



INDEX GRUP

ANALYST PRESENTATION

7th NOVEMBER 2023

AGENDA

1

Index A\$ Sales &
Market Review

2

Index A\$ Financial &
Operational Review

3

2023 Financial Review / Projects

2023-2024 Investment Plans / Projects



INDEX AŞ SALES & MARKET REVIEW



2023 IT MARKET IN TURKEY

IDC PC MARKET



2022 **2,2** million units

2023 First Six Months **1,3** million units | **%37** growth in quantity

GFK SMARTPHONE MARKET



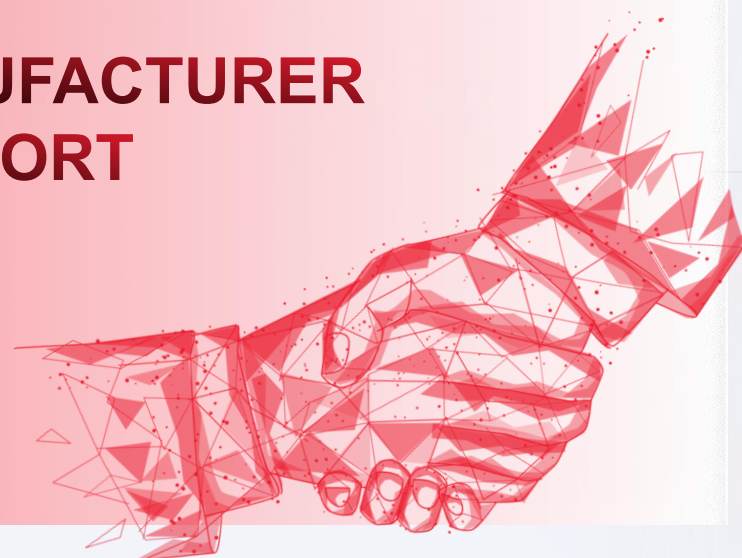
2022 **10,1** million units

2023 First Six Months **8,2** million units | **%24** growth in quantity

CONSUMER DEMAND



MANUFACTURER SUPPORT



GROWING DIGITALIZATION & MAJOR PROJECTS



INDEX

2023

FIRST 6 MONTHS:

16,6 billion TL
consolidated turnover

%64
growth in TL

844,3 million USD
consolidated turnover

%23,7
growth in USD

Gross Profit %
%5,46

EBITDA %
%3,83

**MARKET
LEADER**



**TOP MARKET SHARE
IN ALL BRANDS**



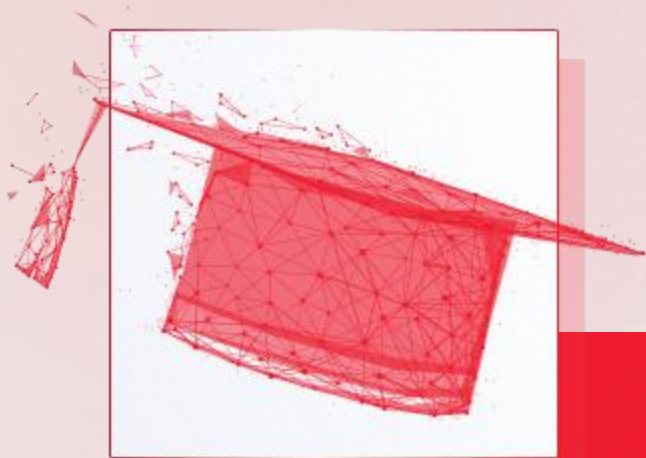
**456
EMPLOYEE**

456

**MAIN SUPPLY CENTER
FOR BUSINESS
PARTNERS IN ALL
SEGMENTS**



LAST QUARTER



**2023
DOUBLE DIGIT
USD GROWTH**

**BLACK
FRIDAY**

**INCREASING
PROFIT MARGIN
(%)**

INDEX AŞ
FINANCIAL & OPERATIONAL
REVIEW



INDEX AŞ FINANCIAL AND OPERATIONAL REVIEW

INCOME STATEMENT (Thousand TL)



(000) TRL	9 months 2023	9 months 2022	Changes (%)
Net Sales	28.055.364	16.886.061	66,15
Gross Profit	1.669.810	784.007	112,98
Gross Profit Margin (%)	5,95	4,64	28,19
EBITDA	1.323.564	991.761	33,46
EBITDA Margin (%)	4,72	5,87	(19,68)
Operational Profit	1.300.922	976.287	33,25
Operational Profit Margin (%)	4,64	5,78	(19,80)
Financial Income /(Expenses), Net	-534.453	-405.181	31,90
Profit Before Tax	887.097	598.931	48,11
Profit margin Before Tax (%)	3,16	3,55	(10,85)
Tax Expenses	(257.284)	(165.075)	55,86
Net Profit	614.937	405.730	51,56
Net Profit Margin (%)	2,19	2,40	(8,78)

