



## ÜNLÜ & Co Group Launches its IPO Book-Building May 31-June 01

ÜNLÜ & Co is scheduled to hold the book-building process in the framework of its planned initial public offering (IPO) on May 31- June 01, 2021. ÜNLÜ & Co's shares registered with the Capital Markets Board (CMB) will be offered at TL 6.9 per share during the book-building phase.

**PRESS BULLETIN – 28.05.2021** - The application by ÜNLÜ Yatırım Holding A.Ş. ("ÜNLÜ & Co"), Turkey's leading investment services and asset management group, for the IPO of its shares has been approved by the CMB. A price of TL 6.9 per share has been set for the IPO, which will entail a capital increase and shareholder stake sales. The book building process is slated for May 31-June 01, 2021.

A consortium comprised of 30 financial intermediaries, led by Yapı Kredi Yatırım, has been set up for the public offering. Of the Company shares to be offered to the public, 50% to domestic retail investors; 40% is allocated to domestic institutional investors; and 10% to overseas institutional investors. Upon completion of the IPO, a free float of 26% is envisaged for the Company. Within the scope of the IPO, which will not involve a green shoe option, a capital increase is foreseen through 37.269.158 nominal shares (82%), and shareholder sales of 8.263.851 nominal shares.

With operations in investment services and asset management, ÜNLÜ & Co has become one of the leading groups in its sector since its establishment 25 years ago, having ended 2020 with TL 603 million in assets, and TL 242 million gross profit. ÜNLÜ & Co Group, 77% of whose revenues are recurring in nature, posted TL 61 million net profit and 27% return on equity as of 2020. The Company's revenues, which have been on a sustained upward trend for the past three years, have increased from TL 161 million in 2018 to TL 174 million in 2019, and further to TL 242 million in 2020.

### **IPO Proceeds to be channeled to develop new business and investments**

Established in 1996 as Turkey's one of the first merger and acquisition advisory firm, ÜNLÜ & Co's shareholding structure includes founding shareholder Mahmut L. Ünlü (84.3%), Wellcome Trust (9.8%), Standard Bank (4.4%), and Company employees (1.5%). Headquartered in Istanbul, ÜNLÜ & Co has been expanding its service network in our country with its Istanbul (Bağdat Street), Ankara and İzmir offices, whilst continuing to act as Turkey's investment ambassador in international markets with its subsidiaries based in New York and London.

Describing their objective as building a well-rooted structure that is revered in international markets, Chairman of the Board of Directors and CEO Mahmut L. Ünlü said *"IPO proceeds will be used to develop new business and investments. We aim to develop a thriving, leading and pioneering investment banking group that stays true to its entrepreneurial spirit and will still be around 100 years from now."*

## **Public Offering to Bolster the Institutional Structure**

Underscoring a client-centric and institutional structure as paramount for competitiveness in international markets, Mahmut L. Ünlü said they aimed to add value through new strategies to the independent merger and acquisition advisory firm established back in 1996; with a public offering and investment banking license and to continue to generate solutions offering myriad benefits to investors.

Mr. Ünlü also noted that “giving back to our society” has been an integral element of the Group’s corporate culture, and that within the scope of the corporate social responsibility projects pursued by the Group, they would sustain their efforts in the domains of entrepreneurship, education and the role of women in business life.

## **About ÜNLÜ & Co**

Established in 1996, ÜNLÜ & Co Group has become Turkey’s leading merger and acquisition advisory firm with the 110 successful transactions it has advised on since 1998. The Company also ranks first in terms of total number of concluded transactions, total number of cross-border transactions, and total number of private fund transactions since 2010. **(Source: Mergermarket)**

ÜNLÜ & Co Group is the market leader among all financial institutions with a 22 % market share (excluding privatizations) in capital market transactions through 2010-2020, involving initial public offerings, secondary public offerings, and accelerated book building; 32 transactions; and an aggregate transaction value of USD 3 billion. **(Source: Bloomberg)**

As one of Turkey’s leading non-performing loan management companies, **İstanbul Varlık** has TL 310 million in aggregate investments, and a portfolio with capital value over TL 3.7 billion.

ÜNLÜ & Co also offers personalized investment advisory services to qualified retail and institutional investors through **DAHA Investment Advisory**, which operates within its premises. Assets managed in the framework of DAHA operations amount to TL 4 billion as of the **end of 2020**. In the realm of Asset Management services, ÜNLÜ & Co is active with an employee headcount in excess of 280. Assets managed under Fund and Portfolio Management and Non-Performing Loan Management Asset Management group amount to around TL 4.46 billion.

Headquartered in Istanbul and having a total employee count close to 500, ÜNLÜ & Co also has offices in Istanbul - Bağdat Street, Ankara and Izmir, along with subsidiaries in New York and London.

## ***Our Major Awards***

- *EMEA Finance/Europe Banking Awards 2020- Turkey’s Best Merger & Acquisition House Award*
- *Euromoney Awards for Excellence 2015- Best Merger & Acquisition House of the Year*
- *Euromoney Awards for Excellence 2016/ 2019- Turkey’s Best Investment Bank*
- *ACQ5 Global Awards 2020 -Turkey- Investment Bank of the Year*
- *TSPB Golden Bull Awards 2020 - Leader of Mergers and Acquisitions & Social Impact Project (ÜNLÜ & Co Women Entrepreneurs Academy)*
- *Bonds & Loans 2020 - Project Finance Deal of the Year Nominee - Unifree Duty Free A.Ş. Third Airport Project / Structured Bond Deal of the Year Runner-Up - ÜNLÜ Menkul Hasat Asset Finance Fund / Tarfin Tarım A.Ş.*
- *BV Awards 2020 -Turkey / Best Investment Research Team*

- *Sardis Awards - Positive Social Impact – Social Gender Equality / ÜNLÜ & Co Women Entrepreneurs Academy / Silver Sardis*
- *ARC Awards 2020 - Photography, Gold Prize / Traditional Annual Report, Silver Prize / Chairman's/President's Letter, Silver Prize*
- *İstanbul Marketing Awards 2020 - Annual Report Design*

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*\* Designation of the shares' public offering price is not subject to the discretion or approval of the Capital Markets Board or Borsa İstanbul A.Ş. Investors are required to make their investment decisions by examining the prospectus on the company and shares to be offered to the public, along with the sales notice to savers, which are posted on [www.kap.org.tr](http://www.kap.org.tr), [www.unluco.com](http://www.unluco.com), and [www.ykyatirim.com.tr](http://www.ykyatirim.com.tr) websites following CMB approval. The information, comments and recommendations contained herein are not within the scope of investment advisory.*

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