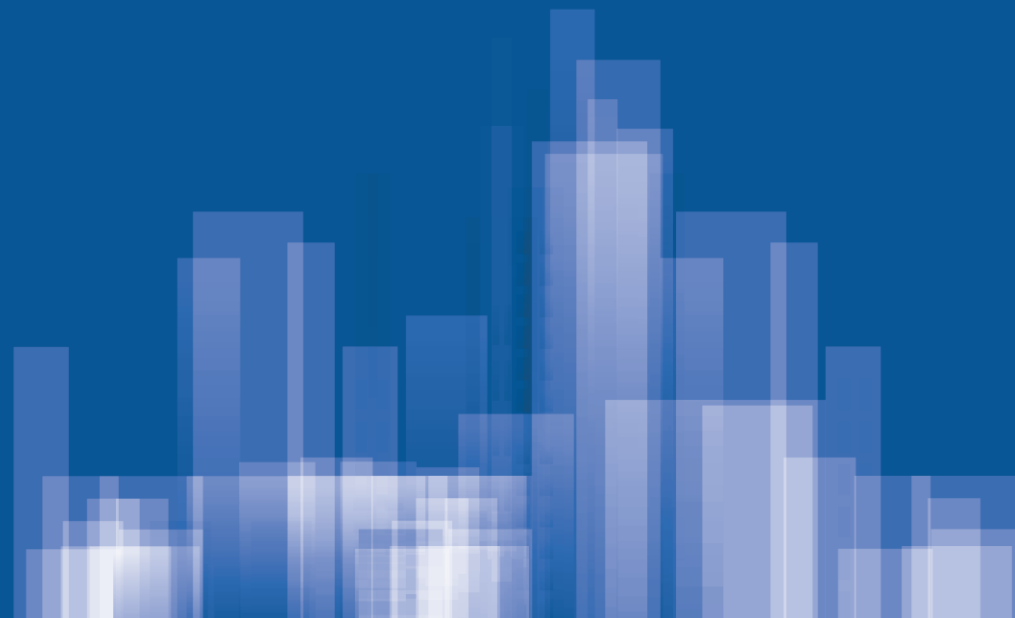




INVESTOR PRESENTATION

2018 Year End



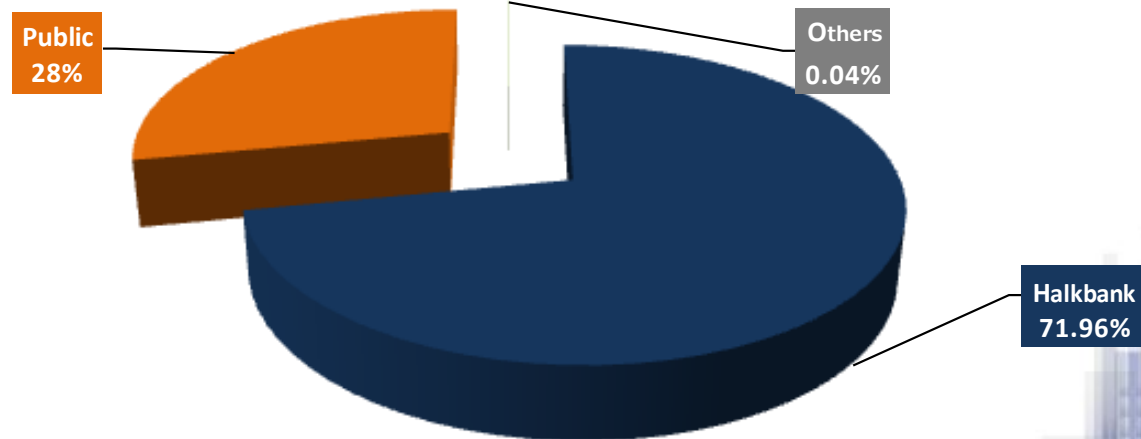
ABOUT HALK GYO

- 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”

