

HALKGYO

INVESTOR PRESENTATION

2020 / Q3

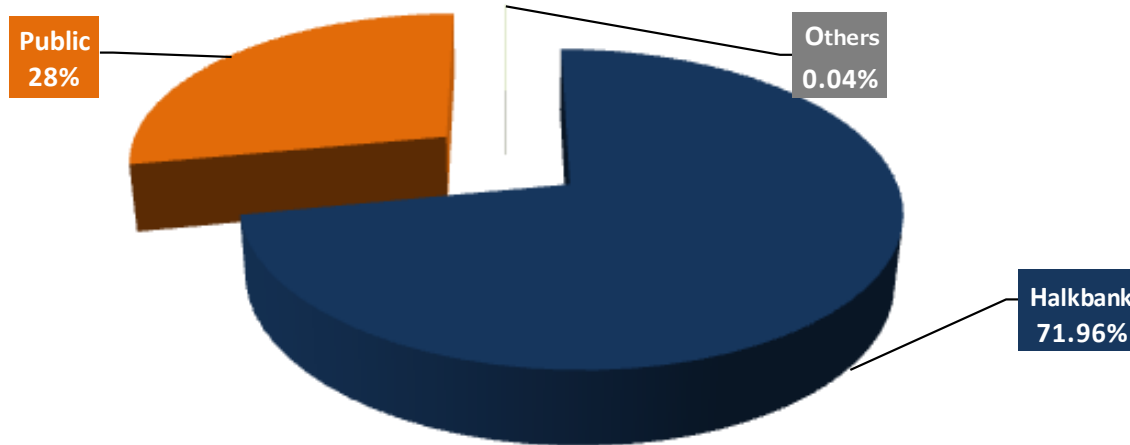
ABOUT HALK GYO

- 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 September 30, 2020;

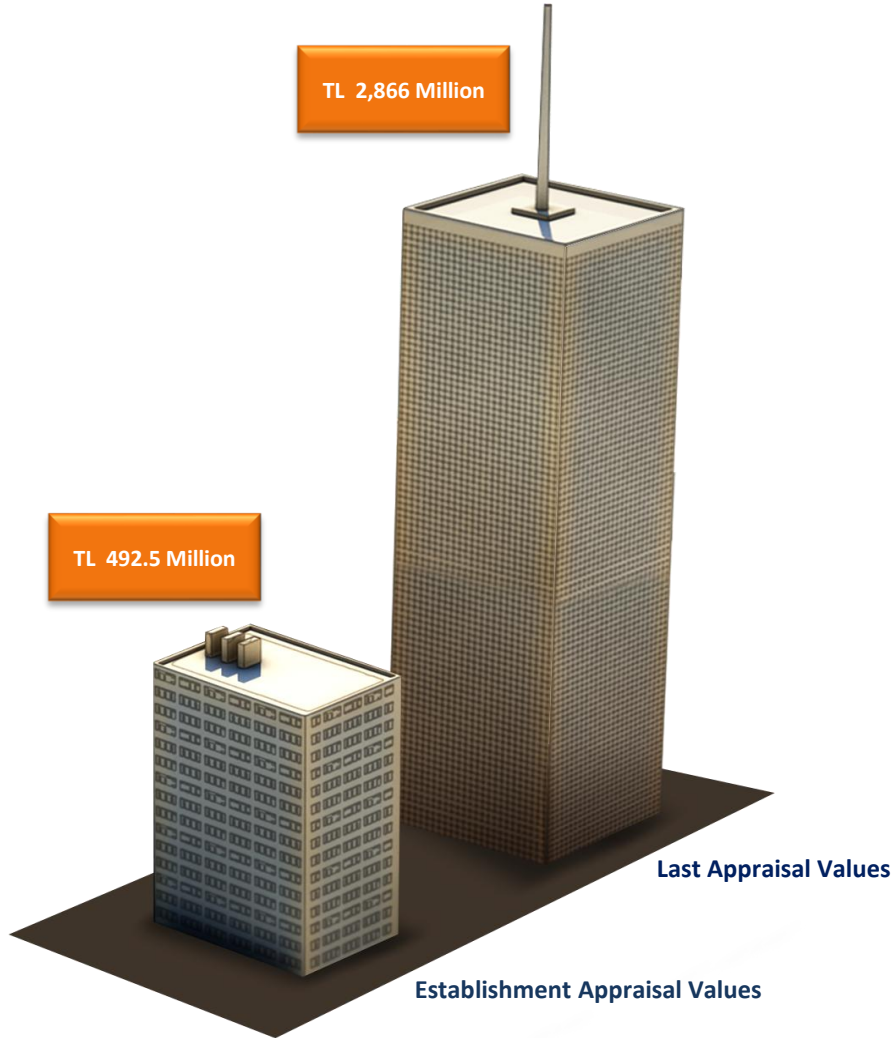
❖ Halk GYO has an important position in the sector by the total asset value exceeding **TL 3 billion**, shareholders’ equity **TL 2.6 billion** and market value of **TL 2.3 billion**.

