



2024
FINANCIAL RESULTS



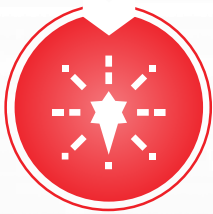
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Please note that all financial data are prepared based on IFRS accounting. Financial data starting with 2023 FY results have been prepared by applying inflation accounting in accordance with the provisions of IAS 29. In addition to financial data with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



Guidance



Sustainability



Q & A



APPDX



Highlights




► HEADLINES of KEY FIGURES for 2024 (with TAS 29 inflation accounting on financials)



- Sound new store opening trend.
 - Double digit real growth.

► 2024 GUIDANCE VS ACTUAL

2024 GUIDANCE (w/o TAS 29 Inflation Accounting)

	Initial (13.05.2024)	Actual
 SALES GROWTH	75 % (± 0.5 %)	72%
 EBITDA MARGIN*	7.5% - 8.0%	7.5%
 CAPEX TO SALES	3.0% - 3.5%	3.7%

- Guidance for sales growth and EBITDA margin achieved.

*EBITDA margin is after TFRS-16.



Highlights



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APPDX

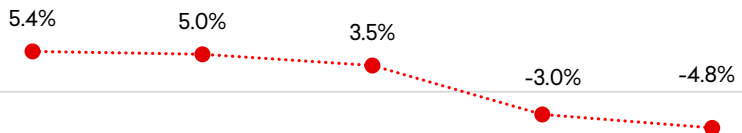


LIKE FOR LIKE SALES INCREASE (BIM TURKIYE*)



QUARTERLY (w/o TAS 29)

	2023 Q4	2024 Q4	CHANGE
Like-For-Like Sales (per store/per day (TL))	74,786	104,836	40.2%
Like-For-Like Basket (TL/per visit)	132.92	195.76	47.3%
Like-For-Like Customer Traffic (per store/per day)	562.6	535.5	-4.8%



.....●..... LFL Customer Traffic Trend (YoY%)



ANNUALLY (w/o TAS 29)

	2023 12M	2024 12M	CHANGE
Like-For-Like Sales (per store/per day (TL))	62,716	97,819	56.0%
Like-For-Like Basket (TL/per visit)	112.93	175.49	55.4%
Like-For-Like Customer Traffic (per store/per day)	555.4	557.4	0.4%



.....●..... LFL Basket Size Trend (YoY%)

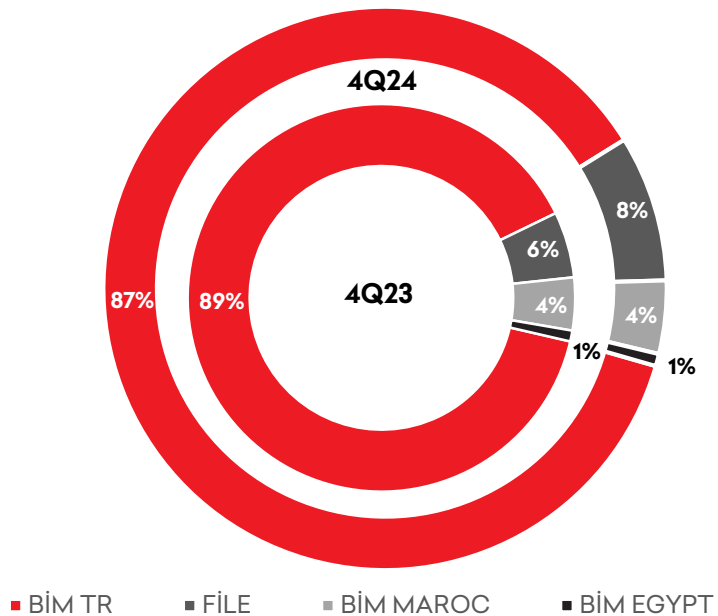
- Bimflation was **45%** YoY in 4Q24 and **55%** in 12M24.

(* Note: Calculated on the basis of net sales generated in 4Q22 and 4Q24 by stores operating on 31 December 2022 and that were still open on 31 December 2024 (9,914 stores).

