



**2Q | 25**

**FINANCIAL RESULTS**



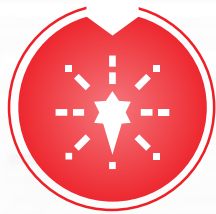
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Please note that all financial data are prepared based on IFRS accounting. Financial data starting with 2023 FY results have been prepared by applying inflation accounting in accordance with the provisions of IAS 29. In addition to financial data with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

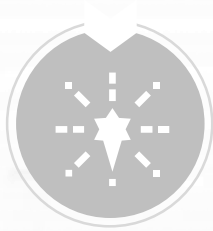


Highlights

## ► HEADLINES of KEY FIGURES for 2Q25 (with TAS 29 inflation accounting on financials)



- Strong operating margins.
- High effective tax rate from reporting standards gap.



**Highlights**



**Operational  
Performance**



**Financial  
Performance**



**Q & A**



**APPDX**



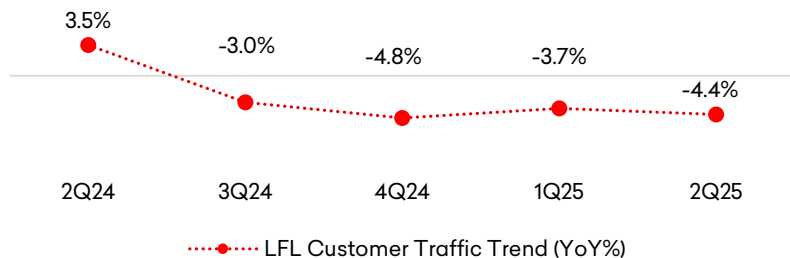
Operational  
Performance

## ▶ LIKE FOR LIKE SALES INCREASE (BİM TURKIYE\*)



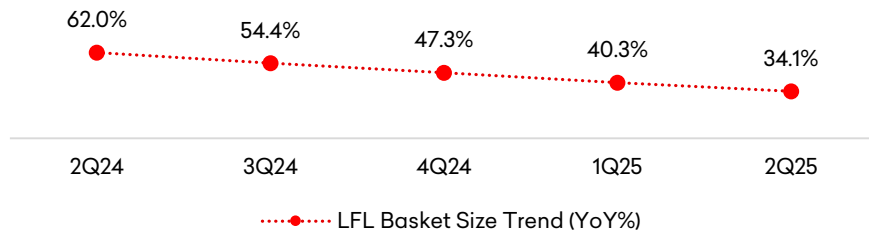
### QUARTERLY (w/o TAS 29)

	2Q 2024	2Q 2025	CHANGE
Like-For-Like Sales (per store/per day (TL))	94,541	121,173	<b>28.2%</b>
Like-For-Like Basket (TL/per visit)	166.67	223.52	<b>34.1%</b>
Like-For-Like Customer Traffic (per store/per day)	567.2	542.1	<b>-4.4%</b>



### SEMI - ANNUALLY (w/o TAS 29)

	6M 2024	6M 2025	CHANGE
Like-For-Like Sales (per store/per day (TL))	90,462	119,125	<b>31.7%</b>
Like-For-Like Basket (TL/per visit)	162.64	223.01	<b>37.1%</b>
Like-For-Like Customer Traffic (per store/per day)	556.2	534.2	<b>-4.0%</b>



- Bimflation was **31%** YoY in 2Q25.

(\*) Note: Calculated on the basis of net sales generated in 2Q23 and 2Q25 by stores operating on 30 June 2023 and that were still open on 30 June 2025 (10,356 stores).

