

Datagate Computer Inc.

2014 1st Quarter – Financial & Operational Results

Analyst Presentation

12 May 2014
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 2014 (000 TRL)

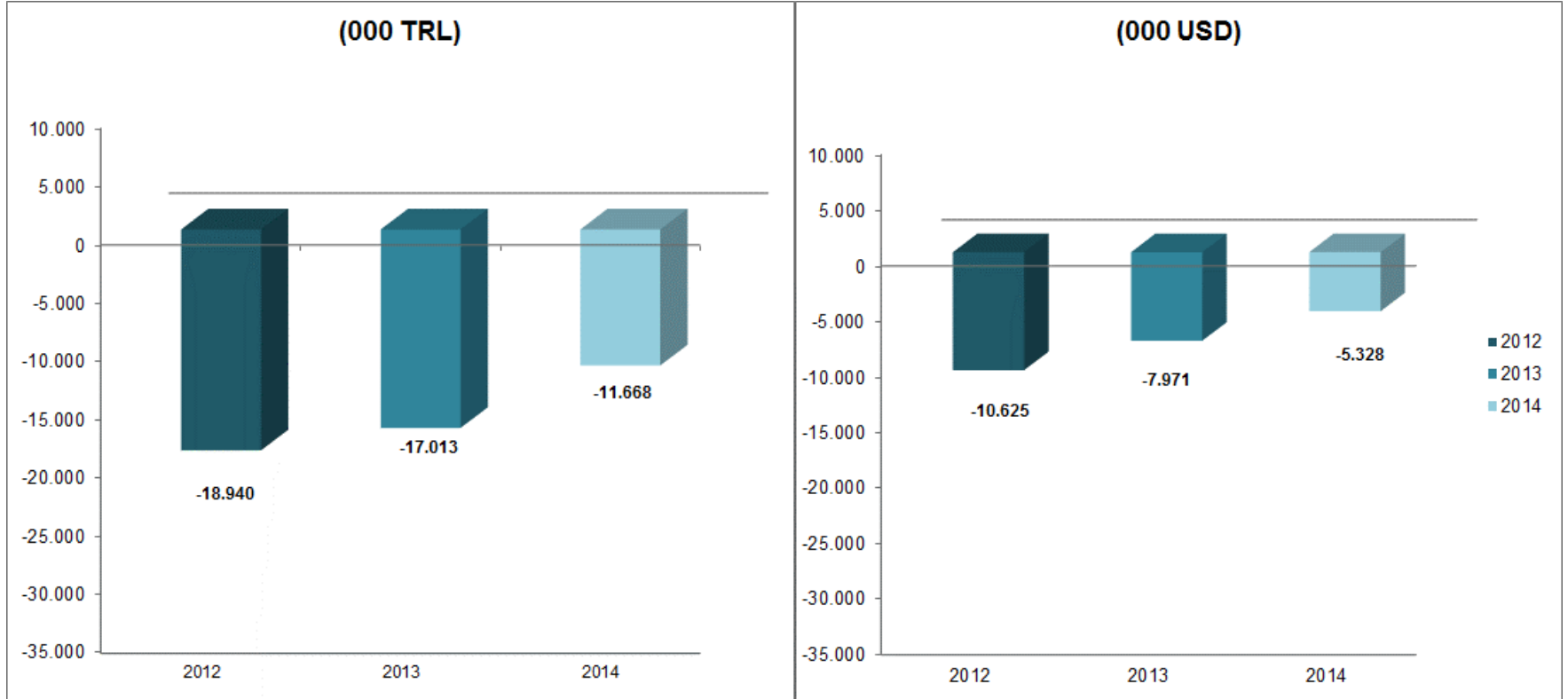
(000) TRL	3 months 2014	3 months 2013	Changes (%)
Net Sales	41.481	44.009	- 5,7
Gross Profit	1.883	1.979	- 4,8
Gross Profit Margin (%)	4,5	4,5	1,0
EBITDA	669	940	- 28,8
EBITDA Margin (%)	1,6	2,1	(24,4)
Operational Profit	657	923	- 28,8
Operational Profit Margin	1,6	2,1	(24,5)
Financial Income /(Expense)	(233)	(716)	- 67,4
Tax Expenses	(175)	(121)	44,9
Net Profit	249	86	188,2
Net Profit Margin (%)	0,6	0,2	205,7

Summarized Balance Sheet (000 TRL)

