

Investor
Presentation

Teknosa

1Q20 Results

«Turkey's Leading Electronics Retailer»

April , 2020

Agenda

Results at a Glance

Financial Overview

Year-end Guidance

Main messages

25% increase in sales, %33 increase in EBITDA

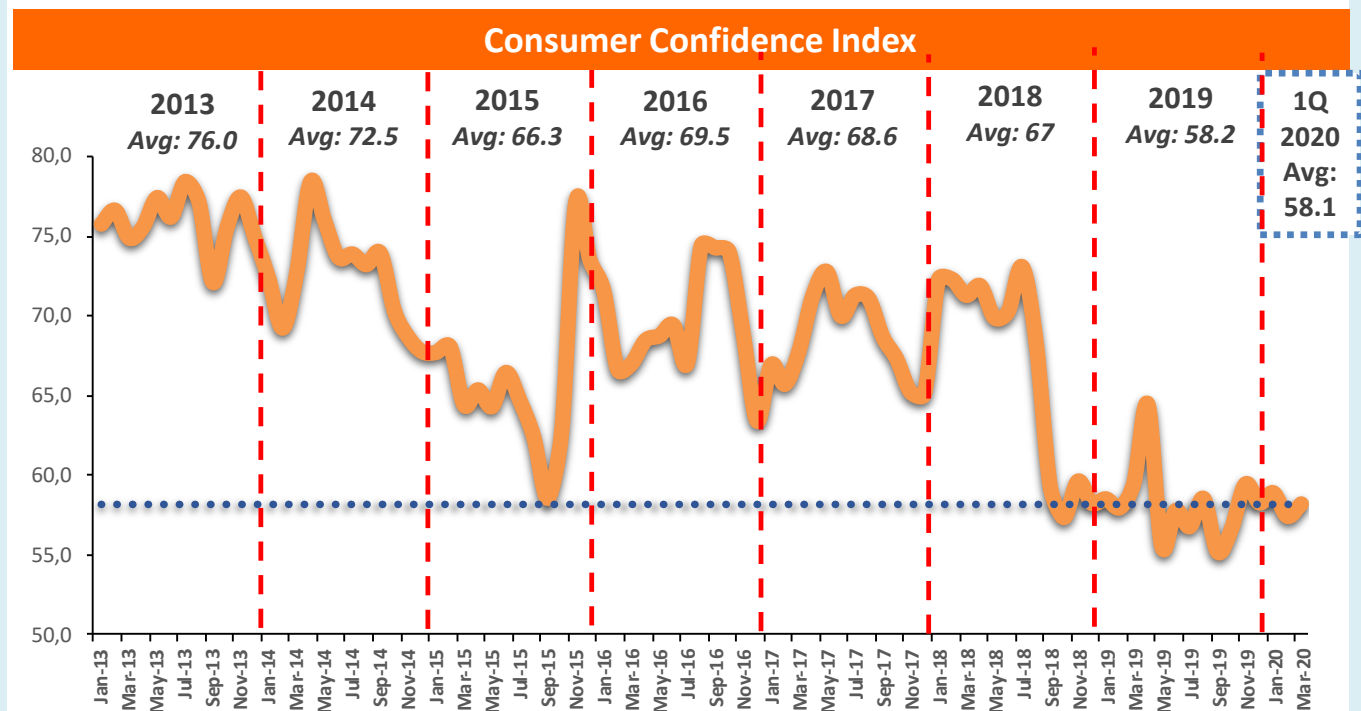
Strong growth performance in teknosa.com

Covid-19 (Coronavirus) Effect

- Teknosa increased its sales to 1.048 M TL through digitalization and customer-oriented transformation, basket size growth and increased turnover in teknosa.com and mobile platforms.
- EBITDA grew by 33% compared to previous year.
- Teknosa.com sales increased by %109 QoQ, reaching TL 113M in 1Q20.
- Online sales reached 10,7% of Teknosa' s total sales in 1Q20
- Considering customers' and employees' health, Teknosa became the first technology retailer to shut down its stores on March 22rd to fight the coronavirus epidemic. Our competitors quickly followed.
- Customers continue to reach the technology products and services through online channels (Teknosa.com and mobile applications) and 19 corners in Carrefoursa stores.
- Due to the temporary closure of the stores, a total of 150 employees of Teknosa were transferred to Carrefoursa.

