# 2Q | 26

# 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



BIM

# HEADLINES of KEY FIGURES for 2Q26 (with TAS 29 inflation accounting on financials)



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

**6.5** billion TL
**CAPEX** (2.9% of sales)

**13.6** billion TL
**EBITDA** (6.1% margin)

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

**14,851** Total stores
(275 new stores in 2Q26)

**8.0** billion TL
**NET INCOME** (3.6% margin)

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

Highlights

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APPDX

# LIKE FOR LIKE SALES INCREASE (BIM TURKIYE*)

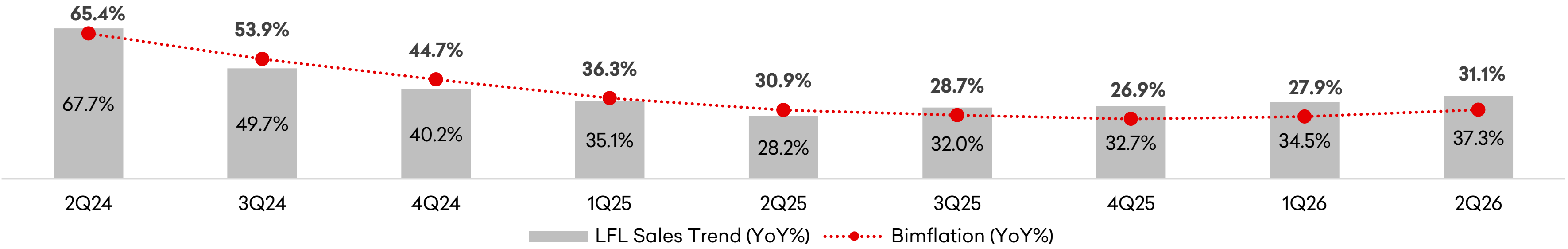


## QUARTERLY (w/o TAS 29)

| | 2Q26 / 2Q25 Change |
|---|---|
| Like-For-Like Sales<br>*(per store/per day (TL)* | **37.3%** |
| Like-For-Like Basket<br>*(TL/per visit)* | **36.7%** |
| Like-For-Like Customer Traffic<br>*(per store/per day)* | **0.4%** |

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

| | 6M26 / 6M25 Change |
|---|---|
| Like-For-Like Sales<br>*(per store/per day (TL)* | **36.0%** |
| Like-For-Like Basket<br>*(TL/per visit)* | **36.2%** |
| Like-For-Like Customer Traffic<br>*(per store/per day)* | **-0.1%** |



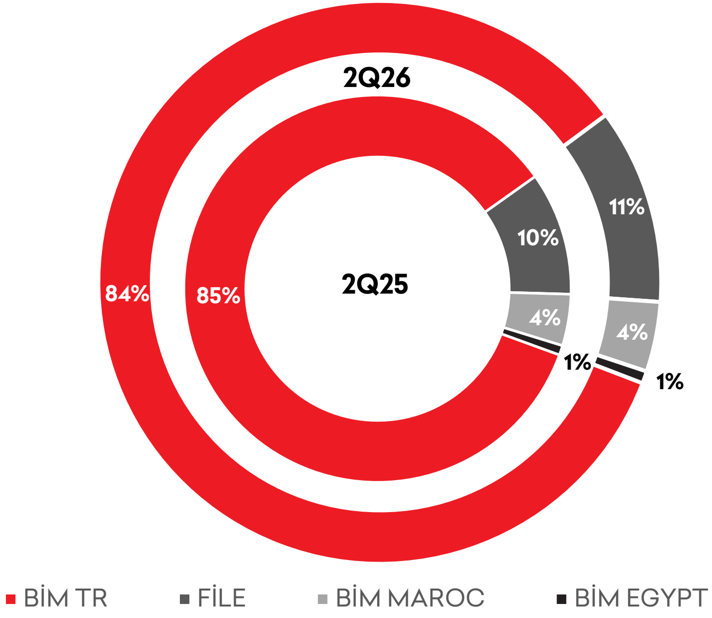

- Like-for-like sales increased by 37% vs. 31% Bimflation in 2Q26.

(*) Note: Calculated on the basis of net sales generated in 2Q24 and 2Q26 by stores operating on 30 June 2024 and that were still open on 30 June 2026 (11,366 stores).

