

# **INDICATOR**

**Turkey Real Estate Sector 2020** 

3<sup>rd</sup> Quarter Report - Issue: 22

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## GYODER INDICATOR, TURKEY REAL ESTATE SECTOR 2020 Q3 REPORT Issue:22, 4 December 2020

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# Real Estate and Construction Sector Overview

The COVID-19 pandemic, increasingly spreading throughout the world as of 2020, has had an impact on almost every economic and social variable. As an unpredicted systemic risk, many administrative processes from global business manners to decision-making processes had to be reshaped according to new circumstances. It is inevitable that such unprecedented and wide spread insistence of events, called "black swan", have an impact on industries as well. As in other industries, the construction and real estate sectors have been affected by both business manners and demand-side processes.

Even though the pandemic may seem to be under control in the second and third quarters due to the summer effect in the northern hemisphere and the measures taken worldwide, it's escalation again at the beginning of autumn has been affecting the global economy and health system negatively. Such fluctuations seem unavoidable until the widespread vaccination is achieved.

"Growth" figures come up as a macroeconomic variable best summarizes the situation. It will be appropriate to analyze how the process has evolved. Global growth has become quite problematical, also due to the disturbances in international trade and politics both before and during the pandemic. According to the IMF World Economic Outlook Report published in October 2020, it was announced that the global growth is projected to be -4.4 percent. In the same report, -5.8 percent is forecasted for advanced economies and -3.3 percent for developing economies.

The measures and proactive approaches adopted by the Ministry of Treasury and Finance and the Ministry of Environment and Urbanization during the pandemic have had a stimulus effect and strengthened the recovery trend.

The decline at the level of 1.5% in the construction sector can be considered as the first sign of the change of trend after the rapid contraction. In this context, we can associate the sector with a big freight train; its acceleration and stop takes a bit more time than other sectors. Although the sectors did not achieve the expected performance in Q2, the measures adopted point to a noticeable recovery, especially as of the end of Q2.

Q3 growth figures seem to be quite robust for both Turkey and the sector. Leading indicators also support the growth process. In Q3, with the positive change in the conditions to access credit and in the related policies, the funds needed both for the sales and the construction sector were considerably allocated.

The positive reflection of such measures is observed in housing sales figures. While the total housing sales was 865 thousand in the first nine months of 2019, it was 1 million 161 thousand in the same period of 2020 and achieved an increase of 34.2%. In the same period, the number of first-hand mortgaged housing sales reached 162 thousand, achieving an increase of 141.2% compared to the same period of the previous year. Second-hand mortgage sales were even more with 346 thousand units, achieving an increase of 187.2% compared to the first nine months of 2019.

The most important factors that trigger the increase in sales are the end of the closure process due to the pandemic, and especially the effect of sharp drop in loan rates led by the state banks and the postponed demand. On the other hand, the gradual decrease in new housing supply for several years has been another trigger for the increase in demand. Demand for the houses currently available in the market has also led to a substantial stock decrease.

It is possible to claim that there has been a recovery in new construction activities, especially as of the end of 2020 Q2. The recovery trend of the sector can be seen more clearly in the growth figures to be announced for 2020 Q3. However, both the global peak of the pandemic stated above and the seasonal effects may slow down the recovery trend in the sector in 2020 Q4 compared to the previous quarter.

<sup>&</sup>lt;sup>1</sup>IMF,'WEO-A Long and Difficult Ascent',October 2020,p.9

## Transformation in Real Estate and Construction Sector

It is clear that businesses performing activities in the construction and real estate sector need to institutionalize and attach more importance to risk management. Our companies' adoption of a structural transformation for more critical financial management processes in addition to manufacturing is of great importance for the benefit of both the sector and the sub-sectors.

The construction and real estate sectors also have to set a road map according to such changes in the world. It is obvious that the variables of the construction sector should be analyzed very carefully and in a specific term. In view of this, the dynamics and expectations of the market should be handled through analyses.

On the other hand, it should not be considered that the sector consists only of the construction and production stages, and it should be kept in mind that it has reached a serious economic size with its sub-sectors. Manufacturing and industrial productions are also in coordination with the general trends of the construction sector. Likewise, it is obvious that the sector has made a significant macroeconomic contribution in terms of employment creation and unemployment prevention.

In addition, changing tastes and tendencies of the Gen-Z and those coming after increasingly affect the decision-making processes. Therefore, as in every sector, the effect of change according to consumer conditions will have an impact on the real estate sector and its components. Another noteworthy development is the changing need and consumption tendency due to the pandemic. Accordingly, investment decisions should be made by taking into account such change, regarding many elements from building structure to architecture, from the basic material utilized to environmental awareness.

The use of financial resources in the construction sector, which has undergone a critical change in construction, usage and consumption patterns, should also change. As stated in the recommendations section below, 'securitization' based on real estate and related rights and the activation of indigenous

institutions are important for the sector as well as for our country on socioeconomic basis.

On the other hand, the sector's restructuring itself in line with the 'new normal' in order to benefit significantly from the global changes occurred in the post-pandemic period, making plans together with other sectors and economic decision-makers to achieve growth by using Turkey's supply chain and logistics advantages would be beneficial.

The Turkish construction and housing sector will continue to be one of the leading sectors of growing Turkey. When the demographic and economic developments are taken into consideration and compared with the world, it will be seen that the sector contains countless potential. Therefore, as the stability and dynamic structure continue both for our country and for the sector, the trend in the medium term will be in the direction of growth.

## Recommendations for the Construction and Real Estate Sector

The growth of the construction and real estate sector in a predictable and sustainable manner is vital both for the overall economy and the industry. Within this context, it is obvious that there is a need for both legal and institutional regulations. For this purpose, the things-to-do list can be summarized as follows:

- The establishment of an analysis-data center, where statistics regarding the real estate and related rights are kept and analyzed, is required. For better analysis of the real property investments and the market, more transparent and detailed data is essential. Such structure could be achieved through an autonomous structure with the participation of public organizations, professional associations and/or academic circles.
- The accomplishment of legal regulations for the completion of an infrastructure for the financial products based on real estates and for diversification of products would be appropriate. Besides, opening a market on securities and rights based on real estate within the BIST will ensure the

development of the secondary market required in this area.

- For this purpose, it would be appropriate to maintain an infrastructure that is capable of making securitization with mortgage systems available abroad and provide long-term low-interest loans to low income earners. Also, the fact of its being specialized in securitized real estate and becoming a market maker would be a gain for our economy.
- The country's economy as well as the industry and consumers are in need of a bank (such as Freddie Mac or Fannie Mae) that offers real mortgage loans by issuing long-term mortgage-backed securities, and that issues securities with its market maker feature.
- Making arrangements in accordance with the conditions and cases such as population density, infrastructure, earthquake, epidemic and other natural disasters as well as according to urbanization plans in the ongoing by
- Establishment of Infrastructure Real Estate Investment Trusts and maintaining incentives to the Municipalities regarding this issue, and activation of Agricultural Infrastructure REITs

- Making the necessary legal and administrative arrangements for the completion of the building construction not completed yet, especially as a result of financial distress of the contractors initiated urban transformation process, and for the elimination of the zoning/settlement problems
- Implementing a new comprehensive "Amnesty on Reconstruction/Housing", where the technical conditions are well planned and which has separate coverage for each zoning status
- Establishment of special cooperatives (or unions) for fulfilling the housing needs of medium income and medium-low income households
- Providing tax advantages to those who buy their first houses

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## On the US presidential election...

While writing these lines, the US election results were not yet certain. However, what was certain was that the Democratic Party continued to witness a decline as it could not produce anything new against the problems increasing each passing day, despite the economic and social disruption caused by the pandemic. Nothing has changed on the Republican Party and Trump side since the last election. Therefore, I think it would be better to analyze this election not over Trump, but over the Democrat Party & Biden, who has lost his energy and is likely to have health problems.

For quite a while, the Democratic Party has been far from reducing the negative impacts of globalization seen in some segments of the society, preferred to stay silent against the destabilizing effects of financial capital and failed to address the problems gradually faced by the workforce in the new industrial revolution. The fact that the party prefers to select a presidential nominee

within the party's privileged and status quo clique, who fails to say something new, instead of nominees who object to all corruption in the country poses a serious challenge not only for the United States but for the entire world. The approach of the political understanding represented by Trump for the increasing economic problems in developed and developing countries is primitive and risky. However, I believe it is equally risky for the opposing political view to take the power without producing any solution for a long time. The main reason is that I think it is highly probable that the political understanding to replace the government unable to solve the increasing problems of the world economy for four years would even be undesirable against the political approach represented by Trump.

In fact, we live in an era where we need to settle fundamental problems not only in the US but all over the world. The gradual decline of wage share in national income is the greatest barrier for low and middle income population to consume without borrowing. It is apparent that policies increasing household and private sector debts by providing liquidity to the system will not be able to permanently remedy the problem of demand deficit that has become increasingly noticeable on a global scale. It is not difficult to predict that the next crisis would go down in history as a global debt crisis, especially if the debts of developing countries are not restructured. Despite the fact that there is a lot of information and data supporting all such, the lack of efforts is as puzzling as the problem itself.

Moreover, the failure of parties representing social democracy which I tried to explain above to address the problem is not specific to the US only. Although the political approach based on marginalization and polarization provides a comfort zone for politicians in developed countries, such as France, in the short term, it paves

the way for a much more severe political atmosphere in the long term as it is far from dealing with the economic problems. In this respect, we are faced with a situation that brings to mind the political atmosphere of the world in the 1930s. After the Great Depression in 1929, the political parties which were unable to solve the structural problems in the economy left their place to right-wing extremism in the 1930s. We all know what happened in the aftermath. In order not to re-experience a similar nightmare, parties representing social democracy must put effective solution proposals on the table in the forthcoming period. Unfortunately, there are no signs yet, as in the US elections. This regrettably reminds me of the famous philosopher George Santayana's quote: "Those who cannot remember the past are condemned to repeat it."

Prof. Dr. Ümit Özlale

06 November 2020

## Annual Growth (TRY)



\*As chain volume index (2009=100)

#### Inflation



### Construction Sector **Growth Rate\***





## HOUSING

### Construction Permits



57.963 qty

142.7%

## Occupancy Permits



03'19 End 03'20 End 148.445 qty 153.305 qty

3,3%

## Housing Sales



359.677 qty

03'20 End 536.509 qty

03'20 **END** 

49%

## **SHOPPING MALLS**

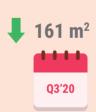
■ Total Stock

454 Shopping malls 13 million 376 thousand m<sup>2</sup> GLA **Under Project 32 shopping malls** 



Q3'20

Leasable Area Per 1.000 persons





03'20

**END** 

**Turnover Index** 

293

03'20

55

■ Visitor Index

## **TOURISM AND HOTEL**

#### Number of Total Visitors



3.2 million to Istanbul



**Tourism Revenue** 

2,9 billion \$ **Average Spending** Per Capita 649 \$



Q3'20

#### **Occupancy Rates**

**Istanbul Turkey** 



33,3%



## Unemployment Rate



#### **GDP**

#### 3 trillion 534 billion 638 million TRY



#### Exchange Rate Increase





## Housing Sales to Foreigners



03'20 End 



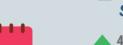




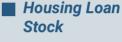
New Housing

**Price Index** 

0,08%



**SEP'20** 





48% increase 277 billion 343 million TRY



■ Monthly Interest 1,16% 1

Compound Interest 14,78%



## **LOGISTICS**

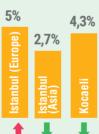


**Under Construction** 2.257.040 m<sup>2</sup>

**Under Project** 533.231 m<sup>2</sup>



Vacancy Rates



Leasing Transaction **Volume** 



**END** 

## **REITs**



**Number of REITs Trading** (Q3'20) 33 unit -



**REIT Market Value** (Q3'20) 42.986,90 million TRY



**Transaction Volume** (Q3'20) 284.217,91 million TRY

## **OFFICE**

Total Stock

6,46 million m<sup>2</sup>



Q3'20

Vacancy Rates

Leasing Transaction

90,869 m<sup>2</sup>

23,2%

**Volume** 



Primary Rent

27\$ / m<sup>2</sup> / month





## **REIFs**

#### **REIF Total Market Size**



03'19 5.449.822.918

03'20 6.970.116.701

\*Rates of change are given according to the same period of the previous year.



# Turkish Economy Recovered Quickly In 2020 Q3

Turkey's economy has made a strong recovery in Q3, after the second guarter's COVID-19-induced contraction. In 2020 Q3, calendar day and seasonally adjusted gross domestic product (GDP) grew by 15.6% compared to the previous period, while the annual growth of calendar day adjusted GDP was 6.5%. According to unadjusted data, annual growth in GDP was 6.7%, above the market average expectation of 5.5%. While the private sector consumption and investment spending were effective in this recovery, net foreign demand limited the growth. In terms of production, an overall increase was observed. As per these results, GDP grew by 0.5% in the January-September period of 2020 compared to the same period of 2019. The annualized GDP, which was US\$ 743.9 billion in 2020 Q2, fell to USD 736.10 billion in 2020 Q3. Forecasted data indicates that the recovery continues in October and November with the normalization process after May. Manufacturing industry PMI, which was 52.8 in September, was recorded as 53.9 in October and 51.4 in November. Likewise, the capacity utilization rate has gradually increased from 74.3% in September and reached 74.9% in October and 75.3% in November. However, with the effect of the ongoing pandemic, the upturn in expectations lost pace and sectoral confidence indices fell in November, pointing to a moderate slowdown.

Inflation continues its upward trend due to the capacity constraints caused by the exchange rate volatility and the normalization process, as well as the rapid increase in food prices. Annual inflation measured by consumer price index (CPI), which was 11.7% in September, increased to 11.9% and 14.0% in October and November, respectively. On the other hand, with the cost pressure caused by the developments in the exchange rate and international commodity prices, the domestic producer

price index (D-PPI) increased from 14.3% in September to 18.2% in October and 23.1% in November.

While the CBRT increased the policy rate upon the increasing risks in the inflation outlook, it decided to simplify the operational framework of the monetary policy. CBRT, not changing the interest rates in the October meeting, increased the weekly repo rate from 10.25% to 15.00% in the November meeting. In addition, it started to provide funding through weekly repo auctions. At the same time, the CBRT decided to simplify the reserve requirement system based on real credit growth and differentiated on a sectoral basis. In this context, the monetary transmission mechanism was supported in order to strengthen the fight against inflation by increasing the required reserves and tightening financial conditions. The Banking Regulation and Supervision Agency started to gradually lift the measures taken during the pandemic. Within this context, it has been decided to repeal the Asset Ratio (AR) calculation as of the end of the year. In addition, restrictions on transactions with non-residents have been eased.

The financial markets have recently been driven by positive developments on vaccines developed against COVID-19, increasing number of cases and macroeconomic data announced worldwide. While supportive economic policies have been maintained in advanced economies, the data announced indicated that the recovery in the global economy may have slowed down due to the increasing number of cases. In the meantime, the global risk appetite remains strong as uncertainties regarding the US election have settled down.

## Gross Domestic Product by Expenditures at Current Prices

| Year  | GDP<br>(million TRY) | Income per<br>Capita (TRY) | GDP<br>(million USD) | Income per<br>Capita (TRY) | Growth* (%) | Avarage rate<br>during the<br>year |
|-------|----------------------|----------------------------|----------------------|----------------------------|-------------|------------------------------------|
| 2014  | 2.054.898            | 26.624                     | 938.310              | 12.178                     | 4,90        | 2,19                               |
| 2015  | 2.350.941            | 30.056                     | 861.467              | 11.085                     | 6,10        | 2,73                               |
| 2016  | 2.626.560            | 33.131                     | 862.744              | 10.964                     | 3,30        | 3,04                               |
| 2017  | 3.133.704            | 39.019                     | 852.618              | 10.696                     | 7,50        | 3,68                               |
| 2018  | 3.758.316            | 46.167                     | 789.043              | 9.792                      | 3,00        | 4,76                               |
| 2019  | 4.320.191            | 52.316                     | 753.693              | 9.213                      | 0,90        | 6                                  |
| 2020* | 3.534.638            | -                          | 527.133              | -                          | 1,30        | 6,71                               |

First quarterly estimate of Gross Domestic Product of 2020 Q3, with chain volume index, grew by 6.7% compared to the same quarter of the previous year.

Cumulatively, as of the end of Q3, it grew by 0.5% compared to the same period of the previous year as the chain volume index (2009=100)

Source: TurkStat \*End of Q2

\*\*Chain Volume Index (2009=100)

## Annual Inflation\*

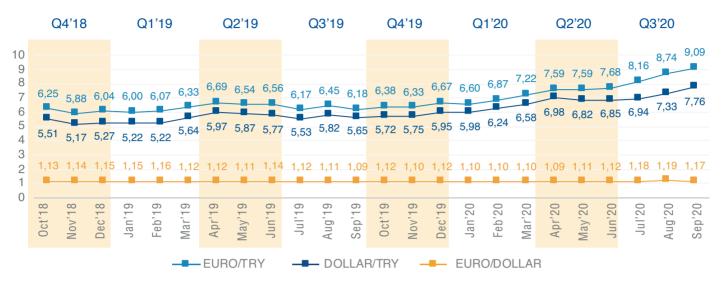


Consumer Price Index (CPI) increased by 11.75% on annual basis and 0.97% monthly in September. CPI increased by 0.97% in September compared to the previous month, 8.33% compared to December of the previous year, 11.75% compared to the same month of the previous year and 11.47% on the twelve months moving average basis.

Source: TurkStat

\*Change according to the same month of the previous year

## Exchange Rate\*



The US Dollar, which closed 2020 Q2 with 6.85, rose to 7.76 in September 2020 and the Euro rose to 9.09 in September 2020, which closed Q2 with 7.68.

Source: CBRT
\*By the last day of each month

## Comparison of Investment Instruments (%)

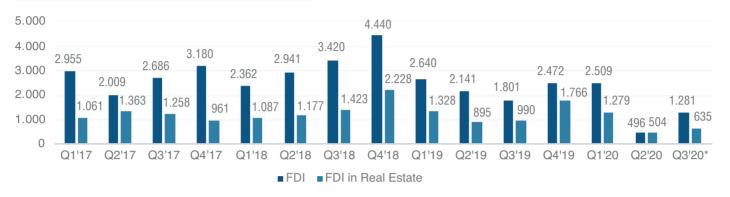
| Period | TR-81<br>REIDIN* | REIDIN<br>GYODER<br>New House<br>Price Index** | Deposit<br>Rate | BIST 100<br>Index | USD   | Euro   | Gold<br>(Bullion) | Goverment<br>Debt<br>Securities |
|--------|------------------|--|-----------------|-------------------|-------|--------|-------------------|---------------------------------|
| Q2'16  | 1,95             | 0,41   | 2,63            | 0,77              | 1,66  | 1,42   | 6,14              | 2,38                            |
| Q3'16  | 1,08             | -0,41  | 2,59            | -1,31             | 17,92 | 10,98  | 2,63              | -2,49                           |
| Q4'16  | 2,34             | 1,12   | 2,56            | 3,53              | 22    | 17,47  | 14,4              | -2,44                           |
| Q1'17  | 3,14             | 1,22   | 2,55            | 17,5              | 4,97  | 6,35   | 11,77             | 2,38                            |
| Q2'17  | 3,08             | 0,86   | 2,62            | 10,27             | -4,06 | 0,84   | -1,44             | 4,46                            |
| Q3'17  | 2,33             | 1,03   | 3,03            | 7,16              | -1,26 | 4,78   | 2,68              | 1,61                            |
| Q4'17  | 2,76             | 0,85   | 3,08            | 3,11              | 10,53 | 9,78   | 6,55              | -1,84                           |
| Q1'18  | 2,55             | 0,90   | 3,18            | 6,58              | 1,25  | 5,51   | 5,93              | 2,08                            |
| Q2'18  | 1,73             | 0,78   | 3,27            | -17,83            | 19,15 | 12,82  | 14,76             | -6,29                           |
| Q3'18  | 0,82             | 0,50   | 3,79            | -0,41             | 36,84 | 36,59  | 28,06             | -8,12                           |
| Q4'18  | 0,58             | 0,77   | 5,26            | -3,81             | -16,2 | -18,17 | -12,18            | 15,4                            |
| Q1'19  | 0,97             | 0,27   | 5,53            | 9,89              | 2,72  | 2,04   | 7,03              | 5,81                            |
| Q2'19  | 1,97             | 0,92   | 4,79            | -7,25             | 6,4   | 6,28   | 11,35             | 1,81                            |
| Q3'19  | 2,01             | 0,38   | 5,31            | 8,3               | -1,74 | -4,23  | 8,6               | 12,9                            |
| Q4'19  | 3,07             | 1,34   | 3,92            | 9,18              | 2,49  | 3,44   | 0,68              | 9,40                            |
| Q1'20  | 2,61             | 2,43   | 2,63            | -13,90            | 8,27  | 7,82   | 16,10             | 2,61                            |
| Q2'20  | 5,52             | 2,06   | 2,36            | 17,11             | 7,58  | 9,45   | 17,49             | 5,89                            |
| Q3'20  | 8,92             | 2,12   | 1,93            | -1,09             | 10,53 | 15,79  | 22,91             | -2,20                           |

When the housing price increase as well as the increase and return performance of financial investment instruments in the 2020 Q3 are analyzed, -2.20% return was observed in Government Debt Securities and 22.91% in Bullion. During this quarter, there were also gains in US Dollar and Euro.

