



**3Q | 25**

**FINANCIAL RESULTS**



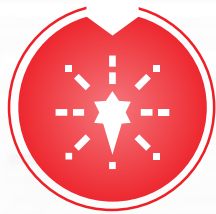
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Please note that all financial data are prepared based on IFRS accounting. Financial data starting with 2023 FY results have been prepared by applying inflation accounting in accordance with the provisions of IAS 29. In addition to financial data with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

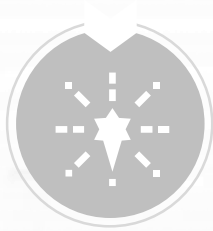


**APPDX**

## ► HEADLINES of KEY FIGURES for 3Q25 (with TAS 29 inflation accounting on financials)



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



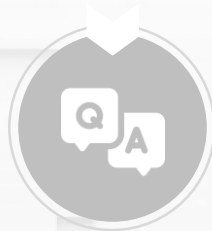
**Highlights**



**Operational  
Performance**



**Financial  
Performance**



**Q & A**



**APPDX**



Operational  
Performance

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



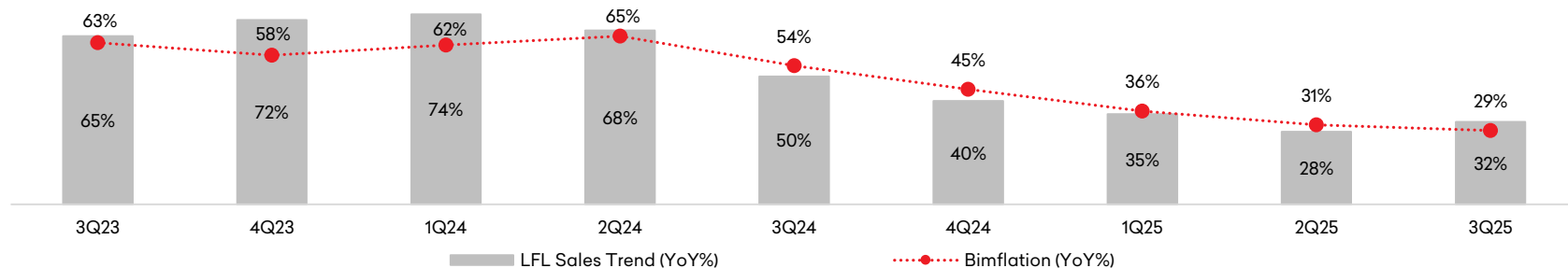
### QUARTERLY (w/o TAS 29)

|   | 3Q 2024 | 3Q 2025 | CHANGE       |
|---|---------|---------|--------------|
| Like-For-Like Sales<br>(per store/per day (TL))       | 101,006 | 133,334 | <b>32.0%</b> |
| Like-For-Like Basket<br>(TL/per visit)                | 181.40  | 244.87  | <b>35.0%</b> |
| Like-For-Like Customer Traffic<br>(per store/per day) | 556.8   | 544.5   | <b>-2.2%</b> |



### 9 MONTHS (w/o TAS 29)

|   | 9M 2024 | 9M 2025 | CHANGE       |
|---|---------|---------|--------------|
| Like-For-Like Sales<br>(per store/per day (TL))       | 93,733  | 123,646 | <b>31.9%</b> |
| Like-For-Like Basket<br>(TL/per visit)                | 168.99  | 230.50  | <b>36.4%</b> |
| Like-For-Like Customer Traffic<br>(per store/per day) | 554.7   | 536.4   | <b>-3.3%</b> |



- Bimflation was **29%** YoY in 3Q25.

(\*) Note: Calculated on the basis of net sales generated in 3Q23 and 3Q25 by stores operating on 30 September 2023 and that were still open on 30 September 2025 (10,521 stores).

