



**3Q | 2024**  
FINANCIAL RESULTS



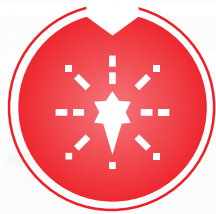
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Please note that all financial data are prepared based on IFRS accounting. Financial data starting with 2023 FY results have been prepared by applying inflation accounting in accordance with the provisions of IAS 29. In addition to financial data with 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 3Q24 (with TAS 29 inflation accounting on financials)

**125.9** billion TL  
**SALES** (+9% YoY)



**19.5** billion TL

**NET CASH** (including STFA)



**4.4** billion TL  
**CAPEX** (3.5% of sales)



**13,377** Total stores  
(253 net new stores in 3Q24)



**5.4** billion TL  
**EBITDA** (4.3% margin)



**4.4** billion TL  
**NET INCOME** (3.5% margin)



- 9% y-y real growth.
- Strong cash flow from operations.
- 2024 Guidance is maintained.



**Highlights**



**Operational  
Performance**



**Financial  
Performance**



**Q & A**



**APPDX**

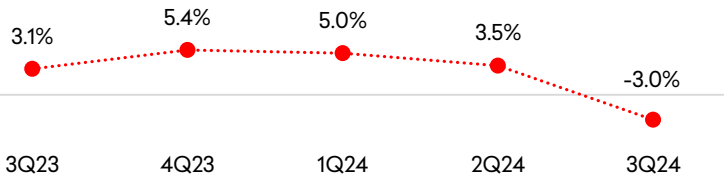


# LIKE FOR LIKE SALES INCREASE (BIM TURKIYE\*)



## QUARTERLY (w/o TAS 29)

	2023 Q3	2024 Q3	CHANGE
Like-For-Like Sales (per store/per day (TL))	68,803	103,024	<b>49.7%</b>
Like-For-Like Basket (TL/per visit)	117.48	181.38	<b>54.4%</b>
Like-For-Like Customer Traffic (per store/per day)	585.7	568.0	<b>-3.0%</b>

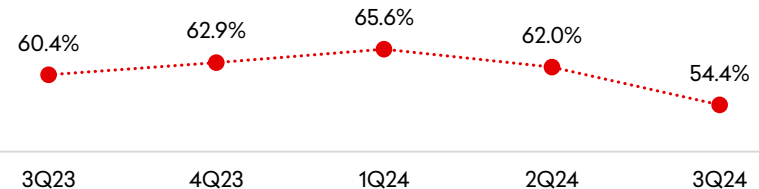


LFL Customer Traffic Trend (YoY%)



## 9 MONTHS (w/o TAS 29)

	2023 9M	2024 9M	CHANGE
Like-For-Like Sales (per store/per day (TL))	58,863	95,716	<b>62.6%</b>
Like-For-Like Basket (TL/per visit)	105.38	168.57	<b>60.0%</b>
Like-For-Like Customer Traffic (per store/per day)	558.6	567.8	<b>1.7%</b>



LFL Basket Size Trend (YoY%)

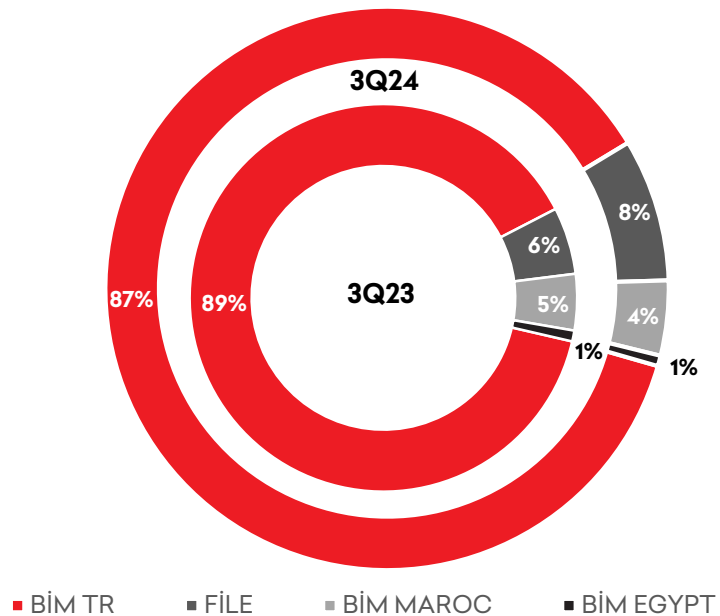
- Bimflation was **54%** YoY in 3Q24 and **60%** in 9M24.

(\* Note: Calculated on the basis of net sales generated in 3Q22 and 3Q24 by stores operating on 30 September 2022 and that were still open on 30 September 2024 (9,739 stores).