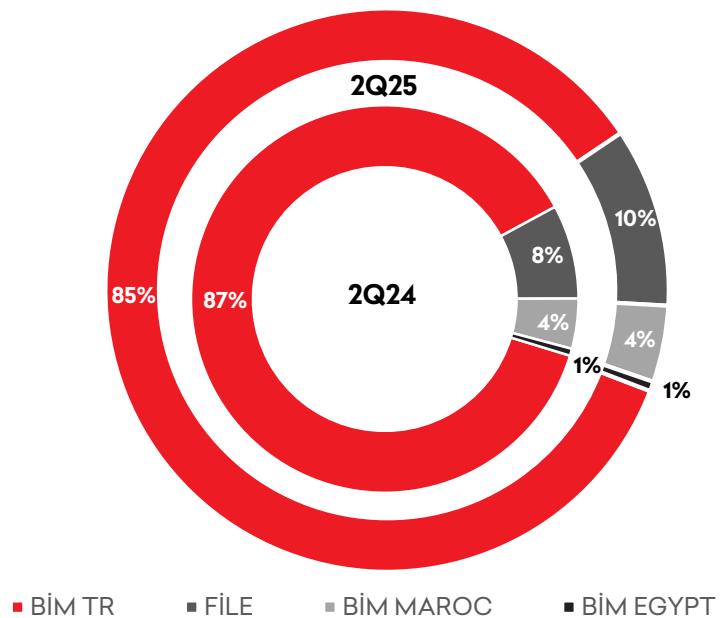




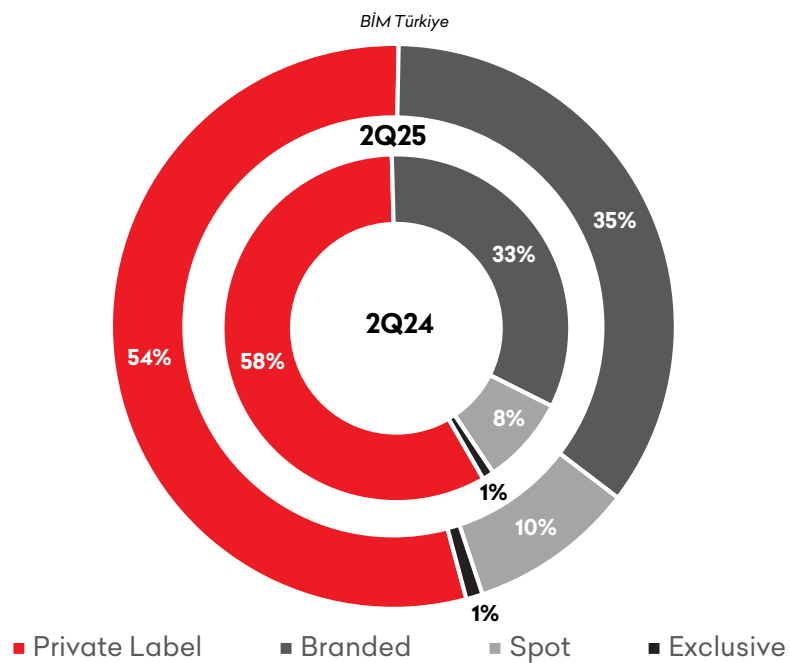
Operational  
Performance

## REVENUE BREAKDOWN

BY FORMAT AND GEOGRAPHY\*

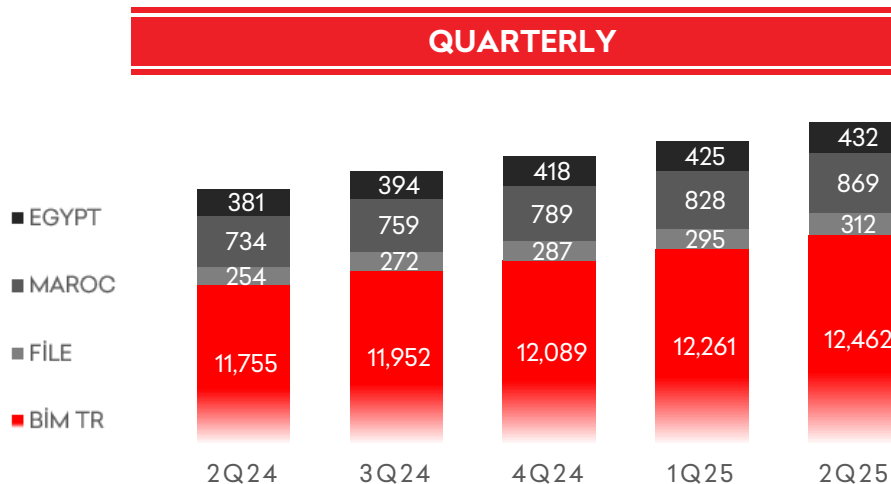


BY CATEGORY



\*Without TAS 29 Inflation Accounting





TOTAL	13,124	13,377	13,583	13,809	14,075
Openings (q-q)	333	253	206	226	266

- Store growth 7% YoY



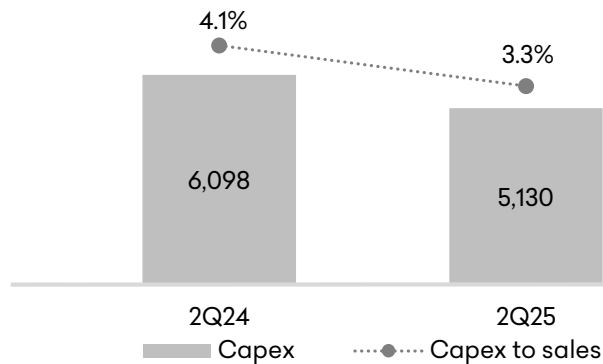


Operational  
Performance

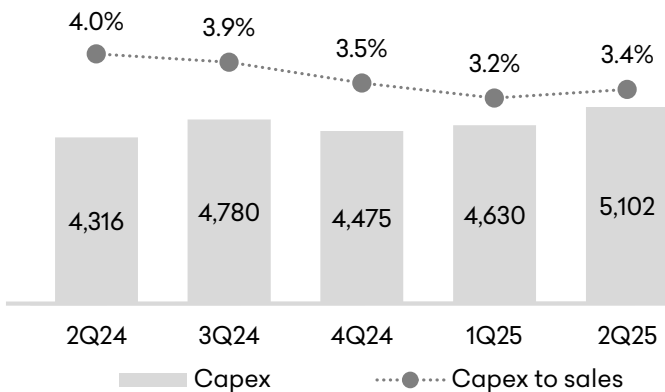
## CAPEX



### QUARTERLY



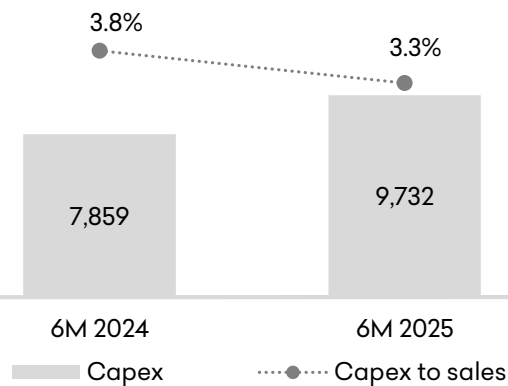
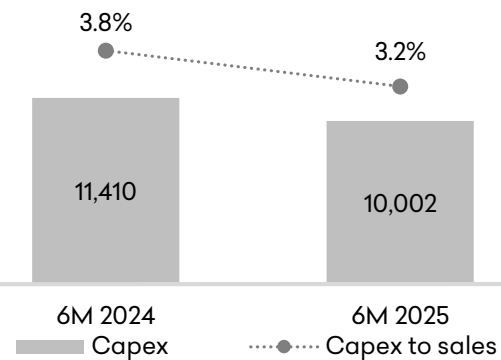
With TAS 29



Without TAS 29

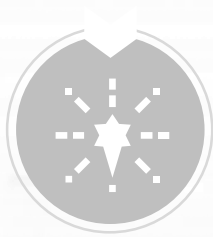


### SEMI-ANNUALLY



BIM 2025 RESULTS PRESENTATION





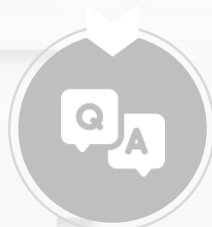
