



HALKGYO

INVESTOR PRESENTATION

2021 / Q3

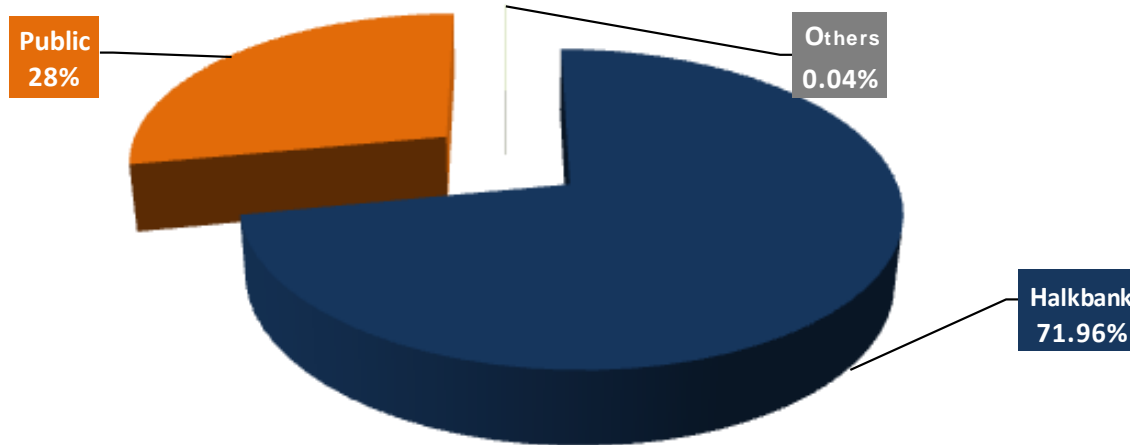
ABOUT HALK GYO

- 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, 2021;

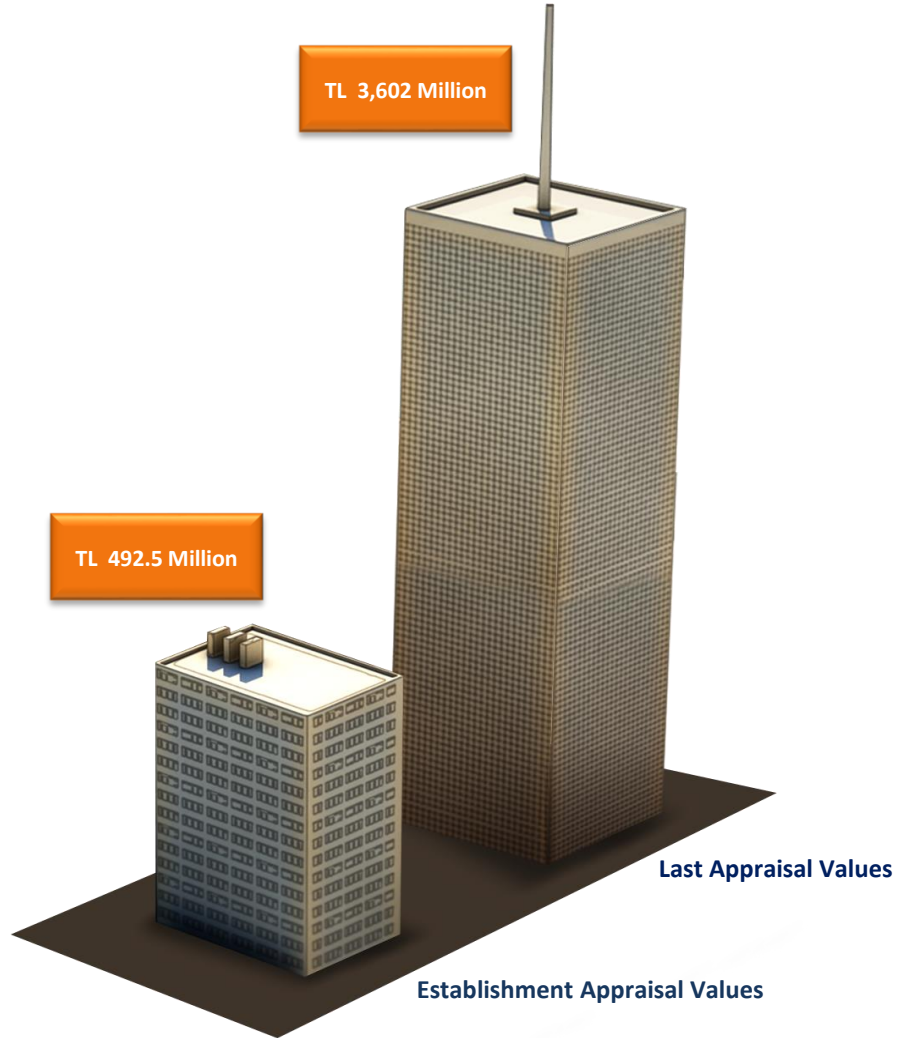
❖ Halk GYO has an important position in the sector by the total asset value exceeding **TL 3.9 billion**, shareholders' equity **TL 2.9 billion** and market value of **TL 2.5 billion**.

