

**-penta®**

**Türkiye's Leading Value-Added  
Technology Distributor**

2025



# Business & Sector Overview

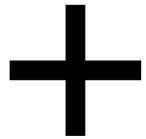


# A Glance at Penta Teknoloji

Leading Value Added  
Distributor



Preferred in the  
Global Market



Expanding Our Brand  
Portfolio



One-Stop-Shop for All Your  
IT Needs

**-penta**

Superior Service Quality



10-to-10 Overnight  
Delivery



Penta My Warehouse

Penta Tech Centers

Having the Highest Sole  
Distributorship Contract

**msi** **logitech** **intel** **AUTODESK**

**xerox** **OKI** **Kodak** **alaris**

**cricut** **ViewSonic** **Lexar**

**exper** **wacom** **asustor**

**ASUS**

\*Partial Sole Distributorship

**YILDIZ** ★ **HOLDING**

# Strong Brand Portfolio & Wide Category Range

3 major divisions, each categorized in line with product & customer requirements

Network & Security & Server & Storage & Software



ENTERPRISE

PC & PC Components & Peripherals & Accessories & Network & Security & Printing & Consumables

Software



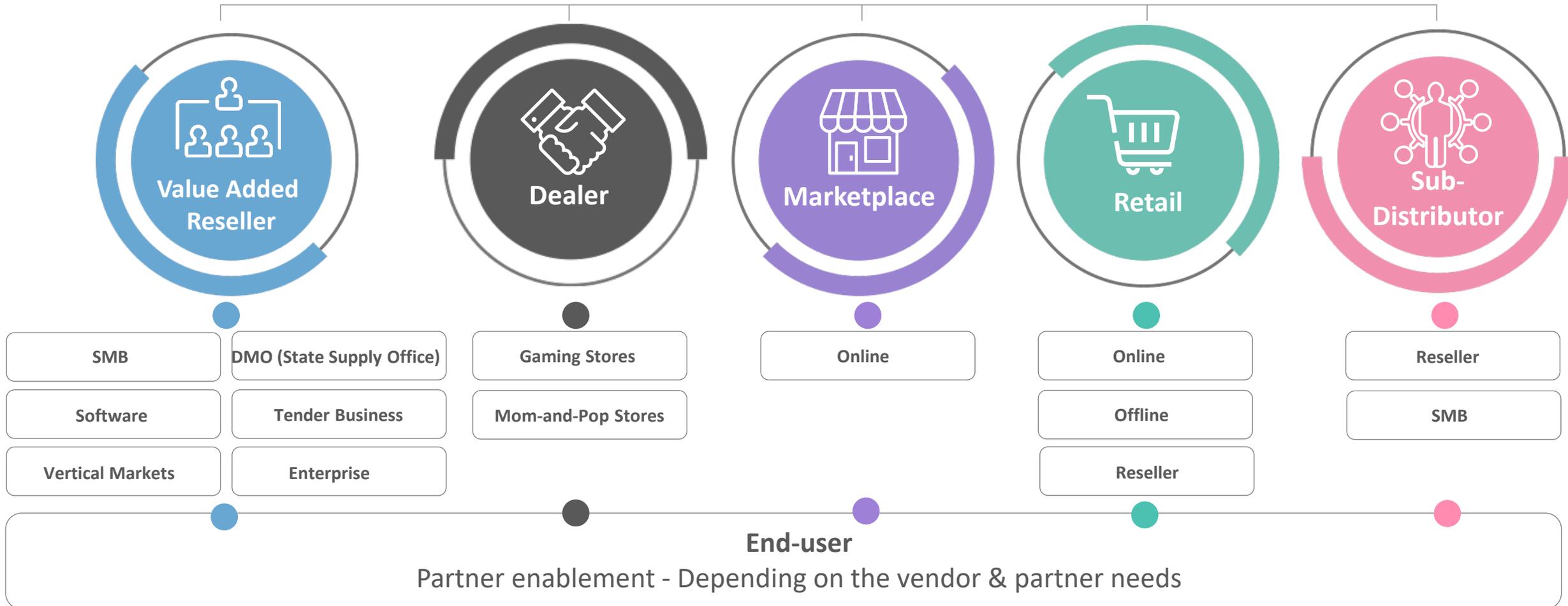
SOFTWARE

BROADLINE



# Go-to-Market Structure

Manage **channel partners** in **5 segments**

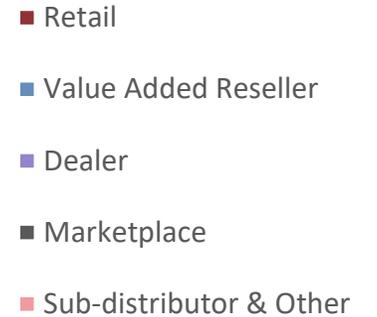
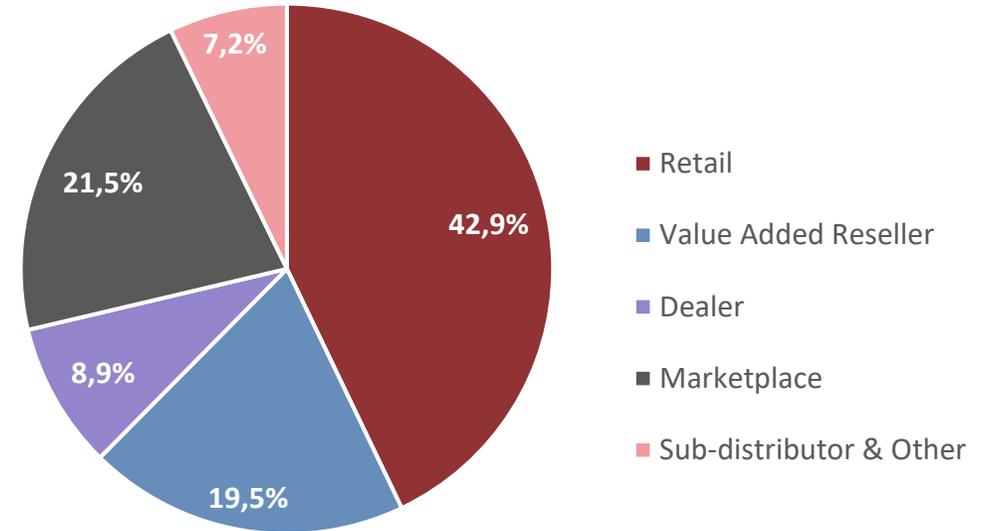


