



**BiZiM**  
Toptan Market

**BiZiM**

Toptan Satış Mağazaları

**Corporate Presentation**

August'23

YILDIZ★HOLDING



**Bizim Toptan at a Glance**



**Other Sales Channels**



**2Q2023 Financial Results**



**Appendix: Yearly Financial Performances**



## Bizim Toptan at a Glance



# Bizim Toptan at a Glance



**Turkey's largest cash & carry company** based on number of stores and geographic reach



**The only cash & carry company** listed in the Borsa İstanbul



**Diversified customer** base in 6 different segments



**Strong CRM Capabilities**



**No F/X Exposure**



**Debt Free Balance Sheet**



**TL 14.3 billion** sales revenue as of 2022



**Employment of 2,853 people** both white-collar and blue-collar as of 2022 (2020:2,592 employee)

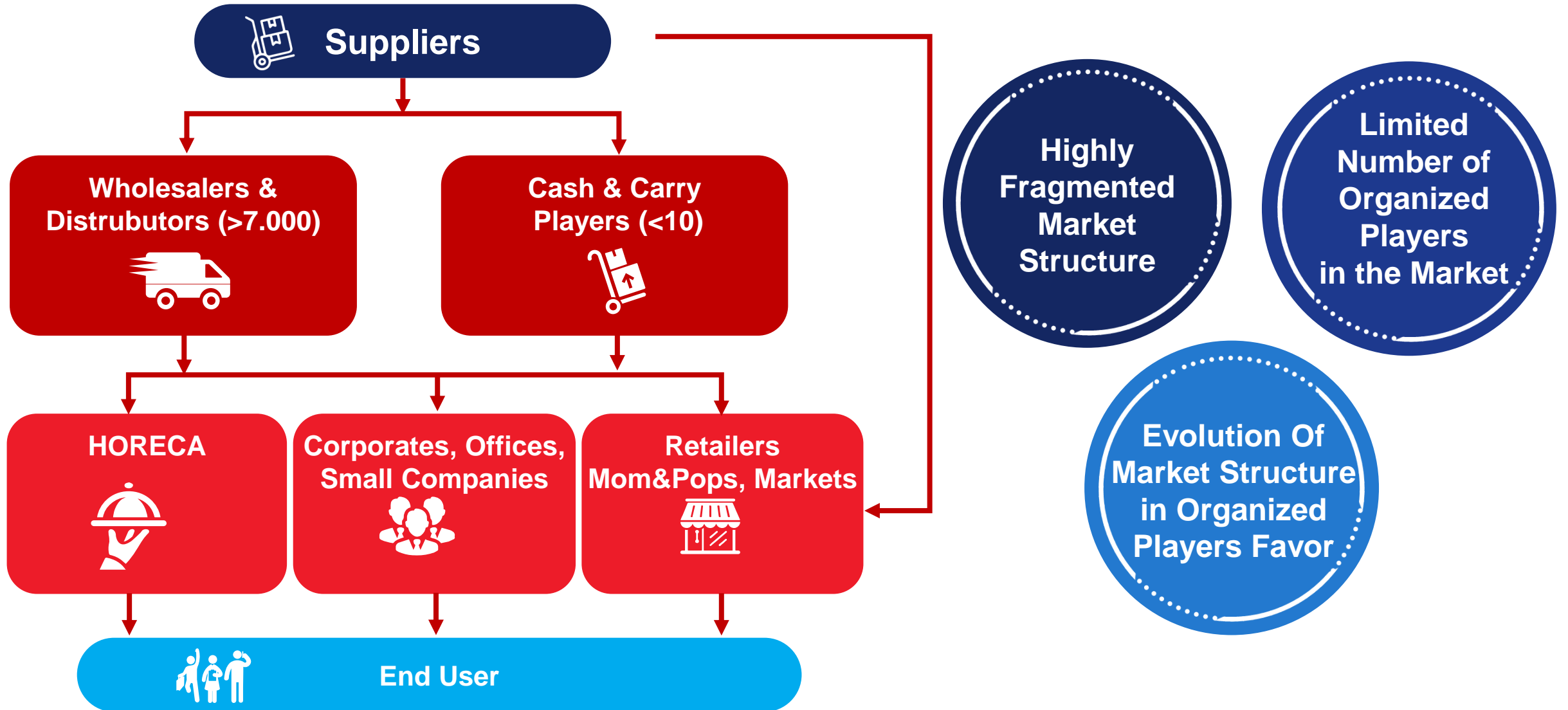


**Strong Shareholder Structure:**  
**55.2%** Yıldız Holding; **44.8%** Public



**Market Capitalization: TL 1.639 billion** as of 2Q 2023





# Why Bizim Toptan?

## Strong Growth Opportunity



Wholesale Market Consolidation



Suppliers' Increasing Demand for Larger Network and End - User Coverage



Membership Format: Ability to Track Customer Behavior



Increasing PL & Exclusive Products Penetration: Opportunity for Individual, Corporate, Horeca and SEÇ Market Customers



One-stop Shopping, Reasonable Prices with Payment Facilities



Addresses All Customer Types



Not only a Store Format but Also a Multi-Channel Sales Model including digital platforms

# The Leading Cash & Carry Wholesaler in Turkey



■ Cities where Current Stores Exist

## Extensive End-User Coverage



Nearest  
**Competitor**

71  
Cities

21  
Cities

## 5x Store Number compared to The Nearest Competitor\*



**METRO**



**MİGROS**

180  
Stores

36  
Stores

25  
Stores

26  
Stores

\*As of 1Q 2023

# Main Features of Proven Business Model



- Price leadership and convenience
- **Diversified and tailored product portfolio for answering different needs**



- c. 8.000 SKUs regionally tailored
- **PL& Exclusive product portfolio**



- **Multi-channel store formats**
- Ability of being flexible in store opening and relocation decisions
- Click & Collect & e-trade options



- **Strong CRM capabilities**
- **Tailor-made campaigns for customer groups**



- Negative working capital
- Low opex /capex
- Self financed
- **No F/X Exposure**





**~8.000 SKUs**  
Regionally Tailored



Average of  
**3.500 SKUs**  
Per Store



**Competitive  
Pricing**

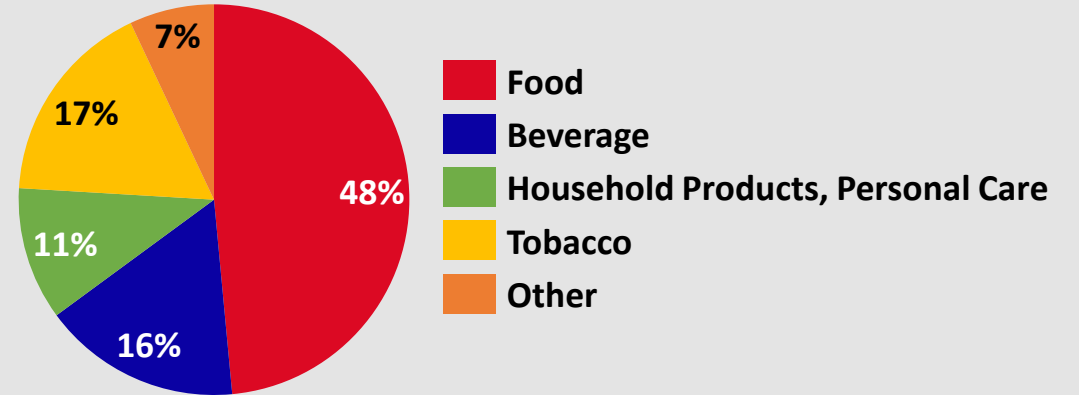


**Private Label  
and Exclusive  
Products**

## Product Portfolio Including National & International Brands



## 2022 Sales Mix



# Private Label & Exclusive Products Strategy



Strong PL & Exclusive Product Portfolio And Purchasing Power: **23 Brand & 445 SKUs.**



Targets To Offer Good Quality Private Label And Exclusive Products On **Sustainable Basis**



~**28%** of Main Category Sales as of Q1 2023 (2022: 28%, 2021: 26,5%)



Customers Who Purchases PL & Exclusive Products increased by **3,8%** as of Q1 2023, reaching nearly **800,000 Customer**

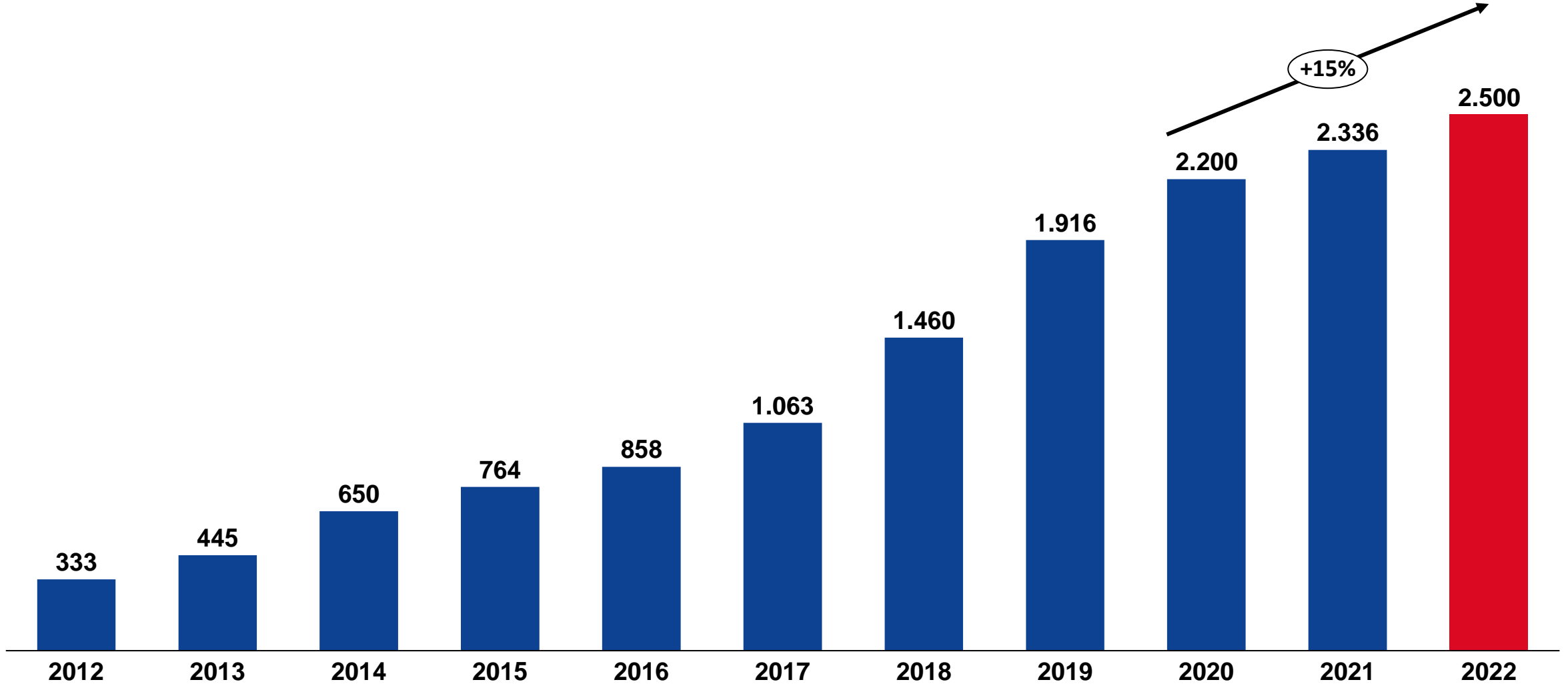


**Improving Gross Margin On Y-o-Y Basis**



# Growing Customer Base ('000)

15% increase in active customer number during the last 3 years



(\*) Active Customer Number is the number of the customers who did at least one shopping during the one year period and counted only once

# Customer Base - To Whom are We Selling

## Wholesalers

10%

### Big Wholesalers:

Trade oriented; commodity product buyers; large basket sizes and significant discounts

### Distributor Wholesalers:

Distribute products to the traditional channel customers; well-balanced basket; higher profitability margins than Big Wholesalers.

## SEÇ – Franchising System\*

23%

Symbol group platform of **Bizim Toptan** in order to increase penetration in traditional channel

## Traditional Channel Customers

27%

**Mom & pop shops, markets and supermarkets** which composed the unorganized part of the retail market.

## Horeca

18%

**Hotels, restaurants and cafes** by constituting the main part of the out-of-home consumption market.

## Corporate Customers

5%

Pharmacies, law firms, construction companies, accounting offices, public institutions.

