



FY2018 RESULTS PRESENTATION



Gölnur ANLAŞ
CHIEF FINANCIAL OFFICER
February 14th, 2019

DISCLAIMER

This presentation contains information and analysis on financial statements as well as forward-looking statements that reflect Logo management's current views with respect to certain future events. Although it is believed that the information and analysis are correct and expectations reflected in these statements are reasonable, they may be affected by a variety of variables and changes in underlying assumptions that could cause actual results to differ materially. Neither Logo nor any of its managers or employees nor any other person shall have any liability whatsoever for any loss arising from the use of this presentation.

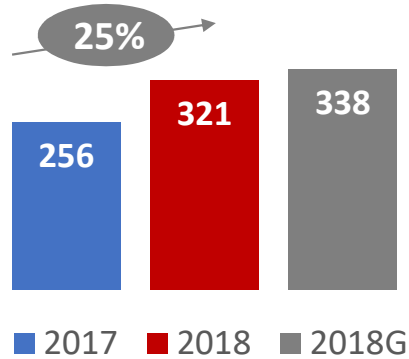
CONTENT

Financial Review
Questions & Answers

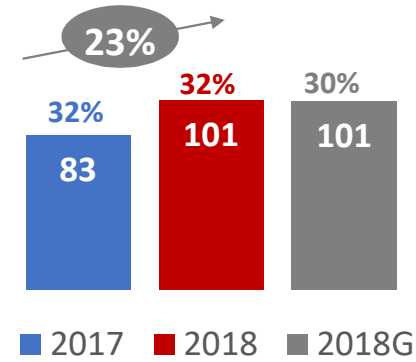
Profitable and Sustainable Growth / Targets Achieved

Consolidated

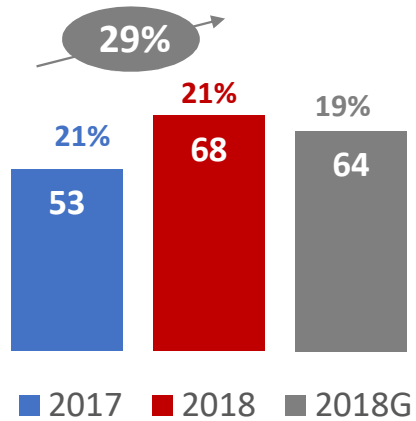
Revenues (TL mn)



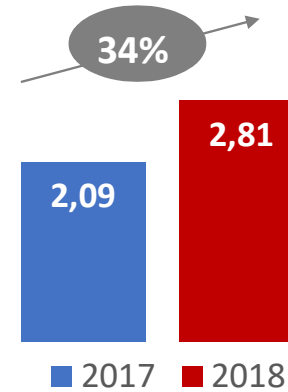
EBITDA (TL mn)



EBT (TL mn)



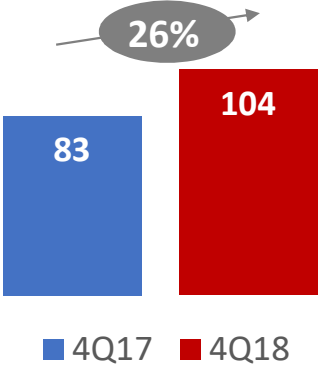
EPS Growth



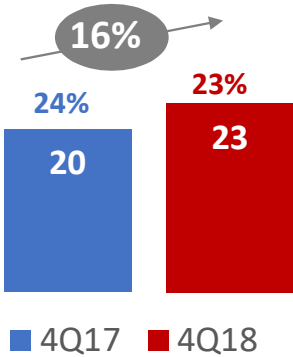
Growth and profitability in 4Q18

Consolidated

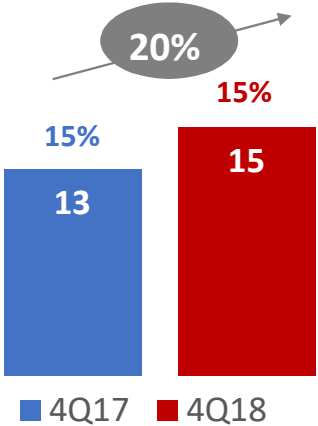
Revenues (TL mn)



EBITDA (TL mn)



Net Income (TL mn)

