INDEX GRUP

INDEX GRUP COMPANIES

ANALYST MEETING

10th MAY 2023

AGENDA

AGENDA

AGENDA

1

Technological Changes and Technology Market in the World and in Turkey

2

Index AŞ 2022-2023
Performance Review

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Index AŞ 2022
Financial and Operational Results

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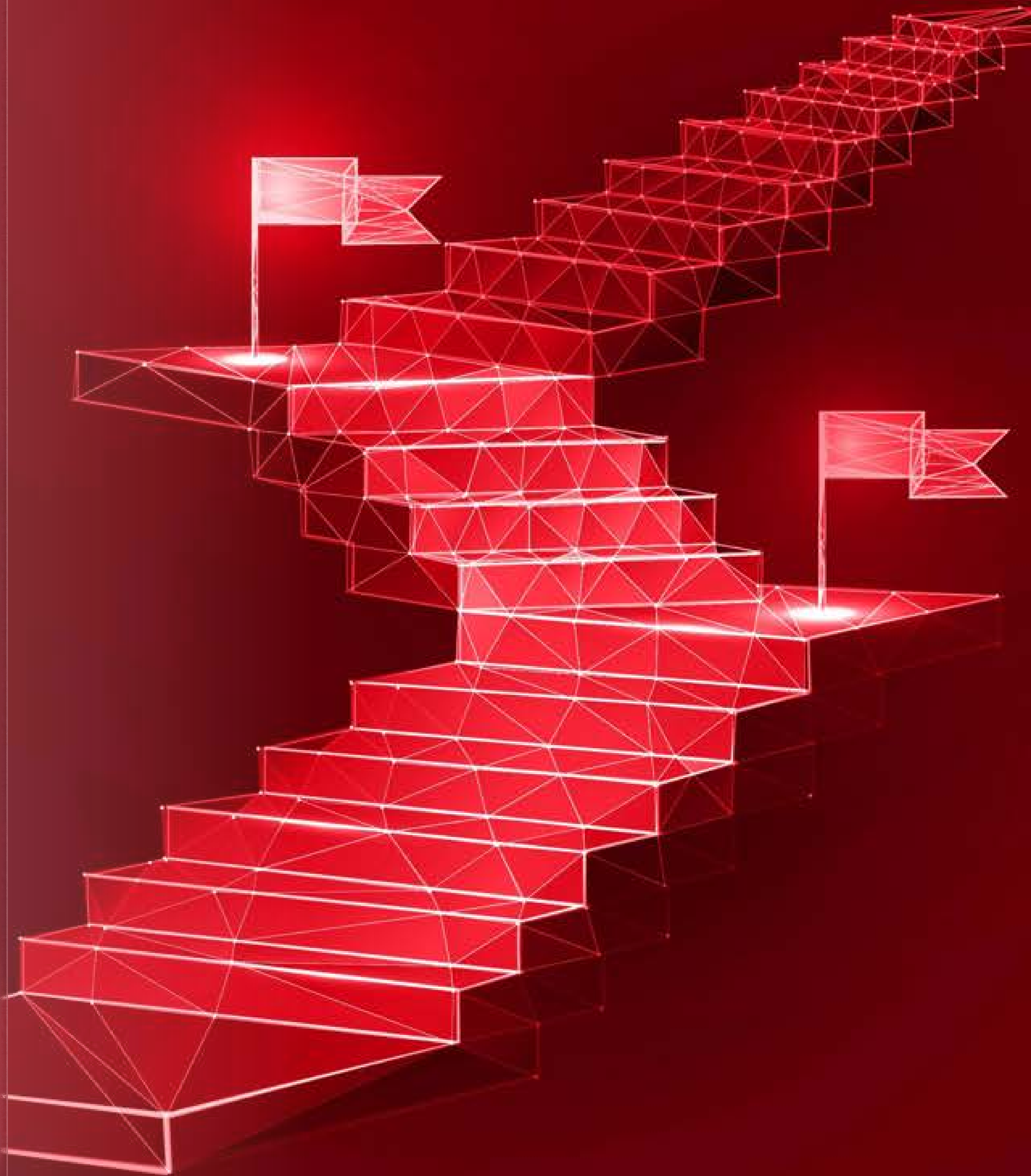
Index Grup 2023
General Review

5

Q&A

DIGITAL **IMMUNE SYSTEM**

Erol Bilecik
Index Grup Chairman

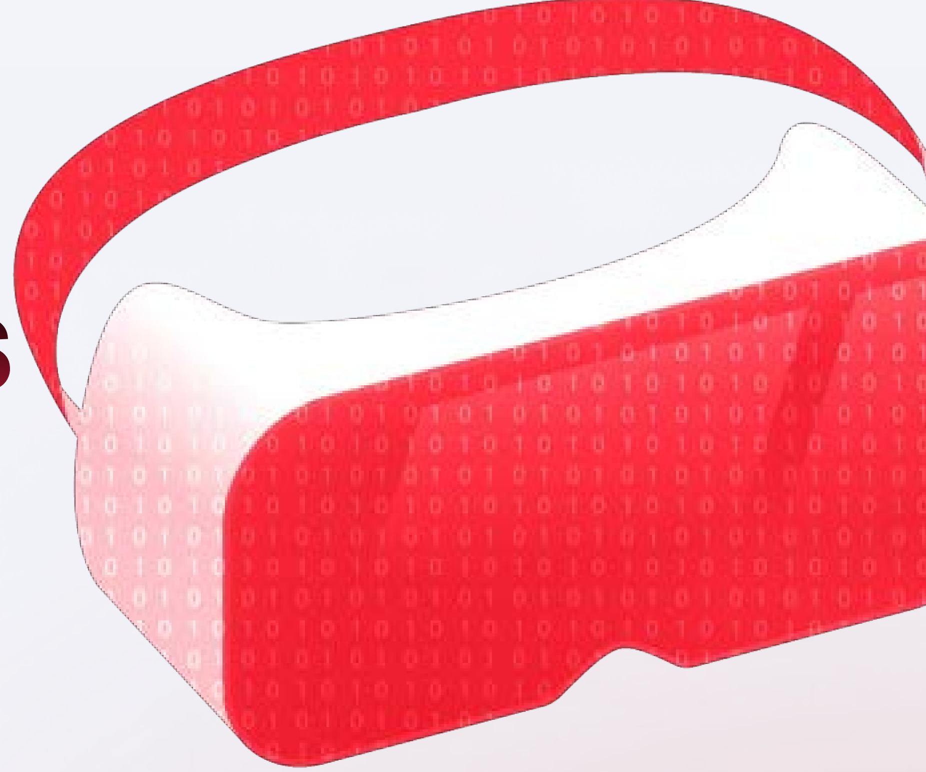


TECHNOLOGICAL CHANGES and TECHNOLOGY MARKET IN THE WORLD AND IN TURKEY

Kaan Bilecik
Index AŞ Board Member

TECHNOLOGY MARKET and TECHNOLOGICAL CHANGES

IN THE WORLD and IN TURKEY



IT & ICT

VOLUME IN THE WORLD

2021

4,1 trillion USD

2022

Approx.

