















INVESTOR PRESENTATION

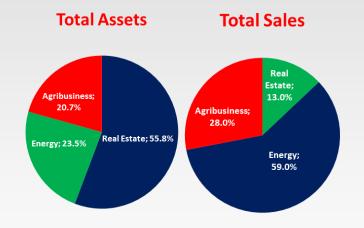
17 AUGUST 2021



TORUNLAR GROUP OF COMPANIES TODAY (As of 31.12.2020)

Key Facts

million TRY	2019	2020	Change
Total Assets	22,989	24,586	7%
Total Equity	10,863	11,417	5%
Total Sales	6,753	8,534	26%
Employees	879	796	-9%
Cities of Operation	12	12	0%



Note: Torunlar REIC and Başkentgaz figures are IFRS and Torunlar Gıda figures are based on local GAAP.

AGRIBUSINESS	REAL ESTATE	ENERGY
 A leading company in oilseed, soybean, sunflower, rice and sugarbeet processing 	 The 2nd largest REIC in terms of portfolio value and market cap among the listed REIC's on BIST 	 The 2nd largest natural gas distribution company of Turkey
 Competes against such multinationals as Cargill, Bunge and Cofco 	 Best and most diversified portfolio 	• 1.9 million total customers
	• Exceeding 604,000 m ² GLA	• 3.5 billion m³ natural gas sales and distribution volume
		■ 12,992 km of grid length

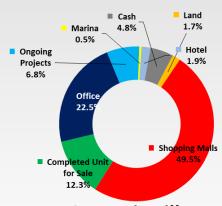




Torunlar REIC Key Overview

TRY (000)	2017	2018	2019	2020	H1 2021
Sales	780,140	1,954,283	991,087	1,105,948	595,523
Residence & Office	286,070	1,307,091	234,647	516,168	257,453
Mall & Office rental	411,150	526,116	616,198	476,542	266,623
Hotel Revenue	0	0	0	3,889	14,176
Other	82,920	121,076	140,242	109,349	57,271
EBITDA	491,066	929,765	644,780	636,099	451,788
EBITDA Margin	62.9%	47.6%	65.1%	57.5%	75.9%
Net Profit	455,108	1,287,204	865,790	293,001	-86,414
N. Profit excl. fair value gains	81,058	-407,367	-88,331	-400,820	-86,414
Market Cap	3,330,000	1,510,000	2,750,000	3,900,000	2,850,000
Portfolio Value	10,347,221	12,401,554	13,804,655	14,315,590	14,862,016
Net Asset Value	6,378,657	7,613,718	8,478,139	8,769,917	8,683,503
Сарех	717,660	510,254	339,605	162,811	13,619
Net Debt	3,004,044	3,989,698	4,245,128	4,454,075	4,627,437
LTV	29.38%	33.95%	33.25%	33.33%	34.70%

Portfolio Breakdown 14.9 billion TRY



Strategic Pillars

Strong sales growth with cumulative 5.6 billion TRY within 3 years

Deleveraging from a net debt to a net cash within 2024

Completion of the project pipeline with 1.7 billion TRY capex within 3 years





PROJECT LOCATIONS - TURKEY -

ISTANBUL

- Torium Shopping Mall
- Nishİstanbul Mixed-Use Project •
- Mall of İstanbul
- Torun Tower
- Torun Center
- 5.Levent Phase 1
- MOİ Hilton & High Residence
- Torun Center
- 5. Levent Phase 2Karaköy Hotel Project
- Paşabahçe Project
- Kayabaşı Land
- Mall of İstanbul Phase 3

SAMSUN

Bulvar Samsun Shopping Mall

ANKARA

- ANKAmall Shopping Mall
- **CPAnkara Hotel**

Green: Operational Red: Ongoing projects

Purple: Landbank

BURSA

- Zafer Plaza Shopping Mall
- Korupark Shopping Mall
- Korupark Residences Phases I-II
- Korupark Residences Phase III

<u>MUĞLA</u>

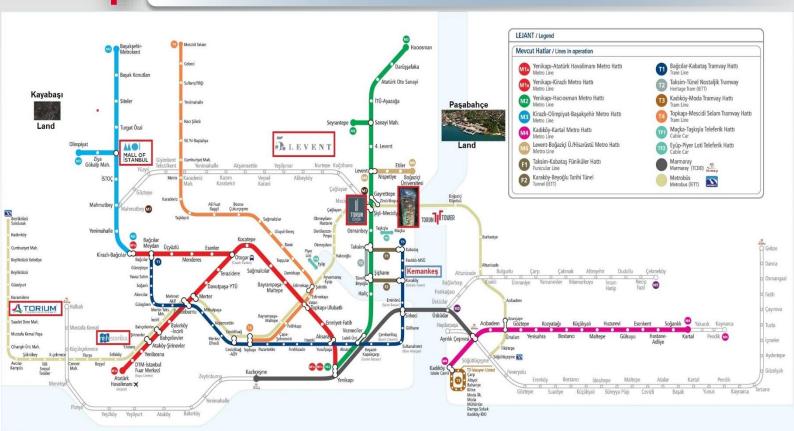
Netsel Marina

ANTALYA

- Deepo Outlet Mall
- Mall of Antalya



Project Locations - İstanbul -





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H1 2021 Highlights and Forward Strategy

- Portfolio size 14.9 billion TRY.
- 596 million TRY sales revenue and 452 million TRY EBITDA.
- 257 million TRY worth of residential deliveries mostly from Torun Center.
- Rental income at 267 million TRY up by 26% y-o-y.
- Loan to value at 34.7%. Cost of debt in FX is at 4.13%, and in TRY is at 14.44%.
- FX debt slightly reduced to 1,360 million TRY from 1,598 million TRY, year to date
- Focus on:
 - destocking of remaining residences and leasing of selected offices and retail area at Torun Center
 - □ commencing 5th Levent Phase 2
 - □ construction of Karaköy Hotel
- Net debt will be reduced to 3.6 billion TRY by the end of 2021
- Leverage will be ended within the year of 2024.



