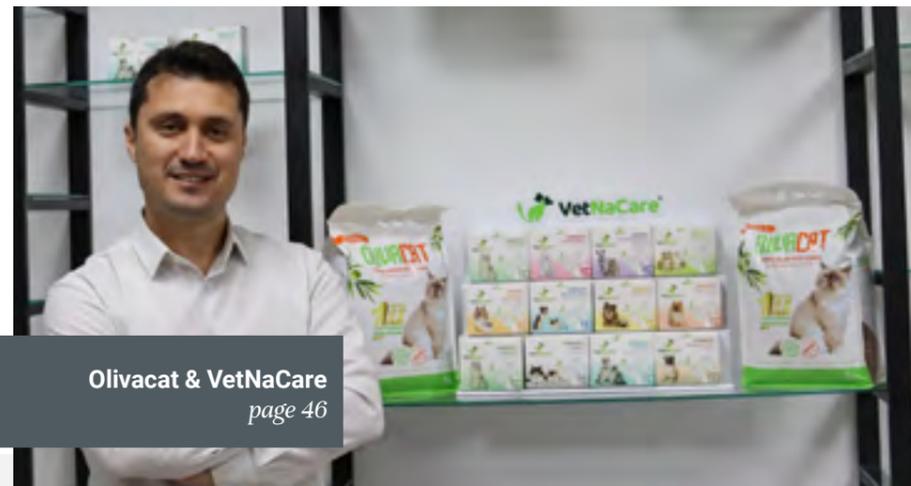
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From the Editor

Dear Readers, Loyalty, Sincerity and Affiliation

I am appealing to you from a large family of which I'm a member, where all these feelings come together.

At Polat Life's 16th issue, we have included our employees, which are the earliest members of the Polat family, which is continuously growing. We listened to their memories about Polat Group Holding. Our most experienced employees shared the point where our companies come from past to today, and those which have been succeeded together. It was very exciting for me to hear them. The contribution of our valuable employees, which are working in the formation of our corporate culture and memory, and take part in the growth of Polat Group and its transforming to an institutionalized structure is extremely great.

For me, one of the ways to enjoy life is to have a peace of mind in the environment you live. I think it's a great chance to love our work space and enjoy being in this environment where we spend most of our lives and the most productive times of our day. In work places where the sense of belonging is developed and we feel the peace; the emergence of success, new discoveries and works of high added value is not coincidence.

While preparing the issue of this month, I realized once again that success may be possible by setting targets alone, but growth is possible when achieving the same target together. I know everyone has a share in every step of this big family, from infancy to adulthood. I'm very happy to work under the same roof with my colleagues who have been working, developing our company and contributing to the growth of Polat.

In brief, I hope you will enjoy this issue talking about how working people are strong together, and including many topics and guests, and take care until our next issue...

Gülçin Çiçek
Corporate Communications Specialist
Polat Group Holding

► **We held our monthly birthday celebrations with all our companies.**

Some shots of our birthday celebrations that we make in our companies every month. Happy birthday to all of our employees and so glad we have them.



Happy Birth Day

► Aydın Head and Intelligence Games Tournament

As Polat Makina, we are proud to be the sponsor of the Head and Intelligence Games tournament organized in Efeler district of Aydın and held with the support of the Provincial National Education Directorate . In the tournament, which was carried out between schools at primary and secondary school level, primary school students competed among themselves in sphere, pentago, mangala, q-bitz and equilibrio games. Secondary school group competed in mangala, sphere,

kulami, pentago and reversi games. At the end of the tournament, 1st, 2nd and 3rd medals and prizes were awarded. In the tournament held in Adnan Menderes Anatolian Imam Hatip High School, Hakan Özcan, District National Education Director, presented a plaque to Gülçin Çiçek, Polat Makina Representative and Corporate Communications Specialist for the sponsorship. Our students will continue to compete in Aydın Provincial Tournament, on March 24.



► Murat Temizer, our Chief Information Officer, met with Bahçeşehir College students.

Murat Temizer, Polat Group Holding Chief Information Officer, met with 10th grade students of Aydın Bahçeşehir Private High School. In the interview, students who are prepared to select their faculty departments, asked questions about Software and Computer Engineering, which is one of the most popular professions. There was a huge focus of the young people, on the concepts such as ar-

tificial intelligence and digitalization. In recent periods, increasing demand in the software sector and the opportunity of the new generation to have coding knowledge at a young age seem to have increased the interest in the Information Technologies. Young people want to take an active role in professions related to software in the future.



News From Us



► We welcomed Söke Mesleki and Technical Anatolian High School Students.

We welcomed Söke Professionals and Technical Anatolian High School Students in our company, which we have a Protocol under the scope of the School Industry Cooperation.

11. and 12. grade Students who studied in the field of Machine Technologies, Computer Machine Manufacturing visited our company and received information about the forms of production. 12 students, who have been deeply in-

terested in machine production will be included in a 15-day training program at a Professional Training Center in Germany in April with the Erasmus student exchange program.



► March 8 International Women's Day

March 8 International Women's Day We celebrated March 8 International Women's Day with our valuable workers on March 8. We thank all women employees for their efforts and dedicated work. So glad we have them.

As a company operating in the production sector, we encourage female employment in all our departments, and we take care to ensure the continuity of this system.





Technology Investments Continues in Human Resources Processes

In the basis of our Human Resources strategies; there are goals to increase the commitment of our employees and improve work efficiency.

The rapid increase in employees in line with the growth of our company has become inevitable to use technology in human resources processes.

In 2020, solution partners that can support the determined strategies in Human Resources were examined, upon the assessments (ease of use, process integration, flexibility, mobile application, etc.), SabancıDX was preferred as solution partner and it was preferred to continue with the HrWEB application of this company.



Ahmet Doğan
Human Resources and Corporate Development Director
Polat Group Holding



On the phase 1 of the study completed at the end of 2020; performance evaluation, competence evaluation, training, wage management, self-serving application, payroll, leave management processes were transferred to the software environment.

In addition to the business management process, it was signed with TURK KEP to ensure both wage confidentiality in written payrolls and pre-

venting paper waste and support for environmental applications. In this way, the payrolls created on HrWEB are directly transferred to the personal KEP addresses of our employees.

As of the end of 2021, HrWEB 2. Phase studies have been completed. In this phase: hiring, polyvalance (blue collar multiple skill development), career and development processes have moved to the software environ-

ment. With these practices, it has been aimed at increasing our level of meeting the career and development expectations of our employees.