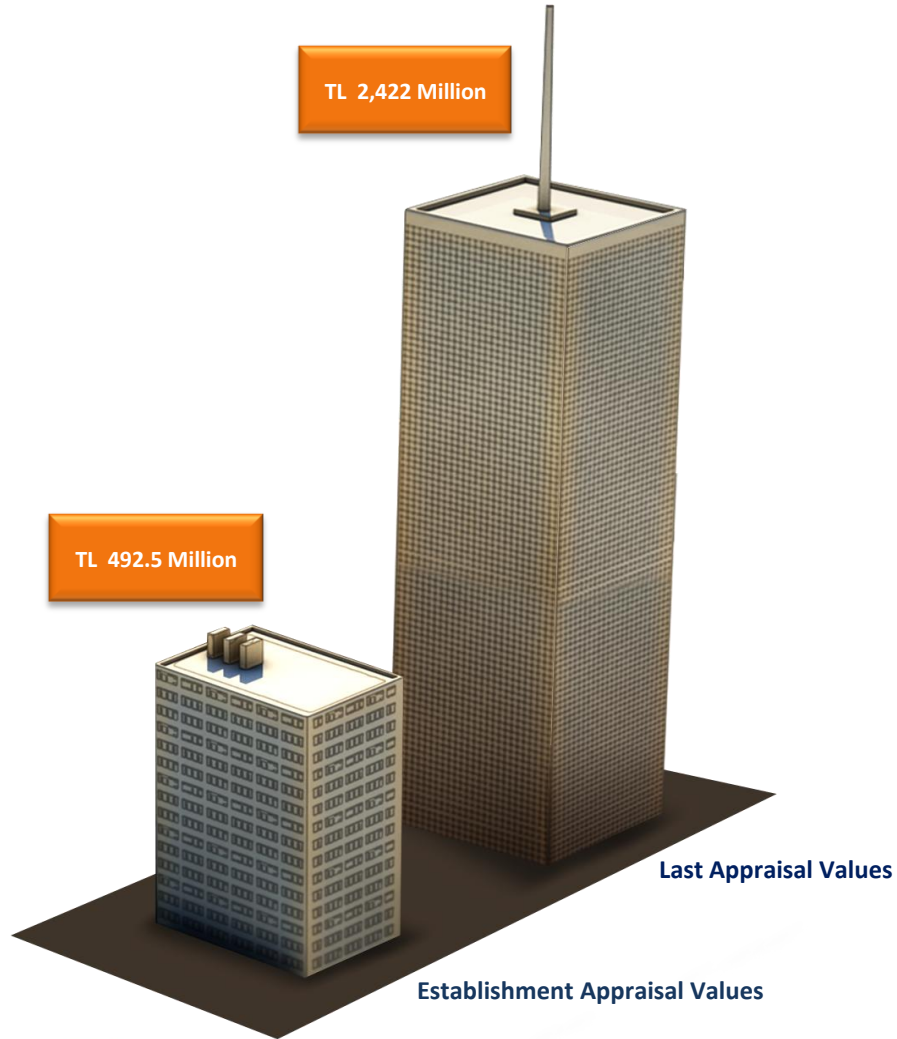
As of December 31, 2018;

❖ Halk GYO has an important position in the sector by the total asset value approaching **TL 2.6 billion**, shareholders' equity exceeding **TL 2.3 billion** and market value of **TL 600.6 million**

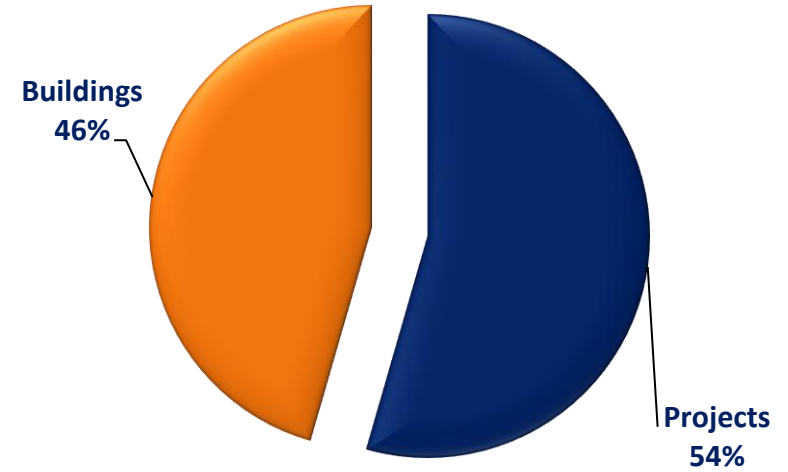
- **28%** of total shares are listed on the BIST.



