

MiGROS

Omni-channel, multi format retailer



MiGROS

Company Presentation
2Q 2026



ANADOLU GROUP

In accordance with the decision of the Capital Markets Board (CMB) dated 28.12.2023 and numbered 81/1820, it has been decided that issuers and capital market institutions, which apply Turkish Accounting/Financial Reporting Standards and are subject to the financial reporting regulations of CMB, shall apply inflation accounting by implementing the provisions of IAS 29 starting from their annual financial statements for the fiscal years ending on 31.12.2023.

In this context, our company's audited consolidated financial statements for 1H 2025 and 1H 2026 have been adjusted for the effect of inflation in accordance with the relevant standard and published comparatively.

This presentation of our Company's financial results for 1H 2026 has been prepared by applying inflation accounting in accordance with the provisions of IAS 29. Non-inflationary and unaudited data for selected key items used in the Company's presentations in previous periods are also included in this presentation for informational purposes only.

This presentation has been prepared to provide information about Migros' operations and financial results and includes inflation-adjusted data and estimates as well as non-inflation-adjusted data and estimates for informational purposes. This presentation contains certain forward-looking statements, opinions and estimates. They reflect Migros management's current views on the future of the Company and involve certain assumptions. Actual results may differ depending on the development and realization of the variables and assumptions that form future expectations and estimated figures.

The Company, the members of the Board of Directors, employees or any other person shall not be held responsible for any damages that may arise from the content of this presentation.

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Appendix

Financial Overview



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MİGROS

Financial Overview

+2.7%

consolidated net sales growth to
TL 124.4 bn

4.3%

IAS 29 EBITDA margin (2Q 2025: 5.4%)

-0.1%

like-for-like sales growth, with positive
basket size growth

15.3%

modern FMCG market share;
9.7% total FMCG market share

TL 31.8 bn

Net cash (June 2025: 28.4 bn TL)
TL 5.8 bn free cash flow in 1H 2026

Digital & Expansion

23.1%

e-Commerce share in Migros' total sales*;
6.6 mn unique online customers
(2Q 2025: 5.8 mn)

+21%

Migros One real growth, recorded
TL 28.5 bn GMV, supported by a
24% increase in daily orders to 327k.

+60%

Moneypay transaction growth,
500k all-time high daily transactions
105% real growth in TPV

+64

new stores, reaching 3,830 stores
and 2,101 th sqm sales area

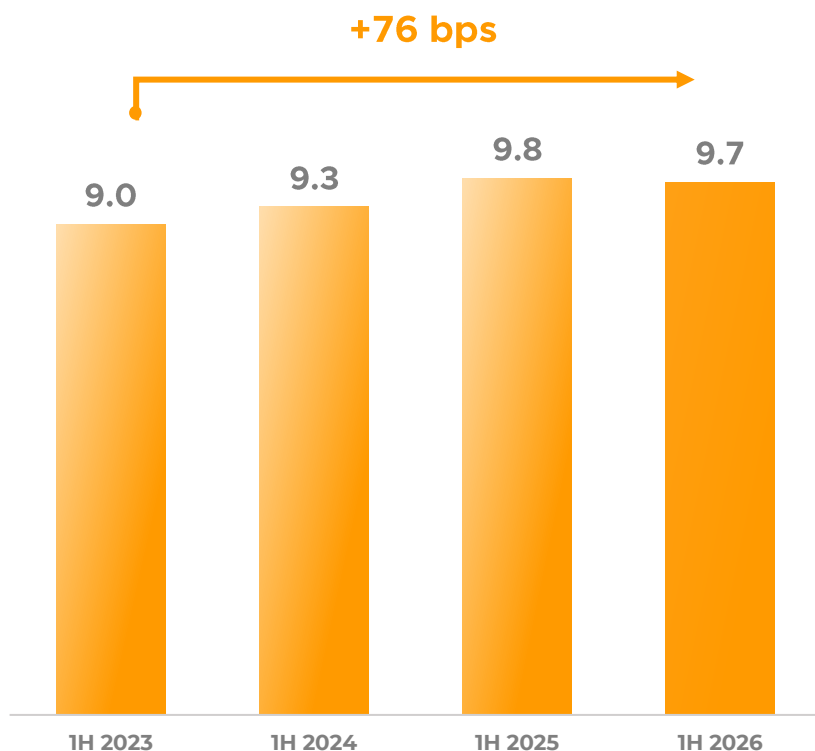
On track

vs 2026 guidance on margin, expansion
and Capex/Sales (see guidance page 21)

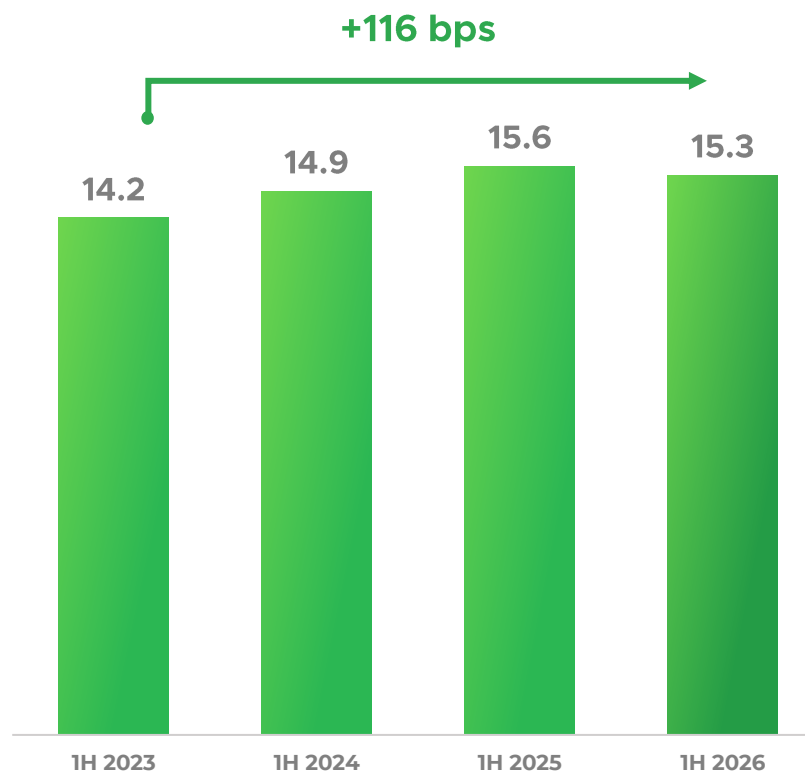
*exc. Tobacco & Alcohol

Market Share Evolution

Total FMCG Market Share *
(%)



Modern FMCG Market Share *
(%)



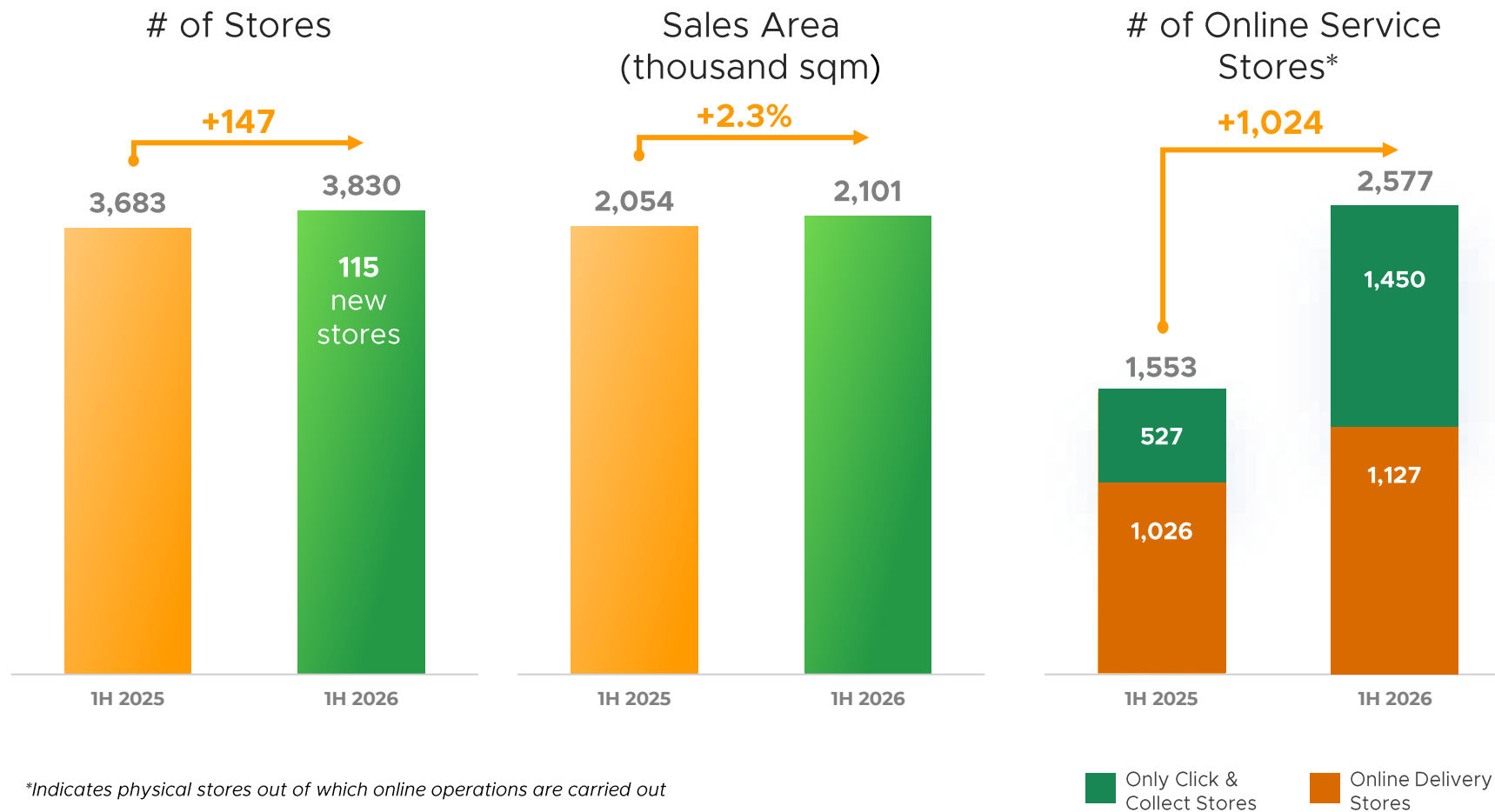
Migros' total FMCG market share, excluding alcohol, rose by **10 bps** in 1H 2026 vs. 1H 2025

