**HEDEF HOLDING A.Ş.**

**BOARD OF DIRECTORS**

**ACTIVITY REPORT FOR THE PERIOD**

**01/01/2024 – 30/09/2024**

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# GENERAL INFORMATION

The issuer was established indefinitely on February 22, 2011, under the name Hedef Finansal Hizmetler A.Ş., and the company's establishment procedures were announced in the Turkish Trade

Registry Gazette (TTSG) on February 28, 2011, issue no. 7761. At the Extraordinary General Assembly meeting held on August 10, 2018, it was approved to change the company's trade name to Hedef

Finansal Yatırımlar A.Ş., and this change was registered on August 28, 2018, and announced in the TTSG on September 4, 2018, issue no. 9652. At the Extraordinary General Assembly meeting held on June 18, 2021, it was approved to change the company's final trade name to Hedef Holding A.Ş., and this change was registered on June 22, 2021, and announced in the TTSG on June 25, 2021, issue no. 10357.

|  |  |  |
| --- | --- | --- |
| Title | : | Hedef Holding A.Ş. |
| Address | : | Barbaros Mahallesi Ihlamur Bulvarı No:3/210 Ağaoğlu My Newwork Ataşehir İstanbul |
| Telephone and Fax Numbers | : | 0216 970 57 57 - 0216 557 57 07 |
| Date of Establishment | : | 22.02.2011 |
| Field of Activity | : | The company aims to participate in the capital and management of established and to-be-established companies, channel resources according to investment decisions, and provide consultancy in investment, finance, marketing, organization, and management. |
| Trade Registry Office and Number | : | İstanbul-766400 |
| Registered Capital Ceiling | : | 10.000.000.000 |
| Paid-in Capital | : | 1.875.000.000 |
| Mersis Number | : | 0461-0415-4570-0018 |

This activity report pertains to the activities for the accounting period of January 1, 2024 – September 30, 2024.

## Shareholding Structure and Preferred Shares

|  |  |  |  |  |
| --- | --- | --- | --- | --- |
| **Partner’s Name, Surname/Title** | Share Group | Number of Shares | Share Amount | Share Ratio (%) |
| SİBEL GÖKALP (Privately Held) | A\* | 156.250.000,00 | 156.250.000,00 | 8.33 |
| SİBEL GÖKALP | B | 1.343.750.054,64 | 1.343.750.054,64 | 71.67 |
| HEDEF PORTFÖY DOŠU EQUITY HEDGE FUND(EQUITY-FOCUSED FUND) | B | 136.450.000,00 | 136.450.000,00 | 7,28 |
| OTHERS | B | 238.549.945,36 | 238.549.945,36 | 12,72 |
| TOTAL |  | 1.875.000.000,00 | 1.875.000.000,00 | 100 |

The Company's approved and issued capital consists of 1,875,000,000 shares, each with a nominal value of 1,875,000,000 TL.

Information regarding the shareholders of the Company as of September 30, 2024, is as follows.

(\*) According to Article 10 of the Company's Articles of Association; at ordinary and extraordinary general assembly meetings, each Group A share has 5 voting rights, and each Group B share has 1 voting right.

# COMPANY'S BUSINESS MODEL

The Company invests in finance and technology-based venture companies in sectors that offer growth opportunities. It achieves capital gains by exiting investments at the right time, with the right exit model, and at maximum value. Exit methods include Initial Public Offering (IPO), Sale to a Strategic Partner, and Sale to a Financial Partner.

**Initial Public Offering (IPO):** This method is preferred when the venture reaches the necessary size and profitability for a public offering.

**Sale to a Strategic Partner:** These are sales to buyers operating in the same sector as the venture company, which will create synergy upon acquisition. The Strategic Partner can either partially acquire or fully purchase the venture.

**Sale to a Financial Partner:** These are sales to large funds that invest in growing and promising ventures.

The Company's investments consist of five venture companies in which it holds varying shares.

# FINANCIAL RIGHTS PROVIDED TO MEMBERS OF THE GOVERNING BODY

Board Members In accordance with the Company's articles of association, all rights, benefits, and remuneration provided to the members of the board of directors are determined by the general assembly. At the Ordinary General Assembly Meeting held on 07.06.2024, it was decided to pay the Chairman of

the Board of Directors a net monthly salary of 100.000 TL and other members of the Board of Directors a net monthly salary of 40.000 TL. The Company has not granted any loans or credits to any boardmembers or executives. As of the period from January 1 to September 30, 2024, the total

compensation and similar benefits provided to the members of the Board of Directors, the general manager, and deputy general managers amount to 6.872.915 TL.

|  |  |  |
| --- | --- | --- |
| Name Surname | Title | Duty Term |
| Namık Kemal GÖKALP | Chairman of the Board | 07.06.2024 - Still |
| Mehmet Ziya GÖKALP | Vice Chairman of the Board | 07.06.2024 - Still |
| Sibel GÖKALP | Board Member | 07.06.2024 - Still |
| Tamer AKBAL | Board Member | 07.06.2024 - Still |
| Sümeyye Atar AVCI | Board Member (independent member) | 07.06.2024 - Still |
| Cihangir YERSEL | Board Member (independent member) | 07.06.2024 - Still |

The members of the Board of Directors were elected at the General Assembly meeting held on 07.06.2024, to serve for a term of 3 years. They are obliged to perform the duties specified in the Turkish Commercial Code and the articles of association. Declarations of independence are obtained from independent members. Information about the members of the Board of Directors is provided below.

## Namık Kemal GÖKALP (Chairman of the Board)

Namık Kemal Gökalp graduated from Anadolu University with a degree in Business Administration (1989-1994). He then completed his master's degree in Capital Markets and Stock Exchange at the Banking and Insurance Institute of Marmara University (2003-2004). He also obtained a PhD in Finance and Banking from Kadir Has University. Gökalp has held positions as a Corporate Finance Consultant, Coordinator, and Senior Executive in the finance sector. Currently, he serves on the boards of several companies including İnfo Yatırım Menkul Değerler A.Ş., Hedef Holding A.Ş., Hedef Yatırım Bankası A.Ş., Hedef Girişim Sermayesi Yatırım Ortaklığı A.Ş., HUB Girişim Sermayesi Yatırım

Ortaklığı A.Ş., Skyalp Finansal Teknolojiler ve Danışmanlık A.Ş., Seyitler Kimya Sanayi A.Ş., Zen Girişim Sermayesi Yatırım Ortaklığı A.Ş., Hedef Varlık Kiralama A.Ş., Traderbull Yazılım A.Ş., Talkınvest Yazılım ve Teknoloji Hizmetleri A.Ş., Hedef Global Finansal Yatırımlar A.Ş., Zen Merkezi Hizmetler ve Filo Kiralama A.Ş., Billur Güneş Turizm A.Ş., Park Neptün Gayrimenkul A.Ş., and İdeal Data Finansal Teknolojiler A.Ş.

## Sibel GÖKALP

Sibel Gökalp graduated from Istanbul University's Department of International Relations and has held senior executive positions in the finance sector for many years. She has served as chairman of the board and general manager in finance sector companies previously owned by the group, such as Hedef Menkul Kıymetler Yatırım Ortaklığı A.Ş., EVG Yatırım Ortaklığı A.Ş., and Taksim Yatırım Ortaklığı A.Ş. In addition to her role at the issuer, she serves as the chairman of the board at Hedef Portföy Yönetimi, vice chairman of the board at Hedef Girişim Sermayesi Yatırım Ortaklığı A.Ş. and Skyalp

Finansal Teknolojiler ve Danışmanlık A.Ş., and as a board member at Seyitler Kimya Sanayi A.Ş.

## Mehmet Ziya GÖKALP

Mehmet Ziya Gökalp completed his undergraduate education at Dokuz Eylül University, Faculty of

Economics and Administrative Sciences, and his master's degree at Istanbul University, Department

of Money and Capital Markets. He has an ongoing PhD study in Social Policy at Kocaeli University.

