



**1Q | 26**

**FINANCIAL RESULTS**



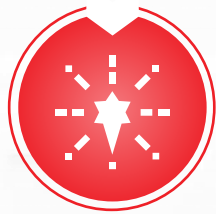
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Please note that all financial data are prepared based on IFRS accounting. Financial data starting with 2023 FY results have been prepared by applying inflation accounting in accordance with the provisions of IAS 29. In addition to financial data with 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 1Q26 (with TAS 29 inflation accounting on financials)

**213** billion TL  
SALES (+10% YoY)



**29.1** billion TL  
NET CASH (including  
STFA)



**5.7** billion TL  
CAPEX (2.7% of sales)



**14,576** Total stores  
(103 new stores in 1Q26)



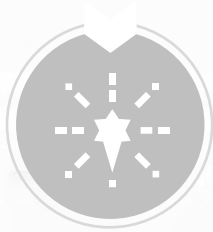
**10.1** billion TL  
EBITDA (4.8% margin)



**6.5** billion TL  
NET INCOME  
(3.0% margin)



- Double digit sales growth continues,
- Strong cash conversion and liquidity position.



**Highlights**



**Operational  
Performance**



**Financial  
Performance**



**Q & A**



**APPDX**

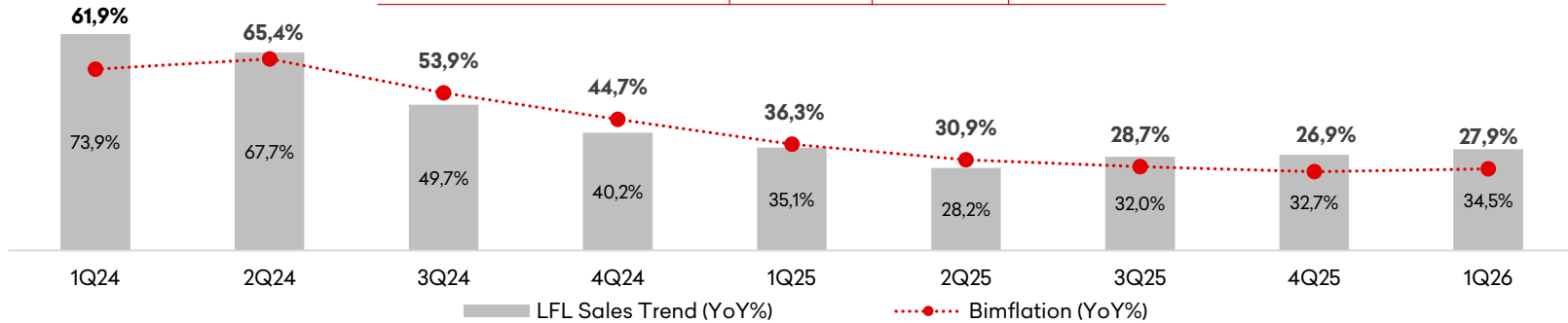


# LIKE FOR LIKE SALES INCREASE (BIM TURKIYE\*)



## QUARTERLY (w/o TAS 29)

	1Q 2025	1Q 2026	CHANGE
Like-For-Like Sales (per store/per day (TL))	115,179	154,945	<b>34.5%</b>
Like-For-Like Basket (TL/per visit)	222.67	301.85	<b>35.6%</b>
Like-For-Like Customer Traffic (per store/per day)	517.3	513.3	<b>-0.8%</b>



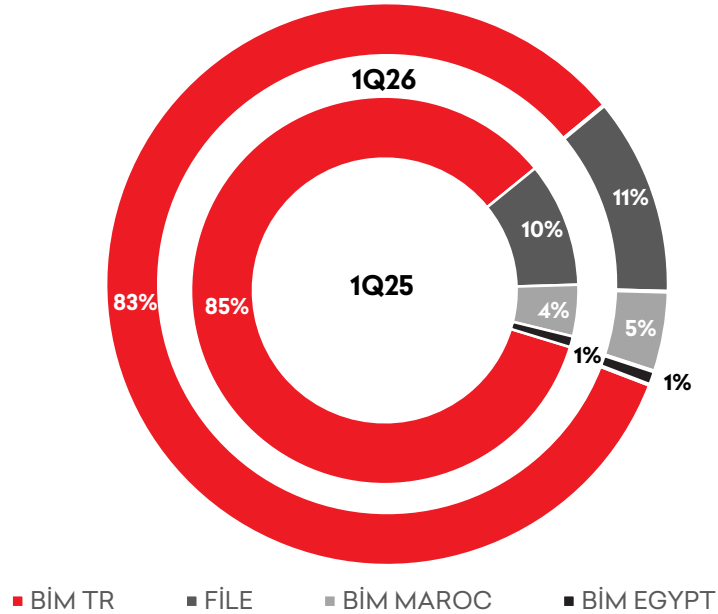
- Like-for-like sales increased by 35% vs. 28% Bimflation in 1Q26.

