



Q1 | 23 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 Q1 2023



51,3 billion TL sales
(+88% YoY)



1,6 billion TL CAPEX
(3,2% of sales)



11.525 total stores
(vs. 11.510 stores in 4Q 2022)
(225 stores closed due to earthquake)



3,1 billion TL EBITDA
(6,1% margin and +36% YoY)

1,35 billion TL Net Income
(2,6% margin, 1% YoY)



One-offs in the quarter:

- 75bp impact on EBITDA margin,
- 92bp impact on Net Margin.

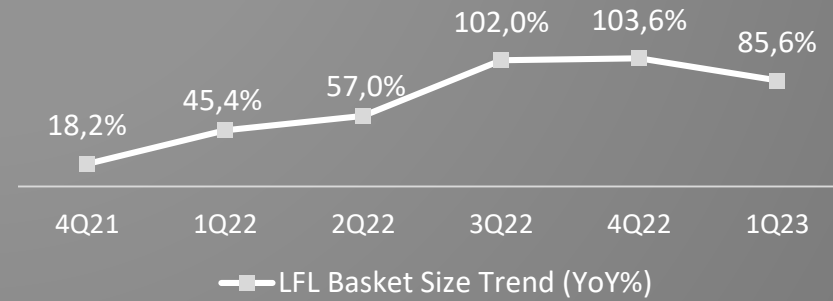
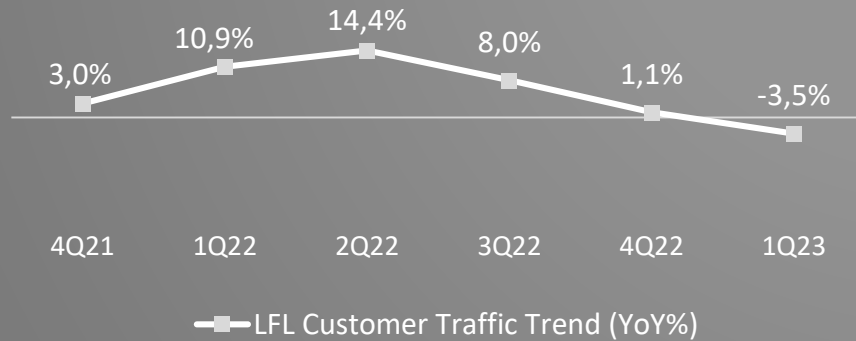
Excluding one-offs, EBITDA Margin would be 6,9% and Net Margin 3,6%.

