

# DESPEC A.Ş. ANALYST PRESENTATION

8th August 2023



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# Despec AŞ Financial & Operational Results

## Summarized P/L (000 TL)

(000) TRL	6 months 2023	6 months 2022	Changes (%)
<b>Net Sales</b>	<b>1.136.032</b>	<b>631.866</b>	<b>79,8</b>
Gross Profit	85.676	52.136	64,3
Gross Profit Margin (%)	7,5	8,3	
EBITDA	51.973	57.374	(9,4)
EBITDA Margin (%)	4,6	9,1	
Operational Profit	51.150	56.988	(10,2)
Operational Profit Margin (%)	4,5	9,0	
Financial Income /(Expenses), Net	(42.011)	(21.578)	94,7
Tax Expenses	(1.665)	(8.436)	(80)
Net Profit	7.475	26.974	(72,3)
Net Profit Margin (%)	0,7	4,3	



# Despec AŞ Financial & Operational Results

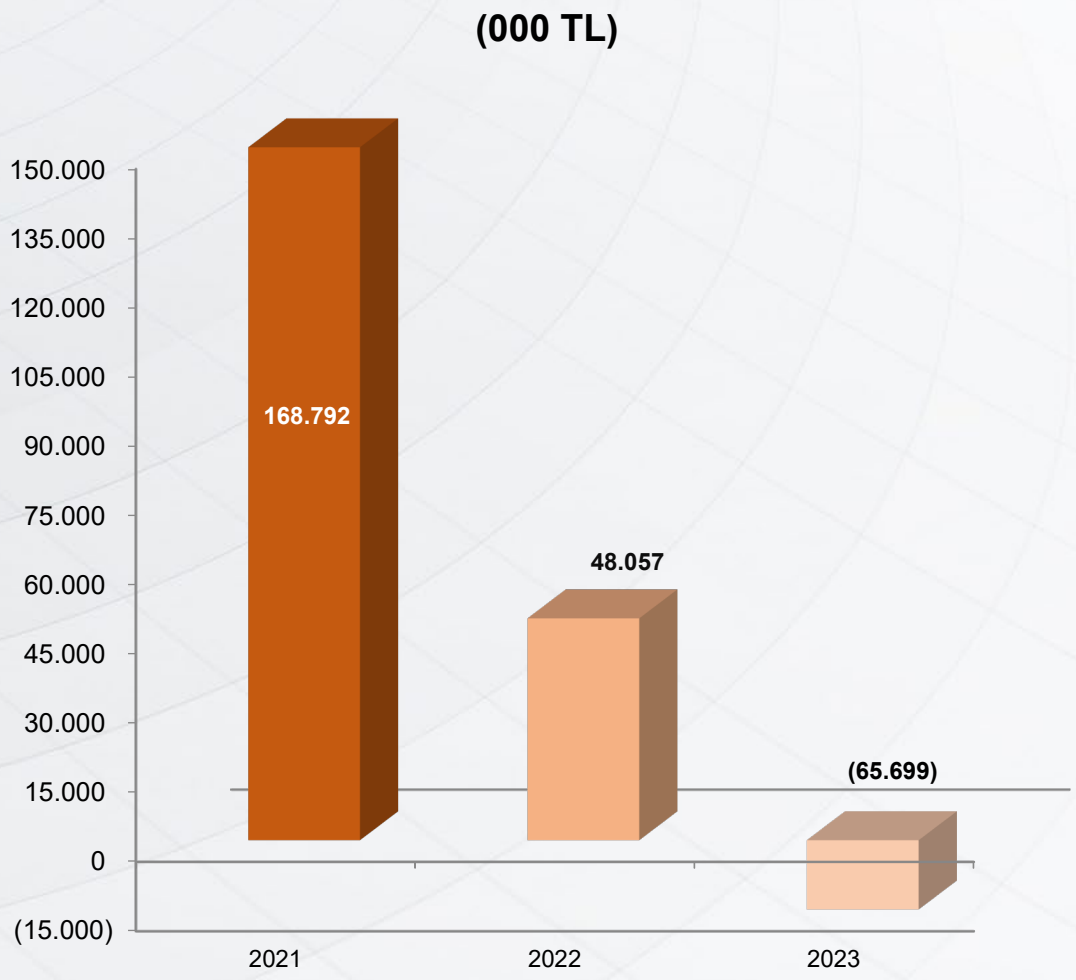
## Summarized Balance Sheet (000 TL)