INDEX A Ş F İ N A N C İ A L A N D O P E R A T İ O N E L R E V İ E W

SUMMARIZED BALANCE SHEET (Thousand TL)

Assets	30.09.2023	(%)	31.12.2022	(%)	Changes (%)	Liabilities & Capital	30.09.2023	(%)	31.12.2022	(%)	Changes (%)
Current Assets	13.503.931	98,3%	8.271.933	98,2%	63,3	Short Term Lia.	11.746.675	85,5%	6.765.096	80,3%	73,6
Cash	1.924.353	14,0%	2.371.261	28,2%	(18,8)	Financial Lia.	1.674.122	12,2%	771.341	9,2%	117,0
Trade Receivables	8.092.916	59,0%	4.559.391	54,2%	77,5	Trade Payables	9.306.594	67,8%	5.406.355	64,2%	72,1
Inventories	1.965.336	14,3%	1.027.452	12,2%	91,3	Provisions for Tax	179.004	1,3%	298.014	3,5%	(39,9)
Inventories in Transit	192.538	1,4%	88.521	1,1%	117,5	Prov. for Other Pay.	251.998	1,8%	129.170	1,5%	95,1
Other (*)	1.328.788	9,7%	225.308	2,7%	489,8	Other	334.957	2,4%	160.216	1,9%	109,1
Non-Current Assets	238.970	1,7%	147.717	1,8%	61,8	Long Term Lia.	35.433	0,3%	31.133	0,4%	13,8
Trade Receivables	99.870	0,7%	83.535	0,9%	19,6	Long Term Lia.	22.241	0,2%	7.412	0,1%	200,1
Right of Use Assets	45.857	0,3%	24.800	0,3%	84,9	Prov. for Empl. Trm. Ind.	13.192	0,1%	23.722	0,3%	(44,4)
Investments Valued by Equity M.	66.074	0,5%	39.342	0,5%	67,9	Deferred Tax	0	0,0%	0	0,0%	0,0
Other	27.169	0,2%	40	0,0%	67.822,5	Shareholders' Equity	1.960.793	14,3%	1.623.421	19,3%	20,8
Total Assets	13.742.901	100%	8.419.650	100%	63,2	Total Lia & Shareholders' E.	13.742.901	100%	8.419.650	100%	63,2

(*) In Other line, 730,4 mio TL Financial Investments consist of Currency Protected Saving. When adding this amount to cash, total cash raised to 2.655 mio TL.

INDEX AŞ FİNANCIAL AND OPERATIONAL REVIEW

NET FINANCIAL DEBT (000 TL)



FINANCIAL RATIOS



LİKİDİTE ORANLARI	30.09.2023	31.12.2022
Cari Oran	1,15	1,22
Likidite Oranı	0,97	1,06
FAALİYET ORANLARI (*)	30.09.2023	31.12.2022
Alacakların Ortalama Tahsil Süresi	54	59
Borçların Ort. Ödeme Süresi	71	74
Stok Bekleme Süresi	17	18
FİNANSAL YAPI ORANLARI	30.09.2023	31.12.2022
Özsermaye / Pasif Toplamı	14,27%	19,28%
Kısa Süreli Borçlar / Pasif Toplamı	85,47%	80,35%
Uzun Süreli Borçlar / Pasif Toplamı	0,26%	0,37%
Finansal Borçlar / Toplam Borçlar	14,40%	11,46%
KARLILIK ORANLARI	30.09.2023	30.09.2022
Brüt Kar Marjı	5,95%	4,64%
Faaliyet Kar Marjı	4,64%	5,78%
Net Kar /Satışlar	2,19%	2,40%
Vergi Öncesi Kar Marjı	3,16%	3,55%

(*) Ortalamalar bulunurken 3 'er aylık mali tablolarındaki tutarlar dikkate alınmıştır

INDEX GRUP

- 2023 FINANCIAL REVIEW / PROJECTS
- 2023-2024 INVESTMENT PLANS / PROJECTS



INDEX GRUP 2023

FINANCIAL REVIEW / PROJECTS



Free Capital
Increase



Dividend
Plan



Net Cash
Position



Buyback
Program

INDEX GRUP 2023

FINANCIAL REVIEW / PROJECTS



Real Estate
Stocks

INDEX GRUP 2023-2024

INVESTMENT PLANS / PROJECTS



Logistics
Investments



E-Commerce



Major IT
Integration
Projects



New Business Areas

- Renewable Energy
- Sustainable Products

THANK YOU