Rental Assets

(TRY)		Opera	tion Date	Appraisal Value			
					2019		2020
Malls - in Operation					6,656,700,00	0	7,009,200,000
Zafer Plaza			1	.999	366,700,000)	379,200,000
Deepo Outlet			Q4	2004	465,000,000)	350,000,000
Korupark			Q3	2007	1,710,000,00	0	1,785,000,000
Torium			Q4	2010	540,000,000)	630,000,000
Mall of İstanbul			Q2	2014	3,000,000,00	0	3,135,000,000
Mall of Antalya			Q2	2017	575,000,000)	730,000,000
Offices - in Operation					2,892,726,00	0	3,105,400,000
Torun Tower			Q2	2014	1,853,000,00	0	2,000,000,000
Torun Center			H1	. 2017	1,039,726,00	0	1,105,400,000
Hotels - in Operation					0	•	280,350,000
Hilton Mall of İstanbul			Q4	2020	0		280,350,000
	TOTAL				9,549,426,00	0	10,394,950,000
/TDV/	GLA (m²)	201	9	202	0		2021F
(TRY)	GLA (m)	NOI	Yield	NOI	Yield	NOI	Yield***
Malls - in Operation	408,831	496,538,000	7.46%	330,631,000	4.72%	461,438,882	6.58%
Zafer Plaza	23,449	25,896,000	7.06%	18,182,000	4.79%	30,289,453	7.99%
Deepo Outlet	21,590	34,559,000	7.43%	24,192,000	6.91%	31,460,080	8.99%
Korupark	76,234	129,764,000	7.59%	91,131,000	5.11%	113,090,699	6.34%
Torium	88,849	34,257,000	6.34%	17,958,000	2.85%	26,696,052	4.24%
Mall of İstanbul	155,000	227,299,000	7.58%	177,356,000	5.66%	224,298,702	7.15%
Mall of Antalya	43,709	44,763,000	7.78%	1,812,000	0.25%	35,603,896	4.88%
Offices - in Operation*	121,165	94,739,000	4.69%	107,807,000	4.84%	122,511,970	5.63%
Torun Tower	66,286	86,934,000	4.69%	96,795,000	4.84%	112,511,970	5.63%
Torun Center**	54,879	7,805,000	0.75%	11,012,000	1.00%	10,000,000	0.90%
TOTAL	529,996	591,277,000	6.19%	438,438,000	4.22%	583,950,852	5.62%

^{*}Offices in Operation Yield reflects only Torun Tower

^{***2021} Yields are calculated from 2021 forecasted NOI and 2020 appraisal values



^{**}Torun Center consists of offices and retail area

Sellable Assets

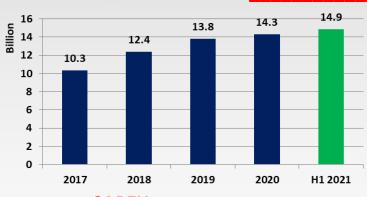
DEVENUES (MULION TRY)					
REVENUES (MILLION TRY)	2021	2022	2023	2024	TOTAL
Completed Projects	670	825	464	795	2,754
Korupark Residences Phase 3	8	0	0	0	8
Torun Center Residences	427	702	401	795	2,325
South Tower + Office	427	347	0	0	774
East Tower	0	355	401	795	1,551
5. Levent Phase 1	139	0	0	0	139
MOİ Phase 2 - High Residences	96	122	63	0	282
Upcoming Projects	462	1,222	1,343	940	3,966
5. Levent Phase 2	462	510	544	238	1,754
Paşabahçe	0	712	799	702	2,212
TOTAL	1,132	2,047	1,807	1,735	6,720
(2)					
GSA (M²)	2021	2022	2023	2024	TOTAL
Completed Projects	32,083	27,227	13,514	17,583	90,407
Korupark Residences Phase 3	1,610				1,610
Torun Center Residences	15,190	20,027	10,000	17,583	62,801
South Tower + Office	15,190	10,027	,	ŕ	25,218
East Tower		10,000	10,000	17,583	37,583
5. Levent Phases 1	9,283				9,283
MOİ Phase 2 - High Residences	6,000	7,200	3,514		16,714
Upcoming Projects	33,000	43,000	43,000	21,000	140,000
5. Levent Phase 2	33,000	34,000	34,000	14,000	115,000
Paşabahçe		9,000	9,000	7,000	25,000
TOTAL	65,083	70,227	56,514	38,583	230,407

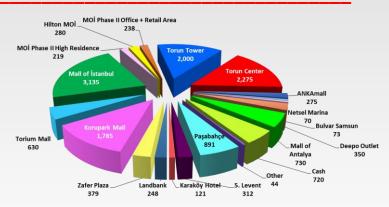




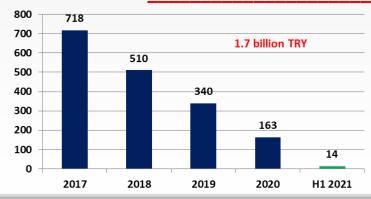
Financial Highlights (million TRY)