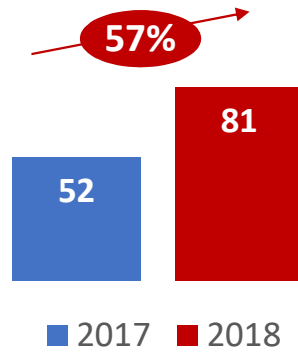


Strong Financial Management

Consolidated

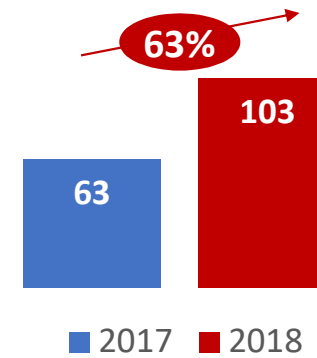
Improved Liquidity

Cash and Cash Eq. (TL mn)



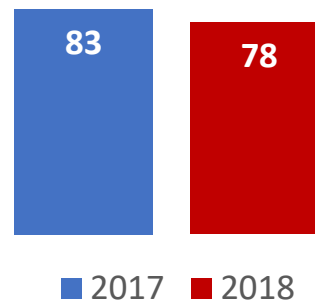
Operating Cash Growth

Operating Cash (TL mn)



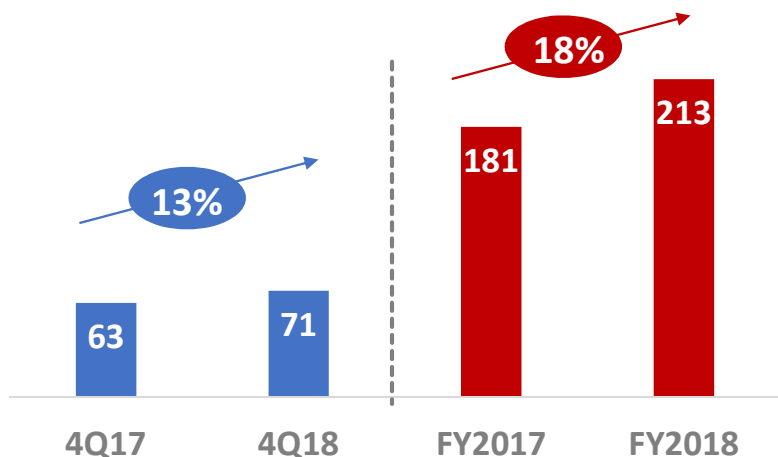
Decrease in Receivable Days

Rcvb days w/out credit card

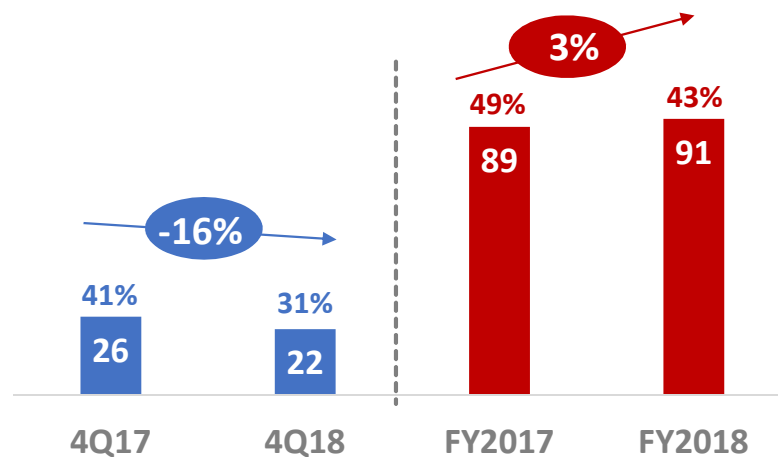


Robust performance despite challenging macro environment in Turkey

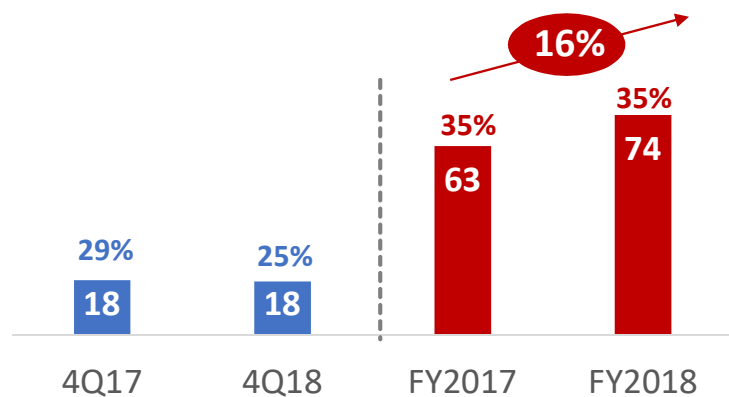
Logo Turkey Standalone - Revenues



Logo Turkey Standalone - EBITDA



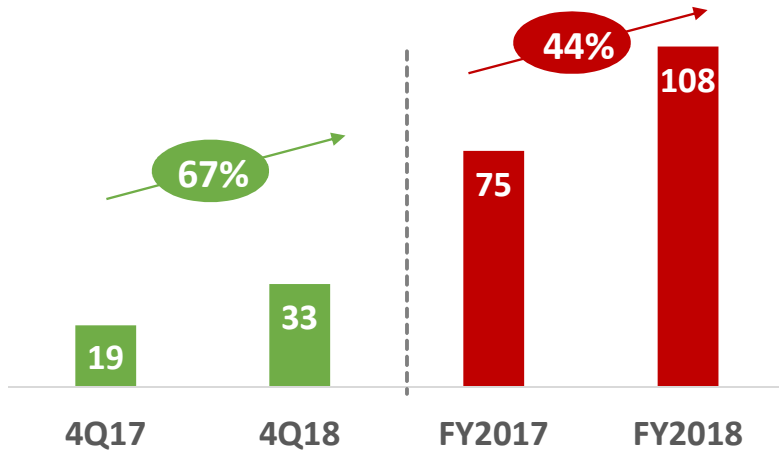
Logo Turkey Standalone - Net Income



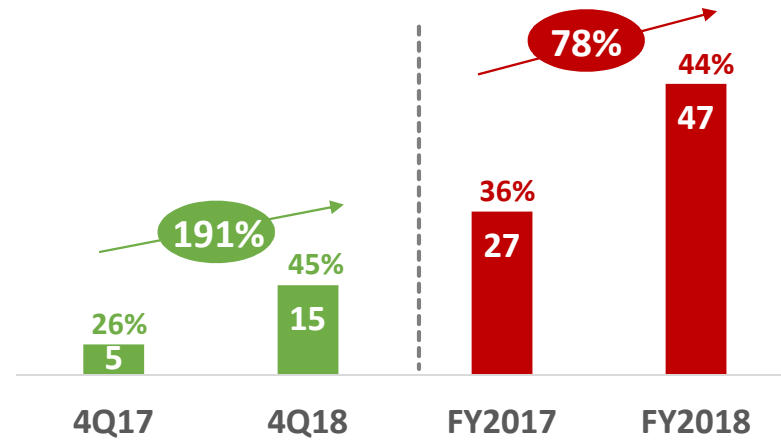
- FY18 EBITDA margin inline with guidance
- 4Q EBITDA margin is lower due to increase in deferred revenue, higher marketing expenses, and higher business partner bonuses

