



# Turkey's Leading Value-Added Technology Distributor

Q1 2022 Webcast Presentation

2022



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Business & Sector Overview



Q1 2022 Financial Results



Q&A



# Penta Highlights



**40+**  
global  
vendors



**14**  
sole  
distributorship



**9,000+**  
business partners









**~\$139 mn (\$)**  
Net Sales

**7.6%**  
Gross Profit Margin  

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**5.6%**  
EBITDA Margin

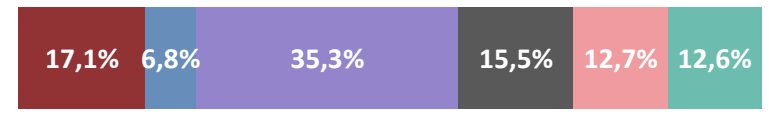
# Unique Business Model Drives Growth and Profitability

Value Added Services			Strategic Corporate Acquisitions	Strong Management and Talented Employees
Extensive Cooperation	Superior Logistics	Digitalization		
 <p>Customer solutions</p>	 <p>Penta MyWarehouse</p>	 <p>Bayinet</p>	 <p>Efficient integration</p>	 <p>Valuable talent acquired and retained</p>
 <p>Penta Tech Center</p>	 <p>10-to-10 overnight delivery</p>	<p>CRM</p> <p>Integration with vendors and customers</p> <p>Subscription services</p>	 <p>New segments &amp; brands</p>	<p>359<sup>1</sup> competent and loyal employees (average seniority of 9.5 years)</p>

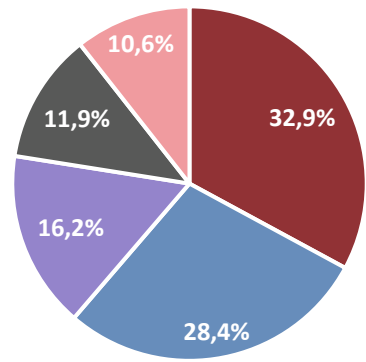
<sup>1</sup> As of 31.03.2022

# Diversified Customer Base & Product Portfolio

## 2022 Q1 Category and Channel Breakdown



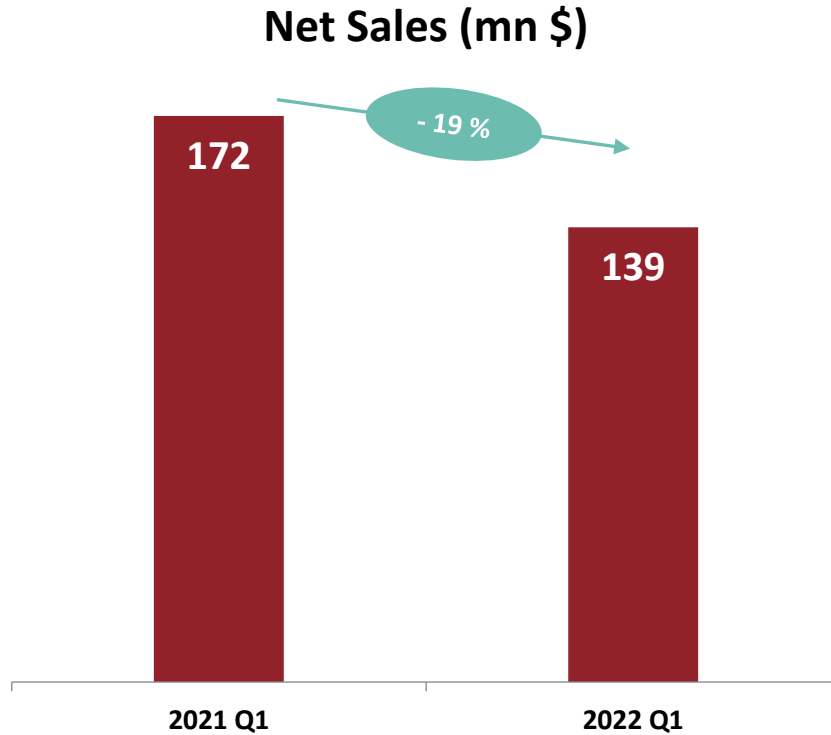
- Peripherals & Accessories
- Printing Solutions & Consumables
- PC
- PC Components
- Server & Storage and Networking
- Software