(\*) Note: Calculated on the basis of net sales generated in 1Q24 and 1Q26 by stores operating on 31 March 2024 and that were still open on 31 March 2026 (11,132 stores).

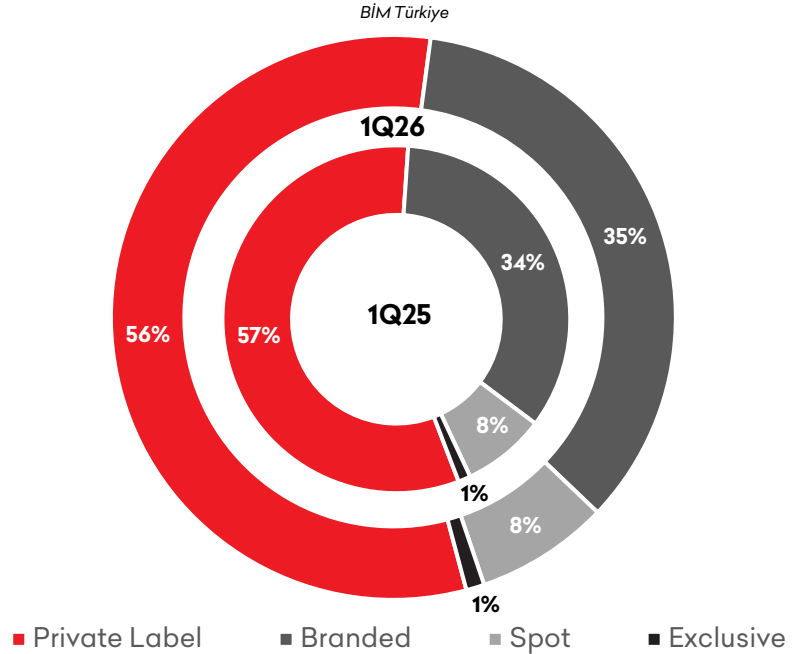


# REVENUE BREAKDOWN

### BY FORMAT AND GEOGRAPHY\*



### BY CATEGORY

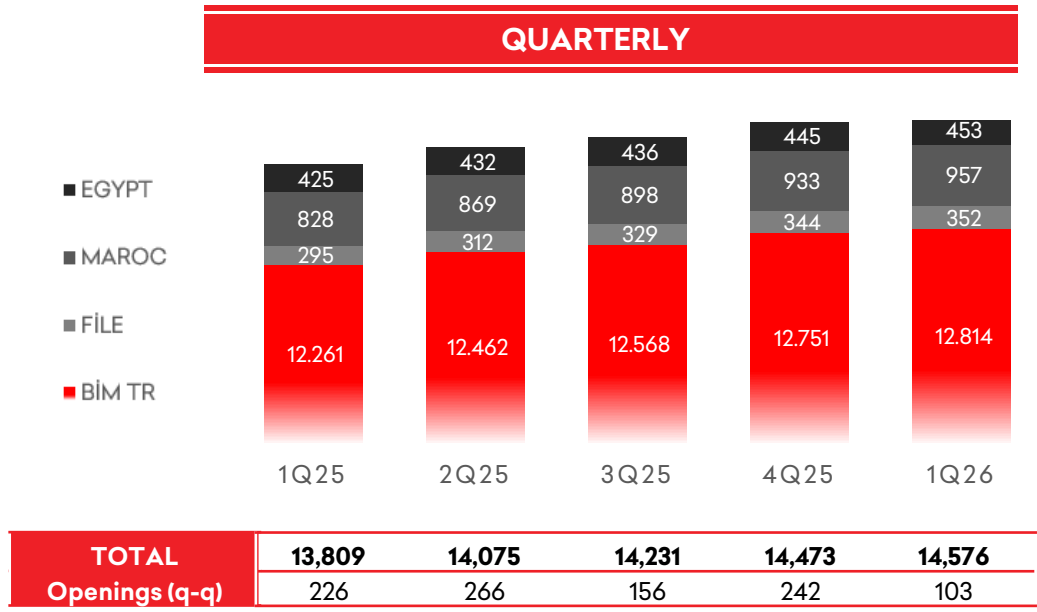


BİM 1Q26 RESULTS PRESENTATION

\*Without TAS 29 Inflation Accounting



# EXPANSION



BIM 1Q26 RESULTS PRESENTATION

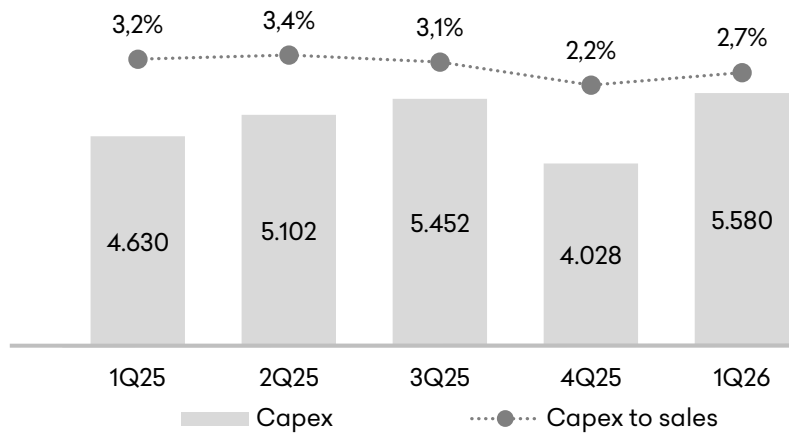
• Store growth **6% YoY**

# ▶ CAPEX

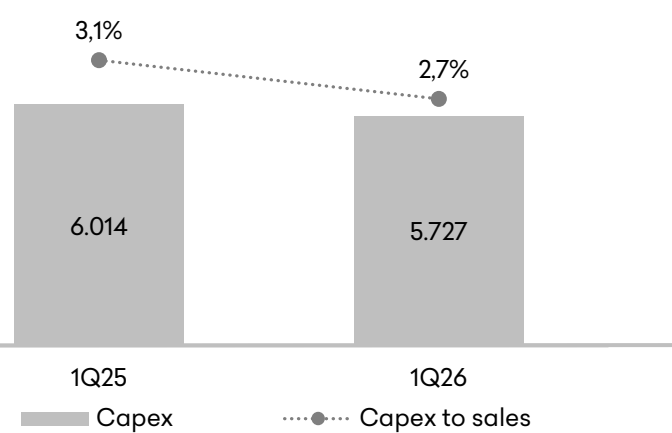


Operational  
Performance

