



**3Q | 25**  
**FINANCIAL RESULTS**



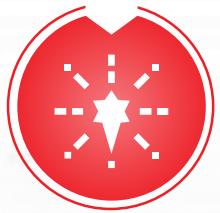
# NOTICE

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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**



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



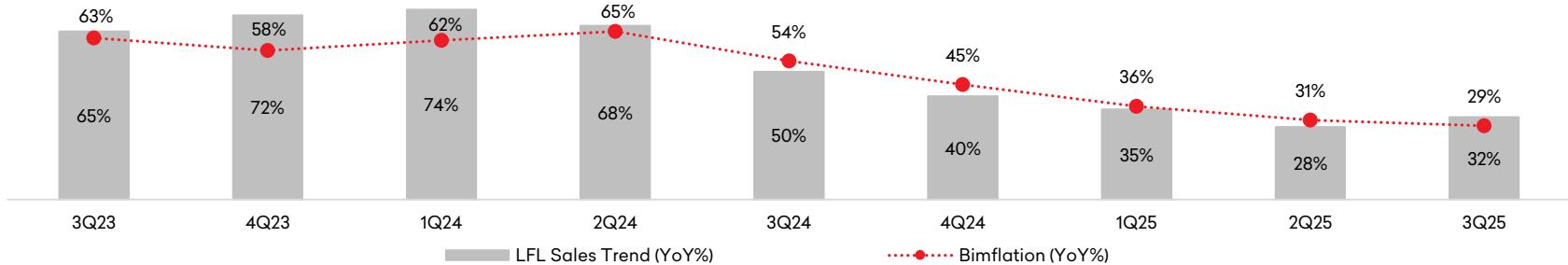
## QUARTERLY (w/o TAS 29)

	3Q 2024	3Q 2025	CHANGE
Like-For-Like Sales (per store/per day (TL))	101,006	133,334	<b>32.0%</b>
Like-For-Like Basket (TL/per visit)	181.40	244.87	<b>35.0%</b>
Like-For-Like Customer Traffic (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 (per store/per day (TL))	93,733	123,646	<b>31.9%</b>
Like-For-Like Basket (TL/per visit)	168.99	230.50	<b>36.4%</b>
Like-For-Like Customer Traffic (per store/per day)	554.7	536.4	<b>-3.3%</b>



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

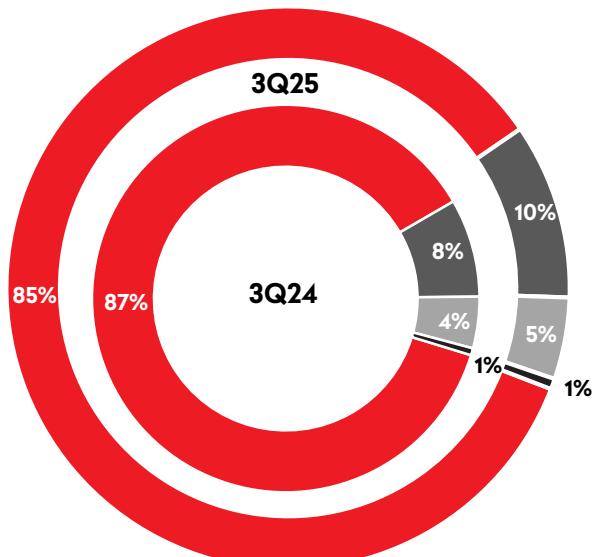
(\*) Note: Calculated on the basis of net sales generated in 3Q23 and 3Q25 by stores operating on 30 September 2023 and that were still open on 30 September 2025 (10,521 stores).

