





## Company Information

Company Name	: <b>TSKB REAL ESTATE INVESTMENT TRUST</b>
Date of Establishment	: <b>03.02.2006</b>
Share Capital	: <b>650.000.000 TL</b>
Listing	: <b>Borsa Istanbul</b>
Ticker Symbol	: <b>TSGYO</b>
Address	: <b>Ömer Avni mah. Karun Çıkmazı sok. No:2 34427 Fındıklı İstanbul</b>
Web-site	: <b><a href="http://www.tskbgyo.com.tr">www.tskbgyo.com.tr</a></b>
e-mail	: <b><a href="mailto:gyo@tskb.com.tr">gyo@tskb.com.tr</a></b>
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Disclaimer:

*This presentation must be read with the disclaimer in the Appendix*



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## Highlights

- Established in 2006 as a real estate investment and development company
- Developer of new projects, has demonstrated its ability to ensure profitable project development
- Asset size grew from TL 12 m (2006) to TL 2.4 bn (2023)
- Strong real estate portfolio with a commercial focus enabling reliable revenues derived from rental income
- Aims to achieve sustainable growth – leasable area up from 3k sqm to approximately 65k sqm
- Income-sharing and joint-venture projects under evaluation

**TSKB REIT aims to be a leading player in the Turkish real estate sector**

## Vision & Mission

### Vision

To be a “reliable business partner” with a “pioneering role” in its sector

### Mission

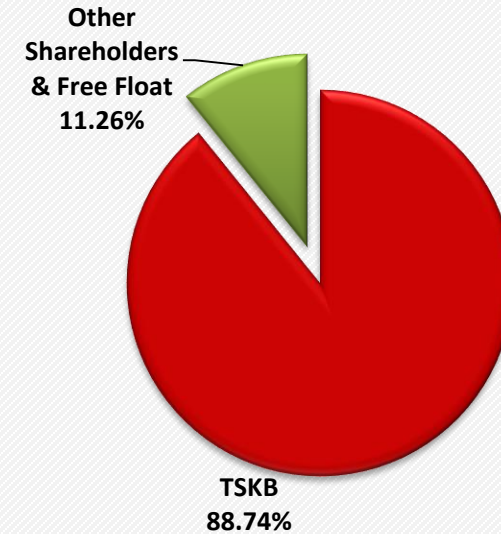
To establish and maintain a growing and sustainable investment portfolio with high returns.



## Shareholders Structure

Experienced main shareholder, Turkey's oldest and largest investment and development bank TSKB, part of the Is Bank Group

Shareholders	Ratio (%)
<b>TSKB</b>	<b>88.74</b>
<b>Other Shareholders &amp; Free Float</b>	<b>11.26</b>
<b>Total</b>	<b>100</b>