Romanian operations off to a good start

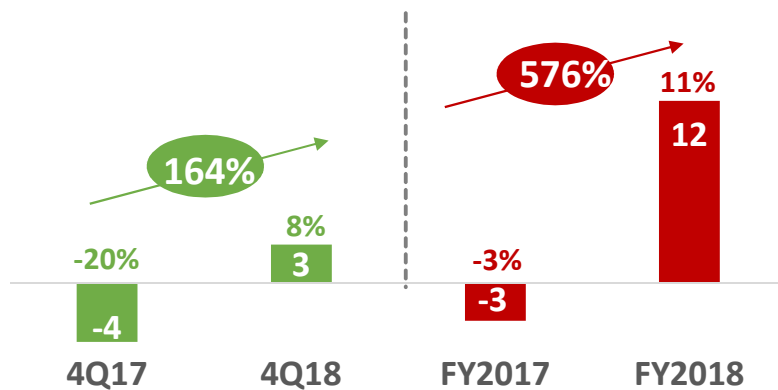
Total Soft - Revenues



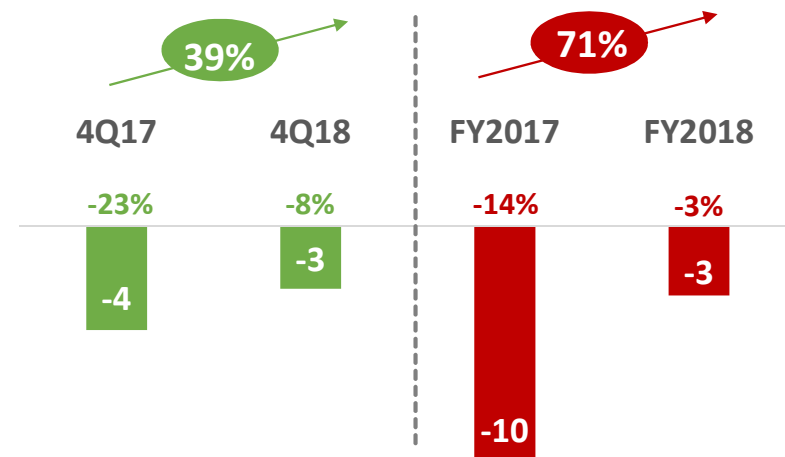
Total Soft – Gross profit



Total Soft - EBITDA

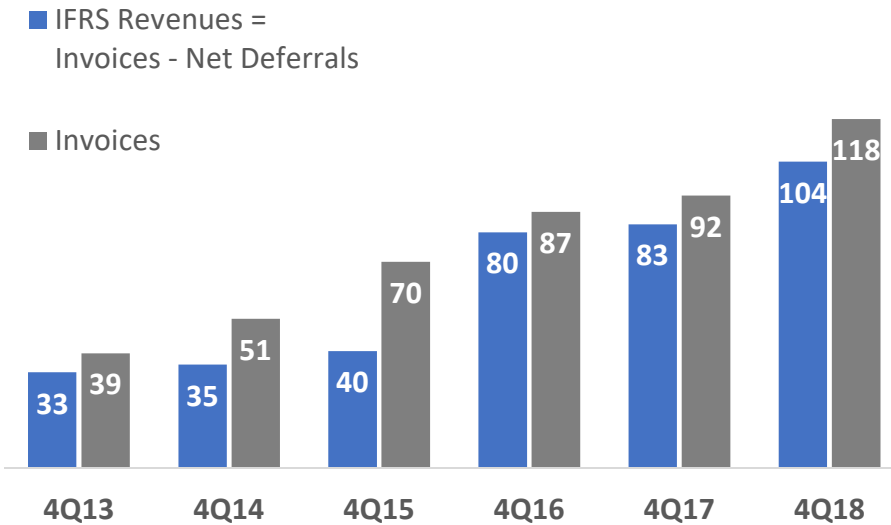


Total Soft - Net Income



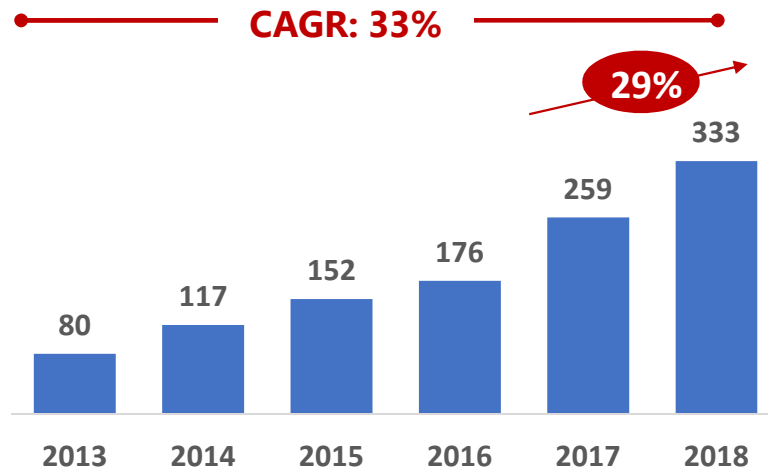
