
Analyst Meetings

Erol Bilecik
Index Group CEO

twitter.com/ErolBilecik

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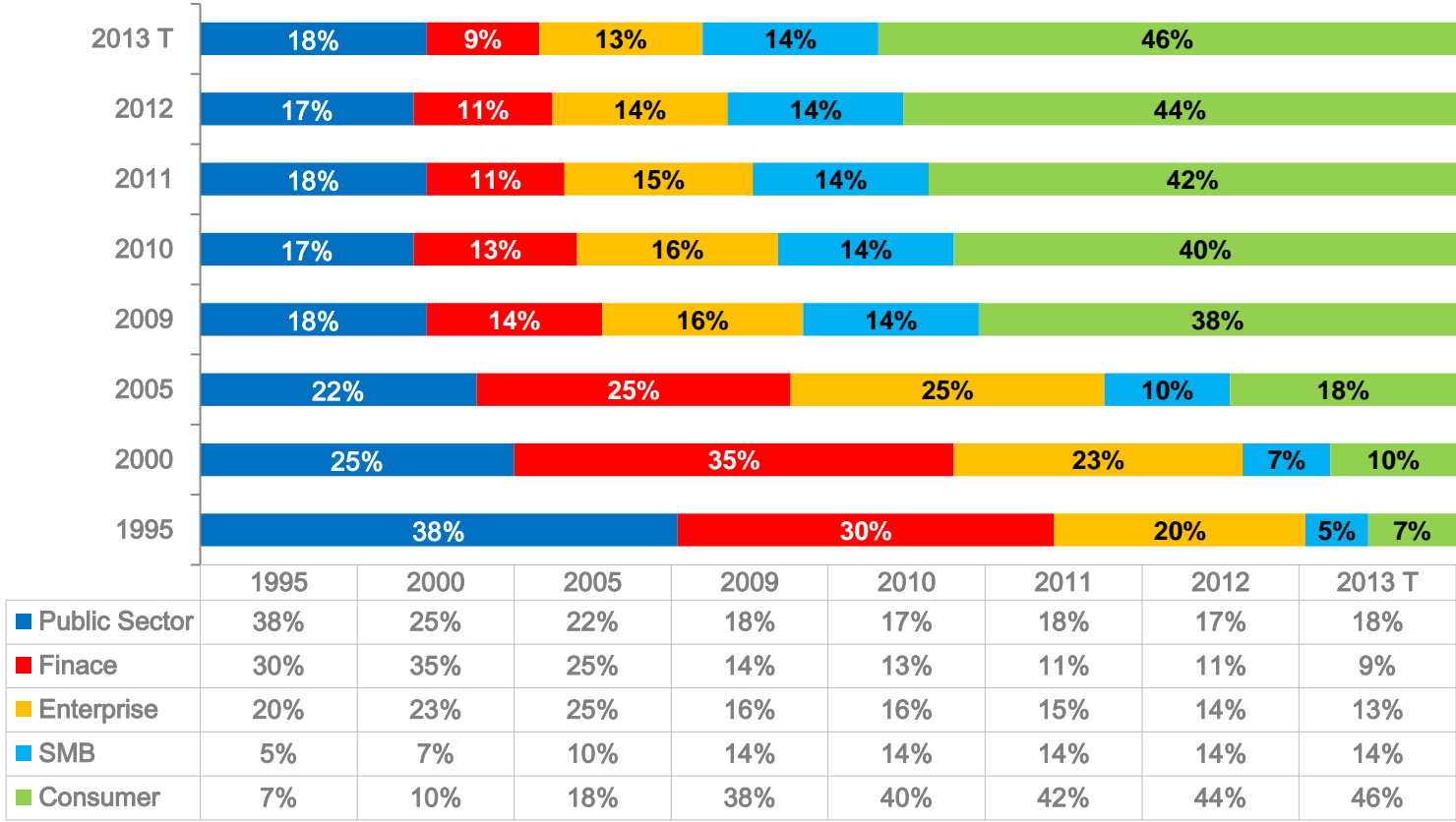
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Agenda

- IT Sector Tour
- Datagate Computer Inc.

