



INVESTOR PRESENTATION
2024 Quarter 3

ABOUT HALK GYO

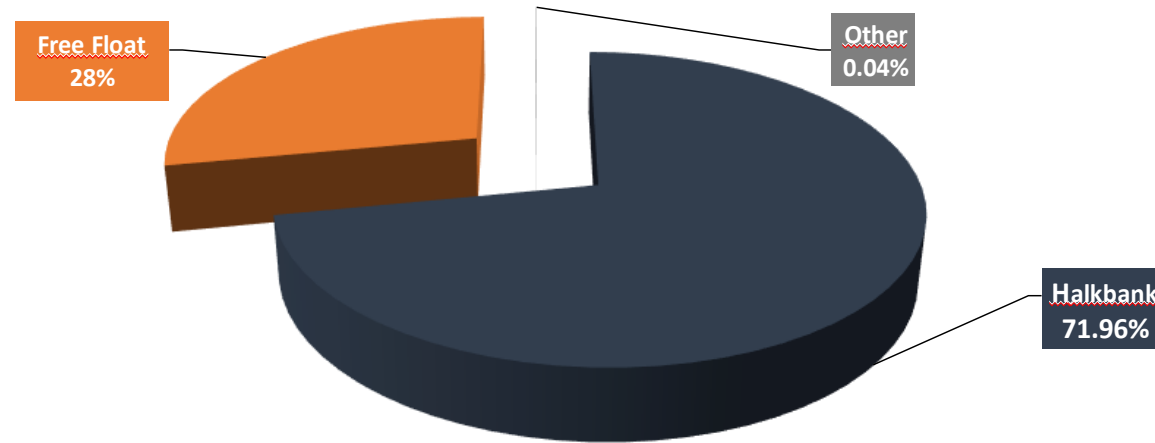
➤ Halk GYO, was established in 2010, invests in real estates, real estate projects, real estate based rights and capital market instruments,

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

As of September 30, 2024;

Halk GYO has an important position in the sector by the total asset value reaching **TL 42.8 billion** and shareholders' equity **TL 30.3 billion**,

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



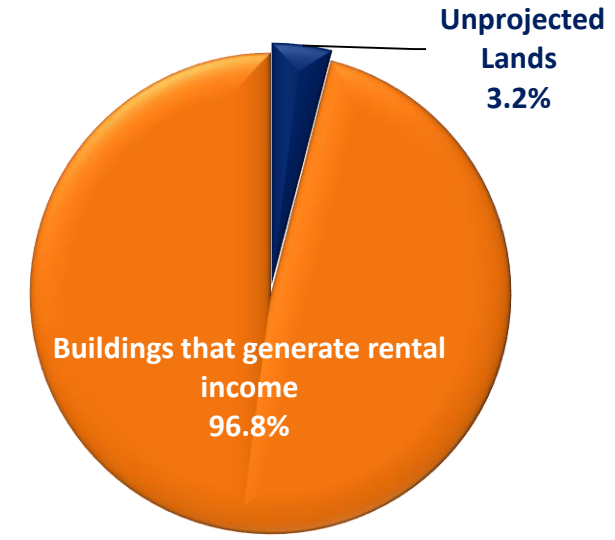
Together with the publicly held shares, the total share of Türkiye Halk Bankası A,Ş, in the capital rises to 79.33%,



