



INVESTOR PRESENTATION  
2024 Q1

# ABOUT HALK GYO

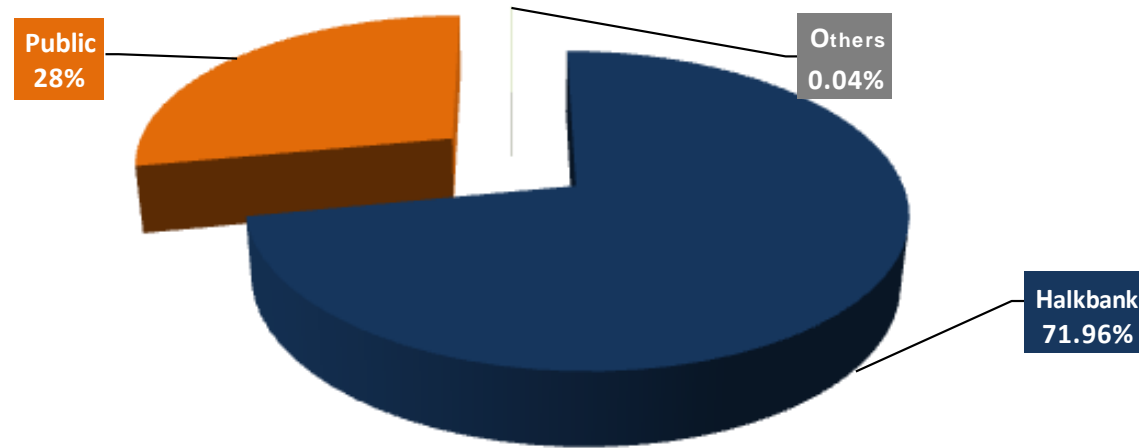
➤ Halk GYO, was established in 2010, invests in real estates, real estate projects, real estate based rights and capital market instruments,

➤ Halk GYO completed its IPO in February 2013 and is trading on the Borsa Istanbul -BIST with the code “HLGYO”

## As of March 31, 2024;

Halk GYO has an important position in the sector by the total asset value reaching **TL 32,3 billion** and shareholders' equity **TL 24,2 billion**,

➤ **28%** of total shares are listed on the BIST,



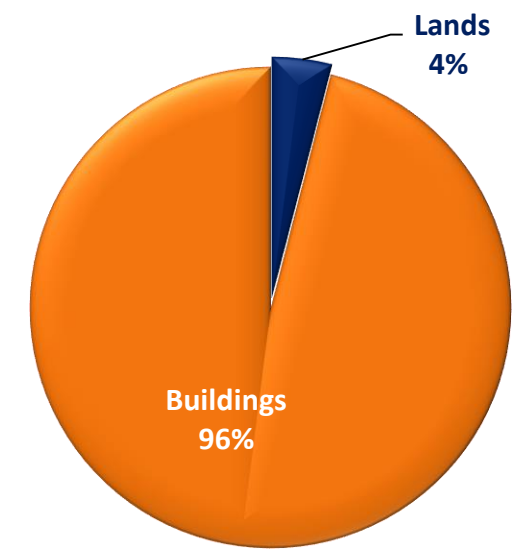
*Together with the publicly held shares, the total share of Türkiye Halk Bankası A,Ş, in the capital rises to 79,33%,*



