

# FOCUS ON TURKEY.

MIPIM PALAIS DES FESTIVALS, CANNES, FRANCE 2017

mipim

## İSTANBUL

*Istanbul, an important city not only for Turkey, but also for the whole world, awaits international investors with its investments of the future*

## ANTALYA

*The tourism capital of Turkey, Antalya, is set to be a center of attraction for the international investors*

## BEYOĞLU

*Beyoğlu sails to a bright future with new projects and opens up new doors of opportunity for global investors*

## A PATH OF INVESTMENT OPPORTUNITY

**Open invitation to investors seeking high yield: Turkey continues its investments full steam, and moves in the right direction for a profitable and opportunity-filled future**

*Turkey is at MIPIM 2017, with companies and architects promoting country's leading cities and internationally acclaimed projects*



More than 54,000 foreign companies have already invested in Turkey.  
How about you?



## INVEST IN TURKEY

- One of the fastest-growing economies in the world and the fastest-growing economy in Europe with an average annual real GDP growth rate of 5.9% over the past twelve years (2003-2015)
- Expected to be one of the fastest growing economies of the OECD members with an average annual growth rate of 4.7% (2014-2025)
- A population of 80 million, with half under the age of 31
- Access to Europe, the Caucasus, Central Asia, the Middle East and North Africa
- 17<sup>th</sup> largest economy in 2015, over \$1.6 trillion of GDP at PPP (IMF 2016)
- Highly competitive investment incentives as well as exclusive R&D support
- Around 800,000 university and higher education graduates per year

REPUBLIC OF TURKEY PRIME MINISTRY  
INVESTMENT SUPPORT AND  
PROMOTION AGENCY



YOUR ONE-STOP-SHOP  
IN TURKEY

[invest.gov.tr](http://invest.gov.tr)



Discover  
the potential

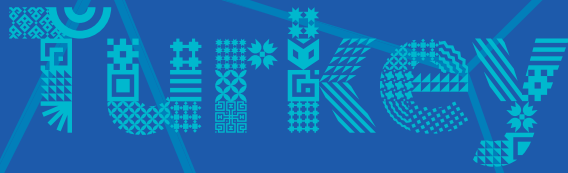


[ISTANBUL]



MEDIA PARTNERS





Discover  
the potential



*Turkey's mega projects to whet  
your appetite!*





## CONTENTS

**8**

Turkey Programme  
of Conferences

**10**

Floorplans

**12**

“Turkey, an Attractive Investment Destination”  
Invest in Turkey Report

**22**

- With its mega projects Antalya is set to establish itself as a global center of attraction
- Many more reasons to invest in İstanbul
- Beyoğlu welcomes international investors with 5 major projects to build its future

**58**

Index



ANTALYA  
METROPOLITAN  
MUNICIPALITY



*invest in*  
**Antalya**  
*city of sunshine*

[www.antalya.bel.tr](http://www.antalya.bel.tr)



[/antalyabuyuksehir](https://www.facebook.com/antalyabuyuksehir)



[/antalyabb](https://twitter.com/antalyabb)



# "Invest in Antalya" City of Giant Projects



**BOĞAÇAY MARINA and  
CREEK PROJECT**



**CRUISE PORT PROJECT**



**KONYAALTı SEASHORE PROJECT**



**NEW KEPEZ ECOLOGIC SMART CITY  
VIA URBAN TRANSFORMATION**



**TÜNEKTEPE PROJECT**



## MEHMET ÖZHASEKİ

Minister of Environment and  
Urbanisation of the Republic of Turkey

*2017 will be the year of investment for Turkey. The national budget is an embodiment of our commitment in making this the year of investment for our country. One of the main factors that ensured AKP government's sustained economic success over the years has been its focus on fiscal discipline. We upheld this as a priority and did not compromise for any reason. In terms of monetary policy, we based decision making on price stability and fought the inflation war with a high level of determination. This is how we managed to attain single digit figures in inflation after 36 years.*

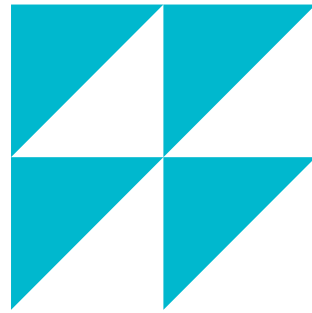
*The main pillars of 2017 budget are targets pertaining to growth, employment and investment with an eye on macro economic stability – an approach which has already ensured a positive indication as to how the rest of the year will shape up. Again, as the Budget implies, there will be higher public spending this year where we will see particular incentives introduced for agriculture, manufacturing, exports and regional growth. In short, 2017 will be the year of investment. To give an example, we aim to increase our investments three times as much of the annual inflation rate. Therefore, investment level will be higher, ensuring a breath of fresh air for the Turkish economy.*

*As one might recall, the world witnessed a global economic crisis in 2008, the aftershocks of which are still felt in many ways. Weakening of global trade, the unexpected decision of Britain to leave the EU, decline in capital flows and surge in global debt rates created pressure on national economies, accordingly hampering their GDP growth. While many economies suffered deeply with growth rates declining by an average 2.1 %, Turkey managed to over perform despite many unfortunate events. This has made Turkey a safe haven in the eyes of international investors.*

*We have created jobs for more than 7 mln people in the last 9 years. Turkey is now the second highest job-creating economy among OECD countries. 2017 will be a positive year for employment thanks to higher investment through direct public spending as well as planned incentives.*

*As a result of the above, Turkey continues to enjoy a strong stability. Developed countries derive strength from and rely on having strong governments. Since 2002, Turkey provided great returns for all who invested in its economy. The geographical positioning of Turkey, its qualified workforce and strong government that supports the business world are great points of reference for investors.*





Turkey

Discover  
the potential

## TURKEY PROGRAMME @MIPIM 2017

### 14 MARCH, TUESDAY

**10.00** Turkey Official Inauguration

@Istanbul Tent - C14

**10.15** Istanbul Chamber of Commerce (ICOC) Press Conference

@Istanbul Tent - C14

**14.00 – 15.00** Why is Turkey a hot spot for investors?

@Ruby Room (Palais 5)

After a keynote address by Mehmet Özhaseki, Minister of Environment and Urbanisation of the Republic of Turkey, on the considerable economic growth over the past decade, the panel details the main driving forces and the positive effect of these. Discover what are the urban mega projects reviving the real estate market in Turkey!

#### Opening Speech



**MEHMET ÖZHASEKİ**

Minister of Environment and  
Urbanisation of the Republic of Turkey



#### Co-organiser



**ARDA ERMUT**

President,  
Investment Support and Promotion Agency of Turkey (ISPAT)

#### Moderator



**AVI ALKAŞ**

Country Chairman,  
JLL Turkey



**CANSEL TURGUT YAZICI**

Board Member  
GYODER



**ŞENAY AZAK-MATT**

General Manager Turkey,  
Aareal Bank Group

#### Co-organiser



**17.45 – 18.30** EMEA: What are the mega projects in key cities and how do they impact city development?

@Market Trends Room (Palais 3)

#### Speakers:

**Alberto Mina**, International Relations Department, Arexpo spa

**Alexandra Notay**, Director of Product and Service Innovation, Places for People Group

**Ayhan Ökmen**, Istanbul Airport City Manager, İGA - Istanbul Grand Airport



## 15 MARCH, WEDNESDAY

10:00 - 10:45

**Tabanlıoğlu Talks on “Architecture from Turkey on the World Map.”**  
*@Istanbul Tent - C14*

**TA** TABANLIOĞLU  
ARCHITECTS

12.00 - 14.00

**Esas Properties Lunch**  
*@InterContinental Carlton Cannes Hotel - Terrace*  
*by invitation only*

 **esas**  
PROPERTIES

14.00

**MIPIM 2017 – ICOC Cocktail & Networking Event**  
*@Istanbul Tent - C14*

 **[ISTANBUL]**  
ISTANBUL  
CHAMBER OF  
COMMERCE  
—1992—

15.00 - 16.00

**Bandırma Park Competition**  
*@Salon Croisette (Palais 1)*

18.00 - 21.30

**TSKB Real Estate Appraisal Company Dinner**  
*@Grand Hyatt Cannes Hotel Martinez - Galuchat Ballroom*  
*by invitation only*

 **TSKB**  
REAL ESTATE APPRAISAL COMPANY

## 16 MARCH, THURSDAY

08.00 - 10.30

**Istanbul Airport City Breakfast**  
*@Hotel Barrière Le Majestic Cannes – Salon Diane*  
*by invitation only*

 **ISTANBUL**  
AIRPORTCITY

18.30

**MIPIM Awards Prize-Giving Ceremony followed by Awards Cocktail**  
*@Grand Auditorium (Palais 1)*

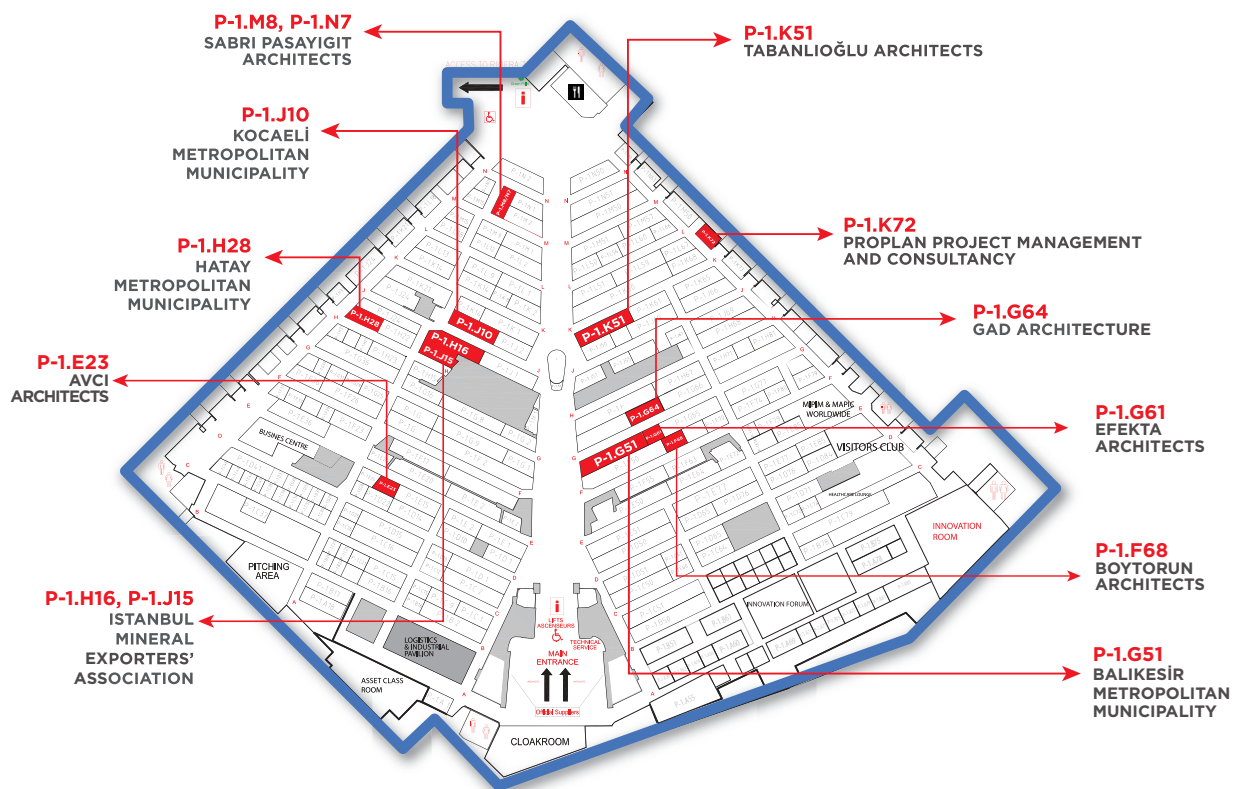
**Finalist from Turkey**  
*Best Refurbished Building*  
*Beyazıt State Library, İstanbul, Turkey*  
*Developer: Republic of Turkey, Ministry of Culture and Tourism / Aydın Doğan Foundation*  
*Architect: Tabanlıoğlu Architects*

**TA** TABANLIOĞLU  
ARCHITECTS

## GENERAL PLAN



## PALAIS -1









**INVEST IN  
TURKEY**

# TURKEY, AN ATTRACTIVE INVESTMENT DESTINATION



Turkey has gone through a profound transformation over the past fourteen years. While creating an investor-friendly environment through reforms and new legislations, the country has also been pro-actively supporting investors through efficient and effective institutions. The first and foremost of these institutions is the Investment Support and Promotion Agency of Turkey (ISPAT) which was established in 2006 under the auspices of President Recep Tayyip Erdoğan, when he was Prime Minister. Since its foundation, ISPAT has been providing assistance to foreign investors, before, during and after their entry into Turkey.

Turkey is currently the 17<sup>th</sup> largest economy

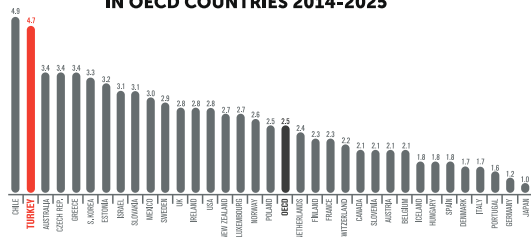
in the world, but with its economic growth, sound policy framework, sizeable domestic market, and competitive labor costs, Turkey has ambitions to become one of the top 10 economies in the world by 2023. The dynamics of the Turkish economy are aligned towards this goal thanks to the top-down approach implemented by Turkish President Recep Tayyip Erdoğan.

“17<sup>TH</sup> LARGEST  
ECONOMY IN  
THE WORLD”



Under the leadership of President Erdoğan, the Turkish economy has posted an annual average real GDP growth rate of 5.9 percent during the 2002-2015 period, and GDP per capita has more than tripled during that period. With modern management practices, a young and qualified work force, a stable economy, a reformist investment climate, developed infrastructure, a central location with easy access to 1.6 billion customers within a four-hour flight radius, low taxes, generous incentives, and a sizeable domestic market, Turkey welcomes all companies to come and explore its opportunities.

