

INDEX GROUP COMPANIES ANALYST MEETING

8 NOVEMBER 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.

Neither Indeks Bilgisayar nor any of its managers or employees nor any other person shall have any liability whatsoever for any loss arising from the use of this presentation.

- **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

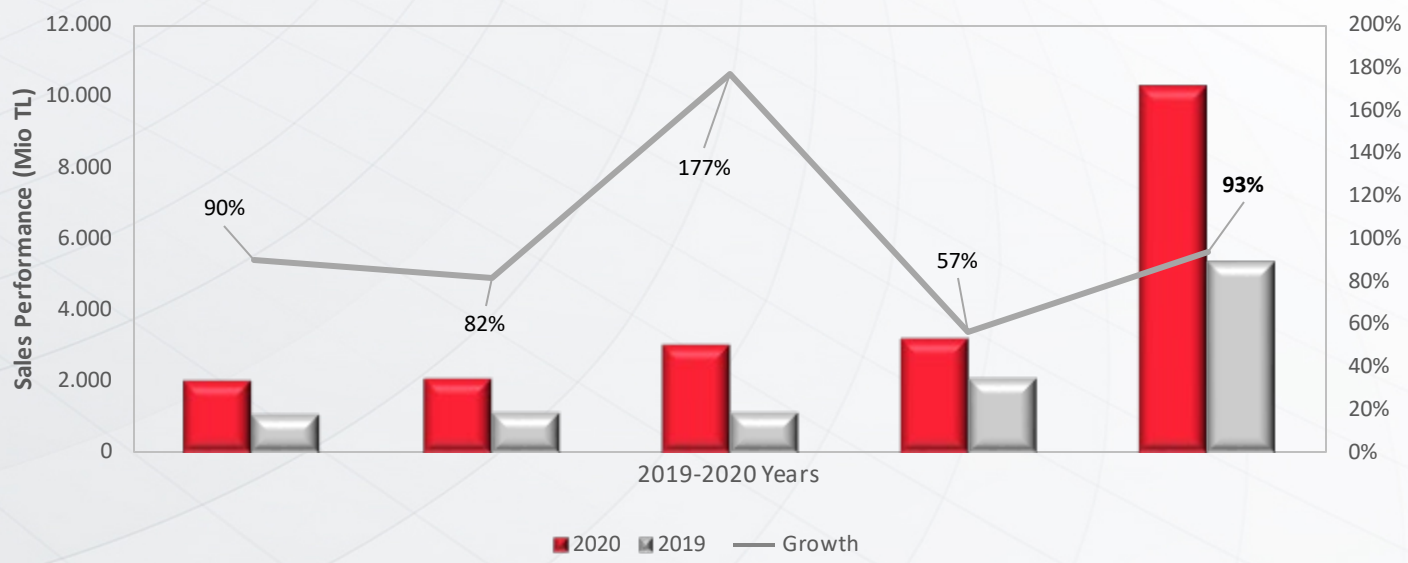
In 2021, as Index Group companies;

- 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

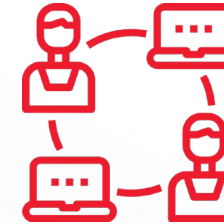
INDEX GRUP



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



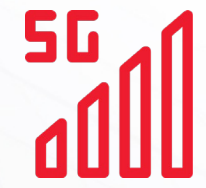
AR



VR



IoT



5G



3D
Printer



Cloud



Wearable
Technology



Smart Homes



Robots





Index AŞ Financial & Operational Results

Summarized P/L (000 TL)

(000) TRL	9 months 2021	9 months 2020	Değişim (%)
Net Sales	9.069.333	7.049.600	28,65
Gross Profit	370.282	260.371	42,21
Gross Profit Margin (%)	4,08	3,69	10,54
EBITDA	268.831	197.323	36,24
EBITDA Margin (%)	2,96	2,80	5,90
Operational Profit	264.710	194.927	35,80
Operational Profit Margin (%)	2,92	2,77	5,56
Financial Income /(Expenses), Net	(61.853)	(26.230)	135,81
Profit Before Tax	203.891	167.408	21,79
Profit margin Before Tax (%)	2,25	2,37	(5,33)
Tax Expenses	(53.498)	(40.634)	31,66
Net Profit	136.713	102.592	33,26
Net Profit Margin (%)	1,51	1,46	3,58



