



BİRLEŞİK MAĞAZALAR A.Ş.

RESULTS PRESENTATION

For the 3 months
to 30 June 2017



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



6,2 TL billion
Sales (+25% YoY)

Net sales above expectations



324,6 TL million
EBITDA (41% YoY)

Strong EBITDA and profit margins



176 TL million CAPEX
at 2,8% of sales

Continued Expansion



Growth target revision



216,4 TL million
(50% YoY) Net Income

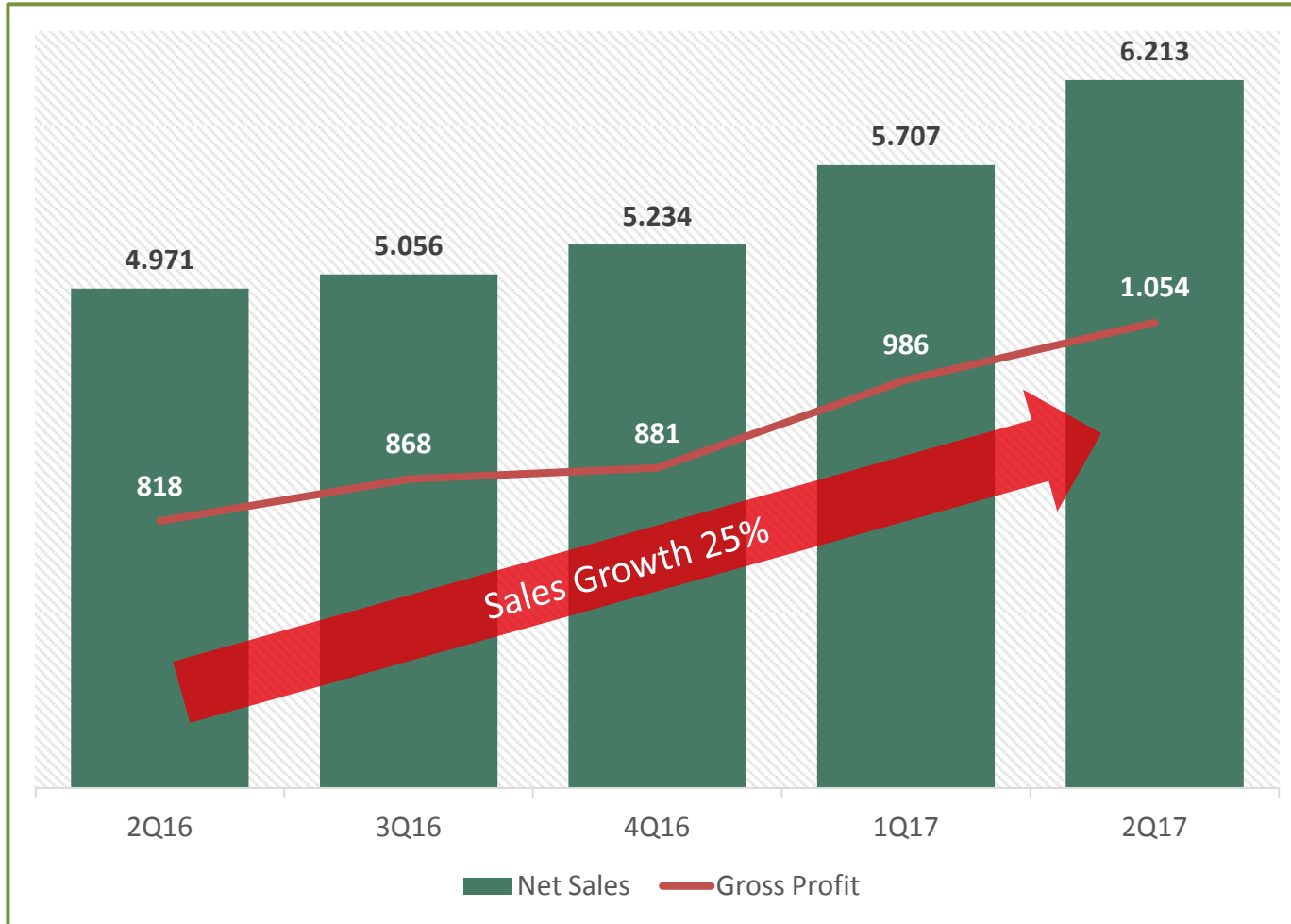


Stores:
5.914 BIM TR
358 BIM Morocco
255 BIM Egypt
