

(Convenience translation of the consolidated financial statements originally issued in Turkish)

## **BİM BİRLEŐİK MAĐAZALAR A.Ő.**

CONVENIENCE TRANSLATION INTO ENGLISH  
OF CONSOLIDATED FINANCIAL STATEMENTS  
FOR THE PERIOD JANUARY 1 - DECEMBER 31,  
2020  
TOGETHER WITH AUDITOR'S REPORT



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## INDEPENDENT AUDITOR'S REPORT

**To the Shareholders of BİM Birleşik Mağazalar Anonim Şirketi**

### **A) Report on the Audit of the Consolidated Financial Statements**

#### **1) Opinion**

We have audited the consolidated financial statements of BİM Birleşik Mağazalar Anonim Şirketi (the Company) and its subsidiaries (the Group), which comprise the consolidated statement of financial position as at December 31, 2020, and the consolidated statement of comprehensive income, consolidated statement of changes in equity and consolidated statement of cash flows for the year then ended, and notes to the consolidated financial statements, including a summary of significant accounting policies.

In our opinion, the accompanying consolidated financial statements present fairly, in all material respects, the consolidated financial position of the Group as at December 31, 2020, and its consolidated financial performance and its consolidated cash flows for the year then ended in accordance with the Turkish Financial Reporting Standards (TFRS).

#### **2) Basis for Opinion**

We conducted our audit in accordance with standards on auditing as issued by the Capital Markets Board of Turkey and Independent Auditing Standards (InAS) which are part of the Turkish Auditing Standards as issued by the Public Oversight Accounting and Auditing Standards Authority of Turkey (POA). Our responsibilities under those standards are further described in the *Auditor's Responsibilities for the Audit of the Consolidated Financial Statements* section of our report. We are independent of the Group in accordance with the Code of Ethics for Independent Auditors (Code of Ethics) as issued by the POA, and we have fulfilled our other ethical responsibilities in accordance with the Code of Ethics. We believe that the audit evidence we have obtained is sufficient and appropriate to provide a basis for our opinion.

#### **3) Other Matter**

The consolidated financial statement of the Group, prepared in accordance with Turkish Financial Reporting Standards (TFRS), as of December 31, 2019 were audited by another audit firm whose independent auditor's report thereon dated March 4, 2020 expressed an unqualified opinion.

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**4) Key Audit Matters**

Key audit matters are those matters that, in our professional judgment, were of most significance in our audit of the consolidated financial statements of the current period. These matters were addressed in the context of our audit of the consolidated financial statements as a whole, and in forming our opinion thereon, and we do not provide a separate opinion on these matters.

| <b>Key audit matters</b>   | <b>How our audit addressed the key audit matter</b>  |
|--|--|
| <p><b>Application of TFRS 16, “Leases”, its impacts on the consolidated financial statements and notes to the consolidated financial statements</b></p> <p>The application of the standard resulted in the recognition of right of use assets amounting to TRY 5.398.800 thousand and increase in financial lease liabilities amounting to TRY 5.961.885 thousand.</p> <p>The amounts recognized as a result of the adoption of TFRS 16 are significant for the consolidated financial statements and the determination of the accounting policy requires the assessment of the Group management. In addition, the measurement of the right of use assets and financial lease liabilities are based on significant estimates and assumptions of the management. The substantial part of these estimates are interest rates used to discount cash flows and assessment of options to extend or terminate lease contracts.</p> <p>Therefore, the impacts of the first time adoption of TFRS 16 on the consolidated financial statements and the notes to the consolidated financial statements are determined as a key audit matter for our audit.</p> <p>Explanations regarding TFRS 16 are made in Notes 6 and 12.</p> | <p>The audit procedures performed in relation to the application of TFRS 16 include a combination of validation of key controls in leasing process and substantive tests.</p> <p>The completeness of the contract lists obtained from the Group management is evaluated. It is evaluated whether the contracts defined as lease contracts are within the scope of TFRS 16.</p> <p>The right of use assets and related financial lease liabilities recognised in the consolidated financial statements are recalculated by using rates such as interest rate, rent increase rate etc. for the selected lease contracts that are in scope of TFRS 16.</p> <p>The lease contracts used in the calculation of right of use assets and financial lease liabilities are selected on a sample basis and the compliance of the discount rates, term of the lease contacts and the assessment of the extension options applied if such options exist with the provision of the contract are tested.</p> <p>The disclosures in the consolidated financial statements in relation to the application of TFRS 16 is tested and the adequacy of such disclosures are evaluated.</p> |

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| Key audit matters   | How our audit addressed the key audit matter  |
|---|---|
| <b>Revenue recognition</b>  |   |
| <p>The Group operates in hard discount retail markets on domestic and abroad with 9.365 stores in total as of 31 December 2020.</p> <p>In addition to being the most important financial statement line item for the retail industry, revenue is one of the most important criteria for evaluation of performance and results of strategies applied by the management.</p> <p>Revenue, amounting to TRY 55.495.364 thousand for the year ended 31 December 2020 is material to the financial statements and its audit is a key audit matter since the completeness and accuracy of revenue transactions are difficult to audit due to the high volume of transactions, due to number of stores and the high number of sales points.</p> <p>Explanations regarding Revenue are made in Notes 18.</p> | <p>The audit procedures performed include a combination of validation of key controls in revenue recognition process, substantive tests and analytical procedures.</p> <p>The revenue recognition process was understood by way of inquiries with the process owners and the design effectiveness, implementation and operating effectiveness of key controls were evaluated with the support of our experts in Information Technology ("IT").</p> <p>Access to programs, program changes and program development controls were tested by our IT experts.</p> <p>The controls of accounting entry of sales data to make sure that it can only be performed by the approval of accounting department, automatic transfers of sales data to accounting system, sales prices to cashboxes and sales transactions of stores to the accounting system at the end of the day were tested to make sure that pricing and invoicing of revenue are complete and accurate.</p> <p>Testing on a sample basis was performed for recognition of daily transfers made to the cash boxes.</p> <p>Substantive analytical procedures were performed in order to assess the variance in revenue. Annual inflation rate used in the analytics was obtained from independent sources, the square meters were tested by tracing to documents of stores on a sample basis. Thus, the reliability of data used was validated. Product and category based sales and gross margins were compared to prior periods and their consistency was evaluated.</p> |

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**5) Responsibilities of Management and Those Charged with Governance for the Consolidated Financial Statements**

Management is responsible for the preparation and fair presentation of the consolidated financial statements in accordance with TFRS, and for such internal control as management determines is necessary to enable the preparation of consolidated financial statements that are free from material misstatement, whether due to fraud or error.

In preparing the consolidated financial statements, management is responsible for assessing the Group's ability to continue as a going concern, disclosing, as applicable, matters related to going concern and using the going concern basis of accounting unless management either intends to liquidate the Group or to cease operations, or has no realistic alternative but to do so.

Those charged with governance are responsible for overseeing the Group's financial reporting process.

**6) Auditor's Responsibilities for the Audit of the Consolidated Financial Statements**

In an independent audit, our responsibilities as the auditors are:

Our objectives are to obtain reasonable assurance about whether the consolidated financial statements as a whole are free from material misstatement, whether due to fraud or error, and to issue an auditor's report that includes our opinion. Reasonable assurance is a high level of assurance, but is not a guarantee that an audit conducted in accordance with standards on auditing as issued by the Capital Markets Board of Turkey and InAS will always detect a material misstatement when it exists. Misstatements can arise from fraud or error and are considered material if, individually or in the aggregate, they could reasonably be expected to influence the economic decisions of users taken on the basis of these consolidated financial statements.

As part of an audit in accordance with standards on auditing as issued by the Capital Markets Board of Turkey and InAS, we exercise professional judgment and maintain professional skepticism throughout the audit. We also:

- Identify and assess the risks of material misstatement of the consolidated financial statements, whether due to fraud or error, design and perform audit procedures responsive to those risks, and obtain audit evidence that is sufficient and appropriate to provide a basis for our opinion. The risk of not detecting a material misstatement resulting from fraud is higher than for one resulting from error, as fraud may involve collusion, forgery, intentional omissions, misrepresentations, or the override of internal control.
- Obtain an understanding of internal control relevant to the audit in order to design audit procedures that are appropriate in the circumstances, but not for the purpose of expressing an opinion on the effectiveness of the Group's internal control.
- Evaluate the appropriateness of accounting policies used and the reasonableness of accounting estimates and related disclosures made by management.

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- Conclude on the appropriateness of management's use of the going concern basis of accounting and, based on the audit evidence obtained, whether a material uncertainty exists related to events or conditions that may cast significant doubt on the Group's ability to continue as a going concern. If we conclude that a material uncertainty exists, we are required to draw attention in our auditor's report to the related disclosures in the consolidated financial statements or, if such disclosures are inadequate, to modify our opinion. Our conclusions are based on the audit evidence obtained up to the date of our auditor's report. However, future events or conditions may cause the Group to cease to continue as a going concern.
- Evaluate the overall presentation, structure and content of the consolidated financial statements, including the disclosures, and whether the consolidated financial statements represent the underlying transactions and events in a manner that achieves fair presentation.
- Obtain sufficient appropriate audit evidence regarding the financial information of the entities or business activities within the Group to express an opinion on the consolidated financial statements. We are responsible for the direction, supervision and performance of the group audit. We remain solely responsible for our audit opinion.

We communicate with those charged with governance regarding, among other matters, the planned scope and timing of the audit and significant audit findings, including any significant deficiencies in internal control that we identify during our audit.

We also provide those charged with governance with a statement that we have complied with relevant ethical requirements regarding independence, and to communicate with them all relationships and other matters that may reasonably be thought to bear on our independence, and where applicable, related safeguards.

From the matters communicated with those charged with governance, we determine those matters that were of most significance in the audit of the consolidated financial statements of the current period and are therefore the key audit matters. We describe these matters in our auditor's report unless law or regulation precludes public disclosure about the matter or when, in extremely rare circumstances, we determine that a matter should not be communicated in our report because the adverse consequences of doing so would reasonably be expected to outweigh the public interest benefits of such communication.

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**B) Report on Other Legal and Regulatory Requirements**

- 1) Auditors' report on Risk Management System and Committee prepared in accordance with paragraph 4 of Article 398 of Turkish Commercial Code ("TCC") 6102 is submitted to the Board of Directors of the Company on March 8, 2021.
- 2) In accordance with paragraph 4 of Article 402 of the TCC, no significant matter has come to our attention that causes us to believe that the Company's bookkeeping activities for the period 1 January - 31 December 2020 and financial statements are not in compliance with laws and provisions of the Company's articles of association in relation to financial reporting.
- 3) In accordance with paragraph 4 of Article 402 of the TCC, the Board of Directors submitted to us the necessary explanations and provided required documents within the context of audit.

The name of the engagement partner who supervised and concluded this audit is Kaan Birdal.

Güney Bağımsız Denetim ve Serbest Muhasebeci Mali Müşavirlik Anonim Şirketi  
A member firm of Ernst & Young Global Limited



Kaan Birdal, SMMM  
Partner

March 8, 2021  
İstanbul, Türkiye

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## BİM Birleşik Mağazalar A.Ş.

### CONSOLIDATED BALANCE SHEETS

### FOR THE YEARS ENDED DECEMBER 31, 2020 AND DECEMBER 31, 2019

(Amounts expressed in thousands of Turkish Lira ("TRY") unless otherwise stated and all other currencies are expressed in full amounts unless otherwise stated.)

#### ASSETS

|   |       | Audited              | Audited              |
|---|-------|----------------------|----------------------|
|   | Notes | December 31,<br>2020 | December 31,<br>2019 |
| <b>Current assets</b>                           |       | <b>11.135.793</b>    | 5.806.245            |
| <b>Cash and cash equivalents</b>                | 4     | <b>1.112.693</b>     | 1.158.847            |
| <b>Financial investments</b>                    | 5     | <b>2.663.781</b>     | 537.591              |
| <b>Trade receivables</b>                        |       | <b>2.615.234</b>     | 1.433.320            |
| - <i>Trade receivables from third parties</i>   | 7     | <i>2.615.234</i>     | <i>1.433.320</i>     |
| <b>Other receivables</b>                        | 8     | <b>13.554</b>        | 17.348               |
| - <i>Other receivables from related parties</i> |       | <i>233</i>           | <i>169</i>           |
| - <i>Other receivables from third parties</i>   |       | <i>13.321</i>        | <i>17.179</i>        |
| <b>Inventory</b>                                | 9     | <b>4.228.394</b>     | 2.368.527            |
| <b>Prepaid expenses</b>                         | 14    | <b>395.512</b>       | 219.210              |
| <b>Other current assets</b>                     | 16    | <b>106.625</b>       | 71.402               |
| <b>Non-current assets</b>                       |       | <b>12.294.499</b>    | 9.046.025            |
| <b>Financial investments</b>                    | 5     | <b>523.420</b>       | 622.760              |
| <b>Other receivables</b>                        |       | <b>9.775</b>         | 7.039                |
| - <i>Other receivables from third parties</i>   |       | <i>9.775</i>         | <i>7.039</i>         |
| <b>Property, plant and equipment</b>            | 10    | <b>6.230.953</b>     | 4.329.172            |
| <b>Intangible assets</b>                        | 11    | <b>43.461</b>        | 38.420               |
| <b>The right of use assets</b>                  | 12    | <b>5.398.800</b>     | 4.010.948            |
| <b>Prepaid expenses</b>                         | 14    | <b>61.103</b>        | 27.800               |
| <b>Deferred tax assets</b>                      | 25    | <b>26.987</b>        | 9.886                |
| <b>Total assets</b>                             |       | <b>23.430.292</b>    | 14.852.270           |

The accompanying notes from an integral part of these consolidated financial statements.

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## BİM Birleşik Mağazalar A.Ş.

### CONSOLIDATED BALANCE SHEETS

#### FOR THE YEARS ENDED DECEMBER 31, 2020 AND DECEMBER 31, 2019

(Amounts expressed in thousands of Turkish Lira ("TRY") unless otherwise stated and all other currencies are expressed in full amounts unless otherwise stated.)

#### LIABILITIES

|  |       | Audited<br>December 31,<br>2020 | Audited<br>December 31,<br>2019 |
|--|-------|---------------------------------|---------------------------------|
|  | Notes |                                 |                                 |
| <b>Current liabilities</b>   |       | <b>11.020.795</b>               | 6.998.109                       |
| <b>Short-term liabilities</b>  | 6     | <b>1.377.627</b>                | 1.031.688                       |
| - Bank loans   |       | 131.421                         | 47.330                          |
| - Lease liabilities  |       | 1.246.206                       | 984.358                         |
| <b>Trade payables</b>  |       | <b>8.894.471</b>                | 5.559.439                       |
| - Trade payables due to related parties  | 27    | 804.124                         | 557.473                         |
| - Trade payables due to third parties  | 7     | 8.090.347                       | 5.001.966                       |
| <b>Other payables</b>  |       | <b>246</b>                      | 166                             |
| - Other payables due to third parties  |       | 246                             | 166                             |
| <b>Deferred income</b>   | 14    | <b>44.407</b>                   | 18.193                          |
| <b>Payables related to employee benefits</b>   |       | <b>74.606</b>                   | 57.029                          |
| <b>Short term provisions</b>   |       | <b>87.339</b>                   | 72.245                          |
| - Provision for employee benefits  | 13    | 41.533                          | 24.507                          |
| - Other short-term provisions  | 13    | 45.806                          | 47.738                          |
| <b>Current income tax liabilities</b>  | 25    | <b>243.713</b>                  | 103.986                         |
| <b>Other current liabilities</b>   | 16    | <b>298.386</b>                  | 155.363                         |
| <b>Non-current liabilities</b>   |       | <b>5.233.810</b>                | 3.616.871                       |
| <b>Long - term liabilities</b>   | 6     | <b>4.715.679</b>                | 3.280.209                       |
| - Lease liabilities  |       | 4.715.679                       | 3.280.209                       |
| <b>Non - current provisions</b>  |       | <b>241.859</b>                  | 180.114                         |
| - Provision for employee benefits  | 15    | 241.859                         | 180.114                         |
| <b>Deferred tax liabilities</b>  | 25    | <b>276.272</b>                  | 156.548                         |
| <b>Equity</b>  |       | <b>7.175.687</b>                | 4.237.290                       |
| <b>Equity holders of the parent company</b>  |       | <b>7.175.687</b>                | 4.237.290                       |
| <b>Paid-in share capital</b>   | 17    | <b>607.200</b>                  | 607.200                         |
| <b>Treasury Shares</b>   | 17    | <b>(374.708)</b>                | -                               |
| <b>Other comprehensive income/(expense) not to be reclassified to profit or loss</b> |       | <b>1.906.697</b>                | 981.646                         |
| - Property and equipment revaluation fund  | 10,17 | 1.711.884                       | 785.683                         |
| - Actuarial loss on defined benefit plans  |       | (152.820)                       | (117.556)                       |
| - Fair value changes in available-for-sale financial assets                          |       | 347.633                         | 313.519                         |
| <b>Other comprehensive income/(expense) to be reclassified to profit or loss</b>     |       | <b>134.177</b>                  | 68.101                          |
| - Foreign currency translation differences   |       | 134.177                         | 68.101                          |
| <b>Restricted reserves</b>   |       | <b>893.850</b>                  | 431.098                         |
| <b>Retained earnings</b>   |       | <b>1.401.656</b>                | 924.368                         |
| <b>Net income for the period</b>   |       | <b>2.606.815</b>                | 1.224.877                       |
| <b>Total liabilities</b>   |       | <b>23.430.292</b>               | 14.852.270                      |

The accompanying notes from an integral part of these consolidated financial statements.

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## BİM Birleşik Mağazalar A.Ş.

### CONSOLIDATED STATEMENT OF COMPREHENSIVE INCOME FOR THE YEARS ENDED DECEMBER 31, 2020 AND DECEMBER 31, 2019

(Amounts expressed in thousands of Turkish Lira ("TRY") unless otherwise stated and all other currencies are expressed in full amounts unless otherwise stated.)

|   |       | Audited<br>January 1-<br>December 31, 2020 | Audited<br>January 1-<br>December 31, 2019 |
|---|-------|--|--|
|   | Notes |  |  |
| <b>PROFIT OR LOSS</b>   |       |  |  |
| Revenue   | 18    | 55.495.364                                 | 40.211.942                                 |
| Cost of sales(-)  | 18    | (45.374.131)                               | (33.226.484)                               |
| <b>GROSS PROFIT</b>   |       | <b>10.121.233</b>                          | <b>6.985.458</b>                           |
| Marketing expenses (-)  | 19    | (5.608.409)                                | (4.278.730)                                |
| General administrative expenses (-)                                 | 19    | (815.913)                                  | (640.439)                                  |
| Other operating income  | 21    | 109.085                                    | 73.808                                     |
| Other operating expense (-)   | 21    | (20.440)                                   | (18.034)                                   |
| <b>OPERATING PROFIT</b>   |       | <b>3.785.556</b>                           | <b>2.122.063</b>                           |
| Income from investing activities                                    | 24    | 139.056                                    | 115.150                                    |
| Expense from investing activities                                   | 24    | (5.266)                                    | (3.423)                                    |
| <b>OPERATING PROFIT BEFORE FINANCIAL EXPENSES</b>                   |       | <b>3.919.346</b>                           | <b>2.233.790</b>                           |
| Financial income  | 22    | 260.721                                    | 20.623                                     |
| Financial expense (-)   | 23    | (828.409)                                  | (663.539)                                  |
| <b>PROFIT BEFORE TAX FROM<br/>CONTINUED OPERATIONS</b>              |       | <b>3.351.658</b>                           | <b>1.590.874</b>                           |
| - Current tax expense   | 25    | (801.238)                                  | (424.831)                                  |
| - Deferred tax income   | 25    | 56.395                                     | 58.834                                     |
| <b>PROFIT FROM CONTINUED OPERATIONS</b>                             |       | <b>2.606.815</b>                           | <b>1.224.877</b>                           |
| <b>NET INCOME FOR THE PERIOD</b>                                    |       | <b>2.606.815</b>                           | <b>1.224.877</b>                           |
| <b>Profit for the period attributable to</b>                        |       |  |  |
| Non-controlling interests   |       | -  | -  |
| Equity holders of the parent  |       | 2.606.815                                  | 1.224.877                                  |
| <b>Earnings per share</b>   |       |  |  |
| Earnings per share from continued operations(Full TRY)              | 26    | 4,31                                       | 2,04                                       |
| Earnings per share from discontinued operations                     |       | -  | -  |
| <b>Other comprehensive gain/(loss)</b>                              |       |  |  |
| <b>Items not to be reclassified to profit/(loss)</b>                |       | <b>943.814</b>                             | <b>102.520</b>                             |
| Losses on remeasurements of defined benefit plans, net              |       | (35.264)                                   | (27.392)                                   |
| Gain/(losses) on revaluation of property, plant and equipment, net  |       | 926.201                                    | -  |
| Gains on revaluation of available<br>for sale financial assets, net |       | 52.877                                     | 129.912                                    |
| <b>Items to be reclassified to profit /(loss):</b>                  |       | <b>66.076</b>                              | <b>27.076</b>                              |
| Currency translation difference                                     |       | 66.076                                     | 27.076                                     |
| <b>Other comprehensive income/(loss)</b>                            |       | <b>1.009.890</b>                           | <b>129.596</b>                             |
| <b>Total comprehensive income</b>                                   |       | <b>3.616.705</b>                           | <b>1.354.473</b>                           |
| <b>Total comprehensive income attributable to</b>                   |       |  |  |
| Non-controlling interests   |       | -  | -  |
| Equity holders of the parent  |       | 3.616.705                                  | 1.354.473                                  |

The accompanying notes from an integral part of these consolidated financial statements.

