



TORUNLAR  REIC



INVESTOR PRESENTATION

07 November 2019



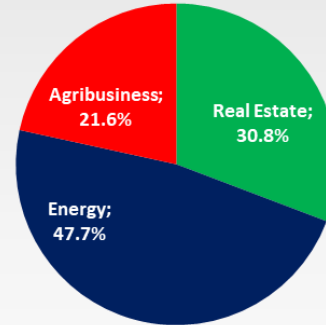
TORUNLAR GROUP OF COMPANIES TODAY (As of 31.12.2018)

Key Facts

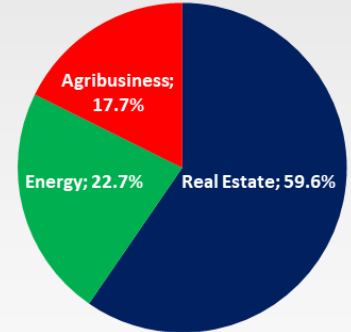
million TRY	2017	2018	Change
Total Assets	19,355	20,596	6%
Total Equity	9,785	10,584	8%
Total Sales	4,435	6,353	43%
Employees	1,140	1,034	-9%
Cities of Operation	12	12	0%

Note: All figures are based on IFRS

Total Sales



Total Assets



AGRIBUSINESS

- A leading company in oilseed, soybean, sunflower, rice and sugarbeet processing
- Competes against such multinationals as Cargill, Bunge and Cofco

REAL ESTATE

- The **2nd largest REIC** in terms of portfolio value and market cap among the listed REIC's on BIST
- Best and most diversified portfolio
- Exceeding 572,000 m² GLA

ENERGY

- The **2nd largest** natural gas distribution company of Turkey
- 1.8 million total customers
- 3.8 billion m³ natural gas sales and distribution volume
- 11,800 km of grid length

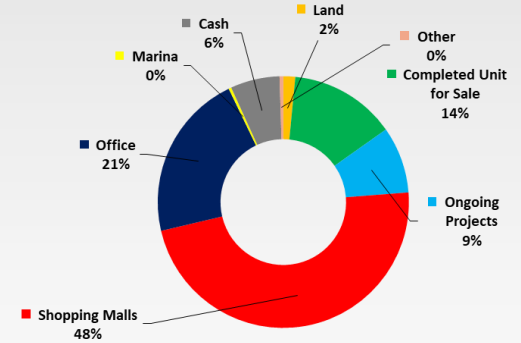


Torunlar REIC Key Overview

TRY (000)	2015	2016	2017	2018	9M 2019
Sales	628,038	665,677	780,140	1,954,283	692,071
<i>Residence & Office</i>	249,687	243,273	286,070	1,307,091	132,698
<i>Mall & Office rental</i>	309,864	351,652	411,150	526,116	455,255
<i>Other</i>	68,487	70,752	82,920	121,076	104,118
EBITDA	368,872	361,922	491,066	929,765	470,486
<i>EBITDA Margin</i>	58.7%	54.4%	62.9%	47.6%	68.0%
Net Profit	953,604	1,172,384	455,108	1,287,204	-61,825

Market Cap	1,625,000	2,075,018	3,330,000	1,510,000	1,890,000
Portfolio Value	8,760,058	9,772,422	10,347,221	12,402,269	13,022,645
Net Asset Value	4,861,088	5,973,549	6,378,657	7,613,718	7,550,524
Capex	440,241	757,077	717,660	510,254	222,856
Net Debt	1,901,906	2,535,224	3,004,044	3,989,698	4,149,705
LTV	25.78%	27.30%	29.38%	33.95%	35.42%

Portfolio Breakdown
13.0 billion TRY"



Strategic Pillars

Strong sales growth with cumulative 4.6 billion TRY within 3 years

Deleveraging from a net debt to a net cash within 2022

Completion of the project pipeline with 0.9 billion TRY capex within 3 years



Project Locations – Turkey –

ISTANBUL

- Torium Shopping Mall
- NishIstanbul Mixed-Use Project
- Mall of İstanbul
- Torun Tower
- Torun Center
- 5. Levent Project
- Mall of İstanbul 2. Phase
- Pasabahce Project
- Kemankes Land
- Kayabasi Land
- Mall of İstanbul Phase 3

SAMSUN

- Bulvar Samsun Shopping Mall

ANKARA

- ANKA mall Shopping Mall
- Crowne Plaza Hotel

BURSA

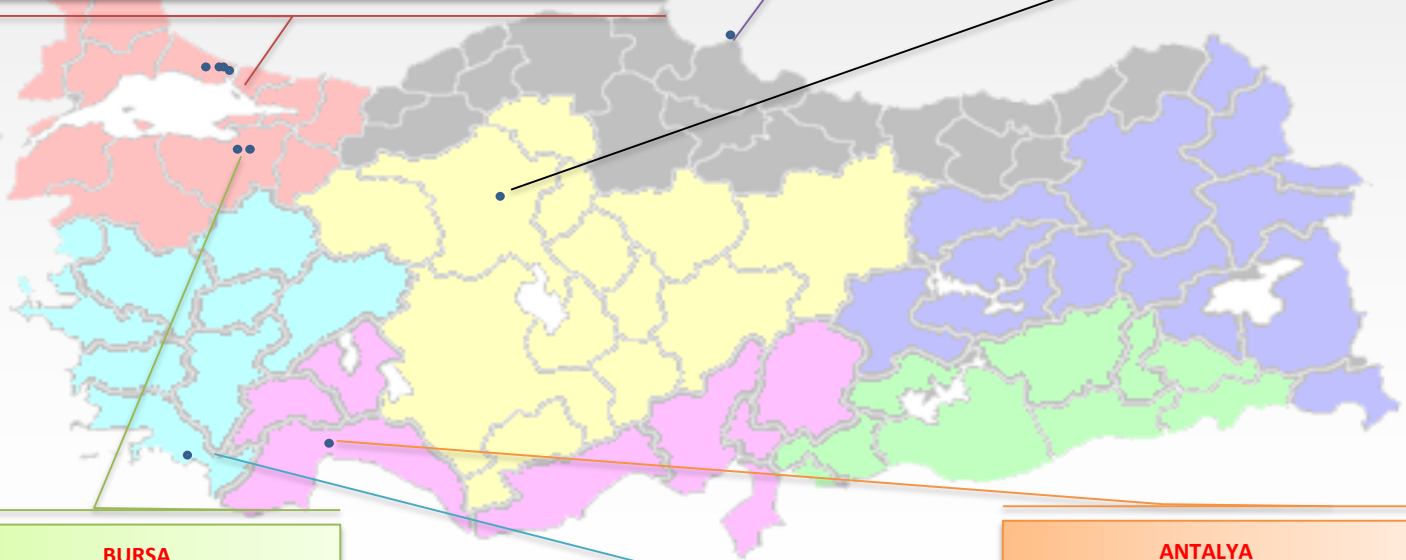
- Zafer Plaza Shopping Mall
- Korupark Shopping Mall
- Korupark Residences Phases I-II
- Korupark Residences Phase III

