



BİRLEŞİK MAĞAZALAR A.Ş.

RESULTS

PRESENTATION

For the 3 months
to 30 June 2018



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

HEADLINES FOR Q2 2018



7,8 TL billion
Sales (+26% YoY)

Net sales picking up



442 TL million
EBITDA (36% YoY)
%5,7 EBITDA Margin

Strong EBITDA and
profit margins



248 TL million CAPEX
at 3,2% of sales

Continued
Expansion



FILE

EBITDA POSITIVE

51 stores as of Q2 18



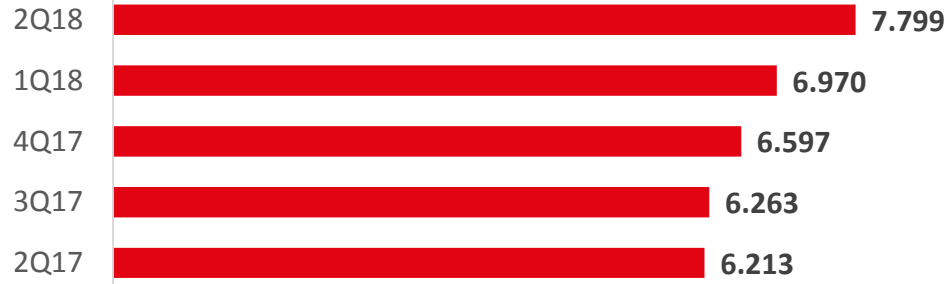
293 TL million
(35% YoY) Net Income



Stores:
6.465 in Turkey (BİM)
418 in Morocco
277 in Egypt

NET SALES AND GROSS PROFIT

Net Sales, Quarterly (TL million)



Net Sales, Semi-Annually (TL million)



Gross Profit, Quarterly (TL million)



Gross Profit, Semi-Annually (TL million)



Gross Margin (%)

2Q17	3Q17	4Q17	1Q18	2Q18
17,0%	17,3%	16,7%	17,5%	17,6%

Gross Margin (%)

1H17	1H18
17,1%	17,6%

Quarterly
Sales Growth

26%

Gross Profit
(2Q17/2Q18)

31%

Sales Growth
(6M17/6M18)

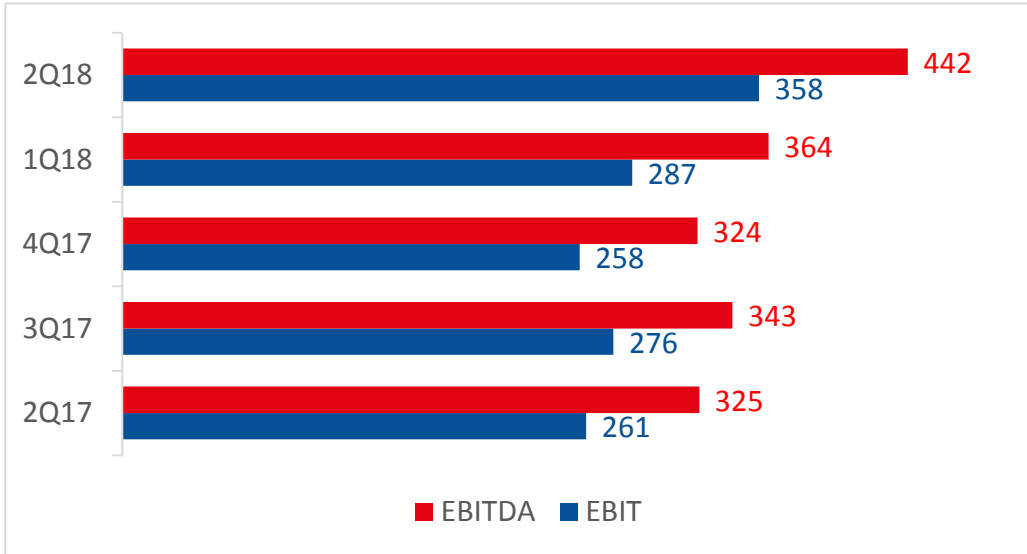
24%

Gross Profit
(6M17/6M18)