## QUARTERLY (w/o TAS 29 inflation accounting)



## QUARTERLY (with TAS 29 inflation accounting)



BIM 1Q26 RESULTS PRESENTATION



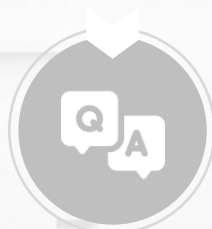
**Highlights**



**Operational  
Performance**



**Financial  
Performance**



**Q & A**



**APPDX**

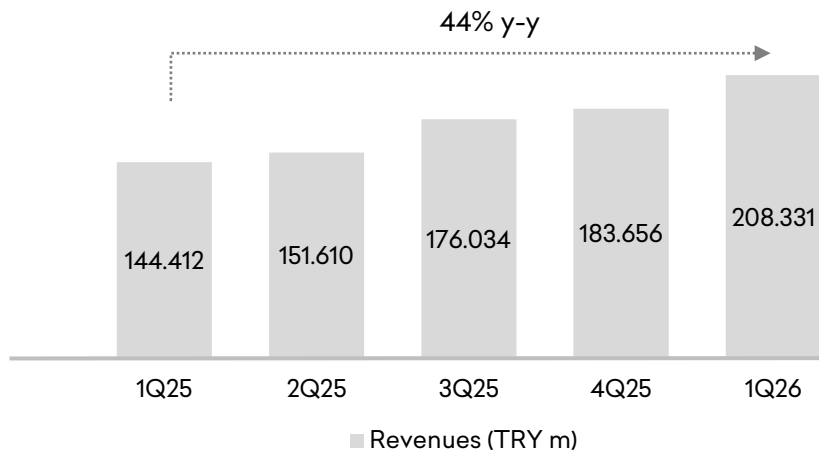
# NET SALES



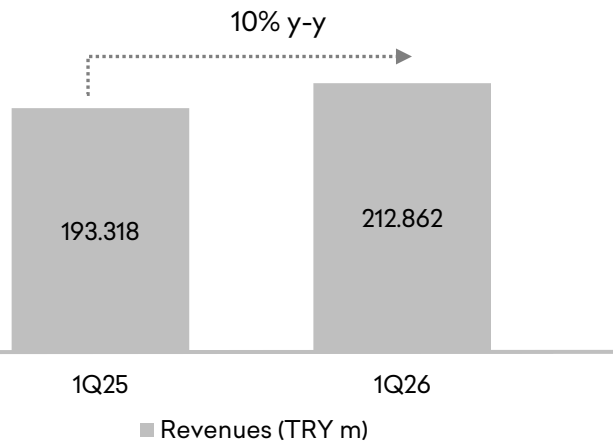
Financial  
Performance



## QUARTERLY (w/o TAS 29 inflation accounting)



## QUARTERLY (with TAS 29 inflation accounting)



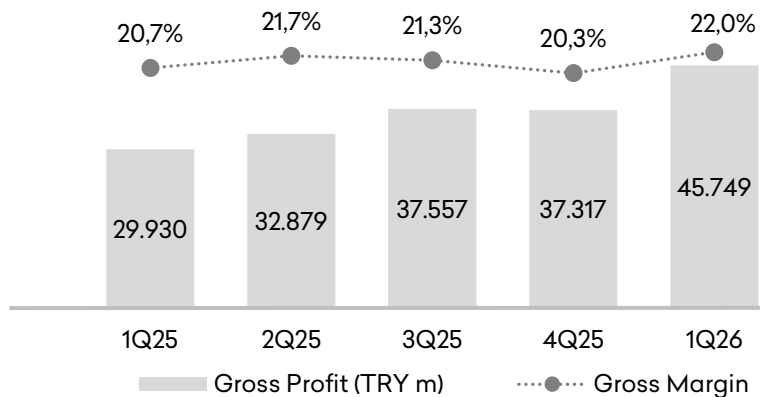
BIM 1Q26 RESULTS PRESENTATION



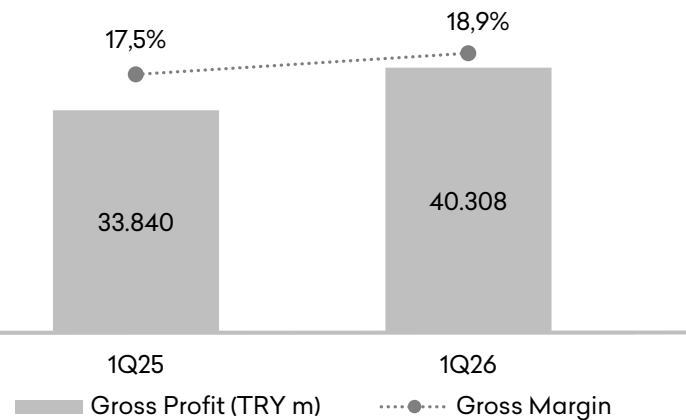
