



BİRLEŞİK MAĞAZALAR A.Ş.

RESULTS

PRESENTATION

For the 3 months
to 31 March 2018

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

HEADLINES FOR Q1 2018



7,0 TL billion
Sales (+22% YoY)

Net sales picking up



364 TL million
EBITDA (20% YoY)
%5,2 EBITDA Margin

Strong EBITDA and
profit margins



193 TL million CAPEX
at 2,8% of sales

Continued
Expansion



FILE

EBITDA Positive
48 stores as of Q1 18



234 TL million
(19% YoY) Net Income

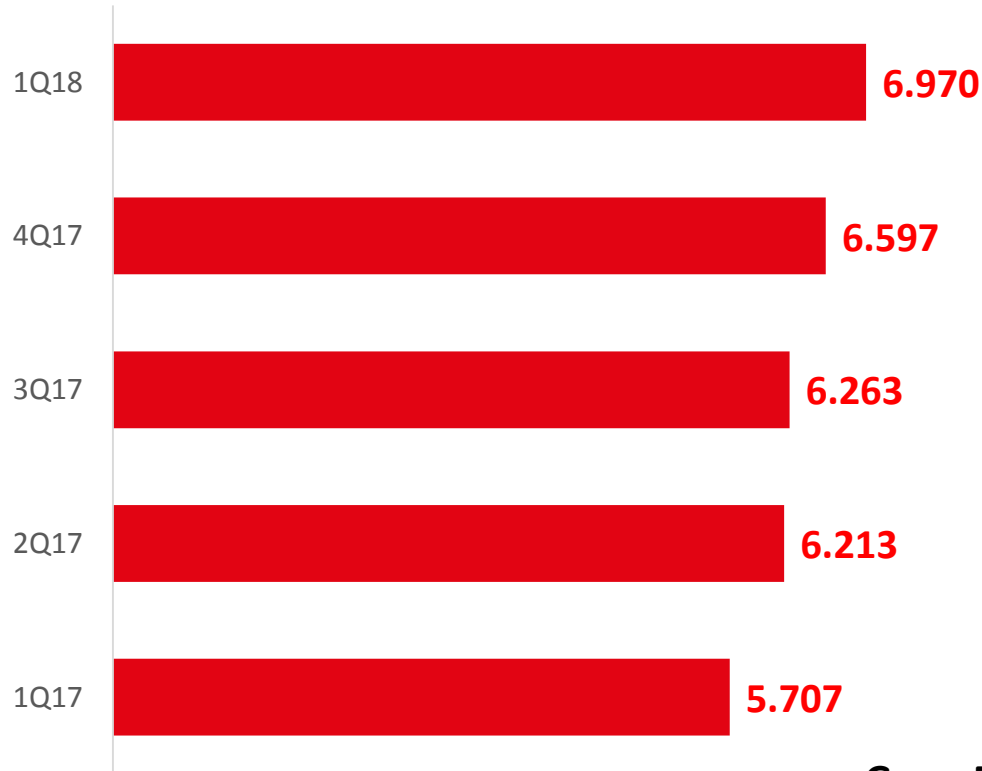
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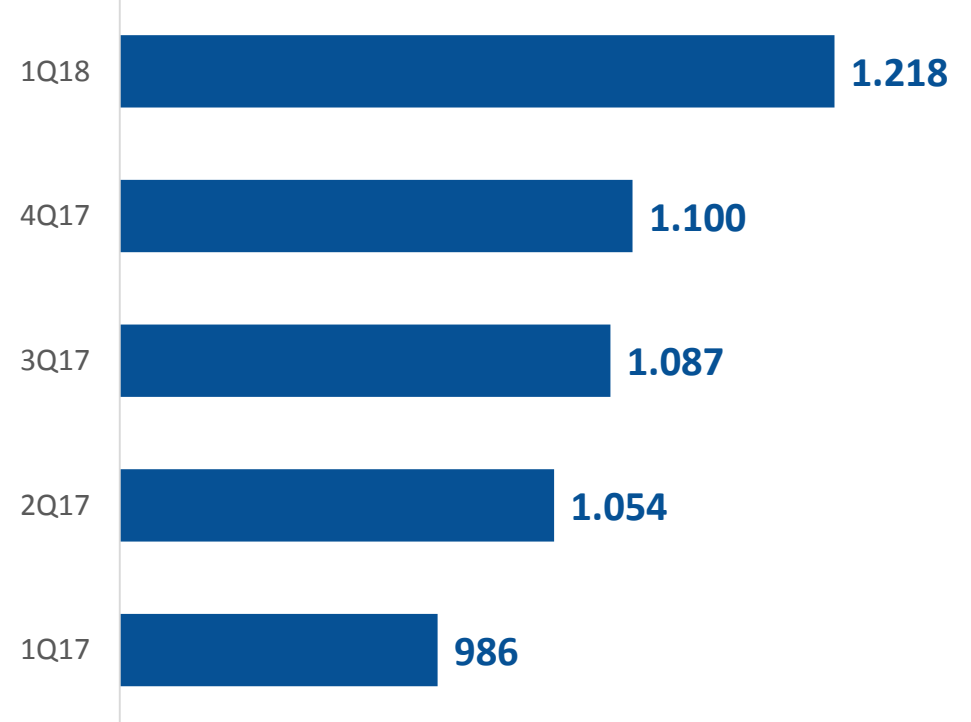
Stores:
6.257 in Turkey (BİM)
399 in Morocco
277 in Egypt