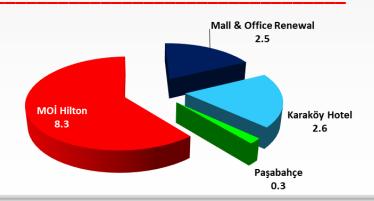
PORTFOLIO VALUE





CAPEX

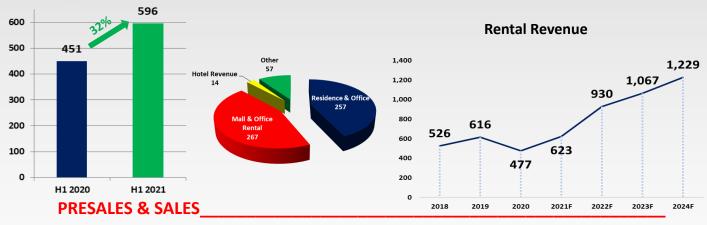


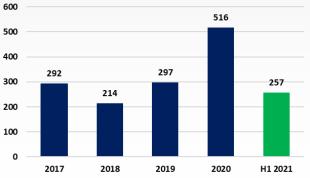


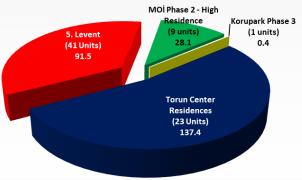


Financial Highlights (million TRY)

SALES REVENUE





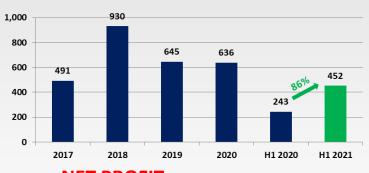


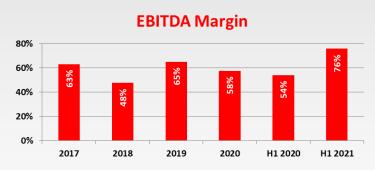




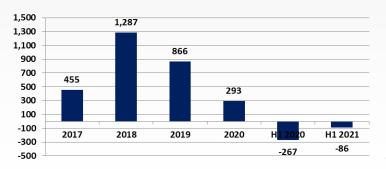
Financial Highlights (million TRY)

EBITDA

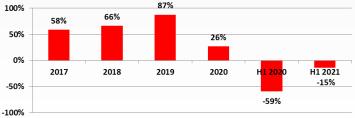




NET PROFIT



Net Profit Margin





KPI Summary

	2020/12	2021/06	Change
Total net debt (000 TRY)	4,454,075	4,627,437	3.89%
Average loan term (years)	5	5	
Average overall interest rate*	4.73%	4.13%	-0.60 pp
Leverage (financial loans as % of total assets)	33.7%	37.5%	3.72 pp
Net debt to Equity ratio	50.8%	53.3%	2.50 pp
Net debt/Assets (%)	32.5%	32.4%	-0.06 pp
Equity to Assets ratio	63.9%	60.8%	-3.11 pp
Loan to Property value ratio (LTV)	33.3%	34.7%	1.36 pp
Interest coverage ratio (times)	1.3	2.0	52.27%
Net debt/EBITDA (times)	7.00	5.12	-26.86%
Net Debt/Mcap	114.2%	162.4%	48.16 pp
Headcount	103	134	30.10%

^{*} Excl. TRY Loans

Net Balance Sheet FX Position			
(000)	31.12.2020	30.06.2021	Change
USD	-42,439	-62,988	48.42%
EUR	-142,867	-78,267	-45.22%
TRY Equivalent	-1,598,455	-1,359,526	-14.95%

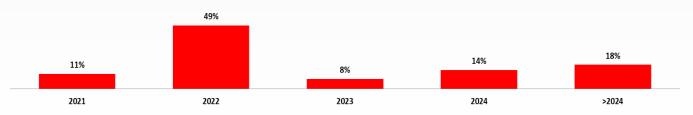




Mall Portfolio Encompasses Entire Retail Spectrum

H1 2021	Zafer Plaza	Antalya Deepo	Bursa Korupark	Istanbul Torium	MOI	MOA	Total
Rent + Common Area Revenues (MillionTRY)	12.8	18.2	60.7	22.0	118.8	21.9	254.3
LfL Rent + Common Area Revenue Growth Rate	28.5%	-11.2%	23.5%	1.9%	29.7%	112.4%	25.3%
NOI (Million TRY)	10.5	14.5	51.3	9.5	110.9	15.5	212.3
LfL NOI Growth Rate	50.6%	-13.0%	31.5%	29.0%	80.3%	378.6%	57.5%
Footfall (Million)	2.0	1.0	2.4	1.5	3.4	0.7	11.1
LfL Footfall Growth Rate	-30.0%	-16.2%	-17.9%	-35.7%	-20.5%	-27.9%	-24.4%
Retail Sales (Million TRY)	104.9	109.7	424.0	158.1	858.9	154.8	1,810.4
LfL Retail Sales Growth Rate	46.3%	78.5%	48.3%	28.6%	53.3%	65.2%	51.4%
Affordability Ratio	10.0%	13.2%	12.1%	6.0%	12.9%	10.0%	11.7%

Expiration of Lease Contracts in terms of Fixed Rent







The Home of the Flagships

Top 10 tenants account for 23.79% of total GLA and 21.51% of total fixed rent revenues











