



Q3 | 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
- ✓ Guidance
- ✓ Q & A

HEADLINES of KEY FIGURES for Q3 2023



74,4 billion TL sales
(+81% YoY)



2,2 billion TL CAPEX
(3,0% of sales)



12.046 total stores
228 new stores in 3Q 2023



6,7 billion TL EBITDA
(9,0% margin and +130% YoY)

3,84 billion TL Net Income
(5,2% margin, 117% YoY)



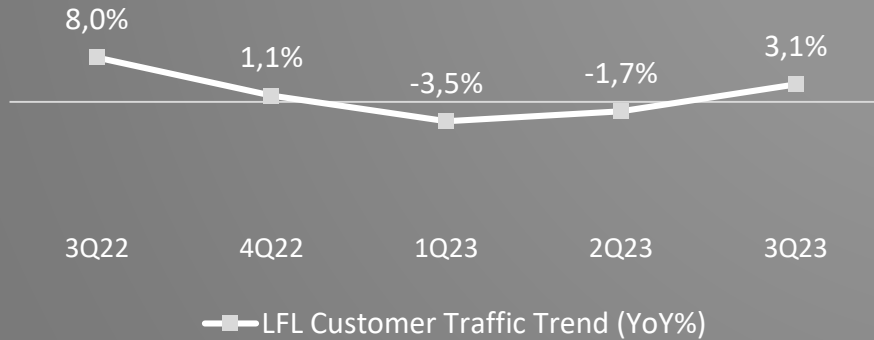
Improvement in traffic figures,
Strong cash generation,
Upward revision in 2023 guidance.

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LIKE FOR LIKE SALES INCREASE (BIM TURKIYE*)

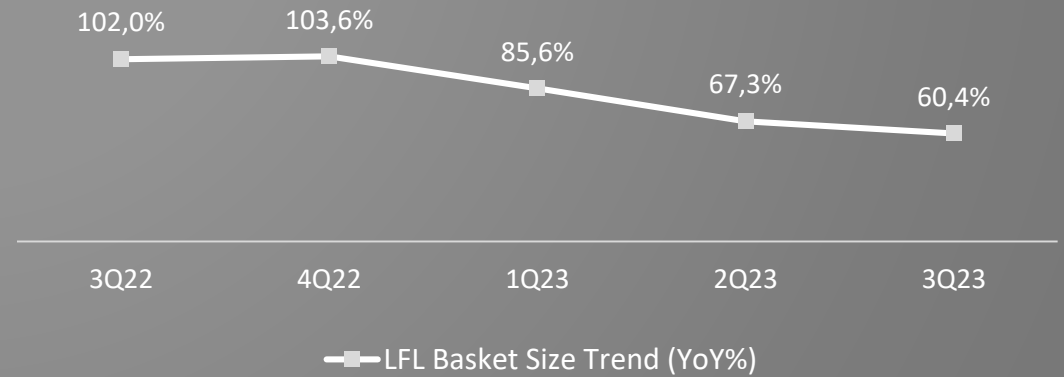
QUARTERLY

	2022 Q3	2023 Q3	CHANGE
Like-For-Like Sales <i>(per store/per day (TL))</i>	42.456	70.253	65,5%
Like-For-Like Basket <i>(TL/per visit)</i>	73,21	117,45	60,4%
Like-For-Like Customer Traffic <i>(per store/per day)</i>	579,9	598,1	3,1%
Number of working days	90	91	