33 FILE

NET SALES AND GROSS PROFIT



Quarterly, TL million



Gross Margin

16,5%	17,2%	16,8%	17,3%	17,0%
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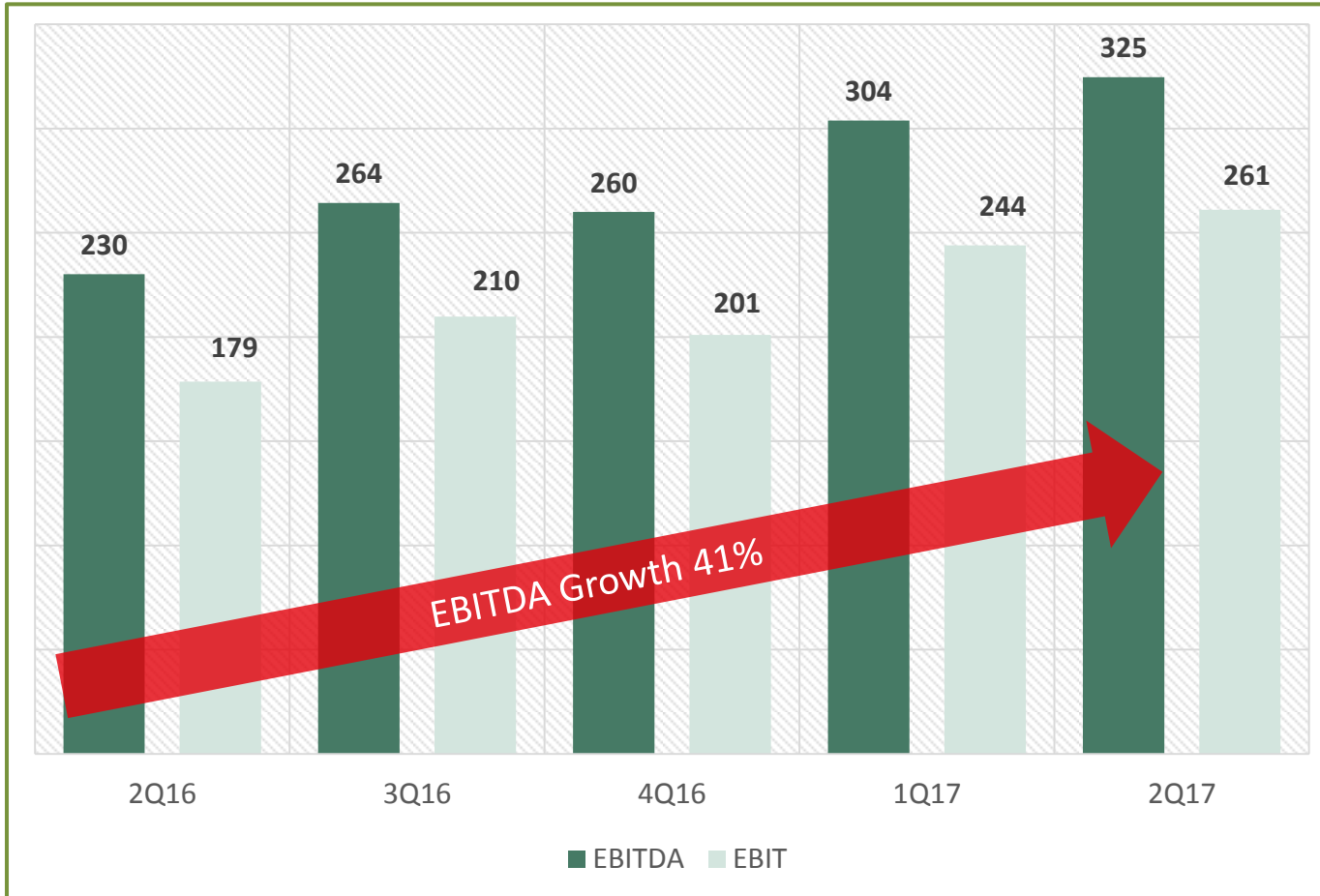
Semi-annual, TL million



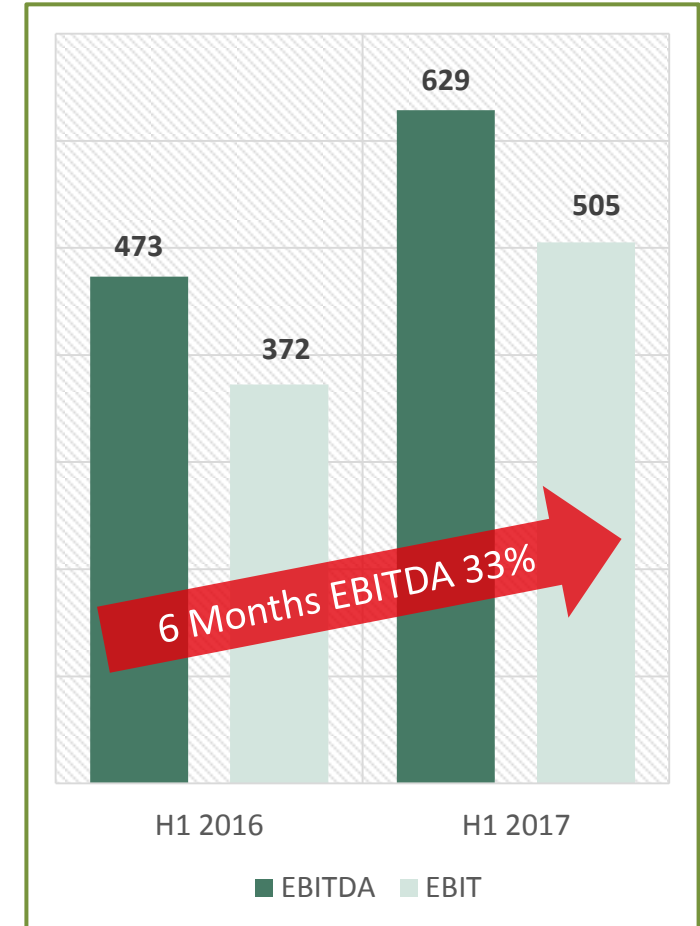
Gross Margin

16,5%	17,1%
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Quarterly, TL million



Semi-annual, TL million



EBITDA Margin

4,6%	5,2%	5,0%	5,3%	5,2%
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EBIT Margin

