

DATAGATE A.Ş.
ANALYST PRESENTATION

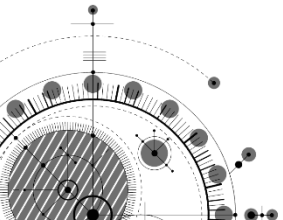
8 November 2018

Istanbul

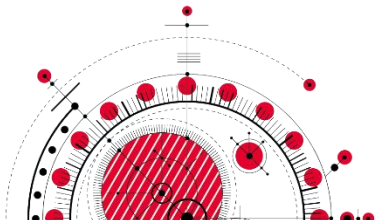
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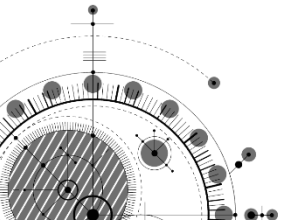


Financial and Operational Results



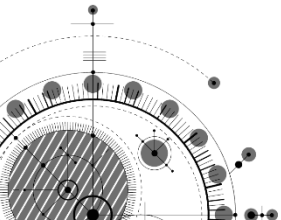
Income Statement (000 TL)

(000) TRL	9 months 2018	9 months 2017	Changes (%)
Net Sales	643.161	1.025.546	(37,29)
Gross Profit	22.742	34.416	(33,92)
Gross Profit Margin (%)	3,54	3,36	5,37
EBITDA	2.169	22.810	(90,49)
EBITDA Margin (%)	0,34	2,22	(84,84)
Operational Profit	2.030	22.678	(91,05)
Operational Profit Margin (%)	0,32	2,21	(85,73)
Financial Income /(Expenses), Net	12.296	861	1.328,11
Tax Expenses	(3.231)	(4.827)	(33,06)
Net Profit	11.095	18.712	(40,71)
Net Profit Margin (%)	1,73	1,82	(5,45)

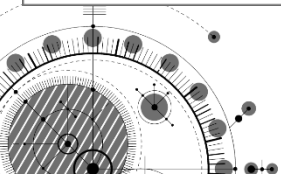
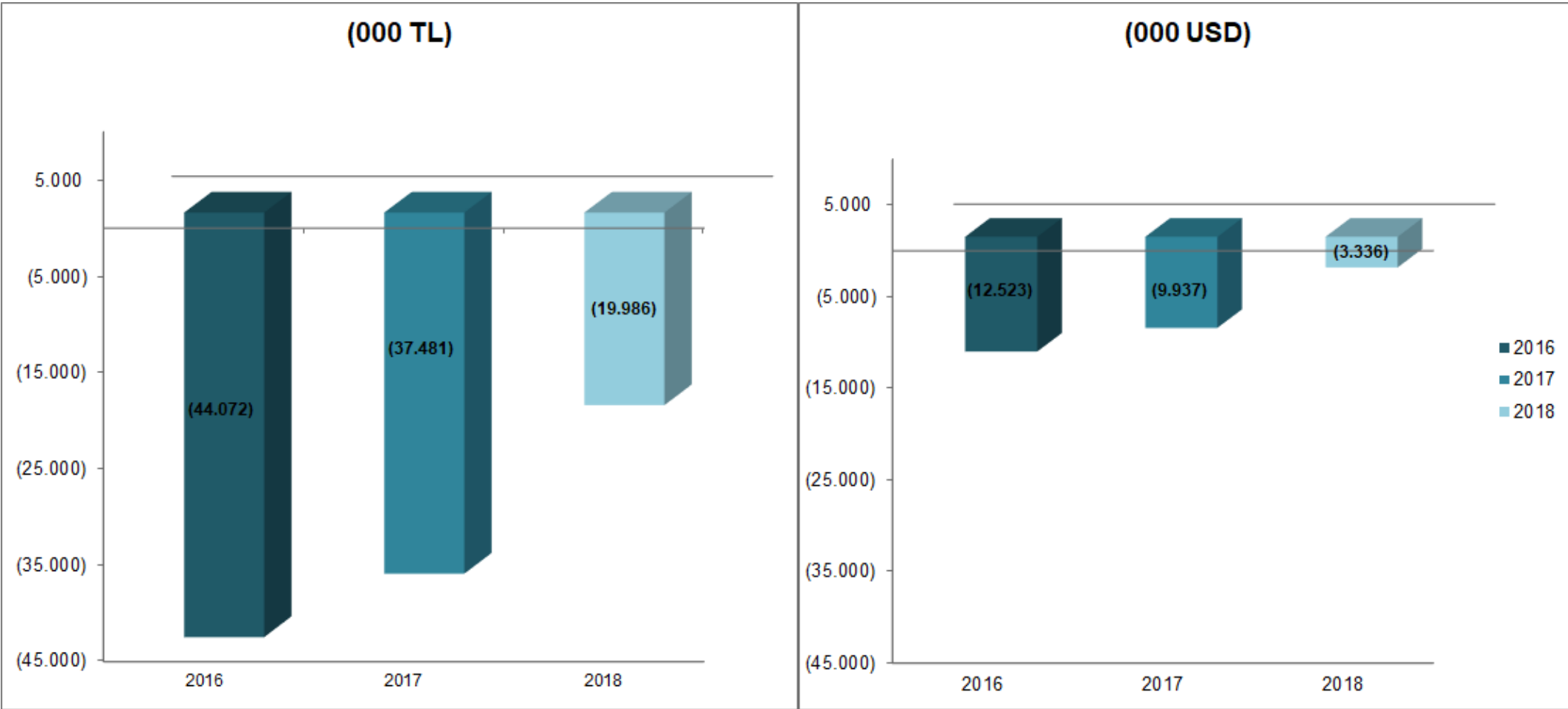


