



HALKGYO

Halk Real Estate Investment Trust... Investing in the Future...

INVESTOR PRESENTATION

2020 / Q1

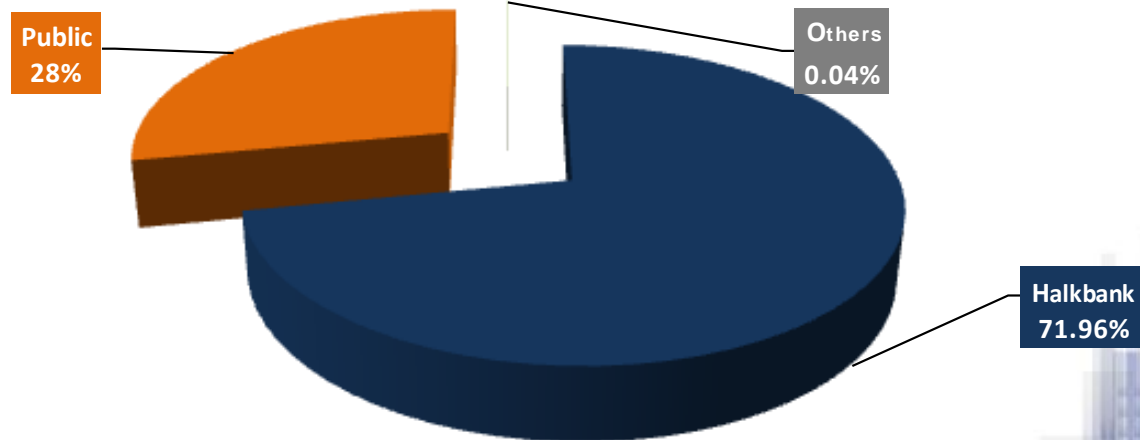


ABOUT HALK GYO

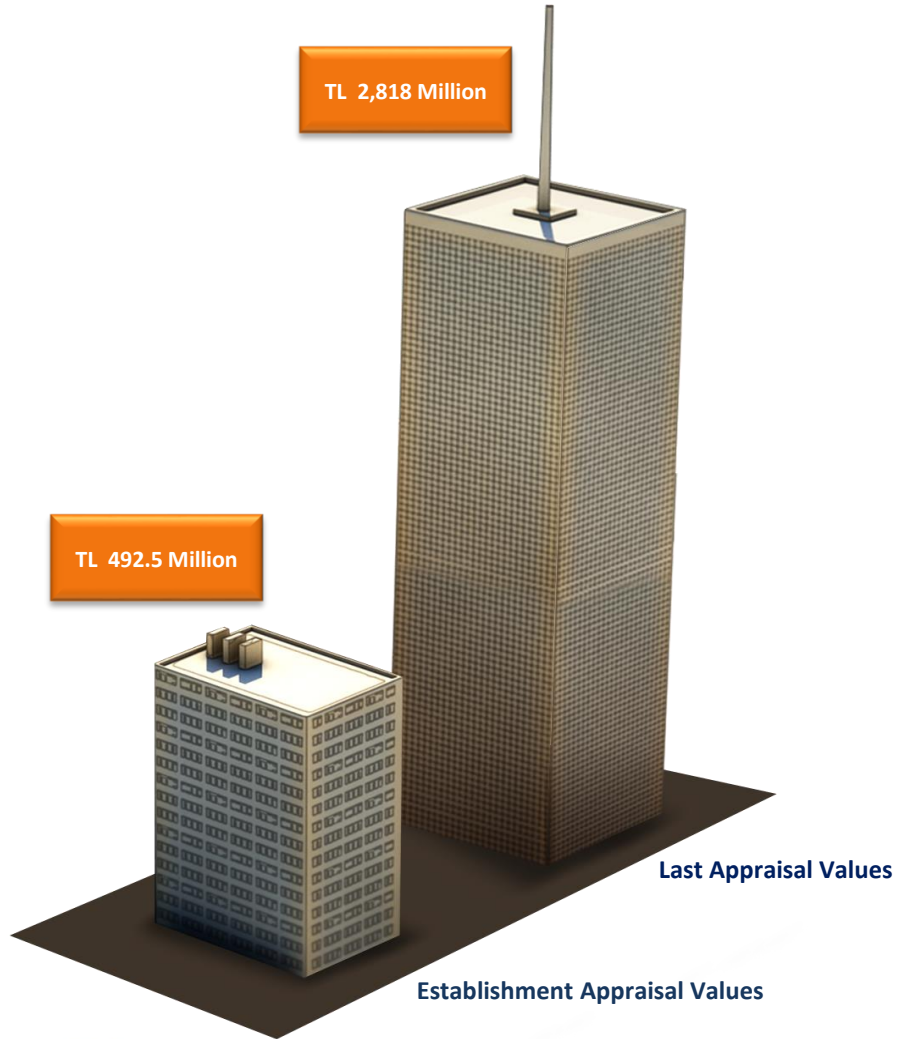
- Halk GYO, was established in 2010, invests in real estates, real estate projects, real estate based rights and capital market instruments.
- Halk GYO completed its IPO in February 2013 and is trading on the Borsa Istanbul (BIST) with the code “HLGYO”

