

Investor
Presentation

Teknosa

4Q21 Results

«Turkey's Leading Electronics Retailer»

February, 2022

Agenda

Main Messages

Financial Overview

Main Messages

All-time high financial results with record sales and net income

Steady growth in sales

4Q21 : +33% , 2.569M TL
2021 : +34% , 7.520M TL

EBITDA

4Q21 : +35% , 267,1M TL
2021 : +46% , 691,5M TL

Record Net Income

4Q21 : +51% , 104,8M TL
2021 : +54% , 131,5M TL

Growth in online

4Q21 : +36% , 415,6M TL
2021 : +7% , 1.080M TL

Strong Working Capital Management – Net Cash

4Q21 : 709M TL
4Q20 : 22M TL

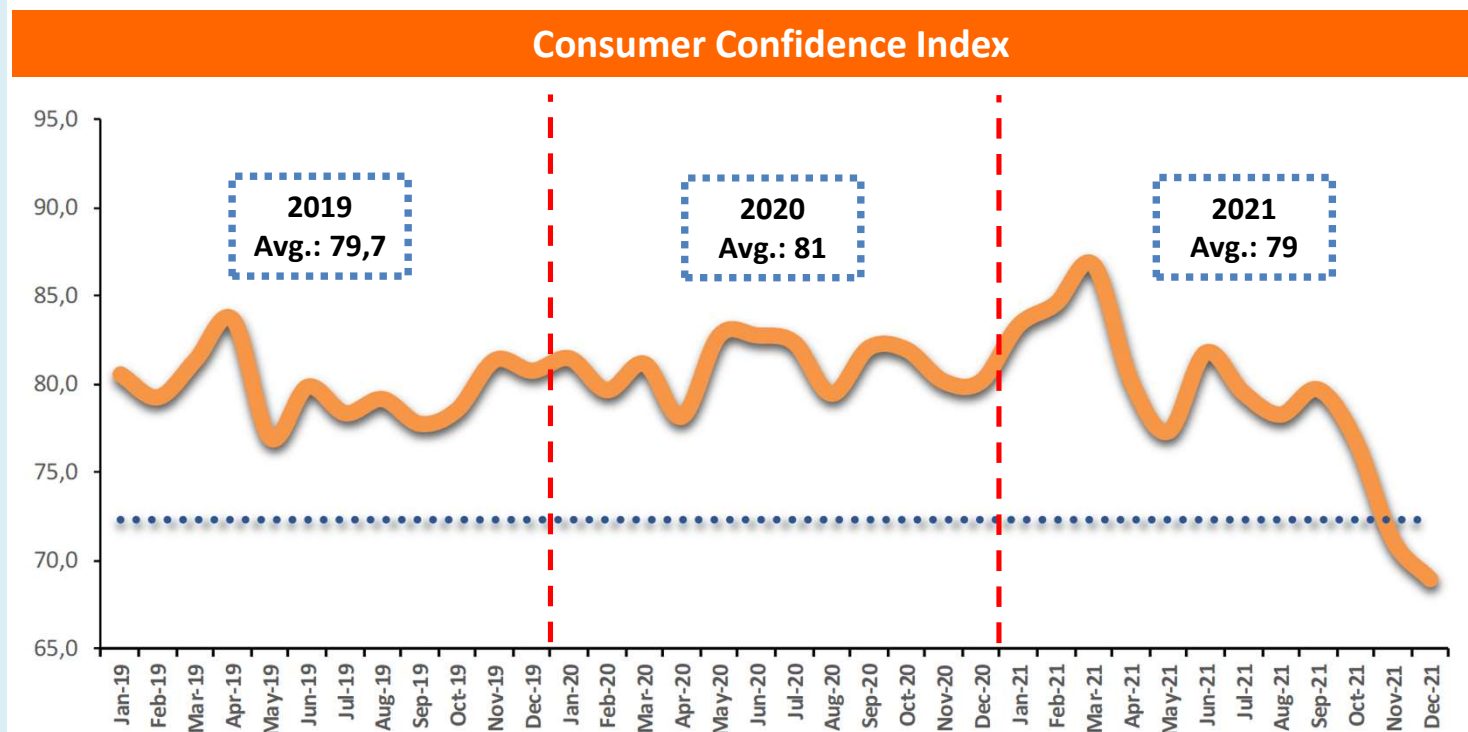
Main Messages

Financial and Strategic Highlights

- Teknosa posts strong sales figures supported by campaigns, despite Omicron variant and economic uncertainties in local and global markets
- Cash generation with effective working capital management
- The best omnichannel experience in line with strategy of transforming from a "traditional retailer" to a «phygital platform"
- Accelerated digital transformation efforts in 4Q21, became the first company in its sector offering Marketplace
- Enriched the scope of service under the framework of «Tekno Hizmet»
- All-time record of net income, resulted from high gross profit margin and operational efficiency

