

# Datagate Computer Inc.

2014 3rd Quarter – Financial & Operational Results

## Analyst Presentation

10 November 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 – 2014 (000 TRL)

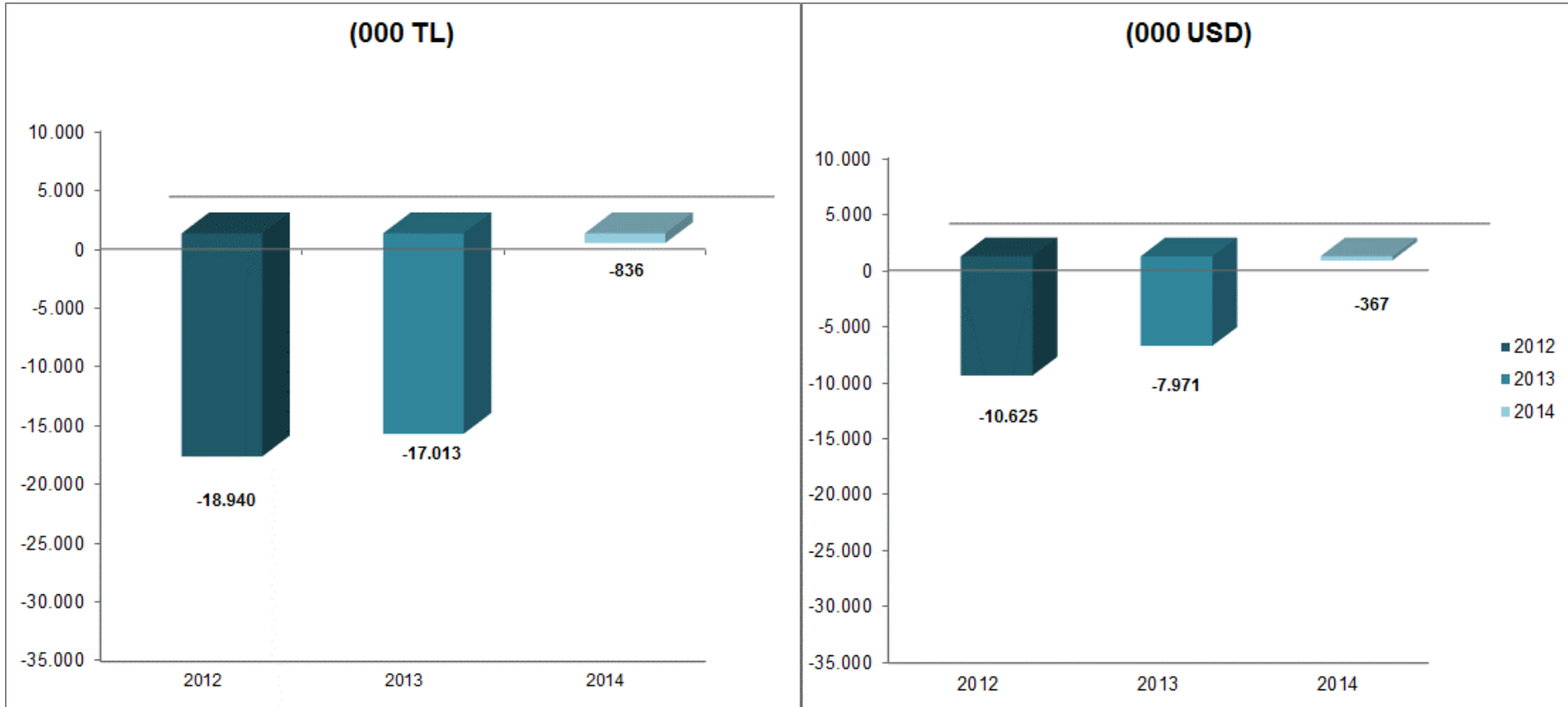
(000) TRL	9 months 2014	9 months 2013	Changes (%)
<b>Net Sales</b>	<b>196.553</b>	<b>110.605</b>	<b>77,7</b>
Gross Profit	7.656	4.595	66,6
Gross Profit Margin (%)	3,9	4,2	(6,2)
EBITDA	5.040	2.094	140,7
EBITDA Margin (%)	2,6	1,9	35,4
Operational Profit	5.004	2.053	143,7
Operational Profit Margin (%)	2,5	1,9	37,1
Financial Income /(Expenses), Net	(1.869)	(4.103)	- 54,5
Tax Expenses	(597)	(339)	75,9
Net Profit	2.539	(2.389)	- 206,3
Net Profit Margin (%)	1,3	(2,2)	(159,8)