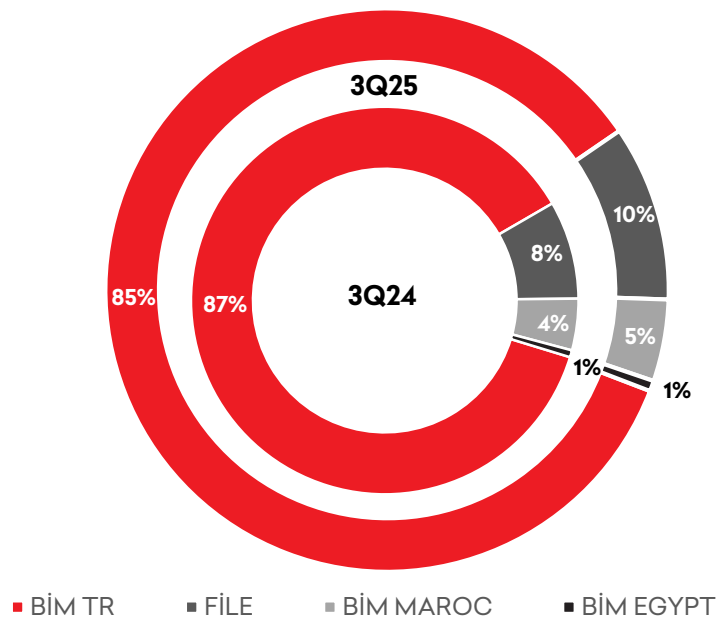




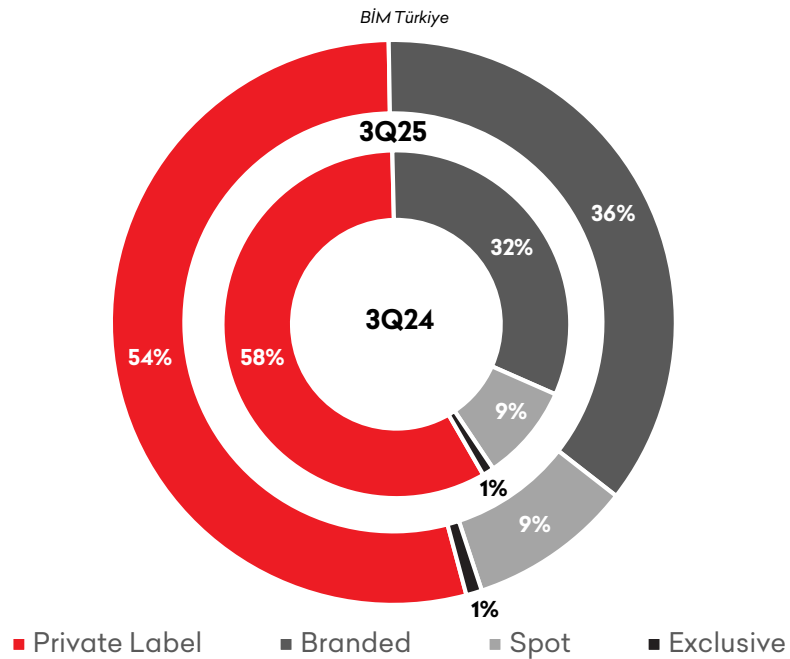
Operational  
Performance

## REVENUE BREAKDOWN

BY FORMAT AND GEOGRAPHY\*



BY CATEGORY

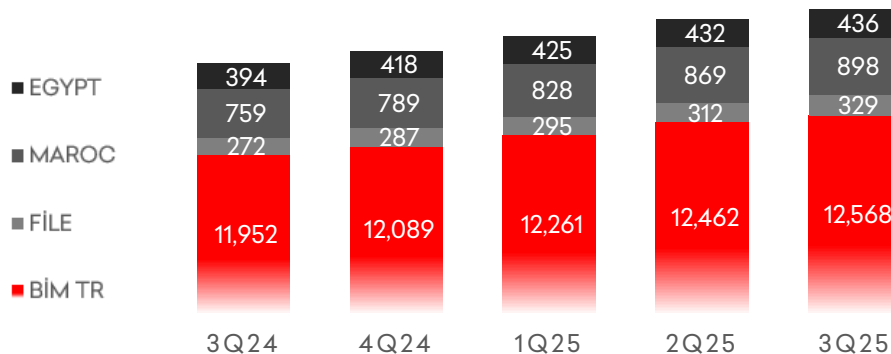


\*Without TAS 29 Inflation Accounting





## QUARTERLY



| TOTAL          | 13,377 | 13,583 | 13,809 | 14,075 | 14,231 |
|----------------|--------|--------|--------|--------|--------|
| Openings (q-q) | 253    | 206    | 226    | 266    | 156    |

- Store growth **6% YoY**



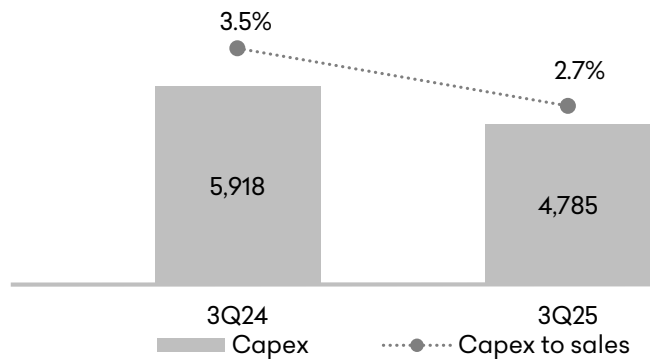


Operational  
Performance

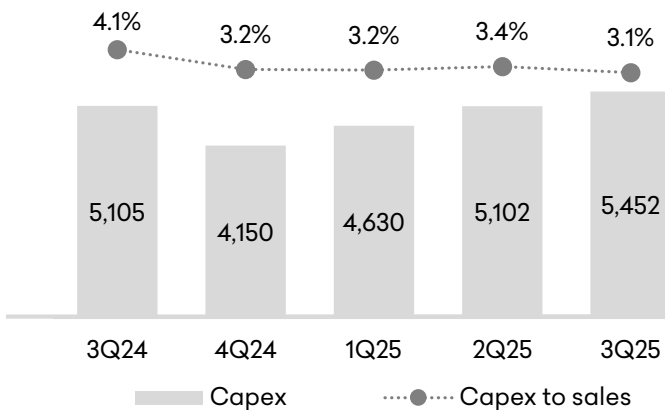
## CAPEX



### QUARTERLY



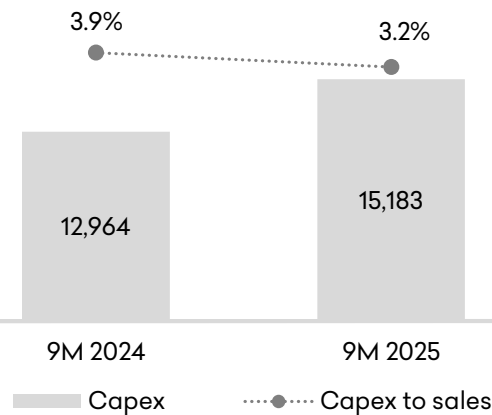
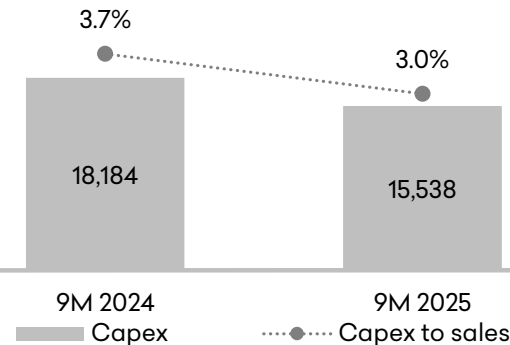
With TAS 29



