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With the Capital Markets Board Bulletin dated 28.12.2023 and numbered 2023/81, it was announced to the public that issuers and capital market institutions subject to the financial reporting regulations of the Capital Markets Board have decided to apply inflation accounting by applying the provisions of TAS 29 starting from the annual financial reports of the accounting periods ending on or after 31.12.2023. This presentation of 2023 financial results is based on the independently audited financial data of our Company, which applies Turkish Accounting/Financial Reporting Standards in accordance with the Capital Markets Board's Decision dated 28/12/2023, which has applied inflation accounting in accordance with the provisions of TAS 29. In addition to this information, taking into account that our Company's publicly disclosed expectations for the future and the interim performance of 2023 have been reported using non-inflationary (historical) financial data, data prepared according to historical costs used in investor presentations in previous periods are also included in order for investors and analysts to make a healthy analysis.

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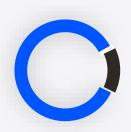


- 1.) Gedik Yatırım Corporate Profile
- 2. Current Activities
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#### **Our Vision Leadership in All Areas**

Shareholder Structure

Inveo Yatırım Holding **84.87** %



Buyback Shares 0.79 %

Free Float

14.34 %

Capital **505 MN TL**Registered Capital Ceiling **1,500 MN TL** 

# Rating Note (JCR-Eurasia Rating)

Long Term	April 2021	April 2022	April 2023*
National Note	AA+ (Trk)	AA+ (tr)	A+ (tr)
Appearence	Stabil	Stabil	Stabil

\*In September 2023, the rating was reviewed and confirmed according to the second quarter data of 2023.

#### **VISION**

To be the leader "in every field" of capital markets.

#### **MISSION**

- Investors are our priority.
- Our people are our vital capital.
- We always make investments that highlight our strength.
- Moral and ethical responsibility is one of our leading corporate values.
- Efficiency is essential to everything we do.

#### **CORPORATE VALUES**

Gedik Yatırım, together with its highly qualified employees, utilises the most advanced technologies;

To provide products and services specific to investor needs,

To raise awareness for the development of savings in our country

It aims to add value to everyone it interacts with.

#### **OUR SOCIAL VALUES**

- Training for increasing savings and conscious savings,
- Increased participation of women in the labour force,
- Nature for a sustainable life.



### **Gedik Yatırım Continues to Grow Profitably**

**Net Profit\*** 



**Total Assets** 

Note: Data are consolidated and rates of change are calculated annually for the period 2022 - 2023.

\* Equity and Profit held by the Parent.

**Market Value** 

**Equities\*** 

#### **Experienced and Expert Board of Directors**



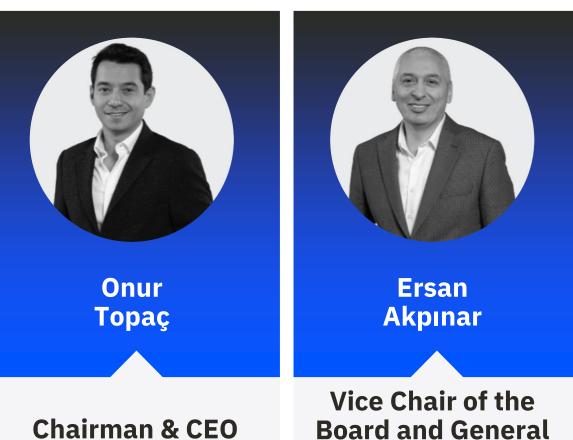


hiVC

**AMARBAS** 

Ichain GYTech

INVEO INVEO
VENTURES Araç Kiralama



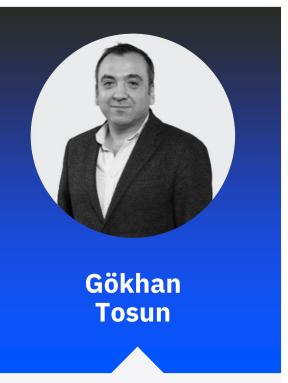
**Board and General** Manager









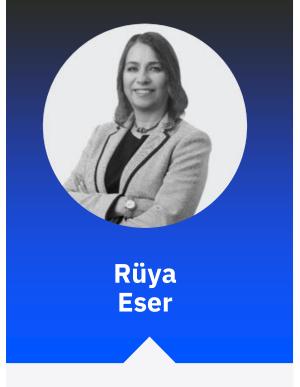


**Board Member** 

**GedikYatırım** 







**Independent Board** Member











Member























**G**edikYatırım

MARBAS MENKUL DEĞERLER



ALL STARTERS

**BOĞAZİÇİ** VENTURES

**GedikYatırım** 

misyon.

