

17 · 38-

**INVESTOR PRESENTATION 2019 - Full-Year Results** March 05, 2020

HILLTOWN



This document was prepared by Rönesans Gayrimenkul Yatırım ("RGY" or "the Company") solely for use of presenting the financial and operational results for financial year of 2019, published on March 05, 2020. This document is not to be reproduced or distributed, in whole or in part, by any person other than the Company. The Company takes no responsibility for the use of these materials by any person.

The information contained in this document has not been subject to independent verification and no representation, warranty or undertaking, express or implied, is made as to, and no reliance may be placed on, the fairness, accuracy, completeness or correctness of the information or opinions contained herein.

Neither the Company nor its shareholders, its advisors, its representatives or any other person shall be held liable for any loss arising from any use of this document or its contents or otherwise arising in connection with this document. In the event of any discrepancies between the information contained in this document and the public documents, the latter shall prevail.

This document does not constitute an offer to sell or an invitation or solicitation of an offer to subscribe for or purchase any securities, and this shall not form the basis for or be used for any such offer or invitation or other contract or engagement in any jurisdiction.

**Business Highlights** 

| €2.4bn                 | €1.3bn   | €106m                   | €102m  |
|------------------------|----------|-------------------------|--------|
| Portfolio<br>Valuation | EPRA NAV | Net Operating<br>Income | EBITDA |

| 765k m <sup>2</sup>    | 96 mill. | 94.3%                               | 1.5%                  |
|------------------------|----------|-------------------------------------|-----------------------|
| Gross Leasable<br>Area | Visitors | Year-Average<br>Retail<br>Occupancy | Net Bad Debt<br>Ratio |



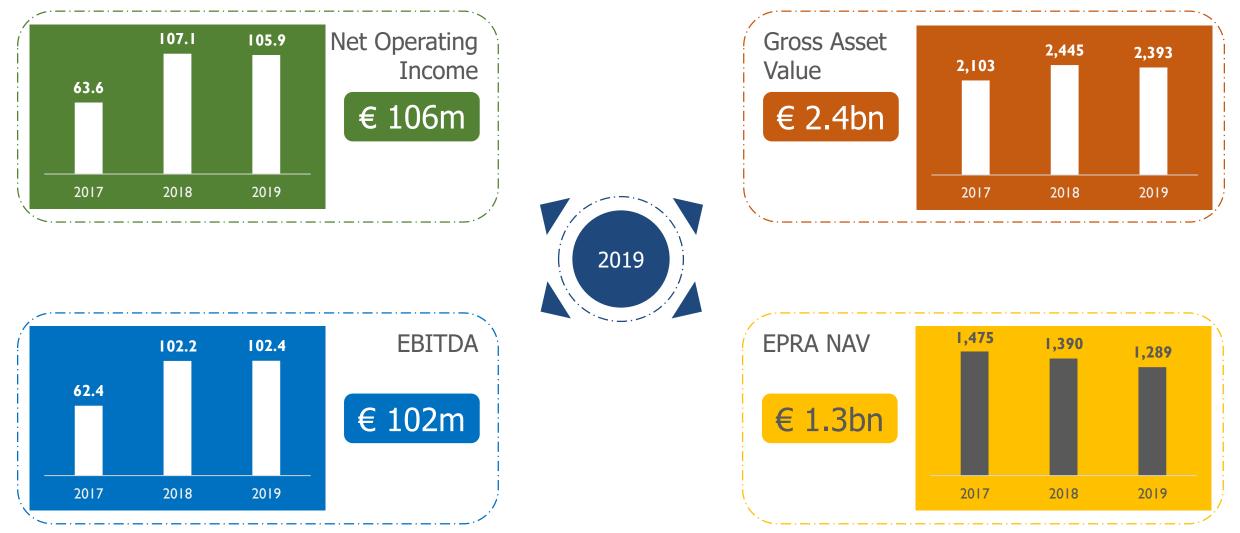
Proportionate figures for the assets fully consolidated and the ownership at share of the assets accounted for using the equity method.



- Strong business performance despite challenging market conditions: Net operating income of € 106m which is slightly under the budgeted figure for 2019 (-1.8%) due to the lag in cancellation of temporary discounts for 3-6 months.
- Adjor operating target in 2019 was keeping the occupancy high. Year-average retail occupancy stood at 94.3% (95.9% at the end of Jan-20) which is both close to the long term trend and above 2019 budget of 93%.
- Stabilization of inflation and increased consumer lending have boosted consumer activity in the second half of 2019. Tenants recorded like-for-like growth of **18.9%** during the year, outperforming the year-average inflation of 15.2%.
- Karşıyaka Hilltown was successfully opened in 18th October 2019 with 97% occupancy and several prime brands such as Inditex, H&M, Decathlon, Tommy Hilfiger, CGV, Victoria's Secret, Vakko, Beymen, and CarrefourSA.
- Leasing activity in office business has been quite high since the beginning of 2019. Total of **11,300 sqm** of vacant are was leased in Küçükyalı Hilltown and Mecidiyeköy RönesansBiz offices while expiring contract with Turkcell (**36,611 sqm**) in Küçükyalı RönesansBiz was extended to **2025**.
- Sanliurfa Piazza's remaining 50% shares are acquired from AGP and the asset became a wholly owned subsidiary in Sep-19.

# **Financial Highlights** 2019 Full-Year Results

Strong business performance despite challenging market conditions and currency depreciation

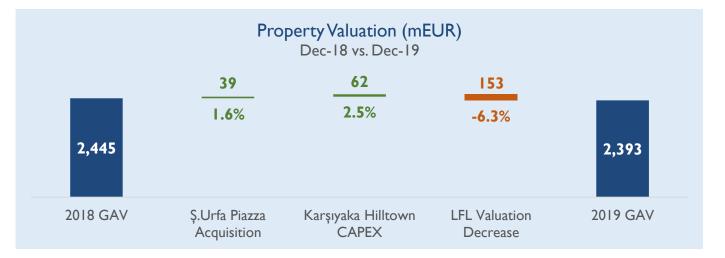


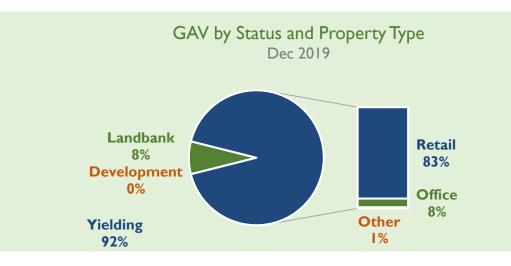
Proportionate figures for the assets fully consolidated and the ownership at share of the assets accounted for using the equity method. EPRA NAV is not adjusted for derivative assets and liabilities.

### Financial Highlights Valuations

Property valuation has declined by 6.3% on LFL basis while development exposure is reduced to zero.