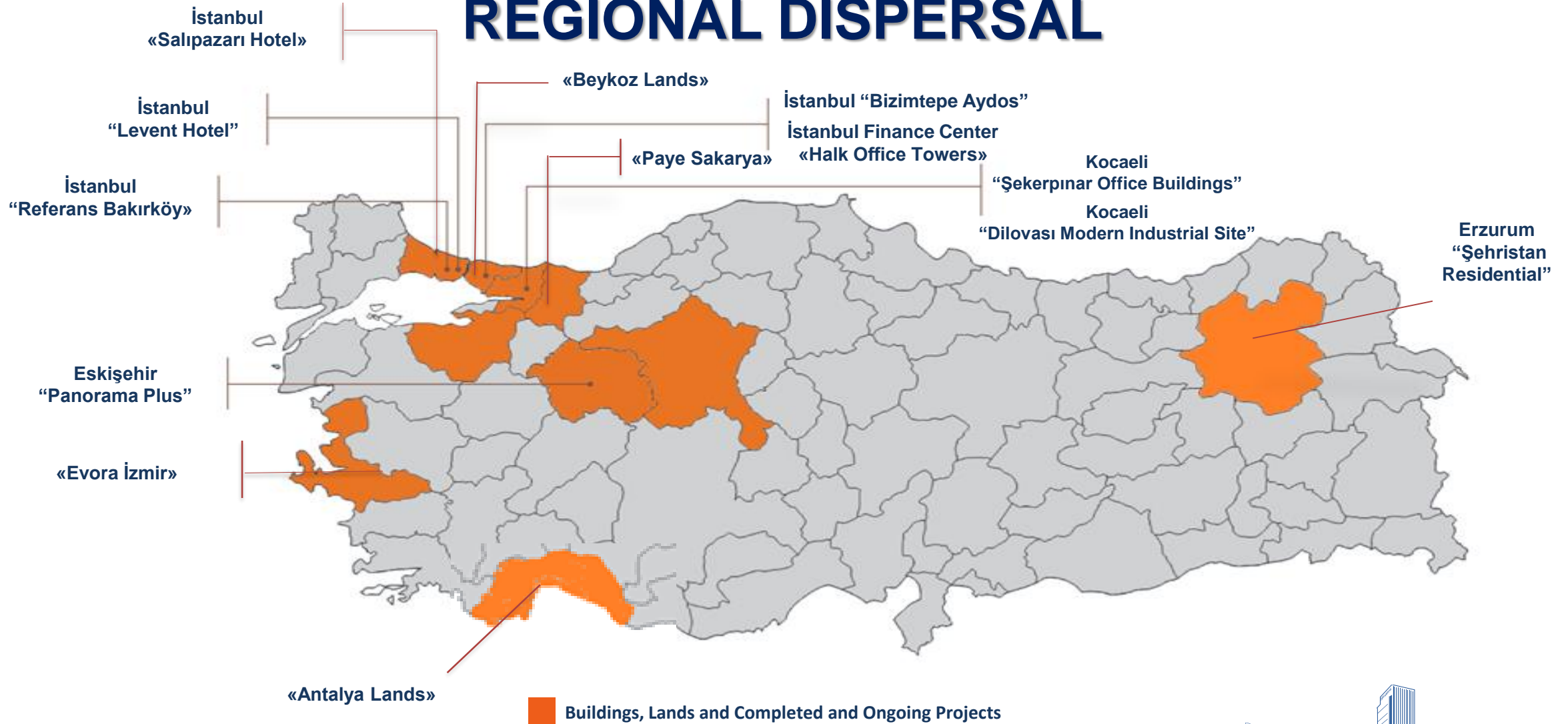
REAL ESTATE PORTFOLIO



DISTRIBUTION OF PORTFOLIO



REAL ESTATE PORTFOLIO REGIONAL DISPERSAL



REAL ESTATE PORTFOLIO

LANDS	Current Status	2024 September 1Fair Value(TL)
Antalya Land	Land (Empty)	685,408,882
Beykoz Land	Land (Empty)	424,786,206
Salıpazarı Land	Land (Car Park)	41,102,967
TOTAL LANDS		1,151,298,055
PROJECTED LANDS & PROJECTS		
Dilovası Modern Industrial Site	In construction and sale	² 682,490,000
Paye Sakarya Project	In construction and sale	² 626,301,000
İzmir Evora Project	In construction and sale	³ 2,591,123,586

¹Fair Values included in the financial report dated 30.09.2024.

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.)



