

# Datagate Bilgisayar A.Ş.

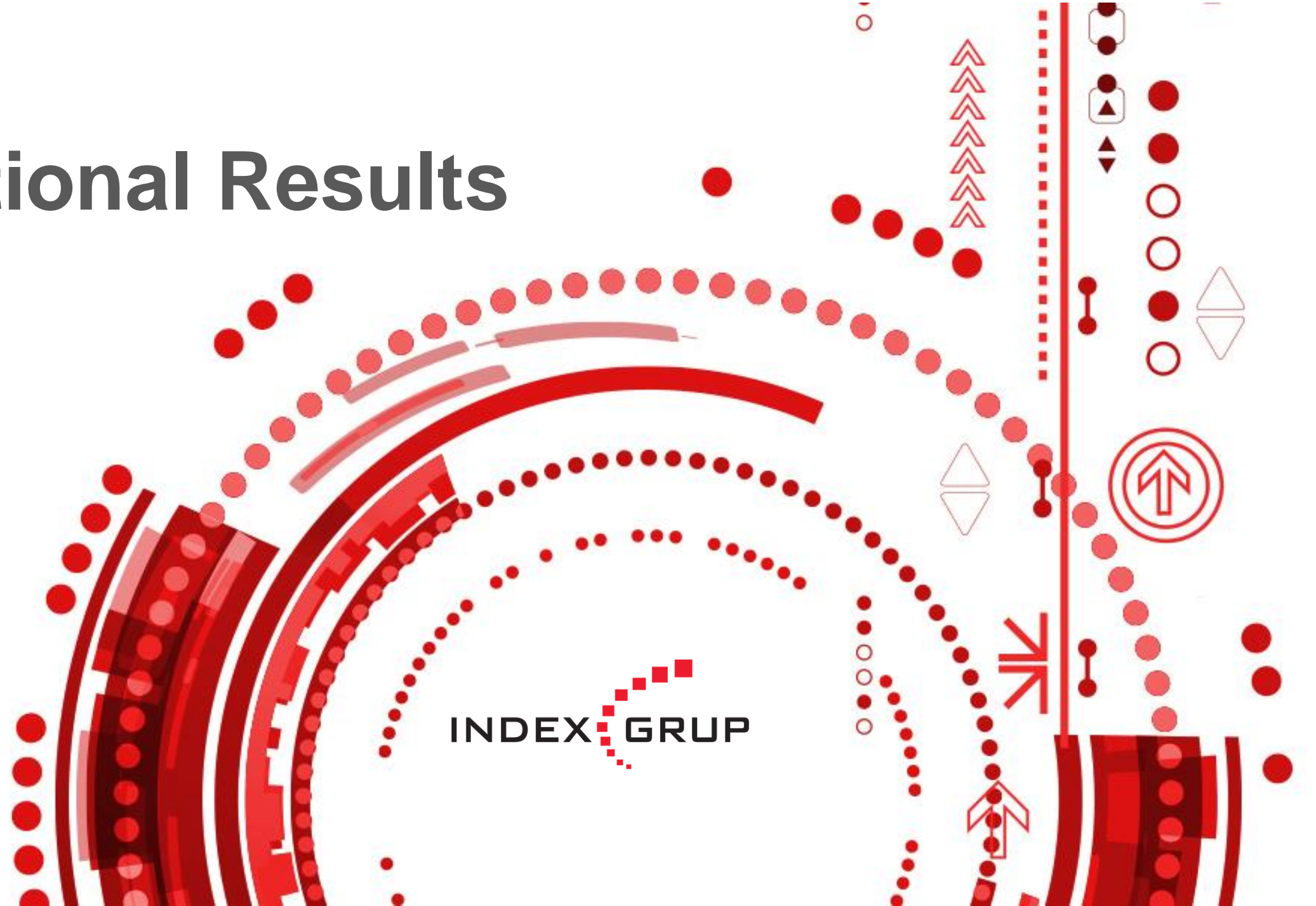
## Analyst Presentation

1.Q 2017

## Financial & Operational Results

09 May 2017

Index Plaza, 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 (000 TL)

