

INDEX GROUP COMPANIES ANALYST MEETING

4 MAY 2021



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- **Technology World and Developments in Turkey and the World**
- **Index Group Companies Investments Review**
- **Index A.Ş. 2020 - 2021 Review**
- **Index A.Ş. Financial & Operational Results**



Technology World and Developments in Turkey and the World

IT & ICT volume in the World:

2020 Approx. **4.8 trillion USD**

Paralel increase to 2019.

IT & ICT volume in Turkey:

2020 Approx. **30 billion USD**

Estimated %15 growth compared to 2019.





Global IT Market 2020

Covid 19 effect:

2020 loaded PC/NB **275 mio unit**, as this is the highest growth in the last 10 years by **%5,85**.



2020 **1.3 billion unit** smartphone market
201 mio unit iPhone sales record



New technology market, **with 16% growth**
Reaching 891 billion USD.
(AR/VR, AI, IoT, c-Cloud, 5G)





Global IT Market 2020

2023 global IT expenditure:
21% growth versus 2020

5.8 trillion USD estimated.

Growth in 4 fields: Cloud, mobile, large data, analitic



In the World,
E-commerce volume growth **%70**

2020 end
World e-commerce volume **7 trilyon USD**



2020 Turkish IT Market

1

Personel Computer Market:

37 % record growth

1,4 billion USD volume expected to reach.

2.2 mio units

2

Smart Phone Market:

In 2020

over 5 billion USD

10.5 mio units

3

E-Commerce Market:

Increasing from 6 % to 14 % with 200 billion TL

Percentage in total commerce : %14





Index Group Companies Investment Review

- Datagate's 2020 **important investment!**
(Despec shares to be purchased)
- Index acquired **%50** shares from Westcon and became **%100 shareholder** in Netex.
- With acquisition of Netex & Artım,
Turkey's Biggest value added distribütör
company emerged: **New Netex!**
- As Teklos, 2020 - 2021 **will be investment year!**



Macro Review

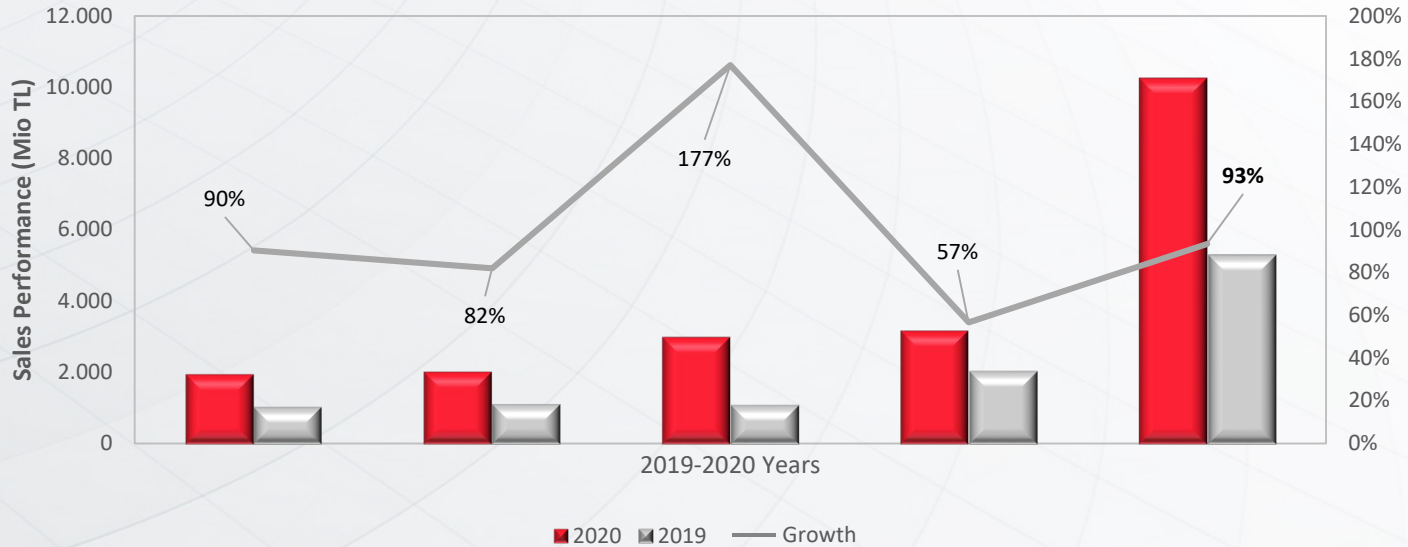
In 2021, as Index Group companies;

- To take role in finance of corporate technology firms projects,
We will make new **investment!**
- In 2021, in the accordance with our aims and targets,
we will make company investment to support **Startup companies**
- New increasing trend in payment system of the World:
Crypto Money!



