



Uğur DEMİREL- CEO
Ziya KAYACAN- CFO

A collection of various Turkish food products including Mis DOĞAL Süt, Anadolu Mutfakları, Mintax Matik, Piyale, Evin Ayçiçeği Yağı, Karmen Kreması, Vatan Domates Salçası, Peki Küp Gofret, and Deren Domates Püresi.



- Q3 & 9M Highlights
- General Overview
- Financial Results
- Q&A

Q3 & 9M Highlights

- ✓ **Continuing Store expansion** in line with our business plan.
 - ✓ **Strong top line growth** through both new store openings and LFL stores
 - ✓ **LFL sales growth** accelerated as anticipated!
 - ✓ **Gross and EBITDA margin** improvement continued
 - ✓ **Leverage position** substantially improved
 - ✓ **Positive Net income** through operational performance
- 



Continuing growth story

Q3'18

TL 3,3bn
Net Sales

37,2%
Net Sales
Growth

19,9%
LFL Sales ⁽²⁾
Growth Per
Store

TL 228,1m
EBITDA ⁽³⁾
7,0% EBITDA
Margin⁽⁴⁾

219
New
Şok Stores ⁽¹⁾

1
New
Warehouse

9M'18

TL 8,7bn
Net Sales

35,1%
Net Sales
Growth

15,4%
LFL Sales ⁽²⁾
Growth Per
Store

TL 455,5m
EBITDA ⁽³⁾
5,2% EBITDA
Margin⁽⁴⁾

851
New
Şok Stores ⁽¹⁾

1
New
Warehouse

6.211
Stores

(1) Net Store openings in 3Q2018 & 9M2018.

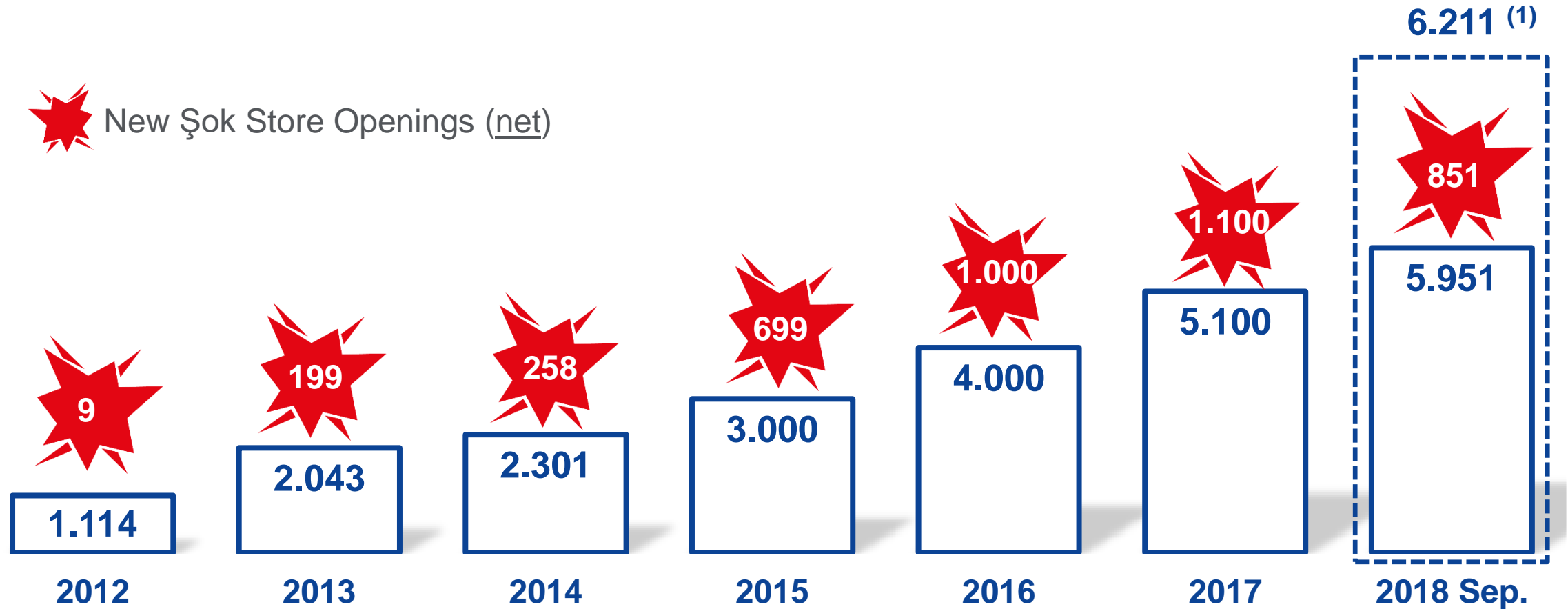
(2) LFL sales for 30 September 2018 calculated on the basis of daily net sales generated in 2018 by stores operating on 30 September 2016 and that were still open on 30 September 2018.