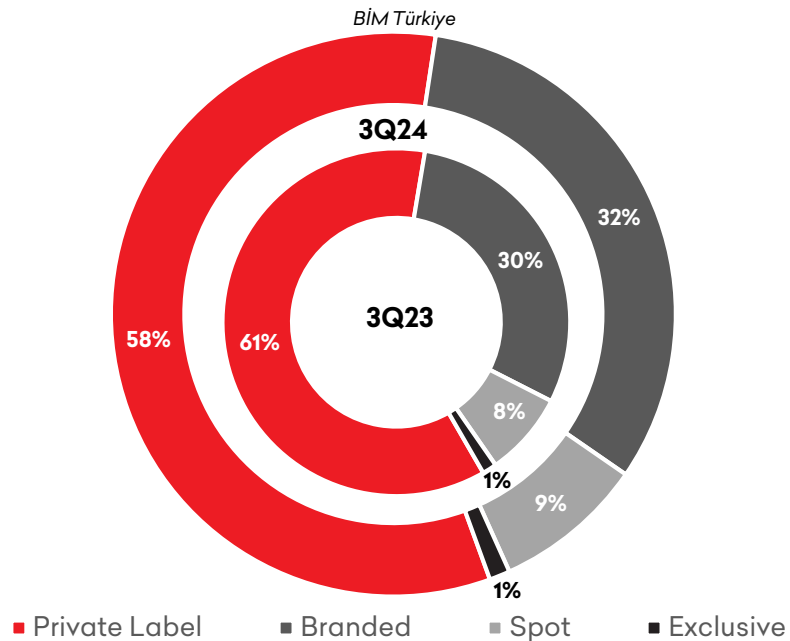


# REVENUE BREAKDOWN

### BY FORMAT AND GEOGRAPHY\*



### BY CATEGORY



BİM 3Q 2024 RESULTS PRESENTATION

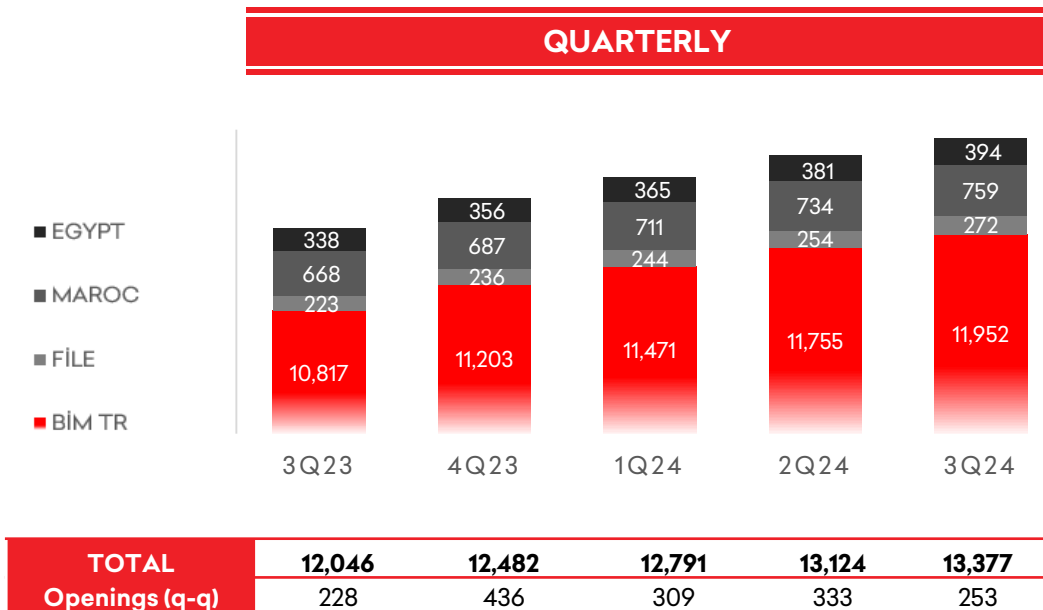
\*Without TAS 29 Inflation Accounting



# EXPANSION



Operational  
Performance



BIM 3Q 2024 RESULTS PRESENTATION

- Store growth **11% YoY**



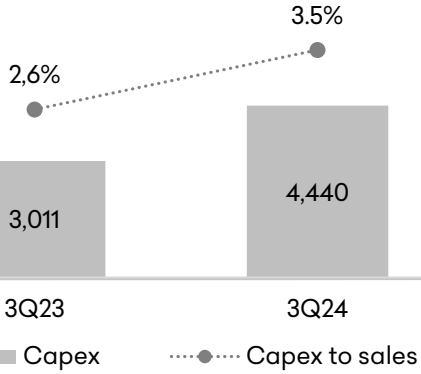




# CAPEX



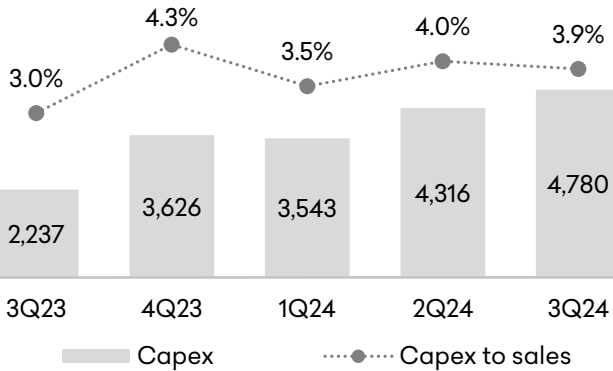
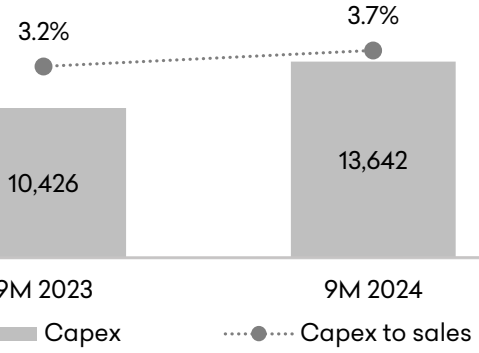
## QUARTERLY