### ANNUAL AVERAGE REAL GDP GROWTH (%) FORECAST IN OECD COUNTRIES 2014-2025



Source: OECD Economic Outlook No. 97 (Edition 2015/1)

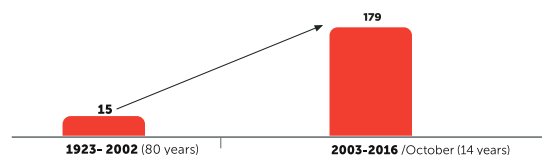
Attracting foreign direct investment is a top priority for Turkey, as it is considered a main component of economic development. Therefore, improving investment climate in Turkey has been an integral part of Turkey's economic program. To this end, Turkey, first, created a favorable investment environment by enacting a new FDI law in 2003, bringing equal treatment for all investors, regardless foreign or local, and providing investors with certain guarantees, such as transfer of profits, international arbitration and buying property. Since 2003, Turkey has attracted around USD 179 billion foreign direct investment, whereas it had attracted only USD 15 billion FDI in the preceding

1.6 BILLION  
CUSTOMERS  
WITHIN A  
FOUR-HOUR  
FLIGHT  
RADIUS

eight decades before 2003. Similarly, the number of foreign companies investing in Turkey has exceeded fifty-two, up from around six thousand in 2003.

## Reforms and Incentives in 2016 and early 2017

Turkey for many years now has been introducing and implementing reforms



Source: UNCTAD &amp; CBRT

and incentives to improve the country's investment and business climate as well as to make Turkey one of the most attractive investment destinations in the world.

In February 2016, an **R&D Reform** was implemented that included tax discounts for companies engaged in R&D, equal treatment of design centers and R&D centers regarding incentives, and the establishment of Technology Development Zones (TDZ) for strategic sectors such as ICT, healthcare, biotech, nanotech, defense, and aerospace.

In August 2016, Turkey passed a **Tax Reform Package** that introduced tax exemptions for companies participating in the incentives

schemes. Some of the exemptions covered stamp duty taxes, real-estate taxes, municipality fee taxes, and salary income taxes.

In September 2016, a **Project-Based Incentives System** began that allows for up to 100 percent corporate tax exemption, free land allocation for 49 years, a state purchasing guarantee for manufactured products,



interest waivers for credits utilized for fixed investments, and salary support for qualified employees.



45. Accordingly, the government will provide 25 percent additional support and a TRY 1,000 one-time government support for participants.

TURKEY TO ATTRACT  
AROUND USD 35  
BILLION FOREIGN  
DIRECT INVESTMENT  
INTO REAL ESTATE  
PROPERTIES AND USD  
3 BILLION FOR REAL  
ESTATE ACTIVITIES  
FOR THE LAST  
14 YEARS



Also in September, an **Incentive Package for Eastern Turkey** was introduced. Accordingly, TRY 140 billion incentives will be granted in 23 eastern and southeastern provinces of Turkey for investments in housing, factory, stadium, and irrigation projects. In line with this, the government will build 80 new factories each year and will lease them to investors. At the launch meeting of this package, known as the “Attraction Centers Program”, Turkey’s Prime Minister Binali Yıldırım announced that 1,200 initial applications worth a total of USD 5.2 billion were made within this scope.

In November, Turkey introduced a new **Private Pension Scheme**. The Private Pension System (PPS) is mandatory for all public and private company employees under the age of



**Coordination Board** announced 8 new support mechanisms for SMEs in Turkey. Support includes credit guarantee fund coverage of TRY 250 billion, TRY 50,000 loans for SMEs with three-year maturity and a grace period of one year, and social security payment postponement for SMEs.

In January 2017, Turkey eased citizenship for foreigners with amendments made to

**Citizenship Law.** Now according to the law, foreigners who have made a minimum fixed capital investment of USD 2 million, have acquired an immovable property worth a minimum of USD 1 million, have created jobs for at least 100 people, have deposited at least USD 3 million in Turkish banks, or have bought at least USD 3 million worth of government bonds will be eligible to acquire Turkish citizenship.

## I-IMPRESSIVE REAL ESTATE SECTOR IN TURKEY

Turkish real estate sector stands out as one of the most attractive real estate investment destinations in the world. Driven by a robust domestic market and entrepreneurial spirit of Turkish private sector, the Turkish real estate industry has also been growing dynamically



over the last decade. The sector accounted for approximately 5 percent of GDP during the same period. Strategically situated at the

“  
REAL ESTATE  
SECTOR  
ACCOUNTED FOR  
AROUND 5 % OF  
GDP OVER THE  
LAST DECADE  
”

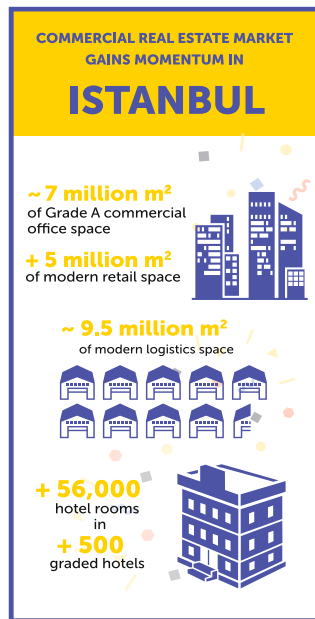
crossroads of Europe, the Middle East, and Central Asia, and home to 80 million people, Turkey offers great opportunities for real estate developers and investors by combining a large construction sector with growing commercial and industrial output.

Attracting investments to the Turkish real estate sector has also been an important element of improving

investment climate in Turkey. The country has enacted several new legislations paving the way for foreign investors to invest in the sector and this commitment enabled Turkey to attract around USD 35 billion foreign direct investment into real estate properties and USD 3 billion for real estate activities for the last 14 years. Real Estate investments as FDI have reached its peak level in the last two years, USD 4.1 billion in 2015 and USD 4.3 billion dollars in January-November 2016. The most prominent investors from the Gulf region in the real estate sector in Turkey are Qatari Diar and Emaar Properties, who have been investing in the country for several years.

According to a report of Jones Lang LaSalle (JLL), İstanbul has been the most improved “Emerging World City” over the past five years based on a range of performance indicators, and its economic fundamentals are stronger than many of its global peers. The commercial real estate industry in İstanbul, the forefront of the sector in Turkey, has made tremendous strides with over 5 million square metres of modern retail space, about 7 million square metres of Grade A office space, around 9.5 million square metres of modern logistics space, and in excess of 56,000 hotel rooms in over 500 rated hotels. This supply will provide the city ample room to grow into its new skin as an international business, retail, logistics, and leisure hub.

Housing units have shown a similar surge to that seen in commercial properties. Housing prices in Turkey have increased by 4.1 percent CAGR in real terms over the 2010-15 period. The ongoing improvement in the quality of the building stock, which is replacing old stock with higher quality, earthquake-proof housing units, is the main driver behind price increases since 2010. About 7 million old and low quality housing units across the country are slated to be renewed. Furthermore, a regulatory change in 2012 that allowed all foreigners to buy property in Turkey has boosted demand from foreign investors. Housing demand will continue to increase in Turkey due to low household debt and a low share of mortgage sales in housing purchases. The share of household debt in total GDP was 21 percent in 2015, which remains low in a

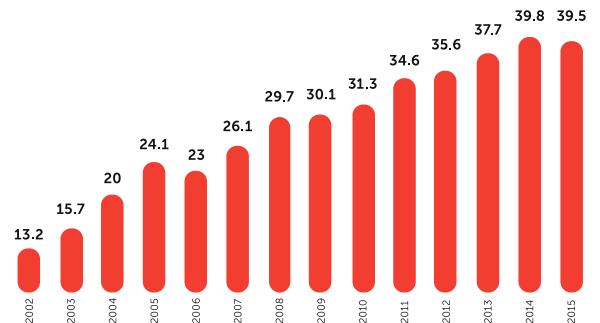


## II- TOURISM SECTOR TO REBOUND IN 2017

With its cultural heritage and lands that have been home to numerous civilizations over the centuries, Turkey is increasingly regarded as one of the most popular holiday destinations in the world. The country has

seen a significant rise in tourist arrivals in recent years, reaching a peak of 39.5 million tourists in 2015. This is triple number of tourists when compared to the 13.2 million that visited in 2002.

### • NUMBER OF INTERNATIONAL TOURIST ARRIVALS (MILLION)



Source: Ministry of Culture and Tourism, TurkStat, 2015

The increase in international tourist arrivals has made Turkey one of the most attractive destinations in the world, propelling the country to sixth place in the most visited countries in the world. Moreover, according to a recent survey by TUI Holly in 2016, 33 of the 100 top hotels of the world are located in Turkey. Along with coastal, thermal, spa, winter, congress, and expo tourism, Turkey has seen a marked increase in health tourism in recent years with a doubling of the

**TOURIST ARRIVALS  
REACHED PEAKS  
OF 39.8 AND  
39.5 MILLION IN  
2014 AND 2015  
RESPECTIVELY IN  
TURKEY**



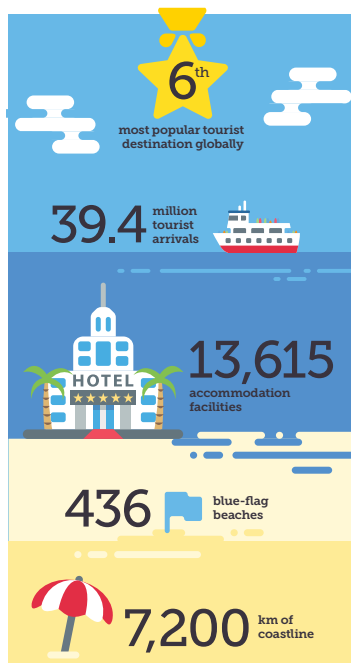
number of patients receiving healthcare in the 2007-2015 period.

## INTERNATIONAL TOURIST ARRIVALS

Country	Number of Tourists (million)
1. France	84.5
2. USA	77.5
3. Spain	68.2
4. China	56.9
5. Italy	50.7
<b>6. Turkey</b>	<b>39.5</b>
7. Germany	35
8. UK	34.4
9. Mexico	32.1
10. Russian Federation	31.3

Source: UNWTO, 2016

The tourism sector naturally was negatively affected by the Turkey-Russia tension in 2015 and several traumatic experiences in 2016; however, it will recover in the wake of the strong rapprochement period between Turkey and Russia and it will make a positive contribution to Turkey's growth in 2017. As the country looks forward to its centennial celebration in 2023, Turkey is eyeing targets such as hosting 50 million visitors annually and capturing USD 50 billion in annual tourism revenue.



## III- INFRASTRUCTURE PROJECTS GAIN MOMENTUM IN 2016 AND 2017

The expansion of Turkey's infrastructure is also transforming Turkey and playing a key role in its economic dynamism. An ambitious infrastructure master plan, which includes metro line extensions, a 3<sup>rd</sup> Airport in İstanbul, the Eurasia Tunnel, the İzmit Bay Bridge (Osmangazi Bridge), and the 3<sup>rd</sup> Bosphorus Bridge (Yavuz Sultan Selim Bridge), bodes well for growth. To give an example of the efficiency of these projects, when finished the Gebze-Orhangazi-İzmir Motorway Project will reduce travel time between İstanbul and İzmir to 3.5 hours from 8 hours. This will lead to a public savings of USD 650 million each year.

### Marmaray

Marmaray is an undersea railway tunnel linking the Asian and European sides of İstanbul, and its first phase has been in operation since October 2013,



the 90<sup>th</sup> anniversary of the Republic of Turkey. Marmaray makes a significant contribution to İstanbul's railway network, with connections to the İstanbul metro and the high-speed railway line between İstanbul and Ankara. Marmaray has carried more than 120 million passengers since its inauguration.



### Third Bosphorus Bridge and North Marmara Highway

İstanbul's third Bosphorus bridge (Yavuz Sultan Selim Bridge) links İstanbul's European and Asian sides. It was designed as a hybrid bridge, and as such holds the distinction as the world's widest and longest combined road and rail bridge. The bridge is part of the North Marmara Highway project, stretching from Adapazari, Sakarya to Tekirdağ. The project further eases the burden on the existing two bridges spanning the Bosphorus and provides a transit corridor for freight transportation that bypasses the busy city center. The project has created around 6,000 jobs and the construction activities have added an annual TRY 1.75 billion to the economy.

“  
INFRASTRUCTURE  
PROJECTS PLAY  
A KEY ROLE  
IN TURKEY'S  
ECONOMIC  
DYNAMISM  
”

The expected fuel saving with the tunnel is around 38 million liters annually. The project will also decrease carbon emissions by 82,000 tons a year.

### Third Airport in İstanbul

A joint venture of Turkish companies won a tender for the third İstanbul airport in May 2013. The companies will pay the government EUR 22.1 billion plus taxes for the right to operate the airport for 25 years starting in 2017. The project, which is expected to cost around EUR 33 billion with all investments and annual rent, is the largest project in the country so far. Located on the northwest of İstanbul's European side, the 150-million-passenger capacity air terminal will be

### Eurasia Tunnel

The tunnel enables motor vehicles to travel between Asia and Europe via a highway tunnel running underneath the Marmara seabed. The 5.4 km-long two-deck undersea tunnel has a daily capacity of 100,000 vehicles and significantly cuts the distance between Kazlıçeşme on the European side and Göztepe on the Asian side of İstanbul.



connected to the Third Bosphorus Bridge via the North Marmara Highway. The airport will play a vital role in making İstanbul a global air travel hub. The airport's first stage will incorporate two runways and a terminal with an annual capacity of 90-million passengers. This first stage is due to be operational in 2018.



### **Gebze-Orhangazi-İzmir Highway and İzmit Bay Bridge**

The project shortens the overland travel distance between İstanbul and Turkey's third largest city, İzmir. This project includes the 3-km long İzmit Bay Bridge (Osman Gazi Bridge), the fourth largest suspension bridge in the world.

**TURKEY AIMS AT  
BUILDING 29 CITY  
HOSPITALS WITH  
A COMBINED  
CAPACITY OF 41,000  
BEDS BY 2019**

### **Canal İstanbul**

The canal will be an artificial sea-level waterway that will run parallel to the Bosphorus, connecting the Black Sea with

the Sea of Marmara. 47 km in length and 150 meters wide, the canal will provide relief to naval traffic in the Bosphorus, particularly tanker traffic. The canal will be able to handle 160 vessels a day and is set to offer many investment opportunities since there will be huge growth potential in its immediate vicinity.

### **IV-TURKEY ON HEALTHY FOOTING WITH CITY HOSPITAL PROJECTS**

Within the scope of the city hospitals project, 29 city hospitals with a combined capacity of 41,000 beds will be built by 2019 in Turkey at a total investment cost of TRY 30 billion. The scale of the investment will allow Turkey to continue its upward trajectory in terms of the quality of its healthcare system and services. The city hospitals will offer 5-star service to patients and will propel Turkey towards a leading role in the field of healthcare.

A project with this ambition requires long-term financing opportunities.

International financial organizations such as the Islamic Development Bank (IDB) and the International Finance Corporation (IFC) have pledged support for these projects. IFC has issued a EUR 80 million bond with a 20-year maturation period to be used to fund a healthcare facility in Elazığ province. Likewise, IDB has participated in the financing of two public-private partnership hospitals in Konya and Manisa provinces.

