

Interview with Erhan Topa, the Architect of  
30 Years of Adventure

*1991 was a difficult time for the whole world. It was also a very difficult time for capital markets that were still in their infancy. There was a sense of amazement when I told my immediate circle that I would establish Gedik Yatırım. But I was determined. We set out to be “the first brand that comes to mind when thinking about investment in Turkey.”*

**ERHAN TOPA**

Chairman of the Board of Directors



## Interview with Erhan Topaç, the Architect of 30 Years of Adventure

1991, the year we established Gedik Yatırım, was a difficult period for the world and our country. We always made steady progress in those days. **“Hard times” have always opened up different opportunities for us. We successfully turned every critical corner and arrived where we are now. We have always progressed with the right teams, and, most importantly, our vision was always clear.** We strongly believed in capital markets back then, and we still do. We move forward into the future with this self-confidence.

**Gedik Yatırım celebrated its 30<sup>th</sup> anniversary this year. Where do you position your company in these past 30 years? Let’s hear from you about the success story of Gedik Yatırım, which has left its mark on 30 years of Turkish capital markets.**

To better understand Gedik Yatırım’s 30-year journey, first of all, one should look at how and under what conditions we decided to embark on this journey. We started from scratch with no experience or investor base, recognizing the difficulty of being a strong player in the Turkish capital markets that is not a bank. For 30 years, despite all the negative developments in Turkey and the world, we continued on our way with determination, even during periods without any growth in the industry. During the periods when the industry was developing, our growth rates were always above the industry average. We created our current durable structure by continuing our investment plans with the same determination and without taking a step back, regardless of the conditions. We have dedicated our life to capital markets. As of the end of 2021, with our 432 colleagues and the widespread branch network that we have developed every year across Turkey, we provide services to investors who want to invest in capital markets. Throughout this period, we continued to contribute to the capital markets by providing training to tens of thousands of investors and bringing hundreds of people into the industry as Gedik Yatırım graduates.

**Our vision is to be a leader in every field**

*Growing up takes courage as much as it takes experience and knowledge. All other things aside, being an investor’s companion is an act of courage in itself.*

**How do you evaluate the developments in the Turkish and the world economy in 2021, overshadowed by the pandemic? How was Gedik Yatırım affected by these developments in 2021? What was the contribution of your company?**

2021 started with the hope of leaving the pandemic behind. In 2020, there were discussions all over the world, especially in the governments of the countries that direct the world economy, about how the support decisions taken to revive the hard-hit economies would be reflected in 2021. A financial aid package of EUR 750 billion, planned by the European Union Central Bank for release within the next seven years to revive the European economies, was approved. The balance sheet of the European Central Bank reached EUR 8.6 billion, with an increase of EUR 3.9 billion from the end of 2019. We have left behind a period with increased risk in capital markets shaped by the threat of high inflation as a result of increased prices due to the pandemic. This period also created new investment opportunities.

At Gedik Yatırım, we maintained our firm stance by expanding the areas in which we provide service and improving our digital infrastructure. We increased the number of our branches to 44 and the number of our employees to 432. With our growth target on solid foundations, we increased the number of accounts that we mediate domestically to over 160,000. In 2021, we continued to lead public offerings. We continued our marketing activities for potential public offerings, continued to invest in technology, increased the number of innovative channels in addition to those we serve under the Gedik Yatırım brand, and developed integration projects for our target audience. We established partnerships with Fintech companies that take the investment experience to the next level with the use of technology.

**How do you evaluate the developments in Turkish capital markets in 2021? What is your projection for the development of capital markets?**

Turkey continues to develop in a structure that has not yet revealed its capital market potential. Potential investors need support to recognize market returns. At Gedik Yatırım, we are working to create an investment market ecosystem that will change the perception of potential market players, attract their atten-

tion, and provide access to reliable information. With this aim, we update our digital infrastructure to keep up with the times, train our team, and keep ourselves ready to respond to our innovative projects immediately.

**What makes Gedik Yatırım be different in the industry in 2021?**

We work passionately to provide sustainable and long-term added value to investors while making a difference in the future. We have never been satisfied with what we had, and we have followed global trends. We have provided new trends and new products with investors. We have always provided the most accurate and uninterrupted information flow with the best service understanding. Thus, as Gedik Yatırım developed, we created value for investors. As we created value, investors’ trust in us increased. Thus, we both developed ourselves and created value for investors. Since 2014, we have accelerated our growth to speed up our journey toward leadership in the industry. In the last seven years, we have doubled the number of our employees and branches. We have made our organization sustainable. In parallel with these developments, we have increased our profit 16 times and shareholders’ equity five times in seven years. The number of investors we serve has quadrupled in the same period. Today, we are among the leading investment enterprises in the industry, with our high financial power and shareholders’ equity of more than TL 548 million. We host more than TL 17.7 billion of financial assets from over 160,000 investors. We provide service through our branch network, which features locations all across Turkey, and our 432 specialist employees, who are experienced in their fields.

At Gedik Yatırım, we are proud to take the lead, with a total of 23 public offerings from our establishment as of the end of 2021.

**What are your prospects for Gedik Yatırım in 2022? Can you talk about your targets?**

At Gedik Yatırım, we know very well how we started 30 years ago and where we have come in the industry with determination. We have a very clear vision of being a leader in every field in the industry. In line with this target, we have established short-term and long-term plans. We have always paid close attention to financial technologies, and we will continue to do so. We aim to increase the number of our investors by strengthening our digital infrastructure. In our quest to attract new investors, we will identify our target audience and take appropriate actions. We will continue to make a difference in the industry with next-generation investment practices that we will develop together with our existing subsidiaries and new partnerships. We shape our organizational structure with innovative infrastructure projects that make life easier for our investors and employees. In doing so, we will continue to grow profitably. We organize our financial operations with the awareness of our strong financial structure and its effects on our desire for investment, infrastructure, and human capital investments. My goal for 2022 is to make it a year in which we get closer to our vision and grow above the industry level. I would like to take this opportunity to thank our shareholders and stakeholders, who are always there for us with their support, our employees who are specialists in their fields, and valuable investors who trust us.



**We have taken part in more than 120 consortia in the last 15 years**

*At Gedik Yatırım, we have maintained our successful performance in the industry and gained an important place in the capital markets by taking part in more than 120 consortia in the last 15 years.*