

# DESPEC A.Ş. ANALYST PRESENTATION

28 OCTOBER 2021



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# Despec AŞ Financial & Operational Results

## Summarized P/L (000 TL)

(000) TRL	9 months 2021	9 months 2020	Changes (%)
<b>Net Sales</b>	<b>495.319</b>	<b>450.549</b>	<b>9,9</b>
Gross Profit	31.615	27.185	16,3
Gross Profit Margin (%)	6,4	6,0	
EBITDA	31.694	27.333	16,0
EBITDA Margin (%)	6,4	6,1	
Operational Profit	31.182	26.970	15,6
Operational Profit Margin (%)	6,3	6,0	
Financial Income /(Expenses), Net	(13.229)	3.044	(534,5)
Tax Expenses	(3.807)	(6.604)	(42)
Net Profit	14.146	23.410	(39,6)
Net Profit Margin (%)	2,9	5,2	



# Despec AŞ Financial & Operational Results

## Summarized Balance Sheet (000 TL)

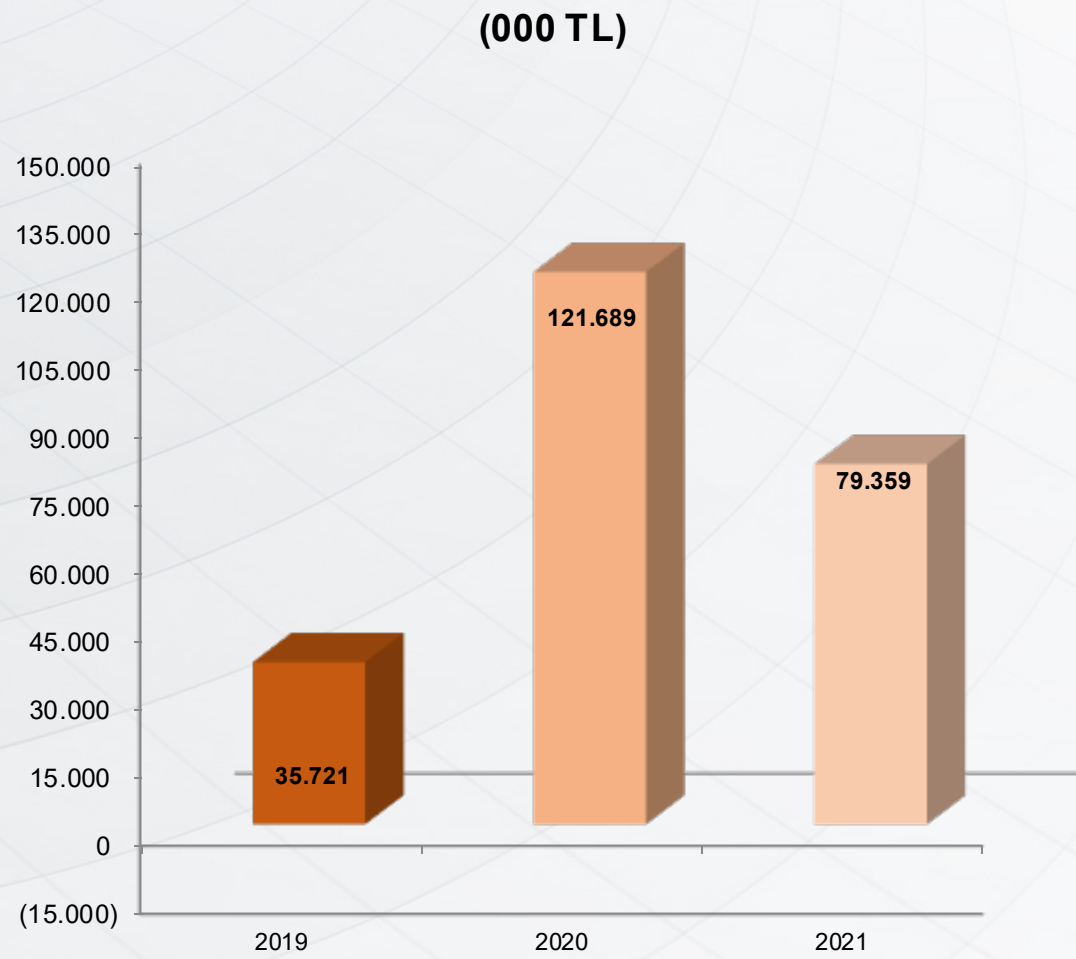
Assets	30.09.2021	(%)	31.12.2020	(%)	Changes (%)	Liabilities & Capital	30.09.2021	(%)	31.12.2020	(%)	Changes (%)
<b>Current Assets</b>	<b>299.798</b>	<b>98,3%</b>	<b>272.119</b>	<b>98,2%</b>	<b>10,2</b>	<b>Short Term Lia.</b>	<b>191.339</b>	<b>62,7%</b>	<b>177.623</b>	<b>64,1%</b>	<b>7,7</b>
Cash	9.380	3,1%	12.690	4,6%	(26,1)	Financial Lia.	88.080	28,9%	133.597	48,2%	-
Trade Receivables	215.071	70,5%	190.605	68,8%	12,8	Trade Payables	97.721	32,0%	37.350	13,5%	161,6
Inventories	42.073	13,8%	42.831	15,5%	(1,8)	Provisions for Tax	251	0,1%	197	0,1%	27,4
Inventories in Transit	19.351	6,3%	14.184	5,1%	36,4	Prov. for Other Pay.	3.299	1,1%	2.532	0,9%	30,3
Other	13.923	4,6%	11.809	4,3%	17,9	Other	1.988	0,7%	3.947	1,4%	(49,6)
