

Analyst Meeting

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Index Group Companies
Executive Committee Member
10 March 2017
Index Plaza, 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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Agenda

1. Sector Data

2. Index Group Companies 2016 Review

3. Index Bilgisayar A.Ş. Financial & Operational Results

4. Datagate Bilgisayar A.Ş. Financial & Operational Results

5. Index Group Companies 2017 Developments

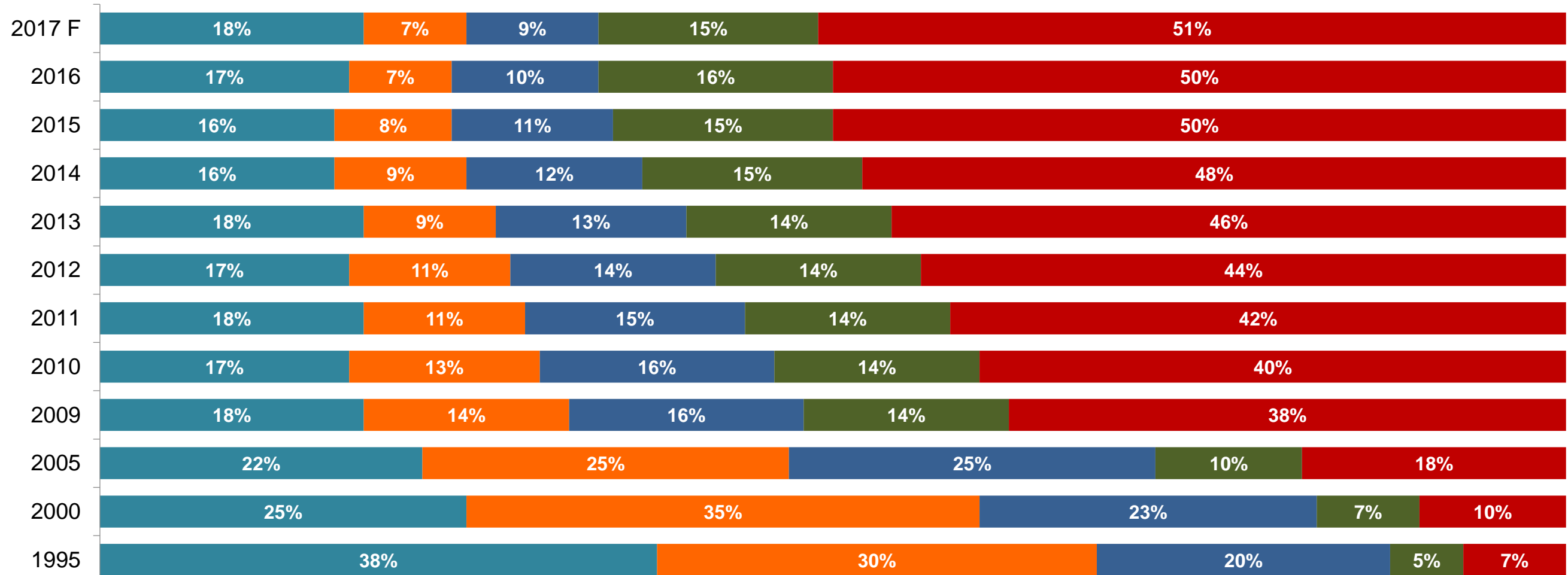
6. Future Road Map



Sector Data



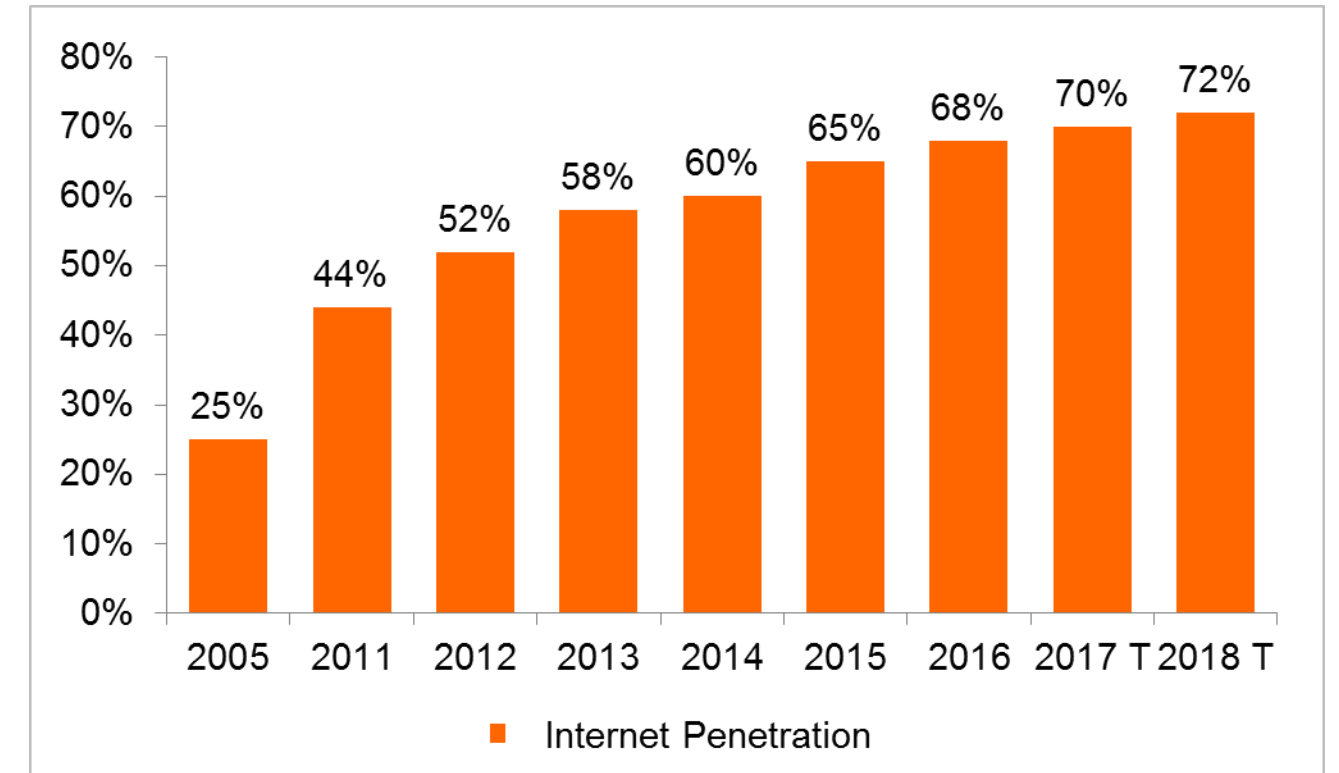
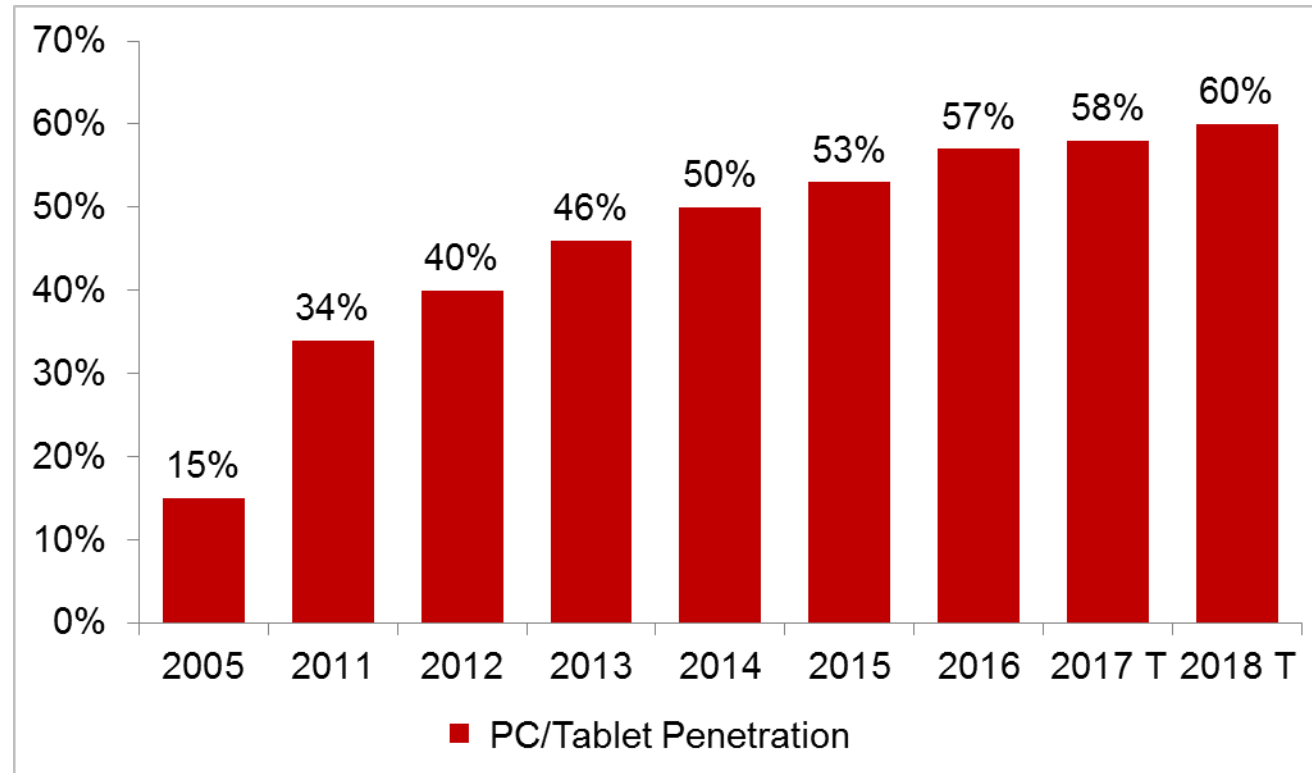
Changes in End User Market Shares