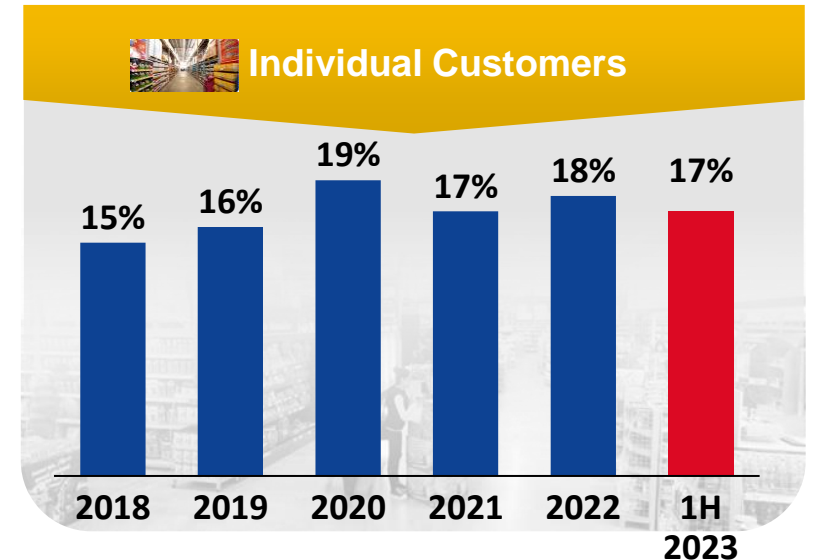
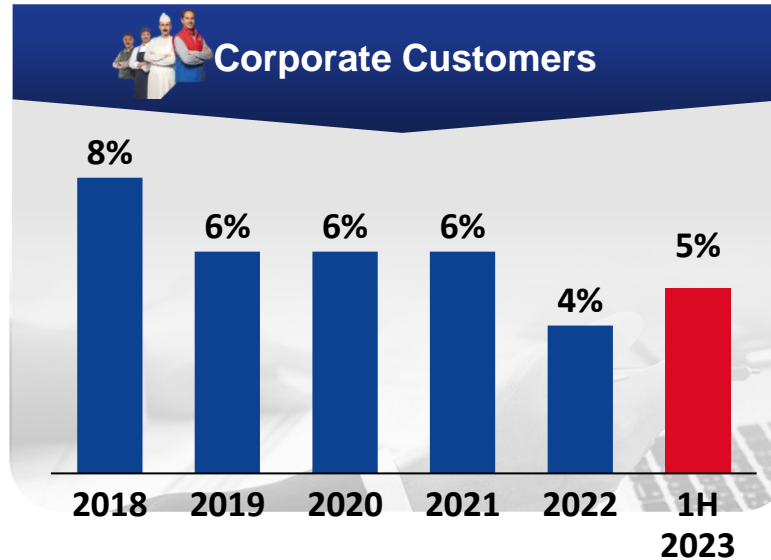
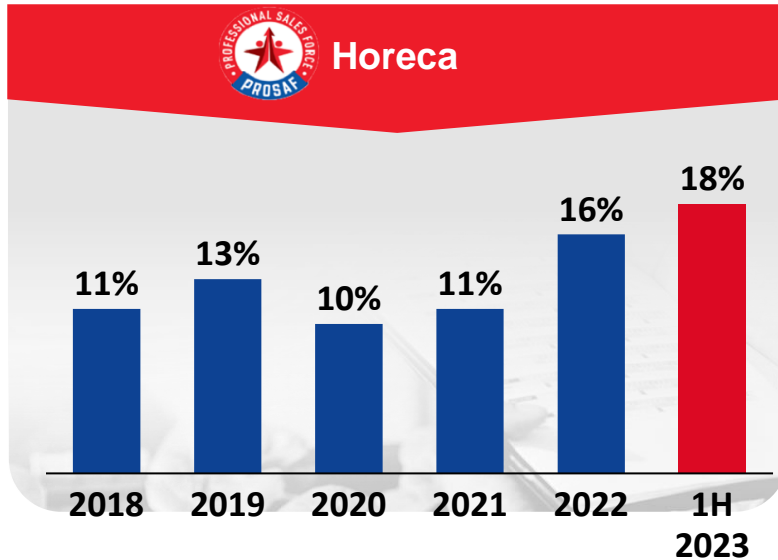
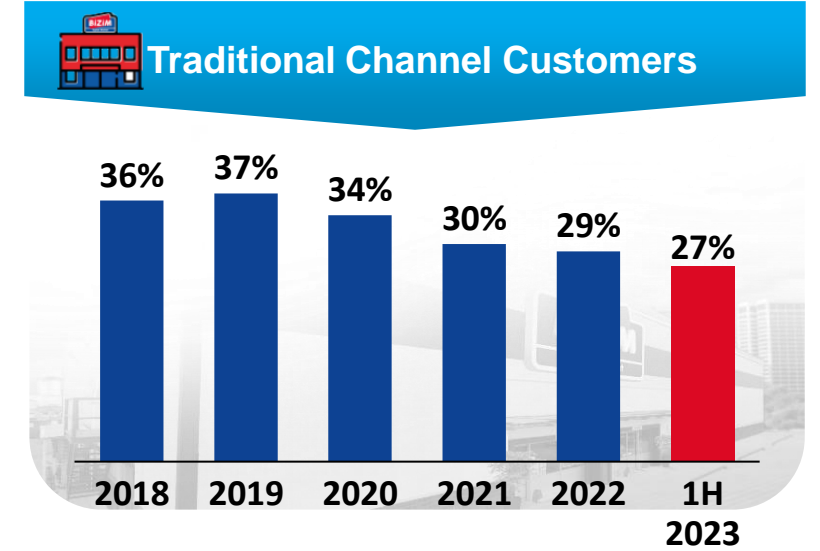
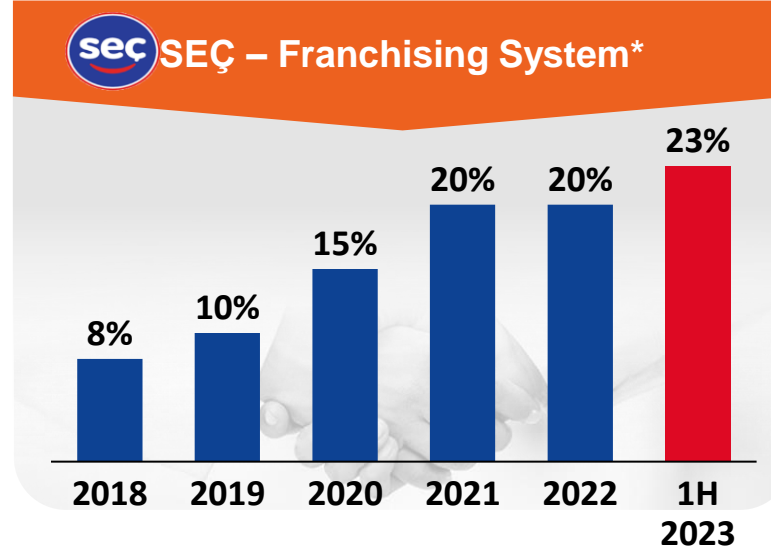
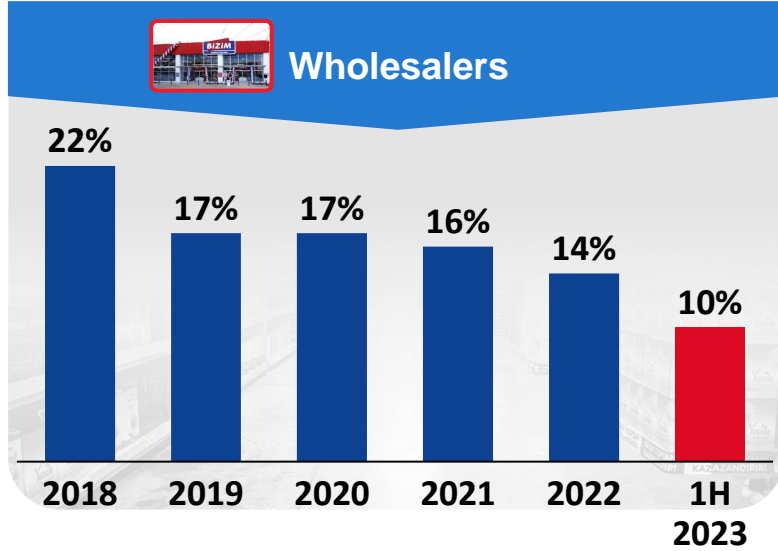
## Individual Customers

17%

**Individuals** who prefer to purchase in bulk amounts.

(\*) Detailed information about SEÇ – franchising system- is presented in next chapter

# Customer Base – Q1 2023



(\*) Detailed information about SEÇ – franchising system- is presented in next chapter



# Ways of Reaching Customers - Tailor - Made / Diversified Sales Methods



**179 stores in 71 cities**  
Including 8 Platinum  
Stores for Big Wholesalers



Professional Sales Force:  
Prosaf **70 cities 116 stores**  
Targeted customers: Gas  
stations, corporate  
customers, canteens,  
horeca customers



Digital sales platform:  
**e-TRADE**  
&  
**CLICK & COLLECT**

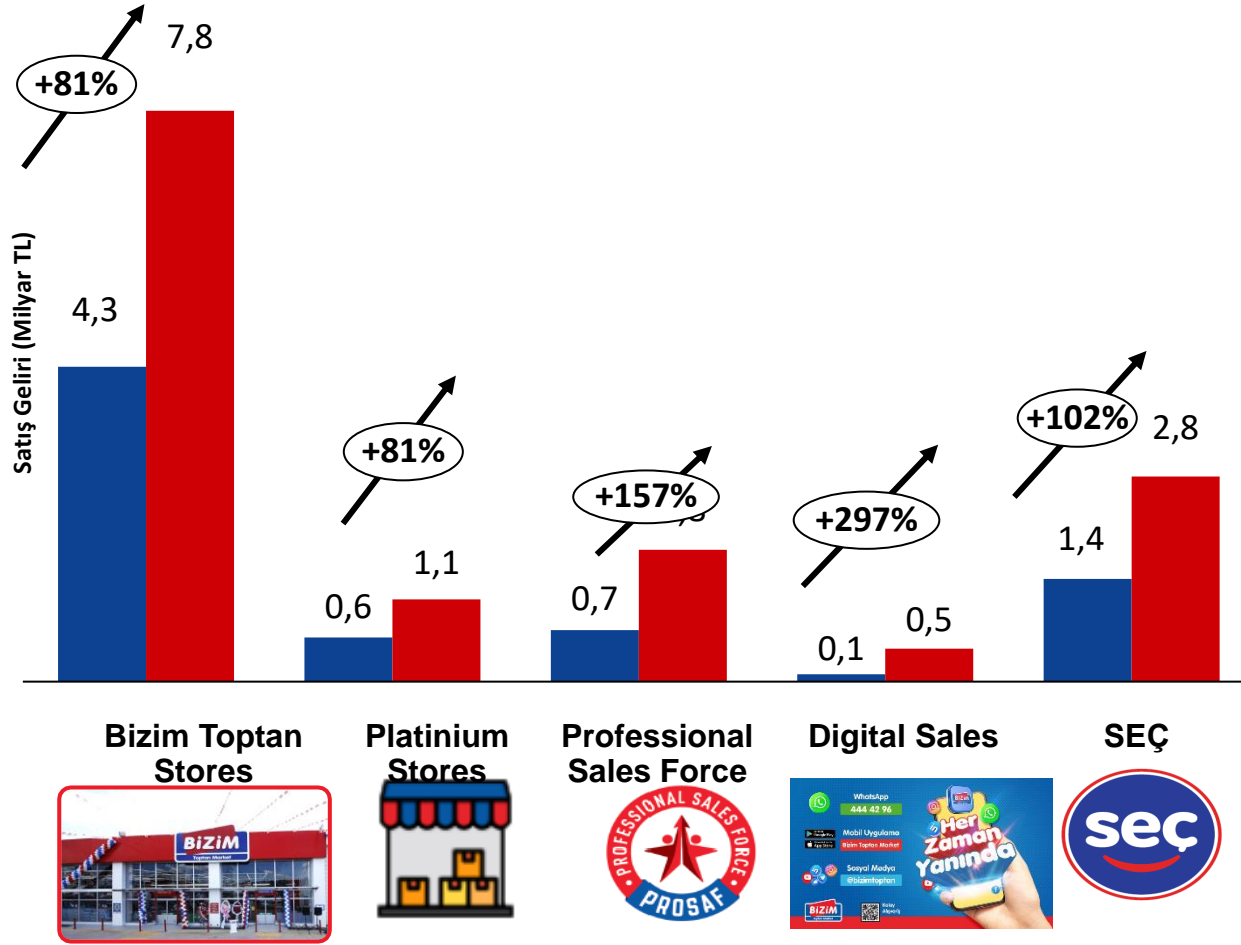


**Franchising**  
System



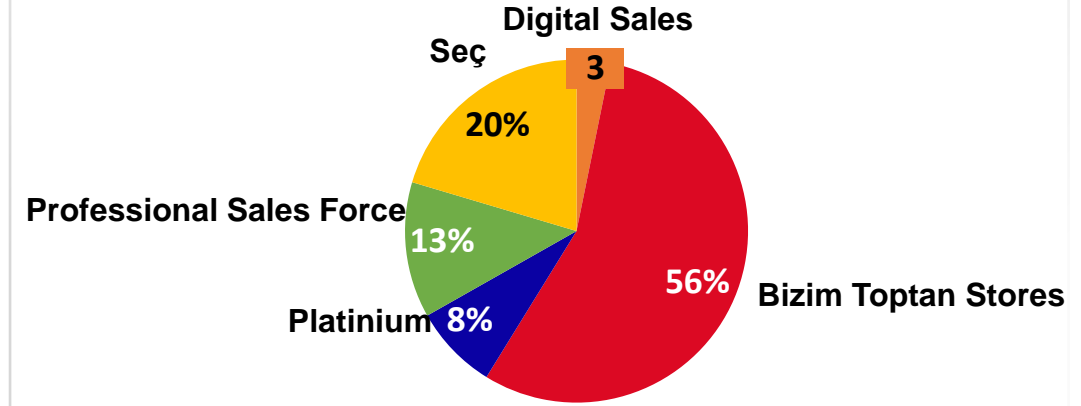
# Tailor - Made / Diversified Sales Methods

## Impressive Growth Figures in All Sales Methods

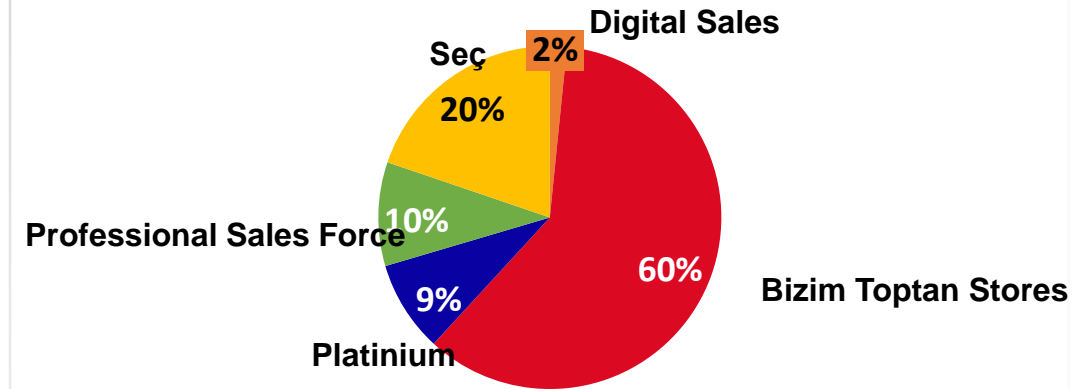


\*Figures are calculated in billion TL, Graphs Show the comparison between 2021-2022

### Shares in Total Sales (2022)



### Shares in Total Sales (2021)





## Other Sales Channels



# The Franchising System: SEÇ



Deliver sustainable growth and penetration benefiting from Bizim's procurement strength



## Business Model:

- Soft franchise model
- Over **150 sqm stores** which are operated by the franchisees
- Competitive prices



## Brand:

**SEÇ MARKET**

(Trademark holder is **Bizim Toptan**)



## Growth through:

- Increase number of franchisees
- Increase sales to franchisees



# Proven Success – Set Sail For New Targets



From **196 stores** in 2014 to **2604 stores** in 2Q 2023.



Procurement ratio has grown from  
**40% to more than 60%**



Incremental sales growth reaching more  
than **+102%** in 2022

	2022
Number of stores	2409
Revenue (Billion TL)	2.9

\*Procurement ratio shows the average of the related period



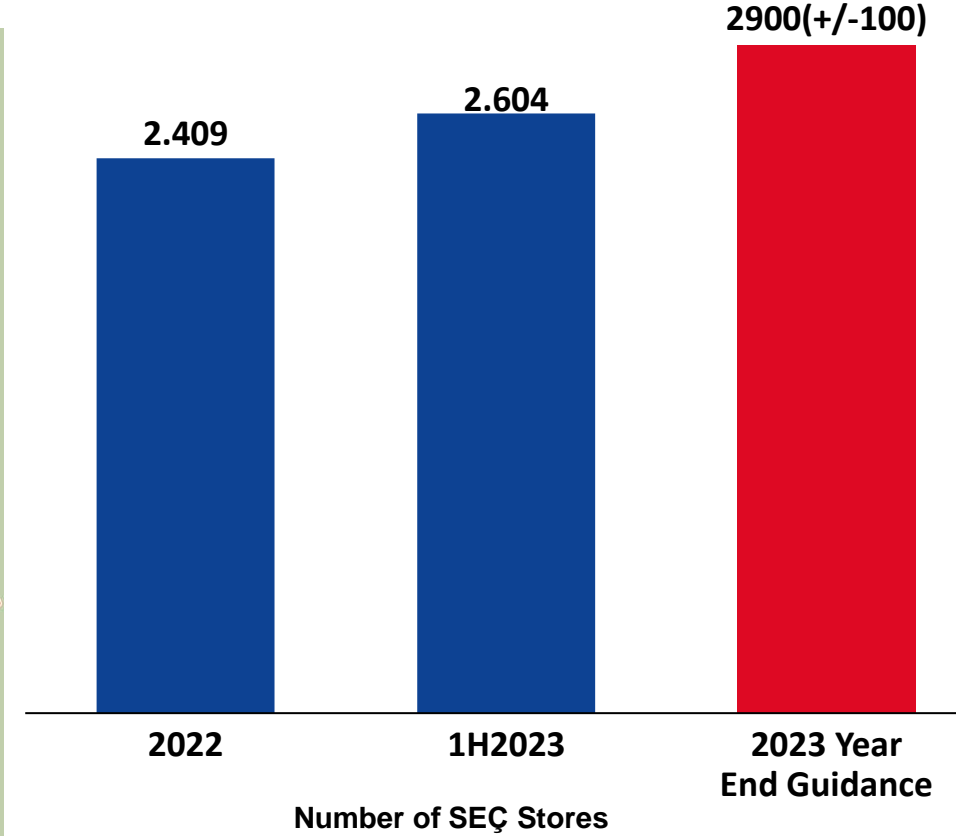
# Higher Value Proposition to Franchisees

