

ŞOK ANNOUNCES THE FINANCIAL RESULTS OF SECOND QUARTER OF 2018

Şok Marketler T.A.Ş. ("Şok"), Turkey's fastest-growing grocery retailer in terms of revenue and having successfully completing one of Turkey's largest public offerings in the last decade has announced its financial results of the period ended 30 June 2018.

The Group calculates the adjusted EBITDA (earnings before interest, tax, depreciation and amortization, other income and expense royalty expense effect and Teközel wholesale









(1)

Results Of The Second Quarter of 2018

<u>Turkey's fastest-growing grocery retailer in terms of revenue, continued to deliver strong</u> financial and operational results

During Q2 2018, the Company continued to open new stores in an accelerated way and 632 net new stores were opened in H1 reaching 5.732 Şok stores format in 81 provinces of Turkey. Additionally, 208 UCZ stores converted into "Şok Mini" in H1.

Thanks to new store openings and the growth demonstrated by Like for Like stores, Şok's sales revenue has increased by 33% to TL 2.9 billion from TL 2.2 billion in Q2 2018. YTD sales revenue has increased by 34% to TL 5.5 billion from TL 4.1 billion in H1.

The Company's LFL sales/store started to rise in Q2 as anticipated and showed 13.2% increase. The momentum in growth of number of customers continued.

Gross profit margin in Q2 2018 period increased by 0.8 points to 23.7% compared to same period last year. H1 Gross profit margin increased by 0.6 points to 23.5% compared to 2017.

The Company's EBITDA increased by 49%, reaching TLm 137.7 from TLm 92.3 in Q2 2018. YTD EBITDA increased by 46%, reaching TLm 227.4 from TLm 155.5.

In Q2 2018 EBITDA margin increased by 0.5 points to 4.8% compared to same period last year. H1 EBITDA margin increased by 0.4 points to 4.2% compared to same period last year.

The Company completed its initial public offering successfully, resulting in TL b. 2.6 proceeding and therefore significant improvement in the Company's financial structure.

The Company recorded TLm 323.0 deferred tax income from the use of its carried forward losses, thanks to improvement in the profitability and stronger financial structure following the public offering. The net profit for the period became TLm 110 in H1 2018 while there is TLm -186 loss in H1 2017.

The Company's net debt is almost cleaned up and decreased from TLb 2.2 to TLb 0.1, thanks to the public offering proceedings.

Sok Marketler hereby announces that its consolidated second quarter 2018 financial results will be released on August 09, 2018.

Sok Marketler CEO Mr. Uğur DEMİREL and CFO Mr. Ziya KAYACAN will hold a briefing and a presentation to discuss the financial and operational results on Friday, August 10, 2018 4:00:00 PM EET.The presentation will be followed by a Q&A session.

Conference Call Details are as follow;

Language : English

Event date & time: Friday, August 10, 2018 4:00:00 PM PM ISTANBUL TIME (09:00 AM NEW YORK, 02:00 PM LONDON).

Dial in number(s)

France Toll: +33170710159 PIN: 64722328# Germany Toll: +4969222225429 PIN: 64722328# Qatar Toll-Free: 00800100468 PIN: 64722328# Turkey Toll: +902123755127 PIN: 64722328#

United Arab Emirates Toll-Free: 800035703603 PIN: 64722328#

United Kingdom Toll: +442071943759 PIN: 64722328# United States Toll-Free: 8442860643 PIN: 64722328#

http://event.onlineseminarsolutions.com/wcc/r/1809982-1/E8A2B41A3A610F3C68F8BA5FCD95F5C5?partnerref=rss-events

This link gives participants access to the live event. This URL can be distributed for posting on various websites, or for inclusion in email notifications.

Participants are requested to connect ten minutes prior to the time set for the conference calls Slides: A slide presentation will be available as of 10th of August at the time of webcast for viewing and downloading in our website https://sokmarketyatirimciiliskileri.com/en/

About Şok

Şok offers their customers a "one-stop shop" experience for substantially all of their core shopping needs at the closest sale points to their homes, through 5.732 Şok stores, 25 warehouses, and over 27.000 employees in all 81 provinces of Turkey.

Sok is expanding its store network continuously and rapidly to reach the customers more effectively.

Since the beginning of 2015, it has opened an average of 3 stores per day and opened 699 stores in 2015, 1.000 stores in 2016, 1.100 stores in 2017 and 632 stores in H1 2018. The Company has renewed 2.747 of its stores in order to create a pleasant atmosphere and to provide an easy shopping experience to the customers.

Şok enlivened brands such as Mis, Piyale, Mintax, Evin, and Amigo that represent heritage in the local customers memories and that were considered as national brands at past, and brought these values back in the economy. It offers these deep-rooted, nostalgic, and recognized special brands, which have a strong brand perception, to its customers at affordable prices.

In its rich product portfolio, Şok offers their customers more choices by keeping our exclusive brands together with national brands and meet the shopping needs of the customers to a great extent. Şok offers its customers high-quality products that are easily accessible at affordable prices.

Şok delivers the daily fruits and vegetables "from its warehouses to its stores" within 24 hours, ensuring that they reach its customers while they are still fresh.

Şok is one of the leading retailers in Turkey for personal cleaning and care products. It offers our customers a wide range of products in this area.