<b>Non-Current Assets</b>	<b>5.231</b>	<b>1,7%</b>	<b>5.082</b>	<b>1,8%</b>	<b>2,9</b>	<b>Long Term Lia.</b>	<b>1.467</b>	<b>0,5%</b>	<b>1.530</b>	<b>0,6%</b>	<b>(4,1)</b>
Fixed Assets	450	0,1%	386	0,1%	16,6	Long Term Liabilities	659	0,2%	782	0,3%	(15,7)
Right of Use Asset	1.348	0,4%	1.471	0,5%	(8,4)	Prov. for Empl. Trm. Ind.	808	0,3%	748	0,3%	8,0
Deferred Tax Asset	3.434	1,1%	3.225	1,2%	6,5	Deferred Tax Liabilities	-	0,0%	-	0,0%	-
Other	- 1	0,0%	-	0,0%	-	<b>Capital</b>	<b>112.223</b>	<b>36,8%</b>	<b>98.048</b>	<b>35,4%</b>	<b>14,5</b>
<b>Total Assets</b>	<b>305.029</b>	<b>100,0%</b>	<b>277.201</b>	<b>100,0%</b>	<b>10,0</b>	<b>Total Lia. &amp; Capital</b>	<b>305.029</b>	<b>100,0%</b>	<b>277.201</b>	<b>100,0%</b>	<b>10,0</b>





# Despec AŞ Financial & Operational Results

## Net Financial Debt (000 TL)





# Despec AŞ Financial & Operational Results

## Financial Ratios

<b>LIQUIDITY RATIOS</b>	<b>30.09.2021</b>	<b>31.12.2020</b>
Current Ratio	1,57	1,53
Quick Ratio	1,25	1,21
<b>THE WORKING CAPITAL RATIOS (*)</b>		
Receivables Days	89	86
Payables Days	29	22
Inventory Days	29	25
<b>FINANCIAL STRUCTURE RATIOS</b>		
Capital / Total Liabilities & Capital	36,8%	35,4%
Short T. Debts / Total Liabilities & Capital	62,7%	64,1%
Long T. Debts / Total Liabilities & Capital	0,5%	0,6%
Financial Debts / Total Debts	45,7%	74,6%
<b>PROFITABILITY RATIOS</b>		
Gross Profit Margin	6,4%	6,0%
Operational Profit Margin	6,3%	6,0%
Net Profit / Sales	2,9%	5,2%
Profit Margin Before Tax	3,6%	6,7%

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

THANKS