# **GLOBAL INVESTMENT HOLDINGS**

Financial Presentation 6M 2022



### **Current Portfolio** (6M 2022)



Ports**	Power/Gas/Mining		Real Estate	Brokerage & Asset Management
Revenue: 587.1mn TL EBITDA: 299.0mn TL Net Debt: 465.9mn USD / Avg. Maturity: 9.4 yrs # of Employees: 556 Ownership: GIH: 62.5%, Free Float: 37.5%	EBITDA: 398,4mn TL Net Debt: 32.2mn USD Avg. Maturity: 2.8 yrs # of Employees: 655		Revenue: 31.7mn TL EBITDA: 12.1mn TL Net Debt: 19.8mn USD Avg. Maturity: 2.8 yrs # of Employees: 71	Revenue: 136.2mn TL EBITDA: 39.5mn TL Net Debt: 0.1mn USD Avg. Maturity: n.a. # of Employees: 195
Ege Port Kuşadası (45.3%)         Bodrum Cruise Port (37.5%)         Port of Adria (39,5%)         Lisbon Cruise Port (28,9%)         Venice Cruise Port (15,6%)         Valetta Cruise Port (34,8%)	Power Gas (70.0%)	Mining (97.7%)	<ul> <li>Sümerpark Shopping Centre: Denizli's 3<sup>rd</sup> largest shopping centre with 35,836 m<sup>2</sup> GLA</li> <li>Van Shopping Centre: Van's first shopping centre with 26,047 m<sup>2</sup> GLA</li> <li>Denizli SkyCity Office Project: Denizli's first and the largest modern office project with a</li> </ul>	Istanbul Asset Management (66.6%) Assets Under Management (AUM): 31.2bn TL
Other Italian Cruise Ports:         • Cagliari (44.3%)         • Catania (39.5%)         • Taranto (62.5%)         • Crotone (62.5%)         Nassau Cruise Port (30.6%)         Antigua Cruise Port (62,5%)         Zadar Cruise Port (62,5%)         Ha Long Cruise Port*         La Goulette Cruise Port (31,3%)	Co/Tri- generation (96.9%) 54.1 MW capacity Biomass (100%) Sales volume: 115.8mn Sm <sup>3</sup> of CNG + LNG &	Sales volume: 270,584 tons of feldspar	<ul> <li>construction area of 33,055 m<sup>2</sup></li> <li>Sümerpark Residences: The first modern mass-housing project in Denizli with 8 blocks over 105,000 m<sup>2</sup> construction area</li> <li>Salıpazarı Global Building: 2<sup>nd</sup> degree listed building with 5,230 m<sup>2</sup> area</li> <li>Denizli Hospital Land: 10,745 m<sup>2</sup></li> <li>Denizli Final Schools: 11,565 m<sup>2</sup> GLA</li> <li>Cyprus Aqua Dolce Hotel Project: 260,177 m<sup>2</sup> land with 48,756 m<sup>2</sup> hotel and residential</li> </ul>	Global Securities (75.0%) Trading volume: 140.0bn TL Global MD Asset Management
Malaga Cruise Port         Creuers del Port de         Barcelona         (38.8%)         Singapore Cruise Port         (15.5%)         Las Palmas Cruise Port*         (50%)         Canary Island Cruise Ports         Las Palmas Cruise Port*         (50%)         Fuertevantura Cruise Port*         (50%)	29.2 MW installed capacity Solar RA Solar: 100% 10.8 MWp installed capacity	Export volume: 214,926 tons Domestic volume: 55,658 tons	<ul> <li>Bilecik Industrial Zone Land: 29,500 m<sup>2</sup></li> <li>Bodrum Land: 3,000 m<sup>2</sup></li> </ul>	(AUM) : 346mn TL
Other Spanish Cruise Ports:         • Tarragona (62.5%)         • Vigo (31.3%)         San Juan Cruise Port (62,5%)         • Management Agreement	$\checkmark$	$\checkmark$	<ul> <li>Consolidated total GLA: 84,797 m<sup>2</sup></li> <li>Retail sector GLA: 63,502 m<sup>2</sup></li> <li>Other leasable areas: 21,295 m<sup>2</sup></li> </ul>	