(3) Refers to the Company's Consolidated adjusted EBITDA (earnings before interest, tax, depreciation and amortization, other income and expense royalty expense effect and Teközel wholesale operation)

(4) Refers to the Company's Consolidated Adjusted EBITDA Margin divided by net sales revenue.

(5) 6.211 stores include 260 Şok Mini stores.

ŞOK Annual +1.000 store target!

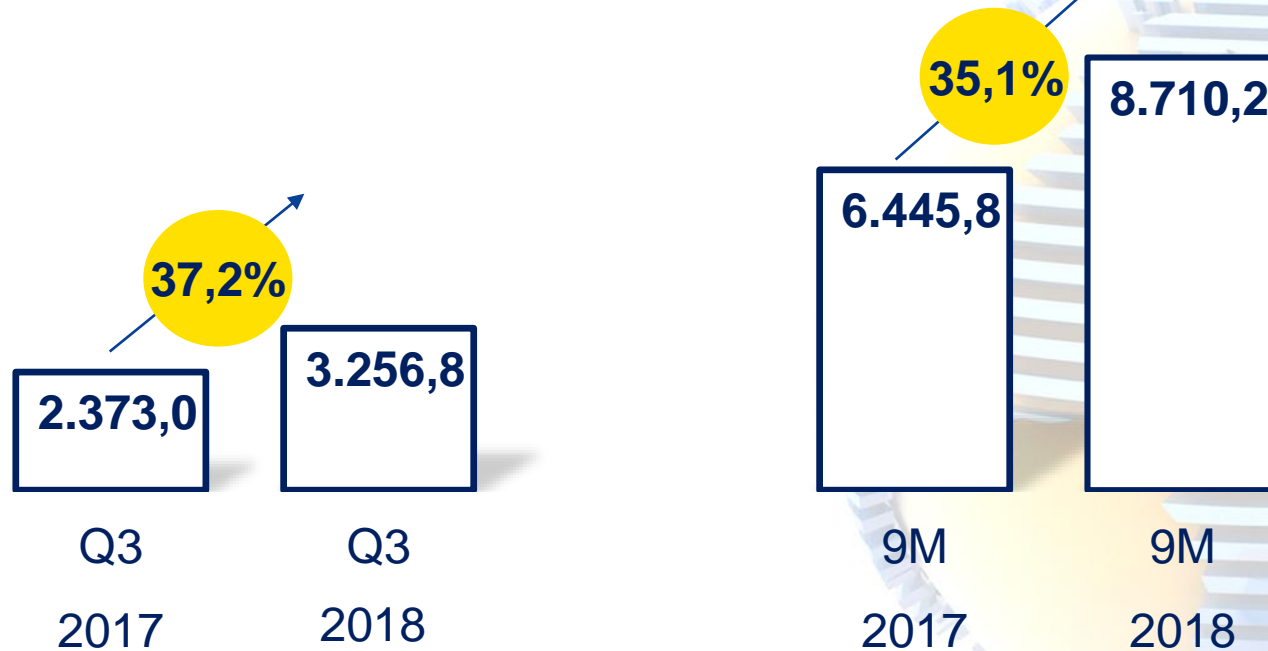


(1) As of 30 September 2018, the Group has a total of 6,211 stores (5,951 Şok Stores, 260 Şok Mini Stores) and 25 warehouses.

(2) As of 30 September 2017, Group has 4,959 stores and 24 warehouses.

Sustainable revenue growth

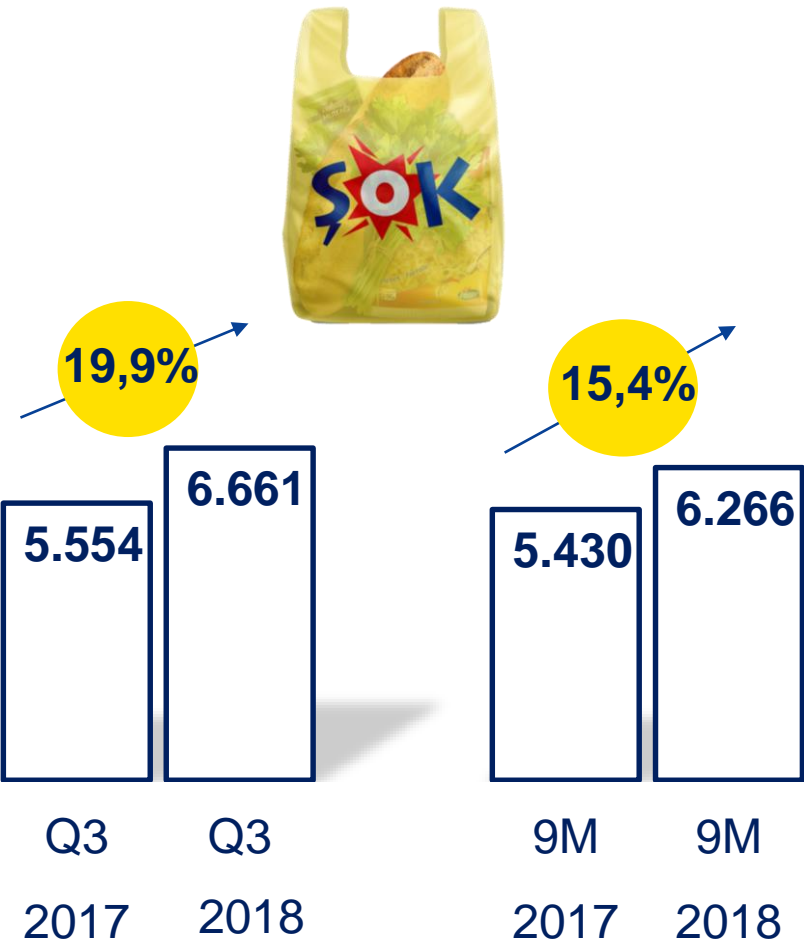
Net Sales (TLm)



