



Turkey's Leading Value-Added Technology Distributor

Q1 2023 Webcast Presentation

2023



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Agenda

Business & Sector Overview



2023/Q1 Financial Results



Q&A



Business & Sector Overview



Penta Highlights



40+
global
vendors



12
sole
distributorship



9,000+
customers

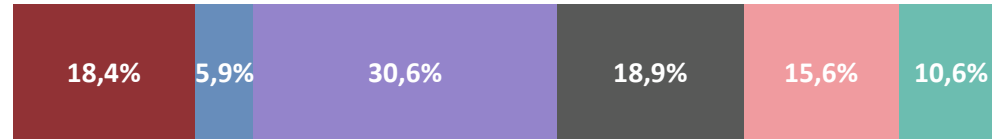
~\$189 mn (\$)
Net Sales

7.1%
Gross Profit Margin

4.7%
EBITDA Margin

Diversified Customer Base & Product Portfolio

2023 Q1 Category and Channel Breakdown



■ Peripherals & Accessories

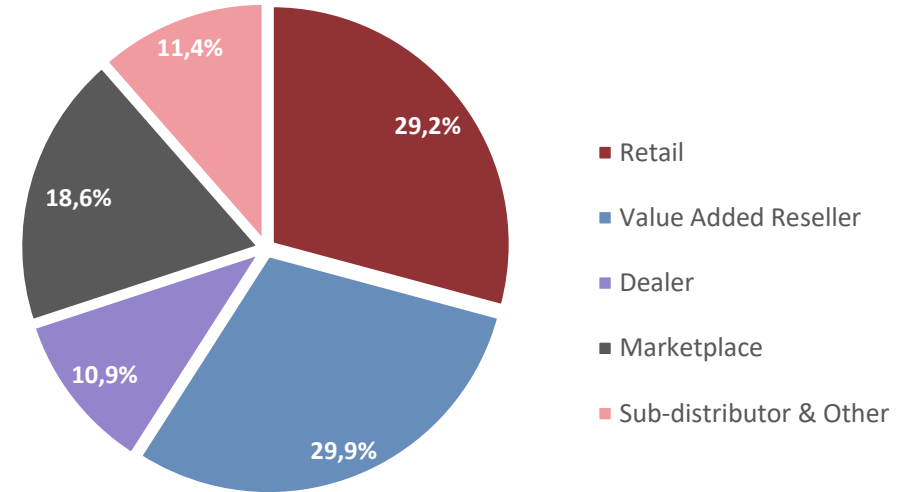
■ Printing Solutions & Consumables

■ PC

■ PC Components

■ Server & Storage and Networking

■ Software



■ Retail

■ Value Added Reseller

■ Dealer

■ Marketplace

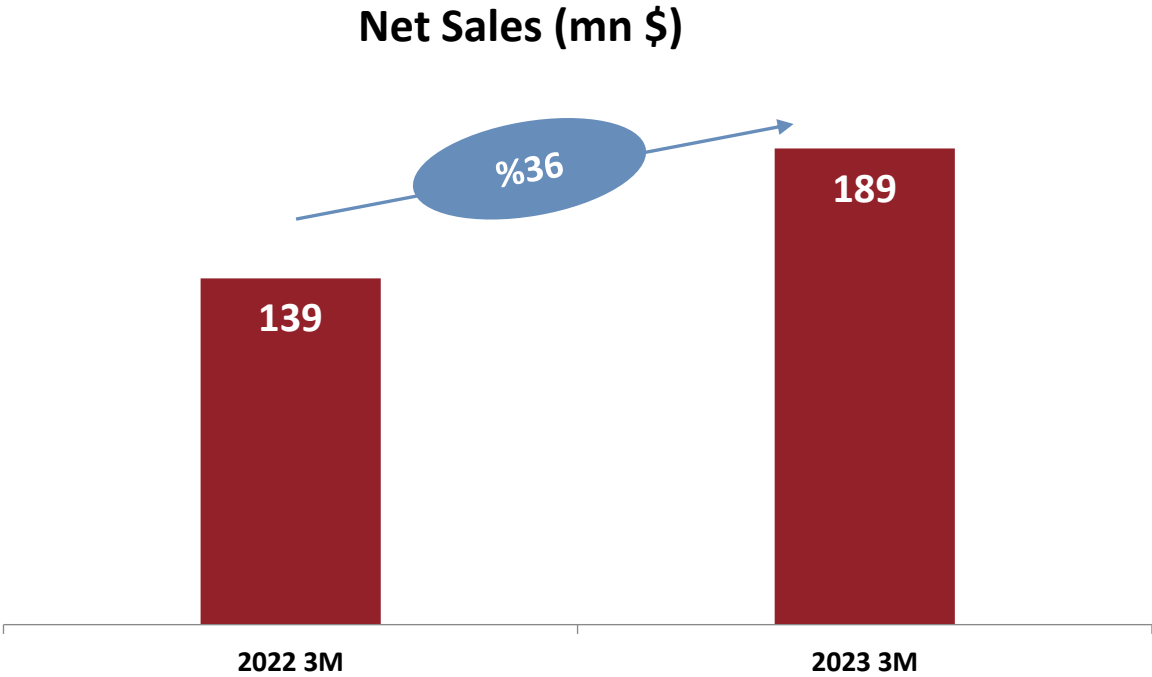
■ Sub-distributor & Other

- 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 28% growth in our sectoral software business (recurring revenue).
- There is an increase in demand on the commercial side. The share of value-added resellers continue to expand in Q1 2023. The highlighted categories here are Server & Storage and Software.
- 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.

