

DESPEC A.Ş. ANALYST PRESENTATION

28 October 2022



Disclaimer

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Despec AŞ Financial & Operational Results

Summarized P/L (000 TL)

(000) TRL	9 months 2022	9 months 2021	Changes (%)
Net Sales	1.006.843	495.319	103,3
Gross Profit	81.358	31.615	157,3
Gross Profit Margin (%)	8,1	6,4	
EBITDA	98.787	31.694	211,7
EBITDA Margin (%)	9,8	6,4	
Operational Profit	98.184	31.182	214,9
Operational Profit Margin (%)	9,8	6,3	
Financial Income /(Expenses), Net	(47.883)	(13.229)	262,0
Tax Expenses	(12.170)	(3.807)	220
Net Profit	38.131	14.146	169,6
Net Profit Margin (%)	3,8	2,9	



Despec AŞ Financial & Operational Results

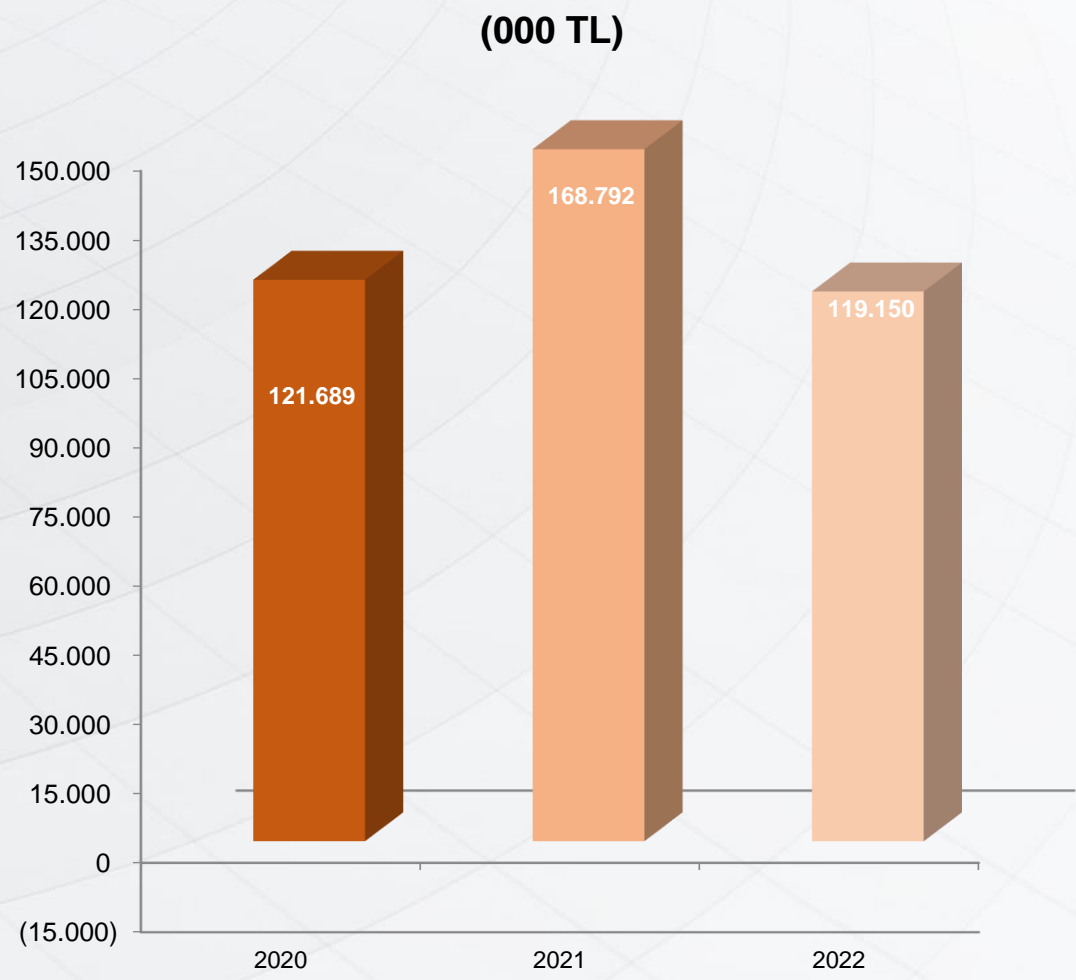
Summarized Balance Sheet (000 TL)

Assets	30.09.2022	(%)	31.12.2021	(%)	Changes (%)	Liabilities & Capital	30.09.2022	(%)	31.12.2021	(%)	Changes (%)
Current Assets	509.583	97,7%	394.903	98,9%	29,0	Short Term Lia.	341.189	65,4%	257.856	64,6%	32,3
Cash	7.315	1,4%	3.743	0,9%	95,4	Financial Lia.	125.598	24,1%	171.990	43,1%	(27,0)
Trade Receivables	346.654	66,5%	281.444	70,5%	23,2	Trade Payables	147.013	28,2%	68.985	17,3%	113,1
Inventories	115.758	22,2%	69.564	17,4%	66,4	Provisions for Tax	5.084	1,0%	9.049	2,3%	(43,8)
Inventories in Transit	15.089	2,9%	9.871	2,5%	52,9	Prov. for Other Pay.	5.675	1,1%	5.299	1,3%	7,1
Other	24.767	4,9%	30.281	7,6%	(18,2)	Other	57.819	11,1%	2.533	0,6%	2.182,6
Non-Current Assets	11.763	2,3%	4.191	1,1%	180,7	Long Term Lia.	2.864	0,5%	1.598	0,4%	79,2
Fixed Assets	455	0,1%	430	0,1%	5,8	Long Term Liabilities	867	0,2%	545	0,1%	59,1
Right of Use Asset	1.813	0,3%	1.229	0,3%	47,5	Prov. for Empl. Trm. Ind.	1.997	0,4%	1.053	0,3%	89,6
Deferred Tax Asset	9.495	1,8%	2.532	0,7%	275,0	Deferred Tax Liabilities	-	0,0%	-	0,0%	-
Other	-	0,0%	-	0,0%	-	Capital	177.293	34,0%	139.640	35,0%	27,0
Total Assets	521.346	100,0%	399.094	100,0%	30,6	Total Lia. & Capital	521.346	100,0%	399.094	100,0%	30,6



Despec AŞ Financial & Operational Results

Net Financial Debt (000 TL)





Despec AŞ Financial & Operational Results

Financial Ratios

LIQUIDITY RATIOS	30.09.2022	31.12.2021
Current Ratio	1,49	1,53
Quick Ratio	1,11	1,22

THE WORKING CAPITAL RATIOS (*)	30.09.2022	31.12.2021
Receivables Days	81	86
Payables Days	23	29
Inventory Days	29	28

FINANCIAL STRUCTURE RATIOS	30.09.2022	31.12.2021
Capital / Total Liabilities & Capital	34,1%	35,0%
Short T. Debts / Total Liabilities & Capital	65,4%	64,6%
Long T. Debts / Total Liabilities & Capital	0,5%	0,4%
Financial Debts / Total Debts	36,8%	66,5%

PROFITABILITY RATIOS	30.09.2022	30.09.2021
Gross Profit Margin	8,1%	6,4%
Operational Profit Margin	9,8%	6,3%
Net Profit / Sales	3,8%	2,9%
Profit Margin Before Tax	5,0%	3,6%

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

THANKS