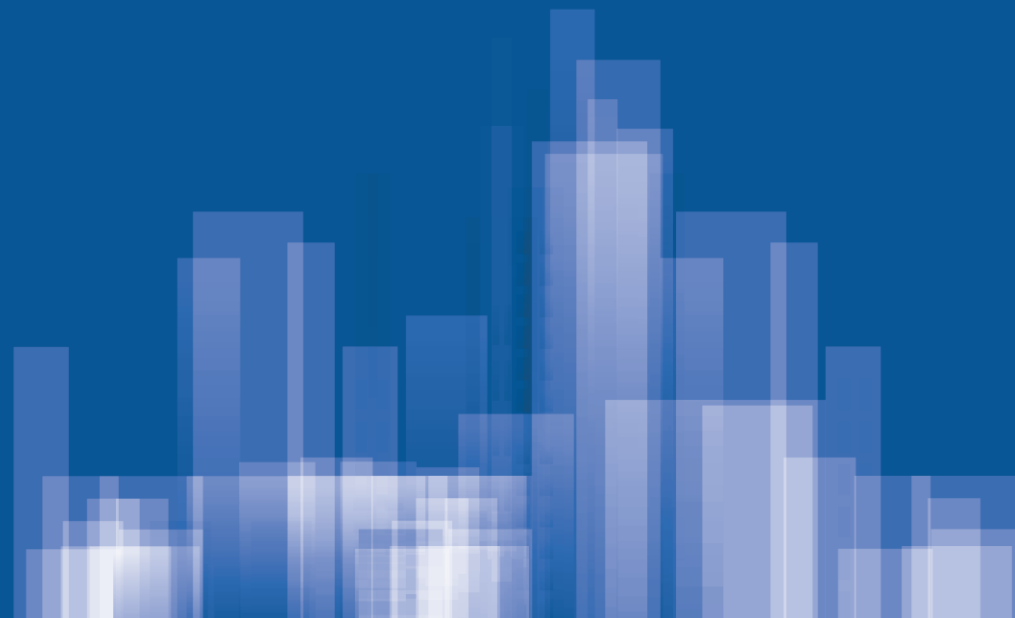




INVESTOR PRESENTATION

2016 Q1

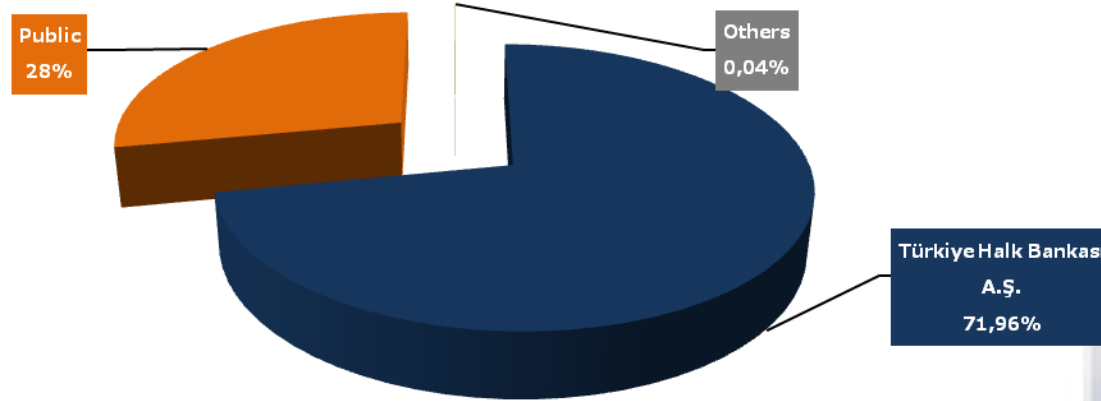


ABOUT HALK GYO

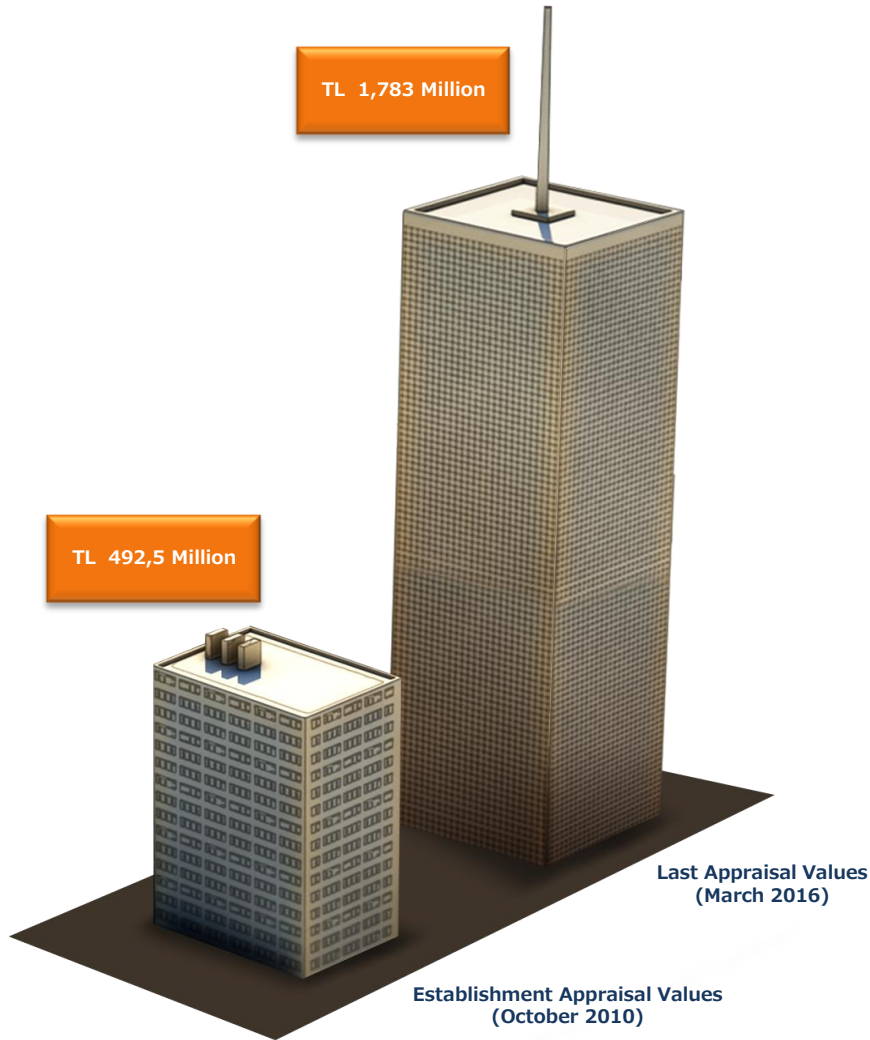
- Halk GYO, was established in 2010, invests in real estates, real estate projects, real estate based rights and capital market instruments.
- Halk GYO completed its IPO in February 2013 and is trading on the Borsa Istanbul (BIST) with the code "HLGYO"