- Property valuations has fallen by 2.2% in 2019 where acquisition of 50% shares of Şanlıurfa Piazza and capex for Karşıyaka Hilltown project partially offsetted like-for-like decrease of 6.3%.
- The major change in company profile in this period was that the latest development project, Karşıyaka Hilltown, is successfully completed and now there is no development exposure in the portfolio.





De-risking: Change of company profile from developer to operator

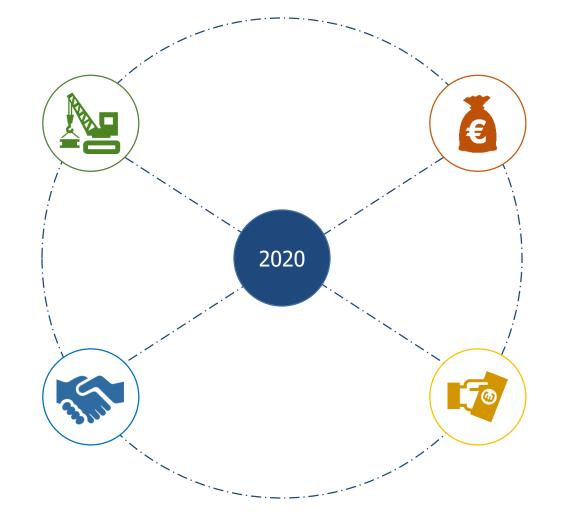
# **No New Development**

After several years of concurrent development projects, this will be the first year without any property under construction and with 14 yielding properties.

**Future Outlook** 

### **Cleaner Balance Sheet**

Exposure to non-strategic JVs has been reduced to zero after acquisition of Şanlıurfa Piazza's 50% shares in 2019. Except for 3 JVs with GIC, all yielding properties are now fully owned by RGY and fully consolidated to the financials.



### **No Bullet Payment**

There is not any bullet payment or refinancing risk in 2020 apart from € 50m of project finance loan amortization.

### Deleveraging

Since all development projects have started generating revenue, there is no need for further indebtedness and RGY will reduce its existing debt. Solid business performance is expected in 2020 with 14 yielding properties.

2020 will be a milestone in RGY history since this will be the first time that 14 yielding properties will contribute to the income for the entire year.

**Future Outlook** 

- Net operating income in 2020 is expected to be c. EUR 126m with the incremental affect of Şanlıurfa Piazza's full consolidation and Karşıyaka Hilltown's full-year operation as well as the cancellation of temporary discounts provided to the tenants.
- EBITDA expectation for 2020 is EUR 123m.
- Tenant sales at the shopping centers are expected to grow by 14.3% on a like-for-like basis while year average retail occupancy is budgeted as 96.3%.
- Average EUR/TRY expectation for 2020 is 6.85, equal to the average forward rate closed for 64% of EBITDA in 2020.

Net Operating Income Projection for 2020 (mEUR)



Proportionate figures for the assets fully consolidated and the ownership at share of the assets accounted for using the equity method.

### Occupancy

Occupancy level remained close to long-term trend despite increasing number of tenants having difficulties.

Keeping stores occupied was the main business theme in 2019 for long-term and sustainable performance.

**Shopping Centers** 

- Year-average occupancy at shopping centers was realized as 94.3%, that is not far from long term trend. Currently, it stands at 95.9%.
- Except Maltepe Park that is still under retenanting to improve the mix, all shopping centers have an occupancy above 90%.

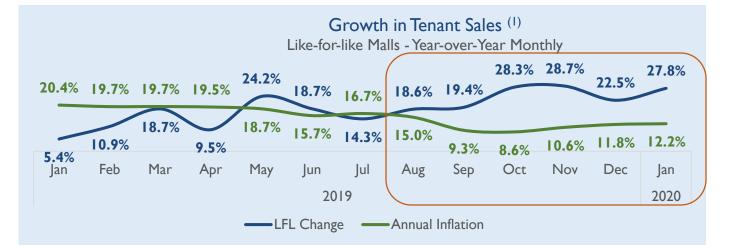






Growth in tenant sales have been outperforming annual inflation since 3Q19.

- Currency depreciation and increased inflation had impeded consumer activity in 2018 and 1H19.
- Along with stabilization of inflation and increased consumer lending, tenant activity has showed significant progress in the second half of the year. Tenant sales have been outperforming annual inflation since August and the trend is expected to continue until at least next July.
- For the entire year, tenants recorded like-for-like growth of **18.9%** during the year, outperforming the average inflation of 15.2%.



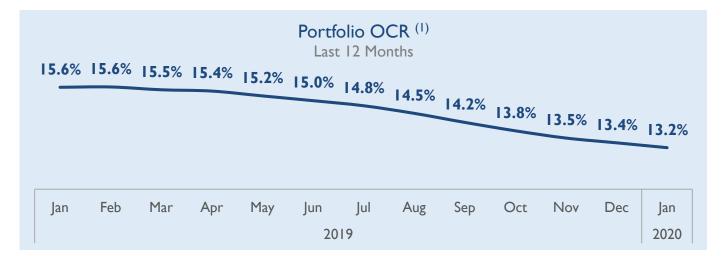


Tenants' affordability has restored to the long-term trend with temporary incentives and growth in sales.

Tenants' affordability has improved to 13.2% as of Jan-20 after reaching historical high level in 2019.

**Shopping Centers** 

Conversion of contracts into Turkish Lira has also reduced the indirect exposure of tenants to currency risks due to the mismatch between euro-linked leases and local-currency revenue.



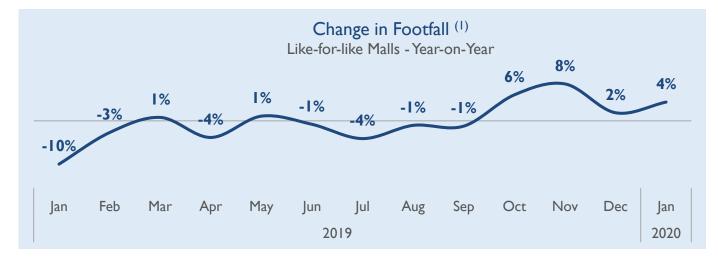


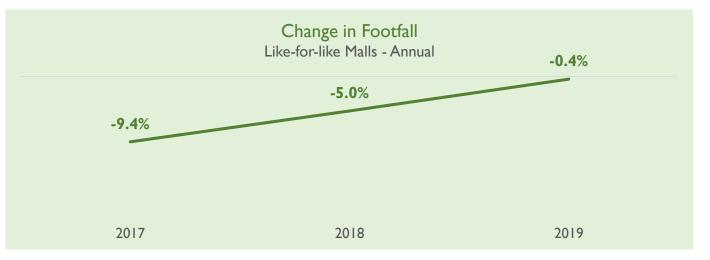
(1) Occupancy Cost Ratio = (Base rent + turnover rent + service charges [incl. management costs] + marketing contribution) / tenants' sales in preceding 12 months

### Shopping Centers Footfall

Number of visitors have started to increase subsequent to economic recovery and increase in consumer lending.