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

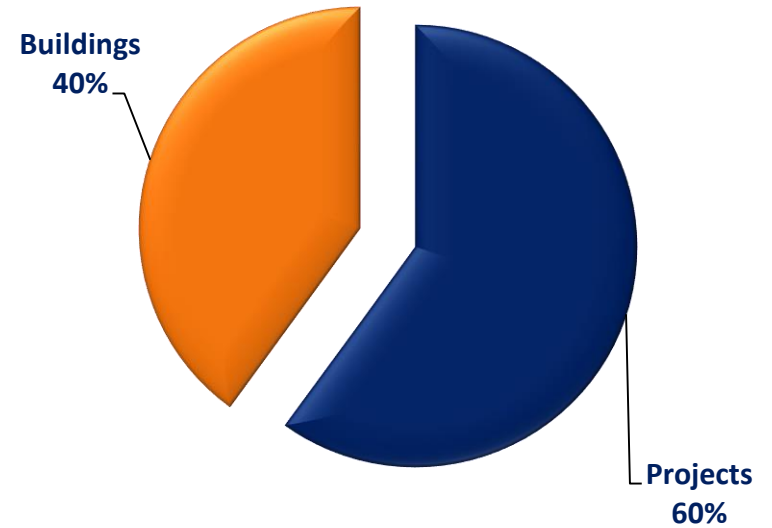


As of 30.09.2021; Türkiye Halk Bankası A.Ş. has 75,116,569 nominal shares; and Halk GYO has 28,756,004 nominal shares in the publicly held portion.