The financing from these organizations also has unique characteristics. The IFC bond for the Elazığ facility is the first project bond financing of a hospital under a public-private partnership scheme, whereas the Manisa complex, supported by IDB, is the first healthcare project that is fully-financed by Islamic finance instruments.

The İzmir and Kocaeli hospital projects will see the participation of Gama Holding, Türkler Holding, and General

Electric. USD 1.1 billion in external financing will come in part from the Overseas Private Investment Corporation (OPIC) of the U.S., the Export Development Canada, and the European Bank for Reconstruction and Development (EBRD), each of which will provide credit with 18-year terms.

Finally, the Mersin City Hospital was opened in early February 2017 with the participation of President Recep Tayyip

Erdoğan. Drawing attention to the importance of healthcare investments in Turkey, President Erdoğan underlined that the goal of the city hospitals project is for the designated cities to have a single campus where residents can go to have all their health problems attended to while receiving the highest quality service. Mersin City Hospital has been built on a 232,000

square-meter area and includes 502 single rooms of 33 square meters each.

## TURKEY ON HEALTHY FOOTING WITH FINANCING OF CITY HOSPITAL PROJECTS







MAYOR OF ANTALYA  
METROPOLITAN  
MUNICIPALITY,  
MENDERES MEHMET  
TEVFIK TÜREL



ANTALYA  
**METROPOLITAN**  
MUNICIPALITY



With Its Mega Projects,  
**ANTALYA**  
Is Set To Establish Itself As a  
Global Center Of Attraction





A world class tourism center with so much to offer from nature and history to a great climate, Antalya is once again on world stage by enhancing its “Visit Antalya” motto with a new one: “Invest Antalya”.

Determined to establish itself as the place to go to for local and international investors, Antalya is strengthening its hand with prime quality and high scale investment projects, valued approximately at TRL 1bln each. Among these, Boğaçay Marina Project deserves much attention: It will make use

“  
ANTALYA IS  
AMONG THE  
GLOBAL TOP 10  
MOST VISITED  
CITIES WITH 15  
MLN VISITORS  
PER YEAR  
”

of an additional 40 km strip of the sea shore and will be adorned with a marina, various restaurants, cafes, green spaces, recreation and activity areas. Cruise Port and Film Plateau Projects are also underway, with

the latter intending to offer world class facilities for the movie industry. The second most popular Turkish city for overseas nationals' real estate purchases, Antalya will further flourish through the 1.2 mln m<sup>2</sup> additional capacity that will be generated with various urban transformation projects, to involve a well-designed mix of residential and commercial units. A world class living concept will be offered in Konyaalti, for a better, greener and smarter living in what is one of the best shore lines of the world.

The City will adopt a one-stop shop approach to ease the way for potential investors, and set itself as the meeting point of the world.

Mayor of Antalya Metropolitan Municipality, Menderes Mehmet Tevfik Türel detailed some of the new and most ambitious projects that will make Antalya ever more appealing for international investments.

“  
**ANTALYA IS THE  
SECOND MOST  
POPULAR TURKISH  
CITY FOR OVERSEAS  
NATIONALS' REAL  
ESTATE INVESTMENTS,  
FOLLOWING  
İSTANBUL AT  
NUMBER 1**  
”

*Esteemed Mayor; how would you assess Antalya in local and international terms? Which sectors play a role in carrying Antalya forward and what are your future plans? Antalya is among the top 10 most visited cities globally with 15 mln local and international visitors per year. It is the fifth and sixth largest city in Turkey by population and area respectively.*

Tourism is our main revenue line and Antalya contributes 50 % of the country's total tourism revenues.

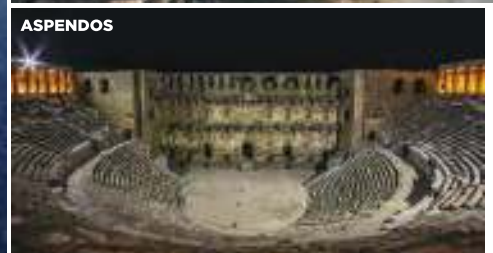
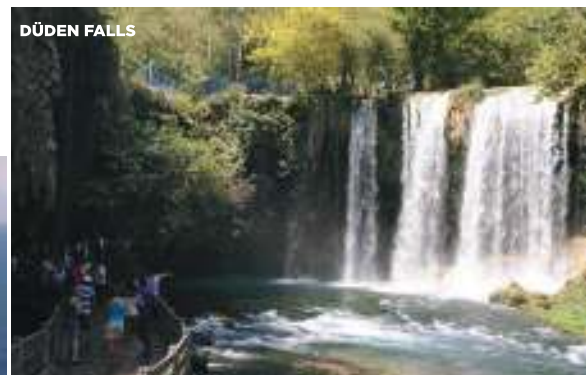
Another important sector for us is agriculture as Antalya plays a major role in the farming and exporting of Turkish agricultural produce such as fresh fruits and vegetables. The city also has 39.8 % share in national greenhouse cultivation.

Commercial activities and logistics industry are also significant revenue sources for us.

Our future plans focus on sustainable, competitive policies that promote diversity; to create a crisis-resilient environment in tourism and agriculture going forward.

*What are some prominent features of Antalya and how do you plan on enhancing or diversifying these in the future?*

With 300 sunny days a year, it goes without saying that this is a sea, sand and sun




**CITY MUSEUM**

**NECROPOLIS MUSEUM**

**ANTALYA MARINA**

city. We would like to further strengthen this image with cultural and historical beauties of Antalya and concentrate our efforts to that end.

*Which tools are being employed to make Antalya a city of choice for international investors?*

It is our utmost priority that we make Antalya a center of appeal for local and international investors. Mega projects, urban transformation plans, infrastructural investments,

**WE WILL EMPLOY  
THE ONE-STOP  
SHOP MODEL  
TO EASE THE  
WAY FOR  
INTERNATIONAL  
INVESTORS**

green spaces and public transport works are some of the ways we employ on a systematic basis to reach our targets efficiently and swiftly. We are open to and supportive of all kinds of innovative ideas that have potential to further enhance the appeal of the city.

*Could you elaborate on your continued investments and their potential contribution in achieving your targets in making Antalya a truly global city?*

The City of Antalya is on the move, with a vibrant new Antalya rapidly taking shape. This is evident in all parts of the city across various industries, where we are adding jobs, seeing major new projects constructed, and witnessing our economic base evolve for a bright and sustainable future.

Currently, a significant amount of investments in new economic development

## FACTS and STATS

### DEMOGRAPHICS

POPULATION: **2,328,555 (2016)**

SHARE OF TURKEY'S POPULATION: **2.6 %**

AVERAGE AGE: **31.66**

GENDER DISTRIBUTION:

**49.48 % FEMALE, 50.52 % MALE**

OVERSEAS NATIONALS: **54,755**

AVERAGE AGE: **31.66**

### CITY LIFE

ART AND CULTURE – OVERALL:

**3,260 activities with 2,046,220 participants**

ART AND CULTURE – INTERNATIONAL:

**219 activities with 176,700 participants**

MAJOR INTERNATIONAL EVENTS:

**53<sup>rd</sup> International Antalya Film Festival**

**2<sup>nd</sup> International Yörük Festival**

**17<sup>th</sup> International Antalya Piano Festival**

**1<sup>st</sup> International Antalya Movie Days**

**TRT 33<sup>rd</sup> International April 23 Children's Day Festival**

ART AND CULTURE – LOCAL:

**3,041 activities with 1,869,520 participants**

8 CONCERT HALLS:

**AKM Aspendos and Perge Halls**

**The Glass Pyramid**

**Yeni Mahalle Cultural Center**

**Elmalılı Muhammed Hamdi Yazır Cultural Center**

**Demre Cultural Center**

**Çamlıbel Cultural Pavilion**

**Ermenek Cultural Pavilion**

MOVIE THEATERS: **86 (2015)**

THEATER HALLS: **14 (2015)**

MUSEUMS: **8 (ACTIVELY OPEN FOR VISITS)**

**Antalya Archeology Museum and Atatürk House**

**Alanya Museum**

**Side Museum**

**Elmalı Museum**

**Demre Museum**

**Toy Museum**

**Museum of Old Heating Stoves**

**Kaleiçi Museum**

MUSEUMS AT PROJECT PHASE:

**Ethnography Museum, Mevlevihane Museum,**

**Antalya City Museum, Antalya Museum of**

**Turkish and Islamic Civilizations, Necropolis**

**Museum, Evrenseki Yörük Museum, Natural**

**History Museum, Nature Theme Park Museum,**

**Cinema Museum, Museum of Toys and Play,**

**Museum of Urban Life and Museum of Weaving**

UNIVERSITIES: **4 – 2 public and 2 privately owned by foundations.**

CLUBS AND RESTAURANTS: **124**





KEPEZ DISTRICT URBAN TRANSFORMATION PROJECT



BOĞAÇAY MARINA PROJECT



BOĞAÇAY MARINA PROJECT

activity is underway, mostly in Downtown Antalya - the heart of our region. The driving force behind this remarkable resurgence is the rapidly developing Boğaçay Marina Project, as well as other strategic investments like Antalya Film Plateau, Cruise Port, Konyaaltı Seashore Rejuvenation and Kepez Urban Transformation Projects.

We also continue our efforts for street upkeep and maintenance, invest in railway systems and museums to make Antalya a world city. In addition to these projects' potential to

create new jobs, they will also provide medium and long term value-add in diversifying revenue sources, development of tourism and revitalization of the city with a new and fresh face.

*Can you tell us about areas of interest for potential investors? What kind of opportunities do these areas and sectors present for international investors?*

Boğaçay Marina, Antalya Film Plateau, Cruise Port, Konyaaltı Seashore Rejuvenation and Urban Transformation Projects pose great opportunity for investors. These projects will also position Antalya as a significant destination for cruise and yacht tourism on the Aegean-Eastern Mediterranean route, as a destination of choice for suppliers and tourism operators.

*Could you tell us more about the large scale projects like*

*Boğaçay Marina, Antalya Film Plateau and Cruise Port – what is the current stage and how do you expect them to add value to the city?*

With an investment budget above TRL 1 bln, Boğaçay Marina is a groundbreaking project, similar to the Kanal İstanbul Project. Boğaçay Marina Project is groundbreaking in the sense that it will make use of an additional 40 km strip of the sea shore and will be adorned with a marina, various restaurants, cafes, green spaces, recreation and activity areas, thus creating a new center of attraction for both the local residents and our guests.

The Cruise Port Project with an investment amount of TRL 800-850 mln is aimed at revitalizing the commercial and tourist districts by way of promoting and attracting cruise tourism from all parts of the world.

Antalya has a very favorable climate and enjoys

OUR PRIORITY IS TO MAKE ANTALYA A DESTINATION OF CHOICE FOR LOCAL AND GLOBAL INVESTORS



being a sun city. This great climate also means very inducive conditions for the movie industry with plenty of high quality natural light. Accordingly, our efforts to construct film plateaus at international standards are going full steam with the TRL 400-500 mln Film Plateau Project.

ANTALYA'S GREAT POTENTIAL EXTENDS BEYOND TOURISM WITH SO MUCH TO OFFER IN AGRICULTURE, INDUSTRIAL OPERATIONS AND COMMERCE

train lines are expected to go live soon with more transport options recently made available by extension of the existing network. This multi modal

transport network and the geographical advantages set the stage and one can easily see the immense potential Antalya offers: m<sup>2</sup> prices in Antalya stand

*You have recently launched the "Invest Antalya" motto to accompany the existing one, "Visit Antalya". In what ways do you think Antalya draws attention from investors, particularly with regards to its location and economy?*

Antalya has a great location. It has direct flights to 50+ cities all around the world. İstanbul-Antalya and Konya-Kayseri fast

significantly lower than its comparable peers elsewhere in the world.

*What can you tell us about the incentive systems employed to make Antalya more attractive for investment purposes? Do you have plans to expand the scope?*

Antalya Metropolitan Municipality will employ a

## FACTS and STATS

### ECONOMY

GDP PER CAPITA:

**USD 10,122 (2011-Antalya, Isparta, Burdur)**

GDP: **USD 27.4 bln (2011-Antalya, Isparta, Burdur)**

SHARE OF TURKEY'S GDP:

**4 % (2011-Antalya, Isparta, Burdur)**

BANK DEPOSITS: **TRL 31,279,000,000 (2015)**

SHARE OF TOTAL BANK DEPOSITS TURKEY: **2.5 % (2015)**

BANK FINANCING: **TRL 50,753,000,000 (2015)**

SHARE OF TOTAL BANK FINANCING TURKEY: **3.5 % (2015)**

EMPLOYMENT BREAKDOWN: **5 % in Agriculture, 95 % Industrial and Service Sectors (2016)**

NUMBER OF BUSINESSES: **67,081 (2016)**

NUMBER OF GLOBAL COMPANIES: **3,163 (Members of Antalya Chamber of Commerce and Industry 2015)**

FOREIGN TRADE: **Imports – USD 1,112,387,000;**

**Exports – USD 977,137,000 (2016)**

PATENTS: **72 applications, 12 registered (2016)**

BRANDS: **2,978 applications, 2,501 registered**

### TOURISM

TOTAL NUMBER OF TOURISTS: **6,425,835 (2016)**

TOURIST BREAKDOWN PER ORIGIN OF COUNTRY:

**33.87 % Germany, 9.66 % Ukraine, 8.27 % Russia, 5.89 % The Netherlands, 5.81 % England, 3.11 % Denmark, 2.84 % Israel, 2.47 % Sweden, 2.45 % Belgium, 2.11 % Kazakhstan (2016)**

HOTELS: **899 hotels and tourist class accommodation facilities (2015)**

ACCOMMODATION CAPACITY: **650,000 beds**

CONGRESSES AND PARTICIPANTS: **42 congresses with 19,226 participants**

HOTELS UNDER INVESTMENT: **12 new hotels to open in 2017 (Significantly more expected for 2018 due to delayed supply)**

NEW CONGRESS CENTER AND NECROPOLIS MUSEUM



“one stop shop” model to ease the way for potential investors and respond to their needs in a proactive and coordinated manner. It is also important to stress the efforts of the central government; they have worked relentlessly in drafting policies that foster international investment.

*There are some large scale transport and logistics initiatives including the Fast Train from Antalya to Cappadocia and the highway to İzmir- Efes. How do you think these projects designed like a “tourism corridor” will work to contribute to Antalya’s potential as a tourist destination?*

These are projects undertaken by the central government with much effort and determination. We hope that they will be complete in time for the centennial anniversary of the republic, in 2023.

