INVESTOR PRESENTATION
3Q 2023 FIGURES

26.12.2023

ARD BİLİŞİM

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01.01.2022-30.09.2023 financial period

573 mTL Net Sales
Annualy* %125 Growth

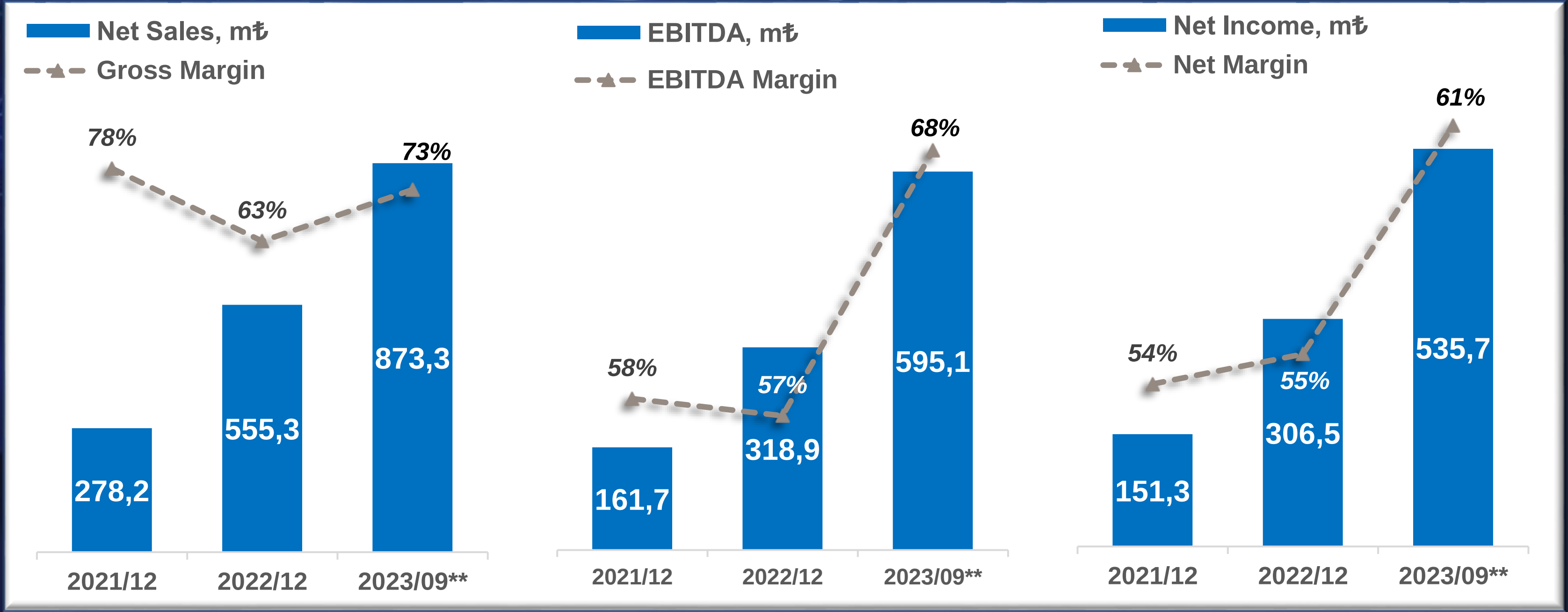
441 mTL EBITDA
Annualy* %167 Growth

%77 EBITDA Margin
Annualy* 1.225 Basis Point Increase

0,2 Net Debt / EBITDA
31.12.2022 → -0,01x

3,9 billion TL Mcap
As of 09.10.2023

181 # of Staff
31.12.2022 → 108



* *2023/06 period data are annualized data for the last 4 quarters.

** Compared to the same period of the previous year*

3Q 2023 HEADLINES

Capital Yield: 52% of ROE* Beating Market Interest Rate

Financials: Growth Gains Acceleration in Q1

Leverage: Low Indebtedness Creates Significant Borrowing Capacity

Affiliate Acquisition: 60% of Argedor Bilişim acquired for 1.8 mn USD

** Return on Equity*

EXCUTIVE SUMMARY

Leverage

Despite the rising sales between 2019 and 2021, the decline in the working capital to sales indicates efficiency. However, the relative increase in the working capital requirement in 2022 draws attention. However, while the rise in working capital needs is noted in 2023/09, normalization is expected in the last quarter, when collections increase.

Margins

Rising sales in the second quarter of 2023 were accompanied by margins. In parallel with the increase in revenues, the EBITDA margin, which was 61% in 2Q22, increased to 70% in 2Q23; Net profit margin, which was 55% in 1Q22, increased to 68% in 2Q23..

Receiving an Award

The company won awards in a total of three areas in the evaluation of Turkey's top 500 IT Companies: "Turkey-Based Producer Data Warehouse and Business Intelligence Software Category", "Turkey-Based Producer Data Security Software Category" and "Energy Sector Software Category"..

Growth

Strong growth continued in the second quarter of 2023, and in 2023/06, revenue, EBITDA and net profit grew above inflation by 65%, 89% and 104%, respectively compared to 2022/06.

SUBSIDIARIES

Subsıdlarles			
Title	**Capital**	**Company's Capital Share**	**Business Overview**
Açılımsoft Yazılım Teknolojileri A.Ş.	3.000.000 TL	100%	Virtual Reality (“VR”) platforms, Artificial Intelligence (“AI”) algorithms, Big Data Processing (“Big Data”) are used in planning, execution, monitoring, forecasting and control processes for companies operating in the production, distribution, sales and after-sales support sectors. To develop end-to-end commercial and mobile application software by using technologies such as software.
Dallmeier Turkey Elektronik Sanayi ve Ticaret A.Ş.	5.000.000 TL	100%	Security systems and software service activities
Signum Teknoloji Tanıtım ve Eğitim A.Ş.'	4.300.000 TL	51%	Developing management and operational processes software (Facility Management System) for campuses such as facilities, campuses, health institutions, public buildings, ports, airports and logistics centers in all sectors.
ARDTECH LTD	100.000 GBP	60%	Development and export of Software Products.
Argedor Bilişim Teknolojileri Sanayi ve Ticaret A.Ş.	150.000 TL	60%	Developing software using Blockchain, Metaverse, Artificial Intelligence, Web3 and Game technologies.
ARDTECH Informatics	500.000.000 UZS	100%	System integration projects, development and export of innovative software.

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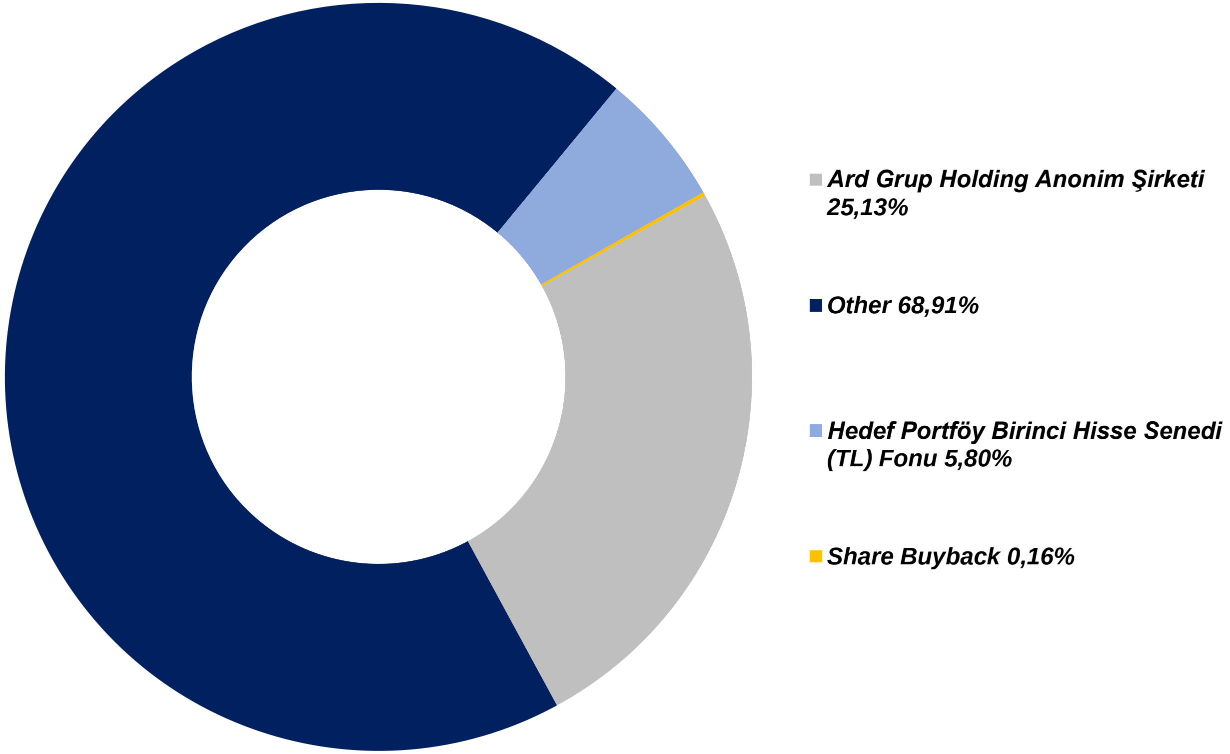
PARTNERSHIP STRUCTURE