## GROSS PROFIT



### QUARTERLY (w/o TAS 29 inflation accounting)



### QUARTERLY (with TAS 29 inflation accounting)

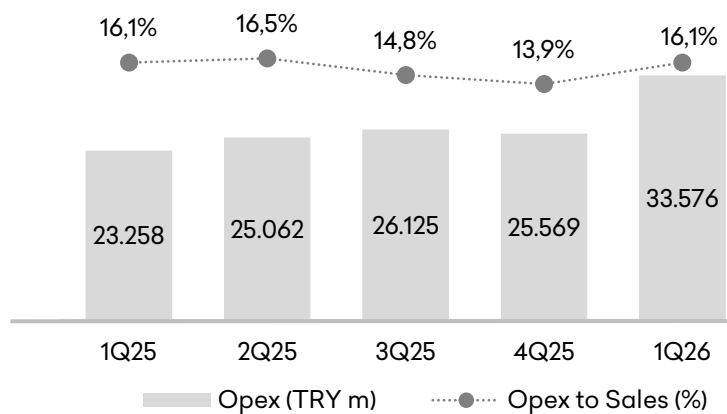




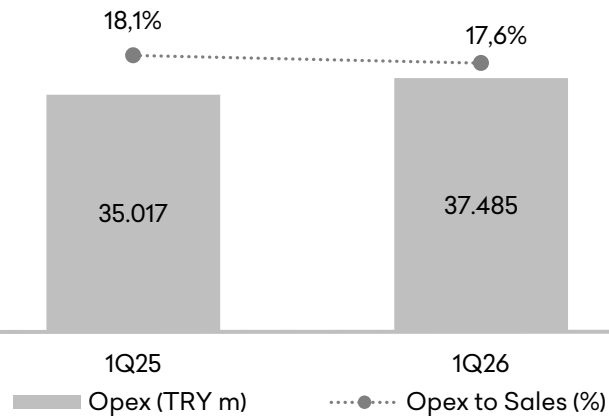
## ▶ OPERATING LEVERAGE



### QUARTERLY (w/o TAS 29 inflation accounting)

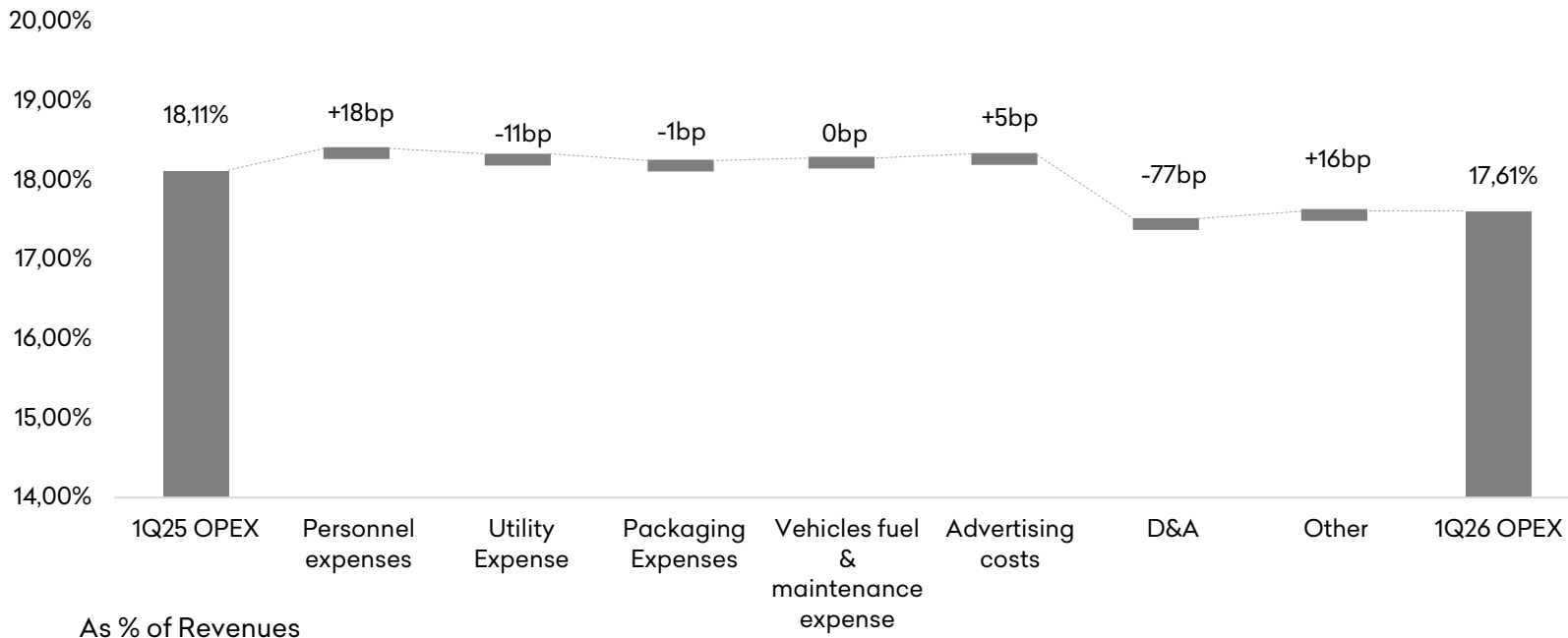


### QUARTERLY (with TAS 29 inflation accounting)





# OPEX MANAGEMENT QUARTERLY \*



	Personnel expenses	Utility Expense	Packaging Expenses	Vehicles fuel & maintenance expense	Advertising costs	D&A	Other
<b>1Q25</b>	11,02%	0,65%	0,11%	0,26%	0,21%	4,09%	1,78%
<b>1Q26</b>	11,19%	0,54%	0,10%	0,26%	0,26%	3,33%	1,93%

