

REAL ESTATE APPRAISAL REPORT



AKFEN GYO A.Ş.
NOVOTEL VE İBİS HOTEL
ZEYTİNBURNU / İSTANBUL



ISO9001:2008
FS 509685

Date: 28.02.2011
Rev. Date: 20.04.2011

R. No: 2011REV78-7

SUMMARY CHART			
REPORT NO:	2011REV78-7	REPORT DATE:	28.02.2011
		REV. DATE:	20.04.2011

OPEN ADDRESS:	Novotel ve İbis Otel, Kazlıçeşme mahallesi, Kennedy caddesi, No: 56, Zeytinburnu - İstanbul	
PREPARED BY :	TSKB Gayrimenkul Değerleme A.Ş.	
APPRAISERS :	Hüsniye BOZTUNÇ Appraiser (400811)	Adem YOL Appraiser in Charge (400101)
REQUESTED BY :	Akfen GYO A.Ş.	
INTENDED USE OF THE PROPERTY:	4 star Novotel and 3 star İbis Otel.	
LAND REGISTRY INFORMATION :	Right of superficies for 49 years set on the parcel no. 55, block 774, plate 85/1, located on 1 st Area, Sahil Yolu (the coastal road) location, in the Zeytinburnu district, Zeytinburnu neighborhood, of the province of İstanbul.	
ZONING STATUS :	The parcel subject to valuation remains in the "Preferred Utilization Area" of the plan approved by the Ministry of Culture and Tourism on 15.06.2007. The construction conditions in the plan are stated as; construction equivalent 2,50 (for Tourism Facilities), Hmax= 117 m.. Application shall be made According to the preliminary project and shall be approved by the Metropolitan Municipality.	
FAİR MARKET VALUE (EXCLUDING VAT) DATED 28 FABRUARY 2011 OF THE NOVOTEL AND IBIS HOTEL	167.000.000.-TL (Onehundredsixtysevenmillion.-Turkish Liras)	75.490.000.-EURO (Seventyfivemillionfourhundredandnintythousand-Euros)
FAİR MARKET VALUE (INCLUDING VAT) DATED 28 FABRUARY 2011 OF THE NOVOTEL AND IBIS HOTEL	197.000.000.-TL (Onehundrednintysevemillion.-Turkish Liras)	89.000.000.- EURO (Eightyninemillion.-Euro) 1 €=2,2132 TL
Rental Value (Excluding VAT) dated 28 February 2011 of the Hotel	9.390.000.- TL (Ninemillionthreehundredandnintythousand.- Turkish Liras)	4.243.000.- EURO (Fourmilliontwohundredandfortythreethousand.-Euro)
Rental Value (Including VAT) dated 28 February 2011 of the Hotel	11.000.000.- TL (Elevenmillion.-Turkish Liras) 1 €=2,2132 TL	5.000.000.- EURO (Fivemillion.-Euro)

We herewith declare that:
The findings presented in the report are correct to the best of the knowledge of the appraiser
The analyses and the results are only limited to the specified assumptions and conditions;
The appraiser has no interest whatsoever related to the property which is subject to the valuation;
The appraiser's remuneration does not depend on any section of the report;
The appraiser was realized in accordance with the ethic rules and the performance standards;
The appraiser possesses the professional education requirements;
This page is an unseperatable part of the appraisal report. The report is a whole with all the detailed information in it an cannot be used independently
The appraiser has previous experience in the subject of the location and type of the property which is being valuated;
The Appraiser has personally inspected the property; with the exclusion of the persons mentioned in the report no other person has contributed professionally to the preparation of this report.
<i>*The revision appraisal report prepared has been arranged in line with the demand for amendment and correction specified during the talk with the Capital Market Board on 12.04.2011.</i>

Hüsniye BOZTUNÇ Appraiser (400811)	Adem YOL Appraiser in Charge (400101)
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SECTION 1**REPORT INFORMATION****1.1 Report Date and Number**

This report was issued by our company on 28 February 2011 and number 2011REV78-7 with reference to the request dated 16 February 2011 and made by the firm, titled as Akfen Gayrimenkul Yatırım Ortaklığı A.Ş.

1.2 Report Type

This report, is a valuation report prepared with the purpose of determining as of 28.02.2011 the fair market value in Turkish Liras of Novotel and İbis Otel located on the real estate property located on 1st Area, Sahil Yolu location, in the Zeytinburnu district, Zeytinburnu neighborhood, of the province of Istanbul where the right of superficies has been established for 49 years.

1.3 People Issuing the Report

This appraisal report has been prepared at the end of necessary examinations carried out at the location of the real property and upon the information procured from the relevant individuals – institutions – establishments Hüsniye BOZTUNÇ, licenced real estate appraiser Adem YOL, real estate appraiser in charge of our Company, issued this report.

1.4 Appraisal Date

This appraisal report is prepared with reference to the studies started on 25 February 2011 and finished on 28 February 2011. Not only examinations conducted at real estate location, municipality and land registry but also office work is done during appraisal study.

1.5 Base Contract

This appraisal report was issued in accordance with the provisions of the base contract that was executed by and between Akfen Gayrimenkul Yatırım Ortaklığı A.Ş. and our Company on 21 February 2011 and has determined the rights and obligations of the contractual parties.

1.6 Factors Affecting the Appraisal Process Negatively

There is not any negative factor that affects and limits the appraisal process in general aspect.

1.7 Scope of Client Demands and Limitations

This real estate appraisal report has been prepared further to Akfen Gayrimenkul Yatırım Ortaklığı A.Ş request dated 16 February 2011, and in accordance with the provisions of the capital markets legislation in effect on the subject property.

1.8 The Information on the Last Three Appraisal Studies Performed by Our Company on the Subject Property of the Study on Previous Dates

	Report-1	Report-2	Report-3
Report Date	29.01.2010	06.10.2010	31.12.2010
Report No	2009REV427-8	2010REV195-7	2010REV387-7
Prepared By	Mehmet Aslan-Hüsniye Gürses- Coşkun Kanberoğlu	Hüsniye BOZTUNÇ - Adem YOL	Hüsniye BOZTUNÇ - Adem YOL
Proper Total Value (TRY)	145.839.000.-TL	146.348.000.-TL	157.045.000.-TL

SECTION 2

COMPANY – CUSTOMER INFORMATION, DEFINITION AND SCOPE OF THE APPRAISAL

2.1 Company's Information

Our Company was established with a capital amount of TRL 300.000 in order to engage in providing works and services described as Expertise and Appraisal according to the Articles of Association of the Company published in the Trade Registration Journal dated September 13, 2002 and issue no. 5676.

Our Company is taken on the lists of companies, which will offer appraisal services, within the framework of the Capital Market Board (SPK) legislation by the letter of SPK dated February 03, 2003 and no. KYD-66/001347, of Capital Market Board of the Prime Ministry.

2.2 Client Information

This appraisal report has been prepared for Akfen Gayrimenkul Yatırım Ortaklığı A.Ş. located at the address of Büyükdere Caddesi, No:201, C Blok, Kat:8, Levent/İSTANBUL.

2.3 The Value Definitions

2.3.1 Fair Market Value (Market Value)

In the case of an real property changing hands between the buyer and the seller, at a specific date; it is the most plausible, cash exchange value of the property on the condition that the market conditions required for the sale are provided, the parties being willing and both parties are knowledgeable about the conditions related to the property. In this valuation study the validity of the following points are assumed:

- The buyer and seller are acting in a reasonable and sensible manner.
- The parties are knowledgeable concerning every matter related to the real estate and are acting in a manner to obtain the utmost benefit for themselves.
- A reasonable timeframe has been allowed for the sale of the real estate.
- The payment is being effected in cash or by similar instruments.
- The financing which may be required for the purchasing transaction of the real estate is being realized with the prevailing interest rates in the market.

2.3.2 Orderly Liquidation Value

It is the most likely sales value in cash for an interval of approximately 3 -6 months which is determined regarding the assets as a result of interviews and negotiations between the parties. In the orderly liquidation, the best value is tried to be obtained for each of the assets. If, within the determined timeframe, following the negotiations between the parties an agreement can not be reached regarding the price, it is advised to sell the assets by public auction.

2.3.3 Forced Liquidation Value

In an auction open to the public, it is the most probable cash value when the economic trends and the obligatory sales conditions are taken into consideration. In the obligatory liquidation, assets are sold as fast as possible. The acceptable time interval is in general less than 3 months.

2.4 Project Appraisal

The purpose of an investment is to produce goods or services, to put them into the market and make profit consequently. The commercial profitability of the investment depends on sufficient demand for the goods or services to be produced and their sales with the prices that would provide possibility to obtain the expected profitability. The examination of the project for the entrepreneur covers the examination and evaluation of the industry where the subject product of the project is positioned and the anticipations regarding the future. The

evaluation of the market where the subject goods or services of the project are positioned can be examined in the current situation and the expectations for the future.

2.4.1 Definition, Purpose and Scope of Project Appraisal

This project evaluation study aims at shedding insight into the following issues in general:

- The overview of the industry to which the goods and services, which are considered to be produced in consequence of the considered investment, are pertaining,
- Domestic and/or offshore marketing possibilities for the subject goods or services of the project,
- Whether the technology to be used within the planned investment possesses the required quality and technical norms,
- The investment cost of the foreseen project,
- The acceptable costs of the goods or services, which are considered for investment within the project, under the market conditions, and whether the sales prices would provide an acceptable investment for this investment.

SECTION 3

GENERAL AND SPECIAL DATA

Data investigation starts with study of the prevailing trends in the international, national, regional or neighbourhood at the market level concerning the asset, which is subject to the evaluation. This research assists the appraiser to perceive the principles, powers and factors influencing the real estate values in that specific market environment. The research, at the same time provides the information related to the figures, the market trends and the clues. Whereas the general datas are datas related to the characteristics of the property to be evaluated and to the equivalent properties.

3.1 General Data- Social and Economic Data

3.1.1 Demographic Data

According to the 2008 Census through Address-Based Population Registry System, the population of Turkey was 71,517,100 and the population increased to 72,561,312 on 31 December 2009. In 2000-2007 period, the annual population increase was 0.59%; while the annual population increase of Turkey in 2008 appeared as 1.31%.

In 2009 among the 81 provinces, the population of 67 populations increased and that of 14 populations decreased. The three provinces with lowest population increase rate are Tunceli (-4%), Ardahan (-3.70%) and Kars (-1.81). Among the 81 provinces, the first three with the highest population increase are Çankırı (4.94%), Bilecik (4.50%) and Isparta (3.22%).

In Turkey, the urban population increases at a much higher speed than the rural population. The proportion of urban population of Turkey increased sharply in the last 17 years from 59% in 1990 to 64.9% in 2000 and 75% in 2008. Urban population (the population in the centers of provinces and districts) is 53,611,723 while the rural population (population at subdistricts and villages) is 17,905,377. The province with highest urban population proportion is Istanbul with 99%, while that with the lowest is Ardahan with 31.1%.

17.8% of the country's population lives in Istanbul. 6.4% of the total population lives in Ankara, 5.3% in Izmir, 3.5% in Bursa and 2.8 in Adana. The five provinces with the lowest population are Bayburt, Tunceli, Ardahan, Kilis and Gümüşhane, respectively. The population of Bayburt, which has the lowest population, is 74.710.

Half of the population is younger than 28.8 years old. The median age in Turkey is 28.8. The median age for males is 28,2 and that for females is 29,3. The median age of the urban population is 28.7 and that of rural population is 29.1. The population in 15-64 age group accounts for 67% of the total population. 26% of the country's population is in 0-14 age group and 7% is in the 65 and higher group.

The number of people per square kilometer, which is indicated as the density of population is 94 in overall Turkey, while it varies between 11 and 2.486 people among provinces. Istanbul has the highest population density with 2,486 people. It is respectively followed by Kocaeli with 421 people, Izmir with 322 people, Hatay with 249 people

and Bursa with 245 people. The province with lowest population density is Tunceli with 11 people. In Konya the province with the largest area- the population density is 51 people per sq km and the population density in Yalova the province with the smallest area- is 239 people per sq km.

CITY	POPULATION	POPULATION (CITY CENTER)
İstanbul	12.915.158	12.782.960
Ankara	4.650.802	4.513.921
İzmir	3.868.308	3.525.202
Bursa	2.550.645	2.249.974
Adana	2.062.226	1.805.145

3.1.2 Economic Data¹

In our country, especially in the period which began with the economic crisis in 2001, a significant shrinkage was experienced in the real estate market in parallel to the crisis in all other sectors.

The potential earthquake expectation, which was added to the current situation, has strongly restricted the capability to act in the years 2001 and 2002. In this period, real estate prices decreased seriously compared to the previous period; and the buy & sell transactions decreased to almost none.

With the positive developments beginning from the second half of 2003; 2004 was a year when the real estate sector revived and the prices increased by a certain extent compared to the previous period. Positive developments were experienced in the real estate and construction sector with the beginning of economic and political stability, the decline of the inflation to single digit figures, the developments related with the Mortgage law, and the course of accession to the European Union in accordance with the expectations.

The private sector investments and large scale projects, which were started in 2004, also increasingly continued in 2005, and the real estate prices significantly increased especially in the second half of 2005. The increasing trend lasted until the final quarter of 2006. As the 2007 was the year of elections, the domestic and foreign investors preferred to wait for the elections before their elections, and after the elections, the political stability was assured and the investments continued.

In the first quarter of 2008, foreign economic developments were more influential than domestic politics and the foreign developments began to directly influence the economy in April 2008, the investments slowed down and the foreign investment rate began to decrease compared to the previous years. On looking at the investments in 2008, certain regions reached saturation on residence and shopping sector, and the investments continued in office and logistics sector.

The economic crisis, as the most important event of 2008, began as the subprime mortgage crisis in the US, and then it was thought as arising from liquidity shortage but understood in time that the actual problem arises from lack of confidence. The crisis showed itself with the bankruptcy of leading investment banks and insurance companies of the US in March and jumped to Europe in a short time. Three largest banks of Island went bankrupt. The immovable property market of England also went into a great decline, similar to that of Europe. Major automobile companies also began to fail against the crisis.

Although the share allocated by the Turkish banking industry to housing loans has abated the effects of the crisis, Turkey has also begun to be influenced from all these global developments since the 3rd quarter of 2008. The increase in foreign exchange rates and the decrease in sales have also begun to be noticed in the real estate market. The stability of residence prices and demand has been replaced by a decrease tendency in parallel to the overall perspective. Real estate market has entered a stable period due to the increasing loan interests, postponement of investments and future forecasts.

In the end of 2008 and in the beginning of 2009, the economical crisis also began to be felt in the real sector of Turkey. Unemployment began to increase rapidly especially in the industrial cities as factories suspend production. In economic predictions, common belief is that 2009 will pass with economic shrinkage for Turkey. The real estate sector will spend 2009 by shrinking and see a discount in prices. Nevertheless, we think the

¹ TSKB Real Estate Appraisal Company

interest of foreigners to Turkey will continue as the years 2009 and 2010 will present discounted opportunities in high quality housing projects.

3.1.3 Tourism Industry

The tourism sector is one of the fastest developing and growing sectors worldwide. As boundaries disappear, the world got smaller, and people now have a tendency to travel to destinations that are farther away. The main reasons for this can be listed as the increase of the share of disposal personal income reserved for tourism and holidays, the fast development of transportation and communication technologies, and the desire of the people to visit new areas they have not seen until now, and they wonder about.

Due to the diverse structure of tourism, it covers, on one hand, activities such as accommodation, planning, travel organizations, and sales, called typical tourist activities, and also other activities such as transportation and car rentals, which do not only depend on tourist consumption, but used by them as well. Tourism is an important sector that constitutes a significant portion of the present day gross national product worldwide. This dynamic sector continues to grow despite the economic stagnation worldwide, and has a function of driving the other industries as well.

In addition to its contributions to the national income, through the foreign exchange revenues provided, it plays an important role in closing the payments balance deficit. As a result of offering employment for masses, the tourism sector is one of the sectors with the highest concentration on employment, and also it is an effective marketing and advertising means for the country.

3.1.3.1 World Tourism

The center of gravity for the world tourism is Europe, where our country is also located. After Europe, the most important share belongs to the East and the Asian/Pacific region. Other than these two regions, the third region with the highest share is South and North America. From this, it can be said that the tourism of world economy is concentrated in the three regions which are developed economically, and with high levels.

Although the country which draws the highest number of tourists is France, the country which achieves the highest tourism revenue is the US.

Turkey ranks 11th in terms of number of tourists and 10th in terms of tourism revenues.

Number of Tourists and Tourist Revenues (2008 yılı)

No	Country	Million People	Billion \$
1	France	79.1	43
2	Spain	58.5	51
3	US	51.1	86
4	China	49.6	34
5	Italy	41.1	38
6	England	30.1	34
7	Germany	23.6	33
8	Mexico	21.4	10
9	Austria	20.3	17
10	Russia	20.2	47
11	Turkey	18.9	17
12	Canada	18.2	14
13	Ukraine	17.6	3
14	Malaysia	17.5	13
15	Hong Kong	15.8	7
16	Poland	15.7	7
17	Greece	14.3	14
18	Thailand	13.9	7
19	Portugal	11.3	10

* T.C Ministry of Culture and Tourism, Turkish Statistical Institute

Francesco Frangialli, Secretary General of the World Tourism Organization, who made a speech at the international tourism of 2007 in Madrid, indicated that the international tourism grew by 6% in the last year compared with the previous year.

Mr. Frangialli also stressed that the total number of foreign tourists in the world countries reached 898 million with an increase of 52 million tourists and that an important part of this increase in the international tourism in the last year was achieved in Europe.

While the number of tourists in Europe reached 480 million by an increase of 19 million, this number represents half of the total number of international tourists worldwide.

The statement also refers to increases achieved in some of the European countries and points out the 18% increase in the number of foreign tourists in Turkey, which has turned out to outdistance such countries as Greece, Portugal, Italy, and Switzerland in the increase rate.

Considering the tourism revenues of 2006, the US ranks first, followed by Spain in the second and France in the third rank. Turkey ranks ninth in this classification. The report states that the international tourism revenues are very close in Turkey, Austria, and Australia and that slight differences in the data may change the ranking. Moreover, it also emphasizes that Germany owns its rank in this classification to the comfort provided by the country to the commercial tourists.

GNP generated by tourism in Turkey is expected to reach \$27 billion in 2009 by an increase of 1.3% while the number of directly employed people would reach 443 thousand by an increase of 1.5%.

The report of the World Tourism Council (WTC) emphasizes that the economic magnitude to be indirectly generated by tourism in Turkey will be \$64 billion while the number of indirectly employed people would be 1,375,000.

The report of WTC states that in the major competitors of Turkey such as Spain, Greece, Italy, and Egypt, the tourism industry is expected to shrink. More precisely, tourism industry is expected to diminish in 2009 by 4.9% in Spain, by 1.8% in Greece, by 5.5% in Italy, and by 2.8% in Egypt.

COMPARATIVE TABLE OF TURKEY AND IT'S COMPETITORS

2009 yılı			2019 yılı	
Ülke	Büyüme oranı	İstihdam	Büyüme oranı	İstihdam
TÜRKİYE	+1,3	+1,5	+ 4,1	+ 2,7
İSPANYA	- 4,9	- 4,2	+ 1,3	+ 1,0
YUNANİSTAN	-1,8	- 2,0	+ 3,5	+ 2,6
İTALYA	-5,5	- 5,2	+ 2,0	+ 0,8
MISIR	-2,8	- 4,3	+ 4,5	+ 2,0

* T.C Ministry of Culture and Tourism, Turkish Statistical Institute.

The experts estimate that China will outdistance the US and rank the third greatest tourism country in the world in the forthcoming years, while it will become the greatest tourism target country by 2020. Being currently the fourth greatest tourism target country after France, Spain, and US; China was visited by 49 million 600 thousand tourists

last year. In addition to attract foreign tourists, China is also expected to send 1 million tourists abroad by 2020, due to its rapidly developing economy.

World Tourism Organization declared that China would outperform France and rank first in the tourism industry in 2014, due to "Beijing 2008 Olympics" and "2010 Shanghai World Expo." China is expected to overhaul, in the number of incoming foreign tourists, the US in the third rank by the end of this year and Spain in the second rank before 2010. The organization states that although China has been normally expected to outperform France by 2020, it would be able to make this leap 6 years earlier, that is, by 2014.