3,6%	4,1%	3,8%	4,3%	4,2%
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EBITDA Margin

4,8%	5,3%
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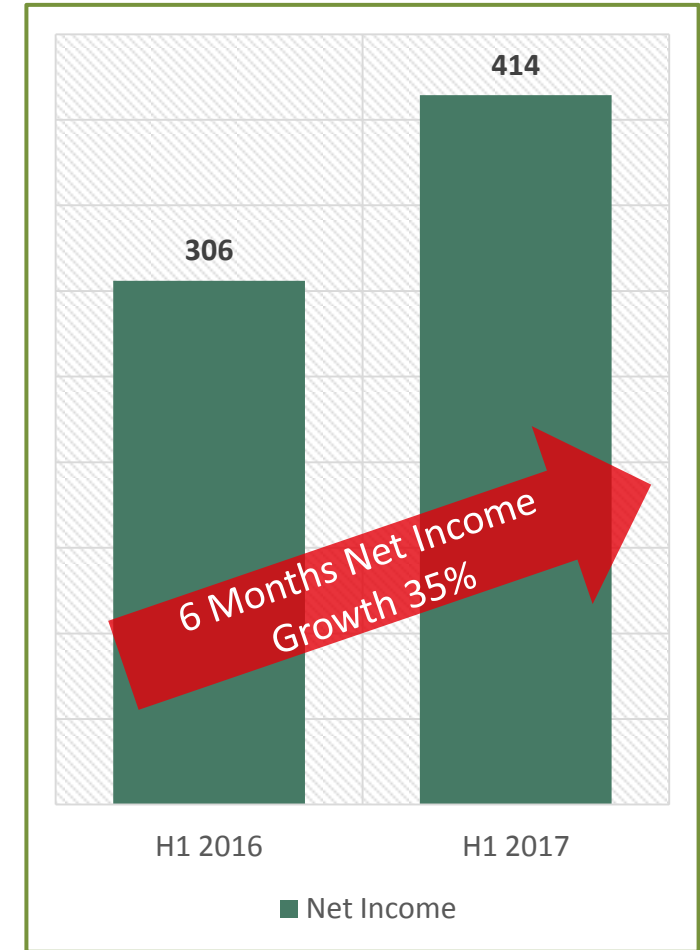
EBIT Margin

3,8%	4,2%
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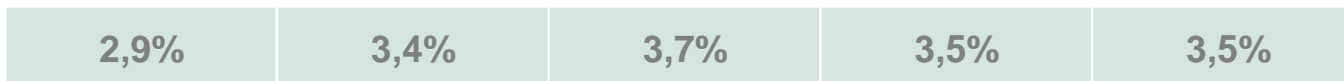
Quarterly, TL million



Semi-annual, TL million



Net Income Margin




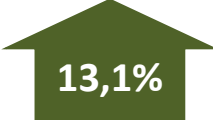

Net Income Margin






LIKE FOR LIKE SALES INCREASE (TURKEY BİM ONLY)



Quarterly

	2016 Q2	2017 Q2	INCREASE
Like-For-Like Sales (TL- Sales per Store per Day)	10.218	11.848	 16,0%
Like-For-Like Basket (TL)	14,55	16,46	 13,1%
Like-For-Like Customer Traffic (Per store/per Day)	702,1	719,9	 2,5%