- **28%** of total shares are listed on the BIST.

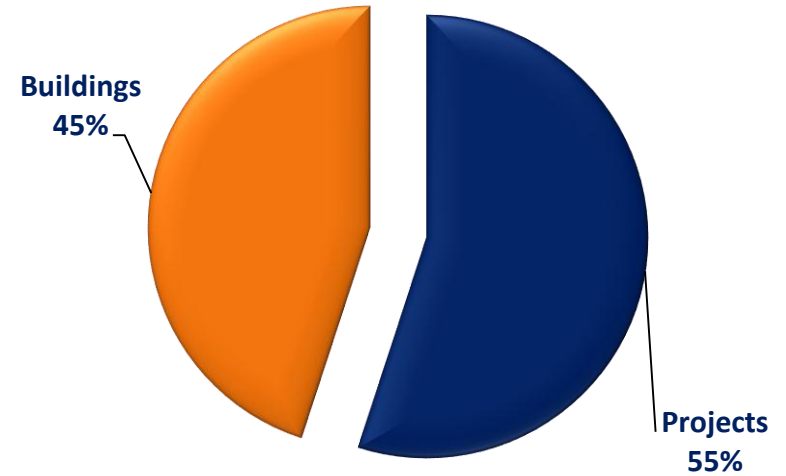


As of 30.09.2020; Türkiye Halk Bankası A.Ş. has 71,434,390 nominal shares; and Halk GYO has 27,346,399 nominal shares in the publicly held portion.