### **Strong and Experienced Management Team**



**Ersan Akpınar**Vice Chair of the Board and
General Manager



Ergün Koşucu Sales Management Senior Assistant General Manager



**Gülten Esen**Central Sales Management
Assistant General Manager



**Mehmet Şengün**Marketing
Assistant General Manager



**Enes Bilgin**Head of Inspectors



**Coşan Yeğenoğlu**Treasury

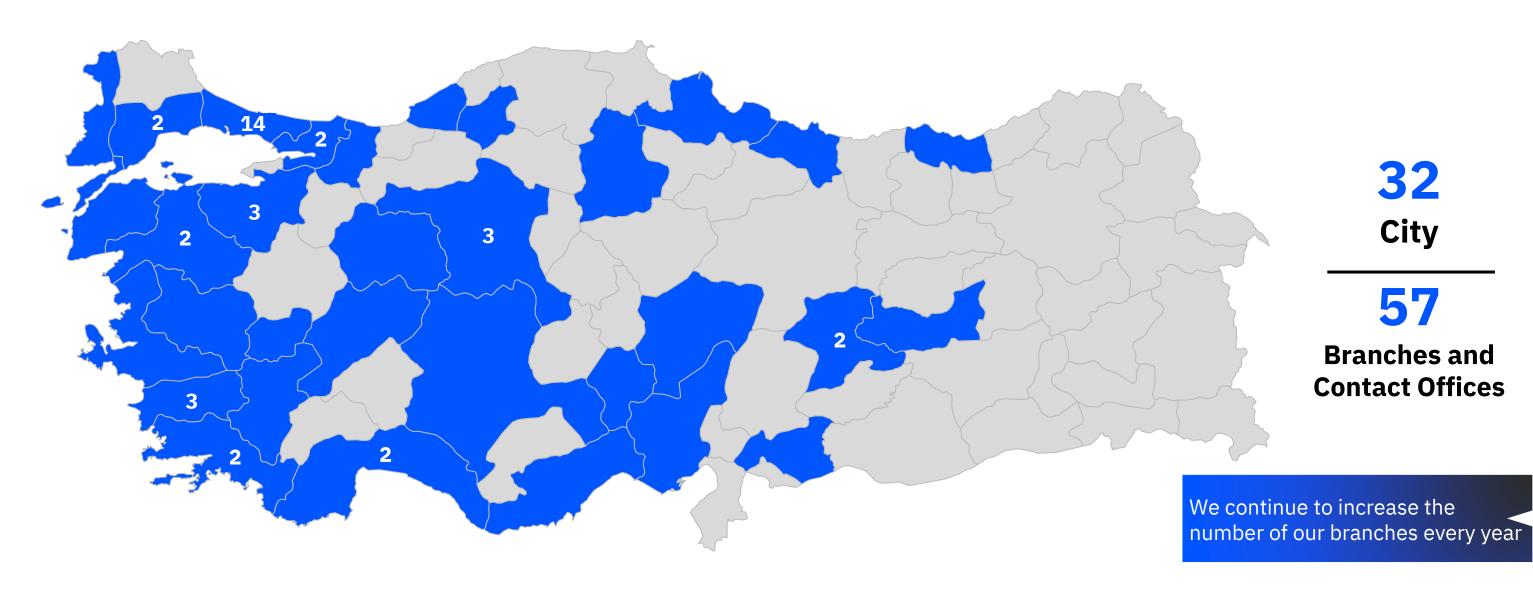
Assistant General Manager



Mehmet Emir Tayman Corporate Sales Assistant General Manager

#### **The Widest Branch Network**

We are the investment institution with the largest branch network in Turkey.



**GedikYatırım** 

#### We Diversify Our Financial Investments

Partnership Year 2004

**SHAREHOLDING RATIO** %100

marbas.com.tr

#### hiVC **AMARBAS** hiVC **Misyon Yatırım** Marbaş Menkul Değerler Bankası **GSYO CMB** Licensed **BRSA Licenced** Venture Capital **Investment Institution Investment Trust Investment Bank** Establishment Year Establishment Year Establishment Year 1990 2020 2021 Partnership Year

Partnership Year 2020 **SHAREHOLDING RATIO** %88,2

hivc.io

# misyon.

2021

**%23** 

misyon.com

INVEO **VENTURES** 

**Inveo Ventures GSYO** 

Venture Capital **Investment Trust** 

**Establishment Year** 2022

Partnership Year 2022

**SHAREHOLDING RATIO** 

inveoventures.com

**%15** 

**GYT Bilişim ve Ticaret** 

**GYTech** 

Financial **Technologies** 

Establishment Year 2023

Partnership Year 2023

**SHAREHOLDING RATIO** %100

gytbilisim.com

**Ichain** 

#### **Ichain Yatırım** Holding

Crypto Asset De-Fi Institution

Establishment Year 2022

Partnership Year\*

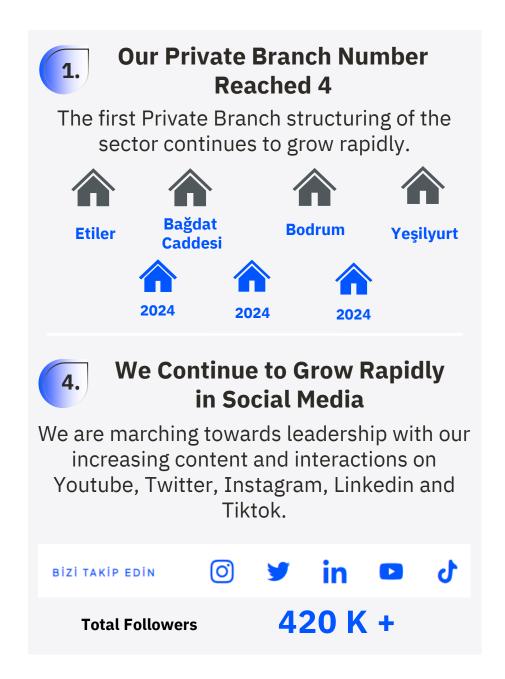
gedik.com/ichain

In the 2020 - 2023 period, a total of 196 Million TL resources have been allocated for new investments.



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### We Continue to Differentiate in the Sector with Our Strategic Moves





Great

Place

Certified

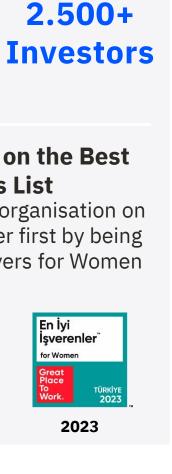
2023-2024

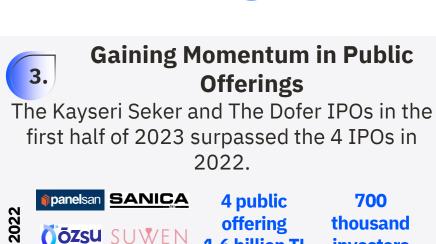
Great Place

Work.

Certified

2021-2022





1.6 billion TL

2 public

offering

2 billion TL



Kayseri

We invested a total of 59 million TL\* in Inveo Ventures, hiVC, and Turkey's first Impact and Sustainability Fund.



