Q32026 EARNINGS PRESENTATION

27 OCTOBER 2026



TEKNOSA

Disclaimer

With the Capital Markets Board of Turkey's Bulletin dated 28.12.2023 numbered 2023/81, CMB announced that issuers and capital market institutions shall prepare their annual financial statements ending on 31.12.2023 or later, in accordance with IAS 29 inflationary accounting provisions. Accordingly, this presentation on the 9M 2026 Financial Results contains the Company's financial information prepared according to Turkish Accounting / Financial Reporting Standards by application of IAS 29 inflation accounting provisions, in accordance with CMB's decision dated 28.12.2023.

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Q3’26 Macro & Operating Context

Sales resilience amid continued margin pressure

Macro backdrop	The CBRT held its policy rate at 37% in September, maintaining a tight stance amid weak domestic demand.
Operating environment	Intense competition and high financing costs continued to weigh on profitability.
Sales performance	Q3 revenue remained flat in real terms and outperformed the market, supported by e-commerce growth.
Management priorities	Profitable growth, improve stock management to enhance cash flow under new transformation Project with new management team.

Macro source: CBRT, Monetary Policy Committee decision, 10 September 2026.

136
Stores

687m²
Average Net Sales Area

~286K
SKU

1508
Merchants

10%
E-Commerce Revenue Share

70
NPS score

~5.6M
TeknoClub members

Teknosa Executive Committee



ÖGET KANTARCI
CEO



ÜMİT KOCAGİL
Chief Financial Officer



M. AŞKIM AKATA
Chief Commercial Officer



ZAFER ÖZÇELİK
Chief Marketing Officer



TANSU ÖZTORUN
Chief Operation Officer / İklimsa Business Unit



OĞUZHAN POYRAZOĞLI
Chief Technology Officer



ASLI GÜL DARTAR
Chief Human Resources & Sustainability Officer

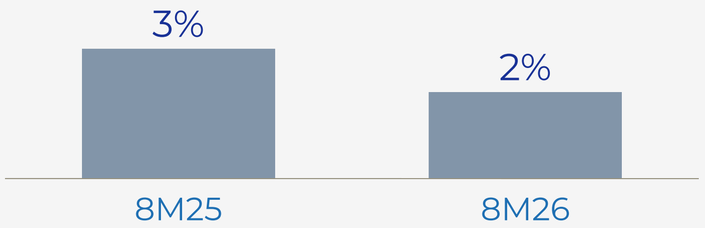
Panel Market declined in revenue, while IT and CE stood out as growth categories across both PM and Techonline

Market Revenue Growth[1] (Real, Y-o-y%)