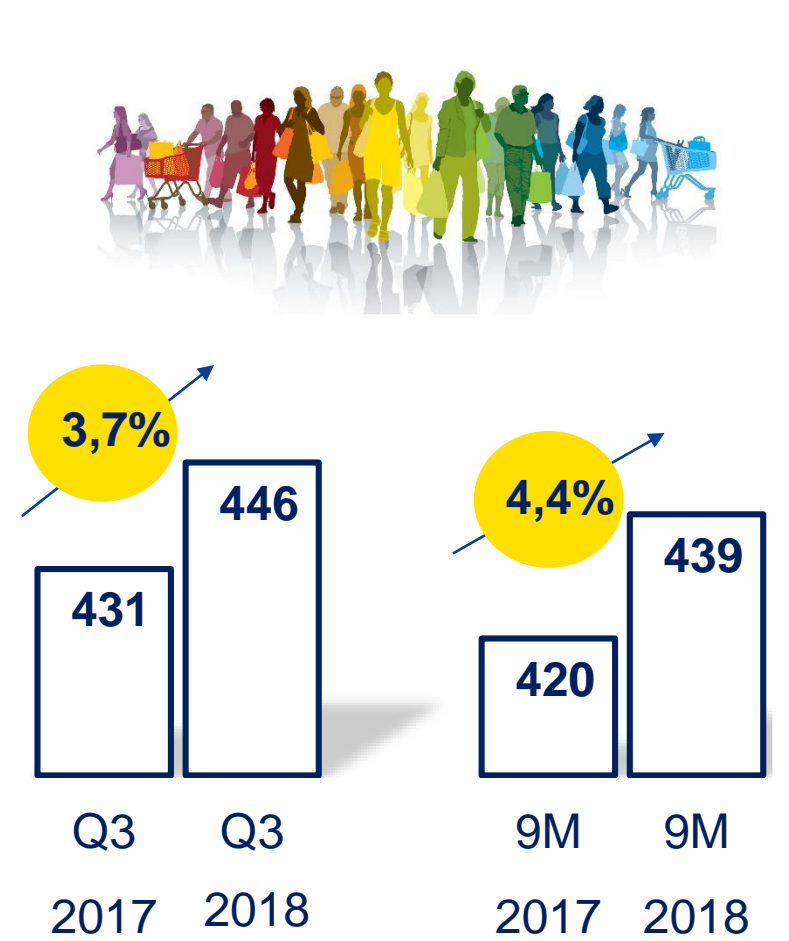
Net Sales grew by **+37,2% in 3Q'18** and **+35,1% Y-o-Y in 9M2018** with the impact of both new store openings and LFL stores.