Board of Directors	
Name and Surname	**Title**
Arda Ödemiş (ARD Grup Holding AŞ Adına)	Chairman of the Board
Doğan Ödemiş	Deputy Chairman of the Board of Directors
Gürkan Bilgin	Board Member
Sabri Çağrı Çakır	Board Member
Nükhet Doğan	Independent Board Member
Aytekin Doğan	Independent Board Member

Personnel Having a Say in Management	
Name and Surname	**Title**
Gürkan Bilgin	Board Member / Deputy GM
Sabri Çağrı Çakır	Board Member / Deputy GM
Bahadır Öztürk	Deputy GM
Sedat Bakırkaya	Deputy GM

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SOLID PERFORMANCE

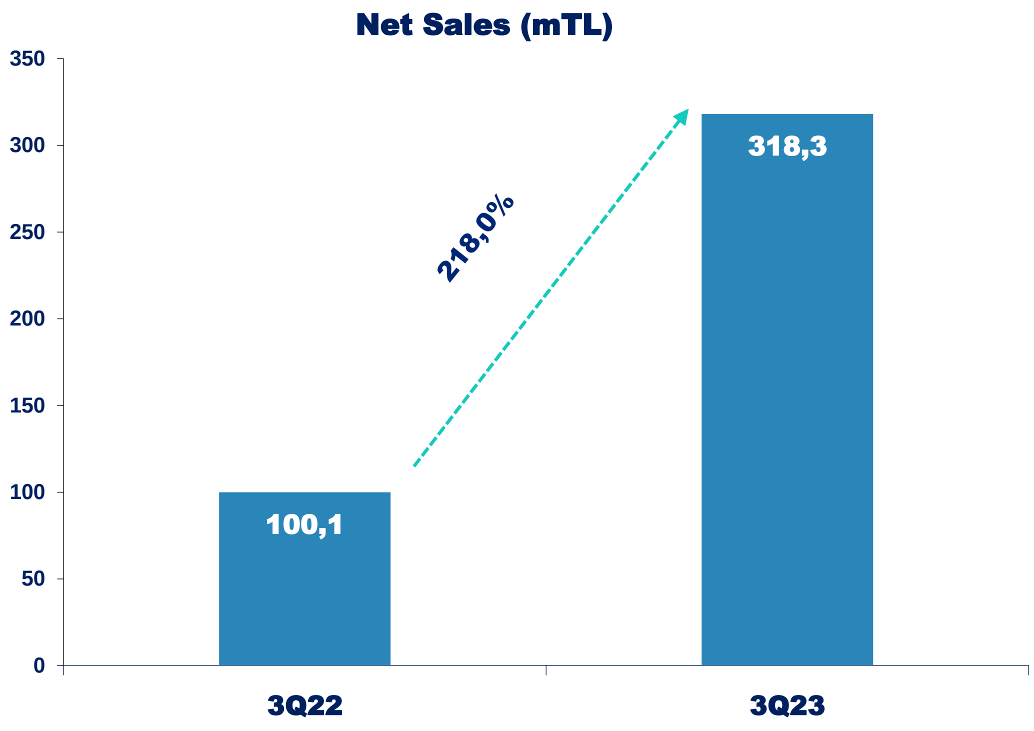
	2023/09 & 2022/09 PERIODICAL	3Q23 & 3Q22 QUARTERLY
REVENUE GROWTH	124,9%	218,0%
EBITDA * GROWTH	167,4%	270,1%
NET INCOME GROWTH	147,3%	206,0%
EBITDA* MARGIN	77,1%	83,0%

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

3Q 2023 RESULTS

Sales Gained Momentum in Q3

QUARTERLY FIGURES

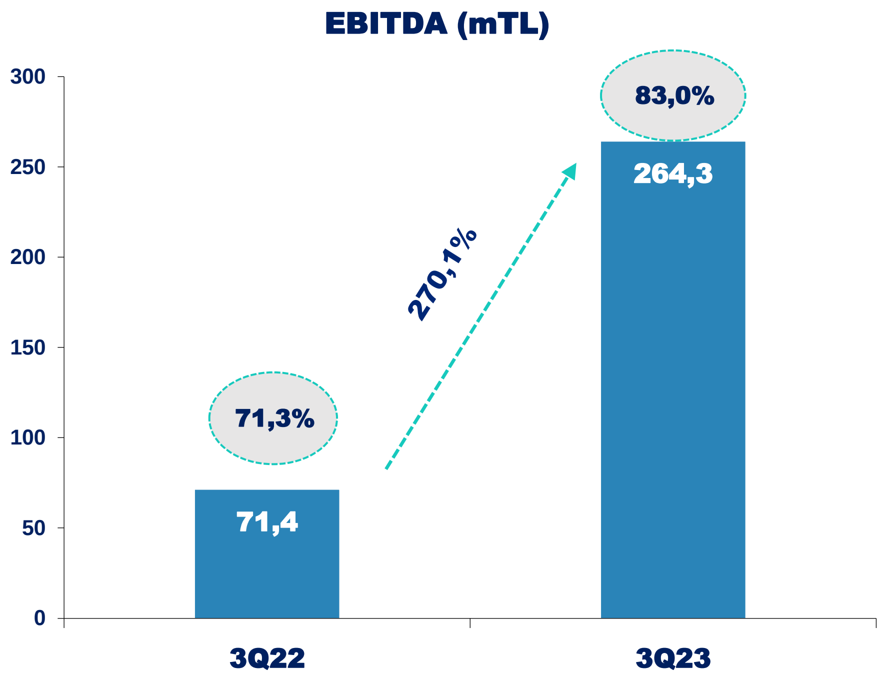


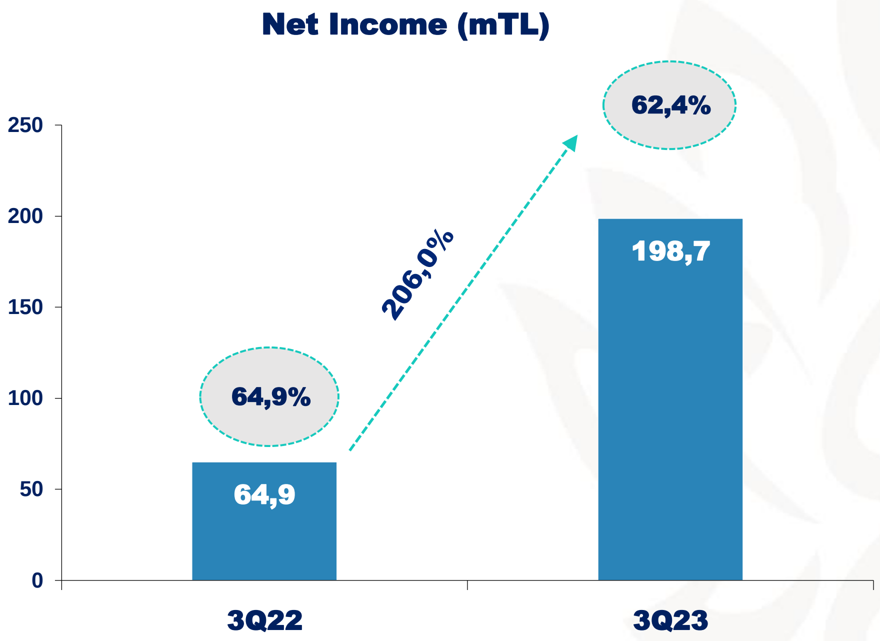
- Net sales raised by 218% on a quarterly basis compared to the same period of the previous year and amounted to 318,3 m TL.

3Q 2023 RESULTS

Improvement in Sales Supported Profitability

QUARTERLY FIGURES





- EBITDA improved by 270,4% QoQ to 264,3 mTL, while the EBITDA margin increased from 71,3% to 83%

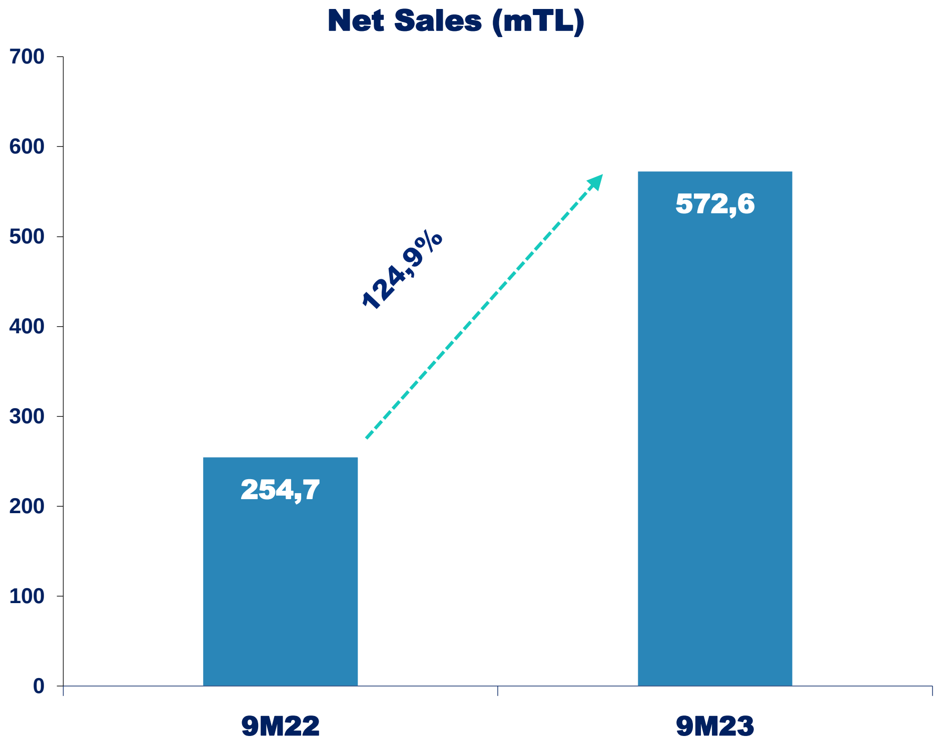
- Net profit increased by 206% QoQ to 198,7 mTL. Strong stance in operating profitability was recorded as the most important factor supporting net profit for the period