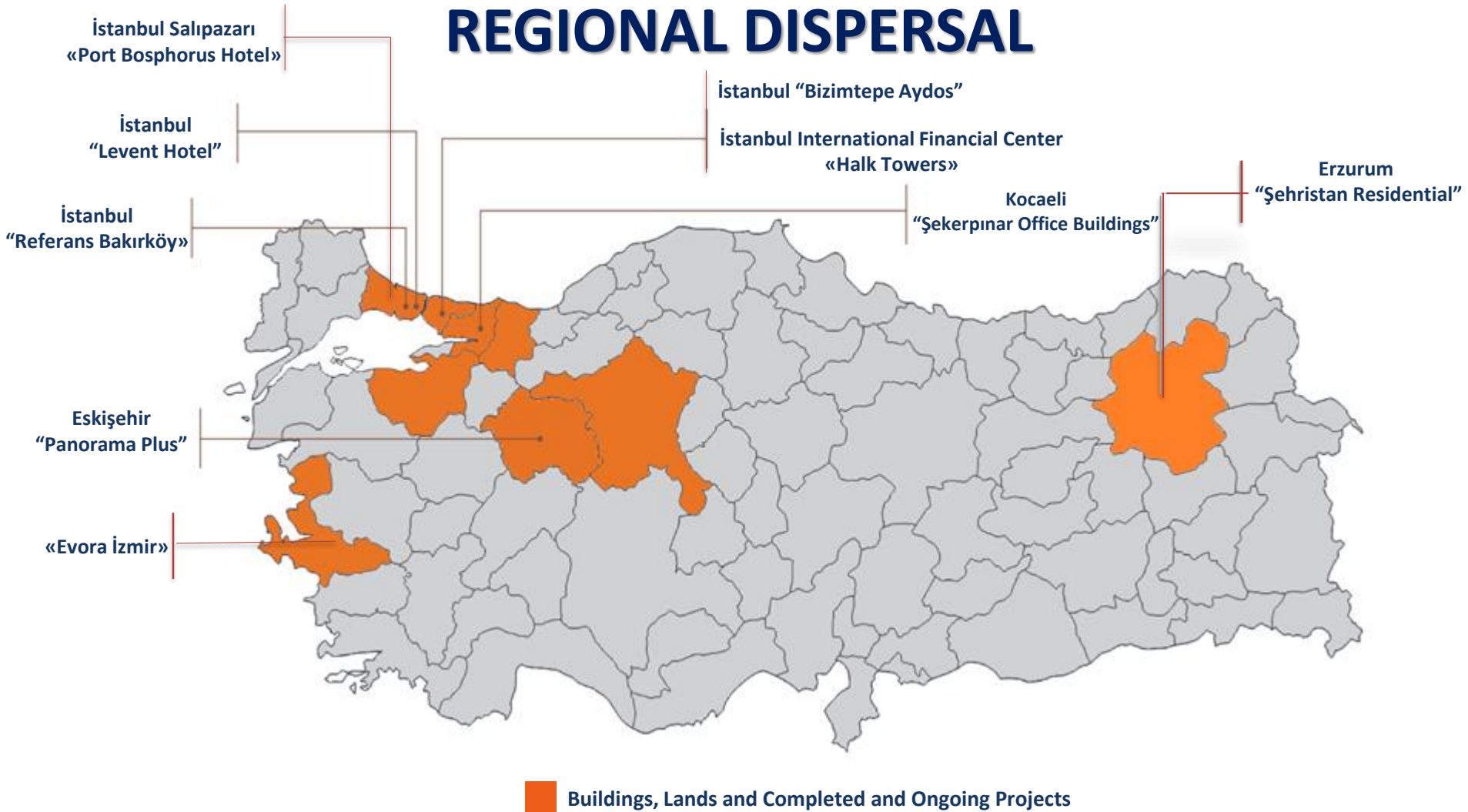
REAL ESTATE PORTFOLIO



DISTRIBUTION OF PORTFOLIO



REAL ESTATE PORTFOLIO REGIONAL DISPERSAL



REAL ESTATE PORTFOLIO TABLE

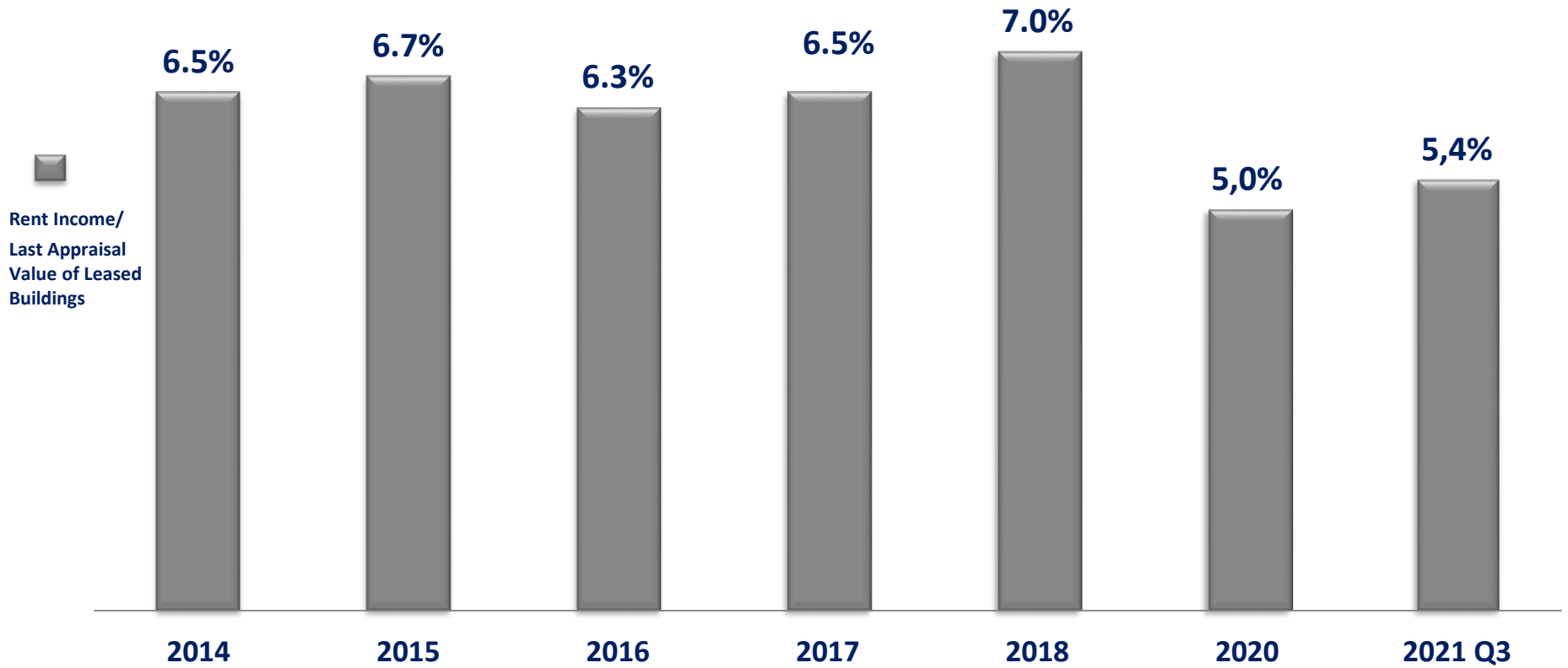
PORTFOLIO			Fair Value -TL
PROJECTS	Current Status	January - September Rent Income -TL	
IIFC «Halk Towers»	In Construction		2,117,864,093
İzmir Evora	In sale		¹ 550,000,000
Istanbul Bizimtepe Aydos	In sale	423,497	² 11,560,000
Erzurum Şehristan Residentials	In sale		² 850,000
Erzurum Yakutiye Land	Land		10,350,000
Salıpazarı Land	Car Park of Salıpazarı Hotel		9,530,000
Total		423,497	2,150,154,093
BUILDINGS	Tenant	January - September Rent Income -TL	
Istanbul Halkbank Finance Tower	Halkbank	14,958,000	349,655,000
Istanbul Levent Hotel Building	In renovation process	-	299,218,243
Şekerpınar Banking Center	Halkbank	7,207,662	171,000,000
Halk Office Şekerpınar	On The Market	-	103,000,000
Istanbul Salıpazarı Port Bosphorus Hotel Building	Hotel	2,565,000	100,000,000
Istanbul Karaköy Building	On the Market	-	45,000,000
Izmir, Konak 1 Building	Halkbank	731,537	38,500,000
Istanbul Beyoğlu Building	In renovation process	-	35,000,000
Istanbul Bakırköy Building	Halkbank	1,530,000	31,000,000
Istanbul Caddebostan Building	In renovation process	-	30,678,939
Istanbul Etiler Building	Halkbank	1,089,000	26,500,000
Istanbul Beşiktaş Building	Halkbank	1,305,000	25,750,000
Ankara Kızılay Building	Halkbank	1,395,000	25,000,000
