



2Q | 2024

FINANCIAL RESULTS



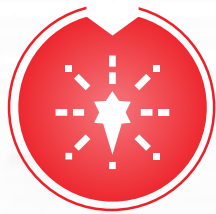
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Please note that all financial data are prepared based on IFRS accounting. Financial data starting with 2023 FY results have been prepared by applying inflation accounting in accordance with the provisions of IAS 29. In addition to financial data with IAS 29, we also provide financial data without IAS 29 for information purpose only. As Company provides its guidance based on financial data without IAS 29, additional information on financial data aims to help investors to make comprehensive analysis on quarterly results. 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



APPDX



Highlights

▶ HEADLINES of KEY FIGURES for 2Q24 (with TAS 29 inflation accounting on financials)

109.3 billion TL
SALES (+8% YoY)



3.5% **Customer traffic growth**
(in 2Q24 YoY)



4.5 billion TL
CAPEX (4.1% of sales)



13,124 **Total stores**
(333 net new stores in 2Q24)



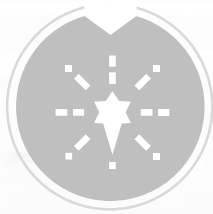
3.7 billion TL
EBITDA (3.3% margin)



4.5 billion TL
NET INCOME (4.1% margin)



- 8% y-y real growth.
- Positive momentum of traffic growth continues.



Highlights



**Operational
Performance**



**Financial
Performance**



Q & A



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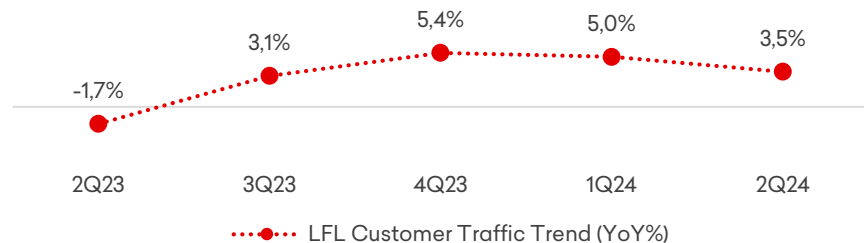


LIKE FOR LIKE SALES INCREASE (BIM TURKIYE*)



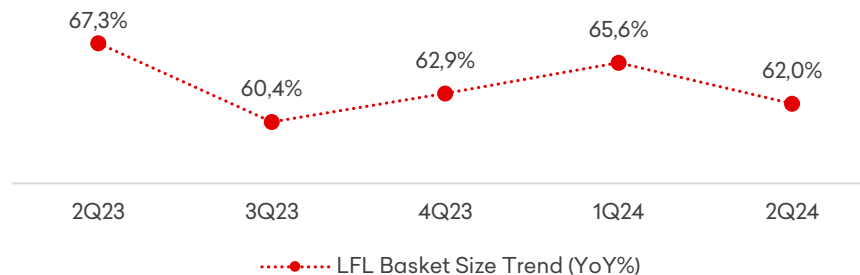
QUARTERLY (w/o TAS 29)

	2023 Q2	2024 Q2	CHANGE
Like-For-Like Sales (per store/per day (TL))	57,618	96,624	67.7%
Like-For-Like Basket (TL/per visit)	102.90	166.69	62.0%
Like-For-Like Customer Traffic (per store/per day)	560.0	579.7	3.5%



SEMI - ANNUALLY (w/o TAS 29)

	2023 6M	2024 6M	CHANGE
Like-For-Like Sales (per store/per day (TL))	54,212	92,528	70.7%
Like-For-Like Basket (TL/per visit)	99.21	162.42	63.7%
Like-For-Like Customer Traffic (per store/per day)	546.5	569.7	4.3%



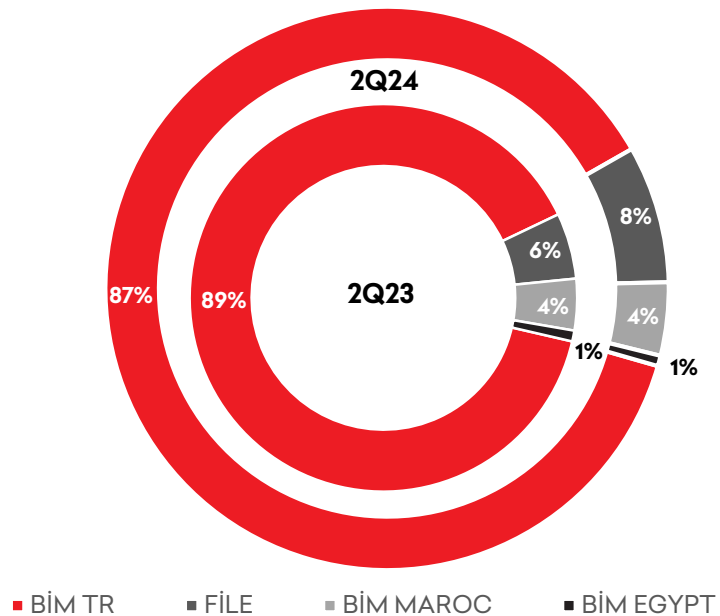
- Positive traffic growth continues.
- Bimflation was **66%** YoY in 2Q24.

(*Note: Calculated on the basis of net sales generated in 2Q22 and 2Q24 by stores operating on 30 June 2022 and that were still open on 30 June 2024 (9,496 stores).