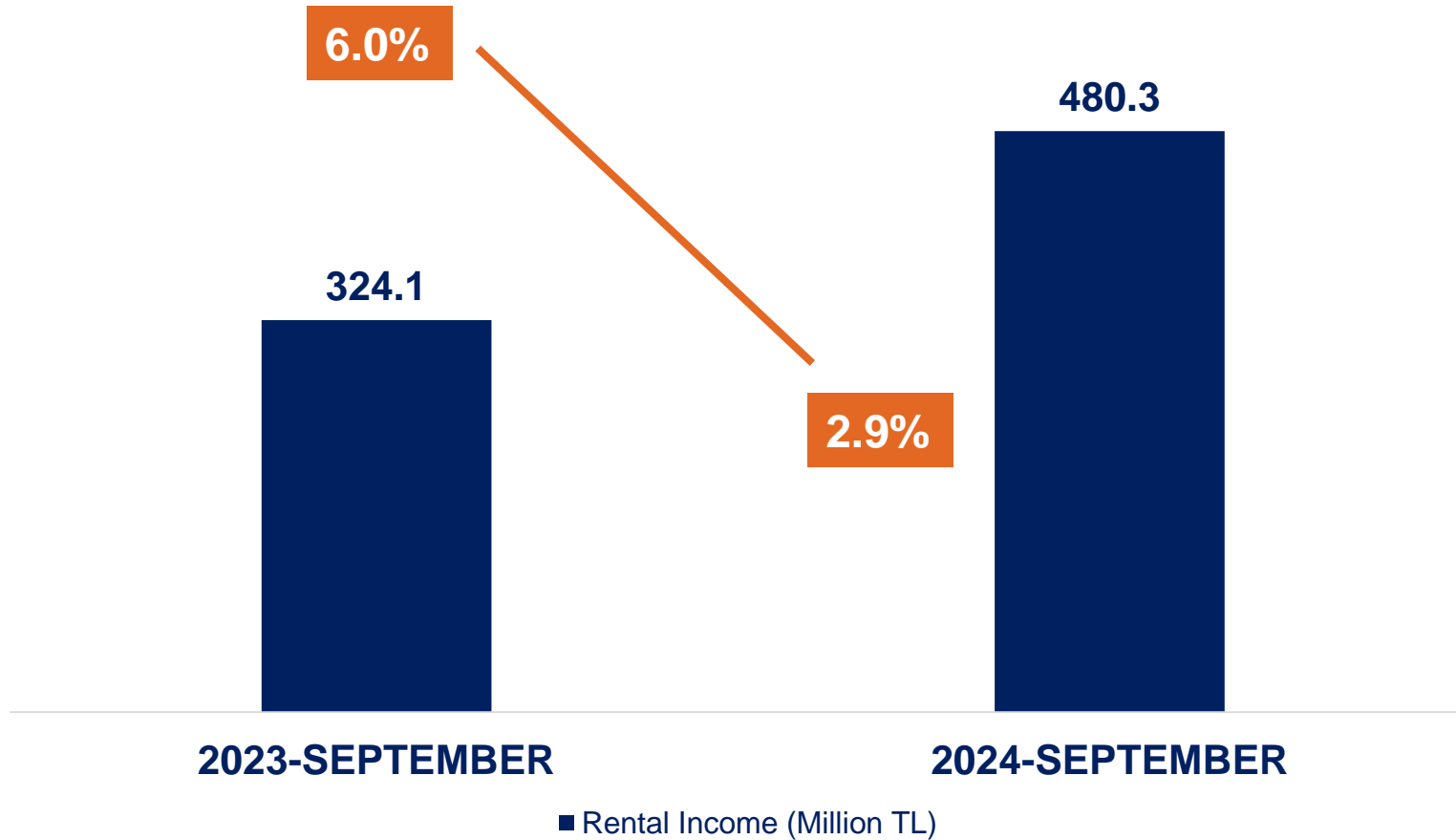
REAL ESTATE PORTFOLIO

BUILDINGS	Tenant	2024 Jan.-Sep. Rental Income(TL)	2024 September Fair Value (TL)
İFM Halk Office Block A	Bank Headquarter	286,400,390	13,384,659,645
İFM Halk Office Block B	Empty	-	9,933,992,377
Ataşehir Finance Tower	Technopark	38,645,161	3,072,865,009
İstanbul Levent Hotel	Hotel	64,076,453	2,996,748,860
İstanbul Salıpazarı Hotel	Hotel	25,560,508	1,085,797,111
Şekerpınar Banking Center	Banking Center	22,136,875	695,995,861
İstanbul Karaköy Building	Bank Branch	5,583,346	506,475,861
İstanbul Beyoğlu Building	Hotel	2,449,140	444,391,723
İzmir Konak Building-1	Under renovation	-	294,414,963
İstanbul Caddebostan Building	Bank Branch	2,970,000	215,715,149
İstanbul Etiler Building	Bank Branch	2,665,275	218,740,934
İstanbul Beşiktaş Building	Bank Branch	3,895,394	203,058,698
İstanbul Bakırköy Building	Bank Branch	4,567,014	202,590,344
İstanbul Şişli Building	Bank Branch	2,937,217	176,578,180
Ankara Kızılay Building	Bank Branch/Ministry	2,456,240	154,850,910
İzmir Konak Building-2	Empty	-	155,210,345
İstanbul Ataköy Building	Bank Branch	2,552,155	152,487,356
İstanbul Nişantaşı Building	Bank Branch	1,799,941	129,614,253
İstanbul Fatih Building	Bank Branch	2,176,048	114,365,517
Kocaeli Building	Bank Branch	2,686,479	104,562,758
Bursa Building	Empty	-	100,205,977
Ankara Başkent Building	Bank Office/Hotel	2,074,933	128,906,276
Ankara Bahçelievler Building-1	Bank Branch	2,149,183	69,566,910
Adapazarı Building	Bank Branch	1,055,873	64,443,335
Ankara Bahçelievler Building-2	Store	1,517,938	53,915,172
TOTAL BUILDING VALUE		480,355,563	34,660,153,524
TOTAL PORTFOLIO			35,811,451,579

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 Finance Center Project while it was under construction.

Being in Batı Ataşehir district, which is one of the closest areas to İstanbul Finance 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 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.



COMPLETED PROJECTS

BİZİMTEPE AYDOS



The Project will be constructed through joint venture with Vakıf GYO. 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.



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 “Joint Venture”, 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



After the completion of the renovation, Salıpazarı Building started to serve as a hotel in 2018.



ONGOING PROJECTS

İSTANBUL FINANCE CENTER «HALK OFFICE TOWERS»



Our company, as one of the biggest stakeholders of the Istanbul Finance Center Project (IFC) 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 September 30, 2024, sales promise contracts were signed for 785 independent units in the project.



ONGOING PROJECTS

DİLOVASI MODERN INDUSTRIAL SITE



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 Site 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 September 30, 2024, sales promise contracts were signed for 148 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.



