ŞOK

2Q2020
WEBCAST PRESENTATION

August 17th, 2020

Agenda

- 2Q’20 & 1H’20 Highlights
- General Overview
- Financial Results
- Q&A

YILDIZ ★ HOLDING

2Q'20 & 1H'20 Highlights

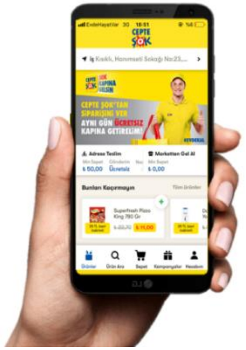
2Q'20

New Store Openings
225

Net Sales
5,2 billion TL
Net Sales Growth
30,9%
LFL Growth
17,3%

Total Number of Stores
7.661

+



Gross Profit Margin
23,2%

EBITDA (exc. IFRS 16)
291,6 million TL
EBITDA Margin
5,6%

EBITDA (inc. IFRS 16)
486,8 million TL
EBITDA Margin
9,3%

Net Income (exc. IFRS 16)
81 million TL
Margin
1,6%

Net Income (inc. IFRS 16)
50,3 million TL
Margin
1,0%

CAPEX
104,3 million TL

1H'20

New Store Openings
446

Net Sales
9,9 billion TL
Net Sales Growth
31,9%
LFL Growth
17,5%

Gross Profit Margin
23,6%

EBITDA (exc. IFRS 16)
570,6 million TL
EBITDA Margin
5,8%

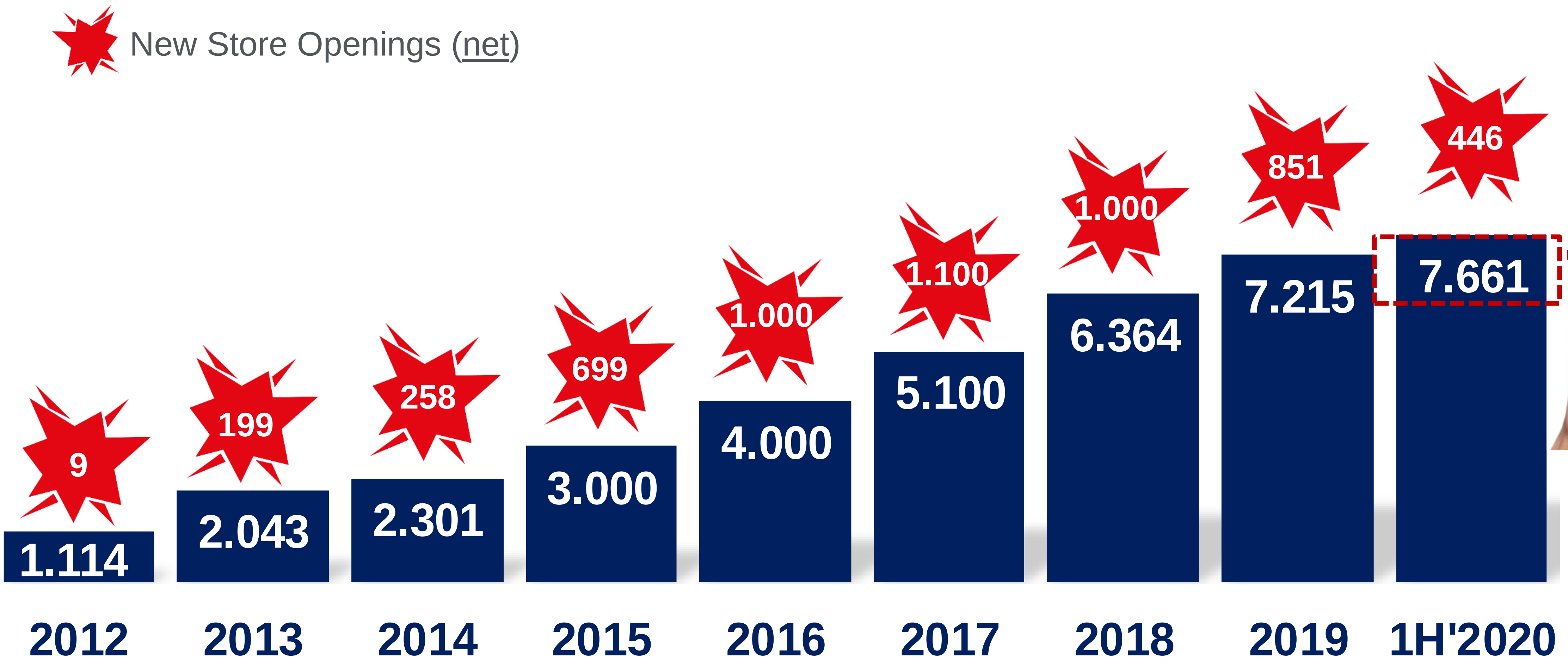
EBITDA (inc. IFRS 16)
950,3 million TL
EBITDA Margin
9,6%

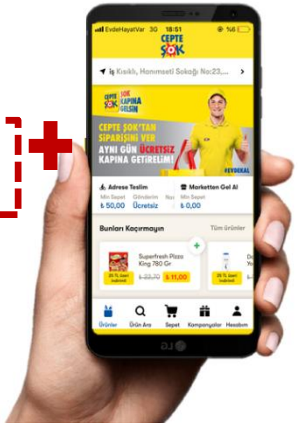
Net Income (exc. IFRS 16)
112,6 million TL
Margin
1,1%