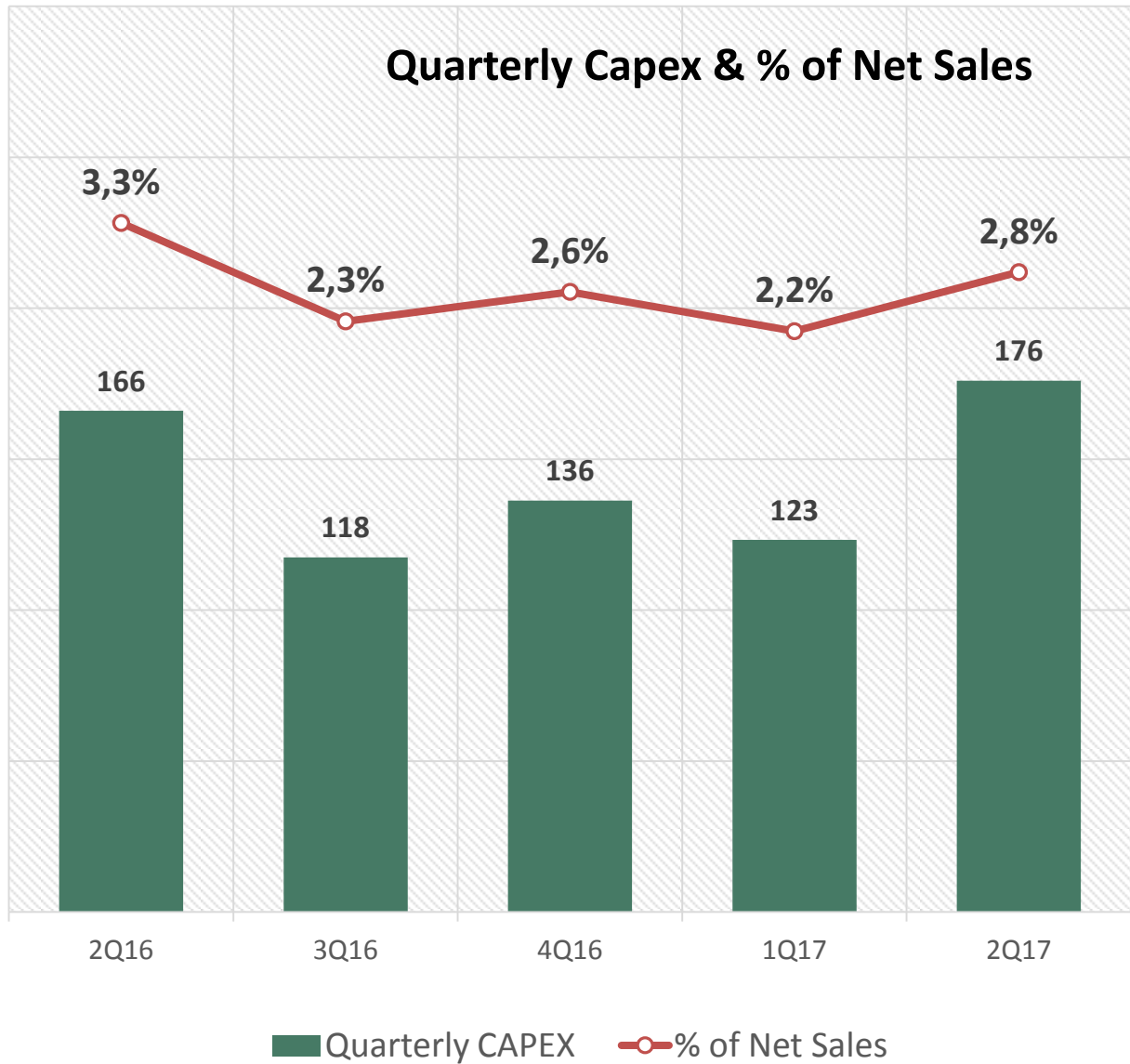
Semi-annually

	2016 H1	2017 H1	INCREASE
Like-For-Like Sales (TL- Sales per Store per Day)	10.223	11.524	 12,7%
Like-For-Like Basket (TL)	14,61	16,15	 10,6%
Like-For-Like Customer Traffic (Per store/per Day)	699,8	713,4	 1,9%

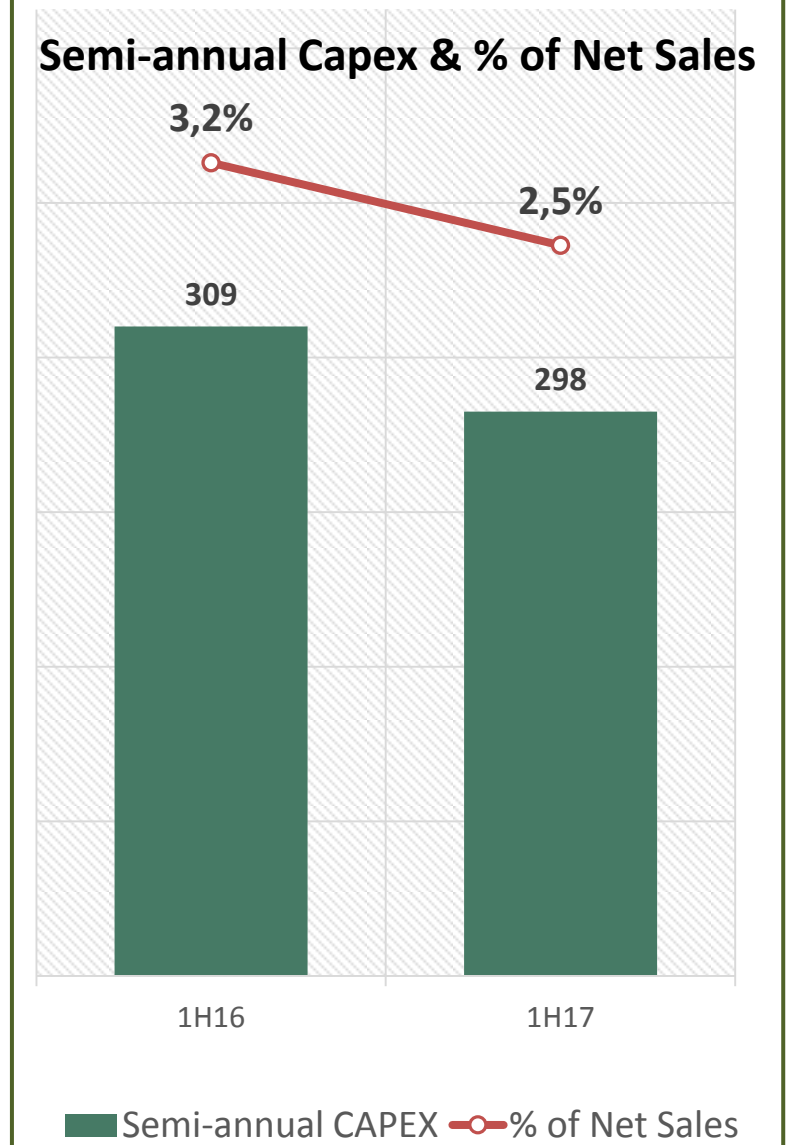
(*Note: calculated on the basis of net sales generated in 2Q17 and 2Q16 by stores operating on 30 June 2015 and that were still open on 30 June 2017 (4.628 stores)

