



1Q | 25

FINANCIAL RESULTS



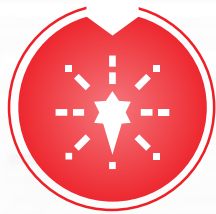
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Please note that all financial data are prepared based on IFRS accounting. Financial data starting with 2023 FY results have been prepared by applying inflation accounting in accordance with the provisions of IAS 29. In addition to financial data with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

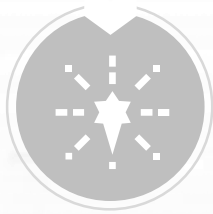


Highlights

► HEADLINES of KEY FIGURES for 1Q25 (with TAS 29 inflation accounting on financials)



- Strong cash flow from operations.



Highlights



**Operational
Performance**



**Financial
Performance**



Q & A



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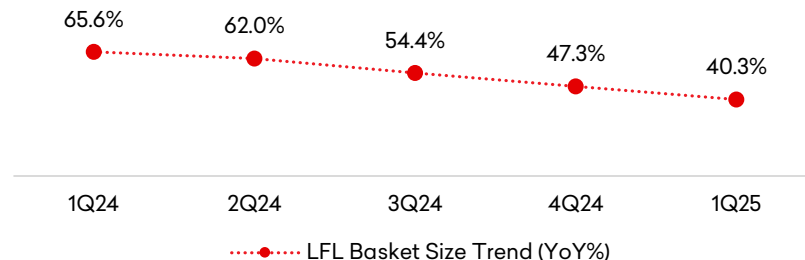
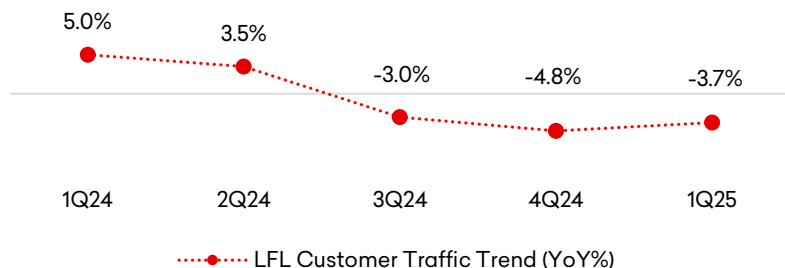
Operational
Performance

▶ LIKE FOR LIKE SALES INCREASE (BIM TURKIYE*)



QUARTERLY (w/o TAS 29)

	1Q 2024	1Q 2025	CHANGE
Like-For-Like Sales (per store/per day (TL))	87,216	117,828	35.1%
Like-For-Like Basket (TL/per visit)	158.44	222.35	40.3%
Like-For-Like Customer Traffic (per store/per day)	550.5	529.9	-3.7%



- Bimflation was **36%** YoY in 1Q25.

(*) Note: Calculated on the basis of net sales generated in 1Q23 and 1Q25 by stores operating on 31 March 2023 and that were still open on 31 March 2025 (10,044 stores).