Net Income (inc. IFRS 16)
55,6 million TL
Margin
0,6%

CAPEX
196,1 million TL

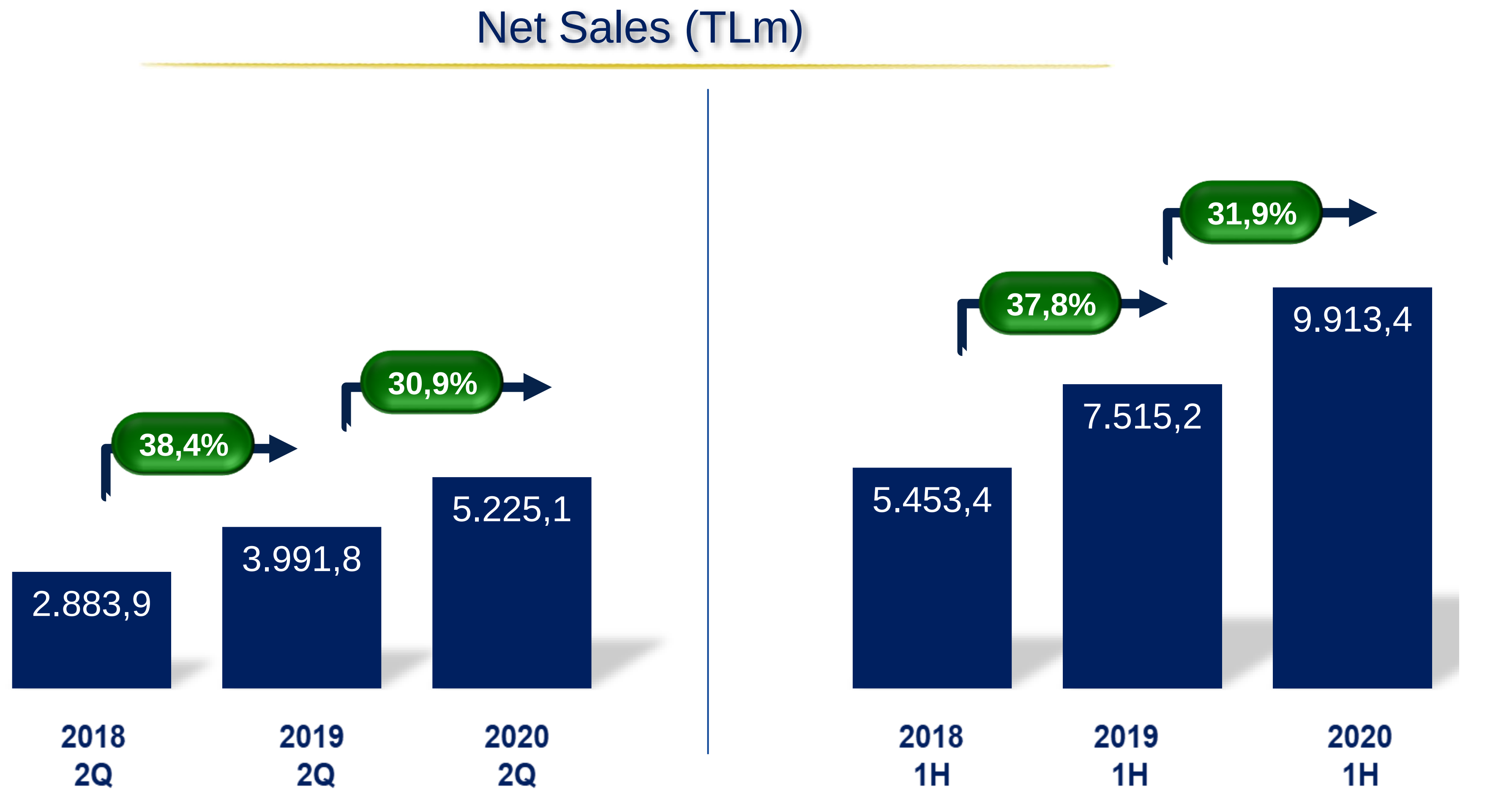
Store Expansion inline with Target





(*) As of June, 2020, the Group has a total of 7.661 stores (7.338 Şok Stores, 323 Şok Mini Stores) and 29 warehouses.

Sustainable Revenue Growth



Net Sales grew by **30,9% in 2Q'20 and 31,9% in 1H'20** thanks to new store openings and high demand following COVID-19

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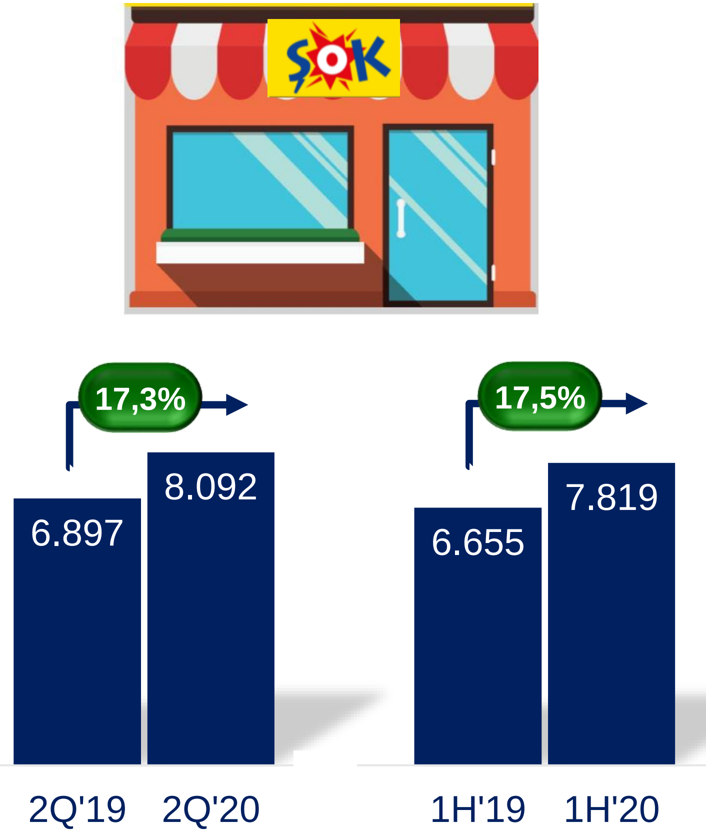
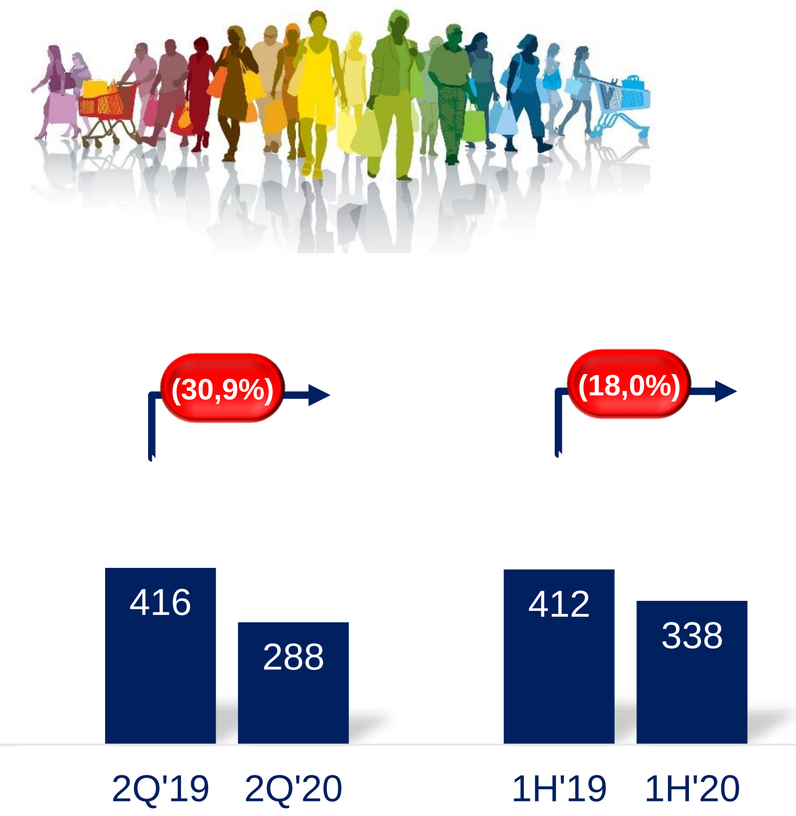
Continuing Growth in LFL Store Sales

LFL Daily Average Sales / Store (TL)