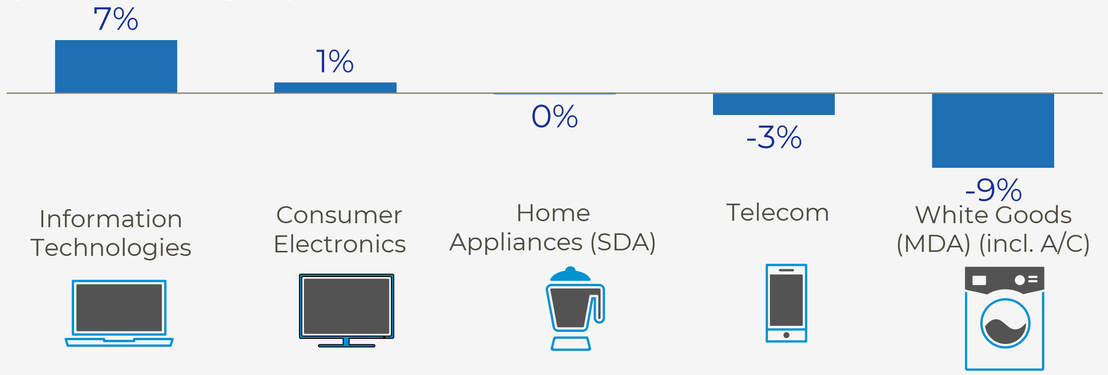
Panel Market

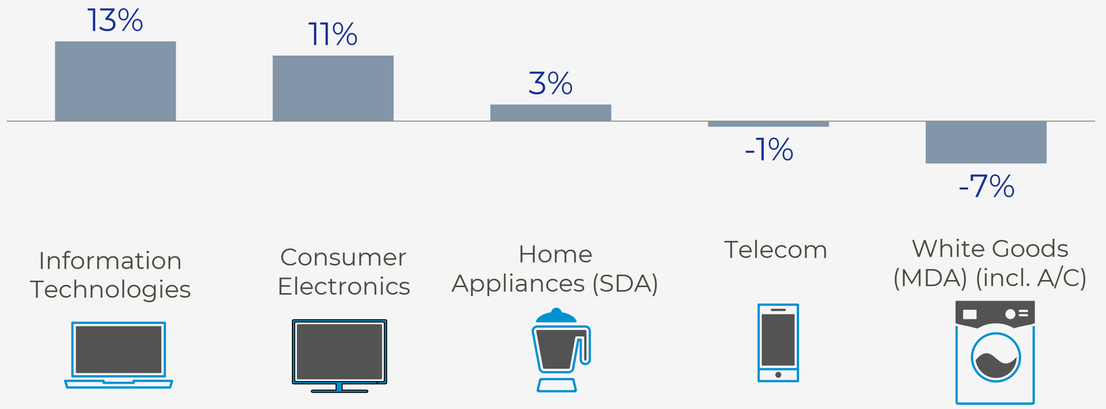


Techonline Market[2]



Demand Growth by Categories - YTD[1] (Real, Y-o-y%)



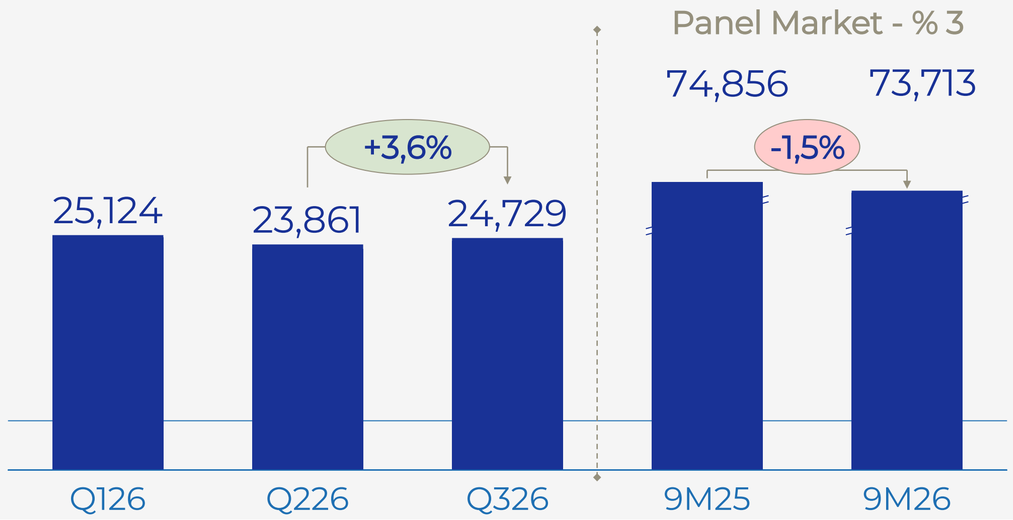


1. Source: GFK, YoY%, adjusted for inflation indexation. Market data is provided by GFK with time lag.
2. Online sales of all channels in the Panel market constitute the Techonline market.

Driven by our successful e-commerce performance despite optimized store network, we achieved to exceed the market growth

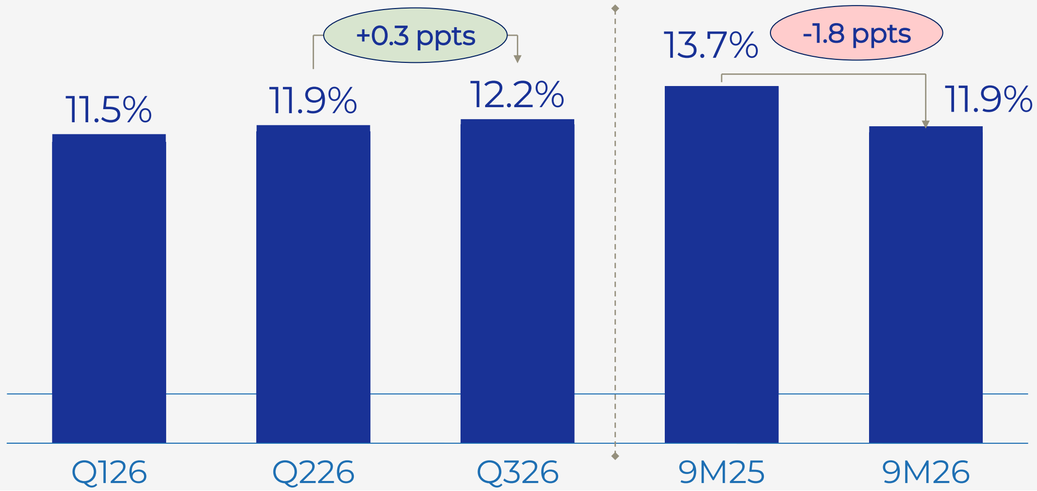
Revenues (Mn TL)

