



Türkiye's Leading Value-Added Technology Distributor

2025 Q3 Webcast Presentation

2025



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Agenda



Business & Sector Overview



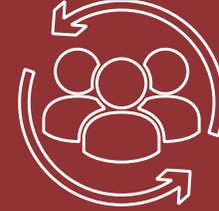
Penta Highlights 2025



40+
global
vendors



14
sole
distributorships



9,000+
customers

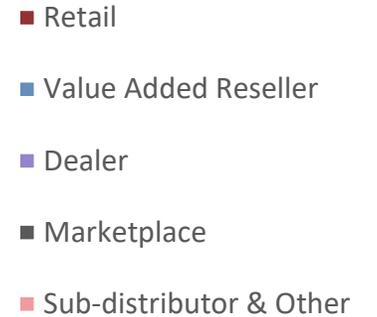
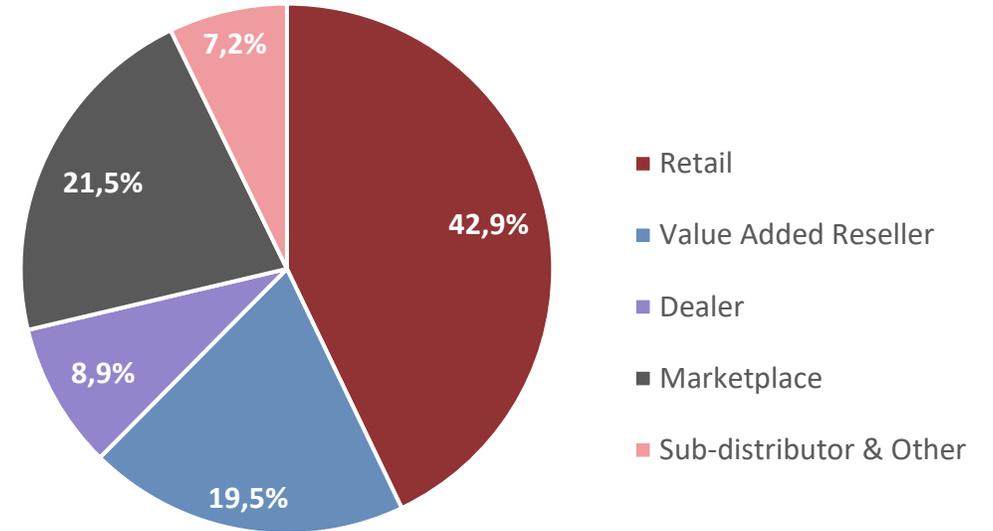
~\$578 mn
Net Sales

