



Q3 | 22 FINANCIAL RESULTS

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Due to rounding, numbers presented throughout this document may not add up precisely to the totals provided and percentages may not precisely reflect the absolute figures.

Note: EBITDA is a "non-GAAP" measure. The EBITDA definition used in this investor presentation includes Revenues, Cost of Sales, Marketing Expenses, General Administrative Expenses but excludes Depreciation and Amortization Expenses.

- ✓ **Highlights**
- ✓ Operational Performance
- ✓ Financial Performance
- ✓ Q & A

HEADLINES of KEY FIGURES for Q3 2022



41,0 TL billion
Sales (+135% YoY)

63% PL share vs.
64% in 2Q 2022
(65% in 3Q 2021)



1.319 TL million
CAPEX at 3,2% of sales



11.274 total stores
209 new stores in 3Q 2022



2.865 TL million EBITDA
(7,0% margin and 90% YoY)

1.775 TL million Net Income
(4,3% margin, 101% YoY)



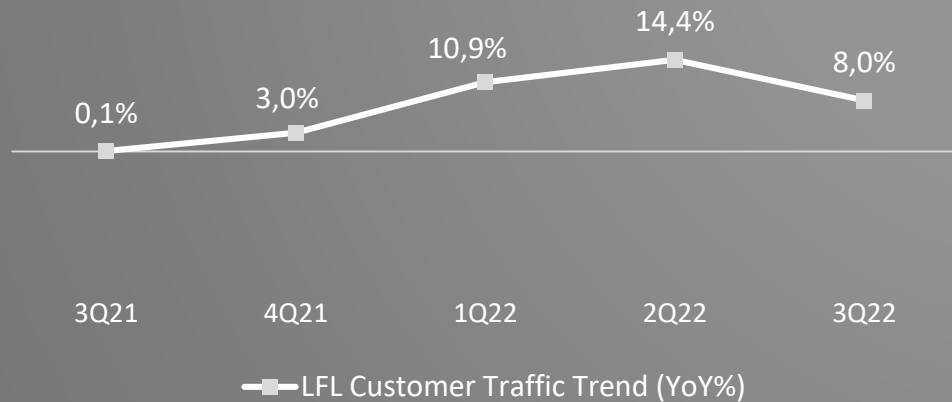
Better than expected top line growth.
Customer traffic growth continues.
Strong market share performance is intact.

- ✓ Highlights
- ✓ **Operational Performance**
- ✓ Financial Performance
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LIKE FOR LIKE SALES INCREASE (BİM TÜRKİYE*)

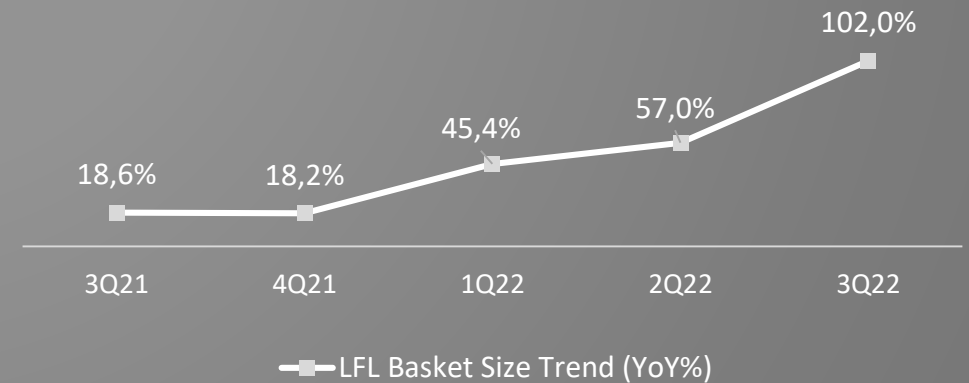
QUARTERLY

	2021 Q3	2022 Q3	CHANGE
Like-For-Like Sales (per store/per day (TL))	20.162	43.851	117,5%
Like-For-Like Basket (TL/per visit)	36,26	73,10	101,6%
Like-For-Like Customer Traffic (per store/per day)	556,0	599,9	7,9%
Number of working days	90	90	