REAL ESTATE PORTFOLIO



DISTRIBUTION OF PORTFOLIO



REAL ESTATE PORTFOLIO REGIONAL DISPERSAL

İstanbul Salıpazarı
«Port Bosphorus Hotel»

İstanbul
“Park Dedeman Levent
Hotel”

İstanbul
“Referans Bakırköy
Residential Project

Eskişehir
“Panorama Plus”
Residential Project

“Evora İzmir”
Project

İstanbul «Bizimtepe Aydos» Residential Project

İstanbul International Financial Center Project
«Halk Towers»

Kocaeli
“Şekerpınar Project”

Erzurum
“Şehristan Residential”
Project



Buildings, Lands and Completed and Ongoing Projects

REAL ESTATE PORTFOLIO TABLE

PORTFOLIO		Fair Value (TL)	
PROJECTS	Current Status		
Salıpazarı Land	Car Park of Salıpazarı Hotel	7,286,000	
IIFC «Halk Towers»	In Construction	¹ 1,158,995,000	
İzmir Evora Project	In Construction	³ 550,000,000	
Istanbul Bizimtepe Aydos Residential Project	In sale	² 87,061,398	
Erzurum Şehristan Residentials Project	In sale	² 39,427,033	
Eskişehir Panorama Plus Residential Project	In sale	² 6,912,633	
Istanbul Referans Bakırköy Residential Project	In sale	² 1,656,345	
Total		1,301,338,409	
BUILDINGS	Tenant	2018 Rent Income (TL)	
Istanbul Park Dedeman Levent Hotel Building	Hotel	14,175,000	246,138,000
Istanbul Halkbank Finance Tower	Halkbank	15,750,000	228,385,286
Şekerpinar Banking Center	Halkbank	6,677,948	137,773,786
Istanbul Salıpazarı Hotel Building	Hotel	5,622,266	¹ 81,056,000
Halk Office Şekerpinar	On The Market	-	¹ 77,995,312
Istanbul Karaköy Building	On the Market	-	37,825,000
Izmir, Konak 1 Building	Halkbank	1,604,776	28,794,550
Istanbul Beyoğlu Building	Halkbank	1,415,812	28,741,669
Istanbul Bakırköy Building	Halkbank	1,681,194	25,154,333
Istanbul Caddebostan Building	In renovation process	-	24,303,775
Istanbul Beşiktaş Building	Halkbank	1,528,358	21,346,000
Istanbul Etiler Building	Halkbank	1,192,120	20,526,000
Istanbul Şişli Building	Halkbank	1,176,836	18,844,404
Ankara Kızılay Building	Halkbank	1,620,060	18,714,823
Izmir Konak 2 Building	Halkbank and its subsidiaries	1,069,923	16,186,796
Bursa Building	Halkbank	1,127,929	16,110,000
Istanbul Fatih Building	Halkbank	764,179	13,475,250
Kocaeli Building	Halkbank	1,069,851	13,100,920
Istanbul Ataköy Building	Halkbank	943,761	12,954,666
Ankara Başkent Building	Halkbank / Hotel	1,290,107	12,642,550
Sakarya Adapazarı Building	Halkbank	769,203	10,979,699
Ankara Bahçelievler 1 Building	Halkbank	851,296	10,770,670
Istanbul Nişantaşı Building	Halkbank	641,911	10,288,500
Ankara Bahçelievler 2 Building	On the Market	-	9,000,000
Total			1,121,107,988
TOTAL			2,422,446,397