Source: Nielsen

* FMCG: Fast Moving Consumer Goods. Modern and total FMCG markets include all food-retail formats

Expansion

7



in 2Q 2026:



64 new store openings including **7** Macrocenters

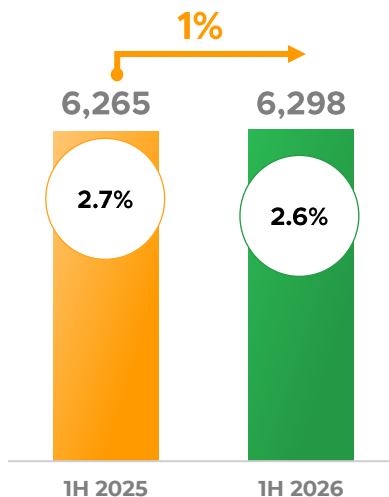


As part of format optimization program, **19** Mion stores were closed

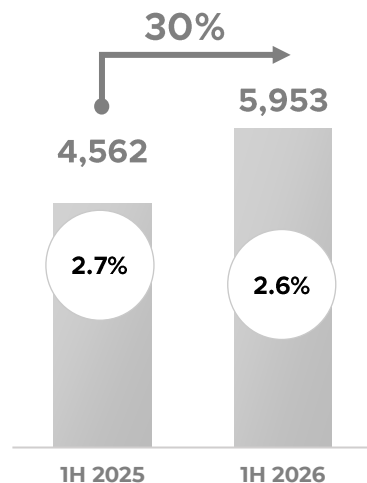
CAPEX (TL million)

8

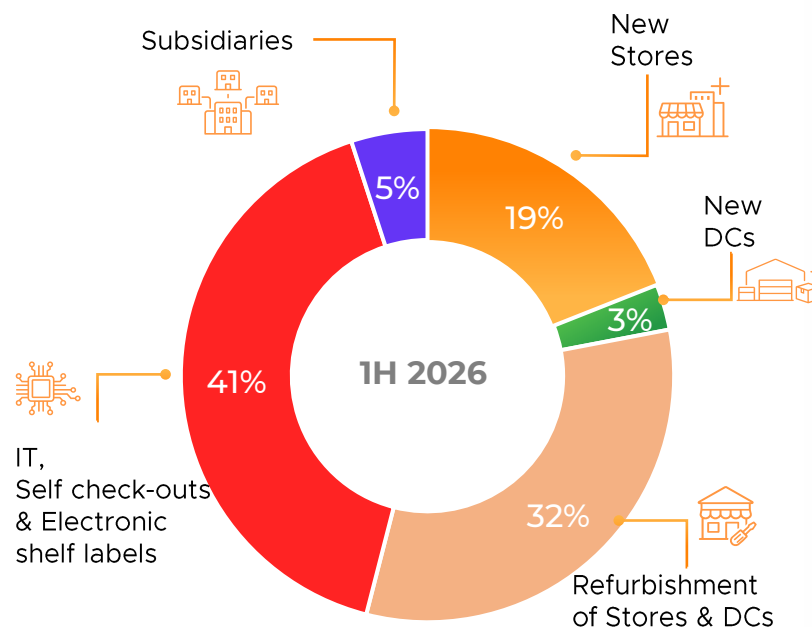
With
IAS 29



Without
IAS 29



CAPEX Breakdown



Strategic priorities for investments

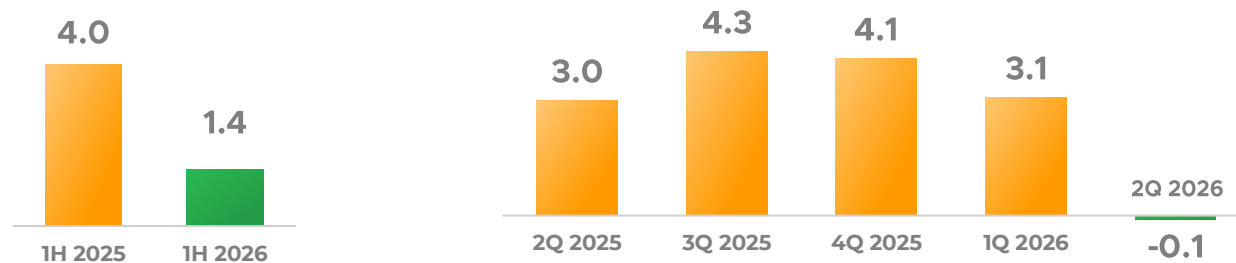
- **Core retail expansion** – 115 new stores in 1H 2026
- **Man-hour savings** – Electronic shelf labels, self-checkout; **42 bps** OPEX savings in 1H 2026
- **Refurbishment** – Renewal of existing stores and DCs to support customer traffic and logistics productivity
- **Digital ecosystem** – Capital light initiatives

Same Store Sales Performance (L-f-L)

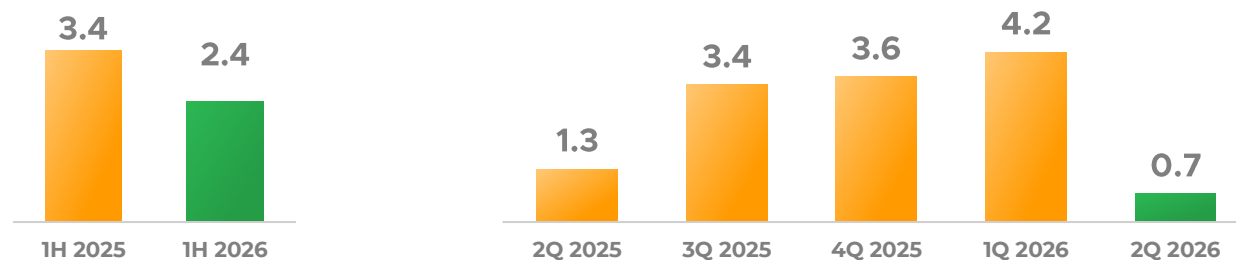
Inflation (CPI) adjusted

9

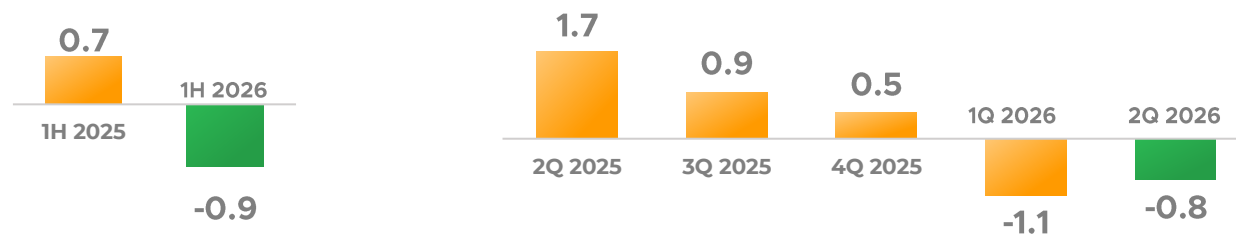
L-f-L
Sales
Growth (%)



