

# Datagate Computer Inc.

2012 3rd Quarter – Financial & Operational Results

## Analyst Presentation

14 Kasım 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

(000) TRL	9 months 2012	9 months 2011	Changes (%)
<b>Net Sales</b>	<b>144.879</b>	<b>201.563</b>	<b>(28)</b>
Gross Profit	5.812	11.565	(50)
Gross Profit Margin (%)	4,0	5,7	(30,1)
EBITDA	2.148	7.945	(73)
EBITDA Margin (%)	1,5	3,9	(62,4)
Operational Profit	2.117	7.910	(73)
Operational Profit Margin (%)	1,5	3,9	(62,8)
Financial Income /(Expenses), Net	(725)	(5.364)	(86)
Tax Expenses	49	(505)	(109,7)
Net Profit	1.441	2.041	(29)
Net Profit Margin (%)	1,0	1,0	(1,8)

# Summarized P/L Account

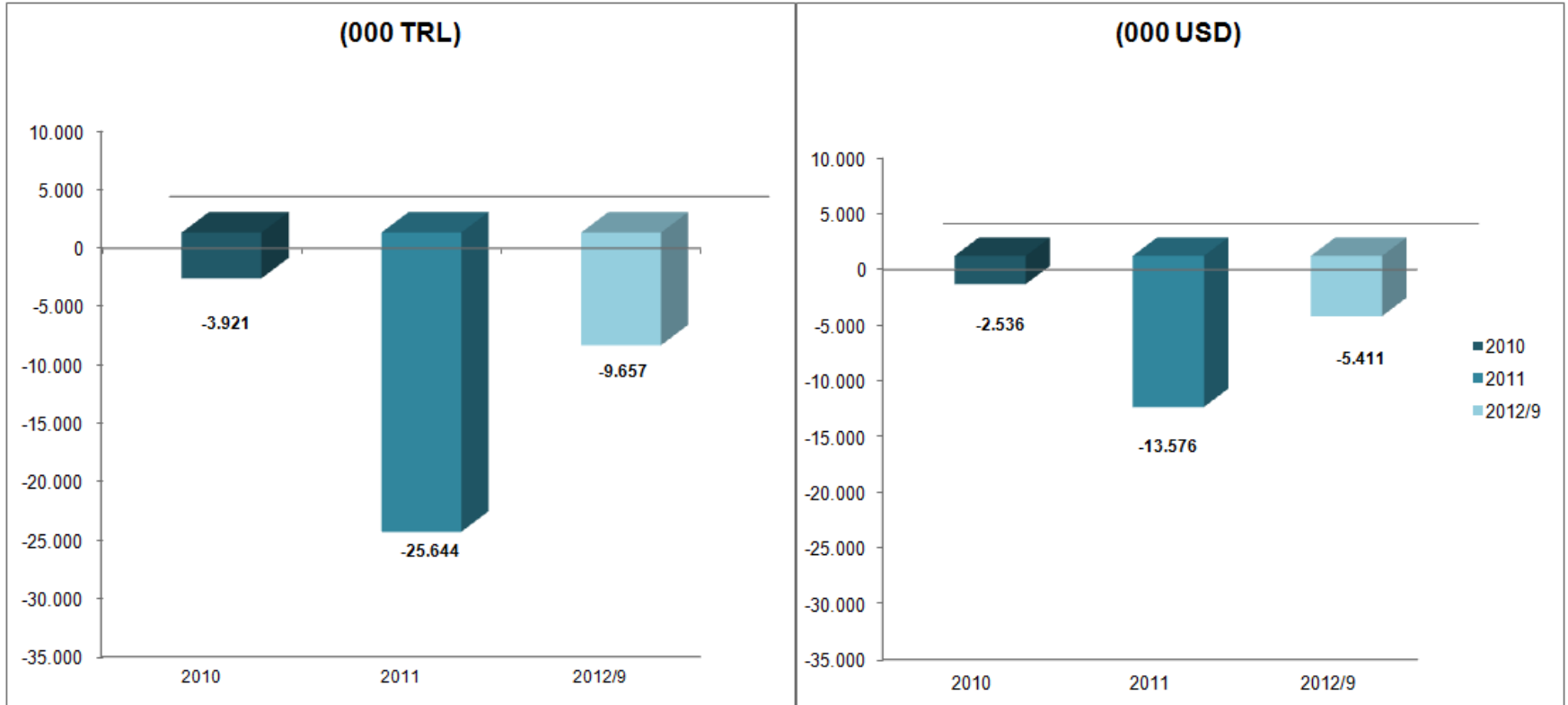
(000) TRL	3Q 2012	3Q 2011	Changes (%)
<b>Net Sales</b>	<b>43.132</b>	<b>57.800</b>	<b>(25,4)</b>
Gross Profit	1.706	6.012	(71,6)
Gross Profit Margin (%)	4,0	10,4	(62,0)
EBITDA	563	4.952	(88,6)
EBITDA Margin (%)	1,3	8,6	(84,8)
Operational Profit	532	4.917	(89,2)
Operational Profit Margin (%)	1,2	8,5	(85,5)
Net Profit	120	1.582	(92,4)
Net Profit Margin (%)	0,3	2,7	(89,8)

