



Turkey's Leading Value-Added Technology Distributor

Q2 2023 Webcast Presentation

2023



Disclaimer

The information contained in this document is strictly confidential and is being provided to you solely for your information and cannot be distributed to any other person or published, in whole or in part, for any purpose. It may not be reproduced, redistributed, passed on or published, in whole or in part, to any other person for any purpose.

This document has been prepared by Penta Teknoloji Ürünleri Dağıtım Ticaret A.Ş. (“Penta” or the “Company”) solely for use at a presentation concerning Penta’s Q2/2023 financial results.

This Presentation is for informational purposes only and does not constitute or form part of any offer to sell or issue or invitation to purchase or subscribe for, or any solicitation of any offer to purchase or subscribe for, any securities of the Company or securities in any other entity, nor shall it or any part of it nor the fact of its distribution form the basis of, or be relied on in connection with, any contract or investment decision. This Presentation does not constitute a recommendation regarding the securities of the Company or securities in any other entity. The information and opinions contained in this Presentation are provided as at the date of the Presentation and are subject to change without notice. Any purchase of ordinary shares in the International Offering should be made solely on the basis of the information contained in the final international offering memorandum. No reliance may be placed for any purpose whatsoever on the information contained in this Presentation, or on its completeness, accuracy or fairness. To the extent permitted by law, none of the Company, or any of their respective directors, officers, employees, advisers or agents nor any other person accepts any liability whatsoever for any loss howsoever arising from any use of this Presentation or its contents or otherwise arising in connection therewith.

To the extent available, the industry, market and competitive position data contained in this Presentation come from official or third-party sources. Third party industry publications, studies and surveys generally state that the data contained therein have been obtained from sources believed to be reliable, but that there is no guarantee of the accuracy or completeness of such data. While the Company believes that each of these publications, studies and surveys has been prepared by a reputable source, the Company has not independently verified the data contained therein. In addition, certain of the industry, market and competitive position data contained in this Presentation come from the Company’s own internal research and estimates based on the knowledge and experience of the Company’s management in the markets in which the Company operates. While the Company believes that such research and estimates are reasonable and reliable, they, and their underlying methodology and assumptions, have not been verified by any independent source for accuracy or completeness and are subject to change without notice. Accordingly, undue reliance should not be placed on any of the industry, market or competitive position data contained in this Presentation.

The information contained in this Presentation does not purport to be comprehensive. To the extent permitted by law, none of the Company, or any of their respective directors, officers, employees, advisers or agents or any other person accepts any responsibility for or makes any representation or warranty, express or implied, as to the truth, fullness, accuracy or completeness of the information in this Presentation (or whether any information has been omitted from the Presentation) or any other information relating to Penta, its subsidiaries or associated companies, whether written, oral or in a visual or electronic form, and howsoever transmitted or made available.

Neither this document nor any part or copy of it may be taken or transmitted into the United States (as such term is defined in Regulation S under the US Securities Act of 1933, as amended (the “US Securities Act”)) or distributed, directly or indirectly, in the United States or to any “US person”, as that term is defined in the US Securities Act. This Presentation does not constitute an offer to sell or a solicitation of an offer to purchase any securities in any jurisdiction in which such offer or sale would be unlawful prior to registration, exemption from registration or qualification under the securities laws of any jurisdiction. The shares of the Company have not been, and will not be, registered under the US Securities Act of 1933, as amended (the “Securities Act”) and may not be offered or sold in the United States.

This Presentation and its contents are confidential and must not be distributed, published or reproduced (in whole or in part) or disclosed by recipients to any other person, whether or not such person is a Relevant Person. If you have received this document and you are not a Relevant Person, you must return it immediately to the Company.

By attending the Presentation to which this document relates or by accepting this document you will be taken to have represented, warranted and undertaken that: (i) you are a Relevant Person (ii) you have read and agree to comply with the contents of this notice; and (iii) you will not at any time have any discussion, correspondence or contact concerning the information in this document or the International Offering with any of the directors or employees of the Company or its subsidiaries nor with any of their suppliers, customers, sub-contractors or any governmental or regulatory body without the prior written consent of the Company. By attending the Presentation, you agree to be bound by the foregoing terms.