# REVENUE BREAKDOWN

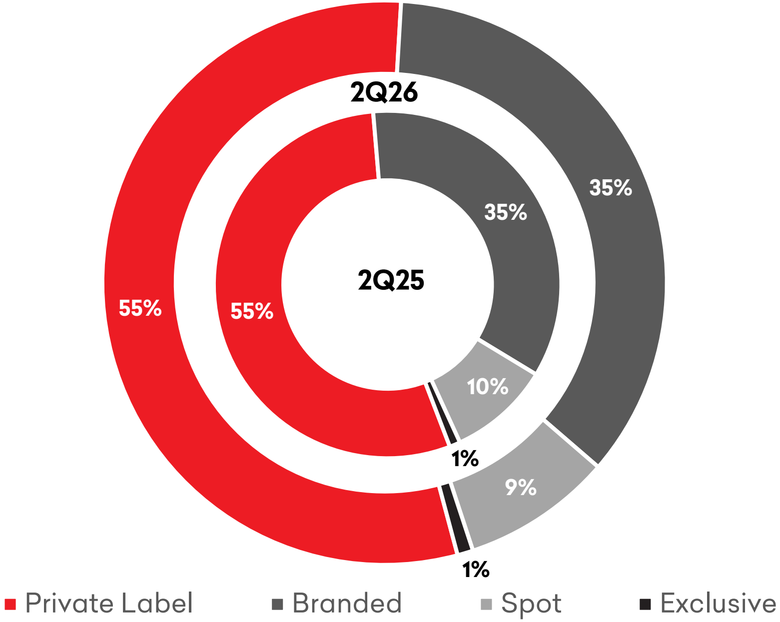
Operational Performance

## BY FORMAT AND GEOGRAPHY*




## BY CATEGORY

*BİM Türkiye*

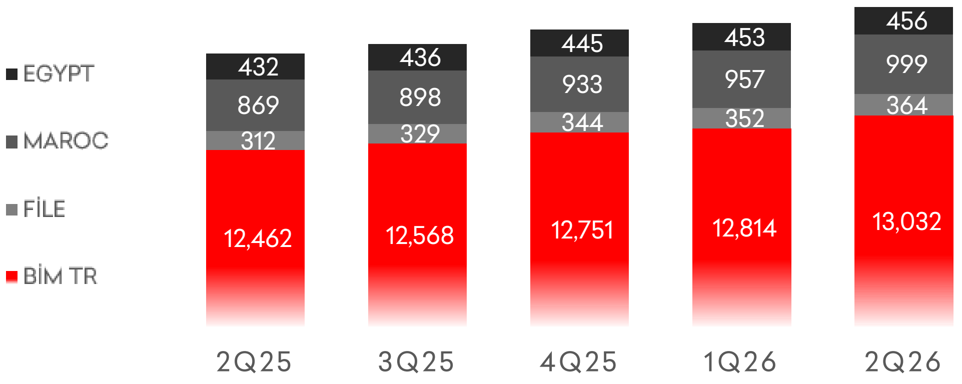



*Without TAS 29 Inflation Accounting

# EXPANSION

Operational Performance

## QUARTERLY




| | 2Q25 | 3Q25 | 4Q25 | 1Q26 | 2Q26 |
|---|---|---|---|---|---|
| **TOTAL** | **14,075** | **14,231** | **14,473** | **14,576** | **14,851** |
| **Openings (q-q)** | 266 | 156 | 242 | 103 | 275 |

