

# VESTEL

**Vestel Elektronik**  
**1Q26 Financial Results**  
**11 May 2026**

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## Disclaimer

*Pursuant to the Capital Markets Board's (CMB) decision dated 28.12.2023, No. 81/1820, issuers and capital market institutions, applying Turkish Accounting/Financial Reporting Standards and subject to financial reporting regulations of the CMB, are required to adopt inflation accounting in accordance with the provisions of IAS 29 (Financial Reporting in Hyperinflationary Economies) starting with their annual financial statements for the fiscal year ending on 31.12.2023.*

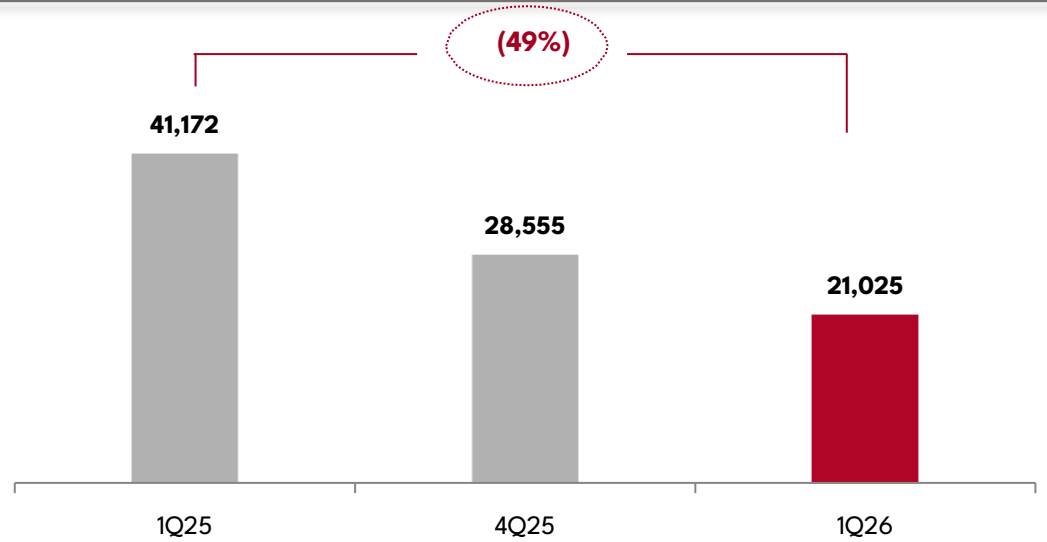
*Accordingly, Vestel Elektronik's financial statements given in this presentation have been prepared by applying inflation accounting in accordance with the provisions of IAS 29 and are expressed in terms of the purchasing power of the Turkish Lira as of March 31, 2026.*

# Highlights of 1Q26

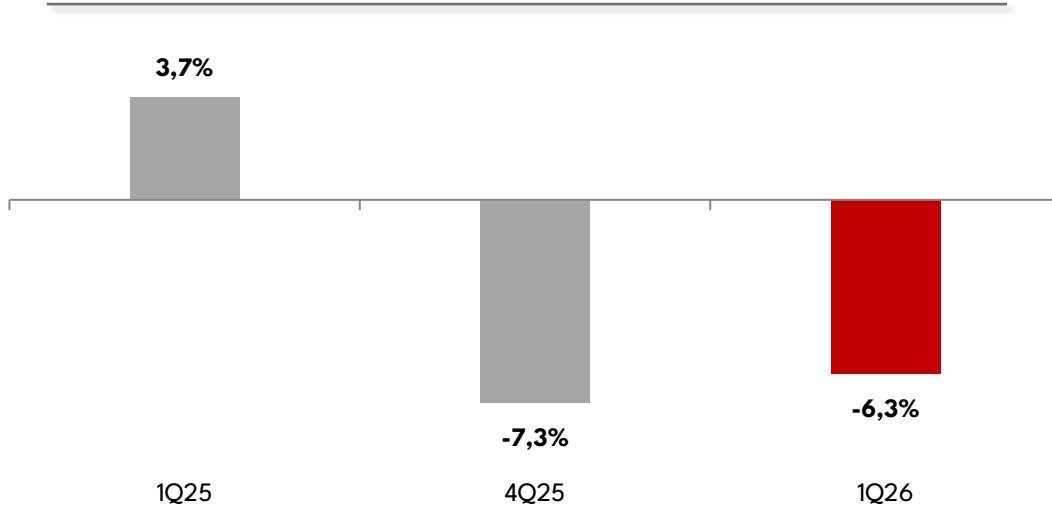
- **According to real Turkish Lira–denominated figures, revenues declined by 49% YoY.**
  - Domestic and export shipments decreased YoY, reflecting intensified competition in key markets (MDA6)
  - Weak market demand in the TV segment resulted in lower unit sales; however, an improvement in gross profit margin was achieved through a profitability-focused strategy.
  - Increased competitive dynamics in white goods and TV exports resulted in lower shipment volumes
- **Operating margins remained under pressure amid elevated cost environment.**
  - With nominal currency depreciation remaining below persistently high domestic inflation, cost competitiveness weakened and pricing flexibility narrowed
  - Higher labor costs as a percentage of revenues due to annual wage increases
  - Profitability weakened raw material and logistics costs increased following shipping disruptions in the Red Sea, which also led to extended lead times
- **Changes in net working capital resulted 24 mUSD for 3M2026, supported by optimized collection.**
- **Cash flow was further supported by the collection of other receivables from related parties.**
- **A slight positive contribution was recorded from the share of profit of equity-accounted investments.**