Private and Confidential and not for distribution

Agenda

Business & Sector Overview



2023/Q2 Financial Results



Q&A



Business & Sector Overview



Penta Highlights



40+
global
vendors



12
sole
distributorship



9,000+
customers

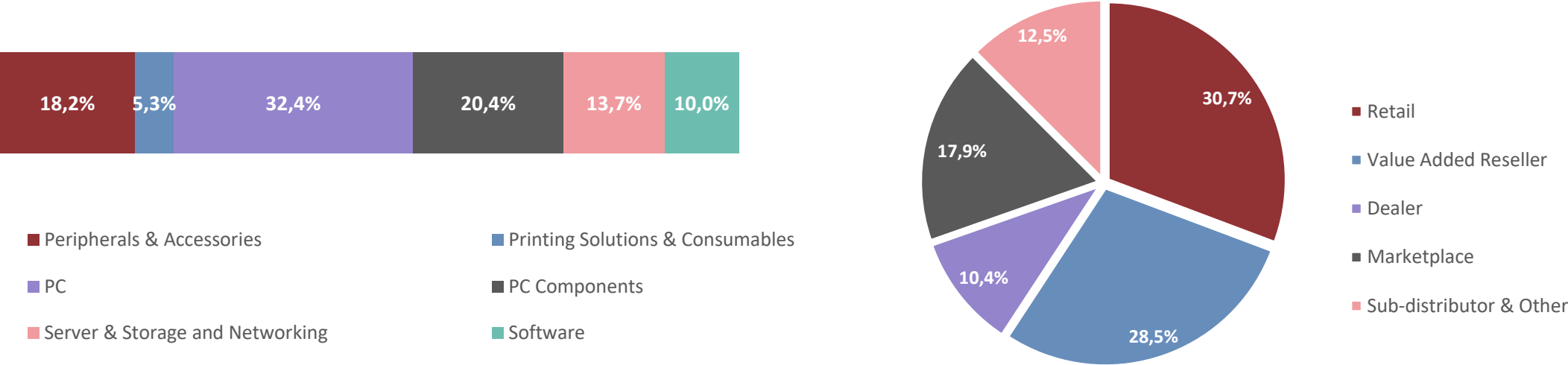
~\$365 mn (\$)
Net Sales

7,3%
Gross Profit Margin

5,1%
EBITDA Margin

Diversified Customer Base & Product Portfolio

2023 H1 Category and Channel Breakdown

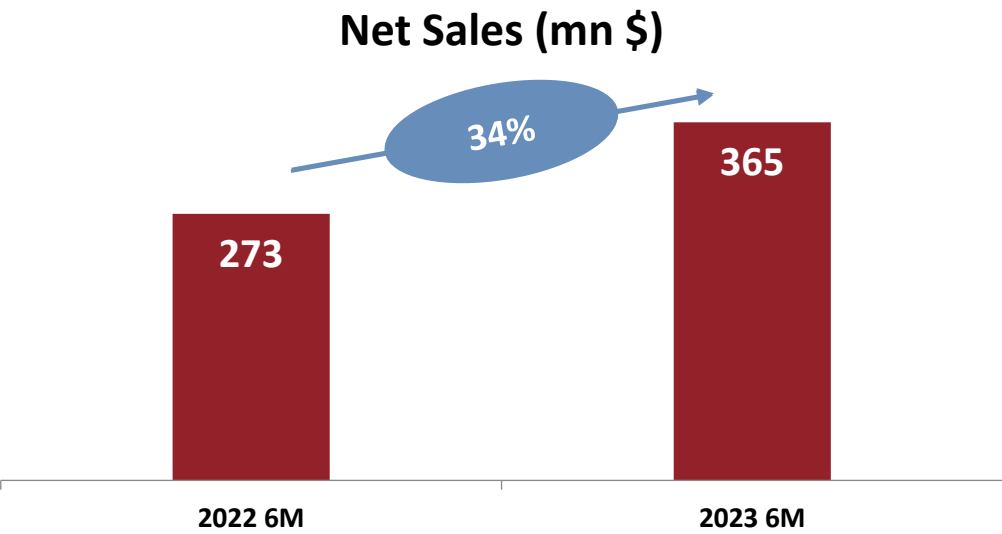


- Our main aim is to have a balanced approach on channels and categories and expect to achieve an outstanding profit margin consequently.
- In order to accomplish this, we offer value added services to our business partners aligning with their strategies and market requirements.
- We have reached 11% growth in our sectoral software business (recurring revenue).
- A prominent increase has been observed in the PC Components category, which includes products such as motherboards, graphics cards, and CPUs.
- The notable increase in consumer purchases in the recent period has also triggered demand for technology products. This was reflected in an upward trend in the marketplace and retail channel.

