

DESPEC A.Ş. ANALYST PRESENTATION

8 AUGUST 2022



Disclaimer

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Despec AŞ Financial & Operational Results

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	



Despec AŞ Financial & Operational Results

Summarized Balance Sheet (000 TL)

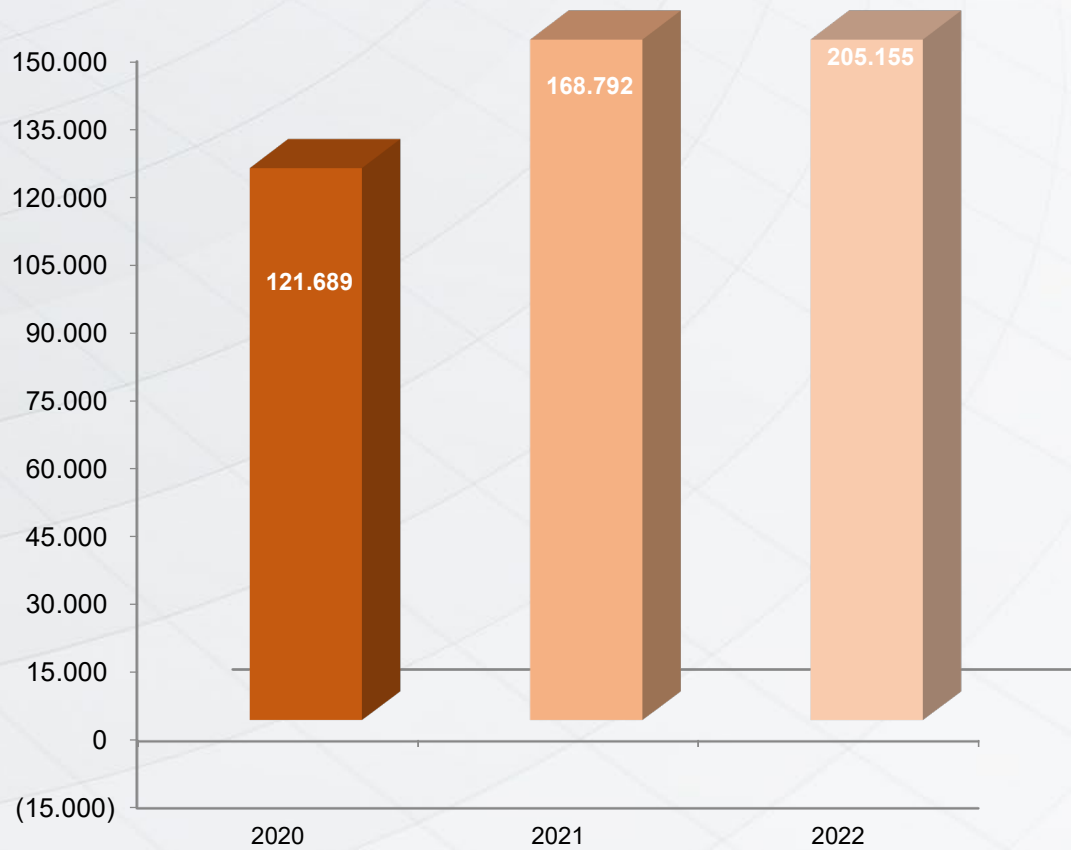
Assets	30.06.2022	(%)	31.12.2021	(%)	Changes (%)	Liabilities & Capital	30.06.2022	(%)	31.12.2021	(%)	Changes (%)
Current Assets	544.004	98,2%	394.903	98,9%	37,8	Short Term Lia.	385.471	69,6%	257.856	64,6%	49,5
Cash	8.733	1,6%	3.743	0,9%	133,3	Financial Lia.	213.074	38,4%	171.990	43,1%	23,9
Trade Receivables	356.133	64,3%	281.444	70,5%	26,5	Trade Payables	27.950	5,0%	68.985	17,3%	(59,5)
Inventories	126.120	22,8%	69.564	17,4%	81,3	Provisions for Tax	7.139	1,3%	9.049	2,3%	(21,1)
Inventories in Transit	23.687	4,3%	9.871	2,5%	140,0	Prov. for Other Pay.	4.211	0,8%	5.299	1,3%	(20,5)
Other	29.331	5,4%	30.281	7,6%	(3,1)	Other	133.097	24,0%	2.533	0,6%	5.154,5
Non-Current Assets	10.219	1,8%	4.191	1,1%	143,8	Long Term Lia.	2.484	0,4%	1.598	0,4%	55,4
Fixed Assets	453	0,1%	430	0,1%	5,3	Long Term Liabilities	814	0,1%	545	0,1%	49,4
Right of Use Asset	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
Deferred Tax Asset	8.102	1,5%	2.532	0,7%	220,0	Deferred Tax Liabilities	-	0,0%	-	0,0%	-
Other	-	0,0%	-	0,0%	-	Capital	166.268	30,0%	139.640	35,0%	19,1
Total Assets	554.223	100,0%	399.094	100,0%	38,9	Total Lia. & Capital	554.223	100,0%	399.094	100,0%	38,9



Despec AŞ Financial & Operational Results

Net Financial Debt (000 TL)

(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%
Profit Margin Before Tax	5,6%	5,5%

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

THANKS