

INVESTOR PRESENTATION

4Q 2023 FIGURES

21.06.2024



ARD BİLİŞİM

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1.141

Net Sales
mTL

Annually* %79 Growth



871

EBITDA
mTL

Annually* %76 Growth



%77

EBITDA
Margin

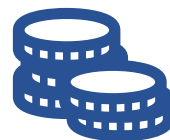
Annually* 1.806 Basis Point Increase



0,3

Net Debt
/ EBITDA

31.12.2022 → -0,01x



4,4

Mcap
billion TL

As of 31.12.2023



187 # of Staff

31.12.2022 → 108

* Compared to the same period of the previous year

Net Sales, m₺

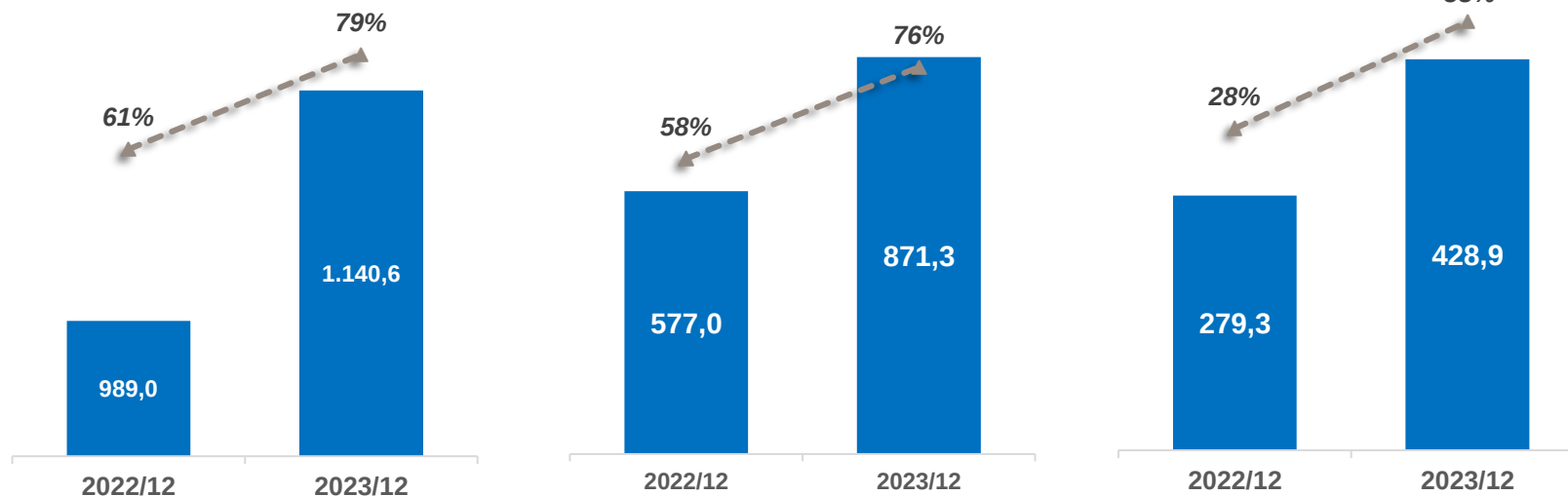
Gross Margin

EBITDA, m₺

EBITDA Margin

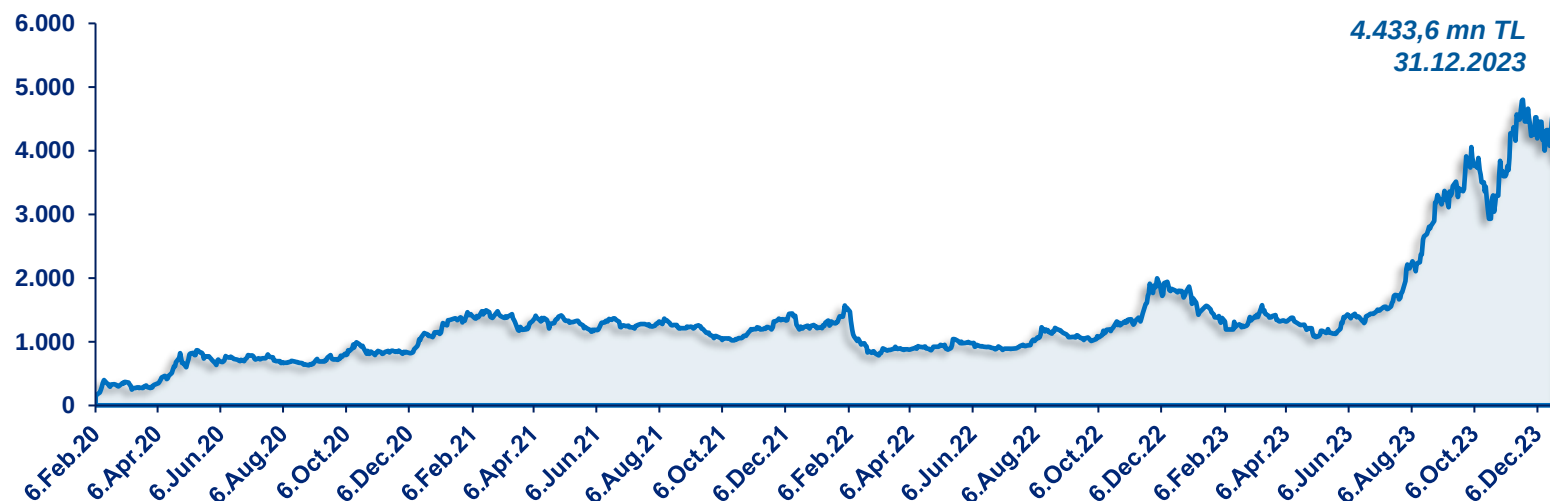
Net Income, m₺

Net Margin



mTL

Market Cap





Capital Efficiency: 26% ROE including TAS-29 Effect*



Growth: We expect 1,7 bn TRY of EBITDA at the end of 2024



Subsidiary Acquisition: 51% Shares of Oxivo Grup Bilişim A.Ş. Acquired

** Return on Equity*

EXECUTIVE SUMMARY

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Leverage



The decline in working capital sales share with increasing sales between 2019 and 2021 indicates efficiency. However, with the increase in trade receivables and the decline in commercial debts in 2023/12, the need for working capital increased.

Margins



Increasing sales in 2023 were accompanied by margins. In parallel with the increase in revenues, the EBITDA margin, which was 58% in 2022, will increase to 76% in 2023; The net profit margin, which was 28% in 2022, increased to 38% in 2023.

Receiving an Award



In Turkey's Top 500 IT Companies evaluation, our company received the 1st prize in three areas: "Turkey-based Manufacturer Data Warehouse and Business Intelligence Software Category", "Turkey-based Manufacturer Data Security Software Category" and "Energy Sector Software Category".

Growth



Strong growth continued in the last quarter of 2023, and on an annual basis, real revenue, EBITDA and net profit, including the TMS-29 effect, grew above inflation by 15%, 51% and 54%, respectively.