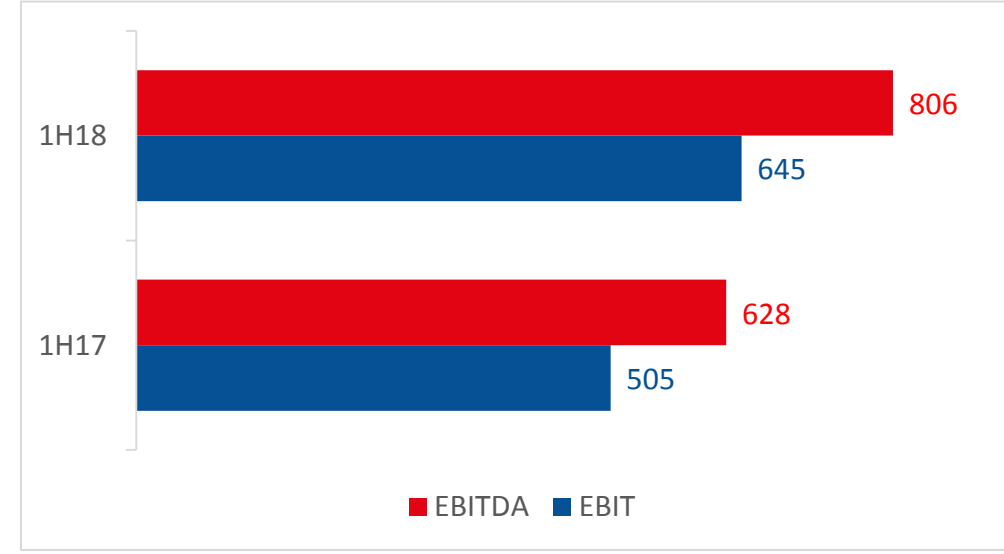
27%

EBITDA AND EBIT

EBITDA and EBIT Quarterly (TL million)



EBITDA and EBIT Semi-Annually (TL million)



EBITDA Margin				
2Q17	3Q17	4Q17	1Q18	2Q18
5,2%	5,5%	4,9%	5,2%	5,7%

EBIT Margin				
2Q17	3Q17	4Q17	1Q18	2Q18
4,2%	4,4%	3,9%	4,1%	4,6%

EBITDA Margin	
1H17	1H18
5,3%	5,5%

EBIT Margin	
1H17	1H18
4,2%	4,4%

EBITDA
(2Q17/2Q18)
36%

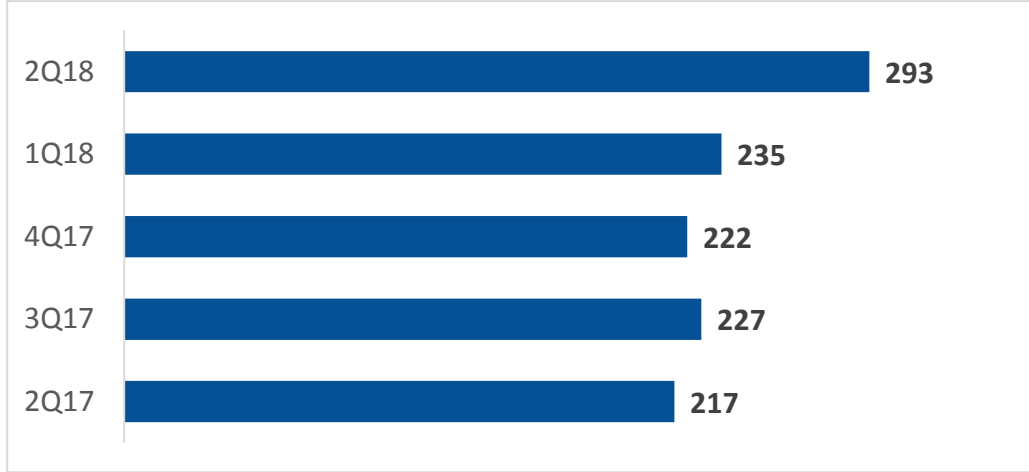
EBIT
(2Q17/2Q18)
37%

EBITDA
(6M17/6M18)
28%

EBIT
(6M17/6M18)
28%

NET INCOME

Net Income, Quarterly (TL million)