Consumer Confidence Index

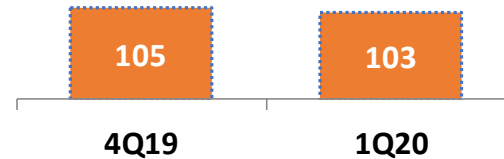
- Although the consumer confidence index with an average 58.1 in 1Q20 was below the 1Q19 average of 58.6, Teknosa sales increased by 25%. The Covid-19 pandemic appears to have a limited impact on the consumer confidence index in March.



Source: TUIK

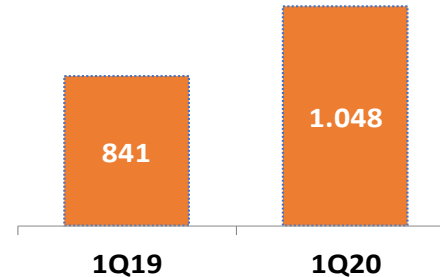
1Q20 Results

Net Sales Area ('000 m²)



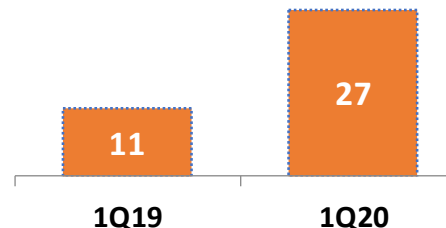
- 2 K sqm change in sales area, as a result of the drive for operational efficiency (1Q19 107 K m²)

Net Sales (TL mn)



- Net sales increased by 24,7 % QoQ in 1Q20. Excluding covid effect in March, increase in sales in the first two months is 47%

EBITDA (TL mn)



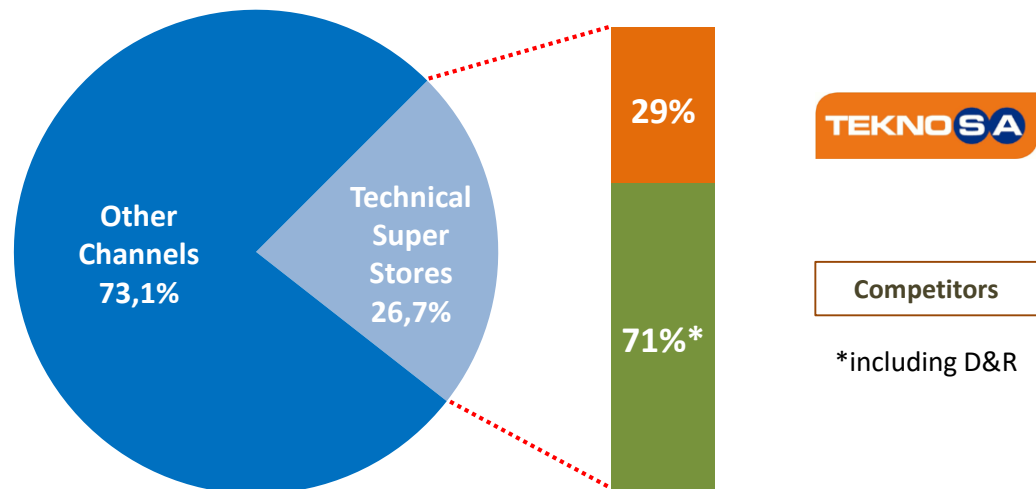
- EBITDA increased by 33,1%, reaching 27 M TL in 1Q20. Excluding covid effect in March, EBITDA increase in the first two months is 104%