MUGLA

- Netsel Marina

ANTALYA

- Deepo Outlet Mall
- Mall of Antalya

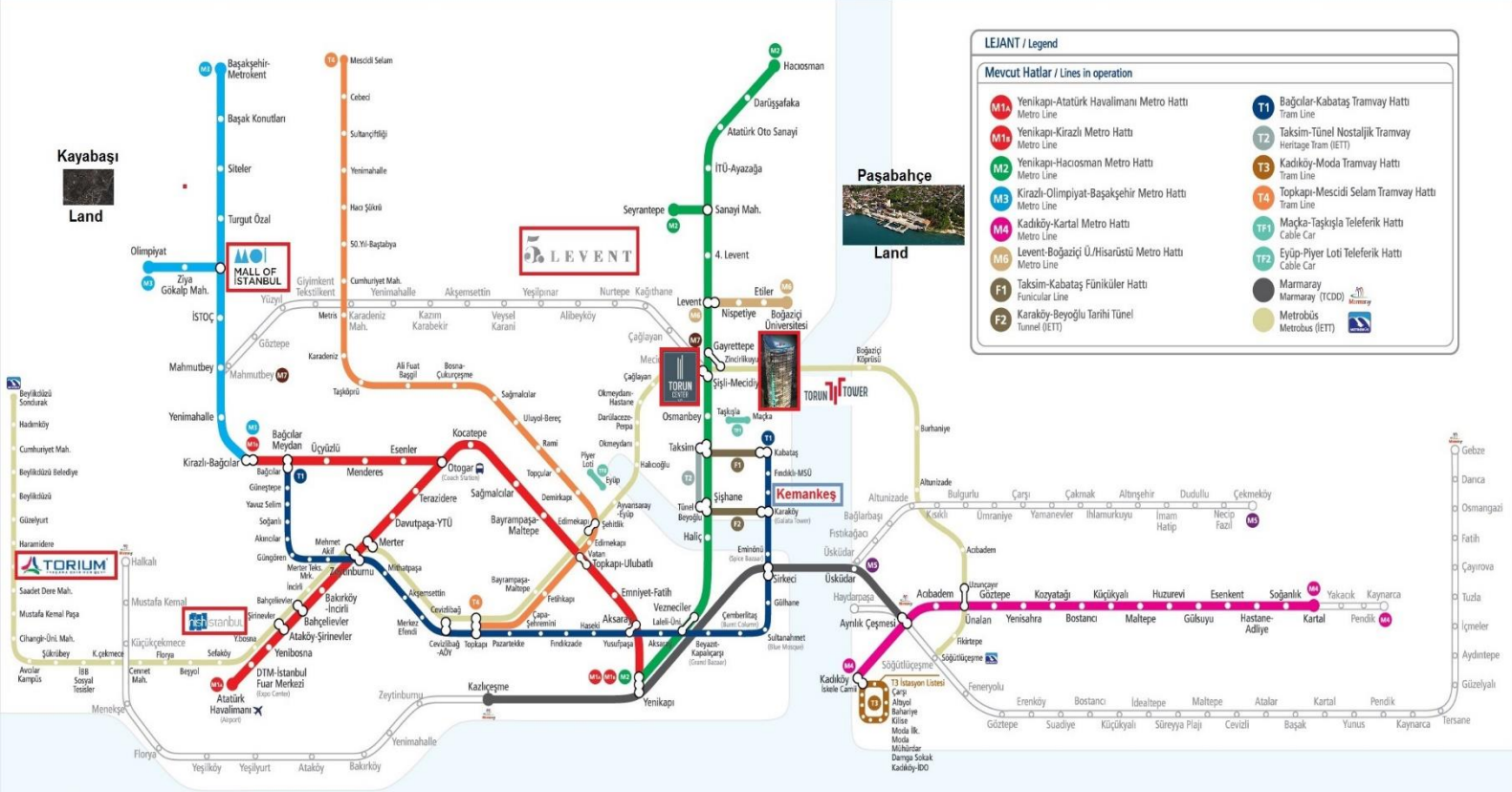




Project Locations – Istanbul –

Kayabaşı
Land

Paşabağçe
Land



LEJANT / Legend

Mevcut Hatlar / Lines in operation

- M1A** Yenikapı-Atatürk Havalimanı Metro Hattı Metro Line
- M1B** Yenikapı-Kirazlı Metro Hattı Metro Line
- M2** Yenikapı-Hacıosman Metro Hattı Metro Line
- M3** Kirazlı-Olimpiyat-Bağcaşehir Metro Hattı Metro Line
- M4** Kadıköy-Kartal Metro Hattı Metro Line
- M6** Levent-Boğaziçi Ü.Hisarüstü Metro Hattı Metro Line
- F1** Taksim-Kabataş Füniküler Hattı Funicular Line
- F2** Karaköy-Beyoğlu Tüneli (E1T) Tunnel (E1T)
- T1** Bağlar-Kabataş Tramvay Hattı Tram Line
- T2** Taksim-Tünel Nostaljik Tramvay Heritage Tram (E1TT)
- T3** Kadıköy-Moda Tramvay Hattı Tram Line
- T4** Topkapı-Mescid-i Selam Tramvay Hattı Tram Line
- TP1** Maçka-Taşkışla Teleferik Hattı Cable Car
- TP2** Eylüp-Piyer Loti Teleferik Hattı Cable Car
- Marmaray** Marmaray (TCCD)
- Metrobüs** Metrobüs (E1T)
- Metrobus** Metrobus (E1T)



9M 2019 Highlights and Forward Strategy

- Portfolio size 13.0 billion TRY.
- 692 million TRY sales revenue and 470 million TRY EBITDA.
- Residential deliveries limited to 133 million TRY.
- Rental income at 455 million TRY up by 20% y-o-y.
- Loan to value at 35.4% and cost of debt in FX is at 5.30%.
- FX debt reduced to 2,218 million TRY from 3,501 million TRY, year to date
- Focus on:
 - completing MOI 2nd Phase Hotel, Convention Center and Residential project,
 - destocking of remaining residential units at 5th Levent in 2019,
 - destocking of remaining residences and leasing of selected offices and retail area at Torun Center.
- Leverage will be ended within the year of 2022.



Rental Assets

(TRY)	Operation Date	Appraisal Value	
		2017	2018
Malls - in Operation		4,487,800,000	5,872,400,000
Zafer Plaza	1999	291,600,000	352,400,000
Deepo Outlet	Q4 2004	299,600,000	410,000,000
Korupark	Q3 2007	1,293,000,000	1,540,000,000
Torium	Q4 2010	465,200,000	490,000,000
Mall of İstanbul	Q2 2014	1,860,000,000	2,590,000,000
Mall of Antalya	Q2 2017	278,400,000	490,000,000
Offices - in Operation		2,553,605,000	2,802,195,000
Torun Tower	Q2 2014	1,532,000,000	1,724,000,000
Torun Center	H1 2017	1,021,605,000	1,078,195,000
TOTAL		7,041,405,000	8,674,595,000

(TRY)	GLA (m ²)	2017		2018		2019F	
		NOI	Yield	NOI	Yield	NOI	Yield***
Malls - in Operation	402,661	299,412,000	6.67%	405,143,000	6.90%	487,631,902	8.30%
Zafer Plaza	23,449	21,003,000	7.20%	25,149,000	7.14%	28,956,621	8.22%
Deepo Outlet	21,055	16,980,000	5.67%	31,359,000	7.65%	32,495,798	7.93%
Korupark	71,267	87,826,000	6.79%	110,078,000	7.15%	123,447,510	8.02%
Torium	88,849	22,981,000	4.94%	23,593,000	4.81%	35,355,201	7.22%
Mall of İstanbul	154,338	146,072,000	7.85%	186,572,000	7.20%	223,041,676	8.61%
Mall of Antalya	43,703	4,550,000	1.63%	28,392,000	5.79%	44,335,096	9.05%
Offices - in Operation*	132,398	74,518,000	4.85%	78,424,000	4.39%	99,268,800	5.05%
Torun Tower	66,286	74,362,000	4.85%	75,729,000	4.39%	87,000,000	5.05%
Torun Center**	66,112	156,000	0.02%	2,695,000	0.25%	12,268,800	1.14%
TOTAL	535,059	373,930,000	5.31%	483,567,000	5.57%	586,900,702	6.77%

*Offices in Operation Yield reflects only Torun Tower

**Torun Center consists of offices and retail area

***2019 Yields are calculated from 2019 forecasted NOI and 2018 appraisal values



Sellable Assets

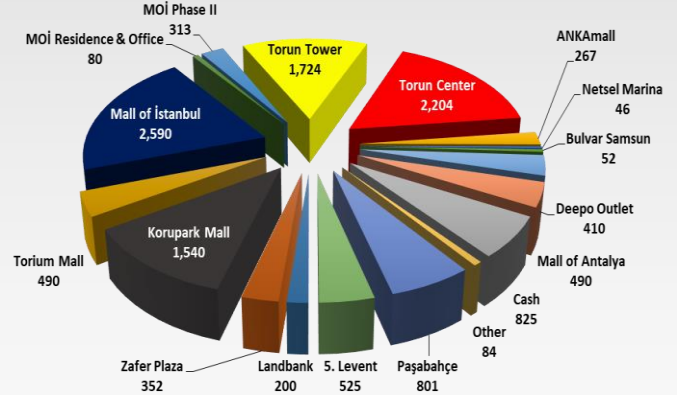
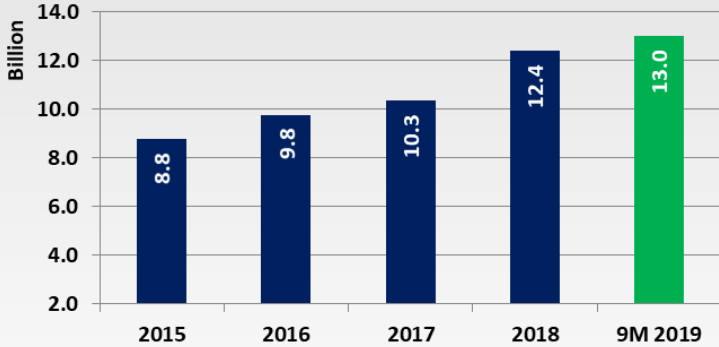
REVENUES (MILLION TRY)	2019	2020	2021	2022	2023	TOTAL
Completed Projects	252	571	712	488	450	2,473
Korupark Residences Phase 3	10	0	0	0	0	10
Torun Center Residences	99	395	441	488	450	1,873
South Tower	99	132	147	163	179	719
East Tower	0	263	294	325	271	1,154
5. Levent Phases 1 & 2	143	176	271	0	0	590
Upcoming Projects	87	1,050	1,506	1,261	310	4,215
5. Levent Phase 3	0	0	466	407	310	1,183
Paşabahçe	0	888	992	854	0	2,734
MOİ Phase 2 - High Residences	87	162	49	0	0	297
TOTAL	339	1,621	2,218	1,749	760	6,687