Net Income, Semi-Annually (TL million)



Net Income Margin

2Q17	3Q17	4Q17	1Q18	2Q18
3,5%	3,6%	3,4%	3,4%	3,8%

Net Income Margin

1H17	1H18
3,5%	3,6%

Net Income Growth
(2Q17/2Q18)

35%

Net Income
Growth (6M17/6M18)

27%

LIKE FOR LIKE SALES INCREASE



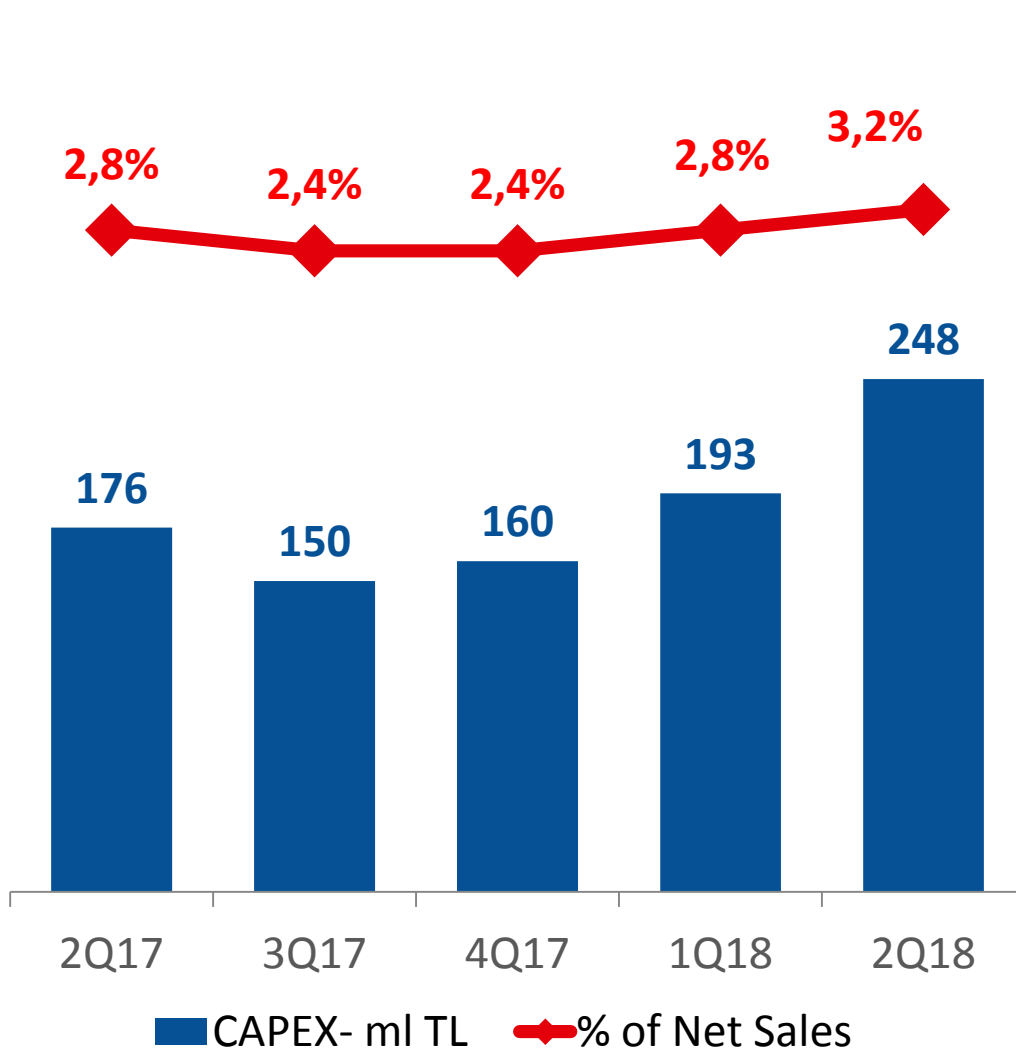
BİM TURKEY

Quarterly			
	2Q 2017	2Q 2018	CHANGE
Like-For-Like Sales (per store/per day -TL)	11.521	13.298	15,4%
Like-For-Like Basket (TL)	16,48	18,87	14,5%
Like-For-Like Customer Traffic (Per store/per Day)	699,0	704,7	0,8%