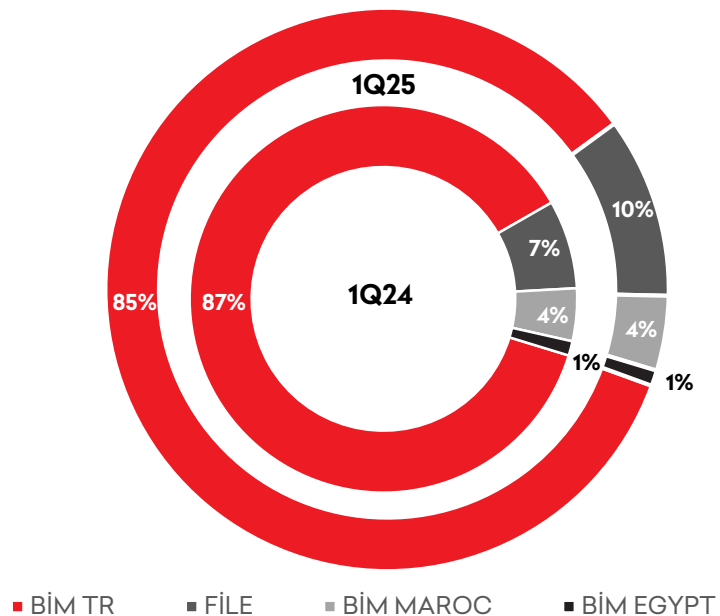




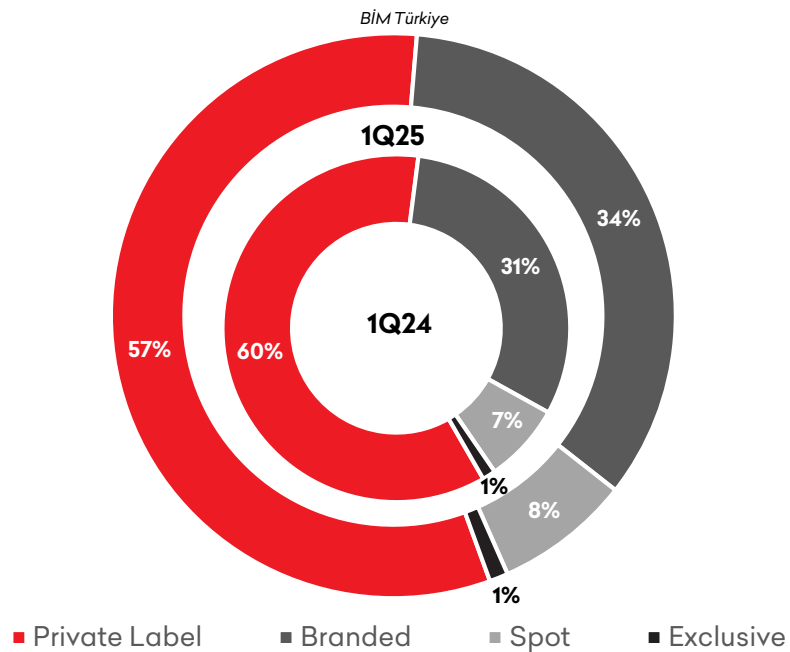
Operational
Performance

REVENUE BREAKDOWN

BY FORMAT AND GEOGRAPHY*



BY CATEGORY



BİM 1Q25 RESULTS PRESENTATION

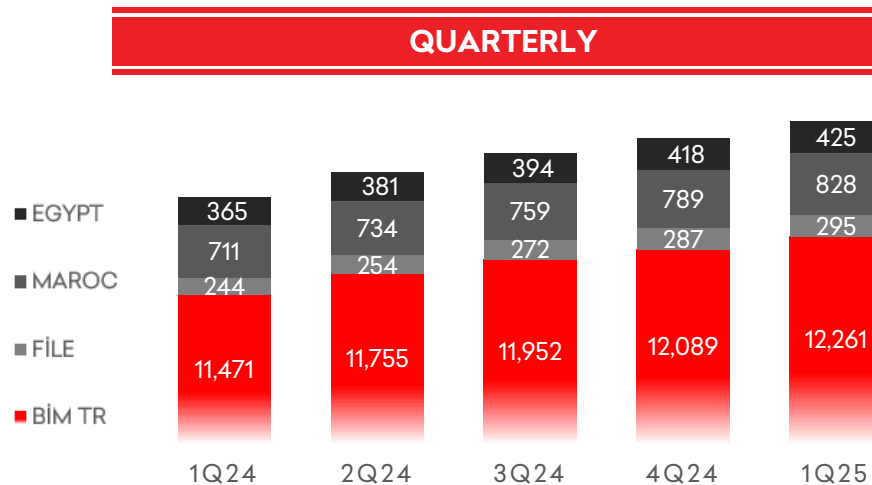
*Without TAS 29 Inflation Accounting



► EXPANSION



Operational
Performance

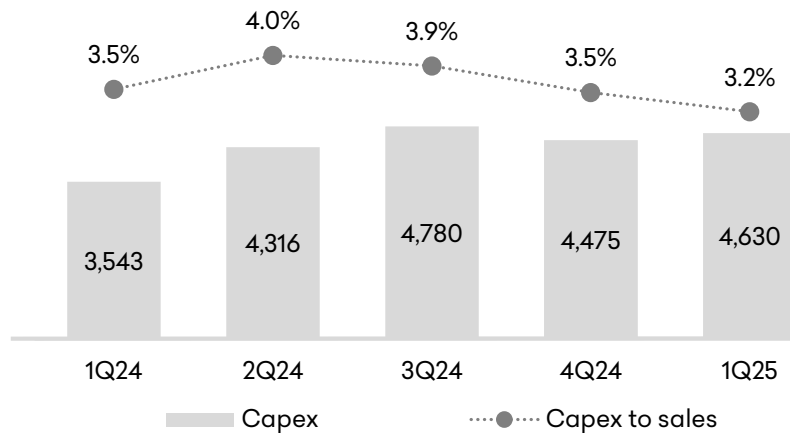


TOTAL	12,791	13,124	13,377	13,583	13,809
Openings (q-q)	309	333	253	206	226

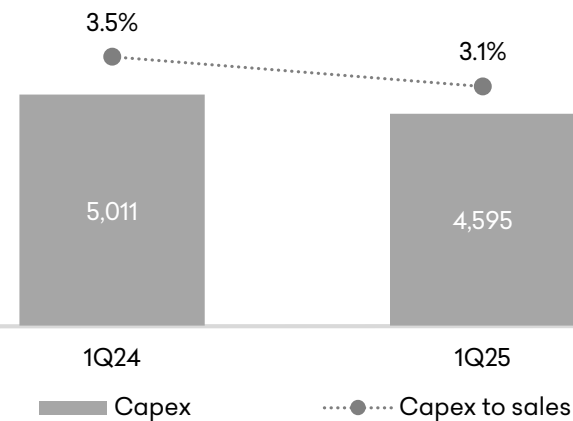
- Store growth **8% YoY**



