



2025
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



Q & A



APPDX



Highlights

▶ HEADLINES of KEY FIGURES for 2025 (with TAS 29 inflation accounting on financials)

721 billion TL
SALES (+6% YoY)



20.7 billion TL
CAPEX (2.9% of sales)



43.5 billion TL
EBITDA (6.0% margin)



14.2 billion TL
NET CASH (including STFA)



14,473 Total stores
(890 new stores in 2025)



18.6 billion TL
NET INCOME
(2.6% margin)



- Accelerating sales growth trend,
- Strong EBITDA margin maintained.

► 2025 GUIDANCE VS ACTUAL

		2025 GUIDANCE (w/o TAS 29 Inflation Accounting)		2025 GUIDANCE (with TAS 29 Inflation Accounting)	
		Guidance	Actual	Guidance	Actual
	SALES GROWTH	45% (± 5%)	43%	8% (± 2%)	6.0%
	EBITDA MARGIN	7.5% (± 0.5%)	7.7%	5.0% (± 0.5%)	6.0%
	CAPEX TO SALES	3.5% - 4.0%	2.9%	3.5% - 4.0%	2.9%

- Sales growth guidance achieved,
- EBITDA margin (TAS 29) above guidance.



Highlights



**Operational
Performance**



**Financial
Performance**



Guidance



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APPDX



LIKE FOR LIKE SALES INCREASE (BIM TURKIYE*)



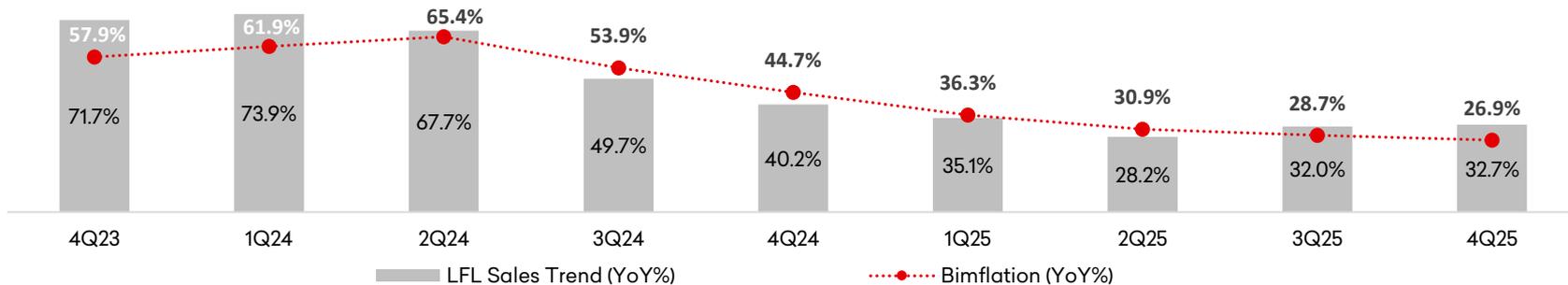
QUARTERLY (w/o TAS 29)

	4Q 2024	4Q 2025	CHANGE
Like-For-Like Sales <i>(per store/per day (TL))</i>	102,192	135,593	32.7%
Like-For-Like Basket <i>(TL/per visit)</i>	195.53	260.44	33.2%
Like-For-Like Customer Traffic <i>(per store/per day)</i>	522.6	520.6	-0.4%



ANNUALLY (w/o TAS 29)

	12M 2024	12M 2025	CHANGE
Like-For-Like Sales <i>(per store/per day (TL))</i>	95,114	125,974	32.4%
Like-For-Like Basket <i>(TL/per visit)</i>	175.52	238.05	35.6%
Like-For-Like Customer Traffic <i>(per store/per day)</i>	541.9	529.2	-2.3%



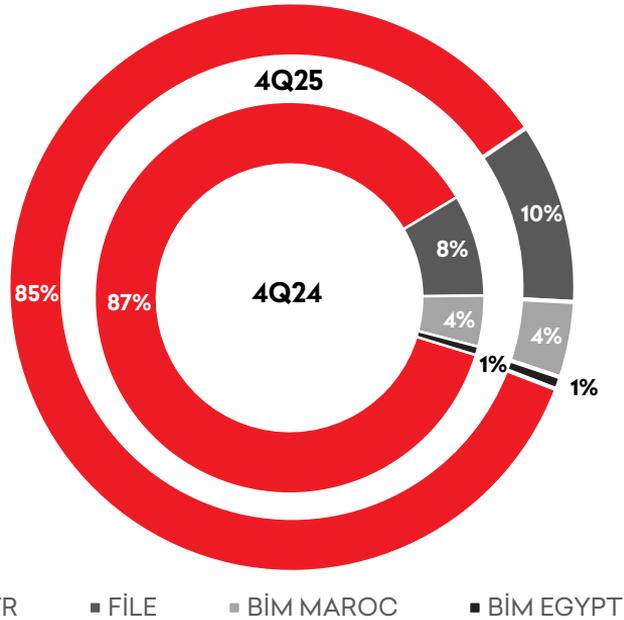
- Bimflation was 27% YoY in 4Q25 and 30% in 12M25.

(* Note: Calculated on the basis of net sales generated in 4Q23 and 4Q25 by stores operating on 31 December 2023 and that were still open on 31 December 2025 (10,903 stores).