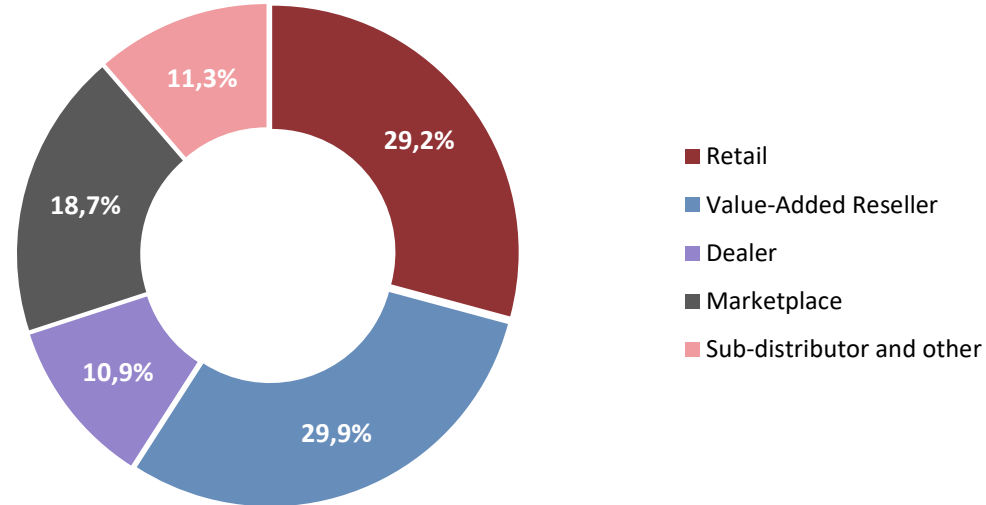
2023/Q1 Financial Results



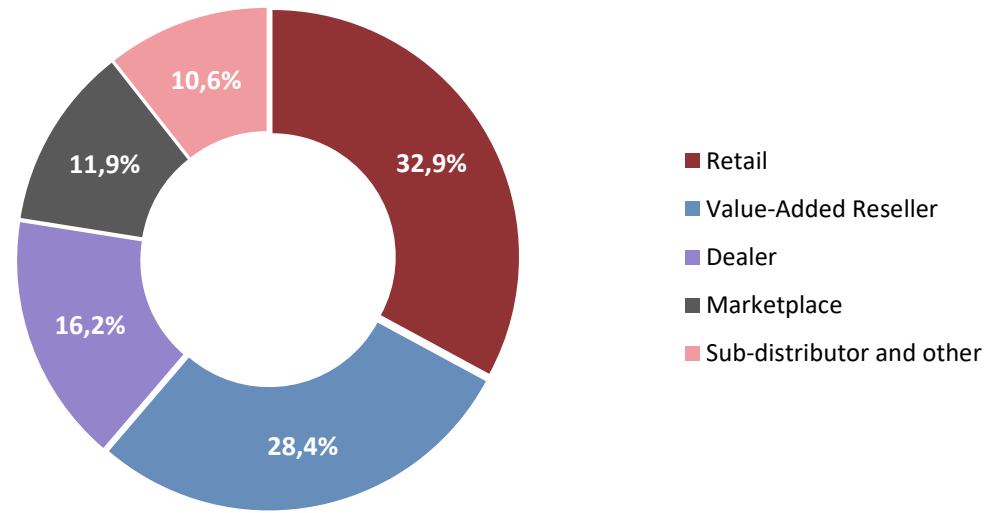
Financial Results – Overview of Sales



2023 3M Sales Breakdown (%)



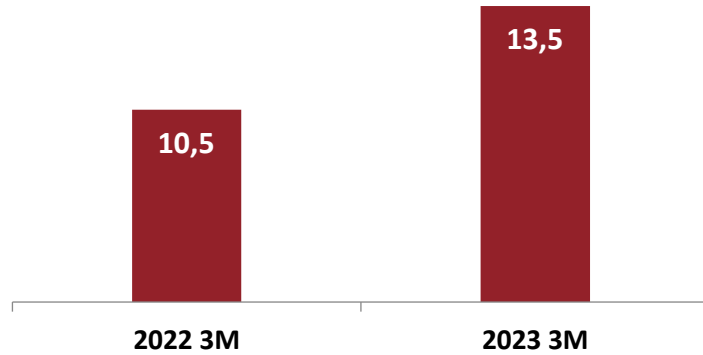
2022 3M Sales Breakdown (%)



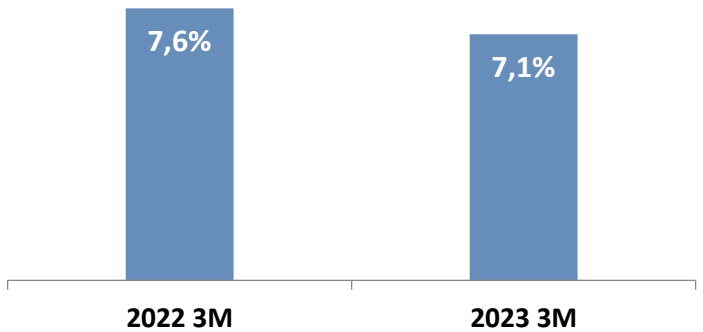
Financial Results – Overview of Profit Ratios

Increase in all profit levels in USD terms

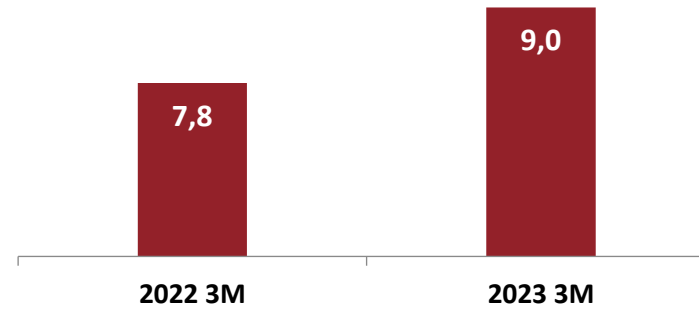
Gross Profit (mn \$)