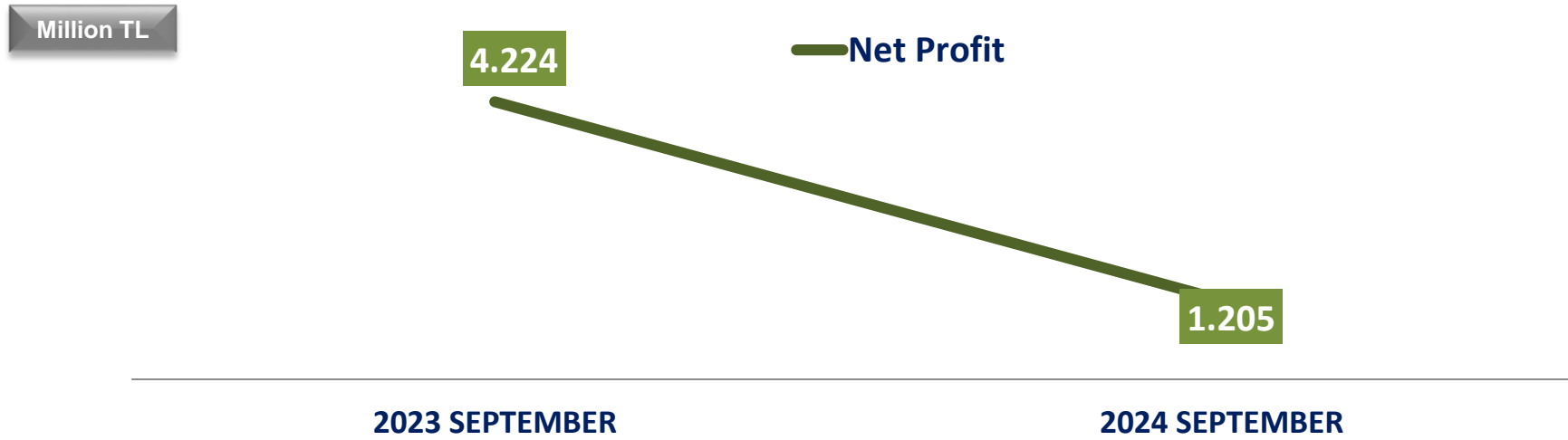
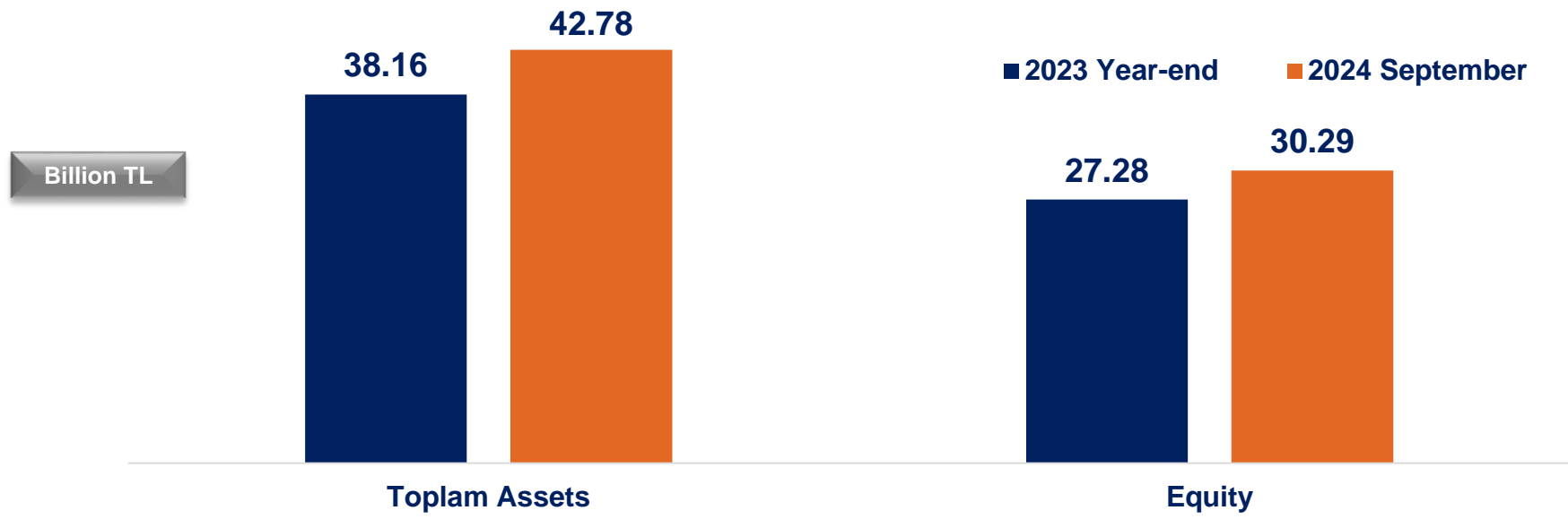
Construction and pre-sales work has started in the project, As of September 30, 2024, sales promise contracts were signed for 145 independent units in the project.