Invoiced Revenue vs IFRS Revenue (Consolidated)

Fourth Quarter Invoices & IFRS Revenues (TL mn)



- **4Q sales invoice growth** reached **28% y/y**
- **Revenue growth** was **26%y/y** in 4Q despite a very challenging environment

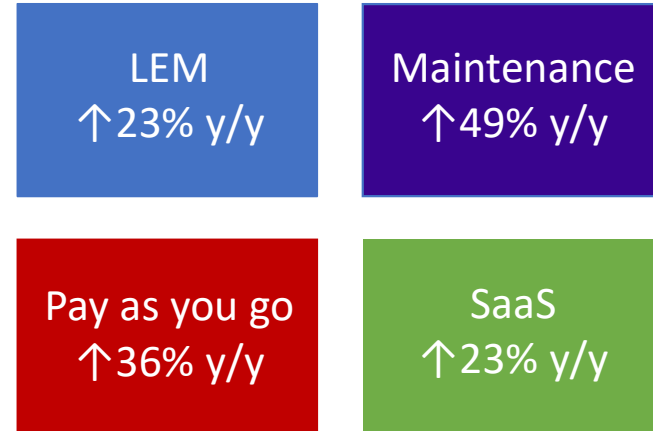
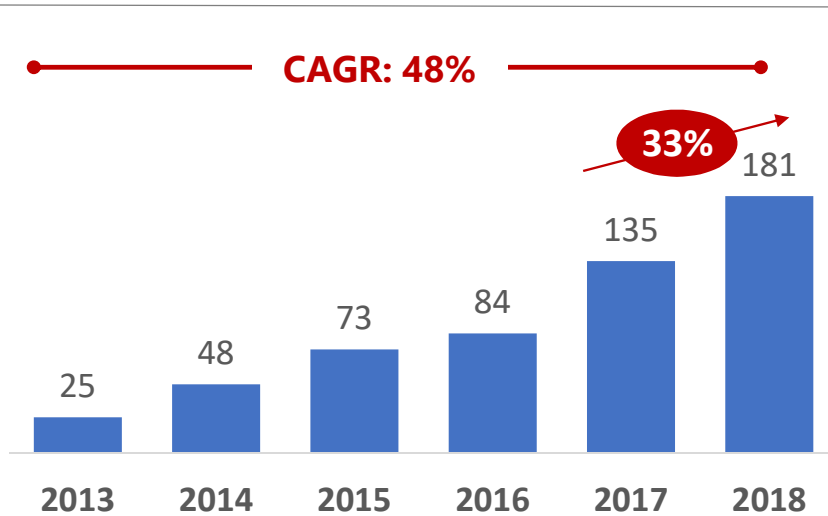
Invoiced Revenues (TL mn)