After holding senior executive positions in various investment institutions, he served as the general

manager and economics columnist at Yeni Şafak Newspaper. He also served as a member of the Audit

Board of the Central Bank of the Republic of Turkey (TCMB).

## Tamer AKBAL

## He completed his undergraduate education at Marmara University, Department of Business Administration. He served as a senior manager in various investment institutions. He serves as COO at İnfo Yatırım Menkul Değerler A.Ş. He is a member of the Board of Directors at Colendi Menkul Değerler A.Ş.

## Sümeyye ATAR AVCI

Sümeyye Atar Avcı graduated from Istanbul University Faculty of Law in 2015. Since 2016, she has been practicing as an independent lawyer registered with the Istanbul Bar Association.

## Cihangir YERSEL

Cihangir Yersel graduated from Anadolu University, Faculty of Economics, Department of Public Administration. He started his career in 1998 and held senior management positions in various food companies. His transition to the finance sector was through the Hedef group. He has been serving as an Independent Board Member since 2018.

## Declarations of Independence by Independent Board Members:

**Independence Declaration 1:**

Due to my election as an independent board member at Hedef Holding Anonim Şirketi (Company), I hereby declare that I meet all the "independent member" criteria specified in paragraph 4.3.6 of the Corporate Governance Communiqué No. II-17.1 of the Capital Markets Board.

1. I declare that neither I, my spouse, nor my relatives up to the second degree by blood or marriage have had an employment relationship involving significant duties and responsibilities in a managerial position, held more than 5% of the capital or voting rights or privileged shares, or established a

significant commercial relationship with the Company, the partnerships in which the Company has management control or significant influence, or the persons or legal entities that hold management control or significant influence in the Company, within the last five years.

1. I declare that I have not been a partner (holding 5% or more), held a managerial position involving significant duties and responsibilities, or served as a board member in companies from which the Company has purchased or sold significant amounts of products or services, especially those involving audit (including tax audit, legal audit, and internal audit), rating, or consultancy services, during the periods in which these services or products were purchased or sold within the last five years.

**3)** I declare that I have the professional education, knowledge, and experience necessary to properly fulfill the duties I will undertake as an independent board member.

**4)** Except for university faculty membership, I declare that I will not accept a full-time position in public institutions and organizations after being elected as a member.

**5)** I declare that I am a resident of Turkey according to the Income Tax Law No. 193 dated 31/12/1960.

**6)**I declare that I have strong ethical standards, professional reputation, and experience that will enable me to make positive contributions to the Company's activities, maintain my impartiality in conflicts of interest between the Company and shareholders, and make independent decisions by considering the rights of stakeholders.

**7)** I declare that I can dedicate enough time to follow the Company's activities and fully fulfill the requirements of the duties I undertake.

**8)** I declare that I have not served as a board member for more than six years in the last ten years at the Company's board of directors.

**9)** I declare that I do not serve as an independent board member in more than three companies

controlled by the Company's controlling shareholders and in more than five companies traded on the stock exchange in total.

**10)** I declare that I am not registered and announced as a board member on behalf of a legal entity elected as a board member.

I present this declaration to the Board of Directors, the General Assembly, our shareholders, and all stakeholders.

18.03.2024 Sümeyye Atar Avcı

## Declaration of Independence 2

Due to my election as an independent board member at Hedef Holding Anonim Şirketi (Company), I hereby declare that I meet all the "independent member" criteria specified in paragraph 4.3.6 of the Corporate Governance Communiqué No. II-17.1 of the Capital Markets Board.

1. I declare that neither I, my spouse, nor my relatives up to the second degree by blood or marriage have had an employment relationship involving significant duties and responsibilities in a managerial position, held more than 5% of the capital or voting rights or privileged shares, or established a significant commercial relationship with the Company, the partnerships in which the Company has management control or significant influence, or the persons or legal entities that hold management control or significant influence in the Company, within the last five years.
2. I declare that I have not been a partner (holding 5% or more), held a managerial position involving significant duties and responsibilities, or served as a board member in companies from which the Company has purchased or sold significant amounts of products or services, especially those involving audit (including tax audit, legal audit, and internal audit), rating, or consultancy services, during the periods in which these services or products were purchased or sold within the last five years.
3. I declare that I have the professional education, knowledge, and experience necessary to properly fulfill the duties I will undertake as an independent board member.
4. Except for university faculty membership, I declare that I will not accept a full-time position in public institutions and organizations after being elected as a member.
5. I declare that I am a resident of Turkey according to the Income Tax Law No. 193 dated 31/12/1960.
6. I declare that I have strong ethical standards, professional reputation, and experience that will enable me to make positive contributions to the Company's activities, maintain my impartiality in conflicts of interest between the Company and shareholders, and make independent decisions by considering the rights of stakeholders.
7. I declare that I can dedicate enough time to follow the Company's activities and fully fulfill the requirements of the duties I undertake.
8. I declare that I have not served as a board member for more than six years in the last ten years at the Company's board of directors.
9. I declare that I do not serve as an independent board member in more than three companies

controlled by the Company's controlling shareholders and in more than five companies traded on the stock exchange in total.

1. I declare that I am not registered and announced as a board member on behalf of a legal entity elected as a board member.

I present this declaration to the Board of Directors, the General Assembly, our shareholders, and all stakeholders.

18.03.2024 Cihangir YERSEL

## Operating Principles of the Board of Directors:

The Board of Directors meets as needed for the Company's business. Each member has one vote at the meetings. The agenda of the Board of Directors meetings is determined by the Chairman of the

Board. In extraordinary circumstances, if the Chairman does not call the Board to a meeting upon the written request of any member, the members have the authority to call a meeting themselves.

The meeting place is the Company's headquarters. However, the Board of Directors can also meet at another suitable location. The Board of Directors convenes with the majority of its total members and makes decisions by the majority of the members present at the meeting.

According to paragraph 4 of Article 390 of the Turkish Commercial Code, if none of the members requests a meeting, the decisions of the board of directors can be taken by obtaining the written approval of at least the majority of the total number of members for a proposal made by one of the members in writing regarding a specific matter. It is necessary for the same proposal to have been made to all members of the board of directors for the decision to be valid. The approvals do not need to be on the same document, but all the documents containing the approvals must be attached to

the board of directors' resolution book or converted into a resolution that includes the signatures of the approvers and recorded in the resolution book for the decision to be valid.

Votes in the Board of Directors are cast as acceptance or rejection. A member casting a rejection vote

writes the reason for the rejection under the decision and signs it. Members who do not attend the

meeting cannot vote in writing or by proxy.

The Company's Board of Directors made 19 decisions during the period from 01.01.2024, to

30.09.2024. In the meetings held, there were no opposing views declared against the decisions made

by the members of the Board of Directors. Important decisions on matters that need to be disclosed

to the public were announced immediately after the meeting. Additionally, there were no related

party transactions or significant transactions requiring the approval of independent board members.

## Committees:

In accordance with the Corporate Governance Principles established by the CMB regulations, our Company established the Corporate Governance Committee, the Audit Committee, and the Early Detection of Risk Committee within the Board of Directors on June 21, 2021. Due to the structure of

the board of directors, a separate nomination committee could not be established, and the Corporate Governance Committee assumed the duties of this committee. According to the Corporate Governance Communiqué No. II-17.1 of the CMB, it has been mandatory since July 1, 2014, for the managers of the investor relations department to also be members of the corporate governance committee. Within the framework of our Company's compliance process with corporate governance principles, the manager of the investor relations department has been appointed as a member of the corporate governance committee. The frequency of committee meetings, their activities, and the procedures they follow are specified in the regulations available on our website. The decisions taken by the committees as a result of their independent studies are presented as recommendations to the Board of Directors, with the final decision being made by the Board of Directors.