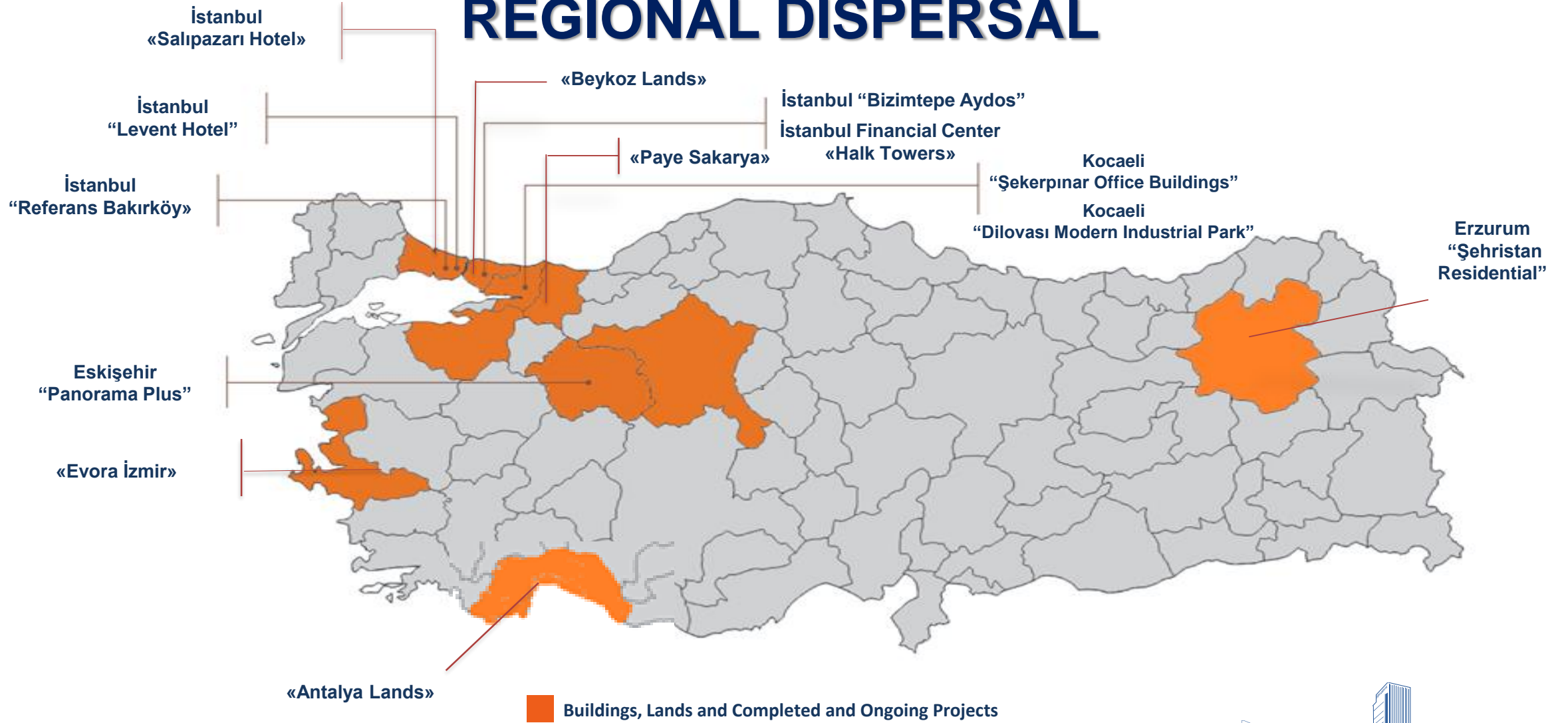
# REAL ESTATE PORTFOLIO



# DISTRIBUTION OF PORTFOLIO



# REAL ESTATE PORTFOLIO REGIONAL DISPERSAL



# REAL ESTATE PORTFOLIO

LANDS	Current Status	2024 March Fair Value(TL)
Antalya Land	Land (Empty)	711,715,747
Beykoz Land	Land (Empty)	343,452,144
Salıpazarı Land	Land (Car Park)	34,345,215
<b>TOTAL LANDS</b>		<b>1,089,513,106</b>
<b>PROJECTED LANDS &amp; PROJECTS</b>		
Dilovası Modern Industrial Park Project	In construction and sale	11,123,397,000
Paye Sakarya Project	In construction and sale	1555,124,000
İzmir Evora Project	In construction and sale	2,521,494,174

<sup>1</sup>Land Values

<sup>2</sup> It is the approximate value of our Company's share of the total appraisal value of the project, which is complete as of February2024, It is not included in the portfolio total and is written for informational purposes only,(65% of the project value is the Ordinary Partnership share, and 50% of the partnership share is calculated as Halk GYO share, )



