

# DATAGATE A.Ş. ANALYTS PRESENTATION

8 NOVEMBER 2021



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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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### Datagate AŞ Financial & Operational Results

### Summarized P/L (000 TL)

(000) TRL	9 months 2021	9 months 2020	Changes (%)
Net Sales	1.453.191	1.227.334	18,40
Gross Profit	62.493	57.089	9,47
Gross Profit Margin (%)	4,30	4,65	(7,55)
EBITDA	45.369	45.237	0,29
EBITDA Margin (%)	3,12	3,69	(15,29)
Operational Profit	44.527	44.496	0,07
Operational Profit Margin (%)	3,06	3,63	(15,48)
Financial Income /(Expenses), Net	(16.103)	4.585	(451,21)
Tax Expenses	(5.322)	(10.845)	(50,93)
Net Profit	15.906	23.730	(32,97)
Net Profit Margin (%)	1,09	1,93	(43,39)



# Datagate AŞ Financial & Operational Results

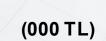


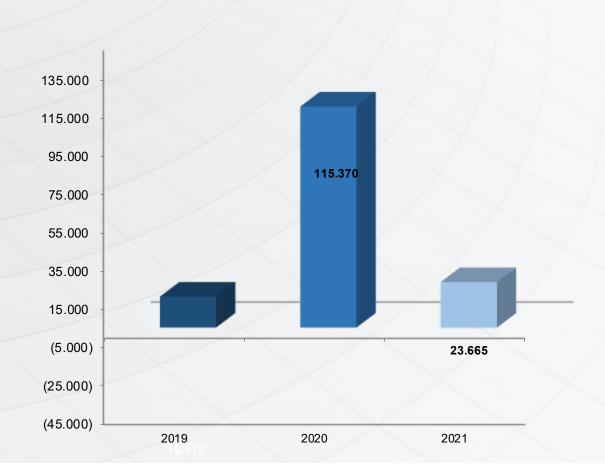
### **Summarized Balance Sheet (000 TL)**