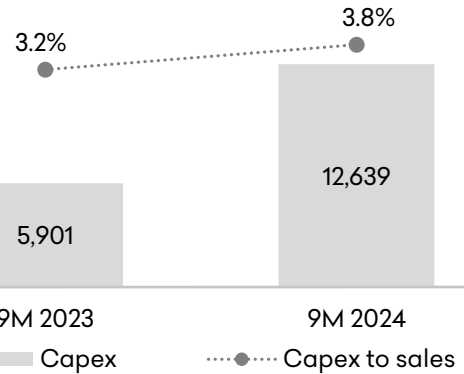
With TAS 29

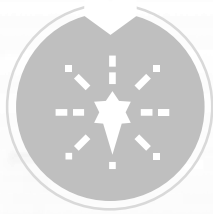


## 9 MONTHS



Without TAS 29





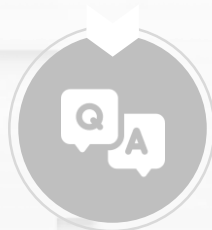
**Highlights**



**Operational  
Performance**



**Financial  
Performance**



**Q & A**



**APPDX**



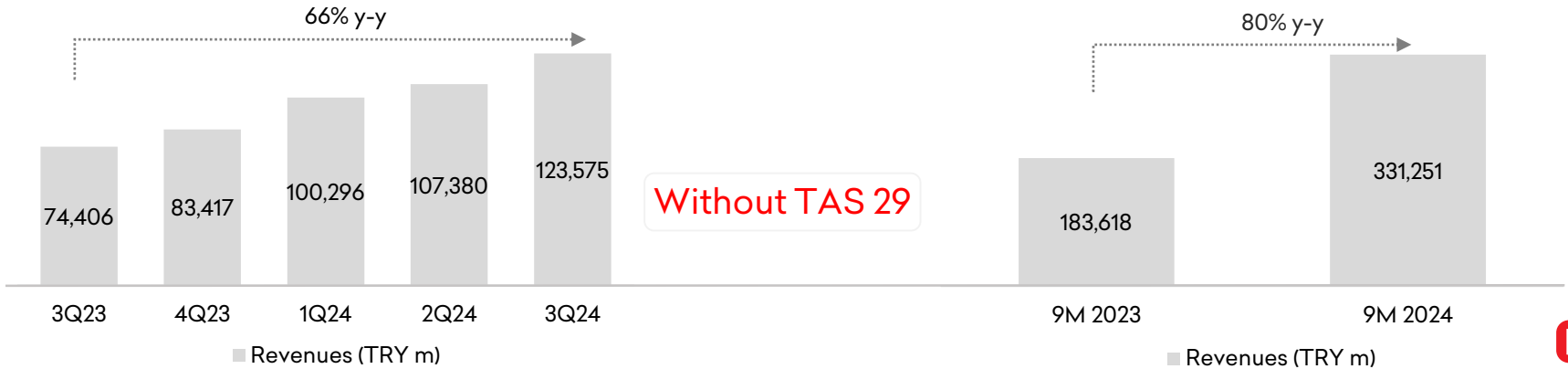
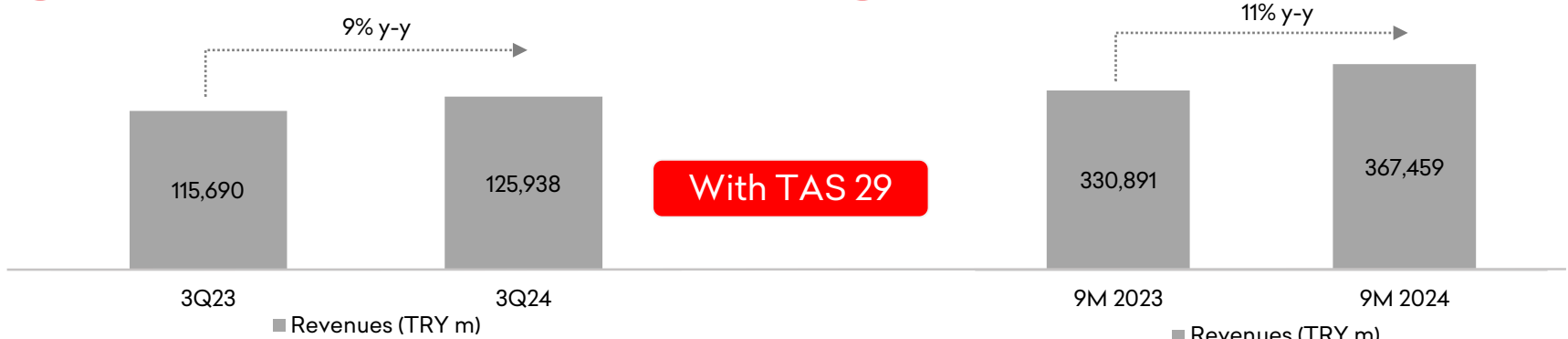
# NET SALES



