



INDEX GRUP

PORTFOLIO MANAGERS & ANALYSTS MEETING

18th OCTOBER 2023

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Market Review

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Operational Review

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2023 Financial Review / Projects
2023-2024 Investment Plans / Projects

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Q & A

INDEX AŞ SALES & MARKET REVIEW



2023 IT MARKET IN TURKEY

IDC PC MARKET



2022 **2,2** million units

2023 First Six Months **1,3** million units | **%37** growth in quantity

GFK SMARTPHONE MARKET



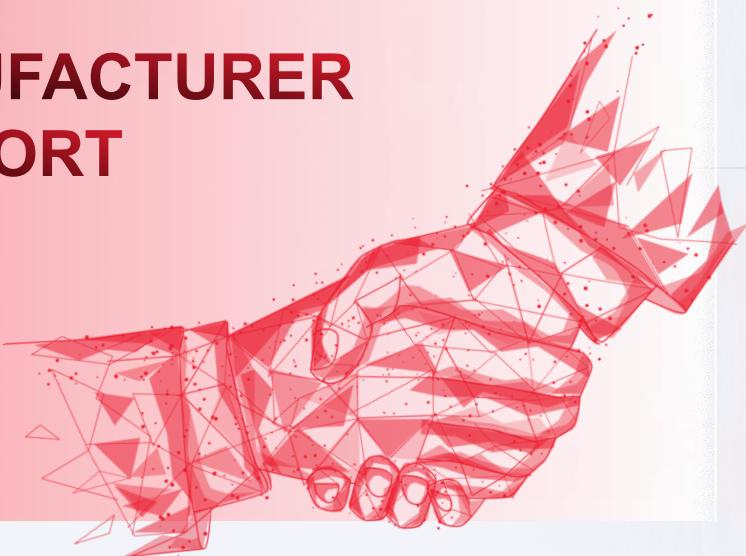
2022 **10,1** million units

2023 First Six Months **8,2** million units | **%24** growth in quantity

CONSUMER DEMAND



MANUFACTURER SUPPORT



GROWING DIGITALIZATION & MAJOR PROJECTS



INDEX

2023

FIRST 6 MONTHS:

16,6 billion TL
consolidated turnover

%64
growth in TL

844,3 million USD
consolidated turnover

%23,7
growth in USD

Gross Profit %
%5,46

EBITDA %
%3,83

MARKET
LEADER



TOP MARKET SHARE
IN ALL BRANDS



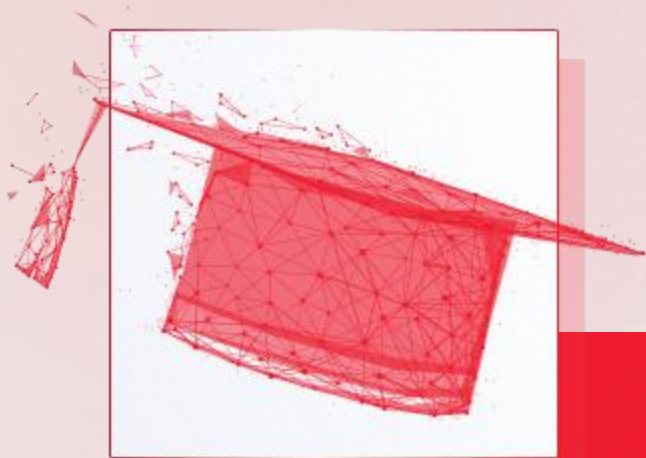
456
EMPLOYEE



MAIN SUPPLY CENTER
FOR BUSINESS
PARTNERS IN ALL
SEGMENTS



LAST QUARTER



**2023
DOUBLE DIGIT
USD GROWTH**

**BLACK
FRIDAY**

**INCREASING
PROFIT MARGIN
(%)**

INDEX AŞ
FINANCIAL & OPERATIONAL
REVIEW



INDEX AŞ FINANCIAL AND OPERATIONAL REVIEW

INCOME STATEMENT (Thousand TL)



(000) TRL	6 months 2023	6 months 2022	Changes (%)
Net Sales	16.637.923	10.128.552	64,27
Gross Profit	907.750	434.395	108,97
Gross Profit Margin (%)	5,46	4,29	27,21
EBITDA	636.863	448.927	41,86
EBITDA Margin (%)	3,83	4,43	(13,64)
Operational Profit	623.185	438.893	41,99
Operational Profit Margin (%)	3,75	4,33	(13,56)
Financial Income /(Expenses), Net	(219.100)	(78.555)	178,91
Profit Before Tax	492.710	363.339	35,61
Profit margin Before Tax (%)	2,96	3,59	(17,45)
Tax Expenses	(148.275)	(104.112)	42,42
Net Profit	339.927	239.542	41,91
Net Profit Margin (%)	2,04	2,37	(13,61)

SUMMARIZED BALANCE SHEET (Thousand TL)