3.1.3.2 Tourism in Turkey

The industry with highest competitive force in Turkey is tourism. Not only to solve the current account deficit problem, but also to increase the employment and increase the living standards of Turkey, and even to promote it, the tourism appears as the golden industry. Tourism has become the second highest foreign exchange providing activity of Turkey after exports, directly influencing nearly 40 sectors within the industry.

Evaluation of 2008:

Turkey grew 35% in tourism sector in 2008 and has had a resource of more than US\$ 22 billion. In the year 2008, 30 million 929 thousand tourists entered Turkey and 6 million of these tourists have visited Anatolia for cultural tourism. Turkish Airlines and private airline companies have had an air passenger transport revenue of US\$ 7,5 billion. It is anticipated that these figures will grow 20% in 2009.

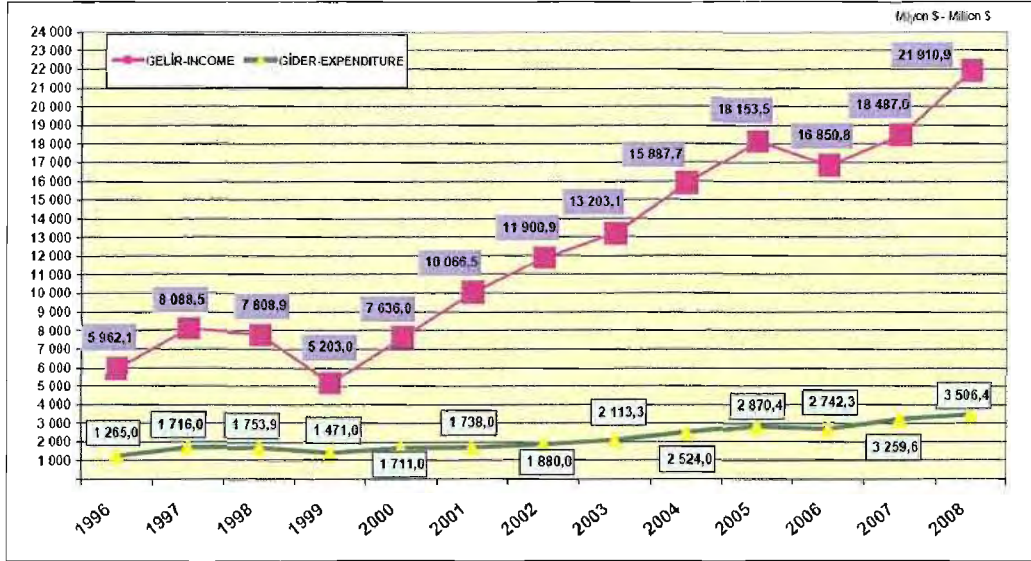
With the impact of the crisis, there has been a decline in the incentive tourism industry investments with a rate of 3% when compared to 2007.

However, because the resources spared for the tourism advertisements for 2009 is TL 100.000.000 and as a result of the 8% VAT application on the tourism enterprises that became effective on January 1, 2008, no decline is anticipated for the growth figures of 2009.

2008 in Numbers

- Tourism income has been 22 billion dollars approximately.
- 30 million 929 thousand tourists visited Turkey.
- The highest number of tourists visited in August as 4 million people.
- The tourists spent 708 dollars per person on average.

TURİZM GELİR VE GİDERİNİN YILLARA GÖRE DAĞILIMI
Distribution of Tourism Receipts and Tourism Expenditure by Years



The Republic of Turkey, Ministry of Culture and Tourism, Turkish Statistical Institution

Evaluation of 2008 January - December:

	İtoplam			Değişim Oranı %	Yabancılar			Değişim Oranı %	Vatandaşlar			Değişim Oranı %
	2 006	2 007	2008*		2 006	2 007	2008*		2 006	2 007	2008*	
Havayolu	19 683 478	22 967 702	25 368 296	10,45	14 084 727	16 807 681	18 838 735	12,08	5 598 751	6 160 021	6 529 561	6,00
Karayolu	6 359 353	7 040 683	8 188 164	16,01	4 206 198	4 721 569	5 388 308	14,12	2 153 155	2 319 114	2 779 856	19,87
Demiryolu	90 354	81 831	85 463	4,44	71 707	68 755	72 320	5,19	18 647	13 076	13 143	0,51
Denizyolu	1 854 018	2 105 483	2 408 567	14,39	1 457 201	1 742 906	2 037 314	16,89	396 817	362 577	371 253	2,39
Toplam	27 987 203	32 195 699	36 030 490	11,91	19 819 833	23 340 911	26 336 677	12,83	8 167 370	8 854 788	9 693 813	9,48
Günübirlik	903 398	1 092 583	1 345 669		903 397	1 092 583	1 342 670		1		2 999	

The Republic of Turkey, Ministry of Culture and Tourism, Turkish Statistical Institution

According to temporary data, in the January-December period of 2008, the number of citizen visitors that entered our country increased by **9,48%** (9.693.813) and the number of exiting citizen visitors increase by **10,46%** (9.872.520).

	İtoplam			Oranı %	Yabancılar			Oranı %	Vatandaşlar			Oranı %
	2 006	2 007	2008*		2 006	2 007	2008*		2 006	2 007	2008*	
Havayolu	19 516 678	22 931 678	25 634 963	11,79	13 790 412	16 681 417	18 921 565	13,43	5 726 266	6 250 261	6 713 398	7,41
Karayolu	6 099 635	6 817 529	8 197 715	20,24	3 970 198	4 524 309	5 425 201	19,91	2 129 437	2 293 220	2 772 514	20,90
Demiryolu	87 331	77 112	80 610	4,54	67 193	63 439	67 171	5,88	20 138	13 673	13 439	-1,71
Denizyolu	1 847 104	2 128 422	2 390 356	12,31	1 448 152	1 747 916	2 017 187	15,41	398 952	380 506	373 169	-1,93
Toplam	27 550 748	31 954 741	36 303 644	13,61	19 275 955	23 017 081	26 431 124	14,83	8 274 793	8 937 660	9 872 520	10,46
Günübirlik	903 398	1 092 583	1 345 669		903 397	1 092 583	1 342 670		1		2 999	

(*): Veriler geçicidir.

Not: Günübirlikçi ziyaretçiler denizyolu toplamına dahil edilmiştir.

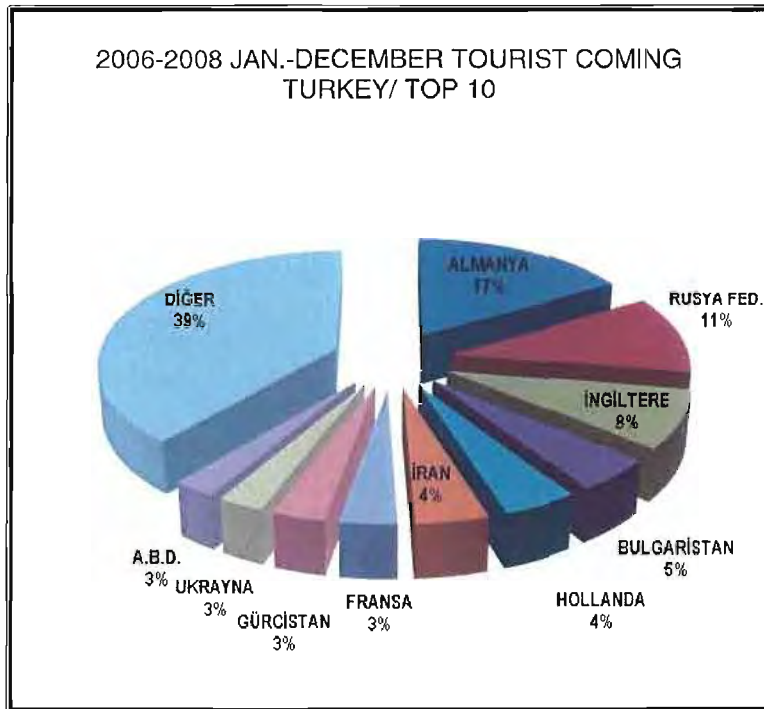
The Republic of Turkey, Ministry of Culture and Tourism, Turkish Statistical Institution

Arrival Tourist Nationality To Turkey (2006-2008)

COUNTRIES	2008*	MİL.PAY%	2 007	MİL.PAY%	2 006	MİL.PAY%
GERMANY	4 415 525	16,77	4 149 805	17,78	3 762 475	18,98
RUSSIA	2 879 278	10,93	2 465 336	10,56	1 853 442	9,35
ENGLAND	2 169 924	8,24	1 916 130	8,21	1 678 845	8,47
BULGARIA	1 255 343	4,77	1 239 667	5,31	1 177 906	5,94
HOLLAND	1 141 580	4,33	1 053 675	4,51	997 556	5,03
IRAN	1 134 965	4,31	1 058 206	4,53	865 941	4,37
FRANCE	885 006	3,36	768 167	3,29	657 859	3,32
GEORGIA	830 184	3,15	630 979	2,70	549 328	2,77
UKRAINA	730 689	2,77	593 302	2,54	487 917	2,46
U.S.A	679 445	2,58	642 911	2,75	532 419	2,69
OTHERS	10 214 738	38,79	8 822 733	37,82	7 256 145	36,62
GENERAL TOTAL	26 336 677	100,00	23 340 911	100,00	19 819 833	100,00

* The Republic of Turkey, Ministry of Culture and Tourism, Turkish Statistical Institution

Among the countries that seen the highest number of visitors to our country in the January-December period of 2008, Germany is the first with **16,77% (4.415.525)**, Russian Federation is second with **10,93 % (2.879.278)** and England is the third with **8,24 % (2.169.924)**. England is followed by Bulgaria, Holland, Iran, France, Georgia, Ukraine and USA.



* The Republic of Turkey, Ministry of Culture and Tourism, Turkish Statistical Institution

The Analysis of the 1st Quarter of 2009 (January-February-March)²:

The income raised from tourism decreased by 11,2% in comparison with the same period of the previous year. According to the results of the Exiting Visitors Survey the tourism income of the first quarter of 2009 decreased by 11,2% in comparison with the same period of the previous year and became US\$ 2.466.573.727. The US\$ 1.790.860.681 of this was raised from foreign visitors while US\$ 675.713.046 was raised from the citizen visitors that live abroad.

The visitors come either personally or with tours. The US\$ 2.258.656.662 of tourism income are personal, and US\$ 207.917.065 of it is raised from package tour expenditures.

The highest tourism income in the 1st quarter consisting of January, February and March, the highest tourism income is in March with US\$ 945.578.361. In January the figure was US\$ 798.687.484 and in February, the income is US\$ 722.307.882. The average expenditure per capita in the January-March period is US\$ 608 in foreigners and US\$ 975 in citizens.

The number of exiting visitors decreased by 2.4% in comparison with the same period of the previous year.

The total number of people who exited in January, February and March is 3.636.464 people. 2.943.175 people are foreign visitors while 693.289 people are our citizens living abroad. During the 1st quarter, the highest number of visitors was in March with 1.426.537 people. In January 1.151.951, in February 1.057.976 people visited our country.

Monthly Tourism Income and Expense, 1st Quarter 2009

Months	Tourism income (USD)	Number of Visitors (*)	Average expenditure Per capita (USD)	Tourism expense (USD)	Number of Citizens(**)	Average expenditure Per capita (USD)
January	798.687.484	1.151.951	693	282 105 147	378 771	745
February	722.307.882	1.057.976	683	287 901 482	384 447	749
March	945.578.361	1.426.537	663	326 603 863	439 320	743
Total	2.466.573.727	3.636.464	678	896.610.492	1.202.539	746

* The Republic of Turkey, Ministry of Culture and Tourism, Turkish Statistical Institution

Note: The number of visitors accompanying them has been included in the total.

(*) These are the number of Foreigner and Citizen visitors that live abroad.

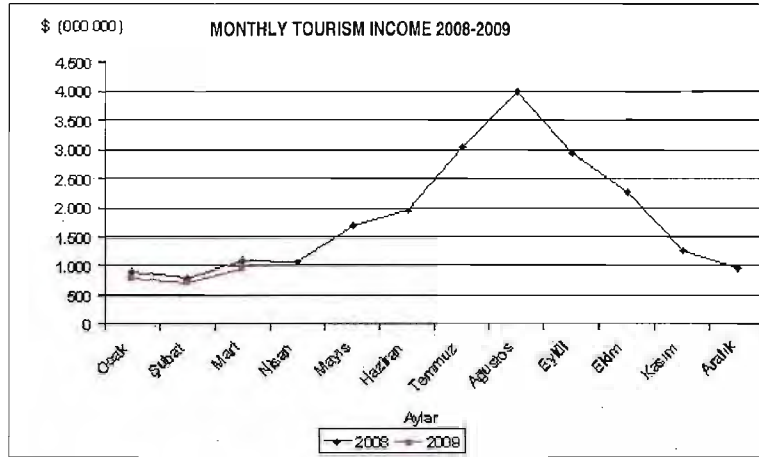
(**) These are the number of citizens with Turkish passport that live in the country, visited abroad and entered the country.

The cost of tourism increased by 11,3% in comparison to the same period the previous year.

According to the results of the Entering Visitors Survey, the tourism expense of the first quarter of 2009 increased by 11,3% in comparison with the same period of the previous year and became US\$ 896.610.492. Among this US\$ 851.050.373 was for personal and US\$ 45.560.119 was for package tour costs.

The highest tourism cost in the 1st quarter is in March with US\$ 326.603.864 and the amount was US\$ 287.901.482 in February and US\$ 282.105.147 in January. The average expenditure per capita in the January-March period is US\$ 746.

² The data has been collected from the News Bulletin of Turkish Statistical Institution.



* The Republic of Turkey, Ministry of Culture and Tourism, Turkish Statistical Institution

Considering the tourism income raised from the visitors on a monthly basis, it is seen that there is a decline in 2009 in comparison to the previous year. The highest tourism income of the period was achieved in March 2009.

Arrival Tourist Nationality To Turkey On January-March (2007-2009)						
COUNTRY	2009*	MİL.PAY%	2008	MİL.PAY%	2007	MİL.PAY%
GERMANY	475.930	16,65	562.827	18,86	496.903	19,1
BULGARIA	266.325	9,32	226.219	7,58	249.025	9,57
GEORGIA	239.598	8,38	141.480	4,74	119.551	4,6
IRAN	203.953	7,14	183.539	6,15	172.884	6,65
ENGLAND	112.370	3,93	115.560	3,87	90.417	3,48
RUSSIA	101.094	3,54	154.750	5,19	136.431	5,24
GREECE	99.432	3,48	94.048	3,15	65.005	2,5
FRANCE	91.276	3,19	92.264	3,09	84.594	3,25
AZERBAIJAN	86.965	3,04	102.109	3,42	83.398	3,21
SYRIA	81.413	2,85	80.562	2,7	59.144	2,27
OTHERS	81.413	2,85	80.562	2,7	59.144	2,27
GENERAL TOTAL	1.100.117	38,49	1.231.207	41,25	1.044.081	40,13
	2.858.473	100,00	2.984.565	100,00	2.601.433	100,00

* The Republic of Turkey, Ministry of Culture and Tourism, Turkish Statistical Institution

In the January-March period of 2009 the countries who sent the highest number of visitors to our country are respectively Germany with **16,65%** (**475.930**), Bulgaria with **9,32%** (**266.325**) and Georgia with **8,38%** (**239.598**). Georgia is followed by Iran, England, Russian Federation, Greece, France, Azerbaijan and Syria.

Arrival Tourist Nationality To Turkey On March (2007-2009)

COUNTRY	2009*	MİL.PAY%	2008	MİL.PAY%	2007	MİL.PAY%
GERMANY	214.617	17,77	268.000	20,53	226.071	20,55
IRAN	147.262	12,19	112.760	8,64	101.008	9,18
BULGARIA	101.203	8,38	83.691	6,41	87.305	7,94
GEORGIA	82.870	6,86	52.084	3,99	45.332	4,12
ENGLAND	49.547	4,1	55.362	4,24	39.105	3,56
GREECE	41.955	3,47	45.593	3,49	26.946	2,45
FRANCE	36.530	3,02	38.424	2,94	36.264	3,3
RUSSIA	36.134	2,99	57.515	4,41	47.118	4,28
HOLLAND	31.367	2,6	34.509	2,64	30.689	2,79
SYRIA	29.676	2,46	28.822	2,21	18.431	1,68
OTHER	436.568	36,15	528.537	40,49	441.691	40,16
TOTAL	1.207.729	100,00	1.305.297	100,00	1.099.960	100,00

* The Republic of Turkey, Ministry of Culture and Tourism, Turkish Statistical Institution

In March 2009, the countries who sent the highest number of visitors to our country are respectively Germany, with 17,77% (214.617), Iran with 12,19% (147.262), Bulgaria with 8,38 % (101.203). Bulgaria is followed by Georgia, England, Greece, France, Russian Federation, Holland and Syria.

Arrival Tourists To Turkey January-March (2007-2009)

Airline	Toplam			Değişim Oranı %	Yabancılar			Değişim Oranı %	Vatandaşlar			Değişim Oranı %
	2007	2008	2009*		2007	2008	2009*		2007	2008	2009*	
Land Route	3.003.068	3.389.620	3.054.645	-9,88	1.740.974	2.066.870	1.798.284	-12,99	1.262.094	1.322.750	1.256.361	-5,02
Sea Route	1.165.383	1.320.166	1.538.960	16,57	766.857	823.595	961.669	16,76	398.526	496.571	577.291	16,26
Railway	13.124	13.668	13.452	-1,58	11.823	12.143	12.339	1,61	1.301	1.525	1.113	-27,02
Total	4.328.160	4.866.825	4.751.358	-2,37	2.601.433	2.984.565	2.858.473	-4,22	1.726.727	1.882.260	1.892.885	0,56
	20.195	27.517	33.774		20.195	27.512	33.772		0	5	2	

Departure Tourists To Turkey January-March (2007-2009)

Airline	Toplam			Değişim Oranı %	Yabancılar			Değişim Oranı %	Vatandaşlar			Değişim Oranı %
	2007	2008	2009*		2007	2008	2009*		2007	2008	2009*	
Land Route	3.007.107	3.497.532	3.189.423	-8,81	1.741.460	2.073.942	1.849.942	-10,80	1.265.647	1.423.590	1.339.481	-5,91
Sea Route	1.111.195	1.343.612	1.591.123	18,42	717.599	831.462	997.691	19,99	393.596	512.150	593.432	15,87
Railway	12.232	12.747	11.858	-6,97	10.980	11.278	10.555	-6,41	1.252	1.469	1.303	-11,30
Total	4.290.569	5.004.841	4.937.040	-1,35	2.552.373	2.999.858	2.943.175	-1,89	1.738.196	2.004.983	1.993.865	-0,55
	20.195	27.517	33.774		20.195	27.512	33.772		0	5	2	

* The Republic of Turkey, Ministry of Culture and Tourism, Turkish Statistical Institution

According to the temporary data, the number of the citizen visitors that entered our country in the January-arch period of 2009 increased by 0,56% (1.892.885). The number of the citizen visitors that exit decreased by 0,55% (1.993.865).

First Half of the year 2009 (January - June) Analysis³ :

Tourism income reduced by 9.6% compared to the same period of the previous year.

Second half of the year 2009 based on Survey Results of Exiting Visitors. The period's tourism income reduced by 9.6% compared to the same period of the previous year and was 4,243,545,107 USD. 3,494,473,020 USD of the tourism income was earned from foreign visitors and 749,072,087 USD from our citizen visitors residing abroad.

³ The data is obtained from Turkish Statistical Institute News Bulletin.

Visitors make their travels individually or via tour packages. 3,257,485,319 USD of the tourism income was individual and 986,059,788 USD was comprised of package tour expenditures.

In the second period comprising of the months April, May and June the highest tourism income was in June with 1,777,999,175 USD. In May, the income was 1,444,131,880 USD and 1,021,414,051 USD in April. Average expenditure per person in April - June period was 501 USD for foreign visitors and 984 USD for citizens.

The number of existing visitors increased by 1.6% compared to the same period of the previous year.

Total number of existing visitors in months April, May and June was 7,742,308. 6,980,875 of this total were foreign visitors and 761,433 were our citizens residing abroad. During the second Period the highest number of visitors was recorded in the month June with 3,261,081 people. In May, the number of visitors visiting our country was 2,656,507 and 1,824,721 in April.