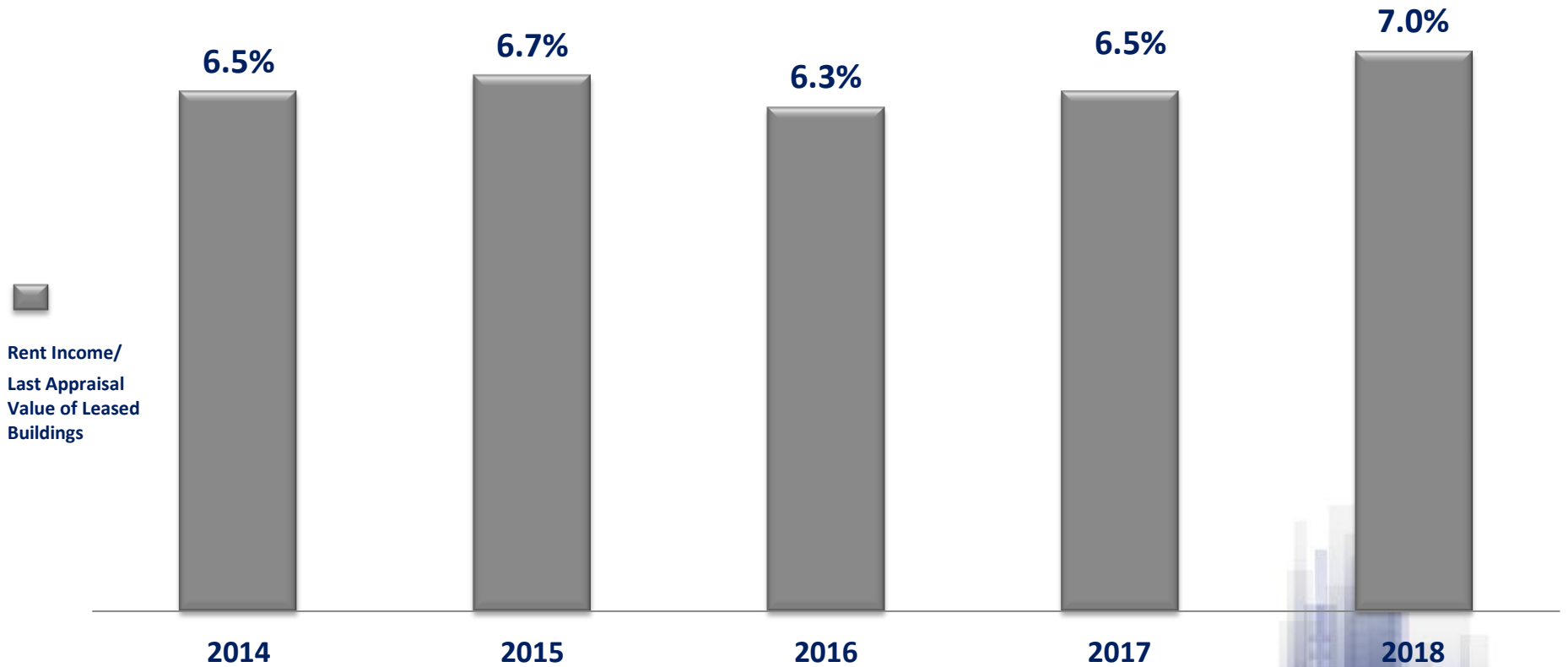
¹Project cost value as of December 31, 2018.

²Appraisal values of Halk GYO's share for unsold independent units as of December 31, 2018.

³Calculated 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.

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 Finance 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 228.4 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. A few units have remained unsold in the Company's portfolio.

Real Estate Information

City	:	İstanbul
District	:	Bakırköy
Appraisal Value	:	TL 1.7 million
<small>(for units of Halk GYO as of December 31, 2018)</small>		

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 246.1 million

COMPLETED PROJECTS

PANORAMA PLUS PROJECT



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.

