

İNDEKS

Install the growth

- Indeks operates as the leading company in the high growth IT industry with low penetration levels. Turkish IT sector revenues are expected to grow at 12% annually until 2010, while Indeks' consolidated revenues should increase at a CAGR of 17% during the same period.
- Beside the growth potential in the existing business lines, new investments are important: the company entered into consumer electronics business via a newly established participation and is about to form a logistics company to serve both group companies and outside customers.
- Likewise, expansion of export revenues and investment in a production facility for computer parts are among medium to long term plans.
- We believe Indeks shares provide an excellent buying opportunity for investors who wish to have an exposure to high growth domestic IT market.
- Major risks are import-driven FX denominated nature of the business and the possible share sale of Greek shareholder Pouliadis Group. Under current macroeconomic conditions, we do not expect volatility in the exchange rate. As Pouliadis Group issued a bond backed by Indeks shares, we do not see a share sale risk in the mid-term either.
- Our DCF and international comparison based valuation yields an equity value of US\$188mn for Indeks. Despite the 43% outperformance since the beginning of 2006, the company still trades at attractive 06 and 07 P/E multiples of 10.0x and 8.7x, respectively.
- Therefore, we initiate our coverage for Indeks with a "BUY" recommendation suggesting a 45% 12-month total return.

EQUITY RESEARCH İNDES.IS

Initiating Coverage (BUY)

Current Price (05/01/06)	YTL3.9
Current Mcap (mn)	US\$132
12-mth Target Price	YTL5.6
Target Mcap (mn)	US\$188

12-mth Forecast Returns (US\$)	
Dividend Yield	2.5%
Capital Appreciation	42.3%
12-mth Total Return	44.7%

Stock Data		
Ticker	İNDES.IS	İNDES.TI
Sector	Distribution/Wholesale	
# of Shares (mn)	45	
3M Avg. Trd. Vol. (mn)	US\$1.1	
52-week Range	YTL1.20 -	YTL4.00

Market Data	
ISE 100	44,030
YTL/US\$	1.3131

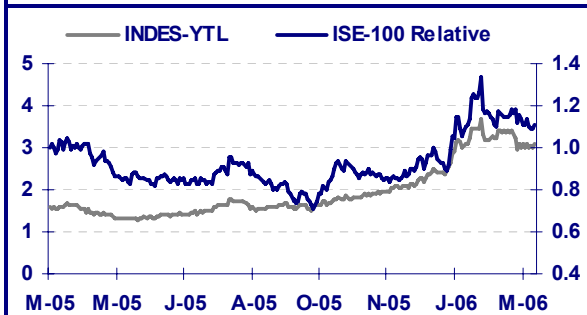
Shareholder Structure	
Erol Nevres Bilecik	40%
Free Float	20%
Foreign Holding as % of Free Float	63%

Financials (US\$ mn)	2004	2005	2006E	2007E
Net Sales	461	566	744	847
% ch yoy	52	23	32	14
EBITDA	13	19	23	25
% ch yoy	97	49	20	11
Net Income	6	9	13	15
% ch yoy	105	43	53	14

Operating Margins	2004	2005	2006E	2007E
Operating Margin	2.7%	3.3%	2.9%	2.9%
EBITDA Margin	2.8%	3.4%	3.1%	3.0%
Net Profit Margin	1.3%	1.5%	1.8%	1.8%
Dividend Yield	0.5%	1.6%	2.5%	2.8%

Financial Ratios	2004	2005	2006E	2007E
P/E (US\$, x)	21.9	15.3	10.0	8.7
EV/EBITDA (US\$, x)	10.1	6.8	5.7	5.1
EV/Sales (US\$, x)	0.3	0.2	0.2	0.2
Debt/Equity (x)	0.3	0.4	0.3	0.3

Price Performance	1M	3M	YTD	YoY
US\$ Absolute	5%	25%	58%	166%
ISE-100 Relative	2%	27%	43%	42%



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We initiate our coverage for Indeks with a “BUY” recommendation. The company trades at attractive multiples and promises a high growth potential as the leading company in the IT products distribution sector with low penetration levels.

INVESTMENT POSITIVES

*12% expected CAGR
in IT sector between
2005-2010...*

High growth potential of IT sector: With PC ownership of around 10%, penetration in Turkish IT sector is still low. We believe that Turkish IT sector should further grow at a CAGR of %12 between 2005 – 2010, mainly fuelled by the favourable macroeconomic conditions in Turkey as well as increasing demand for mobile products and government investments (e-government).