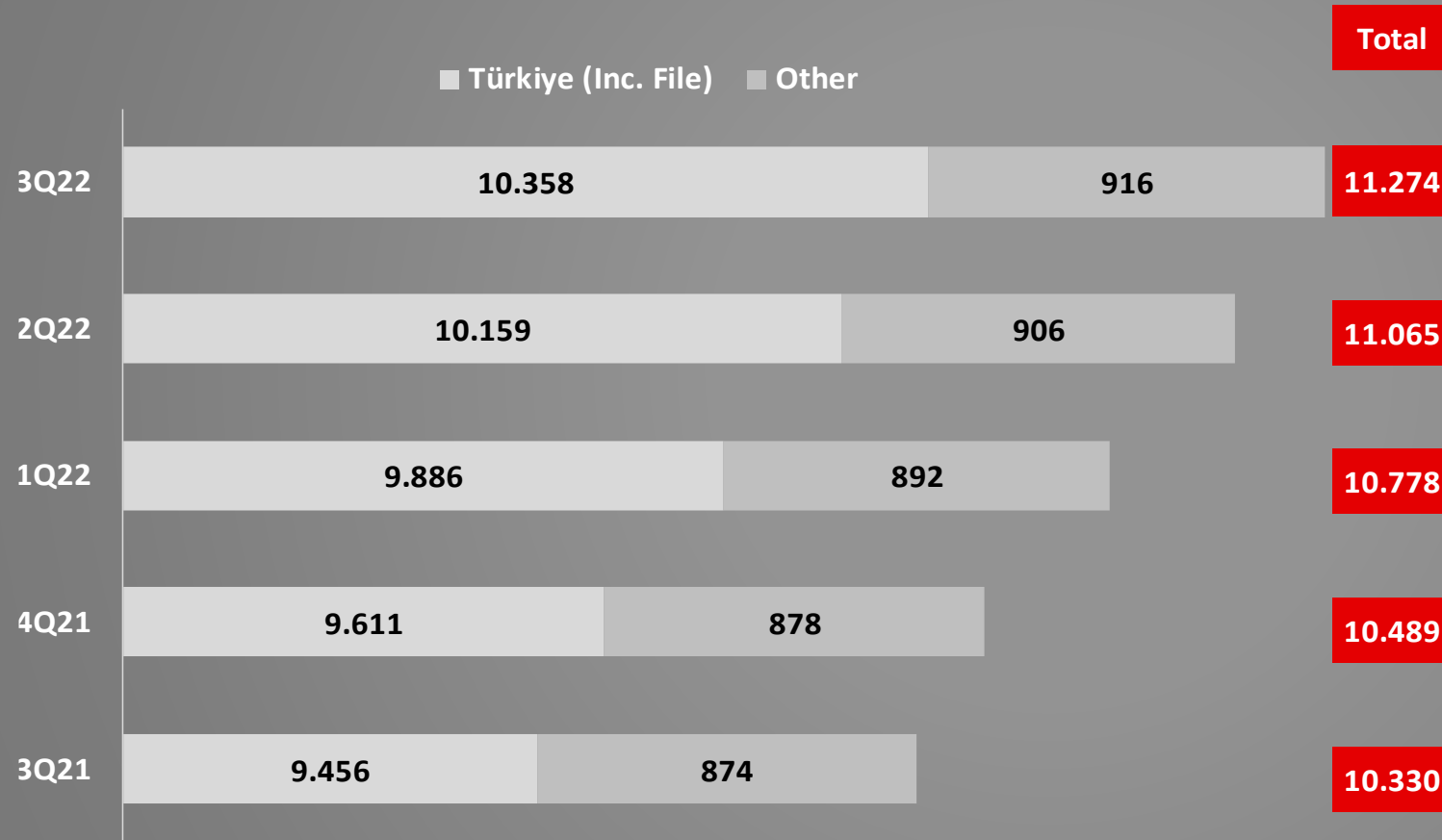


9 MONTHS

	9M 2021	9M 2022	CHANGE
Like-For-Like Sales (per store/per day (TL))	19.704	36.857	87,1%
Like-For-Like Basket (TL/per visit)	36,93	62,17	68,4%
Like-For-Like Customer Traffic (per store/per day)	533,6	592,8	11,1%
Number of working days	267	270	