These projects are instrumental in enhancing

BOĞAÇAY MARINA,  
ANTALYA FILM  
PLATEAU, CRUISE PORT,  
KONYAALTI SEASHORE  
REJUVENATION  
AND URBAN  
TRANSFORMATION  
PROJECTS POSE GREAT  
OPPORTUNITY FOR  
INVESTORS



STUNNING TERRACE - VIEW AND CABLE CAR POINT

the accessibility of Antalya via land, and will surely have a positive impact on the vitality of commercial activities among and in these areas. We expect a surge in incoming packaged tours and a further diversification of the destination portfolio when these projects are complete.

*Antalya is a such a beautiful city with so many hidden gems to discover. What steps do you take in order to ensure inner city accessibility for all?*

In our ever growing and populated city, a well-planned and functioning public transport is among our top targets. We have built multi layer junctions to

ease the traffic density, with construction costs in the range of TRL 10-35 mln.

Apart from these undertakings, we have in Antalya a 121-decares, child and flower themed EXPO site and 18 km long railway project to connect airport to the city center. Average per km cost of the planned railway is TRL 13-14 mln.

*You describe Antalya as the city of opportunity for real estate. Could you please elaborate on these opportunities?*

On a comparative basis with other frequently visited cities in the world, Antalya still has very low prices per m<sup>2</sup>.







popular city in Turkey for real estate purchases of overseas nationals, following İstanbul.

*We know that urban transformation is high up on your list of deliverables. What sort of expectations do you have of these transformative changes? In your opinion, how will the city benefit from urban transformation?*

High quality buildings and communal areas will restore the vitality of city life and enhance quality of life for the residents. Risky buildings will be taken down and replaced with new, safe and reliable units in “New Kepez Santral” area, adherent to strict health and safety standards. This project will entail 1.2 mln m<sup>2</sup> for residential and 600 km<sup>2</sup> for commercial use, with 6000



**KEPEZ DISTRICT URBAN TRANSFORMATION PROJECT**

Offering a comfortable life with its nature and pleasant weather, Antalya also features many historical and natural beauties. As a result of this wonderful combination, Antalya is the second most



**NECROPOLIS MUSEUM**

units to be transformed in Phase 1 and total size of the project will exceed 12 k units. Calls for bids from local and international investors will be sent out during various phases of the project.

## FACTS and STATS

### REAL ESTATE

CONCENTRATION AREAS FOR COMMERCIAL UNITS:

**Existing building stock mostly in city center and districts of Konyaaltı, Muratpaşa and Kepez**

UP AND COMING AREAS FOR COMMERCIAL UNIT INVESTMENTS:

**Muratpaşa and Kepez districts**

SHOPPING MALLS:

**14 malls in the city, with retail leasing space of 329,202 m<sup>2</sup>. Of these, 8 are in city center with total retail leasing space of 246,500 m<sup>2</sup>**

CONCENTRATION AREAS FOR SHOPPING MALL INVESTMENTS:

**48 % Muratpaşa, 40 % Kepez, 12 % Konyaaltı.**

SHOPPING MALLS UNDER INVESTMENT:

**3 Malls with total retail leasing space of 85,500 m<sup>2</sup>**

HOSPITALS: **18 public, 29 private hospitals**

HOSPITALS UNDER INVESTMENT: **5 public hospitals**

CONCENTRATION AREAS FOR HOSPITAL INVESTMENTS:

**Muratpaşa, Kepez, Konyaaltı districts**

REAL ESTATE SALES TO FOREIGN NATIONALS:

**2,151 residential units (H1 2016)**

REAL ESTATE COMPANIES: **6,236 (2017)**

UP AND COMING AREAS FOR REAL ESTATE INVESTMENTS:

**Kepez, Boğaçayı, Konyaaltı, Döşemealtı districts**

**NEW TRENDS IN REAL ESTATE: Urban transformation continue full force in Antalya. Accordingly, it is expected that investments in branded residential projects will be on the increase going forward. This will mean that city will flourish with the urban transformation projects in Boğaçayı, Kepez Balbey, Lala Cruise Port and Konyaaltı Seashore and as such present immense potential for real estate investors by way of capital gains through low m<sup>2</sup> prices.**

### KONYAALTİ SEASHORE PROJECT



# ANTALYA

## ANTALYA EXPANDS ITS OFFER

VISIT ANTALYA  
METROPOLITAN  
MUNICIPALITY  
BOOTH AT  
R8.D24

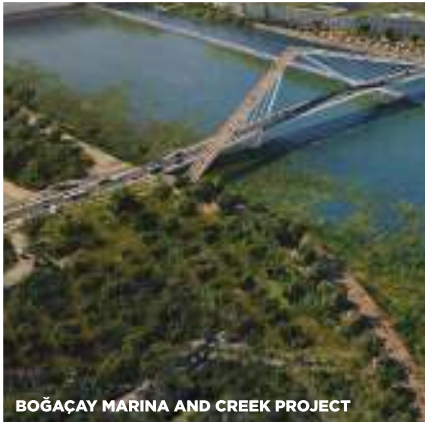
### MANY OPPORTUNITIES IN AGRICULTURE, INDUSTRIAL ACTIVITIES AND COMMERCE

*"We want to make Antalya visible in the top ranks of the world investment league, and our participation at MIPIM is yet another initiative to draw attention of potential*

*investors. Antalya is one of the most rapidly developing cities in whole of Europe and Mediterranean, with a stable economy and a high growth potential, offering opportunities in a wide array of areas including tourism, agriculture, industrial activities and commerce."*

### LARGE SCALE TRANSPORT PROJECTS MAKE THE CITY MORE ATTRACTIVE

*"Antalya is a great city for investing as it provides a unique combination of nature, mild climate, ease of living, it offers historical and cultural richness as well as a quality life standard*



BOĞAÇAY MARINA AND CREEK PROJECT





*and rewarding jobs overall. To further complement and as part of the regional development plans, the central government has undertaken large scale transport and logistics initiatives including the Fast Train from Antalya to Cappadocia and the highway to İzmir- Efes.”*

### **ANTALYA IS NOT FOR HOLIDAYMAKERS ONLY, IT IS ALSO THE PLACE TO BE FOR INVESTMENT**

*“Antalya is well known as a tourist destination but we would also like to highlight its potential as a city of investment. The driving force behind this remarkable potential is the rapidly developing Boğaçay Marina Project, as well as other strategic and multi billion lira investments like Antalya Film Plateau, Cruise Port, Konyaaltı Seashore Rejuvenation and Kepez Urban Transformation Projects.”*

### **MORE THAN 50 K RESIDENTIAL UNITS SOLD EACH YEAR:**

*“Antalya is one of the most rapidly developing provinces in Turkey. It is a net migration receiving city and population increases 3 % on an annual basis (excluding second home owners.)*

*This situation manifests itself with a rise in demand particularly for new and high quality housing due to higher wages of the qualified work force. 50 k residential units are sold Antalya in an average year. We have introduced large scale housing projects to respond to this demand in an environmentally friendly and modern way.”*

### **FORWARD LOOKING STEPS FOR GREEN INDUSTRIES**

*“We want to accelerate the uptake of promising green solutions in industrial sector in Antalya. An environmentally-friendly, sustainable, high quality, high value added and technologically advanced approach is vital for us as tourism, trade and agriculture are our main sources of income and we need to be considerate.”*

## **FACTS and STATS**

### **INVESTMENT OPPORTUNITIES**

#### **LEADING SECTORS AND OPPORTUNITIES:**

**URBAN TRANSFORMATION:** Real estate opportunities in Kepez and Balbey areas

**TOURISM:** Opportunities in health, marine, yachting and cruise, congress, golf, river rafting and mountain valley tourism and related activities.

**ENERGY:** Various opportunities in renewable energy, solar energy and energy production at solid waste recycling facilities

### **ADVANTEGEIOUS AREAS, PROJECTS AND OPPORTUNITIES:**

**KEPEZ AND BALBEY AREAS:** Urban transformation creates a very dynamic and favorable environment for investment.

**BOĞAÇAYI PROJECT:** Rehabilitation of the basin allows for new living spaces and commercial land that will be made available for the use of movie industry as a film plateau.

**LARA CRUISE PORT PROJECT:** This project aims to make Antalya a center of appeal for high profile and upper segment tourists.

**KONYAALTI SEASHORE PROJECT:** A world class living concept will be offered in Konyaaltı, for a better, greener and smarter living in one of the best shore lines of the world.

**TÜNEKTEPE:** A lovely hilltop in Antalya, Tünektepe is set to be yet another tourist appeal for Antalya with a cable car showcasing the best of everything that the valleys can offer.

### **INVESTMENT INCENTIVE SYSTEM:**

Financial incentives amounting from TRL 1,000,000 to TRL 10,000,000 in 50 sectors.

### **COOPERATING PARTIES:**

Antalya Metropolitan Municipality, Antalya Commercial Exchange, Antalya Chamber of Commerce and Industry



SOLAR PLANT



ISTANBUL  
CHAMBER OF  
COMMERCE  
— 1882 —

[İSTANBUL]

# Many more reasons to invest in İSTANBUL

President of İstanbul Chamber of Commerce 'İCOC', İbrahim Çağlar used Napoleon Bonaparte's famous quote: "If the whole World were a single state, İstanbul would be its capital. That who rules İstanbul, rules the World." İstanbul has undergone many changes since the day, yet preserved its significance. With one foot in the East and the other in the West, İstanbul is the perfect city location connecting to 57 different countries with a 4-hour flight. It is a mesmerizing city with a USD 400 bln economy, 15 mln residents, a young population, a dynamic urban transformation climate and its many mega

projects like Kanal İstanbul, Marmaray, Yavuz Sultan Selim Bridge, Eurasia Tunnel, 3rd Airport, and the 3-Story Great İstanbul Tunnel.

Recently announced citizenship by investment program further enhances the city's charm as a great place to live, in the words of İbrahim Çağlar. ICOC President

İbrahim Çağlar shared his insights on the opportunities offered, at the magnificent, 685 m<sup>2</sup> İstanbul Pavilion at MIPIM 2017 and highlighted: "This city is the heart beat of global economy, and invites international investors with the projects of the future, it is a call for value and profit." Here are some excerpts from Mr. Çağlar's insight for our magazine:

İSTANBUL IS  
CALLING OUT  
TO INVESTORS,  
INVITING  
THEM TO  
LIVE OUT THE  
OPPORTUNITIES



*Esteemed President; in terms of its role and significance, how do you see İstanbul, from a local and international perspective?*



Spanning two continents with a beautiful strait right through it, İstanbul is a unique city. It is the financial capital of Turkey. It plays a major role as the country's bridge to outside world, providing a splendid medley of the talent, skills, financial and technological sources of the country it is representing. It has a strategic and geographical advantage, connecting to leading markets with 1-2 hour flights. It is the engine of the country with a fast pace of growth, and deepening global connections. It has been on world stage as a leading city not only for its historically and culturally rich heritage, but also with its strong economy.

İstanbul has USD 200 bln trade volume, corresponding to more than 50 % of the country's total. Total size of İstanbul's economy is USD 400 bln. We have 5000 new member applications to our Chamber every year, these are companies that have overseas shareholders.

Added to this of course are the dynamism of its 15 mln residents, high level of infrastructure investments, and logistical advantages. All together, they make a great city at global scale to invest in.

İSTANBUL HAS  
USD 200 BLN  
TRADE VOLUME,  
CORRESPONDING  
TO MORE THAN 50 %  
OF THE COUNTRY'S  
TOTAL. TOTAL SIZE OF  
İSTANBUL'S ECONOMY  
IS USD 400 BLN."

Of course this strength extends beyond the city borders, in a way that encompasses the manufacturing, agricultural

and service sector activities in neighboring towns. İstanbul and its hinterland, form a crossroads of all bridges extending from Turkey to the rest of the world.

I see İstanbul as a city of opportunities that invites international investors to realize these opportunities.

*What impact do you think the mega projects like Kanal İstanbul, Marmaray, Yavuz Sultan Selim Bridge, Eurasia Tunnel, 3rd Airport, 3-Story Great İstanbul Tunnel and İstanbul Finance Center will have on İstanbul's future?*

Napoleon Bonaparte once said: "If the whole World were a single state, İstanbul would be its capital. That who rules İstanbul, rules the World." İstanbul has always been the gem as such and continues to be the center of attraction for dwellers and investors both locally and internationally. Real estate market is very dynamic, with many international names setting up shop in the city and our native names proudly representing Turkey



PHOTO TACETTİN ULAŞ



A SIGNIFICANT PORTION OF WORLD'S LEADING ENGINEERING PROJECTS ARE UNDERTAKEN IN İSTANBUL. TOTAL SIZE OF THESE MEGA PROJECTS NEAR USD 100 BLN."

in major projects overseas. İstanbul has been the home of many examples of leading engineering works. Total size of the mega projects, completed and under construction, is close to USD 100 bln and these all play an important role in fuelling growth of the city, and as such should continue full steam.

Marmaray and Eurasia Tunnels connect the two continents under the sea. 3<sup>rd</sup> Airport is set to be the third largest in the world with an estimated 150 mln passenger traffic. The 3<sup>rd</sup> bridge is already operational. When connecting roads are complete, there will be an uninterrupted and traffic-free logistics line between Asia and Europe.

Kanal İstanbul project works are ongoing. When

complete, it will be a new maritime line from north to south of the city with a total investment amount of USD 10 bln.

*İstanbul draws much attention with the ongoing and planned urban transformation. Which parts of the city are being transformed? How will the city benefit from these efforts? And what potential is out there for international investors?*

Urban transformation aims to rejuvenate the country and create new building stock that allows for safe, reliable and earthquake-resistant housing. Total building stock that will be renewed is roughly 50 % of existing inventory, most of which is based in İstanbul.

Esenler, Bağcılar, Gaziosmanpaşa are forerunners of urban transformation on the European side. There is a TOKİ project planned for Eyüp. Efforts in Beylikdüzü are gaining momentum.

On the Asian side, there is a lot going on Pendik, Tuzla and Kadıköy, followed by Üsküdar.

I think the northern axes of İstanbul will be the new main pillars of urban transformation on the European side, with mega projects like Yavuz Sultan Selim Bridge, 3<sup>rd</sup> Airport and Northern Marmara Highway setting the direction for transformation. Considering the potential value and opportunity for high yields in these and neighboring areas, it would be realistic to say





that these areas will likely be an investment hotspot in the very near future, both for local and international names.

*Istanbul is such a charming city. What kind of incentive mechanisms are being employed to further enhance the city's appeal?*

Central government is doing a lot to attract foreign investment for both the country and Istanbul. We can analyze this under two headings: 1. Priority investment areas like logistics, biotechnology, aviation and energy will benefit most from these incentives and state contributions.

2. "Investment areas that benefit from sub sector State Assistance" will allow for

middle to high technology products to benefit from state assistance and incentives. Istanbul is not a designated investment area within this framework however there are areas of interest within scope nearby Istanbul in the so-called Zone 1 of the program.