The board committees and the members of the Board of Directors serving on these committees as of 30.06.2024, are as follows:

|  |  |  |
| --- | --- | --- |
| **Board Commitee** | **Member** | **Role / Membership and Independence Status** |
| **Corporate Governance Committee** | Cihangir YERSEL | Committee Chairman / Independent Board  Member |
| Tamer AKBAL | Committee Member / Board Member |
| Türkan EYİBİL | Committee Member / Committee Member  from Outside the Board |
| **Audit Committee** | Sümeyye Atar AVCI | Committee Chairman / Independent Board  Member |
| Cihangir YERSEL | Committee Member / Independent Board  Member |
| **Early Detection of Risk Committee** | Sümeyye Atar AVCI | Committee Chairman / Independent Board  Member |
| Sibel GÖKALP | Committee Member / Board Member |

## Information on Transactions Conducted by Members of the Governing Body on Their Own Behalf or on Behalf of Others and Activities within the Scope of the Non-Compete Clause, as Permitted by

**the General Assembly of the Company:**

At the ordinary general assembly meeting held on 07.06.2024, permission was granted to the shareholders holding management control, the members of the Board of Directors, senior executives,

and their relatives up to the second degree by blood or marriage to perform transactions that may cause a conflict of interest with the Company or its subsidiaries, compete, perform business activities that fall within the Company's scope on their own behalf or on behalf of others, and hold shares in companies performing such activities, as well as perform other transactions listed in Articles 395 and 396 of the Turkish Commercial Code.

## Information on the Movement of Personnel, Worker Movements, Collective Agreement Practices, and Rights and Benefits Provided to Personnel and Workers:

The provisions determined in the Labor Law are applied to the Company's employees. The average number of employees for the 2024 period is 22 people.

## Information on Whether the Partnership Has Any Off-Center Organizations:

None.

## Changes Made in the Articles of Association:

**The address was changed to Inkılap Mahallesi. Auditor:**

HSY Danışmanlık ve Bağımsız Denetim A.Ş.

They are obliged to perform the duties specified in the Turkish Commercial Code and the articles of association.

# INFORMATION ON THE COMPANY'S RESEARCH AND DEVELOPMENT ACTIVITIES AND THEIR RESULTS:

The Company does not have any research and development activities.

# 

# ORGANIZATION CHART

|  |  |  |  |
| --- | --- | --- | --- |
| BOARD OF MANAGEMENT | | | |
| GENERAL MANAGER | | | |
| Department of Business Development  and Investment | Department of Financial and  Administrative Affairs | Department of Investor Relations | Department of Human Resources |

1. **COMPANY ACTIVITIES AND SIGNIFICANT DEVELOPMENTS**

The Company has the status of a holding company and, as stated in Article 3 of its articles of association, its purpose is to participate in the capital and management of established or to-be- established companies, channel resources in line with investment decisions, and provide consultancy in investment, finance, marketing, organization, and management. Currently, the Company operates in financial markets through its subsidiaries.

|  |  |  |
| --- | --- | --- |
|  | **30.09.2024** | **31.12.2023** |
| Fair value through profit/(loss)  Hedge Fund (\*) | 9.192.980 | 143.709.768 |
| **Total** | 9.192.980 | 143.709.768 |

The Company's short-term financial investments by financial statement periods are listed below, and all financial assets at fair value through profit/(loss) consist of shares of companies traded on the stock exchange, private sector bonds, and funds.

(\*) The value of the funds classified by the Company as financial assets at fair value through profit/loss

is calculated based on the unit share value announced daily by the Hedge Fund as of the date of the

financial position statement.

**As of September 30, 2024, trading**

**securities are shown in the table below:**

|  |  |  |  |
| --- | --- | --- | --- |
| **Securities** | **Nominal**  **Value** | **Cost Value** | **Registered**  **Value** |
| Hedef Portföy Serbest Fon | 1 | 3 | 8 |
| Hedef Portföy Doğu Hisse Senedi Serbest Fon | 1 | 224 | 270 |
| Hedef Portföy Para Piyasası Fonu | 2.990.964 | 8.348.097 | 8.493.488 |
| Hedef Portföy Zen Hisse Senedi Serbest Fon | 1 | 136 | 147 |
| Hedef Portföy Poyraz Serbest Fon | 5 | 216 | 216 |
| Hedef Portföy Ece Hisse Senedi Serbest Fon | 49 | 115 | 524 |
| Hedef Portföy Pusula Hisse Senedi Serbest Fon | 370 | 24 | 169 |
| Hedef Portföy İdeal Hisse Senedi Serbest Fon | 646 | 1.000 | 2.810 |
| Hedef Portföy Mavi Hisse Senedi Serbest Fon | 1 | 2 | 6 |
| Hedef Portföy Yönetimi A.Ş. Startup Burada  Girişim Sermayesi Yatırım Fonu | 500.000 | 500.000 | 693.736 |
| Hedef Portföy Güneş Hisse Senedi Serbest Fon | 39 | 51 | 95 |
| Hedef Portföy Ada Hisse Senedi Serbest Fon | 24 | 115 | 977 |
| Hedef Portföy Rota Hisse Senedi Serbest Fon | 10 | 151 | 400 |
| Hedef Portföy Nehir Hisse Senedi Serbest Fon | 5 | 6 | 15 |
| Hedef Portföy Doruk Hisse Senedi Serbest Fon | 1 | 5 | 12 |
| Hedef Portföy Sentiment Serbest Fon | 1 | 1 | 3 |
| Hedef Portföy Çınar Hisse Senedi Serbest Fon | 1 | 6 | 3 |
| Hedef Portföy İkinci İstatistiksel Arbitraj Hisse  Senedi Serbest Fon | 1 | 1 | 2 |
| Hedef Portföy Algo Everest İstatistiksel Arbitraj  Hisse Senedi Serbest Fon | 1 | 1 | 1 |
| Hedef Portföy Lidya Serbest (Döviz) Fon | 3 | 78 | 118 |
| Hedef Portföy Uğur Serbest Fon | 1 | 1 | 1 |
| **Total** | **4.533.239** | **8.850.234** | **9.192.980** |

# GROUP STRUCTURE AND OUR INVESTMENTS

While the issuer is not directly affiliated with any group, it has shares in Hedef Girişim, which owns shares in several companies. The summary table regarding these shareholdings is as follows:

## Subsidiaries

|  |  |  |  |  |  |  |  |
| --- | --- | --- | --- | --- | --- | --- | --- |
| **Initial**  **Investment**  **Date** | **Trade Name** | **Activity Area** | **Capital** | **Issuer Share** | **Established Country** | **Capital**  **Commitment**  **Amount (TL)** | **Share Ratio (%)** |
| **21.01.2021** | İnfo Yatırım Menkul  Değerler  A.Ş. | Brokerage | 228.000.000 | 69.245.264 | Turkey | None | 30.37 |
| **22.01.2013** | Hedef GSYO  A.Ş. | VCIT | 565.000.000 | 113.989.224 | Turkey | None | 20.18 |
| **04.12.2012** | Hedef Portföy Yönetimi  A.Ş. | Portfolio Management | 100.000.000 | 85.000.000 | Turkey | None | 85.00 |
| **23.06.2022** | Hedef Yatırım  Bankası A.Ş. | Investment Bankin | 500.000.000 | 205.000.000 | Turkey | None | 41.00 |
| **23.11.2023** | Colendi Menkul Değerler  A.Ş. | Brokerage | 29.500.000 | 9.000.000 | Turkey | None | 30.51 |

The information regarding the subsidiaries in the company's portfolio is presented in the table below:

## İnfo Yatırım Menkul Değerler A.Ş. (Info Investment)

İnfo Yatırım started its activities on 28.12.1990 under the name of Lider Menkul Değerler A.Ş. to

operate in capital markets and capital market instruments. The company's name was changed to İnfo Yatırım Menkul Değerler A.Ş. on 13.04.2016. Based on the share transfer agreement dated

19.04.2019, the application made to the CMB for the change in the controlling shareholder structure of the company was approved at the CMB meeting dated 30.05.2019 and numbered 32, and the share transfer process was completed on 24.06.2019.