- Increased consumer confidence has showed itself in the number of visitors. In the second half of 2020, more consumers have visited our shopping centers compared to previous year.
- After decline in footfall for two years, we think that we saw the bottom in 2019. Considering the lack of new supply in the market and annual population growth of Turkey by 1%, we might see an increase in coming years.





(1) Only the malls that are operational at both T and T-12 are taken into account at each individual month.



Karşıyaka Hilltown opened its door on 18<sup>th</sup> of October with 97% occupancy.

Karşıyaka Hilltown's grand opening on October 2019 became the most unparalleled opening in recent years.

**Shopping Centers** 

- The hybrid project that is partly open partly and partly closed air has already placed in top three in the portfolio with regard to sales productivity.
- After this opening, RGY now operates two of Izmir's the strongest shopping centers.







Long term rental contract profile is maintained with a WAULT of 6.7 years

- The strategy to negotiate long term rental contracts provides a weighted average unexpired lease term of 6.7 years.
- The share of contracts to be renewed in the next 3 years hold only 20% of total portfolio.
- **98%** of the contracts include turnover rent clause, which enables RGY to capture a better margin from the overperforming tenants.



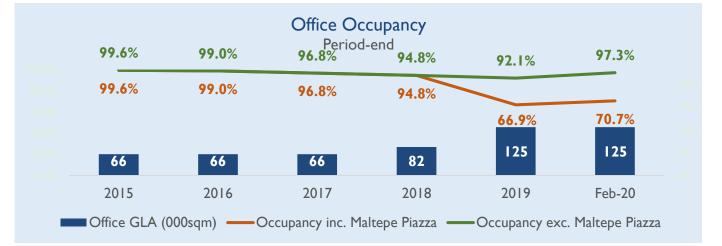


Occupancy

Vacant units in office buildings are being filled with local and global names

Coccupancy in office buildings has risen to 97.3% excluding Maltepe Piazza (34,266 sqm) which is totally vacant. (70.7% including Maltepe Piazza)

Offices





Highly active office business with nearly 11,000 sqm<sup>(1)</sup> of new leasing and extension of Turkcell contract to 2025

### **RönesansBiz Mecidiyeköy**





New Leasing 4,299 sqm



Occupancy **70%** → 100%



# Küçükyalı Hilltown Office





New Leasing <sup>(2)</sup> 6,984 sqm



TRELLEBORG

Occupancy <sup>(2)</sup> **0%** → 74%

Polisar

Co tavak damager







Re-Leasing 36,611 sqm

Küçükyalı RönesansBiz



Occupancy 100%



(1) Since the beginning of 2019

(2) Including a new rental agreement (1,895 sqm – 20%) which has not been signed yet

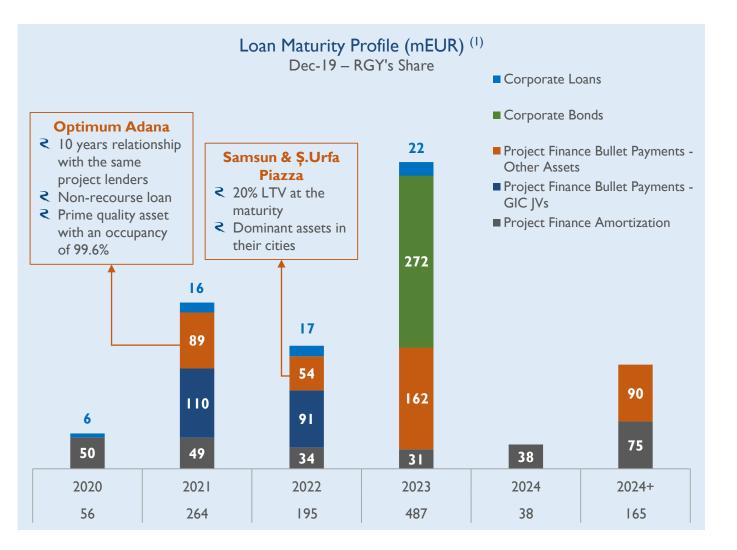
Loan Maturity Profile

Discussions with local banks for the refinancing of loans maturing in 2020-2021 has been going on.

RGY has total financial debt of EUR 1,198m as of end of Feb-20. (Net: EUR 1,086m)

**Financings** 

- Since the beginning of 2020 where TL lending is abundant, we have been injecting TL loans to the company either via new utilization or refinancing of existing corporate loans in hard currency. The interest rates of these new TL loans amounting **EUR 37.5m** vary between **9-12%** while the term is 15 to 36 months.
- ✓ We are in talks with local banks for the refinancing of upcoming bullet payments in 2021-2022 including Optimum Adana (May-21), Samsun Piazza (Apr-22) and Şanlıurfa Piazza (Sep-22). We focus on procuring long-term project finance loans to refinance upcoming bullet payments. In the second quarter of the year, we expect to prepay at least one of them with the excess cash.



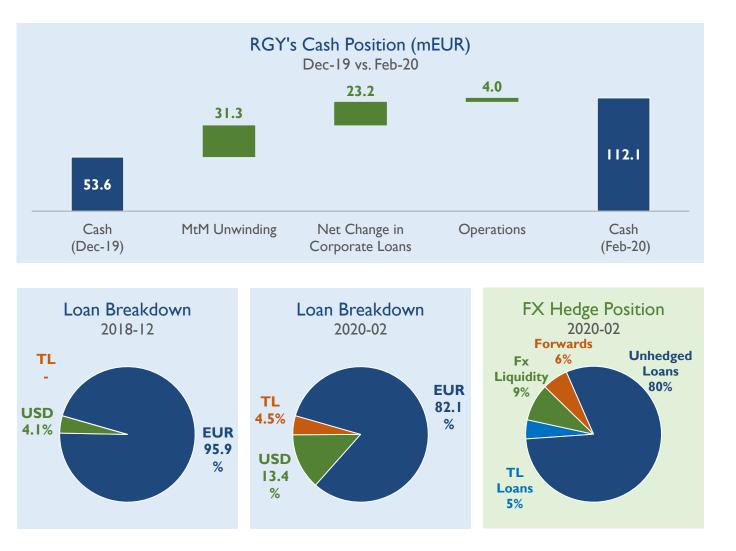
(1) Utilizations and repayments made after the end of December 2019 are included.

We are piling up cash to both handle upcoming refinances and reduce our currency mismatch risk.