7,0%
Gross Profit Margin

3,6%
EBITDA Margin

Diversified Customer Base & Product Portfolio

2025 Q3 Category and Channel Breakdown

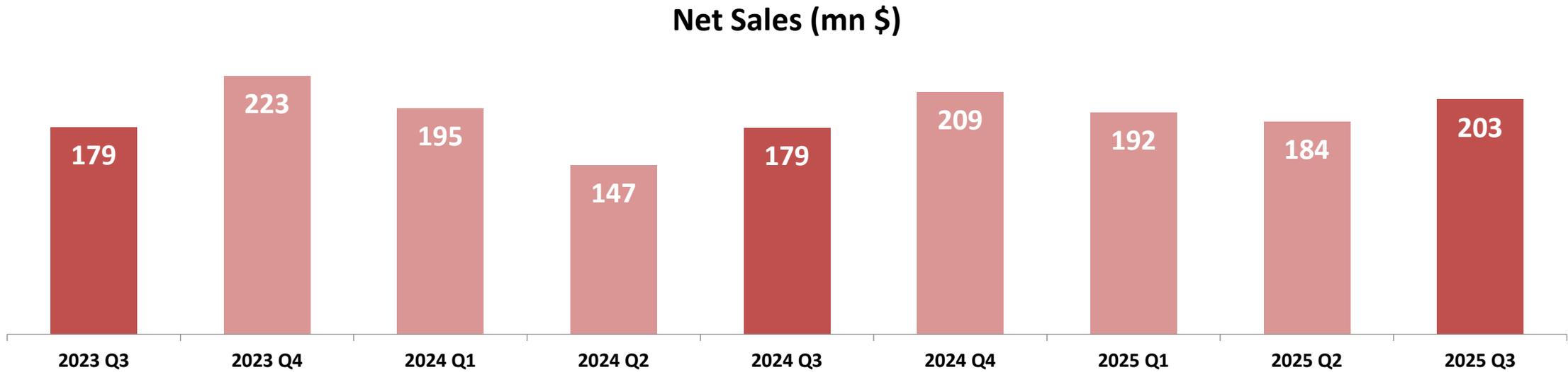
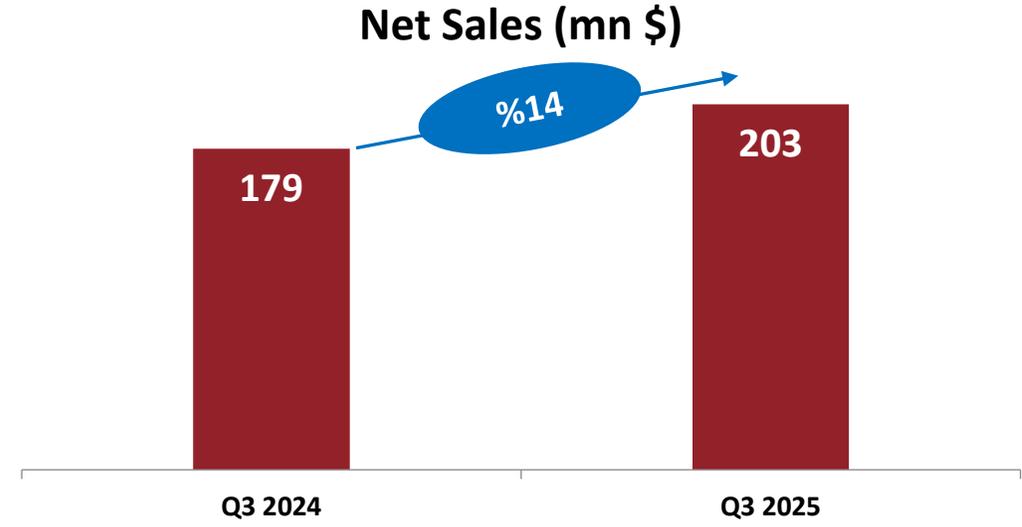
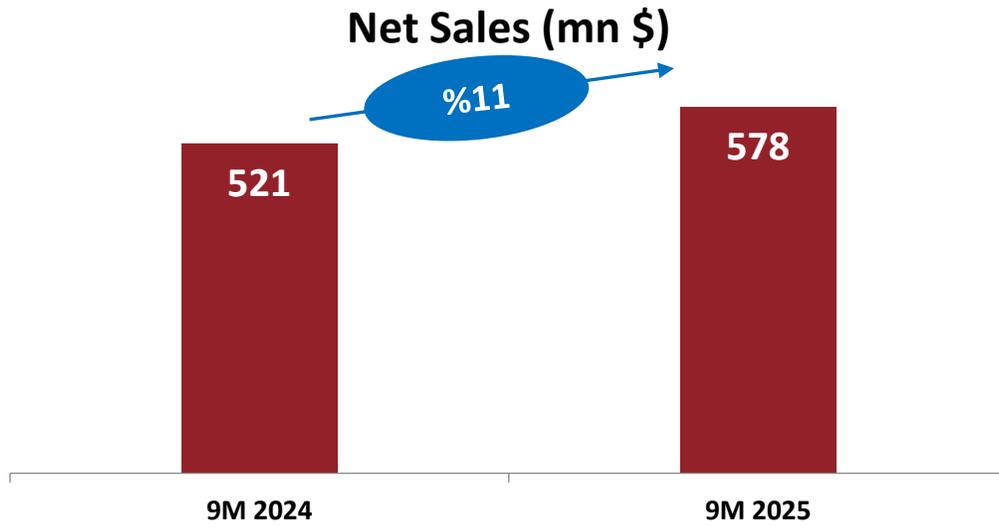


- We aim to have a balanced sales mix on channels and categories and to achieve an outstanding profit margin. In order to accomplish this, we offer value added services to our business partners aligning with their strategies and market requirements.
- We have achieved 16% growth in the Q3 2025 compared to Q3 2024 in our sectoral software business, which provides recurring revenue.
- Growth in the PC and PC Components categories has been noteworthy.
- Individual consumer demand for IT products has found a strong foothold in the Gaming and Accessories categories, which in turn has supported growth in the Retail channel.