Without TAS 29

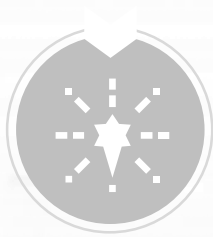


### 9 MONTHS



BIM 3Q25 RESULTS PRESENTATION

**BIM**



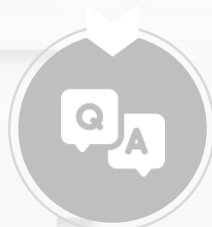
**Highlights**



**Operational  
Performance**



**Financial  
Performance**



**Q & A**



**APPDX**

# NET SALES



Financial  
Performance



## QUARTERLY

7% y-y

167,868

179,681

3Q24

3Q25

■ Revenues (TRY m)

With TAS 29



## 9 MONTHS

5% y-y

489,801

512,767

9M 2024

9M 2025

■ Revenues (TRY m)

42% y-y

123,575

128,471

144,412

151,610

176,034

3Q24

4Q24

1Q25

2Q25

3Q25

■ Revenues (TRY m)

Without TAS 29

43% y-y

331,251

472,056

9M 2024

9M 2025

■ Revenues (TRY m)

BİM 3 Q25 RESULTS PRESENTATION

**BİM**

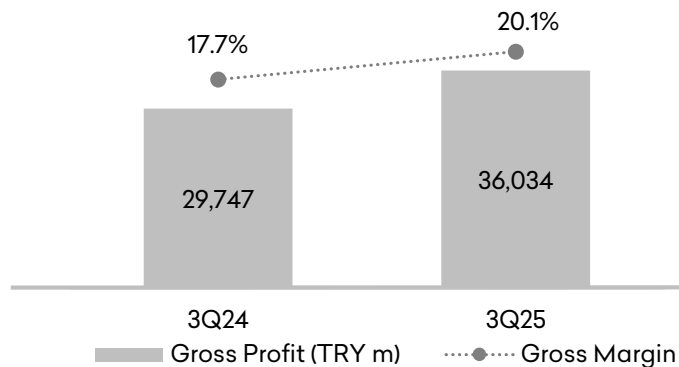


Financial  
Performance

## GROSS PROFIT



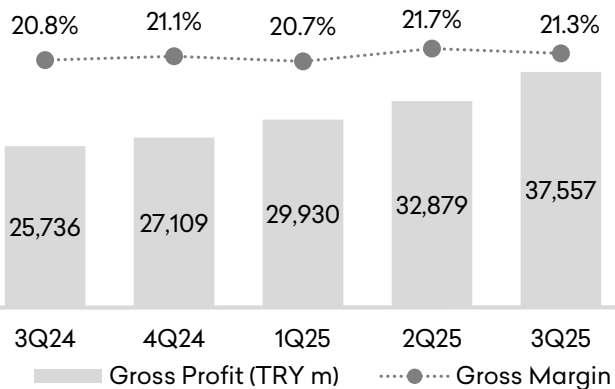
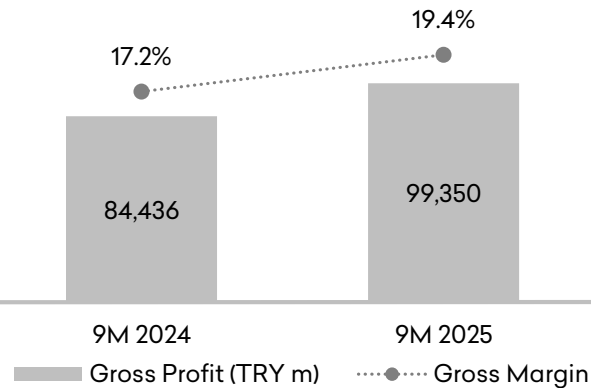
### QUARTERLY