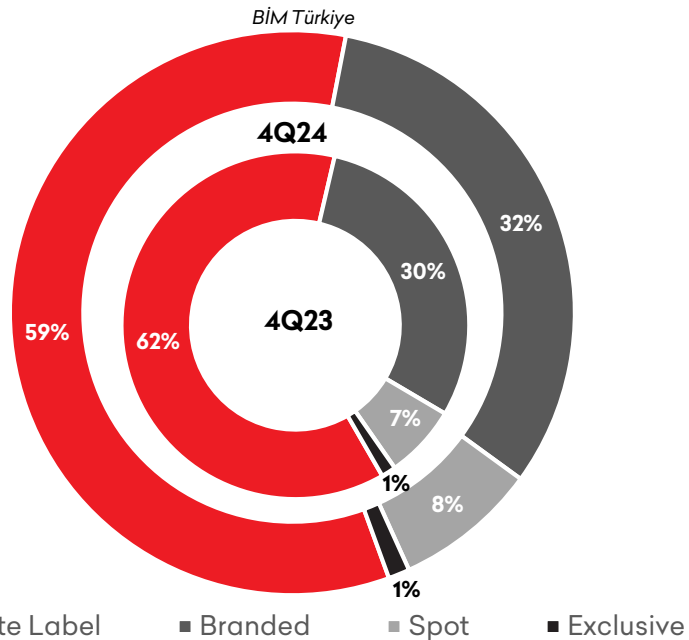


REVENUE BREAKDOWN

BY FORMAT AND GEOGRAPHY*



BY CATEGORY



BİM 2024 RESULTS PRESENTATION

*Without TAS 29 Inflation Accounting

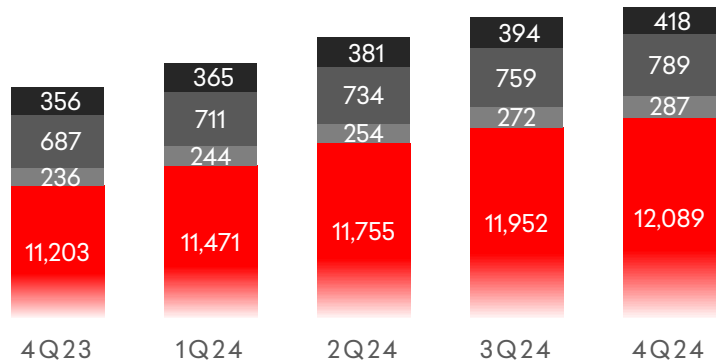




Operational Performance

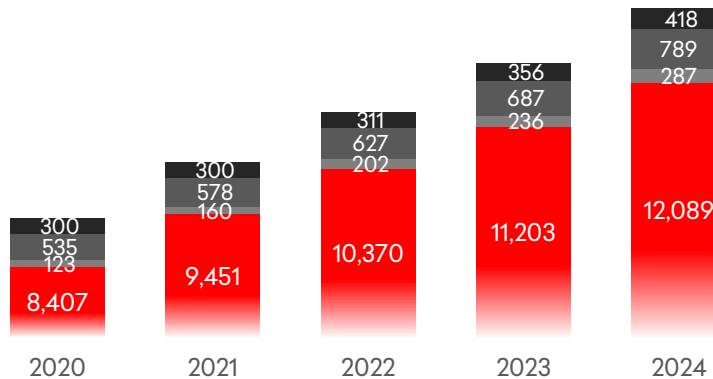
EXPANSION

QUARTERLY



- EGYPT
- MAROC
- FILE
- BIM TR

ANNUALLY



4Q23	1Q24	2Q24	3Q24	4Q24	TOTAL	2020	2021	2022	2023	2024
12,482	12,791	13,124	13,377	13,583	(q-q) Openings (y-y)	9,365	10,489	11,510	12,482	13,583
436	309	333	253	206		1,017	1,124	1,021	972	1,101

- Store growth **9% YoY**

BIM 2024 RESULTS PRESENTATION

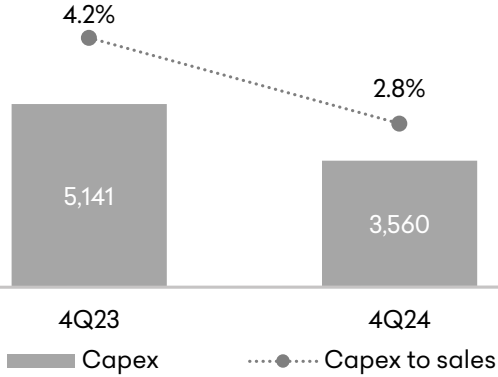




CAPEX



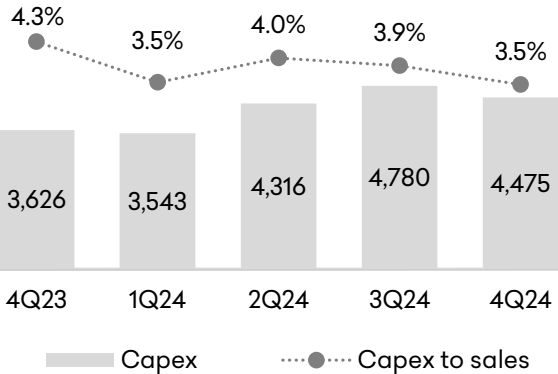
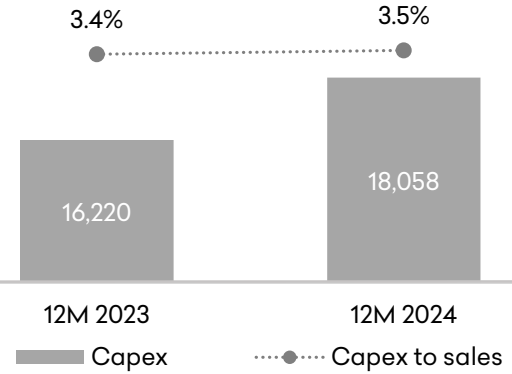
QUARTERLY