Index AŞ 2020-2021 Review

Index Bilgisayar AŞ 2019-2020 Sales Performance



Year (Mio TL)	1Q	2Q	3Q	4Q	Total
2020	1.979	2.044	3.026	3.205	10.255
2019	1.040	1.123	1.092	2.047	5.303
Growth	90%	82%	177%	57%	93%



Index AŞ 2020 - 2021 Review

2021 Continue to grow!

- Notebook and Smart Phone Product Groups
- New Business Lines
 - Smart Home Products
 - 3D Printers
 - Cloud
- Mobile Channels in Wholesale and Corporate
- Public Purchase

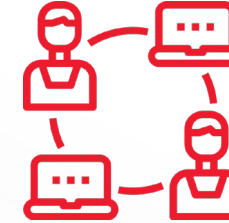
INDEX GRUP



What is next?

Digital Transformation with Hybrid Lifestyle

- Work and Education with Remote Access
- Mobile Products – Infrastructure Investments – Security Solutions



New Technologies

- Technology Centre of Life
- Traditional Products in GDP rate
New Technologies in GDPx2 Growth
- Innumerable New Trends





New Technologies



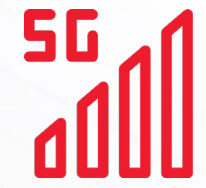
AR



VR



IoT



5G



3D
Printer



Cloud



Wearable
Technology



Smart Homes



Robots





Index AŞ Financial & Operational Results

Summarized P/L (000 TL)

(000) TRL	3 months 2021	3 months 2020	Changes (%)
Net Sales	2.871.093	1.978.962	45,08
Gross Profit	113.751	79.510	43,07
Gross Profit Margin (%)	3,96	4,02	(1,39)
EBITDA	86.553	58.334	48,37
EBITDA Margin (%)	3,01	2,95	2,27
Operational Profit	82.432	55.938	47,36
Operational Profit Margin (%)	2,87	2,83	1,57
Financial Income /(Expenses), Net	(5.012)	(8.401)	(40,34)
Profit Before Tax	77.594	46.244	67,79
Profit margin Before Tax (%)	2,70	2,34	15,65
Tax Expenses	(18.068)	(10.615)	70,21
Net Profit	54.608	25.931	110,59
Net Profit Margin (%)	1,90	1,31	45,15



Index AŞ Financial & Operational Results

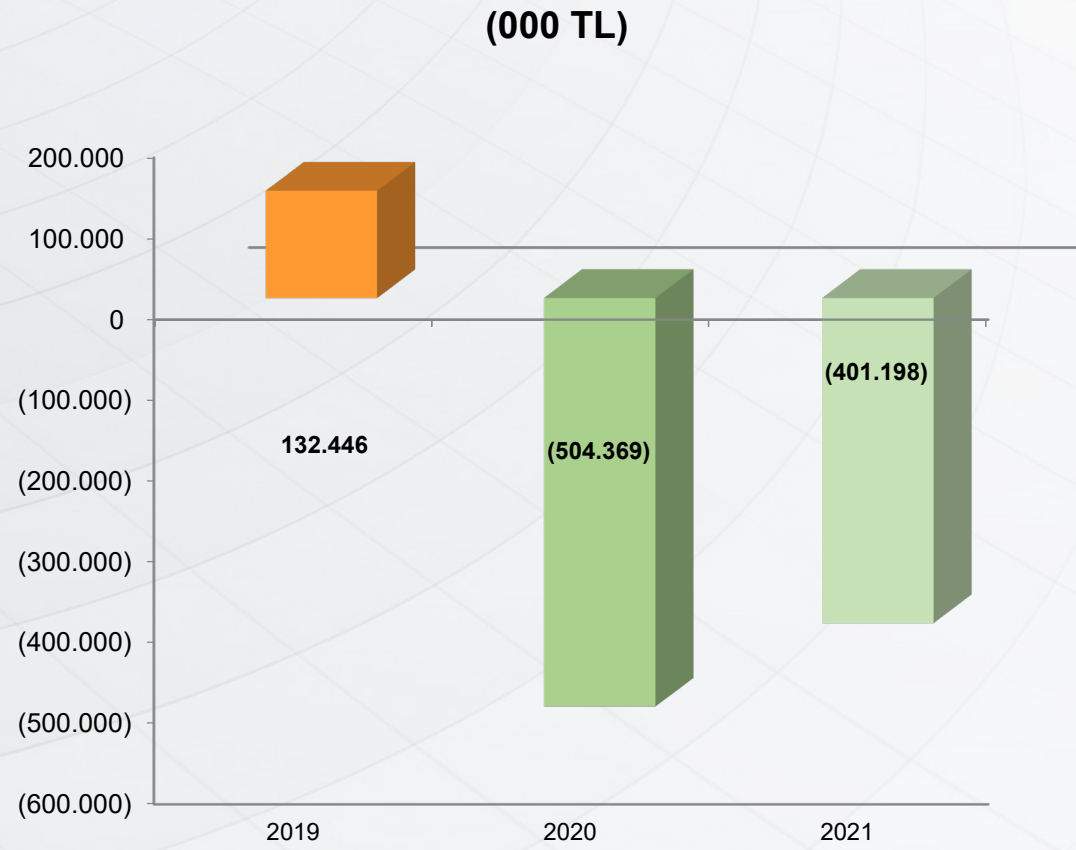
Summarized Balance Sheet (000 TL)