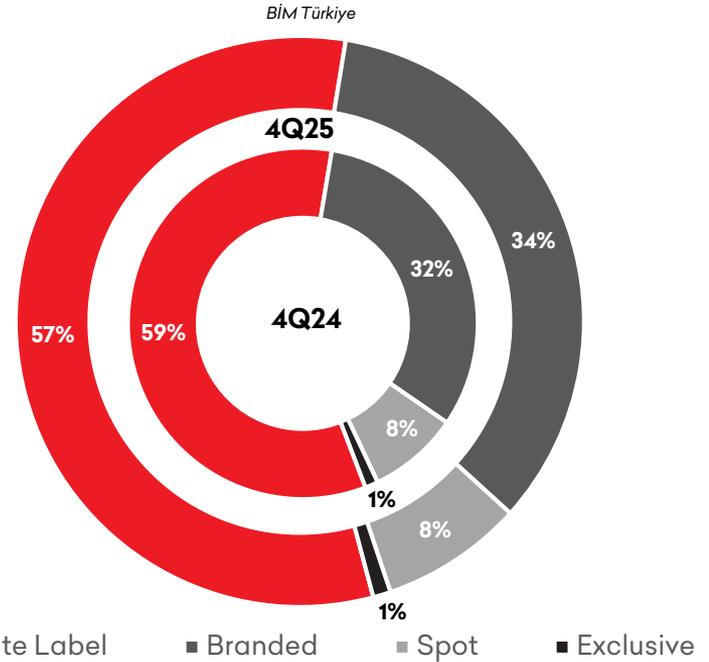


REVENUE BREAKDOWN

BY FORMAT AND GEOGRAPHY*



BY CATEGORY



BIM 2025 RESULTS PRESENTATION

*Without TAS 29 Inflation Accounting

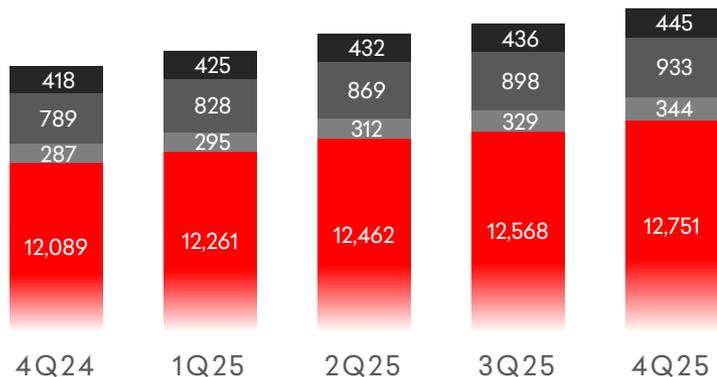




Operational Performance

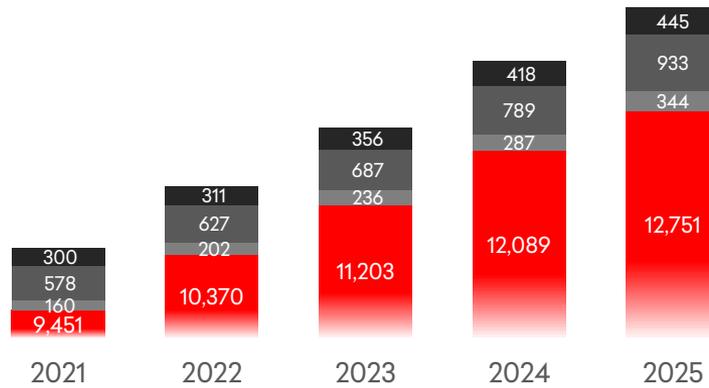
EXPANSION

QUARTERLY



- EGYPT
- MAROC
- FILE
- BIM TR

ANNUALLY



4Q24	1Q25	2Q25	3Q25	4Q25	TOTAL	2021	2022	2023	2024	2025
13,583	13,809	14,075	14,231	14,473	(q-q) Openings (y-y)	10,489	11,510	12,482	13,583	14,473
206	226	266	156	242		1,124	1,021	972	1,101	890

- Store growth **7% YoY**

BIM 2025 RESULTS PRESENTATION

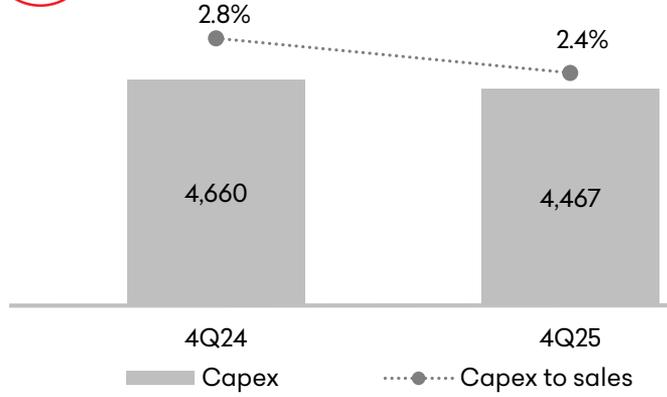




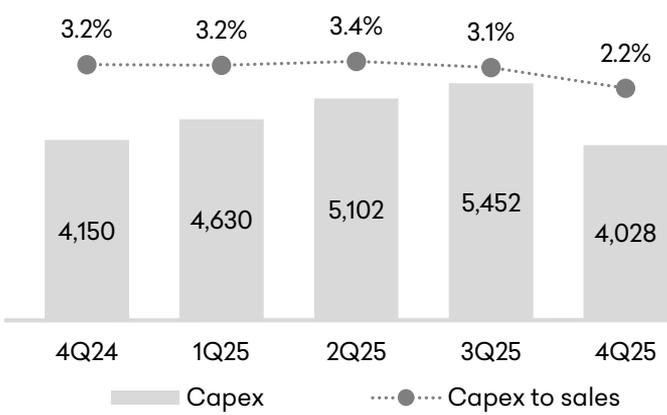
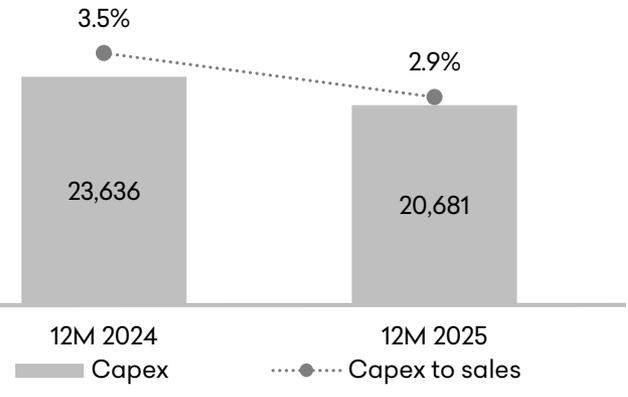
CAPEX