Index AŞ Financial & Operational Results

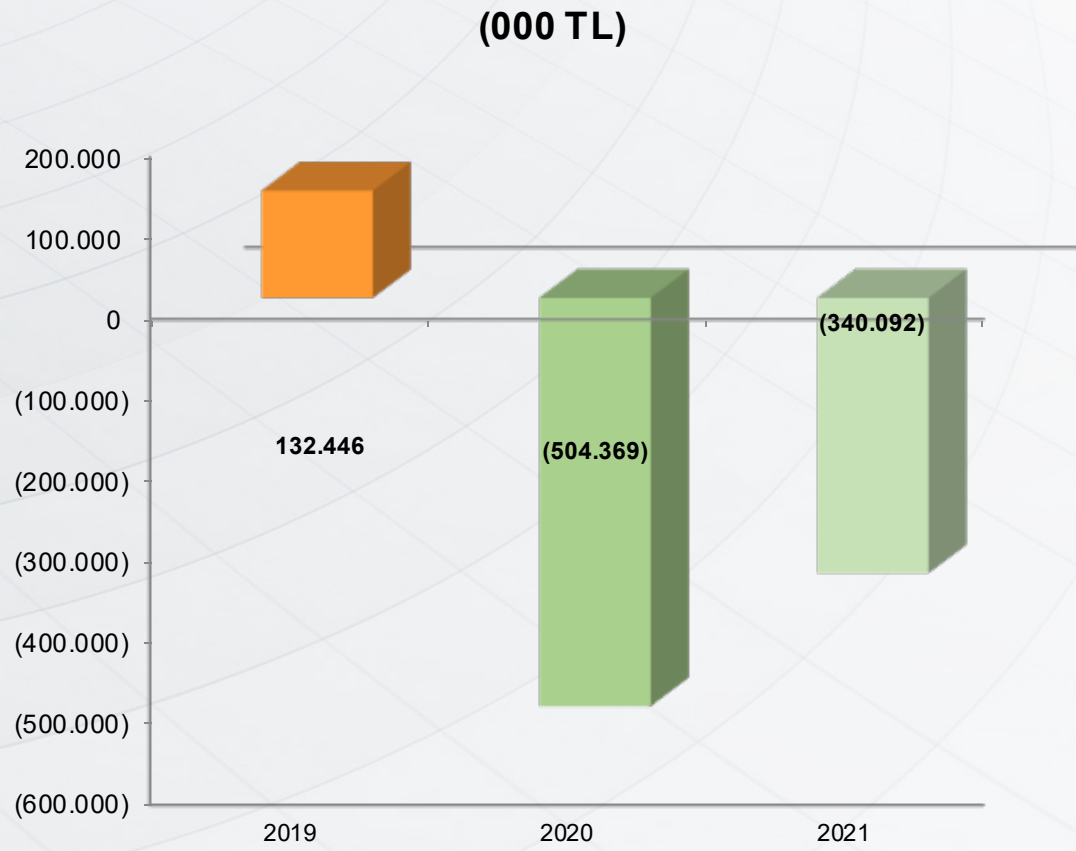
Summarized Balance Sheet (000 TL)

Assets	30.09.2021	(%)	31.12.2020	(%)	Changes (%)	Liabilities & Capital	30.09.2021	(%)	31.12.2020	(%)	Changes (%)
Current Assets	4.040.851	96,8%	3.926.808	96,7%	2,9	Short Term Lia.	3.380.638	81,0%	3.374.865	83,1%	0,2
Cash	1.102.090	26,4%	1.318.963	32,5%	(16,4)	Financial Lia.	753.757	18,1%	853.800	21,0%	(11,7)
Trade Receivables	2.227.882	53,4%	2.013.905	49,6%	10,6	Trade Payables	2.512.686	60,2%	2.292.642	56,4%	9,6
Inventories	591.024	14,2%	509.346	12,5%	16,0	Provisions for Tax	35.008	0,8%	102.739	2,5%	(65,9)
Inventories in Transit	-	0,0%	-	0,0%	-	Prov. for Other Pay.	37.314	0,9%	42.410	1,0%	(12,0)
Other	119.855	2,9%	84.594	2,1%	41,7	Other	41.873	1,0%	83.274	2,1%	(49,7)
Non-Current Assets	133.134	3,2%	134.565	3,3%	(1,1)	Long Term Lia.	18.283	0,4%	19.578	0,5%	(6,6)
Trade Receivables	85.745	2,1%	77.522	1,9%	10,6	Long Term Lia.	8.241	0,2%	10.797	0,3%	(23,7)
Fixed Assets	13.675	0,3%	15.186	0,4%	(9,9)	Financial Lia.	-	0,0%	-	0,0%	0,0
Right of Use Assets	13.625	0,3%	17.605	0,4%	(22,6)	Prov. for Empl. Trm. Ind.	10.042	0,2%	8.781	0,2%	14,4
Investments Valued by Equity M.	20.050	0,5%	24.214	0,6%	(17,2)	Deferred Tax	-	0,0%	-	0,0%	0,0
Other	39	0,0%	38	0,0%	2,6	Capital	775.063	18,6%	666.930	16,4%	16,2
Total Assets	4.173.985	100%	4.061.373	100%	2,8	Total Lia. & Capital	4.173.984	100%	4.061.373	100%	2,8



Index AŞ Financial & Operational Results

Net Financial Debt (000 TL)





Index AŞ Financial & Operational Results

Financial Ratios

LIQUIDITY RATIOS	30.09.2021	31.12.2020
Current Ratio	1,20	1,16
Quick Ratio	1,02	1,01
THE WORKING CAPITAL RATIOS (*)	30.09.2021	31.12.2020
Receivables Days	61	63
Payables Days	76	66
Inventory Days	14	13
FINANCIAL STRUCTURE RATIOS	30.09.2021	31.12.2020
Capital / Total Liabilities & Capital	18,6%	16,4%
Short T. Debts / Total Liabilities & Capital	81,0%	83,1%
Long T. Debts / Total Liabilities & Capital	0,4%	0,5%
Financial Debts / Total Debts	22,4%	25,5%
PROFITABILITY RATIOS	30.09.2021	30.09.2020
Gross Profit Margin	4,08%	3,69%
Operational Profit Margin	2,92%	2,77%
Net Profit / Sales	1,51%	1,46%
Profit Margin Before Tax	2,25%	2,37%

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

THANKS