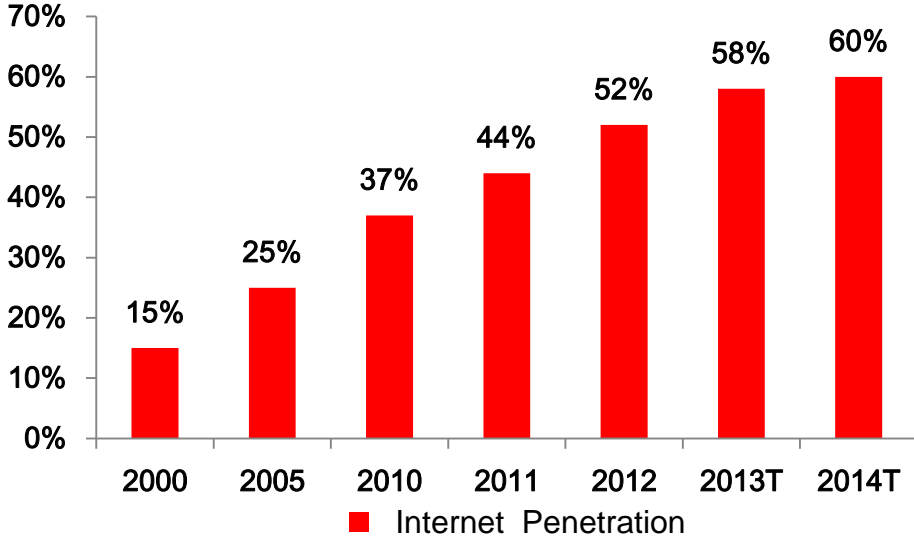
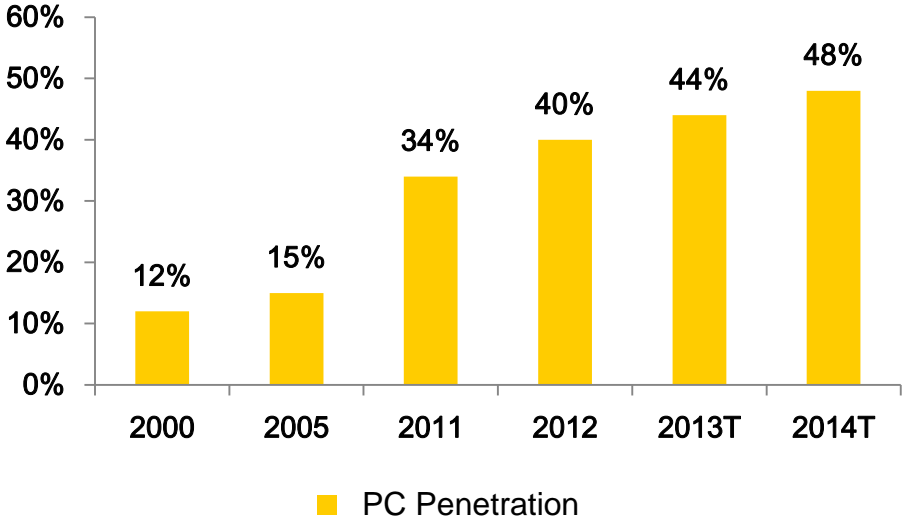
IT Sector Tour

Changes in the Market Share of End Users



Source: Index Group

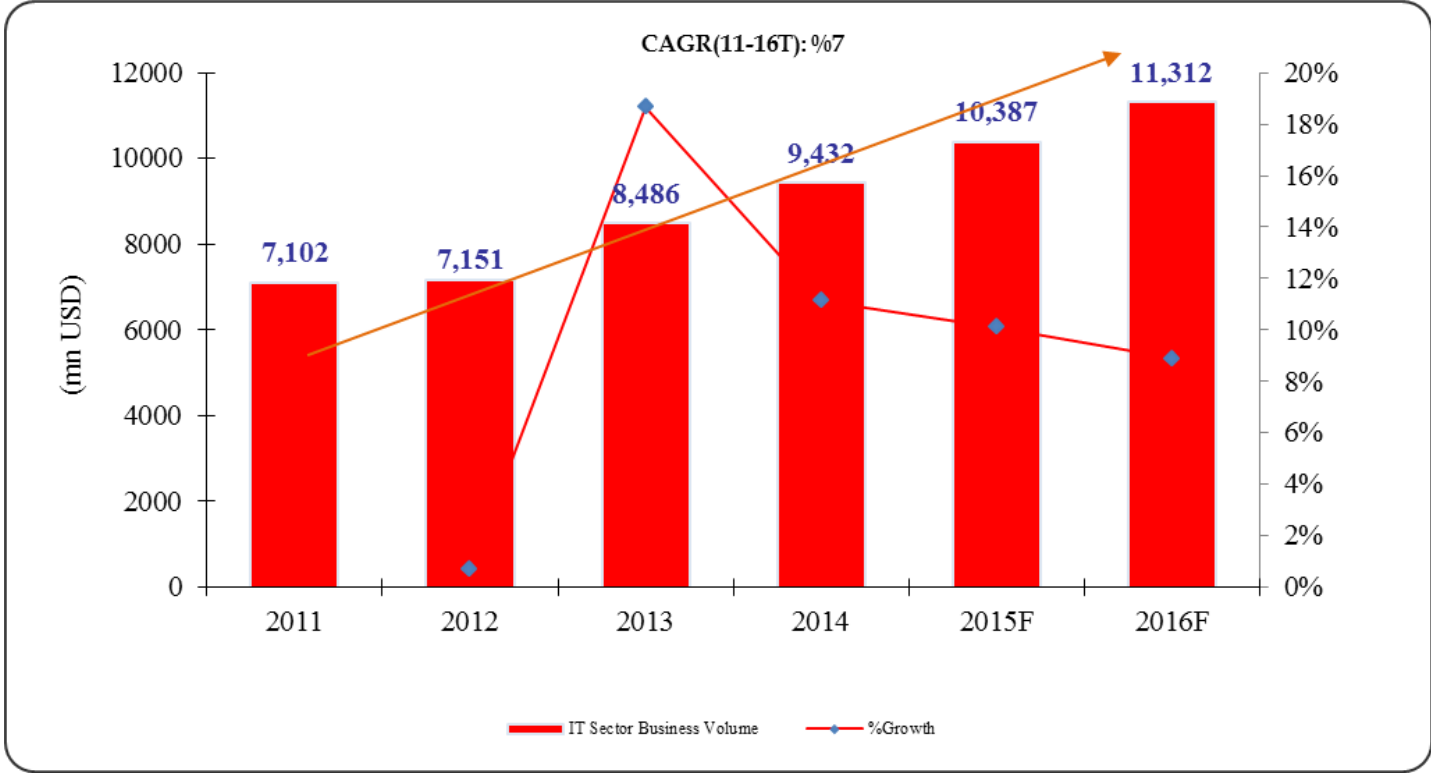
Trends in PC & Internet Penetration



Source: Index Group



Turkish IT Market 2011 - 2016 (x m \$)