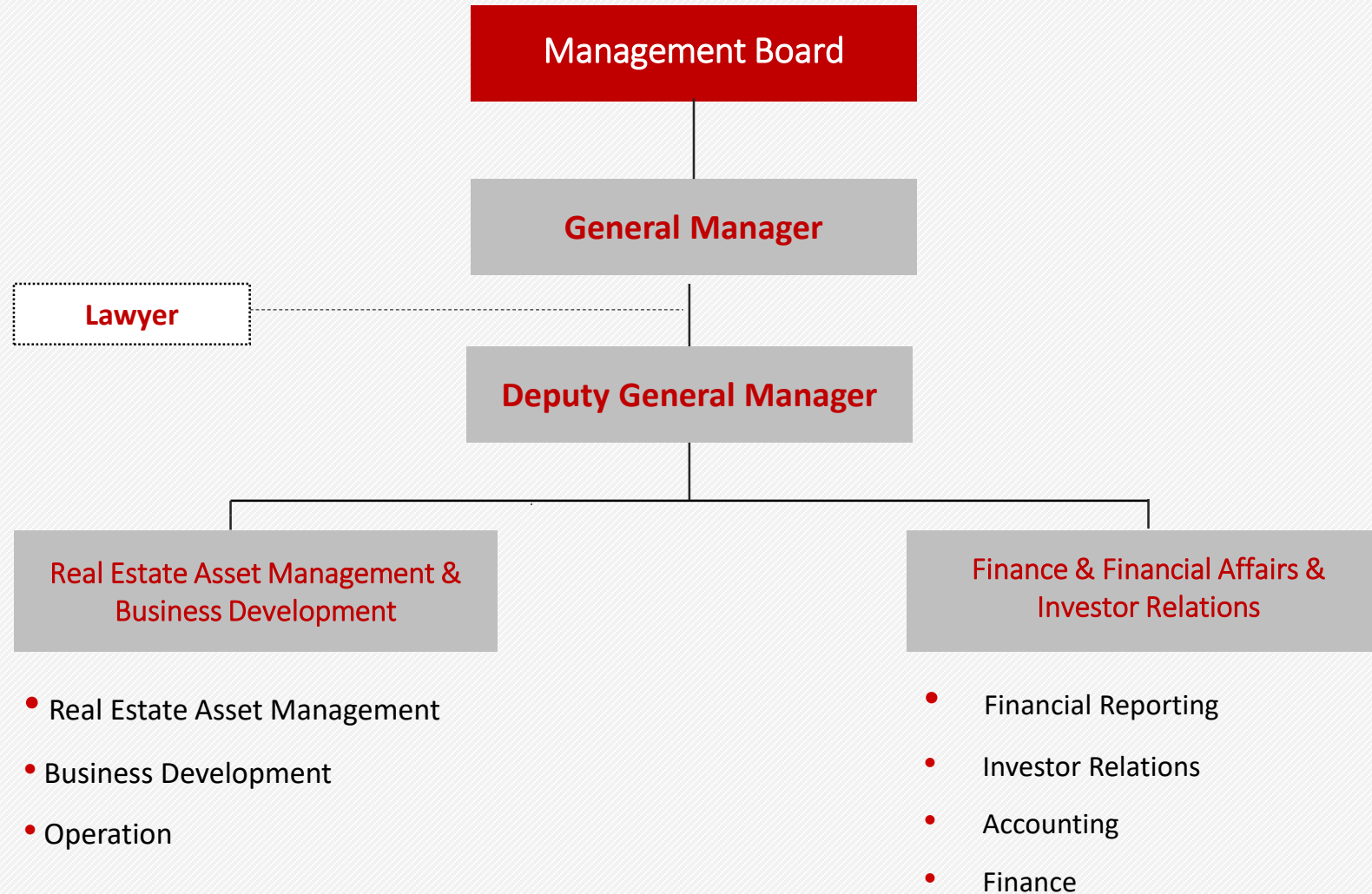


\* As of January 30,2023, listed shares were held by TSKB, thus, the total share of TSKB was 88,74% as of the date given.

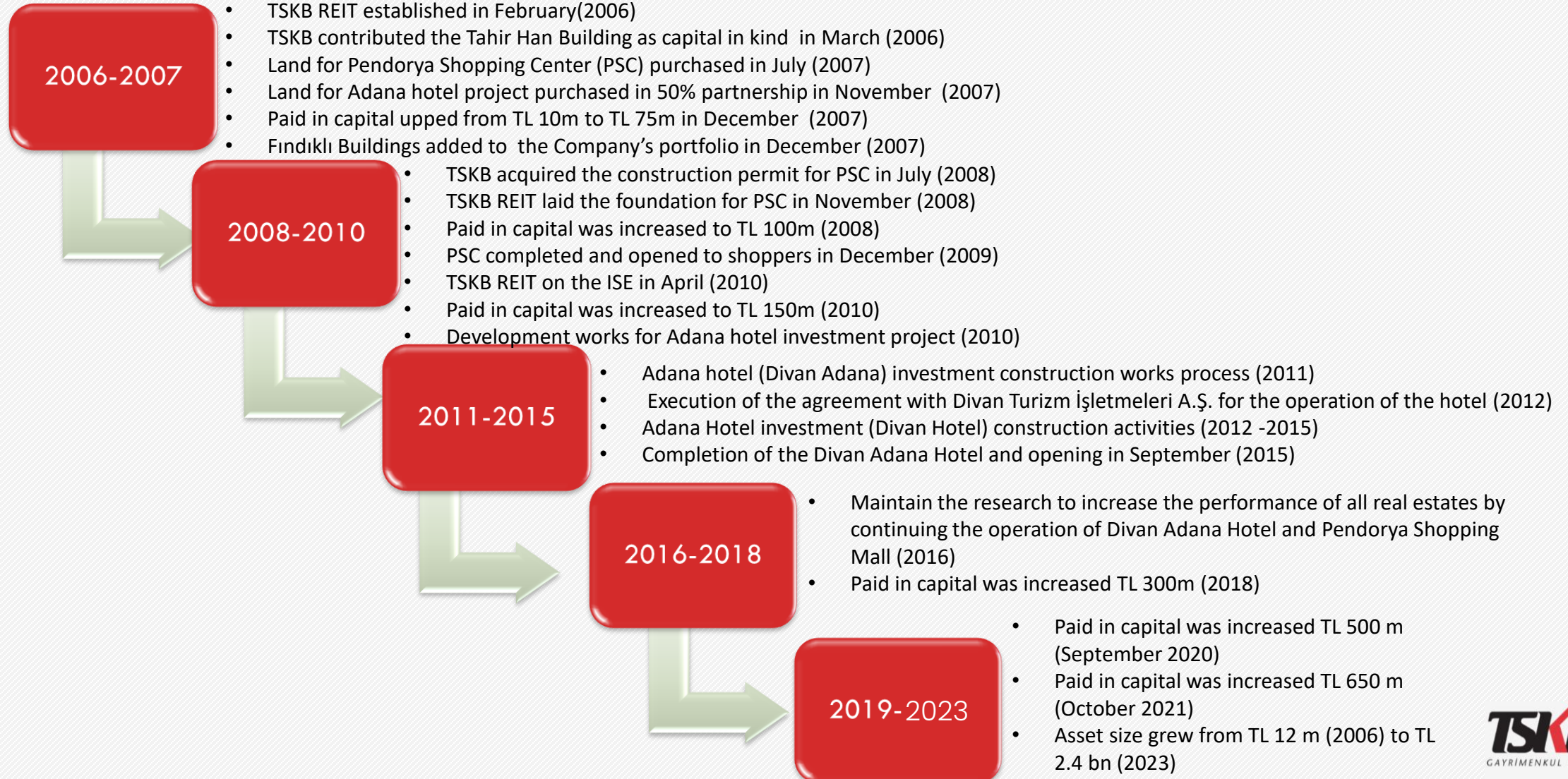
The Company is one of the subsidiaries established by TSKB in the real estate market, demonstrating the parent company's commitment to the sector:

1. TSKB Real Estate Investment Company
2. TSKB Real Estate Appraisal

## Organizational Chart



## History





# Investment Strategy

## Industrial and Geographical Focus

- TSKB REIT's investment strategy is concentrated on commercial real estate due to the regular rent income and cash flow pattern which can be obtained from these kinds of assets.
- Business and shopping centers, tourism facilities, logistic warehouses and industrial plants are typical investment projects that the Company would like to add to its real estate portfolio.
- Residential investments can be another area of attraction as a part of a mixed use project or with respect to their potential profitability in stand-alone cases.

## The Goal of Growth by Project Development

- TSKB REIT adheres to an investment strategy which seeks to take a project from its initial conception and to develop it, to organize all project-essential activities in the developmental process, and to complete the project in such a way as to ensure its viability.
- By holding onto the investments which are added to its property portfolio on a long-term basis, the Company's aim is not only to achieve sustainable growth but also to take advantage of the likely appreciation in the properties' value in the long run.

## Risk Calculation

- TSKB REIT engages in a painstaking planning process in order to minimize risk factors as much as possible by verifying a project's commercial viability before starting it, making sure that the financial resources required by the project will be available, and ensuring that the project is in compliance with existing laws and regulations.



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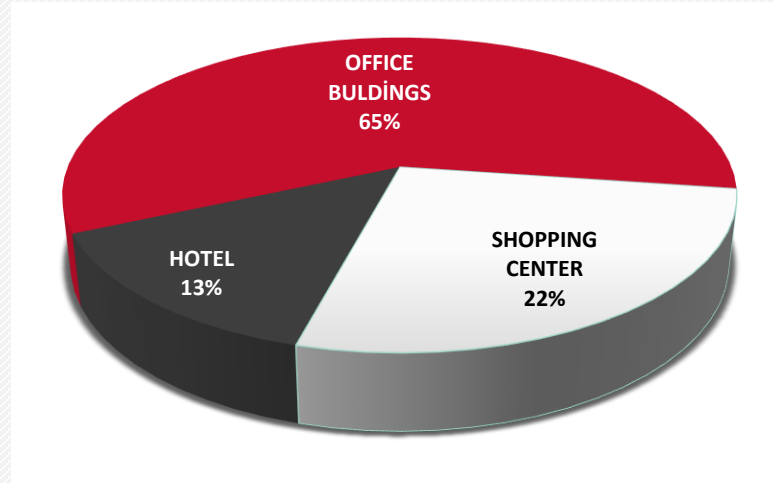
## Appendix



## Portfolio Breakdown

As of 30.06.2023	( TL )
Hotel	312.435.000
Divan Adana Hotel	312.435.000
Office Buildings	1.506.240.000
Findıklı Buildings	1.327.260.000
Tahir Han Building	178.980.000
Shopping Center	521.200.000
Pendorya Shopping Center	521.200.000
Total Real Estate Value	2.339.875.000
Participations	10.384.106
Marketable Securities	39.324.329
Total Portfolio Value	2.389.583.435





### Breakdown of Real Estate Portfolio\*



\*Proportion of Total Portfolio Value.



## Real Estate Portfolio Summary

	Value (TL 000)*
 ■ Pendorya Shopping Center	521.200
 ■ Fındıklı Office Buildings	1.327.260
 ■ Tahir Han Office Building	178.960
 ■ Divan Adana Hotel	312.435
<b>Total*</b>	<b>2.339.875</b>

- Valuations carried out by independent real estate appraisal companies. It is the value of the share of TSKB REIT (as of June 30, 2023)

➤ There are no investment projects that have been planned or worked on.

## ➤ Pendorya Shopping Center





## Pendorya Shopping Center (contd.)

Location	Pendik - İstanbul
TSKB REIT Stake	100%
Operational Date	December 2009
Land Area (sqm)	23.183
Construction Area (sqm)	80.648
Leasable Area (sqm)	30.573 sqm
Anchor Tenants	Eskidji Bazaar (9.561 sqm) MediaMarkt (3.254 sqm) Cinemaximum (2.529 sqm) e-bebek (1.150 sqm) Koton (1.126 sqm) Migros (1.101 sqm) Köfteci Yusuf (1.058 sqm)
Appraisal Value (TLm)	521,2



- 100% of Pendorya is held by TSKB REIT.
- The center features a 1.000-person capacity food court and 1.000 vehicle parking lot. Annual expected footfall is 6 million.