Istanbul Şişli Building	Halkbank	1,107,000	22,500,000
Izmir Konak 2 Building	Halkbank and Halk Emeklilik	535,105	21,000,000
Bursa Building	Halkbank	1,080,000	19,250,000
Istanbul Fatih Building	Halkbank	729,000	16,750,000
Istanbul Ataköy Building	Halkbank	855,000	16,750,000
Kocaeli Building	Halkbank	900,000	16,000,000
Ankara Başkent Building	Halkbank / Hotel	1,094,975	15,170,000
Ankara Bahçelievler 1 Building	Halkbank	720,000	13,000,000
Istanbul Nişantaşı Building*	Halkbank	603,000	12,500,000
Adapazarı Building	Halkbank	315,097	10,200,000
Ankara Bahçelievler 2 Building	Store	339,237	9,400,000
Total		39,059,613	1,452,822,182
TOTAL		39,483,110	3,602,976,375

¹Calculated 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-

²Appraisal values of Halk GYO's share for remaining independent units as of September 30, 2021.

* Nişantaşı Building was sold to our 100% subsidiary Halk Yapı Projeleri Geliştirme A.Ş. on December, 28, 2020.

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 349.7 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.

COMPLETED PROJECTS

İSTANBUL LEVENT HOTEL



Istanbul 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.

Levent Hotel 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 299.2 million

It is the fair value of the project written in the independent audit report as of September 30, 2021.

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.

The Project was completed in 2015 and all of the project was sold.