"Project based State Assistance Program" has been initiated with the recently approved legislation to attract large scale foreign direct investment. Within this program, projects with a minimum investment value of USD 100 mln will be supported.

URBAN  
TRANSFORMATION  
IN İSTANBUL  
OFFERS MUCH  
POTENTIAL FOR  
COMMERCIAL VALUE-  
ADD, AND POSES  
OPPORTUNITIES FOR  
INVESTORS

Recently initiated "citizenship by investment" program is yet another initiative to boost foreign

## FACTS and STATS

### DEMOGRAPHICS AND ECONOMY

POPULATION: **14,804,000**

ICOC MEMBER COMPANIES: **400,000**

EXPORTS: **USD 76.2 BLN**

SHARE OF TURKISH EXPORTS: **53.4 %**

TAX REVENUES: **TRL 185 BLN**

SHARE OF TURKISH TAX REVENUES: **46 %**

GDP: **TRL 622 BLN (2014)**

EMPLOYMENT:

**4,000,000 PEOPLE (NIS REGISTERED)**

SHARE OF SERVICE SECTORS IN EMPLOYMENT: **63.1 %**

HOUSE SALES: **232,428 (2016)**

SHARE IN TURKISH HOUSE SALES: **17.3 %**

HOUSE SALES TO OVERSEAS NATIONALS: **5,811**

SHOPPING MALLS: **108**

BANK BRANCHES: **3,084 (2015)**

BANK DEPOSITS: **TRL 573 BLN (2015)**

SHARE IN TURKISH BANK DEPOSITS: **48.9 %**

BANK CREDITS: **TRL 588 BLN (2015)**

SHARE IN TURKISH BANK CREDITS: **42.5 %**

investment. Foreign nationals can obtain Turkish citizenship under with a fixed capital investment of USD 2 million or real estate investment of USD 1 million minimum". Citizenship will also be possible for investors creating jobs for 100+ people or for Turkish government bond investment of minimum USD 3 mln to hold for 3 years".

These efforts are further exacerbated by grants to SMEs and exporters as well as assistance programs for R&D, innovation and technology based activities.

# İSTANBUL

## And Its Opportunities Will Meet Investors in The 685 m<sup>2</sup> İstanbul Pavilion



### An İstanbul Dream at MIPIM 2017

İstanbul will be at MIPIM 2017 with the “Two Continents One City” themed İstanbul Pavilion. 685 m<sup>2</sup> İstanbul Real Estate Pavilion is located in the most prestigious sea shore strip of MIPIM, also hosting the financial capitals like Paris and London. The Pavilion will offer breathtaking views of the beautiful Bosphorus strait of İstanbul, connecting the two continents. Visitors from 90 countries will be mesmerized with the unique views from the city of İstanbul, bejeweled by a splendid selection of mega projects, and will have a chance to get first hand information and details.

President of İstanbul Chamber of Commerce, İbrahim Çağlar said:

*“We will explain to potential investors the most profitable and attractive way of living in İstanbul, i.e. by purchasing real estate in the city. We will invite investors to İstanbul, to live the İstanbul Dream, in this beautiful city across two continents and the only city in the world with the sea streaming through it.”*  
Çağlar said: “We have significantly enhanced İstanbul’s image in the past two years with our İstanbul Pavilion efforts. MIPIM’s long time visitors now have this wonderful image in their hearts and minds, and now is the time to reap the benefits by signing new contracts.”

President of İstanbul Chamber of Commerce, İbrahim Çağlar highlighted that İstanbul will

present itself as the hub and bridge that connects 57 countries with a mere 4-hour flight. It also has a very attractive offer: overseas buyers who spend USD 1 mln+ for property purchase in Turkey will be granted citizenship, allowing them to fully enjoy the perks of İstanbul as a true local.

### Turkish Citizenship via USD 1 mln real estate investment

İbrahim Çağlar highlighted that overseas buyers who spend USD 1million+ for property purchase in Turkey will be granted Turkish citizenship and added: “İstanbul continues to be a very attractive location for real estate investment thanks to the low price per m<sup>2</sup> and offers many advantages. It is never too late to invest in İstanbul: A residential or commercial real estate purchase in İstanbul has dual return potential for the global investor – on one hand the significant return in capital gains and on the other the opportunity to obtain Turkish citizenship through your real estate purchase, by way of the recently effected legislation.”



SOURCE İSTANBUL DEVELOPMENT AGENCY



GENERAL  
DIRECTOR OF  
EMLAK KONUT  
REIT INC.

**MURAT  
KURUM**

## TURKEY'S LARGEST REAL ESTATE INVESTMENT COMPANY EMLAK KONUT, AIMS TO SELL 9900 UNITS IN ITS PROJECTS AND REACH 453 MLN EUROS NET PROFIT IN 2017

*Emlak Konut, Turkey's largest real estate investment company by its market value and the size of the land bank & projects, continues to build the most innovative projects of Turkey and affects whole of Turkey. Its brand value is based on more than 60 years of experience and completed numerous projects with success. So far, Emlak Konut REIC has finalized approximate 127.000 units' tender during 14-year period since 2003. Since its establishment up to date, the Company leads to use environment conscious technology in its all projects and breaks new ground.*

*Emlak Konut has completed a successful year of 2016 with a total estimated sales value of 1,62 billion Euros and a minimum guaranteed Company share of 574 million Euros in 7 revenue sharing model tenders. The Company owns 9,9 million square meters of untendered land plots in value of 1,38 billion Euros in their portfolio has high expectations for 2017.*

*Emlak Konut REIC growing with the public offers further strengthened its place among Turkey's most powerful companies with 957 million Euros paid-in capital. Emlak Konut REIC targets to reach an approximate*

## FACTS and STATS

### TOURISM, CULTURE AND EDUCATION

NUMBER OF TOURISTS: **9,200,000**

BREAKDOWN BY COUNTRY:

**Germany 10.9 % , Iran 7.0 % , Saudi Arabia 5.2 % , England 4.0 % , France 3.9 % , USA 3.5 % , Russia 3.2 % , Ukraine 3.1 % , Iraq 3.0 % , Holland 2.8 %**

ACCOMMODATION FACILITIES: **471**

5 STAR HOTELS: **93**

NUMBER OF BEDS: **150,000**

CAFES AND RESTAURANTS: **105,000**

MUSEUMS: **54**

MOVIE THEATERS: **778**

THEATRE HALLS: **224**

UNIVERSITIES: **56**

NUMBER OF STUDENTS: **680,000**

### TRANSPORT

AIRPORTS: **Atatürk Airport, Sabiha Gökçen Airport, 3. Airport Under Contractions**

DEPARTURES AND ARRIVALS: **696,000**

NUMBER OF PASSENGERS: **89,651,543**

3. AIRPORT CAPACITY: **150,000,000**

UNDERWATER TUNNELS ACROSS THE CONTINENTS: **Marmaray, Avrasya**

UNDERWATER TUNNELS PASSENGER CAPACITY: **62,000,000**

SEA VESSELS THROUGH BOSPHORUS: **42,000,000**

MOTOR VEHICLES: **3,800,000**

*total sellable area of 1,3 million m<sup>2</sup> and total sales value of 2 billion Euros for all units in its ongoing and pipeline projects in 2017. Emlak Konut REIC expects a net profit of 453 million Euros for the same year as well.*

*Emlak Konut REIC steps to the future with strong determination and increasing momentum under its people-oriented corporate philosophy since its foundation. It approaches to the goal of becoming a proudly referred global player for this country day by day.*



# BIG

BEYOĞLU INVESTORS GROUP  
HEART OF ISTANBUL

10 KARAKÖY  
A MORGANS ORIGINAL



AKPLAZA



BİLGİLİ  
HOLDİNG



CVK PARK BOSPHORUS HOTEL  
İSTANBUL



LAZZONI  
HOTEL



METROPOLİTAN HOTELS  
ANKARA | İSTANBUL

nef



Piyalepaşa  
İSTANBUL





MAYOR OF  
BEYOĞLU,  
AHMET MISBAH  
DEMİRCAN



# BEYOĞLU

## Welcomes International Investors With 6 Major Projects To Build Its Future

**B**eyoğlu has long been a medley of religions and cultures, and proved itself as a great example of an interfaith and intercultural neighborhood that welcomes a dialogue among civilizations not only for İstanbul but also on a national and global scale. As Mayor of Beyoğlu,

Ahmet Misbah Demircan puts it; diversity allows a rich culture, and acts as a platform to foster flourishing new ideas.

Beyoğlu reinvents itself with the strength of its glorious past, and walks to its future with a confidence that is deeply connected to its diverse fabric and rich

heritage. With investment value in the range of TRL 850 mln to 4.5 bln each, these 6 major projects, developed by an experienced team led by the Mayor of Beyoğlu, Ahmet Misbah Demircan, will realize total of USD 10 bln investment in the next 3 years. The most prominent of the Beyoğlu

# TAKSİM 360

OFFICE / RESIDENCE

TO LIVE İSTANBUL  
LIVE IN TAKSİM 360



f t i /Taksim360



ÇALIK GAYRİMENKUL

+90850 360 0 360 [www.taksim360.com.tr](http://www.taksim360.com.tr)





development efforts include Galataport; with living spaces around two marinas, Haliçport, with three 5-star hotels, Taksim 360 Project; positioned at the very well known Tarlabası area of Beyoğlu and projected to have a mix of hotels, shopping

## OUR TARGET IS TO MAKE BEYOĞLU SHINE

35 investors working in the related localities. Showcasing

connotations that might have been formed in people's minds due to recent events. In the words of Mayor Demircan; "We have shown that we have full confidence in the potential and future of our country, and we invite all individual and corporate investors to İstanbul and to its trademark district, Beyoğlu." Mayor Demircan kindly shared with us his insights and elaborated on the details of a series of redevelopment projects to realize a total of USD 10 bln investment in the next 3 years...

*Dear Mayor, Beyoğlu is the most dynamic district in İstanbul in terms of urban tranformation, you call it the "Grand Transformation". Could you please detail the projects within scope of the "Grand Transformation"?*

There is a large scale transformation in Beyoğlu with some major projects. This transformation aims to conserve the diversity of the district, as it is part of our heritage and identity, yet take a step forward to ensure we have a strong future. It is a major redevelopment push to respond to the needs and



TAKSİM 360 PROJECT

malls, office buildings and residential units, Piyalepaşa; a great example of mixed-use development that blends residential and commercial units, serviced apartments, hotels, and a high street. These projects are all designed to tap Beyoğlu's full potential and help "transform" it into a cleaner, safer, more attractive and inviting district with a sense of pride. The City's push to revitalize Beyoğlu includes redevelopment efforts for the vast pieces of land in Okmeydanı and Sötlüce Örnektepe. Spearheaded by Mayor Ahmet Misbah Demircan, these two projects are undertaken by the Beyoğlu Investors Group (BIG), which is an umbrella organization bringing together

Galataport, Haliçport, Taksim 360, Piyalepaşa İstanbul, Sötlüce Örnektepe and Okmeydanı projects to meet their potential global investors at MIPIM 2017, Mayor Demircan and BIG highlight how these efforts will accelerate the uptake of İstanbul's promotion activities by way of promising solutions right from the heart of the city. These efforts are also instrumental in eliminating the negative

PIYALEPAŞA İSTANBUL PROJECT





expectations of our residents.

Beyoğlu is home to major urban transformation projects like Galataport, Haliçport, Taksim 360 Project, Okmeydanı, Piyalepaşa İstanbul and Sötlüce Örnektepe. Each of these projects create value for the district. We are very careful to preserve the soul of our cities, and want to recreate the vibrant neighborhoods that thrive, complete with their mosques, schools and health facilities.

Despite all unfortunate events, we are confident. We have a strong pipeline with USD 10 bln worth of investment to be complete within the next 3 years. These new developments have generated over 110,000 new jobs, increasing our registered workforce from 80,000 to over 190,000 workers in twelve years.

*When the “Grand Transformation” is complete, how will Beyoğlu’s new silhouette shape up? And what sort of opportunities does the “Grand Transformation” pose for international investors?*

In essence, change and transformation are never ending. In terms of urban renewal,

Beyoğlu is on the move, with a vibrant new Beyoğlu rapidly taking shape. We continue our efforts for Beyoğlu’s resurgence through the adaptive reuse of underutilized properties, infrastructure improvements, increasing district’s residential base, offering social advantages for the residents, shining on the arts and culture, as well as providing tools, and business assistance ensuring positive impact on economic indicators and accelerate growth. We also want to maintain the character and feel of Beyoğlu, pay homage to its rich historical heritage. Our target is to make Beyoğlu shine; shine in such a way that no tourist leaves the country without seeing Beyoğlu. This is a winning picture I am depicting - international finance companies would want to be part of this win-win economy by

“ WE HAVE A FANTASTIC RANGE OF HOTELS IN BEYOĞLU OPERATED BY LEADING INTERNATIONAL CHAINS – AND THE NUMBER IS SET TO INCREASE ”

way of opening branches here, and more real estate businesses would set up shop.

We have a fantastic range of hotels in Beyoğlu operated by leading international chains– and the number is set to increase.

*Beyoğlu attracts considerable attention and is a popular choice for overseas nationals considering to buy property in Turkey. How will the urban renewal and transformation projects effect this popularity do you think?*

Turkey has been receiving considerable attention in the recent years, there is particular interest for branded projects from Gulf nationals and businesses wanting to purchase property here in Turkey. The Law of Reciprocity allows for nationals of foreign countries to purchase property in Turkey and for Turkish nationals to buy real estate in those countries. This is further complemented with the citizenship by investment program, those who purchase real estate above a certain amount will be entitled to apply for Turkish citizenship. While İstanbul has always been in demand, research shows that Gulf investors particularly prefer to be close to the heart of the city, i.e. Taksim area. Upon successful completion of works under construction, this demand is set to further surge.

*Beyoğlu has such a special appeal for tourists. Do you have any plans to boost the area and its tourism potential?*



# OKMEYDANI REGION URBAN REGENERATION PROJECT





## BEYOĞLU IS REBORN WITH NEW PROJECTS

Mayor of Beyoğlu, Ahmet Misbah Demircan leads the Beyoğlu Investors Group (BIG), an umbrella organization that brings together 35 investors and coordinates the urban transformation efforts in Beyoğlu district. BIG projects cover not only Istanbul but also the whole country with groundbreaking examples of urban transformation, among which we can cite Galataport Project, Taksim 360 Project, Haliçport Project, Piyalepaşa İstanbul, Okmeydanı Project, Sütlüce Örnektepe Project; pioneering projects that are also showcased in MIPIM, to complement the promotion efforts of Istanbul.