As of December 31, 2018, 11 units have remained unsold in the Company’s portfolio.

Real Estate Information

City	: Eskişehir
District	: Odunpazarı
Appraisal Value (for 11 unsold units as of December 31, 2018)	: TL 6.9 million

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 137.8 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.

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 (the cost value as of December 31, 2018)	: TL 78 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.

With the catch-phrase of *“happiness begins at home”*, sales and construction have begun as of November 2015.

The Project finished in 2018 and sales continues. As of December 31 2018, 781 units have been sold.

Real Estate Information

City	:	Istanbul
District	:	Sancaktepe
Appraisal Value (of Halk GYO's share for 312 unsold units as of December 31, 2018)	:	TL 87 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 residential 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 December 31, 2018, 403 residential and 6 commercial units has been sold.

Real Estate Information

City	:	Erzurum
District	:	Yakutiye
Appraisal Value (of Halk GYO's share for 236 unsold units as of December 31, 2018)	:	TL 39.4 million
Halk GYO Share	:	50%

COMPLETED 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 in 2015.

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

Real Estate Information

City	: İstanbul
District	: Beyoğlu / Salıpazarı
Appraisal Value (the cost value as of December 31, 2018)	: TL 81 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 28%.

Real Estate Information

City	:	İstanbul
District	:	Ümraniye
Project Value (the cost value as of December 31, 2018)	:	TL 1.159 million

ONGOING PROJECTS

EVORA İZMİR PROJECT



“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%.

Pre-construction works continue for the Project and the process of collecting pre-requests has been started.

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.



FINANCIAL DATA

BALANCE SHEET (TL)	31.12.2017	31.12.2018
Current Assets	432,080,905	210,964,848
<i>Liquid Assets</i>	<i>123,145,273</i>	<i>28,825,032</i>
<i>Inventories</i>	<i>252,004,404</i>	<i>103,021,423</i>
Non-Current Assets	1,944,852,835	2,415,914,637
<i>Investment Properties</i>	<i>1,828,384,803</i>	<i>2,288,772,410</i>
Total Assets	2,376,933,740	2,626,879,485
Short Term Liabilities	490,493,887	333,968,195
<i>Deferred Income</i>	<i>242,418,401</i>	<i>10,116,377</i>
Long Term Liabilities	7,038,201	17,836,274
Equity	1,879,401,652	2,275,075,016
Total Liabilities and Equity	2,376,933,740	2,626,879,485

INCOME STATEMENT (TL)	01.01.2017 31.12.2017	01.01.2018 31.12.2018
Revenues	82,240,682	319,158,974
<i>Rent Income</i>	<i>51,029,060</i>	<i>61,000,045</i>
<i>Sales Income</i>	<i>23,934,707</i>	<i>252,924,725</i>
<i>Financial Income</i>	<i>7,276,915</i>	<i>5,234,204</i>
Cost of Sales	(15,812,566)	(203,170,190)
<i>Cost of Residential Sales</i>	<i>(13,036,019)</i>	<i>(196,897,381)</i>
<i>Other Costs</i>	<i>(2,776,547)</i>	<i>(6,272,809)</i>
Gross Profit	66,428,116	115,988,784
<i>General Administrative Expense</i>	<i>(11,584,483)</i>	<i>(12,811,718)</i>
<i>Marketing & Selling Expense</i>	<i>(3,421,687)</i>	<i>(4,671,801)</i>
<i>Other Income (Expense)</i>	<i>(1,493,826)</i>	<i>4,454,621</i>
Operating Profit	49,928,120	102,959,886
Revaluation Income of Investment Property	207,300,100	306,881,143
<i>Financial Expense</i>	<i>(5,119,449)</i>	<i>(15,039,947)</i>
Net Profit	252,108,771	394,801,082