As of March 31, 2020;

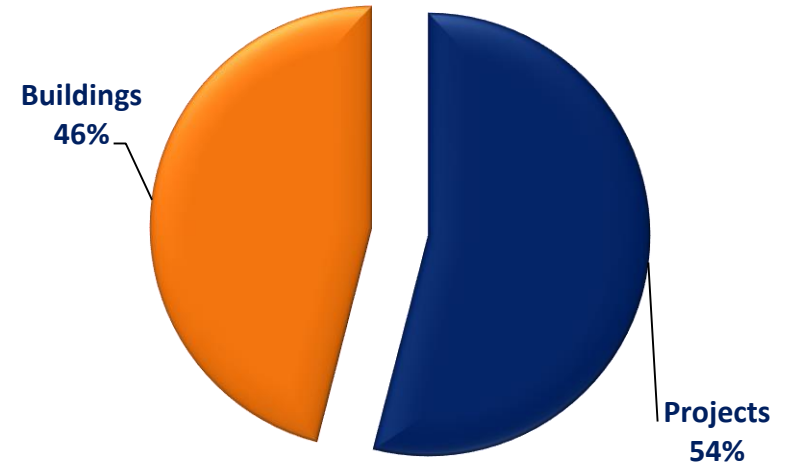
- ❖ Halk GYO has an important position in the sector by the total asset value exceeding **TL 3 billion**, shareholders' equity **TL 2.6 billion** and market value of **TL 1.13 billion**.
- **28%** of total shares are listed on the BIST.