Our investments in technology will continue in a way that human resources processes can contact to each other and be determined from end to end.

The Quality of Our Products in Advanced Level

We have talked with Mr. Sammer Ibrahim Jumaa who is the founder of Al Iraq Company about Iraq market and the place of PGR in the market

Interview



Dear Mr. Sameer Ibrahim Jumaa, firstly thank you for your time. We would like to know more about you.

When did you start your business and can we also know more about Al Iraq Company?

I started my business in 2009 Al Iraq company one of the most popular companies in Baghdad since its works. Our market presence is in more than one field for which fulfilling is needed: in concrete, asphalt cement and sand factories. More generally in motor and Gearmotor branch we can cover all needs in whole Iraqi markets.

How is the market situation in Iraq in last years? Do you have feedbacks from your customers?

"Last two years Iraq's Bazaar better than it before. I didn't get your question about customers feedback; do you mean about customers using gearmotors and gearbox issued from PGR? If so, you know I just started with you last year. But generally speaking, I believe in goods, linked

at the really high-quality level. I have seen this aspect from my eyes when I visited your facility and saw your team's professionalism and the high level of technology from your machines.

How did you first meet with Polat Drive Technologies and decide to collaborate?

"Via internet, during my searches to find a high quality Turkish Gearmotors supplier. I found it as a good facility and factory to work with. By the way, after I contacted with them I found good team with great manager (Mr. Necdet)."

Did the pandemic affect your business and change the consumer behaviour?

Actually, we started real business after pandemic hard days.

How do you find machine industry in your country? Especially after industry 4.0 do you think is it changing a lot comparing to last decade?

As I mentioned earlier industry and business becomes very good in Iraq last two years compared with previously.

Would you like to say anything to our Polat Life magazine followers?

During my work with PGR, I noticed that all the people have really good and high-quality perception of product to provide. And in fact, your products are even better than others in EU countries. It's one of the reasons I start to schedule, in the future, for opening a branch to work with PGR and NRW gearboxes and spare parts. This brand agreement will be exclusive.

Interview

Gülçin Çiçek
Corporate Communications
Specialist
Polat Group Holding

Digital transformation is continuing at PGR...

We provide practical solutions to our customers with our improved configurator application.



Customized solutions
to our customers' needs...



Francesco Fallacara
Sales Area Manager for olive oil
Polat Italia Group SRL

At the base of success, There Must be a Passion for What We do

according to us, perfection is possible because we know its value.

Over the last decade the number of olive oil producers who prefer 2-step processing has been steadily increasing as the quality of the extracted oil increases compared to 3-step processing. And the car manufacturers have followed the same path. POLAT's solutions are many and it is

able to follow all the needs of the olive oil market in Italy and also in Europe.

The need to control kneading or malaxing times and temperatures through objective assessments has also made it essential to introduce a series of much more efficient and precise control technologies. All this

was made possible thanks to the use of high control software that replaced the obsolete, imprecise as well as subjective manual methodologies entrusted to physical operators.

The economic crisis linked to the pandemic, unfortunately, still underway has led to radical changes for compa-

nies operating in the Italian and European market, bringing them closer to essentiality. The new global VISION is to increase production and profit margins by reducing as much as possible not only waste but also damage to the environment. The POLAT group has also adopted the philosophy inspired by the GREEN REVOLUTION and is directing its company policy towards an increasingly efficient environmental sustainability. And it is precisely in this ecological perspective that the olive oil division has optimized the various stages of the manufacturing processes, making them sustainable and at the same time offering its customers high quality products at appropriate prices. It has been possible to concretely achieve these objectives thanks to the introduction of REVOLUTIONARY technology 4.0 which consists in the application to its olive oil plants of sophisticated software and hardware that control its operation and production standards, guaranteeing not only the reduction of energy consumption as well as the unquestionable increase in the life cycle of machinery. This important investment has allowed to Polat to remain in the highest profile segment of the olive oil machineries mar-

ket, fully satisfying the expectations of existing customers and affecting those potential customers who are entering the world of Polat for the first time.

At the base of success there must be a passion for what we do together with technological innovation, quality control, highest level and precision mechanical production, commercial network, technical competence of our agents and advisors, service available 24 hours a day 7/7, orientation towards customer level satisfaction that allows you to listen, analyze, advise and fulfill your needs process of each customer, make Polat a solid, reliable and highly qualified partner for the future challenges facing the world, the environment and the market..... yes, according to us, perfection is possible because we know its value.



PXZ

Fullu Modular System

*With Our Fully Modular System,
Olive Oils Are On Your Table
As It Was Picked From The Branch*



With high energy efficiency, fully automatic control, and extensive system customization we offer exclusive solutions and maximum benefit for you.



Polat Makina through the eyes of

Our Family Members...

We brought the stories told by Polat Makina workers to this issue.

We have succeeded in being able to achieve great success with our dear friends who work shoulder to shoulder while we have been providing service continuously in the industry for many years. And we know that this will go like this. We thank our valuable colleagues for their

beautiful thoughts, who fulfill their responsibilities with a sense of belonging, and work with dedication. With the pride that we had about the exponential growth of the Polat Makina family, we hope that we can succeed many more achievements together.



► We've spread from a small field of production to a vast area.

Mehmet Gülmüş | Welding Operator

I started working in 1986. At that time, we were working 5-6 people, making ginneries. Then tests were conducted in the decanter business, afterwards, we saw that we could produce it, and the decanter production was started. We've spread from a small field of production to a vast area. In all these processes, I have worked in different departments, worked in production, assembly and service. We had difficult days, we had good days. We've survived all these difficulties together. Mr. Volkan and Mr. Olcay were kids at that time, they were going to primary scho-

ol. They interned for a long time in the factory when they grew up.

I think the growth will continue with the new steps the future generation will take.

We worked with Mr. Ibrahim in production. He was not like boss to us, then we were like brother. Now technology has advanced a lot, it's not hard to work as in old times, I think young people are working more comfortable now. I would like to work as long as I am in good health, I'm one who likes to work.

Our bosses have always supported us when we need anything so far. That's why I thank them very much.

► I had beautiful moments in Polat.

