

# HALKGYO INVESTING IN THE FUTURE



2013 Q3

INVESTOR PRESENTATION

# ABOUT HALK GYO

- Halk GYO A.Ş. was established in 2010, that invests in real estates, real estate based rights, real estate projects and capital market instruments.
- Halk GYO completed its IPO in February 2013 and is trading on the Istanbul Stock Exchange with the code “HLGYO”

## As of 30.09.2013;

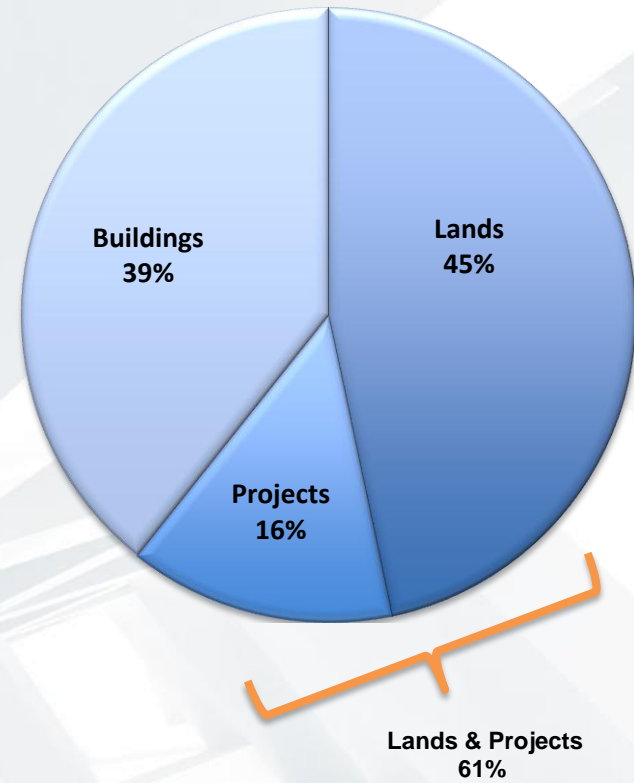
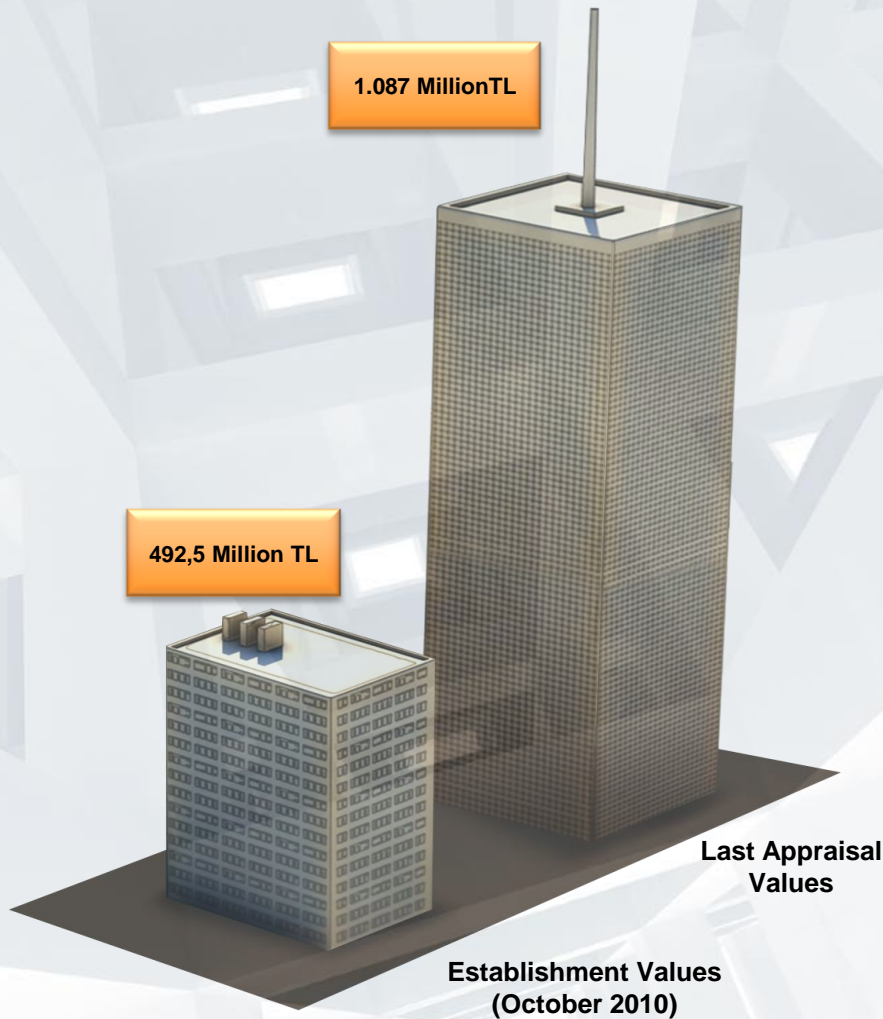
- ❖ Halk GYO has an important position in the sector by 842 million TL of market value and 754 million TL of shareholders' equity.
- 28% of total shares is publicly traded in BIST