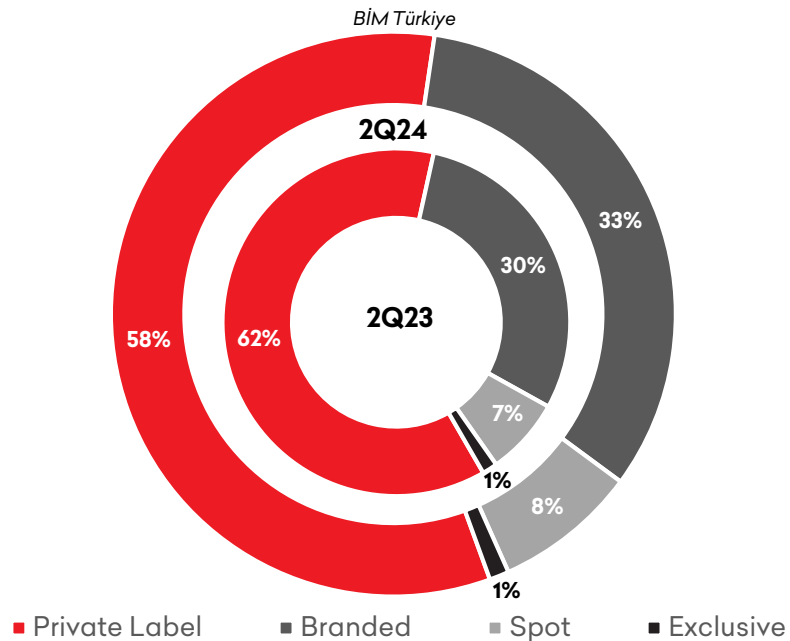


REVENUE BREAKDOWN

BY FORMAT AND GEOGRAPHY*



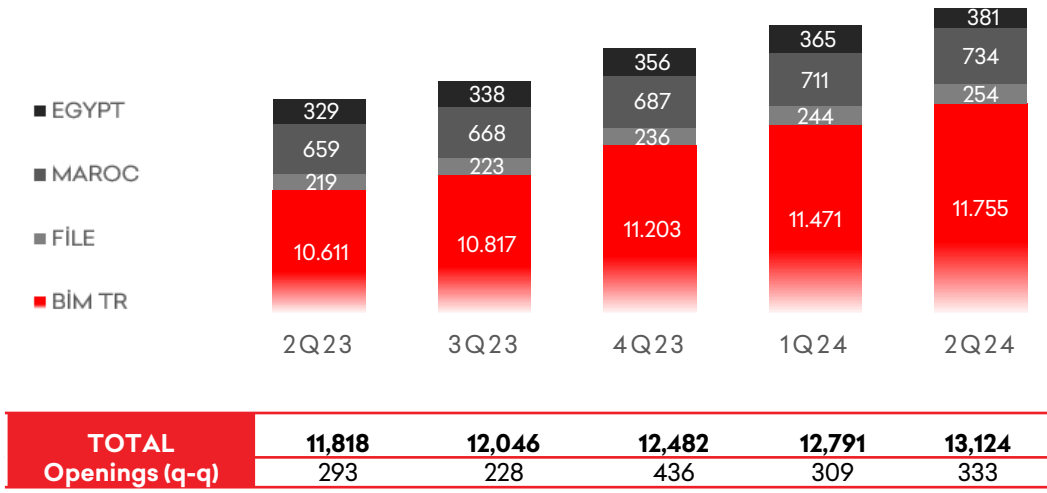
BY CATEGORY



*Without TAS 29 Inflation Accounting

EXPANSION

QUARTERLY



- Store growth **11% YoY**



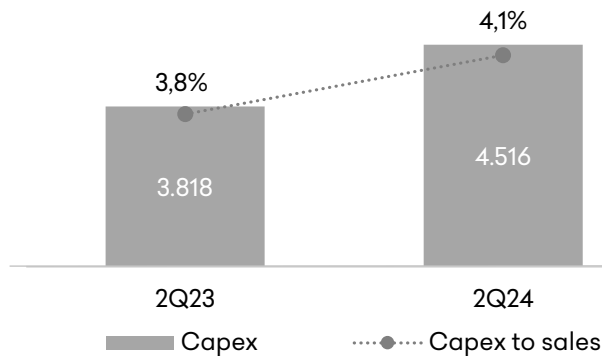
CAPEX



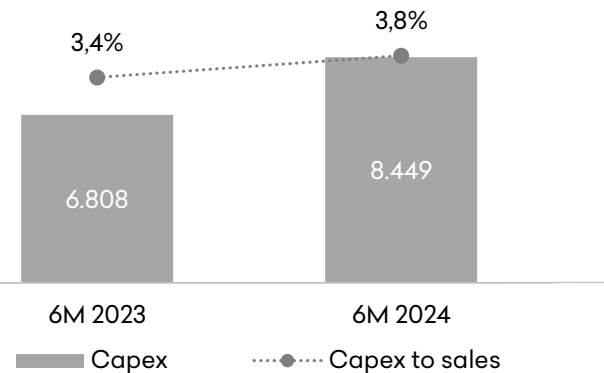
QUARTERLY



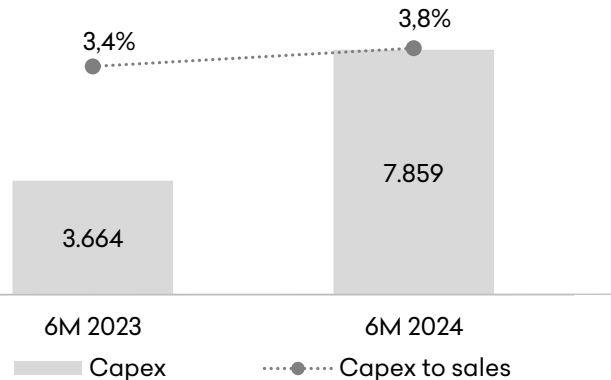
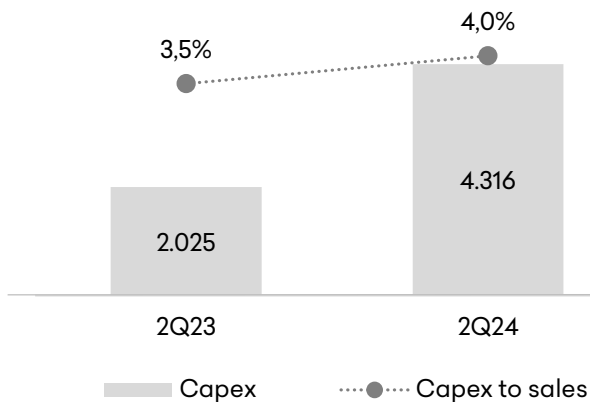
SEMI-ANNUALLY