EBITDA and Net Margin

3Q 2023 RESULTS

High Enflation Affects the Sales

PERIODICAL FIGURES

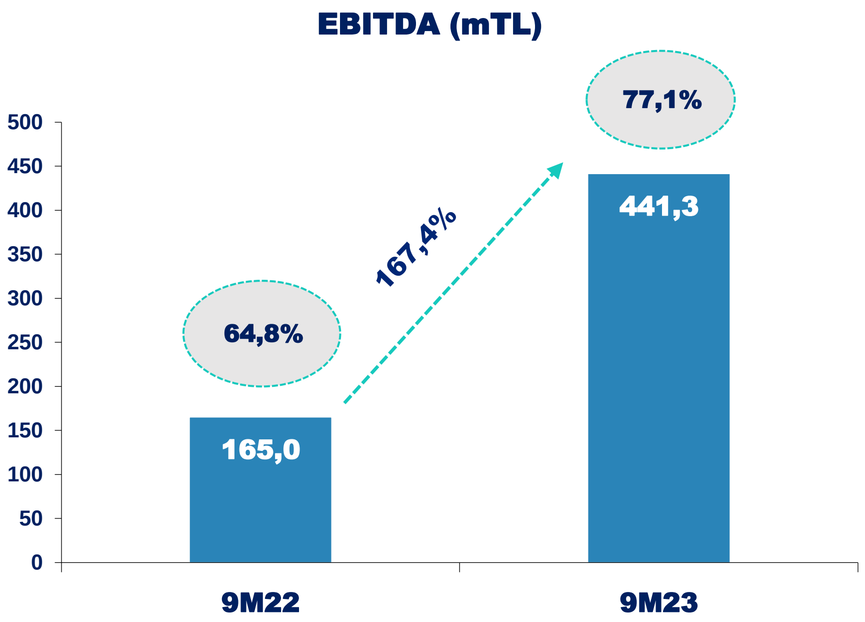


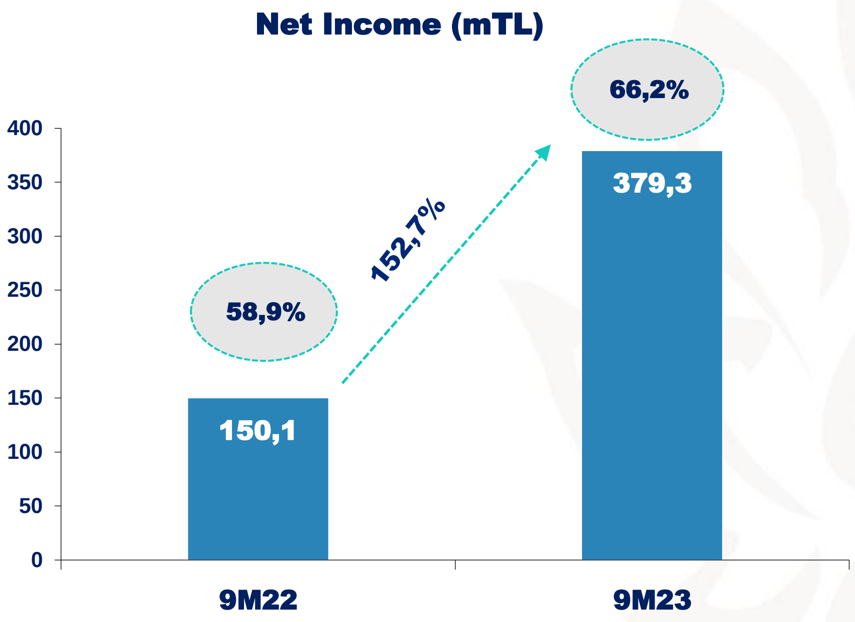
- Net sales raised by 124,9% on a yearly compared to the same period of the previous year and amounted to 572,6 m TL.

3Q 2023 RESULTS

Improvement in Sales Supported Profitability

PERIODICAL FIGURES



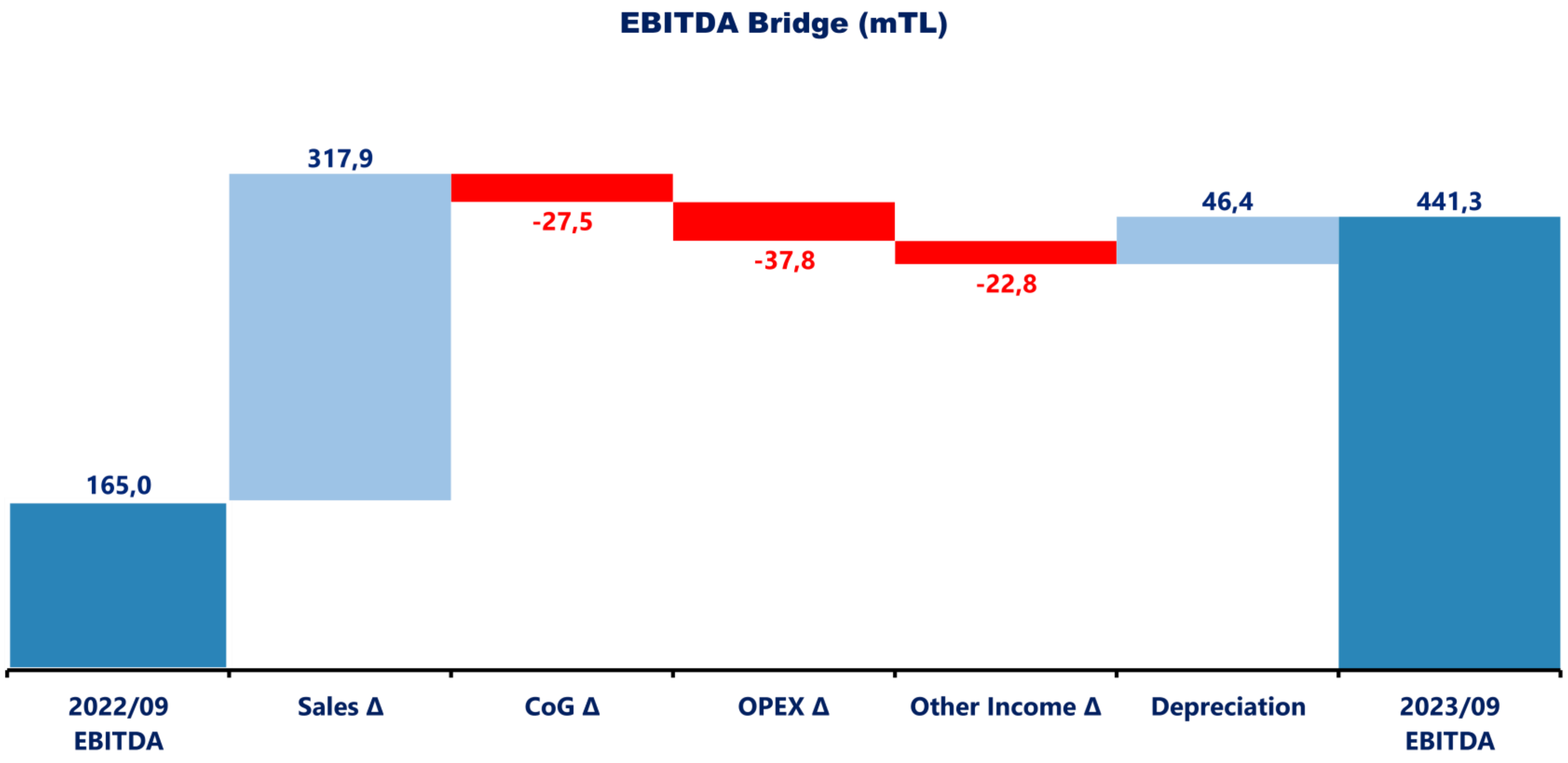


- EBITDA improved by 167,4% YoY to 441,3 mTL, while the EBITDA margin increased from 64,8% to 77,1%
- Net profit increased by 152,7% YoY to 379,3 mTL. Strong stance in operating profitability was recorded as the most important factor supporting net profit for the period