As of 31.03.2016;

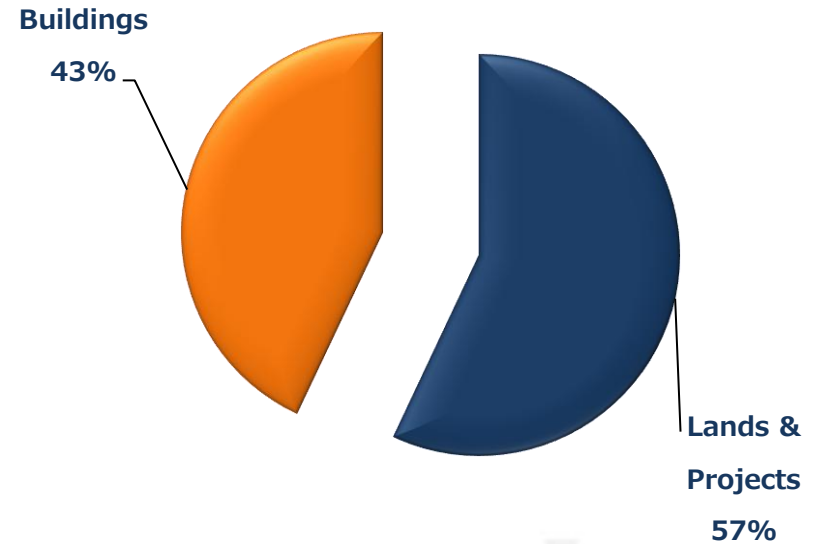
- ❖ Halk GYO has an important position in the sector by **TL 1,8 billion** real estate portfolio, **TL 780 million** of market value and **TL 890 million** of shareholders' equity.
- **28%** of total shares are listed on the BIST.



REAL ESTATE PORTFOLIO



DISTRIBUTION OF PORTFOLIO



REAL ESTATE PORTFOLIO REGIONAL DISPERSAL



REAL ESTATE PORTFOLIO TABLE

REAL ESTATES & REAL ESTATE PROJECTS	Net Book Values (TL)	Last Appraisal Values (TL)
LANDS & PROJECTS	423,273,129	1,016,864,146
Erzurum Yakutiye Land	17,850,000	17,500,000
Istanbul "Finance Center" Project	269,818,749	*660,825,000
Istanbul "Bizimtepe Aydos" Residential Project	68,006,031	229,667,829
Kocaeli Şekerpınar "Office Project"	38,147,157	75,103,257
Eskişehir "Panorama Plus" Residential Project	22,591,755	**23,804,410
Istanbul "Referans Bakırköy" Residential Project	6,859,437	**9,963,650
BUILDINGS	482,479,838	766,258,488
Istanbul Halkbank Finance Tower	124,119,859	205,350,000
Istanbul Park Dedeman Levent Hotel	90,204,773	150,000,000
Kocaeli Şekerpınar "Banking Center"	66,671,219	82,521,600
Istanbul Salıpaazarı Building	21,632,062	46,680,000
Istanbul Karaköy Building	23,291,680	30,000,000
Istanbul Beyoğlu Building	11,927,715	22,000,000
Istanbul Bakırköy Building	8,922,138	21,400,000
Izmir, Konak Building 1	13,050,186	21,380,000
Istanbul Etiler Building	10,933,666	16,500,000
Ankara Kızılay Building	12,301,643	16,310,000
Istanbul Caddebostan Building	5,948,015	16,255,000
Istanbul Beşiktaş Building	11,798,388	16,165,000
Istanbul Şişli Building	10,792,706	14,300,000
Izmir Konak Building 2	10,141,857	13,470,000
Bursa Building	8,379,251	11,960,000
Ankara Başkent Building	9,436,085	11,775,000
Istanbul Ataköy Building	4,961,569	10,860,000
Kocaeli Building	6,444,987	10,200,000
Istanbul Fatih Building	6,254,084	10,000,000
Ankara Bahçelievler Building 1	6,524,745	9,150,000
Sakarya Adapazarı Building	5,880,396	9,030,000
Istanbul Nişantaşı Building	4,963,736	8,300,000
Ankara Bahçelievler Building 2	5,632,886	7,825,000
Eskişehir Panorama Plus D Blok Commercial Unit	1,626,972	4,177,025
Eskişehir Panorama Plus B Blok Commercial Unit	639,220	649,863
TOTAL OF PORTFOLIO	905,752,967	1,783,122,634