Continuing growth in LFL Store Sales

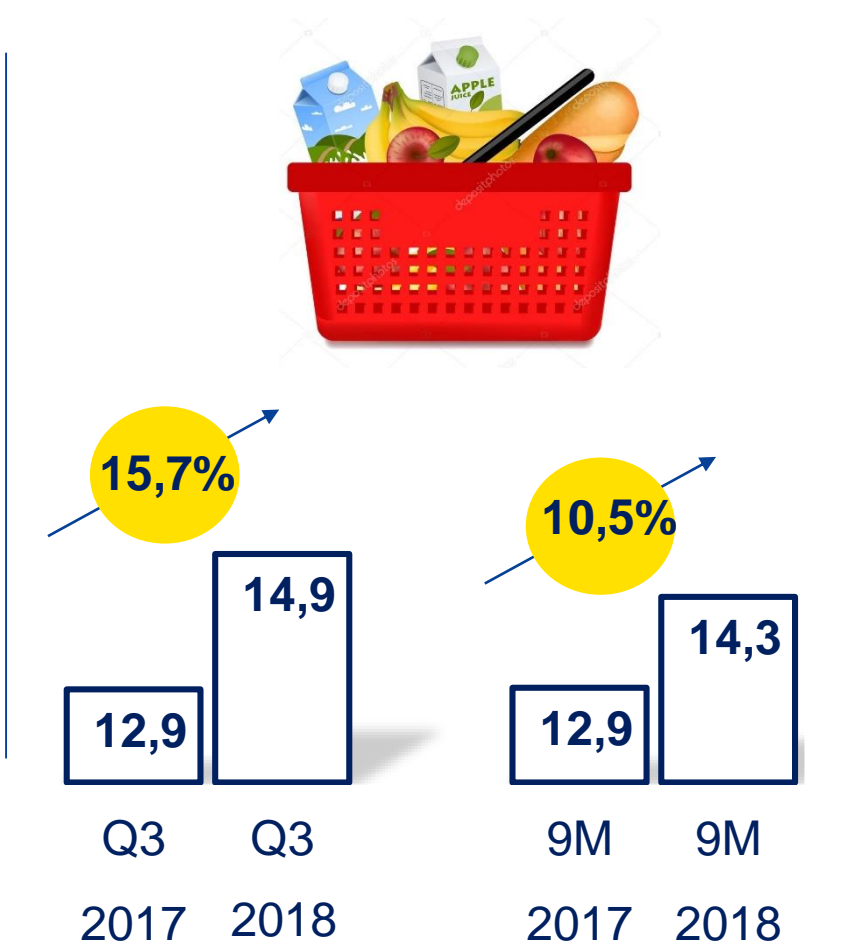
LFL Daily Average Sales / Store (TL)



LFL Daily Average Customer / Store

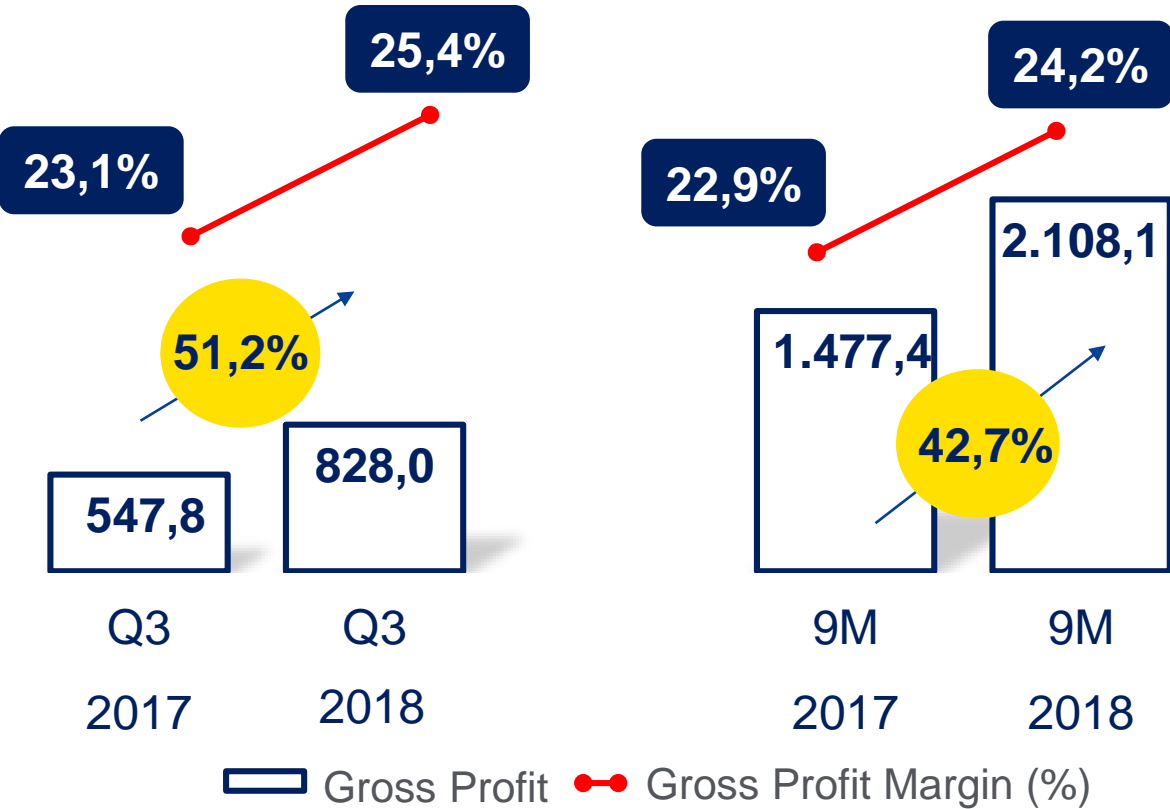


LFL Daily Avg. Basket Size / Store (TL)

