



ARDINFORMATICS

Investor Presentation

3Q 2020 Figures

11 December 2020



3Q 2020 HEADLINES

Covid-19: Digitalization and Software investments increased

3Ç 2020: Solid financial data

Share Performance: Strong share performance

POST COVID-19 ERA

Solid Financials

- While strong financial data and liquid balance sheet reduce the crisis risks, robust financing support in funding and investments
- Reasonable financial leverage

E-Transformation

- As the importance of digitalization increased, the software investments of companies rose
- Rise in e-transformation projects after Covid

Strong Infrastructure

- Whilst remote working infrastructure of the company emerged as an vital advantage in this process, there has been no disruptions in operations.
- Staff employment raised while current workforce of the company maintained.

Additional Projects

- Pandemic supported the development and importance of the "Followino" software package project.

9M20 vs 9M19

Solid Performance

3Q20 vs 3Q19

**REVENUE
GROWTH**



224.3%

321.6%



**REVENUE
GROWTH**

**EBITDA*
GROWTH**



138.8%

124.2%



**EBITDA*
GROWTH**

**NET INCOME
GROWTH**



158.8%

178.7%



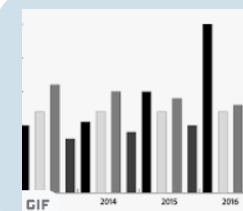
**NET INCOME
GROWTH**

**EBITDA*
MARGIN**



58.7%

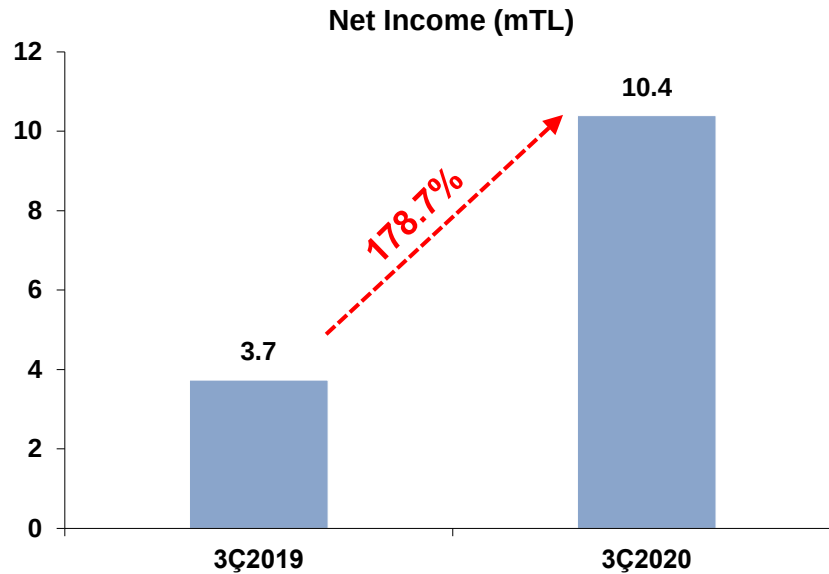
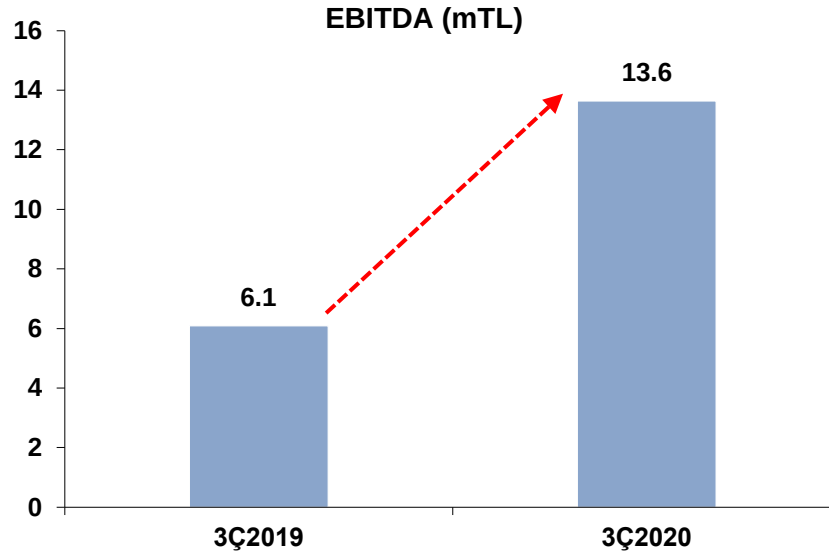
155.8%



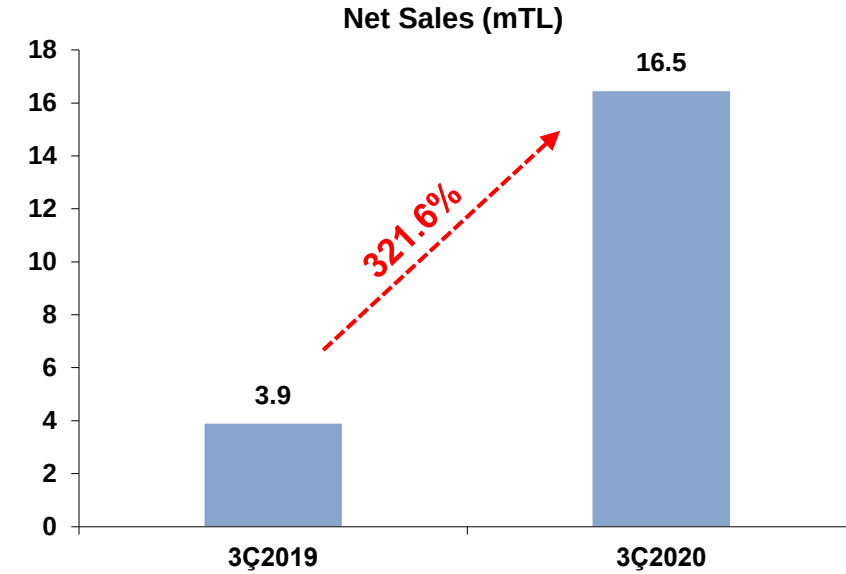
**EBITDA*
MARGIN**

*Other Income / Expense from Operating Activities are included in EBITDA.