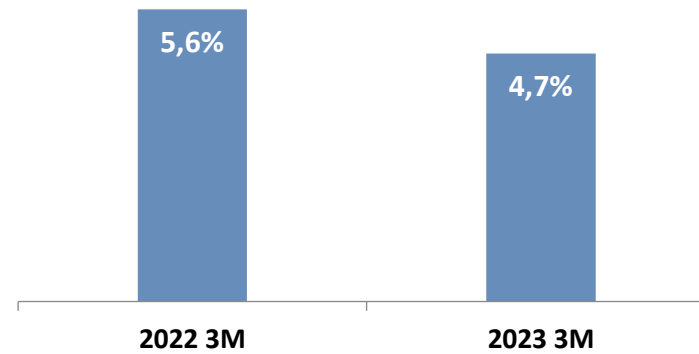
Gross Profit Margin (%)



EBITDA (mn \$)



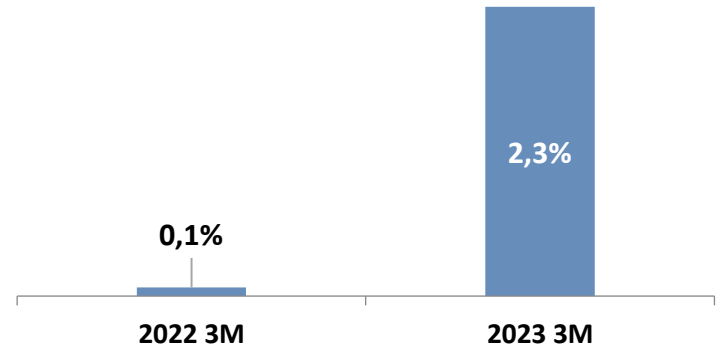
EBITDA Margin (%)



Net Income (mn \$)



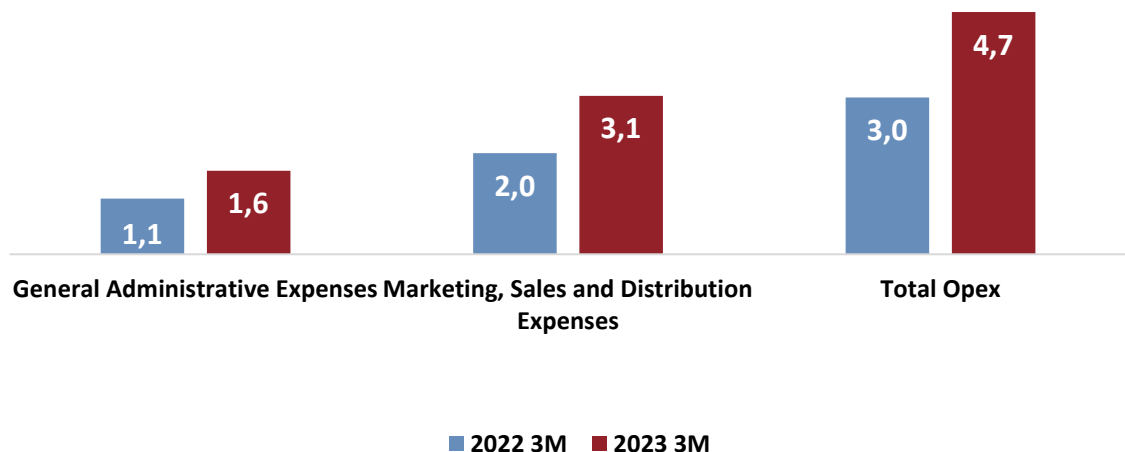
Net Income Margin (%)