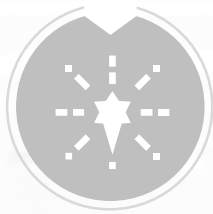


With TAS 29



Without TAS 29





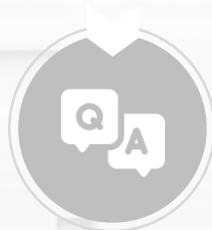
Highlights



**Operational
Performance**



**Financial
Performance**



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NET SALES



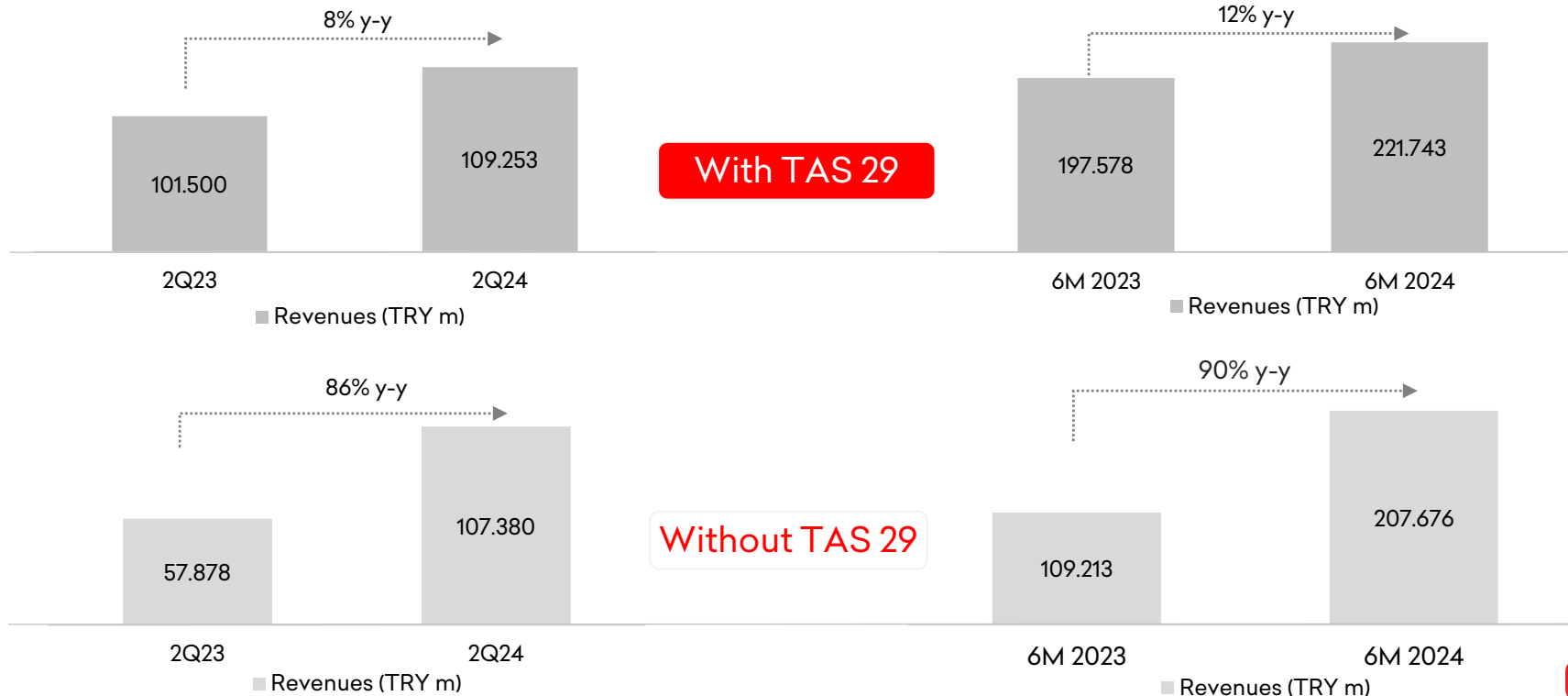
Financial Performance



QUARTERLY



SEMI-ANNUALLY





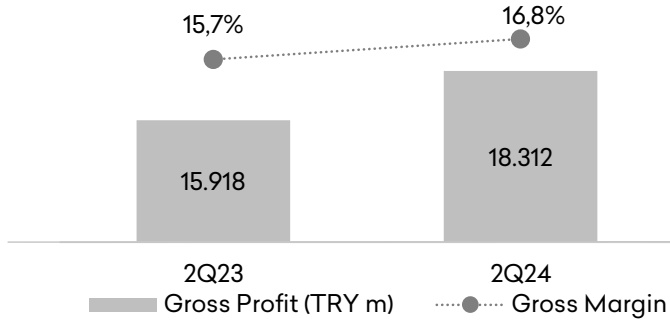