Value Proposition	Other Suppliers	BİZİM TOPTAN
Branded Shop - «SEÇ MARKET»	✗	✓
Delivery	✓	✓
Target Bonuses	✗	✓
Discount on Store Pick Up	✗	✓
# of SKUs	Limited with their agreements	<b>8.000</b>
Payment Terms	Open Account (collection in 5-20 days)	Letter of guarantee, open account & instalments/BPC (*)
Marketing Support (CRM, promotions, inserts)	✗	✓
Operational Support (Helpdesk, online purchase order, cashier & POS management etc.)	✗	✓
Access to PL & Exclusive Products	✗	✓

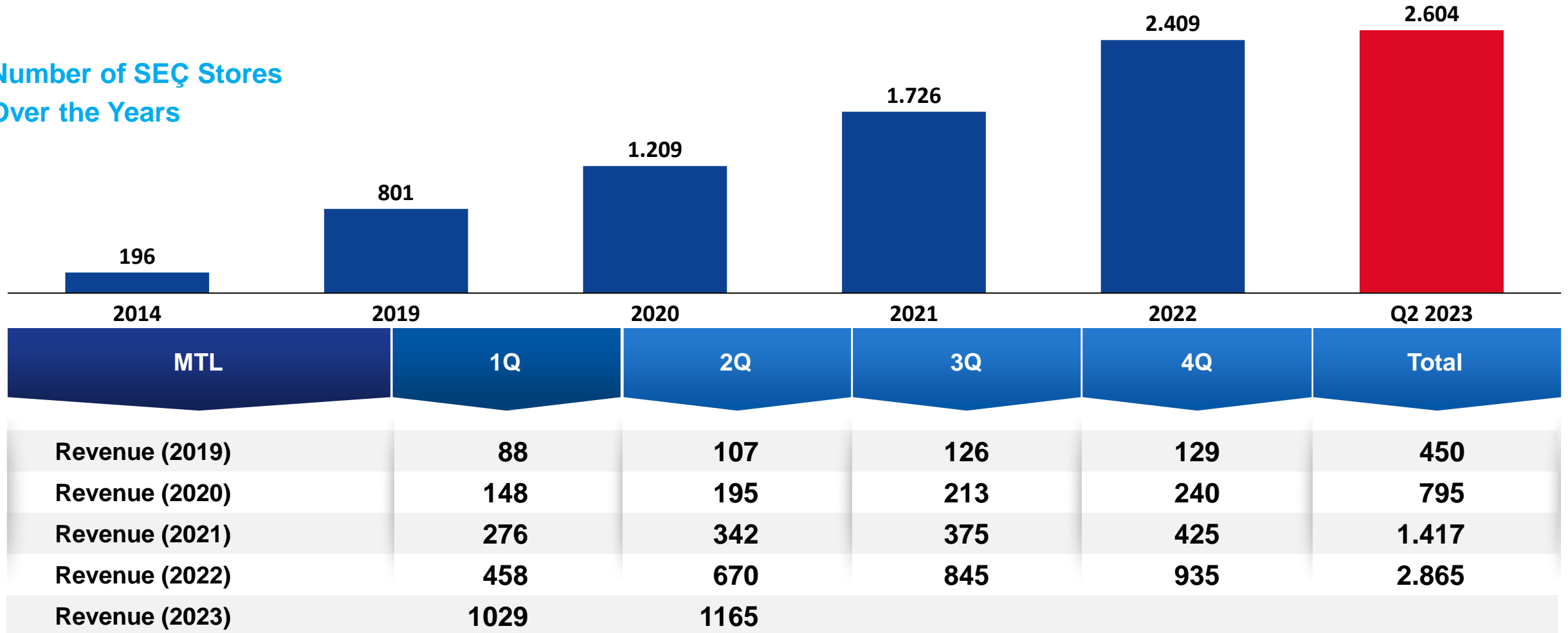
**Better Value Offerings Should Lead Higher Sales to Franchisees**

(\*) Bizim Professional Card

# SEÇ MARKET – Rapid and Sustainable Increase in Nationwide Coverage



Number of SEÇ Stores  
Over the Years



## Customers:

- Gas station markets
- Corporate customers
- HORECA
- Institutional kitchens
- Canteens
- Marine service customers



As of Q2 2023,  
active in  
**116 Bizim Toptan**  
stores in  
70 provinces

## The Services Provided by PROSAF:

- Satisfying customers' all needs via single supplier
- Merchandising support
- Easy return and exchange processes
- Flexible payment options
- On-site delivery
- Online orders



## 2Q2023 Financial Results





# Q2'23 At a Glance : Despite earthquake and election period's limiting impact on B2B market, Company continued to generate reel growth in terms of volume



## Drivers of the 2nd Quarter in Bizim Toptan:

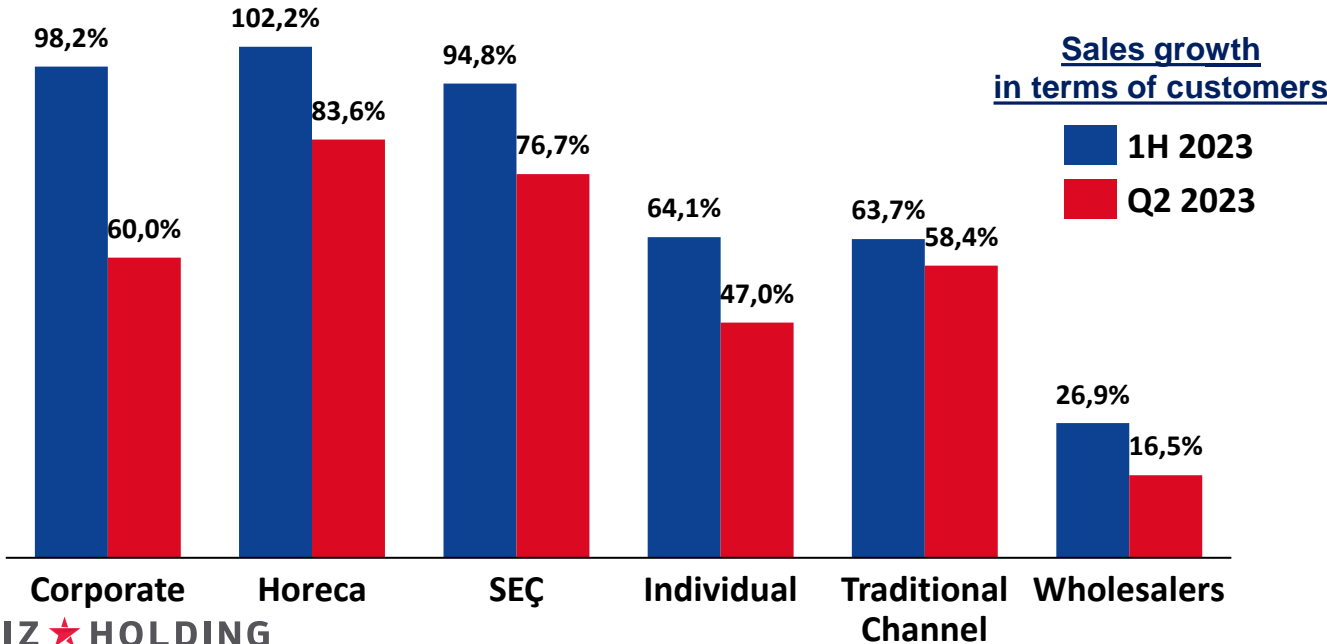
- Environment of uncertainty caused by earthquake and election period affected B2B market negatively
- Weak Ramadan period performance not only limited sales growth but also caused price investment to eliminate excess inventory
- Slump in some categories, such as oil and dairy products' prices, affected gross profitability
- Successful implementation of multi-channel sales strategy supported revenue growth especially in out of home consumption customers
- **Growth in diversified sales channels:**
  - PROSAF sales increased by 110%
  - SEÇ channel's sales increased by 77%
  - E-trade sales increased by 152%
  - Platinum sales increase was around 43%

# Out of home consumption customers & SEÇ impact..

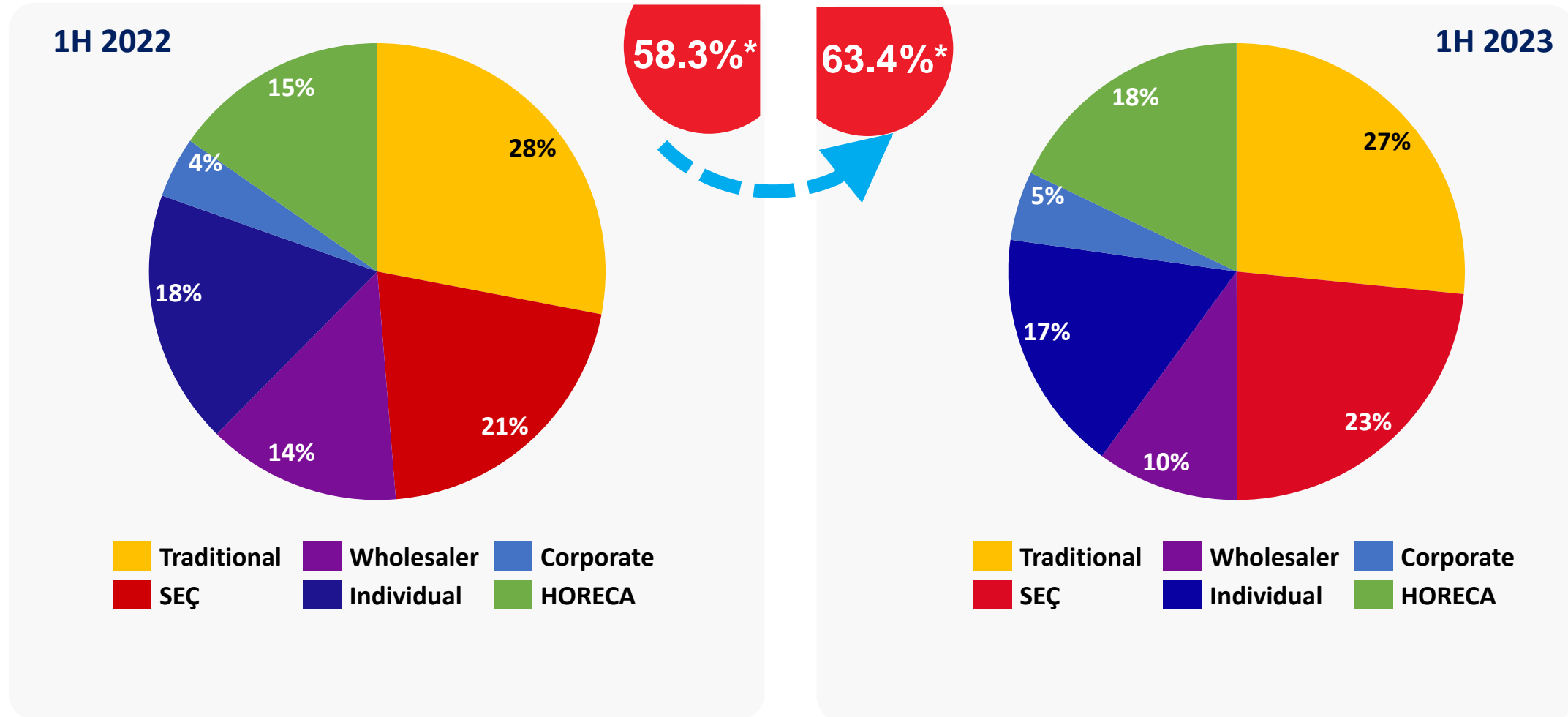
**2** **BİZİM** stores closed due to the Maraş earthquake; 1 new store opened

**104 new** **sec** stores in net during Q2 2023 reaching **2.604** in total

Macro economic conditions and election period affected sales to wholesalers, traditional retailers & individuals in Q2:



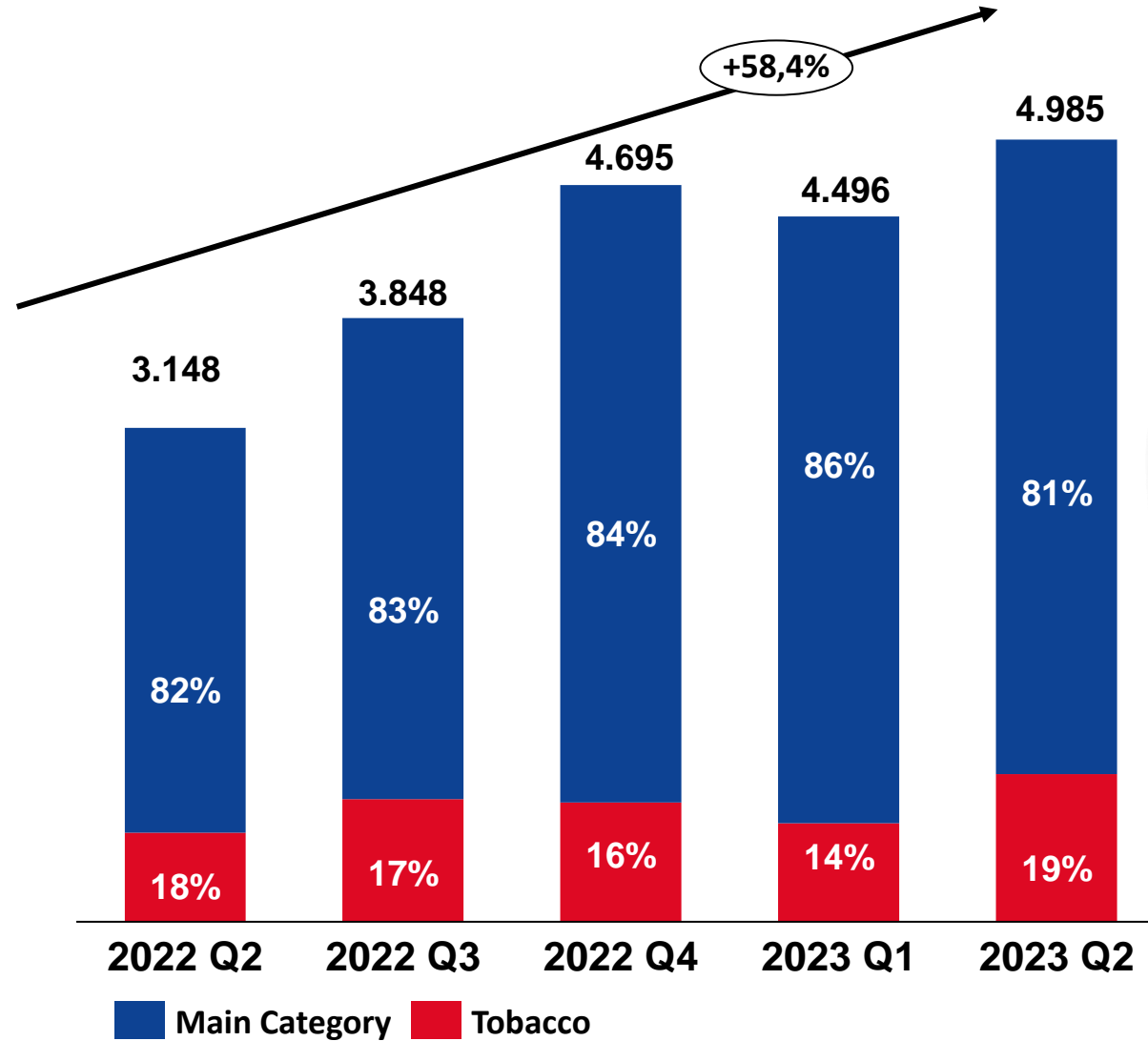
## Multi-channel sales model supports the sustainable growth



(\*) Sum of SEÇ, Horeca, Corporate and Individual customers sales among total sales revenue

# Sales (MTL) Q2'23

Despite unpredictable market conditions during the quarter, positive volume growth supported by out of home consumption market...