# ► REVENUE BREAKDOWN



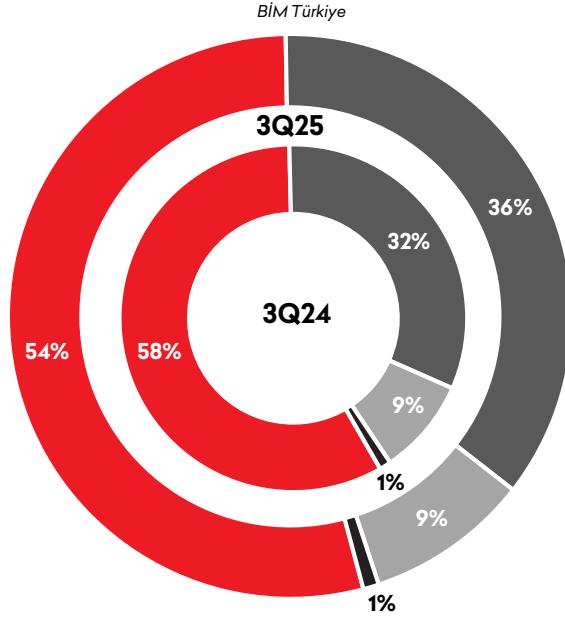
Operational  
Performance

## BY FORMAT AND GEOGRAPHY\*



■ BİM TR      ■ FILE      ■ BİM MAROC      ■ BİM EGYPT

## BY CATEGORY



■ Private Label      ■ Branded      ■ Spot      ■ Exclusive

\*Without TAS 29 Inflation Accounting

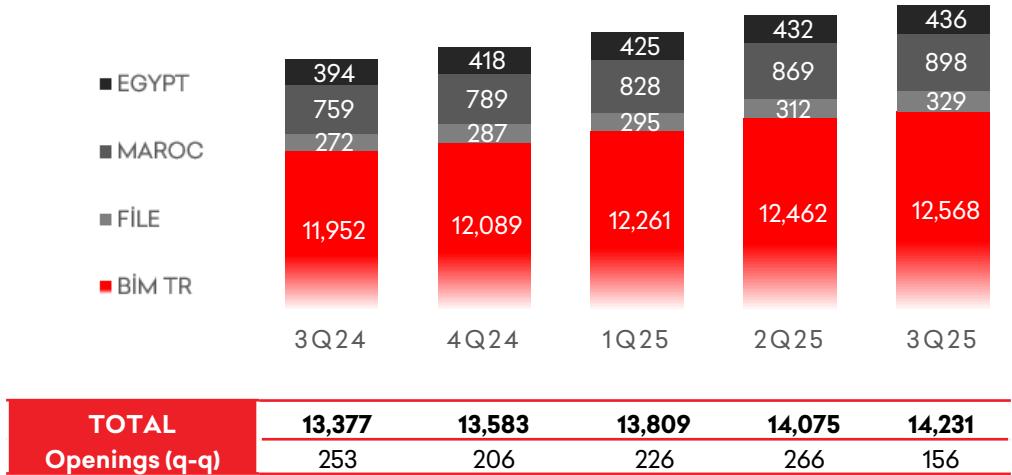
BİM

# ► EXPANSION



Operational Performance

## QUARTERLY



BIM 3Q25 RESULTS PRESENTATION

- Store growth **6% YoY**

# ► CAPEX



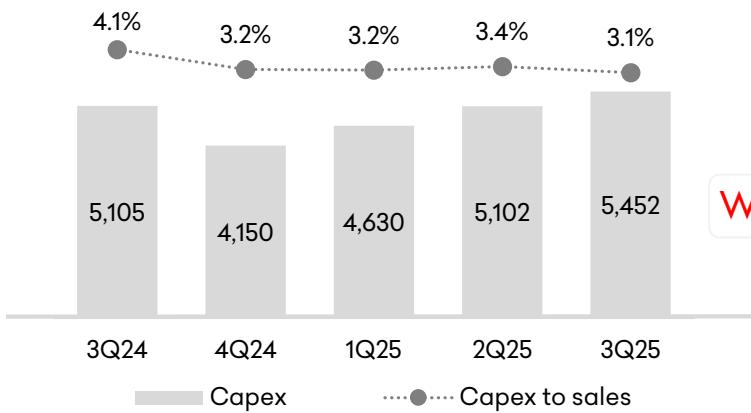
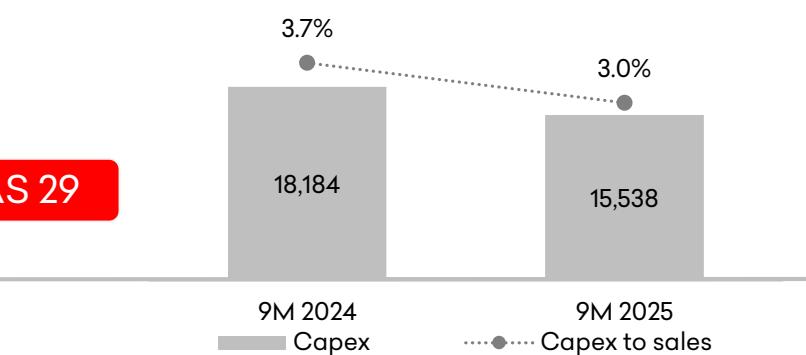
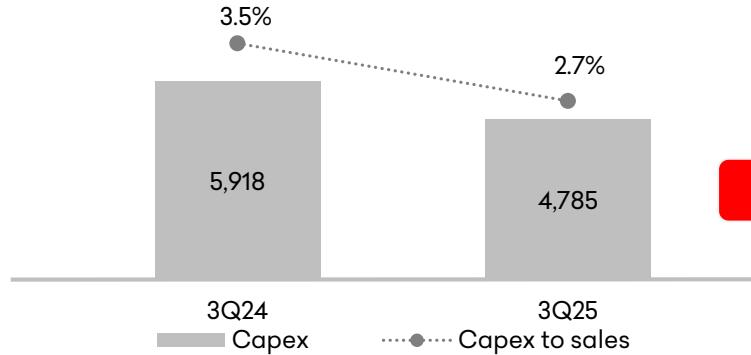
Operational  
Performance



