



Turkey's Leading Value-Added Technology Distributor

Q2 2022 Webcast Presentation

2022



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Business & Sector Overview



Q2 2022 Financial Results



Q&A



Penta Highlights



40+
global
vendors



14
sole
distributorship





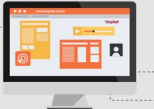





9,000+
business partners

~\$273 mn (\$)
Net Sales

7,4%
Gross Profit Margin

5,5%
EBITDA Margin

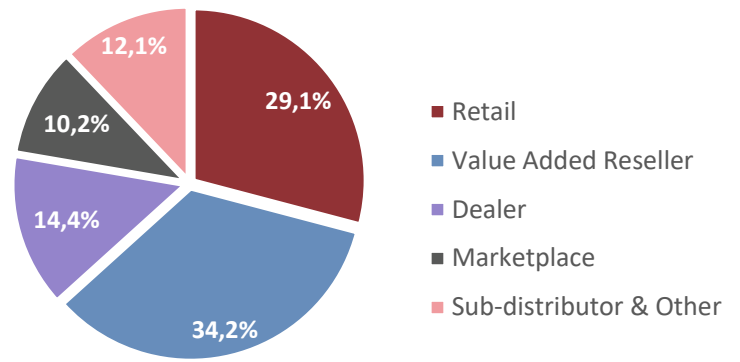
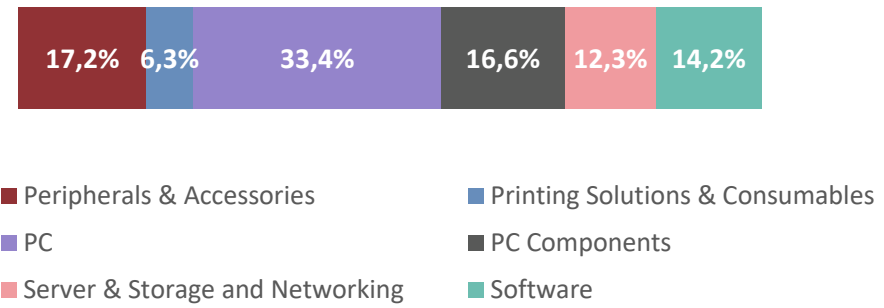
Unique Business Model Drives Growth and Profitability

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 CRM</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>Integration with vendors and customers</p> <p>Subscription services</p>	 <p>New segments & brands</p>	<p>357¹ competent and loyal employees (average seniority of 9,7 years)</p>

¹ As of 30.06.2022

Diversified Customer Base & Product Portfolio

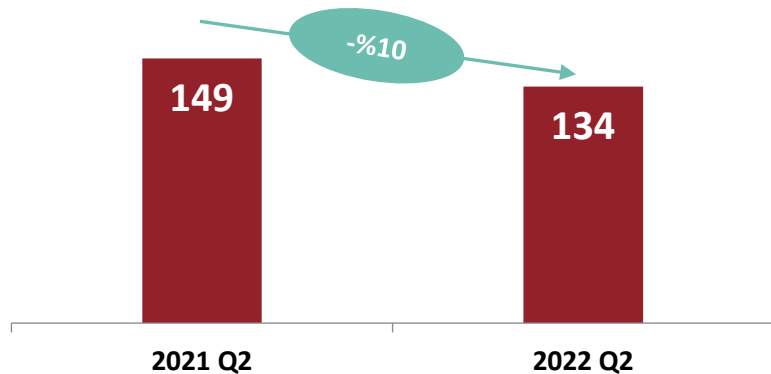
2022 Q2 Category and Channel Breakdown



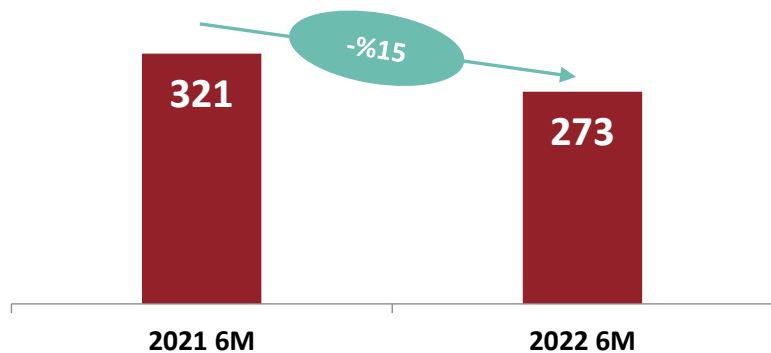
- Our main aim is to have a balanced approach on channels and categories and expect to achieve an outstanding profit margin consequently.
- In order to accomplish this, we offer value added services to our business partners aligning with their strategies and market requirements.
- We have reached 20% 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