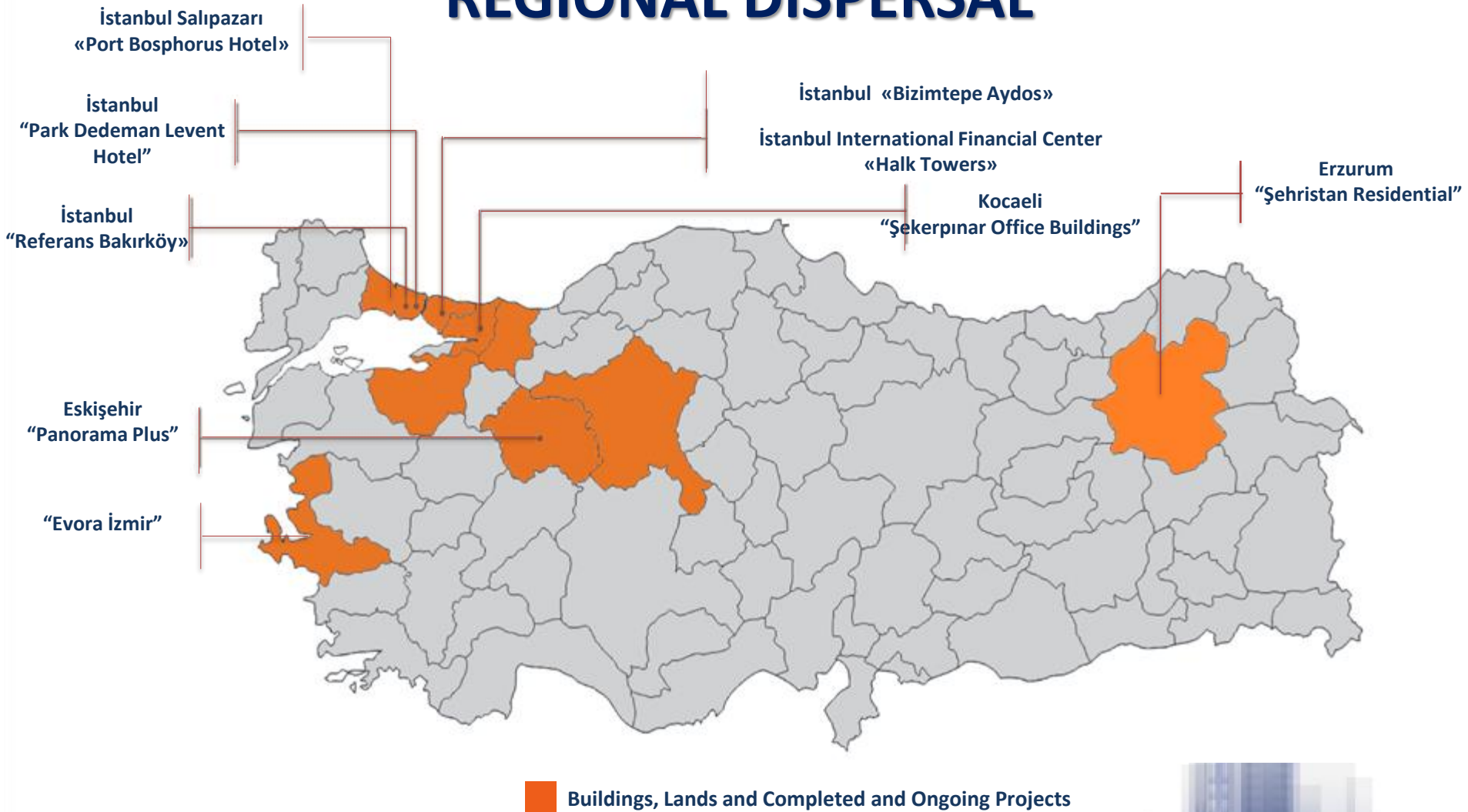
REAL ESTATE PORTFOLIO



DISTRIBUTION OF PORTFOLIO



REAL ESTATE PORTFOLIO REGIONAL DISPERSAL



REAL ESTATE PORTFOLIO TABLE

PORTFOLIO		Fair Value (TL)
PROJECTS	Current Status	
IIFC «Halk Towers»	In Construction	1,435,663,853
İzmir Evora	In sale	² 550,000,000
İstanbul Bizimtepe Aydos	In sale	¹ 41,418,004
Erzurum Şehristan Residentials	In sale	¹ 7,388,412
Eskişehir Panorama Plus	In sale	¹ 1,650,000
İstanbul Referans Bakırköy	In sale	¹ 454,500
Erzurum Palandöken Lands	Land	14,350,000
Erzurum Yakutiye Land	Land	9,850,000
Salıpazarı Land	Car Park of Salıpazarı Hotel	8,200,000

Total **1,518,974,769**

BUILDINGS	Tenant	2020 3 Months Rent Income (TL)	
İstanbul Park Dedeman Levent Hotel Building	Hotel	5,391,559	275,000,000
İstanbul Halkbank Finance Tower	Halkbank	4,245,000	313,200,000
Şekerpinar Banking Center	Halkbank	1,997,608	138,500,000
Halk Office Şekerpinar	On The Market	-	94,920,000
İstanbul Salıpazarı Port Bosphorus Hotel Building	Hotel	1,632,825	85,000,000
İstanbul Karaköy Building	On the Market	-	40,000,000
İzmir, Konak 1 Building	Halkbank	458,195	33,900,000
İstanbul Beyoğlu Building	Halkbank	189,357	33,350,000
İstanbul Bakırköy Building	Halkbank	480,014	27,750,000
İstanbul Caddebostan Building	In renovation process	-	27,094,124
İstanbul Etiler Building	Halkbank	340,373	23,700,000
İstanbul Beşiktaş Building	Halkbank	436,376	22,750,000
Ankara Kızılay Building	Halkbank	462,559	22,400,000
İstanbul Şişli Building	Halkbank	336,010	20,000,000
İzmir Konak 2 Building	Halkbank and its subsidiaries	312,015	18,250,000
Bursa Building	Halkbank	322,046	17,250,000
İstanbul Fatih Building	Halkbank	218,188	14,975,000
İstanbul Ataköy Building	Halkbank	269,462	14,750,000
Kocaeli Building	Halkbank	305,464	14,500,000
Ankara Başkent Building	Halkbank / Hotel	378,591	14,000,000
Ankara Bahçelievler 1 Building	Halkbank	243,062	11,550,000
İstanbul Nişantaşı Building	Halkbank	183,278	11,500,000
Sakarya Adapazarı Building	In demolition process	-	9,500,000
Ankara Bahçelievler 2 Building	Store	129,000	8,250,000
Eskişehir B12 Flat	Real Person	3,931	685,000
Eskişehir B13 Flat	Real Person	4,022	710,000
Bizimtepe Aydos T No 1-2-3 Kindergarten	Yakın Ufuklar A.Ş.	43,500	2,358,000
Bizimtepe Aydos T No 17-18-19-20-21-22 Market	MOPAŞ	28,036	1,666,500
Bizimtepe Aydos T No 13 Dried nuts and fruits	Real Person	3,150	209,500
Bizimtepe Aydos T No 16 Hairdresser	Real Person	2,700	276,000
Bizimtepe Aydos T No 26 Real Estate Agent	Real Person	-	325,500
Bizimtepe Aydos T No 25 Pharmacy	Real Person	4,200	323,000
Bizimtepe Aydos T No 23-24 Real Estate Agent	Real Person	12,750	1,046,500
Bizimtepe Aydos T No 39-40-41-42-43-44 Gift Market	Real Person	*5.442	605,000
Bizimtepe Aydos T No 27-28 Real Estate Agent	Real Person	-	193,500