Leading market position: Indeks is the market leader in the IT distribution sector with its extensive distribution network. Therefore, it should be the best beneficiary from the expected growth in the sector.

New business lines: Indeks entered into consumer electronics business with the establishment of Neotech in 1H05. During its first year of operations, Neotech generated US\$14 mn of revenues, which is expected to easily tap US\$40 mn in 2006 and exceed US\$ 100mn by 2011. As consumer electronic business has relatively higher margins compared to the majority of group companies, we foresee that it will help Indeks to offset a large portion of the margin decline risk in the sector due to intensifying competition. Likewise, the new logistics investment will enable the Indeks Group to increase efficiency in working capital management.

Attractive valuation: Our DCF and international comparison based valuation yields an equity value of US\$188mn for Indeks. Despite the outperformance since the beginning of 2006, the company still trades at attractive 06 and 07 P/E multiples of 10.0x and 8.7x, respectively.

*Low margin and FX
denominated
business ...*

ANY RISKS?

Low margin business, which is sensitive to domestic demand: Indeks operates at low margins like all distribution companies and is very sensitive to the fluctuations in the domestic demand.

FX risk: Since all prices in the import driven IT sector are based on US\$, the sector is very sensitive to the devaluation risk. A sharp increase in US\$/TL parity could affect the demand for IT products negatively.

Possible share sale of Pouliadis Group: Pouliadis Group, which is one of the major shareholders of Indeks, is currently having financial problems. If the Pouliadis Group decides to reduce its stake in Indeks via block sale in the ISE, this might create some selling pressure on the stock. However, as Pouliadis

Group recently issued a €63mn loan backed by Indeks shares, we do not see it as a short-term risk.

COMPANY OVERVIEW

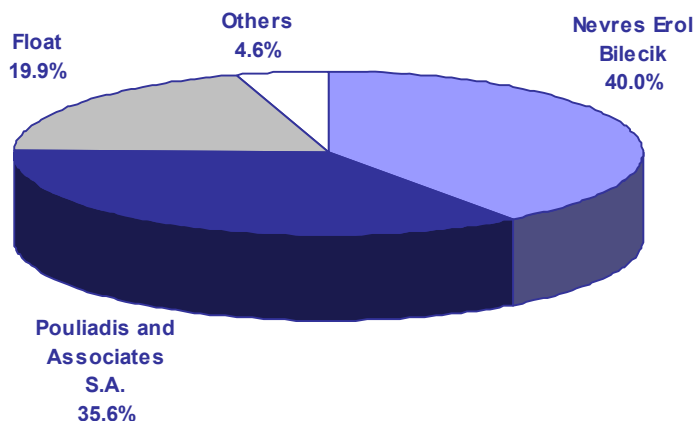
The leading IT products distributor in Turkey...

Indeks Bilgisayar Sistemleri Mühendislik Sanayi ve Ticaret A.Ş. (Indeks) is the leading IT products distributor in Turkey with over 50% market share in IT products sales through its organized IT logistics network. Together with its group companies, Indeks is the market leader in combined IT product sales in Turkey encompassing a market share of 28% in 2005. Its share reaches 33% in hardware segment.

The only IT distributor with an international partner...

Established in 1989, Indeks sets a benchmark for all players in IT distribution sector in Turkey and is the only IT distributor in Turkey which has a strategic partnership with an international player. Greek based Pouliadis Group, acquired a 50% share in Indeks in August 2000. Pouliadis Group currently has 35.6% stake in the company. However, these shares are collateralized by Eurobank due to Group's loans. The latest shareholding structure is given as below.

Shareholding Structure



Source: Indeks

Indeks followed a successful growth strategy, which envisages the broadening of the product portfolio with the addition of new products from different brands each year.

Indeks' 59% participation Datagate also trades on the ISE since February 2006...

As part of this strategy, the company acquired 50.5% share in Datagate Bilgisayar Malzemeleri A.Ş. (Datagate), the leading OEM component distributor in Turkey, and increased its ownership share to 85% in 2003. Datagate offered 30.3% of its shares to the public in February 2006 via capital increase, which reduced Indeks' share in Datagate to 59%.

Furthermore, in 2001, Indeks purchased 70% share in Neteks İletişim Ürünleri Dağıtım A.Ş. (Neteks). As Datagate acquired a further 24% share in Neteks, Indeks' effective ownership at Neteks reached to 84%. Neteks is engaged in the distribution of network products.