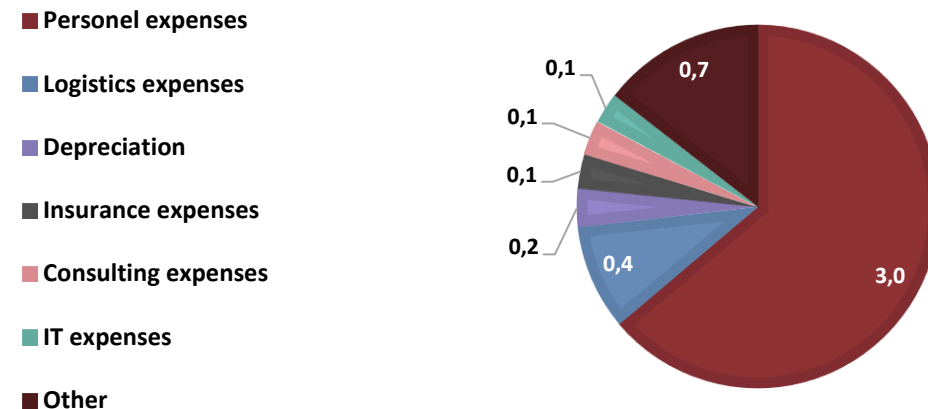
EBITDA: Gross Profit – Operational Expenses + Depreciation & Amortisation

Financial Results – Operational Expenses

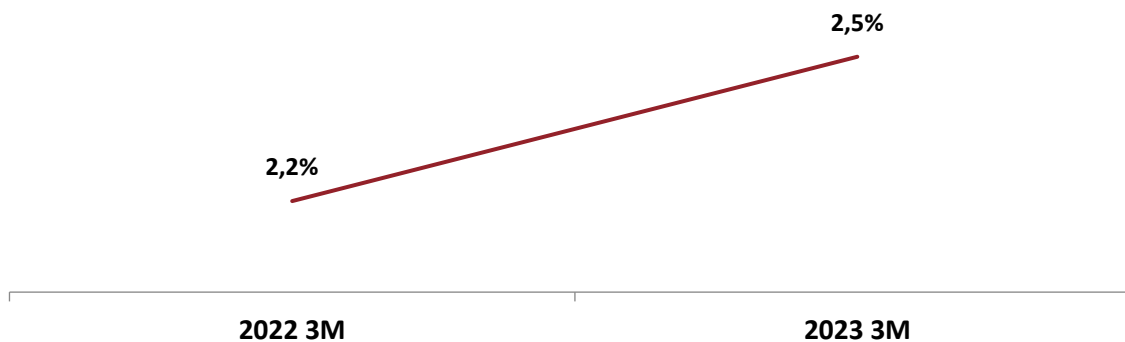
Increase in opex results due to inflation



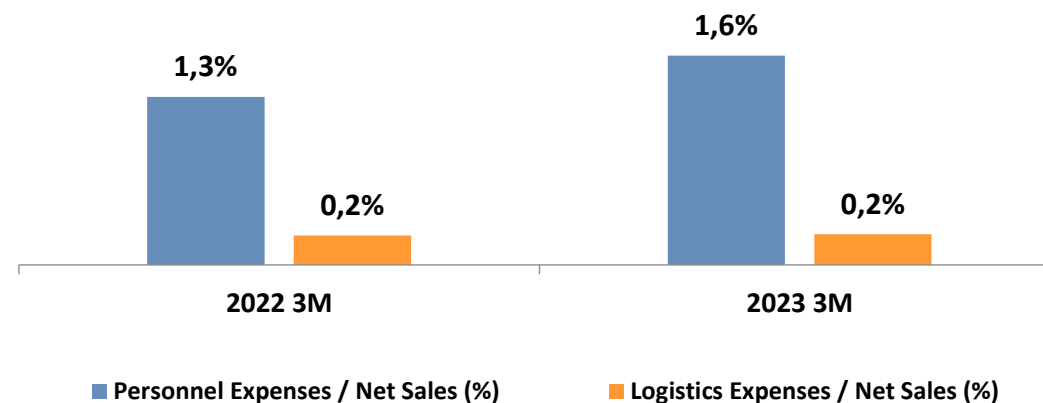
Breakdown of Operational Expenses (mn \$)



SG&A expenses (% of Net Sales)