## QUARTERLY



## 9 MONTHS



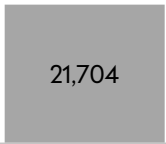


# GROSS PROFIT



## QUARTERLY

18.8% 17.7%



3Q23

Gross Profit (TRY m)



3Q24

Gross Margin

With TAS 29



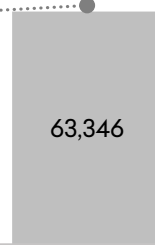
## 9 MONTHS

16.6% 17.2%



9M 2023

Gross Profit (TRY m)



9M 2024

Gross Margin

20.9% 19.5% 20.6% 19.9% 20.8%



3Q23



4Q23



1Q24



2Q24



3Q24

Gross Profit (TRY m)

Gross Margin

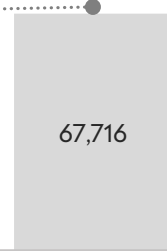
Without TAS 29

19.3% 20.4%



9M 2023

Gross Profit (TRY m)



9M 2024

Gross Margin

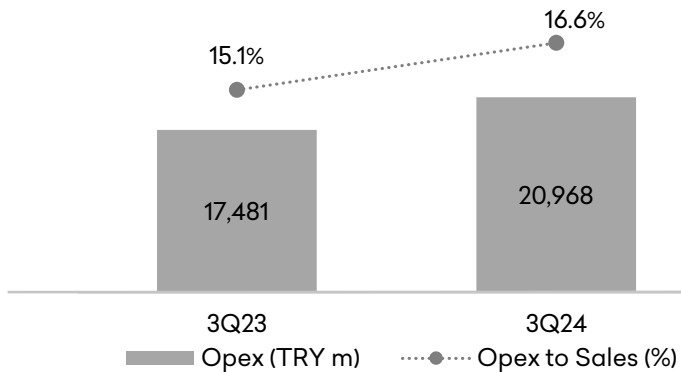




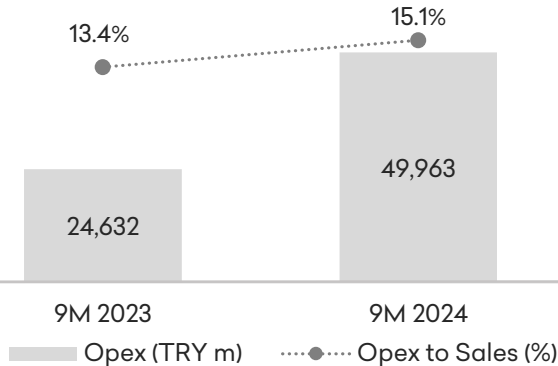
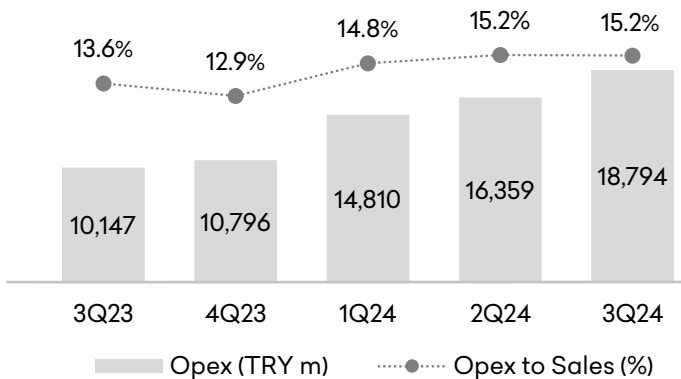
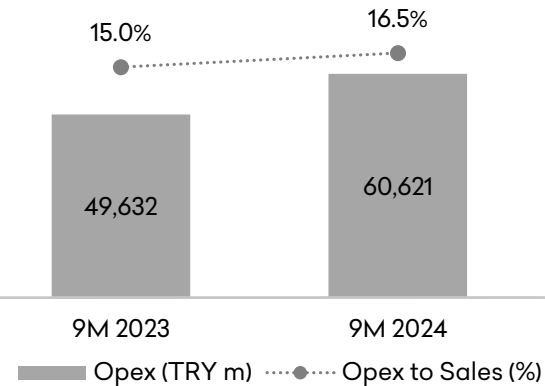
# ▶ OPERATING LEVERAGE