Monthly Tourism Income and Expense, 2nd Quarter 2009

Months	Tourism income (USD)	Number of Visitors (*)	Average expenditure Per capita (USD)	Tourism expense (USD)	Number of Citizens(**)	Average expenditure Per capita (USD)
January	798.687.484	1.151.951	693	282.105.147	378.771	745
February	722.307.882	1.057.976	683	287.901.482	384.447	749
March	945.578.361	1.426.537	663	326.603.864	439.320	743
April	1.021.414.051	1.824.721	560	268.517.511	364.114	737
May	1.444.131.880	2.656.507	544	306.746.195	413.407	742
June	1.777.999.175	3.261.081	545	361.266.354	488.989	739
Total	6.710.118.834	11.378.772	590	1.833.140.553	2.469.048	742

*The Republic of Turkey, Ministry of Culture and Tourism, Turkish Statistical Institution

Note: Number of accompanying visitors was included in the total sum.

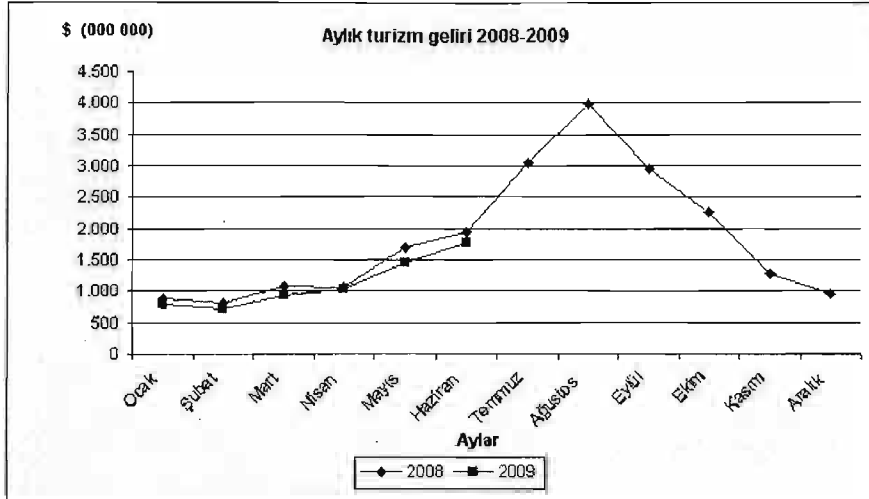
(*) Number of foreign and citizen visitors residing abroad.

(**) Number of citizens that visited abroad and entered our country, holding the passport of the Republic of Turkey and residing locally.

Tourism expenditure reduced by 7% compared to the same period of the previous year.

Second half of the year 2009 based on Survey Results of Entering Citizen Visitors. The Period's Tourism Expenditure reduced by 7% compared to the same period of the previous year and was 936,530,060 USD. 832,579,726 USD of this was individual and 103,950,334 USD was package tour expenditures.

During the second Period the highest tourism expenditure was in June with 361,266,354 USD and expenditure was 306,746,195 USD in the month May and 268,517,511 USD in April. Average expenditure per person in April - June period was 739 USD.



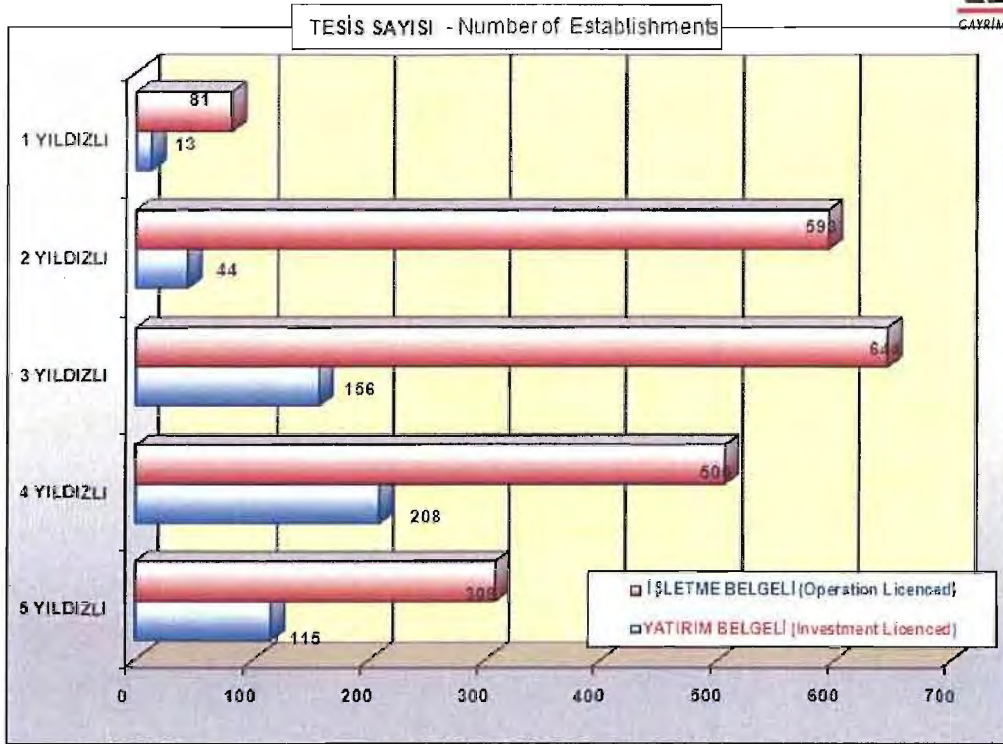
The Republic of Turkey, Ministry of Culture and Tourism, Turkish Statistical Institution

When we look at the tourism income for the years 2008-2009 based on months, we see that there was a fall in tourism income in 2009 compared to the previous year.

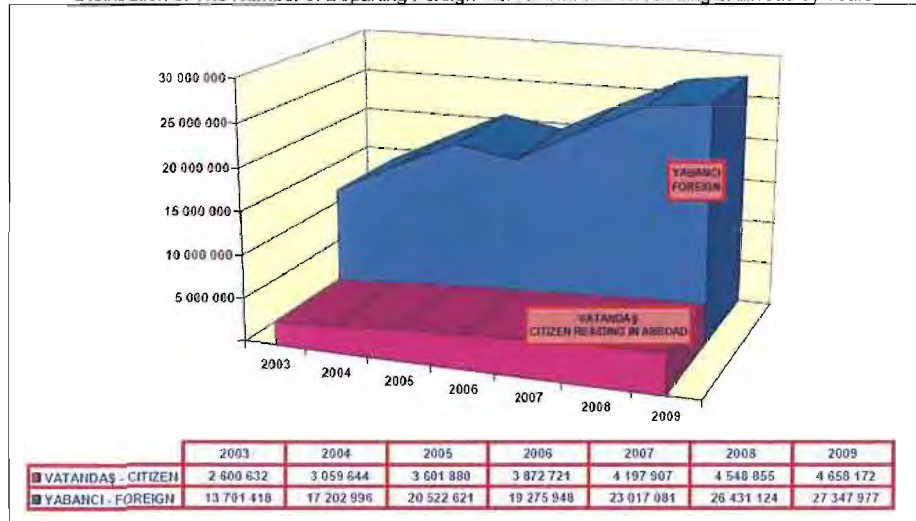
2007-2009(*) TOURIST COMING TURKEY, COMPARING COUNTRIES (MAY)								
NATIONALITY	YEARS			RATE (%)			% CHANGE RATE	
	2007	2008	2009(*)	2007	2008	2009(*)	2008/2007	2009(*)/2008
ALMANYA	408 513	459 283	429 250	17,86	16,71	15,79	12,43	-6,54
AVUSTURYA	28 138	37 121	38 162	1,23	1,35	1,40	31,92	2,80
BELÇİKA	51 777	56 892	60 509	2,26	2,07	2,23	9,88	6,36
DANİMARKA	25 734	28 750	28 632	1,12	1,05	1,05	11,72	-0,41
FİNLANDİYA	9 405	13 463	16 766	0,41	0,49	0,62	43,15	24,53
FRANSA	61 156	86 213	95 906	2,67	3,14	3,53	40,97	11,24
HOLLANDA	139 691	145 638	126 676	6,11	5,30	4,66	4,26	-13,02
İNGİLTERE	223 162	260 937	288 936	9,76	9,49	10,63	16,93	10,73
İRLANDA	12 708	14 198	16 181	0,56	0,52	0,60	11,72	13,97
İSPANYA	18 337	34 031	27 723	0,80	1,24	1,02	85,59	-18,54
İSVEÇ	41 663	54 697	53 002	1,82	1,99	1,95	31,28	-3,10
İTALYA	30 542	59 952	65 833	1,34	2,18	2,42	96,29	9,81
LÜKSEMBURG	640	2 878	1 109	0,03	0,10	0,04	349,69	-61,47
PORTEKİZ	2 217	3 808	4 013	0,10	0,14	0,15	71,76	5,38
YUNANİSTAN	35 766	47 661	51 041	1,56	1,73	1,88	33,26	7,09
ÇEK CUMHURİYETİ	7 997	12 713	11 520	0,35	0,46	0,42	58,97	-9,38
İSVİÇRE	19 134	21 579	25 861	0,84	0,79	0,95	12,78	19,84
İZLANDA	553	1 016	658	0,02	0,04	0,02	83,73	-35,24
POLONYA	24 078	38 597	39 526	1,05	1,40	1,45	60,30	2,41
MACARİSTAN	5 238	5 311	6 043	0,23	0,19	0,22	1,39	13,78
NORVEÇ	19 884	29 646	27 184	0,87	1,08	1,00	49,09	-8,30
SLOVAKYA	1 881	3 038	3 661	0,08	0,11	0,13	61,51	20,51
AVRUPA OECD	1 168 214	1 417 422	1 418 192	51,07	51,57	52,16	21,33	0,05

A.B.D	77 453	85 016	65 505	3,39	3,09	2,41	9,76	-22,41
AVUSTRALYA	14 918	16 498	16 753	0,65	0,60	0,62	10,59	1,33
JAPONYA	16 366	14 419	13 394	0,72	0,52	0,49	-11,90	-7,11
KANADA	17 554	19 050	16 037	0,77	0,69	0,59	8,52	-15,82
G.KORE	14 820	12 685	7 080	0,65	0,46	0,26	-14,41	-44,19
MEKSİKA	2 249	2 432	2 095	0,10	0,09	0,08	8,14	-13,86
YENİ ZELLANDA	2 568	2 654	3 530	0,11	0,10	0,13	3,35	33,01
TOPLAM OECD	1 314	1 570	1 542	57,45	57,13	56,74	19,48	-1,76
	142	176	586					
ESTONYA	2 854	5 187	4 827	0,12	0,19	0,18	81,74	-6,94
KARADAĞ	-	-	2 614	-	-	0,10	-	-
KOSOVA	-	-	1 674	-	-	0,06	-	-
MALTA	228	256	199	0,01	0,01	0,01	12,28	-22,27
LİTVANYA	9 737	16 029	10 865	0,43	0,58	0,40	64,62	-32,22
G.KIBRIS RUM YÖN.	327	832	653	0,01	0,03	0,02	154,43	-21,51
LETONYA	7 901	7 510	4 826	0,35	0,27	0,18	-4,95	-35,74
BOSNA HERSEK	3 557	4 468	4 436	0,16	0,16	0,16	25,61	-0,72
HIRVATİSTAN	2 694	2 852	2 581	0,12	0,10	0,09	5,86	-9,50
SLOVENYA	2 256	2 360	2 268	0,10	0,09	0,08	4,61	-3,90
SİRBİSTAN&KARADAĞ	4 644	10 536	5 770	0,20	0,38	0,21	126,87	-45,24
MAKEDONYA	7 474	7 785	8 936	0,33	0,28	0,33	4,16	14,78
ARNAVUTLUK	3 776	3 900	4 018	0,17	0,14	0,15	3,28	3,03
BULGARİSTAN	108	115	139	4,74	4,22	5,13	6,83	20,27
	469	882	377					
ROMANYA	28 370	30 000	27 621	1,24	1,09	1,02	5,75	-7,93
DİĞER AVRUPA ÜLKELERİ	6 934	1 891	1 660	0,30	0,07	0,06	-72,73	-12,22
TOPLAM AVRUPA	1 357	1 626	1 640	59,34	59,19	60,34	19,85	0,84
	435	910	517					
AZERBAJCAN	37 458	40 049	34 169	1,64	1,46	1,26	6,92	-14,68
B.RUSYA (BELARUS)	14 590	21 683	20 710	0,64	0,79	0,76	48,62	-4,49
ERMENİSTAN	3 926	4 425	4 360	0,17	0,16	0,16	12,71	-1,47
GÜRCİSTAN	67 209	71 033	126 840	2,94	2,58	4,67	5,69	78,56
KAZAKİSTAN	13 369	16 405	17 882	0,58	0,60	0,66	22,71	9,00
KIRGIZİSTAN	4 003	4 061	3 563	0,17	0,15	0,13	1,45	-12,26
MOLDOVA CUM.	13 734	16 703	14 406	0,60	0,61	0,53	21,62	-13,75
ÖZBEKİSTAN	2 794	4 826	5 291	0,12	0,18	0,19	72,73	9,64
RUSYA FEDERASYONU	283	385	340	12,37	14,04	12,52	36,38	-11,82
	026	999	373					
TACİKİSTAN	2 930	3 957	2 098	0,13	0,14	0,08	35,05	-46,98
TÜRKMENİSTAN	6 396	6 349	7 757	0,28	0,23	0,29	-0,73	22,18
UKRAYNA	70 331	93 325	83 609	3,07	3,40	3,08	32,69	-10,41
B.D.T	519	668	661	22,72	24,33	24,31	28,68	-1,16
	766	815	058					
(*) Veriler Geçicidir.								

* The Republic of Turkey, Ministry of Culture and Tourism, Turkish Statistical Institution



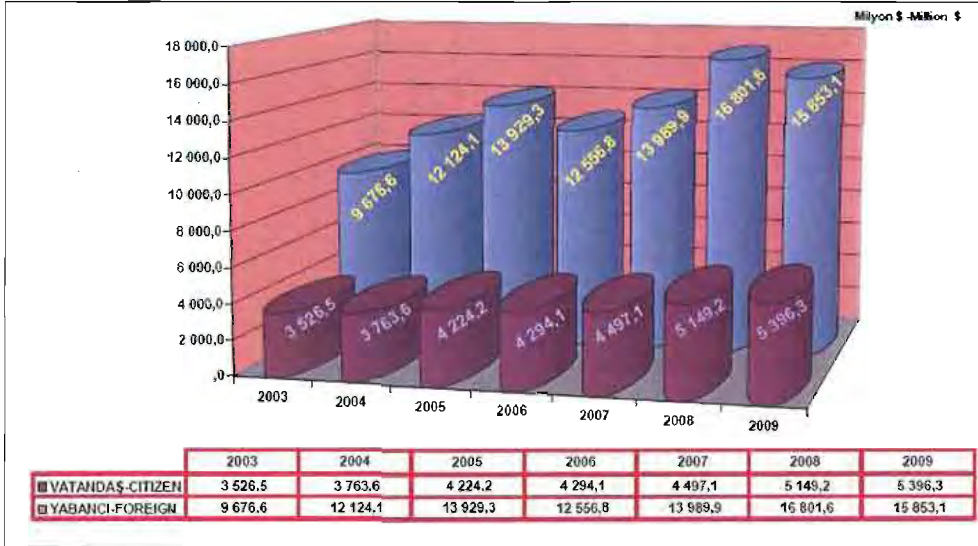
ÜLKEMİZDEN ÇIKAN YABANCI ZİYARETÇİLER VE YURTDIŞI İKAMETLİ VATANDAŞ SAYILARININ YILLARA GÖRE DAĞILIMI
Distribution of The Number of Departing Foreign Visitors and Citizen residing in abroad by Years



* The Republic of Turkey, Ministry of Culture and Tourism, Turkish Statistical Institution

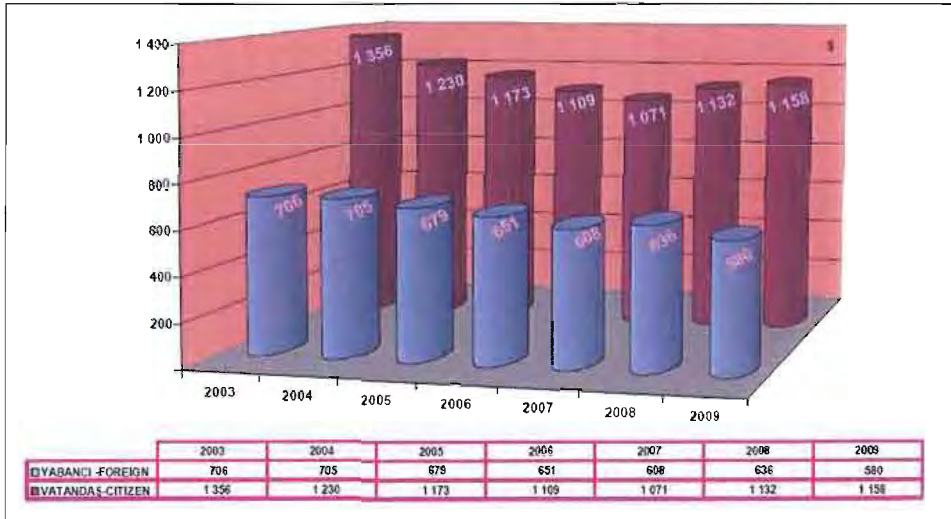
ÜLKEMİZDEN ÇIKAN YABANCI ZİYARETÇİLERDEN VE YURTDIŞI İKAMETLİ VATANDAŞLARDAN ELDE EDİLEN TURİZM GELİRLERİN YILLARA GÖRE DAĞILIMI

Distribution of Tourism Receipts of Departing Foreign Visitors and Citizen residing in abroad by Years



ÜLKEMİZDEN ÇIKAN YABANCI ZİYARETÇİLER VE YURTDIŞI İKAMETLİ VATANDAŞLARDAN ELDE EDİLEN ORTALAMA GELİRİN YILLARA GÖRE DAĞILIMI

Distribution of Average Tourism Receipts of Departing Foreign Visitors and Citizen residing in abroad by Years



The Republic of Turkey, Ministry of Culture and Tourism, Turkish Statistical Institution

Accommodation and an Evaluation of 2009

The total number of entrances into the facilities with enterprise certificates in 2009 was 26,5 million. 54,2% of this consists of foreigners while 45,8% of this are nationals. Total number of overnight accommodations is 82,9 million and 72,3% of this are foreigners while 27,7% of this are nationals.

In 2009, the average duration for overnight accommodation in the facilities was 4 nights among foreigners per year and 2 nights per year among nationals. The average rate of occupancy over beds is around 48,9% per

year. The month when the rate of occupancy is highest is September with the rate of 49,8 % foreigners 16,9 % nationals and with 62,6% in total.

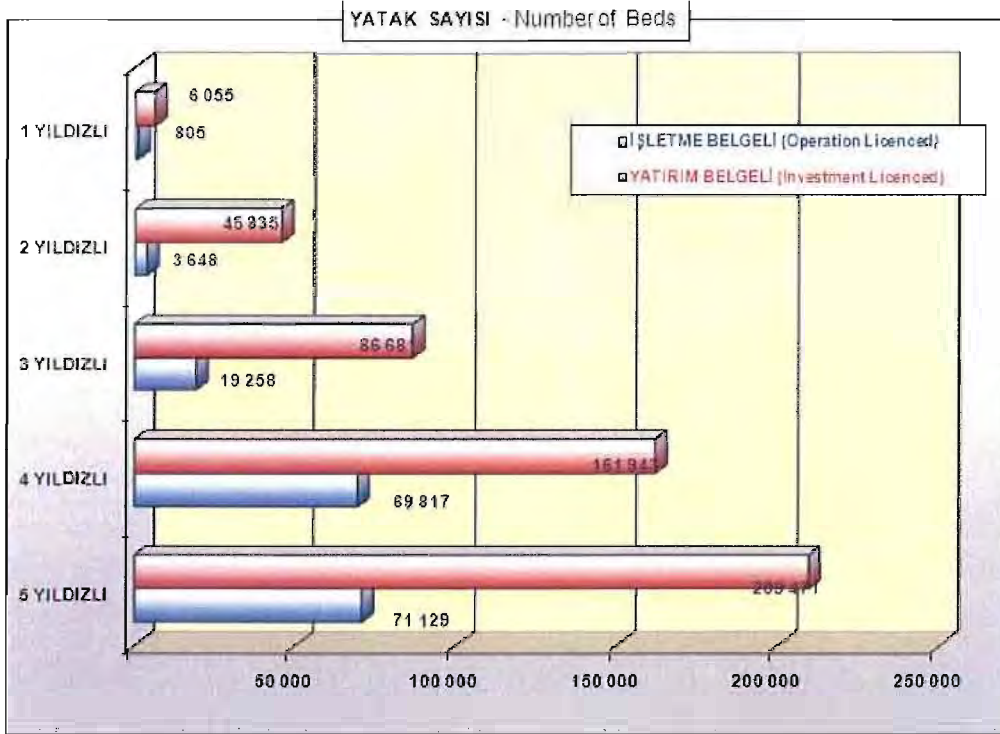
The type of facilities with the longest duration of accommodation for foreigners are the holiday resorts with 6 nights. This is followed by tourism complexes with 5,9, and hostels with 5,3 nights. The type of facility with the longest duration of accommodation for nationals is holiday resorts and tourism complexes with 3,5 nights. This is followed by golf facilities with 3,1 nights and apart hotels with 2,5 nights.