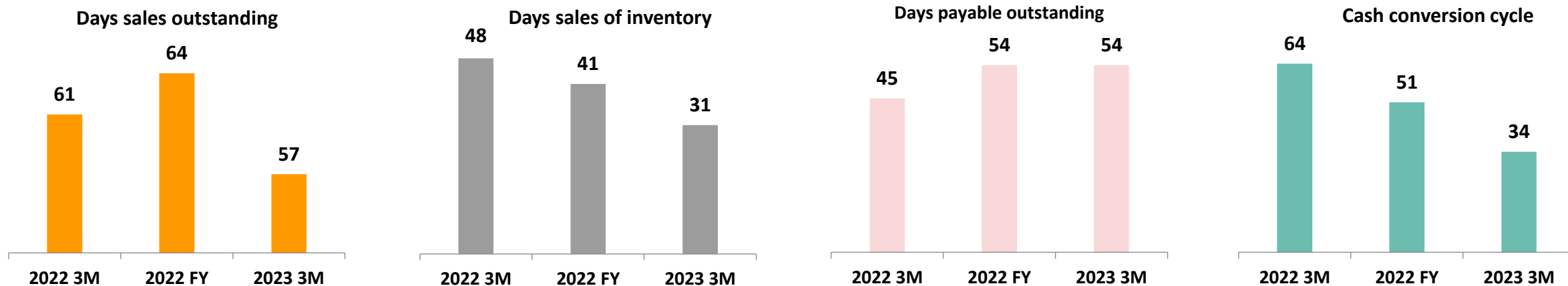


Personnel expenses and logistics expenses (% of Net Sales)