Mustafa Tabaklı | Welding Operator

I have been working at Polat Makina since 1995. I'm in the welding department, in the past years, we used to work with old model transformer welders. Compared to the current technology, it was a difficult process. It couldn't be welded for a long time. Now, there are welders that are produced in more advanced technology, minimize their welding errors and facilitate the work. It was good that machines change. In the past, all employees of Polat Makine were 30 people in total, and now only 40 people are welding in my department.

I'm one of the earliest employees of our company. When I see machines that we produce around me, I am proud to tell my friends that

we are producing them. It's been 15 years that I have retired from Polat Makina but they asked me to continue. So I accepted it, and I have been working here for 27 years. And it is hard to train workers in welding section. There was a belief such as "don't spare the rod," in people in industry in the old times. Now, young people find these things dirty, they don't want to work. Also, all documents and certificates need to be complete, it is a laborious job.

We had a moment when Volkan Polat saved my child's life. The company had taken us on the ship tour. My son was in danger of choking. Mr. Volkan dipped and saved him. I heard it later. We had a good memory together.



► We're like family with my colleagues.

Engin Karakaş | CNC Lathe Operator

I am Engin Karakaş, I have been working in Polat Makina since August 2004. This is where I have seen as my second home for 18 years. We can work long hours because we also have overtime situations in the week, and I am glad of the business environment here and to be using my time in Polat Makina .

A total of 100 people worked in the company when I first got a job. Everyone knew each other. Polat Makina grew, developed from that day to this. New friends start working almost every week, so there are a lot of people we don't know. It's getting hard to know the newcomers. We were all together before, for either metal or assembly works. When I got the first job, there were 2-3 workbenches in the section where I was working. There have been a lot of improvements in 18 years.

When we first started, we were producing for the olive oil industry, then the cream and the treatment. Products have been continuously

varied, we are producing machines that I don't know at the moment. The parts are the same, but machines are different, machines change continuously. You need to change. If we only were to produce olive oil machines, we could not have developed so far and we would have to vary production.

We're like family with my colleagues. I'm still seeing my friends who had worked here before.

I'm from a village of Aydin, 35 km from here. When I saw our machines and brand somewhere, I'm proud of them. One day, when I saw our machines on TV, "look at the machines that we produce," I said to those who are with me.

I have not seen the new place of our company, but I can say that our company will climb the ladder. If God allows, we will develop, our company promises well.



► I am getting emotional when I see our machines while I am outside.

Mustafa Zafer Şengül | Universal Lathe Operator

I'm an operator at universal turret lathe. I've been working in Polat Makina for 22 years. As it implies that I have worked for a long time, I am very happy with my work. I make it just as my own business doing my work. I am also sure of the products that come out as well as the quality of the product. I am processing the decanter body drums and processing helion materials. I work in processing body drums as 90%.

When I started to work, I was processing the body of 35-40 machines, then I was closing the workbench and start working on other workbenches. But now we also have products on the industrial side, and our sales are fairly high, so we don't faces such problems. In the universal lathe, we're working now as 10 people, and new friends continue to join us.

After CNC machines got involved, our production became very practical and quick. We are very happy to witness the development of Polat

Makine. We're going to grow more. I think more CNC benches will be purchased in the near future. Since there are demands for production that increases every year, machine investments will also increase exponentially and accordingly, the employment will increase, I believe.

Of course, when I see our machines, we are affected. Our Polat Makina olive oil line appeared in a series. We're very affected in situations like that. I proudly tell my wife and family the products produced by our work.

I'm quite happy with our bosses, I have never had any problems so far. I plan to work here until I will be retired. I have not seen Mustafa Polat for a long time, I can say that we missed him.

We had contributed to Polat Makina as well, while it is climbing the stairs step by step, and I am proud of it for myself. We have a leadership that we have captured with olive oil. I think we should do the same production in other machines, and I believe it will be soon. In this situation, our growth will continue exponentially. We were 96 people when I started to work and now 1000 people are working at Polat companies.





► I started a beautiful life thanks to Polat Makina.

Serkan Sargin | Shift Responsible

I was born in 1980. I started working at Polat Makina in 2002, after my military service. I work in the dyeing plant department. When I first started working, we were using epoxy paint. There were neither furnace nor shot chamber like today. Now we use acrylic paints. The paints that we use right now are just as automotive paints. As a team, we were 3 people at that time, they were retired, and I continue to work. We are currently a team of 8 people. When I first started, I was single. I got married, I had

two daughters. I started a beautiful life thanks to Polat Makina. We grew up here. When Volkan Polat was still a student, he was coming to the factory. We were drifting the machines together. Their father had asked Volkan Polat and Lütfi Polat to spend time with us and learn the business. Last year, I was promoted. I am happy with the title I got. Our communication with my colleagues and team is very good. I'm glad that I work at Polat Makina. I thank our executives.

► I love Polat Makina.

Mustafa Özcan | Shift Responsible

In 2000, I started working at Polat Makina at the age of 18. I want to retire here all being well. When I first started, I worked in many different departments because there were few people. I worked in welding, assembly, production and finally metal works department. The deceased Erol Alakoca, was my master, and I learned everything from him. I have been to many installations at home and abroad. I've traveled a lot of countries, and when there were problems, I went to figure them out as well. I have been working as a foreman for the last 3 years.

I'm not saying it because we interviewed, but I sincerely like Polat Makina and I'm happy to work here. If not, I wouldn't have worked here all these years.

There was a crisis in 2002. Polat Makina has come out of this crisis by getting stronger. We had produced 10 machines in 3 months and now we can make these machines for Tunisia in a few days. We have a more practical and technological production right now.

Ibrahim Polat is a very venturous and a meticulous person. He has a very researcher-centric view, keeping what he sees in his mind and investigates it deeply. Thanks to him, it is no coincidence that our company grows more and more. He cares very much about customer relationships. Mr. Ibrahim has always stood behind the machines he produced. For example, there was such

a moment about it: There was a breakdown of machines. We went to visit the customer. That breakdown has lasted a little bit. The owner of the company said to us, "Don't worry! Ibrahim Polat called me, and 'the machine is mine, if necessary, I'll replace it tomorrow. I'm going to solve that, if necessary, the machine will be scraped. It's not very important,' he said." We have heard similar conversations from other customers. Mr. Ibrahim often sold machines by saying "this is the quality of my machine, and buy this at that price, if you like." Because he was extremely self confident and always behind his machines.

Volkan Polat is also a good guy. He had interned here when he was a student before. There were days when we worked together, we had dinner. Our biggest source of motivation is that they act like a good manager, not like the boss.

