



BİRLEŞİK MAĞAZALAR A.Ş.

# RESULTS PRESENTATION

For the 3 months to 31 March 2015



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Please note that all financial data are prepared based on IFRS accounting.

# HEADLINES FOR Q1 2015

- Strong growth in first quarter sustained:
  - ▶ **Net Sales at 4.094,2 Mio TL (+21% YoY)**
  - ▶ **EBITDA at 187,0 Mio TL (17% YoY)**
  - ▶ **Net income at 123,5 Mio TL (15% YoY)**
- Like for Like sales up 10,6%
- Continued expansion – 133 new stores in Turkey, 13 in Morocco and 16 in Egypt
- First FILE store opened in March

# QUARTERLY NET SALES AND GROSS PROFIT

TL Million



Gross Margin

15,6%

15,3%

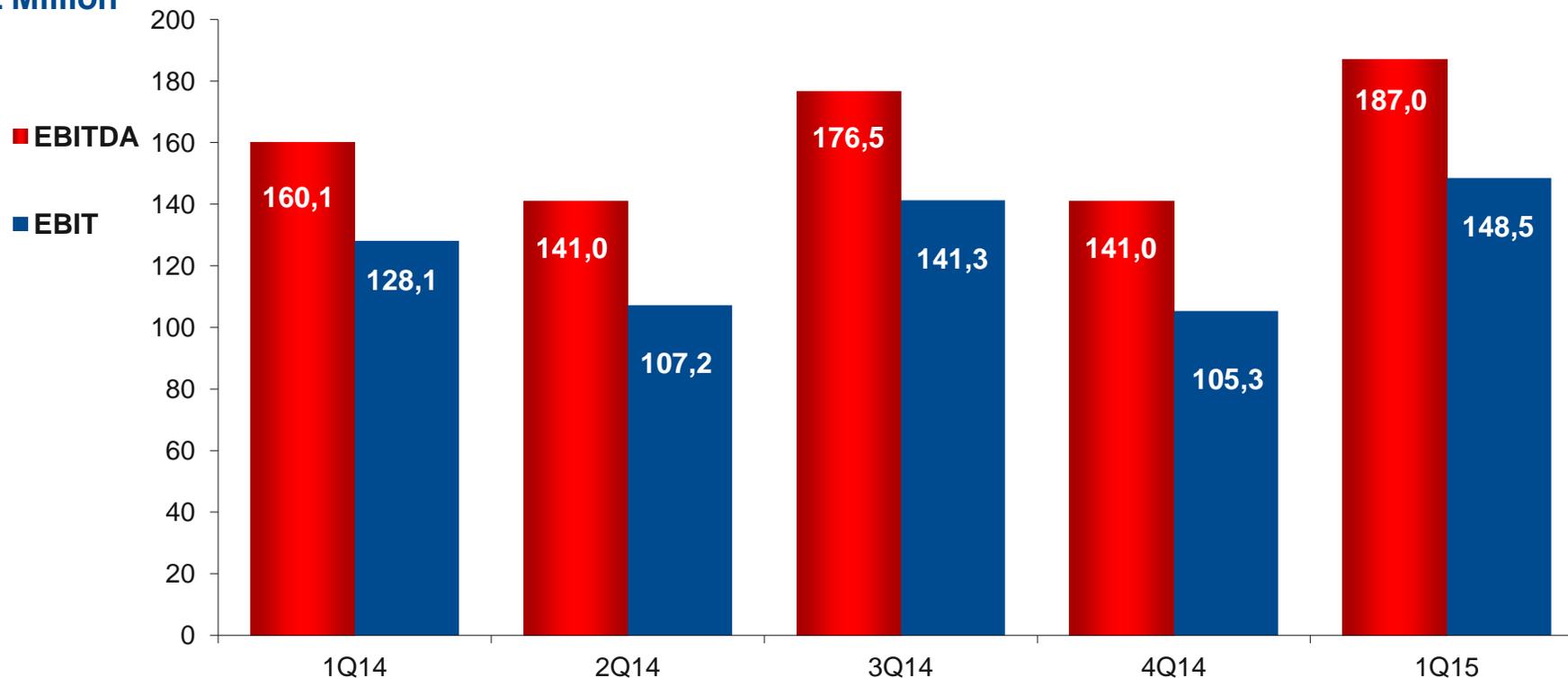
15,7%

15,0%

15,5%

# QUARTERLY EBITDA AND EBIT

TL Million



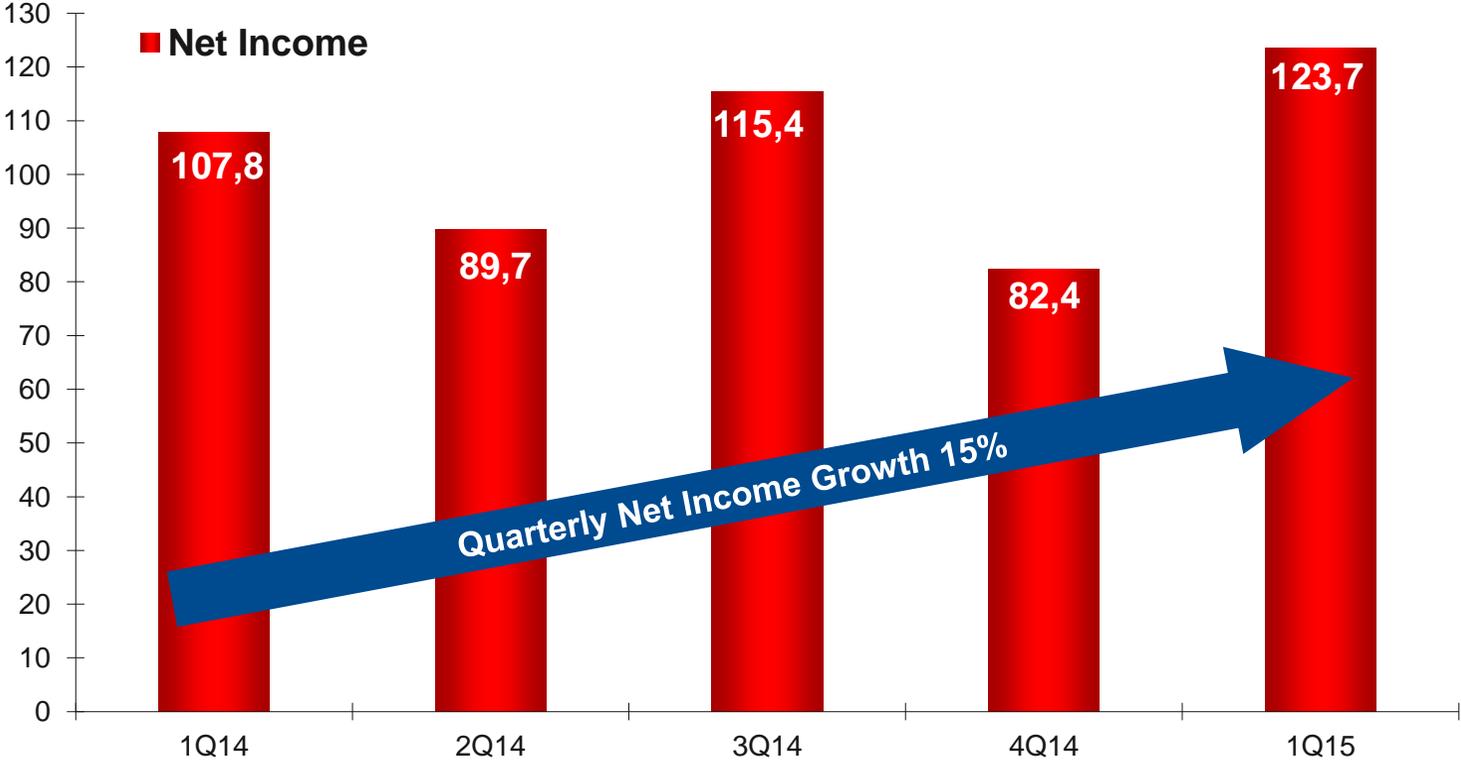
	1Q14	2Q14	3Q14	4Q14	1Q15
<b>EBITDA</b>	<b>4,7%</b>	<b>4,0%</b>	<b>4,7%</b>	<b>3,8%</b>	<b>4,6%</b>
<b>EBIT</b>	<b>3,8%</b>	<b>3,0%</b>	<b>3,8%</b>	<b>2,8%</b>	<b>3,6%</b>

