

# DATAGATE A.Ş. ANALYTS PRESENTATION

16 AUGUST 2021



## 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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# Datagate AŞ Financial & Operational Results

## Summarized P/L (000 TL)

| (000) TRL                         | 6 months 2021  | 6 months 2020  | Changes (%)  |
|-----------------------------------|----------------|----------------|--------------|
| <b>Net Sales</b>                  | <b>957.608</b> | <b>712.609</b> | <b>34,38</b> |
| Gross Profit                      | 41.838         | 36.695         | 14,02        |
| Gross Profit Margin (%)           | 4,37           | 5,15           | (15,15)      |
| EBITDA                            | 31.667         | 28.391         | 11,54        |
| EBITDA Margin (%)                 | 3,31           | 3,98           | (17,00)      |
| Operational Profit                | 30.825         | 27.650         | 11,48        |
| Operational Profit Margin (%)     | 3,22           | 3,88           | (17,04)      |
| Financial Income /(Expenses), Net | (6.767)        | 1.877          | (460,52)     |
| Tax Expenses                      | (4.073)        | (6.513)        | (37,46)      |
| Net Profit                        | 13.586         | 14.156         | (4,03)       |
| Net Profit Margin (%)             | 1,42           | 1,99           | (28,58)      |



# Datagate AŞ Financial & Operational Results

## Summarized Balance Sheet (000 TL)

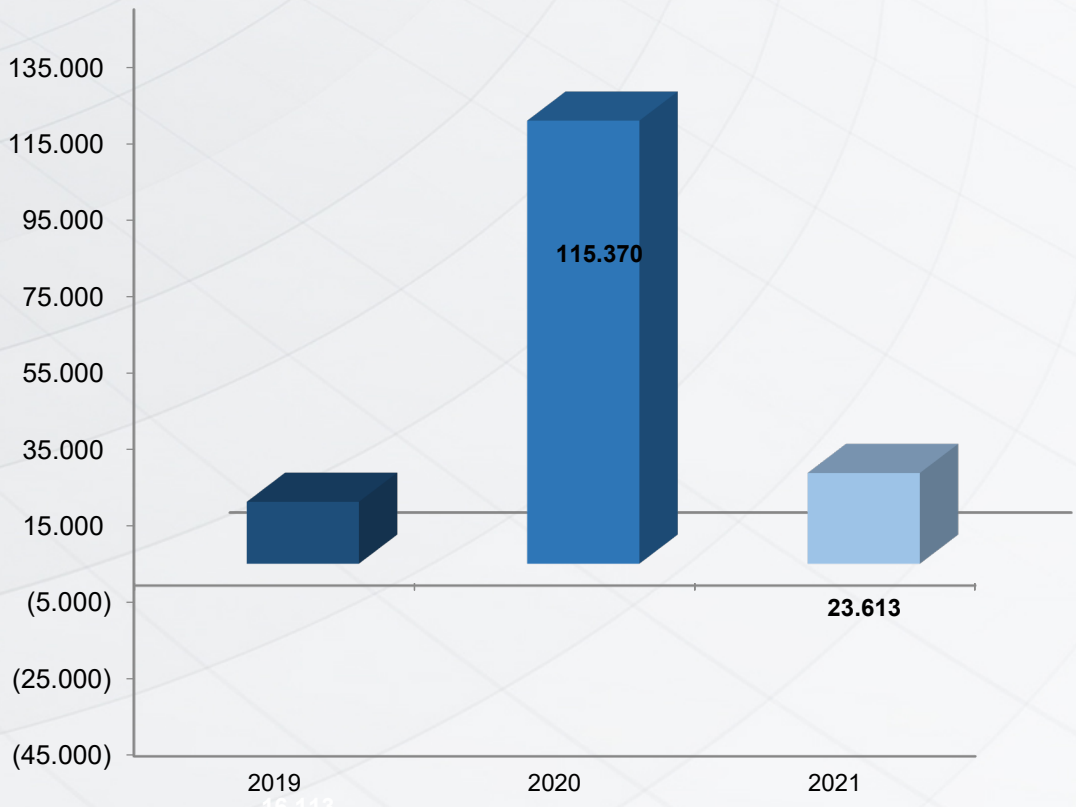
| Assets                    | 30.06.2021     | (%)          | 31.12.2020     | (%)          | Changes (%) | Liabilities & Capital           | 30.06.2021     | (%)          | 31.12.2020     | (%)          | Changes (%) |
|---------------------------|----------------|--------------|----------------|--------------|-------------|---------------------------------|----------------|--------------|----------------|--------------|-------------|
| <b>Current Assets</b>     | <b>565.697</b> | <b>97,8%</b> | <b>499.343</b> | <b>97,7%</b> | <b>13,3</b> | <b>Short Term Lia.</b>          | <b>368.144</b> | <b>63,7%</b> | <b>321.163</b> | <b>62,8%</b> | <b>14,6</b> |
| Cash                      | 61.303         | 10,6%        | 20.707         | 4,1%         | 196,0       | Financial Lia.                  | 85.576         | 14,8%        | 184.430        | 36,1%        | (53,6)      |
| Trade Receivables         | 270.340        | 46,8%        | 310.993        | 60,8%        | (13,1)      | Trade Payables                  | 249.998        | 43,2%        | 108.034        | 21,1%        | 131,4       |
| Inventories               | 162.114        | 28,0%        | 127.967        | 25,0%        | 26,7        | Provisions for Tax              | 3.627          | 0,6%         | 425            | 0,1%         | 753,4       |
| Inventories in Transit    | 33.212         | 5,7%         | 16.855         | 3,3%         | 97,0        | Prov. for Other Pay.            | 18.855         | 3,3%         | 21.597         | 4,2%         | (12,7)      |