I feel proud of course, that our brand grows like this and I work here. There are some conversations outside when I say I work at Polat Makina. They say "Oh! How did you get into, is it that easy to work at Polat? Those make me feel good, of course.





Let's listen to Polat Group Redüktör

From Our Employees

We share the voice of our colleagues who created Polat Group Redüktör, with you in this issue.

The Polat Group Redüktör Family has always been through its devoted, hard-working stakeholders who engaged to the organization they work for, since its first production in its sector, and will continue to be in the same way after that. Because Polat Group Redüktör has

always put the capability of being family and staying loyal to its values at the center of its growth. We would like to thank each and every one of our employees who walked this path with us, and we hope to always be together.

► Production is a business of “TEAM”.

Himmet Ayyördü | CNC Operator

I have been working for Polat since the last months of 2000. I'm now responsible for the horizontal processing department. Here's my story to start to work: Ibrahim Polat and my father were colleagues in the industry many years ago. They worked together before Polat Makina was established. We came to Mr. Ibrahim when we graduated from high school and look for a job. "We will teach your son a job, he's very promising," Mr. Ibrahim said to my father. They brought me to the CNC machines. At that time, there were 3 CNC machines. I learned how to write programs at these counters. We went to Izmir for days to get trainig, developed ourselves and continue developing. Of course, we couldn't have predicted that we would

grow this much at first. When we started, we were producing gearboxes that were used only in the products produced by our Polat Makina company. Now we produce gearbox to the world, and we nearly come up short. I think that the factors of our company's growth depends on all our employees, especially Mr. Necdet. Because production is a business of "TEAM".

We were initially very few people in the gearbox production. Mr. Necdet, our General Manager, had taken us to our homes the days we worked till the late hour. We went out from the factory at 00:00 a.m., and we got home at 02:00 a.m. If you ask "how?", we used to go to a soup shop, and then at the confectioner. A little bit of conversation, a little chat, then finally we came to home.



► Everything changed in 25 years except of our relations.

İbrahim Çevik | Denture Operator

I have been working at Polat for 25 years. Afterwards, I transferred to PGR when the company was established officially. When I look back at that time, it's a huge success for us to achieve such a size. It was difficult to predict earlier, but I was guessing that we would grow up.

There have been tremendous changes in the apparatus and equipment we used in 25 years. They're accelerating our jobs very fast. If I give an example; in the first years, I was processing 100 parts in 2 days, and I can now process them in 6 hours. Because we have that potential and those machines. We were 24 people on PGR at that moment, now, we're close to 500 people. We used to have a guest house in Polat Makina, when I first started working, I was staying in that house. After getting married, I moved to my own house, and when I completed my military service, I continued to work at PGR. Thanks to Mr. Necdet. He supported me all over.

There have been big changes in our company and production. While manufacturing in a hall in the past, we have 2 factories now, and we can't fit in them. We're growing and we have new workbenches, and newer ones are planned to come. I can say that we are making nearly accurate production, our systems have improved a lot with the arrival of technology and robots. We have always witnessed these processes.

Everybody in Aydin knows Polat. Every person we talk with asks questions about Polat. When I go somewhere and see machines that we produce, I tell my wife, family and friends. I say we produce the gearboxes within the machines. This situation makes me happy.

We have a unique relationship with Mr. Necdet. I always consider him as a brother, I like him very much. I'd like to take this opportunity to thank him and my other executives very much.



► I'm happy when I set up a machine, I enjoy it.

Medet Görgün | Denture Operator

I started working in our old factory in 2007. I'm currently working in the threading department. We used to have mechanical workbenches, currently are working with CNC benches. With the development of technology, we have developed and changed. Of course, there are a lot of improvements in our business between the gears that we produced in 2007 and now. 15 years ago, we machined 17-18 pieces on a workbench in a day, and now we produce 90 pieces a day. It's a big change, and this change seems to continue together with developments in technology and machines. At the same time, our new technology benches have seriously prevented a loss of time and accelerated mass production.

I think that we have improved a lot in 15 years, both materially and spiritually. It's been my 33rd year in the gear industry, and I have worked on gear production before. We're growing the

gear assembly. I retired from PGR in 2018, but I still continue to work. I like my job a lot. "You are the only person who loves a job," even my children say. I'm happy when I set up a machine, I enjoy it. I don't know how it will be when I leave it.

Ibrahim Polat is a very smart person, we had a such moment with him. We were cutting a large continuous piece, and we couldn't cut that piece for 2 days. Despite the experience in all these years and of our department officer, it has wasted our time a lot. When Mr. Ibrahim passed by us, "what are you doing?" he asked us. We mentioned the situation, and "there are 4 bolts over there, open the bolts, withdraw the pin, then cut it off," he said. We cut that part right away as soon as he said. He is a very good observer.

► We're very happy when the company gets bigger and gains more.

Serdar Tan | Lathe Responsible

In 2003, I started working in the universal lathe. I was the 27th person who started a job within the PGR. I transferred to the PGR office when the PGR was established in 2004. When I first came, we were manufacturing for Polat Makina, and we gradually started producing for different companies. It is a huge advantage for our company to have a General Manager like Mr. Necdet. Serkan Akmeşe, our Production Manager, also has a great effort and I think that his business knowledge is at a very high level.

Especially we make processing new models. We're very happy when the company gets bigger and gains more.

My father was also an lather, meaning that I rose from the ranks. I am happy to be part of this family. I feel that I'm a part of Polat Group Holding. My first place of work is here, and I'm thinking of retiring from here.



► Every day, I see and believe that our company will grow and get better .

Bekir Güneş | CNC Line Manager

I started work for PGR in 1998. After my military service, I came back to the company in 2001 and continued my work.

When I first started, I was an operator of CNC, now I'm responsible for the CNC line. When we first started, we had 3 CNC machines, and our lathe workbenches started to grow. Because I knew that Mr. Necdet was a forward-looking person, I was predicting that we would come to these days. Because at that time, although we had no need for them at the moment, we saw that these workbenches were not enough for us 3-5 months later. At that time, Mr. Necdet showed us that it was wide open for us.

In the course of time, we have worried about how to produce faster over time. We can measure 11,000 precision in our current workbenches when we used to measure 2D measurement. These are good developments with technology.

From whence we came and to where we will return, what workbenches we were working at, now it's a proud picture when we look at them. We specialized in our business for years.