Indeks also has 80% share in a newly established company Neotech, which operates in consumer and home electronics distribution business.

Indeks has a strong distribution network with over 6,250 sales points...

Indeks Group is the distributor of over 10,000 IT related products in Turkey through a distribution network of 6,250 sales points (as of 4Q05). As the Turkish IT market is an import-driven environment, products of international IT hardware and software producers and suppliers account for the majority of sales revenues. Indeks is the predominant leader in the distribution of primary brands in IT sector and ranks number-one or number-two in all ranges of IT products distributed through the IT supply-chain.

Indeks still follows a growth strategy via diversification of the IT product portfolio by adding new brands to the product line and has plans to further expand the existing B2B e-commerce infrastructure, which accounted for 51% of product orders in volume as of 2005.

The Group also plans to enter into logistics business via its recent US\$15 mn acquisition of Karadeniz Orme Sanayii (pls. see more details on page 7) and focus on expanding its exports to Middle East and neighbour countries. Establishing a production facility in Turkey with an international partner is also among long term growth plans.

İNDEKS GROUP COMPANIES

Company	Business Description	Direct Share (%)	Effective Share (%)
Index A.S.	Broadliner Distributor	100.0	100.0
Datagate A.S.	OEM Component Distributor	59.2	59.2
Despec A.S.	Consumable Distributor	-	-
Neteks A.S.	Networks Product Distributor	70.0	84.2
Neotech A.S.	Consumer and Home Electronics Distributor	80.0	80.0

Source: Indeks

Indeks has a strong distribution network with over 6,250 sales points...

İNDEKS GROUP COMPANIES

İndeks Bilgisayar Sistemleri Mühendislik Sanayi ve Ticaret A.Ş. (İndeks)

Indeks is the parent company of the Group and generates the majority of Group's revenues. The company can be described as a broadline distributor. Major product lines include desktop PCs and notebooks, server products, peripherals, software products, OEM products, OT/VT products, mid range servers and network products. The company has almost all the leading brands of the sector in its portfolio like HP, IBM, MS, Toshiba, Cisco and Kingston. 58% of total orders are received from Company's B2B platform www.indekspazar.com in 2005.

Datagate A.S.

Datagate is involved in OEM component distribution. Company's product range includes motherboards, CPUs, hard discs, memory cards, optical drivers, tapes, monitors, and various types of hardware supporting software. Some of the major brands in Datagate's portfolio could be listed as Intel, Seagate, MSI, Acer, AOC, Xerox and Toshiba. The company also provides B2B services via its website www.dgpazar.com.

The company is the second largest company of the Group in terms of revenue generation. We expect Datagate's revenues to reach US\$200 mn level in 2006, up by 34% YoY.

Neteks

Neteks provides network and communication products to the market through its retailers and business partners as a distributor company. The company generated US\$51 mn of revenues in 2005, up by 27% YoY.

Neotech

Neotech is established in 2005 to operate in the consumer electronics business. The company generated US\$40mn of revenues during the first year of its operations. Major brands include Toshiba, Epson, Sony, HP, Sanyo, Kodak, Olympus, Creative and Air Ties.

Despec

Despec is another fast growing group company, which is involved in consumable products' distribution. Indeks is not a shareholder of Despec. Despec generated US\$53mn of revenues in 2005, representing a 17% YoY growth.

Indeks has the largest share among Group companies in terms of revenues...

Breakdown of Consolidated Revenues							
('000 US\$)	2004	2005	2006E	2007E	2008E	2009E	2010E
Sales							
Indeks	332	412	507	565	630	703	784
- Growth (%)	48%	24%	23%	12%	12%	12%	12%
Datagate	105	147	196	224	257	294	337
- Growth (%)	96%	39%	34%	15%	15%	15%	15%
Despec	45	53	63	74	88	104	123
- Growth (%)	24%	17%	20%	18%	18%	18%	18%
Neteks	40	51	61	69	78	88	99
- Growth (%)	47%	27%	21%	13%	13%	13%	13%
Neotech	0	14	40	52	62	75	90
- Growth (%)			192%	30%	20%	20%	20%
Logistics			0.1	0.5	0.8	1.6	2.1
- Growth (%)				17%	23%	33%	38%
Combined Sales	521	675	867	986	1,117	1,266	1,435
- Growth (%)	53%	29%	28%	14%	13%	13%	13%
<i>Eliminations within the Group*</i>	-36	-83	-88	-99	-113	-129	-148
Consolidated Gross Sales	485	592	779	886	1,004	1,137	1,287
Consolidated Net Sales	461	566	744	847	959	1,086	1,230

