



LOGO

2023 Results Presentation

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Disclaimer

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What changed in 2023 Q4?

Türkiye:

- Strong topline growth: 101% y/y increase in invoiced revenues
- Largest customer base of more than 1,15 mn users in 190K customers
- Higher than usual revenue deferrals (approx. 185 mn TL) impacting:
IFRS sales growth by (-)19 points (97% instead of 78%)
IFRS EBITDA margin by (-)7 points (34% instead of 27%)
- Earthquake taxes of 50 mn TL impacting net income margin by (-)3 points

IAS29 impact

- Became effective as of 31 December 2023 and previous periods have been adjusted
- **Strong equity in an inflationary economy** and deferred income resulting in monetary loss impacting EBT by a total of **390 mn TL**, EBT remains positive

Logo's financial income and investment gains total **582 mn TL**

**total impact of
-235 mnTL**

**total impact of
-390 mnTL**

Growth targets achieved in 2023 (w/o IAS29)

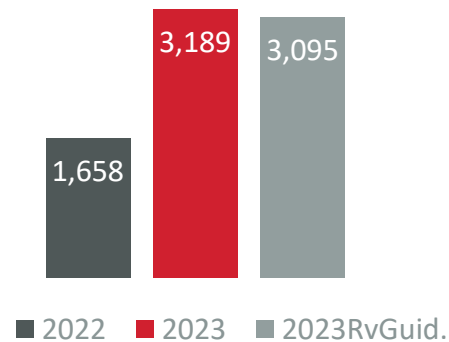
Positive business momentum and strong pricing

Consolidated

Invoiced revenues

TL mn

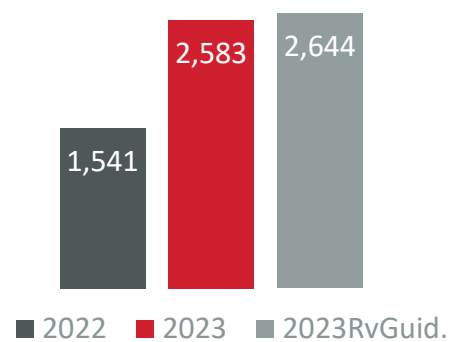
92% y/y growth



Revenues

TL mn

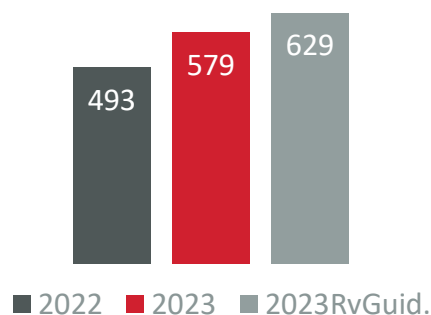
68% y/y growth



EBITDA

TL mn

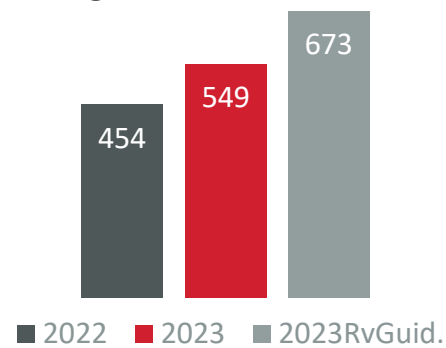
17% y/y growth



EBT

TL mn

21% y/y growth



Logo Türkiye

- Solid one-time and recurring revenue growth
- Ever increasing SaaS revenues
- Strong customer base expanded with new customer acquisitions

Logo Total Soft (Romania)

- Euro-based revenues remained flat due to stagnant market conditions

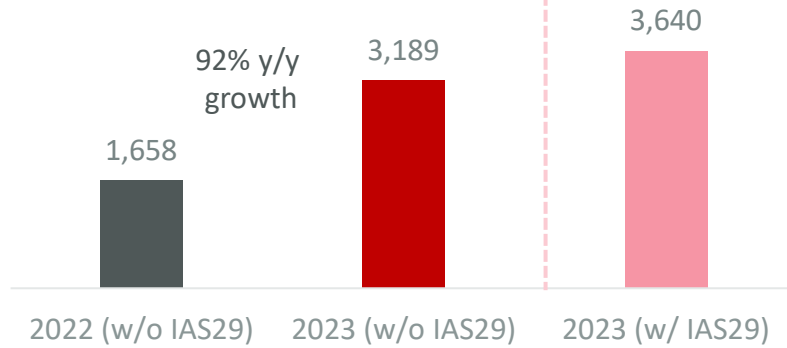
Logo Infosoft (India)

- Very strong customer traction in 2023

2023 consolidated figures

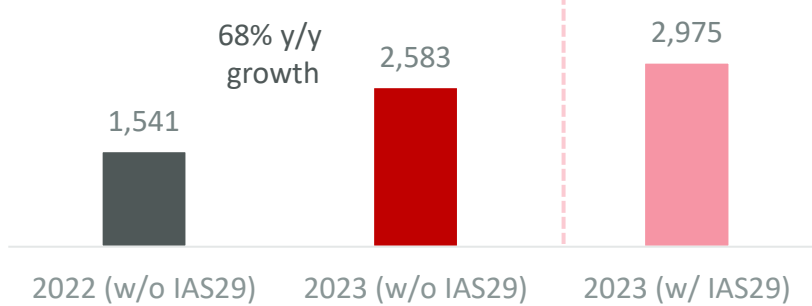
Invoiced Revenues

TL mn



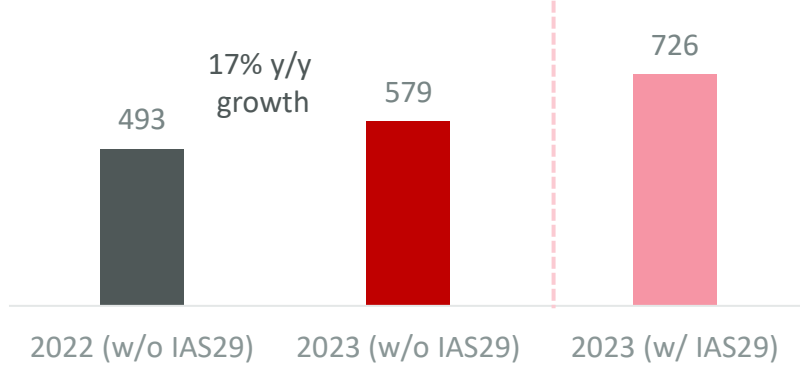
IFRS Revenues

TL mn



EBITDA

TL mn

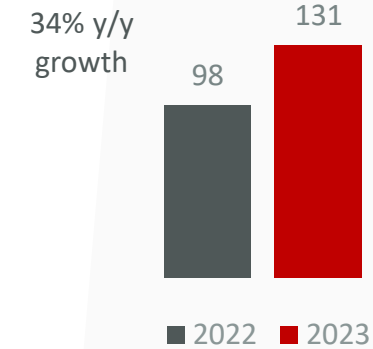


Positive IAS29 impact on Revenue 393 TL mn and EBITDA 148 TL mn

USD based

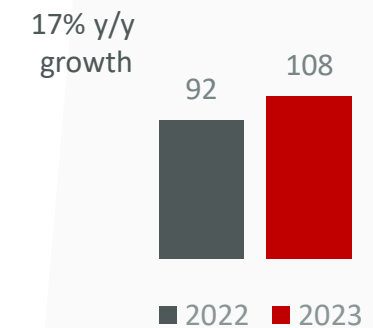
Invoiced Revenues

USD mn



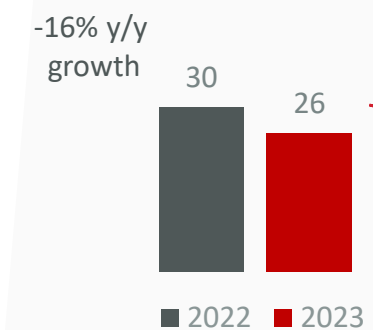
IFRS Revenues

USD mn



EBITDA

USD mn



Impact of revenue deferrals in TR and Total Soft

IAS29 impact on Balance Sheet

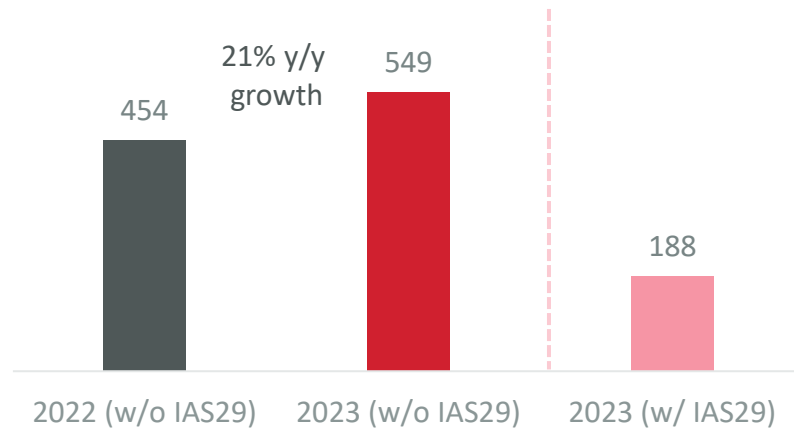
Non-monetary assets and liabilities, and equity is indexed with inflation

Asset	Liabilities
Current Assets +3,186,589 TL Major impact is from prepaid expenses	Short and long-term Liabilities -313,669,641 Major impact is from contract liabilities (LEM, eService coins and projects)
Non-Current Assets +556,991,531 TL Major impact is from tangible and intangible assets	Equity -636,090,410 TL Major impact is from retained earnings and paid-in capital