4,4 trillion USD

2023

%2,4 growth expectation

4,5 trillion USD

*Source: Gartner (January 2023)

TECHNOLOGY MARKET and TECHNOLOGICAL CHANGES

IN THE WORLD and IN TURKEY

IT & ICT
VOLUME IN THE WORLD

2021

4,1 **trillion USD**

2022

Approx.

4,4 **trillion USD**

2023

%2,4 growth expectation

4,5 **trillion USD**

*Source: Gartner (January 2023)

IT&ICT
VOLUME IN TURKEY

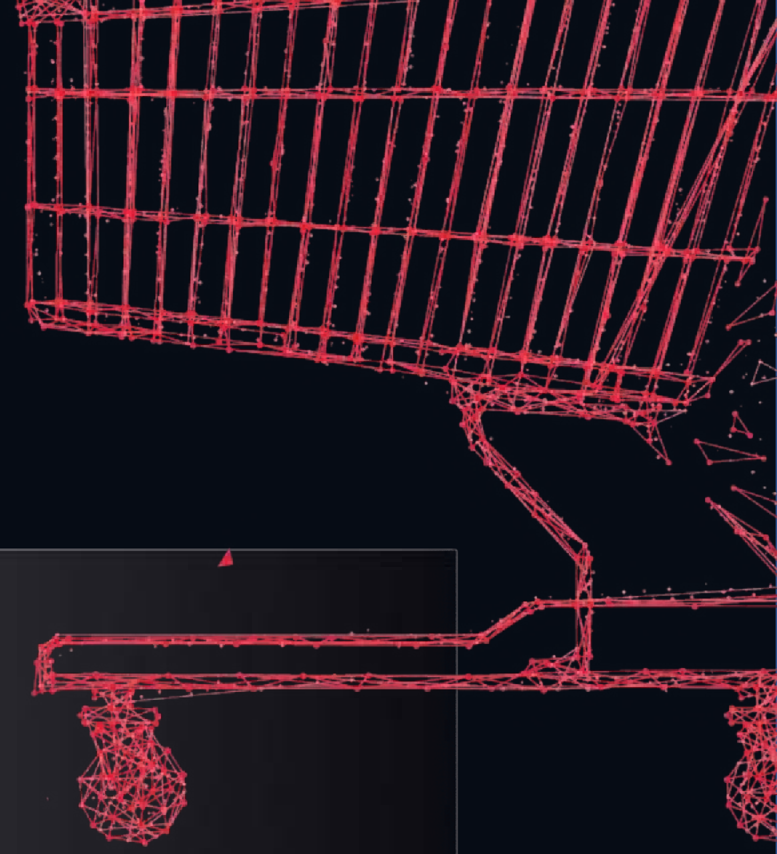
2022

%10 growth expectation approx.