QUARTERLY NET SALES AND GROSS PROFIT

Net Sales, Quarterly (TL million)



Gross Profit, Quarterly (TL million)



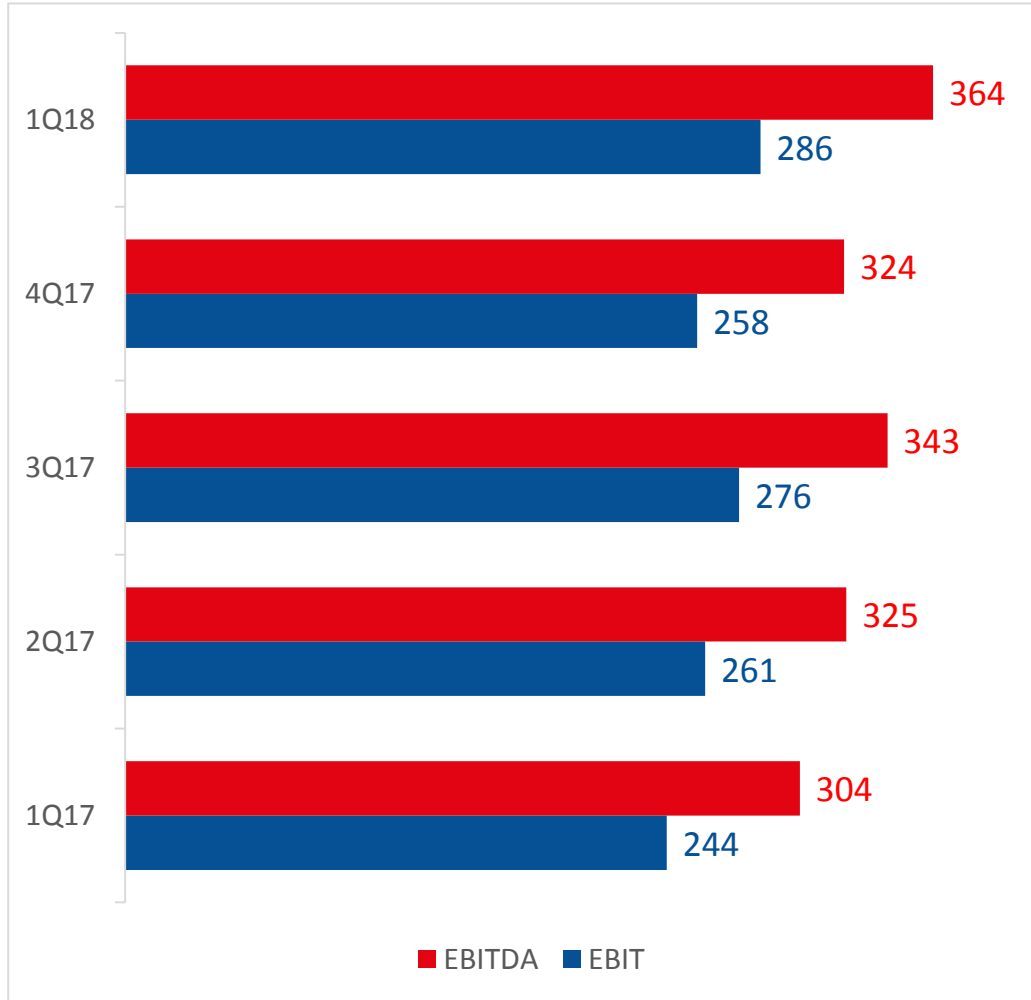
Gross Margin (%)

