

# Indeks Computer Inc.

## 2013 2nd Quarter – Financial & Operational Results Analyst Presentation

26 August 2013  
İstanbul

## 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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# Revenue & Gross Profit (x000 TRL )

| (000) TRL                      | 6 months 2013  | 6 months 2012  | Changes (%)  |
|--------------------------------|----------------|----------------|--------------|
| <b>Indeks - Consolidated</b>   | <b>750.106</b> | <b>619.146</b> | <b>21,2</b>  |
| Gross Profit                   | 41.473         | 34.769         | 19,3         |
| <b>Gross Profitability (%)</b> | <b>5,5</b>     | <b>5,6</b>     | <b>(1,5)</b> |
| Indeks - Solo                  | 566.399        | 445.480        | 27,1         |
| Datagate                       | 74.028         | 101.746        | (27,2)       |
| Neotech                        | 119.337        | 114.371        | 4,3          |
| Teklos                         | 4.539          | 4.035          | 12,5         |
| Artım                          | 27.626         | 17.885         | 54,5         |

# Summarized P/L Account - (000 TRL)

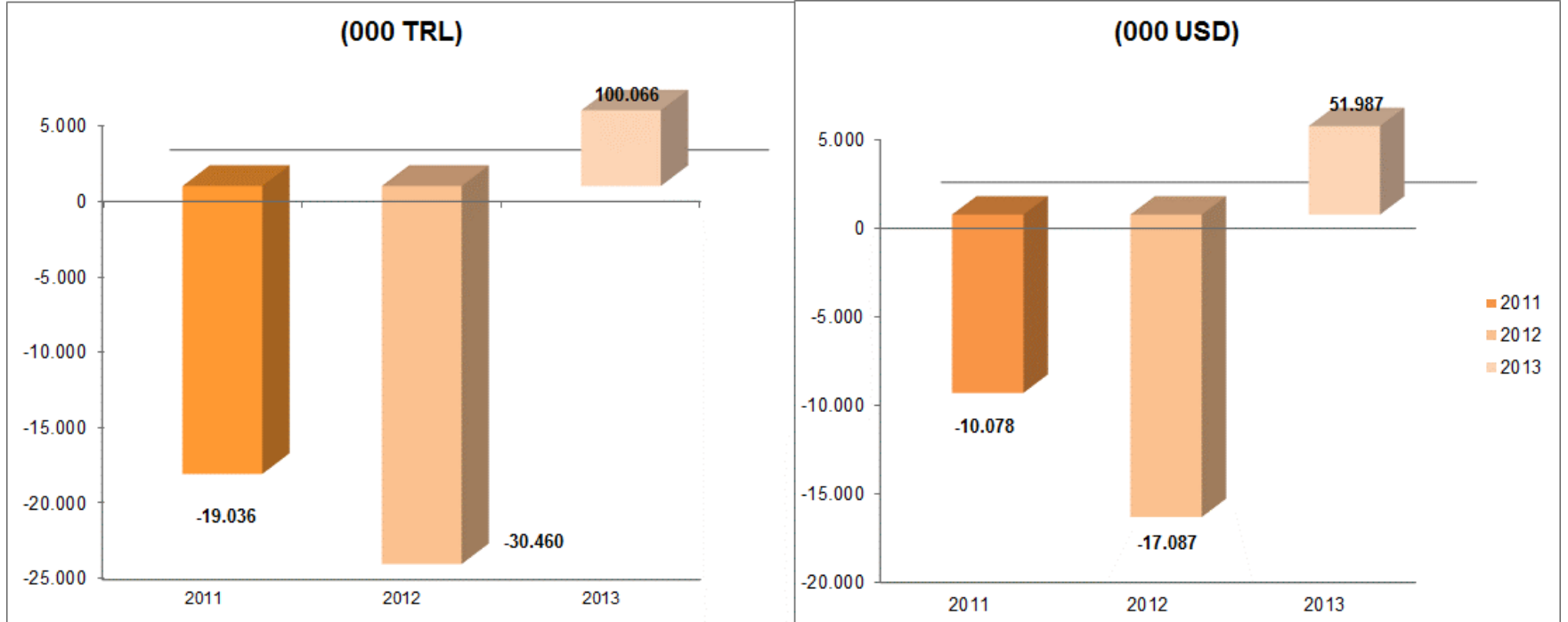
| (000) TRL                       | 6 months 2013  | 6 months 2012  | Changes (%) |
|---------------------------------|----------------|----------------|-------------|
| <b>Net Sales</b>                | <b>750.106</b> | <b>619.146</b> | <b>21,2</b> |
| Gross Profit                    | 41.473         | 34.769         | 19,3        |
| Gross Profit Margin (%)         | 5,5            | 5,6            | (1,5)       |
| EBITDA                          | 22.632         | 17.492         | 29,4        |
| EBITDA Margin (%)               | 3,0            | 2,8            | 6,8         |
| Operational Profit              | 21.921         | 16.998         | 29,0        |
| Operational Profit Margin (%)   | 2,9            | 2,7            | 6,4         |
| Financial Income /(Expenses), I | (19.100)       | (6.081)        | 214,1       |
| Tax Expenses                    | (2.965)        | (915)          | 224,1       |
| Net Profit                      | 749            | 10.182         | - 92,6      |
| Net Profit Margin (%)           | 0,1            | 1,6            | (93,9)      |