QUARTERLY



9 MONTHS





**Highlights**



**Operational  
Performance**



**Financial  
Performance**



**Q & A**



**APPDX**

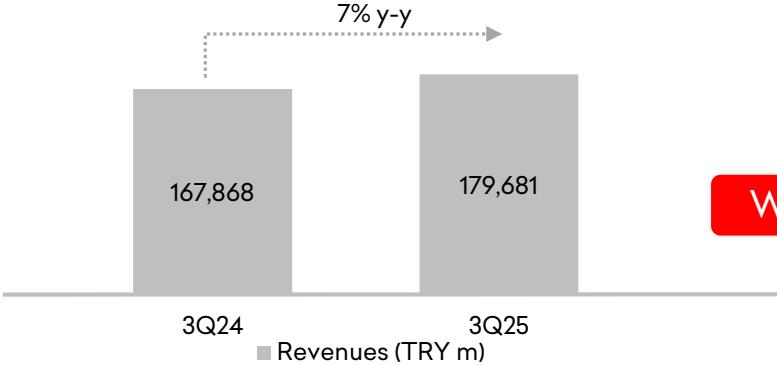
# ► NET SALES



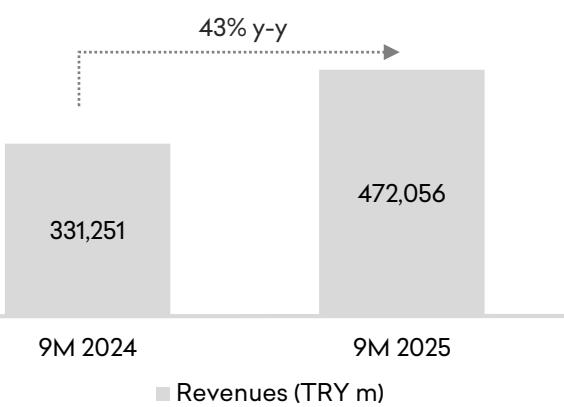
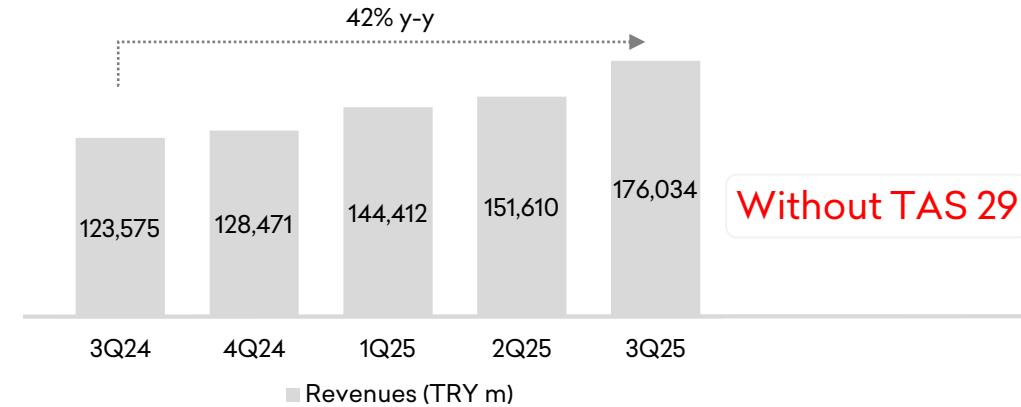
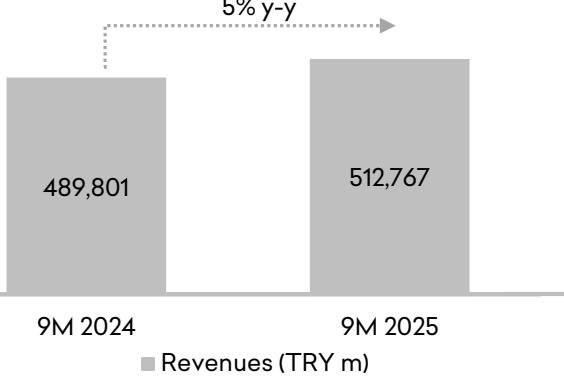
Financial  
Performance