*EBITDA – EARNINGS BEFORE INTEREST, TAX, DEPRECIATION AND AMORTIZATION*

*EBIT – EARNINGS BEFORE INTEREST AND TAX*

# QUARTERLY NET INCOME

TL Million



Net Income Margin

3,2%

2,5%

3,1%

2,2%

3,0%

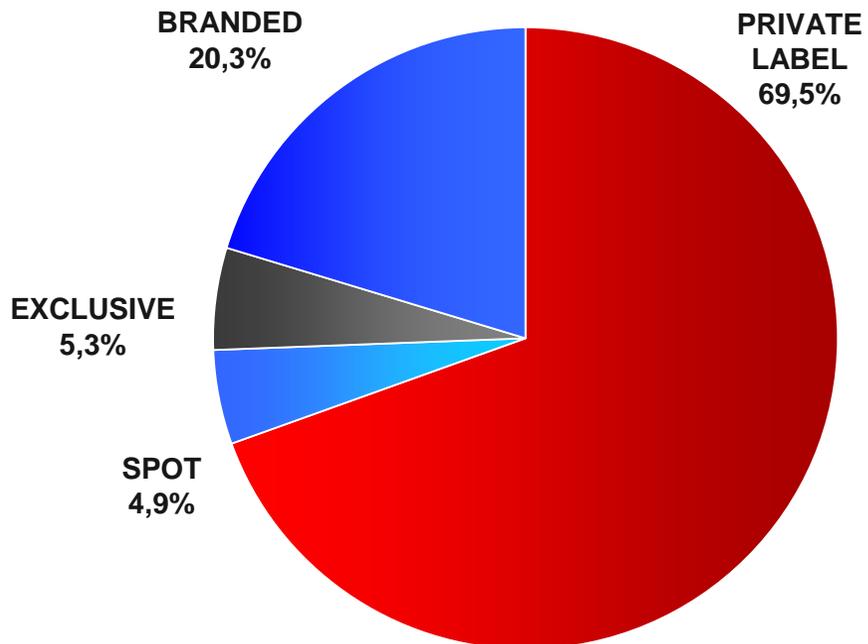
# LIKE FOR LIKE SALES INCREASE

Quarterly			
	2014 Q1	2015 Q1	INCREASE
Like For Like Sales (Mil TL)	3.004,2	3.323,6	 10,6%
Like For Like Basket (TL)	12,02	13,40	 11,5%
Like For Like Customer Traffic (Per store/per Day)	774,8	769,0	 -0,7%

