

TEKNOSA

3Q 2023 EARNINGS RESULTS PRESENTATION



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Turkey's Most Widespread and Reliable Technology Partner

A Digital CE Retail Platform with Physical Presence & Unique Customer Experience

Transforming from a “traditional retailer” to “Phygital”

Broad tech offering and unique customer experience both online and in-store

Evolving from a “product driven customer relation” to a “holistic customer experience owner for tech”

Growth Across all Key Indicators



26X SKU increase
to 133K

390 merchants



MP/Teknosa.com GMV
above
global benchmarks¹



GMV up by 211% to
~5.0 bn TL



40% YoY
traffic growth



34% increase
in store visitors

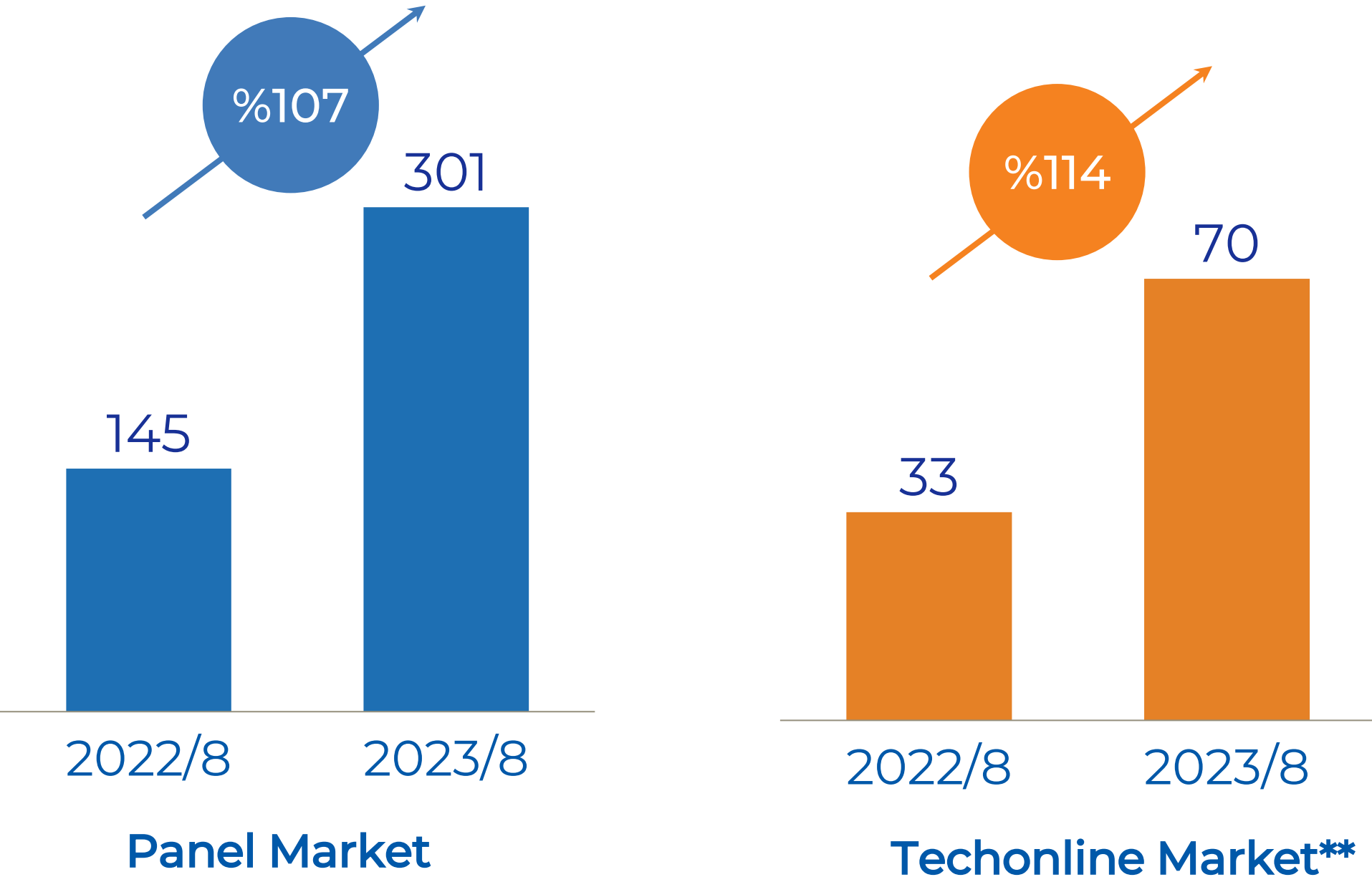


2.6M
Loyalty
Members

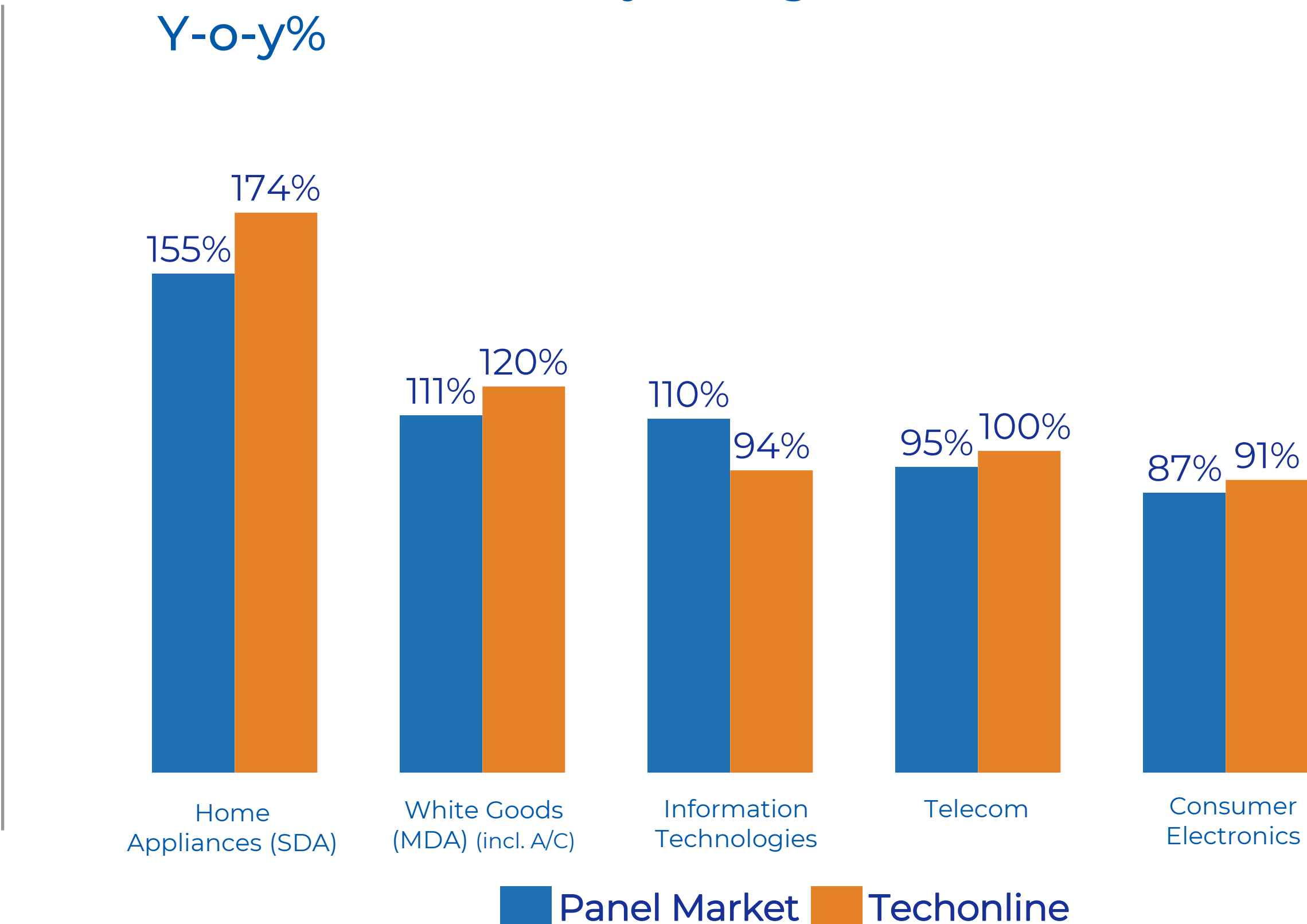
⁽¹⁾ Benchmarks : Magazine Luiza from Brazil, FNAC and Darty from France

Market demand remained strong despite macro headwinds

Market Revenue Growth*
Billion TL



Demand Growth by Categories*
Y-o-y%



*Above data is given as of August YTD y-o-y growth (%) as the data is lagging behind

