



INVESTOR PRESENTATION
2024 Q2

ABOUT HALK GYO

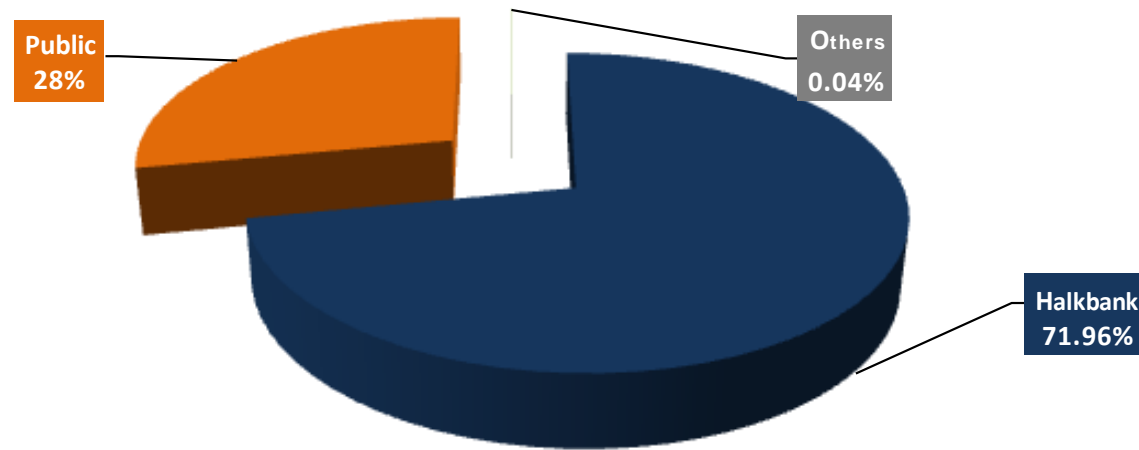
➤ Halk GYO, was established in 2010, invests in real estates, real estate projects, real estate based rights and capital market instruments,

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

As of June 30, 2024;

Halk GYO has an important position in the sector by the total asset value reaching **TL 38,1 billion** and shareholders' equity **TL 28 billion**,

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



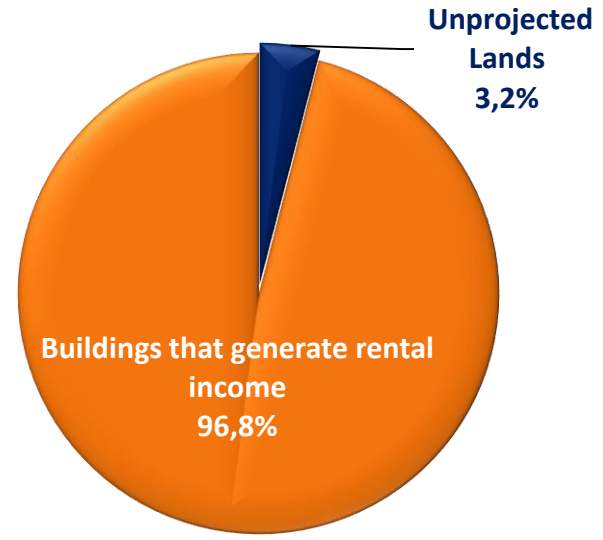
Together with the publicly held shares, the total share of Türkiye Halk Bankası A,Ş, in the capital rises to 79,33%,