Source : IDC (Excluding Tablets)

Turkish IT Market 2011-2016 (x m \$)

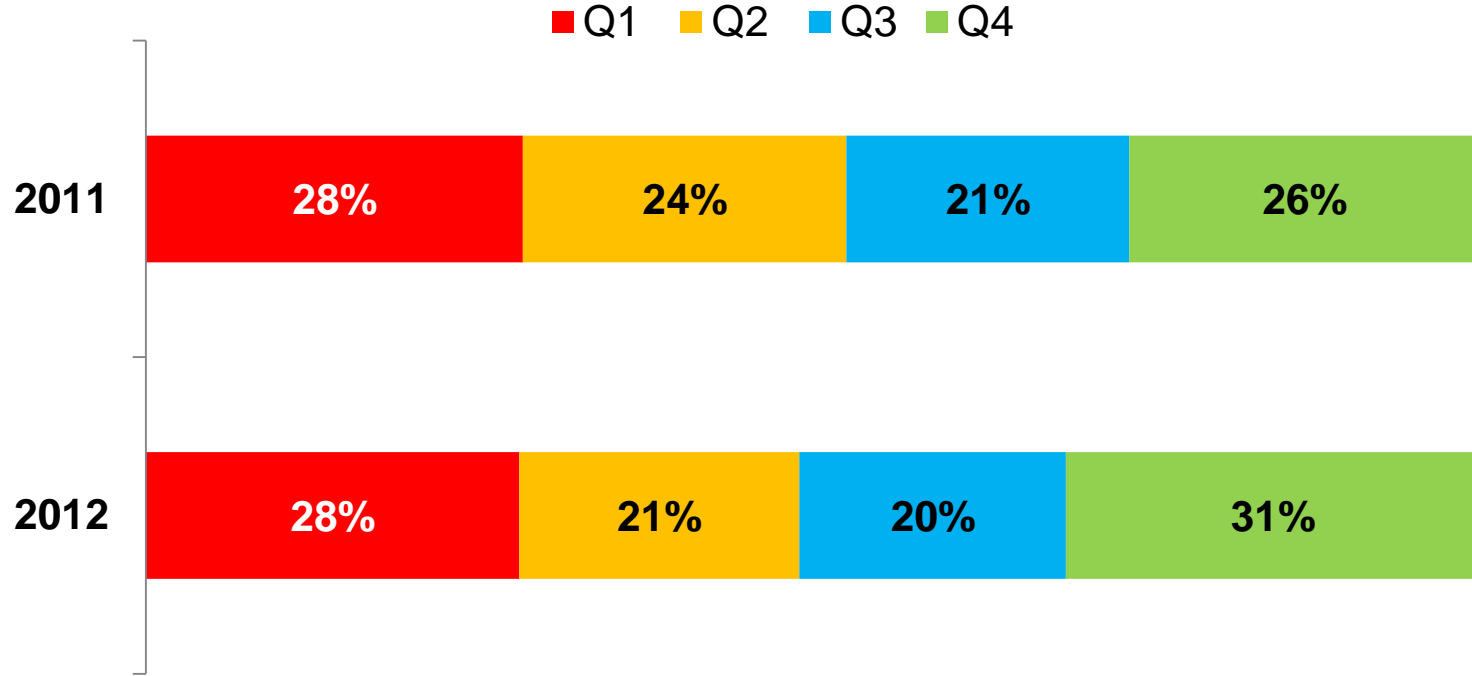
IT Sector Segments (x m \$)	2011	2012	2013F	2014 F	2015 F	2016 F
Hardware	5,267 \$	5,264 \$	6,389 \$	7,094 \$	7,777 \$	8,399 \$
Software	704 \$	717 \$	789 \$	873 \$	969 \$	1,077 \$
Service	1,131 \$	1,170 \$	1,308 \$	1,465 \$	1,641 \$	1,836 \$
Total IT	7,102 \$	7,151 \$	8,486 \$	9,432 \$	10,387 \$	11,312 \$
Growth %		1%	19%	11%	10%	9%

Growth on Segments	2011	2012	2013F	2014F	2015F	20156F
Hardware		0.0%	21.4%	11.0%	9.6%	8.0%
Software		1.8%	10.0%	10.6%	11.0%	11.1%
Service		3.4%	11.8%	12.0%	12.0%	11.9%

Distribution in Segments	2011	2012	2013F	2014F	2015F	20156F
Hardware	74.2%	73.6%	75.3%	75.2%	74.9%	74.2%
Software	9.9%	10.0%	9.3%	9.3%	9.3%	9.5%
Service	15.9%	16.4%	15.4%	15.5%	15.8%	16.2%

Source : IDC (Excluding Tablets)

Turkish PC Market / 2011-2012 Analysis (Quantity)