- Store growth **6% YoY**



BİM

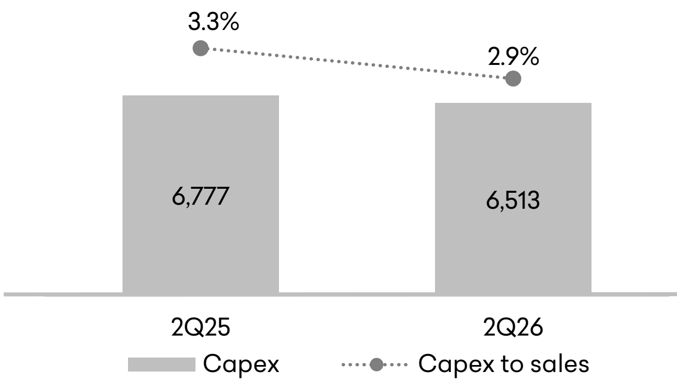
# CAPEX

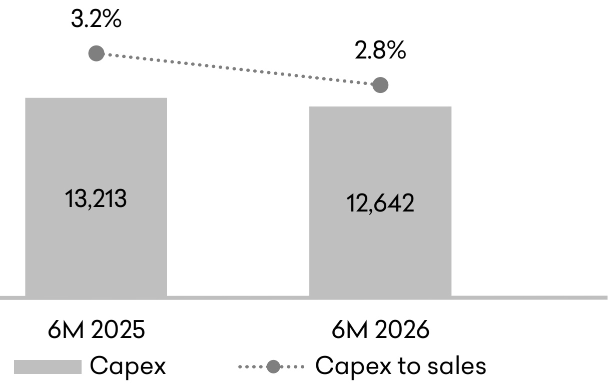
Operational Performance

## QUARTERLY

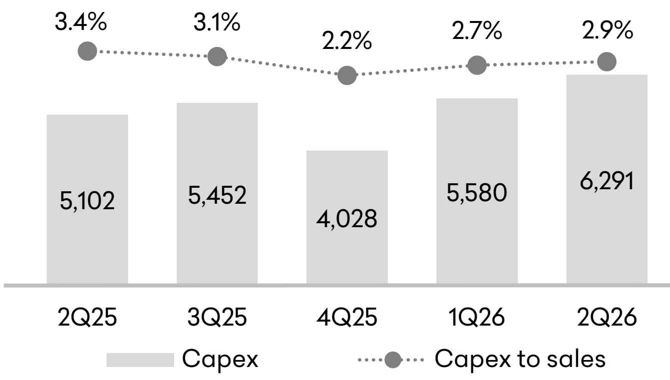
## SEMI - ANNUALLY

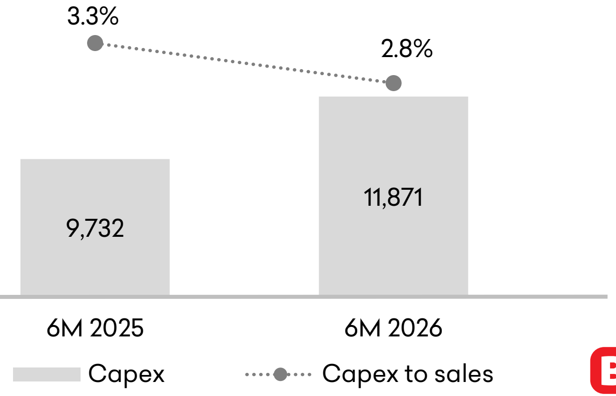
**With TAS 29**




**Without TAS 29**



Highlights

Operational Performance

Financial Performance

Q & A

APPDX

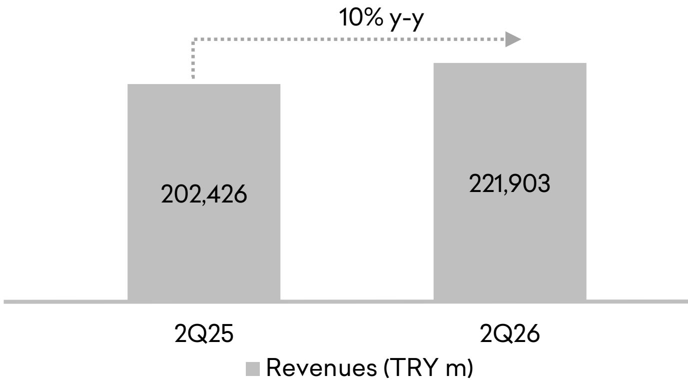
# NET SALES

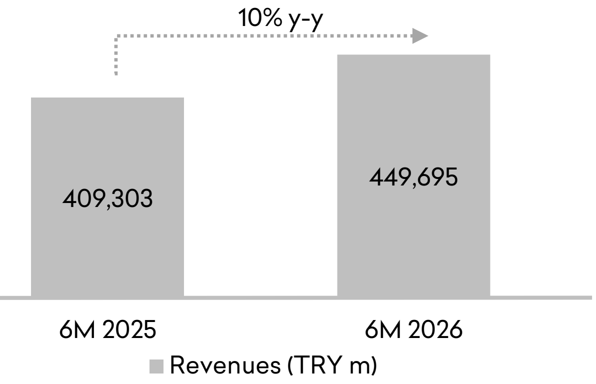
Financial Performance

## QUARTERLY

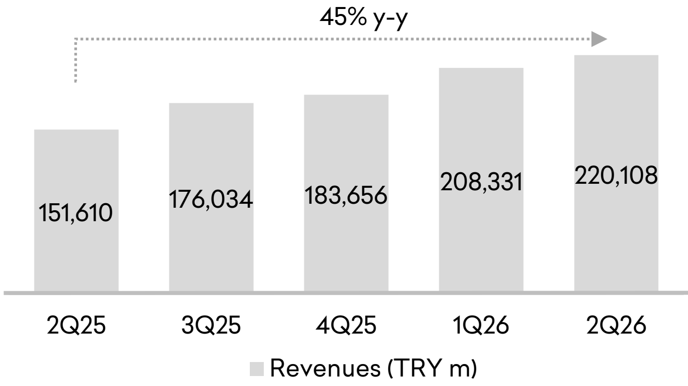
