
TEKNOSA

Q3 2022 Results



October, 2022



Turkey's most widespread and most liked technology retailer

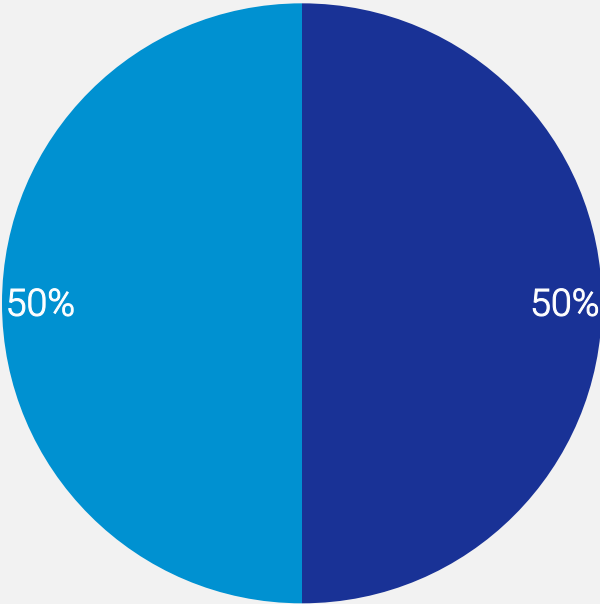
- **Widespread store network** in 67 provinces and 193 stores across the country
- A comprehensive transformation program for **transforming from a “traditional retailer”** to a **“phygital retailer”**
- Providing **a broader tech offering and improved customer experience** in all channels
- **Robust financial performance and healthy balance sheet**

Teknosa in Numbers

67 Cities	193 Stores	2,406 Employees
102k Sales area m ²	225 İklimsa Franchise Store	285 İklimsa Service Point



Shareholder Structure



Hacı Ömer Sabancı Holding
Other

Free Float: %49,95

Teknosa continues its growth story with strategic initiatives

E-commerce Transformation

Social commerce was introduced as a new phase of Marketplace transformation

'Bi'linkle Influencer Sensin' project offers the chance to earn income by sharing product links on social media

Products offered increased by approximately 20 times in 9 months

Livestream shopping was introduced as a channel to engage customers online

Private Label Transformation

Private Label **Preo** branded **Smart TVs** are introduced further enhancing the product range

Rental services for 200 products are introduced in cooperation with **kiralabunu.com**

Customer Oriented Transformation

Received **Gold Stevie Award** in 'Retail' and **Bronze Stevie Award** in 'Best Customer Experience'

Continuing to offer all products and services in technology ecosystem with a **holistic experience inline with phygital transformation strategy**

Solar Energy Systems

Newly introduced **solar energy solutions** have been further **diversified** to reach a **broad base of customers**

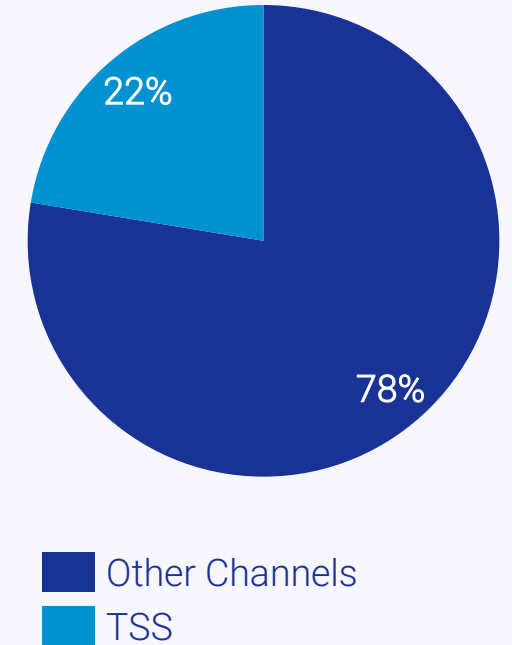
Alternative financing solutions are offered to solar energy system customers in cooperation with several banks