	1995	2000	2005	2009	2010	2011	2012	2013	2014	2015	2016	2017 F
Public Sector	38%	25%	22%	18%	17%	18%	17%	18%	16%	16%	17%	18%
Finance Sector	30%	35%	25%	14%	13%	11%	11%	9%	9%	8%	7%	7%
Private Sector (Corporate)	20%	23%	25%	16%	16%	15%	14%	13%	12%	11%	10%	9%
SMEs	5%	7%	10%	14%	14%	14%	14%	14%	15%	15%	16%	15%
Individual User	7%	10%	18%	38%	40%	42%	44%	46%	48%	50%	50%	51%

PC & Internet Penetration

2019



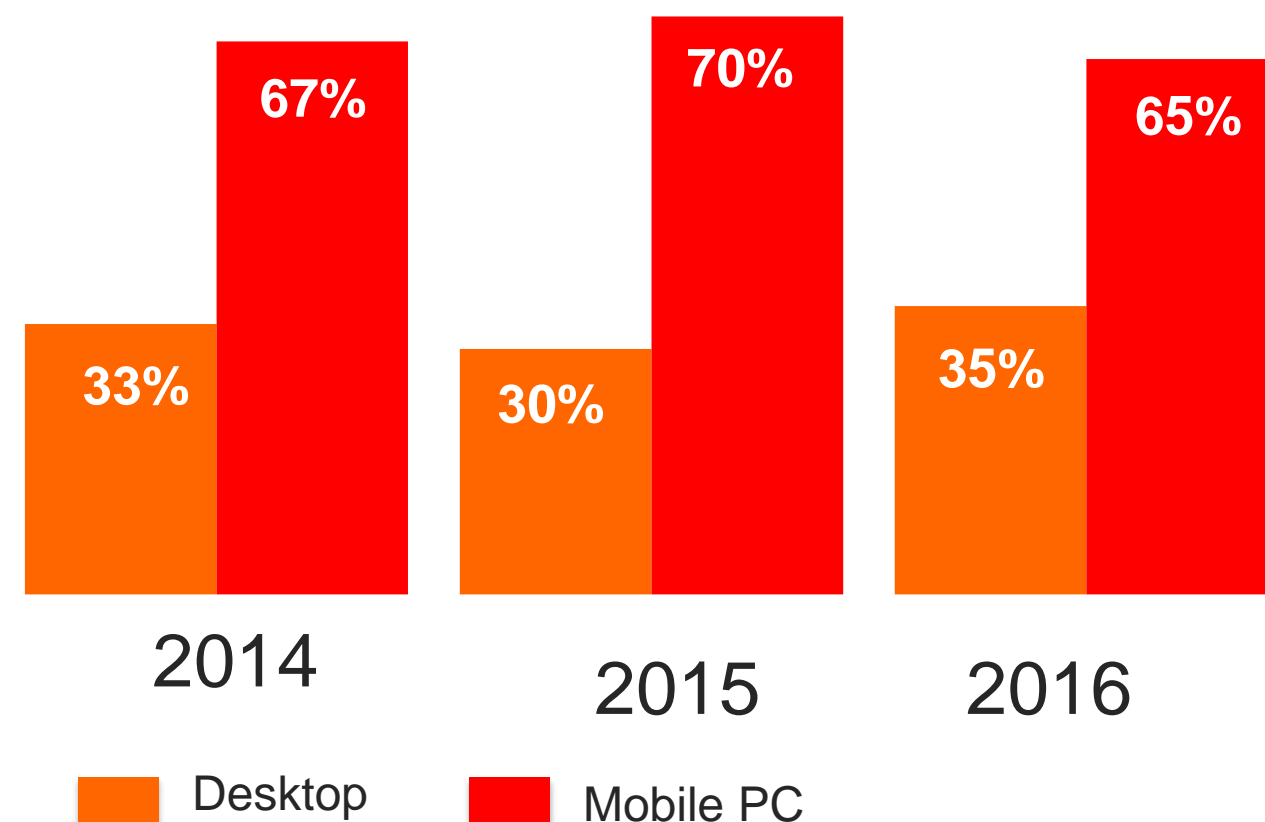
Turkey PC Market Desktop & Mobil (unit)

2016



%6

	Desktop	Mobile PC	Total
2014	927.382	1.895.739	2.823.121
2015	552.732	1.300.685	1.853.417
2016	689.865	1.281.519	1.971.384
Growth 2016>2015	25%	-1%	6%



Index Group Companies

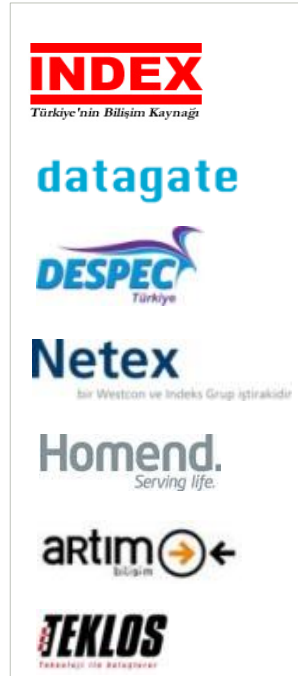
2016

Review



Index Group Companies and Its Subsidiaries

2012



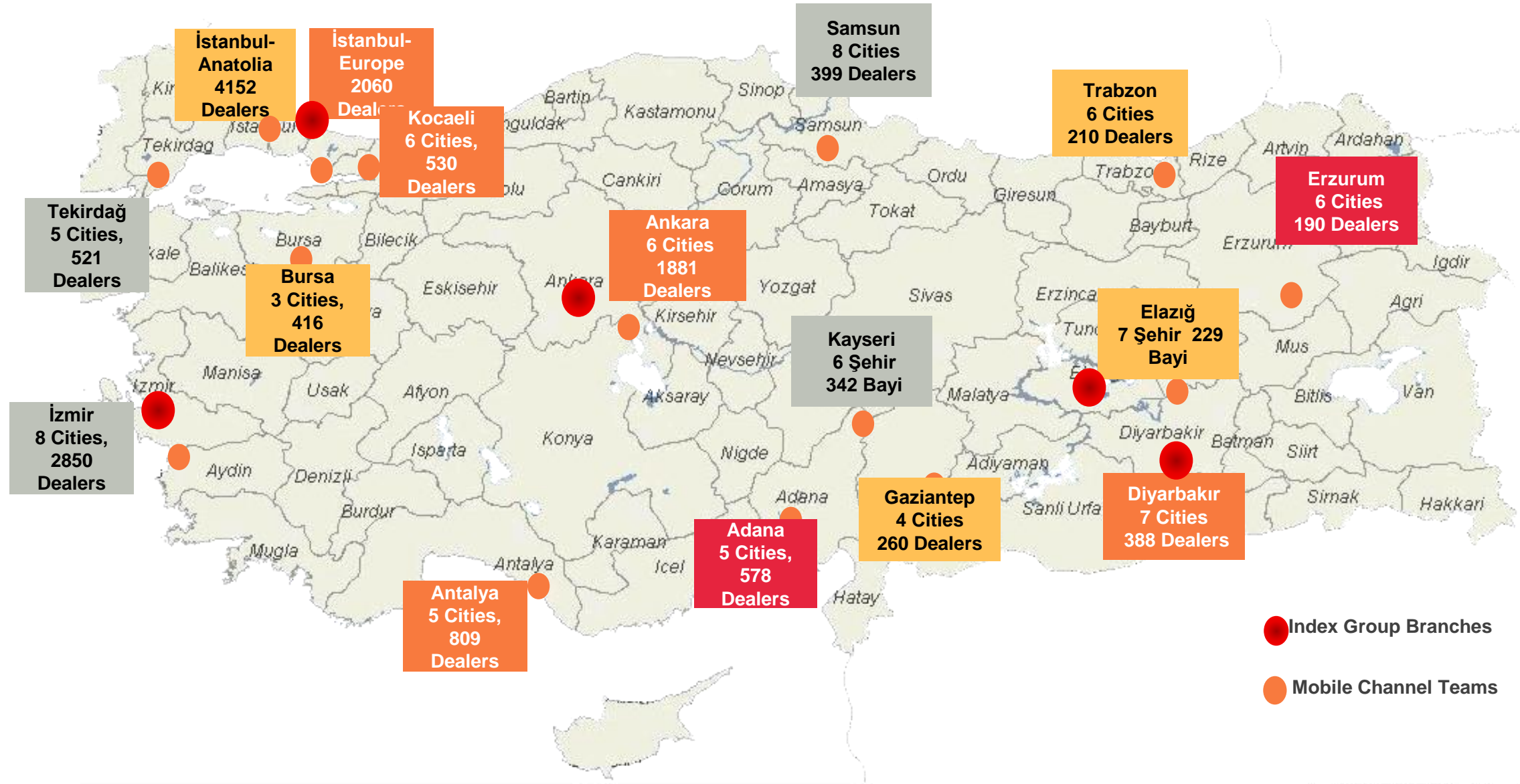
Company Name	Field of Business	%	Free Float %	Company
				Mcap (TL) *
Index A.Ş. *	Broadliner Dist.	100	35,28	483.840.000
Datagate A.Ş. **	Telco Dist.	59	34,29	136.800.000
Despec A.Ş. ***	Consumables Dist.	-	28,22	89.700.000
Neteks A.Ş. ****	Network Products Dist.	50	-	-
Homend A.Ş.	Small House App. Producer	-	-	-
Artım A.Ş.	Value Added Dist.	100	-	-
Teklos A.Ş.	IT Logistics & Services	100	-	-

- * : Listed in BIST on 24.06.2004.
** : Listed in BIST on 09.06.2006.
*** : Listed in BIST on 08.12.2010.
**** : %50 of its shares Acquired by Westcon Group(5 May 2007)

* Gathered from BIST as of 08.03.2017 / 18:15.

