



DEĞERLEME RAPORU

AKFEN GAYRİMENKUL YATIRIM ORTAKLIĞI A.Ş.

NOVOTEL VE IBIS HOTEL

KOCASINAN / KAYSERİ

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REAL ESTATE APPRAISAL REPORT



AKFEN GAYRİMENKUL YATIRIM ORTAKLIĞI A.Ş.

NOVOTEL VE IBIS HOTEL

KOCASINAN / KAYSERİ



ISO9001:2008
FS 509685

Date: 28.02.2011
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R. No:2011REV78-4

SUMMARY CHART



REPORT NO:	2011REV78-4	REPORT DATE:	28.02.2011
		REV. DATE*:	20.04.2011
MAILING ADDRESS:	Pervane Quarter, Kocasinan Street, Beside Sanayi Odası, No:161/ A ve B, Kocasinan / Kayseri		
PREPARED BY:	TSKB Gayrimenkul Değerleme A.Ş.		
REAL ESTATE APPRAISERS:	Hüsnüye Boztunç / Appraiser (400811)	Adem YOL / Appraiser in Charge (400101)	
REQUESTED BY:	Akfen Gayrimenkul Yatırım Ortaklığı A.Ş.		
INTENDED USE OF THE PROPERTY:	4-star Novotel and 3-star Ibis Hotel situated on a 11,035.40 sqm land		
INFORMATION CONTAINED IN TITLE DEED RECORDS	Property, located in city of Kayseri, Kocasinan District, Pervane Quarter, section 349, block no. 2420 and parcel no. 9, registered in the title deed records with the qualification defined as "construction right of the property block no. 2420 and parcel no. 9 registered in volume no. 58 page no.5913, for 49 years".		
ZONING STATUS:	The immovable property is included under the "Tourism Facility Area" legend under "Implementation Zoning Plan" with scale of 1/1000 and approved in 28.11.2008. Block no. 2420, parcel no.9: <ul style="list-style-type: none"> • is included in the "Tourism Facility Area". • E=0.90. • Setback distances are; 30 m for the front garden, 5 m for the side gardens, 10 m for the backyard. 		
FAIR MARKET VALUE OF HOTEL WITH CONSTRUCTION RIGHT AS OF 28.02.2011 (VAT Excluded)	59.205.000.- TL (Fiftyninemilliontwohundredfivethousand.- TL)		
	25.751.000.- EURO (Twentyxixmillionsevenhundredfiftyonethousand.- Euro) (Exchange rate has been taken as EURO1 = TL 2,2132- The value in EURO is given only for information purpose.)		
FAIR MARKET VALUE OF HOTEL WITH CONSTRUCTION RIGHT AS OF 28.02.2011 (VAT Included)	69.862.000.- TL (Sixtyninemillioneighthundredsixtytwothousand.-TL)		
	31.566.000.-EURO (Thirtyonemillionfivehundredsixtyxixthousand.-TL) (Exchange rate has been taken as EURO1 = TL 2,2132- The value in EURO is given only for information purpose.)		
Rental Value (Excluding VAT) dated 28 February 2011 of the Hotel	1.940.000.-TL (Onemillionninehundredfourtythousand.-TL)		
	877.000.-EURO (Eighthundredseventyseventhousand.-EURO) (Exchange rate has been taken as EURO1 = TL 2,2132- The value in EURO is given only for information purpose.)		
Rental Value (Including VAT) dated 28 February 2011 of the Hotel	2.289.000.-TL (Twomillontwohundredeightyninethousand.-TL)		
	1.034.000.-EURO (Onemillionthirtyfourthousand.-EURO) (Exchange rate has been taken as EURO1 = TL 2,2132- The value in EURO is given only for information purpose.)		
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			
The appraiser has previous experience in the subject of the location and type of the property which is being valued			
The Appraiser has personally inspected the property;			
This page is an integral part of the report, is a whole with the detailed information in the report and cannot be used separately;			
This valuation report has not been prepared in accordance with the provisions of the related Capital Markets Regulations.			
*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.			

Hüsnüye 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 February 28, 2011 and number 20011REV78-4 with reference to the request dated February 02, 2011 and made by the firm, titled as Akfen Gayrimenkul Yatırım Ortaklığı A.Ş.

1.2 Report Type

This project valuation report, is the valuation report prepared for the determination of the fair market value of the hotels located in city of Kayseri, Kocasinan District, Pervane Quarter, section 349, block no. 2420 and parcel no.9, registered in the title deed records with the qualification defined as "construction right of the property block no. 2420 and parcel no. 9 registered in volume no. 58 page no.5913, for 49 years", as of the date of 31.12.2010 and in Turkish Liras.

1.3 Persons 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, real estate appraiser, and Adem YOL, 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 February 24, 2010 and finished on February 28, 2010. 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 report was issued to the request dated February 21, 2011 and made by the firm, titled as Akfen Gayrimenkul Yatırım Ortaklığı A.Ş.

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 Customer Requests Extensions and Limitations

This real estate appraisal report has been prepared further to Akfen Gayrimenkul Yatırım Ortaklığı A.Ş request dated 11 November 2010, 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	30.06.2010	31.12.2010
Report No	2009REV427-4	2010REV195-4	2010REV387-4
Report Prepared By:	Doruk YAĞBASAN – Fatih TOSUN – Çoşkun KAMBEROĞLU	Hüsniye BOZTUNÇ – Adem YOL	Hüsniye BOZTUNÇ – Adem YOL
Properet Total Value (TL)	42.367.500 TL	47.050.000 TL	54.445.000 TL

*The value of the property was estimated according to project valuation approach in the report no.2009A38-4 previously prepared. The difference in the values indicated in the other reports arises from the performance improvement after the hotel became operational and from currency difference.

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 NTL 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 as 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

3.1 General Data- Social and Economic Data

3.1.1 Demographic Data

According to the 2007 Census through Address-Based Population Registry System, the population of Turkey was 70,586,256 and the population increased to 71,517,100 on 31 December 2008. 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 2008 among the 81 provinces, the population of 55 populations increased and that of 26 populations decreased. The three provinces with lowest population increase rate are Bilecik (-5.35%), Kütahya (-3.14%) and Isparta (-2.99). Among the 81 provinces, the first three with the highest population increase are Yalova (8.26%), Tekirdağ (5.66%) and Hakkari (4.8%).

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 Bartın with 32.2%.

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 75,675.

Half of the population is younger than 28.5 years old. The median age in Turkey is 28.5. The median age for males is 28 and that for females is 29. The median age of the urban population is 28.4 and that of rural population is 28.6. The population in 15-64 age group accounts for 66.9% of the total population. 26.3% of the country's population is in 0-14 age group and 6.8% is in the 65 and higher group.

The number of people per square kilometer, which is indicated as the density of population is 93 in overall Turkey, while it varies between 12 and 2,444 people among provinces. Istanbul has the highest population density with 2,444 people. It is respectively followed by Kocaeli with 413 people, Izmir with 316 people, Hatay with 242 people and Bursa with 241 people. The province with lowest population density is Tunceli with 12 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 233 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 Gayrimenkul Değerleme A.Ş.

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

3.2 Tourism Sector

Tourism sector is one of the fastest growing sectors worldwide. As the boundaries are abolished, the world started to get smaller and the people have tended to travel longer distances. The main reasons for this are the fact that the share of tourism and vacations in personal income has increased, the rapid improvement in transportation and communication technology and the willingness of people to visit the new places that they have not seen before.

As a result of its complicated structure, tourism includes activities such as accommodation, planning, travel organization and sale that are regarded as typical tourism activities, as well as including such activities as transportation and car rental that are not based on the consumption of only the tourists. Tourism is a sector that forms a significant part of the world's gross income. This dynamic sector that continues with its growth despite the economic stagnation worldwide, also serves as the engine power for other sectors.

Added to its contribution for national income, tourism also plays a significant role in covering up for the deficit of payment balance with its foreign currency gain. Tourism sector has the advantage of being one of the sectors with the most intensive employment and it also continues being an effective means of marketing and advertising for the country.

3.2.1 World Tourism

The weighted point of world tourism is the European Region where our country is also located. The most significant share after Europe belongs to the Eastern and Asian Pacific regions. The greatest share after these two belongs to Southern and Northern America. It can be inferred from this fact that the world tourism is focused on three regions that are economically developed and with high income levels. Likewise, the tourism movements take place among these three regions reciprocally..

France is the country that attracts the highest number of tourists whereas America is the country that raises the highest tourism income. Turkey is 11th in the world in number of tourists and tenth in tourism income.

Turist Number and Turism Income (2008)

No	COUNTRY	MILLION PERSON	BILLION DOLAR
1	France	79.1	43
2	Spain	58.5	51
3	USA	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	Ukrain	17.6	3
14	Malezya	17.5	13
15	Hong Kong	15.8	7
16	Poland	15.7	7
17	Greece	14.3	14
18	Tailand	13.9	7
19	Portugal	11.3	10

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

General Secretary of World Tourism Organization, Francesco Frangiali, who made a statement about international tourism in Madrid in 2007, reports that international tourism grew by 6 percent that year, in comparison to the year before that.

Thus, the statement notes that the total foreign tourist input in world's countries increased by 52 million up to 898 million and it is also expressed that a significant part of the increase in international tourism last year was achieved in Europe.

The number of tourists in Europe increased by 19 million up to 480 million and the input in Europe makes half of the entire international tourism inputs.

Meanwhile, the statement also included some of the increases in some European countries and highlighted that there has been a rise of 18 percent in the number of foreign tourists. It was revealed that Turkey got ahead of Greece, Portugal, Italy and Switzerland in terms of increase rate.

Considering the total tourism income in 2006, USA has the top rank and Spain has the second and France is the third. Turkey has the ninth rank in this list. The report notes that the international tourism income figures in Turkey, Austria and Australia and it is also stressed in the report that minor changes could also affect the ranking. It is also underlined that the position of Germany in this list results from the comfort it offers for the visitors that visit for commercial purposes.

COMPARING TURKEY AND RIVALS

COUNTRY	2009		2019	
	GROWTH RATE	EMPLOYMENT	GROWTH RATE	EMPLOYMENT
TURKEY	+1,3	+1,5	+ 4,1	+ 2,7
SPAIN	- 4,9	- 4,2	+ 1,3	+ 1,0
GREECE	-1,8	- 2,0	+ 3,5	+ 2,6
ITALY	-5,5	- 5,2	+ 2,0	+ 0,8
EGYPT	-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.

3.2.2 Tourism in Turkey

The highest competitive edge of Turkey is in the tourism industry. Tourism is a key industry not just for solving the current account deficit issue, but also for increasing the employment, making Turkey a more livable place, and even promoting the country. Tourism has become the second highest foreign exchange providing sector to Turkey after exports; and it directly influences nearly 40 sectors in 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.

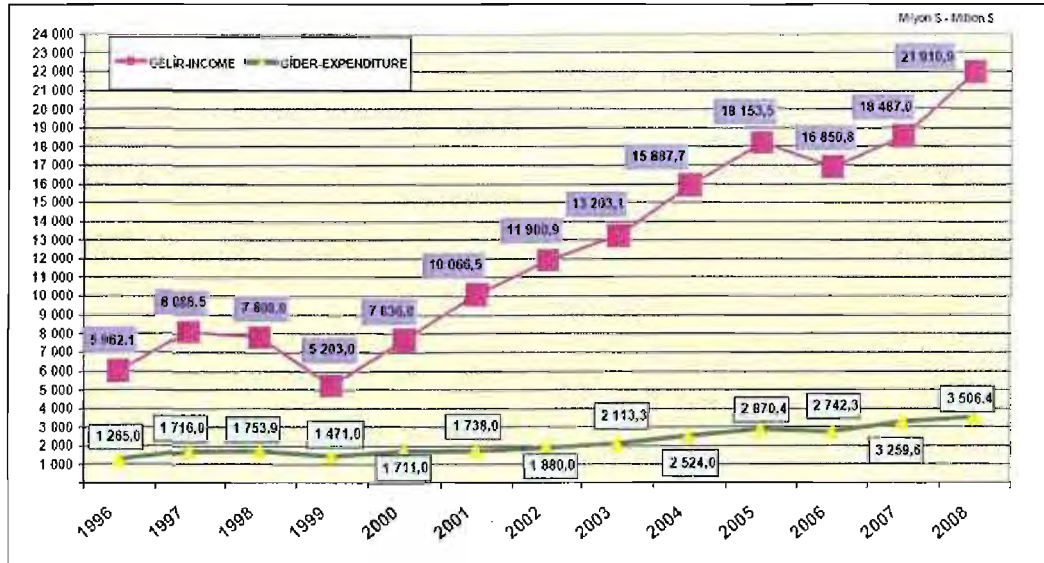
With the impact of the crisis, there has been a decline in the incentive tourism industry investments with a rate of 3% when compared to 2007.

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



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

2008- The Analysis of Jan.-December:

Arrival Tourists To Turkey January-December (2006-2008)												
	Toplam			Değişim Oranı %	Yabancılar			Değişim Oranı %	Vatandaşlar			Değişim Oranı %
	2 006	2 007	2008*		2 006	2 007	2008*		2 006	2 007	2008*	
Airline	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
Land Route	6 359 353	7 040 683	8 168 164	16,01	4 206 198	4 721 569	5 388 308	14,12	2 153 155	2 319 114	2 779 856	19,87
Sea Route	90 354	81 831	85 463	4,44	71 707	66 755	72 320	5,19	18 647	13 076	13 143	0,51
Railway	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
Total	27 987 203	32 195 699	38 030 490	11,91	19 819 833	23 340 911	26 336 677	12,83	8 167 370	8 854 788	9 693 813	9,48
Daily	903 398	1 092 583	1 345 669		903 397	1 092 583	1 342 670		1		2 999	

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

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)**.

Departure Tourists To Turkey January-December (2006-2008)												
	Toplam				Yabancılar				Vatandaşlar			
	2 006	2 007	2008*	Değişim Oranı %	2 006	2 007	2008*	Değişim Oranı %	2 006	2 007	2008*	Değişim Oranı %
Airline	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
Land Route	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
Sea Route	87 331	77 112	80 610	4,54	67 193	63 439	67 171	5,88	20 138	13 673	13 439	-1,71
Railway	1 847 104	2 128 422	2 390 356	12,31	1 448 162	1 747 916	2 017 187	15,41	398 952	380 506	373 169	-1,93
Total	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
Daily	903 398	1 092 583	1 345 669		903 397	1 092 583	1 342 670		1		2 999	

(*): Veriler geçicidir.

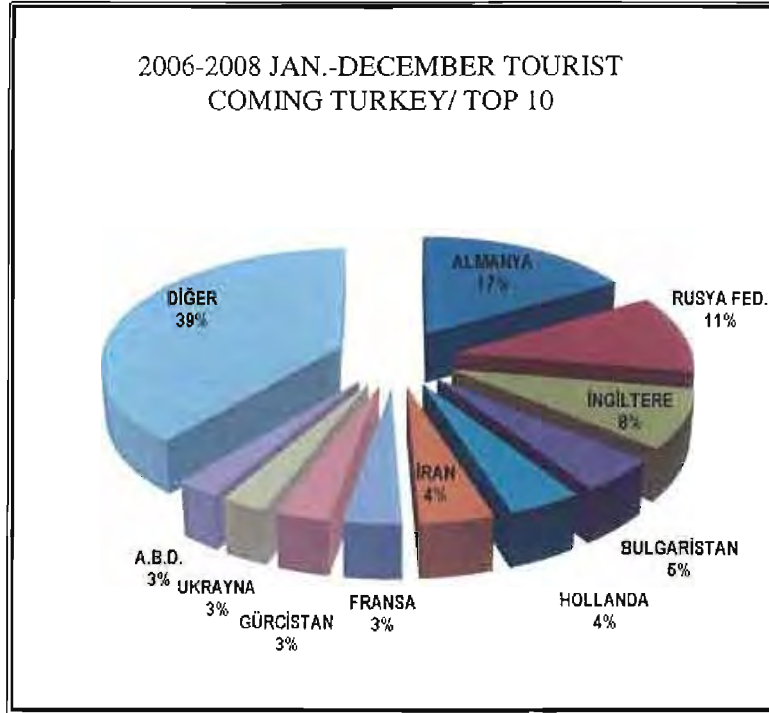
Not: Günübirlikçi ziyaretçiler denizyolu toplamına dahil edilmmiştir.