QUARTERLY (w/o TAS 29 inflation accounting)



QUARTERLY (with TAS 29 inflation accounting)





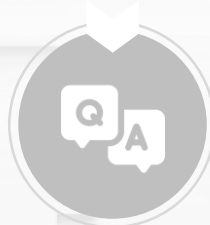
Highlights



**Operational
Performance**



**Financial
Performance**



Q & A



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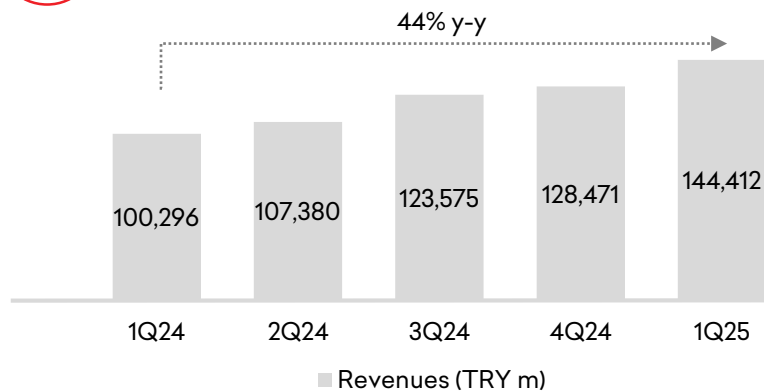
► NET SALES



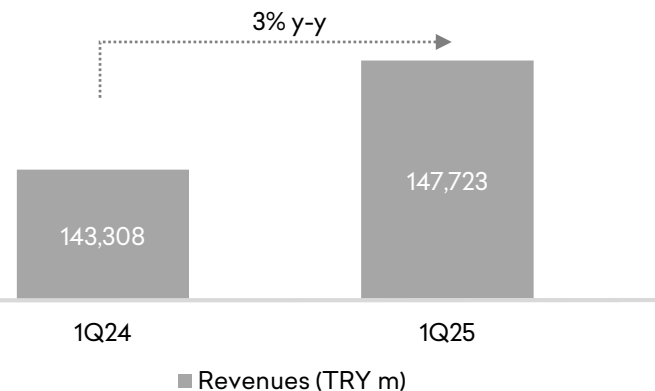
Financial
Performance



QUARTERLY (w/o TAS 29 inflation accounting)



QUARTERLY (with TAS 29 inflation accounting)

