

# DESPEC A.Ş. ANALYST PRESENTATION

8 AUGUST 2022



INDEX GRUP

This presentation contains information and analysis on financial statements as well as forward-looking statements that reflect the Company management's current views with respect to certain future events. Although it is believed that the information and analysis are correct and expectations reflected in these statements are reasonable, they may be affected by a variety of variables and changes in underlying assumptions that could cause actual results to differ materially.

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# INDEX GRUP

### Summarized P/L (000 TL)

(000) TRL	6 months 2022	6 months 2021	Changes (%)
Net Sales	631.866	283.022	123,3
Gross Profit	52.136	20.973	148,6
Gross Profit Margin (%)	8,3	7,4	
EBITDA	57.176	21.875	161,4
EBITDA Margin (%)	9,0	7,7	
Operational Profit	56.988	21.706	162,5
Operational Profit Margin (%)	9,0	7,7	
Financial Income /(Expenses), Net	(21.578)	(6.048)	256,8
Tax Expenses	(8.436)	(3.078)	174
Net Profit	26.974	12.579	114,4
Net Profit Margin (%)	4,3	4,4	



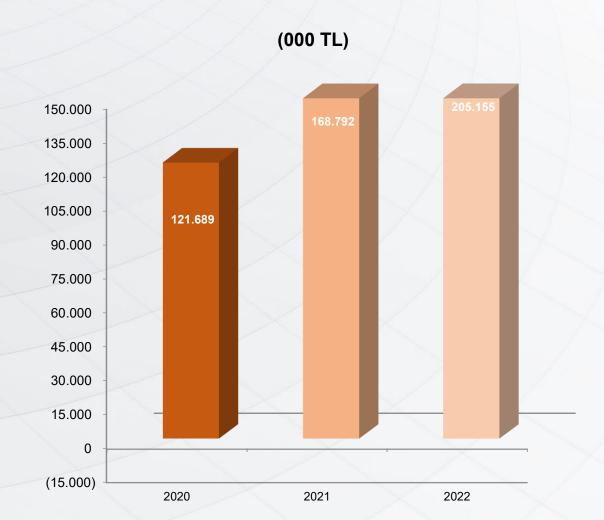


### **Summarized Balance Sheet (000 TL)**

30.06.2022	(%)	31.12.2021	(%)	Changes (%)	Liabilities & Capital	30.06.2022	(%)	31.12.2021	(%)	Changes (%)
544.004	98,2%	394.903	98,9%	37,8	Short Term Lia.	385.471	69,6%	257.856	64,6%	49,5
8.733	1,6%	3.743	0,9%	133,3	Financial Lia.	213.074	38,4%	171.990	43,1%	23,9
356.133	64,3%	281.444	70,5%	26,5	Trade Payables	27.950	5,0%	68.985	17,3%	(59,5)
126.120	22,8%	69.564	17,4%	81,3	Provisions for Tax	7.139	1,3%	9.049	2,3%	(21,1)
23.687	4,3%	9.871	2,5%	140,0	Prov. for Other Pay.	4.211	0,8%	5.299	1,3%	(20,5)
29.331	5,4%	30.281	7,6%	(3,1)	Other	133.097	24,0%	2.533	0,6%	5.154,5
10.219	1,8%	4.191	1,1%	143,8	Long Term Lia.	2.484	0,4%	1.598	0,4%	55,4
453	0,1%	430	0,1%	5,3	Long Term Liabilities	814	0,1%	545	0,1%	49,4
1.664	0,3%	1.229	0,3%	35,4	Prov. for Empl. Trm. Ind.	1.670	0,3%	1.053	0,3%	58,6
8.102	1,5%	2.532	0,7%	220,0	Deferred Tax Liabilities	-	0,0%	-	0,0%	-
-	0,0%	-	0,0%	-	Capital	166.268	30,0%	139.640	35,0%	19,1
554.223	100,0%	399.094	100,0%	38,9	Total Lia. & Capital	554.223	100,0%	399.094	100,0%	38,9
	544.004 8.733 356.133 126.120 23.687 29.331 10.219 453 1.664 8.102	544.004     98,2%       8.733     1,6%       356.133     64,3%       126.120     22,8%       23.687     4,3%       29.331     5,4%       10.219     1,8%       453     0,1%       1.664     0,3%       8.102     1,5%       -     0,0%	544.004         98,2%         394.903           8.733         1,6%         3.743           356.133         64,3%         281.444           126.120         22,8%         69.564           23.687         4,3%         9.871           29.331         5,4%         30.281           10.219         1,8%         4.191           453         0,1%         430           1.664         0,3%         1.229           8.102         1,5%         2.532           -         0,0%         -	544.004         98,2%         394.903         98,9%           8.733         1,6%         3.743         0,9%           356.133         64,3%         281.444         70,5%           126.120         22,8%         69.564         17,4%           23.687         4,3%         9.871         2,5%           29.331         5,4%         30.281         7,6%           10.219         1,8%         4.191         1,1%           453         0,1%         430         0,1%           1.664         0,3%         1.229         0,3%           8.102         1,5%         2.532         0,7%           -         0,0%         -         0,0%	544.004         98,2% 394.903         98,9% 37,8           8.733         1,6% 3.743         0,9% 133,3           356.133         64,3% 281.444         70,5% 26,5           126.120         22,8% 69.564         17,4% 81,3           23.687         4,3% 9.871         2,5% 140,0           29.331         5,4% 30.281         7,6% (3,1)           10.219         1,8% 4.191         1,1% 143,8           453         0,1% 430         0,1% 5,3           1.664         0,3% 1.229         0,3% 35,4           8.102         1,5% 2.532         0,7% 220,0           -         0,0% -         0,0% -	544.004         98,2%         394.903         98,9%         37,8         Short Term Lia.           8.733         1,6%         3.743         0,9%         133,3         Financial Lia.           356.133         