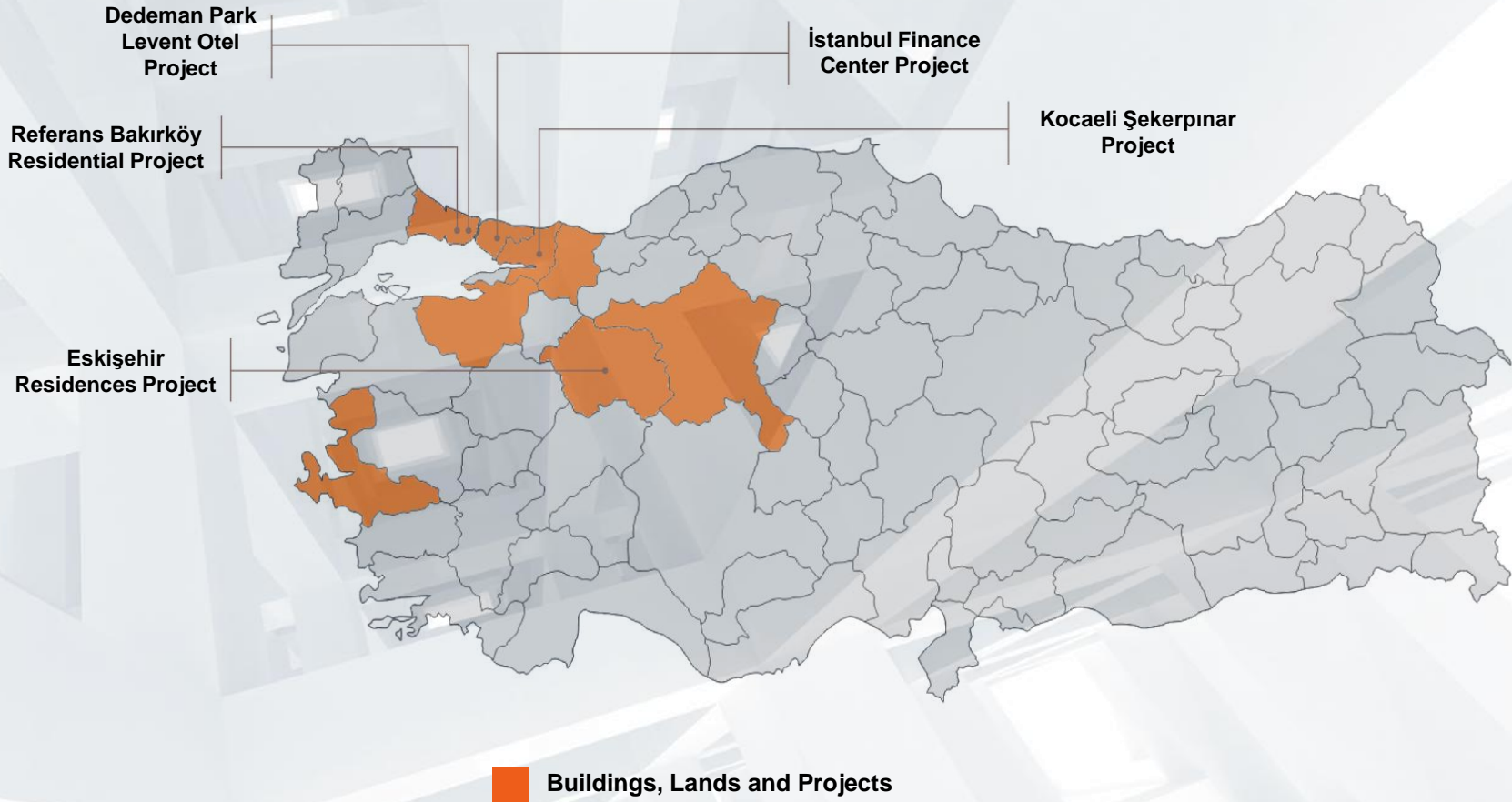


# REAL ESTATE PORTFOLIO

# DISTRIBUTION OF REAL ESTATE PORTFOLIO



# REAL ESTATE PORTFOLIO REGIONAL DISPERSAL




# REAL ESTATE PORTFOLIO TABLE


	Net Book Value of 30.09.2013	Last Appraisal Values
<b>REAL ESTATES PORTFOLIO</b>		
İstanbul Ataşehir Land	237.561.906	494.750.000
Levent Hotel Project	34.577.633	53.770.000
Eskişehir Residentel Project	9.511.592	6.286.886
Kocaeli Şekerpınar Project	10.249.339	14.850.000
Referans Bakırköy Project	31.765.625	90.500.000
<b>Total of Lands &amp; Projects</b>	<b>323.666.095</b>	<b>660.156.886</b>
İstanbul Karaköy Building	23.387.690	24.700.000
İstanbul Salıpazarı Building	21.797.991	39.530.000
İzmir Konak Building 1	13.211.979	14.942.085
Ankara Kızılay Building	12.381.649	16.000.000
İstanbul Beyoğlu Building	11.961.029	15.784.000
İstanbul Beşiktaş Building	11.842.380	13.075.590
İstanbul Etiler Building	10.964.237	12.379.745
İstanbul Şişli Building	10.888.243	11.606.582
İzmir Konak Building 2	10.210.374	12.000.000
Ankara Başkent Building	9.484.774	12.400.000
İstanbul Bakırköy Building	8.968.854	16.524.000
Bursa Building	8.434.884	8.865.000
İzmir Karşıyaka Building	8.384.272	9.805.000
Ankara Bahçelievler Building 1	6.596.902	8.310.000
Kocaeli Building	6.479.309	7.950.000
İstanbul Fatih Building	6.312.116	7.835.000
İstanbul Caddebostan Building	6.110.812	6.502.500
Sakarya Adapazarı Building	5.917.084	7.350.000
Ankara Bahçelievler Building 2	5.656.788	7.200.000
İstanbul Ataköy Building	5.007.607	8.918.000
İstanbul Nişantaşı Building	4.980.508	6.310.000
Ataşehir Finance Tower	125.638.776	159.000.000
<b>Total of Building</b>	<b>334.618.258</b>	<b>426.987.502</b>
<b>Total of Portfolio</b>	<b>658.284.353</b>	<b>1.087.144.388</b>