# Key Financials

## Net Sales (TL mn)



## EBITDA Margin



## Profit (TL mn)

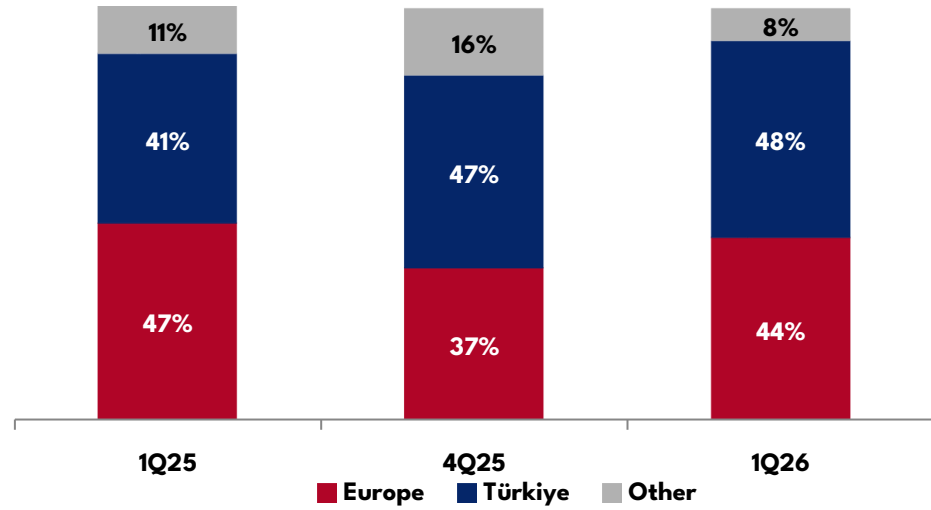
	1Q26	1Q25	YoY Δ%	4Q25	QoQ Δ%
<b>Operating Profit* / (Loss)</b>	-3,431	-1,045	228%	-4,408	-22%
<b>EBITDA*</b>	-1,318	1,526	-186%	-2,092	-37%
<i>EBITDA Margin</i>	<i>-6.3%</i>	<i>3.7%</i>		<i>-7.3%</i>	
<b>Net Profit / (Loss)</b>	-3,142	-6,945	-55%	-12,360	-75%

\* Other operating income and expense are excluded from operating profit and EBITDA calculations

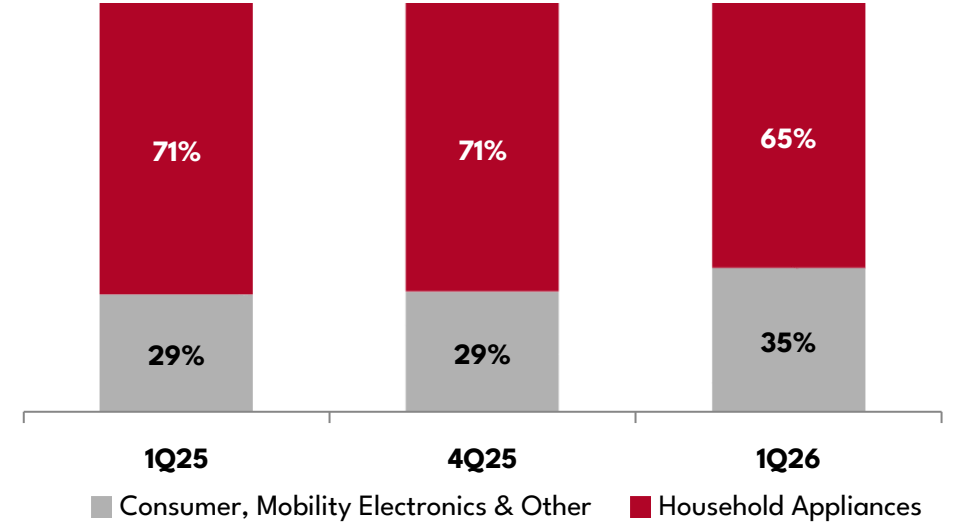
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# Breakdown of Revenues