Financial Results

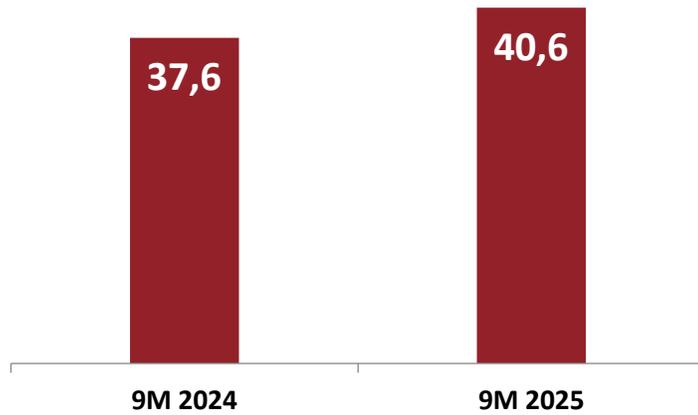


Financial Results – Overview of Sales

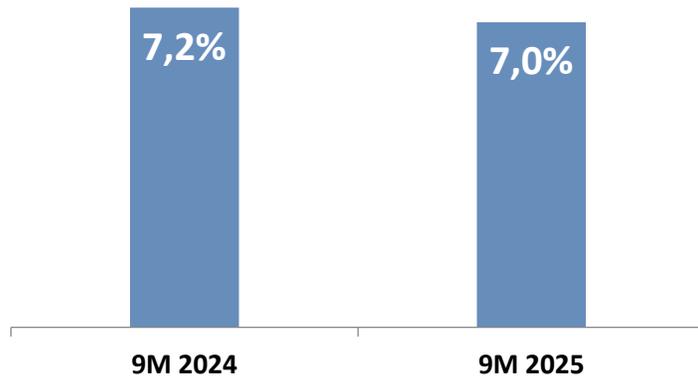


Financial Results – Profitability

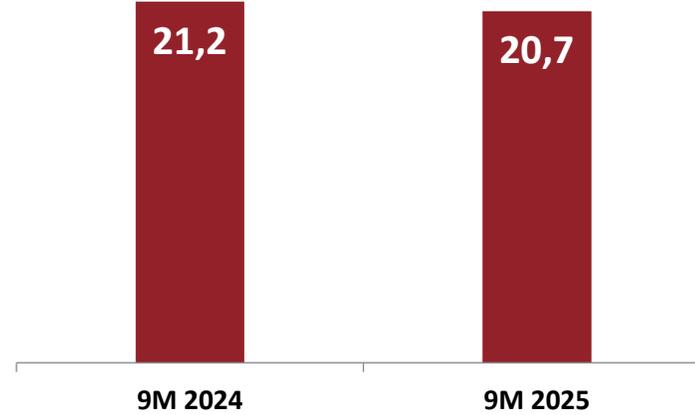
Gross Profit (mn \$)



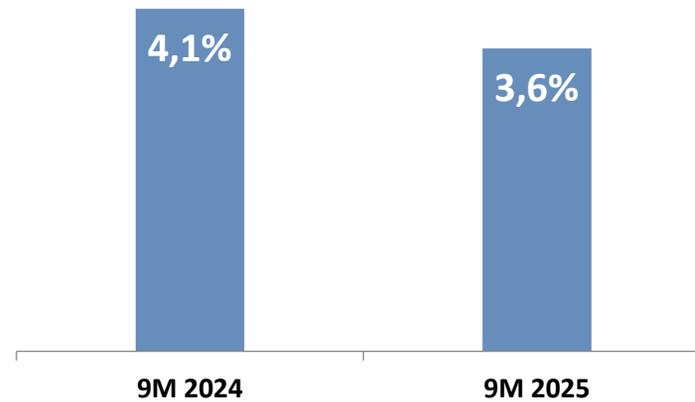
Gross Profit Margin (%)



