# UNITED STATES SECURITIES AND EXCHANGE COMMISSION

Washington, D.C. 20549

# FORM 6-K

Report of Foreign Private Issuer Pursuant to Rule 13a-16 or 15d-16 of the Securities Exchange Act of 1934

Date of Report: May 4, 2023

Commission File Number: 001-40553

## D-MARKET Elektronik Hizmetler ve Ticaret Anonim Şirketi

(Exact Name of registrant as specified in its charter)

## **D-MARKET Electronic Services & Trading**

(Translation of Registrant's Name into English)

Kuştepe Mahallesi Mecidiyeköy Yolu Cad. no: 12 Kule 2 K2 Şişli-Istanbul, Türkiye (Address of principal executive office)

Indicate by check mark whether the registrant files or will file annual reports under cover of Form 20-F or Form 40-F:

Form 20-F ⊠ Form 40-F □

## **SIGNATURES**

Pursuant to the requirements of the Securities Exchange Act of 1934, the registrant has duly caused this report to be signed on its behalf by the undersigned, thereunto duly authorized.

## D-MARKET ELECTRONIC SERVICES & TRADING

May 4, 2023

By: /s/ NİLHAN GÖKÇETEKİN

Name: Nilhan Gökçetekin
Title: Chief Executive Officer

By: /s/ H. KORHAN ÖZ

Name: H. Korhan Öz

Title: Chief Financial Officer

## **EXHIBITS**

Exhib	Title
99.1	Press release of D-MARKET Electronic Services & Trading dated May 4, 2023 announcing Hepsiburada Premium hits 1m subscriber

Press release of D-MARKET Electronic Services & Trading dated May 4, 2023 announcing Hepsiburada Premium hits 1m subscribers in less than a year since launch



#### Hepsiburada Premium hits 1m subscribers in less than a year since launch

#### Hepsiburada's subscription service offers outstanding value to customers while driving retention and efficiency for the company

ISTANBUL, Türkiye, May 4, 2023 -- D-MARKET Electronic Services & Trading (d/b/a "Hepsiburada") (NASDAQ: HEPS), a leading Turkish e-commerce platform, today announces that Hepsiburada Premium, the platform's paid subscription service, has passed 1 million subscribers in less than a year after its launch in July 2022.

#### Outstanding customer value

Hepsiburada Premium is priced at 14.90TRY (around 0.75USD) per month. Subscription offers customers access to a range of benefits, such as free delivery, free BluTV (a local streaming service) membership, 3% cashback, and special campaigns for Premium members.

#### Driving retention and efficiency

Nurturing customer loyalty is a key priority within Hepsiburada's core commerce operations and Hepsiburada Premium is central to driving this, with loyalty program members tending to shop more often on the platform. In December 2022, Hepsiburada Premium subscribers placed orders on average 1.7 times the frequency of the same customers did prior to joining the program.

Hepsiburada CEO Nilhan Onal Gökçetekin said: "Reaching 1 million subscribers for Hepsiburada Premium within a year of launch is testament to the category-leading customer value the service represents. Growing our subscriber base for Hepsiburada Premium is an important pillar of our strategy in 2023, driving retention and efficiency and hence profitable growth. We are delighted to nurture customer loyalty through best-in-class value."

#### Forward-Looking Statements

This press release includes forward-looking statements within the meaning of Section 27A of the Securities Act of 1933, as amended, Section 21E of the Securities Exchange Act of 1934, as amended and the Safe Harbor provisions of the US Private Securities Litigation Reform Act of 1995, and encompasses all statements, other than statements of historical fact contained in this press release, and include but are not limited to statements regarding Hepsiburada's strategy. These forward-looking statements can be identified by terminology such as "may," "could," "will," "expects," "anticipates," "future," "intends," "plans," "believes," "estimates," "likely to" and similar statements. Among other things, quotations from management in this press release contain forward-looking statements.

These forward-looking statements are based on management's current expectations. However, it is not possible for our management to predict all risks, nor can we assess the impact of all factors on our business or the extent to which any factor, or combination of factors, may cause actual results to differ materially from those contained in any forward-looking statements we may make. These statements are neither promises nor guarantees but involve known and unknown risks, uncertainties and other important factors and circumstances that may cause Hepsiburada's actual results, performance or achievements to be materially different from its expectations expressed or implied by the forward-looking statements, including conditions in the U.S. capital markets, negative global economic conditions, potential negative developments resulting from epidemics or natural disasters, other negative developments in Hepsiburada's business or unfavorable legislative or regulatory developments. We caution you therefore against relying on these forward-looking statements, and we qualify all of our forward-looking statements by these cautionary statements. For a discussion of additional factors that may affect the outcome of such forward-looking statements, see our 2022 annual report filed with the SEC on Form 20-F on May 1, 2023 (Commission File Number: 001-40553), and in particular the "Risk Factors" section, as well as the other documents filed with or furnished to the SEC by Hepsiburada from time to time. Copies of these filings are available online from the SEC at www.sec.gov, or on the SEC Filings section of our Investor Relations website at https://investors.hepsiburada.com. These and other important factors could cause actual results to differ materially from those indicated by the forwardlooking statements made in this press release. Any such forward-looking statements represent management's estimates as of the date of this press release. These forward-looking statements should not be relied upon as representing Hepsiburada's views as of any date subsequent to the date of this press release. All forward-looking statements in this press release are based on information currently available to Hepsiburada, and Hepsiburada and its authorized representatives assume no obligation to update these forward-looking statements in light of new information or future events. Accordingly, undue reliance should not be placed upon the forward-looking statements.

#### About Hepsiburada

Hepsiburada is a leading e-commerce technology platform in Türkiye, connecting over 55 million members with over 160 million stock keeping units across over 30 product categories. Hepsiburada provides goods and services through its hybrid model combining first-party direct sales (1P model) and a third-party marketplace (3P model) with approximately 100,000 merchants.

With its vision of leading the digitalization of commerce, Hepsiburada acts as a reliable, innovative and purpose-led companion in consumers' daily lives. Hepsiburada's e-commerce platform provides a broad ecosystem of capabilities for merchants and consumers including: last-mile delivery and fulfilment services, advertising services, on-demand grocery delivery services, and payment solutions offered through Hepsipay, Hepsiburada's payment companion and "Buy-Now-Pay-Later" solutions provider. HepsiGlobal offers a selection from international merchants through its inbound arm while outbound operations aim to enable merchants in Türkiye to make cross-border sales.

Since its founding in 2000, Hepsiburada has been purpose-led, leveraging its digital capabilities to develop the role of women in the Turkish economy. Hepsiburada started the 'Technology Empowerment for Women Entrepreneurs' programme in 2017, which has supported approximately 42,000 female entrepreneurs throughout Türkiye reach millions of customers with their products.

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