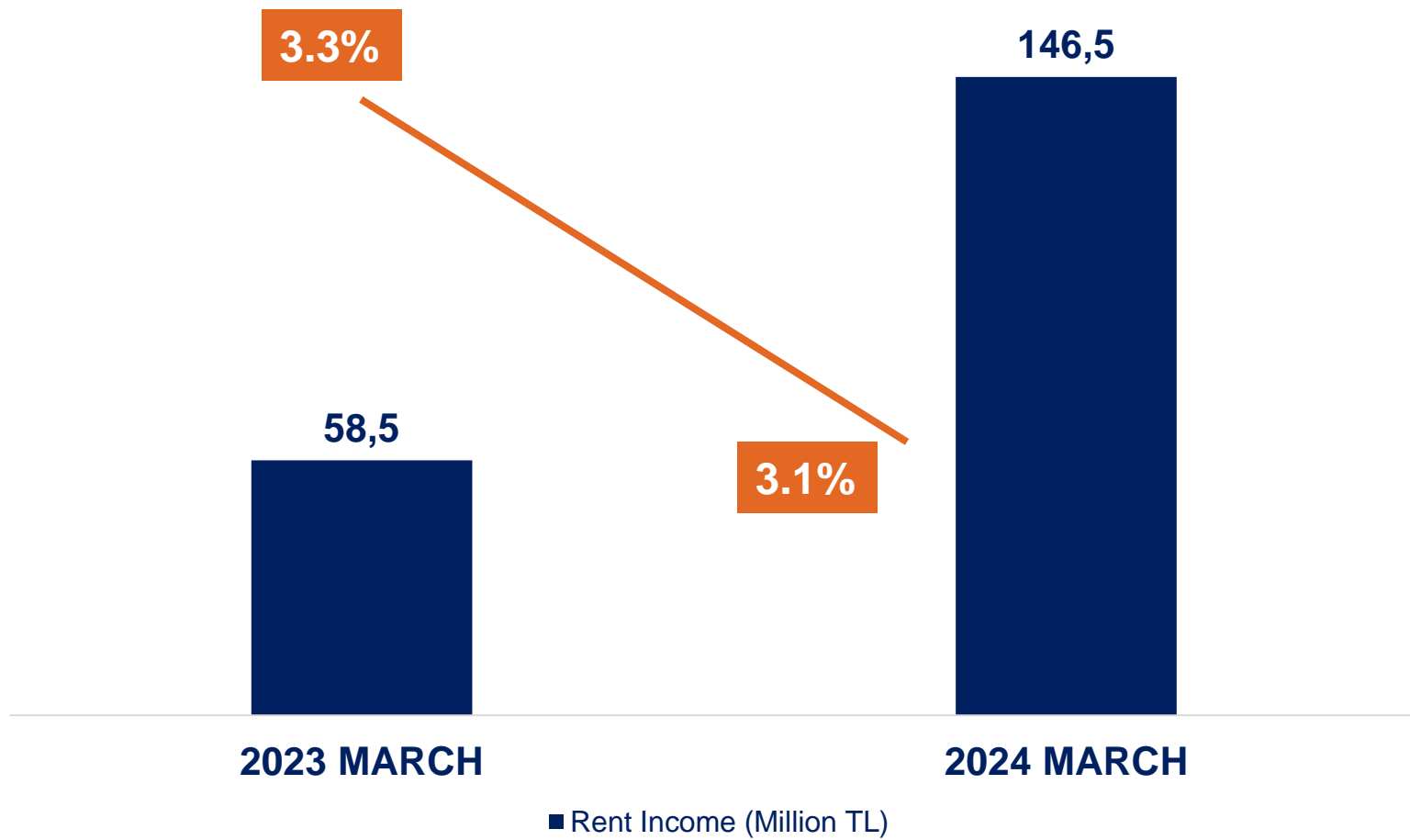
# REAL ESTATE PORTFOLIO

BUILDINGS	Tenant	2024 Jan-March Rent Income(TL)	2024 March Fair Value (TL)
İFM Halk Ofis A Blok	Bank Headquarter	98,966,537	9,950,743,000
İFM Halk Ofis B Blok	<b>Marketing Process</b>	-	7,372,182,000
Ataşehir Finans Kule	Teknopark	777,494	2,551,042,157
İstanbul Levent Otel	Hotel	18,070,215	2,327,737,101
İstanbul Salıpazarı Otel	Hotel	8,832,513	852,621,449
Şekerpınar Bankacılık Merkezi	Bank office	5,916,187	575,318,117
İstanbul Karaköy Binası	Bank building	1,929,343	408,589,621
İstanbul Beyoğlu Binası	Hotel	846,308	371,655,503
İzmir Konak Binası 1	<b>Under renovation</b>	-	246,503,895
İstanbul Caddebostan Binası	Bank office	1,026,293	190,898,986
İstanbul Etiler Binası	Bank office	502,515	182,375,843
İstanbul Beşiktaş Binası	Bank office	1,346,065	166,041,347
İstanbul Bakırköy Binası	Bank office	1,578,146	154,814,015
İstanbul Şişli Binası	Bank office	1,141,835	150,562,314
Ankara Kızılay Binası	Bank Office/Ministry	550,459	127,308,331
İzmir Konak Binası 2	<b>Under renovation</b>	-	128,433,518
İstanbul Ataköy Binası	Bank office	881,905	121,617,589
İstanbul Nişantaşı Binası	Bank office	621,975	105,858,533
İstanbul Fatih Binası	Bank office	751,940	85,507,741
Kocaeli Binası	Bank office	928,321	84,204,991
Bursa Binası	<b>Empty</b>	-	83,175,992
Ankara Başkent Binası	Bank Office/Hotel	278,237	76,199,003
Ankara Bahçelievler Binası 1	Bank office	742,657	56,255,093
Adapazarı Binası	Bank Office	364,860	54,478,616
Ankara Bahçelievler Binası 2	Store	379,177	40,622,099
<b>TOPLAM BİNA DEĞERİ</b>		<b>146,432,982</b>	<b>26,464,746,854</b>
<b>PORTFÖY TOPLAMI</b>			<b>27,554,259,960</b>

# RENTAL INCOME - RATE OF RETURN



Rental Rate of Return Ratio  
Building Rental Income/  
Last Appraisal Value of Leased Buildings



# COMPLETED PROJECTS

## ATAŞEHİR FINANCE TOWER



In 2012, we acquired this 23-floor class A office tower located near the İstanbul Financial Center Project while it was under construction.