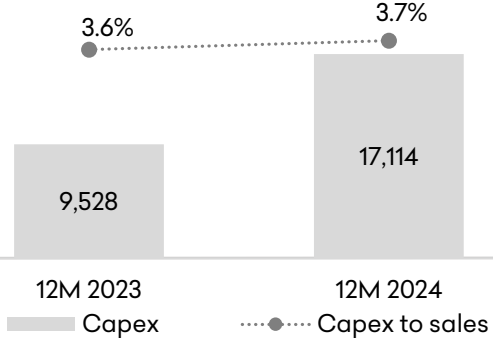
With TAS 29



ANNUALLY



Without TAS 29





Highlights



**Operational
Performance**



**Financial
Performance**



Guidance



Sustainability



Q & A



APPDX

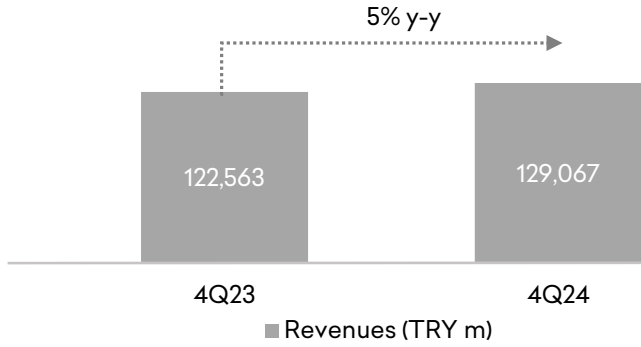
NET SALES



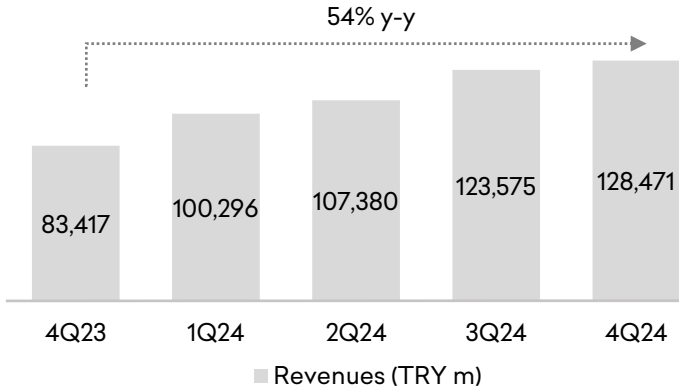
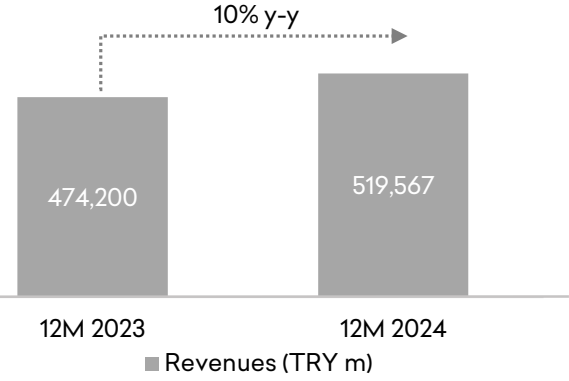
Financial Performance

QUARTERLY

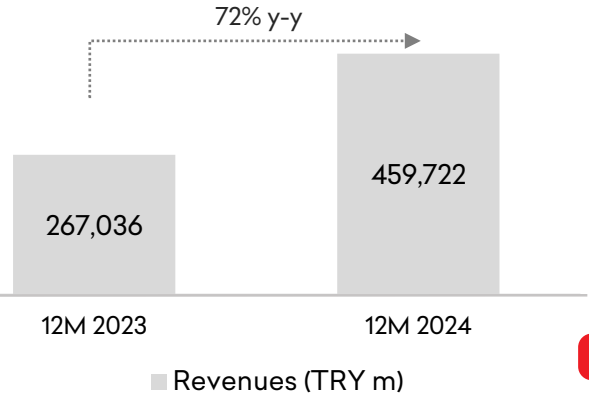
ANNUALLY



With TAS 29



Without TAS 29



BIM 2024 RESULTS PRESENTATION

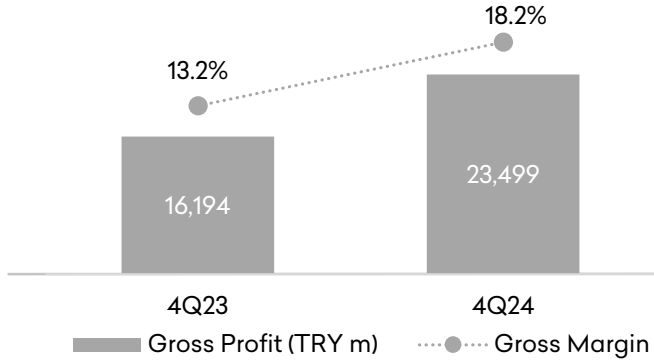




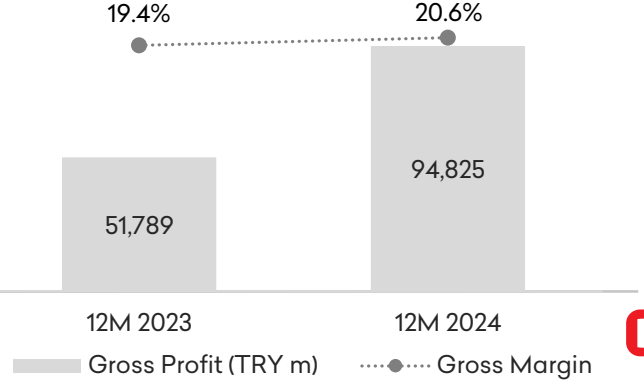
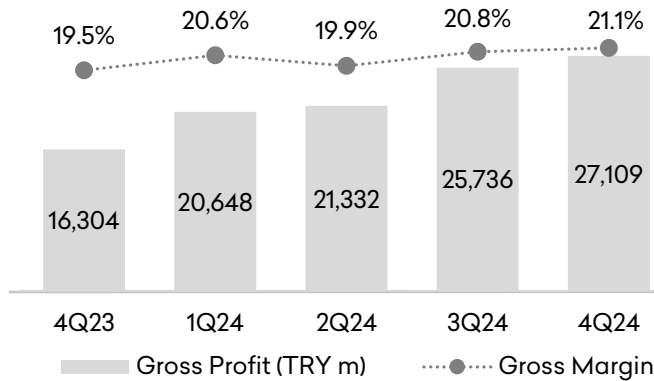
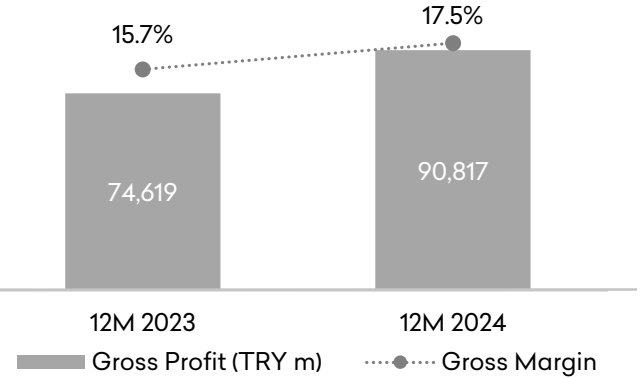
GROSS PROFIT