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

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

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

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.



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

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.

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

Monthly Tourism Income and Expense, 1st Quarter 2009

Months	Tourism income (USD)	Number of Visitors (*)	Average	Tourism expense (USD)	Number of Citizens(**)	Average
			expenditure Per capita (USD)			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.

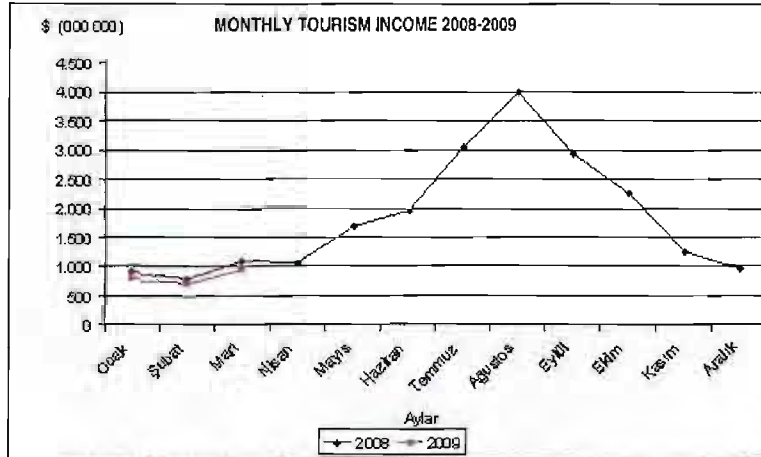
(*) These are the number of Foreigner and Citizen visitors that live abroad.

(**) 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.



* 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	1.100.117	38,49	1.231.207	41,25	1.044.081	40,13
GENERAL TOTAL	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)												
	Toplam			Değişim Oranı %	Yabancılar			Değişim Oranı %	Vatandaşlar			Değişim Oranı %
	2007	2008	2009*		2007	2008	2009*		2007	2008	2009*	
Airline	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
Land 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
Sea Route	13.124	13.668	13.452	-1,58	11.823	12.143	12.339	1,61	1.301	1.525	1.113	-27,02
Railway	146.585	143.371	144.301	0,65	81.779	81.957	86.181	5,15	64.806	61.414	58.120	-5,36
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	1.892.865	0,56
Daily	20.195	27.517	33.774		20.195	27.512	33.772		0	5	2	

Departure Tourists To Turkey January-March (2007-2009)												
	Toplam			Değişim Oranı %	Yabancılar			Değişim Oranı %	Vatandaşlar			Değişim Oranı %
	2007	2008	2009*		2007	2008	2009*		2007	2008	2009*	
Airline	3.007.107	3.497.632	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
Land 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
Sea Route	12.232	12.747	11.858	-6,97	10.980	11.278	10.555	-6,41	1.252	1.469	1.303	-11,30
Railway	180.035	150.950	144.636	-4,18	82.334	83.176	84.987	2,18	77.701	67.774	59.649	-11,99
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
Daily	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 increase **0,56% (1.892.865)**. 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.

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.

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

**Monthly Tourism Income and Expense, 2nd
Quarter 2009**

Months	Tourism income (USD)	Number of Visitors (*)	Average	Tourism expense (USD)	Number of Citizens(**)	Average
			expenditure Per capita (USD)			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

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.

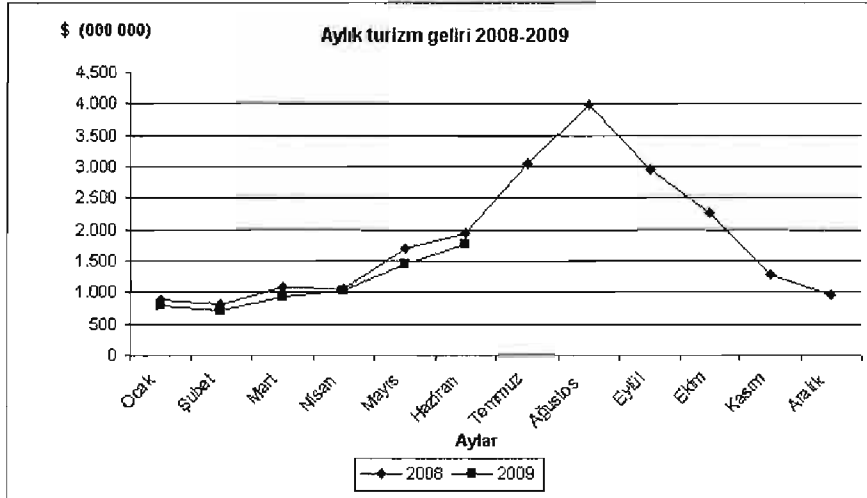
*The Republic of Turkey, Ministry of Culture and Tourism, Turkish Statistical Institution

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.

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.

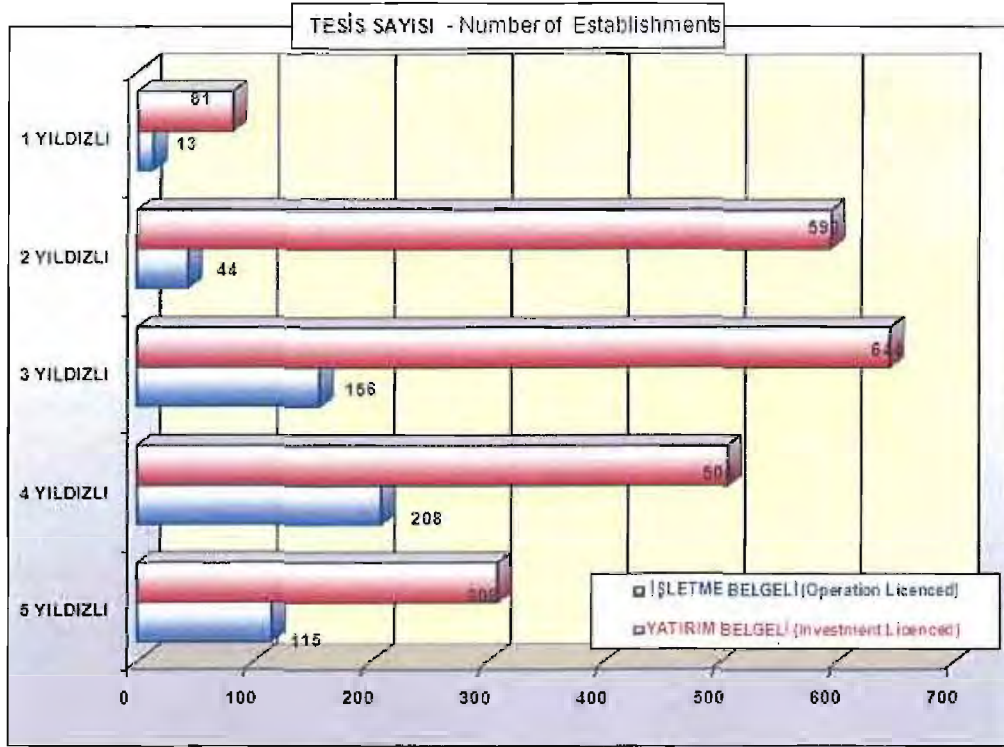


2007-2009(*) TOURIST COMING TURKEY, COMPARING COUNTRIES (MAY)

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
FINLANDIYA	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	1 417	1 418	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	-22,95
AVUSTRALYA	14 918	16 498	16 753	0,65	0,60	0,62	10,59	1,55
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
MEKSIKA	2 249	2 432	2 095	0,10	0,09	0,08	8,14	-13,86
YENİ ZELANDA	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
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
HİRVATİSTAN	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	108 469	115 882	139 377	4,74	4,22	5,13	6,83	20,27
ROMANYA	28 370	30 000	27 621	1,24	1,09	1,02	5,75	-7,93
Diğer Avrupa Ülkeleri	6 934	1 891	1 660	0,30	0,07	0,06	-72,73	-12,22

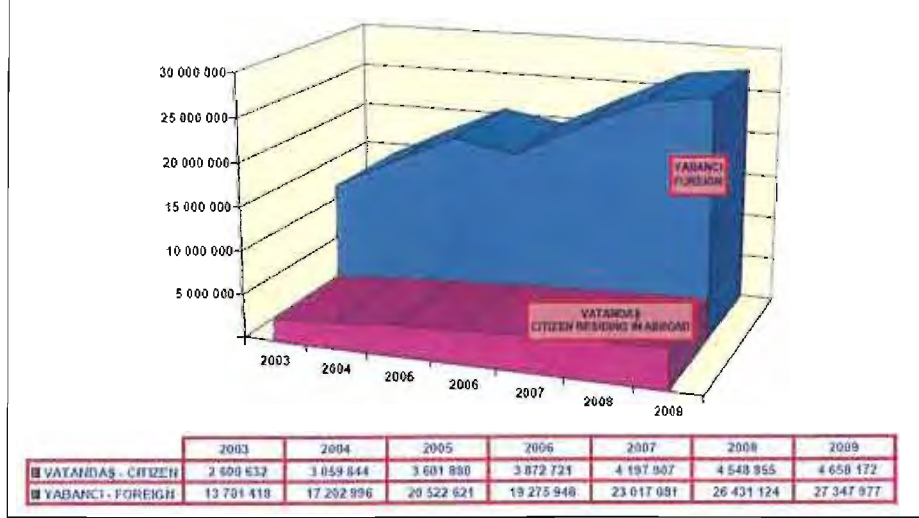
TOPLAM AVRUPA	1 357 435	1 626 910	1 640 517	59,34	59,19	60,34	19,85	0,84
AZERBAJCAN	37 458	40 049	34 169	1,64	1,46	1,26	6,92	-14,68
B.RUSYA (BELARUS)	14 590	21 683	20 710	0,64	0,79	0,76	48,62	-4,49
ERMENİSTAN	3 926	4 425	4 360	0,17	0,16	0,16	12,71	-1,47
GÜRCİSTAN	67 209	71 033	126 840	2,94	2,58	4,67	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	283 026	385 999	340 373	12,37	14,04	12,52	36,38	-11,82
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	519 766	668 815	661 058	22,72	24,33	24,31	28,68	-1,16
(*) Veriler Geçicidir.								

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



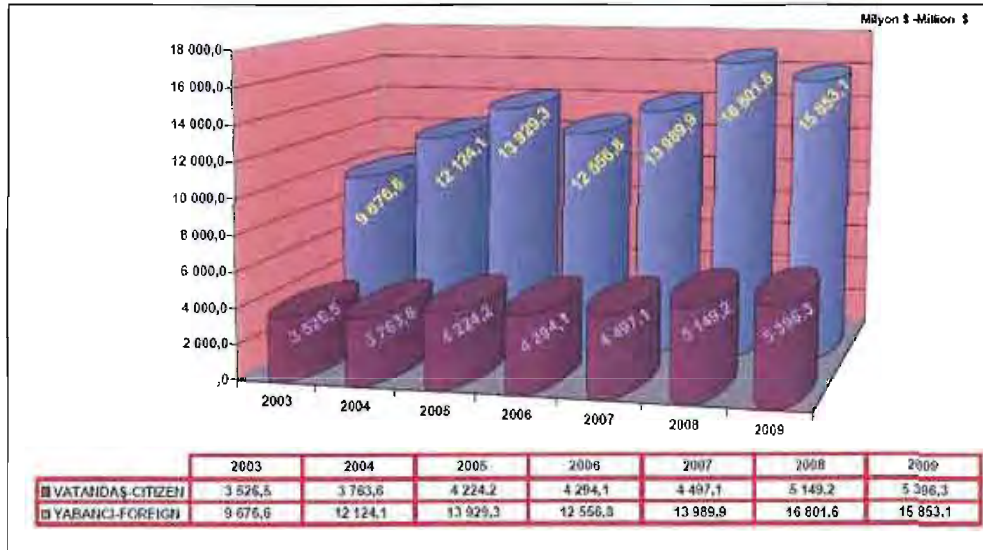
* The Republic of Turkey, Ministry of Culture and Tourism, Turkish Statistical Institution

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



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

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



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

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 and 16,9 % nationals and with 62,6% in total.

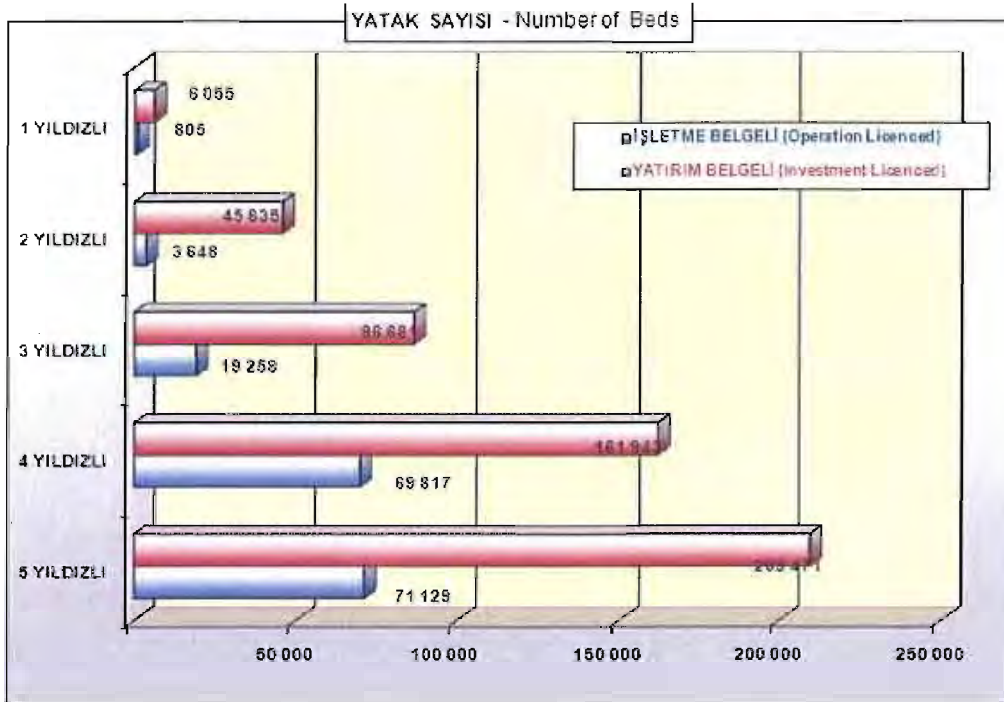
The type of facilities with the longest duration of accommodation for foreigners are the holiday resorts with 6 nights. This is followed by tourism complexes with 5,9, and hostels with 5,3 nights. The type of facility with the longest duration of accommodation for nationals is holiday resorts and tourism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



Number of Beds of Tourism Licenses Formations -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.

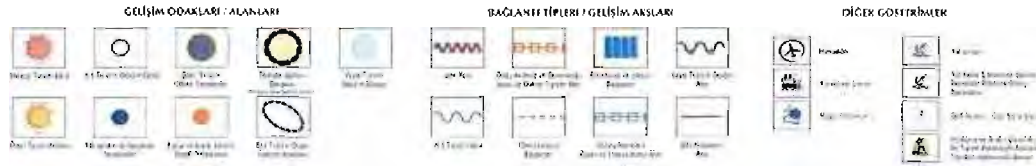
The tourism expenditure consists of the expenses of our citizens living in Turkey and visiting other countries. It has increased by 19% in comparison to the same period in 2009 with a total of 1.305.900.206 \$. 1.239.589.768 \$ of this is from personal tours and 66.310.438 is from group tours. The average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

Aylar	Turizm geliri (\$)	Çıkış Yapan Ziyaretçi Sayısı	Kişi başı ortalama harcama (\$)	Turizm gideri (\$)	Yurtiçi İkametli 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



GÖSTERİM (şematiktir)



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.