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- ✓ **Operational Performance**
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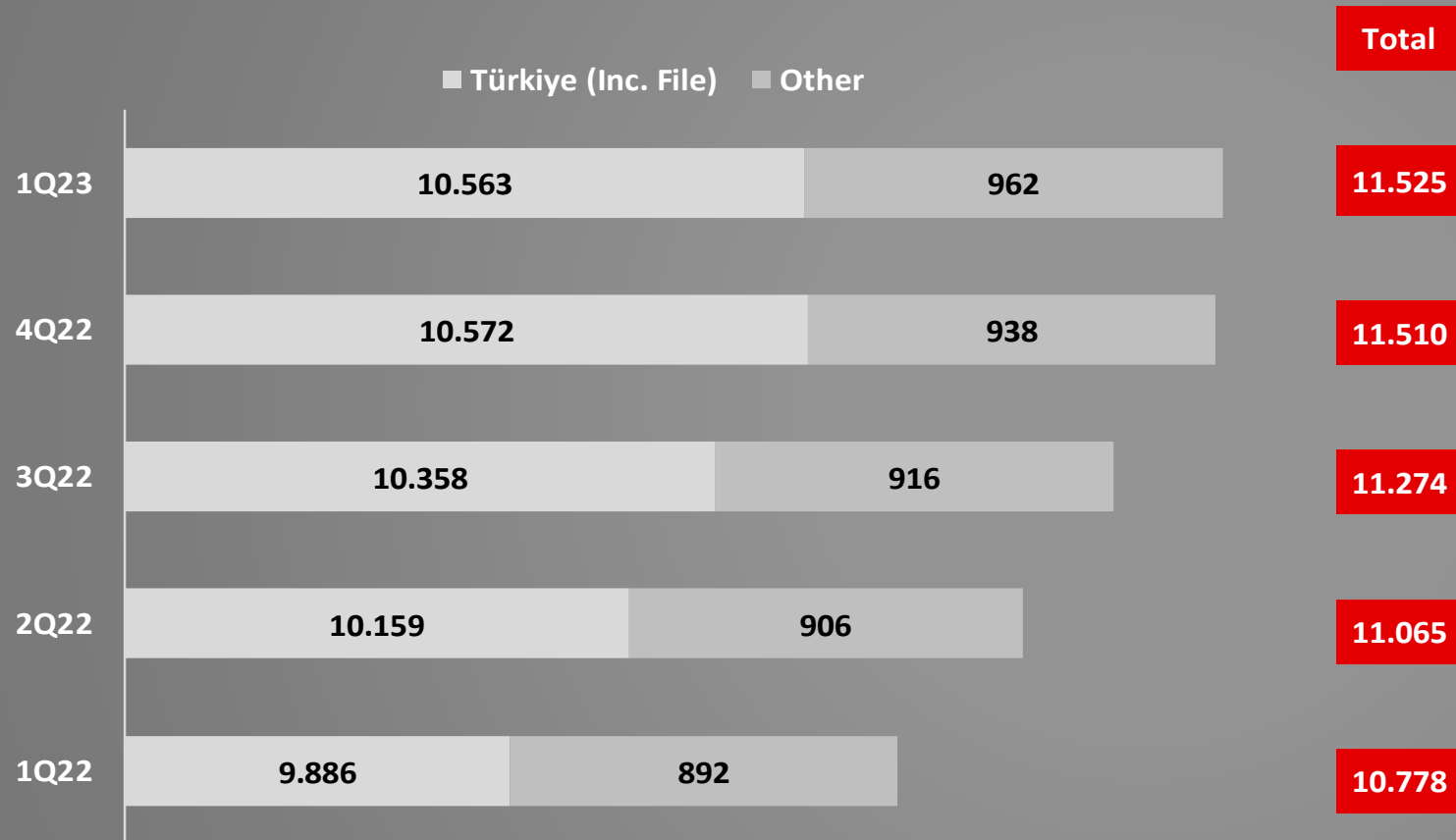
LIKE FOR LIKE SALES INCREASE (BIM TURKIYE*)

QUARTERLY

	2022 Q1	2023 Q1	CHANGE
Like-For-Like Sales <i>(per store/per day (TL))</i>	29.332	52.548	79,1%
Like-For-Like Basket <i>(TL/per visit)</i>	51,72	96,02	85,6%
Like-For-Like Customer Traffic <i>(per store/per day)</i>	567,1	547,3	-3,5%
Number of working days	90	88	

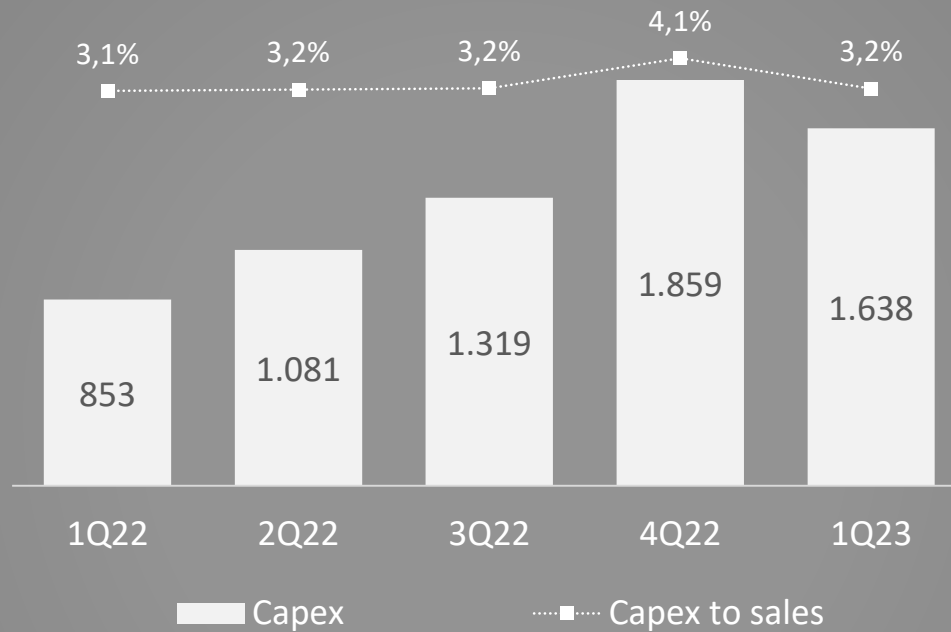


EXPANSION



- Store growth **7% YoY**
- New openings in Türkiye in 1Q23: 207
Closings due to the **earthquake**: 225
- The number of **BİM Mini** stores reached 169 as of 1Q23.