## SEMI - ANNUALLY

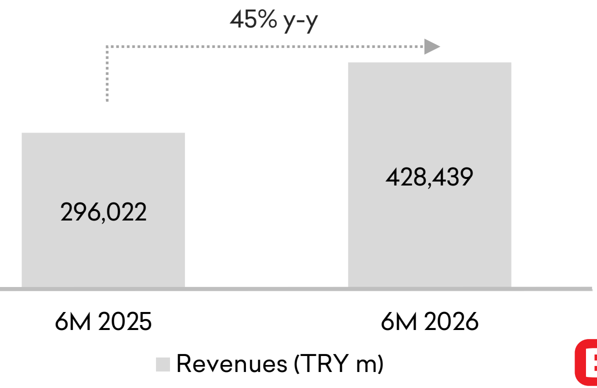
With TAS 29




Without TAS 29



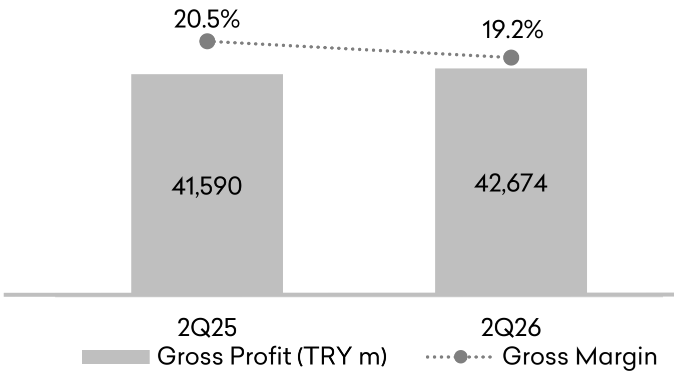
# GROSS PROFIT

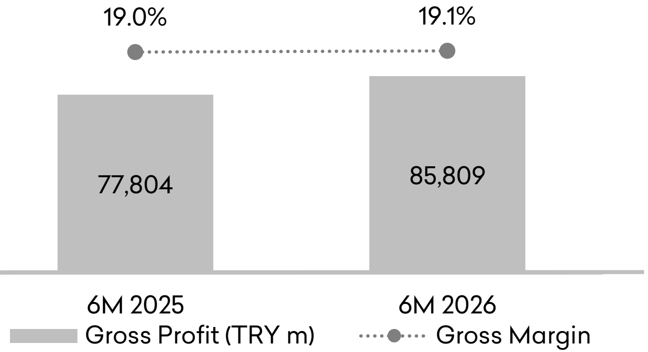
Financial Performance

## QUARTERLY

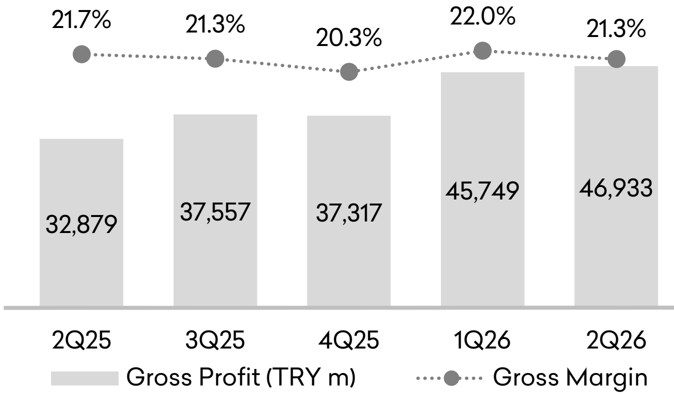
## SEMI - ANNUALLY

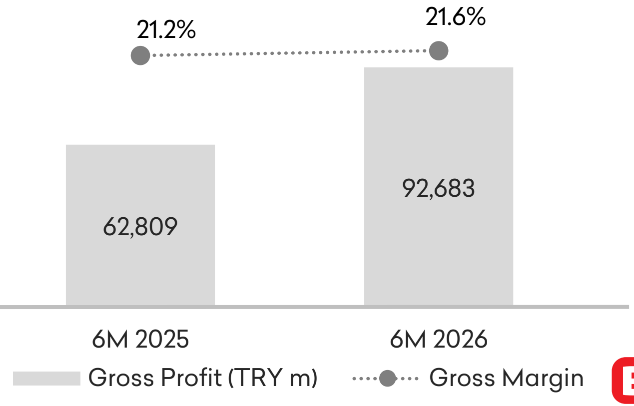
**With TAS 29**




**Without TAS 29**

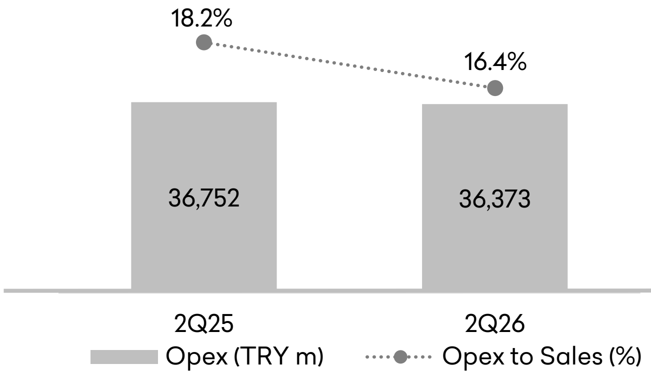


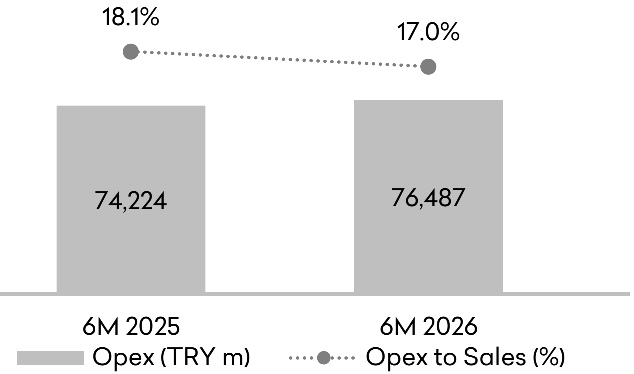
# OPERATING LEVERAGE

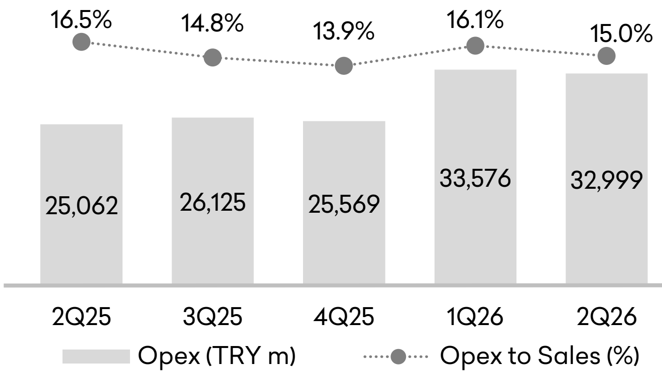