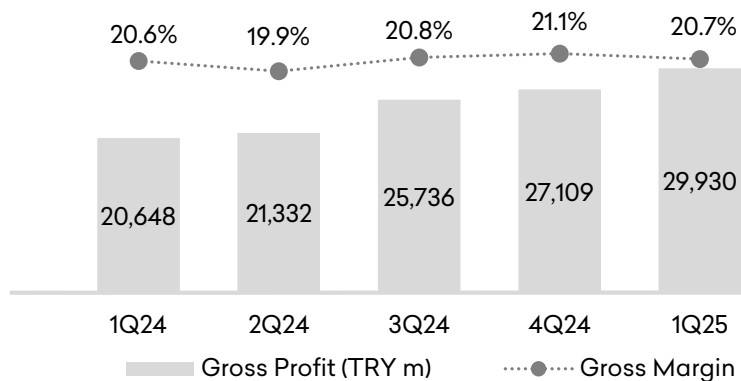




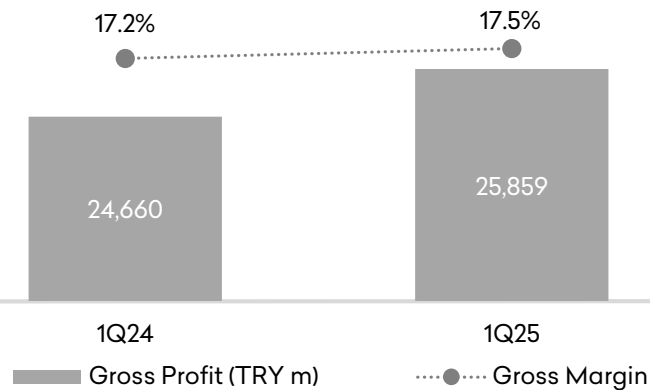
► GROSS PROFIT



QUARTERLY (w/o TAS 29 inflation accounting)



QUARTERLY (with TAS 29 inflation accounting)

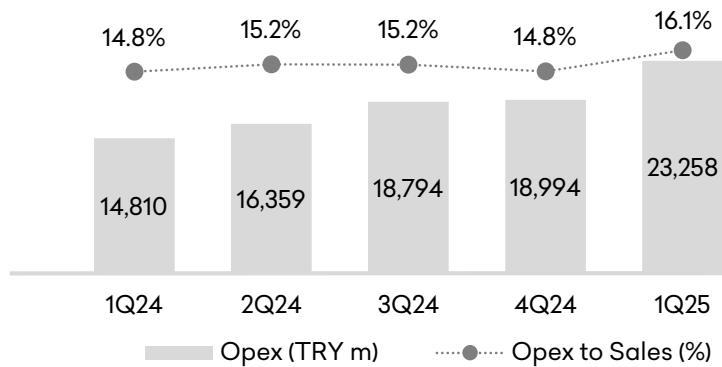




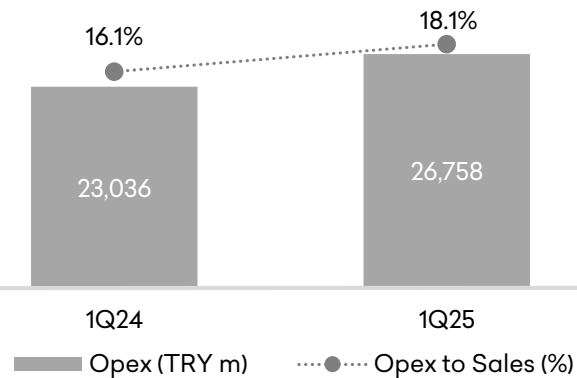
▶ OPERATING LEVERAGE



QUARTERLY (w/o TAS 29 inflation accounting)