Total **18,458,713** **1,299,092,624**

TOTAL **2,818,067,393**

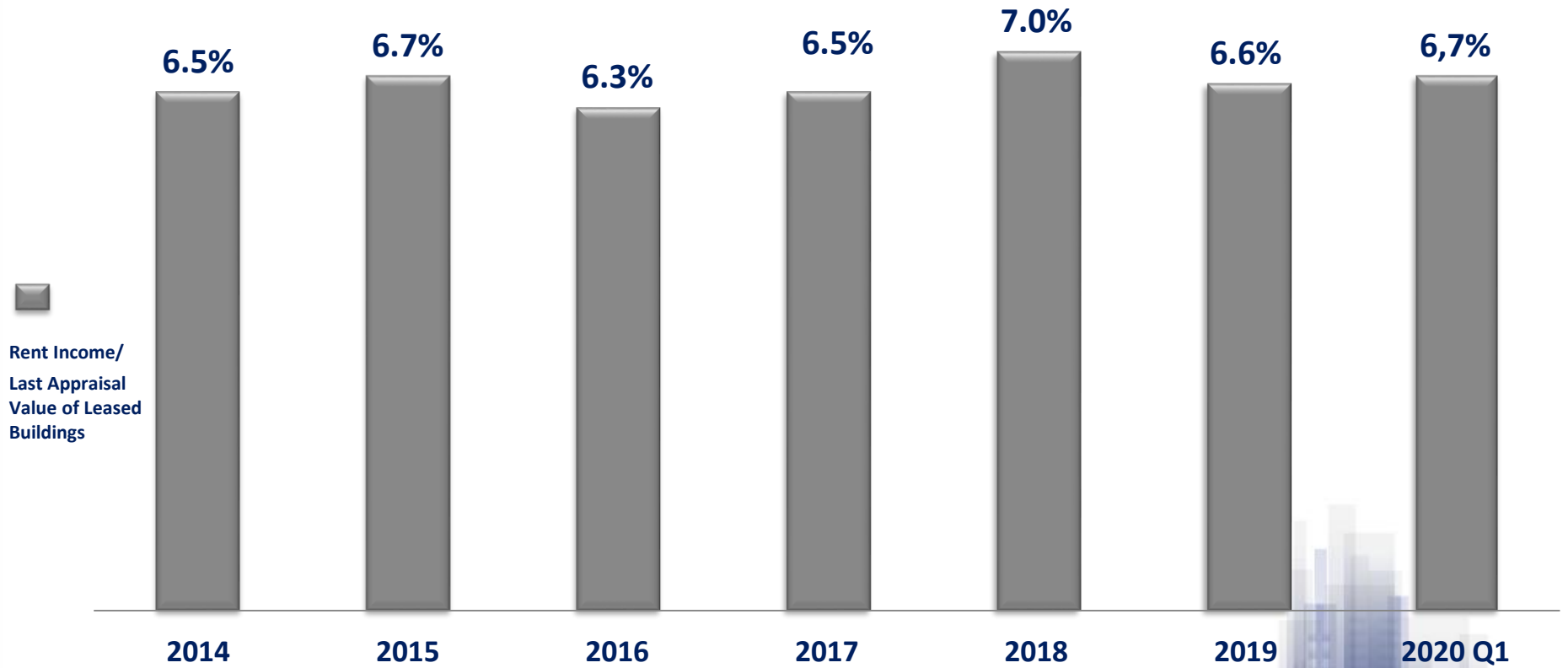
¹ Appraisal values of Halk GYO's share for unsold independent units as of March 31, 2020

² Calculated according to the expected total sales volume (1.7 billion TL), which is committed on the project tender. It is not included in the portfolio sum, just written for information purposes. (calculated as 50% of 65% Ordinary Partnership share)

*The rent start date 22.01.2020. The cost is 50% of the entire rent. (Halk REIT share)

**REAL ESTATES
GENERATED
RENTAL INCOME**

RENTAL INCOME RATIOS



COMPLETED PROJECTS

HALKBANK FINANCE TOWER



In 2012, we acquired this 23-floor class A office tower located near the İstanbul International Financial Center Project while it was under construction, The tower has been leased to Halkbank.

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

Real Estate Information

City	:	İstanbul
District	:	Ataşehir
Appraisal Value	:	TL 313.2 million

COMPLETED PROJECTS

REFERANS BAKIRKÖY



Referans Bakirköy is Halk GYO's first residential Project. The project is developed based on a revenue sharing model in which our Company's share is 50,5 percent. 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 Bakirköy, Istanbul. The project has 3 buildings consists of 254 residential and 73 commercial units in total and finished in 2014. All of the project was sold.

COMPLETED PROJECTS

PARK DEDEMAN LEVENT HOTEL



Park Dedeman Levent Hotel is the first hospitality project in 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 the scope with 10-year lease agreement signed with Dedeman Group, the hotel has been delivered to Dedeman Group and opened its doors in July, 2015.

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

Real Estate Information

City	:	İstanbul
District	:	Şişli-Levent
Appraisal Value	:	TL 275 million

COMPLETED PROJECTS

ESKİŞEHİR PANORAMA PLUS



The project located in Odunpazarı-Eskişehir, developed on an area of 9,811 sqm and covers 102 independent units consists 97 residential and 5 commercial units.

Panorama Plus is the first project which has “**LEED Silver Certification**” with the highest score in Eskişehir and finished in 2015.

In the project few remaining independent units continue to be sold.

Real Estate Information

City	: Eskişehir
District	: Odunpazarı
Appraisal Value	: TL 1.7 million
(for remaining units as of March 31, 2020)	

COMPLETED PROJECTS

ŞEKERPINAR BANKING CENTER



Şekerpınar Banking Center which developed on our Şekerpınar-Kocaeli land which was purchased in September 2012, has an usage area of approximately 9k sqm.

