

# **Corporate Credit Rating**

## Real Estate Investment Trust

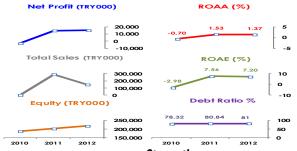
yeşil GYO			Long Term	Short Term	
-	Foreign Currency		BBB-	В	
International	Local Currency		BBB-	A-3	
	Outlook	FC	Stable	Stable	
		LC	Stable	Stable	
National	Local Rating		A- (Trk)	A-1 (Trk)	
	Outlook		Stable	Stable	
Sponsor Support			2	-	
Stand Alone			В	-	
Sovereign*	Foreign Currency		BBB-	-	
	Local Currency		BBB-	-	
	Outlook	FC	Stable	-	
		LC	Stable	-	

\*Affirmed by Japan Credit Rating Agency, JCR on June 28, 2012

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Strenaths

- Consistent cheap funding flow to the real estate sector Surge on net sales caused by the lack of income diversification through a decrease in mortgage rates to historically lowest
- Growth in mortgage volume in the underpenetrated mortgage market.
- Ever-evolving brand value through Innovia Projects improving its prevalence
- Outstanding ongoing asset growth rate since the 2010
- Debt structure supported by remarkable a decrease in The sector's sensitiveness to legal arrangements short term liabilities
- Adequate levels of NWC to total asset ratio supporting Company liquidity
- Extremely improved compliance level with corporate governance practices via holistic management team
- Operating performance to benefit from strengthening pre-house sales despite a choppy economic environment

YEŞİL GAYRİMENKUL YATIRIM ORTAKLIĞI A.Ş.								
Financial Data	2012*	2011*	2010*	2009*	2008*			
Total Assets (000 USD)	640,110	555,704	559,518	15,031	20,813			
Total Assets (000 TRY)	1,137,859	1,049,669	860,315	22,355	24,290			
Equity (000 TRY)	216,176	201,145	186,501	21,972	24,153			
Total Sales (000 TRY)	148,891	291,591	2,944	4,241	882			
Net Profit (000 TRY)	15,031	14,645	-3,104	-2,181	-2,150			
FFO	-13,061	-16,247	-3 <b>,</b> 317	-2,683	-2,322			
EBITDAR (000 TRY)	16,088	16,244	-3,031	-2,132	-2,480			
ROAA (%)	1.37	1.53	-0.70	-0.49	-9.23			
ROAE (%)	7.20	7.56	-2.98	-2.09	-9.32			
Debt Ratio (%)	81.00	80.84	78.32	1.71	0.36			
Equity/T. Assets (%)	19.00	19.16	21.68	98.29	99.64			
Asset Growth Rate (%)	8.40	22.01	3,748.39	-7.78	-10.01			
Net Working Capital/Total Assets (%)	39.83	1.26	1.00	<i>57</i> .31	55.53			
Debt Ratio (%) Equity/T. Assets (%) Asset Growth Rate (%)	81.00 19.00 8.40	80.84 19.16 22.01	78.32 21.68 3,748.39	1.71 98.29 -7.78	0.36 99.64 -10.0			

#### **Company Overview**

"Yeşil Gayrimenkul Yatırım Ortaklığı A.Ş" (hereafter the "Company" or "Yesil REIT") is one of Turkey's major and pioneering real estate investment trusts with roots dating back to 1997. The corporate title changed to "Yeşil Gayrimenkul Yatırım Ortaklığı A.Ş" in March, 2011 following the merger with "Yeşil İnşaat Yapı Düzenleme Pazarlama Ticaret A.S" through the transfer of all assets and liabilities.

The Turkish real estate sector has strengthened amid the negative global economy. REITs in Turkey are regulated and monitored by the Capital Markets Board (CMB), invest in real estate markets and develop real estate projects in an increasingly demanding market with a developed transportation network and high rent levels in Istanbul.

The Company's main controlling shareholders are Mr. Kamil Engin Yeşil (54.81%) and Yesil İnsaat Gayrimenkul Yatırım Hizmetleri Ticaret A.S (15.63%), as of FYE2012. The Company started public trading on the Borsa Istanbul (BIST) in December, 1999 and has a free float of 21.51% as of FYE2012. Yesil REIT is headquartered in Istanbul with a staff force of 41 as of December 31, 2012.

### **Constraints**

- Diminished FFO amount despite an increase in net income
- Highly competitive and fragmented market with stiff price competition
- The high level of encumbered asset base increases risk level and pressure on asset quality despite decreasing trend mainly due to bank loans
- Customer price sensitivity leading to profit margin in the sector

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