EBITDA and Net Margin

3Q 2023 RESULTS

The Rise in Sales and Low Opex Supported EBITDA

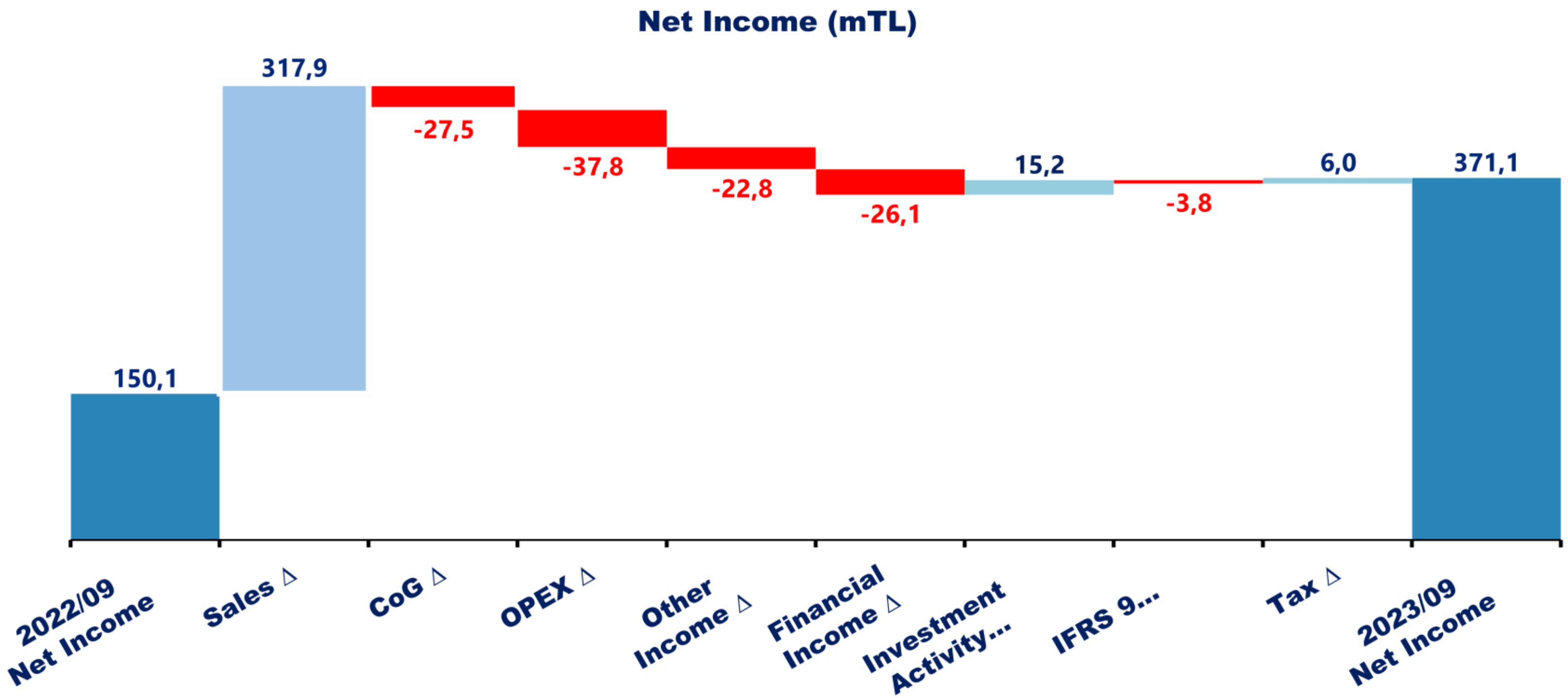


- **The rising revenue and margins and low opex supported EBITDA.**
- **R&D expenditures create expectations for EBITDA growth in the coming period.**

Δ : Change

3Q 2023 RESULTS

Sustainable Net Income Growth Continued



- **The rise in net profit continued thanks to the factors supporting the EBITDA growth.**
- **Increasing R&D investments and the change in working capital put downward pressure on the cash position. This situation created the net financing cost.**
- **In addition to all these effects, the tax advantage supported the net profit for the period compared to the same period of the previous year.**

∆ : Change

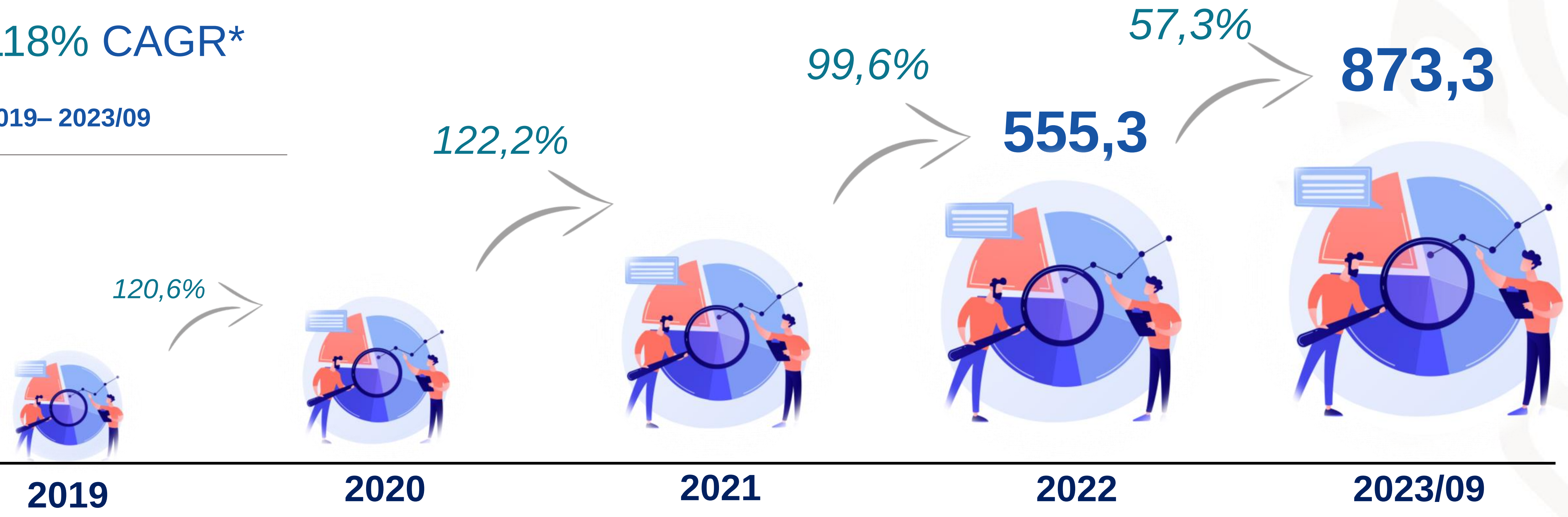
3Q 2023 RESULTS

873,3 mTL of Annualized Revenue in 2023/09

ANNUAL NET SALES DEVELOPMENT (mTL)

118% CAGR*

2019– 2023/09



**CAGR : Compounded Annual Growth Rate*

Total Sales TL M

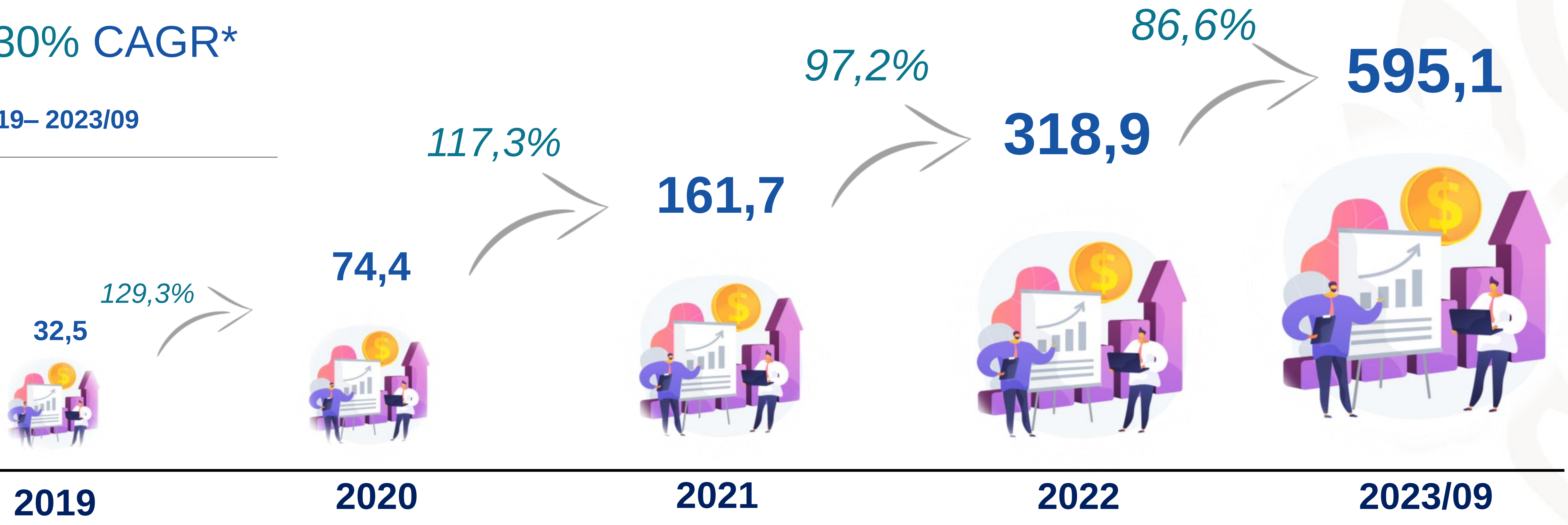
3Q 2023 RESULTS

595,1 mTL of Annualized EBITDA in 2023/09

ANNUAL EBITDA DEVELOPMENT (mTL)