Source:REIDIN and TurkStat
\*REIDIN Turkey Residential Property Price
Index (81 province average)
\*\*REIDIN-GYODER New Home Price
Index is calculated on 70 projects and
with a monthly average number of 22.500
properties presented by 34 developers.

## Foreign Direct Investment Inflow

## Foreign Direct Investment (million USD)



At the end of August 2020, net foreign direct investment inflow (actual inflow) was realized as US\$ 4.286 million. Compared to the investment inflow of US\$ 6.396 million in the same period of 2019, a 33% decrease was recorded in 2020.

Source: The Ministry of Treasury and Finance \*Data of 2020 July - August

### Foreign Direct Investment (million USD)



Source: The Ministry of Treasury and Finance \*End of August 2019-2020

## Age 15+ Unemployment\*

## Monthly Average (%)

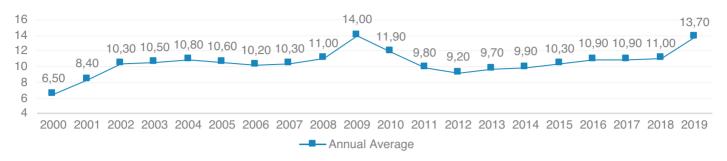
| Jun'19 | Jul'19 | Aug'19 | Sep'19 | Oct'19 | Nov'19 | Dec'19 | Jan'20 | Feb'20 | Mar'20 | Apr'20 | May'20 | Jun'20 | Jul'20 | Aug'20 |
|--------|--------|--------|--------|--------|--------|--------|--------|--------|--------|--------|--------|--------|--------|--------|
| 13,00  | 13,90  | 14,00  | 13,80  | 13,40  | 13,30  | 13,70  | 13,80  | 13,60  | 13,20  | 12,80  | 12,90  | 13,40  | 13,40  | 13,20  |

The number of unemployed of aged 15 and above in overall Turkey in August 2020 decreased by 456 thousand compared to the same period of the previous year and fell to 4 million 194 thousand. The unemployment rate fell 0.2 percentage point to 13.2%.

Source: TurkStat

\*Labour Force Status (Seasonally-adjusted)

## Annual Average



Source: TurkStat

\*Labour Force Status (Seasonally-adjusted)

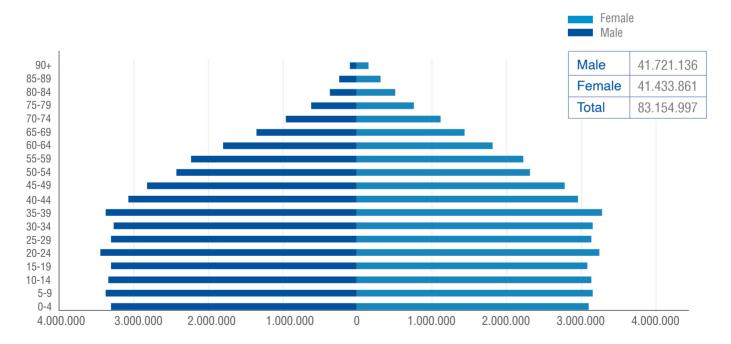
## Population Growth in Major Cities (thousand)

|          | 2015   | 2016   | 2017   | 2018   | 2019   |
|----------|--------|--------|--------|--------|--------|
| Istanbul | 14.657 | 14.804 | 15.029 | 15.068 | 15.519 |
| Ankara   | 5.271  | 5.347  | 5.445  | 5.504  | 5.639  |
| Izmir    | 4.168  | 4.224  | 4.279  | 4.321  | 4.367  |
| Bursa    | 2.843  | 2.901  | 2.936  | 2.995  | 3.056  |
| Antalya  | 2.288  | 2.329  | 2.364  | 2.426  | 2.512  |

Source: TurkStat

The population of Istanbul increased by 451 thousand 543 compared to the previous year and was recorded as 15.519.267. Population growth in metropolitans indicates that the demand for the housing sector will continue to increase.

## Population by Age Group and Gender, 2019



The active population rate of 15-64 ages (working age population) increased to 67.8% in 2019. The population rate of aged 65 and over rose to 9.1% from 7.1%.

Source: TurkStat

## Expectation and Confidence Index



| Expectation Index |      | Confidence<br>Index |
|-------------------|------|---------------------|
|                   | 2020 |                     |
|                   | 2019 |                     |
|                   | 2018 |                     |
|                   | 2017 |                     |

The Expectation Index reached 105.3 points with a growth by 6.5% and the Confidence Index reached 88.05 points with 59% increase at the end of in 2020 Q3.

Source: CBRT

# Share of Construction Received from the GDP by Production Approach at Current Prices

## Share in GDP (%) – grow rate – ( on Annual Basis)



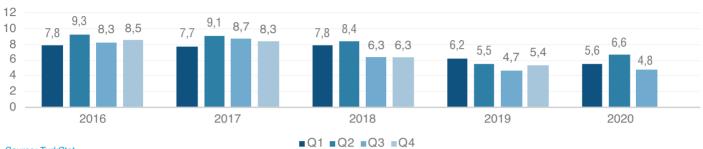
The construction sector's share of GDP with production method at current prices on annual basis was 4.8% as of 2020 Q3. During the same period, while the construction sector grew by 25.3%, the growth rate of real estate activities was 11.5%. GDP, on the other hand, increased by 22.6% and reached TRY 1 trillion 419 billion 483 million.

Source: TurkStat \*End of 2020 Q3

\*\*Figures for 2013 and before were updated.

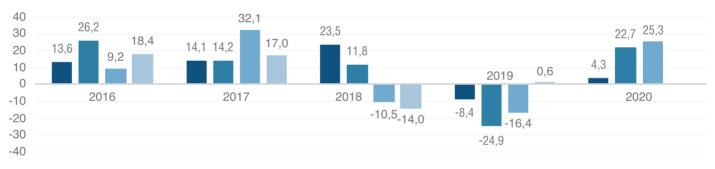
# Share of Construction Received from the GDP by Production Approach at Current Prices

### Share in GDP on Quarter Basis (%)



Source: TurkStat

## Growth on Quarter Basis (%)\*



■Q1 ■Q2 ■Q3 ■Q4

Source: TurkStat

\*Comparison with the same period of the previous year.

\*\* Previous period figures have been updated.

## Construction Sector - National Income Growth Figures Comparison (%)\*



Source: TurkStat

\*Comparison with the same period of the previous year.



# Housing Sales Hit The Highest Level On A Quarterly Basis With An Increase Of 49% Compared To The Same Period Of The Previous Year And Reached 536.509 Units

In 2020 Q3, housing sales increased by almost 49% compared to the same period of the previous year and hit the highest level on a quarterly basis with 536.509 units. The highest rate of increase with 26.22% was observed in house prices as of August. The interest rates that were low due to the housing loan campaign launched by the public banks as of June had a positive impact on housing sales and housing price increases in July and August. Then there was a substantial increase in interest rates as of September and a 6.92% fall was recorded in sales compared to the same month of the previous year.

In 2020 Q3, first-hand sales decreased by 23.3% and second-hand sales increased by 64.0% compared to the same period of the previous year. The ratio of the first-hand sales in total sales decreased compared to the previous quarter and realized as 30.1%, which is the lowest level in the data set on a quarterly basis.

Mortgage sales reached 242.316 units with an increase of 130.7% compared to the same period of the previous

year due to the decline in housing loan interest rates, and hit the highest level on a quarterly basis, similar to the total housing sales. Other sales increased by 15.5% compared to the same period of the previous year and reached 294.193 units.

Meeting the financing needs with low interest rates owing to the housing loan campaign continued the upward trend in housing prices as in Q3, and an annual increase of 12.9% was recorded in real terms as of August.

Sales to foreigners increased by 259.2% compared to the previous period and 11.903 houses were sold to foreigners in the third quarter. The share of sales to foreigners in total sales increased and was recorded as 2.2%. In housing sales to foreigners in Q3, Istanbul ranked first with a share of 42.5%, while Antalya was the second with a share of 20.3%.

## Building Permits Statistics and Percantage Changes

#### Building Inventory Data

| Year | Housing Stock | Rate of<br>Change |
|------|---------------|-------------------|
| 2013 | 24.803.909    | -                 |
| 2014 | 28.252.598    | 14%               |
| 2015 | 28.727.506    | 2%                |
| 2016 | 29.340.118    | 2%                |
| 2017 | 32.802.435    | 12%               |
| 2018 | 35.040.843    | 7%                |
| 2019 | 38.801.537    | 11%               |

In the first 9 months of 2020, the building permits increased by 73.7% on the basis of number of buildings, 58.1% on the basis of area, 76.1% on the basis of value and 97.9% on the basis of number of apartments, compared to the previous year.

In the first 9 months of 2020, occupancy permits granted by the municipalities decreased by 23.5% on the basis of number of buildings, 22.8% on the basis of area, 15.3% on the basis of value, 22.3% on the basis of number of apartments, compared to the previous year.

Source: TurkStat

#### Surface Area (million m<sup>2</sup>)



Source: TurkStat

#### Number of Flats (thousands)



Source: TurkStat

## Housing Sales on Quarterly Basis (number)

|            | First<br>Sale | Second Hand<br>Sale | Total<br>Sales | Mortgaged<br>Sales |
|------------|---------------|---------------------|----------------|--------------------|
| Q1'16      | 139.860       | 163.604             | 303.464        | 95.861             |
| Q2'16      | 152.305       | 175.030             | 327.335        | 105.223            |
| Q3'16      | 142.585       | 162.427             | 305.012        | 102.297            |
| Q4'16      | 196.936       | 208.706             | 405.642        | 146.127            |
| 2016 Total | 631.686       | 709.767             | 1.341.453      | 449.508            |
| Q1'17      | 145.826       | 179.954             | 325.780        | 125.093            |
| Q2'17      | 150.397       | 178.186             | 328.583        | 120.282            |
| Q3'17      | 180.466       | 195.899             | 376.365        | 117.852            |
| Q4'17      | 183.009       | 195.577             | 378.586        | 109.872            |
| 2017 Total | 659.698       | 749.616             | 1.409.314      | 473.099            |
| Q1'18      | 138.777       | 165.100             | 303.877        | 89.380             |
| Q2'18      | 160.100       | 182.055             | 342.155        | 112.425            |
| Q3'18      | 167.198       | 189.161             | 356.359        | 54.478             |
| Q4'18      | 185.497       | 187.510             | 373.007        | 20.537             |
| 2018 Total | 651.572       | 723.826             | 1.375.398      | 276.820            |
| Q1'19      | 107.859       | 148.574             | 256.433        | 38.189             |
| Q2'19      | 98.295        | 151.068             | 249.363        | 44.696             |
| Q3'19      | 130.958       | 228.719             | 359.677        | 105.023            |
| Q4'19      | 174.570       | 308.686             | 483.256        | 144.600            |
| 2019 Total | 511.682       | 837.047             | 1.348.729      | 332.508            |
| Q1'20      | 107.432       | 233.606             | 341.038        | 129.299            |
| Q2'20      | 90.340        | 193.391             | 283.731        | 137.075            |
| Q3'20      | 161.436       | 375.073             | 536.509        | 242.316            |

| Share of Mortgage Sales<br>in Total Housing Sales<br>(%) |
|--|
| 31,6   |
| 32,1   |
| 33,5   |
| 36,0   |
| 33,5   |
| 38,4   |
| 36,6   |
| 31,3   |
| 29,0   |
| 33,6   |
| 29,4   |
| 32,9   |
| 15,3   |
| 5,5  |
| 20,1   |
| 14,9   |
| 17,9   |
| 29,2   |
| 29,9   |
| 24,7   |
| 37,9   |
| 48,3   |
| 45,2   |

Housing sales in Turkey fell by 6.9% in September 2020 compared to the same month of the previous year and was recorded as 136.744.

Source: TurkStat

First Sale: The first sale of a housing by producer or by people making an agreement with the producer in return for a flat. Second hand sale: Resale of the housing by the person obtaining the house from first sale.

## Housing Sales on Annualy Basis (number)



In September 2020, first-hand housing sales fell by 19.5% compared to the same month of the previous year and was recorded as 41.376. The second-hand sales decreased by 0.1% in September 2020 compared to the same month of the previous year and fell down to 95.368.

Source: TurkSta

First Sale: The first sale of a housing by producer or by people making an agreement with the producer in return for a flat. Second hand sale: Resale of the housing by the person obtaining the house from first sale.

#### Mortgage Housing Sales

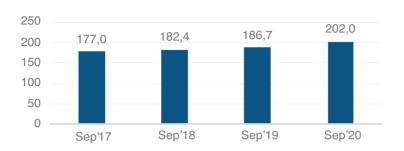


Mortgaged sales decreased by 38.5% in September 2020 compared to the same month of the previous year and was recorded as 35.576. The share of mortgaged sales in total sales was recorded as 26%.

Source: TurkStat

## Housing Price Indexes (Country-wide)

#### REIDIN GYODER New Home Price Index (January 2010=100)\*



Index Value:
September 2020

202,0

Annual Nominal
Change (%)

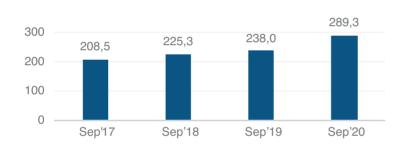
Nominal Change According
to Start Period

8,19%

Monthly Nominal
Change (%)

102,00%

#### REIDIN Turkey Residential Property Price Index (January 2012=100)\*\*



Index Value:
September 2020

289,3

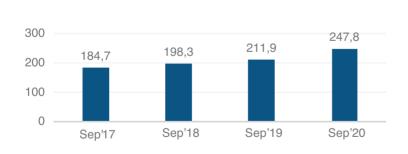
Annual Nominal
Change (%)

Nominal Change According
to Start Period

21,55%

189,30%

## REIDIN Residential Rent Value Index (Ocak 2012=100)\*\*



Index Value:
September 2020

247,8

Annual Nominal
Change (%)

Nominal Change According
to Start Period

16,94%

Monthly Nominal
Change (%)

1,77%

Nominal Change According
to Start Period

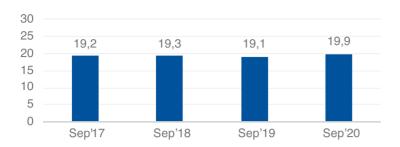
According to the REIDIN-GYODER New Housing Price Index, there was a price increase of 0.35% in September 2020 compared to the previous month and of 8.19% compared to the same period of the previous year.

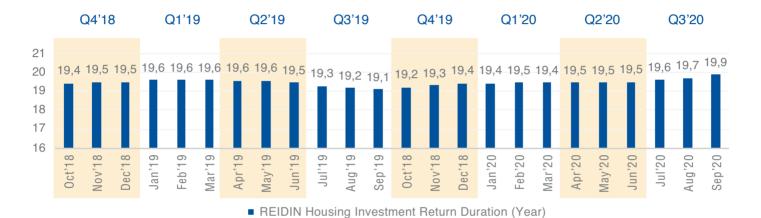
Source: REIDIN

<sup>\*</sup>REIDIN-GYODER New Home Price Index is calculated on 70 projects and with a monthly average number of 22.500 properties presented by 34 developers.

<sup>\*\*</sup>REIDIN Turkey Residential Property Price Index (81 province average)

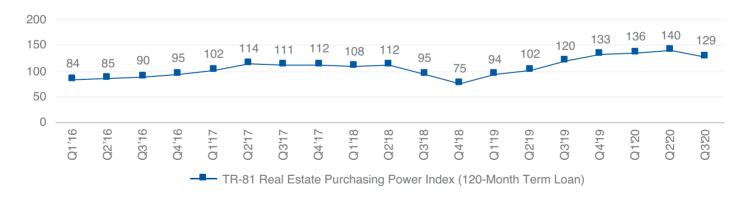
#### REIDIN Home Return on Investment Time (Year)\*\*





Source: REIDIN
\*REIDIN Turkey Residential Property Price Index (81 province average)

## Real Estate Purchasing Power Index (120-Month Term Loan)



Housing Purchasing Power Index Turkey average decreased by 8.3% compared to the previous quarter, increased by 7.5% compared to the same quarter of the previous year and was announced as 129 in 2020 Q3.

\*It is an important economic indicator that measures whether a family lives in any 81 cities of Turkey with an average income can own a house by using a 120-month term housing loan or not. The index values of 100 and above indicate that one can own a house by using a 120-month term loan with the existing interest rate; values below 100 indicate that a family cannot own a house by using a housing loan under current financial terms.

Source: REIDIN

#### Real Estate Confidence Index



Source: REIDIN
\*Rate of Increase given according to previous quarter



Source: REIDIN
\*Rate of Increase given according to previous quarter

The Confidence Index was measured as 59.5 in 2020 Q4 and the average of the recent one year was announced as 73.2. The Price Expectation Index was measured as 94.7 in the same period and the average of the recent one year was announced as 98.7.

## Branded Housing Projects Indicators

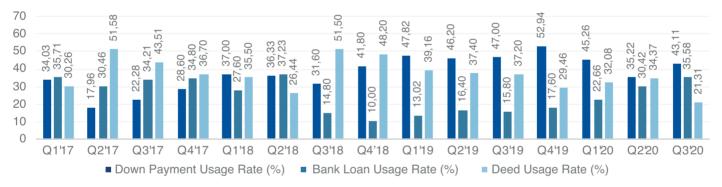
#### Housing Sales to Foreigners



In 2020 Q3, consumers purchased houses from branded housing projects mostly preferred to use down payment from the options of down payment, promissory note and bank loan. The rate of destocking in 2020 Q3 was 9.66%, and 6.86% of the branded housing sales were made to foreign investors.