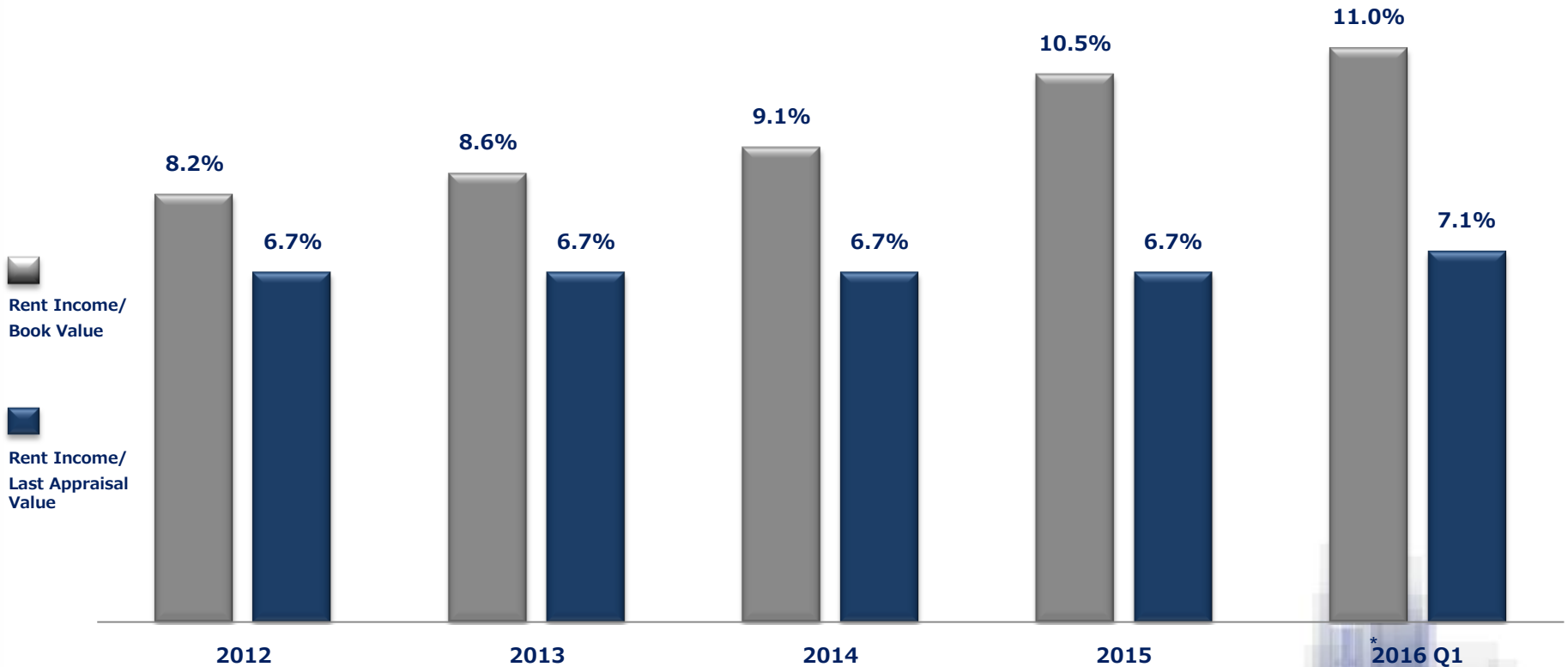
*Land appraisal value

**Appraisal values of unsold independent units

REAL ESTATES
WITH RENTAL
INCOME

RENTAL INCOME RATIOS

Period	2012	2013	2014	2015	Q1 2016
Building Rent Revenue (TL)	24,929,624	28,837,553	29,759,463	41,596,681	12,588,689



•Salıpzarı and Caddebostan Buildings is not added into the calculations because of still being in renovation.

COMPLETED PROJECTS

HALKBANK FINANCE TOWER



In 2012, we acquired this 23-floor Class A office tower located near the Istanbul International Finance Center Project while it was under construction. The tower is leased to Halkbank for four years.

Being in Batı Ataşehir district, which is one of the closest areas to İstanbul Finance Center, substantially contributes in not only our portfolio but also our yearly rent income

Real Estate Information

City	:	İstanbul
District	:	Ataşehir
Gross Area	:	13,694 m ²
Book Value	:	TL 124.1 million
Last Appraisal Value	:	TL 205.3 million
Yearly Rent	:	USD 6 million

COMPLETED PROJECTS

ISTANBUL "REFERANS BAKIRKOY"



Referans Bakırköy Project is Halk GYO's first residential project. The project is developed based on revenue sharing model with our Company's 50.5 percent share from total sales revenue. The project which carried out together with Biskon Yapı A.Ş., an association of Kiler Holding, has risen on one of the last lands in Bakırköy, Istanbul. The project has 3 buildings consists of 254 residential and 73 commercial units in total.

As of Q1 2016, the revenue was at the amount of TL 196,5 mn with the sales of 286 independent units (241 residences + 45 commercial) and the deed transfer process of 221 independent units amounted TL 155 mn completed.

