



# Institutional Investment Trends for Turkey

The impact of changes in ownership on Investor Relations

New York • Washington D.C. • London • Paris • Vienna • Frankfurt • Hong Kong • Tokyo • Cape Town

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**11<sup>th</sup> December 2012, Panel 3**



tüyid yatırımcı ilişkileri  
derneği

# The Outside View

**„The most compelling reason to invest in any Turkish issuer is their exposure to the Turkish macro economy where there is a very young population that supports a big, strong, growing market. There is a lot of potential there. If you cannot get excited about Turkey, you cannot get excited about any emerging market.“**

Top-20 Turkish Institutional Growth Investor based in London, 3bn USD. EuM

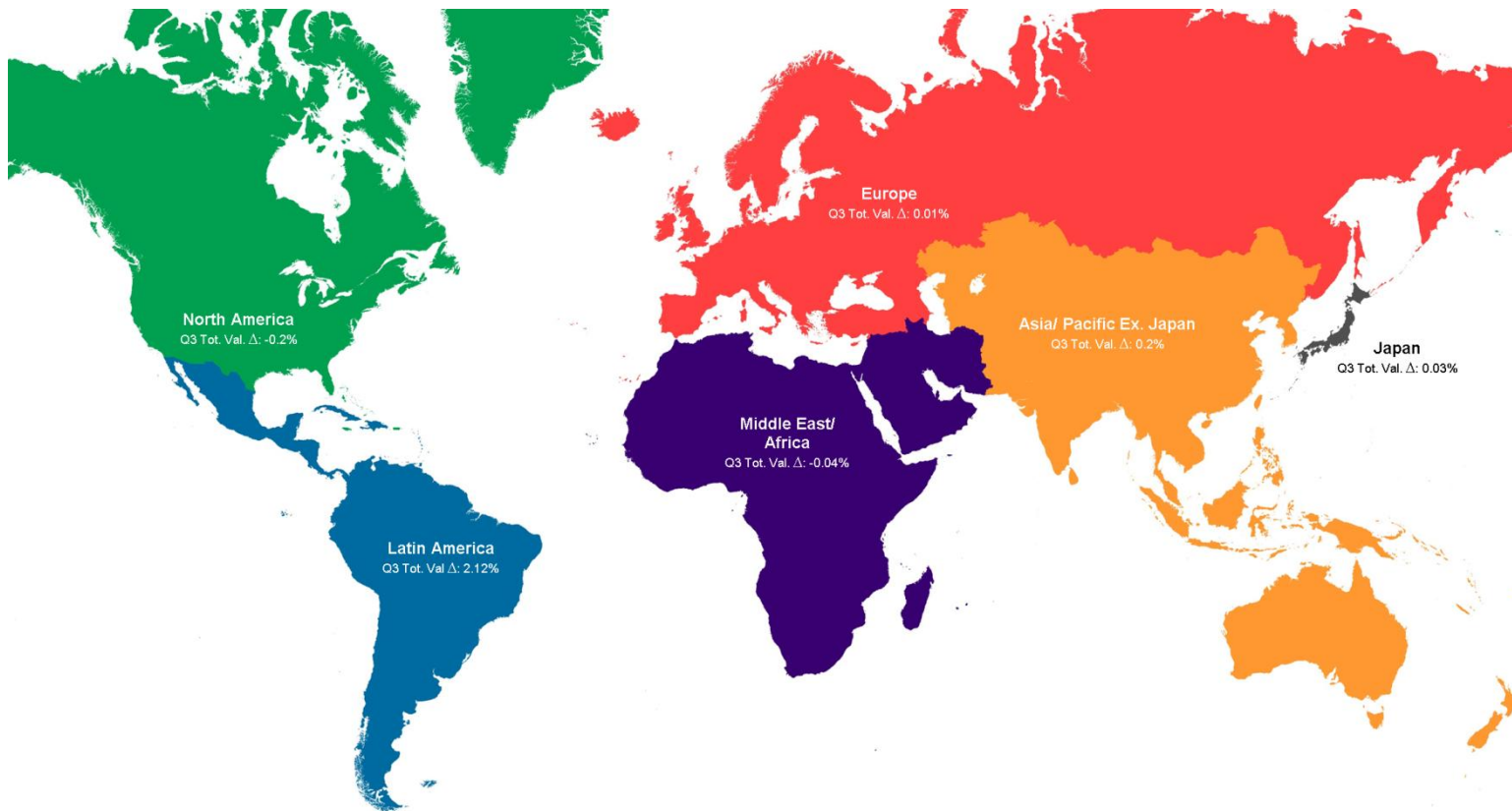
**„I would invest more capital if there is macro development in Turkey. I would want to see risk aversion in the Turkish market, liquidity in the global markets, a positive interest rate environment, and investment grade of the country. Everything is linked to the top-down conditions in the Turkish markets“**