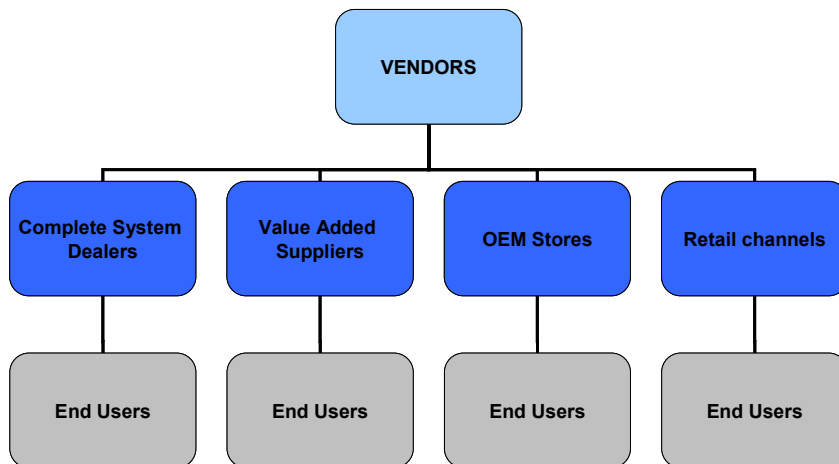
Source: Indeks & Raymond James Estimates, * mainly Despec

BUSINESS MODEL

Indeks does not sell directly to end-users...

IT distribution is a revenue driven and narrow margin business by its nature. In order to create value, Indeks puts great emphasis on working capital management. Therefore, the distribution network, inventory control and logistics issues are key factors.

Distribution Network



Source: Indeks & Raymond James

As given on the chart above, Indeks Group companies do not directly sell from vendors to end users. They market and sell their products to their widely distributed network consisting from complete system dealers, value added suppliers, OEM stores, and retail channels. Average inventory turnover are around 3-4 weeks.

We expect a slight improvement in the cash cycle thanks to more efficient inventory management...

Except for large projects such as government tenders, average receivable days for Indeks Group companies hover around 30 days. For large projects, receivable days might extend to 60-90 days. Indeks puts great emphasis on the collection of receivables on time. The share of doubtful receivables in total receivables is very low. Indeks currently applies 1-1.5% interest on receivables.

Although Indeks' average payable days differ from vendor to vendor, it is concentrated between 30-60 days.

We expect both average receivable and payable days to remain at 2005's levels in coming years. Inventory turnover days are expected to improve slightly thanks to efficiency increase in inventory management.

Cash Cycle

	2004	2005	2006E	2007E	2008E	2009E	2010E
Average Receivable Days	53	56	56	57	56	56	56
Average Payable Days	56	62	63	63	61	62	62
Inventory Turnover Days	21	27	24	24	24	25	24
Cash Cycle	18.1	21.0	17.1	18.0	18.6	18.7	18.1

Source: Indeks & Raymond James Estimates

INVESTMENTS & GROWTH PLANS

The logistics company will start its operations in 4Q06...

- 1) **Logistics Company**: In March 2006, Indeks fully acquired Karadeniz Orme Sanayii A.S. at US\$15 mn, which is a textile company in the liquidation process. The aim is to convert this company and storage facilities into a logistics company and also use the building as the new headquarters of the group. Indeks Group will move its offices to the new place following a US\$ 1.6mn of renovation investment and the logistics company is expected to start its operations during the last quarter of the year. Indeks obtained US\$15mn loan of 10-years maturity regarding this investment.

Indeks Group made out 422K invoices in 2005 and the total number of packages delivered reached 7.6 mn, which is more or less equal to the magnitude of a middle-sized logistics company. According to our forecasts, the logistics company is expected to generate 80% of its revenues from group companies in 2007, which is expected to decline to 60% level by 2010. Note that Indeks forecasts the share of Group companies in total logistics revenues to fall below 50% in a couple of years. Considering the US\$1.6 mn of logistics expenses booked in 2005, although we are not thrilled with the revenue potential of the logistics company, we rate the investment positively since we think the merger of logistics operations under one roof will help Indeks to improve its working capital requirement.

Export revenue growth and IT products manufacturing project is not included into our forecasts...