SUBSIDIARIES

Subsidiaries			
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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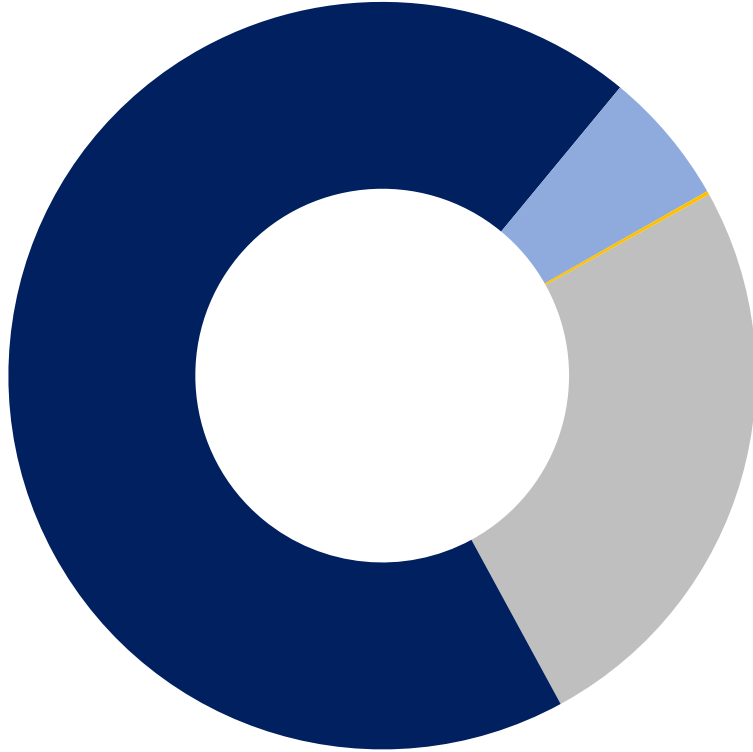
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PARTNERSHIP STRUCTURE

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■ *Ard Grup Holding Anonim Şirketi*
25,13%

■ *Other* 68,91%

■ *Hedef Portföy Birinci Hisse Senedi*
(TL) Fonu 5,80%

■ *Share Buyback* 0,16%

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

2023/12 & 2022/12 PERIODICAL

REVENUE
GROWTH

15,3%

EBITDA *
GROWTH

51,0%

NET INCOME
GROWTH

58,8%

EBITDA*
MARGIN

76,4%

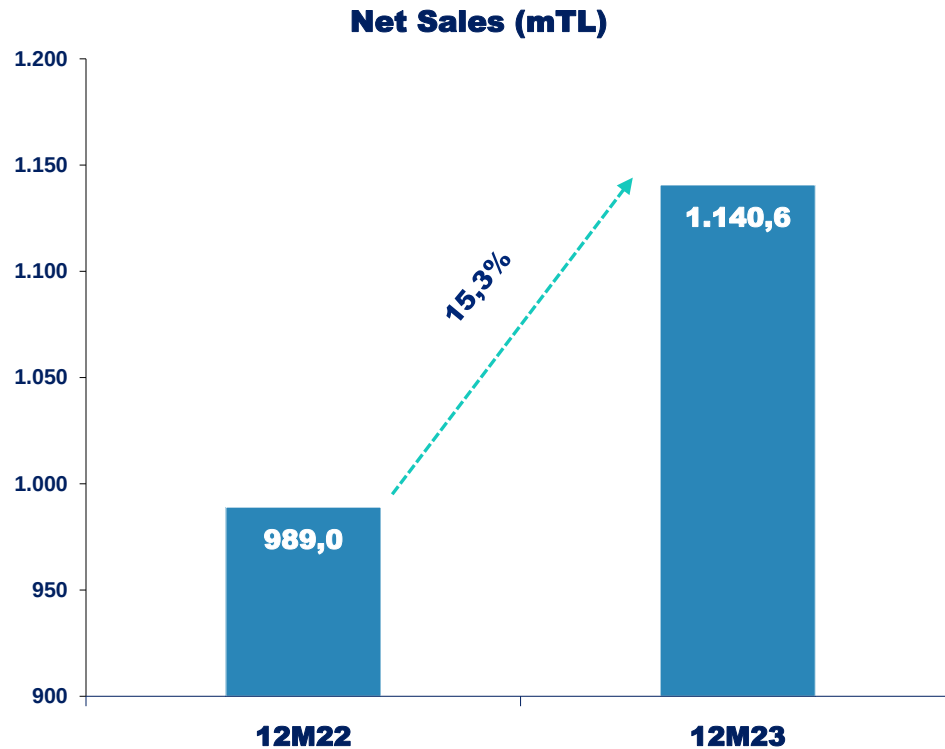
**Other Income / Expense from Operating Activities are included in EBITDA*

4Q 2023 HEADLINES

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15,3% Real Growth in Sales in 2023, Including TAS-29 Effect

PERIODICAL FIGURES



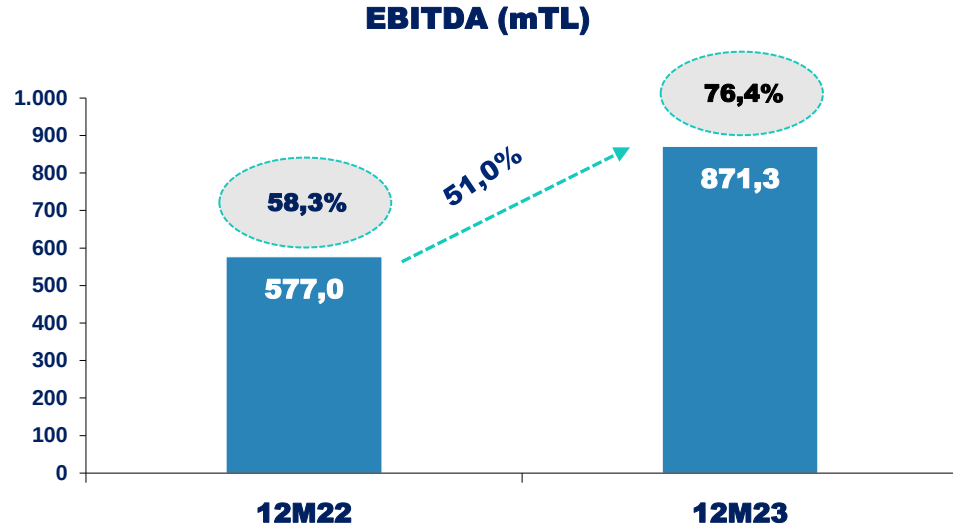
- Net sales increased by 15,3% annually, including the TAS-29 effect, reaching 1.140,6 mTL in 2023.

4Q 2023 HEADLINES

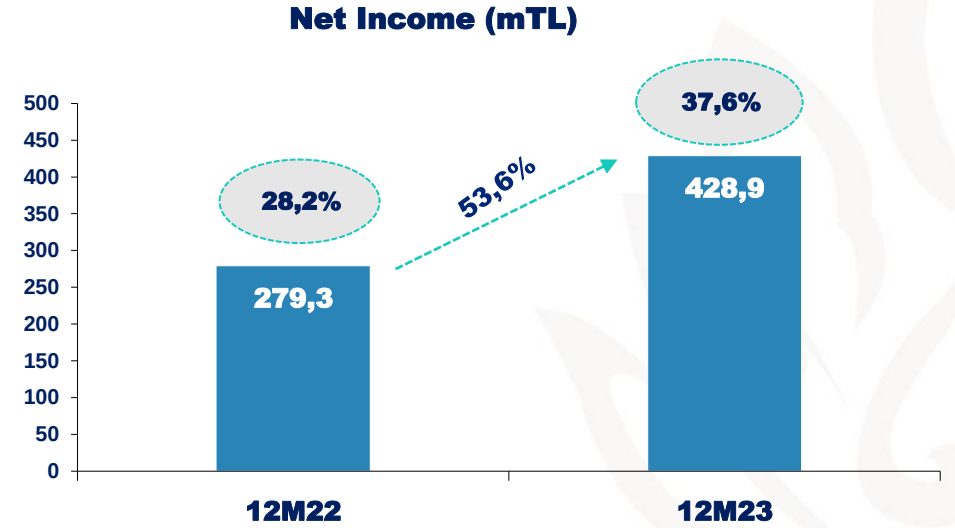
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Improvement in Sales Supported Profitability