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**BİM Birleşik Mağazalar A.Ş.**

**CONSOLIDATED STATEMENT OF CHANGES IN SHAREHOLDERS' EQUITY  
FOR THE YEARS ENDED DECEMBER 31, 2020 AND DECEMBER 31, 2019**

(Amounts expressed in thousands of Turkish Lira ("TRY") unless otherwise stated and all other currencies are expressed in full amounts unless otherwise stated.)

|   | Audited               |                  |                     |   |  |   |   | Retained earnings | Net income for the period | Total Equity     |
|---|-----------------------|------------------|---------------------|---|--|---|---|-------------------|---------------------------|------------------|
|   | Paid-in share capital | Treasury shares  | Restricted reserves | Fair value changes in available-for-sale financial assets | Property, plant and equipment revaluation fund | Actuarial loss on defined benefit plans | Other comprehensive income not to be reclassified to profit or loss |                   |                           |                  |
| <b>Balance at January 1, 2019</b>                       | 303.600               | (235.729)        | 571.193             | 183.607   | 785.683  | (90.164)                                | 41.025  | 702.337           | 1.250.464                 | 3.512.016        |
| Transfers   | -                     | -                | 95.634              | -   | -  | -                                       | -   | 1.154.830         | (1.250.464)               | -                |
| Increase/decrease due to acquisition of treasury shares | -                     | 235.729          | (235.729)           | -   | -  | -                                       | -   | 337.740           | -                         | 337.740          |
| Dividend paid (Note 17)                                 | -                     | -                | -                   | -   | -  | -                                       | -   | (966.939)         | -                         | (966.939)        |
| Capital Increase (Note 17)                              | 303.600               | -                | -                   | -   | -  | -                                       | -   | (303.600)         | -                         | -                |
| Total comprehensive income                              | -                     | -                | -                   | 129.912   | -  | (27.392)                                | 27.076  | -                 | 1.224.877                 | 1.354.473        |
| <b>Balance at December 31, 2019</b>                     | <b>607.200</b>        | <b>-</b>         | <b>431.098</b>      | <b>313.519</b>  | <b>785.683</b>                                 | <b>(117.556)</b>                        | <b>68.101</b>   | <b>924.368</b>    | <b>1.224.877</b>          | <b>4.237.290</b> |
| <b>Balance at January 1, 2020</b>                       | <b>607.200</b>        | <b>-</b>         | <b>431.098</b>      | <b>313.519</b>  | <b>785.683</b>                                 | <b>(117.556)</b>                        | <b>68.101</b>   | <b>924.368</b>    | <b>1.224.877</b>          | <b>4.237.290</b> |
| Transfers   | -                     | -                | 462.752             | -   | -  | -                                       | -   | 762.125           | (1.224.877)               | -                |
| Increase/decrease due to acquisition of treasury shares | -                     | (374.708)        | -                   | -   | -  | -                                       | -   | -                 | -                         | (374.708)        |
| Other (Note 5)  | -                     | -                | -                   | (18.763)  | -  | -                                       | -   | 18.763            | -                         | -                |
| Dividend paid (Note 17)                                 | -                     | -                | -                   | -   | -  | -                                       | -   | (303.600)         | -                         | (303.600)        |
| Total comprehensive income                              | -                     | -                | -                   | 52.877  | 926.201  | (35.264)                                | 66.076  | -                 | 2.606.815                 | 3.616.705        |
| <b>Balance at December 31, 2020</b>                     | <b>607.200</b>        | <b>(374.708)</b> | <b>893.850</b>      | <b>347.633</b>  | <b>1.711.884</b>                               | <b>(152.820)</b>                        | <b>134.177</b>  | <b>1.401.656</b>  | <b>2.606.815</b>          | <b>7.175.687</b> |

The accompanying notes form an integral part of these consolidated financial statements.

(Convenience translation of the consolidated financial statements originally issued in Turkish)

## BİM Birleşik Mağazalar A.Ş.

### CONSOLIDATED STATEMENT OF CASH FLOWS FOR THE YEARS ENDED DECEMBER 31, 2020 AND DECEMBER 31, 2019

(Amounts expressed in thousands of Turkish Lira ("TRY") unless otherwise stated and all other currencies are expressed in full amounts unless otherwise stated.)

|   | Notes    | Audited<br>January 1-<br>December 31,<br>2020 | Audited<br>January 1-<br>December 31,<br>2019 |
|---|----------|---|---|
| <b>A. CASH FLOWS FROM OPERATING ACTIVITIES</b>  |          |   |   |
|   |          | <b>4.743.926</b>                              | 3.384.491                                     |
| <b>Profit for the period</b>  |          | <b>2.606.815</b>                              | 1.224.877                                     |
| <b>Adjustments to reconcile profit for the period</b>   |          | <b>2.516.447</b>                              | 1.986.080                                     |
| Depreciation and amortization   | 10,11,12 | 1.370.073                                     | 1.082.616                                     |
| Provisions for impairments  |          | 6.434   | 3.951   |
| - Provisions for impairments of inventories   | 9        | 6.248   | 2.509   |
| - Allowance for doubtful receivables  | 8        | 186   | 1.442   |
| <b>Adjustments related to provisions</b>  |          | <b>96.672</b>                                 | 81.477  |
| - Adjustments related to provision for employment termination benefits  | 13,15    | 98.604  | 73.576  |
| - Adjustments related to the legal provisions   | 13       | 2.066   | 7.316   |
| - Adjustments related to other provisions   | 13       | (3.998)                                       | 585   |
| Adjustments related to financial income and expense   |          | 617.349                                       | 576.429                                       |
| - Adjustments related to financial expenses   | 23       | 708.446                                       | 633.939                                       |
| - Adjustments related to deferred financial expense from future purchases.                                    |          | (91.097)                                      | (57.510)                                      |
| Adjustments related to the financing income and other financial instruments                                   |          | (303.726)                                     | (124.249)                                     |
| Adjustments for tax expense   | 25       | 744.843                                       | 365.997                                       |
| Gain/(loss) on sale of property and equipment   | 24       | 5.266   | 3.423   |
| Fair value losses/(gains) related to fixed assets   | 10       | 2.341   | -   |
| Other adjustments related to cash flows arising from investing and financing activities                       |          | (788)   | (2.858)                                       |
| Adjustments related to gain/(loss)  |          | (22.017)                                      | (706)   |
| <b>Changes in net working capital</b>   |          | <b>322.888</b>                                | 609.082                                       |
| Increases/decreases in inventories  |          | (1.866.115)                                   | (273.142)                                     |
| Increases/decreases in trade receivables  |          | (1.182.100)                                   | (273.718)                                     |
| Increases/decreases in other assets   |          | 872   | 7.575   |
| Increases/decreases in trade payables   |          | 3.426.129                                     | 1.100.810                                     |
| Increases/decreases in other payables   |          | 80  | 69  |
| Increases/decreases other net working capital   |          | (55.978)                                      | 47.488  |
| <b>Net cash generated from operating activities</b>   |          | <b>5.446.150</b>                              | 3.820.039                                     |
| Income taxes paid   | 25       | (662.951)                                     | (403.719)                                     |
| Other cash inflow/outflow   |          | 8   | -   |
| Employee benefits paid  | 15       | (39.281)                                      | (31.829)                                      |
| <b>B. CASH FLOWS FROM INVESTING ACTIVITIES</b>  |          | <b>(2.974.291)</b>                            | (1.150.253)                                   |
| Cash inflows for sale of shares or debt instruments of other businesses or funds                              | 5        | 155.000                                       | -   |
| Cash outflows for acquisition of shares or debt instruments of other businesses or funds                      |          | -   | (130.945)                                     |
| Proceeds from sale of tangible and intangible assets  |          | 17.203  | 27.354  |
| Cash outflows from purchases of tangible and intangible assets  | 10,11    | (1.298.275)                                   | (1.082.649)                                   |
| - Purchases of tangible assets  |          | (1.282.701)                                   | (1.074.812)                                   |
| - Purchases of intangible assets  |          | (15.574)                                      | (7.837)                                       |
| Cash inflows from participation (profit) share and other financial instruments                                |          | 841.317                                       | 105.429                                       |
| Cash outflows from participation (profit) share and other financial instruments                               |          | (2.663.781)                                   | (76.460)                                      |
| Cash advances given and liabilities   |          | (26.543)                                      | 4.160   |
| Dividends received  | 24       | 788   | 2.858   |
| <b>C. CASH FLOWS FROM FINANCING ACTIVITIES</b>  |          | <b>(1.822.137)</b>                            | (1.615.566)                                   |
| Cash inflows from financial liabilities   | 6        | 84.091  | 9.477   |
| Cash outflows from payments of rent agreements  |          | (1.227.920)                                   | (1.024.616)                                   |
| Dividend paid   | 17       | (303.600)                                     | (966.939)                                     |
| Cash inflows/(outflows) related to the company's own shares and receivables based on other equity instruments | 17       | (374.708)                                     | 366.512                                       |
| <b>NET DECREASE IN CASH AND CASH EQUIVALENTS BEFORE CURRENCY TRANSLATION DIFFERENCES (A+B+C)</b>              |          | <b>(52.502)</b>                               | 618.672                                       |
| <b>D. EFFECTS OF CURRENCY TRANSLATION DIFFERENCES ON CASH AND CASH EQUIVALENTS</b>                            |          | <b>10.398</b>                                 | (11.083)                                      |
| <b>NET INCREASE IN CASH AND CASH EQUIVALENTS (A+B+C+D)</b>  |          | <b>(42.104)</b>                               | 607.589                                       |
| <b>E. CASH AND CASH EQUIVALENTS AT THE BEGINNING OF THE PERIOD</b>  | 4        | <b>1.154.508</b>                              | 546.919                                       |
| <b>CASH AND CASH EQUIVALENTS AT THE END OF THE PERIOD(A+B+C+D+E)</b>  | 4        | <b>1.112.404</b>                              | 1.154.508                                     |

The accompanying notes from an integral part of these consolidated financial statements.

(Convenience translation of the consolidated financial statements originally issued in Turkish)

## BİM Birleşik Mağazalar A.Ş.

### NOTES TO THE CONSOLIDATED FINANCIAL STATEMENTS AS OF DECEMBER 31, 2020 AND DECEMBER 31, 2019

(Amounts expressed in thousands of Turkish Lira (“TRY”) unless otherwise stated and all other currencies are expressed in full amounts unless otherwise stated.)

#### 1. Organization and nature of operations of the Group

BİM Birleşik Mağazalar Anonim Şirketi (“BİM” or “the Company”) was established on 31 May 1995 and commenced its operations in September 1995. The registered address of the Group is Ebubekir Cad. No: 73 Sancaktepe, İstanbul.

The Company is engaged in operating retail stores through its retail shops throughout Turkey, which sell an assortment of approximately 800 items, including a number of private labels. The Company is publicly traded in Istanbul Stock Exchange (ISE) since July 2005.

The Company established a new company named BIM Stores SARL on 19 May 2008 with 100% ownership in Morocco which is engaged in hard discount retail sector and started to operate on 11 July 2009. BIM Stores SARL financial statements are consolidated by using the full consolidation method as of December 31, 2020.

The Company established a new company named BIM Stores LLC on 24 July 2012 with 100% ownership in Egypt which is engaged in hard discount retail sector and first stores of BIM Stores LLC has been opened in April 2013. BIM Stores LLC financial statements are consolidated by using the full consolidation method as of December 31, 2020.

GDP Gıda Paketleme ve Sanayi ve Ticaret A.Ş. (“GDP Gıda”), which is a 100% subsidiary to provide the supply and packaging of various foodstuffs, especially rice and pulses became a legal entity and started its activities with the completion of the registration procedures in 2017. GDP Gıda financial statements are consolidated by using the full consolidation method as of December 31, 2020.

Dost Global Danışmanlık A.Ş. (“Dost Global”), which is a 100% subsidiary to reach a more efficient organizational structure within the scope of the foreign investments of the Company was founded 8 January 2020. Dost Global financial statements are consolidated by using the full consolidation method as of December 31, 2020.

Hereinafter, the Company and its consolidated subsidiaries together will be referred to as “the Group”.

#### Approval of consolidated financial statements:

Shareholder structure of the Group is stated in Note 17. Board of Directors has approved the financial statements and delegated authority for publishing it on March 8, 2021.

Although there is no such intention, the General Assembly and certain regulatory bodies have the power to amend the financial statements after issues.

For the periods ended December 31, 2020 and 2019, the period-end number of employees in accordance with their categories is shown below:

|                     | 31 December 2020 | 31 December 2019 |
|---------------------|------------------|------------------|
| Office personnel    | 3.449            | 3.611            |
| Warehouse personnel | 5.958            | 4.837            |
| Store personnel     | 51.256           | 43.317           |
| <b>Total</b>        | <b>60.663</b>    | <b>51.765</b>    |

As of December 31, 2020, the Group operates in 9.365 stores (December 31, 2019: 8.438).

(Convenience translation of the consolidated financial statements originally issued in Turkish)

## **BİM Birleşik Mağazalar A.Ş.**

### **NOTES TO THE CONSOLIDATED FINANCIAL STATEMENTS AS OF DECEMBER 31, 2020 AND DECEMBER 31, 2019**

(Amounts expressed in thousands of Turkish Lira (“TRY”) unless otherwise stated and all other currencies are expressed in full amounts unless otherwise stated.)

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#### **2. Basis of preparation of financial statements**

##### **2.1 Basis of presentation**

The consolidated financial statements of the Group have been prepared in accordance with the Turkish Financial Reporting Standards, (“TFRS”) and interpretations as adopted in line with international standards by the Public Oversight Accounting and Auditing Standards Authority of Turkey (“POA”) in line with the communiqué numbered II-14.1 “Communiqué on the Principles of Financial Reporting In Capital Markets” (“the Communiqué”) announced by the Capital Markets Board of Turkey (“CMB”) on June 13, 2013 which is published on Official Gazette numbered 28676. TFRS are updated in harmony with the changes and updates in International Financial and Accounting Standards (“IFRS”) by the communiqués announced by the POA.

The Group and its Turkish subsidiaries, associates and joint ventures maintain their books of accounts and prepare their statutory financial statements in accordance with the Turkish Commercial Code (“TCC”), tax legislation, the Uniform Chart of Accounts issued by the Ministry of Finance and principles issued by CMB. The foreign subsidiaries maintain their books of account in accordance with the laws and regulations in force in the countries in which they are registered. The consolidated financial statements are based on the statutory records, which are maintained under historical cost conventions, with the required adjustments and reclassifications reflected for the purpose of fair presentation in accordance with TAS.

The consolidated financial statements are presented in accordance with formats that are determined in “Announcement regarding TAS Taxonomy” and “Financial Statement Examples and Instructions” by Turkish Accounting Standards issued by Public Oversight Accounting and Auditing Standards Authority (“POAASA”) on April 15, 2019.

##### **Going concern assumption**

The consolidated financial statements including the accounts of the Group have been prepared assuming that the Group will continue as a going concern on the basis that the entity will be able to realize its assets and discharge its liabilities in the normal course of business.

##### **2.2 The new standards, amendments and interpretations**

The accounting policies adopted in preparation of the consolidated financial statements as at December 31, 2020 are consistent with those of the previous financial year, except for the adoption of new and amended TFRS and TIFRIC interpretations effective as of January 1, 2020. The effects of these standards and interpretations on the Group’s financial position and performance have been disclosed in the related paragraphs.

(Convenience translation of the consolidated financial statements originally issued in Turkish)

## **BİM Birleşik Mağazalar A.Ş.**

### **NOTES TO THE CONSOLIDATED FINANCIAL STATEMENTS AS OF DECEMBER 31, 2020 AND DECEMBER 31, 2019**

(Amounts expressed in thousands of Turkish Lira ("TRY") unless otherwise stated and all other currencies are expressed in full amounts unless otherwise stated.)

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#### **2. Basis of preparation of financial statements (Cont'd)**

##### **2.2 The new standards, amendments and interpretations (Cont'd)**

*i) The new standards, amendments and interpretations which are effective as of January 1, 2020 are as follows:*

##### **Definition of a Business (Amendments to TFRS 3)**

In May 2019, the POA issued amendments to the definition of a business in TFRS 3 Business Combinations standards. The amendments are intended to assist entities to remove the assessment regarding the definition of business.

The amendments:

- clarify the minimum requirements for a business;
- remove the assessment of whether market participants are capable of replacing any missing elements;
- add guidance to help entities assess whether an acquired process is substantive;
- narrow the definitions of a business and of outputs; and
- introduce an optional fair value concentration test.

The amendments to TFRS 3 are effective for annual reporting periods beginning on or after 1 January 2020 and apply prospectively. The amendment are not applicable for the Group and did not have an impact on the financial position or performance of the Group.

##### **Amendments to TFRS 9, TAS 39 and TFRS 7- Interest Rate Benchmark Reform**

The amendments issued to TFRS 9 and TAS 39 which are effective for periods beginning on or after January 1, 2020 provide reliefs which enable hedge accounting to continue. For these reliefs, it is assumed that the benchmark on which the cash flows of hedged risk or item are based and/or, the benchmark on which the cash flows of the hedging instrument are based, are not altered as a result of IBOR reform. in connection with interest rate benchmark reform.

Reliefs used as a result of amendments in TFRS 9 and TAS 39 is aimed to be disclosed in financial statements based on the amendments made in TFRS 7.

The amendments did not have a significant impact on the financial position or performance of the Group.

##### **Definition of Material (Amendments to TAS 1 and TAS 8)**

In June 2019, the POA issued amendments to TAS 1 Presentation of Financial Statements and TAS 8 Accounting Policies, Changes in Accounting Estimates and Errors to align the definition of 'material' across the standards and to clarify certain aspects of the definition. The new definition states that, 'Information is material if omitting, misstating or obscuring it could reasonably be expected to influence decisions that the primary users of general purpose financial statements make on the basis of those financial statements, which provide financial information about a specific reporting entity. The amendments clarify that materiality will depend on the nature or magnitude of information, or both. An entity will need to assess whether the information, either individually or in combination with other information, is material in the context of the financial statements.

The amendments to TAS 1 and TAS 8 are required to be applied for annual periods beginning on or after 1 January 2020. The amendments must be applied prospectively and earlier application is permitted.

The amendments did not have a significant impact on the financial position or performance of the Group.



## **BİM Birleşik Mağazalar A.Ş.**

### **NOTES TO THE CONSOLIDATED FINANCIAL STATEMENTS AS OF DECEMBER 31, 2020 AND DECEMBER 31, 2019**

(Amounts expressed in thousands of Turkish Lira (“TRY”) unless otherwise stated and all other currencies are expressed in full amounts unless otherwise stated.)

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#### **2. Basis of preparation of financial statements (Cont’d)**

##### **2.2 The new standards, amendments and interpretations (Cont’d)**

###### **Amendments to TFRS 16 – Covid-19 Rent Related Concessions**

In June 5, 2020, the POA issued amendments to TFRS 16 Leases to provide relief to lessees from applying TFRS 16 guidance on lease modifications to rent concessions arising a direct consequence of the Covid-19 pandemic. A lessee that makes this election accounts for any change in lease payments related rent concession the same way it would account for the change under the standard, if the change were not a lease modification.

The practical expedient applies only to rent concessions occurring as a direct consequence of the Covid-19 pandemic and only if all of the following conditions are met:

- The change in lease payments results in revised consideration for the lease that is substantially the same as, or less than, the consideration for the lease immediately preceding the change.
- Any reduction in lease payments affects only payments originally due on or before June 30, 2021
- There is no substantive change to other terms and conditions of the lease.

A lessee will apply the amendment for annual reporting periods beginning on or after June 1, 2020. Early application of the amendments is permitted.