Management Agreement
 \*\* Ports network is as of 19<sup>th</sup> Aug 2022



### I – FINANCIAL REVIEW

# **Financial Highlights**

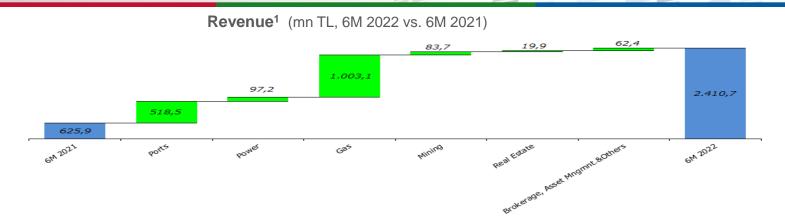
							2022
Net revenues (mn TL)	Q2 2022	Q2 2021	6M 2022	6M 2021	% Change	2021	Guidance
Gas	777,0	107,3	1.235,0	231,9	432%	692,0	300-400% Growth
Power	137,0	89,4	263,1	165,9	59%	368,6	50-100% Growth
Mining	87,6	43,5	156,3	72,5	115%	182,6	80-100% Growth
Ports	416,6	39,7	587,1	68,6	755%	285,7	400-500% Growth
Brokerage&Asset Management	73,2	31,8	136,2	73,8	85%	227,5	15-30% Growth
Real Estate	17,0	6,5	31,7	11,8	168%	32,7	60-90% Growth
Holding stand-alone	0,0	0,0	0,0	0,0	n.a.	0,0	
Others	0,4	0,8	1,3	1,3	1%	4,5	
GIH Total <sup>1</sup>	1.508,9	318,9	2.410,7	625,9	285%	1.793,7	C. 6 bn TL
							2022
EBITDA (mn TL)	Q2 2022	Q2 2021	6M 2022	6M 2021	% Change	2021	2022 Guidance
EBITDA (mn TL) Gas	<b>Q2 2022</b> 196,8	<b>Q2 2021</b> 14,2	<b>6M 2022</b> 260,7	<b>6M 2021</b> 36,3	% Change 618%	<b>2021</b> 98,9	
							Guidance
Gas	196,8	14,2	260,7	36,3	618%	98,9	Guidance 500-600% Growth
Gas Power	196,8 46,8	14,2 38,9	260,7 84,6	36,3 64,7	618% 31%	98,9 148,2	<b>Guidance</b> 500-600% Growth 60-100% Growth
Gas Power Mining	196,8 46,8 30,5	14,2 38,9 16,6	260,7 84,6 53,1	36,3 64,7 27,8	618% 31% 91%	98,9 148,2 64,3	<b>Guidance</b> 500-600% Growth 60-100% Growth 75-100% Growth
Gas Power Mining Ports	196,8 46,8 30,5 247,8	14,2 38,9 16,6 -2,7	260,7 84,6 53,1 299,0	36,3 64,7 27,8 -22,8	618% 31% 91% 1414%	98,9 148,2 64,3 20,2	<b>Guidance</b> 500-600% Growth 60-100% Growth 75-100% Growth 40-70x Growth
Gas Power Mining Ports Brokerage&Asset Management	196,8 46,8 30,5 247,8 21,4	14,2 38,9 16,6 -2,7 10,2	260,7 84,6 53,1 299,0 39,5	36,3 64,7 27,8 -22,8 31,6	618% 31% 91% 1414% 25%	98,9 148,2 64,3 20,2 87,9	<b>Guidance</b> 500-600% Growth 60-100% Growth 75-100% Growth 40-70x Growth 10-20% Decline
Gas Power Mining Ports Brokerage&Asset Management Real Estate	196,8 46,8 30,5 247,8 21,4 5,8	14,2 38,9 16,6 -2,7 10,2 2,0	260,7 84,6 53,1 299,0 39,5 12,1	36,3 64,7 27,8 -22,8 31,6 2,4	618% 31% 91% 1414% 25% 406%	98,9 148,2 64,3 20,2 87,9 13,4	<b>Guidance</b> 500-600% Growth 60-100% Growth 75-100% Growth 40-70x Growth 10-20% Decline

-

MENT HOLDINGS

<sup>1</sup> Revenues exclude the impact of IFRIC 12 on Nassau Cruise Port amounting to 444.6mn TL for 6M 2022 and 176.3mn TL for 6M 2021

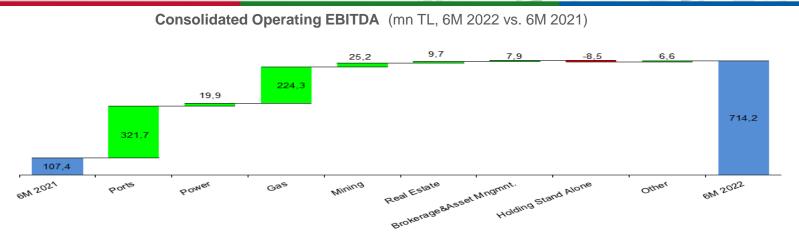
# Financial Highlights: Change in Revenue