Real Estate Information		Sale Information		As of 03.31.2016
City	: İstanbul	Total of Sold IU		286
District	: Bakırköy	Amount		TL 196,5 million
Appraisal Value (for all project)	: TL 214 million	Completed deed transfers of IU		221
Halk GYO Share	: TL 108,1 million	Amount		TL 155 million
		Unsold IU		41

COMPLETED PROJECTS

ISTANBUL “PARK DEDEMAN LEVENT” HOTEL



Park Dedeman Levent Hotel is the first hospitality project on Halk GYO's portfolio. It meets the much felt need for business hotels on Mecidiyeköy-Maslak line, Istanbul.

The occupancy permit for “Park Dedeman Levent” hotel project has been granted and in paralel with 10-year lease agreement signed with Dedeman Group as part of their Dedeman Park concept chain, the hotel has been delivered to Dedeman Group and opened its gates in July.

The project is aimed to be an environmentally friendly building and received a certificate of LEED Gold.

Real Estate Information

City	:	Istanbul
District	:	Şişli-Levent
Book Value	:	TL 90.2 million
Appraisal Value	:	TL 150.0 million

COMPLETED PROJECTS

ESKISEHIR “PANORAMA PLUS” RESIDENTIAL PROJECT



The project is located in Odunpazarı District of City of Eskişehir, one of the fastest growing cities of Turkey.

The project Panorama Plus is a unique component in the cityscape of Eskişehir with 97 residential and 5 commercial units.

As of Q1 2016, the revenue was at the amount of TL 26,5 mn with the sales of 61 independent units (60 residences + 1 commercial) and the deed transfer process of 53 independent units amounted TL 22,7 mn completed.

Panorama Plus is the first project which has “LEED Silver Certification” with the highest score in Eskişehir.

Real Estate Information

City	: Eskişehir
District	: Odunpazarı
Book Value	: TL 22.6 million
Appraisal Value (for all project)	: TL 49.9 million

COMPLETED PROJECTS

SEKERPINAR "BANKING CENTER"



"Şekerpınar Banking Center" which has been constructed in Kocaeli Şekerpınar, which has an usage area of approximately 9k sqm.

The Center has been leased to Halkbank, our main shareholder, for 10 years.

Şekerpınar Banking Center is aimed to be an environmentally friendly building and received a certificate of LEED Gold.

Real Estate Information

City	: Kocaeli
District	: Çayırova-Şekerpınar
Book Value	: TL 66.7 million
Appraisal Value	: TL 82.5 million

ONGOING PROJECTS

ISTANBUL FINANCE CENTER



As Halk GYO, we are one of the major stakeholders of the Istanbul International Finance Center Project carried out under the coordination of the Ministry of Environment and Urban Planning and we will build two office towers, one with 46 floors and the other with 34 floors and also 3 buildings each with 8 floors . For our office towers, the construction permits granted and prequalification process has been started for main construction contractor tender.

The project will serve as a hub for the state banks of Turkey, such as Halkbank, Vakıfbank, Ziraatbank, as well as financial institutions, such as Banking Regulation and Supervision Agency (BRSA) and Capital Markets Board (CMB). IFC will be 7/24 lively center that supported by both green fields and architectural design studies as well as hidden parking area into the basement floors which provides cars be hardly seen around the finance center.

A goodwill agreement has been signed with Halkbank, our main shareholder, to lease out specified areas of our office towers, regarding their demand and need after being completed and designed through class A standards.

Real Estate Information

City	:	İstanbul
District	:	Ümraniye
Land Cost	:	TL 229.8 million
Book Value	:	TL 269.8 million
Appraisal Value	:	TL 660.8 million

ONGOING PROJECTS

SEKERPINAR OFFICE PROJECT



"Şekerpınar Office Project" which is under construction has a usage area of approximately 52k sqm.

The Project is located on Kocaeli Şekerpınar land, purchased in 2012.

Real Estate Information

City	:	Kocaeli
District	:	Cayırova-Sekerpınar
Book Value	:	TL 38.1 million
Appraisal Value	:	TL 75.1 million

ONGOING PROJECTS

SANCAKTEPE “BIZIMTEPE AYDOS” RESIDENTIAL PROJECT



The Project will be constructed through joint venture with Vakıf REIT. It is located on Sancaktepe, one of the most developing and popular districts of Istanbul.

On the 98k sqm land, after leaving 90% of it for landscape, it is planning to build 13-storey 17 blocks (total 1037 units) with the options of 2+1, 3+1, 4+1, besides hobby gardens, bicycle and running tracks, arbors and ponds, grass amphitheatres and commercial units consisting private kindergarten and market.

With the catch-phrase of “happiness begins at home”, sales have begun in the Project which will be the response to the house demand resulting from IFC.

Real Estate Information

City	:	İstanbul
District	:	Sancaktepe
Book Value (Halk GYO share)	:	TL 68.0 million
Appraisal Value (Halk GYO share)	:	TL 229.6 million

PLANNED PROJECTS

SALIPAZARI HOTEL PROJECT



After the best use studies, it was decided to renovate our office building, Beyoğlu Salıpazarı, which is registered in one of the most historic and significant districts in Istanbul, as a hotel.

After the procedures of sealed-bid tender and auction, a lease contract for 20 years has been signed. Our Company will get avg. Euro 1.7 million yearly rent.

Real Estate Information

City	:	İstanbul
District	:	Beyoğlu / Salıpazarı
Book Value	:	TL 21.6 million
Appraisal Value	:	TL 46.7 million

PLANNED PROJECTS

ERZURUM RESIDENTIAL PROJECT



In April 2016, a land of 23,734 sqm in Erzurum/Yakutiye, of which prior proprietor was Er Konut, added into portfolio with a cost of TL 17.5 million, the half amount of the appraisal value of TL 35 million, to develop a residential project.

Therefore, Halk GYO –ER KONUT (50% Halk REIT / 50% Er Konut) Ordinary Partnership has been established with Er Konut.

