



Türkiye's Leading Value-Added Technology Distributor

2025 Q2 Webcast Presentation

2025



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Agenda



Business & Sector Overview



Penta Highlights 2025



40+
global
vendors



15
sole
distributorships



9,000+
customers

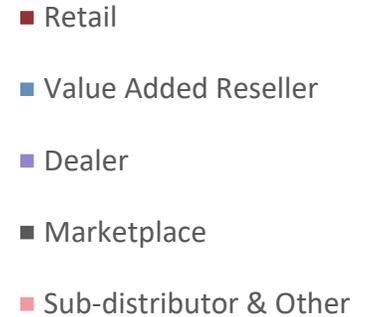
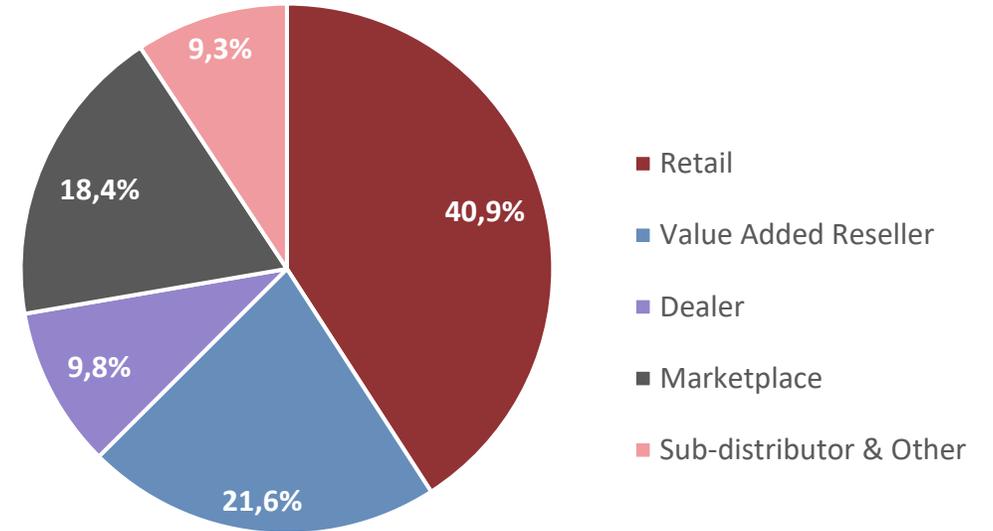
~\$375 mn
Net Sales