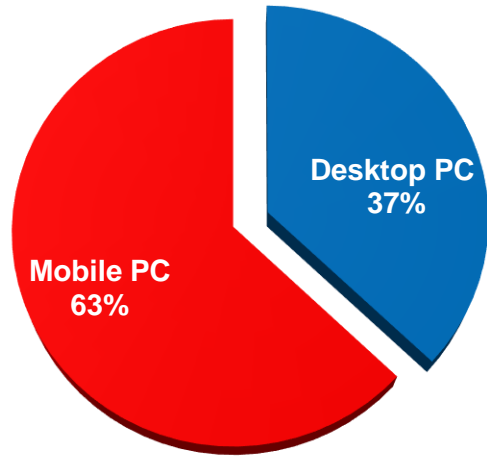


Years	Q1	Q2	Q3	Q4	Toplam
2011	1,021,619	876,652	746,599	941,281	3,586,151
2012	978,567	748,738	723,597	1,091,709	3,542,611
Growth	-4%	-15%	-3%	16%	-1%

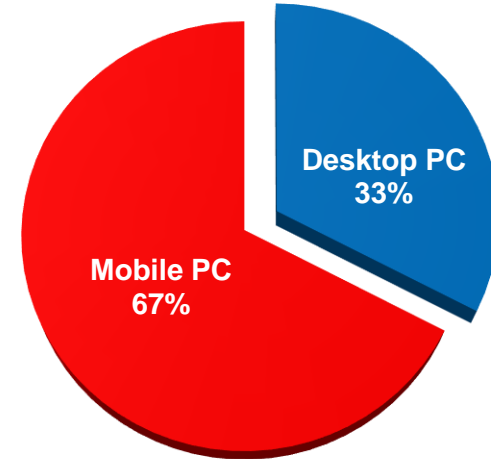
Source : IDC (Excluding Tablets)

Turkish PC Market / Desktop - Mobile Rates (Quantity)

2011 PC Market
3.586.151



2012 PC Market
3.542.611



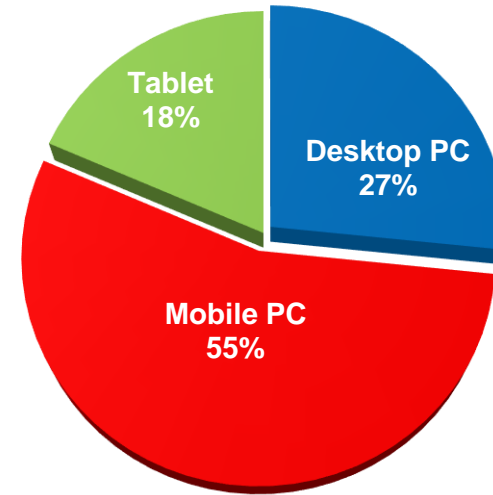
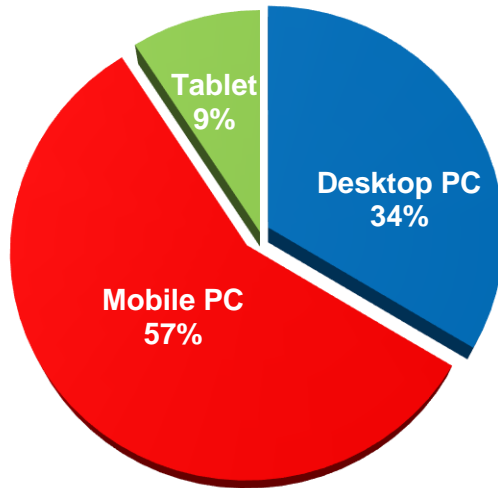
	Growth
PC Market	-1.21%
Desktop Market	-12.98%
Mobile PC Market	5.71%

Source : IDC (Excluding Tablets)

