

ANALYST PRESENTATION

Datagate Computer Inc.

2016 3.Q Financial Results

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 (000 TRL)

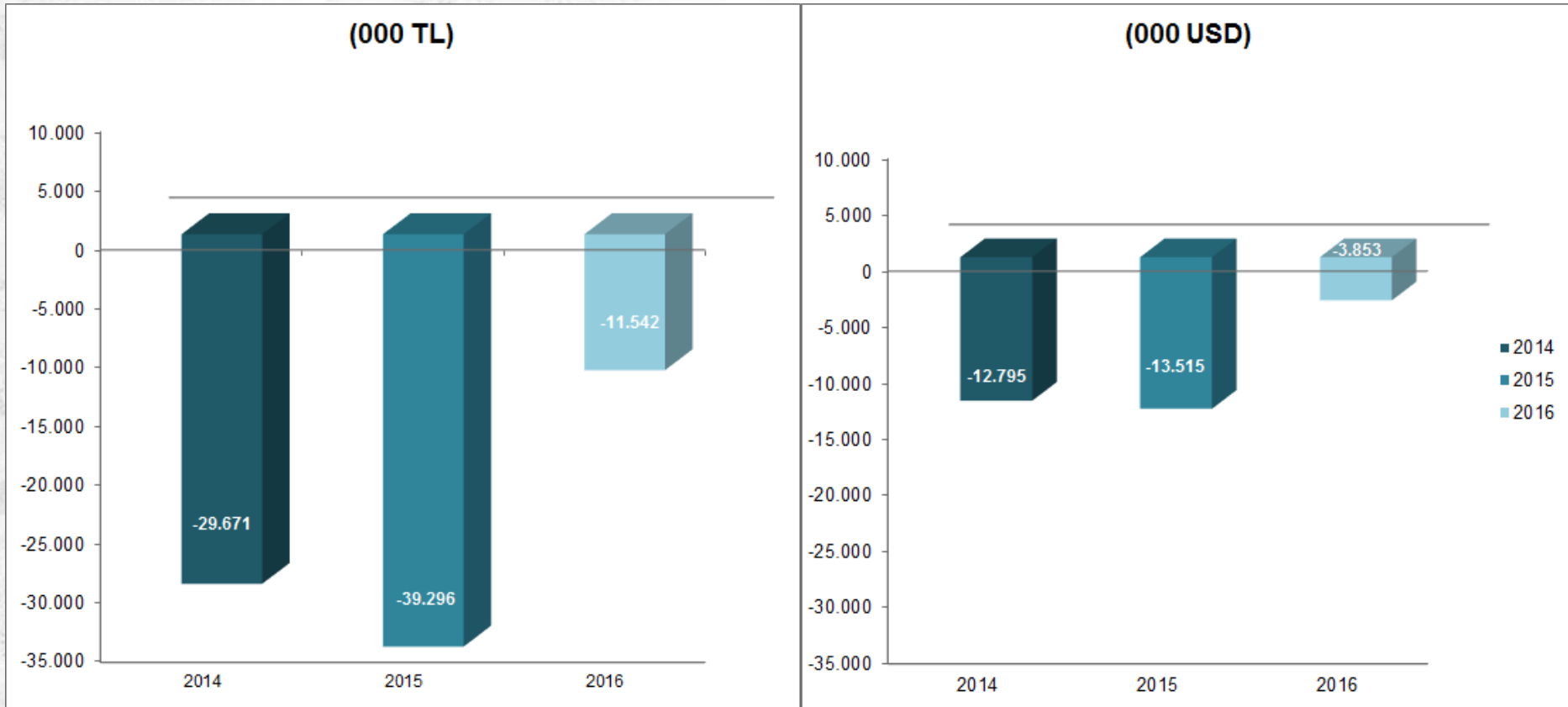
(000) TRL	9 months 2016	9 months 2015	Changes (%)
Net Sales	837.529	755.687	10,8
Gross Profit	24.193	25.561	- 5,4
Gross Profit Margin (%)	2,9	3,4	(14,6)
EBITDA	13.021	17.572	- 25,9
EBITDA Margin (%)	1,6	2,3	(33,1)
Operational Profit	12.910	17.536	- 26,4
Operational Profit Margin (%)	1,5	2,3	(33,6)
Financial Income /(Expenses), Net	2.235	1.441	55,1
Tax Expenses	(3.058)	(3.800)	- 19,5
Net Profit	12.175	15.177	- 19,8
Net Profit Margin (%)	1,5	2,0	(27,6)