- Global Investment Holdings reported 2.4 bn TL revenues (excluding IFRIC-12 Construction Revenue) in 6M 2022, indicating a robust 285% increase yoy with strong contribution from all business divisions, with the gas division contributing the most. The improvement in revenue generation has gained stronger momentum in Q2 2022 (Apr-Jun), in line with the radically diminishing impact of Covid 19 and strengthening activity in underlying businesses, marking a 5 times increase over Q2 2021
- The ports division reported 587.1mn TL revenues (excluding IFRIC-12 Construction Revenue) in 6M 2022, surging by 755% yoy, with the diminishing impact of travelling restrictions, cruise lines returning to service with full fleet capacity and increasing occupancy rates. Major cruise lines expect occupancy rates to further improve and reach triple digits by the end of the year
- The gas division's revenues increased by 432% yoy in 6M 2022, reaching 1.2bn TL, as a result of the increase in gas prices and sales volume
- The power division's revenues, which include distributed energy facilities (cogeneration/trigeneration), biomass and solar based renewable energy production, rose
   59% yoy in 6M 2022, generating 263mn TL, mainly driven by the increase in electricity prices and FX rates
- The mining division reported revenues of 156.3mn TL, surging by 115% yoy in 6M 2022, thanks mainly to the growth of export sales and hard currency earnings through export markets. Such performance indicates a strong demand in the export markets
- The real estate division's revenues increased by 168% yoy, standing at 31.7mn TL in 6M 2022, thanks to the increase in rental revenues in line with the diminishing of the pandemic impact and higher real estate sales
- The brokerage & asset management division's revenues reached 136.2mn TL in 6M 2022, a 85% increase yoy, thanks to the contribution from increasing in transaction volumes and full consolidation of istanbul Asset Management

<sup>&</sup>lt;sup>1</sup> Revenues exclude the impact of IFRIC 12 on Nassau Cruise Port amounting to 444.6.1mn TL for 6M 2022 and 176.3mn TL for 6M 2021

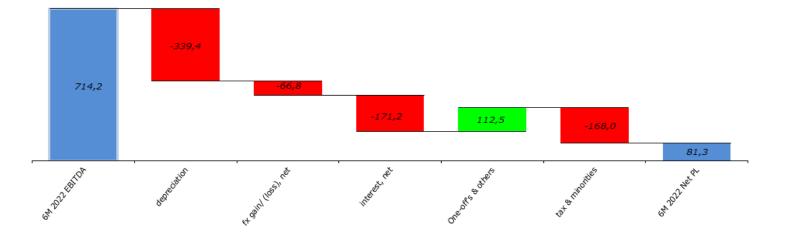
## **Financial Highlights:** Change in Operating EBITDA



- Global Investment Holdings' consolidated operating EBITDA soared by 565% in 6M 2022 yoy and reached 714.2mn TL, driven by a solid contribution from all business divisions, with the Ports and Gas division contributing the most. Strong EBITDA generation gained further momentum in Q2 2022 (Apr-Jun) in line with the radically diminishing impact of Covid 19 and strengthening activity in underlying businesses, displaying a 9 times increase over Q2 2021
- The ports division's operating consolidated adjusted EBITDA marked 299 mn TL in 6M 2022 (-22.8mn TL in Q2 2021). Positive EBITDA generation accelerated in 6M 2022 with the diminishing impact of travelling restrictions, cruise lines returning to service with full fleet capacity and increasing occupancy rates
- The gas division's EBITDA increased by 618% yoy in 6M 2022, reaching TL 260.7mn. The increase in Citygas sales volume contributed significantly to the EBITDA growth by eliminating seasonality and increasing capacity utilization rate
- The power division generated 84.6mn TL EBITDA in the first half of 2022, indicating a 31% increase YoY, which is mainly attributable to the increase in electricity prices and FX rates
- The mining division's operating EBITDA soared by 91% in 6M 2022 YoY, reaching 53.1mn TL, mainly driven by the volume increase, especially in export markets and dominancy of hard currency denominated revenues
- The real estate division reported in an operating EBITDA of 12.1mn TL, compared to 2.4mn TL a year ago. The improvement is mainly attributable to the increasing contribution from higher EBITDA generating rental operations
- The brokerage and asset management division's operating EBITDA increased by 25% yoy, stood at 39.5mn TL compared to 31.6mn TL a year ago.
- The Holding company, as the cost centre, reported -25.1mn TL operating expenses in 6M 2022 compared to -16.6mn TL a year ago, mainly due to the increased opex stemming from the switch from remote working to hybrid model, as well as the suspension of the Covid 19 related government support by the end of 1H 2021 and inflation related increase

