

Datagate Bilgisayar A.Ş.

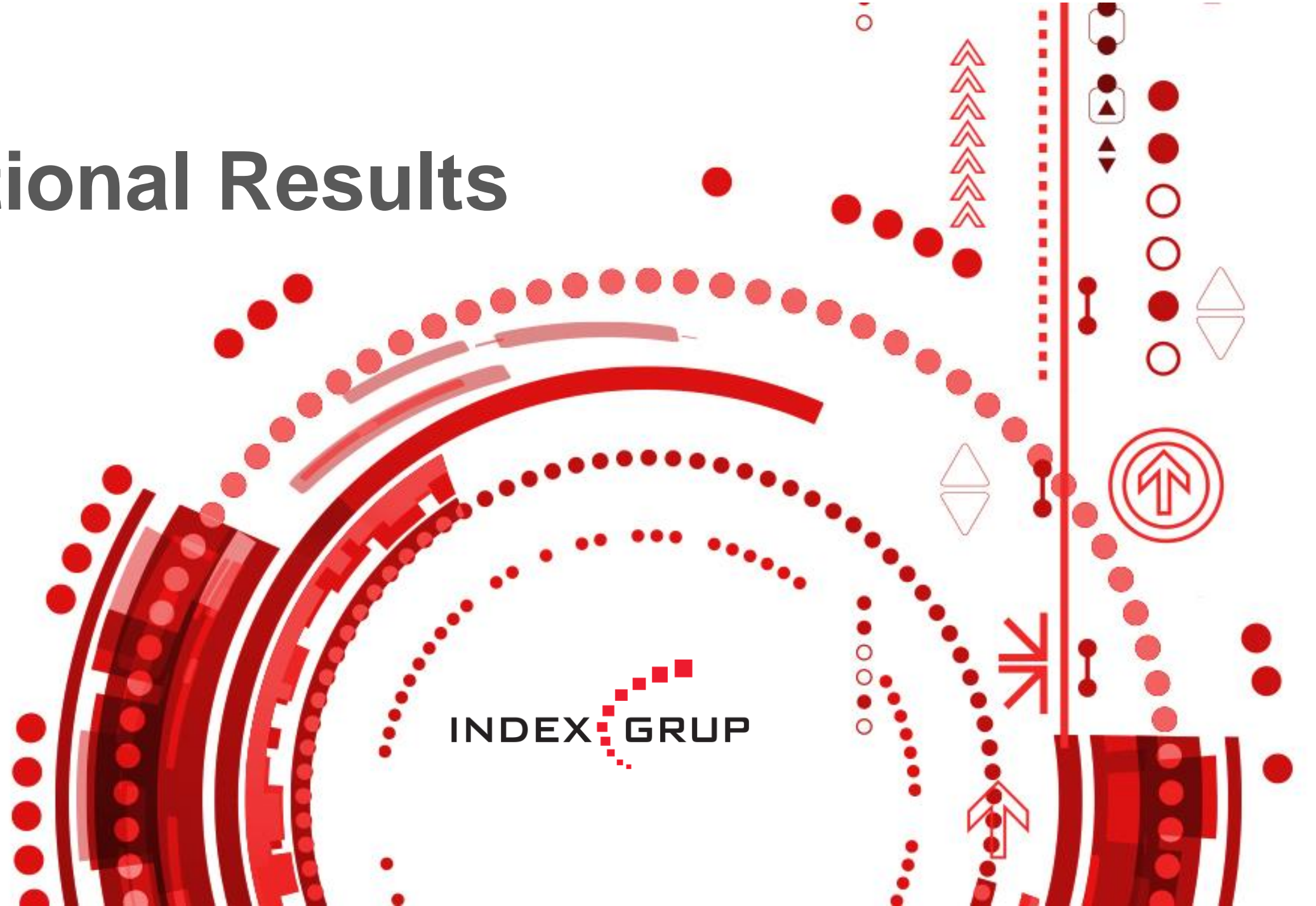
Analyst Presentation

9 Months 2017

Financial & Operational Results

07 November 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	9 months 2017	9 months 2016	Changes (%)
Net Sales	1.025.546	837.529	22,45
Gross Profit	34.416	24.193	42,26
Gross Profit Margin (%)	3,36	2,89	16,18