**Highlights**



**Operational  
Performance**



**Financial  
Performance**



**Q & A**



**APPDX**

# NET SALES



Financial  
Performance



## QUARTERLY

4% y-y

147,544

2Q24

153,239

2Q25

■ Revenues (TRY m)

With TAS 29



## SEMI-ANNUALLY

3% y-y

299,461

6M 2024

309,835

6M 2025

■ Revenues (TRY m)

41% y-y

107,380

2Q24

123,575

3Q24

128,471

4Q24

144,412

1Q25

151,610

2Q25

■ Revenues (TRY m)

Without TAS 29

43% y-y

207,676

6M 2024

296,022

6M 2025

■ Revenues (TRY m)

BİM 2025 RESULTS PRESENTATION

**BİM**

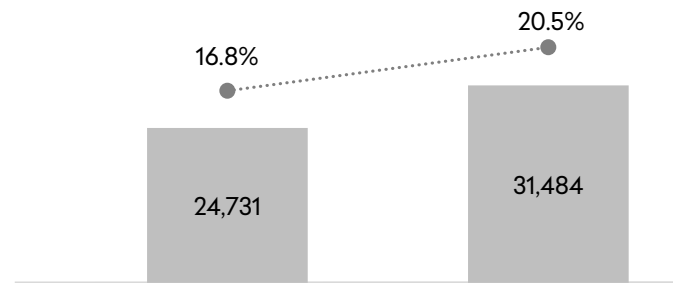


Financial  
Performance

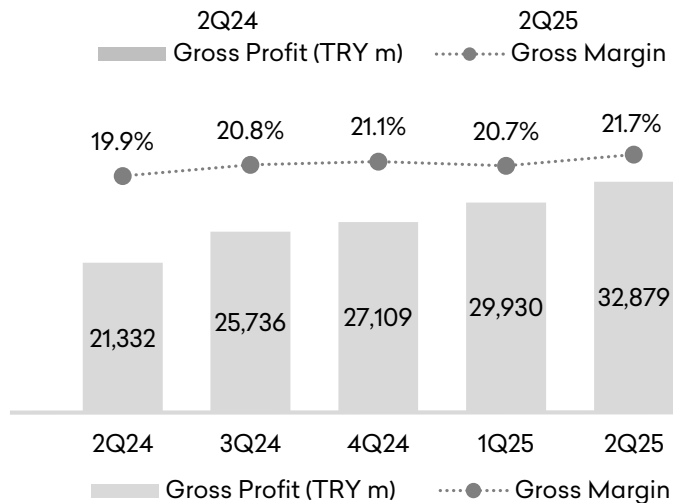
## GROSS PROFIT



### QUARTERLY



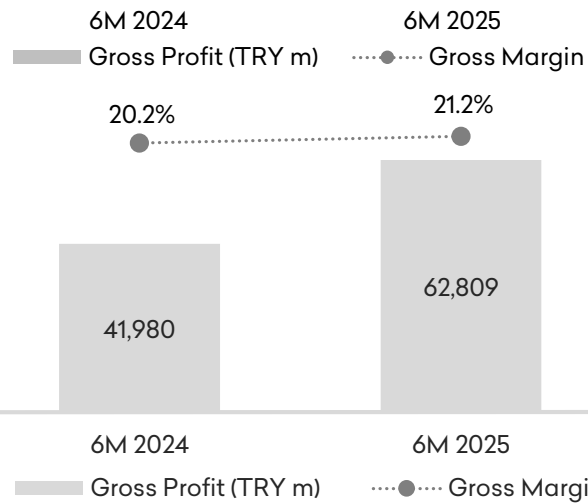
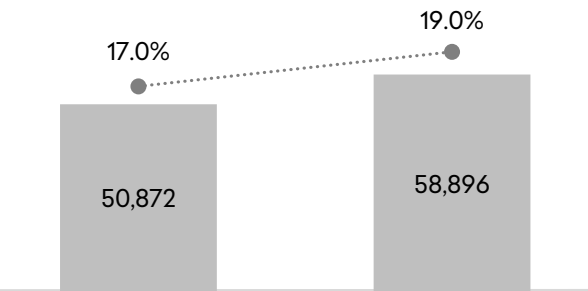
With TAS 29