GROSS PROFIT



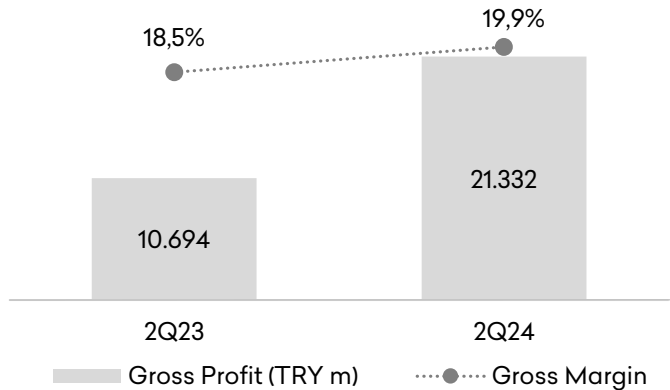
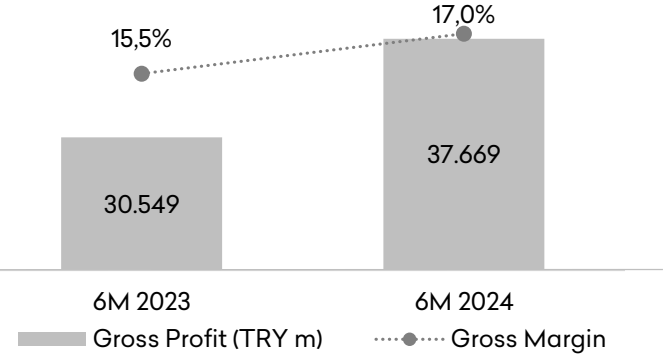
QUARTERLY



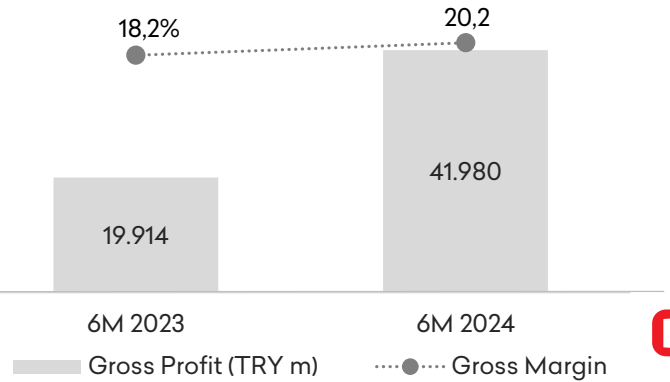
SEMI-ANNUALLY



With TAS 29



Without TAS 29

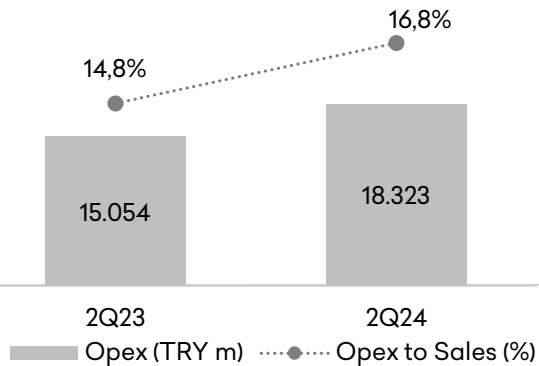




▶ OPERATING LEVERAGE



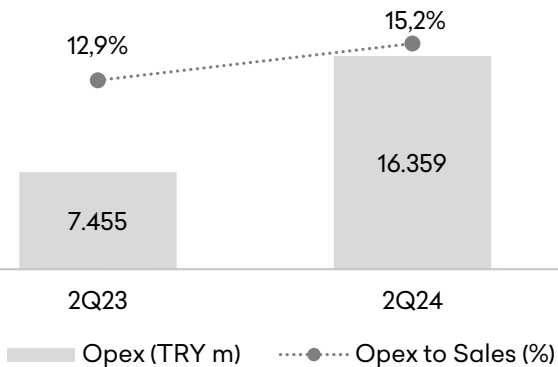
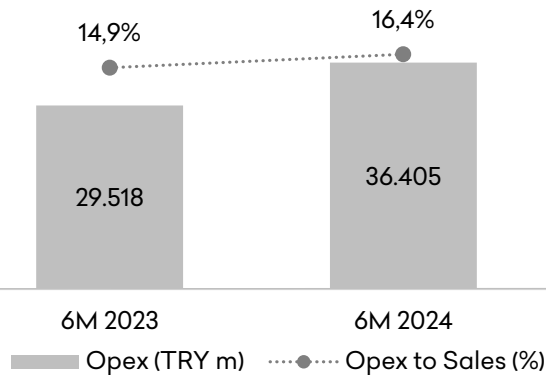
QUARTERLY