EBITDA	22.810	13.108	74,01
EBITDA Margin (%)	2,22	1,57	42,11
Operational Profit	22.678	12.997	74,49
Operational Profit Margin (%)	2,21	1,55	42,50
Financial Income /(Expenses), Net	861	2.236	(61,49)
Tax Expenses	(4.827)	(3.058)	57,85
Net Profit	18.712	12.175	53,69
Net Profit Margin (%)	1,82	1,45	25,52

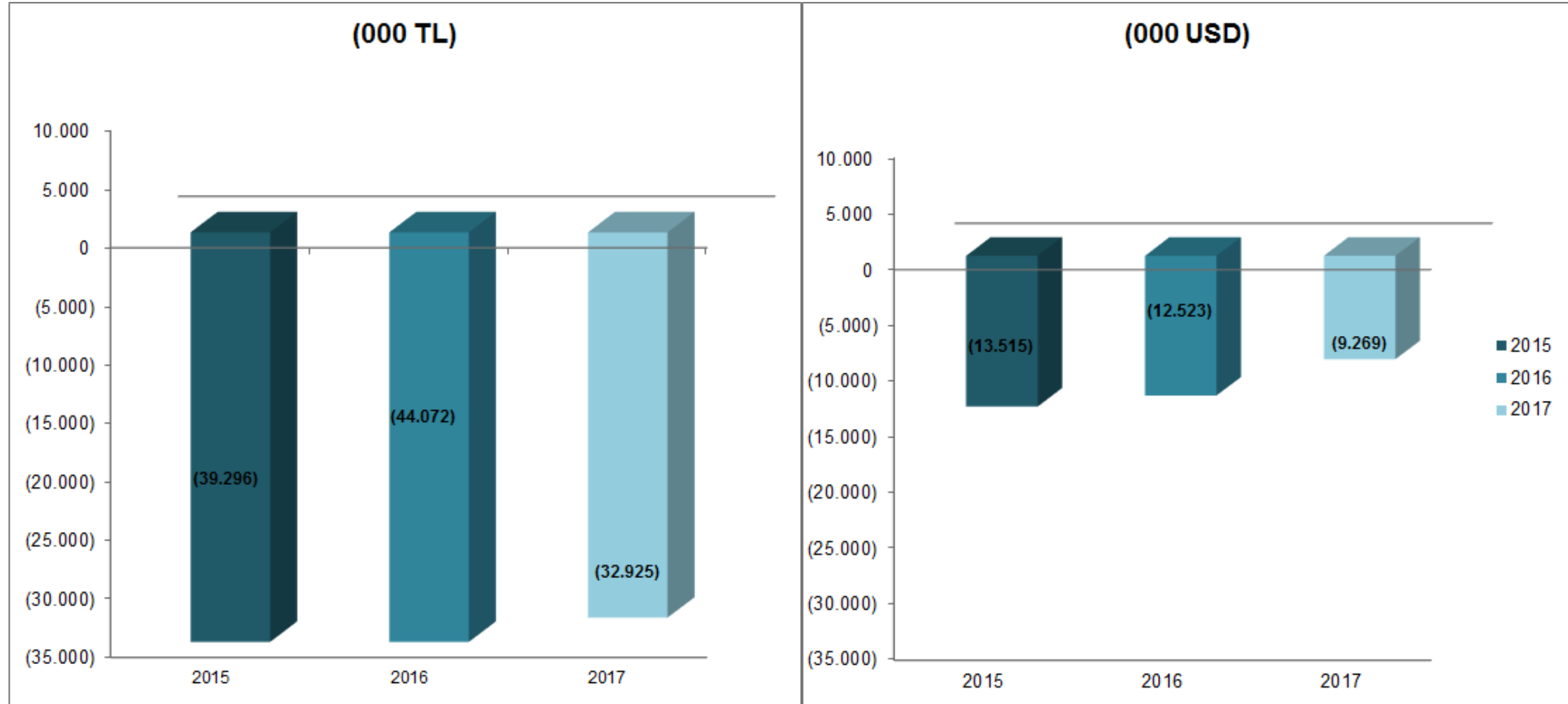
Summarized Balance Sheet (000 TL)