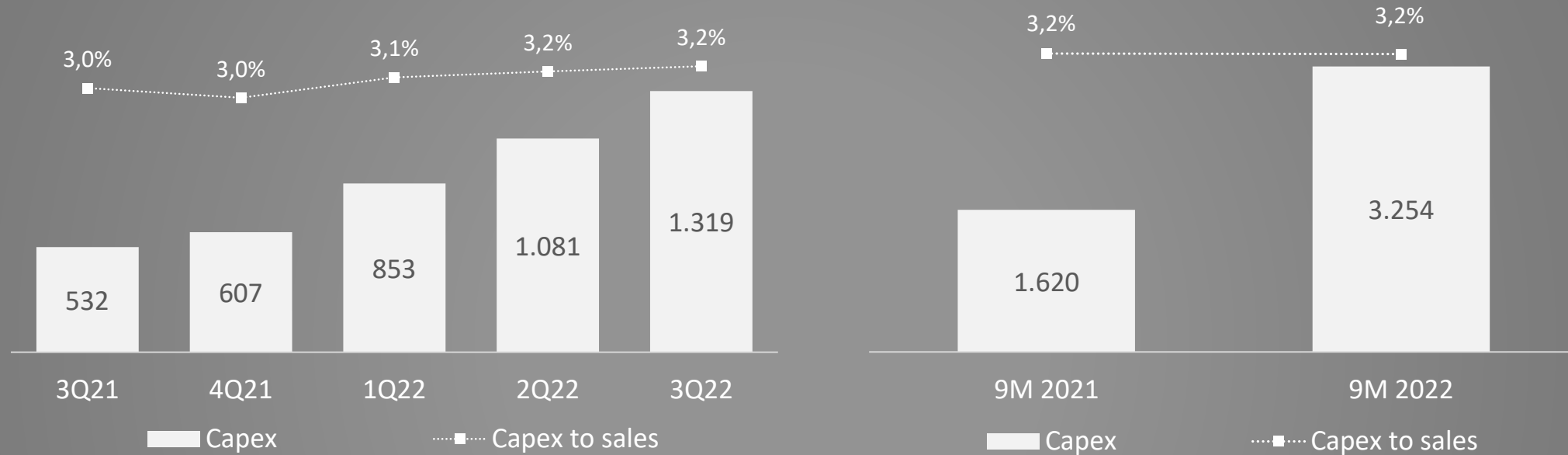


EXPANSION



- Store growth 9% YoY
- New opening in 3Q22 = 209

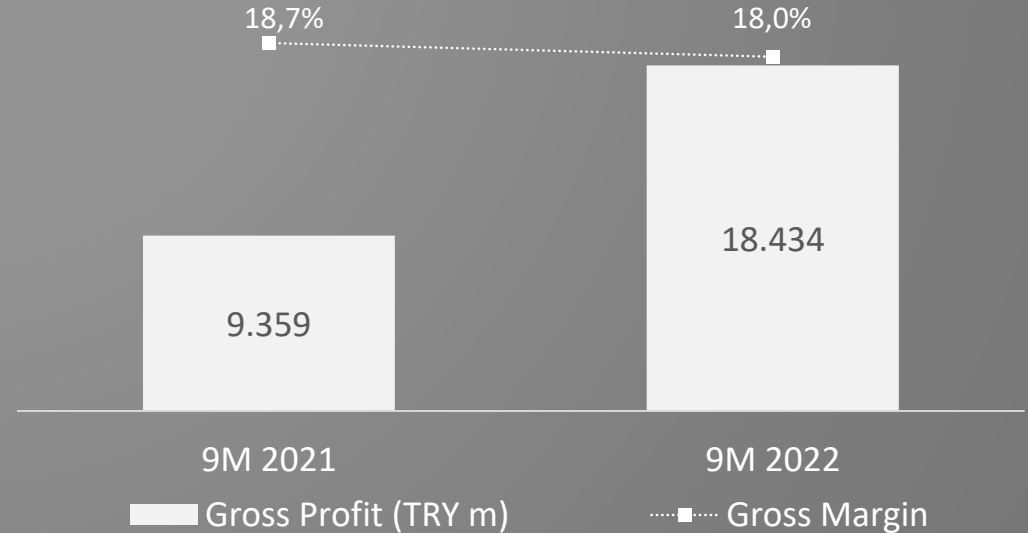
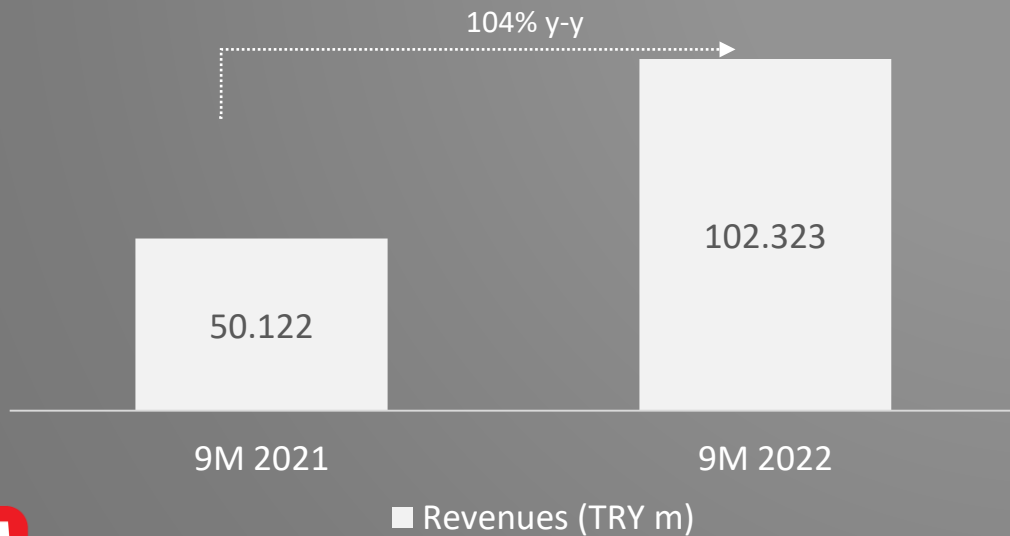
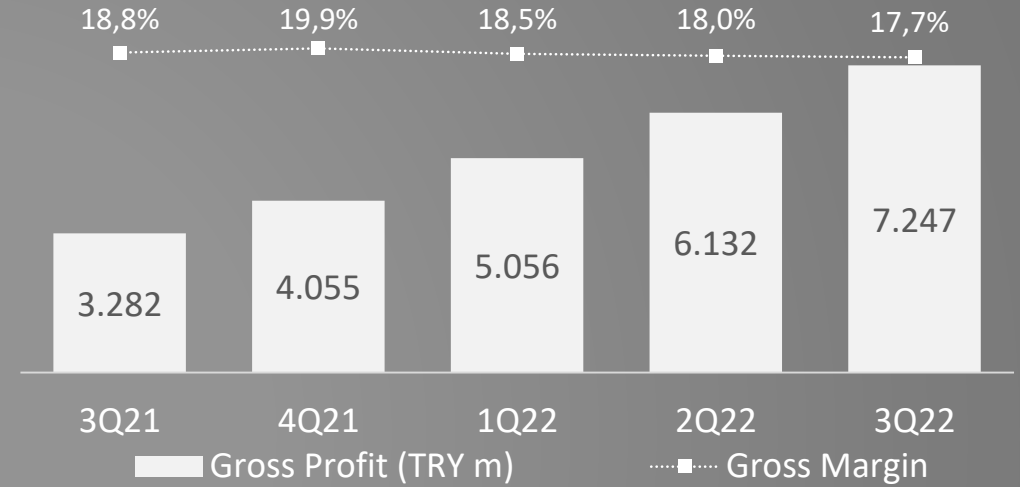
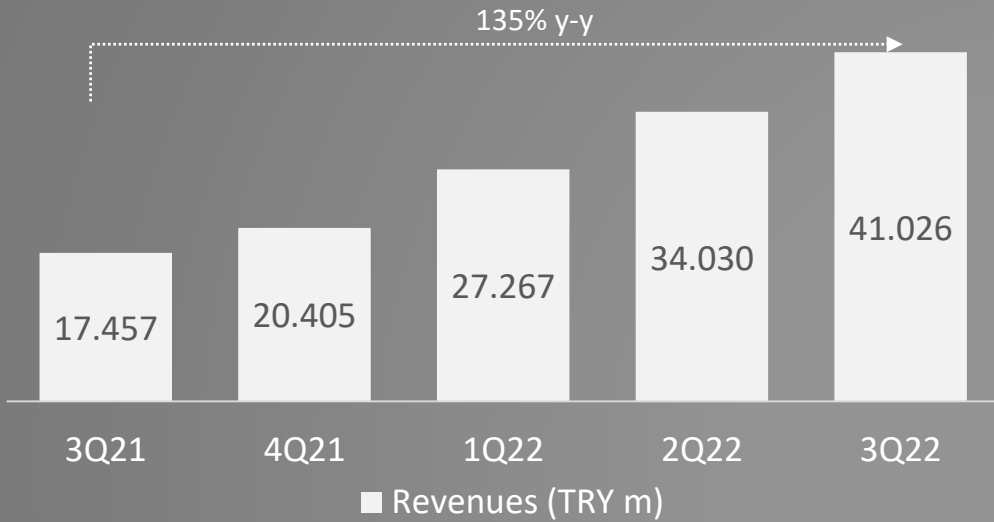
CAPEX



- 2 new warehouses opened in 9M22 and 2 more under construction.
- Increased construction costs.