L-f-L
Basket Size
Growth (%)



L-f-L
Customer Traffic
Growth (%)



School year
calendar impact
on seasonal
stores in June



Positive L-f-L
customer traffic
(excl. alcohol) both
in 2Q 2026 &
July 2026

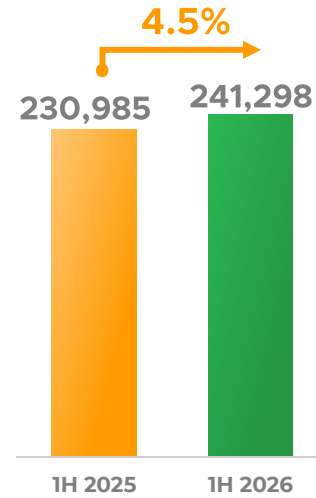
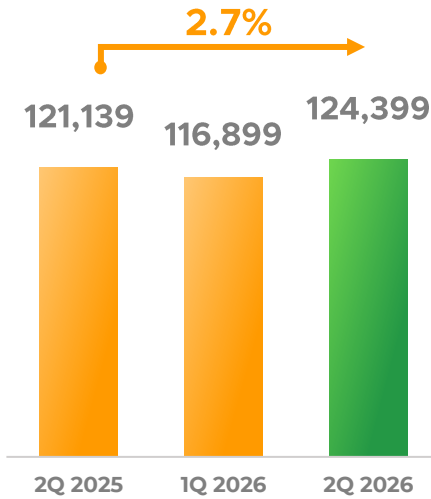
Note 1: Like-for-like calculations are based on retail sales only, excluding wholesale

Note 2: Like-for-like (L-f-L) sales are net sales generated from the stores which were open at least in the last 12 months before the current reporting period (i.e. stores open since 1 Jan. 2025)

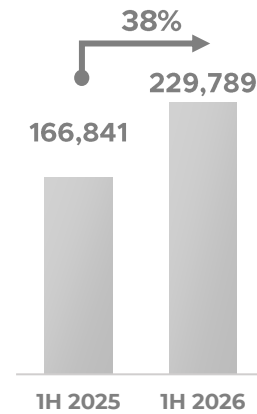
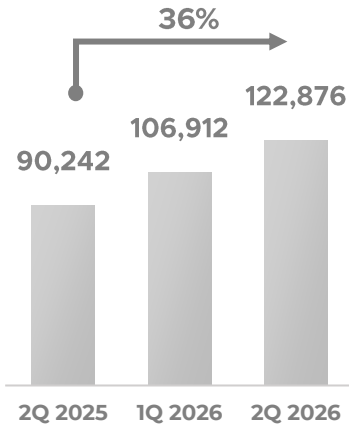
Consolidated Sales (TL million)

10

With
IAS 29



Without
IAS 29

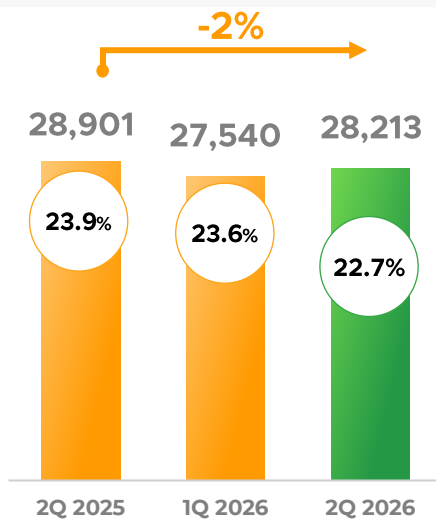


2,7% real growth in
a period of muted
consumption
in 2Q 2026

Gross Profit (TL million)

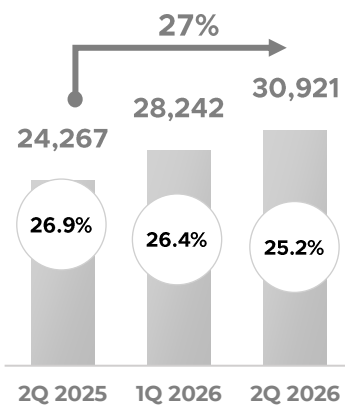
11

With
IAS 29

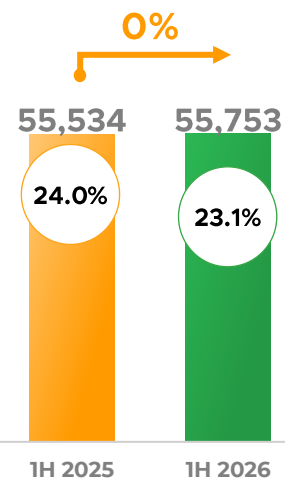


Imputed Interest Rate Impact	510 bps	430 bps	400 bps
Inventory inflation adj. Impact	-300 bps	-290 bps	-250 bps
Gross Profit Margin exc. Impacts	21.8%	22.1%	21.2%

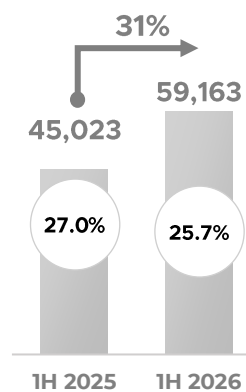
Without
IAS 29



Imputed Interest Rate Impact	510 bps	430 bps	400 bps
Gross Profit Margin exc. Impact	21.8%	22.1%	21.2%



Imputed Interest Rate Impact	490 bps	420 bps
Inventory inflation adj. Impact	-290 bps	-260 bps
Gross Profit Margin exc. Impacts	22.1%	21.6%



Imputed Interest Rate Impact	490 bps	420 bps
Gross Profit Margin exc. Impact	22.1%	21.6%

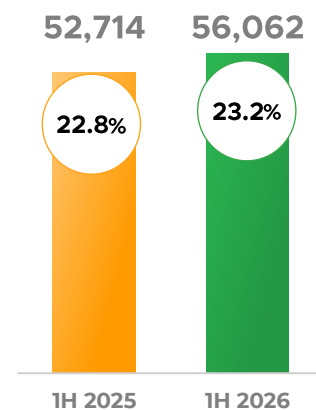
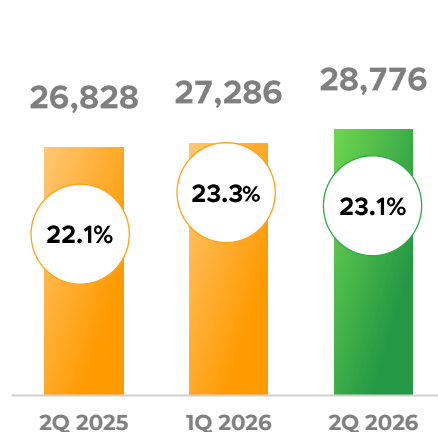
Promo activities accelerated compared to the same period of last year putting pressure on gross profitability

The transition of DC employees to Migros payroll lifted warehousing costs by **20 bps** in 1H 2026

Opex Evolution (TL million)

with IAS 29

12



in 1H 2026:



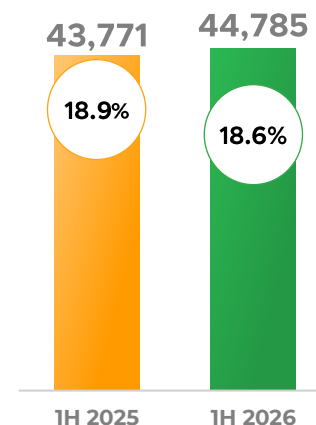
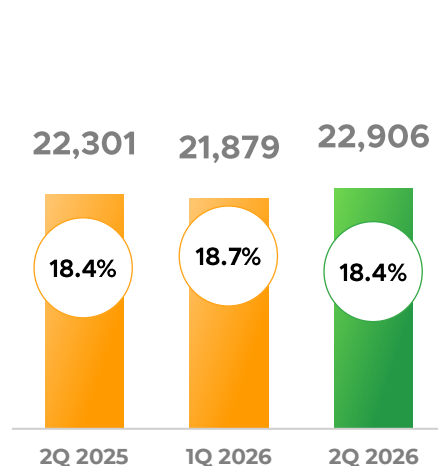
24 bps reduction
in rent cost related
with IFRS 16
reclassification