292,5 **billion TL**

*Source: TÜBİSAD Report

WORLD AND TURKEY E-COMMERCE



WORLD E-COMMERCE

2023 Online retail sales **6,5 trillion USD**

2026 Global e-commerce ratio to general trade **% 24**

*Source: Statista

TURKEY E-COMMERCE

2022 **% 116 increase**

348 billion TL

E-commerce ratio to general trade in Turkey **%18,5**

*Source: T.C. Ministry of Commerce

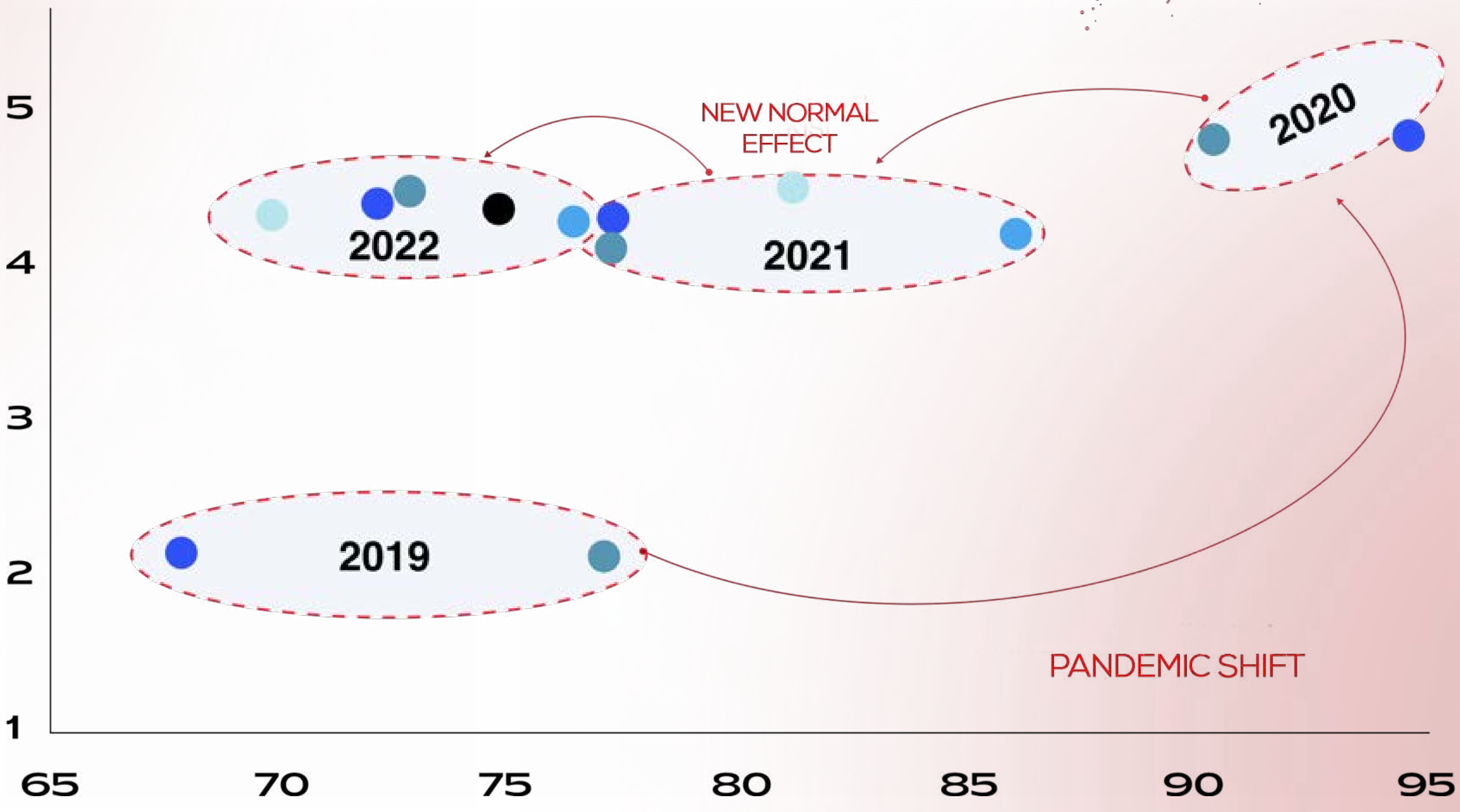
DIGITAL LEAP

- Banking
- Tel-Co
- Insurance
- Entertainment
- Retail
- Healthcare
- Govermental Services
- Education
- Travel

- North America
- Latin America
- Europe
- Asia – Pasific
- Africa ve Middle East