QUARTERLY



9 MONTHS



# ► GROSS PROFIT



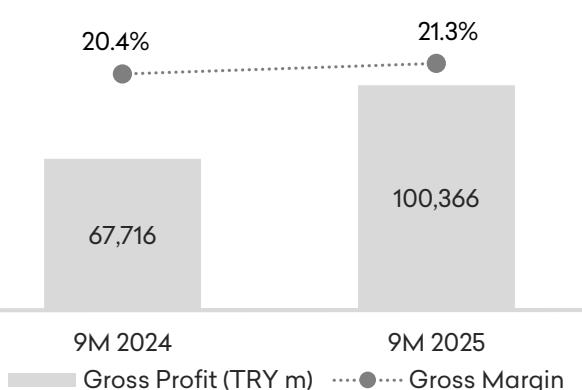
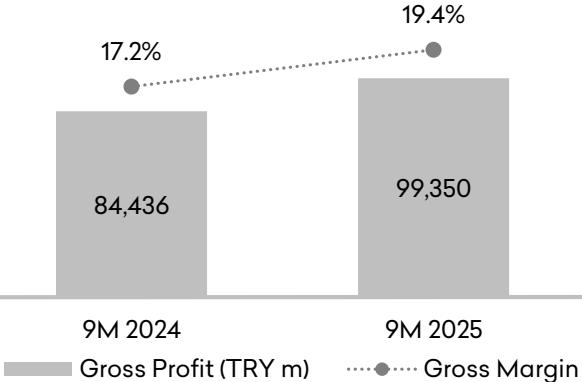
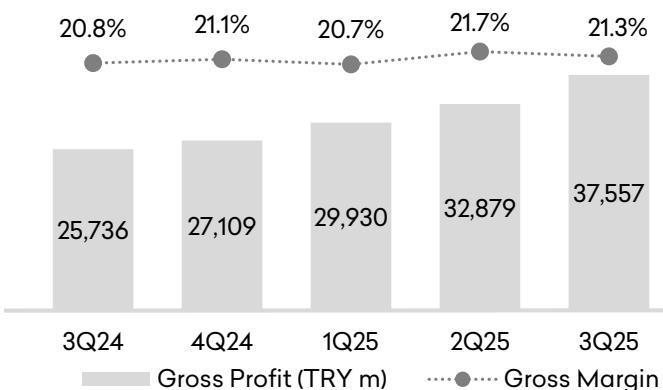
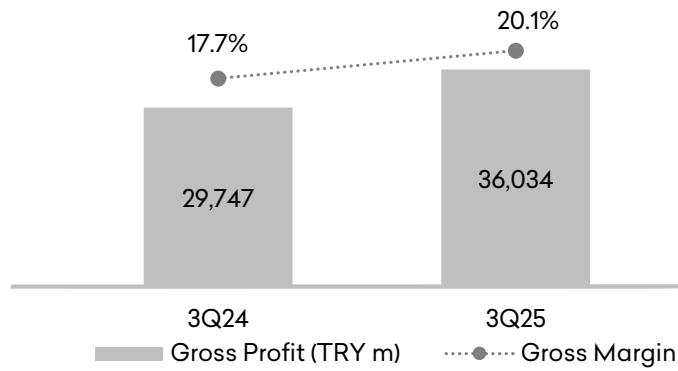
Financial  
Performance