2017

Assets	30.09.2017	(%)	31.12.2016	(%)	Changes (%)	Liabilities & Capital	30.09.2017	(%)	31.12.2016	(%)	Changes (%)
Current Assets	307.788	90%	293.822	96%	4,8	Short Term Lia.	241.864	71%	231.261	75%	4,6
Cash	32.925	10%	44.072	14%	(25,3)	Financial Lia.	26.933	8%	74.989	24%	(64,1)
Trade Receivables	212.604	62%	215.148	70%	(1,2)	Trade Payables	194.894	57%	139.521	45%	39,7
Inventories	36.189	11%	30.371	10%	19,2	Provisions for Tax	2.908	1%	3.331	1%	(12,7)
Inventories in Transit	4.532	1%	1.111	0%	307,9	Prov. for Other Pay.	14.389	4%	7.436	2%	93,5
Other	21.538	6%	3.120	1%	590,3	Other	2.740	1%	5.985	2%	(54,2)
Non-Current Assets	33.575	10%	13.565	4%	147,5	Long Term Lia.	16.463	5%	1.818	1%	805,5
Fixed Assets	16.404	5%	1.771	1%	826,3	Financial Lia.	16.404	5%	1.771	1%	826,3
Goodwill	192	0%	178	0%	0,0	Prov. for Empl. Trm. Ind.	59	0%	47	0%	24,7
Other	16.979	5%	11.616	4%	46,2	Capital	83.036	24%	74.307	24%	11,7
Total Assets	341.363	100%	307.387	100%	11,1	Total Lia. & Capital	341.363	100%	307.387	100%	11,1

Net Financial Debt (000 TL & USD)

2017



Working Capital (000 TL)

2017

(000) TRL	30.09.2017	31.12.2016	Changes %	(000) TRL	30.09.2017	31.12.2016	Changes %
Short T. Trade Receivables	212.604	215.148	(1,2)	Short T. Trade Payables	194.894	139.521	39,7
Inventories	40.721	31.482	29,3	Short T. Financial Debts	26.933	74.989	0,0
Cash & Cash Equivalents	32.925	44.072	(25,3)	Other Debts	20.037	16.752	19,6
Other Receivables	21.538	3.120	590,3	Total Short T. Liabilities	241.864	231.261	4,6
Total Current Assets	307.788	293.822	4,8	Net Working Capital	65.924	62.561	5,4

Cash Flow (000 TL)

2017

(000) TRL	30.09.2017	30.09.2016
Beginning of Term Balance	44.060	39.289
Activity of Net Cash Flow	33.392	119.023
Investment Activities	(191)	(450)
Changes in Cash	33.201	118.573
Changes in Financial Debts	(44.357)	(146.321)
End of Term Balance	32.904	11.541

Financial Ratios

2017

LIQUIDITY RATIOS	30.09.2017	31.12.2016
Current Ratio	1,27	1,27
Quick Ratio	1,10	1,13

THE WORKING CAPITAL RATIOS (*)	30.09.2017	31.12.2016
Receivables Days	39	21
Payables Days	43	29
Inventory Days	10	11

FINANCIAL STRUCTURE RATIOS	30.09.2017	31.12.2016
Capital / Total Liabilities & Capital	24,3%	24,2%
Short T. Debts / Total Liabilities & Capital	70,9%	75,2%
Long T. Debts / Total Liabilities & Capital	4,8%	0,6%
Financial Debts / Total Debts	16,8%	32,9%

PROFITABILITY RATIOS	30.09.2017	30.09.2016
Gross Profit Margin	3,4%	2,9%
Operational Profit Margin	2,2%	1,5%
Net Profit / Sales	1,8%	1,5%
Profit Margin Before Tax	2,3%	1,8%

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

Thanks....