Summarized Balance Sheet (000 TRL)

Assets	30.9.2016	(%)	31.12.2015	(%)	Changes (%)	Liabilities & Capital	30.9.2016	(%)	31.12.2015	(%)	Changes (%)
Current Assets	249.829	94,8%	361.809	82,8%	(30,9)	Short Term Lia.	190.978	72,5%	308.595	70,6%	(38,1)
Cash	11.543	4,4%	39.296	9,0%	(70,6)	Financial Lia.	118.650	45,0%	196.581	45,0%	(39,6)
Trade Receivables	206.453	78,3%	271.911	62,2%	(24,1)	Trade Payables	45.523	17,3%	91.971	21,0%	(50,5)
Inventories	26.499	10,1%	36.072	8,3%	(26,5)	Provisions for Tax	1.270	0,5%	2.783	0,6%	(54,4)
Inventories in Transit	2.266	0,9%	9.851	2,3%	(77,0)	Prov. for Other Pay.	16.482	6,3%	6.594	1,5%	150,0
Other	3.068	1,2%	4.679	1,1%	(34,4)	Other	9.053	3,4%	10.666	2,4%	(15,1)
Non-Current Assets	13.717	5,2%	75.419	17,2%	(81,8)	Long Term Lia.	3.891	1,5%	67.131	15,4%	(94,2)
Fixed Assets	3.848	1,5%	67.085	15,3%	(94,3)	Financial Lia.	3.848	1,5%	67.085	15,3%	(94,3)
Goodwill	174	0,1%	79	0,0%	0,0	Prov. for Empl. Trm. Ind.	43	0,0%	46	0,0%	(6,6)
Other	9.695	3,7%	8.255	1,9%	17,4	Capital	68.677	26,1%	61.502	14,1%	11,7
Total Assets	263.546	100,0%	437.228	100,0%	(39,7)	Total Lia. & Capital	263.546	100,0%	437.228	100,0%	(39,7)

***In total financial liabilities, 122 mio TRL loan is consist of Datagate-AVEA deal. This loan is under %100 guaratorship of Government Treasury as AVEA is a Government company.

Net Financial Debt (000 TRL & USD)



Working Capital (000 TRL)

(000) TRL	30.9.2016	31.12.2015	Changes %	(000) TRL	30.9.2016	31.12.2015	Changes %
Short T. Trade Receivables	206.453	271.911	(24,1)	Short T. Trade Payables	45.523	91.971	(50,5)
Inventories	28.765	45.923	(37,4)	Short T. Financial Debts	118.650	196.581	0,0
Cash & Cash Equivalents	11.543	39.296	(70,6)	Other Debts	26.805	20.043	33,7
Other Receivables	3.068	4.679	(34,4)	Total Short T. Liabilities	190.978	308.595	(38,1)
Total Current Assets	249.828	361.809	(31,0)	Net Working Capital	58.850	53.214	10,6

Cash Flow (000 TRL)

(000) TRL	30.9.2016	30.9.2015
Beginning of Term Balance	39.289	29.668
Activity of Net Cash Flow	119.023	(233.475)
Investment Activities	(450)	(33)
Changes in Cash	118.573	(233.508)
Changes in Financial Debts	(146.321)	209.452
End of Term Balance	11.541	5.612

Financial Ratios

LIQUIDITY RATIOS	30.9.2016	31.12.2015
Current Ratio	1,31	1,17
Quick Ratio	1,16	1,02
THE WORKING CAPITAL RATIOS (*)	30.9.2016	31.12.2015
Receivables Days	20	24
Payables Days	27	30
Inventory Days	12	12
FINANCIAL STRUCTURE RATIOS	30.9.2016	31.12.2015
Capital / Total Liabilities & Capital	26,1%	14,0%
Short T. Debts / Total Liabilities & Capital	72,5%	70,6%
Long T. Debts / Total Liabilities & Capital	1,5%	15,4%
Financial Debts / Total Debts	62,9%	70,2%
PROFITABILITY RATIOS	30.9.2016	30.9.2015
Gross Profit Margin	2,9%	3,4%
Operational Profit Margin	1,5%	2,3%
Net Profit / Sales	1,5%	2,0%
Profit Margin Before Tax	1,8%	2,5%

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



Thanks...