İnfo Yatırım provides individual and corporate investors with services such as brokerage in capital market instruments, investment advisory, portfolio management, and corporate finance. It also

provides brokerage services in Borsa Istanbul A.Ş. Equity Market, Debt Securities Market, Futures and Options Market, and Leveraged Trading Transactions.

The ownership structure of İnfo Yatırım Menkul Değerler A.Ş. as of 30.09.2024 and 31.12.2023 is shown below:

|  |  |  |  |  |  |  |  |
| --- | --- | --- | --- | --- | --- | --- | --- |
| **Name – Surname**  **/ Title** | **Group** | **30.09.2024** | | | **31.12.2023** | | |
| Sibel Gökalp | A | 2.280.000 | 1,00 | 2.280.000 | 2.280.000 | 1,00 | 2.280.000 |
| Sibel Gökalp | B | 865.853 | 0,38 | 865.853 | 865.853 | 0,38 | 865.853 |
| Hedef Holding A.Ş. | B | 69.245.264 | 30,37 | 69.245.264 | 68.399.998 | 30,00 | 68.399.998 |
| Diğer | B | 107.243.116 | 46,66 | 107.243.116 | 156.454.149 | 68.62 | 156.454.149 |
| HEDEF PORTFÖY BİRİNCİ HİSSE SENEDİ (TL) FONU (HİSSE SENEDİ YOĞUN FON) | B | 18.755.021 | 8,23 | 18.755.021 |  |  |  |
| HEDEF PORTFÖY DOĞU HİSSE SENEDİ SERBEST (TL) FON (HİSSE SENEDİ YOĞUN FON) | B | 15.210.746 | 7,04 | 15.210.746 |  |  |  |
| HEDEF PORTFÖY KUZEY HİSSE SENEDİ SERBEST (TL) FON (HİSSE SENEDİ YOĞUN FON) | B | 14.400.000 | 6,32 | 14.400.000 |  |  |  |
| **Toplam** |  | **228.000.000** | **100** | **228.000.000** | **228.000.000** | **100** | **228.000.000** |

## Hedef Girişim Sermayesi Yatırım Ortaklığı A.Ş. (Hedef Enterprise)

Hedef Girişim Sermayesi Yatırım Ortaklığı A.Ş. was established indefinitely in Istanbul on 29.03.2012.

Hedef Girişim invests in venture companies defined in the Communiqué on Principles Regarding Venture Capital Investment Trusts numbered III-48.3 by the Capital Markets Board (CMB).

Additionally, Hedef Girişim evaluates part of its resources in deposits and short-term financial investments. These primary short-term financial instruments include shares of publicly traded companies, private sector bonds, government debt securities (DIBS), and investment funds. The capital and shareholding structure of Hedef Girişim Sermayesi Yatırım Ortaklığı A.Ş. as of 30.09.2024 and 31.12.2023 are as follows:

|  |  |  |  |  |  |  |  |
| --- | --- | --- | --- | --- | --- | --- | --- |
| **Name – Surname**  **/ Title** | **Group** | **30.09.2024** | | | **31.12.2023** | | |
| **Number of**  **Shares** | **Share**  **Rate** | **Share**  **Amount** | **Number of**  **Shares** | **Share**  **Rate** | **Share**  **Amount** |
| Hedef Holding  A.Ş. | B | 113.989.224 | 20.18 | 113.989.224 | 113.989.224 | 20.18 | 113.989.224 |
| Sibel  Gökalp | A | 5.650.000 | 1.00 | 3.250.000 | 5.650.000 | 1.00 | 3.250.000 |
| Others | B | 445.360.776 | 78.82 | 445.360.776 | 445.360.776 | 78.82 | 445.360.776 |
| **Total** |  | **565.000.000** | **100** | **565.000.000** | **565.000.000** | **100** | **565.000.000** |

## Hedef Portföy Yönetimi A.Ş. (Hedef Portfolio)

Hedef Portföy was established in Istanbul on December 4, 2012. Its main activity, within the

framework of the Capital Markets Law (SPKn.) and relevant regulations, is to manage portfolios consisting of financial assets by entering into portfolio management agreements with clients and acting as an agent, as well as engaging in capital markets activities.

Hedef Portföy obtained its Portfolio Management License, numbered PYŞ/PY.42/789, on October 7, 2015, in accordance with Articles 40 and 55 of the Capital Markets Law No. 6362.

The shareholding structure of Hedef Portföy Yönetimi A.Ş. as of 30.09.2024, and 31.12.2023, is shown below.

|  |  |  |  |  |  |  |  |
| --- | --- | --- | --- | --- | --- | --- | --- |
| **Name –** | **Group** | **30.09.2024** | | | **31.12.2023** | | |
| **Surname /**  **Title** | **Number of Shares** | **Share Rate** | **Share Amount** | **Number of Shares** | **Share Rate** | **Share Amount** |
| Sibel Gökalp | A | 10.000.000 | 10.00 | 10.000.000 | 10.000.000 | 10.00 | 10.000.000 |
| Sibel Gökalp | B | 333.350 | 0.33 | 333.350 | 333.350 | 0.33 | 333.350 |
| Şemsihan  Karaca | B | 166.650 | 0.17 | 166.650 | 166.650 | 0.17 | 166.650 |
| Hedef Holding A.Ş. | B | 85.000.000 | 85 | 85.000.000 | 89.500.000 | 89.50 | 89.500.000 |
| Hedef Portföy  Değer GSYF | B | 4.500.000 | 4.05 | 4.500.000 | - | - | - |
| **Total** |  | **100.000.000** | **100** | **100.000.000** | **100.000.000** | **100** | **100.000.000** |

## Hedef Yatırım Bankası A.Ş.

Hedef Yatırım Bankası was established on June 23, 2022, for an indefinite period to engage in investment banking activities in accordance with the provisions of Banking Law No. 5411 and the Turkish Commercial Code.

The company's business activities include performing all types of banking transactions permitted and specified under Article 4 of the Banking Law (except for accepting deposits and participation funds), engaging in all kinds of economic, financial, and commercial enterprises and activities not prohibited by legislation, and engaging in all activities that legislation allows banks to perform and execute.

The shareholding structure of Hedef Yatırım Bankası as of 30.09.2024, is shown below.

|  |  |  |  |
| --- | --- | --- | --- |
| **Name – Surname / Title** | **30.09.2024** | | |
| **Number of Shares** | **Share Rate** | **Share Amount** |
| Info Yatırım Menkul Değerler A.Ş. | 45.000.000,00 | 9.00 | 45.000.000,00 |
| Hedef Girişim Sermayesi Yatırım Ortaklığı A.Ş. | 150.000.000,00 | 30.00 | 150.000.000,00 |
| Hedef Holding A.Ş. | 205.000.000,00 | 41.00 | 205.000.000,00 |
| Namık Kemal Gökalp | 50.000.000,00 | 10.00 | 50.000.000,00 |
| Sibel Gökalp | 50.000.000,00 | 10.00 | 50.000.000,00 |
| **Total** | **500.000.000,00** | **100** | **500.000.000,00** |

## Colendi Menkul Değerler A.Ş.

Colendi Menkul Değerler A.Ş. ("Company") was established on December 29, 2021, in Istanbul to engage in capital markets activities in accordance with the Capital Markets Law and related regulations.