Soth through unwinding of MtM position and new loan utilization, cash level has reached EUR 112m at the end of Feb-20.

**Financings** 

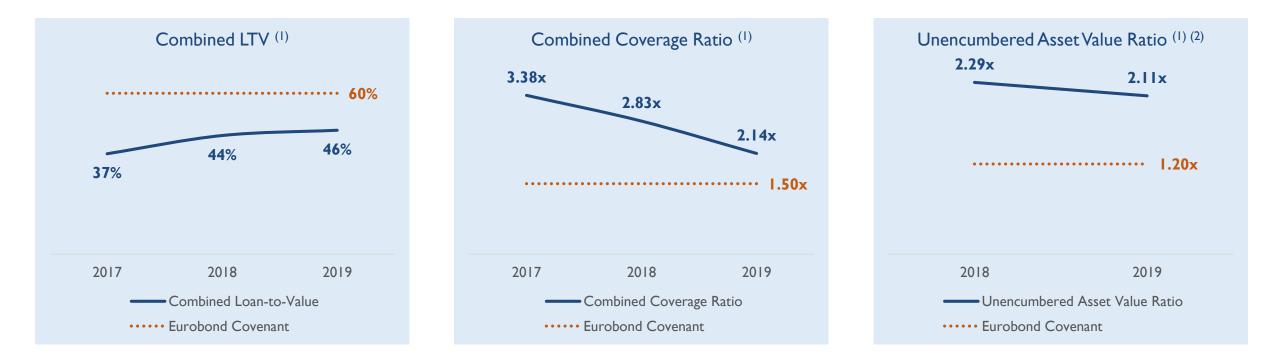
- We have opened forward positions for 2020 (EUR 79m at an average EUR/TRY rate of 6.85) and 2021 (EUR 6m at an average EUR/TRY rate of 7.26).
- Subsequent the recent loan utilizations, TL loans amount EUR 54m, which makes of 4.5% of total loan portfolio.
- Including RGY and all SPVS, cash in hard currency amounts EUR 106m which makes up 95% of total cash.
- All in all, our hedged position including liquidity in hard currency, loans in TL and open forward positions amounts **EUR 234m** where total loan amount is EUR 1.2bn. Accordingly, **20%** of total loan is hedged from currency risk.



Financings

Covenants

All covenants at both project finance loans and Eurobond are satisfied without any breach and sufficient headroom.



(1) Based on the methodology in Eurobond offering circular

(2) The ratio in 2017 is not taken into account due to lack of substantial amount of unsecured debt then.

Five buildings under RGY ownership have been awarded with 'Outstanding' BREEAM In-use Certificate in 2019.

RGY has a goal to employ sustainable management activities in its existing properties. "To obtain BREEAM In-Use Part 2 Building Management certificates (at Excellent or above)" is set as business objective for all RGY's existing buildings.

**Sustainability** 

Recently 5 buildings in RGY's portfolio have been awarded with 'Outstanding' BREEAM In-use Certificate.







Shareholding Structure

Rönesans Emlak Geliştirme Holding 74.24%

Rönesans Holding is a shareholder of RGY, via Rönesans Emlak Geliştirme Holding.

**Company Overview** 

Rönesans Holding operates in the sectors of construction, real estate, energy and PPP in healthcare.

Flagship operation, Rönesans Construction, is the world's 33<sup>rd</sup> largest international contracting company.

GIC 21.44%

Government of Singapore Investment Corporation (GIC) is a global investment management company established in 1981 to manage Singapore's foreign reserves.

GIC is also 50% partner with RGY in three joint ventures holding Optimum İstanbul, Optimum Ankara, and Optimum İzmir.

**C** Other 4.32% Management team <sup>(1)</sup>

**Company Overview** 

|                       | Investor   | Since | Scope  | Details  |
|-----------------------|--|-------|--|--|
|                       | Member of the World Bank<br>International Finance Institution (IFI) that<br>focuses exclusively on the private sector in<br>developing countries | 2016  | Rönesans Holding   | <ul> <li>USD 215m equity investment for 5.25% stake</li> <li>c. USD 4bn pre-money valuation</li> <li>Extensive financial, corporate, environmental and social due diligence</li> </ul>   |
| ₩ GIC                 | Sovereign wealth fund established by the<br>Government of Singapore<br>Worldwide investor of real estate across the<br>entire capital structure  | 2013  | RGY<br>(Turkish real estate<br>platform)                             | <ul> <li>EUR 250m equity investment for 21.44% stake (4Q14)</li> <li>Acquired 50% in 3 prime operational retail assets in<br/>Turkey prior to platform transaction between 2013 - 2014</li> </ul>  |
|                       | France based asset manager EUR6bn AuM  | 2013  | RSY<br>(Turkish PPP<br>investment platform)<br>Hospital PPP projects | <ul> <li>Partnered at development stage in Adana, Yozgat, Elazig<br/>and Bursa Hospital PPP projects</li> <li>&gt;4k beds to be built and operated under a 25-year<br/>concession from the MoH</li> <li>Yozgat, Adana and Elazığ hospitals are in operation</li> </ul> |
| <del>- X</del> sojitz | Japan based investment and trading company   | 2017  | RSY<br>Hospital PPP project  | <ul> <li>Partnered at development stage for the 2,682 bed capacity Ikitelli Hospital to be built &amp; operated under a 25-year concession from MoH</li> <li>Financial close with JPY163bn (JPY200bn total capex) in Jul'17</li> </ul>                                 |