## QUARTERLY



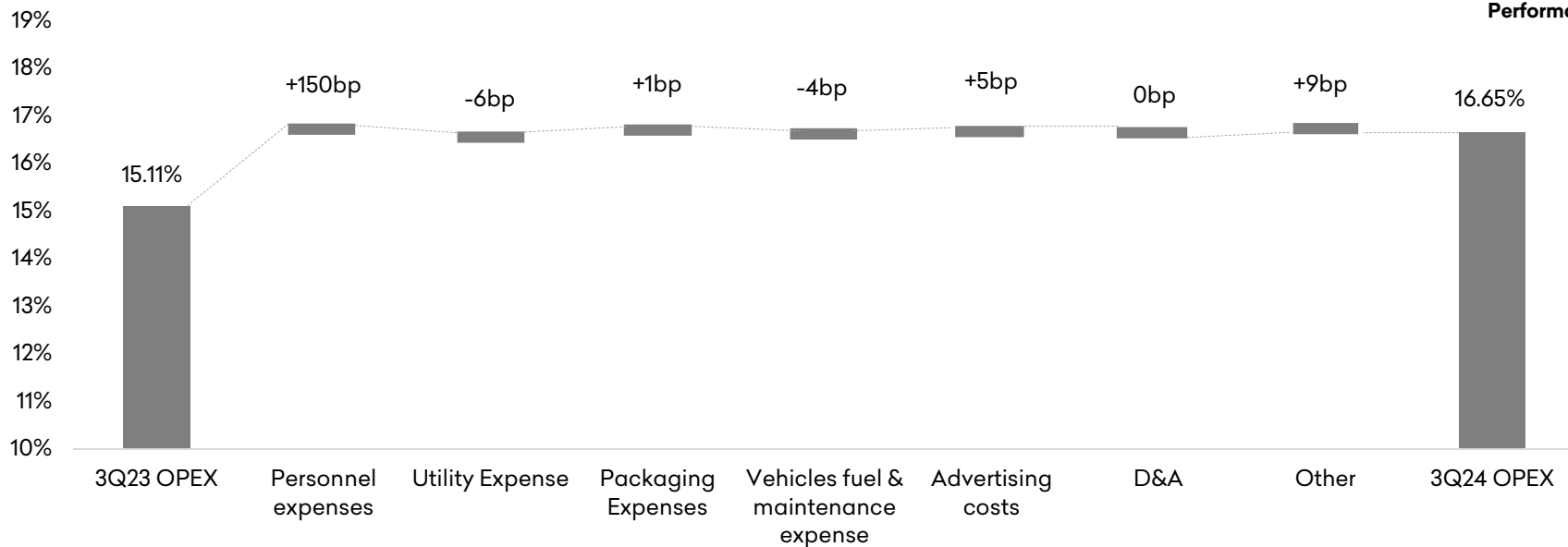
## 9 MONTHS



# ► OPEX MANAGEMENT QUARTERLY \*



Financial  
Performance



BIM 3Q 2024 RESULTS PRESENTATION

As % of Revenues

<b>3Q23</b>	8.77%	0.97%	0.09%	0.34%	0.26%	3.14%	1.53%
<b>3Q24</b>	10.27%	0.91%	0.11%	0.30%	0.30%	3.14%	1.63%

\*With TAS 29 Inflation Accounting

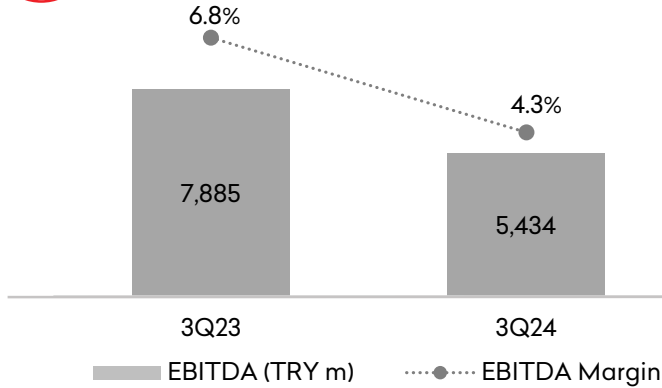




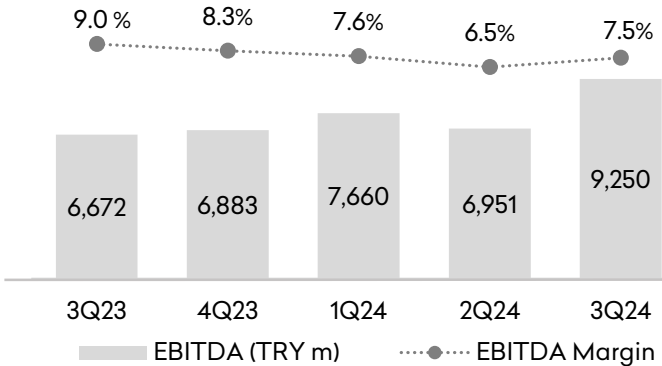
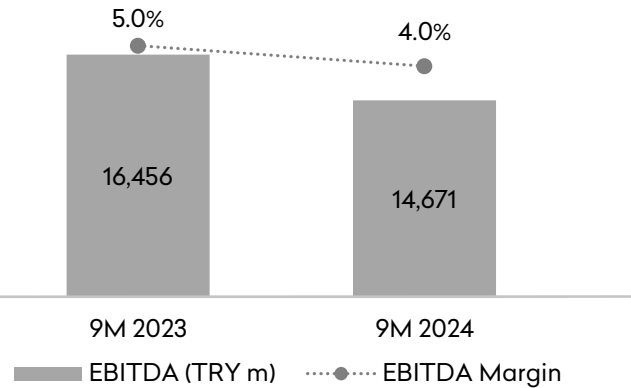
# EBITDA