## Pendorya Shopping Center (contd.)

- The Pendorya site was selected after careful evaluation of the surrounding region to ensure appropriate demographics and growth dynamics as well as unsaturated market conditions and potential.
- Pendorya is located at the crossroads of two of Istanbul's main highways, and is 8 km distant from the Sabiha Gokcen (SG) International Airport.
- The Pendik area on the Asian side of Istanbul has a rapidly growing catchment population of Grade B income consumers. Ongoing boutique residential projects and other nearby tourism investments increase the attraction of Pendorya's location.
- The construction of a 4.000-person Garanti Bank Operations Center in the neighbouring plot is ongoing. Also located in the vicinity, Turkey's largest state teaching and research hospital (540 beds) was opened in January 2011.
- Fieldworks have started for a house project under the management of Kiptaş in the adjacent parcel of the Pendorya

### Real Estate Investments in Pendik Area





## Fındıklı Office Buildings



## ➤➤ Fındıklı Office Buildings (contd.)

### Fındıklı Building I

Location	Istanbul
TSKB REIT Stake	100%
Land Area (sqm)	1.696
Leasable Area (sqm)	7.102
Number of Floors	8
Tenant	TSKB
Appraisal Value (TLm)	634,3



- TSKB REIT is the 100% owner of the building.
- The building of some 7.102 sqm of covered space was purchased from TSKB in 2007.
- Currently, it is rented by TSKB and serves as the headquarters of the bank.
- The building was renovated in September 2007, and no major maintenance outlays are expected in the near future.
- The first phase of the Kabataş Square Arrangement and Transfer Center Project, which continues near the Office Buildings, have been opened in March 2019. The second phase of the project is expected to be completed in 2023.



## Fındıklı Office Buildings (contd.)

### Fındıklı Building II

Location	Istanbul
TSKB REIT Stake	100%
Land Area (sqm)	2.430
Leasable Area (sqm)	10.724
Number of Floors	10
Tenants	TSKB, TSKB Foundation, TSKB RE Appraisal
Appraisal Value (TLm)	693,0



- TSKB REIT is the 100% owner of the property.
- The building has 10.724 sqm of enclosed area and was purchased from TSKB in 2007.
- Currently rented by TSKB and other TSKB Group companies.
- The building was renovated in September 2007, and no major maintenance outlays are expected in the near future.
- It's location on the coast of the Bosphorus and public transportation options increase the potential of the region. Galataport Istanbul is expected to further increase the attractiveness of the region in the future.

## ➤ Tahir Han Office Building



## ➤➤ Tahir Han Office Building (contd.)

Location	Istanbul
TSKB REIT Stake	74%
Land Area (sqm)	607
Leasable Area (sqm)	3.198
Number of Floors	8
Tenants	Various
Appraisal Value (TLm)	179,0*

*\*It is the value of the share of TSKB REIT*

- TSKB REIT owns 74% of the building. Tahir Han is a seven-storey building on 607 sqm plot and has a built up area of 3.198 sqm.
- Building has full sea views from the third storey and up.
- Tahir Han is located on the border of a major redevelopment project. It is suitable for conversion to more lucrative activities. Galataport Istanbul is expected to further increase the attractiveness of the region in the future.
- The evacuation processes of the tenants in the building have been completed and the litigation process is currently ongoing.



## » Divan Adana Hotel



## ➤ Divan Adana Hotel (contd.)

<b>Location</b>	<b>Adana-City Center</b>
<b>TSKB REIT Stake</b>	<b>50%</b>
<b>Operational Date</b>	<b>September 2015</b>
<b>Appraisal Value (TLm)</b>	<b>312,4*</b>
<b>Rooms</b>	<b>180</b>
<b>Ballroom</b>	<b>516 sqm / 450 people</b>
<b>Bar</b>	<b>340 sqm / 120 people</b>
<b>Meeting Rooms</b>	<b>7</b>
<b>Lobby Bar</b>	<b>442 sqm / 250 people</b>

*\*It is the value of the share of TSKB REIT*



- TSKB REIT acquired a 50% share of hotel located in a central area of Adana.
- 5-star, 180 room Hotel (Divan Adana) has been in operation on September 1, 2015.
- Divan Adana Hotel features 1 disabled room, 2 grand suits, 12 suit rooms and 165 standard type rooms and has business centre, fitness centre, SPA, indoor swimming pool, 7 meeting rooms, lobby bar, ballroom, roof bar, TV lounge, Divan Pub and a private car parking area.

## ➤ Divan Adana Hotel (contd.)

### Divan Adana fills need for a comfortable city hotel...

- Adana is one of Turkey's main industrial cities, with additional business growth potential due to investments in the energy and petrochemical sectors.
- The occupancy rate of the existing 5-star hotels has increased remarkably in the past new years in Adana because of the significant commercial and industrial progress.
- The project is located some 2,5 km from the airport and 5,5 km from the bus terminal.