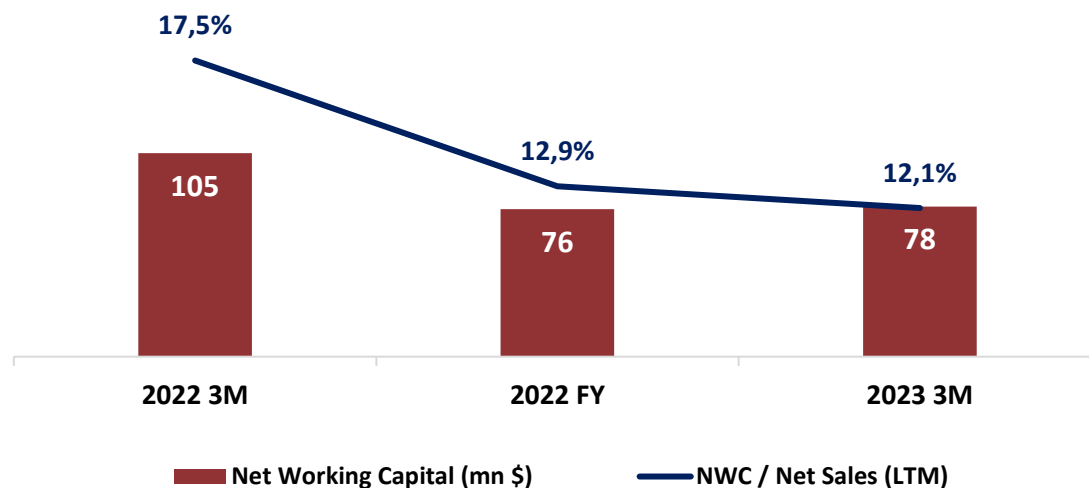


Financial Results – Net Working Capital

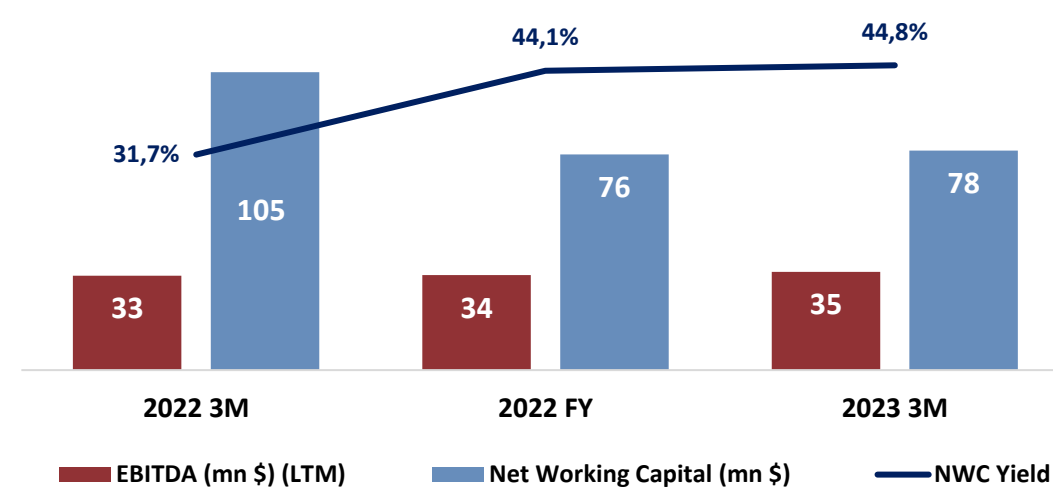
Cash conversion cycle¹



Net Working Capital / Sales



NWC Yield²



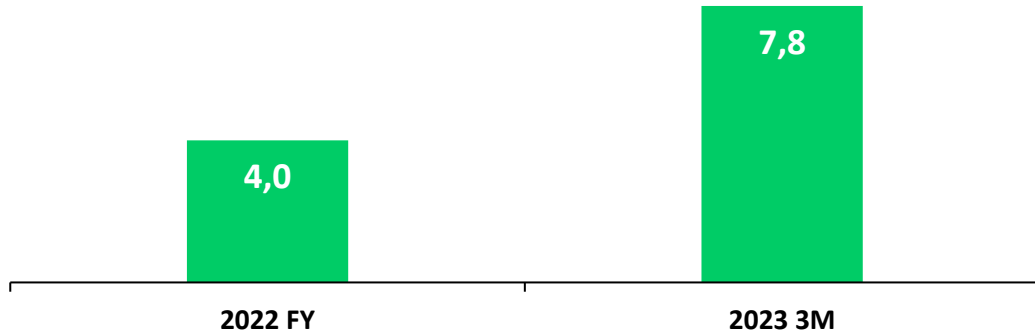
1: DSO = 365 days (#of days in the period) * (ave. receivables / sales); Days sales of