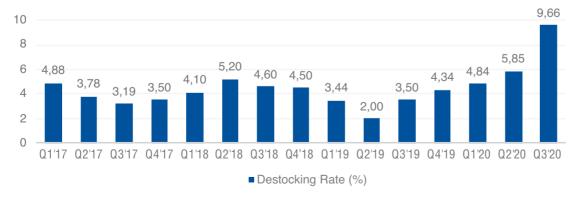
Source: REIDIN

#### Payment Methods



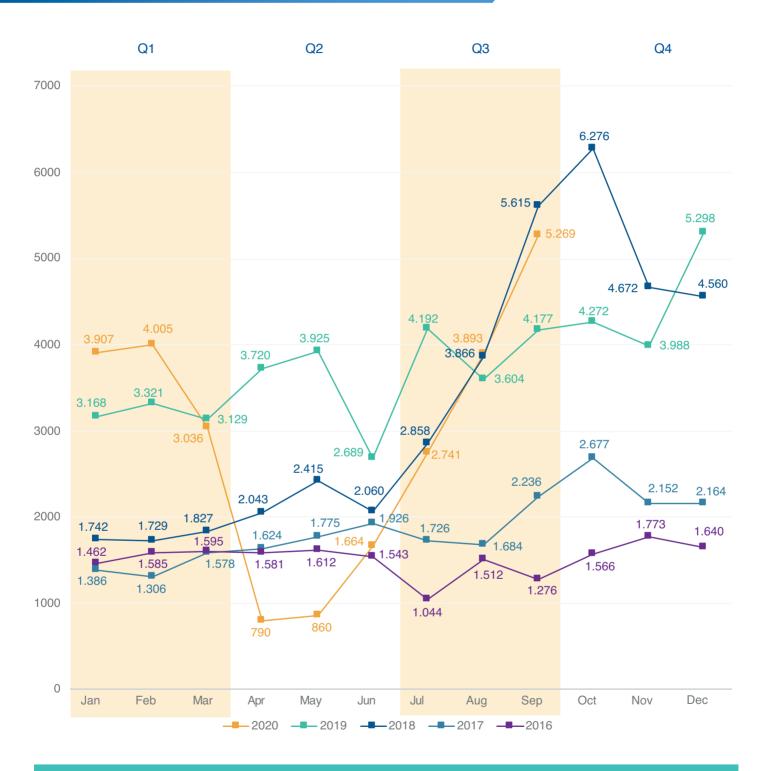
Source: REIDIN

## Destocking Rate



Source: REIDIN

## Number of House Sales to Foreigners in Turkey



The number of housing sales to foreigners was recorded as 11.903 as of the end of 2020 Q3, with a decline of 0.6% compared to the same period of the previous year.

Source: TurkStat

## Top 10 Cities Preferred by Foreigners for Housing Purchase



In 2020 Q3, the most preferred province by foreigners in real estate investments was Istanbul. When we examine all kinds of real estate investments of foreigners made in Turkey in 2019 and 2020, 8% decrease was recorded at the end of 2020 Q3 on the basis of number of real estates compared to the same period of 2019.

Q3'20 Q3'19

| <b>Q3'20 Ranking</b><br>(Q3'19 Ranking) | First 10<br>Cities                            | Total Number of<br>Real Estates | Total Number of<br>Real Estates |
|---|---|---------------------------------|---------------------------------|
| 1(1)                                    | Istanbul                                      | 14.428                          | 15.653                          |
| 2(2)                                    | Antalya                                       | 5.455                           | 5.992                           |
| 3(3)                                    | Ankara  | 1.957                           | 1.735                           |
| 4(4)                                    | Bursa   | 1.046                           | 1.726                           |
| 5(5)                                    | Yalova  | 919                             | 1.292                           |
| 6(8) ↑                                  | Mersin  | 888                             | 631                             |
| 7(10)                                   | Izmir   | 705                             | 580                             |
| 8(7) 👃                                  | Muğla   | 674                             | 773                             |
| 9(6) 🔱                                  | Sakarya                                       | 633                             | 942                             |
| 10(-)                                   | Samsun  | 569                             | 529                             |
| - (9)                                   | Trabzon                                       | 363                             | 615                             |
|   | Other   | 2.864                           | 2.849                           |
|   | Total   | 30.501                          | 33.317                          |
|   | Total Citizenship Acquisition                 | 6.941                           | 6.868                           |
|   | Citizenship Acquisition<br>Share in Total (%) | 22,8                            | 20,6                            |

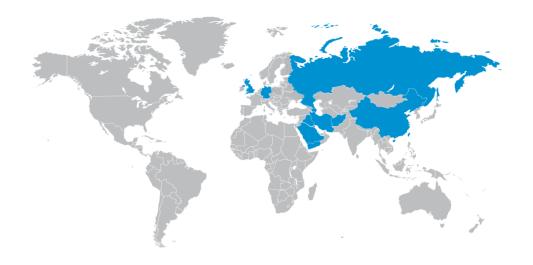
Source: General Directorate of Land Registers Department of Foreign Affairs

\*End of 2020 Q3

<sup>\*</sup>Figures include all real estate sales.

## Top Ten Countries Preferring to Purchase Housing from Turkey\*

When we examine all kinds of real estate investments of foreigners made in Turkey, we China took part in top 10 countries that preferred Turkey in 2020 Q3, different from the same period of 2019.



Q3'20 Q3'19

| Q3'20 Ranking<br>(Q3'19 Ranking) | First 10 Countries<br>Citizen                   | Total Number of<br>Real Estates | Total Number of<br>Real Estates |
|----------------------------------|---|---------------------------------|---------------------------------|
| 1 (2) \uparrow                   | Iranian   | 5.165                           | 3.487                           |
| 2 (1) 🔱                          | Iraq  | 4.503                           | 5.364                           |
| 3 (3)                            | Russian Federation                              | 2.050                           | 1.936                           |
| 4 (6) 🔨                          | Afghanistan                                     | 1.679                           | 1.458                           |
| 5 (7) 🔨                          | Germany   | 1.115                           | 1.381                           |
| 6 (-)                            | Azerbaijan                                      | 1.007                           | 876                             |
| 7 (9) \uparrow                   | Yemen   | 930                             | 1.142                           |
| 8 (-)                            | China   | 899                             | 334                             |
| 9 (8) 🔱                          | Jordan  | 877                             | 1.309                           |
| 10 (10)                          | England   | 849                             | 988                             |
| - (4)                            | Saudi Arabia                                    | 566                             | 1.839                           |
| - (5)                            | Kuwait  | 818                             | 1.491                           |
|                                  | Other   | 10.495                          | 12.109                          |
|                                  | Total   | 30.953                          | 33.714                          |
|                                  | Gulf Countries                                  | 11.592                          | 13.162                          |
|                                  | Ratio of Gulf Countries in Total<br>Investments | 37,5                            | 39                              |

Source: General Directorate of Land Registers Department of Foreign Affairs

<sup>\*</sup>Figures include all real estate sales. \*\*End of 2020 Q3

<sup>\*\*\*</sup>Ülke uyruklarına göre toplam taşınmaz satış sayıları farklı uyrukluların aynı taşınmazı alabilmesinden dolayı yabancılara yapılan toplam satıştan daha yüksek çıkabilmektedir.



# At The End Of September 2020, The Volume Of Housing Loans Was Try 277 Billion

The downward trend in housing loan interest rate in July 2019 started to reverse as of the end of August 2020. The housing loan interest rate, which was recorded as 0.75% at the beginning of August 2020, rose to 1.17% in October 2020. Likewise, the annual interest rate that started to fall at the beginning of July 2019 and decreased to 9.22% as of August 2020 rose to 15.04% at the end of October 2020.

At the end of September 2020, the volume of housing loans was TRY 277 billion. While the share of public deposit banks in the total housing loan volume was 54.7% in September 2019, it increased to 63.3% in September 2020. In September 2020, the share of domestic private banks decreased from 22.9% to

16.50%, and the share of foreign deposit banks from 16.2% to 11.2%, compared to the same period of the previous year. While the ratio of non-performing housing loans to total housing loans shown an upward trend since the beginning of September 2018, the downward trend started as of October 2019 and was recorded as 0.36% as of September 2020.

The total volume of consumer loans was TRY 664.5 billion in September. The share of housing loans in total consumer loans that was 44.2% in September 2019 fell to 41.7% with 2.5 points decrease as of September 2020. While the total of the loans was around TRY 3.55 trillion, the share of personal loans in total loans was 22.5%. This rate was around 21.3% in September 2019.

## Mortgage Extension

| Period                                     | Q3'17   | Q4'17   | Q1'18  | Q2'18   | Q3'18  | Q4'18  | Q1'19  | Q2'19  | Q3'19   | Q4'19   | Q1'20   | Q2'20   |
|--|---------|---------|--------|---------|--------|--------|--------|--------|---------|---------|---------|---------|
| Total Credit<br>Extension<br>(million TRY) | 16.343  | 15.501  | 12.713 | 17.303  | 7.368  | 1.837  | 5.920  | 6.790  | 18.216  | 25.075  | 24.089  | 33.230  |
| Credit Extension Figure (number)           | 123.674 | 112.592 | 90.788 | 119.714 | 54.734 | 16.637 | 42.379 | 46.789 | 113.120 | 147.731 | 127.574 | 151.445 |

#### Average Mortgage Loan Amount (thousand TRY)

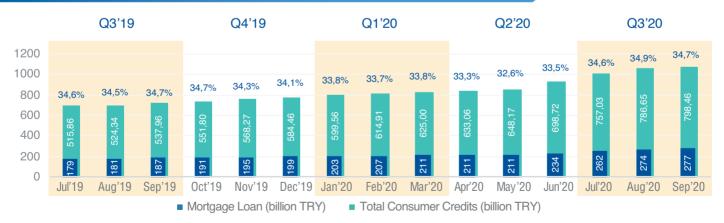


Average Mortgage Loan Amount (thousand TRY/number)

The amount of housing loans used in the 2020 Q2 reached TRY 33.230 million. The average loan amount provided in 2020 Q2 was recorded as TRY 219.000.

Source: The Banks Association of Turkey

## Mortgage Loan - Total Consumer Credits Comparison



The share of housing loans in personal loans was 34.7% in September 2020, remaining at the same level in the same month of the previous year.

Source: Banking Regulation And Supervison Agency

## Mortgage Loan Interest Rate (%)



As of September 2020, monthly interest rate on housing loans was 1.16% and compound annual interest rate was 14.78%.

Source: Central Bank of Turkey

## Distribution of Mortgage Loan According to Banks

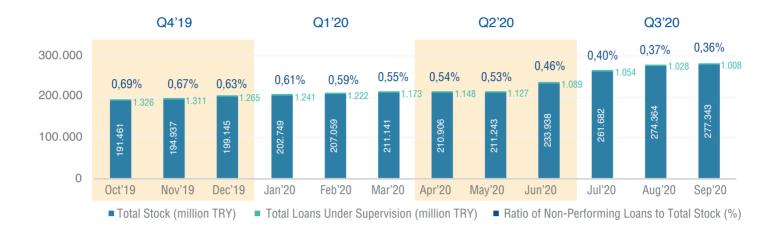
| Distribution of<br>Sector in General   | Number of<br>Banks | Sector<br>Shares | Distribution of<br>Mortgage Loan Volume<br>(billion TRY)* |
|--|--------------------|------------------|---|
| Total Banking<br>Sector                | 51                 | 100,0%           | 277.343   |
| Total Deposit<br>Banks                 | 32                 | 91,8%            | 252.284   |
| Public Deposit<br>Money Banks          | 3                  | 60,1%            | 175.443   |
| Private Deposit<br>Banks               | 8                  | 18,8%            | 45.764  |
| Deposit Banks with<br>Foreign Partners | 21                 | 13,0%            | 31.077  |
| Development and Investment Banks       | 13                 | 0,0%             | 1   |
| Participation Banks                    | 6                  | 8,2%             | 25.058  |

The total housing loan volume was around TRY 277 billion 343 million as of September 2020.

Source: Banking Regulation And Supervison Agency
\*The latest published data are the data of BDDK 2020 September.

<sup>\*\*</sup>The number of participation banks increased to 6 with Türkiye Emlak Katılım Bankası A.Ş. upon the official authorization received on February 27, 2019.

## Mortgage Loan Stock and Non-performing Loan\*

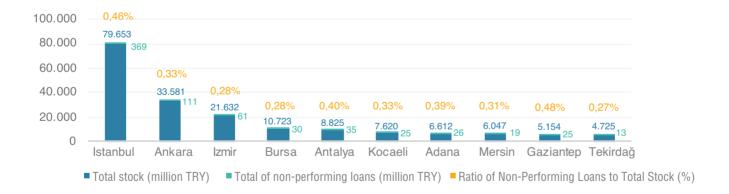


The share of nonperforming loans in total housing loans was recorded as 0.36% as of September 2020.

Source: Banking Regulation And Supervison Agency
\*Cumulative total of Mortgage Loan Stock and Non-performing Loan

# Top 10 Cities Used Housing Loans





As of the end of 2020 Q2, Istanbul was the city where the housing loans are mostly used in total housing loans with 28.6%. Istanbul was followed by Ankara with 12.1% and Izmir with 7.8%.

Source: BRSA-FinTürk

\*End of 2020 Q3

<sup>\*\*</sup>Cumulative total of Mortgage Loan Stock and Non-performing Loan



# The Transaction Volume Increased More Than Twice Compared To The Previous Quarter And By 15% Compared To The Same Period Of The Previous Year.

At the end of Q3, the general supply in Istanbul office market remained at the same level, which was 6.46 million m<sup>2</sup>. On the other hand, the supply issue will be reclassified in line with the requirement of qualified and modern infrastructure building solutions for healthy and safe workspaces. While the lease transactions in Q3 were recorded nearly as 90.869 m², the lease transactions were 223.000 m2 in total as of the end of September. The transaction volume in Q3 increased more than twice compared to the previous quarter, upon the finalization of the main ongoing agreements, and by 15% compared to the same period of the previous year. While new lease agreements constituted the majority of the lease transactions (75% in number) and more than half on square meter basis, the remaining leasing activities were realized through renewal agreements.

In Q3, 42.4% of the agreements on square meter basis were made in the Central Business Area (MIA) with a slight decrease compared to the previous quarter. 38.4% was realized in the Anatolian side and 19.2% in the European side, other than the MIA, showing an increase compared to the previous quarter. In addition, Q3 lease agreements consisted of larger transactions per square meter compared to the previous quarter and high-volume leases remained between 3.000 and 12.000 square meters, as recorded in 2020 Q1. Besides at the end of H1, the vacancy rate fell slightly overall and realized as 23.2%.

Short-term solutions for social distancing practices at workplaces have been mostly maintained in many organizations. In the next period, long-term solutions for organizations will emerge with workplaces reshaped around health, efficiency and cost optimization efforts in which the fundamental principle is flexibility, and it is expected that such long-term solutions will be the driving force of the office market in Q4 and at the beginning of next year.

For achieving the highest level of efficiency, organizations have to create an essential balance between productivity and telework management, in line with the new normal. In order to achieve this, physical office spaces will continue to be indispensable, and changes towards the functionality of areas that offer more collaborative and social opportunities are expected. With a total workplace ecosystem, companies will be expected to provide employees with at least a certain level of employment from any location, and instead of a sole central office, it is projected that appropriate satellite offices will come to the fore in the medium term, depending on the employees' residential density, especially for organizations with large workforce.

In addition, office building supply will be reclassified by determining high quality buildings with modern and qualified infrastructure in line with the necessity of healthy and safe workplaces.

As anticipated, leasing demand increased in Q3, mainly due to the termination of ongoing agreements. On the other hand, the significant rise in the exchange rate, especially from this quarter on, will continue to have an impact on landlords as well as leasing activities. Additionally, the environment in favor of the tenant will continue in the medium term. Investment activities in the office market are expected to gain momentum soon with opportunistic buyers along with the repricing.

# Istanbul Office Market by Regions

|                             | Q3'19                     |                     |                                 |                           | Q2'20               |                                 |                           | Q3'20               |                                 |  |
|-----------------------------|---------------------------|---------------------|---------------------------------|---------------------------|---------------------|---------------------------------|---------------------------|---------------------|---------------------------------|--|
| European<br>Side            | Stock<br>(thousand<br>m²) | Vacancy<br>Rate (%) | Prime Rent<br>(\$/m²/<br>month) | Stock<br>(thousand<br>m²) | Vacancy<br>Rate (%) | Prime Rent<br>(\$/m²/<br>month) | Stock<br>(thousand<br>m²) | Vacancy<br>Rate (%) | Prime Rent<br>(\$/m²/<br>month) |  |
| Levent - Etiler             | 879                       | 19,3                | 32                              | 881                       | 18,3                | 30                              | 881                       | 19,8                | 27                              |  |
| Maslak                      | 891                       | 23,0                | 19                              | 891                       | 20,6                | 18                              | 891                       | 19,3                | 16                              |  |
| Z.Kuyu - Şişli Line         | 539                       | 14,8                | 19                              | 539                       | 14,8                | 18                              | 539                       | 11,4                | 16                              |  |
| Taksim and surrounding area | 187                       | 31,5                | 13                              | 187                       | 22,2                | 12                              | 187                       | 23,1                | 11                              |  |
| Kağıthane                   | 292                       | 34,2                | 13                              | 302                       | 40,7                | 12                              | 302                       | 40,2                | 11                              |  |
| Beşiktaş*                   | 103                       | 13,0                | 13                              | 103                       | 14,1                | 12                              | 103                       | 14,5                | 11                              |  |
| Western Istanbul**          | 829                       | 6,7                 | 10                              | 829                       | 4,9                 | 9                               | 829                       | 4,9                 | 7                               |  |
| Cendere - Seyrantepe        | 422                       | 72,4                | 13                              | 422                       | 77,9                | 12                              | 422                       | 75,7                | 9                               |  |
| Anatolian<br>Side           | Stock<br>(thousand<br>m²) | Vacancy<br>Rate (%) | Prime Rent<br>(\$/m²/<br>month) | Stock<br>(thousand<br>m²) | Vacancy<br>Rate (%) | Prime Rent<br>(\$/m²/<br>month) | Stock<br>(thousand<br>m²) | Vacancy<br>Rate (%) | Prime Rent<br>(\$/m²/<br>month) |  |
| Kavacık                     | 105                       | 29,4                | 13                              | 105                       | 19,8                | 12                              | 105                       | 18,5                | 11                              |  |
| Umraniye                    | 753                       | 16,3                | 16                              | 753                       | 13,5                | 14                              | 753                       | 13,7                | 13                              |  |
| Altunizade                  | 84                        | 29,4                | 16                              | 84                        | 30,5                | 14                              | 84                        | 30,5                | 13                              |  |
| Kozyatağı***                | 789                       | 37,7                | 22                              | 789                       | 31,6                | 21                              | 789                       | 31,8                | 18                              |  |
| Eastern Istanbul****        | 583                       | 29,6                | 9                               | 583                       | 28,2                | 8                               | 583                       | 30,5                | 8                               |  |

In 2020 Q3, the overall supply was 6.46 million m2, remained at the same level as in the previous quarter. The leasing transactions were recorded as 90.869 m². In the leasing transactions realized in this quarter, there was an increase of 121.95% compared to the previous quarter and 16.57% compared to the same period of the previous year.

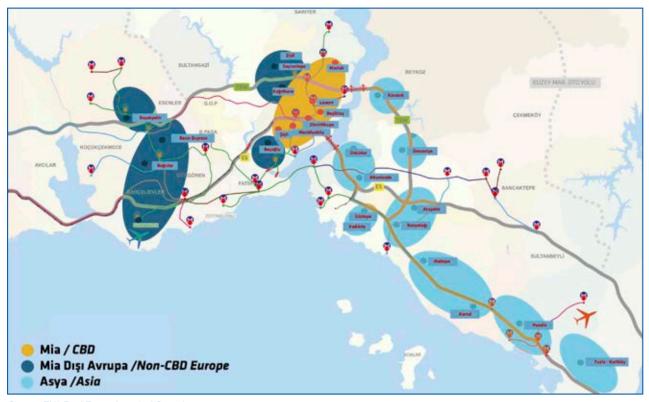
Source: Office data were prepared by Cushman&Wakefield specifically for GYODER.

<sup>\*</sup>Covers Nişantaşı-Akaretler-Barbaros-Maçka-Teşvikiye

<sup>\*\*</sup>Covers Güneşli-Yenibosna-Bakırköy-İkitelli

<sup>\*\*\*</sup> Covers İçerenköy-Göztepe-Ataşehir

<sup>\*\*\*\*</sup> Covers Küçükyalı-Maltepe-Kartal-Pendik



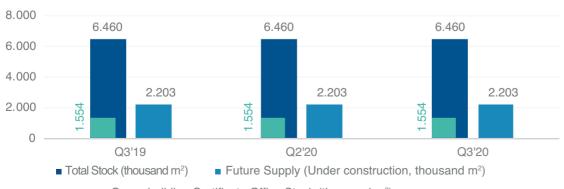
Source: EVA Real Estate Appraisal Consultancy

| Leasing  | Q3'19 | Q2'20 | Q3'20 |
|--|-------|-------|-------|
| Total Occurring Take-up Transactions (thousand m²) | 78    | 41    | 91    |
| Prime Rent (USD/m²/month)                          | 32,0  | 30,0  | 27,0  |
| Prime Yield (%)                                    | 7,8   | 7,8   | 7,8   |
| Stock Vacancy Rate (%)                             | 25,4  | 24,0  | 23,2  |

The total leasing transaction in 2020 Q3 was 90.869 m² and the vacancy rate was recorded as 23.3% in total.