The type of facility where foreign occupancy rate is the highest is holiday resorts with 53,4%. This is followed by tourism complexes with 45,9%, and apart hotels with 44,3%. The type of facility with the highest national occupancy rate is mountain resorts with 35,5%. This is followed by mountain houses with 26,9% and boutique hotels and thermal hotels with 25,4%.

Among the 14.4 million foreigners that entered the accommodation facilities with tourism certificate, 3,1 million are German nationals while they have the top rank among total number of foreign tourists with 21,9%. Russian Federation nationals follow them with 2,0 million (14,2%) and England with 1,2 million (8,2%).

Among the total overnight accommodation of foreigners of 59,9 million tourists, 16,5 million (27,5%) are Germans, 10,6 million (17,7%) are Russian Federation nationals, 5,6 million (9,4%) are English nationals.

Montenegro nationals are the foreign tourists with longest durations of accommodation in accommodation facilities with certificate with 8,1 nights and they are followed by Kosovo nationals with 7,7 nights and Belarus nationals with 6.1



Turizm Belgeli Otellerin Tesis Ve Yatak Sayıları-2009

Analysis of July-August-September 2010

The tourism income has decreased by 10% in comparison to 2009.

In the III. Period consisting of July, August and September, tourism income has decreased by 10% in comparison to the same period in 2009 with a total of 8.574.889.686 \$. 6 453 320 361 \$ of the tourism income has been generated by foreign visitors and 2.121.569.325 \$ has been generated by visiting expatriate citizens.

The visitors make their trips with personal or group tours. 6 637.222.358 \$ of the expenditure in this period has been generated by personal and 1.937.667.328 \$ by group tours.

The average stay period for the foreigners in our country is 8,8 nights and the average individual expense is 550\$. The average stay period for visiting expatriate citizens is 17,9 nights and the average individual expense is 1.001\$.

The visitor count has increased by 1,2% in comparison to the same period in 2009.

Number of visitors leaving our country in the III. Period of 2010 is 13.861.776. 11.742.391 of this number are foreigners and 2.119.385 are visiting expatriate citizens.

The tourism expenditure has increased by 19% in comparison to the same period in 2009.

The tourism expenditure consists of the expenses of our citizens living in Turkey and visiting other countries. It has increased by 19% in comparison to the same period in 2009 with a total of 1.305.900.206 \$. 1.239.589.768 \$ of this is from personal tours and 66.310.438 is from group tours. The average expenditure of the 1.837.126 citizens visiting abroad is 711\$.

Ayar	Turizm geliri (\$)	Çıkış Yapan Ziyaretçi Sayısı	Kişi başı ortalama harcama (\$)	Turizm gideri (\$)	Yurtdışı Kametli Vatandaş Sayısı	Kişi başı ortalama harcama
2009						
Temmuz	2.906.792.509	4.218.369	689	460.697.012	651.212	707
Ağustos	3.813.819.077	5.491.275	695	329.229.786	460.934	714
Eylül	2.805.708.246	3.989.011	703	307.165.477	411.943	746
Ekim	2.466.201.396	3.515.977	701	374.671.441	490.962	763
Kasım	1.441.776.357	1.945.675	741	393.619.402	517.640	760
Aralık	1.104.920.838	1.467.070	753	447.217.180	559.614	799
2010						
Ocak	735.469.267	1.133.655	649	272.349.030	354.260	769
Şubat	721.358.120	1.105.749	652	320.836.151	444.881	721
Mart	956.697.423	1.513.316	632	396.740.807	494.956	802
Nisan	1.044.280.697	1.875.486	557	350.964.158	518.761	677
Mayıs	1.600.640.039	2.952.864	542	392.547.210	575.820	682
Haziran	1.913.929.110	3.545.058	540	425.734.213	617.491	689
Temmuz	2.741.034.945	4.450.459	616	537.105.301	770.870	697
Ağustos	3.197.707.333	5.145.381	621	380.132.689	547.433	694
Eylül	2.636.147.408	4.265.936	618	388.662.216	518.823	749
I - III. Dönem Toplam	15.547.264.342	25.987.902	601	3.465.071.775	4.843.296	720

Monthly tourism income, 2009-2010

In the action plan prepared by the Turkish Ministry of Culture and Tourism for the year 2023 the intended tourism investments can be seen on the map below graphically.

3.1.3.3 City of İstanbul Analysis of the Surrounding

➤ WOW İstanbul Otel



WOW İstanbul Hotel is located in the Yeşilköy World Trade Center. It has 275 rooms, 550 beds, 200 standard rooms, 2 rooms for disabled, 110 non-smoking rooms, 36 executive rooms, 34 connected rooms and 3 suites in total. In the rooms, telephone, direct telephone, bathroom, in the bathroom; telephone, hair dryer, electronic lock system, fire alarm, mini bar, tea and coffee

machine, wake-up service, safe box, 24 hours room service, satellite TV, pay TV, interactive TV, internet connectivity, central air conditioning are available. In the hotel, services for disabled persons, wake-up service, business center, internet, dry cleaning, laundry and ironing services, generator, an indoor car park for 450 vehicles, indoor swimming pool, Turkish bath, sauna, massage, fitness center, health center, hairdresser and beauty parlor are available. In addition, an indoor restaurant with capacity for 170 persons, Mezzanine restaurant with 170 persons capacity, Executive Lounge for 30 persons, Lobby Bar, Roof Bar, Vitamin Bar are available. There are 3 meeting rooms for meetings, wireless network connection, chair, music broadcast, projection screen, barcoveision, flipchart, blackboard and air conditioning are available.

The company price for a standard single room is 120 €. VAT and breakfast are included in the prices.

WOW İstanbul Airport Otel



WOW İstanbul Hotel is located in the Yeşilköy World Trade Center. It has 360 rooms, 720 beds, 330 standard rooms, 3 rooms for disabled, 288 non-smoking rooms, 24 connected rooms, 3 suites in total. All rooms are sound proof and have air conditioning, mini bar and separate bathroom with bathroom products. In the hotel, room service, meeting/banquet facilities, airport shuttle service, business center, laundry, dry cleaning, hairdresser/beauty parlor, room service breakfast, ironing service, gift shop, restaurant, bar, safe box, soundproof rooms are available. In addition, sauna, fitness center, massage rooms and Turkish bath are available. There are 6 meeting rooms for meetings, wireless network connection, chair, music broadcast, projection screen, barcoveision, flipchart, blackboard and air conditioning are available.

Company price for standard double rooms is 110 €. VAT and breakfast are included in the prices.

➤ Holiday Inn İstanbul Airport Otel



Holiday Inn İstanbul Airport Hotel is situated on the Basın Express Yolu. It has 330 rooms, 664 beds, 278 standard rooms, 2 disabled rooms, 28 executive rooms, 2 king suites and 20 junior suites in total. In the rooms, direct telephone, bathroom, telephone in the bathroom, hair dryer, electronic lock system, fire alarm, mini bar, tea and coffee machine, wake-up service, safe box, 24 hours room service, satellite TV, pay TV, interactive TV, digiturk, wireless internet connection, central air conditioning are available. In the hotel, wake-up service, business center, dry cleaning, laundry and ironing services, a safe box available at the reception, generator, free internet, free airport shuttle, free shuttle to the city center, an

indoor car park for 250 vehicles, indoor swimming pool, Turkish bath, sauna, steam bath, massage, Jacuzzi, fitness center, hairdresser are available. In addition, Tulip Restaurant with a capacity for 250 persons, Saltanat Restaurant with capacity for 80 persons, Cafe Inn, Starlight Bar and Asma Bar are available. There is one ballroom, 7 meeting halls for meetings, wireless network connection, sound system, lapel microphone, wireless microphone, table microphone, light system, DVD player, VCD player, stage, chair, music broadcast, computer projection, barcoveision, overhead projector, flipchart, TV, facsimile, air conditioning and laser pointer are available.

➤ **Titanic Port Otel**



Titanic Port Hotel is adjacent to the Capacity shopping center in Bakırköy. It has 181 rooms, 360 beds, 180 standard rooms, 1 room for the disabled, 88 corner rooms, 4 family rooms and 1 junior suite in total. In the rooms, telephone, voice mail, shower and toilet, bathroom, telephone in the bathroom, hairdryer, fire alarm, mini bar, tea or coffee machine, wake-up service, safe box, 24 hours room service, TV, cable TV, pay TV, interactive TV, music broadcast, digitürk, cine5, lig TV, internet connection, wireless internet and central air conditioning are available. In the hotel, health room, child care, wake up service, business center, internet, market, dry cleaning, laundry and ironing services, a safe box available at the reception, generator, indoor car park, indoor swimming pool and children's section, children's pool, Turkish bath, sauna, massage, Jacuzzi, fitness center, health center,

hairdresser, beauty parlor, solarium, gym, playground for children, mini club and TV room are available. In addition, a Restaurant with 135-persons capacity, pastry shop, snack bar, cafeteria, lobby bar, pool bar, beach bar, roof bar, disco bar and vitamin bar are available. 8 meeting halls for gatherings, wireless internet connection, corporate internet connection, sound system, lapel microphone, wireless microphone, table microphone, DVD player, VCD player, video, stage, chair, computer projection, projection screen, barcovision, flipchart, TV and air conditioning are available.

The price for single person in double room is 99 €, and 120 € for double. VAT and breakfast are included in the prices.

➤ **Marriott Courtyard Airport Otel**



Marriott Courtyard Airport Hotel is located in Halkalı. There are 262 rooms, 312 beds, 260 standard rooms, 2 suites in total. In the hotel, restaurant, bar, 24-hours open reception, garden, terrace, non-smoking rooms, rooms/facilities for the disabled guests, elevator, fast check-in/check-out, safe box, sound proof rooms, heating, luggage storage, air conditioning, a special area reserved for smoking are available. In addition, sauna, fitness center, spa & health center, massage, Turkish bath/steam bath, indoor swimming pool, room service, meeting/banquet facilities, airport shuttle, business center, baby-care/children services, laundry, dry cleaning, hairdresser/beauty parlor, ironing service are available in the hotel. In addition, Oleo Pazzo Restaurant with a capacity for 108 persons is available. There are 7 meeting halls for gatherings, soundproof window technologies and routing systems are

available. Standard double room's price is 95 €. VAT is excluded.

➤ **Radisson SAS Conference & Airport Otel**



Radisson SAS Hotel Istanbul is positioned in vicinity to the Ataturk International Airport and to the fairground of the city. There are in total 326 rooms, 7 suite rooms, 10 duplex business rooms, 39 business class rooms, 25 superior class rooms, 3 rooms for disabled persons. The rooms have a view of the sea and the city. In the rooms, bathroom, wc, bathtub, hair dryer, music and telephone in the bathroom, cable or wireless internet connection, direct telephone, mini bar, air conditioning

Büyükkçekmece, Çatalca, Silivri and Şile. Istanbul International Atatürk Airport is 20 km away from the city centre. Besides, it is also possible to rent an airplane or helicopter in Istanbul.

Istanbul accounts for 9.7% of the total area of Turkey, and it is the most important province of the country in terms of its population. According to Year 2007 General Census, total population of Istanbul is 12,573,836. The annual population increase rate is 0.331%.

Istanbul is located on Kocaeli and Çatalca Peninsulas. Both of these peninsulas are two worn tablelands. The landscape of Istanbul resembles to the landscape under the Mediterranean climate. Lemur is the most observed plant type in the region. These plants acclimatized to a long and dry summer season. However, due to the characteristics of the climate, the hills are not bare. The most important one of the forest areas in patches is the Belgrade Forest 20 km on the north of the city centre.

The biggest stream in Istanbul is Riva Stream, which is also the biggest stream of Kocaeli Peninsula. The most important streams that flow into Istanbul Strait are Küçükusu and Göksu streams. Apart from them, there are also Kağıthane and Alibey Streams flowing into the Golden Gate, Sazlıdere flowing into Küçükçekmece Lake, Karasu Stream flowing into Büyükkçekmece Lake, Traşa Stream flowing into Terkos Lake as the major streams of Istanbul province. In the province, there are three small but important lakes. All three of them are on the European side. The water of Terkos Lake, which is away from the sea, is fresh. The city water is provided from that lake. The water of Küçükçekmece (11 ksqm) and Büyükkçekmece (16 ksqm) lakes are salty because they contact with the sea.

Summer months are generally hot and the winters are not very cold in Istanbul due the weather systems influential in the province. Although Istanbul seems like showing the properties of the Mediterranean climate, it has a different climate due to the effect of the Marmara Sea and the Istanbul Strait. In winter months, it is under the influence of the cold-dry air mass from the Black Sea and the cold and rainy air mass from the Balkans, and especially the warm and rainy air mass from the Mediterranean. In the entire province, the cold and rainy (with northeast wind) weather of the Black Sea and the warm (with southwest wind) Mediterranean weather follow each other. In the province, major heat differences are not observed between summer and winter or day and night.

From the economic terms, Istanbul is one of the most developed cities in Turkey. It is one of the most important sources if tourism, industry and commerce economy. Although most of the industrial organizations have been moved outside of the province, the province still maintains its importance in terms of the manufacturing industry. The actual development with regard to the manufacturing industry of Istanbul began after the foundation of the Republic in 1923. The accelerating capital accumulation and the support provided to the private industry after 1950s enabled Istanbul to become a leading city in terms of industry and commerce.

Istanbul has become one of the most appealing tourism centres of Turkey with its natural beauty, rich cultural assets, and its developments with regard to transportation and accommodation. Most of the foreign tourists first land in Istanbul for their visits to Turkey.

3.2.2 Zeytinburnu District



Fatih is in the East of the administrative district of Zeytinburnu which is surrounded by the Marmara Sea from the south, Eyüp at its North East, Bayrampaşa at its North, Esenler at its Northwest, while the districts of Bakırköy and Güngören are in its West. The district's territory boundaries are determined by Çırpıcı River at the west, and by land ramparts separating Zeytinburnu from the historical peninsula in the East. Whereas the coastline of Zeytinburnu starts around Yedikule gate and extends to the lands of Bakırköy district. The length of this section is about 2600 m in average.

The district of Zeytinburnu is at a distance of 15-20

minutes to the airport. The lands of the district are located at the longitude of 29 degrees East and the 41 degrees North. At these latitude and longitude degrees, it stretches approximately on an area of 91.16 Km² with its almost rectangular shape.

The population number of the district of Zeytinburnu has reached 290.147 according to the 2009 address-based population registration system. Its total population is urban, rural population does not exist.

The average elevation from sea level of the district's lands is 30-35 m. Any obstacle does not exist from the seaside inwards. The eastern section of the districts slants slightly upwards from the Marmara Sea to the North. This elevation reaches 51 m in the Neighborhood of Maltepe. Its southern section appears as flat lowland from Yedikule to the Sümerbank factory in Yenimahalle. The lands of the district which were formerly covered with brushwood as vegetation have now become a settlement and industry area.

The coastal road of Sirkeci-Florya passes from the south of the district, the international E-5 Motorway connecting the continents of Asia and Europe also passes through the district's boundaries. The length of the State Highway is 5 km., The length of the Provincial Road is 3 km. While the length of the international highway 3 km. The railway connecting Istanbul to Europe passes from the South of the district. The total length of the railroad is 2770 m.

Zeytinburnu is one of the places with the most colorful lifestyle of Istanbul. It is possible to go to Zeytinburnu by traditional mass transport vehicles such as either autobus or minibus, as well as by light metro and railway transport system.

The district has very advantageous conditions regarding shopping. Regarded as the leather center of Turkey, Zeytinburnu is a spot which is marketing at the cheapest price leather which has also played an important role in its development. Furthermore, Zeytinburnu, is in a very important position with its many textile suppliers where you can buy their products at first hand as well as with Olivium shopping center where factory stores of major trademarks are available.

Zeytinburnu is one of the most productive districts of Turkey with almost 25.000 business places, about 10.000 manufacturing plants and 170 factories. Textile, leather and iron and steel are leading business lines in Zeytinburnu which contributes largely to the country's revenues with values it has created with its many sectors. Located in the North of the district, Maltepe Neighborhood is a full-fledged production centre with its 170 large industrial establishments, almost 10 thousand manufacturing places and workplaces as well as with almost 70 thousand employees. Its contributions to the country's economy cannot be denied; many large enterprises such as Ülker, Şişe Cam, İbrahim Ethem Pharmaceutical Plant, Hoechst, Mercedes Benz, Derimod, Yeşil Kundura, Karaca, Mavi Jeans are located there. The automotive sector is one of the vital points of the Cevizlibağ area.

In addition to Demirciler Sitesi (Blacksmiths' Site) which has the largest market share of the country as well as the nearby geography in the Iron-Steel sector and Nakliyeciler Sitesi (Forwarding Agents' Site) are conglomerations which are increasing the importance of the district in the business world.

SECTION 4

TITLE DEED AND ZONING INFORMATION OF THE REAL ESTATE

4.1 Title Deed Information of the Real Estate

Province	: İstanbul
District	: Zeytinburnu
Quarter	: 1. Bölge
Subdistrict	: Zeytinburnu
Village	: -
Street	: -
Locality	: Sahilyolu
Plot No	: 85/1
Section	: 774
Parcel	: 55
Quality	: Right of superficies for forty-nine years on the parcel fifty-five, block seven hundred seventy four, on page six hundred four.

Area	: 11.720,00 sqm
Owner	: Akfen Gayrimenkul Yatırım Ortaklığı Anonim Şirketi

4.2 Title Deed Examination of the Real Estate

The investigation of the appraisal commission on the title deed records of the property under appraisal, is conducted for purposes of the determination of the rights that constitute the ownership of the property under appraisal, and the limitations imposed on such rights.

The following rights and limitations have been identified on the appraised property according to the letter of encumbrances obtained from the Land Registry Directorate of Zeytinburnu District, İstanbul Province on 22 February 2011.

Collaterals:

- There is a hypothecation registration dated 14 October 2008 and journal entry no. 12982 in favor of Türkiye İş Bankası A.Ş. and Türkiye Sınai Kalkınma Bankası A.Ş. for the amount of 150.000.000 Euros.