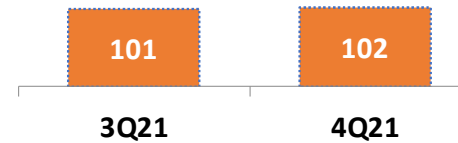
Consumer Confidence Index

- CCI hits a historic low in December in 4Q and CCI average was 72,3 in 4Q21
- Although factors such as Omicron variant, rise in exchange rates and the risks to global economy negatively affected CCI, potential price increases had a positive impact on demand and sales.



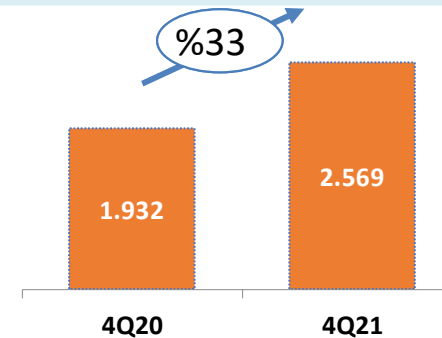
4Q21 Results

Net Sales Area (‘000 m²)



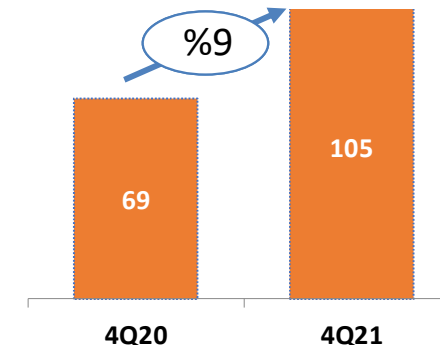
- Store relocations for efficiency management
- 4Q20 97k sqm

Net Sales (TL mn)



- Revenue growth accelerated to 33% y-o-y in Q4. Revenue in 2021 exceeded TL 7.5 bn, which is up by 34% y-o-y.

Net Period Profit/Loss (TL mn)

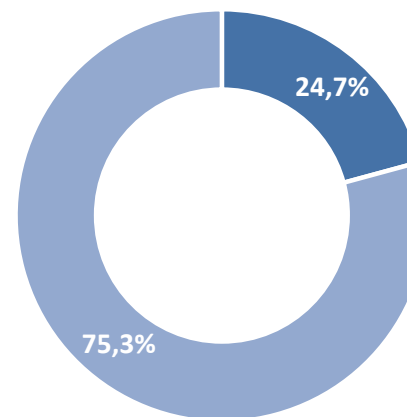


- Net income reached TL104,8 M, up by 51% y-o-y in Q4. Net income growth was at 54% in 2021, equals to TL 131,5 M.

Electronics Retail Market and Teknosa

- The electronics retail market(*) grew by 27,2% LfL reaching TL 113 bn in 2021
 - Growth by segments: SDA 45,4%, MDA 34,9%, Consumers Electronics 26,9%, Telecom 21,1% and IT 15,9%
 - TSS channel accounts for 24,7% (including MDA) of PM(Panel Market) in 2021
- (*) Including electronic retail chains, telecom dealers, traditional MDA&SDA dealers, and Technical Super Stores