3Q FINANCIAL RESULTS

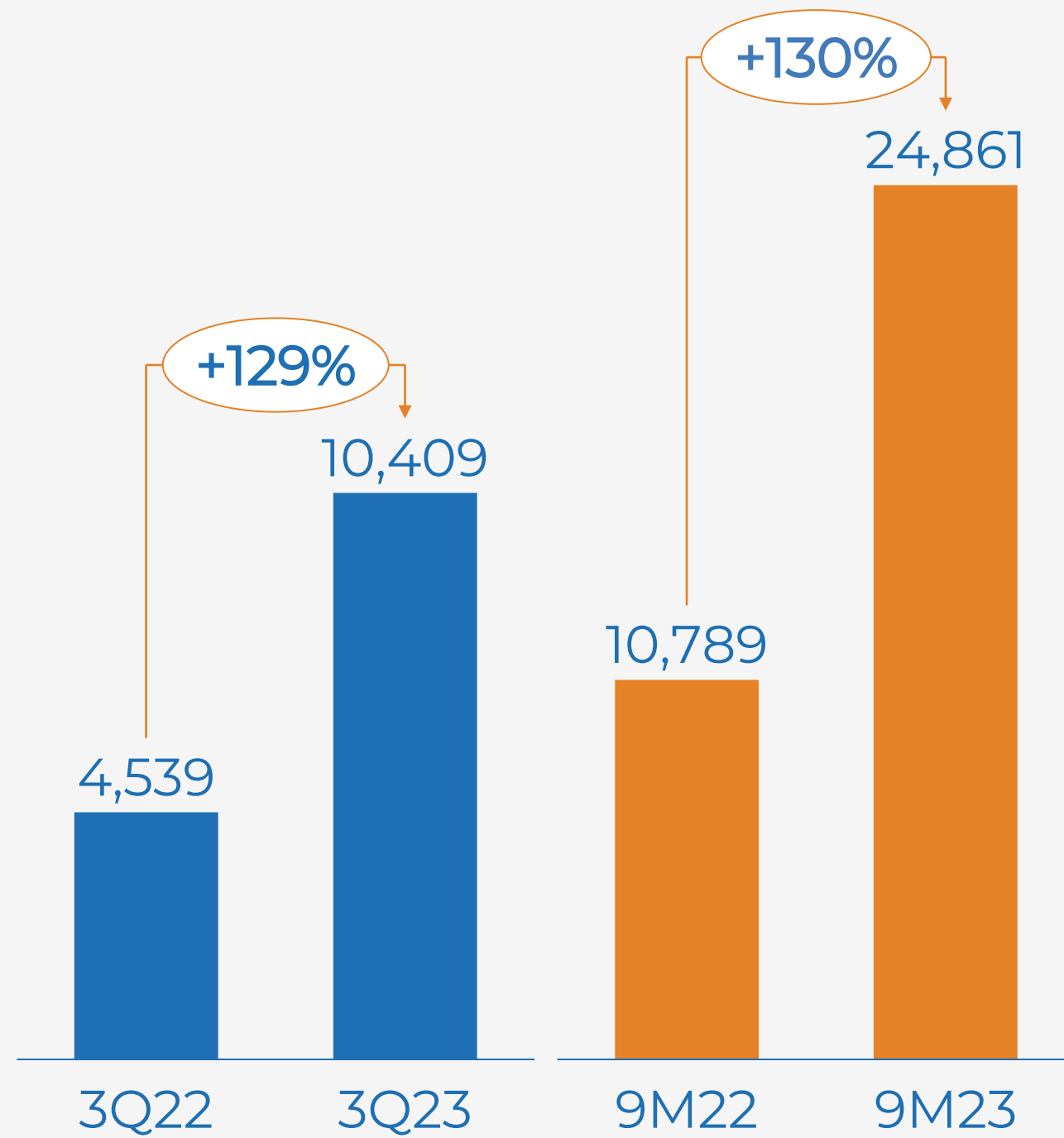
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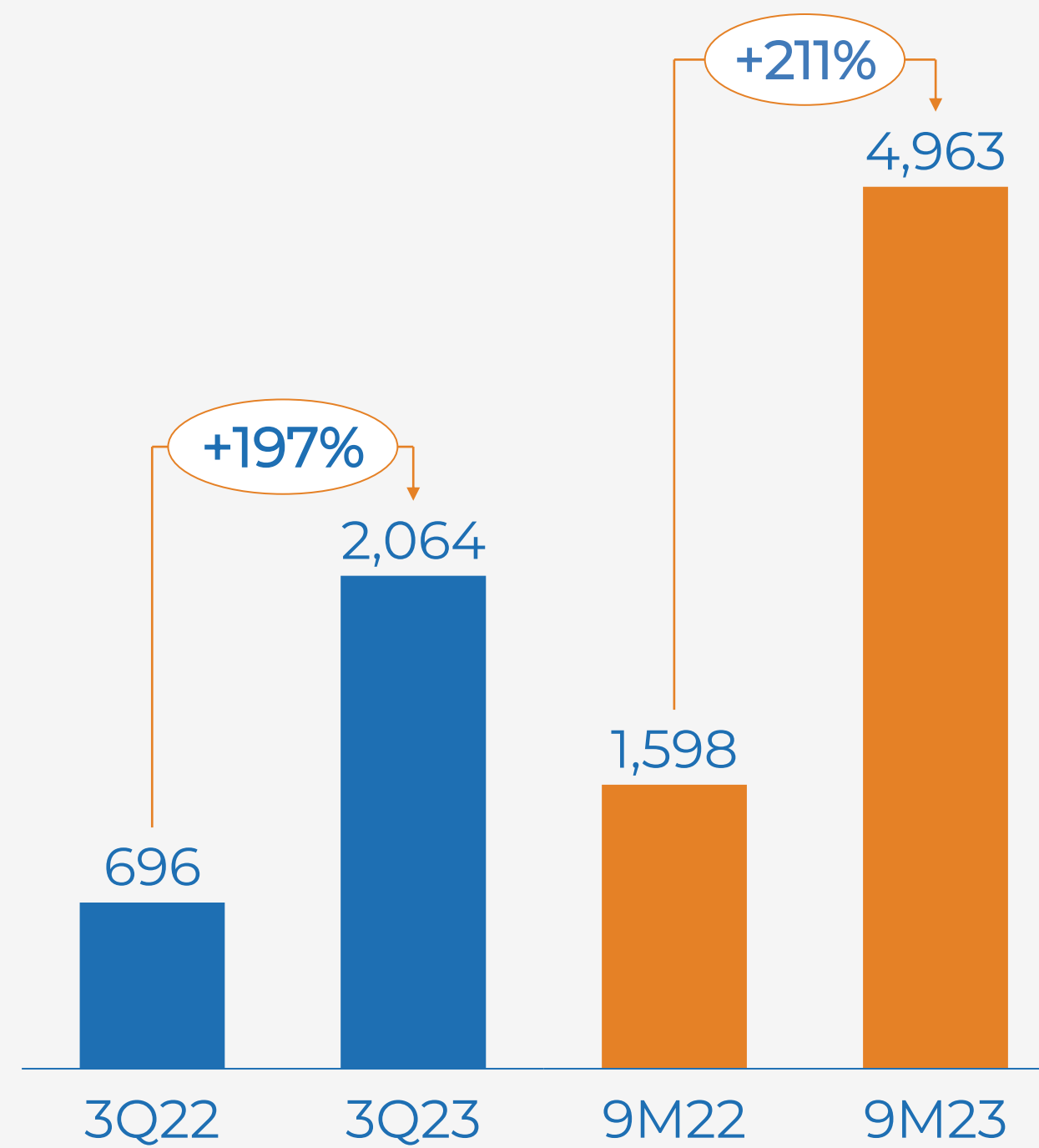
Teknosa continued its robust topline growth in the third quarter