QUARTERLY



9 MONTHS



# ► OPERATING LEVERAGE



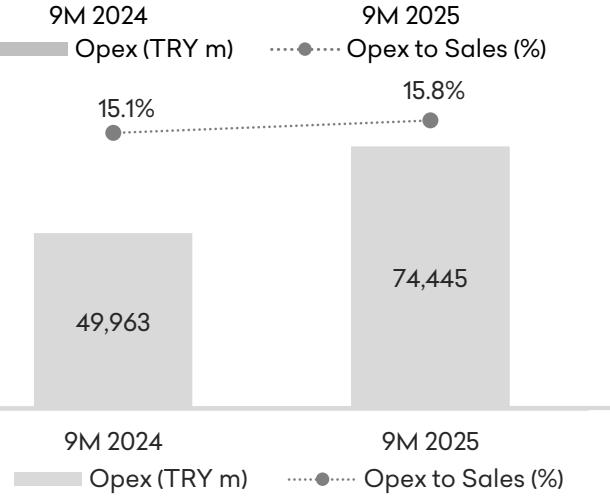
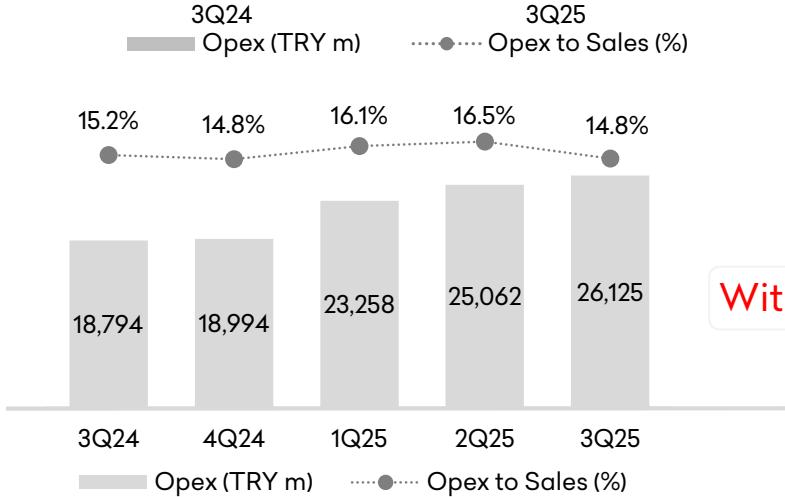
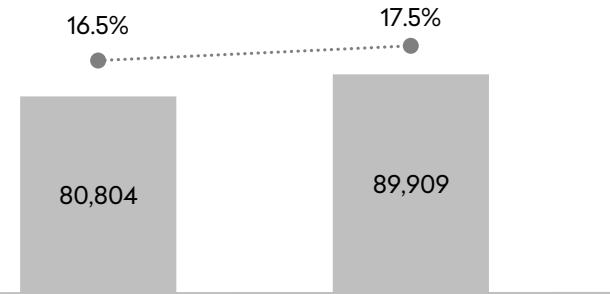
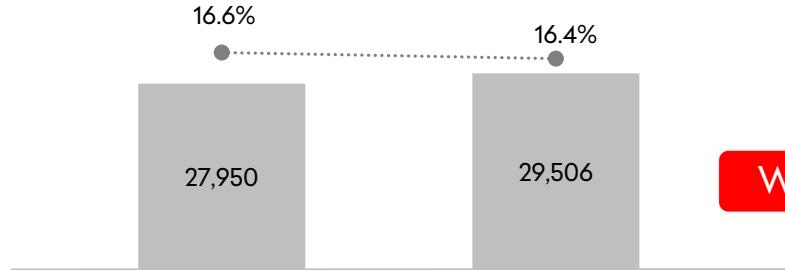
Financial  
Performance