QUARTERLY

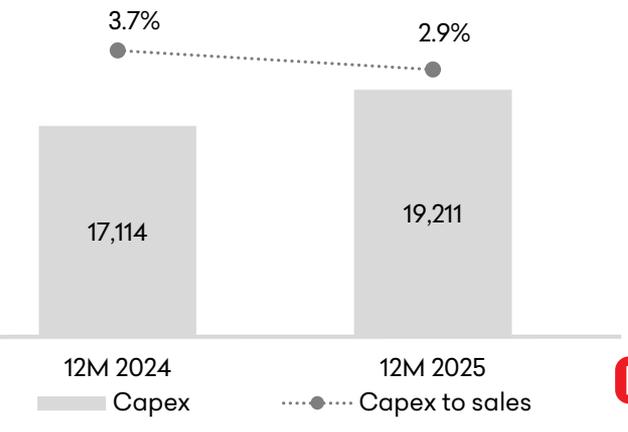
ANNUALLY



With TAS 29



Without TAS 29



BIM 2025 RESULTS PRESENTATION





Operational
Performance

PILOT PROJECTS & ONGOING PROCESSES

Participation Bank,

Butchery Project,

Self check-out,

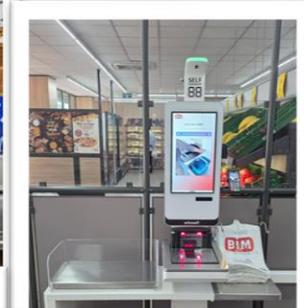
Electronic shelf labels,

SAP-EWM integration in
warehouses,

Digitalization of supply chain
management,

Electric vehicles,

Energy efficiency projects...



BIM 2025 RESULTS PRESENTATION

BIM



**Operational
Performance**

► SUSTAINABILITY EFFORTS



In 2025, we committed to an emission reduction target under the Science Based Targets initiative (SBTi) in alignment with the Paris Agreement.



In 2025, the number of our solar power plants reached 26, 5 ground-mounted and 21 rooftop installations while our installed capacity reached 96 MW.



BİM prevented use of 864 tons of plastic and 842 tons of paper in 2025.



Net Promoter Score of BİM was 31* in 2025.



In 2025, the gender pay gap among employees at BİM is measured as only 0,20%, mainly due to performance bonuses.



In Türkiye operations, 4,779 new employees, 57% of new employees were women in 2025.



In the Happy Place to Work research, we received the “Happy Workplace”, “Outstanding Employee Experience”, and “Happiest Workplaces in Türkiye” awards.



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



In 2025, the share of our product sales in the sustainable product category in our total turnover was realized as 18.4%.