(Million TL)

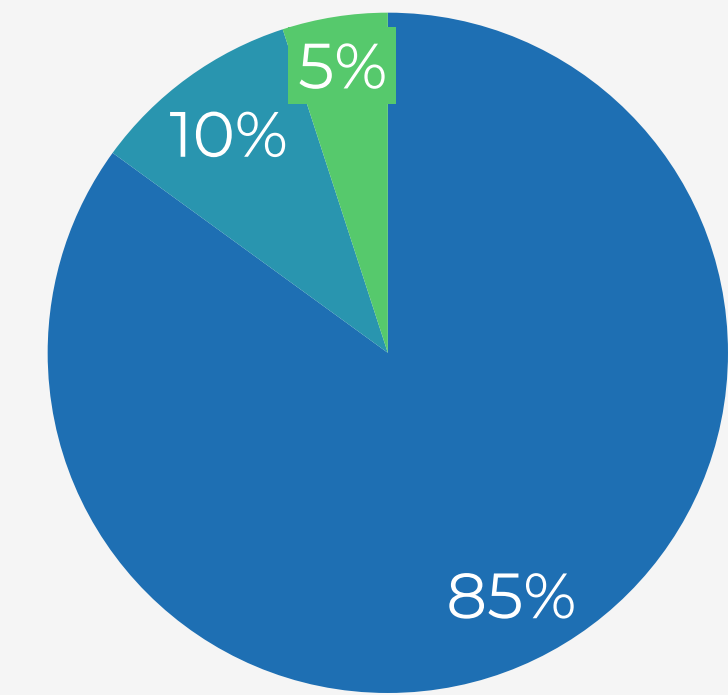
Revenues



E-Commerce Gross Merchandise Value (GMV)