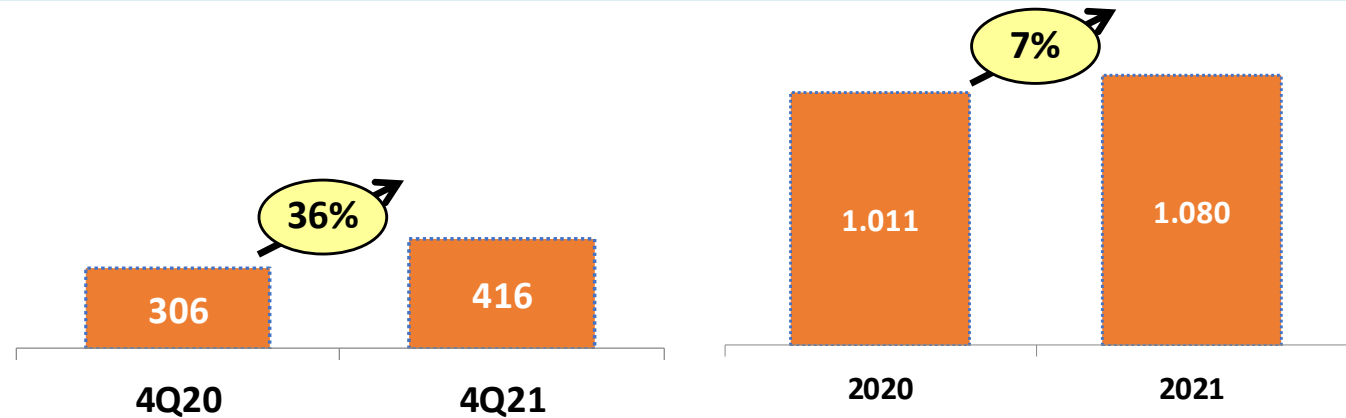
Electronic Retail Market– 2021



■ TSS ■ Other

Source: GfK

Online sales



- Online/retail sales 17% in 4Q21 (17% in 4Q20)
- 36% increase in online sales compared to 4Q20 with TL 416M in 4Q21