## QUARTERLY

## SEMI - ANNUALLY

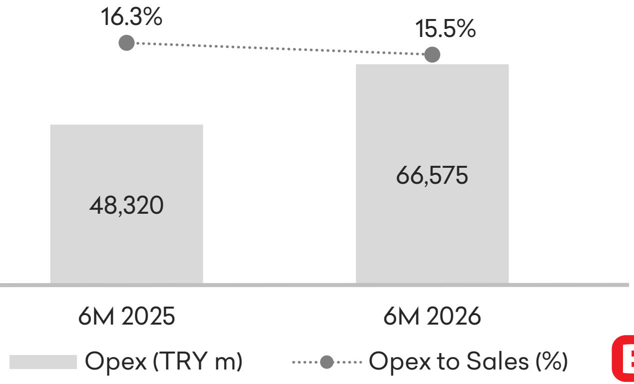



With TAS 29



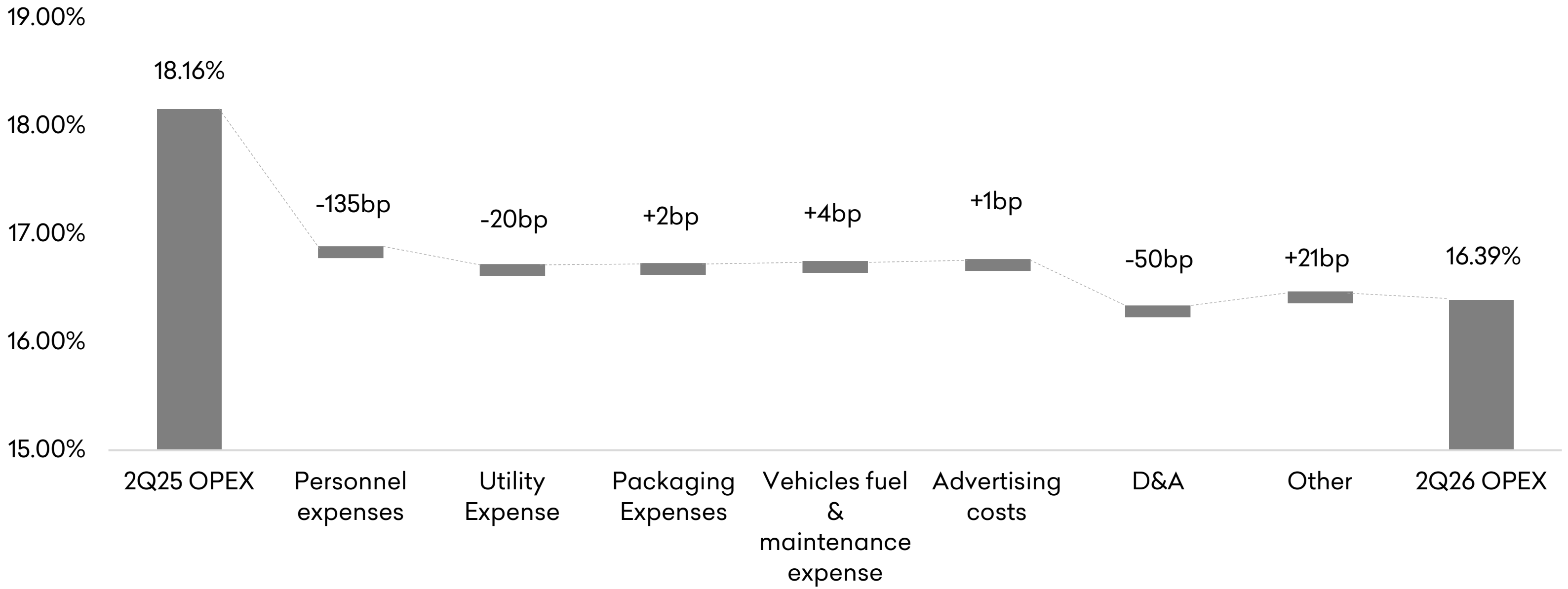




Without TAS 29



# OPEX MANAGEMENT QUARTERLY *






As % of Revenues

| | Personnel expenses | Utility Expense | Packaging Expenses | Vehicles fuel & maintenance expense | Advertising costs | D&A | Other |
|---|---|---|---|---|---|---|---|
| **2Q25** | 11.51% | 0.68% | 0.09% | 0.26% | 0.21% | 3.71% | 1.69% |
| **2Q26** | 10.16% | 0.48% | 0.11% | 0.29% | 0.22% | 3.21% | 1.91% |