Without TAS 29



### SEMI-ANNUALLY



BİM 2025 RESULTS PRESENTATION



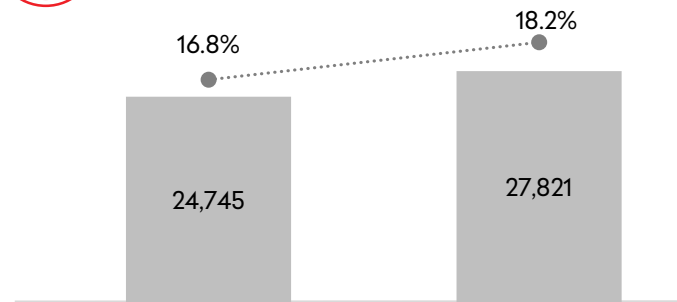


Financial  
Performance

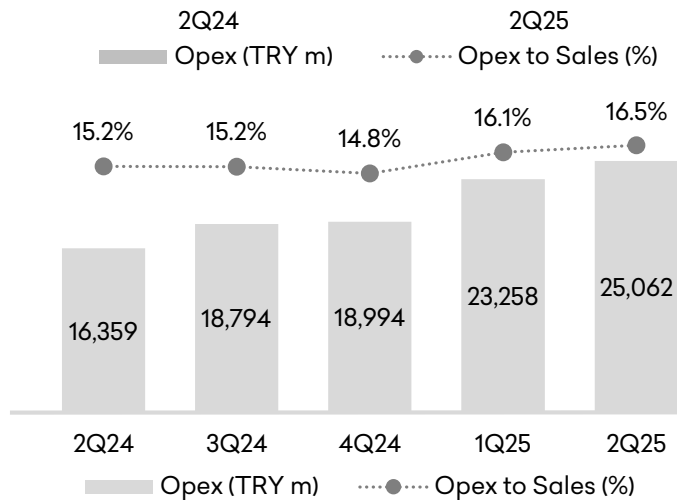
## ▶ OPERATING LEVERAGE



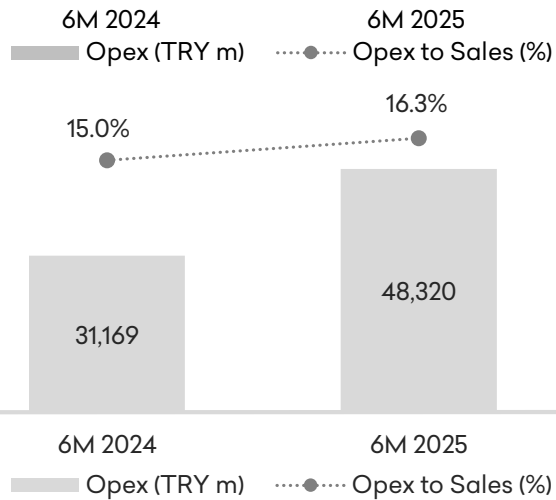
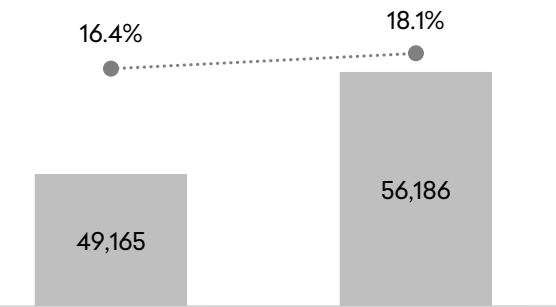
### QUARTERLY