QUARTERLY



ANNUALLY

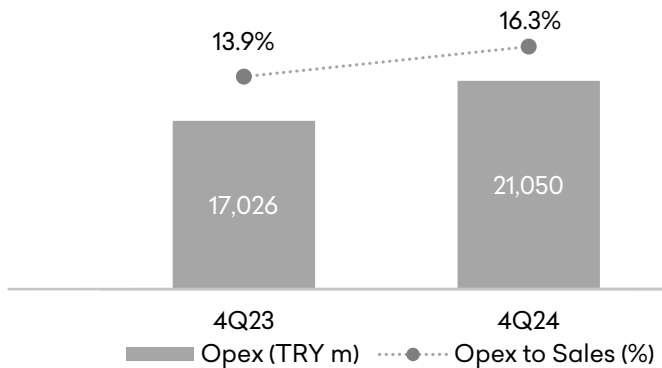




▶ OPERATING LEVERAGE



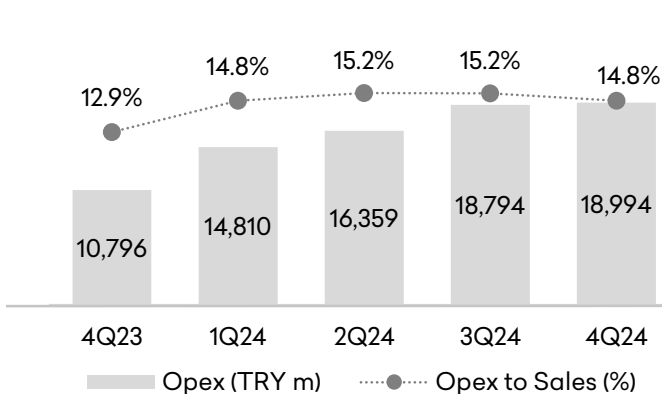
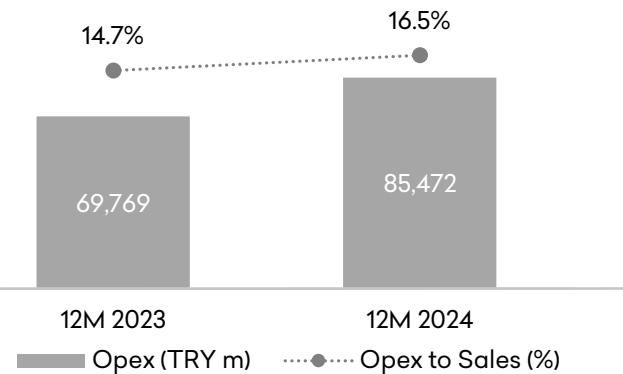
QUARTERLY



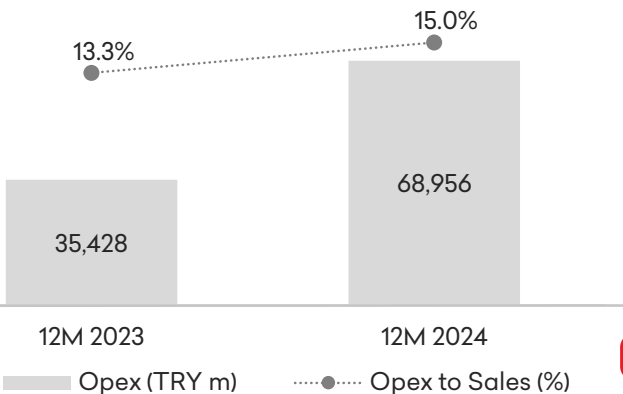
With TAS 29



ANNUALLY

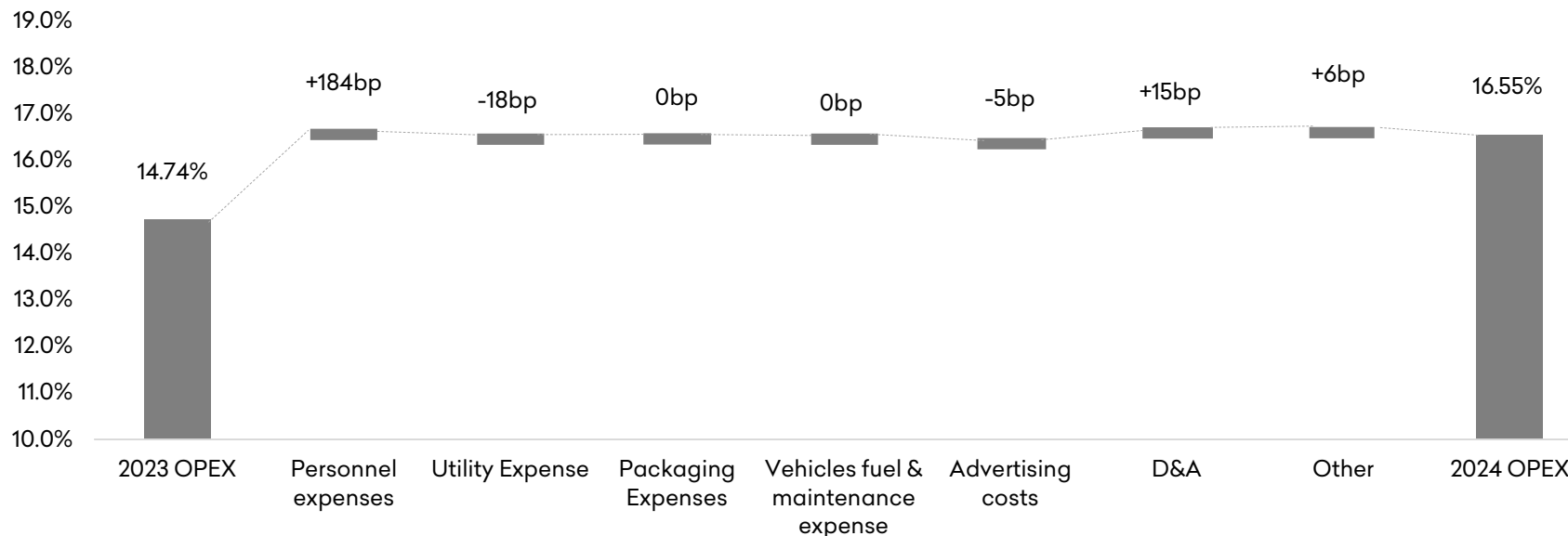


Without TAS 29





OPEX MANAGEMENT ANNUALLY *



BIM 2024 RESULTS PRESENTATION

As % of Revenues

2023	8.35%	0.93%	0.11%	0.29%	0.26%	3.16%	1.63%
2024	10.19%	0.75%	0.11%	0.29%	0.21%	3.31%	1.69%

