

DATAGATE A.Ş.
ANALYST PRESENTATION

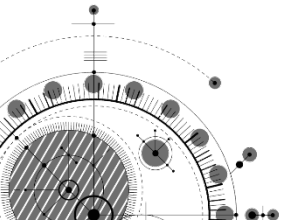
22 May 2020

Istanbul

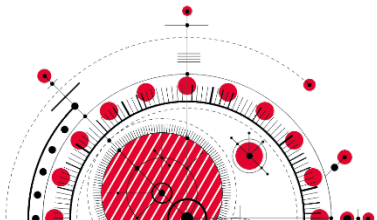
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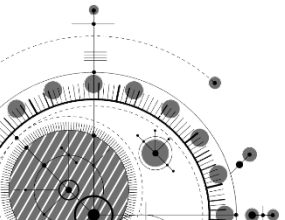


Financial and Operational Results



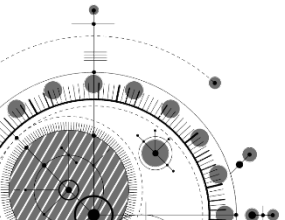
Income Statement (000 TL)

(000) TRL	3 months 2020	3 months 2019	Changes (%)
Net Sales	354.288	205.840	72,12
Gross Profit	18.902	13.408	40,98
Gross Profit Margin (%)	5,34	6,51	(18,09)
EBITDA	15.381	8.982	71,25
EBITDA Margin (%)	4,34	4,36	(0,51)
Operational Profit	15.011	8.788	70,81
Operational Profit Margin (%)	4,24	4,27	(0,76)
Financial Income /(Expenses), Net	2.504	2.841	(11,86)
Tax Expenses	(3.887)	(2.667)	45,74
Net Profit	6.638	5.671	17,05
Net Profit Margin (%)	1,87	2,76	(31,99)

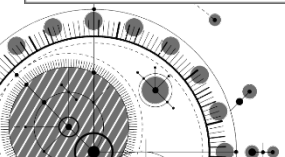
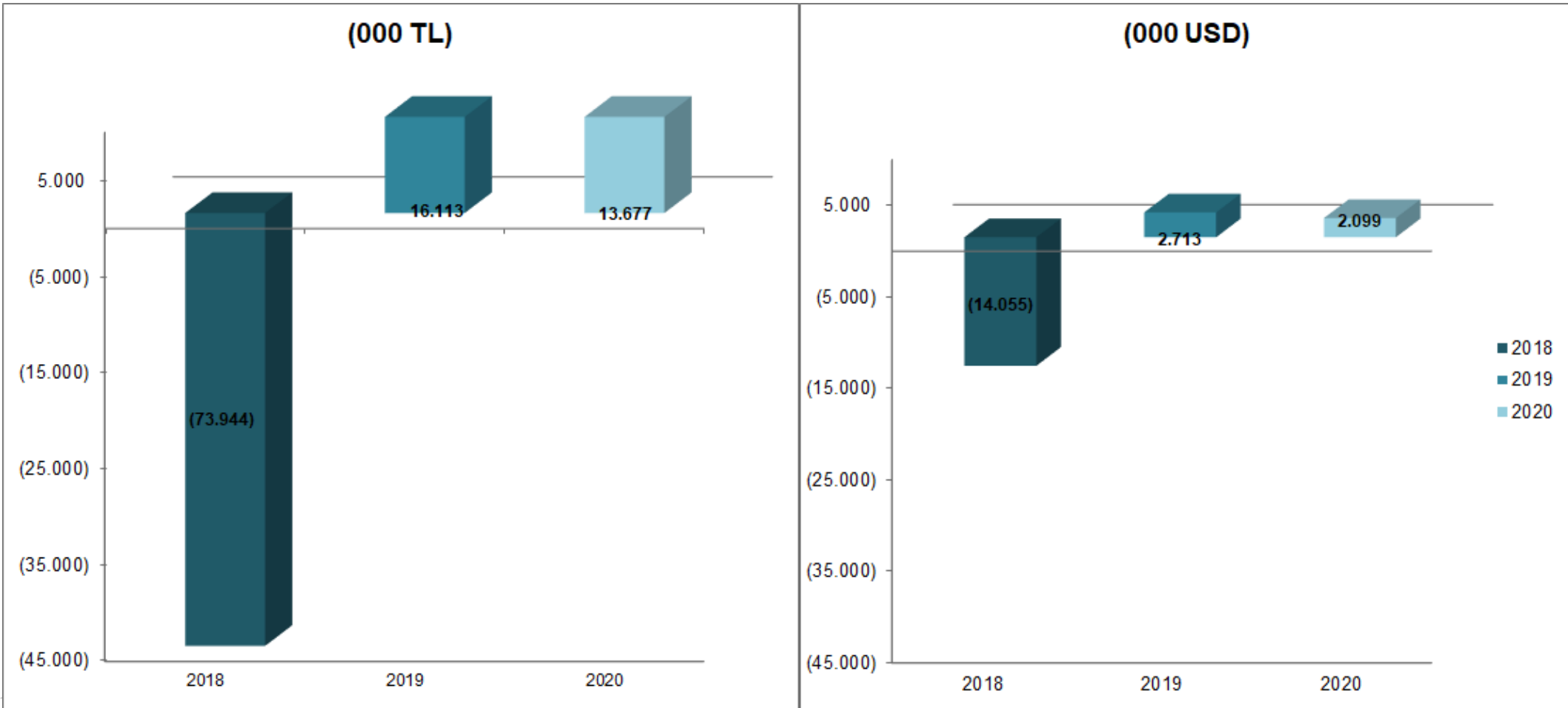