3.2.3 Tourism in Kayseri

There aren't many high-quality and branded accommodation facilities in the city center of Kayseri. Even though the Hilton Hotel located in the city center is capable of provide luxury services and has qualities that can target the businessmen coming to Kayseri for business trips and various other visitors, it is informed that the services it provides are not at the level of a 5-star hotel. The other hotels located in the city center are not 5-star hotels and they cannot meet the needs both due to their location and due to the conditions they have. In such an environment, hotel investment with a prestigious brand quality would be a rationalistic investment.

Hotels situated in Kayseri can be examined in two categories based on their location and operation purposes. These are the accommodation facilities in the city center and accommodation facilities in Erciyes Ski Center. The facilities located in Erciyes are arranged to provide service for winter tourism and they cannot respond to the accommodation needs of the people who come to the city center for business.

3.2.4 Market Research

General Information about Some Hotels in City of Kayseri



HILTON HOTEL KAYSERİ (*****)
Location: Kocasinan, KAYSERİ
Project Owner: Almer Turizm Ticaret ve Sanayi A.Ş.
Collaboration: N/A
Architectural Design: Prof. Dr. Ahmet Vefik Alp
Investment Value: 35,000,000 USD
Start of the Construction: 1997
Completion Date: 2002
Opening Date: November 2002
Size of the Land: N/A
Total Construction Area: N/A
Total Number of Rooms: 212
Bed Capacity: 300
Room Sizes: N/A
Suit Sizes: N/A
Number and Capacity of Meeting Rooms: 6 meeting rooms. The capacities are min. 40 – max. 900
Capacity of the Car Parking Area: Indoor and outdoor car parking areas are available.
General Features of the Hotel: A fully-equipped Business Center, 6 meeting rooms for all kinds of meetings, ball room for 900 people that can also be divided into two and 350-person capacity multi-purpose meeting and activity room, Kervansaray Restaurant, Kale Roof Bar & Restaurant, Lobby Lounge, indoor swimming pool, fitness center, sauna, steam and massage rooms and Wi-Fi in the meeting rooms
General Features of the Rooms: Total number of the rooms is 212, including 10 suits rooms and 202 standard rooms, with a 312 beds in total. Direct phone, voice mail and fax, mini-bar, cash box, internet connection, television, kettle, charged TV, satellite TV, digiturk, central air conditioning system, split air conditioners, shower, bath tube-bath, WC, hair drier, in the executive rooms Jacuzzi, telephone in the bathroom.
Room Price: Single Room €115 + VAT – Breakfast included price: €130 + VAT Double Room €138 + VAT – Breakfast included price: €153 + VAT (Accommodation prices for contracted companies are determined considering the annual stay rate.)



CITYONE HOTEL (*****)
Location: Kocasinan, KAYSERİ
Project Owner: N/A
Collaboration: N/A
Architectural Design: Yüksek Mimar Dr. Ülkü Kulaç
Investment Value: 20,000,000 USD (land price excluded)
Start of the Construction: 20 April 2005
Completion Date: N/A
Opening Date: 2007
Size of the Land: 2,000 sqm
Total Construction Area: 15,000 sqm
Total Number of Rooms: 100
Bed Capacity: N/A
Room Sizes: N/A
Suit Sizes: N/A
Number and Capacity of Meeting Rooms: 2 meeting rooms. The capacities are min. 150 – max. 450
Capacity of the Car Parking Area: Open-air car parking area is available.
General Features of the Hotel: 3 wedding-ceremony halls, 4 conference rooms, bar, à la cart restaurant or a hall for 400 people for meetings in breakfast, Turkish bath, Finnish bath, VIP rooms, SPA center, health club, wet sauna, dry sauna, Olympic swimming pool, massage rooms, beauty center, hairdresser for men and women, sales units, fitness hall, jet showers, special step hall, solarium room, cellulite center, Jacuzzi pool.
General Features of the Rooms: In the rooms 24 hour room service, independently controllable air conditioner, radio alarm clock, non-smokers' room, iron and ironing table, internet connection plug, wireless internet access, mini-bar, smoke detector, telephone, cash box, TV, hair drier are available.
Room Price: Price without Reservation Single Room €58 (VAT and Breakfast included) Double Room €77 (VAT and Breakfast included) Contracted Prices Single Room €48 (VAT and Breakfast included) Double Room €72 (VAT and Breakfast included)



GRAND ERAS HOTEL KAYSERİ (****)
Location: Melikgazi, KAYSERİ
Project Owner: Eras İnşaat Turizm Sanayi Ticaret A.Ş.
Collaboration: Eras Holding A.Ş.
Architectural Design: Eras İnşaat Turizm Sanayi Ticaret A.Ş.
Investment Value: N/A
Start of the Construction: N/A
Completion Date: 1998
Opening Date: 1998
Size of the Land: N/A
Total Construction Area: N/A
Total Number of Rooms: 100
Bed Capacity: 210
Room Sizes: N/A
Suit Sizes: N/A
Number and Capacity of Meeting Rooms: 3 meeting rooms. The capacities are min. 50 – max. 400
Capacity of the Car Parking Area: Indoor and outdoor car parking areas are available.
General Features of the Hotel: Meeting rooms, business center, wireless internet, printer, fax, currency exchange, room service, laundry, dry cleaning, sauna, fitness, hairdresser, baby room, luggage room, valet parking.
General Features of the Rooms: In all rooms air conditioner, LCD TV with satellite, direct phone line, 24 hour room service, 24 hour hot water, Jacuzzi in suit rooms, coffee and tea service.
Room Price: Price without Reservation - Contracted Prices Single Room €41 (VAT and Breakfast included) Double Room €62 (VAT and Breakfast included)



ALTINSARAY HOTEL (****)
Location: Kocasinan, KAYSERİ
Project Owner: N/A
Collaboration: N/A

Architectural Design: N/A
Investment Value: N/A
Start of the Construction: N/A
Completion Date: N/A
Opening Date: 2007
Size of the Land: N/A
Total Construction Area: N/A
Total Number of Rooms: 144 rooms in total, including 66 standard, 6 triple, 36 double, 6 family, 18 twin rooms
Bed Capacity: N/A
Room Sizes: N/A
Suit Sizes: N/A
Number and Capacity of Meeting Rooms 2 meeting rooms. Max. capacity 120.
Capacity of the Car Parking Area: Open-air car parking area is available.
General Features of the Hotel: Breakfast hall, restaurant for 250 people and roof bar.
General Features of the Rooms: Central heating and cooling systems, telephone, internet connection, LCD screen TV (with satellite), minibar, kettle, cash box and special bathroom (wc, shower-bathtub, hairdryer)
Room Price: Price without Reservation
Single Room €48 (VAT and Breakfast included)
Double Room €72 (VAT and Breakfast included)
Contracted Prices
Single Room €40 (VAT and Breakfast included)
Double Room €58 (VAT and Breakfast included)



SELÇUK HOTEL KAYSERİ (****)
Location: Melikgazi, KAYSERİ
Project Owner: N/A
Collaboration: N/A
Architectural Design: N/A
Investment Value: N/A
Start of the Construction: N/A
Completion Date: N/A
Opening Date: N/A
Size of the Land: N/A
Total Construction Area: N/A
Total Number of Rooms: 70 rooms in total including 3 business suits, 4 family suits, 63 standard rooms.
Bed Capacity: 151
Room Sizes: N/A
Suit Sizes: N/A
Number and Capacity of Meeting Rooms 1 meeting rooms with 120 people capacity
Capacity of the Car Parking Area: Open-air car parking are (for 70 vehicles)

General Features of the Hotel: Indoor pool with Jacuzzi system, sauna, gym, Finnish bath

General Features of the Rooms: Electronic door locking system, cash box with combination lock, central voice broadcast, hair dryer, direct phone line, mini bar, heating-cooling air conditioning system, plasma TV, free of charge internet access in all areas.

Room Price: Price without Reservation

Single Room €44 (VAT and Breakfast included)

Double Room €67 (VAT and Breakfast included)



Adı: HOTEL ALMER KAYSERİ (***)

Location: Kocasinan, KAYSERİ

Project Owner: Almer Turizm Ticaret San. A.Ş.

Collaboration: Almer Turizm Ticaret San. A.Ş.

Architectural Design: Almer Turizm Ticaret San. A.Ş.

Investment Value: N/A

Start of the Construction: 1990

Completion Date: 1992

Opening Date: 1992

Size of the Land: 2,000 sqm

Total Construction Area: ~3,150 sqm

Total Number of Rooms: 75

Bed Capacity: avg. 150

Room Sizes: 25 – 35 sqm

Suit Sizes: 45 – 50 sqm

Number and Capacity of Meeting Rooms 1 meeting rooms. 45 people capacity

Capacity of the Car Parking Area: No car parking area

General Features of the Hotel: 75 rooms, including 7 junior suits, restaurant for 80 people, meeting room for 45 people, computer, fax, printer, laundry, 24 hour room service

General Features of the Rooms: Central air conditioning system, bathroom, WC, Cable TV, direct phone line, hair dryer, minibar, wireless internet.

Room Price: Price without Reservation

Single Room €34 (VAT and Breakfast included)

Double Room €54 (VAT and Breakfast included)

Contracted Prices

15% discount over the prices without reservation.

Single Room €30 (VAT and Breakfast included)

Double Room €46 (VAT and Breakfast included)



Adı: ÇAPAR OTEL KAYSERİ (***)
Location: Kocasinan, KAYSERİ
Project Owner: ÇAPAR Turizm Ticaret Ltd.Şti
Collaboration: ÇAPAR Turizm Ticaret Ltd.Şti
Architectural Design: ÇAPAR Turizm Ticaret Ltd.Şti
Investment Value: N/A
Start of the Construction: 1989 (renovation)
Completion Date: 1990
Opening Date: 1990
Size of the Land: 200 sqm
Total Construction Area: ~1,150 sqm
Total Number of Rooms: 44
Bed Capacity: 92
Room Sizes: 10 – 12 sqm
Suit Sizes: 18 sqm
Number and Capacity of Meeting Rooms: 2 meeting rooms. The capacities are min. 35 – max. 70
Capacity of the Car Parking Area: Open-air car parking lot behind the hotel and operated by the municipality can be used by the customers of the hotel and the price is paid by the hotel.
General Features of the Hotel: Restaurant, Roof Bar, 24 hour room service
General Features of the Rooms: Digital phone, TV, air conditioner, minibar.
Room Price: Price without Reservation Single Room €31 (VAT and Breakfast included) Double Room €52 (VAT and Breakfast included) Contracted Prices 20% discount over the prices without reservation. Single Room €25 (VAT and Breakfast included) Double Room €42 (VAT and Breakfast included)



Adı: LIFOS HOTEL (***)
Location: Kocasinan, KAYSERİ
Project Owner: N/A
Collaboration: N/A

Architectural Design: N/A
Investment Value: N/A
Start of the Construction: N/A
Completion Date: N/A
Opening Date: 13.10.2008
Size of the Land: N/A
Total Construction Area: N/A
Total Number of Rooms: 42
Bed Capacity: 70
Room Sizes: N/A
Suit Sizes: N/A
Number and Capacity of Meeting Rooms: 1 meeting rooms with 50 people capacity
Capacity of the Car Parking Area: Open-air car parking are (for 70 vehicles)
General Features of the Hotel: Split air conditioner, central heating, TV corner, game arcade, internet connection, iron, dry cleaning, cash at the reception, 24 hour room service, generator, free car parking, pets are accepted.
General Features of the Rooms: Direct phone line, music broadcast, minibar, cash box, computer, internet connection, football TV, satellite TV, digiturk, split air conditioner, shower, wc, hair dryer.
Room Price: Price without Reservation Single Room €34 (VAT and Breakfast included) Double Room €58 (VAT and Breakfast included)

HOTEL	LOCATION	TYPE	ROOMS	ROOMS	
				TYPE	PRICE
HILTON HOTEL	Kocasinan / Kayseri	5 Stars	212	Single	115 € + VAT
				Double	138 € + VAT
CITY ONE HOTEL	Kocasinan / Kayseri	5 Stars	100	Single	48 € + VAT
				Double	63 € + VAT
GRAND ERAS HOTEL	Melikgazi / Kayseri	4 Stars	100	Single	32 € + VAT
				Double	47 € + VAT
ALTINSARAY HOTEL	Kocasinan / Kayseri	4 Stars	144	Single	40 € + VAT
				Double	60 € + VAT
SELCUK HOTEL	Melikgazi / Kayseri	4 Stars	70	Single	36 € + VAT
				Double	55 € + VAT
ALMER HOTEL	Kocasinan / Kayseri	3 Stars	75	Single	28 € + VAT
				Double	44 € + VAT
CAPARI HOTEL	Kocasinan / Kayseri	3 Stars	44	Single	25 € + VAT
				Double	44 € + VAT
LIFOS HOTEL	Kocasinan / Kayseri	3 Stars	42	Single	28 € + VAT
				Double	48 € + VAT

3.3 Specific Data - Analysis of the Region where the Property is Located

3.3.1 City of Kayseri

The city of Kayseri has a 16.917 km² surface area and constitutes 2.2% of the surface area of entire country. The elevation level of the city center from the sea level is 1,504 m.

The city is surrounded by Çayıralan and Boğazlıyan Districts of Yozgat on the Northwest and North; Gemerek, Şarkışla, Kangal and Gürün Districts of Sivas on the Northeast and North; Afşin and Göksun Districts of Kahramanmaraş on the east; Tufanbeyli, Saimbeyli Feke and Karaisalı Districts of Adana on the South; Center and Çamardı Districts of Niğde on the Southwest; and Derinkuyu, Ürgüp and Avanos Districts of Nevşehir on the West. The city is delimited by extension of Mid-Taurus Mountains on the South and East; by a vast lava plateau on the North and West.

The population of Kayseri is 1,184,386 according to the data of address-based population registration system of 2010. 1,027,279 of this population live in the cities and 182,937 live the villages.

The city has 16 districts. The city center has the metropolitan status and the boundaries of the Kayseri Metropolitan Municipality were re-arranged by the Metropolitan Municipalities Law no. 5216 which became effective on 23 July 2004. Kayseri Metropolitan Municipality, formerly constituted by 2 metropolis districts, is composed of 5 districts (Kocasinan, Melikgazi, Hacılar, İncesu ve Talas) and 19 smaller municipalities, by the new law.

The districts are; Kayseri (center), Akkışla, Bünyan, Develi, Felahiye, Hacılar, İncesu, Kocasinan, Melikgazi, Özvatan, Pınarbaşı, Sarıoğlan, Sarız, Talas, Tomarza, Yahyalı, Yeşilhisar.

The city of Kayseri is one of the most developed cities in terms of industry in addition to its convenient transportation, energy opportunities and rich underground sources. The number of large-scale businesses increased in 1980s. Especially the incentive system implemented after 1985 increased the investments in the city and a large number of large-scale businesses were established. Establishment of organized industrial zone, completion of infrastructure and granting of 2nds degree development priority status to the region under the scope of the incentive system resulted in a boom in the number of the large-scaled businesses in Kayseri.

The Organized Industrial Zones in the city are; 1.Organized Industrial Zone, Kayseri-İncesu Organized Industrial Zone, Mimarsinan Organized Industrial Zone, Kayseri Free Zone, Pınarbaşı Organized Industrial Zone, Develi Organized Industrial Zone, Başakpınar Organized Industrial Zone and Hacılar Special Organized Industrial Zone.