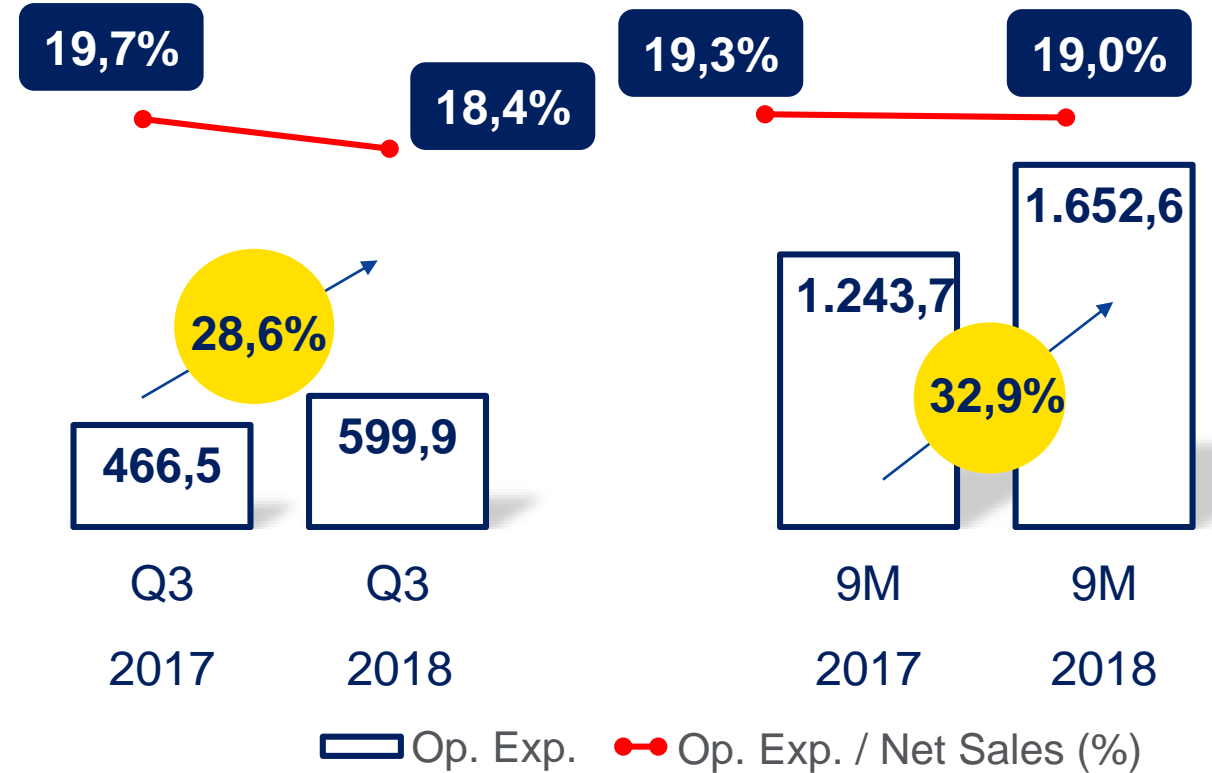


Strong Gross Profit Improvement

Gross Profit (TLm)



