

# NETAS

Architect of the Digital Future

Investor Presentation

[netas.com.tr](http://netas.com.tr)

f NetasTR    t NetasTR    ▶ NetasTR

in company/netas    N [blog.netas.com.tr](http://blog.netas.com.tr)



# Company Overview



# Netas at a glance

50  
years

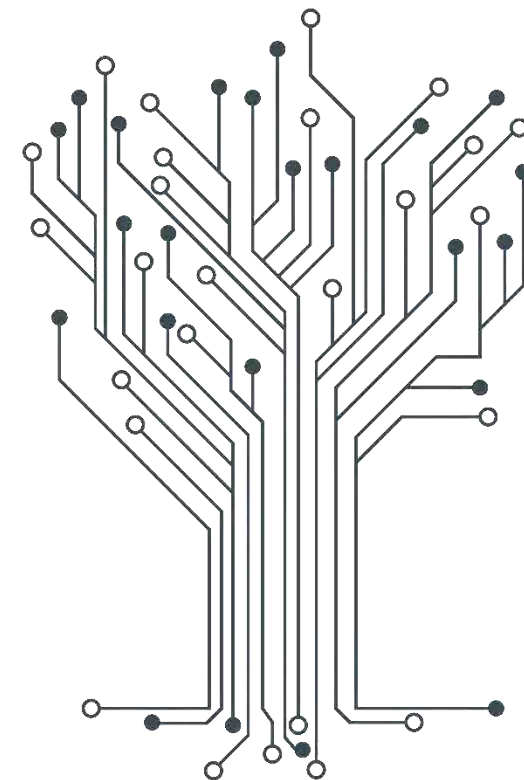
## Turkey's #1 System Integrator

2015 & 2016 Top 500 ICT Companies Survey – “Systems Integrator Of The Year”



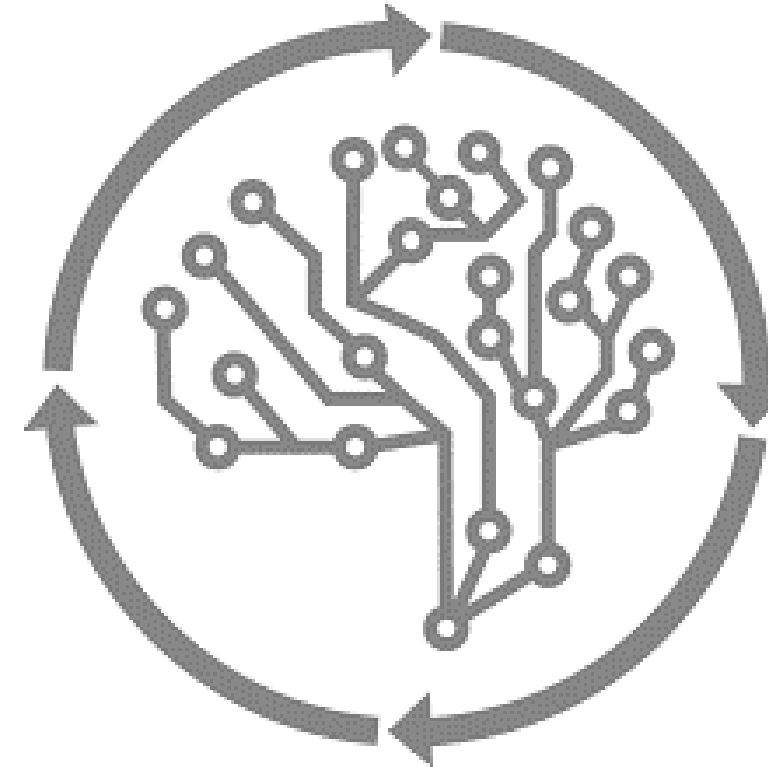
## Solid R&D experience in IT sector

\$500M software exports within last 10 years  
Turkey's 1st private R&D center (1973)



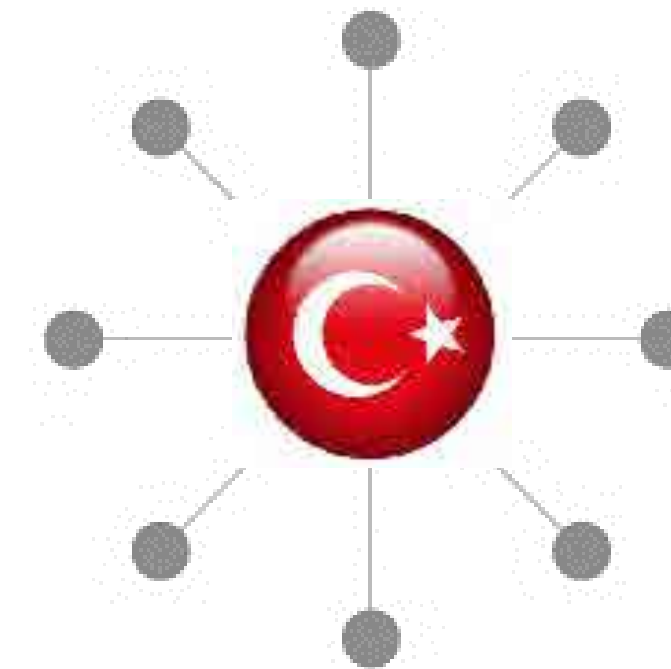
## Strong service capacity

Ability to deliver services to all locations in 81 cities nationwide and beyond national



## Regional Hub

Poised to act as «Regional Hub» for ICT markets across North Africa, Middle East and the CIS



## Accelerating Footprint

International markets including Technology segment constitute 20% of our total sales revenue

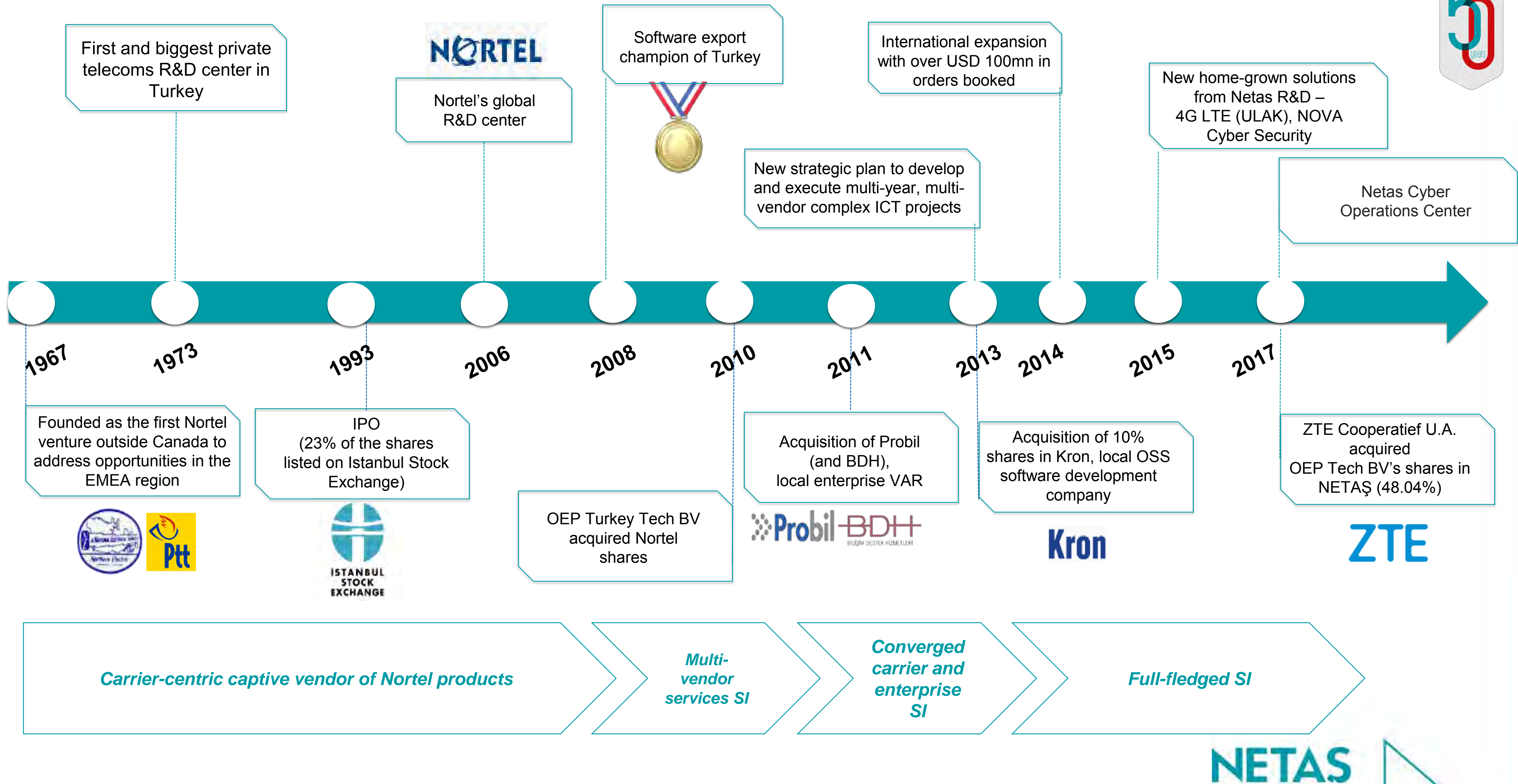


**NETAS**

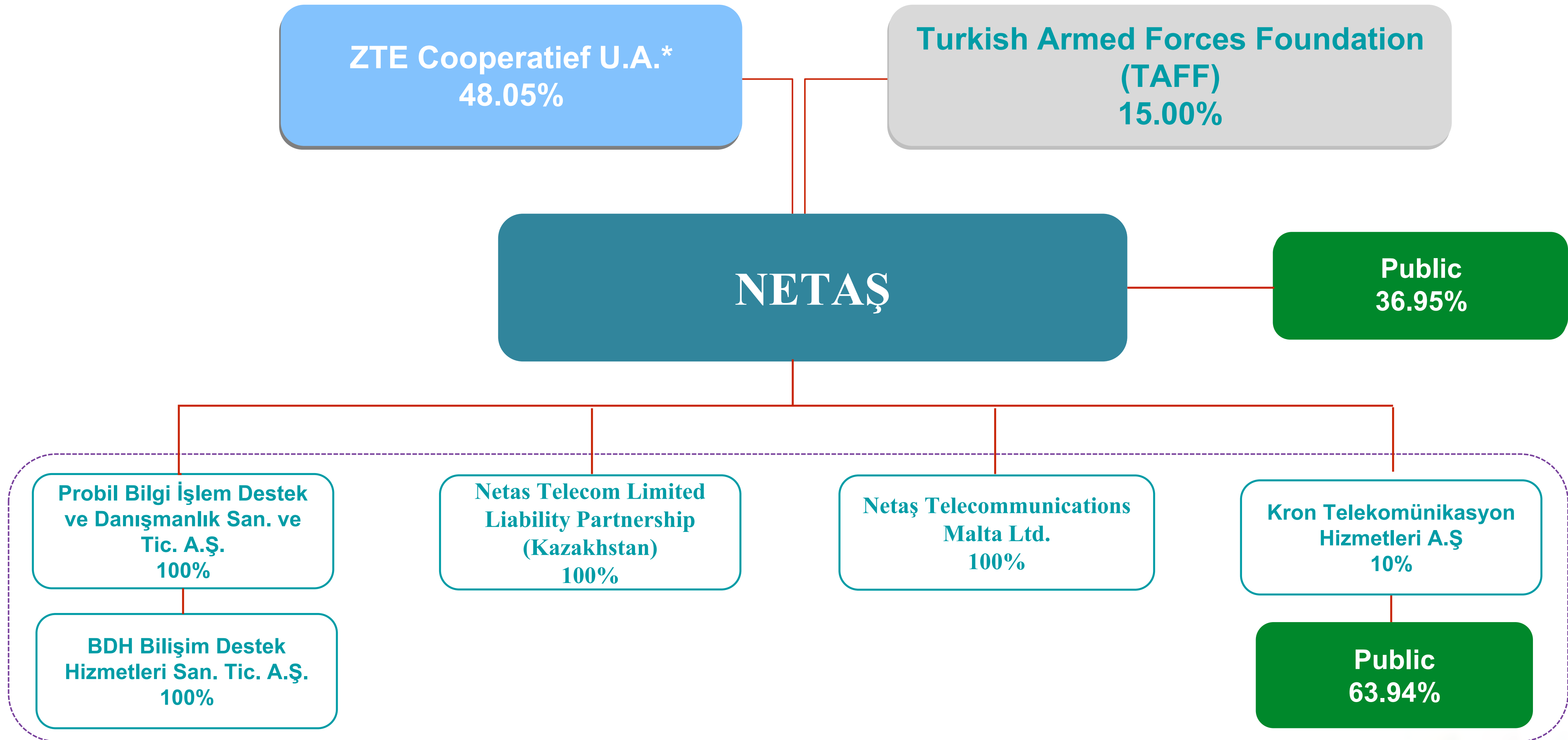
# History

Operational

Corporate



# Ownership Structure



NETAS

\* ZTE Cooperatief U.A. acquired OEP Tech. BV.'s share in Netas on July 28, 2017.



# About ZTE

## ZTE Provides Products and Services in 160+ Countries

- 81K total resources- c. 30K in R&D.
- 107 global branches
- 8+1 global logistics centers, 15 global training centers
- 1 global customer center, 6 regional customer centers, 46 local customer centers
- More than 10K+ post sales resources, 3K+ local contracted partners
- Collaboration with **500+ Operators globally**
- China's first A to H listed company: **Shenzhen as an A-Share** Stock in 1997, **Hong Kong as an H-Share** Stock in 2004.
- ZTE's full-year revenue rose to **RMB 101.2 billion (USD 16.2 billion) in 2016**, bolstered by growth in the company's Carrier Networks and Consumer Businesses.
- ZTE has filed more than **1,500 5G-related patent applications** and **20K terminal-related patents globally**.
- As a **global leader in Pre5G** commercialization and 5G technology, ZTE released full range of 5G pre-commercial base stations, accelerating 5G industrialization.
- ZTE signed **strategic partnerships on 5G development** with the world's top telecommunications carriers including SoftBank, Korea Telecom, Telefonica, Deutsche Telekom, U Mobile, China Mobile, China Unicom and China Telecom.