BIM 1Q26 RESULTS PRESENTATION

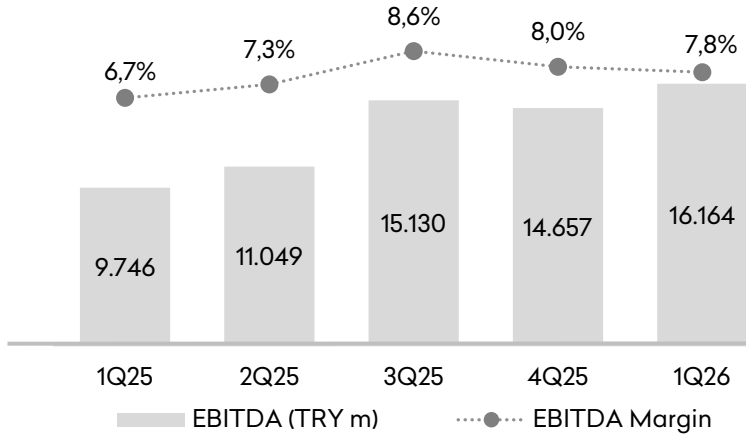
\*With TAS 29 Inflation Accounting



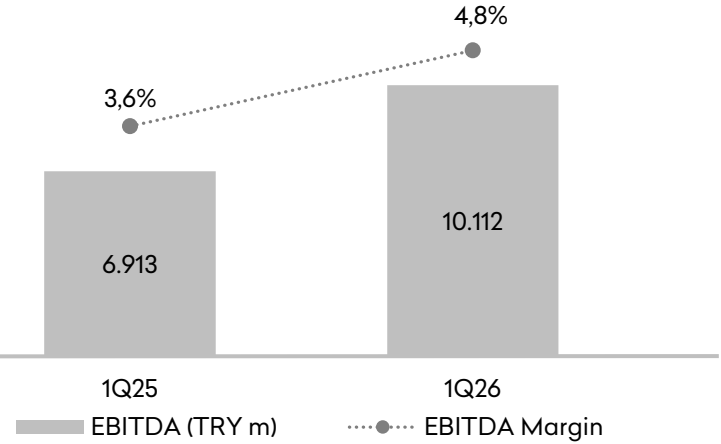
# EBITDA



QUARTERLY (w/o TAS 29 inflation accounting)



QUARTERLY (with TAS 29 inflation accounting)