Major industrial products produced in Kayseri are; Textile, Clothing, Knitwear and Food Products, Sugar, Metal Stuff, Wooden Furniture, Metal Furniture, Products of soil, Cleaning Materials, Electronic devices, Agriculture tools, Automotive Products.

Kayseri is located on Central Anatolia around upper Kızılırmak River. The main topographic features of the city are characterized by chain mountains lying from Northeast to Southwest and the plateaus and plains between these mountains. On the South of the city center Erciyes Mountain (3,916 m), the highest point of Central Anatolia Region, arises. In the majority of the city steppe climate features are dominant. Here, summers are hot and arid, while winters are cold and snowy.

Agriculture in the city generally depends on cereals and animal breeding. In addition to feed and industrial plants, fruit and vegetable agriculture is also done. In terms of animal breeding, mainly cattle, sheep and goats and poultry are produced. 670,584 hectares of land is arable, in the city. Agricultural facilities that produce vegetation are generally medium and small-scale family businesses. There are 61,042 enterprises in total that produce vegetation. Pastrami (preserve of dried meat) and soujouk (Turkish style fermented sausage) production is considerably high in the city. In 2005, 2104 tons of pastrami and soujouk were produces.

There are 158 agriculture cooperatives in operation in the entire city. 98,722 villagers are members of these cooperatives. 97% of these cooperatives are Agricultural Development, 59% is Irrigation, 1% is Beet Producers and 1% is Water Products Cooperative.

As touristic places the following examples can be given; Erciyes Mountain, Kapuzbası Waterfalls Group, Derebağ Waterfall, Yerköprüler and Yeşilköy Waterfall, Sultan Sazhır (Bird Sanctuary), Hacer Forests and Yedigöller, Sarımsaklı Dam.

3.3.2 Kocasinan District



Kocasinan District is the greatest district of Kayseri both in terms of population and in terms of surface area. The district was separated from the city center and became a district by the law dated 07.12.1988 and numbered 3508.

Kocasinan District was constructed by the virtual division of the city of Kayseri in 1989 within its rich historical structure. The borders of Kocasinan District are roughly specified by the Government highway coming from Sivas, passing through the city as Sivas street, followed by Düvenönü and Osman Kavuncu Streets and connected to the Ankara Arterial Highway and Boğazköprü.

Kocasinan District is located in Central Anatolia Region, around the middle part of Kızılırmak River. The Municipal borders enclose an area of 9,025 ha. Within the limits of Kocasinan, there are many flat areas at the same height with the mountains. The district center has been established on a plain with an altitude of 1,055 m.

The prominent climate in Kocasinan District is steppe. Summers are hot and arid, while winters are cold and rainy. Average annual temperature is 10.6 C°. Temperature difference between day and night is quite high. The greatest amount of precipitation occurs during autumn and spring. Monthly average rainfall in the district is around 23.4 mm.

In parallel with the economy of the country, the economy of the district is developing day by day. The district has shown a great progress in terms of industrialization and the incomes are obtained from the goods and services provided to the neighboring cities and in the recent times from export. It is required to consider the income of the district together with the income of Kayseri central district.

In the villages, where irrigated farming is possible, mostly beet is cultivated. In regard to animal breeding, since artificial seeding cannot be done successfully, there are still some cattle which are named as domestic race and in the quarters out of the district center modern poultry farms are established.

The district is composed of 9 towns including the district centre, Amarat, Ebiç, Erkilet, Güneşli, Himmetdede, Kuşçu, Mahzemin and Yemliha Municipalities. There are also 41 villages and 3 townships connected to the district. In addition within the Kocasinan Municipality boundaries there are 51 quarters, while Amarat has 2 quarters, Ebiç has 2 quarters, Erkilet has 8 quarters, Güneşli has 3 quarters, Himmetdede has 3 quarters, Kuşçu has 1 quarter, Mahzemin has 2 quarters and Yemliha has 4 quarters.

The population of the district is 366,666 according to the address-based population registration system in 2010. 352,096 people live in the center of the district, while 14,580 people live in town municipalities and villages.

SECTION 4

TITLE DEED AND ZONING INFORMATION OF THE REAL ESTATE

4.1 Title Deed Information of the Real Estate

City	: Kayseri
District	: Kocasinan
Quarter	: Pervane
Village	: -
Road	: -
Locality	: -
Surface Area	: 11.035,40 m ²
Section No.	: 349
Block No.	: 2420
Parcel No.	: 9
*Qualification	: Reinforced concrete hotel and land
*Owner	: Akfen Gayrimenkul Yatırım Ortaklığı A.Ş.
Share	: Tam

* The information on the main property can be found in volume 56, page 5913 and the qualification of the property is "Land" and the owner is "Kayseri Chamber of Industry".

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.

According to the examinations conducted in the Title Deeds Registry office of administrative district of Kocasinan, province of Kayseri at 29 December 2010 and the letter of encumbrances taken by the customer the encumbrances on the immovable property have been listed below.

Annotations (Registered for Pervane Quarter, Volume 56, Page 5919):

- There is a rental contract in favor of TAMARİS Turizm A.Ş. dated 26.09.2008 and numbered 25040 for a price of 20,000,740.60 YTL (Based on the contract approved by İstanbul 6. Notary Office on 24.09.2008 with number 11039, there is a rent annotation put for 12 years.) (Starting Date: 25.09.2008, Term: 12 years)
- (The term of the Rent annotation increased from 12 years to 25 years by addition of 13 years more on the existing term of rent annotation dated 26.09.2008 and roll. no. 25040.) The rent annotation has been renewed. (Term: 13 years, Price 23,111,332.60 YTL) (dated 10.10.2008 and roll no 25726)

Pledges (Registered for Pervane Quarter, Volume 56, Page 5919):

- There is mortgage in favor of Türkiye İş Bankası A.Ş., Türkiye Sınai Kalkınma Bankası A.Ş, worth € 150.000.000,00, of the 1st degree, until cancellation is declared, with annual interest rate of 3,75%, at Zeytinburnu 1st Region (Closed) TM facility, dated 14.10.2008 and with journal no 12982.

Kocasinan TM – Pervane District, section 2420, parcel 9, DHM (Date of commencement: 20/08/2008, Term: 49 years) Debt: € 150.000.000,00 (dated 16.10.2008, with journal no 26140)

Zeytinburnu TM – Zeytinburnu District, section 774, parcel 55 (Date of Commencement: --, Term: without limit) Debt: € 150.000.000,00 (dated 14.10.2008, with journal no 12982)

Şehitkamil TM – District. section 5020, parcel 2, DHM (Date of Commencement: 17/07/2007, Duration: 30 years) Debt: € 150.000.000,00 (dated 16.10.2008, with journal no 35591).

TASINMAZ BİLGİLERİ			
Zemin Tipi	Çukurluklu Mülkiyet	Ada/Parcel	1/2500
Zemin No	2151165	Yatırım	1/1035,00 m ²
B.İ.İ.İ.	KAYITLI KOCASINAN	Ada Yüzölçümü	1/1950000-16-100/001 (1/1035,00 m ²) (1/1950000-16-100/001)
Konum Adı	Zeytinli Mah.		
Makûle/Kayıt Adı	PERVANE MAH.		
Şehirci			
Ulaştırma No	10/1000		
Kayıt Durumu	Aktif		

MÜHÜRLEME BİLGİLERİ						
Sıra No	Makûle	Kirli No	Alan Yüzölçümü	Miktar	Eklenme Tarihi - Etkin - Yok	Çıkış Tarihi - Etkin - Yok
1	AKFEN GAYRİMENKUL YATIRIM ORTAKLIĞI A.Ş.	17645	11.000,00		17.08.2007	17.08.2007
2	AKFEN GAYRİMENKUL YATIRIM ORTAKLIĞI A.Ş.	17645	11.000,00		17.08.2007	17.08.2007
3	AKFEN GAYRİMENKUL YATIRIM ORTAKLIĞI A.Ş.	17645	11.000,00		17.08.2007	17.08.2007

REHİN									
Sıra No	Akredite	Borç	Para	Değer	Sıra	Tarih	Etkin - Yok	Şerh	KDF Halkı
1	AKFEN GAYRİMENKUL YATIRIM ORTAKLIĞI A.Ş.	150.000.000,00	9.000.000,00	100.000,00	1	14.10.2008	Etkin	AKFEN GAYRİMENKUL YATIRIM ORTAKLIĞI A.Ş.	Yok
2	AKFEN GAYRİMENKUL YATIRIM ORTAKLIĞI A.Ş.	150.000.000,00	9.000.000,00	100.000,00	2	14.10.2008	Etkin	AKFEN GAYRİMENKUL YATIRIM ORTAKLIĞI A.Ş.	Yok
3	AKFEN GAYRİMENKUL YATIRIM ORTAKLIĞI A.Ş.	150.000.000,00	9.000.000,00	100.000,00	3	14.10.2008	Etkin	AKFEN GAYRİMENKUL YATIRIM ORTAKLIĞI A.Ş.	Yok

REHİN MÜHÜRLEME BİLGİLERİ									
Sıra No	Akredite	Borç	Para	Değer	Sıra	Tarih	Etkin - Yok	Şerh	KDF Halkı
1	AKFEN GAYRİMENKUL YATIRIM ORTAKLIĞI A.Ş.	150.000.000,00	9.000.000,00	100.000,00	1	14.10.2008	Etkin	AKFEN GAYRİMENKUL YATIRIM ORTAKLIĞI A.Ş.	Yok
2	AKFEN GAYRİMENKUL YATIRIM ORTAKLIĞI A.Ş.	150.000.000,00	9.000.000,00	100.000,00	2	14.10.2008	Etkin	AKFEN GAYRİMENKUL YATIRIM ORTAKLIĞI A.Ş.	Yok
3	AKFEN GAYRİMENKUL YATIRIM ORTAKLIĞI A.Ş.	150.000.000,00	9.000.000,00	100.000,00	3	14.10.2008	Etkin	AKFEN GAYRİMENKUL YATIRIM ORTAKLIĞI A.Ş.	Yok

M. Kayit Şirket adıyla yazılmıştır.
KOCASINAN KAYMAKAMLIĞI İnce Tapu Müdürlüğü
D. 11/8/08

4.2.1 Purchase and Sales Transactions about the Property in Question within the Last Three Years, if any

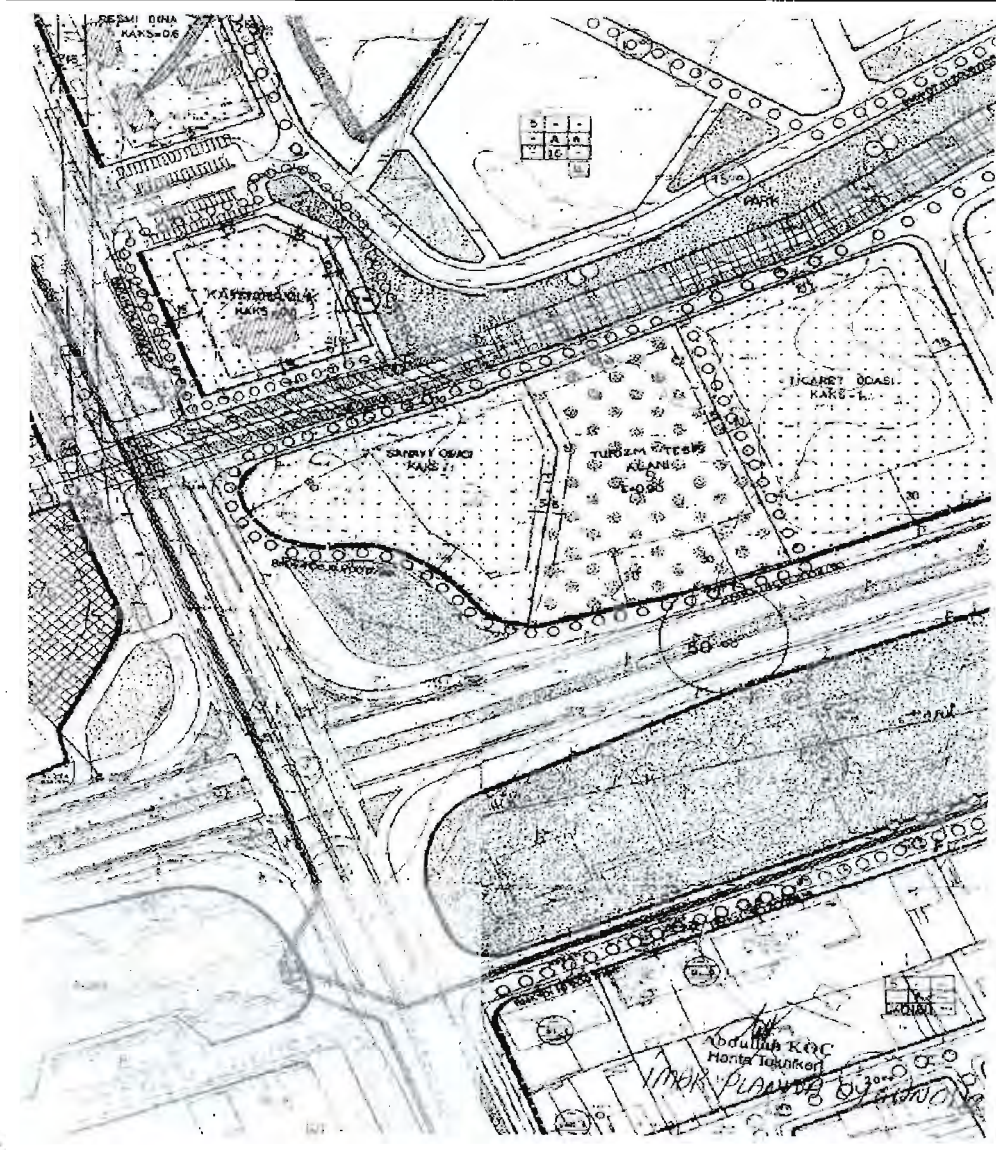
According to the encumbrance certificated dated 24.02.2011, taken from Kayseri Kocasinan District Title Deed Registration Directorate and presented in the attachment; no sales or purchase transactions have taken place in regard to the property within the last three years. However, construction right has been established on the property in favor of Akfen Gayrimenkul Yatırım Ortaklığı A.Ş. on 17.08.2007 and with roll no. 17645. The established construction right is registered in Pervane Quarter, Volume 56, page no.5919 and in favor of Akfen Gayrimenkul Yatırım Ortaklığı; a 150,000,000 EURO mortgage is registered which is undertaken by Akfen Gayrimenkul Yatırım Ortaklığı on 14.10.2008 and with roll. no.12982 and a 25-year rental contract is registered in favor of TAMARİS Turizm A.Ş. on 26.09.2008, with roll no. 25040 and on 10.10.2008, with roll no. 25726.

The written encumbrance certificate belonging to the property attached to this report. In addition to the encumbrances of the same property dated 24.06.2008, 21.01.2010 and 24.02.2011 are also given in the attachment of the report.

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.

The information obtained as a result of the investigations carried out in Kayseri Kocasinan Municipality Zoning Directorate is as follows;



✓ **Zoning Status:**

The immovable property is included under the "Tourism Facility Area" legend under "Implementation Zoning Plan" with scale of 1/1000 and approved in 28.11.2008. Block no. 2420, parcel no.9:

- is included in the "Tourism Facility Area".
- E=0.90.
- Setback distances are; 30 m for the front garden, 5 m for the side gardens, 10 m for the backyard.

