

Bosporus Properties Istanbul City Centre Real Estate



Swiss Capital Bosporus Properties A.Ş.
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Beyoğlu – İstanbul
www.bosporus-properties.com

The Company



Swiss Capital Bosphorus Properties A.Ş. (SCBP) is the only wholly foreign-funded real estate investment trust in Turkey. The Company strives to combine both western and oriental expertise in real estate investment. Our management organisation reflects this goal as much as our core investment location, Istanbul.

Established in 2007 as a Turkish real estate investment trust (GYO), Swiss Capital Bosphorus Properties A.Ş. invests in city centres of major Turkish cities. Our current investments focus on Istanbul city centre locations like Beyoğlu. We bring extensive international real estate funding and management expertise together with local market know-how. It ensures that our property products meet both high international construction and fit-out standards as well as local market expectations. Our development projects are taking place in Istanbul's vibrant and upcoming living quarters to ensure prime metropolitan living experiences for tenants and lasting revenues for our investors.

The Investment Story

Swiss Capital Bosphorus Properties A.Ş.

- Turkish Real Estate Investment Ltd., established in June 2007 as a Turkish REIT (GYO), with the option to be listed with minimum size of TL 12 mio., respectively EUR 4 mio.
- International expertise
- Local management
- Local partnerships and co-operations

Strategy

- Investments in the old Istanbul City Centre in favourable locations with good connections & public transportation
- Focus on developments and re-developments in upcoming renovation areas
- Expansion to locations along the traffic arteries and metro stations
- Moderate Leverage up to 60% , actually below 20%
- Segments, depending on location – mostly residential in the old city centre

Project Track record

- Seven Sisters' Residences (completed)
- Sururi Residences (completed by September 2017)
- Golden Horn Residences Phase I (under planning)
- Golden Horn Residences Phase II (under preparation)

Investment targets

- Completion of current project pipeline until 2022
- Target IRR of 15% with IRR range from 12 -25 % depending on development cases and areas

The Management Team



Hansjörg Sommerau | Chairman

Hansjörg Sommerau worked over 14 years in the investment management of UBS bank in Switzerland and London. He co-founded subsequently Swiss Capital Group and built up its alternative investment and real estate asset management in Swiss Capital Property Ltd., Zürich, Switzerland. In 2007 Mr. Sommerau co-founded Swiss Capital Bosphorus Properties A.Ş. together with a Swiss Capital Partner. He acts as the company's Chairman since its establishment.