\* 2021 - 2023 covers the period.

investors

4.9 million

investors



#### We Serve Latest Technology to Our Investors

# We Stand by Investors with Our Digital Platforms



Quick Account



Matriks / Foreks / Ideal



Online Branch



**UpTrader** 



MetaTrader

#### We Make Investing Easier with Gedik Trader



# We Expand Our Investor Base with Our Collaborations



**TEFAS Investment Funds** 

New ones coming ...



### We Invest in Sports and Say #InvestInThisShare to Our Country

#### Main Sponsor of Türkiye Volleyball National Teams



In the second year of our 3-year sponsorship Sultans of the Net

- 2023 CEV European Champion
- 2023 FIVB Nations League Champion
- Ranked 1st in the World Ranking of Countries.

#### Official Sponsor of Fenerbahçe Football A Team



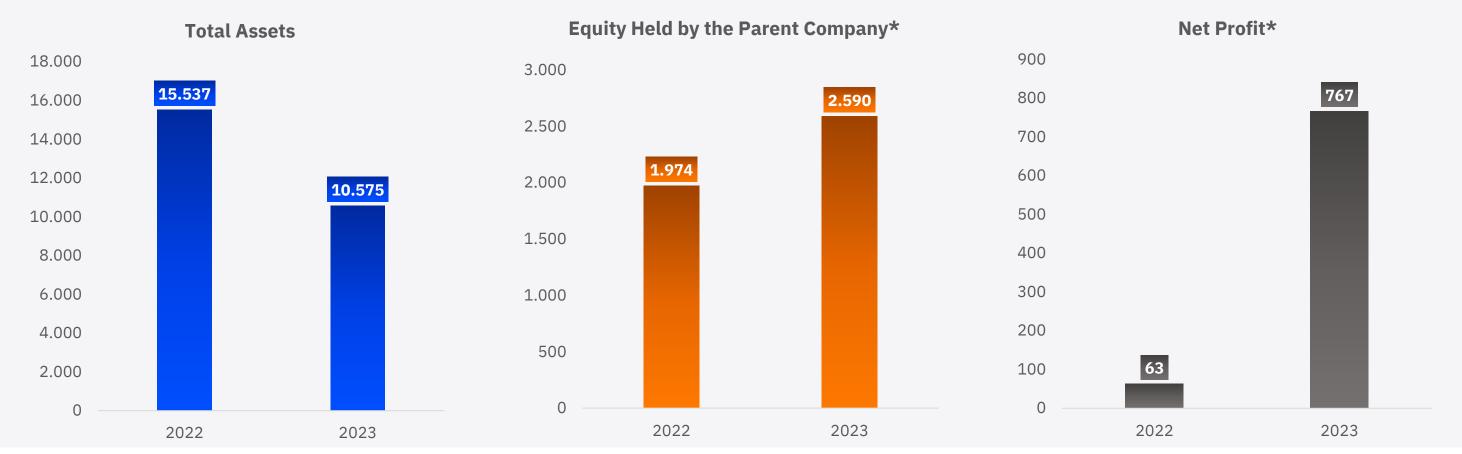
In the 2023-2024 football season in Turkey and Europe, we became Fenerbahçe Football A Team Sponsor.

We aim to deliver investment products to large masses, especially young people and women.

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### **Key Consolidated Financial Indicators**

Gedik Yatırım Consolidated (TL Million)	2022	2023	Change (%)
Total Assets	15,537	10,575	(32)
Equity Held by the Parent Company	1,974	2,590	31
Net Profit	63	767	1,117



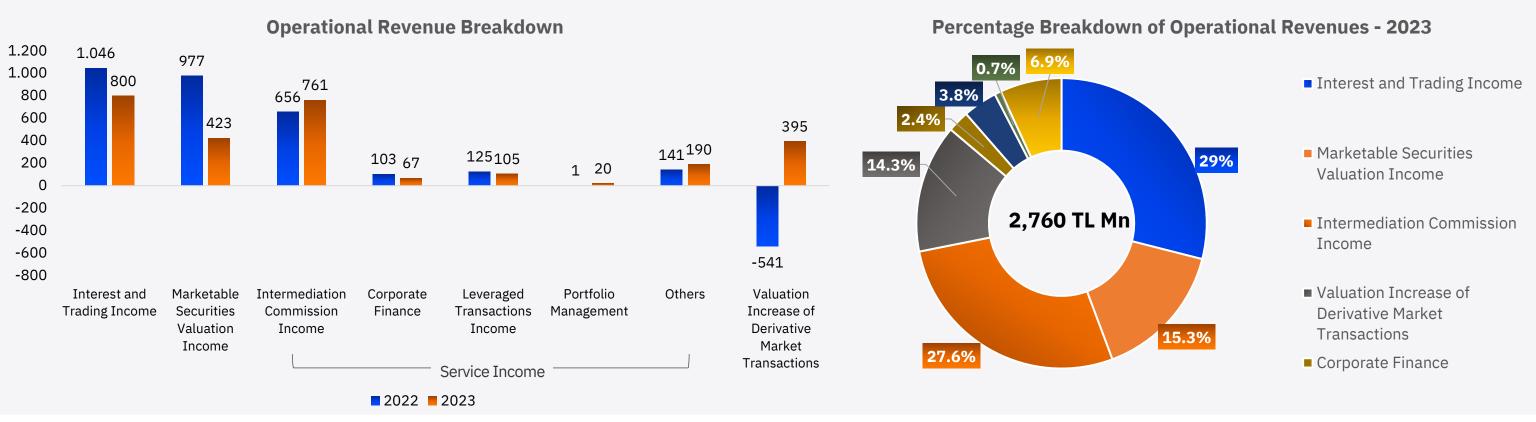


Note: Based on the report disclosed on KAP, data including TAS29 impact.

\*Equity held by the Parent Company..