Electronics Retail Market and Teknosa

- The electronics retail market(*) grew by 29,3% LfL reaching TL 11,2 bn in 2M20
- Same period growth in IT by 51%, in Consumers Electronics by 29,7%, in SDA by 27,3%, Telecom by 27,2% and MDA by 27,2%
- TSS channel accounts for 26,7%(including MDA)of the total market
- Teknosa has 29 % market share in the TSS channel in 2M20

(*) Including electronic retail chains, telecom dealers, traditional MDA&SDA dealers, and Technical Super Stores

Electronics Retail Market – 2M20



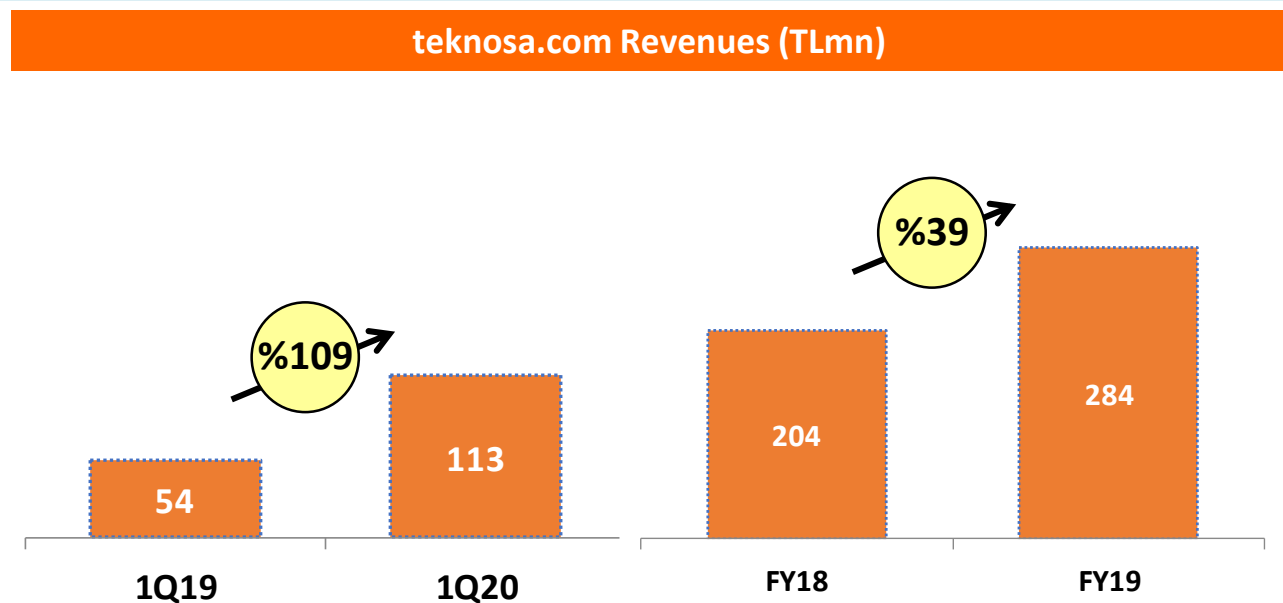
Source: GfK

Income Statement Summary

(TL mn)	1Q19	4Q19	1Q20	YoY (%)	FY18	FY19	YoY (%)
Net Sales	841	1.257	1.048	25%	3.477	4.137	19%
Gross Profit	142	210	174	23%	646	715	11%
Gross Profit Margin	16,9%	16,7%	16,6%	-0,3pp	18,6%	17,3%	-1,3pp
EBITDA	46	110	61	33%	158	317	100%
EBITDA-Comparable*	11	76	27	136%	158	176	11%
EBITDA Margin	5,5%	8,8%	5,8%	0,4pp	4,6%	7,7%	3,1pp
EBITDA Margin-Comparable*	1,3%	6,0%	2,5%	1,2pp	4,6%	4,3%	-0,3pp
Other Expenses	-34	-30	-19	44%	-79	-140	-77%
Financial Expenses	-43	-60	-50	-16%	-98	-213	-118%
Profit Before Tax	-65	-16	-38	41%	-54	-178	-226%
Tax	13	-3	7	-43%	-10	29	389%
Net Income	-52	-19	-31	41%	-65	-149	-130%
Net Income-Comparable*	-35	-11	-28	20%	-65	-121	-87%