\*It is the average of the rental values in the highest quarter segment excluding extreme values within the actual leasing transactions.

# Office - Current and Future Stock Information



■ Green building Certificate Office Stock (thousand m²)

Source: Office data were prepared by Cushman&Wakefield specifically for GYODER.

# Commercial Real Estate Price Index (Overall Turkey)

### Prominent Cities in Commercial Real Estate

| City     | Commercial Real<br>Estate Average Unit<br>Sale Price (TRY/m²) | Shop and Store<br>Average Unit Sale<br>Price (TRY/m²) | Office Average<br>Unit Sale Price<br>(TRY/m²) |
|----------|---|---|---|
| Istanbul | 6.768   | 6.951   | 6.559   |
| Izmir    | 5.443   | 5.719   | 5.283   |
| Bursa    | 4.106   | 4.307   | 4.082   |
| Antalya  | 4.069   | 4.352   | 3.499   |
| Ankara   | 4.345   | 4.359   | 4.328   |
| Kocaeli  | 3.759   | 3.921   | 3.542   |
| Adana    | 3.482   | 4.251   | 2.880   |

Source: Endeksa

### Endeksa Commercial Real Estate Price Index



Source: Endeksa

### Endeksa Commercial Real Estate Price Index (January 2014=100)\*



Source: Endeksa

Turkey Commercial Property Index was recorded at the level of 162.16 points as of the end of September 2020. The index increased by 12.81 points compared to the same month of the previous year, rising by 1.22 points on monthly basis. Starting from 146.97 points in 2020, the index increased by 10.33 points in 9-month period.



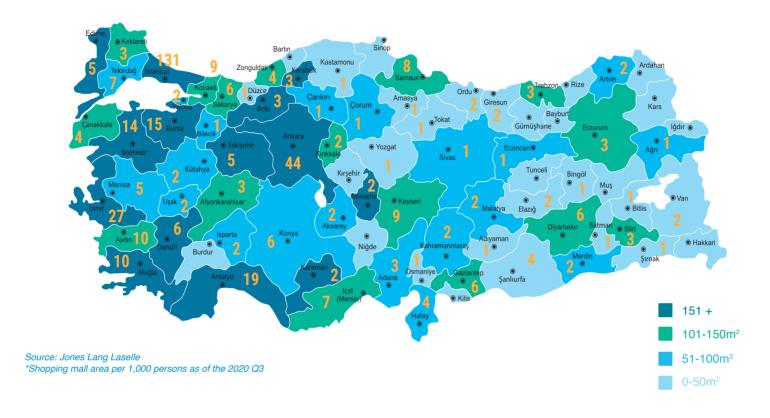
# As Of 2020 Q3, The Existing Shopping Mall Supply In Turkey At 444 Shopping Malls Is Around 13.4 Million m<sup>2</sup>

As of 2020 Q3, the existing shopping mall supply in Turkey with has reached 13.4 million m² at 444 shopping malls and Istanbul accommodates the majority of the available supply with a 37% share. On the other hand, 32 shopping malls have a leasable area of nearly 1.2 million m² under construction. With the supply projected to be finalized by the end of 2022, the total shopping mall stock is expected to reach 14.5 million m².

When the organized retail density is examined, it is seen that there is 161 m² leasable area per 1.000 people across the country. While Istanbul appears to have twice the density of the country with its 323 m² retail density, Ankara shows up as another city with a retail density of over 300 m².

# Growth of Shopping Mall in Turkey

### GLA\* Volume and Number of Shopping Malls according to Cities



# Shopping Malls Opened by Years and GLA



As of the end of 2020 Q3, the total number of shopping malls was 444 and the total leasable area stock reached 13 million 376 thousand m². Istanbul constitutes approximately 37% of the total leasable area stock. In overall Turkey, the leasable area per 1.000 people is 161 m².

Source: Jones Lang Laselle

Shopping Mall definition: Leasable area over 5.000 m², at least 15 independent sections organized shopping areas that create synergy with centralized and common management approach

\*Data of 2020 Q3

| Current Status |          | Active     | Under<br>Construction | Total      |  |
|----------------|----------|------------|-----------------------|------------|--|
| Istanbul       | Quantity | 131        | 14                    | 145        |  |
| Istalibul      | TLA (m²) | 5.010.123  | 452.486               | 5.462.609  |  |
| Ankara         | Quantity | 44         | 2                     | 46         |  |
| Allkala        | TLA (m²) | 1.698.408  | 57.000                | 1.755.408  |  |
| Other Quantity |          | 269        | 16                    | 285        |  |
| Cities         | TLA (m²) | 6.667.704  | 660.817               | 7.328.521  |  |
| Today          | Quantity | 444        | 32                    | 476        |  |
| Turkey         | TLA (m²) | 13.376.235 | 1.170.303             | 14.546.538 |  |

| Source: J | lones i | Lang i | Laselle |
|-----------|---------|--------|---------|
|-----------|---------|--------|---------|

| New<br>Shopping<br>Mall<br>Supply |                                | ive At The End<br>he Period | be Completed at<br>of the Period |          |
|-----------------------------------|--------------------------------|-----------------------------|----------------------------------|----------|
|                                   | Quantity TLA (m <sup>2</sup> ) |                             | Quantity                         | TLA (m²) |
| 2020                              | 447                            | 13.376.235                  | 3                                | 130.000  |
| 2021                              | 474                            | 13.506.235                  | 27                               | 937.303  |
| 2022                              | 476                            | 14.443.538                  | 2                                | 103.000  |

| Intensity | <b>TLA (m²)</b><br>(Per 1.000 persons) |
|-----------|--|
| Istanbul  | 323                                    |
| Ankara    | 301                                    |
| Other     | 108                                    |
| Turkey    | 161                                    |

# Square Meter Efficiency Index



The Turnover Index increased by 0.7% and reached 293 points in September 2020 compared to August 2020 (not inflation-adjusted).

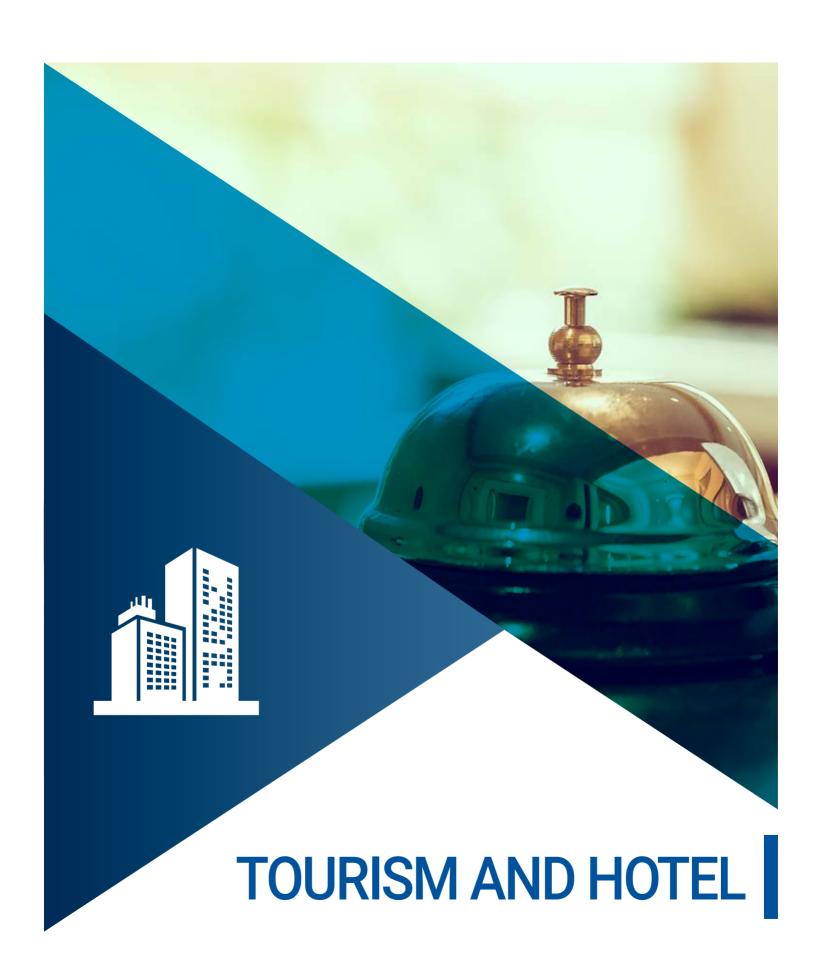
Source: Council of Shopping Centers Turkey

# Number of Visitors Index



The Visitors Index decreased by 6.8% and was recorded as 55 points in September 2020 compared to August 2020.

Source: Council of Shopping Centers Turkey



# In 2020 Q3, 7.2 Million Tourists Visited Our Country

The expenditures of the 44.47 million tourists visiting Turkey in 2019 indicate that an average spending per capita was US\$ 642. Considering the fact that the aforesaid figure was at an average of US\$ 617 in 2018, it is seen that per capita expenditures increased in the recent year. Considering that the average spending per capita in 2020 Q3 is US\$ 649, it can be said that per capita expenditures increased compared to the same period of the previous year.

According to the data obtained from the Ministry of Culture and Tourism, the total number of foreign visitors coming to Turkey was nearly 31.0 million in 2019 Q3, while it was 7.2 million in 2020 Q3.

44% of 7.2 million foreign tourists coming to Turkey in 2020 Q3 visited Istanbul, 19.4% came to Antalya and 4.2% to Muğla. These three cities were followed by Ankara and Izmir with 2.9% and 1.9%, respectively. When the number of tourists is compared with 2019 Q3, a sharp decline (77%) is observed. Covid-19 outbreak started in China in early February began to show its effect in European countries, especially in Italy as of early March, and then it started to affect Turkey considerably in the second week of March. In Q3, the consequences of border and hotel closures as well as reduced international travels were started to be seen. Measures taken at borders by all countries against the pandemic and the reactions of tourists to the outbreak are considered as the main reasons for this decline.

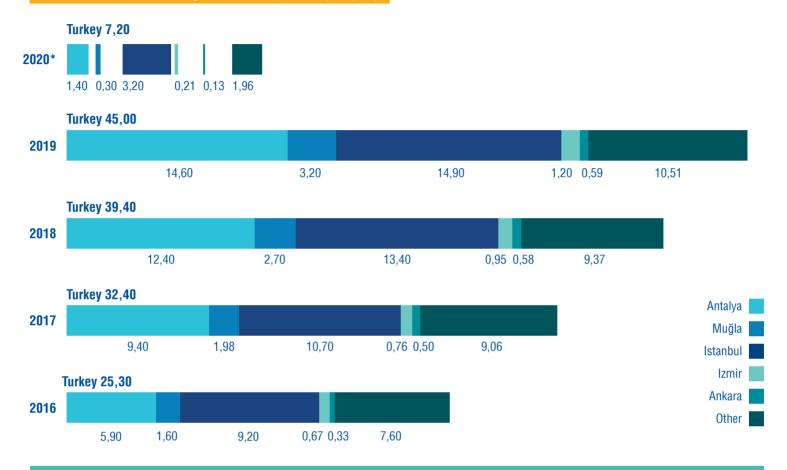
When the number of facilities with Operation Certificates and Investment Certificates are examined, it is seen that there are 4.163 facilities holding operation certificates with a total capacity of 483 thousand rooms and 690 facilities holding investment certificates with 80 thousand rooms in overall Turkey. In respect of the city breakdown of the facilities with operation certificates, Antalya is at the top of the list with 805 facilities and a room capacity of 214 thousand, it is followed by Istanbul with 637 facilities and a room capacity of 63 thousand. Muğla has 410 facilities with operation certificates with a room capacity of 51 thousand.

Considering the facilities with investment certificates, the greatest share belongs to Istanbul with 97 facilities and 10 thousand rooms amongst 690 facilities which will be included in the existing hotel supply in the near future, and Antalya follows Istanbul with 94 facilities and 20 thousand rooms. Muğla ranks third with 76 facilities and 8 thousand rooms.

The occupancy rate in overall Turkey in 2019 was 59%. The city with the highest occupancy rate was Antalya with 70%, followed by Istanbul and Muğla with 62% and 61%. Bed occupancy rates of Izmir and Ankara were nearly 54% and 42%, respectively. As of the first 8 months of 2020, the bed occupancy rate of facilities holding operation certificates in overall Turkey was 20%. In the first 8 months of 2020, the occupancy rate across Turkey was 33.3%, while it was 35.9% in Istanbul. The average room price during this period in overall Turkey was EUR 74.93 and EUR 60.08 in Istanbul. It is seen that the aforementioned impacts of the Covid-19 outbreak had an effect also on the hotel occupancy rates and room prices.

# Tourism and Hotel Performance

### Total Number of Foreign Visitors (million people)



44% of 7.2 million foreign tourists coming to Turkey in 2020 Q2 visited Istanbul, 19.4% came to Antalya and 4.2% to Muğla. These three cities were followed by Ankara and Izmir with 2.9% and 1.9%, respectively. When the number of tourists is compared with 2019 Q2, a sharp decline (77%) is observed.

Source: Republic of Turkey Ministry of Culture and Tourism

### Number of Facilities with Investment and Operating Permits

|          | With Oper | ating Permit | With Investment Permit |        |  |
|----------|-----------|--------------|------------------------|--------|--|
|          | Facility  | Room         | Facility               | Room   |  |
| Antalya  | 805       | 214.468      | 94                     | 20.508 |  |
| Muğla    | 410       | 51.212       | 76                     | 8.660  |  |
| Istanbul | 637       | 63.565       | 97                     | 10.291 |  |
| Izmir    | 218       | 19.758       | 35                     | 3.417  |  |
| Ankara   | 181       | 14.412       | 12                     | 1.001  |  |
| Turkey   | 4.163     | 483.330      | 690                    | 80.587 |  |

There are 4.163 facilities holding operation certificates with a total capacity of 483 thousand rooms and 690 facilities holding investment certificates with 80 thousand rooms in overall Turkey.

Source: Republic of Turkey Ministry of Culture and Tourism \*Updated on 26.10.20

<sup>\*</sup>The Q3 data includes the period of January-August.

# Total Tourists & Expenditures

| Period | Total Foreign<br>Tourist | Per Capita<br>Expenditure (\$) |
|--------|--------------------------|--------------------------------|
| Q1'14  | 4.140.524                | 877                            |
| Q2'14  | 9.926.316                | 759                            |
| Q3'14  | 14.664.611               | 712                            |
| Q4'14  | 7.118.835                | 867                            |
| 2014   | 35.850.286               | 775                            |
| Q1'15  | 4.314.332                | 884                            |
| Q2'15  | 9.637.458                | 691                            |
| Q3'15  | 14.761.540               | 670                            |
| Q4'15  | 6.878.830                | 737                            |
| 2015   | 35.592.160               | 715                            |
| Q1'16  | 4.014.546                | 717                            |
| Q2'16  | 6.330.571                | 602                            |
| Q3'16  | 9.466.509                | 622                            |
| Q4'16  | 5.453.780                | 626                            |
| 2016   | 25.265.406               | 633                            |
| Q1'17  | 3.772.293                | 637                            |
| Q2'17  | 7.675.032                | 570                            |
| Q3'17  | 13.770.308               | 634                            |
| Q4'17  | 6.861.894                | 687                            |
| 2017   | 32.079.527               | 630                            |
| Q1'18  | 4.908.831                | 682                            |
| Q2'18  | 9.855.102                | 602                            |
| Q3'18  | 15.904.734               | 589                            |
| Q4'18  | 8.283.235                | 649                            |
| 2018   | 38.951.902               | 617                            |
| Q1'19  | 5.460.380                | 678                            |
| Q2'19  | 11.499.211               | 607                            |
| Q3'19  | 18.438.139               | 623                            |
| Q4'19  | 9.315.240                | 702                            |
| 2019   | 44.712.970               | 642                            |
| Q1'20  | 4.635.845                | 710                            |
| Q2'20  |                          |                                |
| Q3'20  | 4.430.053                | 649                            |

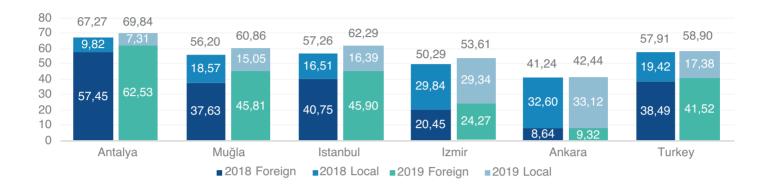
In 2020 Q3, per capita expenditure made by nearly 4.4 million foreign tourists coming to Turkey was recorded as US\$ 649.

Source: TurkStat \*Updated on 01.12.20

<sup>\*\*</sup>Due to the coronavirus pandemic (COVID-19), data of 2020 Q2 could not be published, as surveys could not be conducted at border gates.

# Hotel Occupancy Rate (%)\* and Average Daily Rate (ADR)

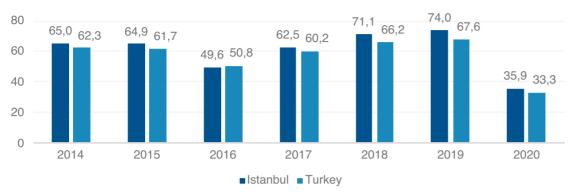
## Hotel Occupancy Rates in 5 Big Cities (%)



In 2018 in overall Turkey, bed occupancy rate of facilities holding operation certificates was recorded as 58%. The occupancy rate in overall Turkey in 2019 was 59%. The city with the highest occupancy rate was Antalya with 70%, followed by Istanbul and Muğla with 62% and 61%. Bed occupancy rates of Izmir and Ankara were nearly 54% and 42%, respectively. As of the first 8 months of 2020, the bed occupancy rate of facilities holding operation certificates in overall Turkey was 20%.

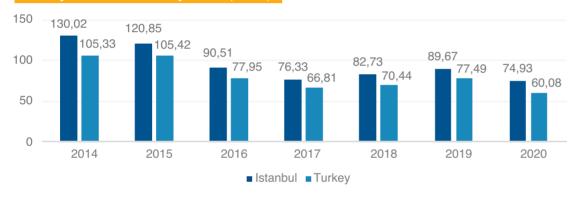
Source: Republic of Turkey Ministry of Culture and Tourism
\*Occupancy values published by Ministry of Tourism show bed occupancy instead of room occupancy.

## Turkey - Istanbul Yearly Room Occupancy (%)



Source: STR Global \*Data of 2020 January - August.

## Turkey - Istanbul Yearly ADR (EUR)



Source: STR Global \*Data of 2020 January - August.

As of the first 8 months of 2020, the occupancy rate of the hotels in Turkey was 33.3%, while the occupancy rate was 35.9% for Istanbul. During this period, the average room price in Turkey was EUR 74.93, while in Istanbul it was EUR 60.08. It is seen that the impacts of the Covid-19 outbreak had an effect also on the hotel occupancy rates and room prices.



# In The Istanbul-Kocaeli Region, There Is 6.64 Million m<sup>2</sup> Of Logistics Supply For Commercial Use In The Total Warehouse Stock Of Nearly 10.41 Million m<sup>2</sup>

According to the available data, there is 6.64 million m² of logistics supply for commercial use in the total warehouse stock of nearly 10.41 million m² in the Istanbul-Kocaeli region, which is the primary logistics market. As of 2020 Q3, there is a vacancy of 12%. The volume of projects under construction was recorded nearly as 558 thousand m² and almost all of such projects appear to be the logistics supply for commercial use.

Hitting rock bottom in Q1 in terms of leasing transactions, the logistics market showed a satisfactory performance in Q2 with the effect of retail logistics and online sales, which have gained importance during the Covid-19 pandemic. In Q3, the transaction volume was lower than the previous years. As of 2020 Q3, while the primary rent in the logistics market was 4.50 per square meter

per month on USD basis, it increased to 35.00 m<sup>2</sup>/month on TRY basis.