REAL ESTATE PORTFOLIO

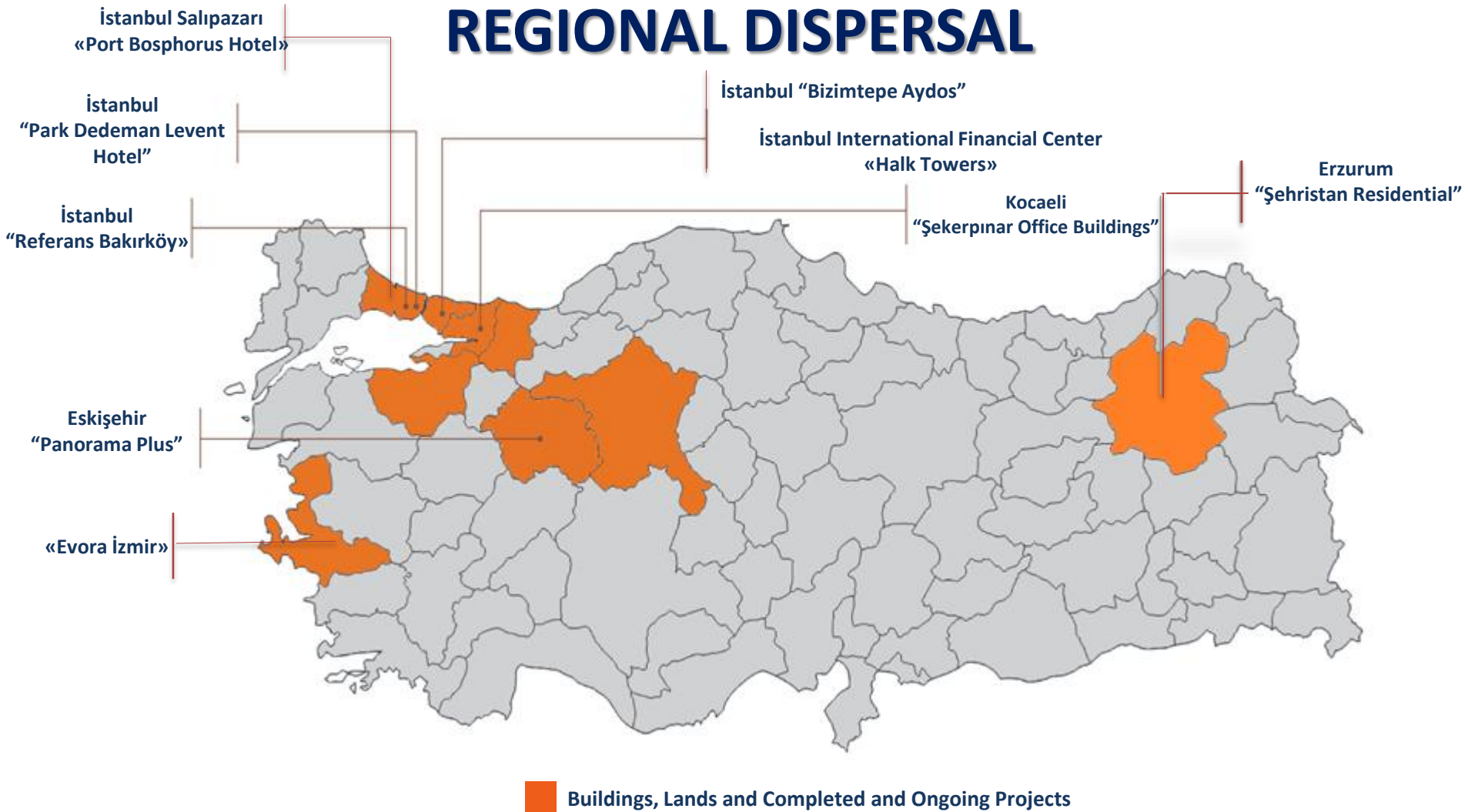


DISTRIBUTION OF PORTFOLIO



REAL ESTATE PORTFOLIO

REGIONAL DISPERSAL



REAL ESTATE PORTFOLIO TABLE

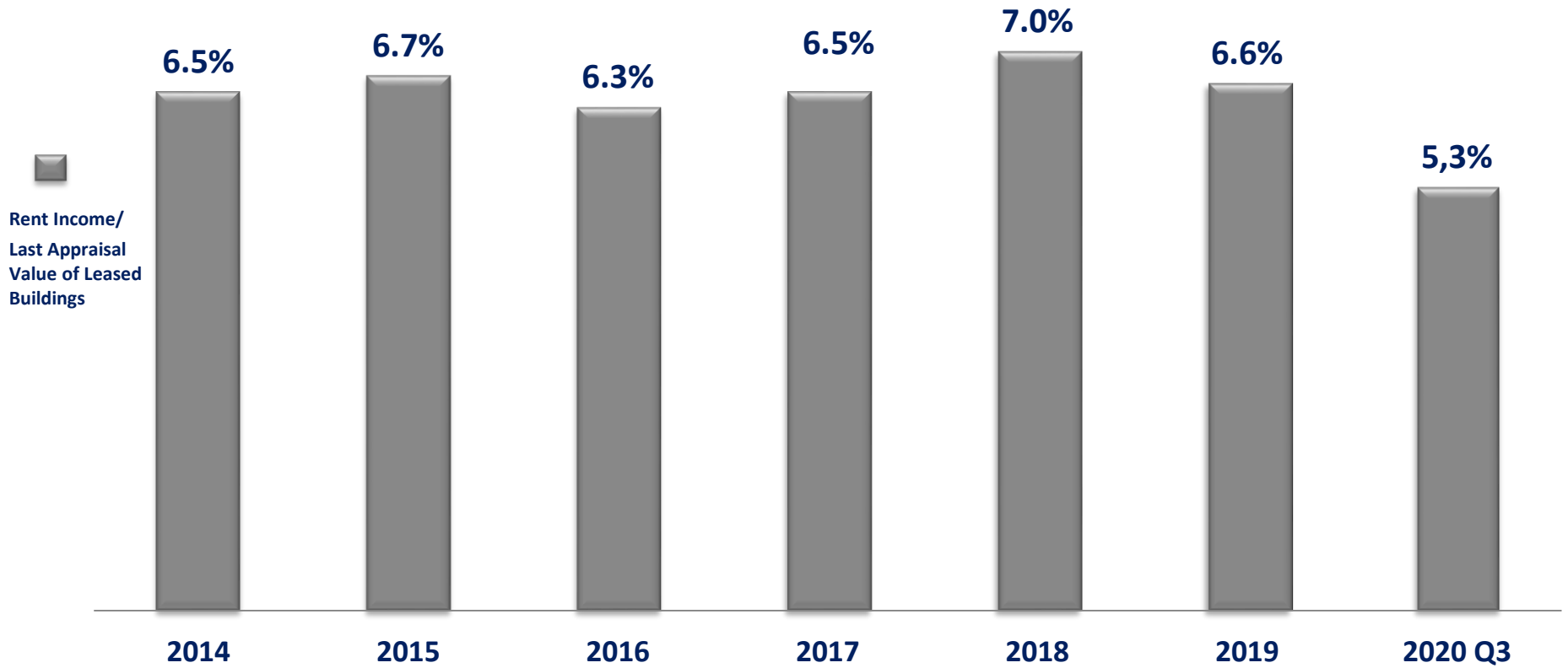
PORTFOLIO		Fair Value (TL)	
PROJECTS	Current Status		
IIFC «Halk Towers»	In Construction	1,527,122,473	
İzmir Evora	In sale	² 550,000,000	
Istanbul Bizimtepe Aydos	In sale	¹ 12,482,582	
Erzurum Şehristan Residentials	In sale	¹ 2,051,181	
Istanbul Referans Bakırköy	In sale	¹ 454,500	
Erzurum Palandöken Lands	Land	14,350,000	
Erzurum Yakutiye Land	Land	9,850,000	
Salıpazarı Land	Car Park of Salıpazarı Hotel	8,200,000	
Total		1,574,510,736	
BUILDINGS	Tenant	2020 9 Months Rent Income (TL)	
Istanbul Halkbank Finance Tower	Halkbank	13,581,000	313,200,000
Istanbul Park Dedeman Levent Hotel Building	Hotel	9,291,559	275,000,000
Şekerpınar Banking Center	Halkbank	6,384,521	138,500,000
Halk Office Şekerpınar	On The Market	-	95,045,498
Istanbul Salıpazarı Port Bosphorus Hotel Building	Hotel	3,256,400	85,000,000
Istanbul Karaköy Building	On the Market	-	40,000,000
Izmir, Konak 1 Building	Halkbank	1,374,585	33,900,000
Istanbul Beyoğlu Building*	In renovation process	189,357	33,350,000
Istanbul Bakırköy Building	Halkbank	1,440,042	27,750,000
Istanbul Caddebostan Building	In renovation process	-	27,121,946
Istanbul Etiler Building	Halkbank	1,021,120	23,700,000
Istanbul Beşiktaş Building*	In renovation process	756,386	22,750,000
Ankara Kızılay Building	Halkbank	1,387,677	22,400,000
Istanbul Şişli Building	Halkbank	1,008,029	20,000,000
Izmir Konak 2 Building *	Halkbank and Halk Emeklilik	929,369	18,250,000
