

# DATAGATE A.Ş. ANALYTS PRESENTATION

2 MARCH 2021



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# Datagate AŞ Financial & Operational Results

## Summarized P/L (000 TL)

(000) TRL	12 months 2020	12 months 2019	Changes (%)
<b>Net Sales</b>	<b>1.699.475</b>	<b>1.030.801</b>	<b>64,87</b>
Gross Profit	77.039	60.629	27,07
Gross Profit Margin (%)	4,53	5,88	(22,93)
EBITDA	56.813	42.294	34,33
EBITDA Margin (%)	3,34	4,10	(18,52)
Operational Profit	55.350	40.941	35,19
Operational Profit Margin (%)	3,26	3,97	(18,00)
Financial Income /(Expenses), Net	(5.514)	5.324	(203,57)
Tax Expenses	(11.784)	(10.256)	14,90
Net Profit	25.150	23.545	6,81
Net Profit Margin (%)	1,48	2,28	(35,21)



# Datagate AŞ Financial & Operational Results

## Summarized Balance Sheet (000 TL)

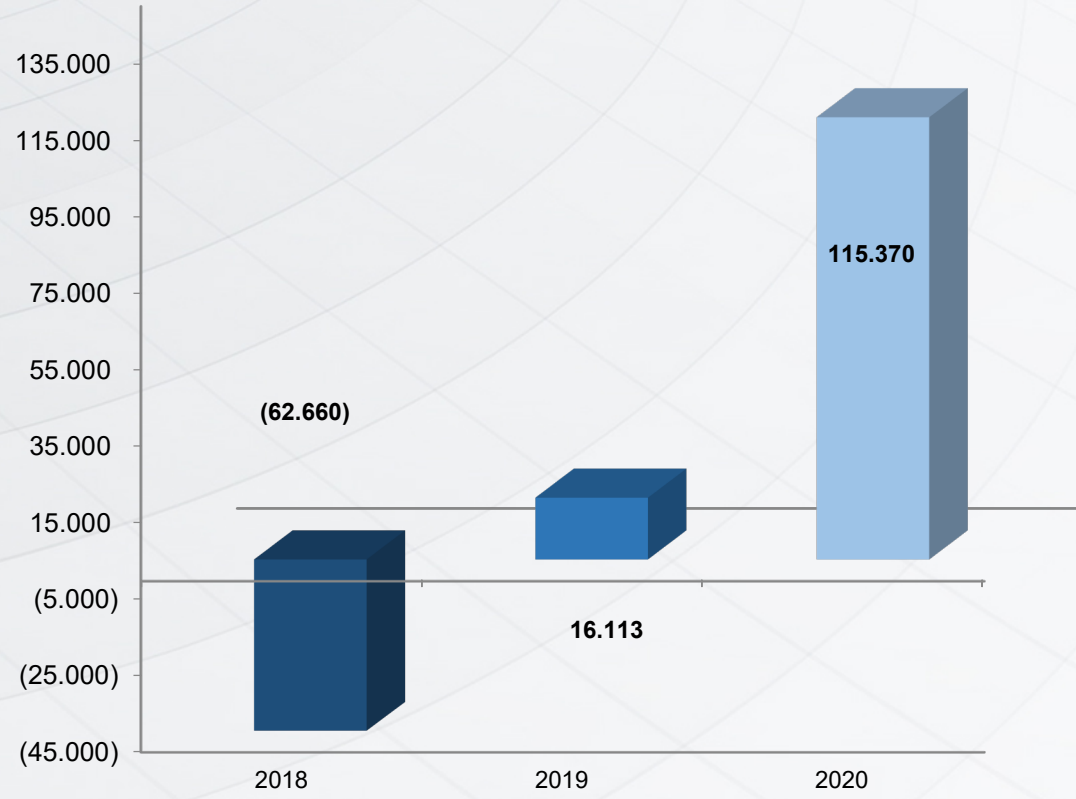
Assets	31.12.2020	(%)	31.12.2019	(%)	Changes (%)	Liabilities & Capital	31.12.2020	(%)	31.12.2019	(%)	Changes (%)
<b>Current Assets</b>	<b>499.343</b>	<b>97,7%</b>	<b>412.499</b>	<b>96,9%</b>	<b>21,1</b>	<b>Short Term Lia.</b>	<b>321.163</b>	<b>62,8%</b>	<b>220.786</b>	<b>51,9%</b>	<b>45,5</b>
Cash	20.707	4,1%	23.952	5,6%	(13,5)	Financial Lia.	184.430	36,1%	113.977	26,8%	61,8
Trade Receivables	310.993	60,8%	276.085	64,9%	12,6	Trade Payables	108.034	21,1%	71.156	16,7%	51,8
Inventories	127.967	25,0%	82.222	19,3%	55,6	Provisions for Tax	425	0,1%	1.264	0,3%	(66,4)
Inventories in Transit	16.855	3,3%	15.965	3,8%	5,6	Prov. for Other Pay.	21.597	4,2%	24.470	5,8%	(11,7)
Other	22.821	4,5%	14.275	3,4%	59,9	Other	6.677	1,3%	9.919	2,3%	(32,7)
<b>Non-Current Assets</b>	<b>11.815</b>	<b>2,3%</b>	<b>13.061</b>	<b>3,1%</b>	<b>(9,5)</b>	<b>Long Term Lia.</b>	<b>2.780</b>	<b>0,5%</b>	<b>2.736</b>	<b>0,6%</b>	<b>1,6</b>
Trade Receivables	601	0,1%	562	0,1%	-	Long Terms Liabilities	1.650	0,3%	1.950	0,5%	(15,4)
Fixed Assets	3.456	0,7%	3.591	0,8%	(3,8)	Financial Lia.	0,0	0,0%	0,0	0,0%	0,0
Right of Use Asset	7.758	1,5%	8.908	2,1%	(12,9)	Prov. for Empl. Trm. Ind.	1.130	0,2%	786	0,2%	43,8
Other	0	0,0%	0	0,0%	#SAYI/0!	<b>Capital</b>	<b>187.215</b>	<b>36,6%</b>	<b>202.038</b>	<b>47,5%</b>	<b>(7,3)</b>
<b>Total Assets</b>	<b>511.158</b>	<b>100%</b>	<b>425.560</b>	<b>100%</b>	<b>20,1</b>	<b>Total Lia. &amp; Capital</b>	<b>511.158</b>	<b>100%</b>	<b>425.560</b>	<b>100%</b>	<b>20,1</b>