The amendments did not have a significant impact on the financial position or performance of the Group.

##### **ii) Standards issued but not yet effective and not yet adopted**

Standards, interpretations and amendments to existing standards that are issued but not yet effective up to the date of issuance of the consolidated financial statements are as follows. The Group will make the necessary changes if not indicated otherwise, which will be affecting the consolidated financial statements and disclosures, when the new standards and interpretations become effective.

###### **TFRS 10 and TAS 28: Sale or Contribution of Assets between an Investor and its Associate or Joint Venture (Amendments)**

In December 2017, POA postponed the effective date of this amendment indefinitely pending the outcome of its research project on the equity method of accounting. Early application of the amendments is still permitted. The Group will wait until the final amendment to assess the impacts of the changes.

###### **TFRS 17 - The new Standard for insurance contracts**

The POA issued TFRS 17 in February 2019, a comprehensive new accounting standard for insurance contracts covering recognition and measurement, presentation and disclosure. TFRS 17 model combines a current balance sheet measurement of insurance contract liabilities with the recognition of profit over the period that services are provided. Certain changes in the estimates of future cash flows and the risk adjustment are also recognised over the period that services are provided. Entities will have an option to present the effect of changes in discount rates either in profit and loss or in OCI. The standard includes specific guidance on measurement and presentation for insurance contracts with participation features. TFRS 17 will become effective for annual reporting periods beginning on or after 1 January 2023; early application is permitted. The Group is in the process of assessing the impact of the standard on financial position or performance of the Group.

## **BİM Birleşik Mağazalar A.Ş.**

### **NOTES TO THE CONSOLIDATED FINANCIAL STATEMENTS AS OF DECEMBER 31, 2020 AND DECEMBER 31, 2019**

(Amounts expressed in thousands of Turkish Lira (“TRY”) unless otherwise stated and all other currencies are expressed in full amounts unless otherwise stated.)

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#### **2. Basis of preparation of financial statements (Cont’d)**

##### **2.2. The new standards, amendments and interpretations (Cont’d)**

###### **Amendments to TAS 1- Classification of Liabilities as Current and Non-Current Liabilities**

On March 12, 2020, the POA issued amendments to TAS 1 Presentation of Financial Statements. The amendments issued to TAS 1 which are effective for periods beginning on or after January 1, 2023, clarify the criteria for the classification of a liability as either current or non-current. Amendments must be applied retrospectively in accordance with TAS 8 Accounting Policies, Changes in Accounting Estimates and Errors. Early application is permitted. The Group is in the process of assessing the impact of the amendments on financial position or performance of the Group.

###### **Amendments to TFRS 3 – Reference to the Conceptual Framework**

In July 2020, the POA issued amendments to TFRS 3 Business combinations. The amendments are intended to replace a reference to a previous version of the Conceptual Framework (the 1989 Framework) with a reference to the current version issued in March 2018 (the Conceptual Framework) without significantly changing requirements of TFRS 3. At the same time, the amendments add a new paragraph to TFRS 3 to clarify that contingent assets do not qualify for recognition at the acquisition date. The amendments issued to TFRS 3 which are effective for periods beginning on or after 1 January 2022 and must be applied prospectively. Earlier application is permitted if, at the same time or earlier, an entity also applies all of the amendments contained in the Amendments to References to the Conceptual Framework in TFRS standards (March 2018). The Group is in the process of assessing the impact of the amendments on financial position or performance of the Group.

###### **Amendments to TAS 16 – Proceeds before intended use**

In July 2020, the POA issued amendments to TAS 16 Property, plant and equipment. The amendment prohibits entities from deducting from the cost of an item of property, plant and equipment (PP&E), any proceeds of the sale of items produced while bringing that asset to the location and condition necessary for it to be capable of operating in the manner intended by management. Instead, an entity recognizes the proceeds from selling such items, and costs of producing those items, in profit or loss. The amendments issued to TAS 16 which are effective for periods beginning on or after 1 January 2022. Amendments must be applied retrospectively only to items of PP&E made available for use on or after beginning of the earliest period presented when the entity first applies the amendment. There is no transition relief for the first time adopters. The Group is in the process of assessing the impact of the amendments on financial position or performance of the Group.

###### **Amendments to TAS 37 – Onerous contracts – Costs of Fulfilling a Contract**

In July 2020, the POA issued amendments to TAS 37 Provisions, Contingent Liabilities and Contingent assets. The amendments issued to TAS 37 which are effective for periods beginning on or after 1 January 2022, to specify which costs an entity needs to include when assessing whether a contract is onerous or loss-making and also apply a “directly related cost approach”. Amendments must be applied retrospectively to contracts for which an entity has not fulfilled all of its obligations at the beginning of the annual reporting period in which it first applies the amendments (the date of initial application). Earlier application is permitted and must be disclosed. The Group is in the process of assessing the impact of the amendments on financial position or performance of the Group.

###### **Interest Rate Benchmark Reform – Phase 2 – Amendments to TFRS 9, TAS 39, TFRS 7, TFRS 4 and TFRS 16**

In December 2020, the POA issued Interest Rate Benchmark Reform – Phase 2, Amendments to TFRS 9, TAS 39, TFRS 7, TFRS 4 and TFRS 16 to provide temporary reliefs which address the financial reporting effects when an interbank offering rate (IBOR) is replaced with an alternative nearly risk-free rate (RFR), amending the followings. The amendments are effective for periods beginning on or after January 1, 2021. Earlier application is permitted and must be disclosed.

(Convenience translation of the consolidated financial statements originally issued in Turkish)

## **BİM Birleşik Mağazalar A.Ş.**

### **NOTES TO THE CONSOLIDATED FINANCIAL STATEMENTS AS OF DECEMBER 31, 2020 AND DECEMBER 31, 2019**

(Amounts expressed in thousands of Turkish Lira (“TRY”) unless otherwise stated and all other currencies are expressed in full amounts unless otherwise stated.)

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#### **2. Basis of preparation of financial statements (Cont’d)**

##### **2.2. The new standards, amendments and interpretations (Cont’d)**

###### ***Practical expedient for changes in the basis for determining the contractual cash flows as a result of IBOR reform***

The amendments include a practical expedient to require contractual changes, or changes to cash flows that are directly required by the reform, to be treated as changes to a floating interest rate, equivalent to a movement in a market rate of interest. Under this practical expedient, if the interest rates applicable to financial instruments change as a result of the IBOR reform, the situation is not considered as a derecognition or contract modification; instead, this would be determined by recalculating the carrying amount of the financial instrument using the original effective interest rate to discount the revised contractual cash flows.

The practical expedient is required for entities applying TFRS 4 Insurance Contracts that are using the exemption from TFRS 9 Financial Instruments (and, therefore, apply TAS 39 Financial Instruments: Classification and Measurement) and for TFRS 16 Leases, to lease modifications required by IBOR reform.

###### ***Relief from discontinuing hedging relationships***

- The amendments permit changes required by IBOR reform to be made to hedge designations and hedge documentation without the hedging relationship being discontinued.
- Amounts accumulated in the cash flow hedge reserve are deemed to be based on the RFR.
- For the TAS 39 assessment of retrospective hedge effectiveness, on transition to an RFR, entities may elect on a hedge-by-hedge basis, to reset the cumulative fair value changes to zero.
- The amendments provide relief for items within a designated group of items (such as those forming part of a macro cash flow hedging strategy) that are amended for modifications directly required by IBOR reform. The reliefs allow the hedging strategy to remain and not be discontinued.
- As instruments transition to RFRs, a hedging relationship may need to be modified more than once. The phase two reliefs apply each time a hedging relationship is modified as a direct result of IBOR reform.

###### ***Separately identifiable risk components***

The amendments provide temporary relief to entities from having to meet the separately identifiable requirement when an RFR instrument is designated as a hedge of a risk component.

###### ***Additional disclosures***

Amendments need additional TFRS 7 Financial Instruments disclosures such as; How the entity is managing the transition to RFRs, its progress and the risks to which it is exposed arising from financial instruments due to IBOR reform, quantitative information about financial instruments that have yet to transition to RFRs and If IBOR reform has given rise to changes in the entity’s risk management strategy, a description of these changes.

The amendments are mandatory, with earlier application permitted. While application is retrospective, an entity is not required to restate prior periods.

The amendments are not applicable for the Group and will not have an impact on the financial position or performance of the Group.

## BİM Birleşik Mağazalar A.Ş.

### NOTES TO THE CONSOLIDATED FINANCIAL STATEMENTS AS OF DECEMBER 31, 2020 AND DECEMBER 31, 2019

(Amounts expressed in thousands of Turkish Lira (“TRY”) unless otherwise stated and all other currencies are expressed in full amounts unless otherwise stated.)

#### 2. Basis of preparation of financial statements (Cont’d)

##### 2.2. The new standards, amendments and interpretations (Cont’d)

###### *Annual Improvements – 2018–2020 Cycle*

In July 2020, the POA issued Annual Improvements to TFRS Standards 2018–2020 Cycle, amending the followings:

- *TFRS 1 First-time Adoption of International Financial Reporting Standards – Subsidiary as a first-time adopter:* The amendment permits a subsidiary to measure cumulative translation differences using the amounts reported by the parent. The amendment is also applied to an associate or joint venture.
- *TFRS 9 Financial Instruments – Fees in the “10 per cent test” for derecognition of financial liabilities:* The amendment clarifies the fees that an entity includes when assessing whether the terms of a new or modified financial liability are substantially different from the terms of the original financial liability. These fees include only those paid or received between the borrower and the lender, including fees paid or received by either borrower or lender on the other’s behalf.
- *TAS 41 Agriculture – Taxation in fair value measurements:* The amendment removes the requirement in paragraph 22 of TAS 41 that entities exclude cash flows for taxation when measuring fair value of assets within the scope of TAS 41.

Improvements are effective for annual reporting periods beginning on or after January 1, 2022. Earlier application is permitted for all. The Group is in the process of assessing the impact of the amendments on financial position or performance of the Group.

##### 2.3. Statement of compliance to TAS

The Group prepared its consolidated financial statements for the period ended December 31, 2020 in accordance with the framework of the Communiqué Serial: II and numbered 14.1 and its related announcements. The consolidated financial statements and its accompanying notes are presented in compliance with the format recommended by CMB, including the mandatory disclosures.

##### 2.4. Presentation and functional currency

The individual financial statements of each group entity are presented in the currency of the primary economic environment in which the entity operates (its functional currency). For the purpose of the consolidated financial statements, the results and financial position of each entity consolidated are expressed in Turkish Lira (“TRY”), which is the functional of the Company and the presentation currency of the Group. The functional currency of the Company’s subsidiary, BIM Stores SARL, is Moroccan Dirham (“MAD”).

In the consolidated financial statements, MAD amounts presented in the balance sheet are translated into Turkish Lira at the TRY exchange rate for purchases of MAD at the balance sheet date, TRY 1 = MAD 1,1967 amounts in the statement of comprehensive income have been translated into TRY, at the average TRY exchange rate for purchases of MAD, is TRY 1 = MAD 1,3508 Differences that occur by the usage of closing and average exchange rates are followed under currency translation differences classified under equity.

The functional currency of the Company’s other subsidiary, BIM Stores LLC is Egyptian Pound (“EGP”). In the consolidated financial statements, EGP amounts presented in the balance sheet and in the statement of comprehensive income are translated into Turkish Lira at the TRY exchange rate for purchase of EGP at the balance sheet date, TRY 1 = EGP 2,1182, at the average TRY exchange rate for purchases of EGP, is TRY 1 = EGP 2,2336 . Differences that occur by the usage of closing and average exchange rates are followed under currency translation differences classified under equity.

##### Basis of consolidation

The consolidated financial statements comprise the financial statements of the parent company BİM and its subsidiaries prepared for the period ended December 31, 2020. Subsidiaries are consolidated from the date on which control is transferred to the Group. The consolidated financial statements cover BİM and the subsidiaries with 100% control.

Subsidiaries are consolidated by using the full consolidation method; therefore, the carrying value of subsidiaries is eliminated against the related shareholders’ equity.

(Convenience translation of the consolidated financial statements originally issued in Turkish)

## BİM Birleşik Mağazalar A.Ş.

### NOTES TO THE CONSOLIDATED FINANCIAL STATEMENTS AS OF DECEMBER 31, 2020 AND DECEMBER 31, 2019

(Amounts expressed in thousands of Turkish Lira ("TRY") unless otherwise stated and all other currencies are expressed in full amounts unless otherwise stated.)

#### 2. Basis of preparation of financial statements (Cont'd)

##### 2.5 Comparatives and restatement of prior periods' financial statements

Intercompany balances and transactions between BİM and its subsidiaries, including unrealized intercompany profits and losses are eliminated. Consolidated financial statements are prepared using uniform accounting policies for similar transactions and other events in similar circumstances.

In order to determine the financial position and performance trends, the Group's consolidated financial statements for the current period are prepared in comparison with the previous period. Comparative information is reclassified as necessary to ensure compliance with the presentation of the consolidated financial statements for the current period.

As of December 31, 2019, TL 321.295, shown in the current period tax-related assets in the financial position statement, is classified as a period profit tax liability in relation to the tax liability for the period, deducting prepaid taxes on taxes received on income under TAS 12.

As of December 31, 2019, the impact of the classification in the financial position statement is as follows:

|                                | Previously reported | Effect of<br>Reclassification | Reclassified |
|--------------------------------|---------------------|-------------------------------|--------------|
| Current Income Tax Assets      | 321.295             | (321.295)                     | -            |
| Current Income Tax Liabilities | 425.281             | 321.295                       | 103.986      |

#### Offsetting

Financial assets and liabilities are offset and the net amount reported in the balance sheet when there is a legally enforceable right to set off the recognized amounts and there is an intention to settle on a net basis or realize the asset and settle the liabilities simultaneously.

#### Accounting estimates

The preparation of financial statements in accordance with TAS require the Group management to make estimates and assumptions that affect certain reported assets and liabilities and disclosure of contingent assets and liabilities at the date of the financial statements and the reported revenues and expenses during the reporting year. Actual results could differ from those estimates. Those estimates are reviewed periodically, and as adjustments become necessary, they are reported in income statement in the periods in which they become known.

Significant estimates used in the preparation of these financial statements and the significant judgments with the most significant effect on amounts recognized in the financial statements are mainly related with accounting of employee termination benefits, provision for inventories, revaluation of land and buildings, assessment of economic useful lives of property, plant and equipment and intangibles, determination of the interest rates used to discount cashflows and the lease period used in the calculation of the right of use of assets and lease liabilities, provision for income taxes.

#### 2.6 Changes in accounting policies

The Group changes accounting policies when it is believed that the change will lead to better presentation of transactions and events in the financial statements. When the intentional change can affect the prior period results, the change is applied retrospectively as though it was already applied before. Accounting policy changes arising from the application of a new standard are applied considering the transition principles of the related standard, if any, retrospectively or forward. If no transition principle for the standard exists, the changes are applied retrospectively.

## **BİM Birleşik Mağazalar A.Ş.**

### **NOTES TO THE CONSOLIDATED FINANCIAL STATEMENTS AS OF DECEMBER 31, 2020 AND DECEMBER 31, 2019**

(Amounts expressed in thousands of Turkish Lira ("TRY") unless otherwise stated and all other currencies are expressed in full amounts unless otherwise stated.)

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#### **2. Basis of preparation of financial statements (Cont'd)**

##### **2.7 Summary of significant accounting policies**

###### **Revenue recognition**

Revenue is recognized on accrual basis over the amount obtained or the current value of the amount to be obtained when the delivery is realized, the income can be reliably determined and the inflow of the economic benefits related with the transaction to the Group is reasonably assured. Revenue is recognized when customers obtain control of the goods. The cycle of control takes place at a certain time of time. Net sales represent the invoiced value of goods less any sales returns. Retail sales are done generally with cash or credit cards and the control is transferred to customers at the same time and revenue is recognized at the time of sale.

###### Sales of Goods

Revenue from sale of goods is recognized when all the following conditions are satisfied:

- Identification of contracts with customers,
- Definition of performance obligations in contracts,
- Determination of transaction price in contracts,
- Distribution of transaction fee to performance obligations, and
- Revenue recognition.

###### Financial income

Profit shares income from participation banks are recognized in accrual basis.

###### Dividend income

Dividend income from investments. Dividend payables are recognized in the period that the profit distribution is declared.

###### **Cash and cash equivalents**

Cash and cash equivalents comprise cash on hand, cash in transit and demand deposits, and other short-term highly liquid investments which their maturities are three months or less from date of acquisition and that are readily convertible to a known amount of cash and are subject to an insignificant risk of changes in value.

###### **Trade receivables**

Trade receivables comprise trade receivables, credit card receivables and other receivables with fixed or determinable payments and are not quoted in an active market; which have an average maturity of 13 days term (December 31, 2019: 12 days) as of balance sheet date are measured at original invoice amount and if they have long term maturity, the imputing interest is netted off and the provision of doubtful receivable is deducted. Trade receivables, net of unearned financial income, are measured at amortized cost, using the effective interest rate method, less the unearned financial income. Short duration receivables with no stated interest rate and credit card receivables are measured at the original invoice. Estimate is made for the doubtful provision when the collection of the trade receivable is not probable. If the amount of the impairment subsequently decreases due to an event occurring after the write-down, the release of the provision is credited to other operating income.

Group has preferred to apply "simplified approach" defined in IFRS 9 for the recognition of impairment losses on trade receivables, carried at amortised cost and that do not comprise of any significant finance component (those with maturity less than 12 months). In accordance with the simplified approach, Group measures the loss allowances regarding its trade receivables at an amount equal to "lifetime expected credit losses" except incurred credit losses in which trade receivables are already impaired for a specific reason.

## **BİM Birleşik Mağazalar A.Ş.**

### **NOTES TO THE CONSOLIDATED FINANCIAL STATEMENTS AS OF DECEMBER 31, 2020 AND DECEMBER 31, 2019**

(Amounts expressed in thousands of Turkish Lira ("TRY") unless otherwise stated and all other currencies are expressed in full amounts unless otherwise stated.)

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#### **2 Basis of preparation of financial statements (Cont'd)**

##### **2.7 Summary of significant accounting policies (Cont'd)**

###### **Inventories**

Inventories are valued at the lower of cost or net realizable value. Costs comprise purchase cost and, where applicable and those overheads that have been incurred in bringing the inventories to their present location and condition. Cost is determined using the first-in, first-out (FIFO) method.

Rebates which generate from sales from ordinary operations are deducted from cost of inventories and associated with cost of sales.

Net realizable value is the estimated selling price less estimated costs necessary to realize sale.

###### **Right-of-Use Assets and Lease Liabilities**

The group has implemented the TFRS-16 standard since January 1, 2019.

###### ***Group - lessee***

The Group's leases are mainly consisting of retail stores and vehicles. At inception of a contract, the Group shall assess whether the contract is, or contains, a lease. A contract is, or contains, a lease if the contract conveys the right to control the use of an identified asset for a period of time in exchange for consideration.

To assess whether a contract conveys the right to control the use of an identified asset for a period of time, the Group shall assess whether, throughout the period of use, the customer has both of the following:

- The contract includes an identified asset (identification of an asset in a clear or implicitly specified form in the contract),
- A capacity portion of an asset is an identified asset if it is physically distinct and represents substantially all of the capacity of the asset (the asset is not an identified asset if the vendor has a fundamental right to substitute the asset for the duration of its use and obtain an economic benefit from it),
- The Group has the right to obtain almost all of the economic benefits that will be derived from the use of the identified asset,
- The right to direct the use of the identified asset. The Company has the right to direct the use of an identified asset throughout the period of use only if either
  - a) The Group has the right to direct how and for what purpose the asset is used throughout the period of use
  - b) the relevant decisions about how and for what purpose the asset is used are predetermined and.

The Group recognizes right of use asset and lease liability at the start date of lease after evaluation of aforementioned criterias.

###### ***Right of use asset***

At the commencement date, the Group shall measure the right-of-use asset at cost. The cost of the right-of-use asset shall comprise:

- a) the amount of the initial measurement of the lease liability,
- b) any lease payments made at or before the commencement date, less any lease incentives received
- c) any initial direct costs incurred by the Group
- d) an estimate of costs to be incurred by the Group in dismantling and removing the underlying asset,

## BİM Birleşik Mağazalar A.Ş.

### NOTES TO THE CONSOLIDATED FINANCIAL STATEMENTS AS OF DECEMBER 31, 2020 AND DECEMBER 31, 2019

(Amounts expressed in thousands of Turkish Lira ("TRY") unless otherwise stated and all other currencies are expressed in full amounts unless otherwise stated.)