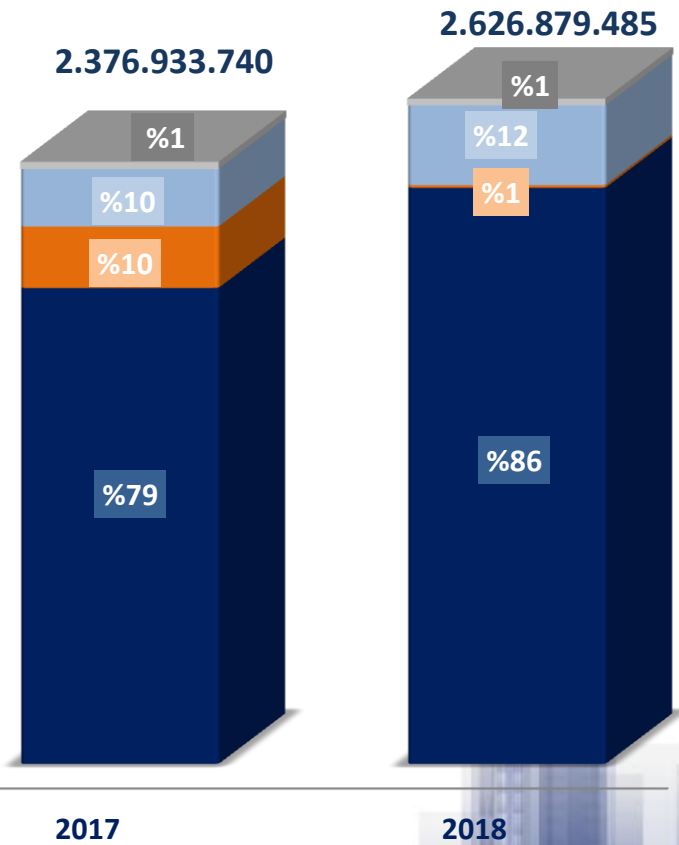
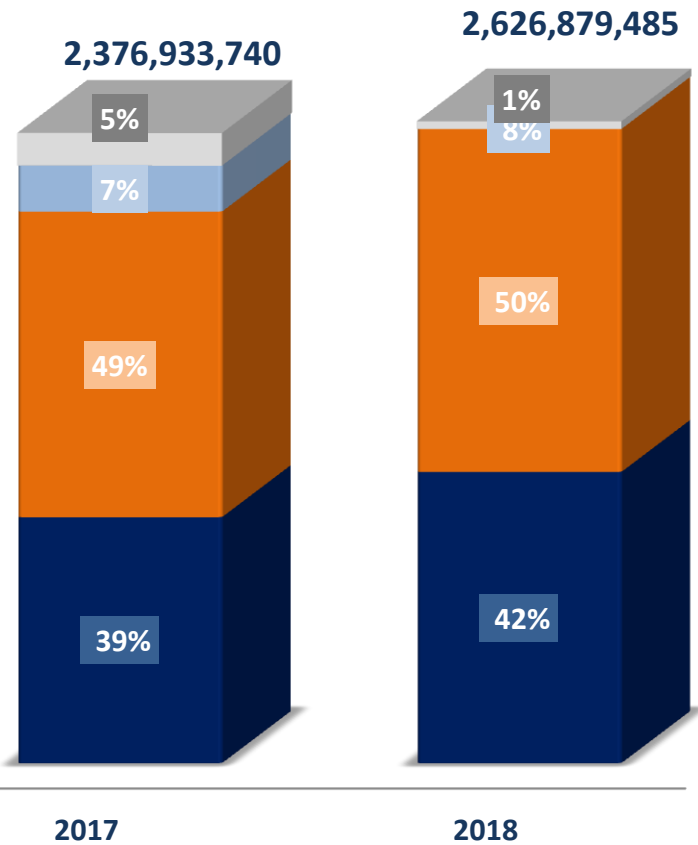
DISTRIBUTION OF ASSETS AND LIABILITIES