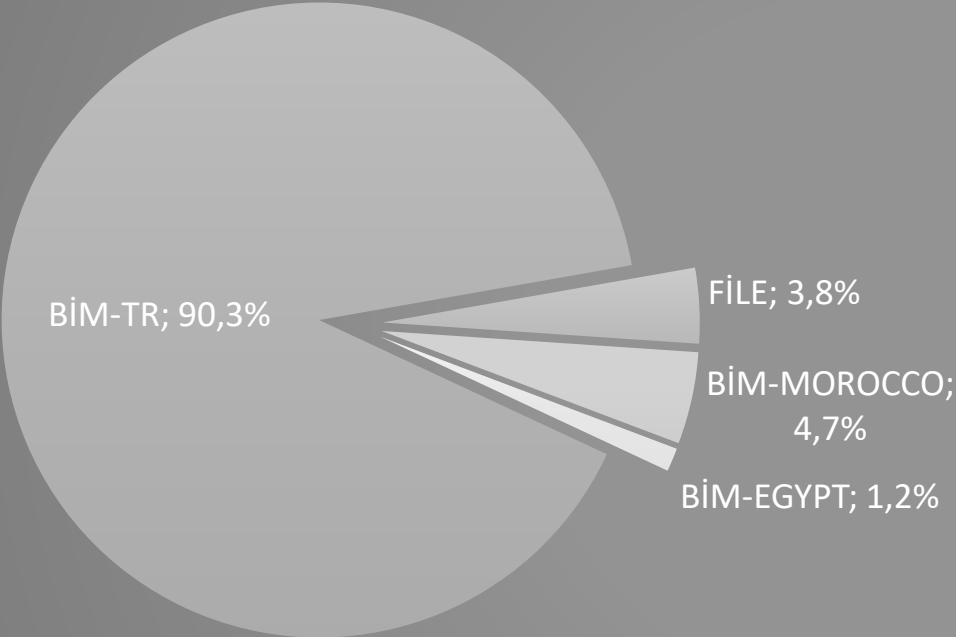
- ✓ Highlights
- ✓ Operational Performance
- ✓ **Financial Performance**
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NET SALES & GROSS PROFIT

