Analyst Meeting

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Index Group Companies
Executive Committee Member
10 March 2017
Index Plaza, İstanbul

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Datagate Bilgisayar
Financial & Operational Results

Salih Baş
Index Group Companies
Executive Committee Member,

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Summarized P/L (000 TL)

2016

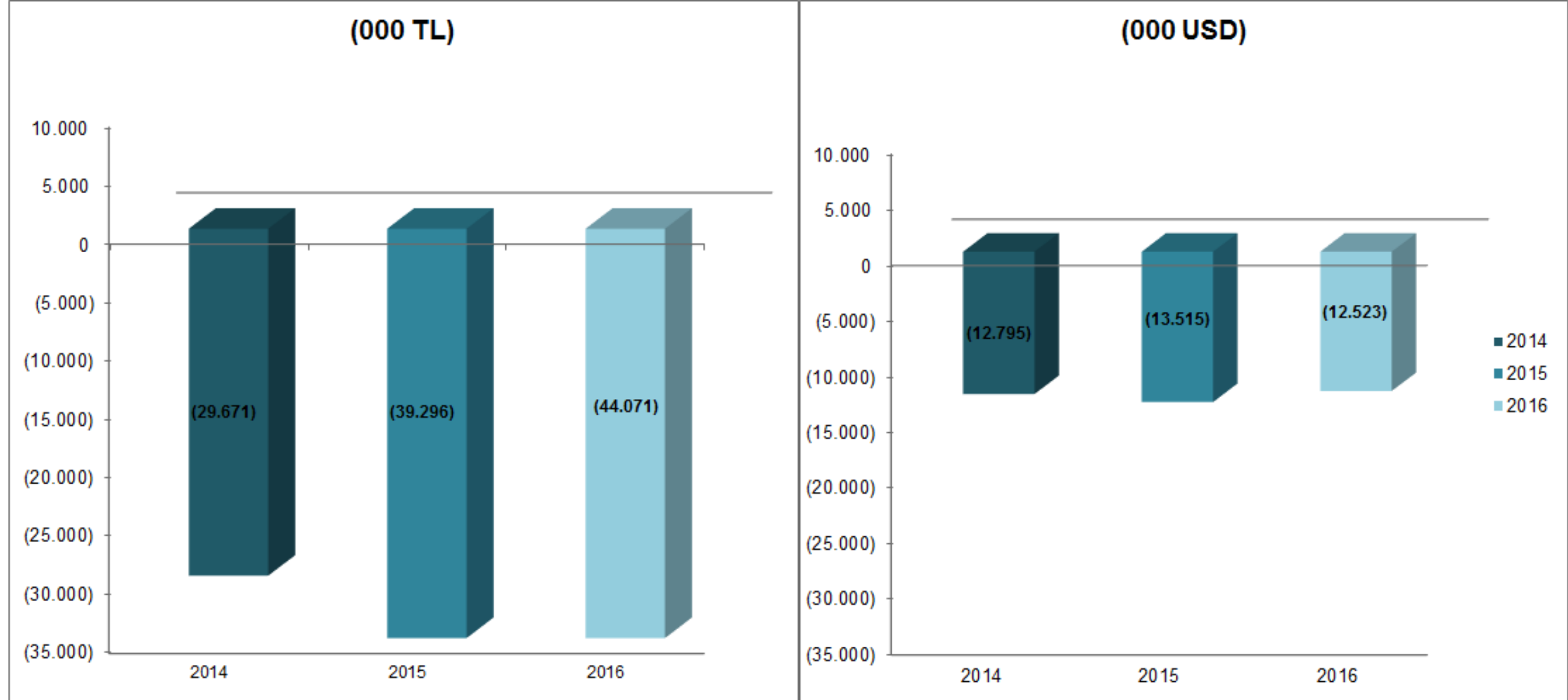| (000) TRL	2016	2015	Changes (%)
Net Sales	**1.214.421**	**1.077.380**	**12,72**
Gross Profit	34.605	37.371	(7,40)
Gross Profit Margin (%)	2,85	3,47	(17,85)
EBITDA	19.719	25.364	(22,26)
EBITDA Margin (%)	1,62	2,35	(31,03)
Operational Profit	19.569	25.305	(22,67)
Operational Profit Margin (%)	1,61	2,35	(31,39)
Financial Income /(Expenses), Net	2.957	2.419	22,21
Tax Expenses	(4.534)	(5.576)	(18,69)
Net Profit	18.078	22.148	(18,38)
Net Profit Margin (%)	1,49	2,06	(27,59)