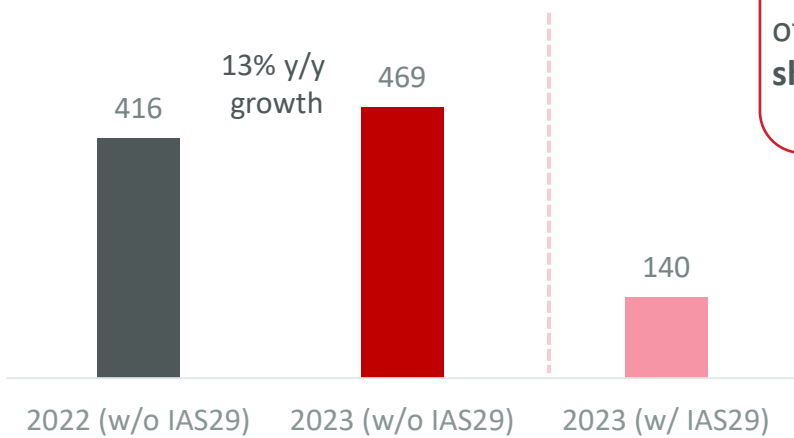
389,581,931 TL net monetary loss impact of IAS29 from balance sheet on income statement

2023 consolidated figures

EBT
TL mn



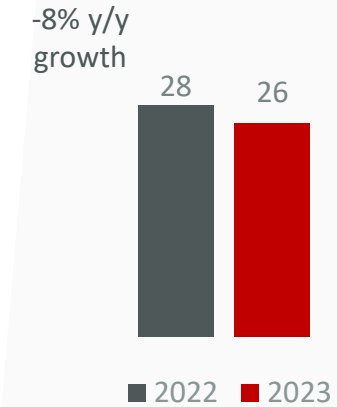
Net income
TL mn



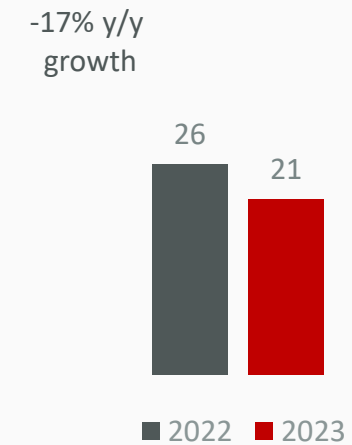
IAS29 impact on EBT from Balance Sheet (Monetary Loss of 390 TL mn) **due to strong shareholder's equity ratio**

USD based

EBT
USD mn



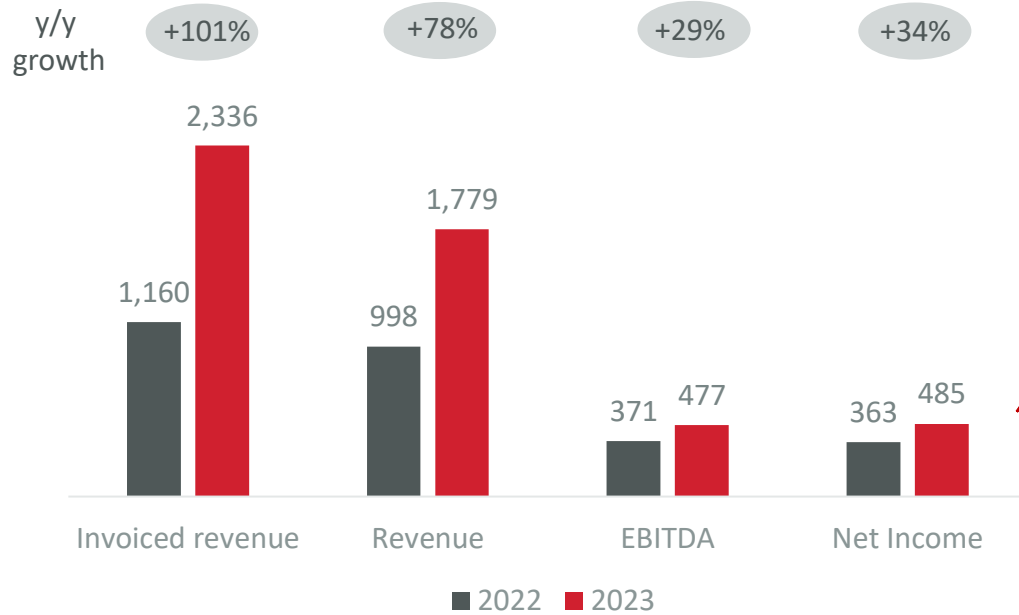
Net income
USD mn



Logo Türkiye figures: Resilient performance

Logo Türkiye

TL mn

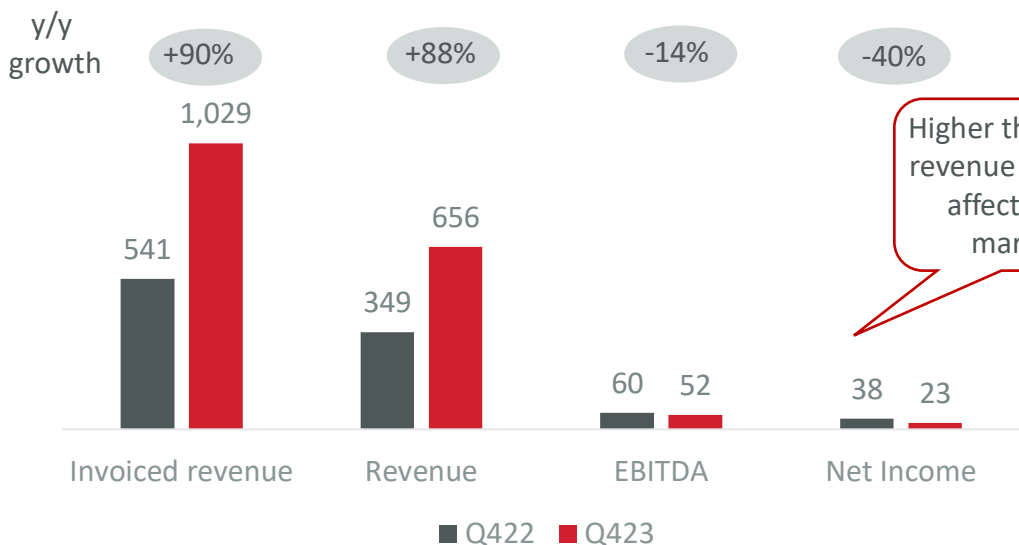
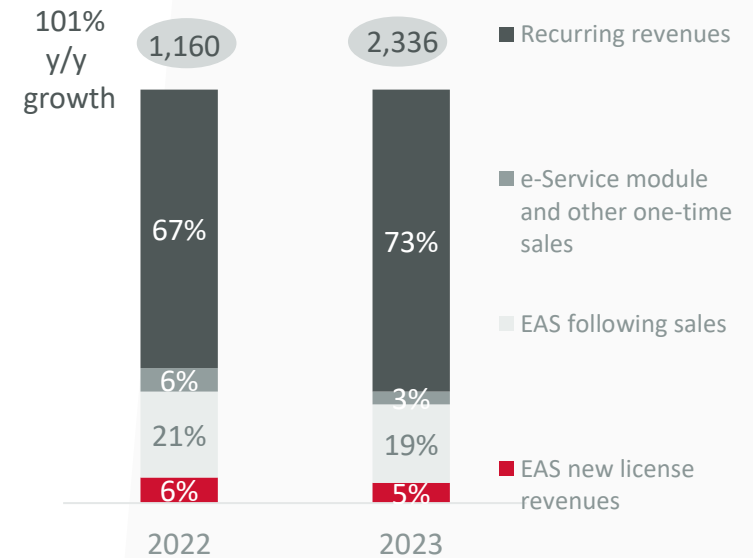


Strong growth despite 50 TL mn one-off earthquake tax expense of impact and higher tax rates

Logo Türkiye

Invoiced revenues breakdown

TL mn



Higher than usual revenue deferrals affected Q4 margins

- **Strong invoiced and IFRS revenue growth**
- **Recurring revenue up by 118%**
- One-time revenue growth driven by **new license sales, up by 59%**, and **following sales, (modules, user increments, upgrades) up by 84%**.
- **New customer acquisition** in EAS and e-Services remained at a healthy level of 11 thousand
- **SaaS revenue** growth is on track with **110% y/y growth**
- EBITDA up by 29% yielding 27% margin in 2023
- Higher net deferrals due to very strong LEM sales in November and December; while related expenses recorded in the current period impacting EBITDA margin appx 7%



Figures do not include IAS29 adjustments

*EAS: Enterprise application solutions comprising of ERP, HR, payroll, CRM, WMS, Workflow

Logo Türkiye recurring revenue and deferral details






Logo Türkiye

<i>mn TL</i>	2018	2019	2020	2021	2022	2023	23 vs 22	23-18 cagr
Invoiced revenue	225	317	435	612	1,160	2,336	101%	60%
Net deferrals = Invoiced rev. - IFRS rev.	12	36	69	108	162	557	243%	114%
<i>Net deferral/Invoiced revenue ratio</i>	5%	12%	16%	18%	14%	24%		
IFRS Revenue	213	280	366	505	998	1,779	78%	53%
Recurring Revenue	130	187	289	405	781	1,705	118%	67%
Recurring Rev/Total Revenue	58%	59%	67%	66%	67%	73%		

- 2023 marked **highest net deferral / invoice revenue ratio** to date: **24%**
- On track with strong recurring revenue growth: **5 yr CAGR of 67%**
- Related sales expenses remain in 2023 impacting margins
- All deferred revenues are collected within 2023

Strong SaaS footprint

On-track in the journey of becoming a global SaaS company

	Solutions and services	# of customers/users	ARR
	eService platform and leader in digital transformation	170,000+ customers	21 mio USD
	SaaS solution for reliable and sustainable retail operations	136 customers 10,300+ user locations	2.6 mio USD
	SaaS solution for recruitment, on-boarding and talent engagement needs of enterprises	181 customers	0.83 mio USD
	SaaS solution for MicroSMEs: basic accounting software and e-invoicing services	57,000+ users	1.3 mio USD
	SaaS solution for MicroSMEs: Pre-accounting and e-invoicing services with in-built GSTN compliance	12,300+ users	0.34 mio USD