LFL Daily Average Customer / Store



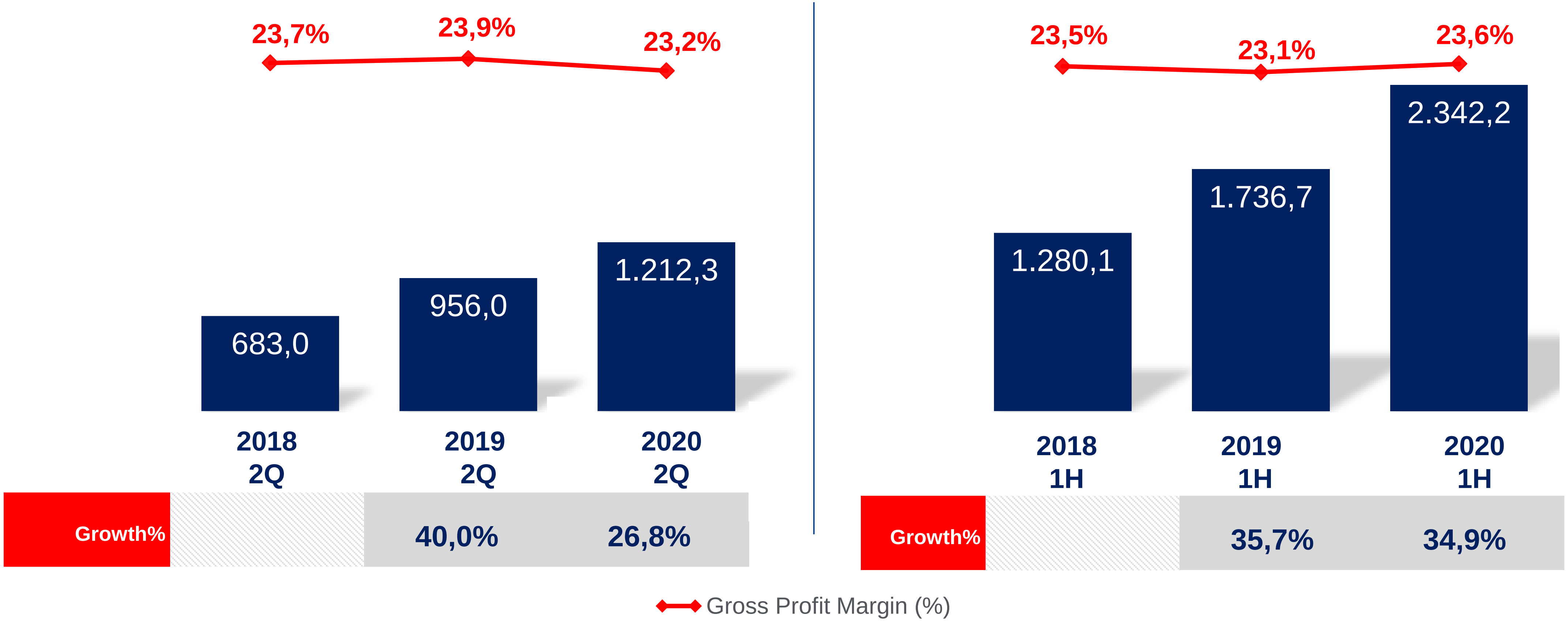
LFL Daily Avg. Basket Size / Store (TL)

(1) The above Like-for-like daily figures (sales, customer & basket size) for 2Q &1H are calculated on the basis of daily figures generated in 2Q'20 & 1H'20 over 2Q'19 & 1H'19 by 5.425 stores operating on 30.06.2018 and that were still open on 30.06.2020. The calculations are made over 181 days in each period.

(2) Taking into account the fact that 1H2020 is 182 days vs 2Q2019 is 181 days ; Total like-for-like sales growth is 18,1%, total like-for-like customer decline is 17,5% and total like-for-like basket size growth is 43,1%

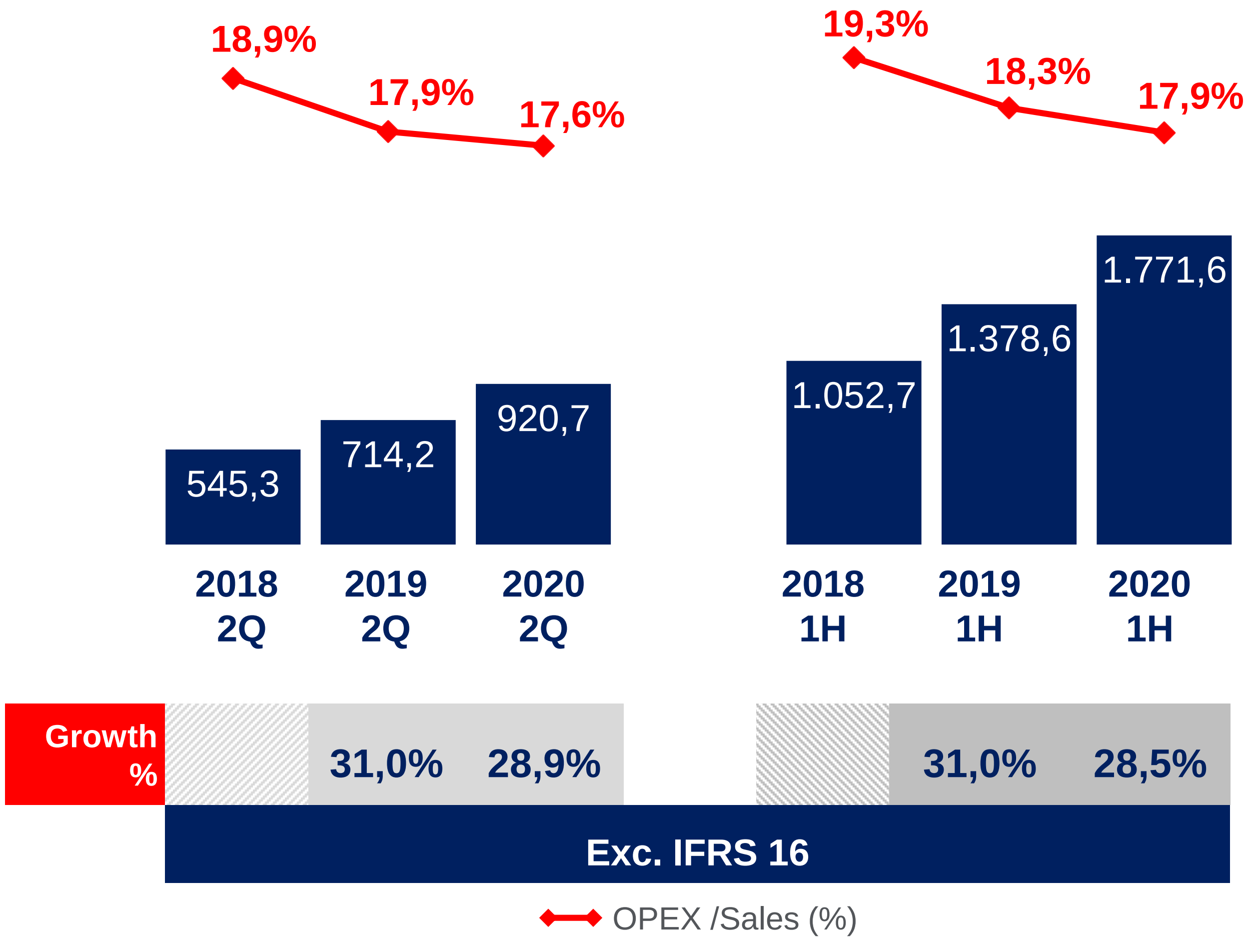
Gross Profit – Margin Improvement

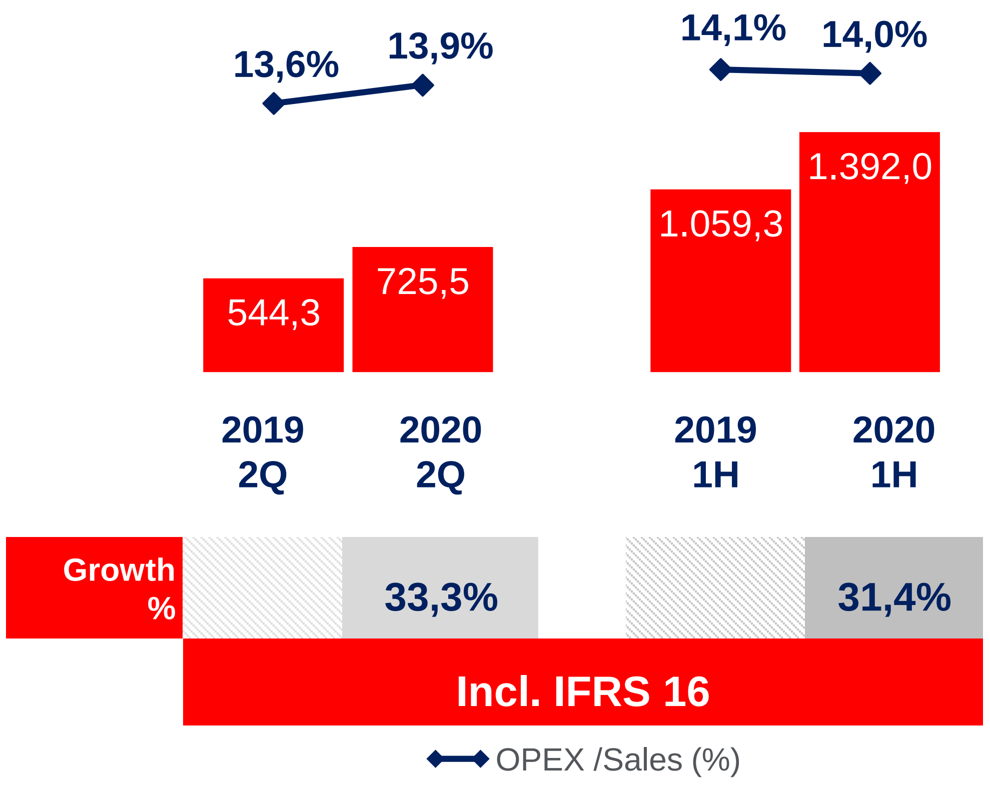
Gross Profit (TLm)