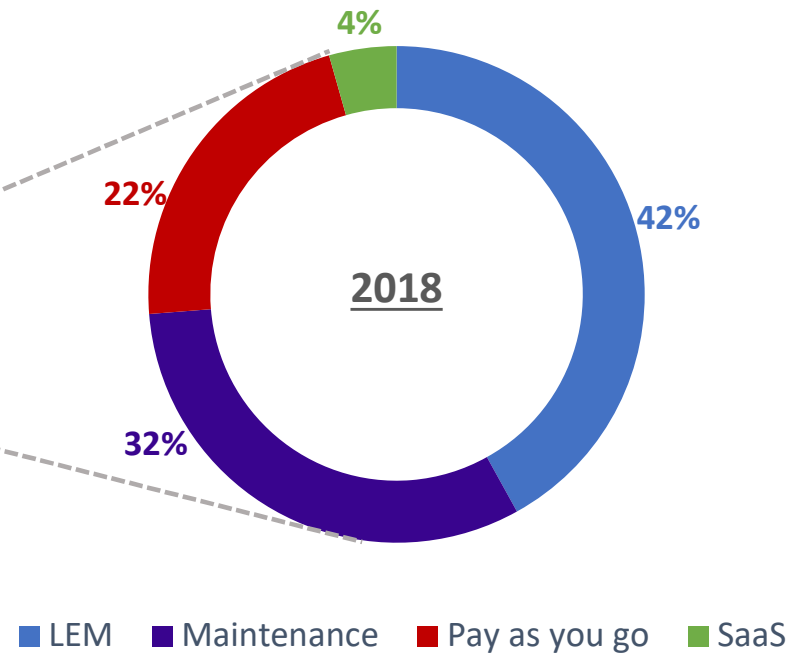
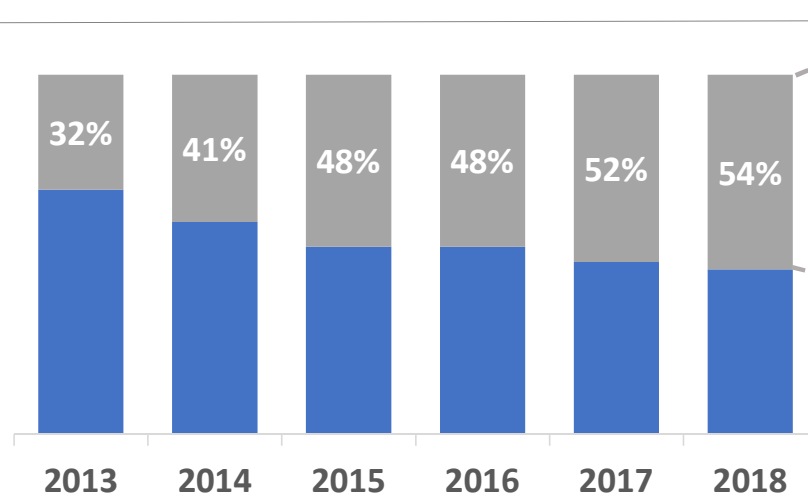
- In **Turkey**, invoiced revenue growth was **21% y/y** in Turkey reaching **225 TL mn**
- **Total Soft's** invoiced revenue increased by 47% and reached **108 TL mn**
- **Recurring** revenues 54% of invoices

Recurring Revenue Growth Ensuring Predictability

Consolidated Recurring Invoices (TL mn)