- Despite intense competition and optimization of our store network, our revenues remained flat in real terms during the third quarter of the year, while we continued to outperform the market.
- Strong growth in our online channel remained a key driver of overall performance.



Gross Profit Margin

- In third quarter, intensified competition, and promotional activities on back to school period weigh on gross profit margin.
- We remain focused on complementary products, higher-margin services and improving marketplace profitability, all of which remain key pillars of our profitability strategy.
- With all our efforts, gross margin continued improving to 12.2% in **Q3'26 from 11.9% in Q2'26.**

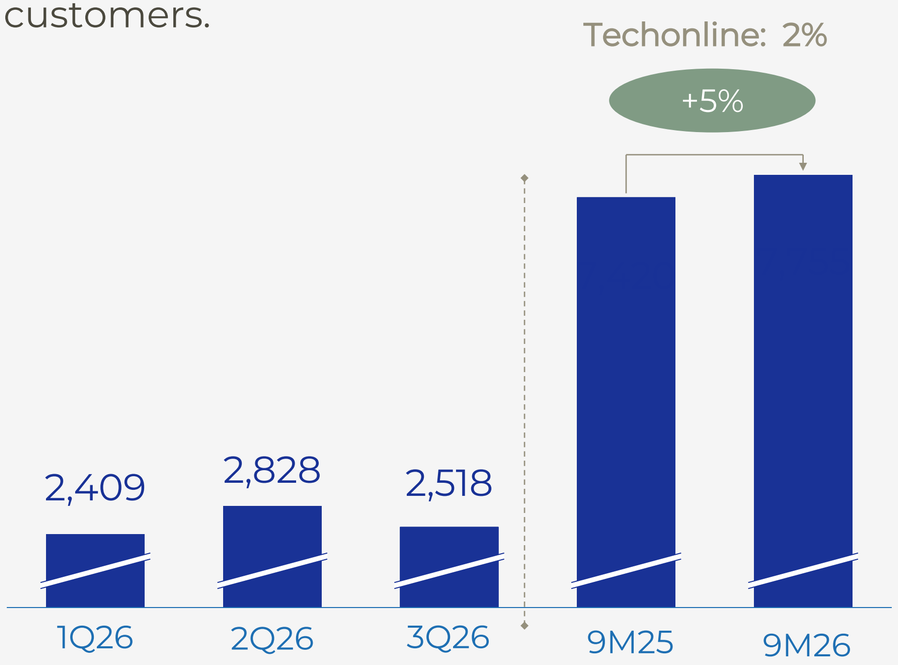


* In Q3, **like-for-like (LFL) sales grew by 2% year-on-year,** significantly above overall market performance.

The online channel outperformed the techonline market thanks to our Omnichannel Strategy

E-Commerce Growth (Mn TL)

- We remain focused on accelerating growth across both our 1P and marketplace businesses.
- We continue to strengthen our e-commerce performance to create greater value for our customers.



Marketplace Scale & Reach

- **14** Categories
- **1508** Merchants (+9% vs PY)
- **~286K** SKU (+27% vs PY)

