

# Press Release

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Growth over Country Average

## RECORD GROWTH OF BİM IN 2017

**BİM recorded a very strong performance in 2017. Breaking the records with 23,5% growth, BİM's sales realized BN24,779TL . Store number of BİM raised to 6.765 and employer number approached to 42.000 as of 2017 year-end.**

**March 8, 2018, İstanbul.** Leader of the Turkey retail sector BİM Birleşik Mağazalar A.Ş. released its 2017 financial results in a press conference held in İstanbul. Executive Committee Members Galip Aykaç and Haluk Dortluoğlu attended the conference. According to the information delivered, BİM grew 23,5% whose sales realized at the level of BN24.779TL. The net profit of the company reached to ML863TL by increasing %29 and EBITDA rose to BN1.296TL levels.

Total store number of BİM reached to 6.765 as of 2017, 647 of which are located in Morocco and Egypt. 44 stores belong to FILE which were launched as a different retail concept. BİM increased the total employment number to 41.993 by providing new job opportunities to 4.000 new employees in 2017, 39% of which are women.

BİM ended the year with 382 stores in Morocco opening 53 new ones in 2017. Likewise, BİM stores in Egypt increased to 265 with new 50 stores. BİM provides employment for 3.914 employers in total in both countries.

BİMCCELL, leading the telecommunication operations of BİM, increased its subscribers over 1.500.000 gaining 200.000 new users last year.

Aykaç: "We grew over the Turkey average"

**BİM Executive Committee Member Galip Aykaç** stated the following in the press conference:

"BİM performed a highly strong growth in 2017 when the economy of Turkey also recorded a high performance. We worked with the loyalty of all of the shareholders, the consumers particularly and we contributed to the economy of our country. In Turkey we believe and trust, likewise Turkey trusts us. We will press ahead to work to provide the best service in the most widespread manner as being the leader of the sector."

Indicating that BİM's performance and added-value it produces are highly appreciated by BİM's shareholders in Turkey and abroad which satisfies them and improves motivation, Aykaç continues as follows:

"BİM ranked 149 among the 250 biggest retailers of the world in the 'Global Powers of Retailing 2017' report of distinguished global counseling company Deloitte and we ranked 24 in the fastest growing retail companies of the world list. We became 'The Top Employer Company' in the 'Turkey's Biggest 500 Company' research prepared by Capital magazine. Additionally, we became one of the companies which provide most employment for women with our 16.000 women employees. Appreciation for what we have done satisfies and encourages us to work more.

**Dortluođlu: "If the implementations under pilot process gain appreciation by our community, we will launch to sell open vegetables and fruits and fresh pastries in BİM stores. "**

**BİM Executive Committee Member Haluk Dortluođlu** mentioned that they target 20% growth in 2018 and in order to reach it they keep on investing. He recorded that they made ML609TL investment last year and they plan to make ML750TL investment in 2018 and to open 730 new stores with 4.500 new employments. He continued as follows:

"4,1 million per day and 1,5 billion in a year shoppings took place in BİM stores last year. We always pay attention to our customers and try to meet their needs in the best way. We increased our private label products to 550 units. Recently, we carry pilot process on vegetables and fruits and pastry section sales in the selected stores. If we conclude that the customers favor these implementations, we will start vegetable, fruits and pasty sales in all of the BİM stores all over Turkey.

FİLE stores which were offered as a different concept to the consumers continue to grow. As of 2017 we had 44 FİLE stores. We opened the first FİLE store in Bursa recently. 30 New FİLE stores will take their places in our 2018 stores openings. "