GSA (M ²)	2019	2020	2021	2022	2023	TOTAL
Completed Projects	23,958	34,763	44,181	15,000	12,474	130,376
Korupark Residences Phase 3	1,996					1,996
Torun Center Residences	5,249	15,000	15,000	15,000	12,474	62,723
South Tower	5,249	5,000	5,000	5,000	4,891	25,140
East Tower	0	10,000	10,000	10,000	7,583	37,583
5. Levent Phases 1 & 2	16,712	19,763	29,181			65,656
Upcoming Projects	5,082	16,940	53,064	41,000	24,000	140,085
5. Levent Phase 3			42,000	34,000	24,000	100,000
Paşabahçe		9,000	9,000	7,000		25,000
MOİ Phase 2 - High Residences	5,082	7,940	2,064			15,085
TOTAL	29,039	51,703	97,245	56,000	36,474	270,461

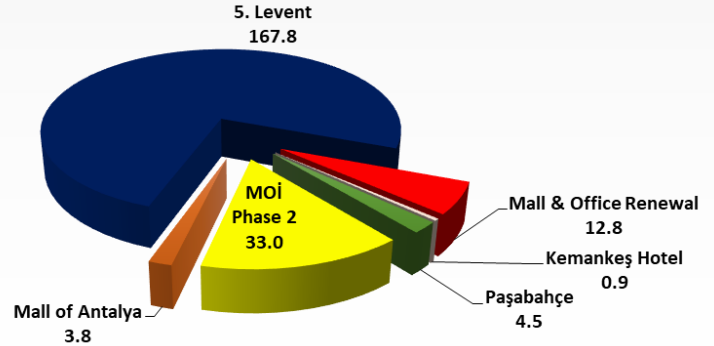
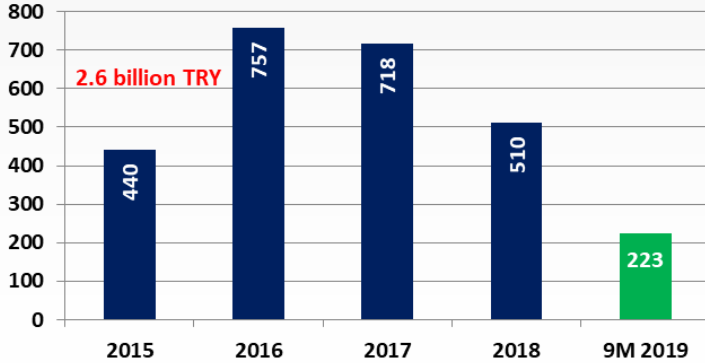


Financial Highlights (million TRY)

PORTFOLIO VALUE



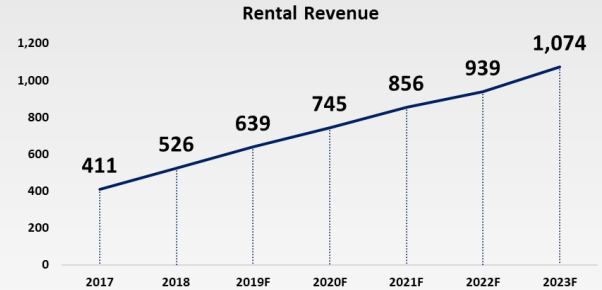
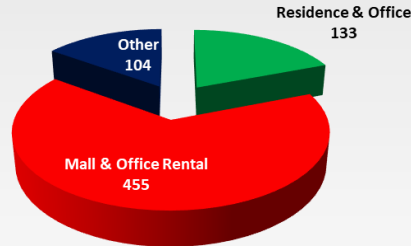
CAPEX



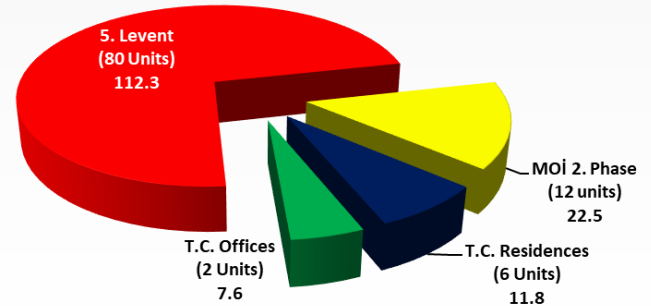
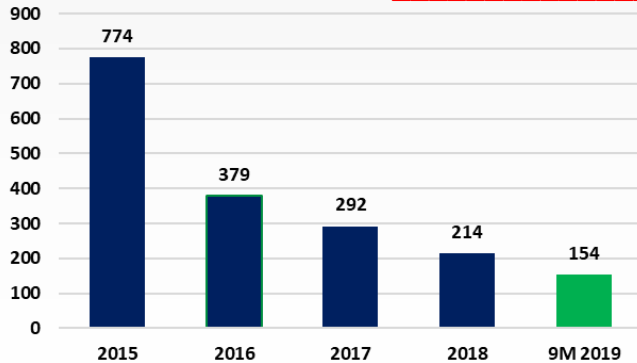


Financial Highlights (million TRY)

SALES REVENUE



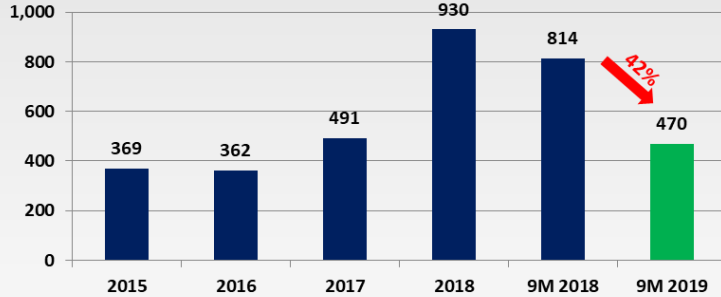
PRESALES & SALES



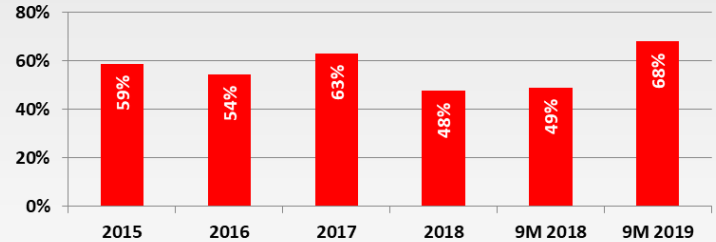


Financial Highlights (million TRY)