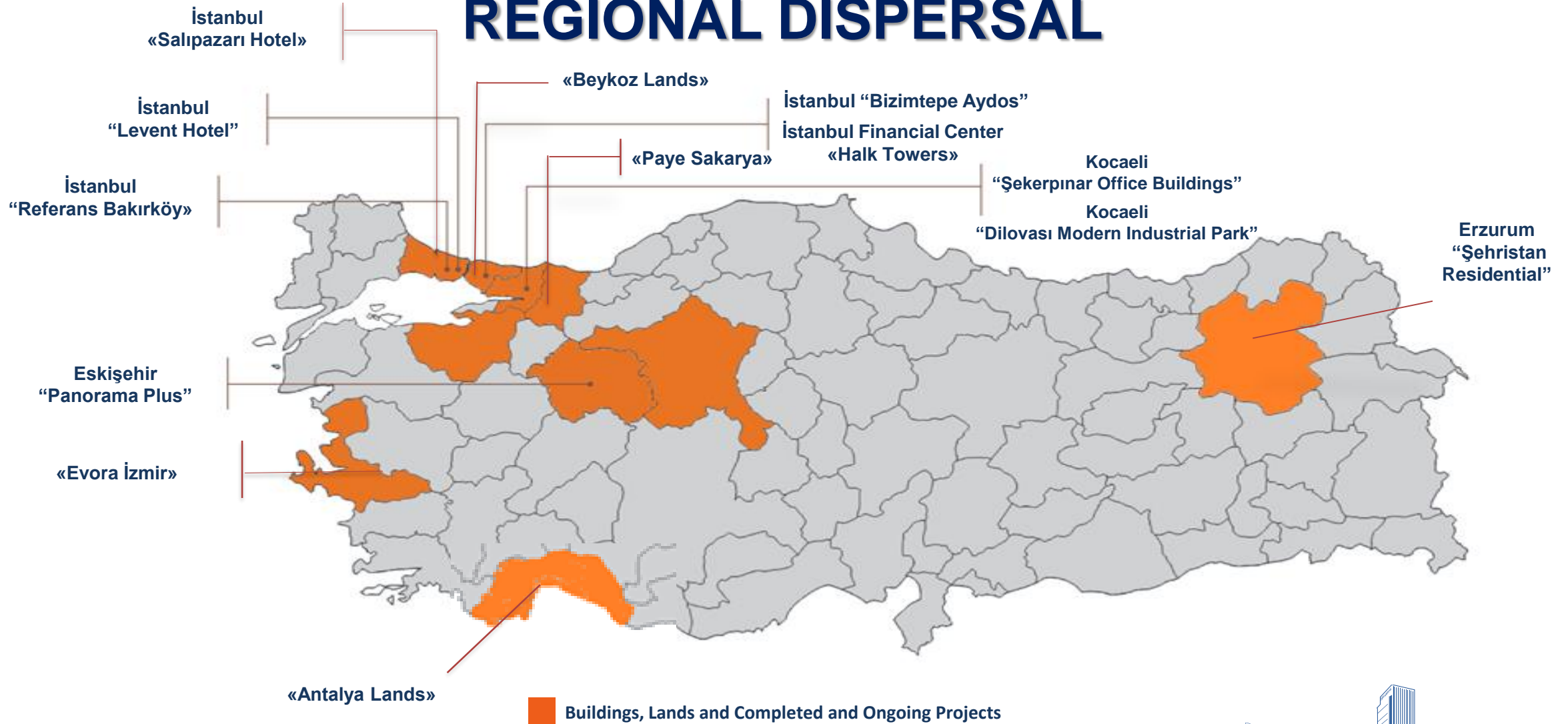
REAL ESTATE PORTFOLIO



DISTRIBUTION OF PORTFOLIO



REAL ESTATE PORTFOLIO REGIONAL DISPERSAL



REAL ESTATE PORTFOLIO

LANDS	Current Status	2024 June 1Fair Value(TL)
Antalya Land	Land (Empty)	629,280,000
Beykoz Land	Land (Empty)	390,000,000
Salıpazarı Land	Land (Car Park)	37,737,000
TOTAL LANDS		1,057,017,000
PROJECTED LANDS & PROJECTS		
Dilovası Modern Industrial Park Project	In construction and sale	2682,490,000
Paye Sakarya Project	In construction and sale	2626,301,000
İzmir Evora Project	In construction and sale	32,591,123,586

¹Fair Values included in the independent audit report dated 30.06.2024.

² These are land appraisal values dated June 2024. Projects are tracked in stocks and are not included in the total portfolio.

³It is the approximate value of our Company's share of the total appraisal value determined for the present value of the project if it is completed by June 2024. 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.)