#### 2 Basis of preparation of financial statements (Cont'd)

##### 2.7 Summary of significant accounting policies (Cont'd)

To apply a cost model, the Company shall measure the right-of-use asset at cost:

- a) less any accumulated depreciation and accumulated impairment losses and
- b) adjusted for any remeasurement of the lease liability.

The Group shall apply the depreciation requirements in TAS 16 Property, Plant and Equipment in depreciating the right-of-use asset. The average useful lives of right-to-use assets are as follows:

|           | <b>Duration (Year)</b> |
|-----------|------------------------|
| Buildings | 10                     |
| Vehicles  | 4                      |

The Company shall apply TAS 36 Impairment of Assets to determine whether the right-of-use asset is impaired and to account for any impairment loss identified.

#### *Lease Liability*

At the commencement date, the Group shall measure the lease liability at the present value of the lease payments that are not paid at that date. The lease payments shall be discounted using the financing rate implicit in the lease, if that rate can be readily determined. If that rate cannot be readily determined, the lessee shall use the lessee's incremental borrowing rate.

At the commencement date, the lease payments included in the measurement of the lease liability comprise the following payments for the right to use the underlying asset during the lease term that are not paid at the commencement date:

- a) fixed payments, less any lease incentives receivable
- b) variable lease payments that depend on an index or a rate, initially measured using the index or rate as at the commencement date,
- c) payments of penalties for terminating the lease, if the lease term reflects the lessee exercising an option to terminate the lease.

After the commencement date, the Group shall measure the lease liability by:

- a) increasing the carrying amount to reflect interest on the lease liability,
- b) reducing the carrying amount to reflect the lease payment made; and
- c) remeasuring the carrying amount to reflect any reassessment or lease modifications, or to reflect revised in substance fixed lease payments.

#### *Extension and early termination options*

Lease contracts are made for average 10 annual periods. The lease liability is determined by considering the extension and early termination options in the contracts. Most of the extension and early termination options included in the contracts are composed of the options that are applicable by the Group. The Group determines the lease term by the extension of the lease, if such extension and early termination options are at the Group's discretion and the use of the options is reasonably certain. If there is a significant change in the circumstances, the evaluation is reviewed by the Group.

#### *Practical expedient*

The Group applied a single discount rate to a rental portfolio with similar features. Initial direct costs were not included in the measurement of the right to use at the date of initial application. If the contract includes options to extend and terminate the contract, the lease term is determined and the management's evaluations are used.



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(Amounts expressed in thousands of Turkish Lira ("TRY") unless otherwise stated and all other currencies are expressed in full amounts unless otherwise stated.)

#### 2 Basis of preparation of financial statements (Cont'd)

#### 2.7 Summary of significant accounting policies (Cont'd)

##### Property, plant and equipment

All property and equipment is initially recorded at cost. Land and building are subsequently measured at revalued amounts which are the fair value at the date of the revaluation, based on valuations by external independent valuers, less subsequent depreciation for building. Group revaluates the amounts of their lands and buildings every 3 years unless there is a change in the circumstances. All other property and equipment is stated at cost less accumulated depreciation and accumulated impairment loss. When assets are sold or retired, their cost and accumulated depreciation are eliminated from the related accounts and any gain or loss resulting from their disposal is included in the statement of income. On disposal of revalued assets, amounts in revaluation reserves relating to that asset are transferred to retained earnings.

The initial cost of property and equipment comprises its purchase price, including import duties and non-refundable purchase taxes and any directly attributable costs of bringing the asset ready for use. Expenditures incurred after the fixed assets have been put into operation, such as repairs and maintenance, are normally charged to income in the year the costs are incurred. If the asset recognition criteria are met, the expenditures are capitalized as an additional cost of property and equipment.

Increases in the carrying amount arising on revaluation of property are initially credited to revaluation reserve in shareholders' equity net of the related deferred tax. Decreases that offset previous increases of the same asset are charged in other comprehensive income and debited against property and equipment revaluation reserve directly in equity; all other decreases are charged to the income statement.

Depreciation is provided on cost or revalued amount of property and equipment except for land and construction in progress on a straight-line basis. The depreciation periods for property and equipment, which approximate the estimated economic useful lives of such assets, are as follows:

|                         | <b>Duration (Years)</b> |
|-------------------------|-------------------------|
| Land improvements       | 5                       |
| Buildings               | 25                      |
| Leasehold improvements  | 10                      |
| Machinery and equipment | 4 - 10                  |
| Vehicles                | 5 - 10                  |
| Furniture and fixtures  | 5 - 10                  |

The economic useful life, the present value and the depreciation method are regularly reviewed for possible effects of changes in estimates, the method used and the period of depreciation are closely aligned with the economic benefits to be gained from the related asset and are recognized on a prospective basis.

When a revalued asset is sold, revaluation reserve account is transferred to retained earnings.

##### *Leasehold Improvements*

The economic useful life for special costs is in line with the average duration of the lease contracts which is 10 years.

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#### **2 Basis of preparation of financial statements (Cont'd)**

##### **2.7 Summary of significant accounting policies (Cont'd)**

###### **Intangible assets**

Intangible assets which mainly comprise software rights are measured initially at cost. Intangible assets are recognized if it is probable that the future economic benefits that are attributable to the asset will flow to the enterprise; and the cost of the asset can be measured reliably. After initial recognition, intangible assets are measured at cost less accumulated amortization and any accumulated impairment losses. Intangible assets excluding development costs, created within the business are not capitalized and expenditure is charged against profits in the year in which it is incurred. The useful lives of intangible assets are assessed to be either finite or indefinite.

Intangible assets with finite lives are amortized on a straight-line basis over the best estimate of their useful lives. The amortization period and the amortization method for an intangible asset with a finite useful life are reviewed at least at each financial year-end.

Changes in the expected useful life or the expected pattern of consumption of future economic benefits embodied in the asset is accounted for by changing the amortization period or method, as appropriate, and treated as changes in accounting estimates. The amortization expense on intangible assets with finite lives is recognized in the statement of income in the expense category consistent with the function of the intangible asset.

The Group does not have any intangible assets with indefinite useful lives.

The carrying values of intangible assets are reviewed for impairment when events or changes in circumstances indicate that the carrying value may not be recoverable.

###### **Impairment of non-financial assets**

The carrying values of assets are reviewed for impairment when events or changes in circumstances indicate that the carrying amount of an asset may not be recoverable. Whenever the carrying amount of an asset exceeds its recoverable amount, an impairment loss is recognized in the statement of income.

The recoverable amount of property and equipment is the greater of net selling price and value in use. Value in use is the present value of estimated future cash flows expected to arise from the continuing use of an asset and from its disposal at the end of its useful life while the net selling price is the amount obtainable from the sale of an asset after cost of sales deducted. For the purposes of assessing impairment, assets are grouped by regions which are determined operationally (cash-generating units).

###### **Financial assets**

###### **Classification**

The group classifies its financial assets in the following categories: loans and receivables, and available for sale. The classification depends on the purpose for which the financial assets were acquired. Management determines the classification of its financial assets at initial recognition.

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## **BİM Birleşik Mağazalar A.Ş.**

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#### **2. Basis of preparation of financial statements (Cont’d)**

##### **2.7 Summary of significant accounting policies (Cont’d)**

###### *Financial assets measured at amortized cost*

Financial assets measured at amortized cost are non-derivative financial assets with fixed or determinable payments that are not quoted in an active market. They are included in current assets, except for maturities greater than 12 months after the end of the reporting period. These are classified as non-current assets. Trade receivables, cash and cash equivalents, lease certificate and investment funds are classified in this category

###### *Financial assets measured at fair value through other comprehensive income*

Financial assets measured at fair value through other comprehensive income are non-derivatives that are either designated in this category or not classified in any of the other categories. They are included in non-current assets unless the investment matures or management intends to dispose of it within 12 months of the end of the reporting period.

###### *Financial assets measured at fair value through profit or loss*

Financial assets at fair value through profit or loss consist of “financial asset”, which are acquired to benefit from short-term price or other fluctuations in the market or which are a part of a portfolio aiming to earn profit in the short run, irrespective of the reason of acquisition, and kept for trading purposes. Financial assets that are measured by their fair value and associated with the profit or loss statement are initially reflected on the consolidated statement of financial position with their costs including the transaction cost. These financial assets are valued based on their fair value after they are recognised. Realized or unrealized profit and losses are recognised under “income from investing income/expense”.

#### **Recognition and measurement**

Regular purchases and sales of financial assets are recognised on the trade-date the date on which the group commits to purchase or sell the asset. Investments are initially recognised at fair value plus transaction costs for all financial assets not carried at fair value through profit or loss. Financial assets carried at fair value through profit or loss are initially recognised at fair value, and transaction costs are expensed in the income statement. Financial assets are derecognised when the rights to receive cash flows from the investments have expired or have been transferred and the group has transferred substantially all risks and rewards of ownership. Financial assets measured at fair value through other comprehensive income and financial assets at fair value through profit or loss are subsequently carried at fair value. Financial assets measured at amortized cost are subsequently carried at amortised cost using the effective interest method.

Group may make an irrevocable election at initial recognition for particular investments in equity instruments that would otherwise not to be measured at fair value through profit or loss, to present subsequent changes in fair value in other comprehensive income. In such cases, dividends from those investments are accounted for under consolidated statement of income.

#### **Offsetting financial instruments**

Financial assets and liabilities are offset and the net amount reported in the balance sheet when there is a legally enforceable right to offset the recognised amounts and there is an intention to settle on a net basis or realize the asset and settle the liability simultaneously.

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## **BİM Birleşik Mağazalar A.Ş.**

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(Amounts expressed in thousands of Turkish Lira (“TRY”) unless otherwise stated and all other currencies are expressed in full amounts unless otherwise stated.)

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#### **2. Basis of preparation of financial statements (Cont’d)**

#### **2.7 Summary of significant accounting policies (Cont’d)**

##### **Recognition and derecognition of financial assets and liabilities**

The Group recognizes a financial asset or financial liability in its balance sheet when only when it becomes a party to the contractual provisions of the instrument. The Group derecognizes a financial asset or a portion of it only when the control on rights under the contract is discharged. The Group derecognizes a financial liability when the obligation under the liability is discharged or cancelled or expires.

All the normal sales or purchase transactions of financial assets are recorded at the transaction date that the Group guaranteed to purchase or sell the financial asset. These transactions generally require the transfer of financial asset in the period specified by the general conditions and the procedures in the market.

All regular way financial asset purchase and sales are recognized at the date of the transaction, the date the Group committed to purchase or sell.

##### **Impairment of financial assets**

The Group assesses at each balance sheet date whether a financial asset is impaired.

##### *Financial assets measured at amortized cost*

If there is objective evidence that an impairment loss on assets carried at amortized cost has been incurred, the amount of the loss is measured as the difference between the asset’s carrying amount and the present value of estimated future cash flows (excluding future expected credit losses that have not been incurred) discounted at the financial asset’s original effective interest rate.

The carrying amount of the asset is reduced through use of an allowance account. The amount of the loss is recognized in the consolidated statement of income.

If, in a subsequent period, the amount of the impairment loss decreases and the decrease can be related objectively to an event occurring after the impairment was recognized, the previously recognized impairment loss is reversed, to the extent that the carrying value of the asset does not exceed its amortized cost at the reversal date.

Provision for impairment is provided when there is an objective evidence of uncollectibility of trade receivables. Reserve is provided for the overdue uncollectible receivables. Also portfolio reserve is provided for the not due receivables based on certain criteria. The carrying amount of the receivable is reduced through use of an allowance account.

When securities classified as available for sale are sold or impaired, the accumulated fair value adjustments recognised in equity are included in the income statement as ‘Gains and losses from investment securities’.

##### **Trade payables**

Trade payables which generally have an average of 58 days term (December 31, 2019: 55 days) are initially recorded at original invoice amount and carried at amortized cost less due date expense. Due date expense is accounted for under cost of sales. This amount is the fair value of consideration to be paid in the future for goods and services received, whether or not billed.

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## BİM Birleşik Mağazalar A.Ş.

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#### 2. Basis of preparation of financial statements (Cont’d)

#### 2.7 Summary of significant accounting policies (Cont’d)

##### Gift cards recognition

The gift cards that the Group sells to customers are classified under deferred income. Revenue is recognised when these gift cards are used by the customers.

##### Borrowing costs

Borrowing costs that are directly attributable to the acquisition, construction or production of a qualifying asset shall be capitalized as part of the cost of that asset. Such borrowing costs are capitalized as part of the cost of the asset when it is probable that they will result in future economic benefits to the entity and the costs can be measured reliably. Other borrowing costs are recognized as an expense in the period in which they are incurred.

##### Foreign currency transactions

Transactions in foreign currencies during the period have been translated at the exchange rates prevailing at the dates of such transactions. Exchange rate differences arising on reporting monetary items at rates different from those at which they were initially recorded or on the settlement of monetary items or are recognized in the comprehensive income statement in the period in which they arise.

Foreign currency conversion rates used by the Group for the related period ended are as follows:

|                   | US Dollars/TRY (full) | EUR/TRY (full) |
|-------------------|-----------------------|----------------|
| December 31, 2020 | 7,3405                | 9,0079         |
| December 31, 2019 | 5,9402                | 6,6506         |

##### Earnings per share

Earnings per share are determined by dividing net income by the weighted average number of shares that have been outstanding during the period concerned.

In Turkey, companies can raise their share capital by distributing “Bonus Shares” to shareholders from retained earnings. In computing earnings per share, such “Bonus Share” distributions are assessed as issued shares. Accordingly, the retrospective effect for those share distributions is taken into consideration in determining the weighted-average number of shares outstanding used in this computation.

##### Events after balance sheet date

Post year/period-end events that provide additional information about the Group’s position at the balance sheet date (adjusting events), are reflected in the financial statements. Post year/period-end events that are not adjusting events are disclosed in the notes when material.

##### Provisions, contingent assets and contingent liabilities

###### i) Provisions

Provisions are recognized when the Group has a present obligation (legal or constructive) as a result of a past event, it is probable that an outflow of resources embodying economic benefits will be required to settle the obligation and a reliable estimate can be made of the amount of the obligation. If the effect of the time value of money is material, provisions are determined by discounting the expected future cash flows at a pre-tax rate that reflects current market assessments of the time value of money and, where appropriate, the risks specific to the liability. Where discounting is used, the increase in the provision due to the passage of time is recognized as interest expense.

## BİM Birleşik Mağazalar A.Ş.

### NOTES TO THE CONSOLIDATED FINANCIAL STATEMENTS AS OF DECEMBER 31, 2020 AND DECEMBER 31, 2019

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#### 2. Basis of preparation of financial statements (Cont'd)

#### 2.7 Summary of significant accounting policies (Cont'd)

##### ii) *Contingent assets and liabilities*

A contingent asset is not recognised in the financial statements but disclosed when an inflow of economic benefits is probable. Contingent liabilities are not recognised in the financial statements but they are disclosed only, unless the possibility of an outflow of resources embodying economic benefits is probable.

#### Related parties

- a) A person or a close member of that person's family is related to a reporting entity if that person:
- i) Has control or joint control over the reporting entity,
  - ii) Has significant influence over the reporting entity, or,
  - iii) Is a member of the key management personnel of the reporting entity or of a parent of the reporting entity.
- b) An entity is related to a reporting entity if any of the following conditions applies:
- i) The entity and the reporting entity are members of the same group,
  - ii) One entity is an associate or joint venture of the other entity (or an associate or joint venture of a member of a group of which the other entity is a member),
  - iii) Both entities are joint ventures of the same third party,
  - iv) One entity is a joint venture of a third entity and the other entity is an associate of the third entity,
  - v) The entity is a post-employment benefit plan for the benefit of employees of either the reporting entity or an entity related to the reporting entity. If the reporting entity is itself such a plan, the sponsoring employers are also related to the reporting entity,
  - vi) The entity is controlled or jointly controlled by a person identified in (a),
  - vii) A person identified in (a)(i) has significant influence over the entity or is a member of the key management personnel of the entity (or of a parent of the entity).

#### Income taxes

##### Current Income Taxes and Deferred Tax

The tax expense for the period comprises current and deferred tax. Tax is recognized in the statement of income, except to the extent that it relates to items recognized directly in equity or other comprehensive income. In such case, the tax is recognized in shareholders' equity or other comprehensive income.

The current period tax on income is calculated for the Group's subsidiaries, associates and joint ventures considering the tax laws that are applicable in the countries where they operate.

Deferred tax liability or asset is recognized on differences between the carrying amounts of assets and liabilities in the financial statements and the corresponding tax bases which are used in the computation of taxable profit. However, deferred income tax is not accounted for if it arises from initial recognition of an asset or liability in a transaction other than a business combination that at the time of the transaction affects neither accounting nor taxable profit or loss. Deferred income tax is determined using tax rates and tax regulations that have been enacted or substantially enacted by the balance sheet date and are expected to apply when the related deferred income tax asset is realized or the deferred income tax liability is settled.

The main temporary differences are from the time differences between carrying amount of tangible assets and their tax base amounts, the available expense accruals that are subject to tax and tax allowances that are not utilized.

## **BİM Birleşik Mağazalar A.Ş.**

### **NOTES TO THE CONSOLIDATED FINANCIAL STATEMENTS AS OF DECEMBER 31, 2020 AND DECEMBER 31, 2019**

(Amounts expressed in thousands of Turkish Lira (“TRY”) unless otherwise stated and all other currencies are expressed in full amounts unless otherwise stated.)

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#### **2. Basis of preparation of financial statements (Cont’d)**

##### **2.7 Summary of significant accounting policies (Cont’d)**

Deferred tax liabilities are recognized for all taxable temporary differences, where deferred tax assets resulting from deductible temporary differences are recognized to the extent that it is probable that future taxable profit will be available against which the deductible temporary difference can be utilized.

When the deferred tax assets and deferred tax liabilities relate to income taxes levied by the same taxation authority and there is a legally enforceable right to set off current tax assets against current tax liabilities, deferred tax assets and deferred tax liabilities are offset accordingly.

#### **Statement of Cash Flows**

The Group prepares statements of cash flows as an integral part of its of financial statements to enable financial statement analysis about the change in its net assets, financial structure and the ability to direct cash flow amounts and timing according to evolving conditions. Cash flows include those from operating activities, working capital, investing activities and financing activities.

Cash flows from operating activities represent the cash flows generated from the Group’s activities. Cash flows related to investing activities represent the cash flows that are used in or provided from the investing activities of the Group (fixed investments and financial investments).

Cash flows arising from financing activities represent the cash proceeds from the financing activities of the Group and the repayments of these funds.

#### **Employee Benefits**

##### **a) Defined benefit plans:**

In accordance with existing social legislation in Turkey, the Company is required to make lump-sum termination indemnity payments to each employee who has completed over one year of service with the Company and whose employment is terminated due to retirement or for reasons other than resignation or misconduct. As detailed in Note 15, the employee benefit liability is provided for in accordance with TAS 19 “Employee Benefits” and is based on an independent actuarial study.

Actuarial gains and losses that calculated by professional actuaries, are recognized in the actuarial gain/loss fund regarding employee termination benefits in the equity. Recognized gains and losses shall not be transferred to comprehensive statement of income in the following periods. Reserve for employee termination benefits is recognized to financial statements that calculated with the discount rate estimated by professional actuarial.

##### **b) Unused vacation**

Unused vacation rights accrued in the consolidated financial statements represents estimated total provision for potential liabilities related to employees' unused vacation days as of the balance sheet date.

#### **3. Segment reporting**

Operating segments are reported in a manner consistent with the internal reporting provided to the chief operating decision makers of the Group. The chief operating decision makers, who are responsible for allocation resources and assessing performance of the operating segments, have been identified as the senior management that makes strategic decisions.

The senior management of the Group makes strategic decisions as a whole over the operations of the Group as the Group operates in a single industry and operations outside Turkey do not present an important portion in overall operations. Based on those reasons, there is a single reportable segment in accordance with the provisions in TFRS 8 and segment reporting is not applicable.

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#### 4. Cash and cash equivalents

|  | December 31,<br>2020 | December 31,<br>2019 |
|--|----------------------|----------------------|
| Cash on hand                                   | 358.499              | 211.838              |
| Banks  |                      |                      |
| - Demand deposits                              | 352.660              | 108.112              |
| - Profit share deposits                        | 291.942              | 750.649              |
| Cash in transit                                | 109.592              | 88.248               |
|  | <b>1.112.693</b>     | 1.158.847            |
| Less: Accrual for profit share                 | (289)                | (4.339)              |
| <b>Cash and cash equivalents for cash flow</b> | <b>1.112.404</b>     | 1.154.508            |

As of December 31, 2020, and 2019 there is no restricted cash. As of December 31, 2020, total profit share deposits are in TRY, US Dollars and EUR (December 31, 2019: TL) and the gross rates profit share from participation banks are 16,75% for TRY, 1,62% for US Dollars and 0,99% for EUR per annum (December 31, 2019: for TRY gross 10,89% per annum). Since the profit share deposits are not used for investment purposes by the Group, are readily convertible to a known amount of cash and be subject to an insignificant risk of changes in value, profit share deposits are classified as cash and cash equivalents.