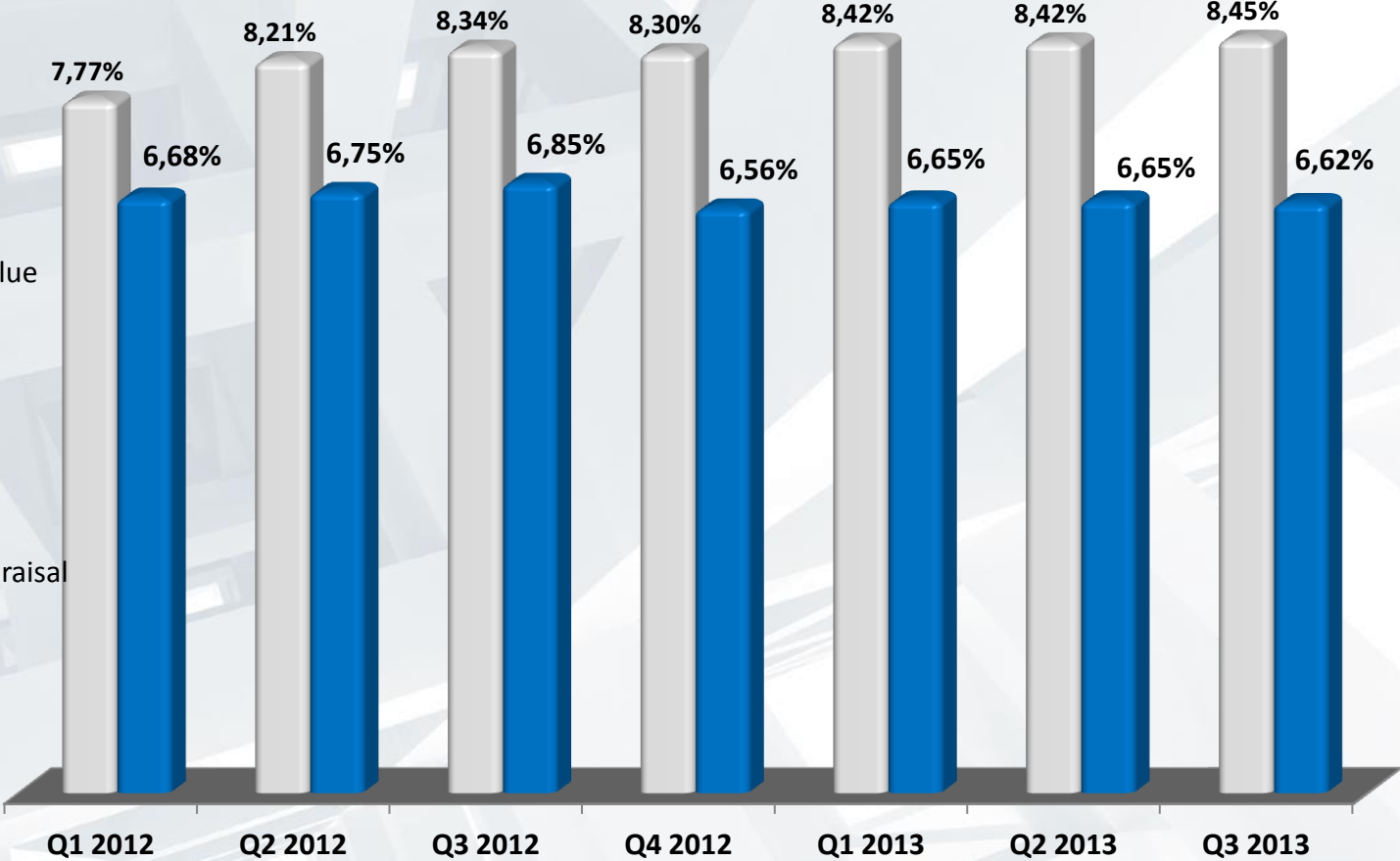
Real  
Estates  
with rental  
income

# RENTAL INCOME RATIOS

Rent Revenues (TL)      4.073.794      6.896.228      7.000.728      6.958.874      7.053.976      7.057.301      7.065.153

 Rent Income/  
Buildings Book Value

 Rent Income/  
Buildings Last Appraisal  
Value





# HALKBANK FINANCE TOWER



In 2012, we acquired this 23-floor Class A office tower located near the Istanbul Finance Center Project while it was under construction.

