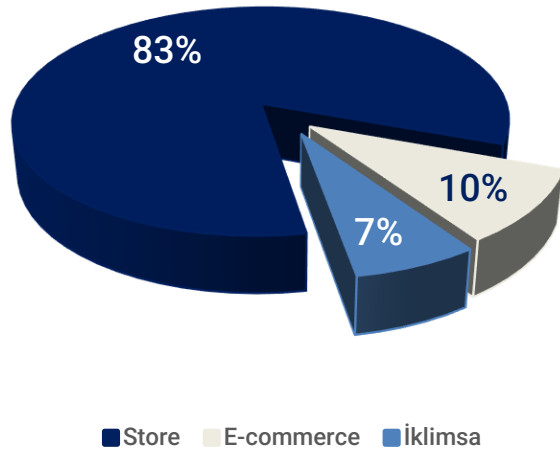

TEKNOSA

2Q22 Results



August, 2022

Sales by Channels

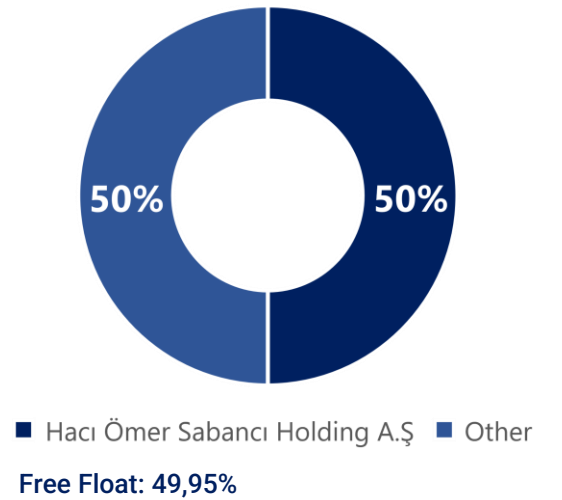


- Store + e-commerce (Retail)
- Dealers (İklimsa)

Turkey's most widespread technology retailer

67 Cities	195 Stores	2.363 Employees
101.8 k Sales Area m ²	222 İklimsa Franchise Stores	286 İklimsa Service

Shareholder Structure



Strategic growth developments in H1 2022

Marketplace Transformation

- ❑ Since **Marketplace** became operational on January 31, 2022, Teknosa achieved a **significant increase in the number of products offered** to its customers.
- ❑ **E-commerce gross merchandise value** increased to **TL 902 million** in H1 2022 .

Service and Private Label Transformation

- ❑ Each quarter, Teknosa increases the **variety of products** it offers to its customers through its **private label**.
- ❑ Teknosa continues to offer new services inline with its goal to establish **Turkey's largest technology service ecosystem**.

Customer-Oriented Transformation

- ❑ **A new concept store** was introduced to our customers in June providing a more sustainable and **accessible shopping experience** within the framework of our **customer oriented transformation** strategy.
- ❑ We continue our store investments and digital transformation projects to create an unparalleled shopping experience to our customers in every channel.

Renewable Energy Systems

- ❑ iklimsa started to offer its customers **end-to-end solutions** in sustainable **solar energy systems**.

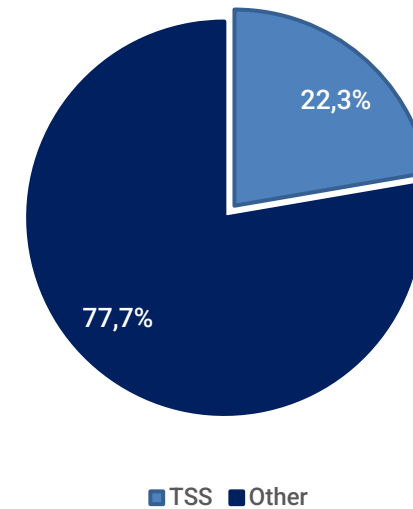
2Q22 Highlights

- ❑ Teknosa **exceeded** all of its 2Q22 financial targets
- ❑ Record sales in 2Q22 **by meeting the increasing customer demand with the right products and prices**
- ❑ **Despite the volatile market conditions, the opex/sales ratio decreased compared to the previous year, thanks to successful cost management.**
- ❑ Teknosa **continued its strong growth** with its strategic investments and increased its **net profitability to TL 134 million in 2Q22**
- ❑ Strong cash management resulted in **TL 313 million net profit**