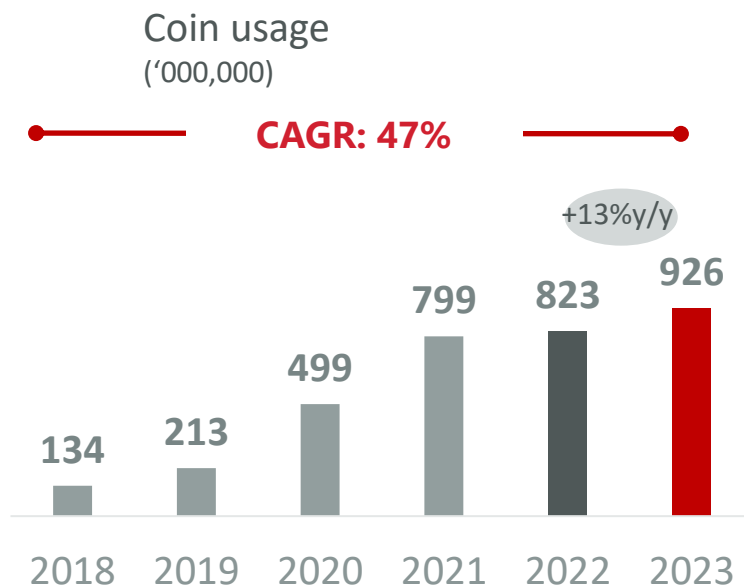
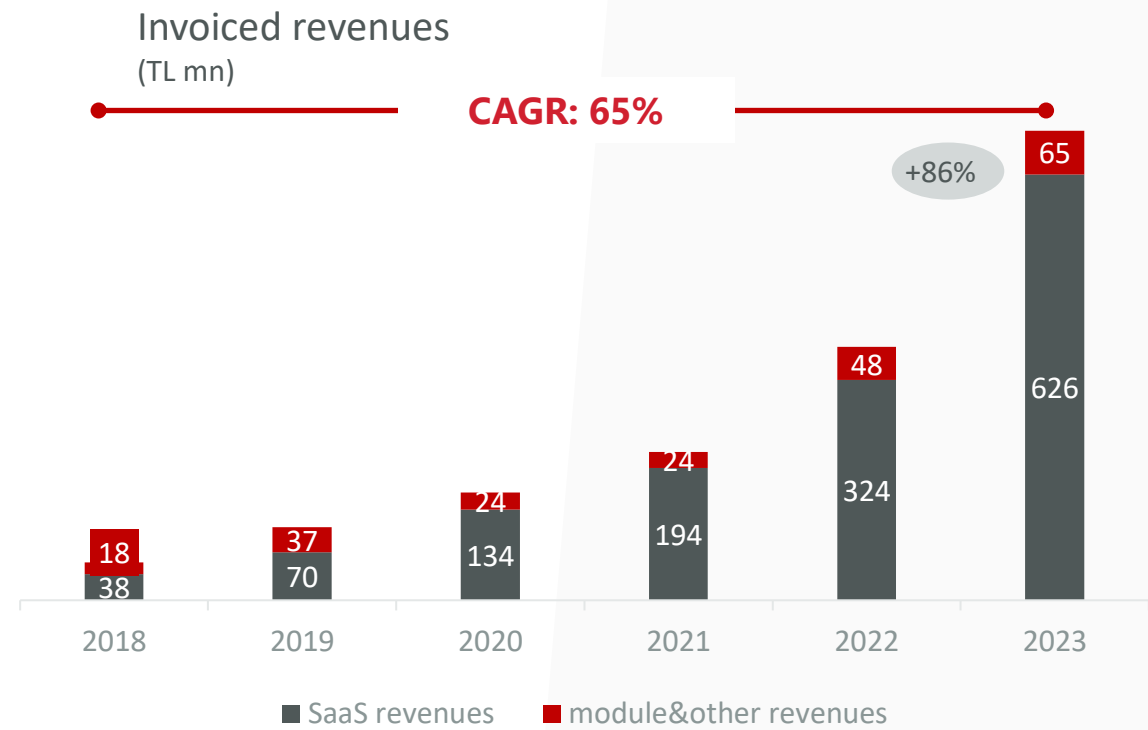
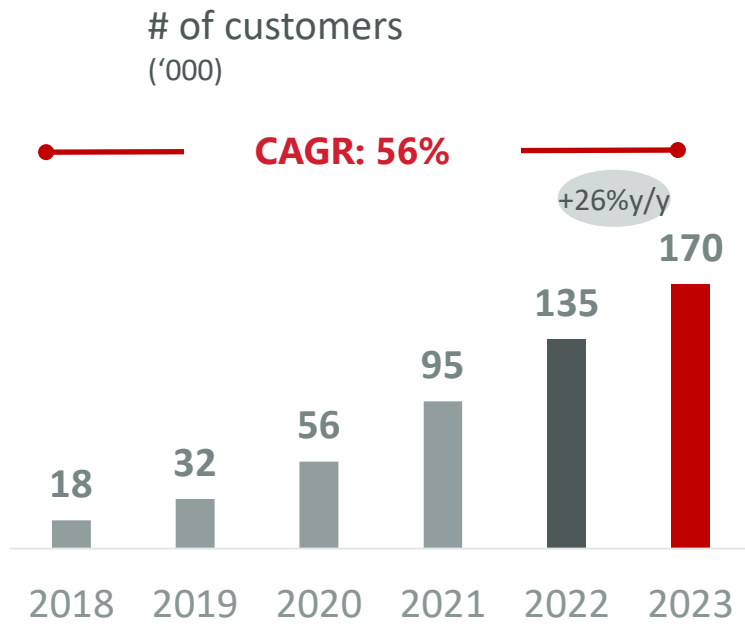


Figures do not include IAS29 adjustments.

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eLogo: e-Service platform and leader in digital transformation

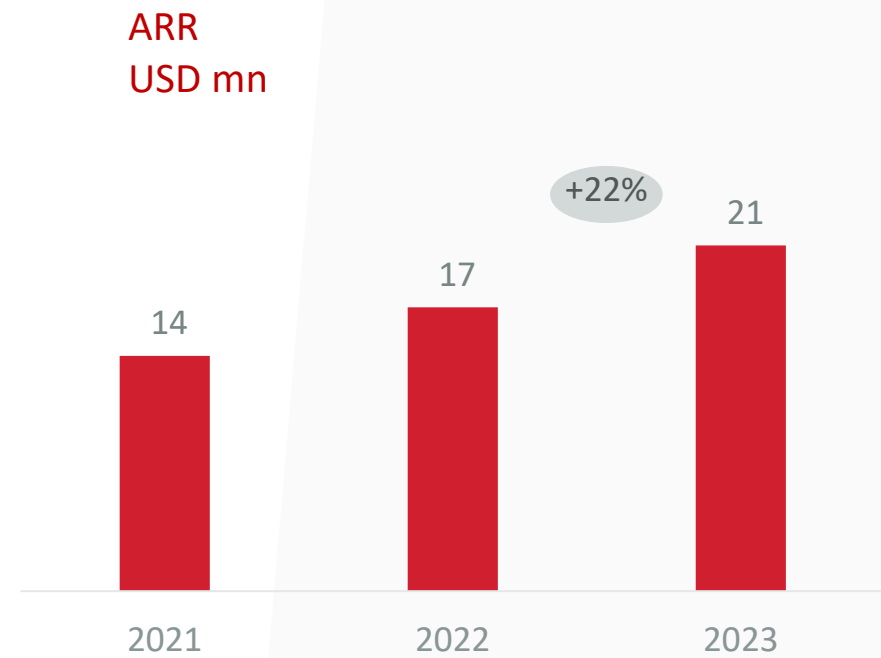
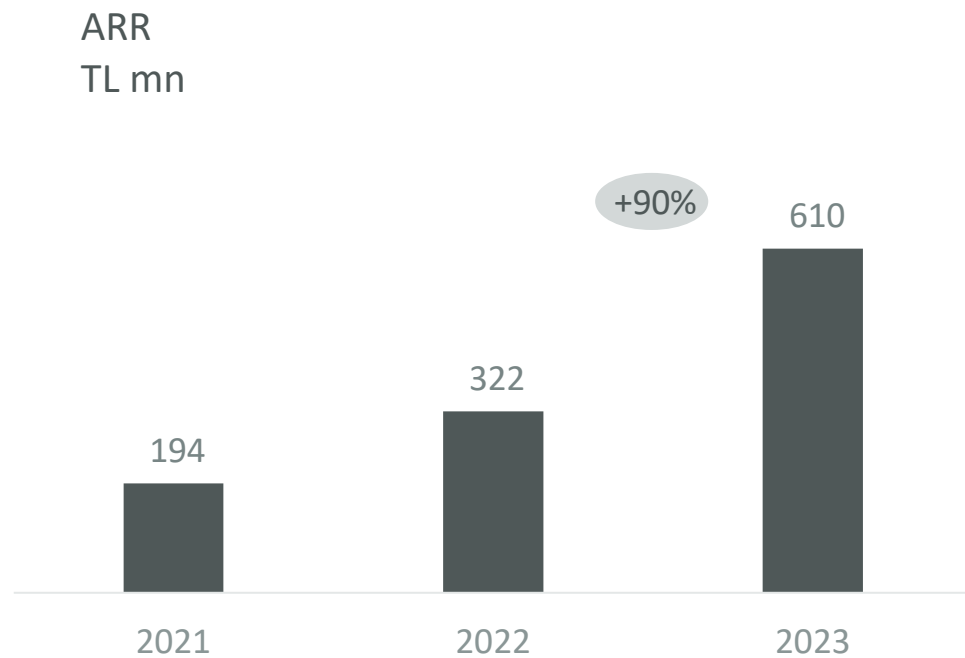
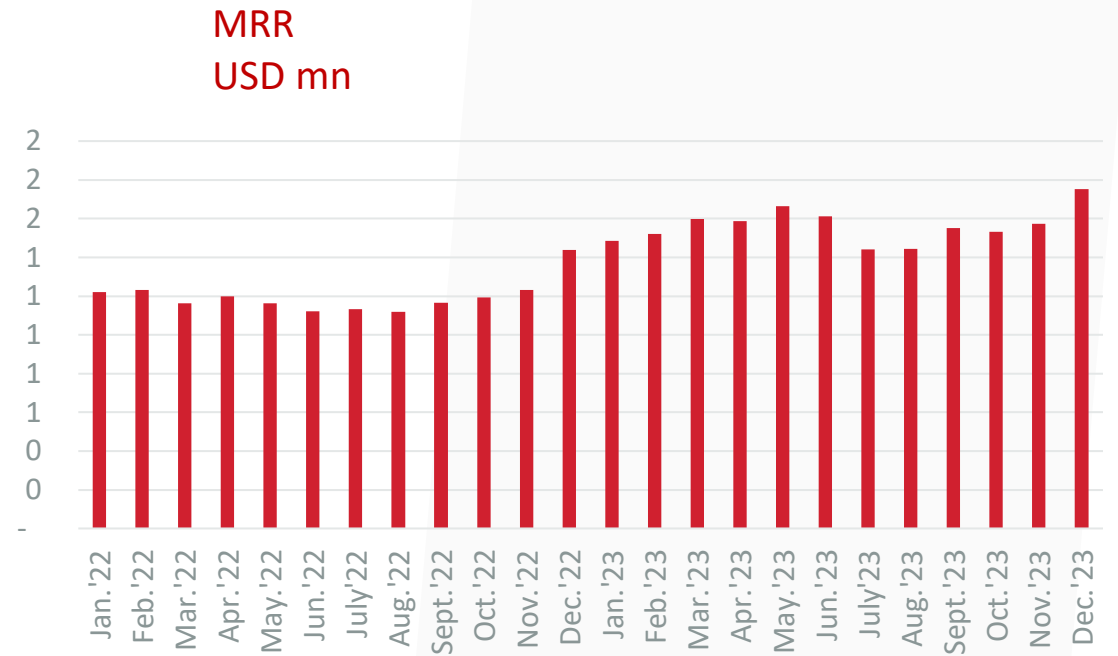
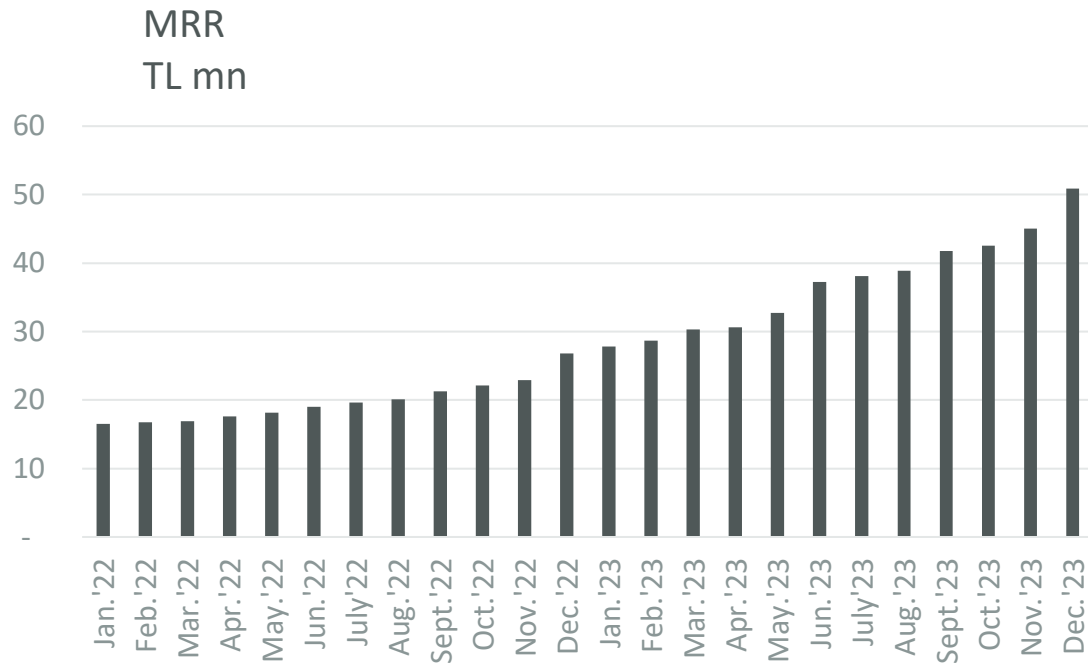
Market leader in e-government solutions; e-Invoice, e-Archive, e-Ledger, e-Dispatch with 170K customers



