

DESPEC A.Ş. ANALYST PRESENTATION

30th October 2024



Disclaimer

This presentation contains information and analysis on financial statements as well as forward-looking statements that reflect the Company management's current views with respect to certain future events. Although it is believed that the information and analysis are correct and expectations reflected in these statements are reasonable, they may be affected by a variety of variables and changes in underlying assumptions that could cause actual results to differ materially.

Neither Despec Bilgisayar nor any of its managers or employees nor any other person shall have any liability whatsoever for any loss arising from the use of this presentation.



Despec AŞ Financial & Operational Results

Summarized P/L (000 TL)

(000) TRL	9 months 2024	9 months 2023	Changes (%)
Net Sales	4.462.261	4.062.233	9,8
Gross Profit	253.100	213.767	18,4
Gross Profit Margin (%)	5,7	5,3	
EBITDA	261.178	132.799	96,7
EBITDA Margin (%)	5,9	3,3	
Operational Profit	258.726	128.579	101,2
Operational Profit Margin (%)	5,8	3,2	
Financial Income /(Expenses), Net	(258.444)	(138.722)	86,3
Net Monetary Position Gain/Loss	25.059	(53.884)	(147)
Tax Expenses	(13.133)	(16.355)	(20)
Net Profit	12.208	(80.382)	(115,2)
Net Profit Margin (%)	0,3	(2,0)	



Despec AŞ Financial & Operational Results

Summarized Balance Sheet (000 TL)

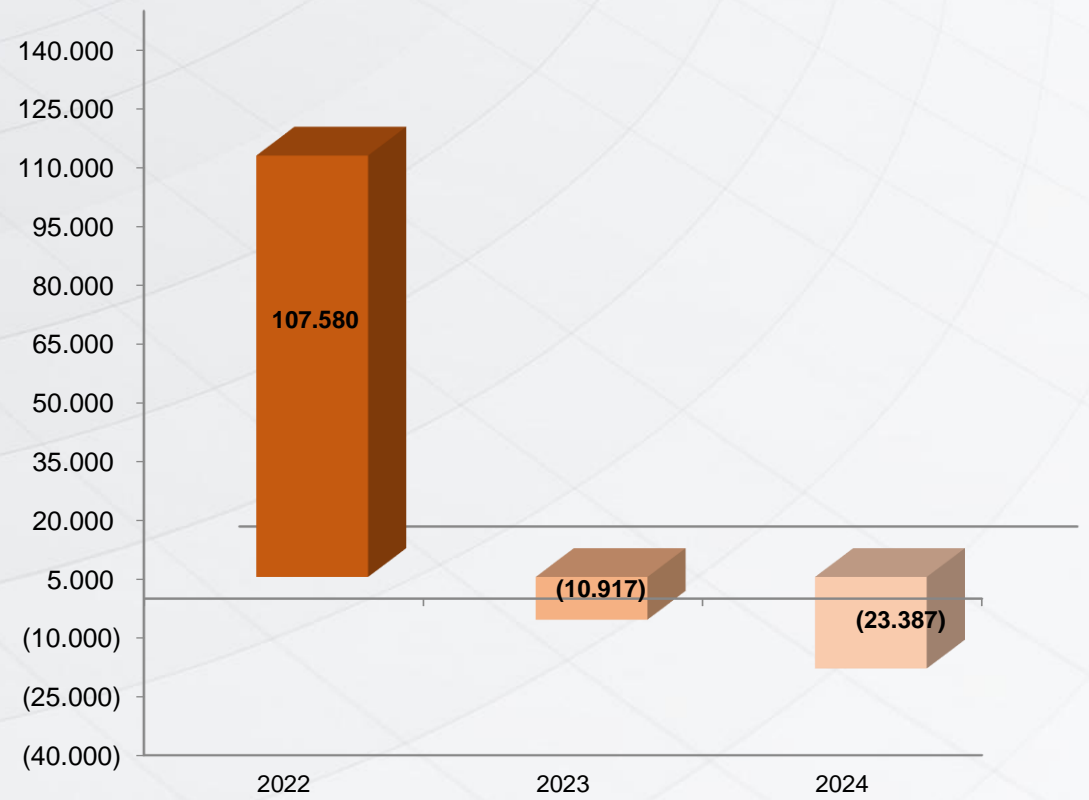
Assets	30.09.2024	(%)	31.12.2023	(%)	Changes (%)	Liabilities & Capital	30.09.2024	(%)	31.12.2023	(%)	Changes (%)
Current Assets	2.127.084	98,5%	1.704.461	97,5%	24,8	Short Term Lia.	1.834.402	84,9%	1.436.805	82,2%	27,7
Cash	28.360	1,3%	12.751	0,7%	122,4	Financial Lia.	1.203	0,1%	1.196	0,1%	0,6
Trade Receivables	1.645.456	76,2%	1.347.722	77,1%	22,1	Trade Payables	1.543.337	71,4%	1.346.624	77,1%	14,6
Inventories	376.113	17,4%	311.868	17,8%	20,6	Provisions for Tax	-	0,0%	9.349	0,5%	(100,0)
Inventories in Transit	-	0,0%	-	0,0%	#SAYI/0!	Prov. for Other Pay.	14.917	0,7%	19.297	1,1%	(22,7)
Other	77.155	3,7%	32.120	1,8%	140,2	Other	274.945	12,7%	60.339	3,5%	355,7
Non-Current Assets	33.089	1,5%	42.844	2,5%	(22,8)	Long Term Lia.	6.246	0,3%	2.828	0,2%	120,9
Fixed Assets	6.998	0,3%	3.955	0,2%	76,9	Long Term Liabilities	3.770	0,2%	638	0,0%	490,9
Right of Use Asset	8.666	0,4%	6.178	0,4%	40,3	Prov. for Empl. Trm. Ind.	2.477	0,1%	2.190	0,1%	13,1
Deferred Tax Asset	17.425	0,8%	32.711	2,0%	(46,7)	Deferred Tax Liabilities	-	0,0%	-	0,0%	-
Other	-	0,0%	-	0,0%	-	Capital	319.525	14,8%	307.672	17,6%	3,9
Total Assets	2.160.173	100,0%	1.747.305	100,0%	23,6	Total Lia. & Capital	2.160.173	100,0%	1.747.305	100,0%	23,6



Despec AŞ Financial & Operational Results

Net Financial Debt (000 TL)

(000 TL)





Despec AŞ Financial & Operational Results

Financial Ratios

LIQUIDITY RATIOS	30.09.2024	31.12.2023
Current Ratio	1,16	1,19
Quick Ratio	0,95	0,97

THE WORKING CAPITAL RATIOS (*)	30.09.2024	31.12.2023
Receivables Days	85	85
Payables Days	86	73
Inventory Days	19	21

FINANCIAL STRUCTURE RATIOS	30.09.2024	31.12.2023
Capital / Total Liabilities & Capital	14,79%	17,61%
Short T. Debts / Total Liabilities & Capital	84,92%	82,23%
Long T. Debts / Total Liabilities & Capital	0,29%	0,16%
Financial Debts / Total Debts	0,27%	0,13%

PROFITABILITY RATIOS	30.09.2024	30.09.2023
Gross Profit Margin	5,67%	5,26%
Operational Profit Margin	5,80%	3,17%
Net Profit / Sales	0,27%	-1,98%
Profit Margin Before Tax	0,57%	-1,58%

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

THANKS