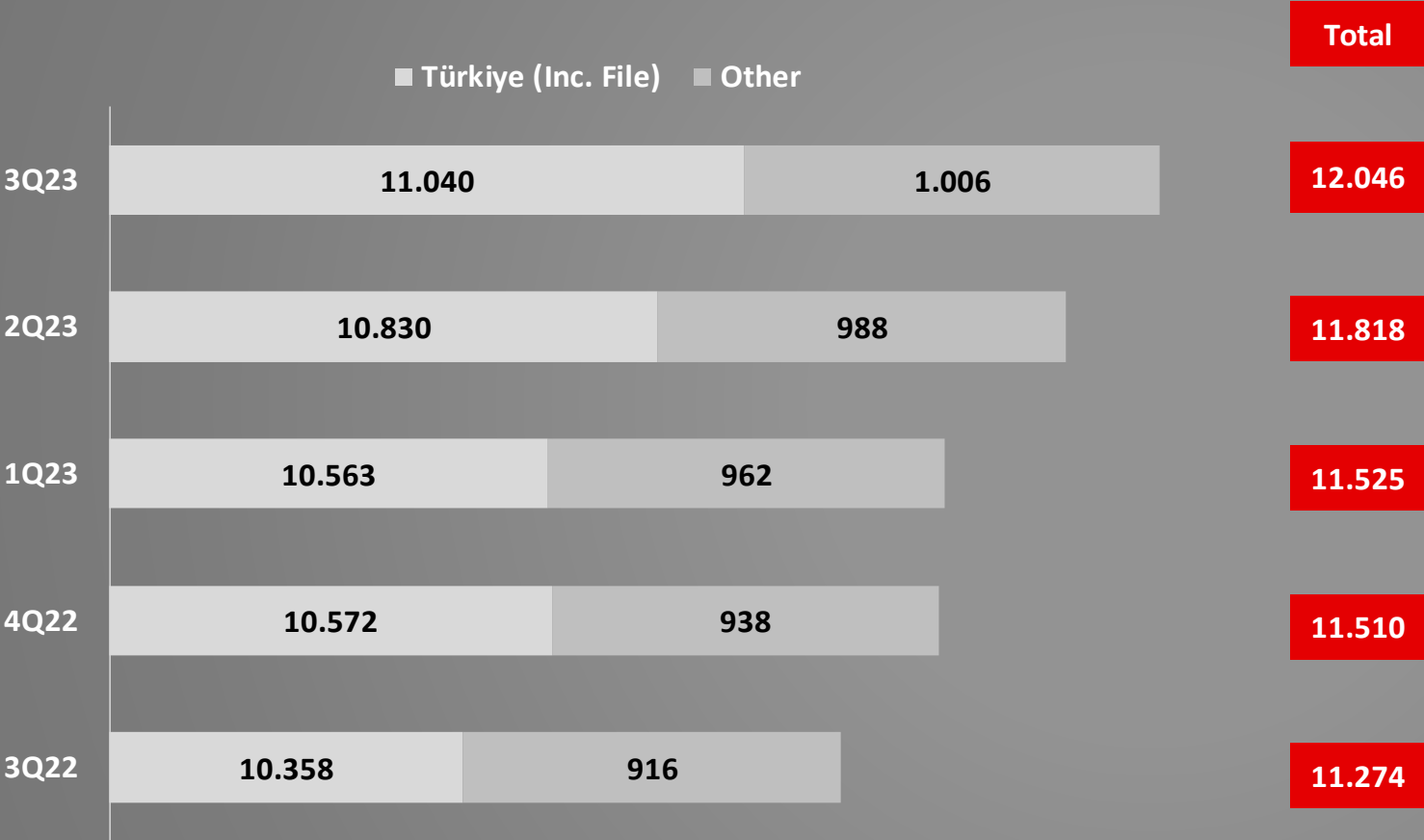


9 MONTHS

	9M 2022	9M 2023	CHANGE
Like-For-Like Sales <i>(per store/per day (TL))</i>	35.604	60.326	69,4%
Like-For-Like Basket <i>(TL/per visit)</i>	62	105	68,9%
Like-For-Like Customer Traffic <i>(per store/per day)</i>	571,5	573,4	0,3%
Number of working days	270	269	

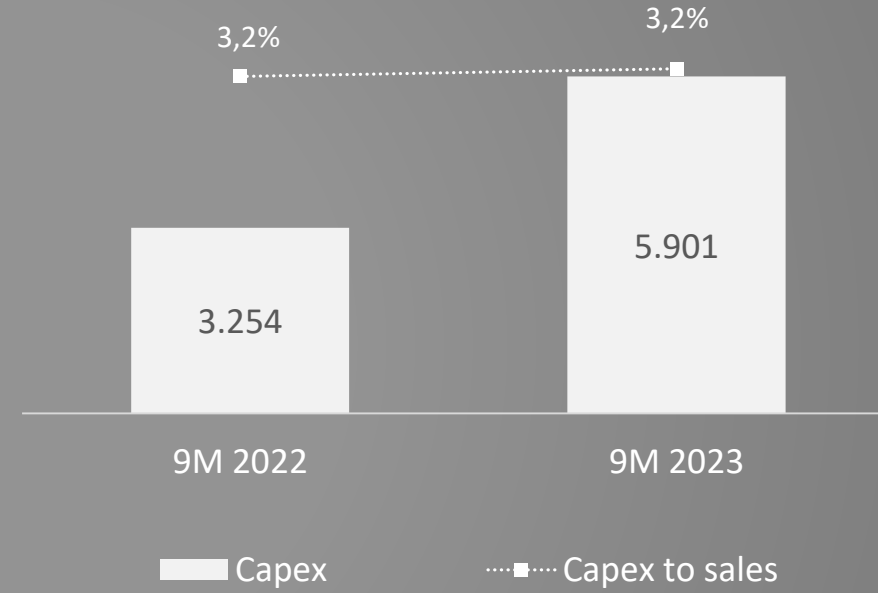
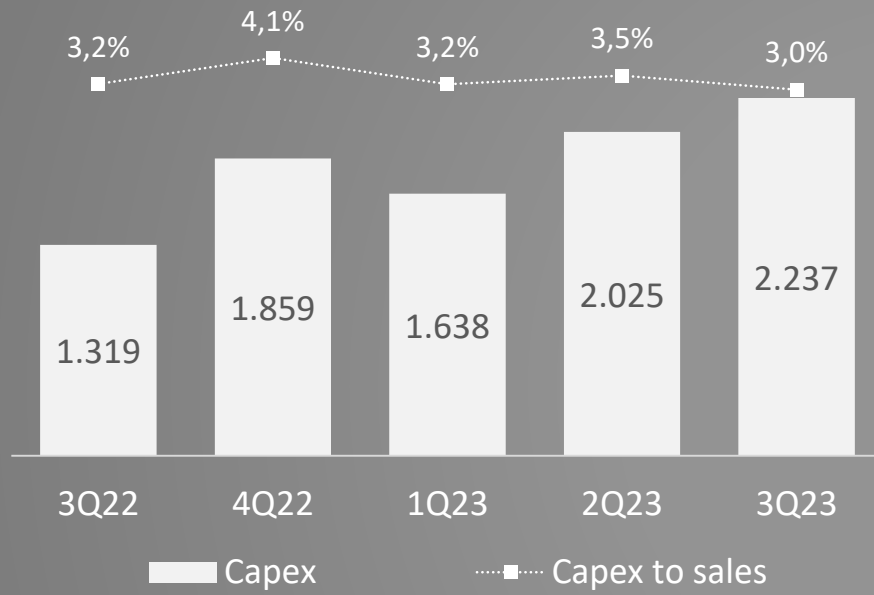