Balance Sheet (000 TL)

Assets	31.03.2020	(%)	31.12.2019	(%)	Changes (%)	Liabilities & Capital	31.03.2020	(%)	31.12.2019	(%)	Changes (%)
Current Assets	452.564	98%	412.499	97%	9,7	Short Term Lia.	298.464	64%	220.786	52%	35,2
Cash	30.688	7%	23.952	6%	28,1	Financial Lia.	156.082	34%	113.977	27%	36,9
Trade Receivables	300.925	65%	276.085	65%	9,0	Trade Payables	105.822	23%	71.156	17%	48,7
Inventories	84.251	18%	82.222	19%	2,5	Provisions for Tax	2.488	1%	1.264	0%	96,8
Inventories in Transit	24.077	5%	15.965	4%	50,8	Prov. for Other Pay.	21.268	5%	24.470	6%	(13,1)
Other	12.623	3%	14.275	3%	(11,6)	Other	12.804	3%	9.919	2%	29,1
Non-Current Assets	11.502	2%	13.061	3%	(11,9)	Long Term Lia.	2.727	1%	2.736	1%	(0,3)
Trade Receivables	0	0%	0	0%	-	Long Terms Liabilities	1.872	0%	1.950	0%	(4,0)
Fixed Assets	358	0%	320	0%	11,9	Financial Lia.	0,0	0%	0,0	0%	0,0
Right of Use Asset	2.531	1%	2.713	1%	(6,7)	Prov. for Empl. Trm. Ind.	855	0%	786	0%	8,8
Other	8.613	2%	10.028	2%	(14,1)	Capital	162.875	35%	202.038	47%	(19,4)
Total Assets	464.066	100%	425.560	100%	9,0	Total Lia. & Capital	464.066	100%	425.560	100%	9,0

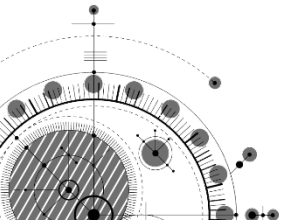


Net Financial Debt (000 TL & USD)



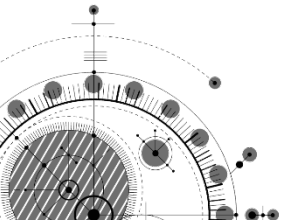
Working Capital (000 TL)

(000) TRL	31.03.2020	31.12.2019	Changes (%)	(000) TRL	31.03.2020	31.12.2019	Changes (%)
Short T. Trade Receivables	300.925	276.085	9,0	Short T. Trade Payables	105.822	71.156	48,7
Inventories	108.328	98.187	10,3	Short T. Financial Debts	156.082	113.977	0,0
Cash & Cash Equivalents	30.688	23.952	28,1	Other Debts	36.560	35.653	2,5
Other Receivables	12.623	14.275	(11,6)	Total Short T. Liabilities	298.464	220.786	35,2
Total Current Assets	452.564	412.499	9,7	Net Working Capital	154.100	191.713	(19,6)



Cash Flow (000 TL)

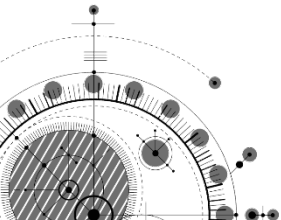
(000) TRL	31.03.2020	31.03.2019
Beginning of Term Balance	23.948	75.381
Activity of Net Cash Flow	20.395	(9.635)
Investment Activities	(52.849)	(207)
Changes in Cash	(32.454)	(9.842)
Changes in Financial Debts	39.190	1.586
End of Term Balance	30.684	67.125



Financial Ratios

LIQUIDITY RATIOS	31.03.2020	31.12.2019
Current Ratio	1,52	1,87
Quick Ratio	1,15	1,42
THE WORKING CAPITAL RATIOS (*)	31.03.2020	31.12.2019
Receivables Days	27	35
Payables Days	19	25
Inventory Days	17	20
FINANCIAL STRUCTURE RATIOS	31.03.2020	31.12.2019
Capital / Total Liabilities & Capital	35,1%	47,5%
Short T. Debts / Total Liabilities & Capital	64,3%	51,9%
Long T. Debts / Total Liabilities & Capital	0,6%	0,6%
Financial Debts / Total Debts	52,4%	51,9%
PROFITABILITY RATIOS	31.03.2020	31.03.2019
Gross Profit Margin	5,3%	6,5%
Operational Profit Margin	4,2%	4,3%
Net Profit / Sales	1,9%	2,8%
Profit Margin Before Tax	4,9%	5,6%

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



Thanks



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