✓ **Licenses and Permissions:**

- There exists an "Occupancy Permit" dated 27.03.2009 and numbered 1/37, issued for a total of 11,064 sqm usage area that includes a 9,628 sqm closed space to be used as "Hotel and similar Guest House",

a 1,238 sqm area to be used as "Shared Space (Shelter in Building)" and a 198 sqm area to be used as "Water Tank".*

- There exists a "Building License" dated 06.03.2008 and numbered 1/28, issued for a total of 11,064 sqm usage area that includes a 9,628 sqm closed space to be used as "Hotel and similar Guest House", a 1,238 sqm area to be used as "Shared Space (Shelter in Building)" and a 198 sqm area to be used as "Water Tank".*
- There is an architectural project approved on 11.02.2008 belonging to the property in question.

***In the site investigations carried out for the property in question, it is observed that there is no difference between its existing situation and legal situation. The existing building is in conformity with the "Occupancy Permit" dated 27.03.2009 and numbered 1/37.**

- **Building Supervision:**
- The immovable properties under appraisal are not subject to the Building Inspection Law dated 29 June 2001.

4.3.1 Information on Amendments About the Legal Status of the Property in Question within the Last Three Years, if any (Amendments on Zoning Plan, nationalization, etc.)

- The title deed registration of the property in question is in volume 56 and page 5913, and the 49-year construction right is registered in page 5919 on 17.08.2007, with roll no.17645.
- The authorization indicated in the declarations sections of the property in question and granted by "Zeytinburnu 1. Zone Title Deed Registration Directorate, on 10.10.2008, with roll no. 5922" is canceled on 16.10.2008 with roll no. 26140.
- A Land Use Plan with 1/5000 scale was prepared for the zone that includes the parcel on which the property in question is situated, by the Decree of Metropolitan Municipality Council dated 11.12.2006 and numbered 574. However, this plan was canceled by the decree of Kayseri 2. Administrative Court dated 11.03.2008, docket no 2007/114 and decree no. 2008/152. Considering the court decision, the property section no. 349, block no. 2420, parcel no., planned as "Governmental Institution Area" is re-planned as "Tourism Facility Area" with 0.90 equivalent. The property in question is included in the "Tourism Facility Area" under Implementation Zoning Plan with scale of 1/1,000 and approved in 28.11.2008.

4.4 Remarks about Property, Project of the Property and Rights and Benefits Related to the Property, within the Scope of Capital Market Legislation

It is believed that it is possible to include the hotel, which has a construction right on the land in question, in the Real Estate Investment Company portfolio in accordance with provisions of Capital Market Legislation and there is no inconvenience in including the property in question in the portfolio of the Real Estate Investment Company arising from the common mortgage indicated in the existing title deed registration records due to the fact that the mortgage has been allocated for the purpose of financing the project.

4.5 Legal Liabilities

There is a 1st degree mortgage with a price of 150,000,000.00 Euro and an annual interest rate of 3.75% in favor of Türkiye İş Bankası A.Ş., Türkiye Sınai Kalkınma Bankası A.Ş. for an indefinite term (until the cessation is notified) (dated 14.10.2008 and roll no.12982). Additional interest is EURİBOR + 3.75% is as indicated in the annual contract. It is common with İstanbul Zeytinburnu block no. 774, parcel no. 55, Gaziantep Şehitkamil, Yaprak Quarter, block no. 5020, parcel no. 2, Trabzon Yomra Kaşüstü village block no. 209 parcel no.12." It is determined that the encumbrance is allocated for financing the project. Official letter related to the abovementioned mortgage has been obtained from the relevant bank and presented in the attachment.

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

PHYSICAL INFORMATION OF THE REAL ESTATE

5.1 The Existing Buildings Structural Characteristics of the Construction

Full address of the property: Pervane Mahallesi, Kocasinan Bulvarı, Sanayi Odası yanı, No:161 / A (Novotel) ve B (İbis Otel), Kocasinan / KAYSERİ

In order to reach to the region where the property is located; after entering the city center in the direction of Ankara, Osman Kavuncu Boulevard and the consequent Park Boulevard is followed and the city square is reached where the Governorship Building, Court House and Hilton Hotel exist. From this square, it is required to turn left toward İstasyon Street. Following İstasyon Street for about 1 km, one turns to right to Kocasinan Boulevard. The property in question is located along this boulevard after a 1.25 km distance, on the left hand side and next to the Building of Kayseri Chamber of Industry. Transportation to the region where the property is located can easily be provided by private and public transportation vehicles.

The property is situated on the parcel next to the Building of Kayseri Chamber of Industry which is located at the intersection of the two most important main arterials of Kayseri city center, namely Kocasinan and Mustafa Kemal Paşa Boulevards. The property has façades to Ankara and Sivas highways.

The property in question is situated at place where important public buildings exist. In addition, the property is in proximity to central points such as the Governorship, Court House Kocasinan Municipality etc. In the vicinity of the building the following buildings are found; Kayseri Chamber of Industry, Kocasinan District Governorship, Provincial Directorate of Ministry of Public Works and Settlement, 9th Zone Directorate of Provincial Bank, Special Provincial Administration, General Directorate of Kayseri Water and Sewerage System Works (KASKİ), Mevlana Mosque, Lodging buildings of Ministry of Public Works and Settlement, Nuh Mehmet Küçükçalık Anatolian High School and BP Gas Station. Besides, directly across the property, there is İnönü Park which lies along Kocasinan Boulevard for 2.37 km. At the rear façade of the parcel on which the property is located, railway that connects the Ankara-Kayseri-Sivas line passes. Apart from these, in the vicinity of the property there are mostly residential buildings and several commercial units. The distances between the property in question and certain points are given below;

Location	Length (km.)
Kocasinan Municipality	~0,42
City Center	~2,15
Airport	~3,70
Bus Terminal	~8,00
Erciyes Ski Center	~20,00



5.2 Definition of the Property in Question

The property in question, Novotel and Ibis Hotel are constructed as partially attached buildings. The property is situated on the 11.035,40 sqm land block no. 2420 and parcel no.9.

The borders of the parcel on which the property is situated are surrounded by concrete wall. On the parcel, the areas remaining from the building are covered with asphalt and partially green areas are formed. There is no

closed car parking area in the project. For cars, the greatest portion of the hotel garden is allocated as outdoor car parking lot. In the facility under investigation, there is an open car parking lot with 113-vehicle capacity and a decorative pool.

Considering the features of the project, Novotel is designed as a 4-star accommodation facility and Ibis Hotel is designed as a 3-star accommodation facility. These two hotels are constructed in a partially attached layout. In the façade facing to Kocasinan Boulevard, Novotel is situated in on a front position when compared to Ibis Hotel part.

Novotel has a larger basement floor, while basement floor of Ibis Hotel is just 60 sqm. According to the approved architectural project and the investigations carried out at the site, the basement floor of the hotels incorporates spaces such as hydrophore room, technical room, storage, kitchen, laundry, UPS room, personnel refectory, fitness center etc.

The entrance to the buildings is provided from separate gates. But, through the service section located at the intersection of the two buildings there are passages from one building to the other for the personnel. In the ground floors of both of the hotels there is a lobby, restaurant, bar and cafeteria.

Normal floors of the both hotels above their ground floors are divided into rooms. According to the approved architectural project and the investigations carried out at the site, Novotel has 96 rooms and Ibis Hotel has 117 rooms. The distribution of the rooms according to floors is given in the table below;

There is a 30 sqm closed area attached to the rear façade of the hotel in question that was formed by using glass frames without affecting the structural frame of the building. This attached volume cannot be seen in the architectural project but since it is completely portable and only glass frame materials are used, it does not constitute a problem for the legal status of the property.

NOVOTEL	NOVOTEL FLOORS					
	1.FLOOR	2.FLOOR	3.FLOOR	4.FLOOR	5.FLOOR	TOTAL
STANDARD ROOM:	15	10	10	10	13	58
STANDARD INCORPORABLE ROOM:				1		1
STANDARD ROOM WITH BATHTUB	2	2	2	2	2	10
INCORPORABLE ROOM WITH BATHTUB		2	2	1		5
TWIN ROOM		2	2	2	2	8
TWIN INCORPORABLE ROOM	1	2	2	2	1	8
SUIT ROOM		1	1	1		3
INCORPORABLE SUIT ROOM					1	1
ROOM FOR THE DISABLED	1					1
INCORPORABLE ROOM FOR THE DISABLED	1					1
TOTAL	20	19	19	19	19	96

IBIS HOTEL	IBIS HOTEL FLOORS								
	1.	2.	3.	4.	5.	6.	7.	8.	TOTAL
STANDARD ROOM:	12	13	13	13	14	14	14	14	107
STANDARD INCORPORABLE ROOM:	3	2	2	2	2	2	2	2	17
ROOM WITH DESK BED	2	2	2	2	2	2	2	2	16
INCORPORABLE ROOM WITH DESK BED	2	2	2	2	2	2	2	2	16
ROOM FOR THE DISABLED		1	1	1					3
INCORPORABLE ROOM FOR THE DISABLED	1								1
TOTAL	20	20	20	20	20	20	20	20	160

5.3 Structural Construction Features of the Property in Question

The hotel building is composed of two main buildings attached to each other. Total construction area is 10,998.53 sqm. Novotel has 96 rooms and Ibis Hotel has 160 rooms. The building is constructed as a reinforced concrete frame building.

Building license of the property in question is issued for an area of 11,064.00 sqm and the closed area is 10,998.53 according to the architectural plan for which the said license is issued. Since the property was constructed in conformity with its approved architectural plan, in the appraisal the existing closed area is taken into consideration.

Front and rear façade claddings of both Novotel and Ibis Hotel are composed of partially glass, partially sinterflex and the remaining parts are painted by acrylic paint. Side façades are designed to be painted by a special acrylic paint. The building entrances are provided through large doors covered by canopies. In both of the hotels there is no room in the ground floors. But at the intersection point of the two buildings there is a space allocated as service hall. In this area the staircase and 1 service elevators that provide exchange between floors and buildings. The car parking areas belonging to the hotels are for common use.

Novotel, under question, has a construction area of 5,370.68 sqm. It was constructed as composed of a basement floor, ground floor and 5 normal floors. The roofs are terrace roofs. In this floor there are meeting rooms, restaurant, reception and WCs. There are 2 elevators and 1 staircase that provide exchange between floors within the building. In normal floors there are the rooms. These rooms might have different features but in general there are two types of rooms. The first type rooms are standard rooms that have 24 sqm of usage area and the others are suit rooms with 50.19 sqm area. There are 4 suit rooms in total. The other rooms are standard but arranged differently in order to respond to various different preferences. In the basement floor of the building, there is the administrative department, personnel refectory and change rooms, laundry and various workshops.

Ibis Hotel, under question, has a construction area of 5,627.85 sqm. It was constructed as composed of a basement floor, ground floor and 8 normal floors. Floor properties are the same as Novotel. There are 2 types of rooms in Ibis Hotel part. The first type rooms are the 4 rooms for the disabled people with 16.57 sqm of usage area and the others are standard rooms with 16.08 sqm usage area and arranged in different options. In the basement floor of the building, there are cool air tanks, boiler room, pool technical room and water tank.

Construction Type	: Reinforced Concrete Frame
Roofing System	: Terrace roof
Construction Layout	: Attached layout
Number of Floors in the Building	: Basement Floor + Ground Floor + 5 Normal Floors (Novotel) Basement Floor + Ground Floor + 8 Normal Floors (Ibis Hotel)
Total Area Subject to Appraisal	: 10,998.53 sqm (According to approved architectural project) 11,064,00 m ² (According to Building License)
Age	: 2 years
Electricity	: Network
Water	: Network
Sewer System	: Network
Heating System	: Ventilation system fueled by gas
Ventilation System	: Available
Generator	: Available
Elevator	: Available
Fire-escape Stairs	: Available
Fire Alarm	: Available
Car Parking Space	: Available (Open-air car parking)

5.4 Indoor Properties Of The Asset

Name of the Building	:	NOVOTEL
Distribution of the Area	:	<u>Basement Floor:</u> Administrative department, personnel refectory and change rooms, laundry, workshops <u>Ground Floor:</u> Meeting rooms, restaurant, café-bar, reception, entrance hall, WC <u>Bedroom Floors:</u> Bedrooms, service hall
Construction Type	:	Reinforced Concrete Frame
Construction Layout	:	Attached layout
Number of Floors in the Building	:	7 (basement + ground + 5 normal floors)
Appraisal Area:	:	5,370.68 sqm
Outer Façade	:	Glass, sinterflex, acrylic paint
Roof Cladding	:	Terrace roof
Wall Lining	:	Satin paint, ceramic tiles, laminate and wall paper
Flooring	:	Carpet, ceramic tiles and granite
Ceiling	:	Suspended Ceiling
Joinery	:	Windows are aluminum framed double glazing, interior doors are wooden
Lighting	:	Wall lamps, chandeliers, lamp shades, spot lighting, fluorescent fixtures

Name of the Building	:	IBIS HOTEL
Distribution of the Area	:	<u>Basement Floor:</u> Boiler room, water tank, pool technical room and cool air tanks. <u>Ground Floor:</u> Meeting rooms, restaurant, café-bar, reception, entrance hall, WC <u>Bedroom Floors:</u> Bedrooms, service hall
Construction Type	:	Reinforced Concrete Frame
Construction Layout	:	Attached layout
Number of Floors in the Building	:	10 (basement + ground + 8 normal floors)
Appraisal Area:	:	5,627.85 sqm
Outer Façade	:	Glass, sinterflex, acrylic paint
Roof Cladding	:	Terrace roof
Wall Lining	:	Satin paint, ceramic tiles, laminate and wall paper
Flooring	:	Carpet, ceramic tiles and granite
Ceiling	:	Suspended Ceiling
Joinery	:	Windows are aluminum framed double glazing, interior doors are wooden
Lighting	:	Wall lamps, chandeliers, lamp shades, spot lighting, fluorescent fixtures

5.5 Determinations Made in the Real Estate Location

- The properties in question are in attached layout and functioning as 2 separate hotels.
- Novotel incorporates 7 floors, which are basement + ground + 5 normal floors and Ibis Hotel incorporates 10 floors, which are basement + ground + 8 normal floors.
- The property is located in a very central location close to important main arterial roads and public institutions.

- Transportation to the property is quite easy and there are different alternatives to reach the property.
- There are customer and service elevators, fire alarm and extinguisher systems, ventilation, heating and cooling systems.
- The car parking areas in the hotels are for common use.
- The parcel is surrounded with concrete walls of 1.00 m and 1.50 m high.
- On the parcel there is 1 transformer building and 1 portable generator building.

5.6 External and Miscellaneous Works

As for the external and miscellaneous works, construction of a transformer building, concrete field, landscaping, surrounding concrete wall, security room and decorative pool are included in the scope of the appraisal. External and miscellaneous works are added to the calculations conducted for cost approach analysis as incremental costs.

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 quit 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 most efficient and effective use of the subject property is considered as "Tourism Facility Area" use in accordance with its zoning plan.

SECTION 7 ANALYSIS AND EVALUATION OF THE REAL PROPERTY

7.1 Factors That Affect The Value Of The Real Property

❖ STRENGTHS

- ✓ The property in question is situated at a central location.
- ✓ It is close to main arterial roads, city center, airport, railway and governmental organizations and institutions.
- ✓ Transportation to the property is easy and there are different alternatives for transportation.
- ✓ The property has an "Occupancy Permit".
- ✓ Construction quality and standards are high.

- ✓ The hotels in question are operated under the name of brand that provides the same standards all over the world.
- ❖ **WEAKNESSES**
 - x There are no closed car parking areas.
- ❖ **OPPORTUNITIES**
 - ✓ There isn't any similar accommodation facility with similar properties and quality in the vicinity.
 - ✓ Since there is a need for qualified accommodation facilities in the city of Kayseri, the property will create attraction.
- ❖ **THREATS**

Uncertainties and fluctuations in Global economy and in the economy of the country have negative impacts on real estate sector.