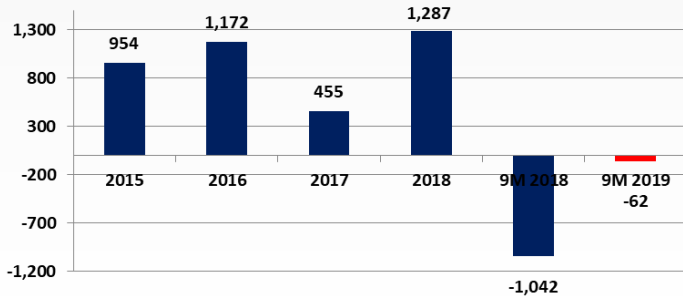
EBITDA



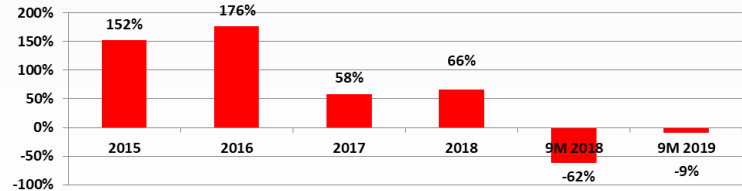
EBITDA Margin



NET PROFIT



Net Profit Margin





KPI Summary

	2018/12	2019/09	Change
Total net debt (000 TRY)	3,989,698	4,149,705	4.01%
Average loan term (years)	5	5	
Average overall interest rate*	5.48%	5.30%	-0.17 pp
Leverage (financial loans as % of total assets)	34.2%	38.9%	4.76 pp
Net debt to Equity ratio	52.4%	55.0%	2.56 pp
Net debt/Assets (%)	32.5%	32.5%	-0.03 pp
Equity to Assets ratio	62.0%	59.1%	-2.94 pp
Loan to Property value ratio (LTV)	33.9%	35.4%	1.47 pp
Interest coverage ratio (times)	3.7	1.5	-58.40%
Net debt/EBITDA (times)	4.29	6.62	54.16%
Net Debt/Mcap	264.2%	219.6%	-44.66 pp
Headcount	105	77	-26.67%

* Excl. TRY Loans

Net Balance Sheet FX Position (000)

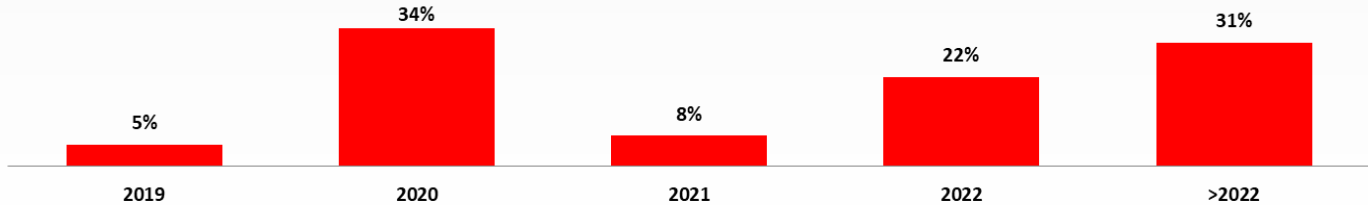
	31.12.2018	30.09.2019	Change
USD	-452,407	-183,293	-59.48%
EUR	-180,585	-190,977	5.75%
TRY Equivalent	-3,501,262	-2,218,197	-36.65%



Mall Portfolio Encompasses Entire Retail Spectrum

9M 2019	Antalya Deepo	Zafer Plaza	Istanbul Torium	Bursa Korupark	MOI	MOA	Total
Rent + Common Area Revenues (MillionTRY)	33.7	26.1	52.7	114.5	214.2	44.9	485.9
LfL Rent + Common Area Revenue Growth Rate	18.0%	7.2%	24.4%	17.8%	22.3%	45.8%	22.0%
NOI (Million TRY)	25.4	19.5	22.3	95.2	164.9	31.0	358.3
LfL NOI Growth Rate	16.5%	10.2%	11.4%	20.4%	21.8%	60.3%	22.2%
Footfall (Million)	3.8	8.4	6.7	8.3	11.9	3.0	42.1
LfL Footfall Growth Rate	9.1%	-0.9%	-9.7%	-4.8%	6.9%	1.1%	-0.2%
Retail Sales (Million TRY)	225.5	206.4	294.6	654.8	1,431.1	299.2	3,111.6
LfL Retail Sales Growth Rate	30.5%	13.7%	10.9%	15.4%	28.4%	32.6%	23.1%

Expiration of Lease Contracts in terms of Fixed Rent





The Home of the Flagships

Top 10 tenants account for **25.91%** of total GLA and **15.58%** of total fixed rent revenues



- Rank: 1
- GLA: 20,792 (5.6%)
- 2.9% of Monthly Fixed Rent



- Rank: 2
- GLA: 12,525 (3.4%)
- 1.8% of Monthly Fixed Rent



- Rank: 3
- GLA: 7,955 (2.1%)
- 1.7% of Monthly Fixed Rent



- Rank: 4
- GLA: 19,972 (5.4%)
- 1.7% of Monthly Fixed Rent



- Rank: 5
- GLA: 2,863 (0.8%)
- 1.6% of Monthly Fixed Rent



- Rank: 6
- GLA: 10,026 (2.7%)
- 1.3% of Monthly Fixed Rent



- Rank: 7
- GLA: 5,670 (1.5%)
- 1.2% of Monthly Fixed Rent



- Rank: 8
- GLA: 3,231 (0.9%)
- 1.2% of Monthly Fixed Rent



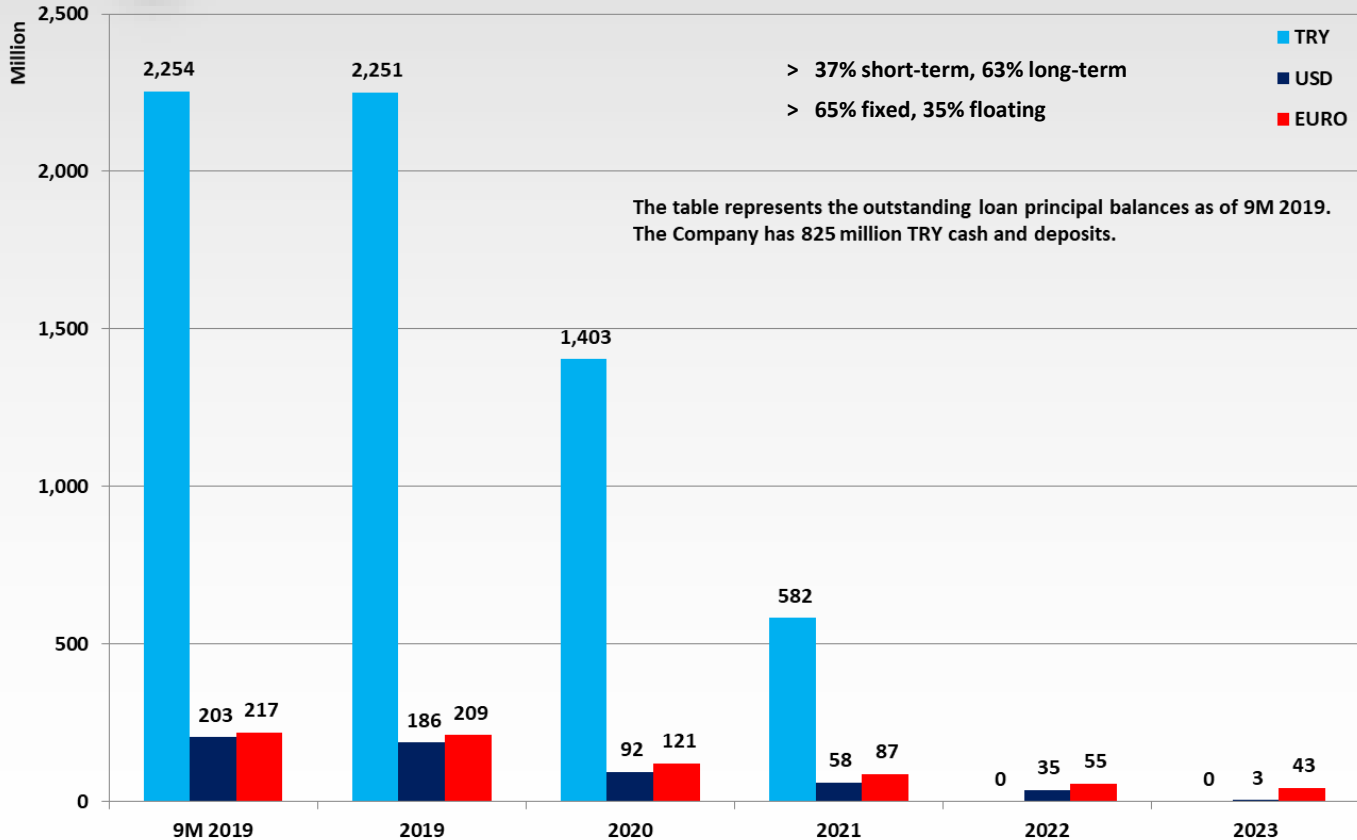
- Rank: 9
- GLA: 8,738 (2.3%)
- 1.1% of Monthly Fixed Rent