Assets	31.3.2014	(%)	31.12.2013	(%)	Changes (%)	Liabilities & Capital	31.3.2014	(%)	31.12.2013	(%)	Changes (%)
Current Assets	69.786	99,4%	78.792	99,8%	(11,4)	Short Term Lia.	37.951	54,1%	47.776	60,5%	(20,6)
Cash	11.800	16,8%	17.013	21,6%	(30,6)	Financial Lia.	133	0,2%	-	0,0%	-
Trade Receivables	31.928	45,5%	37.552	47,6%	(15,0)	Trade Payables	33.787	48,1%	41.730	52,9%	(19,0)
Inventories	10.474	14,9%	11.187	14,2%	(6,4)	Provisions for Tax	426	0,6%	169	0,2%	-
Inventories in Transit	7.240	10,3%	5.400	6,8%	34,1	Prov. for Other Pay.	2.357	3,4%	2.643	3,3%	(10,8)
Other	8.345	11,9%	7.640	9,7%	9,2	Other	1.248	1,8%	3.234	4,1%	(61,4)
Non-Current Assets	400	0,6%	153	0,2%	161,2	Long Term Lia.	113	0,2%	135	0,2%	(16,3)
Fixed Assets	59	0,1%	65	0,1%	(9,2)	Financial Lia.	-	0,0%	-	0,0%	-
Goodwill	-	0,0%	-	0,0%	0,0	Prov. for Empl. Trm. Ind.	113	0,2%	135	0,2%	(16,4)
Other	341	0,5%	88	0,1%	287,0	Capital	32.122	45,8%	31.034	39,3%	3,5
Total Assets	70.186	100,0%	78.945	100,0%	(11,1)	Total Lia. & Capital	70.186	100,0%	78.945	100,0%	(11,1)

	31.3.2014	31.12.2013
Net Financial Debt/ Capital	(0,4)	(0,5)
Current Ratio	1,84	1,65
Gearing Ratio	0,54	0,61
Short T. Fin. Debt / Total Fin. Debt	1,00	-

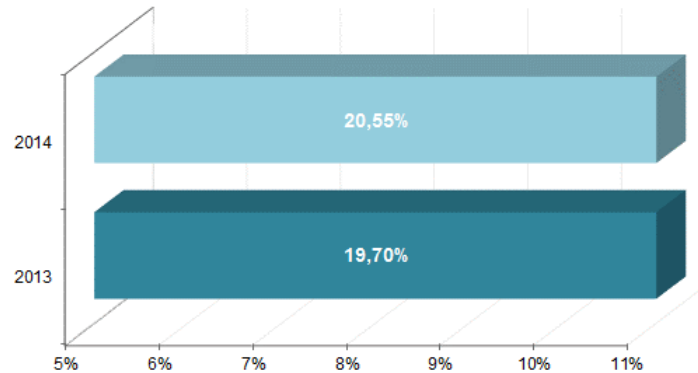
Net Financial Debt (000 TRL & USD)



Working Capital (000 TRL)

(000) TRL	31.3.2014	2013	Changes %	(000) TRL	31.3.2014	2013	Changes %
Short T. Trade Receivables	31.928	37.552	(15,0)	Short T. Trade Payables	33.787	41.730	(19,0)
Inventories	17.713	16.587	6,8	Short T. Financial Debts	133	0	0,0
Cash & Cash Equivalents	11.800	17.013	(30,6)	Other Debts	4.031	6.046	(33,3)
Other Receivables	8.345	7.640	9,2	Total Short T. Liabilities	37.951	47.776	(20,6)
Total Current Assets	69.786	78.792	(11,4)	Net Working Capital	31.835	31.017	2,6

Working Capital / Net Sales



Cash Flow (000 TRL)

(000) TRL	31.3.2014	31.3.2013
Beginning of Term Balance	17.013	18.940
Activity of Net Cash Flow	(5.309)	(7.695)
Investment Activities	(4)	(7)
Changes in Cash	(5.313)	(7.702)
Changes in Financial Debts	100	6.700
End of Term Balance	11.800	17.938

Financial Ratios

LIQUIDITY RATIOS	31.3.2014	31.12.2013
Current Ratio	1,84	1,65
Quick Ratio	1,37	1,30
THE WORKING CAPITAL RATIOS (*)	31.3.2014	31.12.2013
Receivables Days	75	83
Payables Days	77	88
Inventory Days	25	26
FINANCIAL STRUCTURE RATIOS	31.3.2014	31.12.2013
Capital / Total Liabilities & Capital	46%	39%
Short T. Debts / Total Liabilities & Capital	54%	61%
Long T. Debts / Total Liabilities & Capital	0,2%	0,2%
Financial Debts / Total Debts	0,3%	0%
PROFITABILITY RATIOS	31.3.2014	31.3.2013
Gross Profit Margin	4,5%	4,5%
Operational Profit Margin	1,6%	2,1%
Net Profit / Sales	0,6%	0,2%
Profit Margin Before Tax	1,0%	0,5%

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

Thanks...