Bursa Building	Halkbank	966,137	17,250,000
Istanbul Fatih Building	Halkbank	654,564	14,975,000
Istanbul Ataköy Building	Halkbank	808,387	14,750,000
Kocaeli Building	Halkbank	916,390	14,500,000
Ankara Başkent Building	Halkbank / Hotel	1,101,619	14,000,000
Ankara Bahçelievler 1 Building	Halkbank	729,185	11,550,000
Istanbul Nişantaşı Building	Halkbank	549,834	11,500,000
Sakarya Adapazarı Building	In demolition process	-	9,500,000
Ankara Bahçelievler 2 Building	Store	421,391	8,250,000
Total			1,299,242,445
TOTAL			2,866,753,181

¹Appraisal values of Halk GYO's share for remaining independent units as of September 30, 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 Beyoğlu Building's rent is 2 months and the Beşiktaş Building's rent is 6 months. Halk Emeklilik's lease agreement was terminated in August in Konak 2 Building.

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 Bakırköy 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 Bakırköy, 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 hotel has been leased to Dedeman Group and been opened since 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 completed in 2015.

All of the Project was sold.

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.

Project was completed in 2015 and was leased in April of the same year.

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.

The marketing process for leasing or sale of the project still continues.

Real Estate Information

City	: Kocaeli
District	: Őekerpınar
Project Value	: TL 95.0 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 September 30, 2020, a total of 1030 residences were sold in the project.