Real Estate Information

City	:	Erzurum
District	:	Yakutiye
Book Value	:	TL 17.8 million
Appraisal Value	:	TL 17.5 million
Halk GYO	:	50%

FINANCIAL DATA

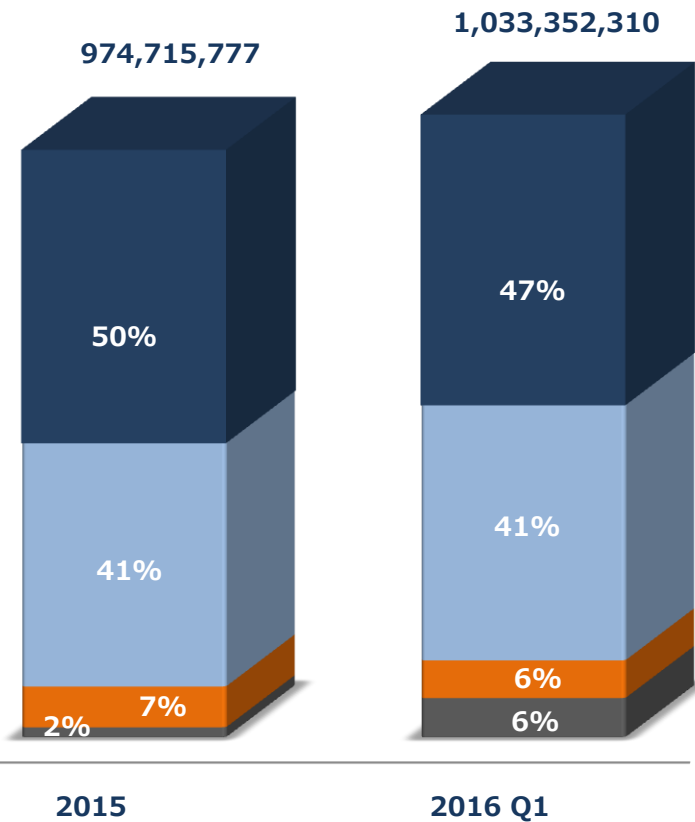
BALANCE SHEET (TL)	31.12.2015	31.03.2016
Current Assets	144,495,869	188,190,873
<i>Liquid Assets</i>	<i>16,436,458</i>	<i>64,877,510</i>
<i>Inventories</i>	<i>97,964,900</i>	<i>97,457,223</i>
Non-Current Assets	830,219,908	845,161,437
<i>Investment Properties</i>	<i>789,101,181</i>	<i>790,445,744</i>
Total Assets	974,715,777	1,033,352,310
Short Term Liabilities	52,951,759	46,976,251
<i>Deferred Income</i>	<i>44,070,843</i>	<i>39,064,590</i>
Long Term Liabilities	42,315,152	96,225,456
<i>Deferred Income</i>	<i>30,813,515</i>	<i>85,225,635</i>
Equity	879,448,866	890,150,603
Total Liabilities and Equity	974,715,777	1,033,352,310

INCOME STATEMENT (TL)	01.01.2015 31.03.2015	01.01.2016 31.03.2016
Revenues	16,026,056	19,273,889
<i>Rent Income</i>	<i>7,337,370</i>	<i>12,647,847</i>
<i>Sales Income</i>	<i>7,672,844</i>	<i>5,214,536</i>
<i>Other Income</i>	-	-
<i>Financial Income</i>	<i>1,015,842</i>	<i>1,411,506</i>
Cost of Sales	(2,848,388)	(4,360,935)
<i>Cost of Residential Sales</i>	<i>(2,017,124)</i>	<i>(3,290,688)</i>
<i>Other</i>	<i>(831,264)</i>	<i>(1,070,247)</i>
Gross Profit	13,177,668	14,912,954
<i>General Administrative Expense</i>	<i>(2,244,737)</i>	<i>(2,241,165)</i>
<i>Marketing & Selling Expense</i>	-	<i>(1,569,560)</i>
<i>Other Income/Expense</i>	<i>(53,955)</i>	<i>(23,177)</i>
Operational Profit	10,878,976	11,079,052
<i>Financial Expense</i>	<i>(408,620)</i>	<i>(377,315)</i>
Net Profit	10,470,356	10,701,737