*With TAS 29 Inflation Accounting

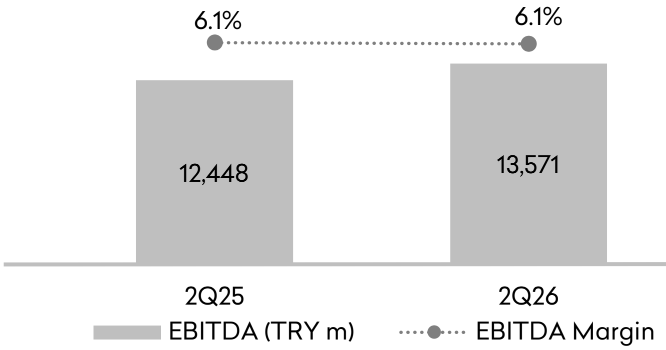
# EBITDA

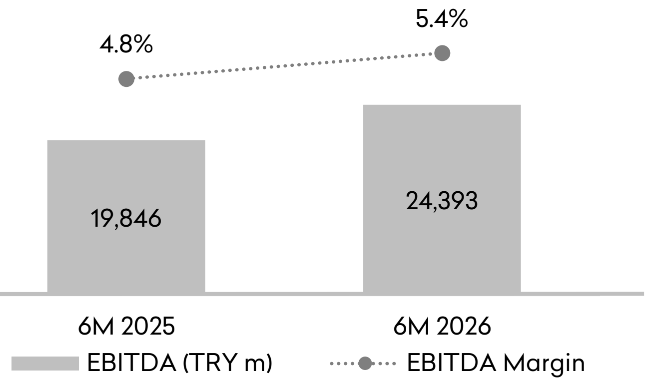
Financial Performance

QUARTERLY

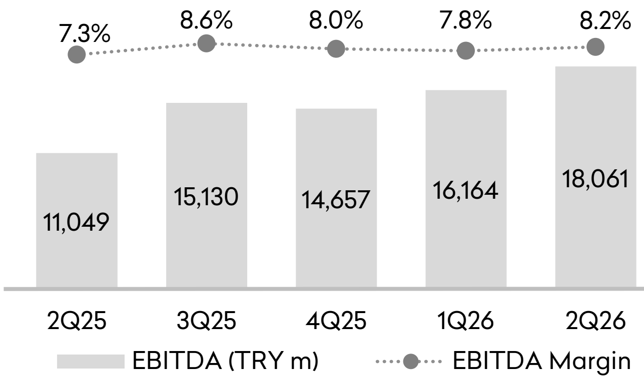
SEMI - ANNUALLY

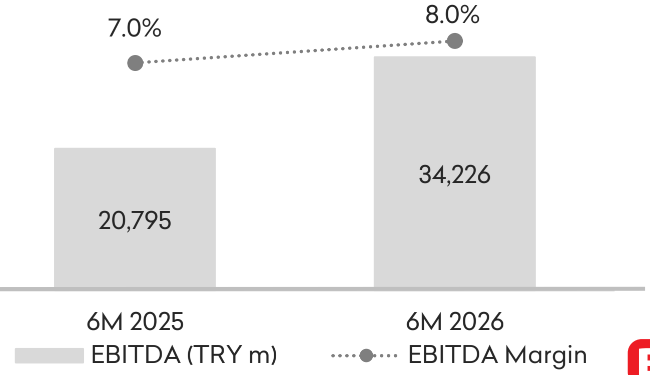
With TAS 29




Without TAS 29



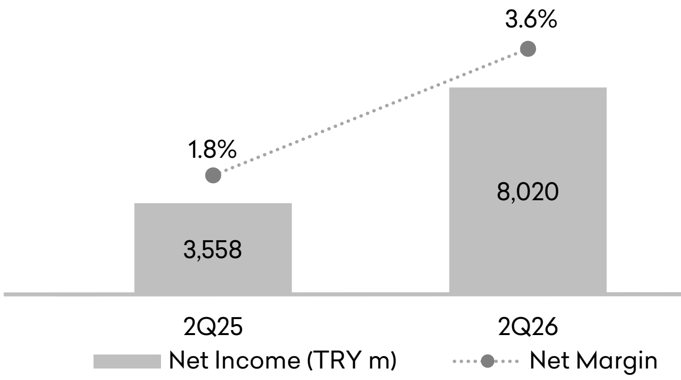



# NET INCOME

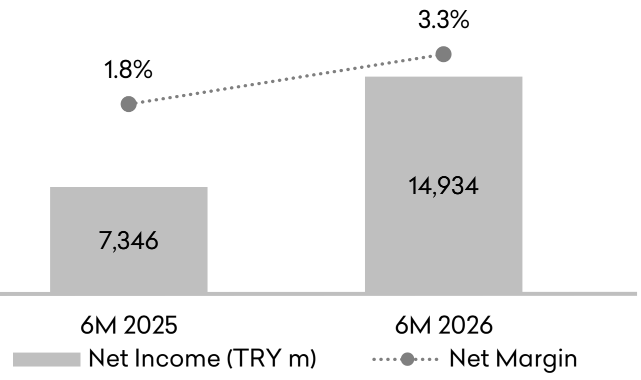
Financial Performance

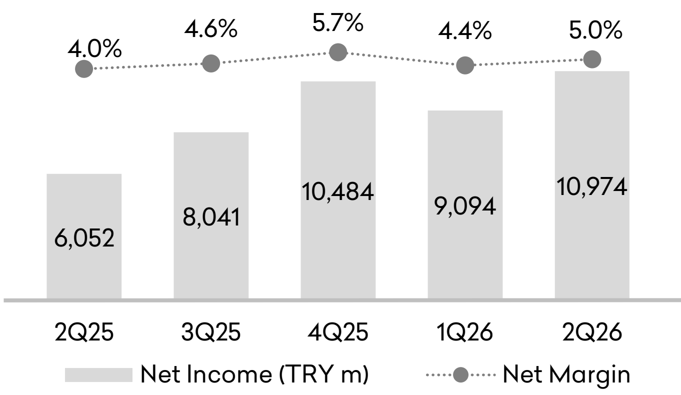
## QUARTERLY

## SEMI - ANNUALLY

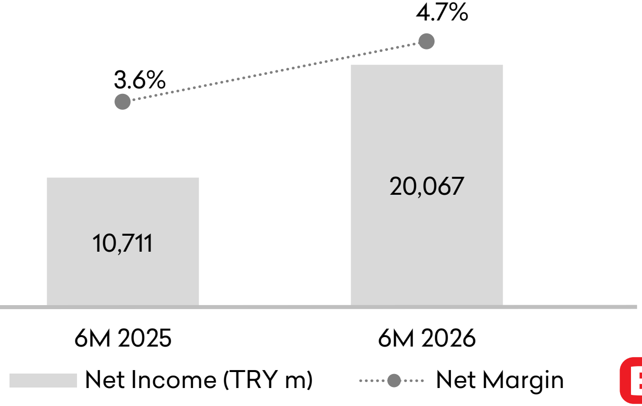



With TAS 29



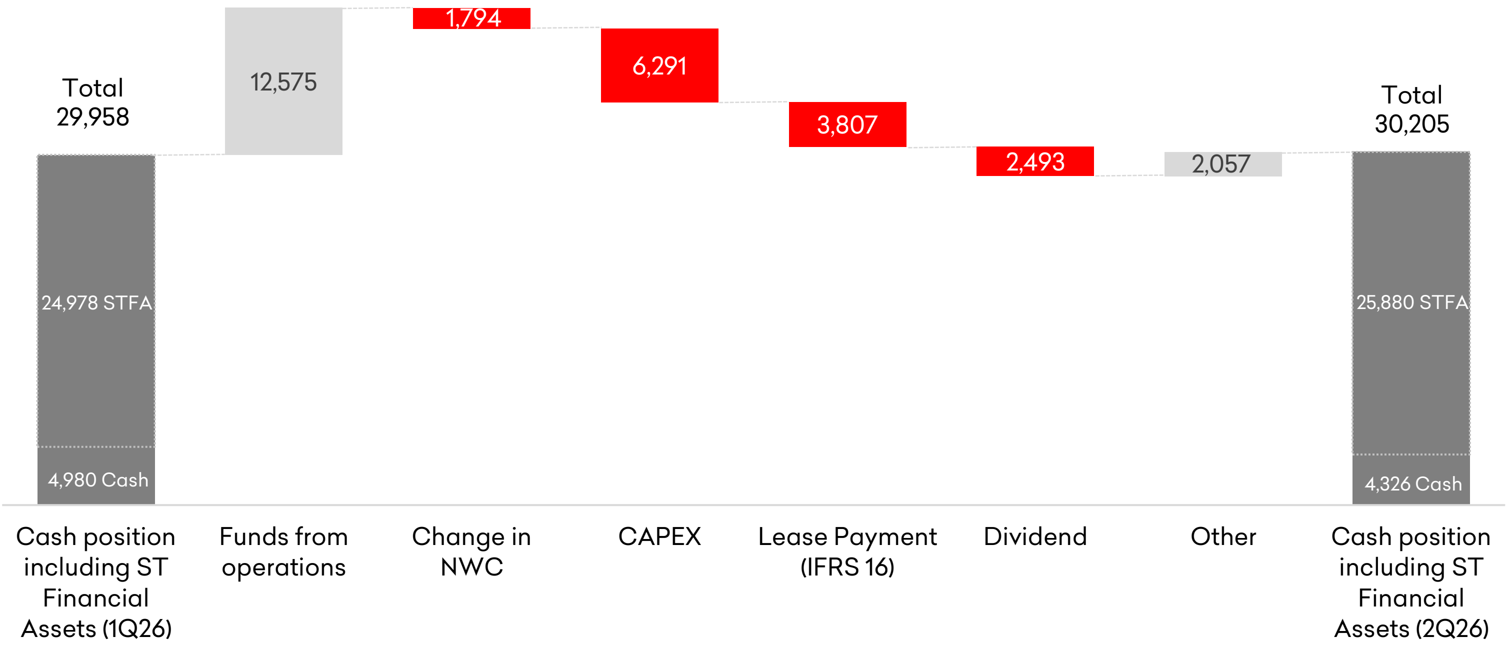




Without TAS 29



# QUARTERLY CASH FLOW BRIDGE*






| As % of Revenues | 5.7% | 0.8% | 2.9% | 1.7% | 1.1% | 0.9% |
|---|---|---|---|---|---|---|

*Without TAS 29 Inflation Accounting

# FİLE

FİLE

**364 Stores**

**4 Logistic Centers**

364 stores in 35 cities, 12 new stores in 2Q26.

34% share of Private Labels within FİLE's total sales.

Online sales form 5.2% of FİLE's revenues.

FİLE online shopping platform operates with 95 stores, three of which are dark stores.

# FOREIGN OPERATIONS



## BİM MAROC


MAROC


TL 9.7 bn* Sales

TL 817 m* EBITDA

7,304 Employees

999 Stores

4 logistic centers

## BİM EGYPT


EGYPT

TL 1.3 bn* Sales

TL 22 m* EBITDA

2,445 Employees

456 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

| TL million | 6M 2025 | 6M 2026 | Change % YoY | 2Q 2025 | 2Q 2026 | Change % YoY |
|---|---|---|---|---|---|---|
| | 6 months ended 30 June | | | 3 months ended 30 June | | |
| Net Sales | 409,303 | 449,695 | 10% | 202,426 | 221,903 | 10% |
| COGS | -331,499 | -363,886 | 10% | -160,836 | -179,229 | 11% |
| Gross Profit | 77,804 | 85,809 | 10% | 41,590 | 42,674 | 3% |
| Total SG&A | -74,224 | -76,487 | 3% | -36,752 | -36,373 | -1% |
| EBIT | 3,580 | 9,323 | 160% | 4,838 | 6,301 | 30% |