- Rank: 10
- GLA: 4,935 (1.3%)
- 1.0% of Monthly Fixed Rent



Outstanding Bank Loans as of 9M 2019



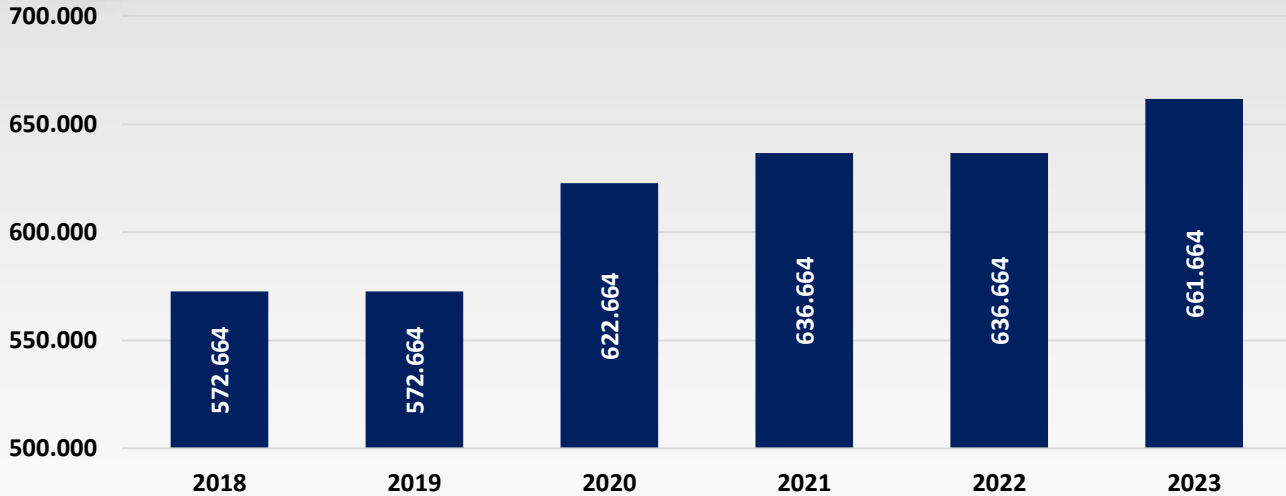


Project Pipeline – CAPEX (million TRY)

CAPEX	Budget	Actual Spent to Date	2019	2020	2021	2022	2023
MOI 2 nd Phase Hotel, Residences and Convention Center Project	328.4	162.3	37.0	129.1			
5. Levent Phases 1 & 2	1,736.0	1,694.6	21.4	20.0			
5. Levent Phase 3	400.0	0.0	0.0	120.0	150.0	130.0	
Pasabahce Bosphorus Project	711.6	30.7	22.7	32.9	220.5	243.9	160.9
Mall of Antalya - Hotel	39.5	0.0	0.0	39.5			
Karaköy Hotel	46.9	0.9	1.0	45.0			
TOTAL	3,262.4	1,888.5	82.1	386.5	370.5	373.9	160.9



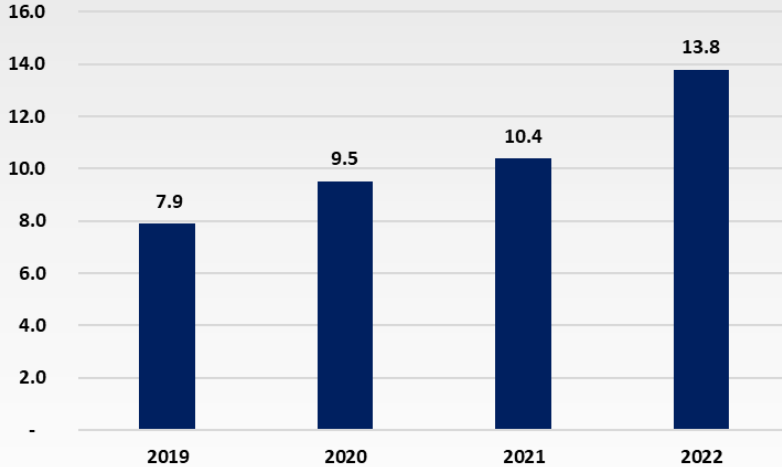
Total GLA in Years (m²)



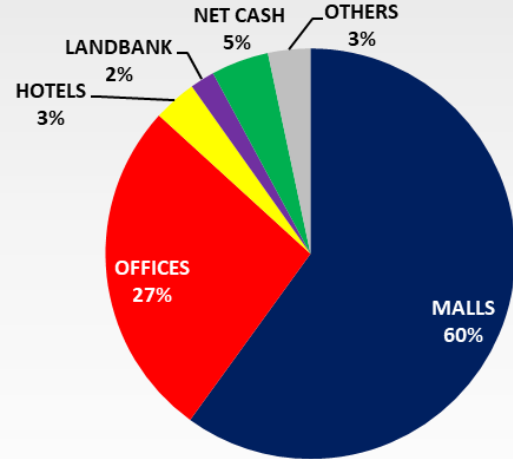
Year	New GLA (m ²)	Asset
2020	50,000	-Mall of İstanbul Phase 2 - Hotel, Convention Center
2021	14,000	-Mall of Antalya Hotel -Karaköy Hotel
2023	25,000	-Paşabahçe Hotel



NAV Evolution (Billion TRY)



2022 NAV Breakdown



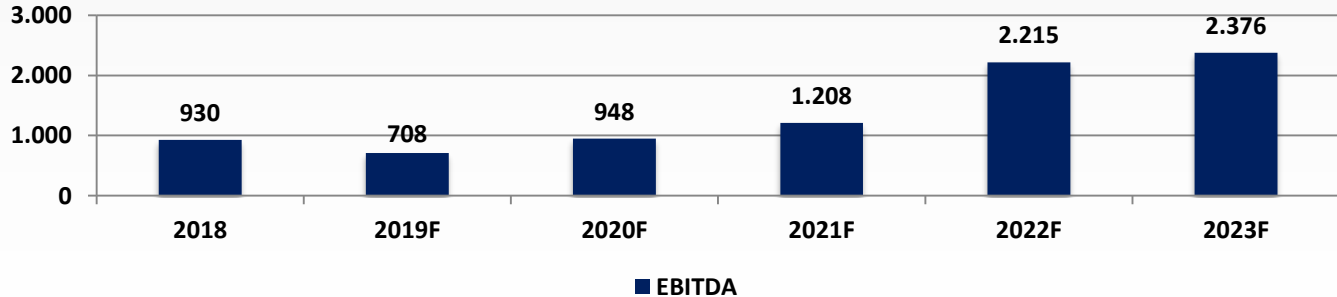
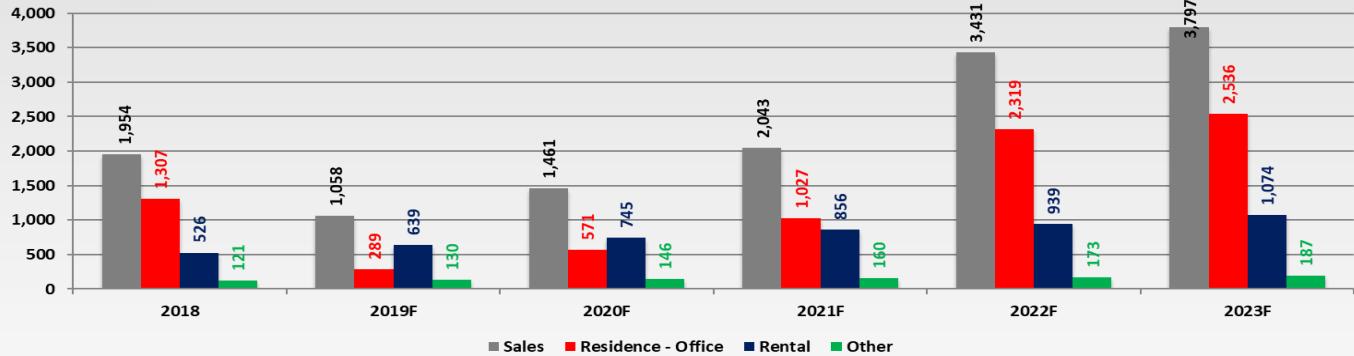


FUTURE OUTLOOK- 2019 Forecast Income Statement (TRY)

