

# DESPEC A.Ş. ANALYST PRESENTATION

20th September 2024



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# Despec AŞ Financial & Operational Results

## Summarized P/L (000 TL)

(000) TRL	6 months 2024	6 months 2023	Changes (%)
Net Sales	2.622.277	2.045.952	28,2
Gross Profit	141.446	111.028	27,4
Gross Profit Margin (%)	5,4	5,4	
EBITDA	152.001	48.940	210,6
EBITDA Margin (%)	5,8	2,4	
Operational Profit	151.166	47.640	217,3
Operational Profit Margin (%)	5,8	2,3	
Financial Income /(Expenses), Net	(125.717)	(75.724)	66,0
Net Monetary Position Gain/Loss	10.321	(13.213)	(178)
Tax Expenses	(11.322)	(4.702)	141
Net Profit	24.448	(45.999)	(153,1)
Net Profit Margin (%)	0,9	(2,2)	



# Despec AŞ Financial & Operational Results

## Summarized Balance Sheet (000 TL)

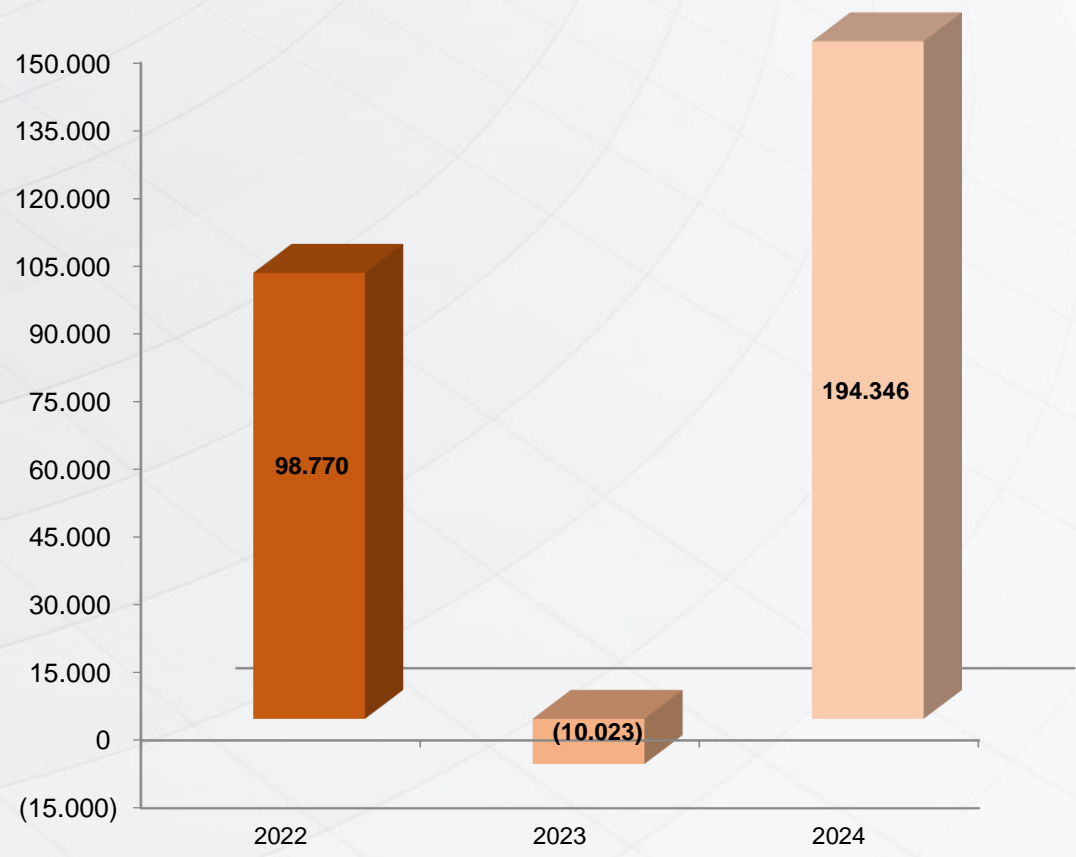
Assets	30.06.2024	(%)	31.12.2023	(%)	Changes (%)	Liabilities & Capital	30.06.2024	(%)	31.12.2023	(%)	Changes (%)
<b>Current Assets</b>	<b>1.947.565</b>	<b>98,2%</b>	<b>1.564.890</b>	<b>97,5%</b>	<b>24,5</b>	<b>Short Term Lia.</b>	<b>1.669.601</b>	<b>84,2%</b>	<b>1.319.151</b>	<b>82,2%</b>	<b>26,6</b>
Cash	25.124	1,3%	11.707	0,7%	114,6	Financial Lia.	215.440	10,9%	1.098	0,1%	19.521,1
Trade Receivables	1.337.287	67,5%	1.237.363	77,1%	8,1	Trade Payables	1.364.722	68,8%	1.236.355	77,1%	10,4
Inventories	242.515	12,2%	245.860	15,3%	(1,4)	Provisions for Tax	-	0,0%	8.583	0,5%	(100,0)
Inventories in Transit	179.614	9,1%	40.471	2,5%	343,8	Prov. for Other Pay.	80.948	4,1%	17.717	1,1%	356,9
Other	163.025	8,3%	29.489	1,8%	452,8	Other	8.491	0,4%	55.398	3,5%	(84,7)
<b>Non-Current Assets</b>	<b>34.899</b>	<b>1,8%</b>	<b>39.336</b>	<b>2,5%</b>	<b>(11,3)</b>	<b>Long Term Lia.</b>	<b>6.325</b>	<b>0,3%</b>	<b>2.596</b>	<b>0,2%</b>	<b>143,6</b>
Fixed Assets	3.072	0,2%	3.072	0,2%	0,0	Long Term Liabilities	4.030	0,2%	586	0,0%	587,7
Right of Use Asset	9.424	0,5%	3.052	0,2%	208,8	Prov. for Empl. Trm. Ind.	2.295	0,1%	2.011	0,1%	14,1
Deferred Tax Asset	19.576	1,0%	30.032	2,0%	(34,8)	Deferred Tax Liabilities	-	0,0%	-	0,0%	-
Other	2.827	0,1%	3.180	0,2%	-	<b>Capital</b>	<b>306.538</b>	<b>15,5%</b>	<b>282.479</b>	<b>17,6%</b>	<b>8,5</b>
<b>Total Assets</b>	<b>1.982.464</b>	<b>100,0%</b>	<b>1.604.226</b>	<b>100,0%</b>	<b>23,6</b>	<b>Total Lia. &amp; Capital</b>	<b>1.982.464</b>	<b>100,0%</b>	<b>1.604.226</b>	<b>100,0%</b>	<b>23,6</b>