130% CAGR*

2019– 2023/09



**CAGR: Compounded Annual Growth Rate*

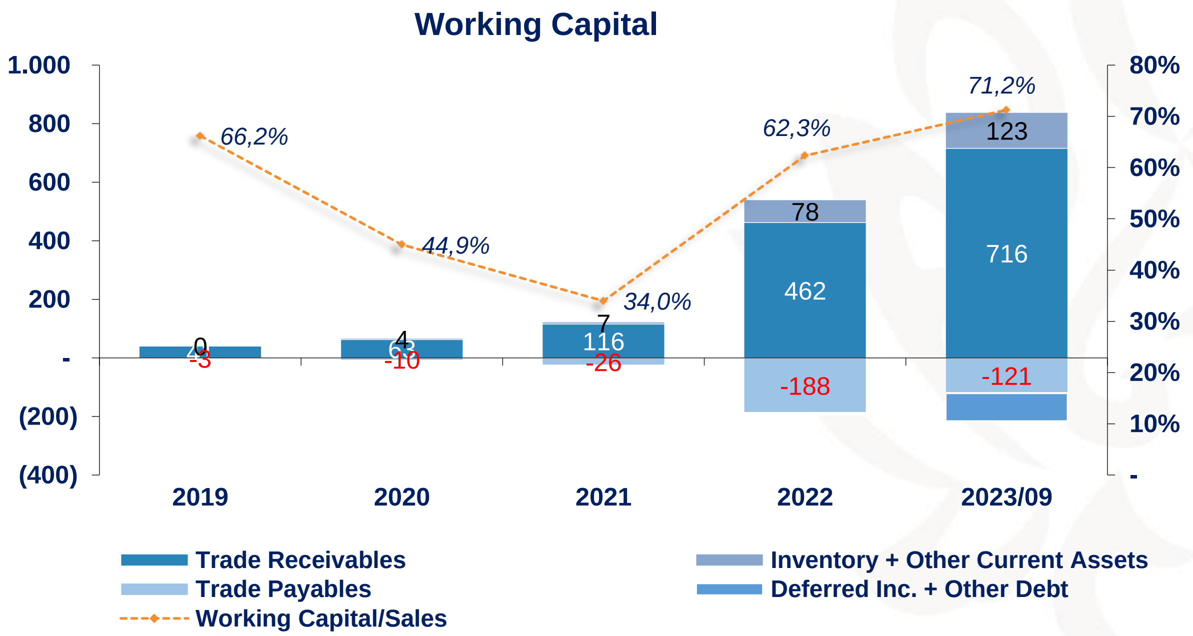
EBITDA TL M

3Q 2023 RESULTS

Working Capital to Sales Will Be Normalised At the End of the Year

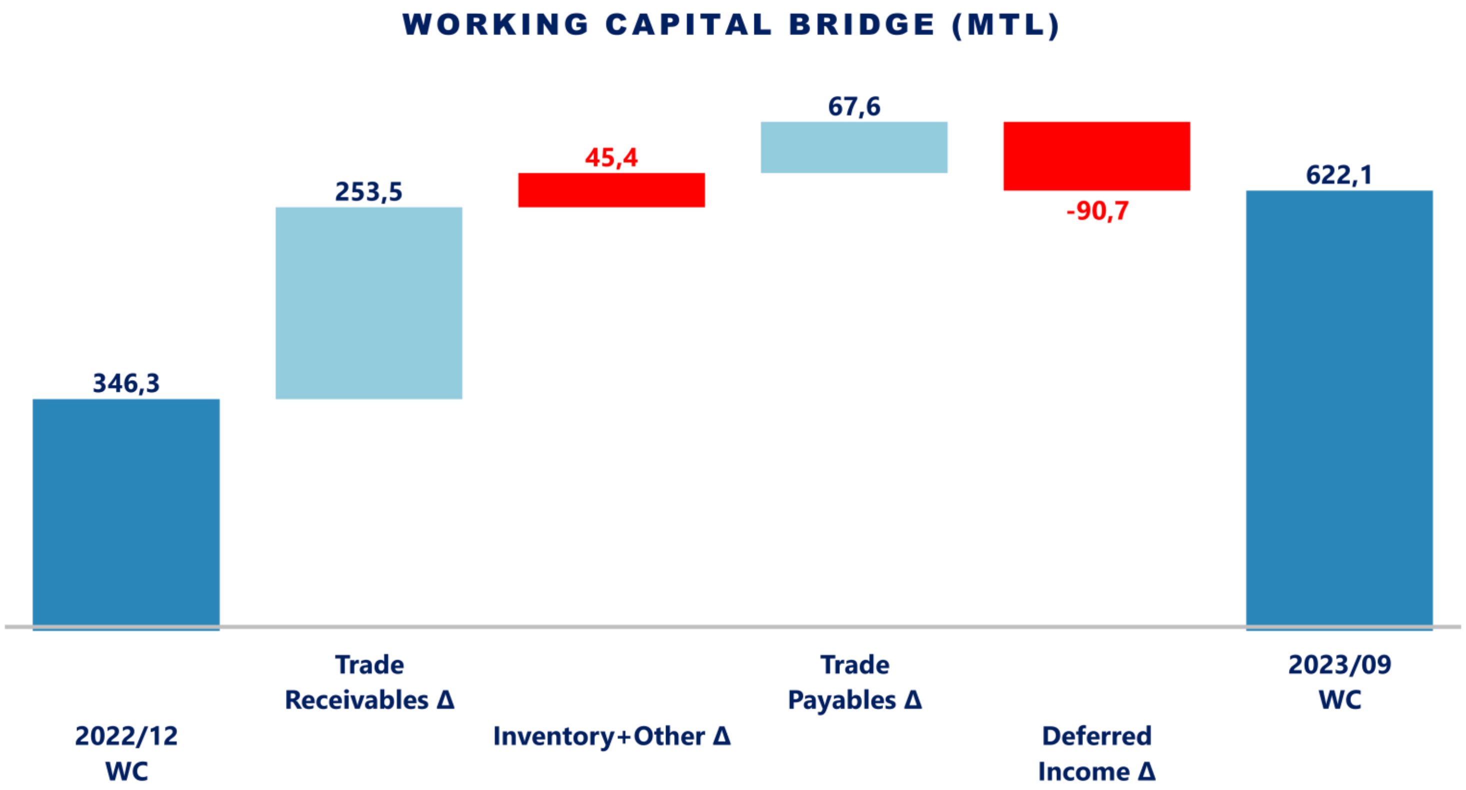
Working Capital

Working Capital Analysis					
mTL	2019	2020	2021	2022	2023/09
Trade Receivables	40,9	62,6	116,1	462,1	715,6
Inventory + Other Current Assets	0,4	4,3	6,8	77,9	123,3
Trade Payables	(3,2)	(9,6)	(26,0)	(188,5)	(120,8)
Deferred Inc. + Other Debt	(0,5)	(1,0)	(2,3)	(5,3)	(95,9)
İşletme Sermayesi	**37,6**	**56,3**	**94,6**	**346,2**	**622,1**
Working Capital/Sales	***66,2%***	***44,9%***	***34,0%***	***62,3%***	***71,2%***
Net Sales*	**56,8**	**125,2**	**278,2**	**555,3**	873,3



3Q 2023 RESULTS

Decline in Trade Payables Increased Working Capital



- **In the second quarter of 2023, there is an improvement in the working capital with the inventories, while the sharp decline in the commercial debts put an upward pressure on the working capital.**
- **Working capital increased from TL 346.3 m at the end of 2022 to TL 497.1 m in 2Q2023.**
- **Working capital to sales, which declined continuously between 2019 and 2021 but 2022. However, in 2023/06, there is a rise in the relevant rate.**