- ❑ The electronics retail market(*) grew by 83,6% LfL reaching TL 100 bn in 2022 June
- ❑ Growth by segments: MDA 102,7%, SDA 95%, Telecom 81,6% , Consumers Electronics 76,3% and IT 42,8%
- ❑ TSS channel accounts for 22,3% (including MDA) of PM(Panel Market) in 2022 June

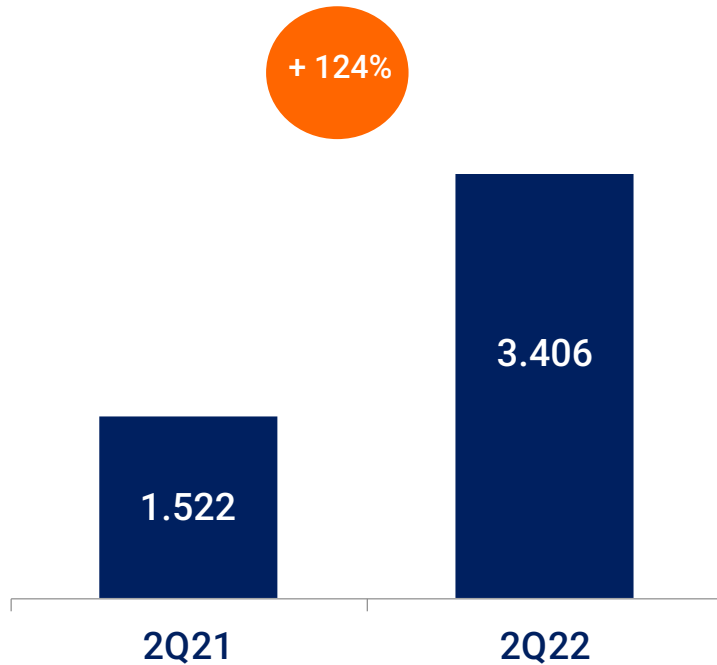
(*) Including electronic retail chains, telecom dealers, traditional MDA&SDA dealers, and Technical Super Stores

Electronics Retail Market

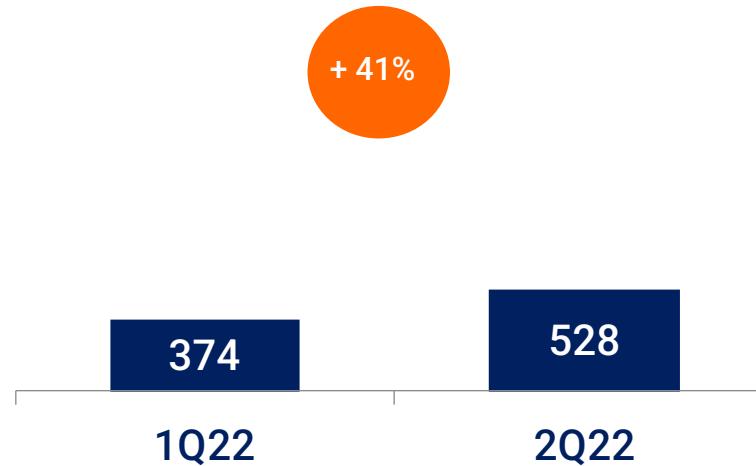


Sales Performance

Total Sales (mn TL)



E-Commerce Sales GMV (mn TL)



□ First 6 months e-commerce gross transaction volume (GMV- Gross Merchandise Value) TL 902 mn.