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

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 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 171 million

COMPLETED PROJECTS

HALK OFFICE ŞEKERPINAR



Halk Office Şekerpınar located on our Şekerpınar-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	:	Şekerpınar
Project Value	:	TL 103 million

It is the fair value of the project written in the independent audit report as of September 30, 2021.

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.

Real Estate Information

City	: Istanbul
District	: Sancaktepe
Appraisal Value	: TL 11.5 million
-50% Halk GYO share for 42 remaining units as of September 30, 2021	

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, 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.

Real Estate Information

City	:	Erzurum
District	:	Yakutiye
Appraisal Value	:	TL 850 thousand
-50% Halk GYO share for 1 remaining unit as of September 30, 2021		

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 100 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 67 % as of the end of September, 2021.

Real Estate Information

City	:	İstanbul
District	:	Ümraniye
Project Value	:	TL 2,117 million
-the fair value as of September 30, 2021		

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. According to the agreement details, revenue share ratio of Joint Venture was determined as 65%.

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

Sales have started in Project.



FINANCIAL DATA

BALANCE SHEET -TL	30.09.2021	31.12.2020
Current Assets	208,625,929	106,170,870
<i>Liquid Assets</i>	75,757,582	49,553,215
<i>Inventories</i>	66,288,795	18,178,851
Non-Current Assets	3,727,678,800	3,408,555,210
<i>Investment Properties</i>	3,597,561,275	3,260,027,500
Total Assets	3,936,304,729	3,514,726,080
Short Term Liabilities	905,020,748	502,826,748
<i>Deferred Income</i>	78,561,972	61,108,287
Long Term Liabilities	82,023,532	85,410,620
Equity	2,949,260,449	2,926,488,712
Total Liabilities and Equity	3,936,304,729	3,514,726,080

INCOME STATEMENT -TL	01.01.2021 30.09.2021	01.01.2020 30.09.2020
Revenues	76,938,655	132,368,578
<i>Sales Income</i>	30,200,373	82,271,566
<i>Rent Income</i>	39,483,110	47,131,475
<i>Financial Income</i>	7,255,172	2,965,537
Cost of Sales	-27,654,735	-62,717,753
<i>Cost of Residential Sales</i>	-24,880,419	-58,496,490
<i>Other Costs</i>	-2,774,316	-4,221,263
Gross Profit	49,283,920	69,650,825
<i>General Administrative Expense</i>	-16,681,597	-12,648,497
<i>Marketing & Selling Expense</i>	4,110,306	-8,918,672
<i>Other Income -Expense</i>	2,478,816	339,804
Operating Profit	30,970,833	48,423,460
<i>Financial Expense</i>	-3,502,995	-17,563,501
<i>Profit</i>	27,467,838	30,859,959
<i>Other Comprehensive Income</i>	162,940	-
Net Profit	27,630,778	30,859,959