# Summarized Balance Sheet (000 TRL)

Assets	30.09.2012	(%)	31.12.2011	(%)	Changes (%)	Liabilities & Capital	30.09.2012	(%)	31.12.2011	(%)	Changes (%)
<b>Current Assets</b>	<b>71.797</b>	<b>99,4%</b>	<b>111.566</b>	<b>99,8%</b>	<b>(35,6)</b>	<b>Short Term Lia.</b>	<b>43.662</b>	<b>60,5%</b>	<b>81.739</b>	<b>73,1%</b>	<b>(46,6)</b>
Cash	9.691	13,4%	34.730	31,1%	(72,1)	Financial Lia.	34	0,0%	7.657	6,8%	0,0
Trade Receivables	39.848	55,2%	65.991	59,0%	(39,6)	Trade Payables	37.924	52,5%	63.515	56,8%	(40,3)
Inventories	10.646	14,7%	7.548	6,7%	41,0	Provisions for Tax	1	0,0%	836	0,7%	(99,9)
Inventories in Transit	4.799	6,6%	63	0,1%	7.517,5	Prov. for Other Pay.	4.753	6,6%	7.191	6,4%	(33,9)
Other	6.813	9,4%	3.234	2,9%	110,7	Other	950	1,3%	2.540	2,3%	(62,6)
<b>Non-Current Assets</b>	<b>407</b>	<b>0,6%</b>	<b>279</b>	<b>0,2%</b>	<b>45,8</b>	<b>Long Term Lia.</b>	<b>166</b>	<b>0,2%</b>	<b>1.528</b>	<b>1,4%</b>	<b>(89,1)</b>
Fixed Assets	85	0,1%	113	0,1%	(24,8)	Financial Lia.	-	0,0%	1.429	1,3%	0,0
Goodwill	-	0,0%	-	0,0%	0,0	Prov. for Empl. Trm. Ind.	166	0,2%	99	0,1%	67,7
Other	322	0,4%	166	0,1%	93,8	<b>Capital</b>	<b>28.375</b>	<b>39,3%</b>	<b>28.578</b>	<b>25,6%</b>	<b>(0,7)</b>
<b>Total Assets</b>	<b>72.204</b>	<b>100,0%</b>	<b>111.845</b>	<b>100,0%</b>	<b>(35,4)</b>	<b>Total Lia. &amp; Capital</b>	<b>72.204</b>	<b>100,0%</b>	<b>111.845</b>	<b>100,0%</b>	<b>(35,4)</b>

	30.09.2012	31.12.2011
Net Financial Debt/ Capital	- 0,34	- 0,90
Current Ratio	1,64	1,36
Gearing Ratio	0,61	0,74
Short T. Fin. Debt / Total Fin. Debt	1,00	0,84