Real Estate Information

City	:	Istanbul
District	:	Sancaktepe
Appraisal Value (of Halk GYO's share for remaining 54 units as of September 30, 2020)	:	TL 12.4 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 September 30, 2020, 631 residentials and 10 commercial units has been sold.

Real Estate Information

City	:	Erzurum
District	:	Yakutiye
Appraisal Value (of Halk GYO's share for 4 remaining units as of September 30, 2020)	:	TL 4.3 million
Halk GYO Share	:	50%

COMPLETED PROJECTS

SALIPAZARI PORT BOSPHORUS HOTEL



Following the completion of the renovation of the Salıpazarı Building to be used as a hotel building, which serves as a bank branch and office, building use permit was obtained in 2018 and started to serve as a hotel building.

Real Estate Information

City	: İstanbul
District	: Beyoğlu / Salıpazarı
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 48,71% as of the end of September, 2020.

Real Estate Information

City	:	İstanbul
District	:	Ümraniye
Project Value (the fair value as of September 30, 2020)	:	TL 1,527 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.

The construction licenses was obtained for A,B1,B2,B3,C,D,E,F,H,K,L and M blocks and sales have started.



FINANCIAL DATA

BALANCE SHEET (TL)	31.12.2019	30.09.2020
Current Assets	192,228,287	84,174,704
<i>Liquid Assets</i>	74,285,277	28,932,337
<i>Inventories</i>	67,906,463	16,017,520
Non-Current Assets	2,846,980,843	2,995,712,218
<i>Investment Properties</i>	2,715,950,000	2,859,357,919
Total Assets	3,039,209,130	3,079,886,922
Short Term Liabilities	452,228,381	385,551,223
<i>Deferred Income</i>	13,423,297	31,660,007
Long Term Liabilities	8,761,067	89,532,016
Equity	2,578,219,682	2,604,803,683
Total Liabilities and Equity	3,039,209,130	3,079,886,922

INCOME STATEMENT (TL)	01.01.2019 30.09.2019	01.01.2020 30.09.2020
Revenues	95,925,495	132,368,578
<i>Rent Income</i>	39,754,575	82,271,566
<i>Sales Income</i>	53,095,835	47,131,475
<i>Financial Income</i>	3,075,085	2,965,537
Cost of Sales	(29,544,181)	(62,717,753)
<i>Cost of Residential Sales</i>	(28,071,259)	(58,496,490)
<i>Other Costs</i>	(1,472,922)	(4,221,263)
Gross Profit	66,381,314	69,650,825
<i>General Administrative Expense</i>	(10,737,713)	(12,648,497)
<i>Marketing & Selling Expense</i>	(3,424,015)	(8,918,672)
<i>Other Income (Expense)</i>	1,385,385	(66,041)
Operating Profit	53,604,971	48,017,615
<i>Gain (Loss) From Investments Accounted Through Equity Method</i>	2,227,001	405,845
<i>Financial Expense</i>	(8,313,557)	(17,563,501)
Net Profit	47,518,415	30,859,959