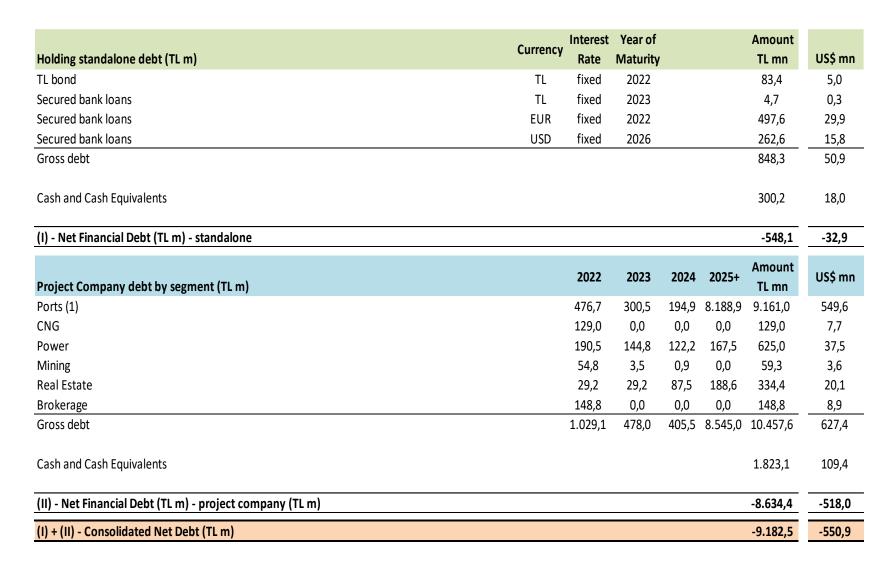
## **Financial Highlights:** Change in P&L

- GIH reported a consolidated **net profit of 81.3mn TL** in 6A 2022, compared to a net loss of TL 417.7mn in 6A 2021. The bottom line incorporated TL **406.2mn of non-cash charges** of which TL **339.4mn were depreciation and amortization, and TL 66.8mn in net foreign exchange loss**. Meanwhile, TL 112.5mn one-off income included project expenses and IFRS related adjustments such as non-cash valuation gain from investment properties
- Depreciation and amortization charges, increased from TL 173,2mn in 6A 2021 to TL 339.4mn in 6M 2022. If the FX rate had remained the same as 6A 2021 average, depreciation and amortization expense would have been TL 153.4mn lower.
- The Group's net interest expenses increased from TL 155.2mn TL in 6M 2021 to TL 171.2mn in 6M 2022. If average FX rate had maintained its 6M 2021 level, net interest expense would have been TL 82.9mn lower than the reported figure in 6M 2022



#### Net Profit(Loss) Breakdown in 6M 2022 - mn TL

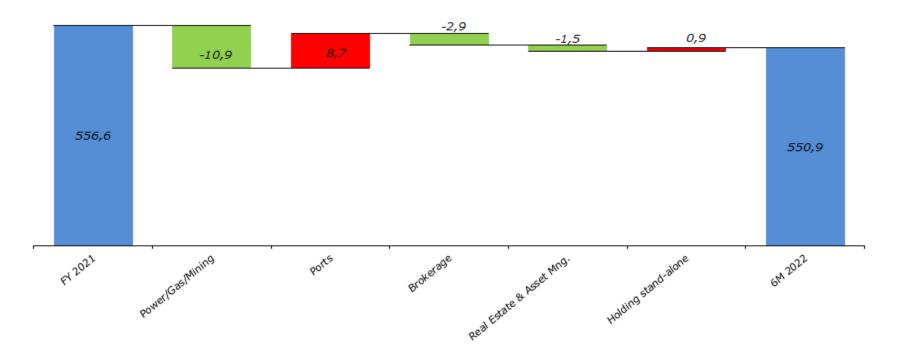
### Debt Position - As of 30.06.2022



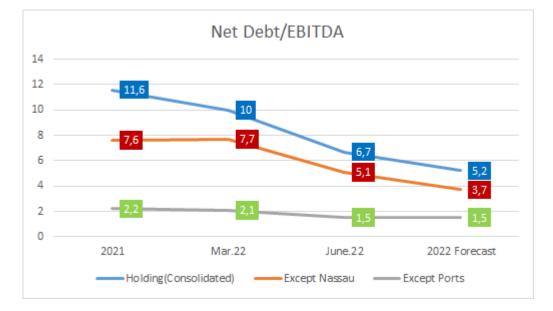
### **Net Debt Bridge**



30.06.2022 vs 31.12.2021 (mn \$)



## **Net Debt/EBITDA**



- Consolidated Net Debt/EBITDA multiplier declined to 6.7x at 30.06.2022 from 11.6x at the end of 2021. We expect it
   to decline to 5.2x at the end of 2022.
- Excluding the Nassau Net Debt, Net Debt/EBITDA multiplier was 5.1x in June 2022. We expect it to decline to 3.7x at the end of 2022.
- Excluding GPH, Net Debt/EBITDA multiplier was 1.5x at 30.06.2022, as opposed to 2.2x at the end of 2021. We expect it to be around 1.5x at the end of 2022.