OPEX- Successful Cost Management & Increasing Operating Leverage

Operating Expenses (TLm) (excl Amortisation)





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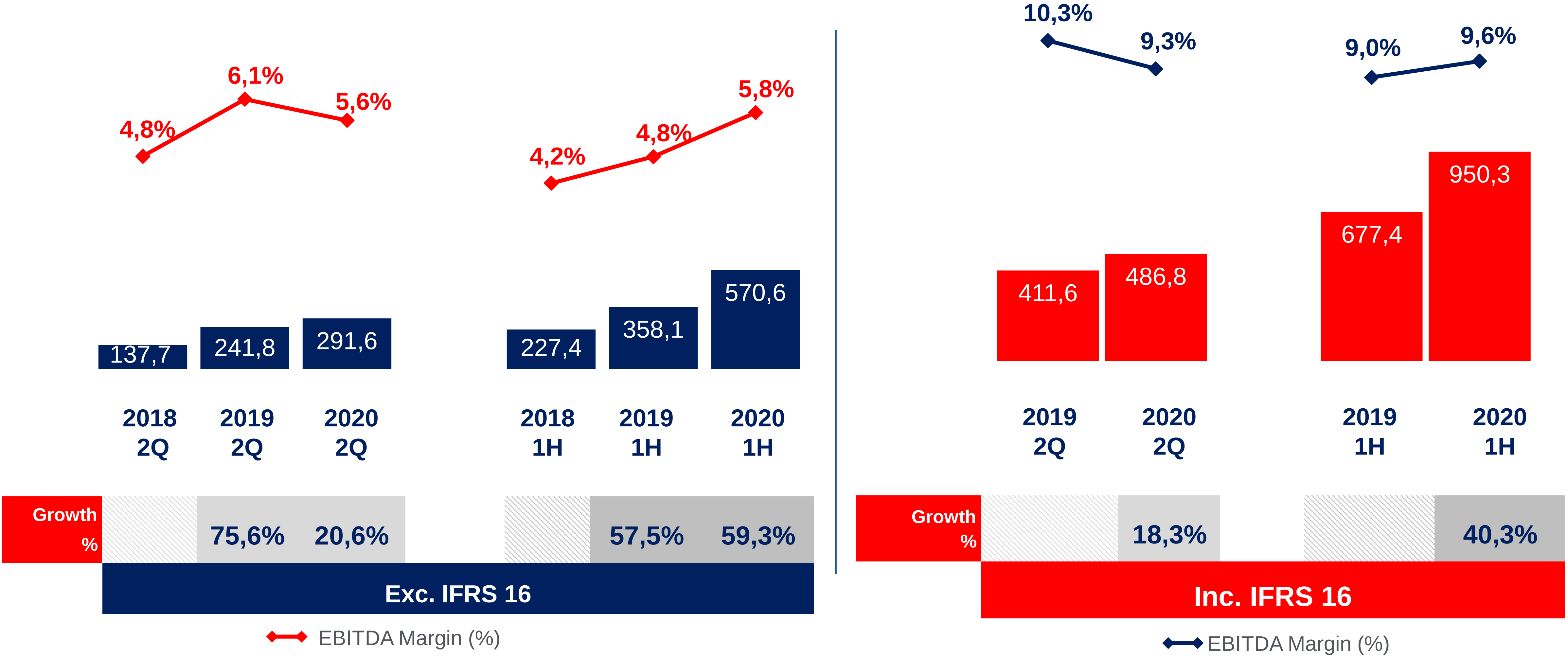
EBITDA – Margin Improvement

EBITDA (mTL)