EXPANSION



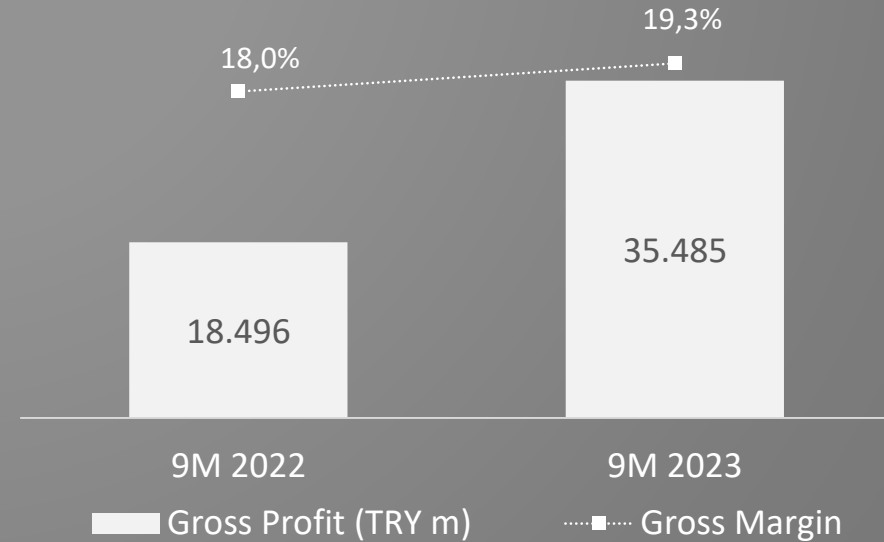
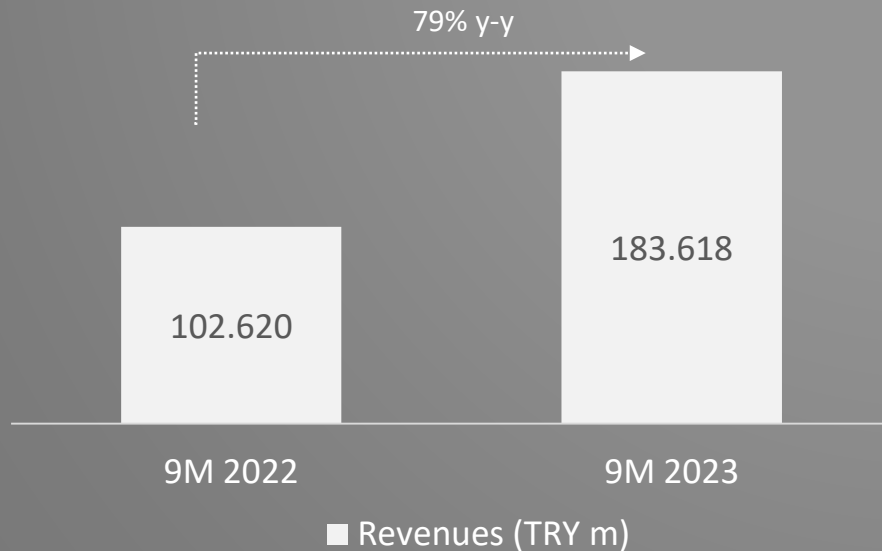
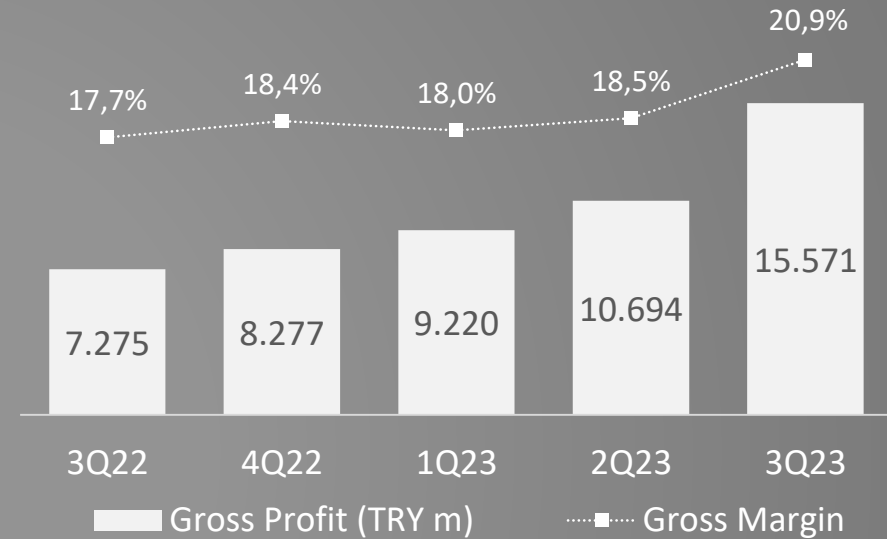
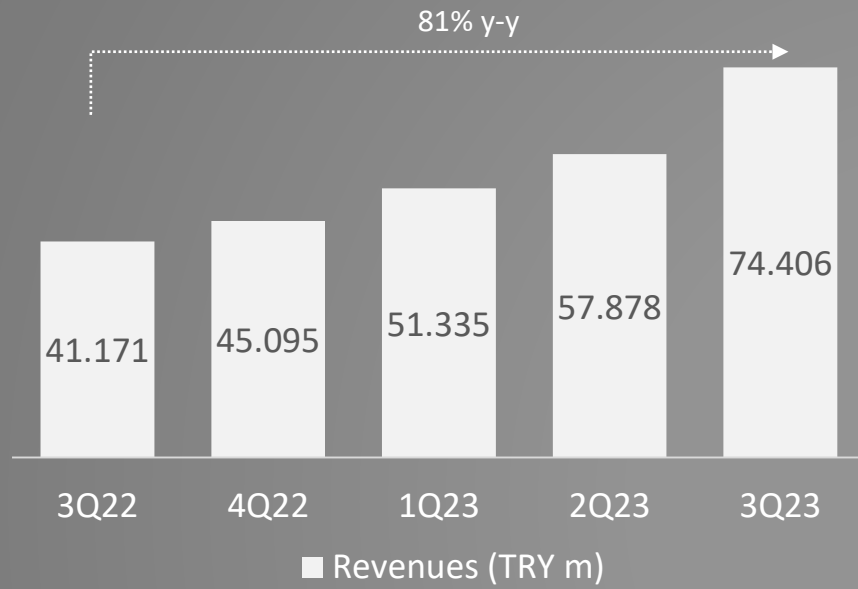
- Store growth 7% YoY
- New openings in Türkiye in 3Q23: 210
- New store openings in 9M23 761
 Store closures due to earthquake (225)
 Net store openings in 9M23 536
- The number of BIM Mini stores reached 192 as of 9M23.