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



QUARTERLY EBITDA AND EBIT

EBITDA and EBIT Quarterly (TL million)



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

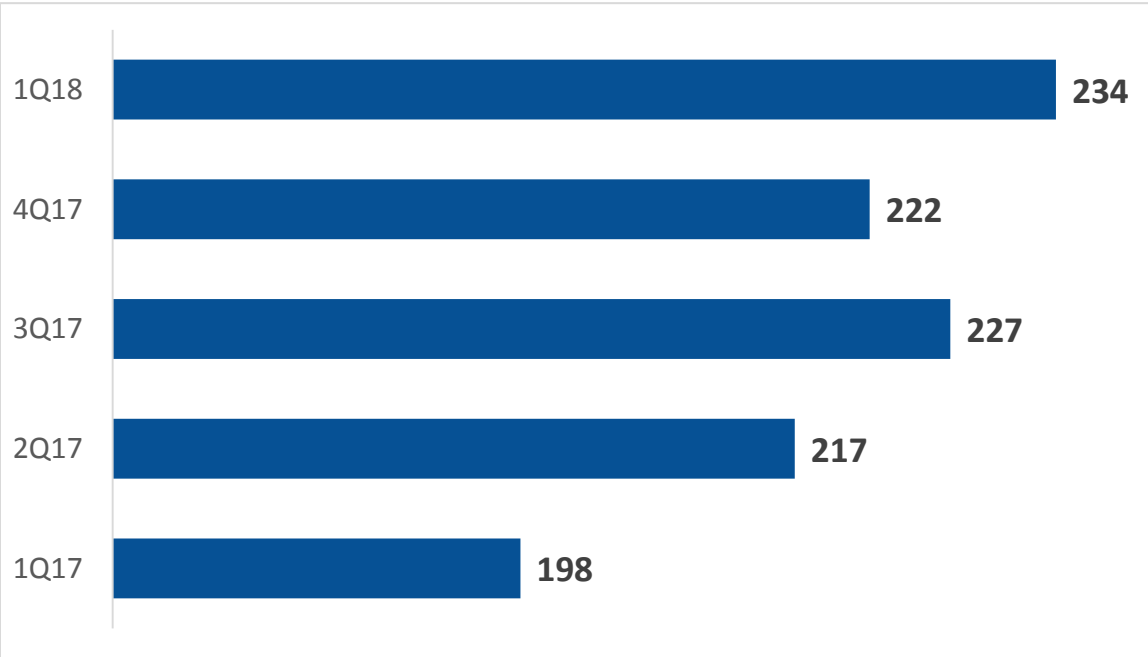
EBIT Margin				
1Q17	2Q17	3Q17	4Q17	1Q18
4,3%	4,2%	4,4%	3,9%	4,1%

EBITDA
(1Q17/1Q18)
20%

EBIT
(1Q17/1Q18)
17%

QUARTERLY NET INCOME

Net Income, Quarterly (TL million)



Net Income Margin				
1Q17	2Q17	3Q17	4Q17	1Q18
3,5%	3,5%	3,6%	3,4%	3,4%

Some pressures on Net Income ;




- Corporate tax rate increased by 2% in 2018
- Market price valuation of land & buildings which we did last year has slight impact on buildings depreciation in 2018
- Government minimum wage support to companies is still valid, but it hasn't been implemented yet in Q1.