Ergin Büyükbayram | Chief Executive Officer

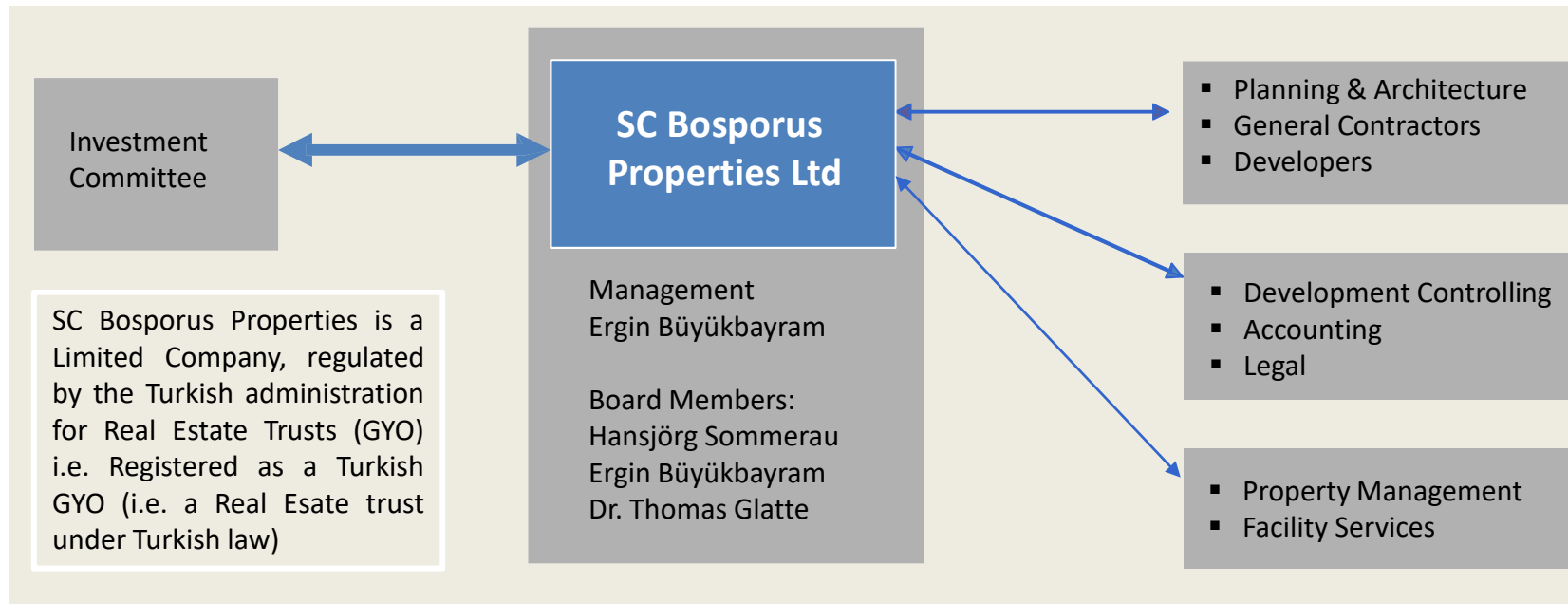
Ergin Büyükbayram provides more than 25 years experience in international business development and infrastructure projects throughout Turkey and the Middle East. He became an active real estate investor in Istanbul in 2009. Acting initially as a co-investor of SCBP, he assumed operational responsibilities within the company since 2011. Being based in Istanbul, Mr. Büyükbayram steers as its CEO the local operations of Swiss Capital Bosphorus Properties A.Ş.



Dr. Thomas Glatte | Board Member

Dr. Thomas Glatte has over 20 years experience in international construction and real estate business. He started as construction manager for Philipp Holzmann AG in Thailand and India. Subsequently, he has lead numerous international property projects for BASF SE in Europe, Middle East and Asia. Since 2008, he serves as its globally responsible Director for Group Real Estate & Facility Management. Dr. Glatte supports Swiss Capital Bosphorus Properties A.Ş. since 2014 and serves meanwhile as its Board Member.

Structure and Organisation – SC Bosphorus Properties A.Ş.



Investment Committee

Minimal two members max. five members, decision taken by majority, in case of two members mutual consensus.