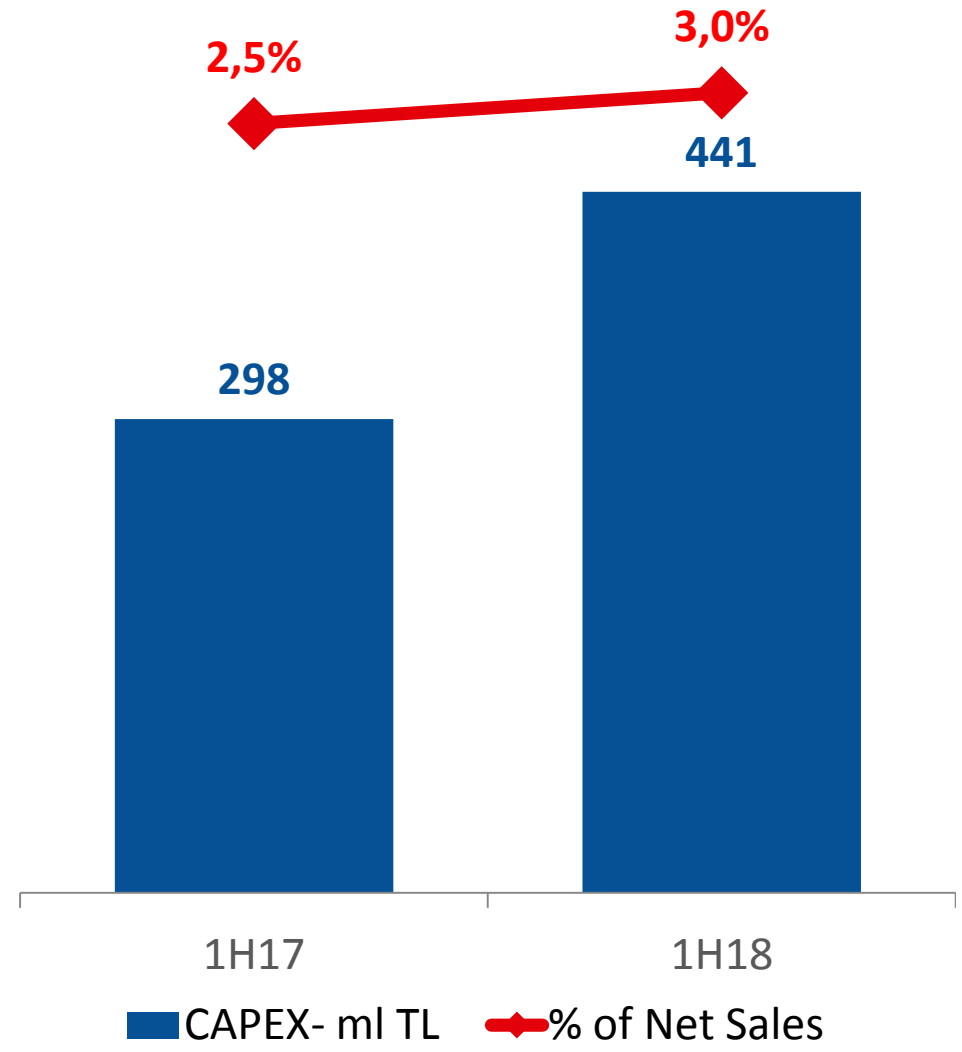
Semi-Annually			
	1H 2017	2H 2018	CHANGE
Like-For-Like Sales (per store/per day -TL)	11.184	12.768	14,2%
Like-For-Like Basket (TL)	16,18	18,28	13,0%
Like-For-Like Customer Traffic (Per store/per Day)	691,5	698,7	1,0%

(*Note: calculated on the basis of net sales generated in 2Q17 and 2Q18 by stores operating on 30 June 2016 and that were still open on 30 June 2018 (5.189 stores)