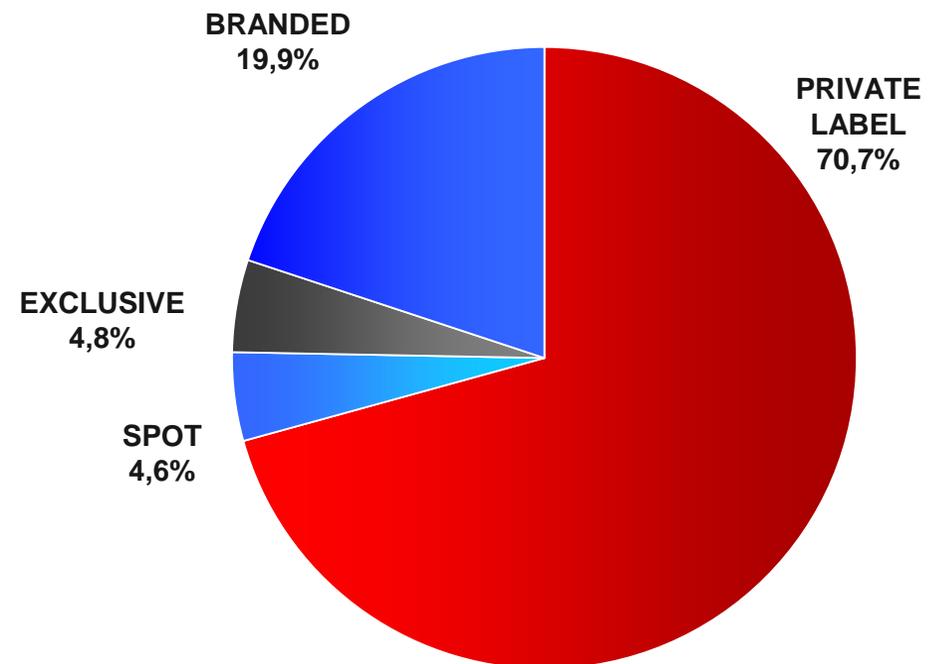
*\* Note: calculated on the basis of net sales generated in 1Q14 and 1Q15 by stores operating on 31 March 2013 and that were still open on 31 March 2015 (3.585 stores)*