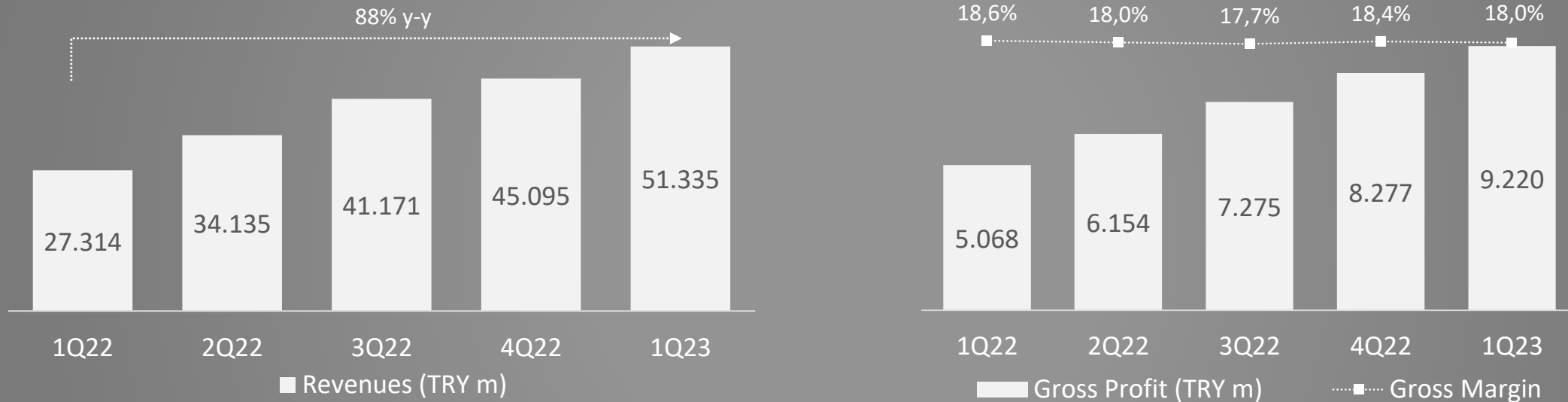
CAPEX



- 1 new warehouse opened in 1Q23.
- Investments for new warehouses.
- Investments for biscuits and chocolate production facility.

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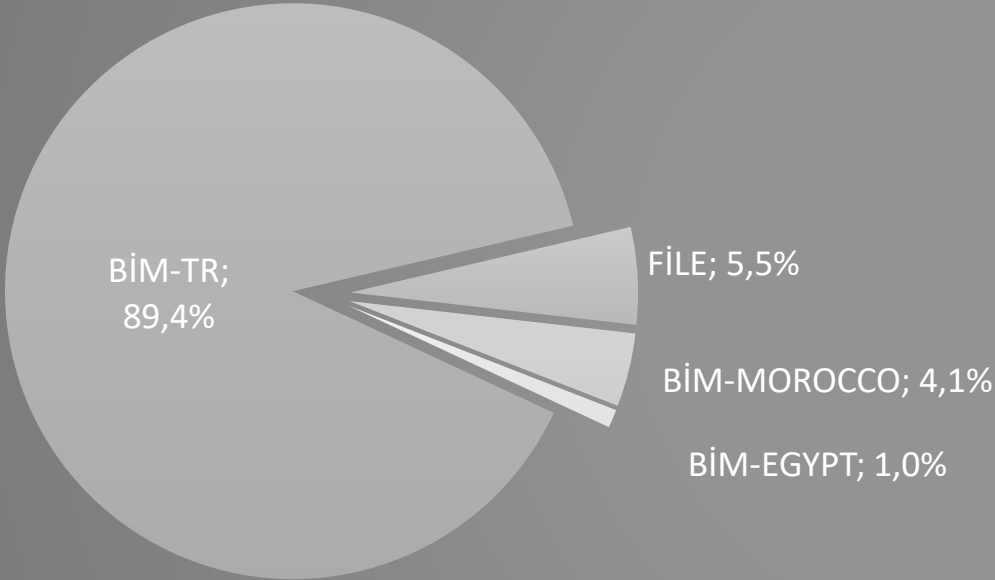
NET SALES & GROSS PROFIT