23 bps decrease
in energy cost



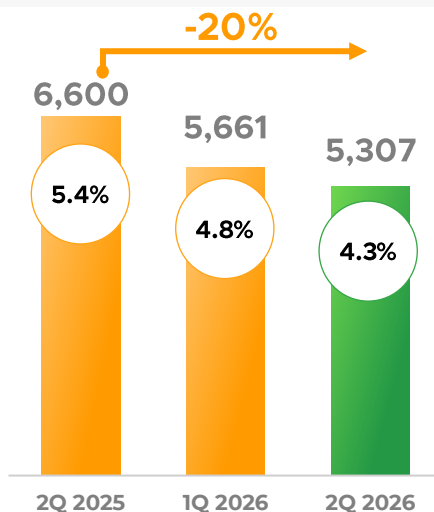
Employee Cost/Sales
ratio maintained
through disciplined
Opex management
despite wage
increases following the
Union Agreement



Consolidated EBITDA (TL million)

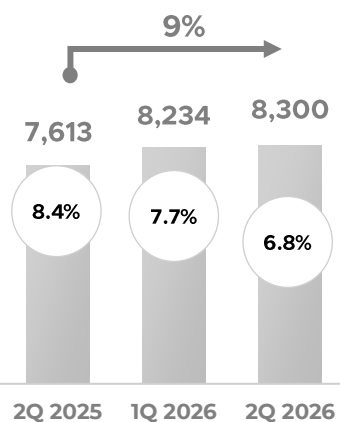
13

With
IAS 29

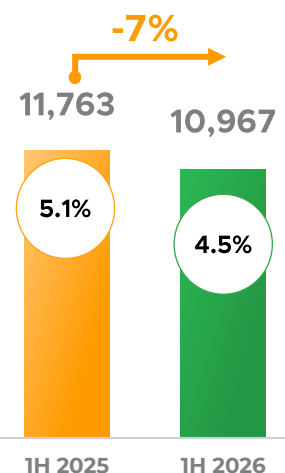


Imputed Interest Rate Impact	510 bps	430 bps	400 bps
Inventory inflation adj. Impact	-300 bps	-290 bps	-250 bps
EBITDA Margin exc. Impacts	3.3%	3.4%	2.8%

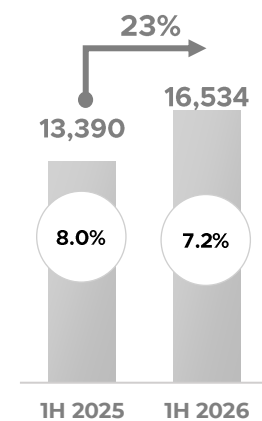
Without
IAS 29



Imputed Interest Rate Impact	510 bps	430 bps	400 bps
EBITDA Margin exc. Impact	3.3%	3.4%	2.8%



490 bps	420 bps
-290 bps	-260 bps
3.1%	3.0%



490 bps	420 bps
3.1%	3.0%

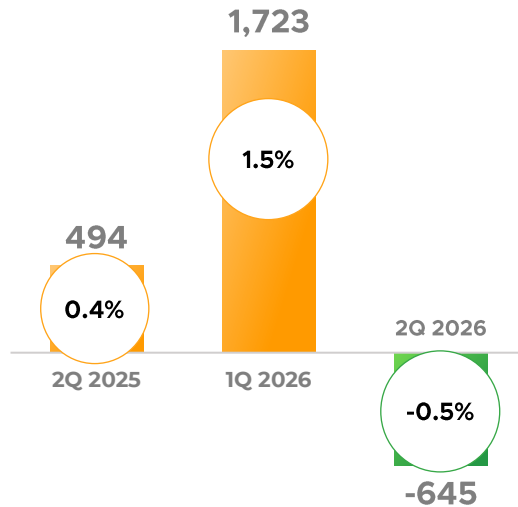
50 bps gross margin decline in 1H 2026 largely offset by a 39 bps improvement in OPEX/Sales exc. D&A

EBITDA margin exc. impacts maintained at 3.0% in 1H 2026

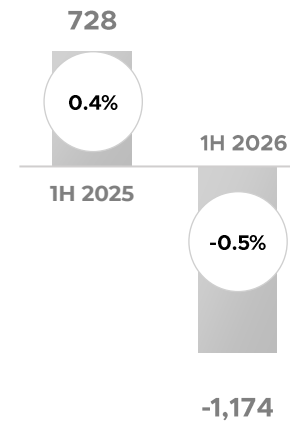
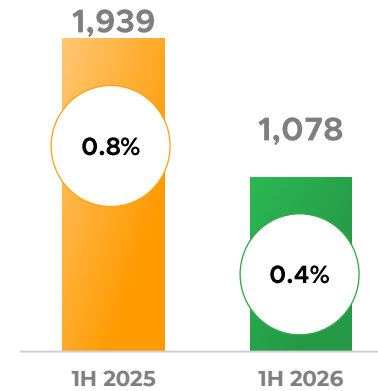
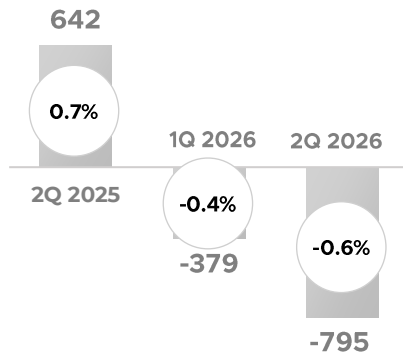
Net Profit (TL million)

14

With
IAS 29



Without
IAS 29



Net profit of TL **1.1 bn**, while EBITDA margin remained resilient in 1H 2026

Net loss in 2Q 2026 mainly reflects:

60 bps decrease in Gross margin exc. impacts

14 bps decrease in net financial income

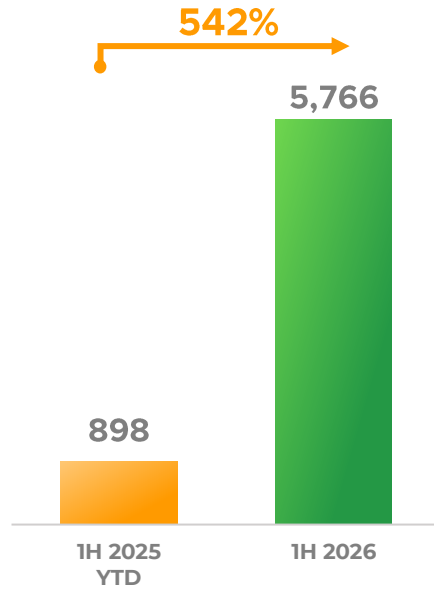
20 bps net negative impact from depreciation, net monetary gain and tax

Net Cash & Free Cash Flow (TL million)

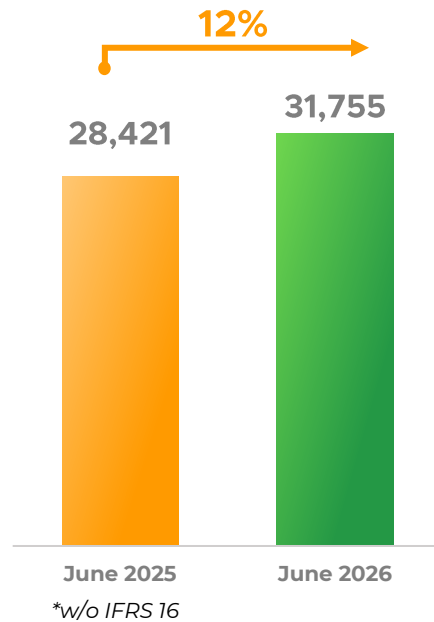
with IAS 29

15

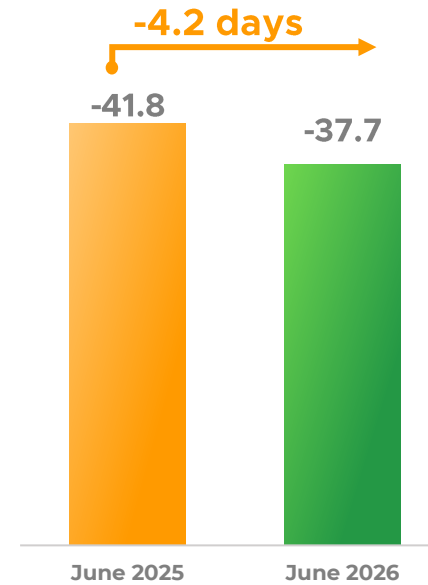
Free Cash Flow



Net Cash*



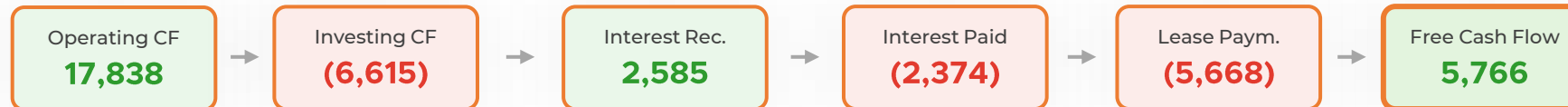
Cash Conversion Cycle in Days



Strong operating cash flow generation in 1H 2026

Free Cash Flow – 1H 2026

TL million



Operational Update



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Quarterly Highlights: Migros Ecosystem