- **Active customers** reached 170 thousand with **26% y/y** growth
- **SaaS revenue** (mainly coins) growth of 93% y/y with 5yr **CAGR of 75%**
- **SaaS revenue's** 91% share in eLogo invoiced revenues signaling strong recurring revenue growth potential going forward
- **Fintech** services (open banking, embedded finance), offering a new avenue for future growth; achieved 212% y/y growth in revenues, and comprised 2% of eLogo's invoiced revenues in 2023

eLogo: e-Service platform and leader in digital transformation

Market leader in e-government solutions; e-Invoice, e-Archive, e-Ledger, e-Dispatch with 170K customers



Figures do not include IAS29 adjustments

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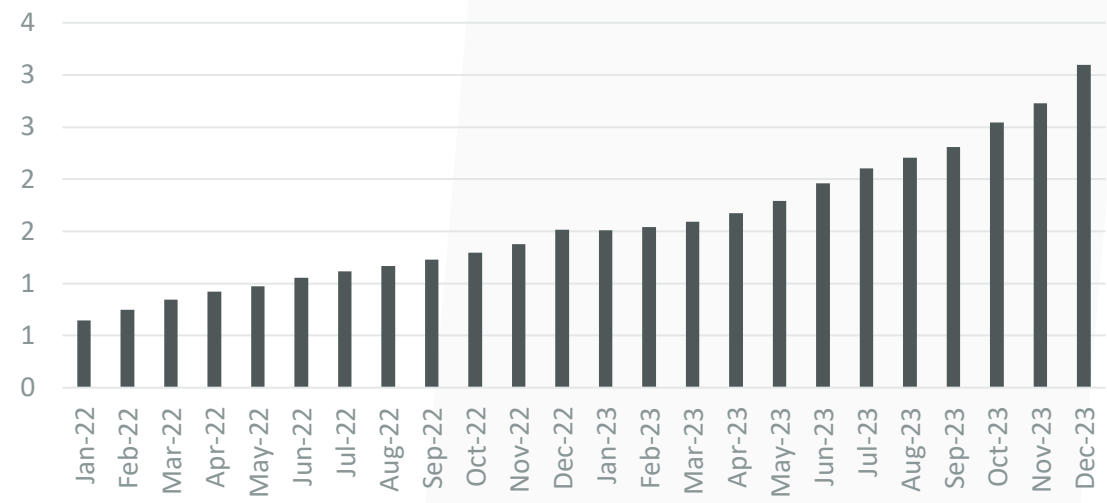
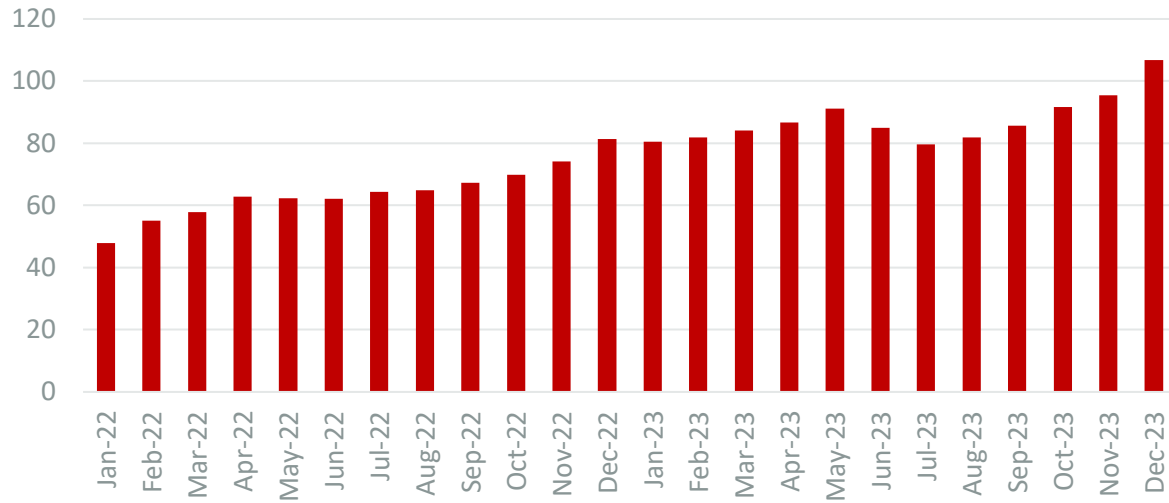
*MRR = Monthly recurring revenues. ARR (Annual run rate) = MRR x 12.

Logo İşbaşı: SaaS solution for MicroSME digitalization

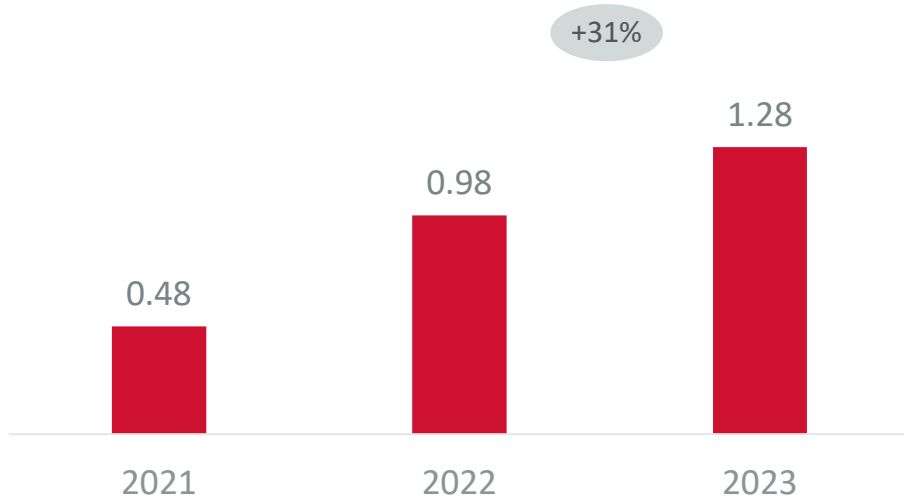
Offering basic accounting software and e-invoicing services

MRR
USD '000

MRR
TL mn



ARR
USD mn



- Total users reached 57 thousand
- Organic users grew by 38% y/y
- ARPU* is at 653 TL (~\$22)
- LTV/CAC** is 10



Figures do not include IAS29 adjustments

MRR = Monthly recurring revenues. ARR (Annual run rate) = MRR x 12.

