

9M23 Earnings Release

Key Highlights:

- **Net Sales up** 130% y-o-y to TL 24,861 million in 9M23 (3Q23: TL 10,409 million; +129% y-o-y)
- **Gross Merchandise Value (GMV) increased** by 211% y-o-y to TL 4,963 million in 9M23
- **Marketplace** reached 390 merchants and 133K SKUs (>26x) as of 9M23
- **Online customer traffic grew** by 40% y-o-y and **store visitors rose** by 34% y-o-y
- **EBITDA was up** 127% y-o-y to TL 2,121 million in 9M23 (3Q23: TL 950 million; +145% y-o-y)
- **Net income** for the nine months was TL 591 million, up 78% y-o-y from TL 332 million in 9M22
- **Continued Net Cash** position; TL 1,878 million as of 9M23


Sitare Sezgin, Chief Executive Officer of Teknosa, stated:

“As Teknosa, we have achieved another success with our focus on sustainable profitability growth and our multi-channel strategy. We continued our growth momentum in the third quarter of the year with our ongoing investments in digitalization and technology, and the breakthroughs we brought in stores and e-commerce towards becoming a ‘phygital retailer’.

While we opened new stores in Izmir, Muğla and Eskişehir; we also renewed our stores in Bursa, Tokat and Kahramanmaraş, which offer a smart technology experience with omnichannel and digital features to meet customer expectations. We continued to increase the product diversity in our private brand Preo and managed to reach new customers by expanding our value-oriented businesses.

Within the nine months of this year, we had a strong topline growth where our revenues increased by 130%, reaching to 24.9 billion TL and our net income realized as 591 million TL with a y-o-y increase of 78%. We also demonstrated above-market growth in e-commerce, more than tripling our Gross Merchandise Value (GMV) compared to last year. I congratulate my entire team who contributed to this success. As Teknosa, we will continue to create increasing value for our customers, investors and all our stakeholders with our differentiated capabilities as we always do.”

Summary Financials

	3Q22	3Q23	YoY (%)	9M22	9M23	YoY (%)
Net Sales (Mn TL)	4,539	10,409	129%	10,789	24,861	130%
Gross Profit (Mn TL)	778	1,828	135%	1,883	4,224	124%
Gross Profit Margin (%)	17.1%	17.6%	+43 bps	17.5%	17.0%	-46 bps
Opex/Sales (%)	9.7%	9.4%	-30 bps	10.1%	9.6%	-50 bps
EBITDA (Mn TL)	387	950	145%	937	2,121	127%
EBITDA Margin (%)	8.5%	9.1%	+60 bps	8.7%	8.5%	-15 bps
Net Income (Mn TL)	141	293	108%	332	591	78%
Net Income Margin (%)	3.1%	2.8%	-28 bps	3.1%	2.4%	-70 bps

Teknosa, pioneer of the technology retailing and e-commerce in Türkiye, sustained its growth momentum in the nine months of the year, outperforming both the Panel and Techonline markets, achieving **Net Sales** of TL 24.9 billion with 130% y-o-y growth. Omnichannel competence, marketplace application, wide product range, new customers, and value-added services are the factors enable net sales growth. Strong demand especially in air conditioning and mobile sales also positively contributed to the robust topline growth.

Focusing on providing the best experience to its customers in e-commerce, Teknosa increased its **Gross Merchandise Value (GMV)** more than three times compared to the same period of last year, to almost TL 5.0 billion as of 9M23.

Teknosa achieved a **gross profit margin** of 17.6% (3Q22: 17.1%) in the third quarter of 2023, with an improvement compared to the previous year despite cost pressures, supported by the favorable product mix and SKU focus. Teknosa recorded a gross profit margin of 17.0% in 9M23. With continued OPEX control, the **OPEX/Sales** ratio, which was 10.1% in 9M22, improved by 50 basis points y-o-y in 9M23, to 9.6%.

As a result, **EBITDA** increased by 127% y-o-y in 9M23 and reached TL 2.1 billion. Nine months EBITDA margin was realized as 8.5% thanks to the improvement in the third quarter (3Q23: 9.1%).

Teknosa completed the nine months of 2023 with a **net income** of TL 591 million, with a 78% y-o-y growth, in line with its strategy focused on delivering sustainable profitability.

With its healthy balance sheet and strong operating cash flow, Teknosa's **net cash position** was recorded close to TL 1.9 billion as of 9M23.

Teknosa will continue to add value to its society and stakeholders through its business. Teknosa consistently pursues studies related to the environment, energy saving, carbon footprint, social responsibility, diversity, and equality for the future. Moreover, Teknosa is committed to achieving **Net Zero by 2050** in all its operations. More detailed information can be found at [Teknosa's sustainability report](#).

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About Teknosa:

Established under the umbrella of Sabancı Holding in 2000, Teknosa İç ve Dış Ticaret A.Ş. has been traded on BIST since 2012. Driven by the philosophy of "Bring Happy Moments by Providing the World's Technology to Everyone", the Company stands by its customers anytime and anywhere, makes their access to technology easier and offers a pleasant shopping experience. Teknosa is a digital consumer electronics retail platform with physical presence that offers consumers the most suitable product in the field of technology with the most affordable price and unique customer experience with its expert employees. Today, Teknosa provides uninterrupted service in multi channels with its wide store network, teknosa.com and mobile platforms. In 2022, the Company launched the first technology-focused marketplace of the sector, and it offers all the products and services in its technology ecosystem within a holistic experience and the assurance of Teknosa. Teknosa will continue to be the pioneer of holistic experience in the retail and create value for its stakeholders and Türkiye with its investments in stores, teknosa.com, marketplace, customer experience, business continuity, operational excellence, and human resources in the next period. More detailed information can be found at <https://yatirimci.teknosa.com/homepage>.