#### **Operational Revenue Breakdown**

Operational Revenues (TL Million)	2022	2023	Change (%)
Interest and Trading Income	1,046	800	(24)
Marketable Securities Valuation Income	977	423	(57)
Service Income	1,025	1,143	11
Valuation Increase of Derivative Market Transactions	(541)	395	AD
TOTAL	2,508	2,760	10





Note: Based on the report disclosed on KAP, data including TAS29 impact.

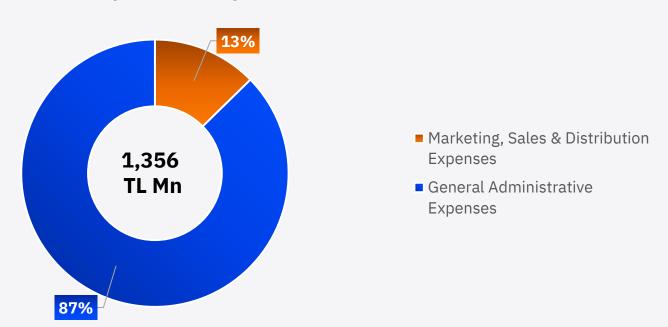
N/A: Not Applicable

# Operational Expenses & Percentage Breakdown of Other Income/Expense from Operating Activities

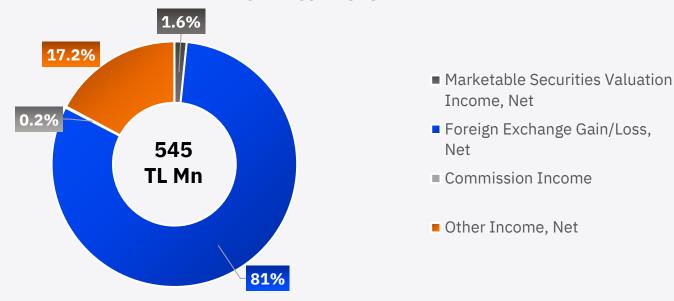
Operational Expenses Breakdown (TL Million)	2022	2023	Change (%)
Marketing, Sales & Distribution Expenses	109	172	58
General Administrative Expenses	837	1,184	41
TOTAL	946	1,356	43



#### **Operational Expenses Breakdown - 2023**



#### Percentage Breakdown Other Income/Expense from Operating Activities - 2023



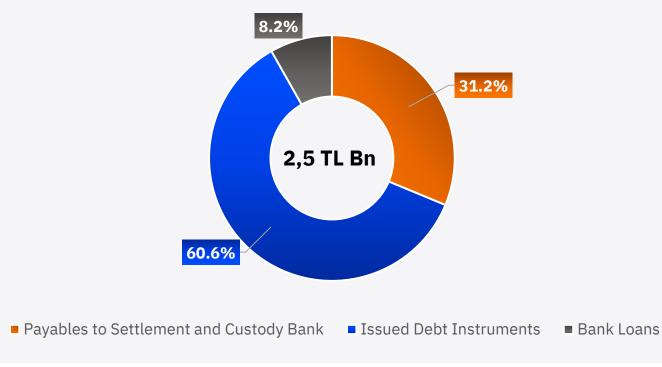
Note: Based on the report disclosed on KAP, data including TAS29 impact.

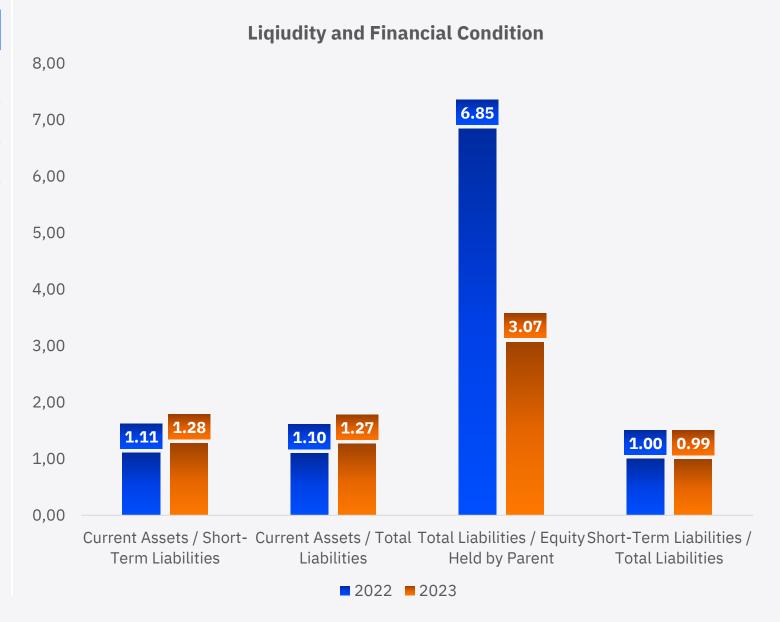
N/A: Not Applicable

### Short Term Borrowings, Liquidity and Financial Condition

Short Term Borrowings (TL)	2022	2023	Change (%)
Payables to Settlement and Custody Bank	1,777	777	(56)
Issued Debt Instruments	1,250	1,506	(20)
Bank Loans	52	204	295
TOTAL	3,079	2,487	(19)