#### 5. Financial assets

##### a) Short-term financial assets

As of December 31, 2020 and 2019 Group's short-term financial investments, consisting out of lease certificates and real estate investment funds which are less than one-year maturity are detailed in the table below with their amortized cost value.

|                             | December 31,<br>2020 | December 31,<br>2019 |
|-----------------------------|----------------------|----------------------|
| Lease certificate (*)       | 2.147.426            | 478.195              |
| Real estate investment fund | 516.355              | 59.396               |
|                             | <b>2.663.781</b>     | 537.591              |

(\*) As of December 31, 2020, lease certificates are denominated in TRY and the simple gross annual rate of return is 14,38% on average (December 31, 2019: TRY, gross annual 13,39%).

##### b) Long-term financial assets

Financial investments amounting to TRY 523.420 as of December 31, 2020 are detailed below (December 31, 2019: TRY 622.760).

###### i) Subsidiaries:

The details of subsidiaries and associates financial investment of the Group are as below:

| Name of subsidiary  | Share (%) | December 31,<br>2020 | December 31,<br>2019 |
|---|-----------|----------------------|----------------------|
| İdeal Standart İşletmecilik ve<br>Müesseslik San. ve Tic. A.Ş. ("İdeal Standart") (*) | 100       | 12.590               | 12.590               |
|   |           | <b>12.590</b>        | 12.590               |

(\*) İdeal Standart is carried at cost with the consideration of possible value and the financial results are not included in the scope of consolidation since the Group does not have any significant effect on the financial results of the Group; as of December 31, 2020, the total assets and liabilities of the current year are not more than 1% of the total assets and ceiling of the Group in the current year. Cost value of the financial investment reflects its fair value.



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#### 5. Financial assets (Cont'd)

##### ii) *Financial assets measured at fair value through other comprehensive income:*

The details of financial assets measured at fair value through other comprehensive income and fair values of the Group are as below:

| Name of subsidiary                     | Share (%) | December 31,<br>2020 | Share (%) | December 31,<br>2019 |
|--|-----------|----------------------|-----------|----------------------|
| FLO Mağazacılık ve Pazarlama A.Ş. (*)  | 11,5      | 510.830              | 11,5      | 455.170              |
| Aktül Kağıt Üretim Pazarlama A.Ş. (**) | -         | -                    | 14        | 155.000              |
|  |           | <b>510.830</b>       |           | <b>610.170</b>       |

(\*) As of December 31, 2020 the fair value of available-for-sale financial asset is calculated by a valuation company by using discounted cash flow analysis method with discount rate used as 21,1% and the final growth rate used as 9,6%.

(\*\*) 14% of the shares of Aktül Kağıt Üretim Pazarlama A.Ş. ("Aktül"), which is the related company of the Group, were sold for TRY 155,000 in line with the decision of the Board of Directors on February 20, 2020. The related transfer transaction completed on February 21, 2020.

The movement of financial assets measured at fair value through other comprehensive income is as follows:

|  | 2020           | 2019           |
|--|----------------|----------------|
| Opening – January 1                            | 313.519        | 183.607        |
| Effect of financial asset sale                 | (18.763)       | -              |
| Revaluation increase                           | 55.660         | 141.055        |
| Deferred tax arising from revaluation increase | (2.783)        | (11.142)       |
| <b>Closing – December 31</b>                   | <b>347.633</b> | <b>313.519</b> |

#### 6. Financial liabilities

##### a) Bank Loans

As of December 31, 2020 the Group has short-term interest-free financial debt from banks amounting to TRY 131.421. These financial liabilities were closed on January 4, 2021 (December 31, 2019: TRY 47.330).

##### b) Lease Liabilities

| Short-term portion of long-term liabilities | December 31,<br>2020 | December 31,<br>2019 |
|---|----------------------|----------------------|
| Lease liabilities                           | 1.246.206            | 984.358              |
|   | <b>1.246.206</b>     | <b>984.358</b>       |
| Long-term lease liabilities                 | December 31,<br>2020 | December 31,<br>2019 |
| Lease liabilities                           | 4.715.679            | 3.280.209            |
|   | <b>4.715.679</b>     | <b>3.280.209</b>     |
| <b>Total borrowings</b>                     | <b>5.961.885</b>     | <b>4.264.567</b>     |

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#### 6. Financial liabilities (Cont'd)

As of the report date, the maturity dates of the financial liabilities are as follows:

|                       | December 31,<br>2020 | December 31,<br>2019 |
|-----------------------|----------------------|----------------------|
| Shorter than 3 months | 314.538              | 255.377              |
| 3 - 12 month          | 931.668              | 728.981              |
| More than 12 months   | 4.715.679            | 3.280.209            |
|                       | <b>5.961.885</b>     | 4.264.567            |

Fair values are determined by using average effective annual financing rates.

The movement of lease liabilities for the periods ended December, 31 2020 and 2019 are shown in the following table:

|  | 2020             | 2019        |
|--|------------------|-------------|
| <b>Opening – January 1</b>                           | <b>4.264.567</b> | 3.564.459   |
| Cash outflows from payments of lease liabilities (-) | (1.227.920)      | (1.024.616) |
| Additions  | 1.998.467        | 1.009.776   |
| Changes in financial expenses accrual                | 708.446          | 633.939     |
| Exchange rate differences                            | 25.346           | 6.340       |
| Foreign currency translation differences             | 192.979          | 74.669      |
| <b>Closing – December 31</b>                         | <b>5.961.885</b> | 4.264.567   |

#### 7. Trade receivables and payables

##### a) Trade receivables from third parties

|                         | December 31, 2020 | December 31, 2019 |
|-------------------------|-------------------|-------------------|
| Credit card receivables | 2.615.234         | 1.433.320         |
|                         | <b>2.615.234</b>  | 1.433.320         |

As of December 31, 2020 the average term of credit card receivables is 13 days (December 31, 2019: 12 days).

##### b) Trade payables due to third parties

|                                  | December 31, 2020 | December 31, 2019 |
|----------------------------------|-------------------|-------------------|
| Trade payables                   | 8.173.781         | 5.053.719         |
| Unaccrued rediscount expense (-) | (83.434)          | (51.753)          |
|                                  | <b>8.090.347</b>  | 5.001.966         |

As of December 31, 2020 the average term of trade payables is 58 days (December 31, 2019: 55 days). As of December 31, 2020 letters of guarantee, cheques and notes are amounting to TRY 390.401 and mortgages are amounting to TRY 13.546 (December 31, 2019: TRY 282.614 letters of guarantee, cheques and notes TRY 10.395 mortgages).

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#### 8. Other receivables

##### a) Other receivables from related parties

|                                  | December 31, 2020 | December 31, 2019 |
|----------------------------------|-------------------|-------------------|
| Receivables from related parties | 233               | 169               |
|                                  | <b>233</b>        | <b>169</b>        |

##### b) Other receivables from third parties

|  | December 31, 2020 | December 31, 2019 |
|--|-------------------|-------------------|
| Other receivables                        | 13.321            | 17.179            |
| Doubtful receivables                     | 11.548            | 11.370            |
| Less: Allowance for doubtful receivables | (11.548)          | (11.370)          |
|  | <b>13.321</b>     | <b>17.179</b>     |

Current period movement of allowance for doubtful receivables is as follows:

|   | 2020          | 2019          |
|---|---------------|---------------|
| Balance at the beginning of the period – January 1    | 11.370        | 9.928         |
| Allowance for doubtful receivables                    | 186           | 1.442         |
| Collection in current year                            | (8)           | -             |
| <b>Balance at the end of the period – December 31</b> | <b>11.548</b> | <b>11.370</b> |

#### 9. Inventories

|   | December 31, 2020 | December 31, 2019 |
|---|-------------------|-------------------|
| Trade goods, net                          | 4.214.854         | 2.359.445         |
| Other                                     | 19.788            | 11.591            |
| Allowance for impairment on inventory (-) | (6.248)           | (2.509)           |
|   | <b>4.228.394</b>  | <b>2.368.527</b>  |

Cost of inventories amounting to TRY 45.374.131 (December 31, 2019: TRY 33.226.484) was recognized under cost of sales.

The movement of impairment for inventories in 2020 and 2019 is as follows:

|   | 2020         | 2019         |
|---|--------------|--------------|
| Balance at the beginning of the period – January 1    | 2.509        | 11.524       |
| Current year reversal                                 | (2.509)      | (11.524)     |
| Allowance for impairment                              | 6.248        | 2.509        |
| <b>Balance at the end of the period – December 31</b> | <b>6.248</b> | <b>2.509</b> |

As of December 31, 2020 an allowance for impairment amounting to TRY 2.509 (December 31, 2019: TRY 11.524) has been made for trade goods.

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**10. Property, plant and equipment**

The movements of property and equipment and the related accumulated depreciation for the periods ended December 31, 2020 and 2019 are as follows:

|  | January 1,<br>2020 | Additions        | Disposals       | Transfers | Netoff           | Revaluation      | Impairment     | Currency<br>translation<br>differences | December 31,<br>2020 |
|--|--------------------|------------------|-----------------|-----------|------------------|------------------|----------------|--|----------------------|
| <b>Cost or revalued amount</b>         |                    |                  |                 |           |                  |                  |                |  |                      |
| Land                                   | 848.638            | 38.801           | (9)             | -         | -                | 459.142          | -              | 6.663                                  | 1.353.235            |
| Land improvements                      | 18.988             | 2.647            | (67)            | 77        | -                | -                | -              | -                                      | 21.645               |
| Buildings                              | 1.490.946          | 53.942           | -               | 126.710   | (215.121)        | 641.217          | (2.341)        | 4.252                                  | 2.099.605            |
| Machinery and equipment                | 1.560.375          | 415.487          | (36.524)        | 14.994    | -                | -                | -              | 68.637                                 | 2.022.969            |
| Vehicles                               | 306.548            | 65.759           | (10.856)        | 564       | -                | -                | -              | 11.407                                 | 373.422              |
| Furniture and fixtures                 | 577.200            | 177.375          | (21.652)        | 3.910     | -                | -                | -              | 17.167                                 | 754.000              |
| Leasehold improvements                 | 1.330.996          | 320.660          | (23.628)        | 14.346    | -                | -                | -              | 98.245                                 | 1.740.619            |
| Construction in progress               | 44.193             | 208.030          | -               | (160.601) | -                | -                | -              | 215                                    | 91.837               |
|  | <b>6.177.884</b>   | <b>1.282.701</b> | <b>(92.736)</b> | <b>-</b>  | <b>(215.121)</b> | <b>1.100.359</b> | <b>(2.341)</b> | <b>206.586</b>                         | <b>8.457.332</b>     |
| <b>Less : Accumulated depreciation</b> |                    |                  |                 |           |                  |                  |                |  |                      |
| Land improvements                      | (11.283)           | (2.667)          | 63              | -         | -                | -                | -              | -                                      | (13.887)             |
| Buildings                              | (129.354)          | (85.238)         | -               | -         | 215.121          | -                | -              | (529)                                  | -                    |
| Machinery and equipment                | (660.056)          | (170.727)        | 29.626          | -         | -                | -                | -              | (49.006)                               | (850.163)            |
| Vehicles                               | (156.549)          | (55.686)         | 8.909           | -         | -                | -                | -              | (7.826)                                | (211.152)            |
| Furniture and fixtures                 | (336.966)          | (91.473)         | 20.174          | -         | -                | -                | -              | (10.049)                               | (418.314)            |
| Leasehold improvements                 | (554.504)          | (137.470)        | 11.548          | -         | -                | -                | -              | (52.437)                               | (732.863)            |
|  | <b>(1.848.712)</b> | <b>(543.261)</b> | <b>70.320</b>   | <b>-</b>  | <b>215.121</b>   | <b>-</b>         | <b>-</b>       | <b>(119.847)</b>                       | <b>(2.226.379)</b>   |
| <b>Net book value</b>                  | <b>4.329.172</b>   |                  |                 |           |                  |                  |                |  | <b>6.230.953</b>     |

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#### 10. Property, plant and equipment (Cont'd)

|  | January 1,<br>2019 | Additions | Disposals | Transfers | Currency<br>translation<br>differences | December 31,<br>2019 |
|--|--------------------|-----------|-----------|-----------|--|----------------------|
| <b>Cost or revalued amount</b>         |                    |           |           |           |  |                      |
| Land                                   | 817.860            | 28.022    | -         | -         | 2.756                                  | 848.638              |
| Land improvements                      | 15.326             | 2.514     | (13)      | 1.161     | -                                      | 18.988               |
| Buildings                              | 1.200.106          | 93.605    | (901)     | 194.955   | 3.181                                  | 1.490.946            |
| Machinery and equipment                | 1.230.234          | 314.870   | (30.281)  | 19.312    | 26.240                                 | 1.560.375            |
| Vehicles                               | 242.076            | 72.798    | (16.106)  | 3.732     | 4.048                                  | 306.548              |
| Furniture and fixtures                 | 459.329            | 123.722   | (15.928)  | 3.357     | 6.720                                  | 577.200              |
| Leasehold improvements                 | 1.055.029          | 255.079   | (21.637)  | 6.784     | 35.741                                 | 1.330.996            |
| Construction in progress               | 116.296            | 179.329   | -         | (251.760) | 328                                    | 44.193               |
|  | 5.136.256          | 1.069.939 | (84.866)  | (22.459)  | 79.014                                 | 6.177.884            |
| <b>Less : Accumulated depreciation</b> |                    |           |           |           |  |                      |
| Land improvements                      | (8.969)            | (2.322)   | 8         | -         | -                                      | (11.283)             |
| Buildings                              | (59.569)           | (69.497)  | 41        | -         | (329)                                  | (129.354)            |
| Machinery and equipment                | (531.295)          | (134.109) | 22.380    | -         | (17.032)                               | (660.056)            |
| Vehicles                               | (118.478)          | (48.905)  | 13.274    | -         | (2.440)                                | (156.549)            |
| Furniture and fixtures                 | (280.405)          | (68.867)  | 15.523    | -         | (3.217)                                | (336.966)            |
| Leasehold improvements                 | (438.989)          | (106.961) | 7.835     | -         | (16.389)                               | (554.504)            |
|  | (1.437.705)        | (430.661) | 59.061    | -         | (39.407)                               | (1.848.712)          |
| <b>Net book value</b>                  | 3.698.551          |           |           |           |  | 4.329.172            |

As of December 31, 2020, depreciation expense amounting to TRY 501.847 (January 1- December 31, 2019: TRY 400.061) were recognized in marketing expenses and TRY 41.414 (January 1- December 31, 2019: TRY 30.600) in general and administrative expenses for the period January 1- December 31, 2020. The land and buildings were revalued and reflected to financial statements with their fair value. The book values of such assets were adjusted to the revalued amounts and the resulting surplus net of deferred income tax was credited to revaluation surplus in the equity. The revaluation surplus is not available for distribution to shareholders.

If the Group does not adopt the revaluation model in accordance with TAS 16, the net book values of the items of property and equipment as of December 31, 2020 and 2019 are as follows:

|           | December 31, 2020 | December 31, 2019 |
|-----------|-------------------|-------------------|
| Land      | 257.026           | 223.569           |
| Buildings | 1.275.603         | 1.153.099         |
|           | 1.532.629         | 1.376.668         |

#### Fair values of land and buildings

An independent valuation of the group's land and buildings was performed by valuers to determine the fair value of the land and buildings as at December 31, 2020. The revaluation surplus, as of December 31, 2020 net of applicable deferred income taxes was credited to other comprehensive income and is shown in 'property and equipment revaluation reserve' in shareholders equity. The fair value of non-financial assets by valuation method is calculated by inputs observable for the asset or liability, either directly (that is, as prices) or indirectly (that is, derived from prices) (Level 2).

#### Valuation techniques used to derive level 2 fair values

Sale or purchase costs or tax deductions are not taken into account in assumption of Level 2 fair value of land and buildings. The most common valuation techniques used is market comparable method, and for some land and buildings cost and income approach including discounted cash flow analysis are also used. Comparable value per square meter is determined based on assumptions such as bargaining share and adjustment for location in market comparable method.

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#### **10. Property, plant and equipment (Cont'd)**

##### **Market comparable method**

A property's fair value is estimated based on comparison of sales and market data of similar or comparable properties. The revaluated property is compared with the sales of similar properties in the market or asked price and bid price.

##### **Discounted cash flow method**

Value assumption is conducted through discount method by taking into account the data of expenditure and revenue belong to the revaluated property. The reduction is associated with value and revenue converting the amount of revenue to value assumption. Either the ratio of proceeds or/and discount should be taken into consideration. Within this approach, Direct Capitalization of Income and Cash Flow Analysis are applied predominantly. During the application of Direct Capitalization of Income, rental data belong to the similar real estate in the same region where the property based in has been used. Unless enough data for probable ratio of capitalization is attained, the method aforementioned has not been applied on.

##### **Cost approach**

Instead of purchase of property, the probability of construction of the same of the property or another property provides the same benefit is taken into account. In practice the estimated value includes the amortization of old and less functional properties in case new one's cost exceeds the potential price to be paid for revaluation of the property.

It determines how transaction will be traded in the market and the approach and methods will be used in estimation of fair value of land and building. Sales prices of comparable land and buildings in close proximity are adjusted for differences in key attributes such as property size. The most significant input into the valuation approach is price per square meter.

In the market comparable method, one of the methods applied during the valuation, room for negotiation has been considered and reconciliation has done for the positive and negative features of property with respect to the precedents.

##### **Valuation processes of the group**

The Group's finance department reviews the fair value of land and buildings for reporting purposes. On an annual basis, the Group engages external, independent and CMB licensed valuation firm.

Revaluations are performed with sufficient regularity to ensure that the fair value of a revalued asset does not differ materially from its carrying amount as of balance sheet date. Group revaluates the amount of their lands and buildings every 3 years unless there is a change in the circumstances. The valuation of land and buildings was performed as of December 31, 2020.

The fair values of the land and buildings (administrative building, warehouses and stores) of the Group have been determined by a real estate appraisal company who has CMB license, holds a recognised and relevant professional qualification and has recent experience in the location and category of the land and buildings.

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#### 10. Property, plant and equipment (Cont'd)

The movement of revaluation fund of land and buildings owned by the Group are shown in the following table:

|   | January 1-<br>December 31, 2020 | 1 January -<br>31 December 2019 |
|---|---------------------------------|---------------------------------|
| Balance at the beginning of the period - January 1    | 785.683                         | 785.683                         |
| Revaluation increase                                  | 1.100.359                       | -                               |
| Deferred tax arising from revaluation increase        | (174.158)                       | -                               |
| <b>Balance at the end of the period – December 31</b> | <b>1.711.884</b>                | <b>785.683</b>                  |

#### Pledges and mortgages on assets

As of December 31, 2020 and 2019, there is no pledge or mortgage on property, plant and equipment of the Group.

#### 11. Intangible assets

The movements of intangible assets and related accumulated amortization for the periods ended December 31, 2020 and 2019 are as follows:

|                                 | January 1,<br>2020 | Additions | Disposals | Transfers | Currency<br>translation<br>differences | December 31,<br>2020 |
|---------------------------------|--------------------|-----------|-----------|-----------|--|----------------------|
| <b>Cost</b>                     |                    |           |           |           |  |                      |
| Right                           | 69.643             | 15.563    | (461)     | -         | 1.264                                  | 86.009               |
| Other intangible assets         | 295                | 11        | -         | -         | -                                      | 306                  |
|                                 | 69.938             | 15.574    | (461)     | -         | 1.264                                  | 86.315               |
| <b>Accumulated amortization</b> |                    |           |           |           |  |                      |
| Right                           | (31.269)           | (10.655)  | 402       | -         | (1.031)                                | (42.553)             |
| Other intangible assets         | (249)              | (52)      | -         | -         | -                                      | (301)                |
|                                 | (31.518)           | (10.707)  | 402       | -         | (1.031)                                | (42.854)             |
| <b>Net book value</b>           | <b>38.420</b>      |           |           |           |  | <b>43.461</b>        |
|                                 | January 1,<br>2019 | Additions | Disposals | Transfers | Currency<br>translation<br>differences | December 31,<br>2019 |
| <b>Cost</b>                     |                    |           |           |           |  |                      |
| Right                           | 39.213             | 7.807     | (201)     | 22.459    | 365                                    | 69.643               |
| Other intangible assets         | 265                | 30        | -         | -         | -                                      | 295                  |
|                                 | 39.478             | 7.837     | (201)     | 22.459    | 365                                    | 69.938               |
| <b>Accumulated amortization</b> |                    |           |           |           |  |                      |
| Right                           | (22.830)           | (8.331)   | 184       | -         | (292)                                  | (31.269)             |
| Other intangible assets         | (188)              | (61)      | -         | -         | -                                      | (249)                |
|                                 | (23.018)           | (8.392)   | 184       | -         | (292)                                  | (31.518)             |
| <b>Net book value</b>           | <b>16.460</b>      |           |           |           |  | <b>38.420</b>        |

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#### 11. Intangible assets (Cont'd)

As of December 31, 2020 amortisation expense amounting to TRY 9.891 (January 1- December 31, 2019: TRY 7.796) has been charged in marketing expenses and TRY 816 (January 1- December 31, 2019: TRY 596) in general and administrative expenses.