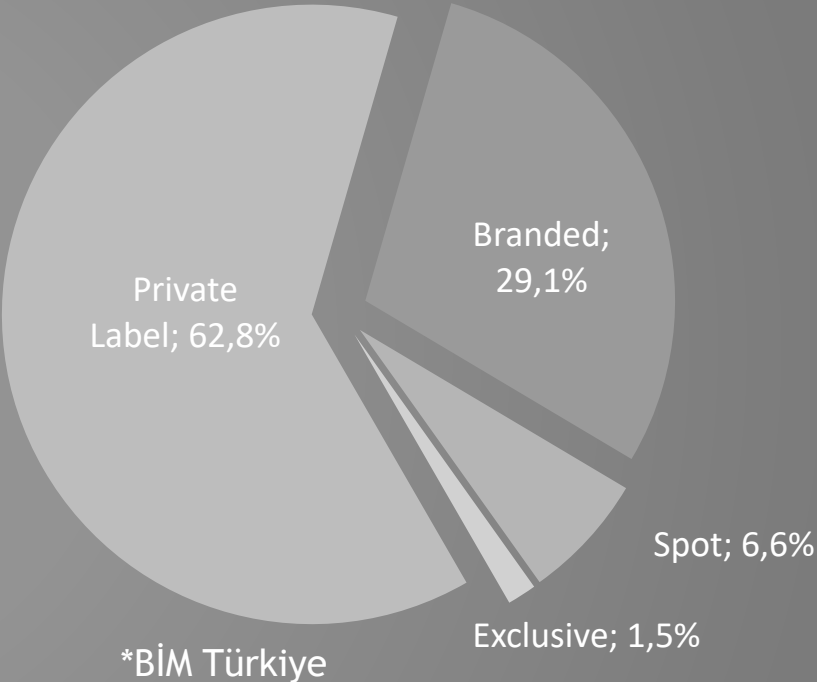


REVENUE BREAKDOWN

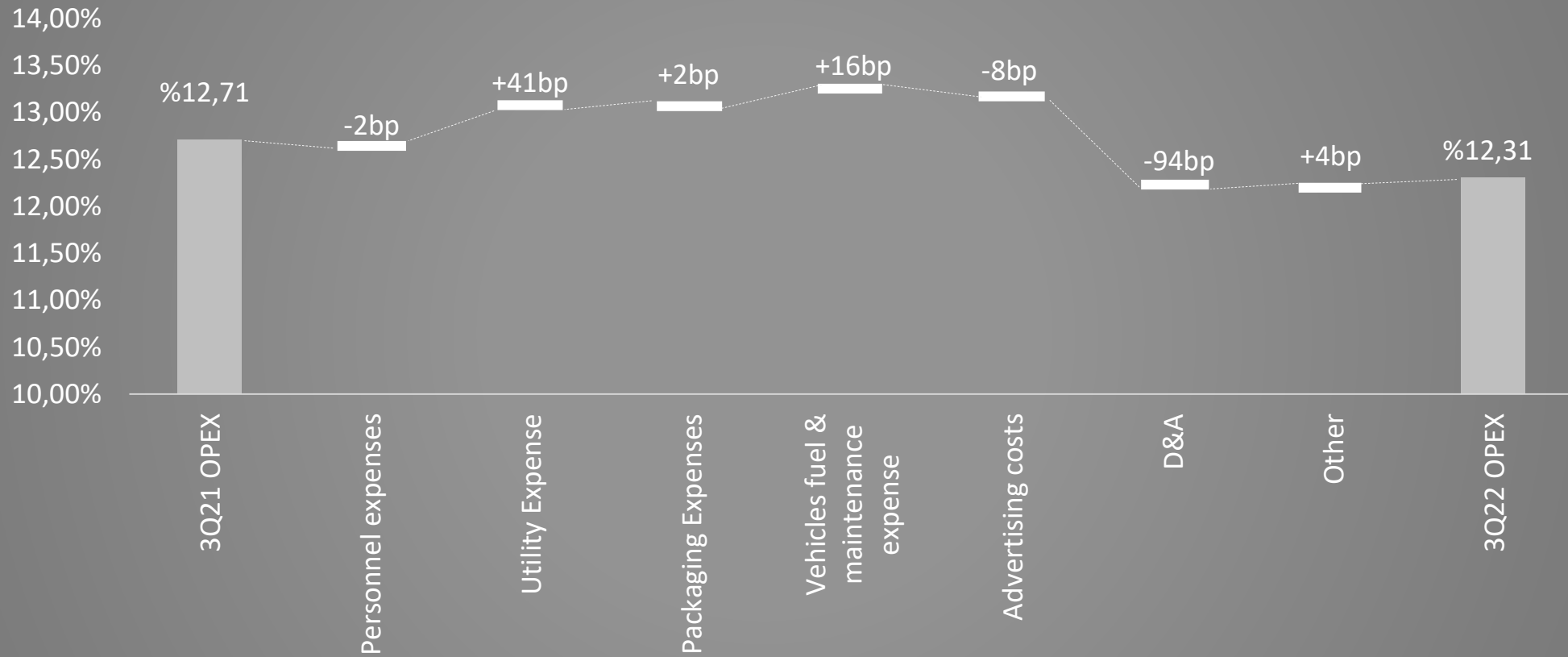
BY FORMAT AND GEOGRAPHY (3Q22)



BY CATEGORY* (3Q22)