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## Balance Sheet

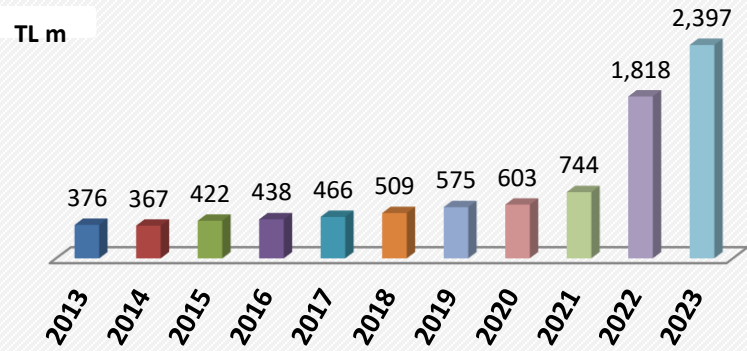
(TL 000)	2015	2016	2017	2018	2019	2020	2021	2022	2023Q2
<b>Current Assets</b>	<b>8.458</b>	<b>13.419</b>	<b>16.966</b>	<b>20.382</b>	<b>10.537</b>	<b>11.812</b>	<b>12.001</b>	<b>31.137</b>	<b>45.004</b>
Cash and Banks	4.365	8.973	12.188	14.616	5.876	8.294	7.997	26.804	39.324
Trade Receivables	924	918	727	632	495	635	2.023	1.354	1.490
Other Current Assets	3.169	3.528	4.051	5.134	4.166	2.883	1.981	2.980	4.189
<b>Non-Current Assets</b>	<b>413.227</b>	<b>424.235</b>	<b>449.629</b>	<b>489.045</b>	<b>564.663</b>	<b>591.238</b>	<b>731.565</b>	<b>1.786.525</b>	<b>2.351.670</b>
Investment Valued by Equity Method	-	-	-	-	1.513	597	1.836	5.568	10.384
Investment Property	403.950	416.878	445.015	487.468	562.698	590.228	729.303	1.779.910	2.339.875
Fixed Assets	126	433	374	319	296	246	262	875	1.226
Other Non-Current Assets	9.151	6.924	4.240	1.258	156.000	166	165	172	960
<b>Total Assets</b>	<b>421.685</b>	<b>437.654</b>	<b>466.564</b>	<b>509.427</b>	<b>575.200</b>	<b>603.050</b>	<b>743.565</b>	<b>1.817.662</b>	<b>2.396.674</b>
<b>Short-term Liabilities</b>	<b>172.137</b>	<b>81.251</b>	<b>118.698</b>	<b>15.51</b>	<b>20.312</b>	<b>110.847</b>	<b>2.941</b>	<b>7.425</b>	<b>10.274</b>
Bank Debts	164.484	66.856	94.896	-	-	108.653	-	-	-
Trade Payables	892	838	916	1.029	2.274	1.551	2.223	4.914	4.996
Other	6.761	13.557	22.886	14.481	18.038	643	718	2.510	5.231
<b>Long-term Liabilities</b>	<b>30.001</b>	<b>163.503</b>	<b>177.623</b>	<b>235.829</b>	<b>244.781</b>	<b>27.564</b>	<b>712</b>	<b>769</b>	<b>958</b>
Bank Debts	27.287	159.527	172.643	230.346	244.146	26.912	-	-	-
Other	2.714	3.976	5	5.488	635	652	712	769	958
<b>Shareholders' Equity</b>	<b>219.547</b>	<b>192.900</b>	<b>170.243</b>	<b>258.088</b>	<b>310.107</b>	<b>464.639</b>	<b>739.912</b>	<b>1.809.469</b>	<b>2.385.488</b>
Paid-in Capital	150.000	150.000	150.000	300.000	300.000	500.000	650.000	650.000	650.000
Share Premium	593	593	593	593	593	864	1.136	1.136	1.136
Reserves	153	153	153	153	153	153	153	153	153
Other Comprehensive Income/Expense not to be Reclassified to Profit or Loss	(10)	(12)	(4)	(10)	(104)	(61)	61	151	151
Retained Earnings	59.775	68.811	42.166	19.240	(42.648)	9.465	(36.316)	88.563	1.158.029
Net Income (Loss)	9.036	(26.645)	(22.673)	(61.888)	52.113	(45.781)	124.879	1.069.466	576.020
<b>Total Liabilities and Shareholders Equity</b>	<b>421.685</b>	<b>437.654</b>	<b>466.564</b>	<b>509.427</b>	<b>575.200</b>	<b>603.050</b>	<b>743.565</b>	<b>1.817.662</b>	<b>2.396.674</b>