Şok aims to provide the best service to its customers with its differentiated business model, "everyday low price" strategy, and our different campaigns.

That's why Şok says 'Şok is more than enough'.

Şok is listed on Stock Exchange Istanbul with SOKM code. For more information, please visit www.sokmarket.com.tr .

Forward Looking Statements

Any statements set forth herein that are not historical facts are forward-looking statements that involve risks and uncertainties that could cause actual results to differ materially from those in the forward-looking statements. Forward looking statements can be recognized by the use of words such as "expects," "plans," "will," "could", "estimates," "projects," "intends," or words of similar meaning. Such forward-looking statements speak only as of the date of this press release, and are not guarantees of future performance. Such forward looking statements involve risks and uncertainties that may cause actual results, performance or financial condition to materially differ from those expressed or implied in the forward-looking statements as a result of various factors and assumptions.

The Company undertakes no obligation to revise forward-looking statements to reflect events or circumstances after the date of this press release. Potential risks and uncertainties including changes in applicable regulations, and other information detailed from time to time in the Company's filings and future filings with the Borsa Istanbul or the Turkish Capital Markets Board. Accordingly, although the Company believes that the expectations reflected in such forward-looking statements are reasonable, there can be no assurance that such expectations will prove to be correct.

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| Financial | Tobles | Cummor | . 1 | TI \ | |
|------------------|--------|---------|-----|------|---|
| Financial | rables | Summary | / (| |) |

| | Q2 | Q2 | | H1 | H1 | |
|--------------------------------------|---------|---------|--------------|---------|---------|---------|
| | 2018 | 2017 | ∆ (%) | 2018 | 2017 | Δ (%) |
| TL m | | | | | | |
| Net Sales | 2.883,9 | 2.167,8 | 33% | 5.453,4 | 4.072,8 | 34% |
| Gross Profit | 683,0 | 496,1 | 38% | 1.280,1 | 929,6 | 38% |
| Gross Profit % | 23,7% | 22,9% | 0,8 Ppt | 23,5% | 22,8% | 0,6 Ppt |
| Marketing, selling & GA expenses (-) | 595,4 | 447,2 | 33% | 1.149,1 | 855,6 | 34% |
| EBITDA (adjusted) | 137,7 | 92,3 | 49% | 227,4 | 155,5 | 46% |
| EBITDA % | 4,8% | 4,3% | 0,5 Ppt | 4,2% | 3,8% | 0,4 Ppt |
| EBITDAR | 269,6 | 190,6 | 41% | 482,5 | 342,4 | 41% |
| EBITDAR % | 9,3% | 8,8% | 0,6 Ppt | 8,8% | 8,4% | 0,4 Ppt |
| Net Profit / (Loss) for the Period | 229,5 | (77,2) | 397% | 110,2 | (185,5) | 159% |
| | | | | | | |
| Consolidated Balance Sheet Summar | y (TLm) | | 30-Ju | n-18 | 31- | Dec-17 |
| Cash & cash equivalents | | | 4 | 14,8 | | 92,1 |
| Trade receivables | | | 1 | 30,8 | | 267,6 |
| Inventories | | | 7 | 23,0 | | 636,2 |
| Other current assets | | | | 69,3 | | 80,6 |

| Consolidated Balance Sheet Summary (TLm) | 30-Jun-18 | 31-Dec-17 |
|--|-----------|-----------|
| Cash & cash equivalents | 414,8 | 92,1 |
| Trade receivables | 130,8 | 267,6 |
| Inventories | 723,0 | 636,2 |
| Other current assets | 69,3 | 80,6 |
| Total Current Assets | 1.337,9 | 1.076,6 |
| Property & equipment | 935,9 | 849,5 |
| Intangible assets | 678,8 | 677,0 |
| Other non-current assets | 294,4 | 5,7 |
| Non-Current Assets | 1.909,2 | 1.532,3 |
| Total Assets | 3.247,0 | 2.608,9 |
| Consolidated Balance Sheet Summary (TLm) | 30-Jun-18 | 31-Dec-17 |
| Short term financial liabilities | 360,5 | 1.504,9 |
| Trade payables | 2.171,6 | 2.193,1 |
| Other current payables | 204,7 | 794,2 |
| Total Current Liabilities | 2 726 7 | 4 402 2 |

| Trade payables | 2.171,0 | 2.193,1 |
|-------------------------------|---------|-----------|
| Other current payables | 204,7 | 794,2 |
| Total Current Liabilities | 2.736,7 | 4.492,2 |
| Total Non Current Liabilities | 208,2 | 301,7 |
| Shareholder's equity | 301,2 | (2.022,5) |
| Non-controlling interests | 0,9 | (162,4) |
| Total Equity | 302,1 | (2.185,0) |
| Total Liabilities and Equity | 3,247.0 | 2.608,9 |

⁽¹⁾ Adjusted EBITDA Q22018. Defined as operating profit / loss plus depreciation & amortisation, before other income / (expense), historical royalty payments on brands acquired and results of Non-Şok operations of Teközel (2) Adjusted EBITDAR defined as operating profit / loss plus depreciation & amortisation, before rent, other income / (expense), historical royalty payments on brands acquired and results of Non-Şok operations of Teközel