Net Income Growth
(1Q17/1Q18)

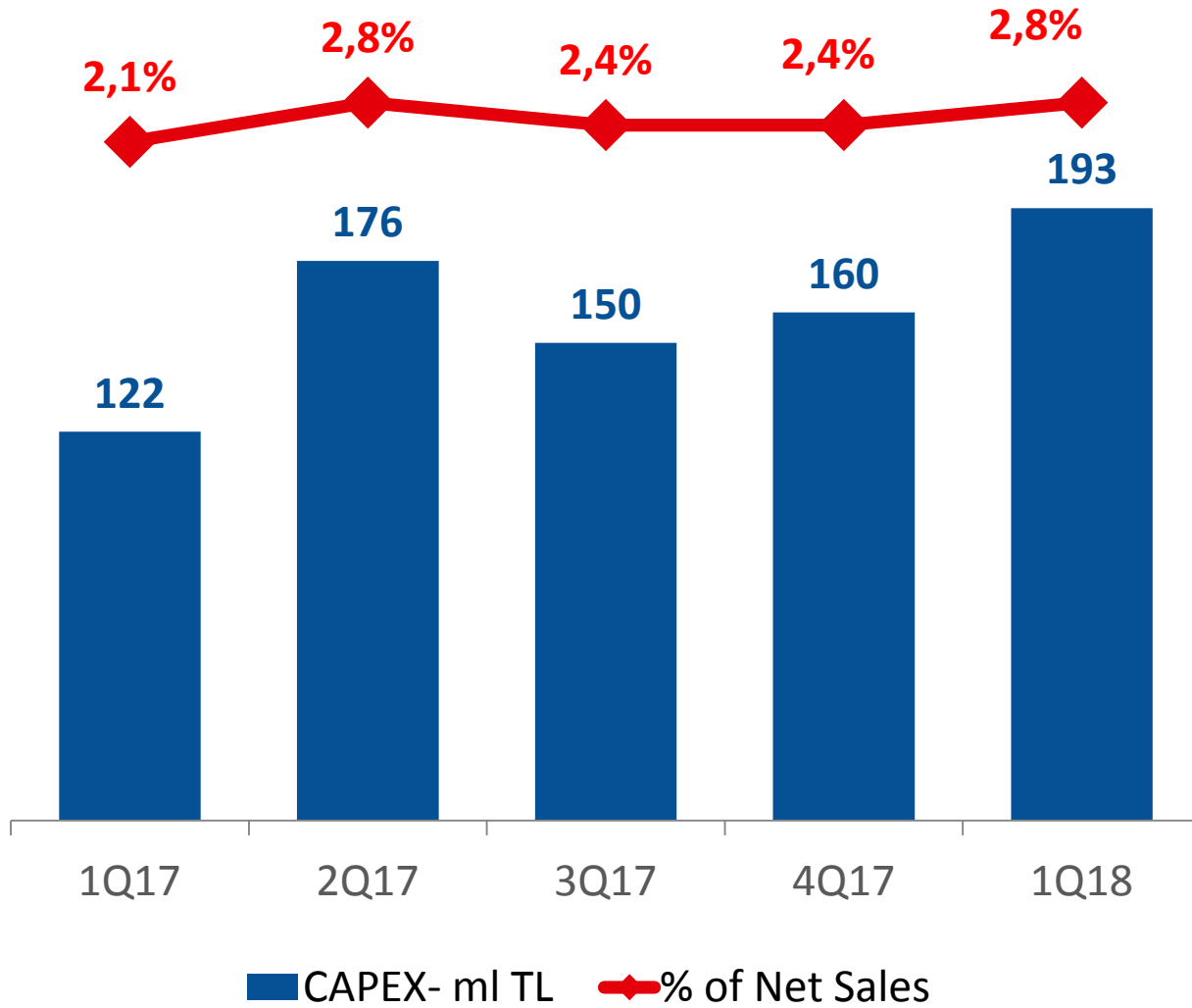
19%

LIKE FOR LIKE SALES INCREASE

BİM TURKEY

Quarterly			
	2017 Q1	2018 Q1	CHANGE
Like-For-Like Sales (per store/per day -TL)	10.970	12.340	 12,5%
Like-For-Like Basket (TL)	15,85	17,67	 11,4%