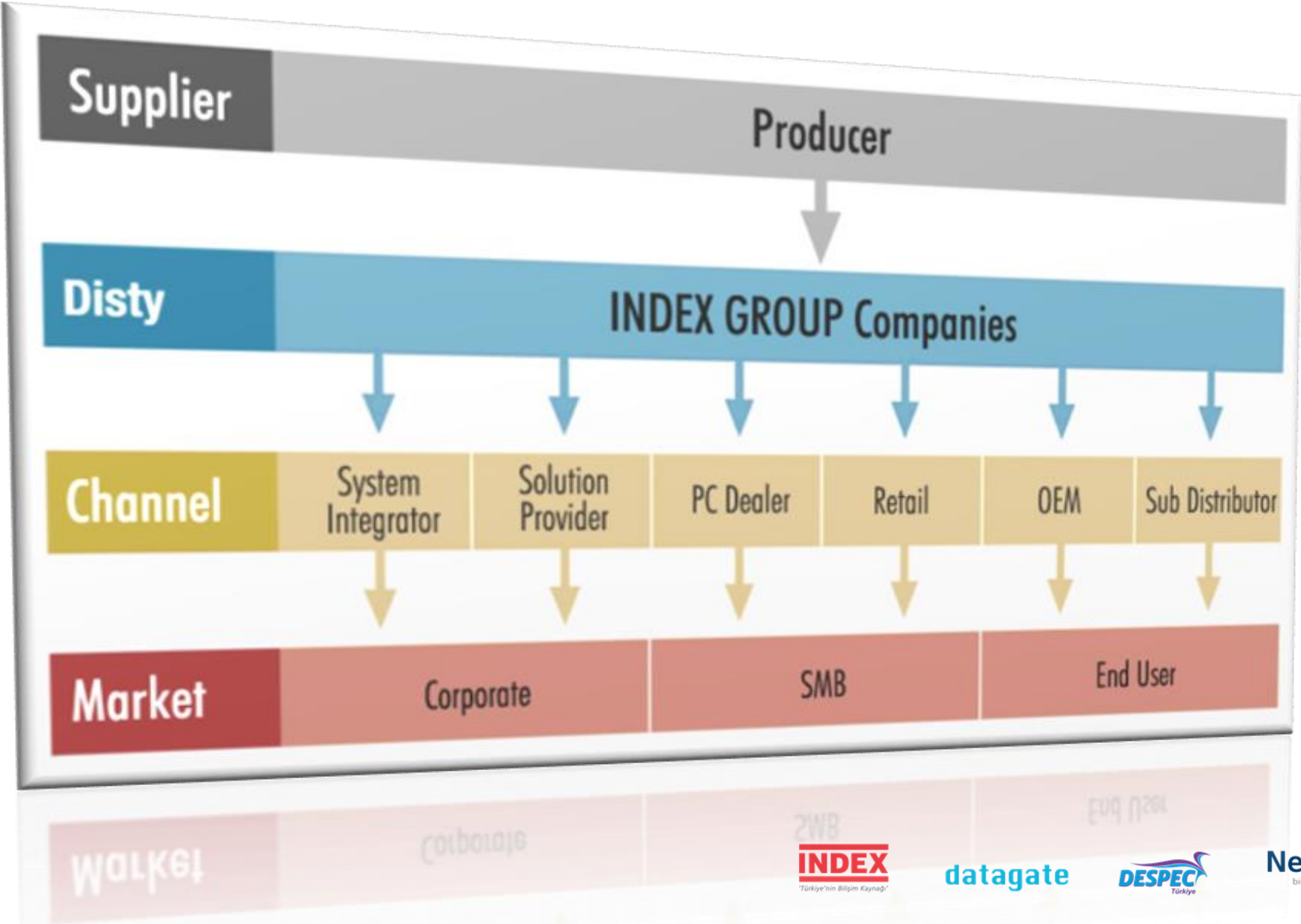
Our Regions

2020



Business Model

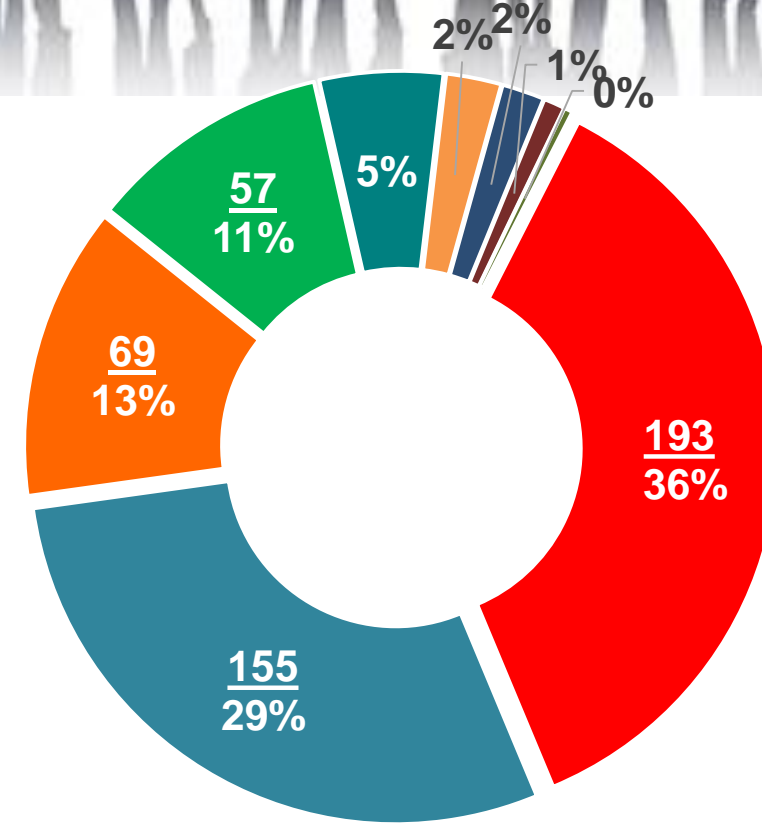
2016



HR

2016

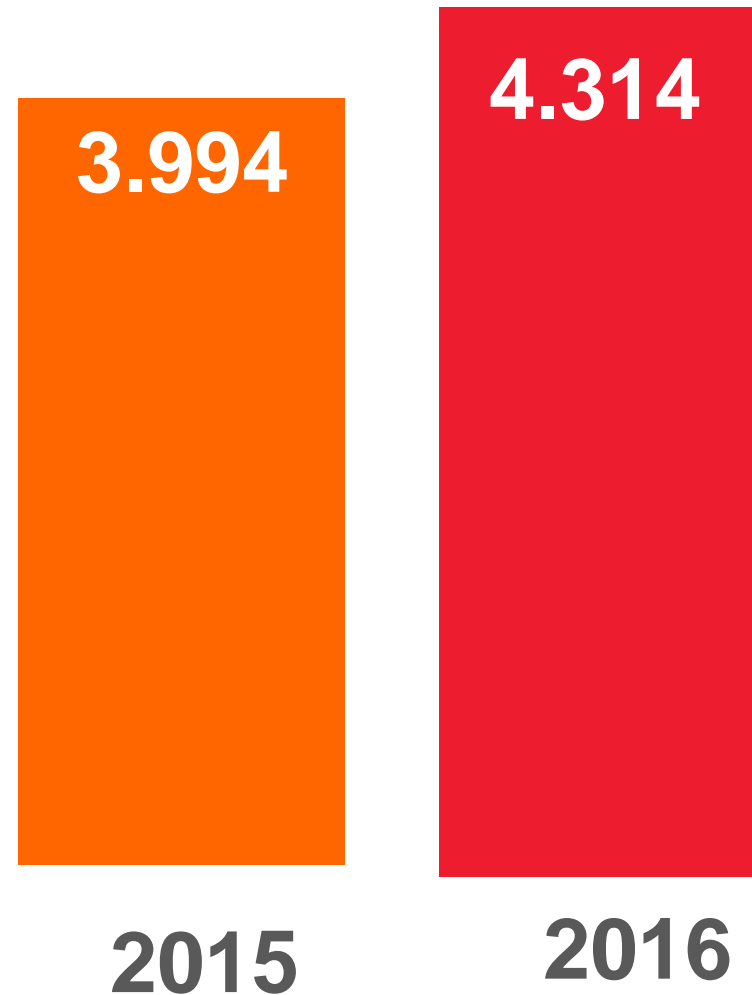
Dept. Name	# of Employees	%
Logistic	193	36%
Sales	155	29%
Product Mngt.	69	13%
Finance & Acc.	57	11%
Administrative	29	5%
IT	13	2%
Management	10	2%
HR	5	1%
Marcom	2	0%
Total	533	100%



Group Companies 2015-2016 (Tax P/L) Revenues (solo) (x m TL)

2016

%8



Companies	2015	2016	%
Index	2.245	2.444	8,9%
Datagate	1.113	1.237	11,1%
Despec	179	196	9,5%
Neteks	324	272	-16,0%
Artım	103	141	36,9%
Teklos	29	24	-17,2%
Total	3.994	4.314	8,0%

Major Producers

2019

Lenovo	 Hewlett Packard Enterprise			 Yetkili Distribütör		ORACLE
		 Microsoft	ASUS		TOSHIBA	Canon
SAMSUNG	FUJITSU	 HUAWEI		OKI	 WD Western Digital	htc
EPSON	JUNIPER NETWORKS	SONY	ZTE	 Adobe	 Kingston TECHNOLOGY	Trust
PANDUIT	 HCS HES CARLING SYSTEMS	LEXMARK	VESTEL	Casper	 AirTies WIRELESS NETWORKS	AVAYA
Targus	 Zebra Zebra Technologies	Panasonic TOUGHBOOK TOUGHPAD	 Jabra GN	 CHECK POINT Software Technologies Ltd.	Honeywell	 A10
	 steelseries	 Avocent.	 Pulse Secure	 net safe	 BLUECAT	 Parallels
	APC	 dexim	 reeder	GENERAL MOBILE	 incase	 BRETFORD
 Homtech	NORTEL	AOC	 DATA CENTER KNOWLEDGE	 OREGON	Parrot	 DATALOGIC