7,1%
Gross Profit Margin

3,6%
EBITDA Margin

Diversified Customer Base & Product Portfolio

2025 Q2 Category and Channel Breakdown

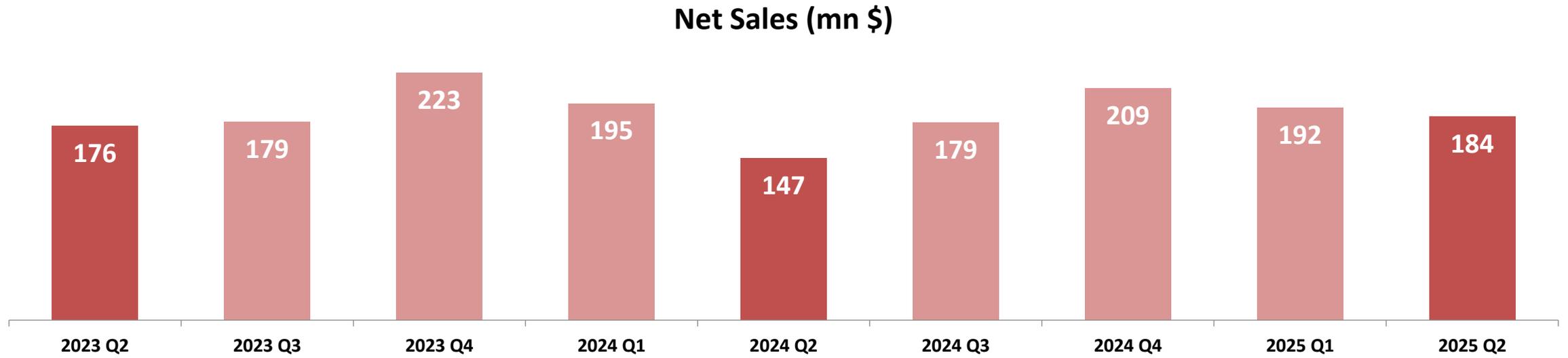
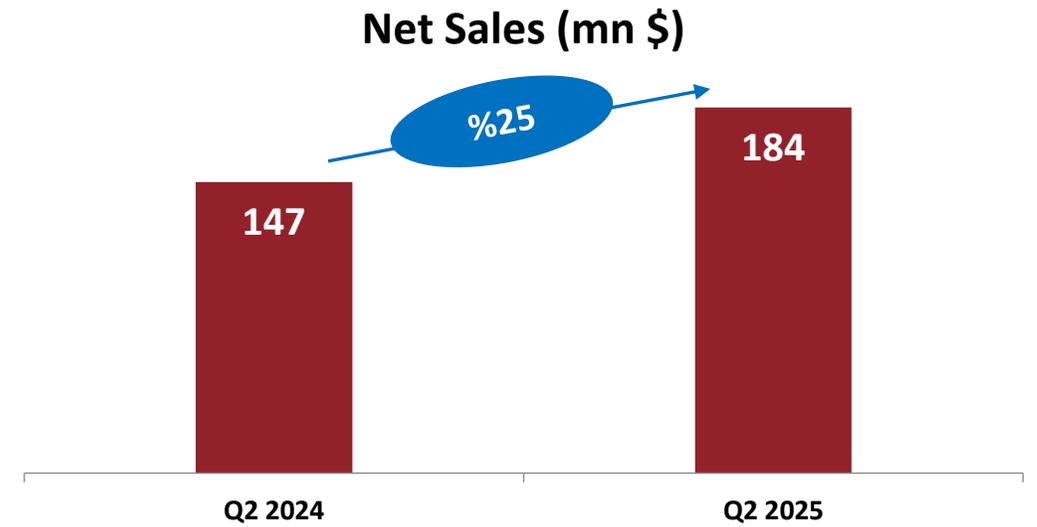
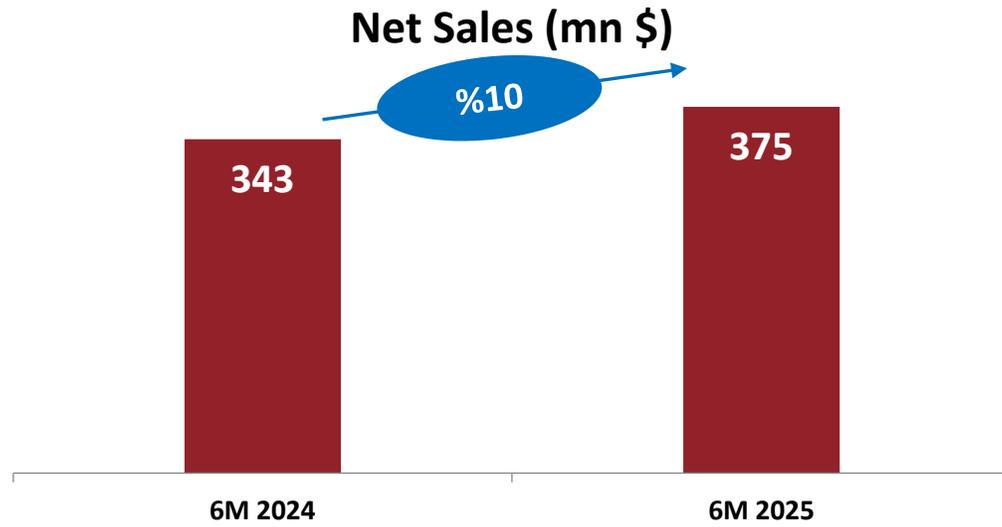


- We aim to have a balanced sales mix on channels and categories and to achieve an outstanding profit margin. In order to accomplish this, we offer value added services to our business partners aligning with their strategies and market requirements.
- We have achieved 10% growth in the Q2 2025 compared to Q2 2024 in our sectoral software business, which provides recurring revenue.
- The Peripherals and Accessories category has shown notable growth.
- Our extensive product portfolio has enabled us to quickly and effectively adapt to the growing demand in the individual consumer segment.