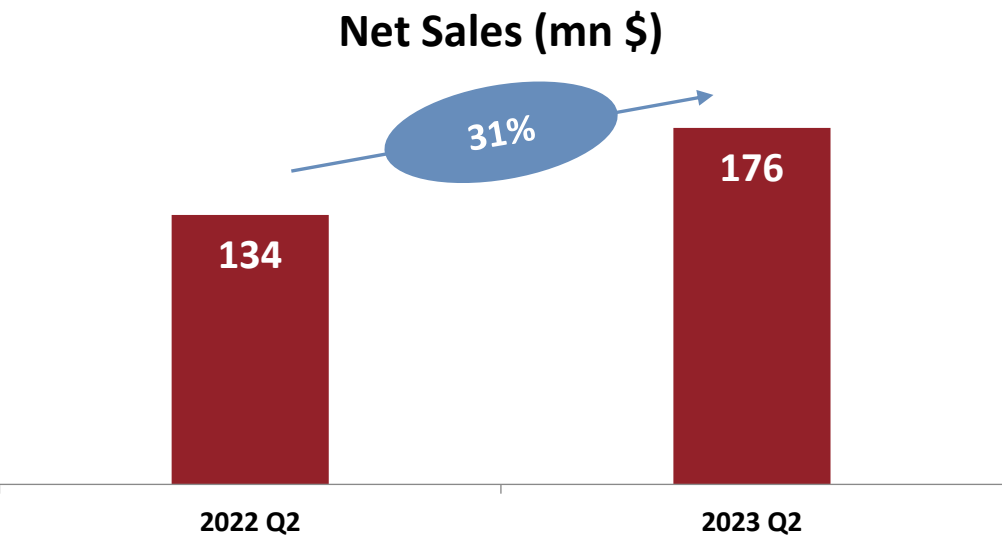
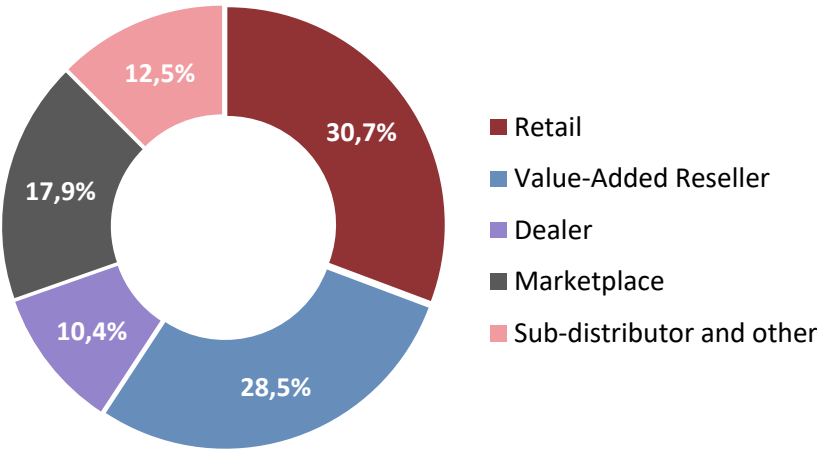
2023/Q2 Financial Results