## Financial Results



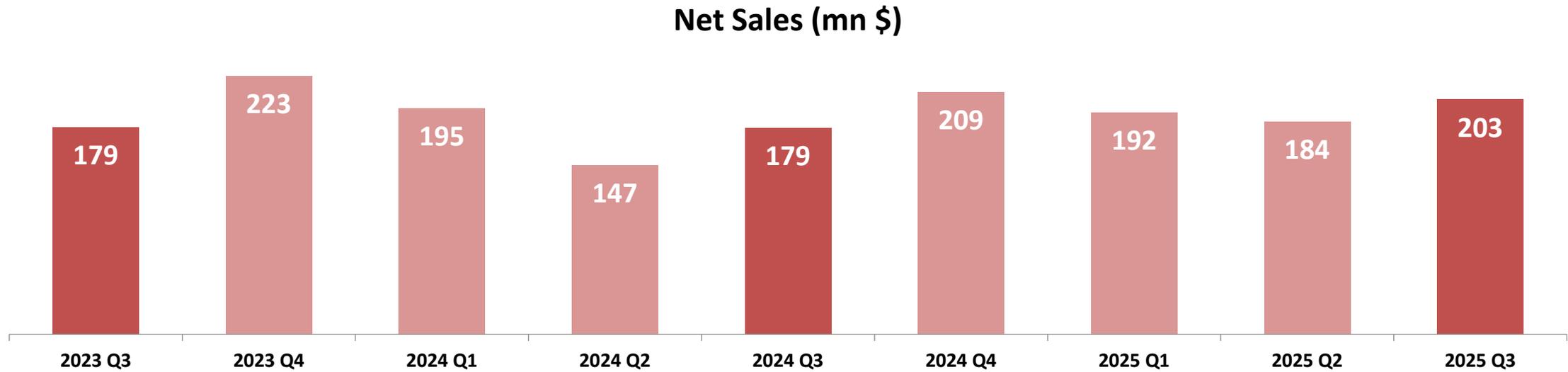
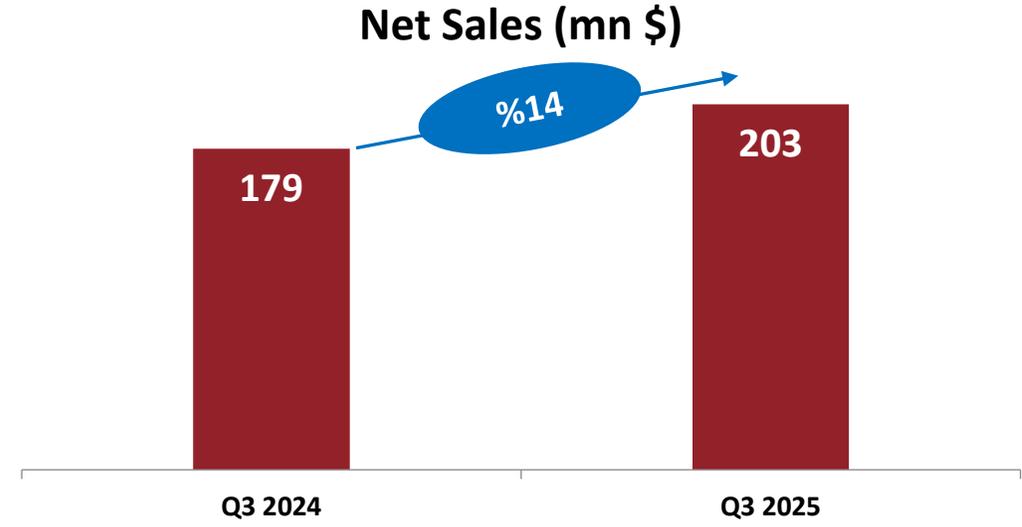
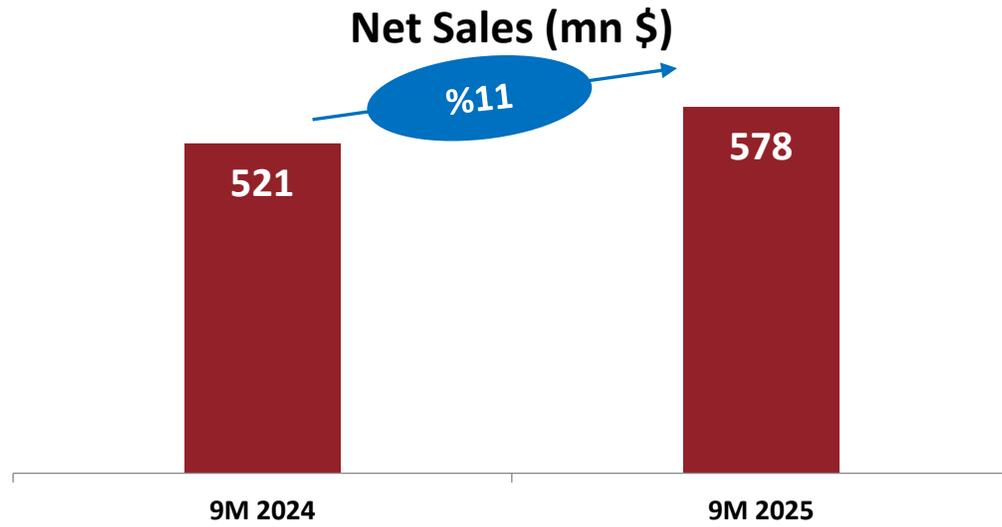
# Diversified Customer Base & Product Portfolio