E-Commerce Value & Impact

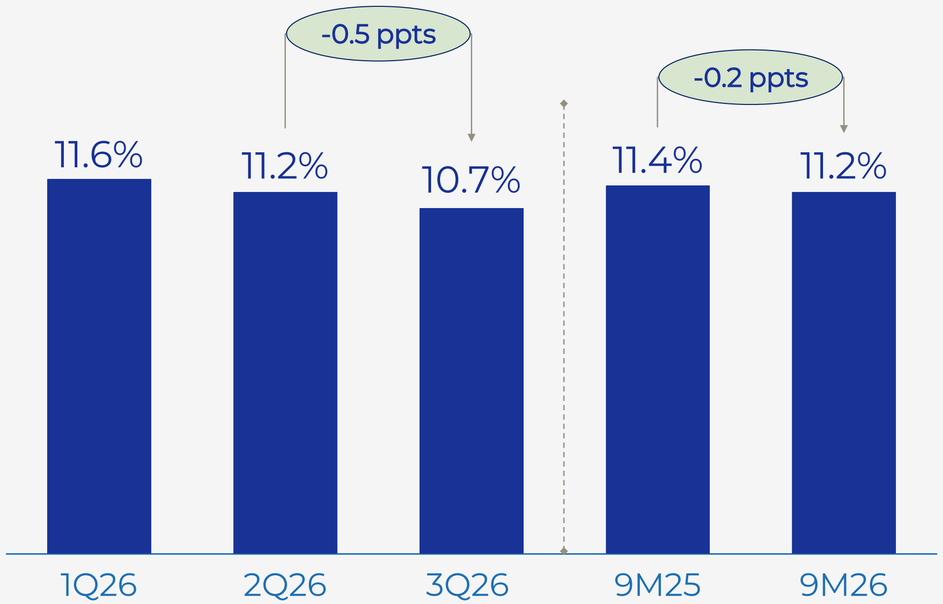
- **₺12.3bn** E-commerce GMV
- **16,4%** Share in Retail GMV
- **10%** Share in Total Revenues

* The above figures are indexed to September 2026, according to purchasing power parity.

Despite continued margin pressure, cost discipline supported operational profitability

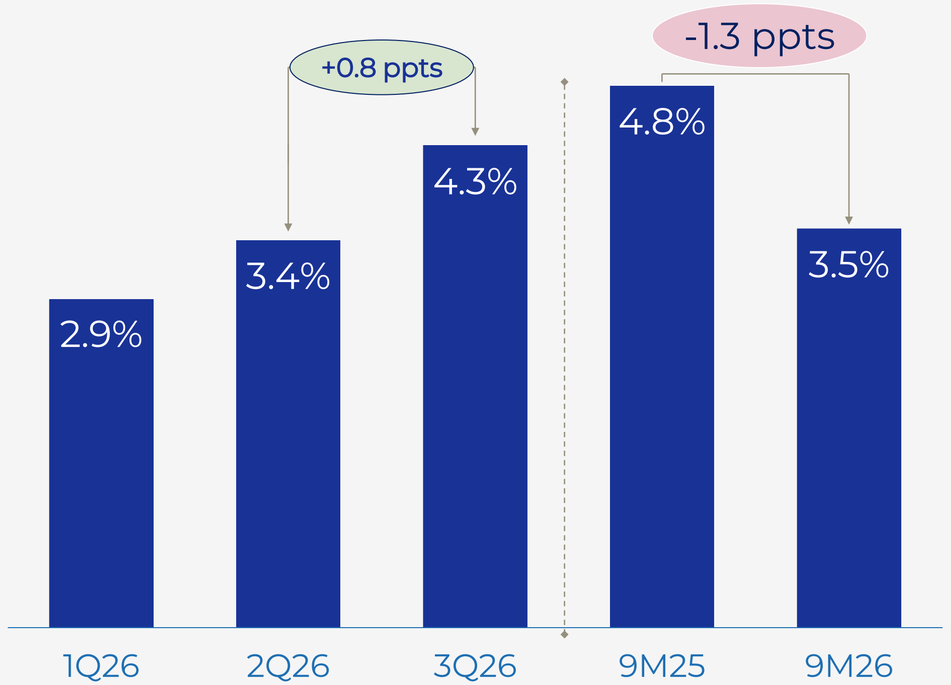
Opex Margin

- In the third quarter opex / revenue reached its lowest level of the year; this reflects the positive impact of our ongoing efficiency measures and strategic initiatives.



EBITDA Margin

- EBITDA margin in the third quarter sequantially improved compared to previous quarters, supported by lower OPEX and continued cost discipline.
- However, our 9M EBITDA margin declined year-over-year due to continued pressure on gross margin.