# PRIVATE LABEL SALES CONTINUE TO GROW

1Q14



1Q15



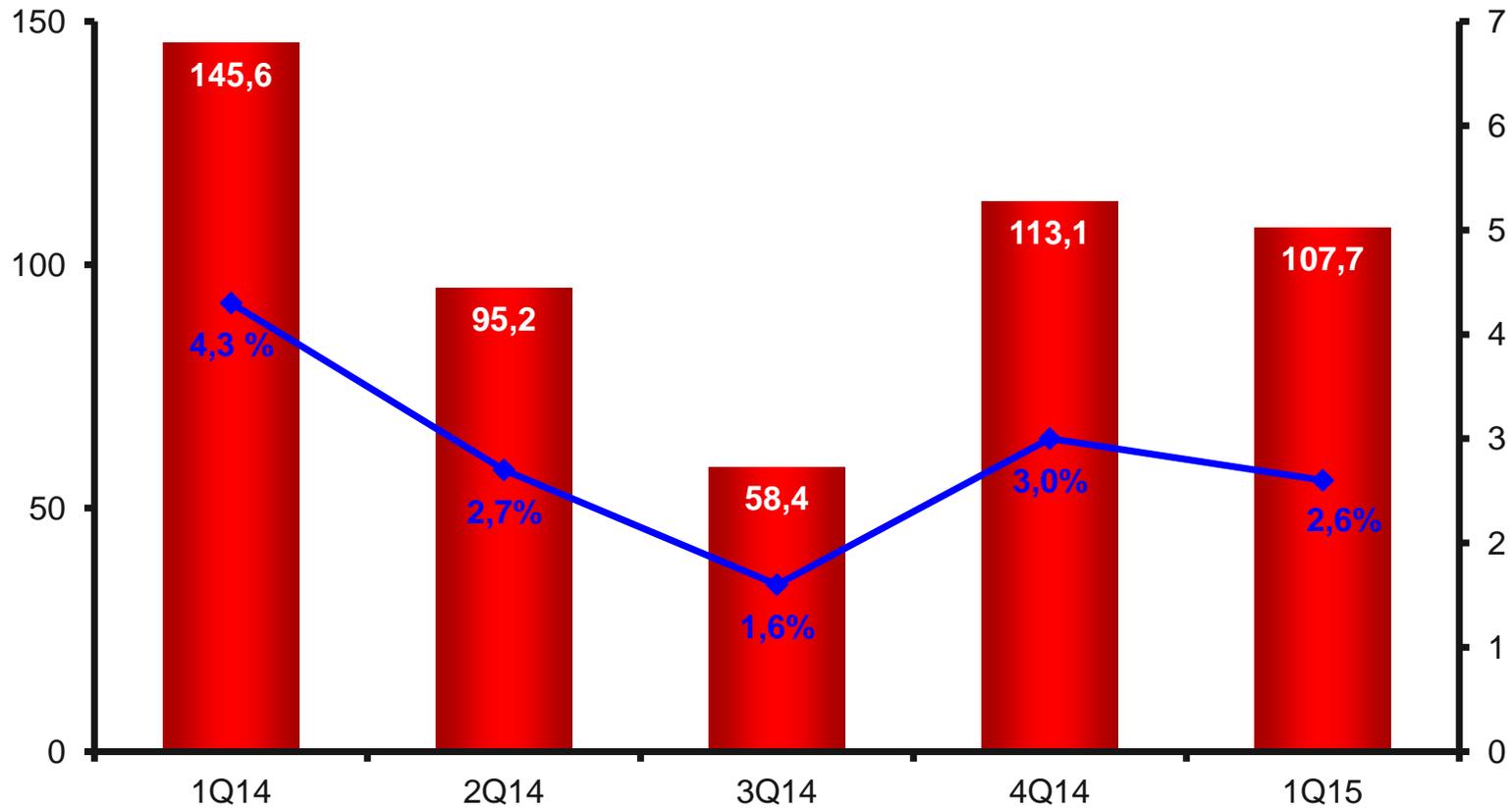
# LOW-CAPEX BUSINESS MODEL

TL Million

Quarterly CAPEX

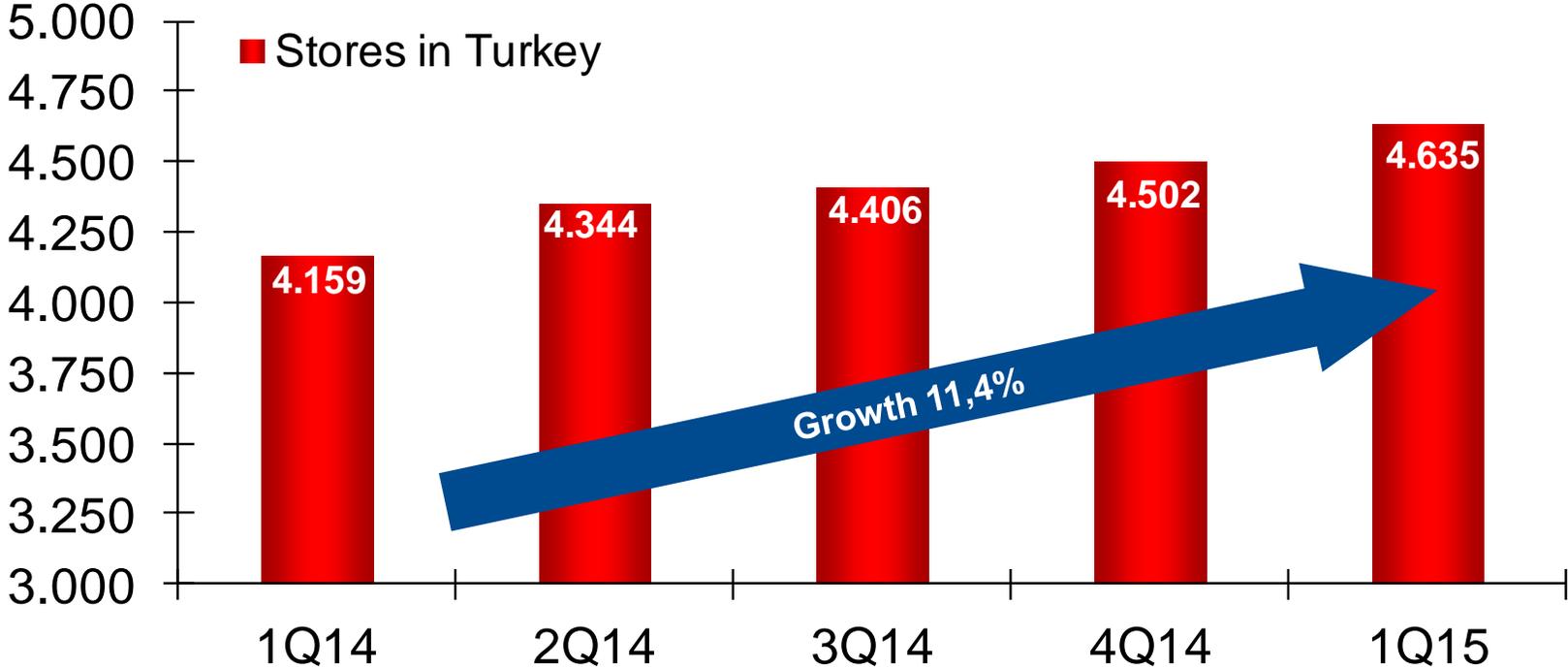
% of Net Sales

% of Net Sales



# STRONG STORE GROWTH CONTINUES

Number of Stores



## MOROCCO

- 13 Stores opened in 1Q 2015 and we have 236 to date
- Targeting 81 openings in 2015 and to exceed 300 stores
- Targeting EBITDA positive in 2015

## EGYPT

- 16 Stores opened in 1Q 2015 and we have 97 to date
- Targeting 54 openings in 2015 and to exceed 135 stores
- Second warehouse to be opened in 2015

- First store of our new format of “discount supermarket” opened in March with 1200 m<sup>2</sup> in Istanbul
- First figures are promising
- More than 10 stores will be opened by the end of this year
- Private Label share is 27%





## Q & A





# APPENDIX

## IFRS FINANCIALS



# IFRS INCOME STATEMENT

TL million	3 months ended 31 March	
	2014	2015
Net Sales	3.395,1	4.094,2
(COGS)	(2.867,0)	(3.459,9)
Gross Profit	528,1	634,3
Total SG&A	(368,0)	(447,3)
EBITDA	160,1	187,0
D&A	(32,0)	(38,5)
EBIT	128,1	148,5
Net financial income/(expenses)	6,3	5,9
Other income/(expenses)	2,8	3,7
PBT	137,2	158,1
Taxes	(29,4)	(34,6)
Net income	107,8	123,5

# IFRS BALANCE SHEET

TL million	As at 31 March	
	Q1 2014	Q1 2015
