BİM
TOPTAN FİYATINA
PERAKENDE SATIŞ

Q4|19 Business Update

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Please note that all financial data are prepared based on IFRS accounting.

HEADLINES of KEY FIGURES 2019

40.212 TL billion
Sales (+24% YoY)

1.078 TL million
CAPEX at 2,7% of sales

8.348 total stores
870 new openings in 2019

3.149 TL million
EBITDA (7,8% margin and 68% YoY)

(2.124 TL million <u>without IFRS16</u> impact, +13% YoY growth and 5,3% EBITDA margin)

1.225 TL million
Net Income (3,0% margin, -2% YoY)

(1.425 TL million <u>without IFRS16,</u> 3,5% margin and +14% YoY growth)

Net sales in 2019 reached our expectations
EBITDA and profit margins on target
Net Income positive in Morocco (before IFRS16)
FILE expansion on track and EBITDA positive for 2nd year (before IFRS16)

ANNUAL | QUARTERLY NET SALES | GROSS PROFIT

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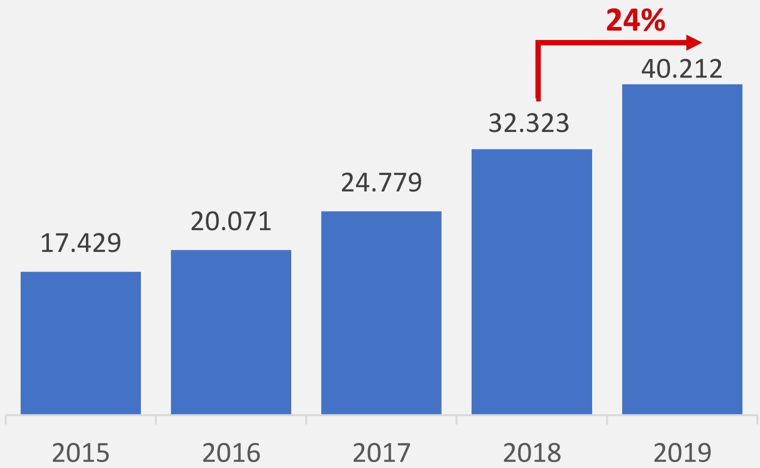
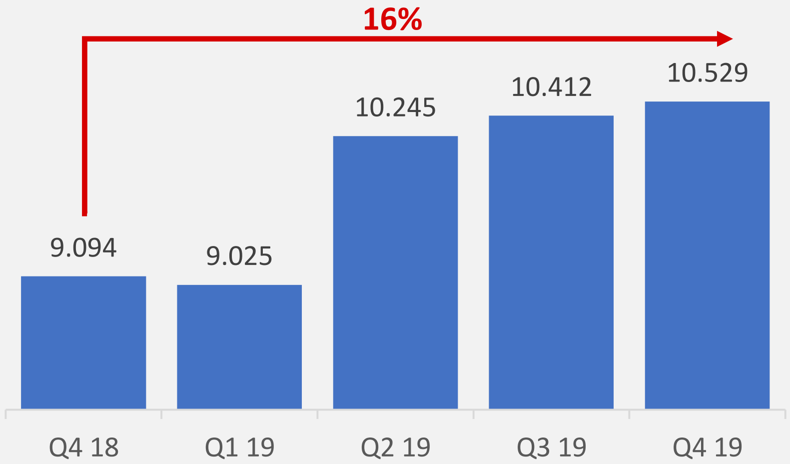
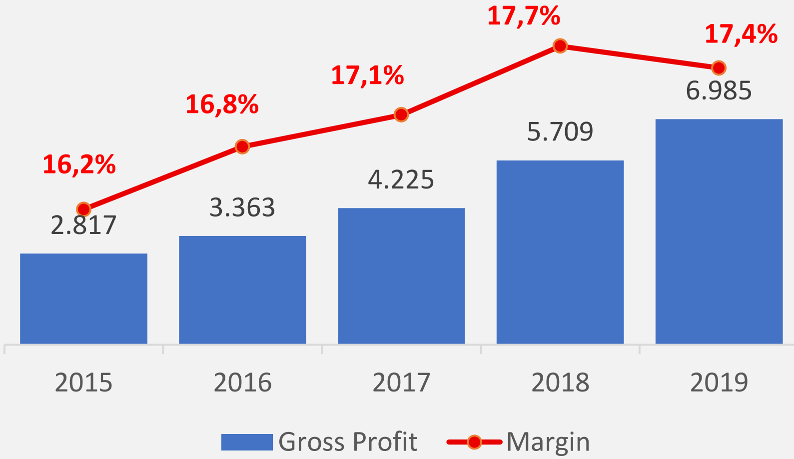
Net Sales Annually (TL million)



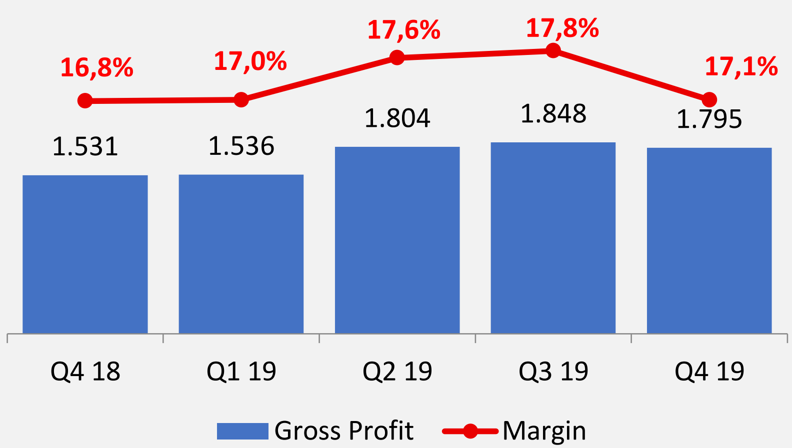
Net Sales Quarterly (TL million)



Gross Profit | Margin Annually (TL million)

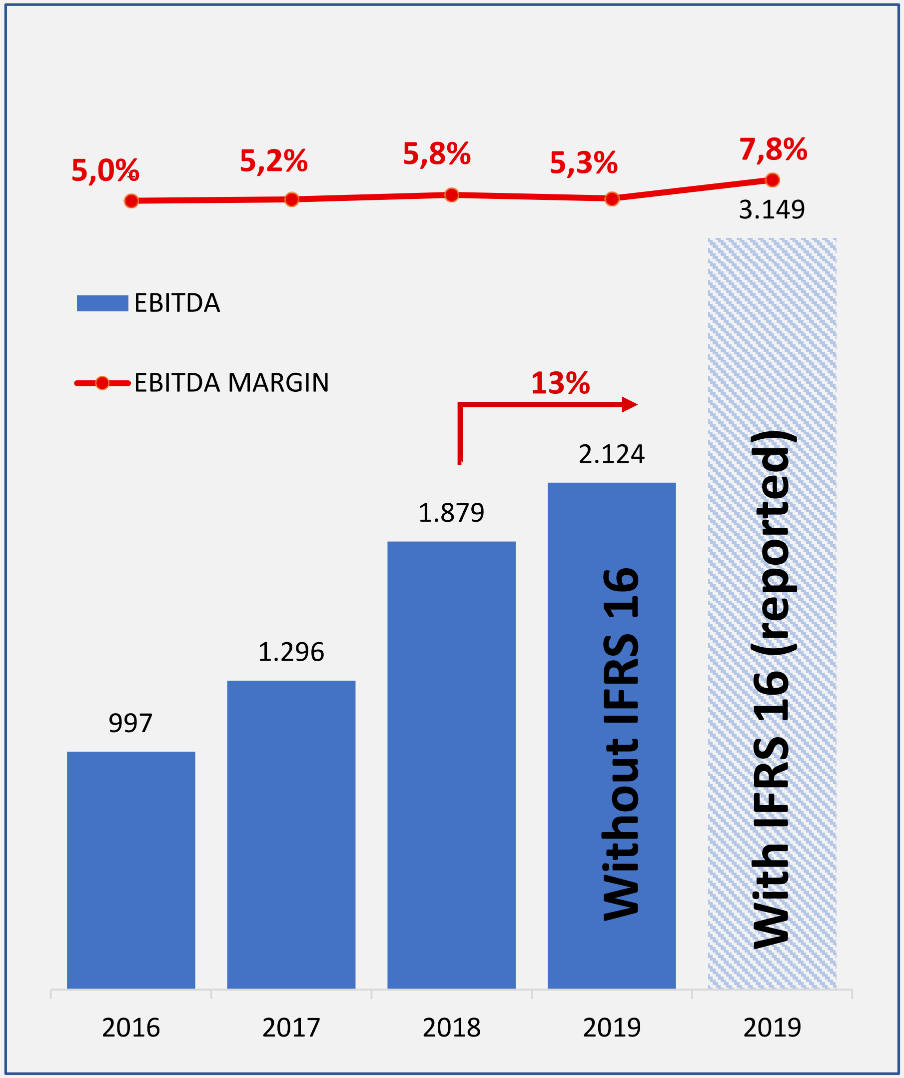


Gross Profit | Margin Quarterly (TL million)