Thanks to our managers who predicted market size and future orders before, our company is growing more and more. It's hard to find employees on the blue collar, our friends who graduate from technical high schools can adapt to work as soon as possible, but recently it doesn't seem too attractive to work in production by young people. That's why we have difficulties in finding staff from time to time.

Every day, I see and believe that our company will grow and get better .



► Sometimes, I'm surprised that we still grow so much.

Selami Saygılı | Universal Lathe Operator

I was born in 1964. I've been working for Polat for 26 years. I'm still working here although I'm retired. Mr. Ibrahim hired us as a team of 6 people when we first started. At that time, we were producing olive oil machines at Polat Makina. When Mr. Ibrahim said to us at that time, that he wished we had started working together a 5 years ago, we said it wasn't late, Mr. Ibrahim, and we were on the way.

We met Mr. Necdet in Polat Makina. He mentioned that he wanted to produce the gearbox, and we started working with him. At first, we started producing several gearboxes a month. There were days when we came in the morning and worked together until 23 p.m. Mr. Ibrahim had replied to us as if we had a child in Gaziantep when we had problems with gearboxes. We had produced new ones before the gearbox came to us.

In the earlier stages, I was working on universal turret lathe, and Mr Necdet asked me to learn the CNC workbench. I learned it and I continued

to work at the CNC workbench. Sometimes my friends ask when I will quit working, and I say I want to work for another 10 years.

Sometimes, I'm surprised that we still grow so much. We produce a lot of quality products, that's why we grow so fast, I think. We can't get quality if we don't follow technology, then I think we can't get customer satisfaction. We grow so much because all these are taken into consideration. Many years ago when we came to the assembly factory in Umurlu, we were saying this place is extremely large, and we can't fit in this place now.

Ibrahim Polat is a perfect boss. He's an extremely meticulous person. He wanted even machines in production to be aligned. He's still paying attention to such details. This is our home, I'll miss it after I quit. We've experienced a lot of things over the years. We had a lot of fun at Volkan Polat's wedding. I never forget it.

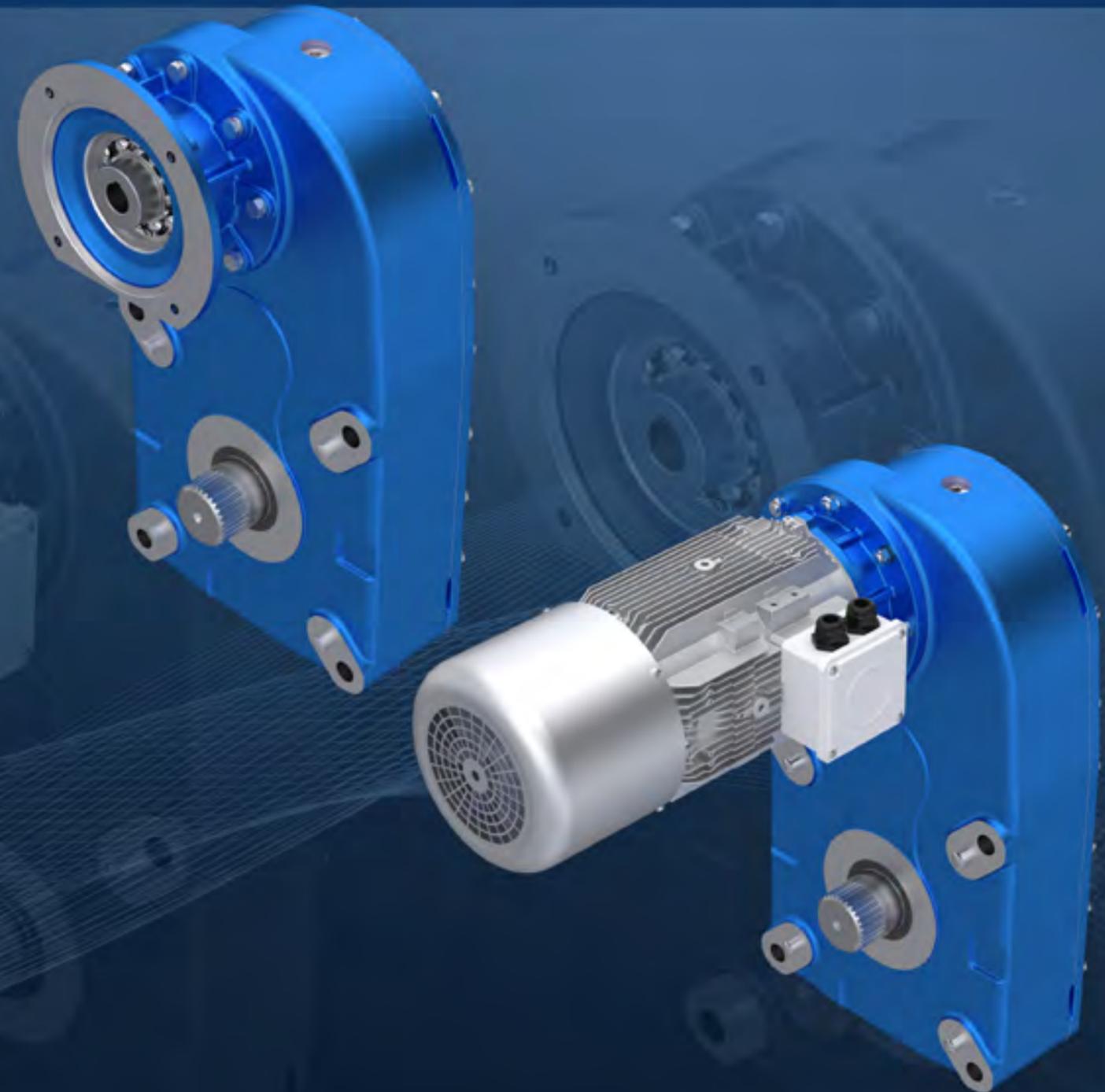
Finally, I'm happy to be here. I've been here for 26 years. I wish they go with God.



SPECIFIC SOLUTIONS FOR CRANE INDUSTRY

The PCS series gearboxes, which serve up to 50 tons of capacity of NRW Drive Technologies are the ideal solution partner for the crane industry with their quiet, compact bodies and ease of maintenance.