The Company, pursuant to the Capital Markets Law No. 6362, applied to the Capital Markets Board on March 17, 2022, based on the Communiqué on Principles Regarding Investment Services, Activities, and Ancillary Services (III-37.1) and the Communiqué on the Establishment and Operation Principles of Investment Firms (III-39.1), with the board resolution No. 1 requesting authorization for the

desired investment services, activities, and ancillary services. The Capital Markets Board authorized the Company as a Partially Authorized Intermediary Institution with the authorization certificate dated May 26, 2022, and numbered K-023.

The shareholding structure of Colendi Menkul Değerler A.Ş. as of 30.09.2024, is shown below.

|  |  |  |  |
| --- | --- | --- | --- |
| **Name – Surname / Title** | **30.09.2024** | | |
| **Number of Shares** | **Share Rate** | **Share Amount** |
| Bülent Tekmen | 10.270.500 | 34.81 | 10.270.500 |
| Dolunay Sabuncuoğlu | 2.050.000 | 6.95 | 2.050.000 |
| Hedef Holding A.Ş. | 9.000.000 | 30.51 | 9.000.000 |
| Re-Pie Portföy Yönetimi A.Ş. | 8.179.500 | 27.73 | 8.179.500 |
| **Total** | **29.500.000** | **100** | **29.500.000** |

## Acquired Shares:

As per the decision taken by our Board of Directors on February 14, 2023, a share buyback program was decided for 2023 to mitigate the losses of investors due to the earthquakes centered in

Kahramanmaraş. Under this program, 363,037 shares (representing 0.097% of the capital) were repurchased using internal resources amounting to 5,845,787.60 TL. As stated in the Board of

Directors' decision, the share buyback program was to be terminated by the date of the first Ordinary General Assembly. Accordingly, following our Ordinary General Assembly on April 18, 2023, the share buyback program was terminated.

## Audits, Lawsuits, Other Administrative, and Judicial Sanctions:

There were no special or public audits conducted during the accounting period.

## Explanations of Administrative or Judicial Sanctions Imposed on the Company and its Management Body Members Due to Violations of Legislative Provisions:

None.

## Information and Evaluations on Whether the Targets Set in Previous Periods Were Achieved, Whether General Assembly Decisions Were Implemented, and If Targets Were Not Achieved or Decisions Were Not Implemented, the Reasons for This:

The targets set in previous periods were achieved, and the General Assembly decisions were implemented.

## Information Regarding Extraordinary General Assembly Meetings Held During the Year, Including the Date of the Meeting, Decisions Taken, and Actions Taken Related to Those Decisions:

None.

## Information on Donations Made by the Partnership During the Year:

38,300 TL was donated in the first three months of 2024.

## If the Partnership Is Part of a Group of Companies; Legal Transactions Conducted for the Benefit of the Parent Company or Its Affiliates, and All Other Measures Taken or Avoided in the Interest of the Parent Company or Its Affiliates in the Previous Fiscal Year:

No measures of this nature were taken or avoided during the period from 01.01.2024, to 30.09.2024.

## If the Partnership Is Part of a Group of Companies; Whether Appropriate Consideration Was Provided for Each Legal Transaction Mentioned in Paragraph (ı) and Whether the Measure Taken or Avoided Caused Harm to the Company; If the Company Suffered Harm, Whether This Was Compensated:

No measures that would cause harm to the company were taken or avoided during the period from 01.01.2024, 30.09.2024.

# FINANCIAL CONDITION

## Assessment and Evaluations by the Management Body on Whether the Company's Capital Is Unrequited or Whether It Is Over-Indebted:

As of 30.09.2024, the Company has 462.406 TL in cash and cash equivalents.

The Company has sufficient working capital to cover all its short-term liabilities related to its operations.

The Partnership has sufficient funds to continue its ordinary activities.

## The Nature and Amount of Capital Market Instruments Issued by the Company and Its Financing Sources:

The Company uses its equity as financing sources.

## Information on the Dividend Distribution Policy and, If No Distribution Will Be Made, the Reasons and Proposal for the Use of Undistributed Profits:

The Company's dividend distribution policy was approved at the extraordinary general assembly meeting held on June 18, 2021, and is as follows:

# DIVIDEND DISTRIBUTION POLICY

## Purpose:

The purpose of the dividend distribution policy is to establish the principles of the Company's dividend distribution in accordance with the regulations and provisions of the Company's Articles of Association and to enable shareholders to foresee the method and principles of the distribution of

profits that the Company will earn in future periods. The Company takes utmost care to balance the interests of shareholders and the Company in dividend distribution.

The Company complies with the Capital Markets Law No. 6362 ("CML"), the Turkish Commercial Code No. 6102 ("TCC"), capital market legislation, other legislative provisions, and regulations regarding dividend distribution. The Company takes utmost care to implement the principles set forth in the Corporate Governance Communiqué of the Capital Markets Board ("CMB"), which is currently in force.

The Company's Dividend Distribution Policy has been prepared in accordance with the CMB's Corporate Governance Communiqué (II-17.1), the Dividend Communiqué (II-19.1), and the Communiqué on Advance Dividend Distribution and is announced to all stakeholders, primarily shareholders, through the Company's website.

## Authority and Responsibility:

The Dividend Distribution Policy was created by the Board of Directors within the framework of Corporate Governance Principles and was presented to the shareholders for approval as a separate item on the agenda at the Company's general assembly meeting. The monitoring, supervision, development, and necessary updates of the Company's Dividend Distribution Policy are under the

authority and responsibility of the Board of Directors. Changes to the Dividend Distribution Policy are

announced to the public in accordance with the regulations on the disclosure of special

circumstances, together with their rationale, following the decision of the Board of Directors and are presented to the shareholders for approval at the general assembly meeting and published on the Company's website.

## Dividend Distribution Principles:

The General Assembly of the Company decides on dividend distribution by considering market

expectations, the Company's strategies, the capital requirements of the Company and its subsidiaries and affiliates, investment and financing policies, profitability, and cash status, within the framework of relevant regulations and the Company's financial status. Dividends can be distributed to shareholders in cash or as bonus shares by adding the profit to the capital, or as a combination of both cash and bonus shares.

Dividends are distributed equally to all existing shares as of the distribution date, regardless of their issuance and acquisition dates. The Company does not have any shares with privileged dividend

rights.

Unless the reserves required to be set aside according to the TCC and the first dividend determined for shareholders in the articles of association or the dividend distribution policy are set aside, no

other reserves can be set aside, no profits can be carried forward to the following year, and no dividends can be distributed to members of the board of directors, employees, or persons other than shareholders. Additionally, unless the first dividend is paid in cash, no dividends can be distributed to these persons.

The dividend distribution date is determined by the General Assembly. If no determination is made at the general assembly, the distribution date will be determined by the Board of Directors upon the completion of necessary procedures. The General Assembly, or the Board of Directors if authorized, may decide on the installment distribution of dividends in accordance with capital market legislation.

The Board of Directors may distribute advance dividends provided that it is authorized by the General Assembly and complies with capital market legislation.