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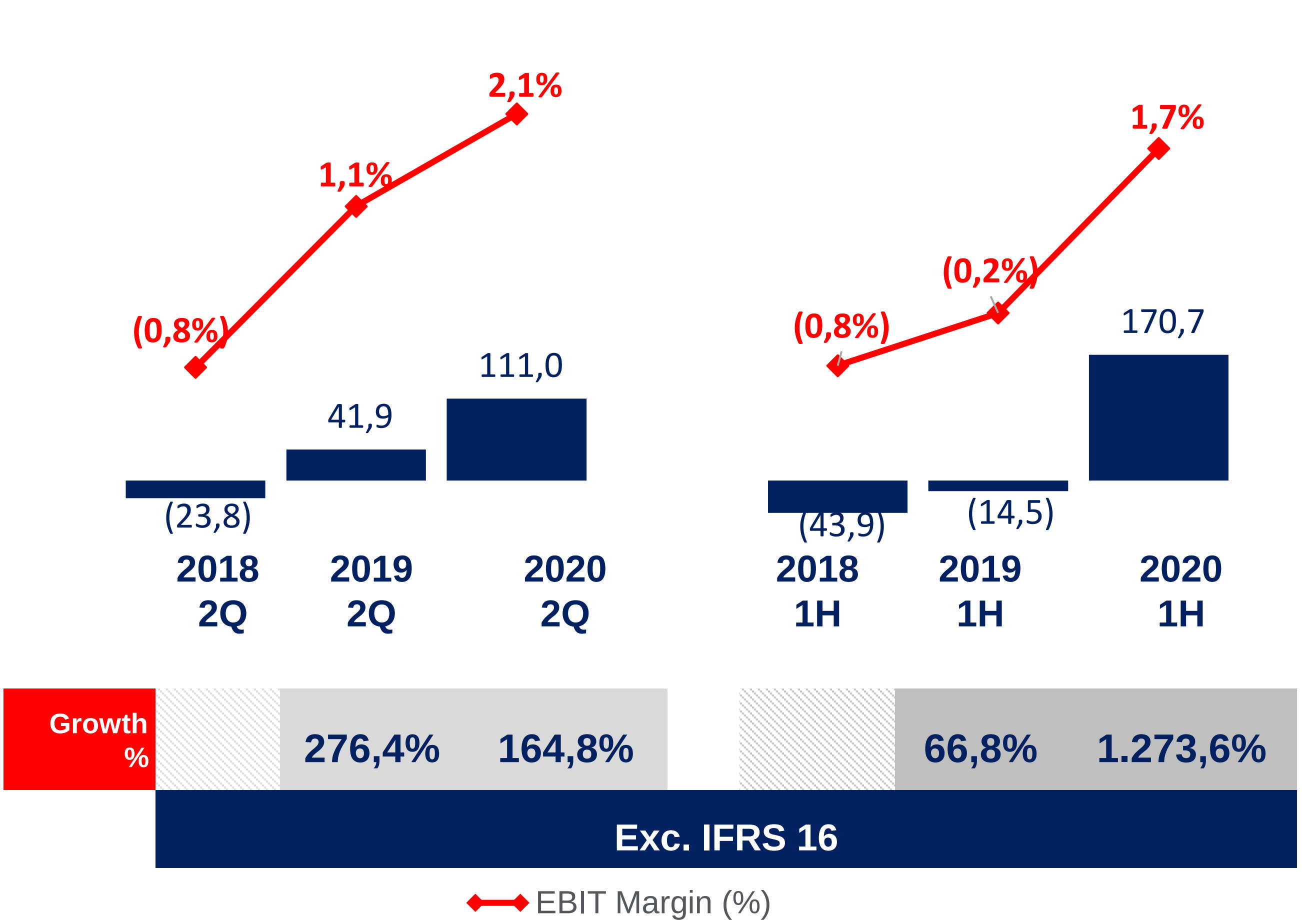
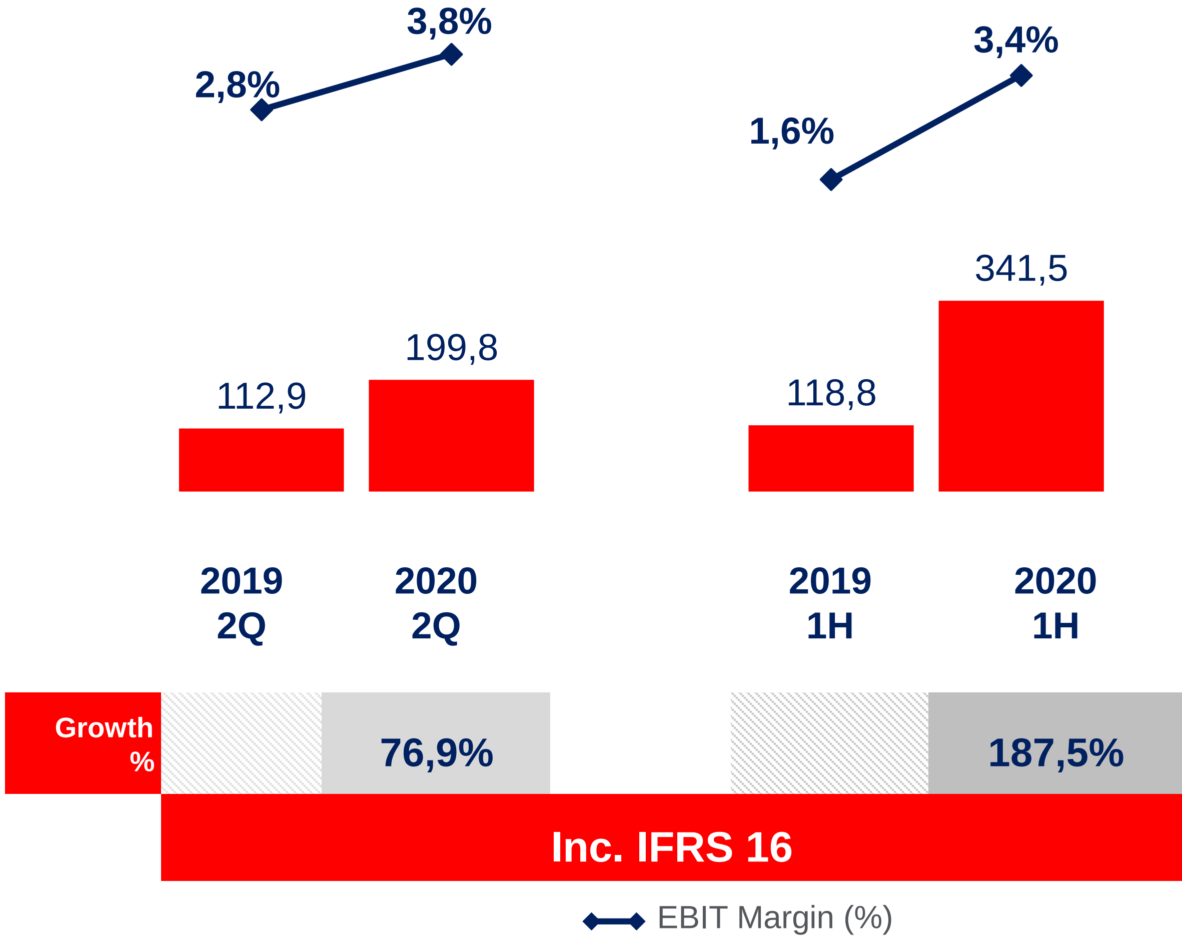
EBIT- Profitability Improvement

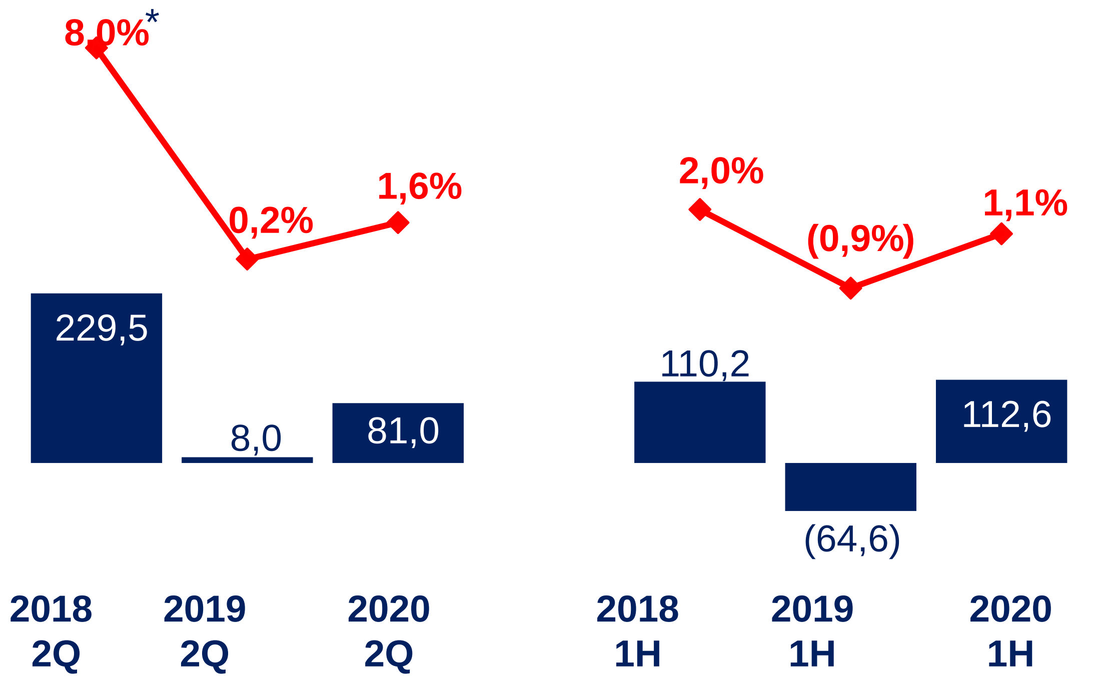
Operating Profit (EBIT) (TLm)



