

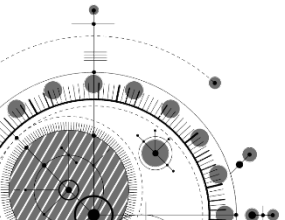
**DATAGATE A.Ş.**  
**ANALYST PRESENTATION**  
**6 November 2020**  
**Istanbul**

# Disclaimer

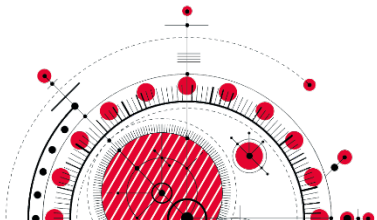
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This presentation contains information and analysis on financial statements as well as forward-looking statements that reflect the Company management's current views with respect to certain future events. Although it is believed that the information 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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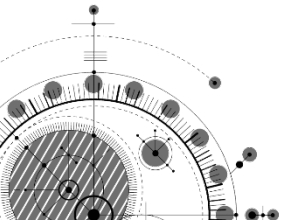


# Financial and Operational Results



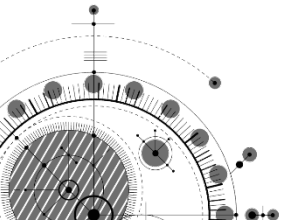
# Income Statement (000 TL)

(000) TRL	9 months 2020	9 months 2019	Changes (%)
<b>Net Sales</b>	<b>1.227.334</b>	<b>677.522</b>	<b>81,15</b>
Gross Profit	57.089	41.278	38,30
Gross Profit Margin (%)	4,65	6,09	(23,65)
EBITDA	45.602	28.169	61,89
EBITDA Margin (%)	3,72	4,16	(10,63)
Operational Profit	44.491	27.118	64,06
Operational Profit Margin (%)	3,63	4,00	(9,43)
Financial Income /(Expenses), Net	4.585	4.508	1,71
Tax Expenses	(10.845)	(7.031)	54,25
Net Profit	23.730	17.362	36,67
Net Profit Margin (%)	1,93	2,56	(24,55)