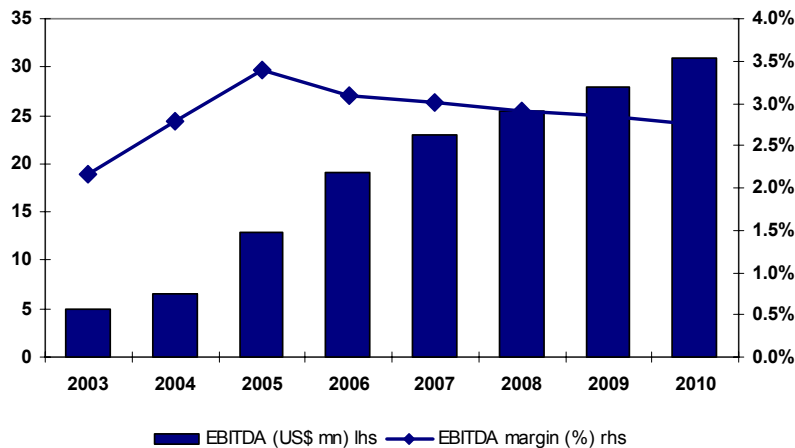
- 2) **Exports**: Index Group also has plans to increase the share of exports in total revenues gradually from the current 1% levels to 5-10% by 2007 while increasing its exports to the countries in the region. Although export revenues seem to have 5% share in total revenues as of 2005, "real" export revenues is insignificant as the largest portion of export revenues in the income statement comes from sales returns and products sent to the imported country for repair. Indeks exports only a tiny amount mainly to Northern Cyprus and Turkic Republics. We did not include additional export revenues into our forecasts.
- 3) **IT Products Manufacturing**: Indeks Group has plans to establish a production facility in Turkey possibly with a Far Eastern producer by 2010. Rather than PCs or notebooks this investment might be related to component production. We rate the production plans positively as the margins in production business will be definitely higher than the distribution business. However, we did not include this investment plan into our valuation for Indeks.

FINANCIAL OVERVIEW AND FORECASTS

**Astonishing
revenue growth...**

The revenue growth experienced by the Indeks Group companies is astonishing: the organic growth coupled with acquisitions led consolidated sales dramatically increase from US\$3mn in 1993 to US\$36mn in 1996 and further to US\$162mn in 2000. Despite the contraction in the IT sector in the aftermath of the economic crisis towards the end of 2000, Indeks' revenues gradually increased to US\$164.7mn in 2001 and finally to US\$566mn in 2005.

EBITDA vs EBITDA margin



Source: Indeks & Raymond James Estimates

For the past three years, Indeks generated 20% average growth in the top line. As for 2006, we expect revenues to reach US\$744 mn, representing a 31.5% YoY growth thanks to new business lines, new brands and improving demand for IT products in Turkey. Consolidated revenues are expected to reach US\$1.2 bn by 2010 with a conservative CAGR estimate of 17%.

**Margins are
expected to
decline slightly
due to
competition...**

As a distribution company, Indeks operates at low margins. While the company's gross margin is historically between 6 to 7%, EBITDA and net profit margins hover around 3% and 1% levels, respectively. We expect a similar trend to continue in coming years as well. Although the logistics company and Neotech will have a higher contribution to the gross margin, considering the competition in the industry with the expansion in revenues, we assumed EBITDA margin to decline to 2.8% in 2010 from 3.4% in 2005.

Gross Margin Estimates of Group Companies

Gross Margin	2005*	2006	2007	2008	2009	2010
Indeks	6.3%	6.6%	6.5%	6.4%	6.3%	6.2%
Datagate	4.1%	4.4%	4.3%	4.2%	4.1%	4.0%
Neteks	4.7%	5.0%	4.9%	4.8%	4.7%	4.6%
Neotech	6.1%	6.4%	6.3%	6.2%	6.1%	6.1%
Logistics		7.0%	8.0%	8.0%	8.0%	8.0%
Overall GM	6.1%	5.93%	5.83%	5.72%	5.61%	5.51%

Source: Indeks & Raymond James Estimates

* including depreciation

STILL OFFERS 43% UPSIDE DESPITE THE RECENT OUTPERFORMANCE

DCF and peer comparison based valuation yields a fair value of US\$185 mn...

Our DCF and peer comparison based valuation on Indeks yields a fair value of US\$188 mn versus its current market capitalisation of US\$132 mn.

While computing the DCF value, we adjusted the respective stakes of minority shares in the other group companies. While we employed DCF model for Datagate's valuation, Neteks and Neotech are valued by peer comparison. Although the sector is growing at double digit rates each year, we assumed the terminal growth rate as 0% after 2015 to be on the conservative side. Indeks' equity value is calculated as US\$218 mn according to the DCF valuation.