## Income Statement

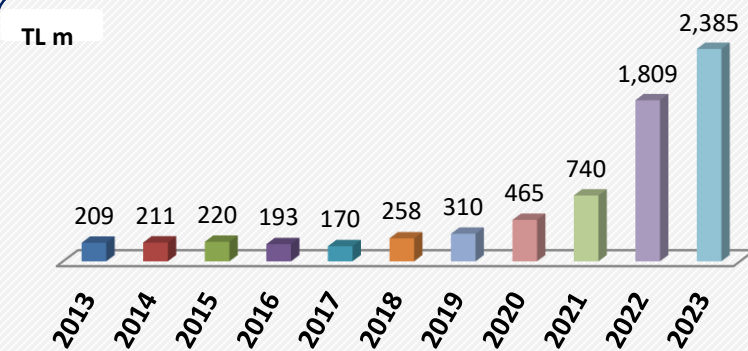
(TL 000)	2015	2016	2017	2018	2019	2020	2021	2022	2023Q2
Revenues	16.59	17.631	19.588	24.667	25.482	23.112	30.136	45.567	40.967
Operating Costs (-)	(9.838)	(10.268)	(10.674)	(13.297)	(16.246)	(15.191)	(17.181)	(31.385)	(30.050)
<b>Net Operating Profit</b>	<b>6.752</b>	<b>7.363</b>	<b>8.914</b>	<b>11.37</b>	<b>9.238</b>	<b>7.921</b>	<b>12.954</b>	<b>14.182</b>	<b>10.917</b>
Income from Other Operations	52.469	26.94	28.069	43.441	82.106	24.887	140.918	1.051.855	560.552
Expenses from Other Operations (-)	(12.731)	(14.286)	(19)	(96)	(156)	(644)	(479)	(254)	(185)
<b>Operating Profit</b>	<b>6.752</b>	<b>7.363</b>	<b>8.914</b>	<b>11.37</b>	<b>9.238</b>	<b>7.921</b>	<b>12.954</b>	<b>14.182</b>	<b>571.285</b>
Profit Share from Investment Valued by Equity Method	-	-	-	-	401	(916)	1.238	3.732	4.816
Financial Income	33	27	30	37	33	21.810	8	17	-
Financial Expenses (-)	(37.487)	(46.688)	(59.667)	(116.640)	(39.509)	(98.839)	(29.760)	(66)	(81)
<b>Profit Before Tax</b>	<b>9.036</b>	<b>(26.645)</b>	<b>(22.673)</b>	<b>(61.888)</b>	<b>52.113</b>	<b>(45.781)</b>	<b>124.879</b>	<b>1.069.466</b>	<b>576.020</b>
Tax	-	-	-	-	-	-	-	-	-
<b>Net Income</b>	<b>9.036</b>	<b>(26.645)</b>	<b>(22.673)</b>	<b>(61.888)</b>	<b>52.113</b>	<b>(45.781)</b>	<b>124.879</b>	<b>1.069.466</b>	<b>576.020</b>