QUARTERLY



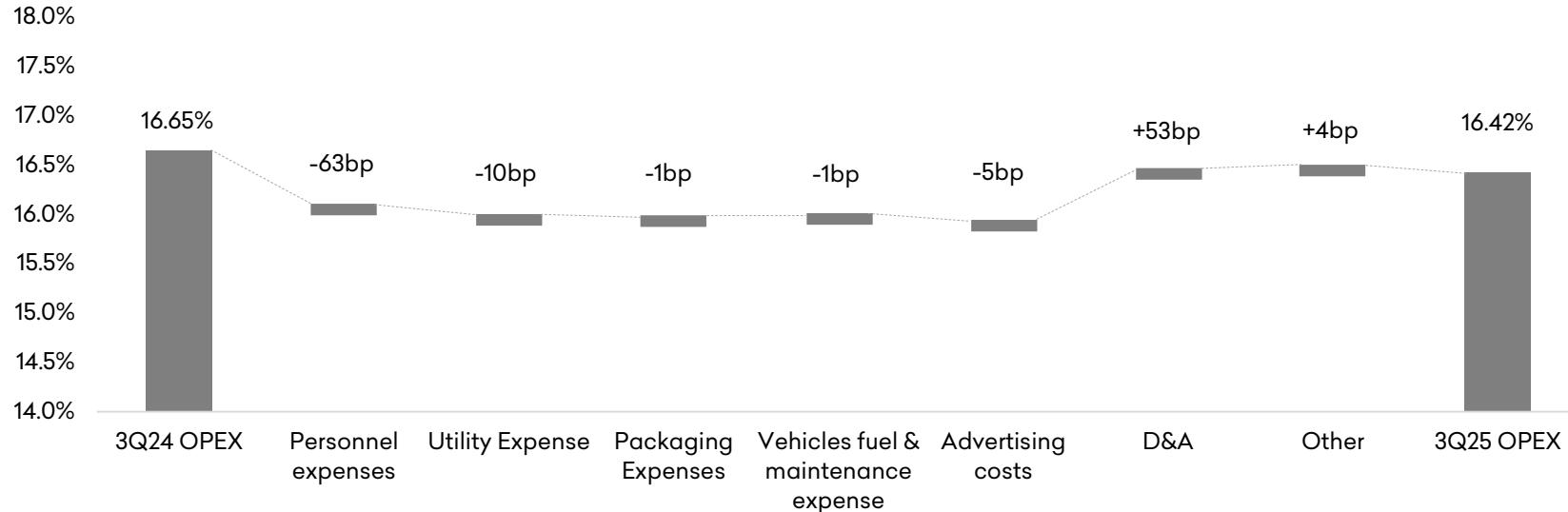
9 MONTHS





Financial  
Performance

## ► OPEX MANAGEMENT QUARTERLY\*



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

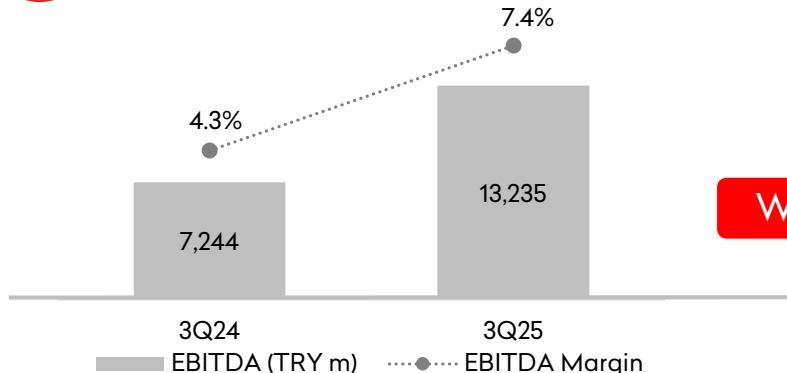
# ► EBITDA



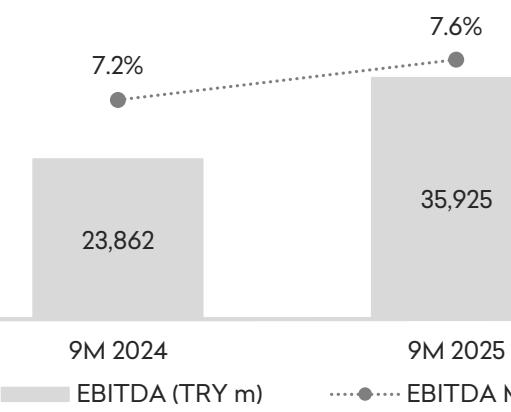
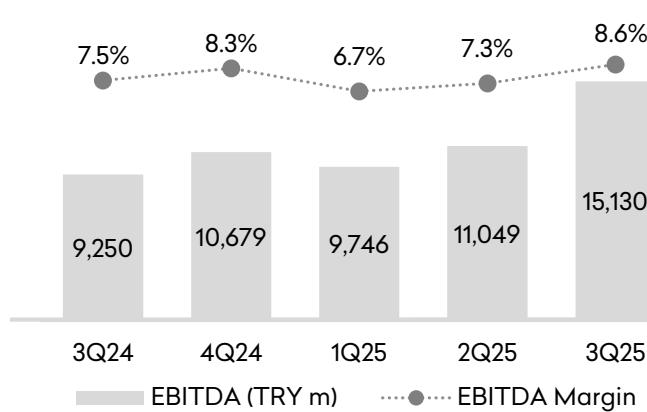
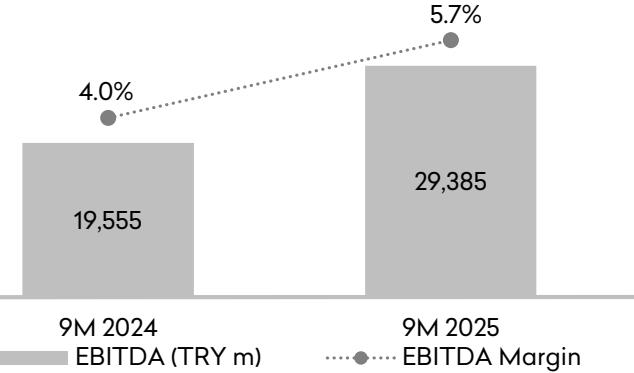
Financial  
Performance