PERIODICAL FIGURES



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



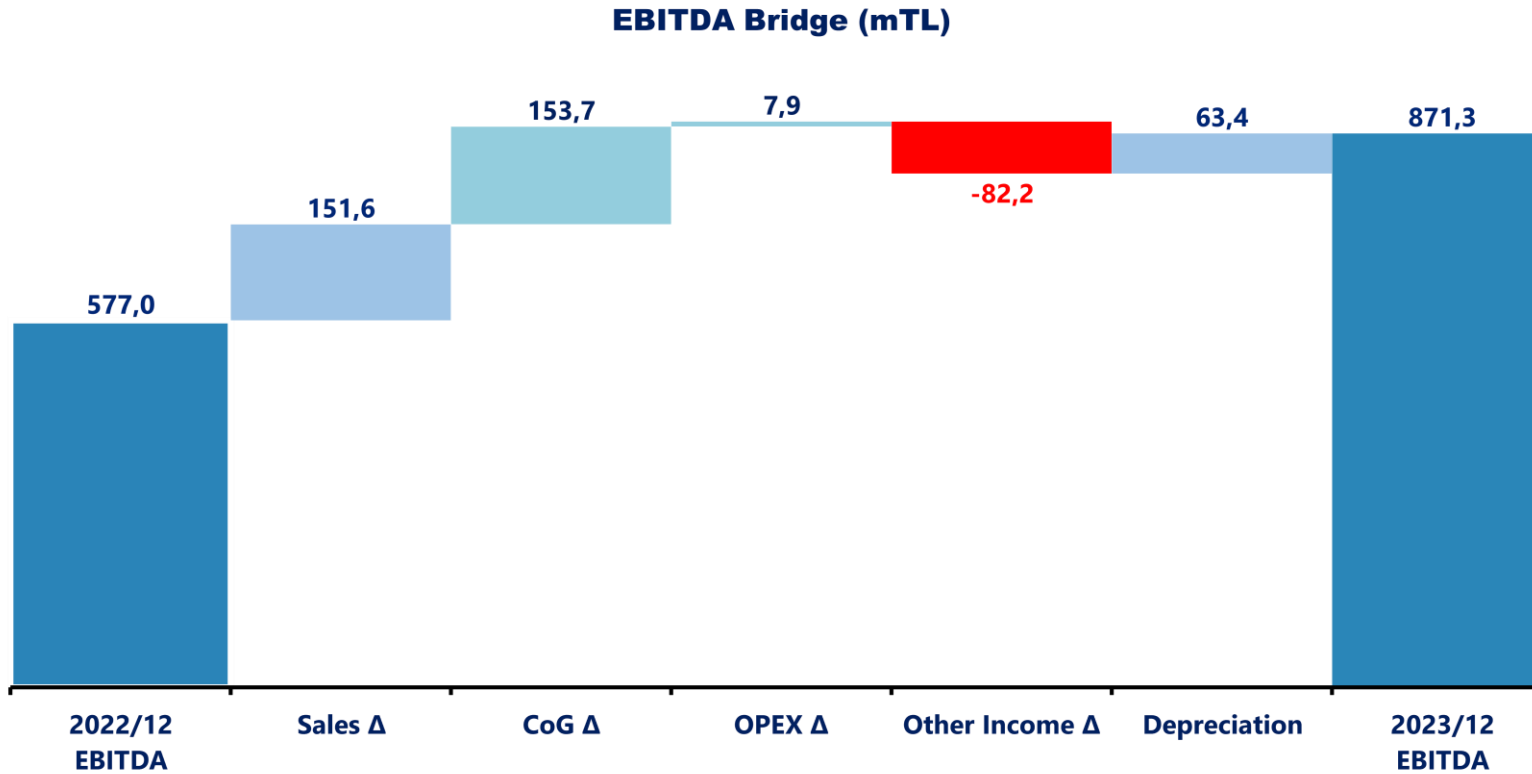
- Net profit increased by 53.6% annually in real terms in 2023, reaching 428.9 mTL. The 28.1 million TL profit obtained from the sales of our subsidiary Signum TTE A.Ş., with the aim of expanding the use of the Company's projects in industrial facilities with the strategic business partnership vision, supports the net profit for the period, while the net monetary loss amount of 244.5 million TL within the scope of TMS-29 It brought down the net profit.

EBITDA and Net Margin

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Increased Sales and Rising Margins Supported EBITDA



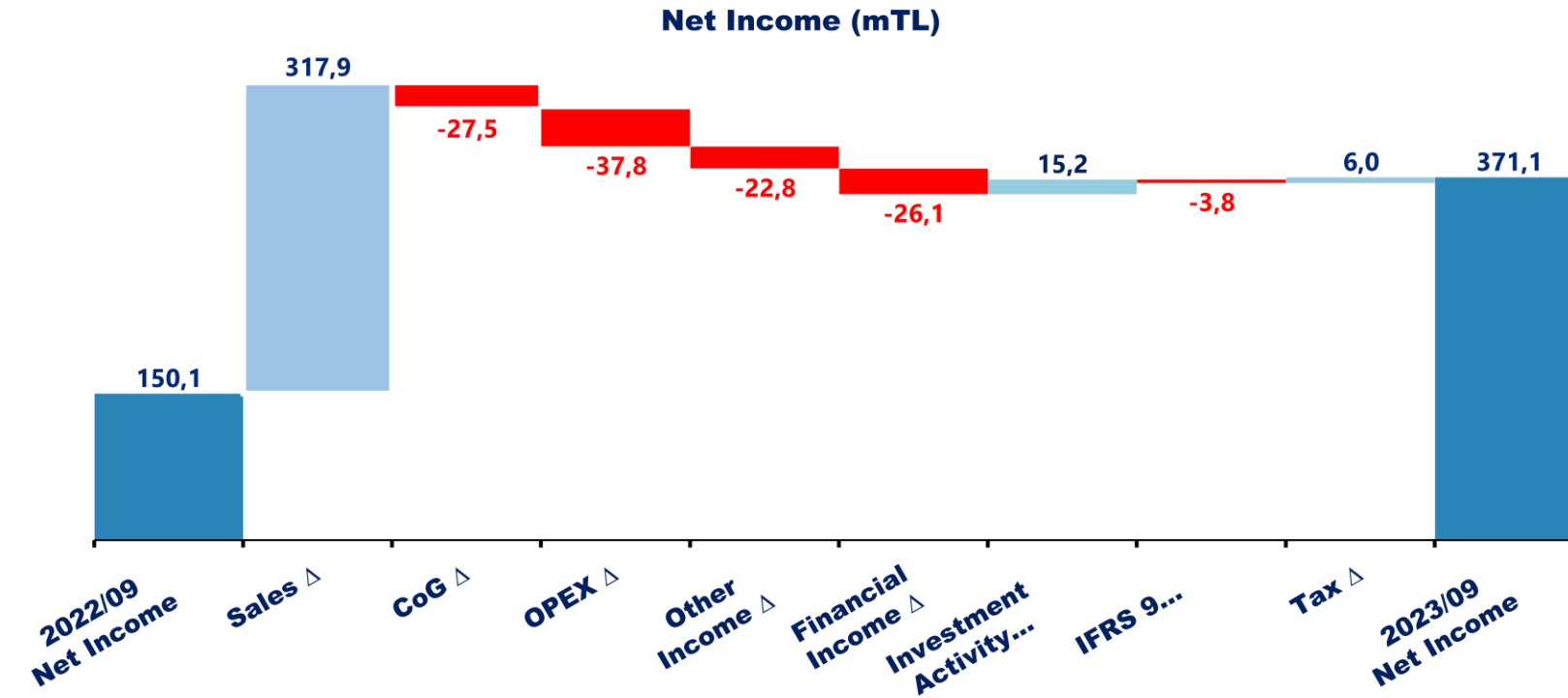
Δ : Change

- Rising sales and gross profit margin stood out as effective parameters in EBITDA growth.
- R&D expenditures create expectations for EBITDA growth in the coming period.

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Sustainable Net Income Growth Continued



- Sustainable profitability continued with a 53.6% increase in real terms in net profit for the period, with the impact of factors supporting EBITDA growth.