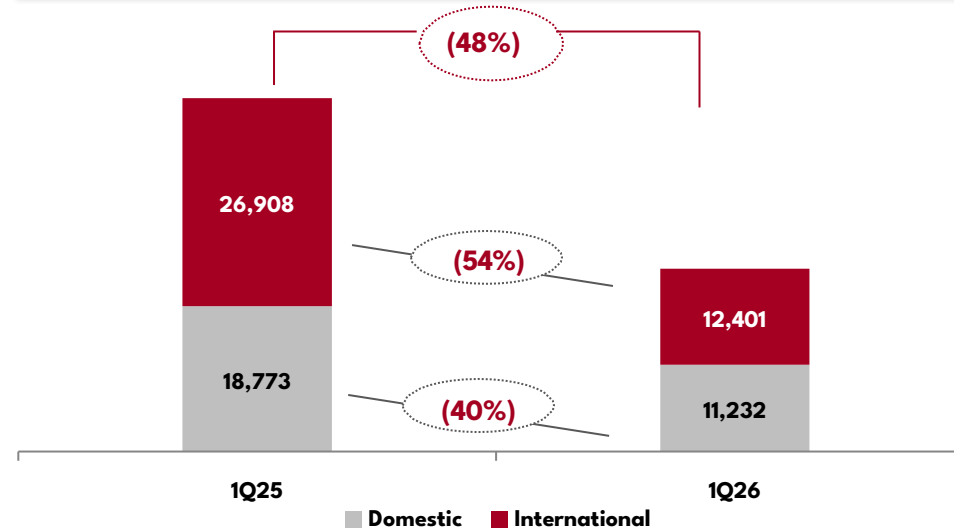
## Geographical Breakdown



## Business Segment



## Regional Growth (1Q)\*



\* Based on gross revenues

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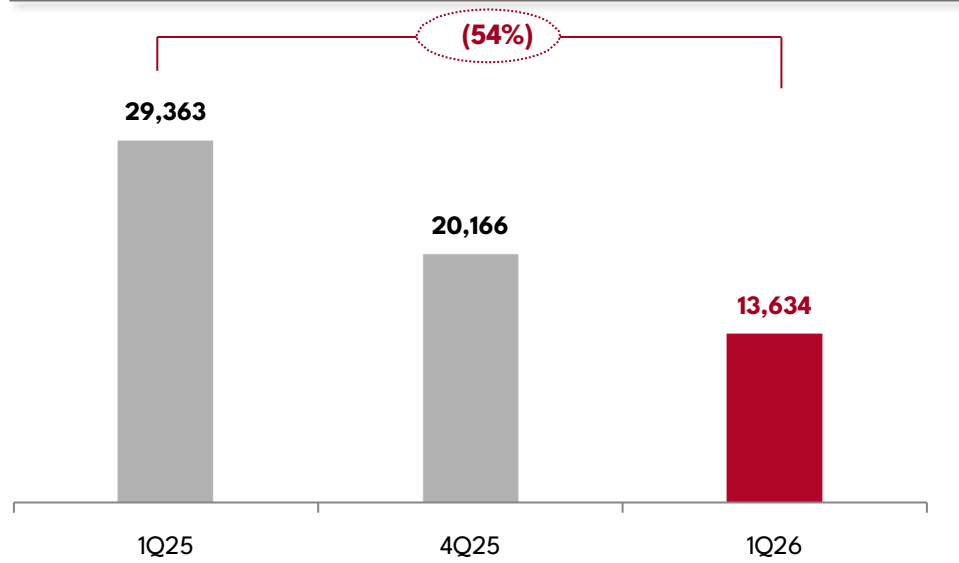
# Business Segments

Segment	(TL mn)	1Q26	1Q25	YoY	4Q25	QoQ
Household Appliances	<b>Sales</b>	13,634	29,363	-54%	20,166	-32%
	<b>Gross Profit</b>	1,513	6,068	-75%	2,729	-45%
	<b>Gross Margin</b>	<i>11,1%</i>	<i>20,7%</i>		<i>13,5%</i>	
Consumer, Mobility Electronics & Other	<b>Sales</b>	7,391	11,809	-37%	8,388	-12%
	<b>Gross Profit</b>	1,225	1,852	-34%	557	120%
	<b>Gross Margin</b>	<i>16,6%</i>	<i>15,7%</i>		<i>6,6%</i>	