## QUARTERLY

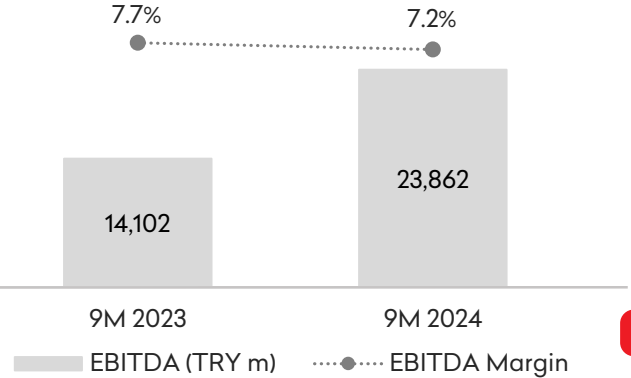
## 9 MONTHS



With TAS 29



Without TAS 29

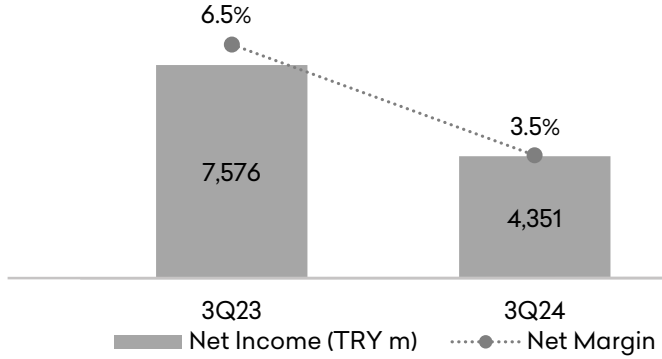




# NET INCOME



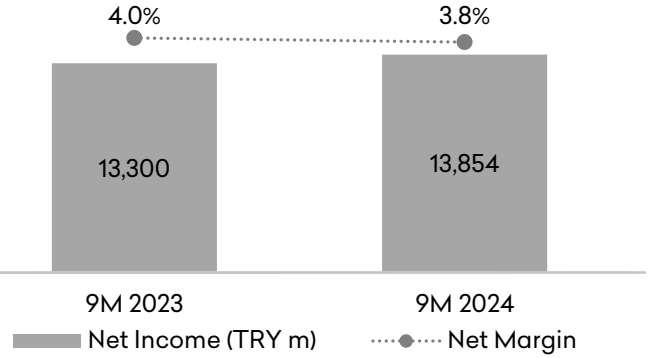
## QUARTERLY



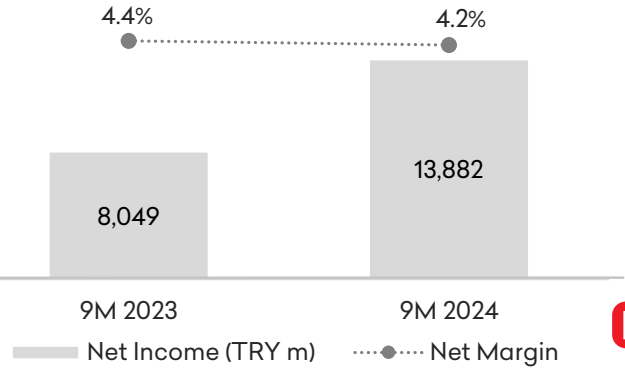
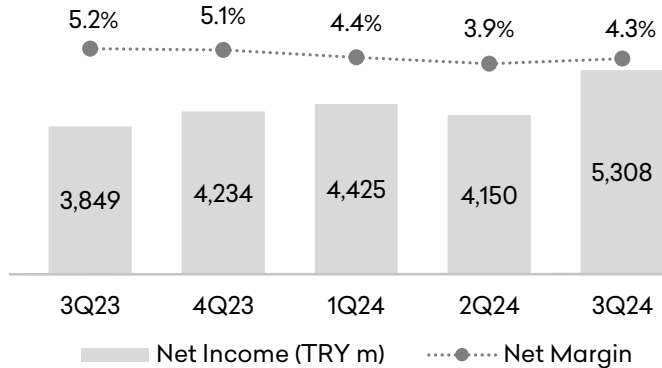
With TAS 29