The lease negotiations made last year also have also continued in 2020; many tenants have requested for permanent or temporary rent relief. Due to high construction costs and land prices as well as the fall in rent prices, there was a considerable contraction in new warehouse supply. Within this context, an upward pressure may be placed on rents in the upcoming period, especially if the warehouse demand arising from e-commerce increases.

# Logistics Total Area (A, B, C Class (thousand m²)



As of 2020 Q3, the current stock in Istanbul and Kocaeli was recorded as 10.410.469 m². While the project stock was recorded as 2.257.040 m², the stock under construction was 558.231 m².

Source: Logistics data were prepared by Jones Lang Laselle specifically for GYODER.

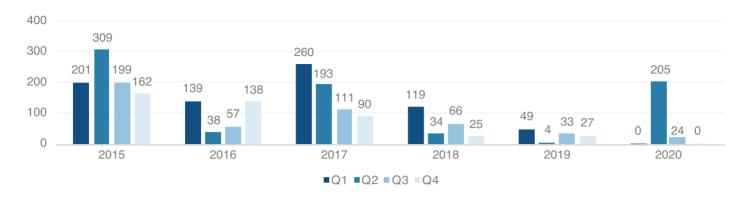
# Commercial Logistics Total Stock (A, B, C Class (thousand m²))



As of 2020 Q3, the current commercial logistics stock in Istanbul and Kocaeli was 6.638.907 m². While the project stock was recorded as 2.257.040 m², the stock under construction was 538.231 m².

Source: Logistics data were prepared by Jones Lang Laselle specifically for GYODER.

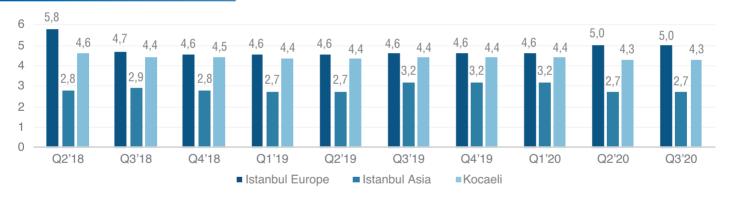
# Total Leasing Transactions (thousand m²)



As of the end of 2020 Q3, 24.102 leasing transactions were realized in Istanbul and Kocaeli.

Source: Logistics data were prepared by Jones Lang Laselle specifically for GYODER.

# Free Space Ratio (%)



As of 2020 Q3, 88% of the total stock was used in Istanbul and Kocaeli. In the same period of the previous year, this rate was 87.9%.

Source: Logistics data were prepared by Jones Lang Laselle specifically for GYODER.



# Real Estate Investment Fund Market Size In Turkey Reached Try 7 Billion As Of September 30, 2020

A total of 46 real estate funds received investments, including those that are still in the issuance period and have received investments for the first time. Between June 2020 and September 2020, while the CMB granted the establishment permission to 2 new real estate investment funds and approved an issue certificate for 1 real estate investment fund, the liquidation of 1 existing

real estate investment fund was approved. The number of funds with a fund size more than TRY 10 million has reached 35. 2 funds issued in 2016, 7 funds issued in 2017, 14 funds issued in 2018, 9 funds issued in 2019 and 3 funds issued after 2020 exceeded the fund size of TRY 10 million.

# Real Estate Investment Fund Market Size



Source: PortfolioBase

# Market Shares of Real Estate Investment Funds Managed by Real Estate Management Companies as per their Volume



Source: PortfolioBase

# Real Estate Investment Funds

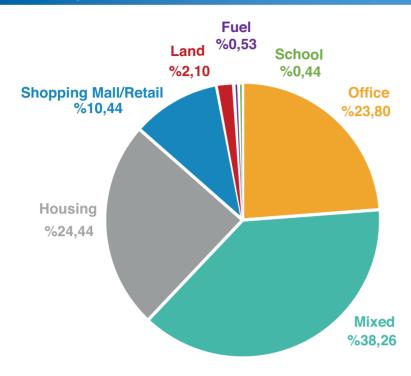
| Fund Founder  | Quantity | REIFs   |  |  |  |
|---|----------|---|--|--|--|
| Re-Pie Real Estate and Private Equity Asset Management Company          | 8        | Anadolu, Avrasya, Avrupa, Asya, Maslak 1453, Milenyum, Novada Urfa, Neva                      |  |  |  |
| 24 Real Estate and Private Equity Asset<br>Management Company           | 7        | A1, Altın Başak, Al-Zamil, İkinci Al-Zamil, Portakal Çiçeği, Primo, Lotus                     |  |  |  |
| Albaraka Asset Management Company                                       | 5        | Batışehir, Dükkan, Metropol, One Tower, Bereket Katılım                                       |  |  |  |
| Arz Real Estate and Private Equity Asset Management Company             | 5        | Birinci, İkinci, Üçüncü, Dördüncü, Beşinci  |  |  |  |
| İş Asset Management Company   | 5        | Birinci, İkinci, Quasar İstanbul Konut, Quasar İstanbul Konut Katılım, Quasar İstanbul Ticari |  |  |  |
| AK Asset Management Company   | 4        | Birinci, İkinci, Üçüncü, Dördüncü   |  |  |  |
| Ünlü Asset Management Company   | 2        | Birinci, İkinci   |  |  |  |
| Garanti Asset Management Company  | 2        | Anadolu, Istanbul   |  |  |  |
| Akfen Real Estate Asset Management Company                              | 1        | Birinci   |  |  |  |
| Atlas Asset Management Company  | 1        | A&A   |  |  |  |
| Aura Asset Management Company   | 1        | Konut Alfa  |  |  |  |
| Fiba Asset Management Company   | 1        | Re-Pie  |  |  |  |
| Mükafat Asset Management Company  | 1        | Ataşehir Metropol,  |  |  |  |
| Omurga Real Estate and Private Equity Asset Management Company          | 1        | Ufuk Karma  |  |  |  |
| Oyak Asset Management Company   | 1        | Birinci   |  |  |  |
| Qinvest Asset Management Company  | 1        | Re-Pie  |  |  |  |
| Vera Venture Real Estate and Private<br>Equity Asset Management Company | 1        | Firsat  |  |  |  |
| Maqasid Asset Management Company  | 1        | Birinci   |  |  |  |
| Oragon Asset Management Company   | 1        | Birinci   |  |  |  |
| Kızılay Real Estate and Private Equity<br>Asset Management Company      | 1        | Birinci   |  |  |  |
| Total   | 50       |   |  |  |  |

Source: PortfolioBase

| Name of Fund  | Fund Total Value*     |
|---|-----------------------|
| İş Portföy Yönetimi Quasar İstanbul Konut REIF                              | <b></b>               |
| İş Portföy Yönetimi Birinci REIF  | <b>₹670.893.223</b>   |
| Albaraka Gayrimenkul Portföy Yönetimi One Tower REIF                        | <b></b> \$477.617.739 |
| Albaraka Gayrimenkul Portföy Yönetimi Dükkan REIF                           | <b></b> \$461.700.127 |
| Omurga Gayrimenkul Ve Girişim Sermayesi Portföy Yönetimi Ufuk Karma REIF    | <b></b> \$408.723.705 |
| İş Portföy Yönetimi İkinci REIF   | ₹399.907.401          |
| Akfen Gayrimenkül Portföy Yönetimi Birinci REIF                             | ₹383.473.493          |
| Albaraka Gayrimenkul Portföy Yönetimi Batisehir REIF                        | ₹378.925.832          |
| Mükafat Portföy Yönetimi Ataşehir Metropol REIF                             | <b>₹362.921.363</b>   |
| Albaraka Gayrimenkul Portföy Yönetimi Flora REIF                            | <b>₹314.839.262</b>   |
| Re-Pie Portföy Yönetimi Avrupa Stratejik REIF                               | <b>₹265.841.981</b>   |
| Arz Gayrimenkul Ve Girişim Sermayesi Portföy Yönetimi Birinci REIF          | <b>₹245.094.915</b>   |
| Arz Gayrimenkul Ve Girişim Sermayesi Portföy Yönetimi İkinci REIF           | <b>₹211.449.760</b>   |
| Ak Portföy Yönetimi Birinci REIF  | <b>₺182.951.105</b>   |
| İş Portföy Yönetimi Quasar İstanbul Konut Katılım REIF                      | <b>₹122.358.808</b>   |
| Ak Portföy Yönetimi Sampaş Holding Özel REIF                                | <b>₹118.693.852</b>   |
| Vera Venture Gayrimenkul Ve Girişim Sermayesi Portföy Yönetimi Birinci REIF | <b>₹100.391.661</b>   |
| Ünlü Portföy Yönetimi İkinci REIF   | <b>₹88.518.392</b>    |
| Arz Gayrimenkul Ve Girişim Sermayesi Portföy Yönetimi Dördüncü REIF         | <b>₹83.201.694</b>    |
| Re-Pie Portföy Yönetimi Anadolu Stratejik REIF                              | <b></b> \$77.620.420  |
| Oyak Porföy Yönetimi Birinci REIF   | <b>₹74.510.615</b>    |
| Akportföy Yönetimi İkinci REIF  | <b>₹70.708.548</b>    |
| Qinvest Portföy Yönetimi Re-Pie REIF  | <b></b>               |
| Re-Pie Portföy Yönetimi Avrasya Stratejik REIF                              | <b>₹57.482.086</b>    |
| Re-Pie Portföy Yönetimi Asya Stratejik REIF                                 | <b>₹36.873.011</b>    |
| Ünlü Portföy Yönetimi Birinci REIF  | <b></b> \$30.963.870  |
| 24 Gayrimenkul Portföy Yönetimi Alzamil Kira Getirili REIF                  | <b>₹30.626.891</b>    |
| Primo REIF  | <b>₹24.935.201</b>    |
| Fiba Portföy Yönetimi Re-Pie REIF   | <b>₹18.792.534</b>    |
| Arz Gayrimenkul Ve Girişim Sermayesi Portföy Yönetimi Beşinci REIF          | <b>₹17.446.550</b>    |
| 24 Gayrimenkul Portföy Yönetimi A1 REIF                                     | <b>₹13.802.071</b>    |
| 24 Gayrimenkul Portföy Yönetimi Portakal Çiçeği REIF                        | <b>₹12.779.322</b>    |
| Arz Gayrimenkul Ve Girişim Sermayesi Portföy Yönetimi Üçüncü REIF           | <b>₺11.208.310</b>    |
| Omurga Gayrimenkul Ve Girişim Sermayesi Portföy Yönetimi İkinci REIF        | <b>₺11.062.402</b>    |
| Re-Pie Portföy Yönetimi Neva REIF   | <b>₹9.072.583</b>     |
| Aura Portföy Konut Alfa Katılım REIF  | ₹3.071.864            |
| Mükafat Portföy Yönetimi Birinci Akaryakıt Sektörü REIF                     | <b>₺110.772</b>       |
| 24 Gayrimenkul Portföy Yönetimi Plan B REIF                                 | <b>₺88.492</b>        |
| 24 Gayrimenkul Portföy Yönetimi Altın Başak REIF                            | <b>₹78.361</b>        |
| Kalender REIF   | <b>₺68.236</b>        |
| Kalender Gayrimenkul Portföy Yönetimi Konutfon REIF                         | <b>₺26.817</b>        |
| Kalender Gayrimenkul Portföy Yönetimi Trakya REIF                           | ₺3.094                |
| Re-Pie Portföy Yönetimi Novada Urfa REIF                                    | ₺1.579                |
| Re-Pie Portföy Yönetimi Maslak 1453 REIF                                    | <b>₹1.356</b>         |
| Re-Pie Portföy Yönetimi Milenyum REIF                                       | <b>₹38</b>            |
| Total   | <b>₺6.970.116.701</b> |

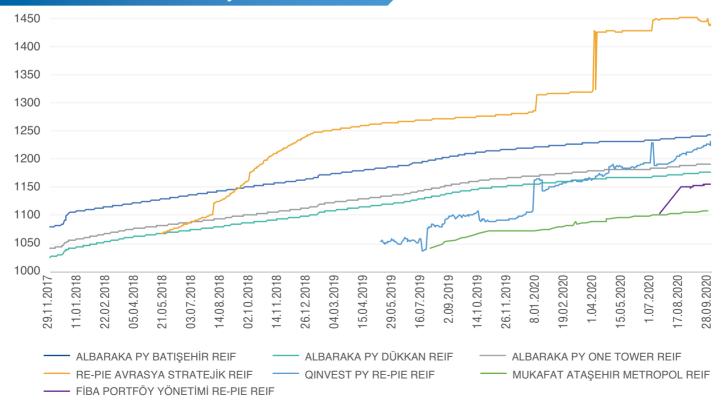
\*As of 30.09.2020 Source: PortfolioBase

# Strategic Breakdown of Real Estate Investment Funds



Source: PortfolioBase, KAP

# Performance of Publicly-Traded REIFs



Source: Borsa İstanbul



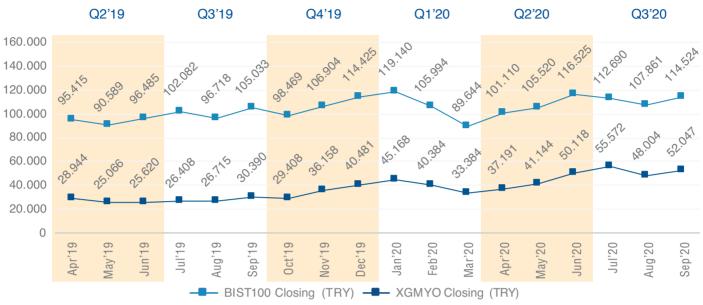
# Despite The Impact Of Covid-19, Index Continues To Rise

Having closed Q1 at 33.384 points, the REIT index rose to 50.118 points at the end of June, with an increase of 50.12%. This increase continued at the beginning of Q3. exceeding 55.000 points in July, but it experienced a sharp fall in August in parallel with BIST 100. However, despite such fall, the REIT index had a recovery in September and closed Q3 at 52.047 points with an increase of around 4% compared to the previous guarter. This 4% rise in the REIT index is noteworthy compared to BIST 100 index, which has fallen as of Q3. On the other hand, despite the substantial increase in transaction volumes, we observe that the portion of foreign investors continued to fall in this quarter as well, from 17% to 16%. Then again, we see that the portion of institutional investors increased by 2% and reached the level of 52%. The fact that the index value has almost doubled despite the decrease in the portion of foreign investors in the last two quarters may still attract foreign investors. If it is possible to achieve re-flow of foreign investments in the sector, it is probable

to expect the index to rise with a better acceleration in the medium term. The biggest challenge that awaits the sector is the further increase of the Covid-19 pandemic impact throughout the world and our country in the last quarter, as well as the additional risks that are likely to occur due volatile exchange rates and potential interest increases. We observe that the top 5 countries in the foreign investor country list remained the same, but the U.S. left its top position in the list to the Netherlands. The United Kingdom, Bahrain and Kuwait are the other countries in the top 5.

We see that 33 REITs did not pay dividends in this quarter. This poses the risk of shorter time possession of REIT shares by long-term investors. Investors having a return with short-term value increases of shares will only be able to make long-term investments through stable and sustainable dividend policies to be implemented by REITs.

# BIST REIT Index Performance\* (TRY)



Source: BIST

\*Index closing prices for the first day of every month were taken into consideration.

The REIT index closed its course at 52.047 at the end of Q3, which started at 55.572 points.

# BIST REIT Index Performance\* (USD)



Source: BIST

\*Index closing prices for the first day of every month were taken into consideration.

# Number of REITs in BIST

| 2011 | 2012 | 2013 | 2014 | 2015 | 2016 | 2017 | 2018 | 2019 | 2020-Q3 |
|------|------|------|------|------|------|------|------|------|---------|
| 25   | 26   | 30   | 31   | 31   | 32   | 31   | 33   | 33   | 33      |

Source: Central Securities Depository Institution (CSD) All data obtained from CSD

# Free Float Rate

| 2011 | 2012 | 2013 | 2014 | 2015 | 2016 | 2017 | 2018 | 2019 | 2020-Q3 |
|------|------|------|------|------|------|------|------|------|---------|
| 43%  | 38%  | 51%  | 52%  | 52%  | 51%  | 50%  | 53%  | 53%  | 55%     |

# Free Float Rate (Actual Circulation)

| 2011 | 2012 | 2013 | 2014 | 2015 | 2016 | 2017 | 2018 | 2019 | 2020-Q3 |
|------|------|------|------|------|------|------|------|------|---------|
| 23%  | 25%  | 37%  | 37%  | 42%  | 39%  | 39%  | 38%  | 36%  | 31%     |

# Foreigner Transactions - Net Inflow Outflow (Million US\$)

| 2011    | 2012   | 2013    | 2014   | 2015   | 2016   | 2017    | 2018   | 2019   | 2020-Q3 |
|---------|--------|---------|--------|--------|--------|---------|--------|--------|---------|
| -151,41 | 273,15 | -210,40 | 142,56 | -18,63 | 130,01 | -143,63 | -38,81 | -82,44 | -146,77 |

# Market Values (Million TRY)

| 2011   | 2012   | 2013   | 2014   | 2015   | 2016   | 2017   | 2018   | 2019   | 2020-Q3 |
|--------|--------|--------|--------|--------|--------|--------|--------|--------|---------|
| 10.864 | 15.800 | 18.119 | 21.731 | 21.465 | 25.447 | 26.924 | 18.384 | 27.777 | 42.987  |

# Market Values (Million US\$)

| 2011  | 2012  | 2013  | 2014  | 2015  | 2016  | 2017  | 2018  | 2019  | 2020-Q3 |
|-------|-------|-------|-------|-------|-------|-------|-------|-------|---------|
| 5.751 | 8.888 | 8.505 | 9.339 | 7.356 | 7.231 | 7.138 | 3.481 | 4.676 | 5.505   |

# Transaction Volumes (Million)

| Value                   | 2012   | 2013   | 2014   | 2015   | 2016   | 2017   | 2018   | 2019   | 2020-Q3 |
|-------------------------|--------|--------|--------|--------|--------|--------|--------|--------|---------|
| Transaction Amount      | 13.739 | 15.669 | 18.255 | 14.587 | 15.356 | 32.351 | 26.701 | 48.836 | 129.774 |
| Transaction Value (TRY) | 26.873 | 34.113 | 38.088 | 33.581 | 37.003 | 74.348 | 49.174 | 70.436 | 284.218 |
| Transaction Value (USD) | 15.036 | 17.496 | 17.427 | 12.519 | 12.334 | 20.464 | 11.230 | 12.376 | 41.823  |

# Transaction Volume Distribution on the basis of Citizenship

| Years   | 2012 | 2013 | 2014 | 2015 | 2016 | 2017 | 2018 | 2019 | 2020-Q3 |
|---------|------|------|------|------|------|------|------|------|---------|
| Foreign | 10%  | 16%  | 18%  | 22%  | 20%  | 14%  | 16%  | 11%  | 15,17%  |
| Local   | 90%  | 84%  | 82%  | 78%  | 80%  | 86%  | 84%  | 89%  | 85,83%  |

Source: Central Securities Depository Institution (CSD) All data obtained from CSD

# Number of Investors on the basis of Citizenship (Qty)

| Years   | 2012    | 2013    | 2014    | 2015    | 2016    | 2017    | 2018    | 2019    | 2020-Q3 |
|---------|---------|---------|---------|---------|---------|---------|---------|---------|---------|
| Foreign | 1.135   | 1.390   | 1.406   | 1.402   | 1.378   | 1.250   | 1.053   | 1.096   | 1.441   |
| Local   | 118.523 | 143.312 | 134.521 | 132.375 | 129.320 | 145.995 | 154.833 | 181.382 | 307.085 |
| Total   | 119.658 | 144.702 | 135.927 | 133.777 | 130.698 | 147.245 | 155.886 | 182.478 | 308.526 |