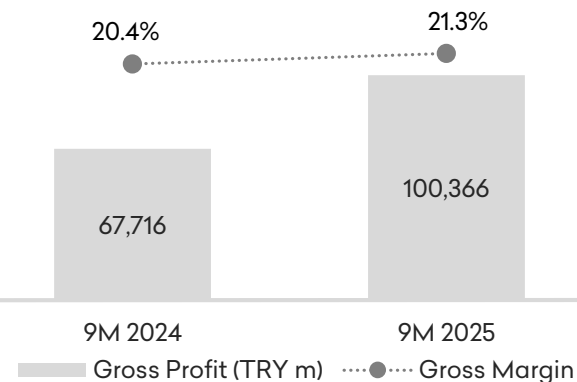
With TAS 29



### 9 MONTHS



Without TAS 29



BİM 3Q25 RESULTS PRESENTATION

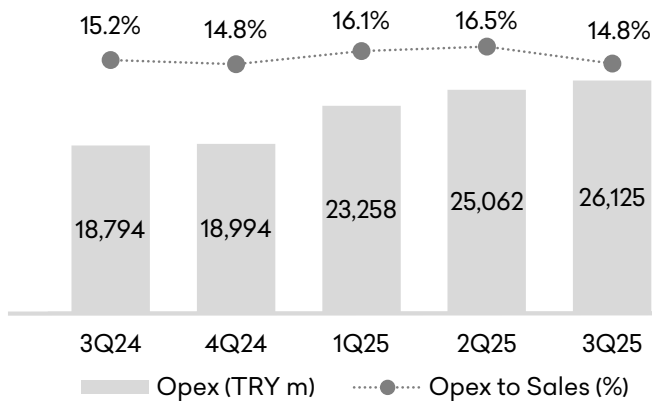
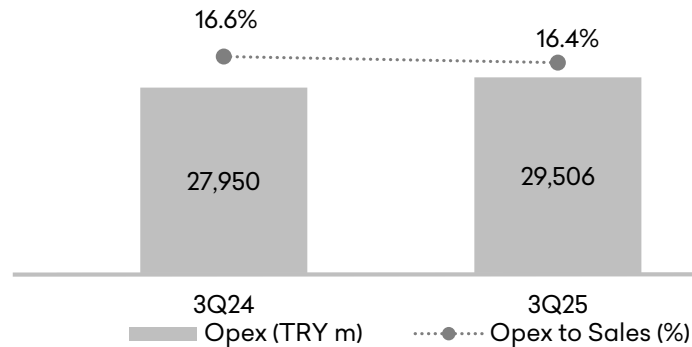




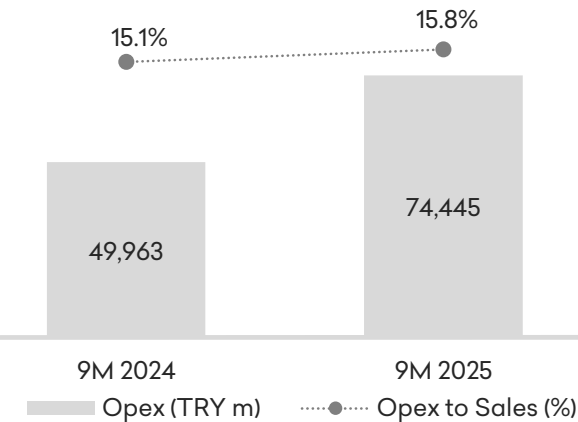
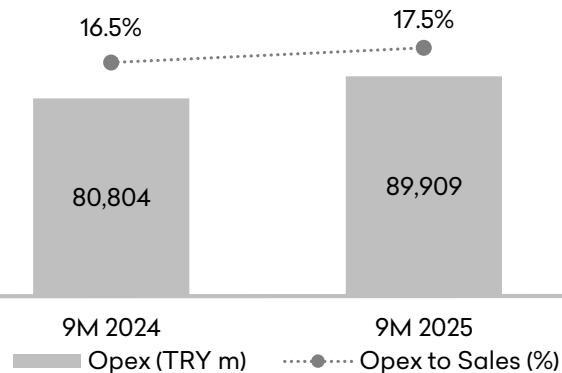
## ▶ OPERATING LEVERAGE



### QUARTERLY



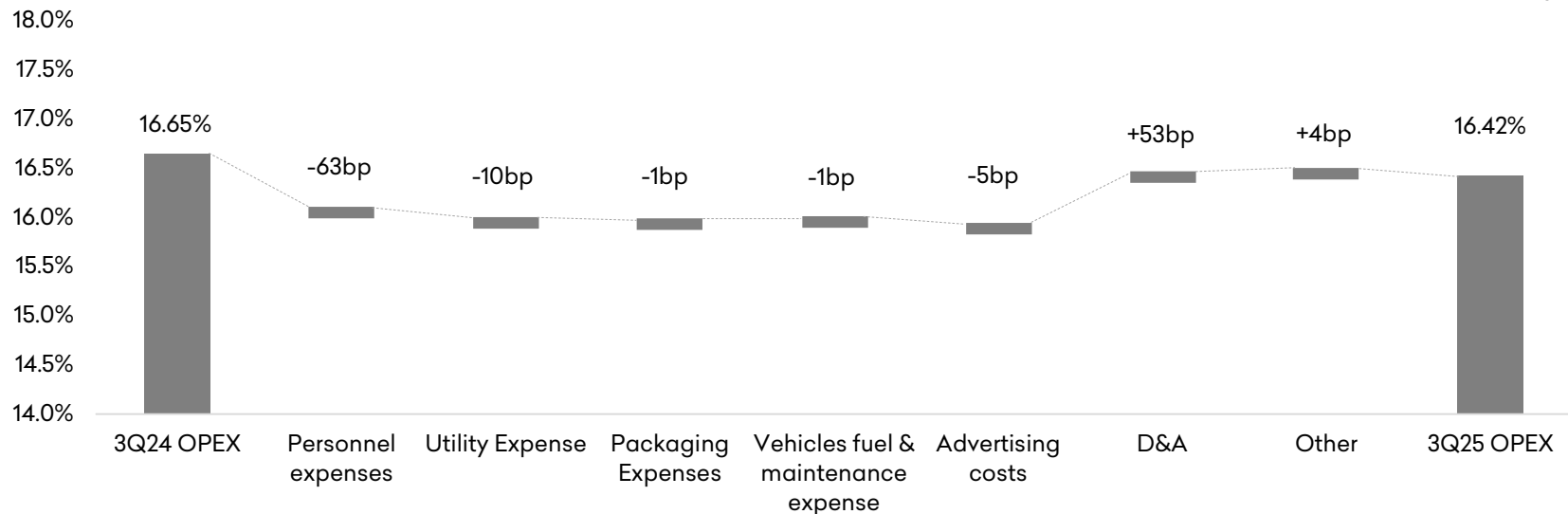
### 9 MONTHS





Financial  
Performance

## ► OPEX MANAGEMENT QUARTERLY \*



BIM 3 Q25 RESULTS PRESENTATION

### As % of Revenues

|      |        |       |       |       |       |       |       |
|------|--------|-------|-------|-------|-------|-------|-------|
| 3Q24 | 10.27% | 0.91% | 0.11% | 0.30% | 0.30% | 3.14% | 1.63% |
| 3Q25 | 9.64%  | 0.81% | 0.10% | 0.28% | 0.26% | 3.66% | 1.67% |