## Commitment to Employees, Environment and Society



Bringing  
You Closer



Fair Business  
Practices



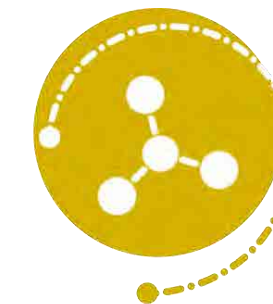
Environmental  
Protection



Societal Good



Caring Employer



Socially Responsible  
Supply Chain

NETAS

# ZTE as NETAŞ' Shareholder

## ✓ One of the biggest technology development investments in Turkey

### This transaction will;

- strengthen Netas' product and service capabilities and support growth in Turkey and in international markets
- enhance ZTE's service capabilities to customers in Turkey as well as several key overseas market
- further strengthen Netaş' global software solutions business
- leverage ZTE global footprints
- give ZTE a regional hub to support operations in Turkey and neighboring countries

### R&D collaborations with Netaş;

- ZTE's vision, knowhow and patent portfolio, along with Netaş' expertise in VoIP, IT, GSM-R, cyber security and other technologies, will bring more exciting solutions and breakthroughs to the ICT industry
- ZTE will assist Netaş to strengthen its R&D capabilities and support Netaş' current 4.5G solutions to make ULAK more competitive globally
- Netaş will not only have access to ZTE's solutions developed for telecom service providers, public sector institutions and consumers, it will also carry its innovative solutions such as IoT platform to ZTE's global customer base
- Netaş and its customers will also benefit from ZTE's existing project financing agreements

## ✓ Netaş will remain committed to its corporate values, to delivering the best value and service levels to clients, to working closely with existing suppliers and to nurturing developed-in-Turkey innovations

## ✓ ZTE has a long-term strategy in Netaş and Turkish ICT market

**NETAS**



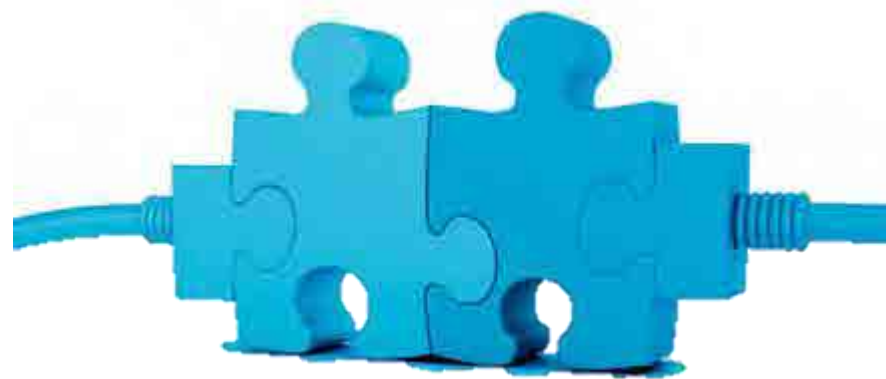
# Business Overview



# Business Focus Area

## End to end SI

- ✓ Full solution sales with services attached
- ✓ Technology consultancy



**Complex multi-year multi-million dollar transformation projects delivered**

**Tailored for customers**

## Services

- ✓ Managed Services
- ✓ Deployment and I&C
- ✓ Support/Maintenance
- ✓ Warranty, repair



**Servicing customers across Turkey and the Region as per SLA's and high quality standards**

**Widespread & Reliable**

## Innovation

- ✓ Own Products & Solutions
- ✓ Custom Software & Application
- ✓ Homegrown 4G LTE solution

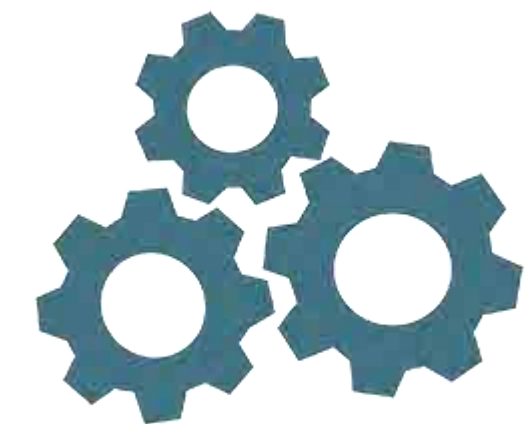


**Constant innovation & championship in patent applications – applied for 220 patents in the last 3 years**

**700+ R&D engineers**

## Manufacturing

- ✓ Telco hardware – firmware – software production in niche verticals
- ✓ Repair center



**Development of Hardware & software and customized products in 10K sqm facility**

**As per global standards**

50  
years

**NETAS**



# Strong R&D Technology Know-how



## Commercial and Academic R&D Output



**220**

**patent**  
applications  
in the last  
3 years



**\$500M**

software exports  
in the last  
10 years

## Technology Know-how

**Cyber Security**

**Internet of Things**

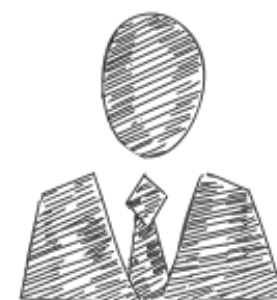
**Multimedia**

**Mobile Broadband (4.5/5G)**

**Defense Communication  
Solutions**

**Application Development**

## Competent Workforce



**700** +  
R&D  
engineers

Age  
Average  
**33**

## National and International Partnerships

**Vice Chairman of the Board of Celtic Plus**

**European Union Networld 2020 Board Member**

**ETSI membership / oneM2M studies**

**5GIA Membership**

**4 Celtic Plus, 4 ITEA3, H2020 ongoing projects**

**4.5G Base Station "ULAK" Consortium**

**90 collaborations with 18 Different European  
Countries within the scope of European Union  
Cooperation (62 institutions - 28 universities)**

**NETAS**



# Strong R&D Technology Know-how

50  
years

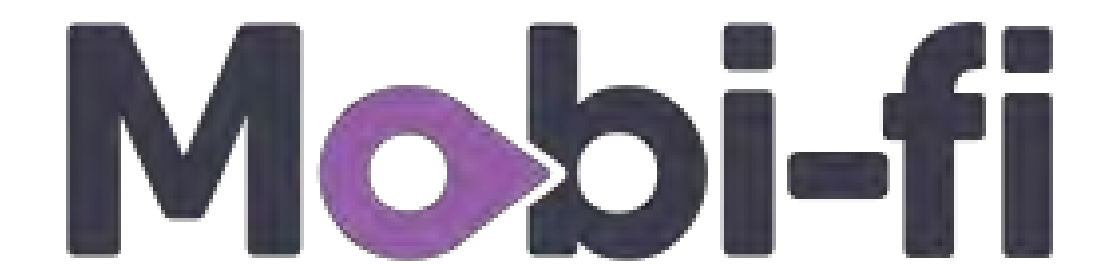
## Recently Commercialized R&D Products



Video Communications Platform



Smart Grid Solutions



Field Management Solutions



Cyber Security Solutions



Mobile Test Automation



Next Generation IoT Solutions

NETAS



# Technology Ecosystem and Strategic Partnerships

50  
years



**SAMSUNG**

**AVAYA**

**ARBOR**  
NETWORKS



**vmware**<sup>®</sup>

**FORTINET**<sup>®</sup>

**THALES**



**HITACHI**

**ORACLE**<sup>®</sup>



100 +  
partnerships with marquee vendors...

**NETAS**



# International Markets

## Technology Exports to 50 customers in 70 cities

50  
years

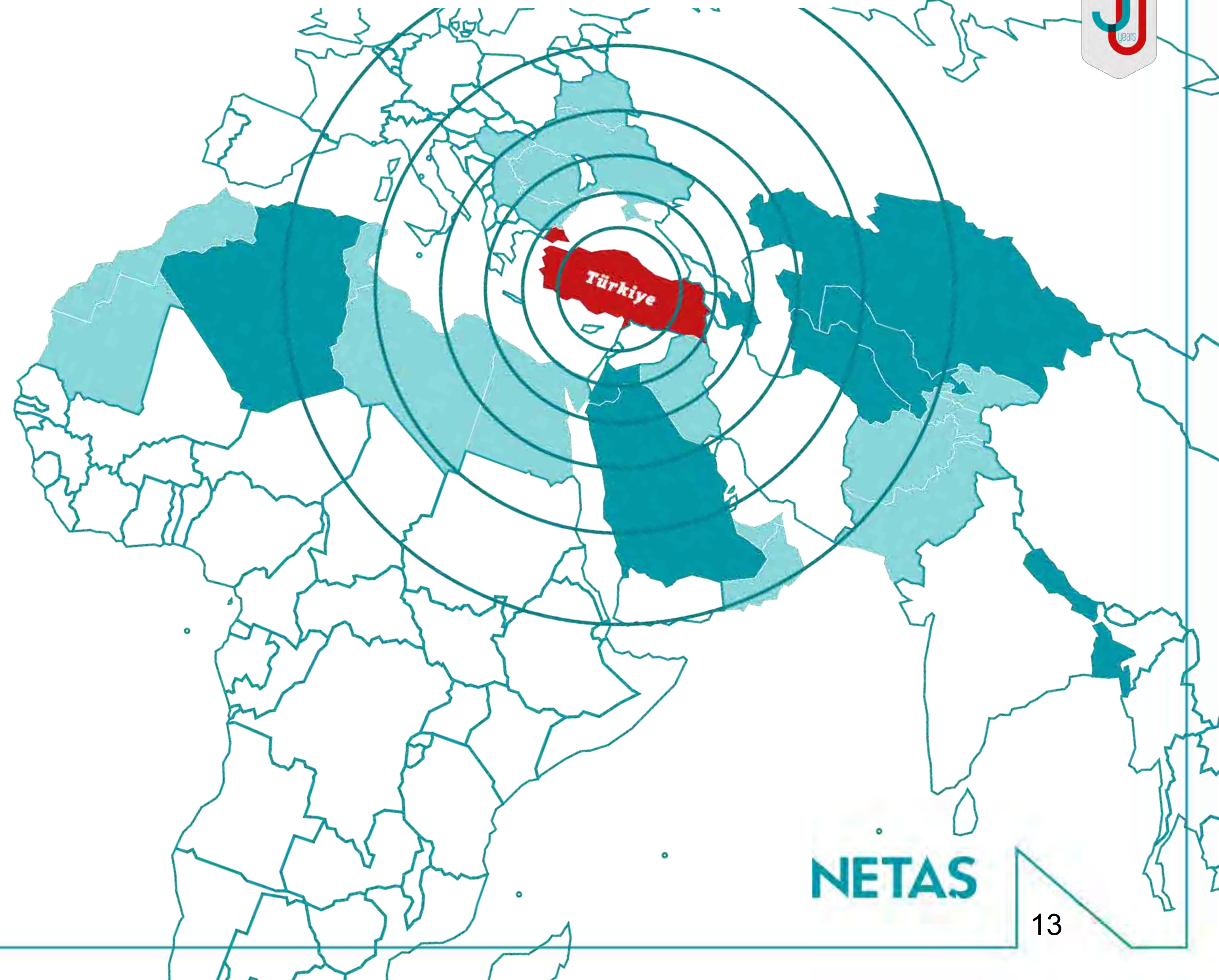
**Reputable and trusted  
brand in the region**

### **Main Territories**

North Africa,  
Turkic Republics  
and Asia Pacific

### **Major Projects**

- Significant projects with government entities, mobile operators and enterprises in Algeria
- Optic infrastructure deployment in Bangladesh
- IP infrastructure solutions provided to telecom operators in Kazakhstan, Uzbekistan, ...
- Data center and next generation technology solutions & services project at Africa's #1 oil and gas company



**NETAS**



# Selected Smart Projects



# Vertical Sector Focus

50  
years

## Telco



Providing services to major **telecom service providers in Turkey**. Also serving major operators in the **CIS, North Africa and Bangladesh**

## Public



Preferred ICT provider to the Turkish **government & public safety ecosystem**; large share of wallet in major public ICT projects. Strong footprint outside **Turkey**, including contracts with the **Algerian Ministry of National Defense**

## Finance



Addressing majority of the IT infrastructure within major **banks & financial institutions in Turkey**; 5.000 bank branches being served nationwide

## Sports and Entertainment



Executed the first **smart stadium** project for Turkish Football Federation in 44 football stadiums

## Energy



Designing and delivering ICT solutions for the top **energy companies**

## Retail & FMCG



70% share within the ICT infrastructure of Turkey's top **conglomerates**

NETAS



# Sector Focused Smart Solutions



## Public Sector

### Disaster and Emergency Management

Managing multiple decision support mechanisms of the government from a single interface during disaster and emergency situations



### Audio - Visual Unified Solutions

Increasing the effectiveness and efficiency of the Turkish judicial system with unified communications



### Digital Transformation in the Educational System

Empowering the Ministry of Education within the scope of FATİH Project by providing best-of-breed ICT infrastructure and solutions



**NETAS**



# Sector Focused Smart Solutions



## Finance

### Unified Communication Solutions

Turkey's biggest cloud based unified communications project deployed at one of Turkey's leading banks



## Aviation and Transportation

### ICT Infrastructure at Istanbul New Airport

Establishment and operation of all information and communication infrastructure of Istanbul New Airport



## Energy & Utilities

### Energy Solutions

Automatic counter reading systems, smart grid solutions and IT infrastructure systems





# Sector Focused Smart Solutions



## Sports & Entertainment

### Smart Stadiums

Smart stadium projects covering WiFi systems, stadium operation center, camera integrations, e-ticket solutions for 44 stadiums in 26 cities



## Telecommunications

### Network Optimization Services

Network optimization project with the leading mobile operator in Algeria



## Energy

### Cloud Technologies and Services Project

Next-generation data center solutions and related technology services to Africa's 1st, World's 11th biggest oil and gas company