Quarterly Financial Data



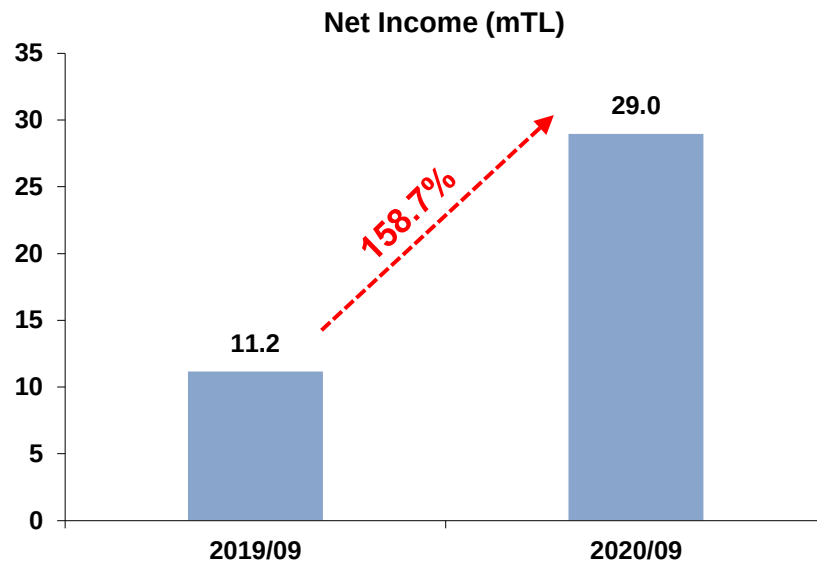
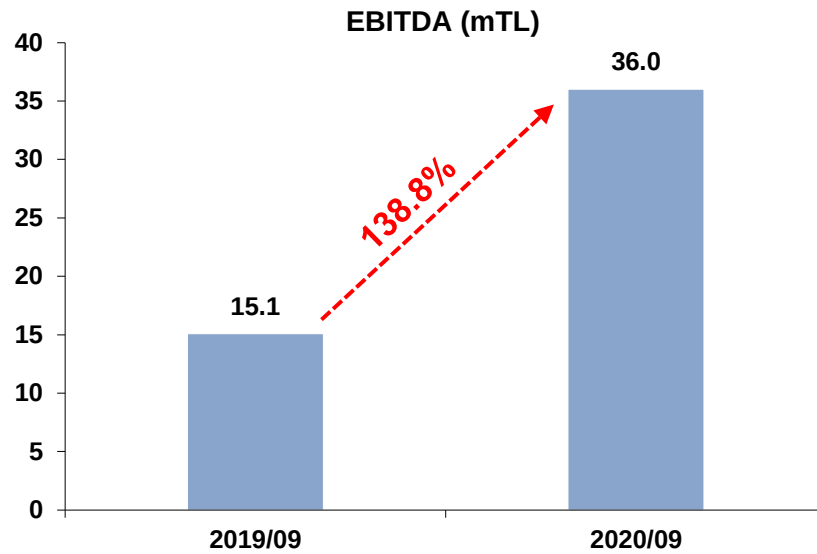
Quarterly Net Sales



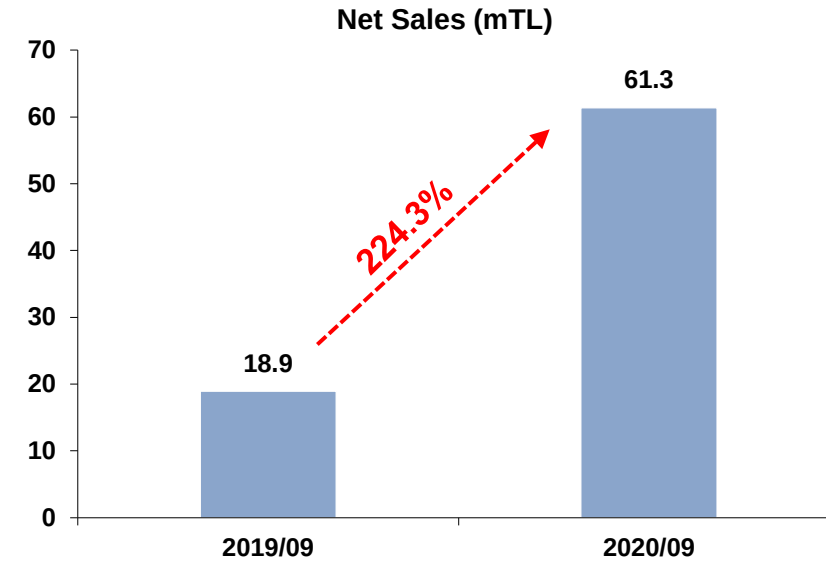
Robust Quarterly Performance

- Net Sales increased by 321.6% on a quarterly basis compared to the same period of previous year and reached TL 16.5 mn.
- EBITDA raised by 124.2% quarter-on-quarter to TL 13.6 mn.
- Net Income ascended by 178.7% on a quarterly basis compared to the same period of last year and reached 10.4 mn TL.

9M Financial Data



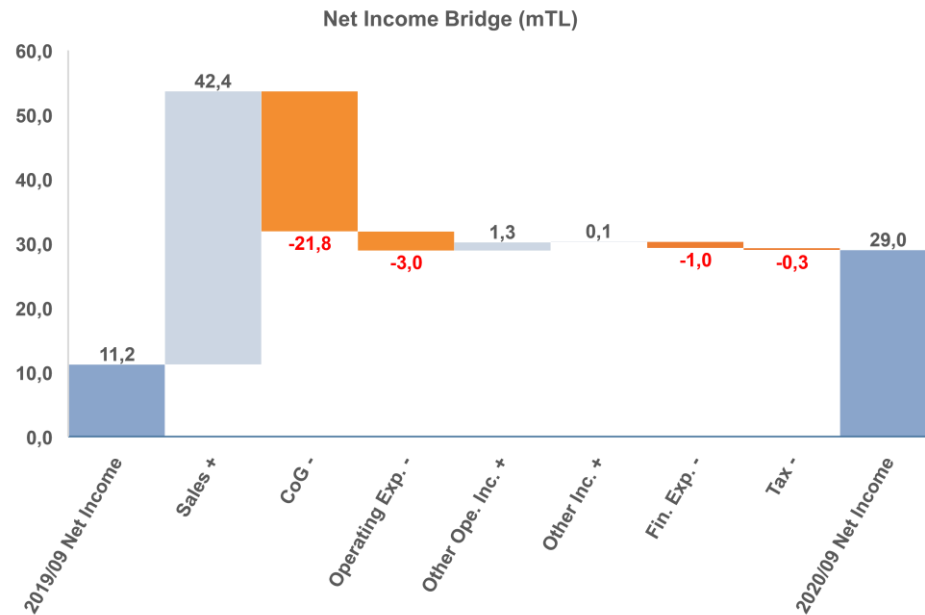
9M Net Sales



Strong 9M Performance

- Net Sales increased by 224.3% in 2020/09 compared to the same period previous year and reached 61.3 mn TL.
- EBITDA rose by 138.8% compared to the same period of the previous year in 2020/09 and reached 36 mn TL.
- Net Profit grew by 158.7% in 2020/09 compared to the same period of last year and reached 29 mn TL.