Δ : Change

3Q 2023 RESULTS

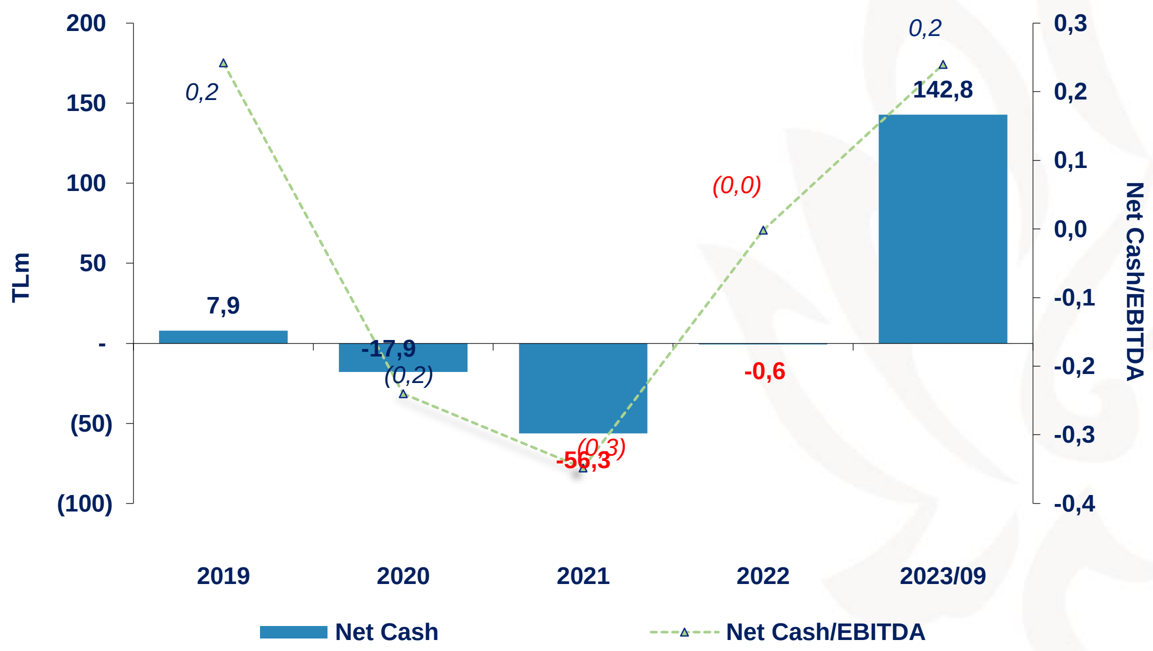
Low Debt Ongoing

Net Cash Position

Net Cash & Equity & Financial Leverage

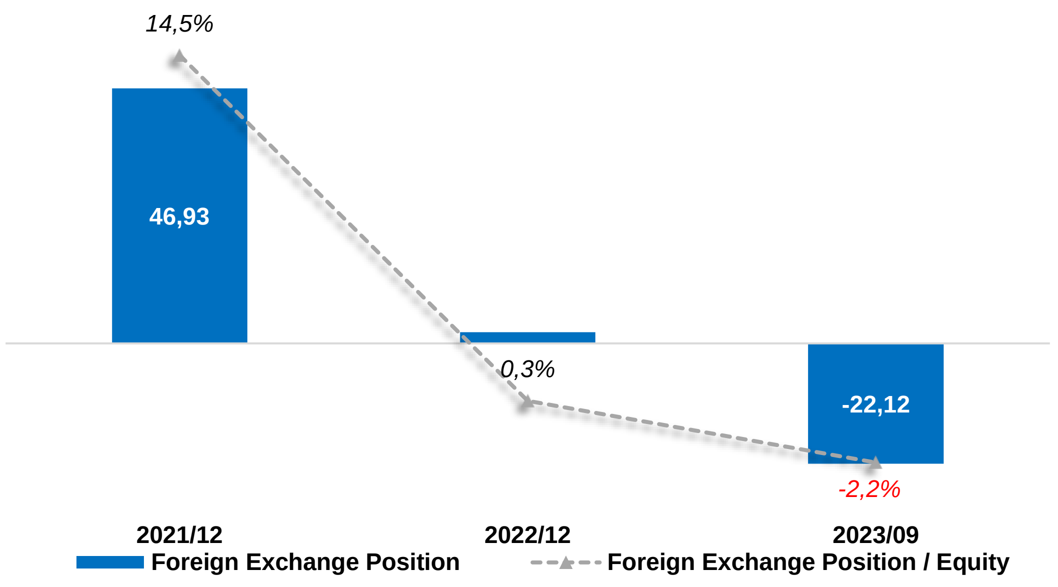
TLm	2019	2020	2021	2022	2023/09
Cash and Cash Equivalents	*1,7*	*27,3*	*64,0*	*24,6*	*32,8*
Financial Investments	-	-	-	*41,2*	*89,6*
Other Receivables	*0,0*	-	*0,0*	*1,4*	*0,8*
Short-Term Financial Debt	*7,4*	*4,7*	*5,5*	*58,4*	*229,1*
Other Debt	*0,0*	*0,1*	*0,7*	*1,0*	*32,9*
Long-Term Financial Debt	*2,1*	*4,6*	*1,4*	*7,2*	*3,9*
Net Debt/Cash	***7,9***	***(17,9)***	***(56,3)***	***(0,6)***	***142,8***
	-	-	-	-	-
Equity	*72,5*	*173,5*	*324,7*	*629,7*	*1.011,4*
Net Debt/Equity	***10,8%***	***-10,3%***	***-17,4%***	***-0,1%***	***14,1%***
Net Debt/EBITDA	***0,2***	***(0,2)***	***(0,3)***	***(0,0)***	***0,2***
EBITDA	*32,5*	*74,4*	*161,7*	*318,9*	*595,1*

Net Debt/EBITDA

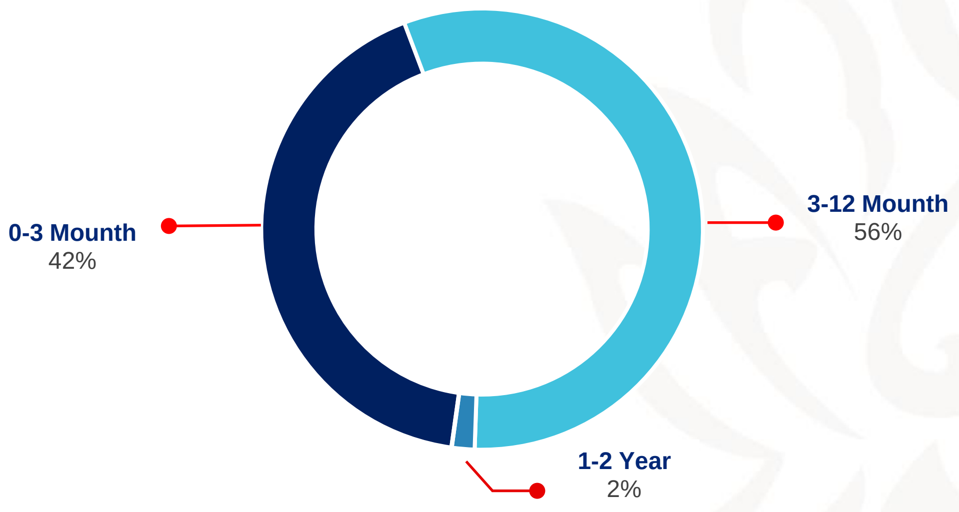


3Q 2023 RESULTS

Foreign Exchange Position



Credit Maturity Breakdown

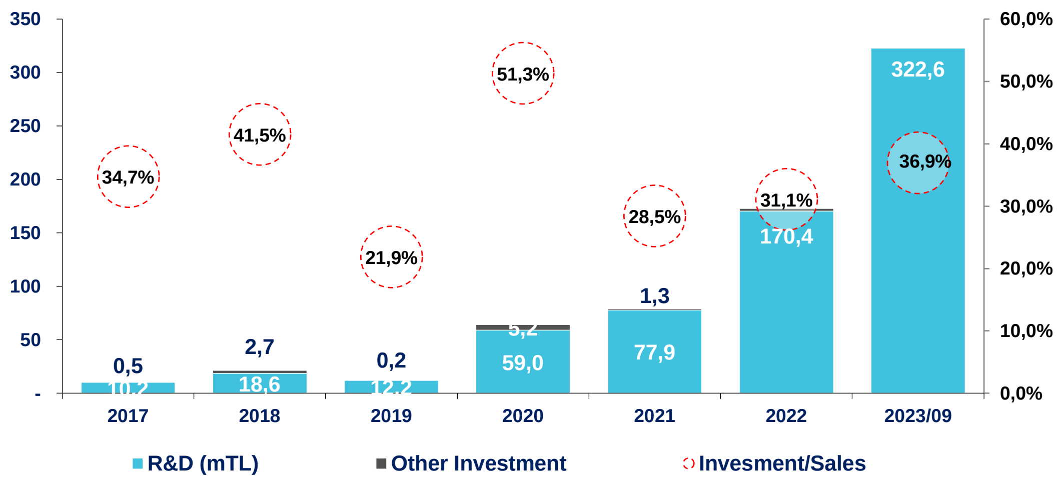


- In the second quarter of 2023, Company has a foreign exchange deficit of TL 22,12 mn. As of the end of the period, all loans are in TL and the effective interest rate fluctuates between 13% and 48%. Although a significant portion of the financial debts are short-term, the Company has a significant borrowing capacity with low financial indebtedness.