Like-For-Like Customer Traffic (Per store/per Day)	692,0	698,6	 1,0%

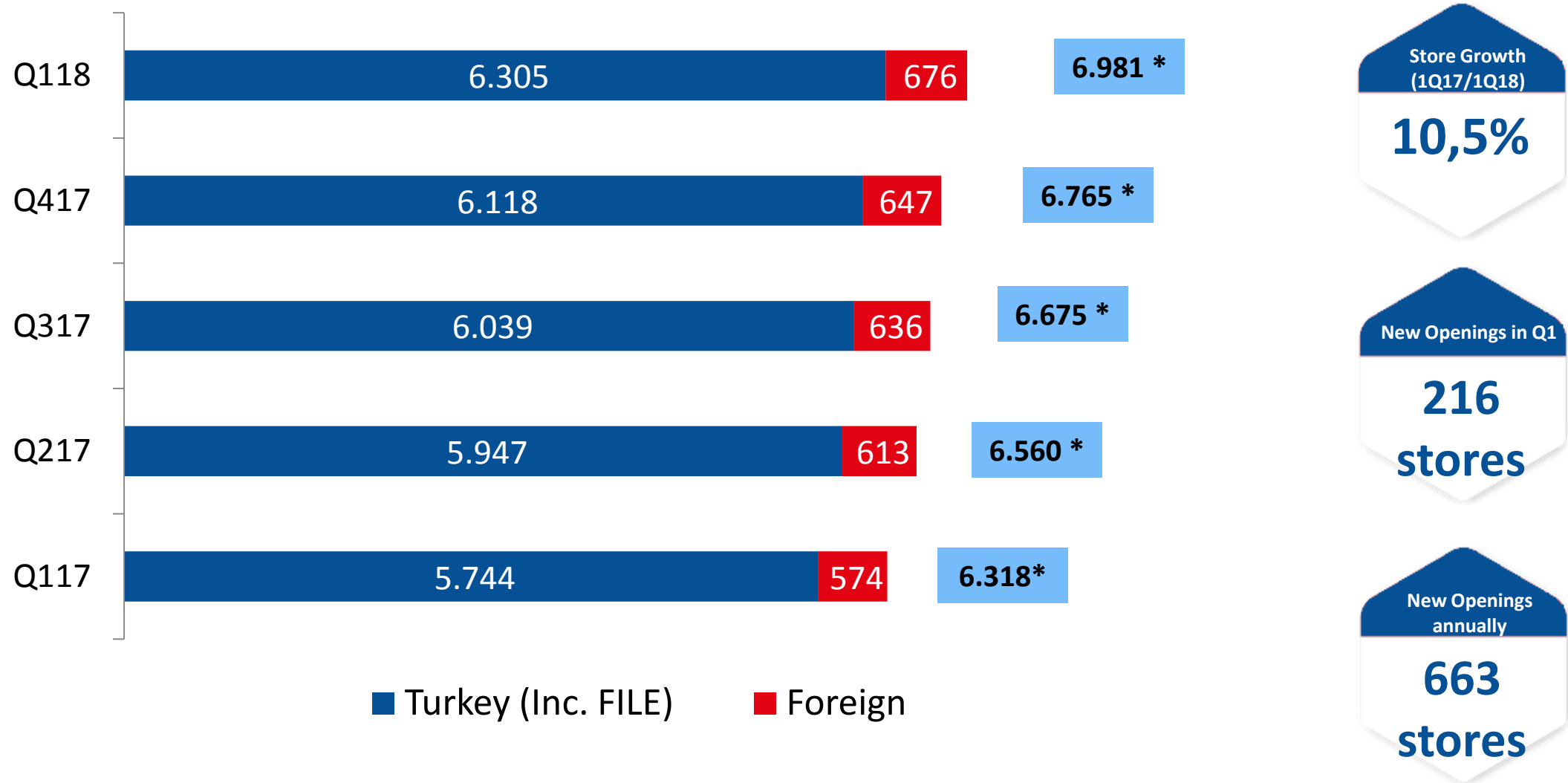
(*)Note: calculated on the basis of net sales generated in 1Q17 and 1Q18 by stores operating on 31 March 2016 and that were still open on 31 March 2018 (5.019 stores)