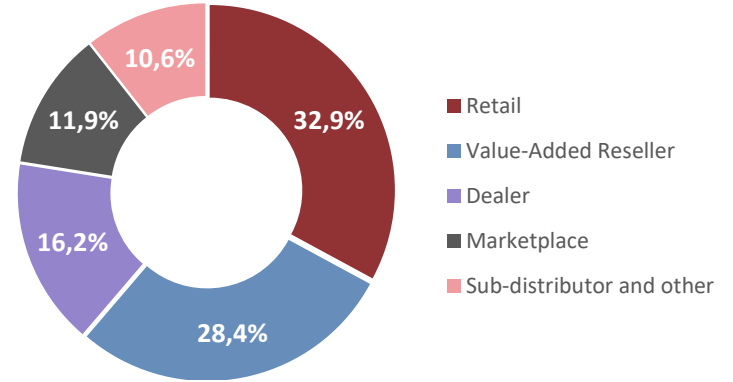
- Retail
- Value Added Reseller
- Dealer
- Marketplace
- Sub-distributor & Other

- 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 9% growth in our sectoral software business (recurring revenue)
- The demand in commercial categories such as server and storage is in rise.

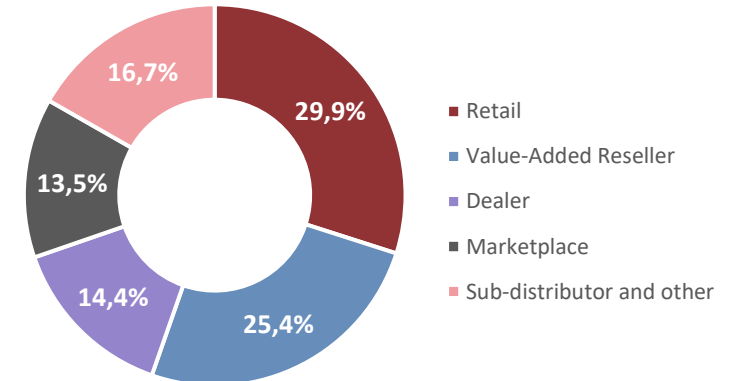
# Financial Results – Overview of Sales



## 2022 Q1 Sales Breakdown (%)

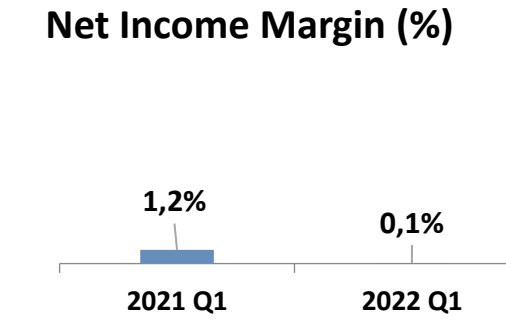