# Market Values on Nationality Basis (Million TRY)

| Years   | 2012  | 2013  | 2014   | 2015   | 2016   | 2017   | 2018  | 2019   | 2020-Q3 |
|---------|-------|-------|--------|--------|--------|--------|-------|--------|---------|
| Foreign | 2.715 | 3.673 | 4.875  | 4.601  | 5.618  | 5.040  | 3.045 | 3.184  | 3.802   |
| Local   | 3.252 | 5.595 | 6.452  | 6.619  | 7.453  | 8.554  | 6.648 | 11.512 | 19.639  |
| Total   | 5.967 | 9.268 | 11.328 | 11.221 | 13.071 | 13.594 | 9.693 | 14.696 | 23.441  |

# Market Value Ratios on Nationality Basis

| Years   | 2012 | 2013 | 2014 | 2015 | 2016 | 2017 | 2018 | 2019 | 2020-Q3 |
|---------|------|------|------|------|------|------|------|------|---------|
| Foreign | 46%  | 40%  | 43%  | 41%  | 43%  | 37%  | 31%  | 22%  | 16%     |
| Local   | 54%  | 60%  | 57%  | 59%  | 57%  | 63%  | 69%  | 78%  | 84%     |
| Total   | 100% | 100% | 100% | 100% | 100% | 100% | 100% | 100% | 100%    |

Source: Central Securities Depository Institution (CSD) All data obtained from CSD

# Corporate - Individual, Domestic - Foreign Investment Distribution According to Market Values (Million TRY)

|                           | 2018  | 2019   | 2020-Q3 |
|---------------------------|-------|--------|---------|
| Foreign Individual        | 17    | 58     | 43      |
| Foreign Fund              | 1.526 | 1.342  | 1.263   |
| Foreign Corporate         | 1.502 | 1.785  | 2.496   |
| Domestic Individual       | 4.041 | 7.038  | 11.228  |
| Domestic Fund             | 262   | 522    | 455     |
| Domestic Corporate        | 1.766 | 3.097  | 6.929   |
| Domestic Investment Trust | 522   | 778    | 952     |
| Domestic Other            | 57    | 76     | 74      |
| Total                     | 9.693 | 14.696 | 23.441  |

|                           | 2018   | 2019   | 2020-Q3 |
|---------------------------|--------|--------|---------|
| Foreign Individual        | 0,2%   | 0,4%   | 0,2%    |
| Foreign Fund              | 15,7%  | 9,1%   | 5,4%    |
| Foreign Corporate         | 15,5%  | 12,1%  | 10,6%   |
| Domestic Individual       | 41,7%  | 47,9%  | 47,9%   |
| Domestic Fund             | 2,7%   | 3,6%   | 1,9%    |
| Domestic Corporate        | 18,2%  | 21,1%  | 29,6%   |
| Domestic Investment Trust | 5,4%   | 5,3%   | 4,1%    |
| Domestic Other            | 0,6%   | 0,5%   | 0,3%    |
| Total                     | 100,0% | 100,0% | 100,0%  |
|                           | 2018   | 2019   | 2020-Q3 |
| Individual                | 41,9%  | 48,3%  | 48,1%   |
| Corporate                 | 58,1%  | 51,7%  | 51,9%   |
| Total                     | 100,0% | 100,0% | 100,0%  |

# Total Dividend Amount (TRY)

| 2011  | 212.722.896   |
|-------|---------------|
| 2012  | 376.228.029   |
| 2013  | 310.765.097   |
| 2014  | 697.442.121   |
| 2015  | 733.393.223   |
| 2016  | 676.305.697   |
| 2017  | 446.770.341   |
| 2018  | 1.131.165.144 |
| 2019  | 821.766.278   |
| 2020  | 367.231.600   |
| Total | 5.773.790.425 |

| REIT             | 2020           | Total         | Share in the Total<br>Dividend |
|------------------|----------------|---------------|--------------------------------|
| Akiş REIT        |                | 465.257.570   | 8,06%                          |
| Akmerkez REIT    | 104.339.200,00 | 458.091.012   | 7,93%                          |
| Alarko REIT      | 40.572.000,00  | 113.482.631   | 1,97%                          |
| Ata REIT         |                | 701.701       | 0,01%                          |
| Atakule REIT     |                | 94.571.941    | 1,64%                          |
| Deniz REIT       |                | 1.014.804     | 0,02%                          |
| Emlak Konut REIT |                | 2.303.279.179 | 39,89%                         |
| Halk REIT        |                | 94.634.464    | 1,64%                          |
| İş REIT          |                | 345.634.625   | 5,99%                          |
| Martı REIT       |                | 5.708.206     | 0,10%                          |
| Mistral REIT     |                | 3.900.000     | 0,07%                          |
| Özak REIT        |                | 115.173.964   | 1,99%                          |
| Peker REIT       |                | 41.663.331    | 0,72%                          |
| Panora REIT      | 56.202.000,00  | 293.650.038   | 5,09%                          |
| Reysaş REIT      |                | 1.135.609     | 0,02%                          |
| Saf REIT         |                | 391.323.255   | 6,78%                          |
| Servet REIT      |                | 2.388.675     | 0,04%                          |
| Sinpaş REIT      |                | 104.597.723   | 1,81%                          |
| Torunlar REIT    |                | 194.726.434   | 3,37%                          |
| Vakıf REIT       |                | 3.901.123     | 0,07%                          |
| Yeni Gimat REIT  | 166.118.400,00 | 738.954.140   | 12,80%                         |
| Total            | 367.231.600    | 5.773.790.425 | 100%                           |

<sup>\*\*</sup> Including the end of the Q3'20.

# Top 10 Countries as per the Addresses of Foreign Investors

## 31.03.2020

| Country of Investor      | Market Value (TL) |
|--------------------------|-------------------|
| United States of America | 874.048.151       |
| The Netherlands          | 383.227.359       |
| United Kingdom           | 317.967.096       |
| Virjin Islands (England) | 145.957.458       |
| Luxemburg                | 122.296.231       |
| Bahrein                  | 101.790.000       |
| Kuwait                   | 76.265.456        |
| Hungary                  | 39.221.225        |
| Canada                   | 38.873.452        |
| Ireland                  | 34.617.556        |

# 30.06.2020

| Country of Investor      | Market Value (TL) |
|--------------------------|-------------------|
| United States of America | 1.254.625.896     |
| The Netherlands          | 645.184.478       |
| United Kingdom           | 402.230.931       |
| Bahrein                  | 178.350.000       |
| Kuwait                   | 144.043.775       |
| Luxemburg                | 122.572.039       |
| Ireland                  | 59.847.045        |
| Canada                   | 49.973.612        |
| Jersey                   | 44.326.071        |
| Virjin Islands (England) | 37.095.433        |

## 30.09.2020

| Country of Investor      | Market Value (TL) |
|--------------------------|-------------------|
| The Netherlands          | 1.474.582.621     |
| United States of America | 944.991.624       |
| United Kingdom           | 508.680.549       |
| Bahrein                  | 150.510.000       |
| Kuwait                   | 98.708.695        |
| Afghanistan              | 72.241.766        |
| Ireland                  | 66.676.437        |
| Luxemburg                | 59.381.422        |
| Canada                   | 57.016.006        |
| Virjin Islands (England) | 53.726.431        |

# Prices and Values of REITs - 30.09.2020

|                       | Symbol | Closing<br>Price | Actual Circulation<br>Rate (%) | Market<br>Value | Market Value in<br>Actual Circulation | Rate ofDiscount* |
|-----------------------|--------|------------------|--------------------------------|-----------------|---------------------------------------|------------------|
| TORUNLAR REIT         | TRGYO  | 3,67             | 21,11%                         | 3.670.000       | 774.737                               | 21%              |
| IŞ REIT               | ISGYO  | 1,75             | 40,93%                         | 1.677.813       | 686.729                               | 21%              |
| AKİŞ REIT             | AKSGY  | 3,46             | 39,38%                         | 1.919.261       | 755.805                               | 52%              |
| EMLAK KONUT REIT      | EKGYO  | 1,73             | 20,66%                         | 6.574.000       | 3.330.388                             | 52%              |
| PANORA REIT           | PAGYO  | 6,10             | 33,32%                         | 530.700         | 176.829                               | 45%              |
| ÖZAK REIT             | OZKGY  | 4,11             | 23,15%                         | 1.496.040       | 346.333                               | 39%              |
| REYSAŞ REIT           | RYGYO  | 4,77             | 37,96%                         | 1.173.420       | 445.430                               | 31%              |
| ALARKO REIT           | ALGYO  | 17,36            | 48,76%                         | 1.117.984       | 545.129                               | 26%              |
| MARTI REIT            | MRGYO  | 2,14             | 48,58%                         | 235.400         | 114.357                               | 25%              |
| AKFEN REIT            | AKFGY  | 4,09             | 24,26%                         | 752.560         | 182.571                               | 22%              |
| AVRASYA REIT          | AVGYO  | 2,27             | %66'66                         | 163.440         | 163.424                               | 21%              |
| HALK REIT             | HLGYO  | 2,39             | 17,57%                         | 2.318.300       | 407.325                               | 10%              |
| YENI GIMAT REIT       | YGGYO  | 12,84            | 82,06%                         | 2.070.835       | 1.699.327                             | %6               |
| ATAKULE REIT          | AGYO   | 2,37             | 17,72%                         | 547.470         | 97.012                                | -11%             |
| KİLER REIT            | KLGYO  | 7,08             | 46,57%                         | 877.920         | 408.847                               | -50%             |
| ÖZDERİCİ REIT         | 0ZGY0  | 2,11             | 49,05%                         | 527.500         | 258.739                               | -31%             |
| VAKIF REIT            | VKGYO  | 3,89             | 31,37%                         | 1.789.400       | 561.335                               | %89-             |
| PERA REIT             | PEGYO  | 1,68             | 96,47%                         | 149.688         | 144.404                               | -83%             |
| MISTRAL REIT          | MSGYO  | 3,63             | 17,56%                         | 491.243         | 86.262                                | %86-             |
| DENIZ REIT            | DZGYO  | 3,49             | 23,27%                         | 523.500         | 121.818                               | %86-             |
| PEKER REIT            | PEKGY  | 2,53             | 32,23%                         | 640.090         | 206.301                               | %66-             |
| YAPI KREDİ KORAY REIT | YKGYO  | 4,41             | 44,53%                         | 176.400         | 78.551                                | -115%            |
| SERVET REIT           | SRVGY  | 24,48            | 10,02%                         | 1.272.960       | 127.551                               | -127%            |
| ATA REIT              | ATAGY  | 3,75             | 64,42%                         | 89.063          | 57.374                                | -146%            |
| KÖRFEZ REIT           | KRGYO  | 5,17             | 19,84%                         | 341.220         | 67.698                                | -200%            |
| SINPAŞ REIT           | SNGYO  | 2,02             | 30,84%                         | 1.763.851       | 543.972                               | -214%            |
| TREND REIT            | TDGYO  | 5,77             | 26,29%                         | 173.100         | 45.508                                | -230%            |
| DOĞUŞ REIT            | DGGYO  | 9,82             | 5,46%                          | 3.260.316       | 178.013                               | -233%            |
| TSKB REIT             | TSGYO  | 2,47             | 7,72%                          | 1.235.000       | 95.342                                | -298%            |
| NUROL REIT            | NUGYO  | 6,86             | 20,25%                         | 2.023.700       | 409.799                               | -467%            |
| IDEALIST REIT         | IDGYO  | 6,53             | 57,36%                         | 65.300          | 37.456                                | -791%            |
| YEŞİL REIT            | YGYO   | 0,89             | 84,55%                         | 209.253         | 176.923                               | -792%            |
| AKMERKEZ REIT         | AKMGY  | 84,00            | 3,07%                          | 3.130.176       | 960.96                                | -1155%           |
| TOTAL TRY             |        |                  | 31,24%                         | 42.986.903      | 13.427.388                            | 14%              |
| TOTAL US\$            |        |                  |                                | 5.545.123       | 1.732.074                             | 14%              |

Source: Central Securities Depository Institution (CSD)
Consolidated financial statements of companies that announce consolidated financial statements and solo financial statements of companies that do not announce consolidated financial statements are used.
Exchange rate is the CBRT buying rate at the 30 September 2020.
\*Discount of the market value according to the equity at the end of the year. Negative value premium rate.

# Equity Development of REITs (TRY)

|                           | 2012           | 2013           | 2014           | 2015           | 2016           | 2017           | 2018           | 2019           |
|---------------------------|----------------|----------------|----------------|----------------|----------------|----------------|----------------|----------------|
| EMLAK KONUT REIT          | 4.207.725.000  | 8.353.608.000  | 8.751.284.000  | 9.325.399.000  | 10.730.193.000 | 12.465.519.000 | 13.083.518.000 | 13.743.042.000 |
| TORUNLAR REIT             | 2.847.035.000  | 2.987.591.000  | 3.957.423.000  | 4.861.088.000  | 5.973.549.000  | 6.378.657.000  | 7.613.718.000  | 8.478.139.000  |
| AKIŞ REIT                 | 480.612.231    | 726.389.500    | 828.675.190    | 1.048.958.742  | 1.190.928.363  | 2.499.622.315  | 3.630.805.417  | 4.020.450.560  |
| IŞ REIT                   | 1.069.882.624  | 1.156.085.876  | 1.211.490.639  | 2.790.634.851  | 3.161.345.656  | 3.280.576.987  | 3.556.939.355  | 3.860.227.078  |
| HALK REIT                 | 521.316.710    | 769.176.013    | 827.793.895    | 879.448.866    | 1.630.195.744  | 1.879.401.652  | 2.275.075.016  | 2.578.219.682  |
| ÖZAK REIT                 | 532.628.750    | 532.793.984    | 816.248.418    | 1.142.310.675  | 1.131.009.053  | 1.479.572.720  | 1.860.466.108  | 2.449.632.776  |
| YENI GIMAT REIT           | 1              | 1.458.027.051  | 1.509.137.427  | 1.744.980.978  | 1.841.710.956  | 1.934.536.673  | 2.082.388.868  | 2.267.562.306  |
| REYSAŞ REIT               | 337.146.854    | 340.215.629    | 347.985.355    | 302.696.389    | 826.913.693    | 937.753.103    | 1.149.857.616  | 1.698.535.301  |
| ALARKO REIT               | 304.754.439    | 386.557.149    | 460.325.920    | 586.260.424    | 713.528.051    | 919.527.897    | 1.143.408.257  | 1.513.116.444  |
| VAKIF REIT                | 193.035.451    | 197.390.855    | 552.300.231    | 822.556.803    | 864.982.812    | 940.320.708    | 981.030.288    | 1.063.660.615  |
| DOĞUŞ REIT                | 225.695.204    | 604.510.601    | 656.340.414    | 733.919.115    | 826.592.304    | 880.585.987    | 884.454.554    | 979.262.620    |
| AKFEN REIT                | 809.271.752    | 897.881.682    | 823.809.895    | 773.453.673    | 560.795.264    | 607.819.213    | 743.995.844    | 959.543.722    |
| PANORA REIT               | 1              | 655.267.980    | 708.295.387    | 766.064.504    | 769.111.884    | 923.005.862    | 946.821.397    | 959.535.895    |
| KİLER REIT                | 307.299.707    | 296.057.583    | 296.030.194    | 225.578.865    | 789.817.764    | 1.102.939.650  | 1.177.269.300  | 729.572.000    |
| SINPAŞ REIT               | 1.074.824.847  | 1.071.357.248  | 1.153.527.810  | 1.048.572.827  | 997.291.344    | 893.180.910    | 350.563.705    | 562.167.565    |
| SERVET REIT               | 1              | 191.989.358    | 220.423.761    | 269.886.564    | 333.462.987    | 425.378.154    | 494.732.570    | 560.731.443    |
| ATAKULE REIT              | 246.687.871    | 238.290.644    | 250.613.381    | 288.540.287    | 309.024.129    | 362.999.472    | 383.350.665    | 491.326.908    |
| ÖZDERİCİ REIT             | 103.948.050    | 115.166.914    | 155.964.749    | 269.542.597    | 292.911.298    | 327.189.178    | 416.723.929    | 403.947.165    |
| NUROL REIT                | 69.810.623     | 52.548.844     | 20.956.042     | 55.290.026     | 206.410.601    | 217.473.068    | -18.538.983    | 356.770.866    |
| PEKER REIT                | 1              | 1              | 1              | 1              | 1              | 313.204.649    | 322.578.660    | 321.505.713    |
| Marti reit                | 139.289.707    | 119.805.841    | 404.018.152    | 327.585.356    | 356.576.880    | 327.547.309    | 329.792.130    | 314.180.371    |
| TSKB REIT                 | 235.144.139    | 208.995.321    | 210.512.988    | 219.547.296    | 192.899.532    | 170.243.177    | 258.087.638    | 310.106.668    |
| DENIZ REIT                | 32.064.950     | 169.393.516    | 174.521.078    | 184.814.455    | 197.148.966    | 212.936.808    | 248.674.255    | 264.843.978    |
| AKMERKEZ REIT             | 179.344.278    | 193.817.323    | 211.062.016    | 224.805.974    | 225.727.674    | 232.992.706    | 259.105.076    | 249.324.658    |
| MISTRAL REIT              | 1              | 1              | 1              | 1              | 58.319.543     | 200.730.928    | 209.710.861    | 248.583.933    |
| AVRASYA REIT              | 78.790.341     | 88.981.935     | 90.476.991     | 123.085.043    | 127.203.111    | 151.927.550    | 170.819.568    | 206.125.172    |
| KÖRFEZ REIT               | 1              | 1              | 49.471.590     | 48.650.334     | 85.290.521     | 95.795.125     | 100.447.497    | 113.842.447    |
| PERA REIT                 | 159.700.290    | 155.675.871    | 155.172.304    | 156.030.575    | 154.275.621    | 99.230.674     | 90.190.858     | 81.969.421     |
| YAPI KREDİ KORAY REIT     | 55.274.381     | 35.554.514     | 66.469.805     | 72.205.548     | 63.905.557     | 70.060.000     | 78.062.797     | 81.933.122     |
| TREND REIT                | 1              | 1              | 1              | 1              | 1              | 33.350.347     | 44.244.173     | 52.460.108     |
| ATA REIT                  | 27.351.191     | 28.171.273     | 28.205.414     | 35.288.711     | 39.642.865     | 42.028.855     | 43.756.166     | 36.231.099     |
| IDEALIST REIT             | 9.161.742      | 8.821.444      | 8.510.009      | 9.025.896      | 8.559.182      | 7.859.117      | 7.071.227      | 7.328.630      |
| YEŞİL REIT                | 216.176.104    | 255.178.099    | 230.907.010    | 253.908.466    | 267.337.836    | 242.460.940    | 121.015.722    | -30.240.208    |
| TOTAL TRY                 | 14.463.972.236 | 22.295.301.048 | 25.177.953.065 | 29.590.130.840 | 34.926.661.191 | 40.656.427.734 | 45.040.136.534 | 49.933.639.058 |
| <b>US\$ EXCHANGE RATE</b> | 1,7776         | 2,1304         | 2,3269         | 2,9181         | 3,5192         | 3,7719         | 5,281          | 5,94           |
| TOTAL US\$                | 8.136.798.063  | 10.465.312.170 | 10.820.384.660 | 10.140.204.530 | 9.924.602.521  | 10.778.766.069 | 8.528.713.602  | 8.406.336.542  |
|                           |                |                |                |                |                |                |                |                |

Source: Central Securities Depository Institution (CSD)
Consolidated financial statements of the companies that announce consolidated financial statements are used.

