

INDEX GROUP COMPANIES ANALYST MEETING

16 AUGUST 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;

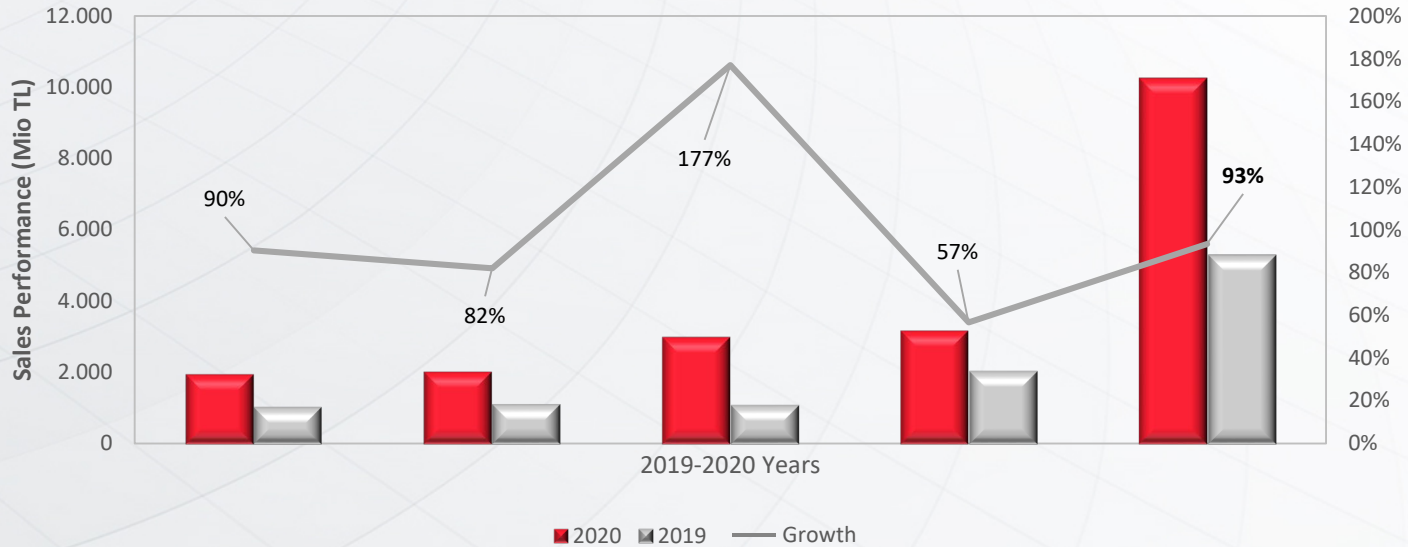
- To take role in finance of corporate technology firms projects,
We will make new **investment!**
- In 2021, in the accordance with our aims and targets,
we will make company investment to support **Startup companies**
- New increasing trend in payment system of the World:
Crypto Money!



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

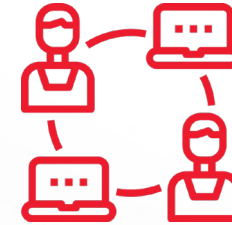
INDEX GRUP



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	6 months 2021	6 months 2020	Changes (%)
Net Sales	5.766.840	4.023.164	43,34
Gross Profit	232.702	162.450	43,25
Gross Profit Margin (%)	4,04	4,04	(0,07)
EBITDA	162.277	114.874	41,26
EBITDA Margin (%)	2,81	2,86	(1,45)
Operational Profit	158.156	112.478	40,61
Operational Profit Margin (%)	2,74	2,80	(1,90)
Financial Income /(Expenses), Net	(25.245)	(19.735)	27,92
Profit Before Tax	133.084	91.453	45,52
Profit margin Before Tax (%)	2,31	2,27	1,52
Tax Expenses	(34.060)	(21.560)	57,98
Net Profit	87.087	55.264	57,58
Net Profit Margin (%)	1,51	1,37	9,94