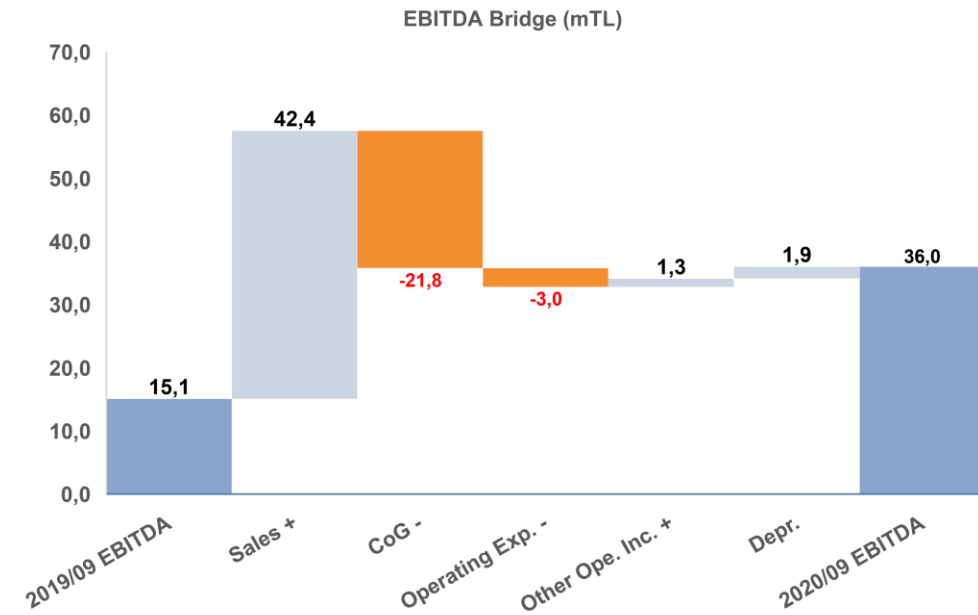
9A20 Net Income Bridge



Sales Growth is the Biggest Parameter

- The biggest source of growth in net income is seen as the rise in sales.
- Strong net income margin

9A20 EBITDA Bridge



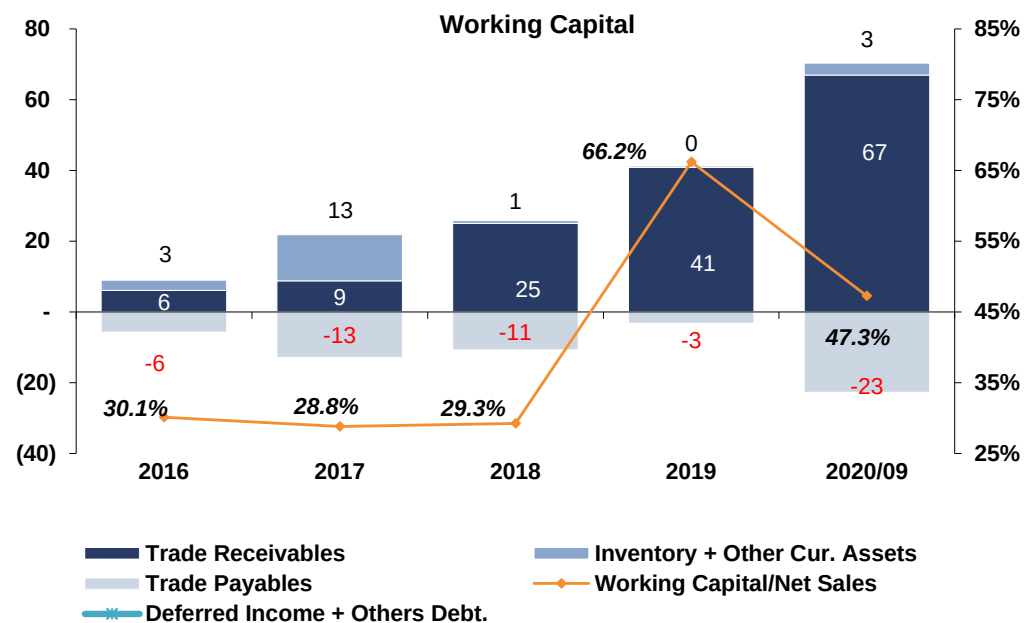
EBITDA Grew Significantly

- The biggest source of growth in EBITDA is seen as the rise in sales.
- Parallel to the rise in revenues, cost of goods sold, also increased.
- Strong EBITDA margin

Working Capital

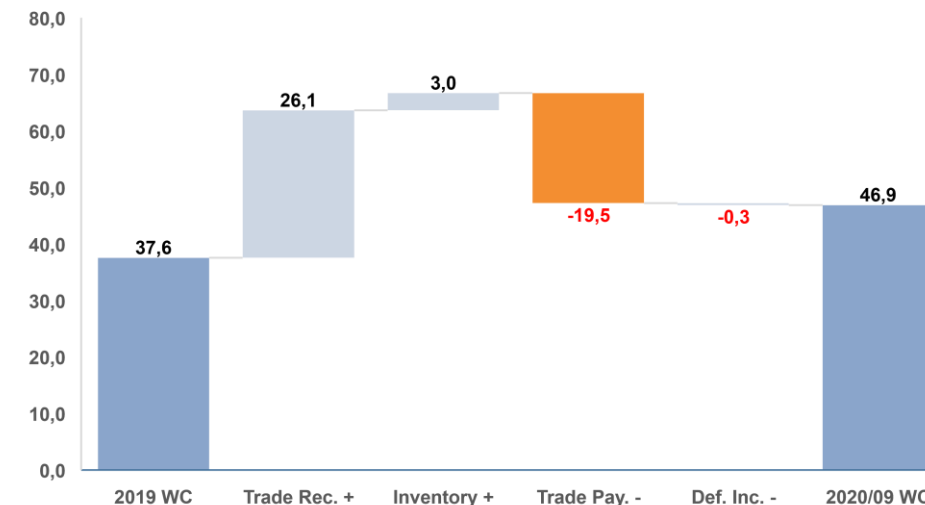
Working Capital Analysis

TLm	2016	2017	2018	2019	2020/09
Trade Receivables	6.1	8.8	25.0	40.9	66.9
Inventory + Other Cur. Assets	2.9	13.0	0.8	0.4	3.4
Trade Payables	-5.7	-12.8	-10.7	-3.2	-22.7
Deferred Income + Others Debt	-0.1	-0.1	-0.1	-0.5	-0.8
Working Capital/Net Sales	30.1%	28.8%	29.3%	66.2%	47.3%
Net Sales (Annualized)	10.5	30.8	51.4	56.8	99.2



Working Capital Bridge

Working Capital Bridge (mTL)



The Share of Private Sector in Client Portfolio Rises

- While the public sales increase the working capital relatively, the growing share of the private sector in the portfolio improves the working capital day by day.
- The minimum stock level positively affects the working capital.
- Though the working capital net sales share touched a high rate of 66.2% at the end of 2019, it is realized as 47.3% in 2020/09.