2017

(000) TRL	3 months 2017	3 months 2016	Changes (%)
<b>Net Sales</b>	<b>384.819</b>	<b>299.980</b>	<b>28,28</b>
Gross Profit	10.339	8.363	23,63
Gross Profit Margin (%)	2,69	2,79	(3,63)
EBITDA	6.068	5.239	15,83
EBITDA Margin (%)	1,58	1,75	(9,71)
Operational Profit	6.026	5.203	15,82
Operational Profit Margin (%)	1,57	1,73	(9,72)
Financial Income /(Expenses), Net	565	331	70,69
Tax Expenses	(1.318)	(1.089)	21,03
Net Profit	5.273	4.498	17,24
Net Profit Margin (%)	1,37	1,50	(8,61)

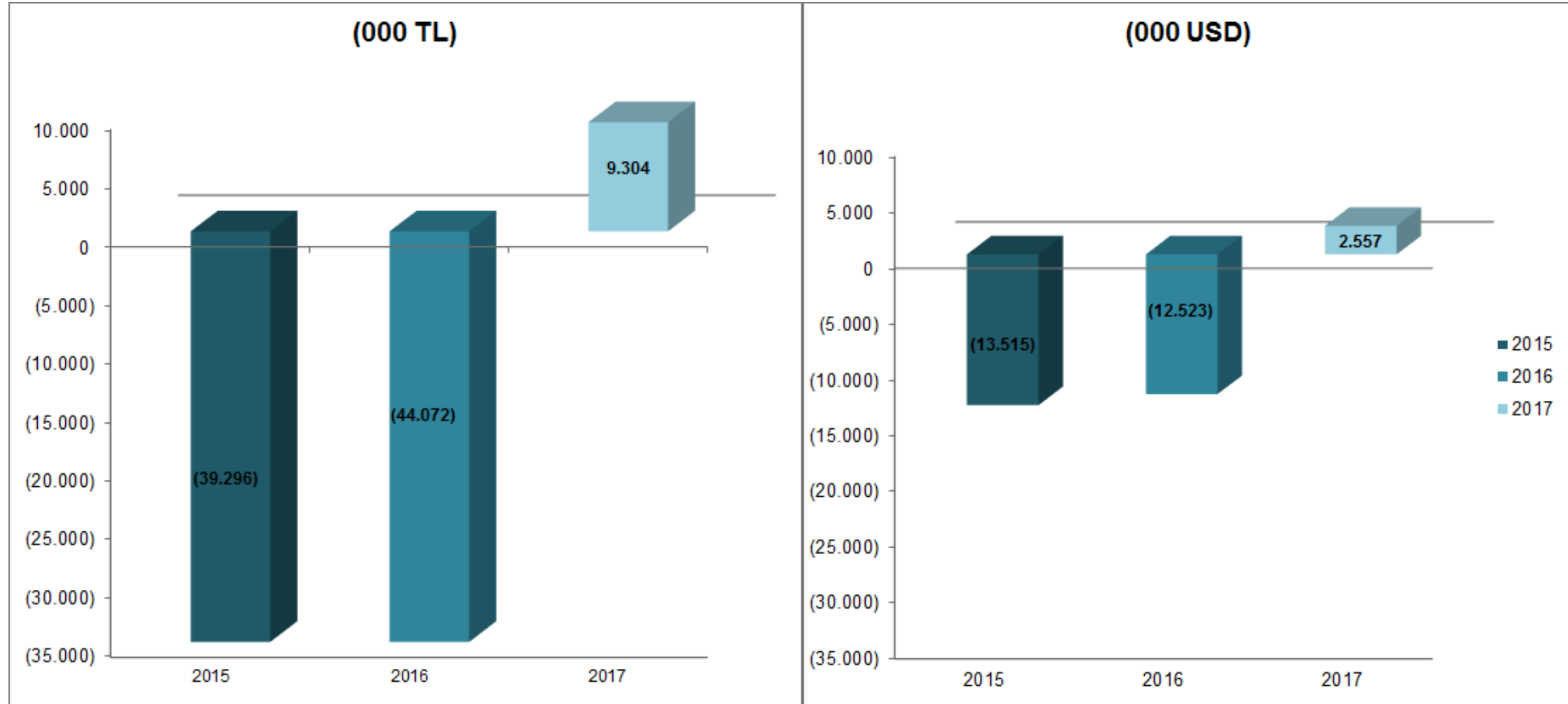
# Summarized Balance Sheet (000 TL)