LOW-CAPEX BUSINESS MODEL

Quarterly Capex & % of Net Sales

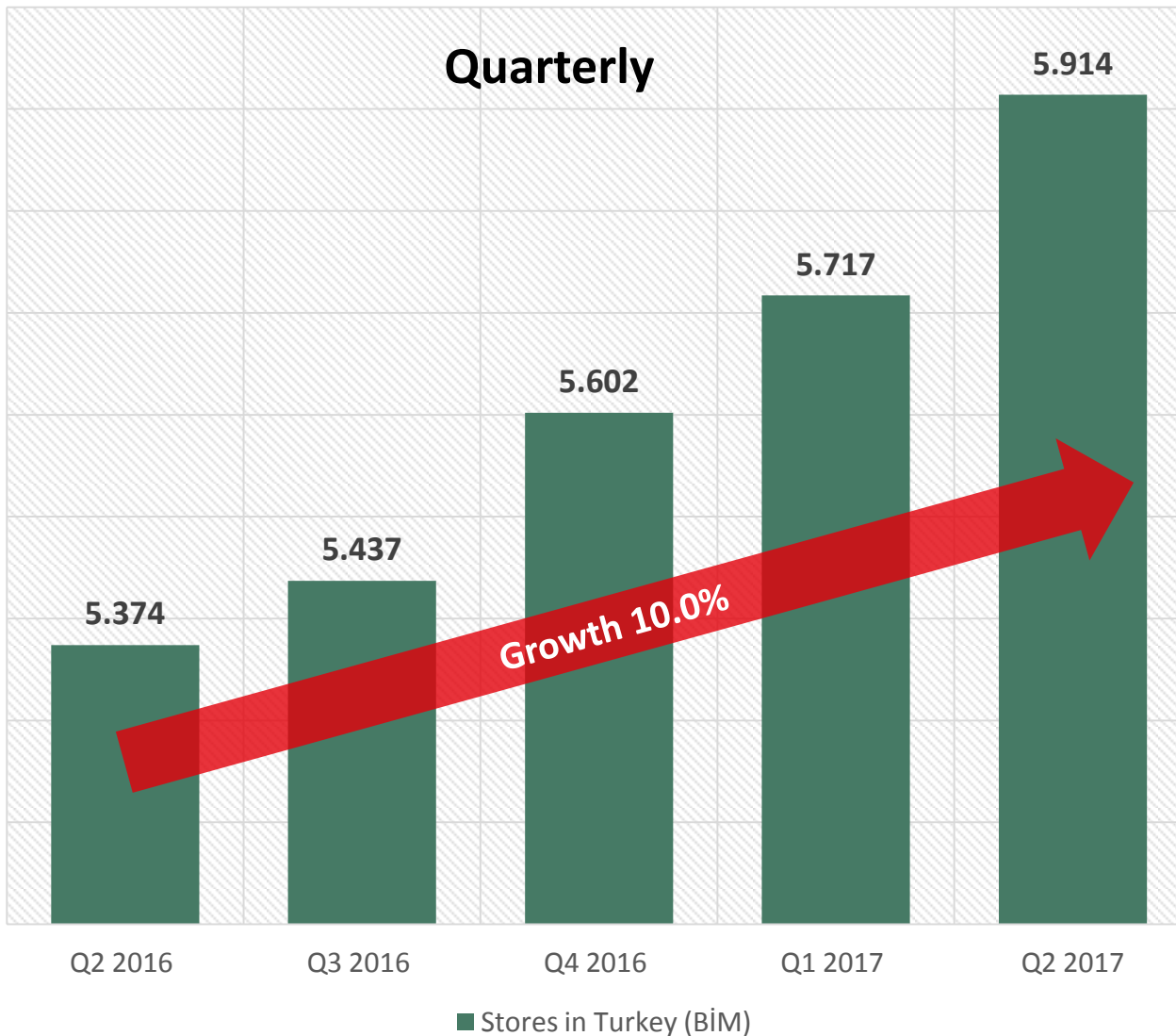


Semi-annual Capex & % of Net Sales



STORE GROWTH ON TRACK (BİM TURKEY & FILE)

