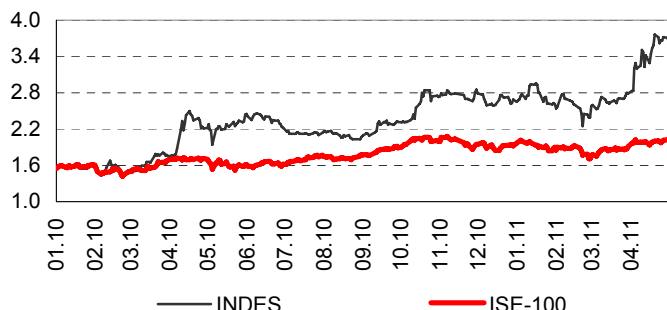


LONDON CONFERENCE

Price Performance (TL)



Stock Market Data

Bloomberg/Reuters:	İNDES.TI/İNDES.IS		
Relative Performance:	1 mth	3 mth	12mth
	25%	31%	32%
52 Week Range (TL):	1.94 - 3.76		
Market Cap (TLmn):	206		
Average Daily Vol (TLmn) 3 mth:	0.9		
Beta:	0.8		
YTD TL Return:	36%		
Shares Outstanding (mn):	56		
Free Float (%):	25.0		
Foreign Ownership in Free Float (%):	18.5		
Shareholders:			

The Company in Brief: Indeks Computer which was founded in 1989 to operate in the IT sector with the mission of distributing all kinds of IT products to IT firms in Turkey. Indeks Computer is distributing more than 200 worldwide brands, employing 306 personal and operating with more than 7.500 business partners, holding the leadership position in the Turkish IT sector since 2001.

Financials and Ratios	2009	2010	2011E	2012E
Net Sales (TLmn)	1,087	1,228	1,419	1,531
EBITDA (TLmn)	41	48	54	57
Net Profit (TLmn)	16	13	23	24
EBITDA Margin (%)	3.8%	3.9%	3.8%	3.7%
P/E (x)	12.9	15.6	9.0	8.4
EV/EBITDA (x)	4.8	4.2	3.7	3.5
EV/Sales (x)	0.18	0.16	0.14	0.13
EPS (TL)	0.28	0.24	0.41	0.44
DPS (TL)	0.11	0.00	0.00	0.00

Source: Garanti Securities estimates, Company data

Growth from More Profitable Operations...

İndeks offers excellent exposure to the massive growth potential in Turkey's IT sector. The sector grew with a CAGR of 13% between 1998 and 2010, reaching US\$6.6bn. We believe the Company will continue to grow with the market as Turkey's IT penetration still remains low. In addition to the market growth, Indeks is seeking to capture market share in the IT service segment and small electrical household goods sector, which both offer higher profit margins.

- **Attractive multiples...** The Company targets to increase consolidated net sales by 10% in US\$ terms in 2011. We foresee a flat 3.8% EBITDA margin. Our estimates lead to attractive trading multiples at 2011E 9.0x P/E and 3.7x EV/EBITDA multiples.
- **High growth potential in IT sector...** The relatively young average age of Turkey's population, the increasing presence of local and retail stores selling computers and declining computer prices have given rise to tremendous growth in the market in Turkey. The company commands a 23% market share in the hardware segment. Index expects some modest improvement in market share and a stable profit margin in current operations.
- **Poised for growth in more profitable business segments...** The company plans to expand its business in higher margin areas such as the service sector. The service segment accounts for a 15% share in IT sector, compared to a significant 74% for the hardware segment. In developed countries, the hardware, software and service segments tend to hold equal shares. Moreover, the Company has entered small electrical household goods sector with a new "Homend" brand. The Company plans to use its efficient distribution network in this area. "Homend" sales will have a full year impact in 2011.
- **Potential sale of land in near future...** Using the company's 40,000sqm plot at its operating centre in Ayazağa is not an optimal use of the land, which is highly valuable. We expect the Company to move to a cheaper area for logistics operations, leaving a huge profit.
- **Highly competitive environment...** Competition may become fiercer in the medium term, limiting the profitability margins as IT retail sector has tremendous growth plans.

LONDON CONFERENCE

Income Stat.	4Q09	4Q10	4Q10/4Q09	2008	2009	2010	2010/2009
Net Sales	1,087	1,228	13%	928	1,087	1,228	13%
Cost Of Sales	-1,023	-1,153	13%	-877	-1,023	-1,153	13%
Gross Profit (Loss)	64	75	16%	51	64	75	16%
Operating Expenses	-24	-28	19%	-25	-24	-28	19%
Operating Profit	40	47	15%	26	40	47	15%
EBITDA	41	48	16%	27	41	48	16%
Net Other Income/ Expense	-1	0	-47%	0	-1	0	-47%
Profit (Loss) from Subsidiaries	0	0	n.m.	0	0	0	n.m.
Net financial Income/ Expense	-17	-28	59%	-19	-17	-28	59%
Profit (Loss) before Tax	22	19	-17%	7	22	19	-17%
Taxation on Continuing Operations	-5	-4	-8%	-2	-5	-4	-8%
Minority Interests	2	1	-40%	0	2	1	-40%
Net Income	16	13	-17%	5	16	13	-17%
Ratios							
Gross Profit Margin	5.9%	6.1%	0.2 pp	5.5%	5.9%	6.1%	0.2 pp
EBIT Margin	3.7%	3.8%	0.1 pp	2.8%	3.7%	3.8%	0.1 pp
EBITDA Margin	3.8%	3.9%	0.1 pp	2.9%	3.8%	3.9%	0.1 pp
Net Income Margin	1.5%	1.1%	-0.4 pp	0.5%	1.5%	1.1%	-0.4 pp
Net Debt/Equity	242.1%	288.7%		33.5%	26.7%	-5.7%	
<i>Sales Growth</i>		13%		-9%	17%	13%	
<i>EBITDA Growth</i>		16%		-4%	53%	16%	
<i>Net Income Growth</i>		83%		40%	314%	83%	
Balance Sheet							
Current Assets	406	506	25%	305	406	506	25%
Cash and Cash Equivalents	2	27	1043%	9	2	27	1043%
Short-Term Trade Receivables	229	315	37%	184	229	315	37%
Inventories	139	127	-8%	80	139	127	-8%
Other Current Assets	35	37	7%	32	35	37	7%
Long Term Assets	31	32	3%	31	31	32	3%
Total Assets	437	538	23%	336	437	538	23%
Short Term Liabilities	604	805	33%	228	313	408	30%
Short-Term Financial Loans	265	366	38%	29	22	11	-48%
Short-Term Trade Payables	8	13	63%	183	265	366	38%
Other Short-Term Liabilities	331	426	29%	17	26	31	20%
Long Term Liabilities	11	9	-15%	12	11	9	-15%
Long-Term Financial Loans	10	8	-20%	12	10	8	-20%
Other Long-Term Liabilities	1	1	57%	1	1	1	57%
Shareholders Equity	113	120	7%	95	113	120	7%
T. Liabilities & S.holders Equity	728	935	29%	336	437	538	23%
Net Debt	273	348	27%	32	30	-7	n.m.