QUARTERLY



9 MONTHS



# ► NET INCOME



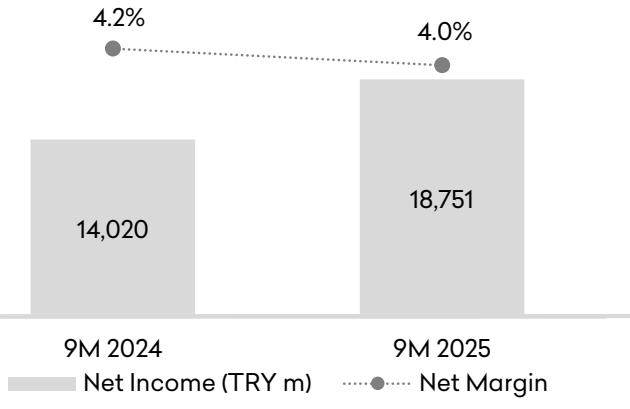
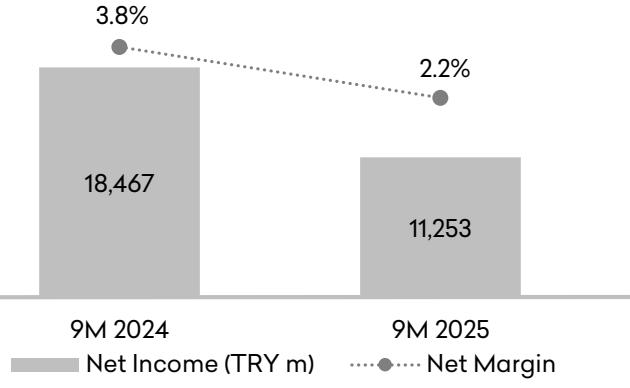
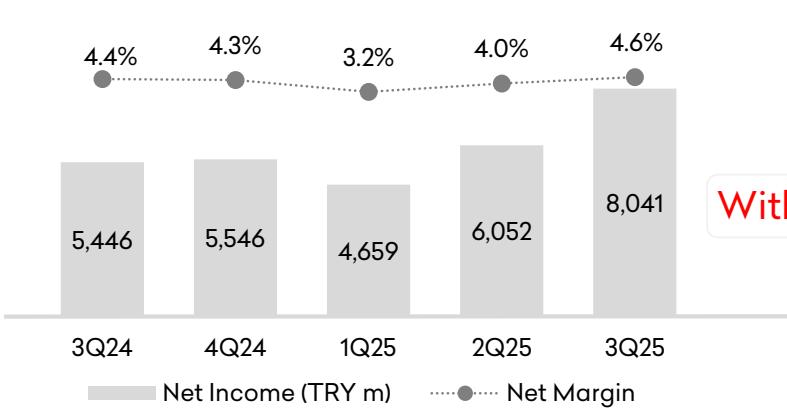
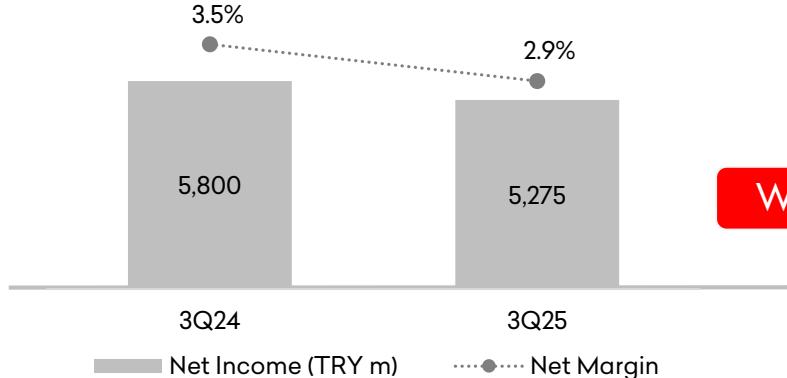
Financial  
Performance