TAŞINMAZ BİLGİLERİ			
Zemin Tipi	: Düz ve Alanüstü	Alan/Parsel	: 77455
Zemin No	: 3214734	Yüklenim	: m2
B7 His	: İSTANBUL ZEYTİNBURNU	Alan Tar. Nitelik	: KIRKÜÇÜ Z.YIL. SİRE. İLİ. AÇTYGZÖRÜK SAHTELERİ YERİNDEN YATIRIMÖRÜK ADA/11 BİREK PARS. ÖZGİRİDİR. ÇS/1486
Kuruluş Adı	: Zeytinburnu TM		
Makale / His Adı	: ZEYTİNBURNU Mah.		
Mevki	: SAĞIR YOLU		
CH / Sayfa No	: 7/619		
Kayıt Durumu	: Akif		

TAŞINMAZ ŞERH / BEYAN / İRTİFAK

Sıra	Açıklama	Mülk / Lehdar	Tarih - Yemyiye
1	03/02/2008 GÜN. HİPOTEK VE/VEYA NOLU AKTİ TARİHİNDEN ÖRÜMLÜKÜT GİRİŞTİ HAKKİ İL. B. KOLLERİNE SENE 3 DÜŞÜK LÜKÜ YAPILMISTIR. 03/02/2008 TARİHİYLE 11992		03/02/2008 - 11992
2	A. HAKFEN GAYRİMENKUL YATIRIM ORTAKLIĞI A.Ş. DEHİŞE 40 NOLU MÜDRETE MÜSTAKİL VE DAIMİ MÜLKİKTİ ÜST HAKKI AİD SAHİBİ VE İZİN İL. İZİNLERİ (Makale Tar. No: 02/2005 Sayı 3)	AKFEN GAYRİMENKUL YATIRIM ORTAKLIĞI ANONİM ŞİRKETİ	02/27/05 - 06/01

MÜLKİYET BİLGİLERİ

Özellik No	Mülk	Elbirliği No	Hisse Pay Payda	Miktarı	Edinme Tarihi - Taraf - Yes.	Terkin Tarihi - Taraf - Yes.
12982	AKFEN GAYRİMENKUL YATIRIM ORTAKLIĞI ANONİM ŞİRKETİ		YAM	11.720,00	Tarih: 14/10/2008 Üyesiz: 02/02/2008 - 11992	

Rahin

Rahin Tipi	Alocağı	Tarih	Alan	Değerleme	Birlik	Tarih - Yes.	Borçlu	SDF Hakkı
İpotek	TSB İŞ BANKASI A.Ş. / Vadesiz 481/004590 / 02/06/2010 / 12/11/09 (S. 4412) / İZMİR / SİMAL KALKINMA BANKASI A.Ş. / Vadesiz 870045399	14/10/2008	50,77 YILKILIK B	11992	11992	14/10/2008 - 11992	AKFEN GAYRİMENKUL YATIRIM ORTAKLIĞI ANONİM ŞİRKETİ	Yok

Değerleme	Hisse Pay Payda	Borçlu Mülk	Mülk Borç	Tarih - Yes.
Kocaeli Mah. - PERVAZİ Mah. 2450 Ada 9 Parsel (serimide) (Mülki His. Tarih: 20/08/2008 Sayı: 49 sayı)	1/1	AKFEN GAYRİMENKUL YATIRIM ORTAKLIĞI A.Ş.	150.000.000,00	14/10/2008 - 26140
Zeytinburnu TM - ZEYTİNBURNU Mah. T14 Ada 55 Parsel (serimide) (Mülki His. Tarih: 5/06/2008)	1/1	AKFEN GAYRİMENKUL YATIRIM ORTAKLIĞI ANONİM ŞİRKETİ	150.000.000,00	14/10/2008 - 12982
Selâhî Mah. - YAPRAK Mah. 5020 Ada 2 Parsel (serimide) (Mülki His. Tarih: 12/07/2007 Sayı: 30 sayı)	1/1	AKFEN GAYRİMENKUL YATIRIM ORTAKLIĞI A.Ş.	150.000.000,00	14/10/2008 - 12982

Rahin Tarihi: 14/10/2008 11:00

Borçlu SDF Bilgisi	Sıra	Açıklama	Mülk	Tarih - Yemyiye

İş bu evrak TC. Ziraat Bankası 24/02/2011 tarih ve 000597 nolu mabuz ile kara tahvil edilmiştir.

4.2.1 The Buying and Selling Transactions for the Property in the Last Three-Year Period, If Any

A purchase or sale transaction concerning the real estate property subject to valuation has not occurred in the last three years' period. The written encumbrance document related to the real estate property is presented in the enclosure of the report. Furthermore the encumbrance document dated 21 June 2010 belonging to the same real

estate property is available in the report's enclosure. In addition, the certificates of encumbrances January 2011 and 22 February 2011 on the same property are appended.

4.3 The Zoning Information for the Real Estate

The zoning regulations regulate the utilization of the land and the density of its development. The appraisal expert should also consider all possible changes expected in the up-to-date regulation and specifications during his inspection on the zoning and construction regulations. Zoning plans define the general purposes of use such as housing, commerce and industry, and identify the density of construction that is to be performed further to the relevant purposes of use.

According to the information obtained as a result of the inspection at Istanbul Province, Zeytinburnu Municipality Engineering Department on 02 March 2011, the data of the subject parcel are listed as follows:

✓ Zoning Situation:

The parcel subject to valuation remains in the "Preferred Utilization Area" in the plan approved at the date of 15 June 2007 by the Provincial Directorate of Culture and Tourism. In the plan, construction conditions are stated as; construction equivalent 2,50 (for Tourism Facilities), Hmax= 117 m., application shall be made according to the preliminary project and approval shall be given by the Metropolitan Municipality.



T.C.
ZEYTİNBURNU BELEDİYE BAŞKANLIĞI
İmar ve Şehircilik Müdürlüğü



Sayı : M.34.6.ZEY.0.13.02-310.05.01-2157-1135
Konu: İmar Durumu hk.

02.03.2011

UYGAR ZAIM
TSKB Gayrimenkul Değerleme A.Ş.
Meclisi Mebusan cad. Molla Bayraktı sok. no:1
Fındıklı - BEYOĞLU-İST.

İlgi: 02.03.2011 tarih ve 2011/2157 sayılı dilekçe.

İlgi dilekçe ile İmar Durumu talep edilen Katlıyapı no: 774 nolu 55 parsel; 15.06.2007 tasdik tarihli 1:1000 ölçekli İmar Uygulama Planında Tercihli Kullanım alanında kalmaktadır. Yapılaşma koşulları ekteki Plan notlarında belirtilmektedir. Bilgilerinize rica ederim.

Hatice KÜÇÜKARYUZ
İmar ve Şehircilik Md.

Zeytinburnu Belediye Başkanlığı
Felsefe Mah. 71 Sok. No:5 Zeytinburnu İSTANBUL
Tel: 0212 413 4111-1078 Faks: 0212 413 02 86
e-posta: mayytemur@zeytinburnu.bel.tr EB1 Ağ: www.zeytinburnu.bel.tr

✓ **Licenses and Permits:**

- There is a Zeytinburnu Belediyesi İmar Müdürlüğü tarafından, toplamda 26.372 m² kapalı alan için verilmiş 29.12.2004 onay tarihli yapı ruhsatı bulunmaktadır.
- There is an additional "Building License" dated 29 December 2004 for totally 26.372 sqm area.
- There is an addition-modification "Building Use Permit" for 26.372 sqm area dated 23 February 2007 and no. 6.
- There is an "Approved Architectural Design" dated 26 January 2005 for the property.

✓ **Building Supervision:**

- Building supervision of the property is performed by Birikim Yapı Denetim Ltd. Şti. located İncirli Caddesi Toprak Apt. No:37 Kat-2 Bakırköy/İSTANBUL.

4.3.1 Information Regarding the Changes in the Legal Status of the Property in the Last Three Years (Changes in the Zoning Plan, Expropriation Procedures, etc.)

According to research made in Zeytinburnu Municipality Contruction Manager and the document provided by the customer – given as attachment – there is not a change in the zoning status of the property in last three years. Zoning status certificates of the property dated 28 December 2010 and 02 March 2011 are appended.

4.4 Opinions About the Property, the Property Project or the Rights and Benefits Associated with the Property in line with the Capital Market Regulations

The shared mortgage on the title deed record of the immovable property was arranged for the purpose of funding the project; therefore, it is assumed that there will be no obstacles in terms of mortgage against the inclusion of the subject property into the REIT portfolio and that in case type allocation of the hotel with construction right on the subject lot is carried out, its inclusion into the REIT portfolio will be possible in accordance with the provisions of Capital Market Legislation.

4.5 Civil Liability

There is a "1st rank mortgage for € 150,000,000.00 with 3.75% interest for Türkiye İş Bank and Türkiye Sınai Kalkınma Bank" on the appraised property. The property is mortgaged jointly with İstanbul parcel 55 Kayseri-Kocasinan Pervane Quarter, Section 2420, parcel 1 and Gaziantep Şehitkamil, Yaprak Quarter, Section 5020, parcel 2 (dated 15 October 2008 and journal no. 1858). There is an official letter for the mortgage in question.

4.6 Environmental and Ground Contamination

Ground research and ground contamination work at the real estate are in the professional limits of the field of "Environmental Geophysics".

A detailed research in this field was not done as our company does not have expertise in this field. However, the real estate was observed to have no negative impacts on the environment during the on-site observations. Thus, the appraisal was done assuming that there was no negative impact on the environment.

SECTION 5 ENVIRONMENTAL INFORMATION OF THE REAL ESTATE

5.1 Situation, Position and Environmental Features of the Real Estate

Open address of the property: Novotel ve İbis Otel, Kazlıçeşme mahallesi, Kennedy caddesi, No: 56, Zeytinburnu - İstanbul

The real estate property related to the valuation study is located in the province of İstanbul within the boundaries of Zeytinburnu district. On the parcel with 11.720 square meters surface area, the 4-stars Novotel and 3-stars İbis Otel are located. The real estate property subject to valuation is positioned with their façade to the Kennedy Avenue which is also known as "Costal road-Sahil Yolu".

To reach the subject real estate property from Eminönü, the Coastal Road is taken. Advance straight without turning to any direction towards Yenikapı Hydrofoil landing place. After advancing for 7,5 km. from Sirkeci, the subject real estate property is positioned with its façade to the right hand side of the avenue before arriving to Bakırköy. İbis Hotel is located at the East side of the parcel and Novotel is at the West side and both hotels have panoramic sea view. In the vicinity of the real estate property; Toyota Derindere authorized technical service building, Yenikapı İDO landing place, World Trade Center, İstanbul Ataturk Airport, Galleria Shopping Center, Bakırköy Hydrofoil landing place as well as buildings of commercial and residential nature.

The real estate property is at an air distance of approximately 6,5 km. to Istanbul Yeşilköy Atatürk Airport. The subject hotels' being so near to the airport, their having a panoramic sea view and having their façades directly to the coastal road are positive advantageous factors. On the real estate property owned by the Treasury of the Ministry of Finance, rights of superficies for 49 years in favor of Akfen GYO A.Ş. have been established. Subsequently, Akfen GYO A.Ş. with a lease contract which has been signed has transferred the administration of the hotels to the French Accor Tamaris Turizm A.Ş.

The real estate property is approximately at 2,7 km. air distance to D100 (E5), at 7,5 km. to Eminönü, approximately at 29 km. air distance to Büyükçekmece. Transportation to the real estate property is possible by public and private vehicles.



The distance of the appraised property to certain points is as follows:

LOCATION	DISTANCE
D100 (E5) Highway	2,7 km.
Atatürk Airport	6,5 km.
Eminönü	7,5 km.
Büyükçekmece	29 km.



5.2 Current Status Of The Real Estate

The real estate properties subject to valuation are Novotel and Ibis Hotel positioned with their façade to Kennedy Avenue (coastal road), in the neighborhood of Kazlıçeşme, district of Zeytinburnu in the province of Istanbul. Ibis Hotel is located at the East façade of the parcel, while Novotel is at the western façade; both hotels have panoramic sea view.

The parcel where the hotels subject to valuation are positioned is under the ownership of the Treasury. According to the agreement on the right of superficies signed between the Treasury and Akfen GYO A.Ş. the right of superficies has been given in favor of Akfen GYO A.Ş. until the date of 18 November 2051. Whereas Akfen GYO A.Ş. having bare ownership has leased the subject parcel together with the hotels it has built on it to the French Accor Tamaris Turizm A.Ş. for a duration of 25 years with five years' option.

Novotel which is located on the parcel subject to valuation consists of 2 basement floors+ ground floor + 12 floors. The part of 10.901 square meters of the hotel having a total covered area of 16.649 square meters is the area included in the equivalent. At Novotel, there is a parking garage at the 2nd basement, a parking garage, management offices, laundry, dining hall, technical and installation spaces at the 1st basement, the lobby, restaurant, meeting halls, lounge area, kitchen, business center at the ground floor, fitness center, sauna, steam bath, rest room, 4 massage halls at the 1st normal floor while at the remaining floors bedrooms are available. Ibis Hotel which is located on the parcel subject to valuation consists of 2 basement floors+ ground floor+ 7 floors. From the total covered area of 9.723 square meters of the hotel a section of 6.461 square meters is included to the equivalent. At Ibis Hotel at the 2nd basement floor a parking garage, at the 1st basement floor a parking garage, technical and installation spaces, at the ground floor, the lobby, restaurant, kitchen and rooms, while at other floors bedrooms are available. At Novotel, there are 160 standard rooms, 38 communicating rooms, 4 rooms for the disabled, 6 suites, in total 208 rooms. While at Ibis Hotel 18 sofa bed, 42 desk bed, 45 twins, 6 VIP's, 4 rooms for the disabled, 113 standard rooms in total 228 rooms are available. In addition an outdoor swimming pool is available at Novotel.

Construction Type	:	Reinforced Concrete Frame
Total Indoor Area subject to Appraisal	:	Novotel 16.649,00 m ² İbis Otel 9.723,00 m ²
Roof System	:	Terrace Roof

Age	: Aprox. 2 years
Electricity	: Network
Water	: Network
Sewer System	: Network
Isıtma Sistemi	: It is provided by 2 hot water boiler and central heating with natural gas fuel.
Soğutma Sistemi	: It is provided with air refrigerated Chiller groups.
Havalandırma Sistemi	: It is provided with air conditioning centrals and exhaust fans.
Güvenlik Sistemi	: Card pass and burglar alarm systems are available.
Yangın Güvenlik Sistemi	: There is a fire safety and notification system connected to the automation system. The fire extinction system is sprinkler; furthermore fire cabinets and fire extinguishers are available.
Fire Escape	: Available

Surface area calculation included to the equivalent	Area
Novotel	10.901
İbis Otel	6.461
Toplam	17.362

Gross Areas belonging to the hotel utilization and Room Distributions (Novotel)

Floors	Using Status	Total Gross Area (sqm)*	Surface Area (sqm)	Room Number
2nd Basement Floor	Indoor Parking and warehouse	1.468		
1st Basement Floor	Indoor parking, offices, laundry, refectory, technical areas, automation, technical manager office, technical warehouse, stuff entrance, shelter, stuff lockerroom, Wc.	3.474	322	
Ground Floor	lobby, restaurant, meeting rooms, foyer alanı, kitchen, business center, lobby bar	2.197	2.051	
1st Floor	fitness center, sauna, steam room, resting room, 4 pieces massage parlor	1.018	927	
2nd floor	Room Floor	772	691	14
3rd floor	Room Floor	772	691	20
4th floor	Room Floor	772	691	20
5th floor	Room Floor	772	691	20
6th floor	Room Floor	772	691	20
7th floor	Room Floor	772	691	19
8th floor	Room Floor	772	691	19
9th floor	Room Floor	772	691	19
10th floor	Room Floor	772	691	19
11th floor	Room Floor	772	691	19
12th floor	Room Floor	772	691	19
	Total	16.649	10.901	208

Gross and areas included to the equivalent have been obtained from the approved architectural project and are consistent with their current use.

Gross Areas belonging to the hotel utilization and Room Distributions (İbis Otel)

Floors	Using Status	Total Gross Area (sqm)*	Surface Area (sqm)	Room Number
2nd Basement Floor	Indoor Parking	734		
1st Basement Floor	Indoor parking, technical and installation spaces	1.816		
Ground Floor	Lobby, restoran, kitchen and room spaces	1.245	1.162	11
1 st Floor	Room Floor	858	781	31
2 nd floor	Room Floor	845	753	31
3 rd floor	Room Floor	845	752	31
4 th floor	Room Floor	845	753	31
5 th floor	Room Floor	845	753	31
6 th floor	Room Floor	845	753	31
7 th floor	Room Floor	845	753	31
Total		9.723	6.461	228

*Gross and areas included to the equivalent have been obtained from the approved architectural project and are consistent with their current use.

**The construction area included in the coefficient for the hotel is currently 17.361,32 sqm in total and 1,48 of the coefficient right has been used, and the coefficient right is 2.50. According to the existing zoning status, one the parcel, where the total construction right included in the coefficient is 29.300 sqm, there is construction right of 11.938 sqm included in the coefficient.

Room Using and using details by floors (Novotel)

2nd basement floor	
At the 2 nd basement area having a covered area of 1.468 square meters there are indoor car park and storage areas.	
Floor	: concrete coating (public and indoor parking spaces)
Wall	: Paint over plaster, ceramic (WC)
Ceiling	: Metal suspended ceiling, plastic paint (parking spaces)
Joinery	: Metal ve and wood (door joineries)
Lightening	: Fluorescent

1st Basement Floor

At the 1st basement with a covered area of 3.474 square meters, indoor car park, management offices, laundry, dining hall, technical and installation spaces, automation, technical manager room, technical warehouse, power station, personnel entrance, personnel registration/accounting, engine room, shelter, personnel locker rooms, depots and WC's are available.

Floor	: concrete coating (public and indoor parking spaces), mosaic (boiler room), parquet (office spaces), ceramic (dining hall, lockerrooms, WC, laundry).
Wall	: Paint over plaster, ceramic (WC), plastic paint (installation spaces)
Ceiling	: Rockwool suspended ceiling (offices), metal suspended ceiling, plastic paint (indoor parking)
Joinery	: Wood and aluminium (door joineries)
Lightening	: Fluorescent

Ground Floor

At the ground floor with a covered area of 2.197 square meters, the lobby, restaurant, meeting halls, lounge, kitchen, business center and lobby bar are present. Access from the ground floor to the room floors is possible through 3 elevators and through 1 elevator to the basement floors as well as through staircases.

Floor	: Locally parquet, locally ceramic (foyer space, lobby and restaurant), carper (meeting rooms), ceramic (WC)
Wall	: Papering and granit (meeting rooms and restaurant), ceramic (WC)
Ceiling	: Suspended ceiling with spot lightening.
Joinery	: PVC and wood
Lightening	: Fluorescent and spot.

1st floor

At the 1st floor which has a covered area of 1.018 square meters a fitness center, sauna, steam bath, rest room, 4 massage parlors are available. There are no rooms at the first floor.

Floor	: Locally parquet, locally granit
Wall	: Locally granit, locally papering, locally paint
Ceiling	: Suspended ceiling with spot lightening.
Joinery	: PVC and wood (kapı doğramaları)
Lightening	: Fluorescent and spot.

Room floors

All 2-12. Floors provide service as room floors. Room floors with the size of 772 square meters each have a covered area of 8.492 square meters in total. At Novotel, at the 2nd floor there are 14 rooms, 20 rooms at each of the 3-6th floors and 19 rooms at each of the 7-12th floors being in total 208 rooms. 38 of these rooms have been designed as communicating rooms, 4 of them are for the disabled, 6 of them are suites and 160 are standard rooms.

Floor	: Carper, ceramic (bathroom and WC)
Wall	: Paint, ceramic (WC)
Ceiling	: Suspended ceiling
Joinery	: Wood (door), PVC (windows)
Lightening	: Spot and decorative lightening

Room Using and using details by floors (İbis Otel)

2nd Basemnet Floor

At the 2nd basement area having a covered area of 734 square meters there are indoor car park and storage areas.

Floor	: concrete coating (public and indoor parking spaces)
Wall	: Paint over plaster, ceramic (WC)
Ceiling	: Metal suspended ceiling, plastic paint
Joinery	: Metal and wood (doors)
Lightening	: Fluorescent

1. Basement Floor

the 2nd basement area having a covered area of 1.816 square meters there are indoor car park and storage areas.

Floor	: concrete coating (public and indoor parking spaces)
Wall	: Paint over plaster,
Ceiling	: Metal suspended ceiling, plastic paint
Joinery	: Metal and wood (doors)
Lightening	: Fluorescent

Ground Floor

At the ground floor with a covered area of 1.245 square meters, the lobby, restaurant, kitchen, are present.

Floor	: Parquet (lobby and restaurant), carper (rooms), ceramic (Kitchen)
Wall	: Locally paint and locally granit (lobby, restaurant and rooms), ceramic (WC)
Ceiling	: Suspended ceiling with spot lightening.
Joinery	: PVC and wood
Lightening	: Fluorescent

Room Floors

All 1-7. Floors serve as room floors. The 1st floor has a covered area of 858 square meters; the other room floors with the size of 845 square meters each have a covered surface area of 5.928 square meters in total. At İbis Hotel, there are 11 rooms at the ground floor, 31 rooms at each of the other floors, in total 228 rooms. 18 of these rooms have been designed as sofabed, 42 as desk bed, 45 as twin, 6 as VIP, 4 as disabled rooms, 113 as standard rooms.