COMPARED TO Q4 LAST YEAR



Sales
1,4 TIMES
INCREASED

Number of Visit
0,8 TIMES
DECREASED



Number of invoice
0,9 TIMES
DECREASED

Conversion Rate
STATED THE SAME

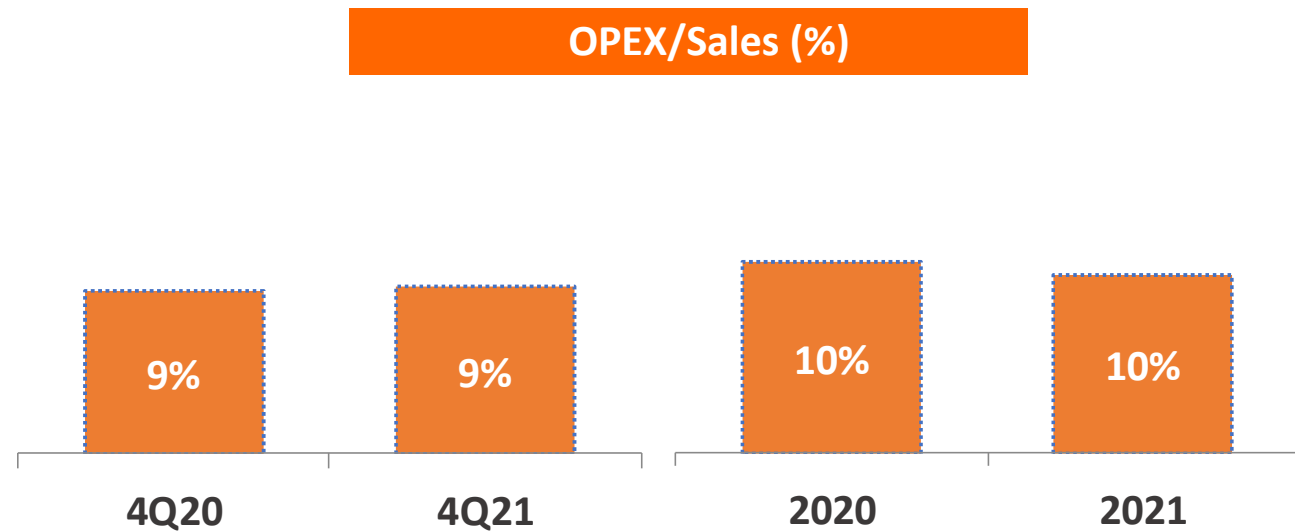


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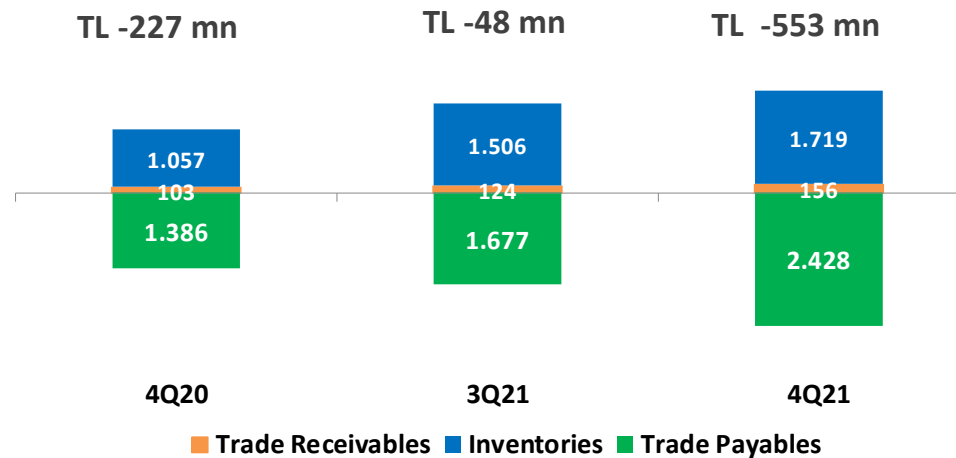
OPEX/Sales ratio



- Operational expenses/sales is 9 % in 4Q21, the same as the previous year's ratio
- Sustainable operational expense management despite increased sales volume in 4Q21

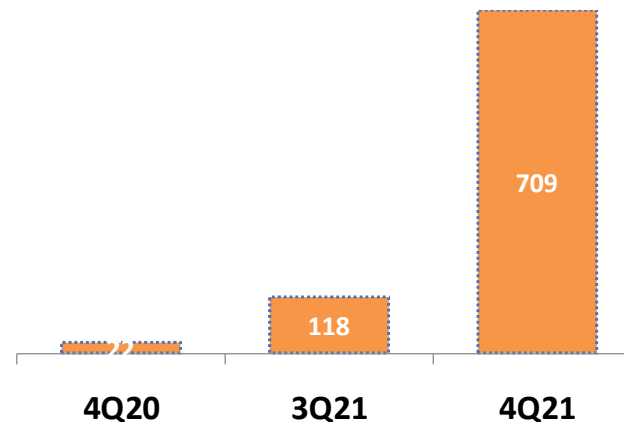
Working Capital and Cash Position

Working Capital Requirement (TL mn)



➤ Fast moving inventory resulted in high inventory turnover and high trade payables figures. Working capital, which turned negative in 3Q21, reached TL 553 M in December

Net Cash / (Debt) (TL mn)



➤ TL 709 M net cash, as a result of effective working capital management

Income Statement Summary

(TL mn)	4Q20	3Q21	4Q21	YoY (%)	2020	2021	YoY (%)
Net Sales	1.932	1.968	2.569	33%	5.607	7.520	34%
Gross Profit	339	330	452	34%	931	1.267	36%
Gross Profit Margin	17,5%	16,8%	17,6%	0,1pp	16,6%	16,8%	0,2pp
EBITDA	198	180	267	35%	475	691	46%
EBITDA Margin	10,3%	9,2%	10,4%	0,1pp	8,5%	9,2%	0,7pp
Other Income/Expenses	-16	-36	-56	-248%	-33	-152	-365%
Financial Expenses	-62	-67	-57	7%	-208	-248	-19%
Profit Before Tax	91	39	107	18%	111	139	25%
Tax	-22	-10	-2	90%	-26	-8	69%
Net Profit	69	29	105	51%	85	131	54%
Net Profit Margin	3,6%	1,5%	4,1%	0,5pp	1,5%	1,7%	0,2pp

Source: Independent Auditor's report

Balance Sheet Summary

Assets (in TL mn)	Dec-20	Sep-21	Dec-21
Current Assets	1.565	1.781	2.624
Cash and Cash Equivalents	392	118	709
Trade Receivables	103	124	156
Inventories	1.057	1.506	1.719
Other Current Assets	13	34	39
Non-current Assets	395	362	378
Investment Property	30	30	35
Property, Plant and Equipment	60	67	84
Intangible Assets	40	39	50
Deferred Income Tax Assets	45	40	37
Right of Use Assets	220	185	166
Other Non-current Assets	1	2	4
Total Assets	1.961	2.144	3.001

Liabilities (in TL mn)	Dec-20	Sep-21	Dec-21
Current Liabilities	1.944	1.865	2.627
Financial Liabilities	370	0	0
Current Portion of Long-Term Lease	98	104	96
Trade Payables	1.386	1.677	2.428
Other Current Liabilities	89	84	103
Non-current Liabilities	182	143	131
Total Equity	-166	136	243
Total Liabilities	1.961	2.144	3.001

Source: Independent Auditor's report

Thank You

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