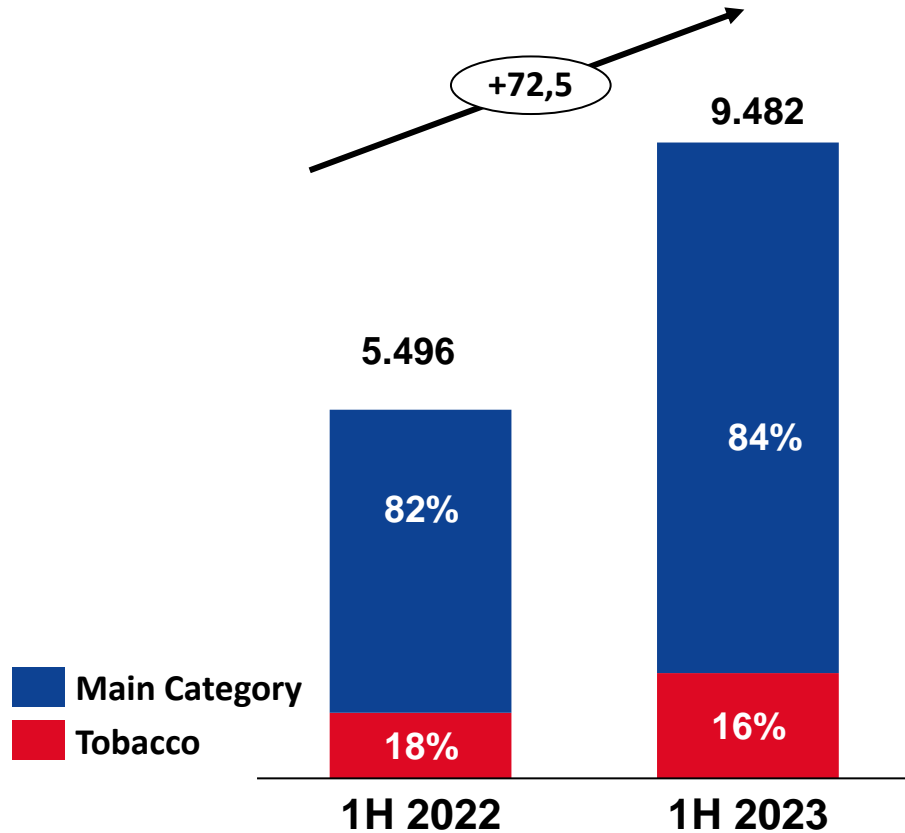


**Strong LFL  
Top-line  
Growth:  
55,5%**

Y-o-Y Sales Growth (Excluding sugar & tobacco): **51.7%**  
LFL growth (Excluding sugar & tobacco): **48.3%**

# Sales (MTL) 1H'23

Main Category Growth in 1H'23: Still robust & better than initial target despite the unpredictable & extraordinary market conditions of Q1 and Q2

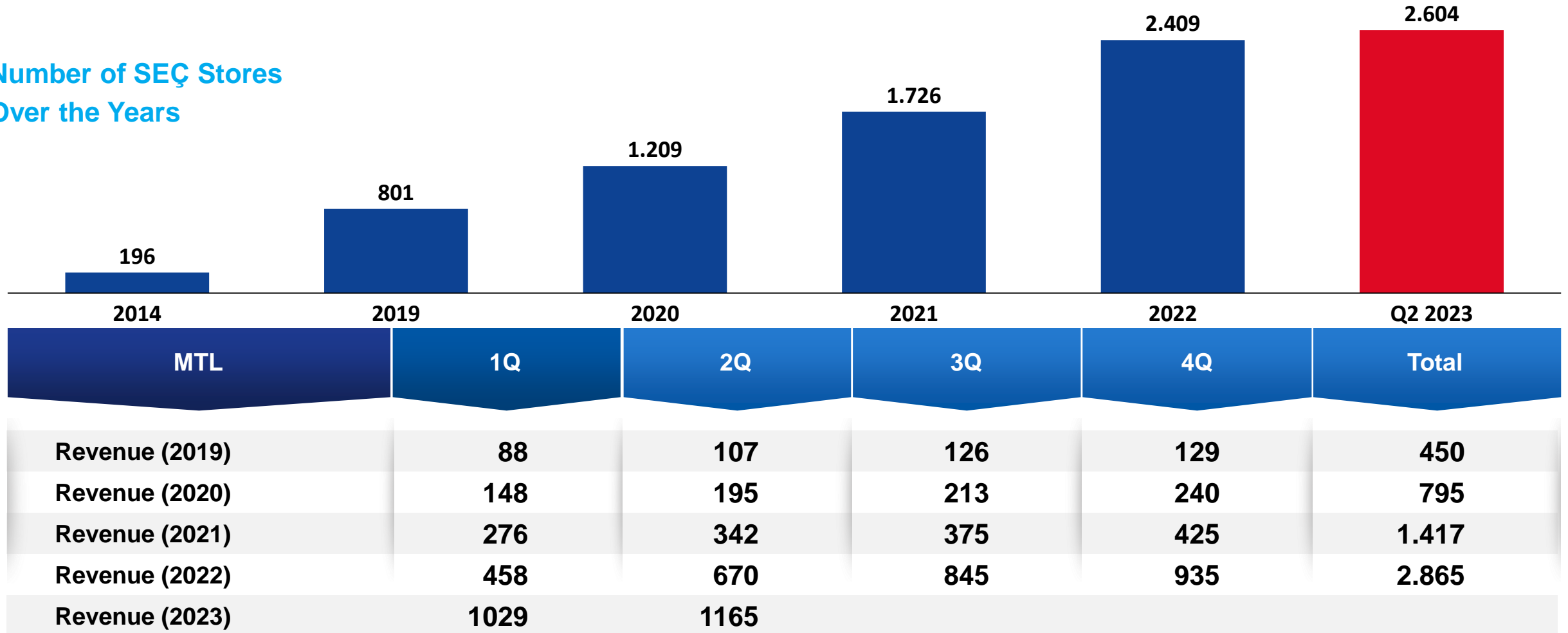


Strong LFL  
Top-line Growth:  
70,3%

Y-o-Y Sales Growth (Excluding sugar & tobacco): **72,9%**  
LFL growth (Excluding sugar & tobacco): **70,2%**

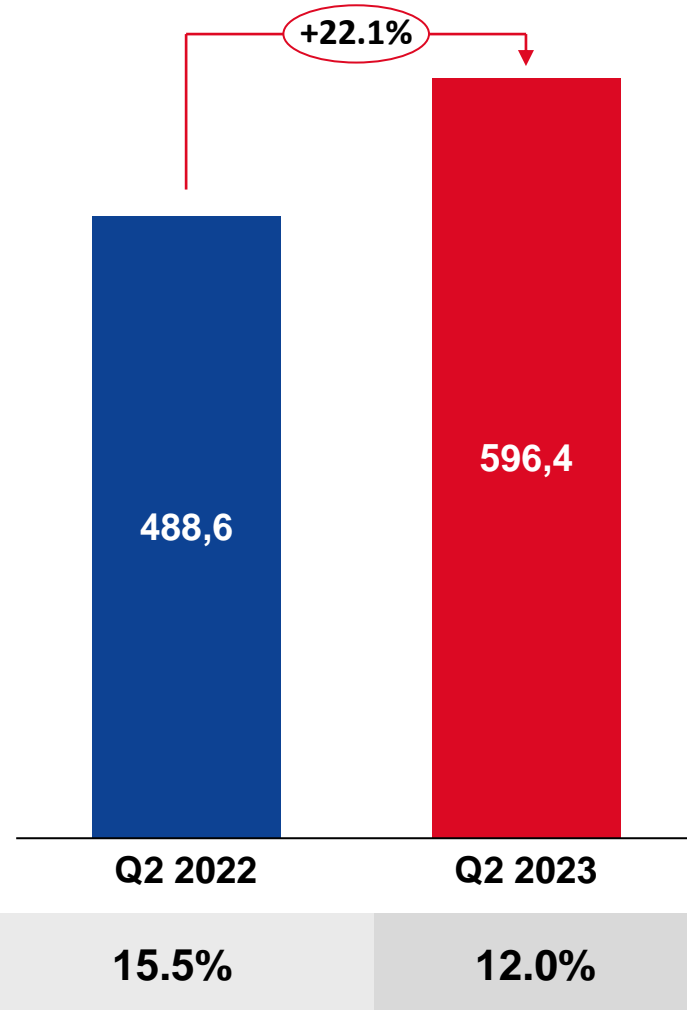


Number of SEÇ Stores  
Over the Years



# Gross Profit & Main Category Gross Margin Q2'23

Negative price trend in most selling products affected profitability



Q2 2022 Gross Margin		Q2 2023 Gross Margin	
Tobacco	4.0%	Tobacco	2.6%
Main Category	18.1%	Main Category	14.1%
Total	15.5%	Total	12.0%

Elimination of excess inventory levels coming from the weak Ramadan sales and earthquake region caused margin investments

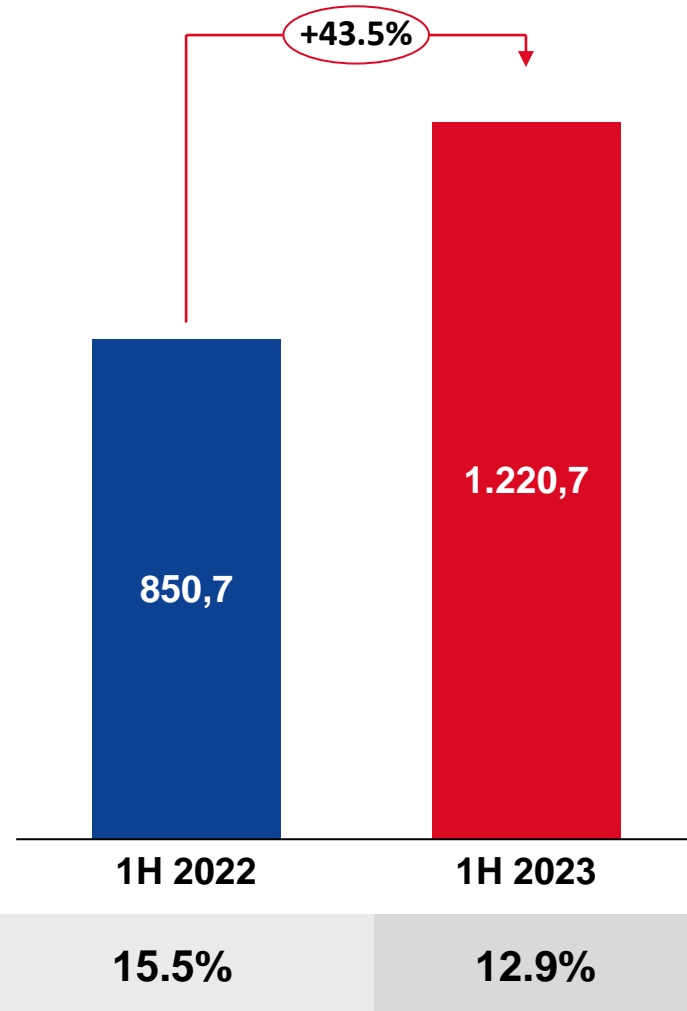
Vegetable oil, fat and dairy products' price decline affected gross profitability especially in April and May

Profitability levels returned to normal since June

\*Main category definition: tobacco sales excluded

# Gross Profit & Main Category Gross Margin 1H'23

Despite negative price trend in most selling products normalized gross margins continued



1H 2022 Gross Margin		1H 2023 Gross Margin	
Tobacco	4.6%	Tobacco	2.6%
Main Category	17.8%	Main Category	14.9%
Total	15.5%	Total	12.9%

Elimination of excess inventory levels coming from the weak Ramadan sales and earthquake region caused margin investments

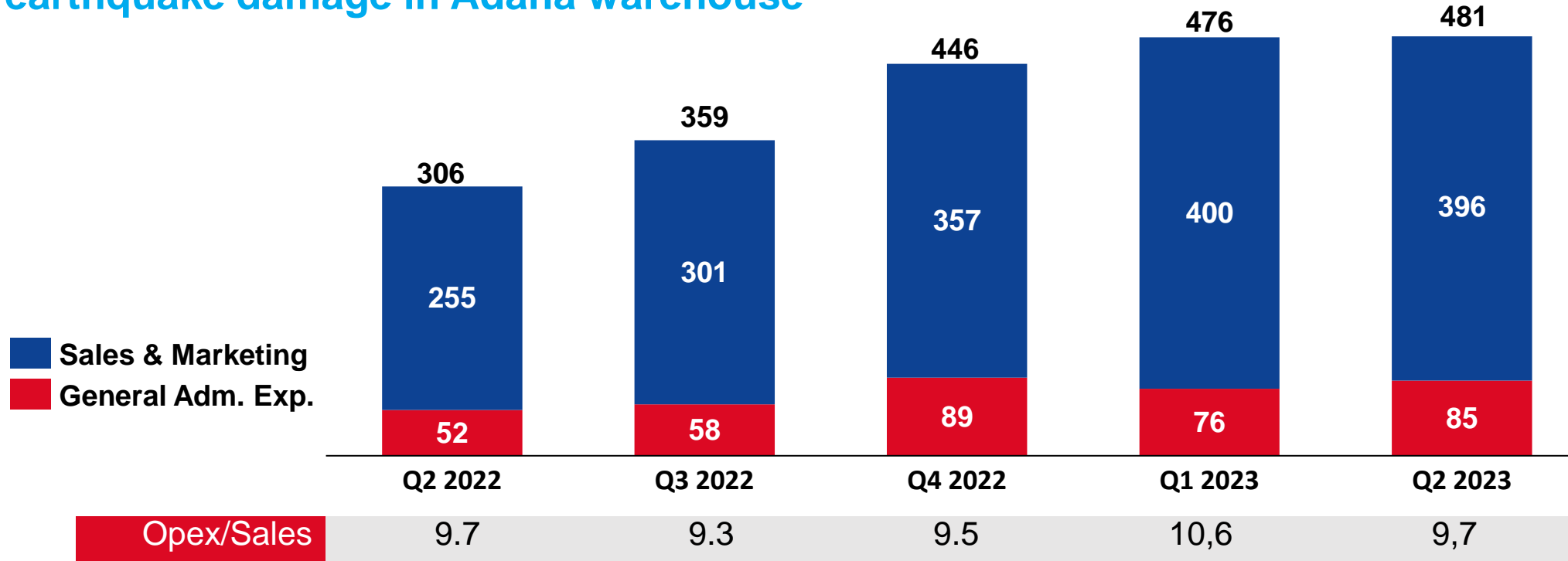
Oil and dairy products' price decline affected gross profitability especially in April and May