CAPEX



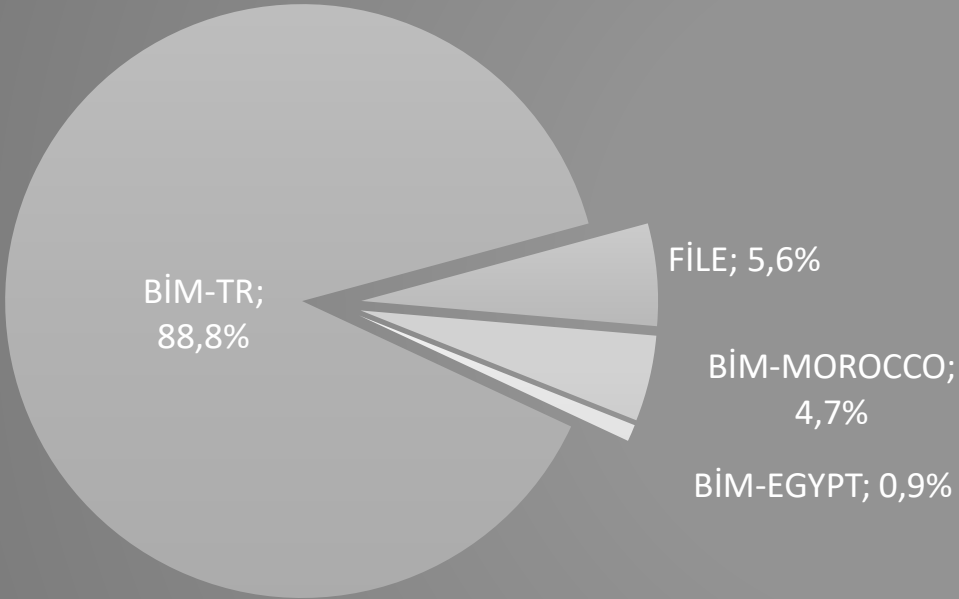
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NET SALES & GROSS PROFIT

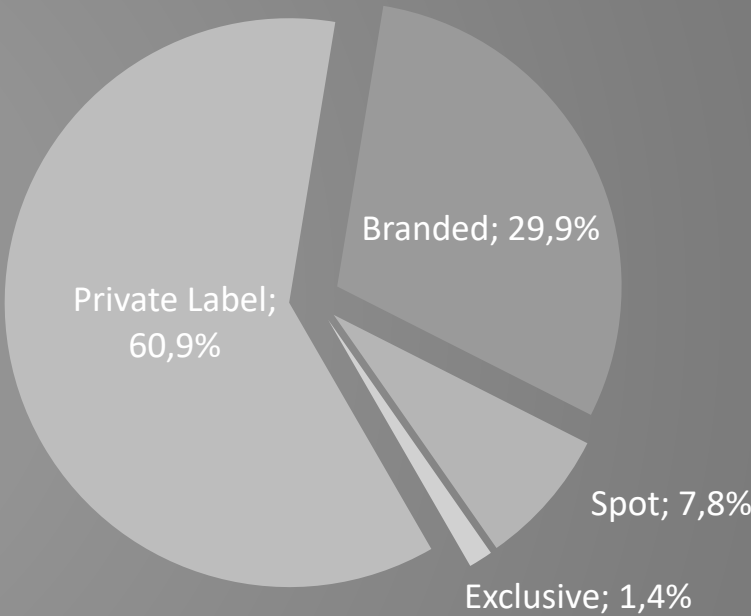


REVENUE BREAKDOWN

BY FORMAT AND GEOGRAPHY (3Q23)