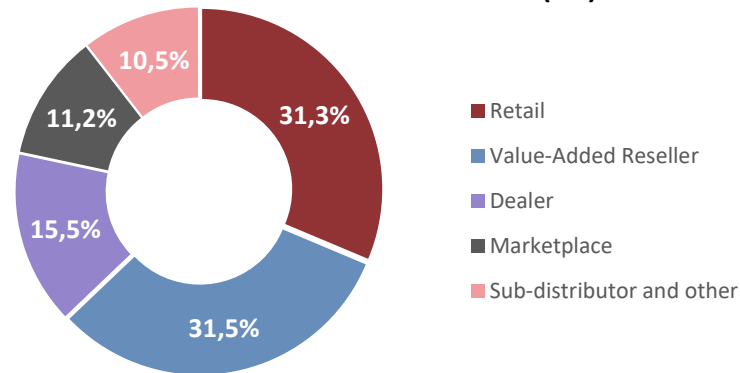
Net Sales (mn \$)



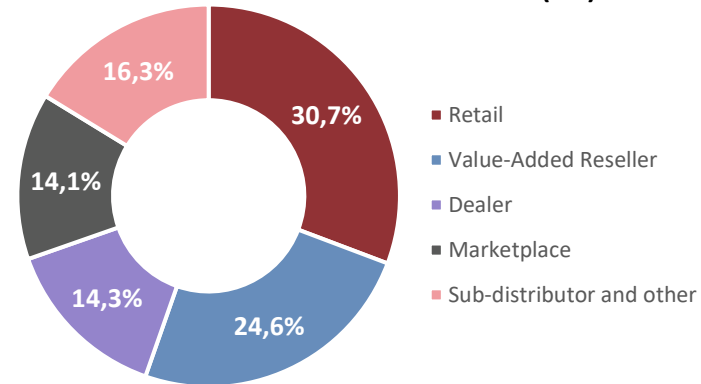
Net Sales (mn \$)



2022 6M Sales Breakdown (%)



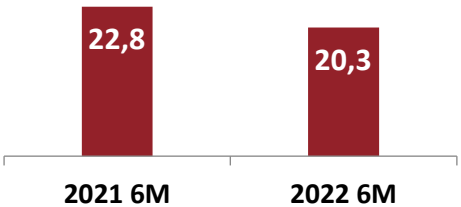
2021 6M Sales Breakdown (%)



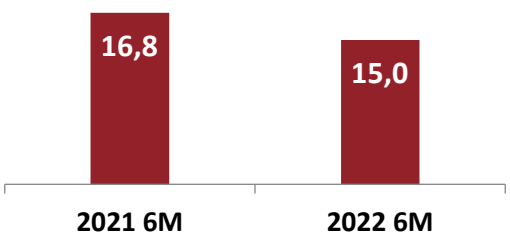
Financial Results – Overview of Profit Ratios

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 Q2

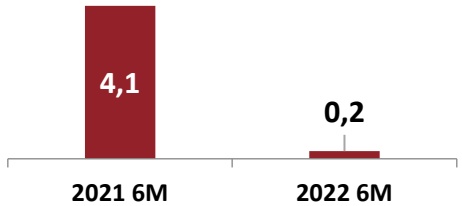
Gross Profit (mn \$)



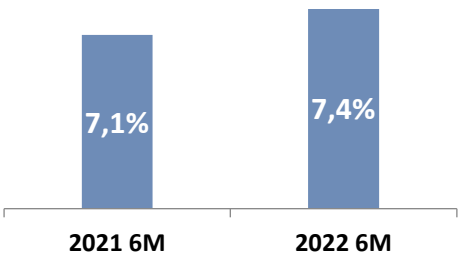
EBITDA (mn \$)