Current members: Ergin Büyükbayram, Hansjörg Sommerau, Dr. Thomas Glatte

Board

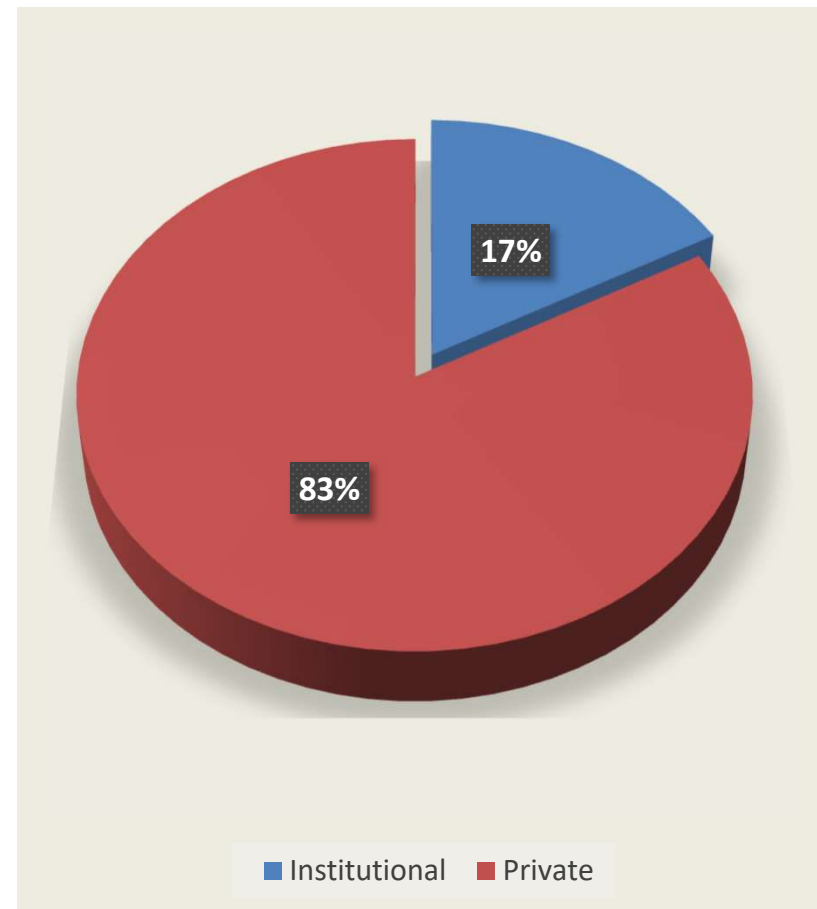
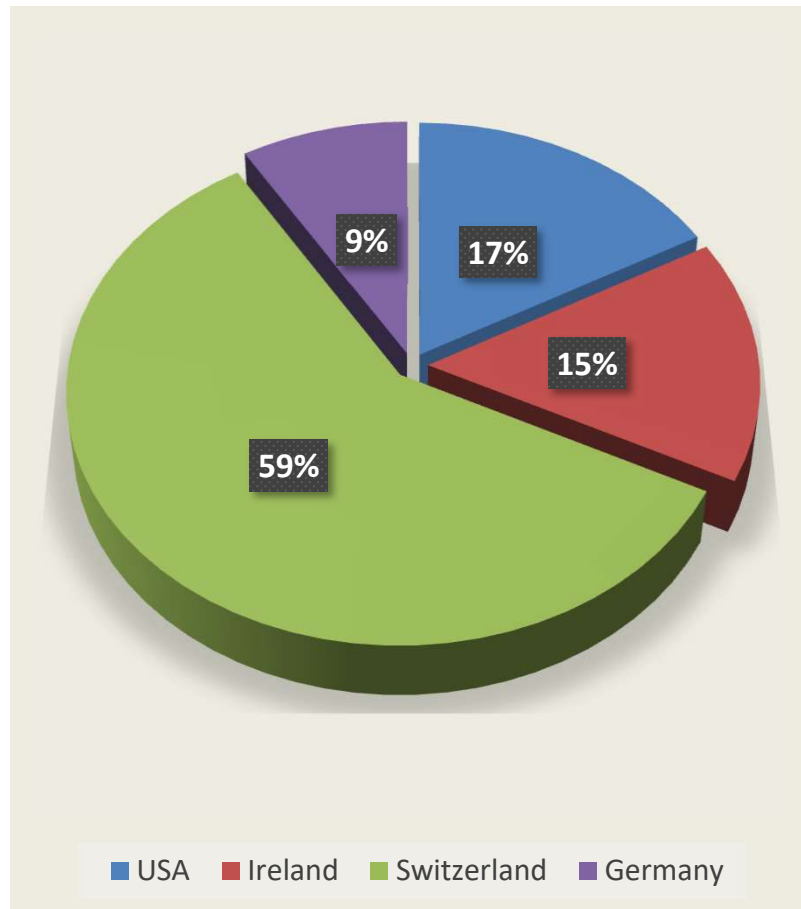
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Current members: Ergin Büyükbayram, Hansjörg Sommerau, Dr. Thomas Glatte

Outsourcing

Property operations, facility services and accounting are outsourced to local partners

Shareholder and Investor Structure – SC Bosphorus Properties A.Ş.



Investors

Swiss Capital Bosphorus Properties' Investors have an international background and a great interest in the development of the Turkish real estate market. There is a 81/19 ratio between private and institutional investors.

Board members are personally engaged and control 34% of shares.