2Q 2026

17

e-Commerce Business

Migros One

+21%

real growth

Profitable

Online grocery is now a net contributor to profitability

+900k

increase in unique customers in 12 months, reaching 6.6 mn in total

Fintech

Money pay

+105%

real growth

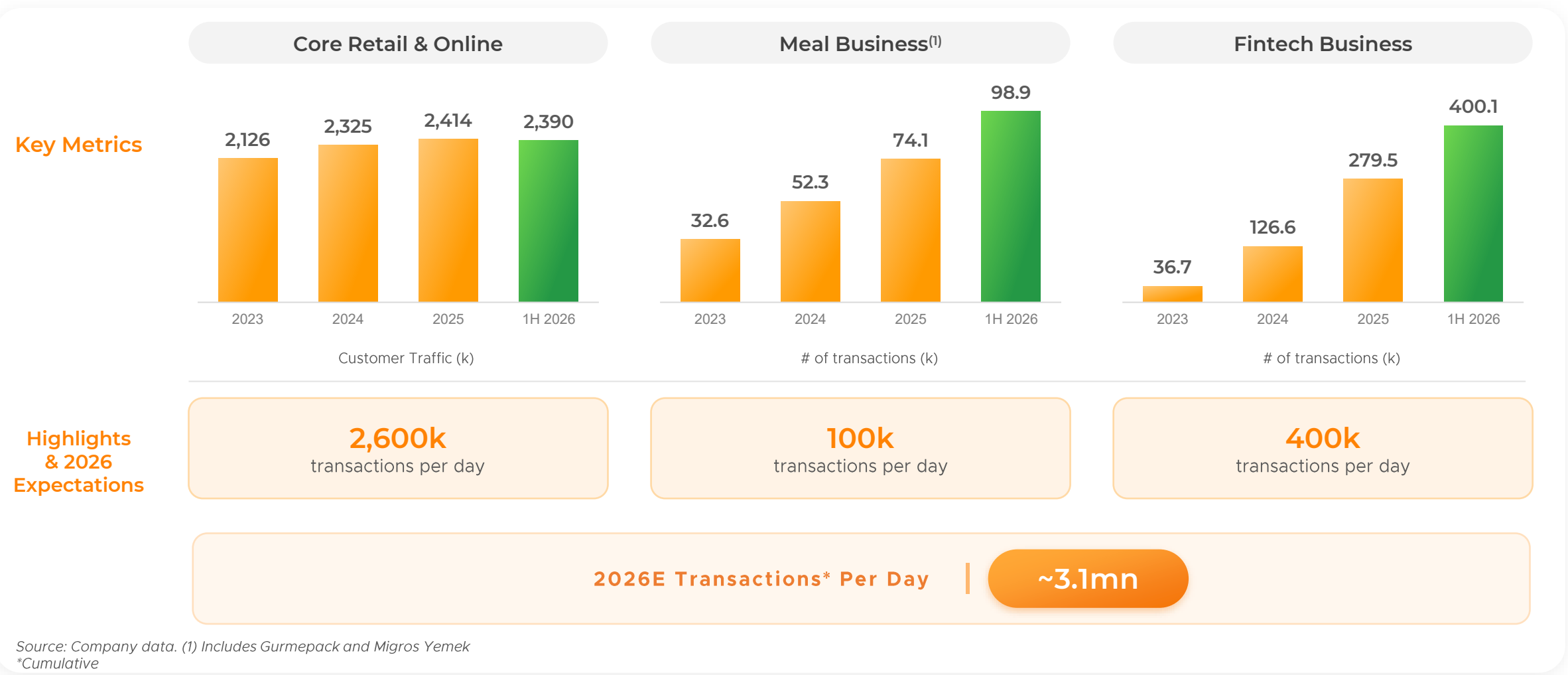
Profitable

Fintech business keeps growing noticeably where EBITDA & bottom line are now positive

500k

daily transactions, all-time high

Substantial Ecosystem Traffic Growth to Elevate Future Return



Summary & Guidance



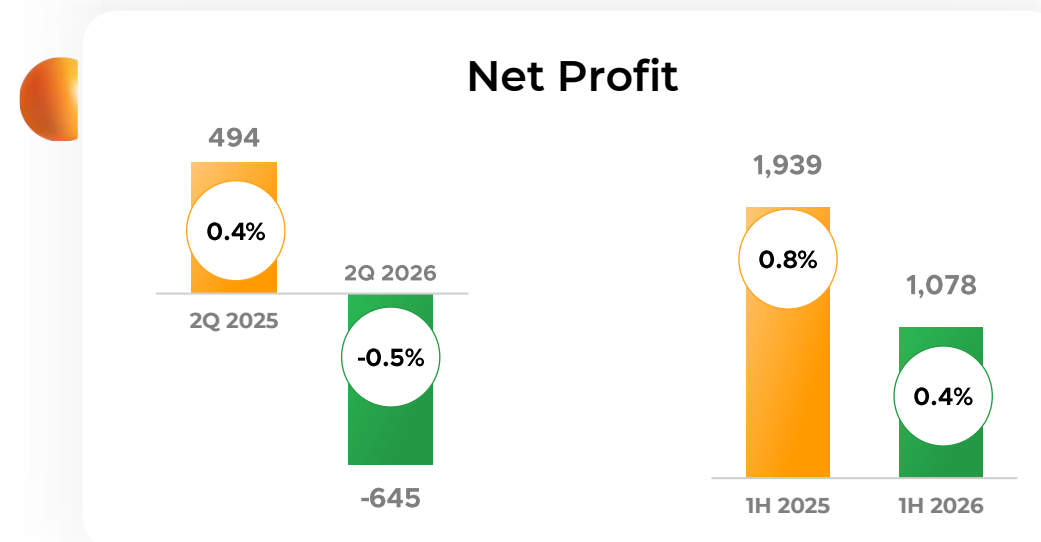
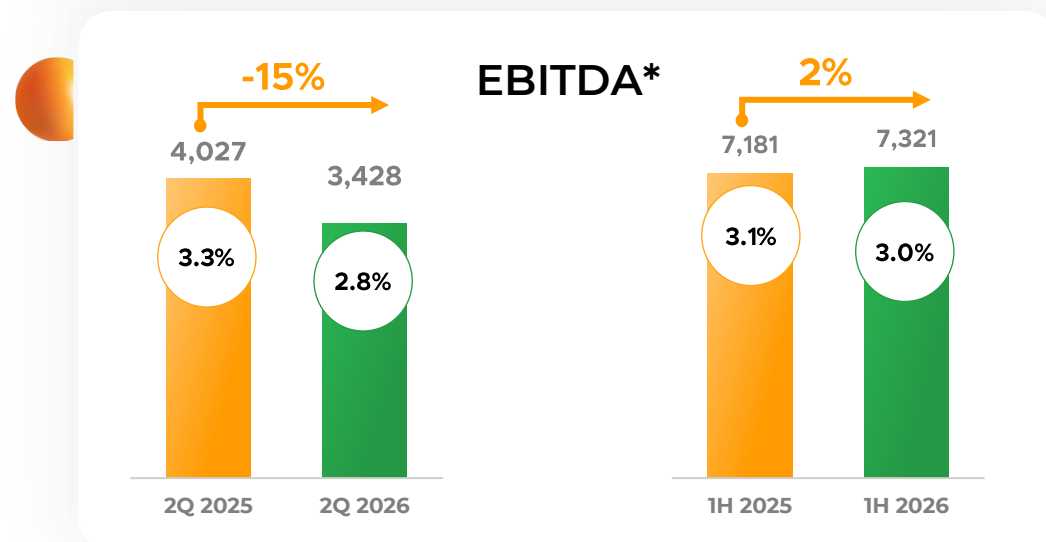
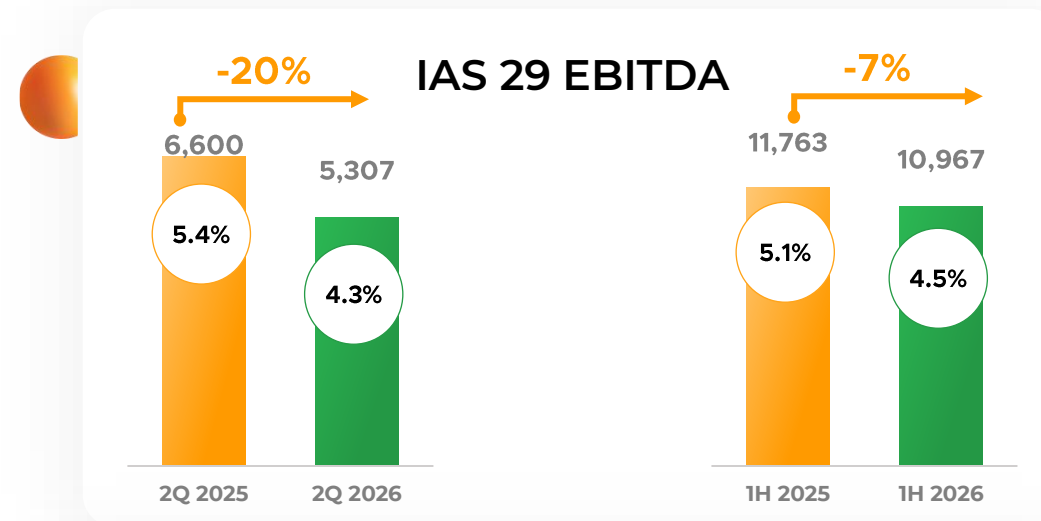
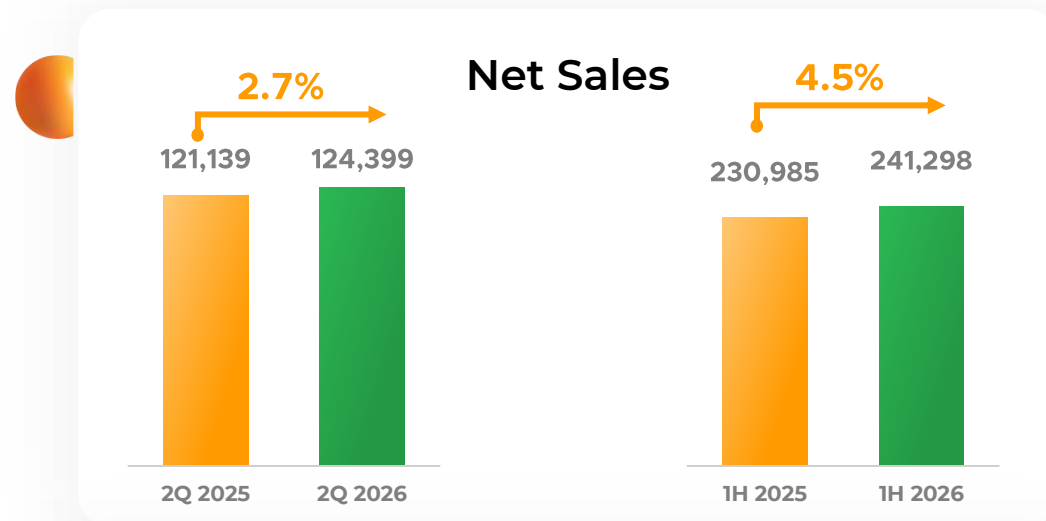
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Underlying Performance, Consolidated, TL million