With TAS 29



### SEMI-ANNUALLY

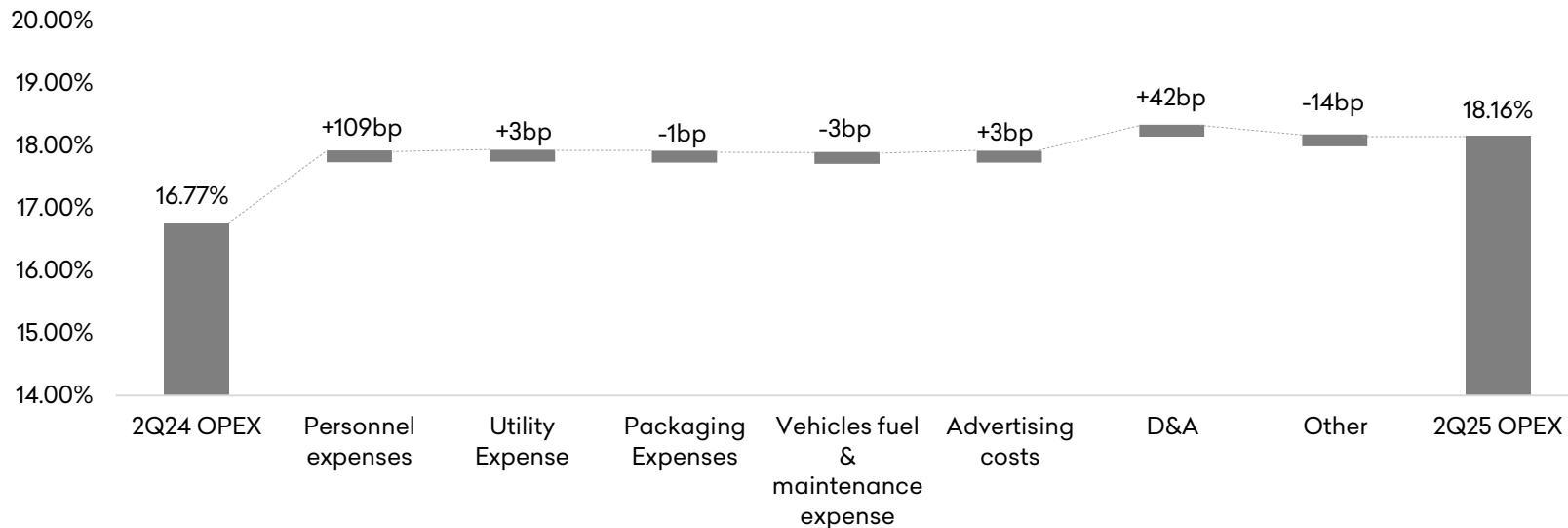


BIM 2025 RESULTS PRESENTATION

**BIM**



## ► OPEX MANAGEMENT QUARTERLY \*



### As % of Revenues

2Q24	10.42%	0.65%	0.11%	0.29%	0.18%	3.29%	1.83%
2Q25	11.51%	0.68%	0.09%	0.26%	0.21%	3.71%	1.69%

# EBITDA



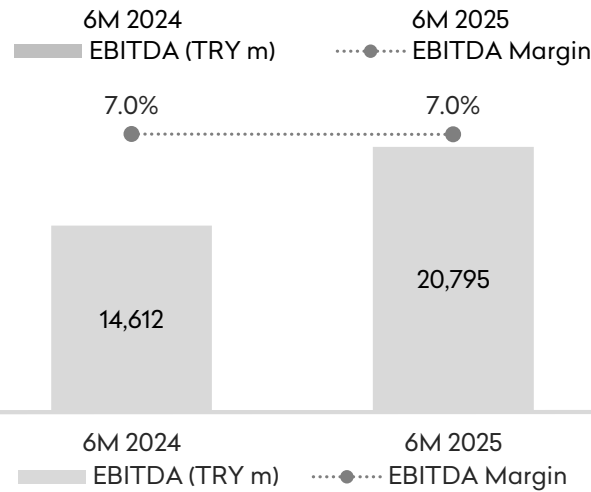
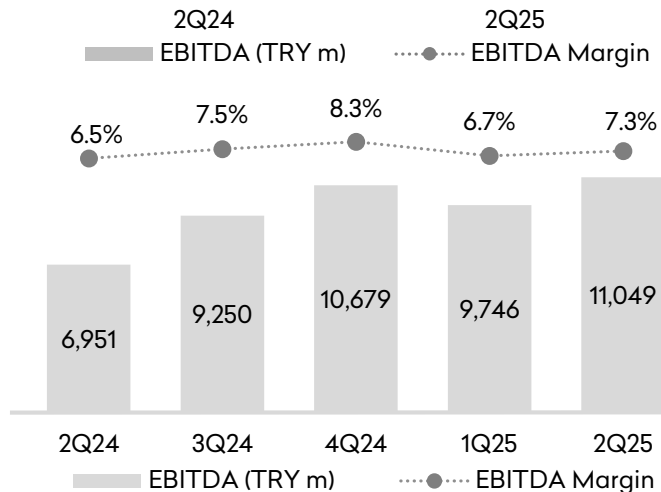
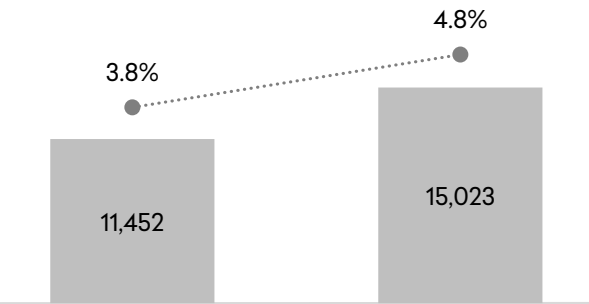
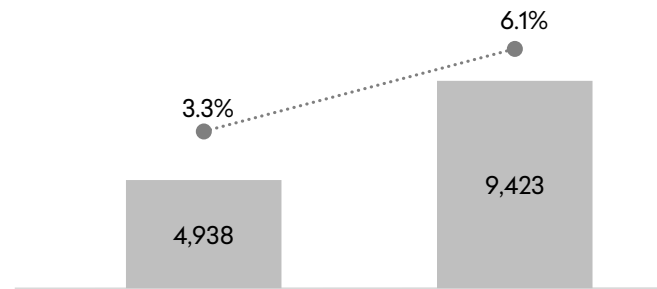
Financial  
Performance