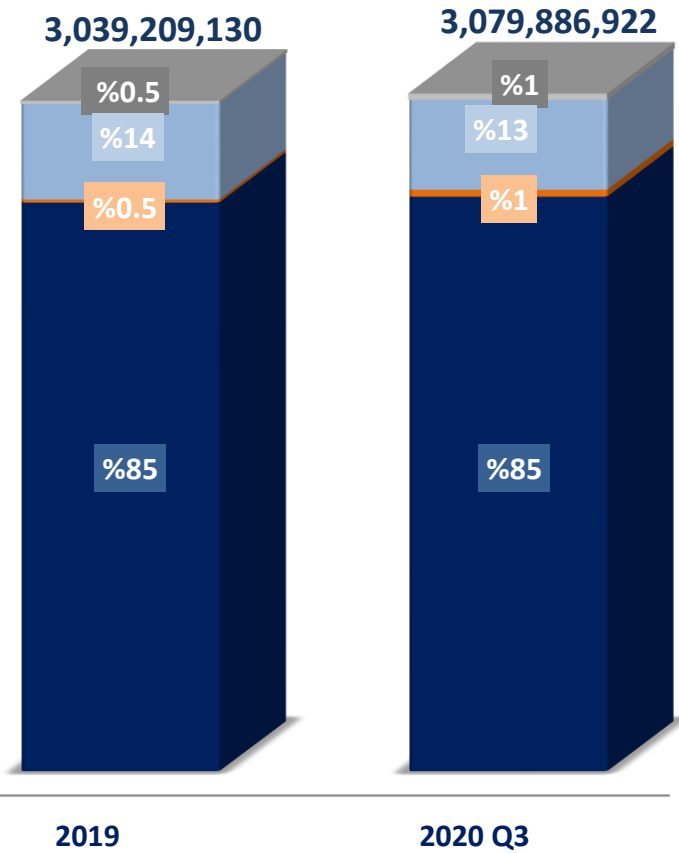
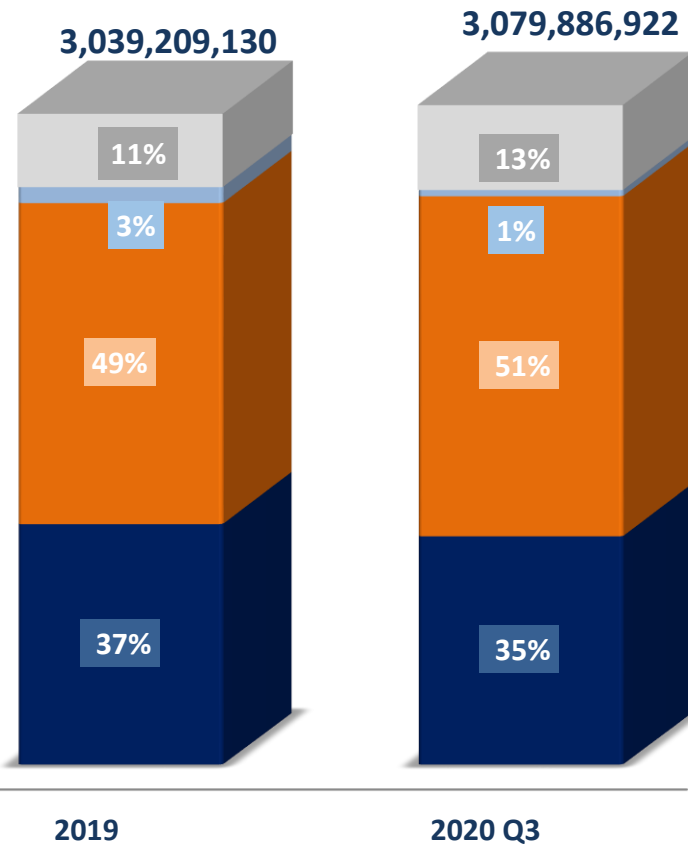
DISTRIBUTION OF ASSETS AND LIABILITIES