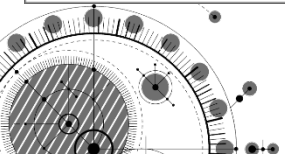
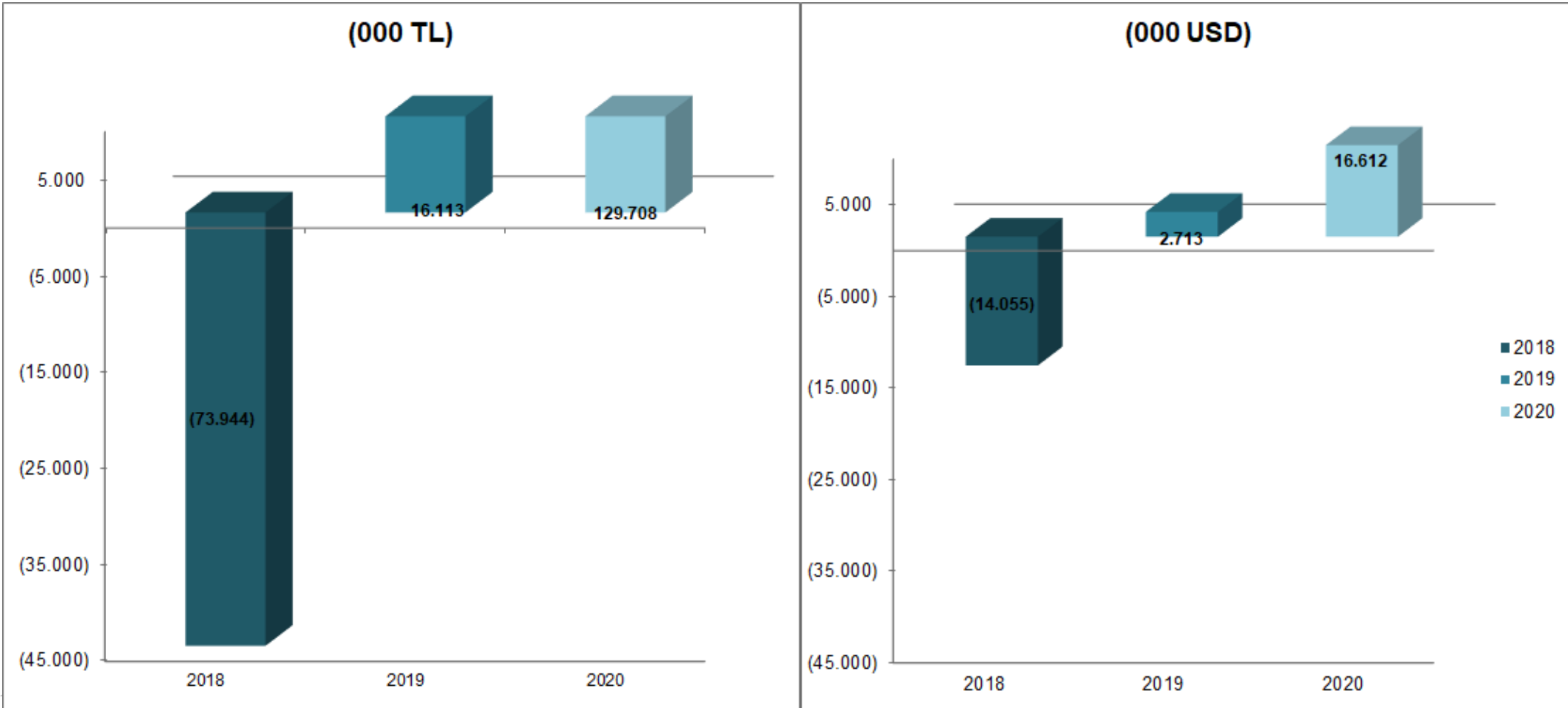


# Balance Sheet (000 TL)

Assets	30.09.2020	(%)	31.12.2019	(%)	Changes (%)	Liabilities & Capital	30.09.2020	(%)	31.12.2019	(%)	Changes (%)
<b>Current Assets</b>	<b>588.699</b>	<b>97,9%</b>	<b>412.499</b>	<b>96,9%</b>	<b>42,7</b>	<b>Short Term Lia.</b>	<b>410.814</b>	<b>68,3%</b>	<b>220.786</b>	<b>51,9%</b>	<b>86,1</b>
Cash	20.402	3,4%	23.952	5,6%	(14,8)	Financial Lia.	239.737	39,9%	113.977	26,8%	110,3
Trade Receivables	368.479	61,3%	276.085	64,9%	33,5	Trade Payables	139.514	23,2%	71.156	16,7%	96,1
Inventories	138.465	23,0%	82.222	19,3%	68,4	Provisions for Tax	4.507	0,7%	1.264	0,3%	256,6
Inventories in Transit	31.582	5,3%	15.965	3,8%	97,8	Prov. for Other Pay.	23.184	3,9%	24.470	5,8%	(5,3)
Other	29.771	5,0%	14.275	3,4%	108,6	Other	3.872	0,6%	9.919	2,3%	(61,0)
<b>Non-Current Assets</b>	<b>12.432</b>	<b>2,1%</b>	<b>13.061</b>	<b>3,1%</b>	<b>(4,8)</b>	<b>Long Term Lia.</b>	<b>2.817</b>	<b>0,5%</b>	<b>2.736</b>	<b>0,6%</b>	<b>3,0</b>
Trade Receivables	0	0,0%	0	0,0%	-	Long Terms Liabilities	1.888	0,3%	1.950	0,5%	(3,2)
Fixed Assets	340	0,1%	320	0,1%	6,3	Financial Lia.	0,0	0,0%	0,0	0,0%	0,0
Right of Use Asset	2.789	0,5%	2.713	0,6%	2,8	Prov. for Empl. Trm. Ind.	929	0,2%	786	0,2%	18,2
Other	9.303	1,5%	10.028	2,4%	(7,2)	<b>Capital</b>	<b>187.500</b>	<b>31,2%</b>	<b>202.038</b>	<b>47,5%</b>	<b>(7,2)</b>
<b>Total Assets</b>	<b>601.131</b>	<b>100%</b>	<b>425.560</b>	<b>100%</b>	<b>41,3</b>	<b>Total Lia. &amp; Capital</b>	<b>601.131</b>	<b>100%</b>	<b>425.560</b>	<b>100%</b>	<b>41,3</b>