(000) TRY	2018	2019F	Change
Sales	1,954,283	1,057,801	-45.9%
Residence & Office	1,307,091	288,797	-77.9%
Mall & Office rental	526,116	639,084	21.5%
Common area revenues & Other revenues	121,076	129,920	7.3%
Cost of sales	(1,069,194)	(323,534)	-69.7%
Cost of Residence & Office sales	(911,233)	(162,370)	-82.2%
Rent expenses and management fees of shopping malls	(18,486)	(21,964)	18.8%
Common area expenses & Other expenses	(139,475)	(139,200)	-0.2%
Gross profit	885,089	734,267	-17.0%
<i>Gross Margin</i>	45.3%	69.4%	24.12 pp
<i>Gross Margin (Residence & Office)</i>	30.3%	43.8%	13.49 pp
<i>Gross Margin (Mall & Office rental)</i>	75.6%	79.0%	3.45 pp
Opex	(57,920)	(60,000)	3.6%
General & Admin expenses	(51,496)	(42,000)	-18.4%
Marketing & Selling expenses	(6,424)	(18,000)	180.2%
Other income (expenses)	81,218	0	-100.0%
Net gain (loss) fair value adjustments on investment property	1,694,571	500,000	-70.5%
Operating profit	2,602,958	1,174,267	-54.9%
Operating profit excluding fair value adjustment	908,387	674,267	-25.8%
Dividends received from associates	19,389	30,868	59.2%
EBIT	927,776	705,135	-24.0%
<i>EBIT margin (%)</i>	47.5%	66.7%	19.19 pp
Depreciation	1,989	2,750	38.3%
EBITDA	929,765	707,885	-23.9%
<i>EBITDA margin (%)</i>	47.6%	66.9%	19.34 pp
Gain (Loss) from associates	34,975	12,000	-65.7%
Net financial interest income (expense)	(250,437)	(594,049)	137.2%
Other net financial income (expense)	(13,301)	0	-100.0%
Forex gain (loss)	(1,106,380)	(250,196)	-77.4%
Profit before tax	1,287,204	372,889	-71.0%
Corporate tax	0	0	NM
Net profit	1,287,204	372,889	-71.0%
<i>Net profit margin (%)</i>	65.9%	35.3%	-30.61 pp



Long Term Sales & EBITDA Forecast (million TRY)





Cash Flow Statement (Forecast)

Cash Flow Statement (Forecast)	2019	2020	2021	2022	2023
Cash at the beginning of the term	204,337,000	159,232,796	172,200,960	537,814,376	1,709,014,917
CASH FLOW FROM OPERATIONS					
From Mall Rentals (NOI) (+)	498,742,558	564,738,136	626,532,161	676,654,734	730,787,113
From Office Rentals (+)	109,099,200	133,969,248	155,667,053	177,730,257	202,465,718
From Hotel Rentals (+)	0	10,830,555	34,431,200	42,332,162	95,474,623
From Residence Pre-Sales and Sales (+)	338,852,458	1,621,270,485	2,218,137,170	1,748,601,360	760,361,117
Change in Trade Receivables (+)	46,734,287	0	0	0	0
Operational Expenses (-)	60,000,000	67,200,000	73,920,000	79,833,600	86,220,288
Net Cash Flow from Operations	933,428,503	2,263,608,424	2,960,847,584	2,565,484,913	1,702,868,282
CASH FLOW FROM INVESTING ACTIVITIES					
Construction Costs (-)	274,543,930	253,339,589	340,500,000	393,900,000	290,920,000
Shopping Mall Renewal Costs (-)	7,000,000	5,500,000	5,500,000	5,500,000	5,500,000
Net Cash Flow from Investing Activities	-281,543,930	-258,839,589	-346,000,000	-399,400,000	-296,420,000
CASH FLOW FROM FINANCING ACTIVITIES					
Cash Receipt from	1,970,607,245	245,746,986	66,227,736	154,497,159	243,184,298
Cash Paid for (-)	2,667,596,022	2,237,547,657	2,315,461,905	1,149,381,531	635,288,063
Net Cash Flow from Financing Activities	-696,988,777	-1,991,800,671	-2,249,234,168	-994,884,372	-392,103,765
Cash Generated Throughout the Term	-45,104,204	12,968,164	365,613,415	1,171,200,541	1,014,344,517
Net Cash at End of Term	159,232,796	172,200,960	537,814,376	1,709,014,917	2,723,359,434



TURKEY REAL ESTATE MARKET REVIEW – Long-Term Demand Forecasts

	Population (mn)	Urbanization	Urban Population	Household Size	Urban Household	Demographic- based Housing Need (mn)	Renewal	Urban Transformation	Total
2012	75.6	77.3%	58.4	4.10	14.3	0.33	0.05	0.0	0.41
2013	76.7	77.8%	59.6	4.08	14.6	0.38	0.05	0.1	0.52
2014	77.5	78.3%	60.7	4.06	15.0	0.33	0.05	0.2	0.58
2015	78.3	78.8%	61.8	4.03	15.3	0.36	0.05	0.2	0.61
2016	79.2	79.4%	62.9	4.00	15.7	0.38	0.05	0.2	0.63
2017	80.0	80.0%	64.0	3.97	16.1	0.39	0.05	0.2	0.64
2018	80.7	80.7%	65.1	3.95	16.5	0.40	0.05	0.2	0.65
2019	81.5	81.3%	66.3	3.92	16.9	0.43	0.05	0.2	0.68
2020	82.3	82.0%	67.5	3.88	17.4	0.44	0.05	0.2	0.69
2021	83.0	82.7%	68.6	3.85	17.8	0.44	0.05	0.2	0.69
2022	83.7	83.4%	69.8	3.82	18.3	0.45	0.05	0.2	0.70
2023	84.4	84.0%	71.0	3.79	18.7	0.45	0.05	0.2	0.70
2014-2023 total						4.09	0.50	2.00	6.59