# Datagate AŞ Financial & Operational Results

## Net Financial Debt (000 TL)

(000 TL)





# Datagate AŞ Financial & Operational Results

## Financial Ratios

<b>LIQUIDITY RATIOS</b>	<b>31.12.2020</b>	<b>31.12.2019</b>
Current Ratio	1,55	1,87
Quick Ratio	1,10	1,42

<b>THE WORKING CAPITAL RATIOS (*)</b>	<b>31.12.2020</b>	<b>31.12.2019</b>
Receivables Days	47	49
Payables Days	28	29
Inventory Days	23	24

<b>FINANCIAL STRUCTURE RATIOS</b>	<b>31.12.2020</b>	<b>31.12.2019</b>
Capital / Total Liabilities & Capital	36,6%	47,5%
Short T. Debts / Total Liabilities & Capital	62,8%	51,9%
Long T. Debts / Total Liabilities & Capital	0,5%	0,6%
Financial Debts / Total Debts	57,4%	51,9%

<b>PROFITABILITY RATIOS</b>	<b>31.12.2020</b>	<b>31.12.2019</b>
Gross Profit Margin	4,5%	5,9%
Operational Profit Margin	3,3%	4,0%
Net Profit / Sales	1,5%	2,3%
Profit Margin Before Tax	2,9%	4,5%

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

THANKS