Indeks – DCF Valuation

Risk Free Rate	7.0%
Risk Premium	3.5%
Terminal Growth Rate	0.0%
Terminal Discount Rate	8.3%

(USD mn)

Year	Free Cash Flow to Firm	WACC	Discount Factor	Discounted Cash Flow
2005	10.5	8.2%	1.00	10.5
2006	17.7	8.3%	1.00	17.7
2007	7.3	8.3%	1.08	6.8
2008	22.7	8.3%	1.17	19.4
2009	10.9	8.4%	1.27	8.5
2010	28.7	8.4%	1.38	20.8
.....				
2015	18.7	8.4%	2.06	9.1
Total	194.0			125.8

Cash Flow in Year 2015	18.7
PV of Terminal Value	108.8
PV of Operating Free Cash Flow to Firm	125.8

Firm Value	234.6
Net Debt (31/12/2006)	-2.1
Index Fair Value of Equity	236.7
Adjustments for Minority Stake	18.9
- Datagate (40.8%)	15.6
- Neteks (15.8%)	1.7
- Neotech (20%)	1.7
Index DCF value after adjustments for minority	217.8
Index fair value acc. to peer comparison	158.7
INDEKS FINAL VALUATION	188.2

Source: Raymond James Estimates

The international comparison calculated by 2006 and 2007 multiples of peer group companies yields a final valuation of US\$158.7 mn for Indeks. Although peer comparison does not take Indeks' long term growth potential into consideration, we applied equal weights to both DCF and peer comparison while conducting the final valuation of US\$188 mn for the stock.

Indeks outperformed the ISE-100 by 43% since the beginning of 2006, thanks to increasing investors' interest in small and mid-cap stocks. However, we do not see the recent outperformance as a risk because the shares are still underperforming the ISE-100 by 37% since the floatation on the ISE on 24 June 2004.

We believe the attractive 06 and 07 P/E multiples and long-term growth potential create an excellent buying opportunity for investors who are willing to benefit from the expected high growth rates in the IT market. Hence, we recommend "BUY" for Indeks at a target share price of NTL5.6.

Indeks - Peer Comparison

COMPANY	MCAP US\$ mn	2006			2007		
		EV/EBITDA	EV/Sales	P/E	EV/EBITDA	EV/Sales	P/E
ESPRINET SPA	1,059	10.2	0.4	19.8	9.4	0.4	17.8
SCRIBONA AB-A SHS	134	7.4	0.1	7.9	7.0	0.1	7.4
FAYREWOOD PLC	97	5.6	0.2	6.4	5.9	0.2	5.8
INNELEC MULTIMEDIA	42	5.9	0.2	12.8	5.4	0.2	11.7
TECH DATA CORP	2,046	8.3	0.1	17.2	8.3	0.1	18.3
INGRAM MICRO INC-CL	3,460	7.1	0.1	12.9	6.1	0.1	11.6
ALSO HOLDIN -REG	271	10.6	0.2	15.5	9.2	0.2	14.1
BELL MICROPRODUCTS	172	7.6	0.1	11.4	0.0	0.1	8.6
AVNET INC	3,891	9.1	0.3	14.9	0.0	0.3	12.4
AGILYSYS INC	460	5.7	0.2	14.2	5.3	0.2	12.2
SYNNEX CORP	550	5.3	0.1	11.5	4.7	0.1	10.3
MEAN		7.5	0.2	13.1	5.6	0.2	11.8
MEDIAN		7.4	0.2	12.9	5.9	0.2	11.7

INDEKS' Target Mcap (US\$ mn)

According to MEAN	175.5	139.3	174.2	144.1	151.0	179.5
According to MEDIAN	173.5	130.1	171.0	153.3	134.9	177.6

Source: Bloomberg & Raymond James Estimates

IT INDUSTRY IN TURKEY

The development of the IT industry was initially driven with the entrance of PCs to the market at the onset of 1990's. While the Turkish IT market witnessed substantial growth rates between 1990-1995, the usage of IT products was mainly limited to universities and offices.