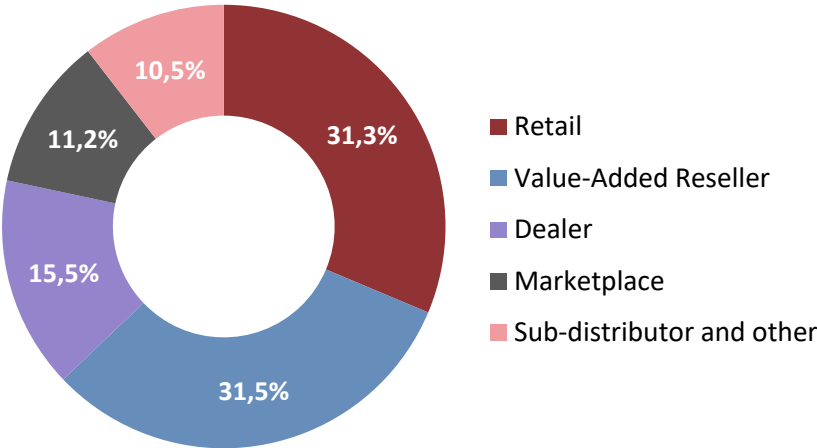
Financial Results – Overview of Sales



2023 6M Sales Breakdown (%)



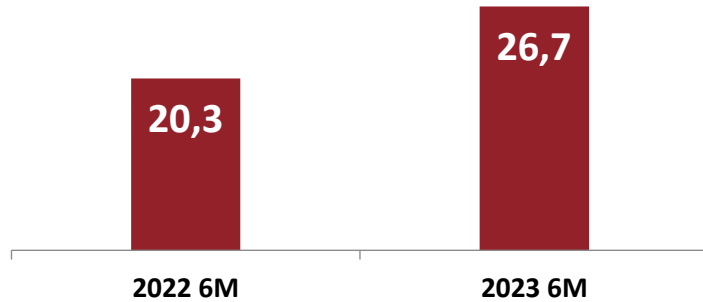
2022 6M Sales Breakdown (%)



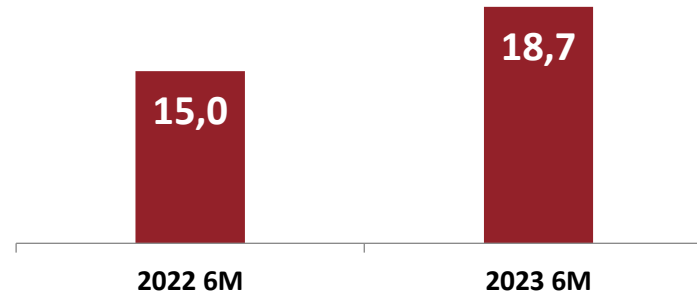
Financial Results – Overview of Profit Ratios

Increase in profit levels in USD terms

Gross Profit (mn \$)



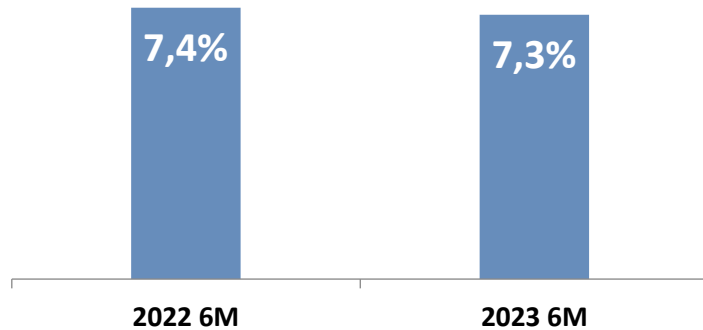
EBITDA (mn \$)



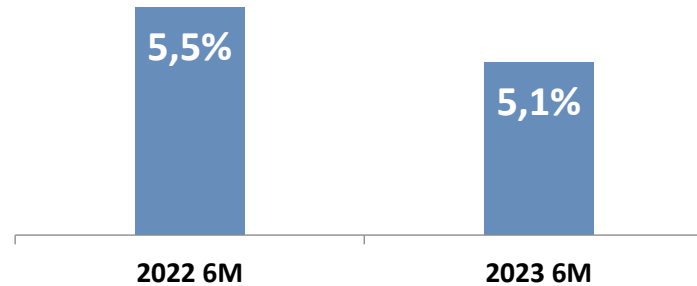
Net Income (mn \$)