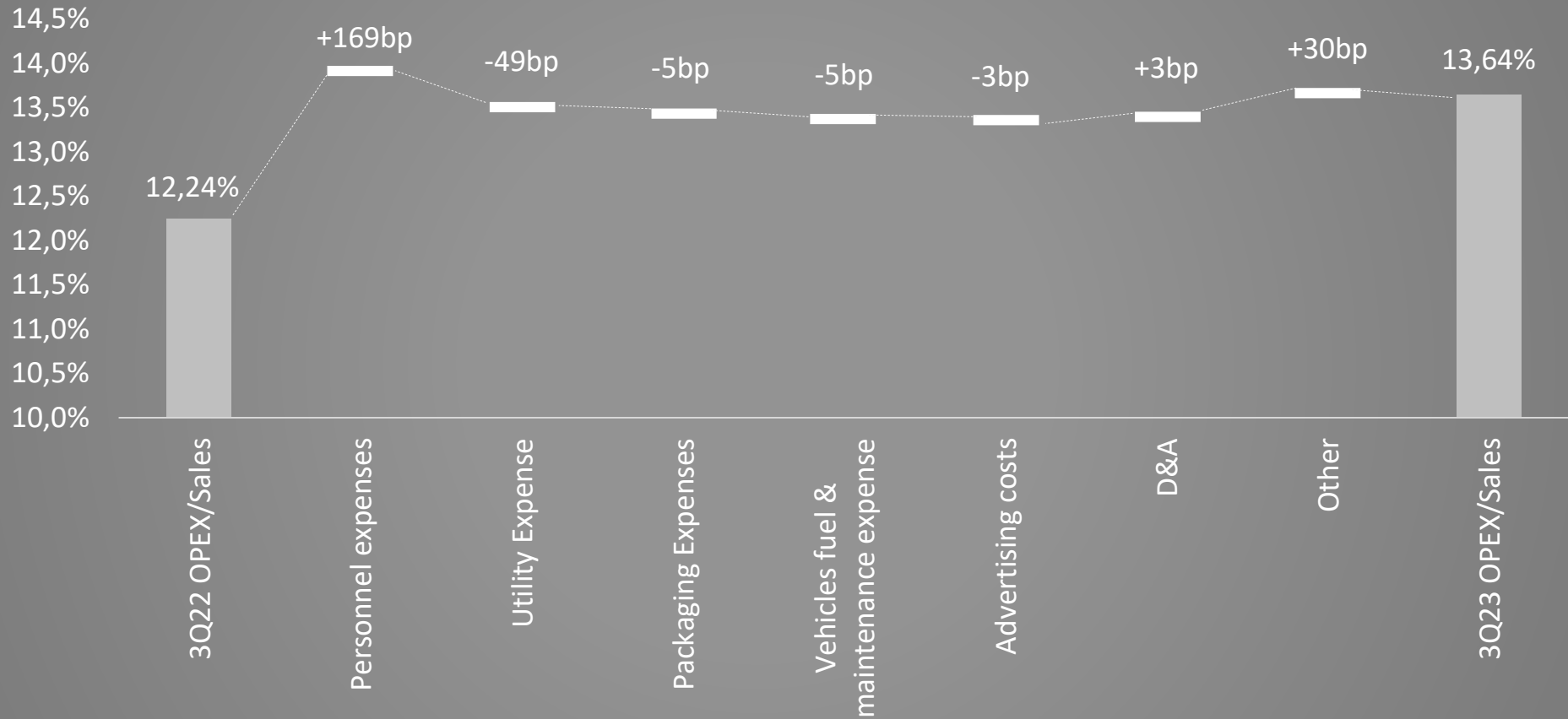


BY CATEGORY* (3Q23)



*BiM Türkiye

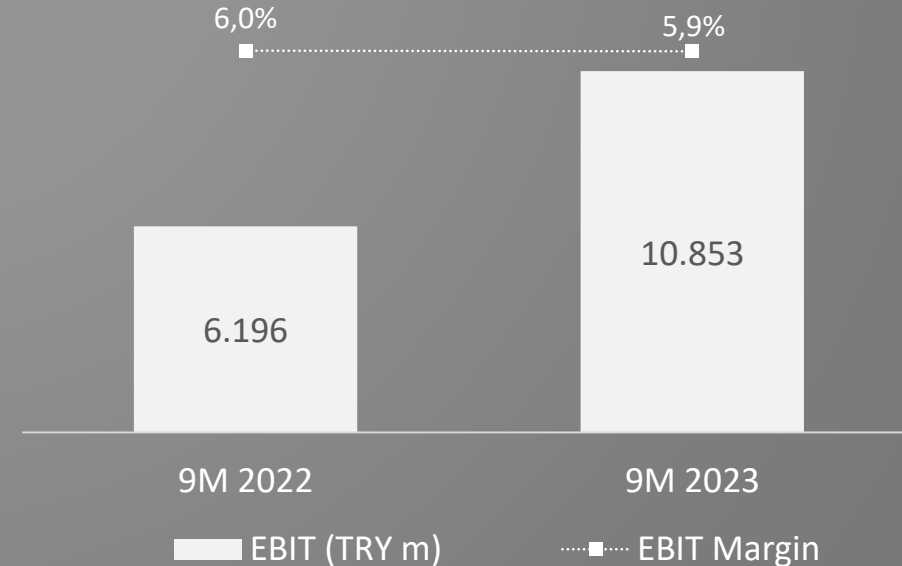
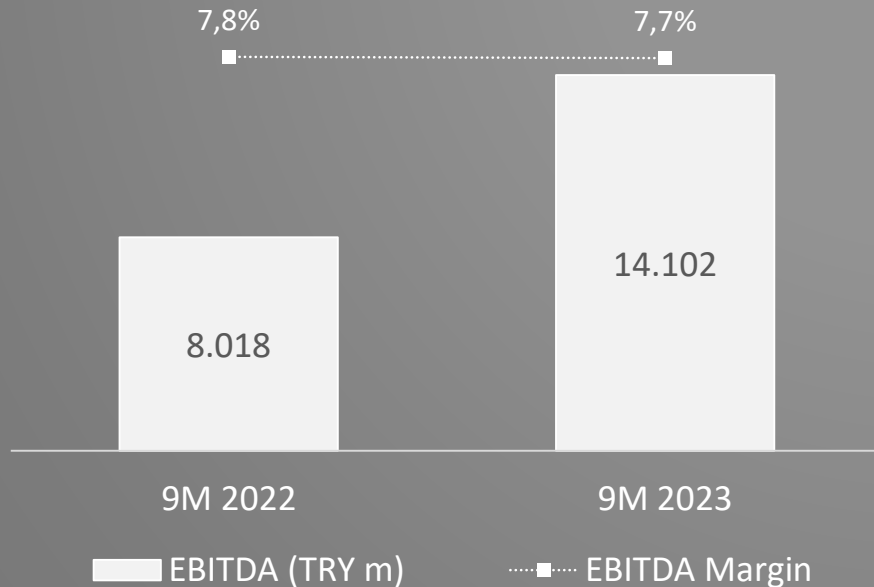
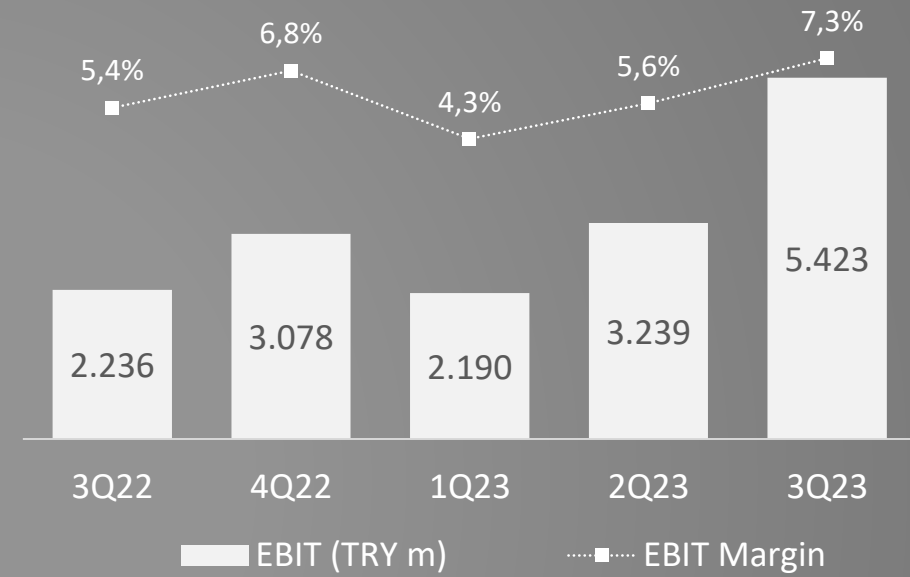
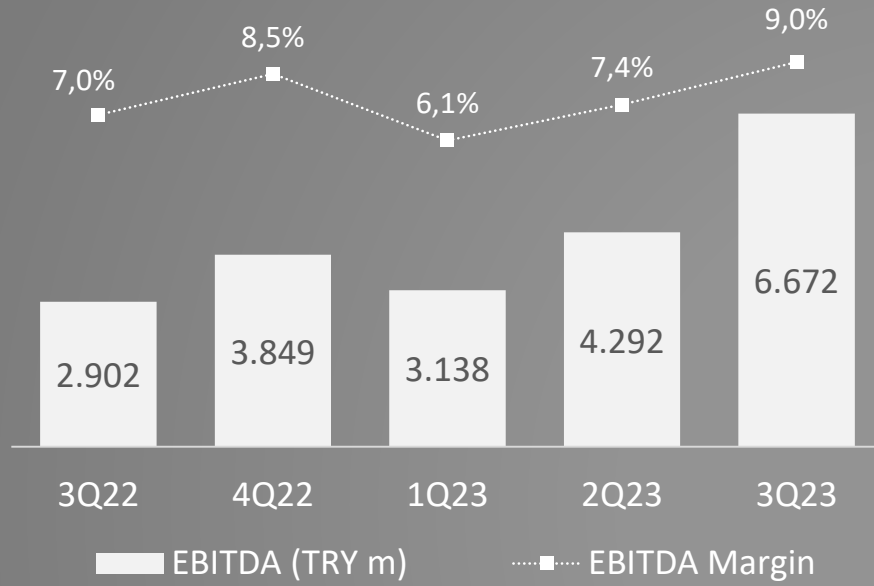
OPEX MANAGEMENT