Source: Turksat, GYODER, BofAML Global Research

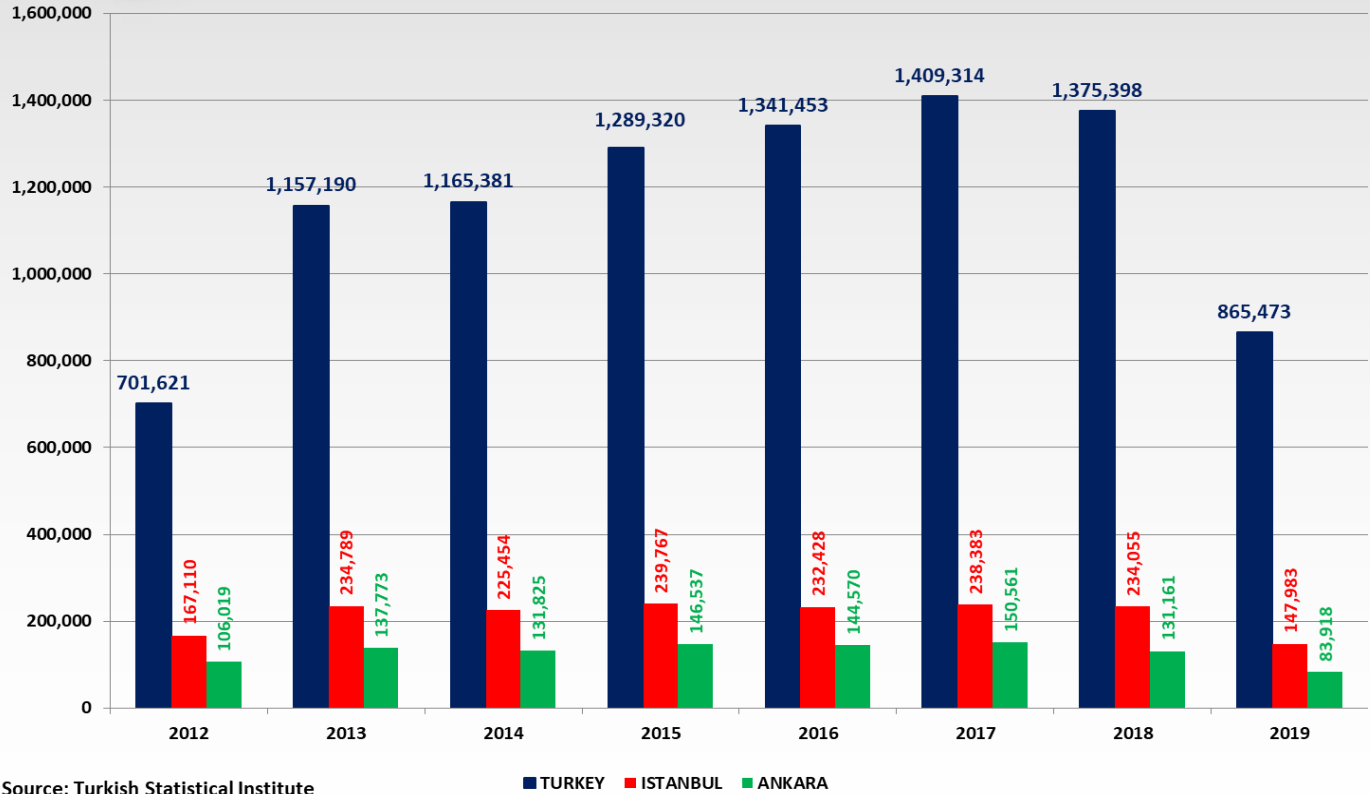
Housing Needs in Turkey, 2014-2020

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

Source: World Bank, TUIK, IMF, HSBC estimates

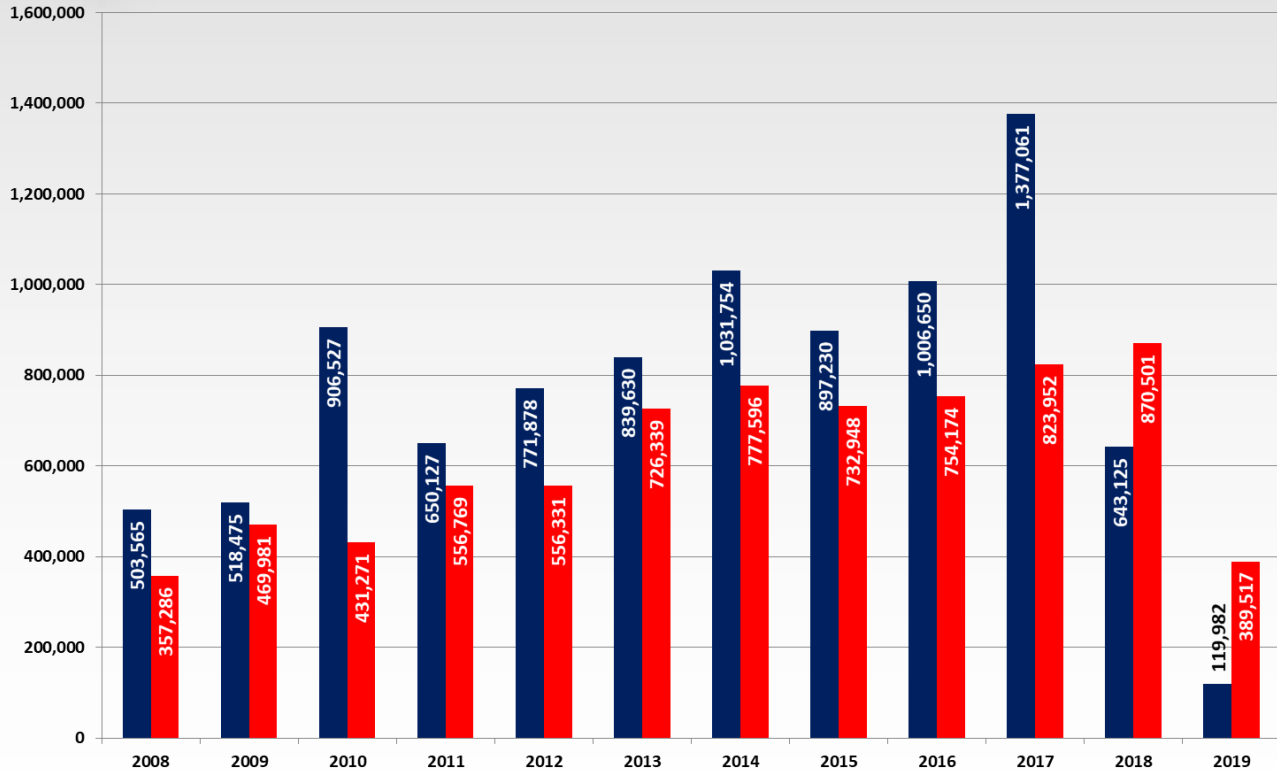


TURKEY REAL ESTATE MARKET REVIEW – Turkey Residential Sales (in units) (9M 2019)





TURKEY REAL ESTATE MARKET REVIEW – Turkey Residential Permits (in units) (H1 2019)



Source: Turkish Statistical Institute

■ Construction Permit

■ Building Occupancy Permit



TURKEY REAL ESTATE MARKET REVIEW – Existing Inventory (H1 2019)

	OCCUPANCY PERMITS	NEW HOME SALES	INVENTORY	INVENTORY / OCCUPANCY PERMITS
2013	726,339	529,129	197,210	27.2%
2014	777,596	541,554	236,042	30.4%
2015	732,948	598,667	134,281	18.3%
2016	754,174	631,686	122,488	16.2%
2017	823,952	659,698	164,254	19.9%
2018	870,501	651,572	218,929	25.1%
H1 2019	389,517	206,254	183,263	47.0%
TOTAL	5,075,027	3,818,560	1,256,467	24.8%

Source: Turkish Statistical Institute



TURKEY REAL ESTATE MARKET REVIEW – Shopping Mall Development

	Istanbul		Ankara		Other Cities		Turkey	
	Units	GLA (million m ²)	Units	GLA (million m ²)	Units	GLA (million m ²)	Units	GLA (million m ²)
Operational as of 2018 Year End	123	4.75	42	1.64	266	6.53	431	12.92
Under construction*	15	0.46	6	0.21	17	0.76	38	1.43
Total	138	5.21	48	1.85	283	7.29	469	14.35

* Expected completion date is 2021

Source: JLL

Retail Density (m² per 1,000 people)

	2018 Year End
Ankara	301
Istanbul	316
Turkey	160

Source: JLL



TURKEY REAL ESTATE MARKET REVIEW – Turkey's Mall League

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

Source: Akademetre Research and Eva Real Estate



Current and Upcoming A – Class Office Supply

	European-Side				Asian Side		Total	
	CBD		Non CBD		GLA		GLA	
	Unit	GLA (million m ²)	Unit	GLA (million m ²)	Unit	(million m ²)	Unit	(million m ²)
2018	91	1.97	55	1.62	108	1.98	254	5.57
2021*	2	0.12	2	0.16	16	1.56	20	1.85
TOTAL	93	2.09	57	1.78	124	3.54	274	7.42

*Expected completion date

VACANCY RATIO (CBD)					
2013	2014	2015	2016	2017	2018
4.4%	16.5%	16.3%	17.1%	22.7%	21.3%

Source: JLL



FINANCIAL STATEMENT - Income Statement

(000) TRY	Q3 2018	Q3 2019	Change
Sales	340,542	257,448	-24.4%
Residence & Office	166,834	61,234	-63.3%
Mall & Office rental	140,984	157,561	11.8%
Common area revenues & Other revenues	32,724	38,653	18.1%
Cost of sales	(205,248)	(89,993)	-56.2%
Cost of Residence & Office sales	(170,461)	(43,475)	-74.5%
Rent expenses and management fees of shopping malls	(4,549)	(2,865)	-37.0%
Common area expenses & Other expenses	(30,238)	(43,653)	44.4%
Gross profit	135,294	167,455	23.8%
<i>Gross Margin</i>	<i>39.7%</i>	<i>65.0%</i>	<i>25.32 pp</i>
<i>Gross Margin (Residence & Office)</i>	<i>-2.2%</i>	<i>29.0%</i>	<i>31.18 pp</i>
<i>Gross Margin (Mall & Office rental)</i>	<i>80.0%</i>	<i>76.3%</i>	<i>-3.68 pp</i>
Opex	(10,188)	(16,159)	58.6%
General & Admin expenses	(9,198)	(14,956)	62.6%
Marketing & Selling expenses	(990)	(1,203)	21.5%
Other income (expenses)	74,421	12,551	-83.1%
Net gain (loss) fair value adjustments on investment property	0	0	NM
Operating profit	199,527	163,847	-17.9%
Operating profit excluding fair value adjustment	199,527	163,847	-17.9%
Dividends received from associates	0	0	NM
EBIT	199,527	163,847	-17.9%
<i>EBIT margin (%)</i>	<i>58.6%</i>	<i>63.6%</i>	<i>5.05 pp</i>
Depreciation	244	333	36.5%
EBITDA	199,771	164,180	-17.8%
<i>EBITDA margin (%)</i>	<i>58.7%</i>	<i>63.8%</i>	<i>5.11 pp</i>
Gain (Loss) from associates excluding dividend received	4,439	10,253	131.0%
Net financial interest income (expense)	(107,179)	(116,833)	9.0%
Other net financial income (expense)	(12,237)	0	NM
Forex gain (loss)	(1,058,854)	78,225	-107.4%
Profit / Loss before tax	(974,304)	135,492	-113.9%
Corporate tax	0	0	NM
Net profit / loss	(974,304)	135,492	-113.9%
<i>Net profit margin (%)</i>	<i>-286.1%</i>	<i>52.6%</i>	<i>338.73 pp</i>