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.

Variant on the risk-free rate⁴

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

Variant 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.

Variant 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.

Variant 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.

Variant 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

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

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 that, 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

8.2.3. 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 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,

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

Where R_f = Risk Free rate

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

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

Description of the Method Used for 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 9.2.1, 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, development approach, cost approach and sales comparison are used for the value of the real estate.

8.3.1 Equivalent Comparison Approach Analysis

Values of the equivalent real estates obtained as a result of the investigations carried out in the surrounding environment of the property in question are given below.

- It is learned that in the vicinity of the property in question it is difficult to find real estates that can be considered as equivalent to the property and the property in question can be sold for a price of 350 - 400 Euro/sqm. (680 – 775 TL/sqm)
- A property, which is not located in the vicinity of the property in question but can be considered as equivalent due its similar location in Talas district, which has a surface area of 7,500 sqm, which is zoned as "Tourism Area", and qualified as "Land" with E=2.00, was put up for sale by the Municipality for a price of 7,500,000 TL but a short time later the sales was canceled. (1,000 TL/sqm)
- A property with a 1,650 sqm surface area, which is close to the property in question, located along the Ankara highway, but less valuable due to its location, zoned as "Commercial Area", and qualified as "Land", with E=0.90, was sold for a price of 625 TL/sqm.
- A property with a 1,750 sqm surface area, located along close to the property in question and zoned as "Commercial Area", and qualified as "Land" with E=0.90, has been for sale for a price of 1,500,000 TL for a long time. (860 TL/sqm)
- A property with a 2,000 sqm surface area, located at a 1.50 km distance from the property in question towards the direction of Sivas, zoned as "Commercial Area" and qualified as "Land" is for sale for a price of 400 Euro/sqm. (775 TL/sqm)

VALUE OF THE RIGHT OF CONSTRUCTION				
1 sqm Land Value (*)	481,3	.-TL/m ²		
Size of the Land	11.035,40	m ²		
Total Value of the Land	5.311.338	.-TL	5.311.338	.-TL
			2.399.845	.-EURO

(*) For the land, unit value is calculated as 70% as the value of 49-year construction right considering 725 TL/sqm unit value for lands zoned as tourism area.

(**) On the land, which is under the ownership of **Kayseri Chamber of Industry**, Private and Permanent Right of Casement has been established in favor of Akfen GYO A.Ş. on 20.08.2057.

Land Value Calculation Detail = (Value of the zoned land x 49-year construction right factor x term rate)
 = 725 (TL/m²) x 0.70 x 46,47/49
 = **481,3 (TL/m²)**

8.3.2 Construction Cost Analyse

VALUE OF THE BUILDING				
Construction Cost per 1 sqm for Novotel	1.200	.-€		
Total Closed Area of the Building	5.370,68	m ²		
Total Construction Cost	6.444.816	.-€		
Depreciation	2%			
Depreciation Cost	128.896	.-€		
Value of the Building	6.315.920	.-€	6.315.920	.-€
Construction Cost per 1 sqm for Novotel	1.000	.-€		
Total Closed Area of the Building	5.627,85	m ²		
Total Construction Cost	5.627.850	.-€		
Depreciation	2%			
Depreciation Cost	112.557	.-€		
Value of the Building	5.515.293	.-€	5.515.293	.-€
Total Value of the Land			2.399.845	.-€
Total Value of the Building			11.831.213	.-€
External and miscellaneous works			110.000	.-€
TOTAL VALUE			14.341.058	.-€
TOTAL APPROXIMATE VALUE			14.341.000	.-€

✓ Professional Estimate of the Appraiser:

Considering the fact that the property in question is zoned as tourism facility, located along the main road and existence of hotels in operation built on the property and as a result of the researches carried out in the surrounding area, in addition, taking into account the equivalent real estate values learned during the researches, the value of the immovable property is estimated as follows.

Total Value of the Land	2.399.845 .-€
Total Value of the Building	11.831.213 .-€
External and miscellaneous works	110.000 .-€
TOTAL VALUE	14.341.058 .-€
TOTAL APPROXIMATE VALUE	14.341.000 .-€

8.3.3 Revenue Reduction Method

- The owner of the construction right of the hotel in question is Akfen Gayrimenkul Yatırım Ortaklığı A.Ş. and it is be operated by Accor group, an international hotel management company. Being operated by an international brand has positive impacts on items that affect the potential of the hotel such as occupancy rate, bed/room prices, etc. The value is estimated based on the assumption that the existing capacity and operation potential of the hotel will be maintained in the following years.
- Cash flows that are obtained in years due to the operation of the real estate and used in revenue reduction method are constituted of the total of the cash flows obtained by Akfen Gayrimenkul Yatırım Ortaklığı A.Ş. and Accor group.

CLOSED AREAS(m ²)				
	NOVOTEL AREA	IBIS HOTEL AREA	PERMITTED AREA	TOTAL CLOSED AREA
1. Basement Floor	945,83	447,28	60,42	1.393,11
Groun Floor	875,70	686,73	1.515,35	1.562,43
1. Floor	707,71	561,73	1.220,20	1.269,44
2. Floor	710,36	561,73	1.224,85	1.272,09
3. Floor	710,36	561,73	1.224,85	1.272,09
4. Floor	710,36	561,73	1.224,85	1.272,09
5. Floor	710,36	561,73	1.224,85	1.272,09
6. Floor	-	561,73	522,87	561,73
7. Floor	-	561,73	522,87	561,73
8. Floor	-	561,73	522,87	561,73
TOTAL	5.370,68	5.627,85	9.263,98	10.998,53

NOVOTEL HOTEL PROJECTION:

- It is assumed that the hotel will have 96 rooms.
- It is assumed that the average occupancy rate of the hotel during the months when the hotel is open will start with 60% in 2011, and it reach to 78% during 2016, and it will be maintained at 78% in the following years.
- It is assumed that the hotel will be open for 365 days.
- The prices of the hotel are anticipated assuming there will be a room-breakfast system. Considering the performance of the hotel in the previous years and the investigations carried out related to the tourism sector and the region, it is envisaged that all-inclusive price per person will be 65 EURO for the year 2011. For the first 10 years, the room prices are increased by 4%. Within the first 10 years, the room prices are assumed to increase by 3% and to attain a saturation level with the increasing advertisement capability, awareness and premium of the hotel and in the following years they are assumed to increase by inflation rate, which is 2.5%.
- Rents of the stores in the hotel, wellness center, extra expenditures, etc. are assumed to be included in the other revenues item. Considering the performance of the facility, it is estimated that the other revenues will be 40% of the accommodation revenues.

- It is assumed that GOP (Gross Operating Profit) rate in the hotel will be 35% in 2011, in the following years it is assumed to increase and reach to 40% in the year 2015 and remain constant later on.
- A renovation cost, which is 1.5% of the construction cost of the hotel, is envisaged to increase by a rate of 2.5% per year starting from 2011.
- In the appraisal, the rate of Eurobond, Euro based bond, for the last 6 months in 2020 is taken as 4.70% "Risk-free Return Rate". (In the appraisal, the revenue rate of Eurobond, Euro based bond, of 2020 for the longest term is chosen as "Risk-free Return Rate".)
- The currency used in the study is EURO.
- It is also assumed that all payments are made in cash.

NOVOTEL	
ROOMS	96
OPERATING DAYS	365
YEARLY ROOM CAPACITY	35.040
ADR (EURO) (2011)	65,00
Room Price Increase Rate in first 10 years (%)	4,0%
Room Price Increase Rate in second 10 years (%)	2,5%
Room Price Increase Rate for Rest Years (%)	2,5%

NOVOTEL CASHFLOW	20.02.2011	31.12.2011	31.12.2012	31.12.2013	31.12.2014	31.12.2015	31.12.2016	31.12.2017	31.12.2018	31.12.2019	31.12.2020	31.12.2021	31.12.2022
YEARS													
OCCUPATION (%)	0	80%	65%	68%	68%	72%	78%	78%	78%	78%	78%	78%	78%
OPERATING DAYS	0	306	365	365	365	365	365	365	365	365	365	365	365
ROOMS SOLD	0	17.826	22.075	22.778	25.229	27.331	27.331	27.331	27.331	27.331	27.331	27.331	27.331
ROOM PRICE (EURO)	0	65	67,80	70,30	73,12	76,04	79,08	82,25	85,54	88,96	92,32	94,83	97,20
ROOM INCOME (EURO)	0	1.145,064	1.482,294	1.601,244	1.918,416	2.161,416	2.247,875	2.247,875	2.337,750	2.431,301	2.528,333	2.597,767	2.653,561
OTHER INCOME RATE (%)	0	40%	40%	40%	40%	40%	40%	40%	40%	40%	40%	40%	40%
OTHER INCOME (EURO)	0	458,266	595,913	640,498	767,367	864,537	888,150	888,150	935,116	972,520	1.011,421	1.035,707	1.062,625
TOTAL HOTEL INCOME (EURO)	0	1.603,330	2.078,197	2.241,741	2.685,786	3.025,955	3.147,025	3.147,025	3.272,866	3.403,821	3.539,755	3.633,474	3.716,186
GOP (%)	0	35%	35%	37%	40%	40%	40%	40%	40%	40%	40%	40%	40%
GOP (EURO)	0	561,375	752,111	829,444	1.074,314	1.210,384	1.258,910	1.258,910	1.308,162	1.361,528	1.415,980	1.451,330	1.487,674
OPERATION COSTS (EURO)	0	-1.042,554	-1.337,036	-1.412,297	-1.611,471	-1.815,591	-1.888,215	-1.888,215	-1.953,745	-2.042,293	-2.123,985	-2.177,084	-2.231,511
RENEWAL COST	1,50%	-78,425	-97,107	-98,535	-104,574	-107,169	-108,888	-108,888	-112,615	-115,400	-118,316	-121,274	-124,306
TOTAL COST (EURO)	0	-1.121,979	-1.434,143	-1.511,832	-1.716,045	-1.922,760	-1.997,103	-1.997,103	-2.066,360	-2.157,693	-2.242,301	-2.298,358	-2.355,817
NET CASHFLOW	0	481,351	644,054	729,909	969,740	1.103,226	1.150,922	1.150,922	1.196,548	1.246,128	1.297,454	1.333,116	1.363,369

31.12.2022	31.12.2024	31.12.2026	31.12.2027	31.12.2028	31.12.2029	31.12.2030	31.12.2031	31.12.2032	31.12.2033	31.12.2034	31.12.2035	31.12.2036	31.12.2037	31.12.2038	31.12.2039	31.12.2040	31.12.2041
78%	78%	78%	78%	78%	78%	78%	78%	78%	78%	78%	78%	78%	78%	78%	78%	78%	78%
365	365	365	365	365	365	365	365	365	365	365	365	365	365	365	365	365	365
27.331	27.331	27.331	27.331	27.331	27.331	27.331	27.331	27.331	27.331	27.331	27.331	27.331	27.331	27.331	27.331	27.331	27.331
99,63	102,12	104,67	107,28	110,79	115,34	119,49	123,38	127,33	130,72	133,99	137,34	140,77	144,29	147,90	151,61	155,38	159,39
40%	40%	40%	40%	40%	40%	40%	40%	40%	40%	40%	40%	40%	40%	40%	40%	40%	40%
1.089.190	1.116.420	1.144.320	1.172.939	1.202.262	1.232.319	1.263.127	1.294.705	1.327.072	1.360.249	1.394.255	1.429.112	1.464.840	1.501.461	1.538.997	1.577.472	1.616.909	1.657.322
3.812.165	3.907.470	4.008.156	4.116.285	4.231.917	4.354.115	4.482.943	4.618.427	4.760.672	4.909.694	5.066.508	5.231.123	5.403.549	5.583.880	5.772.128	5.968.291	6.172.360	6.384.447
40%	40%	40%	40%	40%	40%	40%	40%	40%	40%	40%	40%	40%	40%	40%	40%	40%	40%
1.524.866	1.592.998	1.662.053	1.732.114	1.803.167	1.875.246	1.948.349	2.022.476	2.097.632	2.173.817	2.251.032	2.329.276	2.408.550	2.488.853	2.569.185	2.650.546	2.732.936	2.816.355
-2.287.299	-2.944.492	-2.403.094	-2.524.759	-2.587.869	-2.652.966	-2.719.960	-2.789.822	-2.861.553	-2.935.161	-3.010.646	-3.088.018	-3.167.177	-3.248.132	-3.330.885	-3.415.436	-3.501.784	-3.589.929
-187.415	-130.398	-133.863	-137.210	-140.940	-144.156	-146.854	-149.032	-150.700	-151.958	-152.706	-153.044	-153.073	-152.801	-152.227	-151.351	-150.072	-148.397
-2.414.712	-2.475.080	-2.538.957	-2.606.381	-2.677.925	-2.752.625	-2.830.626	-2.911.934	-2.996.689	-3.084.938	-3.176.722	-3.272.092	-3.371.097	-3.472.781	-3.577.184	-3.684.255	-3.793.942	-3.906.205
1.397.403	1.482.266	1.568.156	1.654.994	1.742.807	1.831.611	1.921.430	2.012.281	2.104.171	2.197.117	2.291.127	2.386.210	2.482.384	2.579.657	2.678.029	2.777.500	2.878.079	2.979.766

31.12.2042	31.12.2043	31.12.2044	31.12.2045	31.12.2046	31.12.2047	31.12.2048	31.12.2049	31.12.2050	31.12.2051	31.12.2052	31.12.2053	31.12.2054	31.12.2055	31.12.2056	31.12.2057		
78%	78%	78%	78%	78%	78%	78%	78%	78%	78%	78%	78%	78%	78%	78%	78%		
365	365	365	365	365	365	365	365	365	365	365	365	365	365	365	365		
27.331	27.331	27.331	27.331	27.331	27.331	27.331	27.331	27.331	27.331	27.331	27.331	27.331	27.331	27.331	27.331		
169,27	169,25	167,33	171,32	175,81	180,20	184,71	189,28	194,06	198,91	203,88	208,98	214,20	219,56	225,05	230,67	236,41	242,27
40%	40%	40%	40%	40%	40%	40%	40%	40%	40%	40%	40%	40%	40%	40%	40%	40%	40%
1.741.234	1.784.765	1.829.394	1.875.119	1.921.997	1.970.046	2.019.298	2.069.780	2.121.525	2.174.563	2.228.927	2.284.650	2.341.766	2.400.310	2.460.318	2.520.814	2.582.814	2.645.333
6.094.319	6.246.677	6.402.844	6.562.915	6.726.988	6.895.163	7.067.542	7.244.230	7.425.336	7.610.969	7.801.244	7.996.275	8.195.192	8.401.066	8.611.113	8.826.372	9.046.874	9.272.644
40%	40%	40%	40%	40%	40%	40%	40%	40%	40%	40%	40%	40%	40%	40%	40%	40%	40%
2.437.728	2.498.671	2.561.136	2.625.166	2.690.795	2.758.065	2.827.017	2.897.692	2.970.134	3.044.368	3.120.497	3.198.510	3.278.473	3.360.434	3.444.445	3.530.568	3.618.854	3.710.360
-3.669.591	-3.748.006	-3.841.706	-3.937.099	-4.036.180	-4.137.098	-4.240.525	-4.346.538	-4.455.202	-4.566.582	-4.680.746	-4.797.765	-4.917.709	-5.040.652	-5.166.668	-5.295.818	-5.428.167	-5.563.789
-203.893	-205.781	-214.001	-219.351	-224.835	-230.455	-236.217	-242.122	-248.175	-254.380	-260.738	-267.258	-273.939	-280.786	-287.807	-294.999	-302.368	-309.918
-3.864.280	-3.956.787	-4.055.707	-4.157.100	-4.261.027	-4.367.513	-4.476.742	-4.588.660	-4.703.377	-4.820.961	-4.941.485	-5.065.022	-5.191.648	-5.321.439	-5.454.475	-5.590.824	-5.730.539	-5.874.679
2.234.039	2.289.900	2.347.157	2.405.815	2.465.861	2.527.310	2.590.160	2.654.510	2.720.360	2.787.710	2.856.560	2.926.910	2.998.760	3.072.110	3.146.960	3.223.310	3.301.160	3.380.510



IBIS HOTEL PROJECTION:

- The hotel in question has 160 rooms.
- It is assumed that the average occupancy rate of the hotel during the months when the hotel is open will start with 45% in 2011, and it will reach to 50% during 2012, 55% in 2013, 60% in 2014, and 66% in 2015 and in the years following 2015 the occupancy rate will be maintained at 72%.
- It is assumed that the hotel will be open for 365 days.
- The prices of the hotel are anticipated assuming there will be a room-breakfast system. Considering the performance of the hotel in the previous years and the investigations carried out related to the tourism sector and the region, it is envisaged that all-inclusive price per person will be 45 EURO for the year 2011. For the first 10 years, the room prices are increased by 4%. Within the first 10 years, the room prices are assumed to increase by 2.5% and to attain a saturation level with the increasing advertisement capability, awareness and premium of the hotel and in the following years they are assumed to increase by inflation rate, which is 2.5%.
- Considering the performance of the facility, it is estimated that the other revenues will be 22% of the accommodation revenues and remain constant.
- It is assumed that GOP (Gross Operating Profit) rate in the hotel will be 45% in 2011, in the following years it is assumed to increase and reach to 50% in the year 2014 and remain constant later on.
- A renovation cost, which is 1.5% of the construction cost of the hotel, is envisaged to increase by a rate of 2.5% per year starting from 2011.
- In the appraisal, the rate of Eurobond, Euro based bond, for the last 6 months in 2020 is taken as 4.70% "Risk-free Return Rate". (In the appraisal, the revenue rate of Eurobond, Euro based bond, of 2020 for the longest term is chosen as "Risk-free Return Rate".)
- The currency used in the study is EURO.
- It is also assumed that all payments are made in cash.