# Despec AŞ Financial & Operational Results

## Net Financial Debt (000 TL)

(000 TL)





# Despec AŞ Financial & Operational Results

## Financial Ratios

<b>LIQUIDITY RATIOS</b>	<b>30.06.2024</b>	<b>31.12.2023</b>
Current Ratio	1,17	1,19
Quick Ratio	0,91	0,97

<b>THE WORKING CAPITAL RATIOS (*)</b>	<b>30.06.2024</b>	<b>31.12.2023</b>
Receivables Days	86	85
Payables Days	88	73
Inventory Days	18	21

<b>FINANCIAL STRUCTURE RATIOS</b>	<b>30.06.2024</b>	<b>31.12.2023</b>
Capital / Total Liabilities & Capital	15,46%	17,61%
Short T. Debts / Total Liabilities & Capital	84,22%	82,23%
Long T. Debts / Total Liabilities & Capital	0,32%	0,16%
Financial Debts / Total Debts	13,10%	0,13%

<b>PROFITABILITY RATIOS</b>	<b>30.06.2024</b>	<b>31.03.2023</b>
Gross Profit Margin	5,39%	5,43%
Operational Profit Margin	5,76%	2,32%
Net Profit / Sales	0,93%	-2,25%
Profit Margin Before Tax	1,36%	-2,02%

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

THANKS