# Capital Development of REITs (TRY)

|                       | 2012          | 2013          | 2014          | 2015          | 2016          | 2017           | 2018           | 2019           |
|-----------------------|---------------|---------------|---------------|---------------|---------------|----------------|----------------|----------------|
| EMLAK KONUT REIT      | 2.500.000.000 | 3.800.000.000 | 3.800.000.000 | 3.800.000.000 | 3.800.000.000 | 3.800.000.000  | 3.800.000.000  | 3.800.000.000  |
| TORUNLAR REIT         | 500.000.000   | 200.000.000   | 500.000.000   | 500.000.000   | 500.004.000   | 1.000.000.000  | 1.000.000.000  | 1.000.000.000  |
| IŞ REIT               | 600.000.000   | 630.000.000   | 680.400.000   | 746.000.000   | 850.000.000   | 913.750.000    | 958.750.000    | 958.750.000    |
| HALK REIT             | 477.000.000   | 673.638.704   | 000.006.769   | 743.000.000   | 790.000.000   | 820.000.000    | 858.000.000    | 928.000.000    |
| SINPAŞ REIT           | 600.000.000   | 000.000.000   | 000.000.009   | 600.000.000   | 600.000.000   | 600.000.000    | 873.193.432    | 873.193.432    |
| AKİŞ REIT             | 83.000.004    | 128.200.841   | 200.000.000   | 200.000.000   | 200.000.000   | 430.091.850    | 430.091.850    | 430.091.850    |
| ÖZAK REIT             | 157.000.000   | 157.000.000   | 157.000.000   | 250.000.000   | 250.000.000   | 250.000.000    | 250.000.000    | 364.000.000    |
| DOĞUŞ REIT            | 93.780.000    | 227.208.155   | 227.208.155   | 227.208.155   | 239.000.331   | 332.007.786    | 332.007.786    | 332.007.786    |
| TSKB REIT             | 150.000.000   | 150.000.000   | 150.000.000   | 150.000.000   | 150.000.000   | 150.000.000    | 300.000.000    | 300.000.000    |
| ÖZDERİCİ REIT         | 100.000.000   | 100.000.000   | 100.000.000   | 100.000.000   | 100.000.000   | 100.000.000    | 250.000.000    | 250.000.000    |
| REYSAŞ REIT           | 190.000.000   | 217.000.000   | 240.000.000   | 246.000.001   | 246.000.001   | 246.000.001    | 246.000.001    | 246.000.001    |
| YEŞİL REIT            | 235.115.706   | 235.115.706   | 235.115.706   | 235.115.706   | 235.115.706   | 235.115.706    | 235.115.706    | 235.115.706    |
| ATAKULE REIT          | 84.000.000    | 84.000.000    | 84.000.000    | 84.000.000    | 84.000.000    | 154.000.000    | 154.000.000    | 231.000.000    |
| VAKIF REIT            | 105.000.000   | 106.200.000   | 203.319.794   | 205.400.000   | 213.000.000   | 217.500.000    | 225.000.000    | 230.000.000    |
| NUROL REIT            | 40.000.000    | 40.000.000    | 40.000.000    | 40.000.000    | 80.000.000    | 80.000.000     | 80.000.000     | 205.000.000    |
| AKFEN REIT            | 184.000.000   | 184.000.000   | 184.000.000   | 184.000.000   | 184.000.000   | 184.000.000    | 184.000.000    | 184.000.000    |
| YENI GIMAT REIT       | 1             | 53.760.000    | 53.760.000    | 107.520.000   | 107.520.000   | 107.520.000    | 161.280.000    | 161.280.000    |
| MISTRAL REIT          | 1             | 1             | 1             | 1             | 39.000.000    | 39.000.000     | 134.219.462    | 134.219.462    |
| KİLER REIT            | 124.000.000   | 124.000.000   | 124.000.000   | 124.000.000   | 124.000.000   | 124.000.000    | 124.000.000    | 124.000.000    |
| Marti reit            | 110.000.000   | 110.000.000   | 110.000.000   | 110.000.000   | 110.000.000   | 110.000.000    | 110.000.000    | 110.000.000    |
| PERA REIT             | 89.100.000    | 89.100.000    | 89.100.000    | 89.100.000    | 89.100.000    | 89.100.000     | 89.100.000     | 89.100.000     |
| PANORA REIT           | 1             | 87.000.000    | 87.000.000    | 87.000.000    | 87.000.000    | 87.000.000     | 87.000.000     | 87.000.000     |
| PEKER REIT            | 1             | 1             | 1             | 1             | 1             | 30.000.000     | 73.100.000     | 73.100.000     |
| AVRASYA REIT          | 72.000.000    | 72.000.000    | 72.000.000    | 72.000.000    | 72.000.000    | 72.000.000     | 72.000.000     | 72.000.000     |
| KÖRFEZ REIT           | 1             | 1             | 000.000.99    | 000.000.99    | 000.000.99    | 000.000.99     | 000.000.99     | 000.000.99     |
| SERVET REIT           | 1             | 52.000.000    | 52.000.000    | 52.000.000    | 52.000.000    | 52.000.000     | 52.000.000     | 52.000.000     |
| DENIZ REIT            | 14.985.000    | 50.000.000    | 50.000.000    | 50.000.000    | 50.000.000    | 20.000.000     | 50.000.000     | 50.000.000     |
| YAPI KREDİ KORAY REIT | 40.000.000    | 40.000.000    | 40.000.000    | 40.000.000    | 40.000.000    | 40.000.000     | 40.000.000     | 40.000.000     |
| AKMERKEZ REIT         | 37.264.000    | 37.264.000    | 37.264.000    | 37.264.000    | 37.264.000    | 37.264.000     | 37.264.000     | 37.264.000     |
| TREND REIT            | 1             | 1             | 1             | 1             | 1             | 30.000.000     | 30.000.000     | 30.000.000     |
| ATA REIT              | 23.750.000    | 23.750.000    | 23.750.000    | 23.750.000    | 23.750.000    | 23.750.000     | 23.750.000     | 23.750.000     |
| ALARKO REIT           | 10.650.794    | 10.650.794    | 10.650.794    | 10.650.794    | 10.650.794    | 10.650.794     | 10.650.794     | 10.650.794     |
| IDEALIST REIT         | 10.000.000    | 10.000.000    | 10.000.000    | 10.000.000    | 10.000.000    | 10.000.000     | 10.000.000     | 10.000.000     |
| TOTAL TRY             | 6.630.645.504 | 8.591.888.200 | 8.924.468.449 | 9.190.008.656 | 9.439.404.832 | 10.490.750.137 | 11.346.523.031 | 11.737.523.031 |
| US\$ EXCHANGE RATE    | 1,7776        | 2,1304        | 2,3269        | 2,9181        | 3,5192        | 3,7719         | 5,281          | 5,94           |
| TOTAL US\$            | 3.730.111.107 | 4.032.992.959 | 3.835.346.791 | 3.149.312.449 | 2.682.258.704 | 2.781.290.633  | 2.148.555.772  | 1.976.013.978  |
|                       |               |               |               |               |               |                |                |                |

Source: Central Securities Depository Institution (CSD)
Consolidated financial statements of the companies that announce consolidated financial statements are used.

# REIT's Equity Capital Ratio

|                       | 2012 | 2013 | 2014 | 2015 | 2016 | 2017 | 2018  | 2019  |
|-----------------------|------|------|------|------|------|------|-------|-------|
| ALARKO REIT           | 28,6 | 36,3 | 43,2 | 55,0 | 67,0 | 86,3 | 107,4 | 142,1 |
| YENİ GİMAT REIT       | 1    | 27,1 | 28,1 | 16,2 | 17,1 | 18,0 | 12,9  | 14,1  |
| PANORA REIT           | 1    | 7,5  | 8,1  | 8,8  | 8,8  | 10,6 | 10,9  | 11,0  |
| SERVET REIT           |      | 3,7  | 4,2  | 5,2  | 6,4  | 8,2  | 9,5   | 10,8  |
| AKİŞ REIT             | 5,8  | 5,7  | 4,1  | 5,2  | 6,0  | 5,8  | 8,4   | 9,3   |
| TORUNLAR REIT         | 5,7  | 6,0  | 7,9  | 2,6  | 11,9 | 6,4  | 2,6   | 8,5   |
| REYSAŞ REIT           | 1,8  | 1,6  | 1,4  | 1,2  | 3,4  | 3,8  | 4,7   | 6,9   |
| ÖZAK REIT             | 3,4  | 3,4  | 5,2  | 4,6  | 4,5  | 5,9  | 7,4   | 6,7   |
| AKMERKEZ REIT         | 4,8  | 5,2  | 5,7  | 6,0  | 6,1  | 6,3  | 7,0   | 6,7   |
| KİLER REIT            | 2,5  | 2,4  | 2,4  | 1,8  | 6,4  | 8,9  | 9,5   | 5,9   |
| DENIZ REIT            | 2,1  | 3,4  | 3,5  | 3,7  | 3,9  | 4,3  | 2,0   | 5,3   |
| AKFEN REIT            | 4,4  | 4,9  | 4,5  | 4,2  | 3,0  | 3,3  | 4,0   | 5,2   |
| VAKIF REIT            | 1,6  | 1,9  | 2,7  | 4,0  | 4,1  | 4,3  | 4,4   | 4,6   |
| PEKER REIT            | 1    | -    | 1    | 1    | -    | 10,4 | 4,4   | 4,4   |
| IŞ REIT               | 1,8  | 1,8  | 1,8  | 3,7  | 3,7  | 3,6  | 3,7   | 4,0   |
| EMLAK KONUT REIT      | 1,7  | 2,2  | 2,3  | 2,5  | 2,8  | 3,3  | 3,4   | 3,6   |
| DOĞUŞ REIT            | 2,4  | 2,7  | 2,9  | 3,2  | 3,5  | 2,7  | 2,7   | 2,9   |
| AVRASYA REIT          | 1,1  | 1,2  | 1,3  | 1,7  | 1,8  | 2,1  | 2,4   | 2,9   |
| MARTI REIT            | 1,3  | 1,1  | 3,7  | 3,0  | 3,2  | 3,0  | 3,0   | 2,9   |
| HALK REIT             | 1,1  | 1,1  | 1,2  | 1,2  | 2,1  | 2,3  | 2,7   | 2,8   |
| ATAKULE REIT          | 2,9  | 2,8  | 3,0  | 3,4  | 3,7  | 2,4  | 2,5   | 2,1   |
| YAPI KREDİ KORAY REIT | 1,8  | 6,0  | 1,7  | 1,8  | 1,6  | 1,8  | 2,0   | 2,0   |
| MISTRAL REIT          | 1    | -    | 1    | 1    | 1,5  | 5,1  | 1,6   | 1,9   |
| TREND REIT            | 1    | 1    | 1    | 1    | 1    | 1,1  | 1,5   | 1,7   |
| NUROL REIT            | 1,7  | 1,3  | 0,5  | 1,4  | 2,6  | 2,7  | -0,2  | 1,7   |
| KÖRFEZ REIT           | 1    | -    | 0,7  | 2,0  | 1,3  | 1,5  | 1,5   | 1,7   |
| ÖZDERİCİ REIT         | 1,0  | 1,2  | 1,6  | 2,7  | 2,9  | 3,3  | 1,7   | 1,6   |
| ATA REIT              | 1,2  | 1,2  | 1,2  | 1,5  | 1,7  | 1,8  | 1,8   | 1,5   |
| TSKB REIT             | 0,0  | 1,4  | 1,4  | 1,5  | 1,3  | 1,1  | 6,0   | 1,0   |
| PERA REIT             | 1,8  | 1,7  | 1,7  | 1,8  | 1,7  | 1,1  | 1,0   | 6,0   |
| IDEALIST REIT         | 6,0  | 6,0  | 0,9  | 6,0  | 6'0  | 0,8  | 2,0   | 2,0   |
| SİNPAŞ REIT           | 1,8  | 1,8  | 1,9  | 1,7  | 1,7  | 1,5  | 0,4   | 9,0   |
| YEŞİL REIT            | 1,4  | 1,1  | 1,0  | 1,1  | 1,1  | 1,0  | 0,5   | -0,1  |
| SECTOR RATIO          | 2,2  | 2,6  | 2,8  | 3,2  | 3,7  | 3,9  | 4,0   | 4,3   |

Source: Central Securities Depository Institution (CSD)
Consolidated financial statements of the companies that announce consolidated financial statements and solo financial statements of companies that do not announce consolidated financial statements are used. \*Equity / Paid-in Capital.

# Development of Total Assets of REITs (TRY)

|                           |                | :              |                |                |                |                |                |                |
|---------------------------|----------------|----------------|----------------|----------------|----------------|----------------|----------------|----------------|
|                           | 2012           | 2013           | 2014           | 2015           | 2016           | 2017           | 2018           | 2019           |
| EMLAK KONUT REIT          | 8.394.287.000  | 13.470.982.000 | 14.953.485.000 | 17.227.504.000 | 18.702.367.000 | 20.623.660.000 | 23.319.270.000 | 24.185.242.000 |
| TORUNLAR REIT             | 4.753.110.000  | 6.351.971.000  | 7.242.477.000  | 8.862.509.000  | 10.377.680.000 | 11.335.817.000 | 12.274.439.000 | 13.720.073.000 |
| AKİŞ REIT                 | 994.640.910    | 1.254.791.303  | 1.351.959.334  | 1.785.492.929  | 2.002.995.103  | 4.272.504.797  | 5.611.716.967  | 6.298.884.591  |
| IŞ REIT                   | 1.391.937.082  | 1.668.720.437  | 1.859.866.857  | 4.125.200.579  | 4.887.020.194  | 5.311.947.256  | 5.222.332.924  | 5.716.356.886  |
| SINPAŞ REIT               | 2.093.766.722  | 2.303.899.843  | 1.979.481.563  | 2.001.837.323  | 2.210.602.422  | 1.994.659.933  | 5.020.175.511  | 5.290.965.091  |
| ÖZAK REIT                 | 857.560.621    | 1.277.920.836  | 1.523.313.553  | 1.671.663.696  | 1.779.081.234  | 2.403.713.837  | 3.572.298.881  | 4.779.523.374  |
| HALK REIT                 | 679.034.048    | 890.131.894    | 928.406.666    | 974.715.777    | 1.854.839.975  | 2.376.933.740  | 2.626.879.485  | 3.039.209.130  |
| REYSAŞ REIT               | 450.180.104    | 507.548.174    | 681.258.175    | 914.180.145    | 1.518.565.929  | 1.895.926.955  | 2.280.416.105  | 2.797.660.567  |
| AKFEN REIT                | 1.179.027.637  | 1.518.526.032  | 1.445.949.859  | 1.585.857.957  | 1.498.018.392  | 1.763.195.286  | 2.436.937.014  | 2.662.935.747  |
| YENİ GİMAT REIT           | 1              | 1.467.157.008  | 1.523.789.187  | 1.756.939.257  | 1.860.018.068  | 1.954.234.951  | 2.109.119.413  | 2.301.984.960  |
| YEŞİL REIT                | 1.137.859.262  | 1.008.523.828  | 1.248.566.092  | 1.489.154.296  | 1.999.498.467  | 2.185.597.587  | 2.265.040.280  | 2.285.760.316  |
| DOĞUŞ REIT                | 226.916.342    | 720.327.204    | 756.620.015    | 829.353.366    | 1.041.884.681  | 1.165.054.708  | 1.835.870.497  | 1.963.079.100  |
| VAKIF REIT                | 195.348.868    | 198.991.299    | 553.866.019    | 856.907.521    | 1.029.303.670  | 1.152.183.130  | 1.695.769.583  | 1.781.467.349  |
| NUROL REIT                | 508.112.048    | 840.484.393    | 1.138.343.145  | 1.581.008.870  | 1.860.936.724  | 1.841.010.507  | 1.781.231.509  | 1.743.949.491  |
| ALARKO REIT               | 308.888.850    | 388.760.710    | 463.942.210    | 590.429.307    | 718.210.559    | 926.964.533    | 1.152.290.283  | 1.531.391.235  |
| KILER REIT                | 503.470.029    | 602.835.810    | 583.008.732    | 629.257.454    | 1.390.589.182  | 1.941.060.448  | 2.187.070.536  | 1.406.889.000  |
| SERVET REIT               | 1              | 353.436.449    | 404.399.794    | 520.492.639    | 598.234.865    | 765.347.261    | 982.982.537    | 1.130.380.497  |
| PANORA REIT               | 1              | 659.316.154    | 713.072.098    | 770.546.701    | 789.965.218    | 928.574.062    | 956.398.113    | 969.316.969    |
| DENIZ REIT                | 32.171.186     | 172.834.827    | 175.286.593    | 188.960.936    | 198.272.777    | 249.961.059    | 563.326.508    | 848.898.118    |
| MARTI REIT                | 246.777.177    | 241.362.532    | 555.610.167    | 487.752.674    | 564.485.912    | 533.327.575    | 609.751.232    | 658.878.752    |
| TSKB REIT                 | 364.374.330    | 376.188.282    | 366.792.215    | 421.685.495    | 437.654.306    | 466.563.935    | 509.427.257    | 575.200.186    |
| PEKER REIT                | 1              | 1              | 1              | 1              | 1              | 629.115.637    | 526.457.046    | 542.358.817    |
| ATAKULE REIT              | 248.814.538    | 240.320.551    | 252.817.243    | 292.033.100    | 322.230.671    | 384.983.099    | 487.324.309    | 526.878.523    |
| ÖZDERİCİ REIT             | 141.722.020    | 184.354.501    | 264.368.245    | 419.187.195    | 470.079.392    | 540.540.365    | 554.872.641    | 505.551.447    |
| AKMERKEZ REIT             | 182.741.694    | 197.524.098    | 217.637.601    | 234.424.252    | 233.113.523    | 240.541.899    | 265.538.439    | 258.501.624    |
| MISTRAL REIT              | 1              | 1              | 1              | 1              | 334.494.323    | 287.432.737    | 236.072.425    | 257.289.455    |
| AVRASYA REIT              | 78.933.951     | 89.284.453     | 98.976.255     | 133.586.882    | 131.798.160    | 175.460.856    | 180.491.366    | 207.402.098    |
| PERA REIT                 | 215.295.341    | 217.564.039    | 197.811.868    | 197.094.357    | 206.796.273    | 166.088.353    | 135.207.980    | 128.009.298    |
| KÖRFEZ REIT               | 1              | 1              | 83.047.791     | 103.307.230    | 126.168.782    | 107.458.478    | 108.177.015    | 123.484.705    |
| YAPI KREDİ KORAY REIT     | 103.879.910    | 122.432.236    | 184.608.611    | 181.539.713    | 105.958.732    | 89.511.533     | 93.296.774     | 97.183.978     |
| ATA REIT                  | 27.575.109     | 29.434.267     | 33.359.398     | 65.710.862     | 69.597.861     | 96.717.405     | 100.529.319    | 90.263.702     |
| TREND REIT                | 1              | 1              | 1              | 1              | 1              | 82.155.113     | 106.365.490    | 77.319.209     |
| IDEALIST REIT             | 9.215.873      | 8.842.471      | 8.531.290      | 9.048.130      | 8.608.237      | 8.153.067      | 10.049.786     | 16.440.579     |
| TOTAL TRY                 | 25.325.640.652 | 37.364.466.631 | 41.790.652.576 | 50.907.381.643 | 59.329.070.632 | 68.896.397.102 | 81.817.126.225 | 88.518.729.794 |
| <b>US\$ EXCHANGE RATE</b> | 1,7776         | 2,1304         | 2,3269         | 2,9181         | 3,5192         | 3,7719         | 5,281          | 5,94           |
| TOTAL US\$                | 14.247.097.577 | 17.538.709.459 | 17.959.797.403 | 17.445.386.259 | 16.858.681.130 | 18.265.700.867 | 15.492.733.616 | 14.902.143.063 |

Source: Central Securities Depository Institution (CSD)
Consolidated financial statements of the companies that announce consolidated financial statements are used.