*According to the IPSOS Brand Health Research



Highlights



**Operational
Performance**



**Financial
Performance**



Guidance



Q & A



APPDX

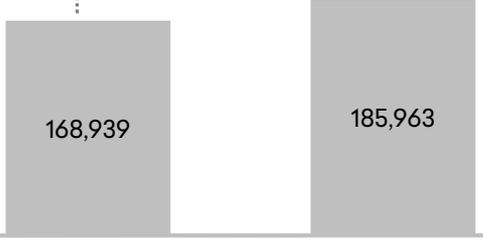


NET SALES



QUARTERLY

10% y-y

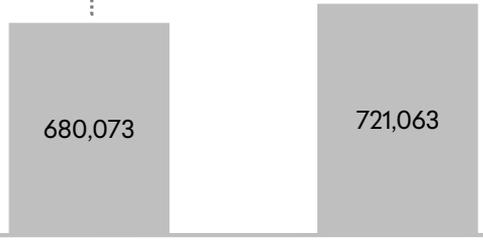


With TAS 29



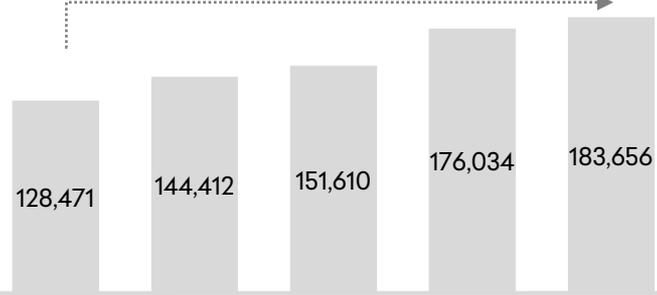
ANNUALLY

6% y-y

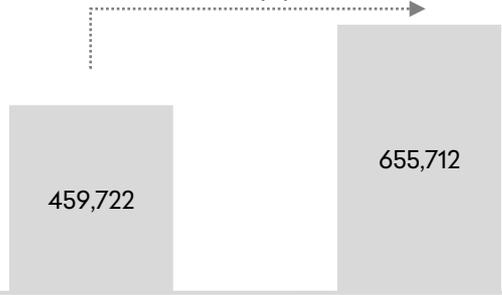


Without TAS 29

43% y-y



43% y-y





GROSS PROFIT

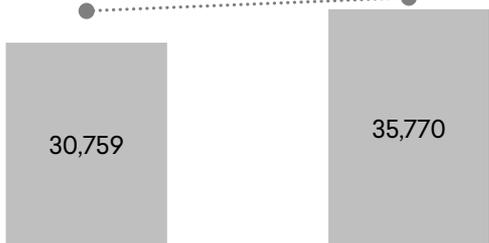


QUARTERLY



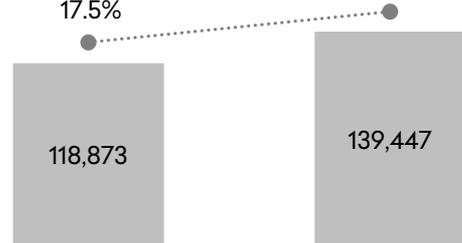
ANNUALLY

18.2% 19.2%



With TAS 29

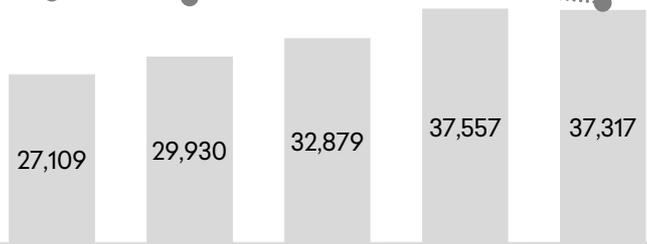
17.5% 19.3%



4Q24 4Q25
Gross Profit (TRY m) Gross Margin

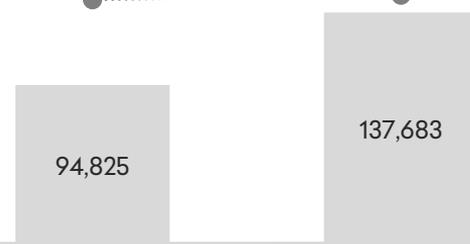
12M 2024 12M 2025
Gross Profit (TRY m) Gross Margin