| #  | Property                | Partner   | Location             | Opening       | Туре                        | Encumbrance | GAV (m€) <sup>(1)</sup> | GLA (sqm)       | Occupancy <sup>(2)</sup> |
|----|-------------------------|-----------|----------------------|---------------|-----------------------------|-------------|-------------------------|-----------------|--------------------------|
| 1  | Karşıyaka Hilltown      | -         | Karşıyaka / İzmir    | October 2019  | Retail                      | Yes         | 252.7                   | 63,000          | 95.3%                    |
| 2  | Maltepe Piazza          | -         | Maltepe / İstanbul   | April 2018    | Retail / Office / Residence | Yes         | 301.2                   | 53,000 / 34,000 | 94.9% / -                |
| 3  | Küçükyalı Hilltown      | -         | Maltepe / İstanbul   | October 2017  | Retail / Office             | Yes         | 301.7                   | 63,000 / 9,500  | 94.9% / 73.8%            |
| 4  | Şanlıurfa Piazza        | -         | Eyyübiye / Şanlıurfa | October 2013  | Retail                      | Yes         | 70.4                    | 42,000          | 95.9%                    |
| 5  | Kahramanmaraş Piazza    | -         | Onikişubat / K.Maraş | April 2013    | Retail                      | No          | 99.6                    | 48,000          | 95.9%                    |
| 6  | Samsun Piazza           | -         | Canik / Samsun       | March 2013    | Retail / Hotel              | Yes         | 205.0                   | 62,000          | 98.9%                    |
| 7  | Optimum İzmir           | GIC (50%) | Gaziemir / İzmir     | March 2012    | Retail                      | Yes         | 410.6                   | 84,000          | 99.5%                    |
| 8  | Optimum Adana           | -         | Yüreğir / Adana      | April 2011    | Retail                      | Yes         | 189.7                   | 60,000          | 99.6%                    |
| 9  | Kozzy                   | -         | Kadıköy / İstanbul   | April 2010    | Retail                      | Yes         | 35.7                    | 14,000          | 93.9%                    |
| 10 | Optimum İstanbul        | GIC (50%) | Ataşehir / İstanbul  | November 2008 | Retail                      | Yes         | 236.4                   | 41,000          | 97.2%                    |
| 11 | Maltepe Park            | -         | Maltepe / İstanbul   | January 2005  | Retail / Office             | No          | 207.6                   | 73,000 / 15,000 | 87.0% / 100%             |
| 12 | Optimum Ankara          | GIC (50%) | Etimesgut / Ankara   | October 2004  | Retail                      | Yes         | 179.2                   | 38,000          | 97.0%                    |
| 13 | RönesansBiz Küçükyalı   | -         | Maltepe / İstanbul   | December 2014 | Office / School             | No          | 93.8                    | 52,000          | 100%                     |
| 14 | RönesansBiz Mecidiyeköy | -         | Şişli / İstanbul     | March 2013    | Office                      | No          | 35.0                    | 14,500          | 100.0%                   |

Property Portfolio

| #  | Property               | Partner            | Location            | Encumbrance | GAV (m€) | Area (sqm) |
|----|------------------------|--------------------|---------------------|-------------|----------|------------|
| 15 | Antalya Beachtown Land | -                  | Konyaaltı / Antalya | No          | 33.2     | 121,000    |
| 16 | Konak Land             | Tekfen Group (50%) | Konak / İzmir       | No          | 56.8     | 49,000     |
| 17 | Mamak Land             | -                  | Mamak / Ankara      | No          | 12.1     | 46,000     |
| 18 | Silivri Land           | -                  | Silivri / Istanbul  | No          | 5.6      | 42,000     |
| 19 | Optimum Antalya Land   | -                  | Muratpaşa / Antalya | No          | 20.4     | 31,000     |
| 20 | İzmit Land             | -                  | Körfez / İzmit      | No          | 2.9      | 30,000     |
| 21 | Bursa Land             | -                  | Nilüfer / Bursa     | No          | 17.5     | 25,000     |
| 22 | Bayraklı Land          | -                  | Bayraklı / Izmir    | Yes         | 44.8     | 24,000     |
| 23 | Ümraniye Land          | Doğan Group (50%)  | Ümraniye / Istanbul | No          | 26.4     | 23,000     |
| 24 | Antalya Land           | -                  | Muratpaşa / Antalya | No          | 3.4      | 13,000     |
| 25 | Ayazağa Land           | -                  | Sarıyer / İstanbul  | No          | 6.3      | 7,000      |

#### **Project Overview** Туре Retail HILLTOWN Location Karşıyaka / İzmir October 2019 Opening Partner -**DST** (1) 850 m GLA (sqm) 63,000 95.3% **Occupancy** GAV € 252.7m **Major Tenants** CGV\* INDITEX **BOYNER**GRUP HaM **DEC4THLON** Carrefour ( 🔂 🗐 🗛 VICTORIA'S Secret BEYMEN TOMMY **HILFIGER** HILLTOWN Ŵ SEPHORA Media Markt ROLEX MARKS & SPENCER NIKE **W** VAKKO

(1) Distance from station refers to distance to metro, light or high speed train

**Property Portfolio** 

Karşıyaka Hilltown

#### Property Portfolio Maltepe Piazza

| Pro                       | oject Overview                    |
|---------------------------|-----------------------------------|
| Туре                      | Retail & Office & Residence       |
| Location                  | Maltepe / İstanbul                |
| Opening                   | April 2018                        |
| Partner                   | -                                 |
| <b>DST</b> <sup>(1)</sup> | Direct                            |
| GLA (sqm)                 | 53,000 / 34,000                   |
| Occupancy                 | 94.9% / 0% / 91.0% <sup>(2)</sup> |
| GAV                       | € 301.2m <sup>(3)</sup>           |

<

| Major Tenants |                   |                  |  |
|---------------|-------------------|------------------|--|
| INDITEX       | BOYNERGRUP        | CGV*             |  |
| HaM           | <b>LC WAIKIKI</b> | K <b>ଡ଼</b> ℸଡ଼⋂ |  |
| BEYMEN        | mavi              | 🛞 VAKKO          |  |
| Migros        | Media Markt       | SEPHORA          |  |
| adidas        | Levis             |                  |  |



Distance from station refers to distance to metro, light or high speed train
 Share of residences sold
 Residences are not included

**Project Overview** Asansör Elevator Tuvaletler 1 Mavi Meyban ▲ Restoranlar Retail & Office Туре Pasabahc GILLIND Location Maltepe / İstanbul So CHI Opening October 2017  $\bigcirc$ **Partner** \_ **DST** (1) 300 m GLA (sqm) 63,000 / 9,500 94.9% / 73.8% **Occupancy** GAV € 301.7m Major Tenants <sup>(2)</sup> **CGV**\* INDITEX **BOYNER**GRUP HaM КфТфП **LC WAIKIKI W** VAKKO BEYMEN TOMMY I HILFIGER LACOSTE A X CALVIN KLEIN ARMANI EXCHANGE Polisan TRELLEBORG Co tavak Hanges

(1) Distance from station refers to distance to metro, light or high speed train

(2) Trelleborg, Tavuk Dünyası And Polisan are office tenants.