Intangible assets	4,4	4,7
Tangible assets	1.084,7	1.304,1
Financial Investments (long term)	118,0	157,5
Other non-current assets	27,3	25,5
Total fixed assets	1.234,4	1.491,8
Trades receivable	364,1	480,0
Inventories	678,5	866,1
Prepayment and other assets	197,9	232,6
Trades payable	(1.759,6)	(1.984,2)
Other payable and accrued liabilities	(101,1)	(137,3)
Net working capital	(620,2)	(542,8)
Invested Capital	614,2	949,0
Cash & cash equivalents	(540,7)	(390,3)
Short term borrowings	15,6	18,8
Net debt/(cash)	(525,1)	(371,5)
Severance funds	40,5	55,0
Deferred tax liabilities	12,7	13,2
Shareholders' equity	1.086,1	1.252,3
Capital Employed	614,2	949,0

# IFRS CASH FLOW

TL million	3 months ended 31 March	
	2014	2015
Net Income	107,8	123,5
D&A	32,0	38,5
Other non-cash items	(2,8)	(2,8)
Funds from operations	137,0	159,2
Change in net working capital	157,8	25,7
Operating cash flow	294,8	184,9
Capital expenditures	(145,6)	(107,7)
Proceeds from sales of PPE	1,8	2,9
Cash flow from investing activities	(143,8)	(104,8)
Free cash flow	151,0	80,1
Profit share received from deposits account	2,4	3,3
Proceeds from ST borrowings	2,4	1,4
Treasury Shares Purchase & Sale, Net	(20,3)	(19,6)
Cash flow from financing activity	(15,5)	(14,9)
Currency translation differences	(2,4)	(0,8)
Increase/(decrease) in cash	133,1	64,4