Summarized Balance Sheet (000 TL)

2016

Assets	31.12.2016	(%)	31.12.2015	(%)	Changes (%)	Liabilities & Capital	31.12.2016	(%)	31.12.2015	(%)	Changes (%)
Current Assets	**293.822**	**96%**	**361.809**	**83%**	**(18,8)**	**Short Term Lia.**	**231.262**	**75%**	**308.595**	**71%**	**(25,1)**
Cash	44.072	14%	39.296	9%	12,2	Financial Lia.	74.989	24%	196.581	45%	(61,9)
Trade Receivables	215.148	70%	271.911	62%	(20,9)	Trade Payables	139.521	45%	91.971	21%	51,7
Inventories	30.371	10%	36.072	8%	(15,8)	Provisions for Tax	3.331	1%	2.783	1%	19,7
Inventories in Transit	1.111	0%	9.851	2%	(88,7)	Prov. for Other Pay.	7.436	2%	6.594	2%	12,8
Other	3.120	1%	4.679	1%	(33,3)	Other	5.985	2%	10.666	2%	(43,9)
Non-Current Assets	**13.565**	**4%**	**75.419**	**17%**	**(82,0)**	**Long Term Lia.**	**1.818**	**1%**	**67.131**	**15%**	**(97,3)**
Fixed Assets	1.771	1%	67.085	15%	(97,4)	Financial Lia.	1.771	1%	67.085	15%	(97,4)
Goodwill	178	0%	79	0%	0,0	Prov. for Empl. Trm. Ind.	47	0%	46	0%	2,9
Other	11.616	4%	8.255	2%	40,7	**Capital**	**74.307**	**24%**	**61.502**	**14%**	**20,8**
Total Assets	**307.387**	**100%**	**437.228**	**100%**	**(29,7)**	**Total Lia. & Capital**	**307.387**	**100%**	**437.228**	**100%**	**(29,7)**

Net Financial Debt (000 TL & USD)

Working Capital (000 TL)

2016

(000) TRL	31.12.2016	31.12.2015	Changes %	(000) TRL	31.12.2016	31.12.2015	Changes %
Short T. Trade Receivables	215.148	271.911	(20,9)	Short T. Trade Payables	139.521	91.971	51,7
Inventories	31.482	45.923	(31,4)	Short T. Financial Debts	74.989	196.581	0,0
Cash & Cash Equivalents	44.072	39.296	12,2	Other Debts	16.753	20.043	(16,4)
Other Receivables	3.120	4.679	(33,3)	**Total Short T. Liabilities**	**231.262**	**308.595**	**(25,1)**
Total Current Assets	**293.822**	**361.809**	**(18,8)**	**Net Working Capital**	**62.560**	**53.214**	**17,6**

Cash Flow (000 TL)

(000) TRL	31.12.2016	31.12.2015
Beginning of Term Balance	**39.289**	**29.668**
Activity of Net Cash Flow	198.755	(166.931)
Investment Activities	(491)	(212)
Changes in Cash	198.264	(167.142)
Changes in Financial Debts	(193.494)	176.764
End of Term Balance	**44.060**	**39.289**

2016

Financial Ratios

2016

LIQUIDITY RATIOS	31.12.2016	31.12.2015
Current Ratio	1,27	1,17
Quick Ratio	1,13	1,02

THE WORKING CAPITAL RATIOS (*)	31.12.2016	31.12.2015
Receivables Days	21	24
Payables Days	29	30
Inventory Days	11	12

FINANCIAL STRUCTURE RATIOS	31.12.2016	31.12.2015
Capital / Total Liabilities & Capital	24,2%	14,0%
Short T. Debts / Total Liabilities & Capital	75,2%	70,6%
Long T. Debts / Total Liabilities & Capital	0,6%	15,4%
Financial Debts / Total Debts	32,9%	70,2%

PROFITABILITY RATIOS	31.12.2016	31.12.2015
Gross Profit Margin	2,8%	3,5%
Operational Profit Margin	1,6%	2,3%
Net Profit / Sales	1,5%	2,1%
Profit Margin Before Tax	1,9%	2,6%

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

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Türkiye'nin Bilişim Kaynağı'

datagate

DESPEC
Türkiye

Netex
bir Westcon ve İndeks Grup iştirakidir

artım
bilişim

TEKLOS
Teknoloji ile dolaşanlar

Thanks….

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