In April 2015, Project finished and the Center leased for 10 years.

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

Real Estate Information

City	:	Kocaeli
District	:	Şekerpınar
Appraisal Value	:	TL 138.5 million

COMPLETED PROJECTS

HALK OFFICE ŐEKERPINAR



Halk Office Őekerpınar located on our Őekerpınar-Kocaeli land which was purchased in September 2012, has an usage area of approximately 52k sqm.

Project construction finished in 2015 and the marketing process for leasing or sale of the project still continues.

Real Estate Information

City	: Kocaeli
District	: Sekerpınar
Project Value	: TL 94.9 million

COMPLETED PROJECTS

BİZİMTEPE AYDOS



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 95k sqm land, after leaving 90% of it for landscape the Project comprises 1085 independent units, besides hobby gardens, bicycle and running tracks, arbors and ponds, grass amphitheatres and commercial units consisting private kindergarten and market.

The project, the construction of which started in November 2015, was completed in 2018 and the Building Use Permit Certificate (Settlement) was received in February 2019.

As of 31 March 2020, a total of 898 residences were sold in the project.

Real Estate Information

City	:	Istanbul
District	:	Sancaktepe
Appraisal Value (of Halk GYO's share for remaining units as of March 31, 2020)	:	TL 48.4 million
Halk GYO Share	:	50%

COMPLETED PROJECTS

ŞEHRİSTAN RESIDENTIAL



In April 2016, a land of approximately 24k 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.

The project, developed through Halk GYO-Er Konut “Ordinary Partnership”, comprise 13 blocks, each with 13-storey, and totally 632 residentials and 13 commercial units.

Construction and sale works of the project have been started in May 2016 and the construction finished in 2018.

As of March 31, 2020, 605 residentials and 8 commercial units has been sold.

Real Estate Information

City	:	Erzurum
District	:	Yakutiye
Appraisal Value (of Halk GYO's share for remaining units as of March 31, 2020)	:	TL 7.4 million
Halk GYO Share	:	50%

COMPLETED PROJECTS

SALIPAZARI PORT BOSPHORUS HOTEL



After the best use studies, it was decided to renovate our office building, Beyoğlu Salıpaazarı, 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 in 2015.

The hotel has been delivered to tender and opened its doors in March 2018.

Real Estate Information

City	:	İstanbul
District	:	Beyoğlu / Salıpaazarı
Appraisal Value	:	TL 85 million



ONGOING PROJECTS

İSTANBUL INTERNATIONAL FINANCIAL CENTER «HALK TOWERS»



As Halk GYO, we are one of the major stakeholders of the Istanbul International Financial Center Project carried out under the coordination of the Ministry of Environment and Urban Planning and two office towers, one with 46 floors and the other with 34 floors and also 3 buildings each with 8 floors will rise.

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), The Central Bank of Turkey 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.

The construction of project started at the end of 2016 and the construction level has been reached 37% as of the end of March 2020.

Real Estate Information

City	:	İstanbul
District	:	Ümraniye
Project Value (the fair value as of March 31, 2020)	:	TL 1,435 million



ONGOING PROJECTS

EVORA İZMİR



“Teknik Yapı – Halk GYO Joint Venture” has been established providing all profits, liability and revenue to be divided equally with Teknik Yapı A.Ş., the winner of the Revenue Sharing Model Project in Return for Land Sale Tender, made by Emlak Konut GYO A.Ş. in June, for approximately 47 acres of land consisting 2 parcels in Alsancak, İzmir, with a commitment of a revenue of 1 billion 700 million TL and revenue share of 35%.

Teknik Yapı – Halk GYO Joint Venture and Emlak Konut GYO A.Ş. signed a “Revenue Sharing Model Agreement in Return for Land Sale” in 08/25/2017 to build trade + tourism + residential + parking area + mosque units on 47 acres of land. According to the agreement details, revenue share ratio of Joint Venture was determined as 65%.

EVORA İzmir project, which is designed in a mixed structure that contains housing, trade, park, culture and tourism functions, has won “**2018 Best Architectural Design**” award of SOTCA (Sign of the City Awards) organization made each year.

Following the completion of the preliminary project and license projects in the project, a construction license was obtained for K, L, B3 and C blocks and sales have started.