IBIS OTEL	
NUMBER OF ROOMS:	160
DAYS WHEN THE HOTEL IS OPEN	365
ANNUAL ROOM CAPACITY	58.400
BED PRICE (EURO) 2011	45,00
BED PRICE INCREASING RATE IN THE FIRST 10 YEARS (%)	4,0%
2. BED PRICE INCREASING RATE IN THE SECOND 10 YEARS (%)	2,5%
BED PRICE INCREASING RATE FOR THE FOLLOWING YEARS (%) EURO REGION INFLATION RATE	2,5%

YEARS	28.12.2011	31.12.2011	31.12.2012	31.12.2013	31.12.2014	31.12.2015	31.12.2016	31.12.2017	31.12.2018	31.12.2019	31.12.2020	31.12.2021
IBIS HOTEL CASHFLOW												
OCCUPATION (%)	0	45%	50%	55%	60%	66%	72%	72%	72%	72%	72%	72%
OPERATING DAYS	0	305	365	365	365	365	365	365	365	365	365	365
ROOMS SOLD	0	22.032	29.200	32.120	35.040	38.544	42.048	42.048	42.048	42.048	42.048	42.048
ROOM PRICE (EURO)	0	45	46,80	48,67	50,62	52,64	54,75	56,94	59,22	61,59	63,13	64,70
ROOM INCOME (EURO)	0	991.440	1.366.560	1.563.345	1.773.686	2.025.096	2.302.102	2.394.186	2.489.953	2.588.552	2.694.290	2.720.648
OTHER INCOME RATE (%)	0	22%	22%	22%	22%	22%	22%	22%	22%	22%	22%	22%
OTHER INCOME (EURO)	0	218.117	300.643	343.936	390.211	446.401	506.462	526.721	547.790	569.701	583.944	598.542
TOTAL HOTEL INCOME (EURO)	0	1.209.557	1.667.203	1.907.280	2.163.896	2.471.497	2.808.564	2.920.907	3.037.743	3.159.253	3.278.234	3.319.190
GOP (%)	0	45%	47%	49%	50%	50%	50%	50%	50%	50%	50%	50%
GOP (EURO)	0	544.301	783.386	934.957	1.081.948	1.237.749	1.404.282	1.460.453	1.518.872	1.579.626	1.619.117	1.659.595
OPERATION COST (EURO)	0	-655.256	-883.618	-972.713	-1.081.948	-1.237.749	-1.404.282	-1.460.453	-1.518.872	-1.579.626	-1.619.117	-1.659.595
RENEWAL COST	0	-66.357	-84.798	-86.918	-89.091	-91.318	-93.601	-95.941	-98.339	-100.786	-103.318	-105.901
TOTAL COST (EURO)	0	-721.613	-968.415	-1.059.631	-1.171.039	-1.329.067	-1.497.883	-1.556.394	-1.617.211	-1.680.424	-1.722.435	-1.765.496
NET CASHFLOW	0	477.944	698.788	847.649	992.858	1.142.430	1.310.681	1.364.513	1.420.532	1.478.829	1.515.799	1.553.694

TSKB Gayrimenkul Değerleme A.Ş.

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Merkez: Meclis Mebusan Caddesi, Molla Bayın Sokak, No: 1, 34427 Fındıklı/İstanbul Tel: (0212) 334 50 54 Faks: (0212) 334 50 35
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İzmir Şubesi: Cumhuriyet Bulvarı, Kültür Mahallesi, No: 140 Alan Apt. K.1, Pasaport / İzmir Tel: (0232) 463 12 00 Faks: (0232) 463 33 50

31.12.2042	31.12.2043	31.12.2044	31.12.2045	31.12.2046	31.12.2047	31.12.2048	31.12.2049	31.12.2050	31.12.2051	31.12.2052	31.12.2053	31.12.2054	31.12.2055	31.12.2056	20.08.2057
72%	72%	72%	72%	72%	72%	72%	72%	72%	72%	72%	72%	72%	72%	72%	72%
365	365	365	365	365	365	365	365	365	365	365	365	365	365	365	232
42.048	42.048	42.048	42.048	42.048	42.048	42.048	42.048	42.048	42.048	42.048	42.048	42.048	42.048	42.048	26.726
108,67	111,39	114,18	117,03	119,96	122,96	126,03	129,18	132,41	135,72	139,11	142,59	146,16	149,81	153,55	157,39
4.569.550	4.683.789	4.800.884	4.920.906	5.043.929	5.170.027	5.299.278	5.431.760	5.567.553	5.706.742	5.849.411	5.995.646	6.145.537	6.299.176	6.456.855	4.206.555
22%	22%	22%	22%	22%	22%	22%	22%	22%	22%	22%	22%	22%	22%	22%	22%
1.005.301	1.030.434	1.056.194	1.082.599	1.109.664	1.137.406	1.165.841	1.194.987	1.224.862	1.255.483	1.286.870	1.319.042	1.352.018	1.385.819	1.420.464	925.442
5.574.882	5.714.223	5.857.078	6.003.505	6.153.593	6.307.433	6.465.119	6.626.747	6.792.415	6.962.226	7.136.281	7.314.688	7.497.556	7.684.994	7.877.119	5.131.997
50%	50%	50%	50%	50%	50%	50%	50%	50%	50%	50%	50%	50%	50%	50%	50%
2.787.426	2.857.111	2.928.539	3.001.753	3.076.796	3.153.716	3.232.559	3.313.373	3.396.208	3.481.113	3.568.141	3.657.344	3.748.778	3.842.497	3.938.560	2.565.999
-2.787.426	-2.857.111	-2.928.539	-3.001.753	-3.076.796	-3.153.716	-3.232.559	-3.313.373	-3.396.208	-3.481.113	-3.568.141	-3.657.344	-3.748.778	-3.842.497	-3.938.560	-2.565.999
-177.869	-182.315	-186.873	-191.545	-196.334	-201.242	-206.273	-211.430	-216.716	-222.134	-227.687	-233.379	-239.214	-245.194	-251.324	-163.739
-2.965.295	-3.039.427	-3.115.413	-3.193.298	-3.273.130	-3.354.959	-3.438.833	-3.524.803	-3.612.923	-3.703.247	-3.795.828	-3.890.723	-3.987.991	-4.087.691	-4.189.884	-2.729.738
2.609.557	2.674.796	2.741.666	2.810.207	2.880.463	2.952.474	3.026.286	3.101.943	3.179.492	3.258.979	3.340.454	3.423.965	3.509.564	3.597.303	3.687.236	2.402.259

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- The insurance charge of the hotel facility is estimated as 20,320 EURO in 2011 based on the the previous years and it is envisaged that it will be increasing by 2.50% in parallel with inflation rate each following year.
- Annual construction right price is 36,158 EURO for 2016 (no payment in first 5 years). Starting from 2021 and until 2025, the price will be 75.932 and as of 2026 this price will increase 1,050 Euro (1,452 USD) each year. These values are determined according to the rental contract entered into between Kayseri Chamber of Industry and Akfen GYO.
- At the end of the 49-year term the facility will be transferred to Kayseri Chamber of Industry.
- The contract made between Akfen GYO and Kayseri Chamber of Industry is given in the attachment of this report.
- In the appraisal, the rate of Eurobond, Euro based bond, for the last 6 months in 2020 is taken as 4.70% "Risk-free Return Rate". (In the appraisal, the revenue rate of Eurobond, Euro based bond, of 2020 for the longest term is chosen as "Risk-free Return Rate".)
- In the appraisal it is assumed that 1,00 TL = 2,2132 €.
- Under IVSC (International Valuations Standards Committee), taxes and VAT are not included in the studies.

TOTAL CASHFLOW												
YEARS	1	2	3	4	5	6	7	8	9	10	11	12
	31.12.2011	31.12.2012	31.12.2013	31.12.2014	31.12.2015	31.12.2016	31.12.2017	31.12.2018	31.12.2019	31.12.2020	31.12.2021	31.12.2022
NOVOTEL (4 STARS) NET CASHFLOW (EURO)	481.951	655.004	729.909	824.802	969.740	1.103.206	1.148.942	1.196.548	1.246.089	1.297.674	1.330.116	1.363.369
IBIS HOTEL (3 STARS) NET CASHFLOW (EURO)	474.944	698.738	847.650	982.858	1.146.431	1.310.681	1.364.513	1.420.532	1.478.829	1.515.799	1.553.684	1.592.537
YEARLY "CONSTRUCTION RIGHT" COST (EURO)	0	0	0	0	0	-36.158	-36.158	-36.158	-36.158	-36.158	-75.932	-75.932
INSURANCE COST (EURO)	-17.035	-20.828	-21.349	-21.882	-22.429	-22.980	-23.565	-24.154	-24.758	-25.377	-26.011	-26.662
REAL ESTATE TAX (EURO)	0	0	0	0	0	-25.554	-26.193	-26.847	-27.519	-28.207	-28.912	-29.634
TOTAL CASHFLOW (EURO)	999.859	1.332.964	1.556.211	1.795.778	2.093.742	2.329.185	2.427.539	2.528.920	2.636.493	2.723.732	2.752.955	2.823.678

TOTAL CASHFLOW (EURO)																		
YEARS	13	14	15	16	17	18	19	20	21	22	23	24	25	26	27	28	29	30
	31.12.2023	31.12.2024	31.12.2025	31.12.2026	31.12.2027	31.12.2028	31.12.2029	31.12.2030	31.12.2031	31.12.2032	31.12.2033	31.12.2034	31.12.2035	31.12.2036	31.12.2037	31.12.2038	31.12.2039	31.12.2040
1.397.453	1.432.389	1.468.199	1.504.904	1.542.527	1.581.090	1.620.617	1.661.133	1.702.661	1.745.227	1.788.858	1.833.579	1.879.419	1.926.404	1.974.565	2.023.829	2.074.527	2.126.390	2.178.390
1.632.350	1.673.159	1.714.988	1.757.863	1.801.869	1.846.854	1.893.026	1.940.351	1.988.860	2.038.582	2.089.546	2.141.785	2.195.330	2.250.213	2.306.468	2.364.130	2.423.233	2.483.814	2.545.909
-75.932	-75.932	-75.932	-101.243	-102.235	-103.267	-104.280	-105.282	-106.305	-107.317	-108.330	-109.342	-110.354	-111.367	-112.379	-113.392	-114.404	-115.417	-116.429
-27.328	-28.011	-28.712	-29.429	-30.165	-30.919	-31.692	-32.485	-33.297	-34.129	-34.982	-35.857	-36.753	-37.672	-38.614	-39.579	-40.569	-41.583	-42.623
-30.375	-31.135	-31.913	-32.711	-33.529	-34.367	-35.226	-36.107	-37.009	-37.935	-38.883	-39.855	-40.851	-41.873	-42.920	-43.993	-45.092	-46.220	-47.375
2.896.168	2.970.470	3.046.630	3.099.384	3.178.387	3.259.391	3.342.445	3.427.600	3.514.910	3.604.428	3.696.209	3.790.311	3.886.789	3.985.706	4.087.120	4.191.095	4.297.695	4.406.985	4.519.032

TOTAL CASHFLOW (EURO)																	
YEARS	31	32	33	34	35	36	37	38	39	40	41	42	43	44	45	46	47
	31.12.2041	31.12.2042	31.12.2043	31.12.2044	31.12.2045	31.12.2046	31.12.2047	31.12.2048	31.12.2049	31.12.2050	31.12.2051	31.12.2052	31.12.2053	31.12.2054	31.12.2055	31.12.2056	31.12.2057
2.179.550	2.234.039	2.289.890	2.347.137	2.405.815	2.465.961	2.527.610	2.590.800	2.655.570	2.721.959	2.790.008	2.859.758	2.931.252	3.004.533	3.079.647	3.156.638	3.235.571	3.316.504
2.545.909	2.609.557	2.674.796	2.741.666	2.810.207	2.880.463	2.952.474	3.026.286	3.101.943	3.179.492	3.258.979	3.340.454	3.423.965	3.509.564	3.597.303	3.687.236	3.779.425	3.873.930
-116.429	-117.441	-118.454	-119.466	-120.479	-121.491	-122.503	-123.516	-124.528	-125.541	-126.553	-127.566	-128.578	-129.590	-130.603	-131.615	-132.627	-133.639
-42.623	-43.688	-44.780	-45.900	-47.047	-48.224	-49.429	-50.665	-51.931	-53.230	-54.560	-55.925	-57.323	-58.756	-60.225	-61.730	-63.270	-64.844
-47.375	-48.560	-49.774	-51.018	-52.293	-53.601	-54.941	-56.314	-57.722	-59.165	-60.644	-62.160	-63.714	-65.307	-66.940	-68.613	-70.326	-72.080
4.519.032	4.633.907	4.751.678	4.872.419	4.996.203	5.123.108	5.253.211	5.386.591	5.523.331	5.663.515	5.807.229	5.954.561	6.105.602	6.260.444	6.419.183	6.581.915	6.753.750	6.935.699

Appraisal Chart	
Risk Free Rate of Return	4,70%
Risk Premium	4,30%
DISCOUNT RATE	9,13%
NET PRESENT VALUE (EURO)	28.552.229
	28.046.756
	25.007.992

8.3.4 The Value of the Property According to the Rental Income

Assumptions based on the 4th Amendment on Memorandum of Understanding 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 Akfen 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 seventy percent (70%) of the adjusted gross operation revenue, which ever is greater.
- The owner of the construction right of the hotel in question is Akfen Gayrimenkul Yatırım Ortaklığı A.Ş. and it is be operated by Accor group, an international hotel management company. Being operated by an international brand has positive impacts on items that affect the potential of the hotel such as occupancy rate, bed/room prices, etc. The value is estimated based on the assumption that the existing capacity and operation potential of the hotel will be maintained in the following years.
- Rental income of the immovable property is calculated based on the conditions of the contract made between Accor group and Akfen Gayrimenkul Yatırım Ortaklığı A.Ş.
- It is assumed that facility will be open for 365 days throughout the year.
- Annual construction right price is 36.158 EURO for 2016 (no payment in first 5 years). Starting from 2021 and until 2025, the price will be 75.932, and as of 2026 this price will increase 1,050 Euro (1,452 USD) each year. These values are determined according to the rental contract entered into between Kayseri Chamber of Industry and Akfen GYO.
- Renovation cost for the rental model of the hotel is taken as 0.05% of the renovation cost calculated in management alternative. In the rental model, it is assumed that renovation works will be carried out by the leaseholder.
- The currency used in the study is EURO and it is assumed that 1 TL=2.2132 EURO.
- Under IVSC (International Valuations Standards Committee), taxes and VAT are not included in the studies.
- In the appraisal, the rate of Eurobond, Euro based bond, for the last 6 months in 2020 is taken as 4.70% "Risk-free Return Rate". (In the appraisal, the revenue rate of Eurobond, Euro based bond, of 2020 for the longest term is chosen as "Risk-free Return Rate".)
- In this appraisal, rental income of the hotel leased by the Accor group is guaranteed under the 25-year rental contract. It is assumed that risk premium for Akfen Gayrimenkul Yatırım Ortaklığı A.Ş.'s obtaining the rental incomes will be significantly low. The reduction rate is estimated as 6.50% obtained by adding 1.80% "Risk Premium" to 4.70% "Risk Free Return Rate".
- It is assumed that the contract entered into between Accor and Akfen will continue under the same conditions throughout the time the property is used by Akfen.