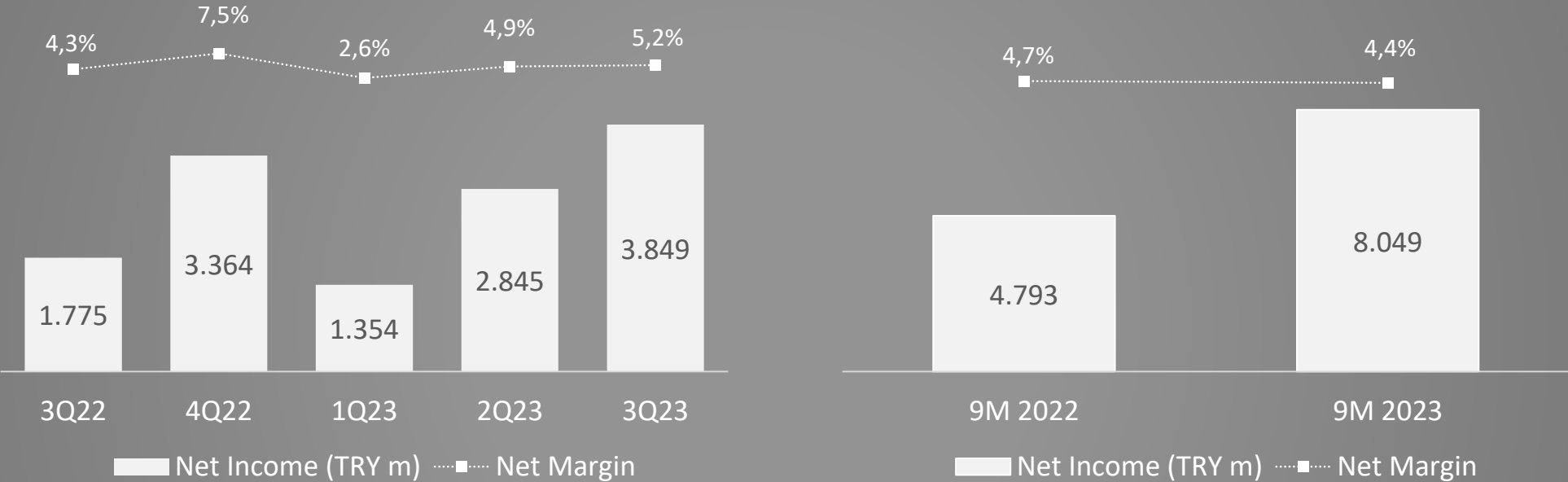
% of revenues:

3Q22	7,02%	1,46%	0,15%	0,39%	0,29%	1,62%	1,31%
3Q23	8,71%	0,97%	0,10%	0,34%	0,26%	1,64%	1,61%

EBITDA & EBIT

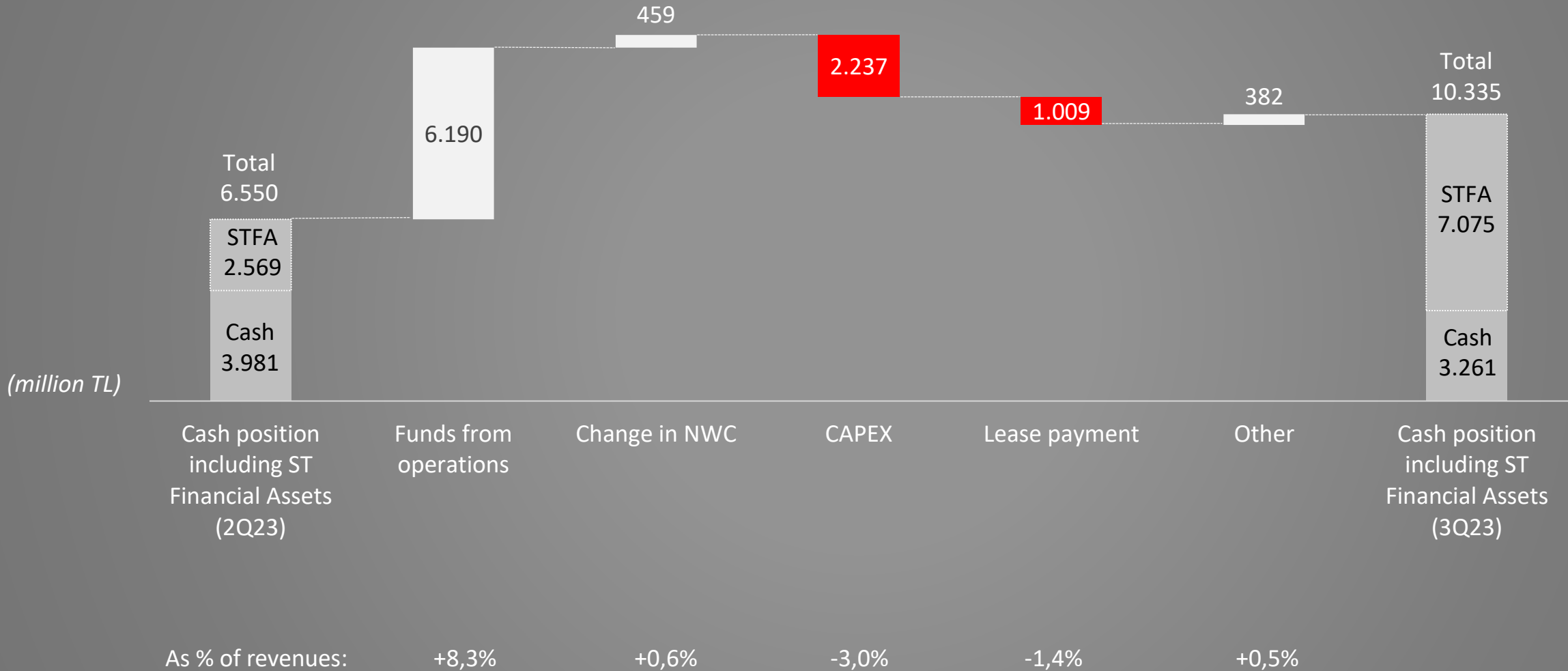


NET INCOME



- 117% y-y increase in 3Q23
- 68% y-y increase in 9M23

QUARTERLY CASH FLOW BRIDGE



FILE



- 223 stores in 26 cities. 4 new stores in 3Q23.
- 4th warehouse to be opened nearby Izmir.
 - FILE online shopping platform operates with 53 stores, of which two of them are dark store.
 - Online sales form 5% of FILE's revenues.
- 32% share of Private Labels within FILE's total sales.

FOREIGN OPERATIONS

BIM MAROC



The 4th warehouse is under construction.
9 new stores in 3Q23.

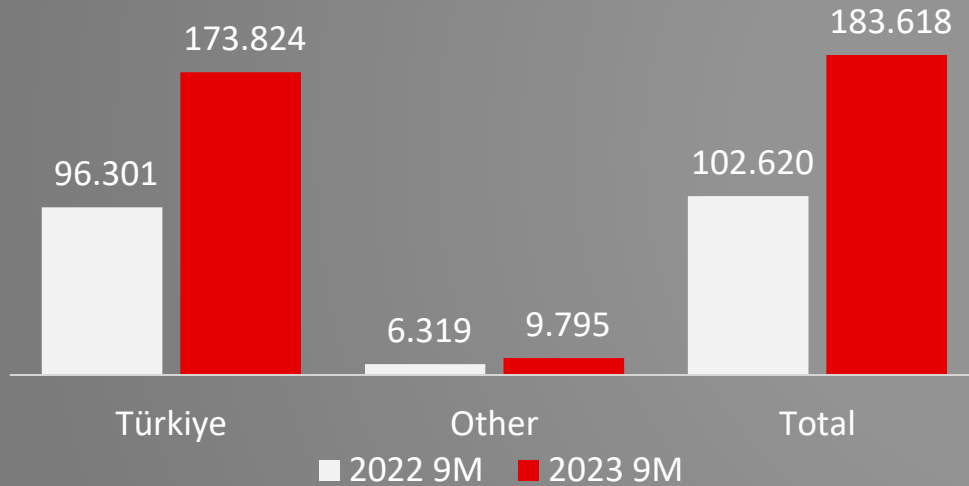
BIM EGYPT



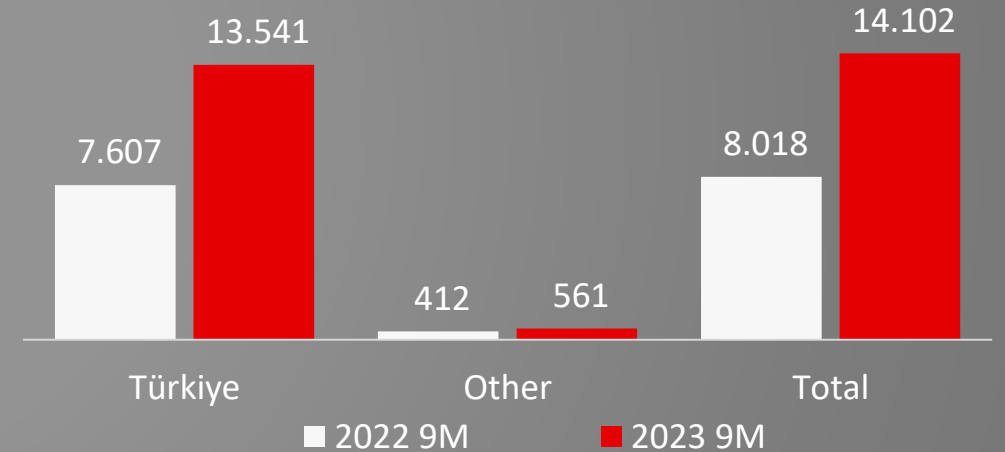
9 new stores in 3Q23.
Looking for new warehouse locations.