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





# 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, Project sales have been completed,



# COMPLETED PROJECTS

## İSTANBUL LEVENT HOTEL



İstanbul 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 has been open since July, 2015,

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



# 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**,



# 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 53k sqm,

Halk Office Şekerpınar was sold in May 2023 for a price of TL 210 million (+VAT)



# COMPLETED PROJECTS

## BİZİMTEPE AYDOS



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

On the 95k sqm land, after leaving 90% of it for landscaping, the Project comprises 1085 independent units, along with hobby gardens, bicycle and running tracks, arbors and ponds, grass amphitheatres and commercial units, including a private kindergarten and market,

The project, the construction of which started in November 2015, was completed in 2018,



# COMPLETED PROJECTS

## ŞEHRİSTAN RESIDENTIAL



The land in Erzurum/Yakutiye, of which prior proprietor was Er Konut, added into portfolio to develop a residential Project in April 2016,

The project, developed through Halk GYO-Er Konut “Ordinary Partnership” land of approximately 24k sqm, comprises 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, Project sales have been completed,



# COMPLETED PROJECTS

## SALIPAZARI HOTEL



Following the completion of the renovation, Salipazari Building started to serve as a hotel in 2018,





# ONGOING PROJECTS

## İSTANBUL FINANCIAL CENTER «HALK TOWERS»



Our company, as one of the biggest stakeholders of the Istanbul Finance Center Project (IFM) carried out under the coordination of the Ministry of Environment, Urbanization and Climate Change, is building two towers with 46 (A Block) and 34 floors (Block B) on the land within the project,

A 2-year lease agreement was signed with our main partner Türkiye Halk Bankası A.Ş., for Block A with a monthly price of TL 35 million in June 2022, Rental payments started as of April 2023,



# 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 2017, 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”, 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 and social functions, has won “**2018 Best Architectural Design**” award of SOTCA -Sign of the City Awards organization made each year,

Construction works and sales process continue in the project, which includes 1195 independent sections, As of March 31, 2024, sales promise contracts were signed for 755 independent sections in the project,



# ONGOING PROJECTS

## DİLOVASI MODERN INDUSTRIAL PARK



In September 2022, The building construction licenses were obtained for the project, which was realized as a result of the revenue sharing agreement in return for land sales at the rate of 47% (Marmara Metal) - 53% (Halk Yapı - our company's 100% subsidiary)

Dilovası Modern Industrial Estate Project, which consists of a total of 350 independent sections, including 307 Workshops, 24 Shops, 18 Offices and 1 Health Center, will be located at the very center of the industry's development axis in the Istanbul, Bursa, Kocaeli triangle and will host hundreds of industrial establishments,

The Project, which makes a difference with a total of 307 workshops, 19 offices, 24 shops and 1 health center from 300 m2 to 1,500 m2, also supports sustainable energy production with its environmentally friendly design,

As of March 31, 2024, a sales promise contract has been signed for a total of 131 independent sections in the project,



# ONGOING PROJECTS

## PAYE SAKARYA



Paye Sakarya Project, which was implemented within the framework of the "Cooperation Protocol" signed in December 2021 between the Company and other 3rd party, consists of 426 residences and 34 commercial units of different scales on a total land of 60,000 sqm,

Our project, with its horizontal architecture and wide landscape areas, is aimed to be the best concept life project of Sakarya,