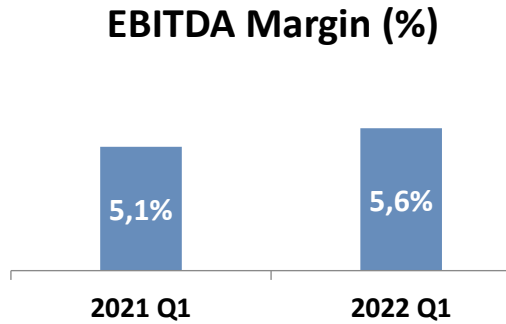
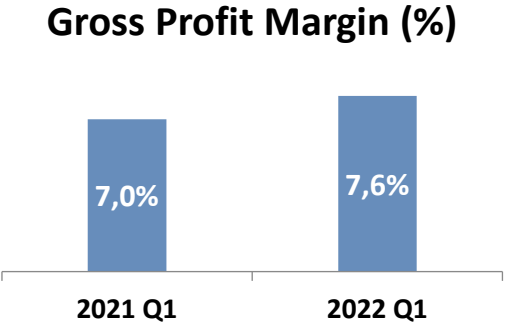
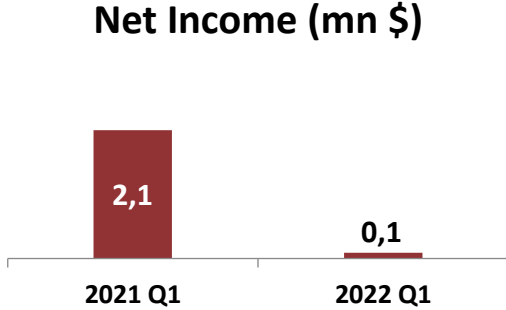
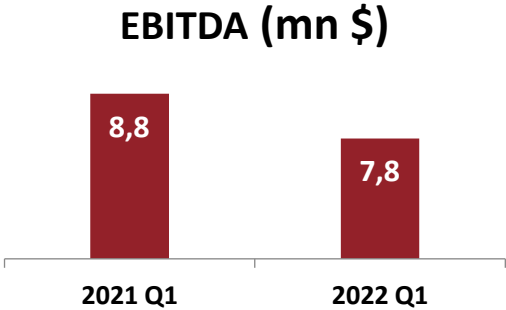
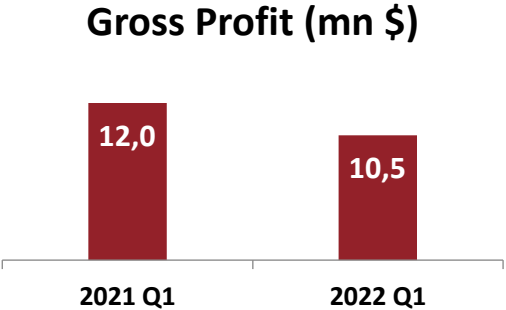


## 2021 Q1 Sales Breakdown (%)



# Financial Results – Overview of Profit Ratios

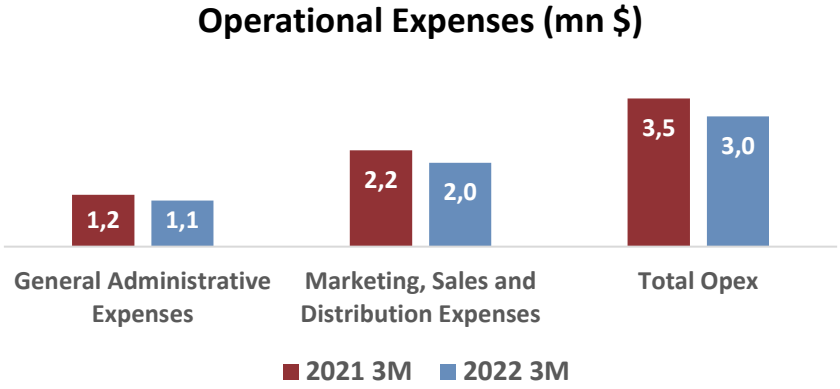
Decrease in gross profit and EBITDA levels; but performing higher margins.  
Lower net profit in the bottom-line mainly due to significant CIT expense in Q1