FINANCIAL DATA

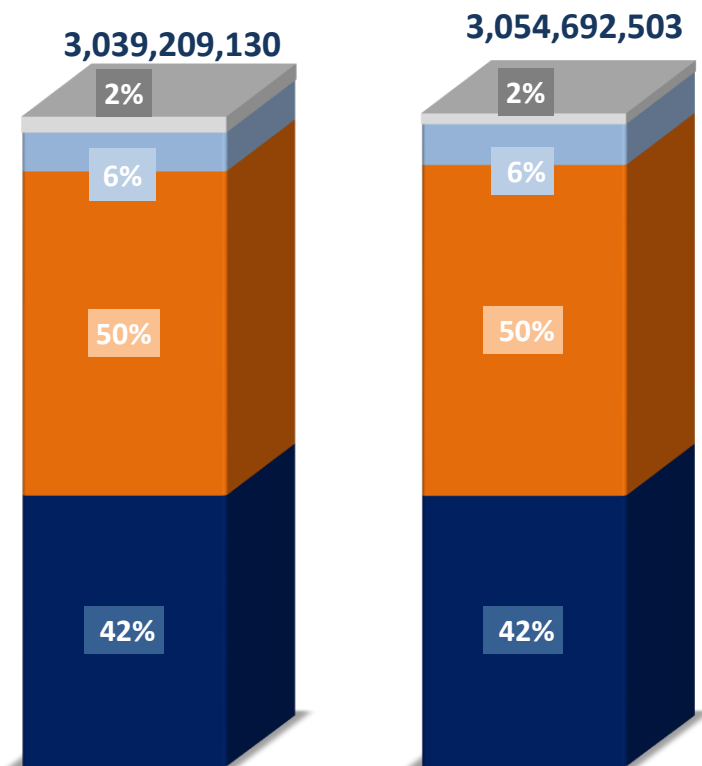
BALANCE SHEET (TL)	31.03.2020	31.12.2019
Current Assets	136,821,133	192,228,287
<i>Liquid Assets</i>	50,398,484	74,285,277
<i>Inventories</i>	46,708,354	67,906,463
Non-Current Assets	2,917,871,370	2,846,980,843
<i>Investment Properties</i>	2,767,156,477	2,715,950,000
Total Assets	3,054,692,503	3,039,209,130
Short Term Liabilities	441,377,064	452,228,381
<i>Deferred Income</i>	12,039,709	13,423,297
Long Term Liabilities	16,619,200	8,761,067
Equity	2,296,696,239	2,578,219,682
Total Liabilities and Equity	3,054,692,503	3,039,209,130

INCOME STATEMENT (TL)	01.01.2020 31.03.2020	01.01.2019 31.03.2019
Revenues	50,063,344	21,267,301
<i>Rent Income</i>	30,972,540	3,441,076
<i>Sales Income</i>	18,438,713	17,234,211
<i>Financial Income</i>	652,091	592,014
Cost of Sales	(24,031,097)	(2,818,169)
<i>Cost of Residential Sales</i>	(23,677,934)	(2,519,443)
<i>Other Costs</i>	(353,163)	(298,726)
Gross Profit	26,032,247	18,449,132
<i>General Administrative Expense</i>	(3,892,875)	(3,370,046)
<i>Marketing & Selling Expense</i>	(1,877,427)	(1,512,308)
<i>Other Income (Expense)</i>	(168,039)	1,146,084
Operating Profit	20,093,906	14,712,862
<i>Revaluation Income of Investment Property</i>	101,250	-
<i>Financial Expense</i>	(1,718,599)	(2,563,443)
Net Profit	18,476,557	12,149,419