Percentage Breakdown of Short Term Borrowings - 2023



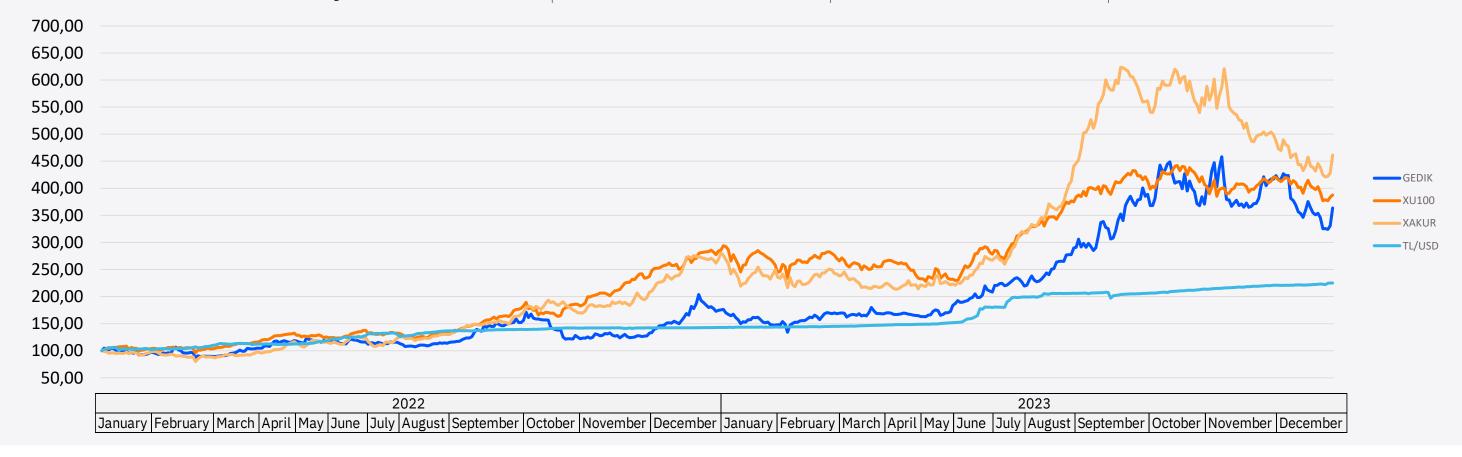


Note: Based on the report disclosed on KAP, data including TAS 29 impact.



#### **GEDIK Stock Performance**

	01.01.2022-31.12.2022 Rate of Change	01.01.2023-31.12.2023 Rate of Change	01.01.2022-31.12.2023 Rate of Change
Gedik	76%	106%	264%
USD/TL	43%	57%	125%
BIST 100 Index	186%	32%	288%
<b>BIST Intermediary Institutions Index</b>	181%	67%	362%





#### **2023 Year-End Future Expectations**

	2023 Growth	Expectation	2023		23
	Expectation	Realization			
				<b>Expectation</b>	Realizatio
Gross Profit	>160%	184%	Return of Equity <sup>3</sup>	%70-%85	%78
Other Income, net <sup>2</sup>	>165%	564%	<sup>3</sup> Return on Equity = Total net profi	it for the last 4 quarter / Average e	quity for the last 5
General Administrative Expenses	<110%	117%			

<sup>&</sup>lt;sup>1</sup> The development in our Company's revenues is targeted based on the cyclical expansion in capital markets, while inflation expectations for general administrative expenses are taken into account in the calculations.

Inflation accounting (TAS 29) effect is not included in the above expectations.

Cash Dividend / Distributable Profit Ratios by Operating Year					
2020 2021 2022 2023 (Expectation) <sup>4</sup> 2023 (Dividend Distribution Proposal					
%19,91	%35,13	%54,39	>%40	%80.72	

<sup>&</sup>lt;sup>4</sup> The Company's dividend distribution proposal for the year 2023 has been resolved by the Board of Directors to be submitted to the General Assembly for approval in accordance with the CMB legislation and the Company's Dividend Distribution Policy.



<sup>&</sup>lt;sup>2</sup> Represents the net amount of other operating income and expenses, including gains/losses on valuation of marketable securities and foreign exchange gains/losses. Significant Disclaimer Notification

#### **Gedik Yatırım Profit Distribution Table**

TL Millions	2021 (Realization)	2022 (Realization)	2023* (Dividend Distribution Proposal)
Cash Dividend	75.6	100.0	588.3
Bonus Share	75.6	-	_
Total Dividend	151.2	100.0	588.3
Total Dividends Distributed / Net Distributable Period Profit	%70.3	%54.4	%80.72
1 TL Nominal Value Share Gross Dividend Payable (TL)	0.60**	0.1980	1.165

<sup>\*</sup>Our Company's dividend distribution proposal for the year 2023 has been resolved by the Board of Directors to be submitted to the General Assembly for approval in accordance with the CMB legislation and our Company's Dividend Distribution Policy.

\*\*It means the total of cash and bonus share gross dividend.



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### **2024 Expectations**

#### **THE FIRST BRAND** LABER FORCE **ENTERING THE MARBAS TECHNOLOGY TECHNOLOGY** MENKUL DEĞERLER ENTREPRENEURSHIP **COMES TO MIND CRYPTO ASSET GROWTH Increase in Number Investments in Ichain Yatırım Artificial High Engagement** Marbas IPO of Employees **Technology Holding Takes** Linked to **Intelligence (AI) Application Entrepreneurship Over from Inveo Sponsorships Applications Approved by CMB** Increase in the are gathered under **Number of Private Yatırım Holding Volleyball National Function and** the roof of Inveo Public Offering **Branches Team Experience Based Ventures Investment in** Planned for 2024 **Fenerbahçe Innovations in New Graduate Crypto Asset Football A Team Gedik Yatırım's Mobile Applications Programs Companies to be GSYF Investments Planned Cyber Security Planned** Increase in the will be Transferred **Communication in Investments Number of** to Inveo Ventures **Tradional** and **Qualified** and **Digital Media** Licensed **Employer Brand Employees** INVEO **AMARBAS** Communication Ichain **VENTURES**

### GedikYatırım

**Subsidiaries** 

#### **Gedik Investment Enters the Crypto Asset Space**

After the CMB was authorized as the regulator of the crypto asset sector, the shares of Ichain Yatırım Holding, which was established to invest in crypto assets, will be taken over from Inveo Yatırım Holding.