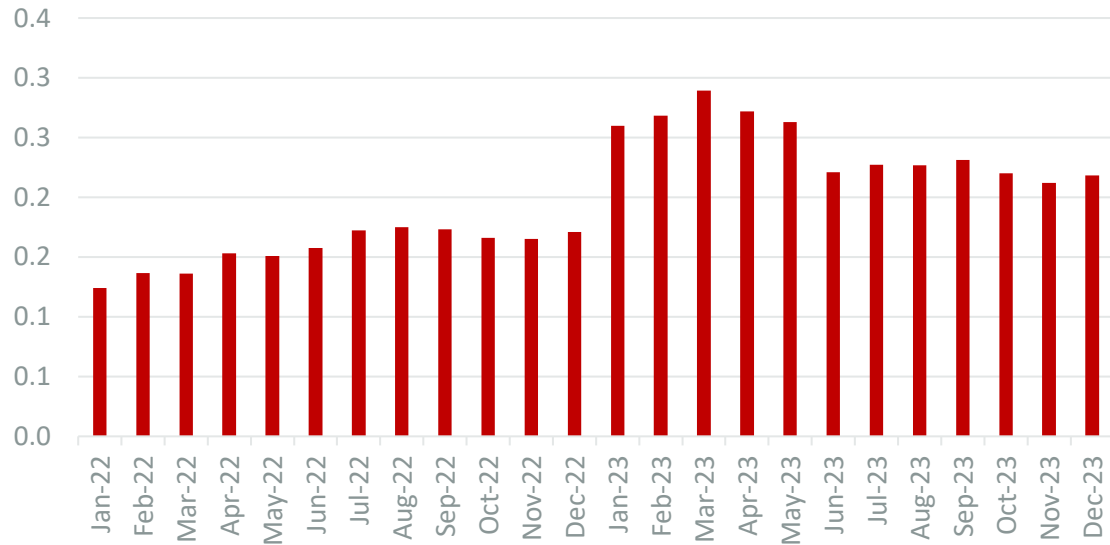
*ARPU = ARR / # of users at the end of the period.

**LTV/CAC: Lifetime value/Customer acquisition cost. Churn is average for LTM. CAC is based on new customers.

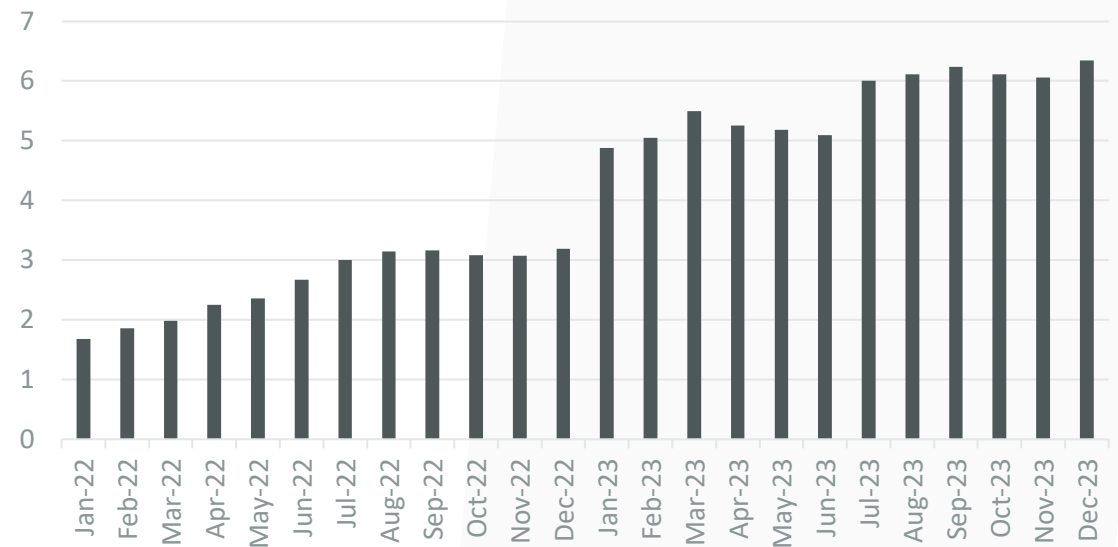
Logo Diva Retail

SaaS solutions for reliable and sustainable retail operations: a new generation CX in retail

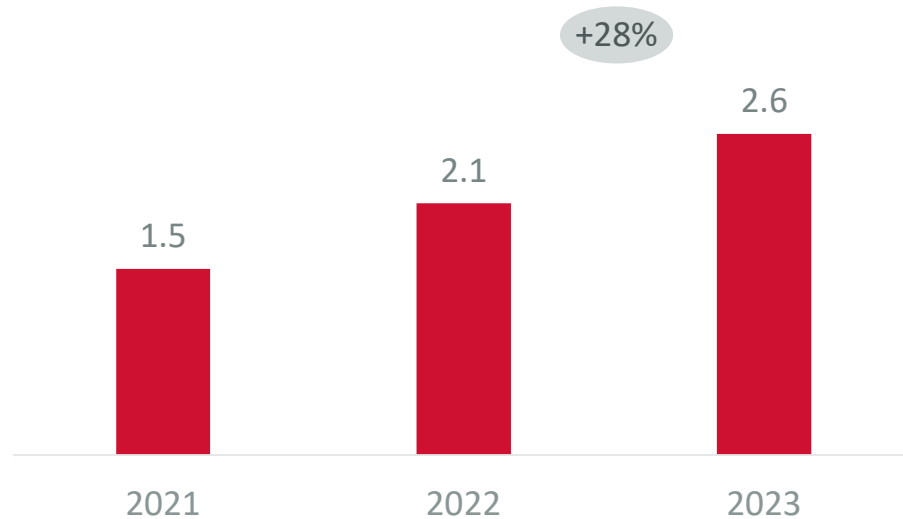
MRR
USD mn



MRR
TL mn



ARR
USD mn



- **Total customers** reached 136, with 10,4K user locations.
- **ARPU**** is at 7.3 bin TL thousand (~\$252)



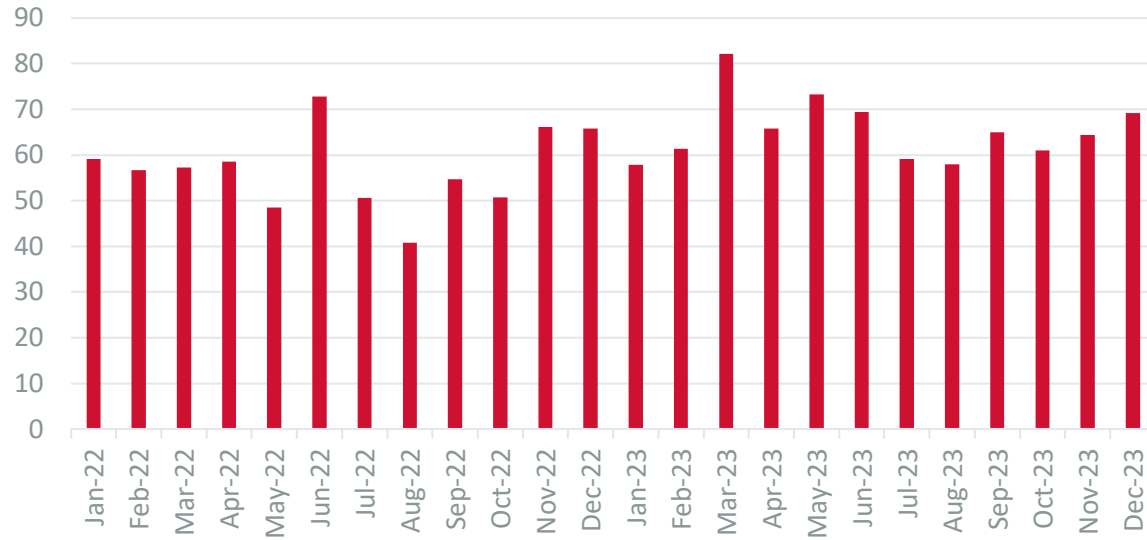
Figures do not include IAS29 adjustments

MRR = Monthly recurring revenues. ARR (Annual run rate) = MRR x 12.
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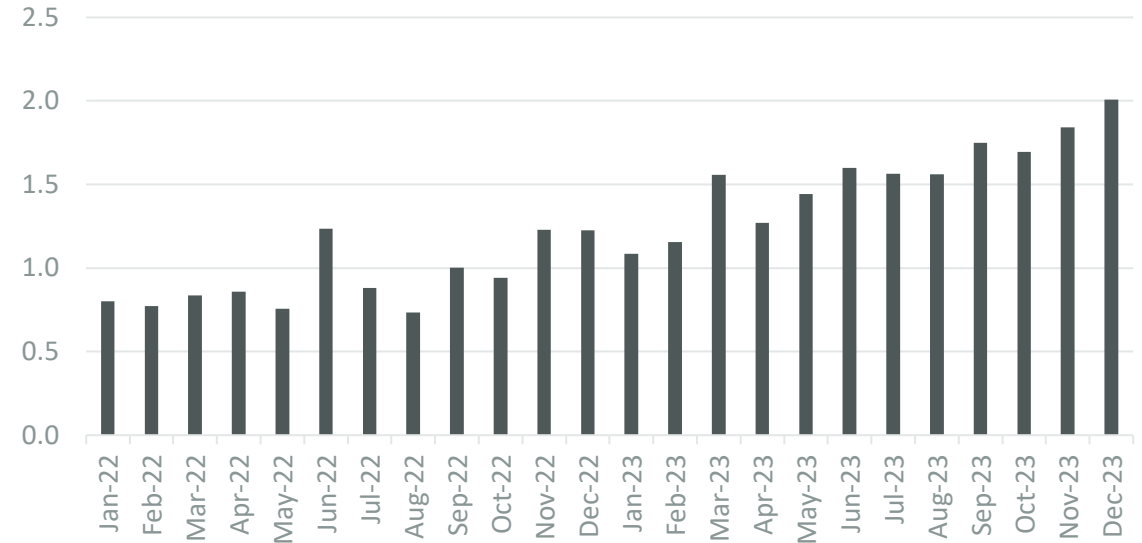
Peoplise