with IAS 29

20

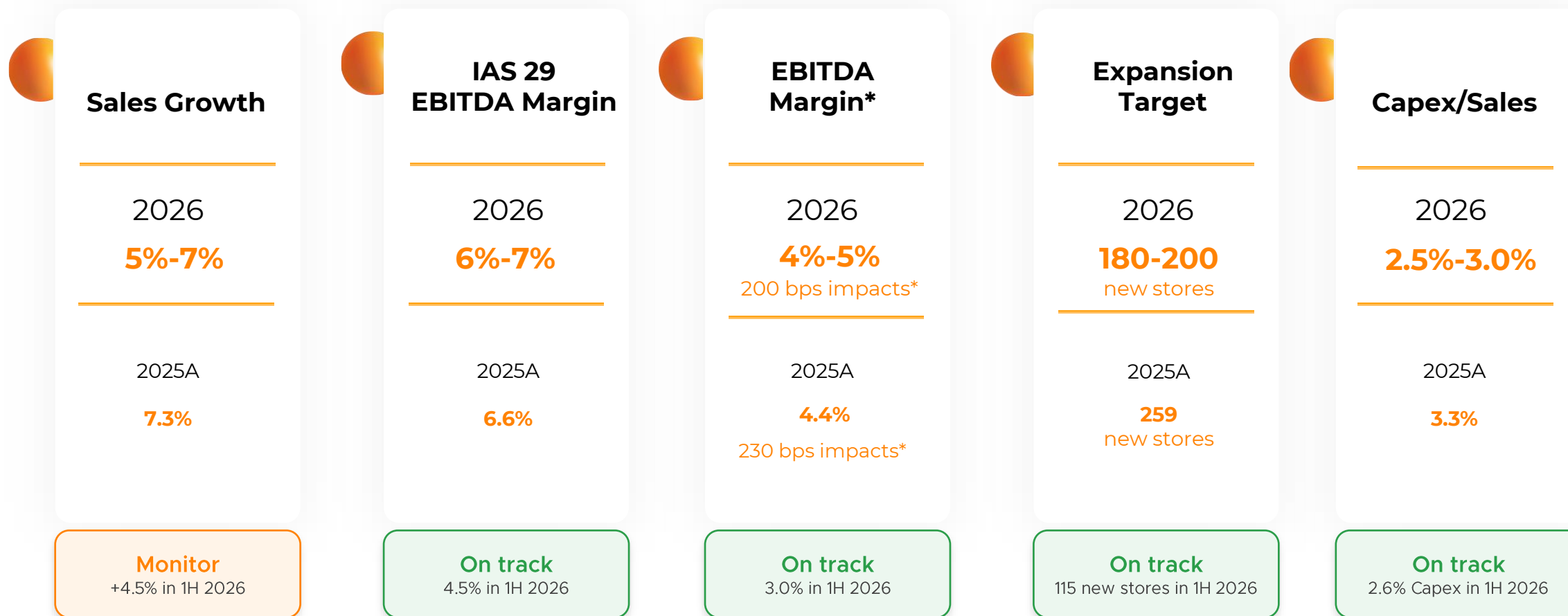


*Excluding Imputed Interest Rate and Inventory Inflation Adj. Impacts

2026 Migros Guidance, Consolidated

with IAS 29

21

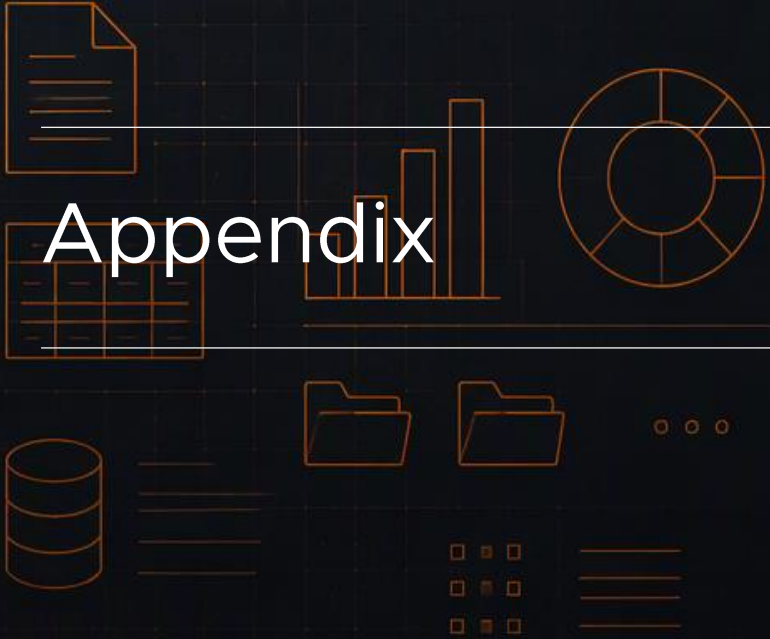


*Excluding Imputed Interest Rate and Inventory Inflation Adj. Impacts

While the growth guidance remains unchanged, current trends suggest that 2026 sales growth is likely to land at the lower end of the guided range



Appendix



Store Portfolio: Physical & Online Network – 1H 2026

23



Online Operations in all formats

2,577

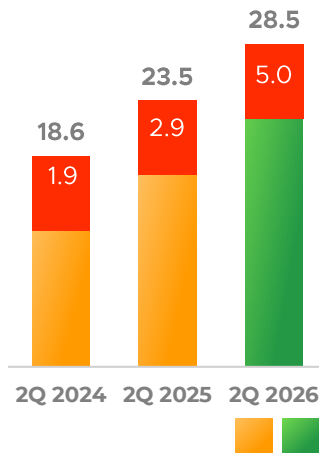
Online stores



TL 28.5 bn
Migros One GMV

21%
increase Y-o-Y

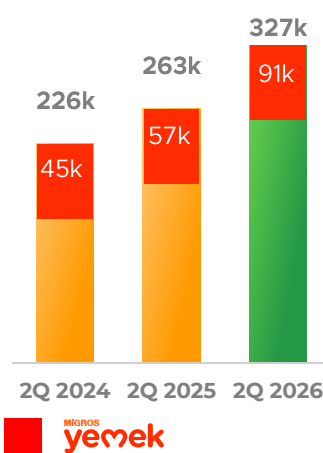
Migros One GMV
(TL billion)