DISTRIBUTION OF ASSETS_TL

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

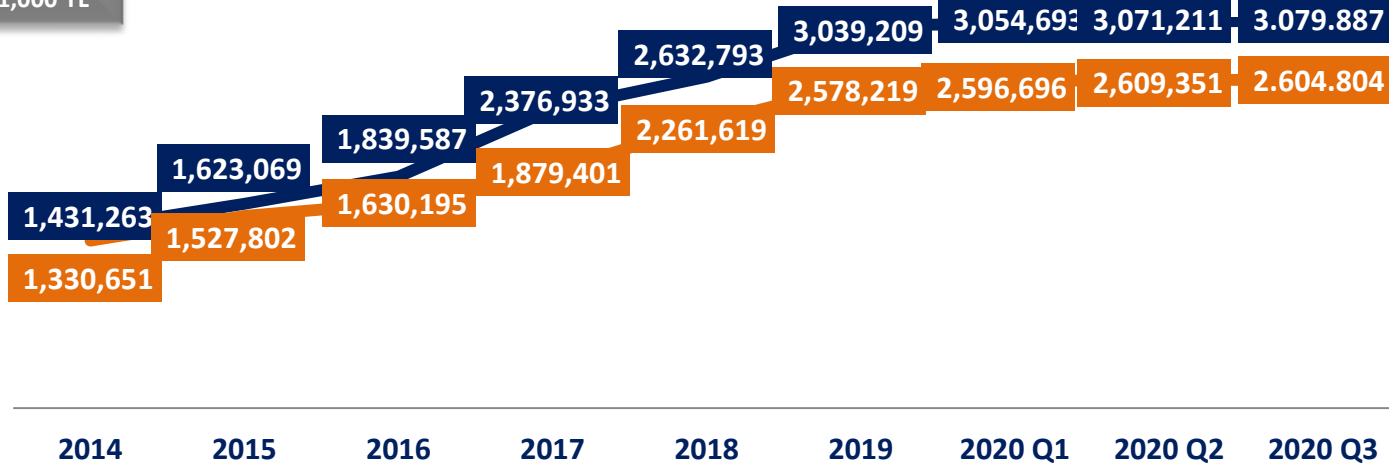
DISTRIBUTION OF LIABILITIES_TL

■ Equities ■ Deferred Income ■ Financial Debts ■ Other



BALANCE SHEET ITEMS

1,000 TL

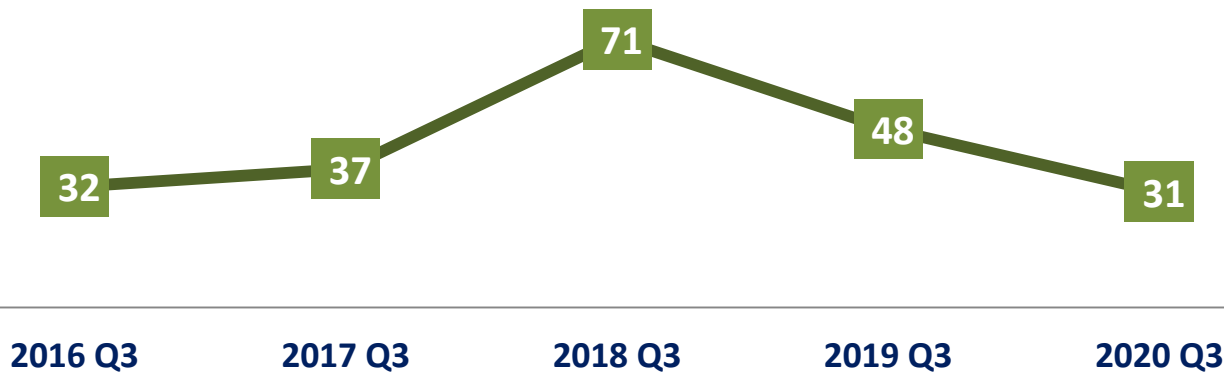


YOY

Assets 1.34%

Equities 1.03%

Million TL



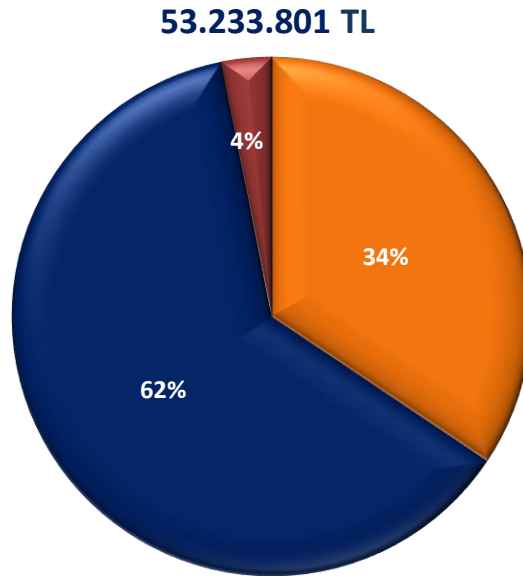
YOY

Net Profit -35.4%

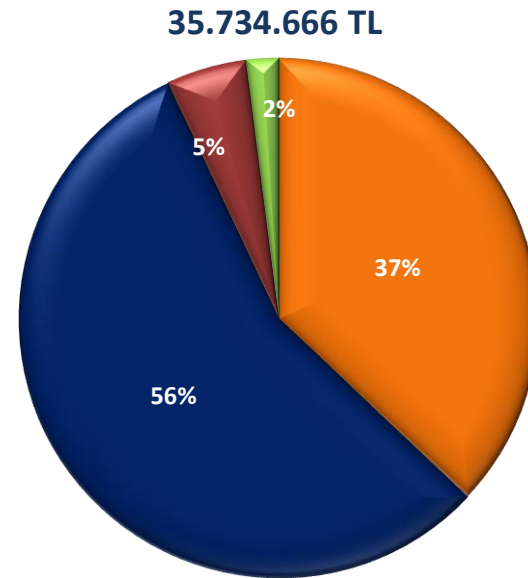
INCOME STATEMENT ITEMS

TL	2019 Jan-September	2019 Q3	2020 Jan.-September	2020 Q3
Revenue	95.925.495	52.789.066	132.368.578	35.040.435
<i>Konut Satış Geliri</i>	<i>39.754.575</i>	<i>33.006.584</i>	<i>82.271.566</i>	<i>19.998.060</i>
<i>Kira Gelirleri</i>	<i>53.095.835</i>	<i>18.153.287</i>	<i>47.131.475</i>	<i>13.397.034</i>
<i>Finansal Gelir</i>	<i>3.075.085</i>	<i>1.629.195</i>	<i>2.965.537</i>	<i>1.645.341</i>
Cost of Sales	(29.544.181)	(23.583.812)	(62.717.753)	(16.118.251)
<i>Konut Satış Maliyeti</i>	<i>(28.071.259)</i>	<i>(23.252.253)</i>	<i>(58.496.490)</i>	<i>(13.226.122)</i>