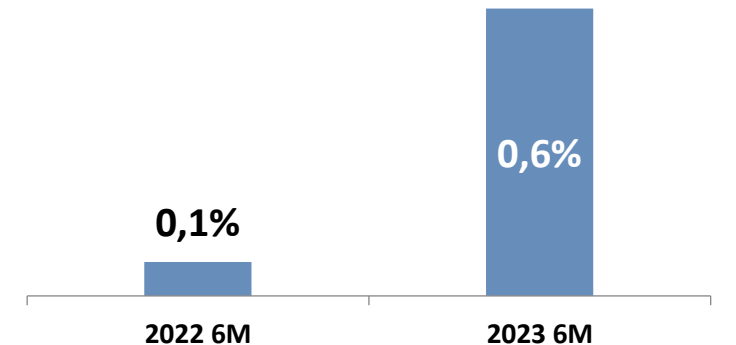
Gross Profit Margin (%)



EBITDA Margin (%)



Net Income Margin (%)

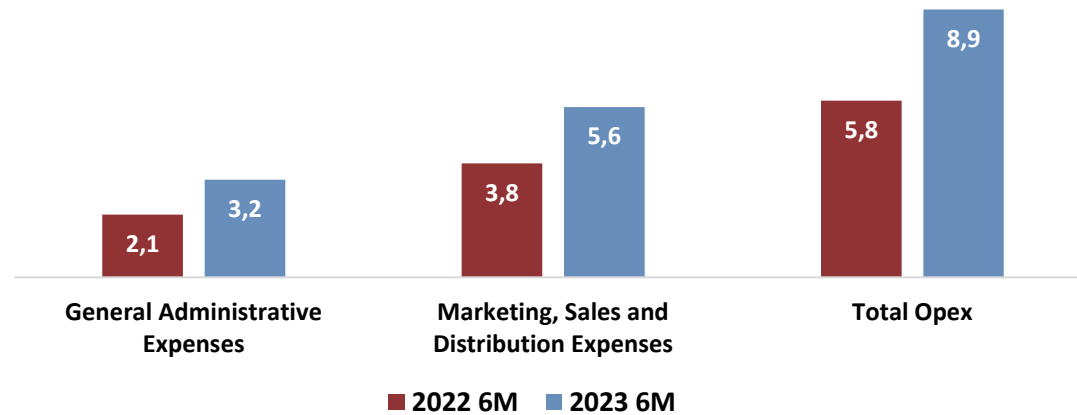


EBITDA: Gross Profit – Operational Expenses + Depreciation & Amortisation

Financial Results – Operational Expenses

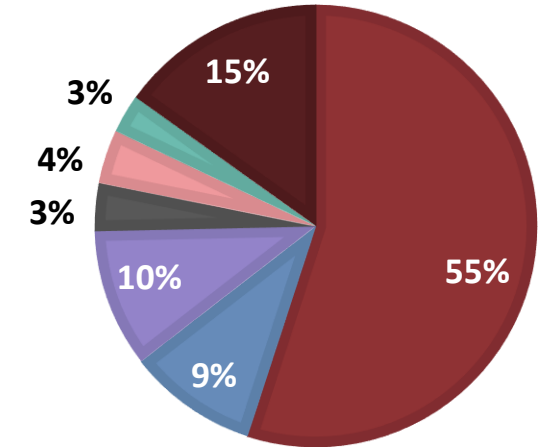
Increase in opex results due to inflation

Operational Expenses (mn \$)

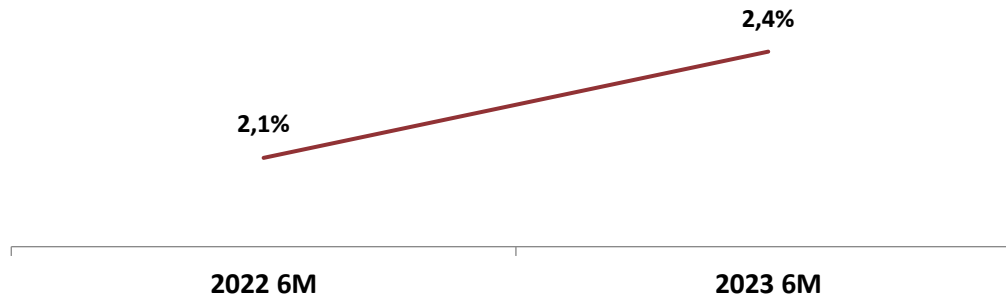


Breakdown of Operational Expenses (%)

