



INDEX GRUP

ANALYST PRESENTATION

11th NOVEMBER 2024

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INCOME STATEMENT (Thousand TL)



(000) TRL	9 months 2024	9 months 2023	Changes (%)
Net Sales	45.025.389	48.188.299	(6,56)
Gross Profit	2.412.817	2.329.862	3,56
Gross Profit Margin (%)	5,36	4,83	10,84
EBITDA	1.617.534	1.686.681	(4,10)
EBITDA Margin (%)	3,59	3,50	2,64
Operational Profit	1.553.092	1.619.502	(4,10)
Operational Profit Margin (%)	3,45	3,36	2,64
Financial Income /(Expenses), Net	(1.006.363)	(908.972)	10,71
Net Monetary Position Gain/Loss	(135.576)	(332.871)	(59,27)
Profit Before Tax	523.424	579.185	(9,63)
Profit margin Before Tax (%)	1,16	1,20	(3,28)
Tax Expenses	(273.656)	(505.493)	(45,86)
Net Profit	265.076	168.695	57,13
Net Profit Margin (%)	0,59	0,35	68,17

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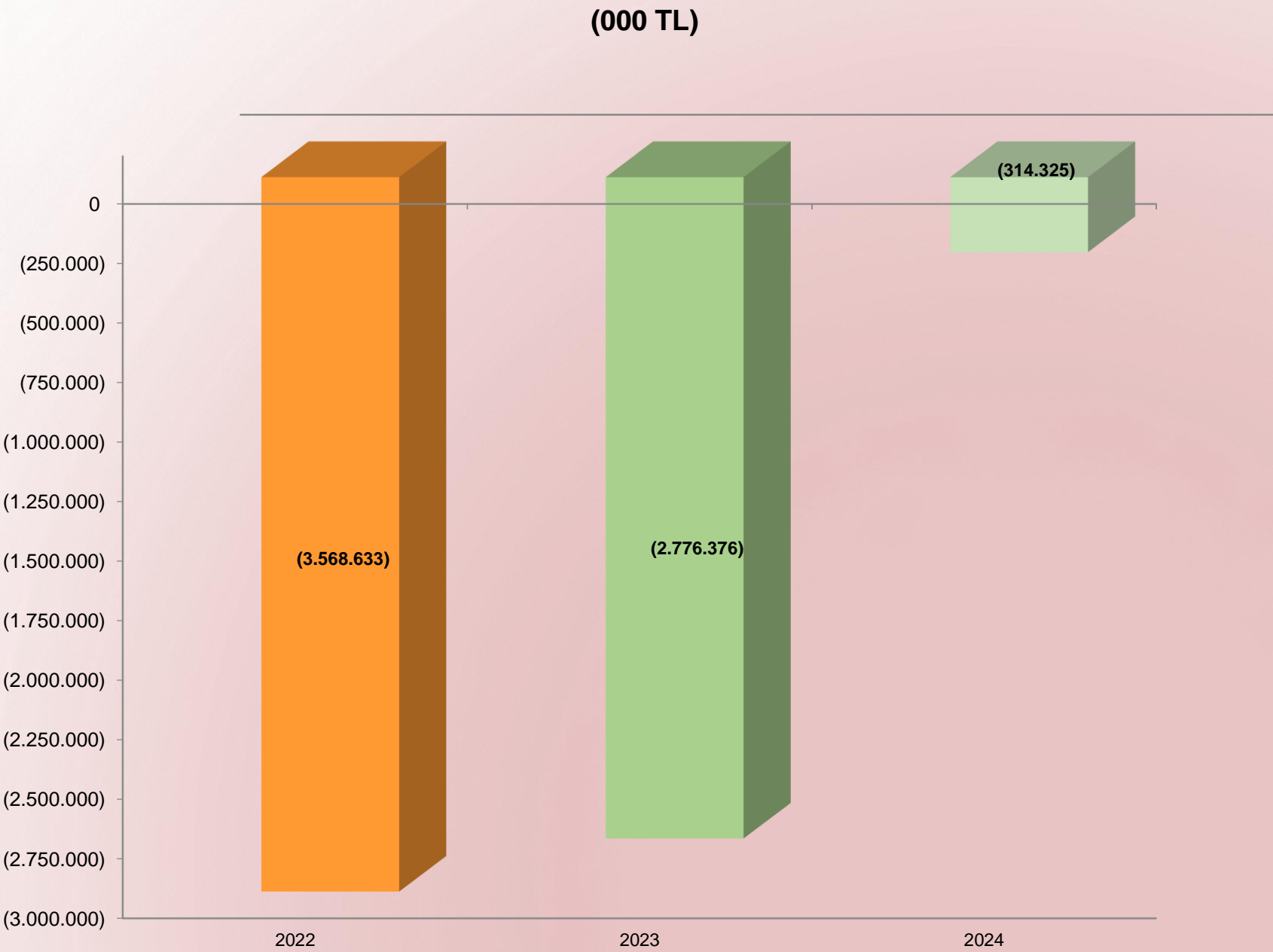
SUMMARIZED BALANCE SHEET (Thousand TL)