### **GALATAPORT PROJECT:** TRL 4.5 BLN INVESTMENT

AND 7 MLN VISITOR CAPACITY GALATAPORT, the only cruise port in İstanbul eligible to be designated as tourist class, has space allocated for 200 stores, food and beverage outlets (47,000 m<sup>2</sup>), offices (43,000 m<sup>2</sup>) and port terminals (20,000 m<sup>2</sup>) on a total of 375,000 m<sup>2</sup> land. The TRL 4.5 bln project aims to attract 7 mln visitors and 3 mln cruise passengers per year.

Galataport will provide 5,000 jobs during construction and 4,500 employment during the operation period.

### **TAKSİM 360 PROJECT:** USD 500 MLN INVESTMENT

FOR A NEW AND AMBITIOUS LIFE Taksim 360 Urban Renovation Project is a piece of fresh air for Beyoğlu, opening the gates to a new and assertive life. Undertaken by Gap Construction and Çalık Real Estate under leadership of Beyoğlu Municipality, the USD 500 mln project on 20,000 m<sup>2</sup> land will accommodate a mix of 952 residential and commercial units, a boutique hotel, and various bed and breakfast facilities in 9 blocks. Price per m<sup>2</sup> is USD 7,500.

### **HALIÇPORT PROJECT:** MARINA AND HOTEL

INVESTMENT is set to open Beyoğlu to tourism with TRL 850 mln investment. Haliçport will entail 2 marinas with capacity for 70 boats each, 3 piers and three 5-star hotels, planned to have 100, 200 and 1,400 beds respectively, to be operated by international hotel chains.

### **PIYALEPAŞA İSTANBUL:** USD 800 MLN INVESTMENT

FOR A BRAND NEW LIFE comes alive with USD 800 mln USD investment. Described as the first and biggest urban transformation project to be realized by private sector, Piyalepaşa has total land of 82 decaire land. Construction of the project will be undertaken by Piyalepaşa Real Estate. The mixed-use development is slated to include residential units, serviced apartments, office space, hotel and a high street for shopping. It will feature 760 residential units ranging between 55 m<sup>2</sup>-207 m<sup>2</sup> and 190 serviced apartments.

### **OKMEYDANI PROJECT:** ONTO A MODERN LIFE

was a high risk area, similar to Örnektepe. Planned construction of 4,250,000 m<sup>2</sup> will be undertaken on a 123.5-hectare land. Planned occupied space is 2,850,000 m<sup>2</sup>, 1,750,000 m<sup>2</sup> will be distributed to shareholders and the rest will be for the use of investor. The project is the largest of its kind in Turkey.

### **SÜTLÜCE ÖRNEKTEPE PROJECT:** A MODEL PROJECT

is a pilot project of Municipality of Beyoğlu in partnership with TOKİ. After Örnektepe was declared a high risk zone, an earthquake safe project was designed to redevelop the 25-hectare land in various stages. Stage 1 will involve parking lots, plant room, and shelters on total construction area of 70,424 m<sup>2</sup>, 34,284 m<sup>2</sup> of which will be occupied. While 25,491 m<sup>2</sup> will be distributed to shareholders, the rest will belong to the investor.

The thriving social and cultural life is part of Beyoğlu's DNA; it is part of our identity. It has immense economic value for our district as well the whole country, therefore the arts, culture and tourism sectors are extremely important and dear to our heart. We have boosted Beyoğlu's tourism offering by adding 40,000 new beds and 11,000 new facilities in the last 10 years.

Narmanlı Han in Tünel Square is an exciting project for many reasons and has so much added value for tourism: Built in the first half of 19th century, the iconic Narmanlı Han witnessed

facilities built above the Roman Gardens is spectacular.

In terms of projects in progress, I should probably also mention Madame Tussauds, which we expect to have a very positive effect on our tourism appeal.

Grand Pera stands at the heart of Beyoğlu, on İstiklal Street. It is a new generation lifestyle center where one can find anything and everything from cultural activities, arts, entertainment, fashion and gastronomy. Grand Pera, or Cercle d'Orient as it was known historically, will also be the home to 800-seat Emek Movie Theater, with 1,250 m<sup>2</sup> foyer area,



**GALATAPORT PROJECT**

many events during its 170 years of existence. Its currently ongoing renovation is expected to finish soon, and the glory of this iconic building will be there to be seen and experienced.

We have invested heavily in Cihangir, a locality of significance for residents and tourists alike. We still have some more work to do in Cihangir but have so far completed our landscaping project and in my opinion the social

capacity of 1,400 people and total of 8 halls. It will be a major center of attraction for İstanbul and Turkey alike. Madame Tussauds Museum will also be based within Grand Pera. Offering a wide range of activities, Grand Pera will be reinvigorating the spirit of Beyoğlu, for it to be once again the national and international stage of honor to host the best examples of local and international art in line with contemporary standards.

## 35 MEMBERS OF BIG AT MIPIM WITH 47 PROJECTS

Beyoğlu Investors Group (BIG) will be at MIPIM 2017 showcasing 47 projects, as the umbrella organization under the leadership of Municipality of Beyoğlu, and representing its 35 member companies investing in Beyoğlu. 35 member companies creating value for Beyoğlu are as follows: Akdağlar, Akfen, Ak-Ka, Akkanat, Amplio, Arkon İnşaat, Bilgili Holding, Berkolon, Cher Hotel, Ciner Holding, CVK, Çalık Gayrimenkul, Ege Yapı, Ekşioğlu, Erkul, Esta Construction, Fitas, Global Gayrimenkul, Haliçport, İpek İnşaat, Kapital, Kıptas, Krea Gayrimenkul, Maksem, Metropolitan, Meydanbey, Nar Yatırım, Naz Otel, Nef Gayrimenkul, Ofton İnşaat, Özak GYO, Polat Holding, Polimeks, Seba İnşaat and TOKİ.





# ÖRNEKTEPE DISTRICT URBAN REGENERATION PROJECT





# Piyalepaşa

— İSTANBUL —



## Feel the Passion at the Heart of İstanbul

*An exceptional lifestyle, walking distance from the Golden Horn...*

Piyalepaşa İstanbul will be built in the most central location of downtown city, with the quality assurance that comes with the Polat's 60 years of experience. Piyalepaşa İstanbul will be a mixed-use project with total built-up area of 450,000 m<sup>2</sup>, that blends a combination of residential with private flats and residences, commercial with offices and a Shopping Street that consists of independent shops and a chain brand hotel where those functions are physically integrated with pedestrian connections in order to offer all its residents the vibrancy and energy of a true neighborhood lifestyle.

The ideal address for investors, the project is located only a few minutes away from the most popular and major İstanbul districts, such as Taksim, Nişantaşı and Beşiktaş.

**Visit us at MIPIM, Stand No: R7.C24**

# P O L A T

[piyalepasa.com.tr](http://piyalepasa.com.tr)

+90 (850) 622 04 04 | +90 (212) 212 04 04





**AZİZ  
TORUN**  
GYODER  
CHAIRMAN



# WHO IS GYODER?

## GYODER – Field of activities

- **Turkish Real Estate Summits:** organized annually by GYODER since 2000, have become the sector's traditional meeting and idea sharing events with their international participants.
- **Developing Cities Summit (Bursa, Konya, Gaziantep, İzmir, Samsun, Kayseri, Balıkesir):** Presenting investment opportunities in developing cities in Turkey to both national and international real estate professionals. GYODER also organizes 'Developing Cities Summit'.
- **Conferences (Housing Finance and Turkey, Becoming a REIT, etc.)**
- **Road Show (London)** was held on November 2012.
- **International Events (Cityscape Global Dubai, MIPIM, Expo Qatar by Turkey)**
- **GYODER Academy:** Organises the first MBA in Real Estate Programme in Turkey and Educational Programmes like The Approaches on the Process of Urban Transformation, Renovation and the Mega Projects, International Green Building Certification Systems,

Real Estate Feasibility, etc.)

- Publishes monthly "New Home Price Indices" in cooperation with REIDIN
- Publishes quarterly "Real Estate Reports"
- Research Reports and Publications
- Press Meetings

## Members' profile *more than 270 members*

- REIT's, Project Developers, Construction, Architecture, Contractors, Consultancy, Appraisers, Banking, Finance, Insurance, Retail, Service, Law, Media, Investors

## GYODER Committees

- International Relations Committee
- Event, Organization and Membership Development Committee
- Education and Publication Committee
- Law, Legislation and Sectoral Knowledge Production Committee
- Real Estate Research and Report Production Committee
- Sustainability and Green Buildings Committee
- Tourism and Tourism Investments Committee

GYODER (The Association of Real Estate and Real Estate Investment Companies)

GYODER is "the Association of Real Estate and Real Estate Investment Companies" was established in 1999 for the purpose of encouraging the development of the real estate industry in Turkey.

GYODER has more than 270 members ranging from project developers, consulting companies, REICs to appraisers, and constructing companies.

It aims to foster real estate standards, supports for the growth of the real estate sector, generates cooperation between all local authorities, relevant state bodies, private institutions & academics, contributes to the improvement of the legislation regulating the real estate sector "such as Law on the protection of the consumer, zoning plans, communicate on REICs, VAT Law, Corporate Tax Law."



**ANTHONY KHOI**  
President & Ceo Of Aerium Turkey



## LEADING INVESTMENT AND DEVELOPMENT MANAGER OF COMMERCIAL REAL ESTATE IN TURKEY AND EUROPE

Founded in 2003, ÆRIUM is an independent pan-European real estate investment manager, headquartered in Luxembourg, with offices in London, Paris, Geneva, Frankfurt, Milan, Stockholm and İstanbul.

With over €5 billion under management throughout Europe and Turkey, ÆRIUM ranks amongst the leading independent platforms in Europe.

ÆRIUM has launched 16 closed-ended funds since 2003, and also manages separate account mandates

for long-term institutional investors.

During the last decade, Ærium has achieved an exceptional track record and has found unrivalled success in managing and developing its portfolio of properties through proactive asset management strategies.

In 2005, Ærium became one of the first foreign investors to purchase Turkish commercial properties. In 2016, Ærium Turkey's asset value represents over €700 million in property.

"A key factor behind Ærium's success is 'thinking global, acting local and executing strategy with highest quality. We are looking for more regional specificity and less global uniformity'", says Mr. Anthony Khoi, President and CEO of Ærium Turkey.

With a 25 years history of generating growth, Ærium has proven it is not only a market pioneer, but also a leader and expert in Turkey's shopping center sector.



**ANKARA PARK CITY SHOPPING CENTER**

## OUR PORTFOLIO IN TURKEY

### Existing centers

- CarrefourSA Icerenkoy Shopping Center
- CarrefourSA Bursa Shopping Center
- Palm City Mersin Shopping Center
- Batıkent Galleria Shopping Center
- CarrefourSA İzmit Shopping Center
- CarrefourSA Haramidere Shopping Center

### Future projects under development

- Bursa Nil City
- Ankara Park City
- İzmit Town Center

## AERIUM TURKEY

REAL ESTATE  
PROPERTY INVESTMENT

Date of Foundation  
**2003**

**ANTHONY KHOI**  
*President & Ceo Of Aerium Turkey*

**YAĞMUR YAŞAR**  
*CFO of Aerium Turkey*

### Awards

- Global RLI Awards: Highly Commended on "Future Projects " for Park City Ankara Shopping Center, in 2016
- Hermes Awards for CarrefourSA İçerenköy Shopping Center, in 2016
- Stevie Awards for CarrefourSA İçerenköy Shopping Center, in 2016
- European Property Awards: "Best Retail Development" and "Commercial Redevelopment/Renovation" Awards for Palm City Mersin Shopping Center, in 2015
- Global RLI Awards: "Best Future Project " for Town Center İzmit in 2014
- RLI Special Jury Award: "Best Worldwide Shopping Center Renovation" for Palm City Mersin Shopping Center, in 2013
- Real Estate Europe Magazine Awards: "Visionary Developer of the Year in Europe" in 2012

Employees Number  
**100**

Contact At MIPIM  
**ANTHONY KHOI**  
**akhoi@aerium.com**

Phone At MIPIM  
**+33 609 769 829**

### **ÆRIUM Turkey**

**A.** Terrace Fulya Center 2 D: 40 Hakkı Yeten Caddesi Teşvikiye 34365 Şişli İstanbul, TURKEY  
**P.** +90 212 215 50 95

### **ÆRIUM Luxembourg**

**A.** 6A, route de Treves L - 2633 Senningerberg, Luxembourg  
**P.** +352 26 94 81 1

### **ÆRIUM United Kingdom**

**A.** 49 Grosvenor Street W1K 3HP London, UK  
**P.** +44 (0) 207 838 7900

**W.** [www.aerium.com](http://www.aerium.com)





**VEDAT AŞCI**  
Chairman of the Board

# ASTAS HOLDING

## DEVELOPER OF EXCLUSIVE LIFESTYLES

The cradle of many civilizations, Turkey, with its dynamic market and amazing unique opportunities, has become a core destination for the international investors in every field.

İstanbul is an extremely attractive hub for leisure and business around the region with its history, natural setting, diversified entertainment and commercial potential.

On the other hand, Bodrum on the Aegean coast of the country is developing remarkably fast as the newest affluent Mediterranean resort destination.

Contributing to this growth, in cooperation with superior global brands, Astas Holding delivers outstanding real

estate developments offering the ultimate luxury in design, elements and lifestyle for discerning local and international individuals.

Some of the projects Astas is proud to have created at exclusive prime locations in İstanbul and Bodrum are as follows:

- Kempinski Residences Astoria İstanbul
  - Bellevue Residences İstanbul Managed by Kempinski
  - Maçka Residences İstanbul Interior Design by Armani/ Casa Managed by Kempinski
  - Astoria Offices İstanbul
  - Astoria Shopping and Lifestyle Centre İstanbul
  - Mandarin Oriental, Bodrum
  - The Residences at Mandarin Oriental, Bodrum
- Astas is currently developing

the Mandarin Oriental Bosphorus, İstanbul at Kuruçeşme, one of Europe's most exclusive addresses directly on the Bosphorus shores, which is planned to open in late 2018.

Further, the company is working on select new residential and regeneration projects in İstanbul's most prestigious districts and considering prime projects in other key Turkish and International locations.

With its 37 years of experience and strong international ties, Astas Holding is committed to raising the bar in quality standards, design, environmental sustainability, comfort and service in new pioneering projects.



## THE RESIDENCES AT MANDARIN ORIENTAL, BODRUM

The Residences at Mandarin Oriental, Bodrum is one of the Mediterranean's most prestigious resort properties, forming part of the internationally renowned Mandarin Oriental in Bodrum, a super prime destination often referred to as the new Saint-Tropez by the international jet-set.

