

Datagate Computer Inc.

2012 1st Quarter – Financial & Operational Results

Analyst Presentation

04 May 2012
İstanbul

Disclaimer

This presentation contains information and analysis on financial statements as well as forward-looking statements that reflect the Company management's current views with respect to certain future events. Although it is believed that the information and analysis are correct and expectations reflected in these statements are reasonable, they may be affected by a variety of variables and changes in underlying assumptions that could cause actual results to differ materially.

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Summarized P/L Account - 1.Q 2012 (000 TRL)

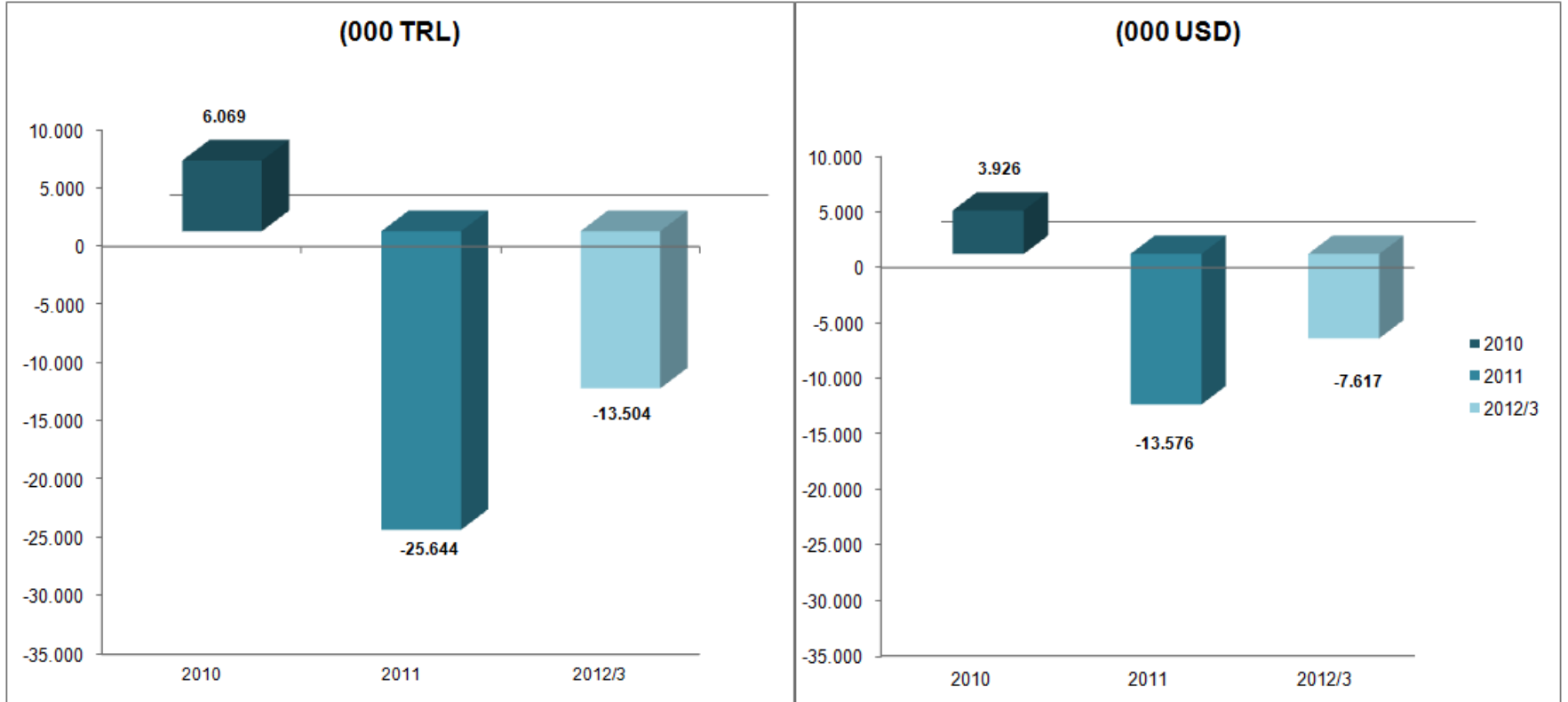
(000) TRL	3 months 2012	3 months 2011	Changes (%)
Net Sales	63.630	77.318	- 17,7
Gross Profit	2.597	1.954	32,9
Gross Profit Margin (%)	4,1	2,5	61,5
EBITDA	1.321	770	71,5
EBITDA Margin (%)	2,1	1,0	108,3
Operational Profit	1.310	758	72,8
Operational Profit Margin (%)	2,1	1,0	110,0
Financial Income /(Expenses), Net	97	(403)	- 124,1
Tax Expenses	14	(82)	- 117,1
Net Profit	1.422	273	420,9
Net Profit Margin (%)	2,2	0,4	532,9

Summarized Balance Sheet (000 TRL)