\*With TAS 29 Inflation Accounting

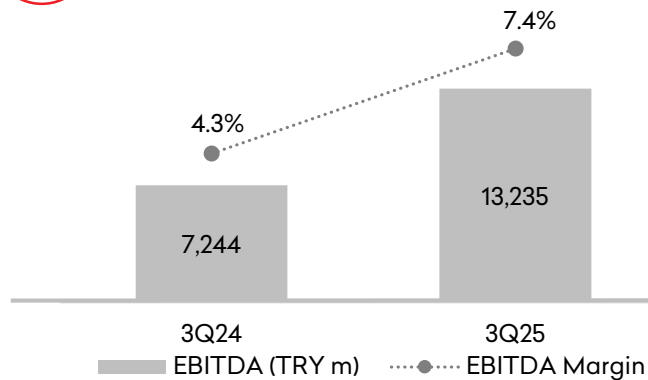
# EBITDA



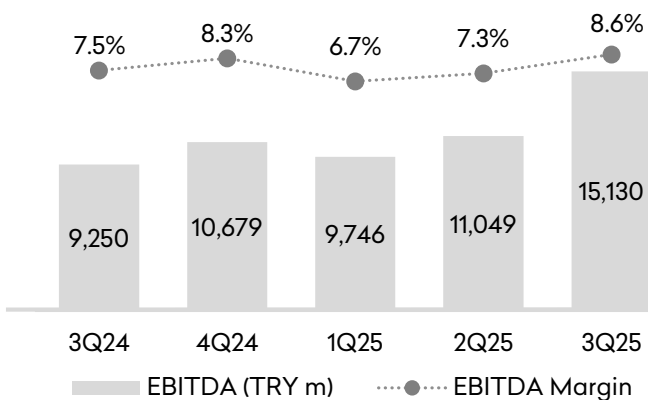
Financial  
Performance



## QUARTERLY



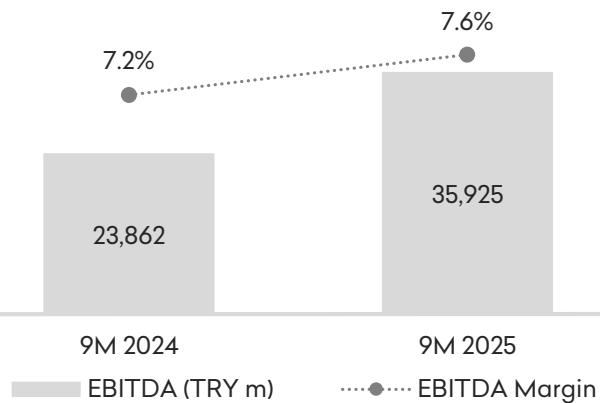
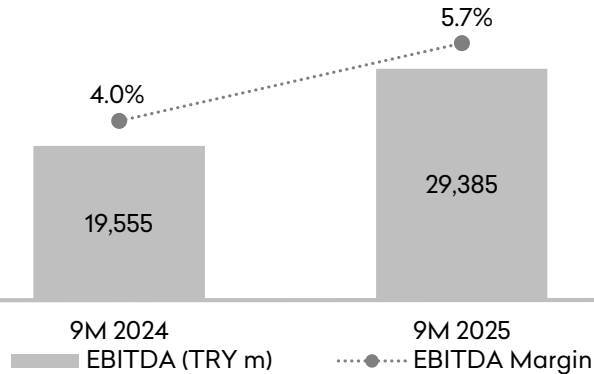
With TAS 29



Without TAS 29



## 9 MONTHS



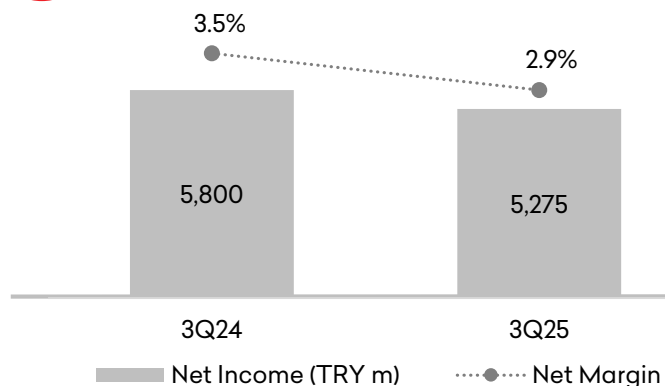
# NET INCOME



Financial  
Performance



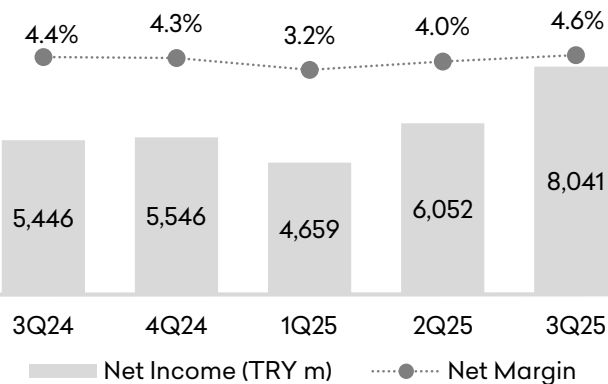
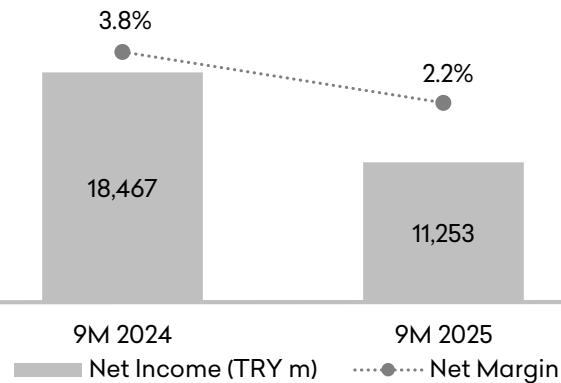
## QUARTERLY