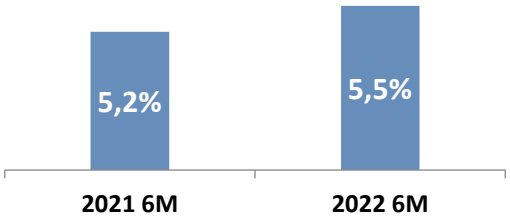
Net Income (mn \$)



Gross Profit Margin (%)



EBITDA Margin (%)

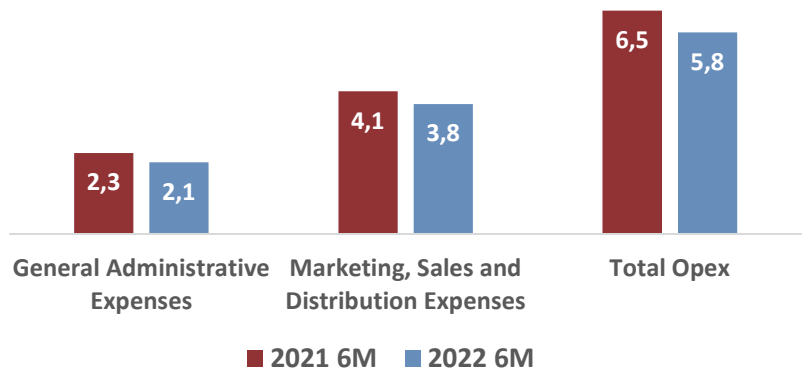


Net Income Margin (%)

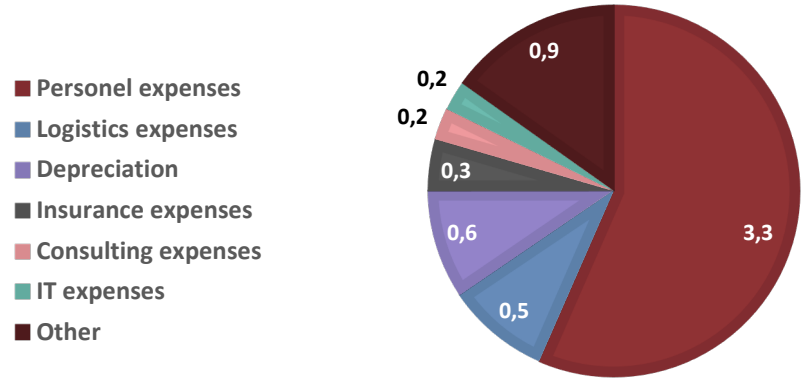


Financial Results – Operational Expenses

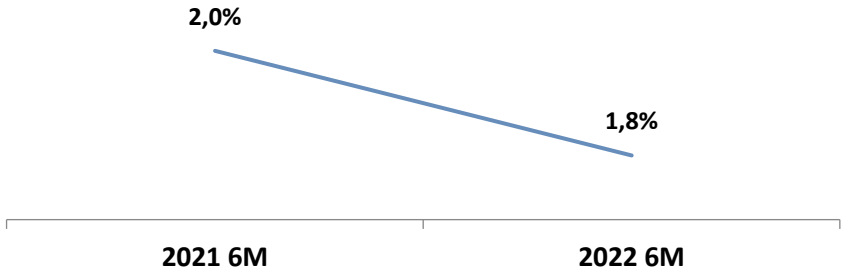
TL based opex result in improvement in SG&A expenses



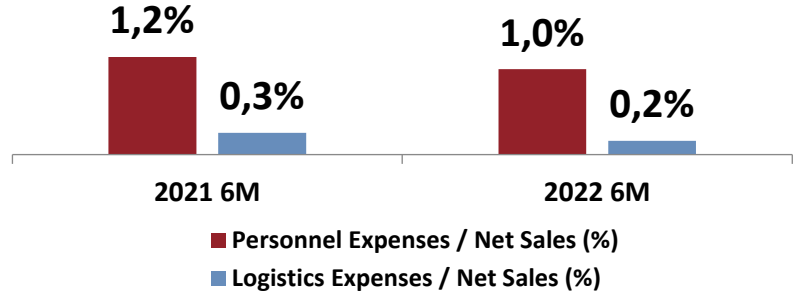
Breakdown of Operational Expenses (mn \$)