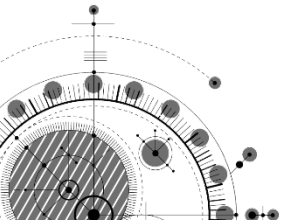


# Net Financial Debt (000 TL & USD)



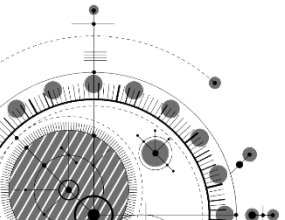
# Working Capital (000 TL)

(000) TRL	30.09.2020	31.12.2019	Changes (%)	(000) TRL	30.09.2020	31.12.2019	Changes (%)
Short T. Trade Receivables	368.479	276.085	33,5	Short T. Trade Payables	139.514	71.156	96,1
Inventories	170.047	98.187	73,2	Short T. Financial Debts	239.737	113.977	0,0
Cash & Cash Equivalents	20.402	23.952	(14,8)	Other Debts	31.563	35.653	(11,5)
Other Receivables	29.771	14.275	108,6	<b>Total Short T. Liabilities</b>	<b>410.814</b>	<b>220.786</b>	<b>86,1</b>
<b>Total Current Assets</b>	<b>588.699</b>	<b>412.499</b>	<b>42,7</b>	<b>Net Working Capital</b>	<b>177.885</b>	<b>191.713</b>	<b>(7,2)</b>



# Cash Flow (000 TL)

(000) TRL	30.09.2020	30.09.2019
<b>Beginning of Term Balance</b>	<b>23.948</b>	<b>75.381</b>
Activity of Net Cash Flow	(70.944)	(48.217)
Investment Activities	(52.906)	(237)
Changes in Cash	(123.850)	(48.454)
Changes in Financial Debts	120.300	27.258
<b>End of Term Balance</b>	<b>20.400</b>	<b>54.186</b>

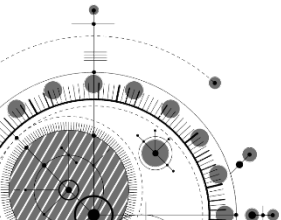




# Financial Ratios

<b>LIQUIDITY RATIOS</b>	<b>30.09.2020</b>	<b>31.12.2019</b>
Current Ratio	1,43	1,87
Quick Ratio	1,02	1,42
<b>THE WORKING CAPITAL RATIOS (*)</b>	<b>30.09.2020</b>	<b>31.12.2019</b>
Receivables Days	44	49
Payables Days	27	29
Inventory Days	22	24
<b>FINANCIAL STRUCTURE RATIOS</b>	<b>30.09.2020</b>	<b>31.12.2019</b>
Capital / Total Liabilities & Capital	31,2%	47,5%
Short T. Debts / Total Liabilities & Capital	68,3%	51,9%
Long T. Debts / Total Liabilities & Capital	0,5%	0,6%
Financial Debts / Total Debts	58,4%	51,9%
<b>PROFITABILITY RATIOS</b>	<b>30.09.2020</b>	<b>30.09.2019</b>
Gross Profit Margin	4,7%	6,1%
Operational Profit Margin	3,6%	4,0%
Net Profit / Sales	1,9%	2,6%
Profit Margin Before Tax	4,0%	4,7%

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



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# Thanks



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