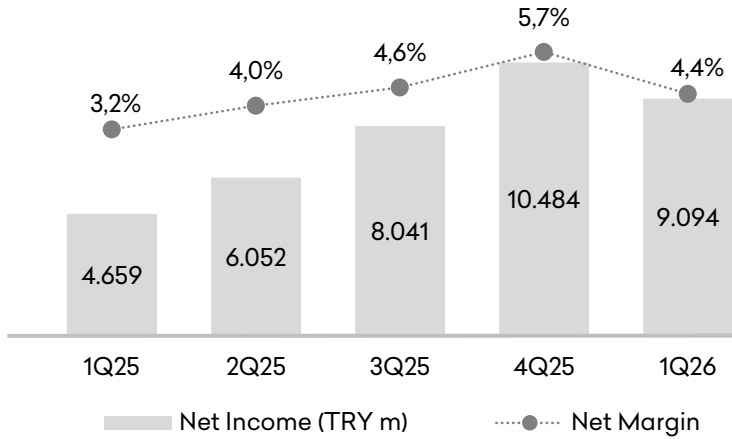




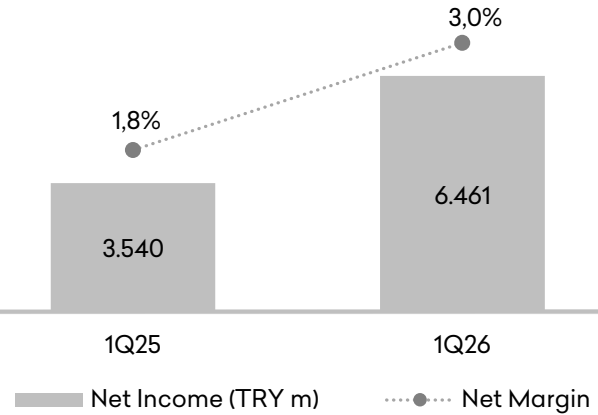
# ▶ NET INCOME



## QUARTERLY (w/o TAS 29 inflation accounting)

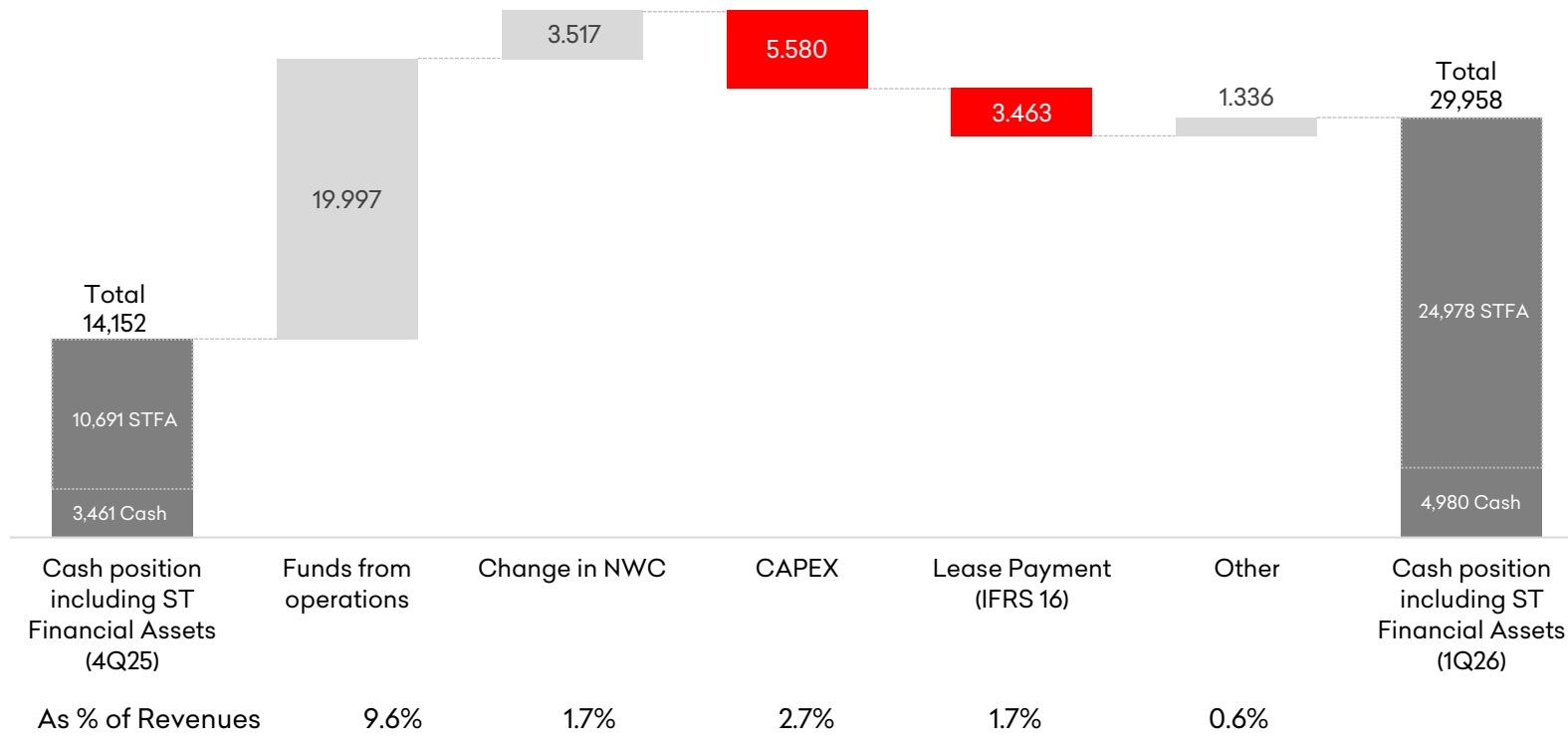


## QUARTERLY (with TAS 29 inflation accounting)





# ▶ QUARTERLY CASH FLOW BRIDGE\*



BIM 1Q26 RESULTS PRESENTATION

\*Without TAS 29 Inflation Accounting



**352  
Stores**

**4 Logistic  
Centers**



352 stores in 34 cities, 8 new stores in 1Q26.



31% share of Private Labels within FILE's total sales.



Online sales form 5.1% of FILE's revenues.



FILE online shopping platform operates with 97 stores, three of which are dark stores.



Financial  
Performance

## ▶ FOREIGN OPERATIONS



MAROC



### BİM MAROC



TL 9.6 bn\*  
Sales



TL 719 m\*  
EBITDA



6,932  
Employees



957  
Stores



4 logistic  
centers



EGYPT



### BİM EGYPT



TL 1.7 bn\*  
Sales



TL 67 m\*  
EBITDA



2,463  
Employees

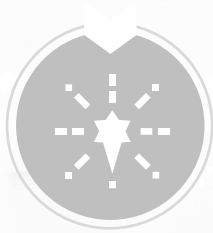