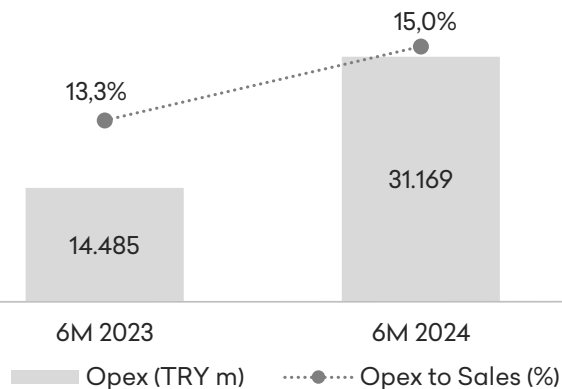
With TAS 29



SEMI-ANNUALLY



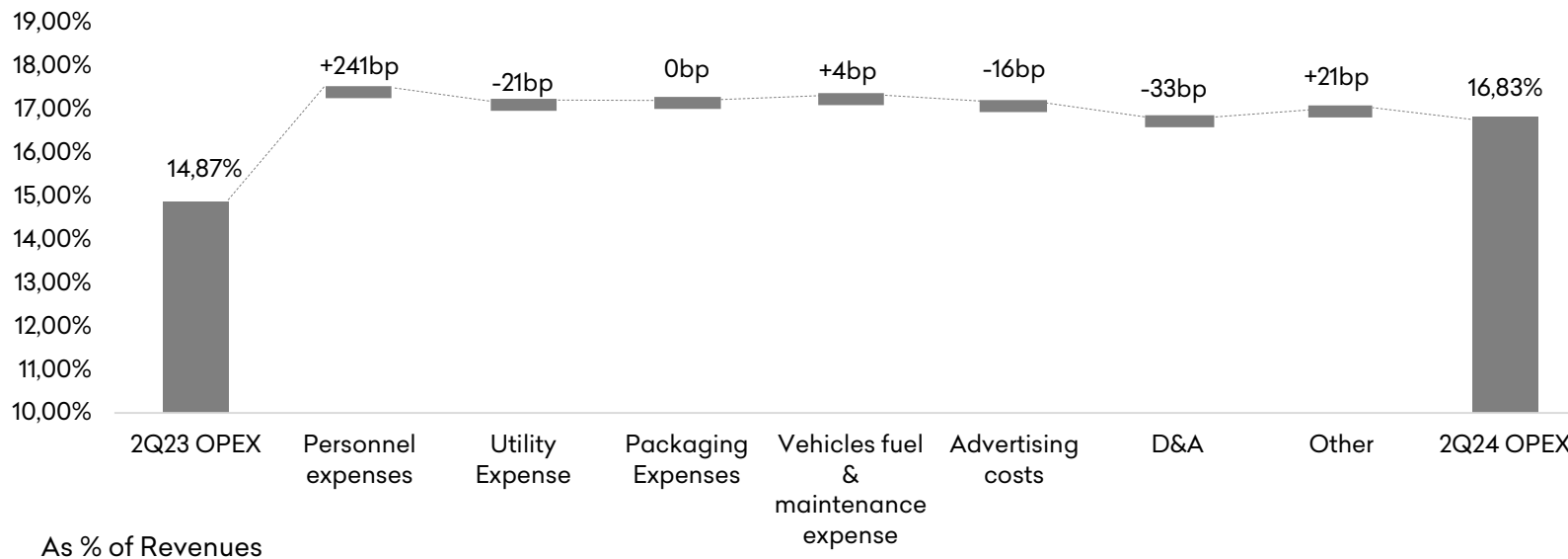
Without TAS 29



► OPEX MANAGEMENT QUARTERLY *



Financial
Performance



	Personnel expenses	Utility Expense	Packaging Expenses	Vehicles fuel & maintenance expense	Advertising costs	D&A	Other
2Q23	8.01%	0.86%	0.11%	0.25%	0.34%	3.68%	1.62%
2Q24	10.42%	0.65%	0.11%	0.29%	0.18%	3.36%	1.83%