Δ : Change

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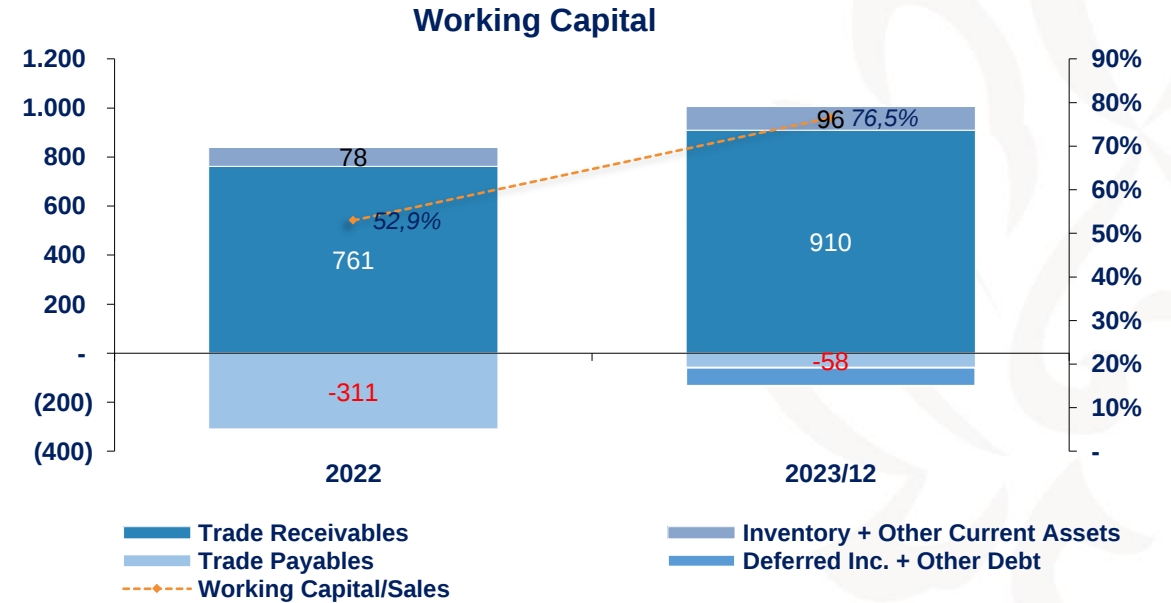
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Working Capital to Sales Will Be Normalised At the End of the Year

Working Capital Analysis

mTL	2022	2023/12
Trade Receivables	761,4	909,5
Inventory + Other Current Assets	77,9	96,2
Trade Payables	(310,5)	(58,5)
Deferred Inc. + Other Debt	(5,3)	(74,2)
İşletme Sermayesi	523,5	873,1
Working Capital/Sales	52,9%	76,5%
Net Sales	989,0	1.140,6

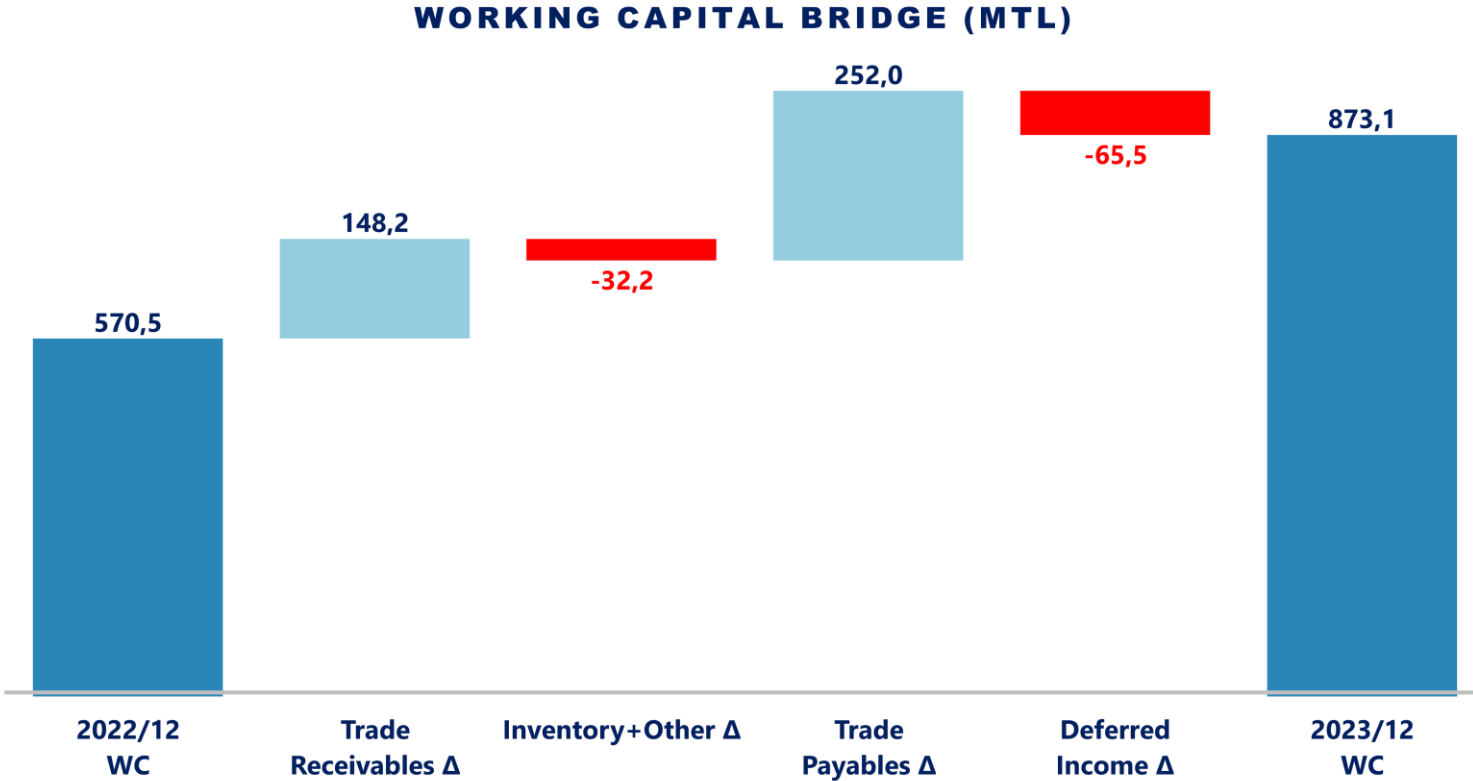
Working Capital



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Increase in Trade Receivables Increased Working Capital



- In 2023, the 148.2 million TL increase in trade receivables and the 252 million TL decrease in commercial payables increased the working capital.
- Working capital, which was 570.5 mTL at the end of 2022, increased to 873.1 mTL at the end of 2023.
- The share of working capital sales, which decreased between 2019 and 2021, started to increase as of 2022.

Δ : Change

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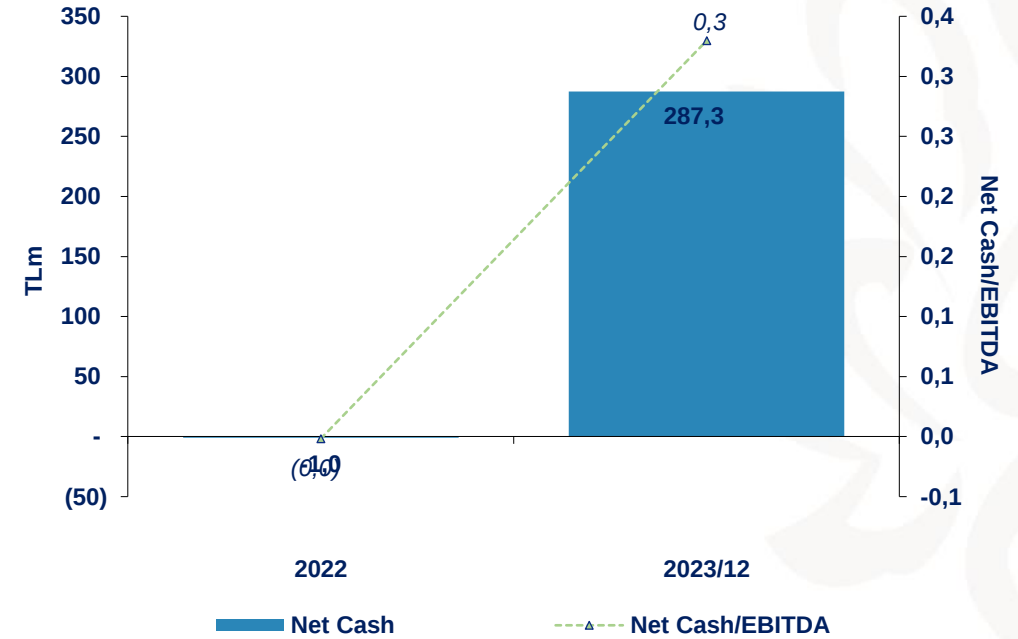
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Net Debt/EBITDA Ratio of 0,3x Means High Borrowing Capacity