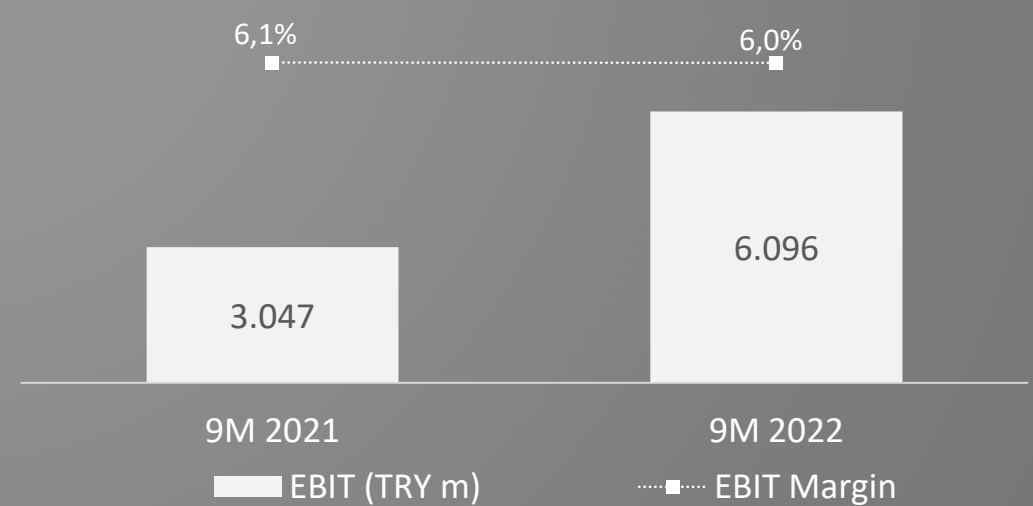
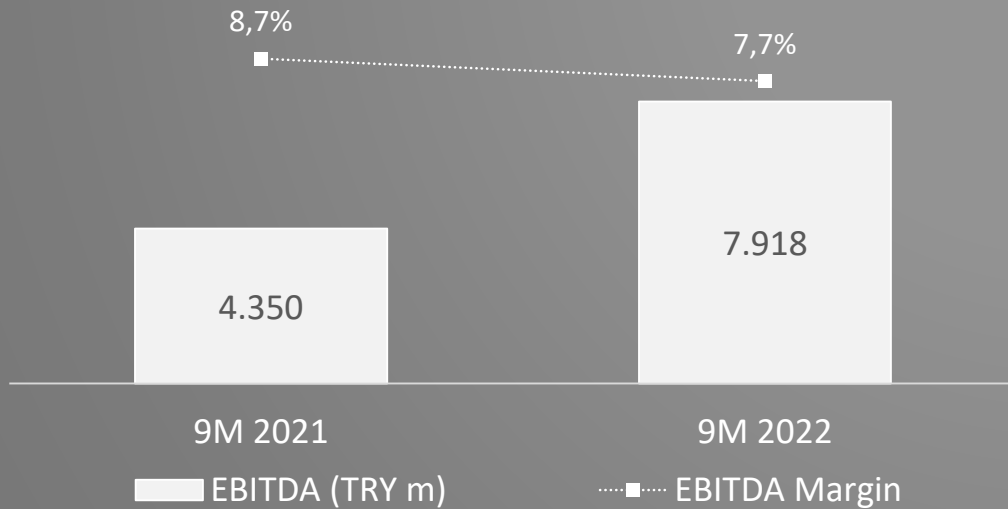
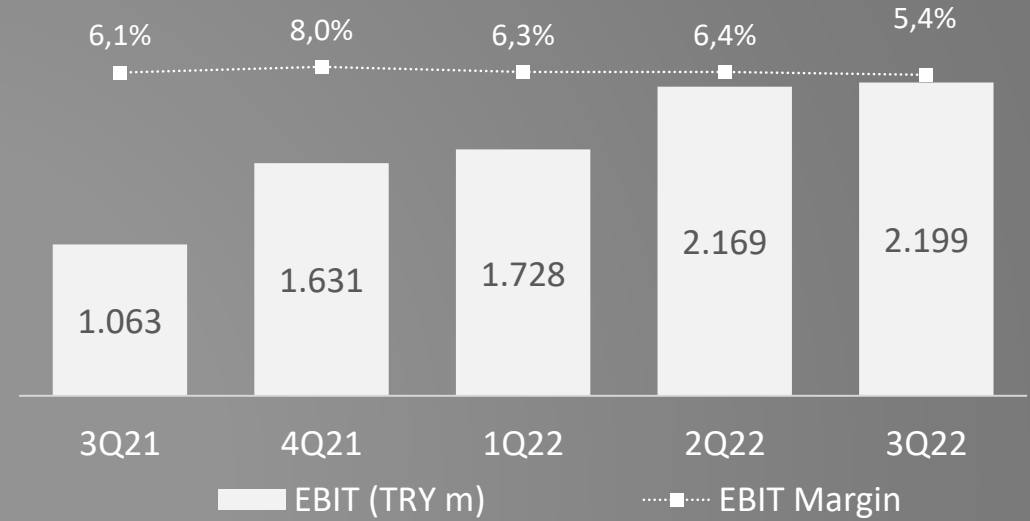
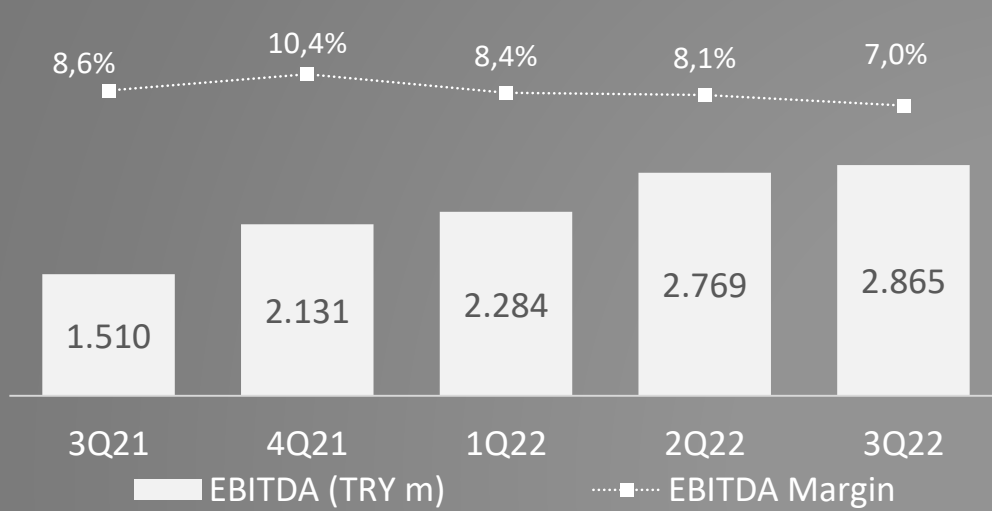
OPEX MANAGEMENT



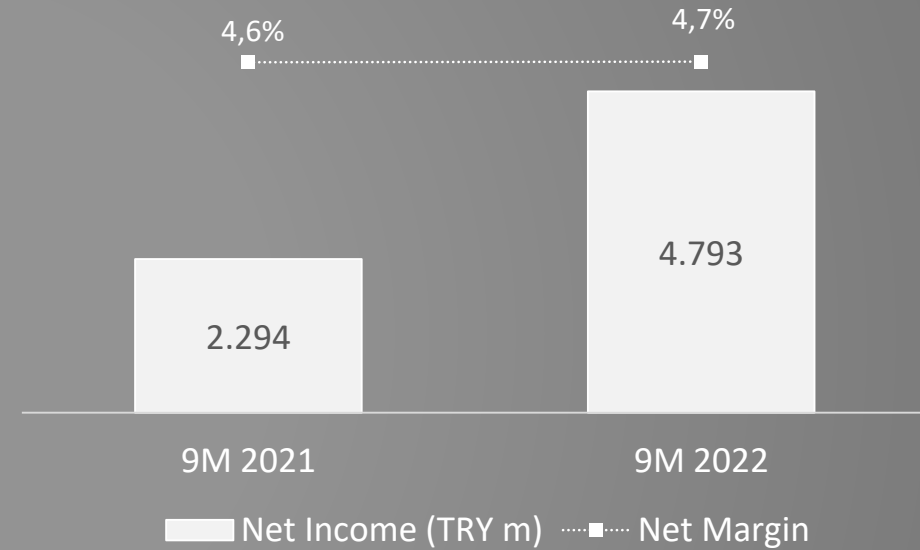
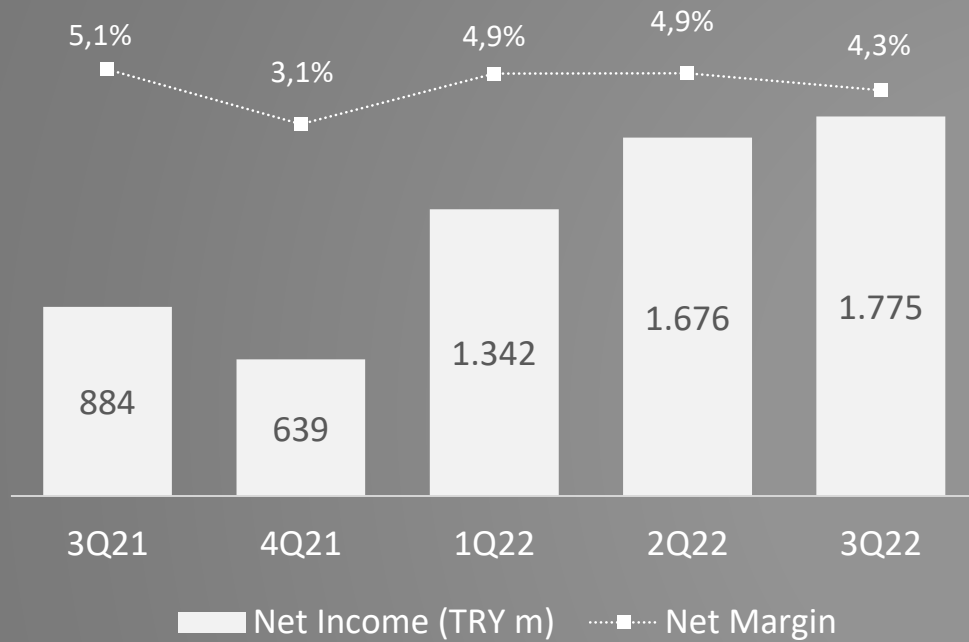
% of revenues:

3Q21	7,06%	1,06%	0,13%	0,23%	0,27%	2,56%	1,35%
3Q22	7,05%	1,47%	0,15%	0,40%	0,19%	1,62%	1,38%

EBITDA & EBIT

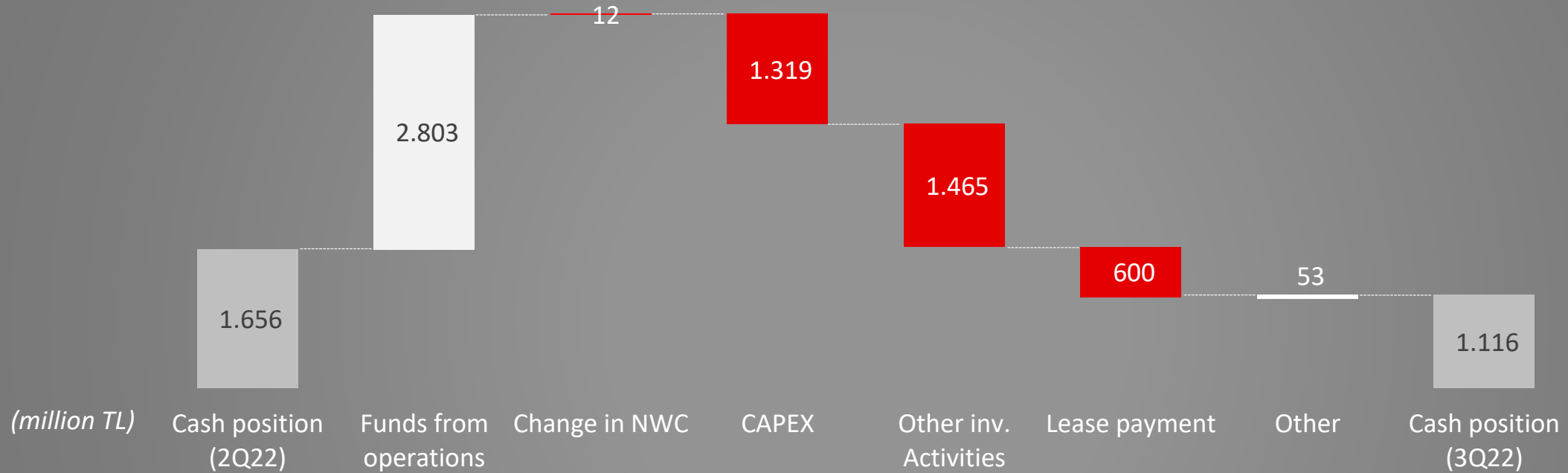


NET INCOME



101% y-y increase in 3Q22
109% y-y increase in 9M22

CASH FLOW BRIDGE

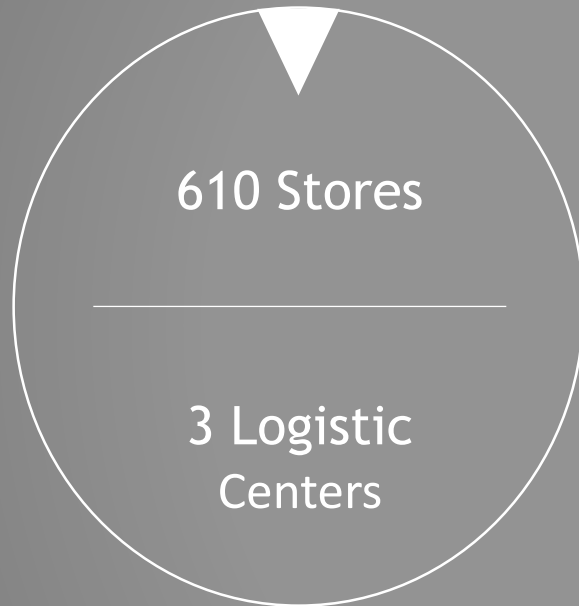


% of revenues:

3Q21	4,9%	5,4%	-3,0%	-4,6%	-2,2%	0,2%
3Q22	6,8%	0,0%	-3,2%	-3,6%	-1,5%	0,1%

FOREIGN OPERATIONS

BIM Morocco



The 4th warehouse is under construction.

BIM Egypt



The improvement continues.