Balance Sheet (000 TL)

Assets	30.09.2018	(%)	31.12.2017	(%)	Changes (%)	Liabilities & Capital	30.09.2018	(%)	31.12.2017	(%)	Changes (%)
Current Assets	165.686	88%	387.221	91%	(57,2)	Short Term Lia.	88.292	47%	311.473	73%	(71,7)
Cash	19.986	11%	37.480	9%	(46,7)	Financial Lia.	44.526	24%	32.601	8%	36,6
Trade Receivables	98.503	52%	267.019	63%	(63,1)	Trade Payables	19.992	11%	249.550	59%	(92,0)
Inventories	24.535	13%	36.189	9%	(32,2)	Provisions for Tax	0	0%	3.450	1%	(100,0)
Inventories in Transit	263	0%	44.648	11%	(99,4)	Prov. for Other Pay.	17.119	9%	19.939	5%	(14,1)
Other	22.399	12%	1.885	0%	1.088,3	Other	6.655	4%	5.933	1%	12,2
Non-Current Assets	23.123	12%	36.583	9%	(36,8)	Long Term Lia.	6.635	4%	16.970	4%	(60,9)
Fixed Assets	6.528	3%	16.902	4%	(61,4)	Financial Lia.	6.528	3%	16.902	4%	(61,4)
Goodwill	135	0%	189	0%	0,0	Prov. for Empl. Trm. Ind.	107	0%	68	0%	57,4
Other	16.460	9%	19.492	5%	(15,6)	Capital	93.882	50%	95.361	23%	(1,6)
Total Assets	188.809	100%	423.804	100%	(55,4)	Total Lia. & Capital	188.809	100%	423.804	100%	(55,4)

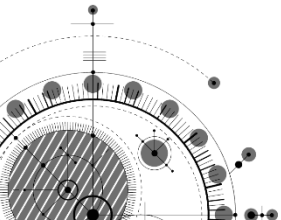


Net Financial Debt (000 TL & USD)



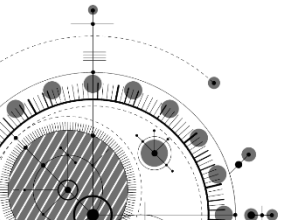
Working Capital (000 TL)

(000) TRL	30.09.2018	31.12.2017	Changes %	(000) TRL	30.09.2018	31.12.2017	Changes %
Short T. Trade Receivables	98.503	267.019	(63,1)	Short T. Trade Payables	19.992	249.550	(92,0)
Inventories	24.798	80.837	(69,3)	Short T. Financial Debts	44.526	32.601	0,0
Cash & Cash Equivalents	19.986	37.480	(46,7)	Other Debts	23.774	29.322	(18,9)
Other Receivables	22.399	1.885	1.088,3	Total Short T. Liabilities	88.292	311.473	(71,7)
Total Current Assets	165.686	387.221	(57,2)	Net Working Capital	77.394	75.748	2,2



Cash Flow (000 TL)

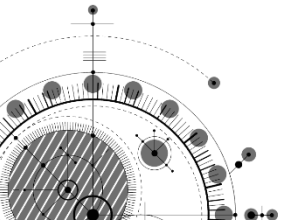
(000) TRL	30.09.2018	30.09.2017
Beginning of Term Balance	37.455	44.060
Activity of Net Cash Flow	(10.021)	33.392
Investment Activities	(124)	(190)
Changes in Cash	(10.145)	33.202
Changes in Financial Debts	(7.355)	(44.358)
End of Term Balance	19.955	32.904



Financial Ratios

LIQUIDITY RATIOS	30.09.2018	31.12.2017
Current Ratio	1,88	1,24
Quick Ratio	1,60	0,98
THE WORKING CAPITAL RATIOS (*)	30.09.2018	31.12.2017
Receivables Days	44	39
Payables Days	51	44
Inventory Days	22	12
FINANCIAL STRUCTURE RATIOS	30.09.2018	31.12.2017
Capital / Total Liabilities & Capital	49,7%	22,5%
Short T. Debts / Total Liabilities & Capital	46,8%	73,5%
Long T. Debts / Total Liabilities & Capital	3,5%	4,0%
Financial Debts / Total Debts	53,8%	15,1%
PROFITABILITY RATIOS	30.09.2018	30.09.2017
Gross Profit Margin	3,5%	3,4%
Operational Profit Margin	0,3%	2,2%
Net Profit / Sales	1,7%	1,8%
Profit Margin Before Tax	2,2%	2,3%

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



Thanks



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