FOREIGN OPERATIONS' CONTRIBUTION

Contribution to Consolidated Sales
(TL million)






Contribution to Consolidated EBITDA
(TL million)



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GUIDANCE

2023 GUIDANCE

	Initial (13.03.2023)		Revision (07.11.2023)
SALES GROWTH	75% ($\pm 5\%$)		~ 80%
EBITDA MARGIN*	7,0% - 7,5%		7,5% - 8,0%
CAPEX TO SALES	3,5%		3,2%

* EBITDA Margin is after IFRS-16

- ✓ 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 2022	9M 2023	Change % 9M 22 / 9M 23	Q3 2022	Q3 2023	Change % Q3 22 / Q3 23
Net Sales	102.620	183.618	79%	41.171	74.406	81%
(COGS)	(84.124)	(148.133)	76%	(33.896)	(58.835)	74%
Gross Profit	18.496	35.485	92%	7.275	15.571	114%
Total SG&A	(12.300)	(24.632)	100%	(5.040)	(10.147)	101%
EBIT	6.196	10.853	75%	2.236	5.423	143%
Net financial inc/(exp)	(750)	(1.377)	84%	(269)	(523)	94%
Other income/(expenses)	479	853	78%	179	346	93%
PBT	5.925	10.328	74%	2.145	5.246	145%
Taxes	(1.120)	(2.285)	104%	(368)	(1.389)	278%
Net income	4.805	8.043	67%	1.778	3.857	117%
<i>Non-controlling Interests</i>	12	(6)	<i>n.a</i>	2	8	229%
<i>Owners of Parent</i>	4.793	8.049	68%	1.775	3.849	117%
D&A	(1.822)	(3.249)	78%	(666)	(1.248)	87%
EBITDA	8.018	14.102	76%	2.902	6.672	130%

IFRS INCOME STATEMENT (w/o IFRS 16)

TL million	9 months ended 30 September			3 months ended 30 September		
	9M 2022	9M 2023	Change %	Q3 2022	Q3 2023	Change %
	Without IFRS16	Without IFRS16	9M 22 / 9M 23	Without IFRS16	Without IFRS16	Q3 22 / Q3 23
Net Sales	102.620	183.618	79%	41.171	74.406	81%
(COGS)	(84.124)	(148.133)	76%	(33.896)	(58.835)	74%
Gross Profit	18.496	35.485	92%	7.275	15.571	114%
Total SG&A	(12.934)	(25.669)	98%	(5.276)	(10.519)	99%
EBIT	5.562	9.816	76%	1.999	5.052	153%
Net financial inc/(exp)	64	24	-63%	24	(3)	n.a
Other income/(expenses)	454	816	80%	168	335	100%
PBT	6.080	10.656	75%	2.191	5.384	146%
Taxes	(1.164)	(2.418)	108%	(381)	(1.485)	290%
Net income	4.916	8.238	68%	1.810	3.899	115%
<i>Non-controlling Interests</i>	12	(6)	n.a	3	8	213%
<i>Owners of Parent</i>	4.904	8.245	68%	1.807	3.890	115%
D&A	(813)	(1.662)	104%	(302)	(611)	102%
EBITDA	6.375	11.479	80%	2.301	5.663	146%

IFRS BALANCE SHEET

TL Million	As of 30 September	
	2022	2023
TOTAL CURRENT ASSETS	27.030	51.662
Cash & Cash Equivalents	1.116	3.261
Financial Investments	2.333	7.075
Trade Receivables	7.554	13.833
Prepayments	753	1.606
Inventories	14.246	24.024
Other Current Assets	1.028	1.863
TOTAL NON-CURRENT ASSETS	21.240	47.765
Financial Investments	978	2.093
Tangible Assets	10.098	26.214
Right of Use Assets (IFRS 16)	9.402	17.561
Other Non-Current Assets	762	1.898
TOTAL ASSETS	48.270	99.428
TOTAL CURRENT LIABILITIES	28.693	52.923
Current Borrowings	2.362	3.906
<i>Bank Loans</i>	205	0
<i>Lease Liabilities</i>	2.157	3.906
Trade Payables	24.182	43.276
Current Tax Liabilities	342	1.388
Other Current Liabilities	1.807	4.353
TOTAL NON-CURRENT LIABILITIES	8.793	16.462
Lease Liabilities	8.385	15.280
Non-Current Provisions	408	1.172
Deferred Tax Liabilities	0	10
TOTAL EQUITY	10.783	30.043
TOTAL EQUITY AND LIABILITIES	48.270	99.428

IFRS CASH FLOW

TL million	9 months ended 30 September		3 months ended 30 September	
	9M 2022	9M 2023	Q3 2022	Q3 2023
Net Income	4.805	8.043	1.778	3.857
D&A	1.822	3.249	666	1.248
Non Cash Tax Expense	1.120	2.285	368	1.389
Other Non-Cash Items	1.316	2.551	474	329
Funds From Operations	9.063	16.129	3.286	6.823
Change In Net Working Capital	(915)	1.228	(12)	459
Tax & Other Payments	(1.457)	(1.824)	(483)	(633)
Operating Cash Flow	6.691	15.532	2.791	6.650
Capital Expenditures	(3.254)	(5.901)	(1.319)	(2.237)
Proceeds From Sales of PPE	28	124	15	96
Change in Financial Investments	(548)	(4.650)	(1.479)	(4.245)
Cash Flow from Investing Activities	(3.774)	(10.427)	(2.784)	(6.387)
Free Cash Flow	2.918	5.106	7	263
Dividends	(936)	(1.251)	0	0
Proceeds from ST Borrowings	104	0	51	0
Proceeds from Lease Borrowings (IFRS 16)	(1.643)	(2.624)	(600)	(1.009)
Treasury Shares Purchase & Sale, Net	(72)	(110)	0	0
Cash Flow From Financing Activity	(2.547)	(3.985)	(550)	(1.009)
Currency Translation Differences	(33)	(35)	2	25
Increase/(Decrease) In Cash	337	1.085	(540)	(721)