High interest environment kept affecting Credit Card Commission expenses

Credit Card Costs and Initiatives

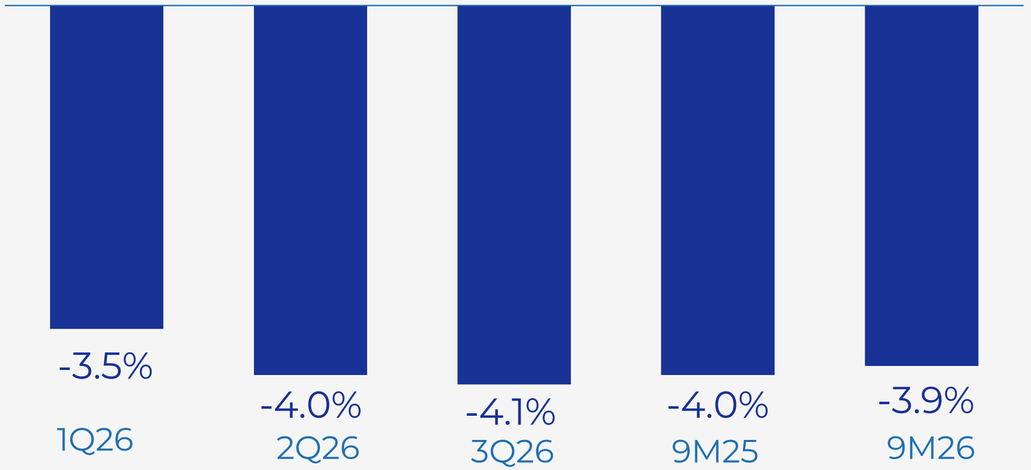
Credit card commission expenses continued to be affected by the higher share of installment sales within current interest rate environment in order to support demand. Measures to mitigate the cost;

- ✓ Diversified payment methods while reducing dependence on credit card collections,
- ✓ Renegotiated commission rates with banks whenever market conditions allow,
- ✓ Further expanded alternative payment solutions, such as cash collections and consumer finance solutions with better commercial terms and higher supplier participation,

As a result of these initiatives, non-credit card payment methods share increased by approximately **5 percentage points** year-over-year, decreasing the financial costs.

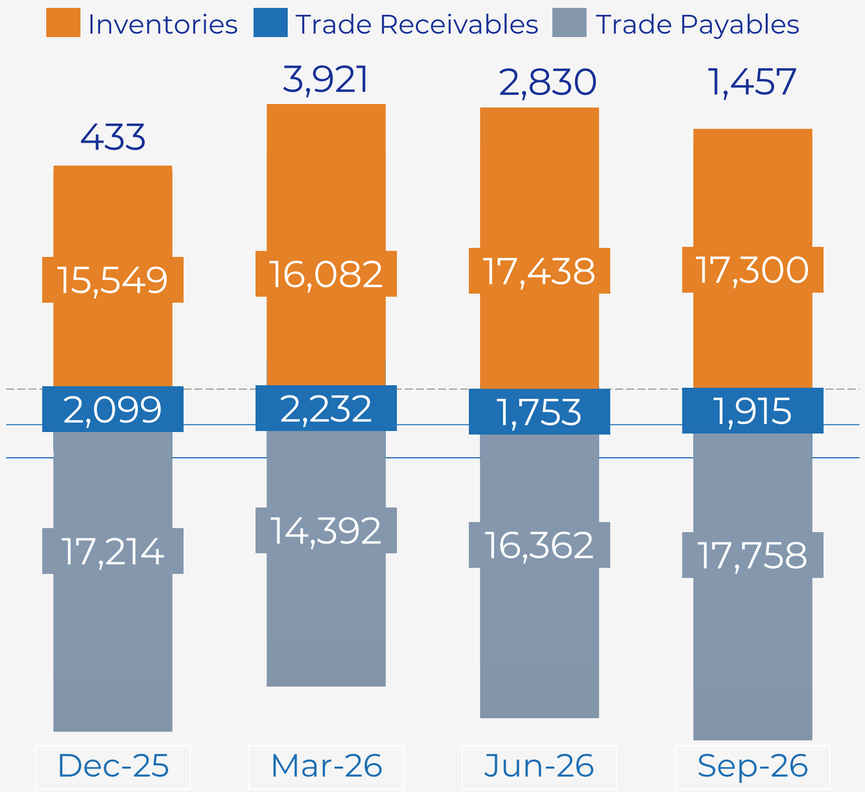
Credit Card Commissions-To-Revenues Ratio

- Although the credit card /revenue ratio increased on a quarterly basis, it remained lower for the first nine months of the year compared to the same period last year.
- This reflects our ongoing efforts to diversify payment methods while reducing reliance on credit card Collection which is more costly.