Turkish PC Market / Desktop - Mobile -Tablet Shares

2011 PC Market
3.947.056 Quantity

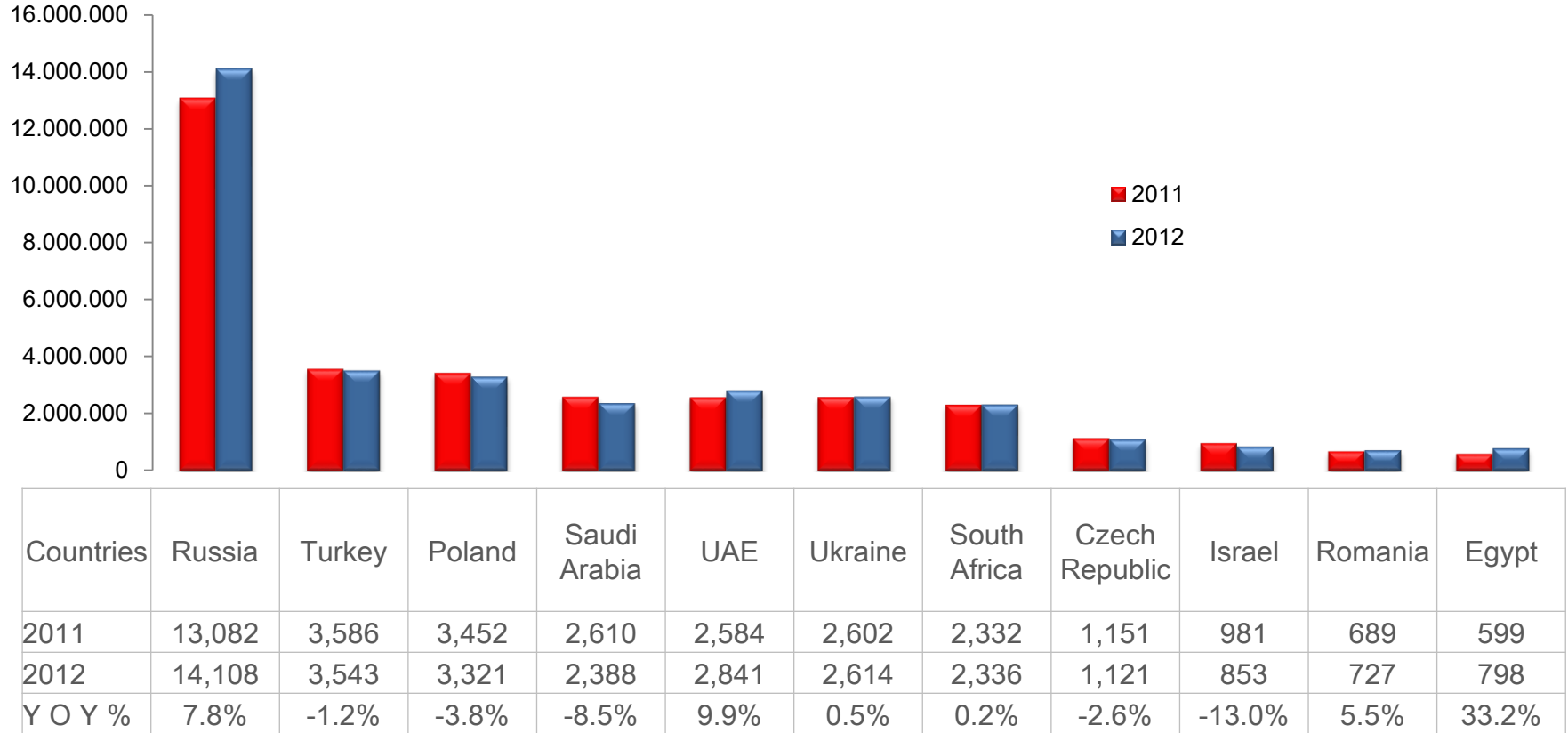
2012 PC Market
4.347.420 Quantity



	Growth
PC Market	10.14%
Desktop Market	-12.98%
Mobil Market	5.71%
Tablet Market	123.00%

Source : IDC (Excluding Tablets)

Various Countries PC Market (x 000 Quantity)



Source : IDC (Exc. Tablets)

Important Developments Of Turkish IT Market in 2012

- **Transformation Strategy to IT Society**
- **Fatih Project**
- **Undeterred Increase of B2C**
- **e-health**