Q3 2022 Highlights

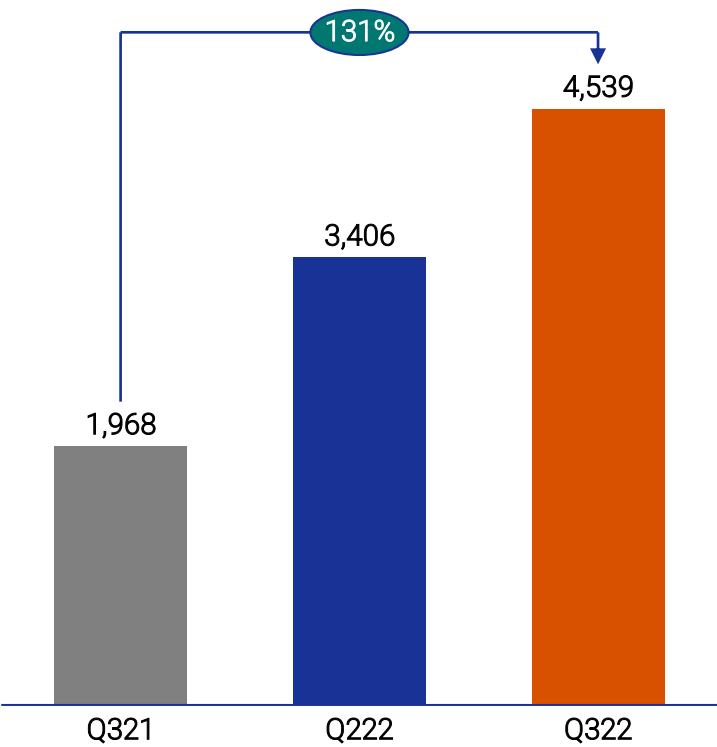
- ❑ Continuing robust financial performance and healthy balance sheet structure
- ❑ Strategic initiatives led a **revenue increase** of **131%** from Q32021 reaching **4.5b TL** outperforming the inflation rate
- ❑ Consistent cost management strategy keeps **cost to revenue ratio** on a **stable level**
- ❑ Healthy cash position and strong growth in net income: **745m TL net cash** and **141m TL net income**

Electronics Retail Market and Teknosa

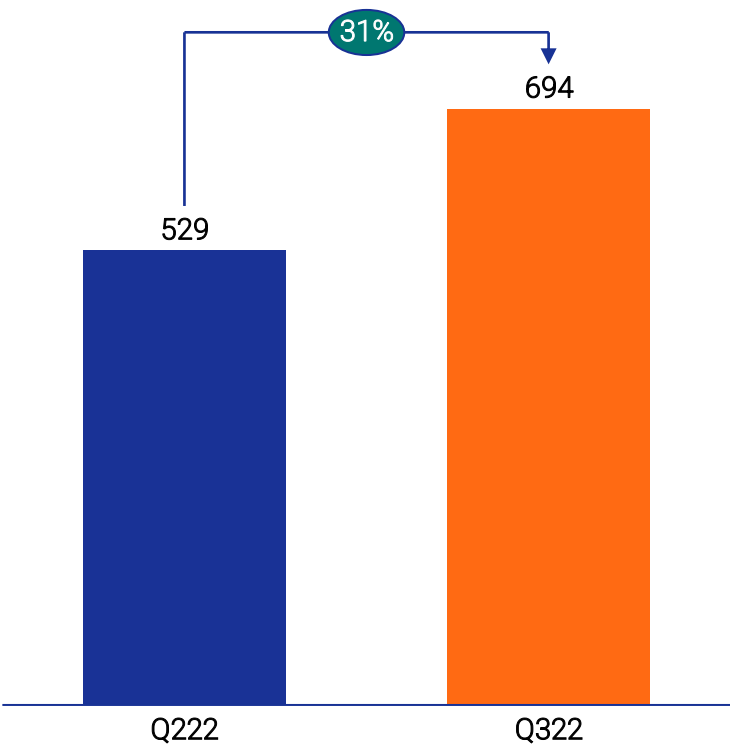
- ❑ The electronics retail market(*) grew by 87% LfL reaching TL 146 bn in August 2022
- ❑ Growth by segments: SDA 109,8% , MDA (including A/C) 89,2%, Telecom 87,8% , consumer electronics 81,8% and IT 59,1%
- ❑ TSS channel accounts for 22,4% (including MDA) of PM(Panel Market) in 2022 August
- ❑ Techonline market size is TL 32,6 billion with a growth rate of 71,1%. Teknosa grew by 192,7% compared to the same period of last year.
- ❑ Compared to last year; MDA (including A/C) growth rate of 85,7%, SDA growth rate of 76,3%, Telecom growth rate of 73,9%, IT growth rate of 59,8% and consumer electronics growth rate of 57,8%