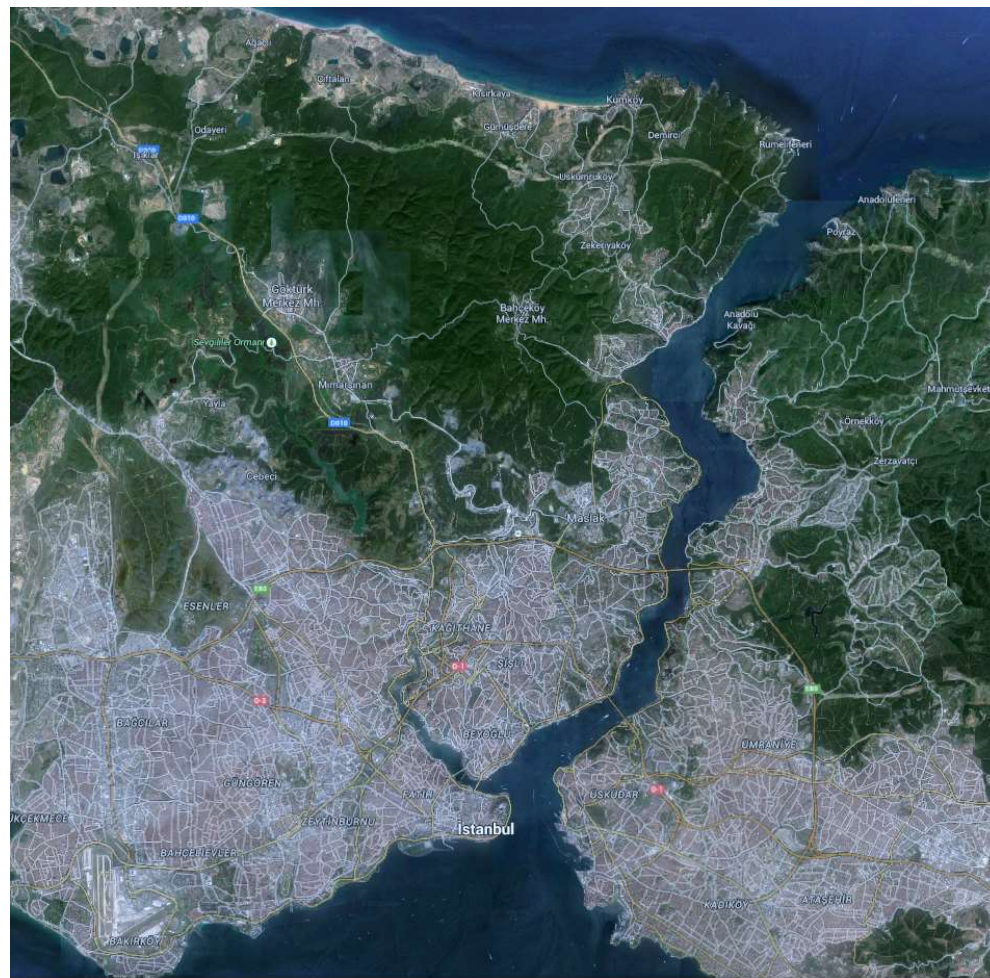
Istanbul – Facts & Figures

Istanbul - the largest city in Europe

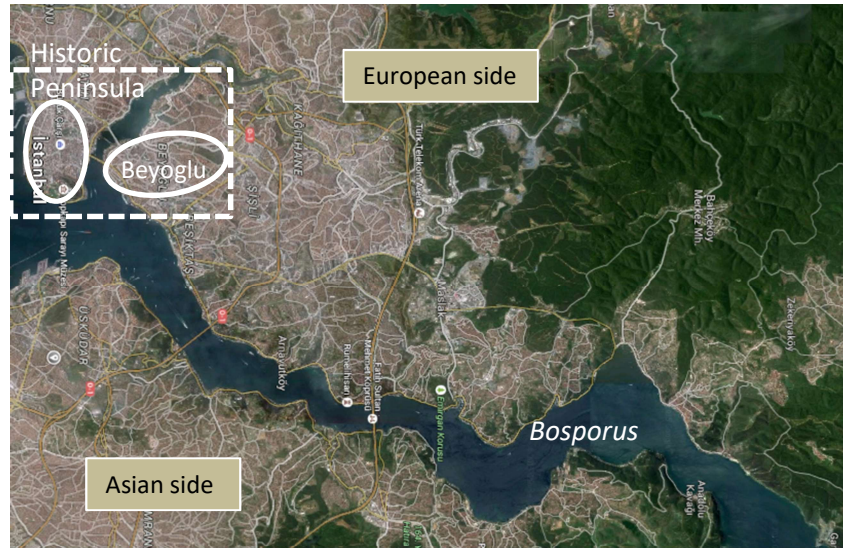
- Population over 18 million,
- Territory 1.700 km², 120 km East – West, 60 km North - South