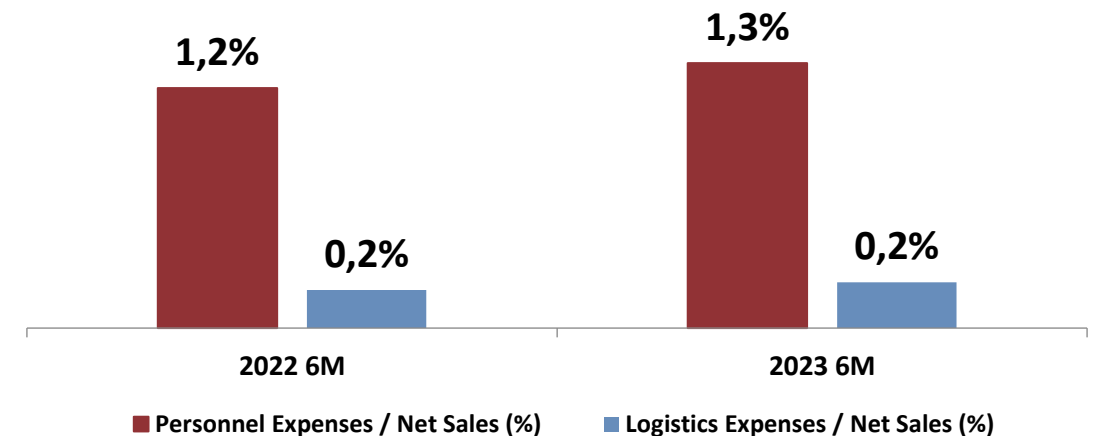
- Personel expenses
- Logistics expenses
- Depreciation
- Insurance expenses
- Consulting expenses
- IT expenses
- Other



SG&A expenses (% of Net Sales)

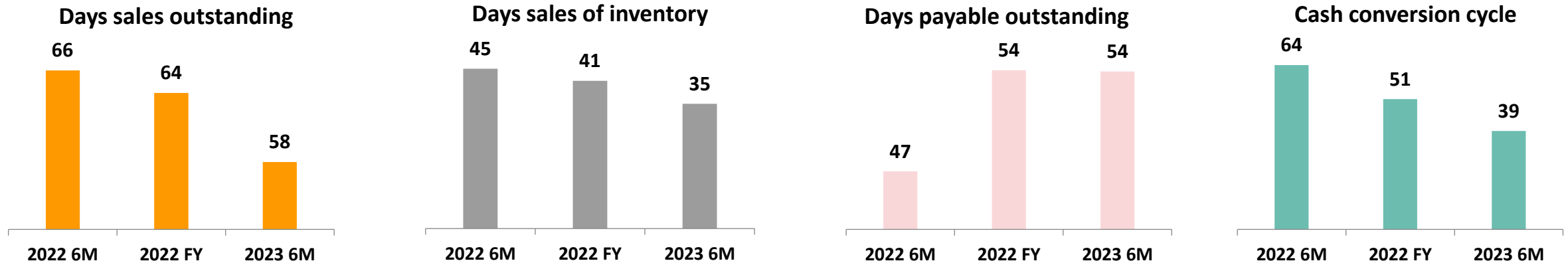


Personnel expenses and logistics expenses (% of Net Sales)