Assets	31.03.2012	(%)	31.12.2011	(%)	Changes (%)	Liabilities & Capital	31.03.2012	(%)	31.12.2011	(%)	Changes (%)
Current Assets	100.781	99,6%	111.566	99,8%	(9,7)	Short Term Lia.	72.471	71,6%	81.739	73,1%	(11,3)
Cash	13.668	13,5%	34.730	31,1%	(60,6)	Financial Lia.	164	0,2%	7.657	6,8%	0,0
Trade Receivables	65.837	65,1%	65.991	59,0%	(0,2)	Trade Payables	64.648	63,9%	63.515	56,8%	1,8
Inventories	14.258	14,1%	7.548	6,7%	88,9	Provisions for Tax	101	0,1%	836	0,7%	(87,9)
Inventories in Transit	222	0,2%	63	0,1%	252,4	Prov. for Other Pay.	6.460	6,4%	7.191	6,4%	(10,2)
Other	6.796	6,7%	3.234	2,9%	110,1	Other	1.098	1,1%	2.540	2,3%	(56,8)
Non-Current Assets	374	0,4%	279	0,2%	33,9	Long Term Lia.	141	0,1%	1.528	1,4%	(90,8)
Fixed Assets	100	0,1%	113	0,1%	(11,5)	Financial Lia.	-	0,0%	1.429	1,3%	0,0
Goodwill	-	0,0%	-	0,0%	0,0	Prov. for Empl. Trm. Ind.	141	0,1%	99	0,1%	42,1
Other	274	0,3%	166	0,1%	64,9	Capital	28.542	28,2%	28.578	25,6%	(0,1)
Total Assets	101.154	100,0%	111.845	100,0%	(9,6)	Total Lia. & Capital	101.154	100,0%	111.845	100,0%	(9,6)

	31.03.2012	31.12.2011
Net Financial Debt/ Capital	- 0,47	- 0,90
Current Ratio	1,39	1,36
Gearing Ratio	0,72	0,74
Short T. Fin. Debt / Total Fin. Debt	1,00	0,84

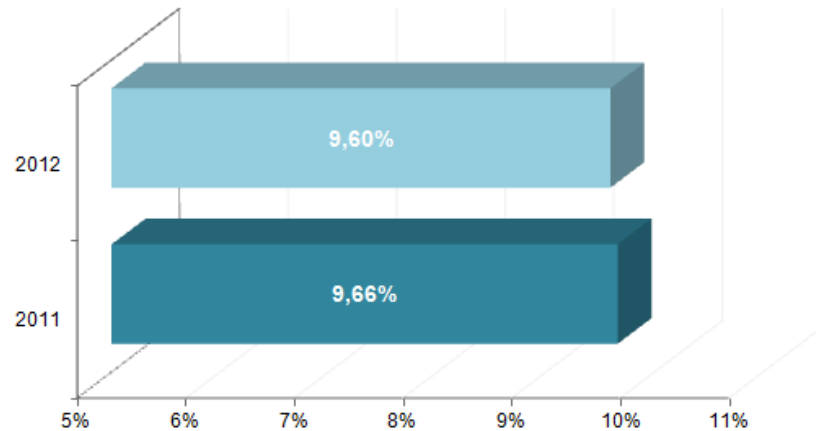
Net Financial Debt (000 TRL & USD)



Working Capital (000 TRL)

(000) TRL	3 months 2012	2011	Changes %	(000) TRL	3 months 2012	2011	Changes %
Short T. Trade Receivables	65.837	65.991	(0,2)	Short T. Trade Payables	64.648	63.515	1,8
Inventories	14.480	7.611	90,3	Short T. Financial Debts	164	7.657	0,0
Cash & Cash Equivalents	13.668	34.730	(60,6)	Other Debts	7.659	10.567	(27,5)
Other Receivables	6.796	3.234	110,1	Total Short T. Liabilities	72.471	81.739	(11,3)
Total Current Assets	100.781	111.566	(9,7)	Net Working Capital	28.309	29.828	(5,1)

Working Capital / Net Sales



Cash Flow (000 TRL)

(000) TRL	31.03.2012	31.03.2011
Beginning of Term Balance	34.730	3.921
Activity of Net Cash Flow	(11.917)	(2.731)
Investment Activities	(4)	(3)
Changes in Cash	(11.921)	(2.733)
Changes in Financial Debts	(9.142)	(132)
End of Term Balance	13.668	1.057

Financial Ratios

LIQUIDITY RATIOS	31.12.2011	31.12.2010
Current Ratio	1,36	1,39
Quick Ratio	1,27	1,02
THE WORKING CAPITAL RATIOS (*)	31.12.2011	31.12.2010
Receivables Days	56	39
Payables Days	73	47
Inventory Days	28	24
FINANCIAL STRUCTURE RATIOS	31.12.2011	31.12.2010
Capital / Total Liabilities & Capital	26%	28%
Short T. Debts / Total Liabilities & Capital	73%	72%
Long T. Debts / Total Liabilities & Capital	1,4%	0,1%
Financial Debts / Total Debts	10,9%	0%
PROFITABILITY RATIOS	31.12.2011	31.12.2010
Gross Profit Margin	5,42%	3,30%
Operational Profit Margin	3,81%	1,52%
Net Profit / Sales	1,78%	0,56%
Profit Margin Before Tax	2,23%	0,75%

(*) Quarterly prepared financial sheets were taken into consideration for calculations.

Thanks...