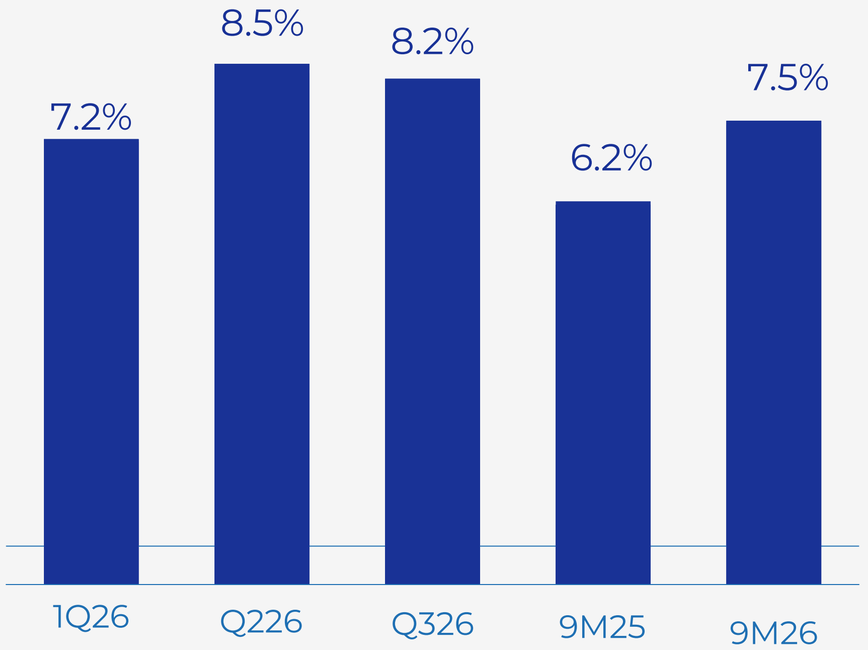
As of September, NWC sustained the improvement, reaching lowest level of the year

Net Working Capital (Mn TL)



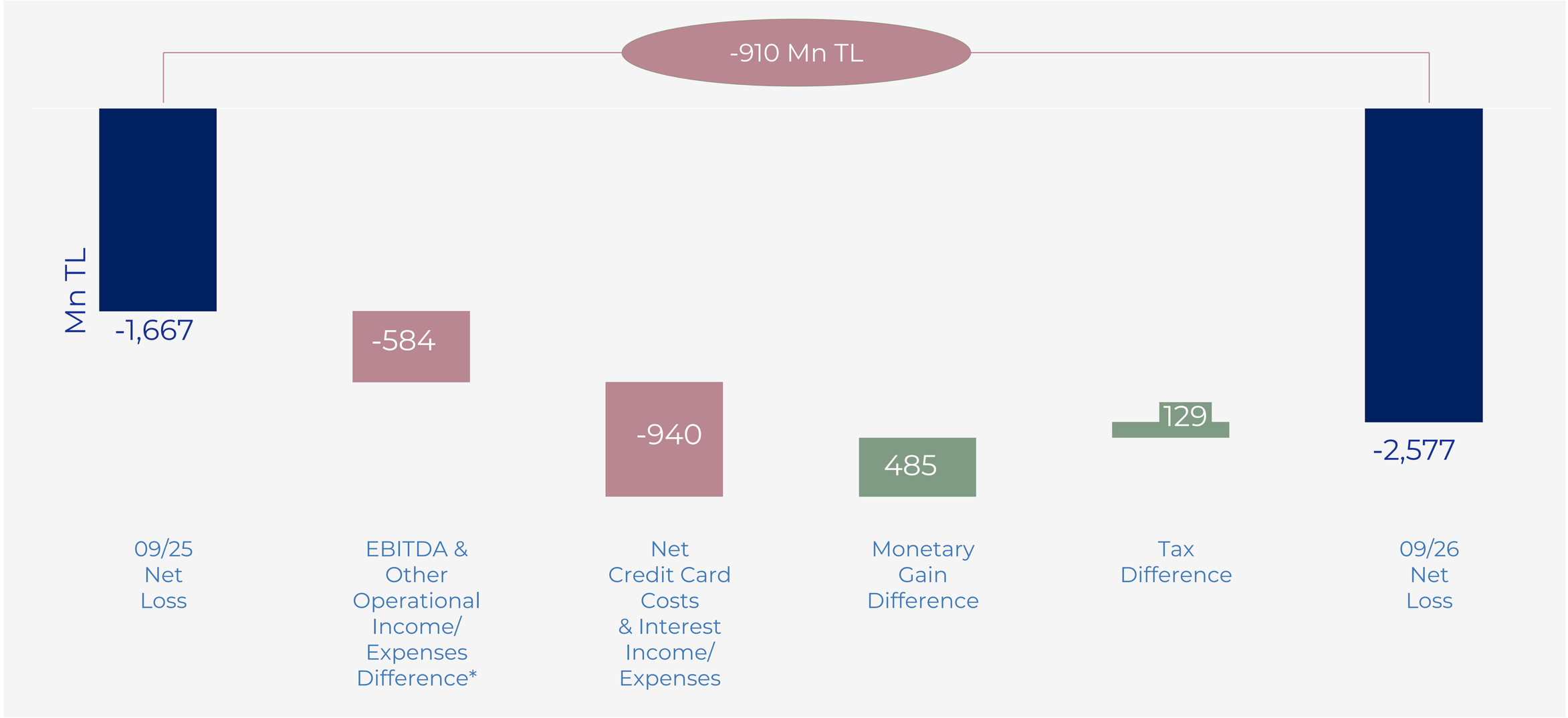
Total Net Financial Expenses **-to-Revenues Ratio

