

DESPEC A.Ş. ANALYST PRESENTATION

9th May 2024



Disclaimer

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Despec AŞ Financial & Operational Results

Summarized P/L (000 TL)

(000) TRL	3 months 2024	3 months 2023	Changes (%)
Net Sales	1.090.993	970.830	12,4
Gross Profit	42.185	54.127	(22,1)
Gross Profit Margin (%)	3,9	5,6	
EBITDA	33.198	30.865	7,6
EBITDA Margin (%)	3,0	3,2	
Operational Profit	32.428	29.667	9,3
Operational Profit Margin (%)	3,0	3,1	
Financial Income /(Expenses), Net	(34.014)	(24.152)	40,8
Net Monetary Position Gain/Loss	(12.491)	(30.076)	(58)
Tax Expenses	(3.339)	(4.286)	(22)
Net Profit	(17.417)	(28.847)	(39,6)
Net Profit Margin (%)	(1,6)	(3,0)	



Despec AŞ Financial & Operational Results

Summarized Balance Sheet (000 TL)

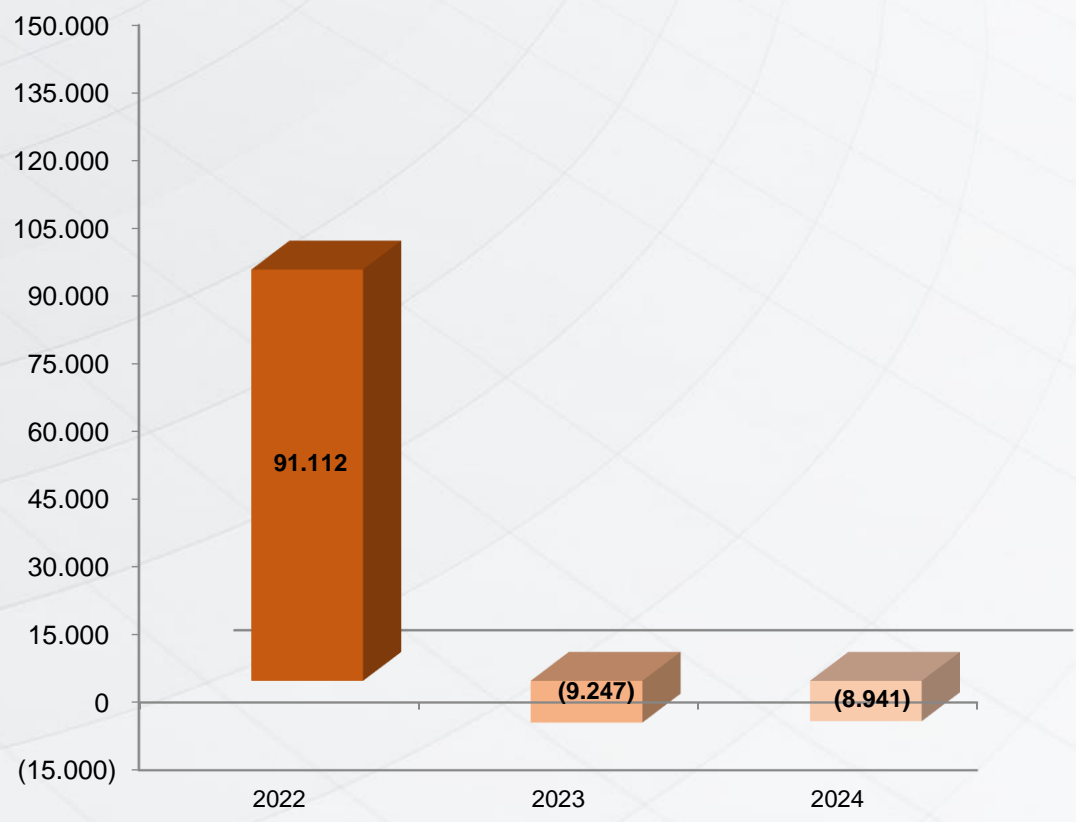
Assets	31.03.2024	(%)	31.12.2023	(%)	Changes (%)	Liabilities & Capital	31.03.2024	(%)	31.12.2023	(%)	Changes (%)
Current Assets	1.386.508	96,3%	1.443.560	97,5%	(4,0)	Short Term Lia.	1.190.690	82,7%	1.216.874	82,2%	(2,2)
Cash	13.837	1,0%	10.800	0,7%	28,1	Financial Lia.	1.112	0,1%	1.013	0,1%	9,8
Trade Receivables	985.313	68,4%	1.141.427	77,1%	(13,7)	Trade Payables	829.644	57,6%	1.140.497	77,1%	(27,3)
Inventories	256.210	17,8%	226.798	15,3%	13,0	Provisions for Tax	16.746	1,2%	7.918	0,5%	111,5
Inventories in Transit	59.263	4,1%	37.333	2,5%	58,7	Prov. for Other Pay.	54.026	3,8%	16.343	1,1%	230,6
Other	71.885	5,1%	27.202	1,8%	164,3	Other	289.162	20,1%	51.103	3,5%	465,8
Non-Current Assets	53.015	3,7%	36.286	2,5%	46,1	Long Term Lia.	5.685	0,4%	2.395	0,2%	137,4
Fixed Assets	6.351	0,4%	3.350	0,2%	89,6	Long Term Liabilities	3.784	0,3%	540	0,0%	600,7
Right of Use Asset	8.675	0,6%	5.232	0,4%	65,8	Prov. for Empl. Trm. Ind.	1.902	0,1%	1.854	0,1%	2,6
Deferred Tax Asset	37.989	2,6%	27.704	2,0%	37,1	Deferred Tax Liabilities	-	0,0%	-	0,0%	-
Other	-	0,0%	-	0,0%	-	Capital	243.146	16,9%	260.577	17,6%	(6,7)
Total Assets	1.439.523	100,0%	1.479.846	100,0%	(2,7)	Total Lia. & Capital	1.439.521	100,0%	1.479.846	100,0%	(2,7)



Despec AŞ Financial & Operational Results

Net Financial Debt (000 TL)

(000 TL)





Despec AŞ Financial & Operational Results

Financial Ratios

LIQUIDITY RATIOS	31.03.2024	31.12.2023
Current Ratio	1,16	1,19
Quick Ratio	0,90	0,97

THE WORKING CAPITAL RATIOS (*)	31.03.2024	31.12.2023
Receivables Days	93	85
Payables Days	80	73
Inventory Days	21	21

FINANCIAL STRUCTURE RATIOS	31.03.2024	31.12.2023
Capital / Total Liabilities & Capital	16,89%	17,61%
Short T. Debts / Total Liabilities & Capital	82,71%	82,23%
Long T. Debts / Total Liabilities & Capital	0,39%	0,16%
Financial Debts / Total Debts	0,41%	0,13%

PROFITABILITY RATIOS	31.03.2024	31.03.2023
Gross Profit Margin	3,87%	5,58%
Operational Profit Margin	2,97%	3,05%
Net Profit / Sales	-1,60%	-2,97%
Profit Margin Before Tax	-1,29%	-2,53%

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

THANKS