Branded and operated by Mandarin Oriental Hotel Group, one of the world's leading hotel groups, located on a 600,000 sqm waterfront site, with 2.5 kms of shoreline and three private beaches, the development welcomes its sophisticated residents and guests at Cennet Koyu (Paradise Bay), known for its turquoise sea.

The Residences at Mandarin Oriental, Bodrum, comprises 96 beautifully designed holiday villas and 116 residences, redefining luxury Mediterranean lifestyle, combining all the comforts of a private home with the unsurpassed amenities of Mandarin Oriental, indulging guests and home owners with its award-winning services and Spa, offering variety of amazing restaurants and bars with Turkish, Italian, Japanese cuisines and many more.

The villas and the residences, designed by world leading architects, have breath-taking views of the Aegean Sea and are surrounded by ancient olive groves and pine trees. The villas, with infinity pools, range between 560, 640 and 760 sqm and the residences between 204 - 447 sqm.

## ASTAŞ HOLDING

REAL ESTATE DEVELOPMENT,  
BUSINESS, CONSTRUCTION

Date of Foundation  
**1980**

**VEDAT AŞCI**  
*Chairman of the Board*

Completed Projects  
Kempinski Residences Astoria İstanbul,  
Bellevue Residences İstanbul Managed  
by Kempinski, Maçka Residences İstanbul  
Interior Design by Armani/Casa Managed  
by Kempinski, Mandarin Oriental Bodrum,  
The Residences at Mandarin Oriental Bodrum,  
Astoria Shopping Center İstanbul

New Projects under Construction  
Mandarin Oriental Bosphorus İstanbul

Awards  
Condé Nast Traveller UK – Readers' Travel  
Awards 2016, World Luxury Spa Awards,  
LEED Gold Certification 2016, European  
Hotel Design Awards – Best New Build  
Architecture 2015, European Hotel Design  
Awards – Best Spa 2015, Robb Report  
– Best of The Best 2015 Award, The  
Independent – One of the Recommended  
Beach Holidays 2015

Year of Creation Project  
**2012**

Employees Number  
**2200**

Latest Revenue  
**1.3 billion \$**

Contact At MIPIM  
**TUNCAY AŞCI**  
**ta@astas-holding.com**

Phone At MIPIM  
**+90 (532) 212 24 76**

**A.** Büyükdere Cad. No:127 Astoria Kuleleri B  
Blok K: 25 34394 Esentepe, İstanbul, TURKEY  
**W.** [www.astas-holding.com](http://www.astas-holding.com)  
**E.** [info@astas-holding.com](mailto:info@astas-holding.com)  
**P.** +90 (212) 215 20 20



## PROVEN SUCCESS IN THE ARTS OF SHOPPING CENTER LEASING AND MANAGEMENT

CEFIC consulting company is operating in Europe since 1986 and in Turkey since 1994. The company is providing service with an international know-how and tailored solutions to strongly support investors, developers and tenants for the most efficient results in growth and added value. With its team of 85 professionals, CEFIC manages over 500,000 sqm GBA of shopping centers and commercial properties in Turkey.

CEFIC supports its clients in investment, development, design, leasing, property and facility management, as well as sales, marketing & promotion of shopping centers and commercial properties. Its deep market knowledge and experience have established CEFIC as the leading expert in its field in Turkey.

CEFIC is highly recognized by the industry with one of the best track records for accomplished achievement during the past 23 years in the Turkish market.

### FIELDS OF ACTIVITIES

- Leasing and Marketing Management
- Investment and Project Development Consultancy
- Commercial Real Estate and Shopping Center Management
- Facility and Security Management
- Transaction and Investment Advisory





## CARREFOURSA BURSA SHOPPING CENTER

## OUR PORTFOLIO

### Existing centers

- CarrefourSA Içerenköy Shopping Center
- CarrefourSA Bursa Shopping Center
- Palm City Mersin Shopping Center
- Batıkent Galleria Shopping Center
- CarrefourSA İzmit Shopping Center
- CarrefourSA Haramidere Shopping Center
- CarrefourSA Bayrampasa Shopping Center
- Van Shopping Center

### Future openings

- Ege Perla Shopping Center
- City Center Esenyurt
- Spring Mall

### Projects under development

- Bursa Nil City
- Ankara Park City
- İzmit Town Center

## CEFIC

### PROPERTY MANAGEMENT

Date of Foundation  
1994

**ANTHONY KHOI**  
*President & CEO of CEFIC*

**YAĞMUR YAŞAR**  
*General Manager of CEFIC*

**THIERRY ANTONETTI**  
*COO of CEFIC*

### Awards

- Global RLI Awards: Highly Commended on "Future Projects" for Park City Ankara Shopping Center, in 2016
- BID Awards: "Century International Quality Era Award" for Cefic, in 2016
- Hermes Awards for CarrefourSA İçerenköy Shopping Center, in 2016
- Stevie Awards for CarrefourSA İçerenköy Shopping Center, in 2016
- European Property Awards: "Best Retail Development" and "Commercial Redevelopment/Renovation" Awards for Palm City Mersin Shopping Center, in 2015
- Global RLI Awards: "Best Future Project" for Town Center İzmit in 2014
- RLI Special Jury Award: "Best Worldwide Shopping Center Renovation" for Palm City Mersin Shopping Center, in 2013
- Real Estate Europe Magazine Awards: "Visionary Developer of the Year in Europe" in 2012

Employees Number  
100

Contact At MIPIM  
**YAĞMUR YAŞAR**  
[yagmur.yasar@ceficturkey.com](mailto:yagmur.yasar@ceficturkey.com)

Phone At MIPIM  
**+90 (533) 922 32 24**

**A.** Esentepe Mah. Büyükdere Cad. Astoria Kuleleri Kat:10 A Blok No: 127 34394 Esentepe, Şişli, İstanbul, TURKEY

**W.** [www.ceficturkey.com](http://www.ceficturkey.com)

**E.** [contact@ceficturkey.com](mailto:contact@ceficturkey.com)

**P.** +90 0212 327 11 40



## ESAS PROPERTIES FOCUS ON THE INVESTMENT OPPORTUNITIES IN TURKEY AND ABROAD

Esas Properties, founded in 2009 in order to provide the most precise service and to meet the expectations of its customers in the best and most professional way with big investments all around the world, started its business by making investments in commercial real estate projects.

Until today, Esas Properties has been managing a national and international real estate portfolio of 1.5 billion dollar in total.

Esas Properties have significant commercial real estate company with investments in Turkey, UK, USA, Belgium, Germany and

Holland, right after 6 years of its establishment.

By making investments in real estate projects in different fields and different geographical regions, the company will be controlling a rentable area of 750.000 m<sup>2</sup> as of 2018.

Esas Properties have 4 Shopping Centers, 3 offices and 1 hospital in Turkey. In addition, there are 3 Shopping Center investments in Balıkesir, Adana and Lüleburgaz, which are in construction stage.

The new shopping malls are scheduled to open in 2018.

Esas Properties, with new projects, provides

employment to almost 8000 employees in Turkey alone, and aims to welcome 35 million visitors annually.

Esas Properties continues to make new investments, create jobs and add value to its stakeholders through new projects.

With a strong brand value, confident investment understanding and almost 500 tenants, the company closely follows national and international real estate opportunities.

Esas Properties is one of the dynamic and innovative corporations, which focuses on the investment opportunities in Turkey and abroad.

EXPERIENCE  
WORLDWIDE



## ESAS PROPERTIES' SHOPPING MALL AND LIVING CENTERS

Esas 01 Burda is a shopping mall located in Adana, Turkey. Esas Properties' new investment Esas 01 Burda has; 15,000 m<sup>2</sup> shopping area, 4,500 m<sup>2</sup> dining area with cafes and restaurants, entertainment center and cinema complex with 10 movie theater.

Esas 10 Burda is a shopping mall located in Balıkesir, Turkey. Esas 10 Burda has approximately 150 stores, consisting of a diverse range of shopping categories and a full range of brands.

Esas 39 Burda is a shopping mall located in Lüleburgaz, Turkey. Esas 39 Burda shopping mall aims to create social life spaces for the people of Lüleburgaz.

41 Burda is a shopping mall located in Kocaeli, Turkey. Esas Properties' investment 41 Burda is the biggest shopping and life center in Kocaeli.

Esas 67 Burda is a shopping mall located in Zonguldak, Turkey. Esas 67 Burda has approximately 62 stores, consisting of a diverse range of shopping categories and a full range of brands.

Esas 17 Burda is a shopping mall located in Çanakkale, Turkey. Esas 17 Burda has 2.000 m<sup>2</sup> food-court and 700 m<sup>2</sup> cafe&restaurant area, 1.500 m<sup>2</sup> electronic market, 6.500 m<sup>2</sup> fashion stores 2.400 m<sup>2</sup> hypermarket, 1.750 m<sup>2</sup> entertainment center and cinema complex with 10 movie theater.

Esas 14 Burda is a shopping mall located in Bolu, Turkey. Esas 14 Burda is an eco-friendly and energy sensitive shopping mall.

**R7.G15**

## ESAS PROPERTIES PROPERTIES

Date of Foundation  
**2009**

**KAZIM KÖSEOĞLU**  
*CEO-Board Member Esas Properties*

Completed Projects  
**41 Burda AVM, Esas 67 Burda AVM, Esas 17 Burda AVM, Esas 14 Burda AVM**

New Projects under Construction  
**Esas 01 Burda AVM, Esas 10 Burda AVM, Esas 39 Burda AVM**

Year of Creation Project  
**2018/2018/2018/2016**  
**2015/2015/2015**

Employees Number  
**1800-2000/1500/850**  
**2500/850/2000/1000**

Contact At MIPIM  
**İREM SABUNCU**  
**irem.sabuncu@esasgayrimenkul.com.tr**

Phone At MIPIM  
**+90 (532) 345 23 24**

**A.** Esas Plaza, Rüzgarlıbahçe Mah. Kavak Sok No: 29 34805 Kavacık, İstanbul, TURKEY  
**W.** [www.esasgayrimenkul.com.tr](http://www.esasgayrimenkul.com.tr)  
**E.** [info@esasgayrimenkul.com.tr](mailto:info@esasgayrimenkul.com.tr)  
**P.** +90 0216 681 85 11





**YILDIRIM GRDAL**  
Sales and Marketing Manager



## A QUARTER OF CENTURY WITH THE ENTHUSIASM AND COMMITMENT OF THE FIRST DAY

Founded by Mustafa Hasanoğlu in 1993, HASANOĞLU İNŞAAT works in construction and improvement works of infrastructure projects, residences, offices, universities, hospitals and public buildings as one of the key players of real estate and construction industry in its quest to combine technology of the future with aesthetics and functionality, with strong emphasis on "Quality and Trust". It has signed major projects by combining its 25 years of know-how and experience from its professional team and Group Companies with the economic breakthrough of our country.

Increasing in strength with projects successfully completed for private and public sectors, starting from its foundation, HASANOĞLU İNŞAAT, has achieved to be one of the leading companies in its sector with its innovative approach and high technology used in its project.

As a result of the R&D works and investments in the 2000s, where real estate and construction have rapidly developed, it has been an exemplary company in branding with "BANUEVLERİ" brand. Becoming a symbol of Bahçeşehir and the first project of the brand, "BANUEVLERİ BAHÇEŞEHİR", the company has added value

to the area. Adding pace to R&D works and investments with these successes, the company continues to realize "BANUEVLERİ" branded residences in developing areas and various public investments.

Apart from its value adding large projects in Turkey, HASANOĞLU İNŞAAT also continues supporting social responsibility projects in education, environment, culture, art and health through MUSTAFA HASANOĞLU FOUNDATION. It aims to provide more benefits to its country and nation with the leading role it assumes in Turkey of the future and utilizes its resources in line with this goal.



**WE CONTINUE TO WORK WITH THE SAME “EXCITEMENT AND DISCIPLINE” OF OUR FIRST DAY WITH EVERY BRICK WE LAY, WITH EACH FLOOR WE COMPLETE AND WITH EACH PROJECT WE REALIZE.**

Signing innovative projects in its 25 years in construction industry, HASANOĞLU İNŞAAT continues its BANUEVLERİ branded projects adding value to İstanbul with BANUEVLERİ ISPARTAKULE 2 and BANUEVLERİ ISPARTAKULE 3.

BANUEVLERİ ISPARTAKULE 2, with a total of 51,000 m<sup>2</sup> construction area in Ispartakule, which has been a recent center of attraction in İstanbul provides high living standards with 220 residences in three different types in 4 blocks, 17 stores and all social reinforcements within the concept. It is placed among the mega projects of İstanbul with its location; 2 km to TEM highway, 20 km to Northern Marmara highway and 25 km to 3rd airport of İstanbul.

BANUEVLERİ ISPARTAKULE 3 Project, where deliveries continue, consists of first and only to provide hobby gardens with its 74 residences each facing south and 15 stores.

We, at HASANOĞLU İNŞAAT continue Concept and Project Development studies for our new projects consisting of luxury villas in Büyükçekmece and Zekeriyaköy as well as Residence and Commercial Areas in Ispartakule and Bahçekent.