## 2025 Q3 Category and Channel Breakdown



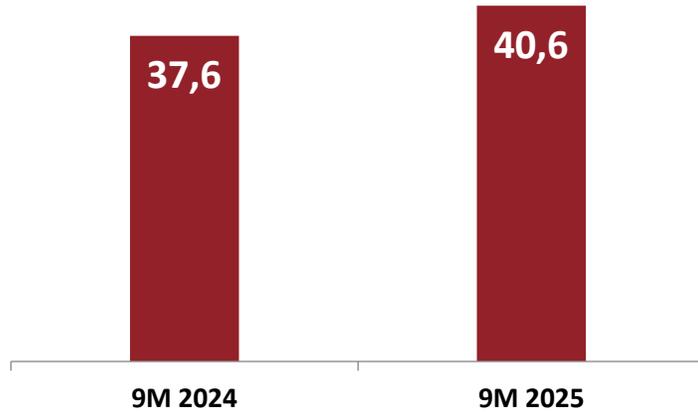
- We aim to have a balanced sales mix on channels and categories and to achieve an outstanding profit margin. In order to accomplish this, we offer value added services to our business partners aligning with their strategies and market requirements.
- We have achieved 16% growth in the Q3 2025 compared 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 – Overview of Sales

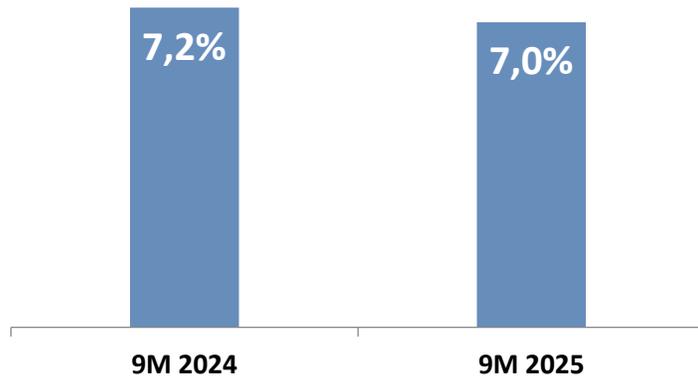


# Financial Results – Profitability

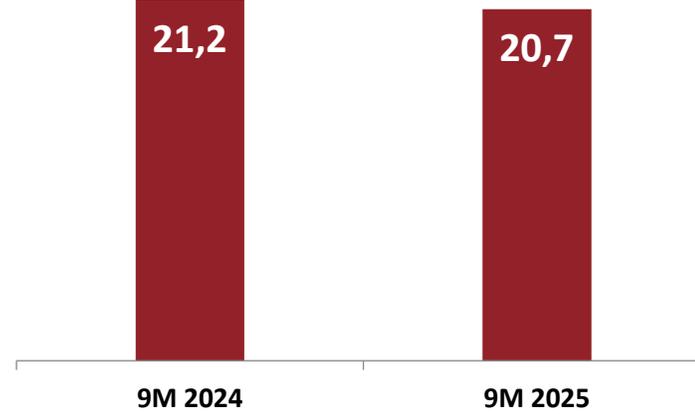
## Gross Profit (mn \$)



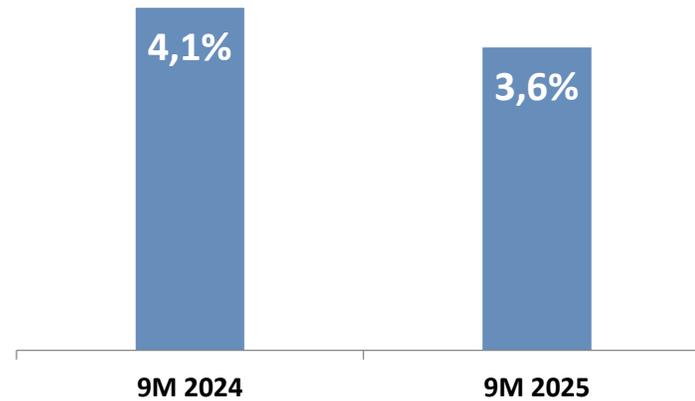
## Gross Profit Margin (%)