64,3%         281.444         70,5%         26,5         Trade Payables           126.120         22,8%         69.564         17,4%         81,3         Provisions for Tax           23.687         4,3%         9.871         2,5%         140,0         Prov. for Other Pay.           29.331         5,4%         30.281         7,6%         (3,1)         Other           10.219         1,8%         4.191         1,1%         143,8         Long Term Lia.           453         0,1%         430         0,1%         5,3         Long Term Liabilities           1.664         0,3%         1.229         0,3%         35,4         Prov. for Empl. Trm. Ind.           8.102         1,5%         2.532         0,7%         220,0         Deferred Tax Liabilities           -         0,0%         -         0,0%         -         Capital	544.004         98,2%         394.903         98,9%         37,8         Short Term Lia.         385.471           8.733         1,6%         3.743         0,9%         133,3         Financial Lia.         213.074           356.133         64,3%         281.444         70,5%         26,5         Trade Payables         27.950           126.120         22,8%         69.564         17,4%         81,3         Provisions for Tax         7.139           23.687         4,3%         9.871         2,5%         140,0         Prov. for Other Pay.         4.211           29.331         5,4%         30.281         7,6%         (3,1)         Other         133.097           10.219         1,8%         4.191         1,1%         143,8         Long Term Lia.         2.484           453         0,1%         430         0,1%         5,3         Long Term Liabilities         814           1.664         0,3%         1.229         0,3%         35,4         Prov. for Empl. Trm. Ind.         1.670           8.102         1,5%         2.532         0,7%         220,0         Deferred Tax Liabilities         -           -         0,0%         -         0,0%         -         Capital <th>544.004         98,2%         394.903         98,9%         37,8         Short Term Lia.         385.471         69,6%           8.733         1,6%         3.743         0,9%         133,3         Financial Lia.         213.074         38,4%           356.133         64,3%         281.444         70,5%         26,5         Trade Payables         27.950         5,0%           126.120         22,8%         69.564         17,4%         81,3         Provisions for Tax         7.139         1,3%           23.687         4,3%         9.871         2,5%         140,0         Prov. for Other Pay.         4.211         0,8%           29.331         5,4%         30.281         7,6%         (3,1)         Other         133.097         24,0%           10.219         1,8%         4.191         1,1%         143,8         Long Term Lia.         2.484         0,4%           453         0,1%         430         0,1%         5,3         Long Term Liabilities         814         0,1%           1.664         0,3%         1.229         0,3%         35,4         Prov. for Empl. Trm. Ind.         1.670         0,3%           8.102         1,5%         2.532         0,7%         220,0</th> <th>544.004         98,2%         394.903         98,9%         37,8         Short Term Lia.         385.471         69,6%         257.856           8.733         1,6%         3.743         0,9%         133,3         Financial Lia.         213.074         38,4%         171.990           356.133         64,3%         281.444         70,5%         26,5         Trade Payables         27.950         5,0%         68.985           126.120         22,8%         69.564         17,4%         81,3         Provisions for Tax         7.139         1,3%         9.049           23.687         4,3%         9.871         2,5%         140,0         Prov. for Other Pay.         4.211         0,8%         5.299           29.331         5,4%         30.281         7,6%         (3,1)         Other         133.097         24,0%         2.533           10.219         1,8%         4.191         1,1%         143,8         Long Term Lia.         2.484         0,4%         1.598           453         0,1%         430         0,1%         5,3         Long Term Liabilities         814         0,1%         545           1.664         0,3%         1.229         