Growth - demand - developments - risks

- City population growth annually by approx. 0.25 Mio.
- Istanbul - the economic capital of Turkey and represents 50 % of the Turkish economy
- Increasing demand for “downtown Turkey” in centre locations given the shortage of modern office space and residential areas. Core areas - the old heart of Constantinopel are becoming more attractive
- Traffic congestion favours locations with good access to public transportation
- Infrastructure investments in and around Istanbul are detrimental for further growth
- Rising demand of foreign capital to be invested in Turkey
- As an «Emerging City» volatility in prices is expected due to rapid developments and City expansions
- Seismic gap may be filled by an earthquake



Macro Locations, priorities and local areas



Macro Locations and priorities

1. First class location in the Beyoglu district and the historic peninsula in residential and commercial sectors
2. Further expansion in top locations in Kadiköy and B-locations in municipal renovation areas with high upgrade potential
3. Opportunistic locations in areas with high upgrade potential mainly due to excellent traffic connections i.e. Locations around metro stations on the European or Asian side.



Strategic parameters in City Centre

Investment in the «historic city centre»

- (a) Initial investments focused on Tarlabasi since price levels are considerably lower than in A,B areas. However, high development potential with moderate market risk
- (b) Expansions in «A & B» including but not limited to, Sultanahmet, Fatih, Beyoglu, Galata, Eminönü, Çarşı, Karaköy
- (c) Sectors: There is no sector priority, however in Beyoglu smaller compounds are mostly apartment or mixed use property, often re-development, or new constructions

Overview of our prime area, investment locations and historic and actual developments



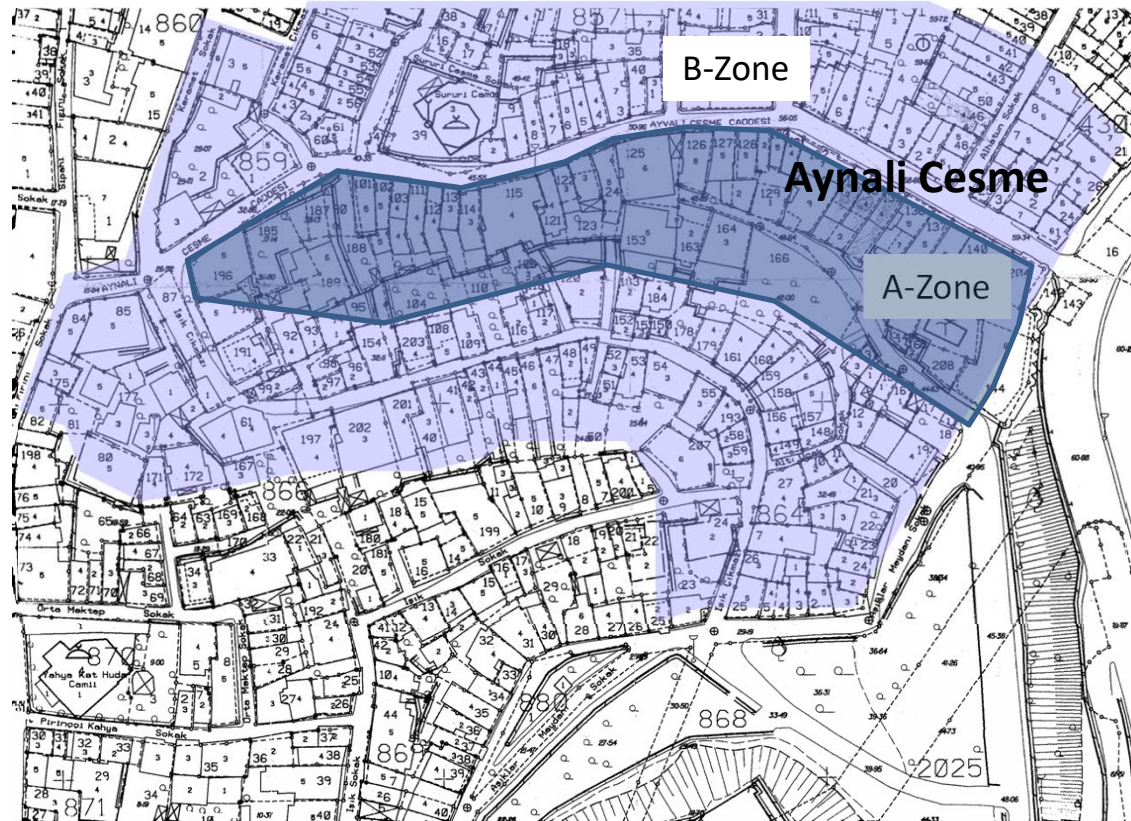
Tarlabası is situated close to the shopping district around Galatasaray, the Galata Bridge and Taksim place, now well known as the centre of Istanbul due to the turmoil in 2013. The new 360 Project comprising 3 ha area near Taksim will mark the repositioning of the area with new high standard offices and high standard apartments.