The tower is leased to Halkbank for four years. Due to its premium location, this acquisition has already increased our rent income and will increase the value of our real estate portfolio in the future further as the area transforms into a financial hub and becomes increasingly attractive for businesses.

City.....	Istanbul
District.....	Ataşehir
Gross Area.....	13.694 sqm
Number of Offices.....	92
Number of Stores.....	13
Book Value.....	125,6 million TL
Last Appraisal Value.....	159 million TL
Yearly Rent .....	6 million USD

\*18 million USD of 3 year rent is collected in advance in April 2012.

# İSTANBUL FINANCE CENTER



As Halk GYO, we are one of the major stakeholders of the Istanbul International Finance Center Project where we will build two office towers, one with 46 floors and the other with 34 floors. The project also comprises 3 buildings each with 8 floors. The Istanbul International Finance Center Project will serve as a hub for the state banks of Turkey, such as Halkbank, Vakıfbank, Ziraat Bankası, as well as financial institutions, such as Banking Regulation and Supervision Agency (BRSA) and Capital Markets Board (CMB) While the project is still in the architectural design phase, when completed, it will become an attraction center with many amenities besides its mission to serve as the financial hub of the Turkish economy with some 50.000 employees.

Halk GYO office towers will be designed as a Class A office complex to the highest standards. Upon completion the project will significantly meet a much felt need for Class A office spaces to the global standards in the Istanbul real estate market.

Selection process of the architectural design firm and the project firm is completed.

City .....	İstanbul
District.....	Ataşehir
Area .....	28.732 m <sup>2</sup>
Book Value.....	237,5 million TL
Last Appraisal Value.....	494,7 million TL
Estimated Completion Date.....	2016 IV. Quarter



# DEDEMAN PARK LEVENT



The construction of the Project has begun on our land plot in Levent. It will be the first hospitality project on Halk GYO's portfolio. The project will become one of the finest examples of urban hotels in Levent area in İstanbul. When completed, it will meet the much felt need for business hotels on Mecidiyeköy-Maslak line. A 10-year lease agreement has been signed with Dedeman Group as part of their Dedeman Park Concept chain.

The project is designed and constructed in conformity with LEED green building standard with the objective of using environment friendly materials, providing an ideal indoor environment quality for its users and achieving exemplary levels of water and energy efficiency, as well as other sustainability criteria.

The main contractor company has been selected and the construction is already started.

City.....	İstanbul
District.....	Şişli/Levent
Area .....	2.721 m <sup>2</sup>
Book Value.....	34,5 million TL
Last Appraisal Value.....	53,7 million TL
Estimated Completion Date .....	2014 III. Quarter

# REFERANS BAKIRKÖY



Referans Bakırköy Project, developed based on revenue sharing model, is HalkGYO's first residential project. The project is currently underway with the partnership of Biskon Yapı, an affiliate of Kiler Holding, and is rising on one of the last remaining vacant land plots of Bakırköy, an exclusive district of İstanbul.

In the period, the project plans have been modified to provide 254 residential and 73 commercial units, as opposed to prior 256 residential and 70 commercial units.

As of 30 September 2013, amounted to TL 105.313.562 of residential units was sold.

City.....	İstanbul
District.....	Bakırköy
Area.....	13.073 m <sup>2</sup>
Book Value.....	31,7 million TL
Last Appraisal Value .....	180 million TL
Halk REIT Share.....	90,5 million TL
Contractor Firm.....	Biskon Yapı
Estimated Completion Date .....	2014 II. Quarter



# ESKİŞEHİR ODUNPAZARI



The project is currently underway in the Odunpazarı District of City of Eşkisehir, one of the fastest growing cities of Turkey.

The project will be a unique component in the cityscape of Eskişehir with its 18-floor high rise tower, the tallest residential building in Eskişehir, supported by another low rise residential block and retail premises with in a total covered area of 27.318 sqm.

The project's construction permit was approved and the main contractor services agreement has been signed.

City.....	Eskişehir
District.....	Odunpazarı
Area.....	9.811 m <sup>2</sup>
Book Value.....	9,5 million TL
Last Appraisal Value.....	6,2 million TL
Estimated Completion Date.....	2015 IV. Quarter



# KOCAELİ ŞEKERPINAR



Halk GYO is also carrying out a data and banking center in Şekerpınar district of Kocaeli on a site of 15.652 sqm. The project will consist of a data center, hospitality unit, training facilities, a conference center and other facilities.

An agreement has been signed for the architectural design of office buildings on the land due to construct a building for banking operational center.

The project is planned to build as 2 parts. The construction license has been got for 1st part of project. The construction is started for the 1st part, which has 9.131 sqm sizes.