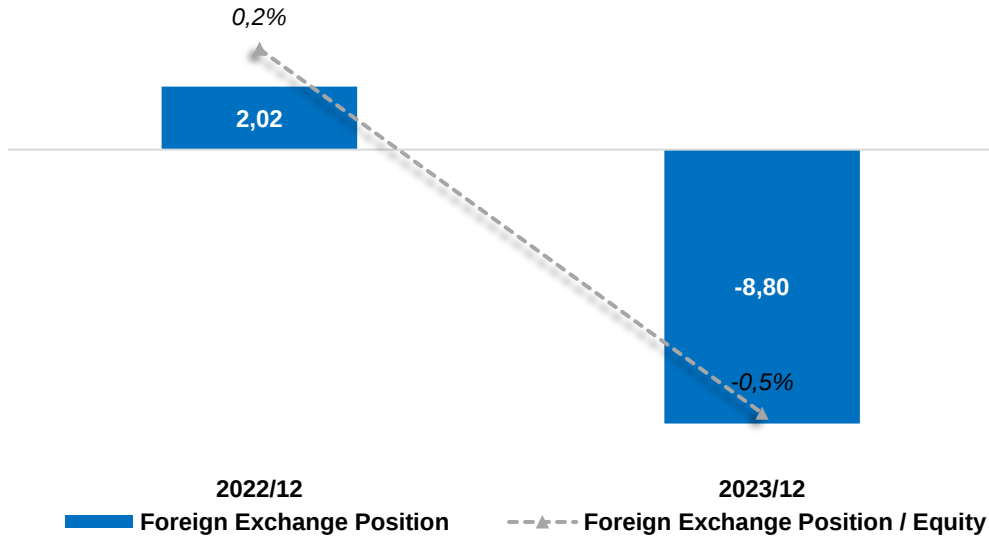
Net Cash Position

Net Cash & Equity & Financial Leverage		
TLm	2022	2023/12
Cash and Cash Equivalents	40,6	14,8
Financial Investments	67,8	71,7
Other Receivables	2,3	0,8
Short-Term Financial Debt	96,2	267,6
Other Debt	1,7	35,8
Long-Term Financial Debt	11,9	71,3
Net Cash	(1,0)	287,3
Equity	1.293,8	1.756,8
Net Cash/Equity	-0,1%	16,4%
Net Cash/EBITDA	(0,0)	0,3
EBITDA	577,0	871,3

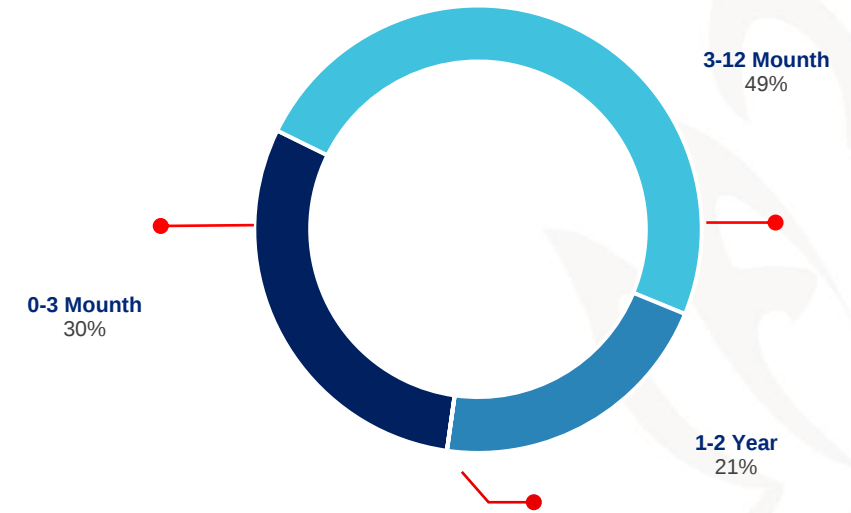
Net Debt/EBITDA



Foreign Exchange Position



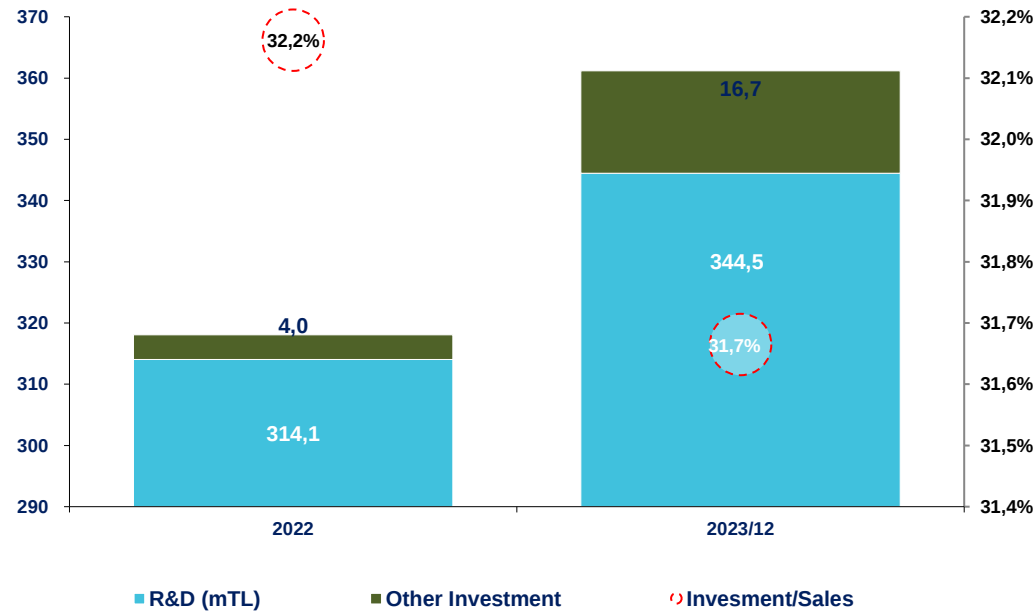
Credit Maturity Breakdown



- In 2023, the Company has a net foreign currency liability of 8,8 million TL. As of the end of the period, all loans are denominated in TL and the effective interest rate fluctuates within the range of 10 - 55%. Although a significant portion of financial debts are short-term, the Company has a significant borrowing capacity with low financial indebtedness. Working capital is the mainstay of short-term debt.