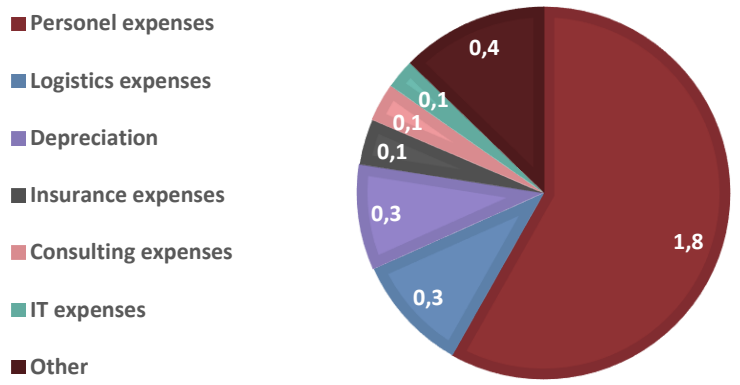


# Financial Results – Operational Expenses

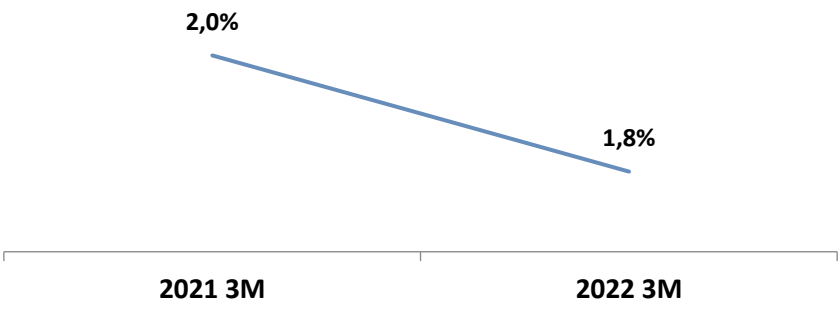
## TL based opex result in improvement in SG&A expenses



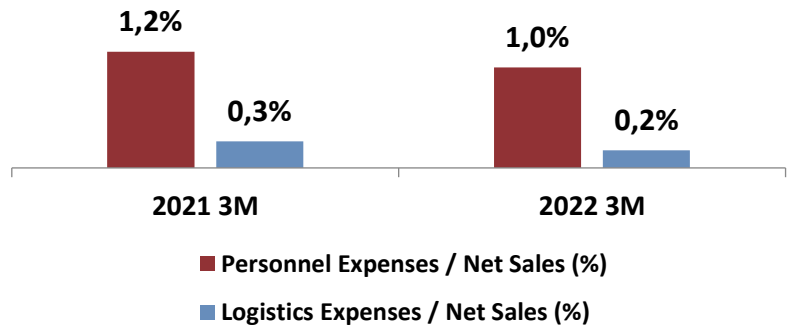
## Breakdown of Operational Expenses (mn \$)