**Property Portfolio** 

Küçükyalı Hilltown



| Project Overview |                      |  |
|------------------|----------------------|--|
| Туре             | Retail               |  |
| Location         | Eyyübiye / Şanlıurfa |  |
| Opening          | October 2013         |  |
| Partner          | -                    |  |
| <b>DST</b> (1)   | N/A <sup>(2)</sup>   |  |
| GLA (sqm)        | 42,000               |  |
| Occupancy        | 95.9%                |  |
| GAV              | € 70.4m              |  |

| Major Tenants      |               |             |   |
|--------------------|---------------|-------------|---|
| <b>BOYNER</b> GRUP | Media Markt   | CGV*        |   |
| КФТФП              | TEKZEN        | Migros      |   |
| DeFacto            | ebebek 🙆      | mavi        |   |
| LC WAIKIKI         | <b>W</b> AKKO | D DEICHMANN |   |
| FLO                | adidas        | WVES ROCHER | I |



(1) Distance from station refers to distance to metro, light or high speed train(2) No metro or light train line in the city

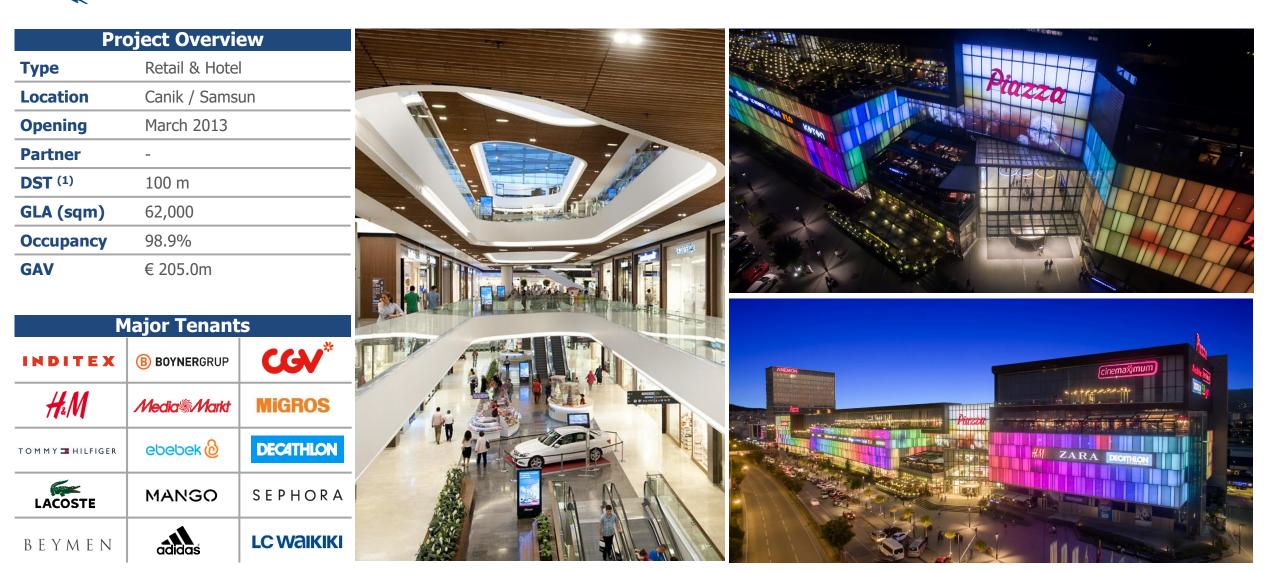
| Project Overview          |                      |  |
|---------------------------|----------------------|--|
| Туре                      | Retail               |  |
| Location                  | Onikişubat / K.Maraş |  |
| Opening                   | April 2013           |  |
| Partner                   | -                    |  |
| <b>DST</b> <sup>(1)</sup> | N/A <sup>(2)</sup>   |  |
| GLA (sqm)                 | 48,000               |  |
| Occupancy                 | 95.9%                |  |
| GAV                       | € 99.6m              |  |

Property Portfolio

| Major Tenants |             |             |  |
|---------------|-------------|-------------|--|
| H&M           | Media Markt | CGV*        |  |
| КФТФП         | TEKZEN      | Migros      |  |
| Mudo          | ebebek 🙆    | mavi        |  |
| LC WAIKIKI    | MANGO       | D DEICHMANN |  |
| NIKE          | adidaš      | VVES ROCHER |  |



(1) Distance from station refers to distance to metro, light or high speed train(2) No metro or light train line in the city



(1) Distance from station refers to distance to metro, light or high speed train

Property Portfolio

Samsun Piazza

#### Property Portfolio Optimum İzmir

| Project Overview          |                  |  |
|---------------------------|------------------|--|
| Туре                      | Retail           |  |
| Location                  | Gaziemir / İzmir |  |
| Opening                   | March 2012 (2)   |  |
| Partner                   | GIC (50%)        |  |
| <b>DST</b> <sup>(1)</sup> | 50 m             |  |
| GLA (sqm)                 | 84,000           |  |
| Occupancy                 | 99.5%            |  |
| GAV                       | € 410.6m         |  |

<

| Major Tenants        |                    |                  |
|----------------------|--------------------|------------------|
| INDITEX              | <b>BOYNER</b> GRUP | CGV*             |
| HaM                  | Media Markt        | Migros           |
| T O M M Y ⊐ HILFIGER | OLEG CASSINI       | <b>DECATHLON</b> |
| NYX                  |                    | GUESS            |
| NIKE                 | 💷 Xiaomi           |                  |



Distance from station refers to distance to metro, light or high speed train
 Extension part was opened in March 2017.

# Property Portfolio Optimum Adana

| Project Overview          |                 |  |
|---------------------------|-----------------|--|
| Туре                      | Retail          |  |
| Location                  | Yüreğir / Adana |  |
| Opening                   | April 2011      |  |
| Partner                   | -               |  |
| <b>DST</b> <sup>(1)</sup> | 350 m           |  |
| GLA (sqm)                 | 60,000          |  |
| Occupancy                 | 99.6%           |  |
| GAV                       | € 189.7m        |  |

<

| Major Tenants     |                    |                  |
|-------------------|--------------------|------------------|
| INDITEX           | <b>BOYNER</b> GRUP | ebebek 🙆         |
| HaM               | Media Markt        | Migros           |
| <b>LC WAIKIKI</b> | mavi               | <b>DEC4THLON</b> |
| Levis             | MANGO              | GUESS            |
| NIKE              |                    | ΚΦΤΦΠ            |





| Project Overview          |                    |  |
|---------------------------|--------------------|--|
| Туре                      | Retail             |  |
| Location                  | Kadıköy / İstanbul |  |
| Opening                   | April 2010         |  |
| Partner                   | -                  |  |
| <b>DST</b> <sup>(1)</sup> | 1,300 m            |  |
| GLA (sqm)                 | 14,000             |  |
| Occupancy                 | 93.9%              |  |
| GAV                       | € 35.7m            |  |

| Major Tenants                 |            |         |
|-------------------------------|------------|---------|
| Migros                        | LC WAIKIKI | Mudo    |
| КфТфП                         | MEFIT      | SINEMA  |
| Ptayland                      | MANGO      | mavi    |
| YARGICI                       |            | watsons |
| U.S. POLO ASSN.<br>SINCE 1890 | F Tchibe   |         |



Optimum İstanbul

| Project Overview          |                     |  |
|---------------------------|---------------------|--|
| Туре                      | Retail              |  |
| Location                  | Ataşehir / İstanbul |  |
| Opening                   | November 2008       |  |
| Partner                   | GIC (50%)           |  |
| <b>DST</b> <sup>(1)</sup> | 650 m               |  |
| GLA (sqm)                 | 41,000              |  |
| Occupancy                 | 97.2%               |  |
| GAV                       | € 236.4m            |  |