* IFRS 16 amendment is effective as of January 2019 and its effects have been removed for comparison purposes. IFRS 16 effect excluded
Source: Independent Auditor's report

Online sales grew 109% to reach 113M TL



- Teknosa.com sales increased by 109% compared to the first quarter of the previous year and reached 113 M TL in 1Q20
- With the contribution of the digitalization investments, the share of teknosa.com sales has reached 10.7% of Teknosa's total sales.

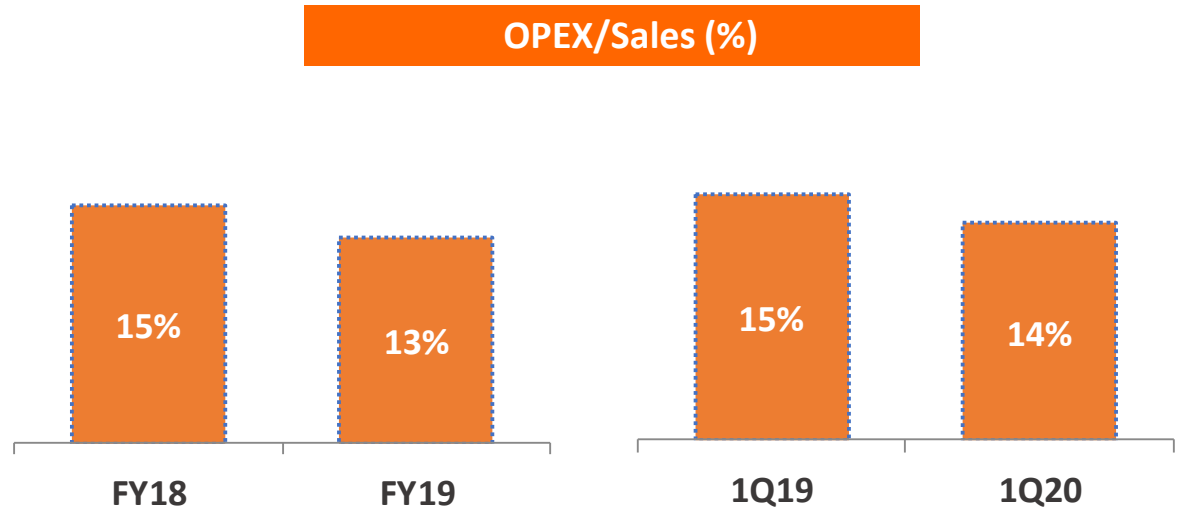
Agenda

Results at a Glance

Financial Overview

Year-end Guidance

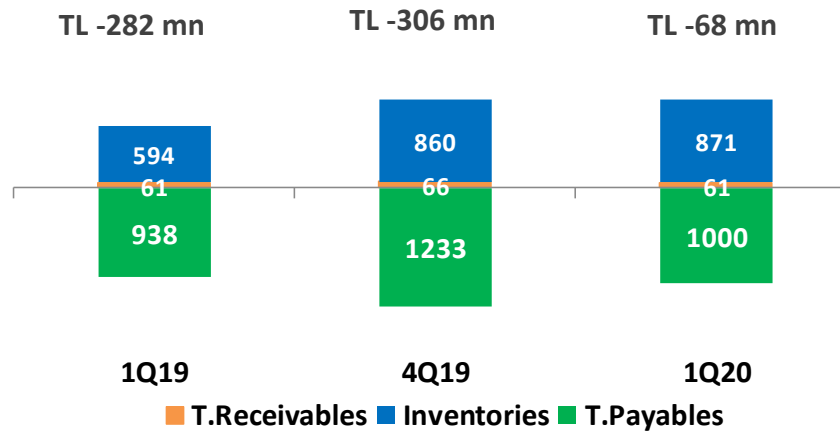
OPEX/Sales ratio



- As a result of the ongoing drive for efficiency, 1Q20 operational expenses / sales ratio decreased compared to the same period of the previous year.
- Efficiency increase and operational excellence projects will continue.

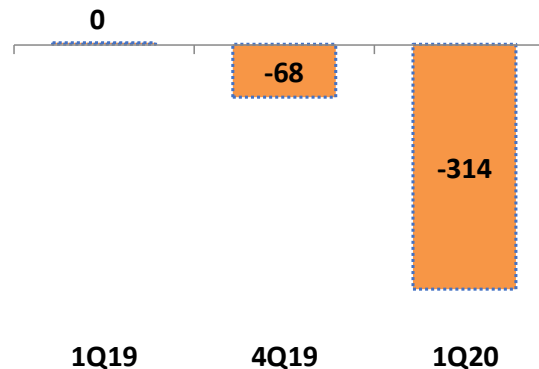
Working Capital and Cash Position

Working Capital Requirement (TL mn)



Purchases of inventories in 4Q19 were paid for in 1Q20. Therefore, net working capital requirement increased by TL 238 M compared to 4Q19.

Net Cash / (Debt) (TL mn)



Net debt reached 314 MTL due to the increase in working capital.

Balance Sheet Summary

Assets (in TL mn)	Mar-19	Dec-19	Mar-20
Current Assets	723	994	997
Cash and Cash Equivalents	42	37	48
Trade Receivables	61	66	61
Inventories	594	860	871
Other Current Assets	26	31	17
Non-current Assets	564	518	477
Investment Property	9	29	29
Property, Plant and Equipment	90	60	57
Intangible Assets	26	36	36
Deferred Income Tax Assets	55	71	78
Right of Use Assets	384	322	276
Other Non-current Assets	1	1	1
Total Assets	1.287	1.513	1.474

Liabilities (in TL mn)	Mar-19	Dec-19	Mar-20