Quarterly Capex

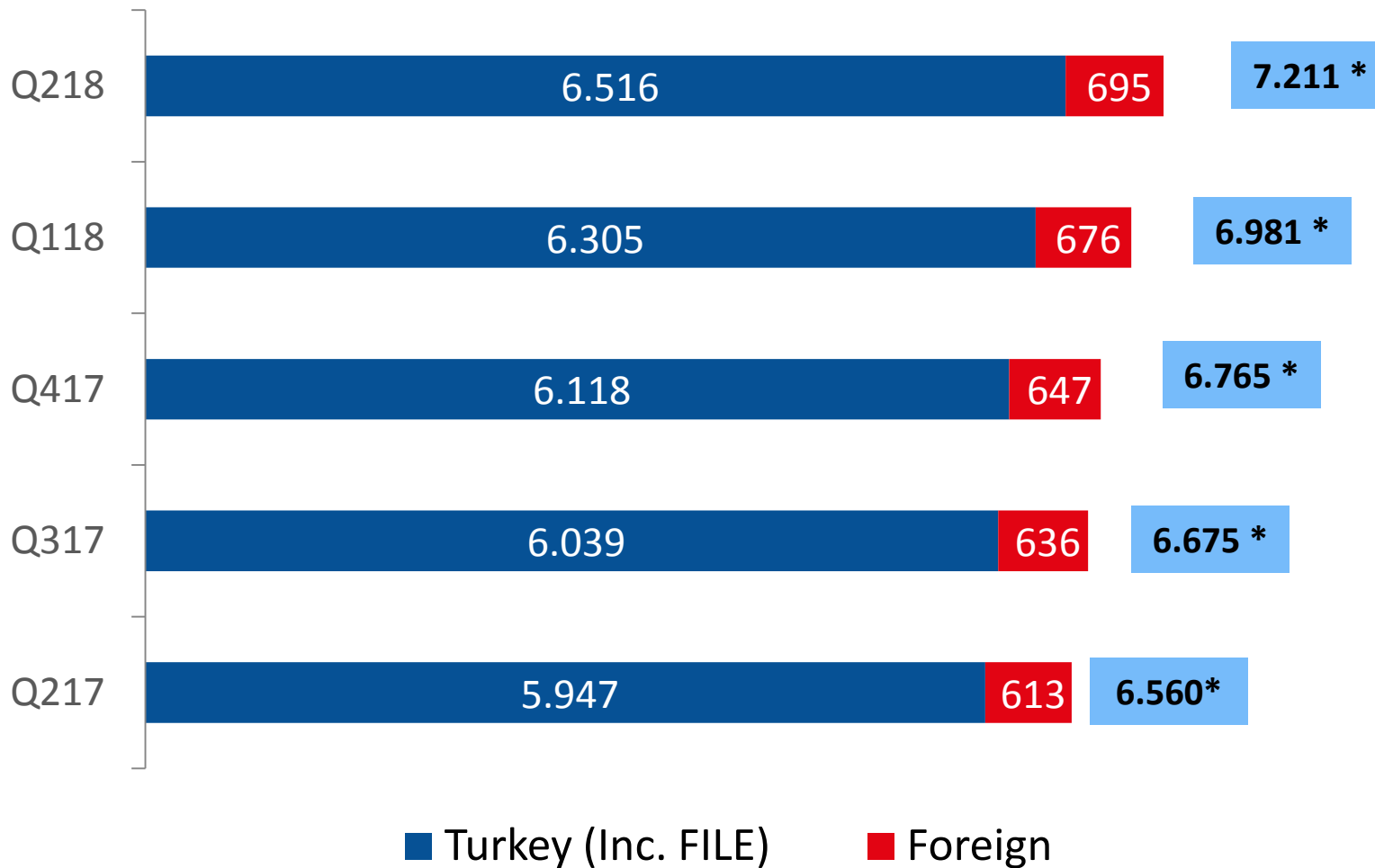


Semi-Annually Capex



STRONG STORE GROWTH CONTINUES

Number of Stores



Store Growth
(2Q17/2Q18)

10%

New
Openings in Q2/18

230 stores

New Openings
in H1/18

446 stores

New Openings
annually

651 stores

(*): Total number of consolidated stores.