PC Market in Turkey

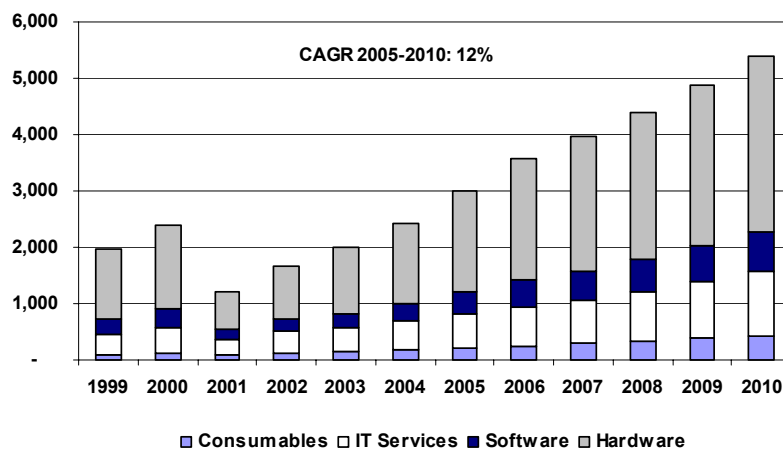
'000 units	2000	2001	2002	2003	2004	2005E*	CAGR (%) ('05-'00)
Desktop	594	251	345	516	711	1,100	13%
Notebook	51	33	69	141	221	490	57%
Server	15	7	13	16	19	24	10%
Total PC Market	660	291	427	673	951	1,614	20%

Source: IDC

* 2005 results are not announced yet

However, in the second half of 1990's, the IT sector turned out to be number-one growth sector in Turkey due to enhanced penetration of PC and related IT products. According to International Data Corporation (IDC), the Turkish IT market attained a growth rate of over 20% reaching the US\$2.4bn size in 2000. The economic crisis witnessed towards the end of 2000 slowed down governments and private sector's appetite for procurement of IT related products. Consequently, the size of IT sector in Turkey diminished to US\$1.3bn in 2001.

IT Sector Revenues US\$ mn



Source: IDC & Raymond James Forecasts

Thanks to the economic recovery following the 2001 crisis, the enhanced stability in the political and macroeconomic environment, and especially the appreciation of the TL against the foreign currencies put the IT industry back on track. The total IT market size surpassed the US\$3bn level in 2005.

The IT sector should further grow in upcoming years at a rate of %12 CAGR between 2005 – 2010, mainly fuelled by

- the realization of previously postponed IT investments of the government (e-government) and the financial sector in Turkey.
- the IT investments of the liberalized telecoms industry. For example, thanks to Turk Telecom's 1.5mn ADSL port investment in 2006, PC usage will be affected positively and the market is expected to surpass 2mn units up from 1.6mn in 2005.
- the increasing penetration of mobile products

INDEKS: CONSOLIDATED INCOME STATEMENT

('000 USD)	2004	2005	2006E	2007E	2008E	2009E	2010E
Net Sales	460,912	565,810	744,154	846,529	958,630	1,085,883	1,229,759
COGS	-434,140	-531,446	-701,083	-798,348	-905,030	-1,026,076	-1,163,200
GROSS PROFIT	26,772	34,364	43,071	48,180	53,600	59,806	66,559
Operating Expenses	-14,415	-15,704	-20,044	-22,706	-25,621	-28,929	-32,670
1. R&D Expenses	0	0	0	0	0	0	0
1. Sales and Marketing Expenses	-9,538	-9,613	-12,643	-14,382	-16,287	-18,449	-20,893
2. General & Admin. Expenses	-4,878	-6,091	-7,401	-8,324	-9,334	-10,480	-11,776
OPERATING PROFIT (LOSS)	12,357	18,660	21,951	24,332	26,762	29,755	32,688
Income from Other Operations	11,092	11,168	-1,718	-1,505	-1,669	-1,867	-1,842
Loss from Other Operations	-9,797	-12,135	0	0	0	0	0
Financial Expenses	-6,026.2	-6,656	-2,982	-3,126	-2,365	-1,969	-1,727
PROFIT BEF. EXT. INCOME/EXPENSES	7,626	11,037	17,252	19,700	22,728	25,918	29,118
Monetary Gain/Loss	-927	0	0	0	0	0	0
PROFIT BEFORE TAX	6,832	11,037	17,252	19,700	22,728	25,918	29,118
Taxes	-661	-2,063	-3,450	-3,940	-4,546	-5,184	-5,824
Minority Stake	-120	-307	-520	-606	-701	-811	-938
Net Profit	6,051	8,666	13,281	15,153	17,481	19,924	22,357
EBITDA	12,875	19,163	23,027	25,474	27,979	30,877	33,889
- Working Capital Requirement	15,167	5,947	1,156	13,871	371	14,438	-2,170
- CAPEX	440	269	1,600	450	500	550	600
- Taxes	512	2,483	2,588	3,818	4,394	5,024	6,756
FREE CASH FLOW TO FIRM	-3,245	10,463	17,683	7,335	22,714	10,865	28,704
Margins (%)							
Gross Margin	5.8%	6.1%	5.8%	5.7%	5.6%	5.5%	5.4%
Gross Margin excl .dep	5.9%	6.2%	5.9%	5.8%	5.7%	5.6%	5.5%
Operating Margin	2.7%	3.3%	2.9%	2.9%	2.8%	2.7%	2.7%
EBITDA Margin	2.8%	3.4%	3.1%	3.0%	2.9%	2.8%	2.8%
PBT Margin	1.5%	2.0%	2.3%	2.3%	2.4%	2.4%	2.4%
Net Margin	1.3%	1.5%	1.8%	1.8%	1.8%	1.8%	1.8%