Financial Results

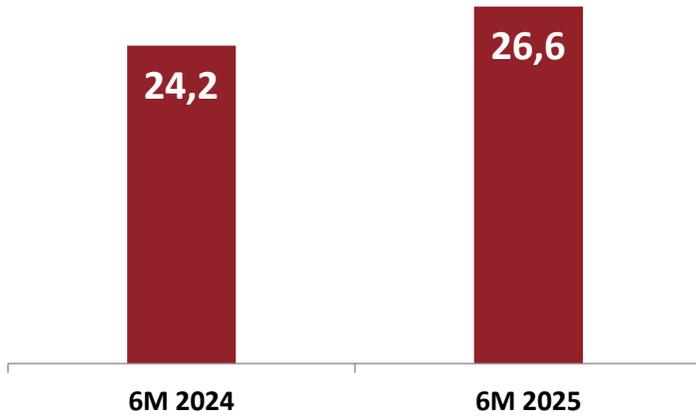


Financial Results – Overview of Sales

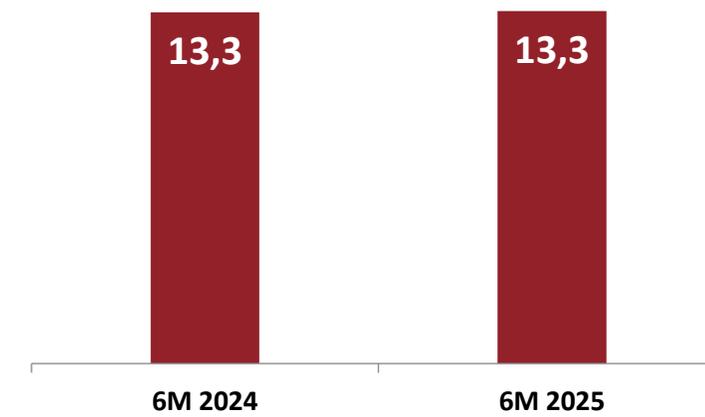


Financial Results – Profitability

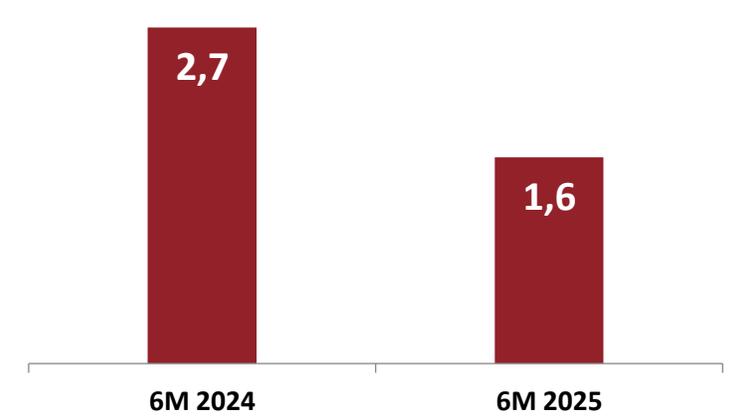
Gross Profit (mn \$)



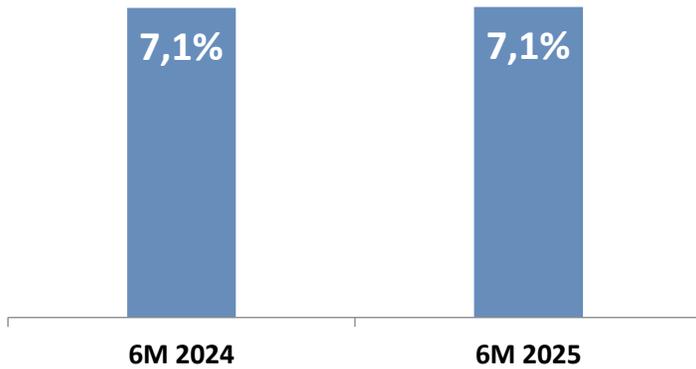
EBITDA (mn \$)