The intangible assets are amortized over estimated useful life which is 5 years. Major part of the rights is software licenses.

#### 12. Right of Use Assets

The movements of right use of assets and the related accumulated depreciation for the period ended December 31, 2020 and 2019 as follows:

|                                       | January 1,<br>2020 | Additions        | Disposals        | Currency<br>translation<br>differences | December 31,<br>2020 |
|---------------------------------------|--------------------|------------------|------------------|--|----------------------|
| Building                              | 4.545.674          | 2.146.509        | (214.557)        | 209.291                                | 6.686.917            |
| Vehicles                              | 103.089            | 90.674           | (10.506)         | 1.739                                  | 184.996              |
|                                       | <b>4.648.763</b>   | <b>2.237.183</b> | <b>(225.063)</b> | <b>211.030</b>                         | <b>6.871.913</b>     |
| <b>Less: Accumulated amortization</b> |                    |                  |                  |  |                      |
| Building                              | (600.704)          | (770.381)        | 30.509           | (52.052)                               | (1.392.628)          |
| Vehicles                              | (37.111)           | (45.724)         | 4.743            | (2.393)                                | (80.485)             |
|                                       | <b>(637.815)</b>   | <b>(816.105)</b> | <b>35.252</b>    | <b>(54.445)</b>                        | <b>(1.473.113)</b>   |
| <b>Net book value</b>                 | <b>4.010.948</b>   |                  |                  |  | <b>5.398.800</b>     |

For the period ended December 31, 2020, TRY 770.400 of amortization expenses is recognized under selling and marketing expenses and TRY 45.705 is recognized under general administrative expenses.

|   | January 1,<br>2019 | Additions        | Disposals        | Currency<br>translation<br>differences | December 31,<br>2019 |
|---|--------------------|------------------|------------------|--|----------------------|
| Building                                  | 3.498.042          | 1.103.909        | (130.093)        | 73.816                                 | 4.545.674            |
| Vehicles                                  | 66.417             | 38.653           | (2.692)          | 711                                    | 103.089              |
|   | <b>3.564.459</b>   | <b>1.142.562</b> | <b>(132.785)</b> | <b>74.527</b>                          | <b>4.648.763</b>     |
| <b>Less: Accumulated<br/>amortization</b> |                    |                  |                  |  |                      |
| Building                                  | -                  | (606.170)        | 11.686           | (6.220)                                | (600.704)            |
| Vehicles                                  | -                  | (37.393)         | 620              | (338)                                  | (37.111)             |
|   | <b>-</b>           | <b>(643.563)</b> | <b>12.306</b>    | <b>(6.558)</b>                         | <b>(637.815)</b>     |
| <b>Net book value</b>                     | <b>3.564.459</b>   |                  |                  |  | <b>4.010.948</b>     |



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#### 13. Provisions, contingent assets and liabilities

##### a) Short term provisions for employee benefits

Unused vacation amounting to TRY 41.533 is shown on the current provisions for employee benefits amounting in the Group account of short-term provisions for the period ended December 31, 2020 (December 31, 2019: TRY 24.507).

Current period movement of short-term unused vacation provision is as follows:

|   | <b>January 1-<br/>December 31, 2020</b> | January 1-<br>December 31, 2019 |
|---|---|---------------------------------|
| Balance at the beginning of the period – January 1    | <b>24.507</b>                           | 18.918                          |
| Used in the period                                    | <b>(24.507)</b>                         | (18.918)                        |
| Provision of unused vacation                          | <b>41.533</b>                           | 24.507                          |
| <b>Balance at the end of the period - December 31</b> | <b>41.533</b>                           | 24.507                          |

##### b) Other short-term provisions

|                      | <b>December 31,<br/>2020</b> | December 31,<br>2019 |
|----------------------|------------------------------|----------------------|
| Legal provisions (*) | <b>37.219</b>                | 35.153               |
| Other                | <b>8.587</b>                 | 12.585               |
| <b>Total</b>         | <b>45.806</b>                | 47.738               |

(\*) As of December 31, 2020 and December 31, 2019, the total amount of outstanding lawsuits filed against the Group, TRY 62.538 and TRY 58.259 (in historical terms), respectively. The Group recognized provisions amounting to TRY 37.219 and TRY 35.153 for the related periods, respectively.

Current period movement of provision for lawsuits is as follows:

|   | <b>January 1-<br/>December 31,<br/>2020</b> | January 1-<br>December 31,<br>2019 |
|---|---|------------------------------------|
| Balance at the beginning of the period – January 1    | <b>35.153</b>                               | 27.837                             |
| Provisions required                                   | <b>2.066</b>                                | 7.316                              |
| <b>Balance at the end of the period – December 31</b> | <b>37.219</b>                               | 35.153                             |

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### NOTES TO THE CONSOLIDATED FINANCIAL STATEMENTS AS OF DECEMBER 31, 2020 AND DECEMBER 31, 2019

(Amounts expressed in thousands of Turkish Lira ("TRY") unless otherwise stated and all other currencies are expressed in full amounts unless otherwise stated.)

#### 13. Provisions, contingent assets and liabilities (Cont'd)

##### Letter of guarantees, mortgages and pledges given by the Group

As of December 31, 2020 and 2019, breakdown of the guarantees, mortgage and pledges given by the Group is as follows:

|  | December 31, 2020    |                |                |     |                 |
|--|----------------------|----------------|----------------|-----|-----------------|
|  | Total TRY equivalent | TRY            | US Dollars     | EUR | Moroccan Dirham |
| A. Total amount of guarantees, pledges and mortgages given in the name of  | <b>133.817</b>       | <b>131.975</b> | <b>250.870</b> | -   | -               |
| <i>Guarantee</i>   | <i>133.817</i>       | <i>131.975</i> | <i>250.870</i> | -   | -               |
| <i>Pledge</i>  | -                    | -              | -              | -   | -               |
| <i>Mortgage</i>  | -                    | -              | -              | -   | -               |
| B. Total amount of guarantees, pledges and mortgages provided on behalf of the parties which are included in the scope of full consolidation | -                    | -              | -              | -   | -               |
| <i>Guarantee</i>   | -                    | -              | -              | -   | -               |
| <i>Pledge</i>  | -                    | -              | -              | -   | -               |
| <i>Mortgage</i>  | -                    | -              | -              | -   | -               |
| C. Total amount of guarantees, pledges and mortgages provided on behalf of third parties to conduct business activities                      | -                    | -              | -              | -   | -               |
| D. Total amount of other guarantees, pledges and mortgages   | -                    | -              | -              | -   | -               |
| i. On behalf of majority Shareholder   | -                    | -              | -              | -   | -               |
| ii. On behalf of other group companies which are not covered in B and C above  | -                    | -              | -              | -   | -               |
| iii. On behalf of third parties which are not covered by item C  | -                    | -              | -              | -   | -               |
| <b>Total</b>   | <b>133.817</b>       | <b>131.975</b> | <b>250.870</b> | -   | -               |

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## BİM Birleşik Mağazalar A.Ş.

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#### 13. Provisions, contingent assets and liabilities (Cont'd)

|  | December 31, 2019          |                |                |          |                    |
|--|----------------------------|----------------|----------------|----------|--------------------|
|  | Total<br>TRY<br>equivalent | TRY            | US Dollars     | EUR      | Moroccan<br>Dirham |
| A. Total amount of guarantees, pledges and mortgages given in the name of  |                            |                |                |          |                    |
| <i>Guarantee</i>   | 119.437                    | 117.947        | 250.870        | -        | -                  |
| <i>Pledge</i>  | -                          | -              | -              | -        | -                  |
| <i>Mortgage</i>  | -                          | -              | -              | -        | -                  |
| B. Total amount of guarantees, pledges and mortgages provided on behalf of the parties which are included in the scope of full consolidation |                            |                |                |          |                    |
| <i>Guarantee</i>   | -                          | -              | -              | -        | -                  |
| <i>Pledge</i>  | -                          | -              | -              | -        | -                  |
| <i>Mortgage</i>  | -                          | -              | -              | -        | -                  |
| C. Total amount of guarantees, pledges and mortgages provided on behalf of third parties to conduct business activities                      |                            |                |                |          |                    |
| -  | -                          | -              | -              | -        | -                  |
| D. Total amount of other guarantees, pledges and mortgages   |                            |                |                |          |                    |
| i. On behalf of majority Shareholder   | -                          | -              | -              | -        | -                  |
| ii. On behalf of other group companies which are not covered in B and C above  | -                          | -              | -              | -        | -                  |
| iii. On behalf of third parties which are not covered by item C  | -                          | -              | -              | -        | -                  |
| <b>Total</b>   | <b>119.437</b>             | <b>117.947</b> | <b>250.870</b> | <b>-</b> | <b>-</b>           |

#### Insurance coverage on assets

As of December 31, 2020 and 2019, insurance coverage on assets of the Group is TRY 4.936.413 and TRY 3.275.836 respectively.

#### 14. Prepaid Expenses and Deferred Income

##### a) Short term prepaid expenses

|   | December 31, 2020 | December 31, 2019 |
|---|-------------------|-------------------|
| Order advances given to third parties for inventories | 238.767           | 159.301           |
| Order advances given to related parties (Note 27)     | 119.913           | 31.899            |
| Other   | 36.832            | 28.010            |
|   | <b>395.512</b>    | <b>219.210</b>    |

##### b) Long term prepaid expenses

|  | December 31, 2020 | December 31, 2019 |
|--|-------------------|-------------------|
| Advances given for property, plant and equipment | 49.976            | 23.433            |
| Other  | 11.127            | 4.367             |
|  | <b>61.103</b>     | <b>27.800</b>     |

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#### 14. Prepaid Expenses and Deferred Income (Cont'd)

##### c) Deferred Income

|                   | December 31, 2020 | December 31, 2019 |
|-------------------|-------------------|-------------------|
| Gift cards income | 44.354            | 18.031            |
| Other             | 53                | 162               |
|                   | <b>44.407</b>     | <b>18.193</b>     |

#### 15. Employee termination benefits

|   | December 31, 2020 | December 31, 2019 |
|---|-------------------|-------------------|
| Provision for employee termination benefits | 241.859           | 180.114           |
|   | <b>241.859</b>    | <b>180.114</b>    |

The amount payable consists of one month's salary limited to a maximum of full TRY 7.117,17 for each period of service as of December 31, 2020 (December 31, 2019: full TRY 6.379,86). The retirement pay provision ceiling is revised semiannually, and full TRY 7.117,17 which is effective from July 1, 2020, is taken into consideration in the calculation of provision for employment termination benefits (effective from July 1, 2019: full TRY 6.379,86). Liability of employment termination benefits is not subject to any funding as there is not any obligation. Provision is calculated by estimating the present value of the future probable obligation of the Group arising from the retirement of the employees. TAS 19 "Employee Benefits" requires actuarial valuation methods to be developed to estimate the Group's obligation under the defined benefit plans. The following actuarial assumptions are used in the calculation of the total liability. Actuarial loss/ (gain) is accounted in the statement of comprehensive income under "Actuarial gain/loss from defined benefit plans".

The principal assumption is that the maximum liability for each year of service will increase in line with inflation. Thus, the discount rate applied represents the expected real rate after adjusting for the anticipated effects of future inflation. Consequently, in the accompanying consolidated financial statements as of December 31, 2020 and December 31, 2019 the provision is calculated by estimating the present value of the future probable obligation of the Group arising from the retirement of the employees. Provisions at the balance sheet date were calculated by using real discount rate of 4,0% by assuming an annual inflation rate of 9% (December 31, 2019: 7%) and a discount rate of 13,0% (December 31, 2019: 11,50%). The anticipated rate of termination benefits not paid as a result of voluntary leaves is also taken into consideration.

If the 13% -discount rate (December 31, 2019: 11,5%) used in the calculation of provision for employment termination benefit were 13,5%, total provision would be TRY 236.936 (December 31, 2019: TRY 176.656) and if it were 12,5%, total provision would be TRY 246.852 (December 31, 2019: 183.727). All other assumptions in the sensitivity analysis are fixed and are based on the change in the discount rate.

As of December 2020 and 2019, the following tables summarize the components of net benefit expense recognized in the comprehensive statement of income and amounts recognized in the balance sheet:

|   | January 1-<br>December 31,<br>2020 | January 1-<br>December 31,<br>2019 |
|---|------------------------------------|------------------------------------|
| Current service cost (Note 20)                          | 38.587                             | 30.535                             |
| Interest cost of employee termination benefit (Note 23) | 18.484                             | 18.534                             |
| <b>Total</b>  | <b>57.071</b>                      | <b>49.069</b>                      |

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#### 15. Employee termination benefits (Cont'd)

Changes in the carrying value of defined benefit obligation are as follows:

|  | January 1-<br>December 31, 2020 | January 1-<br>December 31, 2019 |
|--|---------------------------------|---------------------------------|
| Balance at the beginning of the period – January 1   | 180.114                         | 128.634                         |
| Interest cost of employee termination benefit        | 18.484                          | 18.534                          |
| Current service cost                                 | 38.587                          | 30.535                          |
| Payments made in the current period                  | (39.281)                        | (31.829)                        |
| Loss/(gain) during the period)                       | 43.955                          | 34.240                          |
| <b>Balance at the end of the period –December 31</b> | <b>241.859</b>                  | <b>180.114</b>                  |

#### 16. Other assets and liabilities

##### a) Other current assets

|                | December 31, 2020 | December 31, 2019 |
|----------------|-------------------|-------------------|
| VAT receivable | 84.904            | 48.755            |
| Other          | 21.721            | 22.647            |
|                | <b>106.625</b>    | <b>71.402</b>     |

##### b) Other current liabilities

|                          | December 31, 2020 | December 31, 2019 |
|--------------------------|-------------------|-------------------|
| Taxes and funds payables | 294.179           | 151.807           |
| Other                    | 4.207             | 3.556             |
|                          | <b>298.386</b>    | <b>155.363</b>    |

#### 17. Equity

##### a) Share capital and capital reserves

As of December 31, 2020 and December 31, 2019, the breakdown of shareholders and their ownership percentages in the Company are summarized as follows:

|  | December 31, 2020  |               | December 31, 2019  |        |
|--|--------------------|---------------|--------------------|--------|
|  | Historical<br>cost | (%)           | Historical<br>cost | (%)    |
| Merkez Bereket Gıda Sanayi ve Ticaret A.Ş. | 89.754             | 14,78         | 89.754             | 14,78  |
| Naspak Gıda Sanayi ve Ticaret A.Ş.         | 64.792             | 10,67         | 64.792             | 10,67  |
| Other                                      | 18.348             | 3,02          | 18.348             | 3,02   |
| Publicly traded                            | 434.306            | 71,53         | 434.306            | 71,53  |
|  | <b>607.200</b>     | <b>100,00</b> | 607.200            | 100,00 |

The Company's share capital is fully paid and consists of 607.200.000 (December 31, 2019: 607.200.000) shares of full TRY 1 nominal value each.

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#### 17. Equity (Cont'd)

##### Property, plant and equipment revaluation fund

As of December 31, 2020 the Group has revaluation fund amounting TRY 1.711.884 (December 31, 2019: TRY 785.683) related to revaluation of land and buildings (Note 10). The revaluation fund is not available for distribution to shareholders.

##### b) Restricted reserves and retained earnings

The legal reserves consist of first and second legal reserves, per the Turkish Commercial Code (TCC). The TCC stipulates that the first legal reserve is appropriated out of net statutory profits at the rate of 5% per annum, until the total reserve reaches 20% of the Company's historical paid-in share capital. The second legal reserve is appropriated at the rate of 10% per annum of all cash distributions in excess of 5% of the historical paid-in share capital. Under TCC, the legal reserves are not available for distribution unless they exceed 50% of the historical paid-in share capital but may be used to offset losses in the event that historical general reserve is exhausted.

The statutory accumulated profits and statutory current year profit are available for distribution, subject to the reserve requirements referred to above and Turkish Capital Market Board (CMB) requirements related to profit distribution.

Listed companies distribute dividend in accordance with the Communiqué No. II-19.1 issued by the CMB which is effective from February 1, 2014.

Companies distribute dividends in accordance with their dividend payment policies settled and dividend payment decision taken in general assembly and also in conformity with relevant legislations. The communiqué does not constitute a minimum dividend rate. Companies distribute dividend in accordance with the method defined in their dividend policy or articles of incorporation. In addition, dividend can be distributed by fixed or variable instalments and advance dividend can be paid in accordance with profit on financial statements of the Company.

In accordance with the Turkish Commercial Code (TCC), unless the required reserves and the dividend for shareholders as determined in the article of association or in the dividend distribution policy of the company are set aside, no decision may be made to set aside other reserves, to transfer profits to the subsequent year or to distribute dividends to the holders of usufruct right certificates, to the members of the board of directors or to the employees, and no dividend can be distributed to these persons unless the determined dividend for shareholders is paid in cash.

Dividend distribution policy of the Company is in line with the CMB Law numbered 6362 dated December 30, 2012.

Inflation adjustment to shareholders' equity and book value of extraordinary reserves can be used as an internal source in capital, dividend distribution in cash or net-off against prior years' loss. In case the inflation adjustment to shareholders' equity is used for dividend distribution in cash, the distribution is subject to corporate tax.

As of December 31, 2020 and December 31, 2019 legal reserves, prior year profits and net income for the period in statutory accounts of the Company are as follows:

|                           | December 31, 2020 | December 31, 2019 |
|---------------------------|-------------------|-------------------|
| Legal reserves            | 893.850           | 431.098           |
| Extraordinary reserves    | 1.672.324         | 964.918           |
| Net profit for the period | 2.528.393         | 1.475.432         |
|                           | <b>5.094.567</b>  | <b>2.871.448</b>  |

As of December 31, 2020, net profit for the Company's statutory books is TRY 2.528.393 (December 31, 2019: TRY 1.475.432) and net profit per consolidated financial statements in accordance with CMB accounting standards is TRY 2.606.815 (December 31, 2019: TRY 1.224.877).

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#### 17. Equity (Cont'd)

##### c) Treasury Shares

As part of the resolution of the Board of Directors on 7 August 2020, buy-back operations have been started. As part of such buy-back operation between August 7- September 10, 2020, %0,93 of shares of the Company which are equivalent to 5.670.992 units of BİM shares corresponding to TRY374.707.650 (TRY full) have been repurchased.

The financing of share repurchases is provided by the Company's internal resources. As of the report date, there has been no sale of the repurchased shares.

##### d) Dividend payment

At the Ordinary General Assembly meeting dated May 5, 2020, it was decided to distribute TRY 303.600 cash dividends from the profits of 2019 to the shareholders and the payment was completed on May 13, 2020. The gross dividend paid per share is full TRY 0,50.