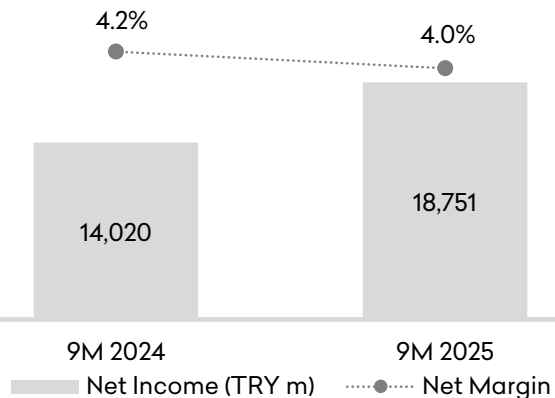
With TAS 29



## 9 MONTHS



Without TAS 29



BİM 3 Q25 RESULTS PRESENTATION

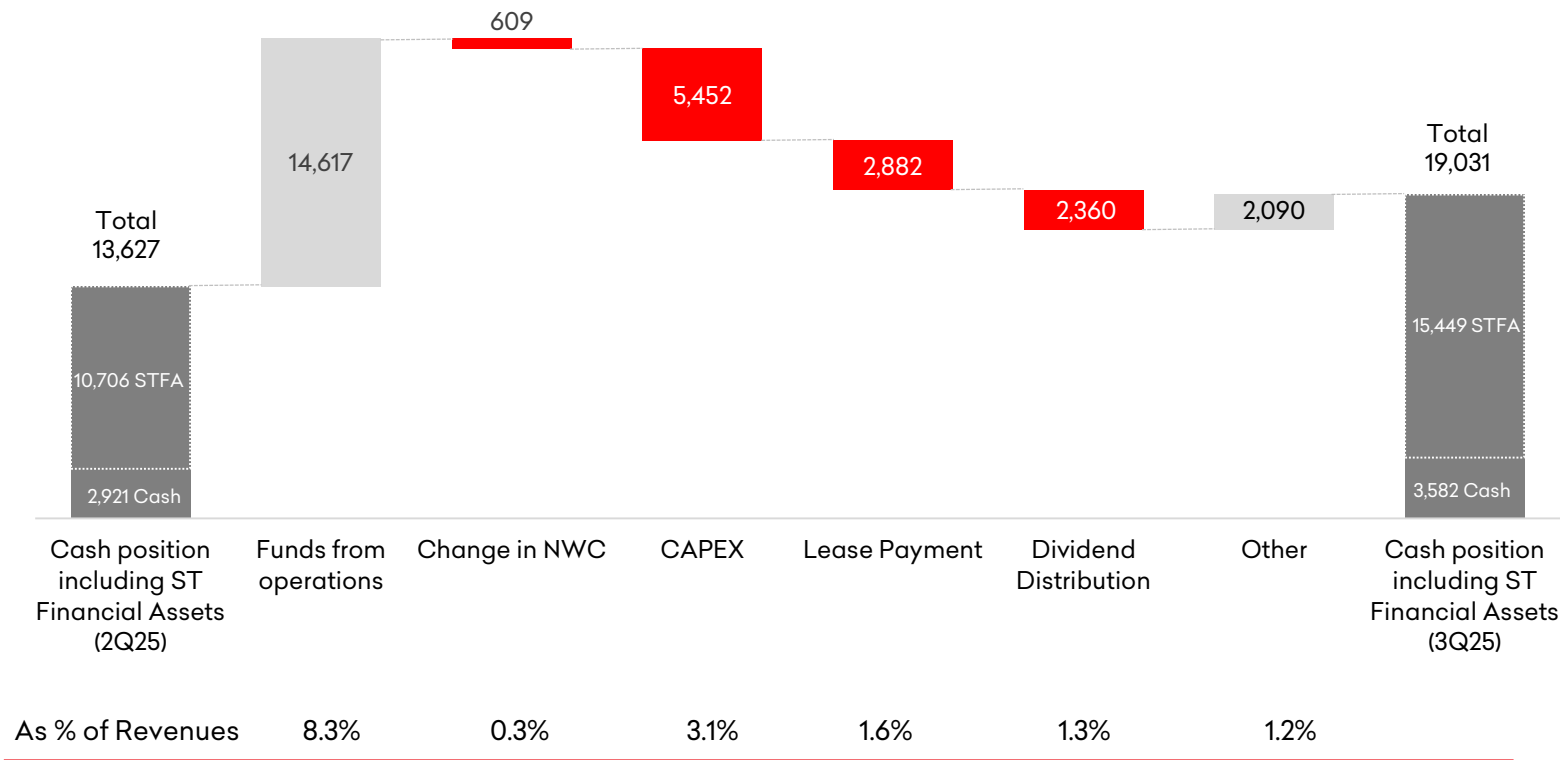






Financial  
Performance

## ► QUARTERLY CASH FLOW BRIDGE\*



BIM 3Q25 RESULTS PRESENTATION

\*Without TAS 29 Inflation Accounting



**329  
Stores**

**3 Logistic  
Centers**



329 stores in 33 cities, 17 new stores in 3Q25.