MOROCCO

- **19 new stores** opened in Q2
- In total we have **418 stores** in Morocco as of Q2 18
- **EBITDA POSITIVE** in H1/18

EGYPT

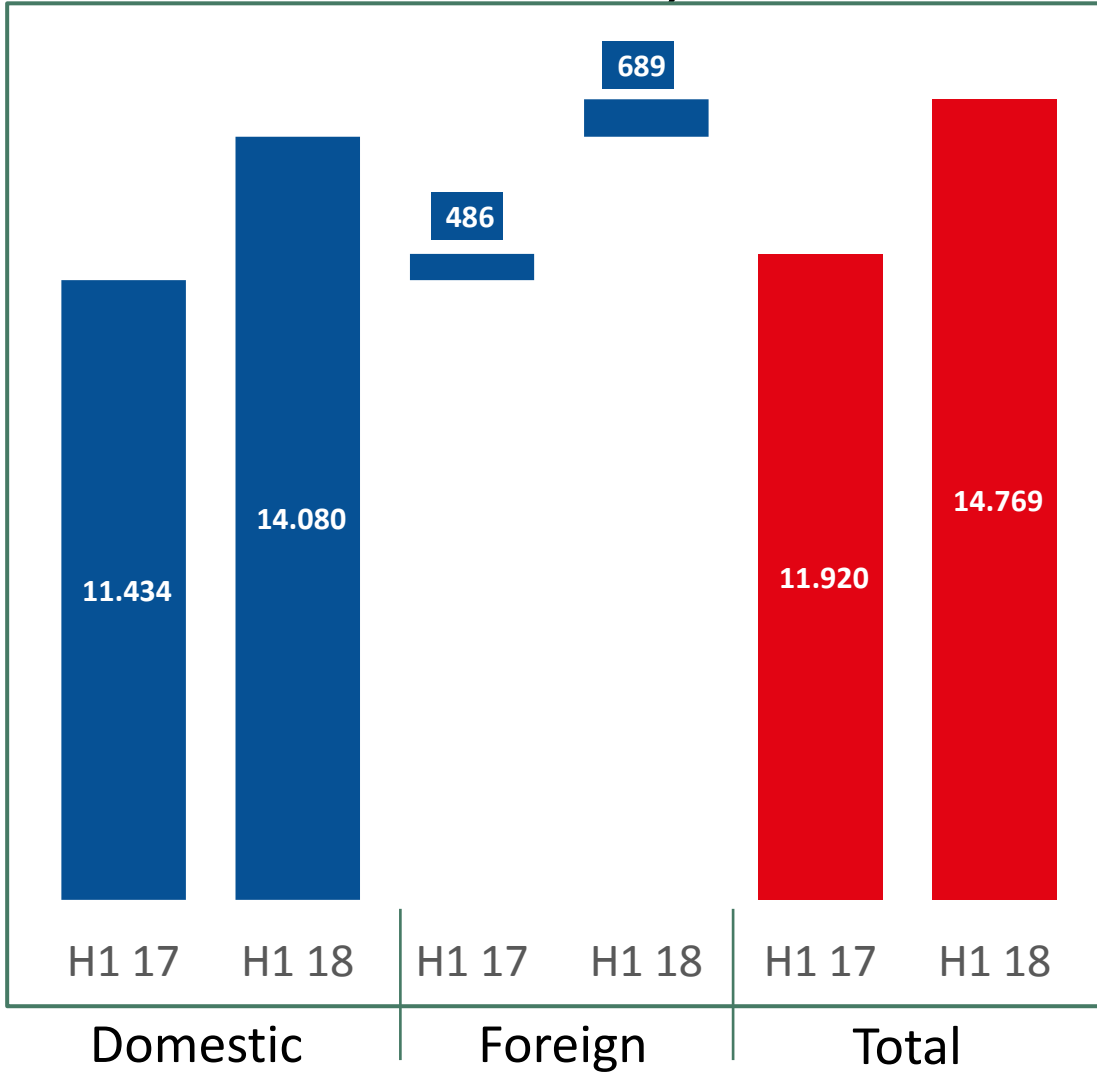
- No new store openings in Q2
- In total we have **277 stores** as of Q2 18