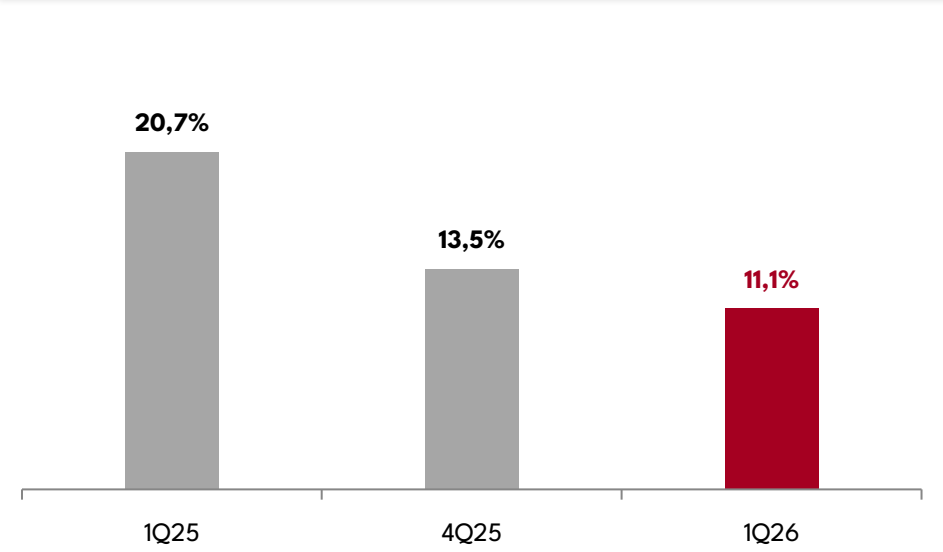
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# Household Appliances Segment

## Net Sales (TL mn)



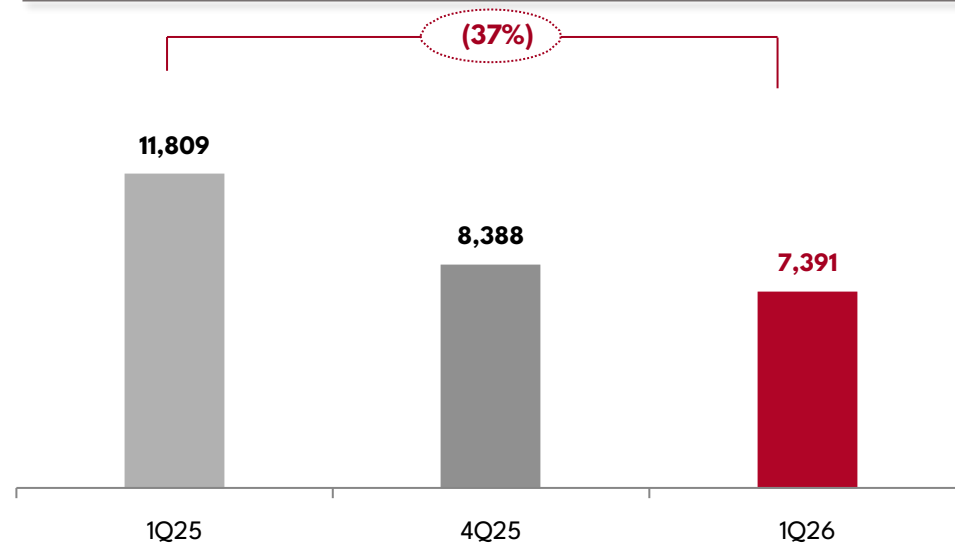
## Gross Profit Margin



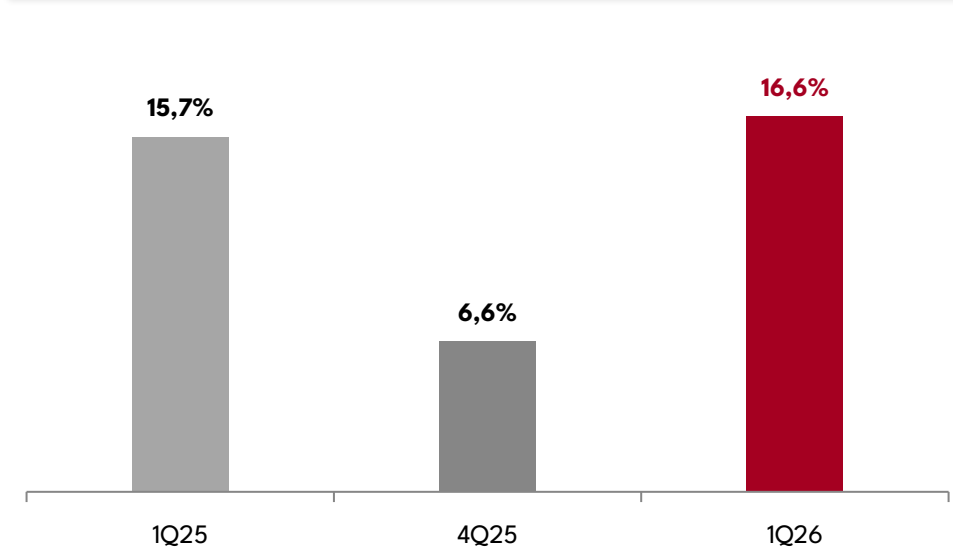
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# Consumer, Mobility Electronics & Other Segment