## QUARTERLY



## SEMI-ANNUALLY



BIM 2025 RESULTS PRESENTATION



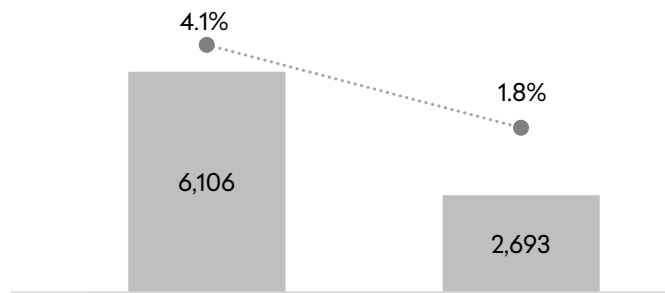
# ► NET INCOME



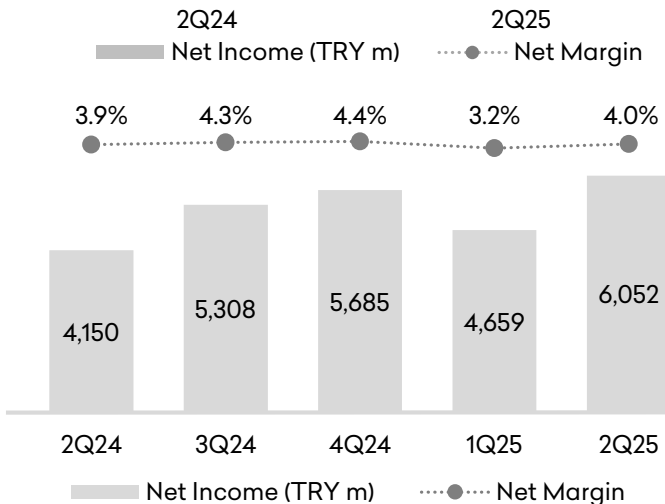
Financial  
Performance



## QUARTERLY



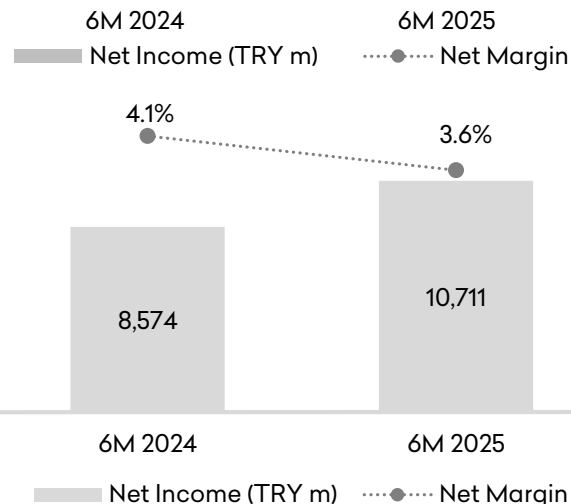
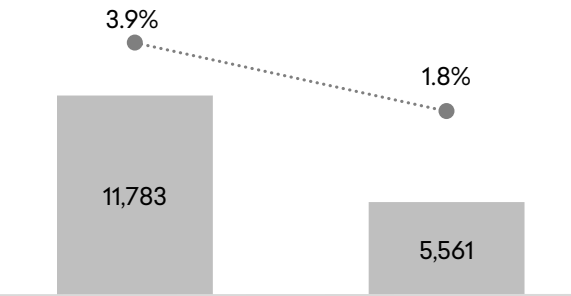
With TAS 29