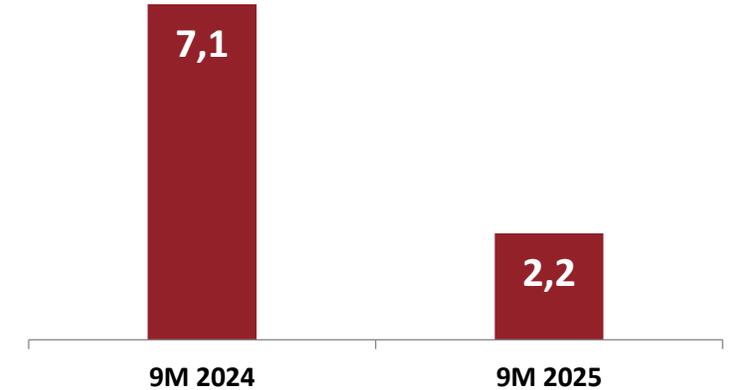
## EBITDA (mn \$)



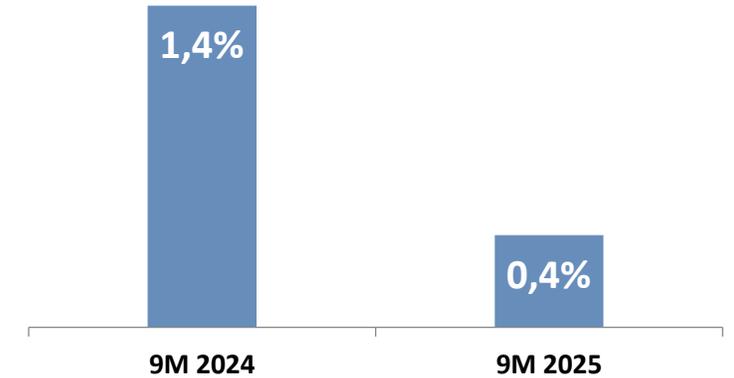
## EBITDA Margin (%)



## Net Income (mn \$)



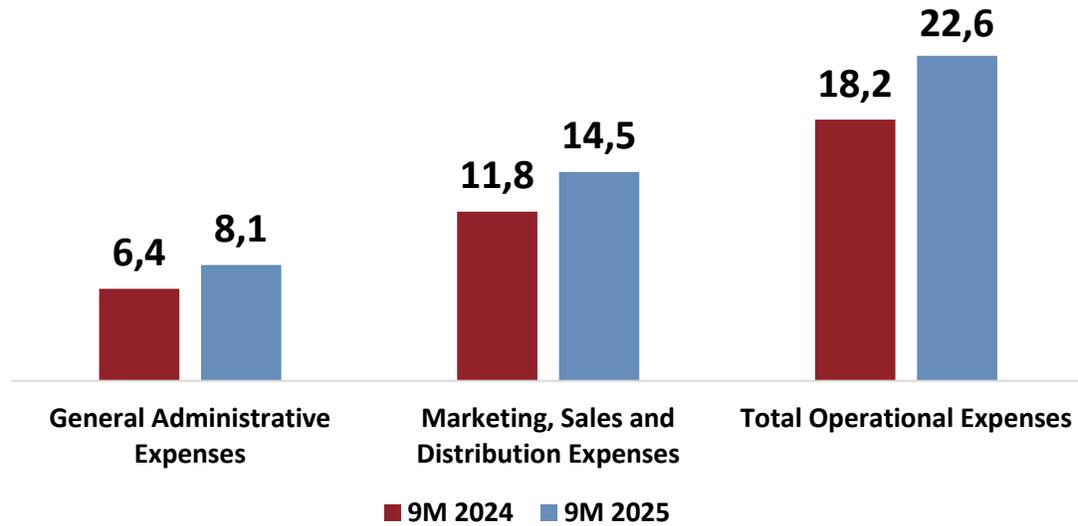
## Net Income Margin (%)



EBITDA: Gross Profit – Operational Expenses + Depreciation & Amortisation

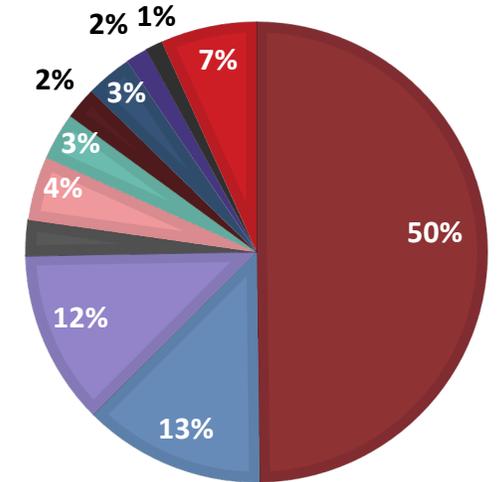
# Financial Results – Operational Expenses