## Net Sales (TL mn)



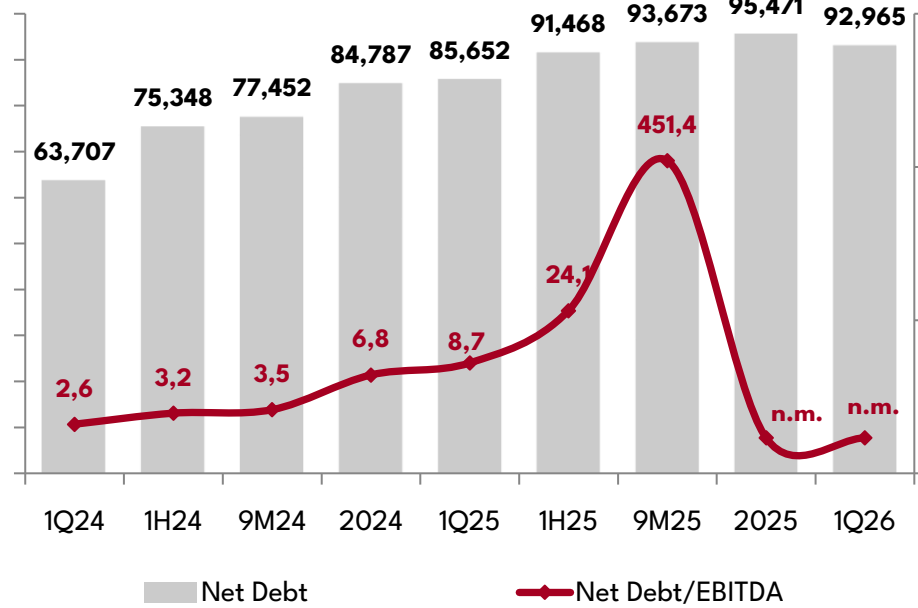
## Gross Profit Margin



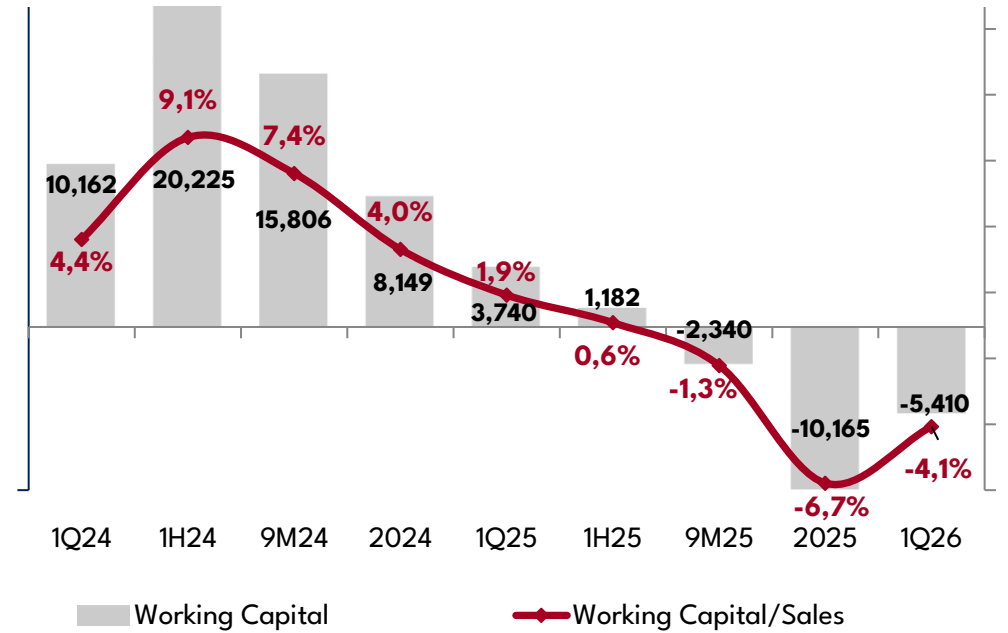
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# Leverage & Net Working Capital