Revenue by Sales Channels



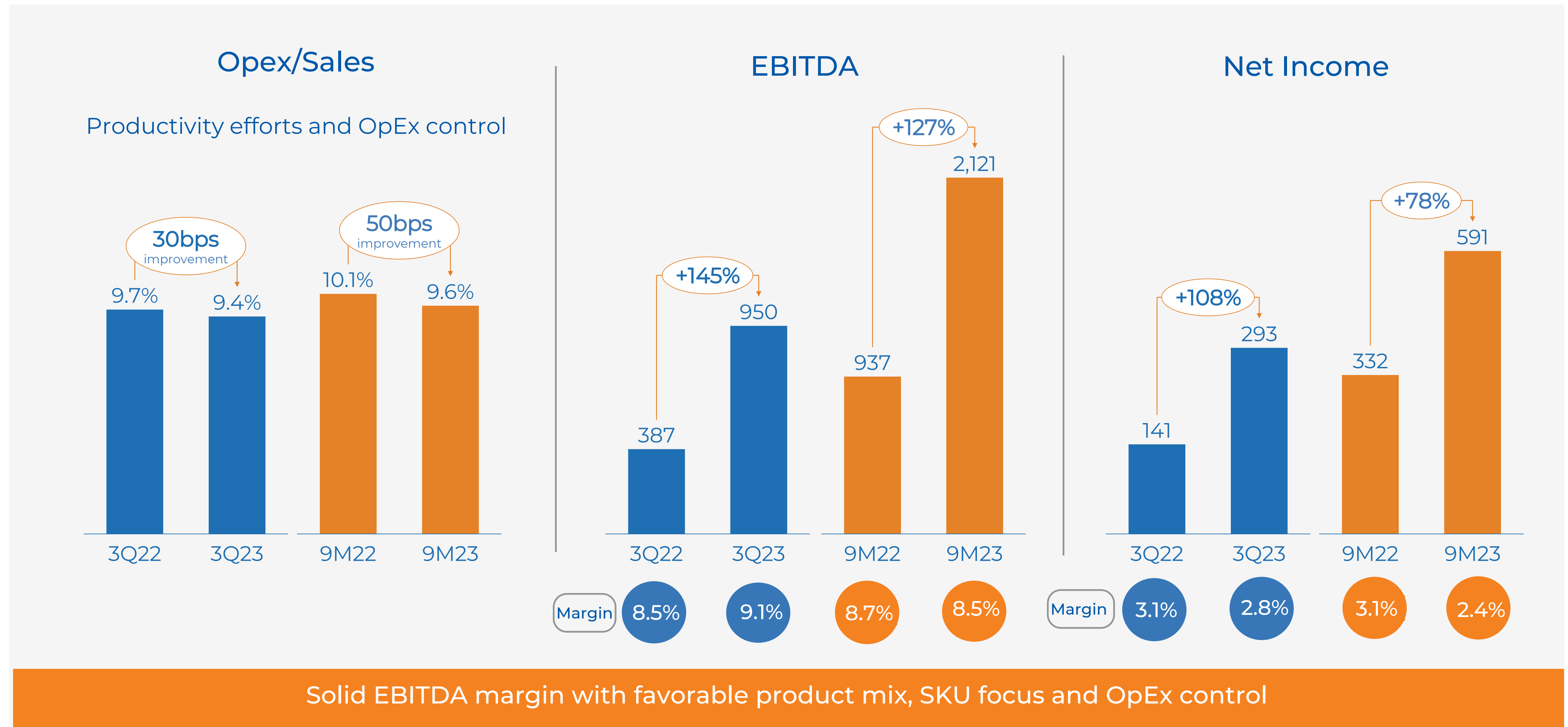
Retailing constitutes 95%

■ Stores ■ E-Commerce ■ İklimsa

- Strong demand especially in air conditioning and mobile sales
- High growth in E-Commerce
- Omnichannel strength
- Wide product range and new customers
- Value-added services

Sustainable growth in profitability thanks to effective expense management

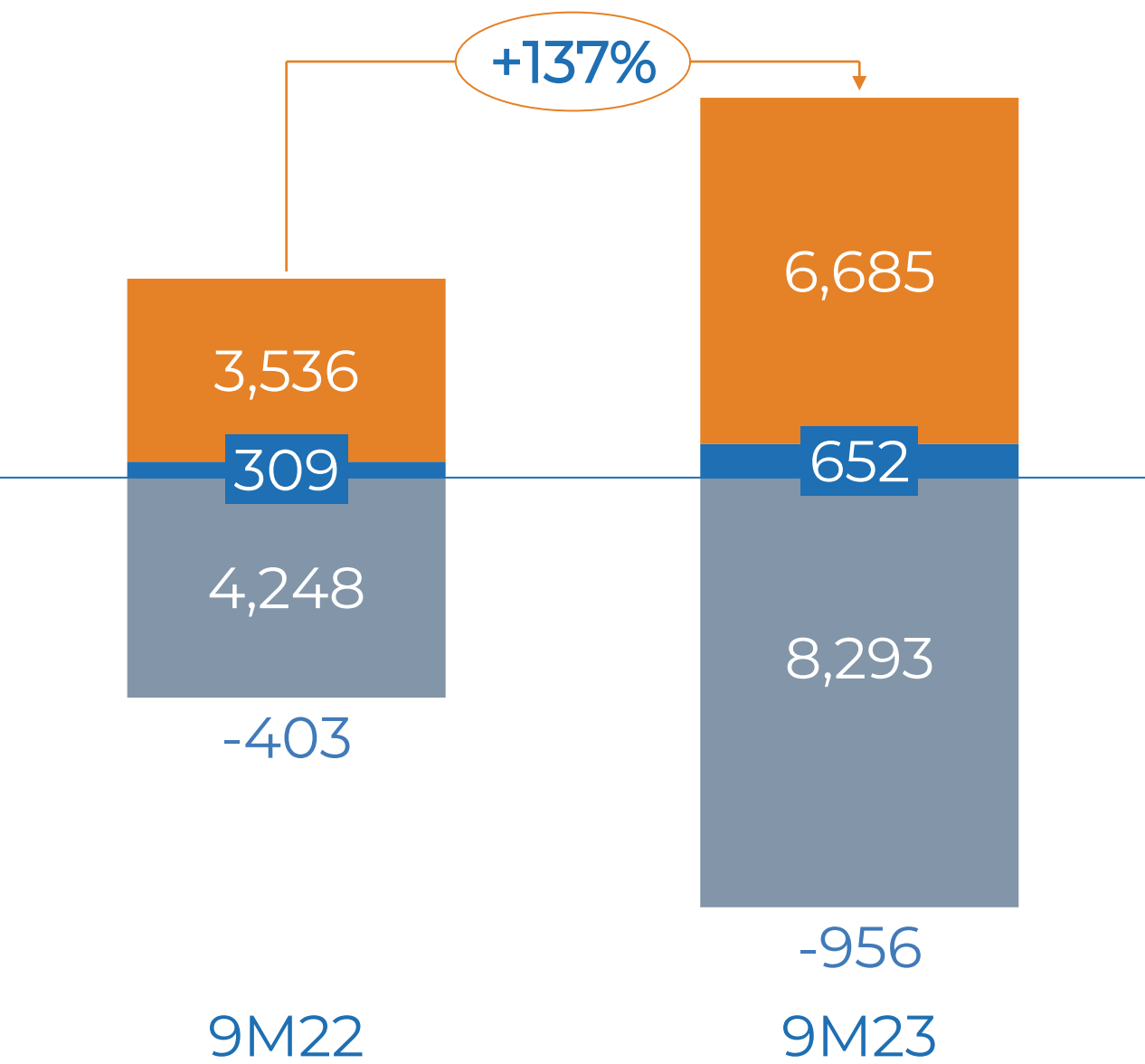
(Million TL)