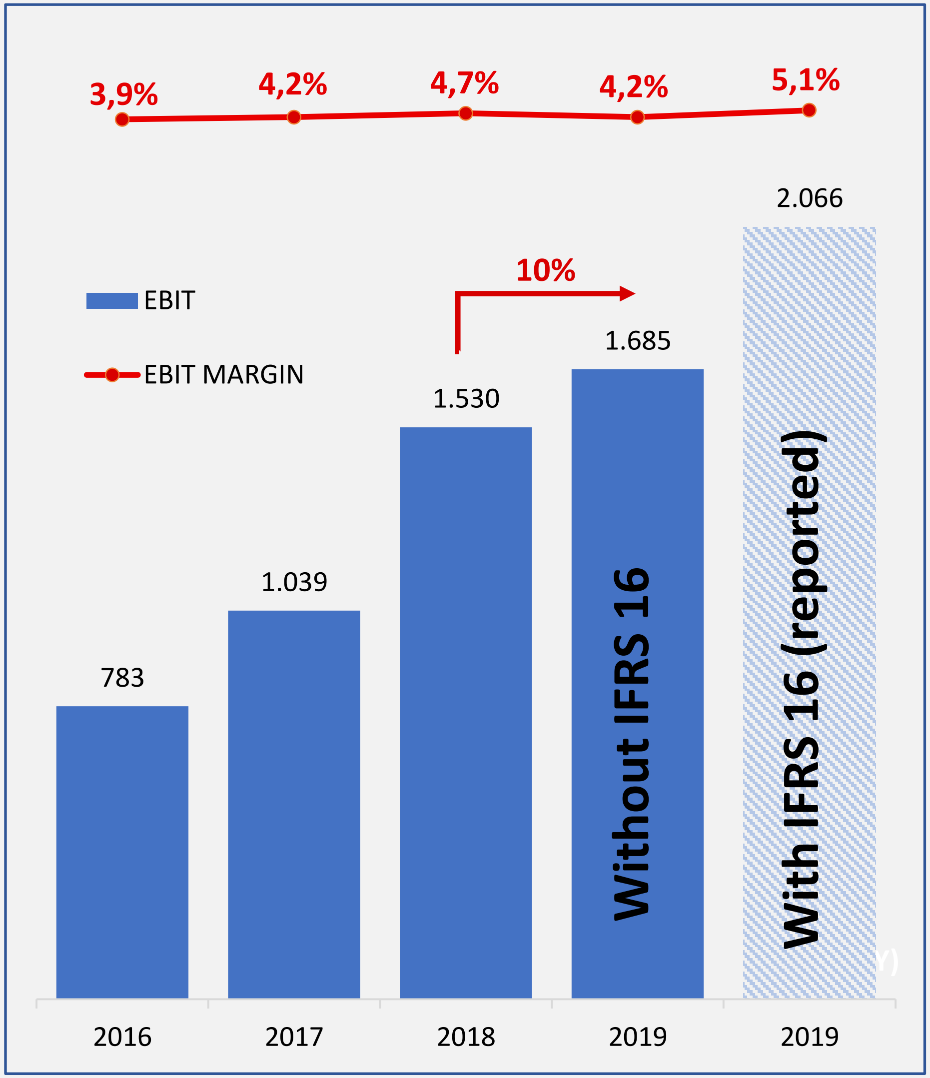


ANNUAL EBITDA | EBIT

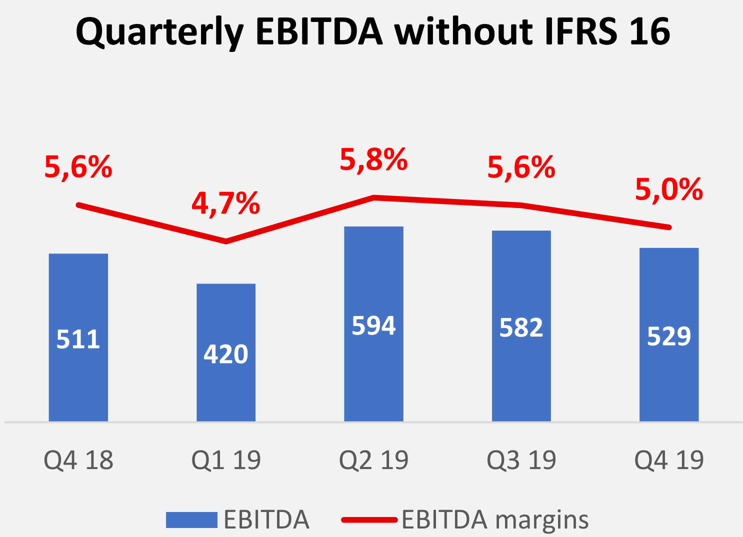
Annual EBITDA (TL million)

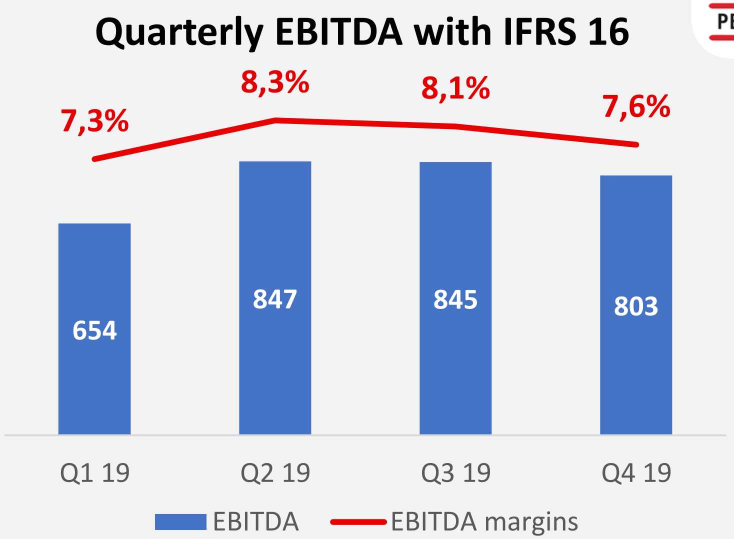


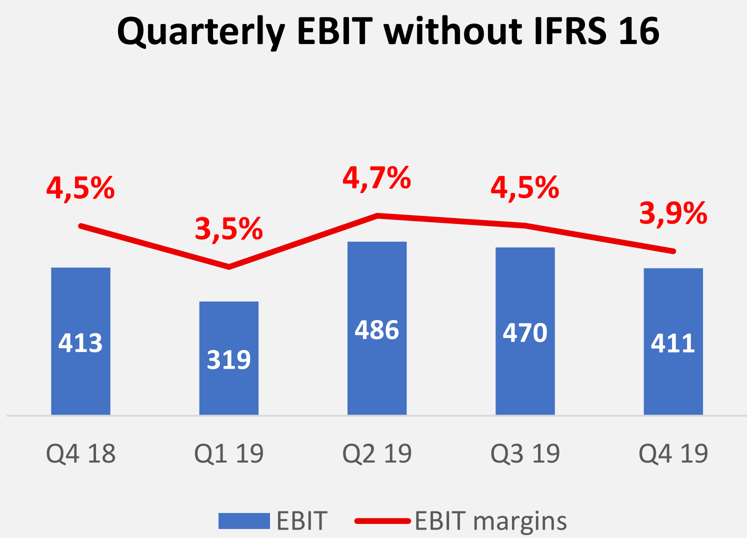
Annual EBIT (TL million)