Digital Leap After Pandemic

Digital Industries / Number of Users



*Source: McKinsey Digital

CONSUMER TRENDS RESEARCH

TECHNOLOGY PRODUCTS PLANNED TO BE PURCHASED IN THE NEXT 12 MONTHS

SMART PHONE
%35

LAPTOP or NOTEBOOK
%21

WATCH
%21

TABLET
%15

BLUETOOTH EARPHONES
%19

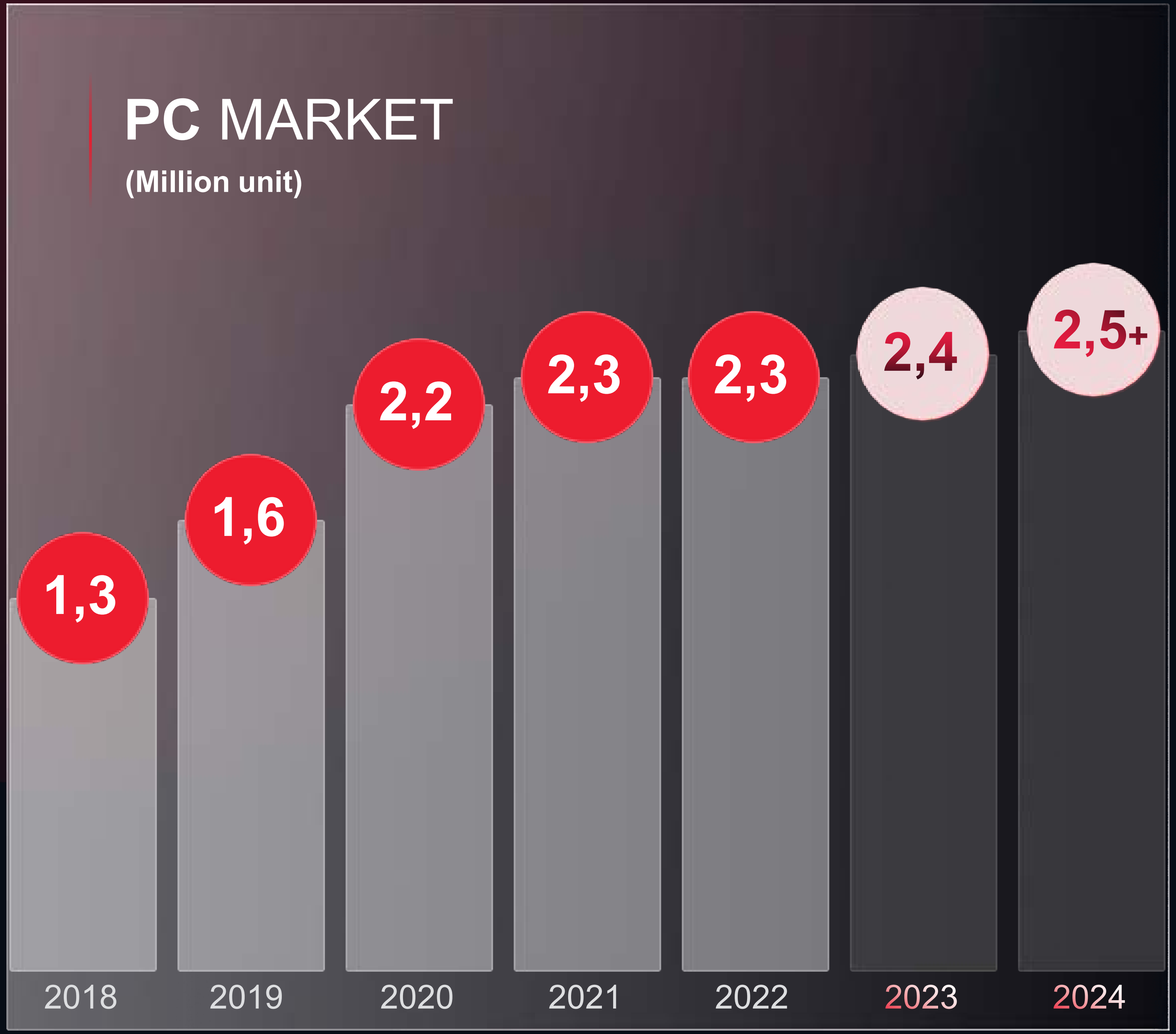
VACUUM CLEANER
%16

GAME CONSOLE
%10

SMART SPEAKER and SCREENS
%7

*Source: GFK

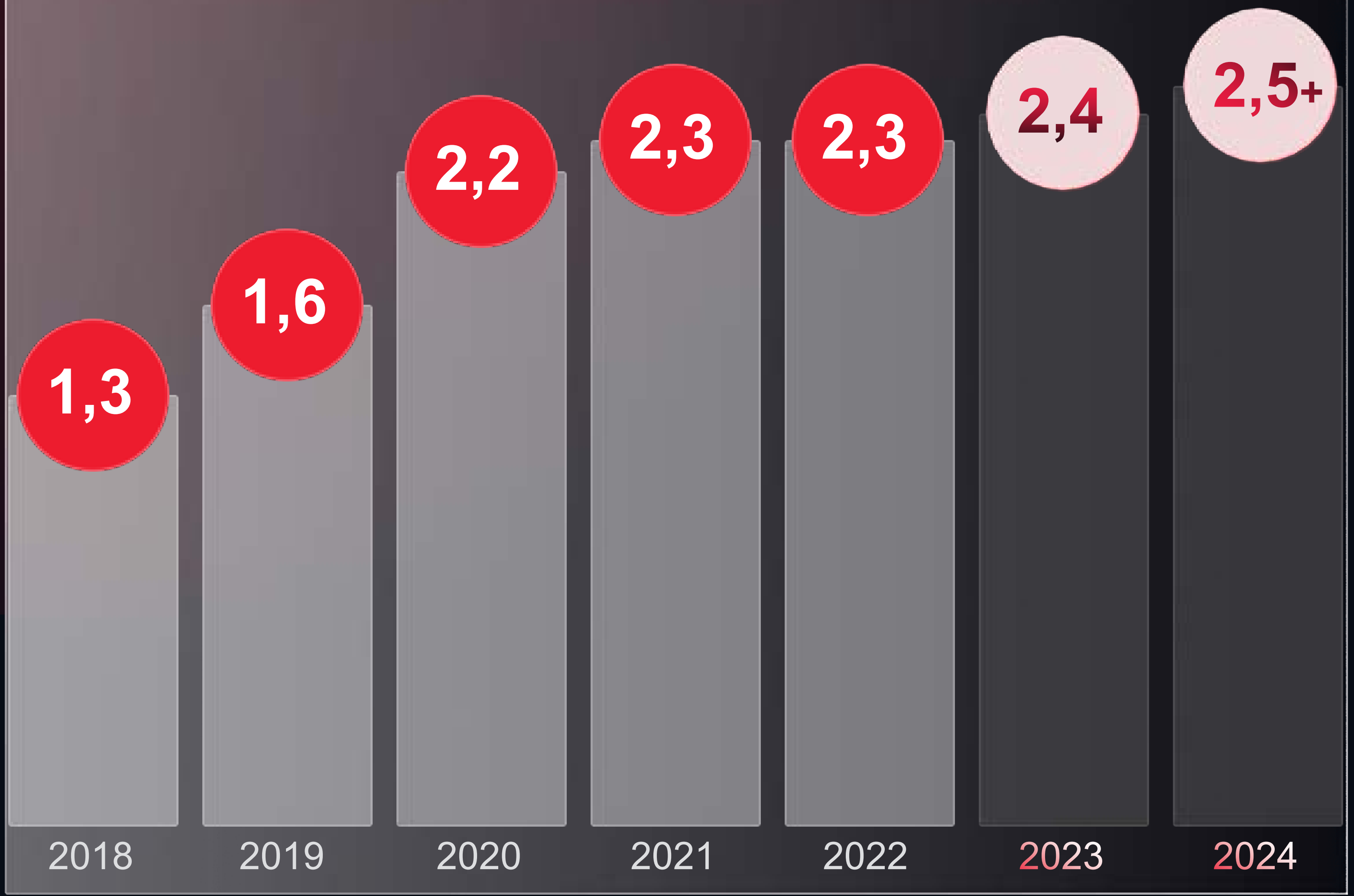
PC AND SMART PHONE MARKET



*Source: IDC / 2023-24 Index Grup Estimation

PC AND SMART PHONE MARKET

PC MARKET
(Million unit)



*Source: IDC / 2023-24 Index Grup Estimation

SMART PHONE MARKET

2021 **8,9** million units

2022 **10,1** million units

2023 **11** million units

*Source: GFK / 2023 Index Grup Estimation

2023 STRATEGIC TECHNOLOGY TRENDS

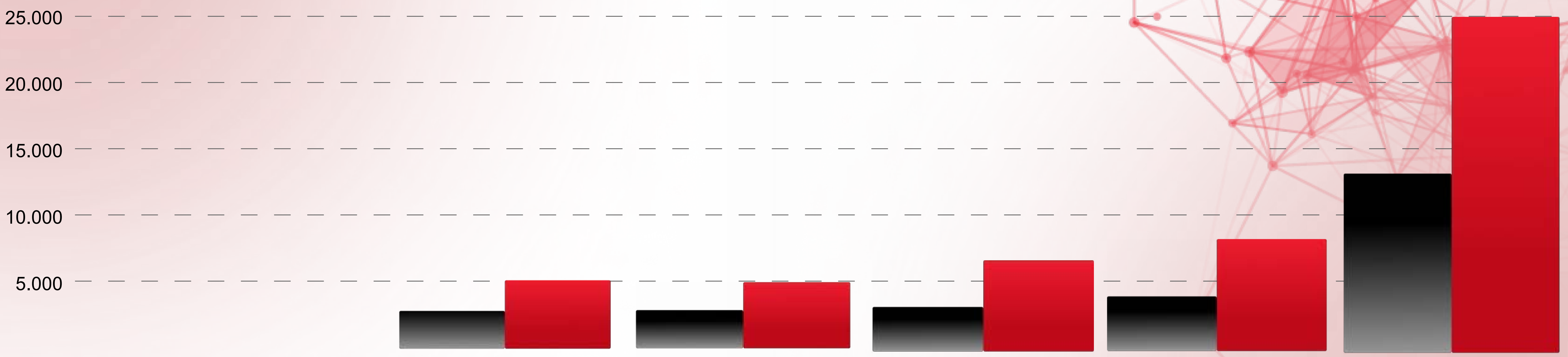
- Sustainability
- Metaverse
- Super Apps
- Applied Artificial Intelligence
- Risk and Security Management
- Applied Observability
- Artificial Intelligence
- Industry Cloud Platforms
- Platform Engineering
- Wireless Technologies