SaaS solution for recruitment, assessment, on-boarding and talent engagement needs of enterprises

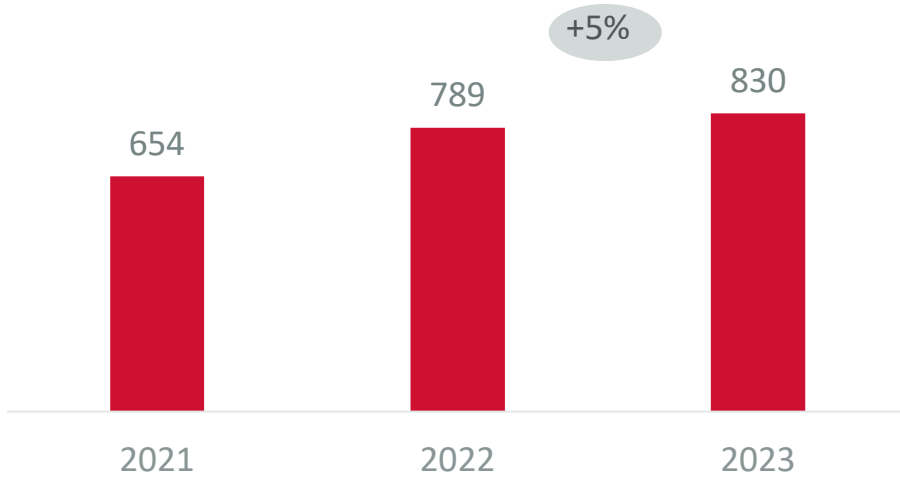
MRR
USD '000



MRR
TL mn



ARR
USD '000



- **Total customers** reached 181
- **ARPU** is at 133 TL thousand (~\$4,6K)
- 7 out of 10 most powerful brands* in Türkiye use Peoplise's solutions.



Figures do not include IAS29 adjustments

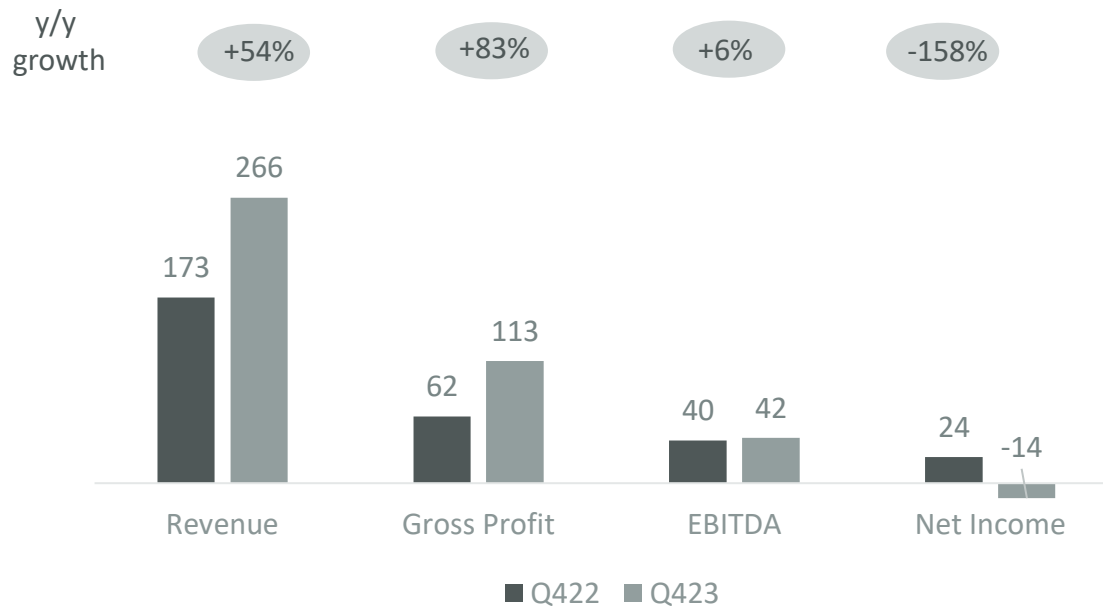
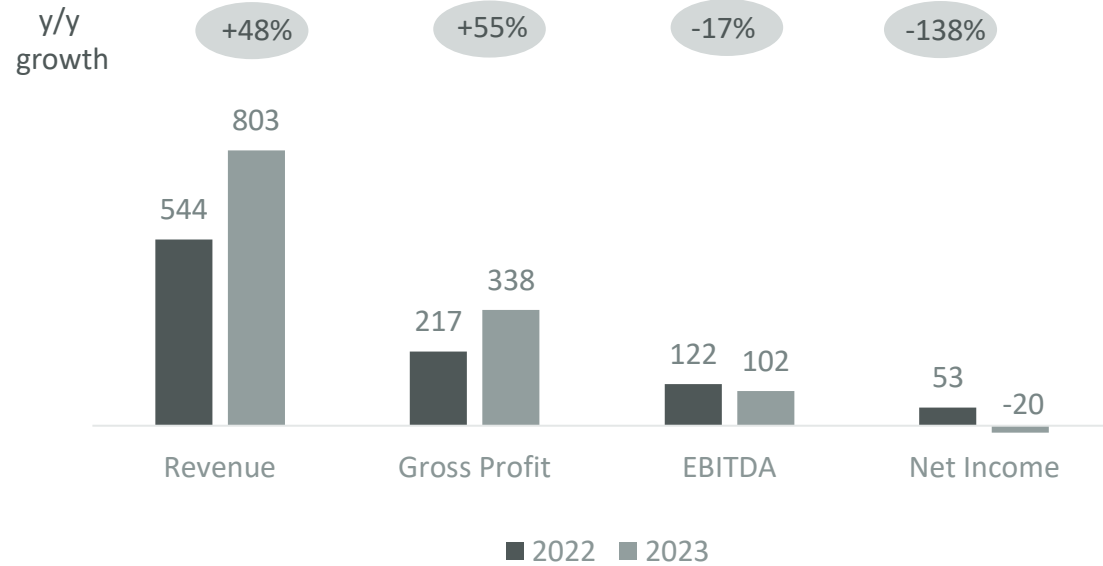
* 10 most powerful brands according to Brand Finance Turkey 100 2023 report dated June 2023.

MRR = Monthly recurring revenues. ARR (Annual run rate) = MRR x 12.

ARPU = ARR / # of customers at the end of the period.

Total Soft

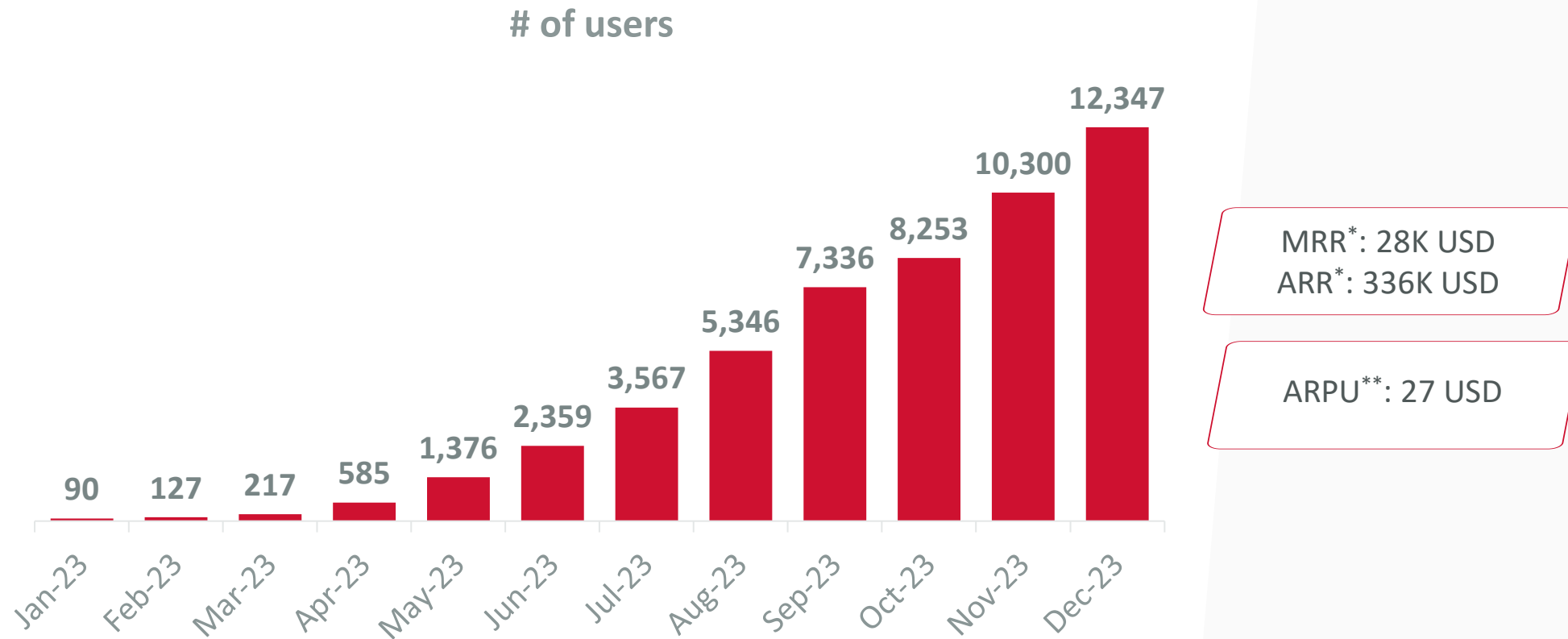
Total Soft TL mn



- Euro revenue remained flat due to lower demand in software solutions and services market
- EBITDA margin below expectations due to lower than expected new revenue signings both in private and public sector in 2023
- Net loss due to softer operational profitability, and higher net financial expenses impacted by higher interest rates