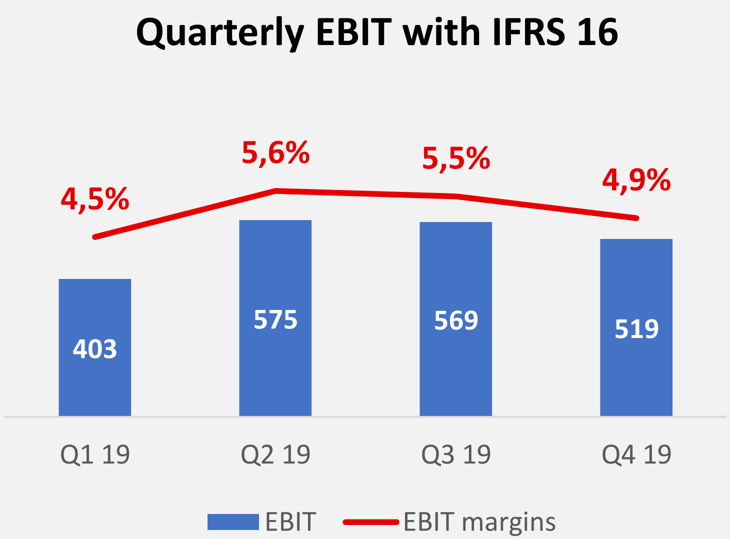


QUARTERLY EBITDA | EBIT



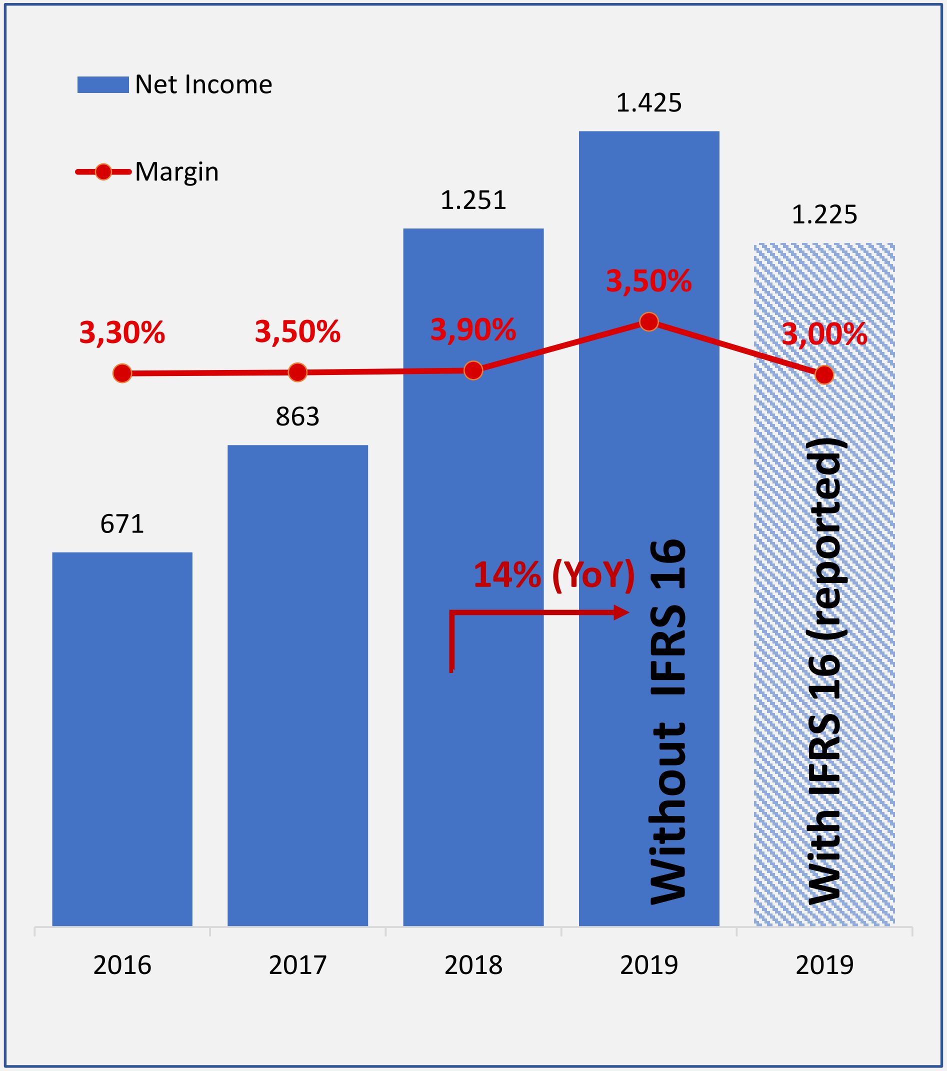




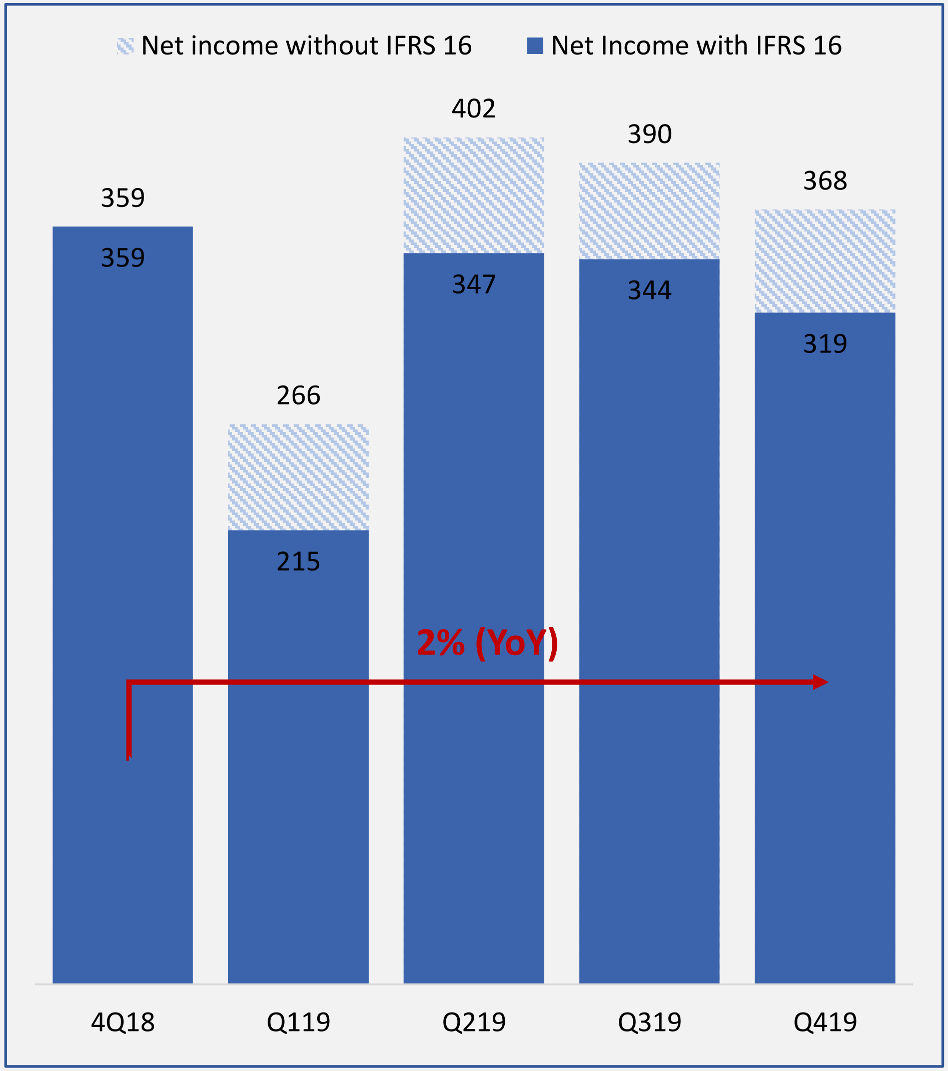


ANNUAL | QUARTERLY NET INCOME

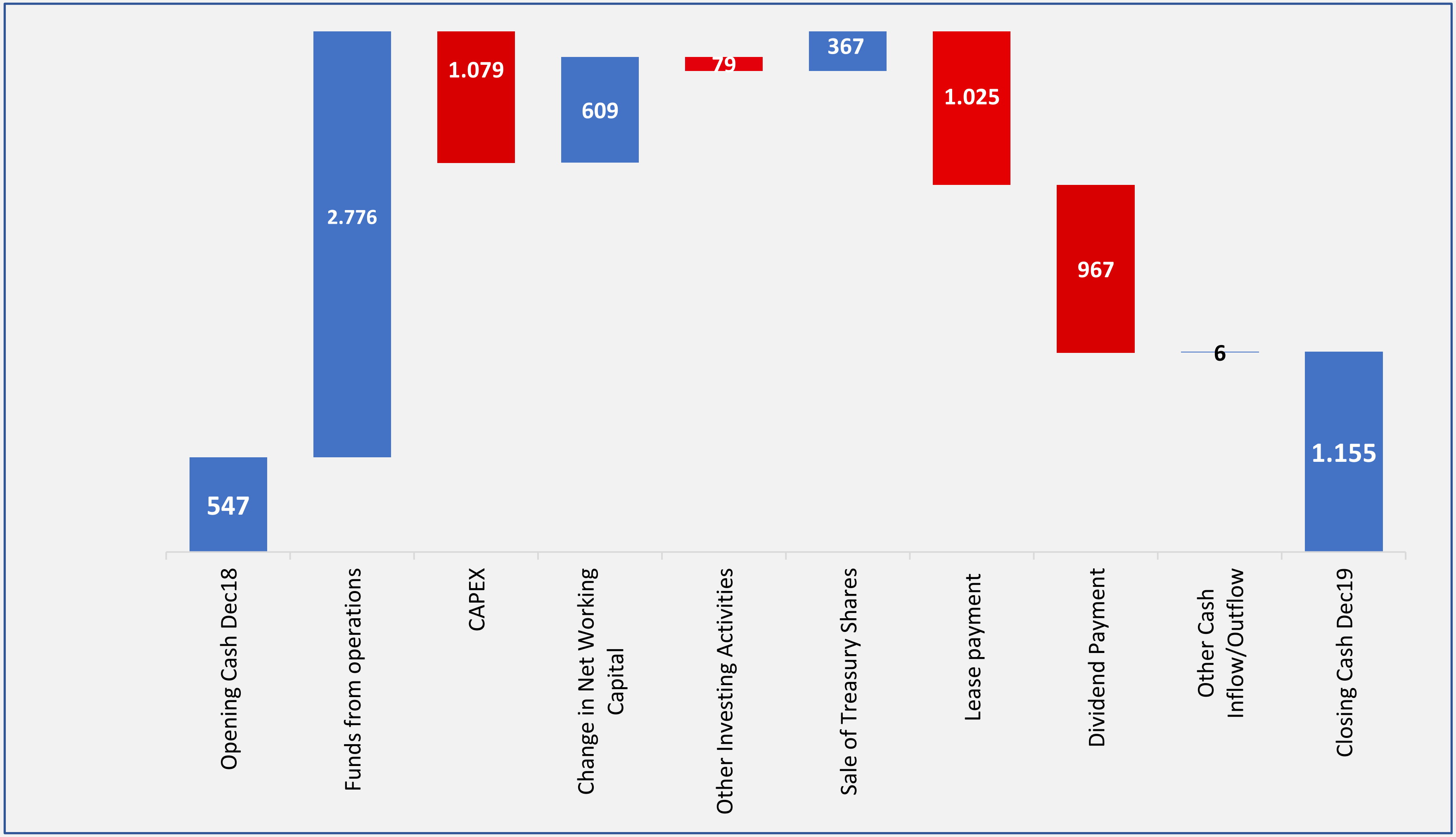
Annually (TL million)



Quarterly (TL million)



ANNUAL | FREE CASHFLOW



% of Sales

1,4	6,9	-2,7	1,5	-0,2	0,9	-2,5	-2,4	0,0	2,9

LIKE FOR LIKE SALES INCREASE

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BIM TURKEY (*)

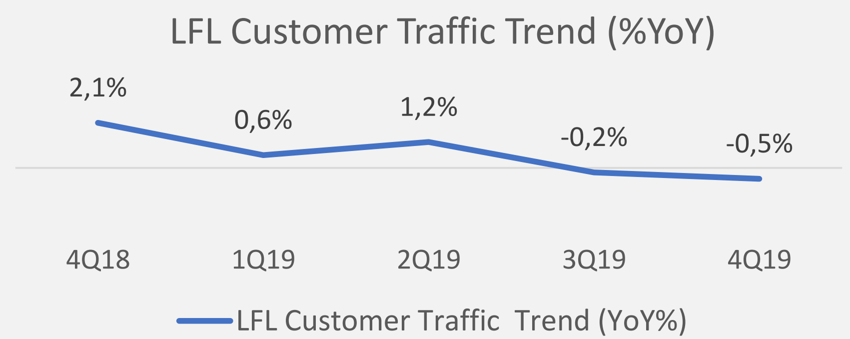
ANNUAL

	2018A	2019A	CHANGE