2017

Assets	31.03.2017	(%)	31.12.2016	(%)	Changes (%)	Liabilities & Capital	31.03.2017	(%)	31.12.2016	(%)	Changes (%)
<b>Current Assets</b>	<b>306.430</b>	<b>95%</b>	<b>293.822</b>	<b>96%</b>	<b>4,3</b>	<b>Short Term Lia.</b>	<b>240.525</b>	<b>75%</b>	<b>231.262</b>	<b>75%</b>	<b>4,0</b>
Cash	3.060	1%	44.072	14%	(93,1)	Financial Lia.	52.275	16%	74.989	24%	(30,3)
Trade Receivables	250.355	78%	215.148	70%	16,4	Trade Payables	158.766	49%	139.521	45%	13,8
Inventories	35.549	11%	30.371	10%	17,0	Provisions for Tax	3.163	1%	3.331	1%	(5,0)
Inventories in Transit	346	0%	1.111	0%	(68,9)	Prov. for Other Pay.	16.448	5%	7.436	2%	121,2
Other	17.120	5%	3.120	1%	448,7	Other	9.873	3%	5.985	2%	65,0
<b>Non-Current Assets</b>	<b>14.523</b>	<b>5%</b>	<b>13.565</b>	<b>4%</b>	<b>7,1</b>	<b>Long Term Lia.</b>	<b>853</b>	<b>0%</b>	<b>1.818</b>	<b>1%</b>	<b>(53,1)</b>
Fixed Assets	795	0%	1.771	1%	(55,1)	Financial Lia.	795	0%	1.771	1%	(55,1)
Goodwill	186	0%	178	0%	0,0	Prov. for Empl. Trm. Ind.	58	0%	47	0%	22,6
Other	13.541	4%	11.616	4%	16,6	<b>Capital</b>	<b>79.575</b>	<b>25%</b>	<b>74.307</b>	<b>24%</b>	<b>7,1</b>
<b>Total Assets</b>	<b>320.953</b>	<b>100%</b>	<b>307.387</b>	<b>100%</b>	<b>4,4</b>	<b>Total Lia. &amp; Capital</b>	<b>320.953</b>	<b>100%</b>	<b>307.387</b>	<b>100%</b>	<b>4,4</b>

# Net Financial Debt (000 TL & USD)

2017





# Working Capital (000 TL)

2017

(000) TRL	31.03.2017	31.12.2016	Changes %	(000) TRL	31.03.2017	31.12.2016	Changes %
Short T. Trade Receivables	250.355	215.148	16,4	Short T. Trade Payables	158.766	139.521	13,8
Inventories	35.895	31.482	14,0	Short T. Financial Debts	52.275	74.989	0,0
Cash & Cash Equivalents	3.060	44.072	(93,1)	Other Debts	29.484	16.753	76,0
Other Receivables	17.120	3.120	448,7	<b>Total Short T. Liabilities</b>	<b>240.525</b>	<b>231.262</b>	<b>4,0</b>
<b>Total Current Assets</b>	<b>306.430</b>	<b>293.822</b>	<b>4,3</b>	<b>Net Working Capital</b>	<b>65.905</b>	<b>62.560</b>	<b>5,3</b>

# Cash Flow (000 TL)

2017

(000) TRL	31.03.2017	31.12.2016
<b>Beginning of Term Balance</b>	<b>44.060</b>	<b>39.289</b>
Activity of Net Cash Flow	(16.698)	45.628
Investment Activities	(116)	(368)
Changes in Cash	(16.814)	45.260
Changes in Financial Debts	(24.185)	(45.737)
<b>End of Term Balance</b>	<b>3.060</b>	<b>38.812</b>

# Financial Ratios

2017

<b>LIQUIDITY RATIOS</b>	<b>31.03.2017</b>	<b>31.12.2016</b>
Current Ratio	1,27	1,27
Quick Ratio	1,12	1,13

<b>THE WORKING CAPITAL RATIOS (*)</b>	<b>31.03.2017</b>	<b>31.12.2016</b>
Receivables Days	26	21
Payables Days	25	29
Inventory Days	8	11

<b>FINANCIAL STRUCTURE RATIOS</b>	<b>31.03.2017</b>	<b>31.12.2016</b>
Capital / Total Liabilities & Capital	24,8%	24,2%
Short T. Debts / Total Liabilities & Capital	74,9%	75,2%
Long T. Debts / Total Liabilities & Capital	0,3%	0,6%
Financial Debts / Total Debts	22,0%	32,9%

<b>PROFITABILITY RATIOS</b>	<b>31.03.2017</b>	<b>31.03.2016</b>
Gross Profit Margin	2,7%	2,8%
Operational Profit Margin	1,6%	1,7%
Net Profit / Sales	1,4%	1,5%
Profit Margin Before Tax	1,7%	1,8%

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



Thanks....