# Summarized Balance Sheet (000 TRL)

Assets	30.9.2014	(%)	31.12.2013	(%)	Changes (%)	Liabilities & Capital	30.9.2014	(%)	31.12.2013	(%)	Changes (%)
<b>Current Assets</b>	<b>178.903</b>	<b>99,9%</b>	<b>78.792</b>	<b>99,8%</b>	<b>127,1</b>	<b>Short Term Lia.</b>	<b>139.718</b>	<b>78,0%</b>	<b>47.776</b>	<b>60,5%</b>	<b>192,4</b>
Cash	19.400	10,8%	17.013	21,6%	14,0	Financial Lia.	12.645	7,1%	-	0,0%	-
Trade Receivables	100.409	56,0%	37.552	47,6%	167,4	Trade Payables	96.851	54,1%	41.730	52,9%	132,1
Inventories	40.162	22,4%	11.187	14,2%	259,0	Provisions for Tax	272	0,2%	169	0,2%	-
Inventories in Transit	3.111	1,7%	5.400	6,8%	(42,4)	Prov. for Other Pay.	7.770	4,3%	2.643	3,3%	194,0
Other	15.820	8,8%	7.640	9,7%	107,1	Other	22.180	12,4%	3.234	4,1%	585,9
<b>Non-Current Assets</b>	<b>252</b>	<b>0,1%</b>	<b>153</b>	<b>0,2%</b>	<b>64,6</b>	<b>Long Term Lia.</b>	<b>5.933</b>	<b>3,3%</b>	<b>135</b>	<b>0,2%</b>	<b>4.298,7</b>
Fixed Assets	51	0,0%	65	0,1%	(21,9)	Financial Lia.	5.920	3,3%	-	0,0%	-
Goodwill	-	0,0%	-	0,0%	0,0	Prov. for Empl. Trm. Ind.	13	0,0%	135	0,2%	(90,7)
Other	201	0,1%	88	0,1%	128,5	<b>Capital</b>	<b>33.505</b>	<b>18,7%</b>	<b>31.034</b>	<b>39,3%</b>	<b>8,0</b>
<b>Total Assets</b>	<b>179.155</b>	<b>100,0%</b>	<b>78.945</b>	<b>100,0%</b>	<b>126,9</b>	<b>Total Lia. &amp; Capital</b>	<b>179.155</b>	<b>100,0%</b>	<b>78.945</b>	<b>100,0%</b>	<b>126,9</b>