Market seems to turn back normal since June

\*Main category definition: tobacco sales excluded

# Opex (MTL) Q2'23

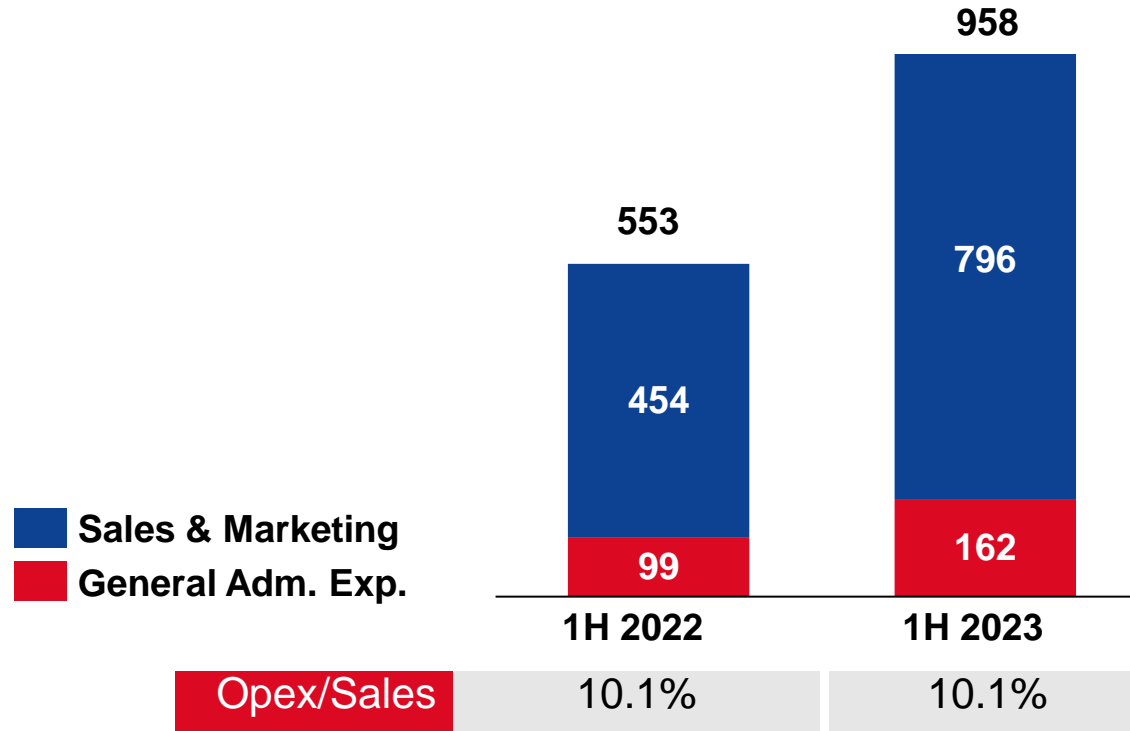
Opex increased by minimum wage increases, temporary increase in logistic costs resulted from earthquake damage in Adana warehouse



- Due to the initial impact of minimum wage opex pressure continued
- Digitalization costs regarding SEÇ's ERP expenses and other IT costs continued
- Logistic costs increased due to the earthquake damage in Adana warehouse
- Company focuses on increasing efficiency and taking the measures to eliminate cost inflation

# Opex (MTL) 1H'23

Opex margin affected by cost increases & precautions were taken



**- Opex increase in 1H resulted from;**

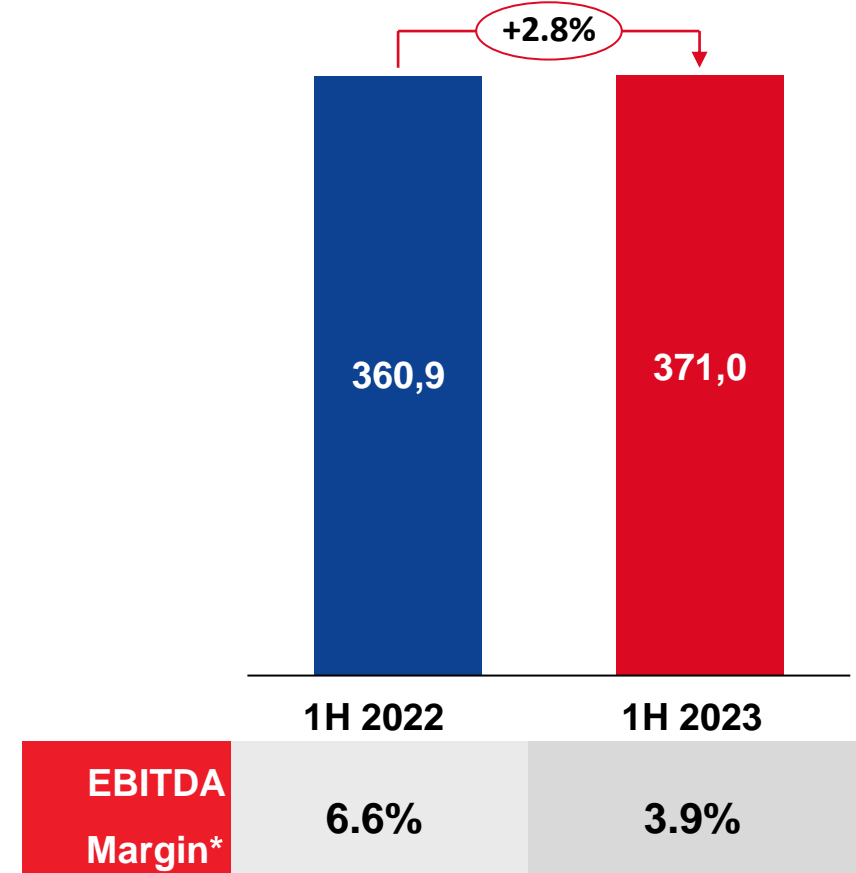
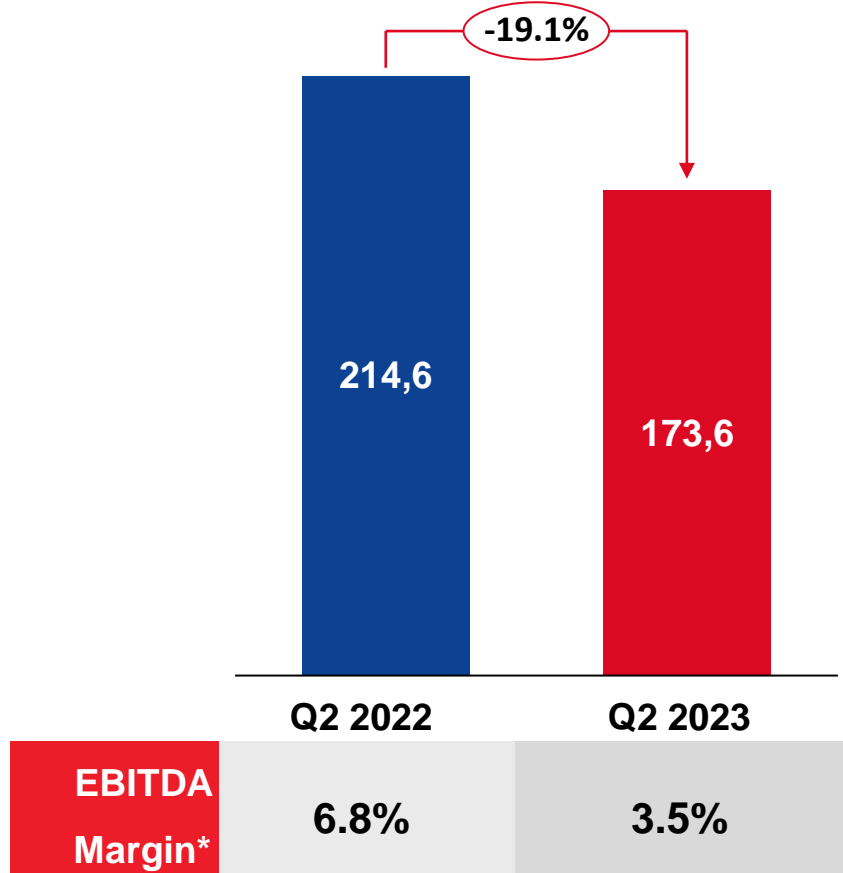
- Minimum wage increase
- Increase in electricity and fuel prices
- Digitalization costs
- One off earthquake expenses
- IT and consultancy costs

**- Company focuses on increasing efficiency and taking the measures**



# EBITDA (MTL) Q2'23 & 1H'23

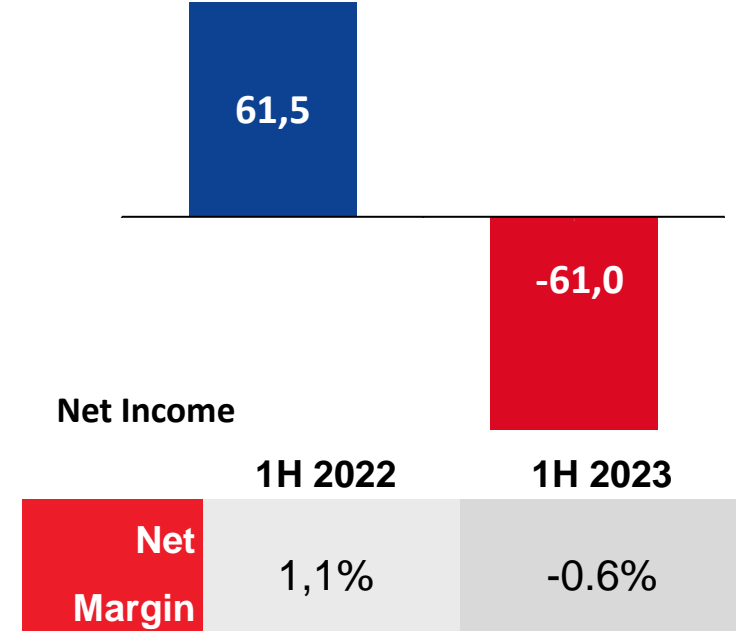
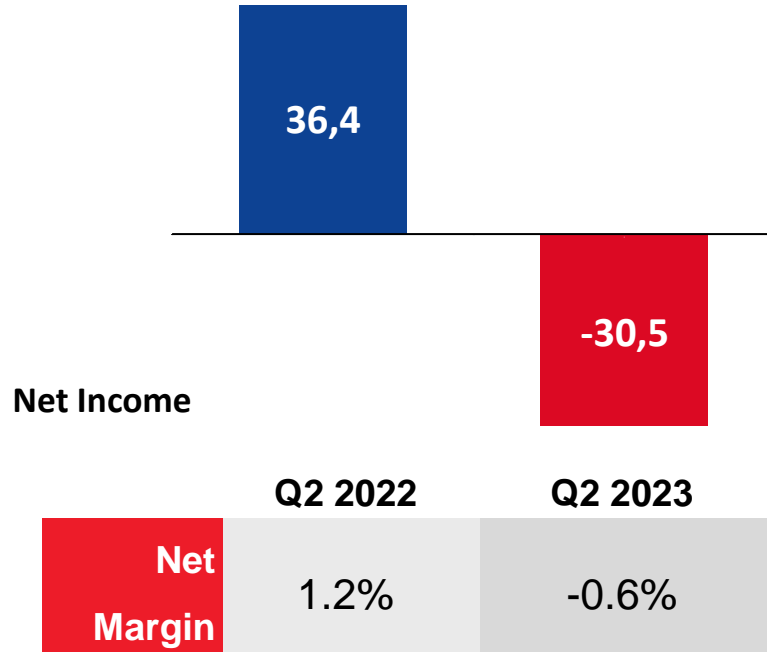
EBITDA margin temporary affected by lower gross margin and higher opex levels



(\*) EBITDA has been calculated by excluding other income/expenses

# Net Income (MTL) Q2'23 & 1H'23

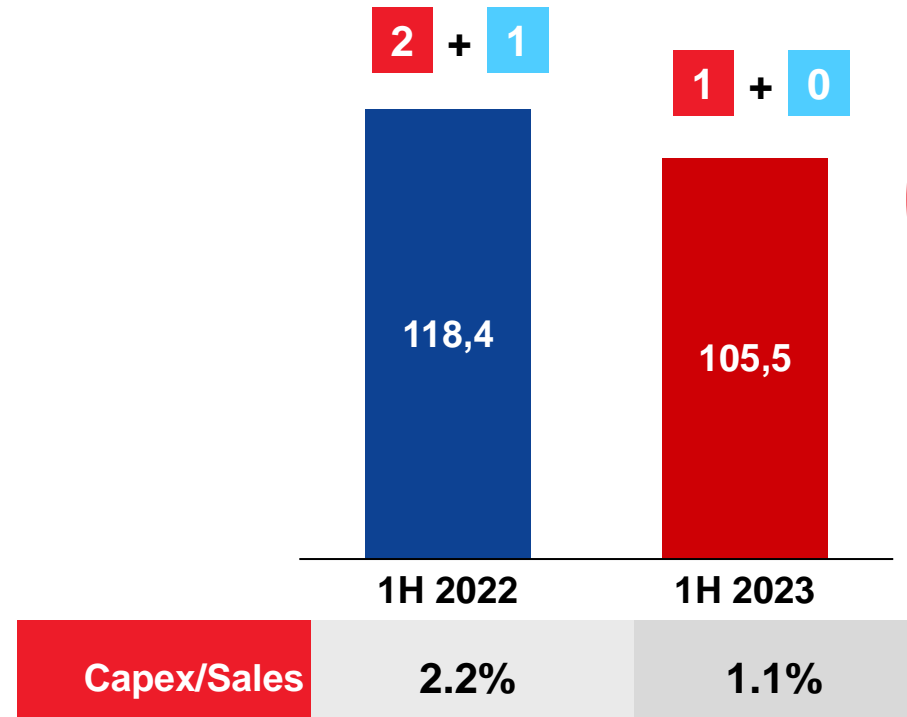
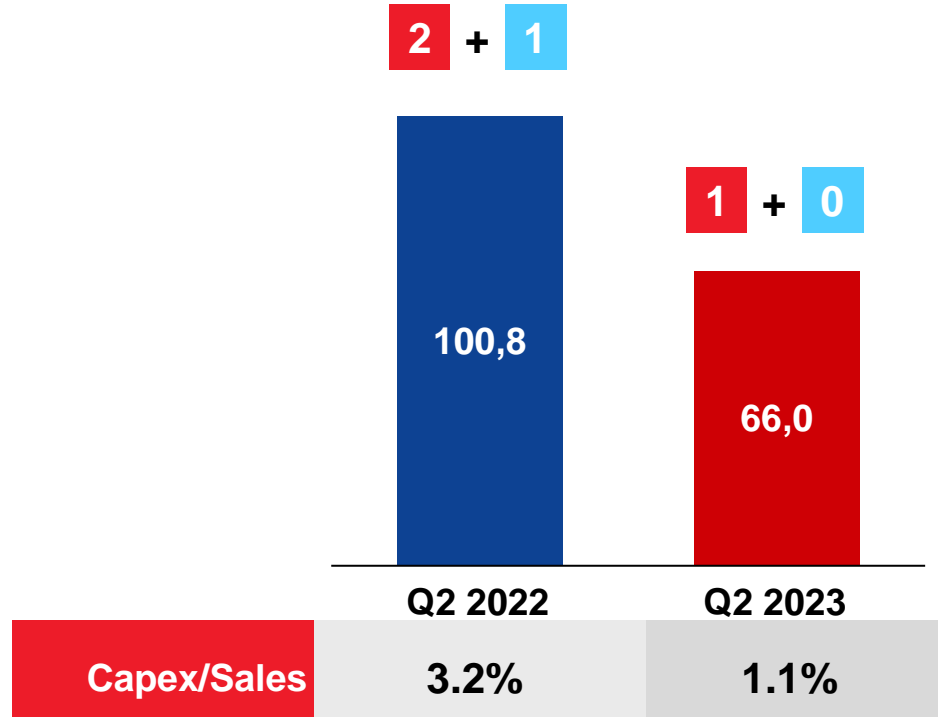
Lower gross profitability and high opex levels affected the net income in Q2



- Net income affected negatively in 1H due to;
  - One-off expenses regarding the earthquake including donations and other costs in Q1 which was around TRY 32 million TL
  - Lower gross margin levels due to extraordinary market conditions

# Capex (MTL) Q2'23 & 1H'23

## In Line With Plans



179 stores,  
71 cities,  
193 Ksqm

■ # New Stores

■ # Relocations

# Working Capital

## Succesful WC Management

MTL	1H 2022	9M 2022	2022	1Q 2023	1H 2023
Trade Receivables	309,4	337,9	452,4	487,1	486,2
Inventory	1612,0	1724,8	1665,1	2207,7	1889,4
Trade Payables	2330,4	2551,0	2827,9	3339,0	3437,1
Strict Working Capital	-409,0	-488,3	-710,4	-644,2	-1061,5

Average Days (*)	1H 2022	9M 2022	2022	1Q 2023	1H 2023
Trade Receivables	7,9	7,4	8,0	9,4	8,9
Inventory	45,4	41,5	35,9	45,0	38,7
Trade Payables	75,0	69,1	65,4	71,7	68,3
Strict Working Capital	-21,6	-20,2	-21,5	-17,3	-20,6