Assets	30.06.2023	(%)	31.12.2022	(%)	Changes (%)	Liabilities & Capital	30.06.2023	(%)	31.12.2022	(%)	Changes (%)
<b>Current Assets</b>	<b>1.075.822</b>	<b>98,3%</b>	<b>418.231</b>	<b>97,5%</b>	<b>157,2</b>	<b>Short Term Lia.</b>	<b>905.989</b>	<b>82,8%</b>	<b>246.216</b>	<b>57,4%</b>	<b>268,0</b>
Cash	67.346	6,2%	6.359	1,5%	959,1	Financial Lia.	1.231	0,1%	53.734	12,5%	(97,7)
Trade Receivables	688.071	62,8%	274.088	63,9%	151,0	Trade Payables	330.412	30,2%	75.812	17,7%	335,8
Inventories	222.022	20,3%	96.266	22,4%	130,6	Provisions for Tax	6.662	0,6%	1.383	0,3%	381,7
Inventories in Transit	19.093	1,7%	9.871	2,3%	93,4	Prov. for Other Pay.	9.868	0,9%	6.257	1,5%	57,7
Other	79.290	7,3%	31.647	7,4%	150,5	Other	557.816	51,0%	109.030	25,4%	411,6
<b>Non-Current Assets</b>	<b>18.978</b>	<b>1,7%</b>	<b>10.763</b>	<b>2,5%</b>	<b>76,3</b>	<b>Long Term Lia.</b>	<b>1.379</b>	<b>0,1%</b>	<b>3.104</b>	<b>0,7%</b>	<b>(55,6)</b>
Fixed Assets	393	0,0%	424	0,1%	(7,3)	Long Term Liabilities	416	0,0%	682	0,2%	(39,0)
Right of Use Asset	1.753	0,2%	1.611	0,4%	8,8	Prov. for Empl. Trm. Ind.	963	0,1%	2.422	0,6%	(60,2)
Deferred Tax Asset	16.832	1,5%	8.728	2,1%	92,9	Deferred Tax Liabilities	-	0,0%	-	0,0%	-
Other	-	0,0%	-	0,0%	-	<b>Capital</b>	<b>187.432</b>	<b>17,1%</b>	<b>179.674</b>	<b>41,9%</b>	<b>4,3</b>
<b>Total Assets</b>	<b>1.094.800</b>	<b>100,0%</b>	<b>428.994</b>	<b>100,0%</b>	<b>155,2</b>	<b>Total Lia. &amp; Capital</b>	<b>1.094.800</b>	<b>100,0%</b>	<b>428.994</b>	<b>100,0%</b>	<b>155,2</b>



# Despec AŞ Financial & Operational Results

## Net Financial Debt (000 TL)







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## Financial Ratios

<b>LIQUIDITY RATIOS</b>	<b>30.06.2023</b>	<b>31.12.2022</b>
Current Ratio	1,19	1,70
Quick Ratio	0,92	1,27

<b>THE WORKING CAPITAL RATIOS (*)</b>	<b>30.06.2023</b>	<b>31.12.2022</b>
Receivables Days	73	81
Payables Days	40	23
Inventory Days	23	31

<b>FINANCIAL STRUCTURE RATIOS</b>	<b>30.06.2023</b>	<b>31.12.2022</b>
Capital / Total Liabilities & Capital	17,12%	41,88%
Short T. Debts / Total Liabilities & Capital	82,75%	57,39%
Long T. Debts / Total Liabilities & Capital	0,13%	0,73%
Financial Debts / Total Debts	0,18%	21,83%

<b>PROFITABILITY RATIOS</b>	<b>30.06.2023</b>	<b>30.06.2022</b>
Gross Profit Margin	7,54%	8,25%
Operational Profit Margin	4,50%	9,02%
Net Profit / Sales	0,66%	4,27%
Profit Margin Before Tax	0,80%	5,60%

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

THANKS