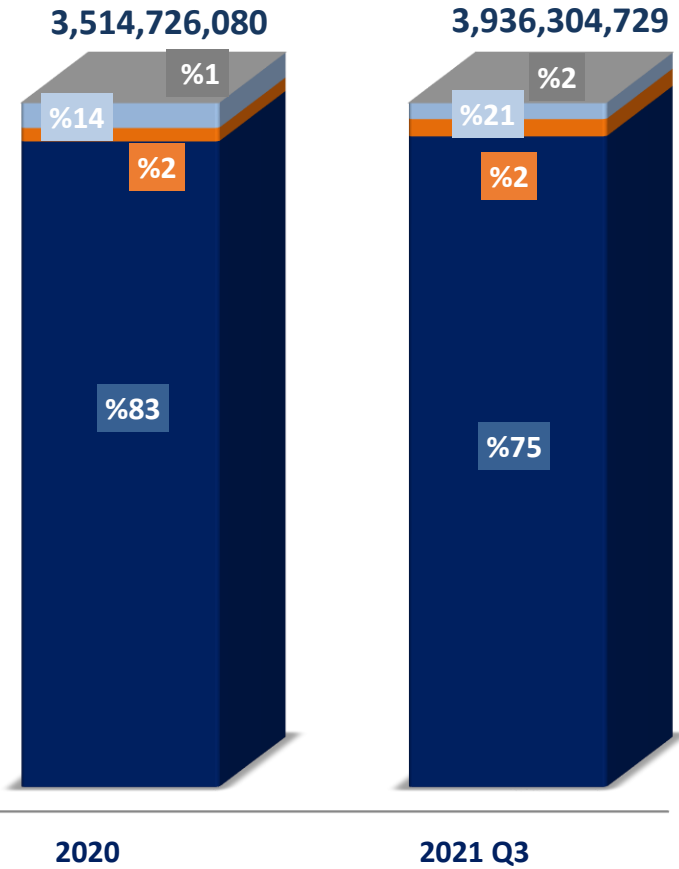
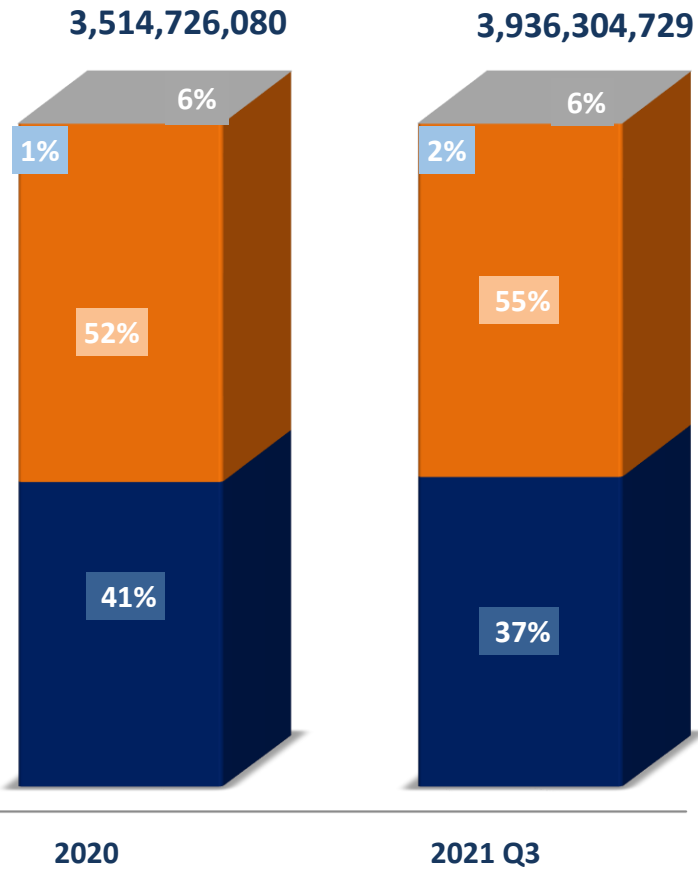
DISTRIBUTION OF ASSETS AND LIABILITIES

DISTRIBUTION OF ASSETS_TL

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

DISTRIBUTION OF LIABILITIES_TL

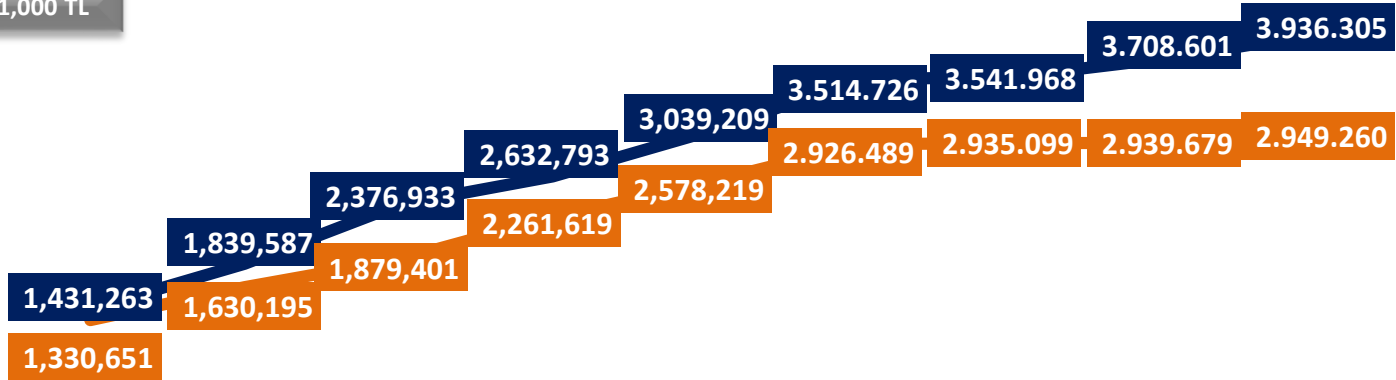
■ Equities ■ Deferred Income ■ Financial Debts ■ Other