21.1% 20.7% 21.7% 21.3% 20.3%



Without TAS 29

20.6% 21.0%



4Q24 1Q25 2Q25 3Q25 4Q25
Gross Profit (TRY m) Gross Margin

12M 2024 12M 2025
Gross Profit (TRY m) Gross Margin





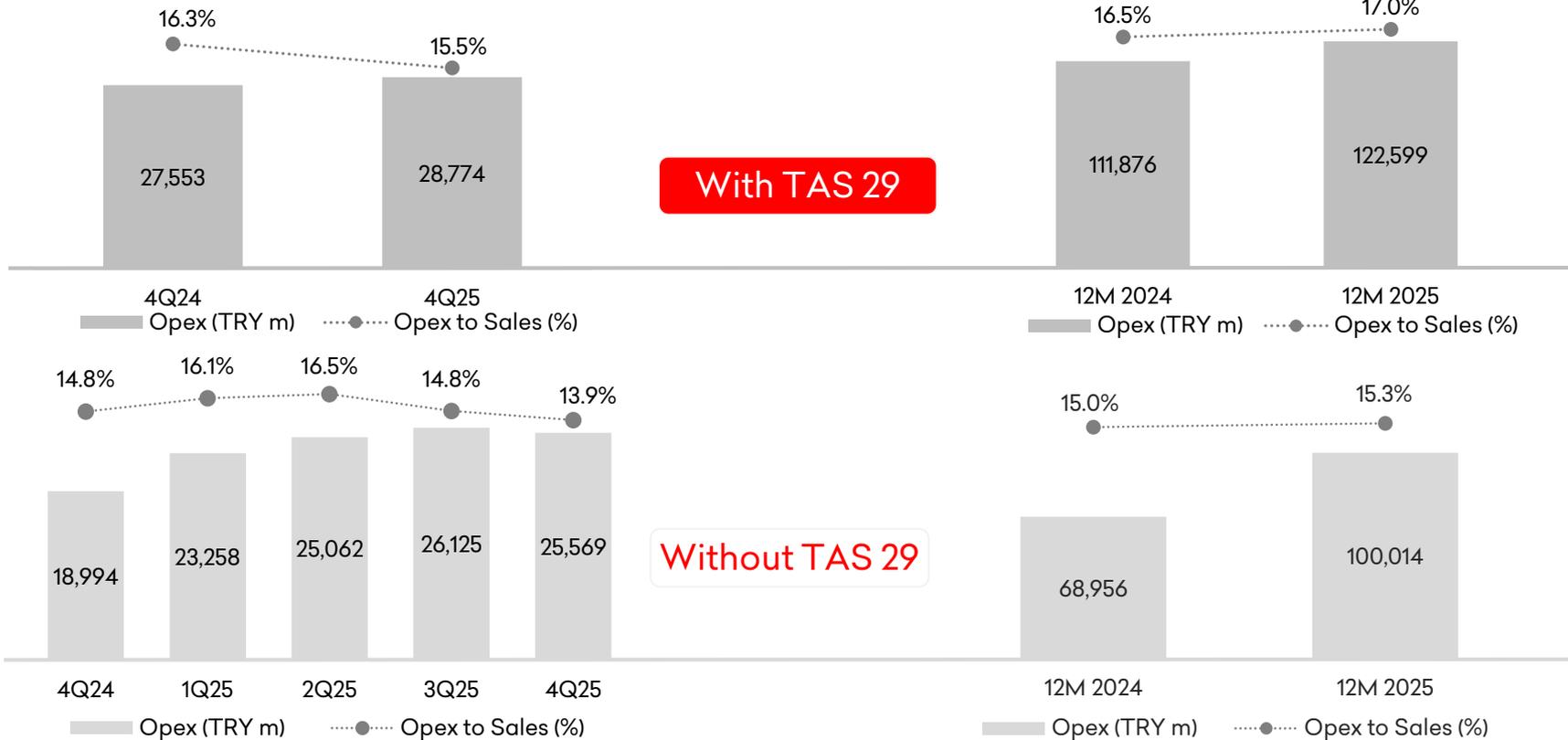
▶ OPERATING LEVERAGE



QUARTERLY

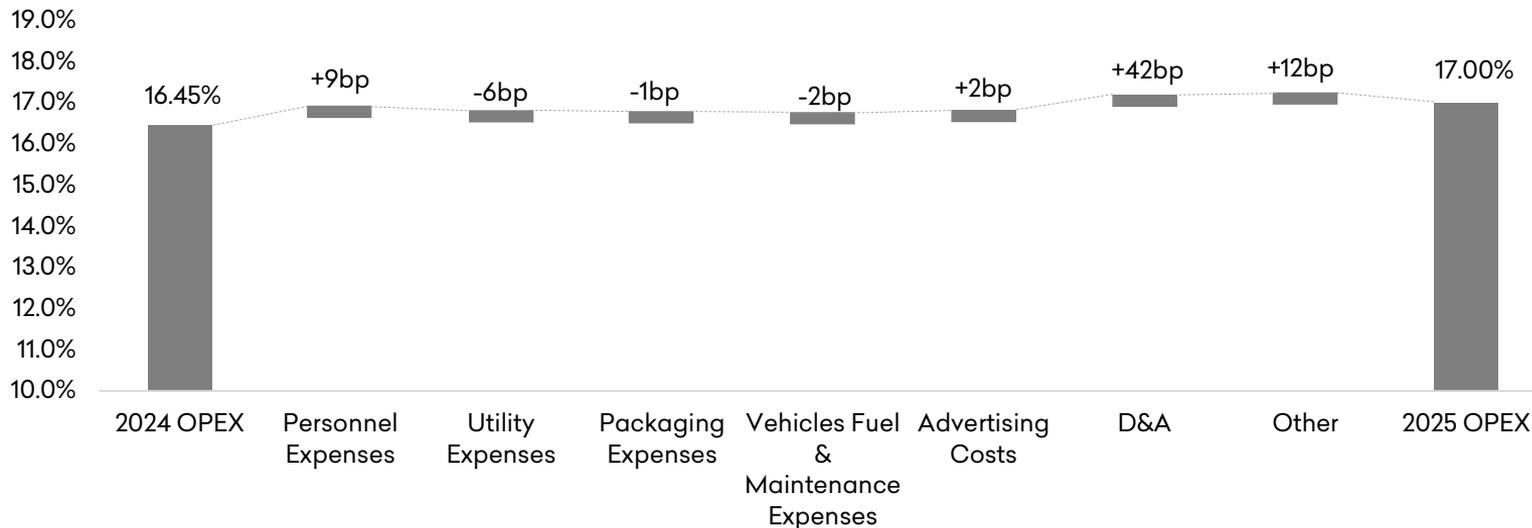


ANNUALLY





▶ OPEX MANAGEMENT ANNUALLY *



As % of Revenues

	Personnel Expenses	Utility Expenses	Packaging Expenses	Vehicles Fuel & Maintenance Expenses	Advertising Costs	D&A	Other
2024	10.19%	0.75%	0.11%	0.29%	0.21%	3.21%	1.69%
2025	10.28%	0.68%	0.10%	0.27%	0.23%	3.63%	1.81%