# Development of Active Profitability\* of REITs

|                       | 0,700 | o Pool      |      | 1700 | 2,700 | 1700 | 0.00 | 0.000 |
|-----------------------|-------|-------------|------|------|-------|------|------|-------|
|                       | 2102  | 2013        | 2014 | ZUIS | ZUID  | ZU1/ | 2018 | 2019  |
| AVRASYA REIT          | %0    | %0          | %6   | 8%   | 3%    | 13%  | 2%   | 1%    |
| PANORA REIT           | 1     | 1%          | 1%   | 1%   | 3%    | 1%   | 1%   | 1%    |
| ALARKO REIT           | 1%    | 1%          | 1%   | 1%   | 1%    | 1%   | 1%   | 1%    |
| YENİ GİMAT REIT       | 1     | 1%          | 1%   | 1%   | 1%    | 1%   | 1%   | 1%    |
| MISTRAL REIT          | ı     | 1           | 1    | 1    | 83%   | 30%  | 11%  | 3%    |
| AKMERKEZ REIT         | 2%    | 2%          | 3%   | 4%   | 3%    | 3%   | 2%   | 4%    |
| ATAKULE REIT          | 1%    | 1%          | 1%   | 1%   | 4%    | %9   | 21%  | %2    |
| KÖRFEZ REIT           | 1     | ı           | 40%  | 53%  | 32%   | 11%  | %2   | %8    |
| HALK REIT             | 23%   | 14%         | 11%  | 10%  | 12%   | 21%  | 13%  | 15%   |
| YAPI KREDİ KORAY REIT | 47%   | 71%         | 64%  | %09  | 40%   | 22%  | 16%  | 16%   |
| ÖZDERİCİ REIT         | 27%   | 38%         | 41%  | 36%  | 38%   | 39%  | 25%  | 20%   |
| TREND REIT            | 1     | ı           | 1    | ı    | ı     | 29%  | %89  | 32%   |
| IŞ REIT               | 23%   | 31%         | 35%  | 32%  | 35%   | 38%  | 32%  | 32%   |
| PERA REIT             | 76%   | 28%         | 22%  | 21%  | 25%   | 40%  | 33%  | 36%   |
| AKİŞ REIT             | 52%   | 42%         | 39%  | 41%  | 41%   | 41%  | 32%  | 36%   |
| TORUNLAR REIT         | 40%   | 53%         | 45%  | 45%  | 42%   | 44%  | 38%  | 38%   |
| REYSAŞ REIT           | 25%   | 33%         | 49%  | %29  | 46%   | 51%  | %09  | 39%   |
| VAKIF REIT            | 1%    | 1%          | %0   | 4%   | 16%   | 18%  | 42%  | 40%   |
| PEKER REIT            | 1     | -           | 1    | -    | -     | 20%  | 39%  | 41%   |
| EMLAK KONUT REIT      | %09   | 38%         | 41%  | 46%  | 43%   | 40%  | 44%  | 43%   |
| TSKB REIT             | 35%   | 44%         | 43%  | 48%  | 26%   | 64%  | 49%  | 46%   |
| KİLER REIT            | 39%   | 51%         | 49%  | 64%  | 43%   | 43%  | 46%  | 48%   |
| ÖZAK REIT             | 38%   | 28%         | 46%  | 32%  | 36%   | 38%  | 48%  | 49%   |
| DOĞUŞ REIT            | 1%    | 16%         | 13%  | 12%  | 21%   | 24%  | 25%  | 20%   |
| SERVET REIT           | -     | 46%         | 45%  | 48%  | 44%   | 44%  | 20%  | %05   |
| Marti reit            | 44%   | %09         | 27%  | 33%  | 37%   | 39%  | 46%  | 25%   |
| IDEALIST REIT         | 1%    | %0          | %0   | 0%   | 1%    | 4%   | 30%  | %25   |
| ATA REIT              | 1%    | 4%          | 15%  | 46%  | 43%   | 21%  | %95  | %09   |
| AKFEN REIT            | 31%   | 41%         | 43%  | 51%  | %89   | %99  | %69  | 64%   |
| DENIZ REIT            | %0    | 2%          | %0   | 2%   | 1%    | 15%  | %95  | %69   |
| NUROL REIT            | 86%   | 94%         | %86  | %26  | %68   | %88  | 101% | %08   |
| SİNPAŞ REIT           | 49%   | 23%         | 42%  | 48%  | 25%   | 25%  | 83%  | %68   |
| YEŞİL REIT            | 81%   | 75%         | 82%  | 83%  | 87%   | 89%  | %26  | 101%  |
| SECTOR RATIO          | 43%   | <b>40</b> % | 40%  | 42%  | 41%   | 41%  | 45%  | 44%   |
|                       |       |             |      |      |       |      |      |       |

Souroe: Central Securities Depository Institution (CSD)
Consolidated financial statements of the companies that announce consolidated financial statements of companies that do not announce consolidated financial statements are used.
\* Total Liabilities / Total Assets.

# Development of Period Income of REITS (TRY)

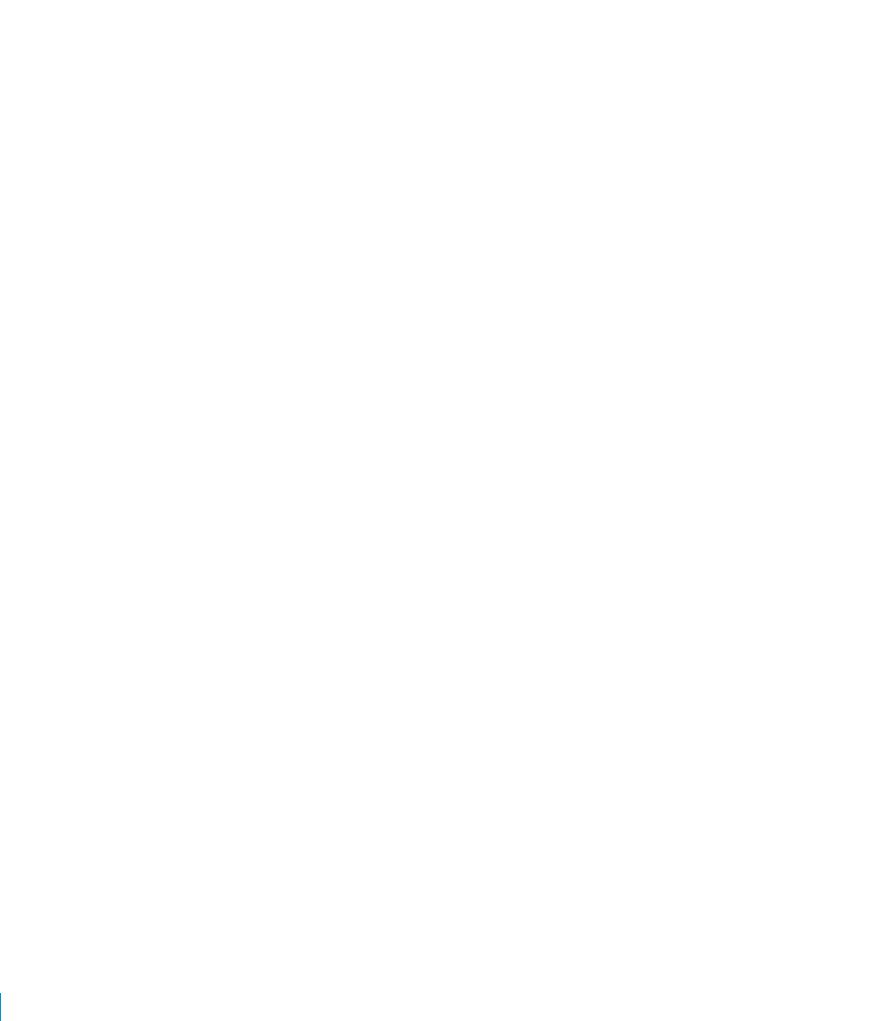
|                            | 2012          | 2013          | 2014          | 2015          | 2016          | 2017          | 2018          | 2019          |
|----------------------------|---------------|---------------|---------------|---------------|---------------|---------------|---------------|---------------|
| TORUNLAR REIT              | 336.888.000   | 190.556.000   | 1.058.919.000 | 953.604.000   | 1.172.384.000 | 455.108.000   | 1.287.204.000 | 865.790.000   |
| EMLAK KONUT REIT           | 523.402.000   | 1.060.537.000 | 954.397.000   | 952.605.000   | 1.761.276.000 | 1.756.094.000 | 1.269.907.000 | 778.369.000   |
| AKIŞ REIT                  | 44.195.111    | 25.039.578    | 58.634.016    | 291.947.325   | 169.929.189   | 490.551.211   | 1.029.882.607 | 549.043.489   |
| REYSAŞ REIT                | 31.015.378    | 24.636.912    | 7.395.793     | -43.054.120   | 131.380.940   | 105.578.390   | 212.108.681   | 548.706.853   |
| ALARKO REIT                | 14.271.557    | 84.385.039    | 78.151.728    | 131.791.243   | 133.207.239   | 152.357.089   | 269.599.472   | 389.574.941   |
| YENI GIMAT REIT            | 1             | 220.498.852   | 107.820.624   | 302.766.482   | 185.919.977   | 189.964.446   | 275.718.990   | 342.865.730   |
| HALK REIT                  | 625.844.000   | 867.259.000   | 61.347.146    | 57.423.905    | 107.667.056   | 252.108.771   | 394.801.082   | 321.408.214   |
| ÖZAK REIT                  | 14.471.404    | -4.234.495    | 220.260.368   | 191.735.942   | 14.028.274    | 259.392.437   | 234.955.963   | 311.378.318   |
| IŞ REIT                    | 65.408.398    | 116.156.720   | 86.771.767    | 555.932.867   | 420.511.402   | 179.956.837   | 341.610.873   | 297.389.779   |
| SİNPAŞ REIT                | 75.786.232    | 18.545.007    | 89.466.839    | -52.220.536   | (54.846.914)  | (87.039.595)  | (196.882.437) | 215.036.241   |
| AKFEN REIT                 | 24.201.835    | 118.002.845   | -2.447.787    | -46.983.079   | (256.908.907) | 39.410.018    | 104.492.321   | 165.355.553   |
| VAKIF REIT                 | 6.217.962     | 4.358.389     | 21.854.652    | 74.143.727    | 42.424.825    | 75.356.625    | 40.755.562    | 96.152.268    |
| DOĞUŞ REIT                 | 37.452.486    | 21.915.267    | 51.828.245    | 77.601.516    | 58.650.926    | 54.065.513    | 3.933.529     | 95.044.820    |
| AKMERKEZ REIT              | 54.321.987    | 59.841.965    | 65.687.893    | 73.325.045    | 77.821.662    | 77.807.440    | 88.649.656    | 81.558.129    |
| PANORA REIT                | 1             | 76.063.216    | 83.138.916    | 95.899.761    | 42.005.980    | 192.069.578   | 66.193.235    | 62.539.398    |
| SERVET REIT                | 1             | 2.032.687     | 29.608.066    | 47.069.232    | 40.102.331    | 70.335.221    | 49.045.866    | 52.356.278    |
| TSKB REIT                  | 17.047.938    | -26.166.850   | 1.543.143     | 9.036.381     | (26.645.070)  | (22.672.732)  | (61.888.537)  | 52.113.273    |
| MISTRAL REIT               | 1             | -             | 1             | 1             | (3.548.017)   | 142.385.845   | 6.103.327     | 34.893.382    |
| AVRASYA REIT               | 1.180.018     | 10.193.578    | 1.494.953     | 8.883.075     | 4.116.104     | 24.714.756    | 12.562.985    | 33.935.679    |
| ATAKULE REIT               | 48.190.748    | -7.305.137    | 12.347.445    | 37.939.105    | 20.496.640    | (16.017.591)  | 20.349.204    | 31.098.378    |
| KÖRFEZ REIT                | 1             | -             | -383.141      | -762.396      | 36.642.706    | 10.509.081    | 4.657.052     | 13.420.572    |
| DENIZ REIT                 | 5.083.481     | -2.428.081    | 5.127.562     | 10.293.377    | 12.334.511    | 15.787.842    | 38.243.618    | 13.342.945    |
| TREND REIT                 | 1             | 1             | 1             | 1             | 1             | (3.233.144)   | 10.919.027    | 8.185.208     |
| Marti reit                 | 1.174.504     | -19.344.721   | 209.249.664   | -132.876.490  | (23.052.529)  | 1.211.701     | (25.948.294)  | 4.740.638     |
| YAPI KREDİ KORAY REIT      | -7.069.780    | -19.778.518   | 31.061.048    | 5.844.853     | (9.048.741)   | 1.702.026     | 8.464.917     | 3.878.313     |
| IDEALIST REIT              | -28.719       | -340.215      | -315,05       | 516.505       | (309.741)     | (697.763)     | (1.008.898)   | 273.605       |
| PEKER REIT                 | 1             | 1             | 1             | 1             | 1             | 49.145.977    | 9.364.465     | (1.096.376)   |
| ATA REIT                   | 1.055.266     | 820.082       | 763.957       | 7.083.297     | 4.354.154     | 2.385.990     | 1.727.311     | (7.525.067)   |
| PERA REIT                  | -1.966.728    | -4.207.668    | -500.383      | 842.735       | (1.753.341)   | (55.048.881)  | (8.962.972)   | (8.202.160)   |
| ÖZDERİCİ REIT              | -917.019      | 11.034.112    | 40.761.104    | 113.462.010   | 23.525.439    | 33.930.819    | (60.788.632)  | (12.916.258)  |
| YEŞİL REIT                 | 15.030.749    | 39.001.995    | -24.352.193   | 1.067.993     | (13.409.358)  | (5.392.174)   | (157.800.020) | (116.563.051) |
| NUROL REIT                 | 7.166.308     | -17.288.835   | -31.593.612   | -105.613.041  | 151.070.362   | 11.069.818    | (235.960.059) | (290.516.489) |
| KİLER REIT                 | 40.495.007    | -11.065.189   | -57.713       | -70.624.573   | 30.750.491    | 313.095.671   | 144.230.990   | (447.638.000) |
| TOTAL TRY                  | 1.979.918.123 | 2.838.718.535 | 3.218.295.785 | 3.548.681.141 | 4.251.077.590 | 4.765.993.222 | 5.176.241.884 | 4.483.993.603 |
| <b>US</b> \$ EXCHANGE RATE | 1,8065        | 1,9248        | 2,1226        | 2,685         | 2,8848        | 3,5168        | 4,5607        | 5,94          |
| TOTAL US\$                 | 1.095.996.747 | 1.474.812.206 | 1.516.204.553 | 1.321.668.954 | 1.473.612.587 | 1.355.207.354 | 1.134.966.537 | 754.881.078   |
|                            |               |               |               |               |               |               |               |               |

Source: Central Securities Depository Institution (CSD)
Consolidated financial statements of the companies that announce consolidated financial statements are used.

# Development of Active Profitability\* of REITS

|                       | 2012  | 2013   | 2014  | 2015   | 2016   | 2017   | 2018   | 2019   |
|-----------------------|-------|--------|-------|--------|--------|--------|--------|--------|
| AKFEN REIT            | 2,1%  | 7,8%   | -0,5% | -3,0%  | -17,1% | 2,2%   | 4,3%   | 6,2%   |
| AKİŞ REIT             | 4,4%  | 2,0%   | 4,3%  | 16,4%  | 8,5%   | 11,5%  | 18,4%  | 8,7%   |
| AKMERKEZ REIT         | 29,7% | 30,3%  | 30,5% | 31,3%  | 33,4%  | 32,3%  | 33,4%  | 31,6%  |
| ALARKO REIT           | 4,6%  | 21,7%  | 16,8% | 22,3%  | 18,5%  | 16,4%  | 23,4%  | 25,4%  |
| ATA REIT              | 3,8%  | 2,8%   | 2,3%  | 10,8%  | 6,3%   | 2,5%   | 1,7%   | -8,3%  |
| ATAKULE REIT          | 19,4% | -3,0%  | 4,9%  | 13,0%  | 6,4%   | -4,5%  | 4,2%   | 5,9%   |
| AVRASYA REIT          | 1,5%  | 11,4%  | 1,5%  | %9'9   | 3,1%   | 14,1%  | 7,0%   | 16,4%  |
| DENIZ REIT            | 15,8% | -1,4%  | 2,9%  | 5,4%   | 6,2%   | 6,3%   | %8'9   | 1,6%   |
| DOĞUŞ REIT            | 16,5% | 3,0%   | 6,8%  | 9,4%   | 2,6%   | 4,6%   | 0,2%   | 4,8%   |
| EMLAK KONUT REIT      | 6,2%  | 7,9%   | 6,4%  | 5,5%   | 9,4%   | 8,5%   | 5,4%   | 3,2%   |
| HALK REIT             | 92,2% | 97,4%  | %9'9  | 2,9%   | 5,8%   | 10,6%  | 15,0%  | 10,6%  |
| IDEALIST REIT         | -0,3% | -3,8%  | 0,0%  | 5,7%   | -3,6%  | -8,6%  | -10,0% | 1,7%   |
| IŞ REIT               | 4,7%  | %0,7   | 4,7%  | 13,5%  | 8,6%   | 3,4%   | 6,5%   | 5,2%   |
| KİLER REIT            | 8,0%  | -1,8%  | %0'0  | -11,2% | 2,5%   | 16,1%  | %9'9   | -31,8% |
| KÖRFEZ REIT           | 0,0%  | %0'0   | -0,5% | %2'0-  | 29,0%  | %8'6   | 4,3%   | 10,9%  |
| MARTI REIT            | 0,5%  | -8,0%  | 37,7% | -27,2% | -4,1%  | 0,2%   | -4,3%  | 0,7%   |
| MISTRAL REIT          | 0,0%  | %0'0   | 0,0%  | 0,0%   | -1,1%  | 49,5%  | 2,6%   | 13,6%  |
| NUROL REIT            | 1,4%  | -2,1%  | -2,8% | %2'9-  | 8,1%   | %9'0   | -13,2% | -16,7% |
| ÖZAK REIT             | 1,7%  | -0,3%  | 14,5% | 11,5%  | 0,8%   | 10,8%  | %9'9   | 6,5%   |
| ÖZDERİCİ REIT         | -0,6% | %0'9   | 15,4% | 27,1%  | 2,0%   | 6,3%   | -11,0% | -2,6%  |
| PANORA REIT           | 0,0%  | 11,5%  | 11,7% | 12,4%  | 5,3%   | 20,7%  | 6,9%   | 6,5%   |
| PEKER REIT            | 0,0%  | %0'0   | 0,0%  | 0,0%   | %0,0   | 7,8%   | 1,8%   | -0,5%  |
| PERA REIT             | -0,9% | -1,9%  | -0,3% | 0,4%   | -0,8%  | -33,1% | -6,6%  | -6,4%  |
| REYSAŞ REIT           | 6,9%  | 4,9%   | 1,1%  | -4,7%  | 8,7%   | 2,6%   | 9,3%   | 19,6%  |
| SERVET REIT           | 0,0%  | %9'0   | 7,3%  | %0'6   | 6,7%   | 9,5%   | 2,0%   | 4,6%   |
| SINPAŞ REIT           | 3,6%  | %8'0   | 4,5%  | -2,6%  | -2,5%  | -4,4%  | -3,9%  | 4,1%   |
| TORUNLAR REIT         | 7,1%  | 3,0%   | 14,6% | 10,8%  | 11,3%  | 4,0%   | 10,5%  | 6,3%   |
| TREND REIT            | %0'0  | %0'0   | %0'0  | 0,0%   | %0'0   | -3,9%  | 10,3%  | 10,6%  |
| TSKB REIT             | 4,7%  | -2,0%  | 0,4%  | 2,1%   | -6,1%  | -4,9%  | -12,1% | 9,1%   |
| VAKIF REIT            | 3,2%  | 2,2%   | 3,9%  | 8,7%   | 4,1%   | 6,5%   | 2,4%   | 5,4%   |
| YAPI KREDİ KORAY REIT | -6,8% | -16,2% | 16,8% | 3,2%   | -8,5%  | 1,9%   | 9,1%   | 4,0%   |
| YENI GIMAT REIT       | %0'0  | 15,0%  | 7,1%  | 17,2%  | 10,0%  | %2'6   | 13,1%  | 14,9%  |
| YEŞİL REIT            | 1,3%  | 3,9%   | -2,0% | 0,1%   | -0,7%  | -0,5%  | -2,0%  | -5,1%  |
| SECTOR RATIO          | 7,8%  | 7,6%   | 7,7%  | 7,0%   | 7,2%   | %6'9   | 6,3%   | 5,1%   |

Source: Central Securities Depository Institution (CSD)
Consolidated financial statements of the companies that announce consolidated financial statements of companies that do not announce consolidated financial statements are used.
\*Period Profit / Total Assets.



### With the Contributions of



































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