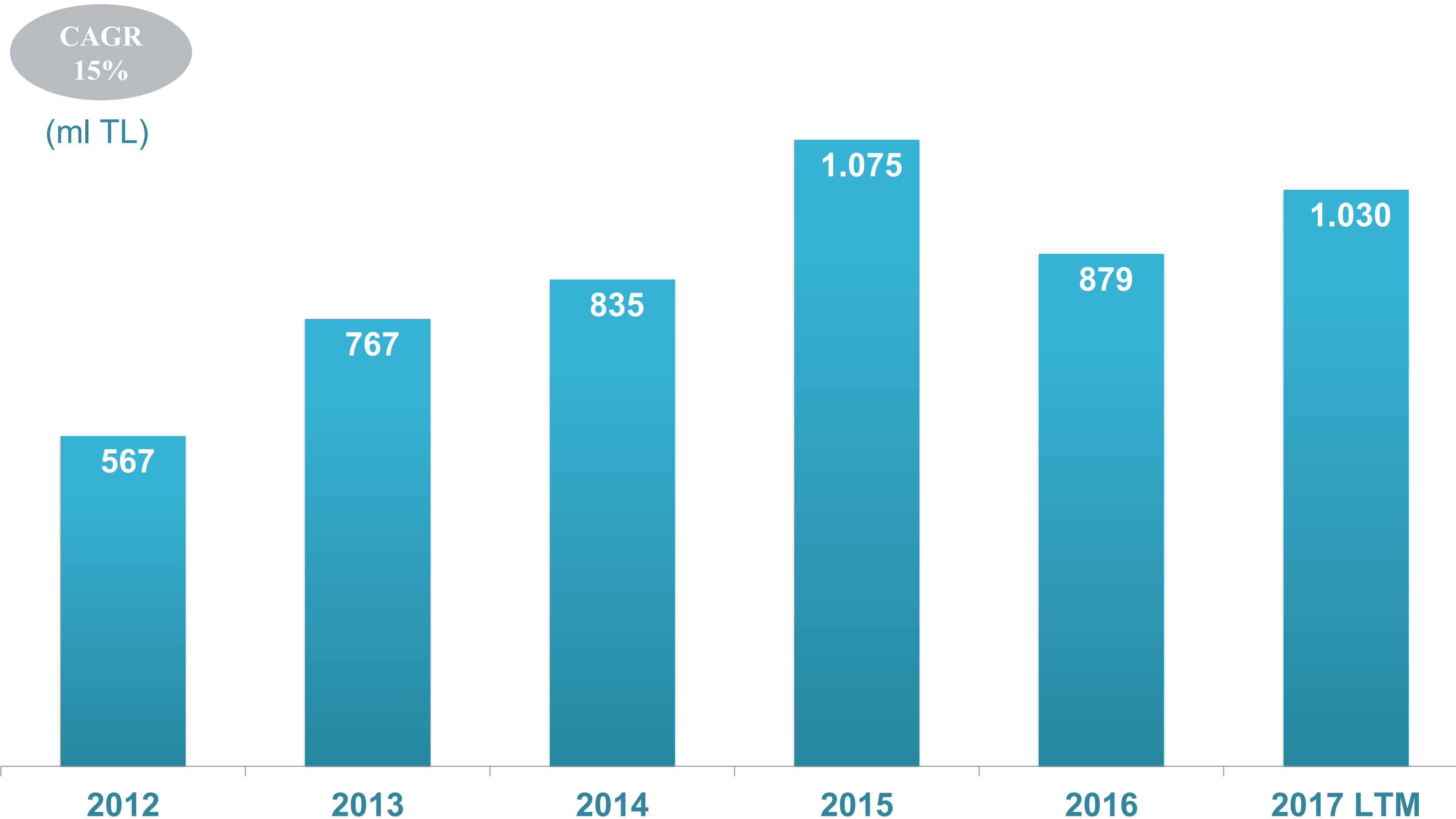




# Financial Review



# Continued Order Booking Momentum



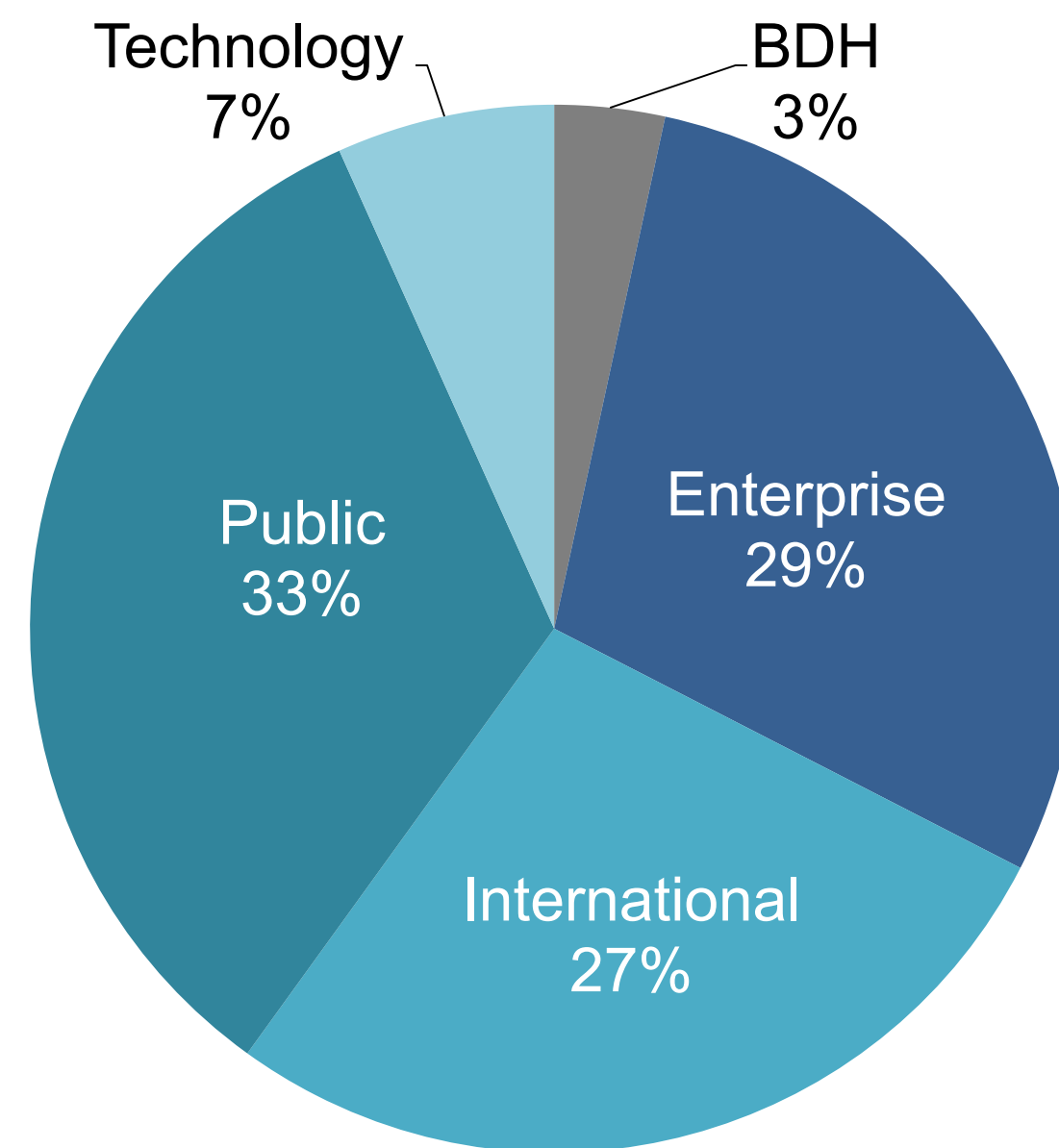
✓ Well diversified customer portfolio enabling order booking momentum

NETAS

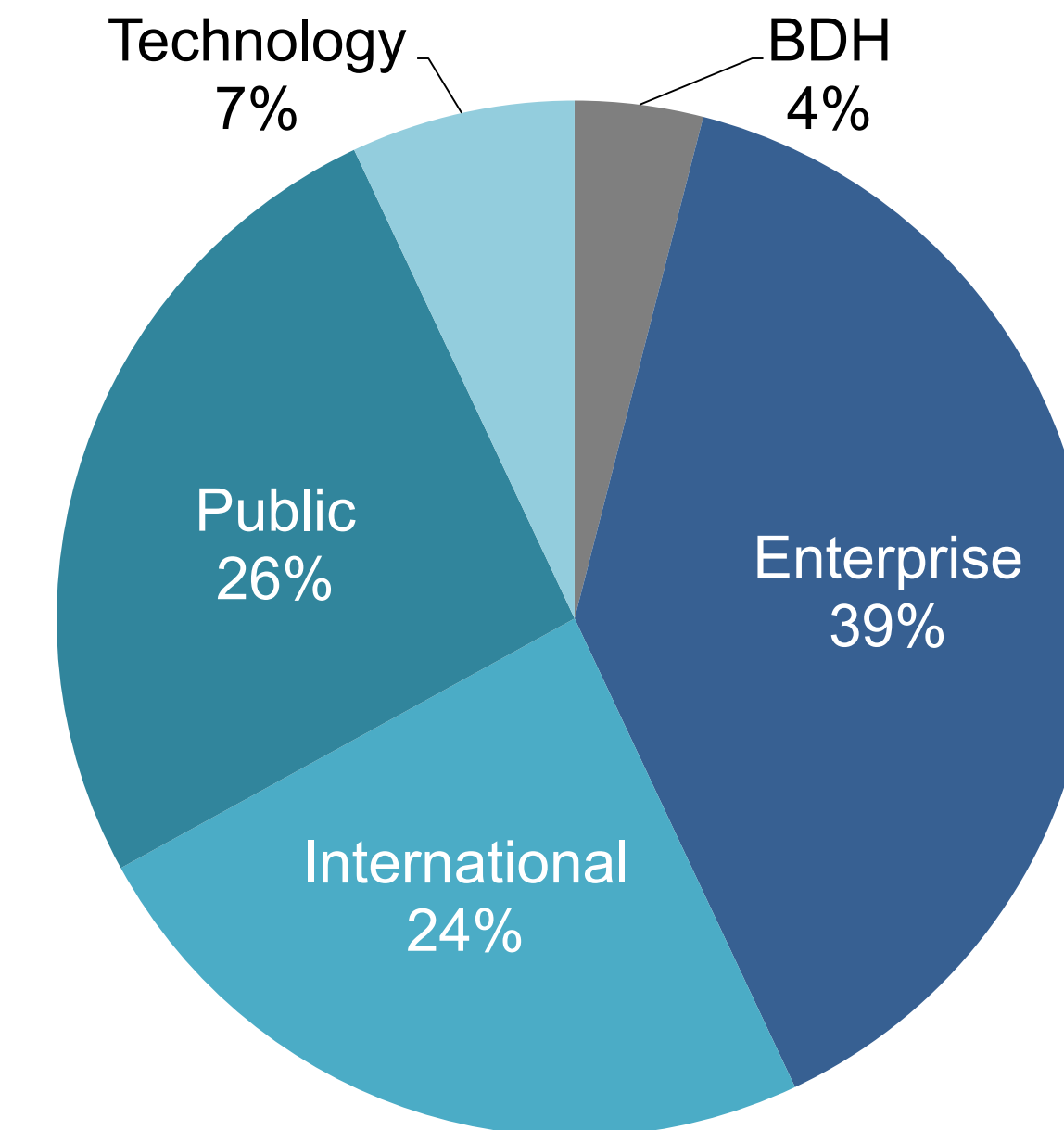


# Order Booking Breakdown (ml TL)

## LTM 2017



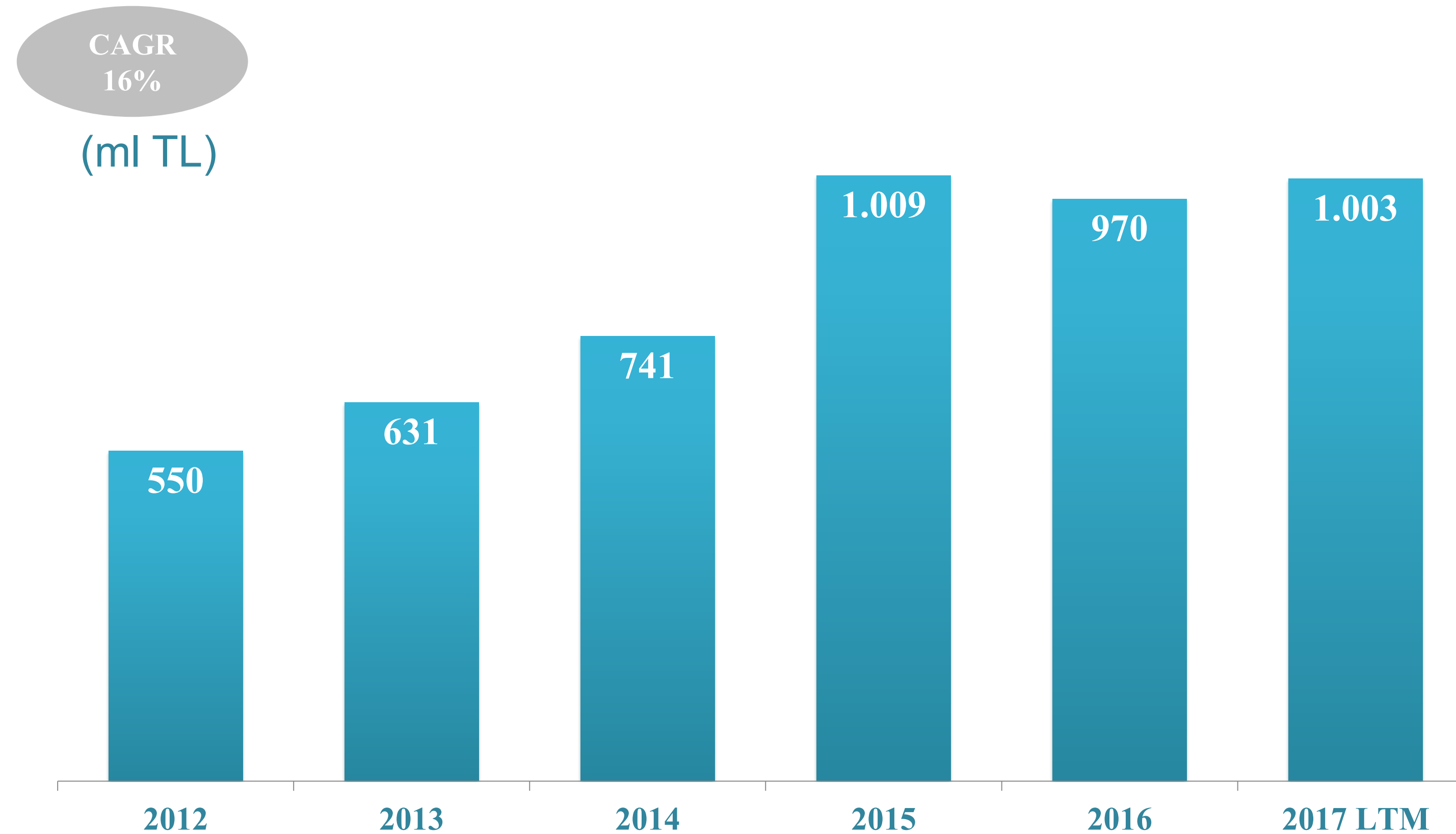
## YE2016



- ✓ Consolidated order booking grew by 35% y-o-y in 9M2017 with the support of;
  - IGA Project (€10.8 million) - installation and operation of the wired and wireless area networks
  - Project for Algerian Ministry of Defense (USD 19.5 million) - Phase 2