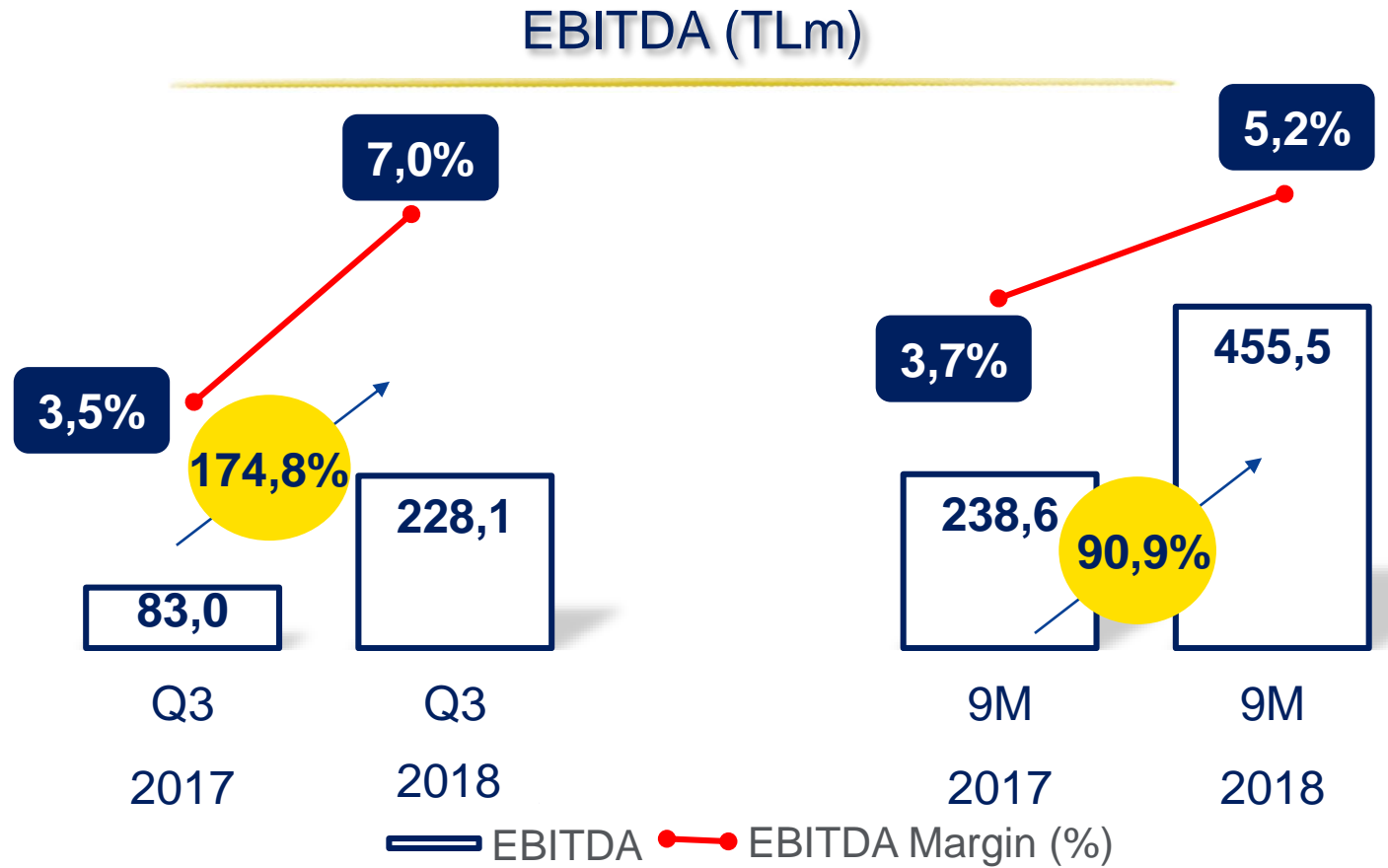
Operating Expenses (TLm)*



 Gross profit margin **improved by 2,3 ppt** Y-o-Y in 3Q'18 from 23,1% to 25,4%

 Op. Exp./ Net Sales **decreased to 18,4%** Y-o-Y as a result of higher operational efficiency and successful expense management

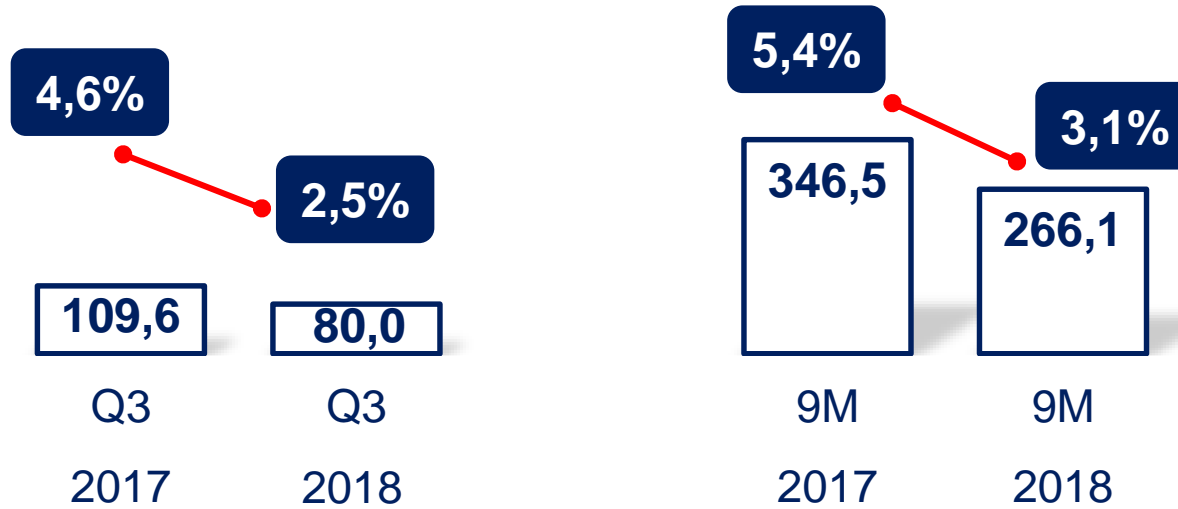
Strong EBITDA & Accelerating EBITDA Margin