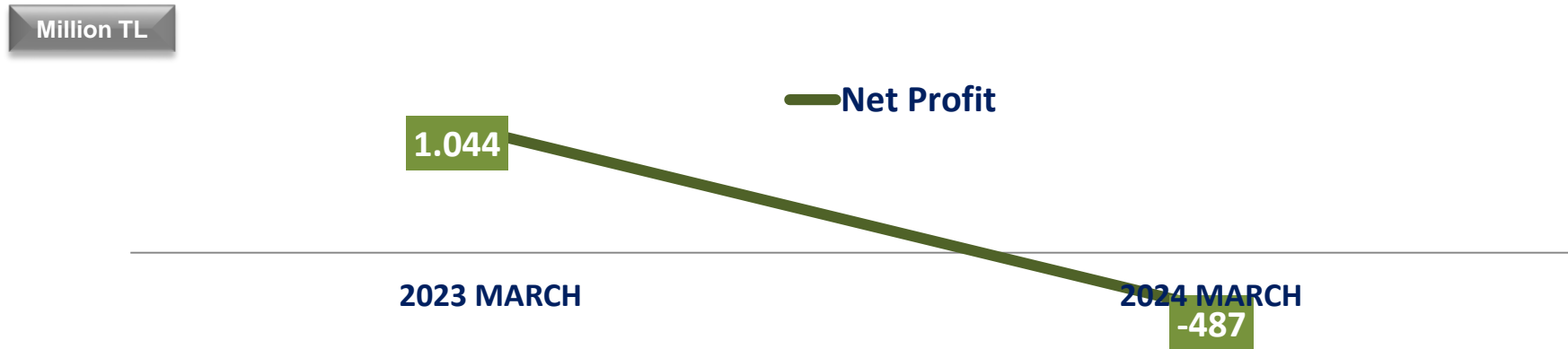
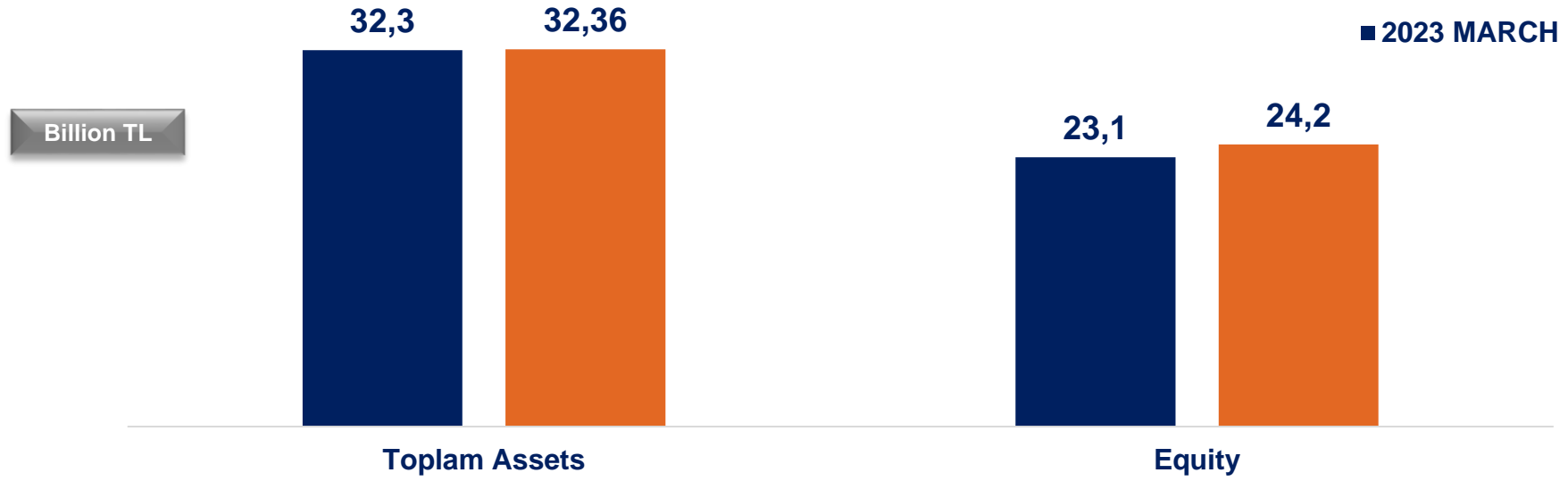
Construction and pre-sales work has started in the project, As of March 31, 2024, a sales promise contract was signed for the sale of a total of 138 independent sections in the project,