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



Online sales form 5,4% of FILE's revenues.



FILE online shopping platform operates with 93 stores, two of which are dark stores.

## FOREIGN OPERATIONS



Financial  
Performance



MAROC

### BİM MAROC



TL 8.2 bn\*  
Sales



TL 680 m\*  
EBITDA



6,300  
Employees



898  
Stores



4 logistic  
centers



EGYPT

### BİM EGYPT



TL 1.1 bn\*  
Sales



TL 7 m\*  
EBITDA



2,391  
Employees

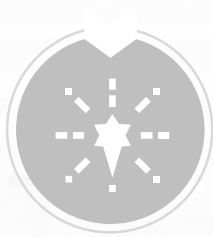


436  
Stores



2 logistics  
centers

\*Quarterly



**Highlights**



**Operational  
Performance**



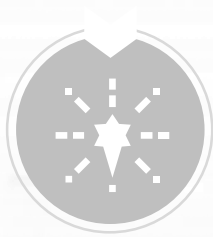
**Financial  
Performance**



**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 2024                     | 9M 2025   | Change %<br>YoY | 3Q 2024                     | 3Q 2025   | Change %<br>YoY |
| Net Sales                        | 489,801                     | 512,767   | 5%              | 167,868                     | 179,681   | 7%              |
| COGS                             | (405,365)                   | (413,417) | 2%              | (138,121)                   | (143,647) | 4%              |
| Gross Profit                     | 84,436                      | 99,350    | 18%             | 29,747                      | 36,034    | 21%             |
| Total SG&A                       | (80,804)                    | (89,909)  | 11%             | (27,950)                    | (29,506)  | 6%              |
| EBIT                             | 3,633                       | 9,441     | 160%            | 1,797                       | 6,528     | 263%            |
| Net Financial Income/(Expenses)  | (4,459)                     | (5,787)   | 30%             | (1,568)                     | (1,979)   | 26%             |
| Monetary Gain (Loss)             | 22,727                      | 15,890    | -30%            | 7,413                       | 5,045     | -32%            |
| Other Income/(Expenses)          | 2,947                       | 2,910     | -1%             | 844                         | 465       | -45%            |
| PBT                              | 24,848                      | 22,454    | -10%            | 8,486                       | 10,059    | 19%             |
| Taxes                            | (6,345)                     | (11,087)  | 75%             | (2,655)                     | (4,662)   | 76%             |
| Net Income                       | 18,502                      | 11,367    | -39%            | 5,830                       | 5,397     | -7%             |
| <i>Non-controlling Interests</i> | 35                          | 114       | 226%            | 31                          | 122       | 297%            |
| <i>Owners of Parent</i>          | 18,467                      | 11,253    | -39%            | 5,800                       | 5,275     | -9%             |
| D&A                              | (15,923)                    | (19,944)  | 25%             | (5,446)                     | (6,707)   | 23%             |
| EBITDA                           | 19,555                      | 29,385    | 50%             | 7,244                       | 13,235    | 83%             |



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

| TL million                      | 9 months ended 30 September |           |                 | 3 months ended 30 September |           |                 |
|---------------------------------|-----------------------------|-----------|-----------------|-----------------------------|-----------|-----------------|
|                                 | 9M 2024                     | 9M 2025   | Change %<br>YoY | 3Q 2024                     | 3Q 2025   | Change %<br>YoY |
| Net Sales                       | 331,251                     | 472,056   | 43%             | 123,575                     | 176,034   | 42%             |
| COGS                            | (263,535)                   | (371,690) | 41%             | (97,840)                    | (138,477) | 42%             |
| Gross Profit                    | 67,716                      | 100,366   | 48%             | 25,736                      | 37,557    | 46%             |
| Total SG&A                      | (49,963)                    | (74,445)  | 49%             | (18,794)                    | (26,125)  | 39%             |
| EBIT                            | 17,753                      | 25,921    | 46%             | 6,942                       | 11,432    | 65%             |
| Net Financial Income/(Expenses) | (3,026)                     | (5,335)   | 76%             | (1,156)                     | (1,945)   | 68%             |
| Other Income/(Expenses)         | 2,701                       | 4,494     | 66%             | 1,247                       | 1,709     | 37%             |
| PBT                             | 17,428                      | 25,080    | 44%             | 7,033                       | 11,196    | 59%             |
| Taxes                           | (3,381)                     | (6,261)   | 85%             | (1,563)                     | (3,079)   | 97%             |
| Net Income                      | 14,047                      | 18,819    | 34%             | 5,469                       | 8,117     | 48%             |
| Non-controlling Interests       | 26                          | 68        | 159%            | 23                          | 76        | 224%            |
| Owners of Parent                | 14,020                      | 18,751    | 34%             | 5,446                       | 8,041     | 48%             |
| D&A                             | (6,108)                     | (10,005)  | 64%             | (2,308)                     | (3,698)   | 60%             |
| EBITDA                          | 23,862                      | 35,925    | 51%             | 9,250                       | 15,130    | 64%             |