## Dividend Distribution Principles:

The principles of dividend distribution are regulated in Article 14 of the Company's Articles of Association titled "Determination and Distribution of Profit." As stated in the article:

*“14. DETERMINATION AND DISTRIBUTION OF PROFIT*

*The Company's profit is determined according to the Turkish Commercial Code, Capital Markets*

*Legislation, and generally accepted accounting principles. The net profit for the period, as shown in the annual balance sheet, is the remaining amount after deducting the Company's general expenses*

*and mandatory payments such as various depreciations and taxes that must be paid by the Company as a legal entity from the revenues determined at the end of the Company's operating period. The remaining net profit, after deducting any previous year's losses, is distributed in the following order:*

*General Legal Reserve:*

* 1. *5% is set aside as a legal reserve until it reaches 20% of the paid-in capital.*

*First Dividend:*

* 1. *A first dividend is set aside from the remaining amount, including any donations made during the year, in accordance with the Company's dividend distribution policy and in compliance with the Turkish Commercial Code and Capital Markets Legislation.*
  2. *After the above deductions, the General Assembly has the right to distribute the remaining profit to members of the board of directors, employees, and persons other than shareholders.*

*Second Dividend:*

* 1. *The remaining part of the net profit, after deducting the amounts specified in items (a), (b), and (c), can be distributed partially or wholly as a second dividend by the General Assembly or set aside as a reserve in accordance with Article 521 of the Turkish Commercial Code at its discretion.*

*General Legal Reserve:*

* 1. *10% of the portion decided to be distributed to shareholders and other persons participating in the profit, after deducting a dividend of 5% of the paid-in capital, is added to the general legal reserve in accordance with paragraph 2 of Article 519 of the Turkish Commercial Code. Unless the legal reserves required to be set aside according to the Turkish Commercial Code and the first dividend determined for shareholders in the articles of association or the dividend distribution policy are set aside, no other reserves can be set aside, no profits can be carried forward to the following year, and no dividends can be distributed to members of the board of directors, employees, or persons other than shareholders. Additionally, unless the first dividend is paid in cash, no dividends can be distributed to*

*these persons.*

*Dividends are distributed equally to all existing shares as of the distribution date, regardless of their issuance and acquisition dates.*

*The form and timing of the distribution of the profit decided to be distributed are determined by the General Assembly upon the proposal of the Board of Directors, considering the relevant provisions of the Capital Markets Legislation. The General Assembly may authorize the Board of Directors to*

*determine the distribution time of the profit in accordance with the periods specified in the Capital Markets Legislation.*

*The profit distribution decision made by the General Assembly in accordance with these articles of association cannot be revoked unless legally permitted.*

*The Company may distribute advance dividends in compliance with the Turkish Commercial Code and the Capital Markets Law. The calculation and distribution of advance dividends are subject to the*

*relevant legislative provisions. For this purpose, the General Assembly may authorize the Board of Directors to distribute advance dividends for the relevant accounting period.”*

## Principles of Advance Dividend Distribution:

According to Article 14 of the Company's Articles of Association titled "Determination and Distribution of Profit," "The Company may distribute advance dividends in compliance with the Turkish Commercial Code and the Capital Markets Law. The calculation and distribution of advance dividends are subject to the relevant legislative provisions. For this purpose, the General Assembly may authorize the Board of Directors to distribute advance dividends for the relevant accounting period."

## Effectiveness:

The Dividend Distribution Policy enters into force upon its approval by the General Assembly and the registration of the relevant General Assembly decision with the Istanbul Trade Registry Office.

# RELATED PARTY DISCLOSURE

## Short-Term Trade Receivables:

The details of the Company's short-term trade receivables from related parties are explained below.

|  |  |  |
| --- | --- | --- |
|  | **30.09.2024** | **31.12.2023** |
| Hedef Girişim Sermayesi Yatırım Ortaklığı A.Ş. | 31.319 | 12.177 |
| İdeal Data Finansal Tek.A.Ş. | - | 60.889 |
| Seyitler Kimya San.A.Ş | - | 112.472 |
| Hedef Projelendirme Ve Gayrimenkul Geliştirme A.Ş | - | 9.744 |
| Skyalp Finansal Teknolojiler ve Danışmanlık A.Ş. | 37.421 | 4871 |
| Hedef Yatırım Bankası A.Ş | - | 267.095 |
| Zen Merkezi Hizmetler Ve Filo Kiralama A.Ş. | - | 9.744 |
| Zen Girişim Sermayesi Yatırım Ortaklığı A.Ş. | - | 12.176 |
| İnfo Yatırım Menkul Değerler A.Ş. | 187 | - |
| Hedef Portföy Yönetimi A.Ş. | 373 | - |
| **Total** | **69.300** | **489.168** |

## Short-Term Other Receivables:

The Company has no short-term other receivables from related parties. (As of 31.12.2023: None.)

## Short-Term Trade Payables:

The details of the Company's short-term trade payables to related parties are explained below.

|  |  |  |
| --- | --- | --- |
|  | **30.09.2024** | **31.12.2023** |
| İnfo Yatırım Menkul Değerler A.Ş. | - | 3.887.981 |
| İdeal Data Finansal Teknolojiler A.Ş. | 43.718 | 32.168 |
| Zen Merkezi Hizmetler ve Filo Kiralama A.Ş. | 426.788 | 346.807 |
| Hedef Girişim Ser. Yat. Ort. A.Ş. | - | 27.172 |
| Hedef Portföy Yönetimi A.Ş. İkinci Gayrimenkul Yatırım Fonu | 707.446 | - |
| Skyalp Finansal Teknolojiler ve Danışmanlık A.Ş. | 182.691 | 208.886 |
| **Total** | **1.360.643** | **4.503.014** |

## ompensation and Benefits Provided to Senior Executives:

As of the period from January 1 to September 30, 2024, the total compensation and benefits provided to senior executives consist entirely of attendance fees, amounting to 6.872.915 TL (January 1 to

December 31, 2023: : 6.330.182 TL).

## Related Party Transactions:

**Purchases:**

The details of the Company's purchases from related parties are as follows:

|  |  |  |  |  |  |
| --- | --- | --- | --- | --- | --- |
|  | January 1 – September 30 2024 | | | | |
|  | Consultancy | Take-Over | Rent Expenses | Others | **Total** |
| Hedef Projelendirme Ve Gay. Gel.  A.Ş. | - | - | 166.169 | 4978- | **171.147** |
| İdeal Data Finansal Teknolojiler A.Ş. | - | - | - | 547.512 | **547.512** |
| Seyitler Kimya Sanayi A.Ş. | 1.215.510 | - | - | - | **1.215.510** |
| Skyalp Finansal Teknolojiler ve  Danışmanlık A.Ş. | 240.362- | - | 67.474 | 977.376 | **1.285.212** |
| İnfo Yatırım Menkul Değerler A.Ş. | - | 172.615.763 | - | 34.235 | **172.649.998** |
| Zen Merkezi Hizmetler Ve Filo  Kiralama A.Ş. | 1.031.600 | - | 1.402.137 | 761.743 | **3.195.480** |
| Hedef Portföy Yönetimi A.Ş. İkinci Gayrimenkul Yatırım Fonu | - | - | 3.340.657 | - | **3.340.657** |
| Hedef Girişim Sermayesi Yatırım Ortaklığı Anonim Şirketi | - | - | - | 6.638 | **6.638** |
| Zen Yat İşletmeciliği Anonim Şirketi | - | - | 1.230.049 | - | **1.230.049** |
| **Total** | **2.487.472** | **172.615.763** | **6.206.486** | **2.332.482** | **183.642.203** |

|  |  |  |  |  |
| --- | --- | --- | --- | --- |
| January 1 – September 30 2024 | | | | |
|  | Commision | Rent Expenses | Others | **Total** |
| Seyitler Kimya Sanayi A.Ş. | 750.807 | - | - | **750.807** |
| Zen Merkezi Hizmetler Ve Filo  Kiralama A.Ş. | - | 4.822.059 | 803.237 | **5.625.297** |
| Hedef Projelendirme Ve Gay. Gel.  A.Ş. | - | 152.373 | - | **152.373** |
| İnfo Yatırım Menkul Değerler A.Ş. | - | - | 28.810 | **28.810** |
| Skyalp Finansal Teknolojiler Ve Danışmanlık A.Ş. |  |  | 448.394 | **448.394** |
| İdeal Data Finansal Teknolojiler A.Ş.(\*) | - | - | 278.612 | **278.612** |
| **Total** | **750.807** | **4.974.432** | **1.559.053** | **7.284.293** |