| Net financial income/(expenses) | -4,680 | -5,281 | 13% | -2,373 | -2,646 | 12% |
| Monetary Gain (Loss) | 13,327 | 17,639 | 32% | 1,777 | 6,778 | 281% |
| Other income/(expenses) | 3,005 | 3,774 | 26% | 2,030 | 2,038 | 0% |
| PBT | 15,231 | 25,456 | 67% | 6,273 | 12,470 | 99% |
| Taxes | -7,895 | -10,361 | 31% | -2,733 | -4,386 | 61% |
| Net income | 7,336 | 15,095 | 106% | 3,540 | 8,084 | 128% |
| *Non-controlling Interests* | *-10* | *160* | *n.a* | *-18* | *64* | *n.a* |
| *Owners of Parent* | *7,346* | *14,934* | *103%* | *3,558* | *8,020* | *125%* |
| | | | | | | |
| D&A | -16,267 | -15,070 | -7% | -7,610 | -7,270 | -4% |
| EBITDA | 19,846 | 24,393 | 23% | 12,448 | 13,571 | 9% |



BIM

# TFRS INCOME STATEMENT (w/o TAS 29)

APPDX

| TL million | 6 months ended 30 June | | | 3 months ended 30 June | | |
|---|---|---|---|---|---|---|
| | 6M 2025 | 6M 2026 | Change % YoY | 2Q 2025 | 2Q 2026 | Change % YoY |
| Net Sales | 296,022 | 428,439 | 45% | 151,610 | 220,108 | 45% |
| COGS | -233,213 | -335,757 | 44% | -118,731 | -173,175 | 46% |
| Gross Profit | 62,809 | 92,683 | 48% | 32,879 | 46,933 | 43% |
| Total SG&A | -48,320 | -66,575 | 38% | -25,062 | -32,999 | 32% |
| EBIT | 14,489 | 26,108 | 80% | 7,817 | 13,935 | 78% |
| Net financial income/(expenses) | -3,390 | -5,037 | 49% | -1,778 | -2,631 | 48% |
| Other income/(expenses) | 2,786 | 5,219 | 87% | 1,687 | 3,130 | 86% |
| PBT | 13,885 | 26,290 | 89% | 7,725 | 14,433 | 87% |
| Taxes | -3,182 | -6,110 | 92% | -1,687 | -3,398 | 101% |
| Net income | 10,703 | 20,181 | 89% | 6,039 | 11,035 | 83% |
| *Non-controlling Interests* | *-8* | *113* | *n.a* | *-13* | *61* | *n.a* |
| *Owners of Parent* | *10,711* | *20,067* | *87%* | *6,052* | *10,974* | *81%* |
| | | | | | | |
| D&A | -6,306 | -8,118 | 29% | -3,232 | -4,127 | 28% |
| EBITDA | 20,795 | 34,226 | 65% | 11,049 | 18,061 | 63% |