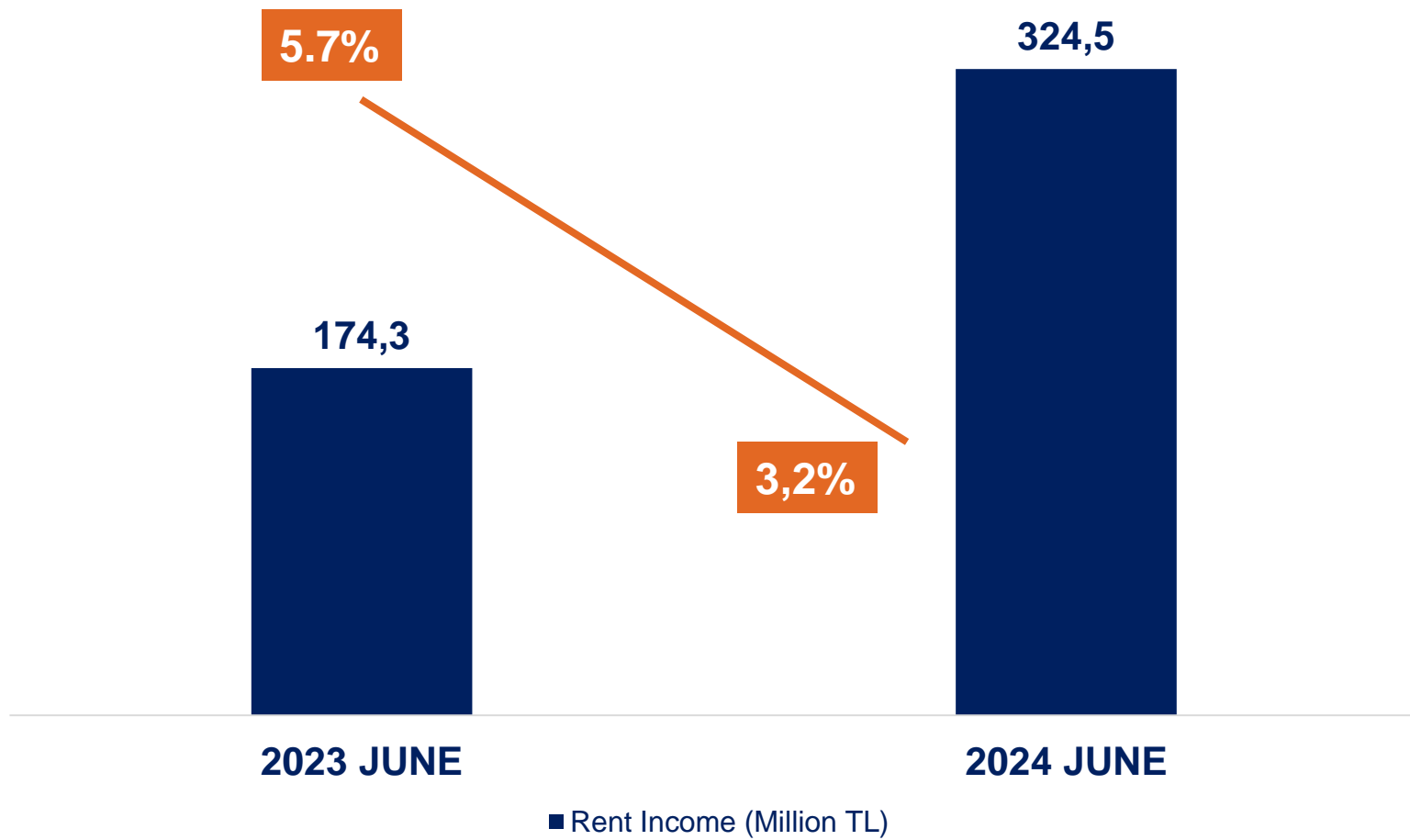
REAL ESTATE PORTFOLIO

BUILDINGS	Tenant	2024 Jan-June Rental Income(TL)	2024 June Fair Value (TL)
İFM Halk Ofis Block A	Bank Headquarter	204,885,000	12,000,617,000
İFM Halk Ofis Block B	Empty	-	8,905,972,000
Ataşehir Finance Tower	Technopark	16,376,103	2,816,010,000
İstanbul Levent Hotel	Hotel	40,790,646	2,750,000,000
İstanbul Salıpazarı Hotel	Hotel	18,285,467	996,880,000
Şekerpınar Banking Center	Bank Office	14,270,799	639,000,000
İstanbul Karaköy Building	Bank Office	3,994,212	465,000,000
İstanbul Beyoğlu Building	Hotel	1,752,065	408,000,000
İzmir Konak Building 1	Under renovation	-	270,305,000
İstanbul Caddebostan Building	Bank Office	2,124,677	198,050,000
İstanbul Etiler Building	Bank Office	1,652,514	200,828,000
İstanbul Beşiktaş Building	Bank Office	2,786,685	186,430,000
İstanbul Bakırköy Building	Bank Office	3,267,148	186,000,000
İstanbul Şişli Building	Bank Office	2,363,878	162,118,000
Ankara Kızılay Building	Bank Office/Ministry	1,145,727	142,170,000
İzmir Konak Building 2	Empty	-	142,500,000
İstanbul Ataköy Building	Bank Office	1,825,759	140,000,000
İstanbul Nişantaşı Building	Bank Office	1,287,671	119,000,000
İstanbul Fatih Building	Bank Office	1,556,700	105,000,000
Kocaeli Building	Bank Office	1,921,852	96,000,000
Bursa Building	Empty	-	92,000,000
Ankara Başkent Building	Bank Office/Hotel	934,348	118,350,000
Ankara Bahçelievler Building 1	Bank Office	1,537,482	63,870,000
Adapazarı Building	Bank Office	755,350	59,166,000
Ankara Bahçelievler Building 2	Store	1,000,007	49,500,000
TOTAL BUILDING VALUE		324,514,060	31,312,766,000
TOTAL PORTFOLIO			32,369,783,000