Logo CaptainBiz: SaaS solution for MicroSMEs in India

Pre-accounting and e-invoicing services with in-built GSTN compliance



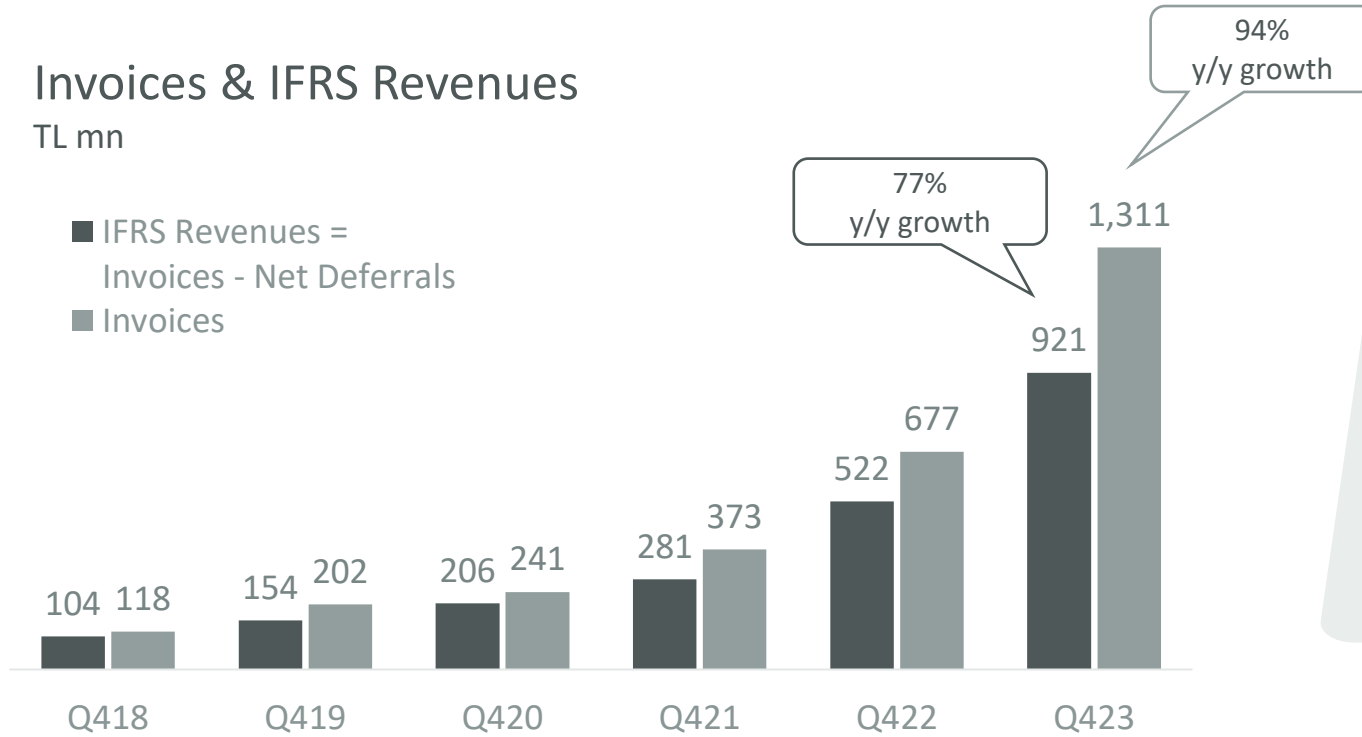
- Ready-to-use software
 - User-friendly design
 - Mobile accessibility
- Effortless digitalization experience

Invoiced Revenue vs IFRS Revenue

Consolidated

Invoices & IFRS Revenues

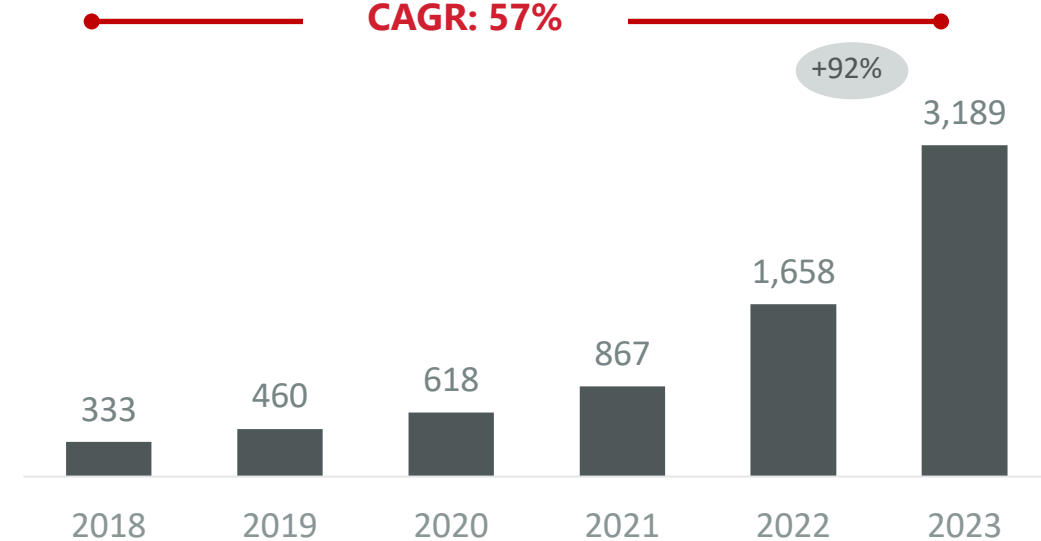
TL mn



- Net deferrals is higher compared to Q422 due to relatively higher LEM revenues
- 12-month-LEM contracts' related expenses are recorded in the current period; while IFRS revenues are deferred to coming quarters

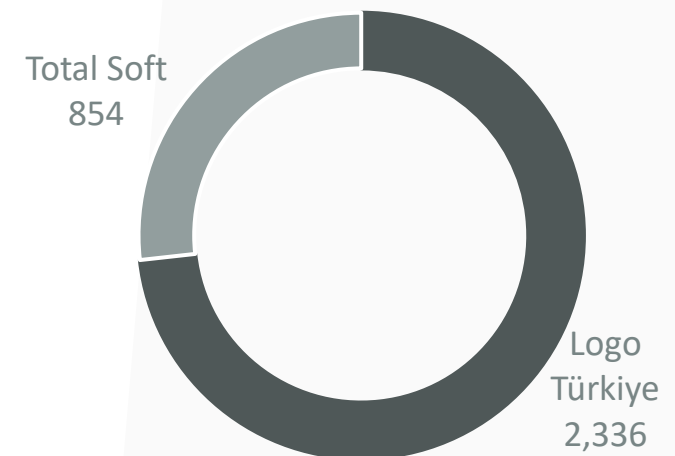
Invoiced revenues

TL mn



Invoices

TL mn



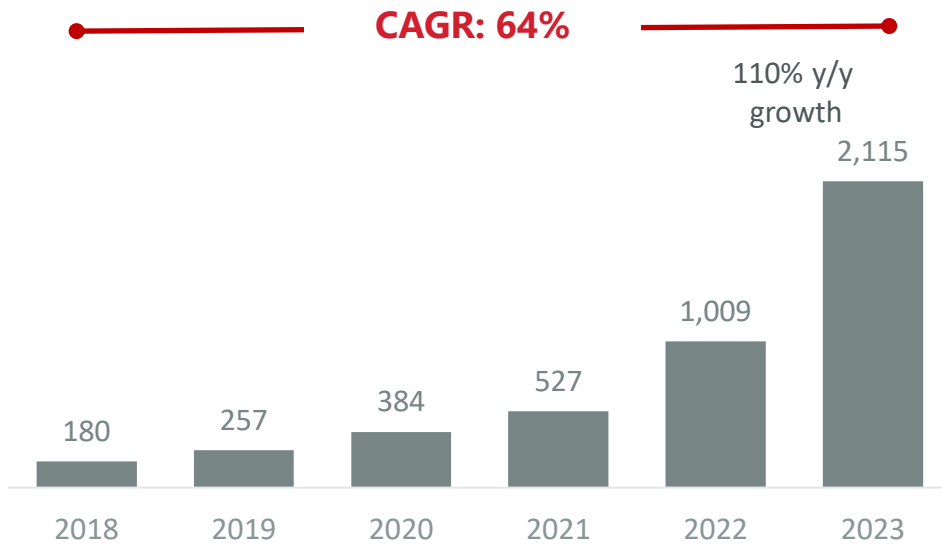
Figures do not include IAS29 adjustments

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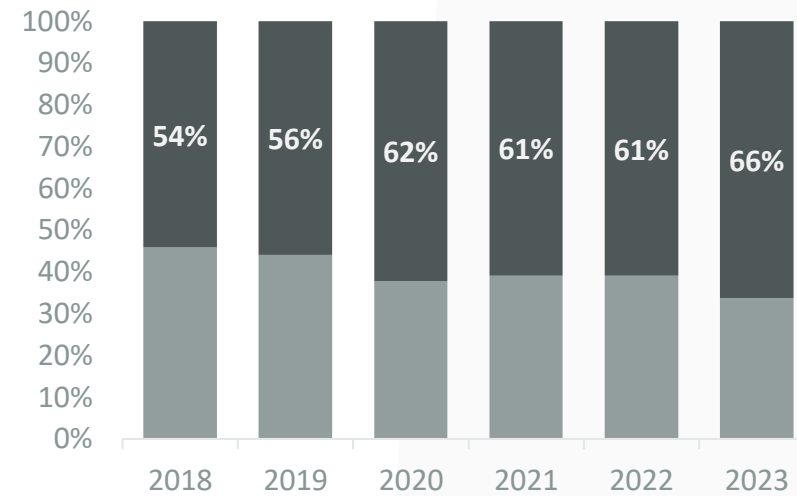
Recurring Revenue Growth Ensuring Predictability