FILE

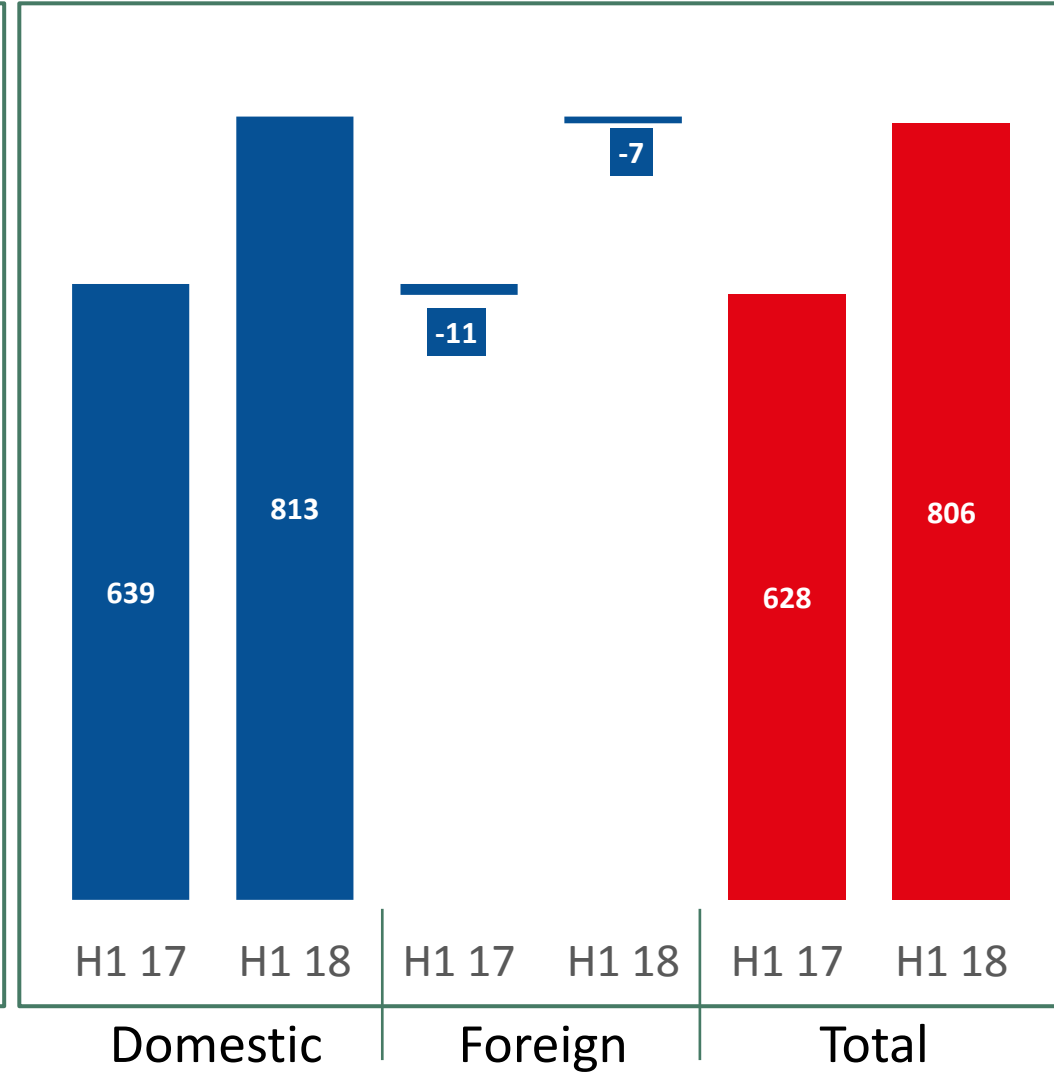
- **3 new stores** opened this quarter
- By the end of Q2 we have reached 51 stores
- **EBITDA positive** in H1/18