- One warehouse opened in Q1
- Three others (including one FILE) are under construction
- Q1 maintenance CAPEX corresponds to 35% of total

STRONG STORE GROWTH CONTINUES

Number of Stores



Note (*): Total number of consolidated stores.

MOROCCO

- **17 new stores** opened
- In total we have **399 stores** in Morocco as at Q1 18
- **EBITDA POSITIVE** in Q1 18

EGYPT

- **12 new stores** opened
- In total we have **277 stores** as at Q1 18

FILE

- **4 new stores** opened this quarter
- By the end of Q1 we have reached 48 stores
- **EBITDA positive** already in Q1
- Second warehouse is under construction



IFRS Financials



IFRS INCOME STATEMENT

TL million	3 months ended 31 March		
	2017	2018	Change
Net Sales	5.706,6	6.969,9	22,1%
(COGS)	(4.721,1)	(5.752,0)	21,8%
Gross Profit	985,5	1.217,9	23,6%
Total SG&A	(681,7)	(854,2)	25,3%
EBITDA	303,8	363,7	19,7%
D&A	(59,9)	(77,5)	29,4%
EBIT	243,9	286,2	17,3%
Net financial income/(expenses)	6,6	14,4	118,2%
Other income/(expenses)	2,1	5,9	181,0%
PBT	252,6	306,5	21,3%
Taxes	(54,8)	(72,2)	31,8%
Net income	197,8	234,3	18,5%

IFRS BALANCE SHEET

TL million	As at 31 March	
	Q1 2017	Q1 2018
Intangible assets	7,9	12,9
Tangible assets	2.155,1	3.170,2
Financial Investments (long term)	193,4	309,7
Other non-current assets	39,4	41,4
Total fixed assets	2.395,8	3.534,2
Trades receivable	688,1	939,2
Inventories	1.262,1	1.635,4
Prepayment and other assets	267,6	190,7
Trades payable	(2.860,4)	(3.564,2)
Other payable and accrued liabilities	(275,5)	(333,0)
Net working capital	(918,1)	(1.131,9)
Invested Capital	1.477,7	2.402,3
Cash & cash equivalents	(756,2)	(1.034,4)
Short term borrowings	10,0	0,0
Net debt/(cash)	(746,2)	(1.034,4)
Severance funds	78,4	100,7
Deferred tax liabilities	40,6	135,4
Shareholders' equity	2.104,9	3.200,6
Capital Employed	1.477,7	2.402,3

TL million	3 months ended 31 March	
	2017	2018
Net Income	197,8	234,3
D&A	59,9	77,5
Non cash tax expense	54,8	72,2
Other non-cash items	49,9	1,9
Funds from operations	362,4	385,9
Change in net working capital	(33,7)	(118,6)
Tax & other payments	(46,9)	(48,8)
Operating cash flow	281,8	218,5
Capital expenditures	(122,3)	(192,7)
Proceeds from sales of PPE	2,2	15,2
Cash flow from investing activities	(120,1)	(177,5)
Free cash flow	161,7	41,0
Proceeds from ST borrowings	10,0	-
Profit share received from deposits account	5,0	15,7
Cash flow from financing activity	15,0	15,7
Currency translation differences	(1,3)	(2,7)
Increase/(decrease) in cash	175,4	54,0