# Strong Revenue Growth

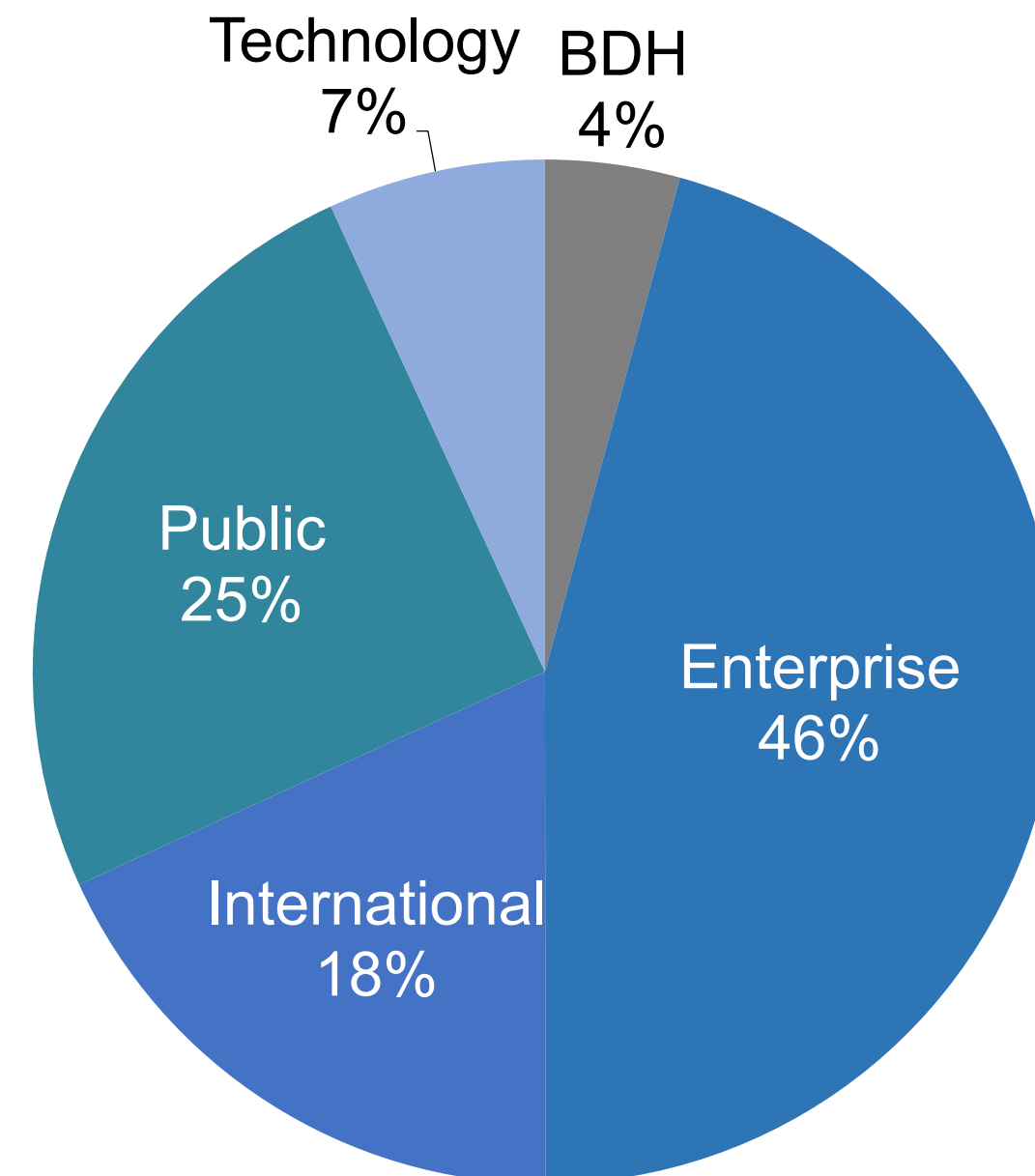


- ✓ Strong brand recognition
- ✓ Diversified business structure
- ✓ Strong backlog

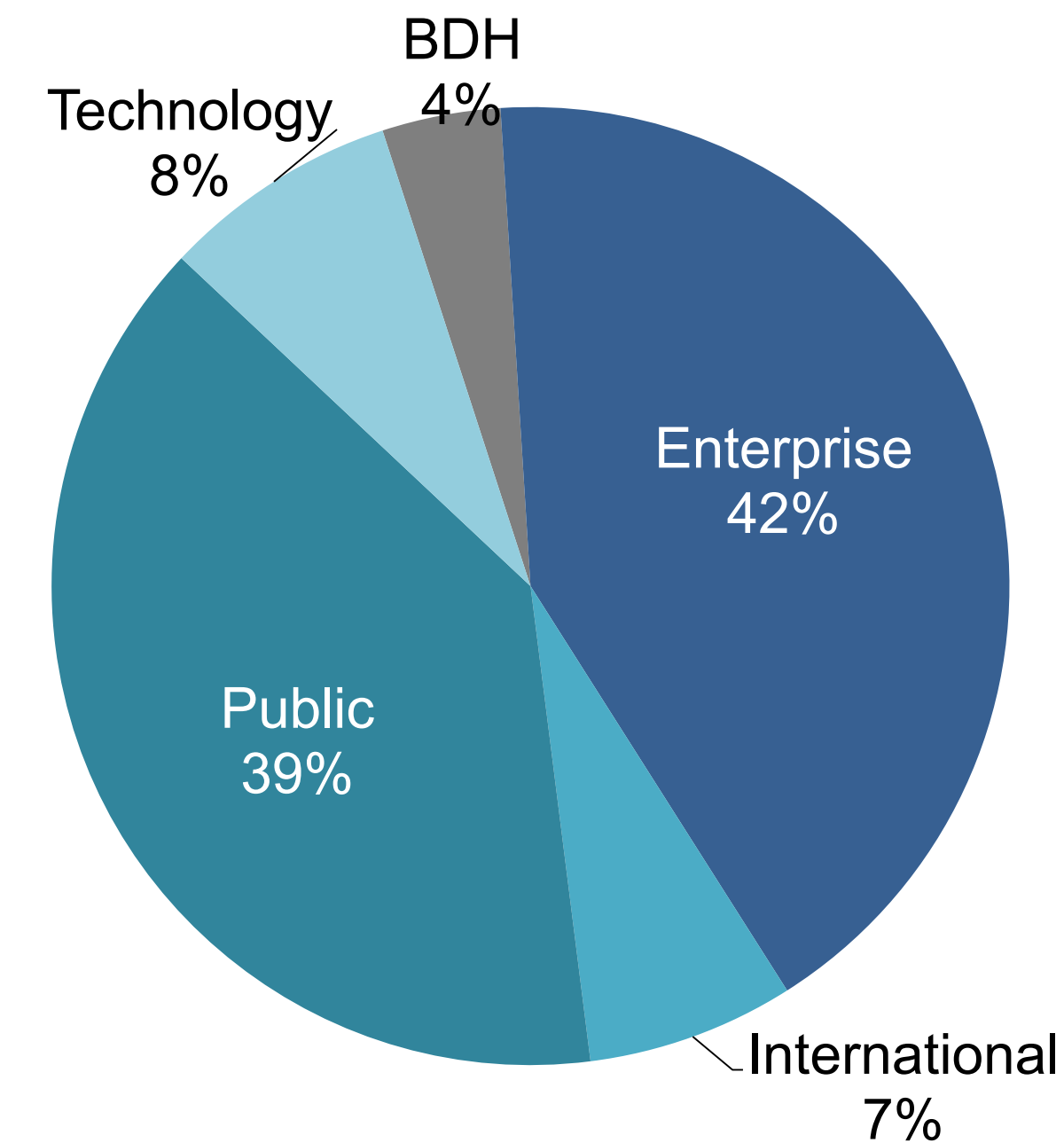


# Revenue Breakdown (ml TL)

## LTM 2017



## YE2016



## Major projects

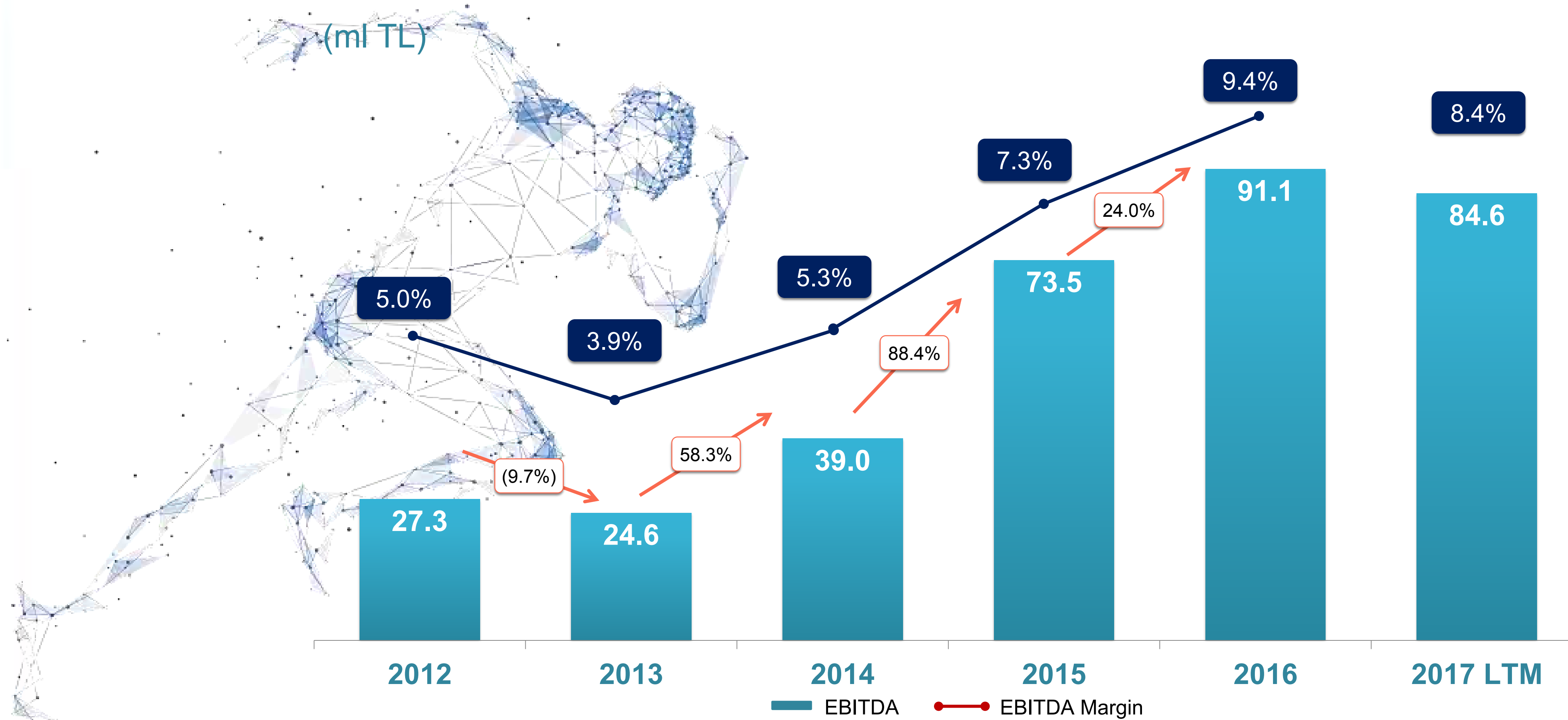


- ✓ Increasing revenue performance in Enterprise and International segments
- ✓ Improvement in International's revenue by 238% in 9M2017



# Sustainable EBITDA Growth

50  
years



NETAS



# Strong Balance Sheet

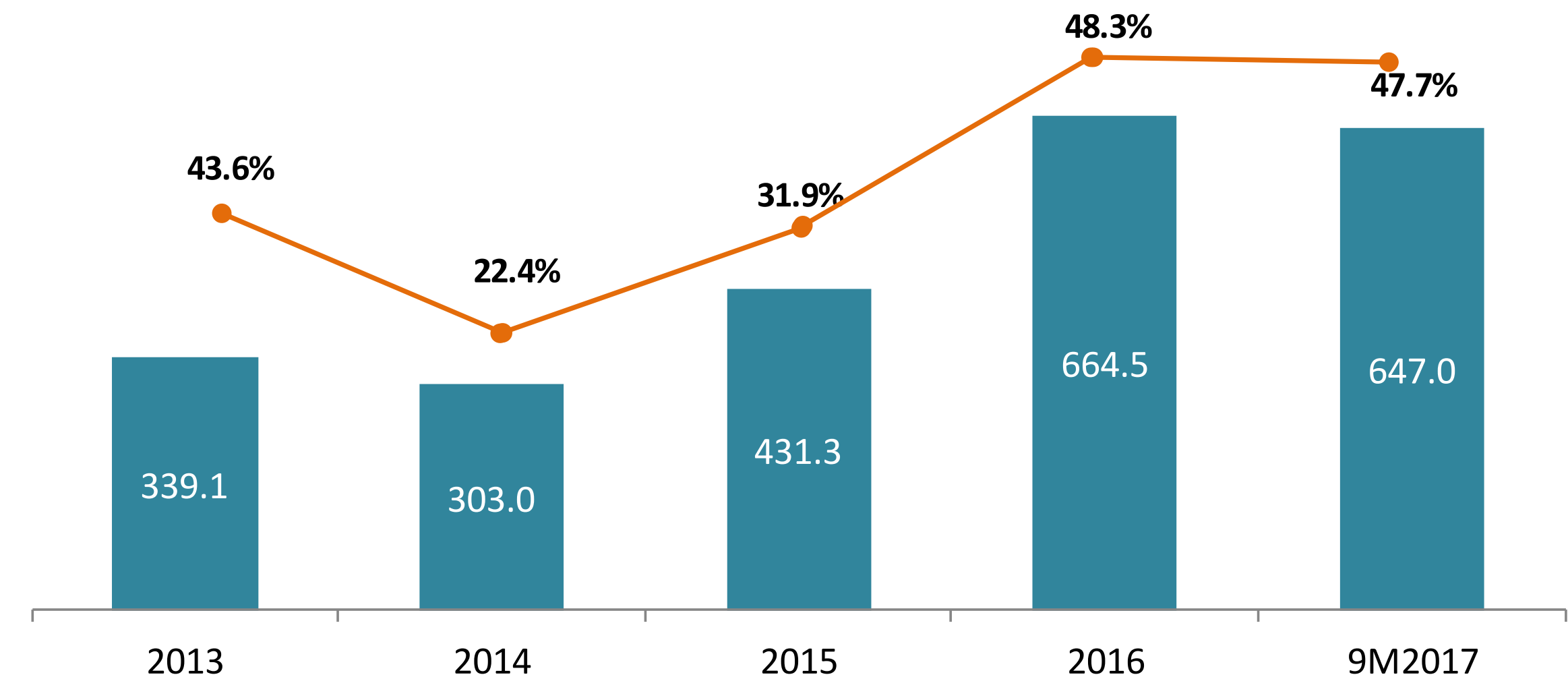


## Balance Sheet (ml TL)

	9M2017	2016	2015
Cash & Cash Equivalents	113.4	115.6	226.1
Trade Receivables	741.2	786.3	705.7
Property, Plant and Equipment	35.4	40.2	40.2
Financial Investments	2.4	1.9	0.9
Intangible Assets	99.4	105.9	90.0
<b>Total Assets</b>	<b>1,357.0</b>	<b>1,375.5</b>	<b>1,352.6</b>
Trade Payables	269.1	242.4	362.9
<b>Total Equity</b>	<b>559.0</b>	<b>549.7</b>	<b>437.2</b>
<b>Total Liabilities and Shareholders' Equity</b>	<b>1,357.0</b>	<b>1,375.5</b>	<b>1,352.6</b>
<b>Current Ratio</b>	<b>1.4</b>	<b>1.4</b>	<b>1.3</b>
<b>Earnings per Share*</b>	<b>0.3713</b>	<b>0.2878</b>	<b>0.5289</b>