## Net Financial Debt\*



## Net Working Capital

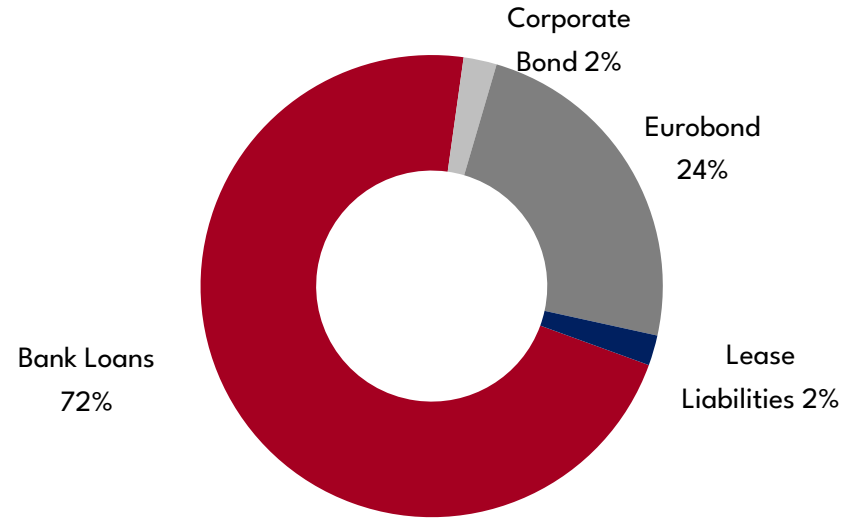


\* Excluding other financial liabilities and blocked deposits

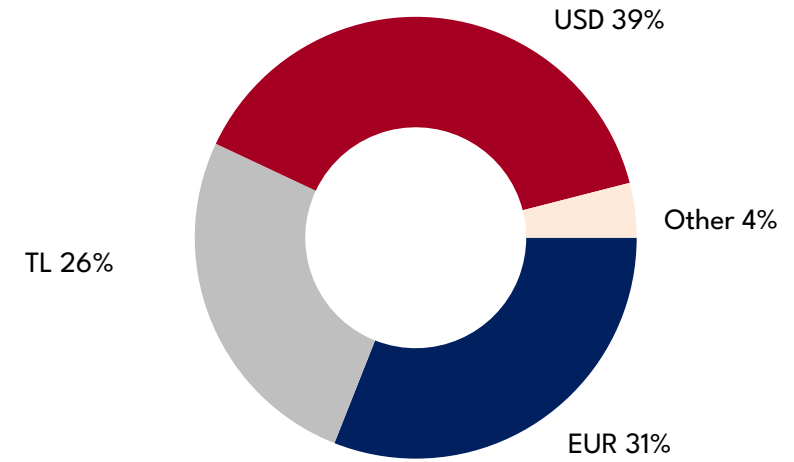
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# Debt Structure