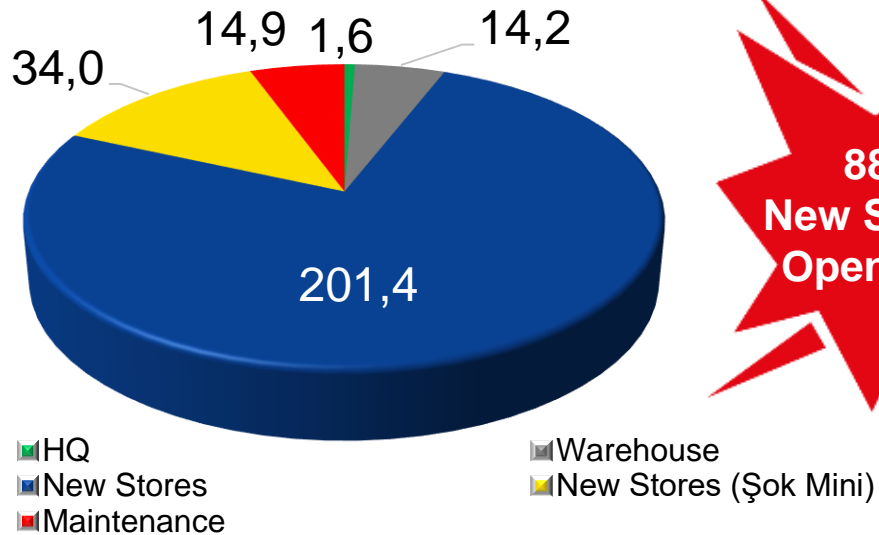
 EBITDA **grew by 90,9% in 9M'18** on top of revenue and gross profit

 EBITDA margin **accelerated by 1,5ppt y-o-y to 5,2% in 9M'18**

Effective CAPEX Management (TLm)

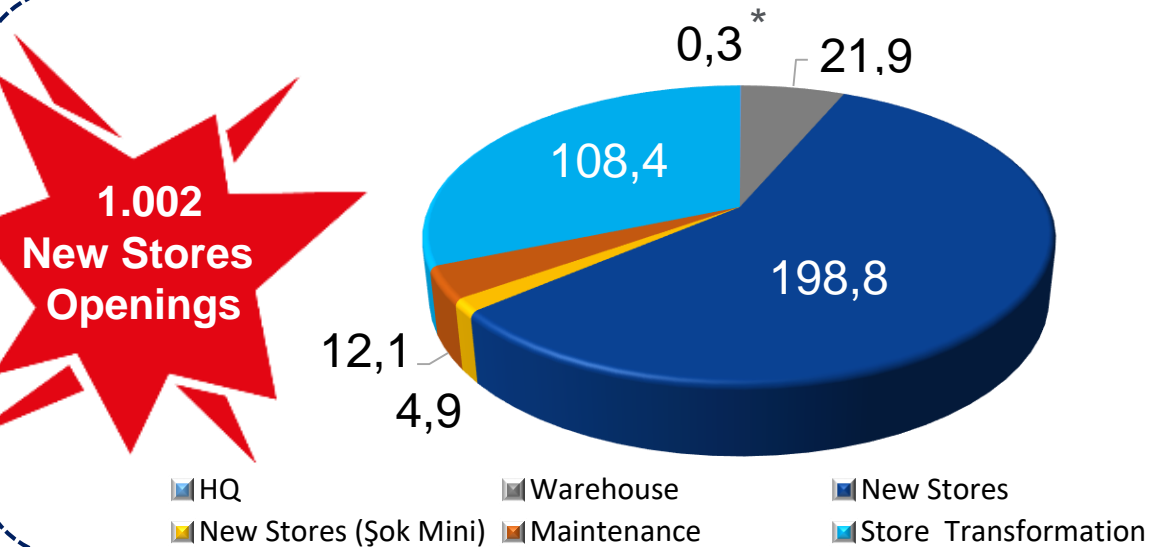


9M2018



881
New Stores
Openings

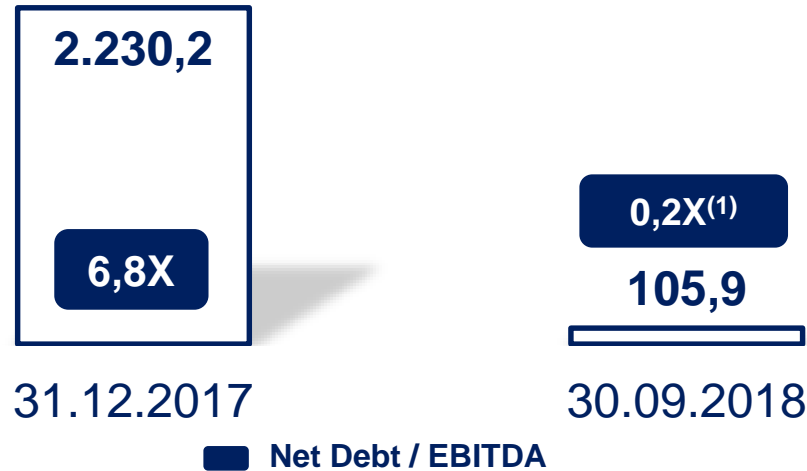
9M2017



* Head Quarter

Strong Balance Sheet

Net Debt (TLm)