- They are helical gear units with parallel axis of the input and output.
- The body has a rigid structure
- System are made in accordance with ISO, DIN and NIEMANN standards.
- Different input options can be offered (Motor coupled, PAM, Servo motor connected, ...).
- Output shaft can be supplied with slider in DIN 5480-82 form and companion flange as output shaft accessory.
- The motors used are double speed (2-12 poles) or single speed (with frequency inverter) and have IP55 protection class.
- Extra fan application is recommended for 2-12 pole motors.
- Bodies are produced as aluminum and ductile iron (GGG 40-50).
- Gears are made of forged and 21NiCrMo2 cementation steel.
- High quality bearings and sealing elements are used.
- Special demands of the customer can be met.



“In 2022, Polat Makina’s communication language is a little more friendly, its lines will be more from the inside of life.”

Aysu Sağdıç
Brand and Marketing Manager
Polat Makina

Polat is Inside Of Life

Hello, Mrs Aysu. First of all, let’s get to know you. Can you tell us about yourself and your business life?

Hello, I was born in Izmir in 1986. Actually, I have a a little complicated career past. I worked as Junior Product Manager in a company which is in the field of medical and dermocosmetic sector after completing my undergraduate degree in Adnan Menderes University Department of Biology and graduate degree in Biotechnology and Bioengineering at Izmir Institute of Technology. After quitting that company, I worked as a Project Coordinator in a management consultancy company mainly in marketing and brand projects of different companies. After this job, I came back to the cosmetics and medical sector and worked as Global Product Manager, which is affiliated to the marketing department. During this time, I completed my master’s degree in Business Management (MBA). After that I had been in America for a while for the Digital Marketing and Advertising training. When I came back to Turkey, I started to work in Polat Makina

and currently working as the Brand and Marketing Manager in this company.

How does Brand and Marketing processes work at Polat Makina? What kind of structure do you have?

As a separate department, Brand and Marketing is very new for Polat Makina. Our department currently consists of graphic designers and marketing experts, and we aim to expand our team by the end of this year.

Our department carries out every conceivable activity that will increase the recognition of the Polat Brand and its products. These activities start with a comprehensive market analysis. Marketing strategies are being created and implemented within the year according to the target markets which was set at the beginning of the year. These activities include many topics such as fairs, media planning, different promotional campaigns, digital marketing processes, etc.

What will be the marketing strategies of Polat Makina in 2022? What marketing activities do you plan to focus on this year?

In 2022, Polat Makina’s marketing communication will be a little more friendly, and there will be more outlines from the life. I don’t want to give too much detail as it is a little surprise, but just so you know that after a few months you can see a different Polat brand.

Since the fairs are an integral part of our industry, we will continue to take part in these events. As you know, most of the fairs was cancelled due to the pandemic and as a result of this people have missed participating in these events very much. With easing of the pandemic restrictions, we are expecting an intensive exhibition program. In addition, we have been taking parts in special national and international magazines specific to the related sectors since last year with our ads and articles, and we are aiming to increasingly continue this year. In addition, we plan to focus on our digital marketing activities, including social media management, SEO (search engine optimizations), webinars, web banner ads, and etc.

How do you consider Polat Makina’s position in global markets? Will you have initiatives to increase the brand value?

In the global market, the recognition for Polat Makina is in a very good position, especially in olive oil production technologies. In industrial fields, we can understand the increasing recognition in the last 2 years from customer feedback at fairs where we have participated. With the implementation of new product projects such as Supercritical Extraction Technologies, Polat Makina started to touch life more and this necessarily contributes to the development of marketing communication. I’m confident that we will use this advantage to do better work, as we set out with the motto “the more you touch the life, the more you increase your recognition”.

Finally, how do you consider the brand and marketing works of Turkish companies? I would also like to get your opinions on digital marketing.

We’ve been experiencing very good works recently. There are impressive campaigns that touch in human and natural life.

In this process, when consumer habits are evolving digitally, of course, the promoter of these campaigns are digital areas as well. When you carry out marketing activities in digital areas, you need to conduct very serious research. As you detect the interests and habits of your target audience, you can prepare your digital campaigns through the right channels. Of course, this process is seriously carried out by empathy and continuous analyses of your campaigns. So processes are digital, but understanding the human being is still the main component. So while constantly developing yourself in a technical sense, you also have to observe changes in human behavior, and to be supported by social sciences in this regard.

Interview
Gülçin Çiçek
Corporate Communications
Specialist
Polat Group Holding



► Enoliexpo 2022

We took part in the Enoliexpo 2022 wine and olive oil fair.

We took part at the fair of olive oil and wine production machines held in Bari, Italy on March 10-12 March 2022, and welcomed our visitors. The fair was extremely fruitful and active. We are looking forward to meeting our visitors at the next fair.



Olivacat & VetNaCare

“For both of our brands, we started our production through the amounts of pilot production. Our goal was to create brand and product awareness.”

We had a joyful interview with PG Kimya Factory Production Manager Orçun Ayhan. We talked about our new brands and know more about them during our interview.

Hello Mr. Orçun, let's get to know you first. Let's listen to your connection with Vet NaCare and the Olivacat brand.

Hello, I joined the Polat Group family as a chemist in 2019. I couldn't hide my excitement when I heard the projects of Mr. Ibrahim Polat, our Chairman of the Board and his valuable team, and we started working patiently so that our projects could come to light right away by taking the power of Polat Group behind us.

We produced the cat litter under the Olivacat brand, from olive seeds which are completely natural, and lump forming with the awareness of being the first and only one in the world after 2 years of R&D process as the first of our projects, and offered it to our little friends.

We have started our production under the Vetnacare brand by completing all our R&D and license works on the production of food supplement products for our cat and dog friends, which we also described as a different innovative product, which is our second project.

How did Vet NaCare emerged? I think you've been in the process from beginning as an idea to find its brand name, and its production. Can you share this process with us?

It was not possible not to feel the excitement of our Board Chairman. It was also important that there are brands and names that can carry projects as well as our projects come to light. With this awareness, Mr. Ibrahim and his team must have believed us so much that we and even you have become involved in the excitement in our brand processes.

With a phone call, the Vet NaCare brand has instantly reflected on our ear and the logo as if this brand had known for years. In order to reveal the value and quality of this brand, we increase our products's nutrition values and product quality to the highest level at our facility located in Aydin OIS of high hygiene standards by using highest quality raw materials and with technological production and right package choices. In this way, we are producing the Vet NaCare products and deliver them to our tiny friends

Orçun Ayhan
 PG Kimya A.Ş.
 Factory Production Manager
 Vetnacare- Olivacat

Can you tell us about the product variety of OlivaCat and Vetnacare brands. What are the purposes of use and do you plan to increase your product diversity in the future?