Total Revenues (Million TL)



E-commerce GMV¹ (Million TL)



¹Including VAT, returns and cancellations

Operational KPIs

Revenue
2,4 Times
Increase



Visitors
67%
Increase

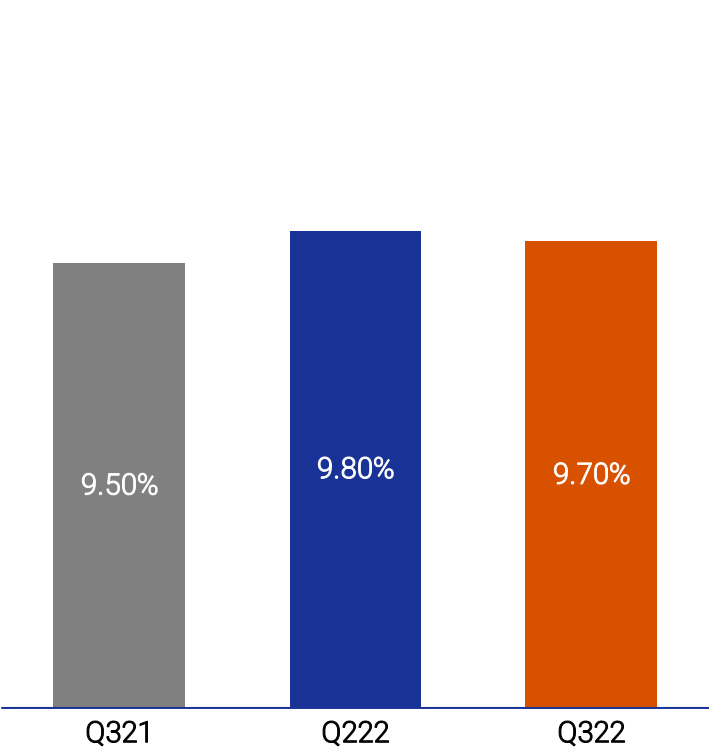


of Orders
1,1 Times
Increase

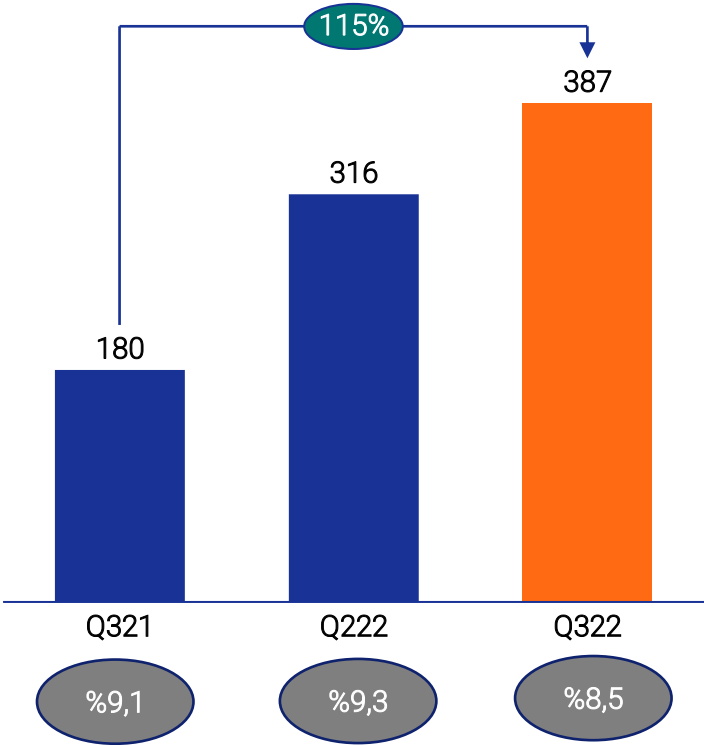


E-commerce and Customer oriented transformation continues with growth rates outperforming the inflation rate