Like-For-Like Sales *(per store/per day (TL))*	13.189,7	15.102,2	↑ 14,5%
Like-For-Like Basket *(TL)*	19,47	22,18	↑ 13,9%
Like-For-Like Customer Traffic *(per store/per day (TL))*	677,3	680,8	↑ 0,5%

QUARTERLY

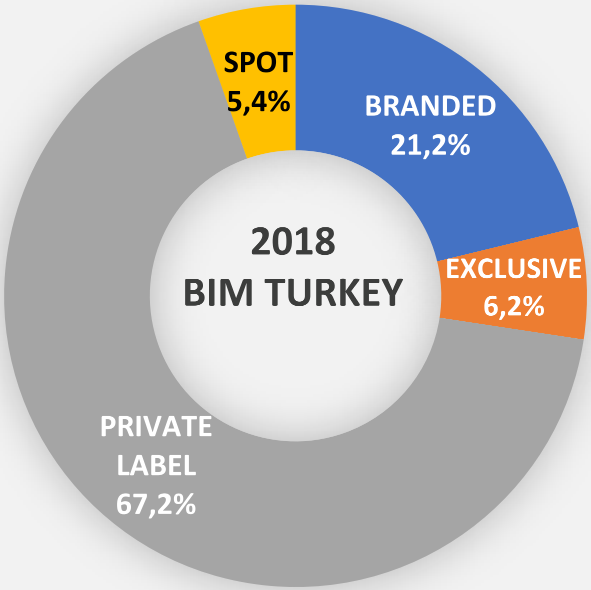
	2018 Q4	2019 Q4	CHANGE
Like-For-Like Sales *(per store/per day (TL))*	14.335	15.117	↑ 5,5%
Like-For-Like Basket *(TL)*	21,16	22,42	↑ 5,9%
Like-For-Like Customer Traffic *(per store/per day (TL))*	677,4	674,3	↓ -0,5%

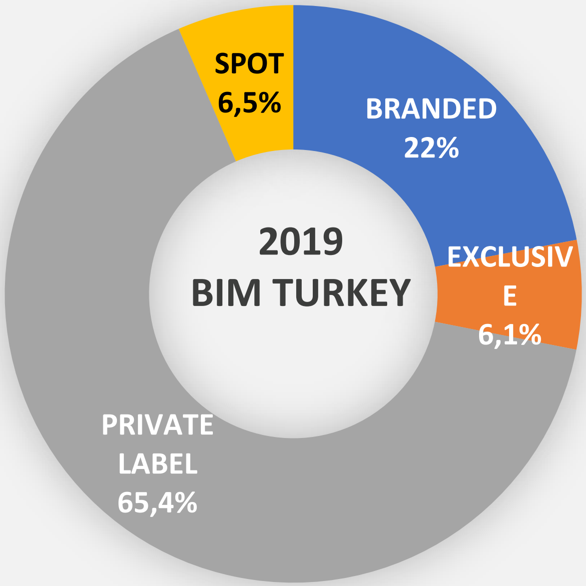
MOROCCO	LFL GROWTH	8,5%
EGYPT	LFL GROWTH	2,5%
FILE	LFL GROWTH	14,0%