- Rank: 1
- GLA: 10,026 (2.5%)
- 3.5% of Monthly **Fixed Rent**
- Rank: 2
- GLA: 19,972 (4.9%)
- 2.7% of Monthly **Fixed Rent**
- Rank: 3
- GLA: 15,020 (3.7%)
- 2.6% of Monthly **Fixed Rent**
- Rank: 4
- GLA: 15,333 (3.8%)
- 2.1% of Monthly **Fixed Rent**
- Rank: 5
- GLA: 7,087 (1.7%)
- 1.9% of Monthly **Fixed Rent**

















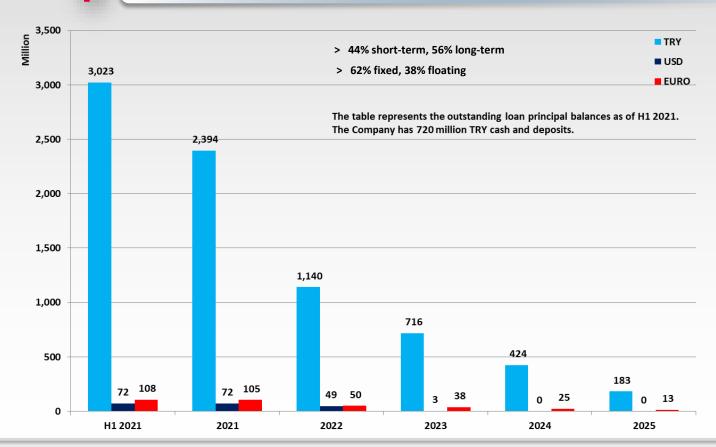


- Rank: 6
- GLA: 7,955 (1.9%)
- 1.9% of Monthly **Fixed Rent**
- Rank: 7
- GLA: 2,863 (0.7%)
- 1.9% of Monthly **Fixed Rent**
- Rank: 8
- GLA: 4,380 (1.1%)
- 1.7% of Monthly **Fixed Rent**
- Rank: 9
- GLA: 8,738 (2.1%)
- 1.7% of Monthly **Fixed Rent**
- Rank: 10
- GLA: 5,895 (1.4%)
- 1.5% of Monthly **Fixed Rent**





Outstanding Bank Loans as of H1 2021





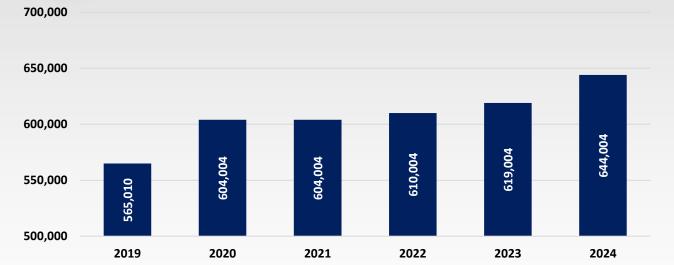


Project Pipeline – CAPEX (million TRY)

САРЕХ	Budget	Actual Spent to Date	2021	2022	2023	2024	2025
Torun Center - East Tower	112.5	0.0	23.7	88.8	0.0	0.0	0.0
Karaköy Hotel	83.4	7.6	19.5	56.3	0.0	0.0	0.0
5. Levent Phase 2	920.6	0.0	118.7	408.3	280.7	113.0	0.0
Mall of Antalya - Hotel	94.5	0.0	0.0	44.4	50.1	0.0	0.0
Pasabahce Bosphorus Project	945.3	38.3	23.5	177.5	401.0	305.1	0.0
TOTAL	2,156.3	45.9	185.3	775.2	731.8	418.1	0.0



Total GLA in Years (m²)

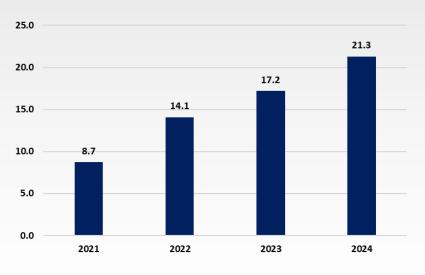


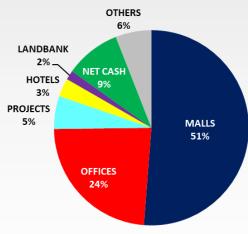
Year	New GLA (m²)	Asset
2022	6,000	-Karaköy Hotel
2023	9,000	-Mall of Antalya Hotel
2024	25,000	-Paşabahçe Hotel



NAV Evolution (Billion TRY)

2024 NAV Breakdown









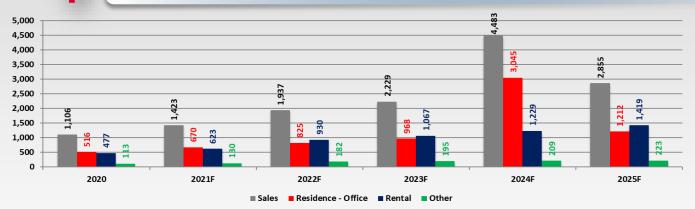
FUTURE OUTLOOK- 2021 Forecast Income Statement (TRY)