Tarlabası was a middle-class elegant region of Pera, cut-off in the 1950-ies by the Tarlabasi Boulevard. This region of Beyoglu is currently considered one of the most under-valued. It is an ideally located residential area, just a 5 min walking distance from the main shopping and entertainment area around the Istiklal street. Some parts of the district is declared an official renovation area by the Istanbul Municipality.

View to «Golden Horn»

and the historic peninsula, the Blue Mosque, Hagia Sophia, Topkapi, Galata Bridge

Situation plan “Tarlabasi south” area “Aynali Cesme”, location historic and actual developments



A-Zone: Inner Circle Zone, best views

B-Zone: Outer Circle, good locations, limited / no views

The **Aynali Ceshme** area is in the focus of private upper-class buyers. It will become a top residential area in the neighbourhood of the more tourist Galata and the entertainment centre around Galatasaray.

The area covers the southern part of Tarlabasi with the Euro Plaza Hotel on the edge. It used to be the residential area of rich Levantines and still retains some of the old character – Ottoman wooden houses and European style buildings from the turn of the 19th century. The “Palazzo” is the new Landmark. The building was completely re-constructed according to old plans in 2013-2015 and offers high standard apartments.

The large 360 Development is situated approx. 500m north of Aynali Cesme. It will come to market in 2017-2018 with high end office prices. Apartment price level estimated above EUR 4'000 / m2.

- Possible extensions by parcels 116, 108 under negotiation
- Completion until 2022

“Sururi Residences”