**Negative  
Working Capital  
Continued**

MTL	1H 2022	9M 2022	2022	1Q 2023	1H 2023
<b>Financial Debt</b>	-280,0	-285,0	-312,1	-426,2	-646,8
<b>Short-Term</b>	-99,4	-101,5	-108,8	-140,5	-205,2
<i>Leasing Debts</i>	-0,5	-1,0	-1,1	-0,8	-0,6
<i>Rental Contractual Obligations (IFRS16)</i>	-98,9	-100,4	-107,7	-139,6	-204,7
<b>Long - Term</b>	-180,6	-183,5	-203,4	-285,7	-441,6
<i>Leasing Debts</i>	-1,1	-0,3	0,0	0,0	0,0
<i>Rental Contractual Obligations (IFRS16)</i>	-179,6	-183,2	-203,4	-285,7	-441,6
<b>Cash and Cash Equivalents*</b>	365,8	512,8	634,6	487,1	717,4
<b>Net Cash</b>	<b>85,8</b>	<b>227,9</b>	<b>322,4</b>	<b>60,9</b>	<b>70,6</b>

**Net Cash position & no FX exposure**

	2022A	2023E
Bizim Toptan # of Stores	180	183(+/-3)
SEÇ Market # of Stores	2409	2900(+/-100)
Main Category Growth (TRY, %) (Sales exc. Tobacco & Sugar)	107%	65% (+/-5pp)
SEÇ Sales (TRY)	2.9 billion	>5.1 billion
EBITDA Margin (%)	5.6%	4.0%-5.0%







## Appendix: Yearly Financial Performances





## CRM

Customer relations management



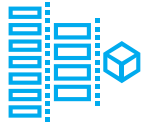
## EBITDA

Earnings before interest, taxes, depreciation and amortization, excluding other income/expense from operating activities



## HORECA

Hotels, restaurants & cafeteria



## Main Category Sales

Total sales revenue excluding tobacco



## SEÇ Market

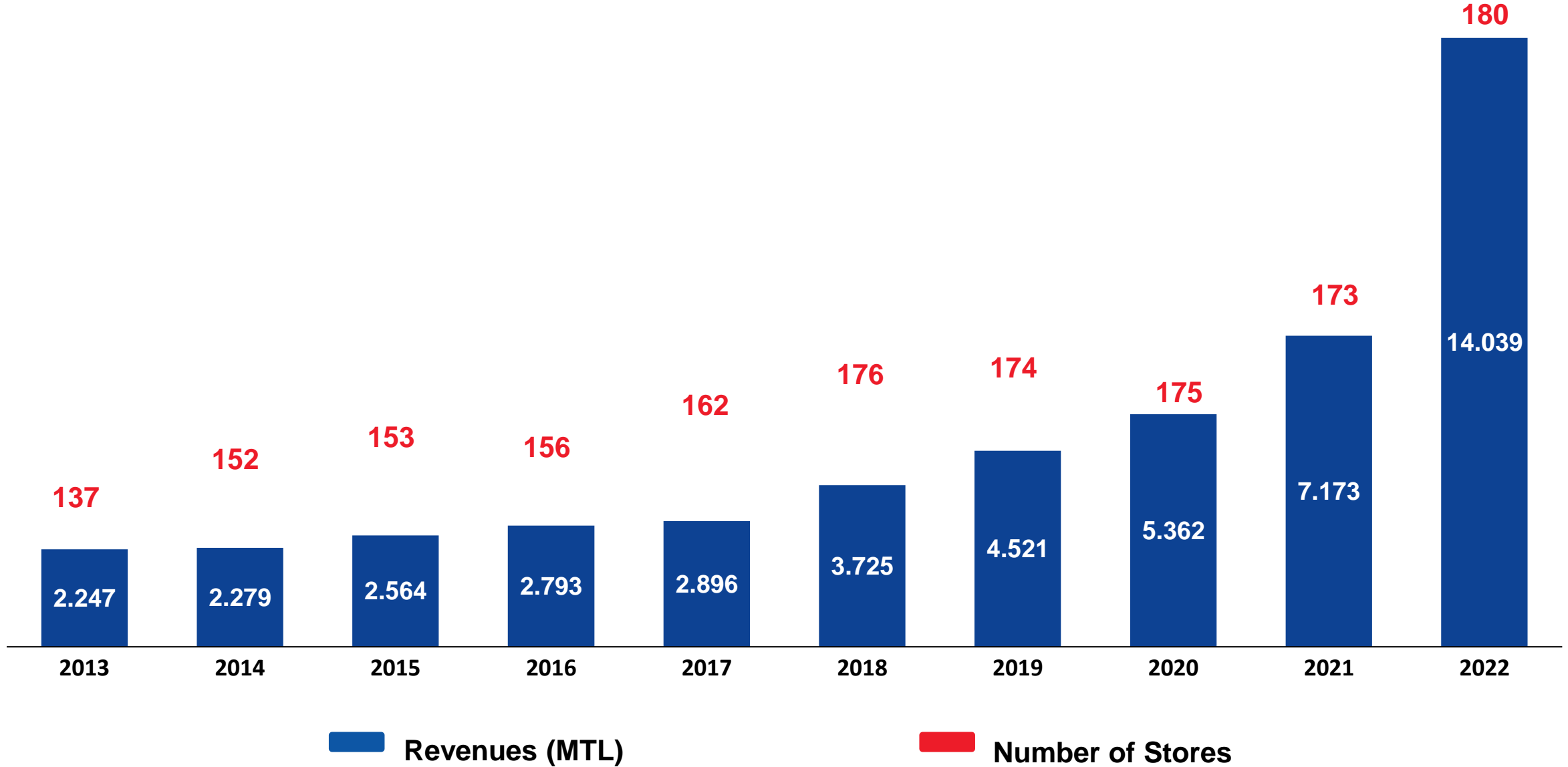
Franchising store chain of Bizim Toptan



## Procurement Ratio

Purchases from Bizim Toptan / Sales revenue of SEÇ

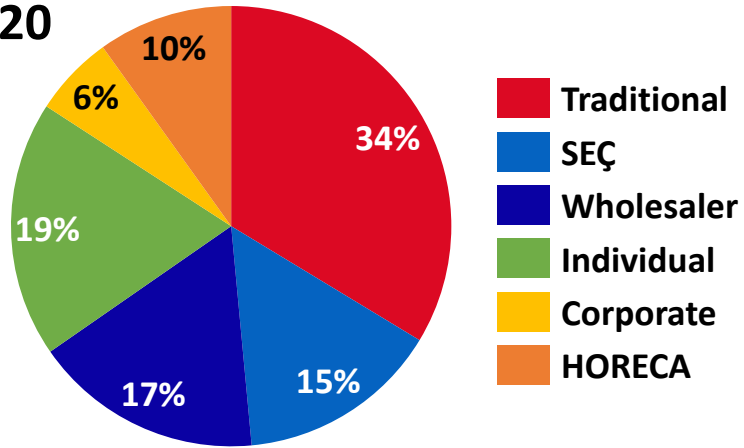
# A History of Strong Growth



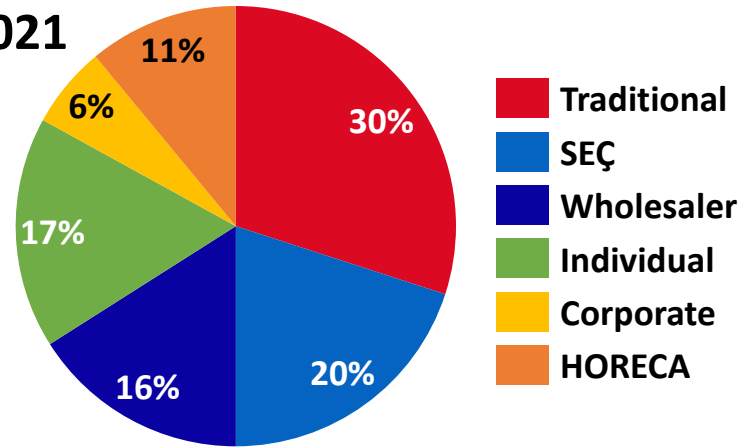
# Diversified Customer Base

## Share of Customer Segments in Total Revenues

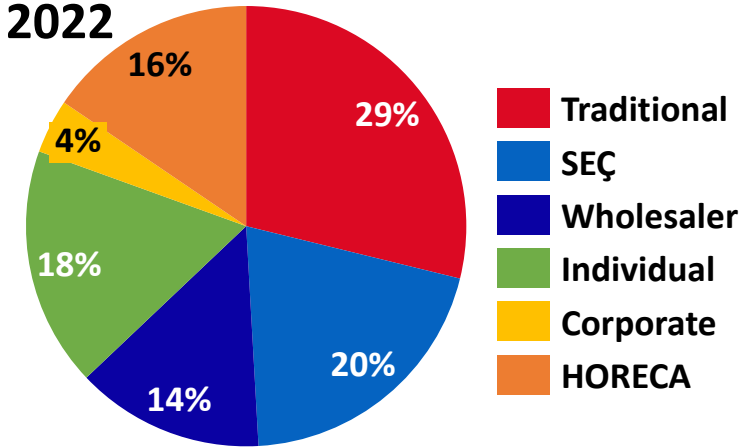
2020



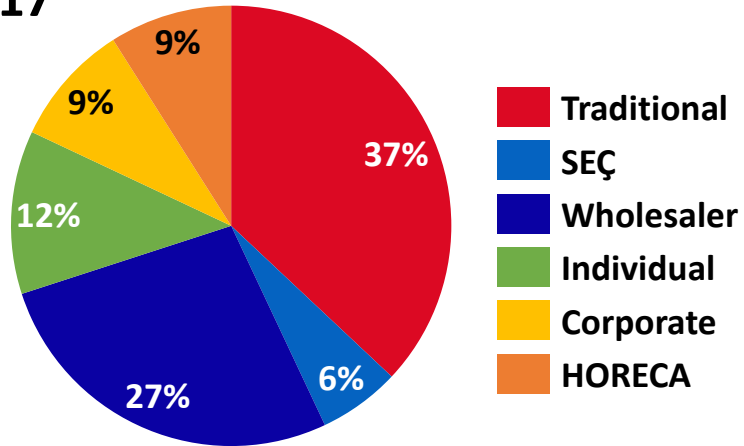
2021



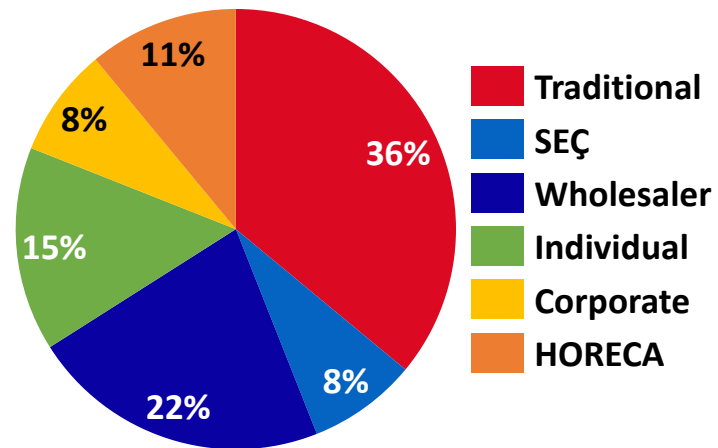
2022



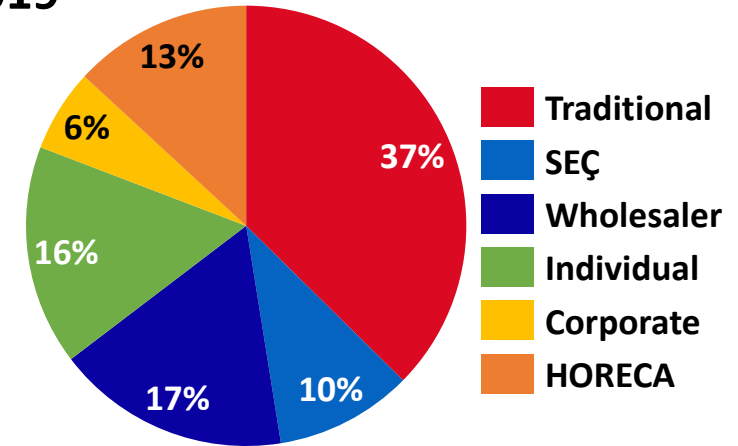
2017



2018



2019



# Impact of Accounts Receivables Management Strategy

## Financial Expenses

MTL	Q3 2021	Q4 2021	Q1 2022	Q2 2022	Q2 2023
Interest on Bank Overdrafts and Loans	-19,0	-23,4	-23,7	-34,9	-47,1
Interest Expenses for Rental Services	-11,6	-13,3	-14,2	-16,9	-43,2
Leasing Interest Expenses	-0,2	-0,1	0,0	0,0	0,0
Interest Expense for Benefit Obligations	-0,3	-0,2	-0,3	-0,3	-4,4
Guarantee Letter Commission & Other Exp.	-0,1	-0,3	-0,4	-3,1	-1,6
<b>Financial Expenses</b>	<b>-28,4</b>	<b>-31,2</b>	<b>-37,4</b>	<b>-38,6</b>	<b>-0,4</b>

Footnote 20

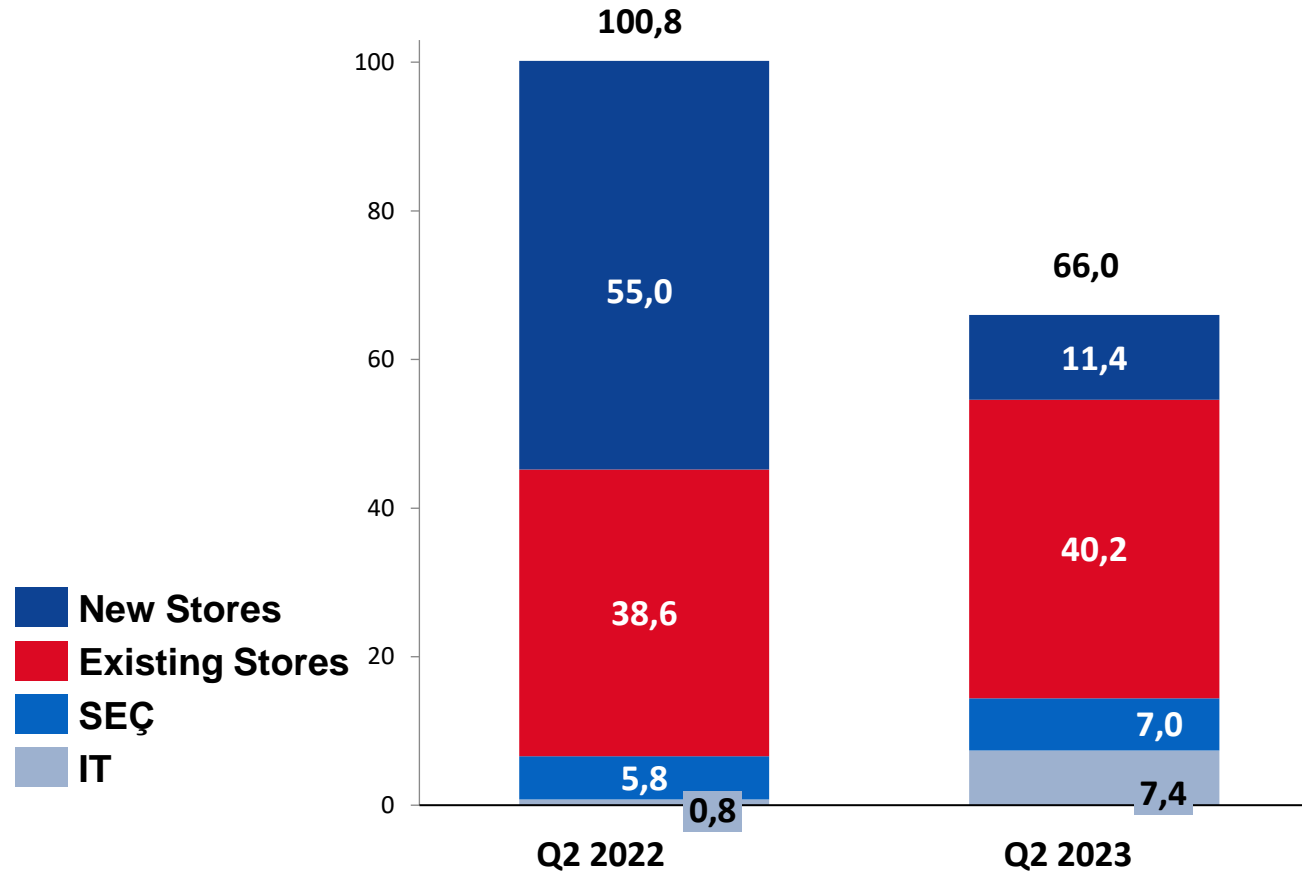
## Net Interest Expense Regarding Factoring Credit Card Receivables