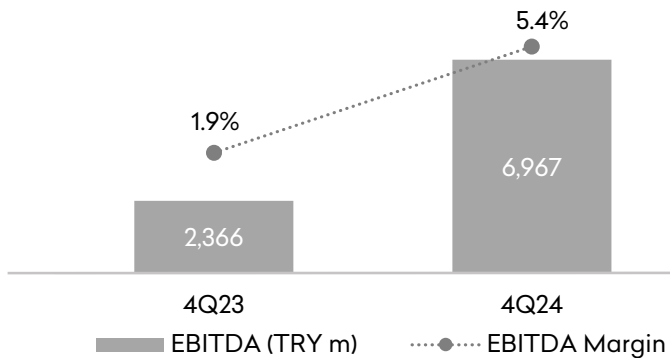
*With TAS 29 Inflation Accounting



EBITDA



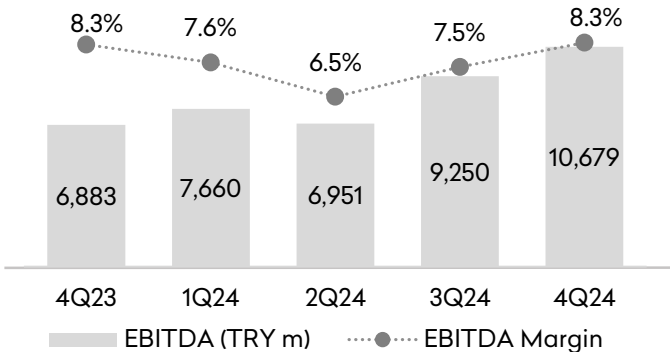
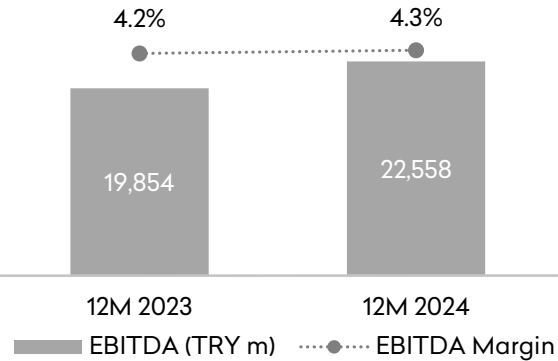
QUARTERLY



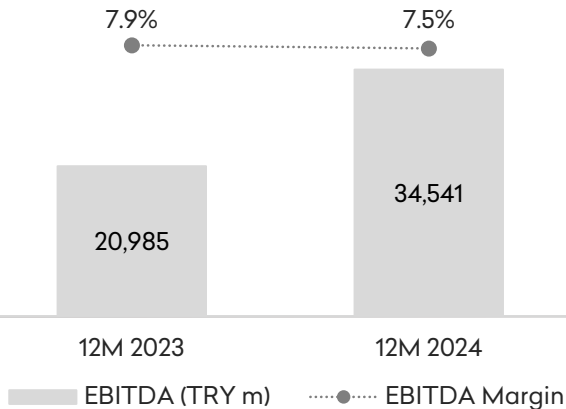
With TAS 29



ANNUALLY



Without TAS 29

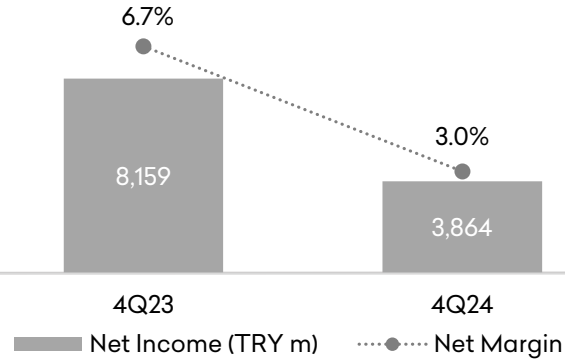




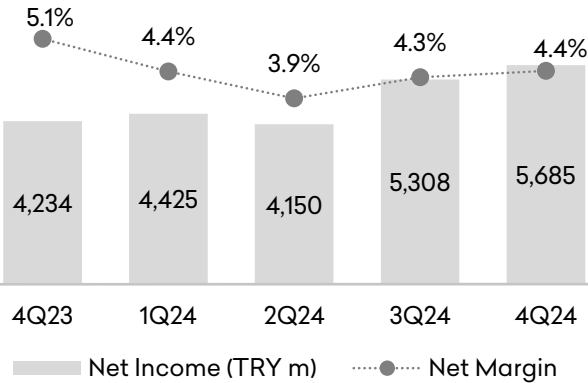
NET INCOME



QUARTERLY



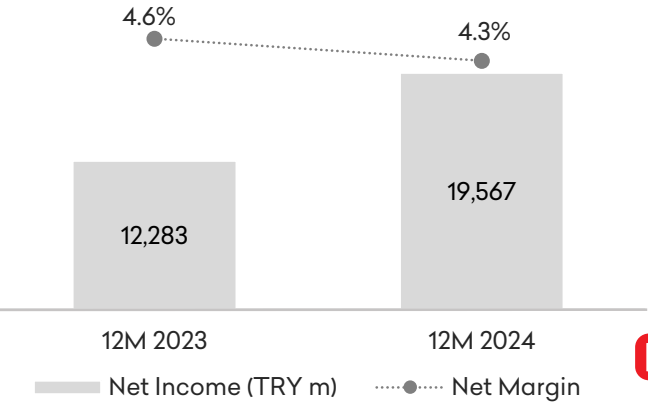
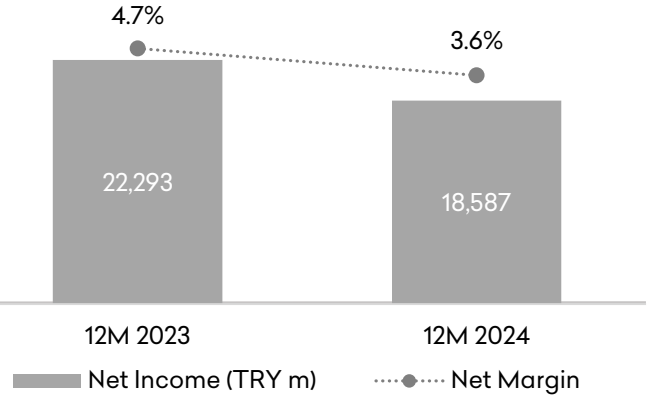
With TAS 29