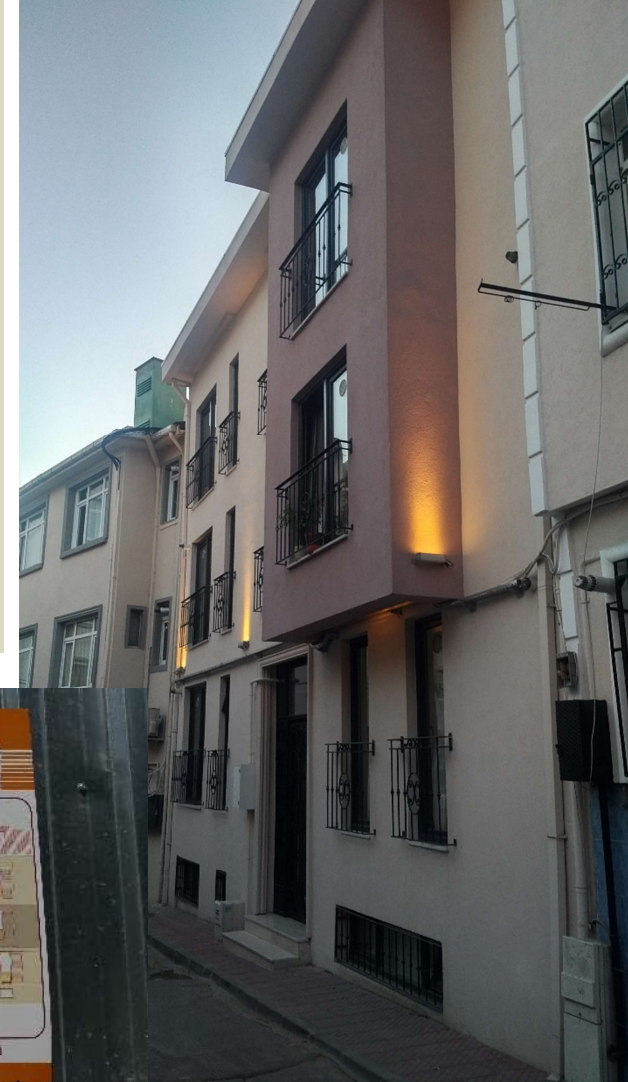
SURURI RESIDENCES

Property website

www.sururi-residences.com

Facts & Figures

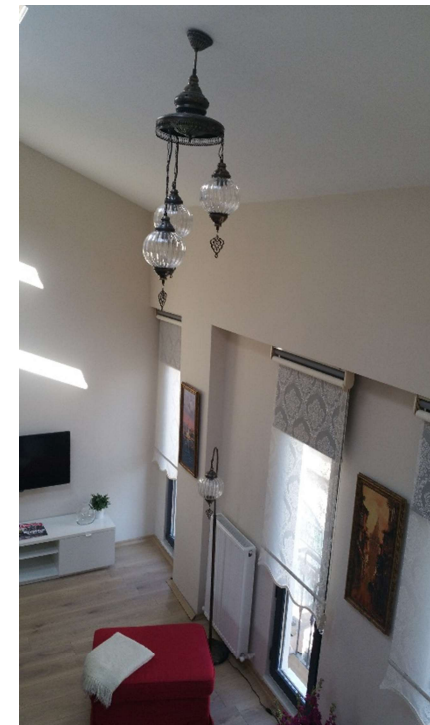
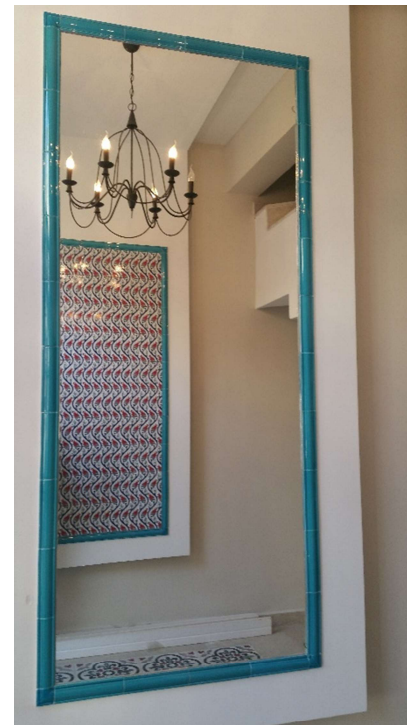
- Building permission end of 2015
- Construction in 2016/2017
- Completion by September 2017
- Total floor space approx. 450 m²
- 7 apartments from 38 - 86 m²
- Modern fit-out standard
- High-quality kitchen and sanitary appliances are provided
- Separate laundry room
- Golden Horn view at top floors



“Sururi Residences”



- Modern urban living standard business apartments, located 500 m from Metro station Şişhane, Beyoğlu and Tünel
- Quiet road, close to Beyoğlu shopping and entertainment



“Golden Horn Residences”



Development planned in two phases
between 2018 and 2022

Phase 1: 2018 - 2020
on market by 2020


Phase 2: 2020 – 2022
after integration of additional neighbouring lots
on market by end of 2022

Top apartments with view on «golden Horn»
High standard living

Construction volume of EUR 3 - 5 Mio.

“Golden Horn Residences”





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