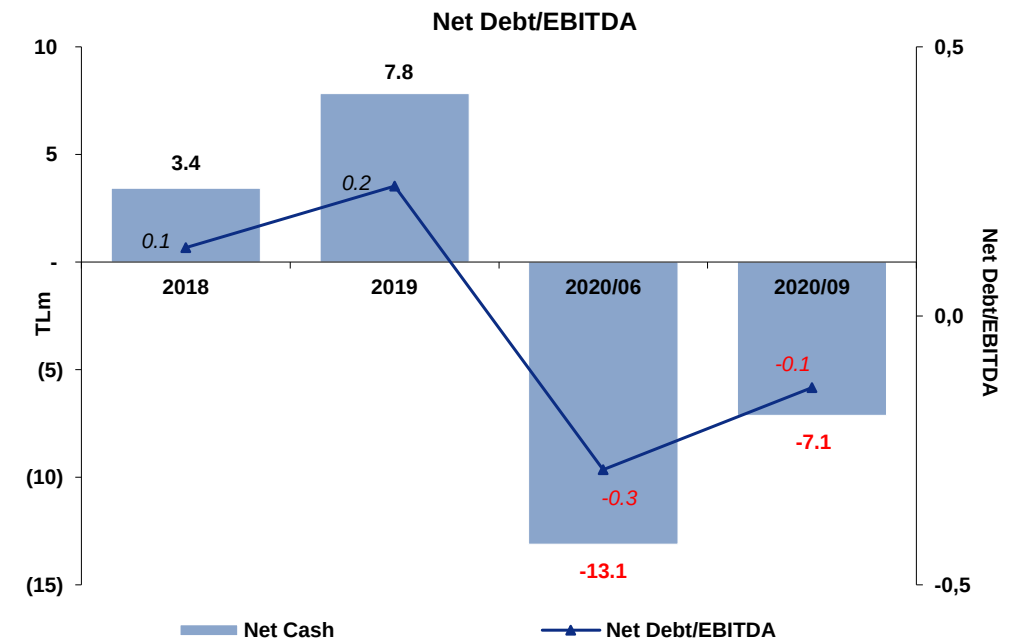
Net Cash Position

Net Cash & Equity & Financial Leverage

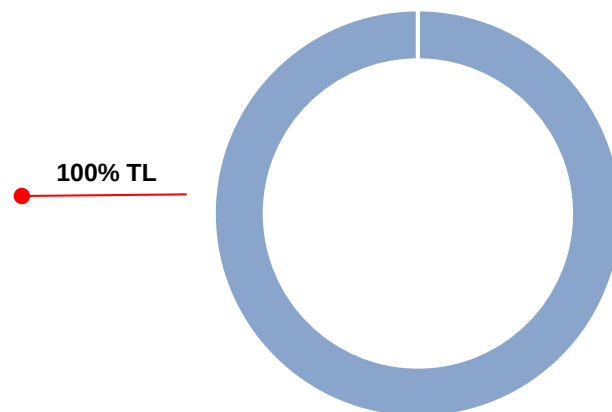
TLm	2018	2019	2020/06	2020/09
Cash and Cash Equivalents	0.1	1.7	24.2	17.5
Financial Investments	0	0	0	0
Other Receivables	4.4	0	0	0
Short Term. Fin. Debt	5.7	7.4	4.6	4.7
Other Debt	0	0	0	0.2
Long Term. Fin. Debt	2.2	2.1	6.4	5.5
Net Cash	3.4	7.8	-13.1	-7.1
Equity	46.1	72.5	128.1	136.9
Net Debt/Equity	7.4%	10.8%	-10.2%	-5.2%
Net Debt/EBITDA	0.1	0.2	-0.3	-0.1
EBITDA	27.1	32.5	45.8	53.4

*EBITDA is annualized in the interim periods..

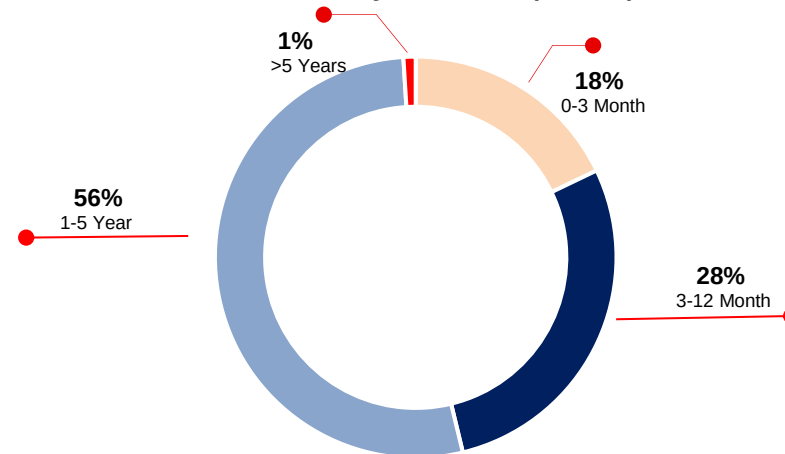
Net Debt/EBITDA



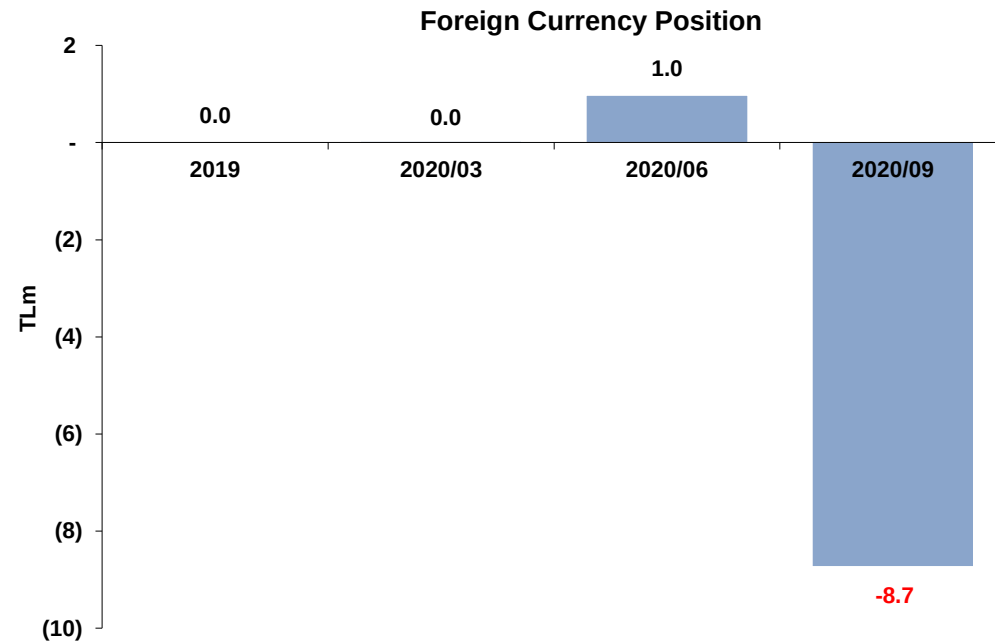
Currency Base Debt Breakdown (2020/09)