Top-20 Turkish Institutional Emerging Markets Investor based in NYC, 5bn USD. EuM

# Global Equity Asset Overview

Investor Region	Total Reported Equity Assets (\$M)				
	30/09/2012	30/06/2012	31/03/2012	31/12/2011	30/09/2011
North America	15,949,981.3	15,981,380.4	16,862,397.9	15,048,719.0	13,846,760.4
Europe	7,844,227.7	7,843,626.5	8,635,167.3	7,820,002.0	7,514,176.7
Asia/Pac. Ex. Japan	5,292,919.8	5,283,851.7	5,501,639.8	5,064,840.2	5,018,538.3
Japan	1,620,424.4	1,620,973.0	1,697,398.6	1,588,297.2	1,620,769.5
Latin America	1,124,058.9	1,148,358.9	1,203,087.8	1,101,344.4	1,043,225.0
Middle East/Africa	817,425.7	817,754.4	853,210.7	815,455.8	795,633.6
<b>Total:</b>	<b>32,649,037.8</b>	<b>32,695,944.9</b>	<b>34,752,902.1</b>	<b>31,438,658.6</b>	<b>29,839,103.5</b>

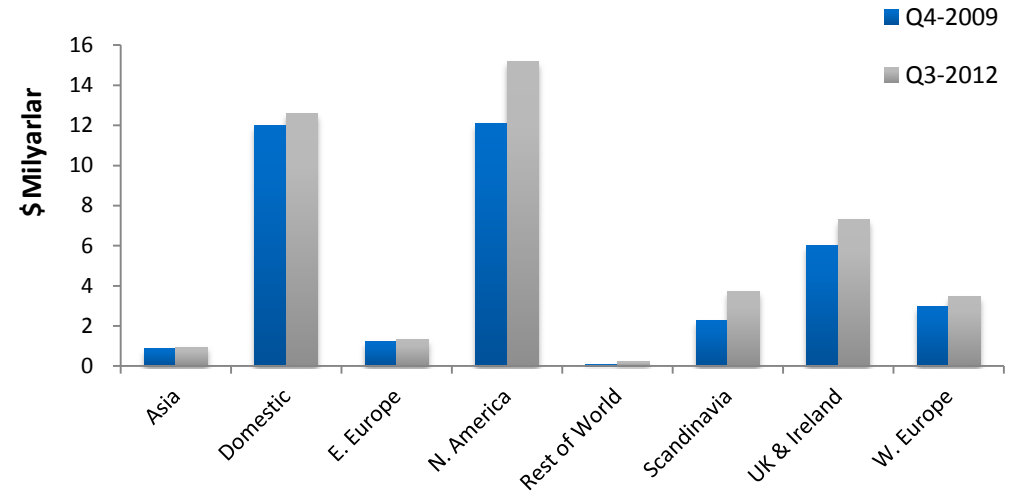
Investor Region	Sequential Change in Total Reported Equity Assets (%)				
	30/06/2012	31/03/2012	31/12/2011	30/09/2011	30/06/2011
North America	-0.20%	-5.22%	12.05%	8.68%	-17.80%
Europe	0.01%	-9.17%	10.42%	4.07%	-19.32%
Asia/Pac. Ex. Japan	0.17%	-3.96%	8.62%	0.92%	-14.51%
Japan	-0.03%	-4.50%	6.87%	-2.00%	-0.45%
Latin America	-2.12%	-4.55%	9.24%	5.57%	-38.01%
Middle East/Africa	-0.04%	-4.16%	4.63%	2.49%	-13.34%
<b>Total:</b>	<b>-0.14%</b>	<b>-5.92%</b>	<b>10.54%</b>	<b>5.36%</b>	<b>-17.71%</b>