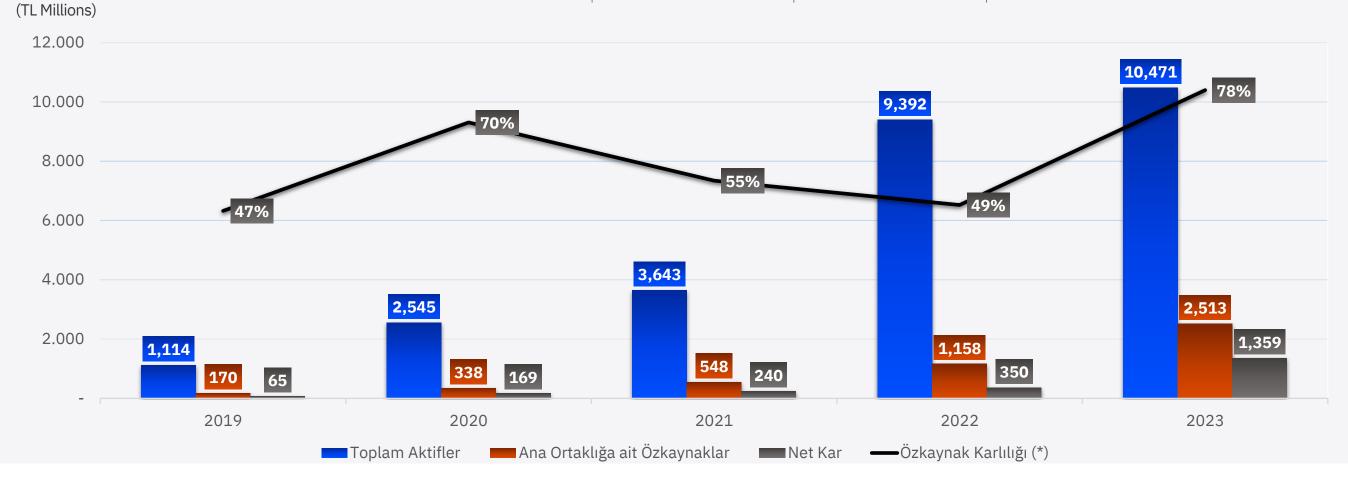


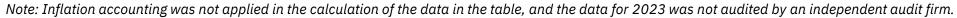
- Within Ichain, it is planned to invest in a crypto asset exchange that will operate primarily in Turkey
  - Crypto Assets will be added to the product portfolio offered to investors.

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### **Key Consolidated Financial Indicators (Except TAS 29)**

Gedik Yatırım Consolidated (TL Millions)	2022	2023	Change (%)
Total Assets	9,392	10,471	11
Equity Held by the Parent Company	1,158	2,513	117
Net Profit	350	1,359	289



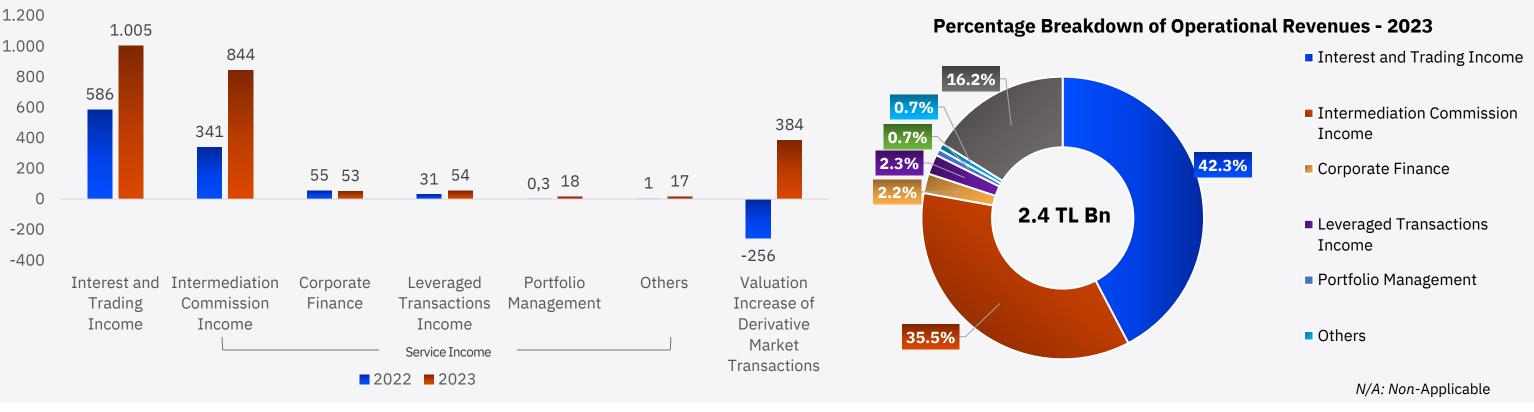




### Operational Revenue Breakdown (Except TAS 29)

Operational Revenues (TL Millions)	2022	2023	Change (%)
Interest and Trading Income	586	1,005	71
Service Income	428	1,370	695
Valuation Increase of Derivative Market Transactions	(256)	384	N/A
TOTAL	758	2,375	213

#### **Operational Revenue Breakdown**

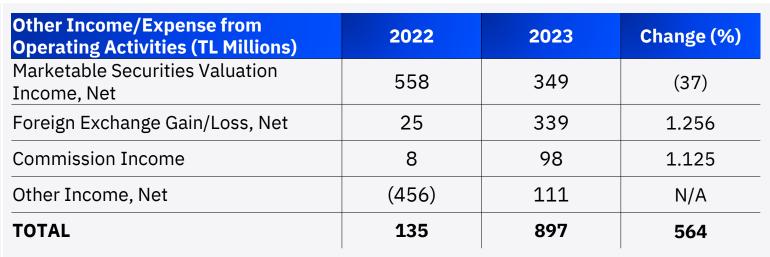


Note: Inflation accounting was not applied in the calculation of the data in the table, and the data for 2023 was not audited by an independent audit firm.