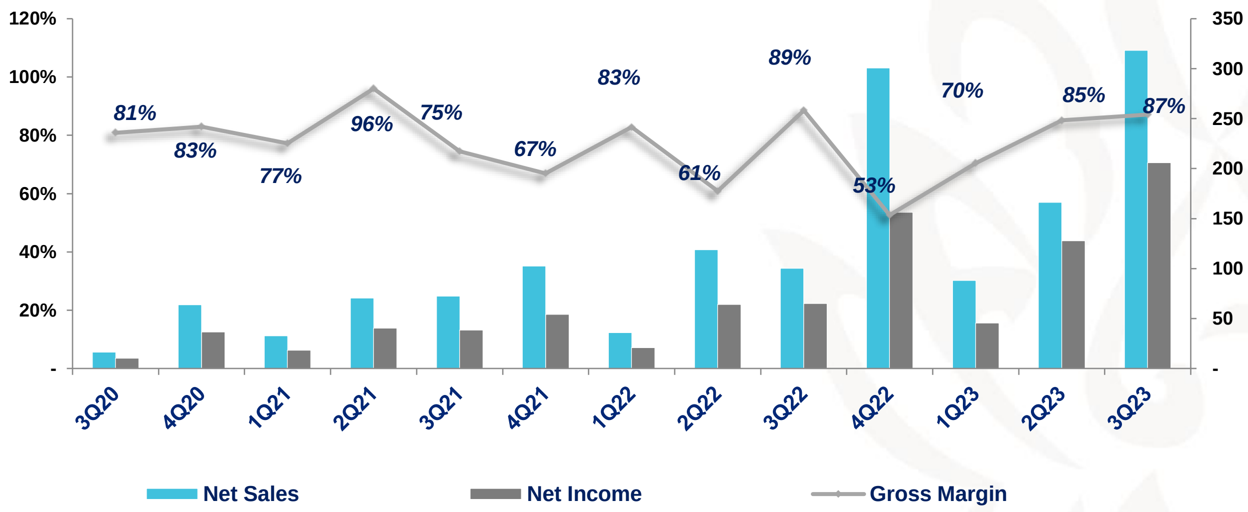
3Q 2023 RESULTS

Most of the Increase in Investments in 2023/09 is Resulting from the Purchase of Subsidiary

Investments (mTL)

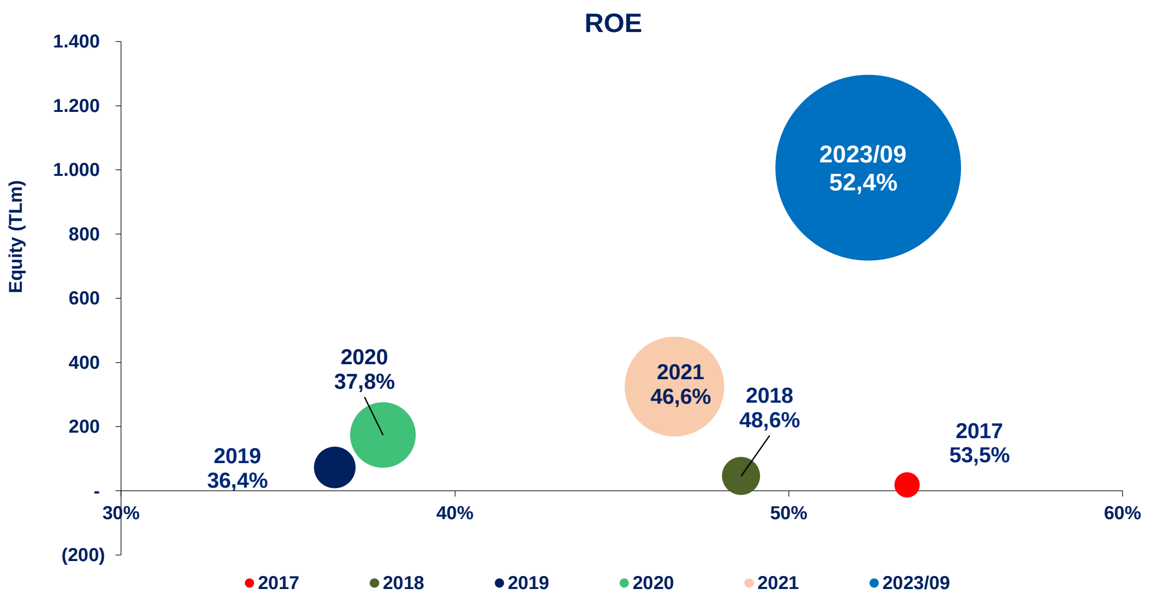


Seasonality (mTL)



3Q 2023 RESULTS

52% ROE Well Above Interest Yield



**The size of the bubble represents equity.*

- **The liquidity level of the balance sheet continued to increase with each period.**
- **The return on equity is above the bond yield, indicating that the capital is being used efficiently.**
- **Low indebtedness means that the Company has high borrowing capacity, and the coverage ratio and Net Debt/EBITDA ratios indicate investment grade.**

** Return on Equity*

3Q 2023 RESULTS

Financial Ratios

Liquidity Ratios	2023/09	2021/12	2020/12	Reference
Current Ratio	1,95	2,24	5,53	1,0-1,5
Liquidity Ratios	1,88	2,19	5,40	0,8-1,0

Investment Ratios (12M Trailing)	2023/09	2021/12	2020/12	Reference
Investment/Depreciation	466,7%	759,3%	653,2%	>%100
Investment/Net Sales	36,9%	31,1%	28,5%	Sector
Trade Receivable/Asset	48,9%	51,8%	32,1%	Sector
EVA-TL	207.325.801	128.310.757	71.401.425	>0
ROIC	35,8%	38,2%	43,8%	>WACC
CRR	126,1%	108,8%	95,7%	<%100

CRR (Capital Requirement Ratio): Investment Requirement Ratio shows the investment required by the firm to generate 1 unit of income.
EVA (Economic Value Added): It is the difference between the after-tax cash flow generated by the company on its investments and the cost charged to the capital used in the company. If this ratio is positive, it is interpreted that the firm produces value from its investments. EVA measures whether the company creates an added value from its investments by calculating the portion of the return on investment that exceeds the cost of capital.

3Q 2023 RESULTS

Financial Ratios

Debt Ratios	2023/09	2021/12	2020/12	Reference
Total Debt/Total Assets	30,9%	29,4%	10,1%	<%40
Short-Term Fin. Debt/Equity	22,8%	9,3%	1,7%	<100%
Coverage Ratio	21,7	241,2	-79,8	>3
Net Debt/EBITDA	0,2	0,0	-0,3	<4
Short-Term Liabilities/Assets	30,5%	28,3%	9,4%	Sector
Long-Term Liabilities/Assets	0,4%	1,1%	0,8%	Sector
Equity/Assets	68,8%	70,6%	89,9%	>%60
Total Liabilities/Equity	44,9%	41,6%	11,3%	Sector
Financial Debt/Total Liabilities	51,6%	25,0%	19,0%	Sector

**Coverage Ratio and Net Debt/EBITDA are calculated negative due to the net cash position and positive financial net income as of 2020/12.*