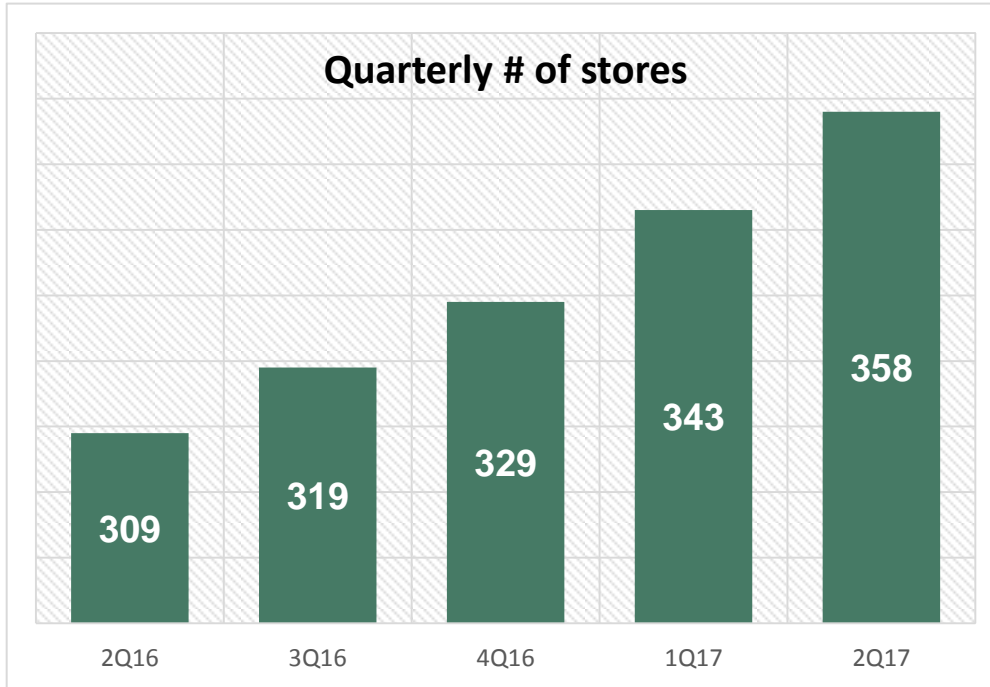
Number of BİM Stores in Turkey



Number of FILE Stores

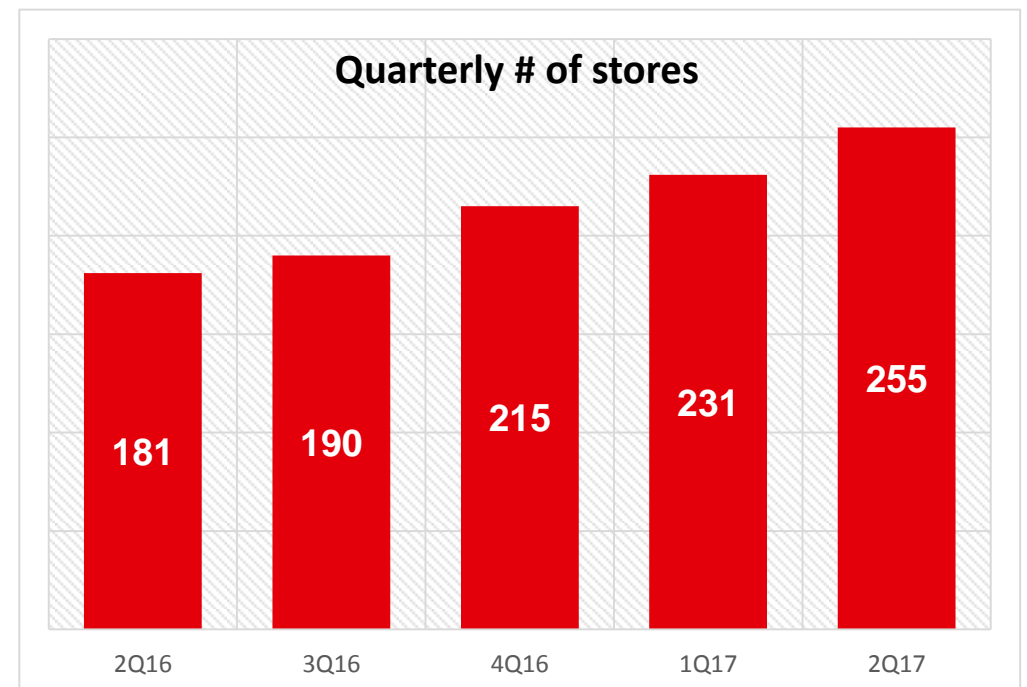
Date	# of Stores
Q2 2017	33
Q1 2017	27
Q4 2016	21
Q3 2016	15
Q2 2016	11

MOROCCO



- **15 Stores** opened in 2Q17, and **we have 358 stores** in Morocco as at 2Q17 in line with our full year opening target.
- **3 warehouses** are operating