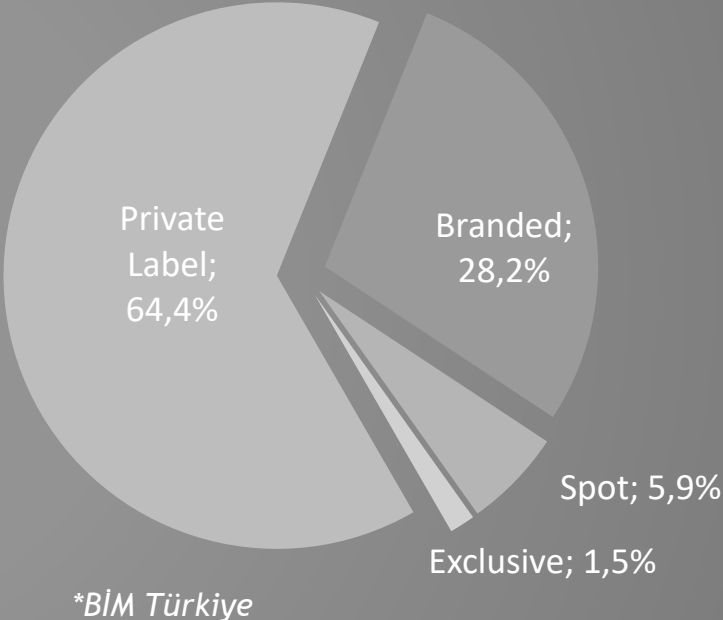
- 57 bp one-off negative impact of earthquakes on Gross Margin.