## Operational Expenses (mn \$)



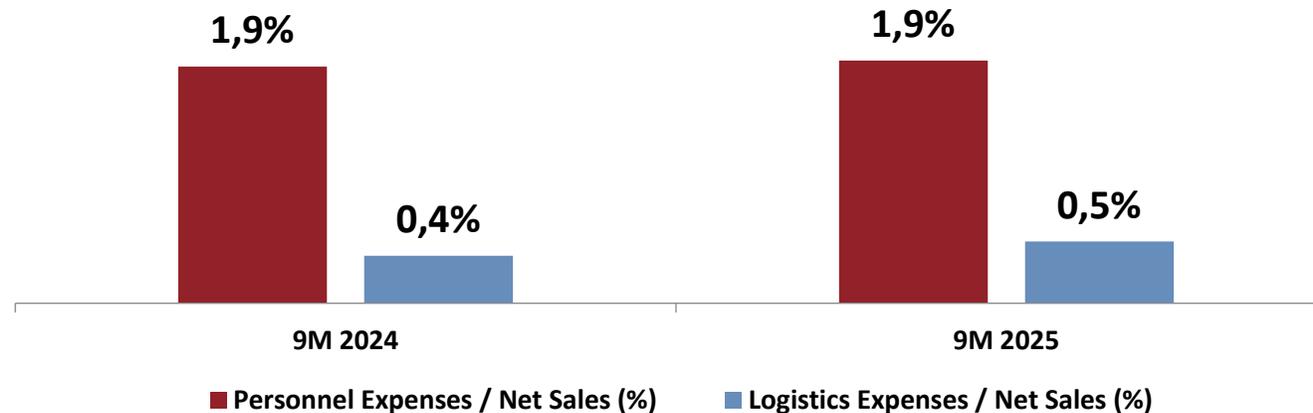
## Breakdown of operational expenses (%)

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



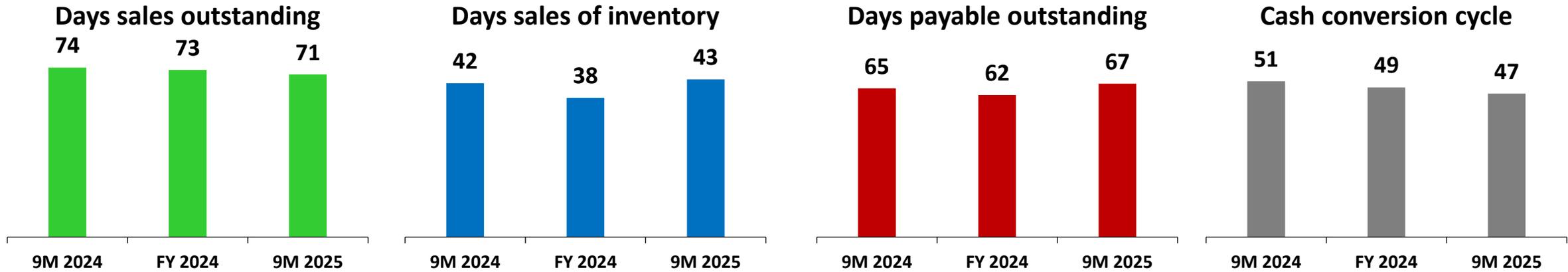
Increase in operational expenses mainly due to inflation in local currency exceeding the devaluation rate.