(*) Note: calculated on the basis of net sales generated in 4Q18 and 4Q19 by stores operating on 31 Dec 2017 and that were still open on 31 Dec 2019 (5.877 stores)

PRODUCT CATEGORIES



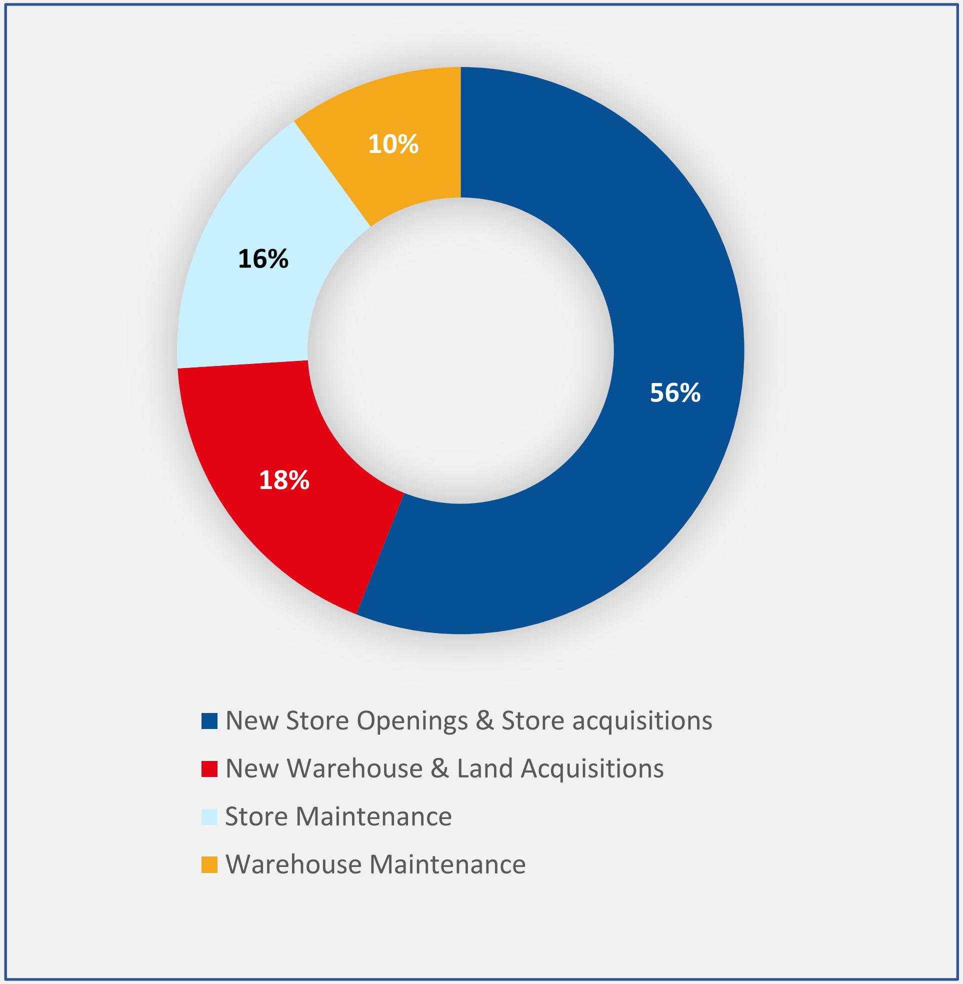


Total Number of Products (SKU)	
BİM Format	~750
FİLE Format	~4.500

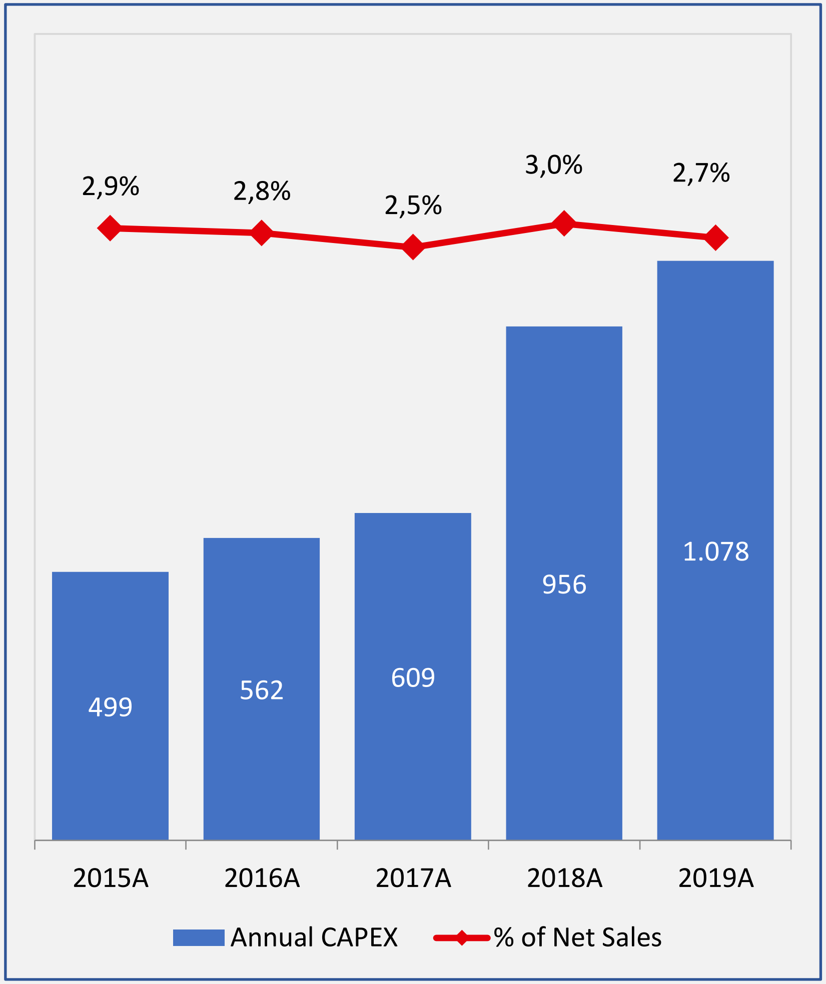
Other Operations PL Share in Sales (2019)	
Morocco	27%
Egypt	11%
FİLE	34%