FILE



- 192 stores in 24 cities. 32 new stores in 9M22.
- FILE online shopping platform operates with 49 stores, of which one of them is dark store.
- Online sales form 4% of FILE's revenues.
- 33% share of Private Labels within FILE's total sales.

- ✓ Highlights
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Q & A





BIM

Appendixes
IFRS Statements

IFRS INCOME STATEMENT

TL million	9 months ended 30 September			3 months ended 30 September		
	9M 2021	9M 2022	Change % 9M 21 / 9M 22	Q3 2021	Q3 2022	Change % Q3 21 / Q3 22
Net Sales	50.122	102.323	104%	17.457	41.026	135%
COGS	(40.763)	(83.889)	106%	(14.175)	(33.779)	138%
Gross Profit	9.359	18.434	97%	3.282	7.247	121%
Total SG&A	(6.312)	(12.338)	95%	(2.220)	(5.048)	127%
EBIT	3.047	6.096	100%	1.063	2.199	107%
Net financial inc/(exp)	(515)	(750)	46%	(178)	(269)	51%
Other income/(expenses)	339	580	71%	108	216	100%
PBT	2.871	5.925	106%	992	2.145	116%
Taxes	(563)	(1.120)	99%	(100)	(368)	267%
Net income	2.309	4.805	108%	892	1.778	99%
<i>Non-controlling Interests</i>	<i>15</i>	<i>12</i>	<i>-18%</i>	<i>8</i>	<i>2</i>	<i>-72%</i>
<i>Owners of Parent</i>	<i>2.294</i>	<i>4.793</i>	<i>109%</i>	<i>884</i>	<i>1.775</i>	<i>101%</i>
D&A	(1.303)	(1.822)	40%	(448)	(666)	49%
EBITDA	4.350	7.918	82%	1.510	2.865	90%

IFRS INCOME STATEMENT (w/o IFRS 16)

TL million	9 months ended 30 September			3 months ended 30 September		
	9M 2021 Without IFRS16	9M 2022 Without IFRS16	Change % 9M 21 / 9M 22	Q3 2021 Without IFRS16	Q3 2022 Without IFRS16	Change % Q3 21 / Q3 22
Net Sales	50.122	102.323	104%	17.457	41.026	135%
(COGS)	(40.763)	(83.889)	106%	(14.175)	(33.779)	138%
Gross Profit	9.359	18.434	97%	3.282	7.247	121%
Total SG&A	(6.651)	(12.972)	95%	(2.345)	(5.285)	125%
EBIT	2.708	5.462	102%	938	1.962	109%
Net financial inc/(exp)	91	64	-30%	27	24	-12%
Other income/(expenses)	317	555	75%	102	205	100%
PBT	3.115	6.080	95%	1.068	2.191	105%
Taxes	(627)	(1.164)	86%	(120)	(381)	217%
Net income	2.488	4.916	98%	948	1.810	91%
<i>Non-controlling Interests</i>	8	12	49%	7	3	-61%
<i>Owners of Parent</i>	2.480	4.904	98%	941	1.807	92%
D&A	(556)	(813)	46%	(195)	(302)	55%
EBITDA	3.264	6.275	92%	1.133	2.264	100%

IFRS BALANCE SHEET

TL Million	As of 30 September	
	2021	2022
Intangible Assets	43	92
Tangible Assets	7.308	10.098
Right of Use Assets (IFRS 16)	6.521	9.402
Financial Investments (Long term)	523	978
Other Non-Current Assets	350	671
Total Fixed Assets	14.745	21.240
Trades Receivable	2.876	7.554
Financial Investment - Short Term	2.156	2.333
Inventories	5.146	14.246
Prepayment and Other Assets	279	1.781
Trades Payable (-)	(10.319)	(24.182)
Other Payable and Accrued Liabilities (-)	(1.965)	(2.149)
Net Working Capital	(1.828)	(417)
Invested Capital	12.918	20.823
Cash & Cash Equivalent (-)	(1.626)	(1.116)
Short Term Borrowings	91	205
Borrowings From Lease Agr. (IFRS 16)	7.342	10.542
Net Debt/(Cash)	5.806	9.632
Severance Funds	254	408
Deferred Tax Liabilities	0	0
Shareholders' Equity	6.857	10.783
Capital Employed	12.918	20.823

IFRS CASH FLOW

TL million	9 months ended 30 September		3 months ended 30 September	
	9M 2021	9M 2022	Q3 2021	Q3 2022
Net Income	2.309	4.805	892	1.778
D&A	1.303	1.822	448	666
Non Cash Tax Expense	563	1.120	100	368
Other Non-Cash Items	297	1.316	(204)	474
Funds From Operations	4.472	9.063	1.236	3.286
Change In Net Working Capital	563	(915)	934	(12)
Tax & Other Payments	(862)	(2.175)	(385)	(483)
Operating Cash Flow	4.174	5.973	1.786	2.791
Capital Expenditures	(1.620)	(3.254)	(532)	(1.319)
Proceeds From Sales of PPE	22	28	7	15
Change in Financial Investments	749	(548)	(803)	(1.479)
Proceeds from Sales Of Minority Shares In Subsidiaries	690	0	0	0
Cash Flow from Investing Activities	(159)	(3.774)	(1.327)	(2.784)
Free Cash Flow	4.014	2.199	459	7
Dividends	(2.406)	(936)	0	0
Proceeds from ST Borrowings	(41)	104	(8)	51
Proceeds from Lease Borrowings (IFRS 16)	(1.086)	(1.643)	(377)	(600)
Treasury Shares Purchase & Sale, Net	0	(72)	0	0
Cash Flow From Financing Activity	(3.533)	(2.547)	(385)	(550)
Currency Translation Differences	30	(33)	44	2
Increase/(Decrease) In Cash	511	(381)	118	(540)