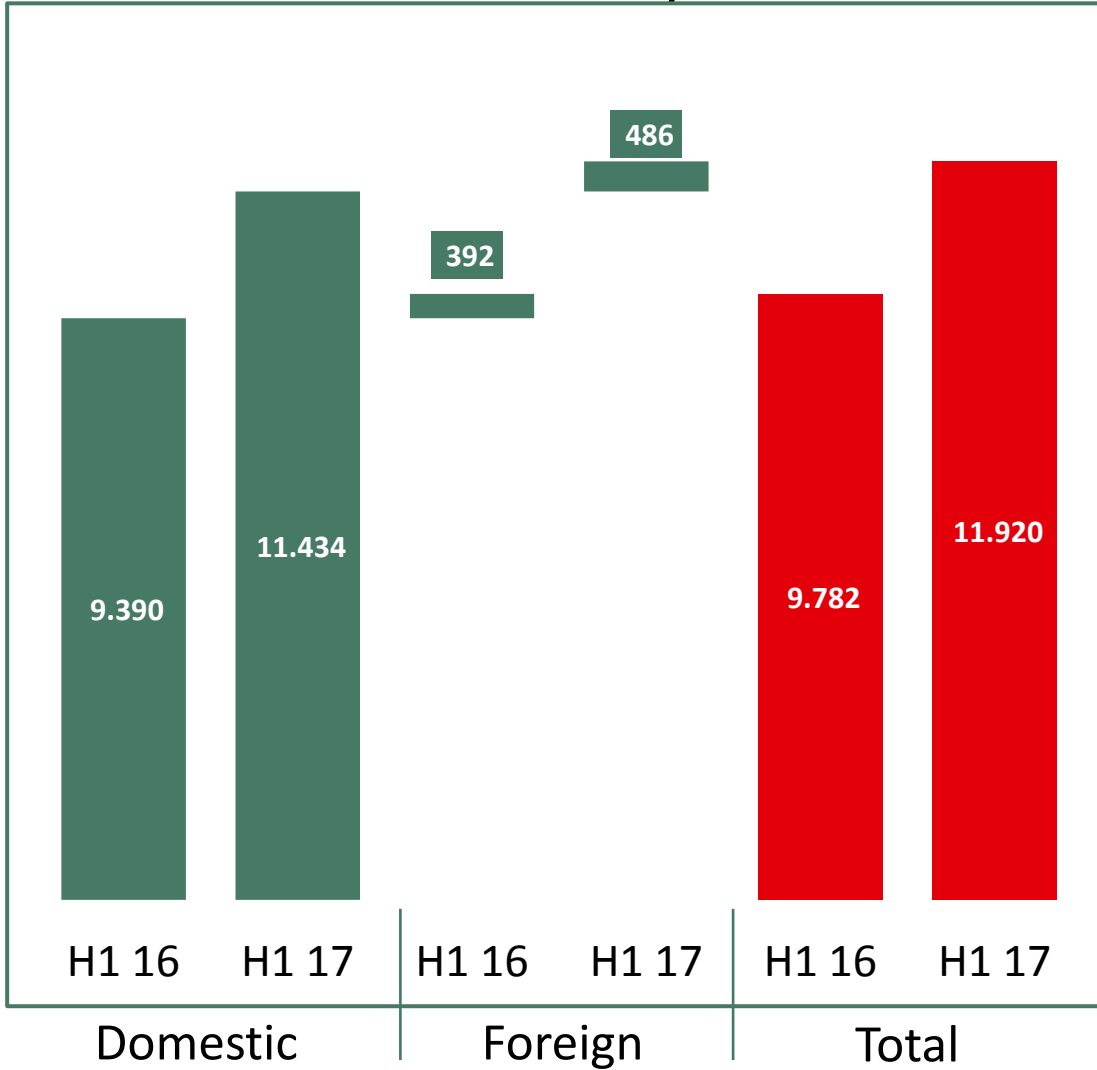
EGYPT



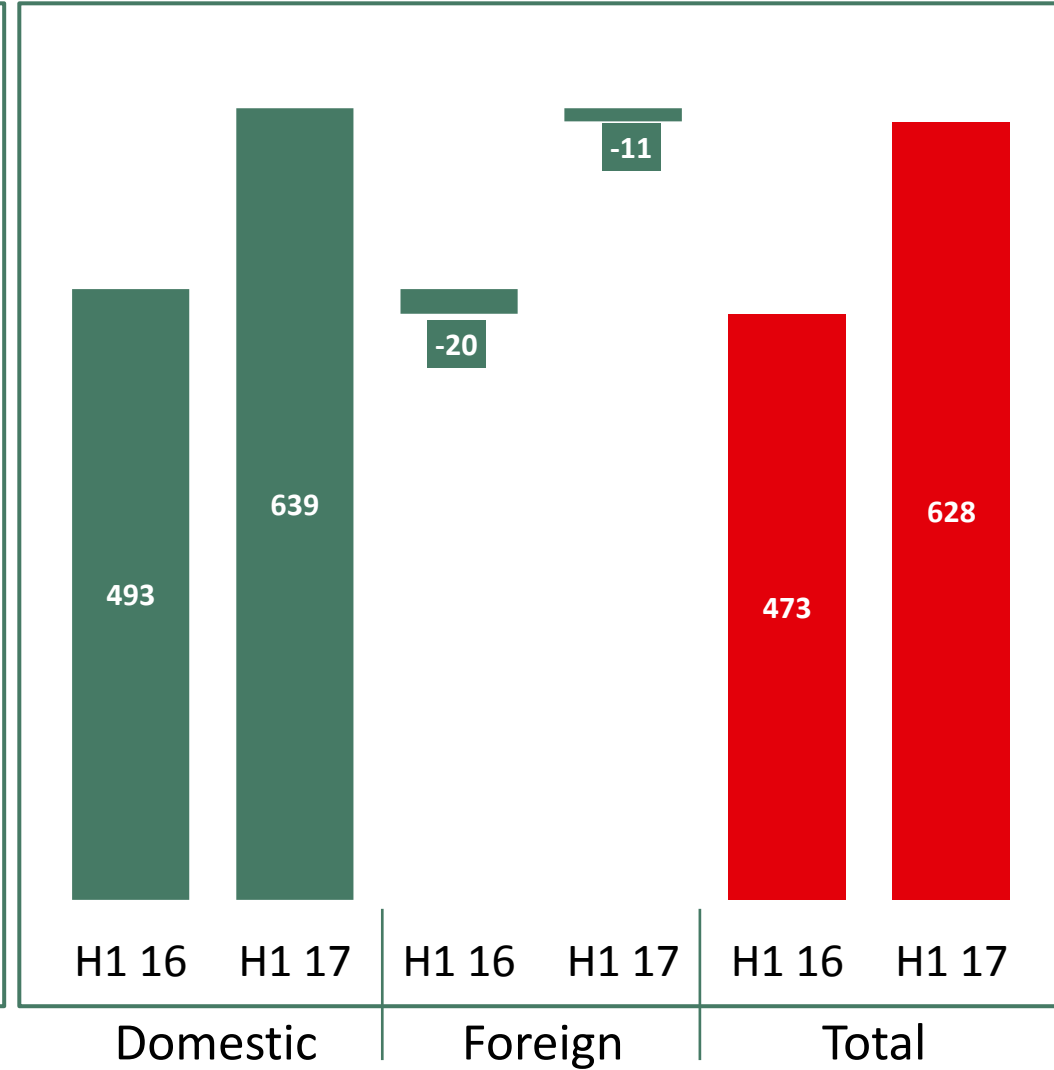
- **24 stores** opened in 2Q17, and **we have 255 stores** as at 2Q17. Majority of stores we have targeted already opened.
- **2 warehouses** are operating