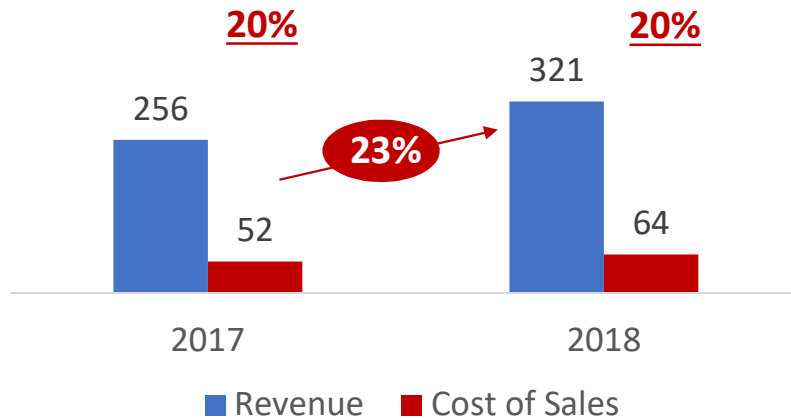


Recurring Invoices/Total Invoices (%)

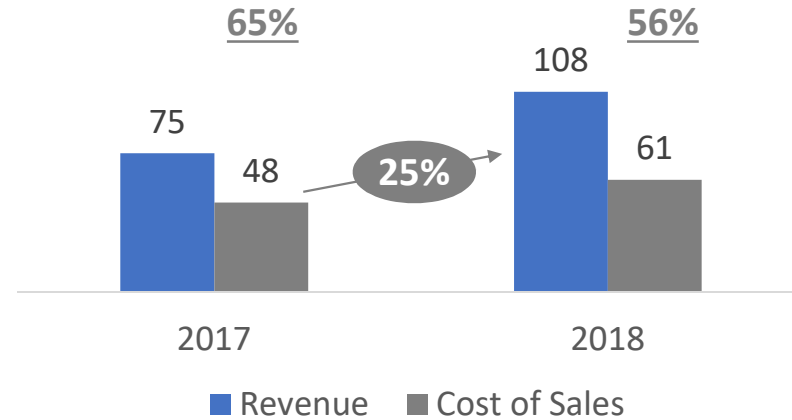


Cost of Sales

Consolidated (TL mn) – As % of IFRS Revenue



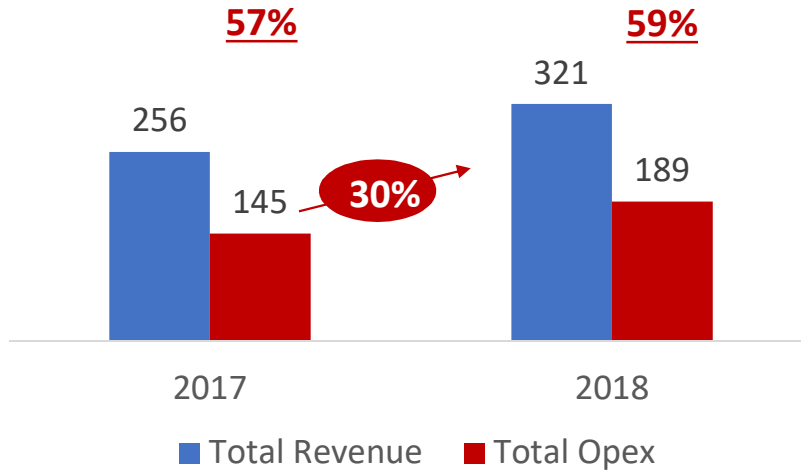
Total Soft (TL mn) – As % of IFRS Revenue



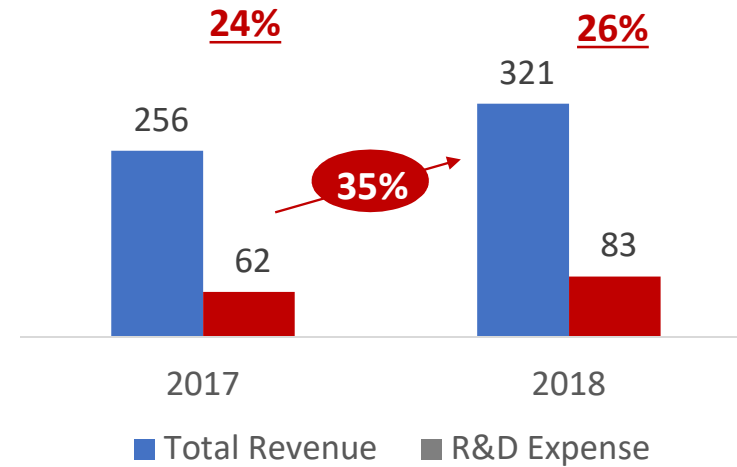
- **New clients** and **new project** additions continue in all solutions
- Successful **project completions** under Financial Services and ERP divisions
- As a result of **higher sales** and more **efficient project implementation** CoS/IFRS Revenue ratio of Total Soft **improved**