BIM 2Q 2024 RESULTS PRESENTATION

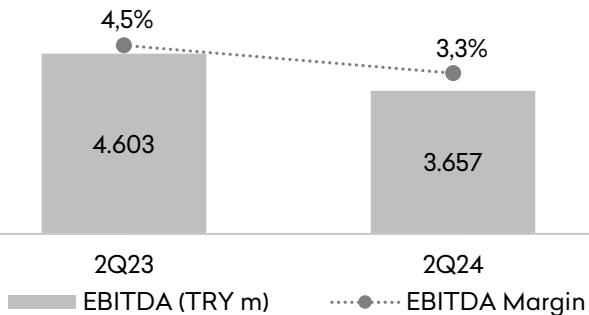
*With TAS 29 Inflation Accounting



EBITDA



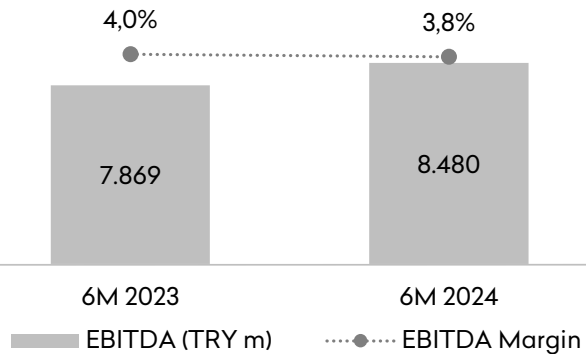
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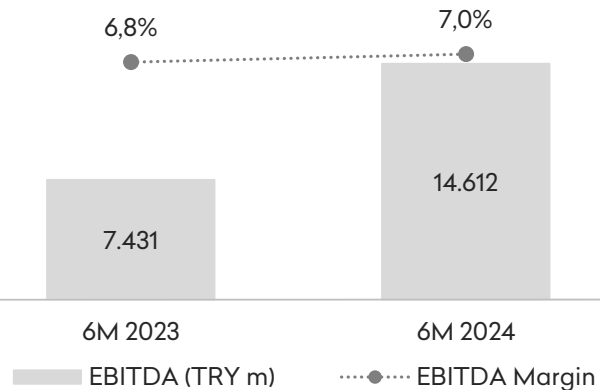
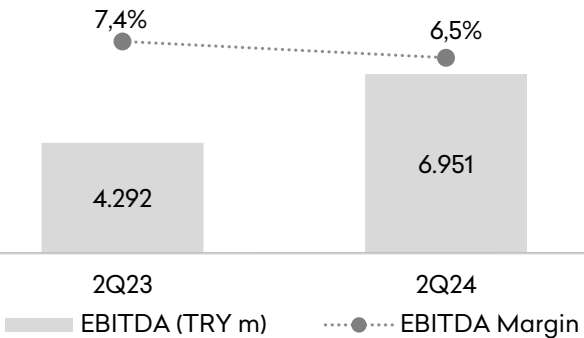
With TAS 29



SEMI-ANNUALLY



Without TAS 29

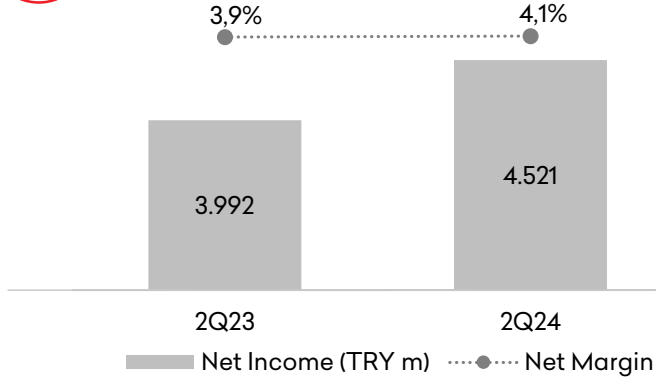




NET INCOME



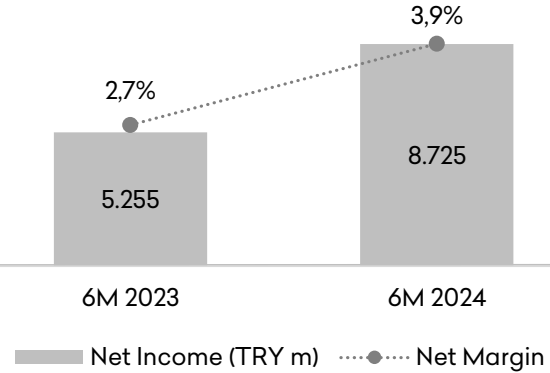
QUARTERLY



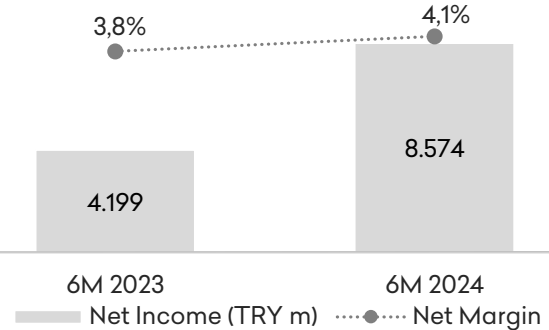
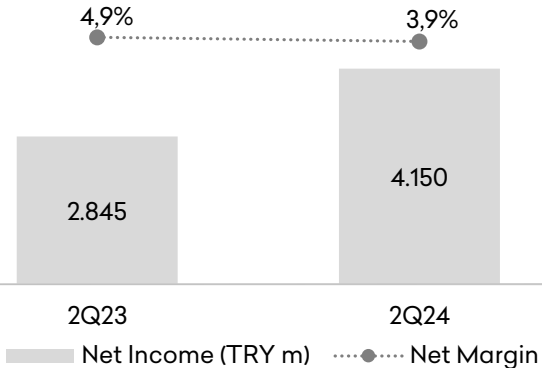
With TAS 29