# Summarized Balance Sheet (000 TRL)

| Assets                    | 30.6.2013      | (%)           | 31.12.2012     | (%)           | Changes (%)  | Liabilities & Capital           | 30.6.2013      | (%)           | 31.12.2012     | (%)           | Changes (%)  |
|---------------------------|----------------|---------------|----------------|---------------|--------------|---------------------------------|----------------|---------------|----------------|---------------|--------------|
| <b>Current Assets</b>     | <b>571.672</b> | <b>93,5%</b>  | <b>606.322</b> | <b>94,1%</b>  | <b>(5,7)</b> | <b>Short Term Lia.</b>          | <b>469.700</b> | <b>76,8%</b>  | <b>497.174</b> | <b>77,2%</b>  | <b>(5,5)</b> |
| Cash                      | 45.350         | 7,4%          | 50.803         | 7,9%          | (10,7)       | Financial Lia.                  | 140.890        | 23,0%         | 15.057         | 2,3%          | 835,7        |
| Trade Receivables         | 333.533        | 54,6%         | 389.311        | 60,4%         | (14,3)       | Trade Payables                  | 306.676        | 50,2%         | 441.026        | 68,5%         | (30,5)       |
| Inventories               | 136.336        | 22,3%         | 121.791        | 18,9%         | 11,9         | Provisions for Tax              | 571            | 0,1%          | 316            | 0,0%          | 80,8         |
| Inventories in Transit    | 13.566         | 2,2%          | 5.547          | 0,9%          | 144,6        | Prov. for Other Pay.            | 12.485         | 2,0%          | 14.482         | 2,2%          | (13,8)       |
| Other                     | 42.887         | 7,0%          | 38.870         | 6,0%          | 10,3         | Other                           | 9.078          | 1,5%          | 26.293         | 4,1%          | (65,5)       |
| <b>Non-Current Assets</b> | <b>39.607</b>  | <b>6,5%</b>   | <b>37.801</b>  | <b>5,9%</b>   | <b>4,8</b>   | <b>Long Term Lia.</b>           | <b>7.185</b>   | <b>1,2%</b>   | <b>7.430</b>   | <b>1,2%</b>   | <b>(3,3)</b> |
| Fixed Assets              | 27.550         | 4,5%          | 25.924         | 4,0%          | 6,3          | Financial Lia.                  | 4.525          | 0,7%          | 5.286          | 0,8%          | (14,4)       |
| Goodwill                  | 1.898          | 0,3%          | 1.758          | 0,3%          | 7,9          | Prov. for Empl. Trm. Ind.       | 2.660          | 0,4%          | 2.144          | 0,3%          | 24,1         |
| Other                     | 10.159         | 1,7%          | 10.119         | 1,6%          | 0,4          | <b>Capital</b>                  | <b>134.393</b> | <b>22,0%</b>  | <b>139.519</b> | <b>21,7%</b>  | <b>(3,7)</b> |
| <b>Total Assets</b>       | <b>611.278</b> | <b>100,0%</b> | <b>644.123</b> | <b>100,0%</b> | <b>(5,1)</b> | <b>Total Lia. &amp; Capital</b> | <b>611.278</b> | <b>100,0%</b> | <b>644.123</b> | <b>100,0%</b> | <b>(5,1)</b> |

|                                      | 30.6.2013 | 31.12.2012 |
|--------------------------------------|-----------|------------|
| Net Financial Debt/ Capital          | 0,74      | - 0,22     |
| Current Ratio                        | 1,22      | 1,22       |
| Gearing Ratio                        | 0,78      | 0,78       |
| Short T. Fin. Debt / Total Fin. Debt | 0,97      | 0,74       |