*With TAS 29 Inflation Accounting



EBITDA



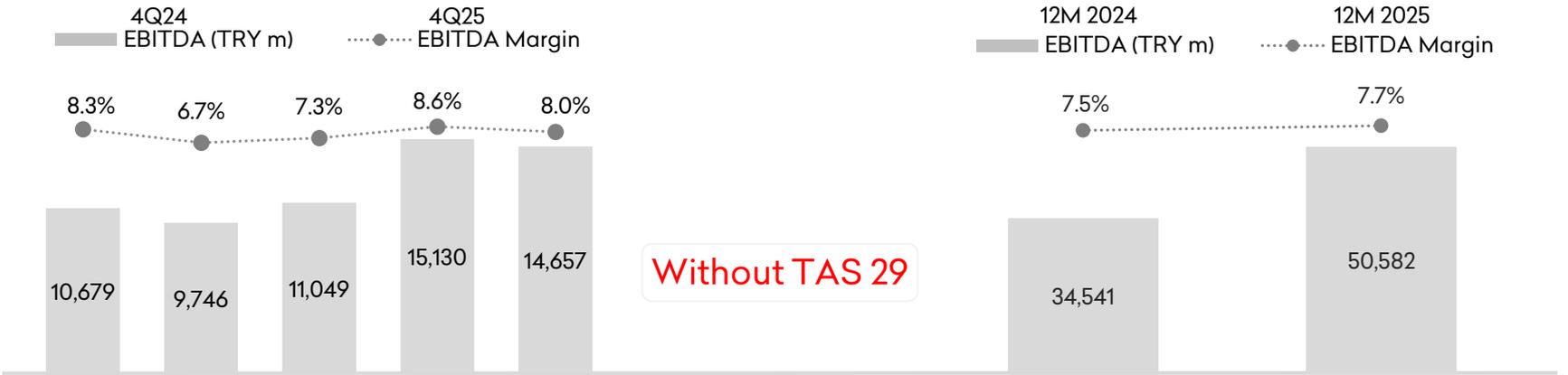
QUARTERLY



ANNUALLY



With TAS 29



Without TAS 29

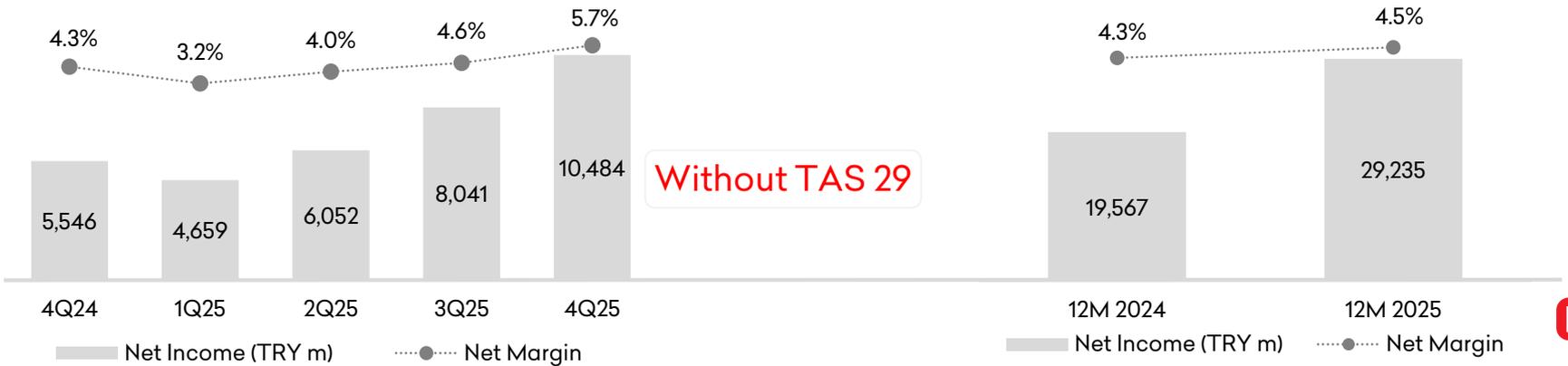
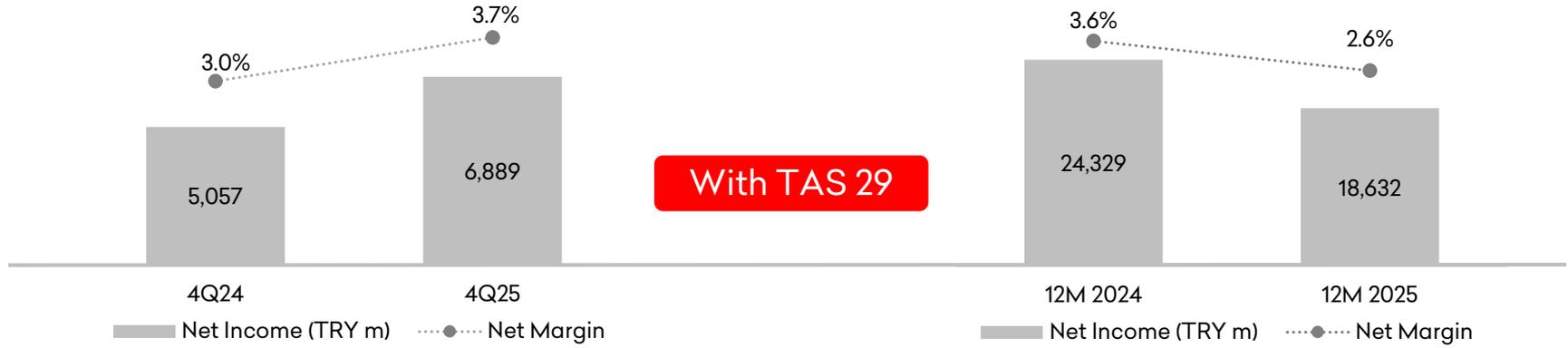