Floor	: Carpet, seramik (bathroom and WC)
Wall	: Paint and ceramic (WC)
Ceiling	: gypsum board suspended ceiling
Joinery	: Wood (door), PVC (windows)
Lightening	: Spot and decorative lightenings

➤ Details of the Hotel Spaces

Meeting Halls:

In total there are 4 divisible multi-purpose meeting halls.

At meeting halls with high ceilings and acoustic, joint secretarial services are provided.

There is a common exit from meeting halls to the lounge with a surface area of 166 square meters.

The halls are supported with technical devices. (Barcovision, sound system and normal lighting system are available)

Rooms:

At Novotel there are 208 rooms in total consisting of 14 at the 2nd floor, 20 at each of the 3-6th floors and 19 at each of the 7-12th floors. From these rooms, 38 have been designed as communicating rooms, 4 rooms for disabled, 6 as suites and 160 as standard rooms. Room floors with a surface area of 772 square meters each represent a covered area of 8.492 square meters in total. Whereas at İbis Hotel there are 228 rooms in total consisting of 11 at the ground floor, 31 at each of the other floors. 18 of these rooms have been designed as sofa bed, 42 as desk bed, 45 as twin, 6 as VIP, 4 rooms for disabled, 113 as standard rooms. The 1st floor has a covered area of 858 square meters; the other room floors with size of 845 square meters each have a covered surface area of 5.928 m² in total. The ground floor, 3rd, 5th, 7th floors at İbis Hotel and the 4th, 5th, 6th and 12th floors at Novotel are smoking floors. In the rooms, air conditioning, mini bar, internet computer connection, satellite television channels, direct telephone, mini refrigerator, cattle, tea-coffee set-up, hair dryer, fire alarm system, sound-announcement system, electronic door lock system, private safe box, 24 hours room service and dry cleaning service are available. Furthermore at Novotel, a fitness center, sauna, massage parlors and 1 outdoor swimming pool are at the service of the customers.

SECTION 6

THE HIGHEST AND THE BEST USE ANALYSIS

It is the use, which is physically the most appropriate to the building, permitted by the laws, financially executable and providing the highest revenue is the most efficient use. The factors defining the highest and best use contain the answer to the following questions.

- Is the use reasonable and probable?
- Is the use legal and is there a possibility to obtain a legal right for the use?
- Is the property physically fit for use or can it be made fit?
- Is the proposed use financially executable?
- The efficient, highest and best use chosen from the use forms passing the initial four questions is indeed the most productive use of the land.

The zoning plans, which are the most defining factors of the real estate sector legally and technically have not, in our country, shown a development parallel to the economic development and due to this lack of revision have a static appearance. As a natural result of the negative structure unwanted cases such as failure to bring into execution phase the optimum alternative which could provide financially and technically the highest efficiency and in addition to that which had obtained financing can occur quite often in our sector. In other words, in the conditions prevailing in our country the best project is not only the option providing the highest return and the most perfect technical results, but also the project which can meet the requirements of the laws and regulations.

The highest and best use of the subject properties is considered in accordance with the zoning plan.

SECTION 8

EVALUATION OF THE REAL ESTATE

8.1 Factors Affecting the Value of the Real Estate

➤ Strengths:

- The real estate property having a panoramic sea view,
- The transportation facilities being easily available as the property is located with its façade to the coastal road,
- The hotels subject to valuation being operated under a brand name providing same standards everywhere throughout the world,
- Their being business hotels located on the route to the airport,

- The car park capacity being sufficient to meet the needs of large hotels,
 - The property being in a close position to the E-5 Motorway and TEM motorway in addition to the coastal road,
 - Buildings well recognized being located in the vicinity of the property
- **Weaknesses**
- The negative effect on transportation of the coastal road's traffic becoming dense from time to time.
- **Opportunities**
- Istanbul's need for hotels expected to increase in the coming years.
- **Threats:**
- Uncertainties and fluctuations experienced in the country economy.

SECTION 8

THE METHODS USED IN THE APPRAISAL AND THE ANALYSIS

8.1 The Methods Used in the Appraisal

There are three different valuation methods, which can be utilized in our country. These are respectively, 'Sales Comparison Method', 'Income Capitalization Method' and the 'Cost Analysis Method' methods. The expected prices and offers made can be considered.

8.1.1 Sales Comparison Method

This sales comparison approach takes into account the sales of similar or substitute properties and the related market datas and realizes the appraisal based on a comparative transaction. In general the property, which is being evaluated, is compared with the sales of similar properties in the open market.

8.1.2 Income Capitalization Method

This comparative approach takes into account the income and expense datas related to the property being evaluated and makes the appraisal with the reduction method. The reduction is related to the income converting the income amount to value appraisal and to the type of value. This transaction, takes into account product or discount rates or both. In general the principle of substitution with the income flow providing the highest investment income with a defined risk level is proportionate with the most probable value figure.

8.1.3 Cost Analysis Method

In this method, the reconstruction cost of an existing building in the framework of the current economic conditions is considered as basis for a property valuation. In this respect, the main principle of the cost approach can be explained with the use value. The use value is described as 'Even if no one wants it and no one knows its price an asset has a real value'.

In this method, it is accepted that the real property has an important remaining economical life expectancy. For this reason, it is assumed that the property's value will decrease in time due to physical wear, as it becomes outmoded economically and functionally. In other words, it is accepted that the value of the building of an existing property will never be more than its reconstruction cost.

The building cost values of the property have been appraised by taking into account the Ministry of Public Works Construction unit costs, the technical specifications of the buildings, the materials used in the buildings, the construction costs of the buildings with same specifications constructed in the market, interviews with the contracting companies and costs calculated by us based on previous experiences.

The rate of depreciation in the buildings has been calculated by taking into account the table published in the Official Gazette indicating the depreciation in the buildings according to years and the visible state of the building.

It is accepted that the value of the property is consisting of two separate physical facts being the land and the buildings.

8.1.4 Development Approach

The purpose of an investment is to produce goods or services, to put them into the market and make profit consequently. The commercial profitability of the investment depends on sufficient demand for the goods or services to be produced and their sales with the prices that would provide possibility to obtain the expected profitability. The examination of the project for the entrepreneur covers the examination and evaluation of the industry where the subject product of the project is positioned and the anticipations regarding the future. The evaluation of the market where the subject goods or services of the project are positioned can be examined as the current situation and the expectations for the future.

The expenses to be made in the case the project is constructed have been estimated, and another estimations has been held considering the marketing policies of the company and the generally feasibility principles. The income estimation of the project in the case of its development has been made, and assumptions have been held during this estimation. In these assumptions, the condition of the industry and the statistical figures of the similar projects near to the location of the project have been benefited from.

Later, the performance estimation of the project was made and its net value under today's conditions in the case it was constructed have been calculated from this performance estimation. The assumptions made in the study were partially explained while the details were kept reserved by the expert.

8.2. Definitions and Model of the Calculation Methodology

8.2.1. Risk Free Rate

The foreign exchange bonds secured by the state treasury and sold on offshore markets, also covering the risk of country are named as "Eurobond". They are issued with various maturities, while they can be purchased or sold on a daily basis on the market. These bonds are used as an indicator of the risk free rate, which is used as the basis for financial calculations in Turkey. The most liquid Eurobond on the markets is the Eurobond with maturity in 2030, and it has the attributes required to be an indicator bond.

Variante on the risk-free rate⁴

There have been 3 different approaches for calculating risk-free rate.

Variante 1: A short term government security rate is used as the risk free rate, and the historical premium earned by a broad equity market index over and above this security rate is used to estimate the expected return on the market. The cost of equity, thus obtained, is then used as the discount rate for each year's cash flows.

Variante 2: The current short term government security rate and the market's historical premium are used to calculate the cost of the equity for the first period (year). The forward rates built in to future time periods, which are used to calculate the cost of equity for future years.

Variante 3 : The current long term government-bond rate (with the duration of the bond matched up to the duration of the asset) is used as the risk-free rate, and the historical premium earned by a broad market index above this long term government security rate is used to estimate the expected return on the market. The cost of equity, calculated using these inputs, is used as the discount rates each year's cash flows. Eurobond does not include the market risk for the performed work, although it includes the country and political risk.

Variante 3 has been selected as the method in the assumptions our company has made by using all these data. However, especially when assessing the value of the real estates with long-term commercial lifetime, an asset appropriate for the commercial lifetime of the real estate does not exist. For this reason, our company estimates that the project-based evaluation and usage of the long-term Eurobond types within the scope of the risk-free yield rate allowances would be coherent with the allowances in the world. This rate also covers the country risk. In addition to

⁴ Damodaran on Valuation ,Security Analysis for Investment and Corporate Finance, Section 3 : Estimation of Discount Rates p.25

hat, the rates suggested by Damodaran for use in accordance with its Financial Market Characteristics are as follows:

Financial Market Characteristics ⁵	Premium Cover Govt. Bond Rate
Emerging markets with political risk (South America, Eastern Europe)	8.5 % over govt. bond Rate
Developed Markets with limited listings (Western Europe, minus Germany and Switzerland)	4.5 - 5.5% over govt. bond rate
Developed Markets with limited listings and stable economies (Germany and Switzerland)	3.5 - 4% over govt. bond rate

8.2.2. Market Risk Premium- Market Index

The market index shall be constituted from data and risks such as the conditions of the market and competition in which the real estate, the place, commercial status of the real estate, and its comparison with similar other ones in the industry. Consequently, the market risk of a real estate with a lower performance will be higher.

The figures used in our studies consist of the data, which has been obtained as a result of criticizing our experiences arising from the shopping centre appraisal studies we have performed so far in various cities of Turkey.

8.2.3. Discount Rate (Risk Free Rate+ Market Risk Premium = Discount Rate)

A rate of return used to convert a monetary sum, payable or receivable in the future, into present value. Theoretically it should reflect the opportunity cost of capital, i.e., the rate of return the capital can earn if put to other uses having similar risk. Also called yield value.⁶

Discount rates contain all risk premiums. (Country risk, market risk...)

Discount rate is the sum of risk free rate and the market risk premium.

IAS 36 para. 48, states that "the discount rate (or rates) should be a pre-tax rate (or rates) that reflect (s) current market assessments of the time value of money and the risks specific to the asset. The discount rate (s) should not reflect risks for which future cash flow estimates have been adjusted." It is also true that other measures of income or cash flow may be used so long as the discount rate(s) are appropriately matched with the income flow(s).

8.2.4. Overall Capitalization Rate

Income rate for a total real property interest that reflects the relationship between single year's net operating income and the total property price or value; used to convert net operating income into an indication of overall property value.⁷

8.2.5. Other point of view: The Capital Asset Pricing Model (CAPM) 8

CAPM model measures risk in terms of on diversifiable variance and relates expected returns to this risk measure. It is based upon several assumptions, that investors have homogeneous expectations about asset returns and variances, that they can borrow and lend at a risk-free rate, that all assets are marketable and perfectly divisible, that there are no transactions costs, and there are no restrictions on short sales. With these assumptions the non-diversifiable risk for any asset can be measured by the covariance of its returns with returns

⁵ Damodaran on Valuation ,Security Analysis for Investment and Corporate Finance, Section 3 : Estimation of Discount Rates p.23

⁶ International Valuation Standarts, Sixth Edition , 2003 , p.323

⁷ The Appraisal of Real Estate , 12th Edition , Chapter 20, The Income Capitalization Approach, p. 489

⁸ Damodaran on Valuation ,Security Analysis for Investment and Corporate Finance, Section 3 : Estimation of Discount Rates p.21

on a market index, which is defined to be asset's beta. If the beta for the equity in the company can be estimated, the cost of the equity will be the required return,

Cost of equity = $R_f + \text{Equity beta} (E(R_m) - R_f)$

Where R_f = Risk Free rate

$E(R_m)$ Expected Return on the market index

Analysis Of The Methods Used In The Appraisal

CAPM Model has not been used within the scope of the appraisal study.

Discount rate: Calculated according to the total of Risk-Free Rate of Return and Risk Premium. The descriptions of the rates used in this total are as follows.

Risk-free rate of return has been identified according to the variable model 3 of the above article 8.2.2.1.1, and it has been identified with the average of last 6 months (the average is used for minimizing short-term market fluctuations) of the Eurobond with the longest maturity currently in effect. This rate includes the country risk.

Risk premium has been estimated according to the professional opinion of the appraiser in parallel to his/her experiences by taking into account the risks associated with the specifications of the project such as the region, sector, project, zoning, etc. as explained in article 8.2.2.

8.3 Analysis of the Methods Used for Appraisal

In this section of the study, sales comparison approach is used for the value of the real estate and development approach is used for the value of the project.

8.3.1 Sales Comparison Analysis

The property similar values obtained further to the studies in the neighbourhood of the property are as follows.

- A tender has been made for the ground plot of 73.000 square meters with 2.50 equivalent, with zoning for "Tourism Area" at Zeytinburnu on the coastal road, in the vicinity of Novotel and Ibis Hotel and the subject ground plot was bought by open bidding last year by T.O.B.B. at the price of 392.000.000 TRY (5.370 TRY/ m², 2.557 Euro/m²).
- In the same area; a tender has been made for the ground plot at the block 774, no. 52 with a surface area of 15.500 square meters and it has been bought last year by the company Ottoman Fund through open bidding at the price of 87.000.000 TRY. (5.594 TRY/ m², 2.664 Euro/m²).
- The price of 43.638.000 US\$ is being requested for a ground plot of gross 21.819 square meters (net 13.000 square meters) with commercial zoning in Zeytinburnu Kazlıçeşme. (gross 1.529 Euro/m², net 2.566 Euro/m²)
- 9.000.000 US\$ is being requested for a ground plot with 4.000 square meters surface area and with commercial and hotel zoning in Zeytinburnu Hatboyu. (2.250 US\$/m², 1.720 Euro/m²)
- A ground plot of 350 square meters with Tourism+Commercial zoning in Zeytinburnu-Kazlıçeşme is for sale at the price of 1.400.000 Euros. (4.000 Euros/m²)
- 22.000.000 US\$ is being requested for a ground plot with 13.000 square meters surface area and with Tourism+Trade zoning, next to Zeytinburnu Yedikule Pulmonary Diseases Hospital. (1.692

US\$/m²) However subject parcel remains at an inner section in comparison to the parcel valuation.

- 44.700.000 TRY is being requested for a ground plot with commercial zoning and a surface area of 21.819 square meters in Zeytinburnu, Kazlıçeşme (2050 TRY/m² – 1025 Euro/m²).
- Information was received that a ground plot with commercial zoning with a surface area of 21.800 square meters, KAKS:0,80, in the location of Zeytinburnu, Kazlıçeşme is for sale at the price of 26.000.000 US\$ (1.192 US\$/m² – 1.788 TRY/m² – 895 Euro/m²).
- 1.000.000 Euros are requested for a ground plot of 340 square meters with commercial zoning at Zeytinburnu-Hatboyu coast line. (2.941 Euro/m²)
- 1.000.000 Euros are requested for a 300 square meters ground plot with commercial zoning in Zeytinburnu, Kazlıçeşme-Beşkardeşler. (3.333 Euro/m²)

✓ **Professional Estimate of the Appraiser:**

Taking into consideration the position of the ground plot subject to valuation, transportation availabilities, the presence of a well-known prestigious facility on it, right of superficies established on the real estate property and assuming that it has not any legal problem, taking into account the imputed values of property obtained from the vicinity, the land value has been assessed as **2.550 €/m²**.

VALUE OF THE RIGHT OF CONSTRUCTION				
1 sqm Land Value (*) 42/49 years(**)	1.484	.- €/sqm		
Size of the land	11.720,00	sqm		
Total Value of the Land	17.392.480	.-€	17.392.000	EURO
			38.493.000	TL
<p>(*)For the land, unit value is calculated as 70% as the value of 49-year construction right considering 1550 Euro unit value for lands zoned as tourism area..</p> <p>(**)On the ground plot owned by the Treasury an Independent and Permanent Right of Superficies has been established in favor of Akfen GYO A.Ş until the date of 18 November 2051.</p> <p>Land Value Calculation Detail = (Value of the zoned land x 49 year construction right factor x term rate)</p> <p style="text-align: center;">= 2.550 (Euro/sqm) x 0.70 x 42/49</p> <p style="text-align: center;">= 1.484 (Euro/sqm)</p>				

8.3.2 Construction Cost Analyse

In this analysis the building cost values have been evaluated with cost formation approach; the technical features of the buildings, materials used in the buildings, by taking into consideration the construction costs of buildings constructed with same features in the market as well as based on our past experiences. The depreciation of the buildings has been assessed on the basis of the experience of the valuation expert by taking into consideration the visible physical situation of the building.

VALUE OF THE LAND			
1 sqm Land Value	1.509	.-€	
Total Land Area	11.720,00	sqm	
Total Value of The Land	17.685.480,00		
Rate of Construction Right	70%		
Akfen GYO AŞ	10.611.288,00	.-€	17.685.480 .-€
TOTAL			17.685.480 .-€
VALUE OF THE BUILDING (NOVOTEL)			
Indoor Parking, Technical Rooms, Basement Floors			
Construction Cost per 1 sqm	250	.-€	
Total Closed Area of the Building	4.942,05	sqm	
Total Construction Cost	1.235.500	.-€	
Depreciation	6%		
Depreciation Cost	74.130	.-€	
Value of the Building	1.161.370	.-€	1.161.370 .-€
Hotel			
Construction Cost per 1 sqm	1.200	.-€	
Total Closed Area of the Building	11.707,00	sqm	
Total Construction Cost	14.048.400	.-€	
Depreciation	6%		
Depreciation Cost	842.904	.-€	
Value of the Building	13.205.496	.-€	13.205.496 .-€
VALUE OF THE BUILDING (IBIS OTEL)			
Indoor Parking, Technical Rooms, Basement Floors			
Construction Cost per 1 sqm	250	.-€	
Total Closed Area of the Building	2.550,00	m ²	
Total Construction Cost	637.500	.-€	
Depreciation	6%		
Depreciation Cost	38.250	.-€	
Value of the Building	599.250	.-€	599.250 .-€
Hotel			

Construction Cost per 1 sqm	1.000	.-€	
Total Closed Area of the Building	7.173,00	sqm	
Total Construction Cost	7.173.000	.-€	
Depreciation	6%		
Depreciation Cost	430.380	.-€	
Value of the Building	6.742.620	.-€	6.742.620 .-€
Total Value of the Land			17.392.480 .-€
Total Value of the Building			21.708.736 .-€
Ground Improvement Value			4.650.000 .-€
External and miscellaneous works			700.000 .-€
TOTAL VALUE			44.451.216 .-€
TOTAL APPROXIMATE VALUE			44.451.000 .-€

8.3.3 Revenue Reduction Method

The income projection has been prepared with the assumption that the property is run in its current situation. The average room rate, average occupancy rate and other revenue items of the income projection have been estimated according to the actual situation data provided by the company.

- The construction right of the subject hotel is owned by Akfen Gayrimenkul Yatırım Ortaklığı A.Ş. while it is being operated by the international hotel operation company Accor Group. During this study, it was assumed that the hotel will be operated in the existing concept throughout the term of the construction right.
- ❖ It was assumed that the appraisal study will be conducted according to the cash flows obtained from the operation of the real estate in the years of utilization, during the appraisal study.
- ❖ The valuation study has been made according to the current capacity of the hotels. For the following years, it was foreseen that the hotels shall be;
 - Operated as Four Stars Novotel and Three Stars İbis Hotel,
 - It was foreseen that Novotel shall have a capacity of 208 rooms, 416 beds, İbis Otel of 228 rooms, 456 beds.
 - It was assumed that they will operate 365 days per year.
 - The data realized in 2010 have been taken to account.
- ❖ Hotel prices have been foreseen to be in the room-breakfast system. Taking into consideration the performance of the facility in the past years, the examinations conducted in the tourism sector and the area, for Novotel; all inclusive price per person for 2011 has been assumed as 78 Euros; for İbis Hotel all inclusive price per person for 2011 has been assumed as 70 Euros. The room price has been increased by 3% in the first 10 years. It was foreseen that in the initial 10 years the advertisement ability, recognition level and premium shall increase, that the room prices shall increase by 3% to reach saturation level and that they will increase by 2,5% in the second decade following that date, and that they will increase thereafter by 2% for Novotel and 2,5% for İbis Hotel.
- ❖ The occupancy rates are foreseen to remain unchanged at 82% for Novotel, and unchanged at 85% for İbis Hotel.