Assets	30.06.2023	(%)	31.12.2022	(%)	Changes (%)	Liabilities & Capital	30.06.2023	(%)	31.12.2022	(%)	Changes (%)
Current Assets	10.345.200	98,4%	8.271.933	98,2%	25,1	Short Term Lia.	8.803.369	83,8%	6.765.096	80,3%	30,1
Cash	1.798.680	17,1%	2.371.261	28,2%	(24,1)	Financial Lia.	1.345.145	12,8%	771.341	9,2%	74,4
Trade Receivables	5.313.920	50,7%	4.559.391	54,2%	16,5	Trade Payables	6.726.281	64,1%	5.406.355	64,2%	24,4
Inventories	2.032.326	19,3%	1.027.452	12,2%	97,8	Provisions for Tax	388.726	3,7%	298.014	3,5%	30,4
Inventories in Transit	270.832	2,6%	88.521	1,1%	206,0	Prov. for Other Pay.	204.279	1,9%	129.170	1,5%	58,1
Other (*)	929.442	8,8%	225.308	2,7%	312,5	Other	138.938	1,3%	160.216	1,9%	(13,3)
Non-Current Assets	162.907	1,6%	147.717	1,8%	10,3	Long Term Lia.	18.033	0,2%	31.133	0,4%	(42,1)
Trade Receivables	89.863	0,9%	83.535	0,9%	7,6	Long Term Lia.	7.074	0,1%	7.412	0,1%	(4,6)
Right of Use Assets	28.510	0,3%	24.800	0,3%	15,0	Prov. for Empl. Trm. Ind.	10.959	0,1%	23.722	0,3%	(53,8)
Investments Valued by Equity M.	18.761	0,2%	39.342	0,5%	(52,3)	Deferred Tax	-	0,0%	-	0,0%	0
Other	25.773	0,2%	40	0,0%	64.332,5	Capital	1.686.705	16,1%	1.623.421	19,3%	3,9
Total Assets	10.508.107	100%	8.419.650	100%	24,8	Total Lia. & Capital	10.508.107	100%	8.419.650	100%	24,8

(*) In Other line, 391,5 mio TL Financial Investments consist of Currency Protected Saving. When adding this amount to cash, total cash raised to 2.190 mio TL.

FINANCIAL RATIOS

LIQUIDITY RATIOS	30.06.2023	31.12.2022
Current Ratio	1,18	1,22
Quick Ratio	0,91	1,06

THE WORKING CAPITAL RATIOS (*)	30.06.2023	31.12.2022
Receivables Days	51	59
Payables Days	68	74
Inventory Days	17	18

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

FINANCIAL STRUCTURE RATIOS	30.06.2023	31.12.2022
Capital / Total Liabilities & Capital	16,1%	19,3%
Short T. Debts / Total Liabilities & Capital	83,8%	80,3%
Long T. Debts / Total Liabilities & Capital	0,2%	0,4%
Financial Debts / Total Debts	15,3%	11,5%

PROFITABILITY RATIOS	30.06.2023	30.06.2022
Gross Profit Margin	5,46%	4,29%
Operational Profit Margin	3,75%	4,33%
Net Profit / Sales	2,04%	2,37%
Profit Margin Before Tax	2,96%	3,59%



INDEX GRUP

- 2023 FINANCIAL REVIEW / PROJECTS
- 2023-2024 INVESTMENT PLANS / PROJECTS

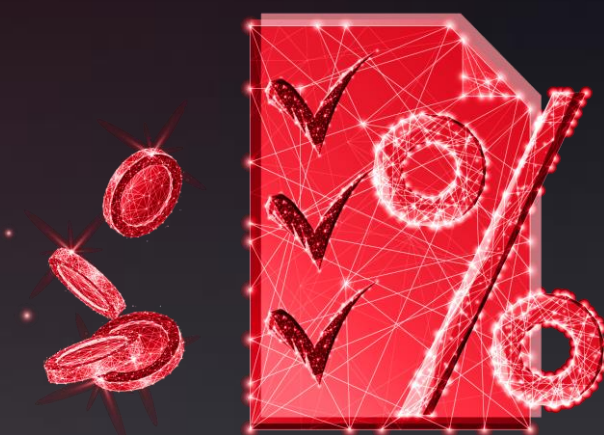


INDEX GRUP 2023

FINANCIAL REVIEW / PROJECTS



Bonus
Shares
Increase



Dividend
Plan



Net Cash
Position



Buyback
Program

INDEX GRUP 2023

FINANCIAL REVIEW / PROJECTS



Real Estate
Stocks

INDEX GRUP 2023-2024

INVESTMENT PLANS / PROJECTS



Logistics
Investments



E-Commerce



Major IT
Integration
Projects



New Business Areas

- Renewable Energy
- Sustainable Products

THANK YOU

18th OCTOBER 2023