- Due to high interest rates and borrowing requirements, it increased from 6.2% in the first nine months of 2025 to 7,5% in the first nine months of 2026



* The above figures are indexed to September 2026, according to purchasing power parity.
** Excluding IFRS 16 adjustments

Intense competition, high interest rates and borrowing requirements continued to constrain net profitability



* Other Operational Income/Expenses: Calculated as the total of depreciation and amortization, net Income/(expenses) from investing activities, other operating income/(expense), including operational discounts and FX income.

Our Focus Areas for Q4 and 2027

- Revenue Growth & Online Expansion Opportunity
- Cost Discipline & Efficiency Gains
- Maintaining Alternative Payment Performance
- Cash Flow & Working Capital Optimization
- AI-Powered Digital Initiatives Driving Stock Management & Efficiency
- Continued Focus on Sustainable Value Creation

We reiterate that our strategic focus remains on driving sustainable operational profitability, disciplined cash generation, and financial resilience.

Q&A

TEKNOSA
INVESTOR RELATIONS

Ümit Kocagil
CFO

Dilek Aktaş
Head of Finance & IR

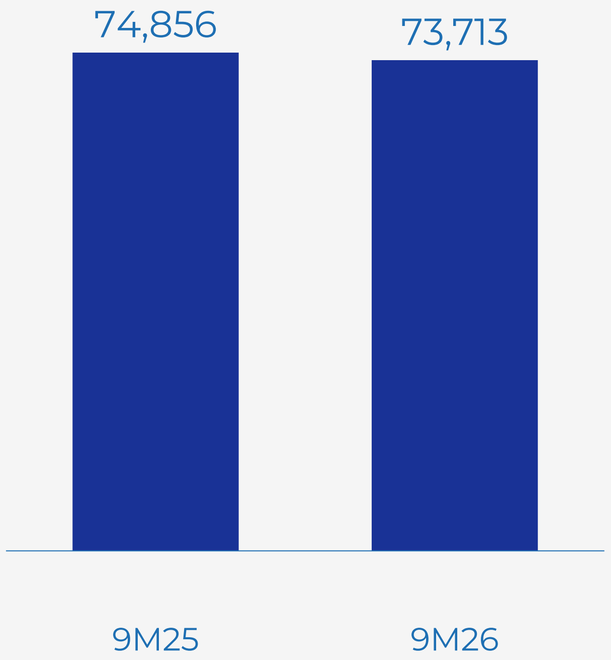
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APPENDIX

Teknosa | ÇOK GİZLİ

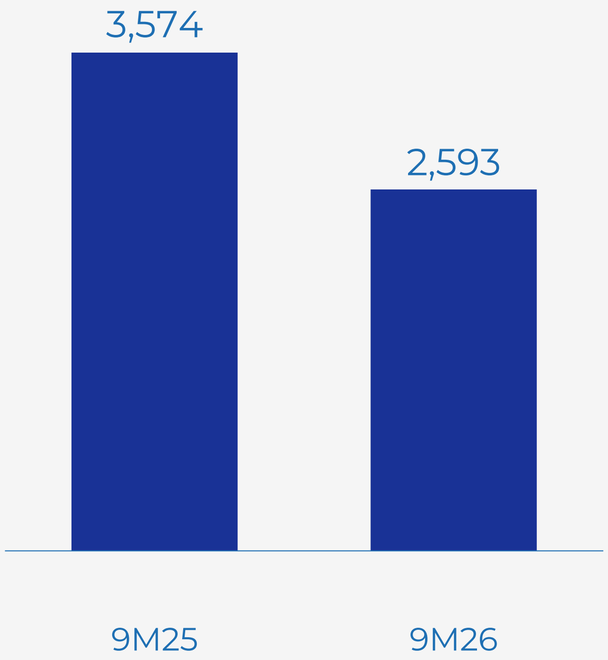
YTD Sep 2026 Key Financials

Revenues (Mn TL)