Main Product Groups



2012

Telecom Products	Smart phones	PC	Network Products	Consumables	Printers & Peripherals	OEM	Software	Consumer Electronics	Data Storage & Medium Size Systems	Tablet	Accessories	OT/VT	Wearable Tech.
Co-Barand	Apple	Acer	A10	Canon	AOC	Airties	Adobe	Acer	HP	Apple	Apple 3P	Datalogic	Apple
Scracth Card TL	Lenovo	Apple	Aruba	Emtec	APC	Intel	HP	Canon	IBM	Asus	Dexim	Honeywell	Samsung
Modem	G.Mobile	Asus	Avaya	Epson	Canon	Kingstone	IBM	Epson	Data Center	Hometech	Jabra	Jetcaps	
Virtual TL	HTC	Dell	Avocent	HP	Epson	LG	Microsoft			Lenovo	Oregon	Panasonic	
Simcart	Huawei	Fujitsu	BlueCat	IBM	HP	WD	Oracle			Samsung	Parrot	Zebra	
Telephone Card	LG	HP	Cabinet	Lexmark	Lexmark						Phantom		
	Samsung	IBM	Check Point	Oki	Oki						Samsung		
	Sony	Lenovo	Cisco	Samsung	Samsung						Sony		
	Lenovo	Toshiba	Corning	Xerox	Zebra						Steelseries		
	Vestel		F5								Targus		
			HCS								Toshiba		
			HP								Trust		
			Juniper										
			Netsafe										
			Nortel										
			Panduit										
			Pulse Secura										

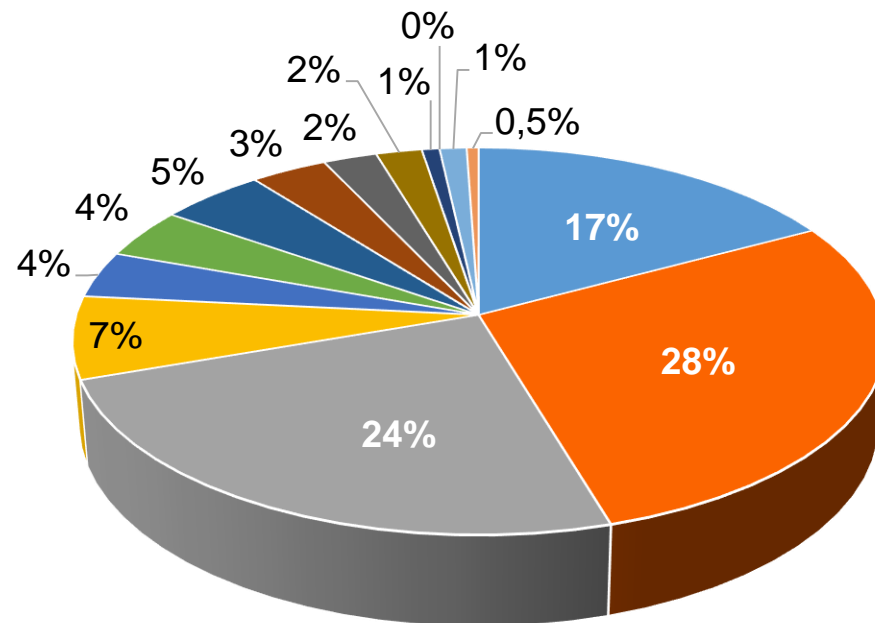
Index Group Companies 2015-2016

Breakdown of Sales in Main Product Groups

	Telecom	Smart Phones	PC	Network Products	Printers & Peripherals	Consumables	OEM	Software	Consumer Electronics	Tablet	Accessories	Data Storage & Medium Sized Systems	OT/VT	Wearable Tech.
2015	28%	17%	24%	7%	4%	3%	4%	5%	2%	2%	1%	1%	0.5%	1%
2016	30%	25%	21%	6%	4%	3%	3%	3%	2%	2%	1%	1%	0.4%	0.4%

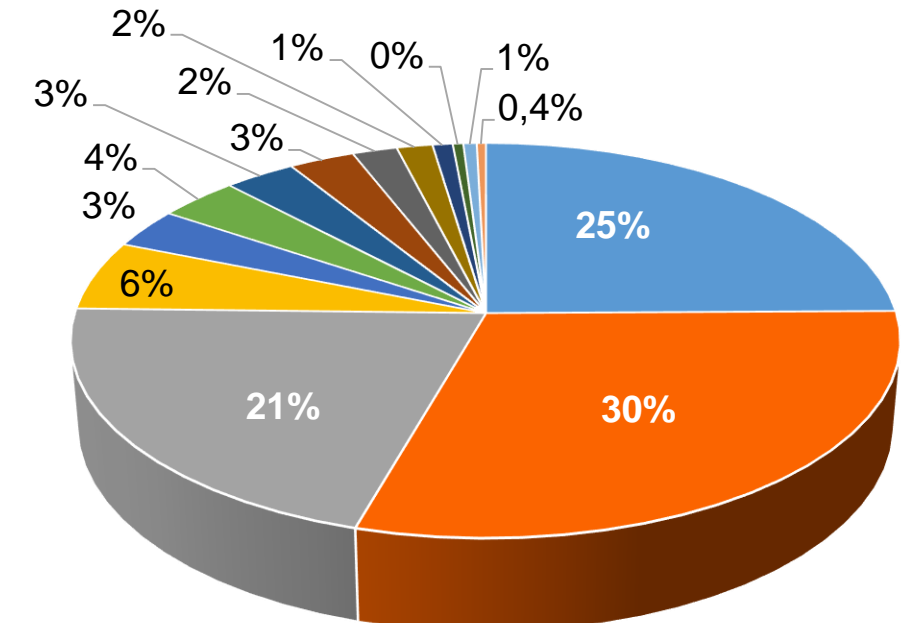
2015

- Smart Phones
- Telecom
- PC
- Network Products
- OEM
- Printers & Peripherals
- Software
- Consumables
- Consumer Electronics
- Tablet
- Accessories



2016

- Smart Phones
- Telecom
- PC
- Network Product
- OEM
- Printers and Peripherals
- Software
- Consumables
- Consumer Electronics
- Tablet
- Accessories