City.....	Kocaeli
District.....	Şekerpınar
Area.....	15.652 m <sup>2</sup>
Book Value.....	10,2 million TL
Last Appraisal Value.....	14,8 million TL

# FINANCIAL DATA

30.09.2013

BALANCE SHEET (MN TL)	31.12.2012	30.09.2013	Change
Current Assets	45.772.597	210.991.489	% 361
Non-Current Assets	633.261.451	656.944.423	% 37,4
<b>Total Assets</b>	<b>679.034.048</b>	<b>867.935.912</b>	<b>% 27,8</b>
Short Term Liabilities	33.377.032	92.667.017	% 177,6
Long Term Liabilities	124.340.306	21.257.931	% - 83
Equity	521.316.710	754.010.964	% 44,6
<b>Total Liabilities and Equity</b>	<b>679.034.048</b>	<b>867.935.912</b>	<b>% 27,8</b>

INCOME TABLE (MN TL)	30.09.2012	30.09.2013	Change
<b>Revenues</b>	<b>19.579.464</b>	<b>30.058.502</b>	<b>%53,5</b>
Cost of Sales	(1.534.868)	(1.944.142)	% 26,7
<b>Gross Profit/Loss</b>	<b>18.044.596</b>	<b>28.114.360</b>	<b>% 55,8</b>
General Administrative Expenses	(3.135.613)	(6.761.076)	% 115,6
Other Operating Income/Expense	6.515	(532.413)	-
<b>Operational Profit</b>	<b>14.915.498</b>	<b>20.820.871</b>	<b>% 39,6</b>
Financial Expenses	(4.993.050)	(3.708.518)	% - 25,7
<b>Net Profit</b>	<b>9.922.448</b>	<b>17.112.353</b>	<b>% 72,5</b>