INDEX AŞ 2022-2023 **PERFORMANCE REVIEW**

Banu Sürek
Index AŞ General Manager

INDEX AŞ 2022-2023 PERFORMANCE REVIEW

İNDEKS BİLGİSAYAR CONSOLIDATED TURNOVER



SALES PERFORMANCE

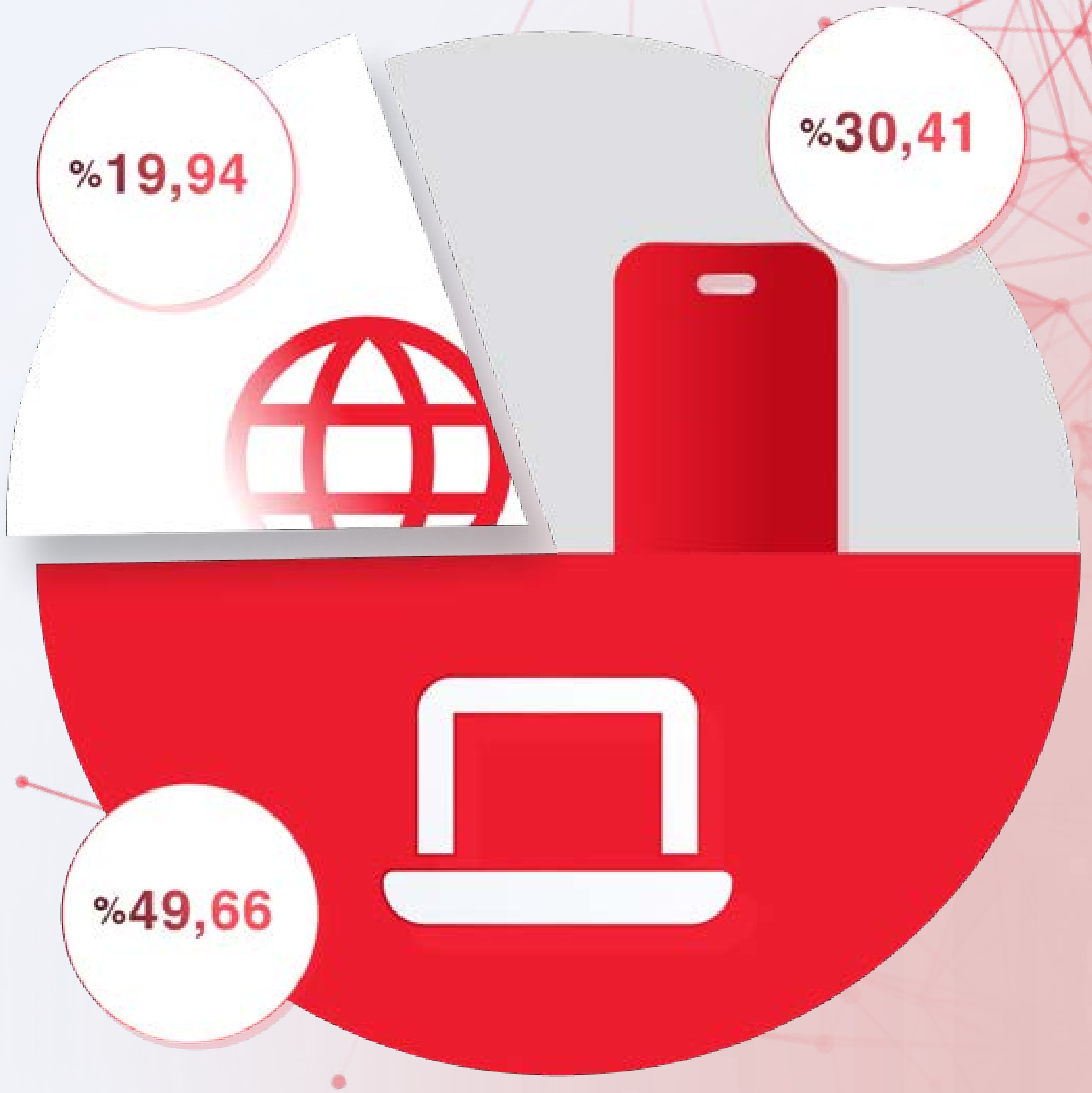
Mio TL

Million TL	Q1	Q2	Q3	Q4	TOTAL
2021	2.871	2.896	3.302	4.022	13.092
2022	5.168	4.960	6.758	8.126	25.012
Growth	80%	71%	105%	102%	91%

I N D E X A Ş 2 0 2 2 - 2 0 2 3 P E R F O R M A N C E R E V I E W

MAIN CATEGORIES 2022

CATEGORY	RATIO
SMART PHONE	%30,41
VOLUME IT PRODUCTS	%49,66
VALUE ADDED IT PRODUCTS	%19,94



INDEX 2022 REVIEW

THE WORLD CONTINUES TO STRENGTHEN WITH TECHNOLOGY

We are the industry leader since 2000!

We are the main supply center for the demands of corporate and individual consumers.

With our more than 8000 business partners, we have reached every part of Turkey in the strongest and most widespread way.