30.09.2021	(%)	31.12.2020	(%)	Changes (%)	Liabilities & Capital	30.09.2021	(%)	31.12.2020	(%)	Changes (%)
447.317	97,3%	499.343	97,7%	(10,4)	Short Term Lia.	246.607	53,7%	321.163	62,8%	(23,2)
66.535	14,5%	20.707	4,1%	221,3	Financial Lia.	88.805	19,3%	184.430	36,1%	(51,8)
274.878	59,8%	310.993	60,8%	(11,6)	Trade Payables	117.979	25,7%	108.034	21,1%	9,2
87.554	19,1%	144.822	28,3%	(39,5)	Provisions for Tax	1.348	0,3%	425	0,1%	217,2
0	0,0%	0	0,0%	0	Prov. for Other Pay.	20.051	4,4%	21.597	4,2%	(7,2)
18.350	4,0%	22.821	4,5%	(19,6)	Other	18.424	4,0%	6.677	1,3%	175,9
12.224	2,7%	11.815	2,3%	3,5	Long Term Lia.	2.560	0,6%	2.780	0,5%	(7,9)
845	0,2%	601	0,1%	-	Long Terms Liabilities	1.395	0,3%	1.650	0,3%	(15,5)
3.214	0,7%	3.456	0,7%	(7,0)	Financial Lia.	0,0	0,0%	0,0	0,0%	0,0
8.163	1,8%	7.758	1,5%	5,2	Prov. for Empl. Trm. Ind.	1.165	0,3%	1.130	0,2%	3,1
2	0,0%	0	0,0%	0,0	Capital	210.374	45,8%	187.215	36,6%	12,4
459.541	100%	511.158	100%	(10,1)	Total Lia. & Capital	459.541	100%	511.158	100%	(10,1)
	447.317 66.535 274.878 87.554 0 18.350 12.224 845 3.214 8.163 2	447.317     97,3%       66.535     14,5%       274.878     59,8%       87.554     19,1%       0     0,0%       18.350     4,0%       12.224     2,7%       845     0,2%       3.214     0,7%       8.163     1,8%       2     0,0%	447.317         97,3%         499.343           66.535         14,5%         20.707           274.878         59,8%         310.993           87.554         19,1%         144.822           0         0,0%         0           18.350         4,0%         22.821           12.224         2,7%         11.815           845         0,2%         601           3.214         0,7%         3.456           8.163         1,8%         7.758           2         0,0%         0	447.317         97,3%         499.343         97,7%           66.535         14,5%         20.707         4,1%           274.878         59,8%         310.993         60,8%           87.554         19,1%         144.822         28,3%           0         0,0%         0         0,0%           18.350         4,0%         22.821         4,5%           12.224         2,7%         11.815         2,3%           845         0,2%         601         0,1%           3.214         0,7%         3.456         0,7%           8.163         1,8%         7.758         1,5%           2         0,0%         0         0,0%	447.317         97,3%         499.343         97,7%         (10,4)           66.535         14,5%         20.707         4,1%         221,3           274.878         59,8%         310.993         60,8%         (11,6)           87.554         19,1%         144.822         28,3%         (39,5)           0         0,0%         0         0,0%         0           18.350         4,0%         22.821         4,5%         (19,6)           12.224         2,7%         11.815         2,3%         3,5           845         0,2%         601         0,1%         -           3.214         0,7%         3.456         0,7%         (7,0)           8.163         1,8%         7.758         1,5%         5,2           2         0,0%         0         0,0%         0,0	447.317         97,3%         499.343         97,7%         (10,4)         Short Term Lia.           66.535         14,5%         20.707         4,1%         221,3         Financial Lia.           274.878         59,8%         310.993         60,8%         (11,6)         Trade Payables           87.554         19,1%         144.822         28,3%         (39,5)         Provisions for Tax           0         0,0%         0         0,0%         0         Prov. for Other Pay.           18.350         4,0%         22.821         4,5%         (19,6)         Other           12.224         2,7%         11.815         2,3%         3,5         Long Term Lia.           845         0,2%         601         0,1%         -         Long Terms Liabilities           3.214         0,7%         3.456         0,7%         (7,0)         Financial Lia.           8.163         1,8%         7.758         1,5%         5,2         Prov. for Empl. Trm. Ind.           2         0,0%         0         0,0%         0,0         Capital	447.317         97,3%         499.343         97,7%         (10,4)         Short Term Lia.         246.607           66.535         14,5%         20.707         4,1%         221,3         Financial Lia.         88.805           274.878         59,8%         310.993         60,8%         (11,6)         Trade Payables         117.979           87.554         19,1%         144.822         28,3%         (39,5)         Provisions for Tax         1.348           0         0,0%         0         0,0%         0         Prov. for Other Pay.         20.051           18.350         4,0%         22.821         4,5%         (19,6)         Other         18.424           12.224         2,7%         11.815         2,3%         3,5         Long Term Lia.         2.560           845         0,2%         601         0,1%         -         Long Terms Liabilities         1.395           3.214         0,7%         3.456         0,7%         (7,0)         Financial Lia.         0,0           8.163         1,8%         7.758         1,5%         5,2         Prov. for Empl. Trm. Ind.         1.165           2         0,0%         0         0,0%         0,0         Capital	447.317         97,3%         499.343         97,7%         (10,4)         Short Term Lia.         246.607         53,7%           66.535         14,5%         20.707         4,1%         221,3         Financial Lia.         88.805         19,3%           274.878         59,8%         310.993         60,8%         (11,6)         Trade Payables         117.979         25,7%           87.554         19,1%         144.822         28,3%         (39,5)         Provisions for Tax         1.348         0,3%           0         0,0%         0         0,0%         0         Prov. for Other Pay.         20.051         4,4%           18.350         4,0%         22.821         4,5%         (19,6)         Other         18.424         4,0%           12.224         2,7%         11.815         2,3%         3,5         Long Term Lia.         2.560         0,6%           845         0,2%         601         0,1%         -         Long Terms Liabilities         1.395         0,3%           3.214         0,7%         3.456         0,7%         (7,0)         Financial Lia.         0,0         0,0%           8.163         1,8%         7.758         1,5%         5,2         Prov. f	447.317         97,3%         499.343         97,7%         (10,4)         Short Term Lia.         246.607         53,7%         321.163           66.535         14,5%         20.707         4,1%         221,3         Financial Lia.         88.805         19,3%         184.430           274.878         59,8%         310.993         60,8%         (11,6)         Trade Payables         117.979         25,7%         108.034           87.554         19,1%         144.822         28,3%         (39,5)         Provisions for Tax         1.348         0,3%         425           0         0,0%         0         0,0%         0         Prov. for Other Pay.         20.051         4,4%         21.597           18.350         4,0%         22.821         4,5%         (19,6)         Other         18.424         4,0%         6.677           12.224         2,7%         11.815         2,3%         3,5         Long Term Lia.         2.560         0,6%         2.780           845         0,2%         601         0,1%         -         Long Terms Liabilities         1.395         0,3%         1.650           3.214         0,7%         3.456         0,7%         (7,0)         Financial Lia.	447.317         97,3%         499.343         97,7%         (10,4)         Short Term Lia.         246.607         53,7%         321.163         62,8%           66.535         14,5%         20.707         4,1%         221,3         Financial Lia.         88.805         19,3%         184.430         36,1%           274.878         59,8%         310.993         60,8%         (11,6)         Trade Payables         117.979         25,7%         108.034         21,1%           87.554         19,1%         144.822         28,3%         (39,5)         Provisions for Tax         1.348         0,3%         425         0,1%           0         0,0%         0         0,0%         0         Prov. for Other Pay.         20.051         4,4%         21.597         4,2%           18.350         4,0%         22.821         4,5%         (19,6)         Other         18.424         4,0%         6.677         1,3%           12.224         2,7%         11.815         2,3%         3,5         Long Term Lia.         2.560         0,6%         2.780         0,5%           845         0,2%         601         0,1%         -         Long Terms Liabilities         1.395         0,3%         1.650 <t< td=""></t<>



**Net Financial Debt (000 TL)** 







## Datagate AŞ Financial & Operational Results

#### **Financial Ratios**

LIQUIDITY RATIOS	30.09.2021	31.12.2020
Current Ratio	1,81	1,55
Quick Ratio	1,46	1,10
THE WORKING CAPITAL RATIOS (*)	30.09.2021	31.12.2020
Receivables Days	47	47
Payables Days	31	28
Inventory Days	23	23
FINANCIAL STRUCTURE RATIOS	30.09.2021	31.12.2020
Capital / Total Liabilities & Capital	45,8%	36,7%
Short T. Debts / Total Liabilities & Capital	53,7%	62,8%
Long T. Debts / Total Liabilities & Capital	0,6%	0,5%
Financial Debts / Total Debts	36,2%	57,4%
PROFITABILITY RATIOS	30.09.2021	30.09.2020
Gross Profit Margin	4,3%	4,7%
Operational Profit Margin	3,1%	3,6%
Net Profit / Sales	1,1%	1,9%
	2,0%	4,0%

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