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 rental 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 ŐEKERPINAR



Halk Office Őekerpınar located on our Őekerpınar-Kocaeli land which was purchased in September 2012, has an usage area of approximately 53k sqm.

Halk Office Őekerpınar 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 residencials 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 units. As of June 30, 2024, sales promise contracts were signed for 781 independent units 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 units, 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 June 30, 2024, a sales promise contract has been signed for a total of 145 independent units 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.



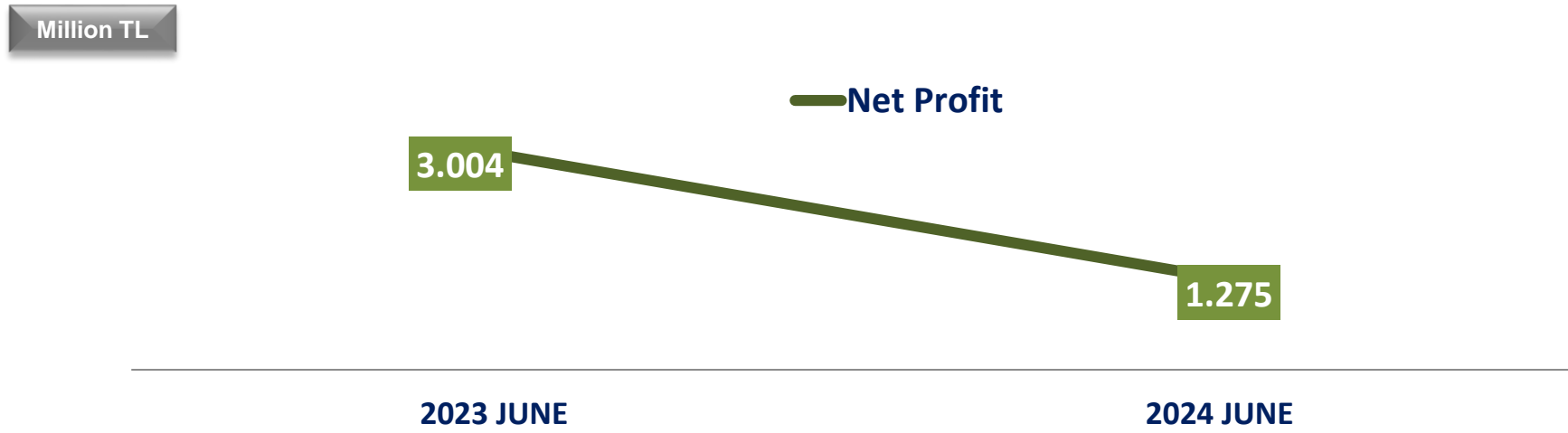
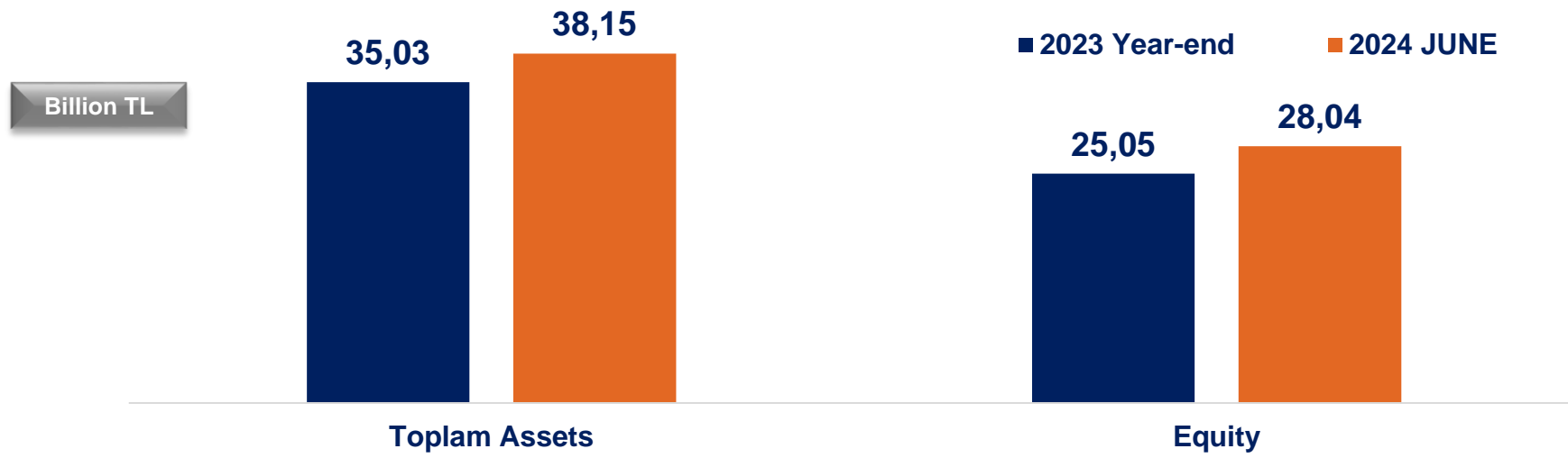
Construction and pre-sales work has started in the project, As of June 30, 2024, a sales promise contract was signed for the sale of a total of 144 independent units in the project.