(000) TRY	2020	2021F	Change
Sales	1,105,948	1,440,139	30.2%
Residence & Office	516,168	669,855	29.8%
Mall & Office rental	476,542	615,122	29.1%
Hotel revenue	3,889	25,163	547.0%
Common area revenues & Other revenues	109,349	130,000	18.9%
Cost of sales	(430,033)	(460,118)	7.0%
Cost of Residence & Office sales	(287,827)	(263,681)	-8.4%
Rent expenses and management fees of shopping malls	(11,511)	(18,823)	63.5%
Hotel expenses	(2,206)	(17,614)	698.5%
Common area expenses & Other expenses	(128,489)	(160,000)	24.5%
Gross profit	675,915	980,022	45.0%
Gross Margin	61.1%	68.1%	6.93 pp
Gross Margin (Residence & Office)	44.2%	60.6%	16.40 pp
Gross Margin (Mall & Office rental)	75.9%	74.5%	-1.39 pp
Орех	(83,352)	(80,000)	-4.0%
General & Admin expenses	(57,707)	(55,000)	-4.7%
Marketing & Selling expenses	(25,645)	(25,000)	-2.5%
Other income (expenses)	7,494	0	NM
Net gain (loss) fair value adjustments on investment property	693,821	0	-100.0%
Operating profit	1,293,878	900,022	-30.4%
Operating profit excluding fair value adjustment	600,057	900,022	50.0%
Dividends received from associates	34,075	39,050	14.6%
EBIT	634,132	939,071	48.1%
EBIT margin (%)	57.3%	65.2%	7.87 pp
Depreciation	1,967	3,438	74.8%
EBITDA	636,099	942,509	48.2%
EBITDA margin (%)	57.5%	65.4%	7.93 pp
Gain (Loss) from associates	8,692	35,000	302.7%
Net financial interest income (expense)	(494,750)	(510,000)	3.1%
Other net financial income (expense)	(55,900)	0	NM
Forex gain (loss)	(492,994)	(210,000)	-57.4%
Profit before tax	293,001	254,071	-13.3%
Corporate tax	0	0	NM
Net profit	293,001	254,071	-13.3%
Net profit margin (%)	26.5%	17.6%	-8.85 рр
Net profit / loss excl. fair value gains	(400,820)	254,071	NM

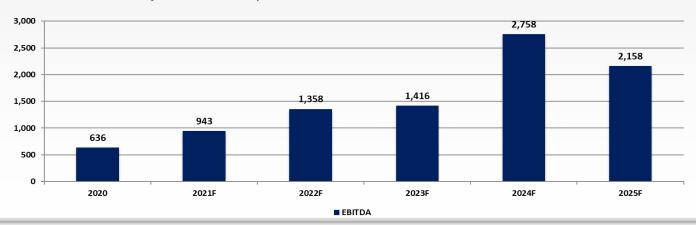




Long Term Sales & EBITDA Forecast (million TRY)



Note: The net amount of hotel revenue and expenses is added to rental revenues between 2021-2025







Cash Flow Statement (5-Year Forecast)

Cash Flow Statement (Forecast)	2021	2022	2023	2024	2025
Cash at the beginning of the term CASH FLOW FROM OPERATIONS	173,253,000	238,912,423	257,874,878	1,204,990,282	2,859,565,936
From Mall Rentals (NOI) (+)	461,438,882	717,147,254	798,337,485	888,954,697	951,181,526
From Office Rentals (+)	134,262,570	163,366,453	190,198,424	216,337,738	240,726,180
From Hotel Rentals (+)	7,548,930	15,459,998	40,215,643	81,084,650	181,743,675
From Residence Pre-Sales and Sales (+)	1,131,854,555	2,046,571,650	1,806,998,220	1,734,501,600	0
Change in Trade Receivables (+)	36,000,000	0	0	0	0
Operational Expenses (-)	80,000,000	100,751,300	107,803,891	115,350,163	123,424,675
Net Cash Flow from Operations	1,691,104,938	2,841,794,055	2,727,945,882	2,805,528,522	1,250,226,706
CASH FLOW FROM INVESTING ACTIVITIES					
Construction Costs (-)	188,186,494	775,186,209	731,825,000	418,100,000	0
Shopping Mall Renewal Costs (-)	8,000,000	7,000,000	6,000,000	6,000,000	6,000,000
Net Cash Flow from Investing Activities	-196,186,494	-782,186,209	-737,825,000	-424,100,000	-6,000,000
CASH FLOW FROM FINANCING ACTIVITIES					
Cash Receipt from	1,039,049,950	43,345,445	46,379,626	49,626,199	53,100,033
Cash Paid for (-)	2,468,308,971	2,083,990,836	1,089,385,104	776,479,067	684,169,788
Net Cash Flow from Financing Acitivities	-1,429,259,021	-2,040,645,391	-1,043,005,478	-726,852,868	-631,069,754
Cash Generated Throughout the Term	65,659,423	18,962,455	947,115,403	1,654,575,654	613,156,951
Net Cash at End of Term	238,912,423	257,874,878	1,204,990,282	2,859,565,936	3,472,722,888





TURKEY REAL ESTATE MARKET REVIEW – Long-Term Demand Forecasts

						Demographic-			
	Population		Urhan	Household		based Housing Need		Urban	
	-	Urbanization				_	Renewal	Transformation	Total
2012	75.6	77.3%	58.4	4.10	14.3	0.33	0.05	0.0	0.41
2013	76.7	77.8%	59.6	4.08	14.6	0.38	0.05	0.1	0.52
2014	77.5	78.3%	60.7	4.06	15.0	0.33	0.05	0.2	0.58
2015	78.3	78.8%	61.8	4.03	15.3	0.36	0.05	0.2	0.61
2016	79.2	79.4%	62.9	4.00	15.7	0.38	0.05	0.2	0.63
2017	80.0	80.0%	64.0	3.97	16.1	0.39	0.05	0.2	0.64
2018	80.7	80.7%	65.1	3.95	16.5	0.40	0.05	0.2	0.65
2019	81.5	81.3%	66.3	3.92	16.9	0.43	0.05	0.2	0.68
2020	82.3	82.0%	67.5	3.88	17.4	0.44	0.05	0.2	0.69
2021	83.0	82.7%	68.6	3.85	17.8	0.44	0.05	0.2	0.69
2022	83.7	83.4%	69.8	3.82	18.3	0.45	0.05	0.2	0.70
2023	84.4	84.0%	71.0	3.79	18.7	0.45	0.05	0.2	0.70
					2014-2023				
					total	4.09	0.50	2.00	6.5