Without TAS 29

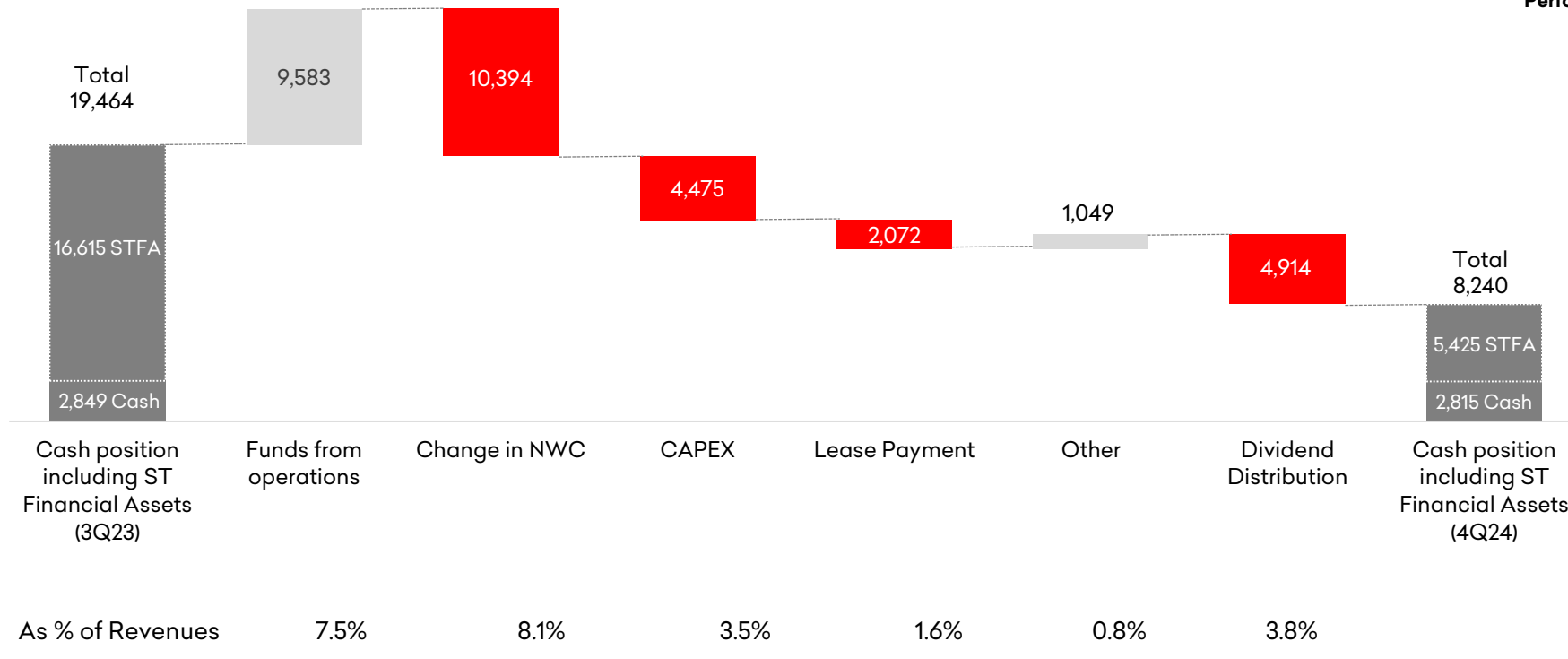


ANNUALLY





▶ QUARTERLY CASH FLOW BRIDGE*



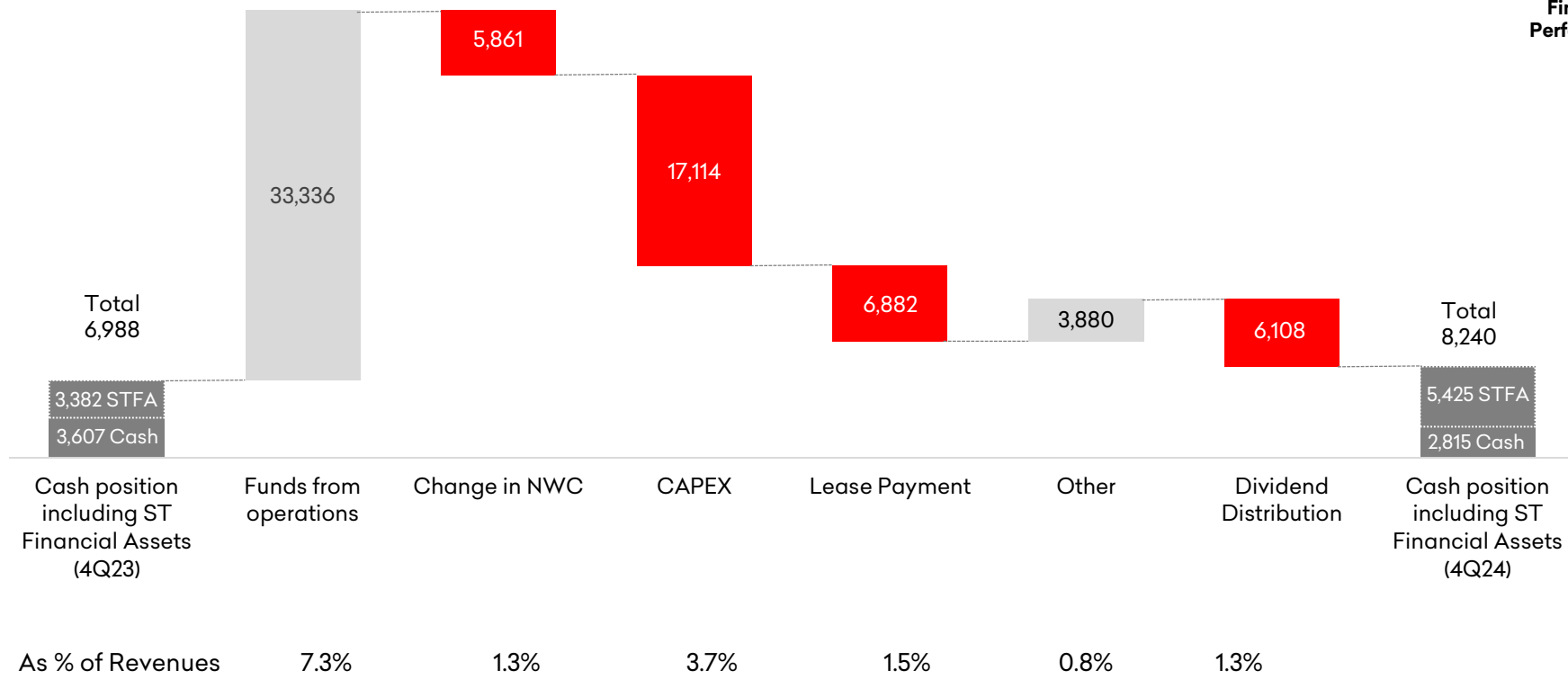
BIM 2024 RESULTS PRESENTATION

*Without TAS 29 Inflation Accounting





ANNUAL CASH FLOW BRIDGE*



BIM 2024 RESULTS PRESENTATION

*Without TAS 29 Inflation Accounting



**287
Stores**

**3 Logistic
Centers**



287 stores in 30 cities, 51 new stores in 2024.



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



Online sales form 5% of FILE's revenues.



FILE online shopping platform operates with 81 stores, two of which are dark stores.



Financial
Performance

▶ FOREIGN OPERATIONS



MAROC



BİM MAROC



19.2 bn TL
Sales



4.2% of
Consolidated
EBITDA*



5,633
Employees



789 Stores



4 logistic
centers



EGYPT



BİM EGYPT



3.4 bn TL
Sales



0.5% of
Consolidated
EBITDA*



2,654
Employees



418 Stores



2 logistics
centers

BİM 2024 RESULTS PRESENTATION

*Without TAS 29 Inflation Accounting





Highlights



**Operational
Performance**



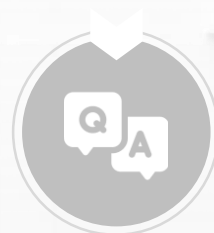
**Financial
Performance**



Guidance



Sustainability



Q & A



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▶ 2025 GUIDANCE



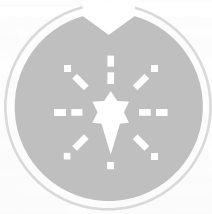
Guidance

w/o TAS 29

with TAS 29

	2024 ACTUAL	2025 GUIDANCE	2024 ACTUAL	2025 GUIDANCE
 SALES GROWTH	72%	45% (± 5%)	10%	8% (± 2%)
 EBITDA MARGIN*	7.5%	7.5% (± 0.5%)	4.3%	5.0% (± 0.5%)
 CAPEX TO SALES	3.7%	3.5% - 4.0%	3.5%	3.5% - 4.0%

*EBITDA margin is after IFRS-16.



Highlights



**Operational
Performance**



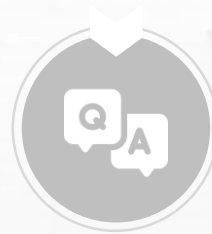
**Financial
Performance**



Guidance



Sustainability



Q & A



APPDX



Sustainability

► SUSTAINABILITY EFFORTS



22 Solar Power Plant with 62,5 MW installed power. BİM aims to obtain 25% of energy consumption of Türkiye operations from renewable sources by 2025.



Net Promoter Score of BİM has improved to 52* in 2024.



BİM targets to achieve a 20% reduction in water consumption density until 2025.