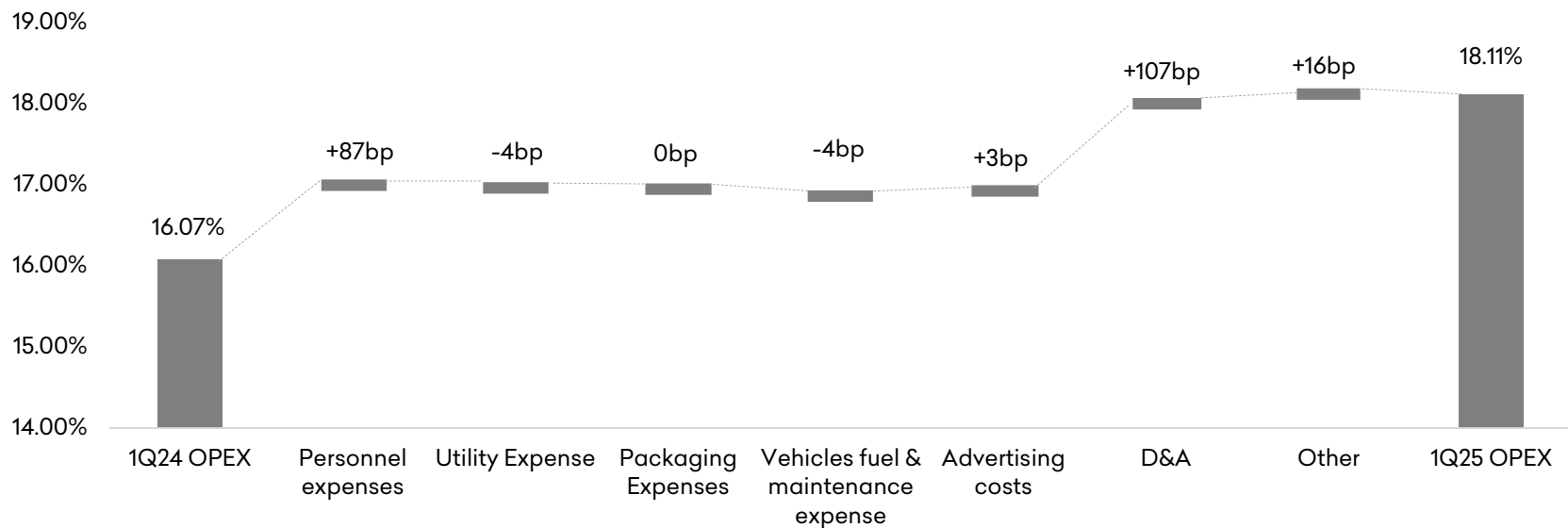
QUARTERLY (with TAS 29 inflation accounting)





Financial
Performance

► OPEX MANAGEMENT QUARTERLY *



BIM 1Q25 RESULTS PRESENTATION

As % of Revenues

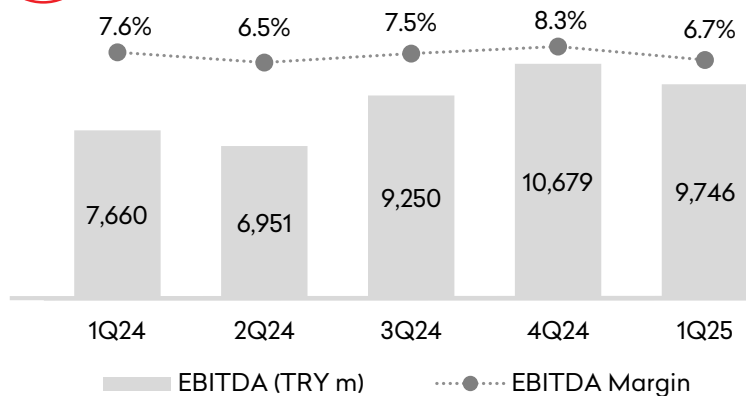
1Q24	10.15%	0.70%	0.11%	0.30%	0.17%	3.03%	1.62%
1Q25	11.02%	0.65%	0.11%	0.26%	0.21%	4.09%	1.78%

*With TAS 29 Inflation Accounting

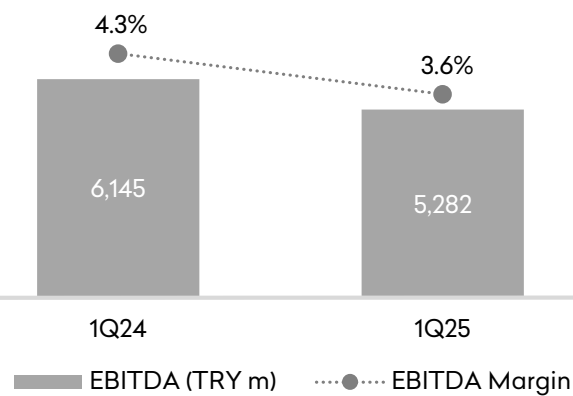




QUARTERLY (w/o TAS 29 inflation accounting)