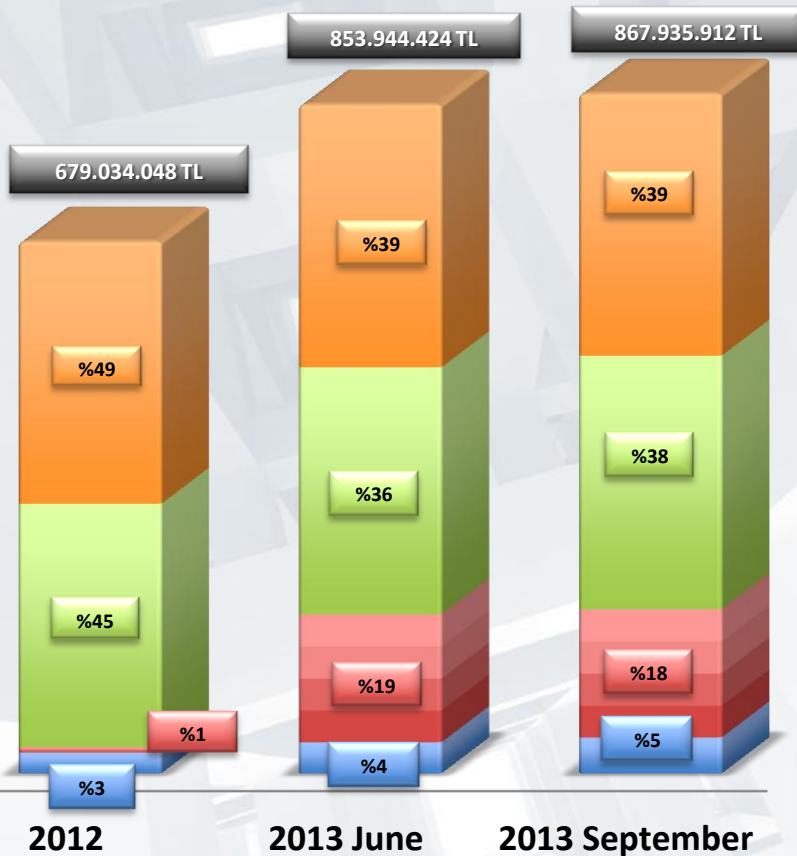


# DISTRIBUTION OF ASSETS AND LIABILITIES

30.09.2013

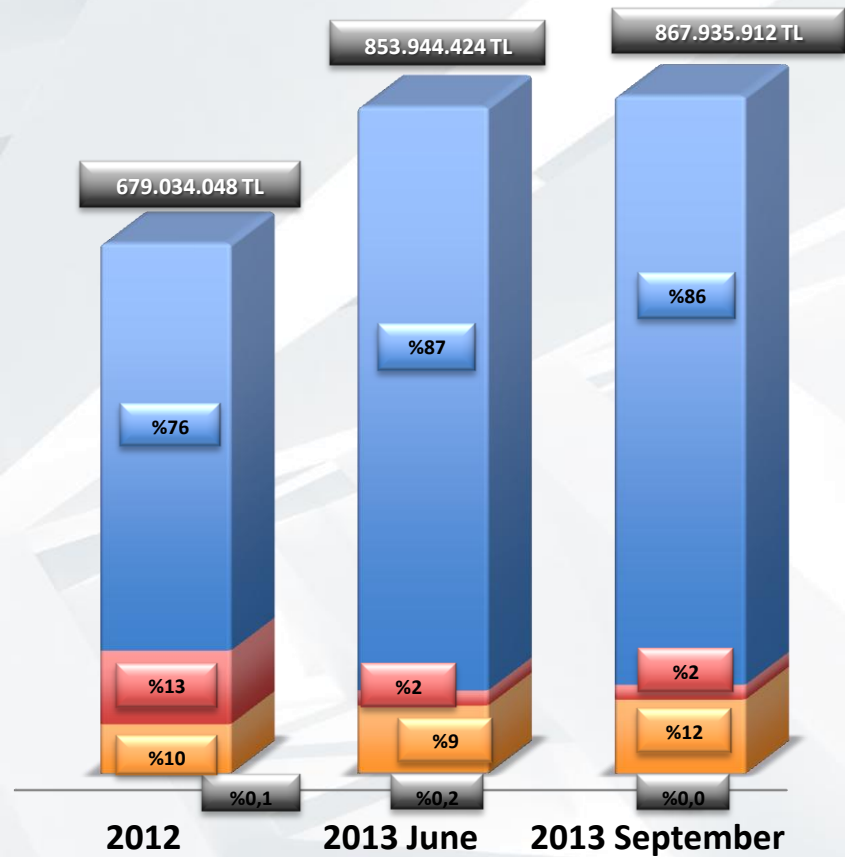
Distribution of Assets TL

Other Cash and Cash Equivalents Lands and Projects Buildings



Distribution of Liabilities TL

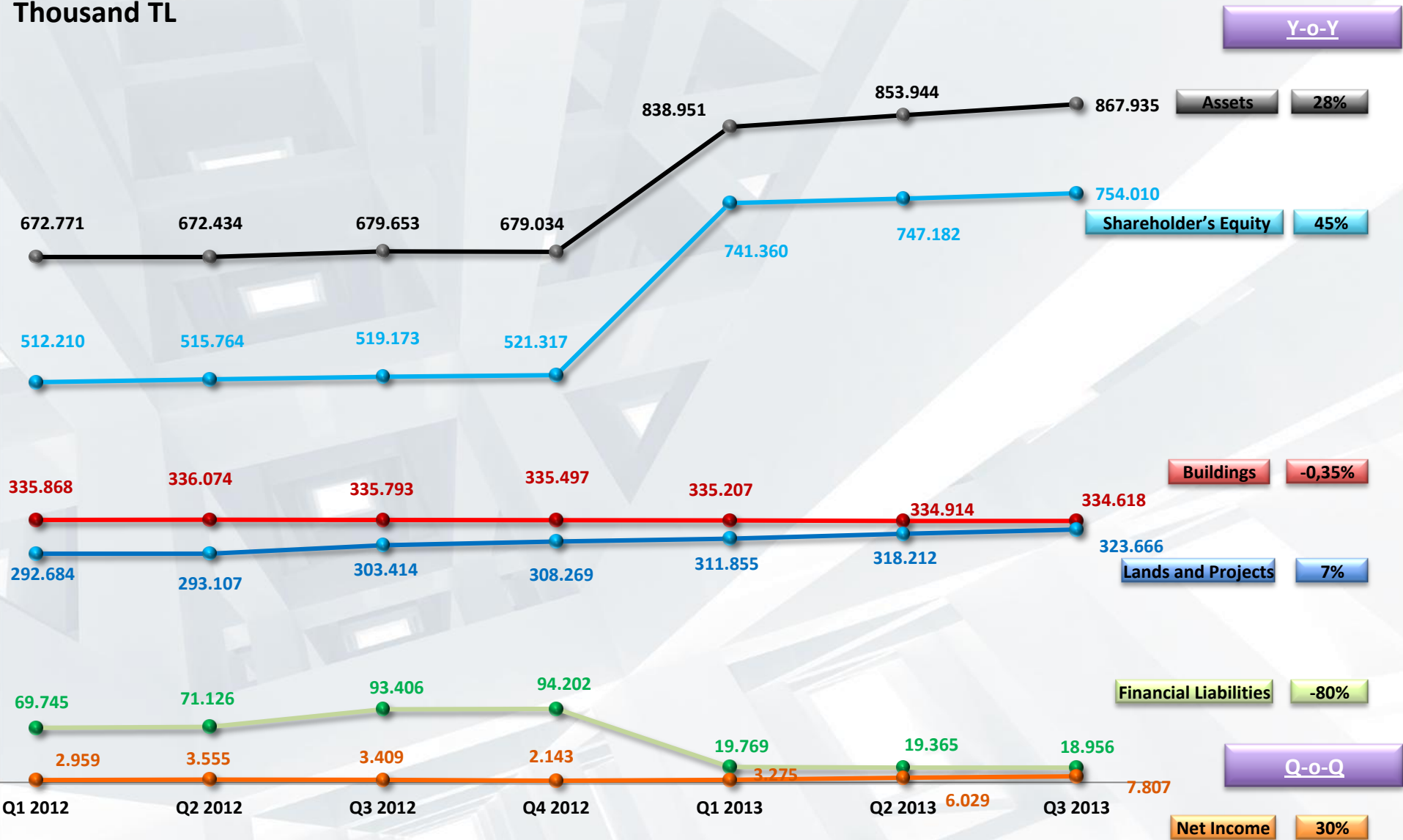
Other Deferred Incomes Financial Debts Equity