Datagate Computer Inc. 2012 Review & 2013 Targets

Salih Bař
General Manager

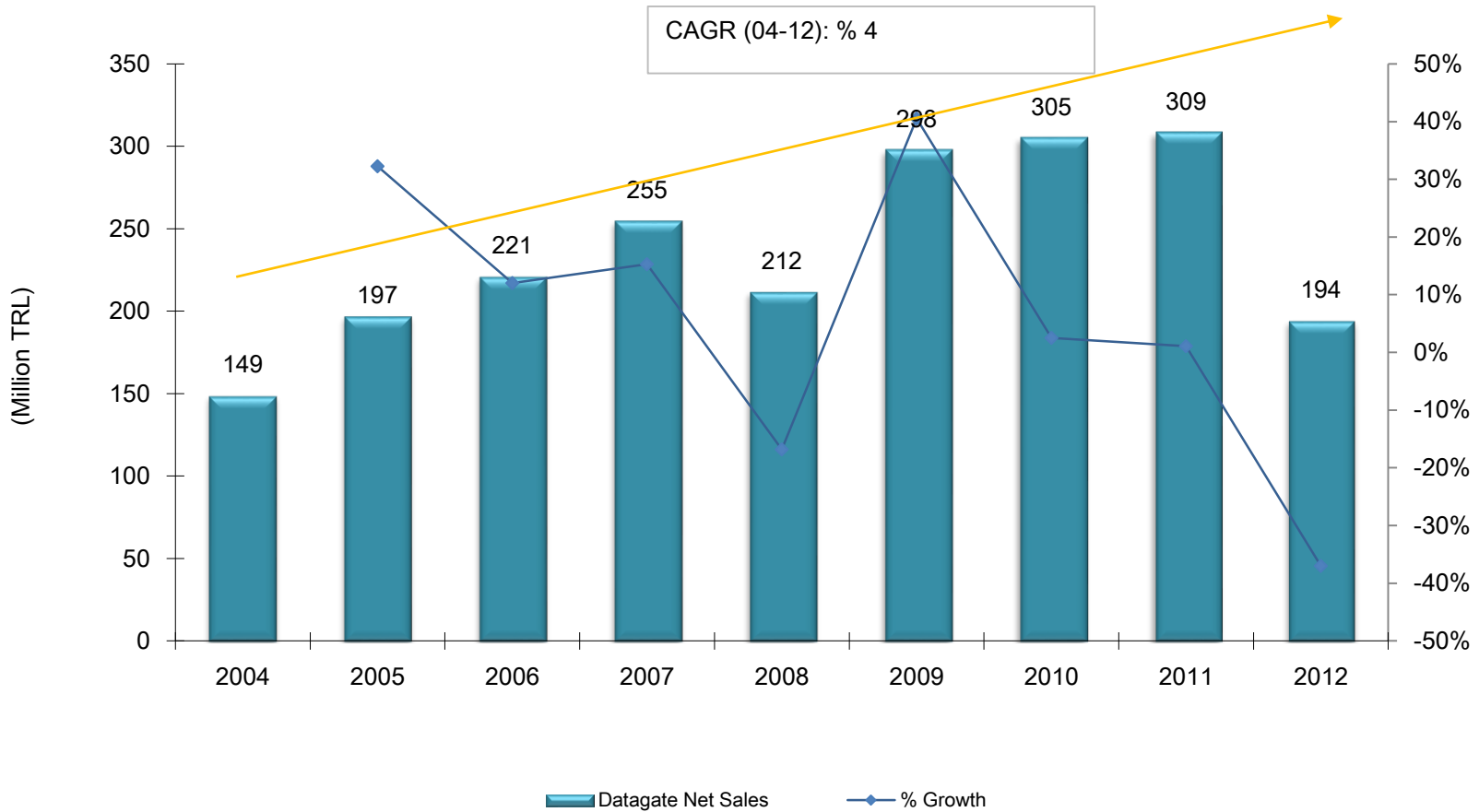
Company Profile and Our Regions

Company Name	Datagate Computer Inc.
Establishment	1992
Legal Status	Public Company – ISE
Chairman	Erol BİLECİK
General Manager	Salih BAŞ

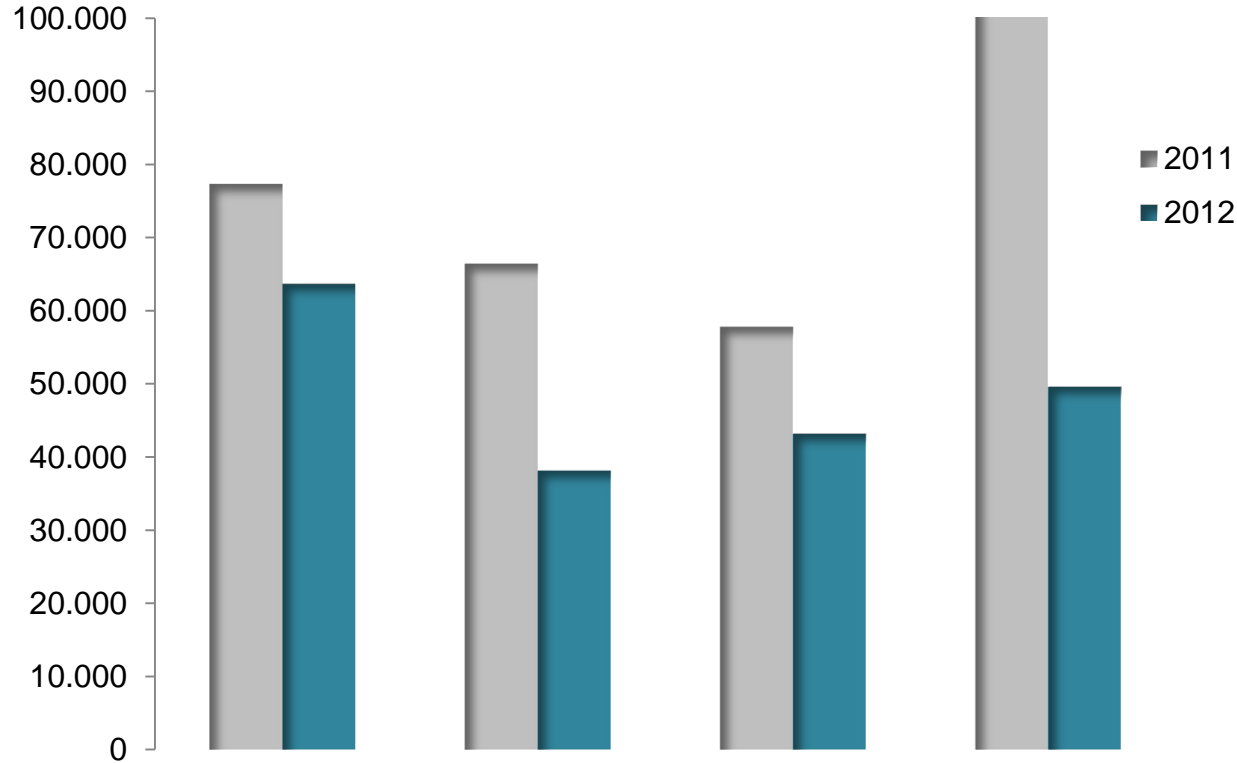


Head Office / Branch	Establishment	City	Number of Employees
Head Office	June 92	İstanbul	24
Branch	February 00	Ankara	2
Branch	February 00	İzmir	1
Contact Office	July 98	Elazığ	1
Contact Office	May 99	Diyarbakır	1
Free Zone Branch	July 98	İstanbul AHL	2
Free Zone Branch	June 04	Dubai Jebel Ali	1
Toplam			32

Datagate Computer Yearly Revenue (Mio TRL)