Source: Company & Raymond James Estimates

INDEKS: CONSOLIDATED BALANCE SHEET

('000 USD)	2004	2005	2006E	2007E	2008E	2009E	2010E
Short Term Assets	127,050	164,339	218,364	222,111	271,320	298,963	353,056
Cash and Banks	2,602	12,822	23,960	22,844	35,335	37,459	57,082
Marketable Securities	4,673	0	0	0	0	0	0
Trade Receivables	81,898	92,308	136,923	127,773	164,587	170,298	209,115
Other Receivables	115	0	0	0	0	0	0
Inventories	30,107	47,077	45,350	59,362	59,268	79,075	74,729
Other Short Term Receivables	7,654	12,131	12,131	12,131	12,131	12,131	12,131
Long Term Assets	8,454	8,253	21,459	19,728	17,923	16,390	14,790
Trade Receivables	43	12	12	12	12	12	12
Other Long Term Receivables	0	0	0	0	0	0	0
Financial Assets	139	138	138	138	138	138	138
Fixed Assets	2,871	2,814	16,228	14,704	13,105	11,779	10,386
Intangible Assets	5,401	5,199	4,992	4,785	4,578	4,371	4,164
Other Long Term Assets	0	90	90	90	90	90	90
Total Assets	135,504	172,592	239,823	241,839	289,243	315,353	367,846
Short Term Liabilities	96,413	125,652	155,503	146,529	180,999	192,231	229,032
Financial Debt	12,382	17,825	8,000	8,000	6,000	6,000	6,000
Trade Payables	79,525	100,269	142,242	133,142	169,391	180,358	216,872
Other Short Term Payables	3,095	3,773	3,773	3,773	3,773	3,773	3,773
Advances Received	269	902	660	750	850	963	1,090
Taxes Payable	0	0	0	0	0	0	0
Short Term Provisions	1,142	2,882	828	863	985	1,136	1,296
Other Current Liabilities	0	0	0	0	0	0	0
Long Term Liabilities	987	357	16,270	15,010	13,790	12,592	10,316
Financial Debt	0	0	13,875	12,375	10,875	9,375	7,875
Trade Payables	0	0	0	0	0	0	0
Deferred Tax Liabilities	0	0	863	985	1,136	1,296	364
Advances Received	0	356	356	356	356	356	356
Long Term Provision	987	0	1,175	1,293	1,422	1,564	1,720
Other Long Term Liabilities	0	1	1	1	1	1	1
Minority Interest	417	759	2,593	2,950	3,341	3,784	4,286
Shareholders' Equity	37,686	45,824	65,457	77,351	91,113	106,746	124,212
Paid-in Capital	13,171	33,537	33,537	33,537	33,537	33,537	33,537
Reserves	11,583	2,849	8,073	8,073	8,073	8,073	8,073
Profit (Loss) for the Period	6,051	8,660	13,281	15,153	17,481	19,924	22,357
Retained Earnings	-3,095	778	10,566	20,587	32,021	45,212	60,245
Adjustments for Inflation Accounting	9,976	0	0	0	0	0	0
Total Liabilities & Shareholder's Equity	135,504	172,592	239,823	241,839	289,243	315,353	367,846

Source: Company & Raymond James Estimates

Stock Ratings:

Buy: Stocks with a forecast 12mth (US\$) absolute total return of greater than %15%

Hold: Stocks with a forecast 12mth (US\$) absolute total return of between 15% and -15%

Sell: Stocks with a forecast 12mth (US\$) absolute total return of less than -15%

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