DISTRIBUTION OF ASSETS_TL

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

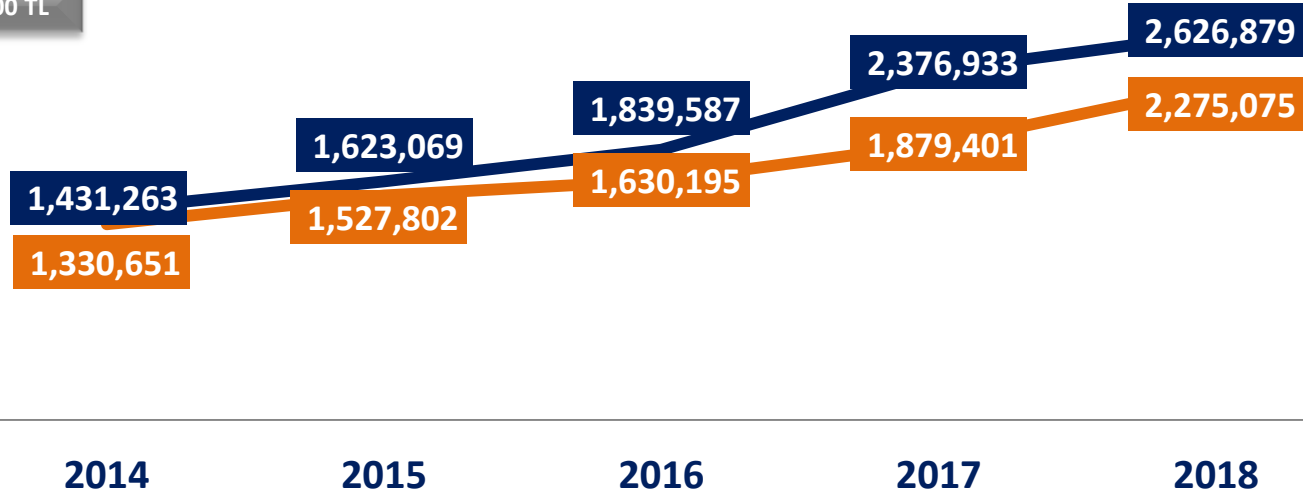
DISTRIBUTION OF LIABILITIES_TL

■ Equities ■ Deferred Income ■ Financial Debts ■ Other



BALANCE SHEET ITEMS

1,000 TL



YOY

Assets 10.52%

Equities 21.05%

202,943

107,664

252,121

394,801

YOY

Net Profit 56.59%

2015

2016

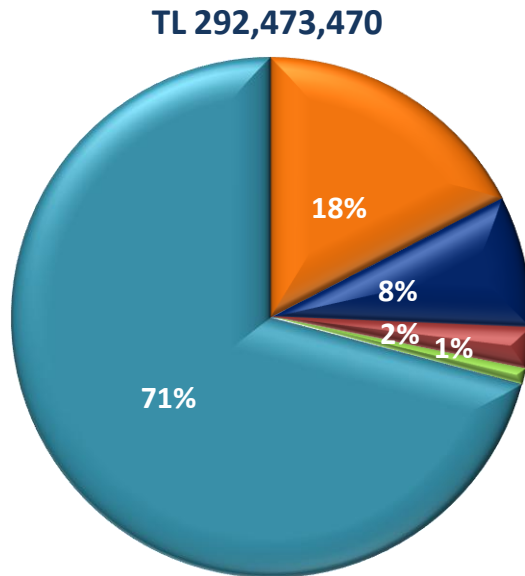
2017

2018

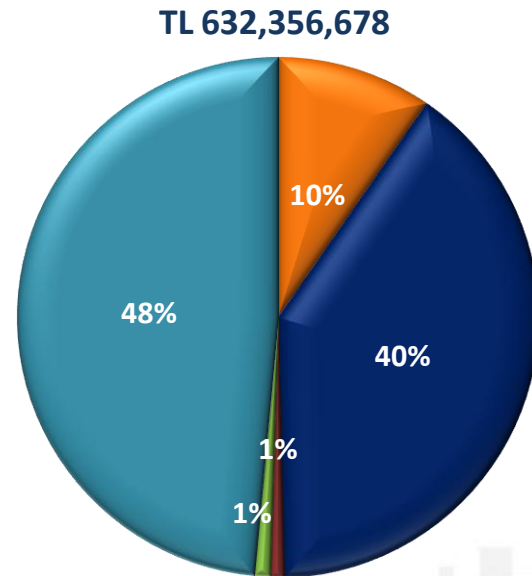
INCOME STATEMENT ITEMS

TL	2016	2017	2018
Total Revenues	79,567,962	82,240,682	319,158,974
Rent Income	47,930,935	51,029,060	61,000,045
Real Estate Sale Income	24,587,761	23,934,707	252,924,725
Financial Income	7,049,266	7,276,915	5,234,204
Cost of Sales	-14,222,613	-15,812,566	-203,170,190
Cost of Real Estate Sales	-12,943,217	-13,036,019	-196,897,381
Other	-1,279,396	-2,776,547	-6,272,809
Gross Profit	65,345,349	66,428,116	115,988,784