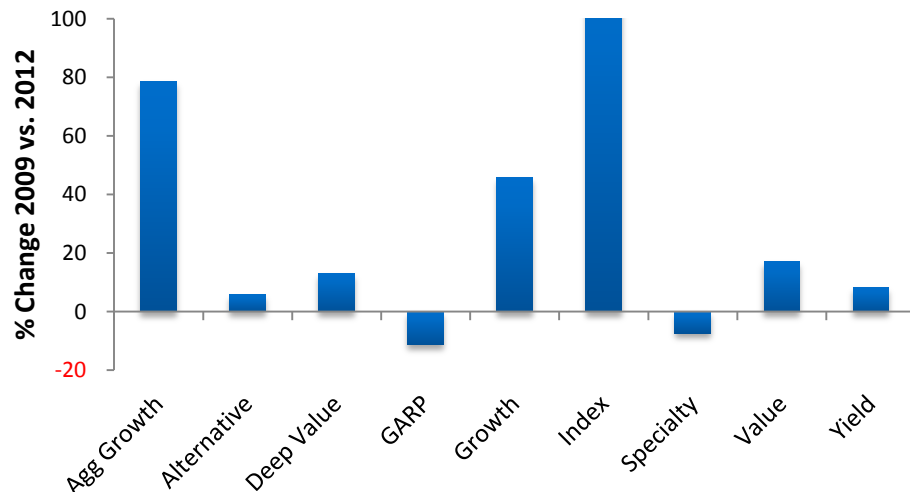
# Turkish Market - Institutional Trends

- Strong global & foreign demand
- New investment centres
- Growth market but passive holdings with massive inflows (IR-immune)
- Macro topic driven