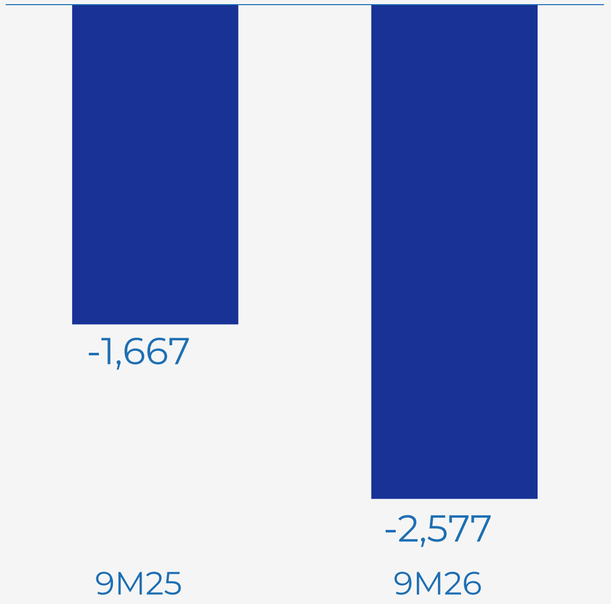
EBITDA (Mn TL)

YoY: -27.5%



EBITDA Margin	9M25		9M26
	4.8%	-1.3 ppts	3.5%

Net Loss (Mn TL)



Summary Income Statement

	Q326	Q325	Change(%)	9M26	9M25	Change(%)
Net Sales (MnTL)	**24.729**	**25.816**	**-4,2%**	**73.713**	**74.856**	**-1,5%**
Gross Profit (MnTL)	3.020	3.593	-16%	8.770	10.237	-14%
Gross Profit Margin	12,2%	13,9%	-1,7%	11,9%	13,7%	-1,8%
Opex/Sales	10,7%	9,8%	0,9%	11,2%	11,4%	-0,2%
EBITDA (MnTL)	**1.051**	**1.626**	**-35%**	**2.593**	**3.574**	**-27%**
EBITDA Margin (%)	4,3%	6,3%	-2,0%	3,5%	4,8%	-1,3%
Other Income (Expense) (Mn TL)	(807)	(991)	-19%	(2.682)	(3.382)	-21%
Financing Income (Expense) (Mn TL)	(2.034)	(1.745)	17%	(5.558)	(4.621)	20%
Net Monetary Gain Loss	1.253	1.305	-4%	4.681	4.188	12%
Profit Before Tax	**(1.242)**	**(375)**	**231%**	**(3.134)**	**(2.095)**	**50%**
Tax (MnTL)	245	75	225%	557	427,89	30%
Net Profit (Loss) (MnTL)	**(998)**	**(300)**	**233%**	**(2.577)**	**(1.667)**	**55%**
Net Profit (Loss) Margin (%)	-4,0%	-1,2%	-2,9%	-3,5%	-2,2%	-1,3%

Summary Balance Sheet

	Sep'26	Dec'25
Current Assets	**20.180**	**21.032**
Cash and Cash Equivalents	648	3.075
Trade Receivables	1.915	2.099
Inventories	17.300	15.549
Other Current Assets	317	309
Non-Current Assets	**6.331**	**6.665**
Property, Plant and Equipment	1.091	1.482
Intangible Assets	1.457	1.526
Investment Property	344	427
Right of Use Assets	2.086	2.338
Other Non-current Assets	1.354	892
Total Assets	**26.511**	**27.697**
Liabilities (Mn TL)		
Current Liabilities	**26.032**	**25.340**
Short-term Loans and Borrowings	6.078	5.732
Short-term Portion of Long-term Finance Lease Liabilities	672	713
Trade Payables	17.758	17.214
Derivative Financial Instruments	2	-
Deferred Income	730	731
Other Current Liabilities	793	949
Long Term Liabilities	**2.157**	**1.460**
Long-term Lease Liabilities	1.026	1.185
Other Long Term Liabilities	1.132	275
Equity (Mn TL)	**(1.678)**	**897**
Total Liabilities and Equity (Mn TL)	**26.511**	**27.697**