E-Commerce Sales (mn TL)

Sales
1,2 TIMES
INCREASE



Number of Visit
27%
INCREASE

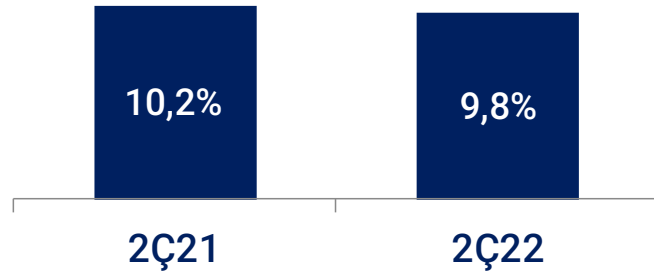


Number of Order
0,6 TIMES
INCREASE



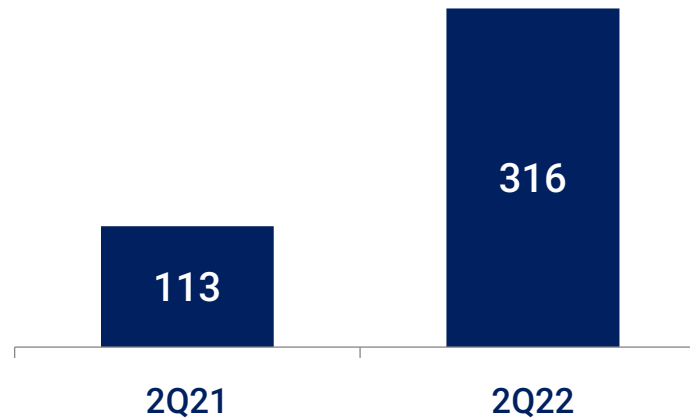
Financial Performance

Operational Expense/Sales



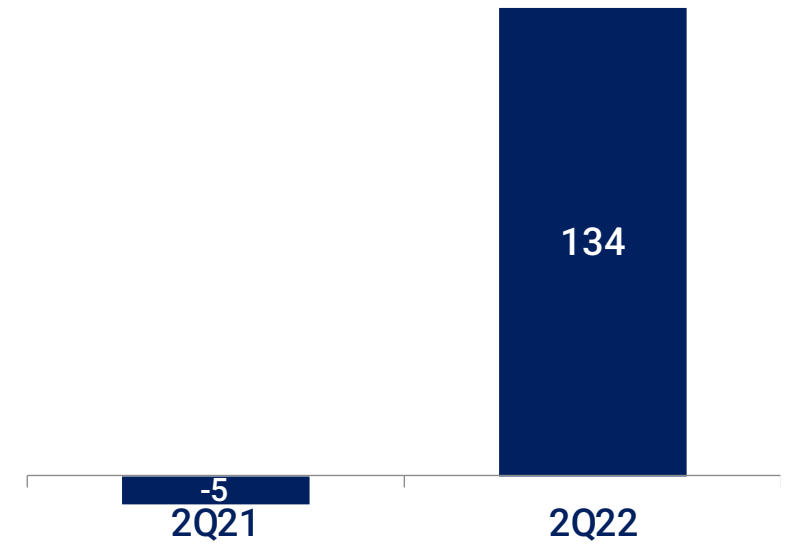
EBITDA (mn TL)

+ 180%



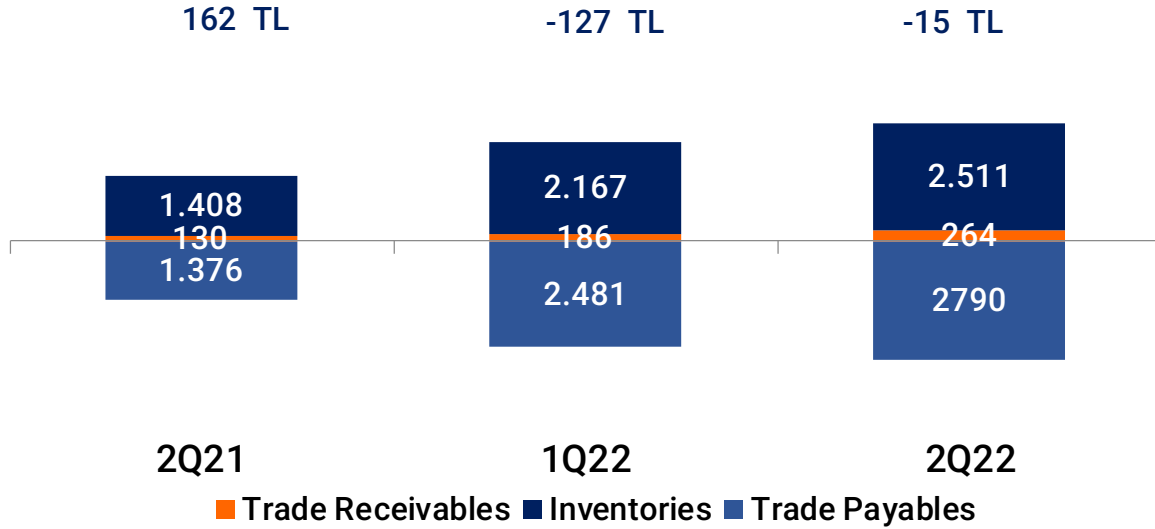
Net Profit (mn TL)