## Personnel and Logistics Expenses

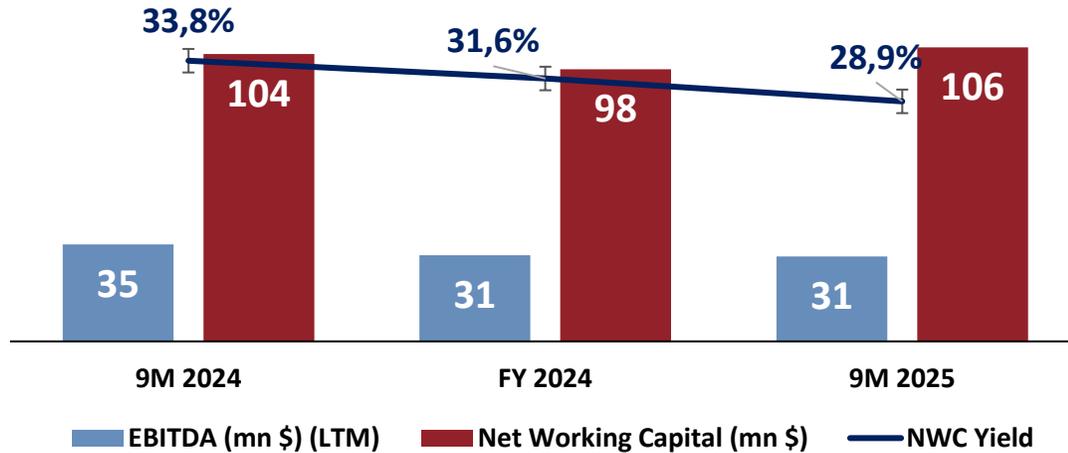


# Financial Results – Net Working Capital

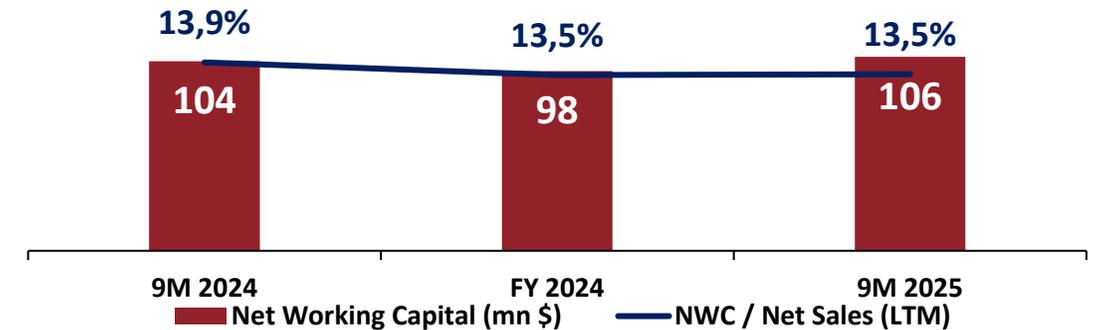
## Cash conversion cycle <sup>1</sup>



## NWC Yield<sup>2</sup>



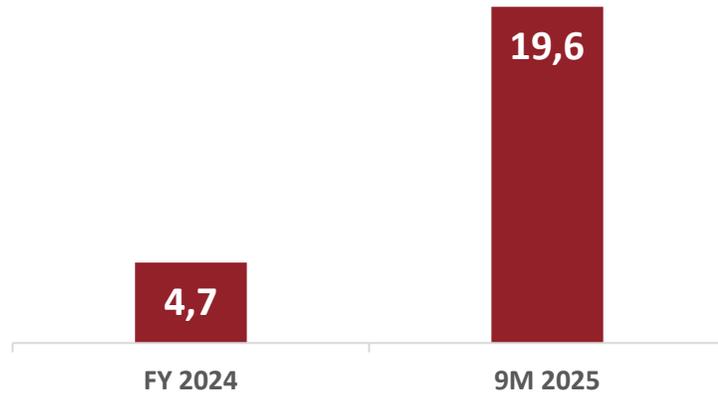
## Net Working Capital / Sales



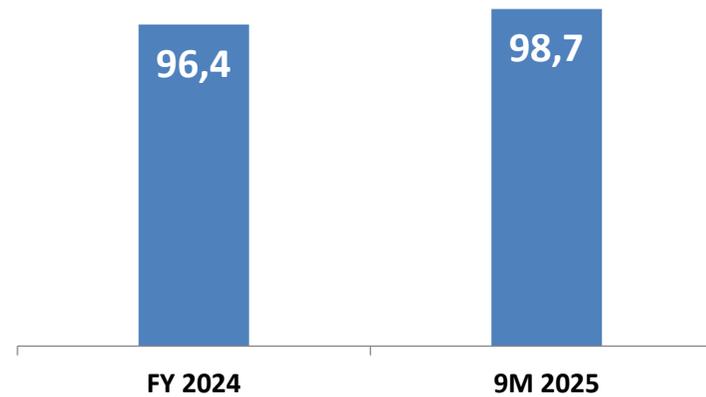
1: DSO = 365 \* (9/12) days (#of days in the period) \* (vat excluded ave. receivables / sales); DIO= 365 \* (9/12) days (#of days in the period \* (ave. inv /COGS);  