#### 18. Sales and cost of sales

##### a) Net Sales

The Group's net sales for the periods ended December 31, 2020 and 2019 are as follows:

|                  | January 1-<br>31 December<br>2020 | January 1-<br>31 December<br>2019 |
|------------------|-----------------------------------|-----------------------------------|
| Sales            | 55.824.914                        | 40.406.038                        |
| Sales returns(-) | (329.550)                         | (194.096)                         |
|                  | <b>55.495.364</b>                 | <b>40.211.942</b>                 |

##### b) Cost of sales

|                      | January 1-<br>31 December<br>2020 | January 1-<br>31 December<br>2019 |
|----------------------|-----------------------------------|-----------------------------------|
| Beginning inventory  | 2.359.445                         | 2.087.653                         |
| Purchases            | 47.229.541                        | 33.495.767                        |
| Ending inventory (-) | (4.214.855)                       | (2.356.936)                       |
|                      | <b>45.374.131</b>                 | <b>33.226.484</b>                 |

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#### 19. Operational expenses

##### a) Marketing expenses

|   | January 1-<br>December 31,<br>2020 | January 1-<br>December 31,<br>2019 |
|---|------------------------------------|------------------------------------|
| Personnel expenses                            | 3.092.383                          | 2.306.791                          |
| Depreciation and amortization expense         | 1.282.138                          | 1.005.690                          |
| Electricity, water and communication expenses | 407.545                            | 320.216                            |
| Maintenance and repair expenses               | 132.403                            | 100.427                            |
| Advertising expense                           | 125.619                            | 107.844                            |
| Truck fuel expense                            | 105.752                            | 100.507                            |
| Packaging expenses                            | 61.551                             | 43.979                             |
| Taxes and duty expenses                       | 55.113                             | 49.354                             |
| Cleaning expenses                             | 48.541                             | 10.166                             |
| Fixtures expenses                             | 39.123                             | 33.442                             |
| Provision for employee termination benefits   | 33.214                             | 26.260                             |
| Information technology expenses               | 30.989                             | 27.053                             |
| Stationery expenses                           | 30.783                             | 26.194                             |
| Rent expenses                                 | 22.755                             | 13.921                             |
| Insurance expenses                            | 16.304                             | 14.753                             |
| Other   | 124.196                            | 92.133                             |
|   | <b>5.608.409</b>                   | <b>4.278.730</b>                   |

##### b) General and administrative expenses

|  | January 1-<br>December 31,<br>2020 | January 1-<br>December 31,<br>2019 |
|--|------------------------------------|------------------------------------|
| Personnel expenses                                 | 513.164                            | 405.790                            |
| Depreciation and amortization                      | 87.935                             | 76.926                             |
| Donation expenses                                  | 44.923                             | 11.617                             |
| Legal and consultancy expenses                     | 35.629                             | 27.291                             |
| Money collection expenses                          | 24.817                             | 20.237                             |
| Taxes and duties                                   | 15.256                             | 17.400                             |
| Motor vehicle expenses                             | 11.115                             | 15.775                             |
| Electricity, water, gas and communication expenses | 8.462                              | 6.738                              |
| Provision for employee termination                 | 5.373                              | 4.275                              |
| Office supplies                                    | 4.495                              | 3.189                              |
| Other  | 64.744                             | 51.201                             |
|  | <b>815.913</b>                     | <b>640.439</b>                     |

#### 20. Expenses by nature

##### a) Depreciation and amortisation expenses

|                                     | January 1-<br>December 31,<br>2020 | January 1-<br>December 31,<br>2019 |
|-------------------------------------|------------------------------------|------------------------------------|
| Marketing and selling expenses      | 1.282.138                          | 1.005.690                          |
| General and administrative expenses | 87.935                             | 76.926                             |
|                                     | <b>1.370.073</b>                   | <b>1.082.616</b>                   |



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**20. Expenses by nature (Cont'd)**

**b) Personnel expenses**

|  | <b>January 1-<br/>December 31, 2020</b> | January 1-<br>December 31, 2019 |
|--|---|---------------------------------|
| Wages and salaries                             | 3.233.107                               | 2.407.910                       |
| Social security premiums employer contribution | 372.440                                 | 304.671                         |
| Provision for employee termination (Note 15)   | 38.587                                  | 30.535                          |
|  | <b>3.644.134</b>                        | 2.743.116                       |

**21. Other operating income and expense**

**a) Other operating income**

|                                       | <b>1 January-<br/>December 31, 2020</b> | 1 January-<br>December 31, 2019 |
|---------------------------------------|---|---------------------------------|
| Gain on sale of scraps                | 7.252                                   | 7.213                           |
| Commission and promotion income       | 36.009                                  | 25.531                          |
| Contract termination income (TFRS-16) | 22.017                                  | 13.559                          |
| Other income from operations          | 43.807                                  | 27.505                          |
|                                       | <b>109.085</b>                          | 73.808                          |

**b) Other operating expense**

|                          | <b>1 January-<br/>December 31, 2020</b> | 1 January-<br>December 31, 2019 |
|--------------------------|---|---------------------------------|
| Provision expenses       | 10.765                                  | 10.708                          |
| Other operating expenses | 9.675                                   | 7.326                           |
|                          | <b>20.440</b>                           | 18.034                          |

**22. Financial income**

|                              | <b>1 January-<br/>December 31, 2020</b> | 1 January-<br>December 31, 2019 |
|------------------------------|---|---------------------------------|
| Participation account income | 117.743                                 | 11.957                          |
| Foreign exchange gains       | 142.978                                 | 8.666                           |
|                              | <b>260.721</b>                          | 20.623                          |

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#### 23. Financial expenses

|   | January 1-<br>December 31, 2020 | January 1-<br>December 31, 2019 |
|---|---------------------------------|---------------------------------|
| Financial expenses arises from lease liabilities                      | 708.446                         | 633.939                         |
| Foreign exchange losses   | 96.688                          | 7.648                           |
| Interest cost related to provision for employee termination (Note 15) | 18.484                          | 18.534                          |
| Other financial expenses  | 4.791                           | 3.418                           |
|   | <b>828.409</b>                  | 663.539                         |

#### 24. Income and expense from investing activities

##### a) Income from investing activities

|  | January 1-<br>December 31, 2020 | January 1-<br>December 31, 2019 |
|--|---------------------------------|---------------------------------|
| Incomes from financial investments (*) | 138.268                         | 112.292                         |
| Dividend income                        | 788                             | 2.858                           |
|  | <b>139.056</b>                  | 115.150                         |

(\*) The balance consist of income from investment funds and lease certificates of the Group.

##### b) Expense from investing activities

As of December 31, 2020, the loss on sale of fixed assets of the Group is amounting to TRY 5.266 (December 31, 2019: TRY 3.423).

#### 25. Tax assets and liabilities

As of December 31, 2020 and 2019, provision for taxes of the Group is as follows :

|                                    | December 31, 2020 | December 31, 2019 |
|------------------------------------|-------------------|-------------------|
| Current income tax liabilities     | 802.678           | 425.281           |
| Current tax assets (Prepaid taxes) | (558.965)         | (321.295)         |
| <b>Corporate tax payable</b>       | <b>243.713</b>    | 103.986           |

In Turkey, as of December 31, 2020, corporate tax rate is 22% (December 31, 2019: 22%). Corporate tax returns are required to be filed by the twenty-fifth day of the fourth month following the balance sheet date and taxes must be paid in one instalment by the end of the fourth month. The tax legislation provides for a temporary tax of 22% to be calculated and paid based on earnings generated for each quarter. The amounts thus calculated and paid are offset against the final corporate tax liability for the year.

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#### 25. Tax assets and liabilities (Cont'd)

In Morocco, as of December 31, 2020 the corporate tax rate is 30% (December 31, 2019: 30%) where the consolidated subsidiary of the Company, BIM Stores SARL operates. In Egypt, as of December 31, 2020 the corporate tax rate is 22.5% (December 31, 2019: 22.5%) where the consolidated subsidiary of the Company, BIM Stores LLC operates.

There are no taxable temporary differences related with the consolidated subsidiaries for which the Company recognised deferred tax liability (December 31, 2019: None). Corporate tax losses can be carried forward for a maximum period of 5 years following the year in which the losses were incurred. The tax authorities can inspect tax returns and the related accounting records for a retrospective maximum period of five years

15% withholding tax rate applies to dividends distributed by resident corporations resident real persons except for, those who are not liable to income and corporation tax, non-resident real persons, non-resident corporations. Dividend distribution by resident corporations to resident corporations is not subject to a withholding tax. Furthermore, in the event the profit is not distributed or included in capital, no withholding tax shall be applicable. In addition, if the profit is not distributed or added to the capital, the income tax is not calculated

In accordance with the regulation numbered 7061, published in Official Gazette on 5 December 2017, "Law on the Amendment of Certain Tax Laws and Some Other Laws", corporate tax rate for the years 2018, 2019 and 2020 has increased from 20% to 22%. Therefore, deferred tax assets and liabilities as of December 31, 2019 are calculated with 22% tax rate for the temporary differences which will be realized in 2018, 2019 and 2020, and with 20% tax for those which will be realized after 2021 and onwards.

As of December 31, 2020 and 2019, temporary differences based for deferred tax and deferred tax asset and liability calculated by using applicable tax rates are as follows:

|   | Balance sheet        |                      | Comprehensive income              |                                   |
|---|----------------------|----------------------|-----------------------------------|-----------------------------------|
|   | December 31,<br>2020 | December 31,<br>2019 | January 1-<br>December 31<br>2020 | January 1-<br>December 31<br>2019 |
| <i>Deferred tax liability</i>   |                      |                      |                                   |                                   |
| Tangible and intangible assets, except the effect of revaluation effect | 128.979              | 103.769              | 25.211                            | 24.687                            |
| The effect of the revaluation of land and buildings                     | 307.001              | 132.843              | 174.158                           | -                                 |
| The effect of the revaluation of financial asset                        | 18.297               | 20.806               | (2.509)                           | 11.142                            |
| Other adjustments   | 16.810               | 11.949               | 4.861                             | 5.997                             |
| Right-of-use asset  | 946.352              | 696.539              | 249.813                           | 696.539                           |
| <i>Deferred tax asset</i>   |                      |                      |                                   |                                   |
| Provision for employee termination benefit                              | (48.330)             | (36.023)             | (12.307)                          | (10.296)                          |
| Lease liabilities   | (1.062.434)          | (748.942)            | (313.492)                         | (748.942)                         |
| Other adjustments   | (57.390)             | (34.279)             | (23.111)                          | (5.181)                           |
| Deferred tax effect from the sale of treasury shares                    | -                    | -                    | -                                 | (28.772)                          |
| Currency translation difference   | -                    | -                    | 9.132                             | 286                               |
| <b>Deferred tax</b>   | <b>249.285</b>       | <b>146.662</b>       | <b>111.756</b>                    | <b>(54.540)</b>                   |

Deferred tax is presented in financial statements as follows:

|                                   | December 31, 2020 | December 31, 2019 |
|-----------------------------------|-------------------|-------------------|
| Deferred tax assets               | 26.987            | 9.886             |
| Deferred tax liabilities          | (276.272)         | (156.548)         |
| <b>Net deferred tax liability</b> | <b>(249.285)</b>  | <b>(146.662)</b>  |

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#### 25. Tax assets and liabilities (Cont'd)

Movement of net deferred tax liability for the periods ended December 31, 2020 and 2019 are as follows:

|   | January 1-<br>December 31, 2020 | January 1-<br>December 31, 2019 |
|---|---------------------------------|---------------------------------|
| Balance at the beginning of the period - January 1                  | 146.662                         | 172.716                         |
| Deferred tax expense recognized in statement of profit or loss, net | (56.395)                        | (58.834)                        |
| Deferred tax expense recognized in other comprehensive income       | 168.151                         | 4.294                           |
| - <i>Revaluation of property, plant and equipment</i>               | 174.158                         | -                               |
| - <i>Fair value changes in available-for-sale financial assets</i>  | 2.783                           | 11.142                          |
| - <i>Remeasurement losses of defined benefit plans</i>              | (8.790)                         | (6.848)                         |
| Deferred tax effect on retained earnings (*)                        | -                               | 28.772                          |
| Foreign currency translation differences                            | (9.133)                         | (286)                           |
| <b>Balance at the end of the period – December 31</b>               | <b>249.285</b>                  | <b>146.662</b>                  |

(\*)This amount represents the tax effect of the reclassification between the statements of profit or loss and retained earnings in regarding to the sale of treasury shares in the related period.

#### Tax reconciliation

|   | January 1-<br>December 31, 2020 | January 1-<br>December 31, 2019 |
|---|---------------------------------|---------------------------------|
| Profit before tax   | 3.351.658                       | 1.590.874                       |
| Corporate tax provision calculated at effective tax rate of 22% | (737.365)                       | (349.992)                       |
| Disallowable charges  | (2.934)                         | (2.445)                         |
| Effect of tax rate differences of the consolidated subsidiary   | 7.870                           | (1.865)                         |
| Other   | (12.414)                        | (11.695)                        |
|   | <b>(744.843)</b>                | <b>(365.997)</b>                |

|                            | January 1-<br>December 31, 2020 | January 1-<br>December 31, 2019 |
|----------------------------|---------------------------------|---------------------------------|
| <b>Tax expense</b>         |                                 |                                 |
| Current period tax expense | (801.238)                       | (424.831)                       |
| Deferred tax income        | 56.395                          | 58.834                          |
| <b>Total tax expense</b>   | <b>(744.843)</b>                | <b>(365.997)</b>                |

#### 26. Earnings per share

Basic earnings per share is calculated by dividing the net profit for the period by the weighted average number of ordinary shares outstanding during the period. Earnings per share for the period ended as of December 31, 2020 and 2019 is as follows. All shares of the Company are in same status.

|   | January 1-<br>December 31, 2020 | January 1-<br>December 31, 2019 |
|---|---------------------------------|---------------------------------|
| <b>Earnings per share</b>   |                                 |                                 |
| Average number of shares at the beginning of the period (Thousand)(*) | 605.002                         | 601.864                         |
| Net profit of the year  | 2.606.815                       | 1.224.877                       |
| <b>Earnings per share</b>   | <b>4,31</b>                     | <b>2,04</b>                     |

(\*) Calculating earnings per share, bonus share issuance is counted as issued shares. The weighted average number of shares used in the calculation of earnings per share has been obtained by retrospectively considering the issued bonus shares.

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#### 27. Related party disclosures

##### a) Prepaid expenses to related parties

|   | December 31, 2020 | December 31, 2019 |
|---|-------------------|-------------------|
| Reka Bitkisel Yağlar Sanayi ve Ticaret A.Ş. (Reka) <sup>(1)</sup> | 119.913           | 31.899            |
|   | <b>119.913</b>    | <b>31.899</b>     |

##### b) Payables related to goods and services received

Due to related parties balances as of December 31, 2020 and 2019 are as follows:

##### Payables related to goods and services received:

##### Related parties

|  | December 31,<br>2020 | December 31,<br>2019 |
|--|----------------------|----------------------|
| Başak Gıda Dağıtım ve Pazarlama A.Ş. (Başak) <sup>(1)</sup>                      | 194.277              | 139.005              |
| Turkuvaz Plastik ve Tem. Ürün. Tic. A.Ş. (Turkuvaz) <sup>(1)</sup>               | 184.545              | 128.622              |
| Hedef Tüketim Ürünleri San. ve Dış Tic. A.Ş. (Hedef) <sup>(1)</sup>              | 156.476              | 96.521               |
| Aktül Kağıt Üretim Pazarlama A.Ş. (Aktül) <sup>(1)(*)</sup>                      | 135.651              | 79.794               |
| Sena Muhtelif Ürün Paketleme Gıda Sanayi ve Tic. Ltd. Şti. (Sena) <sup>(3)</sup> | 80.713               | 51.622               |
| Apak Pazarlama ve Gıda Sanayi Tic. Ltd. Şti. (Apak) <sup>(1)</sup>               | 22.779               | 15.157               |
| Aytaç Gıda Yatırım San. ve Ticaret A.Ş. (Aytaç) <sup>(1)</sup>                   | 22.493               | 38.993               |
| Avansas Ofis Malzemeleri Ticaret A.Ş. (Avansas) <sup>(1)</sup>                   | 1.775                | 919                  |
| Proline Bilişim Sistemleri Ve Tic. A.Ş. <sup>(1)</sup>                           | 363                  | -                    |
| Turkcell İletişim Hizmetleri A.Ş. <sup>(3)(**)</sup>                             | -                    | 2.350                |
| Bahariye Mensucat San. ve Tic. A.Ş (Bahariye Mensucat) <sup>(1)</sup>            | -                    | 6                    |
| Bahariye Tekstil San.ve Tic. A.Ş. (Bahariye Tekstil) <sup>(1)</sup>              | -                    | 405                  |
|  | <b>799.072</b>       | <b>553.394</b>       |

##### Affiliates and Subsidiaries

|   | December 31,<br>2020 | December 31,<br>2019 |
|---|----------------------|----------------------|
| İdeal Standart İşletmecilik ve Mümessillik San. ve Tic. A.Ş.<br>(İdeal Standart) <sup>(2)</sup> | 5.052                | 4.079                |
|   | <b>5.052</b>         | <b>4.079</b>         |
| <b>Trade payables due to related parties</b>  | <b>804.124</b>       | <b>557.473</b>       |

(1) Companies owned by shareholders of the Company.

(2) Non-consolidated subsidiaries of the Group.

(3) Other related party.

(\*) As of February 21, 2020 excluded from subsidiary and became the only related party (Note 5).

(\*\*) As of March 5, 2020 excluded from related party.

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#### 27. Related party disclosures (Cont'd)

##### c) Related party transactions

i) Purchases from related parties during the periods ended December 31, 2020 and 2019 are as follows:

##### Related parties

|                                  | January 1-<br>December 31, 2020 | January 1-<br>December 31, 2019 |
|----------------------------------|---------------------------------|---------------------------------|
| Başak <sup>(1)</sup>             | 1.293.980                       | 1.155.464                       |
| Reka <sup>(1)</sup>              | 1.104.303                       | 813.443                         |
| Hedef <sup>(1)</sup>             | 847.805                         | 445.073                         |
| Turkuvaz <sup>(1)</sup>          | 752.394                         | 689.183                         |
| Aktül <sup>(1)</sup>             | 475.918                         | 364.646                         |
| Aytaç <sup>(1)</sup>             | 276.334                         | 199.087                         |
| Sena <sup>(3)</sup>              | 290.024                         | 212.703                         |
| Apak <sup>(1)</sup>              | 281.275                         | 194.664                         |
| Avansas <sup>(1)</sup>           | 5.929                           | 8.871                           |
| Turkcell <sup>(3) (*)</sup>      | 5.540                           | 18.636                          |
| Bahariye Mensucat <sup>(1)</sup> | 1.763                           | 5.660                           |
| Bahariye Tekstil <sup>(1)</sup>  | 1.570                           | 381                             |
| Proline <sup>(1)</sup>           | 271                             | 2.963                           |
|                                  | <b>5.337.106</b>                | <b>4.110.774</b>                |

(\*) Purchases until March 5, 2020.

##### Affiliates and Subsidiaries

|  | January 1-<br>December 31, 2020 | January 1-<br>December 31, 2019 |
|--|---------------------------------|---------------------------------|
| İdeal Standart <sup>(2)</sup>          | 17.896                          | 16.020                          |
|  | <b>17.896</b>                   | <b>16.020</b>                   |
| <b>Total Related Party Transaction</b> | <b>5.355.002</b>                | <b>4.126.794</b>                |

(1) Companies owned by shareholders of the Company.

(2) Non-consolidated subsidiaries of the Group.

(3) Other related party.

ii) For the periods ended December 31, 2020 and 2019 salaries, bonuses and compensations provided to board of directors and key management comprising of 158 and 147 personnel, respectively, are as follows:

|                                  | January 1-<br>December 31, 2020 | January 1-<br>December 31, 2019 |
|----------------------------------|---------------------------------|---------------------------------|
| Short-term benefits to employees | 127.617                         | 89.416                          |
| <b>Total benefits</b>            | <b>127.617</b>                  | <b>89.416</b>                   |

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#### 28. Financial instruments and financial risk management

The Group is exposed to a variety of financial risks, including the effects of changes in debt and equity market prices, foreign currency exchange rates and profit share rates. These risks are market risk (including foreign currency risk and profit share rate risk), credit risk and liquidity risk. The Group’s overall risk management program focuses on the unpredictability of financial markets and seeks to minimize potential adverse effects on the financial performance of the Group.

The Group’s principal financial instruments comprise cash and short-term interest free bank loans. The main purpose of using these financial instruments is to raise finance for the Group’s operations. The Group has other financial instruments such as trade receivables and payables which arise directly from its operations. The Group manages its capital through cash provided by its operations and review of the maturities of the trade payables.

#### *Price risk*

Price risk is a combination of foreign currency, profit share and market risk. The Group naturally manages its price risk by matching the same foreign currency denominated receivable and payables and assets and liabilities bearing profit share. The Group closely monitors its market risk by analyzing the market conditions and using appropriate valuation methods.

#### *Profit share rate risk*

The Group does not have material profit share rate sensitive asset. The Group’s income and cash flows from operations are independent from profit share rate risk.

The Group’s profit share rate risk mainly comprises of outstanding short-term borrowings in the prior period. The Group’s forthcoming loans in order to continue its operating activities are effected from forthcoming profit share ratios.