Operating Expenses

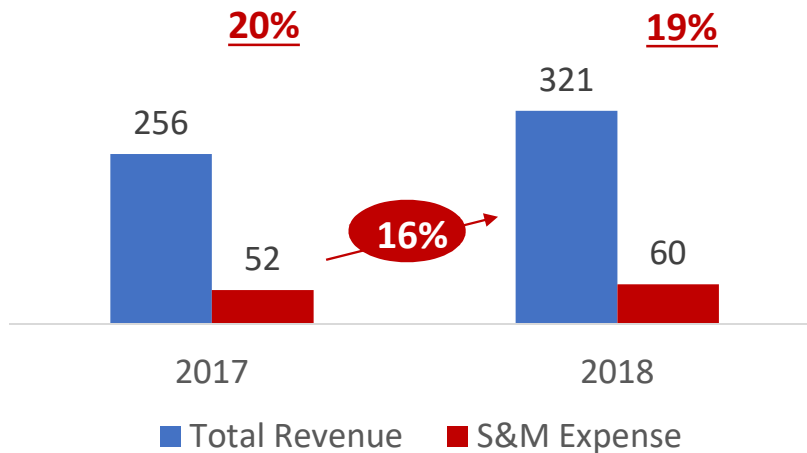
OpEx (TL mn) – As % of IFRS Revenue



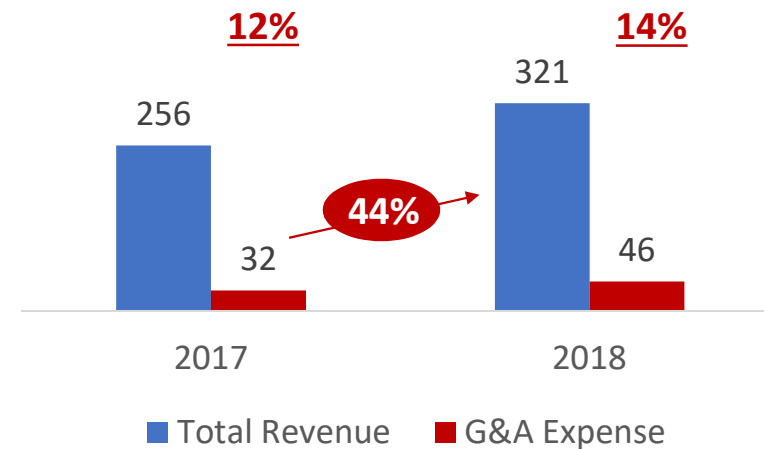
R&D Expenses (TL mn) – As % of IFRS Revenue



S&M (TL mn) – As % of IFRS Revenue

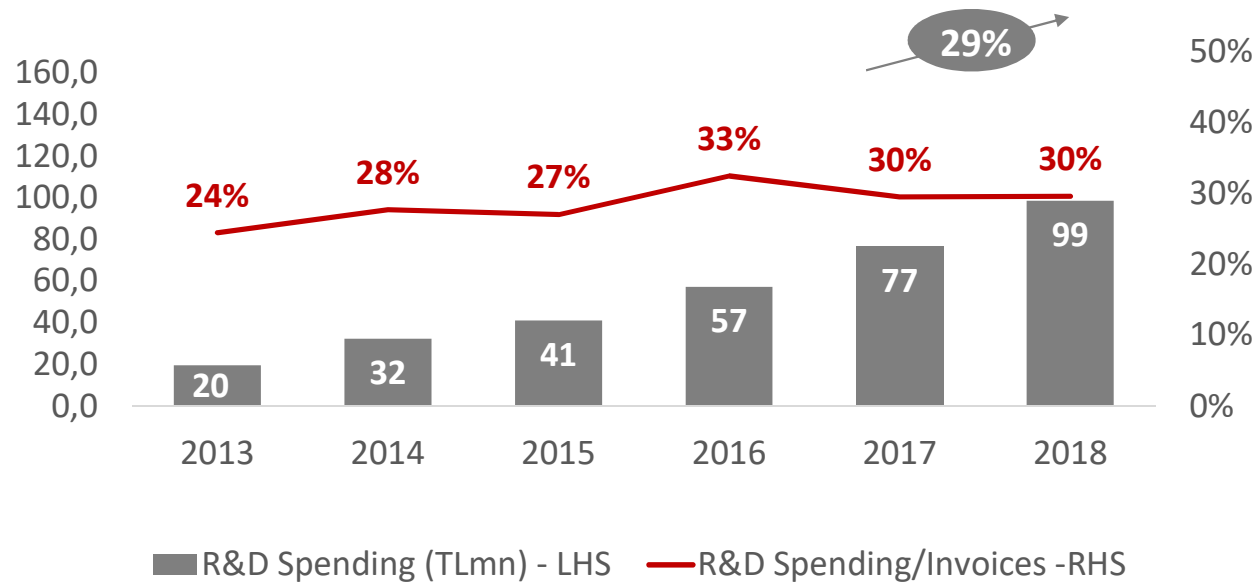


G&A (TL mn) – As % of IFRS Revenue



Dedicated Investment in Technology

R&D Spending (TL mn) – As % of Invoices



Strong Balance Sheet

Balance Sheet Highlights (TL mn)