Without TAS 29



## SEMI-ANNUALLY

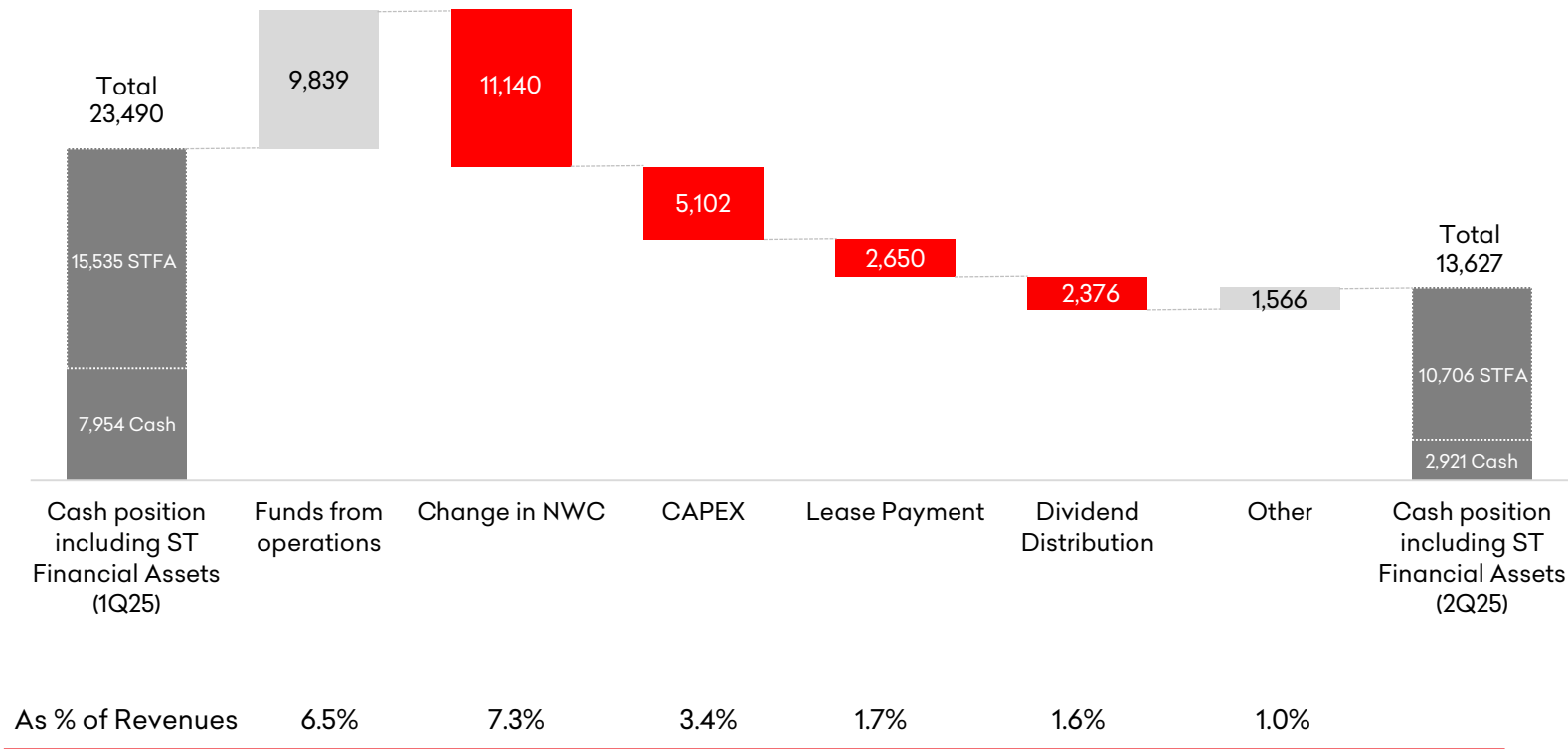






Financial  
Performance

## ► QUARTERLY CASH FLOW BRIDGE\*



\*Without TAS 29 Inflation Accounting



**312  
Stores**

**3 Logistic  
Centers**



312 stores in 33 cities, 17 new stores in 2Q25.



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



Online sales form 5% of FILE's revenues.



FILE online shopping platform operates with 90 stores, two of which are dark stores.

## ► FOREIGN OPERATIONS



Financial  
Performance



MAROC

### BİM MAROC



TL 6.7 bn  
Sales



TL 431 m  
EBITDA



6,609  
Employees



869  
Stores



4 logistic  
centers



EGYPT

### BİM EGYPT



TL 840 m  
Sales



TL (14) m  
EBITDA



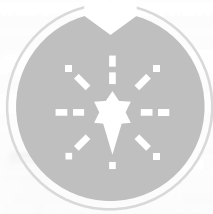
2,595  
Employees



432  
Stores



2 logistics  
centers



**Highlights**



**Operational  
Performance**



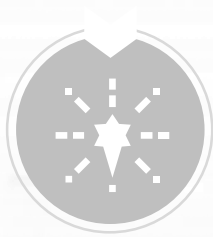
**Financial  
Performance**



**Q & A**



**APPDX**



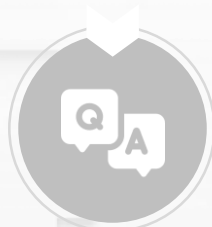
**Highlights**



**Operational  
Performance**



**Financial  
Performance**



**Q & A**



**APPDX**

## ► AFYON FRUIT & VEGETABLES PLATFORM

We have commenced operations at our new 30,000 m<sup>2</sup> fruit and vegetable platform in Afyon to deliver fresher, higher-quality, and safer products to our consumers more quickly.

This investment, which contributes to energy savings and logistics optimization, is also an important step toward our goal of reducing the environmental impact of our supply chain.





APPDX

## ► TFRS INCOME STATEMENT (with TAS 29)

TL million	6 months ended 30 June			3 months ended 30 June		
	6M 2024	6M 2025	Change % YoY	2Q 2024	2Q 2025	Change % YoY
Net Sales	299,461	309,835	3%	147,544	153,239	4%
COGS	(248,589)	(250,939)	1%	(122,814)	(121,755)	-1%
Gross Profit	50,872	58,896	16%	24,731	31,484	27%
Total SG&A	(49,165)	(56,186)	14%	(24,745)	(27,821)	12%
EBIT	1,707	2,710	59%	(14)	3,663	n.a
Net Financial Income/(Expenses)	(2,689)	(3,543)	32%	(1,369)	(1,796)	31%
Monetary Gain (Loss)	14,245	10,088	-29%	5,924	1,345	-77%
Other Income/(Expenses)	1,956	2,274	16%	1,273	1,537	21%
PBT	15,220	11,529	-24%	5,814	4,749	-18%
Taxes	(3,432)	(5,976)	74%	296	(2,069)	n.a
Net Income	11,787	5,553	-53%	6,109	2,680	-56%
Non-controlling Interests	4	(8)	n.a	3	(13)	n.a
Owners of Parent	11,783	5,561	-53%	6,106	2,693	-56%
D&A	(9,745)	(12,314)	26%	(4,953)	(5,761)	16%
EBITDA	11,452	15,023	31%	4,938	9,423	91%