BİM prevented use of 491 tons of plastic and 801 tons of paper in 2024.



In 2024, the gender pay gap among employees at BİM is measured as only 4%, mainly due to performance bonuses.



BİM maintained its place in FTSE4Good Emerging Markets Index and FTSE Emerging ESG Index.



By reducing the amount of plastic per product in single-use plastic shopping bags in 2024, we saved a total of 462 tons.



In Türkiye operations, 7,581 new employees, 56% of new employees were women in 2024.



In 2024, the share of our product sales in the sustainable product category in our total turnover was realized as 14.9%.

*According to the NielsenIQ Brand Health Research



Highlights



**Operational
Performance**



**Financial
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Sustainability



Q & A



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Highlights



**Operational
Performance**



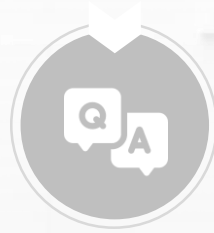
**Financial
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► TFRS INCOME STATEMENT (with TAS 29)

TL million	12 months ended 31 December			3 months ended 31 December		
	12M 2023	12M 2024	Change % YoY	4Q 2023	4Q 2024	Change % QoQ
Net Sales	474,200	519,567	10%	122,563	129,067	5%
COGS	(399,582)	(428,749)	7%	(106,369)	(105,568)	-1%
Gross Profit	74,619	90,817	22%	16,194	23,499	45%
Total SG&A	(69,769)	(85,472)	23%	(17,026)	(21,050)	24%
EBIT	4,849	5,345	10%	(832)	2,449	n.a
Net financial income/(expenses)	(3,439)	(5,097)	48%	(810)	(1,542)	91%
Monetary Gain (Loss)	28,325	21,622	-24%	9,171	3,503	-62%
Other income/(expenses)	2,093	4,063	94%	487	1,714	252%
PBT	31,828	25,934	-19%	8,016	6,124	-24%
Taxes	(9,528)	(7,321)	-23%	159	(2,262)	n.a
Net income	22,300	18,613	-17%	8,175	3,862	-53%
<i>Non-controlling Interests</i>	7	26	298%	16	(2)	n.a
<i>Owners of Parent</i>	22,293	18,587	-17%	8,159	3,864	-53%
D&A	(15,004)	(17,213)	15%	(3,197)	(4,518)	41%
EBITDA	19,854	22,558	14%	2,366	6,967	195%