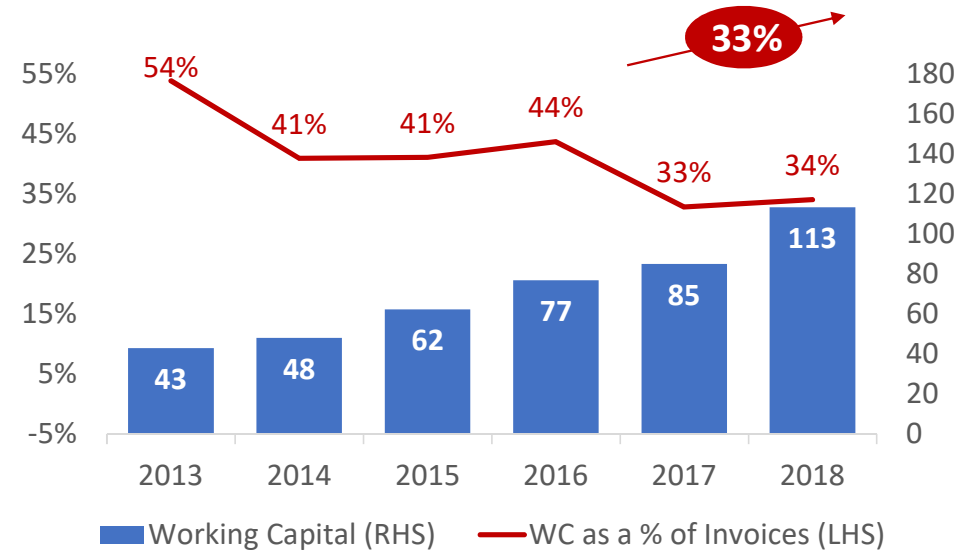
	2017	2018	Δ
Cash & Cash Eq.	51,6	80,9	57%
Trade Receivables	104,5	137,9	32%
Tangible Assets	19,9	20,7	4%
Intangible Assets*	191,9	301,1	57%
Other Assets	15,2	22,5	49%
Total Assets	383,2	563,2	47%
Total Liabilities	173,9	244,6	41%
Total Shareholders' Equity	209,3	318,6	52%
Total Liabilities and Equity	383,2	563,2	47%
Shareholders Equity Ratio	0,55	0,57	4%
Current Ratio	1,41	1,72	22%
EPS**	2,09	2,81	34%

* Includes goodwill

** Adjusted by 2.77% treasury shares for 2017, and by 3.48% for 2018.

- Further improvement in liquidity despite uncertainties and challenges in the Turkish market
- Net debt 18.6* TL mn at end-2018 vs 13.8* TL mn at end-2017
- Total Soft's debt extended with better terms
- Natural hedging, no f/x exposure
- Successful working capital management

Working Capital (TL mn)



Guidance

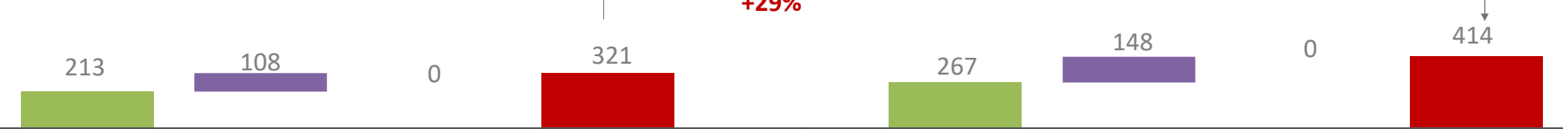
2018

2019 Guidance

Invoiced Revenue (TL mn)



IFRS Revenue (TL mn)



EBITDA (TL mn)



Margins



EBT (TL mn)



Margins



Logo Standalone Total Soft Investments* Consolidated Logo Standalone Total Soft Investments* Consolidated

* Investments = Logo Infosoft (India) and Logo Kobi Digital (Turkey).

CONTENT

Financial Review
Questions & Answers

Thank you for joining us today

LOGO Investor Relations Team

T: +90 262 679 8000

E: investor@logo.com.tr