REVENUE BREAKDOWN

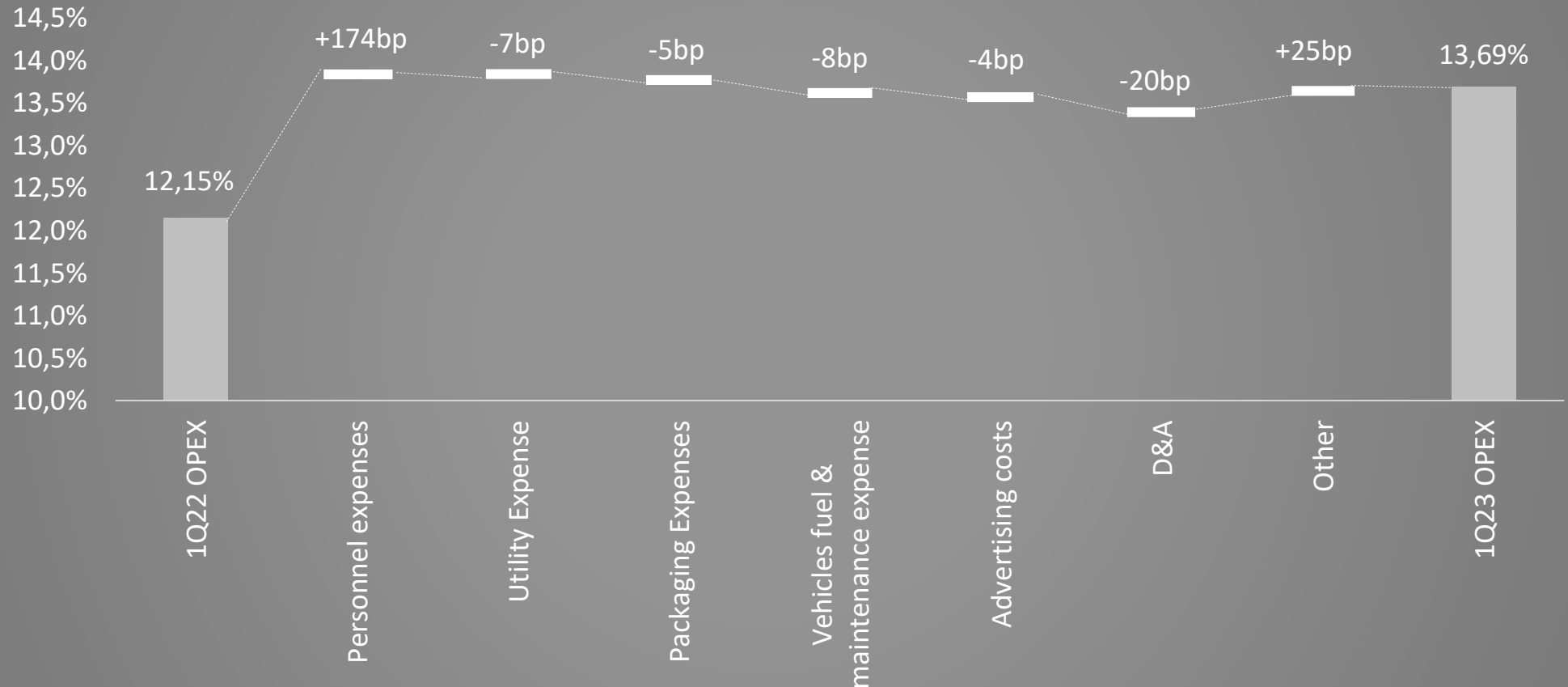
BY FORMAT AND GEOGRAPHY



BY CATEGORY*



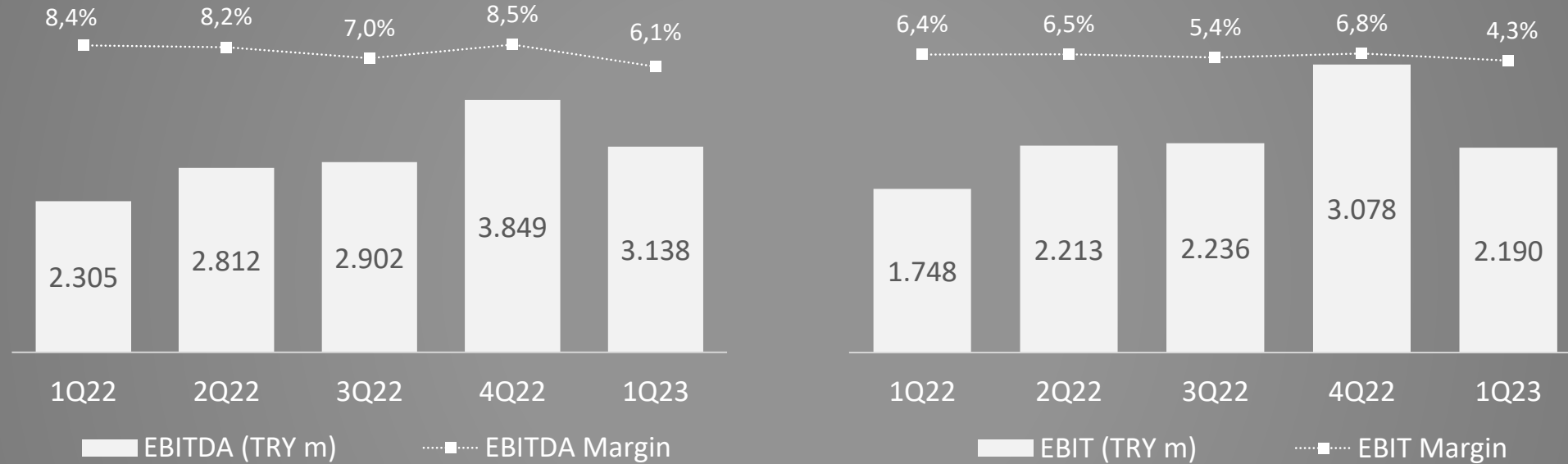
OPEX MANAGEMENT



% of revenues:

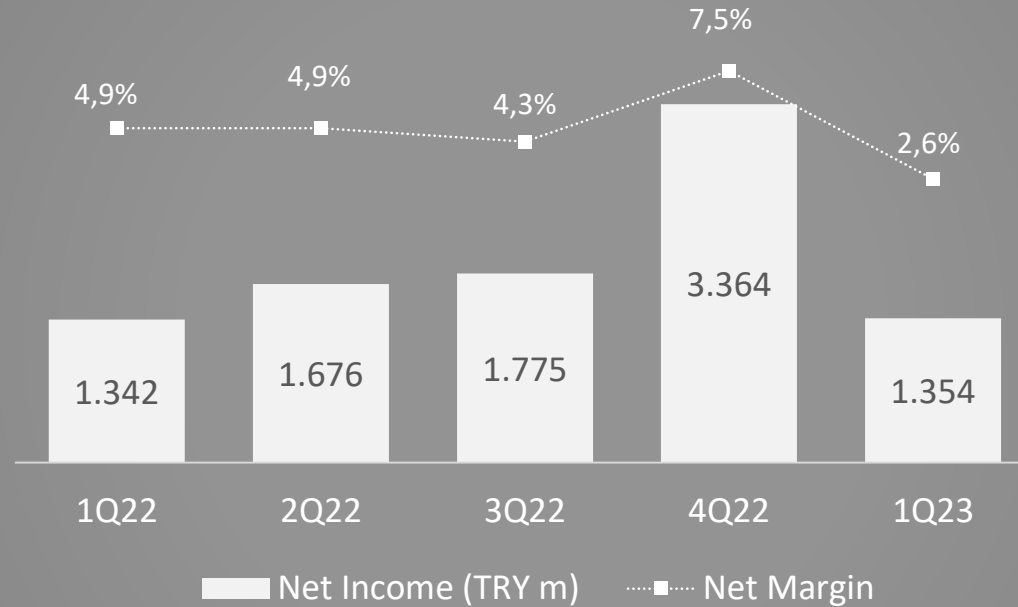
1Q22	6,83%	1,21%	0,18%	0,33%	0,20%	2,04%	1,36%
1Q23	8,56%	1,14%	0,13%	0,25%	0,16%	1,83%	1,62%

EBITDA & EBIT



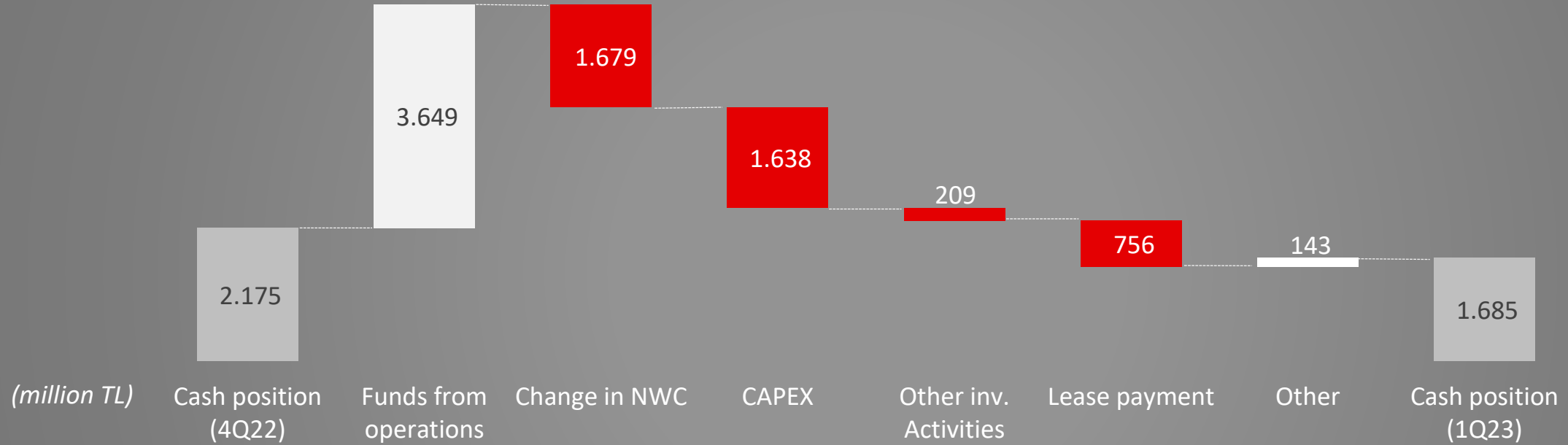
- 57 bp one-off negative impact of earthquakes on EBIT and EBITDA margin.
- 18 bp one-off negative impact of early retirement scheme on EBIT and EBITDA margin.

NET INCOME



- 67 bp one-off negative impact of earthquakes on Net Margin.
- 14 bp one-off negative impact of early retirement scheme on Net Margin.
- 11 bp one-off negative impact of EGP depreciation on Net Margin.