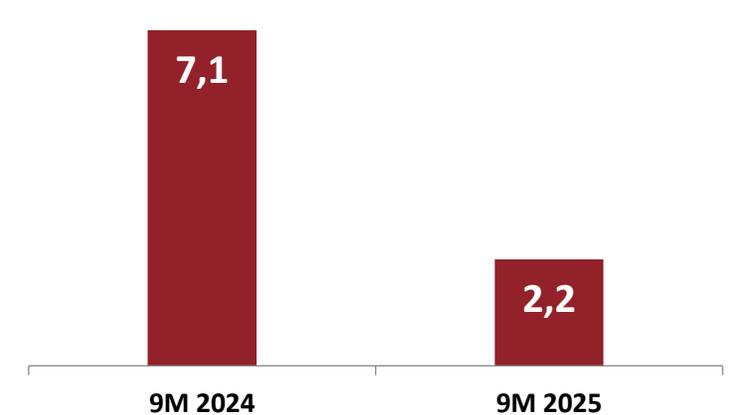
EBITDA (mn \$)



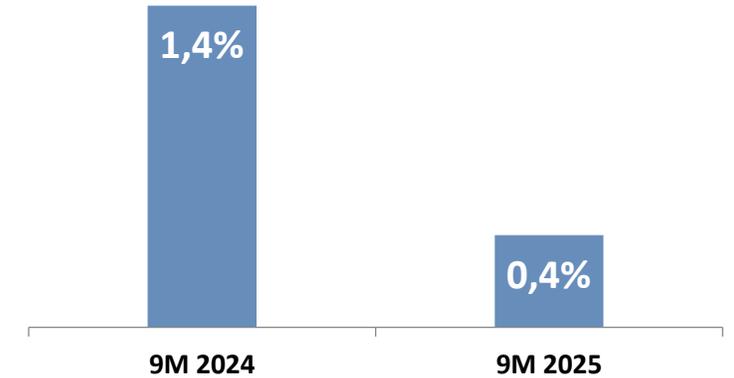
EBITDA Margin (%)



Net Income (mn \$)



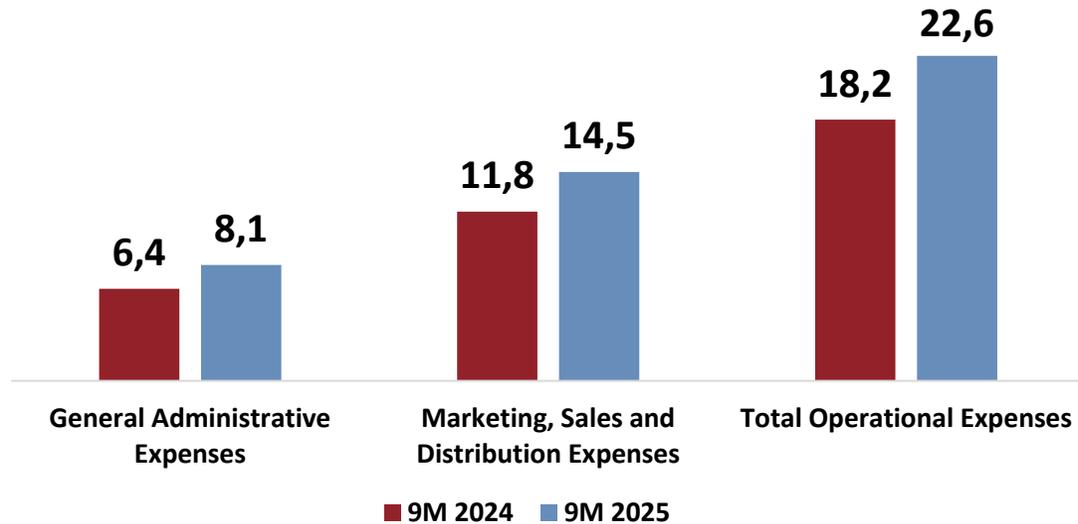
Net Income Margin (%)