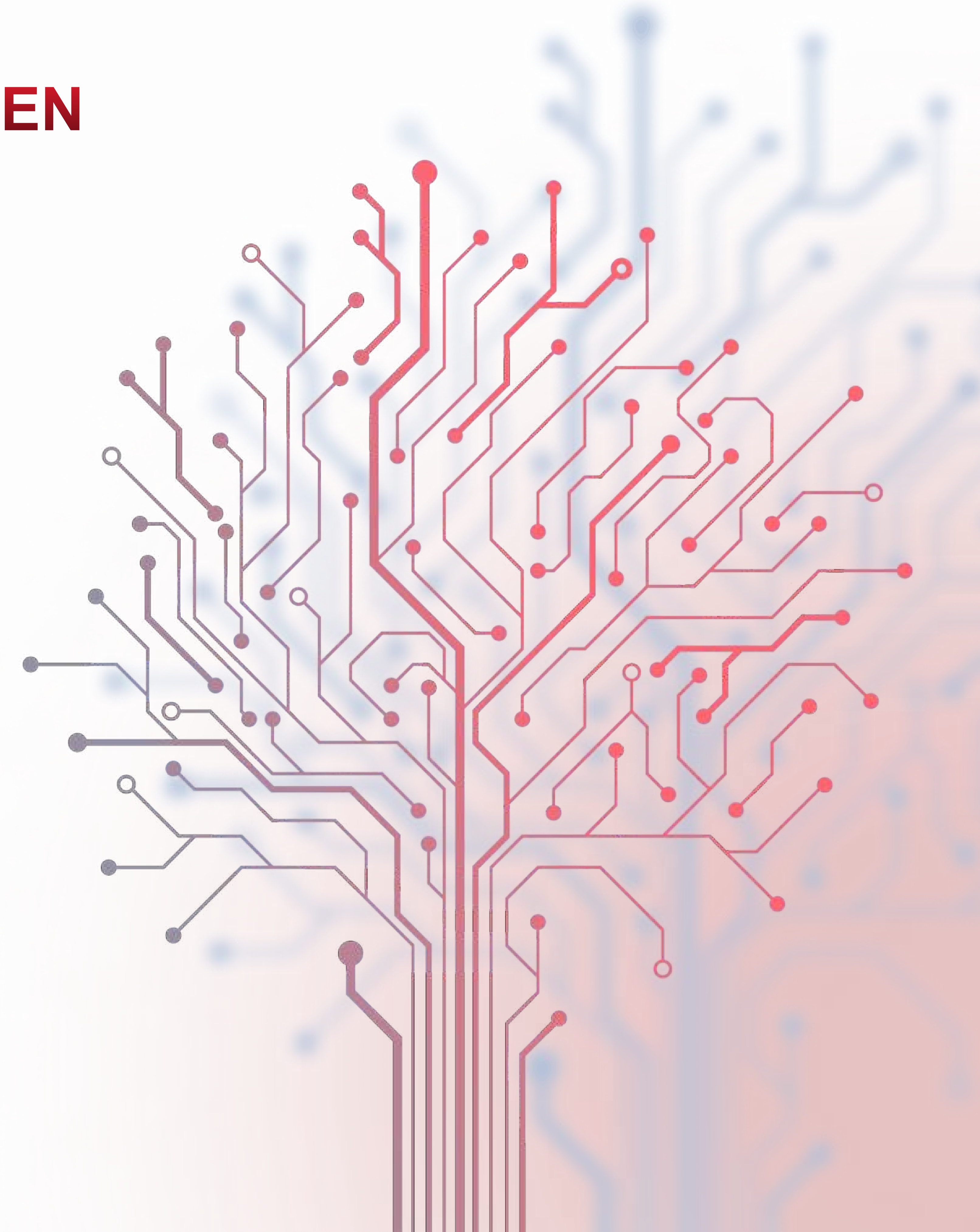
We are deemed worthy of the «Highest Turnover Distributor» and «The Distributor with the Largest Dealer Network» awards by many of our main brands.

We have our mark on all investments in Turkey:

- TOGG
- Akkuyu Nuclear Power Plant
- İBB, İGDAŞ, İSKİ
- Ministry of Justice SEGBİS
- City Hospitals
- Borsa İstanbul Infrastructure Systems
- Infrastructure systems and data center products of Turkey's largest banks

New brand contracts: Smart phones, robot vacuum cleaners, mobile accessories,cloud computing

With the responsibility we feel for the future of the world, we continued our sustainability activities within the scope of our ESG strategy.



TURKEY ICT DISTRIBUTOR MARKET

REGIONAL MARKET SIZES

Countries	2021	2022	Change
Germany	$21.990.450.000	$19.270.700.000	-12,40%
United Kingdom	$18.670.495.000	$17.210.020.000	-7,80%
Italy	$11.190.620.000	$10.000.670.000	-10,60%
France	$9.330.070.000	$8.690.320.000	-6,90%
Spain	$7.870.860.000	$7.310.610.000	-7,10%
Poland	$6.400.780.000	$6.030.735.000	-5,70%
Holland	$6.030.475.000	$5.460.720.000	-9,50%
Turkey	$4.340.510.000	$4.335.935.000	0%
Switzerland	$4.365.130.000	$4.330.235.000	-0,80%
Sweden	$3.315.360.000	$3.075.695.000	-7,30%
Austria	$2.520.955.000	$2.400.480.000	-4,60%
Belgium	$2.470.630.000	$2.325.900.000	-6,00%
Czech Republic	$2.420.455.000	$2.195.410.000	-9,40%
Portugal	$1.870.095.000	$1.835.040.000	-1,90%

Source: Context

INDEX 2023 EXPECTATIONS

SUSTAINABLE, STRONG and EFFICIENT GROWTH!

Strong Q1!