SG&A expenses (% of Net Sales)

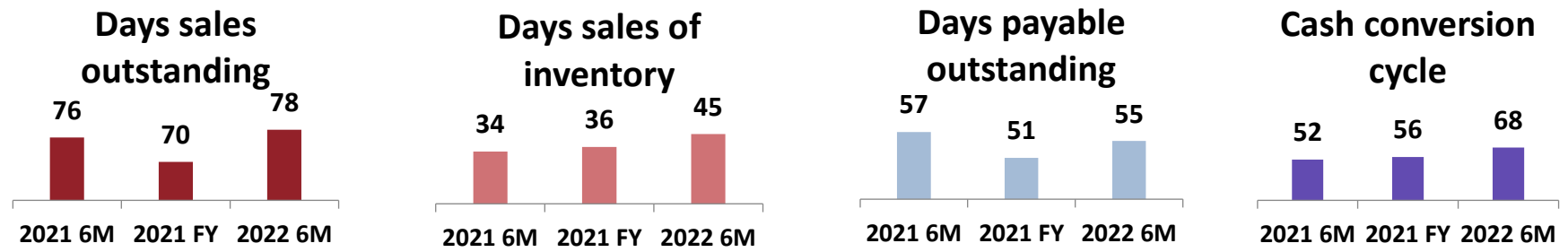


Personnel expenses and logistics expenses (% of Net Sales)