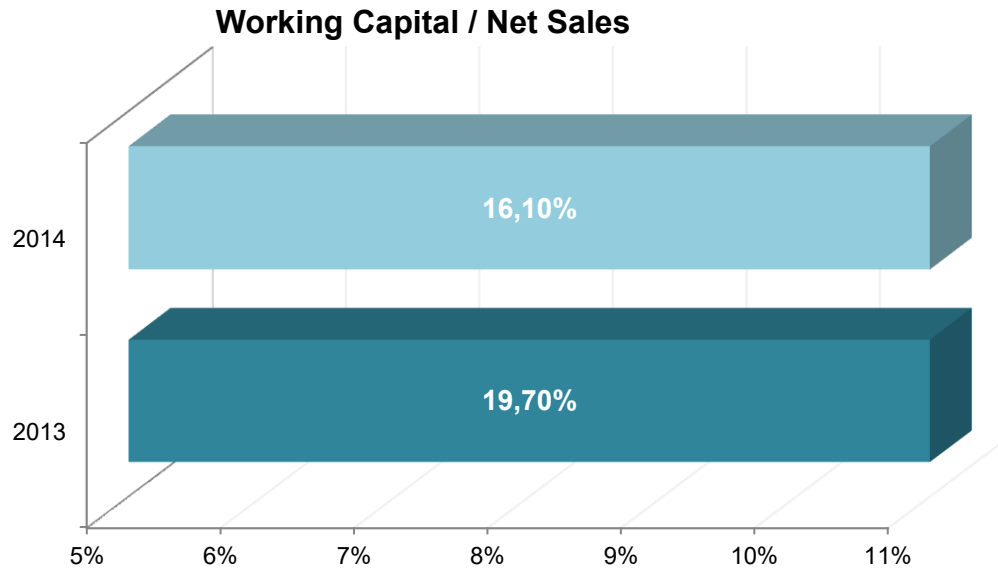
	30.9.2014	31.12.2013
Net Financial Debt/ Capital	(0,0)	(0,5)
Current Ratio	1,28	1,65
Gearing Ratio	0,81	0,61
Short T. Fin. Debt / Total Fin. Debt	0,68	-

# Net Financial Debt (000 TRL & USD)



# Working Capital (000 TRL)

(000) TRL	30.9.2014	2013	Changes %	(000) TRL	30.9.2014	2013	Changes %
Short T. Trade Receivables	100.409	37.552	167,4	Short T. Trade Payables	96.851	41.730	132,1
Inventories	43.273	16.587	160,9	Short T. Financial Debts	12.645	0	0,0
Cash & Cash Equivalents	19.400	17.013	14,0	Other Debts	30.222	6.046	399,9
Other Receivables	15.820	7.640	107,1	<b>Total Short T. Liabilities</b>	<b>139.718</b>	<b>47.776</b>	<b>192,4</b>
<b>Total Current Assets</b>	<b>178.903</b>	<b>78.792</b>	<b>127,1</b>	<b>Net Working Capital</b>	<b>39.186</b>	<b>31.017</b>	<b>26,3</b>



# Cash Flow (000 TRL)

(000) TRL	30.9.2014	30.9.2013
<b>Beginning of Term Balance</b>	<b>17.013</b>	<b>18.940</b>
Activity of Net Cash Flow	(15.881)	(13.146)
Investment Activities	(19)	(9)
Changes in Cash	(15.900)	(13.156)
Changes in Financial Debts	18.286	7.966
<b>End of Term Balance</b>	<b>19.400</b>	<b>13.750</b>

# Financial Ratios

<b>LIQUIDITY RATIOS</b>	<b>30.9.2014</b>	<b>31.12.2013</b>
Current Ratio	1,28	1,65
Quick Ratio	0,97	1,30
<b>THE WORKING CAPITAL RATIOS (*)</b>	<b>30.9.2014</b>	<b>31.12.2013</b>
Receivables Days	66	83
Payables Days	68	88
Inventory Days	25	26
<b>FINANCIAL STRUCTURE RATIOS</b>	<b>30.9.2014</b>	<b>31.12.2013</b>
Capital / Total Liabilities & Capital	18,7%	39,3%
Short T. Debts / Total Liabilities & Capital	78,0%	60,5%
Long T. Debts / Total Liabilities & Capital	3,3%	0,2%
Financial Debts / Total Debts	12,7%	0,0%
<b>PROFITABILITY RATIOS</b>	<b>30.9.2014</b>	<b>30.9.2013</b>
Gross Profit Margin	3,9%	4,2%
Operational Profit Margin	2,5%	1,9%
Net Profit / Sales	1,3%	-2,2%
Profit Margin Before Tax	1,6%	-1,9%

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



Thanks...