CAPEX

2019 CAPEX Breakdown

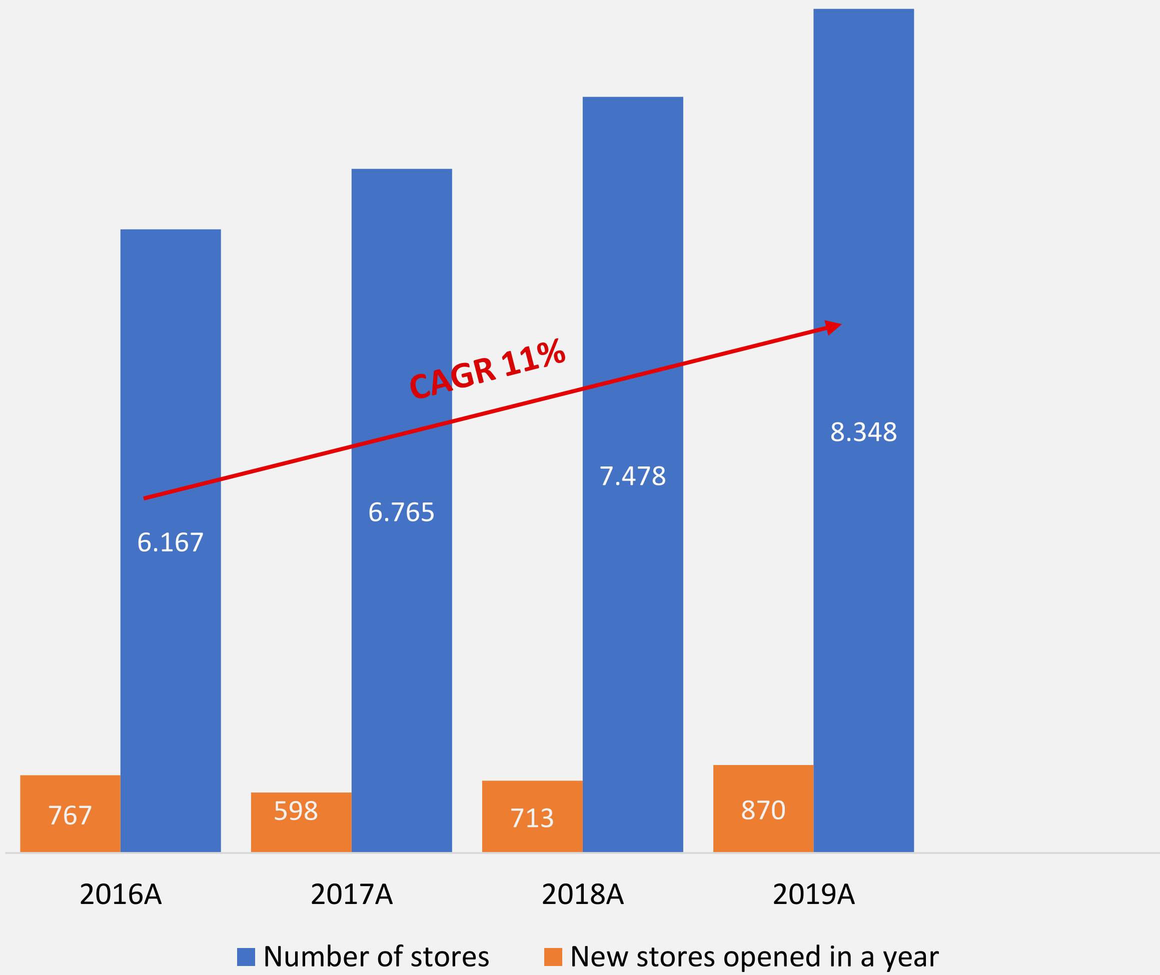


Annual Capex (TL million) & % of Net Sales

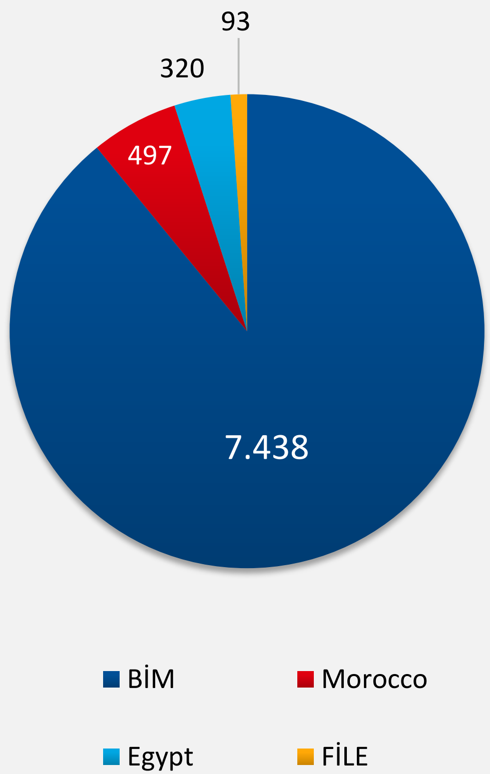


STRONG STORE GROWTH CONTINUES

Total number of consolidated stores

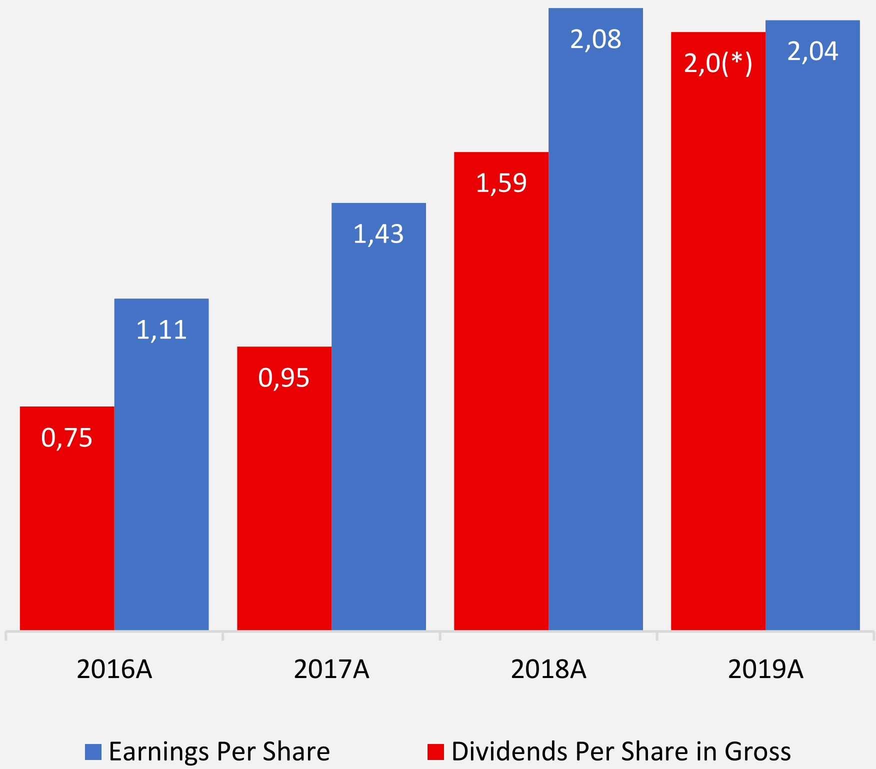


2019 Breakdown

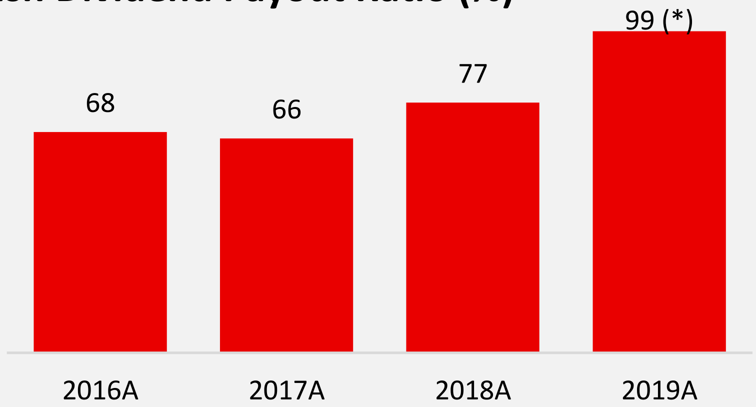


EARNING|DIVIDENDS

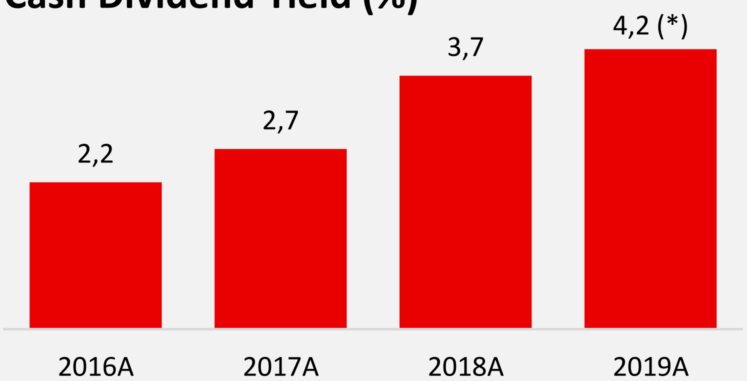
Earnings|Cash Dividends Per Share (Gross TL)



Cash Dividend Payout Ratio (%)



Cash Dividend Yield (%)