inventory = 365 (#of days in the period) * (ave. inv / COGS); DPO = 365 (#of days in the period) * (ave. payables / COGS); CCC = DSO + DSI – DPO. VAT ignored in all calculations.

2: NWC Yield: EBITDA / Net working capital (TR +inv – TP)

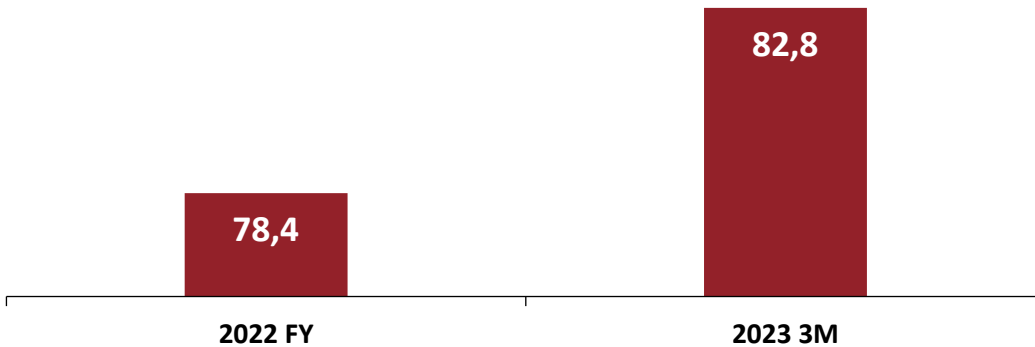
Financial Results – Debt & Equity Structure