## Sales:

The details of the Company's sales to related parties are as follows:

|  |  |  |  |  |  |  |
| --- | --- | --- | --- | --- | --- | --- |
|  | January 1 -September 30 2024 | | | | | |
|  | | Mutual  Income | Rent Income | Subsidiary Sales | Others | **Total** |
| Hedef Portföy Yönetimi A.Ş | | 338.410 | - | - | - | **338.410** |
| İnfo Yatırım Menkul Değerler A.Ş. | | 12.430.954 | - | - | - | **12.430.954** |
| Hedef Girişim Sermayesi Yat. Ort. A.Ş | | 398.621 | 141.671 | - | 116.370 | **656.662** |
| Hedef Projelendirme Ve Gay. Gel. A.Ş. | | 131.977 | 113.337 | - | 93.097 | **338.411** |
| İdeal Data Finansal Teknolojiler A.Ş. | | 1.166.260 | 708.357 | - | 582.228 | **2.456.845** |
| Hedef Portföy Yönetimi A.Ş. Değer Girişim Sermayesi Yatırım Fonu | | - | - | 83.066.549 | - | **83.066.549** |
| Skyalp Finansal Teknolojiler ve  Danışmanlık A.Ş. | | 722.684 | 56.669 | - | 172.888 | **952.241** |
| Zen Girişim Sermayesi Yatırım Ortaklığı  A.Ş. | | 128.040 | 141.671 | - | 116.371 | **386.082** |
| Zen Merkezi Hizmetler Ve Filo Kiralama  A.Ş. | | 529.280 | 113.337 | - | 102.511 | **745.128** |
| Park Neptün Gayrimenkul A.Ş. | | 54.233 | 45.000 | - | - | **99.233** |
| **Total** | | **15.900.459** | **1.320.042** | **83.066.549** | **1.183.465** | **101.470.515** |
|  | January 1 -September 30 2023 | | | | | |

|  |  |  |  |  |
| --- | --- | --- | --- | --- |
|  | Mutual  Income | Rent Income | Others | **Total** |
| Seyitler Kimya Sanayi A.Ş. | 95.606 | - | **61.660** | **157.267** |
| İdeal Data Finansal Teknolojiler A.Ş | 639.194 | 687.761 | **-** | **1.326.956** |
| Skaylp Finansal Tekn. ve Dan. A.Ş. | 46.011 | 55.016 | **6.062** | **107.088** |
| Hedef Portföy Yönetimi A.Ş. | 95.606 | - | **-** | **95.606** |
| Hedef Girişim Sermayesi Yat. Ort. A.Ş. | 204.226 | 137.552 | **-** | **341.778** |
| Zen Merkezi Hizmetler Ve Filo Kiralama A.Ş | 87.093 | 110.044 | **1.452.927** | **1.650.065** |
| Zen Girişim Sermayesi Yatırım Ortaklığı A.Ş. | 108.619 | 137.552 | **-** | **246.172** |
| Hedef Projelendirme Ve Gay. Gel. A.Ş. | 86.764 | 110.044 | **27.919** | **224.727** |
| Hedef Yatırım Bankası A.Ş. | - | - | **1.942** | **1.942** |
| İnfo Yatırım Menkul Değerler A.Ş. | - | - | **1.793** | **1.793** |
| Park Neptün Gayrimenkul A.Ş. | - | 7.469 | **2.508** | **9.977** |
| **Total** | **1.363.119** | **1.245.438** | **1.554.811** | **4.163.371** |

# 9.RISKS AND EVALUATION BY MANAGEMENT BODIES

## Capital Risk:

In managing its capital, the Company's objectives are to ensure the continuation of its operations to provide returns for its shareholders and benefits for other stakeholders while maintaining an optimal capital structure to reduce the cost of capital.

The Company monitors capital management using the debt/equity ratio, which is calculated by

dividing net debt by total equity. Net debt is calculated by subtracting cash and cash equivalents from the total debt (which includes short-term and long-term liabilities as shown in the financial

statement). Total equity is calculated by adding net debt to equity as shown in the financial statement.

As of September 30, 2024, and December 31, 2023, the net debt/total equity ratio is as follows:

|  |  |  |
| --- | --- | --- |
|  | 30.09.2024 | 31.12.2023 |
| Total Debt  Less: Cash and Cash Equivalents | 403.658.388 (462.406) | 529.229.699 (8.605.550) |
| Net Debt  Total Equity | 403.195.982  2.605.930.677 | 520.624.149  3.643.660.922 |
| Debt-to-Equity Ratio | 0.15 | 0.14 |

## Interest Rate Risk

Fluctuations in market prices can cause variations in the values of financial instruments. These fluctuations may result from changes in the prices of securities or from factors specific to the issuer of these securities or factors affecting the entire market. The Company's interest rate risk is primarily related to bank loans.

While the interest rates on interest-bearing financial liabilities vary, the interest rates on interest- bearing financial assets are fixed, and the cash flow for future years does not change with the size of these assets. The Company’s exposure to changes in market interest rates primarily depends on its

variable rate debt obligations. The Company’s policy in this regard is to manage interest costs by using both fixed and variable rate debt.

|  |  |  |
| --- | --- | --- |
|  | Book Value | Book Value |
|  | 30.09.2024 | 31.12.2023 |
| **Fixed interest instruments** |  |  |
| Financial assets | - | - |
| Financial liabilities | 17.282.688 | 6.030.289 |
| **Total** | **17.282.688** | **6.030.289** |
| **Variable interest instruments** |  |  |
| Financial assets | 2.752.665.461 | 4.090.285.343 |
| Financial liabilities | - | - |
| **Total** | **2.752.665.461** | **4.090.285.343** |

|  |  |  |  |  |  |  |  |
| --- | --- | --- | --- | --- | --- | --- | --- |
|  | **Trade Receivables** | | **Other Receivables** | | **Financial Assests on banks** | | |
| **30.09.2024** | **Related Parties** | **Other Parties** | **Related Parties** | **Other Parties** | **Deposit** | **Investments** | **Total** |
| Maximum Credit Risk  Exposure as of the Reporting  Date | 69.300 | 287.072 | - | 7.742 | 462.171 | 2.752.665.461 | 2.753.491.746 |
| The portion of maximum risk secured by  collateral | - | - | - | - | - | - | - |
| A- Net book value of financial assets that are neither past due nor  impaired | 69.300 | 287.072 | - | 7.742 | 462.171 | 2.752.665.461 | 2.753.491.746 |
| B- The  carrying value of financial assets whose terms have been renegotiated, otherwise they would be considered  past due or impaired | - | - | - | - | - | - | - |
| C- The net  carrying value of financial assets that are past due but  not impaired | - | - | - | - | - | - | - |
| D- The net  carrying value of impaired  assets | - | - | - | - | - | - | - |
| E- Off-balance sheet items with credit  risk | - | - | - | - | - | - | - |
|  |  |  |  |  |  |  |  |
| **31.12.2023** | **Receivables** | | | | | | |
| Maximum credit risk  exposure as of the reporting  date | 489.168 | 24.944 | - | 123.596 | 8.605.231 | 4.090.285.343 | 4.099.528.282 |
| Portion of the maximum risk secured by  collateral | - | - | - | - | - | - | - |
| A- Net book value of financial assets that are neither past due nor  impaired | 489.168 | 24.944 | - | 123.596 | 8.605.231 | 4.090.285.343 | 4.099.528.282 |
| B- Book value of financial assets that would  otherwise be  past due or | - | - | - | - | - | - | - |
| mpaired but whose terms have been  renegotiated |  |  |  |  |  |  |  |
| C- Net book value of past due but not impaired  assets | - | - | - | - | - | - | - |
| D- The net  carrying value of impaired  assets | - | - | - | - | - | - | - |
| E- Off-balance sheet items with credit  risk | - | - | - | - | - | - | - |