Current Liabilities	1.088	1.482	1.514
Financial Liabilities	42	106	363
Current Portion of Long-Term Lease	50	85	84
Trade Payables	938	1.233	1.000
Other Current Liabilities	58	59	68
Non-current Liabilities	354	283	243
Total Equity	-154	-252	-282
Total Liabilities	1.287	1.513	1.474

Source: Independent Auditor's report

Agenda

Results at a Glance

Financial Overview

Year-end Guidance

2020 Full Year Financial Guidance

- Due to the uncertainty in the global economy and in our sector caused by Covid-19 our expectations for 2020, announced on 20 February 2020, needs to be updated.
- Due to the continuing uncertainty, we are withdrawing our guidance and will update it when we have more clarity.

Thank You

Contact Information:

H.Şenay Akıncı Özertan– Finance and Investor Relations Manager

+90 (216) 468 37 46

sozertan@teknosa.com

IR web page: <http://yatirimci.teknosa.com/homepage>

IR e-mail: yatirimciiliskileri@teknosa.com

Disclaimer

The information and opinions contained in this document have been compiled or arrived at by Teknosa from sources believed to be reliable and in good faith, but no representation or warranty, expressed or implied, is made as to their accuracy, completeness or correctness. All opinions and estimates contained in this document constitute the Teknosa's judgment as of the date of this document and are subject to change without notice. The information contained in this document is presented for the assistance of recipients, but is not to be relied upon as authoritative or taken in substitution for the exercise of judgment by any recipient. The Company does not accept any liability whatsoever for any direct or consequential loss arising from any use of this document or its contents.