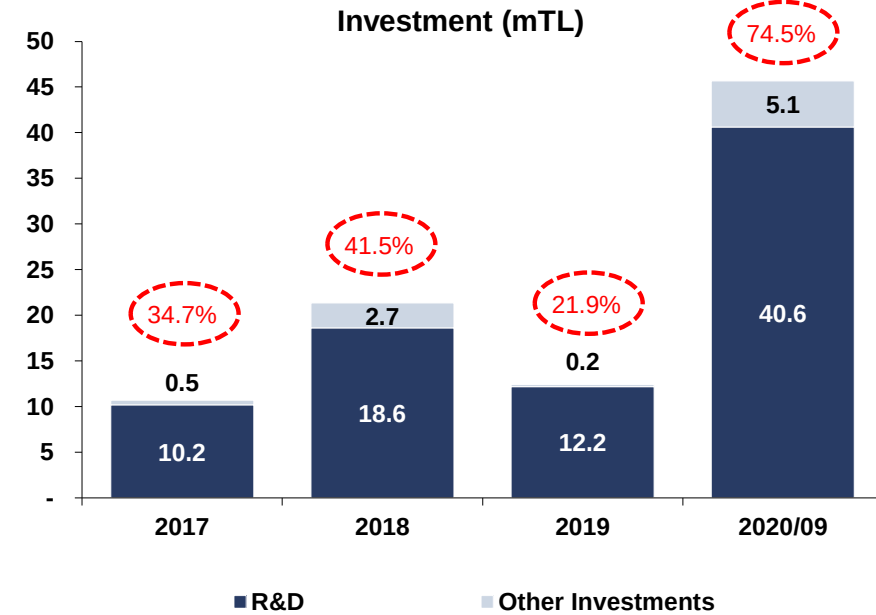
Maturity Breakdown (2020/09)



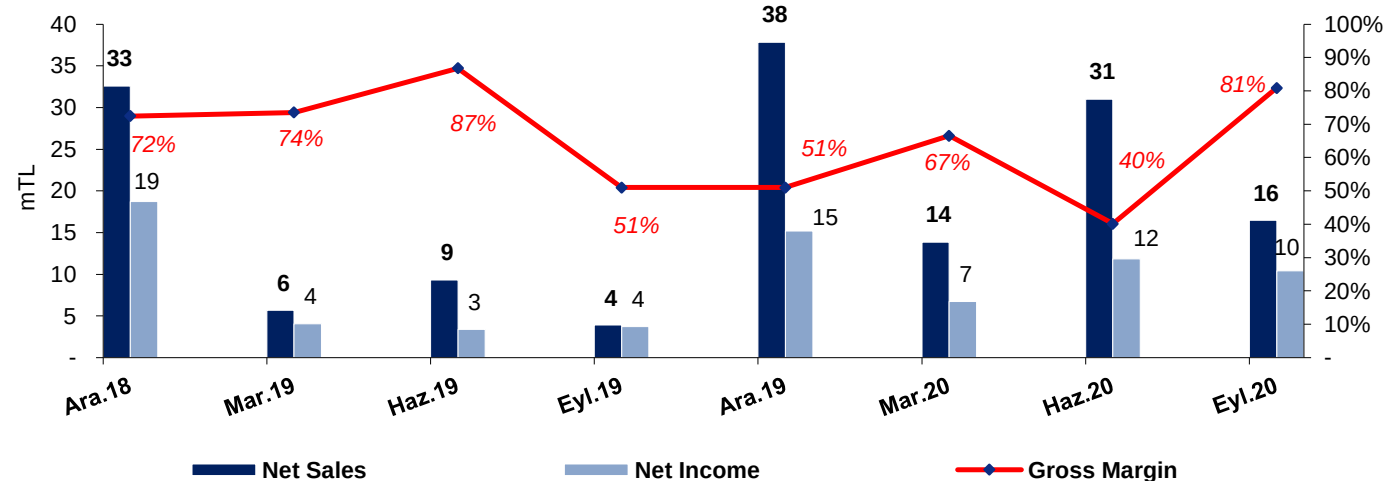
Foreign Exchange Position

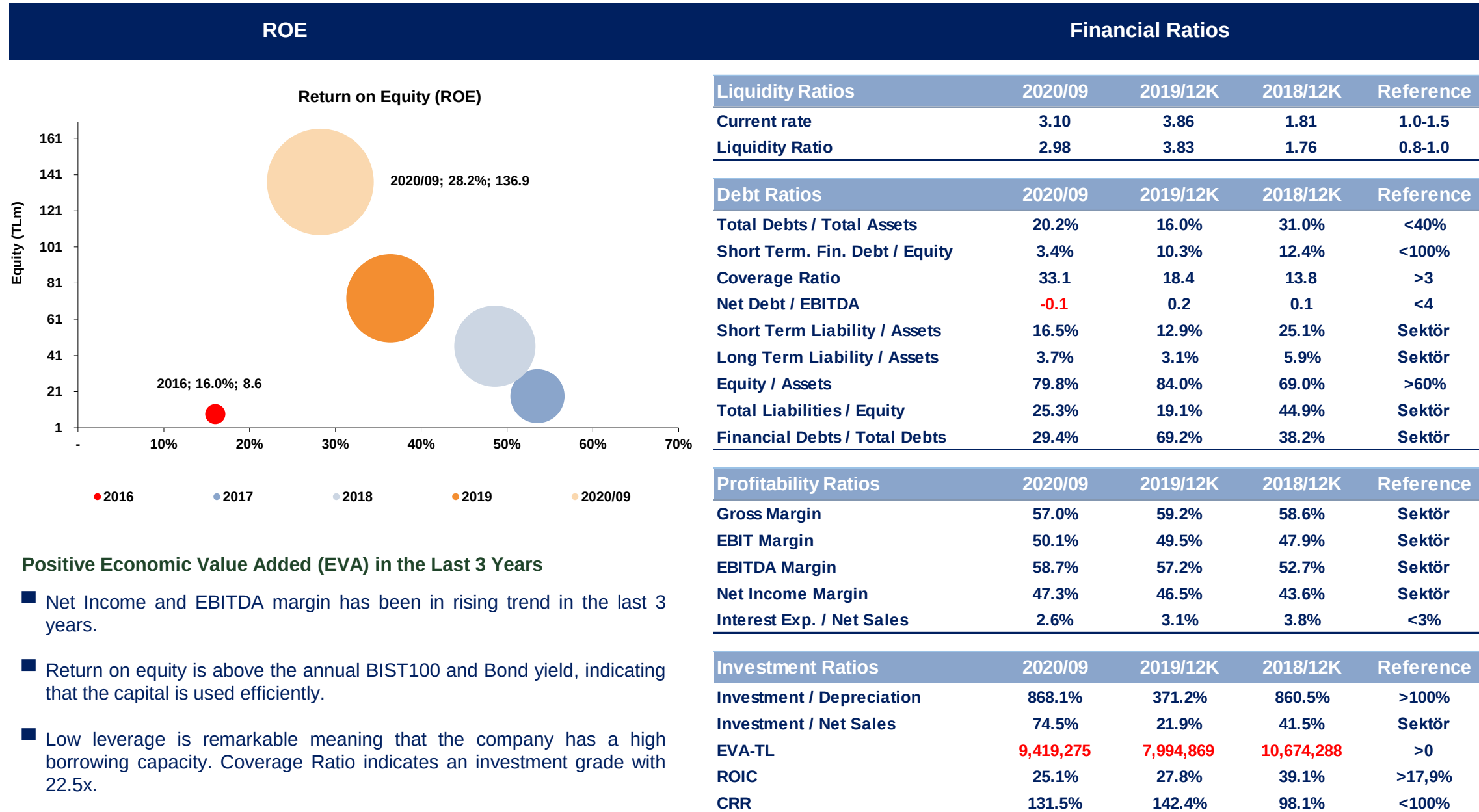


Annual Investments



Seasonality (mTL)