#### **Profit share rate position table**

According to IFRS 7 “Financial Assets”, the profit share rate position of the Group is as follows:

| <b>Profit share position table</b> |   | <b>Current period</b> | <b>Previous period</b> |
|------------------------------------|---|-----------------------|------------------------|
| Financial assets                   | Fixed profit share bearing financial instruments    | <b>2.955.723</b>      | 1.288.240              |
|                                    | Participation account                               | <b>291.942</b>        | 750.649                |
|                                    | Lease certificate & Investment fund                 | <b>2.663.781</b>      | 537.591                |
| Financial liabilities              |   | -                     | -                      |
| Financial assets                   | Variable profit share bearing financial instruments | -                     | -                      |
| Financial liabilities              |   | -                     | -                      |

#### *Credit risk*

Credit risk is the risk that one party to a financial instrument will fail to discharge an obligation and cause the other party to incur a financial loss. Since the Group is engaged in the retail sector and transactions are mainly on a cash basis or has 1-month maturity credit card collections, the exposure to credit and price risk is minimal.

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**28. Financial instruments and financial risk management (Cont'd)**

**Credit risk table (Current period - December 31, 2020)**

|  | Credit card<br>receivables |                | Other<br>receivables |                | Deposit<br>in bank |                | Financial assets |                |
|--|----------------------------|----------------|----------------------|----------------|--------------------|----------------|------------------|----------------|
|  | Related<br>party           | Other<br>party | Related<br>party     | Other<br>party | Related<br>party   | Other<br>party | Related<br>party | Other<br>party |
| Maximum credit risk exposures<br>as of report date<br>(A+B+C+D+E)  | -                          | 2.615.234      | 233                  | 23.096         | -                  | 644.602        | 523.420          | 2.663.781      |
| - Maximum risk secured by<br>guarantees etc.   | -                          | -              | -                    | -              | -                  | -              | -                | -              |
| A. Net book value of financial<br>assets neither overdue nor<br>impaired   | -                          | 2.615.234      | 233                  | 23.096         | -                  | 644.602        | 523.420          | 2.663.781      |
| B. Net book value of financial<br>assets that are renegotiated,<br>if not that will be accepted<br>as past due or impaired | -                          | -              | -                    | -              | -                  | -              | -                | -              |
| C. Carrying value of financial<br>assets that are past due but<br>not impaired   | -                          | -              | -                    | -              | -                  | -              | -                | -              |
| - The part under guarantee<br>with collateral etc.   | -                          | -              | -                    | -              | -                  | -              | -                | -              |
| D. Net book value of impaired<br>assets  | -                          | -              | -                    | -              | -                  | -              | -                | -              |
| - Past due (gross carrying<br>amount)  | -                          | -              | -                    | 11.548         | -                  | -              | -                | -              |
| - Impairment   | -                          | -              | -                    | (11.548)       | -                  | -              | -                | -              |
| - The part of net value<br>under guarantee with<br>collateral etc.   | -                          | -              | -                    | -              | -                  | -              | -                | -              |
| - Not past due (gross<br>carrying amount)  | -                          | -              | -                    | -              | -                  | -              | -                | -              |
| - Impairment   | -                          | -              | -                    | -              | -                  | -              | -                | -              |
| E. Off-balance sheet items with<br>credit risk   | -                          | -              | -                    | -              | -                  | -              | -                | -              |



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#### 28. Financial instruments and financial risk management (Cont'd)

##### Credit risk table (Previous period - December 31, 2019)

|   | Credit card receivables |             | Other receivables |             | Deposit in bank |             | Financial assets |             |
|---|-------------------------|-------------|-------------------|-------------|-----------------|-------------|------------------|-------------|
|   | Related party           | Other party | Related party     | Other party | Related party   | Other party | Related party    | Other party |
| Maximum credit risk exposures as of report date (A+B+C+D+E)   | -                       | 1.433.320   | 169               | 24.218      | -               | 858.761     | 622.760          | 537.591     |
| - Maximum risk secured by guarantees etc.   | -                       | -           | -                 | -           | -               | -           | -                | -           |
| A. Net book value of financial assets neither overdue nor impaired  |                         |             |                   |             |                 |             |                  |             |
| B. Net book value of financial assets that are renegotiated, if not that will be accepted as past due or impaired | -                       | 1.433.320   | 169               | 24.218      | -               | 858.761     | 622.760          | 537.591     |
| C. Carrying value of financial assets that are past due but not impaired  | -                       | -           | -                 | -           | -               | -           | -                | -           |
| - The part under guarantee with collateral etc.   | -                       | -           | -                 | -           | -               | -           | -                | -           |
| D. Net book value of impaired assets  | -                       | -           | -                 | -           | -               | -           | -                | -           |
| - Past due (gross carrying amount)  | -                       | -           | -                 | -           | -               | -           | -                | -           |
| - Impairment  | -                       | -           | -                 | 11.370      | -               | -           | -                | -           |
| - The part of net value under guarantee with collateral etc.  | -                       | -           | -                 | (11.370)    | -               | -           | -                | -           |
| - Not past due (gross carrying amount)  | -                       | -           | -                 | -           | -               | -           | -                | -           |
| - Impairment  | -                       | -           | -                 | -           | -               | -           | -                | -           |
| E. Off-balance sheet items with credit risk   | -                       | -           | -                 | -           | -               | -           | -                | -           |
| Maximum credit risk exposures as of report date (A+B+C+D+E)   | -                       | -           | -                 | -           | -               | -           | -                | -           |

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#### 28. Financial instruments and financial risk management (Cont’d)

There is an insignificant amount of foreign currency denominated assets and liabilities so the Company does not use derivative financial instruments or future contracts to reduce the risk of foreign currency.

#### Foreign currency position

As of December 31, 2020 and 2019, the Group’s foreign currency position is as follows:

|   | December 31, 2020 |                   |                   |              | December 31, 2019 |                  |                  |              |
|---|-------------------|-------------------|-------------------|--------------|-------------------|------------------|------------------|--------------|
|   | TRY               |                   | TRY               |              | TRY               |                  | TRY              |              |
|   | Equivalent        | Full US Dollars   | Full EUR          | Full GBP     | Equivalent        | Full US Dollars  | Full EUR         | Full GBP     |
| 1. Trade receivables  | -                 | -                 | -                 | -            | -                 | -                | -                | -            |
| 2a. Monetary financial assets (including cash, banks accounts)  | 164.034           | 13.394.766        | 7.288.423         | 5.704        | 13.003            | 1.175.049        | 900.583          | 4.372        |
| 2b. Non-monetary financial assets   | -                 | -                 | -                 | -            | -                 | -                | -                | -            |
| 3. Other  | -                 | -                 | -                 | -            | -                 | -                | -                | -            |
| 4. Current assets (1+2+3)   | 164.034           | 13.394.766        | 7.288.423         | 5.704        | 13.003            | 1.175.049        | 900.583          | 4.372        |
| 5. Trade receivables  | -                 | -                 | -                 | -            | -                 | -                | -                | -            |
| 6a. Monetary financial assets   | 67                | 9.100             | -                 | -            | 84                | 14.100           | -                | -            |
| 6b. Non-monetary financial assets   | -                 | -                 | -                 | -            | -                 | -                | -                | -            |
| 7. Other  | -                 | -                 | -                 | -            | -                 | -                | -                | -            |
| 8. Current assets (5+6+7)   | 67                | 9.100             | -                 | -            | 84                | 14.100           | -                | -            |
| <b>9. Total assets (4+8)</b>  | <b>164.101</b>    | <b>13.403.866</b> | <b>7.288.423</b>  | <b>5.704</b> | <b>13.087</b>     | <b>1.189.149</b> | <b>900.583</b>   | <b>4.372</b> |
| 10. Trade payables  | 19.666            | 2.098.128         | 473.402           | -            | -                 | -                | -                | -            |
| 11. Financial liabilities   | 49.341            | -                 | 5.477.539         | -            | 30.786            | -                | 4.629.001        | -            |
| 12a. Monetary other liabilities   | -                 | -                 | -                 | -            | -                 | -                | -                | -            |
| 12b. Non-monetary other liabilities   | -                 | -                 | -                 | -            | -                 | -                | -                | -            |
| 13. Current liabilities (10+11+12)  | 69.007            | 2.098.128         | 5.950.941         | -            | 30.786            | -                | 4.629.001        | -            |
| 14. Trade payables  | -                 | -                 | -                 | -            | -                 | -                | -                | -            |
| 15. Financial liabilities   | 65.933            | -                 | 7.319.459         | -            | 30.404            | -                | 4.571.672        | -            |
| 16a. Monetary other liabilities   | -                 | -                 | -                 | -            | -                 | -                | -                | -            |
| 16b. Non-monetary other liabilities   | -                 | -                 | -                 | -            | -                 | -                | -                | -            |
| 17. Non-current liabilities (14+15+16)  | 65.933            | -                 | 7.319.459         | -            | 30.404            | -                | 4.571.672        | -            |
| <b>18. Total liabilities (13+17)</b>  | <b>134.940</b>    | <b>2.098.128</b>  | <b>13.270.400</b> | <b>-</b>     | <b>61.190</b>     | <b>-</b>         | <b>9.200.673</b> | <b>-</b>     |
| 19. Net asset/(liability) position of off-balance sheet derivative instruments (19a-19b)                            | -                 | -                 | -                 | -            | -                 | -                | -                | -            |
| 19a. Hedged total assets amount   | -                 | -                 | -                 | -            | -                 | -                | -                | -            |
| 19b. Hedged total liabilities amount  | -                 | -                 | -                 | -            | -                 | -                | -                | -            |
| 20. Net foreign currency asset/(liability) position (9-18+19)   | 29.161            | 11.305.738        | (5.981.977)       | 5.704        | (48.103)          | 1.189.149        | (8.300.090)      | 4.372        |
| 21. Net foreign currency asset/(liability) position of monetary items (IFRS 7.b23) (=1+2a+5+6a-10-11-12a-14-15-16a) | 29.161            | 11.305.738        | (5.981.977)       | 5.704        | (48.103)          | 1.189.149        | (8.300.090)      | 4.372        |
| 22. Total fair value of financial instruments used for foreign currency hedging                                     | -                 | -                 | -                 | -            | -                 | -                | -                | -            |
| 23. Export  | -                 | -                 | -                 | -            | -                 | -                | -                | -            |
| 24. Import  | -                 | -                 | -                 | -            | -                 | -                | -                | -            |

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**28. Financial instruments and financial risk management (Cont'd)**

*Exchange rate risk*

The following table demonstrates the sensitivity to a possible change in the US Dollar and Euro exchange rates, with all other variables held constant, of the Group's profit before tax as of December 31, 2020 and December 31, 2019.

**December 31, 2020**

|   | Exchange rate sensitivity analysis |                               |                               |                               |
|---|------------------------------------|-------------------------------|-------------------------------|-------------------------------|
|   | Current Period                     |                               |                               |                               |
|   | Profit/(Loss)                      |                               | Equity                        |                               |
|   | Foreign currency appreciation      | Foreign currency depreciation | Foreign currency appreciation | Foreign currency depreciation |
| <i>Change of US Dollars against TRY by 10%:</i> |                                    |                               |                               |                               |
| 1- US Dollars net asset/(liability)             | <b>8.299</b>                       | <b>(8.299)</b>                | -                             | -                             |
| 2- Protected part from US Dollars risk(-)       | -                                  | -                             | -                             | -                             |
| 3- US Dollars net effect (1+2)                  | <b>8.299</b>                       | <b>(8.299)</b>                | -                             | -                             |
| <i>Change of EUR against TRY by 10%:</i>        |                                    |                               |                               |                               |
| 4- EUR net asset/(liability)                    | <b>(5.389)</b>                     | <b>5.389</b>                  | -                             | -                             |
| 5- Protected part from EUR risk(-)              | -                                  | -                             | -                             | -                             |
| 6- EUR net effect (4+5)                         | <b>(5.389)</b>                     | <b>5.389</b>                  | -                             | -                             |
| <i>Change of GBP against TRY by 10%:</i>        |                                    |                               |                               |                               |
| 7- GBP net asset/(liability)                    | <b>6</b>                           | <b>(6)</b>                    | -                             | -                             |
| 8- Protected part from GBP risk(-)              | -                                  | -                             | -                             | -                             |
| 9- GBP net effect (7+8)                         | <b>6</b>                           | <b>(6)</b>                    | -                             | -                             |
| <b>Total (3+6+9)</b>                            | <b>2.916</b>                       | <b>(2.916)</b>                | -                             | -                             |

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**28. Financial instruments and financial risk management (Cont’d)**

**December 31, 2019**

|   | Exchange rate sensitivity analysis |                               |                               |                               |
|---|------------------------------------|-------------------------------|-------------------------------|-------------------------------|
|   | Prior Period                       |                               | Equity                        |                               |
|   | Profit/(Loss)                      |                               | Foreign currency appreciation | Foreign currency depreciation |
|   | Foreign currency appreciation      | Foreign currency depreciation | Foreign currency appreciation | Foreign currency depreciation |
| <i>Change of US Dollars against TRY by 10%:</i> |                                    |                               |                               |                               |
| 1- US Dollars net asset/(liability)             | 706                                | (706)                         | -                             | -                             |
| 2- Protected part from US Dollars risk(-)       | -                                  | -                             | -                             | -                             |
| 3- US Dollars net effect (1+2)                  | 706                                | (706)                         | -                             | -                             |
| <i>Change of EUR against TRY by 10%:</i>        |                                    |                               |                               |                               |
| 4- EUR net asset/(liability)                    | (5.520)                            | 5.520                         | -                             | -                             |
| 5- Protected part from EUR risk(-)              | -                                  | -                             | -                             | -                             |
| 6- EUR net effect (4+5)                         | (5.520)                            | 5.520                         | -                             | -                             |
| <i>Change of GBP against TRY by 10%:</i>        |                                    |                               |                               |                               |
| 7- GBP net asset/(liability)                    | 3                                  | (3)                           | -                             | -                             |
| 8- Protected part from GBP risk(-)              | -                                  | -                             | -                             | -                             |
| 9- GBP net effect (7+8)                         | 3                                  | (3)                           | -                             | -                             |
| <b>Total (3+6+9)</b>                            | <b>(4.811)</b>                     | <b>4.811</b>                  | <b>-</b>                      | <b>-</b>                      |

**Liquidity risk**

Prudent liquidity risk management includes maintaining sufficient cash and marketable securities, the availability of funding from an adequate amount of committed credit facilities and the ability to close out market positions.

The ability to fund existing and prospective debt requirements is managed by maintaining the availability of adequate committed funding lines from high quality lenders.

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#### 28. Financial instruments and financial risk management (Cont'd)

As of December 31, 2020 and December 31, 2019, maturities of undiscounted trade payables and financial liabilities of the Group are as follows:

##### December 31, 2020

| <b>Contractual terms</b>                    | <b>Carrying value</b> | <b>Total cash outflow</b> | <b>Less than 3 months</b> | <b>3 -12 months</b> | <b>More than 1 year</b> |
|---|-----------------------|---------------------------|---------------------------|---------------------|-------------------------|
| <b>Non derivative financial liabilities</b> |                       |                           |                           |                     |                         |
| Trade payables                              | 8.090.347             | 8.173.782                 | 8.173.782                 | -                   | -                       |
| Due to related parties                      | 804.124               | 811.786                   | 811.786                   | -                   | -                       |
| Contractual lease liabilities               | 5.961.885             | 10.195.545                | 340.538                   | 1.065.574           | 8.789.433               |

##### December 31, 2019

| <b>Contractual terms</b>                    | <b>Carrying value</b> | <b>Total cash outflow</b> | <b>Less than 3 months</b> | <b>3 -12 months</b> | <b>More than 1 year</b> |
|---|-----------------------|---------------------------|---------------------------|---------------------|-------------------------|
| <b>Non derivative financial liabilities</b> |                       |                           |                           |                     |                         |
| Trade payables                              | 5.001.966             | 5.053.719                 | 5.053.719                 | -                   | -                       |
| Due to related parties                      | 557.473               | 563.230                   | 563.230                   | -                   | -                       |
| Contractual lease liabilities               | 4.311.897             | 7.990.829                 | 328.818                   | 830.550             | 6.831.461               |

#### Capital risk management

The Group's objectives when managing capital are to safeguard the Group's ability to continue as a going concern in order to provide returns for shareholders and benefits for other stakeholders and to maintain an optimal capital structure to reduce the cost of capital.

The Group monitors capital on the basis of the gearing ratio. Net debt is calculated as total liabilities less cash and cash equivalents.

The gearing ratios at December 31, 2020 and December 31, 2019 are as follows:

|   | <b>December 31, 2020</b> | December 31, 2019 |
|---|--------------------------|-------------------|
| Total liabilities                           | <b>16.254.605</b>        | 10.614.980        |
| Less: Cash and cash equivalents             | <b>(1.112.693)</b>       | (1.158.847)       |
| Net debt                                    | <b>15.141.912</b>        | 9.456.133         |
| Total equity                                | <b>7.175.687</b>         | 4.237.290         |
| <b>Total equity+net debt</b>                | <b>22.317.599</b>        | 13.693.423        |
| <b>Net debt/(Total equity+net debt) (%)</b> | <b>68</b>                | 69                |

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#### 29. Financial instruments (Fair value disclosures and disclosures in the frame of hedge accounting)

##### Fair value estimation

The table below analyses financial instruments carried at fair value, by valuation method. The different levels have been defined as follows:

- Quoted prices (unadjusted) in active markets for identical assets or liabilities (Level 1).
- Inputs other than quoted prices included within level 1 that are observable for the asset or liability, either directly (that is, as prices) or indirectly (that is, derived from prices) (Level 2).
- Inputs for the asset or liability that are not based on observable market data (that is, unobservable inputs) (Level 3).

The following table presents the group's financial assets and liabilities that are measured at fair value at December 31, 2020 and December 31, 2019. See note 10 for disclosures of the land and buildings that are measured at fair value (Note 10).

| <b>December 31, 2020</b>  | <b>Level 1</b> | <b>Level 2</b> | <b>Level 3</b> | <b>Total</b>     |
|---|----------------|----------------|----------------|------------------|
| <b>Financial assets measured at fair value through other comprehensive income</b> |                |                |                |                  |
| Financial assets  | -              | 510.830        | -              | 510.830          |
| <b>Financial assets measured at fair value through other comprehensive income</b> |                |                |                |                  |
| Real estate investment fund   | 516.355        | -              | -              | 516.355          |
| <b>Total assets</b>   | <b>516.355</b> | <b>510.830</b> | <b>-</b>       | <b>1.027.185</b> |
| <b>December 31, 2019</b>  |                |                |                |                  |
| <b>Financial assets measured at fair value through other comprehensive income</b> |                |                |                |                  |
| Financial assets  | -              | 610.170        | -              | 610.170          |
|   |                | 610.170        |                | 610.170          |
| <b>Financial assets measured at fair value through other comprehensive income</b> |                |                |                |                  |
| Real estate investment fund   | 59.396         | -              | -              | 59.396           |
| <b>Total assets</b>   | <b>59.396</b>  | <b>610.170</b> | <b>-</b>       | <b>669.566</b>   |

There were no transfers between levels during in year.

##### (a) *Financial instruments in level 2*

The fair value of financial instruments that are not traded in an active market (for example, over-the-counter derivatives) is determined by using valuation techniques. These valuation techniques maximize the use of observable market data where it is available and rely as little as possible on entity specific estimates. If all significant inputs required to fair value an instrument are observable, the instrument is included in level 2.

If one or more of the significant inputs is not based on observable market data, the instrument is included in level 3.

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#### **29. Financial instruments (Fair value disclosures and disclosures in the frame of hedge accounting) (Cont’d)**

Specific valuation techniques used to value financial instruments include:

- Quoted market prices or dealer quotes for similar instruments,
- Other techniques, such as discounted cash flow analysis, are used to determine fair value for the remaining financial instruments.

As of December 31, 2020 and December 31, 2019, except for the available for sale financial assets disclosed in Note 5, the fair values of certain financial assets carried at cost including cash and cash equivalents profit share accruals and other short-term financial assets are considered to approximate their respective carrying values due to their short-term nature. The carrying value of trade receivables along with the related allowance for unearned income and uncollectibilities are estimated to be their fair values.

- Financial liabilities

Financial liabilities of which fair values approximate their carrying values:

Fair values of trade payables and other monetary liabilities are considered to approximate their respective carrying values due to their short-term nature. The bank borrowings are stated at their amortized costs and transaction costs are included in the initial measurement of loans and bank borrowings. The fair value of bank borrowings with variable rates are considered to approximate their respective carrying values since the profit share rate applied to bank loans and borrowings are updated periodically by the lender to reflect active market price quotations. The carrying value of trade payables along with the related allowance for unrealized cost is estimated to be their fair values.

#### **30. Subsequent events**

As of December 9, 2020, the Company signed a share purchase and sale agreement with Blue Investment Holding (special purpose company), which is managed by Helios Investment Partners LLP, one of the leading private equity funds in the African Region, for the sale of 35% of the shares of BIM Stores SARLAU (BIM Morocco) signed. The sale process is expected to be completed after certain conditions have been met, including the Kingdom of Morocco competition authority approval.