FINANCIAL TABLES

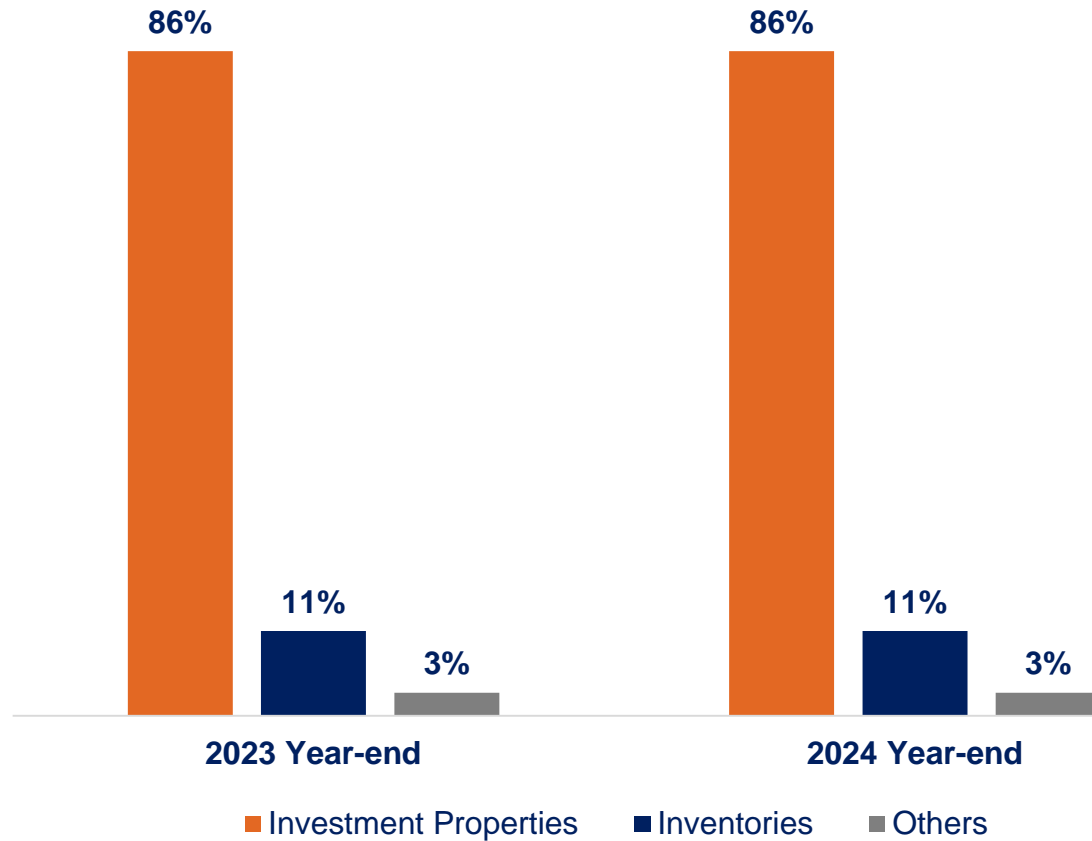
BALANCE SHEET -TL	2023 Year-end	SEPTEMBER 2024
Current Assets	4,940,328,663	6,775,236,527
<i>Liquid Assets</i>	98,901,574	84,436,793
<i>Inventories</i>	4,015,935,257	5,674,884,553
Non-Current Assets	33,217,546,519	36,009,592,442
<i>Investment Properties</i>	32,940,268,705	35,811,451,579
TOTAL ASSETS	38,157,875,182	42,784,828,969
Short Term Liabilities	6,676,972,743	8,781,757,098
<i>Financial Liabilities</i>	2,592,489,225	4,034,115,989
<i>Liabilities Arising from Customer Contracts</i>	3,733,032,972	4,451,558,770
Long Term Liabilities	4,182,634,354	3,712,197,583
<i>Financial Liabilities</i>	2,550,957,653	2,609,573,029
<i>Liabilities Arising from Customer Contracts</i>	1,624,522,328	1,097,130,638
EQUITY	27,279,413,000	30,290,874,288
TOTAL LIABILITIES	38,157,875,182	42,784,828,969

INCOME STATEMENT-TL	SEPTEMBER 2023	SEPTEMBER 2024
Revenues	1,879,131,204	573,421,883
<i>Revenues from Sale of Investment Property</i>	1,062,043,663	-
<i>Rental Income</i>	576,406,014	535,068,062
<i>Project Sales Income</i>	-	-
<i>Project Consultancy Income</i>	81,797,594	27,143,475
<i>Financial Income</i>	158,883,933	11,210,346
Cost of Sales	(992,923,065)	(41,636,774)
Gross Profit	886,208,139	531,785,109
General Administrative Expense	(118,571,701)	(113,332,862)
Marketing/ Sales Expenses	(76,333,256)	(65,423,263)
Other Income	3,187,639,789	1,800,498,168
Other Expense	(7,980,185)	(168,723,193)
Operating Profit	3,870,962,786	1,984,803,959
Financial Expense	(509,178,761)	(1,870,400,220)
Net Monetary Position Gains/ (Losses)	862,544,933	1,009,295,123
Period Tax (Expense)/Income	-	81,565,859
Profit	4,224,328,958	1,205,264,721