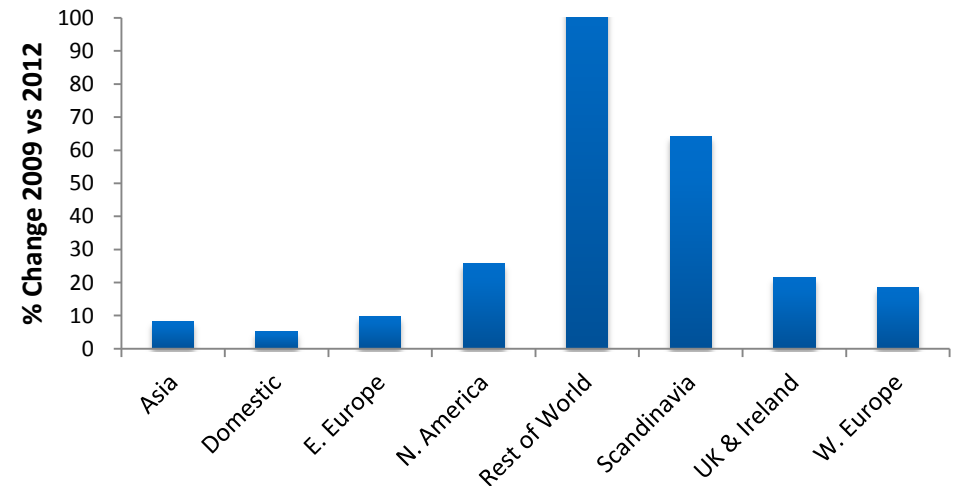
## Investment Level Turkey Comparison



## Investment Style Change in Turkey

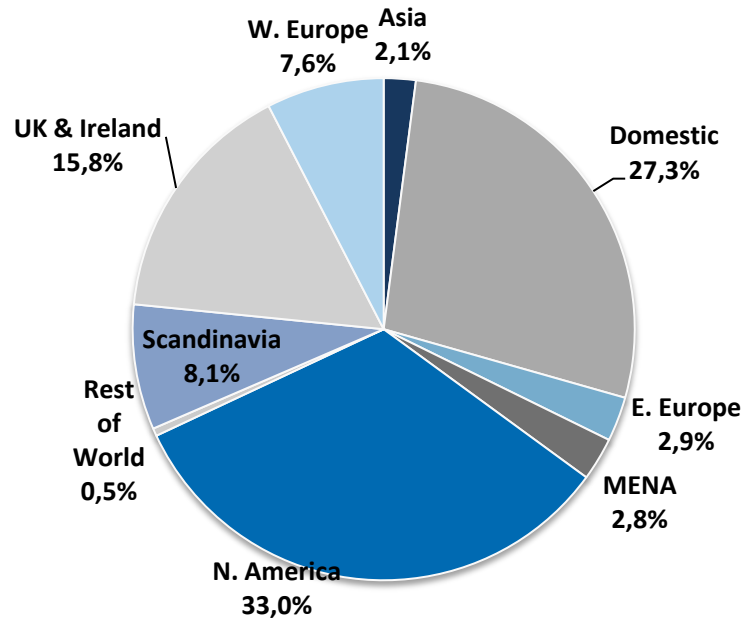


## Turkey Regional Change

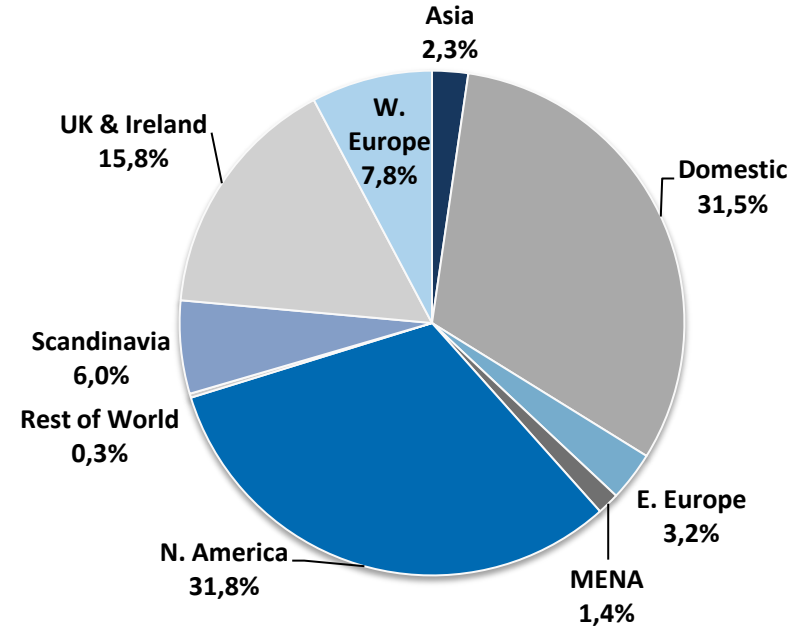


# Turkish Market – Regional Ownership Changes

Turkey Q3-2012



Turkey Q4-2009

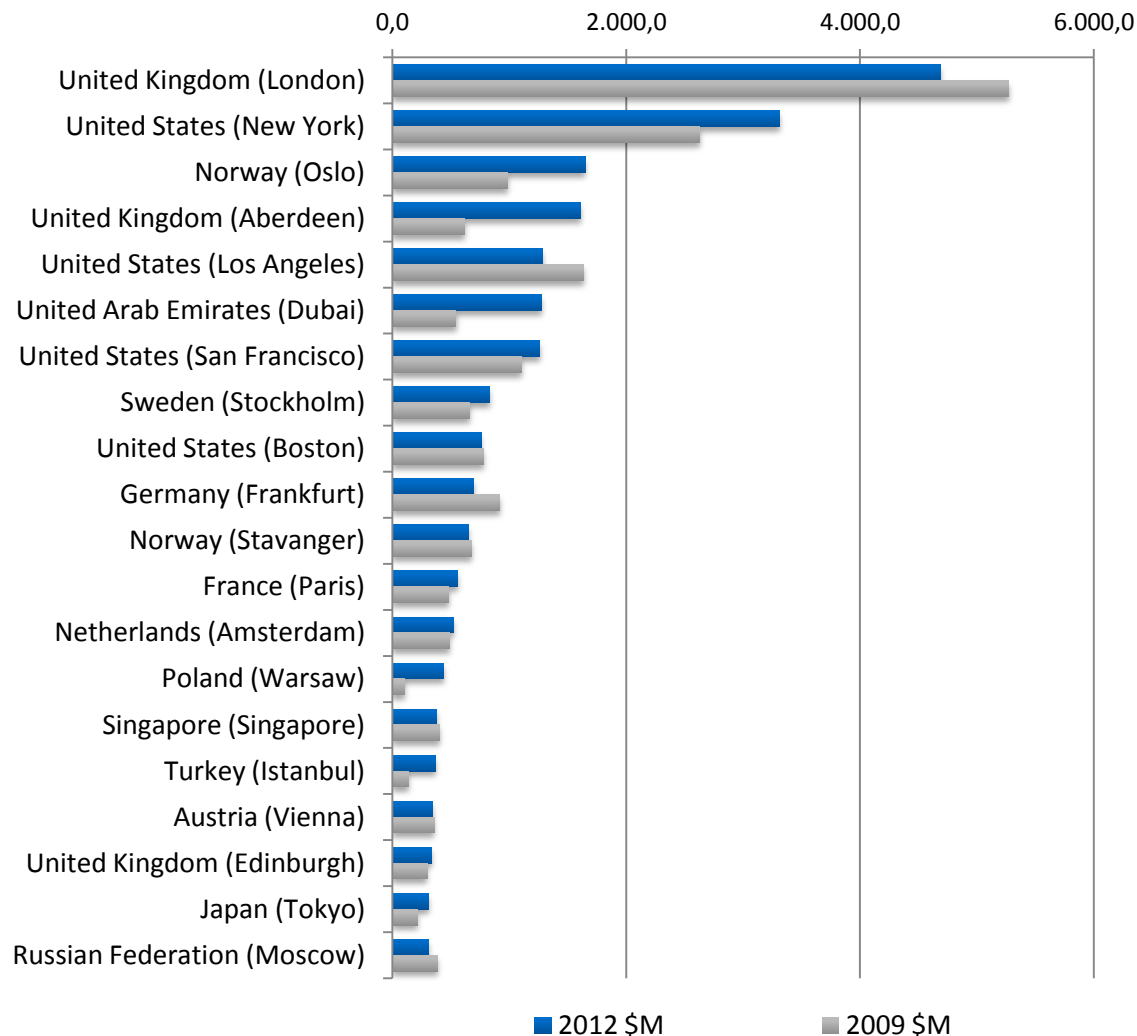


- Ownership still dominated by Anglo-Saxon institutional investors
- SWF's, index, quant, macro and emerging markets funds bought into market
- Domestic institutional appetite (active management) declined
- Important difference between investment, beneficial owner, voting discretion & centre

# Roadshow Location – Investment Centre Split

- London with largest active capital pool & growing
- Foreign investment discretion bundled in London
- Smaller cities with often selective investment strategies incl. extra financials
- Passive money not to be neglected (e.g. governance, ESG roadshows)
- Important to understand investment centre and institutions decision making process & investment culture

Roadshow: \$M - Active Investors by City 2012 vs. 2009



# Ipreo Background

## Leading Specialist Provider for Market Intelligence & IR-Technology:

- 800 Employees
- Global Footprint
- + 1.200 Issuer Clients
- Market Leader on Issuance Software & Bookbuild Data

## Specialised in:

- Shareholder & Bondholder Analysis and Profiling
- Independent Institutional Investor Targeting & Perception Analytics
- Corporate Governance & Sustainability Intelligence & Advisory
- Transactional & AGM/EGM Support (Preparation, Solicitation, Proxy Fights)
- Investor Screening and Contact Management Support