### **II – OPERATIONAL REVIEW**

### **Major Developments**



#### Ports

- ✓ Tarragona Port Authority awarded Global Ports Holding a 12-year concession, with a 6-year extension option, to manage the services for cruise passengers in Tarragona, Spain
- ✓ A Concession Agreement has been signed for a 4-year renewable concession to manage the services for cruise passengers in the Port of Crotone, Italy
- ✓ GPH had received an approach regarding a potential cash offer for all of the shares in the Company by MSC Mediterranean Shipping Company. GPH announced that it had terminated these talks.
- ✓ Global Ports Canary Islands S.L. ("GPCI"), an 80:20 joint venture between GPH and our local partner Sepcan S.L., has successfully completed the competitive RFP process for certain Canary Island cruise ports having received final acceptance for the concessions for three cruise ports in the Canary Islands: Las Palmas de Gran Canaria, Arrecife (Lanzarote) and Puerto del Rosario (Fuerteventura).
- ✓ GPH signed a 30-year concession agreement with the Puerto Rico Ports Authority for San Cruise Port, Puerto Rico

#### Power

The IPO process of a fully owned subsidiary, Consus Enerji has been completed

- ✓ The IPO, priced at 4.50 TL per share and executed with fixed price-equal allocation and direct sale from the stock exchange, has received 550.9 million TL demand from 173,974 retail investors.
- ✓ 115,500,000 shares subject to the offering, including the over-allotment option have been entirely subscribed, marking a 30% free float for the company.
- ✓ The Group has received gross proceeds of TL519.8mn from the offering; of which TL 283.5mn is at Global Investment Holdings level and TL 236.3mn is at Consus Enerji level. Use of proceeds:
  - ✓ Holding: debt reduction
  - ✓ Consus Enerji: new investments, working capital requirements and debt reduction.
- ✓ After the IPO, GIH remains the largest individual shareholder of Consus Enerji with 70% stake.

### Holding

- ✓ The authorized capital ceiling was valid for five years, expiring by the end of 2022. GIH's BoD resolved to make the necessary amendments to the Articles of Association to extend the ceiling for another five years and to increase the ceiling to TL 9 billion. Amendments had been obtained by The CMB and approved by the General Assembly.
- ✓ Due to high demand, TL 60,000,000 nominal valued with 100 day maturity bond issuance revised to TL 90,000,000 nominal valued, by GIH within issue ceiling limit.
- H.Faik Açıkalın and Gülsüm Azeri have been appointed as independent board members and new committees were approved as follows at the general assembly.
  - Corporate Governance Committee: Faik AÇIKALIN (Başkan), Gülsüm AZERİ (Üye), Ayşegül BENSEL (Üye), Serdar KIRMAZ (Üye), Oğuz SATICI (Üye) ve Aslı Gülhan SU ATA (Kurumsal Yönetim Tebliği uyarınca, Yatırımcı İlişkileri Grup Başkanı)
  - Audit Committee: Faik AÇIKALIN (Başkan), Gülsüm AZERİ (Üye)
  - Early Risk Assessment Committee: Faik AÇIKALIN (Başkan), Gülsüm AZERİ (Üye), Ayşegül BENSEL (Üye), Serdar KIRMAZ (Üye), Oğuz SATICI (Üye)
- The General Assembly was informed that there would be no dividend distribution because although the standalone/legal financial statements – prepared in accordance with Tax Procedure Law and Turkish Commercial Code indicated profit, the consolidated financial statements – prepared in compliance with Capital Market Board's Communique for the year ending on 31.12.2021 indicated a period of loss..



### **III – FINANCIAL & OPERATIONAL PERFORMANCE BY DIVISION**

# **Gas Division:** Naturelgaz







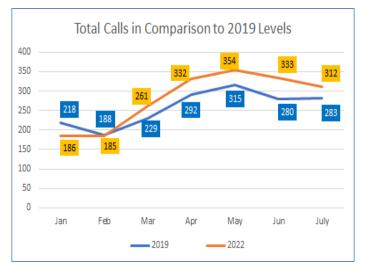


- Naturelgaz recorded significant growth in 6M 2022
- Sales volume reached 115.8mn Sm<sup>3</sup> in 6M 2022, representing an increase of 30% yoy
  - Citygas sales, whose share in the total sales volume increased gradually in 2021 and 6A 2022, continued its rapid growth in the second quarter of the year as well. Citygas sales volume increased by 74% yoy, reaching 41.8mn Sm<sup>3</sup>
  - Revenues increased by 432% yoy in 6M 2022, reaching TL 1,2bn, reflecting the increase in sales volume especially in Citygas, Bulk CNG and the increase in gas prices
- **EBITDA increased by 618% yoy** in 6M 2022, reaching TL 260.7mn. The decrease in seasonality thanks to the increase in Citygas sales volume, effective cost management, and improvement in gas margin contributed significantly to the EBITDA growth. **Gross profit** reached TL303.3 mn in 6M 2022, representing an **increase of 422% yoy**, based on company standalone financials .
- Profit before tax, which was TL 6.1mn in 6M 2021, increased to TL 223.7mn in the first half of 2022, based on company standalone financials
- As of June 30, 2022, Naturelgaz's **net debt amount was TL 2.4mn**. In addition, Naturelgaz **distributed a gross dividend payment of TL 35.8 mn** to shareholders on May 9, 2022.
- According to Naturelgaz, the Company's market share in the total non-piped (CNG & LNG) natural gas market is 35.2% as of May 2022. Naturelgaz is also the market leader in Bulk CNG product with an estimated market share of 86.1% in 2021\*
- Naturelgaz operates with a total of 20 facilities, including 12 Bulk CNG plants, 7 Auto CNG Stations and 1 Bulk CNG plant with a partnership agreement
- Naturelgaz continues its international project development activities within the scope of the implementation of its current business model abroad