FINANCIAL DATA

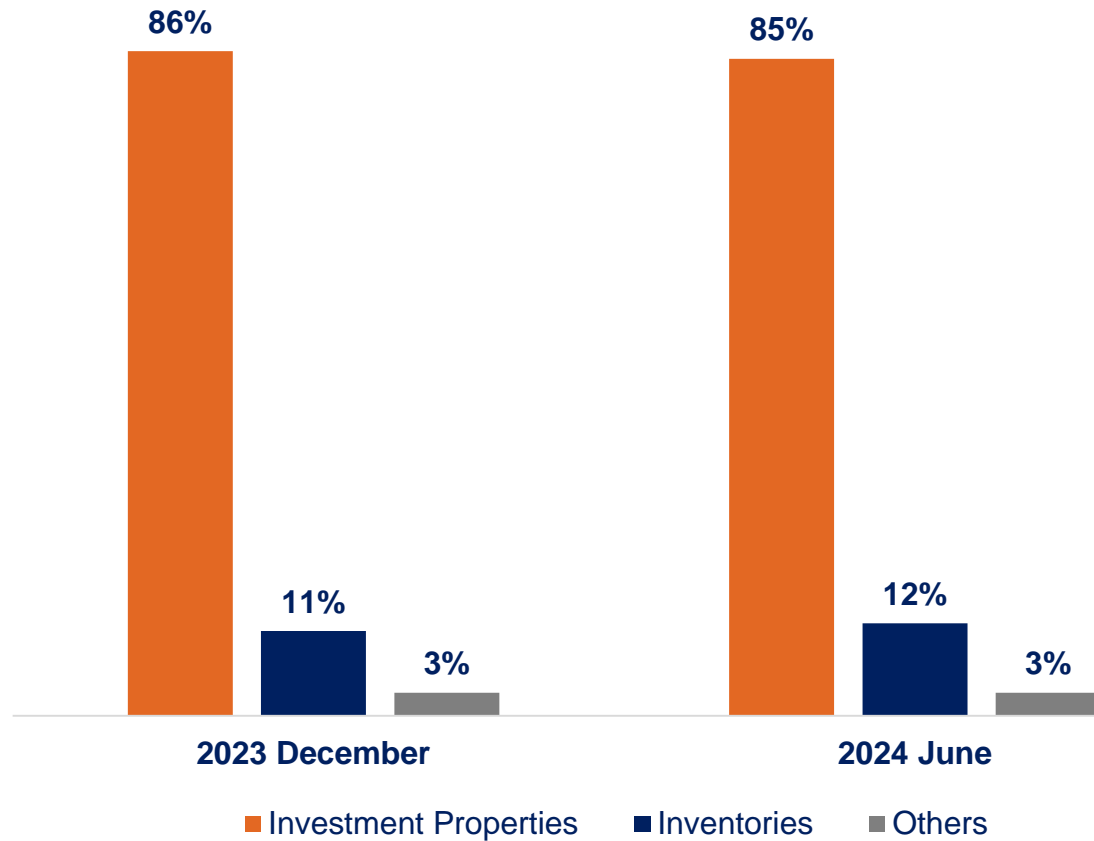
BALANCE SHEET -TL	DECEMBER 2023	JUNE 2024
Current Assets	4,535,759,757	5,655,642,492
<i>Liquid Assets</i>	90,802,416	19,966,756
<i>Inventories</i>	3,687,065,935	4,766,382,070
Non-Current Assets	30,497,325,373	32,493,808,347
<i>Investment Properties</i>	30,242,754,142	32,369,783,000
TOTAL ASSETS	35,033,085,130	38,149,450,839
Short Term Liabilities	6,147,499,177	8,998,933,038
<i>Financial Liabilities</i>	2,380,187,451	3,763,494,455
<i>Liabilities arising from customer contracts</i>	3,427,330,827	4,965,279,724
Long Term Liabilities	3,840,113,860	1,109,679,708
<i>Financial Liabilities</i>	2,342,056,945	1,007,810,892
<i>Liabilities arising from customer contracts</i>	1,491,488,421	95,550,024
EQUITY	25,045,472,093	28,040,838,093
TOTAL LIABILITIES	35,033,085,130	38,149,450,839