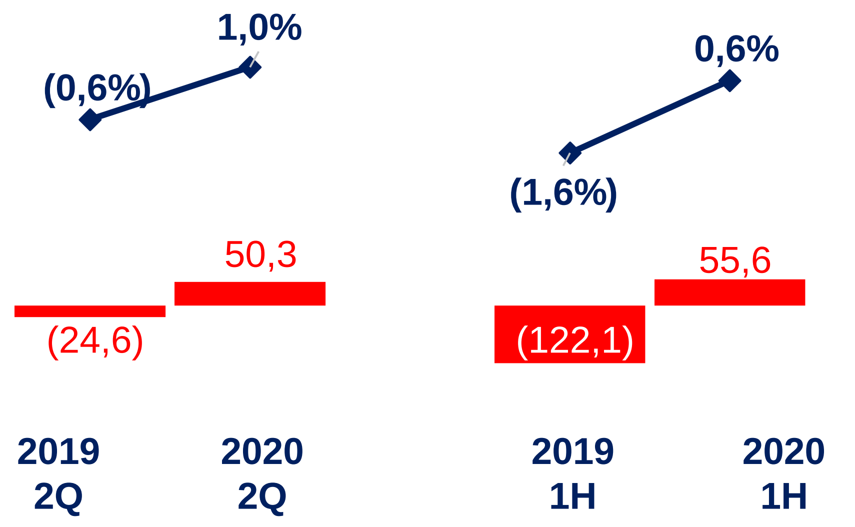


Net Profit

Net Profit (TLm)



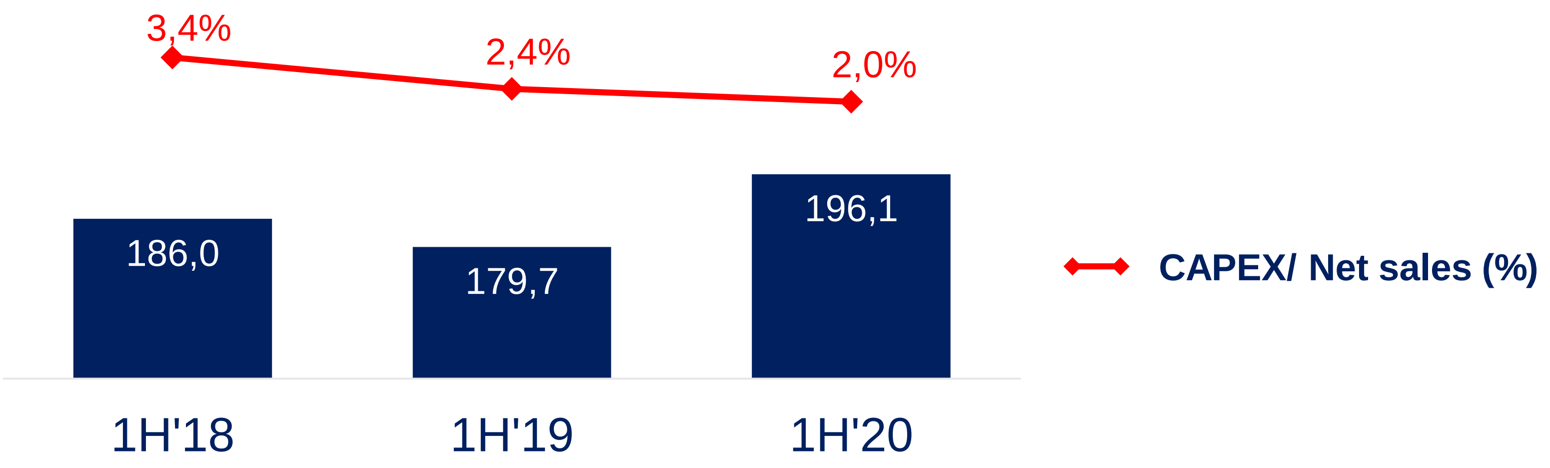
Growth %		(96,5%)	915,2%		(158,6%)	274,3%
	Exc. IFRS 16					



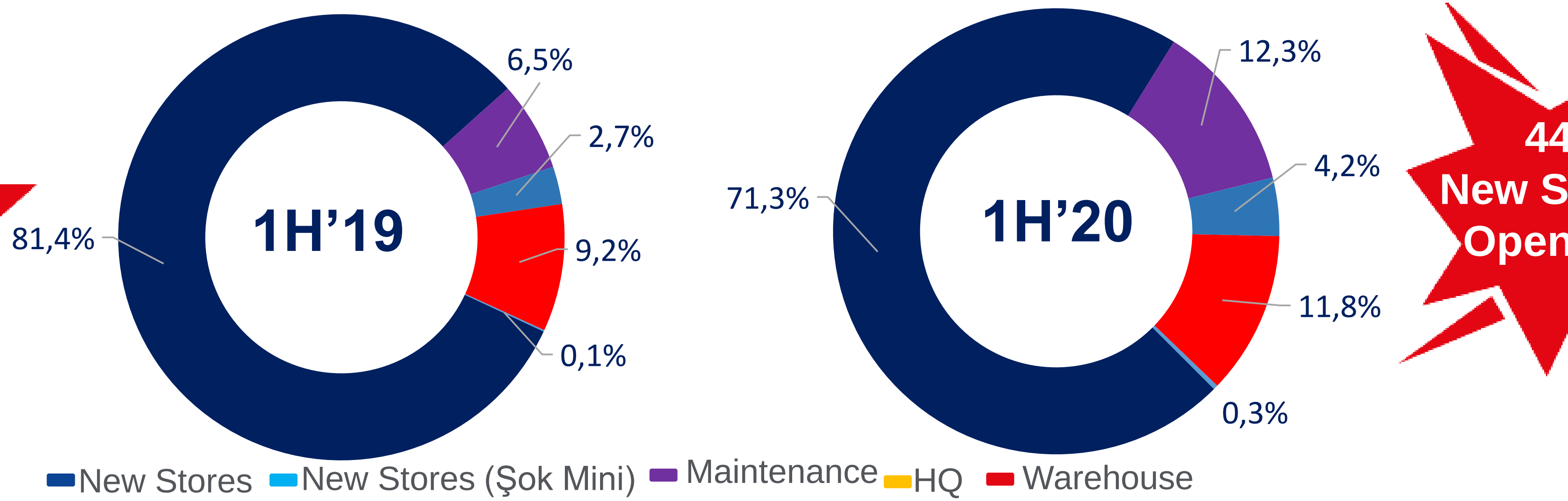
Growth %		304,4%		145,5%
	Inc. IFRS 16			

* 2018 net profit figure includes one off Deferred Tax Income of 331 million TL resulting from carried forward tax losses

Effective CAPEX Management (TLm)