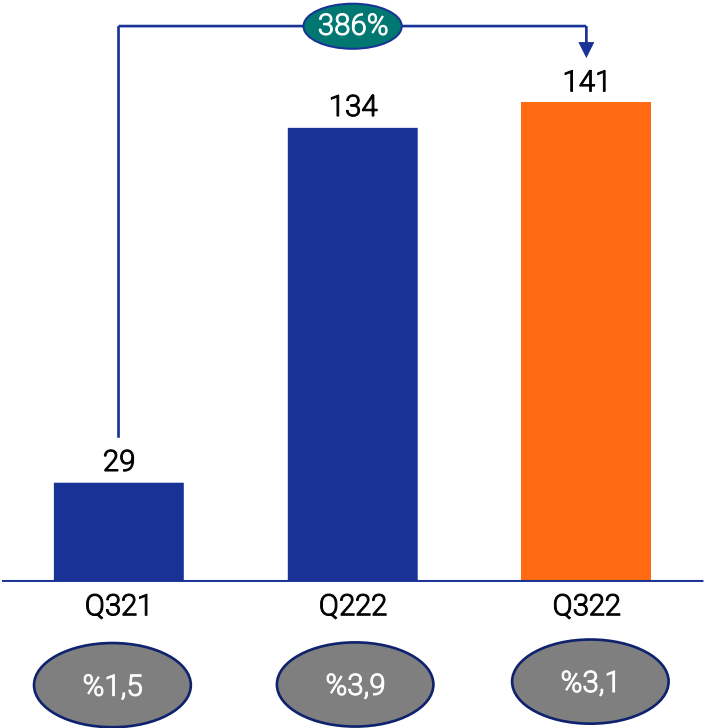
OPEX/Revenue



EBITDA (Million TL)

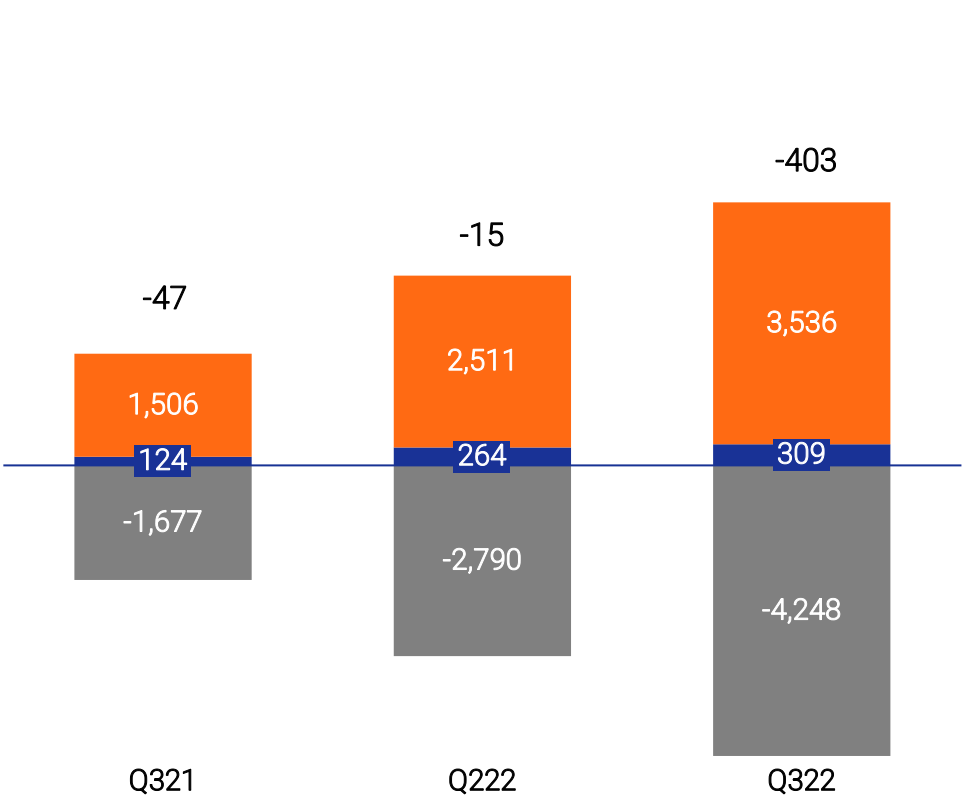


Net Income (Million TL)