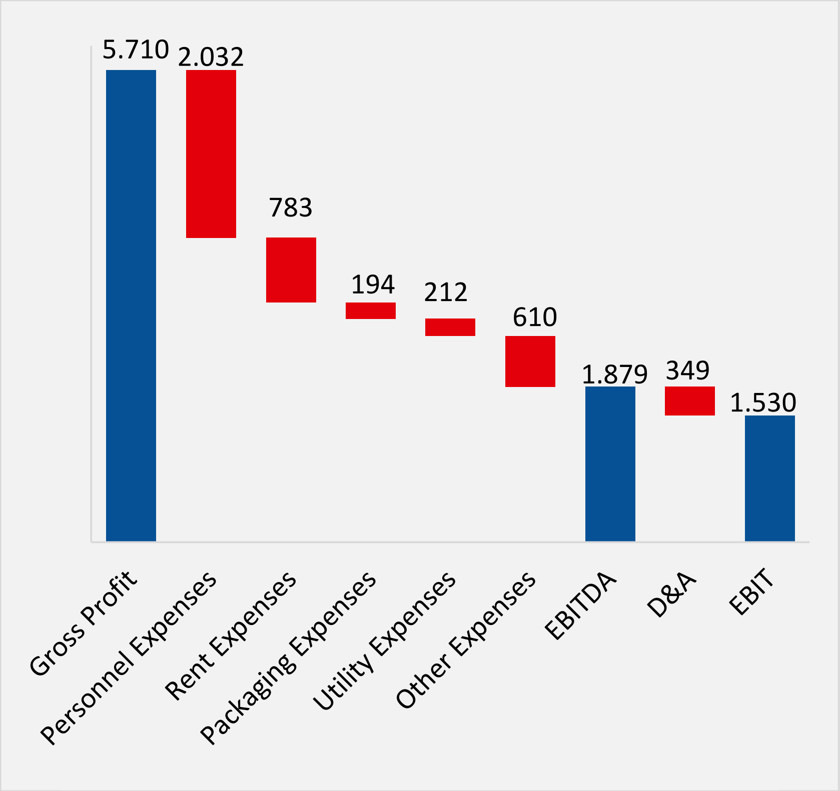


Note1: The per share figure for 2016 , 2017, 2018, and 2019 is based on ***607.200.000*** *shares.*

Note2(*): Corresponds to cash dividend Board proposal from 2019A profit. Final decision to be made at the General Assembly in late April 2020.

EFFICIENT USE OF OPERATING LEVERAGE & COST CONTROL

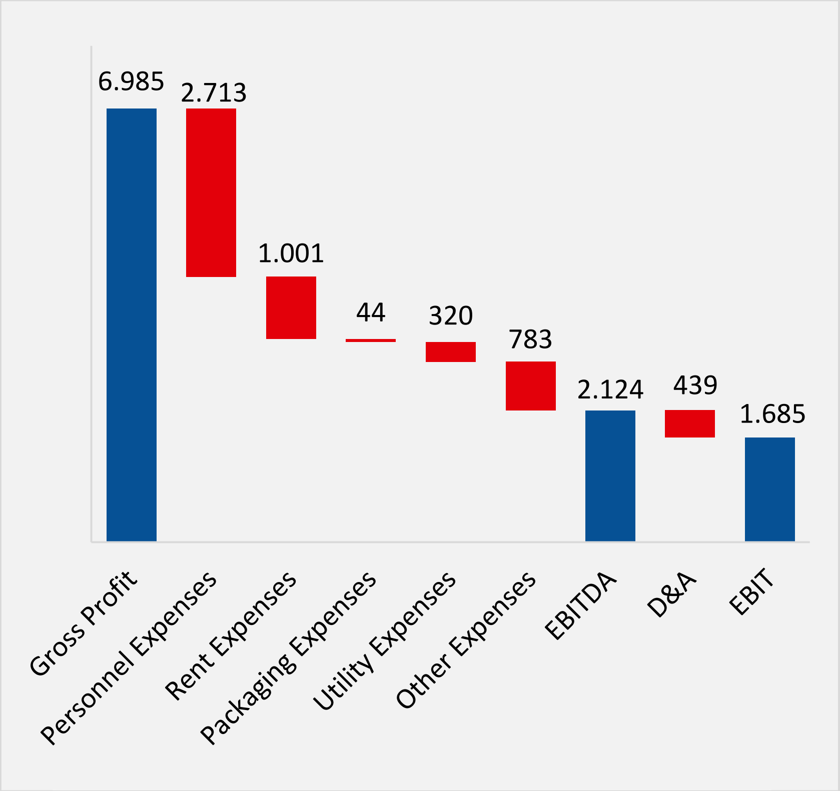
2018 SG&A Analysis, TL million(*)



% of Sales

+17,7	-6,3	-2,4	-0,6	-0,7	-1,9	+5,8	-1,1	+4,7

2019 SG&A Analysis, TL million(*)



% of Sales

+17,4	-6,7	-2,5	-0,1	-0,8	-2,0	+5,3	-1,1	+4,2

Note1 (*): Pre-IFRS 16 figures

FOREIGN OPERATIONS|FILE HIGHLIGHTS

MOROCCO

- 55 stores opened in 2019
- by 31 December 2019 we have 497 stores
- Net Income positive (before IFRS 16)

EGYPT

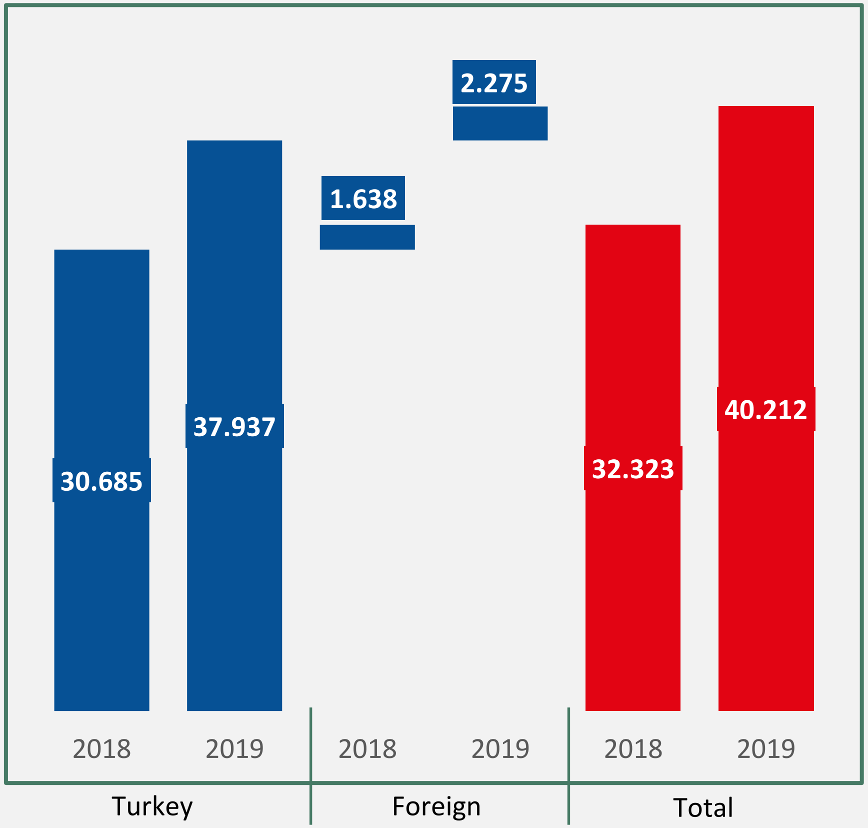
- 20 stores opened in 2019
- by 31 December 2019 we have 320 stores

FİLE

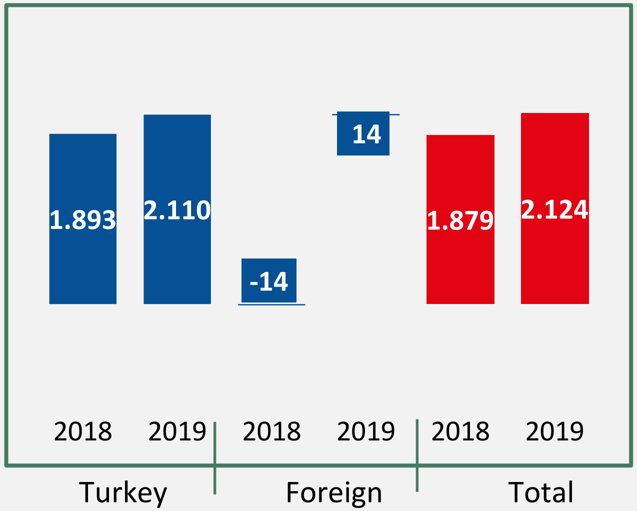
- 93 stores by the end of 2019
- 29 opened in 2019
- EBITDA breakeven