**Property Portfolio** 

<

| Major Tenants        |                    |                      |
|----------------------|--------------------|----------------------|
| DECATHLON            | <b>BOYNER</b> GRUP | ebebek 🙆             |
| <b>LC WAIKIKI</b>    | Media Markt        | Migros               |
| T O M M Y ⊐ HILFIGER | Polo Ralph Lauren  | Mudo                 |
| MARKS &<br>SPENCER   | CALVIN KLEIN       | T<br>Brooks Brothers |
| BEYMEN               | adidas             | 🛞 VAKKO              |



#### Property Portfolio Maltepe Park

| Project Overview          |                    |  |
|---------------------------|--------------------|--|
| Туре                      | Retail / Office    |  |
| Location                  | Maltepe / İstanbul |  |
| Opening                   | January 2005       |  |
| Partner                   | -                  |  |
| <b>DST</b> <sup>(1)</sup> | 200 m              |  |
| GLA (sqm)                 | 73,000 / 15,000    |  |
| Occupancy                 | 87.0% / 100%       |  |
| GAV                       | € 207.6m           |  |

<

| Major Tenants <sup>(2)</sup> |                               |                         |
|------------------------------|-------------------------------|-------------------------|
| Carrefour ( 🔂 😂              | <b>BOYNER</b> GRUP            | CGV*                    |
| КфТфП                        | UNITED COLORS<br>OF BENETTON. | mavi                    |
| POLOGARAGE                   | ebebek 🙆                      | Mudo                    |
| MANGO                        |                               | ▶ DeFacto               |
| NIKE                         | <b>%</b> Columbia             | <b>B</b><br>new balance |



Distance from station refers to distance to metro, light or high speed train
 CarrefourSA and TeknoSA are tenants on both retail and office parts.

| Property Portfolio | Optimum Ankara |
|--------------------|----------------|
|--------------------|----------------|

| Project Overview          |                      |  |
|---------------------------|----------------------|--|
| Туре                      | Retail               |  |
| Location                  | Etimesgut / İstanbul |  |
| Opening                   | October 2004         |  |
| Partner                   | GIC (50%)            |  |
| <b>DST</b> <sup>(1)</sup> | 1,600 m              |  |
| GLA (sqm)                 | 38,000               |  |
| Occupancy                 | 97.0%                |  |
| GAV                       | € 179.2m             |  |

| Major Tenants               |                    |         |
|-----------------------------|--------------------|---------|
| Media Markt                 | <b>BOYNER</b> GRUP | DeFacto |
| LC WAIKIKI                  | КФТФП              | Migros  |
| T O M M Y <b>⊐</b> HILFIGER | mavi               | Mudo    |
| <b>W</b> AKKO               |                    | GUESS   |
| NIKE                        | adidas             | BEYMEN  |



# RönesansBiz Küçükyalı

| Туре      | Office / Schoo           | วไ |  |
|-----------|--------------------------|----|--|
| Location  | Maltepe / İstanbul       |    |  |
| Opening   | December 2014            |    |  |
| Partner   | -                        | X  |  |
| DST (1)   | 500 m                    | 1  |  |
| GLA (sqm) | 52,000                   |    |  |
| Occupancy | 100%                     |    |  |
| GAV       | € 95.2m                  |    |  |
|           |                          |    |  |
|           |                          |    |  |
| М         | ajor Tenant              | s  |  |
| M         | ajor Tenants<br>() возсн | 5  |  |
| -         |                          | 5  |  |
| -         |                          | s  |  |
|           |                          | S  |  |

**Property Portfolio** 

**Project Overview** 



### RönesansBiz Mecidiyeköy

| Project Overview   |                  |  |
|--------------------|------------------|--|
| Туре               | Office           |  |
| Location           | Şişli / İstanbul |  |
| Opening            | March 2013       |  |
| Partner            | -                |  |
| DST <sup>(1)</sup> | 900 m            |  |
| GLA (sqm)          | 15,000           |  |
| Occupancy          | 70.4% (2)        |  |
| GAV                | € 36.2m          |  |

**Property Portfolio** 

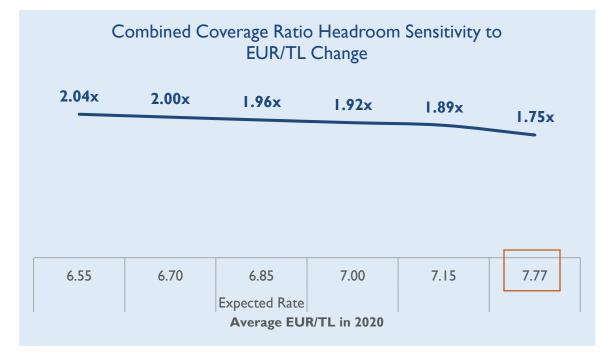
| Major Tenants |         |                       |  |  |
|---------------|---------|-----------------------|--|--|
| adidas        | Nexans  | Manpower <sup>-</sup> |  |  |
| ARKEMA        | George. | conectys              |  |  |
|               |         |                       |  |  |
|               |         |                       |  |  |
|               |         |                       |  |  |



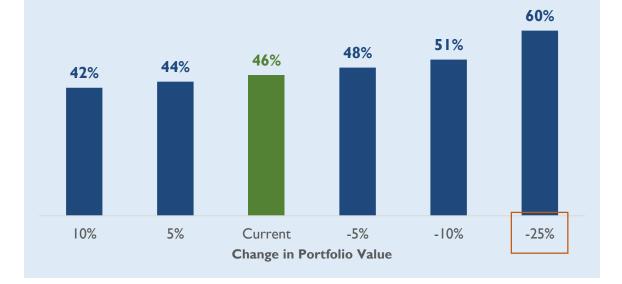
Distance from station refers to distance to metro, light or high speed train
 Occupancy is 80.7% including Conectys which has signed the rental contract after June 2019.