EBITDA: Gross Profit – Operational Expenses + Depreciation & Amortisation

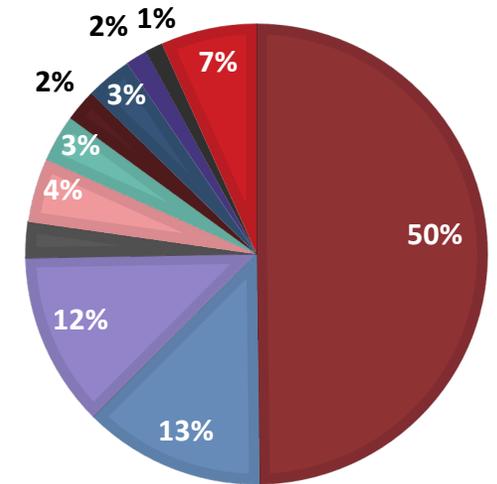
Financial Results – Operational Expenses

Operational Expenses (mn \$)



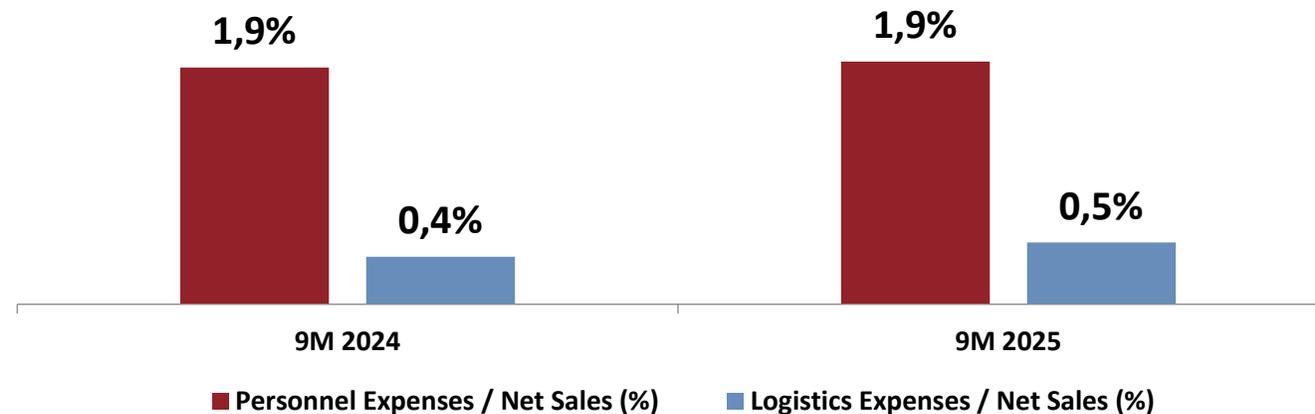
Breakdown of operational expenses (%)

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



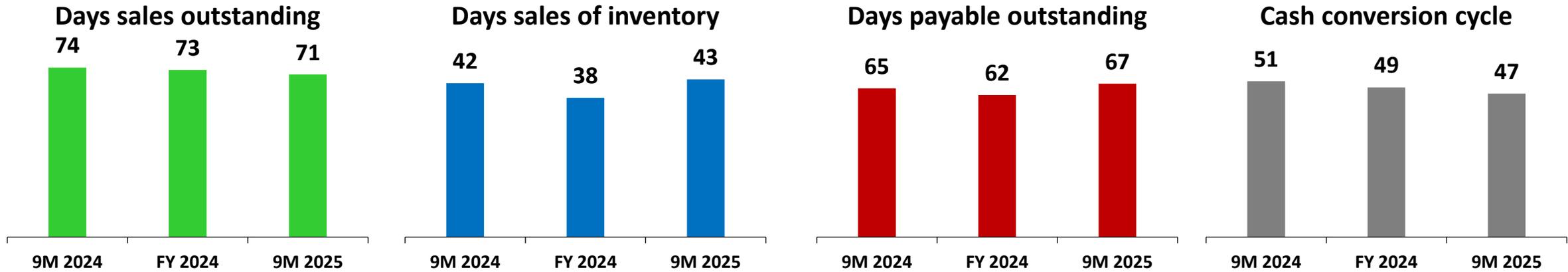
Increase in operational expenses mainly due to inflation in local currency exceeding the devaluation rate.