FOREIGN | CONTRIBUTIONS

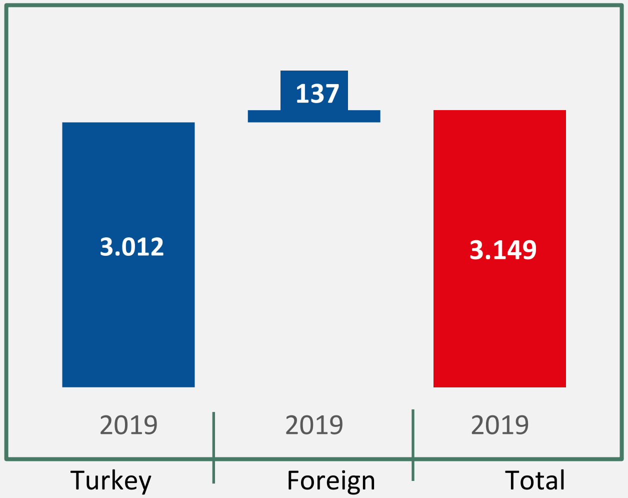
Contribution to Consolidated Sales - 2018 - 2019, (TL million)



Contribution to Consolidated EBITDA 2019, TL million
WITHOUT IFRS 2016



Contribution to Consolidated EBITDA 2019, TL million
WITH IFRS 2016



TARGETS vs ACTUAL 2019 | 2020

	2019 TARGET	2019 ACTUAL	2020 TARGET
SALES GROWTH (%)	25% (+-2 ppts)	24% ✓	23% (+-2 ppts)
EBITDA MARGIN (%)	5,0% (+-50 bps) (*)	5,3% (*) ✓	5,0% (+-50 bps) (*)
CAPEX mil TL	1.100 mil TL	1.078 mil TL ✓	1.000 TL mil
CONSOLIDATED NEW STORE OPENINGS	820	870 ✓	
BIM Turkey	*700*	*766*	
Morocco	*60*	*55*	
Egypt	*30*	*20*	
FILE	*30*	*29*	

(*) EBITDA margin targets do not reflect IFRS 16 – lease standards impact. With IFRS 16 impact, the targets correspond %7,5 (+-50 bps).

STRATEGY OVERVIEW for 2020

- ✓ **Main goals are maximising the share of customers and their basket size**

- ✓ **Fine-tunning value proposition adapting to customer needs, which will support to improve operational traffic:**

  - **Benefiting from improved fruit & vegetable section**
  - **Trial for fresh bakery was expanded to more stores in 2020**
  - **New, modern layout of new stores starting from April 2020**

Q & A

IFRS Statements

IFRS INCOME STATEMENT – 12 MONTHS PERIOD 2019/2018

TL million	12 months ended 31 December (01.01.2019 – 31.12.2019)				
	2019 IFRS 16	IFRS 16 Impact	2019 without IFRS 16	2018 without IFRS 16	Change % 2018 / 2019 without IFRS 16
Net Sales	40.211,9	-	40.211,9	32.323,0	24%
(COGS)	(33.226,5)	-	(33.226,5)	(26.613,1)	25%
Gross Profit	**6.985,4**	**-**	**6.985,4**	**5.709,9**	**22%**
Total SG&A	(3.836,6)	(1.024,6)	(4.861,2)	(3.831,3)	27%
EBITDA	**3.148,8**	**(1.024,6)**	**2.124,2**	**1.878,6**	**13%**
D&A	(1.082,6)	643,6	(439,0)	(348,7)	26%
EBIT	**2.066,2**	**(381,0)**	**1.685,2**	**1.529,9**	**10%**
Net financial income/(expenses)	(642,9)	640,2	(2,7)	39,0	NA
Other income/(expenses)	167,5	(7,1)	160,4	58,0	177%
PBT	**1.590,8**	**252,1**	**1.842,9**	**1.626,9**	**13%**
Taxes	(366,0)	(52,0)	(418,0)	(376,3)	11%
Net income	**1.224,8**	**200,1**	**1.424,9**	**1.250,6**	**14%**

IFRS INCOME STATEMENT - QUARTERLY

TL million	3 months ended 31 December (01.10.2019 – 31.12.2019)				
	2019 IFRS 16	IFRS 16 Impact	2019 without IFRS 16	2018 without IFRS 16	Change % 2018 / 2019 without IFRS 16
Net Sales	**10.528,9**	-	**10.528,9**	**9.093,9**	**15,8%**
(COGS)	(8.733,4)	-	(8.733,4)	(7.562,3)	15,5%
Gross Profit	**1.795,5**	-	**1.795,5**	**1.531,6**	**17,2%**
Total SG&A	(992,4)	(274,2)	(1.266,6)	(1.020,9)	24,1%
EBITDA	**803,1**	**(274,2)**	**528,9**	**510,7**	**3,6%**
D&A	(283,7)	165,9	(117,8)	(97,3)	21,1%
EBIT	**519,4**	**(108,3)**	**411,1**	**413,4**	**(0,6%)**
Net financial income/(expenses)	(171,5)	173,5	2,0	(4,2)	NA
Other income/(expenses)	64,5	(3,4)	61,1	57,9	5,5%
PBT	**412,4**	**61,8**	**474,2**	**467,1**	**1,5%**
Taxes	(93,8)	(12,8)	(106,6)	(107,7)	(1,0%)
Net income	**318,6**	**49,0**	**367,6**	**359,4**	**2,3%**

IFRS BALANCE SHEET

TL million	As at 31 December	
	2018	2019
Intangible assets	16,5	38,4
Tangible assets	3.698,6	4.329,2
Right of Use Assets (IFRS 16)	-	4.010,9
Financial Investments (Long term)	350,8	622,8
Other non-current assets	40,0	44,7
Total fixed assets	**4.105,9**	**9.046,0**
Trades receivable	1.159,6	1.433,3
Financial Investment - short term	446,7	537,6
Inventories	2.097,9	2.368,5
Prepayment and other assets	591,2	629,3
Trades payable	(4.516,1)	(5.559,4)
Other payable and accrued liabilities	(577,5)	(728,2)
Net working capital	**(798,2)**	**(1.318,9)**
Invested Capital	**3.307,7**	**7.727,1**
Cash & Cash Equivalent	(546,9)	(1.158,8)
Short term borrowings	37,9	47,3
Borrowings from lease agr. (IFRS 16)	-	4.264,6
Net debt/(cash)	**(509,0)**	**3.153,1**
Severance funds	128,6	180,2
Deferred tax liabilities	176,1	156,5
Shareholders' equity	3.512,0	4.237,3
Capital employed	**3.307,7**	**7.727,1**

IFRS CASH FLOW

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TL million	3 months ended 31 December		12 months ended 31 December	
	2018	2019	2018	2019
Net Income	359,4	318,6	1.250,6	1.224,8
D&A	97,3	283,7	348,7	1.082,6
Non Cash Tax Expense	107,7	93,8	376,3	366
Other non-cash items	(107,9)	133,4	(53,0)	537,5
Funds from operations	**456,5**	**829,5**	**1.922,6**	**3.210,9**
Change in net working capital	(5,9)	93,6	(22,9)	609,1
Tax & Other Payments	(115,8)	(133,6)	(340,3)	(435,5)
Operating cash flow	**334,8**	**789,5**	**1.559,4**	**3.384,5**
Capital expenditures	(315,4)	(290,5)	(955,7)	(1.078,5)
Proceeds from sales of PPE	8,0	10,1	33,4	27,4
Change in Financial Investments	(79,1)	364,3	(400,6)	(109,6)
Dividend From Investments	0,4	1,2	4,3	2,8
Cash flow from investing activities	**(386,1)**	**85,1**	**(1.318,6)**	**(1.157,9)**
Free cash flow	**(51,3)**	**874,6**	**240,8**	**2.226,6**
Dividends	(239,8)	(607,2)	(571,2)	(966,9)
Proceeds from ST borrowings	37,9	(109,1)	37,9	9,5
Proceeds from lease borrowings	-	(274,1)	-	(1.024,6)
Treasury Shares Purchase & Sale, Net	-	-	(174,6)	366,5
Profit Share Received From Deposits Account	3,0	7,2	50,9	7,6
Cash flow from financing activity	**(198,9)**	**(983,2)**	**(657,0)**	**(1.607,9)**
Currency translation differences	(2,0)	(0,5)	(10,5)	(11,2)
Increase/(decrease) in cash	**(252,2)**	**(109,1)**	**(426,7)**	**607,5**