|   | Consolidate | d (000 TRY)      | Combined (000 TRY) <sup>(1)</sup> |            | Combined (000 EUR) <sup>(1)</sup> |           |
|---|-------------|------------------|-----------------------------------|------------|-----------------------------------|-----------|
|   | 2018        | 2019             | 2018                              | 2019       | 2018                              | 2019      |
| Cash and cash equivalents                         | 316,356     | 332,087          | 349,005                           | 356,573    | 57,897                            | 53,615    |
| Trade & Other Receivables                         | 89,027      | 99,618           | 160,720                           | 113,637    | 26,662                            | 17,087    |
| Investments accounted for using the equity method | 1,814,356   | 1,901,598        |                                   |            |                                   |           |
| Investment Properties                             | 11,686,567  | 12,891,842       | 14,736,605                        | 15,916,157 | 2,444,692                         | 2,393,191 |
| VAT Receivable                                    | 395,312     | 427,730          | 408,785                           | 439,694    | 67,814                            | 66,113    |
| Other Assets                                      | 322,108     | 376,295          | 560,173                           | 728,182    | 92,929                            | 109,491   |
| Total Assets                                      | 14,623,726  | 16,029,170       | 16,215,288                        | 17,554,243 | 2,689,995                         | 2,639,498 |
|   |             |                  |                                   |            |                                   |           |
| Financial Borrowings                              | 5,471,293   | 6,471,471        | 6,840,054                         | 7,851,919  | 1,134,714                         | 1,180,633 |
| Trade & Other Payables                            | 256,173     | 210,771          | 290,247                           | 220,306    | 48,150                            | 33,126    |
| Deferred tax liabilities                          | 1,035,356   | 1,098,866        | 1,478,814                         | 1,573,993  | 245,324                           | 236,669   |
| Other Liabilities                                 | 895,569     | 1,131,387        | 640,839                           | 791,351    | 106,310                           | 118,989   |
| Total Liabilities                                 | 7,658,391   | 8,912,495        | 9,249,954                         | 10,437,569 | 1,534,498                         | 1,569,418 |
| Total Shareholders' Equity                        | 57,897      | 53,615           | 57,897                            | 53,615     | 57,897                            | 53,615    |
| Revenue   | 787,091     | 786,569          | 980,920                           | 975,222    | 172,742                           | 153,625   |
| Cost of Sales                                     | (326,304)   | (239,687)        | (355,707)                         | (268,091)  | (62,641)                          | (42,232)  |
| Gross Profit                                      | 460,787     | 546,882          | 625,213                           | 707,131    | 110,101                           | 111,393   |
| Operating Expenses                                | (35,954)    | (42,413)         | (44,822)                          | (57,305)   | (7,893)                           | (9,027)   |
| EBITDA  | 424,833     | 504,469          | 580,391                           | 649,826    | 102,208                           | 102,366   |
| NOI   | 444,017     | 516 <i>,</i> 986 | 608,442                           | 672,013    | 107,148                           | 105,861   |

(1) Proportionate figures for the assets fully consolidated and the ownership at share of the assets accounted for using the equity method.



Combined LTV Headroom Sensitivity to Valuation Change



| 2019  | TRY           | EUR       |
|---|---------------|-----------|
| Total Current and Non-Current Financial Debt <sup>(1)</sup> | 6,645,128     | 999,177   |
| Less: Current Portion of Long Term Operational Lease (1)    | 3,778         | 568       |
| Less: Long Term Obligation under Operational Lease (1)      | 169,466       | 25,481    |
| Current Financial Debts of JVs <sup>(2)</sup>               | 24,731        | 3,719     |
| Non-Current Financial Debts of JVs <sup>(2)</sup>           | 1,355,644     | 203,838   |
| Off Balance Sheet <sup>(3)</sup>                            | 261,304       | 39,290    |
| Total Indebtedness  | 8,113,563     | 1,219,975 |
| Total Assets <sup>(4)</sup>                                 | 17,554,243    | 2,639,498 |
| Combined LTV  | <b>46.2</b> % | 46.2%     |
| Gross Profit (5)  | 697,131       | 109,846   |
| Operating Expense <sup>(6)</sup>                            | (47,305)      | (7,452)   |
| Combined Adjusted EBITDA                                    | 649,826       | 102,394   |
| VAT Recovery <sup>(7)</sup>                                 | 42,415        | 6,681     |
| Interest Income <sup>(8)</sup>                              | 5,381         | 848       |
| Interest Expenses <sup>(9)</sup>                            | (328,177)     | (51,697)  |
| Combined Interest Expense                                   | (328,177)     | (51,697)  |
| Combined Coverage Ratio                                     | 2.14x         | 2.14x     |
| Short term portion of issued corporate bonds (10)           | 23,298        | 3,503     |
| Corporate bonds (10)  | 1,782,060     | 267,955   |
| Corporate Loans (11)  | 213,429       | 32,092    |
| Less: Secured Corporate Loans (12)                          | 115,000       | 17,292    |
| Combined Unsecured Indebtedness                             | 1,903,787     | 286,258   |
| Unencumbered Total Assets (13)                              | 4,151,442     | 624,221   |
| Less: Encumbered Landplot Value <sup>(14)</sup>             | 135,570       | 20,385    |
| Combined Unencumbered Total Assets                          | 4,015,872     | 603,836   |
| Unencumbered Asset Value Ratio                              | 2.11x         | 2.11x     |

#### **Related Footnotes in the Independent Auditor's Report – December 2019**

(1) Note 29 (p.74)

(2) Share of RGY (50%) in joint ventures' financial debts, Note 3 (p. 33)

(3) Second paragraph, Note 14 (p. 59)

(4) "Combined" line, Note 4a (p.37)

(5) "Combined" line, Note 4e (p.41)

(6) "Combined" line, Note 4f (p.42)

(7) (2018 balance minus 2019 balance for companies named Bostancı, Mel2, Mel4, Bakırköy, Tarabya,

Kuzguncuk, RGY) + (2019's gross profit times 0.18 for companies named Salacak, Altunizade), Note 4d (p.40)

(8) "Combined" line, Note 4g (p.43)

(9) "Combined" line, Note 4h (p.44)

(10) Note 29 (p.74) (Refers to unsecured Eurobond issued by RGY)

(11) Note 29g (p.75) (Refers to secured and unsecured corporate loans utilized by RGY)

- (12) Secured corporate loan utilized by RGY as per management reporting
- (13) Sum of assets of Balmumcu, Kabataş Rönesans, Nakkaştepe, Nisbetiye, Pendik, Mel3, Florya,

Bostancı, Bakırköy, Kavacık, Mecidiyeköy, Sancaktepe, Akatlar, Kandilli, Rönesans Gayrimenkul

Yatırım, Rönesans Yönetim and Other, Note 4a (p.25)

(14) Optimum Antalya property value, Note 10b (p.55)



Sercan Yüksel CFO sercan.yuksel@rgy.com.tr

Investor Relations investor.relations@rgy.com.tr

# **Rönesans Gayrimenkul Yatırım A.Ş.**

Küçükbakkalköy Mahallesi, Kayışdağı Caddesi No: 1, Ataşehir, İstanbul, 34750, Turkey Phone: +90 312 430 6000 Fax: +90 312 430 6902

Portakal Çiçeği Sokak No:33 Y. Ayrancı, Çankaya, Ankara, 06540, Turkey Phone: +90 312 840 1000 Fax: +90 312 442 5816