BIM 2024 RESULTS PRESENTATION





APPDX

► TFRS INCOME STATEMENT (w/o TAS 29)

TL million	12 months ended 31 December			3 months ended 31 December		
	12M 2023	12M 2024	Change % YoY	4Q 2023	4Q 2024	Change % QoQ
Net Sales	267,036	459,722	72%	83,417	128,471	54%
COGS	(215,247)	(364,897)	70%	(67,113)	(101,362)	51%
Gross Profit	51,789	94,825	83%	16,304	27,109	66%
Total SG&A	(35,428)	(68,956)	95%	(10,796)	(18,994)	76%
EBIT	16,361	25,868	58%	5,509	8,115	47%
Net financial income/(expenses)	(1,937)	(4,558)	135%	(560)	(1,532)	174%
Other income/(expenses)	1,874	4,193	124%	1,021	1,492	46%
PBT	16,298	25,503	56%	5,970	8,075	35%
Taxes	(4,010)	(5,910)	47%	(1,725)	(2,390)	39%
Net income	12,287	19,593	59%	4,244	5,685	34%
<i>Non-controlling Interests</i>	5	26	475%	10	(0)	<i>n.a</i>
<i>Owners of Parent</i>	12,283	19,567	59%	4,234	5,685	34%
D&A	(4,624)	(8,672)	88%	(1,374)	(2,564)	87%
EBITDA	20,985	34,541	65%	6,883	10,679	55%

BIM 2024 RESULTS PRESENTATION



APPDX

TFRS INCOME STATEMENT (w/o TAS 29, w/o TFRS 16)

TL million	12 months ended 31 December			3 months ended 31 December		
	12M 2023	12M 2024	Change % YoY	4Q 2023	4Q 2024	Change % QoQ
Net Sales	267,036	459,722	72%	83,417	128,471	54%
COGS	(215,247)	(364,897)	70%	(67,113)	(101,362)	51%
Gross Profit	51,789	94,825	83%	16,304	27,109	66%
Total SG&A	(36,962)	(71,549)	94%	(11,293)	(19,820)	76%
EBIT	14,827	23,275	57%	5,011	7,289	45%
Net financial income/(expenses)	99	(530)	n.a	76	(291)	n.a
Other income/(expenses)	1,803	4,046	124%	987	1,467	49%
PBT	16,730	26,791	60%	6,073	8,465	39%
Taxes	(4,166)	(6,240)	50%	(1,748)	(2,490)	42%
Net income	12,563	20,550	64%	4,325	5,975	38%
<i>Non-controlling Interests</i>	<i>(10)</i>	<i>70</i>	<i>n.a</i>	<i>(3)</i>	<i>14</i>	<i>n.a</i>
<i>Owners of Parent</i>	<i>12,573</i>	<i>20,480</i>	<i>63%</i>	<i>4,328</i>	<i>5,961</i>	<i>38%</i>
D&A	(2,375)	(4,383)	85%	(713)	(1,318)	85%
EBITDA	17,202	27,659	61%	5,724	8,607	50%

BIM 2024 RESULTS PRESENTATION



APPDX

► TFRS BALANCE SHEET (with TAS 29)

TL Million	As of	
	31 December 2023	31 December 2024
TOTAL CURRENT ASSETS	78,627	74,041
Cash & Cash Equivalents	5,207	2,815
Financial Investments	4,882	5,425
Trade Receivables	23,281	23,731
Prepayments	3,028	3,046
Inventories	39,455	37,086
Other Current Assets	2,773	1,938
TOTAL NON-CURRENT ASSETS	135,245	161,807
Financial Investments	6,372	5,446
Tangible Assets	71,669	90,079
Right of Use Assets (IFRS 16)	54,508	63,999
Other Non-Current Assets	2,696	2,284
TOTAL ASSETS	213,872	235,849
TOTAL CURRENT LIABILITIES	78,071	74,673
Current Borrowings	6,726	8,146
<i>Bank loans</i>	0	0
<i>Lease liabilities</i>	6,726	8,146
Trade Payables	65,179	60,613
Current Tax Liabilities	2,022	1,300
Other Current Liabilities	4,144	4,614
TOTAL NON-CURRENT LIABILITIES	35,109	42,637
Lease Liabilities	25,525	28,830
Non-Current Provisions	1,731	1,672
Deferred Tax Liabilities	7,852	12,136
TOTAL EQUITY	100,692	118,539
TOTAL EQUITY AND LIABILITIES	213,872	235,849



► TFRS CASH FLOW (with TAS 29)

TL million	12 months ended 31 December	
	12M 2023	12M 2024
Net Income	22,300	18,613
D&A	15,004	17,213
Non Cash Tax Expense	9,528	7,321
Other Non-Cash Items	(11,768)	(5,723)
Funds From Operations	35,064	37,423
Change In Net Working Capital	(2,784)	194
Tax & Other Payments	(2,046)	(6,413)
Operating Cash Flow	30,235	31,204
Capital Expenditures	(16,220)	(18,058)
Proceeds From Sales of PPE	189	744
Change in Financial Investments	(1,489)	384
Cash Flow from Investing Activities	(17,521)	(16,930)
Free Cash Flow	12,714	14,274
Dividends	(4,957)	(7,178)
Proceeds from ST Borrowings	0	0
Proceeds from Lease Borrowings	(6,600)	(7,674)
Treasury Shares Purchase & Sale, Net	(237)	(986)
Cash Flow From Financing Activity	(11,794)	(15,837)
Currency Translation Differences	143	(35)
Monetary loss on cash and cash equivalents	(1,046)	(794)
Increase/(Decrease) In Cash	1,063	(1,598)