\*Market share data is calculated by Naturelgaz, based on EMRA Natural Gas Market Monthly Sector Reports. These data are presented as of May 2022, and excluding Auto CNG.



# **Ports Division:** Global Ports Holding Plc (GPH)





- Major cruise lines have returned to service with full fleet capacity in June 2022, while port operations kept gaining acceleration at high speed
- Occupancy rates improved to average between 80-85% by the end of Q2 2022. Major cruise lines expect occupancy rates to improve and avarage around 90% in Q3 2022 and reach triple digits (pre-pandemic levels) by the end of the year
  - Occupancy rates of the cruise ships visiting GPH ports in the Caribbeans in June 2022 surpassed 100%, while averaging around 65% at GPH's Mediterranean ports
- In Jan-Jul 2022 improvement in performance accelerated at high speed. Number of calls at GPH ports in July 2022 standalone was 10% higher than July 2019 (prepandemic) levels, while number of passengers visiting GPH ports in July 2022 standalone reached %99 of 2019 levels. The improvement was mainly driven by the strong passenger increase at Ege Port Kuşadası.
  - In Jan-Jul 2022, total consolidated passenger numbers reached 68% of Jan-Jul 2019: while total consolidated call numbers were %8 higher than Jan-Jul 2019
- Revenue and EBITDA generation gained further momentum in 6M 2022 in line with the diminishing impact of travelling restrictions, cruise lines returning to service with full fleet capacity and increasing occupancy rates
  - 587.1mn TL revenues (excluding IFRIC-12 Construction Revenue) in 6M 2022, surging by 755% yoy, and a positive 299 mn TL operating consolidated adj. EBITDA in 6M 2022 as opposed to -22.8mn TL in 6M 2021.
  - GPH now has a more balanced ports network in terms od regional exposure and seasonality
    - In 2017, the majority of the cruise activity was centred in the Med, with 88% of the passenger volume; whereas now, Mediterranean represents 50% of the passenger volume at our consolidated and managed ports



Revenues exclude the impact of IFRIC 12 on Nassau Cruise Port amounting to TL 444.6mn or 6M 2022 and TL 176.3mn for 6M 2021

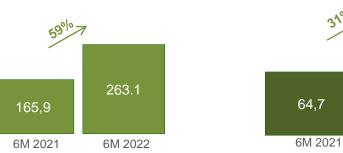
6M 2022

299

# **Power Division:** Distributed Energy, Biomass and Solar



- Power generation portfolio of the Group has a combined capacity of 94.1 MW, of which
   40.0 MW is from renewable sources (biomass and solar power plants)
- The Group's installed capacity in biomass and solar is 29.2MW and 10.8MWp, respectively. All renewable power plants are selling electricity at the feed-in tariff rate of 13.3 dollarcent/kWh
- Total installed capacity of the distributed energy portfolio was 54.1 MW, standing out as one of the largest portfolios in the sector
- The power division reported 263.1mn TL revenues in 6M 2022, indicating a 59% increase yoy
- EBITDA increased by 31% to 84.6mn TL in 6M 2022 yoy mainly due to the increase in electricity prices and FX rates
- Consus Energi completed its IPO in April 2022, receiving net proceeds of c.USD 15 m; half of which will be used to develop and expand the business as well as for working capital needs, while the other half will be used to reduce indebtedness
- Significant growth in revenues and EBITDA during the period was mainly attributable to greater operational performance in power plants and upward trend in electricity prices
  - ✓ USD based revenue stream due to Renewable Energy Resources Support Mechanism (YEKDEM) from renewables, reinforcing profitability



Revenue (mn TL)