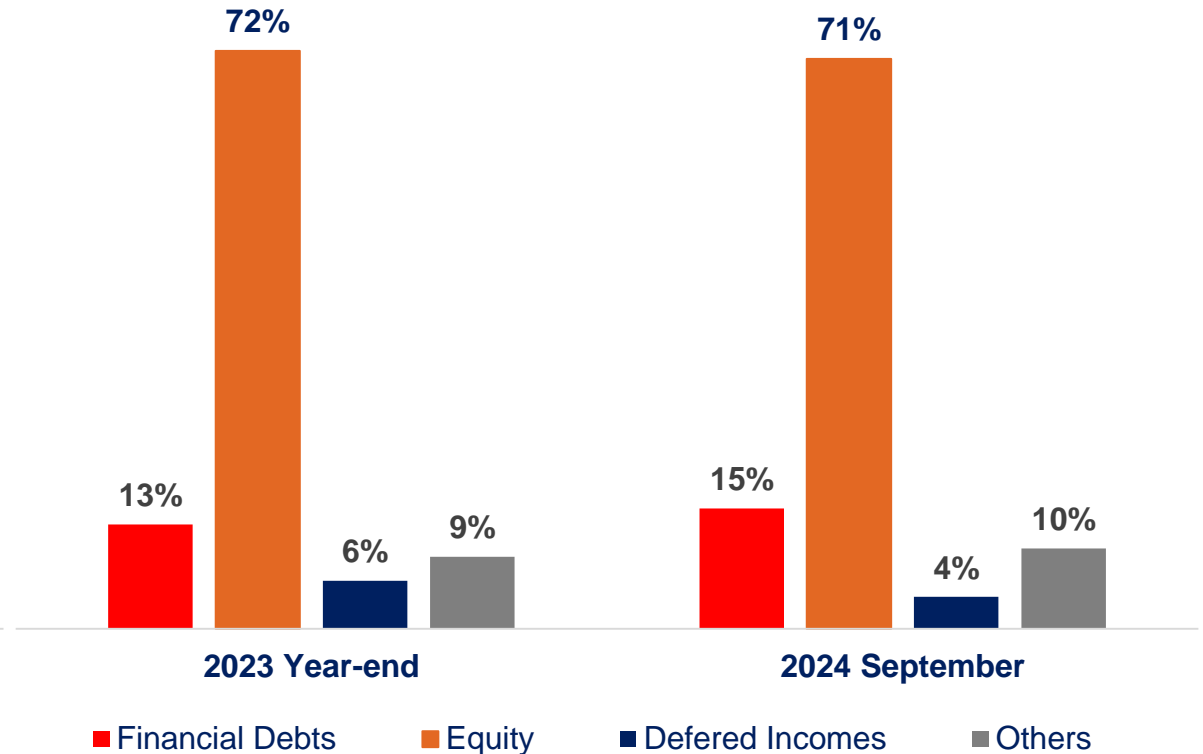


DISTRIBUTION OF ASSETS AND LIABILITIES

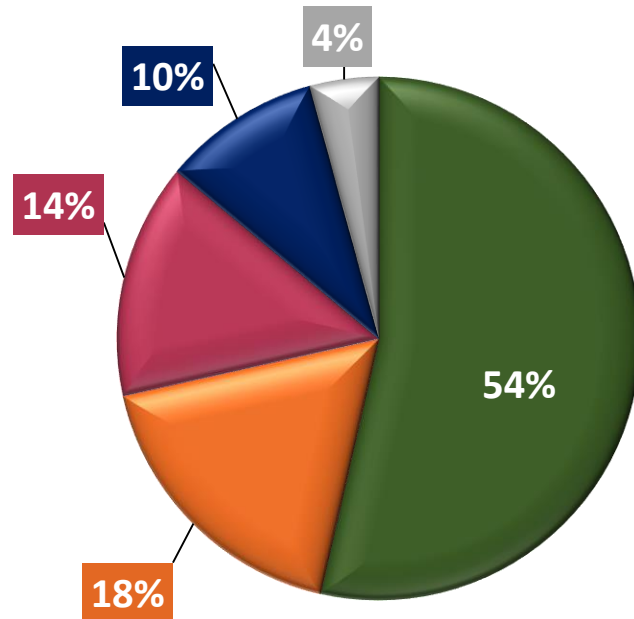
Distr. of Assets



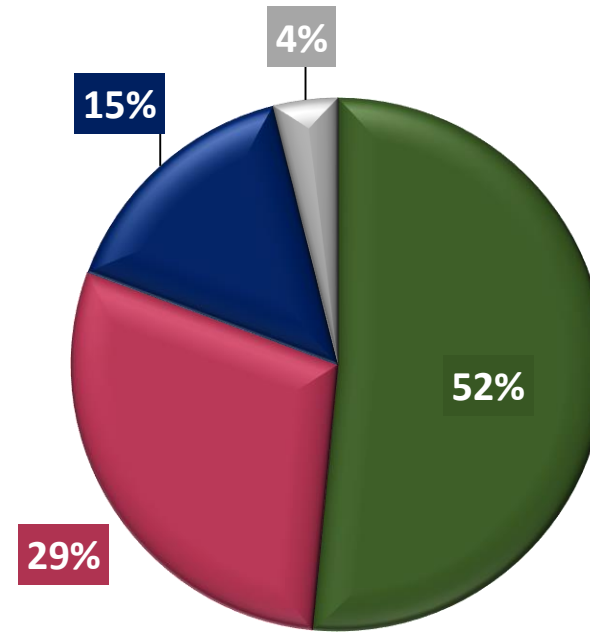
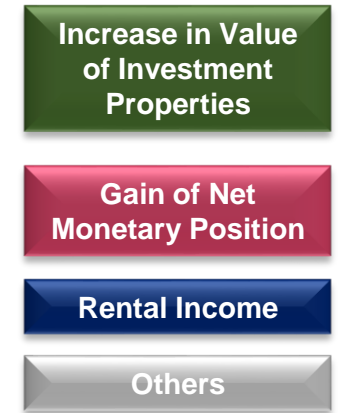
Distr. of Liabilities