BALANCE SHEET ITEMS

1,000 TL

YOY

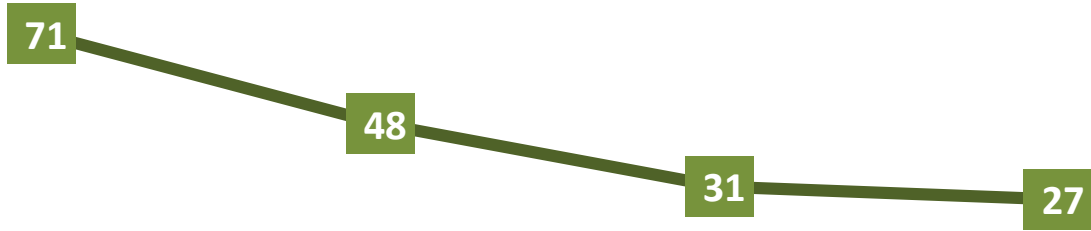


Assets 11.99%

Equities 0.78%

2014 2016 2017 2018 2019 2020 2021 Q1 2021 Q2 2021 Q3

1,000 TL

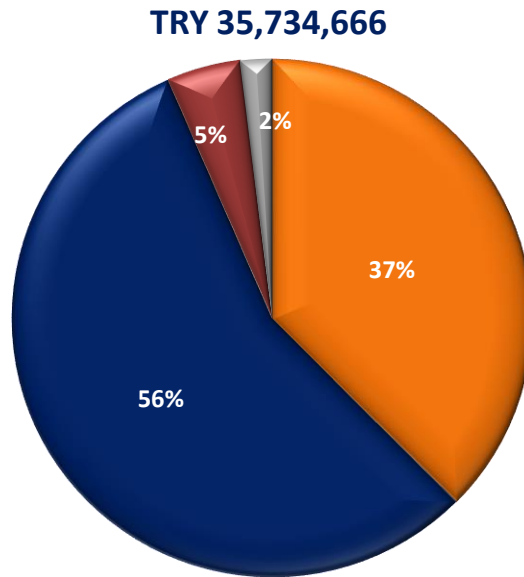


2018 Q3 2019 Q3 2020 Q3 2021 Q3

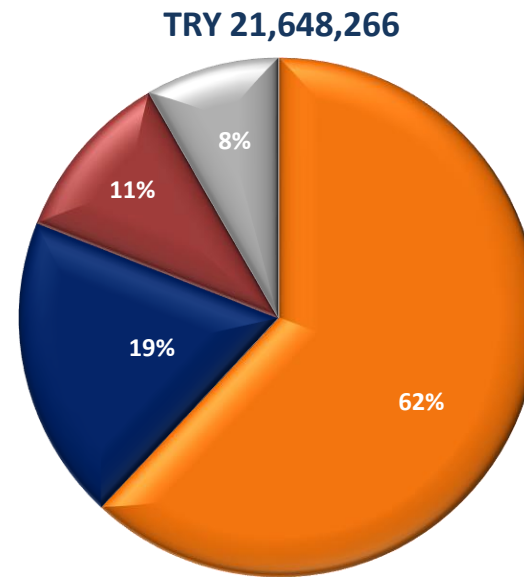
INCOME STATEMENT ITEMS

TL	2020 Q1	2020 Q2	2020 Q3	2021 Q1	2021 Q2	2021 Q3
Revenue	50,063,344	47,264,799	35,040,435	33,961,693	23,125,730	19,851,232
<i>Real Estate Sale Income</i>	<i>30,972,540</i>	<i>31,300,966</i>	<i>19,998,060</i>	<i>18,987,288</i>	<i>7,100,000</i>	<i>4,113,085</i>
<i>Rent Income</i>	<i>18,438,713</i>	<i>15,295,728</i>	<i>13,397,034</i>	<i>12,717,354</i>	<i>13,348,840</i>	<i>13,416,916</i>
<i>Financial Income</i>	<i>652,091</i>	<i>668,105</i>	<i>1,645,341</i>	<i>2,257,051</i>	<i>2,676,890</i>	<i>2,321,231</i>
Cost of Sales	-24,031,097	-22,568,405	-16,118,251	-18,660,458	-6,571,194	-2,423,083
<i>Cost of Real Estate Sales</i>	<i>-23,677,934</i>	<i>-21,592,434</i>	<i>-13,226,122</i>	<i>-17,876,526</i>	<i>-5,000,000</i>	<i>-2,003,893</i>
<i>Other</i>	<i>-353,163</i>	<i>-975,971</i>	<i>-2,892,129</i>	<i>-783,932</i>	<i>-1,571,194</i>	<i>-419,190</i>