FOREIGN OPERATIONS - CONTRIBUTIONS

Contribution to Consolidated Sales
H1 2016 - H1 2017, TL million



Contribution to Consolidated EBITDA
H1 2016 - H1 2017, TL million



2017 TARGETS

	2017 TARGETS
SALES GROWTH (%) (REVISED)	20% to 23% (OLD - %15 to%18)
EBITDA MARGIN (%)	5,0% (+ - 50 bps)
CAPEX mil TL	~ 500
CONSOLIDATED NEW STORE OPENINGS	~ 635
<i>TURKEY</i>	~500
<i>MOROCCO</i>	~60
<i>EGYPT</i>	~50
<i>FILE</i>	~25

Q & A



APPENDIX Q & A

IFRS Financials



IFRS INCOME STATEMENT

TL million	3 months ended 30 June			6 Months ended 30 June		
	2016	2017	Change %	2016	2017	Change %
Net Sales	4.971,2	6.213,0	25,0%	9.782,0	11.919,7	21,9%
(COGS)	(4.153,4)	(5.159,3)	24,2%	(8.167,5)	(9.880,4)	21,0%
Gross Profit	817,8	1.053,7	28,9%	1.614,5	2.039,3	26,3%
Total SG&A	(587,6)	(729,1)	24,1%	(1.141,4)	(1.410,8)	23,6%
EBITDA	230,2	324,6	41,0%	473,1	628,5	32,8%
D&A	(51,6)	(63,6)	23,3%	(100,8)	(123,5)	22,5%
EBIT	178,6	261,0	46,1%	372,3	505,0	35,6%
Net financial income/(expenses)	(4,9)	7,7	NA	1,0	14,3	1.330,0%
Other income/(expenses)	8,9	6,3	-29,2%	15,1	8,4	-44,4%
PBT	182,6	275,0	50,6%	388,4	527,7	35,9%
Taxes	(38,7)	(58,6)	51,4%	(82,5)	(113,4)	37,5%
Net income	143,9	216,4	50,4%	305,9	414,3	35,4%

IFRS BALANCE SHEET

TL million	As at 30 June	
	Q2 2016	Q2 2017
Intangible assets	7,1	8,9
Tangible assets	1.965,0	2.257,1
Financial Investments (long term)	181,8	193,4
Other non-current assets	47,4	44,9
Total fixed assets	2.201,3	2.504,3
Trades receivable	605,3	727,4
Inventories	1.308,8	1.451,9
Prepayment and other assets	261,7	299,8
Trades payable	(2.556,0)	(2.962,1)
Other payable and accrued liabilities	(438,8)	(610,7)
Net working capital	(819,0)	(1.093,7)
Invested Capital	1.382,3	1.410,6
Cash & cash equivalents	(372,6)	(602,3)
Short term borrowings	22,3	28,0
Net debt/(cash)	(350,3)	(574,3)
Severance funds	59,8	78,4
Deferred tax liabilities	35,9	41,8
Shareholders' equity	1.636,9	1.864,7
Capital Employed	1.382,3	1.410,6

IFRS CASH FLOW

TL million	3 months ended 30 June		6 months ended 30 June	
	2016	2017	2016	2017
Net Income	143,9	216,4	305,9	414,3
D&A	51,6	63,6	100,8	123,5
Non cash tax expense	38,8	58,6	82,5	113,4
Other non-cash items	(3,4)	(5,8)	11,5	40,6
Funds from operations	230,9	332,8	500,7	691,8
Change in net working capital	28,4	(5,5)	55,1	(39,2)
Tax & other payments	(51,1)	(64,6)	(90,9)	(111,5)
Operating cash flow	208,2	262,7	464,9	541,1
Capital expenditures	(166,0)	(176,1)	(308,6)	(298,4)
Proceeds from sales of PPE	4,6	4,5	9,7	6,7
Change in Financial Investments	0,0	0,0	0,0	0,0
Dividends From Investments	0,0	3,0	3,4	3,0
Cash flow from investing activities	(161,4)	(168,6)	(295,5)	(288,7)
Free cash flow	46,8	94,1	169,4	252,4
Dividends	(157,4)	(272,1)	(157,4)	(272,1)
Proceeds from ST borrowings	0,8	18,0	2,1	28,0
Treasury Shares Purchase & Sale, Net	0,0	0,0	0,0	0,0
Profit share received from deposits account	4,4	9,5	9,8	17,9
Cash flow from financing activity	(152,2)	(244,6)	(145,5)	(226,2)
Currency translation differences	6,1	(1,7)	0,5	(3,1)
Increase/(decrease) in cash	(99,3)	(152,2)	24,4	23,1