DISTRIBUTION OF MAIN INCOME ITEMS



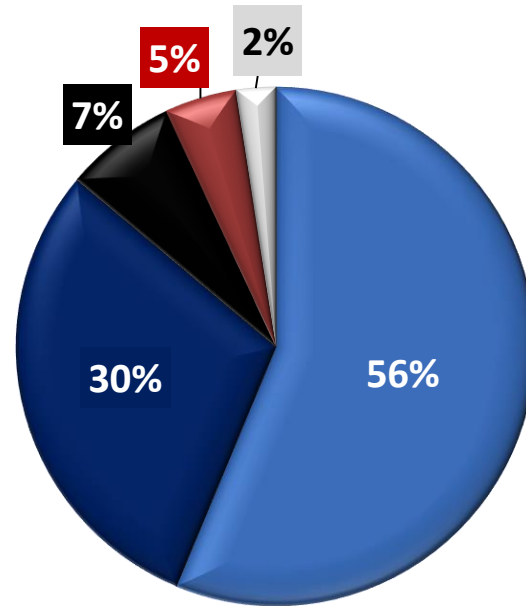
2023 SEPTEMBER



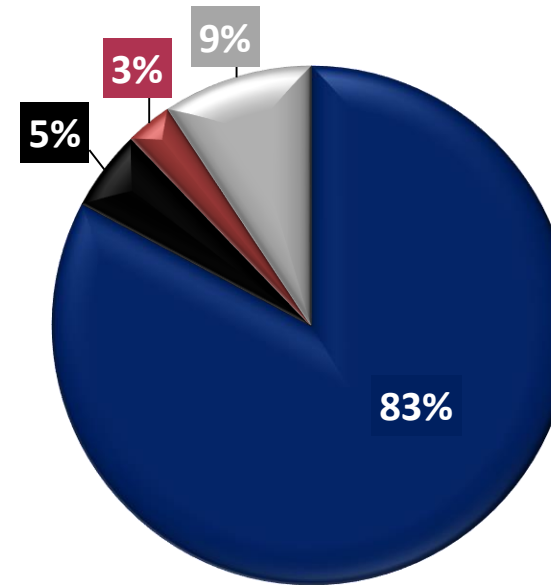
2024 SEPTEMBER



DISTRIBUTION OF MAIN EXPENSE ITEMS



2023 SEPTEMBER



2024 SEPTEMBER



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