# FINANCIAL DATA

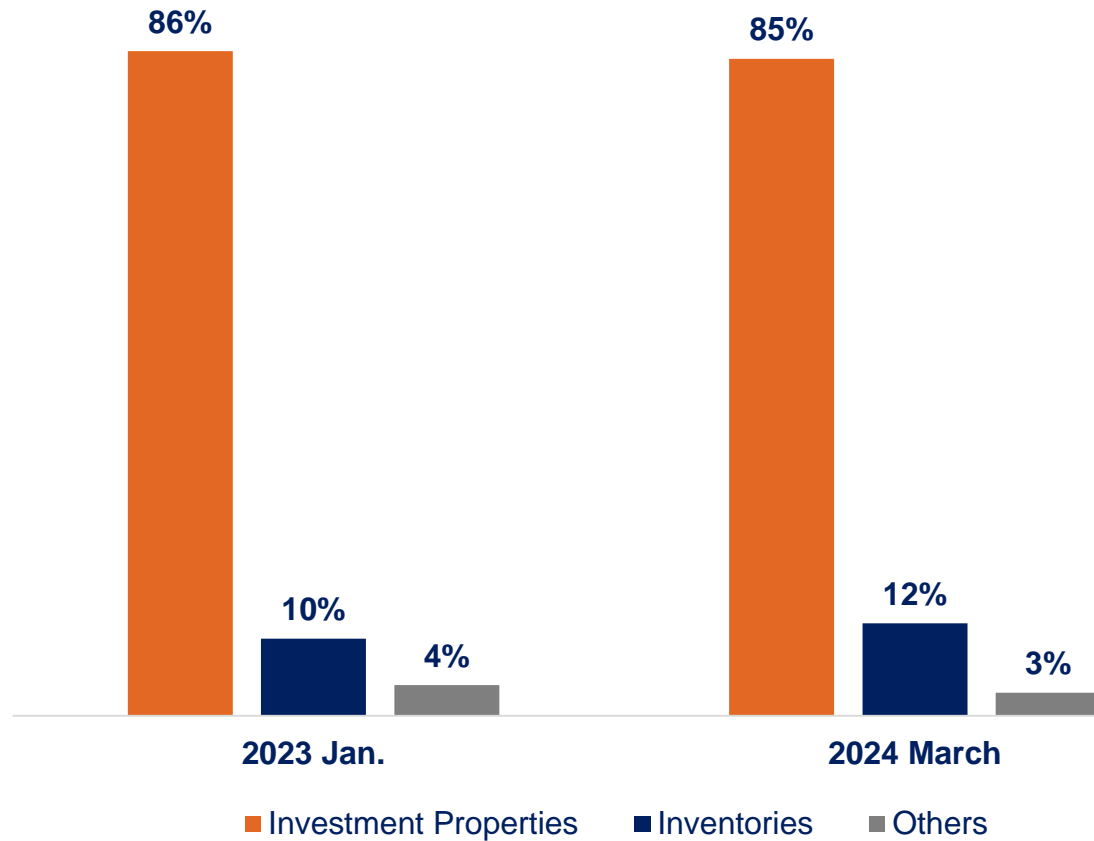
BİLANÇO -TL	ARALIK 2023	MART 2024
<b>Dönen Varlıklar</b>	<b>4.184.091.651</b>	<b>4.597.611.780</b>
<i>Nakit ve Benzerleri</i>	83.762.291	26.770.785
<i>Stoklar</i>	3.401.199.055	3.868.363.877
<b>Duran Varlıklar</b>	<b>28.116.827.264</b>	<b>27.763.566.881</b>
<i>Gayrimenkuller</i>	27.897.962.396	27.554.259.960
<b>TOPLAM AKTİFLER</b>	<b>32.300.918.91</b>	<b>32.361.178.661</b>
<b>Kısa Vadeli Yükümlülükler</b>	<b>5.654.900.272</b>	<b>6.342.316.775</b>
<i>Finansal Borçlar</i>	2.195.645.929	2.335.483.878
<i>Müşteri Sözleşmelerinden Doğan Yükümlülükler</i>	3.161.601.819	3.679.078.579
<b>Uzun Vadeli Yükümlülükler</b>	<b>3.542.380.816</b>	<b>1.815.346.651</b>
<i>Finansal Borçlar</i>	2.160.471.771	880.214.126
<i>Müşteri Sözleşmelerinden Doğan Yükümlülükler</i>	1.375.849.821	929.188.209
<b>Özkaynaklar</b>	<b>23.103.637.827</b>	<b>24.203.515.235</b>
<b>TOPLAM KAYNAKLAR</b>	<b>32.300.918.91</b>	<b>32.361.178.661</b>

GELİR TABLOSU –TL	MART 2023	MART 2024
<b>Toplam Gelirler</b>	<b>107.345.121</b>	<b>161.764.386</b>
<i>Yatırım amaçlı gayrimenkul satışından gelirler</i>	-	-
<i>Kira gelirleri</i>	58.577.802	146.432.982
<i>Proje Konut Satış gelirleri</i>	-	-
<i>Danışmanlık gelirleri</i>	-	12.379.521
<i>Finansal gelirler</i>	48.767.319	2.951.883
<b>Satışların Maliyeti</b>	<b>(2.116.320)</b>	<b>(10.320.109)</b>
<b>Brüt Kar/Zarar</b>	<b>105.228.801</b>	<b>151.444.277</b>
Genel Yönetim giderleri	(43.682.470)	(31.899.486)
Satış Pazarlama giderleri	(54.542.070)	(15.308.608)
Diğer gelirler	37.375.493	3.504.503
Diğer giderler	(637.226)	(467.523.845)
<b>Faaliyet Karı</b>	<b>43.742.528</b>	<b>(359.783.159)</b>
Finansal giderler	(24.942.741)	(504.048.749)
Net Parasal Pozisyon Kazançları/(Kayıpları)	1.025.494.477	376.899.785
<b>NET DÖNEM KARI (ZARARI)</b>	<b>1.044.294.264</b>	<b>(486.932.123)</b>