- ❖ It was assumed that other revenues such as rental of shops located in the hotels, wellness center, SPA expenditures etc. shall be included in the item other revenues. Taking into consideration the performance of the facility, the other revenues shall be 35% of the accommodation revenues for Novotel, 20% of the accommodation revenues for Ibis Hotel.
- ❖ It was assumed that the profit margin for Novotel will remain fixed at 48% whereas at 58% for Ibis Hotel.
- ❖ It was assumed that the renewal expenses of the construction cost of the facility shall be increased by 1,5 % for the first year, by 2,5 % in the subsequent years.
- ❖ According to the contract dated 23.12.2004, the worth of the right of superficies for the first year shall be 62.125,86 TRY, the right of superficies for the subsequent years will be collected through increase by adding the amount found by multiplying the increase rate occurred in the Wholesale Price Index announced by Turkish Statistics Institute (the rate of difference in comparison to the same month of the previous year) with the utilization price of the former year.
- ❖ EURO has been used in the studies and was taken as 1 EURO=2,2132 TL.
- ❖ Tax and VAT have not been included in the studies in the scope of IVSC (International Valuation Standards Council).
- ❖ In the valuation study, 4,70% being six months return rate of Euro denominated Eurobonds due 2020 has been taken as risk-free return rate. (In this valuation study the return rate of the Euro based Eurobonds with the longest due date of 2020, has been selected as risk-free return rate)
- ❖ Reduction rate has been foreseen as 9,13 %.
- ❖ In the studies, 2,5% which is the inflation rate for the Euro zone was used as inflation rate.
- ❖ Property Tax and building insurance have been added to the accounts over the realized amounts according to the statements of the customer and it was assumed that it will increase each year by the inflation rate which is 2,5%.

NOVOTEL (4 STAR)	
ROOM NUMBER	208
BED NUMBER	416
OPERATING DAYS	365
YEARLY ROOM CAPACITY	75.920
ROOM PRICE (EURO)(2011)	78,00
ROOM RATE INCREASE IN THE FIRST 10 YEARS (%)	3,0%
PER BED RATE INCREASE FOR THE REMAINING YEARS (%) EURO ZONE INFLATION RATE	2,5%
OTHER INCOMES RATE (%)	35%
RENEWAL COST RATE	1,5%
REAL ESTATE TAX BASE (EURO) (2011)	55.167
REAL ESTATE INSURANCE	37.632
INFLATION RATE	2,5%

NO/OTEL CASHFLOW	28.02.2011	28.02.2012	28.02.2013	28.02.2014	28.02.2015	28.02.2016	28.02.2017	28.02.2018	28.02.2019	28.02.2020	28.02.2021	28.02.2022	28.02.2023	28.02.2024	28.02.2025	28.02.2026	28.02.2027	28.02.2028	28.02.2029	28.02.2030
OCCUPANCY (%)		82%	82%	82%	82%	82%	82%	82%	82%	82%	82%	82%	82%	82%	82%	82%	82%	82%	82%	82%
OPERATING DATES		365	365	365	365	365	365	365	365	365	365	365	365	365	365	365	365	365	365	365
ROOMS SOLD		62,254	62,254	62,254	62,254	62,254	62,254	62,254	62,254	62,254	62,254	62,254	62,254	62,254	62,254	62,254	62,254	62,254	62,254	62,254
ROOM PRICE (EURO)		78,00	80,34	82,75	85,23	87,79	90,42	93,14	95,93	98,81	101,77	104,32	106,92	109,60	112,34	115,15	118,02	120,98	124,00	127,10
ROOM INCOMES (EURO)		4.855.843	5.001.518	5.151.564	5.306.111	5.465.294	5.629.253	5.798.131	5.972.075	6.151.292	6.335.174	6.494.168	6.655.523	6.822.298	6.993.609	7.168.347	7.347.555	7.531.244	7.719.525	7.912.514
OTHER INCOMES (EURO)		1.693.546	1.750.531	1.803.047	1.857.139	1.912.853	1.970.239	2.029.346	2.090.226	2.152.933	2.217.921	2.279.959	2.339.783	2.398.027	2.447.728	2.506.921	2.571.944	2.635.935	2.701.934	2.769.990
TOTAL (EURO)		6.555.388	6.752.050	6.954.611	7.163.250	7.378.147	7.599.492	7.827.475	8.062.301	8.304.170	8.563.295	8.787.127	8.996.305	9.210.863	9.441.237	9.677.268	9.919.200	10.167.180	10.421.359	10.681.993
GDP (%)		48%	48%	48%	48%	48%	48%	48%	48%	48%	48%	48%	48%	48%	48%	48%	48%	48%	48%	48%
GO* (EURO)		3.146.586	3.240.964	3.336.214	3.438.360	3.541.511	3.647.756	3.757.189	3.869.904	3.985.002	4.105.582	4.230.221	4.313.477	4.421.292	4.531.754	4.645.099	4.761.216	4.880.246	5.002.252	5.127.309
RENEWAL COST (EURO) (%1,5)		208.260	211.406	216.691	222.109	227.661	233.493	239.187	245.166	251.296	257.578	264.017	270.618	277.393	284.319	291.426	298.711	306.179	313.834	321.680
REAL ESTATE TAX		0	0	0	62.416	63.977	65.576	67.216	68.996	70.618	72.394	74.193	76.048	77.850	79.688	81.936	83.943	86.042	88.193	90.398
REAL ESTATE INSURANCE		0	31.337	32.120	32.923	33.747	34.590	35.455	35.341	37.250	38.181	39.136	40.114	41.117	42.145	43.198	44.278	45.385	46.520	47.683
EXPENSES (EURO)		-3.648.389	-3.754.593	-3.828.129	-4.004.722	-4.164.484	-4.287.759	-4.414.712	-4.546.431	-4.680.029	-4.818.620	-4.939.086	-5.092.563	-5.189.927	-5.318.895	-5.451.827	-5.598.122	-5.737.825	-5.871.021	-6.017.797
NET OPERATING PROFITS		2.906.999	2.997.457	3.028.182	3.118.528	3.215.663	3.311.739	3.412.765	3.516.870	3.624.141	3.734.674	3.828.041	3.924.742	4.021.838	4.122.382	4.225.441	4.331.077	4.439.354	4.550.338	4.664.097
NET CASH FLOWS		0	2.906.999	2.997.457	3.028.182	3.118.528	3.215.663	3.311.739	3.412.765	3.516.870	3.624.141	3.734.674	3.828.041	3.924.742	4.021.838	4.122.382	4.225.441	4.331.077	4.439.354	4.550.338

	28.02.2031	28.02.2032	28.02.2033	28.02.2034	28.02.2035	28.02.2036	28.02.2037	28.02.2038	28.02.2039	28.02.2040	28.02.2041	28.02.2042	28.02.2043	28.02.2044	28.02.2045	28.02.2046	28.02.2047	28.02.2048	28.02.2049	28.02.2050	28.02.2051	18.11.2051
82%	82%	82%	82%	82%	82%	82%	82%	82%	82%	82%	82%	82%	82%	82%	82%	82%	82%	82%	82%	82%	82%	82%
365	365	365	365	365	365	365	365	365	365	365	365	365	365	365	365	365	365	365	365	365	365	263
62,254	62,254	62,254	62,254	62,254	62,254	62,254	62,254	62,254	62,254	62,254	62,254	62,254	62,254	62,254	62,254	62,254	62,254	62,254	62,254	62,254	62,254	44.857
130,28	133,53	136,87	140,29	143,80	147,40	151,08	154,86	158,73	162,70	166,77	170,93	175,21	179,59	184,08	188,68	193,40	198,23	203,19	208,27	213,47	218,81	218,81
8.110.326	8.315.065	8.520.912	8.733.334	8.952.283	9.176.090	9.405.492	9.640.629	9.881.645	10.128.686	10.381.903	10.641.451	10.907.487	11.180.174	11.459.679	11.746.177	12.039.825	12.340.821	12.649.341	12.965.575	13.289.714	13.621.273	9.915.273
2.838.614	2.909.590	2.982.319	3.056.877	3.133.299	3.211.631	3.291.922	3.374.220	3.458.576	3.545.040	3.633.666	3.724.508	3.817.621	3.913.061	4.010.888	4.111.160	4.213.939	4.319.287	4.427.269	4.537.951	4.651.400	4.769.346	3.435.346
10.848.941	11.222.664	11.503.231	11.790.811	12.095.562	12.387.721	12.697.414	13.014.850	13.340.221	13.673.726	14.015.570	14.365.959	14.725.108	15.093.236	15.470.566	15.857.331	16.263.764	16.680.108	17.076.611	17.503.526	17.941.114	13.250.619	48%
5.255.491	5.386.879	5.521.551	5.659.550	5.801.079	5.946.106	6.094.759	6.247.128	6.403.306	6.563.389	6.727.473	6.895.660	7.068.052	7.244.753	7.425.872	7.611.519	7.801.807	7.996.852	8.196.773	8.401.692	8.611.735	6.360.297	48%
329.722	337.965	346.414	355.074	363.951	373.050	382.376	391.935	401.734	411.777	422.072	432.623	443.439	454.525	465.888	477.535	489.474	501.710	514.253	527.109	540.287	550.020	48%
94.374	97.348	99.782	102.277	104.833	107.454	110.141	112.894	115.717	118.609	121.575	124.614	127.729	130.923	134.196	137.551	140.999	144.514	148.127	151.830	155.626	158.429	48%
50.097	51.349	52.633	53.949	55.298	56.680	58.097	59.549	61.038	62.564	64.128	65.731	67.375	69.059	70.796	72.555	74.389	76.228	78.134	80.087	82.090	83.568	48%
-6.168.242	-6.322.448	-6.480.509	-6.642.521	-6.808.585	-6.978.799	-7.153.269	-7.332.101	-7.515.403	-7.703.288	-7.895.871	-8.093.267	-8.295.599	-8.502.989	-8.715.564	-8.933.453	-9.156.789	-9.385.709	-9.620.352	-9.860.860	-10.107.382	-7.682.339	48%
4.780.699	4.900.217	5.022.722	5.148.290	5.276.997	5.408.922	5.544.145	5.682.749	5.824.818	5.970.438	6.119.699	6.272.691	6.429.509	6.590.246	6.755.003	6.923.878	7.096.975	7.274.399	7.456.259	7.642.665	7.833.732	5.666.280	48%
4.780.699	4.900.217	5.022.722	5.148.290	5.276.997	5.408.922	5.544.145	5.682.749	5.824.818	5.970.438	6.119.699	6.272.691	6.429.509	6.590.246	6.755.003	6.923.878	7.096.975	7.274.399	7.456.259	7.642.665	7.833.732	5.666.280	48%

IBIS HOTEL (3 STARS)	
ROOM NUMBER	228
BED NUMBER	456
OPERATING DATES	365
YEARLY ROOM CAPACITY	83.220
ROOM PRICE (EURO)(2011)	70,00
ROOM RATE INCREASE IN THE FIRST 10 YEARS (%)	3,0%
PER BED RATE INCREASE FOR THE REMAINING YEARS (%) EURO ZONE INFLATION RATE	2,5%
OTHER INCOMES (%)	20%
RENEWAL COST RATE	1,5%
REAL ESTATE TAX BASE (EURO) (2011)	43.465
REAL ESTATE INSURANCE	41.250

IBIS OTEL MAKİT AKİS)	28.02.2011	28.02.2013	28.02.2014	28.02.2015	28.02.2016	28.02.2017	28.02.2018	28.02.2019	28.02.2020	28.02.2021	28.02.2022	28.02.2023	28.02.2024	28.02.2025	28.02.2026	28.02.2027	28.02.2028	28.02.2029	28.02.2030
YILLAR																			
OCCUPANCY (%)	85%	85%	85%	85%	85%	85%	85%	85%	85%	85%	85%	85%	85%	85%	85%	85%	85%	85%	85%
OPERATING DATES	365	365	365	365	365	365	365	365	365	365	365	365	365	365	365	365	365	365	365
ROOMS SOLD	70.737	70.737	70.737	70.737	70.737	70.737	70.737	70.737	70.737	70.737	70.737	70.737	70.737	70.737	70.737	70.737	70.737	70.737	70.737
ROOM PRICE (EURO)	70.00	72.10	74.26	76.49	78.79	81.15	83.58	86.09	88.67	91.33	93.62	95.96	98.36	100.82	103.34	105.92	108.57	111.28	114.06
ROOM INCOMES (EURO)	4.951.590	5.100.138	5.263.142	5.410.708	5.570.058	5.740.250	5.912.457	6.085.831	6.272.628	6.460.702	6.622.219	6.787.775	6.957.469	7.131.406	7.309.691	7.492.433	7.679.744	7.871.738	8.069.531
OTHER INCOMES (EURO)	990.318	1.020.028	1.050.528	1.082.147	1.114.612	1.148.050	1.182.491	1.217.966	1.254.505	1.292.140	1.324.444	1.357.555	1.391.484	1.426.261	1.461.938	1.498.487	1.535.949	1.574.348	1.613.706
TOTAL (EURO)	5.941.908	6.120.165	6.303.770	6.492.853	6.687.670	6.888.300	7.064.949	7.307.797	7.527.031	7.752.842	7.946.663	8.145.330	8.349.953	8.557.687	8.771.629	8.990.920	9.215.693	9.446.085	9.682.238
GDP (%)	59%	59%	59%	59%	59%	59%	59%	59%	59%	59%	59%	59%	59%	59%	59%	59%	59%	59%	59%
GOP (EURO)	3.446.307	3.549.696	3.656.107	3.765.872	3.878.848	3.995.214	4.115.070	4.238.522	4.365.978	4.496.646	4.630.965	4.724.231	4.842.399	4.933.453	5.087.545	5.214.734	5.345.102	5.478.730	5.615.688
RENEWAL COST (EURO) (%1,5)	206.290	211.404	216.891	222.109	227.661	233.363	239.187	245.166	251.296	257.578	264.017	270.618	277.393	284.318	291.426	298.711	306.178	313.834	321.680
REAL ESTATE TAX	0	0	49.177	50.406	51.656	52.939	54.262	55.638	57.069	58.459	59.917	61.415	62.950	64.524	66.137	67.791	69.485	71.222	73.003
REAL ESTATE INSURANCE	34.352	35.211	36.091	36.993	37.916	38.866	39.838	40.834	41.855	42.901	43.973	45.073	46.200	47.355	48.538	49.752	50.996	52.271	53.577
EXPENCES (EURO)	-2.736.203	-2.817.086	-2.949.543	-3.036.519	-3.126.067	-3.218.263	-3.313.185	-3.410.914	-3.511.533	-3.615.128	-3.705.506	-3.798.144	-3.893.098	-3.990.425	-4.090.186	-4.192.440	-4.297.251	-4.404.663	-4.514.800
NET OPERATING PROFITS	3.205.705	3.303.079	3.354.228	3.466.354	3.567.603	3.670.037	3.781.764	3.896.893	4.015.938	4.137.714	4.241.157	4.347.186	4.455.865	4.567.262	4.681.444	4.798.480	4.918.442	5.041.403	5.167.438
NET CASH FLOWS	3.205.705	3.303.079	3.354.228	3.466.354	3.567.603	3.670.037	3.781.764	3.896.893	4.015.938	4.137.714	4.241.157	4.347.186	4.455.865	4.567.262	4.681.444	4.798.480	4.918.442	5.041.403	5.167.438

	28.02.2031	28.02.2032	28.02.2033	28.02.2034	28.02.2035	28.02.2036	28.02.2037	28.02.2038	28.02.2039	28.02.2040	28.02.2041	28.02.2042	28.02.2043	28.02.2044	28.02.2045	28.02.2046	28.02.2047	28.02.2048	28.02.2049	28.02.2050	28.02.2051	18.11.2051
85%	85%	85%	85%	85%	85%	85%	85%	85%	85%	85%	85%	85%	85%	85%	85%	85%	85%	85%	85%	85%	85%	85%
365	365	365	365	365	365	365	365	365	365	365	365	365	365	365	365	365	365	365	365	365	365	365
70.737	70.737	70.737	70.737	70.737	70.737	70.737	70.737	70.737	70.737	70.737	70.737	70.737	70.737	70.737	70.737	70.737	70.737	70.737	70.737	70.737	70.737	70.737
116.92	119.84	122.83	125.91	129.05	132.28	135.59	138.98	142.45	146.01	149.66	153.40	157.24	161.17	165.20	169.33	173.56	177.90	182.35	186.91	191.58	196.37	201.28
8.270.245	8.477.001	8.683.926	8.906.149	9.128.803	9.357.023	9.590.948	9.830.722	10.076.490	10.328.402	10.586.612	10.851.278	11.122.500	11.400.623	11.685.639	11.977.780	12.277.225	12.584.155	12.898.759	13.221.228	13.551.759	13.889.352	14.234.000
1.654.049	1.695.400	1.737.765	1.781.230	1.825.761	1.871.405	1.918.190	1.966.144	2.015.298	2.065.680	2.117.322	2.170.256	2.224.512	2.280.125	2.337.128	2.395.566	2.455.445	2.516.831	2.578.752	2.644.246	2.710.352	2.778.022	2.847.292
9.924.293	10.172.401	10.425.711	10.687.379	10.954.563	11.228.427	11.509.138	11.796.866	12.091.788	12.394.083	12.703.935	13.021.533	13.347.071	13.680.748	14.022.767	14.373.336	14.732.669	15.100.986	15.478.511	15.865.474	16.262.110	16.668.511	17.084.761
59%	59%	59%	59%	59%	59%	59%	59%	59%	59%	59%	59%	59%	59%	59%	59%	59%	59%	59%	59%	59%	59%	59%
5.756.090	5.899.992	6.047.492	6.198.680	6.353.847	6.512.488	6.675.300	6.842.182	7.013.237	7.188.568	7.368.292	7.552.489	7.741.301	7.934.834	8.133.205	8.336.535	8.544.948	8.758.572	8.977.536	9.201.975	9.432.024	9.668.131	9.914.399
329.722	337.965	346.414	355.074	363.951	373.050	382.376	391.835	401.794	411.777	422.072	432.623	443.439	454.525	465.888	477.535	489.474	501.710	514.253	527.109	540.237	553.591	567.200
74.828	75.690	76.616	77.602	78.658	79.784	80.981	82.250	83.592	85.008	86.499	88.066	89.709	91.429	93.226	95.100	97.050	99.075	101.175	103.350	105.599	107.924	110.325
54.917	56.290	57.697	59.139	60.618	62.133	63.687	65.279	66.911	68.584	70.298	72.056	73.857	75.703	77.596	79.536	81.524	83.562	85.652	87.793	89.988	92.239	94.546
-4.627.670	-4.749.362	-4.861.946	-4.983.464	-5.108.082	-5.235.784	-5.366.678	-5.500.845	-5.638.366	-5.779.325	-5.923.809	-6.071.904	-6.223.701	-6.379.294	-6.538.776	-6.702.246	-6.869.802	-7.041.547	-7.217.566	-7.398.025	-7.582.976	-7.772.376	-7.967.276
5.296.624	5.429.039	5.564.765	5.703.884	5.846.482	5.992.644	6.142.460	6.296.021	6.453.422	6.614.757	6.780.126	6.949.629	7.123.370	7.301.454	7.483.991	7.671.090	7.862.868	8.059.439	8.260.925	8.467.448	8.679.135	8.895.985	9.118.099
5.929.624	6.142.460	6.361.422	6.586.624	6.818.066	7.055.748	7.299.670	7.549.842	7.806.264	8.069.036	8.338.258	8.614.029	8.896.450	9.184.621	9.478.642	9.778.613	10.084.634	10.396.805	10.715.226	11.040.007	11.371.348	11.709.359	12.054.240