## 9 MONTHS



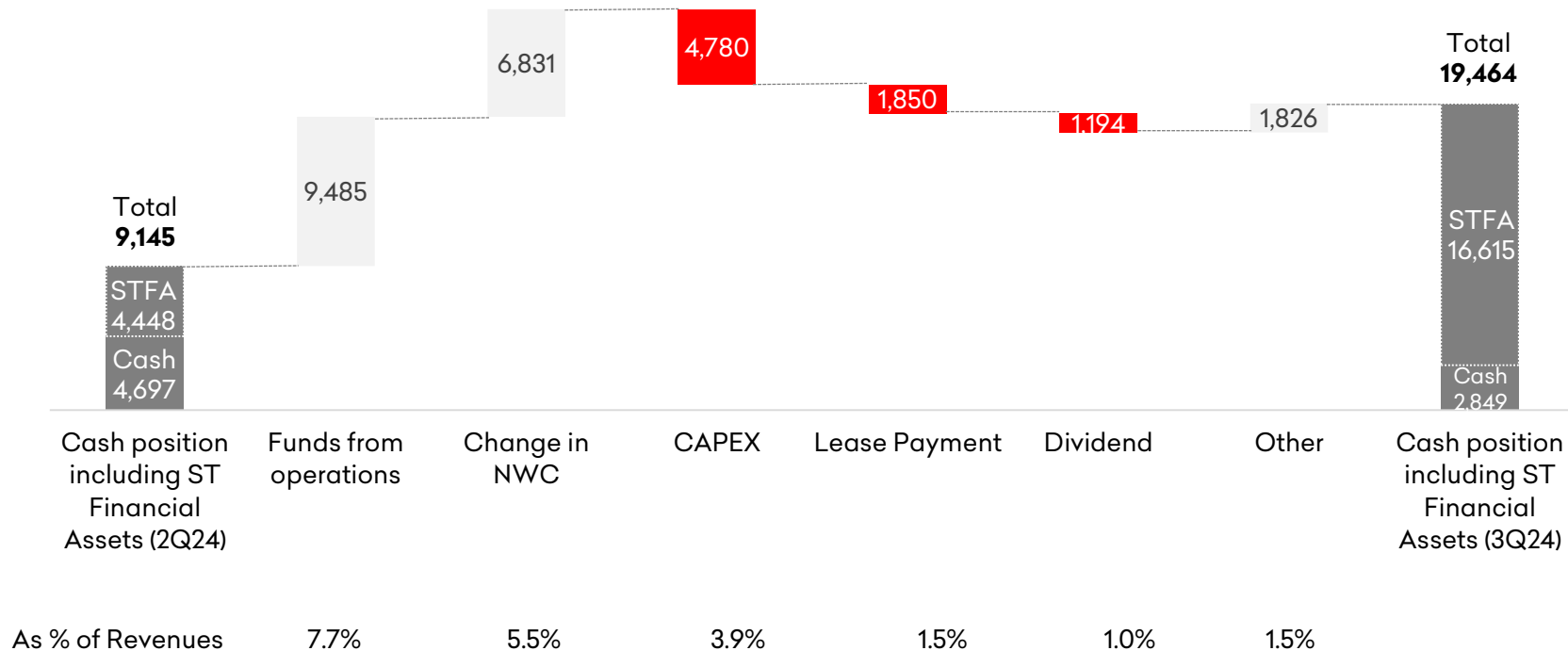
Without TAS 29







# ▶ QUARTERLY CASH FLOW BRIDGE\*



BIM 3Q 2024 RESULTS PRESENTATION

\*Without TAS 29 Inflation Accounting



**272  
Stores**

**3 Logistic  
Centers**



272 stores in 29 cities, 18 new stores in 3Q24.



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



Online sales form 5.3% of FILE's revenues.



FILE online shopping platform operates with 75 stores, two of which are dark stores.



Financial  
Performance

## ▶ FOREIGN OPERATIONS



MAROC



### BIM MAROC



5.3 bn TL  
Sales



4.3% of  
Consolidated  
EBITDA\*



5,022  
Employees



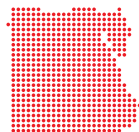
759 Stores  
as of 3Q24



4 logistic  
centers



EGYPT



### BIM EGYPT



752 mn TL  
Sales



0.3% of  
Consolidated  
EBITDA\*



2,501  
Employees

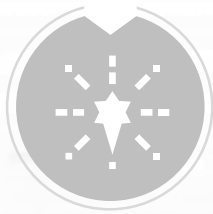


394 Stores  
as of 3Q24



2 logistics  
centers

\*Quarterly, 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	9 months ended 30 September			3 months ended 30 September		
	9M 2023	9M 2024	Change % YoY	3Q 2023	3Q 2024	Change % QoQ
Net Sales	330,891	367,459	11%	115,690	125,938	9%
COGS	(275,913)	(304,114)	10%	(93,986)	(103,621)	10%
Gross Profit	54,978	63,346	15%	21,704	22,317	3%
Total SG&A	(49,632)	(60,621)	22%	(17,481)	(20,968)	20%
EBIT	5,346	2,725	-49%	4,223	1,348	-68%
Net financial income/(expenses)	(2,475)	(3,345)	35%	(793)	(1,177)	48%
Monetary Gain (Loss)	18,024	17,050	-5%	7,898	5,561	-30%
Other income/(expenses)	1,512	2,211	46%	732	633	-13%
PBT	22,407	18,641	-17%	12,059	6,366	-47%
Taxes	(9,116)	(4,760)	-48%	(4,467)	(1,992)	-55%
Net income	13,291	13,881	4%	7,592	4,374	-42%
<i>Non-controlling Interests</i>	(8)	26	<i>n.a</i>	16	23	44%
<i>Owners of Parent</i>	13,300	13,854	4%	7,576	4,351	-43%
D&A	(11,110)	(11,946)	8%	(3,662)	(4,086)	12%
EBITDA	16,456	14,671	-11%	7,885	5,434	-31%

BIM 3Q 2024 RESULTS PRESENTATION

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## ► TFRS INCOME STATEMENT (w/o TAS 29)