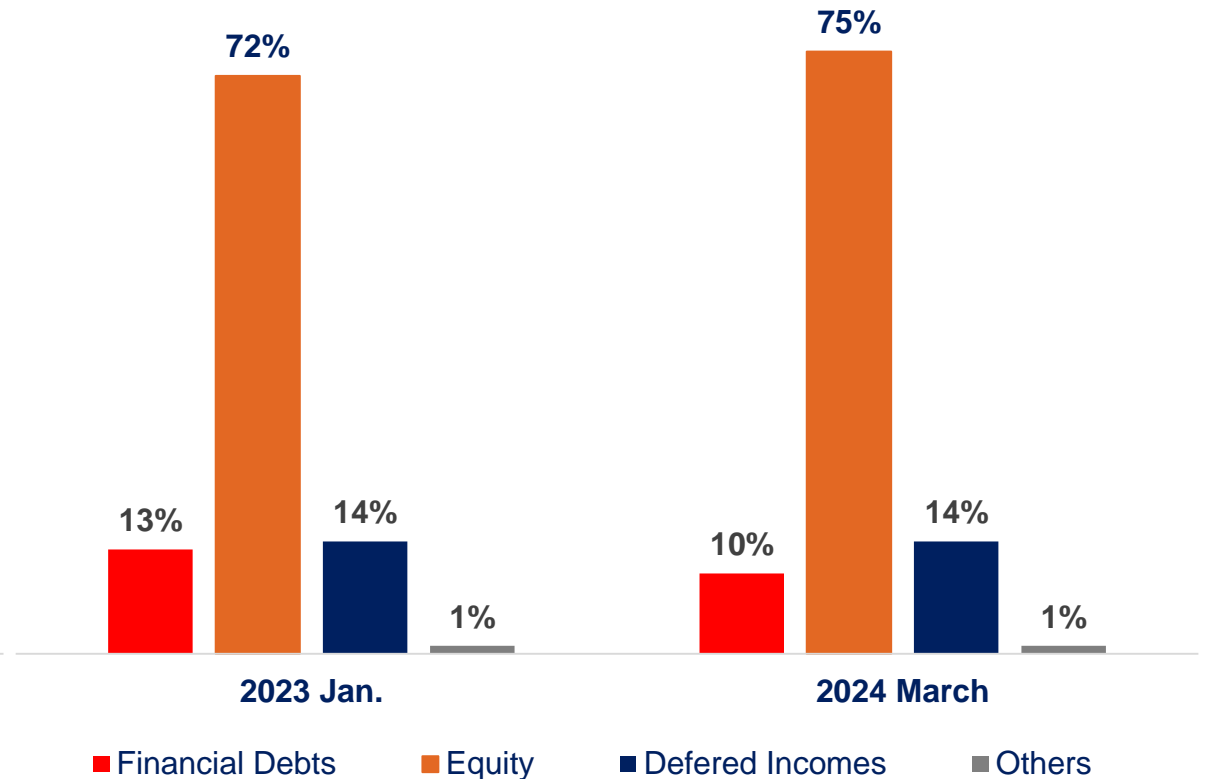


# DISTRIBUTION OF ASSETS AND LIABILITIES

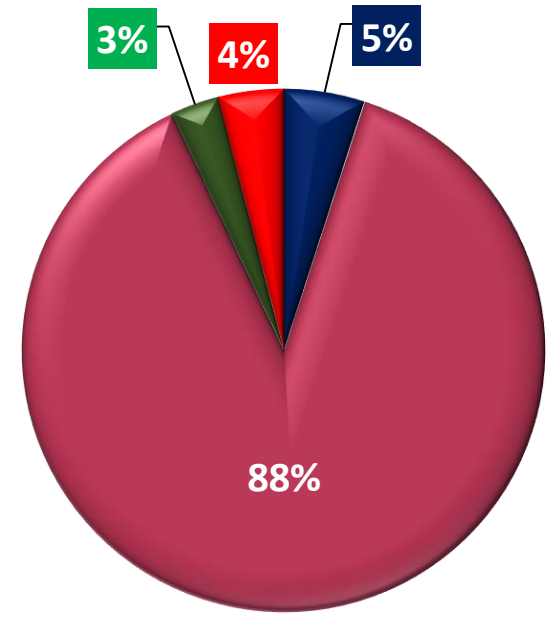
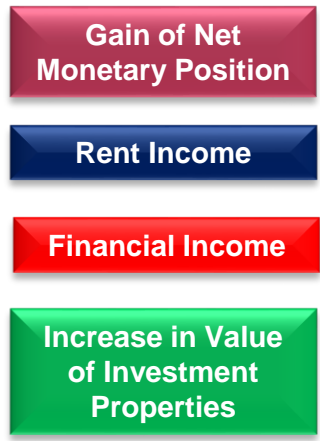
## Distr. Of Assets



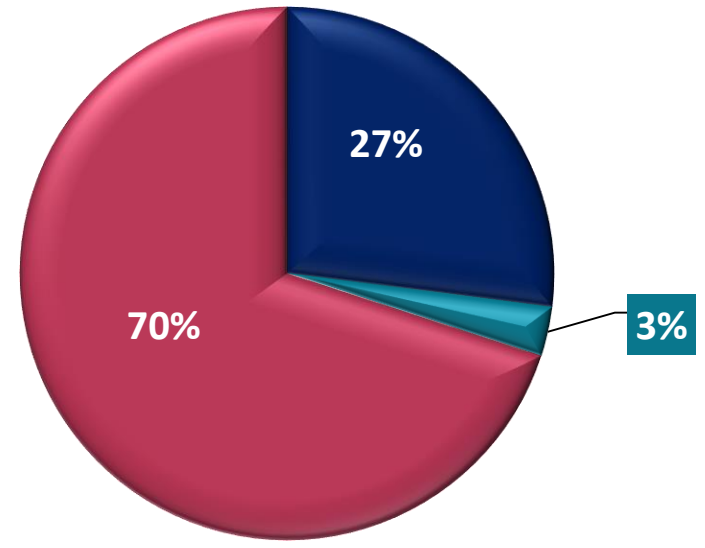
## Distr. Of Liabilities



# DISTRIBUTION OF MAIN INCOME ITEMS



2023 MARCH