TOTAL CASH FLOW		28.02.2011	28.02.2012	28.02.2013	28.02.2014	28.02.2015	28.02.2016	28.02.2017	28.02.2018	28.02.2019	28.02.2020	28.02.2021	28.02.2022	28.02.2023	28.02.2024	28.02.2025	28.02.2026	28.02.2027	28.02.2028	28.02.2029	28.02.2030
YEARS																					
Novotel (t. Shar)		0	2,508,699	2,997,467	3,026,182	3,118,529	3,213,863	3,311,733	3,412,765	3,516,870	3,624,141	3,734,674	3,826,041	3,923,742	4,021,836	4,122,392	4,225,441	4,331,077	4,439,354	4,550,338	4,664,067
lbs Otel (t. Shar)		0	3,205,705	3,903,079	3,854,228	3,456,964	3,670,037	3,670,037	3,761,764	3,895,853	4,015,498	4,137,714	4,241,167	4,347,185	4,455,865	4,567,282	4,681,444	4,798,450	4,918,442	5,041,403	5,167,438
Yearly PenitCost		-136,000	-139,400	-142,885	-146,467	-150,119	-153,872	-157,718	-161,661	-165,703	-169,845	-174,091	-178,444	-182,805	-187,478	-192,184	-196,939	-201,893	-206,940	-212,114	-217,416
Revenue Sharing		0	-124,673	-128,722	-132,584	-136,561	-140,658	-144,878	-149,224	-153,701	-158,312	-163,061	-168,061	-173,061	-178,061	-183,061	-188,061	-193,061	-198,061	-203,061	-208,061
TOTAL CASH FLOWS		0	5,850,331	6,028,929	6,101,369	6,288,212	6,480,756	6,679,173	6,883,643	7,094,349	7,311,492	7,535,236	7,727,683	7,924,962	8,127,162	8,334,418	8,546,655	8,764,603	8,987,795	9,216,566	9,451,057

Appraisal Chart		28.02.2031	28.02.2032	28.02.2033	28.02.2034	28.02.2035	28.02.2036	28.02.2037	28.02.2038	28.02.2039	28.02.2040	28.02.2041	28.02.2042	28.02.2043	28.02.2044	28.02.2045	28.02.2046	28.02.2047	28.02.2048	28.02.2049	28.02.2050	28.02.2051	18.11.2051
Risk Free Rate of Return		4,70%	4,70%	4,70%	4,70%	4,70%	4,70%	4,70%	4,70%	4,70%	4,70%	4,70%	4,70%	4,70%	4,70%	4,70%	4,70%	4,70%	4,70%	4,70%	4,70%	4,70%	4,70%
Risk Premium		3,50%	3,50%	3,50%	3,50%	3,50%	3,50%	3,50%	3,50%	3,50%	3,50%	3,50%	3,50%	3,50%	3,50%	3,50%	3,50%	3,50%	3,50%	3,50%	3,50%	3,50%	3,50%
DISCOUNT RATE		8,20%	8,20%	8,20%	8,20%	8,20%	8,20%	8,20%	8,20%	8,20%	8,20%	8,20%	8,20%	8,20%	8,20%	8,20%	8,20%	8,20%	8,20%	8,20%	8,20%	8,20%	8,20%
NET PRESENT VALUE (EURO)		93.371.762	83.103.059	83.103.059	87.606.523																		
APPROX. NET PRESENT VALUE (EURO)		86.673.000	83.103.000	83.103.000	80.660.000																		
APPROX. NET PRESENT VALUE (TL)		189.611.000	183.923.000	183.923.000	178.516.000																		

8.3.4 Calculation of Cost Capitalization Approach from the Issued Rent Revenues
 Assumptions made according to the 4th amendment of the Agreement dated 18 April 2005,

- The price of the annual rent to be paid by the Accor group, which is an international hotel management company, to Akten Gayrimenkul Yatırım Ortaklığı A.Ş., which holds the construction right of the hotel in question, will be twenty two (22%) percent of the gross revenue (VAT excluded) for Novotel and twenty five percent (25%) of the gross operation revenue for Ibis Hotel, or sixty five percent (65%) of the adjusted gross operation revenue, which ever is greater
- The construction right of the subject hotel is owned by Akten Gayrimenkul Yatırım Ortaklığı A.Ş., while it is being operated by the international hotel operation company Accor Group. During this study, it was assumed that the hotel will be operated in the existing concept throughout the term of the construction right..

- ❖ The valuation study has been conducted according to the existing capacity of the hotels. It was foreseen that the hotels shall, in the following years;
 - Be operated as Four stars Novotel and Three stars Ibis Hotel,
 - Shall have a capacity of 208 rooms 416 beds in Novotel, 228 rooms, 456 beds in Ibis Hotel.
 - It was assumed that they will operate 365 days per year.
 - The data realized in 2010 have been taken to account.

- ❖ Hotel prices have been foreseen to be in the room-breakfast system. Taking into consideration the performance of the facility in the past years, the examinations conducted in the tourism sector and the area, for Novotel; all inclusive price per person for 2011 has been assumed as 78 Euros; for Ibis Hotel all inclusive price per person for 2011 has been assumed as 70 Euros. The room price has been increased by 3% in the first 10 years. It was foreseen that in the initial 10 years the advertisement ability, recognition level and premium shall increase, that the room prices shall increase by 3% to reach saturation level and that they will increase by 2,5% in the second decade following that date, and that they will increase thereafter by 2% for Novotel and 2,5% for Ibis Hotel.

- ❖ The occupancy rates are foreseen to remain unchanged at 82% for Novotel, and unchanged at 85% for Ibis Hotel.

- ❖ It was assumed that other revenues such as rental of shops located in the hotels, wellness center, extra expenditures etc. shall be included in the item other revenues. Taking into consideration the performance of the facility, the other revenues shall be 35% of the accommodation revenues for Novotel, 20% of the accommodation revenues for Ibis Hotel.

- ❖ It was assumed that the profit margin for Novotel shall remain fixed at 48%, whereas at 58% for Ibis Hotel.

- ❖ Renewal expense for the rental model of the hotel has been taken as 0,05 % of the renewal expense calculated in the operation alternative. In the lease model, it was assumed that renewal expenses of the hotel shall be made by the tenant.

- ❖ According to the contract dated 23 December 2004, the worth of the right of superficies for the first year shall be 62.125,86 TRY, the right of superficies for the subsequent years will be collected through increase by adding the amount found by multiplying the increase rate occurred in the Wholesale Price Index announced by Turkish Statistics Institute (the rate of difference in comparison to the same month of the previous year) with the utilization price of the former year.
- ❖ EURO has been used in the studies and was taken as 1 EURO=2,2132 TL.
- ❖ Tax and VAT have not been included in the studies in the scope of IVSC (International Valuation Standards Council).

- ❖ In the valuation study, 4,70% being six months return rate of Euro denominated Eurobonds due 02.07.2020 has been taken as risk-free return rate. (In this valuation study the return rate of the Euro based Eurobonds with the longest due date of 2020, has been selected as risk-free return rate)
- ❖ Low reduction rate and risk premium have been given with the thought that rental revenues guaranteed by brand power and the international recognition of Accor shall be determined over the years.
- ❖ In this study, rental revenues of the hotel leased to Accor group have been taken under guarantee by a lease agreement for 25 years plus extension option for 10 years. It was calculated by assuming that the risk premium in obtaining rental revenues of Akfen Gayrimenkul Yatırım Ortaklığı A.Ş. would be quite low. Reduction rate has been foreseen as 6,50 % by adding 1,70 % "Risk Premium" to the 4,70% "Risk-free Return Rate".
- ❖ It was foreseen that the contract between Accor Group and Akfen GYO A.Ş. shall continue under the same conditions for the duration of the utilization by Akfen GYO A.Ş.

YEARS	26.02.2011	26.02.2012	26.02.2013	26.02.2014	26.02.2015	26.02.2016	26.02.2017	26.02.2018	26.02.2019	26.02.2020	26.02.2021	26.02.2022	26.02.2023	26.02.2024	26.02.2025	26.02.2026	26.02.2027	26.02.2028	26.02.2029	26.02.2030
NOVOTEL INCOME	0	1.442.185	1.485.451	1.530.015	1.575.015	1.633.192	1.671.586	1.722.045	1.773.705	1.826.917	1.881.725	1.928.768	1.976.987	2.026.412	2.077.072	2.128.089	2.182.224	2.238.780	2.292.669	2.350.017
AGOP NOVOTEL	0	1.704.401	1.758.533	1.808.199	1.862.445	1.918.316	1.975.868	2.035.144	2.095.198	2.158.084	2.223.857	2.279.453	2.336.439	2.394.950	2.454.722	2.516.090	2.578.992	2.643.467	2.709.553	2.777.292
NOVOTEL USED RENTAL INCOME	0	1.704.401	1.758.533	1.808.199	1.862.445	1.918.316	1.975.868	2.035.144	2.095.198	2.158.084	2.223.857	2.279.453	2.336.439	2.394.950	2.454.722	2.516.090	2.578.992	2.643.467	2.709.553	2.777.292
IBIS HOTEL INCOME	0	1.485.477	1.530.041	1.575.943	1.623.221	1.671.917	1.722.075	1.773.737	1.826.949	1.881.758	1.938.211	1.986.065	2.036.332	2.087.241	2.138.422	2.192.907	2.247.730	2.303.623	2.361.521	2.420.559
AGOP IBIS HOTEL	0	1.931.120	1.982.054	2.048.725	2.110.167	2.173.493	2.238.697	2.305.858	2.375.034	2.446.285	2.519.674	2.592.666	2.647.232	2.715.413	2.781.248	2.850.780	2.922.049	2.995.100	3.069.978	3.146.727
IBIS HOTEL USED RENTAL INCOME	0	1.931.120	1.982.054	2.048.725	2.110.167	2.173.493	2.238.697	2.305.858	2.375.034	2.446.285	2.519.674	2.592.666	2.647.232	2.715.413	2.781.248	2.850.780	2.922.049	2.995.100	3.069.978	3.146.727
YEARLY RENT COST (EURO)	-138.000	-138.400	-142.885	-146.457	-150.119	-153.872	-157.718	-161.661	-165.703	-169.845	-174.091	-178.444	-182.905	-187.478	-192.164	-196.969	-201.893	-206.940	-212.114	-217.416
REVENUE SHARING (EURO)	0	-20.625	-21.141	-21.659	-22.211	-22.766	-23.335	-23.919	-24.517	-25.130	-25.758	-26.402	-27.062	-27.738	-28.432	-29.143	-29.871	-30.618	-31.383	-32.166
RENEWAL COST (EURO)	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
REAL ESTATE TAX (EURO)	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
REAL ESTATE INSURANCE (EURO)	0,4%	-85.689	-87.331	-89.015	-90.740	-92.508	-94.321	-96.178	-98.076	-100.016	-102.000	-104.030	-106.106	-108.228	-110.396	-112.610	-114.870	-117.176	-119.528	-121.926
TOTAL CASH FLOWS (EURO)	0	3.409.807	3.518.230	3.608.190	3.675.180	3.726.423	3.830.017	3.968.065	4.076.672	4.200.945	4.328.995	4.487.220	4.548.151	4.661.855	4.778.001	4.897.861	5.020.308	5.145.015	5.274.461	5.406.322

YEARS	26.02.2031	26.02.2032	26.02.2033	26.02.2034	26.02.2035	26.02.2036	26.02.2037	26.02.2038	26.02.2039	26.02.2040	26.02.2041	26.02.2042	26.02.2043	26.02.2044	26.02.2045	26.02.2046	26.02.2047	26.02.2048	26.02.2049	26.02.2050	26.02.2051	26.02.2052
2.408.767	2.488.986	2.530.711	2.593.979	2.668.828	2.725.289	2.793.431	2.863.267	2.934.949	3.008.220	3.083.425	3.160.511	3.239.524	3.320.528	3.392.421	3.403.525	3.488.618	3.575.828	3.665.224	3.756.654	3.850.776	3.947.045	4.045.136
2.846.725	2.917.893	2.990.840	3.065.611	3.142.251	3.220.808	3.301.328	3.383.861	3.468.457	3.555.169	3.644.048	3.735.149	3.828.528	3.924.241	4.022.347	4.022.347	4.122.906	4.225.979	4.331.628	4.439.919	4.550.917	4.664.690	4.781.161
2.846.725	2.917.893	2.990.840	3.065.611	3.142.251	3.220.808	3.301.328	3.383.861	3.468.457	3.555.169	3.644.048	3.735.149	3.828.528	3.924.241	4.022.347	4.022.347	4.122.906	4.225.979	4.331.628	4.439.919	4.550.917	4.664.690	4.781.161
2.481.073	2.543.100	2.606.678	2.671.845	2.738.641	2.807.107	2.877.284	2.949.217	3.022.947	3.098.521	3.176.984	3.258.393	3.336.768	3.420.187	3.505.692	3.505.692	3.593.334	3.683.167	3.775.247	3.869.628	3.966.368	4.065.528	4.168.043
3.225.395	3.306.030	3.388.681	3.473.398	3.560.233	3.649.239	3.740.470	3.833.982	3.929.831	4.028.077	4.128.779	4.231.998	4.337.798	4.446.243	4.557.399	4.557.399	4.671.334	4.788.118	4.907.821	5.030.516	5.156.279	5.285.186	5.418.236
-222.852	-228.423	-234.134	-239.987	-245.987	-252.136	-258.440	-264.901	-271.523	-278.311	-285.269	-292.401	-299.711	-307.204	-314.894	-322.756	-330.825	-339.095	-347.573	-356.262	-365.169	-374.247	
-163.061	-163.061	-163.061	-163.061	-163.061	-163.061	-163.061	-163.061	-163.061	-163.061	-163.061	-163.061	-163.061	-163.061	-163.061	-163.061	-163.061	-163.061	-163.061	-163.061	-163.061	-163.061	
-32.972	-33.796	-34.641	-35.507	-36.395	-37.305	-38.238	-39.194	-40.173	-41.178	-42.207	-43.262	-44.344	-45.452	-46.589	-47.754	-48.947	-50.171	-51.425	-52.711	-54.029	-55.378	
-189.802	-174.047	-178.398	-182.858	-187.430	-192.115	-196.918	-201.841	-206.887	-212.059	-217.361	-222.795	-228.365	-234.074	-239.926	-245.924	-252.072	-258.374	-264.833	-271.454	-278.240	-285.097	
-105.014	-107.639	-110.330	-113.088	-115.916	-118.813	-121.784	-124.828	-127.949	-131.148	-134.426	-137.787	-141.232	-144.763	-148.382	-152.091	-155.892	-159.791	-163.786	-167.876	-172.077	-176.381	
5.541.480	5.680.017	5.822.018	5.967.668	6.116.757	6.269.676	6.426.418	6.587.079	6.751.756	6.920.549	7.093.563	7.270.902	7.452.675	7.638.892	7.829.566	8.025.716	8.226.358	8.432.017	8.642.818	8.858.898	9.080.361	9.311.421	

Appraisal Chart	
Risk Free Rate of Return	4,70%
Risk Premium	1,30%
DISCOUNT RATE	6,00%
NET PRESENT VALUE (EURO)	73.240.520
NET PRESENT VALUE (TL)	150.226.249

Rental Value of the Property

YEARS	28.02.2011	28.02.2012
Average Cash Flow of Rental Value	0	4.630.069

RENTAL APPRAISAL CHART			
Risk Free Rate of Return	4,70%	4,70%	4,70%
Risk Premium	4,30%	4,43%	5,30%
Discount Rate	9,00%	9,13%	10,00%
NET PRESENT VALUE (EURO)	4.247.770	4.242.710	4.209.154

Net Present Value (Euro)		4.242.710
Net Present Value (TL)		9.389.965

Annual Rental Value Of The Hotel(Euro)		4.242.710
Estimated Annual Rental Value Of The Hotel(Euro)		4.243.000

8.3.4 Evaluation of The Analysis Results

The net today's value of the property subject to valuation is determined as **44.451.000 €**, according to the cost method, as **83.103.000 €** according to the income reduction method and as **67.878.000 €** according to the rental revenue calculated with the yearly rental amount to be paid by Accor group which is an international hotel management company for the hotel owned by Akfen Gayrimenkul Yatırım Ortaklığı A.Ş which has the right of superficies.

The rental value of the immovable property was calculated with the consideration of the average of the net cash flow values of the first year according to the revenue reduction method and the rental revenue. The annual average cash flow for the first year were reduced to the date of reduction and thus, the annual rental value of the immovable property was calculated. According to this calculation, the annual rental value has been appraised as **4.243.000 Euro (9.390.000.-TL) Euro**.

However, due to the fact that there is an operating as well as income generating facility on the immovable property, the average of **83.103.000 €** as the value found with the income reduction method of the fair market value and **67.878.000 €** which is the net today's value of the rental revenue being **167.000.000 TRY (Onehundredsixtysevenmillion TRY) (75.490.000 € (seventyfivemillionfourhundredandnintythousand-Euros)** has been assessed as the final result.

The building insurance cost has been identified according to the costs of the Public Works and Settlement Directorate's 2010 costs as € 12.900.321, and a furnishing and equipment cost equal to 35% of this amount has also been added and the total cost has been identified as **€17.415.434**. The building insurance cost is given for information. The insurance worth for 2011 has been calculated as € 17.850.151 assuming 2.5% increase to the insurance worth for 2010, as the unit rates of T.C. Ministry of Public Works and Settlement have not been disclosed for 2011 yet.

During the appraisal study, cost approach method has been used for identifying the actual status value of the property. The value of the hotel according to income capitalization approach has been calculated with 2 methods: rent income and operating income. The hotel is currently let to Accor group to be operated with a lease contract. The rent income has been guaranteed with the contract, and therefore the capitalization of rent income has been realized with a low risk premium. In addition, the value to be calculated according to the total revenues provided

by the property has been found according to the operating income. In this method, the total potential of the hotel which provides profit for both the landlord and the operator has been considered, and this value has been considered important for any potential sales. Therefore, the value of the property according to income capitalization method is concluded as the average of the capitalization of two values: the guaranteed rent income with the rental contract, and the revenues that may be obtained with the total operation potential. For income generating properties, the value of the property depends on its performance, and the income capitalization value calculated with 2 methods is considered more rational.

SECTION 9 CONCLUSION



All the features that can affect the value of the property such as location, organization style of the surrounding, infrastructure and transportation facilities, façades to streets and roads, area and location, construction method of the structure, age, workmanship and material quality, installation etc. have been taken into consideration and a thorough market research has been conducted in the region. Accordingly and also considering the economic conditions of the country, the value of the property is estimated by SKB Gayrimenkul Değerleme A.Ş., as follows;

Property at İstanbul province, Zeytinburnu district, Sahilyolu locality, plot 85/1 plot, section 774 , parcel 55;

**FAİR MARKET VALUE (EXCLUDING VAT) DATED
28 FEBRUARY 2011 OF THE NOVOTEL AND IBIS**

167.000.000.-TL
(Onehundredsixtysevenmillion.-Turkish Liras)

75.490.000 €
(Seventyfivemillionfourhundredandnintythousand-Euros)

Property at İstanbul province, Zeytinburnu district, Sahilyolu locality, plot 85/1 plot, section 774 , parcel 55;

**FAİR MARKET VALUE (INCLUDING VAT) DATED 28
FEBRUARY DECEMBER 2011 OF THE NOVOTEL AND**

197.000.000.-TL
(Onehundrednintysevemmillion.-Turkish Liras)

89.000.000.- EURO
(Eightyninemillion.-Euro)

Property at İstanbul province, Zeytinburnu district, Sahilyolu locality, plot 85/1 plot, section 774 , parcel 55;

**Rental Value (Excluding VAT) dated 28 February 2011
of the Hotel**

9.390.000.- TL
(Ninemillionthreehundredandnintythousand.-Turkish Liras)

4.243.000.- EURO
(Fourmilliontwohundredandfortythreethousand.-Euro)

Property at İstanbul province, Zeytinburnu district, Sahilyolu locality, plot 85/1 plot, section 774 , parcel 55;

**Rental Value (Including VAT) dated 28 February 2011 of
the Hotel**

11.000.000.- TL
(Elevenmillion.-Turkish Liras)

5.000.000.- EURO
(Fivemillion.-Euro)

NOTE:	1	This value is the fair market value determined as cash sale price.
	2	The VAT rate is a subject of the property sale of the companies with the inclusion of VAT. It has been assumed that these calculations will be according to the routine VAT application.
	3	It is assumed that 1 EURO = 2,2132 - TL. Value in EUROS is provided for information purposes only.
	4	This report has been prepared as per the relevant provisions of Capital Market Legislation.
	5	This page is an integral part of the appraisal report, it is a whole together with the detailed information in the report, cannot be used independently.

The shared mortgage on the title deed record of the immovable property was arranged for the purpose of funding the project; therefore, it is assumed that there will be no obstacles in terms of mortgage against the inclusion of the subject property into the REIT portfolio and that in case type allocation of the hotel with construction right on the subject lot is carried out, its inclusion into the REIT portfolio will be possible in accordance with the provisions of Capital Market Legislation.

Hüsnüye BOZTUNÇ
Appraiser (400871)

Adem YOL
Appraiser in Charge (400101)