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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 2024                     | 9M 2025   | Change %<br>YoY | 3Q 2024                     | 3Q 2025   | Change %<br>YoY |
| Net Sales                       | 331,251                     | 472,056   | 43%             | 123,575                     | 176,034   | 42%             |
| COGS                            | (263,535)                   | (371,690) | 41%             | (97,840)                    | (138,477) | 42%             |
| Gross Profit                    | 67,716                      | 100,366   | 48%             | 25,736                      | 37,557    | 46%             |
| Total SG&A                      | (51,729)                    | (77,848)  | 50%             | (19,519)                    | (27,366)  | 40%             |
| EBIT                            | 15,987                      | 22,519    | 41%             | 6,217                       | 10,191    | 64%             |
| Net Financial Income/(Expenses) | (239)                       | (589)     | 146%            | (81)                        | (202)     | 148%            |
| Other Income/(Expenses)         | 2,578                       | 4,499     | 75%             | 1,119                       | 1,784     | 59%             |
| PBT                             | 18,326                      | 26,429    | 44%             | 7,254                       | 11,773    | 62%             |
| Taxes                           | (3,750)                     | (6,604)   | 76%             | (1,759)                     | (3,225)   | 83%             |
| Net Income                      | 14,575                      | 19,825    | 36%             | 5,495                       | 8,548     | 56%             |
| Non-controlling Interests       | 57                          | 99        | 76%             | 34                          | 85        | 150%            |
| Owners of Parent                | 14,519                      | 19,726    | 36%             | 5,461                       | 8,464     | 55%             |
| D&A                             | (3,065)                     | (5,505)   | 80%             | (1,184)                     | (2,056)   | 74%             |
| EBITDA                          | 19,052                      | 28,024    | 47%             | 7,400                       | 12,248    | 66%             |





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## ► TFRS BALANCE SHEET (with TAS 29)

| TL Million                           | As of            |                   |
|--------------------------------------|------------------|-------------------|
|                                      | 31 December 2024 | 30 September 2025 |
| <b>TOTAL CURRENT ASSETS</b>          | <b>92,870</b>    | <b>115,145</b>    |
| Cash & Cash Equivalents              | 3,531            | 3,582             |
| Financial Investments                | 6,804            | 15,449            |
| Trade Receivables                    | 29,766           | 33,391            |
| Prepayments                          | 3,821            | 3,636             |
| Inventories                          | 46,517           | 55,459            |
| Other Current Assets                 | 2,431            | 3,628             |
| <b>TOTAL NON-CURRENT ASSETS</b>      | <b>202,954</b>   | <b>211,582</b>    |
| Financial Investments                | 6,831            | 6,831             |
| Tangible Assets                      | 112,985          | 117,836           |
| Right of Use Assets (IFRS 16)        | 80,274           | 84,129            |
| Other Non-Current Assets             | 2,865            | 2,786             |
| <b>TOTAL ASSETS</b>                  | <b>295,824</b>   | <b>326,727</b>    |
| <b>TOTAL CURRENT LIABILITIES</b>     | <b>93,662</b>    | <b>114,323</b>    |
| Current Borrowings                   | 10,218           | 11,228            |
| <i>Bank loans</i>                    | 0                | 180               |
| <i>Lease liabilities</i>             | 10,218           | 11,048            |
| Trade Payables                       | 76,026           | 90,294            |
| Current Tax Liabilities              | 1,631            | 2,709             |
| Other Current Liabilities            | 5,787            | 10,092            |
| <b>TOTAL NON-CURRENT LIABILITIES</b> | <b>53,479</b>    | <b>58,880</b>     |
| Lease Liabilities                    | 36,161           | 37,624            |
| Non-Current Provisions               | 2,097            | 2,004             |
| Deferred Tax Liabilities             | 15,222           | 19,253            |
| <b>TOTAL EQUITY</b>                  | <b>148,683</b>   | <b>153,524</b>    |
| <b>TOTAL EQUITY AND LIABILITIES</b>  | <b>295,824</b>   | <b>326,727</b>    |



APPDX

## ► TFRS CASH FLOW (with TAS 29)

| TL million                                 | 9 months ended 30 September |                 |
|--|-----------------------------|-----------------|
|  | 9M 2024                     | 9M 2025         |
| Net Income                                 | 18,502                      | 11,367          |
| D&A  | 15,923                      | 19,944          |
| Non Cash Tax Expense                       | 6,345                       | 11,087          |
| Other Non-Cash Items                       | (2,808)                     | 2,065           |
| <b>Funds From Operations</b>               | <b>37,963</b>               | <b>44,463</b>   |
| Change In Net Working Capital              | 7,929                       | 554             |
| Tax & Other Payments                       | (5,740)                     | (6,056)         |
| <b>Operating Cash Flow</b>                 | <b>40,152</b>               | <b>38,960</b>   |
| Capital Expenditures                       | (18,184)                    | (15,538)        |
| Proceeds From Sales of PPE                 | 740                         | (493)           |
| Change in Financial Investments            | (16,023)                    | (8,645)         |
| <b>Cash Flow from Investing Activities</b> | <b>(33,467)</b>             | <b>(24,675)</b> |
| Free Cash Flow                             | 6,685                       | 14,285          |
| Dividends                                  | (1,733)                     | (4,930)         |
| Proceeds from ST Borrowings                | 468                         | 180             |
| Proceeds from Lease Borrowings             | (7,039)                     | (8,538)         |
| Treasury Shares Purchase & Sale, Net       | 0                           | (61)            |
| <b>Cash Flow From Financing Activity</b>   | <b>(8,305)</b>              | <b>(13,348)</b> |
| Currency Translation Differences           | (49)                        | (81)            |
| Monetary loss on cash and cash equivalents | (1,064)                     | (804)           |
| <b>Increase/(Decrease) In Cash</b>         | <b>(1,669)</b>              | <b>855</b>      |