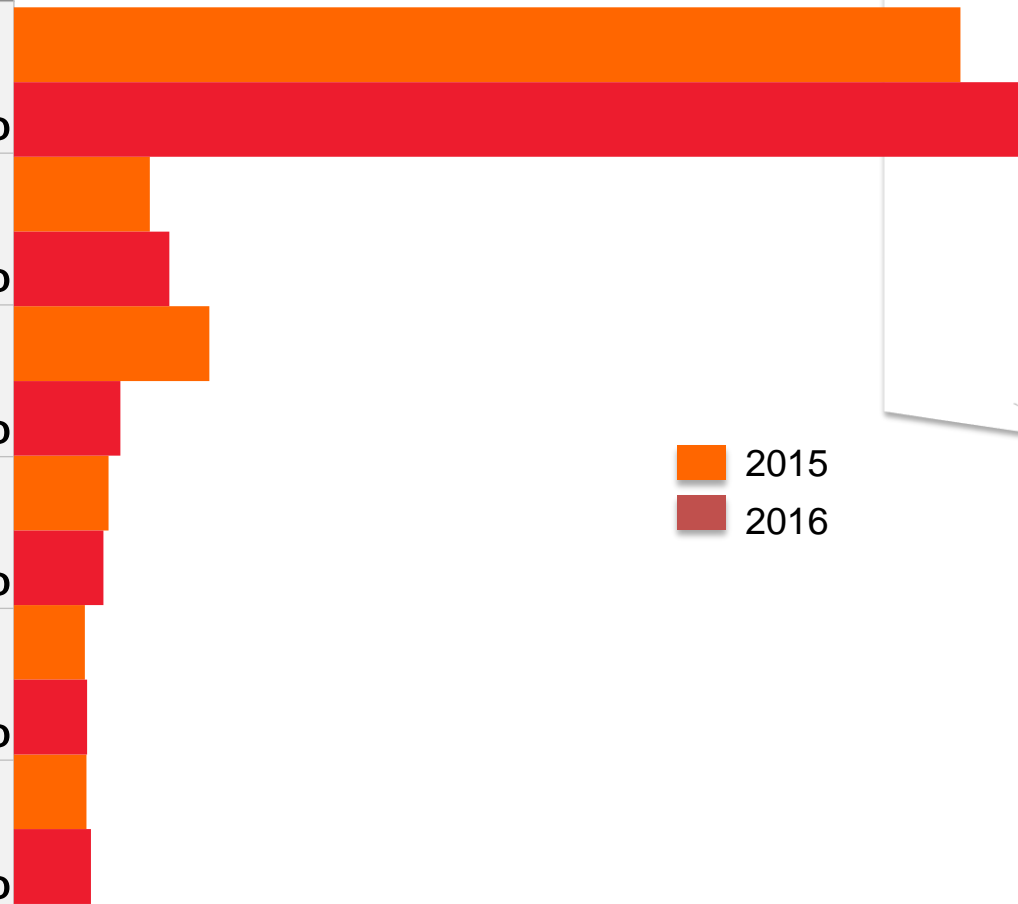


Index Group Companies 2015-2016

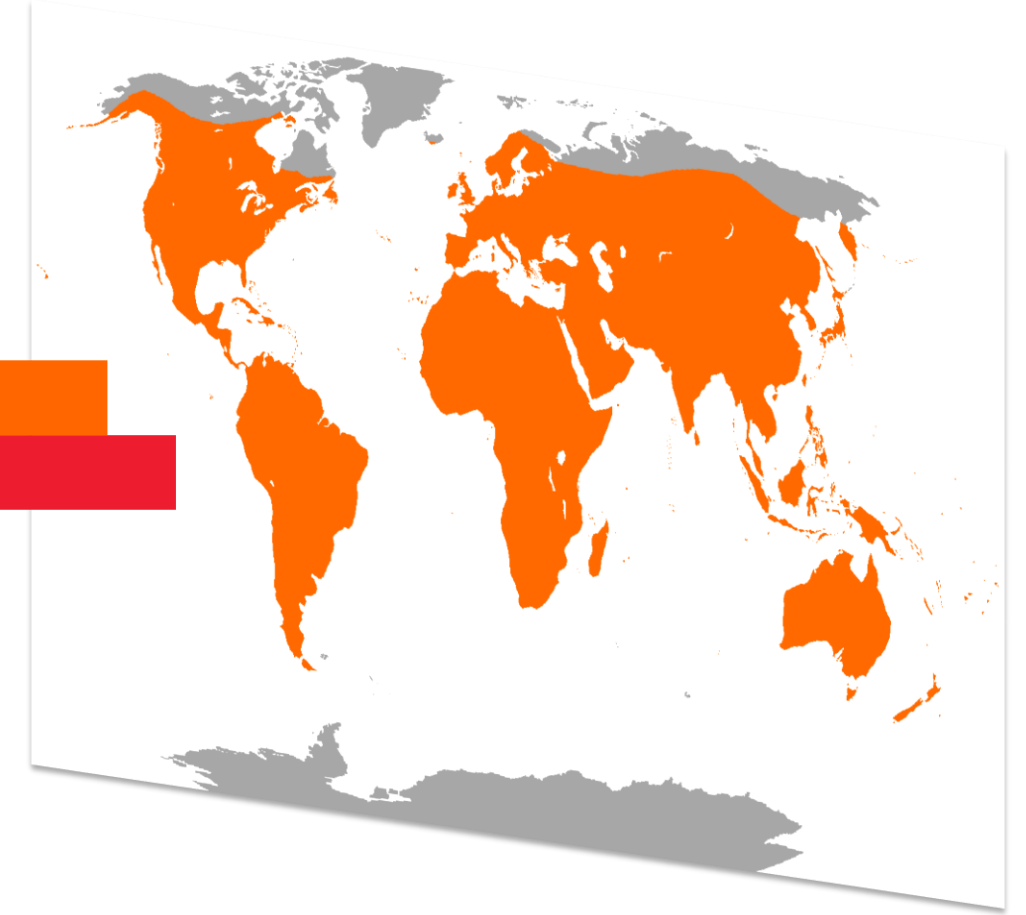
Breakdown of Sales in Producers' Origin

2016

Country	2015%	2016%
USA	62%	67%
China	9%	10%
Japan	13%	7%
South Korea	6%	6%
Taiwan	5%	5%
Turkey	5%	5%

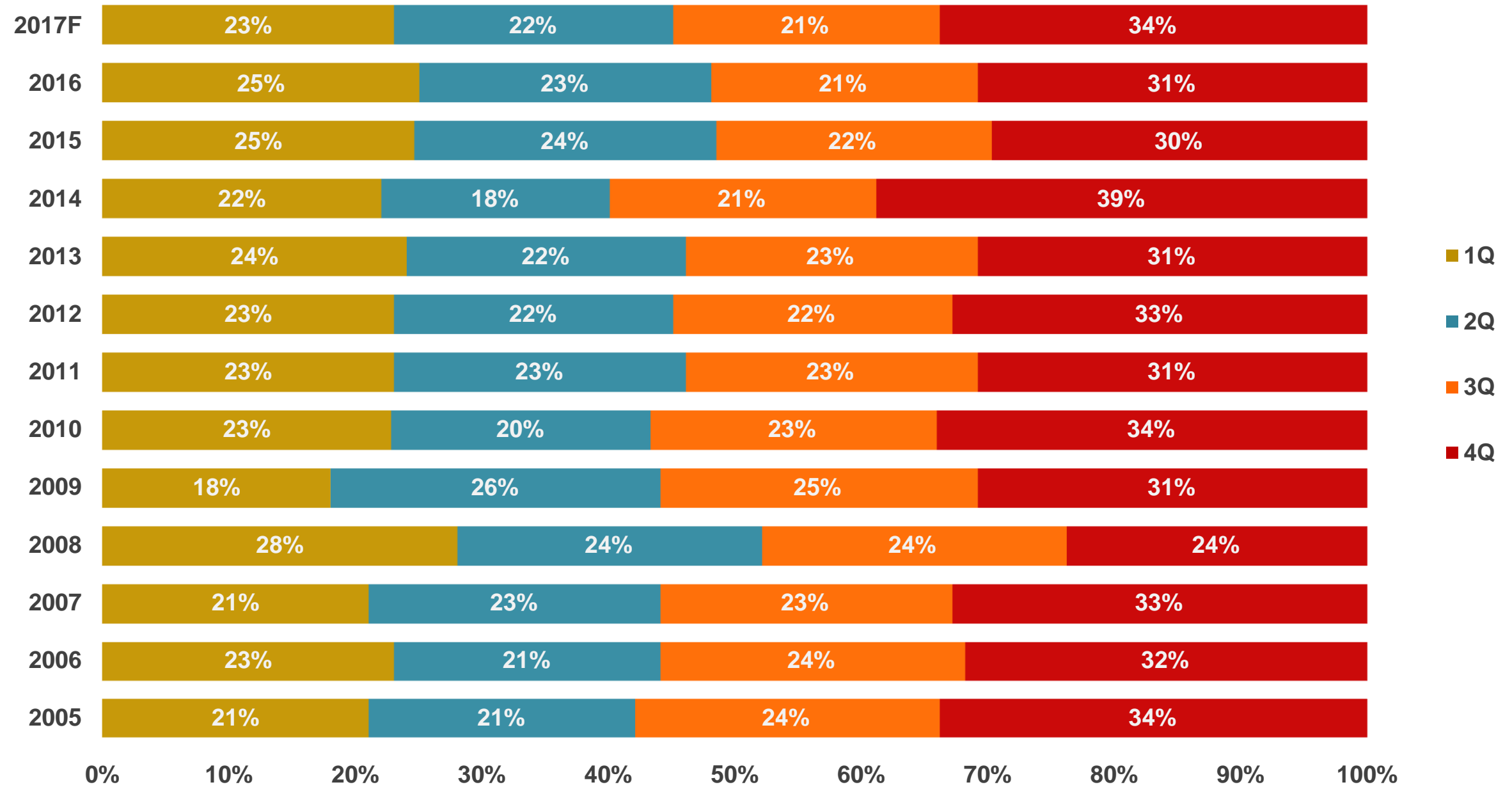


2015
2016



Seasonality

2012



Index Bilgisayar Financial & Operational Results

Salih Başı

Index Group Companies
Executive Committee Member,



Revenue & Gross Profit (000 TL)

2019

(000) TRL	2016	2015	Changes (%)
Indeks - Consolidated	3.793.603	3.384.691	12,08
Gross Profit	155.978	152.811	2,07
Gross Profitability (4,11	4,51	(8,93)
Indeks - Solo	2.412.889	2.211.681	9,10
Datagate	1.214.421	1.077.380	12,72
Teklos	23.378	28.299	(17,39)
Artım	138.528	100.809	37,42

Summarized P/L (000 TL)

2019

(000) TRL	2016	2015	Changes (%)
Net Sales	3.793.603	3.384.691	12,08
Gross Profit	155.978	152.811	2,07
Gross Profit Margin (%)	4,11	4,51	(8,93)
EBITDA	84.314	93.493	(9,82)
EBITDA Margin (%)	2,22	2,76	(19,54)
Operational Profit	81.415	90.933	(10,47)
Operational Profit Margin (%)	2,15	2,69	(20,12)
Financial Income /(Expenses), Net	(4.602)	(20.676)	(77,74)
Tax Expenses	(15.448)	(14.182)	8,93
Net Profit	52.002	44.920	15,77
Net Profit Margin (%)	1,37	1,33	3,29

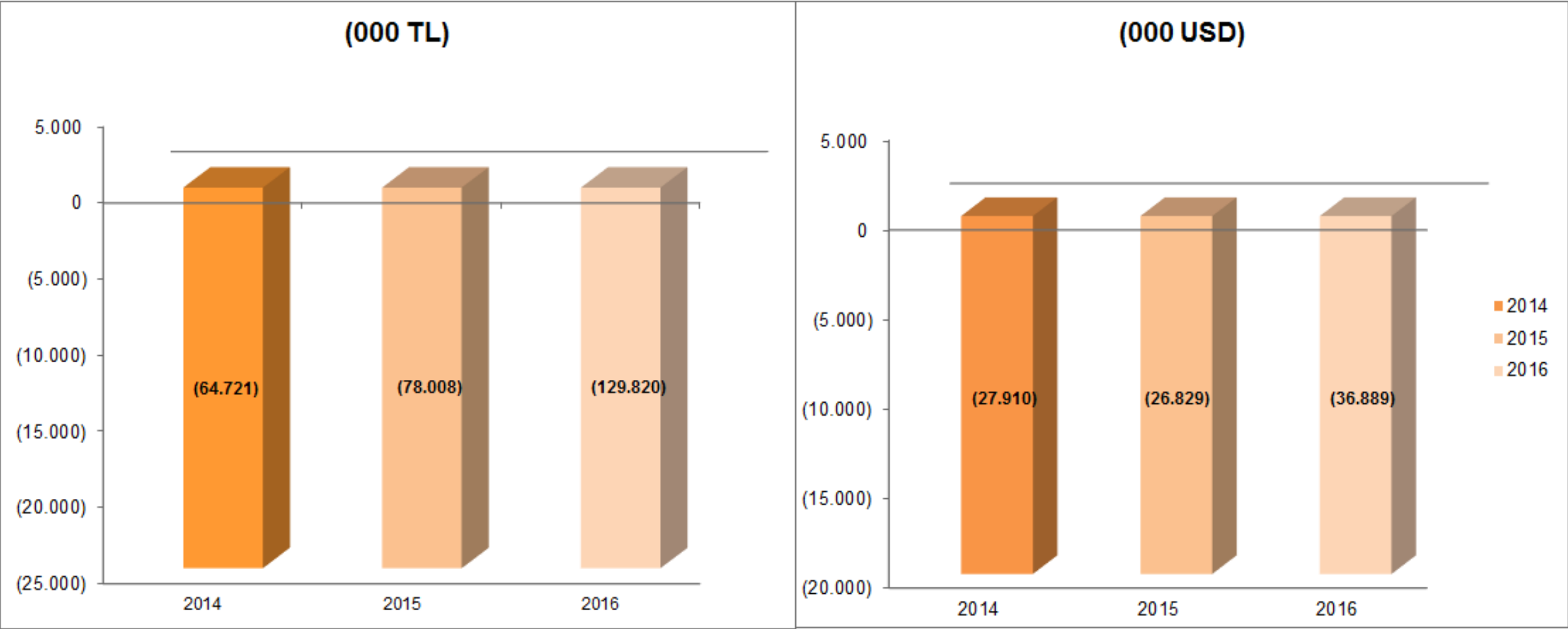
Summarized Balance Sheet (000 TL)