DISTRIBUTION OF ASSETS AND LIABILITIES

DISTRIBUTION OF ASSETS_TL

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

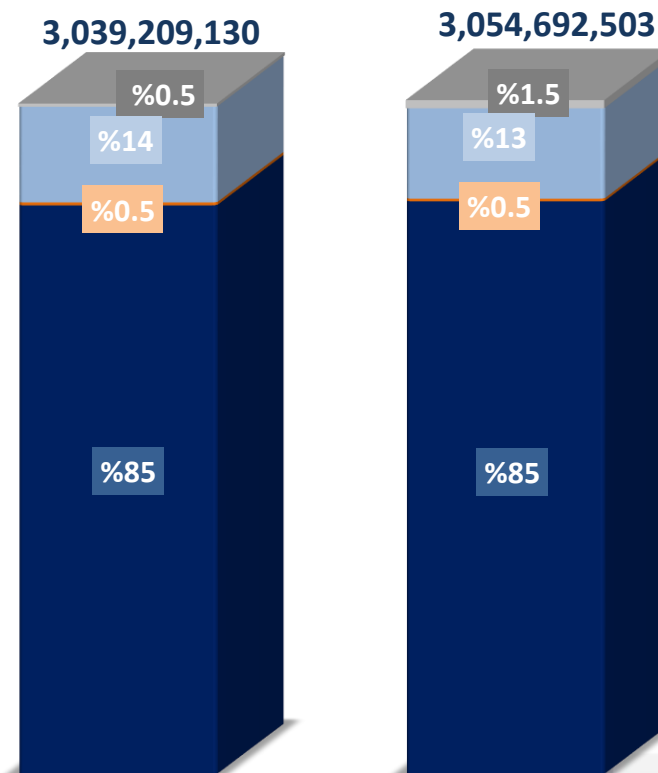


2019

2019 Q1

DISTRIBUTION OF LIABILITIES_TL

■ Equities ■ Deferred Income ■ Financial Debts ■ Other

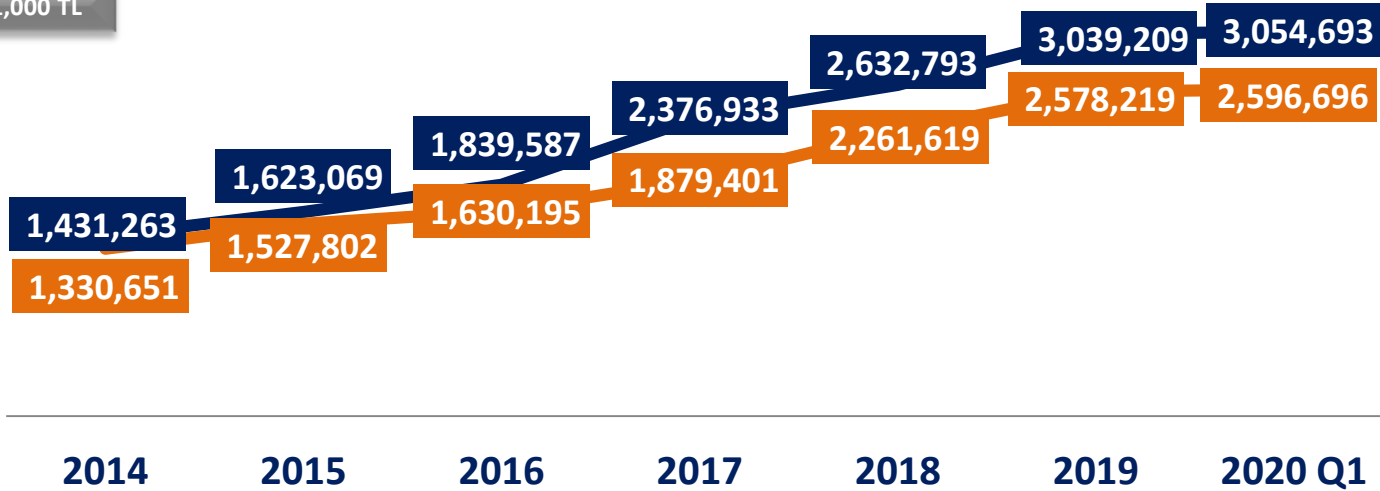


2019

2020 Q1

BALANCE SHEET ITEMS

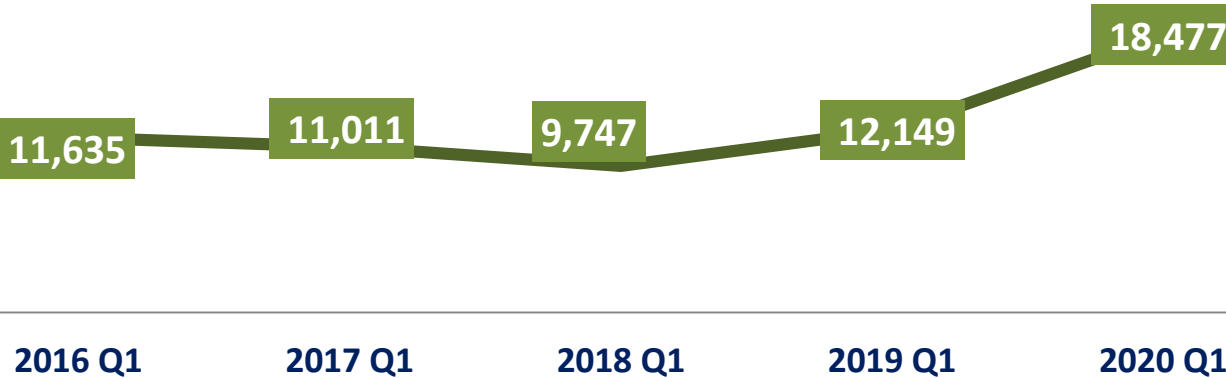
1,000 TL



YOY

Assets 0.51%

Equities 0.72%



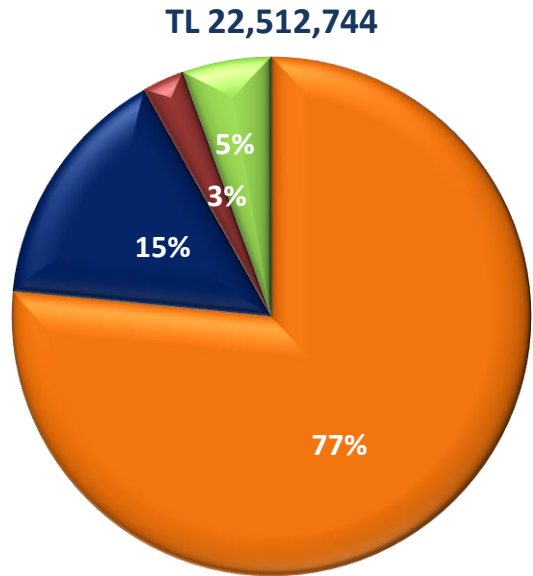
YOY

Net Profit 52.09%

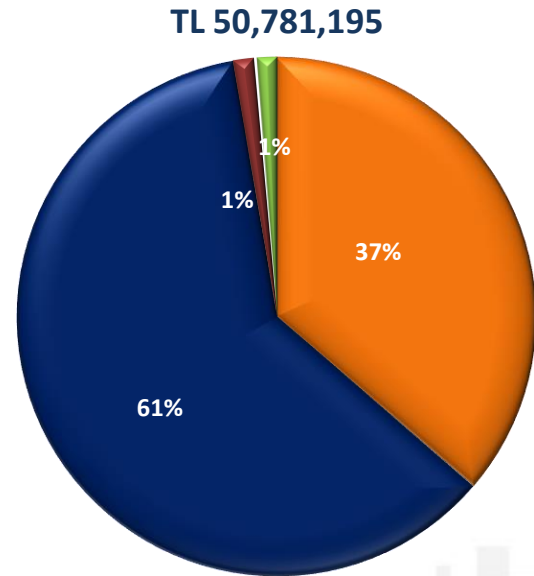
INCOME STATEMENT ITEMS

TL	2019 Q1	2020 Q1
Total Revenues	21,267,301	50,063,344
Rent Income	17,234,211	18,438,713
Real Estate Sale Income	3,441,076	30,972,540
Financial Income	592,014	652,091
Cost of Sales	-2,818,169	-24,031,097
Cost of Real Estate Sales	-2,519,443	-23,677,934
Other	-298,726	-353,163
Gross Profit	18,449,132	26,032,247
General Administrative Expenses	-3,370,046	-3,892,875
Marketing & Selling Expenses	-1,512,308	-1,877,427
Other Operating Income from Main Activities	1,245,443	616,601
Other Operating Loss from Main Activities	-99,359	-784,640
Operating Profit	14,712,862	20,093,906
Revaluation Income of Investment Property	-	101,250
Financial Expenses	-2,563,443	-1,718,599
Net Profit	12,149,419	18,476,557

DISTRIBUTION OF MAIN INCOME ITEMS

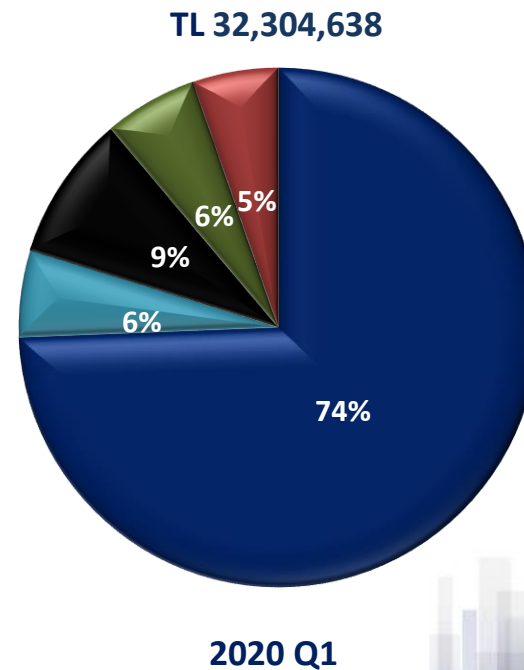
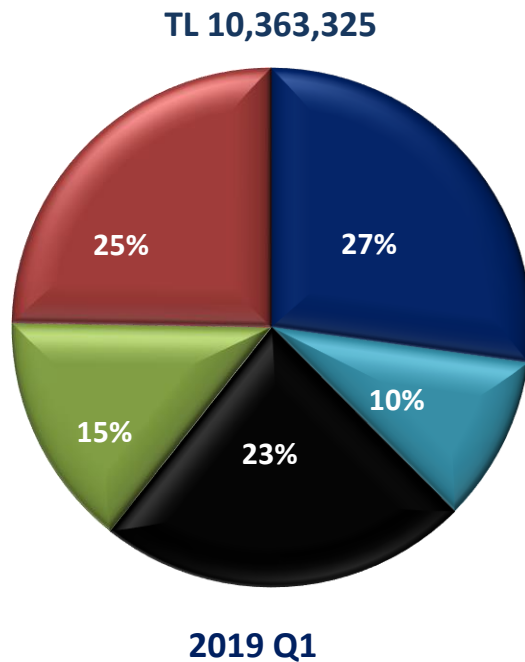


2019 Q1



2020 Q1

DISTRIBUTION OF MAIN EXPENSE ITEMS



2020 TARGET

To reach to ~ 8 % ROaA ratio

For further information please contact;

Investor Relations

ir@halkgyo.com.tr



DISCLAIMER

The information contained in this presentation has been prepared by Halk Gayrimenkul Yatırım Ortaklığı A.Ş. (Halk GYO) for informational purposes only. Although the information in this presentation has been obtained from sources which Halk GYO believes to be reliable, Halk GYO cannot guarantee that the information is without fault or entirely accurate. The information contained in this presentation has not been independently verified. No representation or warranty express or implied is made as to, and no reliance should be placed on, the fairness, accuracy, completeness or correctness of the information or opinions contained herein. The information and opinions in this presentation are provided as at the date of this presentation and are subject to change without notice. Halk Gayrimenkul Yatırım Ortaklığı A.Ş. does not accept any liability whatsoever (in negligence or otherwise) for any loss howsoever arising from any use of this presentation or otherwise arising in connection with this presentation. This presentation cannot be interpreted as an advice to anyone and is also strictly confidential and may not be reproduced, distributed or published for any purpose.