| Other                     | 38.728         | 6,7%         | 22.821         | 4,5%         | 69,7        | Other                           | 10.088         | 1,7%         | 6.677          | 1,3%         | 51,1        |
| <b>Non-Current Assets</b> | <b>12.516</b>  | <b>2,2%</b>  | <b>11.815</b>  | <b>2,3%</b>  | <b>5,9</b>  | <b>Long Term Lia.</b>           | <b>2.801</b>   | <b>0,5%</b>  | <b>2.780</b>   | <b>0,5%</b>  | <b>0,8</b>  |
| Trade Receivables         | 710            | 0,1%         | 601            | 0,1%         | -           | Long Terms Liabilities          | 1.633          | 0,3%         | 1.650          | 0,3%         | (1,0)       |
| Fixed Assets              | 3.760          | 0,7%         | 3.456          | 0,7%         | 8,8         | Financial Lia.                  | 0,0            | 0,0%         | 0,0            | 0,0%         | 0,0         |
| Right of Use Asset        | 8.046          | 1,4%         | 7.758          | 1,5%         | 3,7         | Prov. for Empl. Trm. Ind.       | 1.168          | 0,2%         | 1.130          | 0,2%         | 3,3         |
| Other                     | 0              | 0,0%         | 0              | 0,0%         | 0,0         | <b>Capital</b>                  | <b>207.268</b> | <b>35,8%</b> | <b>187.215</b> | <b>36,6%</b> | <b>10,7</b> |
| <b>Total Assets</b>       | <b>578.213</b> | <b>100%</b>  | <b>511.158</b> | <b>100%</b>  | <b>13,1</b> | <b>Total Lia. &amp; Capital</b> | <b>578.213</b> | <b>100%</b>  | <b>511.158</b> | <b>100%</b>  | <b>13,1</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>30.06.2021</b> | <b>31.12.2020</b> |
|-------------------------|-------------------|-------------------|
| Current Ratio           | 1,54              | 1,55              |
| Quick Ratio             | 1,01              | 1,10              |

| <b>THE WORKING CAPITAL RATIOS (*)</b> | <b>30.06.2021</b> | <b>31.12.2020</b> |
|---------------------------------------|-------------------|-------------------|
| Receivables Days                      | 47                | 47                |
| Payables Days                         | 32                | 28                |
| Inventory Days                        | 26                | 23                |

| <b>FINANCIAL STRUCTURE RATIOS</b>            | <b>30.06.2021</b> | <b>31.12.2020</b> |
|--|-------------------|-------------------|
| Capital / Total Liabilities & Capital        | 35,8%             | 36,7%             |
| Short T. Debts / Total Liabilities & Capital | 63,7%             | 62,8%             |
| Long T. Debts / Total Liabilities & Capital  | 0,5%              | 0,5%              |
| Financial Debts / Total Debts                | 23,5%             | 57,4%             |

| <b>PROFITABILITY RATIOS</b> | <b>30.06.2021</b> | <b>30.06.2020</b> |
|-----------------------------|-------------------|-------------------|
| Gross Profit Margin         | 4,4%              | 5,1%              |
| Operational Profit Margin   | 3,2%              | 3,9%              |
| Net Profit / Sales          | 1,4%              | 2,0%              |
| Profit Margin Before Tax    | 2,5%              | 4,1%              |

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

THANKS