Index AŞ Financial & Operational Results

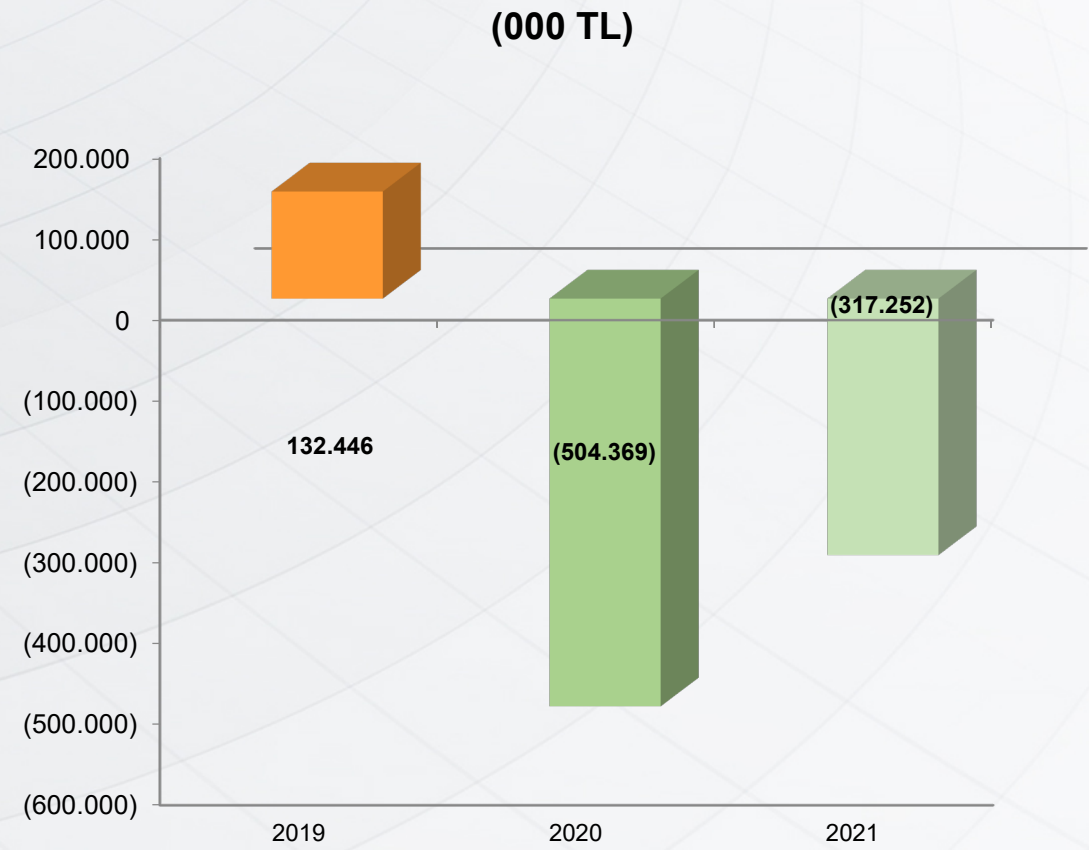
Summarized Balance Sheet (000 TL)

Assets	30.06.2021	(%)	31.12.2020	(%)	Changes (%)	Liabilities & Capital	30.06.2021	(%)	31.12.2020	(%)	Changes (%)
Current Assets	4.018.190	96,8%	3.926.808	96,7%	2,3	Short Term Lia.	3.407.148	82,1%	3.374.865	83,1%	1,0
Cash	1.109.625	26,7%	1.318.963	32,5%	(15,9)	Financial Lia.	785.298	18,9%	853.800	21,0%	(8,0)
Trade Receivables	2.128.151	51,3%	2.013.905	49,6%	5,7	Trade Payables	2.496.151	60,1%	2.292.642	56,4%	8,9
Inventories	535.760	12,9%	419.082	10,3%	27,8	Provisions for Tax	44.566	1,1%	102.739	2,5%	(56,6)
Inventories in Transit	115.159	2,8%	90.264	2,2%	27,6	Prov. for Other Pay.	46.333	1,1%	42.410	1,0%	9,3
Other	129.495	3,1%	84.594	2,1%	53,1	Other	34.800	0,8%	83.274	2,1%	(58,2)
Non-Current Assets	133.841	3,2%	134.565	3,3%	(0,5)	Long Term Lia.	19.281	0,5%	19.578	0,5%	(1,5)
Trade Receivables	81.075	2,0%	77.522	1,9%	4,6	Long Term Lia.	9.368	0,2%	10.797	0,3%	(13,2)
Fixed Assets	14.951	0,4%	15.186	0,4%	(1,5)	Financial Lia.	-	0,0%	-	0,0%	0,0
Right of Use Assets	15.049	0,4%	17.605	0,4%	(14,5)	Prov. for Empl. Trm. Ind.	9.913	0,2%	8.781	0,2%	12,9
Investments Valued by Equity M.	22.727	0,5%	24.214	0,6%	(6,1)	Deferred Tax	-	0,0%	-	0,0%	0,0
Other	39	0,0%	38	0,0%	2,6	Capital	725.602	17,5%	666.930	16,4%	8,8
Total Assets	4.152.031	100%	4.061.373	100%	2,2	Total Lia. & Capital	4.152.031	100%	4.061.373	100%	2,2



Index AŞ Financial & Operational Results

Net Financial Debt (000 TL)





Index AŞ Financial & Operational Results

Financial Ratios

LIQUIDITY RATIOS	30.06.2021	31.12.2020
Current Ratio	1,18	1,16
Quick Ratio	0,99	1,01
THE WORKING CAPITAL RATIOS (*)	30.06.2021	31.12.2020
Receivables Days	64	63
Payables Days	75	66
Inventory Days	14	13
FINANCIAL STRUCTURE RATIOS	30.06.2021	31.12.2020
Capital / Total Liabilities & Capital	17,5%	16,4%
Short T. Debts / Total Liabilities & Capital	82,1%	83,1%
Long T. Debts / Total Liabilities & Capital	0,5%	0,5%
Financial Debts / Total Debts	23,2%	25,5%
PROFITABILITY RATIOS	30.06.2021	30.06.2020
Gross Profit Margin	4,04%	4,04%
Operational Profit Margin	2,74%	2,80%
Net Profit / Sales	1,51%	1,37%
Profit Margin Before Tax	2,31%	2,27%

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

THANKS