2019

Assets	31.12.2016	(%)	31.12.2015	(%)	Changes (%)	Liabilities & Capital	31.12.2016	(%)	31.12.2015	(%)	Changes (%)
Current Assets	1.357.650	95%	1.257.204	91%	8,0	Short Term Lia.	1.193.154	84%	1.108.295	80%	7,7
Cash	249.758	18%	136.764	10%	82,6	Financial Lia.	194.630	14%	255.262	18%	(23,8)
Trade Receivables	894.894	63%	881.470	64%	1,5	Trade Payables	792.735	56%	719.867	52%	10,1
Inventories	154.462	11%	175.451	13%	(12,0)	Provisions for Tax	145.816	10%	81.772	6%	78,3
Inventories in Transit	26.181	2%	31.192	2%	(16,1)	Prov. for Other Pay.	42.300	3%	38.334	3%	10,3
Other	32.355	2%	32.327	2%	0,1	Other	17.673	1%	13.060	1%	35,3
Non-Current Assets	65.009	5%	129.511	9%	(49,8)	Long Term Lia.	6.057	0%	70.581	5%	(91,4)
Trade Receivables	1.771	0%	67.085	5%	(97,4)	Financial Lia.	2.067	1%	67.160	32%	(96,9)
Fixed Assets	36.419	3%	37.412	3%	(2,7)	Prov. for Empl. Trm. Ind.	3.901	2%	3.294	2%	18,4
Goodwill	1.898	0%	1.898	0%	(0,0)	Deferred Tax	90	0%	127	0%	(29,2)
Other	24.921	2%	23.116	2%	7,8	Capital	223.448	16%	207.839	15%	7,5
Total Assets	1.422.659	100%	1.386.715	100%	2,6	Total Lia. & Capital	1.422.659	100%	1.386.715	100%	2,6

Net Financial Debt (000 TL & USD)

2016



Working Capital (000TL)

2016

(000) TRL	31.12.2016	31.12.2015	Changes %	(000) TRL	31.12.2016	31.12.2015	Changes %
Short T. Trade Receivables	894.894	881.470	1,5	Short T. Trade Payables	792.735	719.867	10,1
Inventories	180.643	206.643	(12,6)	Short T. Financial Debts	194.630	255.262	(23,8)
Cash & Cash Equivalents	249.758	136.764	82,6	Other Debts	205.789	133.166	54,5
Other Receivables	32.355	32.327	0,1	Total Short T. Liabilities	1.193.154	1.108.295	7,7
Total Current Assets	1.357.650	1.257.204	8,0	Net Working Capital	164.496	148.909	10,5

Cash Flow (000 TL)

2019

(000) TRL	31.12.2016	31.12.2015
Beginning of Term Balance	136.753	111.959
Activity of Net Cash Flow	295.271	(118.723)
Investment Activities	(1.611)	(3.811)
Changes in Cash	293.660	(122.535)
Changes in Financial Debts	(180.673)	147.329
End of Term Balance	249.740	136.753

Financial Ratios

2016

LIQUIDITY RATIOS	31.12.2016	31.12.2015
Current Ratio	1,14	1,13
Quick Ratio	0,99	0,95
THE WORKING CAPITAL RATIOS (*)	31.12.2016	31.12.2015
Receivables Days	58	62
Payables Days	62	67
Inventory Days	18	21
FINANCIAL STRUCTURE RATIOS	31.12.2016	31.12.2015
Capital / Total Liabilities & Capital	16%	15%
Short T. Debts / Total Liabilities & Capital	84%	80%
Long T. Debts / Total Liabilities & Capital	0%	5%
Financial Debts / Total Debts	16%	27%
PROFITABILITY RATIOS	31.12.2016	31.12.2015
Gross Profit Margin	4,11%	4,51%
Operational Profit Margin	2,15%	2,69%
Net Profit / Sales	1,37%	1,33%
Profit Margin Before Tax	1,97%	2,05%

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

Datagate Bilgisayar Financial & Operational Results

Salih Başı

Index Group Companies
Executive Committee Member,



Summarized P/L (000 TL)

2012

(000) TRL	2016	2015	Changes (%)
Net Sales	1.214.421	1.077.380	12,72
Gross Profit	34.605	37.371	(7,40)
Gross Profit Margin (%)	2,85	3,47	(17,85)
EBITDA	19.719	25.364	(22,26)
EBITDA Margin (%)	1,62	2,35	(31,03)
Operational Profit	19.569	25.305	(22,67)
Operational Profit Margin (%)	1,61	2,35	(31,39)
Financial Income /(Expenses), Net	2.957	2.419	22,21
Tax Expenses	(4.534)	(5.576)	(18,69)
Net Profit	18.078	22.148	(18,38)
Net Profit Margin (%)	1,49	2,06	(27,59)

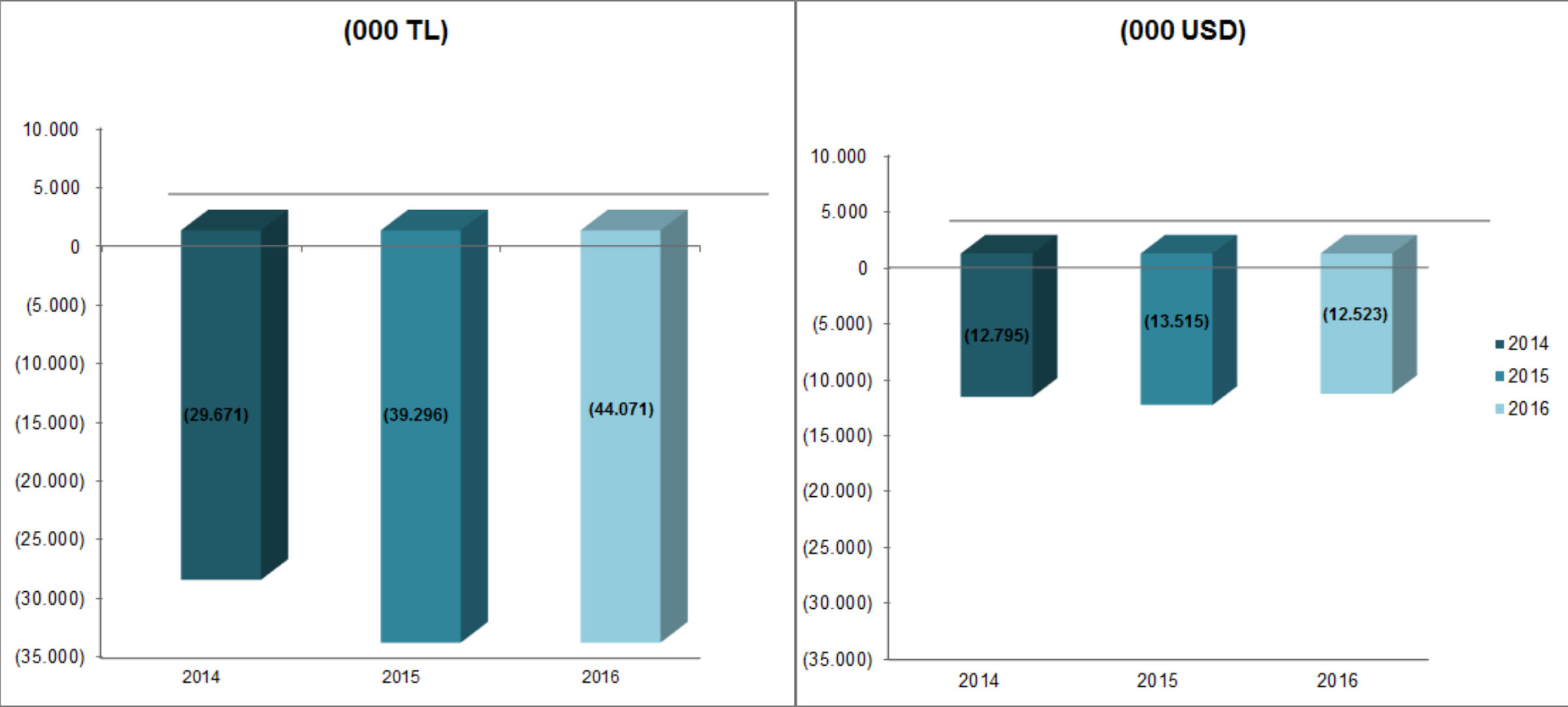
Summarized Balance Sheet (000 TL)