\* Earnings per share is calculated for last twelve months

## Net Working Capital (ml TL)

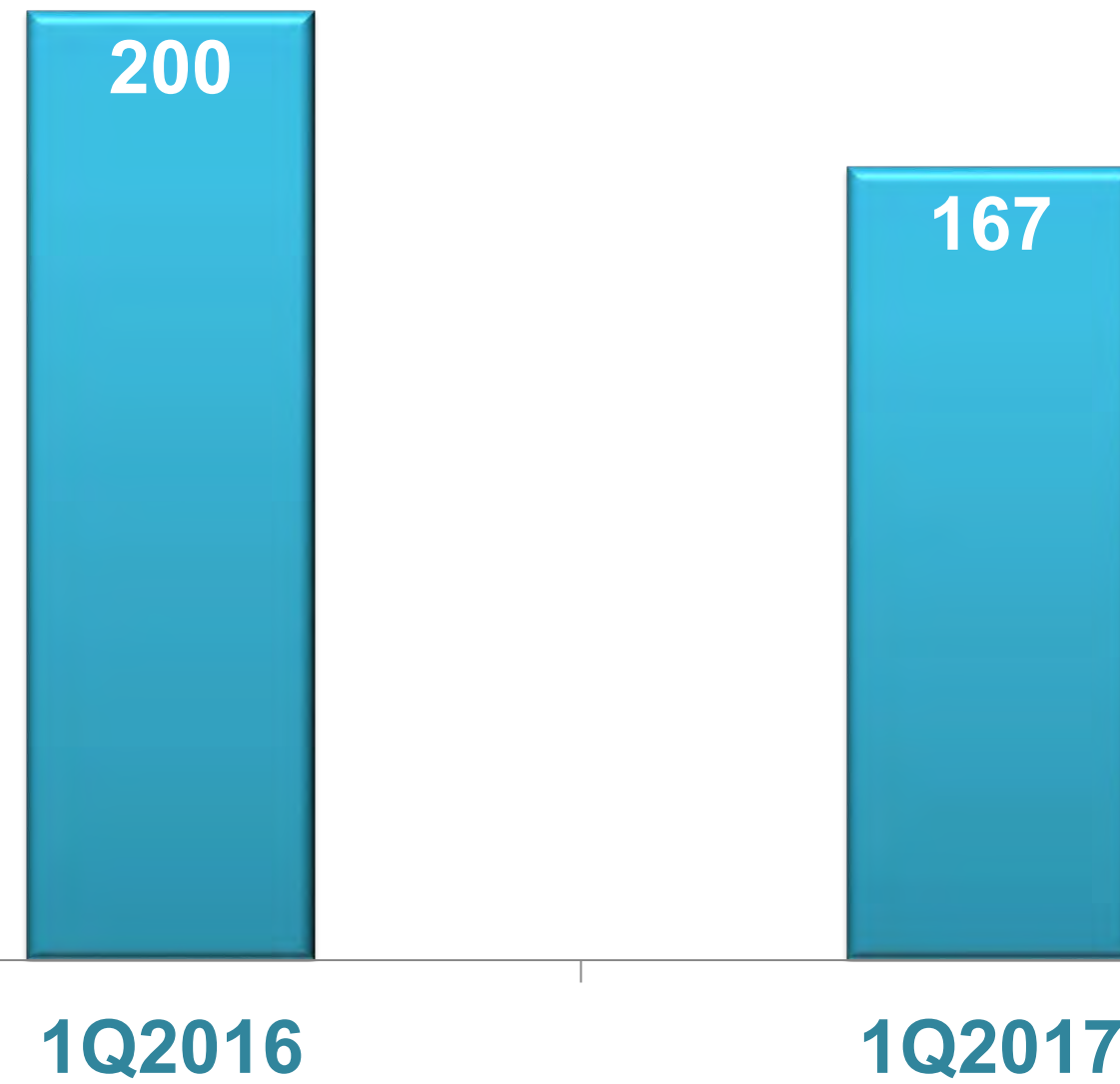




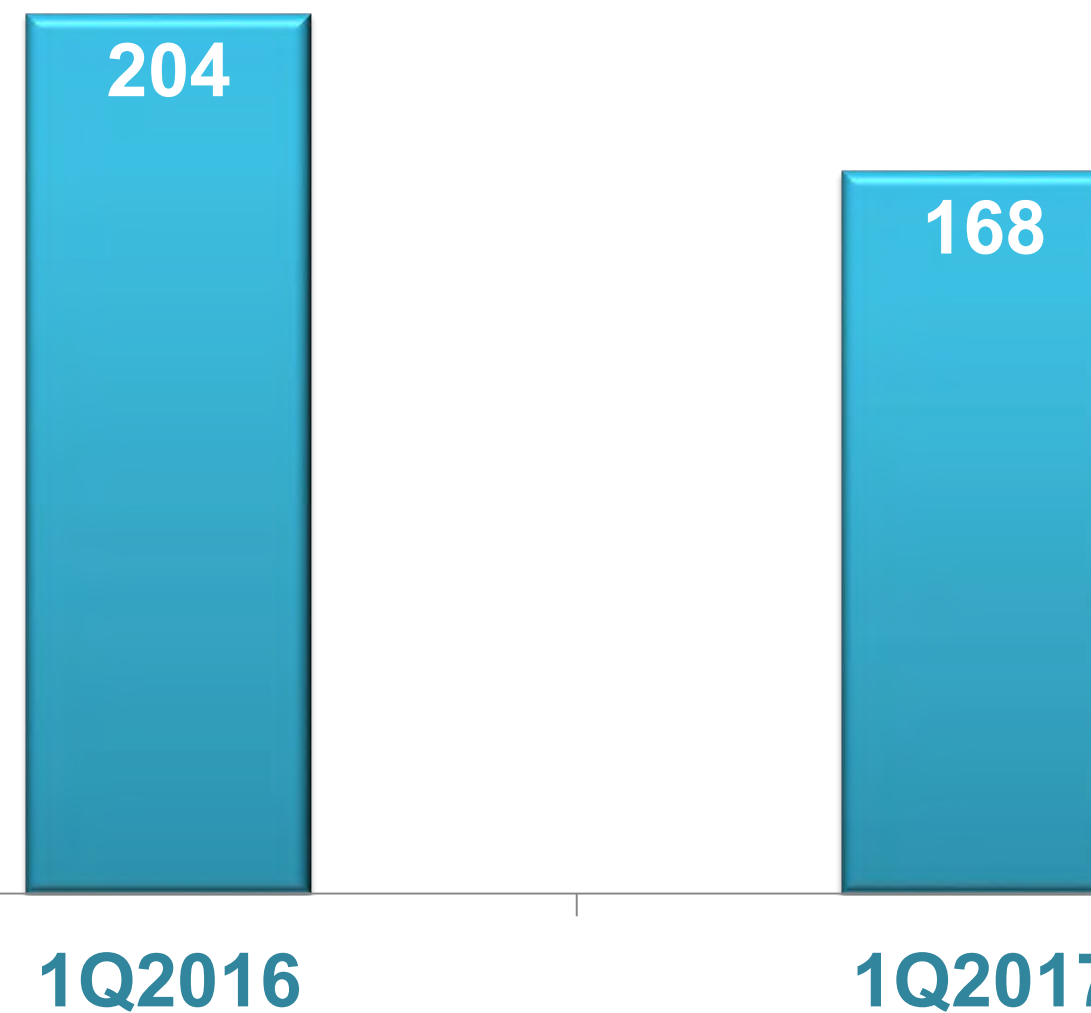
# 1Q2017 Results



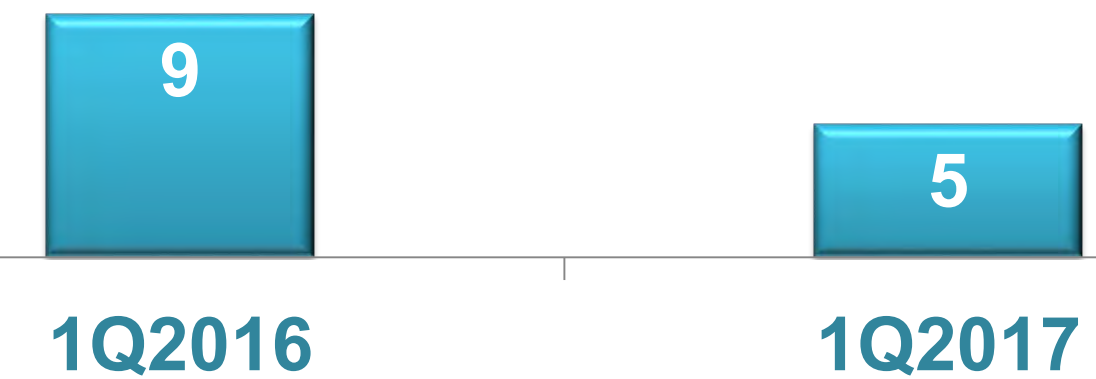
## Order Booking Performance (ml TL)



## Sales Revenue (ml TL)



## EBITDA (ml TL)



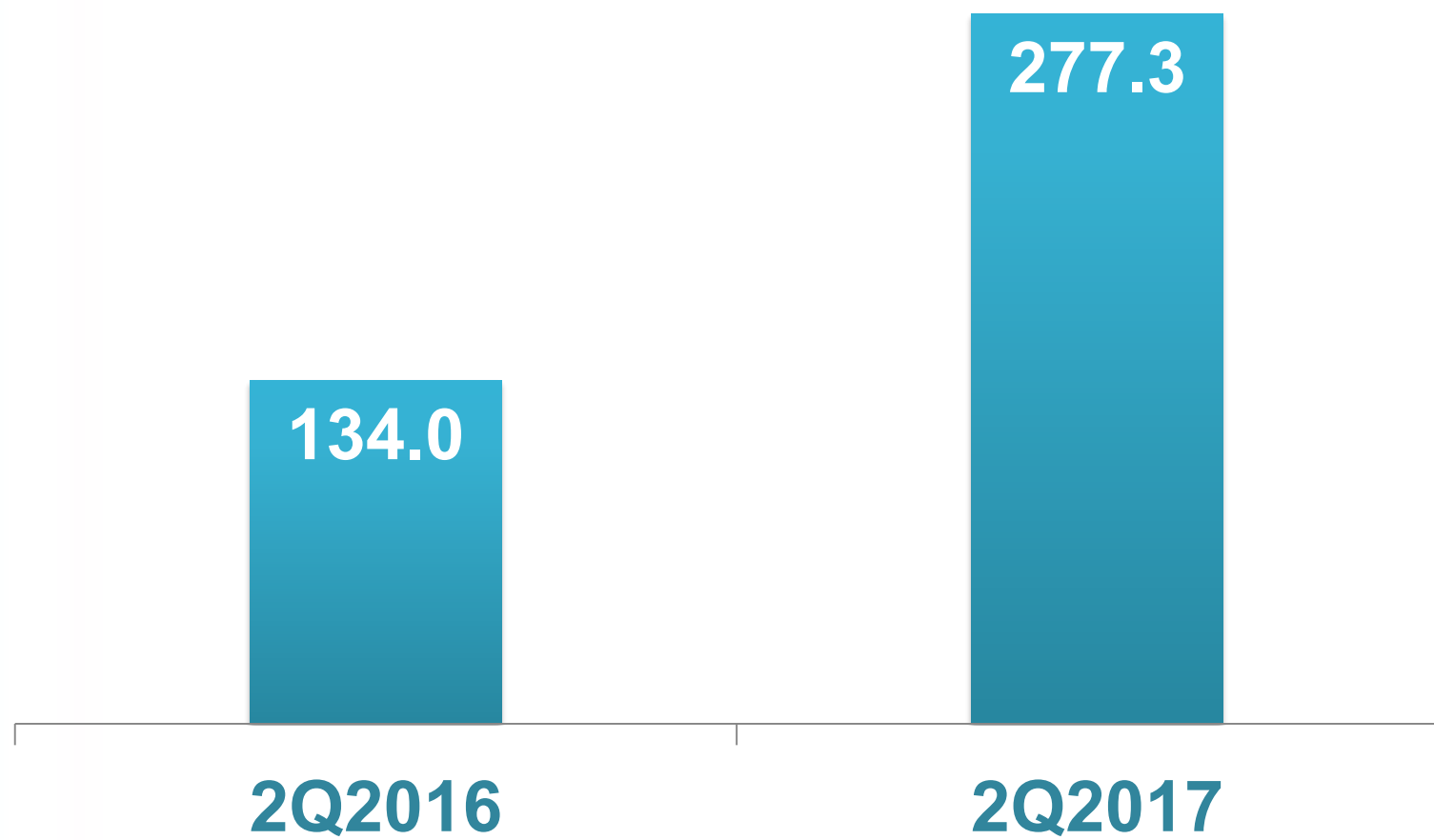
- ✓ Orders booked TL167.3 million (USD 45 million)
- ✓ Order booking performance of international segment up by 79.7%, enterprise segment up by 49.0%