84,6

6M 2022











## **Power Division:** Solar



- Global Investment Holdings has commissioned its first solar power plant, Ra Solar, with 10.8MWp installed capacity in Mardin in late 2019. The facility completed its first year of operations in 2020, standing out as one of the most efficient plants in the country, with its generation performance per unit installed capacity
- The Group is also planning to complete hybrid solar farm investments with 3.6 MW capacity during H2 2022 in its biomass plant areas in parallel with the new auxiliary resource regulation to improve generation performance as well as plant efficiencies
- In addition, GIH is not only pursuing plans to bid in public tenders in renewables, but also evaluating various
  opportunities in international markets in the sector
  - In line with the strategy to create synergies with GPH's port network across 13 countries, an MoU has been signed in Antigua for a 5MW solar project at feed-in-tariff for 30 years. Power purchase agreement is under discussion
- The Group has initiated developing BO and BOT distributed solar power plants for large-scale industrial and commercial enterprises to compensate their internal electricity consumption





# Mining Division: Straton



- The Company realized 270,584 tons of product sales volume in the first half of 2022, up by 14% yoy, mainly due to strong feldspar demand from export markets
- The Company's main export markets continued to be Spain, Italy and Egypt. Export related sales volume reached 214,926 tons while domestic sales volume was realized at 55,658 tons for the period
- The mining division announced revenues of 156.3mn TL in the first half of 2022, indicating 115% increase YoY. The operating EBITDA was 53.1mn TL in 6M 2022, indicating a robust 91% growth yoy. Volume growth mainly driven by the strengthening demand in the export markets, as well as dominancy of hard currency denominated revenues were factors supporting the improvement in profitability during the period.
- The company continued its diversification efforts, pursuing opportunities in new export markets and sectors
- The Group continues to work towards completion of permission processes in various additional mining licenses with a target to initiate production in 2022. In this context, production has commenced in 2021 under a new licence. Two of the exploration licences have been upgraded to operational licence. Additionally, development and licensing work are ongoing for three additional licence areas



### **Real Estate Division:** Ardus

**MARDUS** 

- The Real Estate division's revenues include rent revenues and residential/commercial sales revenues
  - The real estate division registered 19.9m TL increase in revenues and 9.7m TL increase in EBITDA in 6M 2022 yoy, with revenues and EBITDA standing at 31.7mn TL and 12.1mn TL, respectively. Operational improvement is mainly attributable to the increasing contribution from higher EBITDA generating rental operations
  - Rental revenues increased by 15.3mn TL with the drastically declining pandemic impact, while real estate sales inreased by 4.5mn TL
- Sümerpark Project, which is the new living centre of Denizli, covers land of 98,500 m2 and when completed, it shall reach a gross construction area of 228,000 m2. The project is composed of Sümerpark Evleri, consisting of 606 houses, Sümerpark Shopping Centre, SkyCity Business Towers, Private School and a private hospital with 150 beds
- Van Shopping Centre is the first shopping centre in the city and provides a strong selection on 55.000m<sup>2</sup> building area and 26.047 m<sup>2</sup> leasable area. Van Shopping Centre is home to approximately 90 stores as well as restaurants and cafes, child playground and 10-screen cinemas. During the quarter, it attracted more than 1.6 million visitors, while currently operating with 98% occupancy
- Rihtim 51 is a 2<sup>nd</sup> degree listed historical building in İstanbul, with 5.230 m<sup>2</sup> building area. The building permit is obtained for the 7.400 m<sup>2</sup> hotel project, while the renovation projects of the property are in progress



### Asset Management & Brokerage Division: Istanbul Asset Management & Global Securities & Global MD

- Revenues of the brokerage and asset management division consists of securities brokerage commissions, interest revenues on margin lending transactions, portfolio management fees, proprietary trading revenues and advisory fees
- The brokerage & asset management division revenues stood at 136.2mn TL in 6M 2022, registering a 85% increase yoy; while operating EBITDA was 39.5mn TL as opposed to 31.6mn TL in 6M 2021.
- Istanbul Asset Management is the largest portfolio management company which has domestic capital and without a bank/brokerage house /insurance company as a parent
  - Actus Asset Management and Istanbul Asset Management finalized their merger under Istanbul Asset Management by the end of September 2020, creating the largest domestic and independent asset management company in Turkey
  - GIH exercised its option to buy additional 40% stake in İstanbul Asset management in September 2021, increasing its stake in the company from 26.6% to 66.6%, becoming the largest shareholder; and hence paving the way for full consolidation. The remaining 6.65% stake is owned by the Police Care and Assistance Funds, which has over 50,000 partners and sizeable assets of TL 1.3 billion, while 26.75% stake is owned by 5 investors
  - o Istanbul Asset Management manages **31.2bn TL in AUM** as of 30 June 2022
  - Managing 48 funds, of which 5 are pension funds, as well as several discretionary mandates, Istanbul Asset Management is the only fullyfledged asset manager in Turkey
- Global Securities had a market share of 1.28% with an equity trading volume of 140.0bn TL, ranking 22<sup>nd</sup> among domestic brokerage houses in 6M 2022
- Global Securities increased its commission income yoy from 36.3 to 37.8mn TL as of 30 June 2022 due to the increase in trading volumes
- Global MD Portfolio Management, offers portfolio management solutions and products to meet the needs and expectations of its corporate and individual customers, real estate funds and venture capital funds. Global MD offers top quality portfolio management to both individual and institutional investors, managing 14 funds invested in the Turkish equity and debt markets. As of 30 June 2022, Global MD Portfolio manages a total of 346mn TL in AUM