High purchasing in the public and private sectors

Growth in large corporate companies and SME

High end consumer demand

Fast growth in accessories, printers, services

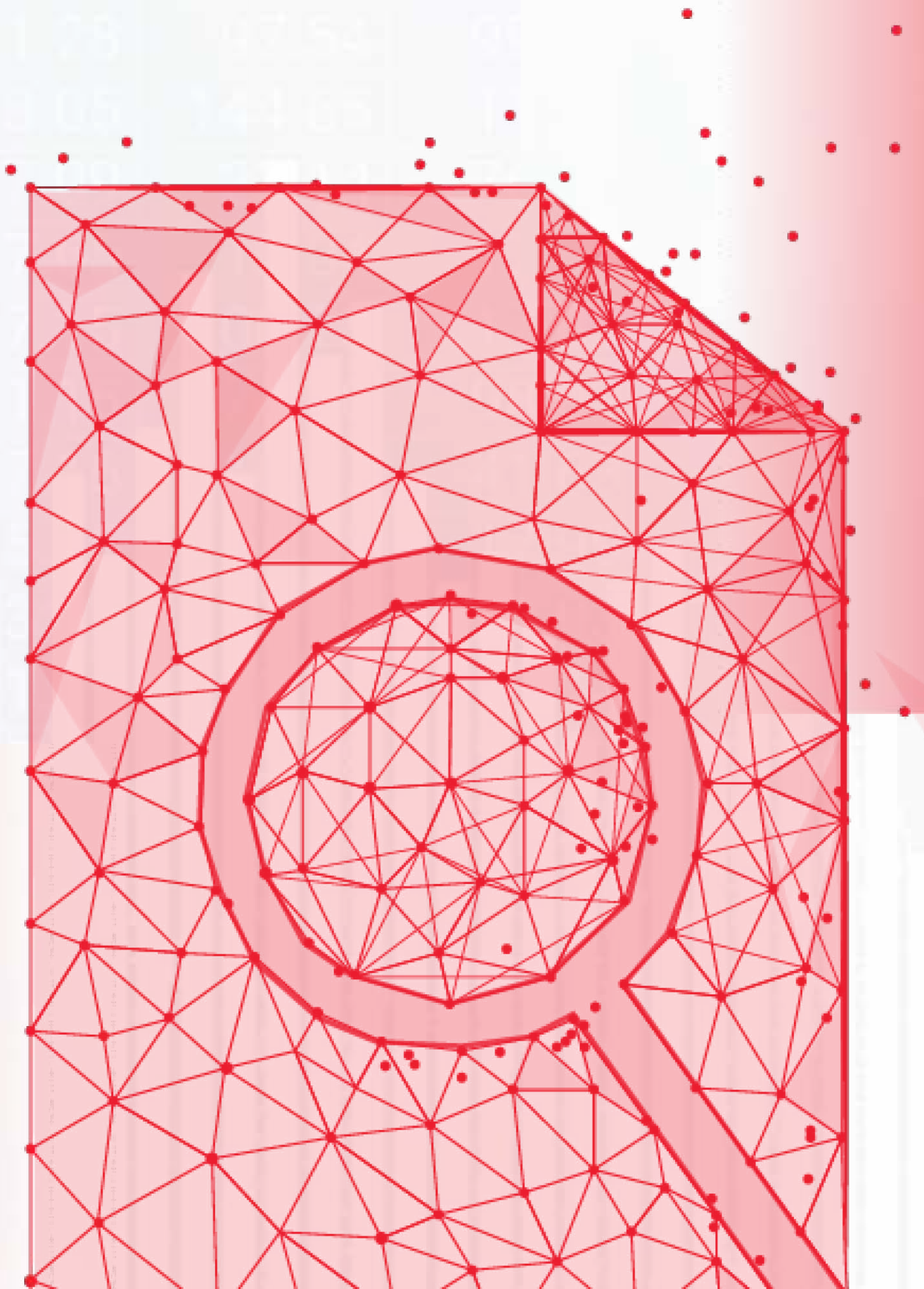
Strategic logistics investments

New brand contracts

- Cloud computing
- Artificial Intelligence (AI)
- Smart home, IOT
- 3D Printing
- Virtual Reality (VR)
- 5G and fiber internet
- Cyber security and data privacy technologies

INDEX AŞ 2022 FINANCIAL AND OPERATIONAL RESULTS

Halil Duman
Index Grup Companies Board Member and CFO



INDEX AŞ 2022 FINANCIAL AND OPERATIONAL RESULTS

INCOME STATEMENT 12 MONTHS (THOUSAND TL)

(000) TRL	3 months 2023	3 months 2022	Changes (%)
Net Sales	**8.405.815**	**5.168.474**	**62,64**
Gross Profit	410.138	220.071	86,37
Gross Profit Margin (%)	4,88	4,26	14,59
EBITDA	286.288	183.412	56,09
EBITDA Margin (%)	3,41	3,55	(4,02)
Operational Profit	279.485	178.522	56,55
Operational Profit Margin (%)	3,32	3,45	(3,74)
Financial Income /(Expenses), Net	(112.132)	(22.315)	402,50
Profit Before Tax	172.871	156.207	10,67
Profit margin Before Tax (%)	2,06	3,02	(31,95)
Tax Expenses	(38.977)	(46.101)	(15,45)
Net Profit	130.424	103.278	26,28
Net Profit Margin (%)	1,55	2,00	(22,35)

INDEX AŞ 2022 FINANCIAL AND OPERATIONAL RESULTS

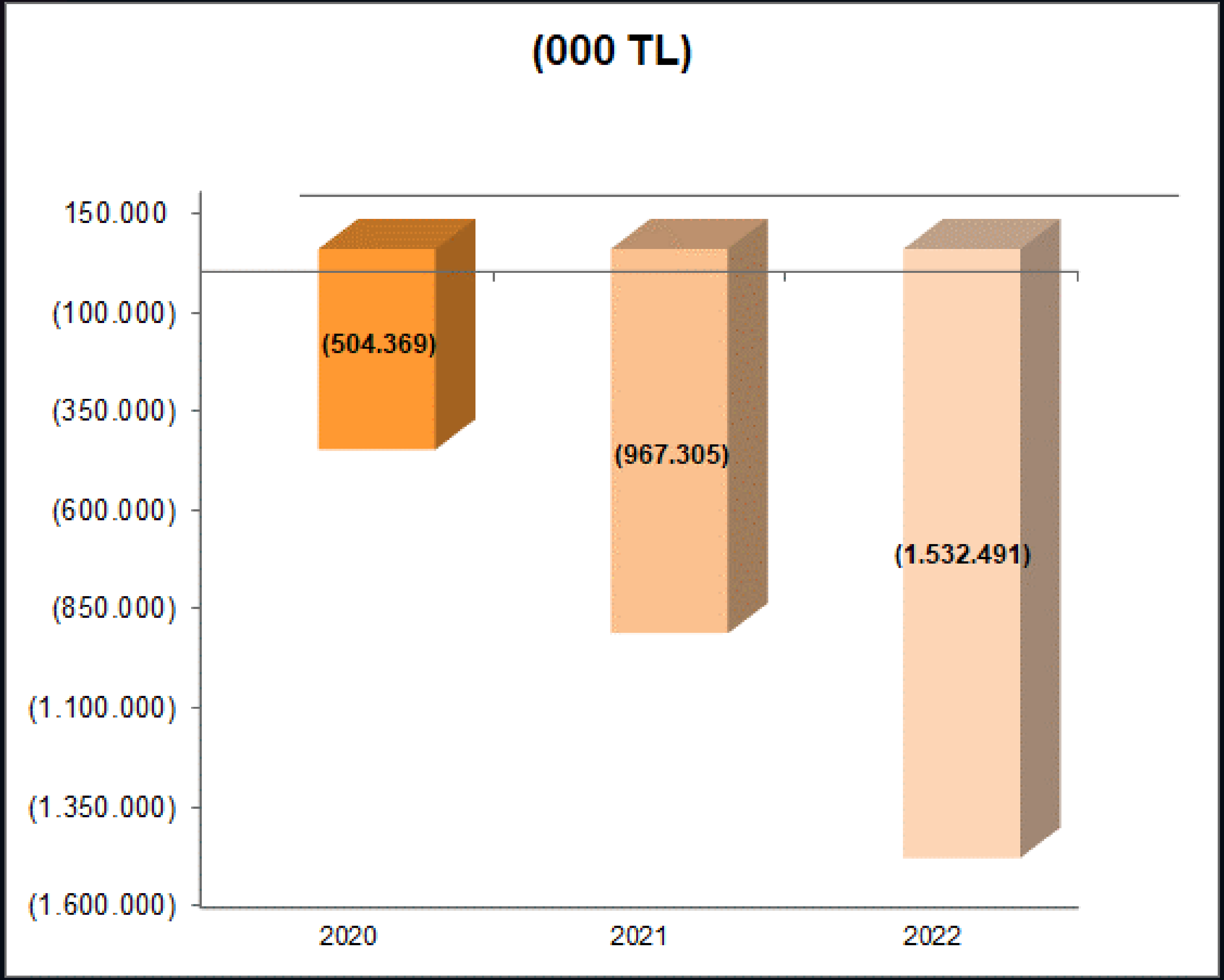
SUMMARIZED BALANCE SHEET 12 MONTHS (THOUSAND TL)