INCOME STATEMENT-TL	JUNE 2023	JUNE 2024
Revenues	1,401,124,521	348,509,937
<i>Revenues from sale of investment property</i>	975,071,746	-
<i>Rental income</i>	310,603,231	324,514,061
<i>Project sales income</i>	-	-
<i>Project consultancy income</i>	-	17,420,005
<i>Financial income</i>	115,449,544	6,575,871
Cost of Sales	(909,897,691)	(25,228,403)
Gross Profit	491,226,830	323,281,534
General Administrative expense	(81,779,441)	(68,995,625)
Marketing/ sales expenses	(64,218,990)	(36,698,320)
Other income	2,921,356,236	1,648,788,524
Other expense	(3,026,691)	(153,987,320)
Operating Profit	3,263,557,944	1,712,388,793
Financial expense	(274,798,033)	(1,037,438,753)
Net Monetary Position Gains/ (Losses)	15,844,511	555,443,789
Period tax (expense)/Income	-	44,903,019
Profit	3,004,604,422	1,275,296,848

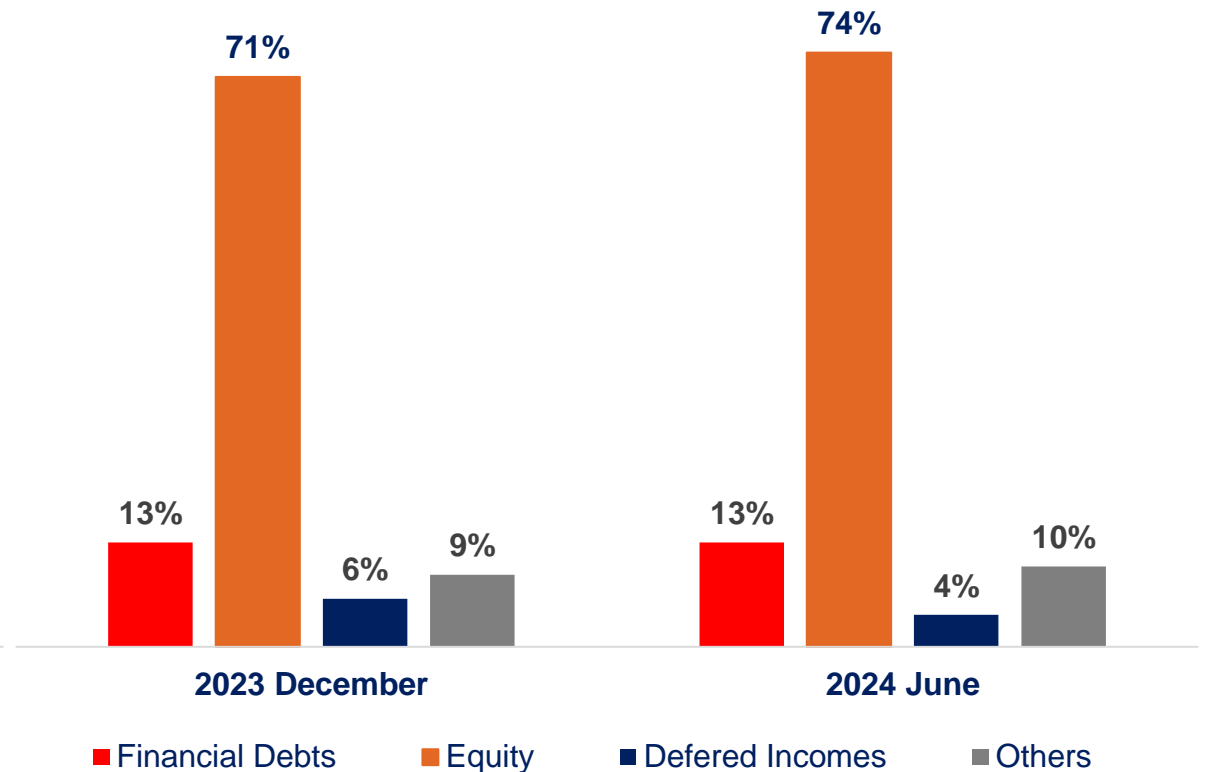


DISTRIBUTION OF ASSETS AND LIABILITIES

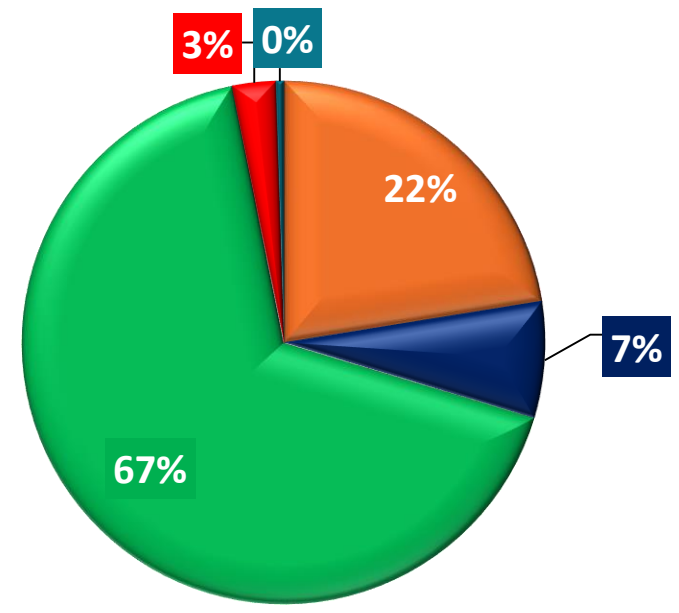
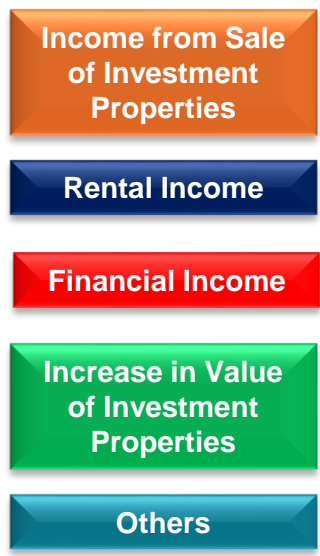
Distr. of Assets