MTL	Q3 2021	Q4 2021	Q1 2022	Q2 2022	Q2 2023
Interest Income From Non-Trade Receivables	15,0	18,5	14,8	16,2	38,0
Interest on Bank Overdrafts and Loans*	-19,0	-23,4	-23,7	-34,9	-47,1
<b>Net Interest Expense</b>	<b>-4,0</b>	<b>-4,9</b>	<b>-8,9</b>	<b>-18,7</b>	<b>-9,1</b>

Footnote 19-20

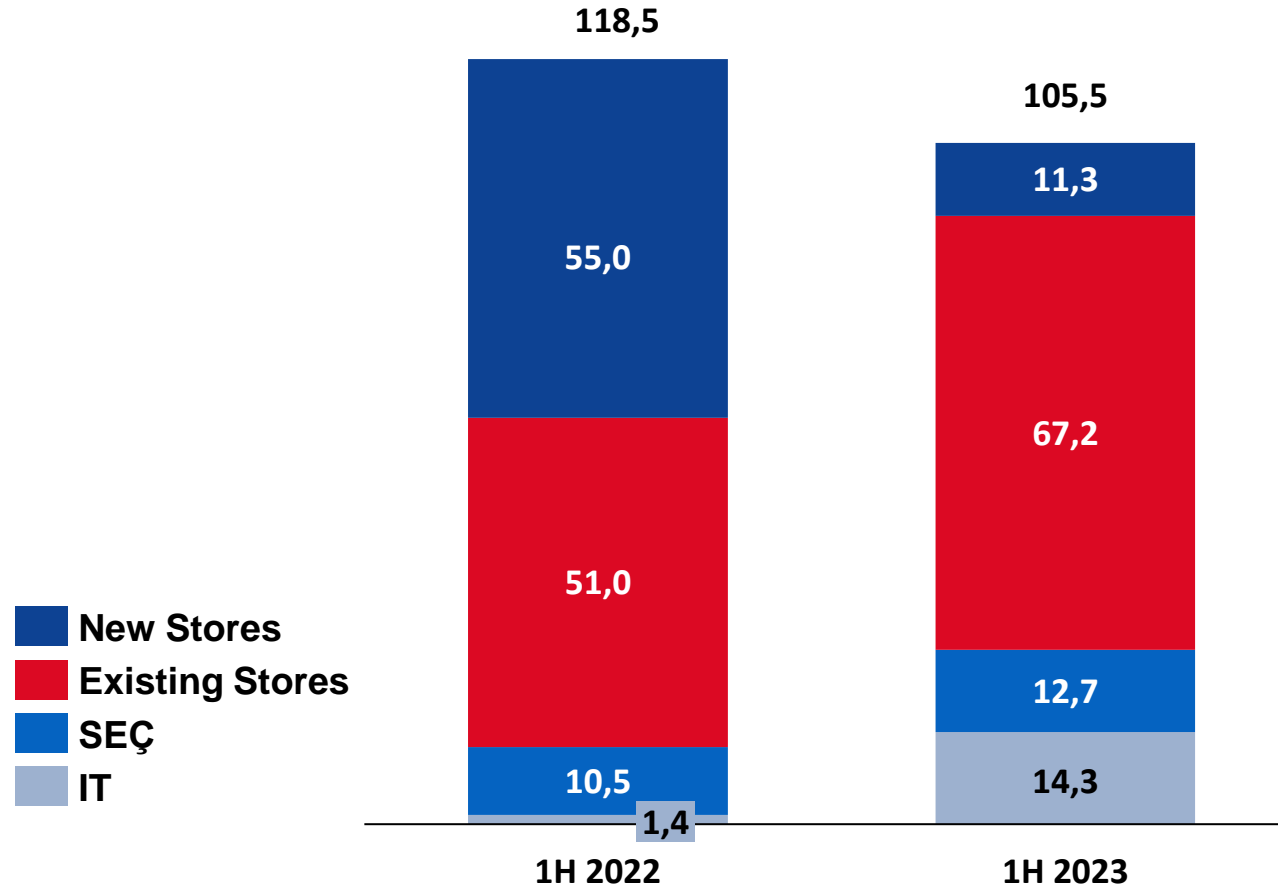
\*Discount expense of credit card receivables

# Capex Breakdown (MTL) Q2'2023



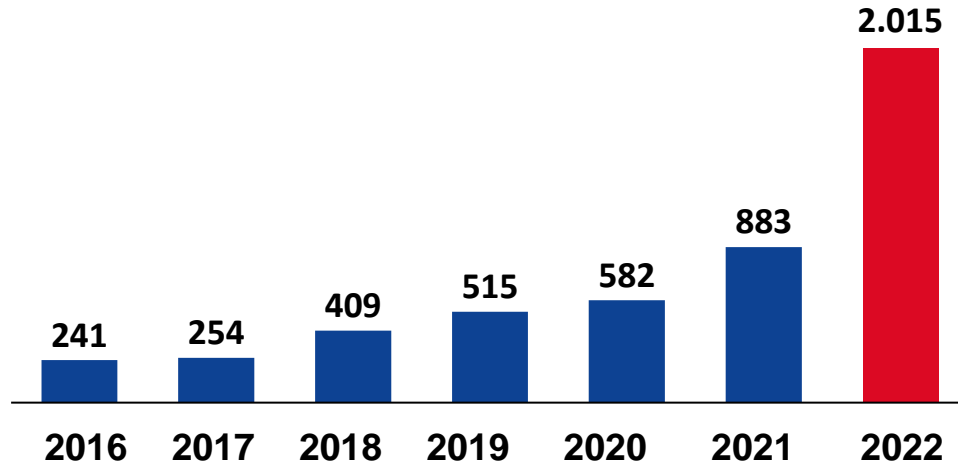


# Capex Breakdown (MTL) 1H'2023



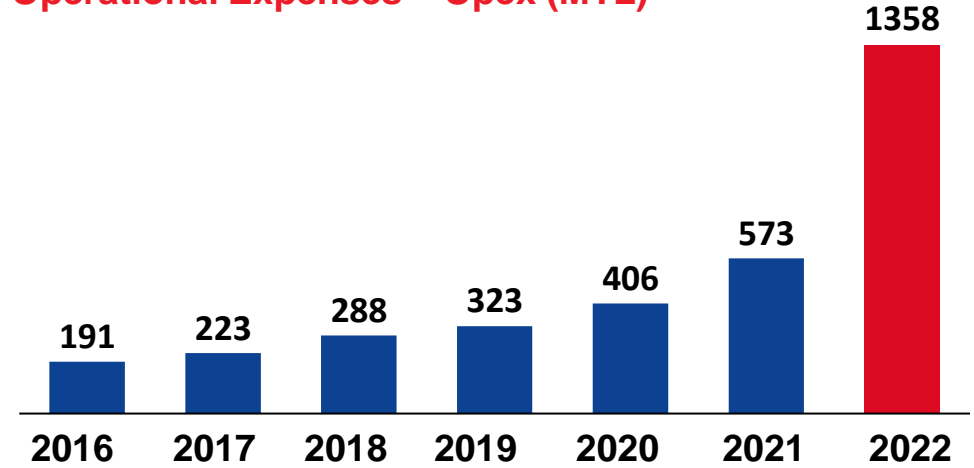
# Gross Profit and EBITDA Performance

## Gross Profit (MTL)



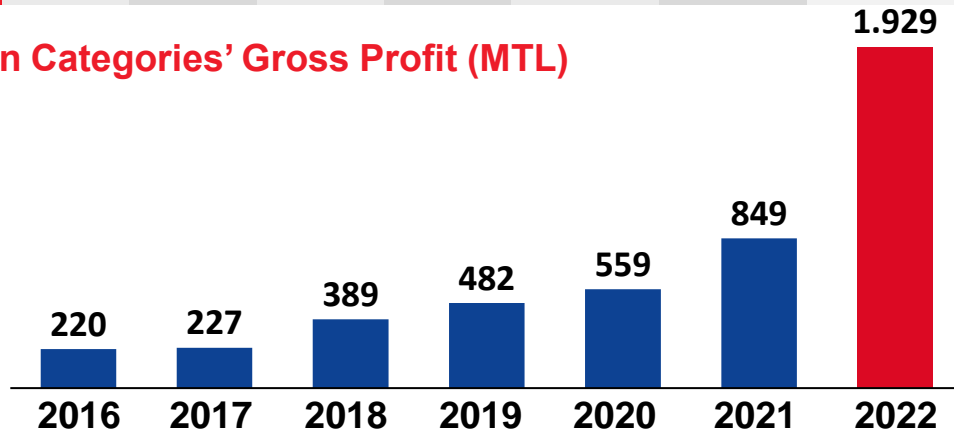
Gross Margins	2016	2017	2018	2019	2020	2021	2022
	8.6%	8.4%	11.0%	11.4%	10.8%	12.3%	14.3%

## Operational Expenses – Opex (MTL)



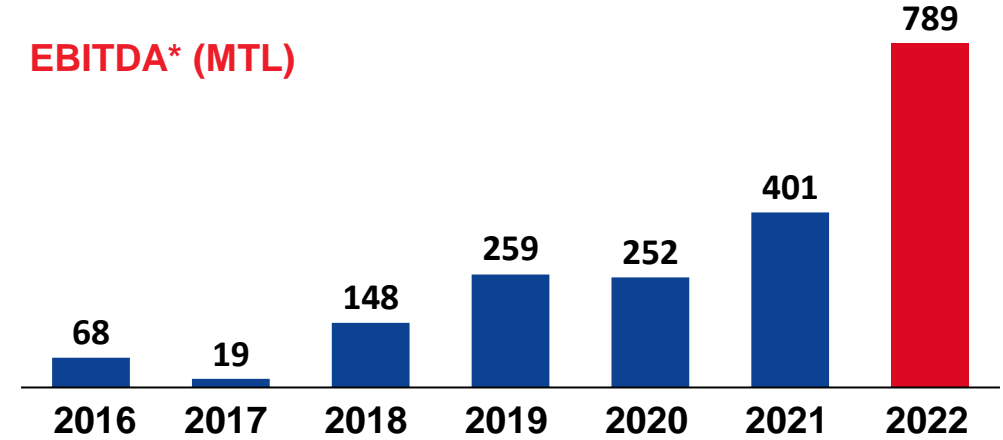
Opex/Sales	2016	2017	2018	2019	2020	2021	2022
	6.8%	7.7%	7.7%	7.1%	7.6%	8.0%	9.7%

## Main Categories' Gross Profit (MTL)



Main Category GM	2016	2017	2018	2019	2020	2021	2022
	10.9%	11.2%	14.3%	14.2%	13.5%	15.0%	16.5%

## EBITDA\* (MTL)

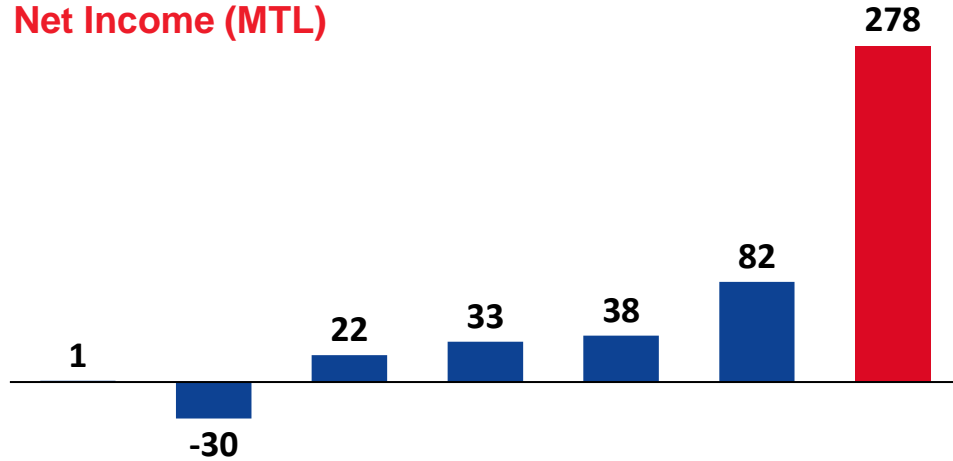


Ebitda Margin*	2016	2017	2018	2019	2020	2021	2022
	2.4%	1.4%	4.0%	5.7%	4.7%	5.6%	5.6%

(\*): Excluding other income/(expenses)

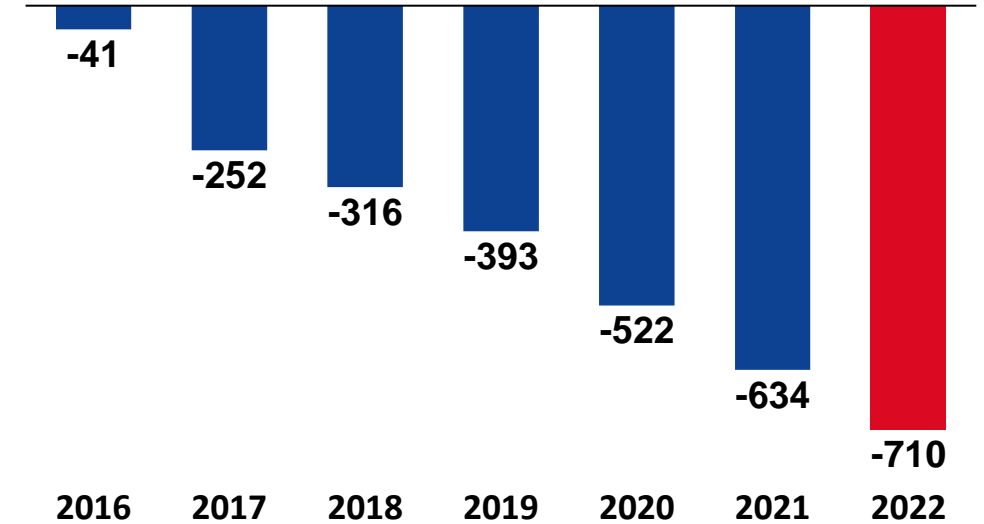
# Net Income, Capex, NWC and Cash Flow

Net Income (MTL)