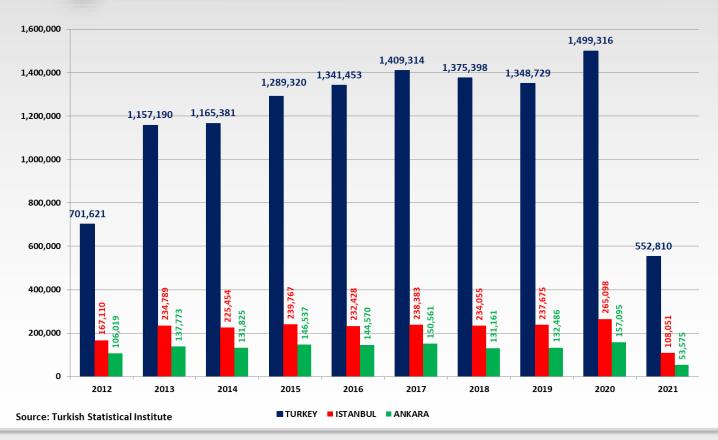
Source: Turksat, GYODER, BofAML Global Research

Housing Needs in Turkey, 2014-2020								
In millions, except household size	2013	2014 e	2015e	2016e	2017 e	2018 e	2019 e	2020 e
Population	76.5	77.3	78.2	79.0	79.8	80.6	81.3	82.1
Household size	3.8	3.8	3.8	3.8	3.8	3.8	3.8	3.8
Households	20.1	20.3	20.6	20.8	21.0	21.2	21.4	21.6
New houses needed		0.44	0.44	0.43	0.42	0.41	0.41	0.43
2nd homes and urban transformation		0.37	0.37	0.38	0.37	0.37	0.37	0.37
Foreigners property acquisition	0.01	0.02	0.05	0.05	0.06	0.06	0.06	0.07
Total needed (2015-2020)								5.12

Source: World Bank, TUIK, IMF, HSBC estimates

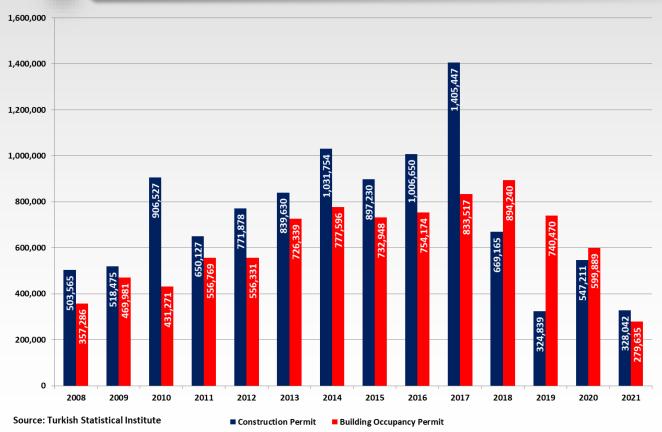


TURKEY REAL ESTATE MARKET REVIEW – Turkey Residential Sales (in units) (H1 2021)





TURKEY REAL ESTATE MARKET REVIEW – Turkey Residential Permits (in units) (H1 2021)







	OCCUPANCY PERMITS	NEW HOME SALES	INVENTORY	INVENTORY / OCCUPANCY PERMITS
2013	726,339	529,129	197,210	27.2%
2014	777,596	541,554	236,042	30.4%
2015	732,948	598,667	134,281	18.3%
2016	754,174	631,686	122,488	16.2%
2017	833,517	659,698	173,819	20.9%
2018	894,240	651,572	242,668	27.1%
2019	740,470	511,682	228,788	30.9%
2020	599,889	469,740	130,149	21.7%
H1 2021	279,635	167,878	111,757	40.0%
TOTAL	6,338,808	4,761,606	1,577,202	24.9%

Source: Turkish Statistical Institute





TURKEY REAL ESTATE MARKET REVIEW – Shopping Mall Development

CURRENT STATUS		ACTIVE (to	UNDER CONSTRUCTION be completed by end-2022)	TOTAL
İSTANBUL	UNIT	133	13	146
	GLA (M ²)	5,094,890	434,486	5,529,376
ANKARA	UNIT	44	2	46
	GLA (M²)	1,686,964	57,000	1,743,964
OTHER CITIES	UNIT	270	14	284
OTTLIN CITIES	GLA (M²)	6,809,293	466,417	7,275,710
TURKEY	QUANTITY	447	29	476
	GLA (M²)	13,591,147	957,903	14,549,050
NEW SHOPPING MALL SUPPLY	TO BE ACTIVE AT	THE END OF THE PERIOD	EXPECTED TO BE COMPLETED PERIOD	AT THE END OF THE
	UNIT	GLA (M ²)	UNIT	GLA (M ²)
2021	468	14,300,380	21	709,233
2022	476	14,549,050	8	248,670
RETAIL DENSITY (2020 YEAR-END)			GLA (M²) (Per 1,000 persons)	
İSTANBUL			328	
ANKARA			299	
OTHER CITIES			440	
			110	