Assets	30.09.2024	(%)	31.12.2023	(%)	Changes (%)	Liabilities & Capital	30.09.2024	(%)	31.12.2023	(%)	Changes (%)
Current Assets	18.043.369	86,7%	21.717.051	92,1%	(16,9)	Short Term Lia.	15.304.111	73,6%	18.750.676	79,6%	(18,4)
Cash	2.649.033	12,7%	4.232.529	18,0%	(37,4)	Financial Lia.	2.260.473	10,9%	2.301.993	9,8%	(1,8)
Trade Receivables	11.623.185	56,0%	12.484.215	53,0%	(6,9)	Trade Payables	12.356.060	59,5%	14.858.498	63,0%	(16,8)
Inventories	2.545.280	12,2%	2.805.440	11,9%	(9,3)	Provisions for Tax	216.181	1,0%	692.434	2,9%	(68,8)
Inventories in Transit	354.457	1,7%	301.044	1,3%	17,7	Prov. for Other Pay.	124.954	0,6%	340.776	1,4%	(63,3)
Other (*)	871.414	4,2%	1.893.823	8,0%	(54,0)	Other	346.443	1,7%	556.975	2,4%	(37,8)
Non-Current Assets	2.764.094	13,3%	1.851.117	7,9%	49,3	Long Term Lia.	819.595	3,9%	177.804	0,8%	361,0
Trade Receivables	2.232.596	10,7%	1.652.380	6,9%	35,1	Long Term Lia.	471.380	2,3%	27.707	0,1%	1.601,3
Right of Use Assets	421.399	2,0%	99.274	0,4%	324,5	Prov. for Empl. Trm. Ind.	190.936	0,9%	22.840	0,1%	736,0
Investments Valued by Equity M	0	0,0%	0	0,0%	0,0	Deferred Tax	157.279	0,8%	127.258	0,5%	23,6
Other	110.099	0,5%	99.463	0,4%	10,7	Shareholders' Equity	4.683.757	22,5%	4.639.688	19,7%	0,9
Total Assets	20.807.463	100%	23.568.168	100%	(11,7)	Total Lia & Shareholders' E.	20.807.463	100%	23.568.168	100%	(11,7)

(*) In Other line, 397,1 mio TL Financial Investments consist of Currency Protected Saving. When adding this amount to cash, total cash raised to 3.046 mio TL.

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NET FINANCIAL DEBT (000 TL)



FINANCIAL RATIOS



LIQUIDITY RATIOS	30.09.2024	31.12.2023
Current Ratio	1,18	1,16
Quick Ratio	0,99	0,99
THE WORKING CAPITAL RATIOS (*)	30.09.2024	31.12.2023
Receivables Days	66	58
Payables Days	80	77
Inventory Days	20	18
FINANCIAL STRUCTURE RATIOS	30.09.2024	31.12.2023
Capital / Total Liabilities & Capital	22,51%	19,69%
Short T. Debts / Total Liabilities & Capital	73,55%	79,56%
Long T. Debts / Total Liabilities & Capital	3,94%	0,75%
Financial Debts / Total Debts	16,94%	12,31%
PROFITABILITY RATIOS	30.09.2024	30.09.2023
Gross Profit Margin	5,36%	4,83%
Operational Profit Margin	3,44%	3,36%
Net Profit / Sales	0,59%	0,35%
Profit Margin Before Tax	1,16%	1,20%

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

THANK YOU