APPDX

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

TL million	6 months ended 30 June			3 months ended 30 June		
	6M 2024	6M 2025	Change % YoY	2Q 2024	2Q 2025	Change % YoY
Net Sales	207,676	296,022	43%	107,380	151,610	41%
COGS	(165,695)	(233,213)	41%	(86,048)	(118,731)	38%
Gross Profit	41,980	62,809	50%	21,332	32,879	54%
Total SG&A	(31,169)	(48,320)	55%	(16,359)	(25,062)	53%
EBIT	10,811	14,489	34%	4,973	7,817	57%
Net Financial Income/(Expenses)	(1,870)	(3,390)	81%	(998)	(1,778)	78%
Other Income/(Expenses)	1,454	2,786	92%	910	1,687	85%
PBT	10,396	13,885	34%	4,885	7,725	58%
Taxes	(1,818)	(3,182)	75%	(733)	(1,687)	130%
Net Income	8,577	10,703	25%	4,152	6,039	45%
Non-controlling Interests	3	(8)	n.a	2	(13)	n.a
Owners of Parent	8,574	10,711	25%	4,150	6,052	46%
D&A	(3,800)	(6,306)	66%	(1,978)	(3,232)	63%
EBITDA	14,612	20,795	42%	6,951	11,049	59%





APPDX

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

TL million	6 months ended 30 June			3 months ended 30 June		
	6M 2024	6M 2025	Change % YoY	2Q 2024	2Q 2025	Change % YoY
Net Sales	207,676	296,022	43%	107,380	151,610	41%
COGS	(165,695)	(233,213)	41%	(86,048)	(118,731)	38%
Gross Profit	41,980	62,809	50%	21,332	32,879	54%
Total SG&A	(32,210)	(50,482)	57%	(16,946)	(26,247)	55%
EBIT	9,770	12,327	26%	4,386	6,632	51%
Net Financial Income/(Expenses)	(158)	(387)	146%	(72)	(186)	158%
Other Income/(Expenses)	1,459	2,715	86%	926	1,687	82%
PBT	11,072	14,655	32%	5,240	8,132	55%
Taxes	(1,991)	(3,379)	70%	(823)	(1,791)	117%
Net Income	9,081	11,276	24%	4,416	6,341	44%
<i>Non-controlling Interests</i>	23	15	-35%	12	0	-97%
<i>Owners of Parent</i>	9,058	11,262	24%	4,404	6,341	44%
D&A	(1,881)	(3,449)	83%	(954)	(1,767)	85%
EBITDA	11,651	15,776	35%	5,340	8,399	57%

## ► TFRS BALANCE SHEET (with TAS 29)



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BIM 2025 RESULTS PRESENTATION

TL Million	As of	
	31 December 2024	30 June 2025
<b>TOTAL CURRENT ASSETS</b>	<b>86,387</b>	<b>99,221</b>
Cash & Cash Equivalents	3,284	2,921
Financial Investments	6,329	10,706
Trade Receivables	27,688	28,501
Prepayments	3,554	3,809
Inventories	43,270	50,197
Other Current Assets	2,261	3,086
<b>TOTAL NON-CURRENT ASSETS</b>	<b>188,787</b>	<b>196,243</b>
Financial Investments	6,354	6,354
Tangible Assets	105,098	108,683
Right of Use Assets (IFRS 16)	74,670	79,274
Other Non-Current Assets	2,665	1,932
<b>TOTAL ASSETS</b>	<b>275,174</b>	<b>295,464</b>
<b>TOTAL CURRENT LIABILITIES</b>	<b>87,124</b>	<b>104,668</b>
Current Borrowings	9,505	10,293
<i>Bank loans</i>	0	0
<i>Lease liabilities</i>	9,505	10,293
Trade Payables	70,719	79,981
Current Tax Liabilities	1,517	1,738
Other Current Liabilities	5,383	12,655
<b>TOTAL NON-CURRENT LIABILITIES</b>	<b>49,746</b>	<b>54,092</b>
Lease Liabilities	33,637	36,168
Non-Current Provisions	1,951	1,738
Deferred Tax Liabilities	14,159	16,186
<b>TOTAL EQUITY</b>	<b>138,304</b>	<b>136,704</b>
<b>TOTAL EQUITY AND LIABILITIES</b>	<b>275,174</b>	<b>295,464</b>



APPDX

## ► TFRS CASH FLOW (with TAS 29)

TL million	6 months ended 30 June	
	6M 2024	6M 2025
Net Income	11,787	5,553
D&A	9,745	12,314
Non Cash Tax Expense	3,432	5,976
Other Non-Cash Items	(1,025)	2,139
<b>Funds From Operations</b>	<b>23,940</b>	<b>25,982</b>
Change In Net Working Capital	(2,000)	475
Tax & Other Payments	(4,366)	(4,161)
<b>Operating Cash Flow</b>	<b>17,574</b>	<b>22,296</b>
Capital Expenditures	(11,410)	(10,002)
Proceeds From Sales of PPE	175	113
Change in Financial Investments	(310)	(4,377)
<b>Cash Flow from Investing Activities</b>	<b>(11,546)</b>	<b>(14,266)</b>
Free Cash Flow	6,028	8,030
Dividends	(108)	(2,376)
Proceeds from ST Borrowings	0	0
Proceeds from Lease Borrowings	(4,238)	(5,233)
Treasury Shares Purchase & Sale, Net	0	40
<b>Cash Flow From Financing Activity</b>	<b>(4,346)</b>	<b>(7,568)</b>
Currency Translation Differences	(27)	(116)
Monetary loss on cash and cash equivalents	(1,387)	(709)
<b>Increase/(Decrease) In Cash</b>	<b>1,655</b>	<b>346</b>