QUARTERLY CASH FLOW BRIDGE



% of revenues:

1Q22	9,0%	-6,4%	-3,1%	4,4%	-1,8%	-0,1%
1Q23	7,1%	-3,3%	-3,2%	-0,4%	-1,5%	0,3%

FILE



- 211 stores in 26 cities. 9 new stores in 1Q23.
- 4th warehouse to be opened nearby Izmir.
 - FILE online shopping platform operates with 52 stores, of which two of them are dark store.
 - Online sales form 5% of FILE's revenues.
- 33% share of Private Labels within FILE's total sales.

FOREIGN OPERATIONS

BIM MAROC



The 4th warehouse is under construction.
14 new stores in 1Q23.

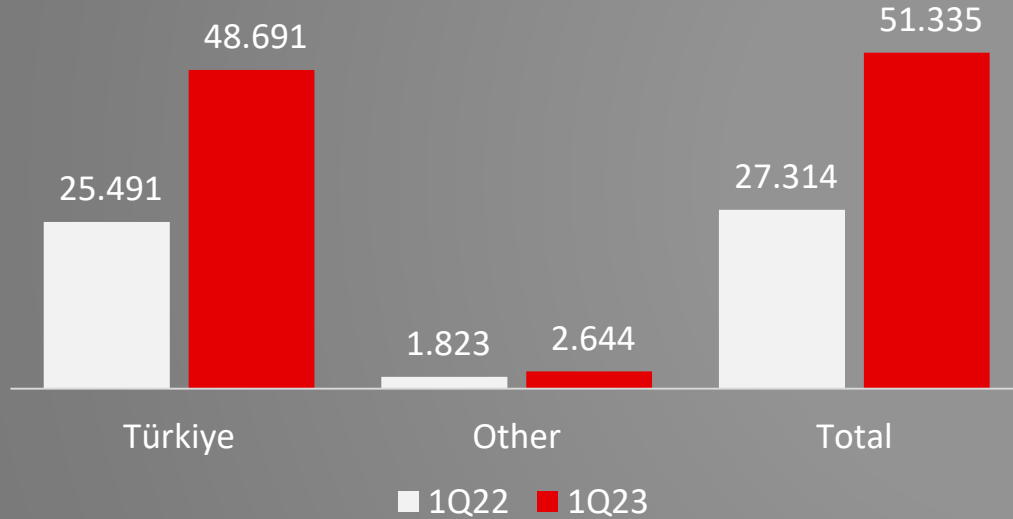
BIM EGYPT



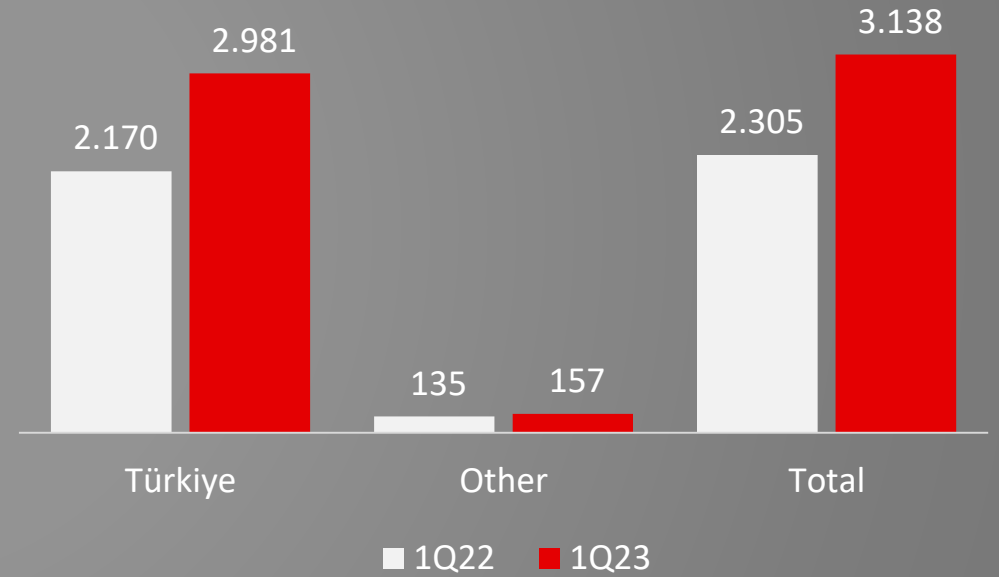
The improvement continues.
10 new stores in 1Q23.