453  
Stores



2 logistics  
centers

\*Quarterly



**Highlights**



**Operational  
Performance**



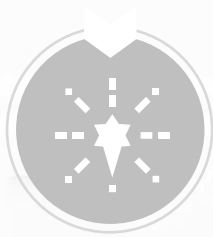
**Financial  
Performance**



**Q & A**



**APPDX**



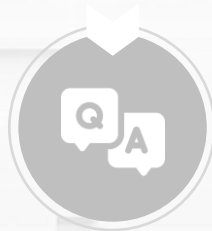
**Highlights**



**Operational  
Performance**



**Financial  
Performance**



**Q & A**



**APPDX**

# TFRS INCOME STATEMENT (with TAS 29)



APPDX

3 months ended 31 March

TL million	1Q 2025	1Q 2026	Change % YoY
Net Sales	193.318	212.862	10%
COGS	(159.478)	(172.554)	8%
Gross Profit	33.840	40.308	19%
Total SG&A	(35.017)	(37.485)	7%
EBIT	(1.176)	2.824	n.a
Net financial income/(expenses)	(2.157)	(2.462)	14%
Monetary Gain (Loss)	10.793	10.149	-6%
Other income/(expenses)	910	1.623	78%
PBT	8.371	12.134	45%
Taxes	(4.824)	(5.583)	16%
Net income	3.547	6.551	85%
<i>Non-controlling Interests</i>	7	90	1201%
<i>Owners of Parent</i>	3.540	6.461	83%
D&A	(8.089)	(7.288)	-10%
EBITDA	6.913	10.112	46%