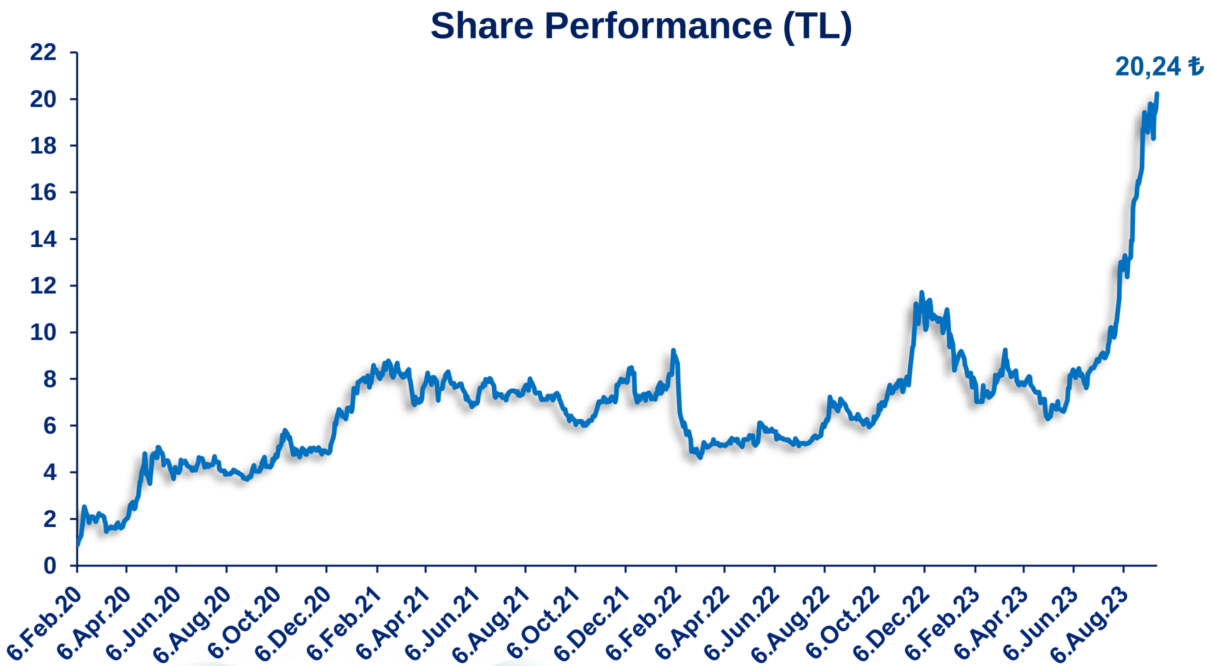
3Q 2023 RESULTS

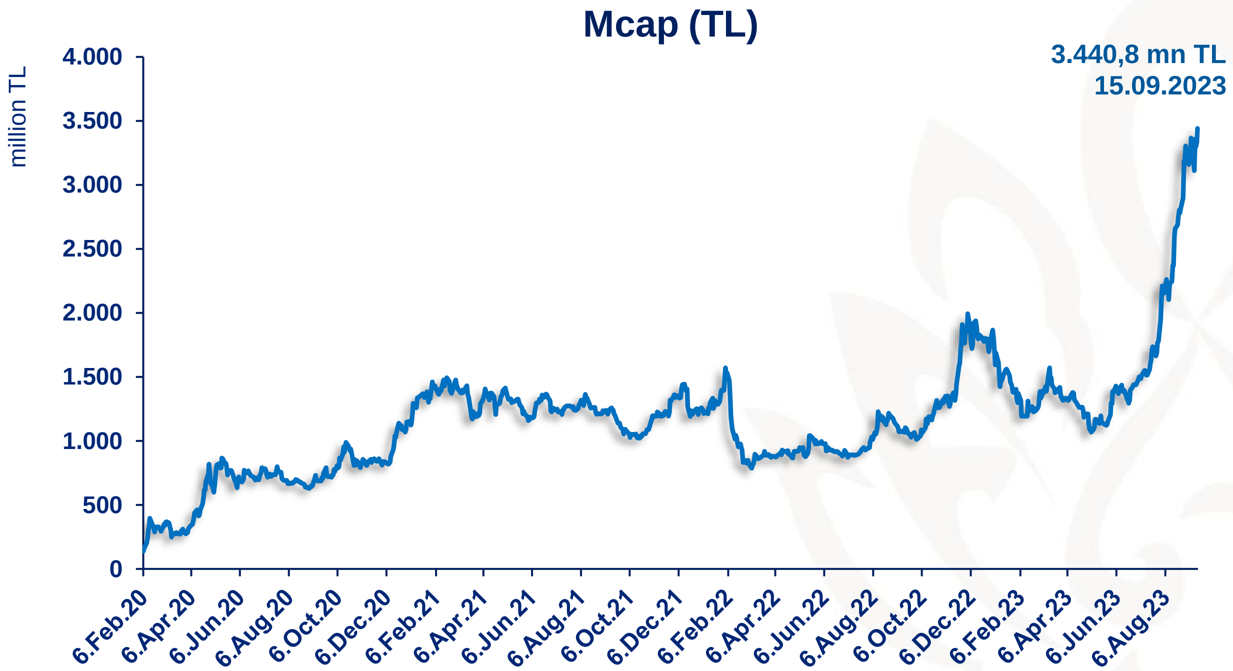
Financial Ratios

Profitability Ratios (12MTrailing)	2023/09	2021/12	2020/12	Reference
Gross Margin	73,2%	62,8%	77,5%	Sector
EBIT Margin	60,2%	53,3%	53,8%	Sector
EBITDA Margin	68,1%	57,4%	58,1%	Sector
Net Margin	60,4%	55,2%	54,4%	Sector
ROE	52,4%	48,7%	46,6%	>Bond Yield
ROA	35,9%	33,2%	41,4%	Sector
Financial Exp./Net Sales	-3,1%	-0,2%	0,7%	<%3
OPEX/Net Sales	9,9%	8,7%	23,8%	Sector

ROA (Return on Assets) is obtained by the Operating Profit / Total Assets.

3Q 2023 RESULTS





- **High share return for the investors from the date of the public offering until today**
- **Strong financial figures and corporate governance principles supported performance**
- **The company has been selected among the top 50 companies in the "Deloitte Technology Fast 50 Turkey 2022"and was among the fastest growing technology companies in Turkey.**

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3Q 2023 RESULTS

Investment Thesis

Rising software expenditure all over the world with the pandemic makes the sector strategic; R&D and Technocity incentives and low tax rate; Being one of the fastest growing technology companies in Turkey by the Deolitte Technology Fast 50 Turkey since 2016; Low indebtedness creates high borrowing capacity; Resilient financial structure in the period of increasing exchange rate with low net debt position and foreign exchange surplus; Strong financials as of 2023/06; Liquid balance sheet means high dividend yield potential, R&D investments, which are made every year, will have a significant impact on EBITDA in the coming years.

Deloitte 50

1

Growth

- Deloitte Technology has been among the Top 50 Fastest Growing Companies since 2016

Financials

2

Solid Data

- Low debt position exchange surplus, rising profitability and profit margin

Strategic Sector

3

Technology

- Operates in the technology sector, whose importance has increased after the pandemic

ARD Informatics has a vital potential for the investors with its strong financial data, growth potential, incentives and operating in a strategic sector.

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APPENDIX

3Q 2023 RESULTS

Balance Sheet (TL)	2022/12 Audited	2023/09 UnAudited
Assets	891.473.629	1.463.261.133
Cash & Cash Equivalent	24.646.077	32.780.855
Current Financial Investments	41.177.500	89.584.064
Trade Receivables	462.065.365	715.585.211
Other Current Assets	24.509.478	12.947.797
Inventories	12.242.187	20.755.053
Current Assets	564.640.607	871.652.980
Current Financial Investments	3.224.832	3.924.536
Investment Property	26.200	26.200
Tangible Assets	5.509.223	6.043.293
Intangible Assets And Goodwill	318.072.767	575.384.325
Intangible Assets	-	6.229.799
Fixed Assets	326.833.022	591.608.153
Equity and Liabilities	891.473.629	1.463.261.133
Short-Term Debt	58.368.695	229.143.261
Trade Payables	188.467.360	120.825.658
Other Debt	4.218.160	63.013.824
Other Short-Term Liabilities	1.045.707	32.913.606
Short-Term Liabilities	252.099.922	445.896.349
Long-Term Debt	7.199.352	3.926.595
Other Long-Term Liabilities	2.509.663	2.084.296
Long-Term Liabilities	9.709.015	6.010.891
Paid-In Capital	170.000.000	170.000.000
Treasury Shares	-	(1.974.713)
Other Comprehensive Inc.	(96.280)	67.555
Profit Reserves	15.390.634	18.099.335
Retained Earning	137.908.523	441.661.637
Net Income	306.461.815	379.260.807
Non-Controlling Interests	-	4.239.272
Equity	629.664.692	1.011.353.893

Income Statements (TL)	2022/09 Unaudited	2023/09 Unaudited
Net Sales	**254.650.856**	**572.600.160**
Change	*0,0%*	*124,9%*
CoGS	**(64.122.100)**	**(91.642.047)**
Gross Profit	**190.528.756**	**480.958.113**
Change	*0,0%*	*152,4%*
Gross Margin	*74,8%*	*84,0%*
General Administrative Exp.	**(9.736.278)**	**(21.021.485)**
Change	*0,0%*	*115,9%*
R&D	**(31.484.932)**	**(58.037.986)**
Change	*0,0%*	*84,3%*
Other Income	2.675.694	8.571.407
Other Expenses	**(2.582.740)**	**(31.240.420)**
EBITDA	**165.044.595**	**441.252.618**
Change	*0,0%*	*167,4%*
EBITDA Margin	*64,8%*	*77,1%*
Depreciation	**(15.644.095)**	**(62.022.989)**
EBIT	**149.400.500**	**379.229.629**
Change	*0,0%*	*153,8%*
EBIT Margin	*58,7%*	*66,2%*
Income from Investment Activities	200.705	15.362.296
Impaırment Loss Impaırment Gaın And Reversal Of Impaırment Loss Determıned In Accordance Wıth IFRS 9	-	(3.821.426)
Net Financial Income	(589.427)	**(26.711.447)**
Profit Before Tax	**149.011.778**	**364.059.052**
Tax	1.044.488	7.072.225
Net Income	**150.056.266**	**371.131.277**
Change		*147,3%*
Margin	*58,9%*	*64,8%*

MILESTONES OF ARD GROUP

2011

Establishment of ARD Grup Bilişim in Hacettepe Technopark

2017

Obtaining Facility Security Document NATO / NATIONAL CONFIDENTIAL and SPICE TS ISO/IEC 15504 documents

2018

With the change of type, the company title was changed to ARD GROUP BİLİŞİM TEKNOLOJİLERİ A.Ş.

Opening of ARD Bilişim London, Dubai and ARDTech Bahrain offices

2019

Transition to the registered capital system

2020

Public offering of Ard Grup Information Technologies on February 6, 2020

Entry of ARD Group Information Technologies into BIST 100 index and Star Market

2021

Increasing the capital from 23.875.000 TL to 170.000.000 TL with the internal resources

Change of head office address to Koç Towers/ANKARA

Acquisition of the whole of Açılımsoft Yazılım Teknolojileri A.Ş.

2022

Dellmeier Turkiye Elektronik San. Tic. AŞ and ARDTECH LTD in England were established

100% of Signum Technology Promotion and Education Inc. was purchased

2023

Establishment of ARDTECH Informatics in Uzbekistan

Acquisition of 60% of Argedor Bilişim Teknolojileri Sanayi ve Ticaret A.Ş.

49% of Signum Technology was sold to Kontrolmatik (KONTR).

ARD GROUP


ARDHOLDİNG
ARD SAĞLIK
ARD GRUP SAĞLIK MEDİKAL İLAÇ SAN. VE TİC. A.Ş.
% 100
(20.000.000 TL)
ARD BİLİŞİM
ARD GRUP BİLİŞİM TEKNOLOJİLERİ A.Ş.
% 25,13
(170.000.000 TL)
ARD İNŞAAT
ARD GRUP GAYRİMENKUL YATIRIM SAN. VE TİC. A.Ş.
%100
(20.000.000 TL)
ARD SAVUNMA
ARD GRUP SAVUNMA KORUNMA GÜVENLİK SİS. SAN. VE TİC.A.Ş.
%100
(20.000.000 TL)
ARD DANIŞMANLIK
ARD GRUP PROJE YÖNETİM DANIŞMANLIK A.Ş.
%100
(1.000.000 TL)
ARD ENERJİ
ARD GRUP ENERJİ SAN. VE TİC. A.Ş.
%100
(200.000.000 TL)

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THANK YOU

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