 DPO = 365 \* (9/12) days (#of days in the period \* (vat excluded ave. payables /COGS); CCC = DSO + DSI – DPO.  
 2: NWC Yield: EBITDA / Net working capital (TR + Inv. – TP)

# Financial Results – Debt & Equity Structure

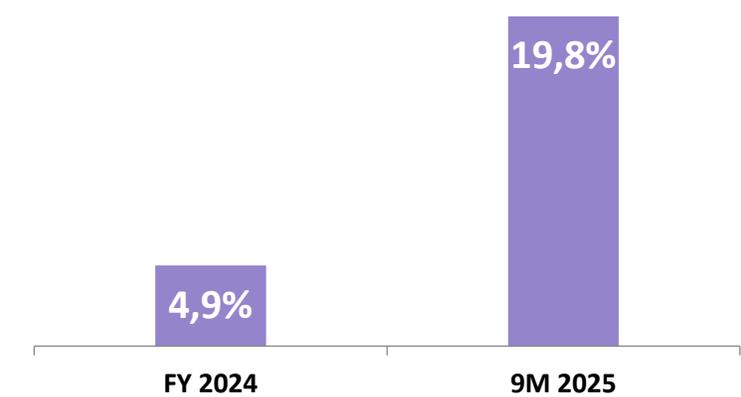
## Net Debt (mn \$)



## Total Equity (mn \$)



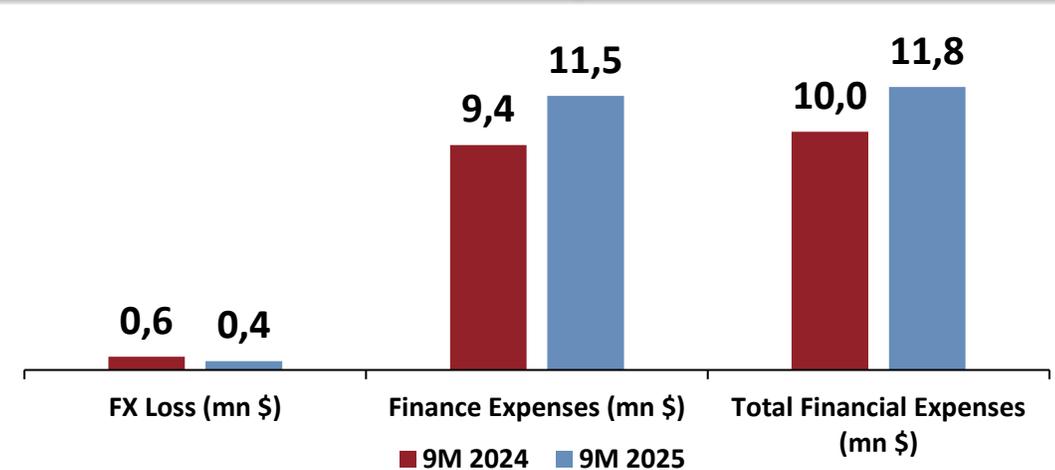
## Net Debt / Equity (%)



## 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
<b>Total financial debt</b>	<b>21,9</b>	<b>22,8</b>
Cash and cash equivalents (-)	(17,2)	(3,2)
<b>Net financial debt</b>	<b>4,7</b>	<b>19,6</b>

## Financial Expenses



# Soru & Cevap