## **HASANOĞLU İNŞAAT**

CONSTRUCTION AND  
REAL ESTATE

Date of Foundation  
**1993**

**YILDIRIM GÜRDAL**  
*Sales and Marketing Manager*

Completed Projects  
**Banuevleri Ispartakule 1, Banuevleri Bahçeşehir, Aydos Türk Evleri, Aydos Kanada Evleri, İğdaş Kartal Hizmet Binası, İstanbul Büyükşehir Belediyesi Merter Belediye Sarayı, İğdaş Yeşilköy Hizmet Binası**

New Projects under Construction  
**Banuevleri Ispartakule 2, Banuevleri Ispartakule 3**

Employees Number  
**50-100**

Contact At MIPIM  
**Ezgi YAMAN**  
**ezgi@hasanogluinsaat.com.tr**

Phone At MIPIM  
**+90 212 669 84 90-91**

**A.** Bahçeşehir 2. Kısım Mah. Banu Yolu  
Cad. Banu Evleri Sitesi, Firuze Çarşı. 34538  
Başakşehir, İstanbul, TURKEY  
**W.** [www.banuevleri.com.tr](http://www.banuevleri.com.tr)  
**E.** [info@hasanogluinsaat.com.tr](mailto:info@hasanogluinsaat.com.tr)  
**P.** +90 0212 669 84 90-91 / 444 93 13

## MIPIM 2017 TURKEY COMPANY INDEX

**A HABER**

(+90) 212 300 6666  
www.ahaber.com.tr

**AAREAL BANK AG - ISTANBUL BRANCH**

(+90) 212 349 0200  
www.aareal-bank.com

**ACCORHOTELS**

(+90) 212 414 3930  
www.accorhotels.com

**AERIUM TURKEY**

(+90) 212 215 5095  
www.aerium.com

**AHLATCI GROUP**

(+90) 364 224 6666  
www.ahlatcigroup.com

**AK ASSET MANAGEMENT**

(+90) 212 385 2700  
www.akportfoy.com.tr

**AKMERKEZ**

(+90) 212 282 0170  
www.akmerkez.com.tr

**ANADOLU AGENCY**

(+90) 212 513 1090  
www.aa.com.tr/en

**AND ANADOLU GAYRMENKUL**

**YATIRIMLARI A.S.**  
(+90) 216 574 1055  
www.anadolugrubu.com.tr  
**C14**

**ANTALYA METROPOLITAN MUNICIPALITY**

(+90) 242 249 5026  
www.antalya.bel.tr  
**R8.D24**

**APLEONA GVA TURKEY**

(+90) 212 273 0075  
**R7.G24**

**AREMAS REAL ESTATE MARKETING SERVICES**

(+90) 212 283 9394  
www.areas.net  
**C14**

**ASCIOGLU GROUP**

(+90) 212 215 5565  
www.ascioglu.com

**ASSAN REAL ESTATE**

(+90) 534 015 5435  
**P4.B1**

**ASTAS HOLDING**

(+90) 212 215 2020  
www.astas-holding.com  
**C14**

**AVCI ARCHITECTS**

(+90) 212 292 7909  
www.avciarchitects.com  
**P-1.E23**

**AYD-TURKISH COUNCIL OF SHOPPING CENTERS**

(+90) 212 353 5473  
www.ayd.org.tr

**BALIKESIR METROPOLITAN MUNICIPALITY**

(+90) 212 286 3052  
www.balikesir.bel.tr  
**P-1.G51**

**BEMES REAL ESTATE INVESTMENT INC.**

(+90) 212 215 2257  
www.bemes.com.tr

**BEYOGLU INVESTORS GROUP**

(+90) 212 444 0495  
www.beyoglusadamlarigrubu.com  
**R7.C24**

**BILFINGER REAL ESTATE TURKEY**

(+90) 212 273 0075  
www.realestate-tr.bilfinger.com  
**R7.G24**

**BLOOMBERG HT**

(+90) 212 313 6000  
www.bloomberght.com

**BOYTORUN ARCHITECTS**

(+90) 212 229 4770  
www.boytorunarch.com  
**P-1.F68**

**CELEN GROUP**

(+90) 212 358 3888  
www.celen.com.tr  
**R7.B19**

**CENGİZ CONSTRUCTION**

(+90) 216 554 5300  
www.cengizholding.com.tr

**CUSHMAN & WAKEFIELD**

(+90) 212 334 7800  
www.cushmanwakefield.com.tr  
**R7.G 9**

**ECZACIBASI PROPERTY**

**DEVELOPMENT AND INVESTMENT CO.**  
(+90) 212 371 7251  
www.eczacibasi.com.tr

**EFEKTA ARCHITECTS**

(+90) 212 266 5960  
www.efektanet.com  
**P-1.G61**

**EMLAK KONUT REAL ESTATE**

**INVESTMENT COMPANY**  
(+90) 216 579 1515  
www.emlakkonut.com.tr  
**C14**

**EMLAKTASONDAKİKA.COM**

(+90) 212 579 8999  
www.emlaktasondakika.com

**EMLAKWEBTV.COM**

(+90) 216 550 9638  
www.emlakwebtv.com

**ERIPARTNERS REAL ESTATE INVESTMENT**

(+90) 212 328 4000  
www.eripartners.com

**ESAS PROPERTIES**

(+90) 216 681 8511  
www.esas.com.tr  
**R7.G15**

**ESIN ATTORNEY PARTNERSHIP, BAKER &**

**MCKENZIE**  
(+90) 212 376 6400  
www.esin.av.tr  
**R7.F28**

**ESKİSEHIR METROPOLITAN**

**MUNICIPALITY**  
(+90) 222 211 5526  
www.eskisehir.bel.tr

**FERKO CONSTRUCTION TOURISM TEXTILE**

**AND TRADING INC.**  
(+90) 212 327 1736  
www.ferko.com.tr

**FİBA COMMERCIAL PROPERTIES**

(+90) 212 339 19 00  
www.fibacom.com.tr

**GYODER THE ASSOCIATION OF REAL**

**ESTATE AND REAL ESTATE INVESTMENT COMPANIES**  
(+90) 212 282 5365  
www.gyoder.org.tr

**GOZLEM GAZETESİ**

(+90) 232 441 5742  
www.gozlemgazetesi.com

**HALK REAL ESTATE INVESTMENT TRUST**

(+90) 216 600 1033  
www.halkgyo.com.tr  
**C14**

**HATAY METROPOLITAN MUNICIPALITY**

(+90) 326 214 9190  
www.hatay.bel.tr  
**P-1.H28**

**HERGUNER BİLGİN ÖZEKE ATTORNEY**

**PARTNERSHIP**  
(+90) 212 310 1800  
www.herguner.av.tr

**HILTON**

(+90) 532 505 0164  
www.hilton.com.tr

**HMF ASANSOR VE SERVİS**

**SAN. VE TİC. A.Ş.**  
(+90) 532 525 0462  
www.hmf.com.tr

**HURRIYET**

(+90) 212 449 6018  
www.hurriyet.com.tr

**İSTANBUL AIRPORT CITY**

(+90) 212 601 4100  
www.igairport.com  
**R7.A 4**

**İNSAAT & YATIRIM**

(+90) 212 288 6060  
www.insaatyatirim.com

**INVESTMENT SUPPORT AND**

**PROMOTION AGENCY OF TURKEY**  
(+90) 212 468 6900  
www.invest.gov.tr  
**C14**

**İSTANBUL CHAMBER OF COMMERCE**

(+90) 212 455 6000  
www.ito.org.tr  
**C14**

**İSTANBUL İMAR A.Ş.**

(+90) 212 274 1946  
www.imaristanbul.com  
**C14**

**İSTANBUL MINERAL**

**EXPORTERS' ASSOCIATION**  
(+90) 212 454 0508  
www.imib.org.tr  
**P-1.H16, P-1.J15**

**İSTANBUL MUNICIPALITY**

(+90) 212 455 13 00  
www.ibb.gov.tr

**JLL TURKEY**

(+90) 212 350 0800  
www.jll.com.tr

**KETENCİ&KETENCİ İLP**

(+90) 216 455 80 98  
www.ketencilaw.com

**KOCAELİ METROPOLITAN**

**MUNICIPALITY**  
(+90) 262 318 1643  
en.kocaeli.bel.tr  
**P-1.J10**

**KONE ASANSOR SANAYİ**

**VE TİCARET A.Ş.**  
(+90) 216 665 1666  
www.kone.com.tr

**KONYA METROPOLITAN**

**MUNICIPALITY**  
(+90) 332 221 1623  
www.konya.bel.tr

**KUZU GRUP**

(+90) 212 663 2666  
www.kuzugrup.com

**LAL REAL ESTATE APPRAISAL**

(+90) 312 236 2610  
www.laldegerleme.com.tr  
**R7.E68**

**MACE**

(+90) 549 524 6911

**MERGEN CONSULTING GROUP**

(+90) 212 709 9833  
www.mergenciconsulting.com

**MINISTRY OF ENVIRONMENT**

**AND URBANIZATION**  
(+90) 312 410 1000  
www.csb.gov.tr

**MONDİ KALENOBEL**

(+90) 212 465 7460  
www.kalenobel.com.tr

**NETWORKING TURKEY**

(+90) 212 225 4252  
www.gayrimenkulturkiye.com

**NG KUTAHYA SERAMİK**

(+90) 274 225 1209  
www.ngkutahyaseramik.com.tr

**NOVA GROUP HOLDING**

(+90) 212 912 1234  
www.novagroupholding.com C14

**NUROL REİT**

(+90) 212 286 8240  
www.nurolreit.com

**ONCUOGLU + ACP ARCHITECTURE**

(+90) 312 473 0905  
www.oncuoglu.com.tr

**OTIS ELEVATOR COMPANY**

(+90) 212 323 4411  
www.otis.com

**OZYAZICI İNS. LTD. STİ.**

(+90) 212 481 25 23  
www.ozyazici.com.tr  
**C14**

**PRIME MINISTRY INVESTMENT SUPPORT**

**AND PROMOTION AGENCY**  
(+90) 212 468 69 95  
www.invest.gov.tr

**PROPİN PROPERTY INVESTMENT**

**CONSULTANCY**  
(+90) 212 217 8555  
www.propin.org.tr

**PROPLAN PROJECT MANAGEMENT**

**& CONSULTANCY TRD. PLC.**  
(+90) 216 537 0687  
www.proplan-pmc.com  
**P-1.K72**

**PWC TURKEY**

(+90) 212 326 6060  
www.pwc.com.tr  
**R7.D30**

**REIDİN**

(+90) 212 347 5960  
www.reidin.com

**RONESANS GAYRİMENKUL YATIRIM A.Ş.**

(+90) 216 430 6000  
www.rgy.com.tr

**SABAH NEWSPAPER**

(+90) 212 354 3000  
www.sabah.com.tr

**SABRİ PASAYIĞIT ARCHITECTS**

(+90) 212 252 9005  
www.spdo.com.tr  
**P-1.M 8, P-1.N 7**

**SANKO HOLDİNG**

(+90) 212 410 45 00  
www.sanko.com.tr

**SARICI CONSULTİNG**

(+90) 533 541 1526  
www.sariciconsulting.com

**SCHİNDLER TÜRKELİ ASANSOR SANAS**

(+90) 212 276 8600  
www.schindler.com  
P-1.B50, P-1.C51

**SYSTEM CONSTRUCTION CO.**

(+90) 216 314 5870  
www.system.com.tr

**REPUBLIC OF TURKEY, PRİME**

**MINİSTRY HOUSİNG DEVELOPMENT ADMINISTRATION (TOKİ)**  
(+90) 216 456 848  
www.toki.gov.tr  
**C14**

**TABANLIOĞLU ARCHITECTS**

(+90) 212 251 2111  
www.tabanlioglu.com  
**P-1.K51**

**TAMER ASSET MANAGEMENT COMPANY**

(+90) 533 037 7031

**TASARIM MAGAZİNE**

(+90) 216 418 3938  
www.tasarimmagazine.com

**TDUB GAYRMENKUL BLG MERKEZ A.Ş.**

(+90) 212 285 4960  
www.tdub.org.tr C14

**TEKFEN REAL ESTATE DEVELOPMENT CO.**

(+90) 212 359 3707  
www.tekfen.com.tr

**TEKFEN TOURİSM & FACİLİTY**

**MANAGEMENT CO. İNC.**  
(+90) 212 357 0019  
www.tekfen.com.tr

**TOKİ (REPUBLIC OF TURKEY PRİME**

**MINİSTRY HOUSİNG DEVELOPMENT)**  
(+90) 312 565 2676  
www.toki.gov.tr C14

**TRT-TURKISH RADIO & TELEVISION**

**CORPORATION**  
(+90) 312 463 2414  
www.trtworld.com

**TSKB REAL ESTATE**

**APPRAİSAL COMPANY**  
(+90) 212 334 50 54  
www.tsksbgd.com  
**R7.D13**

**TURKCELL İLETİŞİM HİZMETLERİ A.Ş.**

(+90) 532 210 2528  
www.turkcell.com.tr

**TURKISH CERAMICS**

**PROMOTION GROUP**  
(+90) 312 447 2740  
www.turkishceramics.com  
**C19.A**

**TURKİYE GAZETESİ**

(+90) 212 513 9900  
www.turkiyegazetesi.com.tr

**TURKUVAZ REKLAM**

**PAZARLAMA DANIŞ AŞ**  
(+90) 212 354 3877  
www.turkuvazreklam.com.tr

**UNİON OF CHAMBERS AND COMMODİTY**

**EXCHANGES OF TURKEY**  
(+90) 212 218 2020  
www.tobb.org.tr

**WORLD ASSOCIATION OF INVESTMENT**

**PROMOTION AGENCİES**  
(+90) 541 306 9621  
www.waipa.or

**YENİSAFAK NEWSLETTER**

(+90) 212 612 2930  
www.yenisafak.com

**YPU YAPI PROJE UYGULAMA**

**VE TİC. A.Ş.**  
(+90) 444 0978  
www.ypu.com.tr

**ZORLU YAPI YATIRIM**

(+90) 212 336 9160  
www.zorlu.com.tr



# WORLD WIDE WIN

You are at the most accurate, fastest and the most up-to-date web site of Turkey  
in real estate, you invest and you win.

**Yes, it is so easy to get information and win, wherever you are in the world.**

[www.emlaktasondakika.com](http://www.emlaktasondakika.com)



# THE LEADING 360° MEDIA COMPANY IN TURKEY

OUR REPUTABLE MAGAZINE TITLES, DIGITAL PLATFORMS, CONTENT PRODUCTION AND EVENT ORGANIZATION EXPERIENCE CREATE OUR STRENGTH







# TURKISH STARS OF RETAIL & REAL ESTATE

*More than hundred and fifty graduates since 2013*

Alp Alkaş Retail and Real Estate Center (AARREC) is the first center in Turkey devoted to academic research and professional training on retail and real estate. The center offers two professional certificate programs annually: Retail & Real Estate Management Program and Real Estate Development & Finance Program, taught by Özyeğin University's renowned Business School faculty and a host of experienced retail and real estate professionals. Moreover, AARREC offers bespoke training programs for corporations, organizes an annual law symposium on commercial real estate and maintains institutional partnerships with ICSC, GYODER and AYD.

AARREC was established in 2013 to honor the memory of Alp Alkaş, who died while pursuing a successful retail real estate career, by Alkaş Family and Hüsni Özyeğin, the founder of Özyeğin University.



# The only Premium seafront project in İstanbul!

SeaPearl, located in one of the most valuable properties of İstanbul, offers a peaceful life, away from the city's noise, packed with nature and sea, to the accompaniment of the sound of waves.

With unobstructed sea views from every floor, a baroque inspired rich botanic garden of 33.000 m<sup>2</sup>, a coastline of 1.200 m, the luxurious world renowned award winning JUMEIRAH™ Hotel and the advantage of sea accessibility,

visit our sample flat to find more about the unparalleled lifestyle at SeaPearl, rated "İstanbul's highest investment return project"\* for two years in a row.

\* According to "İstanbul's highest investment return projects" research of the Forbes Türkiye magazine, which was published in its September 2015 and September 2016 SeaPearl Ataköy was rated the city's highest investment return project for two years in a row.

## SeaPearl İstanbul

THE NEW ADDRESS OF THOSE LIVING IN MAGNIFICENCE

ATAKÖY  
COASTAL  
AVENUE  
NR:



Original image of our sample flat