TURKEY REAL ESTATE MARKET REVIEW – Turkey's Mall League

	Mall	Opening Date	GLA	Location	Developer
1	Forum Istanbul	2009	178,834	Istanbul	Multi Turkmall
2	Mall of Istanbul	2014	154,713	Istanbul	Torunlar REIC
_ 3	Marmara Forum	2011	137,500	Istanbul	Multi Turkmall
_4	Cevahir	2005	110,000	Istanbul	Kuwait Investment Authority
5	Vialand	2013	110,000	Istanbul	Gursoy & Via Grup
6	ANKAmall	1999	107,804	Ankara	Migros / Yeni Gimat REIC
_7	Marmara Park	2012	100,000	Istanbul	Ece Turkey
8	IstinyePark	2007	88,490	Istanbul	Dogus, Orjin
9	Torium	2010	88,455	Istanbul	Torunlar REIC
10	Akasya Acibadem	2014	86,500	Istanbul	Saf REIC / Akis REIC
11	Anatolium	2010	84,165	Bursa	Corio
12	Antares	2007	84,000	Ankara	Dolunay
13	Panora	2007	82,591	Ankara	Polat Holding
14	Forum Ankara	2008	80,000	Ankara	Multi Development TR
15	Kent Park	2008	79,478	Ankara	Mega Turk Construction
16	M1 Merkez Adana	2000	76,500	Adana	Metro
17	Maltepe Park	2013	75,000	Istanbul	CarrefourSA / Ece Turkey
18	Сера	2007	73,242	Ankara	CarrefourSA
19	Korupark	2007	71,267	Bursa	Torunlar REIC
20	Forum Mersin	2007	71,125	Mersin	Multi Turkmall
21	Anatolium Ankara	2011	70,000	Istanbul	Corio
22	M1 Meydan Umraniye	2007	70,000	Istanbul	Metro
23	Optimum Outlet	2011	69,000	Adana	Ronesans REIC
24	Zorlu Center	2013	66,600	Istanbul	Zorlu Real Estate Group

Source: Akademetre Research and Eva Real Estate



TURKEY REAL ESTATE MARKET REVIEW – Office Market Overview – İstanbul

SUB-MARKET			ACTIVE	UNDER CONSTRUCTION (to be completed by end-2023)	TOTAL
	CBD	UNIT	88	3	91
		GLA (M ²)	1,923,031	184,400	2,107,431
EUROPEAN - SIDE	NON-CBD	UNIT	55	2	57
		GLA (M²)	1,620,435	165,000	1,785,435
ACIANI CIDE		UNIT	111	13	124
ASIAN - SIDE		GLA (M²)	2,097,545	1,443,980	3,541,525
TOTAL		UNIT GLA (M²)	254 5,641,011	18 1,793,380	272 7,434,391

VACANCY RATE -	2010	2011	2012	2013	2014	2015	2016	2017	2018	2019	2020
CBD	3.6%	4.0%	4.5%	4.4%	16.5%	16.3%	17.1%	22.7%	21.3%	20.5%	17.4%

Source: JLL





FINANCIAL STATEMENT - Income Statement

(000) TRY	Q2 2020	Q2 2021	Change
Sales	118,267	334,134	182.5%
Residence & Office	45,419	157,106	245.9%
Mall & Office rental	51,807	140,860	171.9%
Hotel revenue	0	7,239	NM
Common area revenues & Other revenues	21,041	28,929	37.5%
Cost of sales	(68,413)	(78,728)	15.1%
Cost of Residence & Office sales	(34,984)	(55,313)	58.1%
Rent expenses and management fees of shopping malls	(522)	(2,612)	400.4%
Hotel expenses	0	(3,619)	NM
Common area expenses & Other expenses	(32,907)	(17,184)	-47.8%
Gross profit	49,854	255,406	412.3%
Gross Margin	42.2%	76.4%	34.28 pp
Gross Margin (Residence & Office)	23.0%	64.8%	41.82 pp
Gross Margin (Mall & Office rental)	54.1%	86.8%	32.66 pp
Орех	(18,652)	(22,749)	22.0%
General & Admin expenses	(4,442)	(21,573)	385.7%
Marketing & Selling expenses	(14,210)	(1,176)	-91.7%
Other income (expenses)	431	(1,700)	-494.4%
Net gain (loss) fair value adjustments on investment property	0	0	NM
Operating profit	31,633	230,957	630.1%
Operating profit excluding fair value adjustment	31,633	230,957	630.1%
Dividends received from associates	24,641	0	-100.0%
EBIT	56,274	230,957	310.4%
EBIT margin (%)	47.6%	69.1%	21.54 pp
Depreciation	273	3,993	1362.6%
EBITDA	56,547	234,950	315.5%
EBITDA margin (%)	47.8%	70.3%	22.50 pp
Gain (Loss) from associates excluding dividend received	(19,212)	12,448	-164.8%
Net financial interest income (expense)	(69,790)	(131,057)	87.8%
Other net financial income (expense)	0	20,001	NM
Forex gain (loss)	(128,777)	(101,634)	-21.1%
Profit / Loss before tax	(161,505)	30,715	NM
Corporate tax	0	0	NM
Net profit / loss	(161,505)	30,715	NM
Net profit margin (%)	-136.6%	9.2%	145.75 pp
Net profit / loss excl. fair value gains	(161,505)	30,715	NM