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



| TL million | 6M 2025 | 6M 2026 | Change % YoY | 2Q 2025 | 2Q 2026 | Change % YoY |
|---|---|---|---|---|---|---|
| | 6 months ended 30 June | | | 3 months ended 30 June | | |
| Net Sales | 296,022 | 428,439 | 45% | 151,610 | 220,108 | 45% |
| COGS | -233,213 | -335,757 | 44% | -118,731 | -173,175 | 46% |
| Gross Profit | 62,809 | 92,683 | 48% | 32,879 | 46,933 | 43% |
| Total SG&A | -50,482 | -69,771 | 38% | -26,247 | -34,685 | 32% |
| EBIT | 12,327 | 22,912 | 86% | 6,632 | 12,248 | 85% |
| Net financial income/(expenses) | -387 | -596 | 54% | -186 | -296 | 59% |
| Other income/(expenses) | 2,715 | 5,171 | 90% | 1,687 | 3,125 | 85% |
| PBT | 14,655 | 27,486 | 88% | 8,132 | 15,077 | 85% |
| Taxes | -3,379 | -6,378 | 89% | -1,791 | -3,458 | 93% |
| Net income | 11,276 | 21,108 | 87% | 6,341 | 11,619 | 83% |
| *Non-controlling Interests* | *15* | *155* | *956%* | *0* | *80* | *n.a* |
| *Owners of Parent* | *11,262* | *20,953* | *86%* | *6,341* | *11,539* | *82%* |
| | | | | | | |
| D&A | -3,449 | -4,045 | 17% | -1,767 | -2,007 | 14% |
| EBITDA | 15,776 | 26,956 | 71% | 8,399 | 14,255 | 70% |

# TFRS BALANCE SHEET (with TAS 29)

APPDX

| TL Million | As of 31 December 2025 | As of 30 June 2026 |
|---|---|---|
| TOTAL CURRENT ASSETS | 131,282 | 152,412 |
| Cash & Cash Equivalents | 4,075 | 4,326 |
| Financial Investments | 12,590 | 25,880 |
| Trade Receivables | 40,987 | 42,525 |
| Prepayments | 5,579 | 3,927 |
| Inventories | 64,115 | 70,885 |
| Other Current Assets | 3,937 | 4,869 |
| TOTAL NON-CURRENT ASSETS | 266,841 | 276,163 |
| Financial Investments | 5,246 | 6,253 |
| Tangible Assets | 154,975 | 159,502 |
| Right of Use Assets (IFRS 16) | 103,610 | 106,996 |
| Other Non-Current Assets | 3,009 | 3,412 |
| TOTAL ASSETS | 398,123 | 428,574 |
| TOTAL CURRENT LIABILITIES | 127,596 | 147,698 |
| Current Borrowings | 15,360 | 15,350 |
| *Bank loans* | 1,025 | 740 |
| *Lease liabilities* | 14,335 | 14,610 |
| Trade Payables | 101,897 | 111,496 |
| Current Tax Liabilities | 2,161 | 3,295 |
| Other Current Liabilities | 8,178 | 17,557 |
| TOTAL NON-CURRENT LIABILITIES | 73,764 | 77,739 |
| Lease Liabilities | 46,728 | 47,243 |
| Non-Current Provisions | 3,381 | 3,064 |
| Deferred Tax Liabilities | 23,655 | 27,433 |
| TOTAL EQUITY | 196,763 | 203,137 |
| TOTAL EQUITY AND LIABILITIES | 398,123 | 428,574 |



BIM

# TFRS CASH FLOW (with TAS 29)

APPDX

| TL million | 6 months ended 30 June | |
|---|---|---|
| | 6M 2025 | 6M 2026 |
| Net Income | 7,336 | 15,095 |
| D&A | 16,267 | 15,070 |
| Non-Cash Tax Expense | 7,895 | 10,361 |
| Other Non-Cash Items | 2,825 | -2,736 |
| Funds From Operations | 34,323 | 37,789 |
| Change In Net Working Capital | 628 | 6,036 |
| Tax & Other Payments | -5,497 | -5,917 |
| **Operating Cash Flow** | 29,454 | 37,907 |
| Capital Expenditures | -13,213 | -12,642 |
| Proceeds From Sales of PPE | 149 | 429 |
| Change in Financial Investments | -5,782 | -14,296 |
| **Cash Flow from Investing Activities** | -18,846 | -26,508 |
| Free Cash Flow | 10,608 | 11,399 |
| Dividends | -3,139 | -2,515 |
| Proceeds from ST Borrowings | 0 | -286 |
| Proceeds from Lease Borrowings | -6,913 | -7,605 |
| Treasury Shares Purchase & Sale, Net | 53 | 0 |
| **Cash Flow From Financing Activity** | -9,998 | -10,406 |
| Currency Translation Differences | -153 | -51 |
| Monetary loss on cash and cash equivalents | -937 | -691 |
| **Increase/(Decrease) In Cash** | 457 | 942 |