# BALANCE SHEET ITEMS

Thousand TL



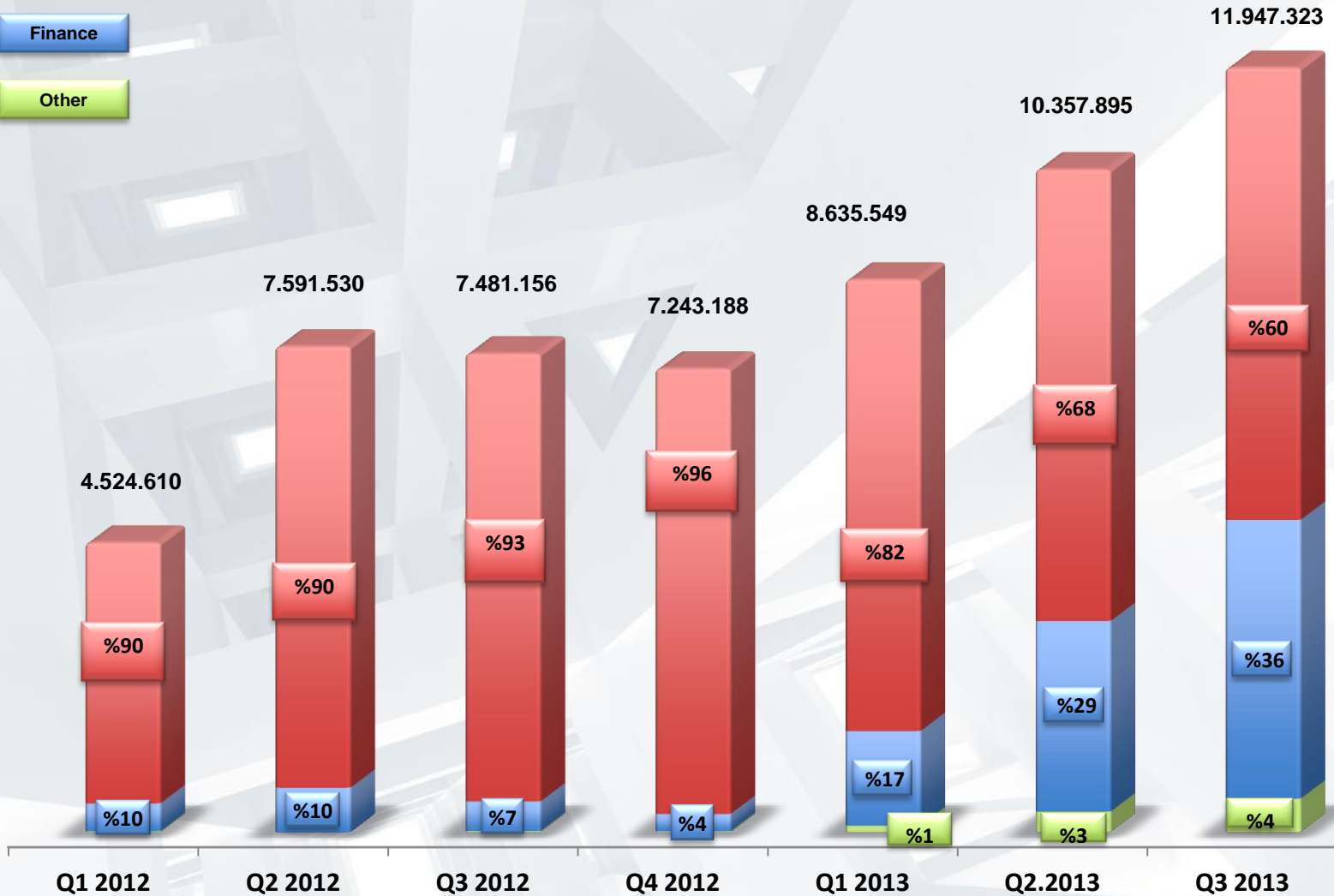
# INCOME STATEMENT ITEMS

TL	Q1 2012	Q2 2012	Q3 2012	Q4 2012	Q1 2013	Q2 2013	Q3 2013
<b>Total Revenues</b>	<b>4.524.610</b>	<b>7.591.530</b>	<b>7.463.324</b>	<b>7.227.177</b>	<b>8.532.067</b>	<b>10.052.700</b>	<b>11.473.735</b>
Rent Income	4.073.794	6.896.228	7.000.728	6.958.874	7.053.976	7.057.301	7.065.163
Others	15.254	0	0	0	0	16.666	50.001
Financial Income	435.562	695.302	462.596	268.303	1.478.091	2.978.733	4.358.571
<b>Cost of Sales</b>	<b>(157.939)</b>	<b>(781.179)</b>	<b>(593.710)</b>	<b>(518.105)</b>	<b>(332.118)</b>	<b>(869.444)</b>	<b>(742.580)</b>
<b>Gross Profit</b>	<b>4.366.671</b>	<b>6.810.351</b>	<b>6.869.614</b>	<b>6.709.072</b>	<b>8.199.949</b>	<b>9.183.256</b>	<b>10.731.155</b>
<b>General Administrative Expenses</b>	<b>(866.037)</b>	<b>(978.362)</b>	<b>(1.291.214)</b>	<b>(1.571.256)</b>	<b>(2.163.509)</b>	<b>(2.280.851)</b>	<b>(2.316.716)</b>
Foreign Exchange Gain	0	0	17.832	16.011	103.482	305.195	473.588
Foreign Exchange Loss	0	0	(11.317)	(6.750)	(134.365)	(686.798)	(593.515)
<b>Operating Profit</b>	<b>3.500.634</b>	<b>5.831.989</b>	<b>5.584.915</b>	<b>5.147.077</b>	<b>6.005.557</b>	<b>6.520.802</b>	<b>8.294.512</b>
<b>Financial Expenses</b>	<b>(542.105)</b>	<b>(2.277.440)</b>	<b>(2.175.545)</b>	<b>(3.003.826)</b>	<b>(2.730.293)</b>	<b>(491.698)</b>	<b>(486.527)</b>
<b>Profit Before TAX</b>	<b>2.958.529</b>	<b>3.554.549</b>	<b>3.409.370</b>	<b>2.143.251</b>	<b>3.275.264</b>	<b>6.029.104</b>	<b>7.807.985</b>
<b>TAX Expenses</b>	<b>0</b>	<b>0</b>	<b>0</b>	<b>0</b>	<b>0</b>	<b>0</b>	<b>0</b>
<b>Net Profit</b>	<b>2.958.529</b>	<b>3.554.549</b>	<b>3.409.370</b>	<b>2.143.251</b>	<b>3.275.264</b>	<b>6.029.104</b>	<b>7.807.985</b>
<b>ROAE</b>	<b>2,32%</b>	<b>2,77%</b>	<b>2,64%</b>	<b>1,65%</b>	<b>*2,32%</b>	<b>3,24%</b>	<b>4,16%</b>
<b>ROAA</b>	<b>1,97%</b>	<b>2,11%</b>	<b>2,02%</b>	<b>1,26%</b>	<b>*1,89%</b>	<b>2,85%</b>	<b>3,62%</b>