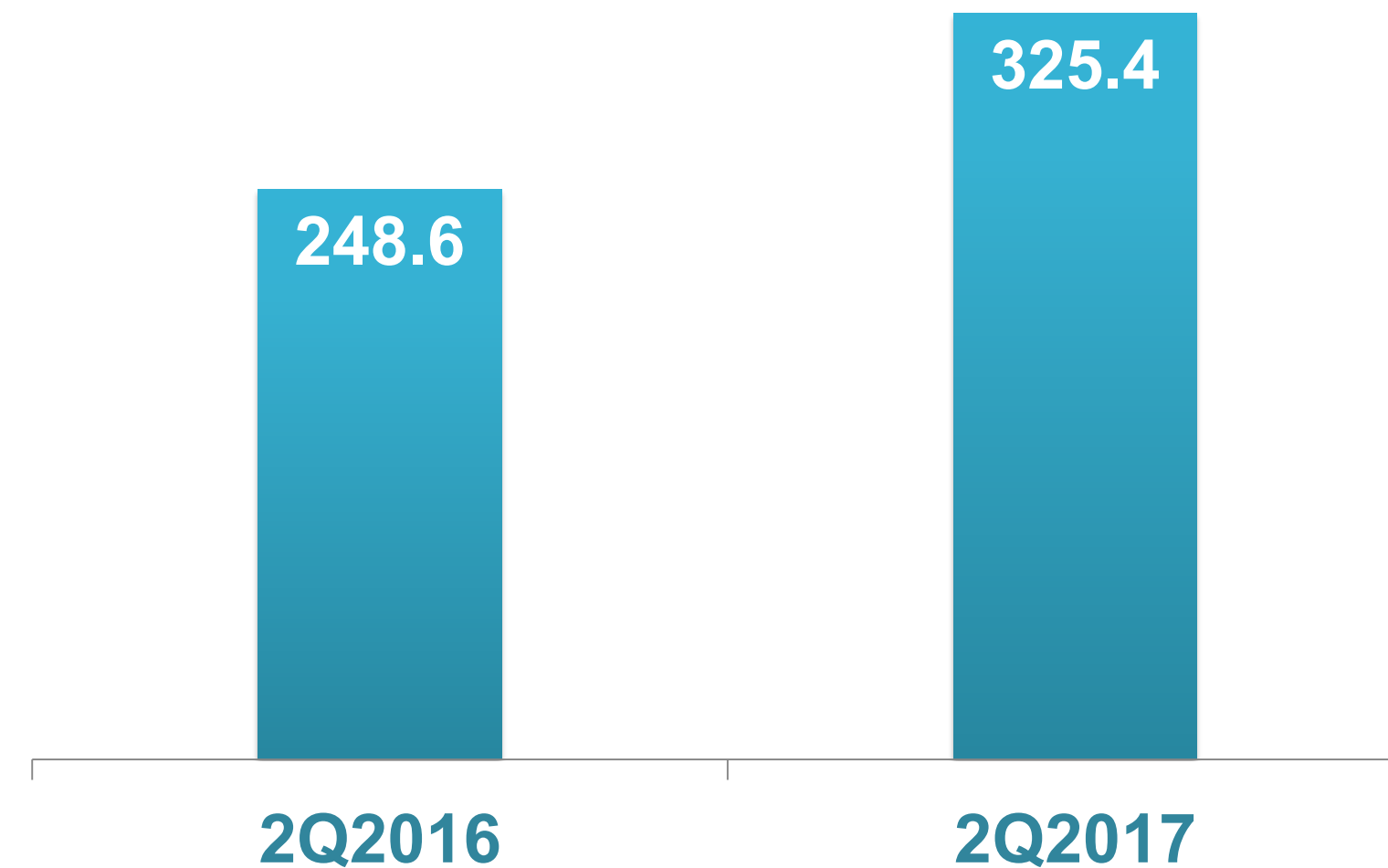
# 2Q2017 Results

5  
Years

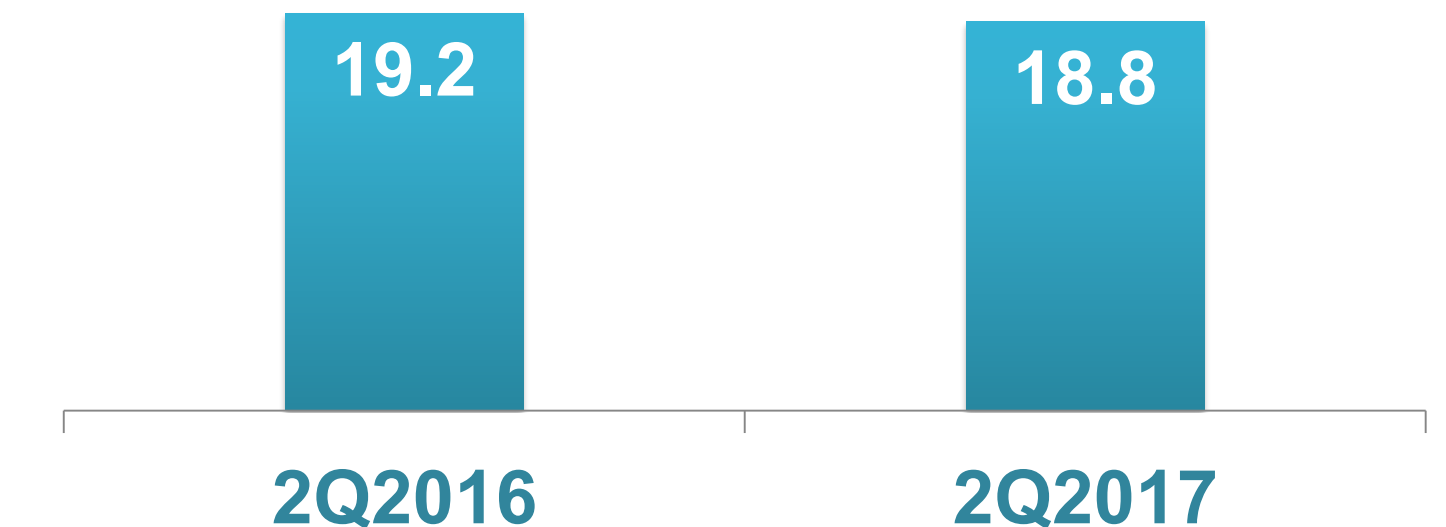
## Order Booking Performance (ml TL)



## Sales Revenue (ml TL)



## EBITDA (ml TL)



- ✓ Orders booked doubled and reached TL 277 million
- ✓ Revenue grew by 31% due to;
  - the project for Algerian Ministry of Defense,
  - Sonatrach project and
  - other continuing national and international projects

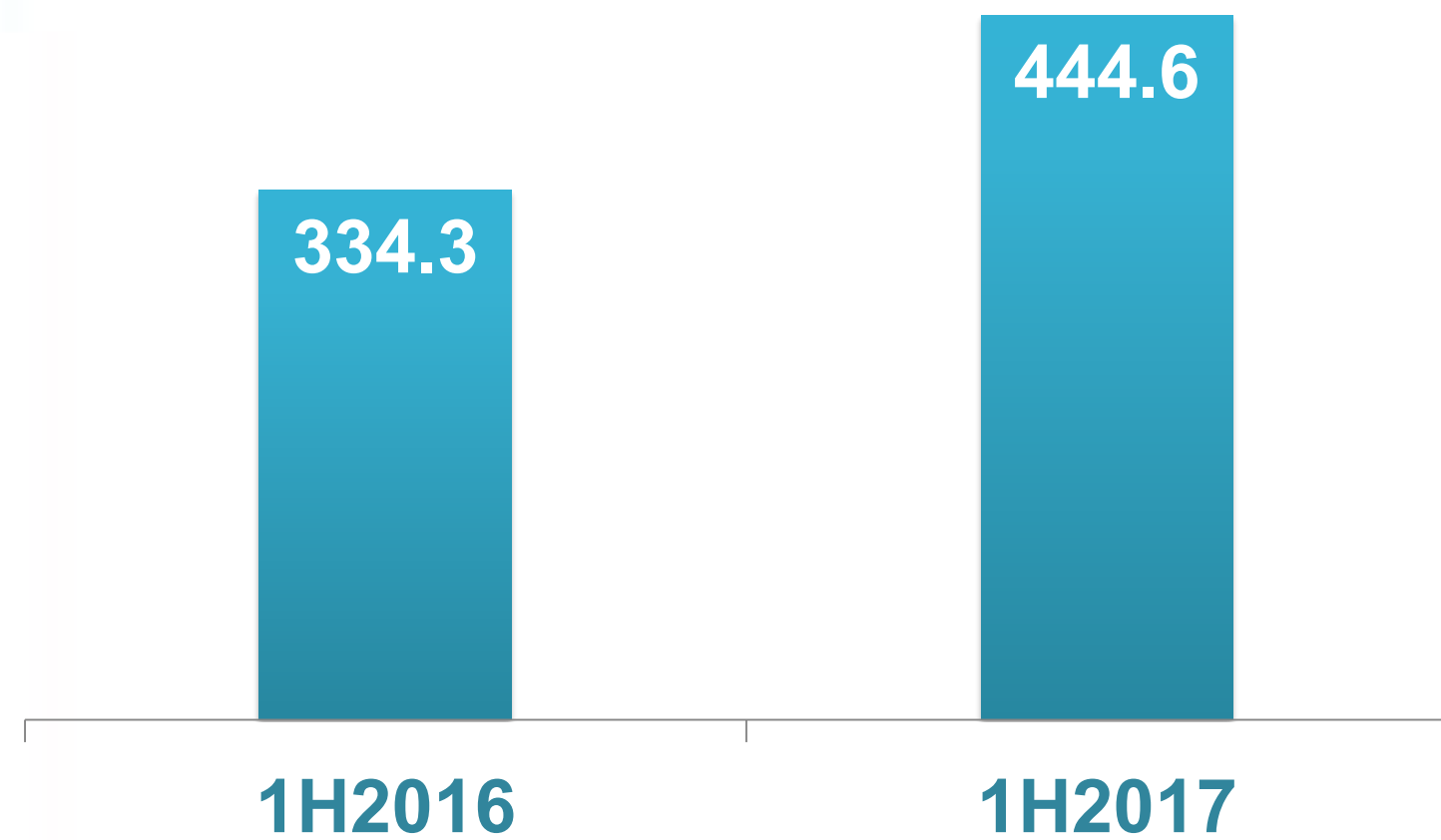
NETAS



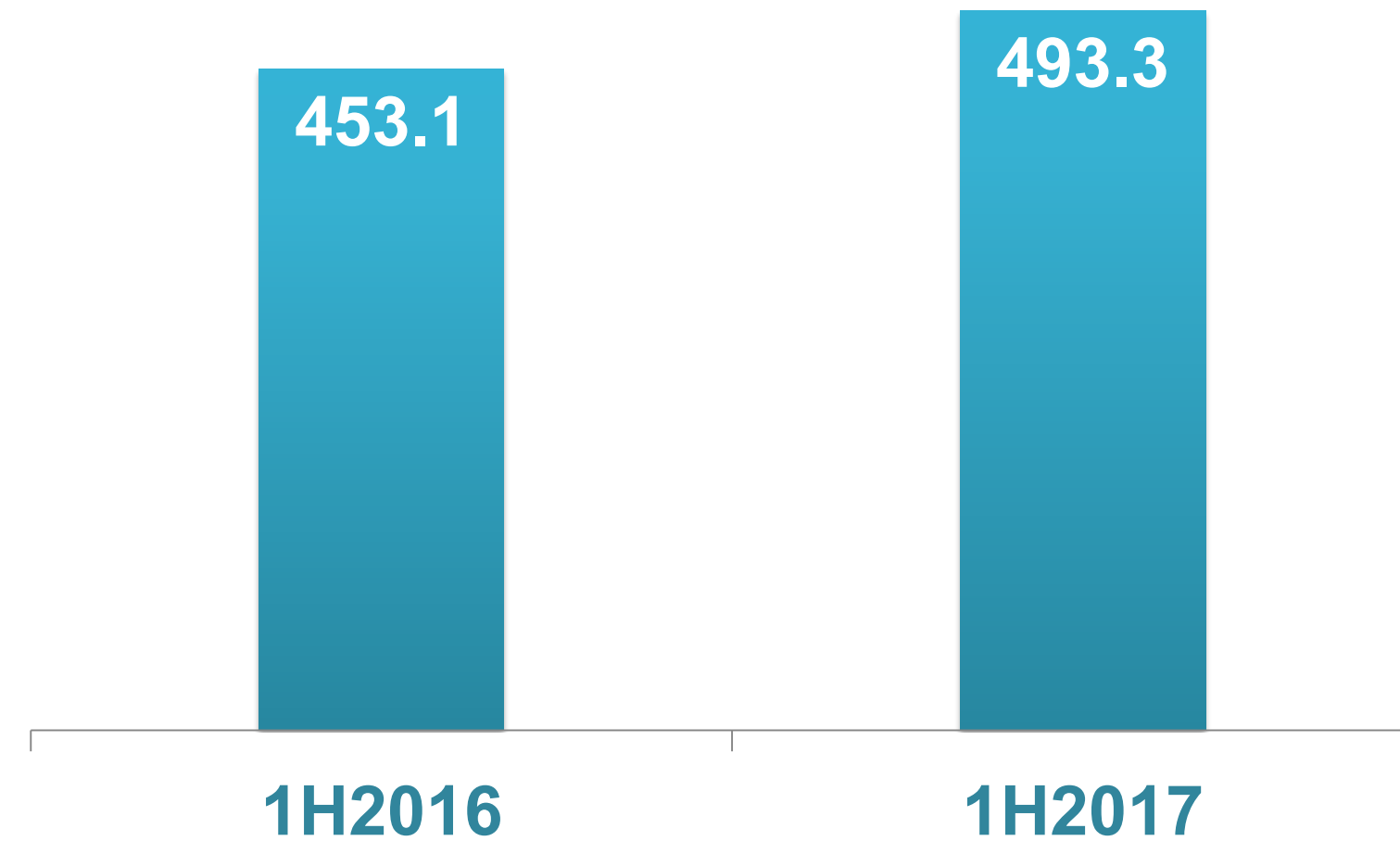
# 1H2017 Results



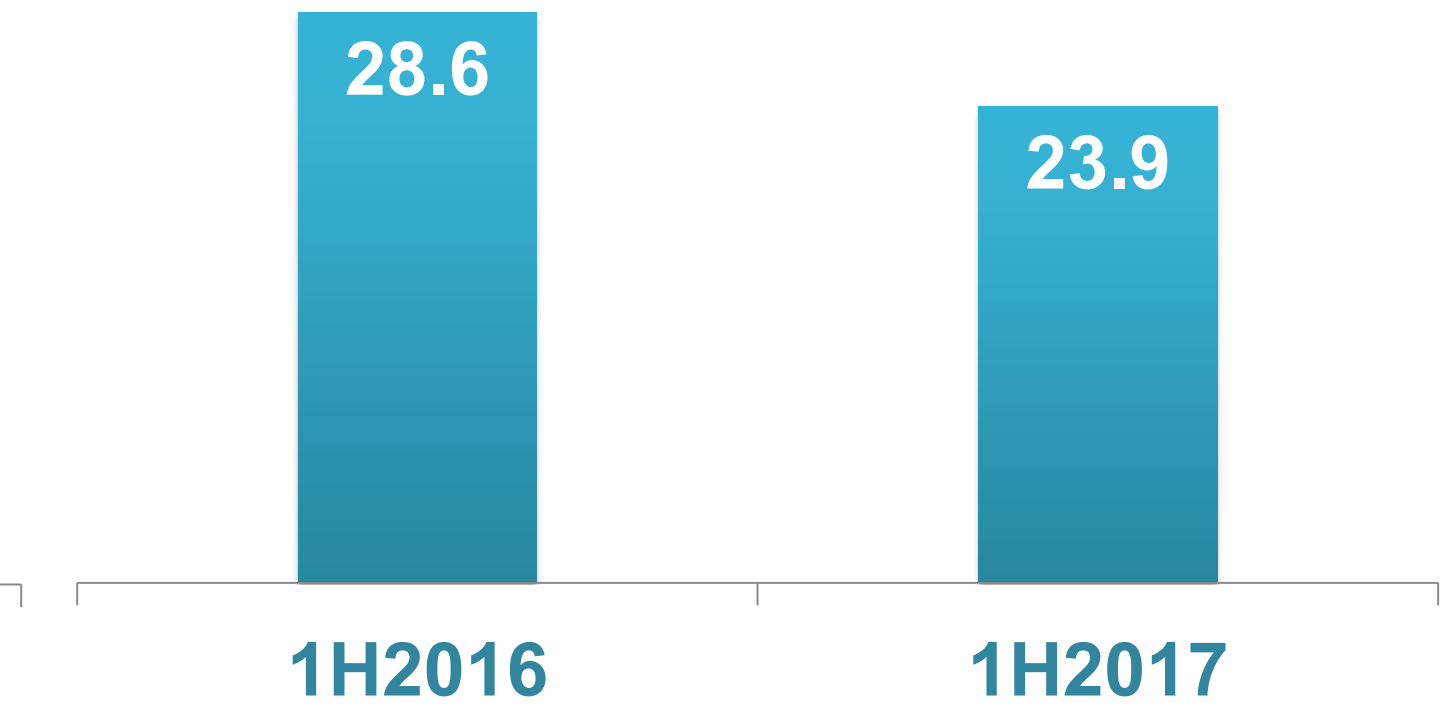
## Order Booking Performance (ml TL)