The Ratio of Investments to Annual Net Sales Decreased in the 2023/12 Period

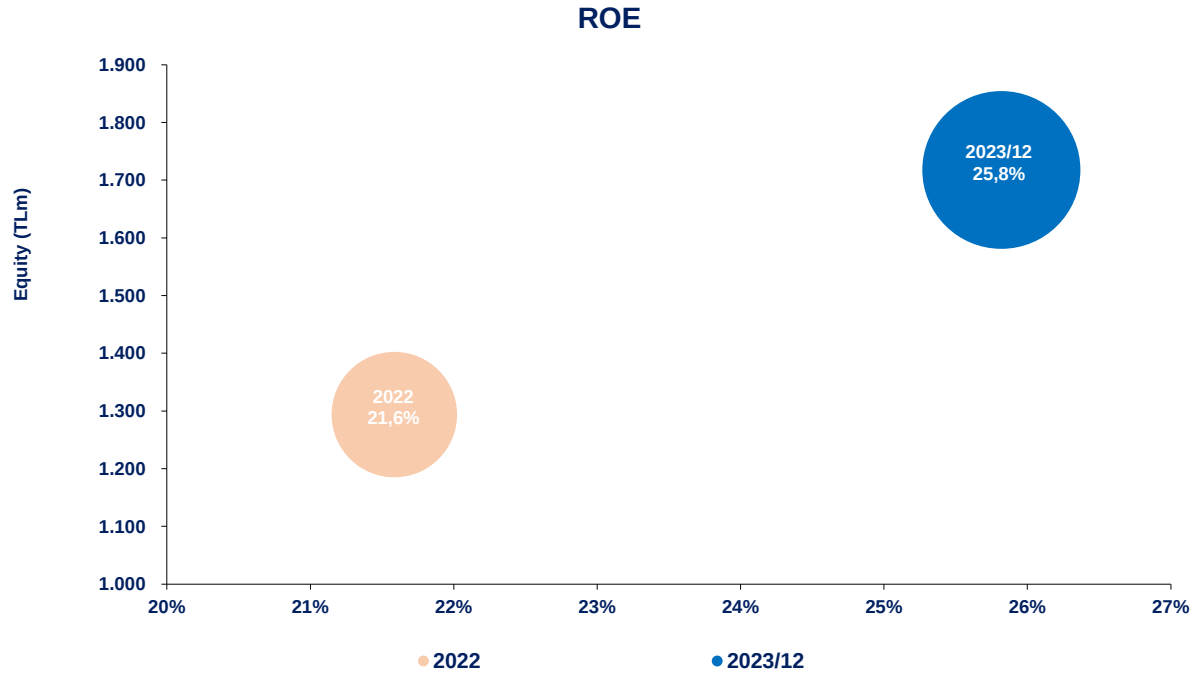
Investments (mTL)



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25,8% ROE in Real Basis*



*The size of the bubble represents equity.

- The degree of liquidity of the balance sheet continued to increase with each passing period.
- Return on equity is above bond yield, indicating that capital is used efficiently.
- Low debt means that the Company has high borrowing capacity, and EBITDA/Financing Expense and Net Debt/EBITDA ratios indicate an investment grade rating.

* Return on Equity

Financial Ratios

Liquidity Ratios	2023/12	2021/12	2020/12	Reference
Current Ratio	2,55	2,24	5,53	1,0-1,5
Liquidity Ratios	2,53	2,19	5,40	0,8-1,0

Investment Ratios (12M Trailing)	2023/12	2021/12	2020/12	Reference
Investment/Depreciation	250,1%	392,5%	653,2%	>%100
Investment/Net Sales	32,2%	32,2%	28,5%	Sector
Trade Receivable/Asset	39,0%	42,1%	32,1%	Sector
EVA-TL	204.850.662	159.267.053	71.401.425	>0
ROIC	27,2%	28,9%	43,8%	>WACC
CRR	175,5%	135,3%	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.

Financial Ratios

Debt Ratios	2023/12	2021/12	2020/12	Reference
Total Debt/Total Assets	24,7%	28,5%	10,1%	<%40
Short-Term Fin. Debt/Equity	15,6%	7,4%	1,7%	<100%
Coverage Ratio	13,0	-35,9	-79,8	>3
Net Debt/EBITDA	0,3	0,0	-0,3	<4
Short-Term Liabilities/Assets	17,2%	23,0%	9,4%	Sector
Long-Term Liabilities/Assets	7,5%	5,5%	0,8%	Sector
Equity/Assets	73,7%	71,5%	89,9%	>%60
Total Liabilities/Equity	33,5%	39,8%	11,3%	Sector
Financial Debt/Total Liabilities	58,9%	21,0%	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.*

Financial Ratios

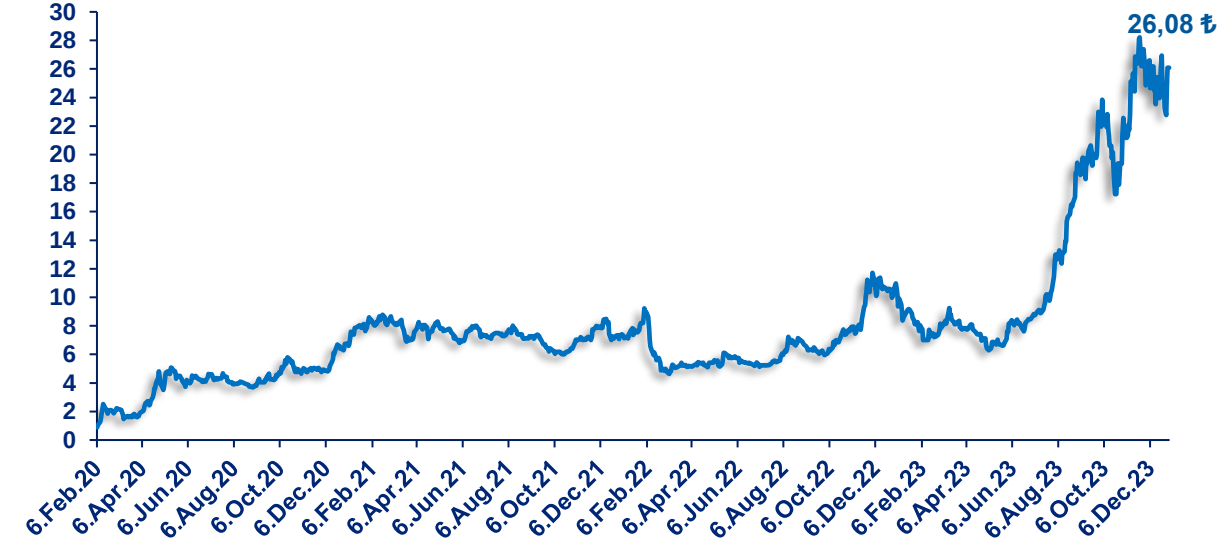
Profitability Ratios (12MTrailing)	2023/12	2021/12	2020/12	Reference
Gross Margin	79,3%	60,6%	77,5%	Sector
EBIT Margin	63,7%	50,1%	53,8%	Sector
EBITDA Margin	76,4%	58,3%	58,1%	Sector
Net Margin	38,9%	28,2%	54,4%	Sector
ROE	25,8%	21,6%	46,6%	>Bond Yield
ROA	31,2%	27,4%	41,4%	Sector
Financial Exp./Net Sales	-5,9%	1,6%	0,7%	<%3
OPEX/Net Sales	7,9%	9,9%	23,8%	Sector

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

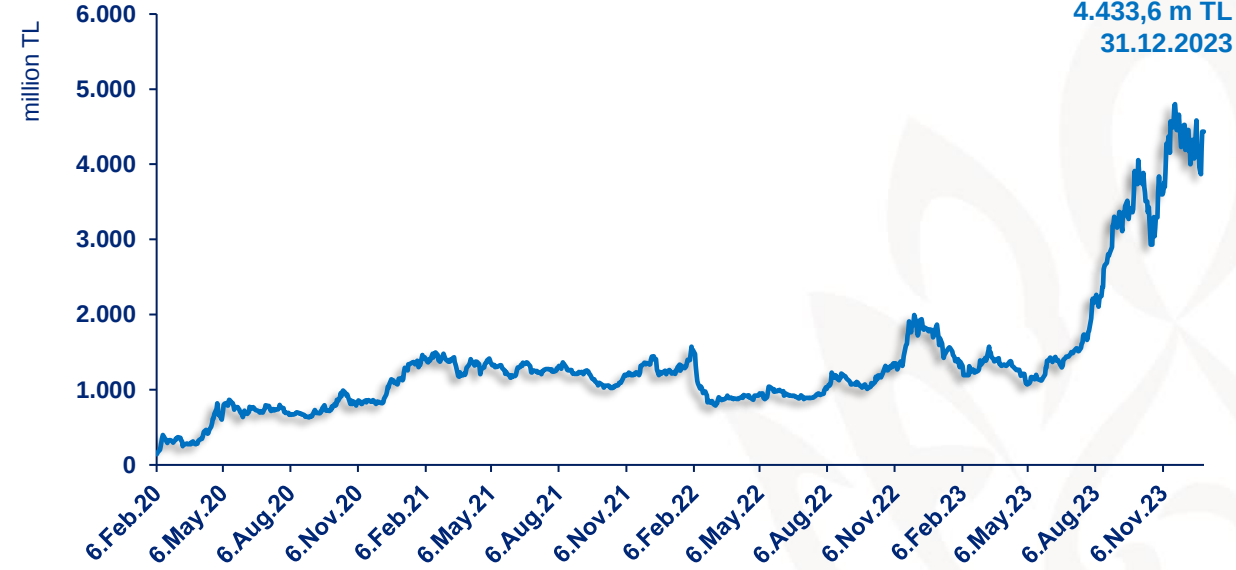
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Share Performance (TL)