General Administrative Expenses	-9,479,882	-11,584,483	-12,811,718
Marketing & Selling Expenses	-5,098,168	-3,421,687	-4,671,801
Other Operating Income from Main Activities	353,342	2,932,688	6,316,561
Other Operating Loss from Main Activities	-3,712,366	-4,426,514	-1,861,940
Operating Profit	61,699,278	207,300,100	306,881,143
Revaluation Income of Investment Property	47,408,275	49,928,120	102,959,886
Financial Expenses	-1,440,497	-5,119,449	-15,039,947
Net Profit	107,667,056	252,108,771	394,801,082
ROaE	%6.90	%14.33	%19.01
ROaA	%6.20	%11.91	%15.78

DISTRIBUTION OF MAIN INCOME ITEMS

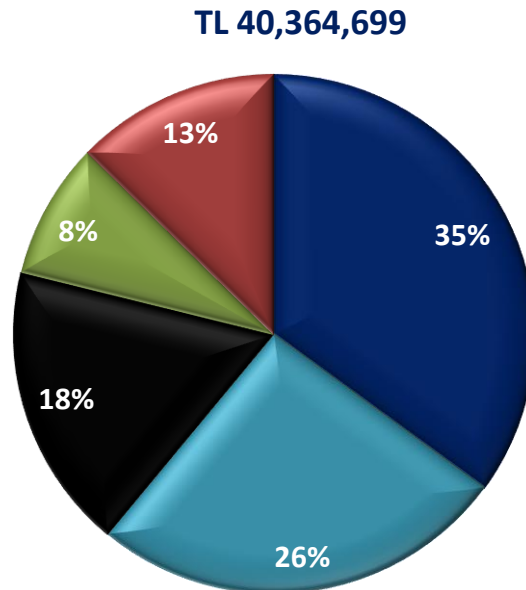


2017

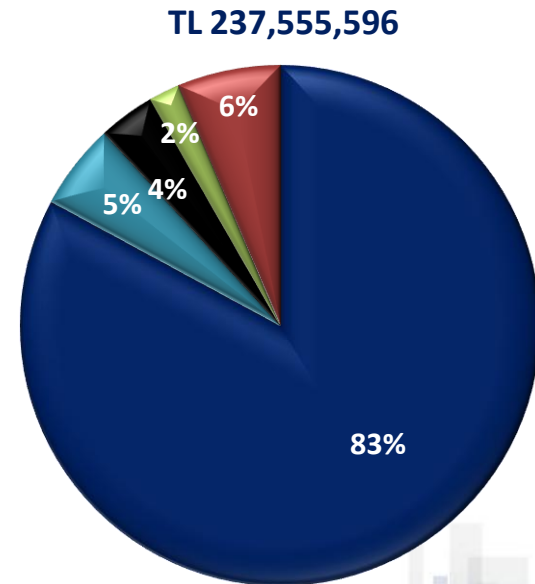


2018

DISTRIBUTION OF MAIN EXPENSE ITEMS



2017



2018

2019 TARGET

To reach to ~ **12 %** RoaA ratio

For further information please contact;

Investor Relations

ir@halkgyo.com.tr



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