## SG&A expenses (% of Net Sales)

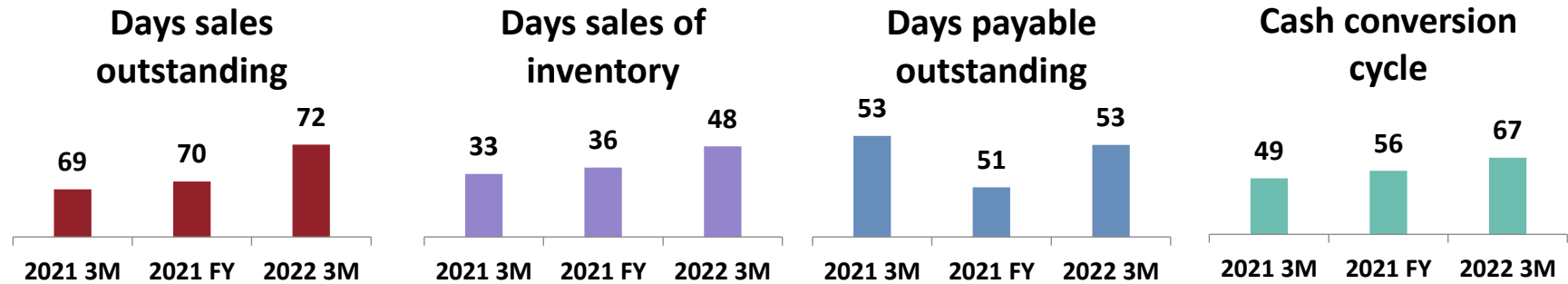


## Personnel expenses and logistics expenses (% of Net Sales)

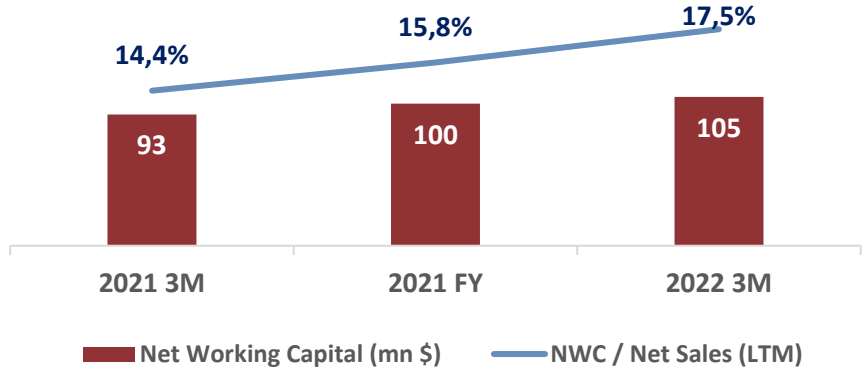


# Financial Results – Net Working Capital

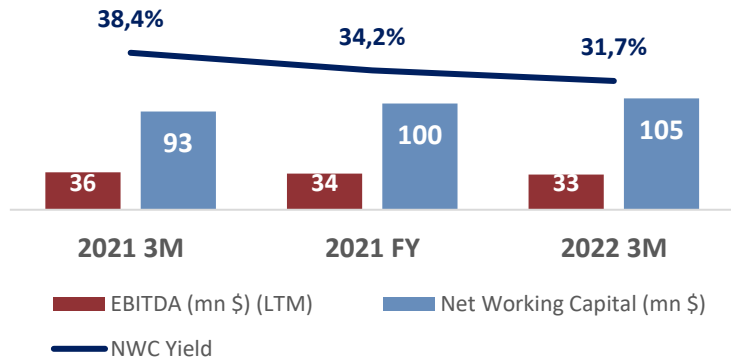
## Cash conversion cycle<sup>1</sup>



## Net Working Capital / Sales



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

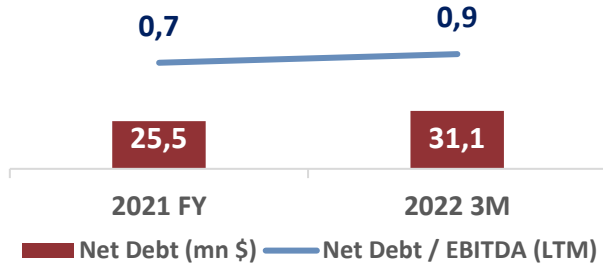


1: DSO = 365 days (#of days in the period) \* (ave. receivables / sales); Days sales of inventory = 365 (#of days in the period \* (ave. inv /COGS)); DPO = 365 (#of days in the period \* (ave. payables /COGS)); CCC = DSO + DSI – DPO. VAT ignored in all calculations.  
 2: NWC Yield: EBITDA / Net working capital (TR +inv – TP)

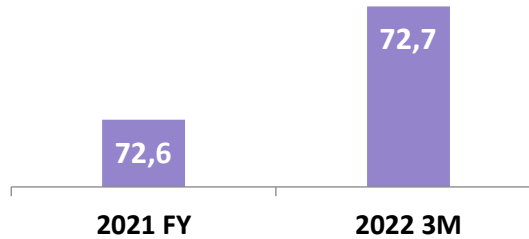
# Financial Results – Debt & Equity Structure