2019

Assets	31.12.2016	(%)	31.12.2015	(%)	Changes (%)	Liabilities & Capital	31.12.2016	(%)	31.12.2015	(%)	Changes (%)
Current Assets	293.822	96%	361.809	83%	(18,8)	Short Term Lia.	231.262	75%	308.595	71%	(25,1)
Cash	44.072	14%	39.296	9%	12,2	Financial Lia.	74.989	24%	196.581	45%	(61,9)
Trade Receivables	215.148	70%	271.911	62%	(20,9)	Trade Payables	139.521	45%	91.971	21%	51,7
Inventories	30.371	10%	36.072	8%	(15,8)	Provisions for Tax	3.331	1%	2.783	1%	19,7
Inventories in Transit	1.111	0%	9.851	2%	(88,7)	Prov. for Other Pay.	7.436	2%	6.594	2%	12,8
Other	3.120	1%	4.679	1%	(33,3)	Other	5.985	2%	10.666	2%	(43,9)
Non-Current Assets	13.565	4%	75.419	17%	(82,0)	Long Term Lia.	1.818	1%	67.131	15%	(97,3)
Fixed Assets	1.771	1%	67.085	15%	(97,4)	Financial Lia.	1.771	1%	67.085	15%	(97,4)
Goodwill	178	0%	79	0%	0,0	Prov. for Empl. Trm. Ind.	47	0%	46	0%	2,9
Other	11.616	4%	8.255	2%	40,7	Capital	74.307	24%	61.502	14%	20,8
Total Assets	307.387	100%	437.228	100%	(29,7)	Total Lia. & Capital	307.387	100%	437.228	100%	(29,7)

Net Financial Debt (000 TL & USD)

2016



Working Capital (000 TL)

2016

(000) TRL	31.12.2016	31.12.2015	Changes %	(000) TRL	31.12.2016	31.12.2015	Changes %
Short T. Trade Receivables	215.148	271.911	(20,9)	Short T. Trade Payables	139.521	91.971	51,7
Inventories	31.482	45.923	(31,4)	Short T. Financial Debts	74.989	196.581	0,0
Cash & Cash Equivalents	44.072	39.296	12,2	Other Debts	16.753	20.043	(16,4)
Other Receivables	3.120	4.679	(33,3)	Total Short T. Liabilities	231.262	308.595	(25,1)
Total Current Assets	293.822	361.809	(18,8)	Net Working Capital	62.560	53.214	17,6

Cash Flow (000 TL)

2019

(000) TRL	31.12.2016	31.12.2015
Beginning of Term Balance	39.289	29.668
Activity of Net Cash Flow	198.755	(166.931)
Investment Activities	(491)	(212)
Changes in Cash	198.264	(167.142)
Changes in Financial Debts	(193.494)	176.764
End of Term Balance	44.060	39.289

Financial Ratios

2016

LIQUIDITY RATIOS	31.12.2016	31.12.2015
Current Ratio	1,27	1,17
Quick Ratio	1,13	1,02
THE WORKING CAPITAL RATIOS (*)	31.12.2016	31.12.2015
Receivables Days	21	24
Payables Days	29	30
Inventory Days	11	12
FINANCIAL STRUCTURE RATIOS	31.12.2016	31.12.2015
Capital / Total Liabilities & Capital	24,2%	14,0%
Short T. Debts / Total Liabilities & Capital	75,2%	70,6%
Long T. Debts / Total Liabilities & Capital	0,6%	15,4%
Financial Debts / Total Debts	32,9%	70,2%
PROFITABILITY RATIOS	31.12.2016	31.12.2015
Gross Profit Margin	2,8%	3,5%
Operational Profit Margin	1,6%	2,3%
Net Profit / Sales	1,5%	2,1%
Profit Margin Before Tax	1,9%	2,6%

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

Index Group Companies

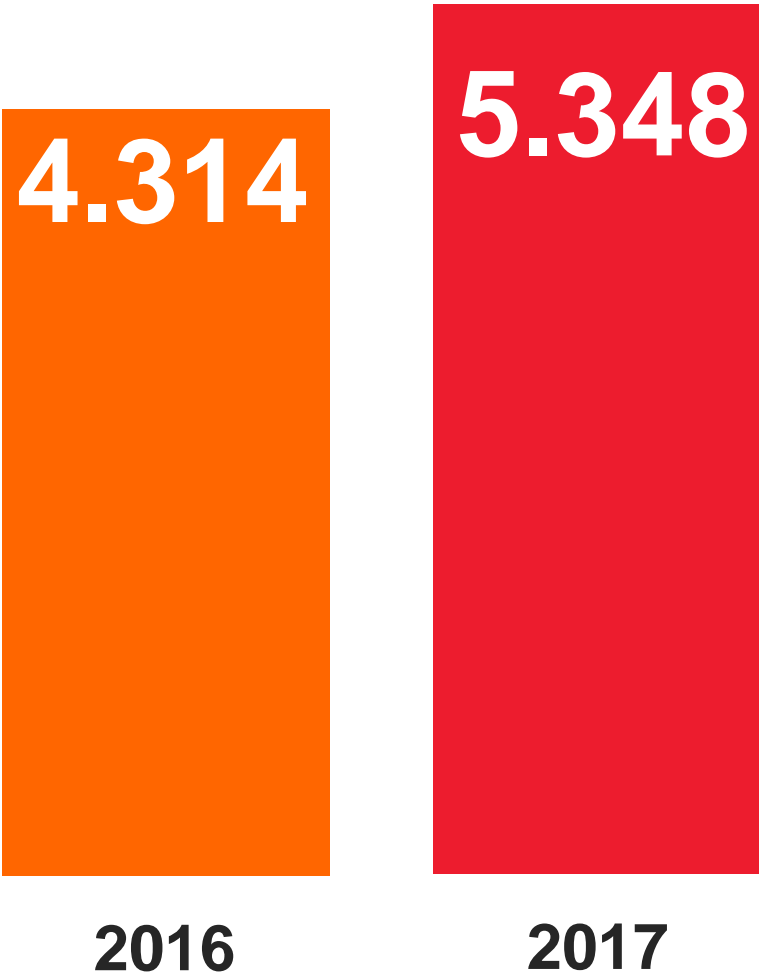
2017 Developments



Group Companies 2017 (Tax P/L) Targets

(solo) (x m TL)

%24



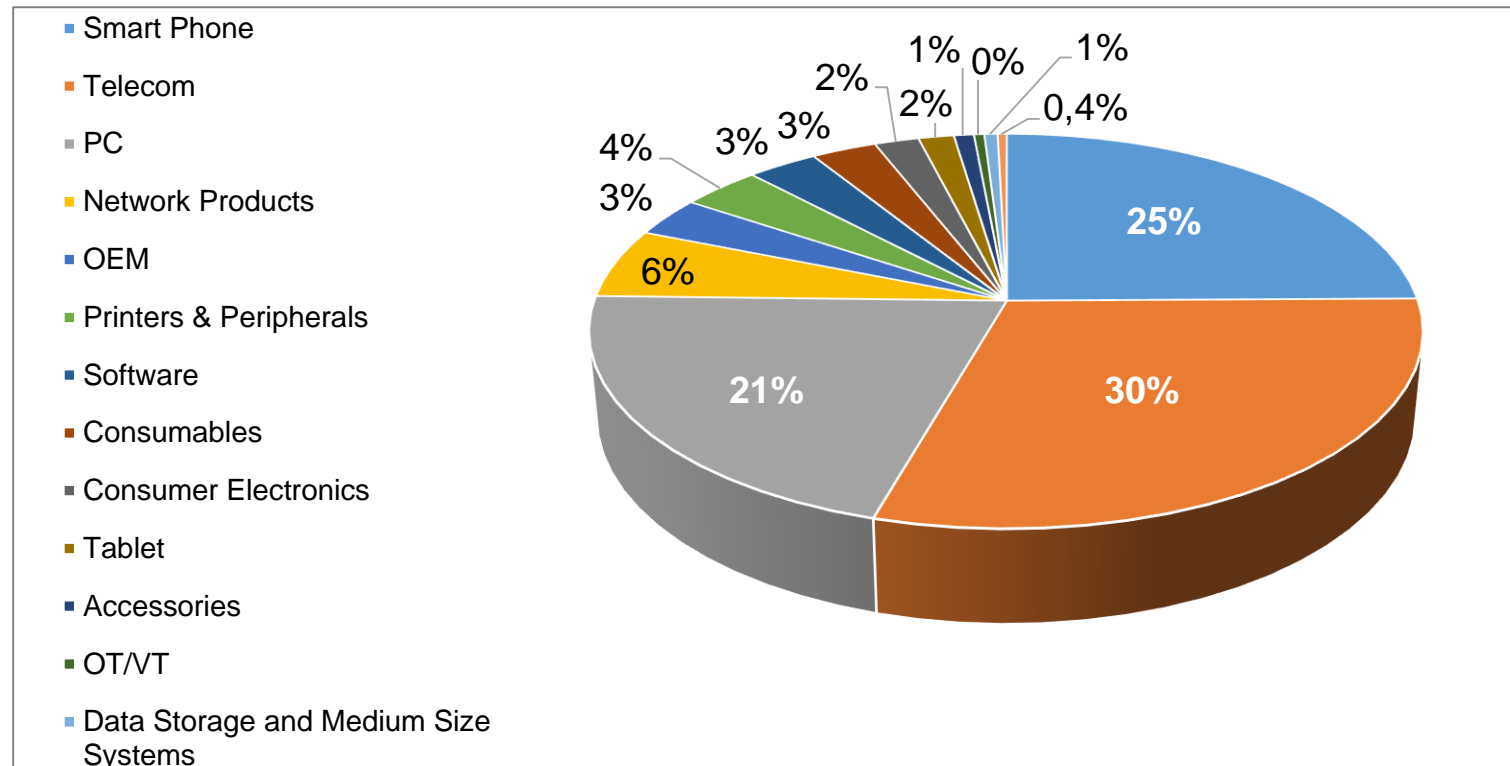
Companies	2016	%	2017	%
Index	2.444	8,9%	2.939	20,3%
Datagate	1.237	11,1%	1.376	11,2%
Despec	196	9,5%	282	43,9%
Neteks	272	-16,0%	347	26,1%
Artım	141	36,9%	375	166,0%
Teklos	24	-17,2%	29	20,8%
Toptal	4.314	8,0%	5.348	24,0%