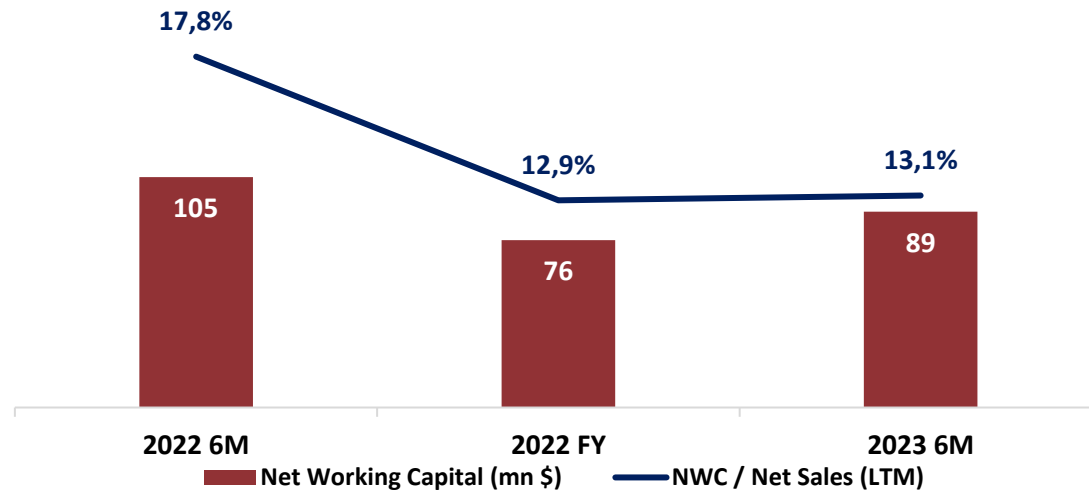


Financial Results – Net Working Capital

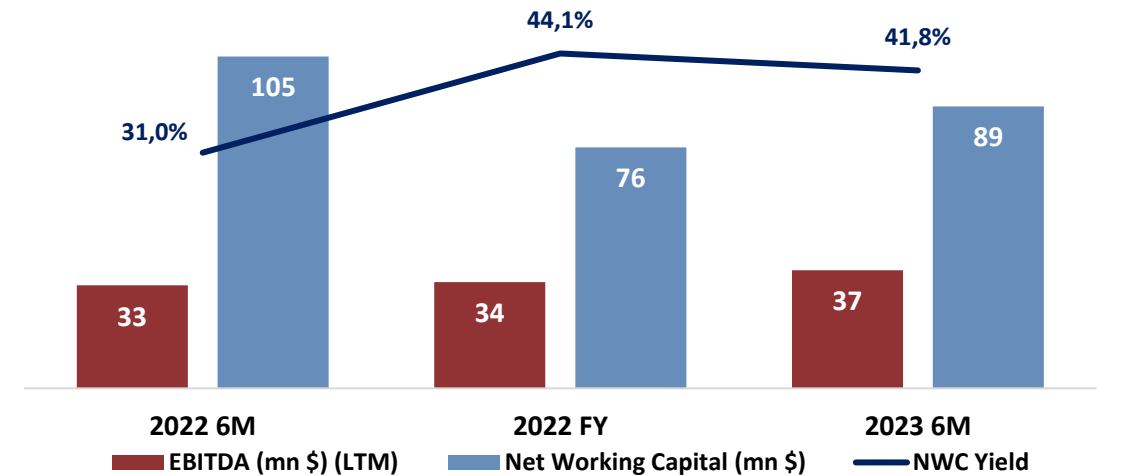
Cash conversion cycle¹



Net Working Capital / Sales

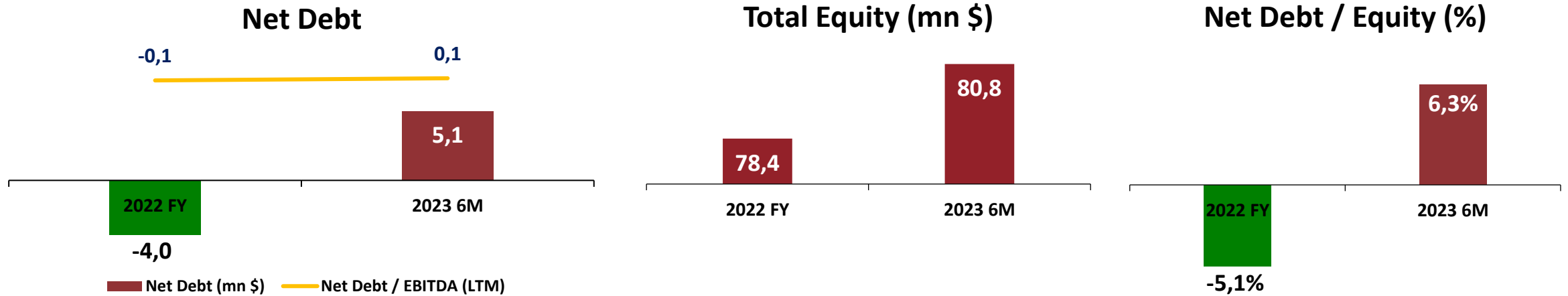


NWC Yield²



Financial Results – Debt & Equity Structure

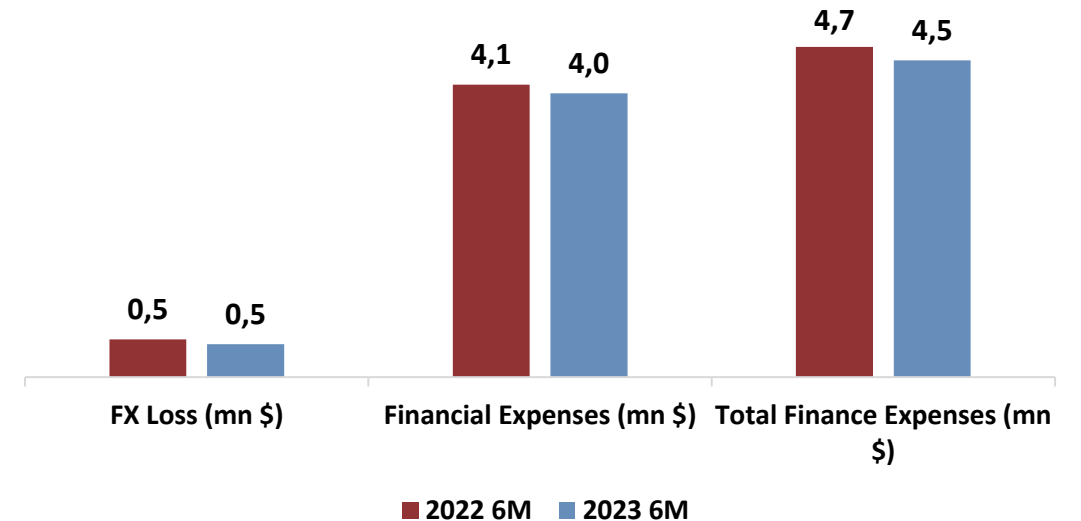
Financial debt is about 5,1 M USD while Net Debt/EBITDA ratio is 0,1



Financial Debt Structure

mn \$	31 December	30 June
	2022	2023
Financial payables to Yıldız Holding	29,8	26,1
Lease liabilities (TFRS 16 effect)	1,3	1,5
Total financial debt	31,1	27,6
Cash and cash equivalents (-)	(35,1)	(22,5)
Net financial debt	(4,0)	5,1

Breakdown of Finance Expenses



Financial Results – Comprehensive Income

Net income and comprehensive net income differs dramatically due to CTA

□ 573m TRY translation difference in TRY tables

	TRY mn. 01.01.2023 - 30.06.2023	TRY mn. 01.01.2022 - 30.06.2022	USD mn. 01.01.2023 - 30.06.2023	USD mn. 01.01.2022 - 30.06.2022
Revenue	7.186	4.047	365	273
Cost of Sales (-)	(6.661)	(3.747)	(338)	(253)
GROSS PROFIT	525	301	27	20
General Administrative Expenses (-)	(64)	(31)	(3)	(2)
Marketing, Sales and Distribution Expenses (-)	(111)	(56)	(6)	(4)
Other Income From Operating Activities	17	4	1	0
Other Expenses From Operating Activities (-)	(84)	(74)	(4)	(5)
OPERATING PROFIT	283	144	14	10
Income From Investing Activities	20	1	1	0
Finance Income	0	0	0	0
Finance Expenses (-)	(89)	(70)	(4)	(5)
PROFIT BEFORE TAX	215	76	11	5
Tax Expense From Continuing Operations	(168)	(72)	(9)	(5)
PROFIT FOR THE YEAR	47	3	2	0
Currency translation differences	573	242	-	-
OTHER COMPREHENSIVE INCOME	573	242	-	-
TOTAL COMPREHENSIVE INCOME	620	245	2	0

Q&A