Assets	31.03.2021	(%)	31.12.2020	(%)	Changes (%)	Liabilities & Capital	31.03.2021	(%)	31.12.2020	(%)	Changes (%)
Current Assets	3.615.773	96,7%	3.926.808	96,7%	(7,9)	Short Term Lia.	2.984.663	79,8%	3.374.865	83,1%	(11,6)
Cash	849.294	22,7%	1.318.963	32,5%	(35,6)	Financial Lia.	455.547	12,2%	853.800	21,0%	(46,6)
Trade Receivables	1.947.163	52,1%	2.013.905	49,6%	(3,3)	Trade Payables	2.436.058	65,2%	2.292.642	56,4%	6,3
Inventories	534.349	14,3%	419.082	10,3%	27,5	Provisions for Tax	35.851	1,0%	102.739	2,5%	(65,1)
Inventories in Transit	107.707	2,9%	90.264	2,2%	19,3	Prov. for Other Pay.	42.321	1,1%	42.410	1,0%	(0,2)
Other	177.260	4,7%	84.594	2,1%	109,5	Other	14.886	0,4%	83.274	2,1%	(82,1)
Non-Current Assets	122.727	3,3%	134.565	3,3%	(8,8)	Long Term Lia.	19.859	0,5%	19.578	0,5%	1,4
Trade Receivables	77.058	2,1%	77.522	1,9%	(0,6)	Long Term Lia.	10.323	0,3%	10.797	0,3%	(4,4)
Fixed Assets	15.490	0,4%	15.186	0,4%	2,0	Financial Lia.	-	0,0%	-	0,0%	0,0
Right of Use Assets	16.296	0,4%	17.605	0,4%	(7,4)	Prov. for Empl. Trm. Ind.	9.536	0,3%	8.781	0,2%	8,6
Investments Valued by Equity M.	13.844	0,4%	24.214	0,6%	(42,8)	Deferred Tax	-	0,0%	-	0,0%	0,0
Other	39	0,0%	38	0,0%	2,6	Capital	733.978	19,6%	666.930	16,4%	10,1
Total Assets	3.738.500	100%	4.061.373	100%	(7,9)	Total Lia. & Capital	3.738.500	100%	4.061.373	100%	(7,9)



Index AŞ Financial & Operational Results

Net Financial Debt (000 TL)





Index AŞ Financial & Operational Results

Financial Ratios

LIQUIDITY RATIOS	31.03.2021	31.12.2020
Current Ratio	1,21	1,16
Quick Ratio	1,00	1,01
THE WORKING CAPITAL RATIOS (*)	31.03.2021	31.12.2020
Receivables Days	62	63
Payables Days	69	66
Inventory Days	12	13
FINANCIAL STRUCTURE RATIOS	31.03.2021	31.12.2020
Capital / Total Liabilities & Capital	19,6%	16,4%
Short T. Debts / Total Liabilities & Capital	79,8%	83,1%
Long T. Debts / Total Liabilities & Capital	0,5%	0,5%
Financial Debts / Total Debts	15,5%	25,5%
PROFITABILITY RATIOS	31.03.2021	31.03.2020
Gross Profit Margin	3,96%	4,02%
Operational Profit Margin	2,87%	2,83%
Net Profit / Sales	1,90%	1,31%
Profit Margin Before Tax	2,70%	2,34%

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

THANKS