# INVESTMENT PORTFOLIO of İŞ GAYRİMENKUL YATIRIM ORTAKLIGI A.Ş. (ISGYO) as of 30.06.2016

TOTAL INVESTMENT PORTFOLIO	TL mn	%
Office Buildings	2.103,7	47%
Tuzla Technology and Operations Center	805,8	
Tuzla Mixed Use - Office	246,3	
Istanbul Is Towers	651,3	
Ankara Is Tower	118,0	
Maslak Building	94,0	
Sirkeci Office Building	47,0	
Office Lamartine	46,5	
Ankara Ulus Office Building	40,3	
Ankara Kizilay Office Building	34,9	
Antalya Office	19,6	
Shopping Centers & Retail	760,3	17%
Kanyon Shopping Center	440,0	
Marmara Park Shopping Center	130,0	
Real Hypermarket Building	95,0	
Kule Carşı Shopping Center	48,8	
Tuzla Mixed Use - Office	32,8	
Mallmarine Shopping Center	11,3	
Çınarlıbahçe Tuzla Retail	2,5	
Projects	1.273,6	29%
Ege Perla Mixed Use	489,9	
Istanbul Finance Center	155,7	
Topkapı Residential Project	301,8	
Kartal Mixed Use Project	326,3	
Hotels	22,9	1%
Kapadokya Lodge Hotel	22,9	
Lands	178,3	4%
Tuzla Land	143,8	
Üsküdar Land	30,5	
Levent Land	4,0	
Cash and Marketable Securities	94,7	2%
Participations	0,5	0%
TOTAL PORTFOLIO VALUE	4.433,8	100%

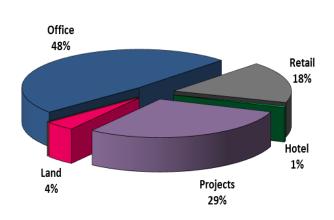
Company's investment portfolio is comprised of real estates, money & capital markets instruments and participations.

As of 30.06.2016 total portfolio value of the Company is TL 4.434 million.

Breakdown of Investment Portfolio (000 TL)	2014	2015	2Q 2016
Real Estate Portfolio	2.765.833	3.911.893	4.338.663
Money and capital market instruments	139.036	123.908	94.651
Participations	500	500	500
Total Portfolio Value	2.905.369	4.036.301	4.433.814

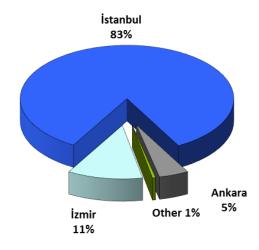
98% of the Company's total portfolio is invested in real estate sector and the real estate portfolio is comprised of rent generating commercial assets, real estate projects and land investments.

## I. REAL ESTATE PORTFOLIO



In terms of the appraisal values; 48% of the real estate investments is invested in office sector, 29% in real estate projects; 18% in retail sector, %1 in hotel sector while the remaining 4% is invested in land.

In terms of geography; 83% of the investments is located in Istanbul, 5% in Ankara, 11% in Izmir and the remaining 1% is invested in Antalya, Nevsehir and Mugla.



## **Rental Income Generated From The Real Estate Portfolio**

67% of the real estate portfolio generates rental income. Rental income generated from the real estate portfolio for the first half of 2016 is TL 98,4 million.

70% of the rental income is generated from office investments while retail investments has 30% share in the rental income.

Property Name	1H 2016 Rental Income mn TL (without VAT)	%
титом	30,9	31,4%
Is Towers Complex (Tower II & III, Kule Carsi)	26,0	26,5%
Kanyon Shopping Center	17,3	17,6%
Marmara Park Shopping Center	7,3	7,4%
Real Hypermarket Building	3,4	3,4%
Ankara Is Tower	2,5	2,6%
Maslak Building	2,4	2,4%
Ankara-Ulus Office Building	2,0	2,0%
Sirkeci Office Building	2,0	2,0%
Ankara-Kızılay Office Building	1,7	1,7%
Office Lamartine	0,9	0,9%
Antalya Office Building	0,8	0,9%
Others	1,0	1,0%
Total	98,4	100%

Whilst the average duration of the lease agreements is 5 years, on the other hand the duration may vary depending on the type of the agreement or the investment model. For example, for buy-and-lease back agreements, the average duration may be longer than 15 years while projects with B.O.T. model have longer durations.

## **REAL ESTATE PROJECTS**

## **Recently Compeleted Projects**

## Tuzla Technology& Operation Center (TUTOM)

Turn-key investment, Technology and Operation Center Project with a total GLA of 184.500 sqm in Tuzla has been leased to Isbank for 25 years. The annual rental income of TUTOM is TL 61,5 mn.

#### **Tuzla Mixed Use Project**

Mixed Use Project in Tuzla, next to TUTOM, comprises office and commercial area. In the last quarter of 2015, the total office space and some part of the commercial area was leased to Şişecam for TL 14,5 mn. The lease agreement signed with Şişecam has 5 year maturity and it will start on 01.09.2016. The leasing activities are still on-going for the commercial area. The expected annual rental income from the entire project is approximately TL 17 mn.

## **Projects Under Development**

## Ege Perla Mixed Use Project

The mixed use project "Ege Perla" is being developed in the "new city center" of İzmir with a total investment value of TL 415-420 mn. The project land was purchased from Isbank and according to the agreement, 50% of the net profit from the unit sales will be transferred to Isbank. The expected net profit of the project is TL 52-57 mn and the estimated rental income of the shopping center is TL 18-20 mn. The deliveries of the units in Ege Perla started in June 2016 and as of 30.06.2016, 111 units were delivered.

While the construction work of the shopping center is about to be completed, the leasing activities of the units are on-going during the reporting period. The shopping center is expected to be operational in the last quarter of 2016 or in March 2017.

#### Kartal Manzara Adalar Mixed Use Project

On the project land having a neighbouring location to Kartal Urban Regeneration Project, a mixed use project comprising residentials, offices and commercials is being developed with revenue sharing model. Manzara Adalar mixed use project which is designed by Perkins Eastman has a total development cost (excluding borrowing cost) of TL 620-640 mn. The expected sales revenue for residentials is TL 730-765 mn and the expected total rental income for offices and commercial area is TL 35-40 mn. The estimated completion date for the project is the first half of 2018.

## Topkapı İnistanbul Residential Project

The project land having central location, was purchased from Şişe Cam Group in order to develop a joint project with NEF (Timur Real Estate). The total development cost of the project excluding borrowing cost is TL 1-1.1 billion and expected sales revenue for the project is TL 1.5-1.6 billion. ISGYO and NEF both have 50% share in the project.

## **Istanbul Finance Center Project**

The project land is located in the heart of Istanbul Finance Center Project in Atasehir and additionally has a high accessibility thanks to the close location to the main highways of the city. On this land plot, ISGYO plans to develop a mixed use project including offices and commercial areas as a part of Istanbul Finance Project (IFP) of the government. Estimated project development cost including land excluding borrowing cost is approximately TL 260-270 mn. Total expected rental income from the project is approximately TL 37-40 mn.

## II. MONEY AND CAPITAL MARKETS INSTRUMENTS

Money and capital market instruments represent 2% of the investment portfolio. As of 30.06.2016, the value of money&capital market instruments is TL 94,7 mn.

Breakdown of Money&capital Market Instruments		
30.6.2016	TL	%
Time and Demand Deposits (Foreign Currency)	17.181.769	18%
Time and Demand Deposits (Local Currency)	70.189.711	74%
Mutual Fund	6.680.095	7%
Other	599.507	1%
TOTAL	94.651.082	