\* Because the IPO took place in February 2013, the effect of the cash injection included in to the calculation partial.

# DISTRIBUTION OF MAIN INCOME ITEMS

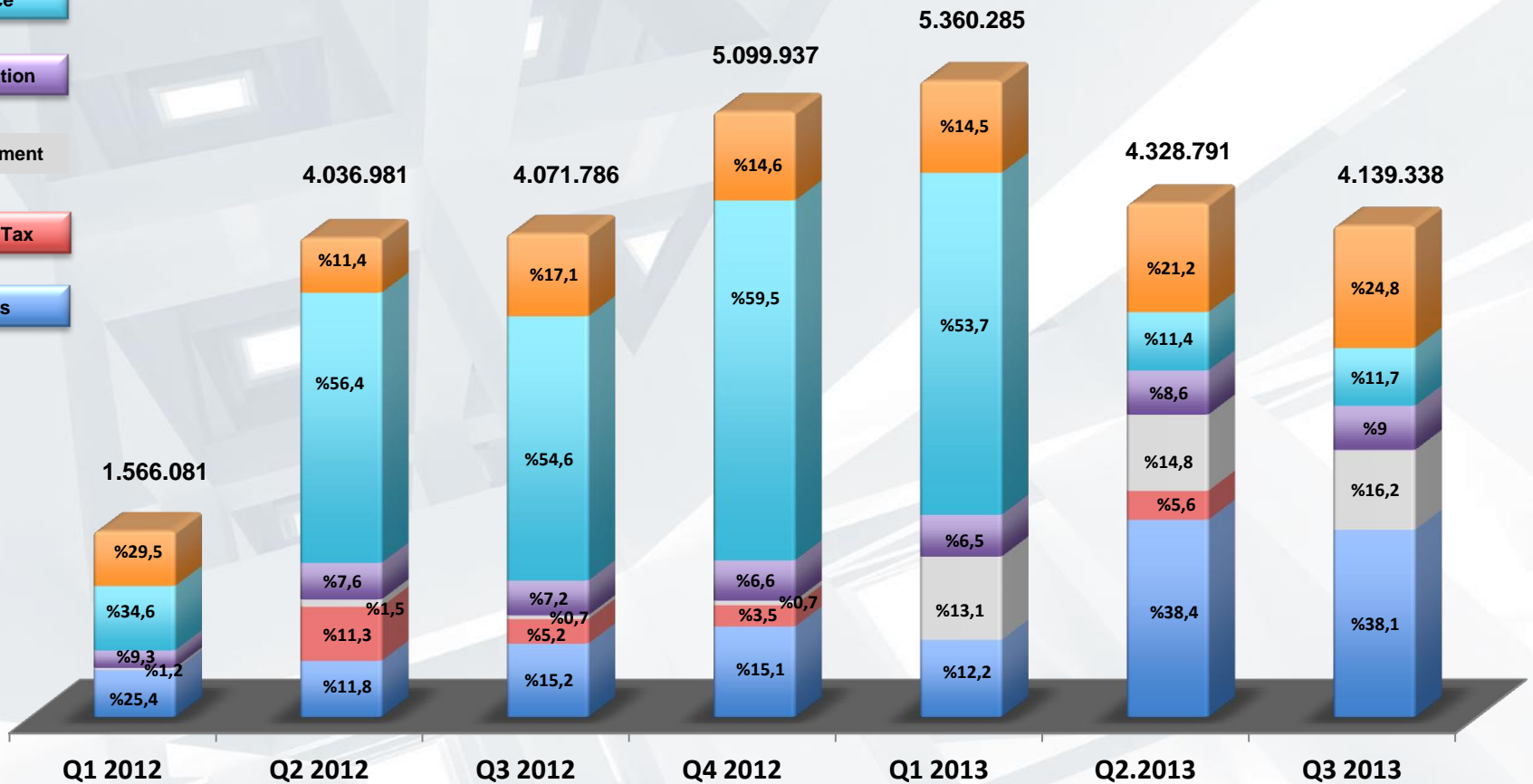
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# DISTRIBUTION OF MAIN EXPENSE ITEMS

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# HALKGYO

For further information please contact;

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