QUARTERLY (with TAS 29 inflation accounting)

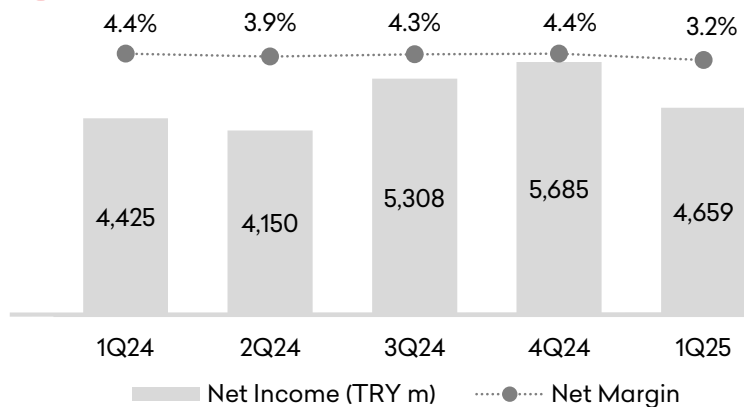




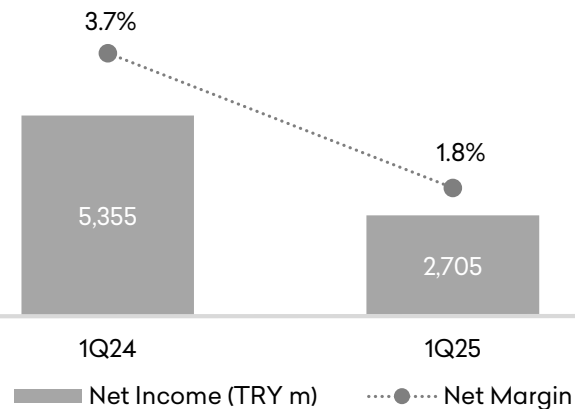
► NET INCOME



QUARTERLY (w/o TAS 29 inflation accounting)



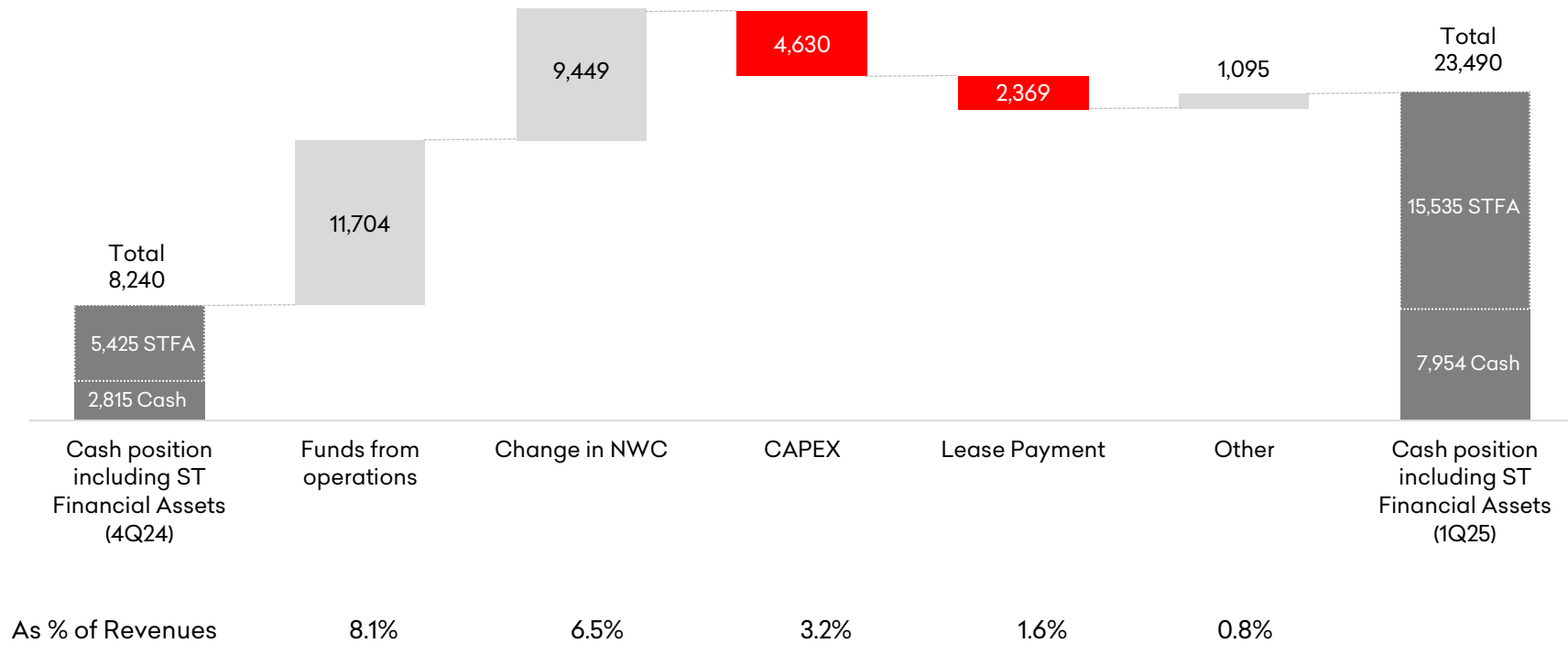
QUARTERLY (with TAS 29 inflation accounting)