Our feature, which is different, is presenting our products to our pets in disposable packages. Each of our pets has its own taste and eating habits. For example, one of our cats can never like a food that other loves very much. When pharmaceutical and food supplement products are in question, our pets don't like the taste of these products. Our friends are able to consume our health support products fondly as if they are consuming prize food in single-use packages, because Vet NaCare products are in the gel form and thanks to their favorite aroma. In addition, it is a known fact

that natural compounds' efficiency decreases as a result of the air contact. Single use packages eliminate this negativeness and also provide the ease of transportation.

If I talk about our cat litter, which we produce from olive seeds, which is our second product; we produce a product that is indispensable for cats, should be in each cat owner's house, will ensure that our cat relieve itself in a comfortable and healthy manner, saying that we are happy to produce a product that is the first and only one in the world. We must not forget that when we adopt our cat and take into consideration that our little friend is also a member of our home, and adopts the whole living area of our house; it affects our health as well. For this reason, we set out with the slogan "The health of your family is

the comfort of our home". Our cat litter also keeps the level of satisfaction at the highest level by eliminating the problem of dust and lump forming, which are the two biggest problems of users.

How do you think you proceed in your work so far? Do you receive enough feedback from Vet NaCare target audience?

For both of our brands, we started our production through the amounts of pilot production. Our goal was to create brand and product awareness. The reason is that cat litter which is the first and only product from olive seeds in the world, and food supplement products which are our other products will be among the first in the world. But in short time, the feed-

backs and the demands that we faced showed us how much this kind of innovative products were needed, and that they gave us a great responsibility in achieving our goals in the future. For now, our work on the awareness for our product with confident steps in the domestic Turkish market continues and we managed to reach a significant number of customers. We managed to attract the attention of large companies in Turkey and the world, both inside and outside the sector where we operate.

In 2021, we had the opportunity to attend two fairs in Turkey, Izmir and Istanbul, and we feel the pulse of the market and tried to show ourselves in the market.

Thanks to the fairs, we have seen that such products were demanded, and this is how we made our first exports. I would like to say that we will soon take part in the Russian market where we are in a contract phase. In 2022, we started our work to take part in the Interzoo fair in Germany, which was among the big fairs in Europe.

What are the goals of Vetnacare and OlivaCat brands? How do you plan to separate them from similar brands, or do you aim for a transformation?

By adopting the development and renovation, we aim to produce high quality products and increase the quality of life of our customers and pet friends with the strategy of being always ahead of expectations.

We aim to provide practical and rich choice solutions

with healthy and natural products for our pet friends, as a global and reliable brand with environmental awareness, investing in technology and science, always highlighting customer satisfaction, and creating value.

We thank you very much for the interview, and finally we can get what you want to say.

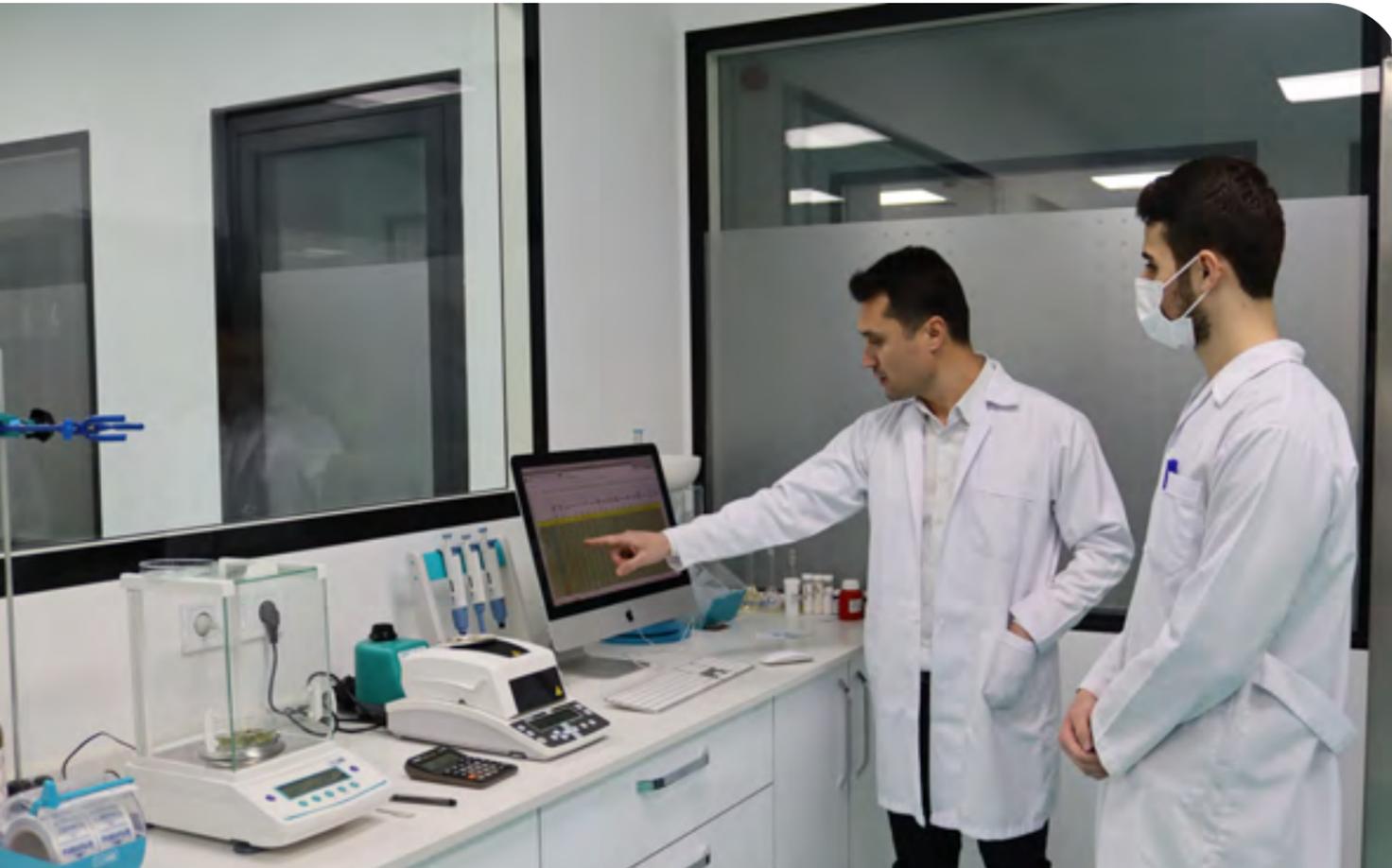
Recently, we see that our world has entered a different cycle. We understood more about the values of all living creatures in our world in this process, and we are working to reveal the most natural, scientific and most useful products we can do for our tiny friends. The positive feedbacks that we receive now and the fact that our products work and are appreciated make us even more proud.