NET INCOME

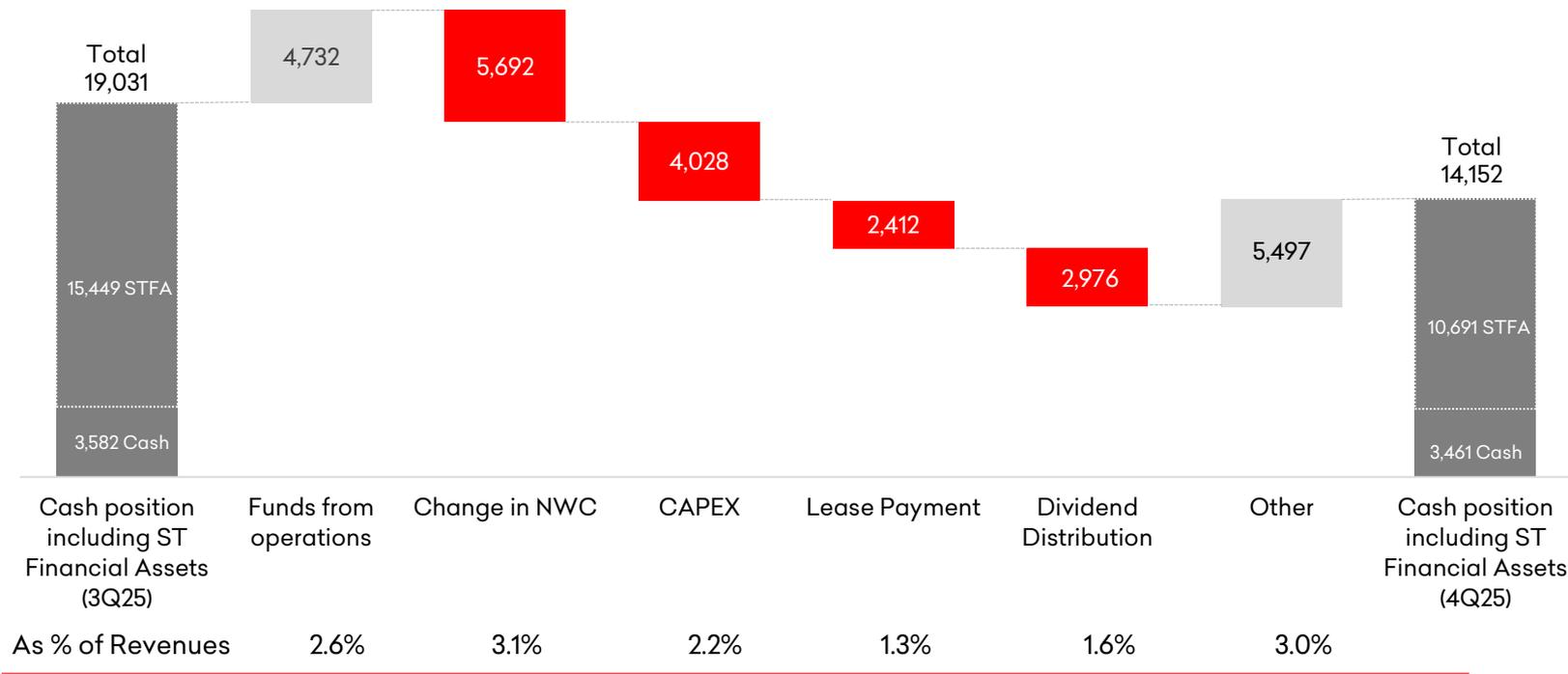
QUARTERLY

ANNUALLY





▶ QUARTERLY CASH FLOW BRIDGE*

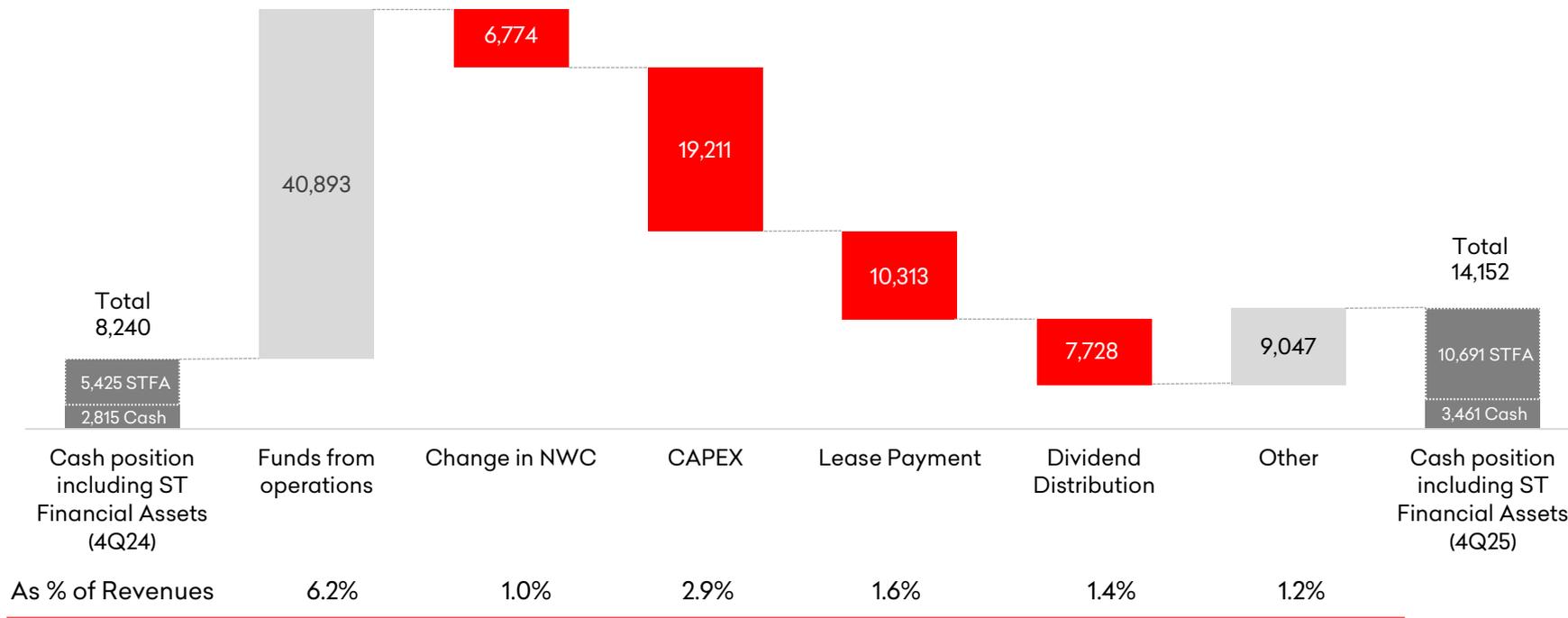


BIM 2025 RESULTS PRESENTATION

*Without TAS 29 Inflation Accounting



▶ ANNUAL CASH FLOW BRIDGE*



BIM 2025 RESULTS PRESENTATION

*Without TAS 29 Inflation Accounting



**344
Stores**

**4 Logistic
Centers**



344 stores in 34 cities, 15 new stores in 4Q25.



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



Online sales form 5,7% of FILE's revenues.



FILE online shopping platform operates with 94 stores, three of which are dark stores.



Financial
Performance

▶ FOREIGN OPERATIONS



MAROC



BİM MAROC



TL 7.9 bn*
Sales



TL 519 m*
EBITDA



6,807
Employees



933
Stores



4 logistic
centers



EGYPT



BİM EGYPT



TL 1.2 bn*
Sales



TL 40 m*
EBITDA



2,513
Employees



445
Stores



2 logistics
centers

*Quarterly



Highlights



**Operational
Performance**



**Financial
Performance**



Guidance



Q & A



APPDX

► 2026 GUIDANCE



Guidance

	2025 ACTUAL	2026 GUIDANCE
	with TAS 29	with TAS 29
 SALES GROWTH	6.0%	6.0% ($\pm 2\%$)
 EBITDA MARGIN	6.0%	6.5% ($\pm 0.5\%$)
 CAPEX TO SALES	2.9%	3.0% - 3.5%



Highlights



**Operational
Performance**



**Financial
Performance**



Guidance



Q & A



APPDX



Highlights



**Operational
Performance**



**Financial
Performance**



Guidance



Q & A



APPDX



TFRS INCOME STATEMENT (with TAS 29)

TL million	12 months ended 31 December			3 months ended 31 December		
	12M 2024	12M 2025	Change % YoY	4Q 2024	4Q 2025	Change % YoY
Net Sales	680,073	721,063	6%	168,939	185,963	10%
COGS	(561,200)	(581,616)	4%	(138,181)	(150,193)	9%
Gross Profit	118,873	139,447	17%	30,759	35,770	16%
Total SG&A	(111,876)	(122,599)	10%	(27,553)	(28,774)	4%
EBIT	6,997	16,848	141%	3,206	6,996	118%
Net Financial Income/(Expenses)	(6,672)	(8,075)	21%	(2,019)	(2,036)	1%
Monetary Gain (Loss)	28,302	18,203	-36%	4,585	1,621	-65%
Other Income/(Expenses)	5,319	4,617	-13%	2,244	1,580	-30%
PBT	33,945	31,593	-7%	8,015	8,161	2%
Taxes	(9,582)	(12,857)	34%	(2,960)	(1,288)	-56%
Net Income	24,363	18,735	-23%	5,055	6,873	36%
<i>Non-controlling Interests</i>	34	103	201%	(2)	(16)	614%
<i>Owners of Parent</i>	24,329	18,632	-23%	5,057	6,889	36%
D&A	(22,530)	(26,637)	18%	(5,914)	(5,824)	-2%
EBITDA	29,527	43,485	47%	9,119	12,820	41%