Maintained focus on healthy balance sheet

Net Working Capital (TL Mn)

Inventories Trade Receivables Trade Payables

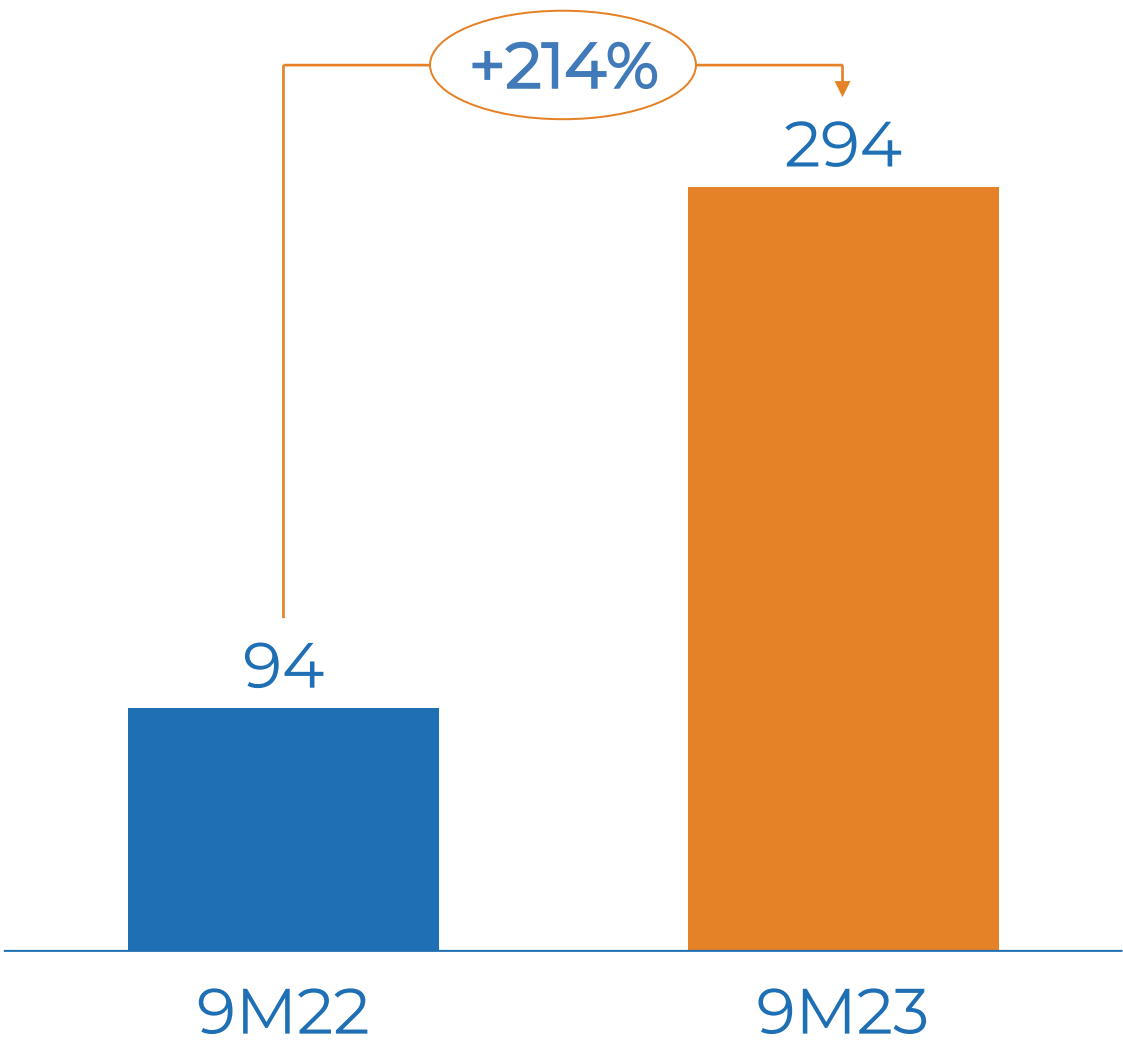


NWC/
Revenues

-3.0%

-3.0%

CAPEX (TL Mn)