Penta Teknoloji maintained its net cash position

Net Cash (mn \$)



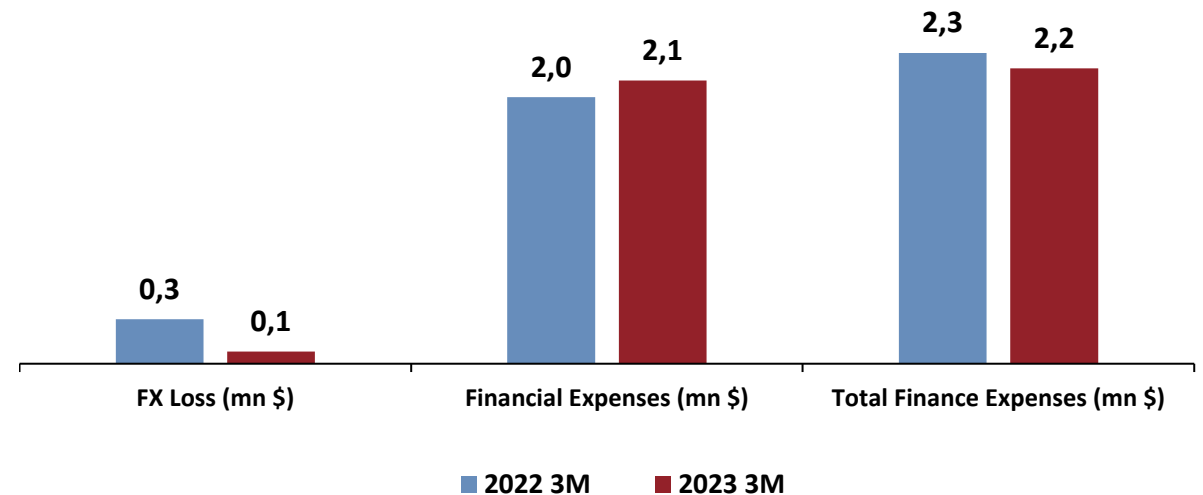
Total Equity (mn \$)



Financial Debt Structure

mn \$	31 December	31 March
	2022	2023
Financial payables to Yıldız Holding	29,8	27,6
Lease liabilities (TFRS 16 effect)	1,3	1,1
Total financial debt	31,1	28,7
Cash and cash equivalents (-)	(35,1)	(36,5)
Net financial debt	(4,0)	(7,8)

Financial Expenses



Financial Results – Comprehensive Income

Net income and comprehensive net income differs dramatically due to CTA

	TRY mn. 01.01.2023 - 31.03.2023	TRY mn. 01.01.2021 - 31.03.2022	USD mn. 01.01.2023 - 31.03.2023	USD mn. 01.01.2021 - 31.03.2022
Revenue	3.564	1.934	189	139
Cost of Sales (-)	(3.309)	(1.787)	(176)	(128)
GROSS PROFIT	255	147	14	11
General Administrative Expenses (-)	(31)	(15)	(2)	(1)
Marketing, Sales and Distribution Expenses (-)	(58)	(27)	(3)	(2)
Other Income From Operating Activities	5	2	0	0
Other Expenses From Operating Activities (-)	(16)	(41)	(1)	(3)
OPERATING PROFIT	156	65	8	5
Income From Investing Activities	7	1	0	0
Finance Income	0	0	0	0
Finance Expenses (-)	(41)	(32)	(2)	(2)
PROFIT BEFORE TAX	122	34	6	2
Tax Expense From Continuing Operations	(40)	(32)	(2)	(2)
PROFIT FOR THE YEAR	82	1	4	0
Currency translation differences	36	95	-	-
OTHER COMPREHENSIVE INCOME	36	95	-	0
TOTAL COMPREHENSIVE INCOME	119	97	4	0

□ 36m TRY translation
difference in TRY tables

Q&A