APPDX

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

**3 months ended 31 March**

TL million	1Q 2025	1Q 2026	Change % YoY
Net Sales	144.412	208.331	44%
COGS	(114.482)	(162.582)	42%
Gross Profit	29.930	45.749	53%
Total SG&A	(23.258)	(33.576)	44%
EBIT	6.672	12.173	82%
Net financial income/(expenses)	(1.612)	(2.406)	49%
Other income/(expenses)	1.099	2.089	90%
PBT	6.159	11.857	93%
Taxes	(1.495)	(2.711)	81%
Net income	4.664	9.146	96%
<i>Non-controlling Interests</i>	5	52	885%
<i>Owners of Parent</i>	4.659	9.094	95%
D&A	(3.075)	(3.991)	30%
EBITDA	9.746	16.164	66%

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



APPDX

3 months ended 31 March

TL million	1Q 2025	1Q 2026	Change % YoY
Net Sales	144.412	208.331	44%
COGS	(114.482)	(162.582)	42%
Gross Profit	29.930	45.749	53%
Total SG&A	(24.235)	(35.086)	45%
EBIT	5.695	10.664	87%
Net financial income/(expenses)	(201)	(300)	49%
Other income/(expenses)	1.028	2.046	99%
PBT	6.523	12.410	90%
Taxes	(1.588)	(2.920)	84%
Net income	4.935	9.490	92%
<i>Non-controlling Interests</i>	14	76	427%
<i>Owners of Parent</i>	4.921	9.414	91%
D&A	(1.682)	(2.038)	21%
EBITDA	7.378	12.702	72%



APPDX

## TFRS BALANCE SHEET (with TAS 29)

TL Million	As of	
	31 December 2025	31 March 2026
<b>TOTAL CURRENT ASSETS</b>	122.681	145.377
Cash & Cash Equivalents	3.808	4.980
Financial Investments	11.765	24.978
Trade Receivables	38.302	38.562
Prepayments	5.213	10.152
Inventories	59.914	62.819
Other Current Assets	3.679	3.886
<b>TOTAL NON-CURRENT ASSETS</b>	249.358	252.926
Financial Investments	4.903	4.903
Tangible Assets	144.821	145.595
Right of Use Assets (IFRS 16)	96.822	98.948
Other Non-Current Assets	2.812	3.480
<b>TOTAL ASSETS</b>	372.039	398.302
<b>TOTAL CURRENT LIABILITIES</b>	119.236	136.103
Current Borrowings	14.354	14.142
<i>Bank loans</i>	958	826
<i>Lease liabilities</i>	13.395	13.316
Trade Payables	95.221	102.108
Current Tax Liabilities	2.020	2.747
Other Current Liabilities	7.642	17.106
<b>TOTAL NON-CURRENT LIABILITIES</b>	68.931	71.405
Lease Liabilities	43.667	43.933
Non-Current Provisions	3.159	2.620
Deferred Tax Liabilities	22.105	24.852
<b>TOTAL EQUITY</b>	183.871	190.794
<b>TOTAL EQUITY AND LIABILITIES</b>	372.039	398.302

## ► TFRS CASH FLOW (with TAS 29)



APPDX

TL million	3 months ended 31 March	
	1Q 2025	1Q 2026
Net Income	3.547	6.551
D&A	8.089	7.288
Non Cash Tax Expense	4.824	5.583
Other Non-Cash Items	3.836	2.231
<b>Funds From Operations</b>	<b>20.295</b>	<b>21.654</b>
Change In Net Working Capital	12.944	7.074
Tax & Other Payments	(2.904)	(4.807)
<b>Operating Cash Flow</b>	<b>30.336</b>	<b>23.921</b>
Capital Expenditures	(6.014)	(5.727)
Proceeds From Sales of PPE	93	322
Change in Financial Investments	(12.517)	(13.213)
<b>Cash Flow from Investing Activities</b>	<b>(18.438)</b>	<b>(18.618)</b>
Free Cash Flow	11.898	5.303
Dividends	0	(22)
Proceeds from ST Borrowings	0	(132)
Proceeds from Lease Borrowings	(3.166)	(3.527)
Treasury Shares Purchase & Sale, Net	(562)	0
<b>Cash Flow From Financing Activity</b>	<b>(3.729)</b>	<b>(3.681)</b>
Currency Translation Differences	(72)	(26)
Monetary loss on cash and cash equivalents	(1.743)	(424)
<b>Increase/(Decrease) In Cash</b>	<b>8.098</b>	<b>1.596</b>