Financial
Performance

► QUARTERLY CASH FLOW BRIDGE*



BIM 1Q25 RESULTS PRESENTATION

*Without TAS 29 Inflation Accounting





**295
Stores**

**3 Logistic
Centers**



295 stores in 31 cities, 8 new stores in 1Q25.



32% share of Private Labels within FILE's total sales.



Online sales form 5,1% of FILE's revenues.



FILE online shopping platform operates with 87 stores, two of which are dark stores.

FOREIGN OPERATIONS



Financial
Performance



MAROC

BİM MAROC



TL 6.1 bn
Sales



TL 404 m
EBITDA



6,067
Employees



828
Stores



4 logistic
centers



EGYPT

BİM EGYPT



TL 1.2 bn
Sales



TL 48 m
EBITDA



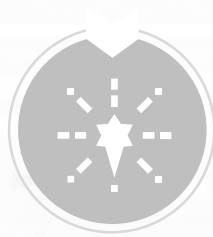
2,719
Employees



425
Stores



2 logistics
centers



Highlights



**Operational
Performance**



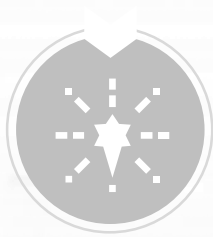
**Financial
Performance**



Q & A



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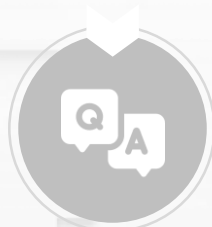
Highlights



**Operational
Performance**



**Financial
Performance**



Q & A



APPDX



APPDX

► TFRS INCOME STATEMENT (with TAS 29)

3 months ended 31 March

TL million	1Q 2024	1Q 2025	Change % YoY
Net Sales	143.308	147.723	3%
COGS	(118.648)	(121.864)	3%
Gross Profit	24.660	25.859	5%
Total SG&A	(23.036)	(26.758)	16%
EBIT	1.624	(899)	n.a
Net financial income/(expenses)	(1.245)	(1.648)	32%
Monetary Gain (Loss)	7.850	8.248	5%
Other income/(expenses)	644	696	8%
PBT	8.873	6.396	-28%
Taxes	(3.517)	(3.686)	5%
Net income	5.356	2.710	-49%
Non-controlling Interests	1	5	787%
Owners of Parent	5.355	2.705	-49%
D&A	(4.521)	(6.181)	37%
EBITDA	6.145	5.282	-14%

BIM 1Q25 RESULTS PRESENTATION

**APPDX**

► TFRS INCOME STATEMENT (w/o TAS 29)