SEMI-ANNUALLY

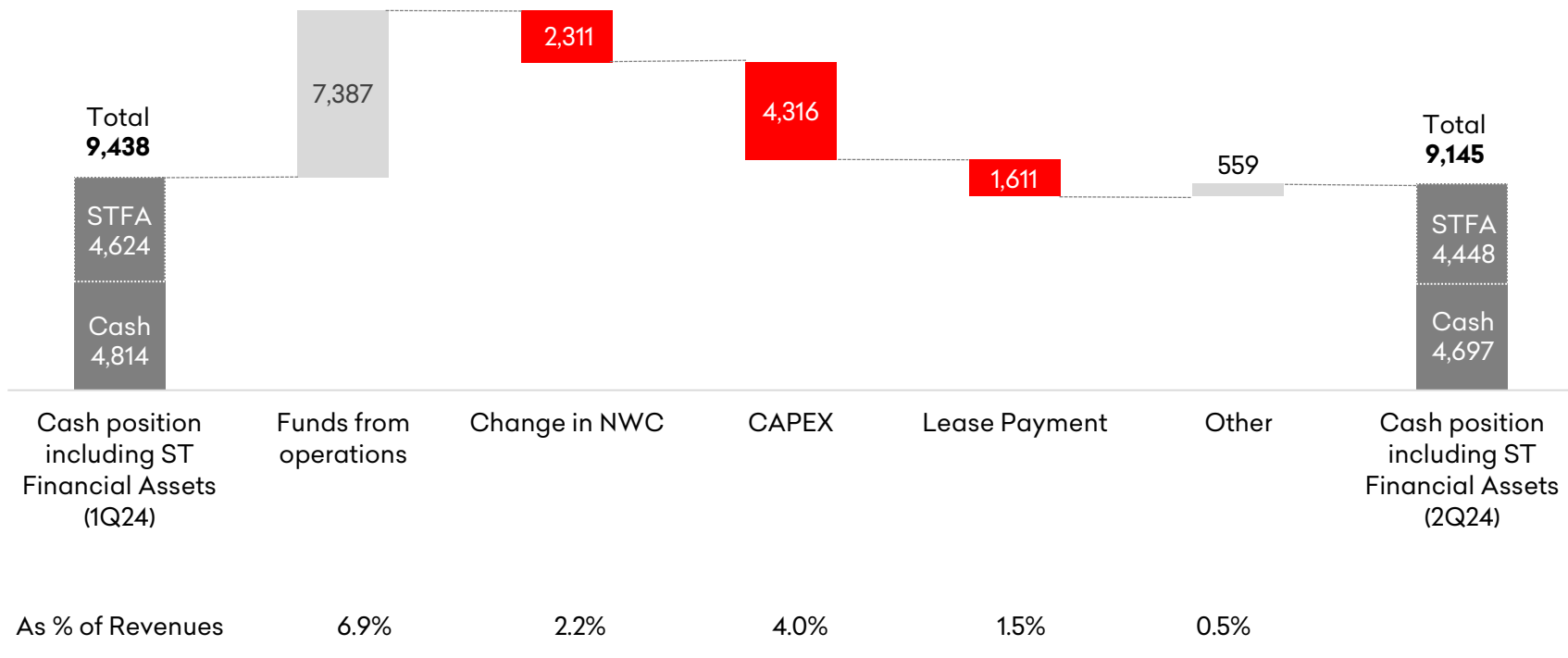


Without TAS 29





▶ QUARTERLY CASH FLOW BRIDGE*



*Without TAS 29 Inflation Accounting



**254
Stores**

**3 Logistic
Centers**



254 stores in 29 cities, 10 new stores in 2Q24.



4th warehouse to be opened nearby Izmir.



FILE online shopping platform operates with 64 stores, two of which are dark stores.



+40 stores in 2024



33% share of Private Labels within FILE's total sales.



Online sales form 5% of FILE's revenues.



Financial
Performance

▶ FOREIGN OPERATIONS



MAROC



BIM MAROC



4.5 bn TL
Sales



%4 of
Consolidated
EBITDA*



4,664
Employees



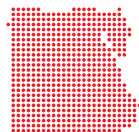
734 Stores
as of 2Q24



4 logistic
centers



EGYPT



BIM EGYPT



625 mn TL
Sales



0.3% of
Consolidated
EBITDA*



2,474
Employees

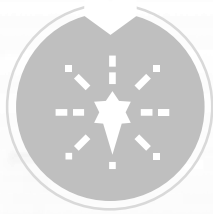


381 Stores
as of 2Q24



2 logistics
centers

*Without TAS 29 Inflation Accounting



Highlights



**Operational
Performance**



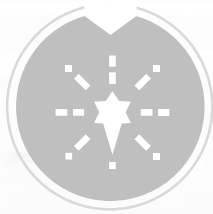
**Financial
Performance**



Q & A



APPDX



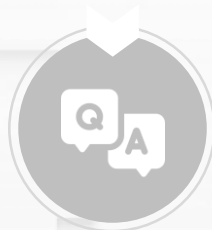
Highlights



**Operational
Performance**



**Financial
Performance**



Q & A



APPDX



APPDX

► TFRS INCOME STATEMENT (with TAS 29)

TL million	6 months ended 30 June			3 months ended 30 June		
	6M 2023	6M 2024	Change % YoY	2Q 2023	2Q 2024	Change % QoQ
Net Sales	197,578	221,743	12%	101,500	109,253	8%
COGS	(167,029)	(184,074)	10%	(85,583)	(90,940)	6%
Gross Profit	30,549	37,669	23%	15,918	18,312	15%
Total SG&A	(29,518)	(36,405)	23%	(15,054)	(18,323)	22%
EBIT	1,031	1,264	23%	864	(11)	n.a
Net financial income/(expenses)	(1,544)	(1,991)	29%	(661)	(1,014)	53%
Monetary Gain (Loss)	9,297	10,548	13%	4,167	4,386	5%
Other income/(expenses)	716	1,449	102%	784	943	20%
PBT	9,501	11,270	19%	5,154	4,305	-16%
Taxes	(4,268)	(2,542)	-40%	(1,172)	219	n.a
Net income	5,233	8,728	67%	3,982	4,524	14%
<i>Non-controlling Interests</i>	(23)	3	n.a	(10)	2	n.a
<i>Owners of Parent</i>	5,255	8,725	66%	3,992	4,521	13%
D&A	(6,838)	(7,216)	6%	(3,740)	(3,667)	-2%
EBITDA	7,869	8,480	8%	4,603	3,657	-21%

BIM 2Q 2024 RESULTS PRESENTATION

BIM



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► TFRS INCOME STATEMENT (w/o TAS 29)