Sustainable revenue growth supported by SaaS transition

Recurring Invoices
TL mn

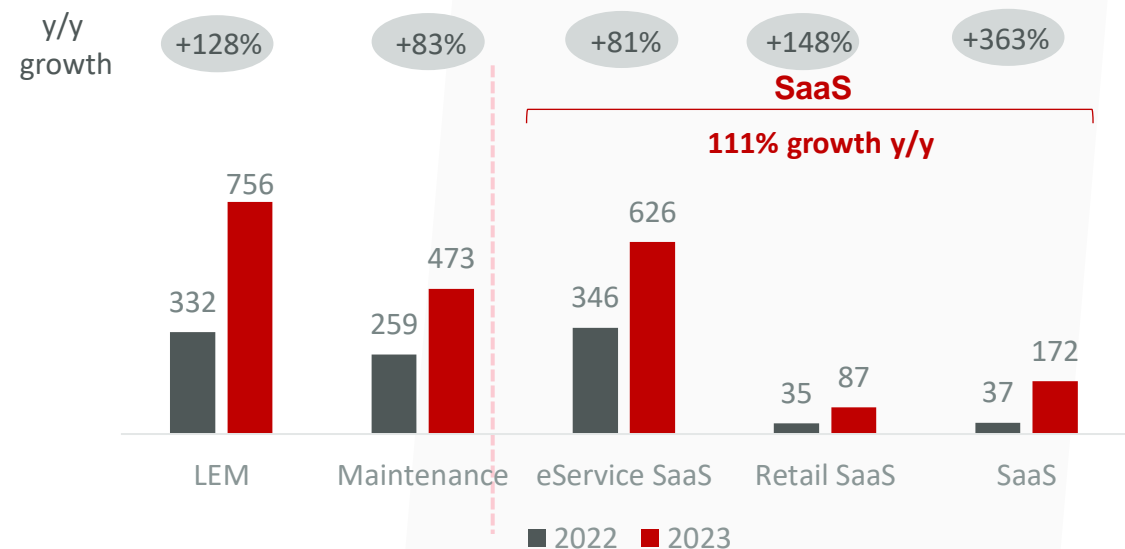


Recurring Invoices/Invoices
%



Strong growth with transition to subscription model in the small segment

Recurring Invoices
TL mn



- Recurring revenues up by 110% y/y, and has 66% share in total invoiced revenue
- SaaS revenues include eService's coin revenues, Retail SaaS, İşbaşı, Peoplise and other SaaS sales from Türkiye and Romania
- SaaS revenues' grew by 111% y/y in 2023
- SaaS revenues recorded 5-year-CAGR of 80%, share in total revenues reached 28% in 2023 from 14% in 2018

Effective financial management and strong balance sheet

Consolidated

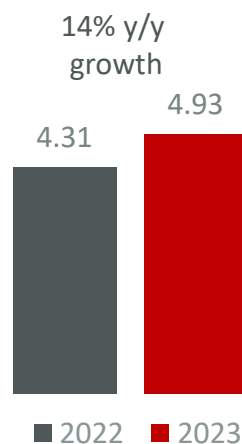
Balance sheet highlights w/ IAS29 adj.

TL mn

	2022	2023	Δ
Cash & Cash Eq.	377.6	488.1	29%
Trade Receivables	638.4	815.7	28%
Tangible Assets	212.2	284.2	34%
Intangible Assets **	2,206.4	2,454.5	11%
Other Assets	1,466.2	1,300.5	-11%
Total Assets	4,900.9	5,343.0	9%
Total Liabilities	2,455.0	3,040.3	24%
Total Shareholders' Equity	2,445.9	2,302.7	-6%
Total Liabilities and Equity	4,900.9	5,343.0	9%
Shareholders Equity Ratio	0.50	0.43	-14%
Current Ratio	0.90	0.66	-27%

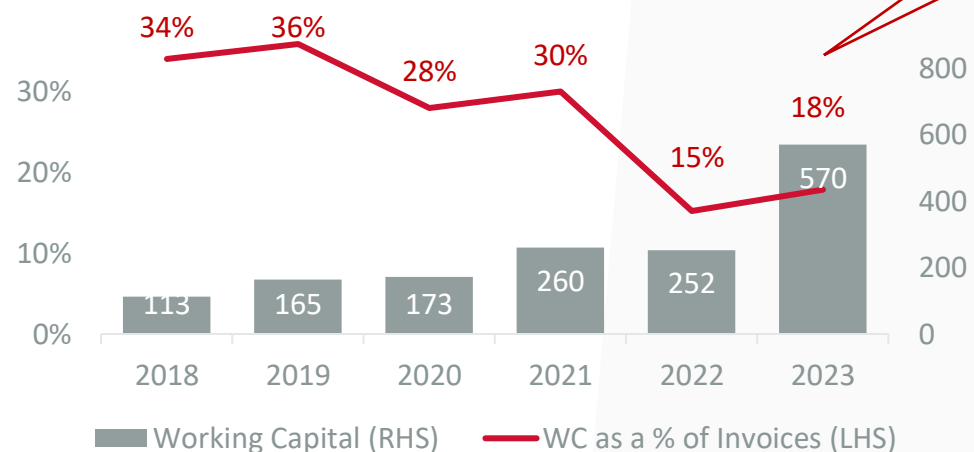
EPS* w/o IAS29 adj.

TL



Working capital w/o IAS29 adj.

TL mn



Working capital: Trade receivables + Inventories – Trade payables
WC/Invoices figures are based on 12-mnth trailing invoices

*Adjusted by 5.00% (2022: 3.61%) treasury shares.

**Includes goodwill.

2024 Guidance

Logo Türkiye expectations:

- 30% invoiced revenue growth w/ IAS29 adj
- 34% IFRS revenue growth w/ IAS29 adj
- EBITDA growth of ~ 15% w/ IAS29 adj
- EBITDA margin of ~ 25% w/ IAS29 adj

- 105% invoiced revenue growth w/o IAS29 adj.
- 107% IFRS revenue growth w/o IAS29 adj.
- EBITDA growth of 73% w/o IAS adj
- EBITDA margin of 22% w/o IAS adj

Total Soft expectations:

- 11% Euro revenue growth
- 24% EBITDA margin

Economic indicator expectations:

- 2024 year-end inflation is 45%
- Average USD/TL rate for 2024 is 36.6
- Average Euro/TL rate for 2024 is 40.0

The background is a vibrant red with a subtle pattern of binary code (0s and 1s) and faint, glowing lines. In the upper left, there are overlapping dark red and white squares. In the upper right, a white rounded rectangle is partially visible with a dark red square at its bottom right corner. The text 'Questions & Answers' is centered in the lower half of the image, enclosed within a white dotted oval.

Questions & Answers

The background is a deep red color with a subtle pattern of binary code (0s and 1s) and a glowing, dotted cylinder in the center. The cylinder is surrounded by a field of small, glowing particles. In the top left corner, there are two overlapping squares, one dark red and one white with a dark red outline. In the top right corner, there is a white rounded rectangle with a dark red square at its bottom right corner. In the bottom left corner, there is a dark red rounded square.

Appendix






Invoiced Revenue Growth and Breakdown

	2018	2019	2020	2021	2022	2023	5-yr-CAGR
Invoiced revenues-consolidated (TL mn)	333.0	460.1	617.7	866.5	1,657.8	3,189.5	57%
<i>y/y growth</i>	<i>29%</i>	<i>38%</i>	<i>34%</i>	<i>40%</i>	<i>91%</i>	<i>92%</i>	
One-time	152.5	203.0	233.5	339.3	648.9	1,074.8	48%
One-time - TR	95.0	130.1	145.6	225.1	379.2	630.9	46%
<i>share in total</i>	<i>29%</i>	<i>28%</i>	<i>24%</i>	<i>26%</i>	<i>23%</i>	<i>20%</i>	
One-time - RO	57.5	72.9	87.9	114.2	269.7	443.9	51%
<i>share in total</i>	<i>17%</i>	<i>16%</i>	<i>14%</i>	<i>13%</i>	<i>16%</i>	<i>14%</i>	
Recurring	180.5	257.2	384.2	527.3	1,009.0	2,114.7	64%
Recurring - TR	130.4	186.6	289.4	405.1	780.7	1,705.1	67%
<i>share in total</i>	<i>39%</i>	<i>41%</i>	<i>47%</i>	<i>47%</i>	<i>47%</i>	<i>53%</i>	
Recurring - RO *	50.1	70.5	94.8	122.2	228.2	409.6	52%
<i>share in total</i>	<i>15%</i>	<i>15%</i>	<i>15%</i>	<i>14%</i>	<i>14%</i>	<i>13%</i>	
Recurring invoice revenues (TL mn)							
LEM	75.7	97.0	124.7	158.3	332.0	756.4	58%
<i>share in recurring</i>	<i>42%</i>	<i>38%</i>	<i>32%</i>	<i>30%</i>	<i>33%</i>	<i>36%</i>	
Maintenance	57.4	77.1	106.9	132.7	258.6	473.5	53%
<i>share in recurring</i>	<i>32%</i>	<i>30%</i>	<i>28%</i>	<i>25%</i>	<i>26%</i>	<i>22%</i>	
eService SaaS	37.9	70.2	133.6	194.4	324.0	626.4	75%
<i>share in recurring</i>	<i>21%</i>	<i>27%</i>	<i>35%</i>	<i>37%</i>	<i>32%</i>	<i>30%</i>	
Retail SaaS	7.9	10.3	12.8	19.9	35.0	86.8	61%
<i>share in recurring</i>	<i>4%</i>	<i>4%</i>	<i>3%</i>	<i>4%</i>	<i>3%</i>	<i>4%</i>	
SaaS (İşbaşı+Peoplise+Logo+Total Soft)	1.5	2.6	4.7	22.0	59.4	171.6	158%
<i>share in recurring</i>	<i>1%</i>	<i>1%</i>	<i>1%</i>	<i>4%</i>	<i>6%</i>	<i>8%</i>	

*Recurring revenues in Romania comprises of maintenance revenues (96%) and SaaS revenues (4%) in 2023.

eLogo: e-Service platform and leader in digital transformation

Latest communique's details (January 22nd, 2022)

	<u>BEFORE</u>	<u>AFTER (eff. as of July 1st, 2022)</u>
 e-invoice	Companies w/sales 5mioł+, Specific sectors with no sales threshold	Companies w/sales 4mioł*+, Companies in some sectors w/sales 1mio ł+, Specific sectors with no sales threshold
 e-archive	All e-invoice issuers and invoices above 5K and 30K	All e-invoice issuers and invoices above 10K**
 e-ledger	Required to safekeep on in-house server, e-invoice integrator or GiB***	No change
 e-dispatch	Companies w/sales 25mioł+, specific sectors	Companies w/sales 10mioł+, specific sectors
 e-selfemp. invoice	All self-employed professionals (doctors, lawyers, etc.)	No change



Thank you for joining us today

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