3 months ended 31 March

TL million	1Q 2024	1Q 2025	Change % YoY
Net Sales	100.296	144.412	44%
COGS	(79.648)	(114.482)	44%
Gross Profit	20.648	29.930	45%
Total SG&A	(14.810)	(23.258)	57%
EBIT	5.838	6.672	14%
Net financial income/(expenses)	(872)	(1.612)	85%
Other income/(expenses)	545	1.099	102%
PBT	5.511	6.159	12%
Taxes	(1.085)	(1.495)	38%
Net income	4.425	4.664	5%
<i>Non-controlling Interests</i>	0	5	1126%
<i>Owners of Parent</i>	4.425	4.659	5%
D&A	(1.822)	(3.075)	69%
EBITDA	7.660	9.746	27%

BIM 1Q25 RESULTS PRESENTATION





APPDX

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

3 months ended 31 March

TL million	1Q 2024	1Q 2025	Change % YoY
Net Sales	100.296	144.412	44%
COGS	(79.648)	(114.482)	44%
Gross Profit	20.648	29.930	45%
Total SG&A	(15.264)	(24.235)	59%
EBIT	5.384	5.695	6%
Net financial income/(expenses)	(85)	(201)	135%
Other income/(expenses)	533	1.028	93%
PBT	5.832	6.523	12%
Taxes	(1.167)	(1.588)	36%
Net income	4.664	4.935	6%
<i>Non-controlling Interests</i>	<i>11</i>	<i>14</i>	<i>33%</i>
<i>Owners of Parent</i>	<i>4.654</i>	<i>4.921</i>	<i>6%</i>
D&A	(927)	(1.682)	81%
EBITDA	6.312	7.378	17%

BIM 1Q25 RESULTS PRESENTATION





APPDX

► TFRS BALANCE SHEET (with TAS 29)

TL Million	As of	
	31 December 2024	31 March 2025
TOTAL CURRENT ASSETS	81.492	105.204
Cash & Cash Equivalents	3.098	7.954
Financial Investments	5.970	15.535
Trade Receivables	26.120	27.026
Prepayments	3.353	4.019
Inventories	40.818	48.081
Other Current Assets	2.133	2.589
TOTAL NON-CURRENT ASSETS	178.090	181.513
Financial Investments	5.994	5.994
Tangible Assets	99.143	99.997
Right of Use Assets (IFRS 16)	70.439	73.544
Other Non-Current Assets	2.514	1.978
TOTAL ASSETS	259.582	286.717
TOTAL CURRENT LIABILITIES	82.187	104.497
Current Borrowings	8.966	9.602
<i>Bank loans</i>	0	0
<i>Lease liabilities</i>	8.966	9.602
Trade Payables	66.712	83.721
Current Tax Liabilities	1.431	2.885
Other Current Liabilities	5.078	8.289
TOTAL NON-CURRENT LIABILITIES	46.927	49.244
Lease Liabilities	31.731	32.488
Non-Current Provisions	1.840	1.760
Deferred Tax Liabilities	13.357	14.996
TOTAL EQUITY	130.467	132.976
TOTAL EQUITY AND LIABILITIES	259.582	286.717



APPDX

► TFRS CASH FLOW (with TAS 29)

TL million	3 months ended 31 March	
	1Q 2024	1Q 2025
Net Income	5.356	2.710
D&A	4.521	6.181
Non Cash Tax Expense	3.517	3.686
Other Non-Cash Items	1.480	2.980
Funds From Operations	14.873	15.557
Change In Net Working Capital	(4.528)	9.843
Tax & Other Payments	(769)	(2.219)
Operating Cash Flow	9.576	23.181
Capital Expenditures	(5.011)	(4.595)
Proceeds From Sales of PPE	20	71
Change in Financial Investments	(1.012)	(9.565)
Cash Flow from Investing Activities	(6.003)	(14.089)
Free Cash Flow	3.573	9.092
Dividends	0	0
Proceeds from ST Borrowings	0	0
Proceeds from Lease Borrowings	(1.923)	(2.419)
Treasury Shares Purchase & Sale, Net	0	(430)
Cash Flow From Financing Activity	(1.923)	(2.849)
Currency Translation Differences	143	(55)
Monetary loss on cash and cash equivalents	(876)	(1,332)
Increase/(Decrease) In Cash	1.793	6.188