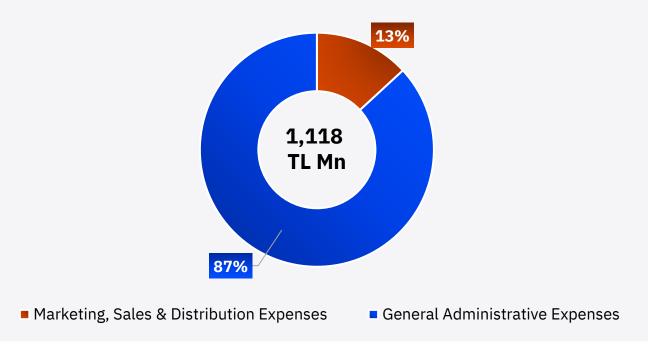


# Operational Expenses & Percentage Breakdown of Other Income/Expense from Operating Activities (Except TAS 29)

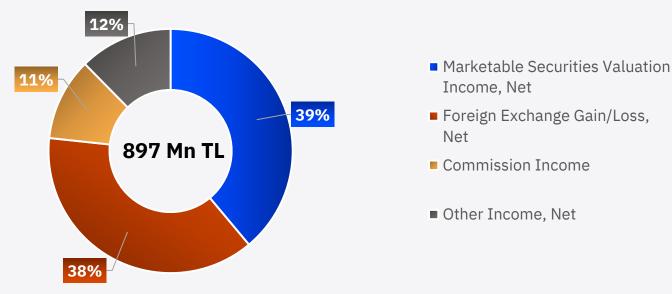
Operational Expenses Breakdown (TL Millions)	2022	2023	Change (%)
Marketing, Sales & Distribution Expenses	58	147	153
General Administrative Expenses	448	971	117
TOTAL	506	1,118	121







### Percentage Breakdown of Other Income/Expense from Operating Activities - 2023



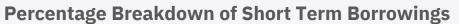
*N/A: Non-*Applicable

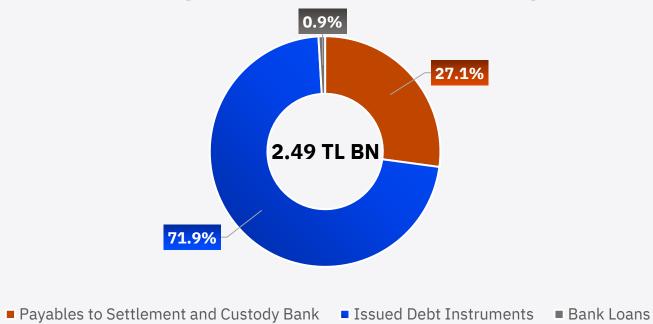
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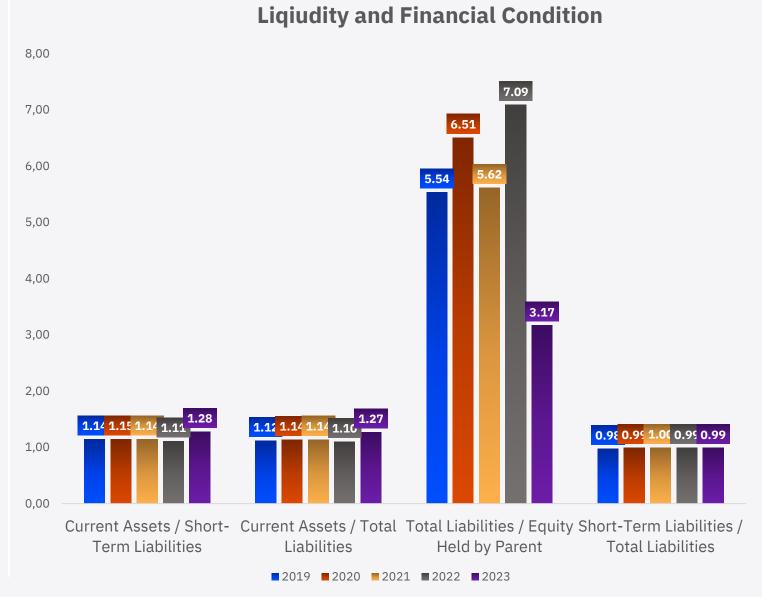


#### Short Term Borrowings, Liquidity and Financial Condition (Except TAS 29)

Short Term Borrowings (TL Millions)	2022	2023	Change (%)
Payables to Settlement and Custody Bank	1,060	675	(36)
Issued Debt Instruments	787	1,789	127
Bank Loans	25	23	(9)
TOTAL	1,872	2,487	33







Note: Inflation accounting was not applied in the calculation of the data in the table, and the data for 2023 was not audited by an independent audit firm.



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#### Consolidation



Consolidated Net Profit= [Gedik Yatırım Solo Net Profit + Contributions of Subsidiaries] – Consolidation Adjustments

#### **TAS 29 Effects on Financial Statements**

TL Million	2022	2023
Prepaid Expenses (Short-term)	3	6
Right-of-use Assets	19	13
Tangible Fixed Assets	60	44
Paid-in Capital	(178)	(309)
Share Premiums	-	(110)
Capital Advance	(201)	-
Buyback Shares (-)	64	50
Retained Earnings	(100)	(212)
Restricted Reserves from Profit	(32)	(221)
Defined Benefit Plan Re-measurement Losses	1	1
Indexation Effect on Income Statement	(190)	(162)
TOTAL	(553)	(900)

**TOTAL**TMS29 EFFECT

**2022** 

(553 TL Million)

**2023** 

(900 TL Million)

### Statements of Changes in Shareholder's Equity

TL Million	2022	2023	Change (%)
Equity at the beginning of the period	1,549	2,018	30
Changes arising from buyback, net	80	12	(115)
Net profit of the parent company	63	767	1,117
Changes related to capital advances and capital increase	655	0	N/A
Dividend payments	(167)	(140)	(16)
Changes in non-controlling shares	(1)	(7)	N/A
Other changes	163	0.63	N/A
Equity at the end of the period	2,018	2,626	30