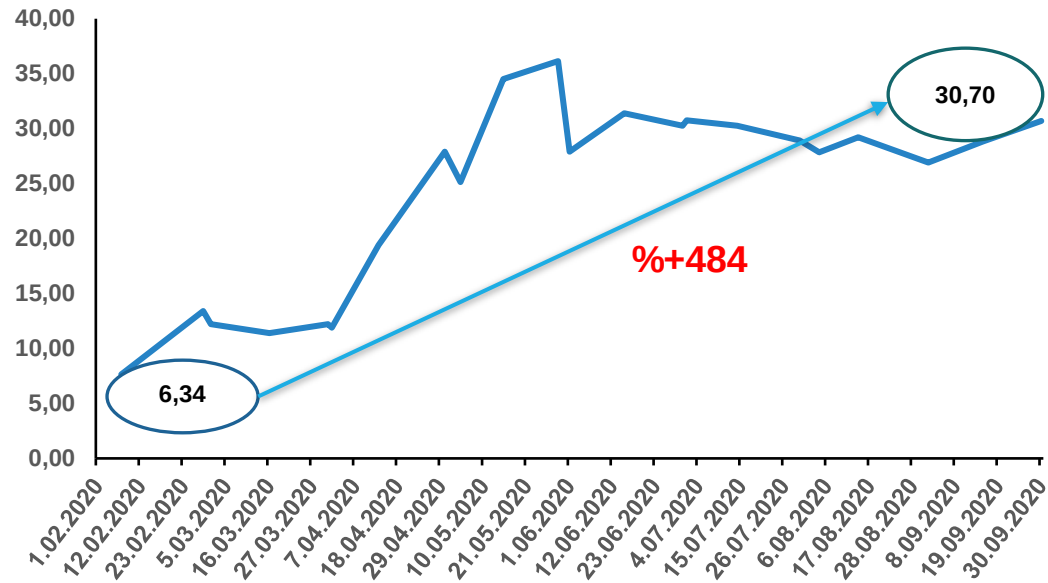




Positive Economic Value Added (EVA) in the Last 3 Years

- Net Income and EBITDA margin has been in rising trend in the last 3 years.
- Return on equity is above the annual BIST100 and Bond yield, indicating that the capital is used efficiently.
- Low leverage is remarkable meaning that the company has a high borrowing capacity. Coverage Ratio indicates an investment grade with 22.5x.

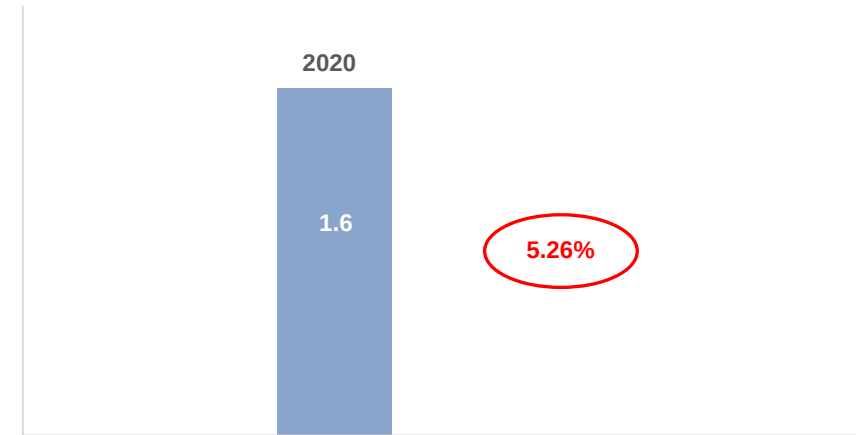
Stock Performance



Robust Share Performance

- Strong financial data
- Compliance with corporate governance principles
- High shareholder value

Dividend Performance



Dividend After the IPO Process

- 1.550.000 TL gross dividend distribution in 2020
- 5.26% of the net income was distributed in cash

ONGOING PROJECTS

1-FOLLOWINO (Indoor People Counting and Optimization System)

Followino is the artificial intelligence and deep learning supported control system of person counting, customer density analysis, people identification, thermal fever measurement and mask control which is a part of the epidemic prevention and social distance control system project.

2-UHAP (National Law Network Project)

UHAP offers a wide technological law platform that meets the needs of all lawyers and the business processes between the Union of Bar Associations and the Bar Associations and the Ministry of Justice, as well as all the administrative and legal processes carried out by the Union of Bar Associations, Bar Associations and Lawyers. UHAP also offers a real integrated structure ready for all the necessary integrations.

3-OCAS (Otomatik CMK Atama Sistemi)

OCAS is a dynamic program that is used continuously (7 days 24 hours) by law enforcement units who requested a lawyer (police, gendarmerie, coast guard, police, etc.), Prosecution Office, by users in the courts, payment processing users (such as Prosecution payment units, Internal Revenue Office, Property Offices), by registered lawyers take CMK task from the Bar. OCAS is kept active all the time.

4-İCRATEK (Collection Proceedings System)

İCRATEK is a web-based Collection Proceedings program developed by the Company in order to enable member lawyers to access the program whenever needed and to do all their transactions online from any device and anywhere with internet connection.

5-KARARTEK (Online Case Law Data Bank System)

KARARTEK has been prepared in order to enable lawyers to access the decisions of high courts from a single screen and to use the appropriate query options to meet their professional needs with its smart search robot.

ONGOING PROJECTS

6-BÜROTEK (Office Management System)

BÜROTEK is an online office management system that includes basic tools suitable to meet the needs of law offices, easy to use and designed by taking into account the principles of not creating a financial burden for lawyers.

7-AYAS (Legal Aid Assignment System)

Bar associations also assigns lawyers for those whose economic conditions are not suitable for hiring a lawyer. AYAS has been developed for the bar associations' assignment of lawyers within the scope of legal aid and all subsequent transactions.

8-TURK FATURA (E-ARD) E-Transformation Project

The digitalization transformation has spread rapidly and continues to spread in order to operate all processes of institutions and organizations more efficiently, faster and in a shorter time. Thanks to the platform developed with our e-ARD project, all processes of the enterprises will be recorded digitally, saving time and preventing any information loss.

9-MAKBUZTEK (Receipt Issuance Program)

Makbuztek is an Electronic Self-Employment Receipt issuance program specially prepared for Lawyers. The program offers receipt design (adding logo and signature), getting reports in various formats (xml, pdf, Excel) in accordance with Legal Authority standards, sending receipts automatically lawyer's Accountant / Financial Advisor via e-mail automatically, CANCELING via KEP and sending to recipients, sending in English and 10-year storage service.

ONGOING PROJECTS

10-TURK MAKBUZ (Receipt Issuance Program)

These programs are Electronic Self-Employment Receipt issuance programs prepared for Dentists, Doctors, Chemists, Architects, Engineers, Consultants, Veterinarians, Financial Advisors, and Certified Public Accountants.