Financial debt is around 31 M USD while Net Debt/EBITDA ratio is 0,9

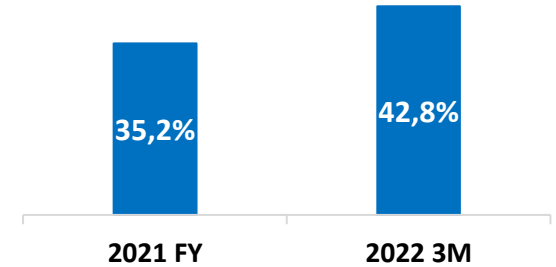
## Net Debt



## Total Equity (mn \$)



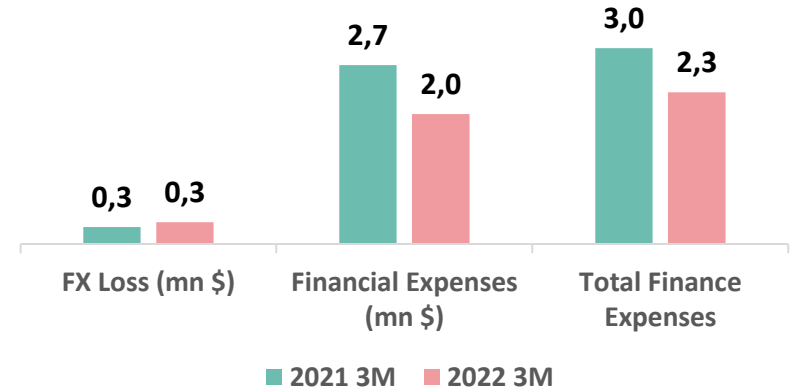
## Net Debt / Equity



## Financial Debt Structure

mn \$	31 December	31 March
	2021	2022
Bank Loans	-	2,7
Financial payables to Yıldız Holding	31,5	32,0
Other payables to shareholders	1,7	0,9
Lease liabilities (TFRS 16 effect)	0,8	0,7
<b>Total financial debt</b>	<b>34,0</b>	<b>36,4</b>
Cash and cash equivalents (-)	(8,5)	(5,3)
<b>Net financial debt</b>	<b>25,5</b>	<b>31,1</b>

## Financial Expenses



# Financial Results – Comprehensive Income

Net income and comprehensive net income differs dramatically due to CTA

	TRY mio 1Ç 2022	TRY mio 1Ç 2021	US\$ mio 1Ç 2022	US\$ mio 1Ç 2021
Revenue	1.934	1.266	139	172
Cost of Sales (-)	(1.787)	(1.178)	(128)	(160)
<b>GROSS PROFIT</b>	<b>147</b>	<b>88</b>	<b>11</b>	<b>12</b>
Operational Expenses	(42)	(25)	(3)	(3)
<b>OPERATING PROFIT</b>	<b>105</b>	<b>63</b>	<b>8</b>	<b>9</b>
Other Expenses, Net	(39)	(13)	(3)	(2)
<b>EBIT</b>	<b>65</b>	<b>50</b>	<b>5</b>	<b>7</b>
Income From Investing Activities	1	0	-	0
<b>OPERATING PROFIT BEFORE FINANCE EXPENSE</b>	<b>66</b>	<b>50</b>	<b>5</b>	<b>7</b>
Finance Income	-	5	-	1
Finance Expenses (-)	(32)	(27)	(3)	(4)
<b>EARNINGS BEFORE TAX</b>	<b>34</b>	<b>28</b>	<b>2</b>	<b>4</b>
Tax Expenses	(32)	(12)	(2)	(2)
<b>PROFIT / (LOSS) FOR THE YEAR</b>	<b>2</b>	<b>16</b>	<b>-</b>	<b>2</b>
Currency translation differences	95	30	-	-
<b>OTHER COMPREHENSIVE INCOME / (EXPENSE)</b>	<b>95</b>	<b>30</b>	<b>-</b>	<b>-</b>
<b>TOTAL COMPREHENSIVE INCOME / (EXPENSE)</b>	<b>97</b>	<b>46</b>	<b>-</b>	<b>2</b>

- 2.5 mUSD tax expense
- + 95 mTRY translation difference in TRY tables

# Q&A