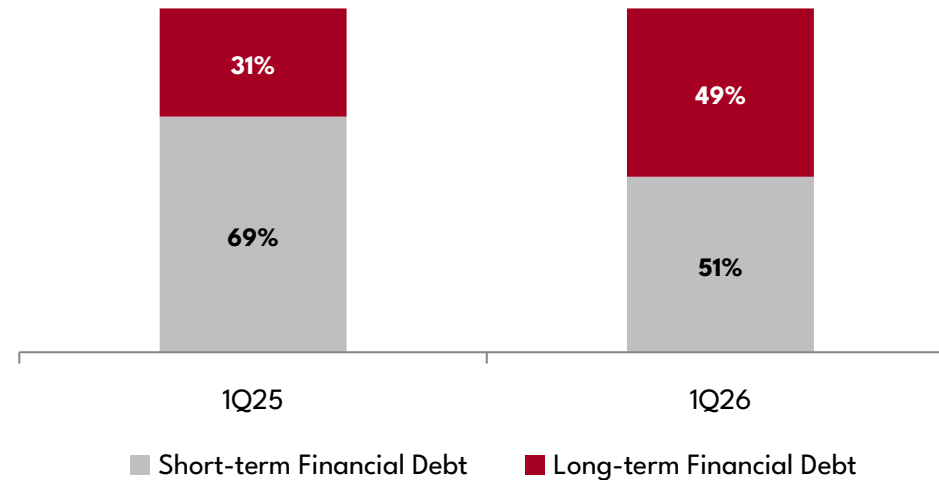
## Debt Structure



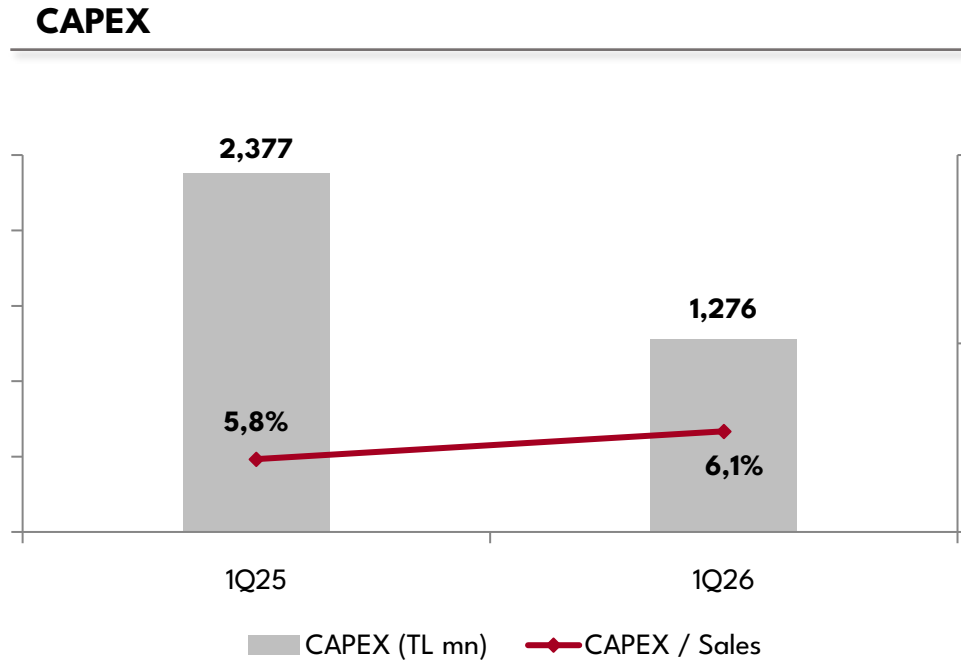
## Currency Breakdown of Financial Debt



## Financial Debt Composition (Short-Term / Long-Term)



\* Excluding other financial liabilities and blocked deposits



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# Summary Balance Sheet

(TL mn)	31.03.2026	31.12.2025
<b>Current Assets</b>	<b>39,469</b>	<b>53,398</b>
Cash & Cash Equivalents	1,993	2,261
Trade Receivables	9,889	16,117
Inventories	21,223	22,525
Other	6,365	12,496
<b>Non-current Assets</b>	<b>159,956</b>	<b>162,768</b>
Other Receivables	60,234	62,369
Investments in Subsidiaries, Joint Ventures & Associates	3,837	3,526
Property, Plant & Equipment	76,788	77,804
Intangible Assets	10,567	10,426
Other	8,529	8,643
<b>TOTAL ASSETS</b>	<b>199,425</b>	<b>216,166</b>
<b>Current Liabilities</b>	<b>107,308</b>	<b>116,460</b>
Short Term Financial Liabilities	48,474	46,468
Other Financial Liabilities	6,965	3,848
Trade Payables	39,403	51,678
Other	12,466	14,465
<b>Non-current Liabilities</b>	<b>56,893</b>	<b>60,981</b>
Long Term Financial Liabilities	46,471	51,223
Other Financial Liabilities	290	315
Other	10,132	9,443
<b>Shareholders' Equity</b>	<b>35,224</b>	<b>38,726</b>
<b>TOTAL LIABILITIES &amp; SHAREHOLDERS' EQUITY</b>	<b>199,425</b>	<b>216,166</b>