FINANCIAL STATEMENT - Income Statement

(000) TRY	9M 2018	9M 2019	Change
Sales	1,668,432	692,071	-58.5%
Residence & Office	1,205,607	132,698	-89.0%
Mall & Office rental	378,683	455,255	20.2%
Common area revenues & Other revenues	84,142	104,118	23.7%
Cost of sales	(935,663)	(216,661)	-76.8%
Cost of Residence & Office sales	(834,254)	(89,804)	-89.2%
Rent expenses and management fees of shopping malls	(12,847)	(9,001)	-29.9%
Common area expenses & Other expenses	(88,562)	(117,856)	33.1%
Gross profit	732,769	475,410	-35.1%
<i>Gross Margin</i>	<i>43.9%</i>	<i>68.7%</i>	<i>24.77 pp</i>
<i>Gross Margin (Residence & Office)</i>	<i>30.8%</i>	<i>32.3%</i>	<i>1.52 pp</i>
<i>Gross Margin (Mall & Office rental)</i>	<i>78.1%</i>	<i>77.3%</i>	<i>-0.77 pp</i>
Opex	(36,430)	(47,326)	29.9%
General & Admin expenses	(31,878)	(44,483)	39.5%
Marketing & Selling expenses	(4,552)	(2,843)	-37.5%
Other income (expenses)	97,180	12,409	-87.2%
Net gain (loss) fair value adjustments on investment property	0	0	NM
Operating profit	793,519	440,493	-44.5%
Operating profit excluding fair value adjustment	793,519	440,493	-44.5%
Dividends received from associates	19,386	29,148	50.4%
EBIT	812,905	469,641	-42.2%
<i>EBIT margin (%)</i>	<i>48.7%</i>	<i>67.9%</i>	<i>19.14 pp</i>
Depreciation	1,300	845	-35.0%
EBITDA	814,205	470,486	-42.2%
<i>EBITDA margin (%)</i>	<i>48.8%</i>	<i>68.0%</i>	<i>19.18 pp</i>
Gain (Loss) from associates excluding dividend received	2,324	1,557	-33.0%
Net financial interest income (expense)	(232,256)	(304,656)	31.2%
Other net financial income (expense)	(24,772)	0	NM
Forex gain (loss)	(1,600,625)	(228,367)	-85.7%
Profit / Loss before tax	(1,042,424)	(61,825)	-94.1%
Corporate tax	0	0	NM
Net profit / loss	(1,042,424)	(61,825)	NM
<i>Net profit margin (%)</i>	<i>-62.5%</i>	<i>-8.9%</i>	<i>53.55 pp</i>

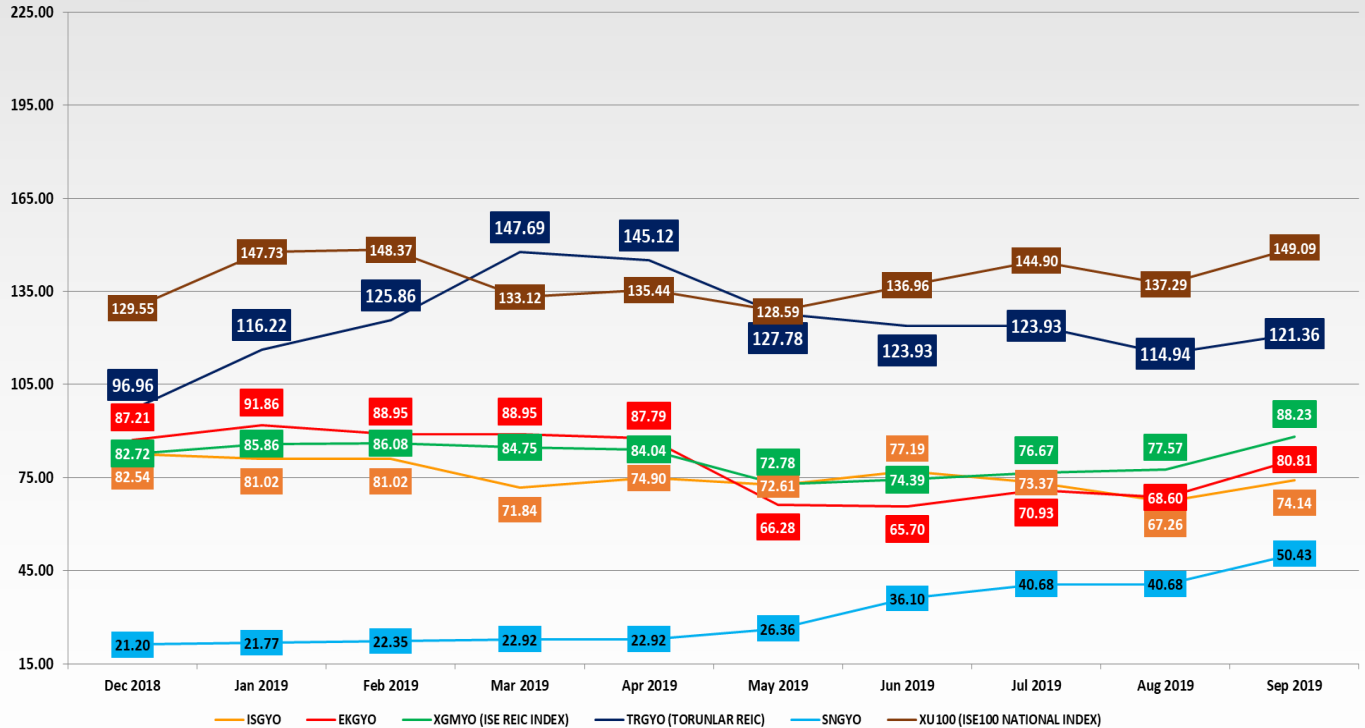


FINANCIAL STATEMENT - Balance Sheet

(000 TRY)	2018	2019/09	Change
Cash and cash equivalents	204,337	824,713	303.6%
Financial assets	0	0	NM
Trade & Other receivables	177,256	113,696	-35.9%
Inventories	1,261,004	1,174,687	-6.8%
Prepaid expenses	14,275	11,079	-22.4%
Other current assets	13,852	13,424	-3.1%
CURRENT ASSETS	1,670,724	2,137,599	27.9%
Trade receivables	10,661	3,348	-68.6%
Investments accounted by equity method	348,425	348,613	0.1%
Investment properties	10,143,533	10,192,255	0.5%
Property, plant and equipment	86,740	81,775	-5.7%
Intangible assets	1,060	928	-12.5%
Prepaid expenses	4,003	3,757	-6.1%
Other non-current assets	9,293	9,176	-1.3%
NON-CURRENT ASSETS	10,603,715	10,639,852	0.3%
TOTAL ASSETS	12,274,439	12,777,451	4.1%
Short-term borrowings	258,038	773,415	199.7%
ST portion of LT borrowings	1,685,608	1,070,031	-36.5%
Trade payables	99,246	81,037	-18.3%
Other payables	28,772	22,229	-22.7%
Deferred income	97,584	81,454	-16.5%
Others	187,598	66,607	-64.5%
CURRENT LIABILITIES	2,356,846	2,094,773	-11.1%
Long-term borrowings	2,250,389	3,130,972	39.1%
Long-term provisions for employee benefits	1,182	1,182	0.0%
Others	52,304	0	NM
NON-CURRENT LIABILITIES	2,303,875	3,132,154	36.0%
Share capital	1,000,000	1,000,000	0.0%
Share premium	25,770	25,770	0.0%
Legal reserves	74,255	74,255	0.0%
Treasury shares (-)	-3,338	-4,707	41.0%
Prior years' profit	5,229,827	6,517,031	24.6%
Net profit / loss for the period	1,287,204	-61,825	-104.8%
TOTAL EQUITY	7,613,718	7,550,524	-0.8%
TOTAL LIABILITIES AND EQUITY	12,274,439	12,777,451	4.1%



LISTED REIC's - Torunlar REIC Performance (As of 30.09.2019)



IPO Date (October 2010) = 100



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