480* New Stores Openings

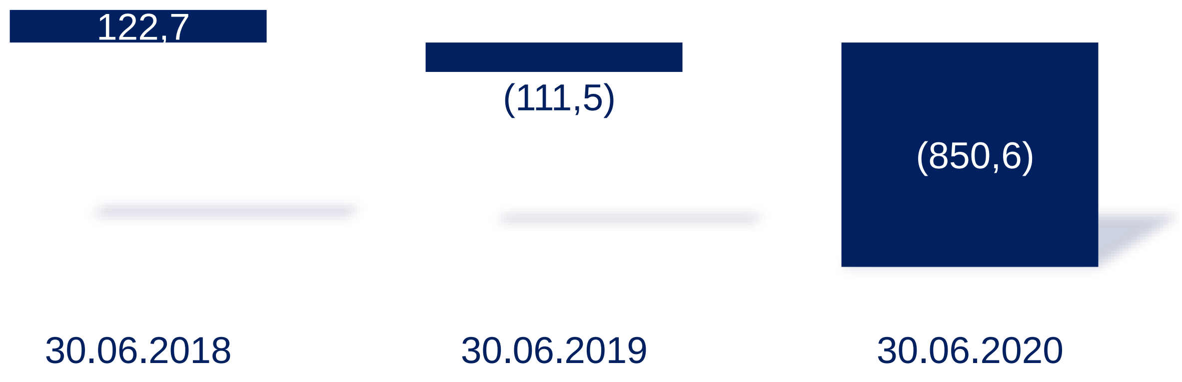


446* New Stores Openings

* Including Şok and Şok Mini, net of closings

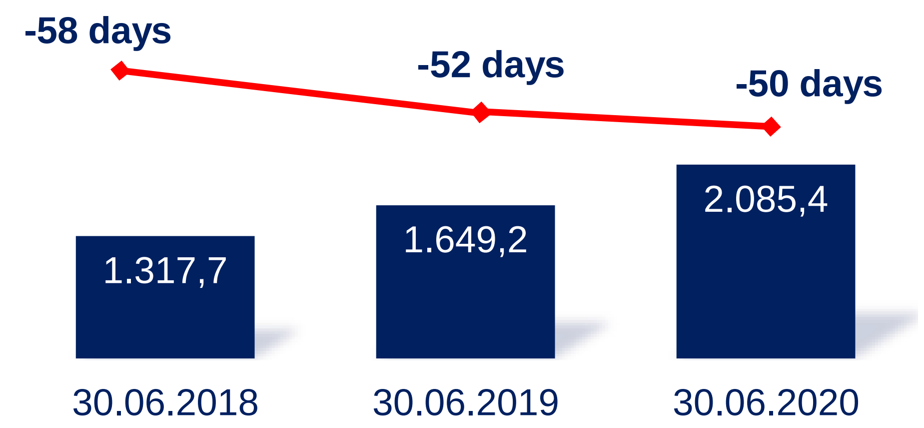
Strong Balance Sheet

Net Debt/ (Cash) (TLm)

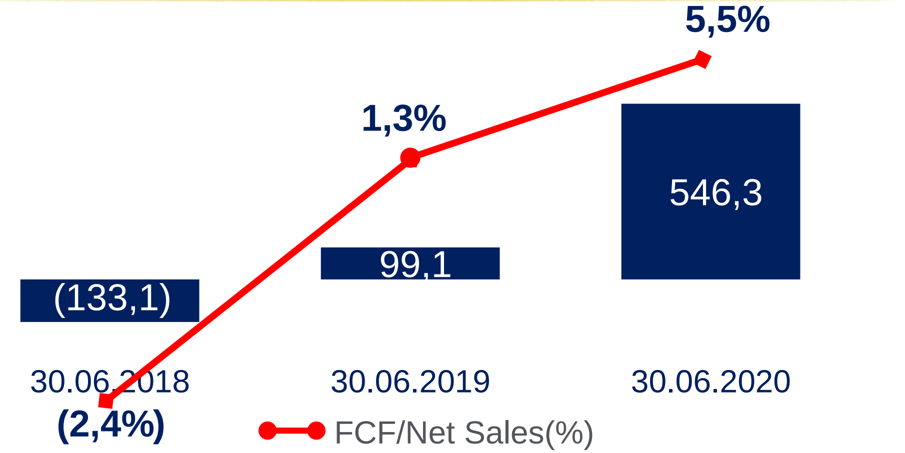


TLm	30.06.2018	30.06.2019	30.06.2020
Short Term Borrowings	278,4	75,8	0
Obligations under Financial Lease	259,1	162,3	68,4
Total Debt	**537,5**	**238,1**	**68,4**
Cash & Cash Equivalents	(414,8)	(349,6)	(918,9)
Net Debt / (Cash)	**122,7**	**(111,5)**	**(850,6)**

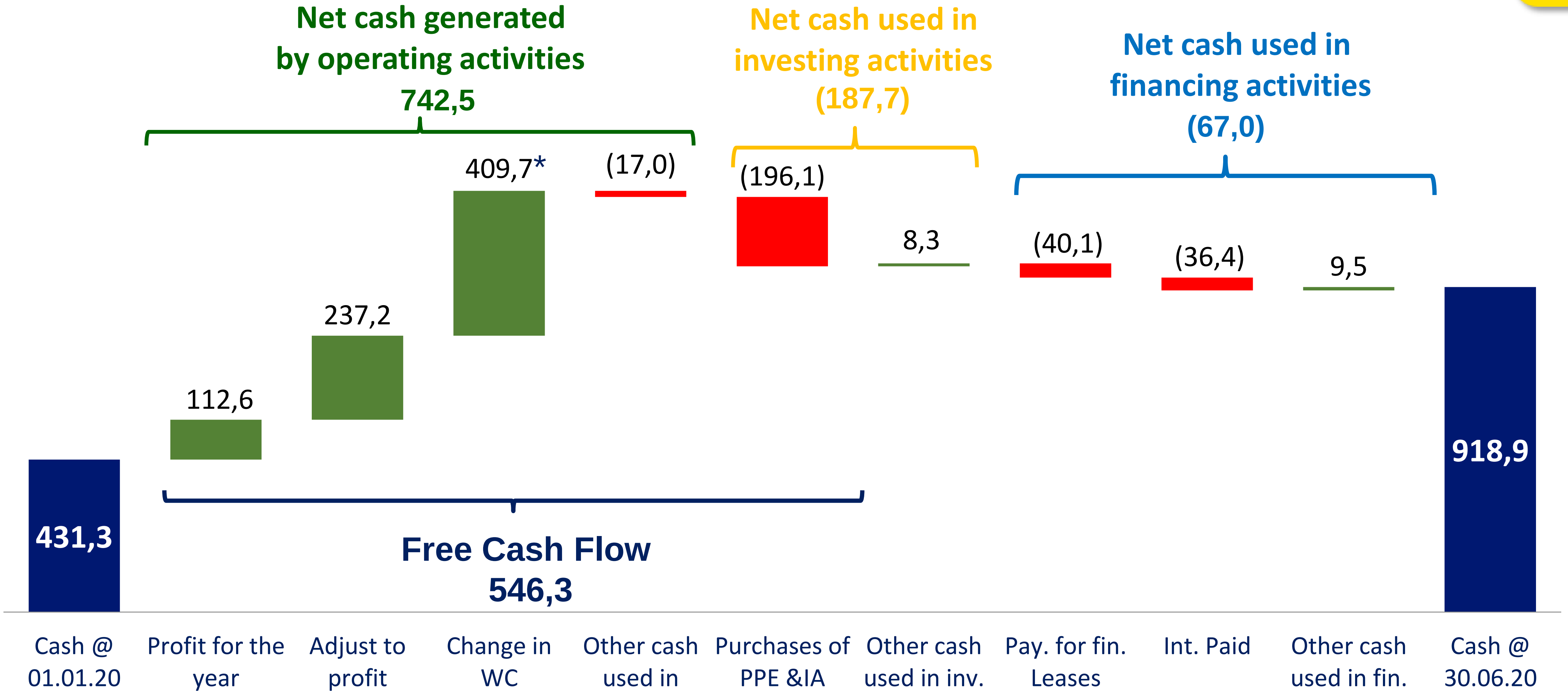
Net Working Capital (TLm)



Free Cashflow (TLm) (Exc. IFRS 16)



Strong Cash Flow (exc. IFRS 16)



* 230,0 million of the cash generation comes from the deferral of tax and social security payments.