2011 - 2012 Revenues (000 TRL)



	1Q	2Q	3Q	4Q
2011	77,318	66,445	57,800	107,149
2012	63,630	38,116	43,132	49,568

Targets

Contents	2012
Gross Profitability	%4.65
Revenue Target	175.000.000 TRL
Product Range	New Product groups that support our business model
Area of Growth	System Integrators, Chain Markets
Sales – Marketing Structuring	Increasing one to one communication with our business partners
B2B	Sending Index Group Products with one invoice and one delivery
Effective Financial Tools Management	Insurance on Receivables & Stimulation of Credit Cards Usage
New Business Areas	Tablet, Mobile Accessories
Workers	Performance Management and Rewarding

Summarized P/L Account

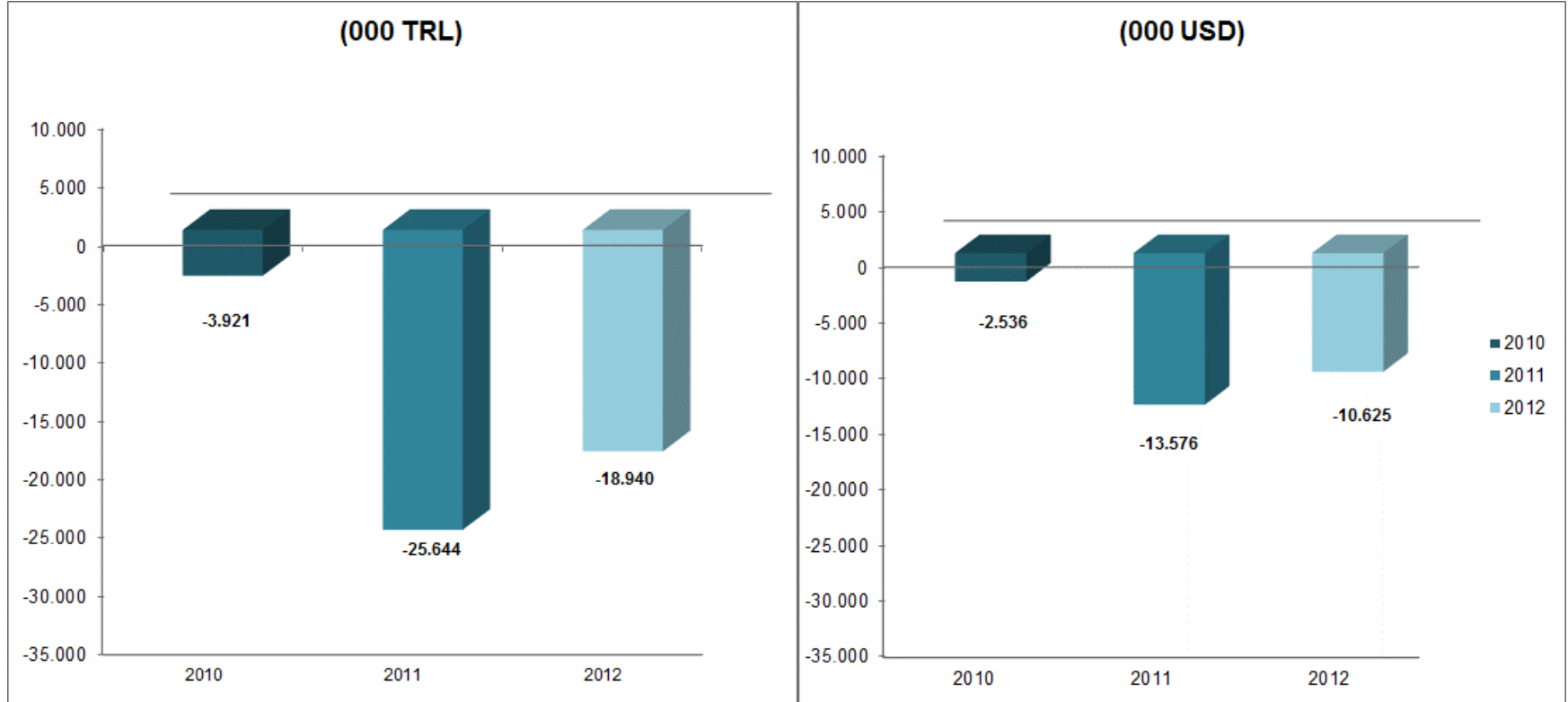
(000) TRL	2012	2011	Changes (%)
Net Sales	194.447	308.712	- 37,0
Gross Profit	8.580	16.746	- 48,8
Gross Profit Margin (%)	4,4	5,4	(18,7)
EBITDA	3.652	11.807	- 69,1
EBITDA Margin (%)	1,9	3,8	(50,9)
Operational Profit	3.609	11.760	- 69,3
Operational Profit Margin (%)	1,9	3,8	(51,3)
Financial Income /(Expenses), Net	(1.689)	(4.881)	- 65,4
Tax Expenses	(21)	(1.381)	- 98,5
Net Profit	1.899	5.498	- 65,5
Net Profit Margin (%)	1,0	1,8	(45,2)

Summarized Balance Sheet (000 TRL)