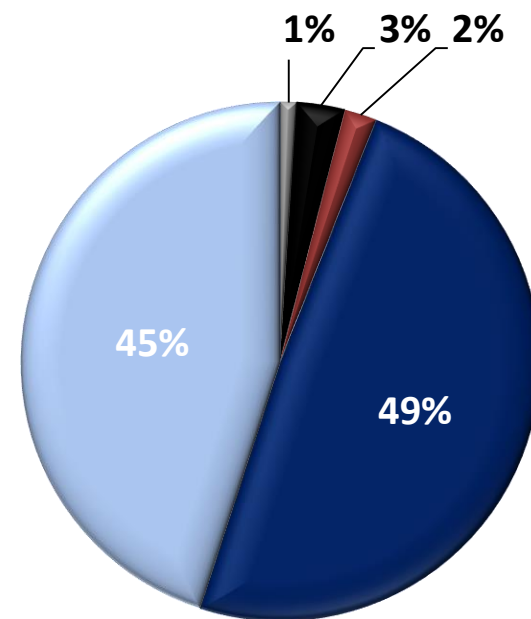
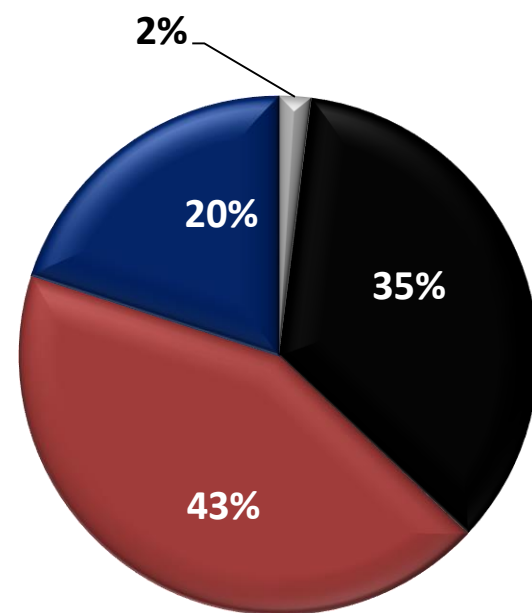
2024 MARCH

\*The other item includes project consultancy income, financial income and exchange rate difference income.





# DISTRIBUTION OF MAIN EXPENSE ITEMS



For further information please contact;

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