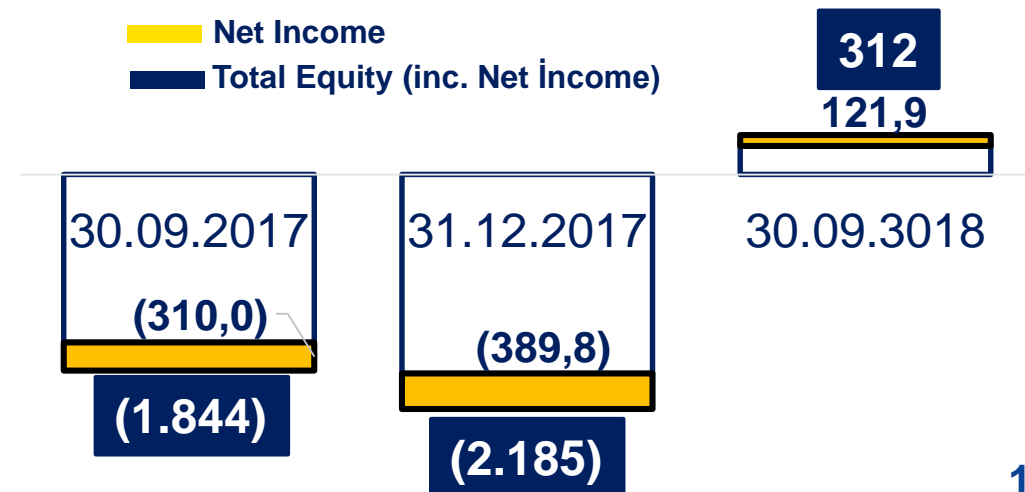


TLm	30.09.18	31.12.17
Short Term Borrowings	76,6	1.402,4
Obligations under Financial Lease ⁽²⁾	234,5	306,6
Related Party Debt		613,3
Total Debt	311,1	2.322,3
Cash & Cash Equivalents	205,2	92,1
Net Debt	105,9	2.230,2

Net Working Capital (TLm)



Total Equity & Net Income (TLm)





Consolidated Income Statement

Consolidated Income Statement Summary (TLm)	Q3	Q3		9M	9M	
	2017	2018	Δ (%)	2017	2018	Δ (%)
Net Sales	2.373,0	3.256,8	37%	6.445,8	8.710,2	35%
Gross Profit	547,8	828,0	51%	1.477,4	2.108,1	43%
Gross Profit %	23,1%	25,4%	2,3 Ppt	22,9%	24,2%	1,3 Ppt
Marketing, selling & GA expenses (-)	511,1	651,7	28%	1.366,7	1.800,7	32%
EBITDA (adjusted)	83,0	228,1	175%	238,6	455,5	91%
EBITDA %	3,5%	7,0%	3,5 Ppt	3,7%	5,2%	1,5 Ppt
EBITDAR	190,8	370,2	94%	533,2	852,7	60%
EBITDAR %	8,0%	11,4%	3,3 Ppt	8,3%	9,8%	1,5 Ppt
Net Profit / (Loss) for the Period	(124,4)	11,7	109%	(310,0)	121,9	139%

Balance Sheet (Assets)

Consolidated Balance Sheet Summary (TLm)	30-Sep-18	31-Dec-17
Cash & cash equivalents	205,2	92,1
Trade receivables	170,1	267,6
Inventories	676,7	636,2
Other current assets	23,0	80,6
Total Current Assets	1.075,0	1.076,6
Property & equipment	962,8	849,5
Intangible assets	679,7	677,0
Other non-current assets	285,0	5,7
Non-Current Assets	1.927,5	1.532,3
Total Assets	3.002,5	2.608,9



Balance Sheet (Liabilities and Equity)

Consolidated Balance Sheet Summary (TLm)	30-Sept-18	31-Dec-17
Short term financial liabilities	164,8	1.504,9
Trade payables	2.111,7	2.193,1
Other current payables	214,3	794,2
Total Current Liabilities	2.490,8	4.492,2
Total Non Current Liabilities	199,4	301,7
Shareholder's equity	311,2	(2.022,5)
Non-controlling interests	1,1	(162,4)
Total Equity	312,3	(2.185,0)
Total Liabilities and Equity	3.002,5	2.608,9



Q&A



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