Personnel and Logistics Expenses

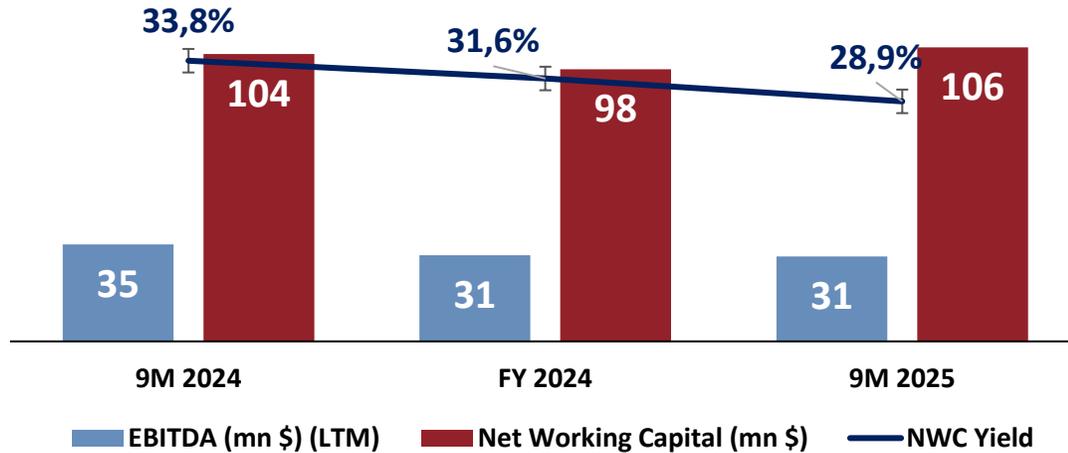


Financial Results – Net Working Capital

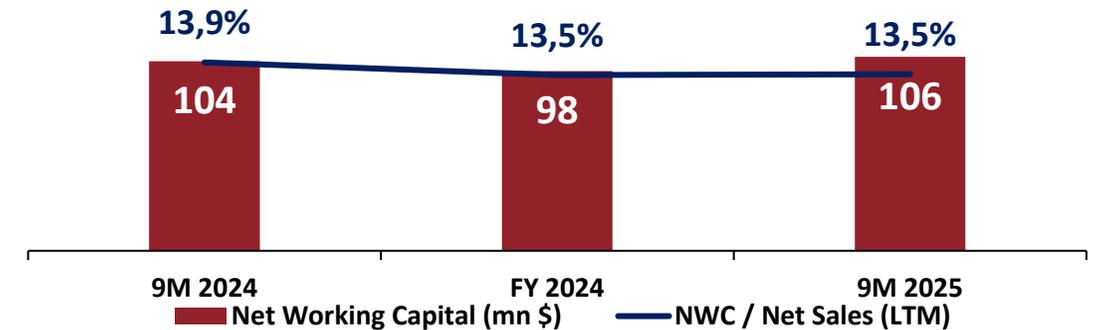
Cash conversion cycle ¹



NWC Yield²

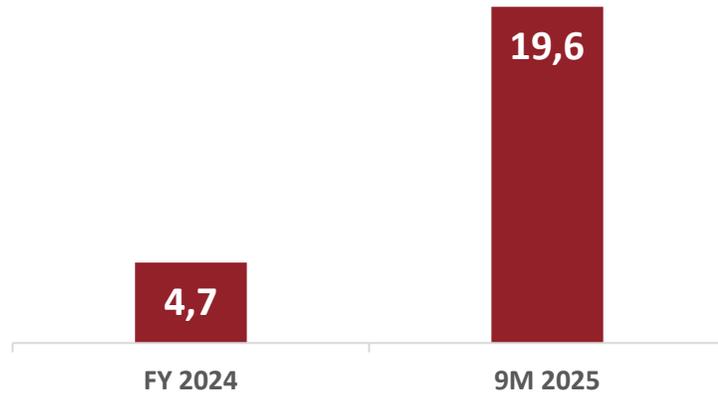


Net Working Capital / Sales

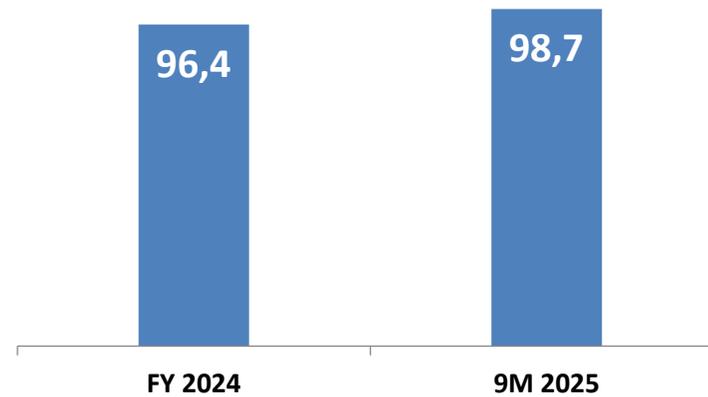


Financial Results – Debt & Equity Structure

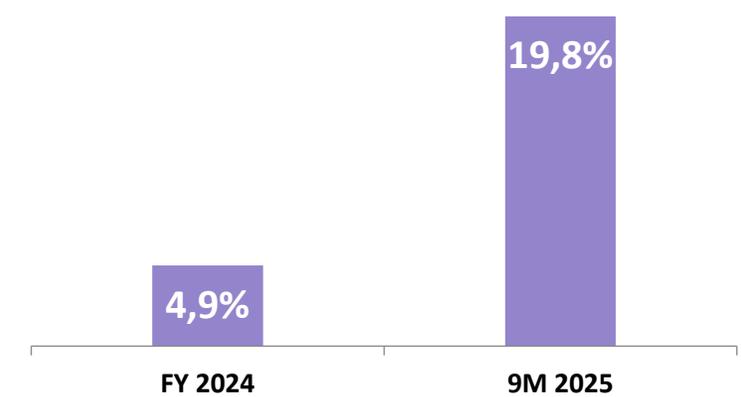
Net Debt (mn \$)



Total Equity (mn \$)



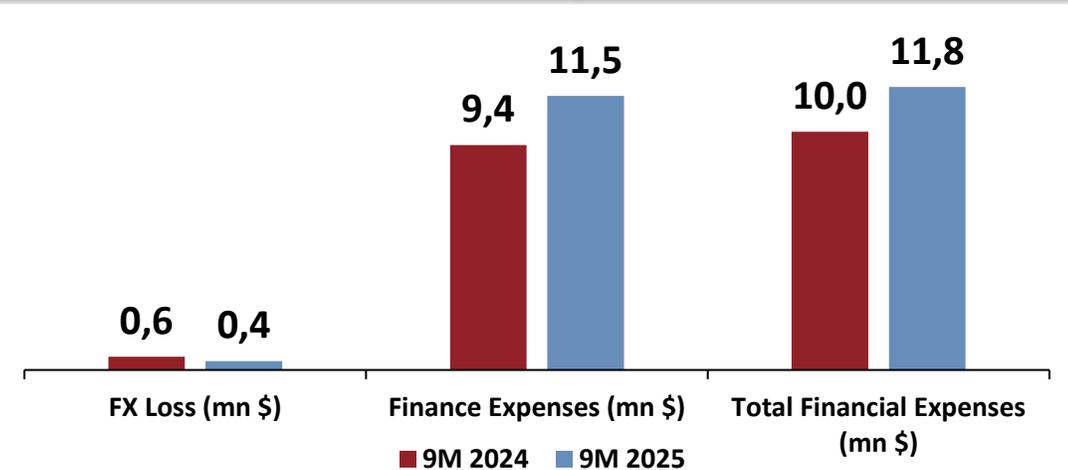
Net Debt / Equity (%)



Financial Debt Structure

mn \$	31 December	30 September
	2024	2025
Bank Loans	-	7,8
Financial payables to Yıldız Holding	19,7	13,1
Lease liabilities (TFRS 16 effect)	2,2	1,9
Total financial debt	21,9	22,8
Cash and cash equivalents (-)	(17,2)	(3,2)
Net financial debt	4,7	19,6

Financial Expenses



Financial Results – Comprehensive Income

	TRY mn. 01.01.2025 - 30.09.2025	TRY mn. 01.01.2024 - 30.09.2024	USD mn. 01.01.2025 - 30.09.2025	USD mn. 01.01.2024 - 30.09.2024
PROFIT FOR THE YEAR	86	227	2	7
Currency Translation Differences	607	418	-	-
TOTAL COMPREHENSIVE INCOME	694	646	2	7

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

Q&A