TOPLAM İNFAKİT AKIŞI		1	2	3	4	5	6	7	8	9	10	11	12
YEARS		31.12.2011	31.12.2012	31.12.2013	31.12.2014	31.12.2015	31.12.2016	31.12.2017	31.12.2018	31.12.2019	31.12.2020	31.12.2021	31.12.2022
HOTEL INCOMES NOVOTEL		0	352.865	493.183	536.583	590.873	665.717	692.345	720.039	748.841	778.794	798.264	818.221
AGOP NOVOTEL		0	303.143	409.483	455.074	512.193	677.821	704.933	733.131	762.456	792.954	812.778	833.098
USED RENTAL INCOME		0	352.865	493.183	536.583	601.616	677.821	704.933	733.131	762.456	792.954	812.778	833.098
HOTEL INCOMES IBIS OTEL		0	302.389	416.801	476.820	540.974	618.874	702.141	790.227	789.813	809.559	829.798	850.542
AGOP IBIS OTEL		0	313.275	455.146	547.989	636.186	727.796	825.718	893.097	928.820	952.041	975.842	1.000.238
USED RENTAL INCOME		0	313.275	455.146	547.989	636.186	727.796	825.718	893.097	928.820	952.041	975.842	1.000.238
YEARLY RENT COST (EURO)		0	0	0	0	0	-36.158	-36.158	-36.158	-36.158	-36.158	-75.932	-75.932
INSURANCE COST (EURO)	0,4%	0	-17.035	-20.828	-21.349	-21.862	-22.429	-22.990	-23.565	-24.154	-24.758	-25.377	-26.011
REAL ESTATE TAX (EURO)	0,4%	0	0	0	0	0	-25.554	-26.193	-26.847	-27.519	-28.207	-28.912	-29.634
NOVOTEL RENEWAL COST		0	-3.971	-4.855	-4.977	-5.101	-5.229	-5.359	-5.493	-5.631	-5.772	-5.916	-6.064
IBIS HOTEL RENEWAL COST		0	-3.468	-4.240	-4.346	-4.455	-4.566	-4.680	-4.797	-4.917	-5.040	-5.166	-5.295
TOTAL CASHFLOW(EURO)		0	641.665	894.847	1.009.801	1.141.331	1.297.188	1.408.797	1.467.474	1.528.520	1.592.030	1.644.172	1.689.465

	13	14	15	16	17	18	19	20	21	22	23	24	25	26	27	28	29	30	31
	31.12.2023	31.12.2024	31.12.2025	31.12.2026	31.12.2027	31.12.2028	31.12.2029	31.12.2030	31.12.2031	31.12.2032	31.12.2033	31.12.2034	31.12.2035	31.12.2036	31.12.2037	31.12.2038	31.12.2039	31.12.2040	31.12.2041
839.676	859.649	881.134	903.163	925.742	948.865	972.608	996.923	1.021.846	1.047.392	1.073.577	1.100.416	1.127.927	1.156.125	1.185.028	1.214.653	1.245.020	1.276.145	1.308.049	1.331.832
853.925	875.273	897.155	919.584	942.573	966.138	990.291	1.015.049	1.040.425	1.066.435	1.093.096	1.120.424	1.148.434	1.177.145	1.206.574	1.236.738	1.267.657	1.299.348	1.331.832	1.331.832
859.925	875.273	897.155	919.584	942.573	966.138	990.291	1.015.049	1.040.425	1.066.435	1.093.096	1.120.424	1.148.434	1.177.145	1.206.574	1.236.738	1.267.657	1.299.348	1.331.832	1.331.832
871.806	893.601	915.941	938.840	962.311	986.369	1.011.028	1.036.303	1.062.211	1.088.766	1.115.985	1.143.885	1.172.482	1.201.794	1.231.839	1.262.635	1.294.201	1.326.556	1.359.720	1.359.720
1.025.244	1.050.875	1.077.147	1.104.076	1.131.677	1.159.969	1.188.969	1.218.693	1.249.160	1.280.389	1.312.399	1.345.209	1.378.839	1.413.310	1.448.643	1.484.859	1.521.980	1.560.030	1.599.031	1.599.031
1.025.244	1.050.875	1.077.147	1.104.076	1.131.677	1.159.969	1.188.969	1.218.693	1.249.160	1.280.389	1.312.399	1.345.209	1.378.839	1.413.310	1.448.643	1.484.859	1.521.980	1.560.030	1.599.031	1.599.031
-75.932	-75.932	-75.932	-101.243	-102.255	-103.267	-104.280	-105.292	-106.305	-107.317	-108.330	-109.342	-110.354	-111.367	-112.379	-113.392	-114.404	-115.417	-116.429	-116.429
-27.328	-28.011	-28.712	-29.429	-30.165	-30.919	-31.692	-32.485	-33.297	-34.129	-34.982	-35.857	-36.753	-37.672	-38.614	-39.579	-40.569	-41.583	-42.623	-42.623
-30.375	-31.135	-31.913	-32.711	-33.529	-34.367	-35.226	-36.107	-37.009	-37.935	-38.883	-39.855	-40.851	-41.873	-42.920	-43.993	-45.092	-46.220	-47.375	-47.375
-5.371	-6.530	-6.693	-6.861	-7.032	-7.208	-7.388	-7.573	-7.762	-7.956	-8.155	-8.359	-8.568	-8.782	-9.002	-9.227	-9.457	-9.694	-9.936	-9.936
-5.563	-5.702	-5.845	-5.991	-6.141	-6.294	-6.451	-6.613	-6.778	-6.948	-7.121	-7.299	-7.482	-7.669	-7.861	-8.057	-8.258	-8.465	-8.677	-8.677
1.735.600	1.778.638	1.825.207	1.847.425	1.895.129	1.944.052	1.994.222	2.045.672	2.098.434	2.152.540	2.208.024	2.264.920	2.323.265	2.383.063	2.444.442	2.507.350	2.571.856	2.638.000	2.705.823	2.705.823

2

32	33	34	35	36	37	38	39	40	41	42	43	44	45	46	47
31.12.2042	31.12.2043	31.12.2044	31.12.2045	31.12.2046	31.12.2047	31.12.2048	31.12.2049	31.12.2050	31.12.2051	31.12.2052	31.12.2053	31.12.2054	31.12.2055	31.12.2056	20.06.2057
1.340.750	1.374.269	1.408.626	1.443.841	1.479.937	1.516.936	1.554.859	1.593.731	1.633.574	1.674.413	1.716.274	1.759.180	1.803.160	1.848.239	1.894.445	1.234.244
1.365.127	1.399.256	1.434.237	1.470.093	1.506.845	1.544.516	1.583.129	1.622.708	1.663.275	1.704.857	1.747.479	1.791.166	1.835.945	1.881.843	1.928.889	1.256.685
1.365.127	1.399.256	1.434.237	1.470.093	1.506.845	1.544.516	1.583.129	1.622.708	1.663.275	1.704.857	1.747.479	1.791.166	1.835.945	1.881.843	1.928.889	1.256.685
1.393.713	1.428.556	1.464.270	1.500.576	1.538.396	1.576.858	1.616.280	1.656.687	1.698.104	1.740.556	1.784.070	1.828.672	1.874.389	1.921.249	1.969.280	1.282.999
1.639.006	1.679.982	1.721.981	1.765.031	1.809.156	1.854.385	1.900.745	1.948.264	1.996.970	2.046.894	2.098.067	2.150.518	2.204.281	2.259.388	2.315.873	1.508.807
1.639.006	1.679.982	1.721.981	1.765.031	1.809.156	1.854.385	1.900.745	1.948.264	1.996.970	2.046.894	2.098.067	2.150.518	2.204.281	2.259.388	2.315.873	1.508.807
-117.441	-118.454	-119.466	-120.479	-121.491	-122.503	-123.516	-124.528	-125.541	-126.553	-127.566	-128.578	-129.590	-130.603	-131.615	-84.300
-43.688	-44.780	-45.900	-47.047	-48.224	-49.429	-50.665	-51.931	-53.230	-54.560	-55.925	-57.323	-58.756	-60.225	-61.730	-40.218
-48.560	-49.774	-51.018	-52.293	-53.601	-54.941	-56.314	-57.722	-59.165	-60.644	-62.160	-63.714	-65.307	-66.940	-68.613	-44.702
-10.184	-10.439	-10.700	-10.968	-11.242	-11.523	-11.811	-12.106	-12.409	-12.719	-13.037	-13.363	-13.697	-14.039	-14.390	-9.375
-8.893	-9.116	-9.344	-9.577	-9.817	-10.062	-10.314	-10.572	-10.836	-11.107	-11.384	-11.669	-11.961	-12.260	-12.566	-8.187
2.775.367	2.846.675	2.919.790	2.994.759	3.071.628	3.150.444	3.231.255	3.314.112	3.399.065	3.486.168	3.575.474	3.667.037	3.760.915	3.857.165	3.955.847	2.578.709

APPRAISAL CHART			
Risk Free Rate of Return	4,70%	4,70%	4,70%
Risk Premium	1,30%	1,80%	2,30%
DISCOUNT RATE	6,00%	6,50%	7,00%
NET PRESENT VALUE (EURO)	27.756.793	25.455.310	23.431.787

Rental Value of the Property

YEARS	28.02.2011	31.12.2011
Average Cash Flow of Rental Value	0	790.762

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)	735.646	734.912	730.036

NET PRESENT VALUE (EURO)	734.912
NET PRESENT VALUE (TL)	1.626.506

Number of Days Between 28.02.2011 and 31.12.2011	306
ANNUAL RENTAL VALUE OF THE HOTEL(EURO)	876.610
ESTIMATED ANNUAL RENTAL VALUE OF THE	877.000

8.3.5 Evaluation of The Analysis Results

The value of the property in question is determined as **14.341.000 €** according to cost method; **28.047.000 €** according to revenue reduction method and the net current value according to the rental income calculated based on the rent to be paid by Accor group, which is an international hotel management company, for the hotel whose construction right is owned by Akfen Gayrimenkul Yatırım Ortaklığı A.Ş., is determined as **25.455.000 €**.

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 **877.000 Euro (1.940.000.-TL)**

The fair market value of the immovable property is estimated as **26.751.000 €**, calculated by taking the average of the value obtained via revenue reduction method, which is **28.047.000 €**, and the net current value of the rental income, which is **25.455.000 €**, since the property currently in operation and making revenue.

Building insurance rate is calculated as 4.711.211 Euro according to the 2010 costs of Public Works and Settlement Directorate, and 35% of this cost is also added as equipment / furnishing cost and the final insurance rate is accordingly obtained as 6.360.135 Euro. The insurance worth for 2011 has been calculated as €6.519.138 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. **Building insurance rate is given for information purposes only.**

In this appraisal, the current status value is determined by use of cost approach method. The value of the hotel according to revenue reduction method is calculated in 2 different methods based on rental income and operating revenue. Currently, the hotel is leased to Accor Group for operation via rental contract. Rental incomes under contractual guarantee are reduced by a low risk premium factor, thus the value based on the rental income is calculated. Apart from that the value of the immovable property calculated based on the total revenues it will provide is found according to the operating revenues. In this method, the total potential of the hotel that returns

profit both for the owner of the property and the operator is considered and it is believed that in case of sale this value will be important. For this reason, the value of the immovable property calculated according to revenue reduction method, is found by taking the average of the two different values calculated by the reduction of the revenues to be obtained by rental incomes under contractual guarantee via rental contract and by total operating potential, respectively. The value of revenue-generating assets depends on the performance of the asset and it is thought that the value obtained via revenue reduction, which is calculated by 2 methods, will be more reliable.

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;

For the hotel constructed on the property located in City of Kayseri, Kocasinan district, Pervane quarter, registered in section 349, block no. 2420, parcel no. 9, whose qualification is indicated "Reinforced concrete hotel and land" in the title deed;

FAIR MARKET VALUE OF THE PROPERTY FOR WHICH CONSTRUCTION RIGHT IS GRANTED AS OF 28.02.2011 (VAT Excluded)	59.205.000.- TL (Fiftyninemilliontwohundredfivethousand.- TL)
	26.751.000.- EURO (Twenty-sixmillionsevenhundredfiftyonethousand.- Euro)

For the hotel constructed on the property located in City of Kayseri, Kocasinan district, Pervane quarter, registered in section 349, block no. 2420, parcel no. 9, whose qualification is indicated "Reinforced concrete hotel and land" in the title deed;

FAIR MARKET VALUE OF THE PROPERTY FOR WHICH CONSTRUCTION RIGHT IS GRANTED AS OF 28.02.2011 (VAT Included)	69.862.000.- TL (Sixtyninemilliononehundredsixtytwohousand.- TL)
	31.566.000.- EURO (Thirtyonemillionfivehundredsixty-sixthousand.- EURO)

For the hotel constructed on the property located in City of Kayseri, Kocasinan district, Pervane quarter, registered in section 349, block no. 2420, parcel no. 9, whose qualification is indicated "Reinforced concrete hotel and land" in the title deed;

Rental Value (Excluding VAT) dated 28 February 2011 of the Hotel	1.940.000.-TL (Onemillionninehundredfourtythousand.-TL)
	877.000.-EURO (Eighthundredseventyseventhousand.-EURO)

For the hotel constructed on the property located in City of Kayseri, Kocasinan district, Pervane quarter, registered in section 349, block no. 2420, parcel no. 9, whose qualification is indicated "Reinforced concrete hotel and land" in the title deed;

Rental Value (Including VAT) dated 28 February 2011 of the Hotel	2.289.000.-TL (Twomillontwohundredeightyninethousand.-TL)
	1.034.000.-EURO (Onemillionthirtyfourthousand.-EURO)

NOTE:	1	This value is the fair market value determined as cash sale price.
	2	* VAT included and VAT rate is taken %18.
	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.

It is believed that it is possible to include the hotel, which has a construction right on the land in question, in the Real Estate Investment Company portfolio in accordance with provisions of Capital Market Legislation

Hüsnüye BOZTUNCU / Appraiser (400101)	Adem YOL / Appraiser in Charge (400101)
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