CAPEX/
Revenues

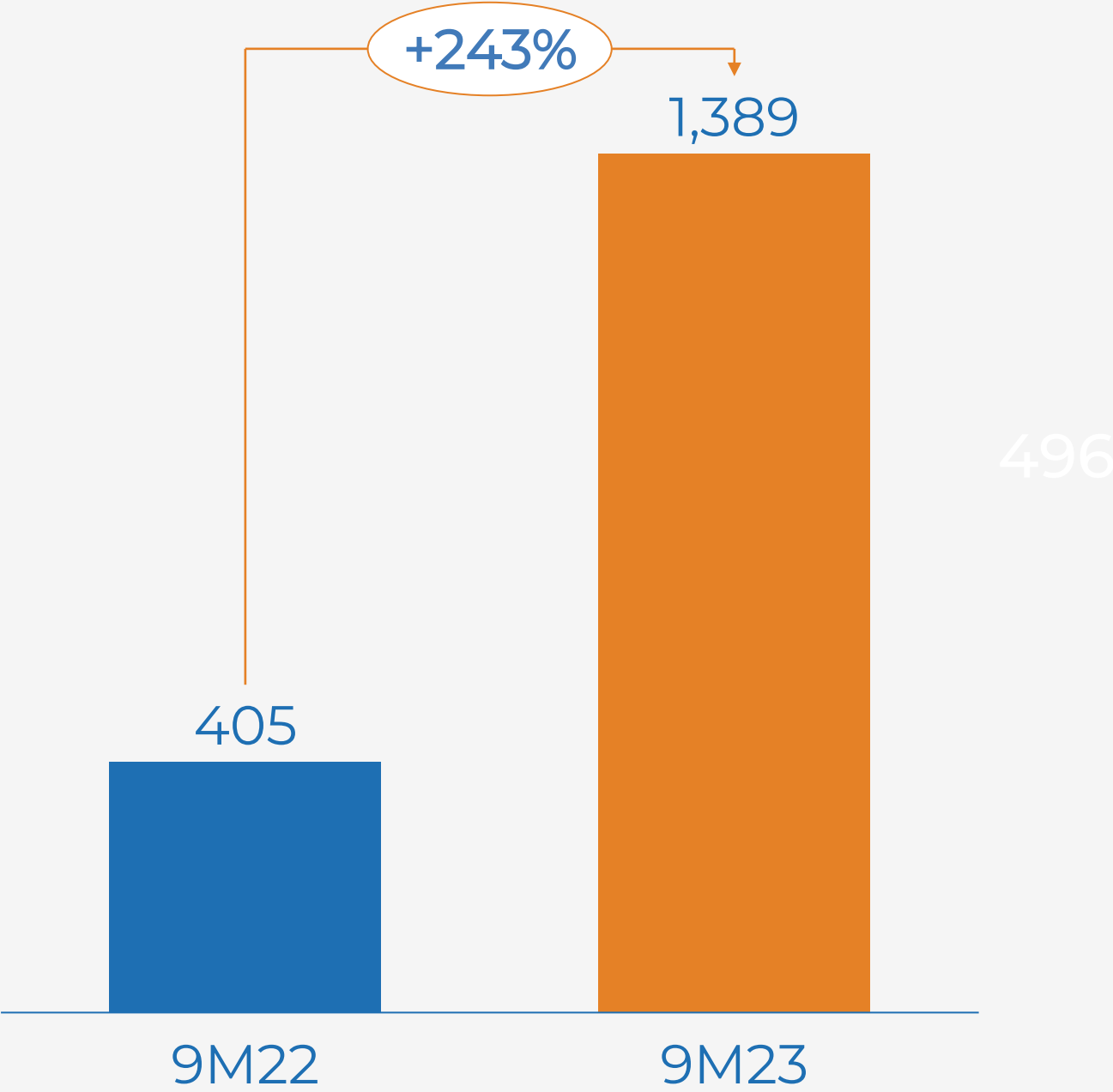
0.9%

1.2%

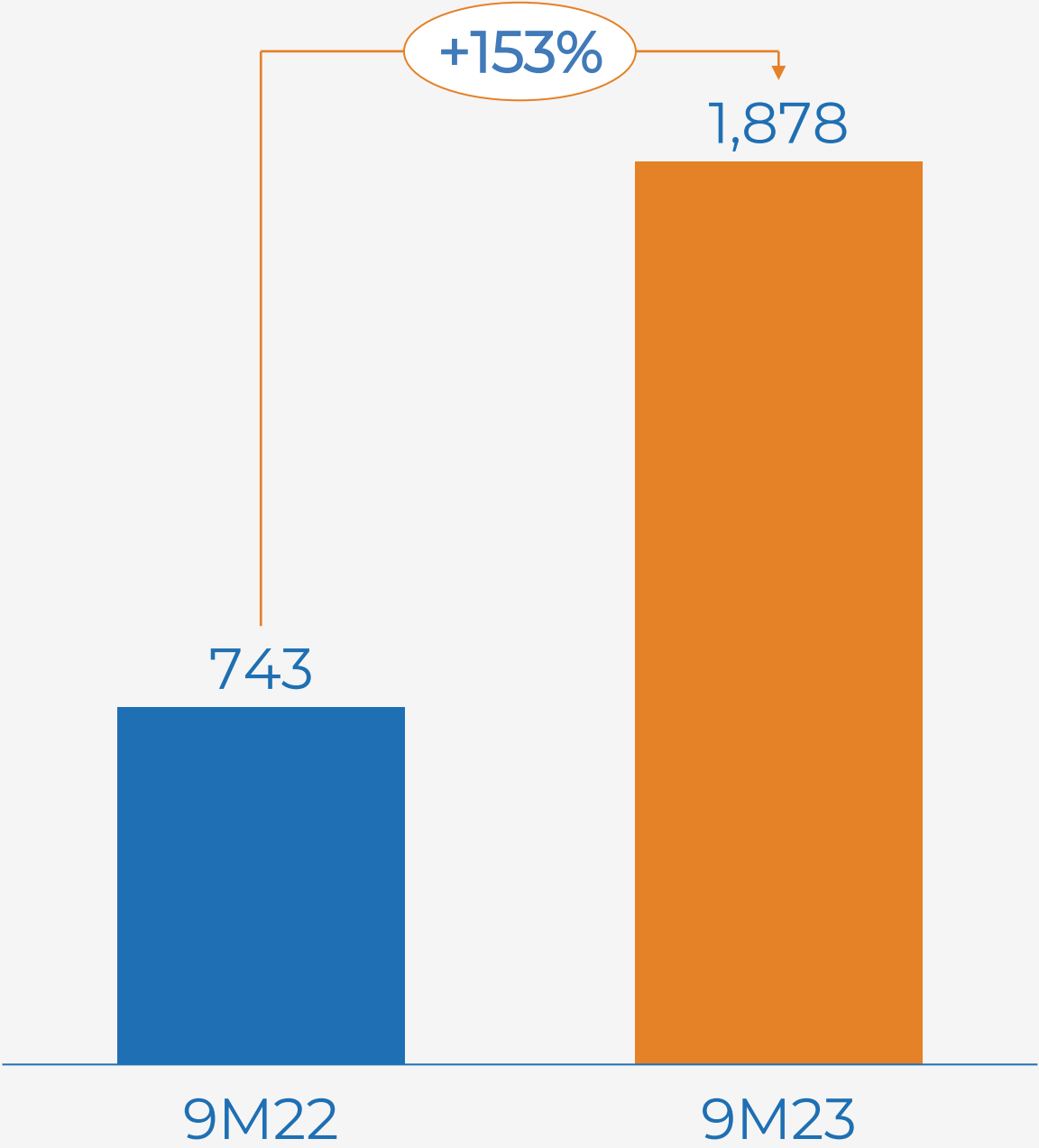
Record high free cash flow driven by strong operating cashflow generation

(Million TL)

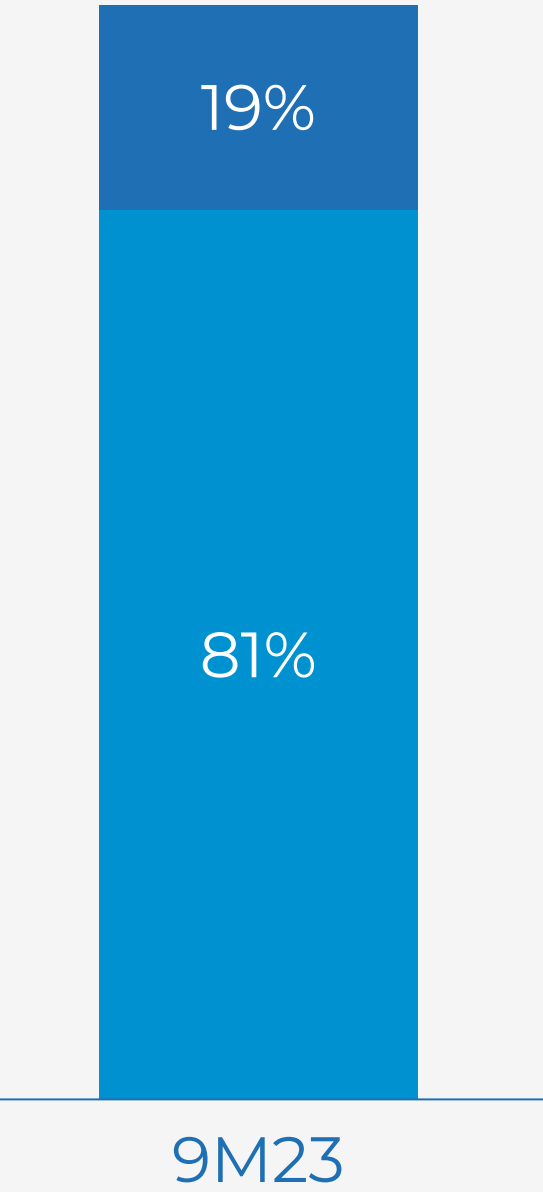
Free Cash Flow
(TL Mn)



Net Cash (TL Mn),
excl. IFRS 16



Cash Currency
Breakdown



Hard Currency TL

9M 2023 Results Key Takeaways



Ongoing demand despite challenging macro conditions



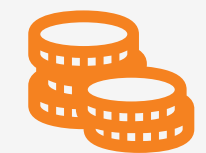
Omnichannel structure delivered solid results



Growth in all key metrics achieved with successful management and execution capabilities



Continued focus on digitalisation and technology investments, cost optimization, and cash management



Sustained profitability as well as strong balance sheet management

Q&A

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