TL 5.0 bn
Migros meal GMV

70%
increase Y-o-Y

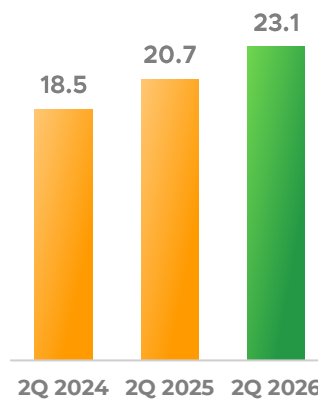
Daily Orders



23.1%
e-Com Share in
Migros⁽¹⁾

240 bps
increase Y-o-Y

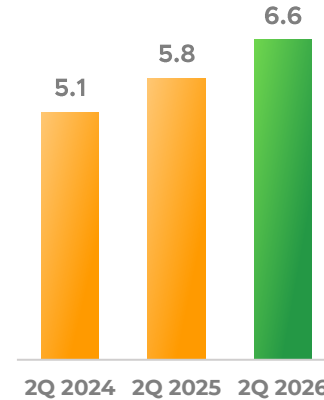
e-Com Share in
Migros⁽¹⁾



6.6 mn
Unique
Customers⁽²⁾

~900k
increase Y-o-Y

of active users⁽²⁾
(million)



Quarterly Highlights

Migros One delivered
+21% real growth

Online grocery is now a net
contributor to **profitability**

677k new customers joined
in 2Q 2026

55% of new customers enter
via Migros Yemek

57% of orders are delivered
in under 45 minutes

(1) e-Commerce share denotes total online grocery sales as a percentage of total Migros sales. Without tobacco & alcohol

(2) Annual basis LTM

Fintech Operations: Moneypay

Inflation (CPI) adjusted

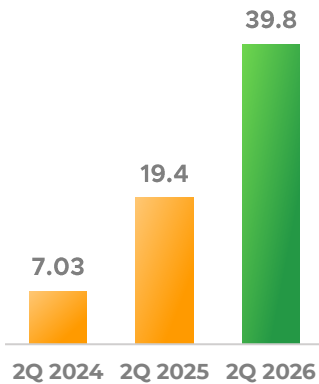


25

TL 39.8 bn
Total Payment
Volume

105%
increase Y-o-Y

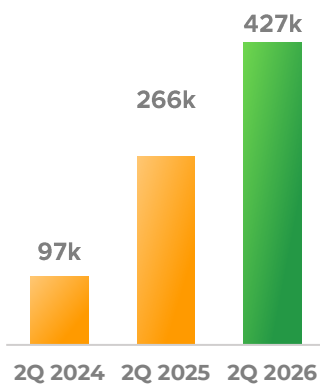
Total Payment Volume
(TL billion)



427k
Daily Transaction

60%
increase Y-o-Y

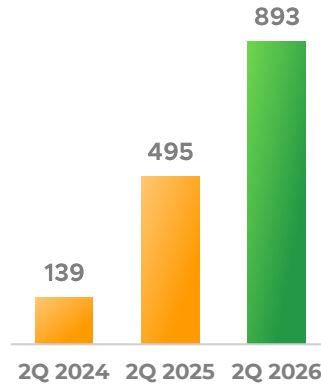
Daily
Transaction



TL 893 mn
Revenue

80%
increase Y-o-Y

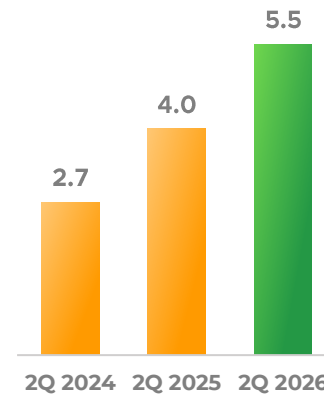
Revenue
(TL million)



5.5 mn
of registered
users

1.5 mn
increase Y-o-Y

of Registered users
(million)



Quarterly Highlights

Moneypay delivered
+105% real growth

Profitable Fintech business
keeps growing noticeably;
EBITDA & bottom line are
now positive

500k daily transactions, an
all-time high



Financial Overview



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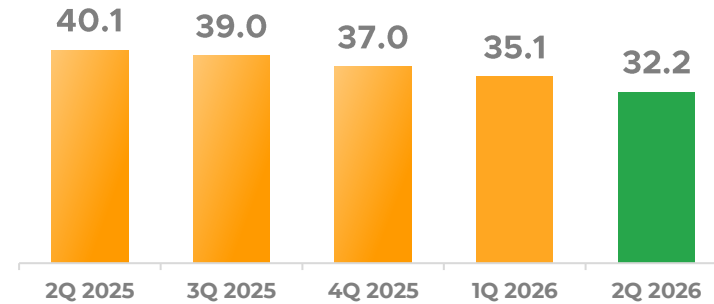
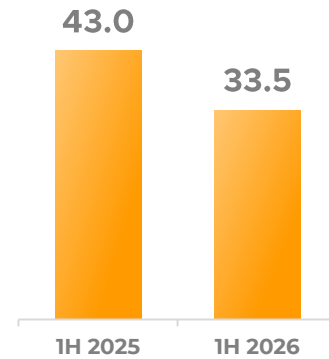
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L-f-L Growth Evolution

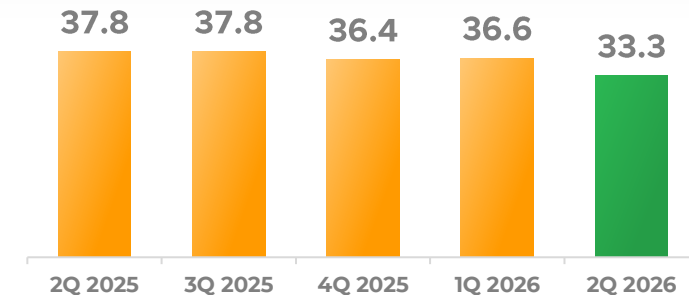
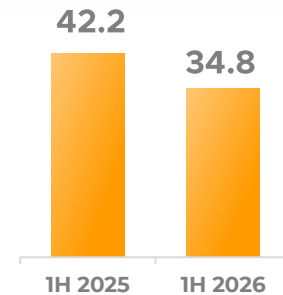
27

without IAS 29

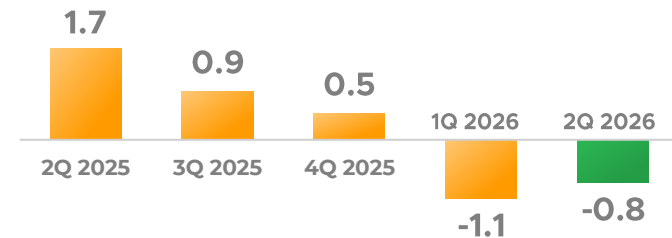
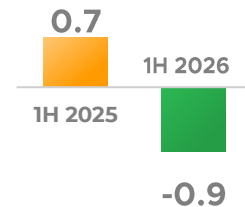
L-f-L
Sales
Growth (%)



L-f-L
Basket Size
Growth (%)



L-f-L
Customer Traffic
Growth (%)