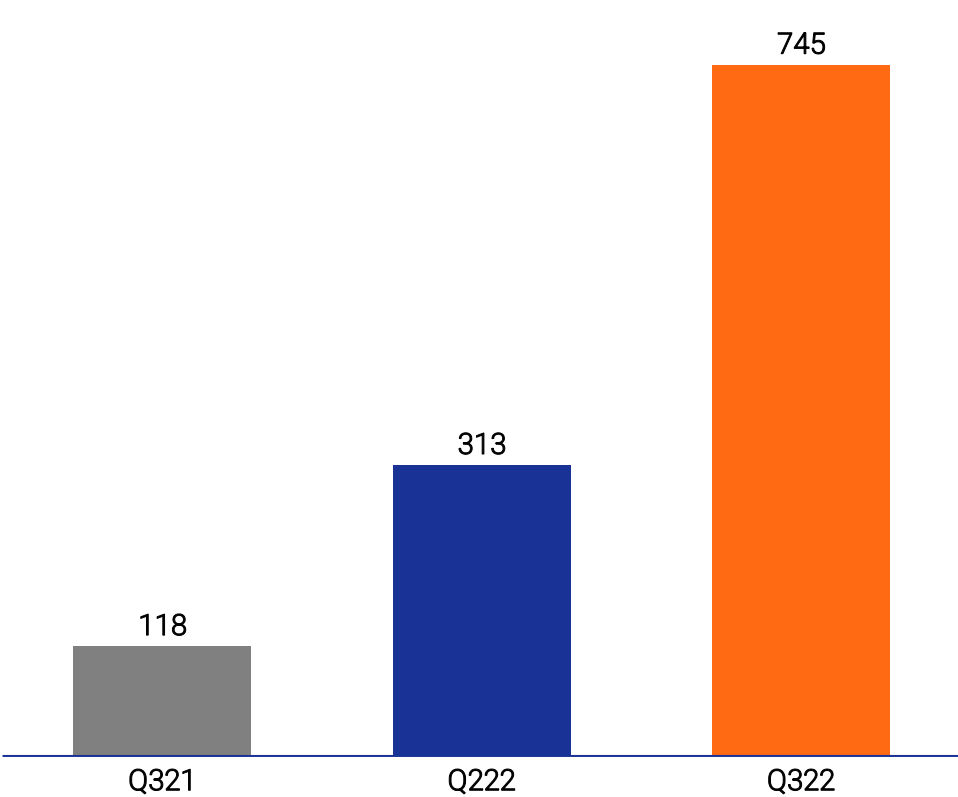


Strong net income growth continues

Net Working Capital (Million TL)



Net Cash / Debt (Million TL)



Close management of net working capital and highly resilient balance sheet to FX fluctuations

Balance Sheet

Assets (in TL mn)	Sep-21	Jun-22	Sep-22
Current Assets	1.781	3.434	4.898
Cash and Cash Equivalents	118	521	834
Trade Receivables	124	264	309
Inventories	1.506	2.511	3.536
Other Current Assets	34	138	219
Non-current Assets	362	570	667
Investment Property	30	35	35
Property, Plant and Equipment	67	101	125
Intangible Assets	39	54	63
Deferred Income Tax Assets	40	63	70
Right of Use Assets	185	313	361
Other Non-current Assets	2	3	12
Total Assets	2.144	4.004	5.564

Liabilities (in TL mn)	Sep-21	Jun-22	Sep-22
Current Liabilities	1.865	3.306	4.705
Financial Liabilities	0	207	90
Current Portion of Long-Term Lease	104	119	142
Trade Payables	1.677	2.790	4.248
Other Current Liabilities	84	189	225
Non-current Liabilities	143	261	294
Total Equity	136	437	566
Total Liabilities	2.144	4.004	5.564

(TL mn)	3Q21	2Q22	3Q22	QoQ (%)	9M21	9M22	YoY (%)
Net Sales	1.968	3.406	4.539	131%	4.951	10.789	118%
Gross Profit	330	608	778	136%	814	1.883	131%
Gross Profit Margin	16,8%	17,9%	17,1%	0,4pp	16,4%	17,5%	1,0pp
EBITDA	180	316	387	115%	424	937	121%
EBITDA Margin	9,2%	9,3%	8,5%	-0,6pp	8,6%	8,7%	0,1pp
Other	-36	-45	-62	-71%	-95	-149	-56%
Financial Expenses	-67	-94	-103	-53%	-191	-267	-40%
Profit Before Tax	39	134	170	331%	32	378	1068%
Tax	-10	-1	-29	-194%	-6	-45	-695%
Net Profit	29	134	141	377%	27	332	1148%
Net Profit Margin	1,5%	3,9%	3,1%	1,6pp	0,5%	3,1%	2,5pp

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