



## KAMUYU AYDINLATMA PLATFORMU

# TEKNOSA İÇ VE DIŞ TİCARET A.Ş. Forward Looking Evaluations

### Summary

Disclosing Forward Looking Statements

## Forward Looking Evaluations

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According to the Article 10 of The Capital Markets Board's Communiqué (No. II-15.1) on Material Events Disclosure, within the scope of our Board of Directors' decision held on 30.11.2023, it has been decided to disclose our Company's guidance as stated below.

Teknosa, having successfully implemented the first technology-focused marketplace business model in Turkey in February 2022, has demonstrated growth surpassing global benchmarks. In parallel with the current strong performance, E-Commerce Gross Merchandise Volume (GMV)\* is expected to reach 7.5 billion TL by the end of 2023 and 15 billion TL in 2024. In addition, E-Commerce Net Merchandise Volume (NMV)\* as a percentage of the Retail Total Net Merchandise Volume is expected to reach around 20% levels in the mid-term.

In accordance with its vision of becoming a phygital retailer and offering a unique customer experience, Teknosa plans to continue its customer-oriented transformation and digitalization-focused infrastructure, system, process, and strategic investments without slowing down in the upcoming year. The investments, which have accelerated in alignment with the revenue growth, are projected to be 500 million TL and 1 billion TL in 2023 and 2024, respectively.

Teknosa aims to sustain its growth with a focus on sustainable profitable growth despite the challenges and macroeconomic uncertainties in the current economic environment. The Company, leveraging its successful omnichannel strategy and disciplined cost management approach, targets to maintain its Earnings Before Interest, Taxes, Depreciation, and Amortization (EBITDA) margin at a high single digit percentage for both the current and next year.

	2023	2024
E-Commerce GMV	7,5 billion TL	15 billion TL
CAPEX	500 million TL	1 billion TL
EBITDA margin	High single digit	High single digit

E-Commerce NMV/Retail NMV      At around 20% in the mid-term

\*While E-Commerce Gross Merchandise Volume (GMV)" includes VAT (Value Added Tax), cancellations and returns, "Net Merchandise Volume (NMV)" refers to the e-commerce transaction volume excluding these amounts.

We proclaim that our above disclosure is in conformity with the principles set down in “Material Events Communiqué” of Capital Markets Board, and it fully reflects all information coming to our knowledge on the subject matter thereof, and it is in conformity with our books, records and documents, and all reasonable efforts have been shown by our Company in order to obtain all information fully and accurately about the subject matter thereof, and we’re personally liable for the disclosures.