### Gedik Yatırım - IFRS Financial Statements Summary

<b>Balance Sneet</b>			
Million TL	2022	2023	Change %
Current Assets	14,907	10,078	(32)
Cash and Cash Equivalents	3,439	1,342	(61)
Financial Investments	1,425	1,826	28
Trade Receivables	9,225	6,327	(31)
Non Current Assets	630	497	(21)
Financial Investments	129	164	27
Investments accounted through			
equity method	195	116	(40)
Total Assets	15,537	10,575	(32)
Current Liabilities	13,473	7,893	(41)
Short Term Borrowings	3,130	2,504	(20)
Trade Payables	10,241	5,144	(50)
Non Current Liabilities	46	57	22
Long Term Borrowings	15	25	61
Long Term Provisions	28	30	8
Equity *	2,018	2,626	30
Paid-in Capital	328	505	54
Capital Advance	655	0	N/A
Net Profit for the Period	63	767	1,117

<b>Profit and Loss Statement</b>				
Million TL	2022	2023	Change %	
Revenues	154,307	97,129	(37)	
Cost of Sales	(151,799)	(94,369)	(38)	
Gross Profit	2,508	2,760	10	
General Administrative Expenses	(837)	(1,184)	41	
Marketing Expenses	(109)	(172)	58	
Other Operating Income	284	690	143	
Other Operating Expenses	(1,468)	(144)	(90)	
Operating Profit	378	1,913	407	
Financial Income	203	345	70	
Financial Expenses	(39)	(92)	135	
Profit Before Tax	(83)	1,190	288	
Net Profit for the Period	63	767	1,117	

15,537

10,576

(32)



**Total Liabilities and Equity** 

Palanca Shoot

<sup>\*</sup> Total value of amounts attributable to equity holders of the parent and non-controlling interests.

### Gedik Yatırım - IFRS Financial Statements Summary (Except TAS29)

Balance Sheet			
Million TL	2022	2023	Change %
Current Assets	9,051	10,072	11
Cash and Cash Equivalents	2,087	1,342	(36)
Financial Investments	869	1,826	110
Trade Receivables	5,599	6,328	13
Non Current Assets	341	398	17
Financial Investments	75	157	110
Investments accounted through			
equity method	116	104	(10)
Total Assets	9,392	10,471	11
Current Liabilities	<b>8,180</b>	7,893	(4)
Short Term Borrowings	1,903	2,504	32
Trade Payables	6,215	5,145	(17)
Non Current Liabilities	27	55	<b>10</b> 5
Long Term Borrowings	9	25	165
Long Term Provisions	17	30	77
Equity*	1,185	2,523	117
Paid-in Capital	328	505	54
Capital Advance	374	0	(100)
Net Profit for the Period	350	1,359	289
Total Liabilities and Equity	9.392	10.471	11

<u>Profit and Loss Statement</u>				
Million TL	2022	2023	Change %	
Revenues	81,119	76,458	(6)	
Cost of Sales	(79,497)	(74,083)	(7)	
<b>Gross Profit</b>	1,622	2,375	46	
General Administrative Expenses	(430)	(940)	119	
Marketing Expenses	(58)	(147)	154	
Other Operating Income	168	587	249	
Other Operating Expenses	(1,151)	(114)	(90)	
Operating Profit	117	1,726	1,375	
Financial Income	147	289	96	
Financial Expenses	(14)	(264)	1,786	
Profit Before Tax	252	1,740	590	
Net Profit for the Period	326	1,364	318	

<sup>\*</sup> Total value of amounts attributable to equity holders of the parent and non-controlling interests.



#### Technology Entrepreneurship Investments Gather Under Inveo Ventures

Shares in 4 GSYFs investing in Technology Entrepreneurship will be transferred to Inveo Ventures. All Technology Entrepreneurship investments will be gathered under the roof of Inveo Ventures.



BUG – Inveo Portföy 1.
Fintech GSYF

IV3 – Inveo Ventures Co-Investment GSYF BVG – Boğaziçi Ventures GSYF

BIE –1. Gaming ve E-Sports GSYF



• Gathering investments in the field of Technology Entrepreneurship under a single roof will contribute to making investment processes more transparent and scalable, as well as creating synergies and utilizing resources more effectively.

### Inveo Yatırım Holding at a Glance (2023)

#### **Shareholding Structure**

Erhan Topaç 81.02 %

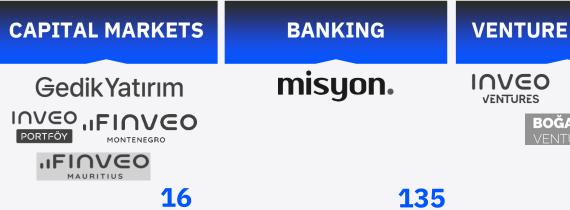


Buy-Back Shares 1.68%

**Publicly Traded Part 17.3 %** 

Capital 240 MN TL Registered Capital 500 MN TL

#### **Main Fields of Activity**



**VENTURE CAPITAL** 

hiVC

**INVESTMENTS** Ichain



**STRATEGIC** 

BOĞAZİÇİ

SCALA" ALBII A

IUNEO

**Direct Investments** 

**Indirect Investments**  2,032

**Number of Employees** in the Ecosystem

#### **Key Financial Indicators**











**Market Value** 

Rates of change calculated annually for 2022 - 2023 period. Based on the report disclosed on KAP, data including TAS 29 impact.

## Thank You

### Investor Relations Contact

Melek Melis Taşkanal Investor Relations Executive

Diğdem Erdoğan Yatırımcı İlişkileri Yöneticisi

Hakan Duran Yatırımcı İlişkileri Uzman Yardımcısı

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# GedikYatırım