DISTRIBUTION OF ASSETS AND LIABILITIES

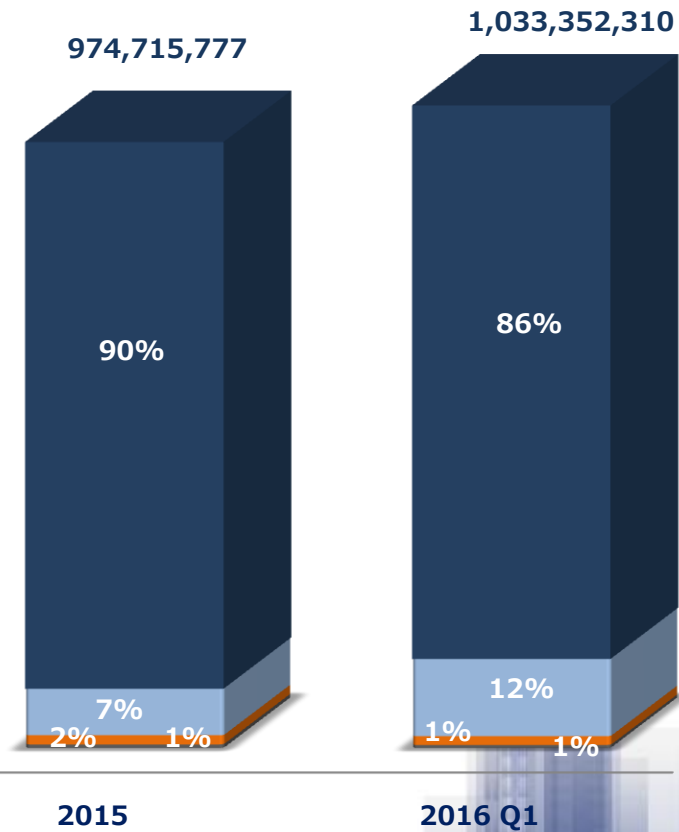
DISTRIBUTION OF ASSETS

■ Cash and Cash Equivalents
 ■ Others
 ■ Lands&Projects
 ■ Buildings



DISTRIBUTION OF LIABILITIES

■ Others
 ■ Financial Debts
 ■ Deferred Income
 ■ Equities



BALANCE SHEET ITEMS

TL Thousand

Y-o-Y

Assets 11%

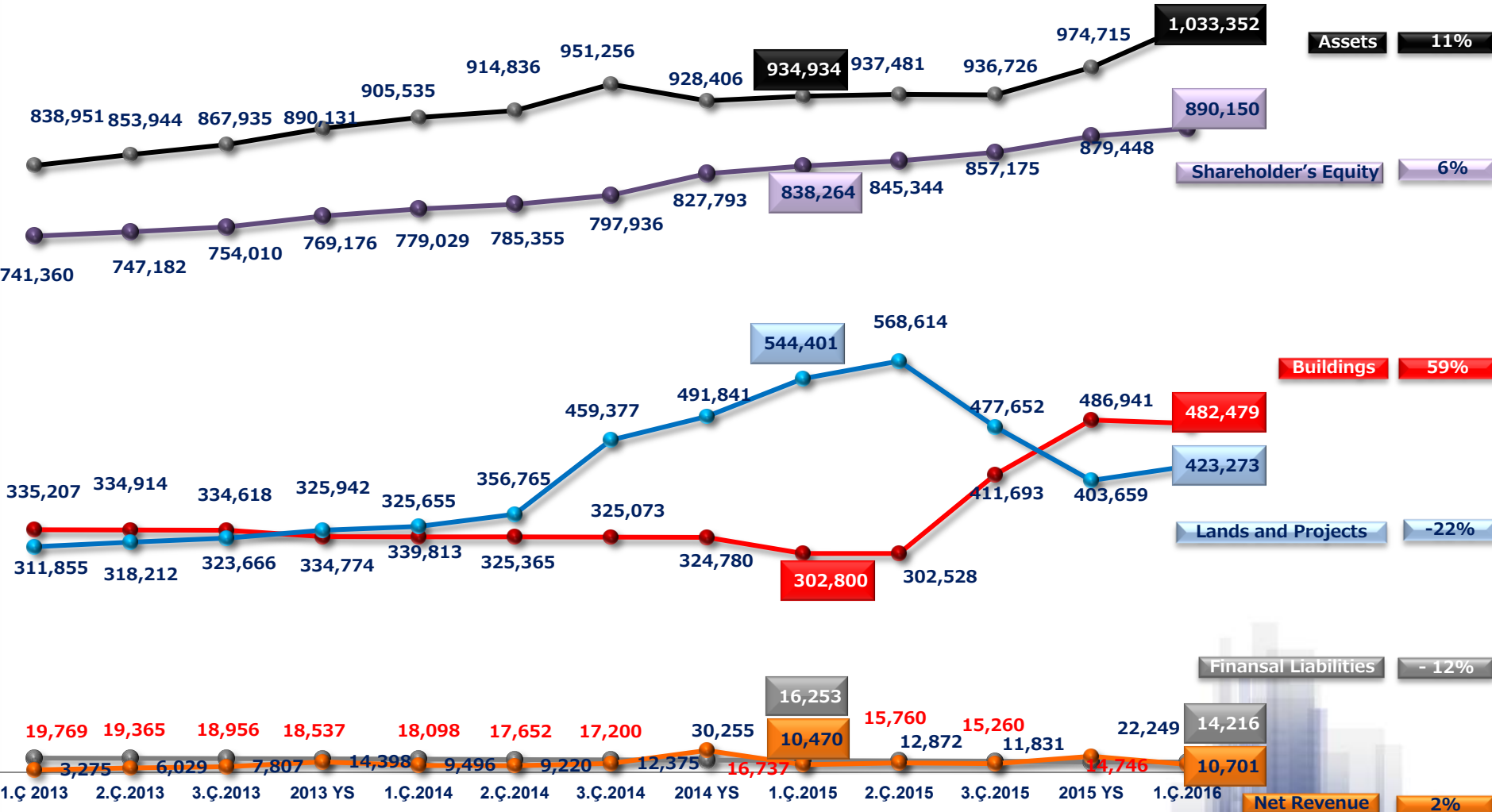
Shareholder's Equity 6%

Buildings 59%

Lands and Projects -22%

Financial Liabilities -12%

Net Revenue 2%



INCOME STATEMENT ITEMS

TL	Q1 2014	Q2 2014	Q3 2014	Q4 2014	Q1 2015	Q2 2015	Q3 2015	Q4 2015	Q1 2016
Total Revenues	13,518,983	16,366,608	18,566,116	38,159,410	16,026,056	19,180,338	18,375,668	46,074,049	19,273,889
<i>Rent Income</i>	7,600,257	7,571,320	7,421,117	7,370,772	7,337,370	8,427,530	10,931,976	15,368,327	12,647,847
<i>Others</i>	-	-	-	-	-	-	-	6,133	-
<i>R. Estate Sale Income</i>	1,254,849	3,582,864	7,049,573	28,468,919	7,672,844	9,837,390	7,351,456	30,568,117	5,214,536
<i>Financial Income</i>	4,663,877	5,212,424	4,096,429	2,319,719	1,015,842	915,418	92,236	131,472	1,411,506
Cost of Sales	(1,330,428)	(1,960,826)	(2,818,187)	(8,540,148)	(2,848,388)	(3,279,847)	(3,813,393)	(21,584,106)	(4,360,935)
<i>Cost of Real Estate Sales</i>	(371,561)	(964,007)	(1,923,154)	(7,753,101)	(2,017,124)	(2,577,166)	(3,146,390)	(19,189,658)	(3,290,688)