Mcap (TL)



- Return of 3.119% from IPO date to December 31, 2023.
- Strong financial data and compliance with corporate governance principles supported share performance.
- It was among the top 50 companies in the "Deloitte Technology Fast 50 Turkey 2021" program, where Turkey's fastest growing technology companies are selected, and has succeeded in being ranked for 7 consecutive years in 2016/2017/2018/2019/2020/2021/2022.
- Our company received 1st place in the evaluation of Turkey's top 500 IT Companies in three categories: "Turkey-based Producer Data Warehouse and Business Intelligence Software Category", "Turkey-Based Manufacturer Data Security Software Category" and "Energy Sector Software Category". has received.



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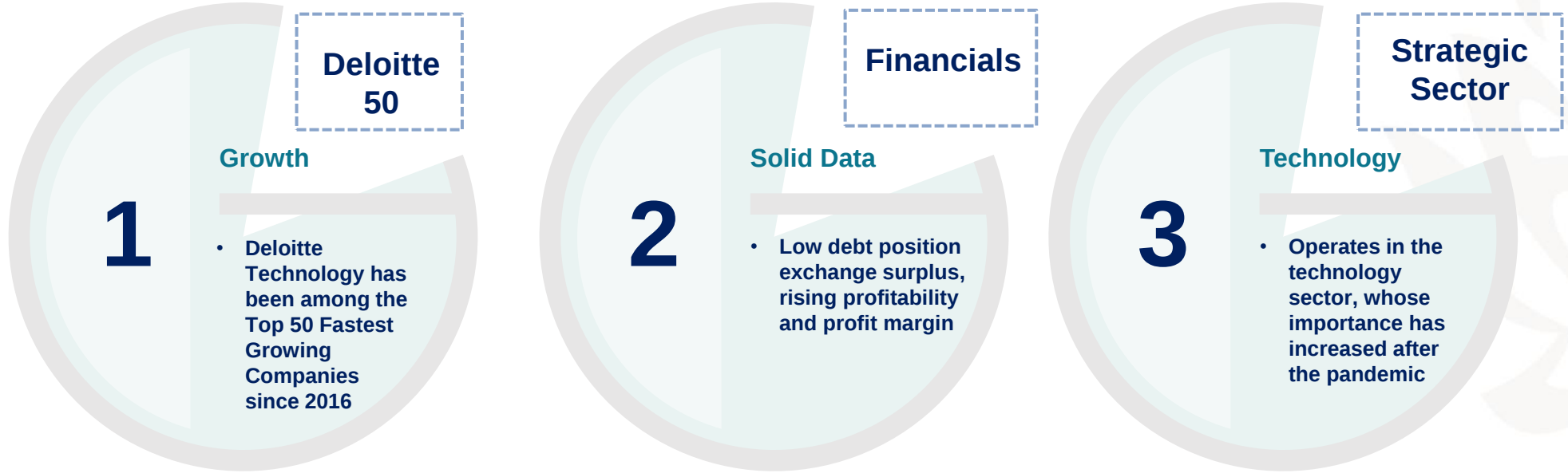
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Investment Thesis

Increasing software expenditures all over the world due to the pandemic make the sector strategic; R&D and Technocity incentives and low tax rate; Being one of the fastest growing technology companies in Turkey every year between 2016 and 2023 in the Deloitte Technology Fast 50 Türkiye program; In the evaluation of Turkey's top 500 IT Companies, it received the first prize in the fields of "Turkey-Based Manufacturer Data Warehouse and Business Intelligence Software Category" and "Logistics Sector Software Category" and ranked 68th in the overall ranking; As a result of the analysis and evaluations made by the independent research company Great Place to Work, it was awarded the title of "Great Place To Work"; Low indebtedness creates high borrowing capacity; Strong financials as of 2023/12; The fact that the high R&D investments made every year will have a significant impact on EBITDA in the coming years, and the liquid balance sheet means high dividend potential.



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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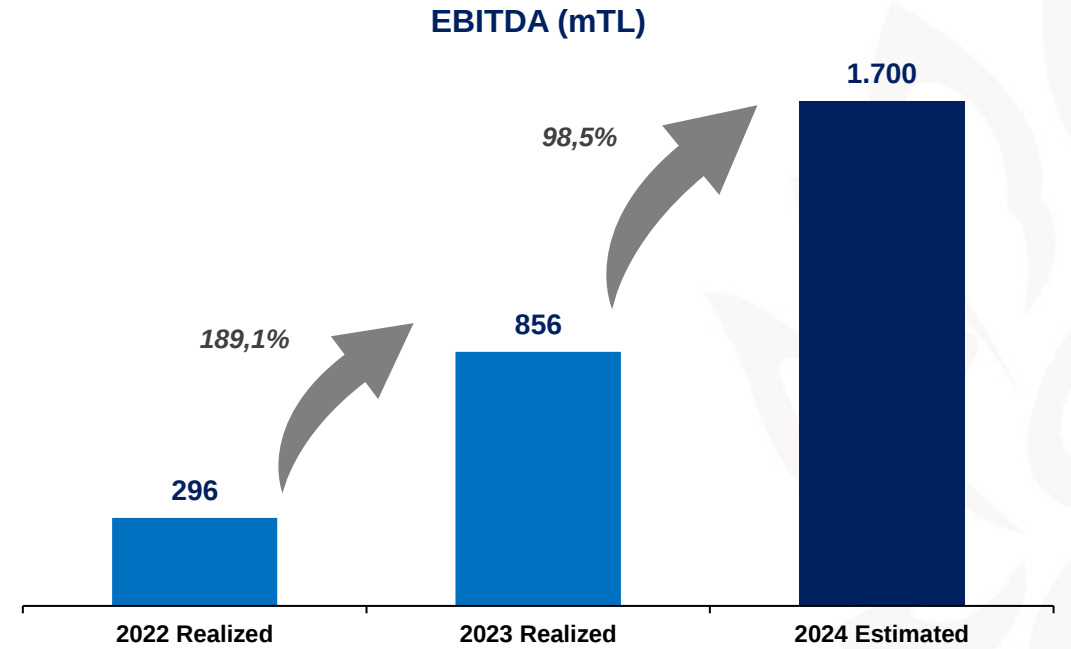
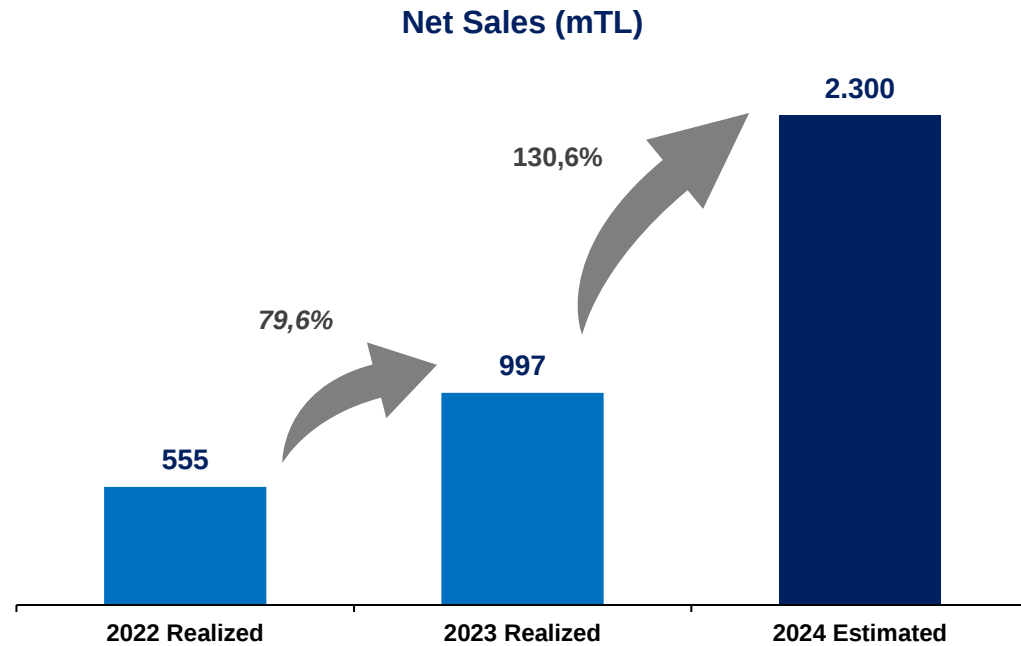
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APPENDIX