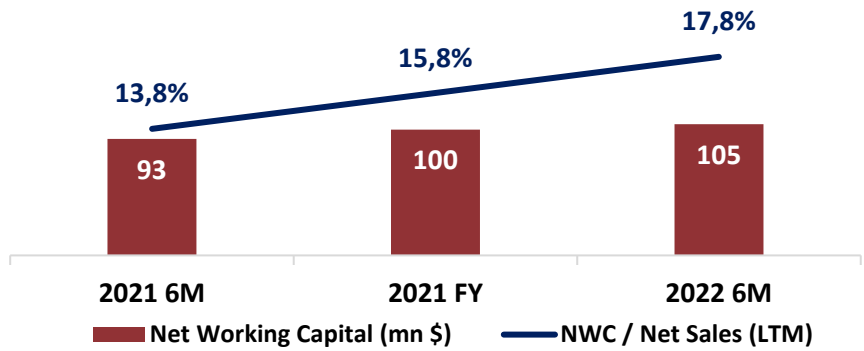


Financial Results – Net Working Capital

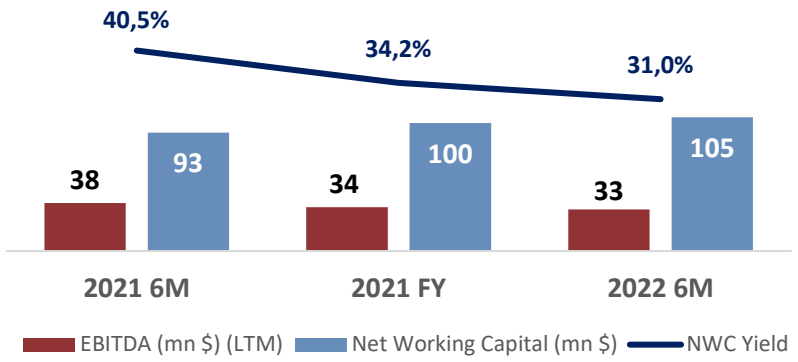
Cash conversion cycle¹



Net Working Capital / Sales



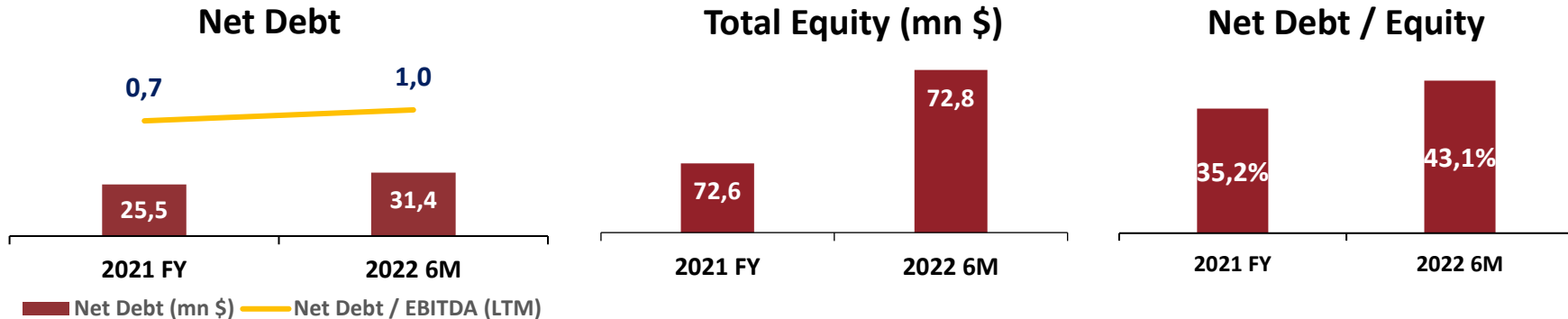
NWC Yield²



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

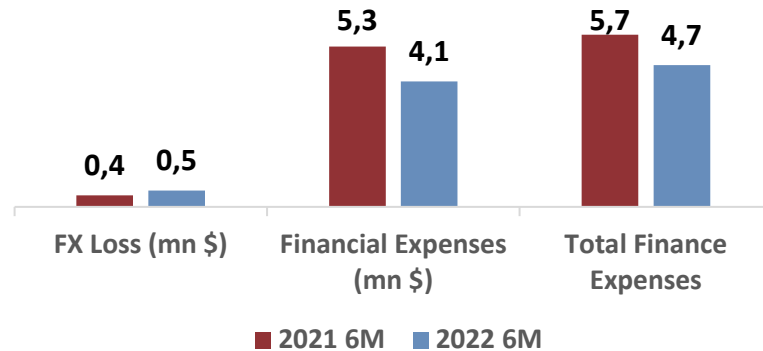
Financial debt is about 31 M USD while Net Debt/EBITDA ratio is 1



Financial Debt Structure

mn \$	31 December	30 June
	2021	2022
Bank Loans	-	2,7
Financial payables to Yıldız Holding	31,5	32,8
Other payables to shareholders	1,7	0,8
Lease liabilities (IFRS 16 effect)	0,8	0,7
Total financial debt	34,0	36,9
Cash and cash equivalents (-)	(8,5)	(5,5)
Net financial debt	25,5	31,4

Financial Expenses



Financial Results – Comprehensive Income

Net income and comprehensive net income differs dramatically due to CTA

	TRY mn. 2022 Q2	TRY mn. 2021 Q2	USD mn. 2022 Q2	USD mn. 2021 Q2
Revenue	4.047	2.524	273	321
Cost of Sales (-)	(3.747)	(2.345)	(253)	(298)
GROSS PROFIT	301	179	20	23
General Administrative Expenses (-)	(31)	(18)	(2)	(2)
Marketing, Sales and Distribution Expenses (-)	(56)	(33)	(4)	(4)
Other Income From Operating Activities	4	2	0	0
Other Expenses From Operating Activities (-)	(74)	(36)	(5)	(5)
OPERATING PROFIT	144	93	10	12
Income From Investing Activities	1	1	0	0
Finance Income	0	5	0	1
Finance Expenses (-)	(70)	(45)	(5)	(6)
PROFIT BEFORE TAX	76	55	5	7
Tax Expense From Continuing Operations	(72)	(23)	(5)	(3)
PROFIT / (LOSS) FOR THE YEAR	3	32	0	4
Currency translation differences	242	57	-	-
OTHER COMPREHENSIVE INCOME / (EXPENSE)	242	57	-	-
TOTAL COMPREHENSIVE INCOME / (EXPENSE)	245	89	0	4

- 5 mUSD tax expense
- 242 mTRY translation difference in TRY tables

Q&A