## Key Parameters

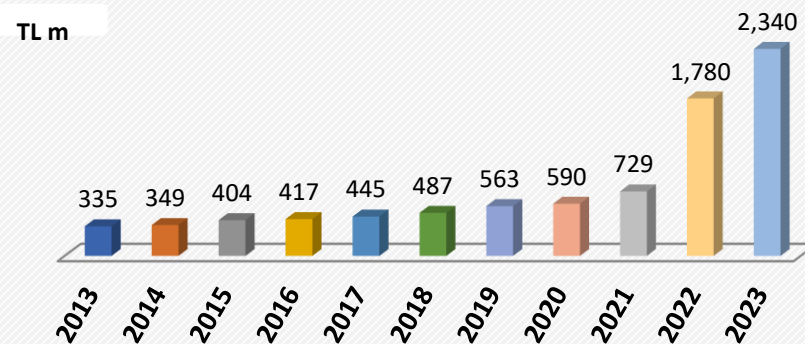
Total Assets



Shareholders' Equity



Real Estate Portfolio Assets





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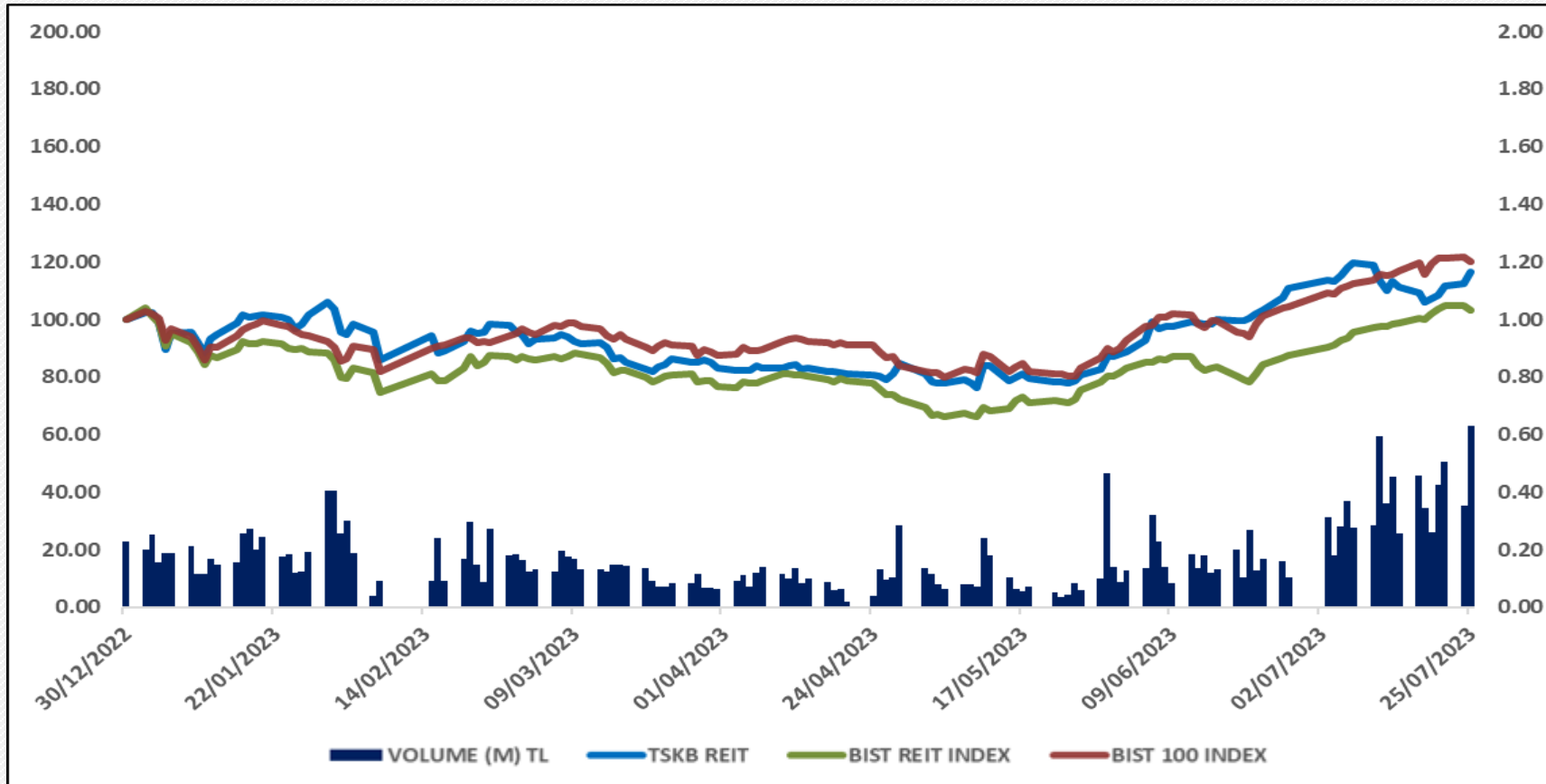
## TSGYO Stock Performance

	31.12.2022	30.06.2023	25.07.2023
<b>BIST 100 Index</b>	<b>5,509</b>	<b>5,759</b>	<b>6,605</b>
<b>BIST REIT Index</b>	<b>2,099</b>	<b>1,834</b>	<b>2,167</b>
<b>TSGYO</b>	<b>5.16</b>	<b>5.71</b>	<b>6.00</b>
<b>TSGYO Market Cap (TL mn)</b>	<b>3,354</b>	<b>3,712</b>	<b>3,900</b>
<b>TSGYO Market Cap (USD)</b>	<b>179</b>	<b>144</b>	<b>145</b>

Performance	Performance
31.12.2022 - 30.06.2023	30.06.2023- 25.07.2023
<b>5%</b>	<b>15%</b>
<b>-13%</b>	<b>18%</b>
<b>11%</b>	<b>5%</b>
<b>-20%</b>	<b>1%</b>