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# Summary Income Statement

(TL mn)	1Q26	1Q25	YoY	4Q25	QoQ
<b>Net Sales</b>	<b>21,025</b>	<b>41,172</b>	<b>(49%)</b>	<b>28,555</b>	<b>(26%)</b>
<b>Gross Profit</b>	<b>2,737</b>	<b>7,920</b>	<b>(65%)</b>	<b>3,286</b>	<b>(17%)</b>
<i>Gross Profit Margin</i>	<i>13,0%</i>	<i>19,2%</i>		<i>11,5%</i>	
<b>Operating Profit*</b>	<b>(3,431)</b>	<b>(1,045)</b>	<b>228%</b>	<b>(4,408)</b>	<b>(22%)</b>
<i>Operating Profit Margin</i>	<i>(16,3%)</i>	<i>(2,5%)</i>		<i>(15,4%)</i>	
<b>EBITDA*</b>	<b>(1,318)</b>	<b>1,526</b>	<b>(186%)</b>	<b>(2,092)</b>	<b>(37%)</b>
<i>EBITDA Margin</i>	<i>(6,3%)</i>	<i>3,7%</i>		<i>(7,3%)</i>	
Income from investing activities	-	-	-	1,073	(100%)
Share of profit/(loss) of equity-accounted investments	315	(1,293)	(124%)	(714)	(144%)
Other Operating Income	909	1,210	(25%)	496	83%
Other Operating Expense	(2,698)	(5,252)	(49%)	(6,005)	(55%)
Financial Income	4,078	7,443	(45%)	4,848	(16%)
Financial Expense	(8,182)	(11,696)	(30%)	(8,943)	(9%)
Monetary Gain	6,864	4,156	65%	1,026	569%
Taxes	(997)	(468)	113%	266	(475%)
<b>Net Profit /(Loss)</b>	<b>(3,142)</b>	<b>(6,945)</b>	<b>(55%)</b>	<b>(12,360)</b>	<b>(75%)</b>
<i>Net Profit Margin</i>	<i>(14,9%)</i>	<i>(16,9%)</i>		<i>(43,3%)</i>	

\* Other operating income and expense are excluded from operating profit and EBITDA calculations

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# Summary Cash Flow Statement

(TL mn)	3M26	3M25
<b>Cash Flows from Operating Activities</b>	<b>(4,982)</b>	<b>4,641</b>
Net income	(3,142)	(6,945)
<b>Adjustments to reconcile net income for the period</b>	<b>(2,864)</b>	<b>2,558</b>
Depreciation	2,113	2,570
Other	(4,976)	(13)
<b>Changes in Working Capital</b>	<b>1,076</b>	<b>9,251</b>
Decrease/(Increase) in trade receivables	4,803	6,162
Decrease/(Increase) in inventory	1,409	901
Increase/(Decrease) in trade payables	(4,411)	357
Other	(725)	1,831
<b>Other</b>	<b>(52)</b>	<b>(223)</b>
<b>Cash Flows from Investing Activities</b>	<b>4,124</b>	<b>(2,879)</b>
Capex for tangible & intangible assets	(1,276)	(2,377)
Cash advances and loans	5,383	(524)
Other	17	22
<b>Cash Flows from Financing Activities</b>	<b>822</b>	<b>(1,842)</b>
Proceeds from bank borrowings & issuances of debt instruments	18,823	14,187
Repayment of bank borrowings & debt instruments	(15,324)	(12,649)
Net interest payments	(2,424)	(3,116)
Other	(253)	(264)
<b>Inflation Effect on Cash &amp; Cash Equivalents</b>	<b>(223)</b>	<b>(481)</b>
<b>Effect of Exchange Rates</b>	<b>17</b>	<b>122</b>
<b>Net Increase/(Decrease) in Cash &amp; Cash Equivalents</b>	<b>(241)</b>	<b>(439)</b>
<b>Cash &amp; Cash Equivalents at the End of the Period</b>	<b>1,979</b>	<b>3,479</b>

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# FX Position & Hedging

	31.03.2026		31.12.2025	
	TL mn	US\$ mn	TL mn	US\$ mn
Total FX Assets	70,168	1,581	81,162	1,828
Total FX Liabilities	(107,336)	(2,418)	(115,513)	(2,602)
<b>Off-Balance Sheet Derivative Instruments</b>	<b>107</b>	<b>2</b>	<b>(61)</b>	<b>(1)</b>
<b>Net FX Position</b>	<b>(37,061)</b>	<b>(835)</b>	<b>(34,412)</b>	<b>(775)</b>
Inventory Adjustment	18,017	406	18,802	423
<b>Adjusted FX Position</b>	<b>(19,044)</b>	<b>(429)</b>	<b>(15,610)</b>	<b>(352)</b>

**Balance Sheet Hedging:** The net FX position on the balance sheet is hedged with financial derivative instruments.

Inventories that are kept in TL until sold are treated as FX-denominated and included in the net FX position, as they will be converted into hard currencies upon sale.

Remaining net short and mid term FX position (after this adjustment) is also hedged through financial derivatives; while the FX position related to long-term financial liabilities is not included within the hedge coverage.

**Strategic Hedging:** Applied in the pricing of FX-denominated sales and purchases to protect against exchange rate fluctuations.

**Cash Flow Hedging:** Conducted for daily FX transactions.

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## Vestel Elektronik Investor Relations

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Gülşah Beşikçioğlu

Deputy General Manager – Financial Affairs (Financial Reporting and Investor Relations)

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