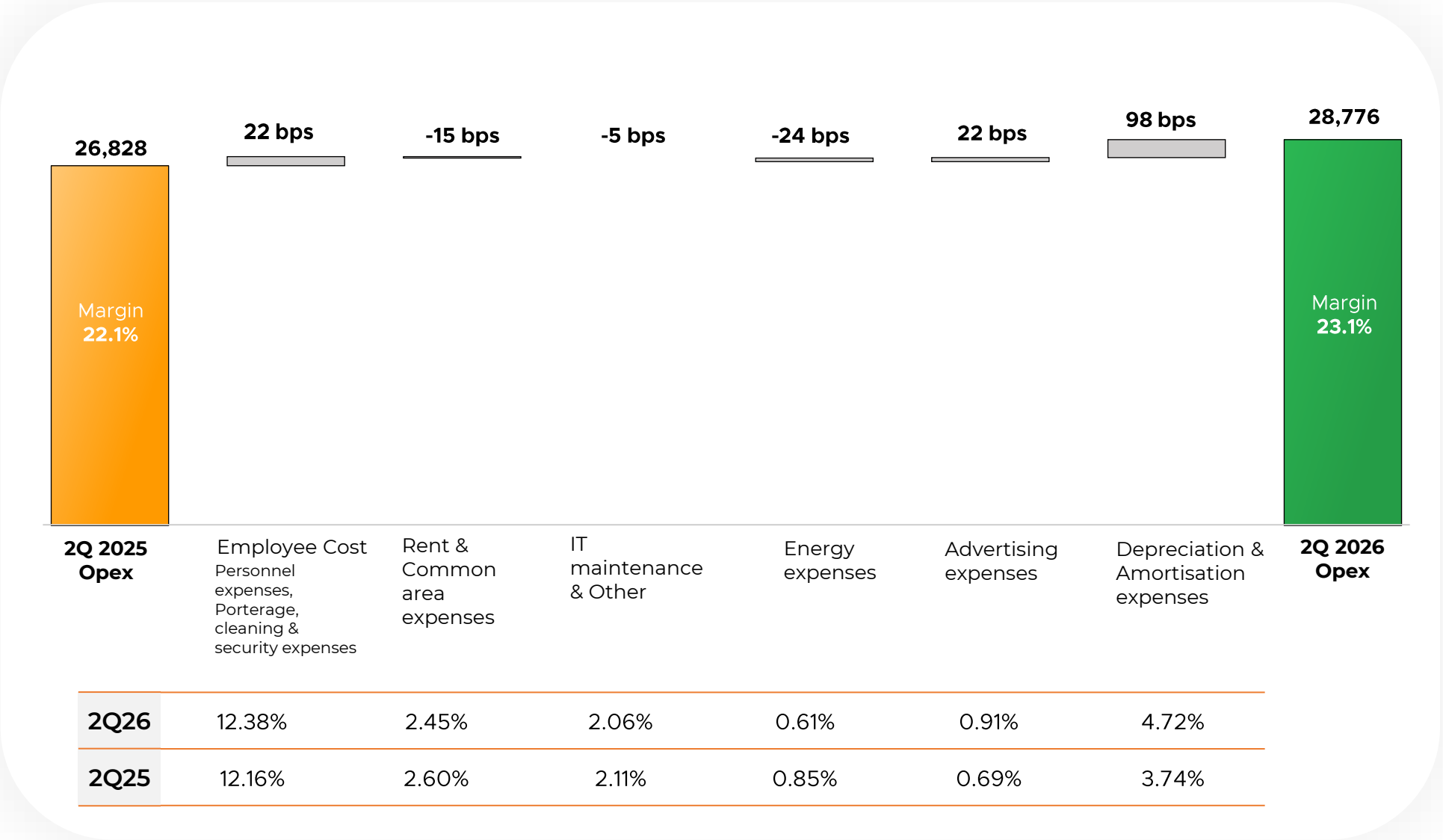
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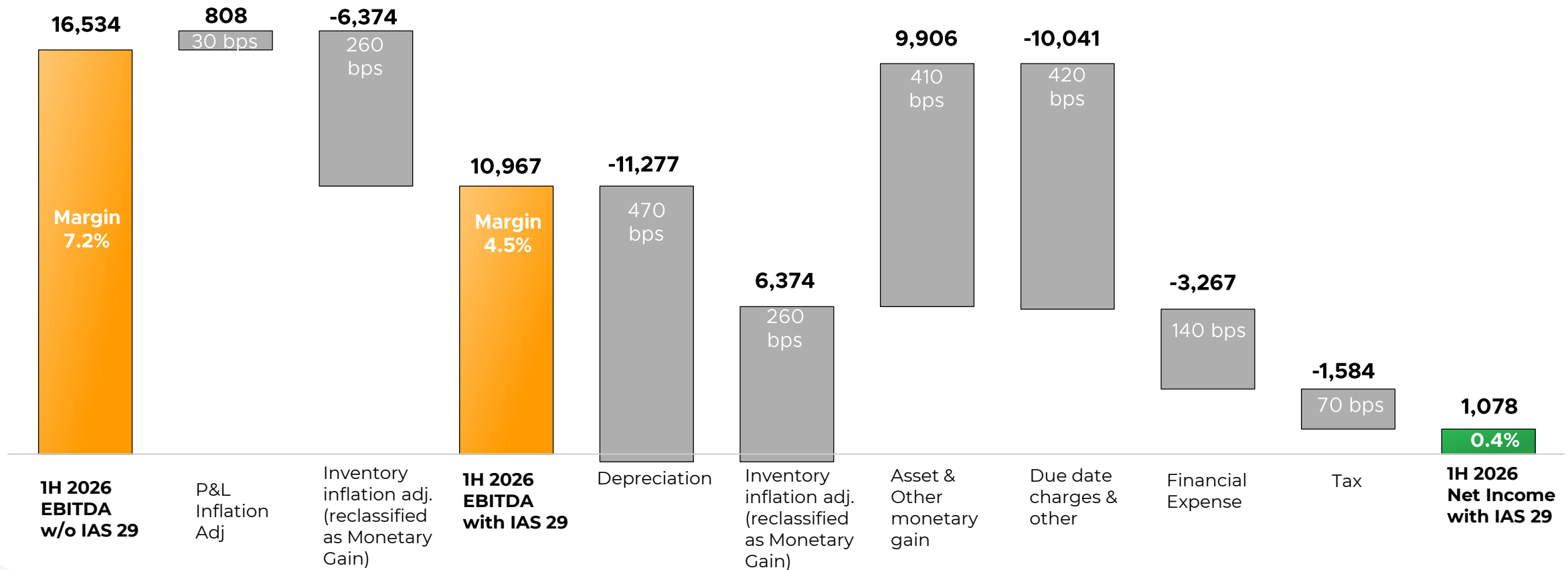
Quarterly OPEX Evolution (TL million)

with IAS 29



Inflation-accounting Impact on EBITDA & Net Income in 1H 2026

29



IAS 29 Consolidated Income Statement Summary – 1H 2026

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(TL million)	1H 2025	1H 2026
Net Sales	230,985	241,298
Cost of Sales	-175,451	-185,545
Gross Profit	55,534	55,753
Operating Expenses	-52,714	-56,062
Other Operating Expenses	-11,321	-10,549
Operating Loss	-8,501	-10,859
Income / Expense from Investment Activities	10	55
Operating Loss Before Finance Income / Expense	-8,491	-10,804
Financial Income / Expense	-2,488	-3,267
Monetary Gain	14,274	16,733
Income Before Tax	3,295	2,662
Tax Expenses	-275	-168
Deferred Tax Income / Expenses	-1,082	-1,415
Net Profit	1,939	1,078
<i>Net Profit - Non-controlling Interest</i>	193	67
<i>Net Profit - Equity Holders of Parent</i>	1,745	1,011
EBITDA	11,763	10,967

IAS 29 Consolidated Balance Sheet Summary – 1H 2026

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(TL million)	FY 2025	1H 2026
Current Assets	89,803	88,377
Non-current Assets	156,998	161,696
Total Assets	246,801	250,074
Current Liabilities	113,353	110,563
Non-current Liabilities	39,344	45,582
Total Liabilities	152,697	156,145
Equity	94,104	93,928
Total Liabilities and Equity	246,801	250,074

IAS 29 Cash Flow - 1H 2026

(TL million)	1H 2025	1H 2026
Net profit	1,939	1,078
Adjustments related to reconciliation of net profit for the period	23,345	25,851
Changes in net working capital	-307	1,935
Cash flows from operating activities	24,976	28,865
Net cash provided by operating activities	12,176	17,838
Cash outflows from the purchase of tangible and intangible assets	-6,861	-6,713
Cash inflows from the sale of tangible and intangible assets	129	99
Cash flows from investing activities	-6,731	-6,615
Free Cash Flow	898	5,766
Cash flows from financing activities	-6,868	-6,404
Effect of foreign currency translation differences & monetary losses on cash	-4,023	-4,987
Net increase in cash and cash equivalents	-5,448	-167

IAS 29 Impact on Financials

(TL million)	with IAS 29 inflation accounting		without IAS 29 inflation accounting	
	1H 2025	1H 2026	1H 2025	1H 2026
Selected Balance Sheet Items				
Total Assets	236,388	250,074	125,308	170,652
Total Liabilities	147,334	156,145	106,844	148,013
Total Equity	89,053	93,928	18,463	22,640
Selected Income Statement Items				
Net Sales	230,985	241,298	166,841	229,789
Gross Profit	55,534	55,753	45,023	59,163
Operating Loss / Profit	-8,501	-10,859	1,940	1,052
Profit before tax	3,295	2,662	141	-2,009
Net Profit	1,939	1,078	728	-1,174
Depreciation & Amortisation	-8,943	-11,277	-3,252	-5,440
EBITDA	11,763	10,967	13,390	16,534