+139 mn TL



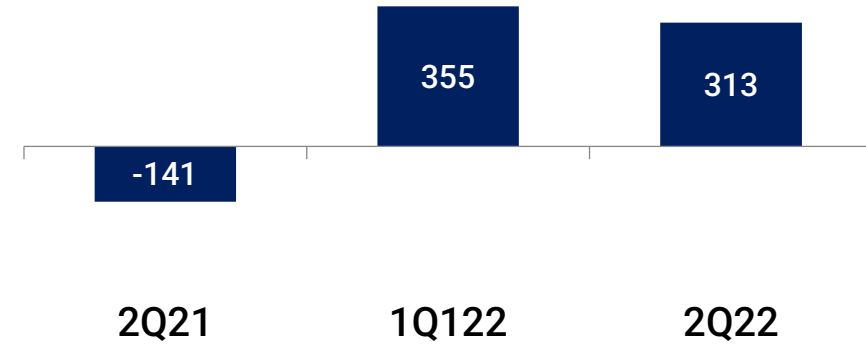
Working Capital and Cash Position

Working Capital Requirement (mn TL)



- Sustainable negative net working capital success.

Net Cash / (Debt) (mn TL)



- Generating cash through strong sales and controlled working capital management.

Balance Sheet Summary

Assets (in TL mn)	Jun-21	Mar-22	Jun-22
Current Assets	1.636	2.969	3.434
Cash and Cash Equivalents	65	553	521
Trade Receivables	130	186	264
Inventories	1.408	2.167	2.511
Other Current Assets	33	63	138
Non-current Assets	384	372	570
Investment Property	30	35	35
Property, Plant and Equipment	65	84	101
Intangible Assets	37	52	54
Deferred Income Tax Assets	49	28	63
Right of Use Assets	202	169	313
Other Non-current Assets	1	4	3
Total Assets	2.020	3.341	4.004

Liabilities (in TL mn)	Jun-21	Mar-22	Jun-22
Current Liabilities	1.759	2.901	3.306
Financial Liabilities	206	198	207
Current Portion of Long-Term Lease	111	92	119
Trade Payables	1.376	2.481	2.790
Other Current Liabilities	67	130	189
Non-current Liabilities	154	140	261
Total Equity	107	300	437
Total Liabilities	2.020	3.341	4.004

Income Statement Summary

(TL mn)	2Q21	1Q22	2Q22	QoQ (%)	1H21	1H22	YoY (%)
Net Sales	1.522	2.843	3.406	124%	2.983	6.249	109%
Gross Profit	233	497	608	161%	485	1.105	128%
Gross Profit Margin	15,3%	17,5%	17,9%	2,5pp	16,2%	17,7%	1,4pp
EBITDA	113	233	316	180%	244	549	125%
EBITDA Margin	7,4%	8,2%	9,3%	1,9pp	8,2%	8,8%	0,6pp
Other	-24	-41	-45	-84%	-59	-86	-46%
Financial Expenses	-64	-70	-94	-46%	-123	-164	-33%
Profit Before Tax	-11	73	134	1365%	-7	208	3030%
Tax	5	-15	-1	-109%	4	-16	-473%
Net Profit	-5	58	134	2683%	-3	192	6904%
Net Profit Margin	-0,3%	2,0%	3,9%	4,3pp	-0,1%	3,1%	3,2pp

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