We must never forget that we share this world with all living creatures.

Thank you for this good talk. I would also like to share our happiness on the name of our company.

Interview

Gülçin Çiçek
Corporate Communications
Specialist
Polat Group Holding





VetNaCare®

From Nature to Our Friends

www.vetnacare.com

Solving various health problems used for support vitamins, minerals, amino acids, trace element and various bioactive containing a robot food supplement products.



The Health of Our Friends is Our Priority...



Mine Of The Future Waste Water

Wastewater is much more valuable than you think

Obtaining clean water with wastewater treatment is on the agenda of the whole world. But what about converting dewatered sludge into a reusable resource?

Especially related to the recovery of waste, you have heard that garbage are mines of the future. There is another source kept in the background in recycling, which is wastewater. Wastewater arising from homes, cities or industrial activities; often treated to use as clean water or left uncontrollably into the nature according to the worst scenario.

Dewatered sludge, another valuable output from wastewater is not usually used fully. Whereas this sludge consisting of valuable components can be considered as a splendid source of energy. Taking advantage of this strong potential can also minimize our dependence on depleted sources, as it can meet the needs of raw materials.

Wastewater is Much More Valuable than You Think

In addition to clean water recycled from wastewater, a variety of chemicals and energy sources can be obtained depending on its source. This is obtained from mud discharged from the water, in other words, by the dewatering process and which does not contain water in it (sludge). This dewatered mud (Sewage sludge) contains microorganisms with an important place in energy production as well as organic compounds (nitrogen, phosphorus, sulfur, magnesium, etc.) which have high agricultural value. Most important of these microorganisms are

methanogens. Methanogens are organisms that produce methane gas used in the production of biogas. Systems used in biogas production are defined as systems that allow methane gas to be released into the atmosphere, converting waste into biogas and then channeling this biogas to allow the use of energy efficiently.

Sludge is usually purified before recycling to reduce water content. The most common method used for this is the dewatering we mentioned above. Dewatering is often carried out with the help of industrial horizontal centrifuges, which we call decanters. Decanters are the machines used for separation of

different solids and liquid mixtures and benefiting from the high centripetal (G) force for this.

Polat Makina centrifugal technologies continues to support you in all processes with the most suitable decanters and wide service network in this recycling model, which is the master of sustainability projects that have increased their popularity recently. Let's improve the world together...

Aysu Sağdıç
Brand and Marketing
Manager
Polat Makina



► Polat Fair Calendar

We take our place as Polat at national and international fairs this year as well as we do every year.

Anuga FoodTec

As the leading global trade fair, Anuga FoodTec is the most important source of impetus for the international food and beverage industry. As the world's only supplier fair, it covers all aspects of food production.

26 - 29 May

IFAT Munich

A world leader in the truest sense of the word, IFAT—the World's Leading Trade Fair for Water, Sewage, Waste and Raw Materials Management—is active across the globe offering innovations, resources, and solutions, specifically to tackle those challenges present across various markets.

30 May - 2 June

FOTEG

FOTEG ISTANBUL is a meeting point for food processing equipment suppliers, food production companies' representatives and senior managers. With all the exhibitors and visitors from all around the world, the fair provides many opportunities to understand the latest trends in a big market.

12 - 15 October

ECOMONDO

An international exhibition with an innovative format that brings together all sectors of the circular economy in a single platform: from material and energy recovery to sustainable development.



26 - 29 April

Olivtech Olive, Olive Oil, Dairy Products, Wine and Technologies Fair will be held between 26-29 May in Izmir.

OlivTech

30 May - 3 June

Olive and Olive Oil International Exhibition which is leading in Algeria will be held between 30 May - 2 June in SAFEX Alger Exhibition Center.

AlgerOliva

9 - 11 June

From 12 to 15 October 2022, fieramilano Rho will host 33.BI-MU, the main and most important Italian exhibition dedicated to the industry of metal cutting, metal forming and additive machine tools, robots, digital manufacturing and automation systems, enabling technologies and subcontracting.

BI-MU

8 - 11 November

IDMA 2022

IDMA 2022 We took part in the IDMA fair held in Istanbul on 10-12 March 2022.

We took part in the IDMA fair held in Istanbul on 10-12 March 2022.

At the fair, which hosts thousands of professional visitors from 145 countries all over the world, who came to steer their investments, we introduced our machines for the production and processing of many food products. We know the importance of the fairs organized to reach our potential customers in the domestic and international market and we are looking forward to the fairs we will attend afterwards.



► **PGR Fair Calendar**



As Polat Drive Technologies, we participate in EuroBleach 2022, EuroTier 2022, IDMA and VICTAM in 2022, Sheet metal processing from the food industry at international fairs related to our Innovative products as wide as industry all our valued business partners and customers to get information You are welcome to our stand.

EuroBLECH 2022, the 26th International Sheet Metal Working Technology Exhibition, will take place at the Hanover Exhibition Grounds in Germany.

EuroBLECH is specifically targeted to the sheet metal working industry, featuring a global audience of visitors ready to invest and demonstrating a clear focus on technological excellence. In the current environment of volatile markets, it is thus the platform for international manufacturers and suppliers to the sheet metal working industry.

**EuroBLECH
2022**

10 - 12 Mar

15-18 Nov

25-28 Oct

**IDMA and
Victam EMEA 2022**

International Flour, Semolina, Rice, Corn, Bulghur, Feed, Milling Machinery & Pulse, Pasta, Biscuit Technologies Exhibition

**EuroTier
2022**

The next EuroTier will take place in Hanover.

EuroTier is the leading international trade fair for professional animal farming and livestock management. The leading innovation platform of the global animal production industry offers an overview of innovations and established standards.



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