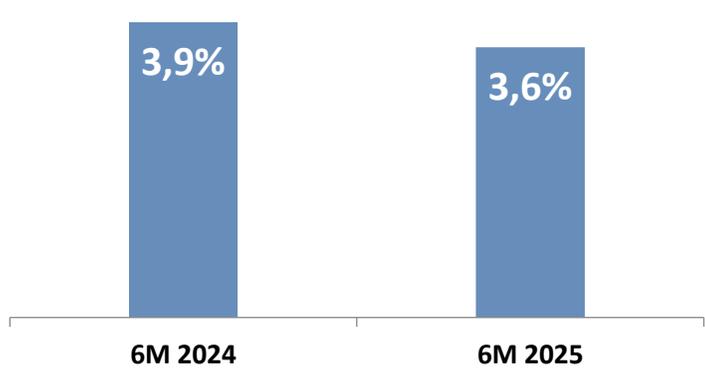
Net Income (mn \$)



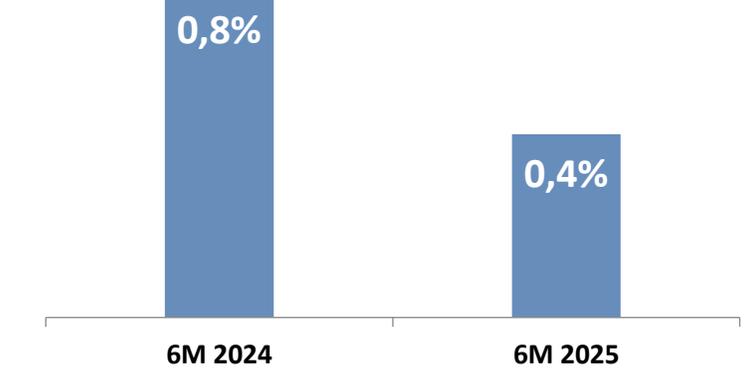
Gross Profit Margin (%)



EBITDA Margin (%)

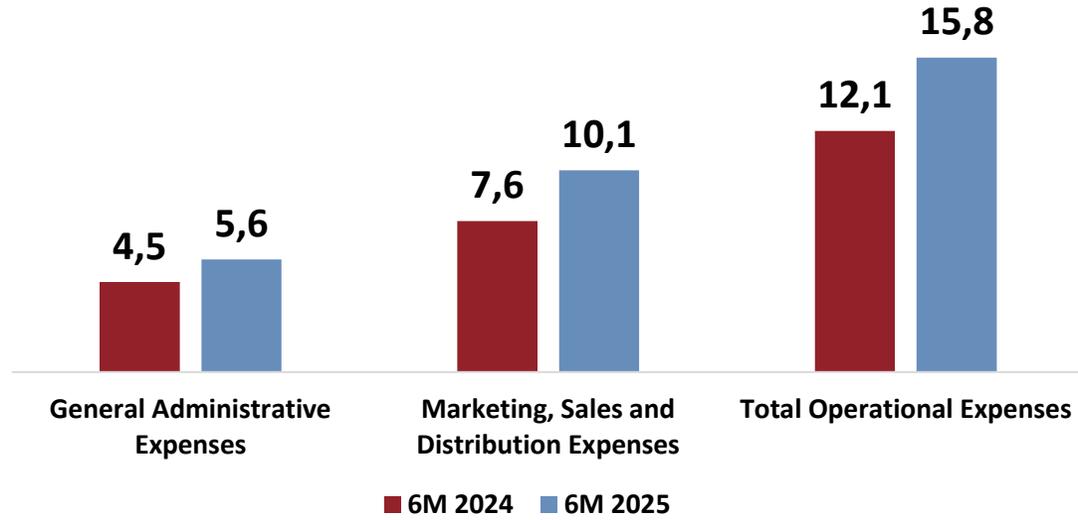


Net Income Margin (%)



Financial Results – Operational Expenses

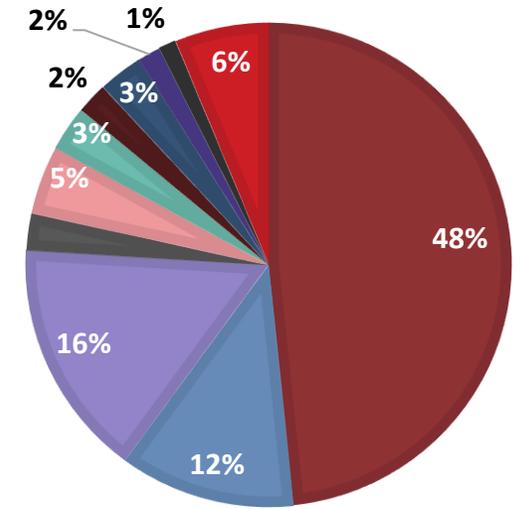
Operational Expenses (mn \$)