FINANCIAL STATEMENT - Income Statement

(000) TRY	H1 2020	H1 2021	Change
Sales	450,645	595,523	32.1%
Residence & Office	187,729	257,453	37.1%
Mall & Office rental	211,744	266,623	25.9%
Hotel revenue	0	14,176	NM
Common area revenues & Other revenues	51,172	57,271	11.9%
Cost of sales	(206,038)	(146,401)	-28.9%
Cost of Residence & Office sales	(132,921)	(90,281)	-32.1%
Rent expenses and management fees of shopping malls	(6,903)	(6,016)	-12.8%
Hotel expenses	0	(6,675)	NM
Common area expenses & Other expenses	(66,214)	(43,429)	-34.4%
Gross profit	244,607	449,122	83.6%
Gross Margin	54.3%	75.4%	21.14 pp
Gross Margin (Residence & Office)	29.2%	64.9%	35.74 pp
Gross Margin (Mall & Office rental)	72.2%	83.4%	11.21 pp
Орех	(35,818)	(37,614)	5.0%
General & Admin expenses	(14,140)	(34,165)	141.6%
Marketing & Selling expenses	(21,678)	(3,449)	-84.1%
Other income (expenses)	(377)	(1,870)	396.0%
Net gain (loss) fair value adjustments on investment property	0	0	NM
Operating profit	208,412	409,638	96.6%
Operating profit excluding fair value adjustment	208,412	409,638	96.6%
Dividends received from associates	34,075	34,243	0.5%
EBIT	242,487	443,881	83.1%
EBIT margin (%)	53.8%	74.5%	20.73 pp
Depreciation	536	7,907	1375.2%
EBITDA	243,023	451,788	85.9%
EBITDA margin (%)	53.9%	75.9%	21.94 pp
Gain (Loss) from associates excluding dividend received	(21,374)	(13,559)	-36.6%
Net financial interest income (expense)	(258,474)	(230,778)	-10.7%
Other net financial income (expense)	0	24,586	NM
Forex gain (loss)	(229,846)	(310,544)	35.1%
Profit / Loss before tax	(267,207)	(86,414)	-67.7%
Corporate tax	0	0	NM
Net profit / loss	(267,207)	(86,414)	-67.7%
Net profit margin (%)	-59.3%	-14.5%	44.78 pp
Net profit / loss excl. fair value gains	(267,207)	(86,414)	-67.7%





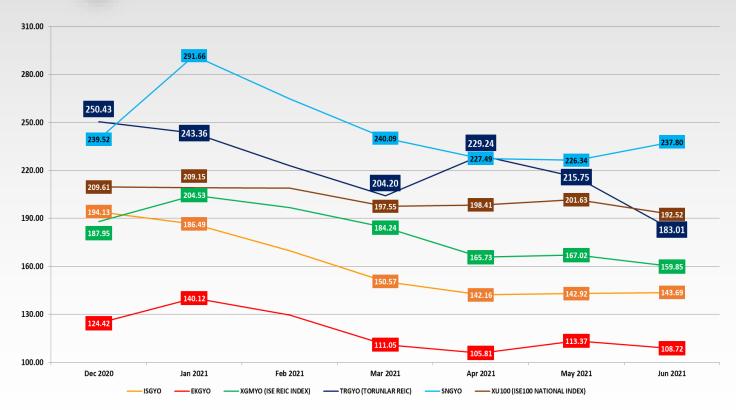
FINANCIAL STATEMENT - Balance Sheet

(000 TRY)	2020	2021/H1	Change
Cash and cash equivalents	143,276	684,050	377.4%
Financial assets	29,977	35,629	18.9%
Trade & Other receivables	100,971	169,345	67.7%
Inventories	923,299	851,375	-7.8%
Prepaid expenses	13,319	13,489	1.3%
Other current assets	10,764	19,394	80.2%
CURRENT ASSETS	1,221,606	1,773,282	45.2%
Trade & Other receivables	5,804	12,627	117.6%
Investments accounted by equity method	401,643	388,183	-3.4%
Investment properties	11,736,607	11,749,381	0.1%
Property, plant and equipment	346,446	348,427	0.6%
Intangible assets	1,713	1,757	2.6%
Prepaid expenses	968	970	0.2%
NON-CURRENT ASSETS	12,493,181	12,501,345	0.1%
TOTAL ASSETS	13,714,787	14,274,627	4.1%
Short-term borrowings	1,647,691	1,548,785	-6.0%
ST portion of LT borrowings	532,244	811,570	52.5%
Trade payables	71,429	66,199	-7.3%
Other payables	88,972	19,148	-78.5%
Deferred income	72,636	100,422	38.3%
Others	82,774	56,773	-31.4%
CURRENT LIABILITIES	2,495,746	2,602,897	4.3%
Long-term borrowings	2,447,393	2,986,761	22.0%
Long-term provisions for employee benefits	1,466	1,466	0.0%
Others	265	0	-100.0%
NON-CURRENT LIABILITIES	2,449,124	2,988,227	22.0%
Share capital	1,000,000	1,000,000	0.0%
Share premium	25,770	25,770	0.0%
Legal reserves	74,421	74,421	0.0%
Treasury shares (-)	-5,930	-5,930	0.0%
Prior years' profit	7,382,655	7,675,656	4.0%
Net profit / loss for the period	293,001	-86,414	-129.5%
TOTAL EQUITY	8,769,917	8,683,503	-1.0%
TOTAL LIABILITIES AND EQUITY	13,714,787	14,274,627	4.1%





LISTED REIC's - Torunlar REIC Performance (As of 30.06.2021)



IPO Date (October 2010) = 100







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