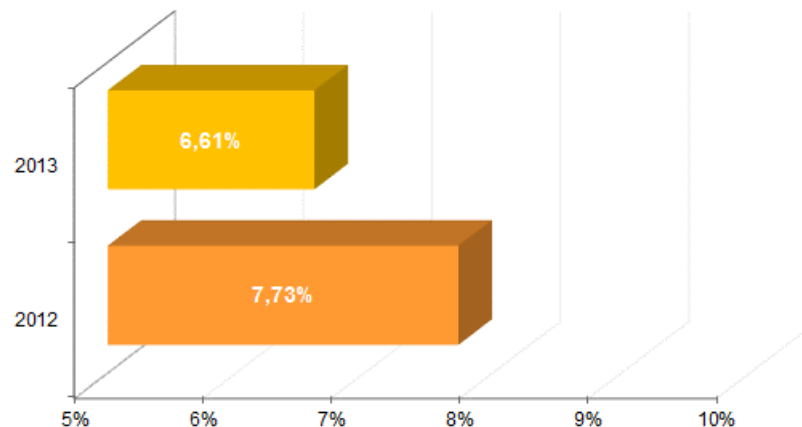
# Net Financial Debt (000 TRL & USD)



# Working Capital (000 TRL)

| (000) TRL                   | 6 months 2013  | 2012           | Changes %    | (000) TRL                         | 6 months 2013  | 2012           | Changes %    |
|-----------------------------|----------------|----------------|--------------|-----------------------------------|----------------|----------------|--------------|
| Short T. Trade Receivables  | 333.533        | 389.311        | (14,3)       | Short T. Trade Payables           | 306.676        | 441.026        | (30,5)       |
| Inventories                 | 149.902        | 127.338        | 17,7         | Short T. Financial Debts          | 140.890        | 15.057         | 835,7        |
| Cash & Cash Equivalents     | 45.350         | 50.803         | (10,7)       | Other Debts                       | 22.134         | 41.091         | (46,1)       |
| Other Receivables           | 42.887         | 38.870         | 10,3         | <b>Total Short T. Liabilities</b> | <b>469.700</b> | <b>497.174</b> | <b>(5,5)</b> |
| <b>Total Current Assets</b> | <b>571.672</b> | <b>606.322</b> | <b>(5,7)</b> | <b>Net Working Capital</b>        | <b>101.971</b> | <b>109.148</b> | <b>(6,6)</b> |

## Working Capital / Net Sales



# Cash Flow (000 TRL)

| (000) TRL                        | 30.6.2013     | 30.6.2012     |
|----------------------------------|---------------|---------------|
| <b>Beginning of Term Balance</b> | <b>50.802</b> | <b>64.741</b> |
| Activity of Net Cash Flow        | (106.163)     | 12.243        |
| Investment Activities            | (228)         | (6.053)       |
| Changes in Cash                  | (106.391)     | 6.190         |
| Changes in Financial Debts       | 100.924       | (33.636)      |
| <b>End of Term Balance</b>       | <b>45.335</b> | <b>37.295</b> |



# Financial Ratios

| <b>LIQUIDITY RATIOS</b>                      | <b>30.06.2013</b> | <b>31.12.2012</b> |
|----------------------------------------------|-------------------|-------------------|
| Current Ratio                                | 1,22              | 1,22              |
| Quick Ratio                                  | 0,90              | 0,96              |
| <b>THE WORKING CAPITAL RATIOS (*)</b>        | <b>30.06.2013</b> | <b>31.12.2012</b> |
| Receivables Days                             | 79                | 78                |
| Payables Days                                | 89                | 97                |
| Inventory Days                               | 29                | 29                |
| <b>FINANCIAL STRUCTURE RATIOS</b>            | <b>30.06.2013</b> | <b>31.12.2012</b> |
| Capital / Total Liabilities & Capital        | 22%               | 22%               |
| Short T. Debts / Total Liabilities & Capital | 77%               | 77%               |
| Long T. Debts / Total Liabilities & Capital  | 1%                | 1%                |
| Financial Debts / Total Debts                | 30%               | 4%                |
| <b>PROFITABILITY RATIOS</b>                  | <b>30.06.2013</b> | <b>30.6.2012</b>  |
| Gross Profit Margin                          | 5,5%              | 5,6%              |
| Operational Profit Margin                    | 2,5%              | 3,6%              |
| Net Profit / Sales                           | 0,1%              | 1,6%              |
| Profit Margin Before Tax                     | 0,4%              | 1,8%              |

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

# Thanks...