TL million	9 months ended 30 September			3 months ended 30 September		
	9M 2023	9M 2024	Change % YoY	3Q 2023	3Q 2024	Change % QoQ
Net Sales	183,618	331,251	80%	74,406	123,575	66%
COGS	(148,133)	(263,535)	78%	(58,835)	(97,840)	66%
Gross Profit	35,485	67,716	91%	15,571	25,736	65%
Total SG&A	(24,632)	(49,963)	103%	(10,147)	(18,794)	85%
EBIT	10,853	17,753	64%	5,423	6,942	28%
Net financial income/(expenses)	(1,377)	(3,026)	120%	(523)	(1,156)	121%
Other income/(expenses)	853	2,701	217%	346	1,247	261%
PBT	10,328	17,428	69%	5,246	7,033	34%
Taxes	(2,285)	(3,520)	54%	(1,389)	(1,702)	22%
Net income	8,043	13,908	73%	3,857	5,331	38%
<i>Non-controlling Interests</i>	<i>(6)</i>	<i>26</i>	<i>n.a</i>	<i>8</i>	<i>23</i>	<i>209%</i>
<i>Owners of Parent</i>	<i>8,049</i>	<i>13,882</i>	<i>72%</i>	<i>3,849</i>	<i>5,308</i>	<i>38%</i>
D&A	(3,249)	(6,108)	88%	(1,248)	(2,308)	85%
EBITDA	14,102	23,862	69%	6,672	9,250	39%

BIM 3Q 2024 RESULTS PRESENTATION



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

TL million	9 months ended 30 September			3 months ended 30 September		
	9M 2023	9M 2024	Change % YoY	3Q 2023	3Q 2024	Change % QoQ
Net Sales	183,618	331,251	80%	74,406	123,575	66%
COGS	(148,133)	(263,535)	78%	(58,835)	(97,840)	66%
Gross Profit	35,485	67,716	91%	15,571	25,736	65%
Total SG&A	(25,669)	(51,729)	102%	(10,519)	(19,519)	86%
EBIT	9,816	15,987	63%	5,052	6,217	23%
Net financial income/(expenses)	24	(239)	n.a	(3)	(81)	2352%
Other income/(expenses)	816	2,578	216%	335	1,119	234%
PBT	10,656	18,326	72%	5,384	7,254	35%
Taxes	(2,418)	(3,750)	55%	(1,485)	(1,759)	18%
Net income	8,238	14,575	77%	3,899	5,495	41%
<i>Non-controlling Interests</i>	(6)	57	n.a	8	34	312%
<i>Owners of Parent</i>	8,245	14,519	76%	3,890	5,461	40%
D&A	(1,662)	(3,065)	84%	(611)	(1,184)	94%
EBITDA	11,479	19,052	66%	5,663	7,400	31%

BIM 3Q 2024 RESULTS PRESENTATION





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## ► TFRS BALANCE SHEET (with TAS 29)

TL Million	As of	
	31 December 2023	30 September 2024
<b>TOTAL CURRENT ASSETS</b>	<b>73,988</b>	<b>83,664</b>
Cash & Cash Equivalents	4,900	2,849
Financial Investments	4,594	16,615
Trade Receivables	21,908	22,826
Prepayments	2,849	3,099
Inventories	37,128	36,363
Other Current Assets	2,610	1,912
<b>TOTAL NON-CURRENT ASSETS</b>	<b>127,266</b>	<b>140,281</b>
Financial Investments	5,996	5,996
Tangible Assets	67,440	72,990
Right of Use Assets (IFRS 16)	51,292	58,653
Other Non-Current Assets	2,537	2,642
<b>TOTAL ASSETS</b>	<b>201,254</b>	<b>223,945</b>
<b>TOTAL CURRENT LIABILITIES</b>	<b>73,465</b>	<b>86,250</b>
Current Borrowings	6,330	7,487
<i>Bank loans</i>	0	351
<i>Lease liabilities</i>	6,330	7,136
Trade Payables	61,334	68,462
Current Tax Liabilities	1,902	1,542
Other Current Liabilities	3,900	8,758
<b>TOTAL NON-CURRENT LIABILITIES</b>	<b>33,037</b>	<b>36,014</b>
Lease Liabilities	24,019	26,426
Non-Current Provisions	1,629	1,038
Deferred Tax Liabilities	7,389	8,551
<b>TOTAL EQUITY</b>	<b>94,751</b>	<b>101,681</b>
<b>TOTAL EQUITY AND LIABILITIES</b>	<b>201,254</b>	<b>223,945</b>

BIM 3 Q 2024 RESULTS PRESENTATION

**BIM**



APPDX

## ► TFRS CASH FLOW (with TAS 29)

TL million	9 months ended 30 September	
	9M 2023	9M 2024
Net Income	13.291	13.881
D&A	11.110	11.946
Non Cash Tax Expense	9.116	4.760
Other Non-Cash Items	(6.677)	(2.106)
Funds From Operations	26.840	28.480
Change In Net Working Capital	2.023	5.949
Tax & Other Payments	(1.850)	(4.306)
<b>Operating Cash Flow</b>	<b>27.013</b>	<b>30.123</b>
Capital Expenditures	(10.426)	(13.642)
Proceeds From Sales of PPE	867	555
Change in Financial Investments	(6.063)	(12.020)
<b>Cash Flow from Investing Activities</b>	<b>(15.622)</b>	<b>(25.108)</b>
Free Cash Flow	11.391	5.015
Dividends	(5.625)	(1.300)
Proceeds from ST Borrowings	0	351
Proceeds from Lease Borrowings	(4.654)	(5.281)
Treasury Shares Purchase & Sale, Net	(223)	0
<b>Cash Flow From Financing Activity</b>	<b>(10.501)</b>	<b>(6.231)</b>
Currency Translation Differences	143	(37)
Monetary loss on cash and cash equivalents	(1.046)	(798)
<b>Increase/(Decrease) In Cash</b>	<b>(13)</b>	<b>(2.051)</b>