11-SMS4-MEDI (Smart Management Solution For Medical Institution)

Monitoring systems are needed as patient follow-up is extremely important in intensive care rooms. The warning systems of the system, which will vary according to the condition of the inpatient, will increase the rate of the doctor to hear about possible complications and the chance of intervention.

12-SMS4-SCP (Smart Management Solutions for Smart City Projects)

Technological support has become necessary, not a luxury, in the management of sectoral processes in order not to succumb to the requirements of the age. Therefore, the processes are carried out in a healthier and more controlled manner with software developed with new generation technologies. With these software, it is aimed that the work items targeted to be carried out and all processes related to these work items are more effective, profitable, fast, planned, controlled, low cost and high efficiency.

13-SERPA (Smart ERP Automation)

We aim to create a common pool consisting of routing templates and meeting reports needed in company-wide meetings and project execution, in order to record the company's administrative and operational business processes and to develop a software that can follow all these processes digitally.

ONGOING PROJECTS

14-SMS4-RCS (Smart Management Solution For Resource Control System)

This project ensures that all resources of the enterprises are combined and used in the most efficient way thanks to an integrated database. With the software developed in this project, all workflows including processes which can be called digital speech within the enterprise such as all demands and expectations of customers, accurate service follow-up, timely delivery and support, quality service delivery & follow-up and all similar Enterprise resource planning, will be developed.

15-ARD-CSS (Cyber Security Solutions)

With the ARD-CSS project, it is aimed to provide module-based solutions to the public and private sectors in order to protect from cyber attacks that may occur in many stages of our business and social life by using the opportunities offered by the internet, and it is aimed to develop a software project that can prevent the opportunities arising from technology from turning into threats.

16-ARD-BiS (Business intelligence Solutions)

This project ensures that all resources of the enterprises are combined and used in the most efficient way thanks to an integrated database. With the software developed in this project, all workflows including processes which can be called digital speech within the enterprise such as all demands and expectations of customers, accurate service follow-up, timely delivery and support, quality service delivery & follow-up and all similar Enterprise resource planning, will be developed.

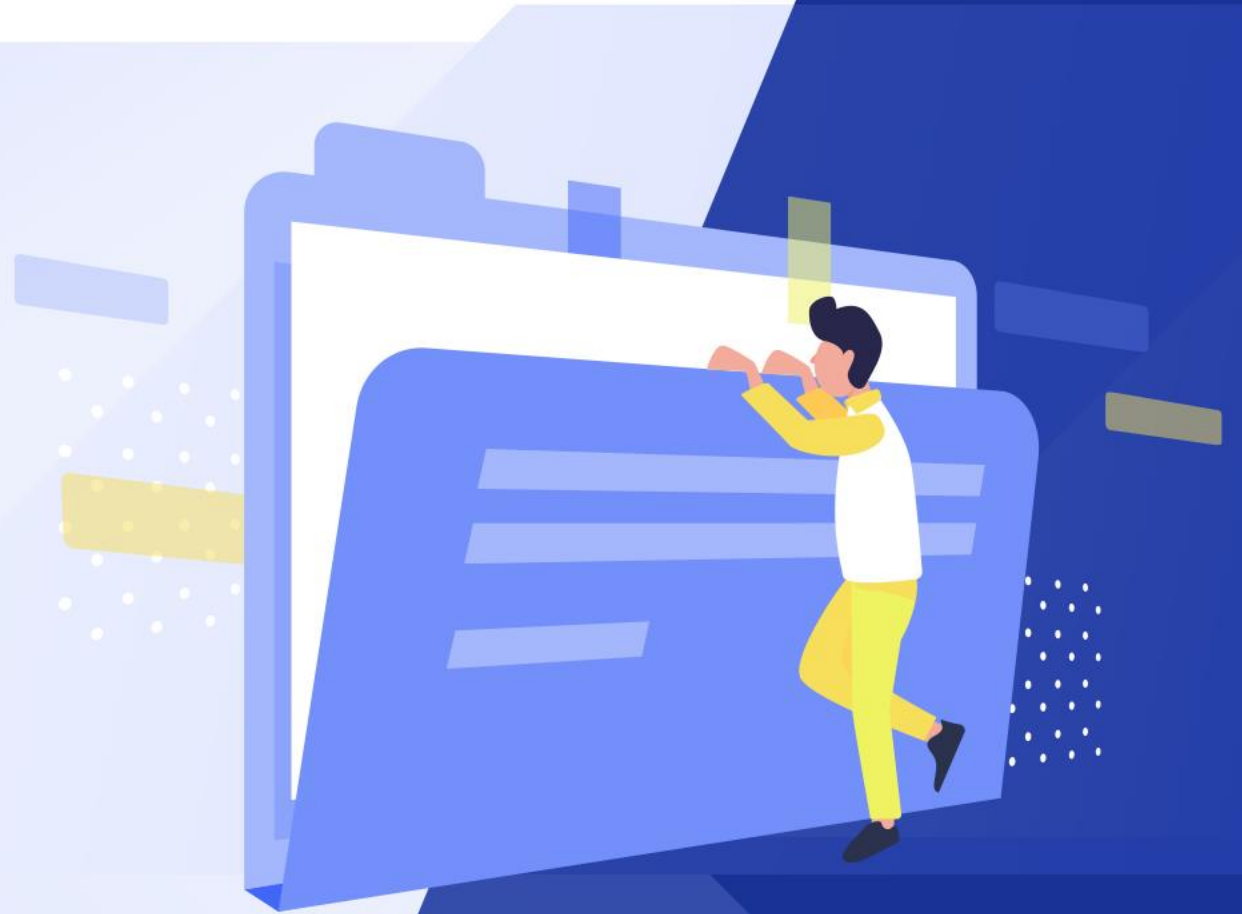
17-SIHARD (Armed Unmanned Aerial Vehicle Software)

With the parameters determined in the arming process of Unmanned Aerial Vehicles, data entry, follow-up, integration, tests and controls will be performed and all monitoring before and after arming will be carried out, so a simulation software will be developed that can make interpretations on the criteria and technical information for flight and make critical decisions with these comments.