FOREIGN OPERATIONS' CONTRIBUTION

Contribution to Consolidated Sales
(TL million)



Contribution to Consolidated EBITDA
(TL million)



- ✓ Highlights
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Q & A





BIM

Appendixes
IFRS Statements

IFRS INCOME STATEMENT

TL million	3 months ended 31 March		
	Q1 2022	Q1 2023	Change % Q1 22 / Q1 23
Net Sales	27.314	51.335	88%
COGS	(22.246)	(42.115)	89%
Gross Profit	5.068	9.220	82%
Total SG&A	(3.319)	(7.030)	112%
EBIT	1.748	2.190	25%
Net financial inc/(exp)	(214)	(473)	121%
Other income/(expenses)	94	21	-77%
PBT	1.628	1.738	7%
Taxes	(283)	(391)	38%
Net income	1.344	1.347	0%
<i>Non-controlling Interests</i>	<i>3</i>	<i>(7)</i>	<i>n.a</i>
<i>Owners of Parent</i>	<i>1.342</i>	<i>1.354</i>	<i>1%</i>
D&A	(556)	(948)	70%
EBITDA	2.305	3.138	36%

IFRS INCOME STATEMENT (w/o IFRS 16)

TL million	3 months ended 31 March		
	Q1 2022 Without IFRS16	Q1 2023 Without IFRS16	Change % Q1 22 / Q1 23
Net Sales	27.314	51.335	88%
(COGS)	(22.246)	(42.115)	89%
Gross Profit	5.068	9.220	82%
Total SG&A	(3.504)	(7.337)	109%
EBIT	1.564	1.883	20%
Net financial inc/(exp)	36	(88)	n.a
Other income/(expenses)	85	7	-92%
PBT	1.685	1.802	7%
Taxes	(298)	(403)	35%
Net income	1.386	1.398	1%
<i>Non-controlling Interests</i>	3	(7)	<i>n.a</i>
<i>Owners of Parent</i>	1.383	1.406	2%
D&A	(242)	(500)	107%
EBITDA	1.806	2.383	32%

IFRS BALANCE SHEET

TL Million	As of 31 March	
	2022	2023
TOTAL CURRENT ASSETS	19.892	35.979
Cash & Cash Equivalents	1.990	1.715
Financial Investments	356	2.316
Trade Receivables	5.186	9.013
Prepayments	1.253	1.842
Inventories	10.704	19.507
Other Current Assets	403	1.586
TOTAL NON-CURRENT ASSETS	17.652	40.052
Financial Investments	978	2.093
Tangible Assets	8.438	23.513
Right of Use Assets (IFRS 16)	7.689	13.014
Other Non-Current Assets	548	1.432
TOTAL ASSETS	37.544	76.030
TOTAL CURRENT LIABILITIES	21.088	37.195
Current Borrowings	1.891	3.222
<i>Bank loans</i>	131	254
<i>Lease liabilities</i>	1.760	2.968
Trade Payables	17.912	31.339
Current Tax Liabilities	407	604
Other Current Liabilities	878	2.030
TOTAL NON-CURRENT LIABILITIES	7.358	12.505
Lease Liabilities	6.951	11.324
Non-Current Provisions	407	1.172
Deferred Tax Liabilities	0	9
TOTAL EQUITY	9.097	26.330
TOTAL EQUITY AND LIABILITIES	37.544	76.030

IFRS CASH FLOW

TL million	3 months ended 31 March	
	Q1 2022	Q1 2023
Net Income	1.344	1.347
D&A	556	948
Non Cash Tax Expense	283	391
Other Non-Cash Items	800	1.818
Funds From Operations	2.984	4.504
Change In Net Working Capital	(1.749)	(1.679)
Tax & Other Payments	(520)	(855)
Operating Cash Flow	714	1.970
Capital Expenditures	(853)	(1.638)
Proceeds From Sales of PPE	10	27
Change in Financial Investments	1.179	(237)
Cash Flow from Investing Activities	336	(1.848)
Free Cash Flow	1.050	122
Dividends	(39)	0
Proceeds from ST Borrowings	30	254
Proceeds from Lease Borrowings (IFRS 16)	(499)	(756)
Treasury Shares Purchase & Sale, Net	(48)	(110)
Cash Flow From Financing Activity	(556)	(612)
Currency Translation Differences	(14)	(1)
Increase/(Decrease) In Cash	479	(491)