## Sales Revenue (ml TL)



## EBITDA (ml TL)



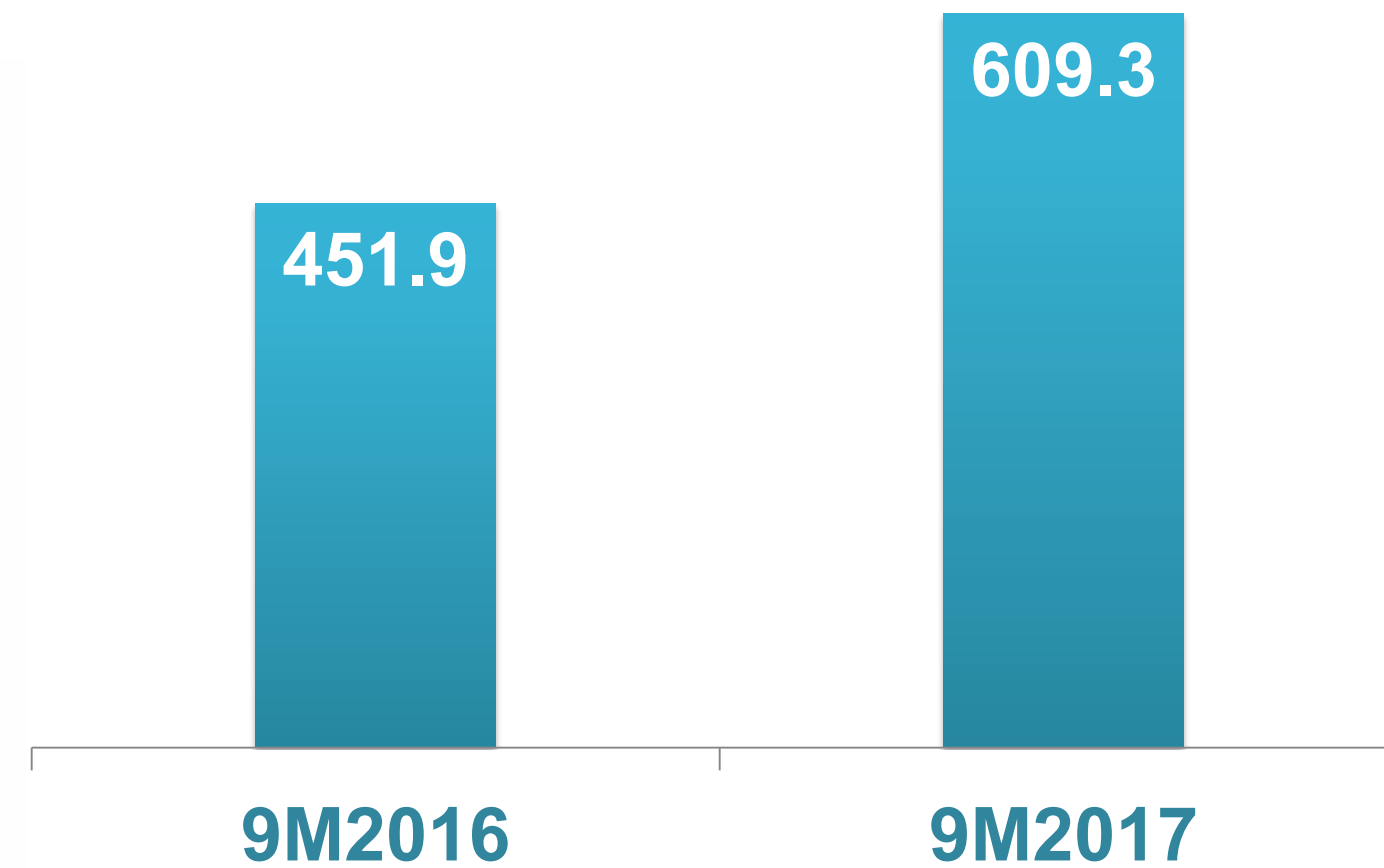
- ✓ Orders booked TL 445 million in 1H2017, y-o-y increase by 33%
- ✓ Consolidated sales revenue reached TL 493 million with 9% increase over 1H2016 with the help of international markets and Enterprise segment.



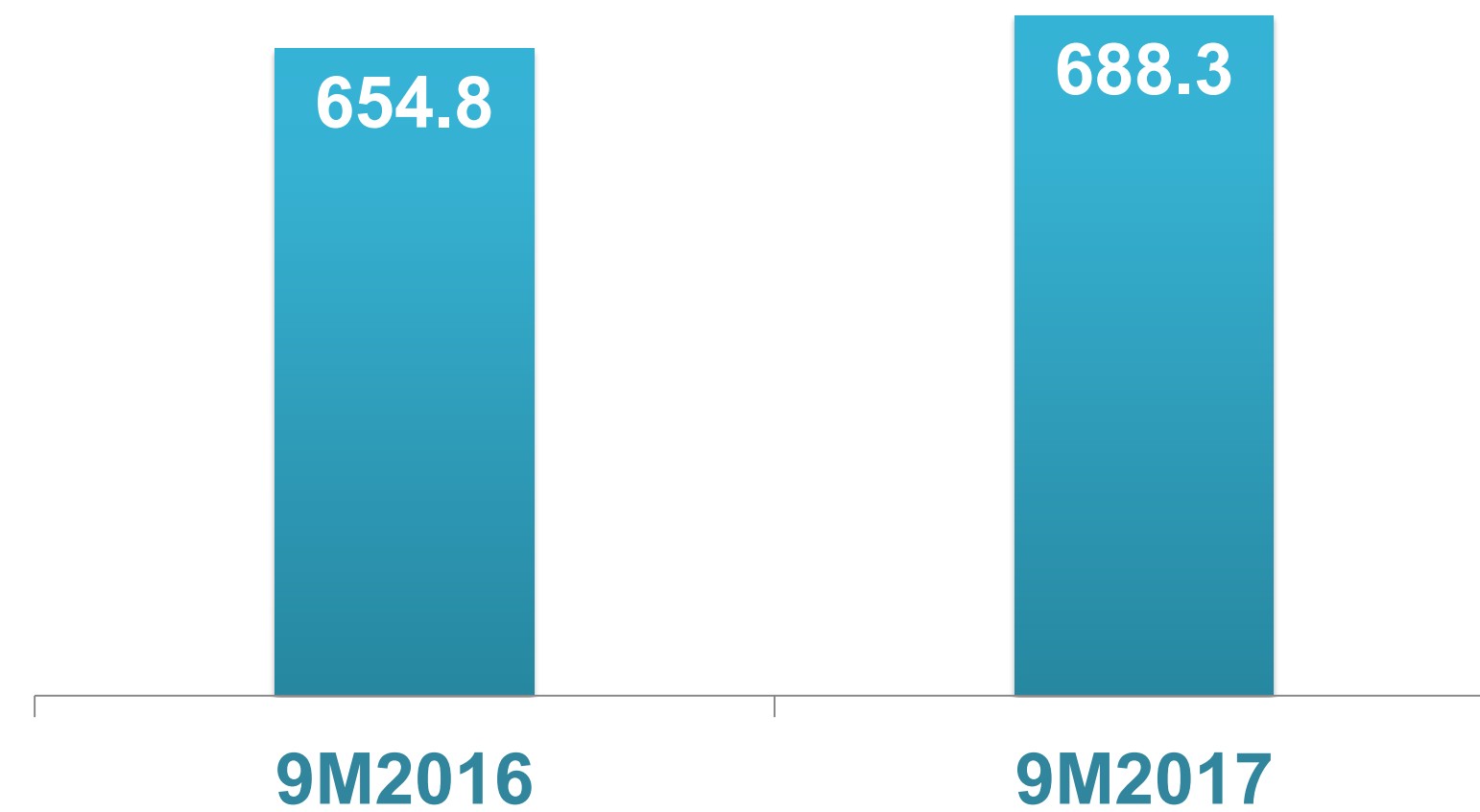
# 9M2017 Results

50  
Years

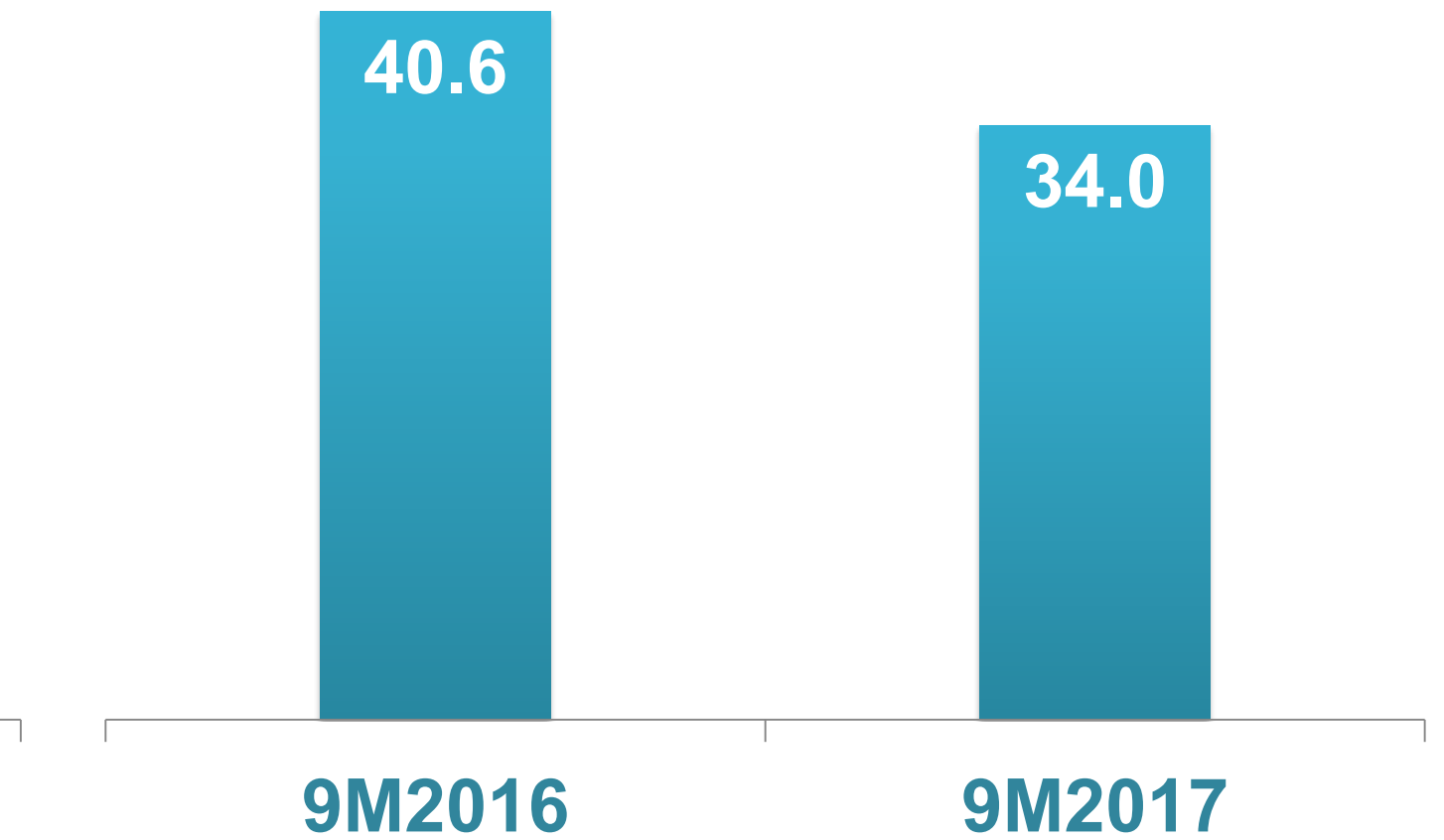
## Order Booking Performance (ml TL)



## Sales Revenue (ml TL)



## EBITDA (ml TL)



- ✓ Orders booked TL 609 million in 9M2017, y-o-y increase by 35%
- ✓ Consolidated sales revenue reached TL 688 million with 5% increase over 9M2016 with the help of international markets and Enterprise segment.

**NETAS**



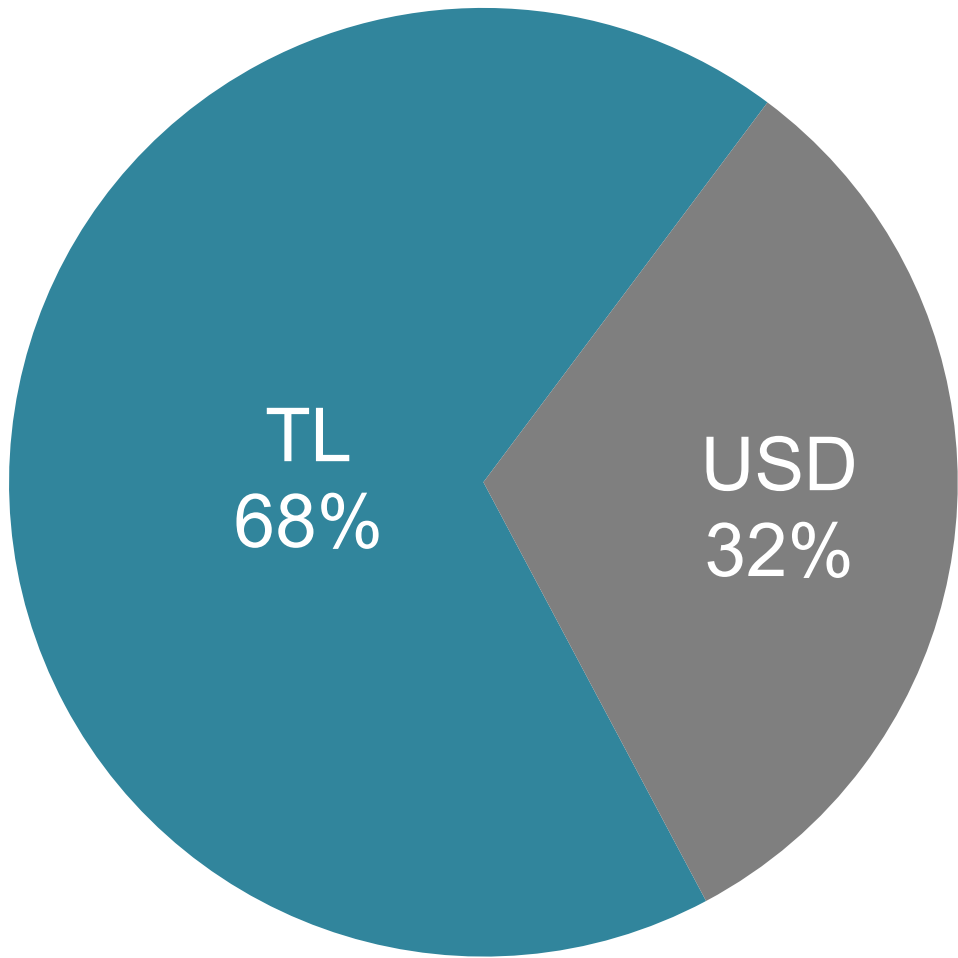
# Net Debt



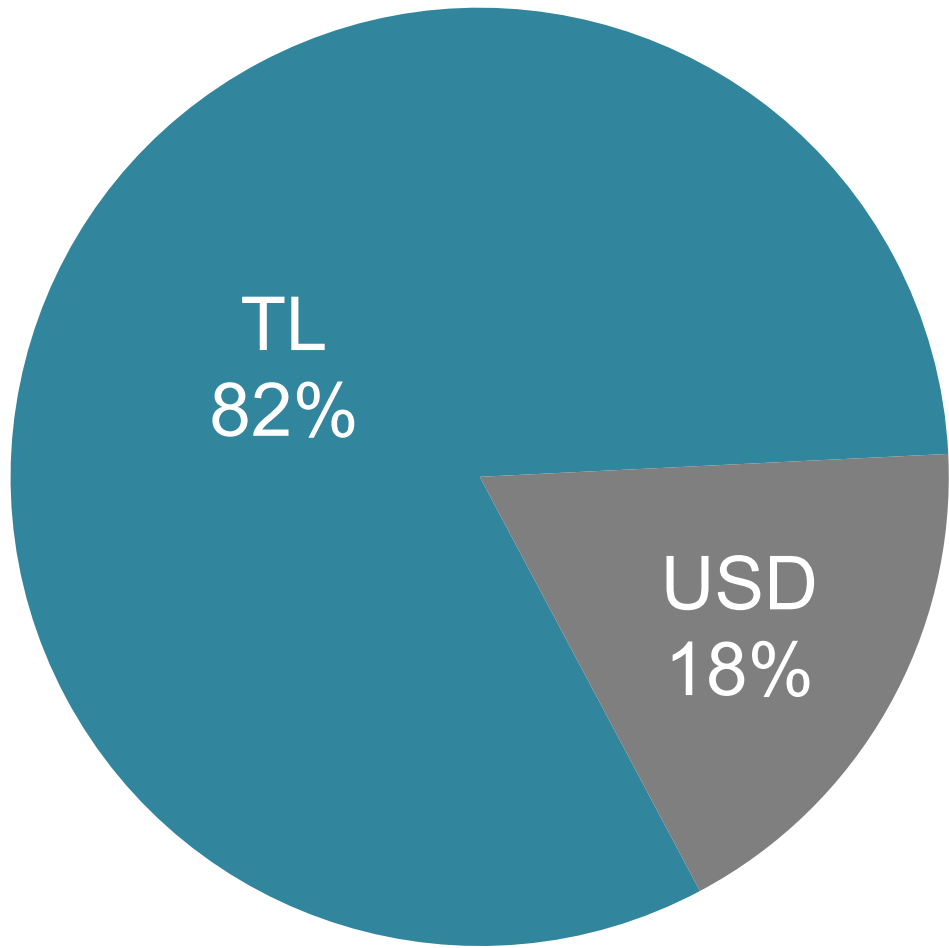
(TL million)	Gross Debt	Cash & Cash Eq.	Net Debt
2017/9	333.3	113.4	219.9
2016/12	354.9	115.6	239.2