Assets	31.03.2023	(%)	31.12.2022	(%)	Changes (%)	Liabilities & Capital	31.03.2023	(%)	31.12.2022	(%)	Changes (%)
Current Assets	**9.007.701**	**98,3%**	**8.271.933**	**98,2%**	**8,9**	**Short Term Lia.**	**7.473.179**	**81,6%**	**6.765.096**	**80,3%**	**10,5**
Cash	2.305.470	25,2%	2.371.261	28,2%	(2,8)	Financial Lia.	766.962	8,4%	771.341	9,2%	(0,6)
Trade Receivables	4.273.045	46,7%	4.559.391	54,2%	(6,3)	Trade Payables	6.192.002	67,7%	5.406.355	64,2%	14,5
Inventories	1.575.159	17,2%	1.027.452	12,2%	53,3	Provisions for Tax	216.320	2,4%	298.014	3,5%	(27,4)
Inventories in Transit	120.449	1,3%	88.521	1,1%	36,1	Prov. for Other Pay.	138.360	1,5%	129.170	1,5%	7,1
Other (*)	733.578	8,0%	225.308	2,7%	225,6	Other	159.535	1,7%	160.216	1,9%	(0,4)
Non-Current Assets	**152.255**	**1,7%**	**147.717**	**1,8%**	**3,1**	**Long Term Lia.**	**13.141**	**0,1%**	**31.133**	**0,4%**	**(57,8)**
Trade Receivables	88.491	1,0%	83.535	0,9%	5,9	Long Term Lia.	6.017	0,1%	7.412	0,1%	(18,8)
Right of Use Assets	26.584	0,3%	24.800	0,3%	7,2	Prov. for Empl. Trm. Ind.	7.123	0,1%	23.722	0,3%	(70,0)
Investments Valued by Equity M.	37.141	0,4%	39.342	0,5%	(5,6)	Deferred Tax	-	0,0%	-	0,0%	0,0
Other	39	0,0%	40	0,0%	(2,5)	**Capital**	**1.673.638**	**18,3%**	**1.623.421**	**19,3%**	**3,1**
Total Assets	**9.159.956**	**100%**	**8.419.650**	**100%**	**8,8**	**Total Lia. & Capital**	**9.159.958**	**100%**	**8.419.650**	**100%**	**8,8**

(*) In Other line, 401 mio TL Financial Investments consist of Currency Protected Saving. When adding this amount to cash, total cash raised to 2.706,6 mio TL.

INDEX AŞ 2022 FINANCIAL AND OPERATIONAL RESULTS

NET FINANCIAL DEBT (THOUSAND TL)



FINANCIAL RATIOS

LIQUIDITY RATIOS	31.03.2023	31.12.2022
Current Ratio	1,21	1,22
Quick Ratio	0,98	1,06

THE WORKING CAPITAL RATIOS (*)	31.03.2023	31.12.2022
Receivables Days	59	68
Payables Days	74	84
Inventory Days	18	16

FINANCIAL STRUCTURE RATIOS	31.03.2023	31.12.2022
Capital / Total Liabilities & Capital	18,3%	19,3%
Short T. Debts / Total Liabilities & Capital	81,6%	80,3%
Long T. Debts / Total Liabilities & Capital	0,1%	0,4%
Financial Debts / Total Debts	10,3%	11,5%

PROFITABILITY RATIOS	31.03.2023	31.12.2021
Gross Profit Margin	4,88%	4,26%
Operational Profit Margin	3,32%	3,45%
Net Profit / Sales	1,55%	2,00%
Profit Margin Before Tax	2,06%	3,02%

(*) Quarterly prepared financial sheets were taken into consideration for calculations.

INDEX GRUP 2023
GENERAL REVIEW

INDEX GRUP 2023 GENEL DEĞERLENDİRME

Erol Bilecik
Index Grup Chairman

Net Cash Position

Net Cash Position

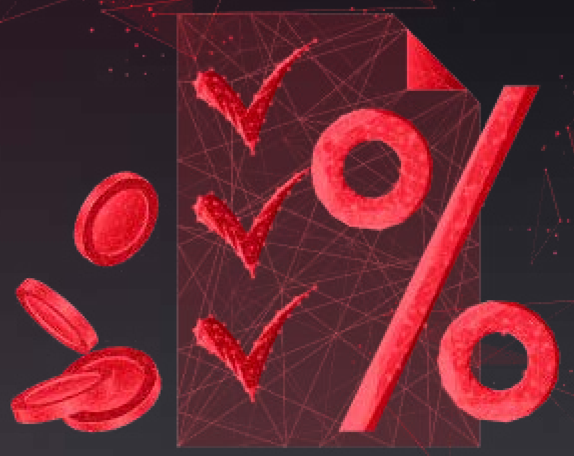
Dividend Plan

Net Cash Position

Dividend Plan

Buy Back Program

Net Cash Position



Dividend **Plan**

Buy Back Program

Investment Plans

Q&A

INDEX GRUP

THANK YOU

21st MARCH 2023