Expectations



NOTE: The data are excluding the effect of TAS 29.

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Income Statements (TL) - TAS-29 Effect Included	2022/12 Audited	2023/12 Audited
Assets	1.808.614.876	2.331.673.633
Cash & Cash Equivalent	40.610.060	14.769.540
Current Financial Investments	67.849.369	71.719.598
Trade Receivables	761.358.582	909.530.553
Other Current Assets	40.384.982	14.781.563
Inventories	20.171.809	9.683.483
Current Assets	930.374.802	1.020.484.737
Investments In Subsidiaries And Associates	5.313.650	6.328.069
Trade Receivables	-	89.349.767
Other Receivables	132	24.503
Investment Property	43.039	43.039
Tangible Assets	16.952.746	12.942.392
Intangible Assets And Goodwill	855.930.507	1.202.501.126
Intangible Assets	-	-
Fixed Assets	878.240.074	1.311.188.896
Equity and Liabilities	1.808.614.876	2.331.673.633
Short-Term Debt	96.175.802	267.564.319
Trade Payables	310.543.170	58.493.757
Other Debt	6.950.386	38.359.985
Other Short-Term Liabilities	1.723.042	35.796.018
Short-Term Liabilities	415.392.400	400.214.079
Long-Term Debt	11.862.582	71.278.749
Other Long-Term Liabilities	87.558.978	103.404.742
Long-Term Liabilities	99.421.560	174.683.491
Paid-In Capital	170.000.000	170.000.000
Vergi İadeleri (Ödemeleri) (-)	345.771.741	345.771.741
Treasury Shares	-	(1.974.713)
Other Comprehensive Inc.	(123.583)	(615.734)
Profit Reserves	30.703.378	35.227.139
Retained Earning	468.162.739	740.325.622
Net Income	279.286.641	428.883.082
Non-Controlling Interests	-	39.158.926
Equity	1.293.800.916	1.756.776.063

Income Statements (TL) - TAS-29 Effect Included	2022/12 Audited	2023/12 Audited
Net Sales	989.046.072	1.140.602.425
Change	0,0%	15,3%
CoGS	(390.030.443)	(236.366.388)
Gross Profit	599.015.629	904.236.037
Change	0,0%	51,0%
Gross Margin	60,6%	79,3%
General Administrative Exp.	(32.775.728)	(52.550.961)
Change	0,0%	60,3%
R&D	(64.957.538)	(37.252.390)
Change	0,0%	(42,7%)
Other Income	12.584.304	20.364.804
Other Expenses	(17.938.419)	(107.874.841)
EBITDA	576.980.110	871.341.593
Change	0,0%	51,0%
EBITDA Margin	58,3%	76,4%
Depreciation	(81.051.862)	(144.418.944)
EBIT	495.928.248	726.922.649
Change	0,0%	46,6%
EBIT Margin	50,1%	63,7%
Income from Investment Activities	518.967	28.049.962
Gains Losses On Net Monetary Position	(184.793.098)	(244.539.190)
Net Financial Income	16.053.958	(67.244.732)
Profit Before Tax	327.708.075	443.188.689
Tax	(48.421.434)	288.014
Net Income	279.286.641	443.476.703
Change		58,8%
Margin	28,2%	38,9%

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Balance Sheet (TL) - TAS-29 Effect Excluded	2022/12	2023/12
Assets	891.473.628	1.816.380.368
Cash & Cash Equivalent	24.646.077	14.769.541
Current Financial Investments	41.177.500	71.719.598
Trade Receivables	462.065.365	909.530.555
Other Current Assets	24.509.477	14.605.518
Inventories	12.242.187	9.683.164
Current Assets	564.640.606	1.020.308.376
Trade Receivables	-	89.349.767
Other Receivables	-	24.503
Investment Property	26.200	26.200
Tangible Assets	5.509.223	7.339.228
Intangible Assets And Goodwill	318.072.767	668.697.354
Intangible Assets	3.224.832	30.634.940
Fixed Assets	326.833.022	796.071.992
Equity and Liabilities	891.473.628	1.816.380.368
Short-Term Debt	58.368.695	267.564.319
Trade Payables	188.467.360	58.493.757
Other Debt	1.045.707	35.796.018
Other Short-Term Liabilities	4.218.160	38.359.985
Short-Term Liabilities	252.099.922	400.214.079
Long-Term Debt	7.199.352	71.278.749
Other Long-Term Liabilities	2.509.663	3.060.289
Long-Term Liabilities	9.709.015	86.806.255
Paid-In Capital	170.000.000	170.000.000
Treasury Shares	-	(1.974.713)
Other Comprehensive Inc.	(96.280)	(588.431)
Profit Reserves	15.390.633	21.976.850
Retained Earning	137.908.523	435.184.121
Net Income	306.461.815	681.784.491
Non-Controlling Interests	-	22.977.716
Equity	629.664.691	1.329.360.034

Income Statements (TL) - TMS-29 Effect Excluded	2022/12 Audited	2023/12 Audited
Net Sales	555.321.383	997.189.198
Change	0,0%	79,6%
CoGS	(206.403.924)	(148.361.457)
Gross Profit	348.917.459	848.827.741
Change	0,0%	143,3%
Gross Margin	62,8%	85,1%
General Administrative Exp.	(14.343.566)	(28.499.398)
Change	0,0%	98,7%
R&D	(34.025.719)	(29.631.215)
Change	0,0%	(12,9%)
Other Income	6.177.401	15.023.558
Other Expenses	(10.556.950)	(93.872.221)
EBITDA	296.168.625	856.267.409
Change	0,0%	189,1%
EBITDA Margin	53,3%	85,9%
Depreciation	-	(144.418.944)
EBIT	296.168.625	711.848.465
Change	0,0%	140,4%
EBIT Margin	53,3%	71,4%
Income from Investment Activities	11.775.927	22.588.898
Gains Losses On Net Monetary Position	-	(5.883.398)
Net Financial Income	(1.321.974)	(69.048.142)
Profit Before Tax	306.622.578	659.505.823
Tax	(160.763)	28.618.882
Net Income	306.461.815	688.124.705
Change		124,5%
Margin	55,2%	69,0%

MILESTONES OF ARD GROUP

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Establishment of
ARD Grup Bilişim
in Hacettepe
Technopark

2011

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

2017

2018

2019

2020

2021

2022

2023

2024

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

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

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

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

Acquisition of 51%
shares of Oxivo Grup
Bilişim A.Ş.

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

Transition to the
registered capital
system

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.

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).



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THANK YOU

For detailed information, please contact us by e-mail

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