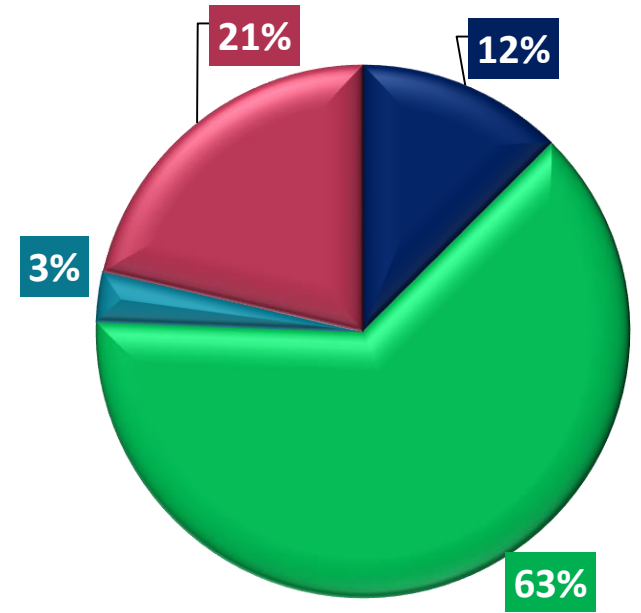
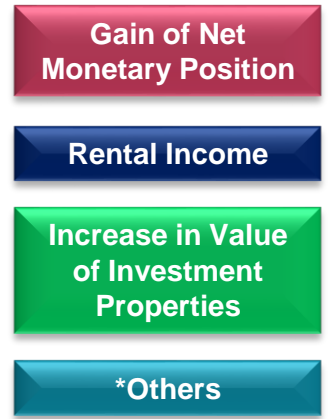
Distr. of Liabilities



DISTRIBUTION OF MAIN INCOME ITEMS



2023 JUNE

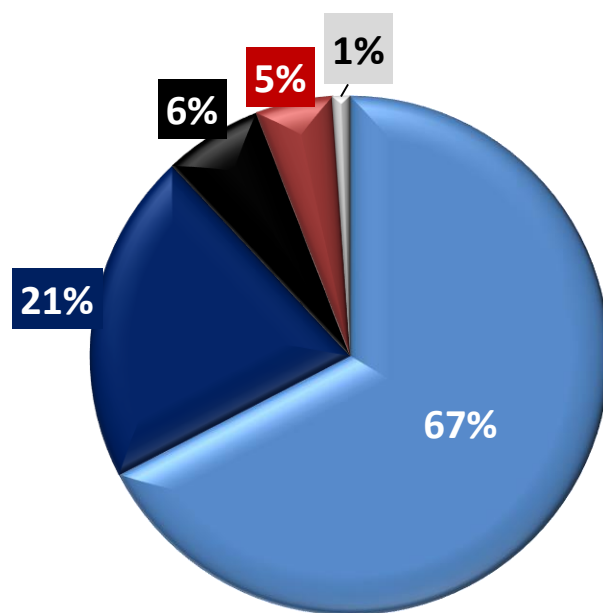


2024 JUNE

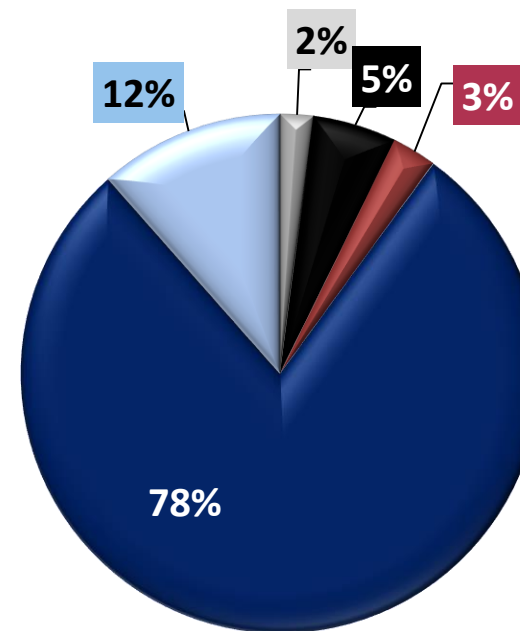
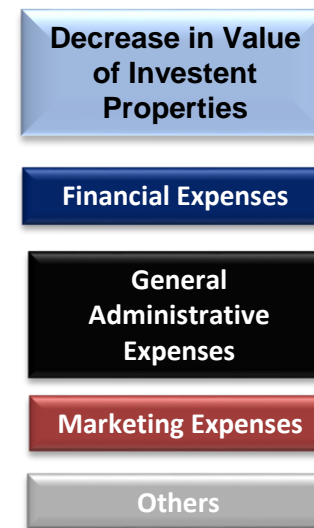
*The other item includes project consultancy income, financial income and exchange rate difference income.



DISTRIBUTION OF MAIN EXPENSE ITEMS



2023 JUNE



2024 JUNE



For further information please contact;

Investor Relations
ir@halkgyo.com.tr

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