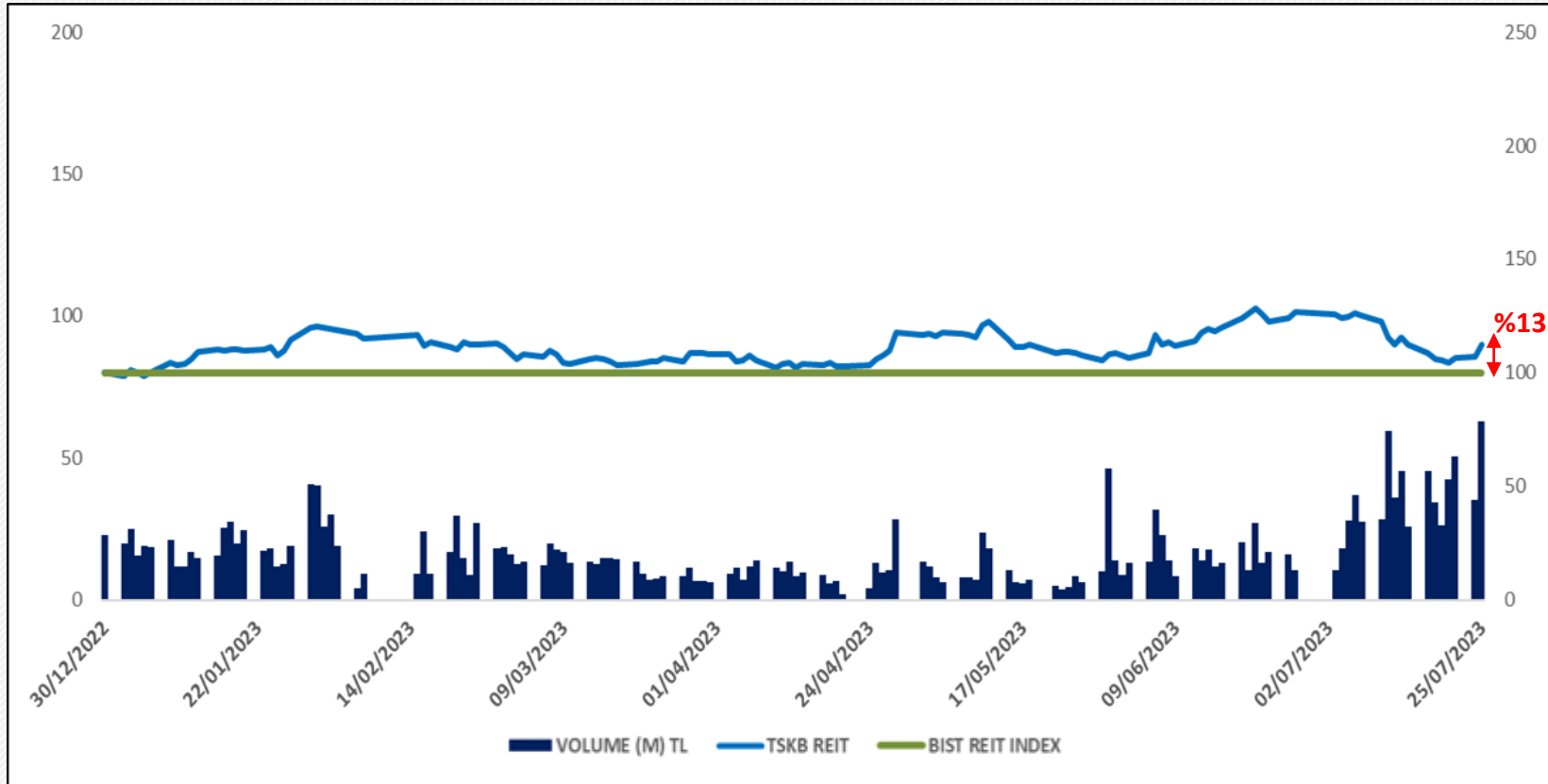
## TSGYO Stock Performance

### TSGYO, BIST REIT Index and BIST 100 Index Performance



## TSGYO Stock Performance

### TSGYO - Relative Performance to BIST REIT Index





## Net Asset Value

<b>TSGYO Net Asset Value (NAV) ( TL )</b>	
<b>Hotel</b>	<b>312.435.000</b>
Divan Adana Hotel	312.435.000
<b>Office Buildings</b>	<b>1.506.240.000</b>
Fındıklı Buildings	1.327.260.000
Tahir Han Building	178.980.000
<b>Shopping Center</b>	<b>521.200.000</b>
Pendorya Shopping Center	521.200.000
<b>Total Real Estate Value</b>	<b>2.339.875.000</b>
Participations	10.384.106
Marketable Securities	39.324.329
<b>Total Portfolio Value</b>	<b>2.389.583.435</b>
Receivables	3.341.751
Other Assets	3.748.861
Payables	11.185.868
<b>NAV*</b>	<b>2.385.488.179</b>
Market Cap**	3.900.000.000
<b>Premium to NAV</b>	<b>63%</b>

\*As of June 30, 2023

\*\*As of July 25, 2023



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## Regulation Highlights

- ✓ Capital markets institution, under the supervision of the CMB
- ✓ Corporate tax exemption
- ✓ Allowed to invest in real estate, real estate projects, rights and capital market instruments backed by real estate, and money and capital market instruments
- ✓ >51% of the the portfolio to be invested in real estate
- ✓ Not allowed to carry out construction
- ✓ Properties to be valued by independent and CMB licensed appraisal companies



## Public REITs

☐ Akfen REIT

☐ Akiş REIT

☐ Akmerkez REIT

☐ Alarko REIT

☐ Ata REIT

☐ Atakule REIT

☐ Avrasya REIT

☐ Deniz REIT

☐ Doğuş REIT

☐ Emlak Konut REIT

☐ EYG REIT

☐ Halk REIT

☐ İdealist REIT

☐ İş REIT

☐ Kızılbük REIT

☐ Kiler REIT

☐ Körfez REIT

☐ Martı REIT

☐ Mistral REIT

☐ Nuroi REIT

☐ Özak REIT

☐ Özderici REIT

☐ Panora REIT

☐ Pasifik REIT

☐ Peker REIT

☐ Pera REIT

☐ Reysaş REIT

☐ Servet REIT

☐ Sinpaş REIT

☐ Torunlar REIT

☐ Şeker REIT

☐ Trend REIT

☒ **TSKB REIT**

☐ Vakıf REIT

☐ Yapı Kredi Koray REIT

☐ Yeni Gimat REIT

☐ Yeşil REIT

☐ Ziraat REIT



## Disclaimer

This presentation does contain forward-looking statements that reflect the Company management's current views with respect to certain future events based on the base-case assumptions. Although it is believed that the expectations reflected in these statements are reasonable, they may be affected by a variety of variables and changes in underlying assumptions that could cause actual results to differ materially.

Neither TSKB REIT nor any of its directors, managers or employees nor any other person shall have any liability whatsoever for any loss arising from the use of this presentation.



*Thank You...*

**JULY 2023**