** Details of cash flow are also reported at IFRS Report (Page 57.)

2020 Guidance

New Store Openings	+750 (+/-50)
Net Sales	24% (+- 2%)
EBITDA Margin (excl. IFRS 16)	5,5% (+- 0,5%)
EBITDA Margin (incl. IFRS 16)	9,5% (+- 0,5%)
CAPEX	~350 million TL

2Q'19 & 2Q'20
Consolidated Income Statement

'million TL	Excl. IFRS 16			Incl. IFRS 16		
	2Q2019	2Q2020	Δ (%)	2Q2019	2Q2020	Δ (%)
Net Sales	**3.991,8**	**5.225,1**	**30,9%**	**3.991,8**	**5.225,1**	**30,9%**
Gross Profit	956,0	1.212,3	**26,8%**	956,0	1.212,3	**26,8%**
Gross Profit %	**23,9%**	**23,2%**	**-0,7 Ppt**	**23,9%**	**23,2%**	**-0,7 Ppt**
Marketing, selling & GA expenses (-)	(769,2)	(982,9)	**27,8%**	(698,2)	(894,1)	**28,1%**
Amortisation	(55,0)	(62,2)	**13,1%**	(153,9)	(168,6)	**9,6%**
Marketing, selling & GA expenses (-) (Excl Amortisation)	(714,2)	(920,7)	**28,9%**	(544,3)	(725,5)	**33,3%**
EBITDA	**241,8**	**291,6**	**20,6%**	**411,6**	**486,8**	**18,3%**
EBITDA %	**6,1%**	**5,6%**	**-0,5 Ppt**	**10,3%**	**9,3%**	**-1,0 Ppt**
Operating Profit (EBIT)	**41,9**	**111,0**	**164,8%**	**112,9**	**199,8**	**76,9%**
Financial Expense	**(36,5)**	**(14,2)**	**-61,1%**	**(148,2)**	**(141,4)**	**-4,6%**
Profit / (Loss) Before Tax	**6,7**	**99,9**	**1390,7%**	**(34,0)**	**61,9**	**282,1%**
Net Profit / (Loss) for the Period	**8,0**	**81,0**	**915,2%**	**(24,6)**	**50,3**	**304,4%**

1H'19 & 1H'20
Consolidated Income Statement

'million TL	Excl. IFRS 16			Incl. IFRS 16		
	1H2019	1H2020	Δ (%)	1H2019	1H2020	Δ (%)
Net Sales	**7.515,2**	**9.913,4**	**31,9%**	**7.515,2**	**9.913,4**	**31,9%**
Gross Profit	1.736,7	2.342,2	**34,9%**	1.736,7	2.342,2	**34,9%**
Gross Profit %	**23,1%**	**23,6%**	**0,5 Ppt**	**23,1%**	**23,6%**	**0,5 Ppt**
Marketing, selling & GA expenses (-)	(1.486,7)	(1.894,1)	**27,4%**	(1.353,3)	(1.723,2)	**27,3%**
Amortisation	(108,1)	(122,4)	**13,3%**	(294,0)	(331,2)	**12,7%**
Marketing, selling & GA expenses (-) (Excl Amortisation)	(1.378,6)	(1.771,6)	**28,5%**	(1.059,3)	(1.392,0)	**31,4%**
EBITDA	**358,1**	**570,6**	**59,3%**	**677,4**	**950,3**	**40,3%**
EBITDA %	**4,8%**	**5,8%**	**1,0 Ppt**	**9,0%**	**9,6%**	**0,6 Ppt**
Operating Profit (EBIT)	**(14,5)**	**170,7**	**1273,6%**	**118,8**	**341,5**	**187,5%**
Financial Expense	**(73,9)**	**(36,4)**	**-50,7%**	**(279,1)**	**(279,6)**	**0,2%**
Profit / (Loss) Before Tax	**(83,5)**	**138,5**	**266,0%**	**(155,3)**	**67,3**	**143,3%**
Net Profit / (Loss) for the Period	**(64,6)**	**112,6**	**274,3%**	**(122,1)**	**55,6**	**145,5%**

Balance Sheet (Assets)

'million TL	Excl. IFRS 16		Inc. IFRS 16	
	31.12.2019	30.06.2020	31.12.2019	30.06.2020
Cash & cash equivalents	431,3	918,9	431,3	918,9
Trade receivables	74,4	130,4	74,4	130,4
Inventories	1.329,7	1.539,1	1.329,7	1.539,1
Other current assets	27,3	27,3	25,0	24,2
Total Current Assets	**1.862,7**	**2.615,7**	**1.860,4**	**2.612,6**
Property & equipment	1.100,7	1.170,6	1.100,7	1.170,6
Intangible assets	685,3	687,2	685,3	687,2
Other non-current assets	209,3	186,2	2.061,4	2.132,4
Non-Current Assets	**1.995,3**	**2.044,0**	**3.847,4**	**3.990,2**
Total Assets	**3.858,1**	**4.659,7**	**5.707,8**	**6.602,8**

Balance Sheet (Liabilities and Equity)

'million TL	Excl. IFRS 16		Inc. IFRS 16	
	31.12.2019	30.06.2020	31.12.2019	30.06.2020
Short term financial liabilities	75,5	57,4	75,5	57,4
Trade payables	3.395,1	3.754,9	3.395,1	3.754,9
Other current payables	218,6	564,0	819,7	1.221,9
Total Current Liabilities	**3.689,2**	**4.376,3**	**4.290,3**	**5.034,2**
Total Non Current Liabilities	**78,8**	**72,1**	**1.444,4**	**1.531,3**
Shareholder's equity	88,5	209,7	(28,3)	36,1
Non-controlling interests	1,6	1,7	1,5	1,3
Total Equity	90,1	211,3	(26,9)	37,4
Total Liabilities and Equity	**3.858,1**	**4.659,7**	**5.707,8**	**6.602,8**

Cash Flow

'million TL	Excl. IFRS 16		Inc. IFRS 16	
	30.06.2019	30.06.2020	30.06.2019	30.06.2020
Profit/(loss) from continued operations	(64,6)	112,6	(122,1)	55,6
Adjustments related to reconciliation of net profit / (loss) for the period	**149,4**	**237,2**	**526,2**	**676,1**
Cash generated by / (used in) operations before changes in working capital	84,8	349,8	404,1	731,7
Changes in working capital :	**205,6**	**409,7**	**208,2**	**410,4**
Cash used in operations	290,4	759,5	612,3	1.142,1
Taxes, Payments for lawsuits, retirement benefits and unused vacs. etc.	(11,6)	(17,0)	(11,6)	(17,0)
A- Net cash generated by operating activities:	278,8	742,4	600,7	1.125,0
Purchases of property and equipment	**(176,6)**	**(190,5)**	**(176,6)**	**(190,5)**
Purchases of intangible assets	**(3,1)**	**(5,6)**	**(3,1)**	**(5,6)**
Free Cash Flow*	**99,1**	**546,3**	**421,0**	**929,0**
Other	6,8	8,3	6,8	7,2
B-Net cash used in investing activities	(172,9)	(187,7)	(172,9)	(188,9)
C-Net cash (used in) / generated from financing activities	(110,4)	(67,0)	(432,3)	(448,5)
NET CHANGE IN CASH AND CASH EQUIVALENTS (A+B+C)	**(4,5)**	**487,7**	**(4,5)**	**487,7**
D.CASH AND CASH EQUIVALENTS AT THE BEGINNING OF THE PERIOD	**354,1**	**431,3**	**354,1**	**431,3**
E.CASH AND CASH EQUIVALENTS AT THE END OF THE	**349,6**	**918,9**	**349,6**	**918,9**

Q&A


Mis
Pastörize Süt
Mis
Süt
ANADOLU MUTFAĞI
SOFRA LEZZETLERİ
YENİ
GÜÇLENDİRİLMİŞ FORMÜL
Gerçek Beyazlık
Gerçek Temizlik
Mintax
Matik
Evin
Piyale
AMIGO
VATAN
Domates Salçası
Tomato Paste
Net: 830 g ℮
Peki
Küp Gofret
KARMEN
KAKAOLU FINDIK KREMASI
DEREN
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KARMEN
SÜTLÜ ÇİKOLATA KAPLAMALI SANDVİÇ BİSKÜVİ

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