0,3%         35,4         Prov. for Empl. Trm. In</th> <th>544.004         98,2%         394.903         98,9%         37,8         Short Term Lia.         385.471         69,6%         257.856         64,6%           8.733         1,6%         3.743         0,9%         133,3         Financial Lia.         213.074         38,4%         171.990         43,1%           356.133         64,3%         281.444         70,5%         26,5         Trade Payables         27.950         5,0%         68.985         17,3%           126.120         22,8%         69.564         17,4%         81,3         Provisions for Tax         7.139         1,3%         9.049         2,3%           23.687         4,3%         9.871         2,5%         140,0         Prov. for Other Pay.         4.211         0,8%         5.299         1,3%           29.331         5,4%         30.281         7,6%         (3,1)         Other         133.097         24,0%         2.533         0,6%           10.219         1,8%         4.191         1,1%         143,8         Long Term Liabilities         814         0,1%         545         0,1%           453         0,1%         430         0,1%         5,3         Long Term Liabilities         814         0,1%         545</th>	544.004         98,2%         394.903         98,9%         37,8         Short Term Lia.         385.471         69,6%           8.733         1,6%         3.743         0,9%         133,3         Financial Lia.         213.074         38,4%           356.133         64,3%         281.444         70,5%         26,5         Trade Payables         27.950         5,0%           126.120         22,8%         69.564         17,4%         81,3         Provisions for Tax         7.139         1,3%           23.687         4,3%         9.871         2,5%         140,0         Prov. for Other Pay.         4.211         0,8%           29.331         5,4%         30.281         7,6%         (3,1)         Other         133.097         24,0%           10.219         1,8%         4.191         1,1%         143,8         Long Term Lia.         2.484         0,4%           453         0,1%         430         0,1%         5,3         Long Term Liabilities         814         0,1%           1.664         0,3%         1.229         0,3%         35,4         Prov. for Empl. 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In	544.004         98,2%         394.903         98,9%         37,8         Short Term Lia.         385.471         69,6%         257.856         64,6%           8.733         1,6%         3.743         0,9%         133,3         Financial Lia.         213.074         38,4%         171.990         43,1%           356.133         64,3%         281.444         70,5%         26,5         Trade Payables         27.950         5,0%         68.985         17,3%           126.120         22,8%         69.564         17,4%         81,3         Provisions for Tax         7.139         1,3%         9.049         2,3%           23.687         4,3%         9.871         2,5%         140,0         Prov. for Other Pay.         4.211         0,8%         5.299         1,3%           29.331         5,4%         30.281         7,6%         (3,1)         Other         133.097         24,0%         2.533         0,6%           10.219         1,8%         4.191         1,1%         143,8         Long Term Liabilities         814         0,1%         545         0,1%           453         0,1%         430         0,1%         5,3         Long Term Liabilities         814         0,1%         545

### Despec AŞ Financial & Operational Results

### **Net Financial Debt (000 TL)**





## Despec AŞ Financial & Operational Results

#### **Financial Ratios**

LIQUIDITY RATIOS	30.06.2022	31.12.2021
Current Ratio	1,41	1,53
Quick Ratio	1,02	1,22
THE WORKING CAPITAL RATIOS (*)	30.06.2022	31.12.2021
Receivables Days	76	86
Payables Days	21	29
Inventory Days	25	28
FINANCIAL STRUCTURE RATIOS	30.06.2022	31.12.2021
Capital / Total Liabilities & Capital	30,0%	35,0%
Short T. Debts / Total Liabilities & Capital	69,6%	64,6%
Long T. Debts / Total Liabilities & Capital	0,4%	0,4%
Financial Debts / Total Debts	55,1%	66,5%
PROFITABILITY RATIOS	30.06.2022	31.03.2021
Gross Profit Margin	8,3%	7,4%
Operational Profit Margin	9,0%	7,7%
Net Profit / Sales	4,3%	4,4%
	5,6%	5,5%