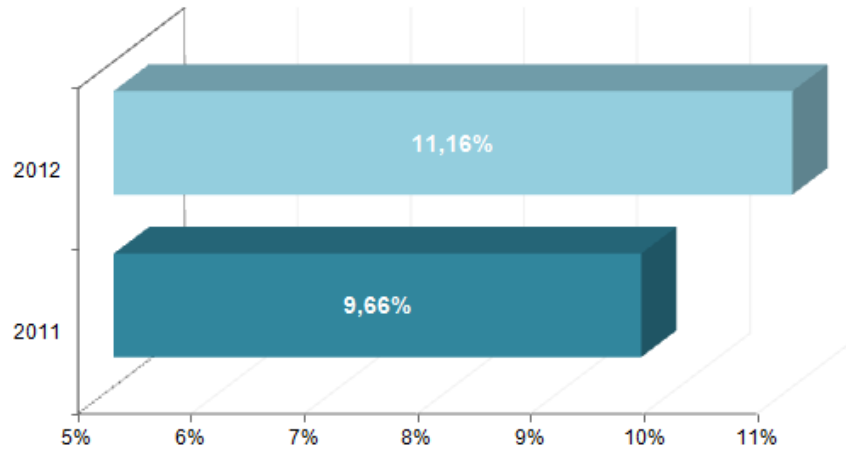
# Net Financial Debt (000 TRL & USD)



# Working Capital (000 TRL)

(000) TRL	9 months 2012	2011	Changes %	(000) TRL	9 months 2012	2011	Changes %
Short T. Trade Receivables	39.848	65.991	(39,6)	Short T. Trade Payables	37.924	63.515	(40,3)
Inventories	15.445	7.611	102,9	Short T. Financial Debts	34	7.657	0,0
Cash & Cash Equivalents	9.691	34.730	(72,1)	Other Debts	5.704	10.567	(46,0)
Other Receivables	6.813	3.234	110,7	<b>Total Short T. Liabilities</b>	<b>43.662</b>	<b>81.739</b>	<b>(46,6)</b>
<b>Total Current Assets</b>	<b>71.797</b>	<b>111.566</b>	<b>(35,6)</b>	<b>Net Working Capital</b>	<b>28.135</b>	<b>29.828</b>	<b>(5,7)</b>

## Working Capital / Net Sales



# Cash Flow (000 TRL)

(000) TRL	30.09.2012	30.09.2011
<b>Beginning of Term Balance</b>	<b>34.730</b>	<b>3.921</b>
Activity of Net Cash Flow	(15.158)	4.957
Investment Activities	(11)	(18)
Changes in Cash	(15.169)	4.939
Changes in Financial Debts	(9.870)	9.831
<b>End of Term Balance</b>	<b>9.691</b>	<b>18.691</b>



# Financial Ratios

<b>LIQUIDITY RATIOS</b>	<b>30.09.2012</b>	<b>31.12.2011</b>
Current Ratio	1,64	1,36
Quick Ratio	1,29	1,27
<b>THE WORKING CAPITAL RATIOS (*)</b>	<b>30.09.2012</b>	<b>31.12.2011</b>
Receivables Days	74	56
Payables Days	76	73
Inventory Days	22	28
<b>FINANCIAL STRUCTURE RATIOS</b>	<b>30.09.2012</b>	<b>31.12.2011</b>
Capital / Total Liabilities & Capital	39%	26%
Short T. Debts / Total Liabilities & Capital	60%	73%
Long T. Debts / Total Liabilities & Capital	0,2%	1,4%
Financial Debts / Total Debts	0,1%	11%
<b>PROFITABILITY RATIOS</b>	<b>30.09.2012</b>	<b>30.09.2011</b>
Gross Profit Margin	4,0%	5,7%
Operational Profit Margin	1,5%	3,9%
Net Profit / Sales	1,0%	1,0%
Profit Margin Before Tax	1,0%	1,3%

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

Thanks...