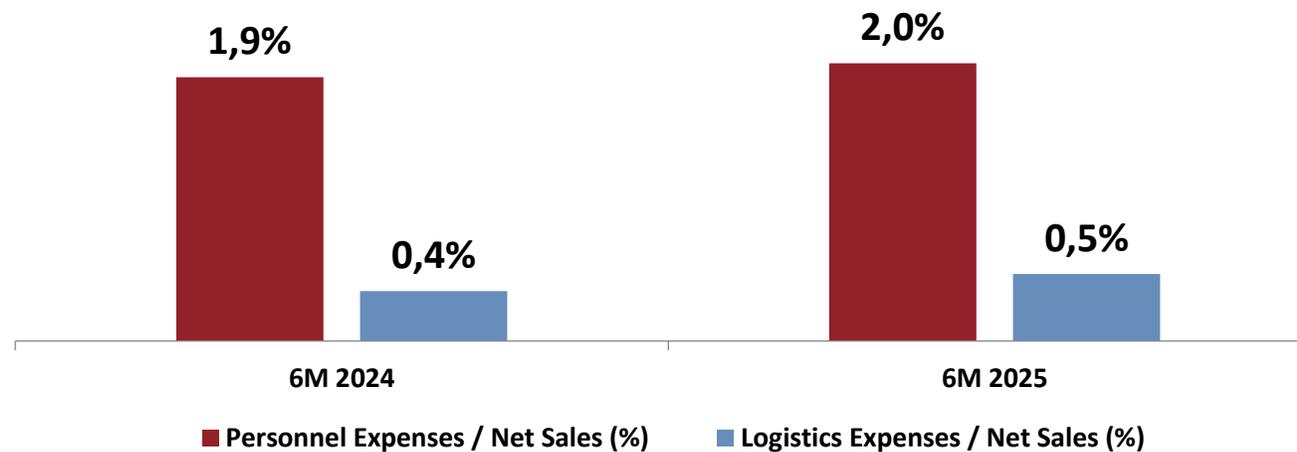
Increase in operational expenses mainly due to inflation in local currency exceeding the devaluation rate.

Breakdown of operational expenses (%)

- Personnel expenses
- Logistics expenses
- Depreciation
- Insurance expenses
- Consulting expenses
- IT expenses
- Outsourcing expenses
- Meal expenses
- Security expenses
- Corporate communication expenses
- Other

