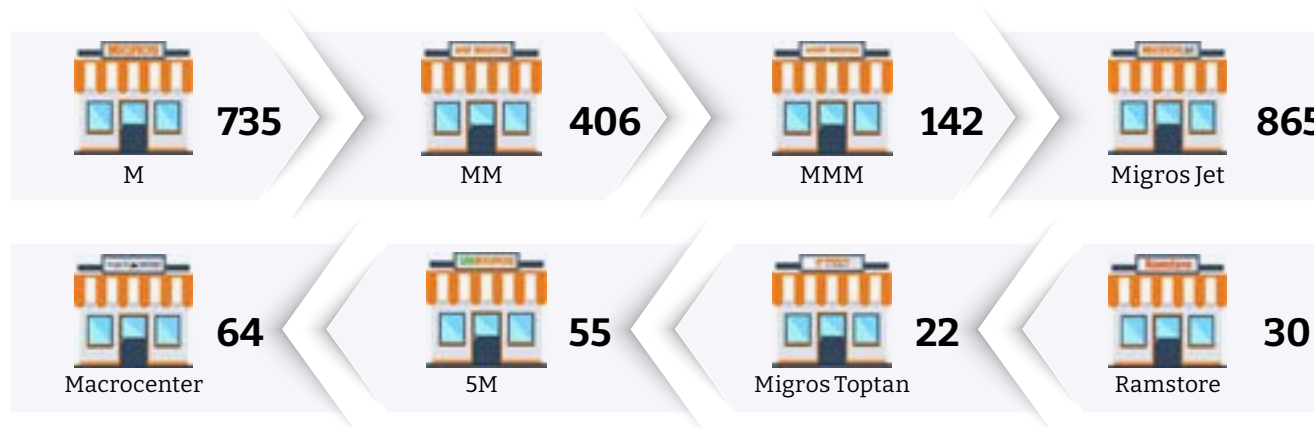


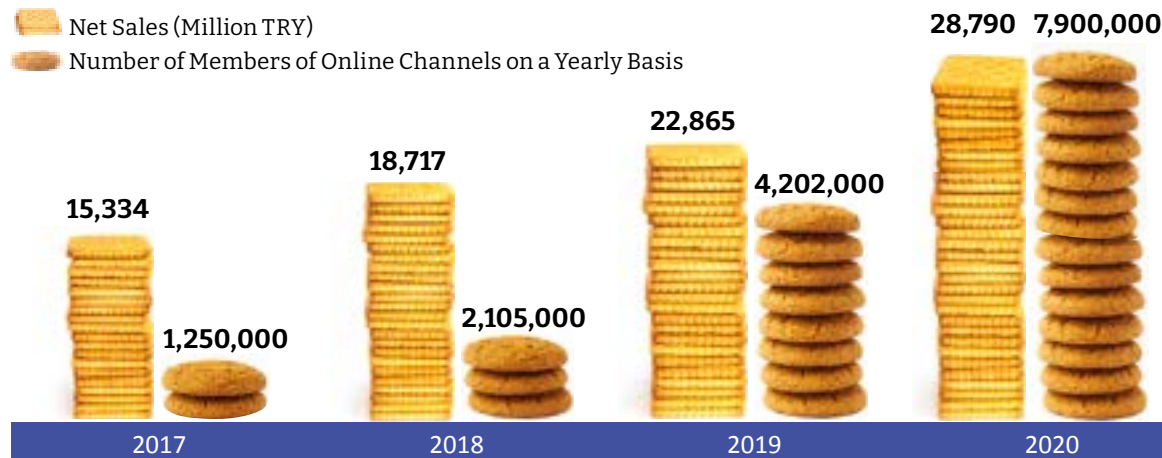
# Generating Sustainable **Economic Value**

## Number of Stores (2020)



## OUR CONTRIBUTION TO EMPLOYMENT AND LOCAL DEVELOPMENT

We continue our activities in order to create sustainable economic value for our employees, suppliers, customers and Turkey, and we work with all our strength to do better each day. **Our consolidated sales showed a 25.9% increase in 2020.**



\* These figures for 2019 and 2020 are restated, excluding discontinued North Macedonia operations.



You can review the direct economic value details generated and distributed for the reporting year in the **'Appendix'**

## OUR EMPLOYEES

The operations in Turkey constitute 99% of our total operations, representing our most prominent field of activity in the three countries\* where we operate. Our company, which is active in 81 provinces of Turkey with its stores and online operations employs **50,000 personnel** in total, together with its indirect employees. We employed **10,000 new personnel** in 2020, and we aim to employ 6,500 more this year. We continued to increase our contribution to employment by opening **183 new stores** throughout 2020. Moreover, we pay attention to the employment of local people in the geographies where we operate. While **95% of our employees work in our stores, 56% work in their hometowns\***. Through this impact we have created, we continue to support local development.

*\*As of the end of 2020, our retail operations in Kazakhstan were terminated, our activities continue with 1 shopping mall. And as of March 2021, our North Macedonia operations, have been terminated. You can find detailed information in our **2020 Annual Report***

*\*\*The city of birth recorded in the registry was accepted as the hometown.*

## OUR SUPPLIERS

We have a large and rich supply chain with our 1,878\* active suppliers and a network of **over 15,000 farmers**. We conduct our operations in accordance with the principles of sustainability, at all stages of our supply chain, especially with manufacturers and raw material suppliers. We are the largest retailer customer of Agricultural Credit Cooperatives, and we also cooperate with local cooperatives in all regions. In 2020, we doubled our cooperation with **Agricultural Credit Cooperatives** and made **purchases worth TRY 100 million**. In this way, we reach manufacturers of different scales, provide consultancy to ensure production in compliance with our standards, and support them to find a place in the market.

Our suppliers have a key impact on our value chain. As an outcome of this, the **payments we made to our suppliers** throughout 2020 constitute **74.3%** of the economic value we distribute.

*\* The number of our active suppliers from whom we make a purchase of TRY 1,000 and above.*



## OUR CUSTOMERS

In addition to our contribution to production and employment, we create value for our customers with our policy of offering quality at the best price. With our consumer-centered business approach, we consider contributing to the family budget of our customers as our priority, and accordingly, we organize discount opportunities and campaigns throughout the year. With our yellow label application, we offer our customers the best price guarantee on **more than 1,500 products**, including our private label products. In this way, we ensure that our consumers from all socio-economic segments have access to quality products at affordable prices. In 2020, we reached **85%** of the households in Turkey.



## PUBLIC

The **corporate tax** that we have paid is **TRY 172.14 million** according to our consolidated IFRS financial statements for 2020, which has undergone an independent audit. In addition, our tax, duty and fee expenses for 2020 are **TRY 33.3 million**.

During the reporting year, there were no significant penalties or sanctions imposed on our Company due to non-compliance with laws and regulations in the social and financial aspects

## CIVIL SOCIETY

Our company **donated** a total of **TRY 1,805,848.32** in 2020 for social aid purposes. During the year, we provided donations to organizations such as the Biz Bize Yeteriz Türkiye Aid Campaign, Anadolu Education and Social Assistance Foundation (Anadolu Eğitim ve Sosyal Yardım Vakfı), Koç University, etc.