Assets	31.12.2012	(%)	31.12.2011	(%)	Changes (%)	Liabilities & Capital	31.12.2012	(%)	31.12.2011	(%)	Changes (%)
Current Assets	82.079	99,6%	111.566	99,8%	(26,4)	Short Term Lia.	53.378	64,8%	81.739	73,1%	(34,7)
Cash	18.940	23,0%	34.730	31,1%	(45,5)	Financial Lia.	-	0,0%	7.657	6,8%	(100,0)
Trade Receivables	40.655	49,3%	65.991	59,0%	(38,4)	Trade Payables	48.411	58,7%	63.515	56,8%	(23,8)
Inventories	11.774	14,3%	7.548	6,7%	56,0	Provisions for Tax	-	0,0%	836	0,7%	(100,0)
Inventories in Transit	2.679	3,3%	63	0,1%	4.152,4	Prov. for Other Pay.	3.616	4,4%	7.191	6,4%	(49,7)
Other	8.031	9,7%	3.234	2,9%	148,3	Other	1.351	1,6%	2.540	2,3%	(46,8)
Non-Current Assets	326	0,4%	279	0,2%	16,9	Long Term Lia.	183	0,2%	1.528	1,4%	(88,0)
Fixed Assets	90	0,1%	113	0,1%	(20,4)	Financial Lia.	-	0,0%	1.429	1,3%	(100,0)
Goodwill	-	0,0%	-	0,0%	0,0	Prov. for Empl. Trm. Ind.	183	0,2%	99	0,1%	84,8
Other	236	0,3%	166	0,1%	42,2	Capital	28.844	35,0%	28.578	25,6%	0,9
Total Assets	82.405	100,0%	111.845	100,0%	(26,3)	Total Lia. & Capital	82.405	100,0%	111.845	100,0%	(26,3)

	31.12.2012		31.12.2011	
Net Financial Debt/ Capital	-	0,66	-	0,90
Current Ratio		1,54		1,36
Gearing Ratio		0,65		0,74
Short T. Fin. Debt / Total Fin. Debt		-		0,84

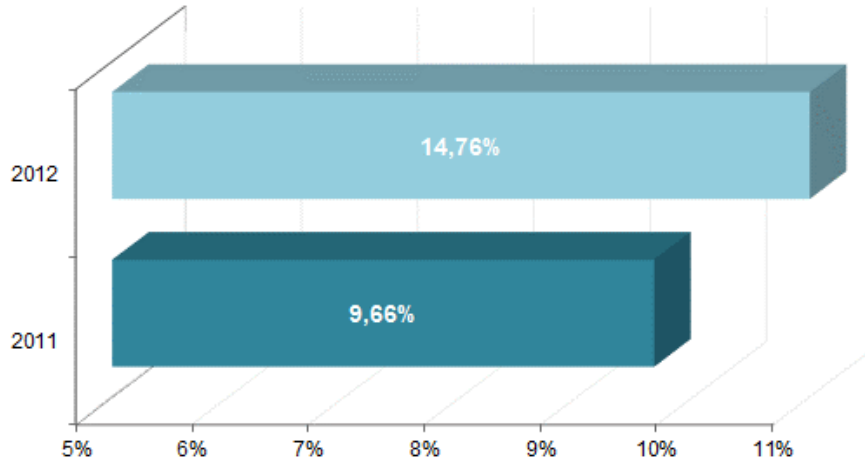
Net Financial Debt (000 TRL & USD)



Working Capital (000 TRL)

(000) TRL	2012	2011	Changes %	(000) TRL	2012	2011	Changes %
Short T. Trade Receivables	40.655	65.991	(38,4)	Short T. Trade Payables	48.411	63.515	(23,8)
Inventories	14.453	7.611	89,9	Short T. Financial Debts	0	7.657	0,0
Cash & Cash Equivalents	18.940	34.730	(45,5)	Other Debts	4.967	10.567	(53,0)
Other Receivables	8.031	3.234	148,3	Total Short T. Liabilities	53.378	81.739	(34,7)
Total Current Assets	82.079	111.566	(26,4)	Net Working Capital	28.701	29.828	(3,8)

Working Capital / Net Sales



Cash Flow (000 TRL)

(000) TRL	31.12.2012	31.12.2011
Beginning of Term Balance	34.729	3.921
Activity of Net Cash Flow	(4.854)	20.768
Investment Activities	(20)	127
Changes in Cash	(4.874)	20.895
Changes in Financial Debts	(10.915)	9.913
End of Term Balance	18.940	34.729

Financial Ratios

LIQUIDITY RATIOS	31.12.2012	31.12.2011
Current Ratio	1,54	1,36
Quick Ratio	1,27	1,27
THE WORKING CAPITAL RATIOS (*)	31.12.2012	31.12.2011
Receivables Days	93	56
Payables Days	95	73
Inventory Days	23	28
FINANCIAL STRUCTURE RATIOS	31.12.2012	31.12.2011
Capital / Total Liabilities & Capital	35%	26%
Short T. Debts / Total Liabilities & Capital	65%	73%
Long T. Debts / Total Liabilities & Capital	0,2%	1,4%
Financial Debts / Total Debts	0,0%	11%
PROFITABILITY RATIOS	31.12.2012	31.12.2011
Gross Profit Margin	4,4%	5,4%
Operational Profit Margin	1,9%	3,8%
Net Profit / Sales	1,0%	1,8%
Profit Margin Before Tax	1,0%	2,2%

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

Thanks...