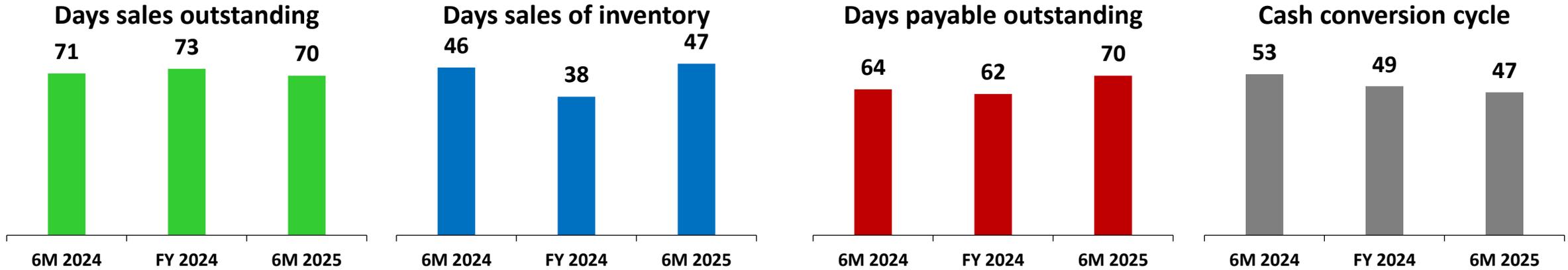


Personnel and Logistics Expenses

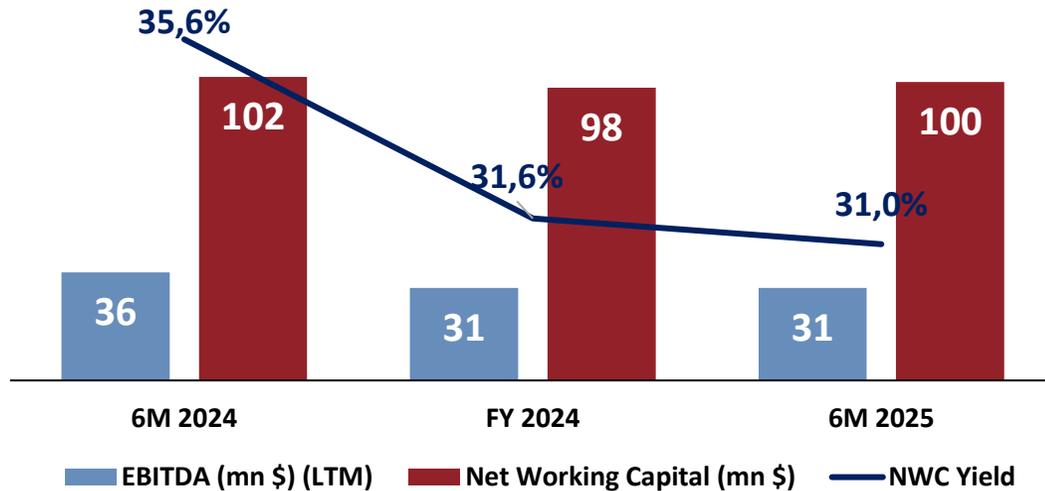


Financial Results – Net Working Capital

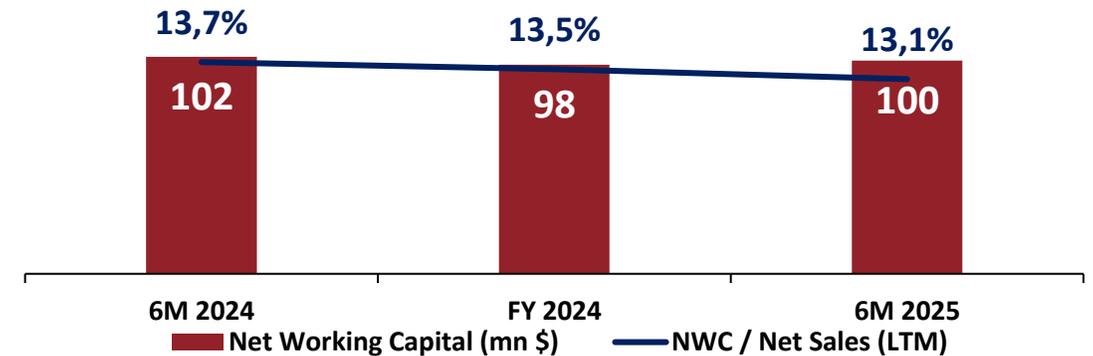
Cash conversion cycle¹



NWC Yield²

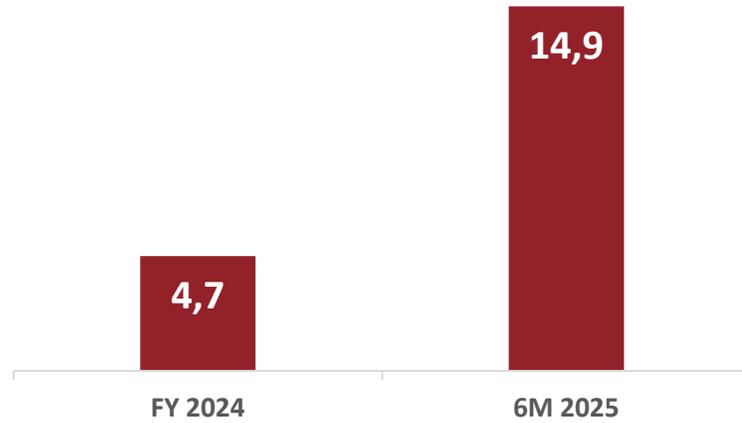


Net Working Capital / Sales

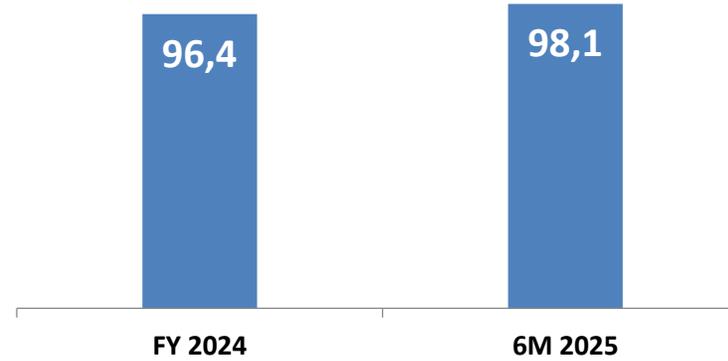


Financial Results – Debt & Equity Structure

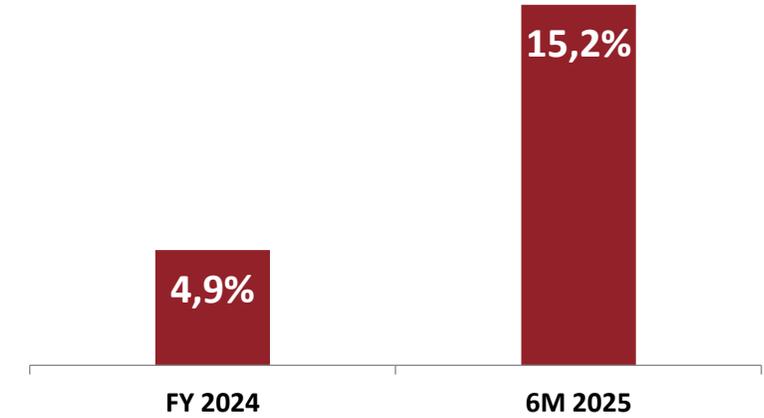
Net Debt (mn \$)



Total Equity (mn \$)



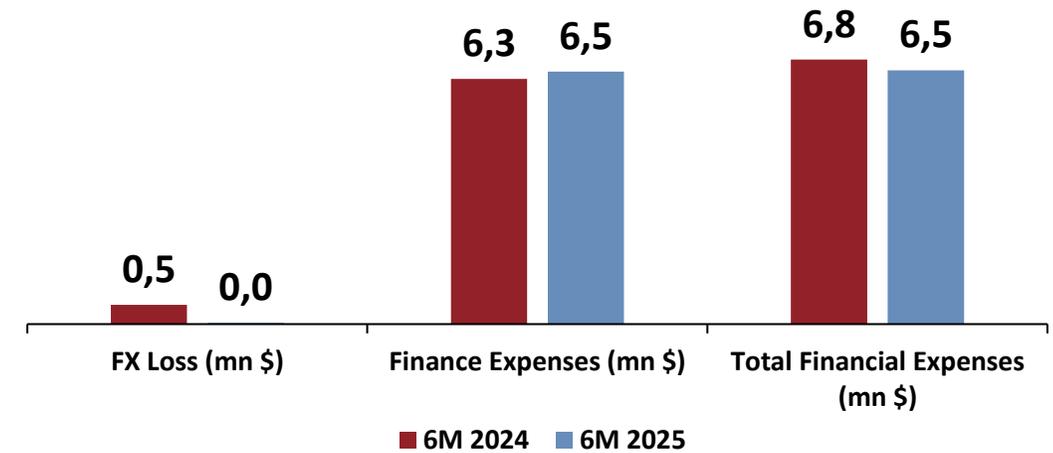
Net Debt / Equity (%)



Financial Debt Structure

mn \$	31 December	30 June
	2024	2025
Bank Loans	-	7,7
Financial payables to Yıldız Holding	19,7	15,7
Lease liabilities (IFRS 16 effect)	2,2	2,1
Total financial debt	21,9	25,5
Cash and cash equivalents (-)	(17,2)	(10,6)
Net financial debt	4,7	14,9

Financial Expenses



Financial Results – Comprehensive Income

	TRY mn. 01.01.2025 - 30.06.2025	TRY mn. 01.01.2024 - 30.06.2024	USD mn. 01.01.2025 - 30.06.2025	USD mn. 01.01.2024 - 30.06.2024
PROFIT FOR THE YEAR	61	84	2	3
Currency Translation Differences	434	296	-	-
TOTAL COMPREHENSIVE INCOME	495	380	2	3

- TRY and USD financials may dramatically diverge due to currency translation.
- 434 mn TRY FX gain in TRY financials is reflected in shareholders' equity in the balance sheet.

Q&A