### **IV – APPENDIX**

### **Balance Sheet**



(TL Million)	30 Jun 2022	31 Dec 2021
ASSETS		
Current Assets	4.434,2	3.640,2
Cash and Banks	1.788,5	1.535,9
Marketable Securities	334,8	176,3
Trade and Other Receivables	1.191,5	801,9
Inventories	159,1	140,2
Other Current Assets (1)	960,3	985,9
Non-current Assets	14.565,5	11.437,1
Financial Assets	4,4	4,4
Investment Properties	1.164,1	803,0
Tangible Fixed Assets	3.477,9	2.873,4
Intangibles and Concession properties	7.537,7	5.811,3
Right of Use Assets (3)	1.413,7	1.157,7
Equity Pickup Investments	218,0	181,8
Goodwill	243,6	193,8
Deferred tax assets	207,9	196,3
Other receivables and non-current assets (2)	298,4	215,4
TOTAL ASSETS	18.999,7	15.077,3
LIABILITIES		
Short term liabilities	4.188,2	3.447,3
Financial debt	2.502,8	2.276,1
Lease Liabilities (3)	70,7	46,6
Trade Payables	895,4	562,0
Accrued liabilities and other payables	719,3	562,6
Long term liabilities	11.736,3	9.156,1
Financial debt	9.356,3	7.173,9
Lease Liabilities (3)	1.000,8	824,6
Provisions and other long term liabilities (4)	364,7	337,3
Deferred tax liabilities	1.014,5	820,3
Total Shareholders' Equity	3.075,2	2.473,9
Paid in capital	650,0	650,0
Reserves	1.770,0	1.380,7
Previous years' profit/loss	67,6	-30,3
Profit/(loss) for the period	81,3	-111,1
Minority Interest	506,3	584,8
TOTAL LIABILITIES AND SHAREHOLDERS' EQUITY	18.999,7	15.077,3

(1) non-trade receivables including related parties, tax receivables and others

(2) long term non-trade receivables including related parties, advances, prepaid expenses and others

(3) recognition of right-of-use asset and a lease liability with respect to rent contracts of building, office, vehicles and concession agreements according to transition to TFRS 16.

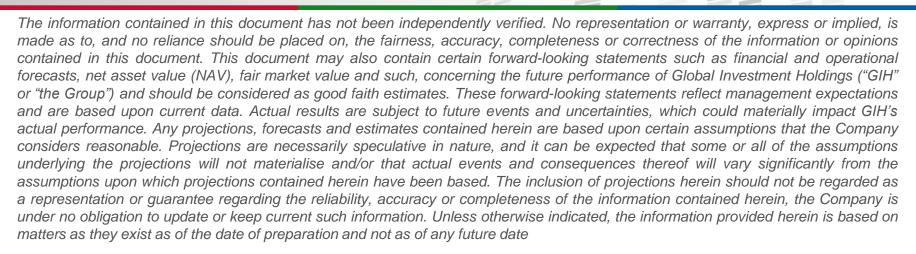
(4) non-trade payables including related parties, long term provisions and other liabilities

## **Income Statement**



(TL Million)	6M 2022	6M 2021
Total gross revenues	2.855,28	802,16
Cost of sales and services	-2.074,05	-671,27
Gross Profit	781,23	130,89
Operating expenses	-421,99	-197,32
Operating expenses	-421,99	-67,78
Other operating income/(loss), net		-
Equity pickup asset gains/(losses)	4,48	-63,91
Gross operating profit/(loss)	487,28	-198,11
Financial income/(expenses), net	-326,54	-378,57
Profit/(loss) before tax	160,74	-576,68
Taxation	-87,49	-48,89
Profit/(loss) after tax	73,25	-625,57
Minority interest	-8,07	-207,88
Net profit/(loss) for the period	81,32	-417,69
EBITDA	714,2	107,4

### **Disclaimer**



GIH, and its respective affiliates, advisors or representatives, shall have no liability whatsoever for any loss howsoever arising from any use of this document or its contents or otherwise arising in connection with this document. GIH undertakes no obligation to update any forward-looking statements, whether as a result of new information, future events or otherwise. Therefore, you should not place undue reliance upon such statements

For further information, please contact: Investor Relations Global Yatırım Holding A.Ş. Büyükdere Cad. No: 193 Şişli 34394 Istanbul, **Turkey Google Maps: 41.07961,29.01141** Phone: +90 212 244 60 00 Email: investor@global.com.tr Website: www.globalyatirim.com.tr facebook.com/GLYHOIR twitter.com/GLYHOIR