QUARTERLY

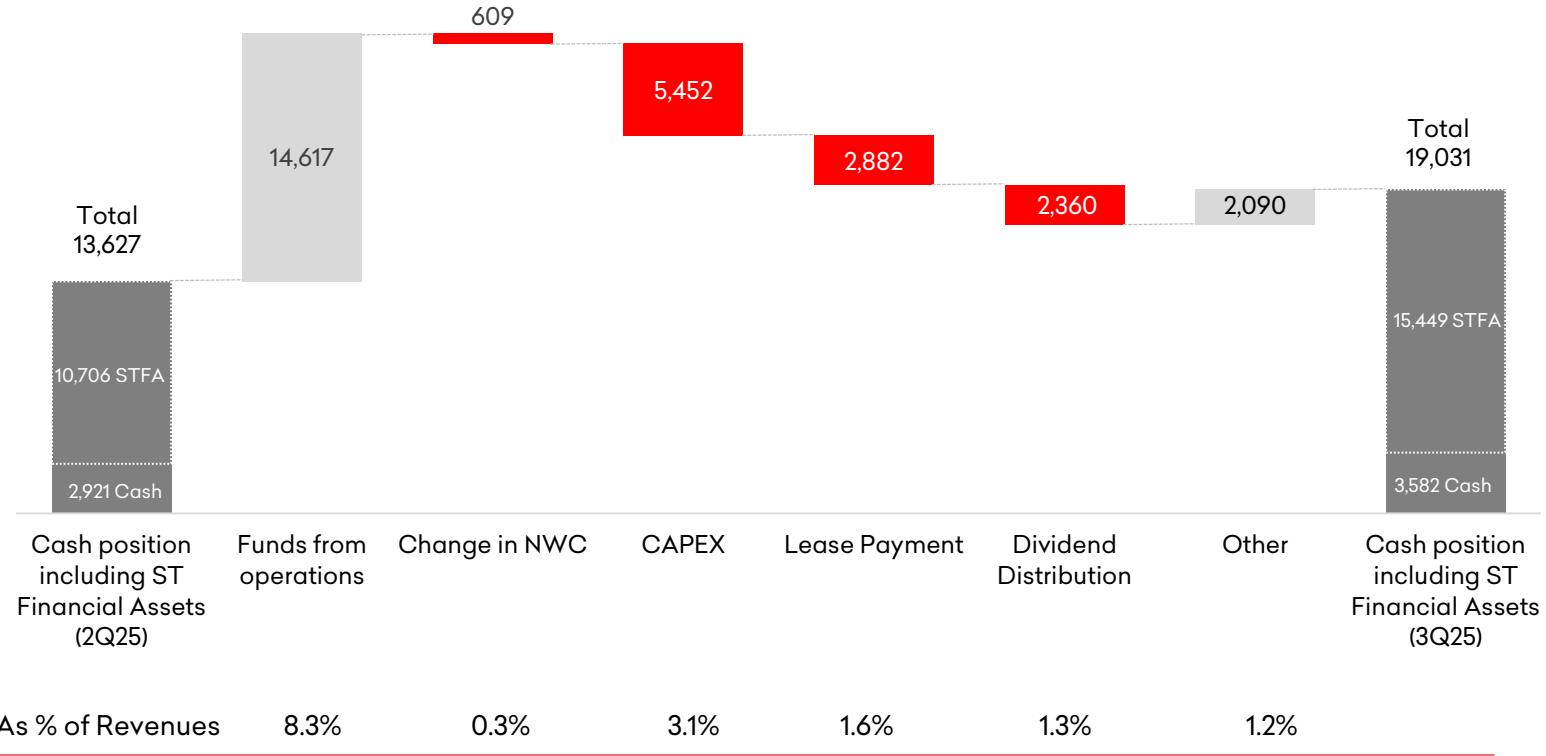


9 MONTHS





## ► QUARTERLY CASH FLOW BRIDGE\*



\*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

## BİM MAROC



TL 8.2 bn\*  
Sales



TL 680 m\*  
EBITDA



6,300  
Employees



898  
Stores



4 logistic  
centers

## 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**



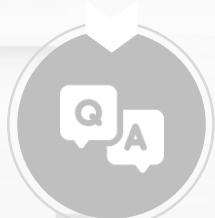
**Highlights**



**Operational  
Performance**



**Financial  
Performance**



**Q & A**



**APPDX**

# ► TFRS INCOME STATEMENT (with TAS 29)

TL million	9 months ended 30 September			3 months ended 30 September		
	9M 2024	9M 2025	Change % YoY	3Q 2024	3Q 2025	Change % 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%
Owners of Parent	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%

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

TL million	9 months ended 30 September			3 months ended 30 September		
	9M 2024	9M 2025	Change % YoY	3Q 2024	3Q 2025	Change % 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%

# ► 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 % YoY	3Q 2024	3Q 2025	Change % 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%
<i>Non-controlling Interests</i>	57	99	76%	34	85	150%
<i>Owners of Parent</i>	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%

# ► TFRS BALANCE SHEET (with TAS 29)

TL Million	As of	
	31 December 2024	30 September 2025
<b>TOTAL CURRENT ASSETS</b>	92,870	115,145
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>	202,954	211,582
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>	295,824	326,727
<b>TOTAL CURRENT LIABILITIES</b>	93,662	114,323
Current Borrowings	10,218	11,228
Bank loans	0	180
Lease liabilities	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>	53,479	58,880
Lease Liabilities	36,161	37,624
Non-Current Provisions	2,097	2,004
Deferred Tax Liabilities	15,222	19,253
<b>TOTAL EQUITY</b>	148,683	153,524
<b>TOTAL EQUITY AND LIABILITIES</b>	295,824	326,727

## ► 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>