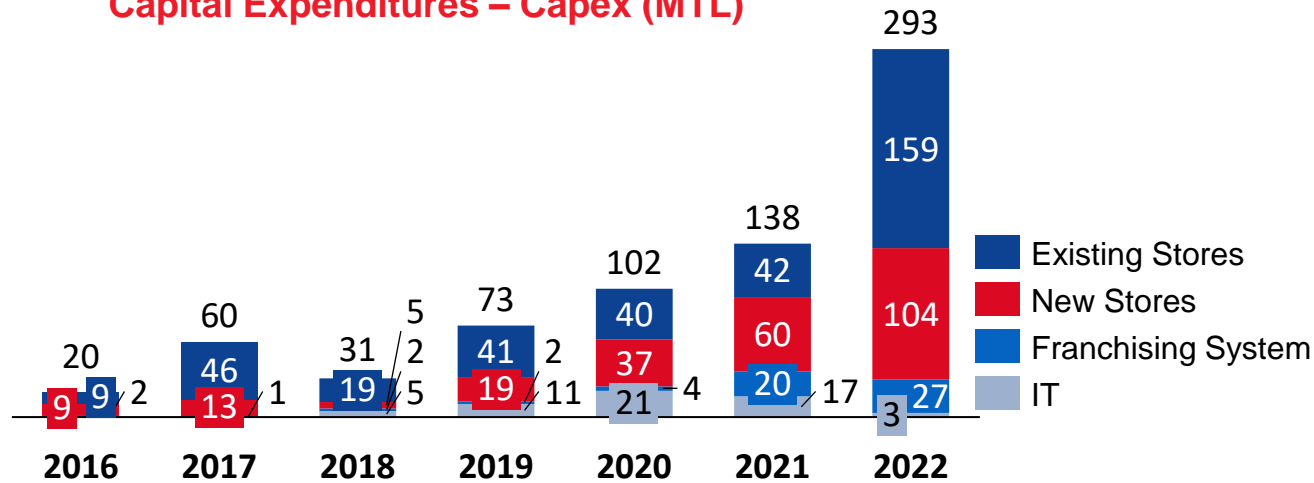


	2016	2017	2018	2019	2020	2021	2022
Net Margin	0.0%	-1.0%	0.6%	0.7%	0.7%	1.1%	2.0%
EPS (TL)	0.03	(0.51)	0.36	0,55	0,64	1.4	4.6

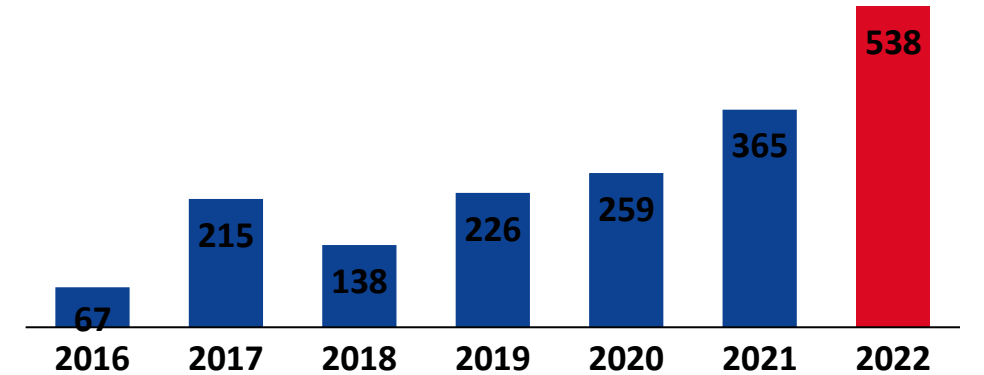
Net Working Capital (MTL)



Capital Expenditures – Capex (MTL)



Cash Flow From Operations (MTL)



# Quarterly Income Statement

MTL	Q2 2022	Q3 2022	Q4 2022	Q1 2023	Q2 2023
<b>Revenue</b>	<b>3147,8</b>	<b>3848,1</b>	<b>4694,8</b>	<b>4496,3</b>	<b>4985,3</b>
YoY Growth	93,2%	106,7%	110,0%	91,5%	58,4%
<b>Gross Profit</b>	<b>488,6</b>	<b>504,3</b>	<b>659,5</b>	<b>624,3</b>	<b>596,4</b>
<b>Gross Margin</b>	<b>15,5%</b>	<b>13,1%</b>	<b>14,0%</b>	<b>13,9%</b>	<b>12,0%</b>
Mark., Sales and Distr. Expenses	-254,5	-300,6	-357,0	-399,8	-395,9
Gen. & Adm. Expenses	-51,8	-58,5	-89,0	-76,7	-85,3
Other Income / (Expenses) Related to Operating Activities	-83,6	-64,6	-184,4	-139,4	-92,7
<b>Operating Profit</b>	<b>98,6</b>	<b>80,7</b>	<b>68,0</b>	<b>8,5</b>	<b>22,6</b>
<b>Profit Before Finance Expece</b>	<b>111,9</b>	<b>106,8</b>	<b>90,6</b>	<b>37,8</b>	<b>61,0</b>
Financial Income / (Expenses)	-55,0	-62,9	-6,4	-37,7	-96,7
<b>Profit Before Tax</b>	<b>56,9</b>	<b>43,9</b>	<b>84,2</b>	<b>-37,7</b>	<b>-35,8</b>
<b>Net Income</b>	<b>36,4</b>	<b>30,6</b>	<b>186,3</b>	<b>-30,6</b>	<b>-30,5</b>
<b>Net Income Margin</b>	<b>1,2%</b>	<b>0,8%</b>	<b>4,0%</b>	<b>-0,7%</b>	<b>-0,6%</b>
<b>Adjusted EBITDA(*)</b>	<b>214,6</b>	<b>179,4</b>	<b>256,3</b>	<b>197,4</b>	<b>173,6</b>
<b>Adjusted EBITDA Margin(*)</b>	<b>6,8%</b>	<b>4,7%</b>	<b>5,5%</b>	<b>4,4%</b>	<b>3,5%</b>
<b>EPS</b>	<b>0,61</b>	<b>0,51</b>	<b>3,10</b>	<b>-0,51</b>	<b>-0,51</b>

(\*) Other income and expenses item is excluded in the calculation of EBITDA

# Yearly Income Statement

MTL	2017	2018	2019	2020	2021	2022
<b>Revenue</b>	2.896,4	3.725,3	4.520,7	5361,8	7173,1	14.038,8
YoY Growth	3,7%	28,6%	21.3%	43,9%	33,8%	95,7%
<b>Gross Profit</b>	244,5	409,4	515,5	581,6	882,8	2.014,5
<b>Gross Margin</b>	8,4%	11,0%	11.4%	10,8%	12,3%	14,3%
Mark., Sales and Distr. Expenses	-193,2	-250,1	-274.2	-342,2	-482,4	-1111,1
Gen. & Adm. Expenses	-30,2	-37,8	-49.0	-63,4	-94,6	-246,5
Other Income/(Expenses) Related to Operating Activities	-52,6	-91,2	-113.3	-81,8	-156,9	-352,1
<b>Operating Profit</b>	-31,5	30,4	78.9	94,3	148,9	304,8
<b>Profit Before Finance Expenditure</b>	-16,3	75,9	150.3	139,4	197,9	386,4
Financial Income / (Expenses)	-22,0	-48,1	-109.2	-90,8	-123,8	-220,5
<b>Profit Before Tax</b>	-38,2	27,9	41.6	48,6	74,1	165,9
<b>Net Income</b>	-30,4	21,6	33.1	38,2	82,2	278,4
<b>Net Income Margin</b>	-1,0%	0,6%	0.7%	0,7%	1,1%	2,0%
<b>Adjusted EBITDA(*)</b>	41,6	148,1	259.2	252,1	401,0	788,8
<b>Adjusted EBITDA Margin(*)</b>	1,4%	4,0%	5.7%	4,7%	5,6%	5,6%
<b>EPS</b>	-0,76	0,36	0,55	0,64	1,37	4,64

(\*) Other income and expenses item is excluded in the calculation of EBITDA

# Balance Sheet / Assets

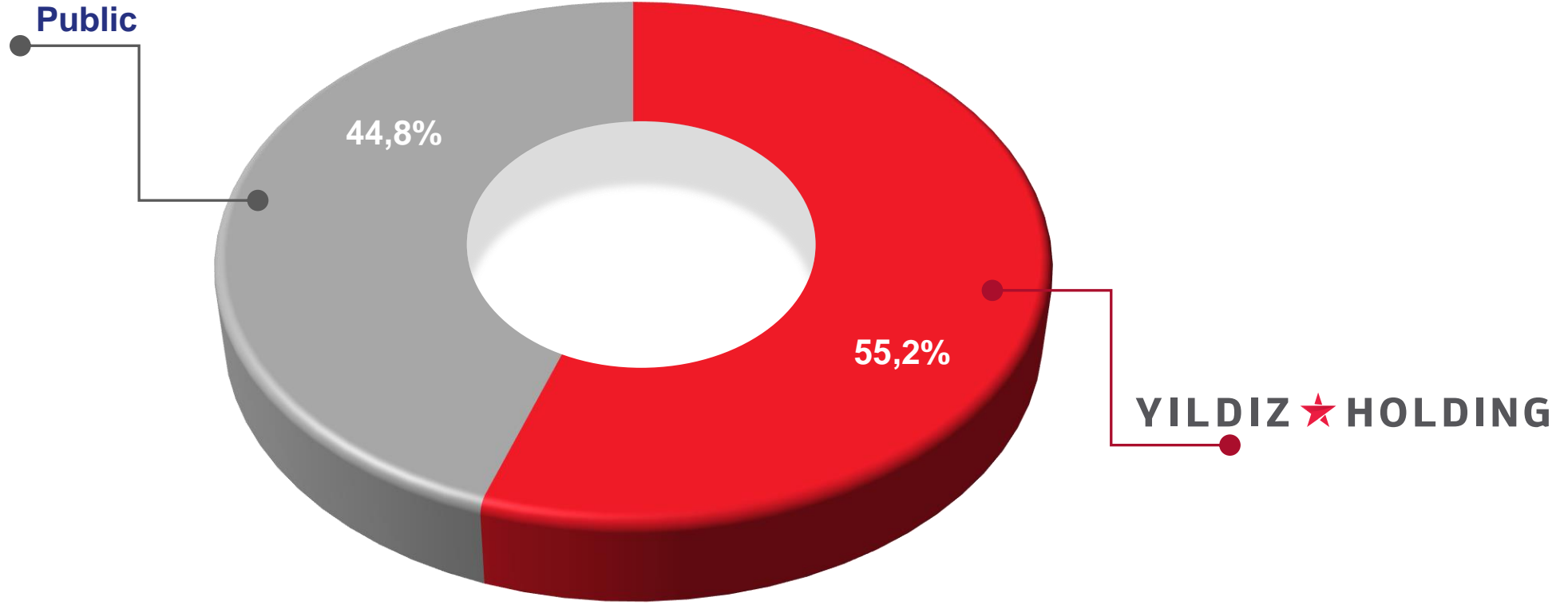
MTL	30.06.2022	30.09.2022	31.12.2022	31.03.2023	30.06.2023
<b>Current Assets</b>	<b>2.401,9</b>	<b>2.688,9</b>	<b>2.967,1</b>	<b>3.418,3</b>	<b>3.433,2</b>
Cash and Cash Equivalents	365,8	512,8	634,6	487,1	717,4
Trade Receivables	309,4	337,9	452,4	485,2	486,2
Inventory	1.612,0	1.724,8	1.665,1	2.207,7	1.889,4
Other	114,6	113,4	214,9	238,3	340,2
<b>Non Current Assets</b>	<b>752,9</b>	<b>764,9</b>	<b>1.045,3</b>	<b>1.183,0</b>	<b>1.440,3</b>
Prop., Plant and Equipment	390,8	397,8	531,0	542,7	578,7
Intangible Assets	53,1	50,3	46,1	49,4	51,9
Other	309,0	316,7	468,2	590,9	809,7
<b>Total Assets</b>	<b>3.154,8</b>	<b>3.453,8</b>	<b>4.012,4</b>	<b>4.601,3</b>	<b>4.873,5</b>



# Balance Sheet / Liabilities

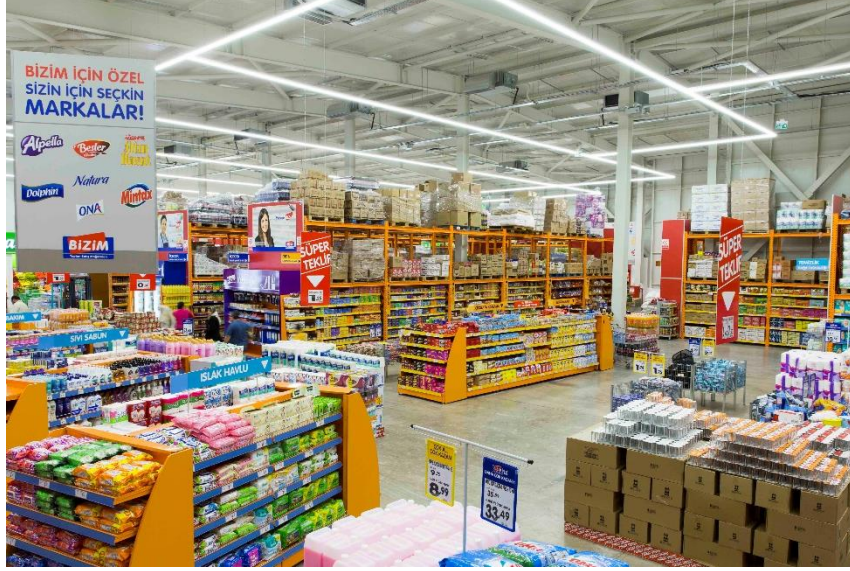
MTL	30.06.2022	30.09.2022	31.12.2022	31.03.2023	30.06.2023
<b>Current Liabilities</b>	<b>2.633,0</b>	<b>2.881,6</b>	<b>3.205,9</b>	<b>3.756,5</b>	<b>3.960,0</b>
Short-Term Financial Liabilities	99,4	101,5	108,8	140,5	205,2
Trade Payables	2.330,4	2.551,0	2.827,9	3.339,0	3.437,1
Other	203,2	229,1	269,2	277,0	317,6
<b>Non Current Liabilities</b>	<b>244,9</b>	<b>260,7</b>	<b>316,1</b>	<b>399,4</b>	<b>568,3</b>
Long-Term Financial Liabilities	180,6	183,5	203,4	285,7	441,6
Other	64,2	77,2	112,7	113,7	126,8
<b>Equity</b>	<b>276,9</b>	<b>311,5</b>	<b>490,4</b>	<b>445,4</b>	<b>345,2</b>
Paid in Capital	60,0	60,0	60,0	60,0	60,0
Other	155,5	159,4	152,1	415,9	346,2
Net Profit for the Year	61,5	92,1	278,4	- 30,6	- 61,0
<b>Total Liabilities and Equity</b>	<b>3.154,8</b>	<b>3.453,8</b>	<b>4.012,4</b>	<b>4.601,3</b>	<b>4.873,5</b>

# Shareholder Structure (30.06.2023)



(\*): According to Central Registration Agency data as of 31.06.2023

# Store Photographs





# Warehouse Photographs





# Franchising Store Photographs



# Contact Information

## Investor Relations

**İŞİL BÜK**

Head of Investor Relations



**isil.buk@bizimtoptan.com.tr**



**+90 216-559-1060**



**www.biziminvestorrelations.com**





This presentation contains forward-looking statements which are based on certain expectations and assumptions at the time of publication of this presentation and are subject to risks and uncertainties that could cause actual results to differ materially from those expressed in these materials. Many of these risks and uncertainties relate to factors that are beyond **BİZİM TOPTAN**'s ability to control or estimate precisely, such as future market and economic conditions, the behavior of other market participants, the ability to successfully integrate acquired businesses and achieve anticipated cost savings and productivity gains as well as the actions of government regulators. Readers are cautioned not to place undue reliance on these forward-looking statements, which apply only as of the date of this presentation. **BİZİM TOPTAN** does not undertake any obligation to publicly release any revisions to these forward-looking statements to reflect events or circumstances after the date of these materials. This presentation merely serves the purpose of providing information. It neither represents an offer for sale nor for subscription of securities in any country including Turkey. This presentation does not include an official offer of shares; an offering circular will not be published. This presentation is not allowed to be reproduced, distributed or published without permission agreement of **BİZİM TOPTAN**. The figures in this presentation are rounded to provide a better overview. The calculation of deviations is based on figures including fractions. Therefore rounding differences can occur.