<i>Diğer Maliyetler</i>	<i>(1.472.922)</i>	<i>(331.559)</i>	<i>(4.221.263)</i>	<i>(2.892.129)</i>
Gross Profit	66.381.314	29.205.254	69.650.825	18.922.184
General Administrative Expenses	(10.737.713)	(3.433.182)	(12.648.497)	(4.393.671)
Marketing and Selling Expenses	(3.424.015)	(855.000)	(8.918.672)	(5.198.860)
Other Income From Operating Activities	1.687.059	254.656	1.580.735	694.231
Other Expenses From Operating Activities	(301.674)	(152.974)	(1.646.776)	(415.201)
Operating Profit	53.604.971	25.018.754	48.017.615	9.608.683
Gain (Loss) From Investments Accounting Through Equity Method	2.227.001	190.079	405.845	-
Finance Expense	8.313.557	(2.823.651)	(17.563.501)	(14.279.834)
Profit (Loss)	47,518.415	22.385.182	30.859.959	(4.671.151)

DISTRIBUTION OF MAIN INCOME ITEMS

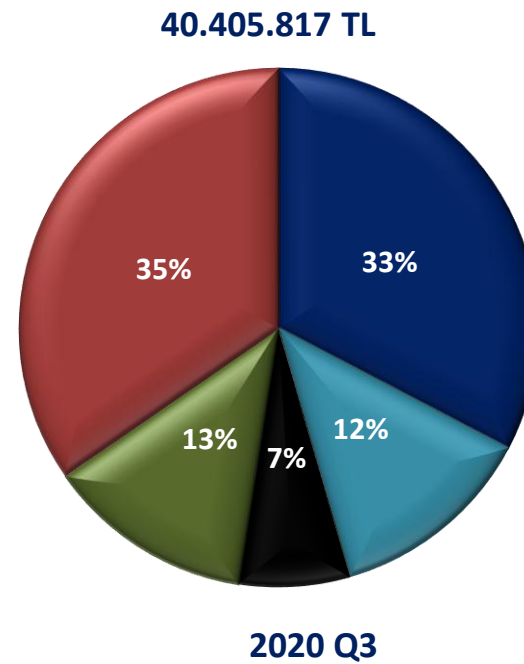
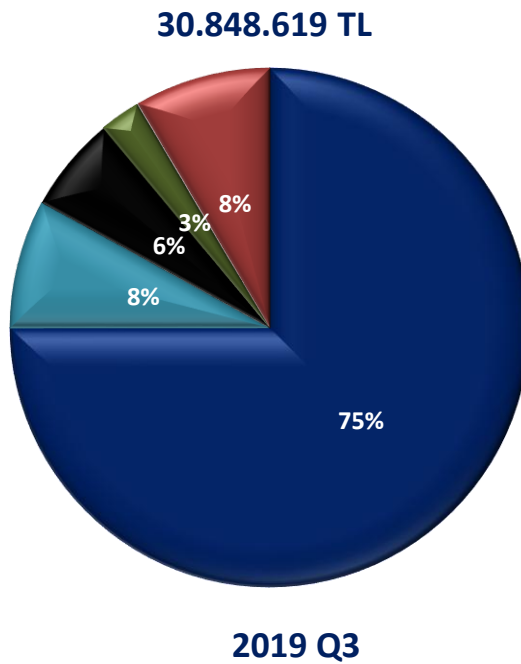


2019 Q3



2020 Q3

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.