<i>Others</i>	(958,867)	(996,819)	(895,033)	(787,047)	(831,264)	(702,681)	(667,003)	(2,394,448)	(1,070,247)
Gross Profit	12,188,555	14,405,782	15,747,929	29,619,262	13,177,668	15,900,491	14,562,275	24,489,943	14,912,954
General Administrative Expenses	(1,950,203)	(4,562,559)	(2,038,008)	(2,373,273)	(2,244,737)	(2,612,221)	(2,112,117)	(1,910,277)	(2,241,165)
Marketing & Selling Expenses									(1,569,560)
Foreign Exchange Gain	276,622	759,416	3,947,222	4,381,740	324,109	94,768	504,106	(255,841)	16,689
Foreign Exchange Loss	(562,781)	(932,618)	(4,836,258)	(940,340)	(378,064)	(103,549)	(730,309)	340,787	(39,866)
Operating Profit	9,952,193	9,670,021	12,820,885	30,687,389	10,878,976	13,279,489	12,223,955	22,664,612	11,079,052
Financial Expenses	(456,084)	(450,001)	(445,783)	(431,474)	(408,620)	(407,175)	(392,703)	(414,629)	(377,315)
Profit Before TAX	9,496,109	9,220,020	12,375,102	30,255,915	10,470,356	12,872,314	11,831,252	22,249,983	10,701,737
TAX Expenses	-	-	-	-	-	-	-	-	-
Net Profit	9,496,109	9,220,020	12,375,102	30,255,915	10,470,356	12,872,314	11,831,252	22,249,983	10,701,737
ROE	4.90%	4.71%	6.25%	14.88%	5.02%	6.12%	5.56%	10.25%	4.84%
ROA	4.23%	4.05%	5.30%	12.87%	4.50%	5.50%	5.05%	9.31%	4.26%