Gross Profit	26,032,247	24,696,394	18,922,184	15,301,235	16,554,536	17,428,149
General Administrative Expenses	-3,892,875	-4,361,951	-4,393,671	-5,387,794	-5,568,269	-5,725,534
Marketing and Selling Expenses	-1,877,427	-1,842,385	-5,198,860	-1,051,434	-1,799,277	-1,259,595
Other Income From Operating Activities	616,601	269,903	694,231	512,058	896,115	1,797,034
Other Expenses From Operating Activities	-784,640	-446,935	-415,201	-169,646	-74,038	-392,707
Operating Profit	20,093,906	18,315,026	9,608,683	9,204,419	9,509,067	11,847,347
Gain - Loss From Investments Accounting Through Equity Method	101,250	304,595	-	-	410,000	-
Finance Expense	-1,718,599	-1,565,068	-14,279,834	-757,236	-479,925	-2,265,834
Other Comprehensive Income	-	-	-	162,940	-	-
Profit - Loss	18,476,557	17,054,553	-4,671,151	8,610,123	9,439,142	9,581,513

DISTRIBUTION OF MAIN INCOME ITEMS

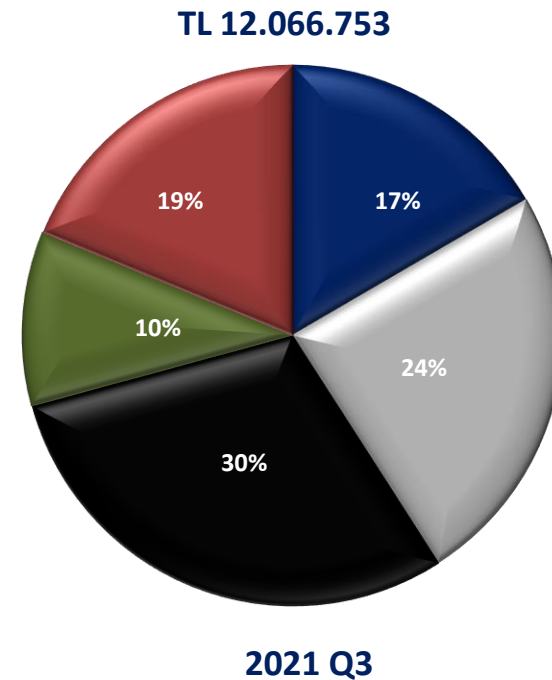
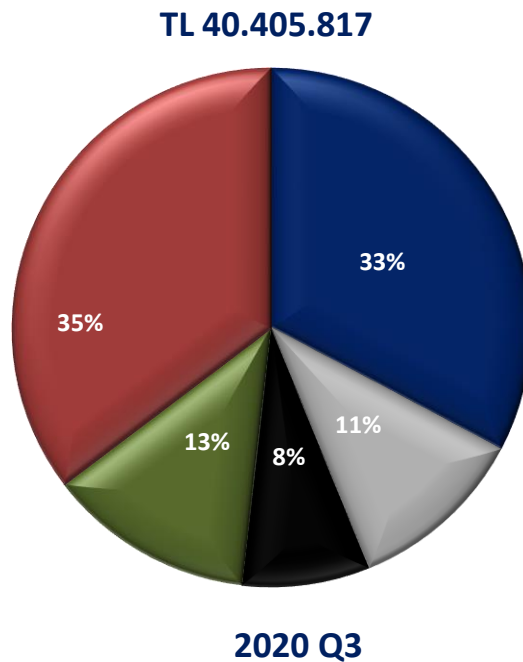


2020 Q3



2021 Q3

DISTRIBUTION OF MAIN EXPENSE ITEMS



2021 TARGET

To reach to ~ 8 % ROaA ratio

For further information please contact;

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