APPDX

TFRS INCOME STATEMENT (w/o TAS 29)

TL million	12 months ended 31 December			3 months ended 31 December		
	12M 2024	12M 2025	Change % YoY	4Q 2024	4Q 2025	Change % YoY
Net Sales	459,722	655,712	43%	128,471	183,656	43%
COGS	(364,897)	(518,028)	42%	(101,362)	(146,339)	44%
Gross Profit	94,825	137,683	45%	27,109	37,317	38%
Total SG&A	(68,956)	(100,014)	45%	(18,994)	(25,569)	35%
EBIT	25,868	37,669	46%	8,115	11,748	45%
Net Financial Income/(Expenses)	(4,558)	(7,376)	62%	(1,532)	(2,042)	33%
Other Income/(Expenses)	4,193	6,856	64%	1,492	2,361	58%
PBT	25,503	37,148	46%	8,075	12,068	49%
Taxes	(5,910)	(7,835)	33%	(2,528)	(1,574)	-38%
Net Income	19,593	29,313	50%	5,546	10,493	89%
<i>Non-controlling Interests</i>	26	78	197%	(0)	10	<i>n.a</i>
<i>Owners of Parent</i>	19,567	29,235	49%	5,546	10,484	89%
D&A	(8,672)	(12,913)	49%	(2,564)	(2,909)	13%
EBITDA	34,541	50,582	46%	10,679	14,657	37%



APPDX

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

12 months ended 31 December

3 months ended 31 December

TL million	12 months ended 31 December			3 months ended 31 December		
	12M 2024	12M 2025	Change % YoY	4Q 2024	4Q 2025	Change % YoY
Net Sales	459,722	655,712	43%	128,471	183,656	43%
COGS	(364,897)	(518,028)	42%	(101,362)	(146,339)	44%
Gross Profit	94,825	137,683	45%	27,109	37,317	38%
Total SG&A	(71,549)	(104,285)	46%	(19,820)	(26,438)	33%
EBIT	23,275	33,398	43%	7,289	10,879	49%
Net Financial Income/(Expenses)	(530)	(733)	38%	(291)	(143)	-51%
Other Income/(Expenses)	4,046	6,701	66%	1,467	2,202	50%
PBT	26,791	39,367	47%	8,465	12,938	53%
Taxes	(6,240)	(8,206)	31%	(2,490)	(1,602)	-36%
Net Income	20,550	31,161	52%	5,975	11,336	90%
<i>Non-controlling Interests</i>	70	334	374%	14	235	1582%
<i>Owners of Parent</i>	20,480	30,827	51%	5,961	11,101	86%
D&A	(4,383)	(6,871)	57%	(1,318)	(1,365)	4%
EBITDA	27,659	40,269	46%	8,607	12,245	42%



APPDX

TFRS BALANCE SHEET (with TAS 29)

TL Million	As of	
	31 December 2024	31 December 2025
TOTAL CURRENT ASSETS	96,915	111,487
Cash & Cash Equivalents	3,685	3,461
Financial Investments	7,100	10,691
Trade Receivables	31,063	34,807
Prepayments	3,987	4,737
Inventories	48,543	54,447
Other Current Assets	2,537	3,343
TOTAL NON-CURRENT ASSETS	211,793	226,606
Financial Investments	7,128	4,455
Tangible Assets	117,906	131,608
Right of Use Assets (IFRS 16)	83,770	87,988
Other Non-Current Assets	2,989	2,556
TOTAL ASSETS	308,708	338,093
TOTAL CURRENT LIABILITIES	97,741	108,357
Current Borrowings	10,663	13,044
<i>Bank loans</i>	0	871
<i>Lease liabilities</i>	10,663	12,173
Trade Payables	79,338	86,533
Current Tax Liabilities	1,702	1,835
Other Current Liabilities	6,039	6,945
TOTAL NON-CURRENT LIABILITIES	55,809	62,642
Lease Liabilities	37,736	39,682
Non-Current Provisions	2,188	2,871
Deferred Tax Liabilities	15,884	20,088
TOTAL EQUITY	155,158	167,095
TOTAL EQUITY AND LIABILITIES	308,708	338,093

► TFRS CASH FLOW (with TAS 29)



APPDX

TL million	12 months ended 31 December	
	12M 2024	12M 2025
Net Income	24,363	18,735
D&A	22,530	26,637
Non Cash Tax Expense	9,582	12,857
Other Non-Cash Items	(7,491)	(4,824)
Funds From Operations	48,984	53,405
Change In Net Working Capital	254	(2,378)
Tax & Other Payments	(8,395)	(10,124)
Operating Cash Flow	40,844	40,903
Capital Expenditures	(23,636)	(20,681)
Proceeds From Sales of PPE	973	491
Change in Financial Investments	503	(918)
Cash Flow from Investing Activities	(22,160)	(21,109)
Free Cash Flow	18,684	19,794
Dividends	(9,395)	(8,123)
Proceeds from ST Borrowings	0	871
Proceeds from Lease Borrowings	(10,044)	(11,322)
Treasury Shares Purchase & Sale, Net	(1,290)	(550)
Cash Flow From Financing Activity	(20,730)	(19,125)
Currency Translation Differences	(45)	(104)
Monetary loss on cash and cash equivalents	(1,040)	(789)
Increase/(Decrease) In Cash	(2,092)	565