Index Group Companies 2016-2017

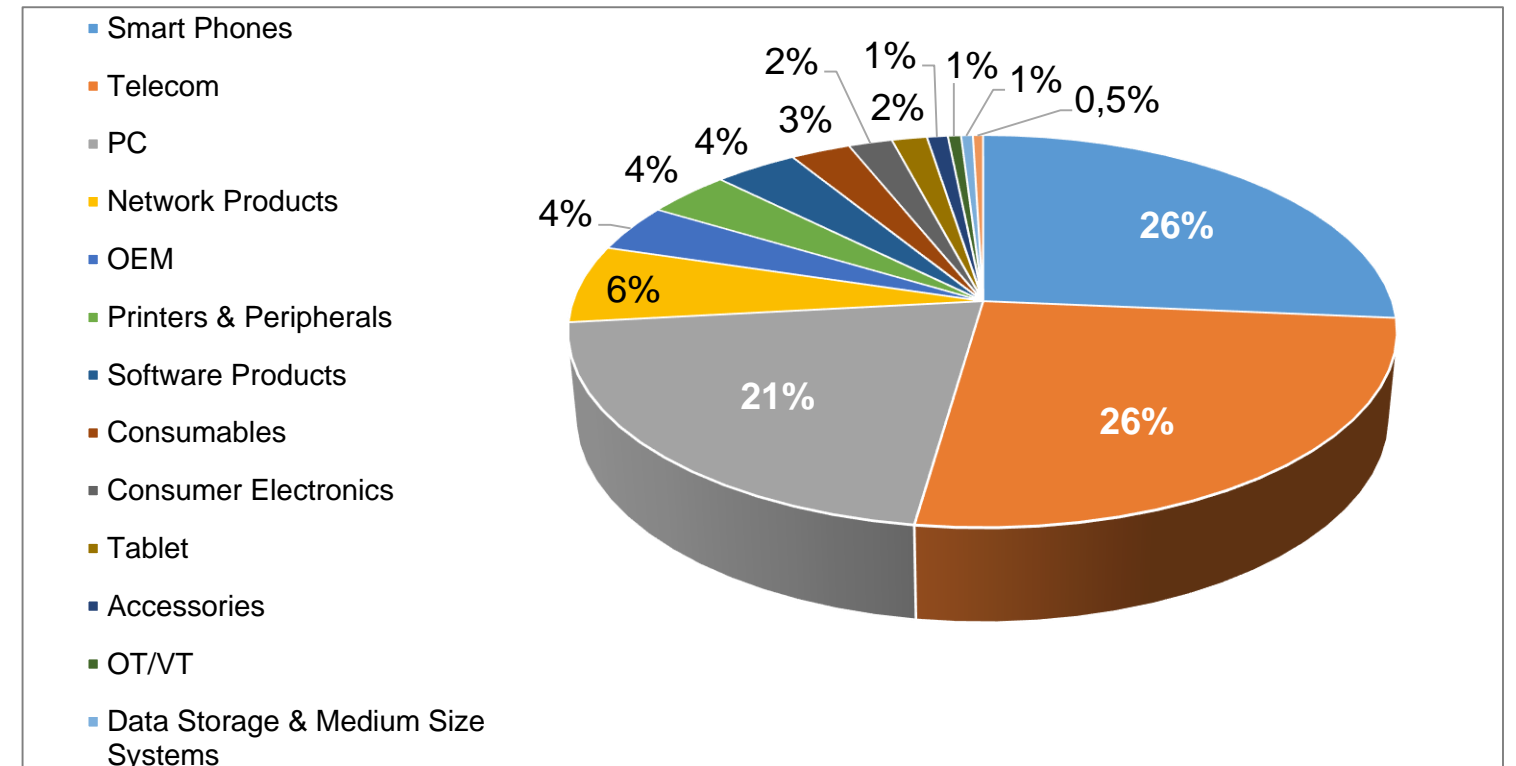
Breakdown of Sales in Main Product Groups

Year	Telecom	Smart Phone	PC	Network Products	Printers & Peripherals	Consumables	OEM	Software	Consumer Electronics	Tablet	Accessories	Data Storage & Medium Size Systems	OT/VT	Wearable Tech.
2016	30%	25%	21%	6%	4%	3%	3%	3%	2%	2%	1%	1%	0,5%	0,4%
2017	26%	26%	21%	6%	4%	3%	4%	4%	2%	2%	1%	1%	1%	0,5%

2016



2017



Future Road Map

Atilla Kayalıoğlu

Index Bilgisayar AŞ
General Manager



Index / Real Estate Project, Pleasant Final as of 2017!



Cotinueing leadership in Technology World by managing transformation on right time.



Value Add

(Value Added Dist.)



Netex

bir Westcon ve İndeks Grup iştirakidir



Volume

(Volume Products Dist.)



'Türkiye'nin Bilişim Kaynağı'



Mobil

(Mobile Products Dist.)



'Türkiye'nin Bilişim Kaynağı'

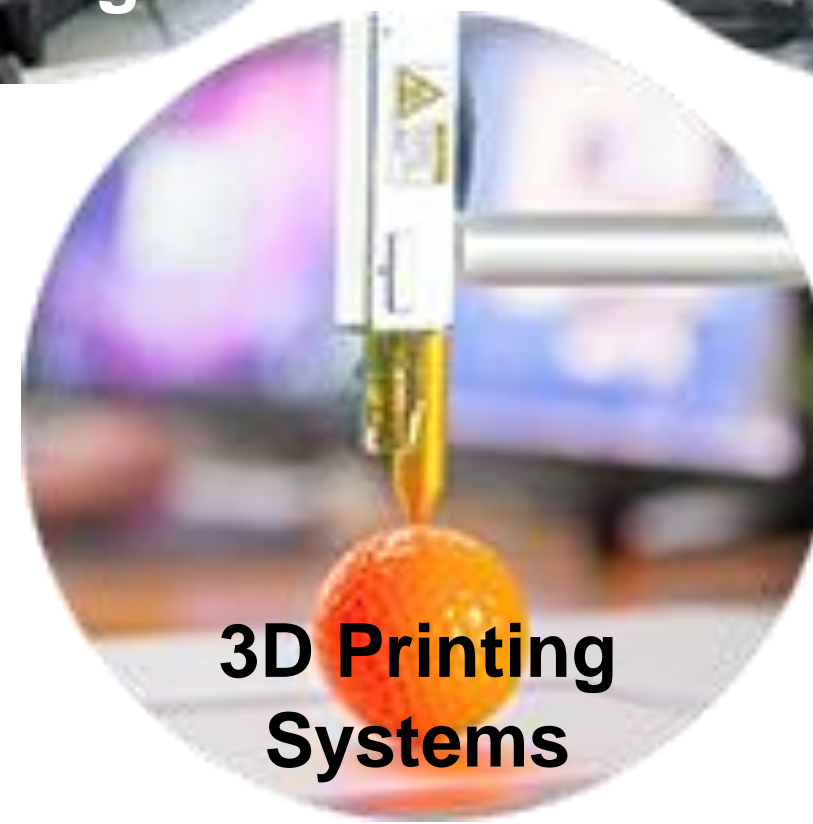
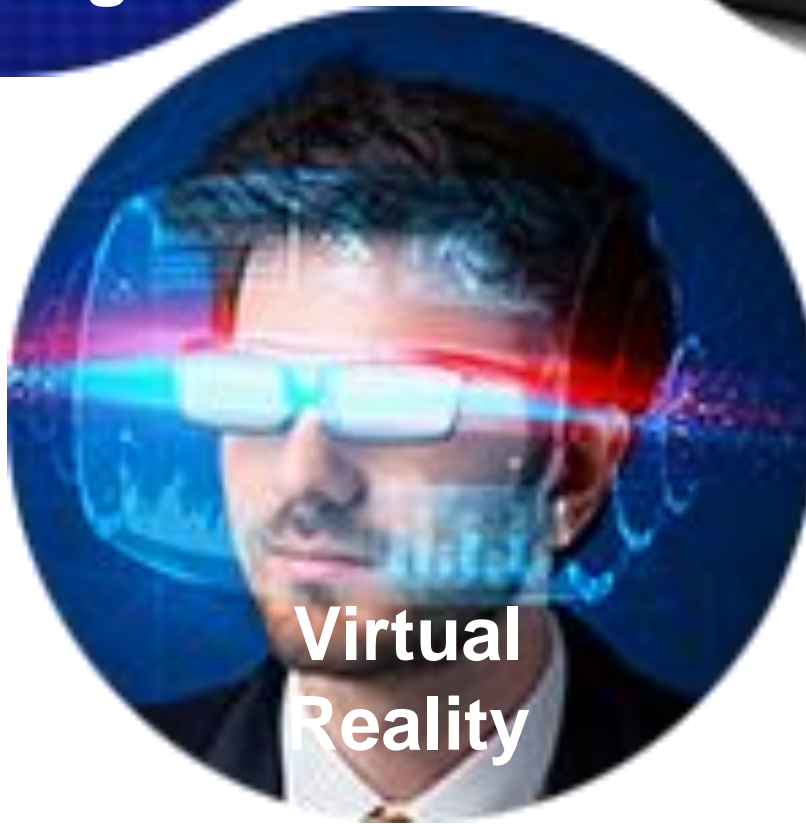
datagate



Artım A.Ş.

**It is restructured to be leader in Value Added
Distribution channel!
And started for international operations!**

Taking firm steps forward by focussing on Future Technologies!



Strong, Profitable and Efficient growing

Index Grup

- Between 2000-2016, sales volume increased from 144 milion TL to 4.314 million TL



With B2B strategy, switching to online system and effective study

We are stepping confidence with Our large and continuously improving product portfolio & strong financial structure!

Thanks....