9M2017	TL	USD
Short Term Debt	330.4	93.0
Interest Expense Accruals for Borrowings	2.9	0.8
Total Debt	333.3	93.8

Total Debt Breakdown  
9M2017

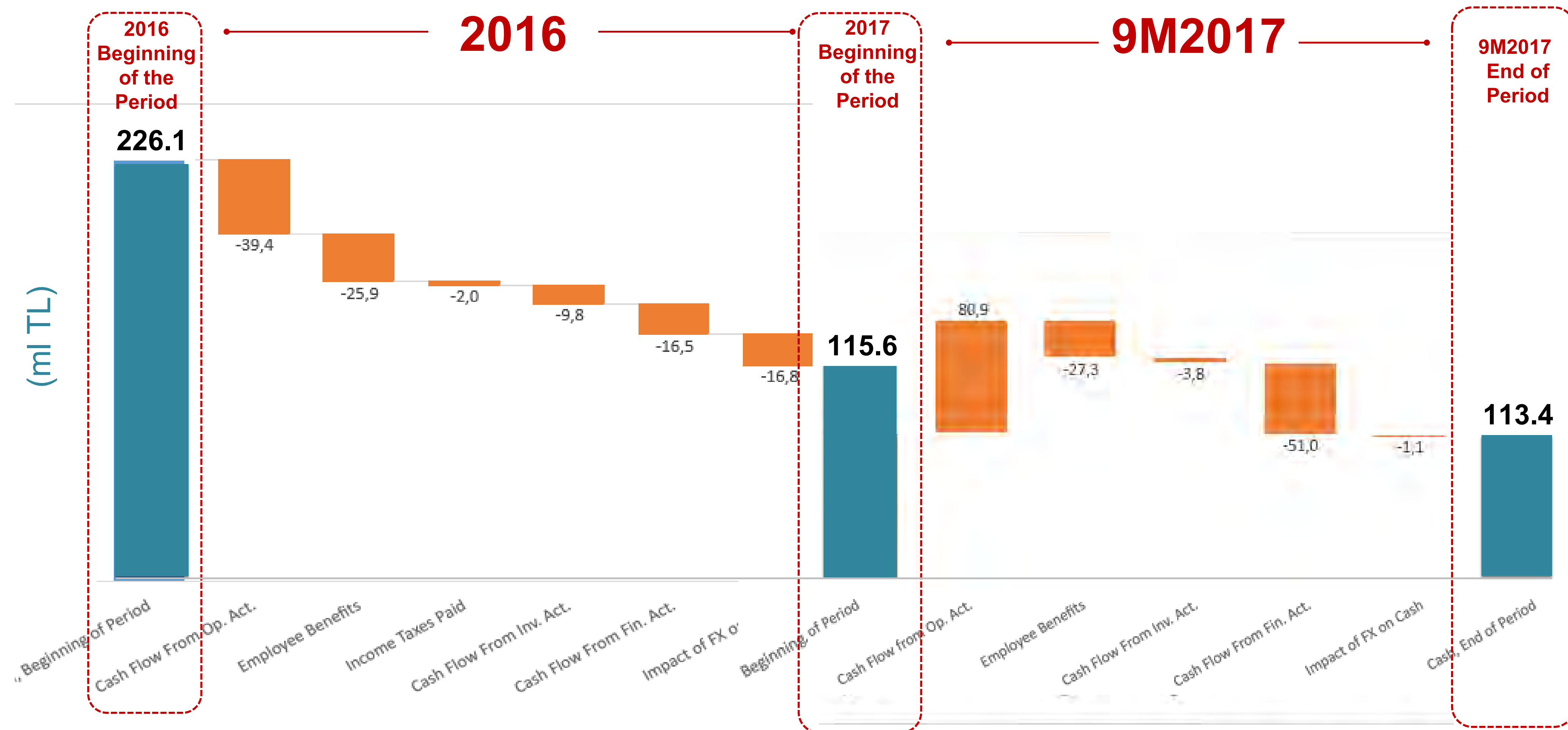


Total Debt Breakdown  
YE2016





# Cash Flow Statement







## Main Focus Areas

- **Expand vertically in services offerings, homegrown products & software development and realize higher efficiency through optimal resource utilization**
  - Managed and cloud based services through Netas Cyber Operations Center
  - Technology Consultancy and/or solutions delivery in digitalization
  - Local hardware and software development in 4.5/5G mobile broadband
- **Continue to penetrate deeper into existing customers**
- **Increase footprint in existing international markets while penetrating new territories**

## Market Expectations\*

- **Overall ICT spending in the Turkish market \$18.3B**
- **Digital transformation projects within the Enterprise and Public segments**

## Key Assumptions

Average TL / USD: \$1 / TL 3.65  
Inflation Rate : c.12%

## Key Company Metrics

**Order Booking** : TL basis- Significant **order booking growth**- low-to-mid double digit growth  
**Revenue** : TL basis- **Revenue growth**- low double digit growth  
**EBITDA** : TL basis- **EBITDA growth** – low double digit growth  
**Cash** : **Positive cash flow** generation

**NETAS**

\* Source: Gartner Q4'16 market databook



# Appendix



# 9M2017- Income Statement



TL Million	2017/9M	2016/9M	y/y %
<b>Revenue</b>	<b>688.3</b>	<b>654.8</b>	<b>5.1%</b>
Cost of Sales	(611.9)	(579.9)	5.5%
<b>Gross Profit</b>	<b>76.4</b>	<b>74.9</b>	<b>2.1%</b>
<i>Gross margin %</i>	<i>11.1%</i>	<i>11.4%</i>	- 33
Sales, Marketing & Distribution Expenses	(39.4)	(34.1)	15.5%
General Administrative Expenses	(24.5)	(16.6)	47.3%
Other Income from Operating Activities	5.3	4.1	26.6%
Other Expenses from Operating Activities (-)	(6.5)	(10.6)	-39.2%
<b>EBIT</b>	<b>14.6</b>	<b>24.1</b>	<b>168.4%</b>
<i>EBIT margin %</i>	<i>2.1%</i>	<i>3.7%</i>	- 156
<b>Net Income</b>	<b>3.3</b>	<b>-2.2</b>	<b>-251.4%</b>
<b>EBITDA</b>	<b>34.0</b>	<b>40.6</b>	<b>-16.1%</b>
<i>EBITDA margin %</i>	<i>4.9%</i>	<i>6.2%</i>	- 125



# 9M2017- Balance Sheet



TL Million	2017/9M	2016/12		2017/9M	2016/12
Cash & Cash Equivalents	113.4	115.6	Financial Liabilities	333.3	354.9
Trade Receivables	642.3	697.7	Derivative Instruments	0.0	2.7
Other Receivables	0.7	0.5	Trade Payables	269.1	240.5
Derivative Instruments	0.0	0.0	Other Payables	7.1	8.7
Inventories	93.3	84.0	Employee Benefit Obligations	20.8	17.8
Deferred Costs	173.1	148.7	Deferred Revenues	50.5	59.9
Other Current Assets	77.3	76.2	Provisions	23.5	21.2
			Advances Received	67.2	78.2
			Current Tax Liabilities	0.0	0.3
<b>Total Current Assets</b>	<b>1,100.2</b>	<b>1,122.8</b>	<b>Total Current Liabilities</b>	<b>771.3</b>	<b>784.1</b>
Trade Receivables	98.1	88.6			
Property, Plant and Equipment	35.4	40.2	Trade Payables	0.0	1.9
Financial Investments	2.4	1.9	Provisions	19.9	22.2
Intangible Assets	99.4	105.9	Deferred Tax Liabilities	6.8	17.5
<i>Goodwill</i>	65.1	64.5			
<i>Other intangible assets</i>	34.3	41.4			
Associates	5.3	5.1			
Deferred Tax Assets	7.9	2.3			
Other Non-Current Assets	8.4	8.7			
			<b>Total Non-Current Liabilities</b>	<b>26.7</b>	<b>41.7</b>
<b>Total Non-Current Assets</b>	<b>256.8</b>	<b>252.7</b>	<b>Total Equity</b>	<b>559.0</b>	<b>549.7</b>
<b>Total Assets</b>	<b>1,357.0</b>	<b>1,375.5</b>	<b>Total Lia. and Shar.s' Equity</b>	<b>1,357.0</b>	<b>1,375.5</b>

**NETAS**



# 9M2017- Cash Flow



	2017/9M	2016/9M
<b>Profit for the year</b>	<b>3.3</b>	<b>(2.2)</b>
Adjustments to reconcile income for the period	56.0	60.2
Changes in Working Capital	21.7	(165.8)
Cash Flows (Used in) Generated From Operations	80.9	(107.8)
Cash flow from investing activities	(3.8)	(8.9)
Cash flow from financing activities	(51.0)	(24.1)
<b>Cash and Cash Equivalents at The End of The Period</b>	<b>113.4</b>	<b>52.8</b>



# YE2016- Income Statement



TL Million	2016/12	2015/12	y/y %
<b>Revenue</b>	<b>969.8</b>	<b>1009.0</b>	<b>(3.9%)</b>
Cost of Sales	(835.4)	(895.1)	(6.7%)
<b>Gross Profit</b>	<b>134.4</b>	<b>113.9</b>	<b>18.0%</b>
<i>Gross margin %</i>	<i>13.9%</i>	<i>11.3%</i>	<i>257</i>
Sales, Marketing & Distribution Expenses	(44.4)	(42.6)	4.3%
General Administrative Expenses	(24.4)	(23.8)	2.3%
Research & Development Expenses	-	(4.0)	n/a
Other Income from Operating Activities	4.8	11.1	n/a
Other Expenses from Operating Activities (-)	(50.7)	(30.2)	67.7%
<b>EBIT</b>	<b>68.7</b>	<b>53.2</b>	<b>168.4%</b>
<i>EBIT margin %</i>	<i>7.1%</i>	<i>5.3%</i>	<i>181</i>
<b>EBITDA</b>	<b>91.1</b>	<b>73.5</b>	<b>72.2%</b>
<i>EBITDA margin %</i>	<i>9.4%</i>	<i>7.3%</i>	<i>211</i>

# YE2016- Balance Sheet



(ml TL)	2016/12	2015/12	(ml TL)	2016/12	2015/12
Cash & Cash Equivalents	115.6	226.1	Financial Liabilities	354.9	333.1
Trade Receivables	697.7	596.2	Derivative Instruments	2.7	0.0
Other Receivables	0.5	0.3	Trade Payables	240.5	350.1
Derivative Instruments	0.0	0.1	Other Payables	8.7	12.7
Inventories	84.0	103.0	Employee Benefit Obligations	17.8	13.0
Deferred Costs	148.7	99.1	Deferred Revenues	59.9	67.3
Other Current Assets	76.2	69.2	Provisions	21.2	21.4
			Advances Received	78.2	66.8
			Current Tax Liabilities	0.3	2.0
<b>Total Current Assets</b>	<b>1,122.8</b>	<b>1,094.0</b>	<b>Total Current Liabilities</b>	<b>784.1</b>	<b>866.4</b>
Trade Receivables	88.6	109.5			
	40.2	40.2			
Property, Plant and Equipment			Trade Payables	1.9	12.8
Financial Investments	1.9	0.9	Provisions	22.2	20.5
Intangible Assets	105.9	90.0	Deferred Tax Liabilities	17.5	15.7
<i>Goodwill</i>	64.5	53.3			
<i>Other intangible assets</i>	41.4	36.7			
Associates	5.1	2.6			
Deferred Tax Assets	2.3	7.3			
Other Non-Current Assets	8.7	8.1			
			<b>Total Non-Current Liabilities</b>	<b>41.7</b>	<b>49.0</b>
<b>Total Non-Current Assets</b>	<b>252.7</b>	<b>258.7</b>			
			<b>Total Equity</b>	<b>549.7</b>	<b>437.2</b>
<b>Total Assets</b>	<b>1,375.5</b>	<b>1,352.6</b>	<b>Total Lia. and Shar.s' Equity</b>	<b>1,375.5</b>	<b>1,352.6</b>



# YE2016- Cash Flow



(ml TL)	2016/12	2015/12
<b>Profit for the year</b>	<b>18.7</b>	<b>34.3</b>
Adjustments to reconcile income for the period	92.4	60.2
Changes in Working Capital	(150.4)	(5.2)
Cash Flows (Used in) Generated From Operations	(39.4)	89.4
Income Taxes Paid	(2.0)	(2.4)
Payments Related with Provisions for Employee Benefits	(25.9)	(21.1)
Cash flow from investing activities	(9.8)	(5.7)
Cash flow from financing activities	(16.5)	87.1
<b>Cash and Cash Equivalents at The End of The Period</b>	<b>115.6</b>	<b>226.1</b>

# Market Overview- System Integrators



	Revenue 2016 (TL)
<b>Netas</b>	<b>969,843,424</b>
Koç Sistem	812,343,157
Sentim Bilisim	537,406,600
Innova	458,651,645
Havelsan	424,611,609
Data Market	344,819,908
Destek Bilgisayar	195,171,400
Eks-Pa Bilgisayar	144,830,893
Artı ve Artı Teknoloji	142,735,305
Bimsa	136,034,418
<b>Total Market Size (TRY): 6,213,081,032 (*)</b>	

(\*) «Total Market Size» includes top 100 companies' revenues in Systems Integrators segment  
Source: M2S's «Turkey's Top 500 ICT Companies» research

**NETAS**



# Thank you

[netas.com.tr](http://netas.com.tr)

f NetasTR    t NetasTR    ▶ NetasTR

in company/netas    N [blog.netas.com.tr](http://blog.netas.com.tr)