DISTRIBUTION OF MAIN INCOME ITEMS

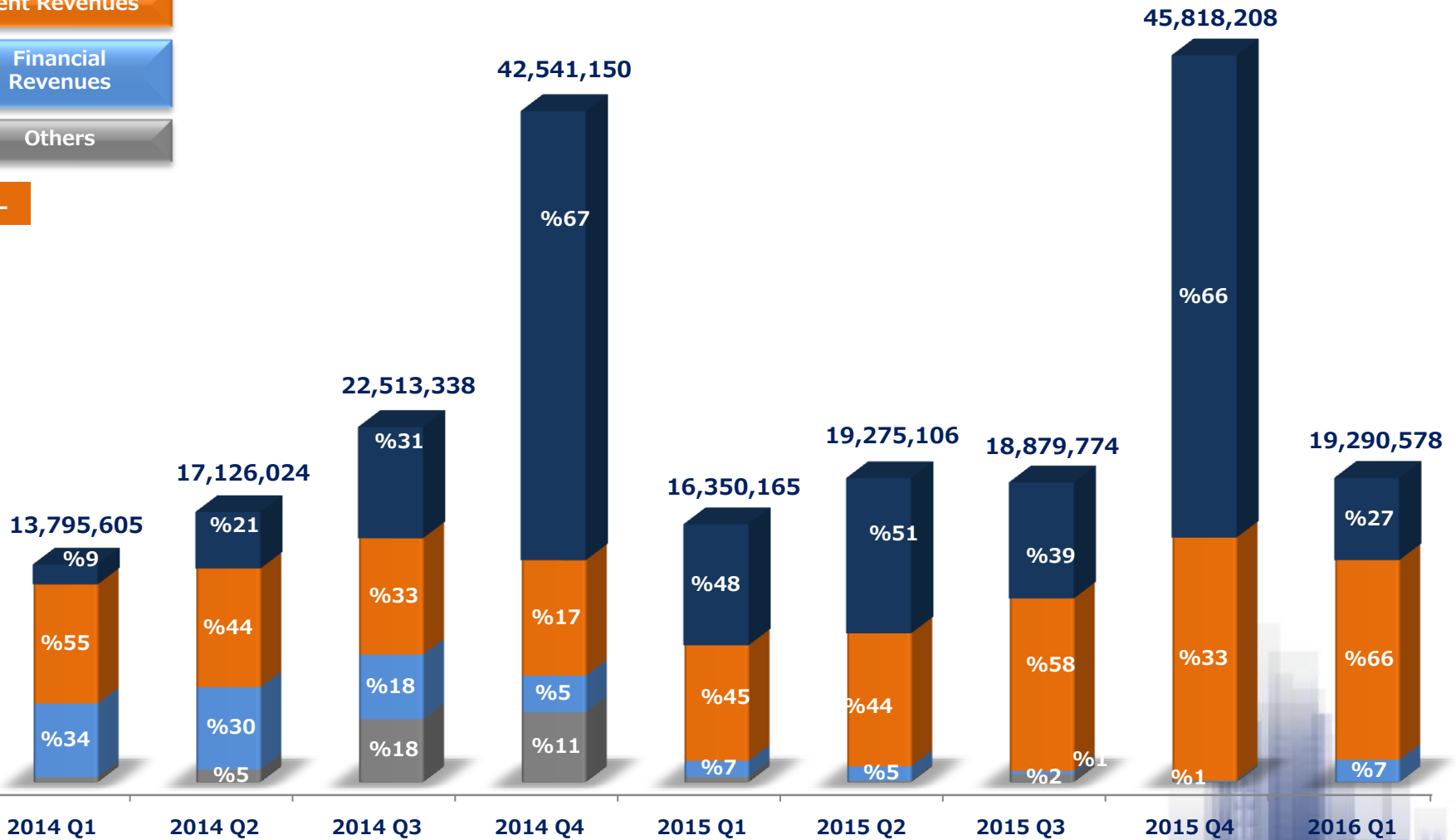
Sales Revenues

Rent Revenues

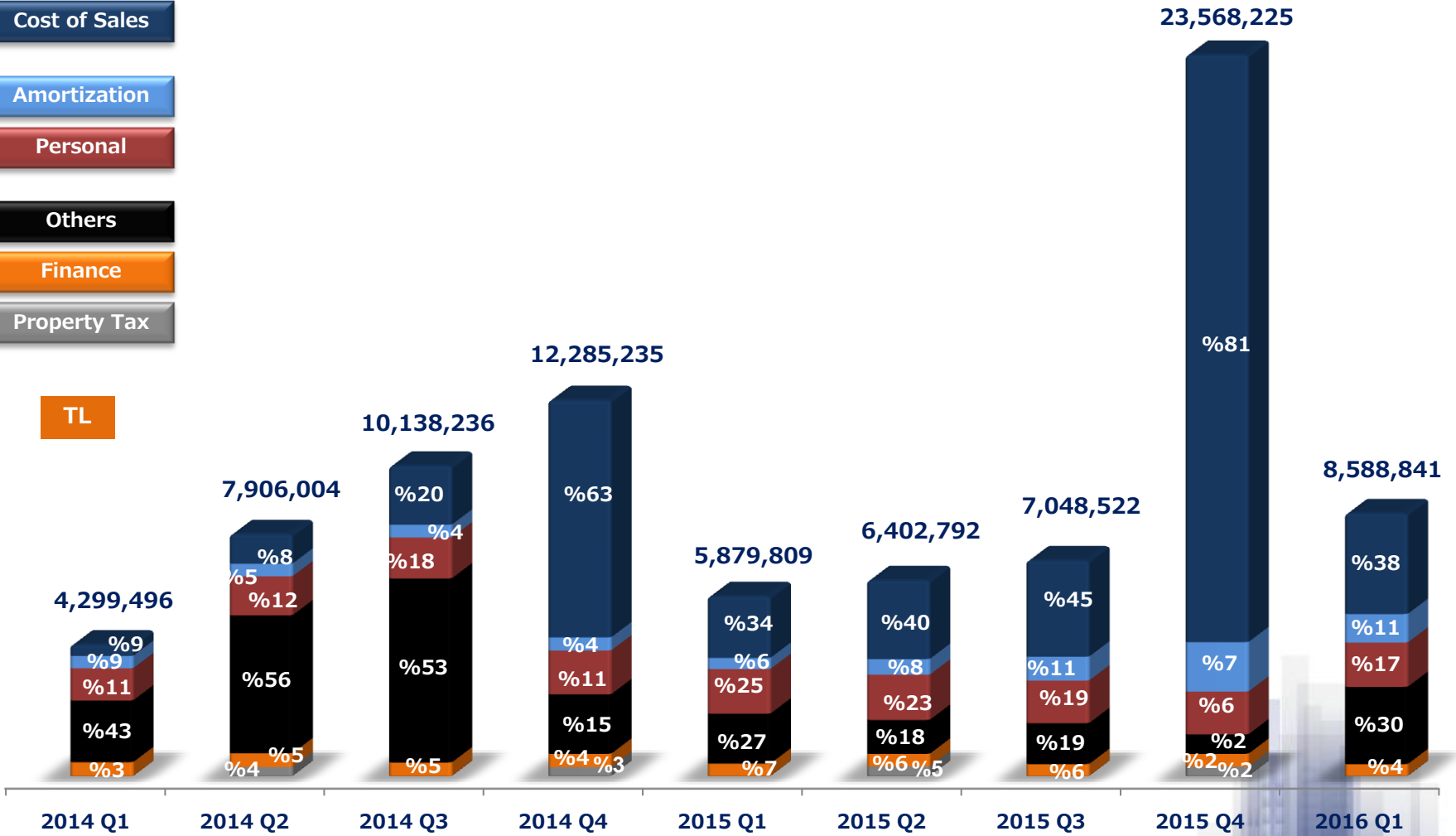
Financial Revenues

Others

TL



DISTRIBUTION OF EXPENSE ITEMS



2016 TARGETS

- To choose prime contractor for "***Istanbul Finance Center***" project and start construction works,
- To complete the construction of Kocaeli "***Şekerpinar Office Project***" and rent it out,
- To renovate **Salıpaazarı Building** as a hotel
- To remove "***Referans Bakırköy***" and "***Eskişehir Panorama Plus***" residential projects from portfolio by completing their sales,
- ✓ To reach ~6,5 % ROaE ratio.

For further information please contact;

**Group Presidency of
Investor Relations & Strategic Planning & Advertising PR**

Investor Relations



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