FOREIGN OPERATIONS - CONTRIBUTIONS

Contribution to Consolidated Sales
H1 2017 - H1 2018, TL million



Contribution to Consolidated EBITDA
H1 2017 - H1 2018, TL million





IFRS Financials



IFRS INCOME STATEMENT

TL million	3 months ended 30 June			6 months ended 30 June		
	2017	2018	Change	2017	2018	Change
Net Sales	6.213,1	7.798,9	25,5%	11.919,7	14.768,8	23,9%
(COGS)	(5.159,3)	(6.422,5)	24,5%	(9.880,4)	(12.174,5)	23,2%
Gross Profit	1.053,8	1.376,4	30,6%	2.039,3	2.594,3	27,2%
Total SG&A	(729,1)	(934,4)	28,2%	(1.410,8)	(1.788,6)	26,8%
EBITDA	324,7	442,0	36,1%	628,5	805,7	28,2%
D&A	(63,6)	(83,7)	31,6%	(123,5)	(161,2)	30,5%
EBIT	261,1	358,3	37,2%	505,0	644,5	27,6%
Net financial income/(expenses)	7,7	17,9	132,5%	14,3	32,3	125,9%
Other income/(expenses)	6,3	8,3	31,7%	8,4	14,2	69,0%
PBT	275,1	384,5	39,8%	527,7	691,0	30,9%
Taxes	(58,6)	(91,3)	55,8%	(113,4)	(163,5)	44,2%
Net income	216,5	293,2	35,4%	414,3	527,5	27,3%

IFRS BALANCE SHEET

TL million	As at 30 June	
	2017	2018
Intangible assets	8,9	15,5
Tangible assets	2.257,1	3.344,7
Financial Investments (long term)	193,4	309,7
Other non-current assets	44,9	46,8
Total fixed assets	2.504,3	3.716,7
Trades receivable	727,4	916,8
Inventories	1.451,8	1.768,0
Prepayment and other assets	299,8	349,4
Trades payable	(2.962,0)	(3.744,4)
Other payable and accrued liabilities	(610,6)	(776,9)
Net working capital	(1.093,6)	(1.487,1)
Invested Capital	1.410,7	2.229,6
Cash & cash equivalents	(602,3)	(807,9)
Short term borrowings	28,0	-
Net debt/(cash)	(574,3)	(807,9)
Severance funds	78,4	100,1
Deferred tax liabilities	41,9	164,0
Shareholders' equity	1.864,7	2.773,4
Capital Employed	1.410,7	2.229,6

IFRS CASH FLOW

TL million	3 months ended 30 June		6 months ended 30 June	
	2017	2018	2017	2018
Net Income	216,5	293,2	414,3	527,5
D&A	63,6	83,7	123,5	161,2
Non cash tax expense	58,6	91,3	113,4	163,5
Other non-cash items	(5,9)	8,4	40,6	10,3
Funds from operations	332,8	476,6	691,8	862,5
Change in net working capital	(5,5)	75,3	(39,2)	(43,3)
Tax & other payments	(64,6)	(81,9)	(111,5)	(130,7)
Operating cash flow	262,7	470,0	541,1	688,5
Capital expenditures	(176,1)	(248,2)	(298,4)	(440,9)
Proceeds from sales of PPE	4,5	5,3	6,7	20,5
Change in financial investments	-	-	-	-
Dividend from investments	3,0	3,9	3,0	3,9
Cash flow from investing activities	(168,6)	(239,0)	(288,7)	(416,5)
Free cash flow	94,1	231,0	252,4	272,0
Dividends	(272,1)	(331,4)	(272,1)	(331,4)
Proceeds from ST borrowings	18,0	-	28,0	-
Treasury shares purchase & sale, net	-	(142,5)	-	(142,5)
Profit share received from deposits account	9,5	22,5	17,9	38,2
Cash flow from financing activity	(244,6)	(451,4)	(226,2)	(435,7)
Currency translation differences	(1,7)	(2,2)	(3,0)	(4,9)
Increase/(decrease) in cash	(152,2)	(222,6)	23,2	(168,6)