Liquidity risk

|  |  |  |  |  |
| --- | --- | --- | --- | --- |
| **30.09.2024** | **Book Value** | **Contractual**  **Cash Flow** | **0-1 Year** | **1-5 Years** |
| Non-  derivative financial  liabilities | **32.223.555** | **32.223.555** | **20.642.609** | **11.580.946** |
| Financial  debts | 17.282.688 | 17.282.688 | 6.066.384 | 11.216.304 |
| Liabilities for  employee  benefits | 395.030 | 395.030 | 395.030 | - |
| Short-term and Long- term  Provisions | 775.446 | 775.446 | 410.804 | 364.642 |
| Financial and other  debts | 13.770.391 | 13.770.391 | 13.770.391 | - |
| Derivative financial  liabilities | - | - | - | - |
| **Total** | **32.223.555** | **32.223.555** | **20.642.609** | **11.580.946** |

|  |  |  |  |  |
| --- | --- | --- | --- | --- |
| **31.12.2023** | **Book Value** | **Contractual**  **Cash Flow** | **0-1 Year** | **1-5 Years** |
| Non-  derivative financial  liabilities | 15.924.225 | 15.924.225 | 11.454.368 | 4.469.857 |
| Financial  debts | 6.030.289 | 6.030.289 | 1.765.551 | 4.264.738 |
| Liabilities for  employee  benefits | 629.226 | 629.226 | 629.226 | - |
| Short-term and Long- term  Provisions | 637.467 | 637.467 | 432.348 | 205.119 |

|  |  |  |  |  |
| --- | --- | --- | --- | --- |
| Financial and other  debts | 8.627.243 | 8.627.243 | 8.627.243 | - |
| **Derivative financial**  **liabilities** | - | - | - | - |
| **Total** | **15.924.225** | **15.924.225** | **11.454.368** | **4.469.857** |

## General Risks

Economic and political developments worldwide and in Turkey, changes in competition and investment conditions, are among the other general risks.

## Information on the Activities and Reports of the Early Detection of Risk and Management Committee

In accordance with Article 398, paragraph four of the Turkish Commercial Code No. 6102 (“TCC”), the Auditor's Report on the Early Detection of Risk System and Committee was presented to the Company's Board of Directors on 01.09.2024.

According to the report:

* Considering the businesses of the subsidiaries, the company has sufficient working capital for all its short-term liabilities.
* The partnership has sufficient funds to continue its ordinary activities.
* Potential risks that may affect the company's existence, development, and continuation have been evaluated within the framework of the company's risk management practices and risk profile. It has been concluded that the measures already taken by the company's management and its risk

management approach are adequate against these risks.

* Legal changes and regulations by regulatory authorities are not expected to have a significant impact on the company's operations. Necessary compliance efforts are being made.
* The company does not have any legal disputes that could endanger its existence or continuation.

Based on these findings, it is stated that no reason has been identified that could endanger the existence, development, and continuation of the company.

In light of the findings above, it is stated that no reason has been identified that could endanger the existence, development, and continuation of the Company.

# OTHER MATTERS

## Information on Legislative Changes That May Significantly Affect the Company's Activities:

There are none.

## Information on Conflicts of Interest with Institutions Providing Investment Consultancy and Rating Services to the Company and Measures Taken to Prevent Such Conflicts:

There are none.

## Information on Employees' Social Rights, Professional Training, and Other Company Activities Resulting in Social and Environmental Consequences:

Employees' participation in professional seminars is ensured, and they attend renewal training for the licenses they hold. In addition to the rights specified in the Labor Law, all employees are covered by private health insurance.

## Information for Stakeholders:

After the end of the fiscal year, there are no matters of special importance that may affect the rights of shareholders, creditors, and other relevant persons and institutions. Written and verbal

information requests from shareholders during the period, except for those considered trade secrets or not disclosed to the public, were fulfilled. All necessary information for the proper exercise of shareholders' rights is made available to shareholders through activity reports, financial statements, independent auditor reports, special situation disclosures, and responses to individual information requests. Information and disclosures that may affect the use of shareholders' rights are updated on the Company's website for the shareholders' use. The request for the appointment of a special

auditor is not yet regulated as an individual right in the Company’s articles of association, and no request for the appointment of a special auditor was received during the period.

## Contact Information of the Investor Relations Department:

Investor Relations Manager: Türkan Eyibil Phone: +90 216 970 57 57

Email: [turkan.eyibil@hedefholding.com](mailto:turkan.eyibil@hedefholding.com)

## Information on Mutual Participation Exceeding 5% of Direct Shareholding in the Capital:

There are none.

## Events After the Balance Sheet Date:

## The company headquarters was established on 04.10.2024, Barbaros Mah. Ihlamur Blv. No:3 İç Kapı

## No:210 Ataşehir/İstanbul

**i) Sustainability Compliance Report**

In accordance with the Capital Markets Board's decision dated June 23, 2022, and numbered 34/977, work on sustainability policies continues under the Corporate Governance Communiqué II-17.1. Our sustainability report is available on the Public Disclosure Platform and our company’s website

[www.hedefholding.com.tr](http://www.hedefholding.com.tr/) for the information of shareholders and the public.

# STATEMENT OF COMPLIANCE WITH CORPORATE GOVERNANCE PRINCIPLES

Hedef Holding A.Ş. ("Company") aims to be a reliable and preferred institution by following changing market conditions, keeping risk at a minimum level, and ensuring maximum return. In this context,

the Company has adopted the concepts of "equality," "transparency," "accountability," and

"responsibility," which form the basis of corporate governance, and implements sustainability principles such as environmental protection, economic growth, and social development. The Company shows utmost care and effort to comply with the Capital Markets Law (“CML”) and the secondary regulations and decisions of the Capital Markets Board (“CMB”).

In this context, corporate governance mechanisms are operated within the Company in line with corporate governance studies. Full compliance has been achieved with the provisions that the CMB requires to be implemented mandatorily, and maximum care is taken to comply with voluntary principles not required by law. There has been no conflict of interest among stakeholders regarding these principles.

Details on the Company’s compliance with corporate governance principles, as outlined in the annex to the Corporate Governance Communiqué, and explanations regarding non-compliance are included in the Corporate Governance Compliance Report ("URF") and Corporate Governance Information

Form ("KYBF") and other relevant sections of the report for the fiscal period ending December 31, 2023. In the future, the Company will continue to work towards better operating mechanisms in line with these principles and improve its corporate governance practices, including voluntary principles that have not yet been implemented. Any changes in the URF or KYBF during the period will be disclosed as a special case. Our Corporate Governance Compliance Report is available on the Public Disclosure Platform (https://[www.kap.org.tr/tr/cgif/8acae2c4794d3648017a8bd7bc0103df),](http://www.kap.org.tr/tr/cgif/8acae2c4794d3648017a8bd7bc0103df)) and the relevant links are provided on our company website (www.hedefholding.com.tr) for the information of shareholders and the public.

## Statement of Compliance

**with Corporate Governance Principles of HEDEF HOLDİNG A.Ş.**

Hedef Holding A.Ş. ("Company") aims to minimize risk and ensure maximum return by following changing market conditions and aims to be a reliable and preferred institution within this framework. In this context, the Company has adopted the concepts of "equality," "transparency,"

"accountability," and "responsibility," which form the basis of corporate governance, and implements sustainability principles such as environmental protection, economic growth, and social development. The Company shows utmost care and effort to comply with the Capital Markets Law (“CML”) and the secondary regulations and decisions of the Capital Markets Board (“CMB”).

In this context, corporate governance mechanisms are operated within the Company in line with corporate governance studies. Full compliance has been achieved with the provisions that the CMB requires to be implemented mandatorily, and maximum care is taken to comply with voluntary principles not required by law. There has been no conflict of interest among stakeholders regarding these principles.