TL million	6 months ended 30 June			3 months ended 30 June		
	6M 2023	6M 2024	Change % YoY	2Q 2023	2Q 2024	Change % QoQ
Net Sales	109,213	207,676	90%	57,878	107,380	86%
COGS	(89,298)	(165,695)	86%	(47,184)	(86,048)	82%
Gross Profit	19,914	41,980	111%	10,694	21,332	99%
Total SG&A	(14,485)	(31,169)	115%	(7,455)	(16,359)	119%
EBIT	5,429	10,811	99%	3,239	4,973	54%
Net financial income/(expenses)	(854)	(1,870)	119%	(381)	(998)	162%
Other income/(expenses)	507	1,454	187%	486	910	87%
PBT	5,082	10,396	105%	3,344	4,885	46%
Taxes	(896)	(1,818)	103%	(505)	(733)	45%
Net income	4,186	8,577	105%	2,839	4,152	46%
<i>Non-controlling Interests</i>	<i>(13)</i>	<i>3</i>	<i>n.a</i>	<i>(6)</i>	<i>2</i>	<i>n.a</i>
<i>Owners of Parent</i>	<i>4,199</i>	<i>8,574</i>	<i>104%</i>	<i>2,845</i>	<i>4,150</i>	<i>46%</i>
D&A	(2,001)	(3,800)	90%	(1,053)	(1,978)	88%
EBITDA	7,431	14,612	97%	4,292	6,951	62%

BIM 2Q 2024 RESULTS PRESENTATION



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▶ **TFRS INCOME STATEMENT (w/o TAS 29 – w/o TFRS 16)**

TL million	6 months ended 30 June			3 months ended 30 June		
	6M 2023	6M 2024	Change % YoY	2Q 2023	2Q 2024	Change % QoQ
Net Sales	109,213	207,676	90%	57,878	107,380	86%
COGS	(89,298)	(165,695)	86%	(47,184)	(86,048)	82%
Gross Profit	19,914	41,980	111%	10,694	21,332	99%
Total SG&A	(15,150)	(32,210)	113%	(7,812)	(16,946)	117%
EBIT	4,765	9,770	105%	2,882	4,386	52%
Net financial income/(expenses)	27	(158)	n.a	115	(72)	n.a
Other income/(expenses)	481	1,459	203%	474	926	95%
PBT	5,273	11,072	110%	3,471	5,240	51%
Taxes	(933)	(1,991)	113%	(530)	(823)	55%
Net income	4,340	9,081	109%	2,941	4,416	50%
<i>Non-controlling Interests</i>	<i>(15)</i>	<i>23</i>	<i>n.a</i>	<i>(7)</i>	<i>12</i>	<i>n.a</i>
<i>Owners of Parent</i>	<i>4,354</i>	<i>9,058</i>	<i>108%</i>	<i>2,949</i>	<i>4,404</i>	<i>49%</i>
D&A	(1,051)	(1,881)	79%	(551)	(954)	73%
EBITDA	5,816	11,651	100%	3,433	5,340	56%

BIM 2Q 2024 RESULTS PRESENTATION



APPDX

► TFRS BALANCE SHEET (with TAS 29)

TL Million	As of	
	31 December 2023	30 June 2024
TOTAL CURRENT ASSETS	67,929	74,096
Cash & Cash Equivalents	4,499	4,697
Financial Investments	4,218	4,448
Trade Receivables	20,113	19,694
Prepayments	2,616	4,578
Inventories	34,087	37,431
Other Current Assets	2,396	3,248
TOTAL NON-CURRENT ASSETS	116,844	126,485
Financial Investments	5,505	5,505
Tangible Assets	61,918	65,636
Right of Use Assets (IFRS 16)	47,092	52,756
Other Non-Current Assets	2,329	2,588
TOTAL ASSETS	184,773	200,581
TOTAL CURRENT LIABILITIES	67,449	78,564
Current Borrowings	5,811	6,637
<i>Bank loans</i>	0	0
<i>Lease liabilities</i>	5,811	6,637
Trade Payables	56,311	60,209
Current Tax Liabilities	1,746	875
Other Current Liabilities	3,580	10,843
TOTAL NON-CURRENT LIABILITIES	30,332	32,644
Lease Liabilities	22,052	24,021
Non-Current Provisions	1,496	1,141
Deferred Tax Liabilities	6,784	7,482
TOTAL EQUITY	86,992	89,372
TOTAL EQUITY AND LIABILITIES	184,773	200,581



► TFRS CASH FLOW (with TAS 29)

TL million	6 months ended 30 June	
	6M 2023	6M 2024
Net Income	5,233	8,728
D&A	6,838	7,216
Non Cash Tax Expense	4,268	2,542
Other Non-Cash Items	(205)	(759)
Funds From Operations	16,134	17,727
Change In Net Working Capital	3,542	(1,481)
Tax & Other Payments	(1,620)	(3,233)
Operating Cash Flow	18,055	13,013
Capital Expenditures	(6,808)	(8,449)
Proceeds From Sales of PPE	553	129
Change in Financial Investments	(272)	(230)
Cash Flow from Investing Activities	(6,526)	(8,549)
Free Cash Flow	11,529	4,464
Dividends	(5,175)	(80)
Proceeds from Lease Borrowings	(2,904)	(3,138)
Treasury Shares Purchase & Sale, Net	(205)	0
Cash Flow From Financing Activity	(8,283)	(3,218)
Currency Translation Differences	148	(20)
Increase/(Decrease) In Cash	3,394	1,225