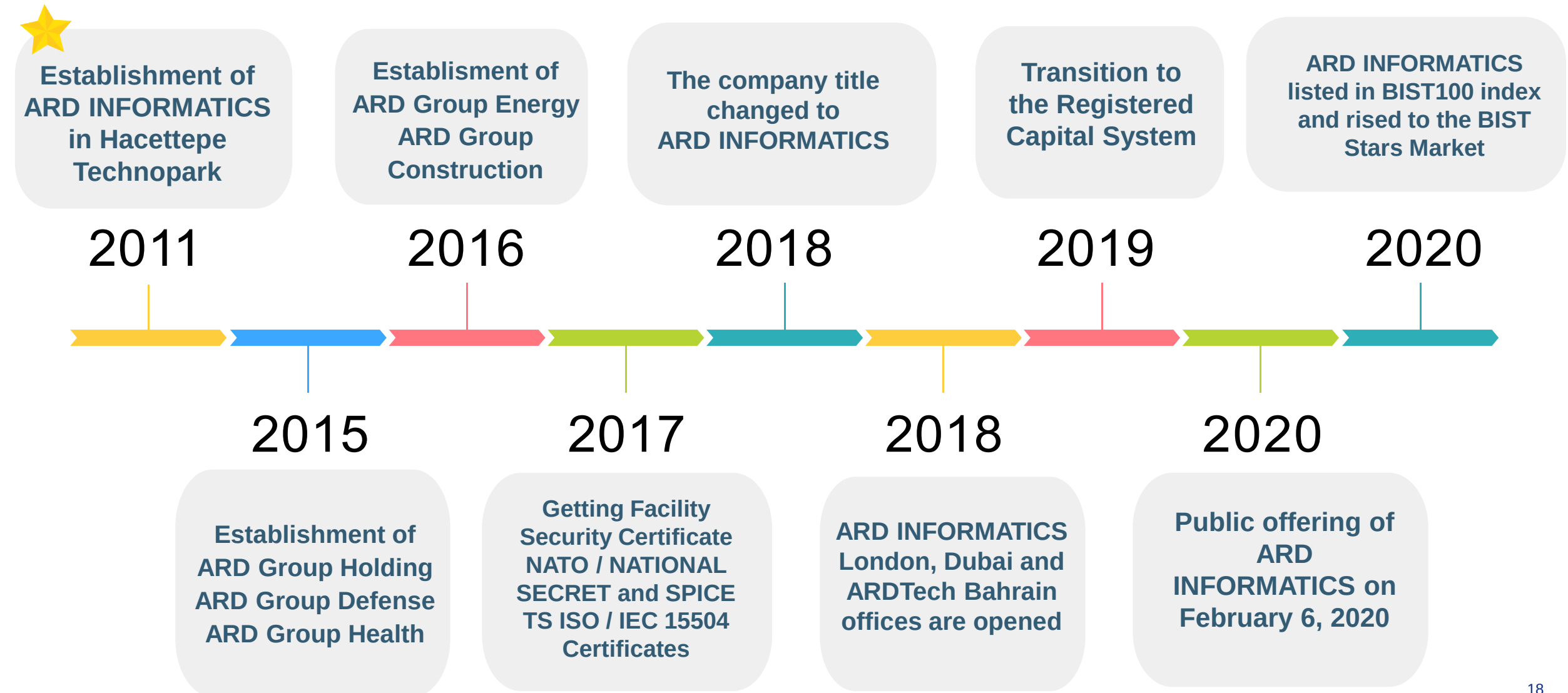


ARD INFORMATICS

APPENDIX



MILESTONES OF ARD GROUP



BUSINESS PARTNERS



SOLUTION PARTNERS



FINANCIALS

Balance Sheet			
	2019	2020/09	2020/2019
TL			
ARD Bilişim	Non-Audited	Non-Audited	FUNDING
Assets	86,390,199	171,513,512	
Cash and Equivalents	1,744,656	17,470,464	15,725,808
Trade Receivables	40,856,507	66,931,582	26,075,075
Other Receivables	2,000	2,000	-
Other Current Assets	102,719	1,203,120	1,100,401
Inventory	280,810	2,227,715	1,946,905
Current Assets	42,986,692	87,834,881	
Investment Property	26,200	26,200	-
Tangible Fixed Assets	2,450,147	6,489,226	4,039,079
Intangible Fixed Assets	40,792,080	77,163,205	36,371,125
Right-of-Use Assets	135,080	0	-135,080
Fixed Assets	43,403,507	83,678,631	
Equity and Liabilities	86,390,199	171,513,512	
Short Term. Debts	7,436,505	4,662,947	-2,773,558
Trade Payables	3,172,394	22,659,394	19,487,000
Other Debts	34,759	168,214	133,455
Other Short-Term Liabilities	492,169	813,856	321,687
Short-Term Liabilities	11,135,827	28,304,411	
Long Term Debt	2,141,103	5,509,453	3,368,350
Other Long-Term Liabilities	564,258	798,958	234,700
Long-Term Liabilities	2,705,361	6,308,411	
Paid-in Capital	18,000,000	23,875,000	5,875,000
Emission Premium	0	30,961,672	30,961,672
Other Comprehensive Exp.	8,498	80,515	72,017
Profit Reserves	0	1,340,006	1,340,006
Retained Earning	28,132,753	51,650,507	23,517,754
Net Income	26,407,760	28,992,990	2,585,230
Shareholderequity	72,549,011	136,900,690	

Income Statements			
	2019/09	2020/09	2020-2019
TL			
ARD Bilişim	Non-Audited	Non-Audited	Change (%)
Net Sales	18,913,745	61,346,413	224.3%
Change		224.3%	
CoG	-4,604,684	-26,358,145	472.4%
Gross Profit	14,309,061	34,988,270	144.5%
Gross Margin	75.7%	57.0%	
General & Administrative Exp.	-1,398,913	-3,265,673	133.4%
Change		133.4%	
R&D	-2,459,202	-3,557,503	44.7%
Change		44.7%	
Other Opreating Profit	2,633,648	4,146,842	57.5%
Other Opreating Exp.	-1,352,455	-1,574,852	16.4%
EBITDA	15,072,887	35,998,375	138.8%
Change		138.8%	
EBITDA Margin	79.7%	57.7%	
Depreciation	-3,340,748	-5,261,293	57.5%
EBIT	11,732,139	30,737,082	162.0%
Change		162.0%	
EBIT Margin	62.0%	50.1%	
Income from Investing Activities	0	95,215	
Net Finance Expense	-601,588	-1,602,232	166.3%
Pre-tax Profit	11,130,551	29,230,065	
Tax	73,595	-237,075	
Net Income	11,204,146	28,992,990	158.8%
Net Margin	59.2%	47.3%	

COMPANY FACTSHEET

SHAREHOLDER STRUCTURE			
Name/Title of Shareholders	Capital, TL	Share in Capital (%)	Share in Voting Rights(%)
ARD GROUP HOLDING INC.	14.500.000	60,73	73,87
FREE FLOAT	9.375.000	39,27	26,13
TOTAL	23.875.000	100	100

- ARD Group Informatics Technologies Inc. has been continuing its R&D software and system integrator activities within the headquarters of Ankara Hacettepe University Teknokent since 2011.
- Our Activity Areas ; To develop software programs for law, health, defense, logistics and warehouse process management. We supply traceability, cyber security, tracking system products to not only public institutions but also private sector.
- The voting right of the public portion is 26.13%
- As of 30.09.2020, 57 employees are working within the company.

Type of Quoted Capital Market Instrument	First Trading Date	The County of the Stock Exchange	Name of the Stock Exchange	Name of the Market
Stock	6.02.2020	Turkey	BORSA İSTANBUL	BIST STARS

Financial Data	2020/09
Net Sales	61,3 mTL
Net Income	29,0 mTL
Shareholders Equity	136,9 mTL
Market Cap	732,9 mTL
EBITDA	36,0 mTL

Preferred Stocks & Subsidiaries	
Amount of Preferred Stocks	3.000.000 TL
The company does not have any direct or indirect subsidiaries	

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